

# Coca-Cola BOTTLEERS NEPAL (TERAI) LIMITED

(Authorized Bottler of The Coca-Cola Company)

Gondrang, Bharatpur-9 Chitwan, Nepal

Unaudited Financial Results (Quarterly)

As at the end of First Quarter (17/10/2021) of the Fiscal Year 2078/79 (FY 2021-2022)

NPR in Thousand

S.N	Particulars	As on date 17.10.2021 (Unaudited)		As on date 16.10.2020 Unaudited)	
<b>A</b>	<b>ASSETS</b>				
	<b>Non-Current Assets</b>				
	Intangible Assets	24,621		48,496	
	Property, Plant and Equipment	5,730,786		6,070,715	
	<b>Financial Assets</b>				
	Advances	8,810		8,699	
	<b>Current Assets</b>				
	<b>Non Financial Assets</b>				
	Inventories	999,689		774,940	
	Prepayments	57,446		69,232	
	Advances	557,463		441,066	
	Other Current Assets	8,977		-	
	<b>Financial Assets</b>				
	Other Current Assets	3,330		2,354	
	Trade receivables	525,135		389,897	
	Cash and cash equivalents	183,940		530,563	
	<b>Total Assets</b>	<b>8,100,197</b>		<b>8,335,962</b>	
<b>B</b>	<b>EQUITY AND LIABILITIES</b>				
	<b>Equity</b>				
	Equity Share Capital	121,000		121,000	
	Reserve and Surplus	2,953,064		2,344,858	
	<b>Non-current liabilities</b>				
	Retirement Benefit Obligation	469,938		445,713	
	Deferred Tax Liability	86,753		138,489	
	<b>Financial Liabilities</b>				
	Non current Borrowing	987,907		1,700,407	
	<b>Current Liabilities</b>				
	<b>Financial Liabilities</b>				
	Retirement Benefit Obligation	67,286		59,623	
	Borrowings	1,339,671		2,091,722	
	Trade payables	763,253		367,433	
	Other Financial Liabilities	1,297,288		1,026,907	
	Income Tax Payable	14,037		39,810	
	<b>Total Equity and Liabilities</b>	<b>8,100,197</b>		<b>8,335,962</b>	
<b>C</b>	<b>Profit and Loss Account</b>				
		<b>Current Period</b>	<b>Previous Period</b>		
		<b>16.07.2021 to 17.10.2021 (3 Month)</b>	<b>16.07.2020 to 16.10.2020 (3 Month)</b>		
	Revenue from operations	2,513,673	1,844,182		
	Cost of sales	(1,674,009)	(1,114,591)		
	<b>Gross Profit</b>	<b>839,664</b>	<b>729,591</b>		
	Other operating income	17,710	19,581		
	Selling and distribution expenses	(331,943)	(254,744)		
	Administrative and operating expenses	(99,484)	(68,452)		
	<b>Profit from Operations</b>	<b>425,947</b>	<b>425,976</b>		
	Finance Costs	(42,140)	(70,755)		
	Finance Income	1,829	3,559		
	<b>Profit Before Tax</b>	<b>385,636</b>	<b>358,780</b>		
	<b>Income Tax Expense</b>				
	Current Tax	(26,194)	(56,570)		
	Deferred Tax	21,510	(16,199)		
	<b>Net Profit</b>	<b>380,952</b>	<b>286,011</b>		
<b>D</b>	<b>Major Indicators</b>	<b>16.07.2021 to 17.10.2021 (3 Month)</b>	<b>Annualized</b>	<b>16.07.2020 to 16.10.2020 (3 Month)</b>	<b>Annualized</b>
	1. Earnings per Share (NPR)	315	1,260	236	945
	2. Market Value Per Share (NPR)	10,037	10,037	6,500	6,500
	3. Price Earnings Ratio	32	8	27	7
	4. Current Ratio	0.67		0.62	
	5 Return on Equity	12%	50%	12%	46%
	6. Return on Total Assets	5%	19%	3%	14%
	7. Net Worth Per Share (NPR)	2,541		2,038	



**Note:**

- 1 Figures are regrouped wherever necessary for consistent presentation and comparison.
- 2 Above presented figures may vary with the audited figures if amended by the external auditors and/or regulator.
- 3 Quarterly earnings per share, Price earning ratio, return on equity, return on total assets and net worth per share are calculated based on quarterly 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 unaudited profits and number of equity shares outstanding at the reporting date. Annualized ratios are calculated on the basis of accumulated First Quarter profit (Q1 YTD).

**E Related Party Disclosure**

During the period, the following related party transactions occurred:

Particulars	NPR in Thousand
Purchase of Concentrate from Pacific Refreshments Pte. Ltd.	663,628
Transfer fee payable to BNL	23,372
Transfer fee receivable from BNL	12,871

**F Management Analysis**

- a) The profit after tax has increased by NPR 95 MM at the end of first quarter with respect to corresponding period of previous year, driven by increment in sales volume, reduction in interest cost, deferred tax & cost saving initiatives.
- b) The company is continuously working on upgrading IT infrastructure, enhancing transactions security, automating work processes, enhancing productivity.

**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 each quarter of the preceding year along with total volume of trading of shares and number of days traded**

Particulars	NPR
Maximum Price	11,350
Minimum Price	9,800
Closing Price	10,037
No. of Trades	790
Days of Trading	54

**I Risks and Challenges**

**Internal Problem & Challenges**

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

**External Problem & Challenges**

Market and economic recovery in progress from COVID 19.  
Fluctuation in Foreign Exchange impacting material cost.  
Rise in cost of operations due to increase in indirect tax, commodity prices and energy price hikes caused by inflationary pressures.

**Strategy**

Proactively monitor the internal and external environmental changes  
Develop 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 29th July 2021 & 30th September 2021 & Audit Committee Meeting on 29th September 2021.

**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.



**Pradip Pandey**  
Chief Executive Officer

Date: 15th November, 2021 (29th Kartik, 2078)