



BEAUFOND PLC

Q3 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”

Economic Scenario in the Pandemic situation:

The global economy is climbing out from the depths to which it had plummeted during the Great Lockdown from March / April 2020. But with the COVID-19 pandemic continuing to spread, many countries have slowed reopening and some are reinstating partial lockdowns to protect susceptible populations.

The Covid-19 pandemic had saddened us, but our hopes are too strong, to overcome this pandemic. Unlike natural disasters, technical disasters, malicious acts, or terrorist events, the impact of a pandemic is much more difficult to determine because of the difference in scale and duration. The nature of the global economy virtually ensures that the effects of a pandemic event will be widespread and threaten not just a limited geographical region or area; but potentially every continent. In addition, while traditional disasters and disruptions normally have limited time durations, pandemics generally occur in multiple waves, each lasting several weeks or months. Consequently, no individual or organization is safe from the adverse effects that might result from a pandemic event.

Beaufond Plc determined, to fight this pandemic along with the world and support all measures and protocol as prescribed by World Health Organisation, with related to customers, stakeholders and employee’s wellbeing, work environment. Adequate facilities management assists in the reduction in the spread of infection. Such measures have particularly important in the early stages.

In the critical situation, Beaufond Plc strategically identify optimum disposal strategies to deal our products based on in-depth analysis of micro and macro market trends and reduced the impact of the corona in the day to day operation and minimise the negative trend.

Performance Highlight:**(US\$ in mn)**

Details	Q3 2021 - 01/01 - 31/03/2021	Q3 2020 - 01/01 - 31/03/2020	% of Increase / Decrease
Revenue	323.51	368.17	(-) 12.13
Direct Expenses	299.10	341.83	(-) 12.50
Gross Profit	24.41	26.34	(-) 07.30
Net Profit	16.02	18.10	(-) 11.49

Details	Q3 2021 - 01/01 - 31/03/2021	Q2 2020 - 01/10 - 31/12/2020	% of Increase / Decrease
Revenue	323.51	319.50	1.26
Direct Expenses	299.10	294.63	1.52
Gross Profit	24.41	24.87	(-) 1.84
Net Profit	16.02	16.62	(-) 3.61

Period	As on 31.03.2021	As on 31.12.2020	As on 31.03.2020
Stock	102.04	101.24	24.73

Normally in the month of March the sales would be less and Beaufond Plc would be holding of stock around US\$ 100 mn. ; but peculiarly in last year January 2020 to March2020, the pandemic panic was very high, lock downs were implemented, and uncertainty prevailed everywhere in the globe; Most of the public were in panic and due to uncertainty on the end of lock downs and also very much doubtful about the availability of essentials in future. As there were no vaccination was invented, most of the people all over the globe purchased the essential commodities particularly life- saving pharma products and other domestic goods.

As major inventory of Beaufond consists of Pharma and also the demand in pharma products were much more, most of our assets were sold out.

Comparing the inventory level of Beaufond Plc., the stock as on 31.03.2020 was only for US\$ 24.73 million that the stock was on pipe line and not physically we had in our warehouses and godown. Unexpectedly all the stocks were sold out and we left out with a merge stock.

As it was an abnormal condition, comparing this Q3 2020-21 with Q3 2019-20 is not justifiable. But this year, the conditions are improved and as many Vaccinations are invented and introduced, the pandemic recovery is slowly increasing and the partially normalcy is being restored in many countries; the consumers also understand the actual position and not hurry to create more demand by purchasing the essential commodities.

With regards to Beaufond Plc, the company does very well in all its parameters as like the previous years of performances. Beaufond Plc's Board and management tactfully manage the situation very well.

The Inventory holding of the company as on 31st December 2020 was US\$ 101.24 Mn and the as 31st march 2021 was US\$ 102.04 Mn. The company judiciously manages the stock as per the requirement and sales expectations.

On Comparing the last quarter (Q2 2020-21), the company shows increase in revenue with an increase of US\$ 4.018 million with 1.26% increase which shows a good sign of progress.

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STATEMENT FROM MANAGING DIRECTOR:

COVID-19 has had a traumatic and pervasive impact on society and economies, and may be expected to continue long into 2021, albeit that the prospect of effective vaccination programmes provides hope for the future.

Widely, COVID-19 (Coronavirus) exerts a sheer financial impact on all kinds of business activities, and employees of all companies facing effects. Most organizations sent employees to their homes, but on the paid leaves, and some organizations sent them home on unpaid leave. While some organizations have deducted 50% of the salaries, but for some, there is no other option, and they are terminating their employees.

Hence in Beaufond Plc, We are encouraged by our third quarter results as a reward of our disciplined strategies which continues to deliver strong underlying performance.

We have improved the current ratio from 1.46 as on 31.03.2020 to 1.71 as on 31.03.2021. Both the figures are well above level of corresponding trading companies' ratio and show the company's efficiency to meet its liquidity obligation.

Similarly, the TOL/TNW Ratio for the 3rd Quarter of 2020-21 improved to 1.41 from 1.43 of the same quarter of last year which is at par with the accepted level and well above the industrial average.

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.

In summary, we work efficiently to see the future with optimism and feel that Beaufond Plc remains ideally positioned to capitalize on growth opportunities in its key markets. Our time-tested strategy definitely 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

	(in US\$ Mn)
	for the period from 01.01.2021 to 31.03.2021
Particulars	
Revenue	323.51
Cost of sales	299.10
Gross profit	24.41
Less:	
Administrative & Selling Expenses	8.12
Depreciation	---
Finance charges	0.27
Total costs	8.39
Net Profit	16.02

(in US\$ Mn)

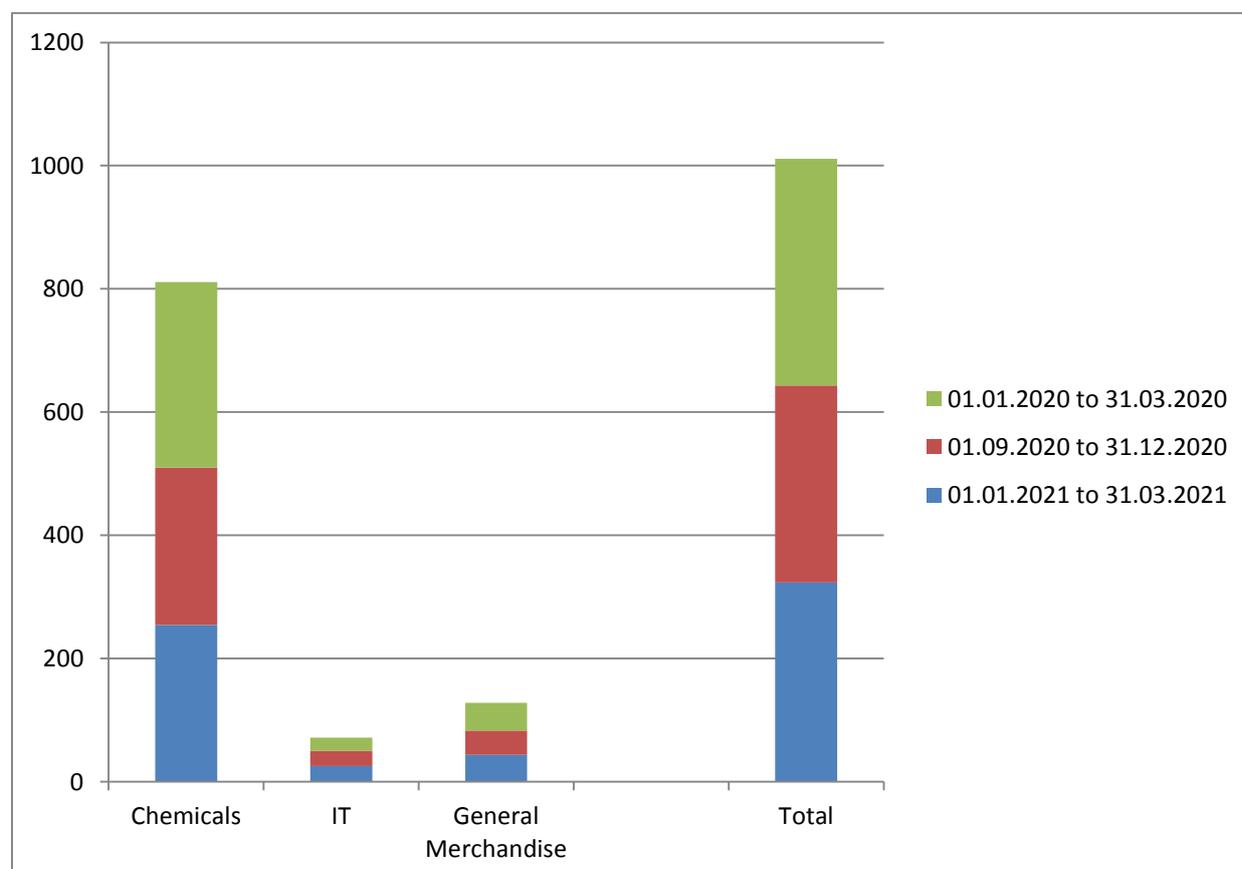
BALANCE SHEET	AS ON 31.03.2021
ASSETS	
Non - Current Assets	
Long term advance	51.95
Property Plant and Equipment	0.07
Patent	80.00
	132.02
Current Assets	
Cash on Hand and at Banks	0.61
Accounts Receivable	566.01
Deposit	0.10
Inventory	102.04
Total Current Assets	668.76
TOTAL ASSETS	800.79
LIABILITIES AND SHAREHOLDERS EQUITY	
Current Liabilities	
Accounts Payable	467.20
Other Payables & Provisions	-
Total Current Liabilities	467.20
TOTAL LIABILITIES	467.20
Loans	0.96
Shareholders' Equity	
Share Capital	75.00
Retained Earnings	257.62
Total Shareholders' Equity	332.62
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	800.79

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

Gross Revenue Segment

(in US\$ mn)

Gross Revenue Segment	01.01.2021 to 31.03.2021	01.09.2020 to 31.12.2020	01.01.2020 to 31.03.2020
Chemicals	254.62	255.28	301.43
IT	25.46	24.86	21.18
General Merchandise	43.44	39.36	45.56
Total	323.52	319.50	368.17

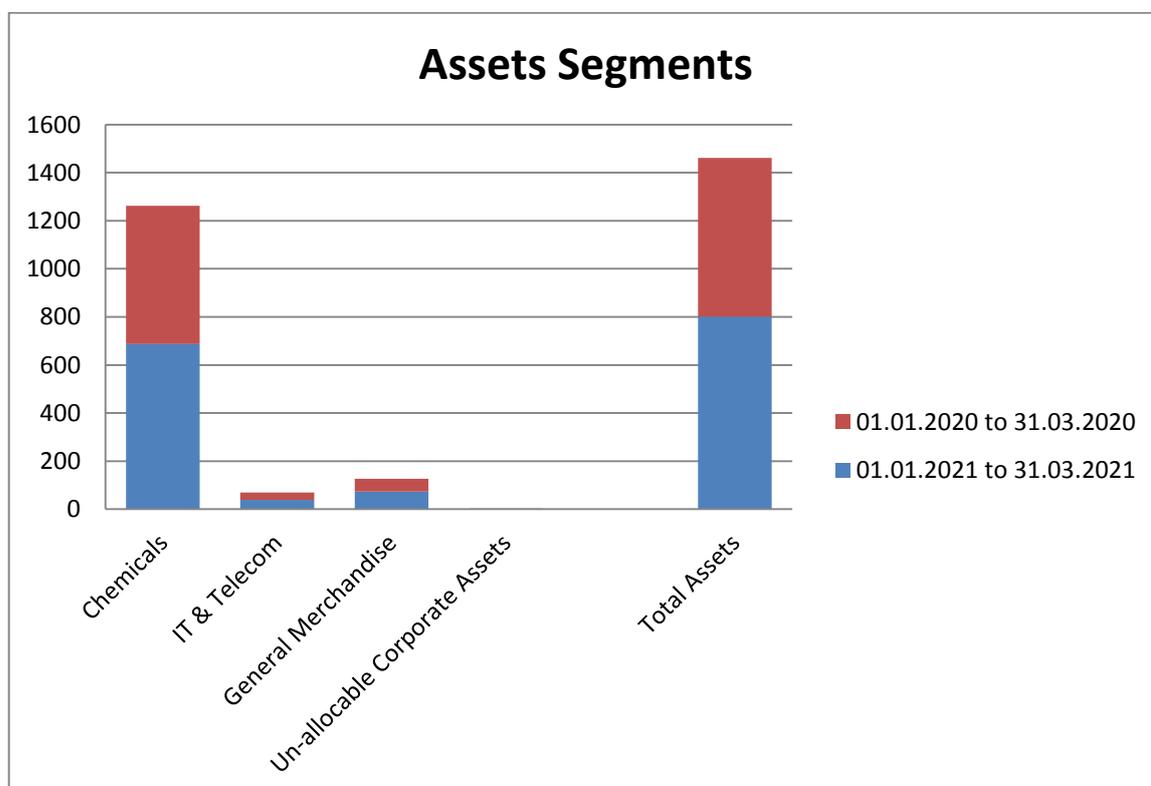


Assets Segments:

Assets Segment

(in US\$ mn)

Segment Assets	01.01.2021 to 31.03.2021	01.01.2020 to 31.03.2020
Chemicals	687.52	574.33
IT & Telecom	39.33	30.46
General Merchandise	73.25	53.74
Un-allocable Corporate Assets	0.69	2.70
Total Assets	800.79	661.23



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Board of Directors

The board has 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,

At Beaufond Plc, we make an impact that matters for our clients, our people, our profession, and in the wider society by delivering the solutions and insights they need to address their most complex business challenges. 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 itself.

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