


**BOTTLERS NEPAL
(TERAI) LIMITED**

(Authorized Bottler of The Coca-Cola Company)

Gondrang, Bharatpur-9 Chitwan, Nepal

Unaudited Financial Results (Quarterly)

As at the end of the Fourth Quarter (16/07/2023) of the Fiscal Year 2079/80 (FY 2022-2023)

NPR in Thousands

S.N	Particulars	As on date 16.07.2023 (Unaudited)	As on date 16.07.2022 (Unaudited)
A	ASSETS		
	NON-CURRENT ASSETS		
	Non-Financial Assets:		
	Intangible Assets	6,104	13,483
	Property, Plant and Equipment	5,606,632	5,536,284
	Financial Assets:		
	Advances	310	347
		5,613,045	5,550,114
	CURRENT ASSETS		
	Non-Financial Assets:		
	Inventories	1,916,949	1,515,068
	Prepayments	64,248	75,599
	Advances	903,654	444,499
	Financial Assets:		
	Other Current Assets	66,887	19,070
	Trade receivables	411,428	254,026
	Cash and cash equivalents	36,623	331,583
		3,399,789	2,639,845
	Total Assets	9,012,835	8,189,959
B	EQUITY AND LIABILITIES		
	EQUITY		
	Equity Share Capital	121,000	121,000
	Reserve and Surplus	3,792,901	3,253,337
		3,913,901	3,374,337
	NON-CURRENT LIABILITIES		
	Non-Financial Liabilities:		
	Deferred Tax Liability	87,090	132,606
	Financial Liabilities:		
	Retirement Benefit Obligation	435,742	471,800
	Non current Borrowing	-	560,407
		522,832	1,164,814
	CURRENT LIABILITIES		
	Financial Liabilities:		
	Retirement Benefit Obligation	89,539	89,539
	Borrowings	2,776,408	1,842,555
	Trade payables	450,667	594,715
	Non Financial Liabilities	1,232,827	1,070,374
	Income Tax Payable	23,124	25,205
		4,576,102	3,650,809
	Total Equity and Liabilities	9,012,835	8,189,960

C	Profit and Loss Account	Current Period		Previous Period	
		14.04.2023 to 16.07.2023	17.07.2022 to 16.07.2023	14.04.2022 to 16.07.2022	16.07.2021 to 16.07.2022
	Revenue from operations	3,245,375	9,321,577	3,556,537	9,226,357
	Cost of sales	(2,493,561)	(6,904,926)	(2,806,852)	(6,651,167)
	Gross Profit	751,815	2,416,652	749,685	2,575,190
	Other operating income	26,893	88,925	26,342	84,415
	Selling and distribution expenses	(404,204)	(1,339,043)	(472,291)	(1,299,471)
	Administrative and operating expenses	11,421	(191,798)	(8,043)	(180,423)
	Profit from Operations	385,924	974,735	295,694	1,179,711
	Finance Costs	(105,211)	(313,262)	(60,083)	(203,993)
	Finance Income	134	4,747	4,925	12,028
	Profit Before Tax	280,847	666,221	240,537	987,746
	Income Tax Expense:				
	Current Tax	(76,330)	(143,988)	(41,300)	(116,482)
	Prior period tax adjustments	-	-	-	(163,274)
	Deferred Tax	8,159	51,467	(21,952)	(24,884)
	Net Profit	212,675	573,700	177,285	683,107
D	Major Indicators	17.07.2022 to 16.07.2023	Annualized	16.07.2021 to 16.07.2022	Annualized
	1. Earnings per Share (NPR)	474	474	565	565
	2. Market Value Per Share (NPR)	13,800	13,800	14,000	14,000
	3. Price Earnings Ratio	29	29	25	25
	4. Current Ratio	0.7		0.7	
	5 Return on Equity	15%	15%	20%	20%
	6. Return on Total Assets	6.4%	6.4%	8.3%	8.3%
	7. Net Worth Per Share (NPR)		3,235		2,789

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 fourth quarter, the following related party transactions have occurred:

Particulars	NPR in Thousand
Purchase of Concentrate from Pacific Refreshments Pte. Ltd.	2,501,904
Transfer fee payable to BNL	163,206
Transfer fee receivable from BNL	63,850

F Management Analysis

- The profit after tax has decreased by NPR 109.41 MM at the end of the year as compared to previous year mainly driven by increase in material cost, forex devaluation, increase in travel cost, diesel prices, IT infrastructure upgradation and interest cost.
- 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 this quarter along with total volume of trading of shares and number of days traded

Particulars	14.04.2023 to 16.07.2023 (4th Quarter)
Maximum Price (NPR)	14,535
Minimum Price (NPR)	11,152
Closing Price (NPR)	13,800
No. of Trades (Total Transaction)	696
Days of Trading	62

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.
Rise in cost of operations due to increase in indirect tax, commodity prices and energy price hikes caused by inflationary pressures.

Strategy

Implementation of 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.
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 May 2023 and 6th July 2023.

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: 16th August, 2023 (31st Shrawan, 2080)