

BEAUFOND PLC

Q1 2020-21

RESULT

ANNOUNCEMENT

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“Emotion. Passion. Ideas and Simplicity – These are the big things that big business needs from its creative agencies. No one else is going to provide these essential elements for business”

Beaufond Plc Reports **40.95 %** increase in EBITDA to **USD 17.67** million for the first quarter of 2020-21 against **USD 12.54** million to the corresponding period of last year

PERFORMANEC HIGHLIGHT:

- EBITDA growth continued to be rising of **40.95 %** for the 1st quarter 2020-21 against corresponding to the same period of last year. The Pharma segment continues to be the biggest driver of top and bottom-line growth.
- Company revenues increased **26.82 %** in Q1 2020-21 against Q1 of 2019-20, supported by International Trade of pharma products which are the major contributor to the total revenue.
- Company's net profit increased **40.95 %** in Q1 comparing last year Q1. Net profit for the period in actual is **US\$ 17.67** mn.
- Beaufond's net worth **USD 175.40** mn in Q1 2020-21.
- The Current Ratio recorded for the quarter is **1.43** which is at par with the trading and distribution business companies
- The Liquidity Ratio of Q1 is **1.21** which shows its ability to pay off its current debt obligations.

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STATEMENT FROM MANAGING DIRECTOR:

We're encouraged by our third quarter results as our disciplined growth strategies continue to deliver strong underlying performance.

We ended the third quarter this year on robust footing as we reported growth in EBITDA and remain focused on quality new opportunities across our core markets in UAE, India, Honk Hong, China, the Middle East and the United States where we continue to see attractive business counterparts. We have also further strengthened our leading position across all market sectors as we added an array of business projects in segments including API in pharma particularly therapeutic segments.

We have the current ratio from **1.43** as on 30.09.2020. And are well above level of corresponding trading companies' ratio and show the company's efficiency to meet its liquidity obligation.

As the sales of the Trading operation is increasing trend, it is more capable that the company is of paying its obligations, as it has a larger proportion of asset value relative to the value of its liabilities.

I assure to all of our consumers that the businesses are gaining strong traction, reflecting our customer obsession and investments in best-in class trade platforms. International market provides exciting opportunities to scale-up these businesses and maximize long-term shareholder value in the coming years. Retail business recorded robust growth in revenue and profitability.

In summary, we continue to see the future with optimism and feel that Beaufond remains ideally positioned to capitalize on growth opportunities in its key markets. Our time-tested strategy serves as the appropriate framework to continue to drive our rapid growth. Moreover, I remain confident that we have the right team in place to continue to build out what has proven to be the leading international business out of the globe.

Sachin Saini
Managing Director

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SUMMARY OF FINANCIAL RESULTS

(Amount in USD Mn)

BALANCE SHEET	AS ON 30.09.2020
ASSETS	
Non - Current Assets	
Long term advance	51.95
Property Plant and Equipment	0.08
Patent	80.00
	132.03
Current Assets	
Cash on Hand and at Banks	0.16
Accounts Receivable	497.67
Inventory	88.40
	586.23
TOTAL ASSETS	718.26
LIABILITIES AND SHAREHOLDERS EQUITY	
Current Liabilities	
Accounts Payable	410.83
Other Payables & Provisions	-
Total Current Liabilities	410.83
TOTAL LIABILITIES	410.83
Shareholders' Equity	
Share Capital	75.00
Retained Earnings	232.43
Total Shareholders' Equity	307.43
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	718.26

Particulars	for the period from 01.07.2020 to 30.09.2020
Revenue	346.28
Cost of sales	320.45
Gross profit	25.83
Less:	
	7.90

Administrative & Selling Expenses	
Depreciation	0.00
Finance charges	0.26
Total costs	8.16
Net Profit	17.67

Beaufond Plc achieved the consolidated revenue **USD 346.28 Mn** during the Quarter ending 30.09.2020 with a remarkable increase of **26.82 %** y.o.y growth comparing the last year third quarter result of **USD 273.05 Mn**.

The gross profit for Q1 is on increase in trend and as on 30.09.2020 it is **25.72 %** - in term of actual it is **USD 25.83 Mn** for Q1 2020-21 against the actuals of **USD 20.54 Mn** in Q1 2019-20. It is a popular tool to evaluate the operational performance of the business which indicates the company's financial health. Here it tells investors how much gross profit every dollar of revenue Beaufond is earning.

The company earned a net profit of **USD 17.69 Mn** for the period from 01.07.2020-30.09.2020 and recording higher profit growth of **25.72 %** which clearly direct that the company is more efficient at converting sales into actual profit.

During the first quarter of 2019-20, the net worth of company increased to **USD 175.40 Mn**.

These financial results are an impressive testament to the achievements of our management and staff in 2020. The Directors are optimistic about the prospects for the ensuing year and expect to improve the performance of the Company.

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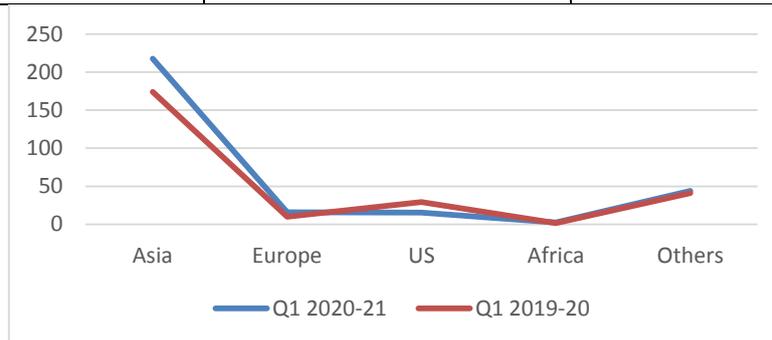
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Geographical wise Purchases

in USD

Purchases	01.07.2020 to 30.09.2020	01.07.2019 to 30.09.2019
Asia	217.42	174.15
Europe	15.96	9.91
US	15.43	29.16
Africa	2.23	1.68
Others	43.89	41.13

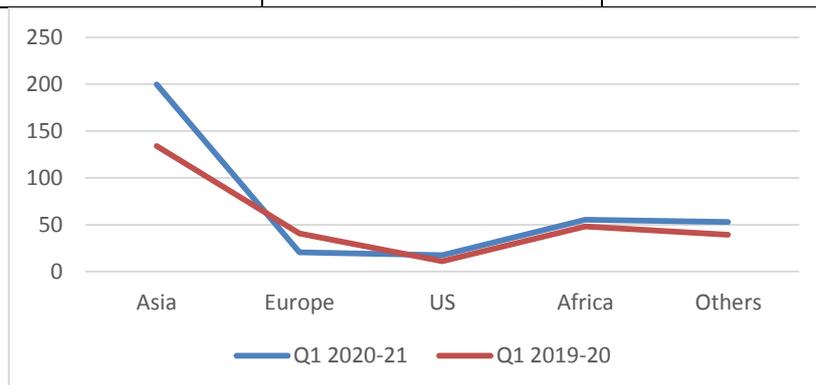
Total	294.93	256.03
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Geographical wise Sales

in USD

Sales	01.07.2020 to 30.09.2020	01.07.2019 to 30.09.2019
Asia	199.89	134.18
Europe	20.67	40.68
US	17.44	10.87
Africa	55.29	48.22
Others	52.99	39.10
Total	346.28	273.05



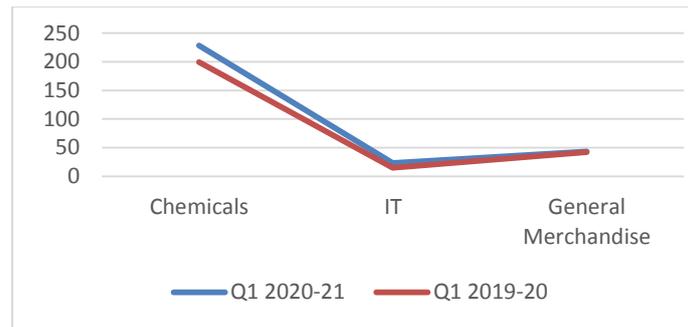
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Product wise Purchases

in USD

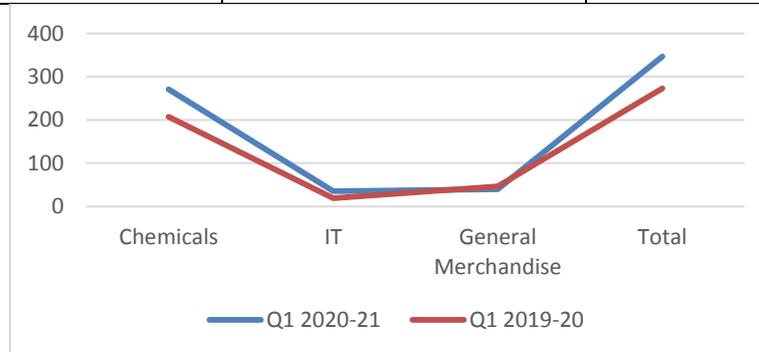
Purchases	01.07.2020 to 30.09.2020	01.07.2019 to 30.09.2019
Chemicals	228.45	199.31
IT	23.09	14.64
General Merchandise	43.39	42.08
Total	294.93	256.03



Product wise Sales

in USD

Sales	01.07.2020 to 30.09.2020	01.07.2019 to 30.09.2019
Chemicals	270.94	207.36
IT	35.51	19.19
General Merchandise	39.83	46.50
Total	346.28	273.05



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Board of Directors

The board is headed by Mr. Atanu Sen, Chairman & Non executive Independent Director, and efficiently managed by Mr. Sachin Saini, Managing Director of the company, supported by with 4 independent directors – Mr. John Oppermann, Ms. Sangeeta Lakhi, Mr. Chelven Chengabroyan and Ms. Constance Mabhande.

About the Company:

Beaufond Plc is a multi-product, multi market, multi-location and multi-segment International Distribution and Trading Company that focus on essentials for the society and has evolved into a market-leading international business, with operations across six continents, and businesses that touch the lives of millions across the globe. Our Innovation Centre, today, is home to world-class R&D capabilities.

The Company's business model is into three verticals:

1. Chemical and Medical Consumables,
2. IT and Multimedia,
3. Other Merchandise,

The company has a vertically integrated business model with research and development, marketing and distribution capabilities, with respect to certain finished dosage forms. Beaufond believes that this helps the company in moving up the value chain, control business expenses, reduce dependency on third parties and strengthen its position as a quality 'branded' trading company, while the research and development team provides additional support for the integrated business model. Beaufond believes that focusing on the markets and customers' segments enables to achieve a superior return by taking on sound credit risk

In 2009, Beaufond systematically and clearly set forth in writing the implicit values it shares as common knowledge, and issued its "Mission, Vision and Values". To "strive to contribute to the creation of a future where the aspirations of the people can be fulfilled," set in Beaufond's Mission, in 2017. We defined 2017 was an important year where we have dedication to achieve USD 1 billion turnovers by 2020; but it is a milestone in the history of Beaufond that the company crossed the 1 billion target in 2019.

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