

**Bottlers Nepal (Terai) Ltd.
Bharatpur, Chitwan, Nepal**

**UNAUDITED FINANCIAL RESULTS FOR THE 3RD QUARTER, F/Y 2073/74,
ENDED 13TH APRIL, 2017**

(Pursuant to Rule 26(1) of Securities Registration and Issue Regulation, 2016)

A	Statement of Financial Position	Current Quarter	Previous Year
		Ending	Corresponding Quarter Ending
		(Amount in NPR) As on 31st Chaitra (13th April 2017)	(Amount in NPR) As on 30th Chaitra (12th April 2016)
ASSETS			
Non-Current Assets			
Intangibles		2,324,047	2,065,757
Property, Plant and Equipment		2,663,971,260	2,523,431,197
Current Assets			
Inventories		748,524,341	991,709,149
Non Financial Current Assets			
Prepayments		25,822,621	28,073,487
Financial Assets			
Advances		-	8,591,024
Other Current Assets		189,129,526	136,060,266
Trade receivables		191,365,314	72,290,605
Cash and cash equivalents		21,601,231	61,473,916
Total Assets		3,842,738,339	3,823,695,400
EQUITY AND LIABILITIES			
Equity			
Equity Share Capital		121,000,000	121,000,000
Reserve and Surplus		959,276,672	435,566,502
Non-current liabilities			
Retirement Benefit Obligation		252,698,463	236,199,636
Deferred Tax Liability		32,433,216	55,394,193
Financial Liabilities			
Borrowings		558,000,000	1,057,000,000
Current Liabilities			
Financial Liabilities			
Borrowings		201,230,276	119,617,363
Trade payables		1,227,994,639	1,347,454,812
Other Financial Liabilities		490,105,072	451,462,895
Total Equity and Liabilities		3,842,738,339	3,823,695,400
B	Statement of Profit or Loss	For the Qtr ended	For the Qtr ended
		Chaitra 31st 2073 (13th April 2017)	Chaitra 30th 2072 (12th April 2016)
Revenue from operations		1,104,607,054	1,133,911,376
Cost of sales		(695,629,258)	(761,473,909)
Gross Profit		408,977,796	372,437,467
Other operating income		5,305,510	13,984,349
Selling and distribution expenses		(160,048,864)	(200,284,437)
Administrative and operating expenses		(39,527,414)	(91,098,441)
Profit from Operations		214,707,028	95,038,938
Finance Costs		(17,971,606)	(33,146,019)
Finance Income		53,564	-
Profit Before Tax		196,788,986	61,892,918
Income Tax Expense			
Current Tax		(16,664,151)	(3,739,573)
Deffered Tax		(1,901,228)	-
Net Profit for the year		178,223,607	58,153,345
C	Major Financial Ratios		
1	Earning per share (in Rs.)	589.17	192.24
2	Market value per share (in Rs.) (based on last transaction)	4,010	2,353
3	Price Earning Ratio	7	12
4	Current Ratio	0.61	0.68
5	Return on Assets	5.59%	2.49%
6	Net worth per share (in Rs.)	893	460
D	RELATED PARTY TRANSACTION		
During the period, the following related party transactions occurred:			
			Rs.
Sale of material/asset to Bottlers Nepal Limited, its parent Company			4,310,230
Purchase of material/asset from BNL			-
Transfer fee payable to BNL			7,226,038
Transfer fee receivable from BNL			7,875,581

E MANAGEMENT ANALYSIS

- This Quarter Profit before tax increased by 135 MM over previous year same period with growth rate of 318% driven by cost saving & Improved packmix.
- Additional 1day business during this quarter compared to previous year same period.
- There were no significant incidents during the period which have had negative impact on the reserve, profit or cash flow position of the Company.

F LEGAL PROCEEDING

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

G 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 the quarter along with total volume of trading of shares and number of days traded**

Maximum Price	NPR 4,088
Minimum Price	NPR 3,382
Closing Price	NPR 4,010
Number of Trades	2,137
Days of trading	15

H RISKS AND CHALLENGES

Internal Problem & Challenges

Rural distribution at effective cost

External Problem & Challenges

Fluctuation in international fuel prices impacting packaging material prices and local transportation cost.

Unstable socio-political environment, impact of adverse weather conditions on consumption.

Strategy

Proactively monitor the internal and external environmental changes

Develop cost effective distribution models for rural areas

I CORPORATE GOVERNANCE

The Company follows prudent Corporate Governance Practices in all business transactions. During the Quarter under review, the Company had convened one Board Meeting i.e. on 24th March, 2017.

J 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.

Puneet Varshney
Chief Executive Officer
Date