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 Third Quarter (13/04/2025) of the Fiscal Year 2081/82 (FY 2024-2025)

NPR in Thousands

S.N	Particulars	As on date 13.04.2025 (Unaudited)	As on date 12.04.2024 (Unaudited)
A	**ASSETS**		
	NON-CURRENT ASSETS		
	Non-Financial Assets:		
	Intangible Assets	8,661	3,486
	Property, Plant and Equipment	5,217,104	5,583,795
		5,225,765	**5,587,281**
	CURRENT ASSETS		
	Non Financial Assets:		
	Inventories	2,032,149	2,330,321
	Advances	1,160,045	1,371,430
	Other Current Assets	-	-
	Income Tax Receivable	51,517	144,236
	Financial Assets:		
	Other Current Assets	27,326	21,299
	Trade Receivables	1,214,322	923,314
	Cash and Cash Equivalents	526,520	685,462
		5,011,879	**5,476,061**
	Total Assets	**10,237,644**	**11,063,342**
B	**EQUITY AND LIABILITIES**		
	EQUITY		
	Equity Share Capital	121,000	121,000
	Reserve and Surplus	4,110,268	3,988,971
		4,231,268	**4,109,971**
	NON-CURRENT LIABILITIES		
	Non-Financial Liabilities:		
	Deferred Tax Liability	202,601	196,025
	Financial Liabilities:		
	Retirement Benefit Obligation	374,933	414,983
	Lease Liabilities	112,405	84,523
		689,939	**695,531**
	CURRENT LIABILITIES		
	Financial Liabilities:		
	Retirement Benefit Obligation	58,035	62,403
	Borrowings	2,928,127	3,510,148
	Trade Payables	617,265	939,564
	Lease Liabilities	16,764	9,318
	Other Financial Liabilities	1,330,975	1,371,815
	Non Financial Liabilities	365,271	364,593
		5,316,437	**6,257,841**
	Total Equity and Liabilities	**10,237,644**	**11,063,342**

C	Profit and Loss Account	Current Period		Previous Period	
		14.01.2025 to 13.04.2025 (Qtr)	16.07.2024 to 13.04.2024 (YTD)	15.01.2024 to 12.04.2024 (Qtr)	17.07.2023 to 12.04.2024 (YTD)
	Revenue from Operations	1,944,965	4,913,660	2,125,250	5,813,600
	Cost of Sales	(1,351,087)	(3,716,489)	(1,353,597)	(4,214,411)
	Gross Profit	**593,878**	**1,197,172**	**771,655**	**1,599,189**
	Other Operating Income	17,994	53,681	5,592	15,554
	Selling and Distribution Expenses	(296,320)	(815,023)	(325,310)	(922,836)
	Administrative and Operating Expenses	(73,100)	(195,823)	(38,804)	(205,150)
	Profit from Operations	**242,451**	**240,007**	**413,133**	**486,757**
	Finance Costs	(50,004)	(139,690)	(60,769)	(201,286)
	Finance Income	592	632	30	83
	Profit Before Tax	**193,039**	**100,949**	**352,393**	**285,554**
	Income Tax Expense				
	Current Tax	(22,793)	(31,725)	(44,592)	(47,096)
	Deferred Tax	29,449	11,531	27,782	22,969
	Net Profit	**199,695**	**80,755**	**335,581**	**261,427**

D	Major Indicators	Current Period		Previous Period	
		16.07.2024 to 13.04.2025 (YTD)	Annualized	17.07.2023 to 12.04.2024 (YTD)	Annualized
	1. Earnings per Share (NPR)	67	89	216	288
	2. Market Value per Share (NPR)	13,121	13,121	12,702	12,702
	3. Price Earnings Ratio	197	147	59	44
	4. Current Ratio	0.9		0.9	
	5. Return on Equity	2%	3%	6%	8%
	6. Return on Total Assets	0.8%	1.1%	2.4%	3.2%
	7. Net Worth per Share (NPR)		3,497		3,397

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 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.	1,586,498
Transfer fee payable to BNL	100,559
Transfer fee receivable from BNL	39,705

F. Management Analysis

a) The Company generated a net proft of NPR 199 MM during the third quarter. The YTD profit reached 80 MM despite the challenges caused by slow-down in consumer spending, increases in material and production overhead costs, challenge in raw materials sourcing along with macroeconomic impact of currency devaluation and inflation.

b) The company is continuously working to enhance productivity and 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

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	14.01.2025 to 13.04.2025 (Qtr)
Maximum Price (NPR)	14,680
Minimum Price (NPR)	12,700
Closing Price (NPR)	13,121
No. of Trades (Total Transaction)	15,532
Days of Trading	56

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 Exexution 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 4th April, 2025. The company also convened Property & Liability Committee Meeting on 4th April, 2025.

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: 6th May, 2025 (23rd Baisakh, 2082)