

Unaudited Financial Results (Quarterly)

As at the end of Third Quarter (12/04/2024) of the Fiscal Year 2080/81 (FY 2023-2024)

NPR in Thousands

S.N	Particulars	As on date 12.04.2024 (Unaudited)		As on date 13.04.2023 (Unaudited)	
		(Group)		(Group)	
A	ASSETS				
	NON-CURRENT ASSETS				
	Non-Financial Assets:				
	Intangible Assets	6,590		20,580	
	Property, Plant and Equipment	7,236,592		6,995,561	
		7,243,182		7,016,141	
	CURRENT ASSETS				
	Non Financial Assets:				
	Inventories	2,937,532		3,039,302	
	Advances	3,610,125		2,073,623	
	Income Tax Receivable	145,918		67,833	
	Financial Assets:				
	Other Current Assets	34,064		112,279	
	Trade Receivables	863,576		687,810	
	Cash and Cash Equivalents	909,500		622,554	
		8,500,715		6,603,400	
	Total Assets	15,743,897		13,619,540	
B	EQUITY AND LIABILITIES				
	EQUITY				
	Equity Share Capital	194,889		194,889	
	Reserve and Surplus	5,709,880		5,363,709	
	Non Controlling Interest	387,658		202,546	
		6,292,426		5,761,144	
	NON-CURRENT LIABILITIES				
	Non-Financial Liabilities:				
	Deferred Tax Liability	107,881		18,238	
	Financial Liabilities:				
	Retirement Benefit Obligation	863,389		985,046	
	Borrowing	-		525,407	
	Lease Liabilities	86,214		79,238	
		1,057,484		1,607,929	
	CURRENT LIABILITIES				
	Retirement Benefit Obligation	124,871		160,381	
	Borrowings	4,452,796		2,587,769	
	Trade Payables	1,655,335		1,554,725	
	Lease Liabilities	9,713		18,062	
	Other Financial Liabilities	2,105,811		1,929,530	
	Non Financial Liabilities	45,459		-	
		8,393,987		6,250,467	
	Total Equity and Liabilities	15,743,897		13,619,540	
C	Profit and Loss Account	Current Period (Group)		Previous Period (Group)	
		15.01.2024 to 12.04.2024 (Qtr)	17.07.2023 to 12.04.2024 (YTD)	15.01.2023 to 13.04.2023 (Qtr)	17.07.2022 to 13.04.2023 (YTD)
	Revenue from Operations	2,601,261	7,184,386	3,021,070	8,218,410
	Cost of Sales	(1,738,412)	(5,143,228)	(2,241,206)	(5,930,821)
	Gross Profit	862,850	2,041,158	779,863	2,287,590
	Other Operating Income	6,709	22,314	8,976	25,128
	Selling and Distribution Expenses	(422,737)	(1,148,942)	(451,124)	(1,194,474)
	Administrative and Operating Expenses	(89,272)	(469,873)	(87,951)	(458,935)
	Profit from Operations	357,550	444,657	249,764	659,310
	Finance Costs	(78,400)	(233,352)	(67,679)	(141,953)
	Finance Income	519	1,957	798	13,430
	Profit Before Tax	279,670	213,261	182,883	530,787
	Income Tax Expense				
	Current Tax	(76,139)	(136,972)	-	(144,598)
	Prior Period Tax Adjustments	-	(1,910)	-	(9,438)
	Deferred Tax	7,939	(14,488)	27,676	58,735
	Net Profit	211,469	59,891	210,560	435,486
	Owners of the Company (Net Profit)	180,538	35,795	124,143	402,209
	Non Controlling Interest (Net profit)	30,932	24,096	19,154	33,276
D	Major Indicators	Current Period (Group)		Previous Period (Group)	
		17.07.2023 to 12.04.2024 (YTD)	Annualized	17.07.2022 to 13.04.2023 (YTD)	Annualized
	1. Earnings per Share (NPR)	18	24	206	275
	2. Market Value per Share (NPR)	16,918	16,918	2,222	2,222
	3. Price Earnings Ratio	921	691	11	8
	4. Current Ratio	1.0		1.1	
	5. Return on Equity	1.0%	1.3%	8%	10.1%
	6. Return on Total Assets	0.4%	0.5%	3.2%	4.3%
	7. Net Worth per Share (NPR)		3,229		2,956

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 and Annualized earnings per share, Price earning ratio, return on equity, return on total assets and net worth per share are calculated based on annualized accumulated unaudited profits and number of equity shares outstanding at the reporting date.

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.	2,767,917
Transfer fee payable to BNTL	2,356
Transfer fee receivable from BNTL	146,781

F. Management Analysis

- The Company generated a net profit of NPR 211 MM during the third quarter due to cost efficiency and better productivity. The YTD profit reached 59 MM despite the challenges caused by slow-down in consumer spending, challenges 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, 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

- 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.
- 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	15.01.2024 to 12.04.2024 (Qtr)
Maximum Price (NPR)	23,766
Minimum Price (NPR)	3,664
Closing Price (NPR)	16,918
No. of Trades (Total Transaction)	387
Days of Trading	76

I. Risks and Challenges

Internal Problem & Challenges

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

External Problem & Challenges

- Market and economic slowdown due to external factors resulting in upward trend of operational costs for 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 Exeution process, by the company to manage the distributor network and obtain real-time data for better decision making.
- 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 10th April, 2024. The company also convened the Audit Committee Meeting and Risk Committee Meeting on 9th April, 2024.

K. Declaration by Managing Director 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

Managing Director

Date: 21st May, 2024 (8th Jestha, 2081)