



Press release

Beaufond Plc – Full year and fourth quarter ending 30th June 2020.

Issued : Wednesday, October 21, 2020, Dubai UAE.

Beaufond deliver 2020 sales (as on 30th June 2020) of US \$ 1.156 billion. With increase in GP from 15.96% and increase of NP from 19.62 % as compare to the last financial year ending 30th June 2019.

2020 financial and product highlights.

- Turnover breakup : Chemical segment 76.01% with US \$ 879Mn, IT & Telecom segment 7.02% with US \$ 81Mn and Other Merchandise segment 16.97% with US \$ 196Mn
- Chemicals Segment increased by 17.68%, IT & Telecom Segment increased by 7.44% and Other Merchandise Segment increased from 10.58% as compare to last financial year ending 30th June 2019.
- With Asian Continent been a largest market with total turnover share of 54.27%, followed by European Continent with 14.87%, African Continent with 12.52%, US Continent with 4.55% and other continent with 13.79%
- Under Chemicals Segment, almost 75% of product is related to Pharmaceuticals chemicals & components, which acts as an API's and intermediates for the pharma formulation industries. Whereas, other products include Medicals Consumable 10% and other basic chemicals, Polymers and perfumes comprise of 15%.
- IT & Telecom includes Telecom products with 60%, Computer Software 20% and Audio-Visual Content 20%
- Other Merchandise include Clothing & Textile with 24%, Agricultural products with 16%, Sports Equipments with 16%, and others products such Minerals Products, Scrap, Metals, Ferrous and Non Ferrous products.

Pipeline highlights

- Continuing to strengthen our R&D division.
- Identifying and targeting areas of underperformance with clear plans and structures to deliver safe work places
- Ensuring Safe Work is fully implemented at all sites

2021 guidance

- Expecting turnover of US \$ 1.50 billion with GP of around US \$ 100Mn
- Expect 10% interim dividend for 2021.

2020 Result

	2020	2019	Growth	Q4 2020	Q4 2019
	US \$ Mn	US \$ Mn	%	US \$ Mn	US \$ Mn
Net Sales	1,156.78	1,000.29	15.64%	239.55	250.56
Less : Cost of Sales	(1069.97)	(925.42)	15.62%	(220.34)	(231.29)
Gross Profit	86.81	74.86	15.96%	19.21	19.27
Less Expenses					
General & Admin Expenses	(32.11)	(29.06)	10.47%	(8.12)	(7.24)
Depreciation	(0.01)	(0.06)	-84.00%	(0.00)	(0.00)
Financial Expenses	(0.84)	(0.72)	17.17%	(0.25)	(0.18)
Net Profit	53.85	45.02	19.62%	10.84	11.85



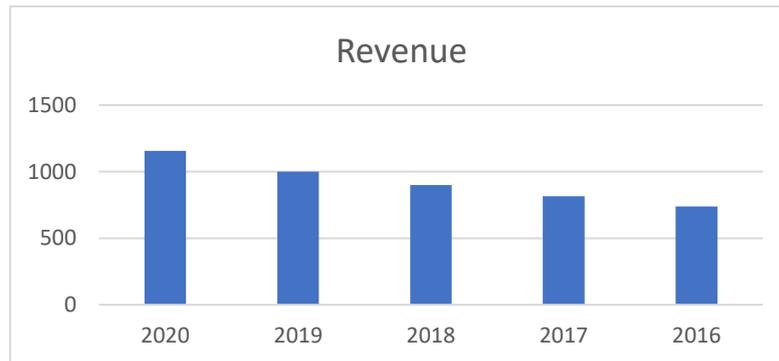
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From the desk of Managing Director - Mr Sachin Saini.

Beaufond Plc is a multi-commodities, trading and distribution company, focused on the acquisition, development, and commercialization of branded running products. With a focus on underserved niche markets and a commitment to innovation, we are working hard to develop and improve the quality of products for our customers and deliver sustained growth and profitability for our shareholders.

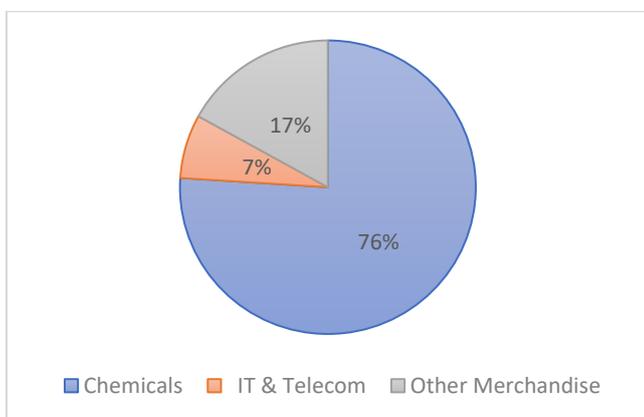
Over the past several years, we have transformed Beaufond Plc through a series of successful business development initiatives. In 2019, our strategy for accomplishing our goals was multi- faceted; we achieved the turnover figure of USD 1 billion with help of launching new marketing campaigns and increased the sales support for our products. Those efforts have strengthened our market presence and diversified business.



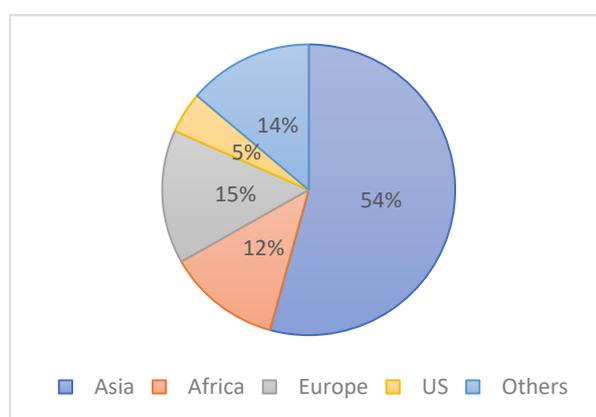
I am pleased to introduce full year and fourth quarter ending 30th June 2020 Report. Our approach to reporting on our sustainability performance and activities reflects our mission to ensure Beaufond Plc fulfils its purpose through our established culture and strategy. As in previous years, this report focuses on the areas that we have identified as being material to Beaufond Plc, its assets and both its internal and external stakeholders.

Year 2020 – A year of pandemic. For one, we are living through history. Future historians may look back on the journals, essays and art that ordinary people are creating now to tell the story of life during this pandemic. But we all are hopeful; this too will come to end and we all will see a new world, to explore it again. During this difficult time, Beaufond Plc had manage to maintain its steady growth, with a turnover of USD 1157 mn, majorly from its Chemicals segment. The Company, had recorded a growth of 15.64% as compare to pervious year turnover of USD 1000 mn. Beaufond made steady progress in strengthening our financial base by improving capital efficiency, resented by ROE, while reducing Net DER. The Shareholder returns, in the form of dividends totalled USD 7.50 mn.

Revenue Breakup 2020 – Segment Wise



Geographic Wise





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Balance Sheet as at 30th June

	2020 US \$ Mn	2019 US \$ Mn
Assets		
Non-Current Assets		
Property, Plant and Equipment's	0.08	0.09
Patents	80.00	80.00
Long Term Advances	51.95	10.00
Total Non-Current Assets	132.03	90.09
Current Assets		
Cash on hand and at banks	0.10	0.33
Accounts receivables	434.26	432.41
Inventory	112.64	99.32
Total Current Assets	547.00	532.06
Total Assets	679.03	622.15
Liabilities and Shareholder's Equity		
Current Liabilities		
Accounts payables	389.27	371.24
Provisions	-	7.50
Total Current Liabilities	389.27	378.74
Shareholder's Equity		
Share Capital	75.00	75.00
Retained Earning	214.76	168.41
Total Shareholder's Equity	289.76	243.41
Total Liabilities and Shareholder's Equity	679.03	622.15

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