



BEAUFOND PLC

Q4 & Annual
Financials

Result 2020-21

Announcement

RESULT ANNOUNCEMENT

Q4 & Annual Financials 2020-21

"It is neither the strongest of the species that survives, nor the most intelligent, but the one most responsive to change - Business too"

From the desk of Managing Director - Mr Sachin Saini

As Managing Director and CEO, I am very much pleased to present the full year and 4th quarter ending 30th June 2021 Report and the unaudited consolidated financial statements for the year ended June 30, 2021. 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.

Economic Scenario in the Pandemic situation-2020-21:

Economic prospects have diverged further across countries since the April 2021 World Economic Outlook (WEO) forecast. Vaccine access has emerged as the principal fault line along which the global recovery splits into two blocs: those that can look forward to further normalization of activity later this year (almost all advanced economies) and those that will still face resurgent infections and rising COVID death tolls. The recovery, however, is not assured even in countries where infections are currently very low so long as the virus circulates elsewhere.

The global economy is projected to grow 6.0 percent in 2021 and 4.9 percent in 2022. The 2021 global forecast is unchanged from the April 2021 WEO, but with offsetting revisions. Prospects for emerging market and developing economies have been marked down for 2021, especially for Emerging Asia. By contrast, the forecast for advanced economies is revised up. These revisions reflect pandemic developments and changes in policy support. The 0.5 percentage-point upgrade for 2022 derives largely from the forecast upgrade for advanced economies, particularly the United States, reflecting the anticipated legislation of additional fiscal support in the second half of 2021 and improved health metrics more broadly across the group.

Recent price pressures for the most part reflect unusual pandemic-related developments and transitory supply-demand mismatches. Inflation is expected to return to its pre-pandemic ranges in most countries in 2022 once these disturbances work their way through prices, though uncertainty remains high. Elevated inflation is also expected in some emerging market and developing economies, related in part to high food prices. There is, however, a risk that transitory pressures could become more persistent and central banks may need to take pre-emptive action.

RESULT ANNOUNCEMENT (2020-21) contd...

Risks around the global baseline are to the downside. Slower-than-anticipated vaccine rollout would allow the virus to mutate further. Financial conditions could tighten rapidly, for instance from a reassessment of the monetary policy outlook in advanced economies if inflation expectations increase more rapidly than anticipated.

A double hit to emerging market and developing economies from worsening pandemic dynamics and tighter external financial conditions would severely set back their recovery and drag global growth below this outlook's baseline.

Multilateral action has a vital role to play in diminishing divergences and strengthening global prospects. Financially constrained economies also need unimpeded access to international liquidity. The proposed \$650 billion General Allocation of Special Drawing Rights at the IMF is set to boost reserve assets of all economies and help ease liquidity constraints. Countries also need to redouble collective efforts to reduce greenhouse gas emissions.

These multilateral actions can be reinforced by national-level policies tailored to the stage of the crisis that help catalyse a sustainable, inclusive recovery. Concerted, well-directed policies can make the difference between a future of durable recoveries for all economies or one with widening fault lines—as many struggles with the health crisis while a handful see conditions normalize, albeit with the constant threat of renewed flare-ups.

Despite near-term supply disruptions, global trade volumes are projected to expand 9.7 percent in 2021, moderating to 7.0 percent in 2022. The merchandise trade recovery is set to broaden after being initially concentrated in pandemic-related Pharma purchases, consumer durables, and medical equipment. Services trade is expected to recover more slowly, consistent with subdued cross-border travel until virus transmission declines to low levels everywhere.

Under this context, Beaufond Plc is guided by twin goals of creating a great quality driven global company to serve the society with upmost sincerity and dedication with commitment of promoting shared prosperity to the Stake holders.

Despite the impact of the COVID-19 pandemic, our performance in 2020-21 ensured that we were able to continue delivering value for customers and shareholders as well as for society. As demonstrated throughout this year 2020-21, it is made possible the performances in Q4 of 2020-21 & the whole year 2020-21 through the progress that we made best possible efforts to achieve the excellent performance against all our strategic priorities and across the whole organization.

RESULT ANNOUNCEMENT (2020-21) contd...

Beaufond Plc, with a presence over a wide geographical area develops protocols to shift business from highly affected areas to safer ones. Issues are considered to include how to notify customers and how to provide services to customers from alternate sites. As Beaufond Plc fosters long-term relationships built on trust, transparency and thought leadership, it could able to achieve its growth steadily in all parameters.

During a challenging and uncertain year, I am pleased to inform you that your Company continued to show strong performance. During this period, a number of innovative interventions, including transforming our go-to-market strategy and building digital initiatives to connect with healthcare professionals, among others, were rolled out to ensure our strong position in the marketplace.

It gives me immense pleasure to inform that our company delivers 2021 sales (as on 30th June 2021) of US \$ 1,340.31 mn - the Company had recorded a growth of 15.87% as compare to pervious year turnover of US\$ 1,156.78 mn with increase in Gross profit of 15.94% and increase of Net profit of 16.92 % as compare to the last financial year ending 30th June 2020. Also Beaufond Plc 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 US\$ 7.50 mn.

Performance Highlights (2020-21):

- Turnover breakup: Chemical segment 75.97% with US \$ 1,018Mn, IT & Telecom segment 8.89% with US \$ 119Mn and Other Merchandise segment 15.14% with US \$ 203Mn.
- Chemicals Segment increased by 15.81%, IT & Telecom Segment increased by 46.65% and Other Merchandise Segment increased from 3.38% as compared to last financial year ending 30th June 2020.
- With Asian Continent been a largest market with total turnover share of 57.69%, followed by African Continent with 16.41%, European Continent with 6.62%, and US Continent with 4.65% and others with 14.63%.
- Under Chemicals Segment, almost 73.01% 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 10.62% and other basic chemicals, Polymers and perfumes comprise of 16.37%.
- IT & Telecom includes Telecom products with 66.66%, Computer Software 13.90% and Audio-Visual Content 19.44%.
- Other Merchandise include Clothing & Textile with 33.09%, Agricultural products with 8.32%, Sports Equipment with 10.71%, and others products such Minerals Products, Scrap, Metals, Ferrous and Non Ferrous products with 47.88%.

RESULT ANNOUNCEMENT (2020-21) contd...

Key Performance Indicators (2020-21)

S.No	Definition	2020-21 performance comment
1.	KPI represent the statutory revenue which is predominantly generated through international trade and is generally recognised when the goods have been delivered / sold.	Company revenues increased 15.87% YoY in 2020-21, supported by International Trade of pharma growth alone for the year stood at --- 15.81%. (76% of the total revenue)
2.	EBITDA is profit from operations before depreciation, amortization, transaction cost and impairment.	EBITDA growth continued to outpace revenue growth, rising 18.10 % YoY. The Pharma segment continues to be the biggest driver of top and bottom-line growth.
3.	Net Profit is income minus cost of goods sold, all other expenses and taxes.	Company's net profit increased 16.92% YoY. Net income for the year was impacted by US\$ 9.11mn.
4.	TNW - Total Net worth - means total assets minus total liabilities. This is also known as "shareholders' equity".	Beaufond's net worth increased from USD 289.76mn (2019-20) to USD 345.23mn in (2020-21) - nearly 19.14% increase.
5.	Current Ratio - company's ability to pay short-term obligations or those due within one year. It tells investors and analysts how a company can maximize the current assets on its balance sheet to satisfy its current debt and other payables.	The Current Ratio of Beaufond is 1.41 which is at par with the trading and distribution business companies
6.	Liquidity Ratio -Liquidity ratios are an important class of financial metrics used to determine a debtor's ability to pay off current debt obligations without raising external capital.	The Liquidity Ratio of Beaufond is 1.19 which shows its ability to pay off its current debt obligations.

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 shareholders as the important issue for our management to address. With the same commitment, we defined 2020 was an important year where we have dedication to achieve net profit of US\$ 50 million by 2021; but it is a milestone in the history of Beaufond Plc that your company crossed the US\$ 53.85 million target in 2020 itself and these efforts have strengthened our market presence and diversified business.

2020-21 was a year quite unlike any other. During a challenging and uncertain year, I am pleased to inform you that your Company continued to show strong performance.

(Annual Performance High lights – Refer attachment 1 & 2)

RESULT ANNOUNCEMENT (Q4 2020-21)

(Quarterly Performance High lights – Refer attachment 3 & 4)

During this 4th quarter from 01.04.2021 to 30.06.2021, the revenue has been increased to 48.96% comparing the last year 4th quarter. Similarly the Gross profit and net profit have been marked the level of increase at 28.56% and 11.71% respectively.

The management and the staff committed to doing this at nominal profit during the pandemic and to providing the broad and equitable supply of pharma products and other merchandise around the world. We continue to work around the clock to deliver these as speedily as possible while retaining the highest of quality standards. The Inventory holding of the company as on 31st march 2021 was US\$ 109.48 Mn and as on 30th June 2021 was US\$ 103.91 Mn. The company judiciously manages the stock as per the requirement and sales expectations. Over all, comparing the other similar business houses' performance during the period, the company does very well in all its parameters and Beaufond Plc's Board and management tactfully managed the situation very well.

In the pandemic scenario, total income reached a record, bolstered by growth in Revenue. The growth of Revenue increases to US\$ 183.53 mn in 2020-21 from US\$ 156.49 mn in 2019-20. These financial results are an impressive testament to the achievements of our management and staff in 2020-21.

It was one of the remarkable quarters for Beaufond Plc as under the pressure of Pandemic situations, we pursue our growth through innovation strategy. Under the excellent guidance of the Board, our focus on execution delivered significant advances, while we also build the capabilities to progress in a rapidly changing world and respond to the pandemic. We are proud to have introduced many breakthroughs and innovations that have been truly creating value for our shareholders.

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. During this period, a number of innovative interventions, including transforming our go-to-market strategy and building digital initiatives to connect with healthcare professionals, among others, were rolled out to ensure our strong position in the marketplace.

Hence in Beaufond Plc, even at the Pandemic economic scenario, we are encouraged by our 4th quarter results as a reward of our disciplined strategies which continues to deliver strong underlying performance. Our vision is to make, Beaufond Plc, an innovative and world leading Trading and Distributing company focuses on bring various products related / global segment under one roof and be a single point of contact for our customers. Our mission is to make our customers comfortable in sourcing the product through us.

We have maintained the current ratio 1.41 as on 30.06.2021, the figure is 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 4th Quarter of 2020-21 maintained to 1.39 which is at par with the accepted level and well above the industrial average.

On behalf of the management and staff of Beaufond Plc, I assure to all of our stake holders that the businesses are gaining strong traction, reflecting our customer obsession and investments in best-in class trade platforms. Even in the Pandemic situations, Beaufond Plc explores the international market that provides exciting opportunities to scale-up these businesses and hopes to maximize long-term shareholder value in the years to come.

Despite challenging economic conditions being experienced around global with current pandemic crises, we remain positive in the markets in which we operate - the ongoing drive to increase our business relations results in generally favourable conditions within our areas of operation. Your Board continues to view the outlook for your Company with confidence.

In summary, I once again assure you that 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.

I am pleased to introduce full year and fourth quarter ending 30th June 2021 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.

Sachin Saini
Managing Director & CEO

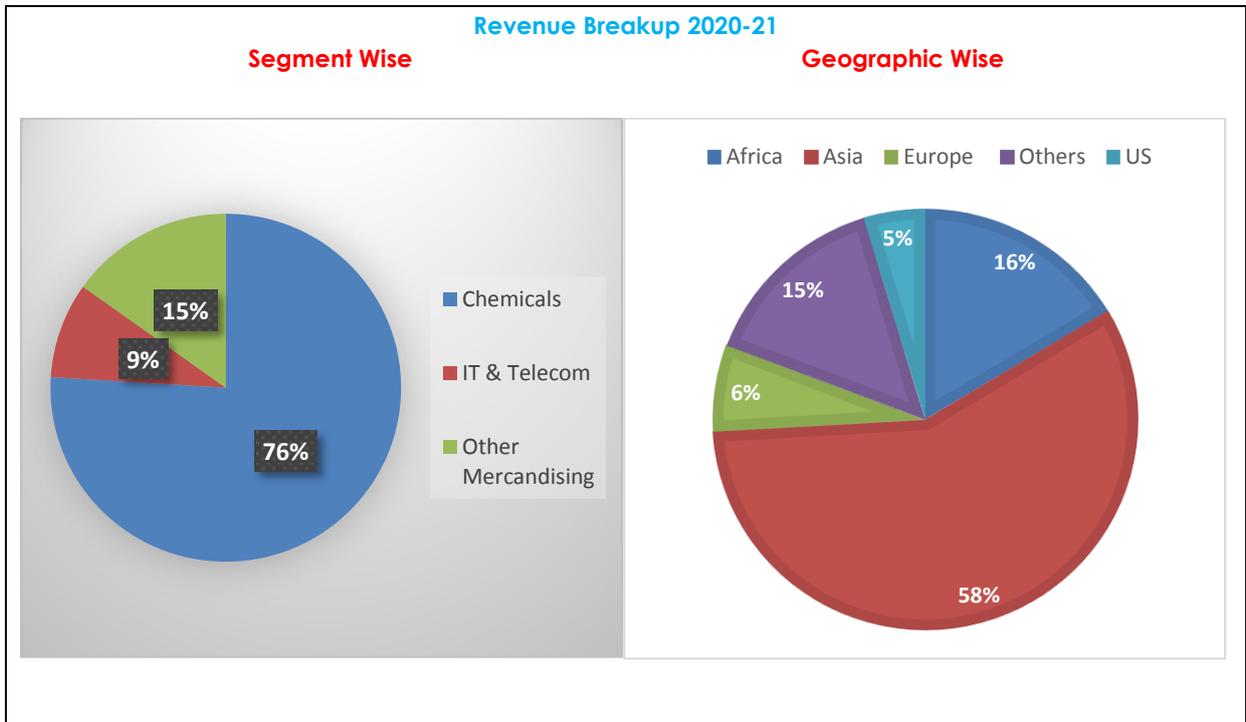
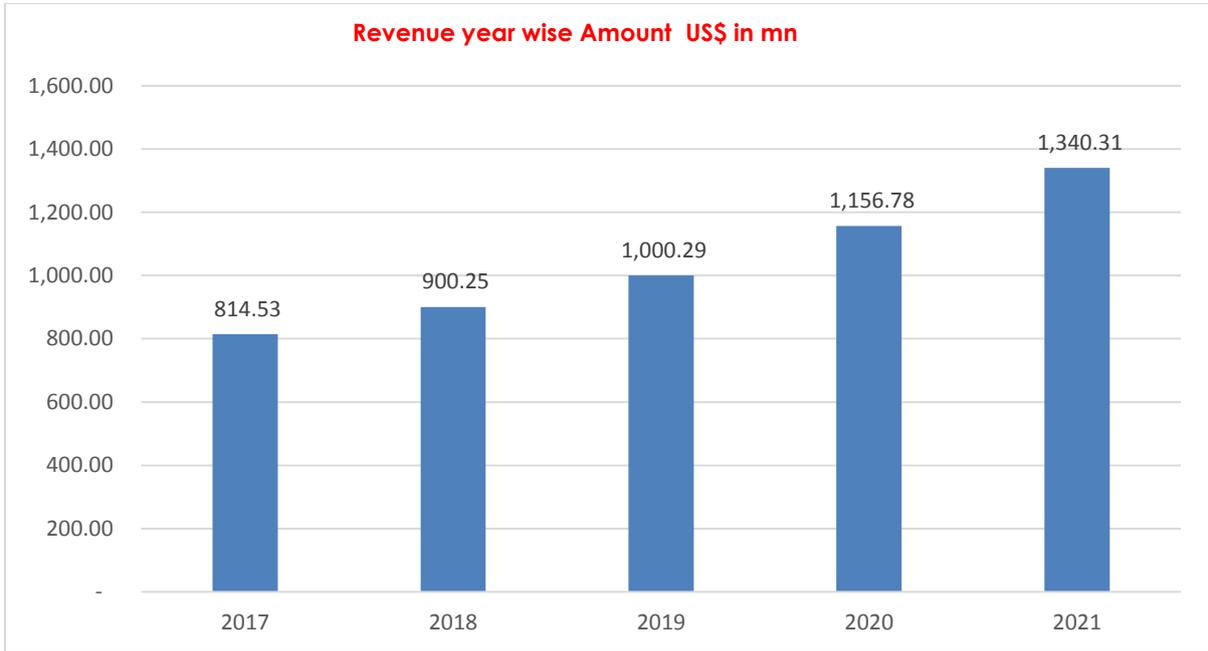
Performance Highlights (2020-21)

Revenue	2021	2020	Growth
Net Sales	1,340.31	1,156.78	15.87%
Less : Cost of Sales	(1,239.67)	(1,069.97)	15.86%
Gross Profit	100.64	86.81	15.94%
Less Expenses			
General & Admin Expenses	(36.04)	(32.11)	12.24%
Depreciation	(0.01)	(0.01)	0.00%
Financial Expenses	(1.63)	(0.84)	94.05%
Net Profit	62.96	53.85	16.91%

	US\$ in Mn	
Assets	As at 30 th June 2021	As at 30 th June 2020
Non-Current Assets		
Property, Plant and Equipment's	0.07	0.08
Patents	80.00	80.00
Long Term Advances	67.96	51.95
Total Non-Current Assets	148.03	132.03
Current Assets		
Cash on hand and at banks	1.90	0.10
Accounts receivables	572.08	434.26
Inventory	103.91	112.64
Total Current Assets	677.89	547.00
Total Assets	825.91	679.03

Liabilities and Shareholder's Equity		
Current Liabilities		
Accounts payables	480.68	389.27
Provisions	0.01	-
Total Current Liabilities	480.69	389.27
Shareholder's Equity		
Share Capital	75.00	75.00
Retained Earning	270.22	214.76
Total Shareholder's Equity	345.22	289.76
Total Liabilities and Shareholder's Equity	825.91	679.03

RESULT ANNOUNCEMENT (2020-21) contd...



SUMMARY OF FINANCIAL RESULTS (Q4 2020-21)

(in US\$ Mn)

Particulars	for the period from 01.04.2021 to 30.06.2021	for the period from 01.04.2020 to 30.06.2020
Revenue	356.84	239.55
Cost of sales	332.14	220.34
Gross profit	24.70	19.21
Less		
Administrative & Selling Expenses	11.94	8.12
Depreciation	0.00	0.00
Financial charges	0.65	0.25
Total costs	12.59	8.37
Net Profit	12.11	10.84

(in US\$ Mn)

BALANCE SHEET	AS ON 30.06.2021	AS ON 30.06.2020
ASSETS		
Non - Current Assets		
Long term advance	67.96	51.95
Property Plant and Equipment	0.07	0.08
Patent	80.00	80.00
Current Assets	148.03	132.03
Cash on Hand and at Banks	1.90	0.10
Accounts Receivable	571.93	434.26
Deposit	0.15	0.00
Inventory	103.91	112.64
Total Current Assets	677.89	547.00
TOTAL ASSETS	825.91	679.03
LIABILITIES AND SHAREHOLDERS EQUITY		
Current Liabilities		
Accounts Payable	474.43	389.27
Other Payables & Provisions	6.26	0.00
Total Current Liabilities	480.69	389.27
TOTAL LIABILITIES	480.69	389.27
Loans	0	0
Shareholders' Equity		
Share Capital	75.00	75.00
Retained Earnings	270.22	214.76
Total Shareholders' Equity	345.22	289.76
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	825.91	679.03

SUMMARY OF FINANCIAL RESULTS (Q4 2020-21) Continued

(US\$ in mn)

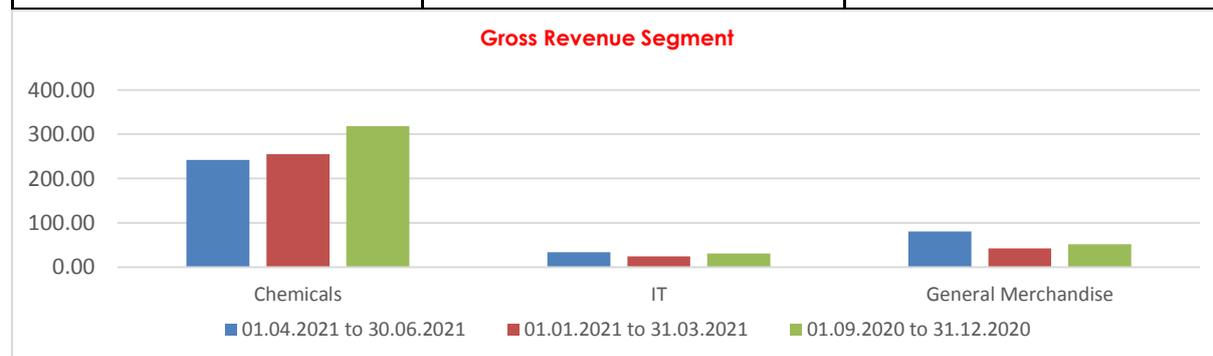
Details	Q4 2020-21 (01/04/2021-30/06/2021)	Q4 2019-20(01/04/2020-30/06/2020)	% of increase
Revenue	356.84	239.55	48.96%
Direct Expenses	332.14	220.35	50.73%
Gross Profit	24.69	19.21	28.56%
Net Profit	12.11	10.84	11.72%

Period	As on 30.06.2021	As on 31.03.2021	As on 31.12.2020
Stock	103.91	109.48	105.19

Gross Revenue Segment

(In US\$ mn)

Gross Segment Revenue	01.04.2021 to 30.06.2021	01.01.2021 to 31.03.2021
Chemicals	241.62	254.62
IT	34.18	24.59
General Merchandise	81.04	42.71
Total	356.84	321.92

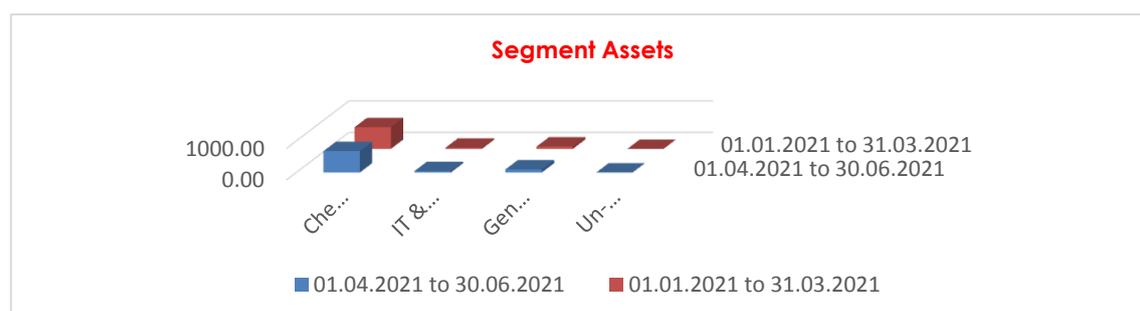


Assets Segments:

Assets Segment

(in US\$ mn)

Segment Assets	01.04.2021 to 30.06.2021	01.01.2021 to 31.03.2021
Chemicals	679.26	687.52
IT & Telecom	46.45	39.33
General Merchandise	98.08	73.25
Un-allocable Corporate Assets	2.12	0.69
Total Assets	825.91	800.79



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, an innovative and world leading Trading and Distributing company focuses on bring various products related / global segment under one roof and are a single point of contact for our customers and its line of business spread across multiple verticals such as chemicals, metals, telecommunications and perfumes that has been present in the market for more than a decade 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.

We leverage our diverse and widespread geographical footprint, both to bring all the products to international markets and work uncompromisingly to achieve our purpose of nourishing the customers in a safe, hygienic, responsible and sustainable manner. We combine our years of experience with new technologies and insights to serve as a trusted partners / consumers globally for Chemicals division, which is widely used in sectors such as Pharmaceuticals, Petrochemicals, Agricultural and Animal Husbandry.

With knowledge and expertise in the field of chemicals industries, we are been able to hold our market share almost 75% of our business, and with the help of number patents rights hold by the company, Beaufond had been able to successfully delivered the products as per the requirement of its customers.

Under IT & Telecom, Beaufond Plc deal in various software application, which also includes various pharma equipment such as capsule filling machines, x-ray inspection systems, spray drying accessories, working of reactor, Boiler, HPLC testing instruments, Centrifuges, Chillers, Coaters, Bottling and filling lines etc. In telecom sector, Beaufond Plc provides global VoIP Services, pioneering and deploying IP based voice termination services all over the world.

Under Others Merchandising segment, Beaufond deal in Iron & Steel, Ferrous & Non-Ferrous, Scarp Metals, Minerals & Earth Products, and Machine equipment, Clothing & Textile, Sports Equipment and Agricultural Products.

We build long-term partnerships with our business partners both up and downstream, complementing rather than competing with them and operating our business to global standards securing the trust of stakeholders. We have maintained a consistence in our main line of business over the years.

Beaufond Plc's expansive network feeds and fuels a growing world, creating sustainable products and opportunities for more than 32 offices in 18 countries around the world. In today's tumultuous markets, where established companies are furiously battling assaults from start-ups and other insurgent competitors, Beaufond has delivered remarkably due to strong experienced management and its team.

We provide our customers with assuring quality, sanctity of supply and price risk management solutions.

At Beaufond Plc, though it is very pandemic scenario throughout the globe, to commemorate this 12th year Anniversary celebration and to optimally utilize surplus cash, your Company declared an interim dividend of USD 7.50 mn (10 %) per equity share for the current financial year 2020-21.

Perseverance is a part of the Company's culture and it lives it every day. The impact of this philosophy can be felt in every aspect of Beaufond's business and workplaces. It fuels Beaufond's pursuit of excellence, and inspires to push for better ideas and outcomes. It drives the management to constantly improve their business' practices by adopting innovative processes and practical solutions that allow them to win in every scenario.

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