

**Unaudited Financial Results (Quarterly)**

As at the end of Fourth Quarter (15/07/2024) of the Fiscal Year 2080/81 (FY 2023-2024)

NPR in Thousands

S.N	Particulars	As on date 15.07.2024		As on date 16.07.2023		
A	<b>ASSETS</b>					
	<b>NON-CURRENT ASSETS</b>					
	<b>Non-Financial Assets:</b>					
	Intangible Assets	1,670		6,104		
	Property, Plant and Equipment	5,546,263		5,712,615		
		<b>5,547,933</b>		<b>5,718,719</b>		
	<b>CURRENT ASSETS</b>					
	<b>Non-Financial Assets:</b>					
	Inventories	2,711,394		1,887,076		
	Prepayments	61,475		48,092		
	Advances	672,272		965,379		
	Other Current Assets	-		-		
Income Tax Receivable	84,795		90,555			
<b>Financial Assets:</b>						
Other Current Assets	24,442		80,905			
Trade Receivables	887,995		430,985			
Cash and Cash Equivalents	66,317		19,031			
	<b>4,508,689</b>		<b>3,522,023</b>			
<b>Total Assets</b>	<b>10,056,622</b>		<b>9,240,742</b>			
B	<b>EQUITY AND LIABILITIES</b>					
	<b>EQUITY</b>					
	Equity Share Capital	121,000		121,000		
	Reserve and Surplus	4,077,086		3,787,306		
		<b>4,198,086</b>		<b>3,908,306</b>		
	<b>NON-CURRENT LIABILITIES</b>					
	<b>Non-Financial Liabilities:</b>					
	Deferred Tax Liability	218,164		216,548		
	<b>Financial Liabilities:</b>					
	Retirement Benefit Obligation	413,532		456,414		
	Lease Liabilities	128,361		91,627		
		<b>760,057</b>		<b>764,590</b>		
<b>CURRENT LIABILITIES</b>						
<b>Financial Liabilities:</b>						
Retirement Benefit Obligation	51,505		62,403			
Borrowings	2,589,715		2,776,408			
Trade Payables	1,232,587		513,693			
Lease Liabilities	14,123		8,982			
Other Financial Liabilities	1,172,780		1,194,733			
Non Financial Liabilities	37,768		11,626			
	<b>5,098,479</b>		<b>4,567,845</b>			
<b>Total Equity and Liabilities</b>	<b>10,056,622</b>		<b>9,240,742</b>			
C	<b>Profit and Loss Account</b>	<b>Current Period</b>		<b>Previous Period</b>		
		13.04.2024 to 15.07.2024 (Qtr)	17.07.2023 to 15.07.2024 (YTD)	14.04.2023 to 16.07.2023 (Qtr)	17.07.2022 to 16.07.2023 (YTD)	
		Revenue from Operations	2,943,977	8,757,578	3,245,375	9,320,034
		Cost of Sales	(2,362,628)	(6,577,039)	(2,493,561)	(6,959,747)
		<b>Gross Profit</b>	<b>581,350</b>	<b>2,180,538</b>	<b>751,814</b>	<b>2,360,287</b>
Other Operating Income	17,955	33,509	26,893	80,923		
Selling and Distribution Expenses	(363,184)	(1,286,021)	(404,204)	(1,234,907)		
Administrative and Operating Expenses	12,152	(192,998)	11,421	(180,501)		
<b>Profit from Operations</b>	<b>248,272</b>	<b>735,029</b>	<b>385,924</b>	<b>1,025,801</b>		
Finance Costs	(65,002)	(266,287)	(105,211)	(315,856)		
Finance Income	118	201	134	4,747		
<b>Profit Before Tax</b>	<b>183,388</b>	<b>468,942</b>	<b>280,847</b>	<b>714,692</b>		
<b>Income Tax Expense</b>						
Current Tax	(59,658)	(106,754)	(76,330)	(67,480)		
Deferred Tax	(24,295)	(1,326)	8,159	(8,381)		
<b>Net Profit</b>	<b>99,434</b>	<b>360,862</b>	<b>212,676</b>	<b>638,832</b>		
D	<b>Major Indicators</b>	17.07.2023 to 15.07.2024 (YTD)	Annualized	17.07.2022 to 16.07.2023 (YTD)	Annualized	
		1. Earnings per Share (NPR)	298	298	528	528
		2. Market Value per Share (NPR)	13,000	13,000	13,800	13,800
		3. Price Earnings Ratio	44	44	26	26
		4. Current Ratio	0.9		0.8	
		5. Return on Equity	9%	9%	16%	16%
		6. Return on Total Assets	3.6%	3.6%	6.9%	6.9%
		7. Net Worth per Share (NPR)		3,469		3,230

**Note:**

- Figures are regrouped wherever necessary for consistent presentation and comparison.
- Above presented figures may vary with the audited figures if amended by the external auditors and/or regulator.
- Quarterly earnings per share, Price earning ratio, return on equity, return on total assets and net worth per share are calculated based on quarterly accumulated unaudited profits and number of equity shares outstanding at the reporting date. The comparatives for fourth quarter performance (Q4 only) are based on the unaudited quarterly financials published last year while the comparatives for year-to-date figures are based on the Audited Financial Statements.

**E. Related Party Disclosure**

Upto the end of the quarter, the following related party transactions have occurred:

Particulars	NPR in Thousand
Purchase of Concentrate from Pacific Refreshments Pte. Ltd.	2,519,990
Transfer fee payable to BNL	209,169
Transfer fee receivable from BNL	14,488

**F. Management Analysis**

- The Company generated a net profit of NPR 360 MM during the Fiscal Year 2080-81, despite the slow-down in consumer spending, challenge in raw materials sourcing along with macroeconomic impact of currency devaluation and inflation.
- The company is enhancing profitability through strategic initiatives such as optimizing production processes, digitalizing value chain, expanding market reach, implementing cost-saving measures, and innovating with new product offerings. Additionally, the company is focusing on sustainability practices, effective marketing strategies, strengthening distribution channels, and leveraging digital technologies for operational efficiencies and increased market penetration.

**G. Details Related to Legal Proceedings**

No legal case was filed in this Quarter by or against the Company.

**H. Analysis of Share Transactions**

**i) Management's view on the performance of the stocks of the body corporate**

Price and transactions of the Company's shares are being determined by the open share market operations through a duly established Stock Exchange. Management's view on this is neutral.

**ii) High, Low and Closing Price of the stocks of the company during this quarter along with total volume of trading of shares and number of days traded**

Particulars	13.04.2024 to 15.07.2024 (Qtr)
Maximum Price (NPR)	14,070
Minimum Price (NPR)	12,208
Closing Price (NPR)	13,000
No. of Trades (Total Transaction)	21,698
Days of Trading	61

**I. Risks and Challenges**

**Internal Problem & Challenges**

- Rise in cost of operations.
- Rural distribution at effective cost.

**External Problem & Challenges**

- Market and economic slowdown adversely impacting the manufacturing sector.
- Devaluation of Nepalese Rupees against the Foreign Exchange Currencies resulting in higher material cost.

**Strategy**

- Implementation of Coke Buddy for online order processing and Vxceed, a solution for Demand Chain Execution process, by the company to manage the distributor network and obtain real-time data for better decision making.
- Focus on channel financing with the goal of providing easier liquidity access to distributors.
- Continuous assessment of the risk exposure of the company to the internal and external factors and effective implementation of risk management procedures.
- Continuous development of cost effective distribution models for upcountry areas.

**J. Corporate Governance**

- The Company follows prudent Corporate Governance Practices in all business transactions.
- During the Quarter under review, the Company had convened Board Meeting on 9<sup>th</sup> July 2024. The company also convened the Audit Committee Meeting and Risk Committee Meeting on 9<sup>th</sup> July 2024.

**K. Declaration by Chief Executive Officer on the Truthfulness and accuracy of Information**

I, as at the date, hereby individually accept responsibility for the accuracy of the information and details contained in this report. I hereby declare that to the best of my knowledge and belief, the information contained in this report is true, accurate and complete and there are no other matters concealed the omission of which shall adversely affect the informed investment decision by the investors.

**G. Deepak Senthil Nath**

Chief Executive Officer

Date: 13<sup>th</sup> August, 2024 (29<sup>th</sup> Shrawan, 2081)