



#### Our Mission

ACI's Mission is to enrich the quality of life of the people through responsible application of knowledge, technology and skills. ACI is committed to the pursuit of excellence through world-class products, innovative processes and empowered employees, to provide the highest level of satisfaction to our customers.

#### Our Vision

To realise the Mission, ACI will:

- Provide products and services of high and consistent quality, ensuring value for money to our customers.
- Endeavour to attain a position of leadership in each category of our businesses.
- Develop our employees by encouraging empowerment and rewarding innovation.
- Promote an environment for learning and personal growth.
- Attain a high level of productivity in all our operations through effective utilisation of resources and adoption of appropriate technology.
- Promote inclusive growth by encouraging and assisting our distributors and suppliers in improving efficiency.
- Ensure superior return on investment through judicious use of resources and efficient operations, utilising our core competencies.

#### **Our Values**

- Quality
- Customer Focus
- Innovation
- Fairness
- Transparency
- Continuous Improvement



ISO 9001 Quality Management System
ACI is the first company in Bangladesh to have obtained ISO
9001 Certification for Quality Management System across all categories



# **ACI Quality Policy**

One of our important vision is to provide products and services of high and consistent quality, ensuring value for money to our customers.

To attain the Vision ACI will:

- Aim to achieve business excellence by understanding, accepting, meeting and exceeding customer expectations.
- Follow International Standards on Quality Management System to ensure consistent quality of products and services to achieve customer satisfaction. ACI will also meet all national and regulatory requirements relating to its current businesses and ensure that current Good Manufacturing Practice (cGMP) as recommended by World Health Organisation is followed for its pharmaceutical operations and conform to all other guidelines and best practices relating to its other businesses.
- Commit itself to quality as the prime consideration in all its business decisions.
   All employees of ACI follow documented procedures to ensure compliance with quality standards.
- Develop a pool of human resources of the Company to their full potential through regular training and participation in seeking continuous improvement of the Quality Management System.

ISO 14001 Environmental Management System
ACI is the first company in Bangladesh to have obtained
ISO 14001 Certification for Environmental Management System



# **ACI Environmental Policy**

ACI is committed to formulate and conduct all its operations in an environmentally friendly manner, ensuring continual improvement in the utilisation of resources and prevention of pollution or degradation of the environment.

In pursuit of this Goal, ACI will:

- Comply with all local and national legislations and regulations.
- Conserve natural resources like water and energy for sustainable development, and adopt environmentally safe processes.
- Ensure appropriate treatment of all effluents prior to discharge.
- Ensure appropriate communication with internal and external interested parties on environmental issues.
- Create awareness on environmental issues among our employees and contractors.
- Ensure waste management in an environmentally responsible manner through continuous upgradation of technology.

### **UN Global Compact**

The UN Global Compact is a strategic policy initiative for businesses that are committed to aligning their operations and strategies with the ten universally accepted principles in the areas of human rights, labour, environment and anti-corruption. Since launching in year 2000, the United Nations Global Compact has been encouraging businesses worldwide to adopt sustainable and socially responsible policies, and to report on their implementation. At present, with over 12,000 corporate participants and other stakeholders from over 145 countries, it is the largest voluntary corporate responsibility initiative in the world. Overall, the Global Compact pursues two complementary objectives:

- Mainstream its Ten Principles in business strategy and operations around the world; and
- 2. Catalyze business action in support of broader UN goals with emphasis on collaboration and collective action.

The Global Compact incorporates a transparency and accountability policy known as the Communication on Progress (COP). The annual posting of a COP is an important demonstration of a participant's commitment to the UN Global Compact and its principles. Participating companies are required to follow this policy, as a commitment to transparency and disclosure is critical to the success of the initiative.

Since September 2003, ACI is a proud and active member of The UN Global Compact. ACI is also a Founding Member of the Community of Global Growth of Companies, an initiative of World Economic Forum.

#### World Economic Forum

ACI has been accepted as a Founding Member of the Community of Global Growth Companies by the World Economic Forum which is the most prestigious business networking organisation in the world.



For further information on the Compact, please visit www.unglobalcompact.org



#### **About Cover**

The cover depicts ACI as it is keeping pace with the fast-moving technology in today's global economy, providing greater opportunities for market growth and diversification through development of new resources, investment in R&D, and forging important connections to support future business scenario.







#### এডভাঙ্গড কেমিক্যাল ইভাষ্ট্ৰিজ লিমিটেড

২৪৫. তেজগাঁও ইভাষ্ট্রিয়াল এরিয়া ঢাকা ১২০৮, বাংলাদেশ টেলিফোন (৮৮-০২) ৮৮৭ ৮৬০৩ ফ্যাক্স (৮৮-০২) ৮৮৭৮৬১৯, ৮৮৭৮৬২৬

#### **Advanced Chemical Industries Limited**

245, Tejgaon Industrial Area Dhaka 1208, Bangladesh Telephone (88-02) 887 8603 Fax (88-02) 8878619, 8878626 Email: info@aci-bd.com Web: www.aci-bd.com

Your ref Our ref Date

25 November 2018

# Letter of Transmittal

To

All Shareholders of Advanced Chemical Industries Limited (ACI) Bangladesh Securities and Exchange Commission (BSEC) Registrar of Joint Stock Companies and Firms (RJSCF) Dhaka Stock Exchange Limited (DSE) Chittagong Stock Exchange Limited (CSE) & Other stakeholders of Advanced Chemical Industries Limited (ACI)

Dear Sirs.

#### Re: Annual report of Advanced Chemical Industries Limited (ACI) for the year ended 30 June 2018.

We are pleased to enclose a copy of ACI's Annual Report which includes amongst others, Directors' Report and the audited financial statements comprising of statement of financial position, statement of profit or Loss and other comprehensive income, statement of cash flows, statement of changes in equity for the year ended 30 June 2018 along with notes thereto of ACI for your kind information and record.

General review of this report, unless explained otherwise, is based on the financials of the 'ACI'.

Thanking you,

Yours Sincerely,

**Mohammad Mostafizur Rahman** 

Company Secretary



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# Corporate Information

### Company Profile

#### **Basic Information**

Full Name: Advanced Chemical Industries Ltd.

Incorporation Date: 24 January 1973
Registration No: C-3885
Company Type: Public Limited

Number of employees: 9,053

 Issued & paid capital:
 482,024,410

 No of Shares:
 48202441

 Face Value:
 10

500,000,000

Face Value: 10 Year End: 30 June

#### **Board of Directors**

• Mr. M. Anis Ud Dowla, Chairman

· Mr. Golam Mainuddin, Director

• Mrs. Najma Dowla, Director

• Mr. Waliur Rahman Bhuiyan OBE, Director

• Mr. Kamran Tanvirur Rahman, Independent Director

Mr. Kazi Sanaul Hoq, Director

· Ms. Shusmita Anis, Director

Authorized capital:

Mr. Adil Husain, Independent Director

· Ms. Sheema Abed Rahman, Director

· Dr. Arif Dowla, Managing Director

#### **Board Committees**

#### **Audit Committee**

· Mr. Kamran Tanvirur Rahman, Chairman

· Mr. Golam Mainuddin, Member

· Ms. Shusmita Anis, Member

· Ms. Sheema Abed Rahman, Member

· Mr. Mohammad Mostafizur Rahman, Secretary

#### Nomination and Remuneration Committee

• Mr. Kamran Tanvirur Rahman, Chairman

• Mr. Golam Mainuddin, Member

• Mr. Waliur Rahman Bhuiyan, OBE, Member

· Mr. Mohammad Mostafizur Rahman, Secretary

#### **Executive Management**

 Dr. A.K.M Fareyzul Haque Ansarey Managing Director & CEO ACI Motors Limited, Premiaflex Plastics Limited ACI Agrolink Limited

 Mr. Syed Alamgir Managing Director ACI Salt Limited, ACI Foods Limited, ACI Pure Flour Limited

Mr. M Mohibuz Zaman
 Managing Director
 ACI HealthCare Limited, ACI Biotech Limited

 Mr. Pradip Kar Chowdhury Executive Director, Finance & Planning  Mr. Sabbir Hasan Nasir Executive Director, Logistics

• Ms. Sheema Abed Rahman Director, Corporate Affairs

Mr. Priyatosh Datta
 Director, Quality Assurance, Pharmaceuticals

• Mr. Md. Monir Hossain Khan Finance Director

Mr. Imam Ahmed Istiak
 Director, Operations, Pharmaceuticals

#### **Statutory Position**

Chief Financial Officer:

Head of Risk Management & Internal Audit:

Company Secretary:

Mr. Pradip Kar Chowdhury

Mr. Amitava Saha

Mr. M. Sekander Ali

Mr. Mohammad Mostafizur Rahman

#### **Auditors**

Statutory Auditor:

Governance Compliance Auditor:

M/s. Hoda Vasi Chowdhury & Co., Chartered Accountants Al-Muqtadir Associates, Chartered Secretaries

#### **Advisors**

Legal Advisor:

Advisor, Regulatory Affairs:

Barrister Rafique-ul Huq, Huq and Company

#### Principal Bankers

· Standard Chartered Bank

Prime Bank Limited

· Eastern Bank Limited

Bank Alfalah Limited

· BRAC Bank Limited

· Commercial Bank of Ceylon Plc

· National Credit and Commerce Bank Ltd

· Agrani Bank Limited

One Bank Limited

Pubali Bank Limited

· The City Bank Limited

 The Hongkong and Shanghai Banking Corporation Limited Dutch Bangla Bank Limited

Dhaka Bank Limited

· Mercantile Bank Limited

United Commercial Bank Limited



#### **ACI** in Brief

Imperial Chemical Industries, a British multinational established a Branch in the then East Pakistan which was converted into a company after liberation, named ICI Bangladesh Manufacturers Limited. In 1992 ICI divested its investment in Bangladesh to the Management, when its name was changed to Advanced Chemical Industries (ACI) Limited.

Advanced Chemical Industries (ACI) Limited, being one of the largest conglomerates in Bangladesh with a multinational heritage operates across the country through its four diversified strategic business units. 'ACI Pharmaceuticals' is dedicated to improve the health of people of Bangladesh through introduction of innovative and reliable Pharmaceuticals products.

'ACI Consumer Brands' is adding value to the daily life of consumers through its Toiletries, Home care, Hygiene, Electrical, Electronics, Mobile, Salt, Flour, Foods, Rice, Tea, Edible Oil, Paints and International businesses. 'ACI Agribusinesses' is the largest integrator in Bangladesh in Agriculture, Livestock, Fisheries, Farm Mechanization, Infrastructure Development Services and Motorcycles. 'ACI Retail Chain' is the largest retail chain in the country operating through its 73 SHWAPNO outlets across the country by touching the lives of over 35,000 households each day. The company contributed Taka 3,625 million to the National Exchequer during FY 2017-2018 in the form of corporate tax, custom duty and value added tax.



#### **Group of Companies**

#### **Subsidiaries**

- 1. ACI Formulations Limited
- 2. ACI Salt Limited
- 3. ACI Pure Flour Limited
- 4. ACI Foods Limited
- 5. ACI Agrolink Limited
- 6. Creative Communication Limited 13. INFOLYTX Bangladesh Limited
- 7. Premiaflex Plastics Limited
- 8. ACI Motors Limited
- 9. ACI Logistics Limited
- 10. ACI Edible Oils Limited
- 11. ACI HealthCare Limited
- 12. ACI Chemicals Limited
- 14. ACI Biotech Limited

#### Joint Ventures and Associates

- 15. Tetley ACI (Bangladesh) Limited
- 16. Asian Consumer Care (Pvt.) Limited
- 17. ACI Godrej Agrovet Private Limited
- 18. Stochastic Logic Limited



# Board of Directors' Profile



Mr. M. Anis Ud Dowla

Mr. M. Anis Ud Dowla, the Chairman of ACI Group, is one of the most successful personalities in Bangladesh business circle. Mr. Dowla has maintained a high profile, and has provided leadership to the business community in different capacities. He served in the British Oxygen Group of UK in Pakistan, Bangladesh and Kenya for 27 years, including 12 years as Managing Director of Bangladesh Oxygen Ltd. In 1987, he became the Group Managing Director of the three ICI companies in Bangladesh. With experience gathered while working with two British multi-nationals for over 32 years, Mr. Dowla has continued to maintain the multinational culture and management style in ACI, with especial emphasis on quality, productivity and customer services. He was the President of Metropolitan Chamber of Commerce & Industries, Dhaka in 1977, 1978, 1995 and 2010. Mr. Dowla has considerable contribution in the field of Industrial Relations of the country. He was elected President of Bangladesh Employers' Federation for four terms in 1975-1976, 1976-1977, 1991-1992, 1992-1993. Besides, he was the Chairman of Pioneer Insurance Company Limited for three terms. At present, he is a Director of the Credit Rating Agency of Bangladesh. He has also been re-elected as the President of the Bangladesh Seed Association (BSA) for three consecutive terms. He is a member of the Board of Trustees of the Independent University of Bangladesh.



Mr. Golam Mainuddin

Mr. Golam Mainuddin joined the Board of Advanced Chemical Industries Limited in October 2015. Prior to that he served the Company in the capacity of Independent Director as well as Chairman of the Board's Audit Committee. Mr. Mainuddin has been the Chairman of British American Tobacco (BAT) Bangladesh since August 2008. He has been with BAT Bangladesh over 36 years and served in different management capacity. After obtaining his Masters of Science degree from Dhaka University, Mr. Mainuddin pursued the first 28 years of his career in the agro-based industry followed by corporate management over the last 22 years. He was a Tea Garden Manager at Duncan Brothers from 1969 to 1982, and then joined BAT Bangladesh to soon become the Head of Leaf in 1985. He was inducted as Director of BAT Bangladesh in 1986, and was given the responsibility of Deputy Managing Director in 1996. Currently, he is the Vice-President of Metropolitan Chambers of Commerce and Industries (MCCI). He was the Vice-President of Bangladesh Employers' Federation (BEF) and Director of Federation of Bangladesh Chambers of Commerce and Industries (FBCCI). He was the Independent Director as well as Chairman of the Audit Committee of Apex Footwear Limited. Besides, he served as Director of Infrastructure Investment Facilitation Company (IIFC) at the Ministry of Finance of the Government of Bangladesh. He has been a CIP (Commercially Important Person) by the Government of Bangladesh since 2010.





Mr. Waliur Rahman Bhuiyan, OBE Director

Mr. Waliur Rahman Bhuiyan joined the Board of Advanced Chemical Industries (ACI) Limited in November 2007. Born in 1952, Mr. Bhuiyan obtained a Masters in Economics and an MBA from Dhaka University and joined Linde Bangladesh Limited (former BOC Bangladesh Limited) in 1975, spent his entire professional life in the organisation and opted for early retirement in 2011 due to health reasons. He was the Managing Director and Adviser of BOC Bangladesh Limited and Linde Bangladesh Limited respectively. He was decorated with the Order of British Empire (OBE) by Her Majesty The Queen of Great Britain in the year 2007. He was the Honorary Consul General of Finland to Bangladesh. He was the Director of Biman Bangladesh Airlines and Chittagong Stock Exchange as well. He served as the President of Foreign Investors' Chamber of Commerce & Industry (FICCI) and Executive Committee Member of Metropolitan Chamber of Commerce & Industry (MCCI) as well as Bangladesh Employers' Federation (BEF). He was also the Member of Bangladesh Better Business Forum, Steering Committee Member of British Business Group and Academic Council Member of BRAC University.



Mrs. Najma Dowla
Director

Mrs. Najma Dowla joined the Board of Advanced Chemical Industries (ACI) Limited as Director in 1996. She is also a Director and Member of the Audit Committee of ACI Formulations Limited. Currently, she occupies the Directorship position in ACI Salt Limited, Premiaflex Plastics Limited, Consolidated Chemicals Limited, ACI Foods Limited, ACI Motors Limited, Stochastic Logic Limited, ACI HealthCare Limited, ACI Chemicals Limited, ACI Biotech Limited, ACI Agrolink Limited, ACI Logistics Limited, ACI Edible Oils Limited, Dowla Agricultural Development Company Limited and ACI Foundation (a non-profit organization). She completed her Bachelor Degree in Arts.





Dr. Arif Dowla Managing Director

Dr. Arif Dowla took over the charge of the Managing Director of Advanced Chemical Industries (ACI) Limited in June 2005. Prior to this position, he served the Company as Deputy Managing Director from September 2000. Dr. Dowla is the functional head of the Company who manages the affairs of ACI Group with appropriate delegation of authority and accountability while the chief executives of all strategic business units directly report to him. He has significant contribution in the advancement of Industrial as well as Agricultural sector of the country. His business strategy and various backward and forward linkages have diversified the Group business in manifold resulting ACI a largest turnover based conglomerate in Bangladesh. Dr. Dowla obtained Ph.D in Mathematics from the University of California, USA. He is a member of the American Mathematical Society and the Society of Quantitative Analyst, New York, as well. He has been included in the Forum of Young Global Leader Honorees 2009 by the World Economic Forum. He has been serving as the Honorary Consul of Belgium in Bangladesh since September 2013. Dr. Dowla is the Chairman of Tetley ACI (Bangladesh) Limited, a Joint-venture between India and Bangladesh. He is a Director of Mutual Trust Bank Limited and former Chairman of the Bank (2012-2014). He was also the Director of Pioneer Insurance Company Limited from 2002 to 2009. Besides, Dr. Dowla is the Managing Director of ACI Logistics Limited and Stochastic Logic Limited. He has directorship in ACI Formulations Limited, ACI Salt Limited, ACI Pure Flour Limited, ACI Motors Limited, ACI Foods Limited, Premiaflex Plastics Limited, ACI Agrolink Limited, ACI HealthCare Limited, ACI Edible Oils Limited, Creative Communication Limited, Consolidated Chemicals Limited, ACI Chemicals Limited, ACI Biotech Limited, INFOLYTX Bangladesh Limited, Dowla Agricultural Development Company Limited, ACI Godrej Agrovet Private Limited and ACI Foundation (a non-profit organization).



Mr. Kamran Tanvirur Rahman Independent Director

Mr. Kamran Tanvirur Rahman was appointed as an Independent Director of Advanced Chemical Industries (ACI) Limited in May 2018. He is also an Independent Director of ACI Formulations Limited. Mr. Rahman obtained his Bachelor of Science Degree in Mechanical Engineering from the Northeastern University, Boston, Massachusetts, USA in the year 1981. He is the Chairman & Managing Director of Pubali Jute Mills Ltd. and the Kapna Tea Co. Ltd. (Kapnapahar Tea Estate). He is a former Vice-President (Asia-Pacific) of International Organization of Employers (IOE), Geneva, Switzerland as well as a former member of the Governing Body of the International Labour Organisation, Geneva, Switzerland. He was also the Vice-President of Metropolitan Chamber of Commerce and Industry, Dhaka, from January 2013 -December 2013. He was Director of the Federation of Bangladesh Chambers of Commerce and Industry. At present, he is the President of Bangladesh Employers' Federation.





Mr. Kazi Sanaul Hog Director

Kazi Sanaul Hoq joined the Board of Advanced Chemical Industries (ACI) Limited in October 2017. He took over the charges of the Managing Director of Investment Corporation of Bangladesh (ICB) on 10 August 2017. He started his career as a Senior Officer in ICB on 25 October 1984 and served different position in the same organization. Before his joining he acted as Managing Director at Rajshahi Krishi Unnayan Bank (RAKUB), During his service life he served different Banks and Financial Institutions. He served as Managing Director (Current Charge) and Deputy Managing Director at Agrani Bank Ltd. In addition to that Kazi Sanaul Hog served as General Manager at Bangladesh Development Bank Limited (BDBL) and Rajshahi Krishi Unnayan Bank (RAKUB). He also served as CEO at ICB Securities Trading Company Ltd. He completed his B. Com (Hon's) and M. Com degree in Accounting from the University of Dhaka. He has been contributing his professional expertise as the Chairman of ICB Capital Management Ltd. Apart from that, he is now serving as the Director of British American Tobacco Bangladesh Co. Ltd. (BATBC), Linde Bangladesh Limited, GlaxoSmithKline Bangladesh Ltd. (GSK), Renata Limited, Bangladesh Krishi Gobeshona Endowment Trust (BKGET), Credit Rating Information and Services Ltd. (CRISL), Standard Bank Limited, National Tea Company Limited, Apex Tannery Limited and Central Depository Bangladesh Ltd. (CDBL).



Ms. Shusmita Anis Director

Ms. Shusmita Anis completed her graduation in Fine Arts in Graphics Design from San Jose, California, USA. She was inducted as a Director of Advanced Chemical Industries Limited in 2000. In addition to her current role in the Board of ACI, she performs as a member of the Board's Audit Committee. Ms. Shusmita has been the Managing Director of ACI Formulations Limited since 2012. Besides, she is the Director of ACI Logistics Limited, ACI Foods Limited, ACI Motors Limited, Premiaflex Plastics Limited, Creative Communication Limited, Consolidated Chemicals Limited, ACI Pure Flour Limited, Stochastic Logic Limited, ACI Salt Limited, ACI Chemicals Limited, Neem Laboratories (Pvt.) Limited, Dowla Agricultural Development Company Limited, ACI Foundation (a non-profit organization) and Pioneer Insurance Company Limited.





Mr. Adil Husain Independent Director

Mr. Adil Husain was appointed as an Independent Director of Advanced Chemical Industries (ACI) Limited in 2018. He obtained Dip. Ing (Mechanical) from Tech. High School, Stockholm, and also a diploma in Automobile Mechanics. Mr. Husain started his career with Pakistan Oxygen Limited (POL) in 1969, which later became Bangladesh Oxygen Limited (BOL). He served in Karachi (POL) and all the branches of BOL, was Marketing Manager of the Company and was Regional Manager when he left in 1984. He set up his own company, Business Consultants Ltd. representing Obayashi Corporation of Japan, and successfully completed the Meghna-Gumti bridge. From 1987, was Executive Director of A. Kabir Ltd., exporters of Bangladesh tea to the then USSR. During this time, he was closely involved with the family tea estates, and was instrumental in the setting up of the tea factory of Jhemai Tea Estate. From 1996 to 2011 was Executive Director, Pacific Bangladesh Telecom Ltd.



Ms. Sheema Abed Rahman Director

Ms. Sheema Abed Rahman joined Advanced Chemical Industries (ACI) Limited in the year 1987. She was inducted as a Director of the Company in 2001. Prior to joining in ACI she worked for British American Tobacco (BAT) Bangladesh for 14 years. During the 39 years of service, her major contribution was in Corporate Management and Human Resource Management. She has done her Post Graduation in Human Resource Management and is a Fellow Member of the Institute of Chartered Secretaries of Bangladesh (ICSB).



Mr. Mohammad Mostafizur Rahman Company Secretary

Mohammad Mostafizur Rahman joined Advanced Chemical Industries (ACI) Limited as the Company Secretary in July 2018. Previously, he worked with HeidelbergCement Bangladesh Limited, Bata Shoe Company (Bangladesh) Limited, Square Pharmaceuticals Limited and Rangs Properties Limited in various capacities. In the year of 2010 the Institute of Chartered Secretaries of Bangladesh recognized him as a qualified Chartered Secretary. He completed both LL.B. (Hons.) and LL.M. from University of Dhaka. He earned Post Graduate Diploma in Human Resources Management (PGDHRM) from Bangladesh Institute of Management (BIM) in 2013.



# Notice of the 45th Annual General Meeting

Notice is hereby given that the 45th Annual General Meeting of Advanced Chemical Industries Limited will be held on Wednesday, 12 December 2018 at 11:00 am at Officers Club, 26 Baily Road, Dhaka to transact the following business:

#### **AGENDA**

#### A. Ordinary Business:

- To receive, consider and adopt the Audited Financial Statements for the year ended 30 June 2018 together with Reports of the Auditors and the Directors thereon.
- 2) To declare dividend for the year ended 30 June 2018.
- 3) To elect/re-elect Directors and to approve the appointment of Directors.
- 4) To appoint statutory and compliance Auditors for the year 2018-2019 and fix their remuneration.

#### **B.** Special Business:

5) To increase the Authorized Capital and amendment to the Memorandum and Articles of Association of the Company

#### Proposed special resolution:

"RESOLVED THAT the Authorized Capital of the Company be and is hereby increased from Tk.500,000,000.00 (Fifty Crore) only to Tk.1,500,000,000.00 (One Hundred Fifty Crore) only divided into 150,000,000 (Fifteen Crore) ordinary shares of Tk.10.00 (Ten) each. Accordingly, the following changes and amendments to the Memorandum and Articles of Association of the Company be and are hereby adopted as Special Resolution subject to the approval of shareholders and regulatory authorities."

#### 1. Amendment of Clause # 5 of the Memorandum of Association

#### **Existing Clause**

"The Authorized Capital of the Company is Tk. 500,000,000.00 divided into 50000000 Shares of Taka 10 each, with rights, privileges and conditions attaching thereto as are provided by the regulations by the regulations of the Company of the time being, with power to increase and reduce the capital of the Company and to divide the shares in the Capital for the time being into several classes and to attach thereto respectively such preferential, deferred, qualified or special rights, privileges or conditions as may be determined by or in accordance with the regulations of the Company and to vary, modify or abrogate any such rights, privileges or conditions in such manner as may for the time being be provided by the regulations of the Company.

# 2. Amendment of Clause # 4 of the Articles of Association

"The Authorized Capital of the Company is Taka 500,000,000.00 divided into 50000000 Shares of Tk.10 each."

#### Proposed changes/Amendment

"The Authorized Capital of the Company is Tk. 1,500,000,000.00 divided into 150000000 Shares of Taka 10 each, with rights, privileges and conditions attaching thereto as are provided by the regulations by the regulations of the Company of the time being, with power to increase and reduce the capital of the Company and to divide the shares in the Capital for the time being into several classes and to attach thereto respectively such preferential, deferred, qualified or special rights, privileges or conditions as may be determined by or in accordance with the regulations of the Company and to vary, modify or abrogate any such rights, privileges or conditions in such manner as may for the time being be provided by the regulations of the Company."

"The Authorized Capital of the Company is Taka 1,500,000,000.00 divided into 150000000 ordinary shares of Tk. 10 (Ten) each."

By Order of the Board

Dhaka

18 November 2018

Mohammad Mostafizur Rahman Company Secretary

#### Notes:

- a. The Shareholders, whose names appeared in the Members/Depository Register as on the Record Date i.e. 15 November 2018 will be eligible to attend the AGM and receive the dividend.
- The Shareholders are requested to submit their written option to receive dividend to the Company's Share Office on or before 6 December 2018. In case of non-receipt of such option within the stipulated time, the dividend will be paid off as deemed appropriate by the Company.
- The Proxy Form, duly completed, must be deposited at the Share Office of the Company at 9 Motijheel Commercial Area, Dhaka-1000 at least before 48 hours of the time fixed for the Meeting.
- Admittance to the Meeting venue will be on production of the Attendance Slip and verification of signature of Member (s) and/or Proxy-holder (s).
- e. The Annual Report 2017-2018 is available in Company's website, www.aci-bd.com.

বাংলাদেশ সিকিউরিটিজ অ্যান্ড এক্সচেঞ্জ কমিশনের নির্দেশনা অনুযায়ী আসন্ন বার্ষিক সাধারণ সভায় কোন প্রকার উপহার/ খাবার/কোন ধরনের কুপন প্রদানের ব্যবস্থা থাকবে না।





#### Sunday, 12 November 2017

#### Quarter One

Adoption of unaudited first quarter financial statements ended 30 September 2017

#### Thursday, 26 April 2018

#### **Quarter Three**

Adoption of unaudited third quarter financial statements ended 31 March 2018

#### Thursday, 15 November 2018

#### **Record Date**

Record Date in lieu of Book Closure

#### Sunday, 25 November 2018

#### **Annual Report**

Issuance of Annual Report

#### Monday, 29 January 2018

#### **Quarter Two**

Adoption of unaudited second quarter financial statements ended 31 December 2017

#### Thursday, 25 October 2018

Adoption of audited financial statements for the year ended 30 June 2018

#### Sunday, 18 November 2018

#### **AGM Notice**

Notice of 45th Annual General Meeting

#### Wednesday, 12 December 2018

#### **AGM Day**

45th Annual General Meeting

#### Thursday, 10 January 2019

#### **Dividend Payment**

Payment of dividend to the shareholders whose name would appear in the register of members of the Company on the record date



# Financial Highlights and Analysis

### ACI Limited's Turnover Contribution by Business Unit

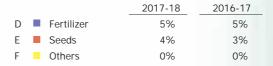






2016-17

	_	2017-18	2016-17
Α	Pharmaceuticals	43%	46%
В	Consumer Brands	31%	29%
С	Animal Health	17%	17%





#### **ACI Group's Comparative Statistics**

Particulars	December 2010	December 2011	December 2012	December 2013	December 2014	December 2015	June 2016 (six month)	July 2016- June 2017	July 2017- June 2018
Taka in million									
Authorized capital	500	500	500	500	500	500	500	500	500
Issued & paid capital	194	197	238	286	344	398	398	438	482
Current assets	7,591	8,486	9,927	11,598	12,926	17,206	20,190	26,316	30,432
Tangible fixed assets (gross)	5,255	6,322	7,826	8,819	9,852	11,782	12,562	15,299	18,119
Shareowners' equity	4,328	4,195	3,797	3,792	4,138	9,772	9,709	10,574	11,080
Turnover (net)	14,498	17,460	21,976	22,167	25,822	31,383	17,853	47,668	56,123
Gross profit	4,140	4,835	5,640	6,598	8,051	9,840	5,663	14,104	15,866
Profit before tax	471	593	104	560	1,059	3,910	853	2,189	1,422
Profit after tax	216	238	(166)	204	573	2,878	382	1,065	517
Current ratio (times)	1.05	0.88	0.84	0.84	0.81	0.97	0.91	0.87	0.87
Quick ratio (times)	0.60	0.49	0.47	0.45	0.42	0.54	0.53	0.52	0.53
Return on equity (%)	5.00	5.67	(4.37)	5.37	13.85	29.45	7.88 *	10.07	4.67
Inventory turnover (times)	3.42	3.59	4.00	3.17	3.07	3.11	3.04 *	3.54	3.60
Debtors turnover (times)	6.42	6.02	6.66	6.20	6.85	6.99	6.46 *	6.61	5.76
Fixed assets turnover (times)	3.01	3.02	3.11	2.66	3.18	3.03	2.64 *	2.81	2.64
Net asset per share (Taka)	223.05	212.78	174.79	141.36	120.30	245.30	243.72	219.36	229.86
Earnings per share (Taka)	11.14	10.08	(5.82)	5.94	14.49	65.75	8.72	22.10	10.73

<sup>\*</sup> Ratios are annualised



# **ACI Limited's Comparative Statistics**

Particulars	December 2010	December 2011	December 2012	December 2013	December 2014	December 2015	June 2016 (six month)		July 2017- June 2018
Taka in million									
Authorized capital	500	500	500	500	500	500	500	500	500
Issued & paid capital	194	197	238	286	344	398	398	438	482
Current assets	5,856	6,955	8,335	9,462	9,927	10,960	12,607	17,105	23,888
Tangible fixed assets (gross)	1,813	2,546	2,975	3,423	4,323	6,057	6,233	7,455	8,825
Shareowners' equity	4,458	4,767	5,081	5,637	6,607	11,715	11,949	12,992	14,300
Turnover (net)	7,915	8,514	9,680	10,684	12,319	14,567	7,941	18,306	21,387
Gross profit	2,821	3,161	3,590	4,258	5,171	6,262	3,561	8,196	9,242
Profit before tax	808	893	737	1,014	1,272	3,934	925	1,674	1,658
Profit after tax	592	681	545	764	951	3,184	680	1,244	1,317
Dividend	237	197	238	301	398	498	-	518	571
Current ratio (times)	1.43	1.31	1.17	1.17	1.19	1.67	1.57	1.29	1.18
Quick ratio (times)	1.01	0.98	0.87	0.85	0.83	1.07	1.08	0.92	0.92
Return on equity (%)	13.28	14.29	10.73	13.56	14.38	27.17	11.37 *	9.57	9.21
Inventory turnover (times)	3.08	3.05	3.12	2.74	2.59	2.40	2.22 *	2.31	2.45
Debtors turnover (times)	7.27	7.92	7.99	7.44	8.41	8.83	7.56 *	6.45	5.16
Fixed assets turnover (times)	4.35	3.91	3.51	3.34	3.18	2.82	2.42 *	2.45	2.43
Net asset per share (Taka)	229.75	241.98	213.73	197.23	192.09	294.08	299.96	269.54	296.66
Market price per share (Taka)	372.60	206.60	141.20	171.50	389.90	561.60	455.10	516.50	347.80
Earnings per share (Taka)	30.49	28.83	19.11	22.27	24.02	72.72	15.51	25.80	27.33
Dividend per share (Taka)	12.00	10.00	10.00	10.50	11.50	12.50	-	11.82	11.85
Dividend rate (%)	120.00	100.00	100.00	105.00	115.00	125.00	-	125.00	118.50
Dividend payout ratio (%)	39.36	34.69	52.33	47.15	47.88	17.19	-	45.81	43.36
Price earnings ratio (times)	12.22	7.17	7.39	7.70	16.23	7.72	14.67 *	20.02	12.73
Dividend yield (%)	3.22	4.84	7.08	6.12	2.95	2.23	-	2.29	3.41
Number of employees	3,378	4,014	4,560	4,955	6,930	7,090	7,275	8,364	9,053

<sup>\*</sup> Ratios are annualised

# Analysis of Turnover (%) of ACI Limited





#### Cost of Materials

Expenses

- Duties & Taxes Paid to Government Exchequer
- Salaries, Wages & Benefits Paid to Employees

Profit

# Comparison of Turnover & Costs

#### Taka in million

	2017-18	%	2016-17	%
Turnover (Gross)	23,841	100	20,438	100
Cost of Materials	10,034	42	8,369	41
Expenses	5,171	22	4,349	21
Duties & Taxes paid to Government Exchequer	3,625	15	3,302	16
Salaries, Wages & Benefits paid to employees	3,694	15	3,174	16
Profit	1,317	6	1,244	6
	23,841	100	20,438	100



# Message from the Chairman চেয়ারম্যানের বাণী

# Deare Shareowners.

#### Assalamu Alaikum

I address you on the bigger context of Corporate Governance where we are to take care not only of our investors but also all the others who are impacted by our operation as an economic entity, providing goods and services for the benefit and development of the society and sustainability of the environment. At the same time we create an economic surplus for the benefit of the investors and satisfy the need for developing the organizational capability. This is a balancing act and your Board is conscious of this responsibility and do its best to accomplish the objective.

Our most profound stakeholder is the Government. We pay the government taxes and dues accurately and timely. We abide by the rules and regulations applicable to our businesses. ACI is a good corporate citizen.

We develop products and provide services to satisfy the needs of our valued customers. We exist because of their support. Ensuring customer satisfaction is one of our values. We are certified under ISO 9001 Quality Management System.

We attract meritorious employees and provide them opportunity to perform to the best of their abilities. We ensure a congenial work environment, free from discrimination or favoritism. We train our employees to rise to the highest level of their individual potential. Employees are our most precious assets and empowering them is the secret of our success.

Our suppliers are chosen from those who comply with the laws of employment and protection of environment. We encourage and assist our suppliers in becoming more efficient. We ensure that our suppliers provide us materials which conform to the highest standards.

We take care of our environment. All our factories are compliant of the environmental laws. There are policies for Safety, Health and Environment which are followed meticulously.

And finally, we ensure that the company is governed under carefully considered guidelines and that the investors are adequately rewarded in the short term and their investments grow in value in a sustainable way in the long term.

We want our Shareowners to take pride in owning an investment which enables them to play a significant role in the development of our country and provide worthwhile livelihood to our people.

Sincerely, Ma Dosh

M. Anis Ud Dowla

Chairman, ACI Group

" আমাদের সবচেয়ে গুরুত্বপূর্ণ অংশীদার হলো সরকার। সকল প্রকার কর আমরা সঠিকভাবে যথাসময়ে প্রদান করি। সচেতন ও সুনাগরিক হিসেবে এসিআই সব ধরনের বিধি বিধান পরিচালনাপূর্বক ব্যবসায়িক কার্যক্রম পরিচালনা করে Our most profound stakeholder is the Government. We pay the government taxes and dues accurately and timely. We abide by the rules and regulations applicable

to our businesses. ACI is a good corporate citizen

# প্রিয় শেয়ারমালিকবৃন্দ,

#### আস্সালামু-আলাইকুম

বর্তমান কর্পোরেট গভার্নেন্স - এর বৃহত্তর আঙ্গিকে আমি আপনাদের দৃষ্টি আকর্ষণ করছি, যেখানে কিনা আমরা শুধু বিনিয়োগকারী হিসেবে আপনাদের স্বার্থ রক্ষার্থেই নয় বরং আমাদের ব্যবসায়িক কার্যক্রম পরিচালনার ক্ষেত্রে এর সাথে জড়িত আর্থ-সামাজিক উন্নয়নসহ পরিবেশের ভারসাম্য ও অর্থনৈতিক প্রবৃদ্ধির মাধ্যমে কোম্পানীর সক্ষমতা অর্জনে কাজ করে যাচ্ছি। এটা একটি সমন্বিত প্রচেষ্টা এবং আপনাদের পরিচালকগন এই লক্ষ্য পুরণের বিষয়ে যথেষ্ট সচেতন।

আমাদের সবচেয়ে গুরুত্বপূর্ণ অংশীদার হলো সরকার। সকল প্রকার কর আমরা সঠিকভাবে যথাসময়ে প্রদান করি। সচেতন ও সুনাগরিক হিসেবে এসিআই সব ধরনের বিধিবিধান পরিপালনপূর্বক ব্যবসায়িক কার্যক্রম পরিচালনা করে।

সম্মানিত ভোক্তা সাধারনের চাহিদা পুরণের জন্য আমরা উন্নত পণ্য উৎপাদন ও সেবা নিশ্চিত করি। আমরা তাদের সহযোগিতার জন্য বদ্ধপরিকর। ভোক্তাদের সম্ভুষ্টি নিশ্চিত করাই আমাদের মূল্যবোধের অন্যতম অংশ। আমরা ISO 9001 Quality Management System দারা প্রত্যায়িত।

আমরা মেধাবী কর্মীদের আকৃষ্ট করি এবং তাদের সঠিক সুযোগ প্রদান করি। যাতে যোগ্যতার সেরাটুকু তারা পারফর্ম করতে পারে। আমরা কর্মীদের জন্য বৈষম্যহীন ও পক্ষপাতহীন উপযুক্ত কর্ম পরিবেশ নিশ্চিত করি। আমরা আমাদের কর্মীদের উপযুক্ত প্রশিক্ষণ দেই যাতে করে তাদের নিজেদের সম্ভাবনার সর্বোচ্চ জায়গায় যেতে পারে। কর্মীরা আমাদের সবচেয়ে মূল্যবান সম্পদ এবং তাদের যথার্থ ক্ষমতায়নই আমাদের সফলতার রহস্য।

শ্রম আইন ও পরিবেশ বিধি পরিপালনে সক্ষম সরবরাহকারীরাই আমাদের ব্যবসায়িক অংশীদার। সক্ষমতা অর্জনে আমরা আমাদের সরবরাহকারীদেরকে সাহায্য ও উদ্বুদ্ধ করি। সর্বোচ্চ মান-সম্পন্ন কাঁচামাল সরবরাহে আমরা তাদেরকে বাধ্য করি।

"

পরিবেশ সুরক্ষায় আমরা যত্নবান। আমাদের সকল কারখানায় পরিবেশ আইনের বিধান মেনে চলা হয়। অত্যন্ত গুরুত্বের সাথে নিরাপত্তা, স্বাস্থ্য ও পরিবেশ সম্পর্কিত বিধানগুলো পরিপালন করা

পরিশেষে আমরা নিশ্চিত করতে চাই যে, আমাদের কোম্পানী সকল প্রকার বিধিবিধান মেনে ব্যবসা পরিচালনা করে যাতে বিনিয়োগকারীরা স্বল্প মেয়াদে এবং দীর্ঘ মেয়াদে তাদের বিনিয়োগ প্রবৃদ্ধি অর্জন করেন।

আমরা চাই আমাদের শেয়ার মালিকগন তাদের বিনিয়োগের মাধ্যমে গর্বিত হোন। কেননা তাদের বিনিয়োগ দেশ ও দেশের মানুষের জীবন মান ও অর্থনৈতিক প্রবৃদ্ধিতে গুরুত্বপূর্ণ ভূমিকা পালন করে।

আপনাদের বিশ্বস্ত,

এম. আনিস উদ্ দৌলা

চেয়ারম্যান, এসিআই গ্রুপ

# Statement of Corporate Governance

In ACI Corporate Governance (CG) is a maxim that is intertwined in responsibility, compliance, transparency and finally accountability. As a part of it, ACI acknowledges good corporate governance as the essential element for success in business and recognizes that it is to be established by means of an effective CG Regime. Accordingly, ACI emphasizes on stronger diligence to business, all operations being transparent and invites larger involvement of the stakeholders. Aspiring on that, the Company has always strived to remain vigilant on good governance and good business conduct so as to create and maintain value for shareholders, safeguard stakeholders' interest and justify investor's confidence. In this respect the Directors of ACI are also committed to meeting the highest standards of governance and disclosure. And with that aim, the Board ensures the integrity and firm attention of its employees, supported by a comprehensive framework of policies, quidelines and internal control. The Directors are conscious of their own responsibilities in supervision and direction of affairs of the Company in conformity with the practices of sound corporate governance. In fulfillment of those responsibilities, the Directors have set for themselves the principles that will be followed in their own involvement in the oversight functions and in setting up clear guidelines for the executive management.

#### The Governing Board

The Board of Directors of ACI, being the highest authority in the Company, is constituted by a body of very knowledgeable persons and includes core competencies considered relevant in the context of the Company. To further ensure a balanced representation, the Board also includes Independent Directors, who are very resourceful and dignified members of the society. Thus, the Board of ACI is a compact body and meets all the criteria required under the BSEC governing code. Further details about members of the Board are appended at the appropriate parts in this report.

#### Composition of the Board

The Board consists of ten members drawn from amongst the major shareowners and business professionals. Mr. M. Anis Ud Dowla is the Chairman of the Board and Dr. Arif Dowla is the Managing Director. Of the ten Directors, eight are non-executive Directors including two Independent Directors. The non-executive Directors are, however, available whenever business operations call for their attention and involvement.

#### Roles and Responsibilities of the Board

The Board is the supreme authority of the Company to oversee its operations through appropriate delegation, monitoring, control and reporting. The Directors hold the ultimate responsibility of conducting the activities of the Company in accordance with law and in the interest of its shareowners and other stakeholders, keeping in view the long-term interest and aspirations of the Company, while also discharging Company's legal obligations to its shareowners.

#### Functioning of the Board

The Directors meet together for the dispatch of the business and regulate the meetings and proceedings according to the needs of the Company. Every Board Meeting is preceded by service of Notice well ahead of scheduled time. Notice with agenda supported by working papers for every meeting of the Board are sent to all Directors well in advance so that they can come up with their considered views and can actively participate at the deliberations. During the meeting, the Board gets a thorough review of the performance of the Company through a Power Point presentation by the Managing Director. All pertinent matters are discussed in details and decisions are taken based on thorough considerations. Questions arising at any meeting are decided by a majority of votes. However, there is a procedure supported by the Articles of Associations of the Company which allows taking care of any urgent matter through Resolution by Circulation. Such circular resolution is adopted by the Directors present in Bangladesh, without having to call a formal Board Meeting. To make it transparent, such resolutions passed by circulation are subsequently tabled at the immediate following Board meeting and included in the minutes accordingly.

#### Management through People

The directors believe that a successful Board directs and not manage. Rather they manage the management. And with that spirit, the Board has delegated adequate operational and financial authorities to the Managing Director which empowers him to set up the organizational structure, recruit appropriate people, empower them to manage the Strategic Business Units and functional areas and provide them guidance for achievement of the desired results.





As the apex corporate authority, the Board is kept informed of the goals, targets and initiatives of the Business Units and apprised of the financial performance on a regular quarterly basis.

The Managing Director is in-charge of operations of the Company and manages the affairs of the Group through close consultation with relevant people from within the Company and outside experts.

#### **Empowerment of People**

The Board has given clear guidelines to the Managing Director to ensure that there is appropriate delegation of authority and clear statement of accountability of the management staff all the way down to the Supervisory level and that performance of the individual is judged on the basis of clearly set measurable goals and through objective assessment of their achievements.

#### Reporting and Communication

The Managing Director reviews and approves the strategic plans of each Business Unit every quarter. He also reviews monthly report and commentary on the sales and financial performance of business from the heads of businesses and the activities of the functional and service heads. An elaborate MIS system is in place.

#### Communication with Shareowners

The Board considers that good governance involves openness and trustful cooperation among all stakeholders concerned, including the shareowners of the Company. Shareowners, being the ultimate controllers of the Company, deserve to be informed in all corporate respects required under the law. Annual General Meeting (AGM) is the highest forum for interaction between shareowners and management of the Company. Accordingly, the Company holds the AGM regularly and in time. The

shareowners are informed about the AGM well in advance and meeting materials are dispatched to them with priority abiding by laws and guidelines. The Directors attending the Annual General Meeting note the views, aspirations and suggestions of the shareowners and institutional stakeholders offered at the AGM and consider them with utmost attention. The Managing Director also brings to the notice of the Board any written communication received by him from the shareowners.

#### Internal Control and Risk Management

The Managing Director has to satisfy the Board that adequate internal check and controls are in place through appropriate MIS and employment of Internal Audit team to check and validate the expenses and the systems in operation. To further strengthen the controls, the Company has introduced ISO 9001:2008 Quality Management System, the first Company in Bangladesh to do so under which all activities are carried out on the basis of Standard Operating Procedures. These standard procedures are updated on a regular basis in line with ISO requirements. The Company has also introduced ISO 14001: 2004 Environmental Management System, the first Company in Bangladesh to do so and as a result has undertaken a task of continuing improvement through annual goals. Internal Audit department has been strengthened with induction of qualified and experienced personnel, demonstrating the Board's commitment to ensure that adequate risk management and internal control systems are in place across the Company. In addition, the Company has adopted the Ten Principles of Global Compact, an initiative taken by the Secretary General of the United Nations and adopted world-wide by big and progressive companies.



#### Independent Director

In compliance with the Corporate Governance Guidelines of Bangladesh Securities and Exchange Commission (BSEC), the Board of Directors of the Company includes two Independent Directors namely, Mr. Kamran Tanvirur Rahman and Mr. Adil Husain. Mr. Rahman also acts as the Chairman of the Audit Committee. The Independent Directors of the Company have been elected from amongst the senior corporate leaders and bureaucrats of the country who are elite members of the society having requisite qualifications as prescribed by BSEC.

### Distinctive Role of Chairman and **Managing Director**

According to the Governance Guidelines, the positions of Chairman and Managing Director are being held by separate individuals and their roles and responsibilities are clearly established, set out in writing and which are distinct from each other to ensure transparency and better governance. The Chairman is a non-executive director and responsible for smooth functioning of the Board, while the Managing Director acts as the Chief Executive Officer and in charge of the day-to-day operations of the Company.

## Chief Financial Officer and Head of Internal Audit and Company Secretary

Under requirements of the BSEC Governance Guidelines, the Company has in place the above three key positions held by three qualified professionals. Mr. Pradip Kar Chowdhury, a Fellow Chartered Accountant, acts as the Chief Financial Officer and Mr. Amitava Saha, acts as the Head of Risk Management & Internal Audit. While Mr. Mohammad Mostafizur Rahman, a Chartered Secretary, is appointed as the Company Secretary of the Company who is responsible for overall governing compliance of the Company and performs as the bridge between the Board, Management and Shareholders. The roles, responsibilities and duties of these three key positions have clearly set forth in writing by the Board.

#### The Board Audit Committee

Following the Guidelines of Bangladesh Securities and Exchange Commission (BSEC), the Board has constituted an Audit Committee for the Company the details of which are stated in the Audit Committee Report forming part of this Annual Report. The Committee comprises of 4 (four) Members from the Board of Directors. All members of the Audit Committee are financially literate and are able to scrutinize and interpret financial statements while discharging their duties and responsibilities as a member of the Committee. The Chairman of the Committee is an Independent Director having the requisite qualification in line with BSEC guidelines. The Company Secretary acts as the Secretary of the Committee, as required by the BSEC guidelines. The Chief Financial Officer and Head of Internal Audit attend all meetings of the Committee regularly as special invitees.

The Committee met five times during FY 2017-2018. The key responsibilities of the Audit Committee

- Review and monitor the integrity of the financial 1. reporting system and ensure that Company complies with the accounting policies, principles and applicable standards.
- Review and appraisal of the performance of the Internal Audit and internal control system.
- Review of the risks associated with the Company's business operation including mitigation and awareness plan.
- Overseeing hiring and performance of external auditors.
- Other matters as per terms of reference as well as time to time requirements of the Regulators.

### Reviewing of Business and Financial operations

The operations of the Company are regularly supervised, monitored and guided by the Board. The purpose of business review is to ensure strategic control and follow-up of results based on the prevailing strategic objectives and value considerations. Financial reviews provide the internal quarterly results follow-up for the Company. The purpose is to provide an analysis of the economic and financial situations, which will then form the basis for external reporting and presentations, and to provide quality assurance for the financial reporting.



# Report of the Audit Committee

For the year ended 30 June 2018

Under Condition No.5 (7) of the Corporate Governance Code as adopted on 3 June 2018 by Bangladesh Securities and Exchange Commission (BSEC)

Audit Committee in Advanced Chemical Industries (ACI) Limited is a sub-committee of the Board of Directors, assists the Board in fulfilling its oversight responsibilities. The Audit Committee assists the Board of Directors in ensuring that the financial statements reflect true and fair view of the state of affairs of the company and in ensuring a good monitoring system within the business. The Audit Committee be and is responsible to the Board of Directors. The jurisdiction of the Audit Committee extends over the Company covering risk management with special emphasis on ensuring compliance with all applicable legislation and regulation.

#### Composition and Meetings

Chairman : Mr. Kamran Tanvirur Rahman

Independent Director

: Mr. Golam Mainuddin Member

Director

Member : Ms. Shusmita Anis

Director

Member : Ms. Sheema Abed Rahman

Director

Secretary : Mr. Mohammad Mostafizur Rahman

Company Secretary

A total of 5 (Five) meetings were held during the year. Company Secretary of the Company functioned as the Secretary to the Committee as per regulatory requirements. In addition to that the Chief Financial Officer, Head of Internal Audit and Compliance attended the meetings on invitation and other officials were invited to attend the meetings as and when the Committee required their presence.

The detail responsibilities of Audit Committee are well defined in the Terms of Reference (TOR). However, the major roles of the Audit Committee are mentioned below:

- (a) To review the quarterly and annual financial statements before submission to the Board for approval, adequacy of internal audit function, Management's Discussion and statement of all related party transactions and Management Letters or Letter of Internal Control weakness issued by statutory auditors
- (b) To oversee the financial reporting process, hiring and performance of external auditors;

(c) To monitor choice of accounting policies, principles, Internal Audit and Compliance process etc.;

The Audit Committee reports on its activities to the Board of Directors. Audit Committee also immediately reports to the Board of Directors on

- report on conflicts of interests,
- suspected or presumed fraud or irregularity or material defect in the internal control system,
- c) suspected infringement of laws, including securities related laws, rules and regulations,
- any other matter which shall be disclosed to the Board of Directors.

The Committee considered the scope methodology of the audits, as well as the independence, objectivity and qualification of the external auditors. The Audit Committee reviewed the external audit works and concluded that the financial reporting was satisfactory and in compliance with generally accepted accounting principles Bangladesh and that the audit was satisfactorily conducted. In connection with financial reporting, the Audit Committee also reviewed the Company's financial statements. The Audit Committee concluded that all reported financial results have been presented in accordance with applicable rules.

Moreover, the Audit Committee reviewed ACI's self-assessment of Corporate Governance practices, based on a checklist provided by Bangladesh



Securities and Exchange Commission (BSEC). The Committee concluded that Corporate Governance practices within ACI to a greater extent exceeded the standards and also found few rooms to improve further which are already on process.

Besides these, the Audit Committee reviewed risk identification, assessment and mitigation methodologies, process and management. The Committee concluded that risk management was satisfactory, with the formulation of highly structured and well-defined risk categories, as well as the identification and review of the major risks affecting ACI's flow of operations and their impact in upcoming years.

The Audit Committee will continue to monitor the progress made by Internal Audit Division for "Risk Based Audit" implementation by conducting random sampling of Corporate Governance and Ethics compliance issues, and ensuring the clearance of outstanding items from previous years.

### Summary of activities during the year

During the year under review the Committee, interalia, focused on the following activities:

- Reviewed and recommended the Annual Financial Statements for the year ended 30 June 2018 to the Board for approval.
- b) Reviewed the Management Letter from external auditors for the year under review along with management's responses on the findings.

- Reviewed the Auditors' Certification on C) Corporate Governance compliance for the year ended 30 June 2018.
- Reviewed and ascertained that the internal d) control system including financial operational controls, accounting system, and reporting structure are adequate effective.
- Reviewed the periodical reports submitted by the Internal Auditors and recommended to the management regarding proper and prompt resolution of the irregularities/issues stated therein.
- Reviewed the actions taken by the management for implementation of Audit Committee observations on issues deliberated in Audit Committee reports.
- The Committee placed its reports regularly to the Board for reviewing and monitoring the activities recommended on internal control system, compliance with rules and regulation of the regulatory bodies.
- The Committee reviewed relevant quarterly Financial Statements during the year under review and recommended to the Board for their approval.
- i) Based on the above review and discussion, the Audit Committee is of the view that the internal control and compliance procedures are adequate to present a true and fair view of the activities and financial status of the Company.

**Mohammad Mostafizur Rahman** 

Secretary of the Committee

Kamran Tanvirur Rahman Chairman of the Committee

James S. Golma

Dhaka, 25 October 2018



# Directors' Report to the Shareowners

For the year ended 30 June 2018

Under section 184 of the Companies Act 1994 and Corporate Governance Code as adopted on 3 June 2018 by Bangladesh Securities and Exchange Commission (BSEC).

It is a pleasure and privilege on the part of the Board of Directors to present herewith the Directors' and Auditors' Report together with the audited Financial Statements of Advanced Chemical Industries Limited for the financial year ended 30 June 2018.

#### Overview

Financial Year 2017-18 has been a challenging year for ACI. During 2017-18, Bangladesh Agriculture, where ACI has significant exposure, suffered due to severe and prolonged floods across various parts of the country. Moreover, the company faced an adverse macroeconomic environment which along with the effect of floods impacted the performance of the businesses negatively. However, ACI and its devoted workforce managed to increase the business by 18% over the previous year. This performance was the outcome of a superior commitment of our sales and marketing team propelled by efficient corporate services and factories. Most of the businesses contributed the growth of ACI.

Bangladesh economy grew by 7.9% in FY 2017-18 up from 7.3% growth in FY 2016-17 maintaining its momentum, supported by domestic and external demand. This strong growth was mainly triggered by industry and service sectors. Annual average CPI inflation decline to 5.8% in June 2018. Export grew by 5.8%, while import by 25.2% in FY 2017-18 up 11% from FY 2016-17. Remittance grew 17.9% during the same period. The current account deficit increased and reached 3.3% of GDP in FY 2017-18

up from almost 1% in FY 2016-17 due to a widening trade deficit.

Interest rates were significantly higher than last year. Exchange rate against US Dollar was unfavourable as well. Cost of raw material increased significantly. Transportation cost increased considerably. All these factors together increased the cost of doing business, which could not be compensated with corresponding price increase.

Macroeconomic environment was not as favourable as the last few years, but ACI continued to improve its market share and quality of sales across the businesses. Pharmaceutical business crossed major hurdles to set up a sales and distribution business in the US as well as strengthen its exports. Agribusiness developed satellite based mobile applications for better understanding of farm conditions to improve the agricultural output. Consumer Brands division improved the quality of its distribution and launched some popular products for the consumers. Retail division continued to grow and improve its supply chain. ACI primarily focused on improving the quality of business in each division during this economic climate.



# Health Care Division



ACI Pharmaceuticals business had attained a growth of 9.8% during the financial year 2017-18. According to IMS report, during this period ACI has grown by 8.3% against the market growth of 7.7%. For the last 5 years (2014-2018), CAGR of ACI is 19% whereas, the CAGR of market is 17.3%. Among the top 10 companies, ACI is one of the three companies to have gained market share during the last 5 years.

Avloclav 625

Paricel 20

Paricel 20

This outcome was the result of balanced growth of many brands across different therapeutic classes. ACI has grown faster compared to market growth in most of the therapeutic classes. Some significant areas of market share gain are anti-ulcerant, insulin, oral anti-diabetic, vitamins & minerals, anti-hypertensive, anti-asthmatic portfolios. ACI has enriched its product portfolio over time with sophisticated formulation technologies, recent & therapeutically advanced solutions, and widen physicians' choice to treat diseases. Among these biotech, insulin, bi-layer tablet, lyophilized products, hormone products, suppositories and effervescent formulations have earned a positive response from customers.

ACI expanded its product range through introduction of 15 new molecules in different

ACI is proud to introduce the most advanced insulin delivery system from Switzerland for the diabetic patients of Bangladesh







therapeutic classes. Most of these new launches have done well in the market. ACI is proud to introduce the most advanced insulin delivery system from Switzerland for the diabetic patients of Bangladesh.

There has been remarkable growth in export operations last year. ACI Pharma products have been exported to 4 new countries (Cote d'Ivoire, Timor Leste, Nepal, Georgia) and have received marketing authorizations for more than 69 products in different countries. ACI is continuing export of Hexicord for saving lives of newborns in Myanmar and Kenya.

With the vision to build up a healthy nation by providing quality products and creating hygiene awareness, ACI has organized nationwide hand sanitization campaigns with its newly introduced hand sanitizer–Cleangel. Medical professionals in this diverse field require to be updated regularly with modern information, techniques, methods and concepts to deal with issues and challenges they come across in the course of their daily clinical practice. To support this need, ACI has organized

programs with participation of 90,011 medical professionals. Evidence Based Medicine (EBM) is a treatment protocol that aims to optimize decision making by emphasizing the use of evidence from well-designed and well-conducted research. ACI and Evidence Based Clinical Practice Society of Bangladesh (EBCPSB) jointly organized workshop titled - "Professional Development Workshop on Evidence Based Clinical Practice". ACI also has conducted different types of hands on training in collaboration with Obstetrical and Gynecological Society of Bangladesh (OGSB). Through these collaborative programs, ACI continues to improve the quality of healthcare in Bangladesh.

Miragon 25





### Toiletries, Home Care & Hygiene

ACI Consumer Brands has a strong line of toiletry products that serve many household needs. Savlon is the heritage brand of ACI Toiletries, has various sub-categories including Soap, Hand Wash, Antiseptics Liquid and Cream, Hand Sanitizer and Wipes. Despite rising competition, Savlon ensured a steady growth in all of its sub-categories in the year 2017-2018. With 83% market share (As per MRB Household Data) in antiseptic category, Savlon secured the leading position in the market, with a growth of 14% in Antiseptic category, 9% in Bar Soap category, and 29% in Hand Wash category. The Toiletries portfolio grew by 18% over same period last year.

In FY 2017-2018, International Business experienced 16% sales growth. Colgate has maintained its strong presence in the market as the third strongest competitor. Low Calorie Sweetener Equal and Canderel expanded its product line by introducing new sucralose based products Canderel Sucralose Jar and Equal Sucralose Gold. Under the brand name of Equal, a new sweetener ingredient "Stevia" was introduced this year. Laser continues to serve the market through its blade and shaving product range to provide quality male grooming.

ACI has a leading Pest Control category. ACI Aerosol has a dominant 94.6% market share. ACI Mosquito Coil has also contributed in the coil market with 7.6% market share. On the other hand, the Non-Pest category has achieved a growth of 42% in Air Care and 25% in Toilet Care categories.

Hygiene category consists of Female Hygiene, Baby Hygiene and Protective Care categories. Freedom, the flagship brand of Sanitary Napkin, is one of the most successful and trusted brands under Female Hygiene category, and grew by 30%. Freedom Pregnancy Test Kits also performed well. Savlon Twinkle Brand was launched in March 2017 under Baby Hygiene category which includes Baby Diaper, Baby Feeder and Baby Wipes. Since the launch of Savlon Twinkle Baby

Diaper it has managed to create a substantial impact in the market through its quality and reliability. ACI Hygiene business is committed to a healthy Bangladesh by promoting hygienic lifestyle among the people.

#### **Electrical and Electronics**

ACI Electrical Business has continued its aggressive growth of 54% over last year.

The business is rapidly expanding along with the consumer demand through innovative product offerings. Notable among them are the IPS Bulb, Gang Switch and Sockets under the umbrella brand SPARKLE.

ACI Electronics representing world-renowned brand "Panasonic" and homegrown brand "SPARKLE", maintain its current sales and did not grow. Affiliation with some new international brands, continuous improvement in the existing product lines and improved customer service were the key factors contributing to this growth. Special focus has been given on B2B businesses by emphasizing on large corporate clients who demand high quality after-sales services.

#### **Paints**

The Paint Division attained a 98% sales growth over same period last year. During the year the business focused on creating a strong market base in the paint industry by increasing brand visibility and demonstrating our capabilities among the target customers. A new line of super-premium interior emulsion, Velvet Touch Pearl Glo was launched into the market as an image-driving brand. A dedicated team worked closely with reference groups including architects, engineers, contractors and painters, to establish our position among them and to work on landmark projects. Alongside the existing portfolio of Decorative Paints, one of the core strengths of



AkzoNobel is their Performance Coatings portfolio. This includes globally acclaimed Marine, Protective and Powder Coatings. The business is set to grow as we strengthen our distribution and launch high quality innovative products.

#### Salt

ACI Salt grew in volume but because of price drop de-grew by 3.4% over last year. ACI Pure Salt provides people with high quality, premium grade salt enriched with iodine. ACI Salt is processed through state-of-the-art Swiss technology, the most modern vacuum evaporation system which ensures 100% pure, crystal white, properly iodized and free flowing edible salt. Consequently, ACI Salt has been awarded 'Best Iodized Salt Mills Award - 2017' first prize in Vacuum Salt category based on brand awareness, brand image, iodization process, iodine retention, production process and work environment. ACI Pure Salt has won the 'Best Brand Award' for the seventh time in a row in the 'Salt' category.

#### Flour

ACI Flour provides a range of innovative products like Multigrain Atta, Brown Atta, Parata Maida and Suji Mix alongside the regular all-purpose flour. ACI Pure Brown Atta is the market leader in healthy Atta category. ACI Nutrilife Multigrain Atta is a special product that provide many health benefits. We continue to promote this range of products to doctors and health practitioners. Flour products are becoming more popular as people are diversifying their diet. Expertise in procurement, strong distribution channel, dedicated sales team, innovation in product lines, and creative market activities are the core competencies of the business to ensure continued contribution to the industry.

#### **Foods**

ACI Foods attained 6% sales growth in the year 2017-2018 over same period last year.

The business has successfully been able to establish a strong presence in the market through innovative product exhibits under its umbrella brands 'Pure', 'Fun' and 'Xtra Fun'. The Mixed Spices range was enriched with recipe based packs for making the cooking simpler. Fun brand was re-branded with the introduction of new Logo in the packaging of Crackers, Chanachur and Fried Peas. New range of cakes were launched under the new brand Xtra Fun produced from the state-of-the-art automated cake plant at Sirajganj. Extruder snacks were introduced in different tastes, shapes and packaging. The new and revamped products have already garnered a positive reception in the local market.

ACI Pure Rice and ACI Nutrilife Rice have been pioneering to set benchmark of quality and healthy rice for Bangladeshi consumers. With quality production, superior packaging and distribution excellence, the Company is successfully catering to the market with a large basket comprising of Minicate, Paizam, Zirashail, Nazirshail, Low GI, BR-28, BR-29, Chinigura and Kataribhog varieties of rice.

#### Edible Oils

ACI Edible Oil has registered 52% sales growth in the year 2017-2018 over last year.

The business has been operating under two homegrown brands, 'ACI Nutrilife Rice Bran Oil' and 'ACI Pure Soybean Oil and one imported brand, 'Le Blanc Premium Sunflower Oil. ACI Edible Oil promises to deliver high quality through an advanced quality control system. To cater the growing demand of health-conscious consumers, the business has established its own Rice Bran Oil refining plant at Naogaon in January 2018. ACI Nutrilife Rice Bran Oil is well recognized as the premium brand to health-conscious consumers and maintained the leading position in the rice bran oil market. This business is poised to grow, particularly in the premium segment of the edible oil market.

# **Agribusinesses Division**

### Crop Care and Public Health

2017-2018 was a distressful year for ACI Crop Care business. After several years of good weather in a row last year the weather was very erratic and unpredictable. Untimely and excessive rainfall caused loss of crops, harvesting difficulty and delay in sowing. Unusual variation in temperature caused damage to crops.

However, some results were satisfactory. The business maintained market leadership in Granular Insecticide and Herbicide categories, recording excellent growth. Granular grew by 24%, Herbicide grew by 21%, and Liquid insecticide category grew by 33%. Sulphur sales increased by 29%. Despite all these challenges, Crop Care turnover increased by 9%, a commendable achievement of the field force. ACI's strong distribution network has been further expanded for better penetration to reach crop care products to farmers in remote areas. The business worked with NGOs in remote char and hawor areas and helped in introducing appropriate agronomic practices to the local farmers.

further intensify the crop protection solutions across the country ACI Crop Care has collaborated with the flagship program of Digital Bangladesh - 'Access to Information Program - A2i'. This collaboration has opened 10000+ windows of opportunity for our products by promoting them to the Union Digital Centers (UDC) of A2i.

ACI Crop Care, with the mission of enriching the life of the farmers is aiming towards establishing a huge footprint in the crop protection industry by bringing new generation micro granule products which are low dosed, highly efficient and less toxic. The business strives to further the goal of environment-friendly sustainable agriculture.

#### Fertilizer

ACI Fertilizer achieved a 35% growth during the reported year 2017-2018. All the sub categories have contributed to accomplish this growth. The business has maintained leading position in Soil health and Micronutrients by ensuring good services to channel partners.

ACI Fertilizer enriched its portfolio with new innovative products. One noteworthy success was the launching of "Ratno" NPKS fertilizer that provides balanced support to the soil for sustainable agriculture. The business has introduced Ready-mix Soil, which has the prospect of creating a green movement among city dwellers. They have also initiated soil diagnosis services to create awareness and understanding among farmers.

ACI Fertilizer is working in collaboration with BRRI (Bangladesh Rice Research Institute) to develop eco-friendly organic fertilizer for paddy, to reduce the usage of TSP and Urea in agriculture. ACI Fertilizer is committed to ensure balanced plant nutrition for higher productivity and long term sustainable agriculture in Bangladesh.

#### Seed

ACI Seed attained a growth of 33% during the reported year 2017-2018.

ACI Seed has concentrated on hybrid product varieties. The business introduced a successful hybrid rice variety and a maize variety. In addition, nineteen vegetable crops have been launched. ACI Seed has attained a strong position in the commercial seed sector by selling approximately 4500 MT of hybrid and inbred rice seed.

ACI R&D has commercialized new varieties of vegetables and established an R&D facility for vegetable research at Gazipur. A Plant Tissue Culture Lab has been established for disease free potato seed production.

Seed germinator has been introduced to ensure the germination of seed during adverse weather conditions.

ACI Seed business has been working with International Rice Research Institute (IRRI) in a Public Private Partnership (PPP) project to develop modern varieties suitable for Bangladesh. The business has also entered into an agreement with Bayer Crop Science to sell a registered Boro rice variety. During this year, seed business has produced 71% of total marketed seeds through 7200 contract growers. ACI Seed is continuously striving to develop and deliver good quality seed to the farmers of Bangladesh.

#### **Motors**

The business has once again recorded a high growth of 46% in terms of revenue over same period last year. The business operates in three major areas, namely Agri-Machineries, Construction Equipment and Yamaha Motorcycles. All the business areas contributed to this remarkable performance.

By achieving an annual growth of 55%, ACI Motors Tractor brand Sonalika has been able to maintain the market leadership. ACI's Mini Combined Harvester performed well in the Agri-machineries portfolio. The business has added a brand new segment of construction equipment in its existing portfolio keeping in mind the construction boom in the country.

The motorcycle business has been very successful last year. In Yamaha Motorcycles, extensive customer engagement programs have been undertaken throughout the year to create awareness in the social media, and attract new customers through brand visibility. These programs include safe riding awareness campaign, Guinness World Record for Logo Creation through Motorcycle and Bike Carnival. A high quality customer centric service has been provided to create customer delight and loyalty through all of the business seaments.

ACI Motors is expanding rapidly in different areas of motor





#### Animal Health

ACI Animal Health business achieved 14% growth in 2017-2018.

The business operates under distinct portfolios of Cattle, Poultry, Animal Biologics and Aqua. The Cattle portfolio has grown by 22%. The Poultry portfolio of the business was, however, adversely affected by reduction of overall poultry population during the second half of the year coupled with the low price of poultry products.

In spite of the supply crisis of Animal Biologic Products, Aqua portfolio of the business attained a growth of 24%. This portfolio introduced Oloid technology in Bangladesh. We have also established digital lab for farmers. Concentration was given to improve fish productivity through direct communication with fish farmers, providing them with high quality technical services. ACI Animal Health is working to set up an artificial insemination in collaboration with the regulatory authorities of Bangladesh to develop the sector.

With the improvement of the poultry market situation and increased availability of vaccine products, ACI Animal Health is poised to contribute more to develop the Animal Health sector and reduce the per capita protein consumption gap in Bangladesh.

#### Agrolink

ACI Agrolink has achieved a growth of 95%. The business strives to provide market linkage opportunities for farm output. ACI Agrolink has expanded its horizon of business into food and non-food category. In food category, it has initiated trading in rice, egg, live chicken, pulses and jute. With an objective to add value to farmer's crop, the

company is also exploring opportunities in shrimp and other aquatic crops.

#### **Premiaflex Plastics**

During FY 2017-2018, Premiaflex Plastics grew by 23% over same period last year. The business is specialized in manufacturing and marketing of plastic products, flexible packaging, consumer plastics and other associated businesses.

Premiaflex Plastics has earned a high customer loyalty through the use of best quality raw materials and continuous development of innovative products. Its factory is equipped with state-of-the-art Quality Control Laboratory with 24 different quality testing equipments. The business has reduced the customer cost by eliminating the need for cylinders using new technology.

As part of technological extension, the business has introduced a Central Impression Flexographic printing which is very first of its kind in Bangladesh. Introduction of Lami Tube production and Label Sticker was also a contributing factor that enabled the business to enjoy distinct competitive advantage in the flexible packaging industry.

The business has expanded to premium category of consumer plastic products under its new business unit called "Consumer Engineering Plastics Limited (CEPL)". Soon after the launch CEPL, with its homegrown brand 'Premio Plastics' was able to win the trust of the trade partners through its superior design and quality. The business is on its way to gain market share through customer interactions, dealer engagement programs and marketing campaigns.





# Retail Chain Division

ACI Logistics, best known for its brand of retail superstores "Shwapno", is currently operating through its 73 outlets across the major urban areas of Bangladesh. With a market share of 47%, "Shwapno" has become the market leader of the modern trade industry.

Having outlets at every major location, Shwapno has become a household brand serving 35,000+ customers every day with a wide assortment of raw and packed food products, household items, daily necessities and fashion products.

Shwapno has entered into the e-commerce business in 2017 with the launch of Shwapno.com. With a steady growth the e-commerce business has now a coverage all around the Dhaka Metropolitan. ACI Logistics have also ventured in backward integration projects to work closely with the manufacturers and farmers around the country. Shwapno launched its first batch of Private Label Brands, which now includes 148 products in its assortment.

ACI Logistics, as the first retailer in South East Asia continues to work with Global G.A.P., the leading private sector body addressing the crucial objectives of ensuring safe, sustainable agriculture worldwide. With assistance of development partners, ACI Logistics had also been working closely with the farmers to improve crop traceability. This helps Shwapno to ensure safety in all stages of the supply chain, starting from the production process.

Being the market leader of the retail sector, Shwapno has continued to win the Best Brand award in the Retail Category by Kantar Millward Brown and Bangladesh Brand Forum for two consecutive years, 2016 and 2017. Shwapno has won two Gold awards for print and TVC category in the "Com Awards – 2017". It has also been recognised as a "Superbrand" by Superbrands Bangladesh. With these achievements and many more recognitions, Shwapno is on its course to establish itself as a powerful national brand capturing the hearts of thousands of consumers.





# Joint Venture Companies

### ACI Godrej Agrovet Private Limited

ACI Godrej Agrovet Private Limited is a 50:50 joint venture company of Advanced Chemical Industries Limited, Bangladesh and Godrej Agrovet Limited, India. ACI-GAPL is in the business of manufacturing and selling a variety of Animal feeds (Poultry, Aqua and Cattle feed) as well as Day Old Chicks (DOC). ACI-GAPL's innovative products are developed at "Nadir Godrej Centre for Animal Research and Development" and tested through many scientific field trials to deliver improved livestock yields in the areas of Poultry, Fishery and Cattle farming in a sustainable manner.

The poultry breeding business is modernized with full automation technology into environment controlled sheds (EC). The 1st phase has been completed with successful trial placement and 2nd phase project work is ongoing. ACI-GAPL is also planning to establish a state-of-the-art Research & Development Center locally in Bangladesh to add more value to the customers.

### Tetley ACI (Bangladesh) Ltd.

Tetley ACI (Bangladesh) Limited is a private company limited by shares and is a joint venture (50:50) between Advanced Chemical Industries (ACI) Limited and Tata Global Beverages Overseas Holdings Limited, UK. The principal activities of the Company are tea blending, packaging and selling in Bangladesh.

The Company continues to deliver a good growth in both revenue and margin over the past few years. For the year 2017-18 Tetley ACI (Bangladesh) Limited delivered 17% growth over last year which is more than double the category growth.

During the year, Tetley ACI (Bangladesh) Limited expanded its portfolio with a new launch 'TATA Tea Gold' which contains 15% imported Orthodox long tea leaves. These leaves open once inside Hot Water, releasing a natural aroma 'for a never before' cup experience. This reflects our commitment to give a world-class tea drinking experience to the Bangladeshi consumers.

#### Asian Consumer Care Private Limited

The company is a joint venture of Dabur International Limited and Advanced Chemical Industries Limited. The Company has been able to attain a net turnover of BDT. 1,380 Million in the financial year ended 31 March 2018. During the year under review, the company has commenced commercial production of Gulabari at a manufacturing location on the outskirts of Dhaka. Major focus was on distribution expansion, with improved results. The company has significantly improved its financial position through increase in gross margins.





#### Financial Results - ACI Limited

For the year ended 30 June 2018, total revenue of ACI Limited was Taka 21,387 million which was Taka 18,306 million for comparative year. The gross profit margin has reduced to 43.21% in the current year from 44.77% of last comparative year due to higher proportionate sale of low margin products. In the current year, operating profit was Taka 1,676 million and profit after tax (PAT) was Taka 1,317 million resulting into Earnings per Share Taka 27.33.

### Key Operating & Financial Information at Glance

The key operating and financial information for the year 2017-18 along with the preceding five and half years are presented below:

Figures are in million (BDT)

rigares are in minier (BB)							
Particulars	July 2017- June 2018	July 2016- June 2017	June 2016 (six month)	December 2015	December 2014	December 2013	December 2012
Net Turnover	21,387	18,306	7,941	14,567	12,319	10,684	9,680
Gross profit	9,242	8,196	3,561	6,262	5,171	4,258	3,590
Profit before tax	1,658	1,674	925	3,934	1,272	1,014	737
Profit after tax	1,317	1,244	680	3,184	951	764	545
Earnings per share (Taka)	27.33	25.80	15.51	72.72	24.02	22.27	19.11
Issued & paid capital	482	438	398	398	344	286	238
Shareowners' equity	14,300	12,992	11,949	11,715	6,607	5,637	5,081
Net asset per share (Taka)	296.66	269.54	299.96	294.08	192.09	197.23	213.73
Number of employees	9,053	8,364	7,275	7,090	6,930	4,955	4,560
Total contribution to National Exchequer	3,625	3,302	1,340	2,626	2,158	2,166	1,853

### Appropriation of profit

Considering the financial results of the company during the year and free reserve carried over and in line with following consistent dividend policy, the Directors recommended appropriation of net profit as follows:

Particular	2017-2018	2016-2017
Un-appropriated profit	8,554,066,771	7,828,397,708
Add: Net profit after tax	1,317,431,981	1,243,546,536
Total profit available for appropriation	9,871,498,752	9,071,944,244
Appropriation of profit:		
Interim dividend:		
Cash Dividend	-	298,775,468
Final Dividend Proposed:		
Cash Dividend	554,328,073	175,281,604
Stock Dividend	16,870,854	43,820,401
Less: Total dividend	571,198,927	517,877,473
Balance carried forward	9,300,299,825	8,554,066,771

With the balance carried forward and with future ploughing back of the profit, Directors are confident that company will be able to maintain prudent dividend policy in coming years.

#### Dividend

The Board of Directors is pleased to recommend cash dividend @115% i.e. Taka 11.50 per share and 3.5% as stock dividend for the year ended 30 June 2018 to those shareowners whose names would appear in the Share Register of Members of the Company or in the Depository list of CDBL on the Record Date which is 15 November 2018. During the period under review, no bonus share or stock dividend has been recomended by the Board of directors of the company as interim dividend.

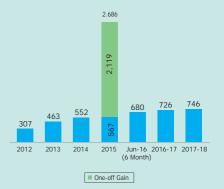
### Contribution to the National Exchequer

For the year ended 30 June 2018, the company contributed Tk. 3,625 million to the National Exchequer in the form of corporate tax, custom duty and Value Added Tax (VAT). This is equivalent to 16.95 Percent of the Company's net sales revenue for the year ended 30 June 2018.











### Cost of Goods Sold and Profit Margins

For the year ended 30 June 2018, cost of goods sold was Taka 12,145 million which was Taka 10,110 million for comparative year. This has been due to price hike of raw material in international market and adverse volume variance in various product mix. However, we have been able to generate gross profit margin of 43.21% (Taka 9,242 million) during the year ended 30 June 2018 as against 44.77% (Taka 8,196 million) during comparative year. Despite a growth in gross profit, the PAT percentage was 6.16% due to increased administrative, selling and distribution expenses and higher financing costs.

### Financial Results - ACI Group

For the year ended 30 June 2018, consolidated revenue was Taka 56,123 million which was Taka 47,668 million for comparative year. On the other hand, the consolidated gross profit margin has decreased to 28.27% in the current year from 29.59% of last comparative year due to price hike of raw materials, packing materials and finished goods in the global market. Moreover significant currency devaluation and adverse volume variance also impacted to a large extent.

In the current year, the consolidated operating profit was Taka 3,245 million and group PAT was Taka 517 million resulting into consolidated Earnings per Share Taka 10.73 in the current year.

# Related Party Transactions

All transactions with related parties are made on a commercial basis and the basis was the principle of "Arms Length Transaction". Details of related party transaction are disclosed in the Note - 40 of the Financial Statements.

## Disclosure on Significant Variation in **Annual Financial Statements**

As a stand-alone Company, ACI has a reasonable growth both in Revenue and Profit which is selfclarifiable from the Separate Profit or Loss Account. However, as a Group the Company has registered a significant de-growth in Consolidated Profit during the reported financial year as reflected in the Consolidated Profit or Loss statement. During the reported financial year, the Gross Margin has decreased to 69.78% from 70.43% due to price hike of raw materials of some of businesses especially pharmaceutical, crop care and packaging businesses. Several businesses of the Group are adversely affected by both external and internal events e.g. withdrawal of import duties led to huge importation of rice that impacted rice processing business, start-up cost of new product launch (baby diaper),

unfavourable product mix in pharmaceutical, Crop-care and public health businesses, initial set up and product development cost for HealthCare project. Besides, media spending, promotional campaign, intensive trade programmes for brand building and recruiting additional distribution cadets and incremental delivery cost for unfavourable conditions caused by severe and prolonged floods are major causes of higher operating cost that resulted into lower profitability. Moreover, profit share from joint ventures has become less than half of the profit for the same period last year due to adverse volume variance resulting from the de-growth of high contributing SKUs along with increased raw material prices which was not covered by increase in selling prices. In addition to the above, the Group incurs additional financing cost largely because of incremental working capital requirement to support Sales growth. Furthermore, upward movement of interest rate during the financial year reported and devaluation of local currency against foreign currency also contributed much to drain away current year's profit.

#### Consolidation of Accounts

Advanced Chemical Industries Limited (ACI Limited) has 14 (fourteen) subsidiary Companies. The financial statements of the subsidiary companies have duly been consolidated with ACI Limited as per requirements of the Companies Act-1994, Bangladesh Securities and Exchange Commission's guidelines and in line with the International Accounting Standards (IASs)/IFRSs adopted by Bangladesh. However, separate reports including the audited financial statements, auditors' and directors' report for all subsidiary companies are provided at the respective section of this report.

#### Segment-wise performance

Segment-wise performance has been shown in Note-7(ii) of the notes to the accounts of the financial statements.

#### Risk and Concern

The Company is aware of the different risks associated with doing business and is prepared to counter those risks through systematic approach. However, business may be affected by risks and uncertainties presently not known to us or that we currently believe to be immaterial. Financial risks management has been disclosed in the Note - 35 of the Financial Statements.

# Extraordinary Gain/Loss

No extra-ordinary gain or loss exists during the year as prescribed by the Bangladesh Financial Reporting Standards (BFRS).



#### Utilization of Proceed (Public Issue)

No proceed has been raised by the Company through public issue, right issue and any instruments during the year under review. And, the financial results of the Company have continued to grow as reflected in the annual financial statements of the Company.

#### Preparation and Fair Presentation of Financial Statements

The Financial statements prepared by the management of the Company present a true and fair view of Company's state of affairs, result of its operation and changes in equity and cash flows.

#### **Books of Accounts**

The books of accounts of the Company have been maintained in accordance with provisions of the Companies Act 1994.

#### **Accounting Policies**

Appropriate accounting policies consistently applied in preparation of the Financial Statements and that the accounting estimates are based on reasonable and prudent judgment.

#### Application of IASs or IFRSs to the **Financial Statements**

Bangladesh Accounting Standards (BASs) and Bangladesh Financial Reporting Standards (BFRSs) have been followed in preparation of the financial statements.

#### Internal Control

Internal Control Policies in ACI is designed to ensure operational efficiency, reliable financial reporting and sound governance within and outside the Company. Accordingly, the Board of Directors of the Company is of the opinion that the system of Internal Control is sound in design and has been effectively implemented and monitored.

#### Declaration/Certification of CEO & CFO

The declaration or certification by the Chief Executive Officer (CEO) and the Chief Financial Officer (CFO) to the Board of the Company as prescribed under the Codes of Corporate Governance issued by Bangladesh Securities and Exchange Commission is disclosed in Annexure - IV of this report.

#### Management Discussion & Analysis

The discussion and analysis duly signed by the Managing Director of the Company presenting, among others, the detailed analysis of the company's operations, financial position, performance, risk and concern, accounting policies & estimation to the financial statements any changes thereof have been disclosed in Annexure III of this report.

#### **Board of Directors**

The Board of Directors of the Company consist of 10 (Ten) members including 2 (two) Independent Directors. The majority of members of the Board are non-executive. The list and details of Directors are available under the 'Directors Profile' of this report.

#### Re-election of Directors

By operation of Article 120 of the Company's Articles of Association, Mrs. Najma Dowla, Mr. Waliur Rahman Bhuiyan, OBE and Mr. Golam Mainuddin retire by rotation at the 45th AGM and being eligible, offer themselves for re-election. The brief resume along with required information of the re-elected directors are available under the 'Directors Profile' of this report.

#### Appointment of Independent Director

Mr. Abdul-Muyeed Chowdhury and Mr. Juned Ahmed Choudhury have completed their 6-year term as Independent Directors of the Company on 28 May 2018. Accordingly, the Board of Directors of the Company has appointed Mr. Kamran Tanvirur Rahman and Mr. Adil Husain in their places as Independent Directors of the Company for an initial tenure of three years with effect from 29 May 2018 and 22 July 2018, respectively. Mr. Kamran Tanvirur Rahman has also been appointed as Chairman of the Audit Committee. The Board requested the shareholders to confirm the appointments at their 45th Annual General Meeting. The brief resume along with required information of the Independent Director is available under the 'Directors Profile' of this report.

#### Nomination and Remuneration Committee (NRC)

In compliance with the Corporate Governance Code, the Board of Directors of the Company in its meeting held on 25 October 2018 has constituted a Nomination and Remuneration Committee as a sub-committee of the Board with the following non-executives Directors:

Mr. Kamran Tanvirur Rahman. Chairman Independent Director

 Mr. Golam Mainuddin, Member Director

 Mr. Waliur Rahman Bhuiyan, Member Director

Mr. Monower Ahmed of 'Monower Associates', a reputed HR Specialist will act as the 'Advisor' to the NRC and Mr. Mohammad Mostafizur Rahman, the Company Secretary will act as the 'Secretary' of the NRC. A detailed Terms of Reference (ToR) of the NRC has also been approved by the Board. However, NRC policy, evaluation criteria and activities will be disclosed in the next annual report.

#### **Board Meeting & Attendance**

During the financial year 2017-2018, a total number of 5 (five) meetings of the Board of Directors were held to transact company's affairs. The Attendance record of the Directors are furnished in Annexure-I of this report.

#### Remuneration to Directors

During the year, the Company has paid a total of BDT 20,250/- as Board meeting attendance fees. The remuneration of Directors has been mentioned in Note - 30 and 40 (a) of the Financial Statements.

#### Shareholding Pattern

The pattern of shareholding as on 30 June 2018 of the Company as prescribed by the code of corporate governance issued by the Bangladesh Securities and Exchange Commission (BSEC) is furnished in Annexure-II of this report.

#### Minority (Non-Controlling) Interest

The Board of Directors ensures that the Company operates within the limit of its charter supported by the laws and codes of corporate governance with regard to the rights of its minority shareholders are protected from any direct or indirect abusive actions by, or in the interest of, the controlling shareholders. However, for contingency, there has been effective means of redress.

#### Appointment of Auditors

The existing Auditors of the Company, M/s. Hoda Vasi Chowdhury & Co., Chartered Accountants, retire at this Annual General Meeting on completion of their audit works for the year ended on 30 June 2018. They are, however, eligible for reappointment as per BSEC notification. M/s. Hoda Vasi Chowdhury & Co., Chartered Accountants, expressed their interest to be appointed as auditors of the Company for the FY 2018-2019 at a fee of Tk. 9,90,000/- plus VAT. Accordingly, Board recommends the appointment to the shareholders of the Company.

#### Increase of Authorized Share Capital

Considering the overall activities the Board of Directors of the Company decided to increase its Authorised capital from BDT 50,00,00,000 (Fifty Crore) to BDT 150,00,00,000/-(One Hundred Fifty crore) subject to the approval of shareholders in the ensuing general meeting and concern regulators. Necessary formalities or amendments of the Memorandum and Articles of Association of the company will be made in due course.

# Corporate Governance Compliance Status

ACI believes in sustainable business development

through quality assurance, customer focus, innovation, fairness, transparency and compliance, and continuous improvement for enriching the quality of life of the people. It has been the largest conglomerate in Bangladesh having multinational heritage and good corporate culture. Corporate Governance at its utmost has, therefore, long been practiced in ACI. However, the Board and management of the Company are committed to continuously strive for the highest standards and ethics in governance practices with a view to safeguarding the interest of its shareholders and innumerable stakeholders as well. In this connection, we are pleased to confirm that the Company has meanwhile complied with all the requirements under the Corporate Governance Code adopted by Bangladesh Securities and Exchange Commission. The compliance checklist for the year ended 30 June 2018 in this regard is appended in Annexure-V of the Directors' Report. However, the Corporate Governance Compliance Certificate as provided by M/s. Al-Muqtadir Associates, Chartered Secretaries, is also enclosed in Annexure-VI of this report.

#### Going Concern

The Board is of the opinion that the Company is indeed a going concern. This is recognized through appropriate enquiries and analyses, which establishes that the resources are adequate to support the operations and that sufficient business opportunities exist to justify the organization as a going concern and the Directors analyse the financial statements accordingly to ensure that. Accordingly, the Financial Statements are prepared on a going concern basis and there is no doubt, whatsoever, upon the Company's ability to continue as going concern.

# Corporate Social Responsibility (CSR)

ACI acknowledges that there is an interrelationship as well as inter-reliance between responsibility and commercial interest. The strategic objectives of the Company and social aspirations are intertwined and mutually inclusive, which could not be separated or isolated. In this context, the Board of ACI believes that good business is good development and vice versa. Accordingly, our relationship with the society at large is built on a partnership which strives to achieve common economic and social goals. Thus, CSR is a central function of ACI Group and the projects and programs under CSR are selected on the basis of their relevance to the Group business, as well as social necessities of Bangladesh. We are conscious of our responsibilities to manage a sustainable business organization and at the same time respect the social aspirations concerning us.



# The People of ACI

Our people are the most important part of the organization. Creating the right workplace has been a cornerstone for ACI. Developing a value based culture and creating a learning organization has been crucial for ACI's success.

Our values provide the guiding principles that allow for delegation, empowerment and decentralization. It fosters an environment of trust, collaboration and co-creation. We communicate these values in a variety of ways to make it operationally relevant to our people consequently strengthening the foundation of the company.

Many training programs were available to ACI employees throughout the year, leading to an upgradation of knowledge and skills. Network technology based training programs were also conducted, increasing our capacity to customize and retrain.

Several annual events were organized where people could share the ACI spirit. We had our 25th anniversary where we brought together Government leaders, business leaders, suppliers, media, bankers, well-wishers and employees to celebrate our journey. We tried to connect to the theme of "A bold new

Bangladesh". This reaffirms our sense of purpose and shed impetus for "our mission to improve the quality of life of people".

# Acknowledgements

The Board of Directors firmly believes that ACI has the necessary strengths, resources and commitments to further propel the Company to newer heights. The performance of the Company during the period under review, even with so many challenges confronted, demonstrates the resolve and determination of the Board and the employees in the Company. In this occasion, the Board expresses on record their appreciation to the partners of ACI, shareowners, suppliers, customers, bankers, media and all other well-wishers for their support and patronage to bring the company to this level. We value their continued support to fulfill our mission to improve the lives of people.

Finally, and most importantly, we, on behalf of the Board of Directors thank the employees of ACI in factories, depots, and offices, for their untiring efforts. They have worked hard, against all odds, uncertainties and adversities and built a stronger ACI that can create a greater positive impact on the quality of life of the people.

On behalf of the Board

Dr. Arif Dowla

Managing Director

Dhaka, 25 October 2018

Kamran Tanvirur Rahman Independent Director

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# শেয়ার মালিকদের নিকট পরিচালনা পর্যদের প্রতিবেদন

৩০ শে জুন ২০১৮ তারিখে সমাপ্ত অর্থবছরের জন্য

কোম্পানী আইনের ১৯৯৪ এর ১৮৪ ধারা এবং বাংলাদেশ সিকিউরিটিজ এন্ড এক্সচেঞ্চ কমিশন কর্তৃক ইস্যুকৃত কর্পোরেট গভার্নেন্স কোড অনুযায়ী।

# প্রিয় শেয়ারমালিকবৃন্দ,

আমরা অত্যন্ত আনন্দের সঙ্গে এডভাঙ্গড কেমিক্যাল ইন্ডাস্ট্রিজ লিমিটেডের পরিচালনা পর্যদের পক্ষ থেকে ৩০শে জুন ২০১৮ তারিখে সমাপ্ত অর্থবছরের নিরীক্ষিত আর্থিক বিবরণী সমূহ ও নিরীক্ষা প্রতিবেদনসহ পরিচালক মণ্ডলীর প্রতিবেদন আপনাদের বিবেচনার জন্য উপস্থাপন করছি।

# সামগ্রিক পর্যালোচনা

২০১৭-২০১৮ অর্থবছরটি এসিআই এর জন্য বেশ চ্যালেঞ্জিং বছর ছিল। এই বছরে এসিআই এর ব্যবসার গুরুত্বপূর্ণ খাত অর্থাৎ वाश्नारमस्भत कृषि ७ याशारयाश गुजञ्चाय रमरभत विভिन्न ज्ञारन मीर्घ বন্যার কারণে ব্যাপক ক্ষতিগ্রন্থ হয়। অধিকন্ত, দেশের সার্বিক অর্থনীতিতে প্রতিকূল পরিবেশ বজায় থাকায় কোম্পানীর ব্যবসায়ে বেশ নেতিবাচক প্রভাব পড়েছে। এতদসত্তেও, কোম্পানীর নিবেদিত-প্রাণ কর্মীগণ পূর্ববতী বছরের তুলনায় ১৮ শতাংশ প্রবৃদ্ধি অর্জনে সক্ষম হয়েছে। বিক্রয় ও বিপনণ কর্মীদের নিরলস প্রচেষ্টা ও সর্বোচ্চ কর্পোরেট পরিসেবার ফলে এটা সম্ভব হয়েছে। এসিআই এর অধিকাংশ ব্যবসাই প্রবৃদ্ধি অর্জন করেছে।

বাংলাদেশের অর্থনীতি আভ্যন্তরীন ও বহির্বিশ্বের চাহিদা মিটিয়ে ২০১৭-২০১৮ অর্থবছরে ৭.৯ শতাংশ প্রবৃদ্ধি অর্জন করেছে যা কিনা ২০১৬-২০১৭ অর্থবছরে ছিল ৭.৩ শতাংশ। শিল্প ও সেবা খাতের কারণেই এমন প্রবৃদ্ধি সম্ভব হয়েছে।

জুন ২০১৮ নাগাদ বার্ষিক গড় সিপিআই মৃদ্রাক্ষীতি ছিল ৫.৮ শতাংশ। অত্র অর্থবছরে রপ্তানি বেড়েছে ৫.৮ শতাংশ, আমদানী প্রবৃদ্ধি ২০১৬-২০১৭ অর্থবছরের (১১ শতাংশ) তুলনায় বেড়ে ২৫.২ শতাংশে উন্নীত হয়েছে। একই সময়ে রেমিটেন্স বেড়েছে ১৭.৯

শতাংশ। বাণিজ্য ঘাটতির জন্য চলতি হিসাবে ঘাটতি জিডিপি-র ২০১৬-২০১৭ অর্থবছরের ১ শতাংশ থেকে আরো বেড়ে ৩.৩ শতাংশে দাঁডিয়েছে।

সুদের হার পূর্ববর্তী বছরের তুলনায় বেশ বেশি ছিল। মার্কিন ডলারের বিপরীতে টাকার মানও ছিল অপেক্ষাকৃত কম। কাঁচামালের মূল্য ও পরিবহন খাতের খরচ অনেক বৃদ্ধি পেয়েছিল। এসব কারণে ব্যবসার সার্বিক ব্যয় অনেক বেড়ে যায় এবং পণ্যের মূল্য বৃদ্ধি করে যাহা সমন্বয় করা সম্ভব হয়নি।

সামষ্ট্রিক অর্থনৈতিক পরিবেশ বিগত কয়েক বছরের মত অনুকুল না থাকলেও এসিআই তার ব্যবসার বিক্রয় ও মার্কেট শেয়ার বৃদ্ধিতে সক্ষম হয়। ফার্মাসিউটিক্যালস্ বিজনেস অনেক চড়াই উৎরাই পেরিয়ে মার্কিন যুক্তরাষ্ট্রের বাজারে পণ্যের বিক্রয় ও বিপনণের সুযোগ সৃষ্টি করে এর রপ্তানী বাড়াতে সক্ষমতা অর্জন করেছে। কৃষিক্ষেত্রে সুউচ্চ প্রবৃদ্ধির লক্ষ্যে এগ্রিবিজনেস কৃষকদের বোধগম্য স্যাটেলাইট নির্ধারিত সফটওয়্যার উদ্ভাবন করেছে। কনজ্যুমার ব্র্যান্ড ভোক্তাদের সুবিধার্থে বিপনণ ব্যবস্থার যথাযথ উন্নতি করেছে এবং নতুন নতুন পন্য বাজারে এনেছে। রিটেইল চেইন বিজনেস সরবরাহ ব্যবস্থার উন্নয়নের পাশাপাশি প্রবৃদ্ধি ধরে রেখেছে। এসিআই ব্যবসায়ের সার্বিক ব্যবস্থার উন্নতি সাধনের লক্ষ্যে সাড়া বছর কাজ করেছে।

# হেলথ কেয়ার ডিভিশন

২০১৭-২০১৮ অর্থবছরে এসিআই ফার্মা ৯.৮ শতাংশ প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে। আইএমএস এর প্রতিবেদন অনুযায়ী রিপোর্টিং পিড়িয়ডে এসিআই ফার্মা ৮.৩ শতাংশ প্রবৃদ্ধি অর্জন করেছে যা পূর্বে ছিল ৭.৭ শতাংশ।

বিগত পাঁচ বছরে (২০১৪-২০১৮) বাজারের ১৭.৩ শতাংশের বিপরীতে এসিআই এর সিএজিআর ছিল ১৯ শতাংশ । বাজারের শীর্ষ ১০ কোম্পানীর ১ম তিনটির মধ্যে এসিআইও মার্কেট শেয়ার অর্জন করতে পেরেছে।

থেরাপিউটিক খাতের বিভিন্ন ব্রান্ডের সমন্বিত প্রবৃদ্ধির জন্যই এই ফলাফল নিশ্চিত হয়েছে। থেরাপিউটিক খাত বাজারের সাধারন প্রবৃদ্ধির তুলনায় ভাল প্রবৃদ্ধি অর্জন করেছে। বাজার প্রবৃদ্ধিতে এসিআই এন্টি-আলসার, ইনসুলিন, ওরাল এন্টি-ডায়াবেটিক, ভিটামিন ও মিনারেলস, এন্টি-হাইপারটেনসিভ ও এন্টি অ্যাজম্যাটিক পোর্টফোলিও উল্লেখযোগ্য ভূমিকা পালন করেছে। সময়ের সাথে সাথে এসিআই সবচেয়ে আধুনিক প্রযুক্তির মাধ্যমে এর পণ্য পোর্টফোলিও সমৃদ্ধ করে রোগ নিরাময়ে ফিজিসিয়ানদের সহায়তা করে যাচ্ছে। এর মধ্যে বায়োটেক, ইনসুলিন, বাই-লেয়ার ট্যাবলেট, লিয়োফিলাইজড প্রোডাক্টস, হরমোন প্রোডাক্টস, সাপোজিটরিস এবং এফারভিসেন্ট ফরমুলেশনস্ ভোক্তাদের মধ্যে আশানুরূপ সাড়া জাগিয়েছে।

এসিআই থেরাপিউটিক শ্রেণীতে ১৫টি নতুন মলিকিউলস উদ্ভাবনের মাধ্যমে এর প্রোডাক্ট রেঞ্জ বৃদ্ধি করেছে। নতুন পণ্যের বেশিরভাগই বাজারে ভাল করেছে। বাংলাদেশের ডায়াবেটিক রোগীদের জন্য



সুইজারল্যান্ড থেকে সবচেয়ে উন্নত ইনসূলিন ডেলিভারি সিস্টেম সংযোজিত করতে পেরে এসিআই গর্বিত।

গত বছরে রপ্তানী খাতে উল্ল্যেখযোগ্য প্রবৃদ্ধি অর্জিত হয়েছে। এসিআই ফার্মা ইতিমধ্যে ৪টি দেশ (আইভরিকোষ্ট, তিমুর, নেপাল ও জর্জিয়া) এ পণ্য রপ্তানি করেছে এবং প্রায় ৬৯টি পণ্য বিভিন্ন দেশে বাজারজাতকরনের অনুমতি লাভ করেছে। মায়ানমার ও কেনিয়াতে এসিআই নবজাতকের জীবন রক্ষাকারী হেক্সিকর্ড রপ্তানি অব্যাহত রেখেছে।

জাতীয় স্বাস্থ্য সুরক্ষার প্রত্যয়ে এসিআই ভাল মানের পণ্য বাজারে ছেড়েছে এবং হাইজিন সচেতনতা বৃদ্ধির জন্য দেশব্যাপী হ্যান্ড (সেনিটাইজার - ক্লিনজেলের মতো) স্যানিটাইজেশন ক্যাম্পেইনের উদ্বোধন করেছে। মেডিকেল প্রফেশনালদের প্রাত্যহিক জীবনে এর ব্যবহার নিশ্চিত করতে হলে তাদেরকে প্রতিনিয়ত আধুনিক তথ্য,

প্রযুক্তি বিষয়ে অবগত থাকতে হবে। এজন্য এসিআই ধারাবাহিকভাবে ১৮১০টি মেডিকেল শিক্ষা কার্যক্রম পরিচালনার মাধ্যমে প্রায় ৯০,০১১ জন মেডিকেল প্রফেশনালদের প্রশিক্ষন প্রদান করেছে। উন্নত গবেষনার মাধ্যমে বিভিন্ন আলামতের উপর নির্ভর করে অ্যাভিডেন্স বেইজড চিকিৎসা সেবার সিদ্ধান্ত গ্রহন অতীব গুরুত্বপূর্ণ। এসিআই ও 'অ্যাভিডেন্স বেইজড ক্লিনিক্যাল প্র্যাকটিস সোসাইটি অব বাংলাদেশ' যৌথ উদ্যোগে 'প্রফেশনাল ডেভেলপমেন্ট ওয়ার্কশপ অন অ্যাভিডেন্স বেইজড ক্লিনিক্যাল প্রাকটিস' শিরোনামে ওয়ার্কশপ আয়োজন করেছে। অবস্টেটরিক্যাল ও গাইনোকোলজিক্যাল সোসাইটি অব বাংলাদেশের সাথে এসিআই বিভিন্ন ধরনের হাতে কলমে প্রশিক্ষণের আয়োজন করেছে। বাংলাদেশের স্বাস্থ্য সেবার মান বৃদ্ধিতে এসিআই এই সব কর্মসূচী আয়োজন করে যাচ্ছে।

# কনজ্যুমার ব্র্যান্ডস্ ডিভিশন

# টয়লেট্রিজ, হোমকেয়ার ও হাইজিন

এসিআই কনজ্যমার ব্রান্ডের নানা রকম প্রসাধনী সামগ্রী রয়েছে যা মানুষের দৈনন্দিন চাহিদাপূরন করে থাকে। এসিআই এর ঐতিহ্যবাহী ব্র্যান্ড স্যাভলন এর রয়েছে বিভিন্ন ধরনের সাবান, হ্যান্ড ওয়াশ, এন্টিসেপটিক লিকুইড ও ক্রীম, হ্যান্ড স্যানিটাইজার ও ওয়াইপস সামগ্রী। ক্রমবর্ধমান প্রতিযোগিতার মধ্যেও স্যাভলন ২০১৭-১৮ অর্থবছরে তার প্রবৃদ্ধি ধরে রাখতে সক্ষম হয়েছে। বাজারের ৮৩% শেয়ার ধরে রাখার মধ্য দিয়ে (MAB হাউজহোল্ড ডাটা অনুযায়ী) এন্টিস্যাপটিক ক্যাটাগরীতে স্যাভলন বাজারের শীর্ষে। এন্টিস্যাপটিক ক্যাটাগরীতে ১৪%, বার সাবানে ৯% এবং হ্যান্ড ওয়াশে ২৯% প্রবৃদ্ধি অর্জিত হয়েছে। গত বছরের তুলনায় টয়লেট্রিজ পোর্টফোলিও ১৮% বৃদ্ধি পেয়েছে।

এসিআই এর আন্তর্জাতিক ব্র্যান্ডের পণ্য সরবরাহের ব্যবসায়ে এ বছর ১৬% বিক্রয় প্রবৃদ্ধি অর্জিত হয়েছে। কোলগেট বাজারে তৃতীয় শক্তিশালী প্রতিপক্ষ হিসেবে শক্ত অবস্থান ধরে রেখেছে। স্বল্প क्यात्नातित সুইটনার ইকুয়াল ও ক্যানদ্রিল এর পণ্য আরও বেশী প্রসারিত হয়েছে এবং একইসাথে সারক্লোস পণ্যে যুক্ত হয়েছে क्रानिष्ट्रिल সারক্লোস জার এবং ইকুয়াল সারক্লোস গোল্ড। ইকুয়াল ব্র্যান্ড নামের অধীনে সম্পূর্ণ নতুন উপাদানসমৃদ্ধ "ষ্টিভিয়া (Stevia)" বাজারে যাত্রা শুরু করেছে। ছেলেদের সোন্দর্য বৃদ্ধির জন্য লেজার (Laser) ব্র্যান্ড ব্লেড বাজারে ও শেভিং পণ্য সরবরাহ করে যাচ্ছে।

পেস্ট কন্ট্রোল ক্যাটাগরীতে এসিআই তার আধিপাত্য বজায় রেখেছে। এসিআই এ্যারোসল বাজারের ৯৪.৬% আয়ত্তে রেখেছে। কয়েল মার্কেটে এসিআই কয়েল ৭.৬% দখলে রেখেছে। ননপেষ্ট ক্যাটাগরীতে এসিআই দ্রুত গতিতে অগ্রসর হচ্ছে এবং এয়ার কেয়ারের ক্ষেত্রে ৪২%, টয়লেট কেয়ারের ক্ষেত্রে ২৫% প্রবৃদ্ধি অর্জন করেছে।

হাইজিন ক্যাটাগরীর ভেতর রয়েছে ফিমেল, বেবি এবং প্রোটেকটিভ কেয়ার পণ্য। স্যানীটারী ন্যাপকিনে ফ্লাগশিপ ব্র্যান্ড, ফ্রিডম ফিমেল হাইজিন ক্যাটাগরীতে গত বছর ৩০% প্রবৃদ্ধি অর্জন করেছে। ফ্রিডম প্রেগন্যান্সি টেষ্ট কিটও ভালো ব্যবসা করেছে। স্যাভলন টুইংকেল ব্র্যান্ড ২০১৭ সাথে বাজারে এসেছে বেবি হাইজিন ক্যাটাগরীতে। যার মধ্যে আরও রয়েছে বেবী ডায়াপার, বেবী ফিডার এবং বেবি ওয়াইপস। গুনগতমান এবং টেকসই হওয়ার কারনে সূচনালগ্ন থেকেই এটি বাজারে গুরুত্বপূর্ণ প্রভাব বিস্তার করতে সক্ষম হয়েছে। এসিআই হাইজিন ব্যবসা দেশের মানুষের স্বাস্থ্যকর জীবণযাত্রা নিশ্চিতের মাধ্যমে স্বাস্থ্যকর বাংলাদেশ গড়তে প্রতিশ্রুতিবদ্ধ।

# ইলেকট্রিক্যাল এবং ইলেকট্রনিক্স

এসিআই ইলেকট্রিক্যাল ব্যবসা পূর্ববর্তী বছরের তুলনায় ৫৪% বিক্রয় প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে।

ভোক্তাদের ক্রমবর্ধমান চাহিদার সাথে তাল মিলিয়ে নতুন নতুন পণ্য সংযোজনের মাধ্যমে ব্যবসার প্রসার ঘটিয়ে চলছে। স্পার্কল ব্র্যান্ডের মাধ্যমে এসিআই আইপিএস বাল্ব, গ্যাং সুইচ, সকেট এবং অন্যান্য ইলেকট্রনিক পণ্য বাজারে নিয়ে এসেছে।

এসিআই ইলেকট্রনিক্স বিশ্বখ্যাত ব্র্যান্ড প্যানাসনিক এবং দেশীয় ব্র্যান্ড স্পার্কেলের প্রতিনিধিত্ব করছে যা আলোচ্য বছরে আশানুরূপ প্রবৃদ্ধি অর্জনে সক্ষম হয়নি। নতুন কিছু আন্তর্জাতিক ব্র্যান্ডের সাথে যুক্ত হওয়া বিদ্যমান ব্র্যান্ডের উন্নয়ন, সম্ভোষজনক ভোক্তা সেবা প্রদানই এসিআই এর উন্নতির অন্যতম কারন। এছাড়াও বিটুবি ব্যবসায়ের ক্ষেত্রে টেকসই প্রবৃদ্ধি ধরে রাখার জন্য বড় কর্পোরেট ক্লায়েন্টদের সাথে ব্যবসায় বিশেষ গুরুত্ব প্রদান করা হয়েছে।



#### পেইন্টস

পেইন্টস ব্যবসা পূর্ববর্তী বছরের তুলনায় ৯৮% প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে। পেইন্টস শিল্পে শক্ত অবস্থান ধরে রাখার জন্য ব্র্যান্ডের দৃশ্যমান বিজ্ঞাপন এবং ভোক্তাদের আস্থা বৃদ্ধির জন্য কাজ করেছে। নতুন ইন্টেরিয়র ইমালশন Velvet Touch Pearl Glow বাজারে এসিআই এর ব্র্যান্ড ইমেজকে বৃদ্ধি করেছে। একদল নিবেদিত-প্রাণ কর্মী স্থাপত্যবিদ, প্রকৌশলী, ঠিকাদার এবং রাজমিদ্রীদের সাথে নিবিড়ভাবে কাজ করে যাচ্ছে যেন বৃহত্তর প্রজেক্টণ্ডলোতে আমাদের রং ব্যবহৃত হয়। AkzoNobel এর মূলশক্তি Decorative Paints গত বছরের দিতীয়ার্ধে Performance Coatings Portfolio তে বিশ্বব্যাপী সমাদৃত Marine, Protective এবং Powder Coating পণ্য যোগ করেছে। আমাদের বিপনণ ব্যবস্থাকে শক্তিশালী এবং বাজারে নতুন পণ্য যোগ করায় এই ব্যবসা আরও প্রসারিত হবে।

#### সল্ট

এসিআই সল্ট এর বিক্রয় ভলিউম বৃদ্ধি পেলেও দরপতনের কারণে বিক্রয় প্রবৃদ্ধি ৩.৪ শতাংশ হ্রাস পেয়েছে। এসিআই পিউর লবন উন্নত গুনগতমান এবং আয়োডিন সমৃদ্ধ লবন বাজারে সরবারহ করছে। সুইজারল্যান্ডের প্রযুক্তির মাধ্যমে এসিআই পিউর লবন প্রক্রিয়াজাতকরণ সম্পন্ন হয়। এই সর্বাধুনিক ভ্যাকুয়াম বাস্প ব্যবস্থা ১০০% বিশুদ্ধ, ক্রিস্টাল সাদা ও সম্পূর্ণ আয়োডিন সমৃদ্ধ লবন নিশ্চিত করে। এসিআই ভ্যাক্য়াম সল্ট ক্যাটাগরীতে "Best Iodized Salt Mills Award 2017" প্রথম স্থান অর্জন করেছে। এসিআই লবনের ব্রাভ সচেতনতা, ব্র্যাভ ইমেজ, আয়োডাইজড প্রক্রিয়া, উৎপাদন ব্যবস্থা এবং পরিবেশের কারণে এই পুরষ্কার লাভ করেছে। সপ্তমবারের মত ACI Pure Salt লবন ক্যাটাগরীতে "Best Brand Award" লাভ করেছে।

#### ফ্রাওয়ার

এসিআই ফ্লাওয়ার মাল্টিগ্রেইন আটা, ব্রাউন আটা, পরাটা, ময়দা এবং সুজি মিক্স এর মত পণ্য সরবারহ করে আসছে। স্বাস্থ্যসম্মত আটা ক্যাটাগরীতে এসিআই পিউর ব্রাউন আটা বর্তমানে বাজারের শীর্ষস্থান দখল করে আছে। এসিআই নিউট্রিলাইফ মাল্টিগ্রেইন আটা বহুবিধ স্বাস্থ্য সুবিধা প্রদানকারী একটি পণ্য। এসিআই আটা চিকিৎসক ও স্বাস্থ্য বিশেষজ্ঞগণ কর্তৃক ব্যাপকভাবে সমাদৃত হয়েছে। মানুষের খাদ্যাভ্যাস পরিবর্তন হওয়ার সাথে সাথে ফ্লাওয়ার প্রোডাক্টস এর জনপ্রিয়তা দিন দিন বেড়েই চলেছে।

কাঁচামাল ক্রয়ের সক্ষমতা, শক্ত বিতরণ ব্যবস্থা, নিবেদিত প্রাণ বিক্রয়

দল, উদ্ভাবনী পণ্য সম্ভার, নতুন এবং উৎসাহব্যাঞ্জক কর্মকান্ডের কারনেই ফ্লাওয়ার ইন্ডাষ্ট্রিতে এটি প্রতিযোগিতামূলক সুবিধা ধরে রাখতে সক্ষম হয়েছে।

#### ফুডস

২০১৭-২০১৮ অর্থবছরে এসিআই ফুডস গত বছরের তুলনায় ৬% বিক্রয় প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে।

'পিউর', 'ফান' ও 'এক্সট্রা ফান' ব্রান্ডের পণ্য সমূহ সফলভাবে বাজারে শক্তিশালী অবস্থান ধরে রাখতে পেরেছে। Mixed Spices'র রেসিপি ভিত্তিক পণ্যসমূহ রান্নাকে সহজতর করেছে। ক্রাকার্স, চানাচুর এবং ভাজা মটরের নতুন লোগো ও প্যাকেট উন্মোচনের মাধ্যমে ফান ব্রান্ড আবার নতুন করে বাজারে এসেছে। সিরাজগঞ্জে অবস্থিত স্বয়ংক্রিয় উৎপাদন কারখানায় তৈরী Xtra Fun ব্রান্ডের কেক বাজারে এসেছে। বিভিন্ন ধরনের আকৃতি, স্বাদ এবং প্যাকেট সমৃদ্ধ এক্সট্র্রুডার স্ন্যাকস এসিআই বাজারে এনেছে। নতুন ও আকর্ষণীয় পণ্য সামগ্রী স্থানীয় বাজারে ইতিমধ্যে সমাদৃত হয়েছে।

এসিআই পিউর রাইছ ও এসিআই নিউট্টিলাইফ রাইছ তার গুনগতমান ও স্বাস্থ্যকর উপাদানের জন্য বাজারে সকলের থেকে এগিয়ে আছে। গুনগতমান সম্পন্ন উৎপাদন, সর্বৎকৃষ্ট মোড়কীকরণ, সর্বোচ্চ সরবারহ, সঠিক দাম নির্ধারণের মাধ্যমে এসিআই মিনিকেট, পাইজাম, জিরাসাইল, নাজিরশাহী, Low GI, ইজ-২৮, ইজ-২৯, চিনিগুড়া, কাটারিভোগসহ চালের বাজারে নিজ অবস্থান ধরে রেখেছে।

#### এডিবল অয়েল

২০১৭-২০১৮ অর্থবছরে এসিআই এডিবল অয়েল গত বছরের তুলনায় ৫২% বিক্রয় প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে। নিজম্ব 'এসিআই নিউট্রিলাইফ রাইছ ব্র্যান অয়েল' ও 'এসিআই পিউর সয়াবিন অয়েল' ব্রান্ডের অধীনে এবং আমদানিকৃত ব্রান্ড Le Blanc Premium Sunflower Oil এর মাধ্যমে এই ব্যবসা পরিচালিত হচ্ছে। সঠিক মান নিয়ন্ত্রনের মাধ্যমে গুণগত মানসম্পন্ন পণ্য সরবরাহ করতে এসিআই এডিবল অয়েল প্রতিশ্রুতিবদ্ধ। ক্রমবর্ধমান চাহিদা ও স্বাস্থ্যসচেতন ভোক্তাদের কথা ভেবে এসিআই ২০১৮ সালের জানুয়ারীতে নওগাঁর মাধবপুরে নিজম্ব রাইস ব্র্যান অয়েল রিফাইনিং প্রান্ট স্থাপন করেছে। স্বাস্থ্যসচেতন ভোক্তাদের নিকট প্রিমিয়াম ব্র্যান্ড হিসাবে পরিচিত 'এসিআই নিউট্রিলাইফ রাইছ ব্র্যান অয়েল' বাজারে তার শীর্ষস্থান ধরে রেখেছে। ব্যবসাকে আরও সমৃদ্ধ করার জন্য এসিআই এডিবল অয়েল প্রতিশ্রুতিবদ্ধ।



#### এগ্রিবিজনেসেস ডিভিশন

#### ক্রপকেয়ার এন্ড পাবলিক হেলথ

২০১৭-২০১৮ সাল ছিল এসিআই ক্রপ কেয়ার ব্যবসার জন্য হতাশাব্যাঞ্জক। পরপর কয়েকবছর ভাল আবহাওয়া থাকার পর বিগত বছরের আবহাওয়া ছিল সম্পূর্ণ অননুমেয়। নির্দিষ্ট সময়ের আগে এবং অতিরিক্ত বৃষ্টিপাতের ফলে গত বছরে ফসলের হানি হয়েছে, চাষাবাদ ক্ষতিগ্রন্থ হয়েছে এবং একইসাথে বীজবপন বিলম্বিত হয়েছে। অনিয়মিত তাপমাত্রার পরিবর্তনের কারণে শস্যের ক্ষতি হয়েছে।

তদুপরি, কিছু ফলাফল ছিল সন্তোষজনক। দানাদার কীটনাশক ও ছত্রাকনাশক ক্যাটাগরিতে এসিআই ক্রপকেয়ার বাজারে শীর্ষস্থান ধরে রেখেছে এবং তাৎপর্যপূর্ণ প্রবৃদ্ধি অর্জন করেছে। উদাহরনম্বরূপ দানাদার কীটনাশক ও ছ্ত্রাকনাশক ক্যাটাগরি যথাক্রমে ২৪% ও ২১% প্রবৃদ্ধি অর্জন করেছে এবং তরল কীটনাশকের ক্ষেত্রে ৩৩% প্রবৃদ্ধি অর্জিত হয়েছে। সালফার বিক্রয় ২৯% বৃদ্ধি পেয়েছে। এসকল প্রতিকূলতা সত্ত্বেও ক্রপ কেয়ার ব্যবসা ৯% বৃদ্ধি পেয়েছে যা মাঠ পর্যায়ের কর্মীদের একটি সফলতা। এসিআই এর বিতরণ ব্যবস্থা আরও শক্তিশালী হয়েছে। যার মাধ্যমে গ্রামের কৃষকদের কাছ থেকে শস্য সংগ্রহ আরও সহজ হবে। এসিআই প্রত্যন্ত গ্রামের এনজিওদের সাথে চরাঞ্চলে কাজ করে যাচ্ছে এবং কৃষকদের সঠিক কৃষি পদ্ধতি ব্যবহারের সাথে পরিচিত করেছে। শস্য সুরক্ষার সমাধানকে আরও শক্তিশালী করার লক্ষ্যে ক্রপকেয়ার ডিজিটাল বাংলাদেশের অন্যতম वृह९ প্রোগ্রাম এ্যাকসেস টু ইনফরমেশন এ২আই এর সাথে যুক্ত হয়েছে। এই প্রোগ্রামের মাধ্যমে ১০,০০০ এরও বেশী ইউনিয়ন ডিজিটাল সেন্টারের (ইউডিসি) মাধ্যমে আমাদের পণ্য প্রসারের সুযোগ সৃষ্টি করেছে। এসিআই ক্রপ কেয়ার কৃষকদের জীবনমান উন্নয়নের জন্য শস্য সুরক্ষা শিল্পে তাৎপর্যপূর্ণ অবদান রাখতে বদ্ধপরিকর। শস্য সুরক্ষা শিল্পে উচ্চক্ষমতাসম্পন্ন, বিষহীন এবং ম্বল্পমাত্রায় কার্যকরী নতুন ধারার micro granule পণ্য সরবরাহে ক্রপ কেয়ার সচেষ্ট। নিরাপদ, পরিবেশ-বান্ধব ও টেকসই কৃষি উন্নয়নই এই ব্যবসায়ের অন্যতম লক্ষ্য।

#### ফার্টিলাইজার

২০১৭-২০১৮ অর্থবছরে এসিআই ফার্টিলাইজার গত বছরের তুলনায় ৩৫% বিক্রয় প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে। এই প্রবৃদ্ধি অর্জনে সব কটি ক্যাটাগরিই গুরত্বপূর্ণ ভূমিকা রেখেছে। সয়েল হেলথ প্রোডাক্ট এবং মাইক্রো নিউট্রিয়েন্ট ফার্টিলাইজার পরিবেশ বান্ধব ব্যবসা নিশ্চিতকরনের মাধ্যমে বাজারে তাদের শীর্ষস্থান ধরে রাখতে সক্ষম হয়েছে।

আধুনিক পদ্ধতি ও প্রযুক্তির মাধ্যমে উৎপাদিত শস্যের জন্য এসিআই ফার্টিলাইজার তার পোর্টফোলিওতে আরও পণ্য যোগ করেছে। এর

উল্লেখযোগ্য উদ্ভাবন ছিল "রত্ন (Ratno)" NPKS সার যা মাটিতে সারের সাম্যব্যবস্থা বজায় রাখার মাধ্যমে টেকসই কৃষি ও মাটির গুনাগুন ধরে রাখে। এসিআই রেডি মিক্স সয়েল বাজারে এনেছে যা শহুরে বাসিন্দাদের সবুজ পরিবেশ ধরে রাখতে সহায়তা করবে। মাটি পরীক্ষার সুবিধার অপর্যাপ্ততার কথা মাথায় রেখে এসিআই মাটি পরীক্ষা সেবা চালু করেছে এবং যা কৃষকদের মধ্যে সচেতনতা বৃদ্ধিতে সহায়ক ভূমিকা পালন করে।

কৃষিতে ইউরিয়া এবং ধানে টিএসপি সারের ব্যবহার কমানোর লক্ষ্যে এসিআই ফার্টিলাইজার BRRI (বাংলাদেশ রাইচ রিসার্স ইন্সটিটিউট) এর সাথে পরিবেশ বান্ধব বায়ো-অর্গানিক সার উৎপাদনের লক্ষ্যে কাজ করছে। ব্যালাসড প্লান্ট নিউট্রিশনের মাধ্যমে উৎপাদনশীলতা বৃদ্ধি তথা টেকসই কৃষি উন্নয়নে এসিআই ফার্টিলাইজার প্রতিজ্ঞাবদ্ধ।

#### সীড

২০১৭-২০১৮ অর্থবছরে এসিআই সীড আগের বছরের তুলনায় ৩৩% প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে।

এসিআই সীড বিভিন্ন হাইব্রীড পণ্যের দিকে মনোযোগ দিয়েছে। এই বছরে এসিআই নতুন ধরনের হাইব্রিড চাল ও একটি হাইব্রিড ভুটা বাজারে নিয়ে এসেছে। এছাড়াও সজির ১৯ প্রজাতির বীজ বাজারে ছাড়া হয়েছে। এসিআই সীড বেসরকারী বীজ বাজারে শীর্ষস্থান অর্জন করেছে এবং আনুমানিক ৪৫০০ মেট্রিক টন হাইব্রিড ও ইনব্রিড ধান বীজ বিক্রয় করেছে। এসিআই রিসার্চ এন্ড ডেভলপমেন্ট বাজারে নতুন ধরনের সবজি বাণিজ্যিকীকরণ করেছে এবং গাজীপুরের মাওনাতে রিসার্চ এন্ড ডেভলপমেন্ট সুবিধা সমৃদ্ধ একটি কেন্দ্র স্থাপন করেছে। রোগমুক্ত এবং জীবানুমুক্ত বীজ ব্যবস্থা প্রবর্তণের জন্য এসিআই একটি Plant Tissue Culture Lab ছাপন করেছে। এটি প্রতিকূল পরিবেশে এবং জীবানুমুক্তভাবে বীজের বেড়ে উঠার নিশ্চয়তা প্রদান করে থাকে।

বাংলাদেশের জন্য উপযোগী আধুনিক বীজ প্রবর্তনের জন্য এসিআই পাবলিক প্রাইভেট পার্টনারশীপ ব্যবস্থার মাধ্যমে International Rice Research Institute (IRRI) এর সাথে কাজ করে যাচ্ছে। নিবন্ধিত বোরো চাল প্রজাতি বিক্রয় করার জন্য এসিআই Bayer Crop Science এর সাথে চুক্তিবদ্ধ হয়েছে। এই সময়ে এসিআই সীড ৭২০০ চুক্তিবদ্ধ উৎপাদনকারীর মাধ্যমে সমগ্র বীজ ব্যবসা বাজারের ৭১% দখল করেছে। এসিআই সীড তার ভোক্তাদের গুনগত মান সম্পন্ন বীজ সরবারহ ও উৎপাদন করার জন্য প্রতিনিয়ত কাজ করে যাচ্ছে।



#### মটুরুস

এসিআই মটরস আলোচ্য বছরে ৪৬% বিক্রয় প্রবৃদ্ধি অর্জনের মধ্য দিয়ে উচ্চ প্রবৃদ্ধির ধারাবাহিকতা বজায় রেখেছে। এই ব্যবসা কৃষি যন্ত্রপাতি, নির্মাণ যন্ত্রপাতি ও ইয়ামাহা মোটরসাইকেল এই তিনটি প্রধান শাখায় কাজ করে। এই প্রবৃদ্ধিতে সবকটিই শাখাই তাৎপর্যপূর্ণ ভূমিকা রেখেছে।

বার্ষিক ৫৫% প্রবৃদ্ধি অর্জনের মধ্য দিয়ে এসিআই মটরের ট্রাক্টর ব্র্যান্ড সোনালিকা বাজারে নেতৃত্ব ধরে রাখতে সক্ষম হয়েছে। কৃষি যন্ত্রপাতি পোর্টফলিওতে এসিআই মিনি কম্বাইন হার্ভেষ্টার যুক্ত করেছে। দেশের নির্মাণ শিল্পের কথা মাথায় রেখে এসিআই মটরস তার বর্তমান পোর্টফোলিওতে নির্মাণ যন্ত্রপাতি শাখায় নতুন ব্র্যান্ড যুক্ত করেছে।

মোটরসাইকেল ব্যবসার জন্যও এ বছরটি ছিল অত্যন্ত সাফল্যজনক। ইয়ামাহা মোটরসাইকেল সচেতনতা বৃদ্ধির জন্য সামাজিক যোগাযোগ মাধ্যম ও ব্র্যান্ডের দৃশ্যমানতার মাধ্যমে বছরজুড়ে প্রচুর সংখ্যক ভোক্তা সম্পূক্তকরণ কার্যক্রম গ্রহণ করেছিল। এই কার্যক্রমের মধ্যে রয়েছে নিরাপদ সড়ক সচেতনতা অভিযান, মোটরসাইকেলের মাধ্যমে লোগো তৈরী করে গিনেস বিশ্বরেকর্ড সৃষ্টি এবং বাইক কার্নিভাল। ব্যবসায়ের সকল ক্ষেত্রে ভোক্তাকেন্দ্রিক কার্যক্রমের মধ্য দিয়ে ভোক্তাদের জন্য সর্বাধিক সন্তুষ্টি ও বিশ্বাসযোগ্যতা অর্জন করা হয়েছে। অসীম সম্ভাবনাকে সামনে রেখে এসিআই মটরস যানবাহন সংশ্রিষ্ট বিভিন্ন ব্যবসার দ্রুত প্রসার ঘটাচ্ছে।

#### এনিমেল হেলথ

২০১৭-২০১৮ অর্থবছরে এনিমেল হেলথ ব্যবসা ১৪% প্রবৃদ্ধি অর্জনে সক্ষম হয়েছে।

এই ব্যবসাটি চারটি পোর্টফলিও Cattle, Poultry, Animal Biologics এবং Aqua এর মাধ্যমে পরিচালিত হয়। কেটল পোর্টফলিওটি ২২% প্রবৃদ্ধি অর্জন করে। পোল্ট্রি পোর্টফলিও ব্যবসাটি গত বছরের দ্বিতীয়ার্ধে পোল্ট্রি সামগ্রীর মূল্য পতন এবং গবাদি পশু হ্রাসের কারণে মারাত্মক ভাবে ক্ষতিগ্রস্থ হয়।

এনিমেল বায়োলজিক পণ্যের দুষ্প্রাপ্যতা সত্ত্বেও একোয়া পোর্টফলিও ব্যবসাটি এ বছর পূর্ববর্তী বছরের তুলনায় ২৪% প্রবৃদ্ধি অর্জন করেছে। এই পোর্টফলিও বাংলাদেশে Oloid টেকনোলজি এবং কৃষকদের জন্য ডিজিটাল ল্যাব চালু করেছে। মৎস্যচাষীদেরকে সরাসরি কারিগরি সহায়তা এবং গ্রাহকসেবা প্রদানের মাধ্যমে মৎস্য উৎপাদন বৃদ্ধি ছিল এই ব্যবসার মূল লক্ষ্য। পশু স্বাস্থ্য সেক্টরের উন্নতির জন্য এনিমেল হেলথ ব্যবসা সরকারের সংশ্রিষ্ট নিয়ন্ত্রণকারী

সংস্থার সাথে কৃত্রিম প্রজনন কেন্দ্র স্থাপনের জন্য একযোগে কাজ করছে।

দেশের জনপ্রতি প্রোটিন স্বল্পতা দূরীকরণ এবং পশুস্বাস্থ্য খাতের উন্নতির জন্য এসিআই এনিমেল হেলথ বদ্ধপরিকর। এজন্য পশুখাত শিল্পের ক্রমোন্নতি এবং গবাদিপশুর টীকার সহজলভ্যতা অত্যন্ত জরুরী।

#### এগ্রোলিংক

এসিআই এগ্রোলিংক ৯৫ শতাংশ প্রবৃদ্ধি অর্জন করেছে। এগ্রোলিংক কৃষিপণ্য উৎপাদকের সাথে মধ্যবর্তী ও প্রান্তিক ভোক্তাদের একটি যোগসূত্র তৈরীতে গুরুত্বপূর্ণ ভূমিকা পালন করছে। এগ্রোলিংক তার ব্যবসায়িক পরিধি খাদ্যজাত ও অন্যান্য সামগ্রীতে বিস্তার লাভ করেছে। খাদ্যজাত দ্রব্যের মধ্যে চাল, ডাল, ডিম, মুরগী ইত্যাদি পণ্য এবং পাট সামগ্রী নিয়েও এগ্রোলিংক কাজ করে। কৃষকের উৎপাদিত পণ্যের সার্বিক মূল্য নির্ধারণে এগ্রোলিংক বর্তমানে চিংড়ি ও এ্যাকুয়াটিক পণ্যের ব্যবসার সুযোগ সৃষ্টি।

### প্রিমিয়াফ্লেক্স প্লাস্টিকস

২০১৭-২০১৮ অর্থবছরে পূর্ববর্তী বছরের তুলনায় প্রিমিয়াফ্লেক্স প্লাস্টিকস ব্যবসায়ে ২৩ শতাংশ প্রবৃদ্ধি অর্জিত হয়েছে। এই ব্যবসা মূলত ফ্লেক্সিবল প্যাকেজিং, কনজুমার প্লাস্টিক সহ অন্যান্য প্লাস্টিক পণ্য প্রস্তুত ও বাজারজাতকরণে নিয়োজিত। ২৪টি বিভিন্ন পর্যায়ের গুণগত মান নির্ধারণী পরীক্ষা সমৃদ্ধ প্রিমিয়াফ্লেক্স প্লাস্টিক এর রয়েছে একটি অত্যাধুনিক 'State-of-the-Art' গবেষণাগার। নতুন প্রযুক্তি ব্যবহারের মাধ্যমে এবং সিলিন্ডার পদ্ধতির অপসারণ করে এই ইউনিট ক্রেতাদের খরচ কমাতে সক্ষম হয়েছে।

কোম্পানী প্রযুক্তি সম্প্রসারনে বাংলাদেশে প্রথমবারের মত Central Impression Flexographic Printing পদ্ধতির উদ্বোধন করেছে। Flexible Packaging শিল্পে Lami Tube Production ও Label Sticker এর মাধ্যমে কোম্পানী প্রতিযোগীতামূলক বাজারে টিকে থাকতে সক্ষম হয়েছে।

কনজ্যমার ইঞ্জিনিয়ারিং প্লাস্টিক (সিইপিএল) নামক নতুন একটি ইউনিট স্থাপনের মাধ্যমে প্রিমিয়াম কোয়ালিটির পণ্য সামগ্রী উৎপাদন করছে। প্রিমিও প্লাস্টিক এর ব্যবসাতে সুন্দর সুন্দর ডিজাইনের সাথে প্রিমিয়াম পণ্য উৎপাদন করে ব্যবসায়িক অংশীদারদের আস্থা অর্জনে সক্ষম হয়েছে। বিভিন্ন প্রকার ডিলার এনগেজমেন্ট প্রোগ্রাম ও মার্কেটিং ক্যাম্পেইনের মাধ্যমে কোম্পানী প্লাস্টিক পণ্যের মার্কেট শেয়ার বাডানোর জন্য বদ্ধপরিকর।



## রিটেইল চেইন ডিভিশন

এসিআই লজিস্টিক্স এর ব্র্যান্ড সুপারস্টোর 'ম্বপ্ন' এখন বাংলাদেশের প্রধান শহরগুলোতে ৭৩ টি আউটলেটের মাধ্যমে ব্যবসা পরিচালনা করে আসছে। আধুনিক ট্রেড ইন্ডাষ্ট্রিজের 'স্বপ্ন' প্রায় ৪৭ শতাংশ মার্কেট শেয়ার নিয়ে শীর্ষে অবস্থান করছে।

বর্তমানে কাঁচা বাজারসহ হরেক রকমের খাদ্য সামগ্রী, সাংসারিক বিভিন্ন প্রকার দ্রব্যাদি, ফ্যাশন সামগ্রী সমাহারের মাধ্যমে প্রায় ৩৫ হাজারেরও বেশী ভোক্তা সাধারনকে প্রতিদিন সেবা নিশ্চিত করছে।

'ম্বপ্ন' ২০১৭ সালে ই-কমার্স সেবা shwapno.com এর মাধ্যমে চালু করেছে। ঢাকা মেট্রোপলিটন সিটির সর্বত্রই এই ই-কমার্স সেবা চালু আছে। দেশব্যাপী উৎপাদনকারী ও কৃষকদের সাথে সুসম্পর্ক উন্নয়নের মাধ্যমে এসিআই লজিস্টিক বাজারে তার উপস্থিতি মজবুত করেছে। ১৪৮ টি নতুন পণ্যের সমাহারে 'স্বপ্ন' প্রথম ধাপে প্রাইভেট লেবেল ব্র্যান্ডস উদ্বোধন করেছে। দক্ষিণ পূর্ব এশিয়ার বৃহত্তর

রিটেইলার হিসেবে এসিআই লজিস্টিকস বিশ্বব্যাপী টেকসই নিরাপদ কৃষির অগ্রযাত্রা অব্যাহত রাখার প্রত্যয়ে বেসরকারী খাতের সর্ববৃহৎ ও নেতৃস্থানীয় সংস্থা G.A.P এর সাথে কাজ করছে। ফসলের সহজলভ্যতা নিশ্চিতে ও কৃষকদের উন্নতির লক্ষ্যে এসিআই লজিস্টিক্স উন্নয়ন সহযোগী সংস্থার সাথে নিবিড়ভাবে কাজ করে যাচ্ছে। এটাই 'ম্বপ্ল'কে উৎপাদন প্রক্রিয়া থেকে শুরু করে সরবরাহ মাধ্যমের সকল ক্ষেত্রে নিরাপত্তা নিশ্চিতে সহায়তা করেছে।

খুচরা বাজারের শীর্ষে অবস্থানকারী হিসেবে 'স্বপ্ন' পরপর দুই বছর অর্থাৎ ২০১৬ ও ২০১৭ সালে 'কান্তার মিলওয়ার্ড ব্রাউন' ও 'বাংলাদেশ ব্র্যান্ড ফোরাম' কর্তৃক 'বেস্ট ব্র্যান্ড' পুরন্ধার অর্জন করেছে। Com Award-২০১৭ এ 'স্বপ্ন' এর প্রিন্ট ও TVC খাতে দুটি স্বর্ণপদক অর্জন করেছে। সুপারব্যান্ড বাংলাদেশ কর্তৃক 'সুপারব্যান্ড' পুরষ্কার 'স্বপ্ন' অর্জন করেছে। এই সকল অর্জনের মধ্য দিয়ে 'স্বপ্ন' হাজার হাজার ভোক্তা সাধারনের হৃদয় জয় করে দেশের অন্যতম শক্তিশালী ব্র্যান্ড এ পরিনত হচ্ছে।

# JOINT VENTURE কোম্পানী সমূহ

#### এসিআই গোদরেজ এ্যাগ্রোভেট প্রাইভেট লিমিটেড

এসিআই গোদরেজ এগ্রোভেট প্রাইভেট লিমিটেড সম-অংশিদারীত্বের ভিত্তিতে এডভান্সড কেমিক্যাল ইন্ডাস্ট্রিজ লিমিটেড, বাংলাদেশ ও গোদরেজ এ্যাগ্রোভেট প্রাইভেট লিমিটেড, ভারত এর যৌথ উদ্যোগে প্রতিষ্ঠিত একটি কোম্পানী। কোম্পানীটি সব ধরেনের পশু খাদ্য (পোলট্রি, এ্যাকুয়া, ক্যাটল ফিড) ও একদিনের মুরগীর বাচ্চা উৎপাদন ও বিক্রয় ব্যবসার সাথে সম্পুক্ত। 'নাদির গোদরেজ সেন্টার ফর এনিমেল রিসার্চ এন্ড ডেভেলপমেন্ট' কেন্দ্রে কোম্পানীর উদ্ভাবিত পণ্য মাঠ পর্যায়ে বৈজ্ঞানিক পরীক্ষার মাধ্যমে বাজারজাত করা হয়। যার মূল লক্ষ্য পশু সম্পদ উন্নয়নে হাঁস-মুরগী, মাছ ও গবাদি পশুর টেকসই উন্নয়ন।

পোন্ট্রি ব্রিডিং ব্যবসাকে আরও আধুনিকায়ন করতে শেডগুলোকে পরিবেশবান্ধব স্বয়ংক্রিয় শেডে রূপান্তর করা হচ্ছে। সফল ট্রায়াল প্লেসমেন্টের মাধ্যমে প্রথম ধাপ শেষ করে দ্বিতীয় ধাপের কাজ শুরু হয়েছে। এছাড়াও, এসিআই-জিএপিএল ক্রেতা সাধারনকে উন্নত মানসম্পন্ন পণ্য সরবরাহের লক্ষ্যে স্থানীয়ভাবে বাংলাদেশে একটি স্টেট-অব-দি-আর্ট রিসার্চ এন্ড ডেভেলপমেন্ট সেন্টার প্রতিষ্ঠার উদ্যোগ নিয়েছে।

# টেটলি এসিআই (বাংলাদেশ) লিমিটেড

টেটলি এসিআই (বাংলাদেশ) লিমিটেডও সম-অংশিদারীত্বের ভিত্তিতে এডভান্সড কেমিক্যাল ইন্ডাস্ট্রিজ লিমিটেড, বাংলাদেশ এবং টাটা গ্লোবাল বেভারেজ ওভারসীজ হোল্ডিংস লিমিটেড, ইউকে এর যৌথ উদ্যোগে প্রতিষ্ঠিত একটি প্রাইভেট কোম্পানী। এই কোম্পানী চা উৎপাদন, মোড়কীকরণ ও বিক্রয় ব্যবসায়ে নিয়োজিত।

কाम्लानीिं दिन कराक वहत धरत ताज्य क्षेत्रक्तित लामालािंग पार्जिन উন্নয়নের ধারাবাহিকতা বজায় রেখেছে। ২০১৭-২০১৮ সালে টিএবিএল পূর্ববর্তী বছরের তুলনায় ১৭ শতাংশ প্রবৃদ্ধি অর্জনে সক্ষম হয়েছে যা খাতওয়ারী প্রবৃদ্ধি হিসেবে প্রায় দিগুন।

উল্লেখিত বছরে টেটলি-এসিআই 'টাটা টি গোল্ড' নামে নতুন চা পাতা বাজারে প্রবর্তনের মাধ্যমে এর পোর্টফোলিওকে আরও সমৃদ্ধ করেছে। এই চা তৈরীতে ব্যবহৃত উপকরনের প্রায় ১৫ শতাংশই আমদানীকৃত আদি দীর্ঘ চা পাতা। টাটা টি গোল্ড চা পাতা গরম পানির কাপে ছাড়ার সঙ্গে সঙ্গে ন্যাচারাল ফ্লেভার সমৃদ্ধ নতুন ও সতেজ চা পানের অনুভূতি জাগ্রত করে। এভাবেই, টেটলি-এসিআই বাংলাদেশের চা পিপাসুগনকে বিশ্বমানের চা সরবরাহে প্রতিশ্রুতিবদ্ধ।

# এশিয়ান কনজ্যুমার কেয়ার প্রাইভেট লিমিটেড

ডাবর ইন্টারন্যাশনাল লিমিটেড, ভারত এবং এডভান্সড কেমিক্যাল ইভাস্ট্রিজ লিমিটেড, বাংলাদেশ এর যৌথ উদ্যোগে এশিয়ান কনজ্যমার কেয়ার প্রাইভেট লিঃ পরিচালিত হচ্ছে। ৩১শে মার্চ ২০১৮ইং তারিখে সমাপ্ত আর্থিক বছরে কোম্পানীটি ১.৩৮০ মিলিয়ন টাকা বিক্রয় লক্ষ্যমাত্রা অর্জন করে।

চলতি বছরে ঢাকার উপকর্ষ্ঠে কোম্পানীটি বানিজ্যিকভাবে "ওডোফ্রেশ" এর উৎপাদন শুরু করেছে। এ বছরের অন্যতম অর্জন ছিল বাজারজাতকরন ব্যবস্থার সম্প্রসারনের মাধ্যমে ভাল ফলাফল অর্জন করা। এরই ধারাবাহিকতায় কোম্পানীটি এর গ্রস মার্জিন বৃদ্ধির মাধ্যমে আর্থিক অবস্থার উল্লেখযোগ্য উন্নতি করতে সক্ষম হয়েছে।



#### আর্থিক ফলাফল - এসিআই লিমিটেড

৩০শে জুন ২০১৮ সালে সমাপ্ত অর্থ বছরে এসিআই লিমিটেড এর নীট বিক্রয় ছিল ২১.৩৮৭ মিলিয়ন টাকা যা পূর্ববর্তী অর্থ বছরে ছিল ১৮.৩০৬ মিলিয়ন টাকা। কম মার্জিন সম্পন পণ্য অধিক হারে বিক্রয়ের কারণে ২০১৭-২০১৮ অর্থ বছরে এস মুনাফার হার ব্রাস পেয়ে ৪৩.২১% হয়েছে যা পূর্ববর্তী অর্থ বছরে ছিল ৪৪.৭৭%। আলোচ্য অর্থ বছরে পরিচালন মুনাফা ১,৬৭৬ মিলিয়ন টাকা এবং কর পরবর্তী মুনাফা ১,৩১৭ মিলিয়ন টাকা যার ফলশ্রুতিতে শেয়ার প্রতি আয় (ইপিএস) হয়েছে ২৭.৩৩ টাকা।

#### এক নজরে মুখ্য পরিচালনগত ও আর্থিক তথ্য

২০১৭-১৮ অর্থ বছর সহ কোম্পানীর বিগত পাঁচ বছরের মুখ্য পরিচালনগত ও আর্থিক তথ্যাদি নিম্নে প্রদর্শন করা হলোঃ

মিলিয়ন টাকায়

বিবরণ	জুলাই ২০১৭ - জুন ২০১৮	জুলাই ২০১৬ - জুন ২০১৭	জুন ২০১৬ (ছয় মাস)	ডিসেম্বর ২০১৫	ডিসেম্বর ২০ <b>১</b> ৪	ডিসেম্বর ২০ <b>১৩</b>	ডিসেম্বর ২০১২
নীট বিক্রয়	২১,৩৮৭	४७,७०५	4,88	১৪,৫৬৭	४२,७५५	३०,७৮८	৯,৬৮০
মোট গ্ৰস মুনাফা	৯ ,২৪২	৮,১৯৬	৩,৫৬১	७,२७२	<i>د</i> ۹۷, ه	8,२৫৮	৩,৫৯০
কর পূর্ববর্তী মুনাফা	১,৬৫৮	১,৬৭৪	৯২৫	৩,৯৩৪	১,২৭২	860,6	৭৩৭
কর পরবর্তী মুনাফা	१८७,८	\$,২88	৬৮০	9,568	১৫১	998	<b>686</b>
শেয়ার প্রতি আয় (টাকা)	২৭.৩৩	২৮.৩৮	<b>69.96</b>	9২.9২	<b>२8.०२</b>	२२.२१	28.32
ইস্যুকৃত ও পরিশোধিত মূলধন	8৮২	৪৩৮	৩৯৮	৩৯৮	৩88	২৮৬	২৩৮
শেয়ার মালিকদের ইকুইটি	\$8,000	১২,৯৯২	४८, ८८	32,936	৬,৬০৭	৫,৬৩৭	6,063
শেয়ার প্রতি নীট সম্পদ (টাকা)	২৯৬.৬৬	২৬৯.৫৪	২৯৯.৯৬	২৯৪.০৮	४०.५४८	১৯৭.২৩	२५७.१७
কর্মচারীদের সংখ্যা	৯,০৫৩	৮,৩৬৪	٩,২٩৫	৭,০৯০	৬,৯৩০	8,৯৫৫	8,660
জাতীয় রাজম্ব আয়ে অবদান	৩,৬২৫	৩,৩০২	5,080	২,৬২৬	4366	২,১৬৬	3,560

মুনাফা বন্টনঃ ২০১৭-২০১৮ অর্থ বছরের এর ফলাফল পর্যালোচনা, ফ্রি রিজার্ভ এবং ধারাবাহিক লভ্যাংশ নীতি অনুসরণের আলোকে পরিচালনা পর্যদ নীট মুনাফার নিম্নলিখিত বন্টন সুপারিশ করেছেনঃ

বিষয়	२०১१-२०১৮	২০১৬-২০১৭
অবন্টিত মুনাফা	৮,৫৫৪,০৬৬,৭৭১	৭,৮২৮,৩৯৭,৭০৮
যোগঃ কর-পরবর্তী মুনাফা	८४४, ८७८, १८७, ८	3,280,086,00
সর্বমোট বন্টনযোগ্য মুনাফা	३,४१, ४४८, ८१४, ६	३,०१३,४८८,४८०,४
মুনাফা বন্টনঃ অন্তর্বতীকালীন লভ্যাংশঃ		
নগদ লভ্যাংশ	8.	২৯৮,৭৭৫,৪৬৮
চূড়ান্ত প্রস্তাবিত লভ্যাংশঃ		
নগদ লভ্যাংশ	<i>©</i> P0, <i>4\$0</i> , 899	३१৫,२৮১,७०८
স্টক লভ্যাংশ	४७४,०१४,७४८	80,520,803
বিয়োগঃ সর্বমোট লভ্যাংশ	१९८, ४८१ (८१७	<i></i>
অবন্টিত মুনাফা স্থিতি	৯,৩০০,২৯৯,৮২৫	৮,৫৫৪,০৬৬,৭৭১

এ বছরের স্থিতি এবং আগামীতে মুনাফা অর্জনের মাধ্যমে ধারাবাহিক লভ্যাংশ নীতি বজায় রাখতে পারবে বলে পরিচালনা পর্ষদ আস্থাশীল।

লভ্যংশঃ ৩০শে জুন ২০১৮ তারিখে সমাপ্ত বছরের জন্য পরিচালনা পর্যদ আনন্দের সাথে লভ্যাংশ হিসেবে ১১৫% নগদ লভ্যাংশ (অর্থাৎ শেয়ার প্রতি ১১.৫ টাকা) এবং ৩.৫% স্টক লভ্যাংশ প্রদানের সুপারিশ করেছে। রেকর্ড ভেট, অর্থাৎ ১৫ নভেমর ২০১৮, যে সকল সম্মানিত শেয়ার মালিকগণের নাম কোম্পানীর সদস্যদের শেয়ার রেজিস্টার বা সিডিবিএল এর ডিপোন্ধিটরিতে অন্তর্ভুক্ত ছিল, তারা এই চুডান্ত লভ্যাংশ পাওয়ার যোগ্য হিসেবে বিবেচিত। আলোচ্য অর্থ বছরে কোম্পানীর পরিচালনা পর্যদ অন্তর্বতীকালীন লভ্যাংশ হিসেবে কোন বোনাস শেয়ার বা স্টক ডিভিডেন্ড সুপারিশ করেনি।

জাতীয় রাজস্ব আয়ে অবদানঃ ৩০শে জুন ২০১৮ তারিখে সমাপ্ত অর্থ বছরে কোম্পানী আয় কর, আবগারি শুল্ক এবং মূল্য সংযোজন কর বাবদ মোট ৩.৬২৫ মিলিয়ন টাকা জাতীয় কোষাগারে জমাদান করেছে ; যা উল্লেখিত সমাপ্ত বছরের নীট বিক্রয়লব্ধ আয়ের ১৬.৯৫%।

#### বিক্রিত পণ্যের ব্যয় এবং মুনাফার হার

৩০শে জন ২০১৮ তারিখে সমাপ্ত অর্থ বছরে বিক্রিত পণ্যের ব্যয় হয়েছে ১২.১৪৫ মিলিয়ন টাকা যা পর্ববর্তী অর্থ বছরে ছিল ১০.১১০ মিলিয়ন টাকা। কাঁচামালের মল্য তলনামূলকভাবে বেশী থাকায় এবং নিম্নমার্জিন সম্বলিত পণ্যের অধিক মিশ্রণের ফলে তুলনামূলক বিক্রিত পণ্যের ব্যয় বেডেছে। এর কারণে, গ্রস মূনাফার হার ব্রাস পৌয়ে দীড়িয়েছে ৪৩.২১% (৯.২৪২ মিলিয়ন টাকা) যা পূর্ববর্তী অর্থ বছরে ছিল ৪৪.৭৭% (৮.১৯৬ মিলিয়ন টাকা)। উল্লেখিত অর্থ বছরে গ্রস মুনাফার হার হাস পেয়ে কর পরবর্তী মুনাফার হার ৬.১৬% যার কারণ মলতঃ অধিক পরিচালন ব্যয়, বিক্রয় ও বিতরণ সংক্রান্ত খরচ এবং অর্থায়ন খরচ।

#### আর্থিক ফলাফল - এসিআই গ্রুপ

৩০শে জুন ২০১৮ তারিখে সমাপ্ত অর্থ বছরে কনসলিডেটেড বিক্রয় ছিল ৫৬ ১২৩ মিলিয়ন টাকা যা পূর্ববর্তী অর্থ বছরে ছিল ৪৭.৬৬৮ মিলিয়ন টাকা। পক্ষান্তরে, কনসলিভেটেড এস মুনাফার হার আলোচ্য আর্থিক বছরে কমে দাড়াঁয় ২৮.২৭% যা পূর্ববর্তী বছরে ছিল ২৯.৫৯%। যার কারণ মূলতঃ আন্তর্জাতিক বাজারে কাঁচামালের মূল্য প্রাকেজিং ব্যয় ও পণ্যের মূল্য বৃদ্ধি। এছাড়াও টাকার অবমূল্যায়ন ও কম মুনাফাসম্পন্ন পণ্য অধিক বিক্রয়ও প্রধান কারণগুলোর মধ্যে একটি। আলোচ্য অর্থ বছরে কনসলিভেটেড অপারেটিং মুনাফা ছিল ৩.২৪৫ মিলিয়ন টাকা এবং কর পরবর্তী মুনাফা ছিল ৫১৭ মিলিয়ন টাকা যার ফলশ্রুতিতে কনসলিভেটেড শেয়ার প্রতি আয় (ইপিএস) হয়েছে ১০.৭৩ টাকা।



#### সংশ্লিষ্ট পক্ষগুলোর সকল লেনদেন

সংশ্রিষ্ট পক্ষগুলোর সাথে সব লেনদেন বাণিজ্যিক ভিত্তিতে করা হয়েছে এবং এর ভিত্তি ছিলু "Arms\_Length Transaction" । সংশ্লিষ্ট পক্ষের লেনদেনের বিস্তারিত তথ্য আর্থিক বিবরণীর নোট-৪০-এ প্রকাশিত হয়েছে।

#### বার্ষিক আর্থিক বিবরণীর মধ্যে উল্লেখযোগ্য পার্থক্য

স্বতন্ত্র কোম্পানী হিসেবে এসিআই লিমিটেড এর মোট বিক্রয় ও মুনাফা উভয়ই যৌক্তিক হারে বৃদ্ধি পেলেও সম্মলিতভাবে অর্থাৎ কনসলিডেটেড মুনাফার পরিমান হাস পেয়েছে। পূর্ববর্তী বছরের তুলনায় আলোচ্চ বছরে গ্রস মুনাফার হার ৭০.৪৩ শতাংশ থেকে হ্রাস পেয়ে ৬৯.৭৮ শতাংশ। মূলতঃ আন্তর্জাতিক বাজারে ঔষধ, ক্রপকেয়ার ও প্যাকেজিং সামগ্রির কাঁচামালের মূল্য বৃদ্ধিই এই মূনাফা হ্রাসে অন্যতম কারণ। এছাড়াও, গ্রুপের কতিপয় ব্যবসা আ্ভাঞ্চরীন ও বাহ্যিক কারণ দ্বারা বিরূপভাবে প্রভাবিত হয়েছে। যেমন, চাল আমদানীতে তুক্ক প্রত্যাহার আমাদের চাল ব্যবসাকে ক্ষৃতিগ্রন্থ করেছে। পাশাপাশি, নতুন পণ্য (বেবী ডায়াপার) প্রবর্তনের প্রারম্ভিক খরচ, ঔষধ ও ক্রপকেয়ার খাতে কম লাভজনক পণ্য অধিক পরিমাণে বিক্রয় এবং হেলর্থ কেয়ার প্রজেক্টের পণ্য উন্নয়ন ও উদ্ভাবনী খরচ এ বছরের মুনাফাকে প্রভাবিত করেছে। উপরম্ভ, মিডিয়া খরচ পণ্যের প্রচার ও প্রসার ব্যয়, বিক্রয় বিতরণ খরচ, ব্রান্ত উন্নয়ন খরচ, নতুন বিতরণ কর্মী নিয়োগ এবং দীর্যস্থায়ী বন্যা কোম্পানীর পরিচালন ব্যয় বৃদ্ধি করেছে, যা মুনাফার নিম্ন হারের জন্য দায়ী। আলোচ্য বছরে জয়েন্ট ভেনচার কোম্পানীগুলো থেকেও প্র্ত্যাশিত মুনাফা পাওয়া যায়নি। অধিক লাভজনক পণ্যের বিক্রয় হ্রাস পাওয়াসহ কাঁচামালের মূল্য বৃদ্ধির কারণে যৌথ ব্যবসা হতে পূর্ববর্তী বছরের তুলনায় অর্থেক মুনাফা অর্জিত হয়েছে। এতদসত্ত্বেও, সারা বছর ধরে ব্যাংক সুদের হারৈ উর্ধ্বগতি এবং মুদ্রার অবমূল্যায়ন গ্রুপ পর্যায়ে মুনাফাকে ক্ষতিগ্রন্থ করেছে।

#### আর্থিক বিবরণীর কনসলিডেশন

এডভান্সড কেমিক্যাল ইভাস্ট্রিজ লিমিটেডের ১৪ টি সাবসিডিয়ারী কোম্পানী রয়েছে। কোম্পানী আইন-১৯৪৪, বাংলাদেশ সিকিউরিটিজ এভ এক্সচেঞ্জ কমিশন গাইডলাইনস ও বাংলাদেশে প্রবর্তিত ইন্টারন্যাশনাল এ্যাকাউন্টিং স্টাভার্ডস বা আইএফ্আরএস অনুসারে সকল সাবসিডিয়ারী কোম্পানীর আর্থিক বিবরণী সমূহ এসিআই লিমিটেড এর আর্থিক বিবরণীর সঙ্গে একত্রিকরণ করা হয়েছে। এছাড়াও সাবসিডিয়ারী কোম্পানীগুলোর নিরীক্ষিত আর্থিক বিবরণী সমূহ নিরীক্ষা প্রতিবেদন ও পরিচালক মন্ডলীর প্রতিবেদনসহ আলাদাভাবে বার্ষিক প্রতিবেদনের নির্ধারিত স্থানে উপস্থাপন করা

#### সেগমেন্ট অনুযায়ী রিপোর্টিং

আর্থিক বিবরণীর নোট-৭ (ii) এ সেগমেন্ট অনুযায়ী ফলাফল পর্যালোচনা করা হয়েছে।

#### ব্যবসা সংশ্রিষ্ট ঝুঁকি

কোম্পানী নিজ ব্যবসা সংশ্লিষ্ট ঝুঁকি সম্পর্কে সচেতন এবং সেগুলোকে নিয়মানুগ পদ্ধতির মাধ্যমে মোকাবেলায় প্রস্তুত। যদিও ব্যবসা বিভিন্ন ঝুঁকি এবং অনিশ্চয়তার দ্বারা প্রভাবিত হতে পারে যার পূর্ব ধারনা করা কঠিন। আর্থিক বিবরণীর নোট-৩৫ এ আর্থিক ঝুঁকি ব্যবস্থাপনা বর্ণিত হয়েছে।

#### অস্বাভাবিক লাভ বা ক্ষতি

Bangladesh Financial Reporting Standards (BFRSs) অনুসারে কোন অস্বাভাবিক লাভ বা ক্ষতি রিপোটিং পিরিয়ডে বিদ্যমান নেই।

#### পাবলিক ইস্যু তহবিলের ব্যবহার

রিপোর্টিং পিরিয়তে কোন আইপিও, রাইট ইস্যু বা অন্য কোন ধরনের ক্যাপিটাল ইস্যু त्ने । काम्लानीत वार्थिक कलांकल क्रमवेर्यमान या वार्थिक वार्थिक विवतनीर्द्धाः প্রতিফলিত হয়েছে।

#### আর্থিক বিবরণী প্রস্তুতকরণ ও যথার্থ প্রদর্শন

কোম্পানীর ব্যবস্থাপনা কর্তৃপক্ষ কর্তৃক প্রস্তুতকৃত আর্থিক বিবরণীতে কোম্পানীর স্থিতি পরিচালন ফলাফল, অর্থ প্রবাহ এবং ইক্যুইটি পরিবর্তনের একটি সত্য ও সচ্ছ চিত্র তুলে ধরা হয়েছে।

#### হিসাবের বই রক্ষণাবেক্ষন

কোম্পানীর হিসাবের বই কোম্পানী আইন-১৯৯৪ বিধি মোতাবেক রক্ষণাবেক্ষন করা

#### আর্থিক হিসাবনীতি

আর্থিক বিবরণী প্রস্তুতকরণের ক্ষেত্রে যথাযথ হিসাবনীতি ধারাবাহিকভাবে অনুসরণ করা হয়েছে এবং হিসাবের ভিত্তি যুক্তিসঙ্গত ও সঠিক।

#### আর্থিক বিবরণী প্রস্তুতকরণে IAS ও IFRS এর প্রভাব

আর্থিক বিবরণী প্রস্তুতকরণের ক্ষেত্রে 'Bangladesh Accounting Standards (BASs)' ও 'Bangladesh Financial Reporting Standards (BFRSs)' অনুসরণ করা হয়েছে।

#### অভ্যন্তরীণ নিয়ন্ত্রণ

কোম্পানীর সার্বিক কার্যক্ষমতা, আর্থিক প্রতিবেদনের নির্ভরযোগ্যতা এবং সুশাসন

প্রতিষ্ঠাকে বিবেচনায় রেখে এসিআই ফরমুলেনশনুস এর অভ্যন্তরীণ নীতিমালা প্রণিত হয়েছে। তদনুসারে, কোম্পানীর পরিচালনা পর্ষদের মতে, অভ্যন্তরীণ নিয়ন্ত্রণ ব্যবস্থা কার্যকর এবং তা সঠিক ভাবে নিরীক্ষণ করা হয়েছে।

#### CEO এবং CFO এর প্রত্যায়নপত্র

বাংলাদেশ সিকিউরিটিজ এন্ড এক্সচেঞ্জ কমিশন এর কর্পোরেট গর্ভানেন্স কোড অনুযায়ী Chief Executive Officer (CEO) এবং Chief Financial Officer (CFO) কর্তৃক বোর্ডকে প্রদন্ত প্রত্যায়নপত্র বার্ষিক প্রতিবেদনের Annexure-IV এ অন্তর্ভক্ত করা হয়েছে।

#### পরিচালনগত আলোচনা ও বিশ্লেষণ

কোম্পানীর ব্যবস্থাপনা পরিচালক কর্তৃক স্বাক্ষরিত "পরিচালনগত আলোচনা ও বিশ্রেষণ" রিপোর্টের Annexure-III এ অন্তর্ভক্ত করা হয়েছে, যেখানে কোম্পানীর আর্থিক বিবরণী সংশ্রিষ্ট পরিচালনগত বিশদ বিশ্রেষণ, আর্থিক অবস্থা, ফলাফল, ঝঁকি ও উদ্বেগ, হিসাবনীতি ও অনুমানসহ অন্যান্য বিষয় আলোচিত হয়েছে।

#### পরিচালনা পর্ষদ

কোম্পানীর পরিচালনা পর্ষদ দুইজন স্বতন্ত্র পরিচালকসহ দশজন সদস্যের সমন্বয়ে গঠিত। বোর্ডের অধিকাংশ সদস্য অ-নির্বাহী। পরিচালকদের তালিকা এবং বিবরণ এই রিপোর্টের 'পরিচালক প্রোফাইল' এ অন্তর্ভূক্ত করা হয়েছে।

#### পরিচালক নির্বাচন

কোম্পানীর আর্টিক্যালস অব এসোসিয়েশন এর ১২০ অনুচ্ছেদ অনুযায়ী জনাবা নাজমা দৌলা, জনাব ওয়ালিউর রহমান ভূঁইয়া (OBE) ও জনাব গোলাম মইনউদ্দিন আসন্ন বার্ষিক সাধারন সভায় পর্যায়ক্রমিক ভাবে অবসর গ্রহণ করবেন। পুনঃনির্বাচিত পরিচালকদের তালিকা এবং বিবরণ এই রিপোর্টের 'পরিচালক প্রোফাইল' এ অন্তর্ভুক্ত করা হয়েছে। আসন্ন ৪৫ তম বার্ষিক সাধারন সভায় উল্লেখিত সকল পরিচালকর্ণণ পুনঃনির্বাচনের যোগ্য হিসেবে বিবেচিত। এবং তারা পুনঃনির্বাচনের জন্য আগ্রহ প্রকাশ করেছেন। তাদের সংক্ষিপ্ত জীবন বৃত্তান্ত ও অন্যান্য তথ্যাদি এই রিপোর্টের 'পরিচালক প্রোফাইল' এ অন্তর্ভুক্ত করা হয়েছে।

#### স্বতন্ত্র পরিচালক নিয়োগ

স্বতন্ত্র পরিচালক জনাব আব্দুল-মুয়ীদ চৌধুরী ও জনাব জ্বনেদ আহমদ চৌধুরীর ৬ বছরের মেয়াদ ২৮শে মে ২০১৮ তারিখে সমাপ্ত হয়। তদানুসারে, কোম্পানীর পরিচালকগণ পর্যায়ক্রমে জনাব কামরান তানভীরুর রহমান এবং জনাব আদিল হোসেনকে যথাক্রমে ২৯শে মে ২০১৮ এবং ২২শে জুলাই ২০১৮ তারিখ থেকে कार्यकत रिरंगत िन वहातत जना चठन भित्रालक रिमार्ट नियुक्त करतहन । जनाव কামরান তানভীরুর রহমানকে অডিট কমিটির চেয়ারম্যান নিযুক্ত করা হয়েছে। এলক্ষ্যে, পরিচালনা পর্ষদ আসন্ন ৪৫তম বার্ষিক সাধারণ সভায় এই নিয়োগ নিশ্চিত করার জন্য শেয়ারহোন্ডারদের নিকট প্রস্তাব করেছেন। তাদের সংক্ষিপ্ত জীবন বতান্ত ও অন্যান্য তথ্যাদি এই রিপোর্টের 'পরিচালক প্রোফাইল' এ অন্তর্ভুক্ত করা হয়েছে।

#### নমিনেশন ও রেমুনারেশন কমিটি

कर्प्পाद्रिंग गंजार्तम काएजर जारनारक काम्प्रानीत प्रतिप्रानना पर्यप जाँरात २৫ म অক্টোবর ২০১৮ ইং তারিখে অনুষ্ঠিত সভায় নিন্মলিখিত সদস্যদের সমন্বয়ে "নমিনেশন ও রেমুনারেশন" কমিটি নামে একটি উপ-কমিটি গঠন করে:

 জনাব কামরান তানভীরুর রহমান স্বতন্ত্র পরিচালক. সভাপতি

 জনাব গোলাম মইনউদ্দিন, পরিচালক, সদস্য

 জনাব ওয়ালিউর রহমান ভূঁইয়া, OBE পরিচালক.

'মনোয়ার অ্যাসোসিয়েটস' এর জনাব মনোয়ার আহমেদ, একজন বিশিষ্ট এইচআর বিশেষজ্ঞ এই কমিটির 'উপদেষ্টা' এবং মোহাম্মদ মোল্ডাফিজুর রহমান, কোম্পানী সচিব, কমিটির সচিব হিসাবে দায়িত্ব পালন করবেন। কমিটির টার্মস অফ রেফারেঙ্গ (টিওআর) পরিচালনা পর্ষদ কর্তৃক অনুমোদিত হয়েছে। উক্ত কমিটির কার্যক্রম পরবর্তী বার্ষিক প্রতিবেদনে প্রকাশ করা হবে।

# পরিচালনা পর্যদের সভা এবং উপস্থিতি

২০১৭-২০১৮ অর্থবছরে পরিচালনা পর্যদের মোট ৫টি সভা অনুষ্ঠিত হয়েছে। পরিচালকগণের উপস্থিতি সারাংশ Annexure-I এ দেখানো হয়েছে।

#### পরিচালকদের সম্মানী ভাতা

২০১৭-২০১৮ অর্থবছরে কোম্পানীর বোর্ড মিটিং এ উপস্থিতি ফি হিসাবে মোট ২০.২৫০ টাকা প্রদান করা হয়েছে। পরিচালকমন্ডলীর সম্মানী ভাতা আর্থিক বিবরণীর নোট-৩০ এবং ৪০(a) তে উল্লেখ করা হয়েছে।



#### শেয়ার হোল্ডিং প্যাটার্ণ

৩০শে জুন ২০১৮ ইং তারিখে কোম্পানীর শেয়ার হোল্ডিং প্যাটার্ণ Annexure-II এ দেখানো হয়েছে।

#### ক্ষুদ্র বিনিয়োগকারীদের স্বার্থরক্ষা

পরিচালনা পর্ষদ এই মর্মে নিশ্চিত যে, কোম্পানী কর্পোরেট গভার্নেস কোড ও তার নিজস্ব আইনানুগ কার্যসীমার মধ্যে পরিচালিত একটি সত্ত্বা এবং কোম্পানীর ক্ষুদ্র বিনিয়োগকারীগণ কন্ট্রোলিং শেয়ারহোন্ডারগনের যেকোন প্রত্যক্ষ ও পরোক্ষ ক্ষতিকর কার্যকুলাপ থেকে সুরক্ষিত। তুদুপরি, যেকোন অনাকাংখিত ঘটনার জন্য যথাযথ প্রতিকারের ব্যবস্থা কোম্পানীতে রয়েছে।

#### অডিটরদের নিয়োগ

কোম্পানীর বর্তমান অডিটর মেসার্স হুদা ভাসি চৌধুরী এন্ড কোং, চার্ট্রার্ড অ্যাকাউন্ট্যুন্টস, তাদের ২০১৮ সালের ৩০শে জুন তারিখের সমার্প্ত আর্থিক বছরের নিরীক্ষা সম্পন্ন করার পর আসন্ন বার্ষিক সাধারণ সভায় অবসর গ্রহণ করবেন। বিএসইসি'র প্রজ্ঞাপন মোতাবেক তারা পুনঃনিয়োগের যোগ্য হিসেবে বিবেচিত। মেসার্স হুদা ভাসি চৌধুরী এভ কোং, চার্টার্ড অ্যাকাউ্ন্ট্যান্ট্স্ পূর্ববর্তী বছরের ন্যায় ৯,৯০,০০০/- টাকা (মূল্য সংযোজন কর ব্যতিরেকে) সম্মানীর বিনিময়ে ২০১৮-২০১৯ অর্থ বছরের নিরীক্ষা কার্যক্রম সম্পন্ন করার লক্ষ্যে নিয়োগ প্রাপ্ত হতে আগ্রহ প্রকাশ করেছে। এ লক্ষ্যে, কোম্পানীর পরিচালনা পর্ষদ শেয়ারহোল্ডারদের নিকট তাদের নিয়োগের জন্য সুপারিশ

#### অনুমোদিত শেয়ার মূলধন বৃদ্ধি

সামগ্রিক কার্যক্রম বিবেচনা করে পরিচালকগণ কোম্পানীর অনুমোদিত মূলধন ৫০,০০,০০,০০০ টাকা (পঞ্চাশ কোটি) থেকে ১৫০,০০,০০,০০০ টাকা (একশত পঞ্চাশ কোটি)-তে বৃদ্ধি করার সিদ্ধান্ত নিয়েছে যা আসন্ন সাধারণ সভায় অনুমোদনের জন্য শেয়ারহোন্ডারদের নিকট প্রস্তাব করা হবে। এলক্ষ্যে শেয়ারহ্রোন্ডারগনের অনুমতি সাপেক্ষে কোম্পানীর সঙ্গুত্মারক ও সঙ্গবিধিতে প্রয়োজনীয় সংশোধন করা হবে।

#### কর্পোরেট গভার্নেন্স কমপ্লায়েন্স স্ট্যাটাস

এসিআই ভোক্তা সাধারণের জীবনযাত্রার গুণগতমান-উন্নয়ন, ভোক্তা অধিকার সংরক্ষণ, উদ্ভাবনু, সচ্ছতা, জবাবদূহিতা ও ক্রমাগত উন্নতির মধ্য দিয়েই ব্যবসার প্রসার ঘটানোর সম্ভব বলে বিশ্বাস করে। এর রয়েছে দেশের সর্ববৃহৎ একাভূত বহুমাত্রিক্ ঐতিহ্যসমৃদ্ধ ব্যবসায়িক সংস্কৃতি। দীর্ঘদিন ধরে এসিআইতে কর্পোরেট গভার্নেন্স এর অনুশীলন বিরাজমান। পরিচালনা পর্ষদ ও ব্যবস্থাপকগণ কোম্পানীতে কর্পোরেট গভানেন্স অনুশীলুনে সর্বোচ্চ নৈতিকতা ওুমানু বজায় রাখার মাধ্যমে শেয়ারহোন্ডার ও অংশীদারদের স্বার্থ রক্ষায় প্রতিশ্রুতিবদ্ধ। আমরা অত্যন্ত আনন্দের সাথে আপনাদের এই মর্মে নিশ্চিত কর্নছি যে, কোম্পানী বাংলাদেশ সিকিউরিটিজ এন্ড একচেঞ্জ কমিশন এর নোটিফিকেশন অনুযায়ী সমন্ত প্রয়োজনীয় দিকনিদেশনা পালন করেছে। এই অনুসারে, ৩০শে জুন ২০১৮ সালের সমাপ্ত অর্থবছরের জন্য মন্তব্য সহ কমপ্রায়েন্স রিপোট কোম্পানীর পরিচালকমন্ডলীর প্রতিবেদনের Annexure-V এ অন্তর্ভুক্ত করা হয়েছে। এ ছাড়াও কর্পোরেট গর্ভানেন্স কোড অনুযায়ী আল-মুক্তুদীর এ্যাসোসিয়েটস, চার্টার্ড সেক্রেটারীজ, কর্তৃক প্রত্যায়িত কমপ্রায়েন্স সাটিফিকেট এই প্রতিবেদনের Annexure-VI এ অন্তর্ভুক্ত করা হয়েছে।

#### চলমান প্রতিষ্ঠান

পুরিচালনা পর্ষদু বিশ্বাস করে যে, এসিআই লিমিটেড একটি চলমান প্রতিষ্ঠান হিসাবে পরিচালিত। তারা পর্যাপ্ত অনুসন্ধান এবং বিশ্লেষণের মাধ্যমে নিশ্চিত হয়েছে যে, সম্পদ এবং পর্যাপ্ত ব্যবসায়িক সুযোগের মাধ্যমে কোম্পানীকে চলুমান প্রতিষ্ঠানু হিসেবে বিবেচনা করা যায়, যা নিশ্চিতকরণের জুন্য পরিচালকুগণ আর্থিকু হিসাবুপত্র বিশ্লেষণ করেছেন। চলমান প্রতিষ্ঠান নীতির আলোকেই কোম্পানীর আর্থিক বিবরণী সমূহ প্রস্তুত করা হয়েছে।

পরিচালকমন্ডলীর পক্ষে

ড. আরিফ দৌলা ব্যবস্থাপনা পরিচালক

ঢাকা, ২৫ অক্টোবর ২০১৮

#### কর্পোরেট সামাজিক দায়বদ্ধতা (CSR)

এসিআই মনে করে দায়বদ্ধতা ও বাণিজ্যিক স্বার্থের মধ্যে এক ধরনের আন্তঃসম্পর্ক ও পারস্পরিক নির্ভরতা বিরাজমান। তেমনি কোম্পানীর কৌশলগত উদ্দেশ্য এবং সামাজিক দায়বদ্ধতা একে অপরের সাথে অঙ্গাঅঙ্গিভাবে জড়িত এবং অবিচ্ছিন্ন। এ প্রসঙ্গে কোম্পানীর পরিচালনা পর্ষদ বিশ্বাস করে যে, উন্নত ব্যবসাই টেকসই উন্নয়নের মলকথা। এই মতাদর্শের ভিত্তিতে সমাজের সাথে আমাদের অংশীদারিতের ভিত্তিতে যে সম্পর্ক স্থাপিত হয়েছে তা অর্থনৈতিক ও সামাজিক লক্ষ্য অর্জনে সহায়তা করবে। এভাবেই সামাজিক দায়বদ্ধতা এসিআই গ্রুপের একটি কেন্দ্রীয় কার্যক্রম এবং CSR এর আওতায় গৃহীত সকল প্রজেক্ট প্রোগ্রামসমূহ গ্রুপের ব্যবসায়িক সংশ্লিষ্টতা এবং বাংলাদেশৈর আর্থ সামাজিকতার সাথে সম্পর্কিত। টেকসই ব্যবসা প্রতিষ্ঠান গড়ে তোলার লক্ষ্যে আমরা সামাজিক দায়বদ্ধতা ও আকাঙ্ক্ষার প্রতি শ্রদ্ধাশীল।

#### এসিআই'র মানব সম্পদ

আমাদের দক্ষ জনবলই প্রতিষ্ঠানের সবচেয়ে গুরুত্বপূর্ণ অংশ। কর্মীদের উপযুক্ত কাজের পরিবেশ করে দেয়াই এসিআই সবচেয়ে বৃহৎ প্রচেষ্টা। কর্মীদের মধ্যে যথাযথ শিক্ষা ও সঠিক মূল্যবোধের সংস্কৃতি নিশ্চিত করাই বেশি তাৎপর্যপুণ্য।

কর্মক্ষেত্রে সঠিক বিকেন্দ্রীকরণ ও কর্মীদের যথাযথ ক্ষমতায়নই আমাদের মূলনীতি যাহা কর্মক্ষেত্রে সৌহার্দপূর্ণ পরিবেশ এবং পারস্পরিক বিশ্বাস তুরান্বিত করে। আমরা এই মূল্যবোধ কর্মীদের মাঝে ছড়িয়ে দিতে সর্বদা বিভিন্নভাবে কাজ করে যাচ্ছি।

কর্মীদের বিভিন্ন চাহিদা অনুযায়ী দক্ষতা ও জ্ঞানবৃদ্ধির প্রয়াসে প্রশিক্ষণ কর্মসূচীগুলোকে আরো উন্নত করার চেষ্টা করছি। নেটওয়ার্ক বেইজড় প্রশিক্ষণ প্রদানের মাধ্যমে বছরজুড়ে কর্মীদের দক্ষতা বৃদ্ধির জন্য কাজ করা হয়েছে।

আমরা বিভিন্ন ইভেন্ট ও অনুষ্ঠান উদযাপন করে থাকি যা প্রতিষ্ঠানের বিভিন্ন বিভাগের কর্মীদের সংগঠিত ও উৎসাহিত করতে সাহায্য করে। আমরা উচ্চপদস্থ সরকারী কর্মকর্তা, ব্যবসা খাতের বিভিন্ন নেতৃবৃন্দ, ব্যাংকার ও মিডিয়া কর্মীদের সমবেত করে আমাদের ২৫ বছর পূর্তি অনুষ্ঠান পালন করেছি।

আগামীর দৃঢ় বাংলাদেশের চেতনাকে এসিআই এর ব্যবসায়িক চেতনার সাথে মিলিয়ে আমরা ভবিষ্যতের অগ্রযাত্রাকে সমৃদ্ধ করার চেষ্টা করে যাচিছ।

#### কৃতজ্ঞতা জ্ঞাপন ও স্বীকৃতি

ক্যেন্সানীর পরিচালনা পূর্ষদ দুঢ়ভাবে বিশ্বাস করে যে, এসিআই'র রয়েছে পর্যাপ্ত শক্তি, সম্পদ ও প্রতিশ্রুতি যা কোম্পানীকে আরও উচ্চতায় পৌছে দিতে পারে। বহুবিধ চ্যালেঞ্জের মুখোমুখি হওয়া সত্ত্বেও কোম্পানীর ব্যবসায়িক ফলাফল পুরিচালনা পর্ষদ তথা সুকল কর্মীবুন্দের দুঢ় মনোবল এবং সংকল্পেরই ফসল। এসিআই র সুকুল ব্যবসায়িক সহযৌগী, শেয়ার মালিক, সুরবরাহকারী, ক্রেতা. ব্যাংক ও মিডিয়া যাদের সহযোগীতা এবং অক্লান্ত পরিশ্রমের ফলে এসিআই আজকের এই পর্যায়ে এসেছে তাদের জন্য পরিচালনা পর্ষদের পক্ষ থেকে রইল আন্তরিক অভিনন্দন।

মানুষের জীবন-মান উন্নয়নে আমাদের লক্ষ্যের প্রতি তাদের এই অব্যাহত মূল্যবান সমর্থন ও সহযোগীতা আমাদের কাছে যথেষ্ট গুরুত্ব বহন করে।

পরিশেষে, এবং অত্যন্ত গুরুত্বের সাথে আমরা পরিচালনা পর্ষদের পক্ষ থেকে ফ্যাক্টরী, ডিপো এবং অফিস সমূহের সকলের অক্লান্ত প্রচেষ্টার প্রতি আমাদের কৃত্জ্ঞতা জানাতে চাই। নানাবিধ অনিশ্চয়তা ও প্রতিকূলতার মাঝেও তাদের কঠোর পরিশ্রম ও নিষ্ঠার ফলে এসিআই'কে একটি শক্তিশালী প্রতিষ্ঠান হিসেবে গড়ে তুলেছে যা জনগনের জীবন-মান উন্নয়নে নিরন্তর অবদান রেখে চলেছে।

> কামরান তানভীরুর রহমান স্বতন্ত্র পরিচালক



#### **Annexure - I**

#### **Number of Board Meetings and Attendance of Directors**

As per condition no. 1 (5) (xxii) of the Corporate Governance Code 2018 issued by Bangladesh Securities and Exchange Commission, the number of Board Meetings held and the Attendance by each Director during the Financial Year 2017-2018 are as follows:

Name	Position in Board	Meeting Held	Meeting Attended	Remarks
Mr. M. Anis Ud Dowla	Chairman	5	5	-
Ms. Shusmita Anis	Director	5	5	-
Mr. Waliur Rahman Bhuiyan, OBE	Director	5	3	-
Mr. Juned Ahmed Choudhury	Independent Director	5	5	-
Mr. Abdul-Muyeed Chowdhury	Independent Director	5	5	-
Mrs. Najma Dowla	Director	5	5	-
Mr. Golam Mainuddin	Director	5	4	-
Mr. Md. Iftikhar-uz-zaman	Director (ICP)	5	1	Retired on 23-10-2017
Mr. Kazi Sanaul Hoq	Director (ICB)	, ,	3	Appointed on 23-10-2017
Ms. Sheema Abed Rahman	Director	5	4	-
Dr. Arif Dowla	Managing Director	5	5	-

<sup>•</sup> The Board granted leave of absence to the members who were unable to attend Board meetings as per laws.

#### **Annexure - II Pattern of Shareholding**

As per condition no. 1 (5) (xxiii) of the Corporate Governance Code 2018 issued by Bangladesh Securities and Exchange Commission, the pattern of shareholding along with name wise details as on 30 June 2018 are as follows:

Commission,	Commission, the pattern of shareholding along with name wise details as on 30 June 2018 are as follows:							
Condition no.	Name of Shareholders	Position	No. of Shares held	% of Shares held				
1(5) (xxiii) (a)	Parent/Subsidiary/Associated Cor	npanies and other relat	ed parties:					
	ACI Foundation	N/A	43,89,332	9.11%				
1(5) (xxiii) (b)	Directors:							
	Mr. M. Anis Ud Dowla	Chairman	88,02,840	18.26%				
	Dr. Arif Dowla	Managing Director	17,36,493	3.60%				
	Mrs. Najma Dowla	Director	13,32,730	2.76%				
	ACI Foundation, Represented By	N/A	43,89,332	9.11%				
	Ms. Shusmita Anis	Director	4,84,140	1.00%				
	Ms. Sheema Abed Rahman	Director	23,804	0.05%				
	Mr. Waliur Rahman Bhuiyan, OBE	Director	-	-				
	Mr. Golam Mainuddin	Director	-	-				
	Investment Corporation of Bangladesh (ICB), Represented By	N/A	51,54,874	10.69%				
	Mr. Kazi Sanaul Hoq	Director	-	-				
	Mr. Juned Ahmed Choudhury	Independent Director	-	-				
	Mr. Abdul-Muyeed Chowdhury	Independent Director	-	-				
	Chief Executive Officer, Chief Financial	officer, Company Secretary	, Head of Internal Au	internal Audit & Compliance:				
	Dr. Arif Dowla	Chief Executive Officer	17,36,493	3.60%				
	Mr. Pradip Kar Chowdhury	Chief Financial Officer	-	-				
	Mr. Mohammad Mostafizur Rahman	Company Secretary	-	-				
	Mr. Amitava Saha	Head of Internal Audit & Compliance	-	-				
1(5) (xxiii) (c)	Executives (Other than Directors, Cl	O, CS, CFO and Head of	Internal Audit & Co	ompliance):				
	-	-	-	-				
1(5) (xxiii) (d	Shareholders holding 10% or more	e voting interest in the	company:					
	Mr. M. Anis Ud Dowla	Chairman	88,02,840	18.26%				
	Investment Corporation of Bangladesh (ICB)	Institution	51,54,874	10.69%				



#### Annexure-III

#### Management Discussion and Analysis

As per condition no. 1 (5) (xxv) of the Corporate Governance Code 2018 issued by Bangladesh Securities and Exchange Commission, the Management's Discussion & Analysis are as follows:

# Accounting policies and estimation for preparation of financial statements

The Company follows International Financial Reporting Standards (IFRSs) and International Accounting Standards (IASs) along with local regulations applicable for preparation of financial statements. Detail description of accounting policies and estimation used for preparation of the financial statements of the Company are disclosed in the notes 4 and 6 to the financial statements.

#### Changes in accounting policies and estimation

The Company has been following consistent policies and estimation. There is no such changes in accounting policies or estimation which has material impact on financial statements.

Comparative analysis of financial performance and financial position as well as cash flows for current financial year with immediate preceding five years

Major areas of financial performances and financial position as well as cash flows with immediate preceding five years are as follows:

Figures in million except ratios and percentage

	July 2017 -	July 2016 -	June 2016	December	December	December	December
Particulars	June 2018	June 2017	(six month)	2015	2014	2013	2012
Net Turnover	21,387	18,306	7,941	14,567	12,319	10,684	9,680
Gross profit	9,242	8,196	3,561	6,262	5,171	4,258	3,590
Profit before tax	1,658	1,674	925	3,934	1,272	1,014	737
Profit after tax	1,317	1,244	680	3,184	951	764	545
Earnings per share (Taka)	27.33	25.80	15.51	72.72	24.02	22.27	19.11
Issued & paid capital	482	438	398	398	344	286	238
Shareowners' equity	14,300	12,992	11,949	11,715	6,607	5,637	5,081
Net asset per share (Taka)	296.66	269.54	299.96	294.08	192.09	197.23	213.73
Number of employees	9,053	8,364	7,275	7,090	6,930	4,955	4,560
Total contribution to National Exchequer	3,625	3,302	1,340	2,626	2,158	2,166	1,853

The Company has maintained a consistent growth over the analyzed periods as depicted in the analysis enumerated above.

# Comparison of financial performances and financial position as well as cash flows with peer industry scenario

The Company is diversified business conglomerate having several businesses in different sectors. Accordingly, the company has no such peer company to draw a reasonable comparison.

#### Explanation of the financial and economic scenario of the country and the globe

A broad-based pick-up in economic activity continued in Q4 of FY 2017-18, supported by strong domestic and external demand. Strong private sector credit growth together with a rebound in remittance inflows helped boost consumption demand. At the same time, aided by favorable financing conditions and fiscal policy supports, both public and private investment picked up during this period, as reflected in the strong growth of investment-related imports. On the supply side, the growth momentum received support from the industry and the service sectors. The agriculture sector activities also remained solid, aided by favorable weather, higher crop prices, and timely supply of inputs and finance. Real GDP growth reached 7.86% in FY18, up from 7.28% growth in FY 2016-17.

Headline CPI inflation (point-to-point) moderated to 5.54% in June 2018, driven by falling food inflation due to a good boro harvest. Average inflation edged down to 5.78% in June 2018, slightly above the FY 2017-18 target of 5.5%. Non-food inflation, which was on the rise for more than a year, increased at a faster pace in the last two months of Q4 of FY 2017-18 and reached 4.87% in June 2018, partly due to rising global commodity prices and strong domestic demand.

The negative growth in NFA caused by the deficit in overall balance and negative government borrowings from the banking system resulted in a low growth of broad money (M2) at 9.24%, well below the FY 2017-18 program target of 13.30%, while private credit growth (16.95%) remained close to the monetary program (16.80%). Central Bank reduced Cash Reserve Ratio (CRR) by 100 basis points and repo rate by 75 basis points in April 2018 to moderate any sharp liquidity tightening and avoid any abrupt increase in interest rates as often witnessed during market transitions in many developing economies with segmented markets.

Despite a rebound in exports and strong remittance inflows, the deficit in current account balance widened to USD 9.78 billion (around 3 percent of GDP) in FY 2017-18, driven mainly by a sharp increase in infrastructure-related imports in connection with the implementation of government's mega projects, higher food

imports due to last year's floods, and rising global commodity prices. However, a favorable financial account surplus moderated overall balance to a deficit of around USD 0.7 billion.

The higher growth in overall expenditure against revenue collection led to a higher budget deficit in Q4 of FY 2017-18. As in the recent past, deficit financing primarily relied on the non-bank financing sources but bank financing of budget deficit turned positive in Q4 of FY 2017-18. The capital market witnessed a mixed trend during Q4 FY 2017-18, as reflected in price indices, market capitalization, price earnings ratio, and turnover.

While looking in the Global Economy, commodity prices in the global market continued its rising trend in Q4 of FY 2017-18, supported by both supply and demand factors, including strong economic activities in the emerging market and advanced economies. Accelerating growth lifted demand for the commodities, while some commodities faced supply constraints. Rising geopolitical tension combined with production cuts increased oil prices. From a regional perspective, inflation performance followed a mixed trend in South Asia during Q4 of FY 2017-18. Inflation in Sri Lanka fell to 2.5% in Q4 of FY 2017-18 from 2.8%t in Q3 of FY 2017-18. Inflation in India and Pakistan marginally increased to 4.9% and 5.2% in Q4 of FY 2017-18 from 4.3% and 3.2%, respectively in Q3 FY 2017-18.

# Risk and concerns issues related to the financial statements, explaining such risk and concerns mitigation plan of the company

The Company has exposure to the Credit Risk, Liquidity Risk and Market Risk arising from the financial statements. The detail explanation of risk and concerns along with the Risk Management Framework are explained in the note 35 to the financial statements published in this annual report.

The Company has taken sufficient steps and controls effectively consistently round the year to mitigate the risk and concerns.

#### Future plan for company's operation, performances and financial position

The Company has taken all sorts feasible plans, strategy and vision to continue the operations of the company for foreseeable future. This is relevant to share that company maintains a periodic action plans along with mid-term and long-term strategies to maintain the sustainability in its performances and financial position.

Dr. Arif Dowla Managing Director



#### Annexure-IV

[As per condition No. 1(5) (xxvi)]

#### DECLARATION BY CEO AND CFO

Date: 25 October, 2018

The Board of Directors **ACI** Limited

Subject: Declaration on Financial Statements for the year ended on 30 June 2018.

Dear Sirs.

Pursuant to the condition No. 1(5) (xxvi) imposed vide the Commission's Notification No. BSEC/CMRRCD/2006-158/207/Admin/80 dated 3 June 2018 under section 2CC of the Securities and Exchange Ordinance, 1969, we do hereby declare that:

- (1) The Financial Statements of ACI Limited for the year ended on 30 June 2018 have been prepared in compliance with International Accounting Standards (IAS) or International Financial Reporting Standards (IFRS), as applicable in the Bangladesh and any departure there from has been adequately disclosed;
- (2) The estimates and judgments related to the financial statements were made on a prudent and reasonable basis, in order for the financial statements to reveal a true and fair view;
- (3) The form and substance of transactions and the Company's state of affairs have been reasonably and fairly presented in its financial statements;
- (4) To ensure above, the Company has taken proper and adequate care in installing a system of internal control and maintenance of accounting records;
- (5) Our internal auditors have conducted periodic audits to provide reasonable assurance that the established policies and procedures of the Company were consistently followed; and
- (6) The management's use of the going concern basis of accounting in preparing the financial statements is appropriate and there exists no material uncertainty related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern.

In this regard, we also certify that: -

- (i) We have reviewed the financial statements for the year ended on 30 June 2018 and that to the best of our knowledge and belief:
  - (a) these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
  - (b) these statements collectively present true and fair view of the Company's affairs and are in compliance with existing accounting standards and applicable laws.
- (ii) There are, to the best of knowledge and belief, no transactions entered into by the Company during the year which are fraudulent, illegal or in violation of the code of conduct for the company's Board of Directors or its members.

Sincerely yours,

Dr. Arif Dowla Managing Director Pradip Kar Chowdhury Chief Financial Officer



#### **Annexure-V**

#### Status of Compliance with the Corporate Governance Code (CGC)

[As per condition No. 1(5) (xxvii)]

Status of compliance with the conditions imposed by the Commission's Notification No. SEC/CMRRCD/2006-158/207/Admin/80 dated 3 June 2018 (Report under Condition No. 9)

Condition		Sta	atus	Damanla	
No.	Title	Complied	Not Complied	Remarks	
1(1)	The number of Board members shall not be less than 5 (five) and more than 20 (twenty);	Complied			
1(2)(a)	At least one-fifth (1/5) of the total number of directors shall be Independent Directors (ID);	Complied			
1(2)(b)(i)	IDs do not hold any share or holds less than 1% shares of the total paid-up shares of the Company;	Complied			
1(2)(b)(ii)	ID is not a sponsor and not connected with any sponsor or director or nominated director or shareholder or any of its associates, sister concerns, subsidiaries and parents or holding entities who holds one percent (1%) or more shares of the total paid-up shares and his or her family members shall not hold above mentioned shares;	Complied			
1(2)(b)(iii)	ID has not been an executive of the company in immediately preceding two financial years;	Complied			
1(2)(b)(iv)	ID does not have any pecuniary or otherwise relationship with the company or its subsidiary/associated companies;	Complied			
1(2)(b)(v)	ID is not a member or TREC holder, director or officer of any stock exchange;	Complied			
1(2)(b)(vi)	ID is not a shareholder, director excepting independent director or officer of any member or TREC holder of stock exchange or an intermediary of the capital market;	Complied			
1(2)(b)(vii)	ID is/was not a partner or an executive of company's audit firms engaged in Statutory Audit or Internal Audit or Special Audit or Compliance Certification of the Codes during preceding three years;	Complied			
1(2)(b)(viii)	ID shall not be independent director in more than five listed companies;	Complied			
1(2)(b)(ix)	ID has not been convicted by a court of competent jurisdiction as a defaulter in payment of any loan or any advance to a bank or NBFI;	Complied			
1(2)(b)(x)	ID has not been convicted for a criminal offence involving moral turpitude;	Complied			
1(2)(c)	Appointment of ID shall be done by Board and approved by shareholders in the AGM;	Complied			
1(2)(d)	The position of IDs cannot remain vacant for more than ninety days;	Complied			
1(2)(e)	The tenure of office of an ID shall be for Three years, which may be extended for One tenure only;	Complied			
1(3)(a)	ID shall be a knowledgeable individual with integrity who is able to ensure compliance with financial, corporate laws, regulatory requirements and can make meaningful contribution to the business;	Complied			
1(3)(b)(i)	ID is a Business Leader who is/was a promoter or director of an unlisted company having minimum paid-up capital of One Hundred million or any listed company or a member of any national or international chamber of commerce or business association;	Complied			



Condition	Title	Sta	Domonto	
No.	Title	Complied	Not Complied	Remarks
1(3)(b)(ii)	ID is/was a Corporate Leader as top level executive as adopted by the code and a candidate with equivalent position of an unlisted company having minimum paid up capital of Tk. 100.00 million or of a listed company;	Complied		
1(3)(b)(iii)	ID was Former official of government in the position not below 5th Grade of the national pay scale and educational background of bachelor degree in economics or commerce or business or law;	Complied		
1(3)(b)(iv)	ID is/was University Teacher who has educational background in Economics or Commerce or Business Studies or Law;	Complied		
1(3)(b)(v)	ID is/was a professional or an advocate practicing in the HCD of Bangladesh Supreme Court or a CA,CMA, CFA, CCA, CPA and CS or equivalent qualification;	Complied		
1(3)(c)	The ID shall have at least Ten years of experiences in any field mentioned in clause (b);	Complied		
1(3)(d)	Special cases for relaxing qualifications or experiences with prior approval of the Commission;	Complied		
1(4)(a)	Chairman of the Board and the Chief Executive Officer of the companies is different individuals having clearly defined their respective roles and responsibilities by Board;	Complied		
1(4)(b)	Chairperson of the Board and the MD and/or CEO of the company shall be different individuals;	Complied		
1(4)(c)	Chairperson elected from among the non-executive directors of the company;	Complied		
1(4)(d)	The Board clearly defined respective roles for Chairman and the Managing Director;	Complied		
1(4)(e)	In absence of Chairman, the remaining members may elect one from non-executive directors as Chairperson for that particular Board's meeting;	Complied		
1(5)(i)	An industry outlook and possible future developments;	Complied		
1(5)(ii)	Segment-wise or product-wise performance;	Complied		
1(5)(iii)	Risks and concerns including internal and external risk factors, threat to sustainability and negative impact on environment, if any;	Complied		
1(5)(iv)	A discussion on Cost of Goods sold, Gross Profit Margin and Net Profit Margin, where applicable;	Complied		
1(5)(v)	A discussion on continuity of any extraordinary activities and their implications (gain or loss);	Complied		
1(5)(vi)	A detailed discussion and statement on related party transactions;	Complied		
1(5)(vii)	A statement of utilization of proceeds raised through public issues, rights issues and/or any other instruments;	Complied		
1(5)(viii)	An explanation if the financial results deteriorate after the company goes for Initial Public Offering (IPO), Repeat Public Offering (RPO), Rights Share Offer, Direct Listing, etc.;	Complied		
1(5)(ix)	An explanation on any significant variance between Quarterly Financial performances and Annual Financial Statements;	Complied		
1(5)(x)	A statement of Directors remuneration;	Complied		



Condition	Tielo	Sta	Domarko	
No.	Title	Complied	Not Complied	Remarks
1(5)(xi)	A statement on fair preparation of the financial statements by the management of the issuer company;	Complied		
1(5)(xii)	A statement that proper books of account of the issuer company have been maintained;	Complied		
1(5)(xiii)	A statement that appropriate accounting policies have been consistently applied in the financial statements and that the accounting estimates are based on reasonable and prudent judgment;	Complied		
1(5)(xiv)	IAS / BAS / IFRS / BFRS, as applicable in Bangladesh, have been followed in preparation of the financial statements and any departure there-from has been adequately disclosed;	Complied		
1(5)(xv)	A statement that the system of internal control is sound in design and has been effectively implemented and monitored;	Complied		
1(5)(xvi)	A statement with regard to the protection of minority shareholders from abusive actions of controlling shareholders;	Complied		
1(5)(xvii)	A statement that there is no significant doubt upon the issuer company's ability to continue as a going concern;	Complied		
1(5)(xviii)	An explanation that significant deviations from the last year's operating results of the issuer company shall be highlighted and the reasons thereof shall be explained;	Complied		
1(5)(xix)	Key operating and financial data of at least preceding 5 (five) years shall be summarized;	Complied		
1(5)(xx)	An explanation on the reasons if the issuer company has not declared dividend (cash or stock) for the year;	Complied		
1(5)(xxi)	Board's statement to the effect that no bonus share or stock dividend has been or shall be declared as interim dividend;	Complied		
1(5)(xxii)	The total number of Board meetings held during the year and attendance by each director;	Complied		
1(5)(xxiii)(a)	Parent / Subsidiary / Associated Companies and other related parties (name wise details);	Complied		
1(5)(xxiii)(b)	Directors, Chief Executive Officer, Company Secretary, Chief Financial Officer, Head of Internal Audit and their spouses and minor children (name wise details);	Complied		
1(5)(xxiii)(c)	Executives;	Complied		
1(5)(xxiii)(d)	Shareholders holding ten percent (10%) or more voting interest in the company (name wise details);	Complied		
1(5)(xxiv)(a)	A brief resume of the director;	Complied		
1(5)(xxiv)(b)	Nature of expertise in specific functional areas;	Complied		
1(5)(xxiv)(c)	Names of companies in which the person also holds the directorship and membership of board committees;	Complied		
	A Management's Discussion and Analysis signed by CEO or MD;	Complied		
1(5)(xxv)(a)	Presenting detailed analysis of accounting policies and estimation for preparation of financial statements;	Complied		
1(5)(xxv)(b)	Presenting detailed analysis of changes in accounting policies and estimation, if any;	Complied		



Condition		Sta	D .	
No.	Title	Complied	Not Complied	Remarks
1(5)(xxv)(c)	Presenting detailed analysis of comparative analysis (including effects of inflation) of financial performance or results and financial position as well as cash flows for current financial year with immediate preceding five years explaining reasons thereof;	Complied		
1(5)(xxv)(d)	Presenting detailed analysis of compare such financial performance or results and financial position as well as cash flows with the peer industry scenario;	Complied		
1(5)(xxv)(e)	Presenting detailed analysis of briefly explain the financial and economic scenario of the country and the globe;	Complied		
1(5)(xxv)(f)	Presenting detailed analysis of risks and concerns issues related to the financial statements, explaining such risk and concerns mitigation plan of the company;	Complied		
1(5)(xxv)(g)	Presenting detailed analysis of future plan or projection or forecast for company's operation, performance and financial position, with justification thereof, i.e., actual position shall be explained to the shareholders in the next AGM;	Complied		
1(5)(xxvi)	Declaration or certification by the CEO and the CFO to the Board as required under condition No. 3(3) disclosed as per Annexure-A;	Complied		
1(5)(xxvii)	The report and compliance certificate disclosed as per Annexure-B and Annexure-C;	Complied		
1(6)	Conducting Board meetings and recording the minutes of the meetings and keeping required books and records in line BSS as adopted by the ICSB;	Complied		
1(7)(a)	Code of conduct, based on the recommendation of the NRC for the Chairman of the Board, other board members and Managing Director of the company;	Complied		
1(7)(b)	Code of conduct as determined by the NRC shall be posted on the website of the company;			On Progress
2(a)	Composition of the Board of the subsidiary company;	Complied		
2(b)	Independent director of the holding company on the Board of the subsidiary company;	Complied		
2(c)	Review of minutes of the subsidiary company's Board meeting by the holding company's Board;	Complied		
2(d)	Statement as to the review of minutes of Subsidiary company by the holding company's Board;	Complied		
2(e)	Review of financial statements of Subsidiary company by the Audit Committee of the holding company;	Complied		
3(1)(a)	The Board shall appoint a MD or CEO, CS, CFO and HIAC;	Complied		
3(1)(b)	The positions of the MD or CEO, CS, CFO and HIAC shall be filled by different individuals;	Complied		
3(1)(c)	The MD or CEO, CS, CFO and HIAC of a listed company shall not hold any executive position in any other company at the same time;			On Progress
3(1)(d)	Respective roles, responsibilities and duties of the CFO, the HIAC and the CS;	Complied		
3(1)(e)	Removal of the MD or CEO, CS, CFO and HIAC with approval of the Board and immediate dissemination to BSEC and stock exchange(s);	Complied		

Contd.



Condition	Title	Sta	Remarks	
No.	True	Complied	Not Complied	Remarks
3(2)	The MD or CEO, CS, CFO and HIAC of the company shall attend the meetings of the Board;	Complied		
3(3)(a)(i)	Certification of CEO and CFO as to the review of financial statements with declaration that there is no materially untrue and misleading statement;	Complied		
3(3)(a)(ii)	Certification of CEO and CFO as to the true and fair view of the financial statements and affairs of the Company's per applicable laws;	Complied		
3(3)(b)	Certification of CEO and CFO that to the best of their knowledge and belief there was no fraudulent, illegal transactions during the year;	Complied		
3(3)(c)	The certification of the MD or CEO and CFO shall be disclosed in the Annual Report;	Complied		
4(i)	Board Audit Committee (BAC);	Complied		
4(ii)	Nomination and Remuneration Committee;	Complied		
5(1)(a)	BAC as a sub-committee of the Board;	Complied		
5(1)(b)	BAC shall assist the Board of Directors as to the the financial statements reflect true and fair view of the state of affairs of the company;	Complied		
5(1)(c)	BAC is responsible to the Board. The duties of the BAC is clearly set forth in writing;	Complied		
5(2)(a)	BAC is composed of 3 (three) members;	Complied		
5(2)(b)	The Board appointed members of BAC who are non-executive directors and Chairperson is an ID;	Complied		
5(2)(c)	All members of BAC are "financially literate" and 1 (one) member have accounting or related financial management background and 10 (ten) years of such experience;	Complied		
5(2)(d)	Filling of casual vacancy in the BAC;	Complied		
5(2)(e)	The CS shall act as the Secretary of the Committee.	Complied		
5(2)(f)	The quorum of the BAC meeting have not constitute without ID	Complied		
5(3)(a)	The Board of Directors select 1 (one) ID as the Chairman of BAC;	Complied		
5(3)(b)	Election of Chairman of the particular meeting in absence of regular Chairperson of BAC recording the reasons of such absence in the minutes.	Complied		
5(3)(c)	Chairman of the BAC shall remain present in the AGM;	Complied		
5(4)(a)	BAC conducted four meetings in the financial year:	Complied		
5(4)(b)	The quorum of the meeting of BAC constituted in presence of either two members including ID or two third of the members, whichever was higher;	Complied		
5(5)(a)	Oversee the financial reporting process;	Complied		
5(5)(b)	Monitor choice of accounting policies and principles;	Complied		
5(5)(c)	Monitor Internal Audit and Compliance process to ensure that it is adequately resourced;	Complied		
5(5)(d)	Oversee hiring and performance of external auditors;	Complied		
5(5)(e)	Hold meeting with the external or statutory auditors for review of the annual financial statements before submission to the Board for approval or adoption;	Complied		



Condition	T'A1.	Sta	Domesti	
No.	Title	Complied	Not Complied	Remarks
5(5)(f)	Review with the management, the annual financial statements before submission to the Board for approval;	Complied		
5(5)(g)	Review with the management, the quarterly and half yearly financial statements before submission to the Board for approval;	Complied		
5(5)(h)	Review the adequacy of internal audit function;	Complied		
5(5)(i)	Review the Management's Discussion and Analysis before disclosing in the Annual Report;	Complied		
5(5)(j)	Review statement of all related party transactions submitted by the management;	Complied		
5(5)(k)	Review Management Letters or Letter of Internal Control weakness issued by statutory auditors;	Complied		
5(5)(I)	Oversee the determination of audit fees based on scope and magnitude, level of expertise deployed and time required for effective audit and evaluate the performance of external auditors;	Complied		
5(5)(m)	Oversee whether the proceeds raised IPO or RPO or Rights Share Offer have been utilized per the purposes stated in relevant offer document or prospectus approved by the Commission;	Complied		
5(6)(a)(i)	The BAC shall report on its activities to the Board;	Complied		
5(6)(a)(ii)(a)	The BAC shall immediately report to the Board if any report on conflicts of interests;	Complied		
5(6)(a)(ii)(b)	The BAC shall immediately report to the Board if any suspected or presumed fraud or irregularity or material defect identified in the internal audit and compliance process or in the financial statements;	Complied		
5(6)(a)(ii)(c)	The BAC shall immediately report to the Board if any suspected infringement of laws, regulatory compliances including securities related laws, rules and regulations;	Complied		
5(6)(a)(ii)(d)	The BAC shall immediately report to the Board if any other matter which the Audit Committee deems necessary;	Complied		
5(6)(b)	If any material impact on the financial condition and results of operation, unreasonably ignored by the management;	Complied		
5(7)	Report on the activities carried out by the Audit Committee, including any report made to the Board of Directors under condition 5(6)(a)(ii);	Complied		
6(1)(a)	Nomination and Remuneration Committee (NRC) as a sub-committee of the Board;	Complied		
6(1)(b)	The NRC shall assist the Board in formulation of the nomination criteria or policy for determining qualifications, positive attributes, experiences and independence of directors and top level executive as well as a policy for formal process of considering remuneration of directors, top level executive;	Complied		
6(1)(c)	ToR of the NRC shall be clearly set forth in writing covering the areas stated at the condition No. 6(5)(b);	Complied		
6(2)(a)	The Committee shall comprise of at least three members including an independent director;	Complied		
6(2)(b)	All members of the Committee shall be non-executive directors;	Complied		

Contd.



Condition	Title	Sta	Remarks	
No.	Hue	Complied	Not Complied	Kemarks
6(2)(c)	Members of the Committee shall be nominated and appointed by the Board;	Complied		
6(2)(d)	The Board shall have authority to remove and appoint any member of the Committee	Complied		
6(2)(e)	In case of death, resignation, disqualification, or removal of any member of the Committee or in any other cases of vacancies, the board shall fill the vacancy within 180 (one hundred eighty) days of occurring such vacancy in the Committee;	Complied		
6(2)(f)	The Chairperson of the Committee may appoint or co-opt any external expert and/or member(s) of staff to the Committee as advisor who shall be non-voting member, if the Chairperson feels that advice or suggestion from such external expert and/or member(s) of staff shall be required or valuable for the Committee;	Complied		
6(2)(g)	The company secretary shall act as the secretary of the Committee;	Complied		
6(2)(h)	The quorum of the NRC meeting shall not constitute without attendance of at least an independent director;	Complied		
6(2)(i)	No member of the NRC shall receive, either directly or indirectly, any remuneration for any advisory or consultancy role or otherwise, other than Director's fees or honorarium from the company;	Complied		
6(3)(a)	The Board shall select 1 (one) member of the NRC to be Chairperson of the Committee, who shall be an independent director;	Complied		
6(3)(b)	In the absence of the Chairperson of the NRC, the remaining members may elect one of themselves as Chairperson for that particular meeting, the reason of absence of the regular Chairperson shall be duly recorded in the minutes;	Complied		
6(3)(c)	The Chairperson of the NRC shall attend the annual general meeting (AGM) to answer the queries of the shareholders;	Complied		
6(4)(a)	The NRC shall conduct at least one meeting in a financial year;	Complied		
6(4)(b)	The Chairperson of the NRC may convene any emergency meeting upon request by any member of the NRC;	Complied		
6(4)(c)	The quorum of the meeting of the NRC shall be constituted in presence of either two members or two third of the members of the Committee, whichever is higher, where presence of an independent director is must as required under condition No. 6(2)(h);	Complied		
6(4)(d)	The proceedings of each meeting of the NRC shall duly be recorded in the minutes and such minutes shall be confirmed in the next meeting of the NRC;	Complied		
6(5)(a)	NRC shall be independent and responsible or accountable to the Board and to the shareholders;	Complied		
6(5)(b)(i)(a)	NRC shall oversee, formulate & recommend to the Board regarding the level and composition of remuneration is reasonable and sufficient to attract, retain and motivate suitable directors to run the company successfully;	Complied		
6(5)(b)(i)(b)	NRC shall oversee, formulate & recommend to the Board regarding the relationship of remuneration to performance is clear and meets appropriate performance benchmarks;	Complied		
6(5)(b)(i)(c)	NRC shall oversee, formulate & recommend to the Board regarding remuneration to directors, top level executive involves a balance between fixed and incentive pay reflecting short and long-term performance objectives appropriate to the working of the company and its goals;	Complied		
6(5)(b)(ii)	NRC shall oversee & make report with recommendation to the Board regarding devising a policy on Board's diversity taking into consideration age, gender, experience, ethnicity, educational background and nationality;	Complied		



Condition	Title	Sta	atus	Remarks
No.	Title	Complied	Not Complied	Remarks
6(5)(b)(iii)	NRC shall oversee & make report with recommendation to the Board regarding identifying persons who are qualified to become directors and who may be appointed in top level executive position in accordance with the criteria laid down, and recommend their appointment and removal to the Board;	Complied		
6(5)(b)(iv)	NRC shall oversee & make report with recommendation to the Board regarding formulating the criteria for evaluation of performance of independent directors and the Board;	Complied		
6(5)(b)(v)	NRC shall oversee & make report with recommendation to the Board regarding identifying the company's needs for employees at different levels and determine their selection, transfer or replacement and promotion criteria;	Complied		
6(5)(b)(vi)	NRC shall oversee & make report with recommendation to the Board regarding developing, recommending and reviewing annually the company's human resources and training policies;	Complied		
6(5)(c)	The company shall disclose the nomination and remuneration policy and the evaluation criteria and activities of NRC during the year at a glance in its annual report;			On Progress
	The issuer Company shall not engage its external or statutory auditors -			
7(1)(i)	- to perform the appraisal or valuation services or fairness opinions of the company.	Complied		
7(1)(ii)	- to perform the financial information systems design and implementation of the company.	Complied		
7(1)(iii)	- to perform book-keeping or other services related to the accounting records or financial statements of the company.	Complied		
7(1)(iv)	- to perform broker-dealer services of the company.	Complied		
7(1)(v)	- to perform actuarial services of the company.	Complied		
7(1)(vi)	- to perform internal audit services or special audit services of the company.	Complied		
7(1)(vii)	- to perform any service that the Audit Committee determines of the company.	Complied		
7(1)(viii)	<ul> <li>to perform audit or certification services on compliance of corporate governance as required under condition No. 9(1) of the company.</li> </ul>	Complied		
7(1)(ix)	- to perform any other service that creates conflict of interest of the company.	Complied		
7(2)	No partner or employees of the external audit firms shall possess any share of the company they audit at least during the tenure of their audit assignment of that company; his or her family members also shall not hold any shares in the said company;	Complied		
7(3)	Representative of external or statutory auditors shall remain present in the Shareholders' Meeting (Annual General Meeting or Extraordinary General Meeting) to answer the queries of the shareholders;	Complied		
8(1)	The company shall have an official website linked with the website of the stock exchange;	Complied		
8(2)	The company shall keep the website functional from the date of listing;	Complied		
8(3)	The company shall make available the detailed disclosures on its website as required under the listing regulations of the concerned stock exchange(s);	Complied		
9(1)	Compliance Audit certification and its disclosure in the Annual Report;	Complied		
9(2)	Compliance certification professional shall be appointed by the shareholders in the AGM;	Complied		
9(3)	The directors of the company shall state, in accordance with the Annexure-C attached, in the directors' report whether the company has complied with these conditions or not;	Complied		

Contd.



#### Annexure-VI



Chartered Secretaries & Consultants

**Business Office** Block: D, Road: 8 House # 412, Apartment: 8 Bashundhara R/A, Dhaka-1229 Bangladesh

Phones: 01730 340 340 01552 108 522

e-mail: akamuqtadir@gmail.com

VAT Reg: 1904l063900 BIN No: 000179575

Report to the Shareholders of Advanced Chemical Industries Limited (ACI) on compliance with the Corporate Governance Code

(As required under the BSEC Codes of Corporate Governance)

We have examined the compliance status to the Corporate Governance Code by Advanced Chemicals Industries Limited for the year ended on 30th June 2018. This Code relates to the gazette Notification No. BSEC/CMRRCD/2006-158/207/Admin/80 dated 3rd June 2018 of Bangladesh Securities and Exchange Commission (BSEC).

Such compliance with the Codes of Corporate Governance is the responsibility of the Company. Our examination was limited to the procedures and implementation thereof as adopted by the Management in ensuring compliance to the conditions of the Corporate Governance Code. This is a scrutiny and verification and an independent audit on compliance of the conditions of Corporate Governance as well as the provisions of the relevant Bangladesh Secretarial Standards (BSS) as adopted by the Institute of Chartered Secretaries of Bangladesh (ICSB) in so far as those standards are not inconsistent with any condition of the Corporate Governance Code.

We state that we have obtained all the information and explanations or representations, which we have required, and after due scrutiny and verification thereof, we report that in our opinion and subject to the remarks and observations as reported in the attached Compliance Statement:

- a) The Company has complied with the conditions of Corporate Governance Code as stipulated in the above mentioned Corporate Governance Code issued by the Commission.
- b) The Company has complied with the provisions of the relevant Bangladesh Secretarial Standards (BSS) as adopted by the Institute of Chartered Secretaries of Bangladesh (ICSB) as required by this Code.
- c) Proper books and records have been kept by the Company as required under the Companies Act 1994, the securities laws and other relevant laws, and
- d) The standard of governance in the Company is satisfactory.

This report, however, is no endorsement about quality of contents in the Annual Report of the Company for the year 2017-18.

Al-Mugtadir Associates

Chartered Secretaries & Consultants

A.K.A. Mugtadir FCS CEO & Chief Consultant

Dhaka, October 25, 2018



# **Advanced Chemical Industries Limited**

**Auditor's Report & Audited Financial Statements** for the year ended 30 June 2018

# **Hoda Vasi Chowdhury & Co**

#### **Chartered Accountants**

# INDEPENDENT AUDITOR'S REPORT to the Shareholders of **Advanced Chemical Industries Limited**

#### **Report on the Financial Statements**

We have audited the accompanying separate financial statements of Advanced Chemical Industries Limited ("the Company") as well as the consolidated financial statements of Advanced Chemical Industries Limited and its subsidiaries, joint ventures and associates ("the Group") which comprises the separate and the consolidated statements of financial position as at 30 June 2018, statements of profit or loss, statements of profit or loss and other comprehensive income, statements of changes in equity, statements of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information. The financial statements of twelve subsidiaries, two joint ventures and three associates as disclosed in note 42 to these financial statements were not audited by us.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the separate financial statements of the Company and the consolidated financial statements of the Group in accordance with Bangladesh Financial Reporting Standards, the Companies Act 1994, the Securities and Exchange Rules 1987, and for such internal control as management determines is necessary to enable the preparation of the separate financial statements of the Company and the consolidated financial statements of the Company and the consolidated financial statements of the Group that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on the separate financial statements of the Company and the consolidated financial statements of the Group based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate financial statements of the Company and the consolidated financial statements of the Group are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements of the Company and the consolidated financial statements of the Group. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the separate financial statements of the Company and the consolidated financial statements of the Group, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entry preparation and fair presentation of the separate financial statements of the Company and the consolidated financial statements of the Group in order to design audit proceedures that statements of the Company and the consolidated financial statements of the Group in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate financial statements of the Company and the consolidated financial statements of the Group.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the separate financial statements of the Company and the consolidated financial statements of the Group give a true and fair view of the financial position of the Company as well as of the Group as at 30 June 2018, and of their financial performance and their cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards.

#### **Report on Other Legal and Regulatory Requirements**

In accordance with the Companies Act 1994, the Securities and Exchange Rules 1987 and relevant notification issued by Bangladesh Securities and Exchange Commission, we also report the following:

- (a) we have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- (b) in our opinion, proper books of account as required by law have been kept by the Group so far as it appeared from our examination of these books;
- (c) the separate and the consolidated statements of financial position, statements of profit or loss and statements of profit or loss and other comprehensive income dealt with by the report are in agreement with the books of account; and
- (d) the expenditure incurred was for the purposes of the Group's business.

Dhaka, 25 October 2018

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 

National Office: BTMC Bhaban (6<sup>th</sup> & 7<sup>th</sup> Floor), 7-9 Karwan Bazar Commercial Area, Dhaka-1215, Bangladesh Chattogram Office: Delwar Bhaban (4th Floor), 104 Agrabad Commercial Area, Chattogram-4100, Bangladesh



# Advanced Chemical Industries Limited

# **Statement of Financial Position**

In Taka	Note	30 June 2018	30 June 2017
Assets			
Property, plant and equipment	8	9,239,752,048	8,351,257,991
Investments	9	2,558,852,523	2,068,658,731
Intangible assets	10	420,961	703,033
Non-current assets		11,799,025,532	10,420,619,755
Inventories	11	5,112,920,562	4,812,712,892
Trade receivables	12	4,863,502,651	3,424,250,145
Other receivables	13	831,162,716	671,756,229
Inter-company receivables	14	10,316,025,950	5,244,723,445
Advances, deposits and prepayments	15	1,682,853,702	1,783,351,550
Cash and cash equivalents	16	1,081,128,975	699,121,707
Current assets		23,887,594,556	16,635,915,968
Total assets		35,686,620,088	27,056,535,723
Equity			
Share capital	17	482,024,411	438,204,010
Share premium		402,310,367	402,310,367
Reserves	18	3,543,672,366	3,378,793,454
Retained earnings		9,871,498,761	8,773,168,785
Total equity		14,299,505,906	12,992,476,616
Liabilities			
Employee benefits	19	807,636,638	714,518,731
Long term bank loan	20	141,353,004	8,849,819
Deferred tax liabilities	21	120,722,018	453,162,012
Non-current liabilities	21	1,069,711,660	1,176,530,562
Non-current habilities		1,007,711,000	1,170,330,302
Bank overdraft	22	2,374,634,769	536,895,307
Loans and borrowings	23	11,340,784,233	7,271,860,274
Trade payables	24	794,002,138	667,713,019
Other payables	25	2,352,363,174	1,756,008,202
Inter-company payables	26	2,272,416,036	1,478,731,674
Current tax liabilities	27	1,183,202,172	1,176,320,068
Current liabilities		20,317,402,522	12,887,528,544
Total liabilities		21,387,114,182	14,064,059,106
Total equity and liabilities		35,686,620,088	27,056,535,723
Net Asset Value (NAV) per share		296.66	269.54

The annexed notes 1 to 42 form an integral part of these financial statements.

Managing Director

Director

Company Secretary

As per our report of same date.



# **Advanced Chemical Industries Limited Statement of Profit or Loss**

In Taka	Note	For the year ended 30 June 2018	For the year ended 30 June 2017
Revenue	28	21,387,105,125	18,305,730,559
Cost of sales	29	(12,144,878,812)	(10,109,829,839)
Gross profit		9,242,226,313	8,195,900,720
Administrative, selling and distribution expenses	30	(7,659,725,997)	(6,671,589,171)
Other income	31	93,481,698	66,324,095
Operating profit		1,675,982,014	1,590,635,643
Gain from sale of brands		540,300,000	403,900,000
Investment impairment provision	9	(30,000,000)	(30,000,000)
Net finance costs	32	(440,966,676)	(202,802,570)
Profit before contribution to WPPF		1,745,315,338	1,761,733,073
Contribution to WPPF	25.1	(87,265,767)	(88,086,654)
Profit before tax		1,658,049,571	1,673,646,419
Income tax expense	33		
Current tax		(691,377,463)	(456,540,049)
Deferred tax income/(expense)		350,759,874	26,440,165
		(340,617,590)	(430,099,884)
Profit after tax		1,317,431,981	1,243,546,535
Earnings per share	34		
Basic earnings per share		27.33	25.80

The annexed notes 1 to 42 form an integral part of these financial statements.

Managing Director

Director

Company Secretary

As per our report of same date.

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 

Dhaka, 25 October 2018



# Advanced Chemical Industries Limited Statement of Profit or Loss and other Comprehensive Income

In Taka Note	For the year ended 30 June 2018	For the year ended 30 June 2017
The take	00 34110 2010	00 34110 2017
Profit after tax	1,317,431,981	1,243,546,535
Other comprehensive income		
Items that may be reclassified subsequently to profit or loss		
Change in fair value of available-for-sale financial assets 18.1	183,198,792	109,317,275
Related tax on available-for-sale of financial assets	(18,319,879)	(10,931,728)
	164,878,913	98,385,547
Other comprehensive income, net of tax	164,878,913	98,385,547
Total comprehensive income	1,482,310,894	1,341,932,082

The annexed notes 1 to 42 form an integral part of these financial statements.

Managing Director

Director

Company Secretary

As per our report of same date.

Hoda Vasi Chowdhury & Co. Chartered Accountants

Dhaka, 25 October 2018



# Advanced Chemical Industries Limited Statement of Changes in Equity

For the year ended 30 June 2018

Parale								
Capital premium reserve 438,204,010 402,310,367 1,671,386		Share	Share	Capital	Available for sale	Revaluation	Retained	Total
43,8204,010 402,310,367 1,671,386  43,820,401  43,820,401  43,820,401  43,820,401  - 43,820,401		capital	premium	reserve	reserve	reserve	earnings	equity
43,820,401	43	38,204,010	402,310,367	1,671,386	301,581,119 3	3,075,540,947	8,773,168,785	12,992,476,615
43,820,401	come							
43,820,401		1	1	1	•	•	1,317,431,981	1,317,431,981
43,820,401	ome-net of tax	-	1	1	164,878,913	•	1	164,878,913
43,820,401  43,820,401  - 43,820,401	ıcome	•	1	'	164,878,913	•	1,317,431,981	1,482,310,894
43,820,401  43,820,401  - 43,820,401	ers of the Company							
39,836,720  39,836,720	ear 2016-2017	43,820,401	1	•		ı	(43,820,401)	1
43,820,401	e year 2016-2017	1	1	1	1	•	(175,281,604)	(175,281,604)
Share Share Capital capital premium reserve 398,367,290 402,310,367 1,671,386		43,820,401	ı	1	1	1	(219,102,005)	(175,281,604)
Share Share Capital capital capital premium reserve 398,367,290 402,310,367 1,671,386		43,820,401	1	1	,	•	(219,102,005)	(175,281,604)
Share Share Capital capital capital premium reserve 398,367,290 402,310,367 1,671,386	d directly in equity							
Share Share Capital capital capital premium reserve 398,367,290 402,310,367 1,671,386	reserve	1	1	1		1	•	1
Share Share Capital capital capital premium reserve 398,367,290 402,310,367 1,671,386	gnised directly in equity	1	1	1				
Share Share Capital capital premium reserve 398,367,290 402,310,367 1,671,386		82,024,411	402,310,367	1,671,386	466,460,032 3	3,075,540,947	9,871,498,761	14,299,505,906
Share Share Capital capital premium reserve 398,367,290 402,310,367 1,671,386						Fo	For the year ended 30 June 2017	d 30 June 2017
398,367,290 402,310,367 1,671,386		Share	Share	Capital	Available for sale	Revaluation	Retained	Total
398,367,290 402,310,367 1,671,386			5				56	Shaha
39,836,720	36	98,367,290	402,310,367	1,671,386	203,195,572 3	3,075,540,947	7,868,234,438	11,949,320,000
39,836,720	ıcome							
39,836,720		1	1	1	•	•	1,243,546,535	1,243,546,535
39,836,720	ome-net of tax	•	•	1	98,385,547	•	•	98,385,547
	ıcome	ı		•	98,385,547	•	1,243,546,535	1,341,932,082
	ers of the Company							
	2015	30 836 720	1	1	,	1	(30 836 720)	
		087,000,70					(29,750,75)	(298 775 468)
		39,836,720	1	1		1	(338,612,188)	(298,775,468)
Transactions recognised directly in equity  Realisation of revaluation reserve  Total transactions recognised directly in equity		39,836,720	1	1		1	(338,612,188)	(298,775,468)
Realisation of revaluation reserve  Total transactions recognised directly in equity	d directly in equity							
Total transactions recognised an edity in equity	reserve	1	1		1			
Balance at 30 June 2017 438 204 010 402 310 367 1 671 386 301 581 1		38 204 010	402 310 367	1,671,386	301 581 119 3	3.075.540.947	8 773 168 785	12 992 476 615
000,110,1		٥٠,١٠٥		)			>> 10010	01010111111111

The annexed notes 1 to 42 form an integral part of these financial statements.



# Advanced Chemical Industries Limited **Statement of Cash Flows**

	For the year ended	For the year ended
In Taka Note	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash receipts from customers and others	19,841,304,783	17,022,466,177
Cash paid to suppliers and employees	(18,900,393,531)	(17,128,035,250)
Cash generated from operating activities	940,911,252	(105,569,073)
Paid to WPPF	(61,041,869)	(39,601,403)
Interest paid	(411,979,218)	(174,043,022)
Income tax paid	(454,213,222)	(536,570,940)
	(927,234,309)	(750,215,365)
Net cash (used in)/generated from operating activities* 16.3	13,676,943	(855,784,438)
	· · · · · · · · · · · · · · · · · · ·	, , , , , , , , , , , , , , , , , , , ,
Cash flows from investing activities		
Acquisition of property, plant and equipment	(988,449,558)	(868,783,938)
Payments for capital work in progress	(341,941,897)	(819,504,076)
Sale proceeds from property, plant and equipment	2,813,894	7,500,830
Sale proceeds from brands	403,900,000	292,900,000
Dividend received	38,955,063	50,988,115
Investment	(336,995,000)	(86,807,000)
Net cash (used in)/generated from investing activities	(1,221,717,498)	(1,423,706,069)
Cash flows from financing activities	(4.5== (45.445)	(000 000 177)
Inter-company debts received/(paid)	(4,277,618,143)	(990,980,155)
Dividends paid	(171,500,640)	(341,376,360)
Payment for finance lease	+	(519,686)
Short-term bank loan received/(paid)	4,068,923,959	4,311,941,976
Long-term bank loan and other liabilities received/(paid)	132,503,185	(44,265,498)
Net cash (used in)/generated from financing activities	(247,691,639)	2,934,800,277
Net increase/(decrease) in cash and cash equivalents	(1,455,732,194)	655,309,770
Opening cash and cash equivalents	162,226,400	(493,083,370)
Closing cash and cash equivalents at reporting date	(1,293,505,794)	162,226,400
otosting dash and dash equivalents at reporting date	(1,270,000,771)	102,220,100
Closing cash and cash equivalents represent:		
Cash and cash equivalents 16	1,081,128,975	699,121,707
Bank overdraft 22	(2,374,634,769)	(536,895,307)
	(1,293,505,794)	162,226,400
Net Operating Cash Flows Per Share (NOCFPS)	0.28	(17.75)
rect operating easily lows rel shale (NOCLES)	0.20	(17.75)

<sup>\*</sup>See Note 16.3 for reconciliation of net operating cash flow.

The annexed notes 1 to 42 form an integral part of these financial statements.



# **Advanced Chemical Industries Limited Consolidated Statement of Financial Position**

In Taka	Note	30 June 2018	30 June 2017
Assets			
Property, plant and equipment	8(a)	23,017,048,759	19,453,928,098
Equity-accounted investees	9(a).1	1,143,314,786	1,067,888,774
Other investments	9(a).2	735,339,955	515,115,470
Intangible assets	10(a)	118,237,964	85,910,725
Non-current assets	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	25,013,941,464	21,122,843,066
Inventories	11(a)	11,792,577,831	10,550,939,071
Trade receivables	12(a)	10,963,329,914	8,530,045,056
Other receivables	13(a)	1,099,973,493	912,543,208
Inter-company receivables	14(a)	10,907,763	13,277,557
Advances, deposits and prepayments	15(a)	4,433,434,344	4,328,616,073
Cash and cash equivalents	16(a)	2,131,550,039	1,511,754,437
Current assets	. , ,	30,431,773,384	25,847,175,402
Total assets		55,445,714,849	46,970,018,468
Emilia			
Equity Chara conital		402 024 411	420 204 010
Share capital		482,024,411	438,204,010
Share premium	18(a)	402,310,367	402,310,367
Reserves	18(a)	4,744,427,788	4,579,908,446
Retained earnings Equity attributable to the owners of the compa	202	5,451,050,123 11,079,812,689	5,153,137,802 10,573,560,625
Non-controlling interest	arry	(59,418,941)	65,498,322
Total equity		11,020,393,747	10,639,058,948
Total equity		11,020,393,747	10,037,036,746
Liabilities			
Employee benefits	19(a)	994,107,783	788,032,113
Long term bank loan	20(a)	7,972,367,343	5,151,447,744
Deferred tax liabilities	21(a)	378,990,924	724,314,235
Non-current liabilities		9,345,466,050	6,663,794,092
Bank overdraft	22(a)	4,159,153,500	1,696,737,293
Loans and borrowings	23(a)	21,933,605,080	19,680,268,387
Trade payables	24(a)	2,252,947,112	2,347,414,417
Other payables	25(a)	3,924,141,882	3,325,117,640
Current tax liabilities	27(a)	2,810,007,478	2,617,627,690
Current liabilities		35,079,855,052	29,667,165,427
Total liabilities		44,425,321,102	36,330,959,519
Total equity and liabilities		55,445,714,849	46,970,018,468
Consolidated Net Asset Value (NAV) per sh	nare	229.86	219.36

The annexed notes 1 to 42 form an integral part of these financial statements.

Managing Director

Director

Company Secretary

As per our report of same date.



# Advanced Chemical Industries Limited **Consolidated Statement of Profit or Loss**

		For the year	For the year
		ended	ended
In Taka	Note	30 June 2018	30 June 2017
Revenue	28(a)	56,123,321,109	47,668,027,608
Cost of sales	29(a)	(40,257,620,969)	(33,563,743,344)
Gross profit		15,865,700,140	14,104,284,264
Administrative, selling and distribution expenses	30(a)	(12,782,328,798)	(10,901,743,654)
Other income	31(a)	161,703,349	82,477,299
Operating profit		3,245,074,690	3,285,017,909
Gain from sale of Brands		540,300,000	403,900,000
Share of profit of equity accounted investees		35,426,012	143,913,167
Net Finance costs	32(a)	(2,231,054,208)	(1,457,820,520)
Profit before contribution to WPPF		1,589,746,494	2,375,010,556
Contribution to WPPF		(168,083,901)	(186,023,965)
Profit before tax		1,421,662,593	2,188,986,591
Income tax expense	33(a)		
Current tax		(1,374,709,885)	(1,166,431,472)
Deferred tax income/(expense)		363,597,434	13,393,333
		(1,011,112,451)	(1,153,038,139)
Profit after tax		410,550,142	1,035,948,452
Profit attributable to			
Equity holders of the company		517,014,325	1,065,163,424
Non-controlling interests		(106,464,183)	(29,214,972)
		410,550,142	1,035,948,452
Earnings per share	34(a)		
Basic earnings per share		10.73	22.10

The annexed notes 1 to 42 form an integral part of these financial statements.

Managing Director

Director

Company Secretary

As per our report of same date.



# Advanced Chemical Industries Limited Consolidated Statement of Profit or Loss and other Comprehensive Income

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Profit after tax	410,550,142	1,035,948,452
Other comprehensive income		
Items that may be reclassified subsequently to profit or loss		
Change in fair value of available-for-sale financial assets	182,741,226	109,272,217
Related tax on available-for-sale of financial assets	(18,274,123)	(10,927,222)
Other comprehensive income, net of tax	164,467,103	98,344,995
Total comprehensive income	575,017,245	1,134,293,447
Total comprehensive income attributable to		
Equity holders of the Company		
Profit after tax	517,014,325	1,065,163,424
Other comprehensive income	164,519,341	98,350,141
·	681,533,666	1,163,513,565
Non-controlling interests		
Profit after tax	(106,464,183)	(29,214,972)
Other comprehensive income	(52,238)	(5,146)
-	(106,516,421)	(29,220,118)
Total comprehensive income	575,017,245	1,134,293,448

The annexed notes 1 to 42 form an integral part of these financial statements.

Managing Director

Director

Company Secretary

As per our report of same date.

# Consolidated Statement of Changes in Equity Advanced Chemical Industries Limited

For the year ended 30 June 2018

			Attributable	Attributable to owner of the Company	the Company				
	Share	Share	Capital	Available for	Revaluation	Retained		Non-controlling	Total
In Taka	capital	premium	reserve	sale reserve	reserve	earnings	Total	interests	equity
Balance at 1 July 2017	438,204,010	402,310,367	1,671,386	300,303,539	4,277,933,521	5,153,137,802	10,573,560,627	65,498,322	10,639,058,949
Total comprehensive income						E17 014 92E	E17 011 20E	(106 164 102)	410 EEO 142
Other comprehensive income-net of tax		'		164.519.341			164,519,341	(100, 404, 163) (52, 238)	164,467,103
Total comprehensive income				164,519,341		517,014,325	681,533,666	(106,516,421)	575,017,245
Transactions with owners of the Company									
Contributions and distributions									
Issuance of bonus shares for the year 2016-2017	43,820,401	•	•	•	•	(43,820,401)	•	•	
Final dividend paid for the year 2016-2017	•	•	•	•	•	(175,281,604)	(175,281,604)	(31,400,843)	(206,682,447)
Amount receivable from Non-controlling interest	•	•	•	•	1	•	•	13,000,000	13,000,000
Total contributions and distributions	43,820,401	•	1		1	(219,102,005)	(175,281,604)	(18,400,843)	(193,682,447)
Total transactions with owners of the Company	43,820,401			1		(219,102,005)	(175,281,604)	(18,400,843)	(193,682,447)
Transactions recognised directly in equity									
Realisation of revaluation reserve	•	•	•	•	•	•	•	•	
Total transactions recognised directly in equity									
Balance at 30 June 2018	482,024,411	402,310,367	1,671,386	464,822,880	4,277,933,521	5,451,050,123	11,079,812,689	(59,418,941)	11,020,393,747
							Ā	For the year ended 30 June 2017	d 30 June 2017
			Attributable	Attributable to owner of the Company	the Company				
	Share	Share	Capital	Available for	Revaluation	Retained		Non-controlling	Total
In Taka	capital	premium	reserve	sale reserve	reserve	earnings	Total	interests	equity
Balance at 1 July 2016	398,367,290	402,310,367	1,671,386	201,953,398	4,277,933,521	4,426,586,566	9,708,822,529	137,066,072	9,845,888,601
Total comprehensive income									
Profit after tax	•	•	•	1	•	1,065,163,424	1,065,163,424	(29,214,972)	1,035,948,452
Other comprehensive income-net of tax	•			98,350,141			98,350,141	(5,146)	98,344,995
Total comprehensive income	'	'	'	98,350,141	'	1,065,163,424	1,163,513,565	(29, 220, 118)	1,134,293,448
Transactions with owners of the Company									
Issuance of bonus shares for the year 2015	39,836,720	•	•	•	•	(39,836,720)	,	•	•
Interim dividend paid for the year 2016-2017	•	1	1	1	1	(298,775,468)	(298,775,468)	(41,867,790)	(340,643,258)
Impact of change in non controlling interest	•	•	1	1	1	1	•	(5,679,842)	(5,679,842)
Capital paid by non controlling interest	1 00		1	1	1	- (000)	- 1000	5,200,000	5,200,000
lotal contributions and distributions	39,836,720					(338,612,188)	(298,775,468)	(42,347,632)	(341,123,100)
Total transactions with owners of the Company	39,836,720		•		1	(338,612,188)	(298,775,468)	(42,347,632)	(341,123,100)
Transactions recognised directly in equity									
realisation of levaluation leselive									
lotal transactions recognised directly in equity	1 00	' '	1 00	1 00	1 000	1 00			
Balance at 30 June 2017	438,204,010	402,310,367	1,671,386	300,303,539	4,277,933,521	5,153,137,802 10,573,560,627	10,5/3,560,62/	65,498,322	10,639,058,949

The annexed notes 1 to 42 form an integral part of these financial statements.





# **Advanced Chemical Industries Limited Consolidated Statement of Cash Flows**

	For the year ended	For the year ended
In Taka Note	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash receipts from customers and others	53,319,667,971	44,798,094,064
Cash paid to suppliers and employees	(52,550,674,240)	(44,859,455,017)
Cash generated from operating activities	768,993,730	(61,360,954)
Paid to WPPF	(142,223,475)	(65,744,726)
Interest paid	(2,187,434,771)	(1,410,611,580)
Income tax paid	(1,130,994,203)	(1,337,600,617)
	(3,460,652,449)	(2,813,956,923)
Net cash from/(used in) operating activities * 16.1 (a)	(2,691,658,718)	(2,875,317,877)
Cash flows from investing activities		
Acquisition of property, plant and equipment	(1,372,072,856)	(1,871,694,461)
Payments for capital work in progress	(2,995,905,918)	(3,267,474,546)
Sale proceeds from property, plant and equipment	11,584,139	9,886,021
Sale proceeds from brands	403,900,000	292,900,000
Dividend received	2,855,906	2,855,905
Investment	(70,609,433)	430,830
Net cash from/(used in) investing activities	(4,020,248,162)	(4,833,096,251)
Cash flows from financing activities		
Payment as dividend to non-controlling interest	(31,099,579)	(106,990,270)
Inter-company debts received/(paid)	(2,369,794)	(63,930)
Dividend paid	(171,500,640)	(341,376,360)
Proceeds from issue of shares	-	5,200,000
Payment for finance lease	-	(1,840,503)
Short-term bank loan received/(paid)	2,253,336,694	6,469,158,400
Long-term bank loan and other liabilities received/(paid)	2,820,919,598	2,417,283,028
Net cash from/(used in) financing activities	4,869,286,278	8,441,370,365
Net increase/(decrease) in cash and cash equivalents	(1,842,620,605)	732,956,237
Opening cash and cash equivalents	(184,982,856)	(917,939,093)
Cash and cash equivalents at reporting date	(2,027,603,461)	(184,982,856)
Closing balance represents		
Cash and cash equivalents 16(a)	2,131,550,039	1,511,754,437
Bank overdraft 22(a)	(4,159,153,500)	(1,696,737,293)
	(2,027,603,461)	(184,982,856)
Consolidated Net Operating Cash Flows Per Share (NOCFPS)	(55.84)	(59.65)

<sup>\*</sup>See Note 16.1 (a) for reconciliation of consolidated net operating cash flow.

The annexed notes 1 to 42 form an integral part of these financial statements.



### Advanced Chemical Industries Limited **Notes to the Financial Statements**

as at and for the year ended 30 June 2018

### Reporting entity

### 1.1 Company profile

Advanced Chemical Industries Limited (ACI Limited) is a public limited company incorporated in Bangladesh on 24 January 1973 as ICI Bangladesh Manufacturers Limited. The registered office of the Company is at 245 Tejgaon Industrial Area, Dhaka-1208 in Bangladesh.

The consolidated financial statements of the Company as at and for the year ended 30 June 2018 comprise the Company's and its subsidiaries (together referred to as the ""Group"" and individually as ""Group entities"") and the Group's interest in associates and jointly controlled entities.

The Company is listed with Dhaka Stock Exchange Limited (DSE) and Chittagong Stock Exchange Limited (CSE).

### 1.2 Nature of business

The Company is primarily involved in manufacturing of pharmaceuticals, consumer brands, animal health care products and marketing them along with fertilizer, seeds and other agricultural items.

### 1.3 Description of subsidiaries

### 1.3.1 ACI Formulations Limited

The company was incorporated on 29 October 1995 as a private limited company under the Companies Act 1994. It was converted to public limited company on 4 May 2005 and listed with both Dhaka Stock Exchange Limited (DSE) and Chittagong Stock Exchange Limited (CSE) on 30 October 2008. The principal activities of the company are manufacturing and marketing of a number of agrochemical and consumer products.

### 1.3.2 ACI Salt Limited

The company was incorporated on 13 June 2004 as a private limited company under the Companies Act 1994. The principal activity of the company is manufacturing and marketing of edible branded salt.

### 1.3.3 ACI Foods Limited

The company was incorporated on 14 September 2006 as a private limited company under the Companies Act 1994. The main objectives of the company are manufacturing, processing and marketing of different food items including spices and different snack items.

### 1.3.4 ACI Pure Flour Limited

The company was incorporated on 29 August 2006 as a private limited company under the Companies Act 1994. The main objectives of the company are to carry on the business of milling, processing, packaging and marketing of wheat flour products.

### 1.3.5 ACI Agrolink Limited

The company was incorporated on 4 July 2006 as a private limited company under the Companies Act 1994. The main objectives of the company are to carry on the business of manufacturing, formulating and packaging of pesticide, fertilizer, plant nutrient, animal food and other nutrient products.



### 1.3.6 ACI Motors Limited

The company was incorporated on 11 December 2007 as a private limited company under the Companies Act 1994. The main objectives of the company are to carry on the business of buying, selling, importing and assembling of vehicles for both agricultural and non-agricultural use including other agricultural equipment and supplying of spare parts and providing service facilities for these vehicles and equipment.

The company has a distribution agreement with India Yamaha Motors Private Ltd. for an initial term of three years to sell and distribute YAMAHA brand motorcycles and parts in Bangladesh.

### 1.3.7 Creative Communication Limited

The company was incorporated on 2 September 2007 as a private limited company under the Companies Act 1994. The principal activities of the company are managing media solutions and similar services for different clients including television commercials and other advertisement and promotion related activities.

### 1.3.8 Premiaflex Plastics Limited

The company was incorporated on 11 June 2007 as a private limited company under the Companies Act 1994. The main objectives of the company are to carry out the business of manufacturing and marketing of plastic products, flexible printing and other ancillary business associated with plastic and flexible printing. The Company commenced its commercial production from 1 December 2008.

It has started Consumer Plastics from July 2017 with a promise in mind to deliver premium quality plastic made products for its customers.

### 1.3.9 ACI Logistics Limited

The company was incorporated on 29 April 2008 as a private limited company under the Companies Act 1994. The main objective of the company is to set-up nationwide retail outlets in order to facilitate the improvement in goods marketing efficiency and to provide a modern self service shopping option to customers.

### 1.3.10 ACI Edible Oils Limited

The company was incorporated on 13 December 2010 as a private limited company under the Companies Act 1994. The main objective of the company is to carry out the business as manufacturing as well as trading of all kinds of crude and refined edible oils, edible fats, food grade chemicals, cleansing materials, preservatives and other allied food products.

### 1.3.11 ACI HealthCare Limited

The company was incorporated on 18 February 2013 as a public limited company under the Companies Act 1994. The principal activities of the company are to be manufacturing and marketing of pharmaceutical products for regulated markets. The company is yet to start its commercial operation.

### 1.3.12 ACI Chemicals Limited

The company was incorporated on 26 November 2013 as a private limited company under the Companies Act 1994. The main objective of the company is to represent foreign and local principals and market and promote their products and process and engage in the service of indenting on their behalf.



### 1.3.13 ACI Biotech Limited

The company was incorporated in Bangladesh on 22 November 2016 as a private limited company under the Companies Act 1994. The principal activities of the company are to carry out the business of manufacturing and marketing of Biosimilar pharmaceutical products. Currently the production facility is under construction process.

### 1.3.14 Infolytx Bangladesh Limited

Infolytx Bangladesh Limited is a private limited company incorporated on 23 July 2015 under the Companies Act 1994 being a 60% owned subsidiary of ACI Limited incorporated in Bangladesh having its registered office situated at 245, Tejgaon I/A, Dhaka. The main objective of the company is to develop computer software focusing on leading edge technologies with an aim of varied range of offerings.

### 2 Basis of accounting

### 2.1 Statement of compliance

The consolidated financial statements have been prepared in accordance with Bangladesh Accounting Standards (BASs), Bangladesh Financial Reporting Standards (BFRSs), the Companies Act 1994, the Securities and Exchange Rules 1987 and other applicable laws and regulations.

### 2.2 Date of authorisation

The audited consolidated financial statements as well as separate financial statements for the year ended 30 June 2018 were authorised by the Board of Directors on 25 October 2018 for publication.

### 2.3 Basis of measurement

The financial statements have been prepared on historical cost basis except for certain assets which are stated either at revalued amount or fair market value as explained in the accompanying notes.

### 3 **Functional and presentational currency**

These financial statements are presented in Bangladesh Taka (Taka/TK/BDT), which is both functional and presentation currency of the Company. The amounts in these financial statements have been rounded off to the nearest Taka, unless stated otherwise indicated. Because of these rounding off, in some instance the total may not match the sum of individual balance.

### 4 Use of judgments and estimates

In preparing these financial statements, management has made judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revision to estimates are recognised prospectively.

### 4.1 **Judgements**

Information about judgements made in applying accounting policies that have the most significant effects on the amounts recognised in the consolidated financial statements is included in the following notes:

Basis of consolidation Note 6C

Note 6D Revenue Note 6N Leases



### **Assumptions and estimation uncertainties** 4.2

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment in the year ended 30 June 2018 is included in the following notes:

Note 6L, 8 and 8(a) Property, plant and equipment

Note 6K, 11 and 11(a) **Inventories** 

Note 60, 12 and 12(a) Trade receivables Note 60, 13 and 13(a) Other receivables

Note 60, 14 and 14(a) Intercompany receivables

Note 6F, 19 and 19(a) Employee benefits Note 6H, 21 and 21(a) Deferred tax liabilities Note 6H, 27 and 27(a) Provision for tax

Note 36 Commitments Note 6T and 38 Contingencies

Note 6C and 9(a) Acquisition of subsidiary

When measuring the fair value of an asset or a liability, the Group uses market observable data as far as possible. Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

Level 1 : quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 : inputs other than quoted prices included in Level 1 that are observable for the

asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from

prices).

Level 3 : inputs for the asset or liability that are not based on observable market data

(unobservable inputs).

If the inputs used to measure the fair value of an asset or a liability might be categorised in different levels of the fair value hierarchy, then the fair value measurement is categorised in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement.

The Group recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

### 5 Reporting period

The financial period of the Company covers one year from 1 July 2017 to 30 June 2018 and is being following consistently.

Financial period of associate is:

Asian Consumer Care (Pvt.) Limited From 1 April to 31 March

For the purpose of consolidation, additional financial information of the associate was prepared as of 30 June 2018 to enable the Group to consolidate the financial result of the associates. However, the figures involved in the aforesaid associate company up to 30 June 2018 from the end of their accounting years was insignificant.



### 6 Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements.

Set out below is an index of the significant accounting policies, the details of which are available on the current and following pages:

- Current versus non-current classification
- В Offsetting
- C Basis of consolidation
- Revenue D
- Ε Foreign currency transactions
- F Employee benefits
- G Finance income and finance costs
- Н Income tax
- Biological assets
- Investment
- **Inventories** Κ
- Property, plant and equipment
- M Intangible assets and goodwill
- Ν
- 0 Financial instruments
- Р Share capital
- Q **Provisions**
- R Impairment
- S Going concern
- Т Contingencies
- U Statement of cash flows
- V Earnings per share (EPS)
- W Events after the reporting period
- Dividends Χ
- Materiality and aggregation
- Standards issued but not yet effective Ζ

### Current versus non-current classification

The Group presents assets and liabilities in statement of financial position based on current/non-current classification. An asset is current when it is:

- expected to be realised in normal operating cycle, or
- due to be realised within twelve months after the reporting period, or
- iii) held primarily for the purpose of trading, or
- iv) used or exchanged to settle a liability for at least twelve months after the reporting period.

All other assets are classified as non-current.

A liability is current when it is:

- expected to be settled in normal operating cycle, or
- due to be settled within twelve months after the reporting period, or
- iii) held primarily for the purpose of trading, or
- iv) there is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

The Group classifies all other liabilities as non-current.



### В Offsetting

The Group reports separately both assets and liabilities, and income and expenses, unless required by an applicable accounting standard or offsetting reflects the substance of the transaction and such offsetting is permitted by applicable accounting standard.

Cash receipts and payments on behalf of customers when the cash flows reflect the activities of the customer rather than those of the entity and cash receipts and payments for items in which the turnover is quick, the amounts are large, and the maturities are short are presented net in the statement of cash flows.

### C **Basis of consolidation**

### (i) Subsidiaries

Subsidiaries are entities controlled by ACI Limited. ACI Limited controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries have been included in the consolidated financial statements from the date on which control commences until the date on which control ceases. The accounting policies of subsidiaries have been changed when necessary to align them with the policies adopted by ACI Limited.

### (ii) Non-controlling interests

Non-controlling interest (NCI) is the equity interest in a subsidiary not attributable to ACI Limited. NCI is measured at subsidiaries' proportionate share of identifiable net assets.

### (iii) Interests in equity-accounted investees

The ACI Limited's interests in equity-accounted investees comprise interests in associates and joint ventures.

Associates are those entities in which ACI Limited has significant influence, but not control or joint control, over the financial and operating policies. A joint venture is an arrangement in which ACI Limited has joint control, whereby ACI Limited has rights to the net assets of the arrangement, rather than rights to its assets and obligations for its liabilities.

Interests in associates and the joint ventures are accounted for using the equity method. They are initially recognised at cost.

### (iv) Loss of control

When ACI Limited loses control over a subsidiary, it derecognises the assets and liabilities of the subsidiary and any related NCI and other components of the equity. Any resulting gain or loss is recognised in the profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost.

### (v) Transactions eliminated on consolidation

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised gains arising from transactions with equity accounted investees are eliminated against the investment to the extent of ACI Limited's interest in the investee. Unrealised losses, if any, are eliminated in the same way as unrealised gains but only to the extent that there is no evidence of impairment.

### D Revenue

### (i) Sale of goods

Revenue is recognised when the significant risks and rewards of ownership have been transferred to the customers, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing involvement with the goods, and the amount of revenue can be measured reliably. Revenue is measured net of value added tax, trade discount, returns and allowances (if any). In case of cash delivery, revenue is recognised when delivery is made and cash is received by the Group.



### (ii) Rendering of services

Revenue from rendering of services is recognised in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed based on surveys of work performed.

### (iii) Commissions

When the Group acts in the capacity of an agent rather than as the principal in a transaction, the revenue is recognised in the net amount of commission earned by the Group.

### (iv) Dividend income

Dividend income is recognised when the right to receive payment of such dividend is established.

### Ε Foreign currency transactions

Transactions in foreign currencies are translated at the exchange rate prevailing on the date of transactions. Monetary assets and liabilities denominated in foreign currencies are translated at exchange rates prevailing at the date of statement of financial position. Foreign currency differences are generally recognised in the statement of profit and loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of transactions.

### F **Employee benefits**

### (i) Short-term employee benefits

Short-term employee benefits are expensed as the related service is provided. A liability is recognised for the amount expected to be paid if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

### (ii) Defined contribution plan (provident fund)

The Group operates a recognised provident fund scheme where employees contribute 8% of their basic salary with equal contribution by the Group. The provident fund is considered as defined contribution plan being managed by a Board of Trustees.

### (iii) Defined benefit plan (gratuity)

The Group operates an unfunded gratuity scheme, provision in respect of which is made annually covering all permanent eligible employees. The Employees' Gratuity Fund is being considered as defined benefit plan.

Defined benefit plan is a retirement benefit plan under which amounts to be paid as retirement benefits are determined by reference to employees' earnings and year of services. The rate used to discount post employment benefit obligations is determined by reference to the rate stated in the actuarial report. Actuarial valuation of gratuity scheme has been made as on 30 June 2018 by independent actuarial valuer to assess the adequacy of the liabilities provided for the schemes.

### (iv) Workers' profit participation fund

The Group operates funds for workers as "Workers' Profit Participation Fund" and 5% of the profit before charging such expense have been transferred to this fund as per section 234 of the Labour Act 2006 (amended in 2013).

### G Finance income and finance costs

The Group's finance income and finance costs include:

- · interest income and
- interest expense:

Interest income or expense is recognised using the effective interest method.



### н Income tax

Income tax expense comprises current and deferred tax. It is recognised in profit or loss except to the extent that it relates to items recognised directly in equity or in OCI (Other Comprehensive Income).

### (i) Current tax

Current tax comprises the expected tax payable or receivable on the taxable income or loss for the year and any adjustment to tax payable or receivable in respect of previous years. The amount of current tax payable is the best estimate of the tax amount expected to be paid that reflects uncertainty related to income tax, if any. Current tax assets/liabilities are offset if certain criteria are met. It is measured using tax rates enacted or substantively enacted at the reporting period. The applicable tax rate for ACI Limited is currently 25%.

### (ii) Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for:

- temporary differences on the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss;
- temporary differences related to investments in subsidiaries to the extent that the Group is able to control the timing of the reversal of the temporary difference and it is probable that they will
- taxable temporary differences arising on the initial recognition of goodwill.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent it is probable that future taxable profits will be available against which they can be used. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are reversed when the probability of future taxable profits improve.

### ī. **Biological assets**

Biological assets are measured at fair value less cost to sell with any changes therein recognised in profit and loss.

### Investment

In the separate financial statements of ACI Limited, investment in subsidiaries, associates and joint ventures has been carried at cost as per BAS 27: Separate Financial Statements. All other investments categorised under 'Investment available for sale' and 'Held-to-maturity' are carried at fair value.

### **Inventories**

Inventories except materials in transit are measured at the lower of cost and net realisable value. The cost of inventories is based on the weighted average method, and includes expenditure incurred in acquiring the inventories, production or conversion costs and other costs incurred in bringing them to their existing location and condition. In the case of manufactured inventories and work-in-progress, cost includes an appropriate share of production overheads based on normal operation capacity.

Allowance for inventory is periodically recognised mainly on the basis of failure in quality control testing, net realisable value, non compliance testing, near to expiry etc. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

Material in transit represents the cost incurred up to the date of the statement of financial position for the items that were not received but the relative risk has been transferred till to the date of reporting. Inventory losses and abnormal losses are recognised as expenses.



### L Property, plant and equipment

### (i) Recognition and measurement

Items of property, plant and equipment are measured at cost or revaluation less accumulated depreciation. The items of property, plant and equipment were revalued in the year 2004, 2007, 2010 and 2015 by the firm of professional valuers on the basis of applicable methods including market value based method, premised on the accompanying narrative information and valuation methodology. When revalued assets are disposed off, the amounts included in the revaluation surplus are transferred to retained earnings.

Cost includes expenditure that is directly attributable to the acquisition of asset. The cost of self constructed asset includes the cost of material, direct labour and any other costs directly attributable to bringing the assets to the working condition for their intended use.

### (ii) Subsequent costs

Subsequent to initial recognition, cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Group and its cost can be measured reliably. All other repair and maintenance expenses are charged in statement of profit or loss as they are incurred.

### (iii) Depreciation

All items of property, plant and equipment have been depreciated on straight line basis. Depreciation on additions are charged in full from the month of acquisition and no depreciation is charged in the month of disposal. Depreciation is charged at the rates varying from 2.5% to 20% depending on the estimated useful lives of assets. No depreciation is charged for land and capital work-in-progress. The Group is following this policy consistently from past years.

The revalued items of property, plant and equipment are depreciated by writing off their revalued amount at the date of revaluation over their remaining estimated useful lives.

The estimated useful lives for the current and comparative of initially recognised property, plant and equipment period/years are as follows:

In years	30 June 2018	30 June 2017
Building	20-40	20-40
Plant and machinery	2-10	2-10
Furniture and fixture	5-10	5-10
Electrical and other appliances	2-10	2-10
Office machinery	2-15	2-15
Motor vehicles	2-5	2-5

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate. No significant adjustment in respect of items of property, plant and equipment was done in the year ended 30 June 2018.

### (iv) Capitalisation of borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are included in the cost of that asset as per Bangladesh Accounting Standard (BAS) -23, Borrowing cost. The capitalisation of such borrowing costs ceases when the asset is ready for intended use.

### (v) Capital work in progress

Capital work-in-progress represents the cost incurred for acquisition and/or construction of items of property, plant and equipment that were not ready for use at 30 June 2018 and these are stated at cost.



### (vi) Impairment

The carrying amount of the entity's non-financial assets, other than inventories and deferred tax assets (considered as disclosed separately under respective accounting standards), are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. However, no such conditions that might be suggestive of a heightened risk of impairment of assets existed at the reporting date.

### (vii) Retirement and disposals

An asset is derecognised on disposal or when no future economic benefits are expected from its use and subsequent disposals. Gains and losses arising from the retirement or disposal of an asset is determined as the difference between the net disposal proceeds and the carrying amount of the asset and is recognised as gain or loss from disposal of asset in profit or loss. When revalued assets are disposed of, the amounts included in the revaluation surplus are transferred to retained earnings.

### Intangible assets and goodwill M

### (i) Recognition and measurement

Expenditure on research activities, undertaken with the prospect of gaining new scientific or technical knowledge and understanding is recognised in the profit or loss as incurred.

Development activities involve a plan or design for the production of new and substantially improved products and process. Development expenditures, on an individual project, are recognised as an intangible asset when the Group can demonstrate all of the following:

- (a) the technical feasibility of completing the intangible asset so that it will be available for use or sale:
- (b) its intention to complete the intangible asset and use or sell it;
- (c) its ability to use or sell the intangible asset;
- (d) how the intangible asset will generate probable future economic benefits. Among other things, the entity can demonstrate the existence of a market for the output of the intangible asset or the intangible asset itself or, if it is to be used internally, the usefulness of the intangible asset;
- (e) the availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset;
- (f) its ability to measure reliably the expenditure attributable to the intangible asset during its development;

Other development expenditures are recognised in profit and loss as incurred. Development costs previously recognised as an expense are not recognised as an asset in a subsequent period. Following initial recognition of the development expenditure as an asset, the cost model is applied requiring the asset to be carried at cost less any accumulated amortisation and accumulated impairment losses. During the period of development, the asset is tested for impairment annually.

Internally generated intangible assets, excluding capitalised development costs, are not capitalised and expenditure is reflected in profit or loss in the year in which the expenditure is incurred.

### (ii) Amortisation

Amortisation is charged in profit or loss on a straight line basis over the estimated useful lives of intangible assets other than goodwill. Amortisation on additions are charged from the month of acquisition. Amortisation is charged at the rates of 10% to 20% depending on the estimated useful lives of assets and no amortisation is charged in the year of disposal.

The estimated useful life for the current intangible asset is as follows:

In years	30 June 2018	30 June 2017
Software	5 - 10	5 - 10

Amortisation methods, useful lives and residual values are reviewed at each reporting date.



### (iii) Retirement and disposals

An intangible asset is derecognised on disposal, or when no future economic benefits are expected from use or disposal. Gain or losses arising from derecognition of intangible assets, measured as the difference between the net disposal proceeds and the carrying amount of the assets are recognised in profit or loss.

### (iv) Goodwill

Goodwill arising on the acquisition of subsidiaries is measured at cost less accumulated impairment losses.

### (v) Software

Software, acquired by the Group and have finite useful life, are measured at cost less accumulated amortisation and any accumulated impairment losses.

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific assets to which it relates.

### N Leases

### (i) Finance lease

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership are classified as finance leases. Upon initial recognition, the leased asset is measured at an amount equal to the lower of its fair value and the present value of the minimum lease payments. Subsequent to initial recognition, the leased asset is accounted for in accordance with the accounting policy applicable to that asset.

### Depreciation

Depreciation is charged according to the policy applicable for the owned assets of the Group.

### Lease payments

Minimum lease payments made under finance leases are apportioned between the finance expense and the reduction of the outstanding liability. The finance expense is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

### (ii) Operating lease

All leases other than those which meet the definition of finance lease are treated as operating lease and are recognised in the statement of profit and loss. Payments made under operating leases are recognised in profit or loss. For non cancellable operating leases payments are recognised on a straight line basis over the term of the lease.

### 0 **Financial instruments**

Non-derivative financial instruments comprise investments in shares and term deposit, trade receivables, other receivables, intercompany receivables, cash and cash equivalents, trade payables, other payables, intercompany payables, share capital and interest-bearing borrowings.

### (i) Financial assets

The Group initially recognises receivables and deposits issued on the date when they are originated. All other financial assets are initially recognised on the trade date.

The Group derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantially all of the risks and rewards of ownership of the financial asset are transferred, or it neither transfers nor retains substantially all of the risks and rewards of ownership and does not retain control over the transferred asset.

The Group's financial assets comprise trade and other receivables, investment in shares and term deposit and cash and cash equivalents.



Trade, other and intercompany receivables

Trade, other and intercompany receivables are recognised at original invoiced amount. Receivables are stated at netted off provision for bad and doubtful debt and written off. Provision is made in the financial statements considering the uncertainty of recovery at the date of the statement of financial position and bad debts are written off when the debts became finally irrecoverable based on assessment and judgment made by senior management of the Group.

Investment in shares-other than the investment in subsidiaries, associates and joint ventures

Investment in shares are non-derivative financial assets that are designated as available-for-sale. Initially they are recognised at cost and subsequent to initial recognition, they are measured at fair value and changes therein, other than impairment losses and foreign currency differences on available-for-sale are recognised in other comprehensive income and presented in fair value reserve in equity. When an investment is derecognised, the gain or loss accumulated in equity is reclassified to profit or loss.

### Investment in term deposit

The Group has the positive intent and ability to hold term deposit to maturity, and as such financial assets are classified as held to maturity. Held-to-maturity financial assets are recognised at fair value plus any directly attributable transaction cost.

### Cash and cash equivalents

Cash and cash equivalents comprise cash balances and all call deposits with original maturities of three months or less. Bank overdrafts that are repayable on demand and form an integral part of the Group's cash management are included as a component of cash and cash equivalents for the purpose only of the statement of cash flows.

### (ii) Financial Liabilities

The Group initially recognises financial liabilities on the transaction date at which the Group becomes a party to the contractual provisions of the liability. The Group recognises such financial liability when its contractual obligations arising from past events are certain and the settlement of which is expected to result in an outflow from the entity of resources embodying benefits.

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled, or expired.

The Group's financial liabilities comprise trade and other payables and interest-bearing borrowings.

### Trade payables

Trade payables are recognised at fair value.

### Interest-bearing borrowings

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using the effective interest method less any impairment losses.

### (iii) Offsetting a financial asset and a financial liability

Financial assets and financial liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group has a legal right to offset the amounts and intends either to settle them on a net basis or to realise the asset and settle the liability simultaneously.

### P **Share capital**

Ordinary shares are classified as equity. Incremental cost directly attributable to the issue of ordinary shares are recognised as a deduction from equity, net of any tax effect.



### Q **Provisions**

A provision is recognised in the statement of financial position when the Group has a legal or constructive obligation as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at the end of each reporting period and adjusted to reflect the current best estimate. If it is probable that an outflow of resources embodying economic benefits are required to settle the obligation, the provision are reversed.

### R **Impairment**

### (i) Financial assets

Financial assets are assessed at each reporting date to determine whether there is objective evidence of impairment. Objective evidence that financial assets are impaired includes:

- default or delinquency by a debtor;
- restructuring of an amount due to the Group on terms that the Group would not consider otherwise;
- indications that a debtor or issuer will enter bankruptcy;
- adverse changes in the payment status of borrowers or issuers; or
- observable data indicating that there is measurable decrease in expected cash flows from a company of financial assets.

The Group considers evidence of impairment for these assets at both an individual asset and a collective level. All individually significant assets are individually assessed for impairment. Those found not to be impaired are then collectively assessed for any impairment that has been incurred but not yet individually identified. Assets that are not individually significant are collectively assessed for impairment. Collective assessment is carried out by grouping together assets with similar risk characteristics.

In assessing collective impairment, the Group uses historical information on the timing of recoveries and the amount of loss incurred, and makes an adjustment if current economic and credit conditions are such that the actual losses are likely to be greater or lesser than suggested by historical trends.

An impairment loss is calculated as the difference between an asset's carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognised in profit or loss and reflected in an allowance account. When the Group considers that there are no realistic prospects of recovery of the asset, the relevant amounts are written off. If the amount of impairment loss subsequently decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, then the previously recognised impairment loss is reversed through profit or loss.

### (ii) Non-financial assets

At each reporting date, the Group reviews the carrying amounts of its non-financial assets (other than deferred tax assets) to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or CGUs (Cash-generating units).

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. Value in use is based on the estimated future cash flows, discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

An impairment loss is recognised in profit or loss if the carrying amount of an asset or CGU exceeds its recoverable amount.



### S Going concern

The Group has adequate resources to continue in operation for the foreseeable future. For this reason the management continues to adopt going concern basis in preparing the financial statements. The current resources of the Company provide sufficient fund to meet the present requirements of its existing business.

During the period/year under review, following two of the subsidiaries of ACI Limited have following results and financial position:

### **ACI Logistics Limited**

	As at/For the year ended	As at/For the year ended
	30 June	30 June
In Taka	2018	2017
Loss after tax	1,351,405,724	1,350,901,003
Accumulated loss	8,910,275,311	7,558,869,587
Current liabilities exceeds current assets	5,782,418,625	6,487,952,367
Paid up capital	360,000,000	360,000,000
Dues to banks and financial lease company	6,399,458,261	8,695,670,414

### **ACI Foods Limited**

	As at/For the year ended	As at/For the year ended
	30 June	30 June
In Taka	2018	2017
Loss after tax	286,710,509	117,417,996
Accumulated loss	1,714,140,554	1,427,430,045
Current liabilities exceeds current assets	2,217,300,767	2,025,221,637
Paid up capital	287,000,000	40,000,000
Dues to banks and financial lease company	507,202,444	374,126,927

The management is, however, confident that the above companies will continue in operational existence for a foreseeable future on the basis of continued support from the parent Company, ACI Limited and the Group's banks and its shareholders. The management is also confident that the companies will improve their trading conditions as well.

In view of the continued support and assurance from the Group and major shareholders, management believes that it is appropriate to prepare these financial statements on a going concern basis.

### T Contingencies

### Contingent liability

Contingent liability is a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the entity.

The Group discloses contingent liability in the financial statements. A provision is recognised in the period in which the recognition criteria of provision is met.

### Contingent asset

Contingent asset is a possible asset that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the entity. The Group does not recognise contingent asset.

### U Statement of cash flows

Cash flows from operating activities are presented under direct method as per BAS 7: Statement of cash flows.



### Earnings per share (EPS)

The ACI Limited and the Group present its basic earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the ACI Limited/Group by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to the ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, if any.

This has been shown on the face of profit or loss and computation of EPS is stated in note 34.

### **Events after the reporting period**

Events after the reporting period that provide additional information about the Group's position at the reporting date or those that indicate the going concern assumption is not appropriate are reflected in the financial statements. Events after the reporting period that are not adjusting events are disclosed in the notes when material.

### X

Final dividend distribution to the Group's shareholders are recognised as a liability in the financial statements in the period in which the dividends are approved by the Group's shareholders at the Annual General Meeting, while interim dividend distributions are recognised in the period in which the dividends are declared and paid.

### Υ Materiality and aggregation

Each material class of similar items is presented separately in the financial statements. Items of dissimilar nature or function are presented separately unless they are immaterial.

### Z Standards issued but not yet effective

The Group has consistently applied the accounting policies as set out in Note 6 to all periods presented in these financial statements. The various amendments to standards, including any consequential amendments to other standards, with the date of initial application of 1 July 2016 have been considered. However, these amendments have no material impact on the financial statements of the Group.

A number of new standards and amendments to standards are effective for annual periods beginning after 1 January 2018 and earlier application is permitted. However, the Group has not early applied the following new standards in preparing these financial statements.

### (i) BFRS 9 Financial Instruments

BFRS 9, published in July 2014, replaces the existing guidance in BAS 39: Financial Instruments: Recognition and Measurement. BFRS 9 includes revised guidance on the classification and measurement of the financial instruments, a new expected credit loss model for calculating impairment of financial assets, and the new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from BAS 39. BFRS 9 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted. The Group is yet to assess the potential impact of BFRS 9 on its financial statements.

### (ii) BFRS 15 Revenue from Contracts with Customers

BFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised. It replaces existing recognition guidance, including BAS 18 Revenue, BAS 11 Construction Contracts and BFRI 13 Customer Loyalty Programmes. BFRS 15 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted. The Group is yet to assess the potential impact of BFRS 15 on its financial statements. The Group is yet to assess the potential impact of BFRS 15 on its financial statements.

### (iii) BFRS 16 Leases

BFRS 16 eliminates the current operating/financing lease dual accounting model for leases. Instead, there is a single, on-balance sheet accounting model, similar to current finance lease accounting. Issued in January 2016, the new BFRS will replace the existing guidance in BAS 17 Leases. BFRS 16 is effective for annual reporting periods beginning on or after 1 January 2019. Early adoption is permitted if BFRS 15 Revenue from Contracts with Customers is also adopted. The Group is yet to assess the potential impact of BFRS 16 on its financial statements.



### 7 **Operating segments**

### (i) Basis for segmentation

The Group has the following strategic business units, which are its reportable segments. These business units offer different products and services, and are managed separately because they require different technology and marketing strategies.

Reportable segments	Operations
1. Pharmaceuticals	Buying, manufacturing, marketing and selling of health care products in home and abroad.
2. Animal Health	Buying, manufacturing, distributing and selling of veterinary and fisheries products.
3. Consumer Brands	Buying, manufacturing, marketing and selling of consumer products.
4. Crop Care and Public Health	Buying, manufacturing, marketing and selling of crop protection items.
5. Motors	Buying and selling of agricultural & construction equipment, consumer vehicles, etc.
6. Pure Flour	Buying, milling, processing, packaging, marketing and selling of wheat flour products.
7. Retail Chain	Facilitating modern self-service shopping option to customers.
8. Salt	Buying, manufacturing, marketing and selling of vacuum evaporated free flow iodised salt.
9. Foods	Buying, manufacturing, processing, marketing and selling of food items including spices and snack items.
10. Premiaflex Plastics	Buying, manufacturing, processing, marketing and selling of plastic products.

Operating results of all segments are regularly reviewed by the Group's managing director to make decisions about resources to be allocated to the segment and to assess its performance, and for which discrete financial information is available.

Other operations include the manufacture and distribution of edible oil, managing media solutions, the formulation and packaging of pesticide, fertilizer, seeds, livestock, fisheries and other plant nutrients, and the manufacture and distribution of paints and herbal products. None of these segments met the quantitative thresholds for reportable segments for the year ended on 30 June 2018. Inter-segment pricing is determined on an arm's length basis.



# (ii) Information about reportable segments

Information related to each reportable segment is set out below. Segment profit before tax is used to measure performance because management believes that this information is the most relevant in evaluating the results of the respective segments relative to other entities that operate in the same industries.

					Repor	Reportable segments	nts						
In Taka	Pharmaceuticals	Animal Health	Consumer Brands	Crop Care and Public Health	Motors	Pure Flour	Retail	Salt	Foods	Premiaflex Plastics	Total reportable segments	Unallocated	Total
External revenue	9,203,808,652	3,551,650,939	6,471,649,417	2,443,423,693	9,230,611,693	3,781,833,662	9,067,766,356	2,221,832,535	3,666,899,605	2,578,165,663	9,203,808,652 3,551,650,939 6,471,649,417 2,443,423,693 9,230,611,693 3,781,833,662 9,067,766,356 2,221,832,535 3,666,899,605 2,578,165,663 52,217,642,216 3,905,678,892 56,123,321,108	3,905,678,892	56,123,321,108
Intra-segment revenue	•		- 1,406,276,227	٠	167,652,833	70,922,218	31,574,321	59,221,253	72,683,519	287,884,906	- 167,652,833 70,922,218 31,574,321 59,221,253 72,683,519 287,884,906 2,096,215,276 187,234,517 2,283,449,794	187,234,517	2,283,449,794
Segment revenue	9,203,808,652	3,551,650,939	7,877,925,644	2,443,423,693	9,398,264,526	3,852,755,880	9,099,340,677	2,281,053,788	3,739,583,124	2,866,050,569	9,203,808,652 3,551,650,939 7,817,925,644 2,443,423,693 9,398,264,526 3,852,755,880 9,099,340,677 2,281,053,788 3,739,583,124 2,866,050,569 54,313,857,492 4,092,913,409 58,406,770,901	4,092,913,409	58,406,770,901
Depreciation and amortisation	277,887,550		35,493,497 64,271,181	31,527,801	23,737,964	27,348,273	31,527,801 23,737,964 27,348,273 236,656,523	51,958,499	48,739,069	126,357,800	48,739,069 126,357,800 923,978,158 124,552,555	124,552,555	1,048,530,712
Operating expenses	4,647,831,586		871,246,015 1,749,640,710	566,146,178	1,030,815,457	297,389,209	566,146,178 1,030,815,457 297,389,209 1,967,114,459	208,857,280		154,924,144	492,060,754 154,924,144 11,986,025,793		796,303,005 12,782,328,798
Finance costs/(income)	135,160,000	184,820,000	(102,815,146)	184,820,000 (102,815,146) 151,972,566 301,830,934 (16,121,827) 921,257,398	301,830,934	(16,121,827)	921,257,398	(1,113,852)		130,042,989	266,145,514 130,042,989 1,971,178,576	259,875,633	2,231,054,208
Segment profit/(loss) before tax	1,304,553,035	65,215,530	425,598,261	142,923,096	875,637,062	144,074,531	(1,295,075,197)	199,933,533	(278,704,526)	135,800,652	65,215,530 425,598,261 142,923,096 875,637,062 144,074,531 (1,295,075,197) 199,933,533 (278,704,526) 135,800,652 1,719,955,978 (298,293,385) 1,421,662,592	(298,293,385)	1,421,662,592
Segment assets	7,542,899,208	3,127,644,872	7,272,229,221	3,113,953,743	7,345,357,911	1,818,608,878	2,951,974,331	1,537,590,647	2,142,904,421	4,715,699,600	7.542,899,208 3,127,644,872 7,272,229,221 3,113,953,743 7,345,357,911 1,818,608,878 2,951,974,331 1,537,590,647 2,142,904,421 4,715,699,600 41,568,862,833 13,876,852,014 55,445,714,846	13,876,852,014	55,445,714,846
Segment liabilities	2,477,543,747		1,811,433,992	1,203,632,465	5,839,784,402	892,431,922	11,502,249,642	580,953,336	3,542,726,850	3,421,501,900	869,001,556 1,811,433,992 1,203,632,465 5,839,784,402 892,431,922 11,502,249,642 580,953,336 3,542,726,850 3,421,501,900 32,141,259,813 12,284,061,288 44,425,321,102	12,284,061,288	44,425,321,102

											ror tne ye	For the year ended 30 June 2017	nue zu i
					Repor	Reportable segments	ıts						
In Taka	Pharmaceuticals	Animal Health	Consumer Brands	Crop Care and Public Health	Motors	Pure Flour	Retail Chain	Salt	Foods	Premiaflex Plastics	Total reportable segments	Unallocated	Total
External revenue	8,379,339,834	3,111,066,520	5,131,291,271	2,246,950,904	6,377,561,310	3,651,431,390	8,777,119,859	2,309,747,164	3,006,598,078	2,002,130,916	8,379,339,834 3,111,066,520 5,131,291,271 2,246,950,904 6,377,561,310 3,651,431,390 8,777,119,859 2,309,747,164 3,006,598,078 2,002,130,916 44,993,237,247 2,674,790,361 47,668,027,608	2,674,790,361	47,668,027,608
Intra-segment revenue		•	- 1,306,042,080		80,522,032	51,090,527	80,522,032 51,090,527 139,717,808	52,057,015	536,544,224	336,837,882	52,057,015 536,544,224 336,837,882 2,502,811,568 148,172,877	148,172,877	2,650,984,445
Segment revenue	8,379,339,834	3,111,066,520	6,437,333,351	2,246,950,904	6,458,083,342	3,702,521,917	8,916,837,667	2,361,804,179	3,543,142,302	2,338,968,798	8,379,339,834 3,111,066,520 6,437,333,351 2,246,950,904 6,458,063,342 3,702,521,917 8,916,837,667 2,361,804,179 3,543,142,302 2,338,968,798 47,496,046,814 2,822,963,238	2,822,963,238	50,319,012,053
Depreciation and amortisation	237,617,166	29,245,619	29,245,619 49,085,210	28,888,650	15,209,790	25,448,826	201,058,921	50,570,729	48,064,126	80,535,196	765,724,232	96,472,533	862,196,765
Operating expenses	3,776,651,581	701,564,558	701,564,558 1,672,183,161	509,500,476	733,537,268	245,201,897	245,201,897 1,798,334,762	213,425,705	392,148,527	79,675,687	10,122,223,622	779,520,035	10,901,743,656
Finance costs/(income)	150,839,720	29,977,824	29,977,824 (29,415,230)	108,720,621	154,994,902	(18,042,871)	108,720,621 154,994,902 (18,042,871) 716,377,794	7,159,058	191,800,259	84,889,365	1,397,301,442	60,519,078	1,457,820,520
Segment profit/(loss) before tax	1,564,342,304	302,550,933	302,550,933 (245,171,349)	352,290,075	634,273,841	212,786,915	634,273,841 212,786,915 (1,297,183,300)	268,752,506	(107,266,059)	324,074,284	268,752,506 (107,266,059) 324,074,284 2,009,450,149 179,536,440	179,536,440	2,188,986,590
Segment assets	7,631,319,439	2,765,806,653	4,573,248,526	2,794,009,021	5,599,767,832	1,409,757,638	3,330,123,401	1,543,491,693	1,847,710,628	3,190,647,676	7,631,319,439 2,765,806,653 4,573,248,526 2,794,009,021 5,599,767,832 1,409,757,638 3,330,123,401 1,543,491,693 1,847,710,628 3,190,647,676 34,685,882,508 12,284,135,960 46,970,018,467	12,284,135,960	46,970,018,467
Segment liabilities	1,701,326,881	1,022,209,071	1,808,614,387	796,570,879	4,638,287,305	561,537,052	10,528,992,988	714,862,768	3,207,822,548	1,968,151,665	701,326,881 1,022,209,071 1,808,614,387 796,570,879 4,638,287,305 561,537,052 10,528,992,988 714,862,768 3,207,822,548 1,968,151,665 26,948,375,545 9,382,583,976 36,330,959,521	9,382,583,976	36,330,959,521



8. Property, plant and equipment

In Taka	Land	Building	Plant and Machinery	Furniture and fixture	Electrical and other appliances	Office machinery	Motor Vehicles	Leased	Under construction	Total
Cost		-	-				-			
Balance at 1 July 2016	1,021,022,198	474,743,138	1,007,919,166	110,326,400	120,927,487	38,002,009	389,760,180	10,642,993	967,367,529 4,140,711,100	4,140,711,100
Additions	616,069,219	1,982,704	12,407,477	41,442,022	23,197,482	32,369,916	141,315,118		819,504,076	1,688,288,015
Transfers	402,479	32,806,840	248,209,610	51,187,362	37,045,619	•	•	-	(369,651,909)	•
Disposals	'	•	'	'	(637,295)	•	(2,129,456)	•	•	(2,766,751)
Balance at 30 June 2017	1,637,493,896 509,532,682 1,268,536,253	509,532,682	1,268,536,253	202,955,784	180,533,293	70,371,925	528,945,842	528,945,842 10,642,993 1,417,219,696 5,826,232,364	,417,219,696	5,826,232,364
Balance at 1 July 2017	1,637,493,896	509,532,682	1,268,536,253	202,955,784	180,533,293	70,371,925	528,945,842	10,642,993 1,	10,642,993 1,417,219,696 5,826,232,364	5,826,232,364
Additions	561,363,716	1,279,039	8,447,356	16,726,188	46,175,423	17,591,673	336,866,163	•	341,941,897 1,330,391,455	1,330,391,455
Transfers	372,653	76,598,809	290,293,240	21,475,320	5,486,995	•	•	-	(394,227,017)	•
Disposals	-	-	-	-	•	(388,070)	(388,070) (6,770,552)	-	-	(7,158,622)
Balance at 30 June 2018	2,199,230,265 587,410,530 1,567,276,849	587,410,530	1,567,276,849		241,157,292 232,195,711	87,575,528		859,041,453 10,642,993 1,364,934,576 7,149,465,197	,364,934,576	7,149,465,197

	, c	200	Plant and	Furniture and		Office	Motor	Leased	Under	
In Taka	Laliu	filling	Machinery	fixture	other appliances	machinery	Vehicles	assets	construction	Iotal
Revaluation										
Balance at 1 July 2016	2,990,460,043	41,585,353	27,081,028	533,003	260,473	(34,846)	619	,	,	3,059,885,733
Disposals	•	1	'	•	•	•	•	•	•	•
<b>Balance at 30 June 2017</b> 2,990,460,043 41,585,3	2,990,460,043	41,585,353	27,081,028	533,003	260,473	(34,846)	619	-	-	3,059,885,733
Balance at 1 July 2017	2,990,460,043	41,585,353	27,081,028	533,003	260,473	(34,846)	619	•	1	3,059,885,733
Disposals	•	1	•	•	•	•	1	•	•	1
<b>Balance at 30 June 2018</b> 2,990,460,043 41,585,3	2,990,460,043	41,585,353	27,081,028	533,003	260,473	(34,846)	619	-	-	- 3,059,885,733



			Plant and	Furniture and	Electrical and	Office	Motor	Leased	Under	
In Taka	Land	Building	Machinery	fixture	other appliances	machinery	Vehicles	assets	construction	Total
Accumulated depreciation- Cost			-			-	-			
Balance at 1 July 2016	1	6,924,641	77,096,497	9,032,866	8,372,046	6,674,722	46,874,158	10,418,494	1	165,393,424
Depreciation	1	13,850,599	171,943,943	22,775,690	19,420,338	16,378,781	110,943,809	224,499	ı	355,537,658
Disposals	1	•	1	1	(91,042)	•	(397,987)	•	1	(489,029)
Adjustment	1	446,928	80,556	'	•	3,300	1	1	1	530,784
Balance at 30 June 2017	1	21,222,168	249,120,996	31,808,556	27,701,342	23,056,803	157,419,980	10,642,993	•	520,972,838
Balance at 1 July 2017	1	21,222,168	249,120,996	31,808,556	27,701,342	23,056,803	157,419,980	10,642,993	•	520,972,838
Depreciation	1	15,231,769	196,512,944	27,036,398	25,748,078	15,182,257	152,312,824	1	1	432,024,270
Disposals	1	•	1	'	(120,689)	,	(3,186,243)	1	1	(3,306,932)
Adjustment	1	459,600	13,530	•	•	,	1	•	•	473,130
Balance at 30 June 2018	'	36,913,537	445,647,470	58,844,954	53,328,731	38,239,060	306,546,561	10,642,993	,	950,163,306

		:	Plant and	Furniture and	Electrical and	Office	Motor	Leased	Under	
In Taka	Land	Building	Machinery	fixture	other appliances	machinery	Vehicles	assets	construction	Total
Accumulated depreciation- Revaluation										
Balance at 1 July 2016	,	719,717	4,853,354	13,325	6,512	(1,715)	129	•	,	5,591,322
Depreciation	•	1,436,053	6,441,873	224,395	226,772	(33,147)	1		1	8,295,946
Adjustment	•	1	1	'	•	1	1		1	1
Balance at 30 June 2017		2,155,770	11,295,227	237,720	233,284	(34,862)	129			13,887,268
Balance at 1 July 2017	•	2,155,770	11,295,227	237,720	233,284	(34,862)	129	•	1	13,887,268
Depreciation	,	1,409,556	3,901,135	156,154	32,340	349	1	•	,	5,499,534
Adjustment	,	'	48,774	'	•	•	1	•	,	48,774
Balance at 30 June 2018		3,565,326	15,245,136	393,874	265,624	(34,513)	129	-	•	19,435,576
Carrying amounts										
At 1 July 2016	4,011,482,241	508,684,133	953,050,343	101,813,212	112,809,402	31,294,156	342,886,572	224,499	534,359,388 6,596,603,946	5,596,603,946
At 30 June 2017	4,627,953,939	527,740,097	1,035,201,058	171,442,511	152,859,140	47,315,138	371,526,412		- 1,417,219,696 8,351,257,991	3,351,257,991
At 30 June 2018	5,189,690,308	588,517,020	1,133,465,271	182,451,467	178,861,829	49,336,135	552,495,442	1	- 1,364,934,576 9,239,752,048	9,239,752,048



## Consolidated property, plant and equipment 8(a)

In Taka	Land	Building	Plant and Machinery	Furniture and fixture	Electrical and other appliances	Office machinery	Motor Vehicles	Leased assets	Under	Total
Cost										
Balance at 1 July 2016	1,703,800,947 1,267,073,177	1,267,073,177	2,435,179,234	716,119,260	387,216,480	390,499,757	549,599,080	55,089,077	55,089,077 3,351,659,974 10,856,236,986	10,856,236,986
Additions	860,969,203	15,937,557	37,062,683	57,532,131	52,846,692	59,941,860	230,539,851	•	4,106,240,963	5,421,070,941
Transfers	12,129,514	12,129,514 171,643,836	771,535,303	214,002,202	74,755,338	198,959,005	15,397,126	•	(1,522,198,231)	(63,775,908)
Disposals	1	1	(12,549,827)	•	(845,406)	1	(3,532,316)	•	•	(16,927,549)
Adjustment	'	1	1	(8,597)	(42,006)	1	1	•	1	(20,603)
Balance at 30 June 2017	2,576,899,664	2,576,899,664 1,454,654,570 3,231,227,393	3,231,227,393	987,644,996	513,931,098	649,400,622	792,003,742	55,089,077	5,935,702,706 16,196,553,867	16,196,553,867
Balance at 1 July 2017	2,576,899,664 1,454,654,570	1,454,654,570	3,231,227,393	987,644,996	513,931,098	649,400,622	792,003,742	55,089,077	5,935,702,706 16,196,553,867	16,196,553,867
Additions	588,144,722	33,035,254	419,614,184	60,507,798	88,217,169	46,671,945	421,529,017	•	3,005,636,905	4,663,356,994
Transfers	6,872,777	6,872,777 142,491,993	769,435,484	115,355,774	54,374,585	83,516,086	32,089,994	•	(1,248,307,106)	(44,170,412)
Disposals	1	1	1	(5,569,387)	(8,172,749)	(8,246,304)	(12,261,802)	•	1	(34,250,242)
Balance at 30 June 2018	3,171,917,163	1,630,181,817	3,171,917,163 1,630,181,817 4,420,277,061	1,157,939,182	648,350,104	771,342,349	771,342,349 1,233,360,951	55,089,077	55,089,077 7,693,032,505 20,781,490,208	20,781,490,208

			Plant and	Furniture and	Electrical and	Office	Motor	Leased	Under	
In Taka	Land	Building	Machinery	fixture	other appliances	machinery	Vehicles	assets	construction	Total
Revaluation										
Balance at 1 July 2016	4,916,954,004 92,607,599	92,607,599	40,396,112	3,174,886	3,758,795	502,163	137	1	1	5,057,393,696
Disposals	'	1	1	1	1	1	1	1	1	1
Adjustment	'	1	1	6,339	42,421	1	1	1	1	51,760
<b>Balance at 30 June 2017</b> 4,916,954,004 92,607,599	4,916,954,004	92,607,599	40,396,112	3,184,225	3,801,216	502,163	137	,	,	5,057,445,456
Balance at 1 July 2017	4,916,954,004 92,607,599	92,607,599	40,396,112	3,184,225	3,801,216	502,163	137	•	1	5,057,445,456
Disposals	'	1	1	1	1	1	1	1	1	1
Transfers	'	1	1	1	1	1	1	1	1	1
Balance at 30 June 2018	4,916,954,004 92,607,599	92,607,599	40,396,112	3,184,225	3,801,216	502,163	137	-	•	5,057,445,456



		:	Plant and	Furniture and	Electrical and	Offlice	Motor	Leased	Under	
In Taka	Land	Building	Machinery	fixture	other appliances	machinery	Vehicles	assets	construction	Total
Accumulated depreciation- Cost										
Balance at 1 July 2016	•	18,024,524	163,410,864	339,242,996	109,991,004	186,462,498	92,772,817	36,754,755	•	946,659,458
Depreciation	•	39,386,871	373,415,327	116,203,748	55,135,494	91,899,882	152,334,510	6,963,761	•	835,339,593
Disposals	•	•	(482,685)	•	(129,006)	•	(680,438)	•	•	(1,292,129)
Adjustment	•	446,928	80,556	•	•	3,300	•	•	•	530,784
Balance at 30 June 2017		57,858,323	536,424,062	455,446,744	455,446,744 164,997,492	278,365,680	244,426,889 43,718,516	43,718,516		1,781,237,706
Balance at 1 July 2017	•	57,858,323	536,424,062	455,446,744	164,997,492	278,365,680	244,426,889	43,718,516	•	1,781,237,706
Depreciation	•	43,895,195	463,638,761	141,761,934	69,756,913	106,376,473	212,457,325	•	,	1,037,886,602
Disposals	1	•	•	(4,836,961)	(5,279,405)	(5,777,557)	(8,677,493)	•	•	(24,571,417)
Adjustment	1	459,600	13,530	•		•	•	•	•	473,130
Ralance at 30 lune 2018		102 213 119	1 000 076 353	592 371 717	229 475 000	378 964 596	448 206 720 43 718 516	43 718 516		2 795 026 021

In Taka	Land	Building	Plant and Machinery	Furniture and fixture	Electrical and other appliances	Office machinery	Motor Vehicles	Leased	Under	Total
Accumulated depreciation- Revaluation										
Balance at 1 July 2016	•	1,329,969	5,408,670	80,673	173,405	41,779	127	•	•	7,034,623
Depreciation	'	2,663,322	8,460,800	234,900	354,604	84,114	•	•	•	11,797,740
Disposals	'	•	•	•	•	•	•	•	•	•
Adjustment	•	•	•	742	415	•	•	•	•	1,157
Balance at 30 June 2017	•	3,993,291	13,869,470	316,315	528,424	125,893	127			18,833,520
Balance at 1 July 2017		3,993,291	13,869,470	316,315	528,424	125,893	127	1		18,833,520
Depreciation	'	2,595,388	4,938,762	166,659	160,171	117,610	•	1	•	7,978,591
Disposals	'	•	•	•	•	•	•	•	•	•
Adjustment	'	•	48,774	•	•	•	•	•	•	48,774
Balance at 30 June 2018		6,588,680	18,857,006	482,974	688,595	243,503	127	-		26,860,885
Carrying amounts										
At 1 July 2016	6,620,754,951 1,340,326,283	1,340,326,283	2,306,755,812	379,970,477	280,810,866	204,497,643	456,826,273	18,334,322	2,918,651,833 14,526,928,460	14,526,928,460
At 30 June 2017	7,493,853,668 1,485,410,554	1,485,410,554	2,721,329,973	535,066,161	352,206,398	371,411,212	547,576,863	11,370,561	5,935,702,706 19,453,928,098	19,453,928,098
At 30 June 2018	8,088,871,167 1,613,987,618	1,613,987,618	3,441,739,814	568,268,716	421,987,725	392,636,413	785,154,240	11,370,561	7,693,032,505 23,017,048,759	23,017,048,759



### Investments

6

## i) Investment in shares

		30 June 2018	018			30 June 2017
		Face value	Called and			
	Number of	per	dn paid	Share-		
	shares	share	capital per share	holding	Value	Value
		Taka	Taka	%	Taka	Taka
Investment in Subsidiaries						
ACI Formulations Limited	24,066,105	10	10	53.48	66,872,823	66,872,823
ACI Salt Limited	233,000	1,000	1,000	77.67	155,000,000	155,000,000
ACI Foods Limited	380,000	100	100	95.00	285,000,000	38,000,000
ACI Pure Flour Limited	380,000	100	100	95.00	38,000,000	38,000,000
ACI Agrolink Limited	288,180	100	100	90.00	28,818,000	28,818,000
Creative Communication Limited	000'9	100	100	90.09	000'009	000'009
ACI Motors Limited	6,750	100	100	67.50	922,000	675,000
Premiaflex Plastics Limited	261,945	1,000	1,000	87.32	229,945,000	229,945,000
ACI Logistics Limited	273,600	1,000	1,000	76.00	273,600,000	273,600,000
ACI Healthcare Limited	46,469,000	10	10	92.94	464,690,000	464,690,000
ACI Edible Oils Limited	850,000	10	10	85.00	8,500,000	8,500,000
ACI Chemicals Limited	1,500,006	10	10	75.00	15,000,060	15,000,060
Infolytx Bangladesh Limited	009	100	100	90.09	100,060,000	20,060,000
ACI Biotech Limited	800,000	10	10	80.00	8,000,000	8,000,000
					1,674,760,883	1,377,760,883
Investment in Joint Ventures						
ACI Godrej Agrovet (Pvt.) Limited	1,850,000	100	100	20.00	185,000,000	185,000,000
Tetley ACI (Bangladesh) Limited	2,500,000	100	100	20.00	290,000,000	250,000,000
					475,000,000	435,000,000
Investment in Associates						
Asian Consumer Care (Pvt.) Limited	8,480,187	10	10	24.00	115,205,895	115,205,895
Computer Technology Limited	200	100	100	40.00	20,000	20,000
Stochastic Logic Limited	2,000	100	100	20.00	200,000	200,000
					115,425,895	115,425,895
Investment in others						
Mutual Trust Bank Limited	19,112,060	10	10	3.33	546,604,925	363,406,133
Central Depository Bangladesh Limited	1,142,362	10	10	0.58	3,138,890	3,138,890
					549,743,815	366,545,023
ii) Other investment						
Term denosit and others					3 921 930	3 926 930
					3 021 030	3 926 930
					2 010 052 522	2 200 450 721
Investment impairment provision					(260,000,000)	(230,000,000)
Total investment					2.558.852.523	2.068.658.731
					710010010	

Investment impairment provision is kept on investment in ACI Logistics Limited as it has been loss making since its inception, which led management to make this impairment provision.



### 9(a) Consolidated investments

### 9(a).1 Equity-accounted investees

In Taka	30 June 2018	30 June 2017
Investment valued under equity method		
ACI Godrej Agrovet (Pvt.) Limited	922,677,556	884,839,526
Tetley ACI (Bangladesh) Limited	(22,196,280)	(34,100,155)
Asian Consumer Care (Pvt.) Limited	243,072,720	217,604,249
Stochastic Logic Limited	(239,210)	(454,846)
	1,143,314,786	1,067,888,774

### 9(a).2 Other investments

In Taka	30 June 2018	30 June 2017
Investment valued at fair value		
Mutual Trust Bank Limited	546,604,925	363,406,133
Investment Corporation of Bangladesh	671,675	671,675
Titas Gas Transmission and Distribution Company Limited	1,635,300	1,635,300
	548,911,900	365,713,108
Investment valued at cost		
Central Depository Bangladesh Limited	3,138,890	3,138,890
Computer Technology Limited	20,000	20,000
Term deposits and others	183,269,165	146,243,472
	186,428,055	149,402,362
	735,339,955	515,115,470

### Intangible assets represent softwares used for the operation of ACI Limited. 10

### 10(a) Consolidated intangible assets

In Taka	Product Development	Software	Goodwill	Total
Cost				
Balance at 1 July 2016	-	41,048,883	12,382,918	53,431,801
Additions	63,775,908	6,605,143	-	70,381,051
Balance at 30 June 2017	63,775,908	47,654,026	12,382,918	123,812,852
Balance at 1 July 2017 Additions	63,775,908	47,654,026 47,155,072	12,382,918	123,812,852 47,155,072
Balance at 30 June 2018	63,775,908	94,809,098	12,382,918	170,967,924
In Taka	Product Development	Software	Goodwill	Total
Accumulated amortisation-	Cost			
Balance at 1 July 2016	-	22,842,695	-	22,842,695
Amortisation	3,188,796	4,635,511	7,235,126	15,059,433
Balance at 30 June 2017	3,188,796	27,478,206	7,235,126	37,902,128
Balance at 1 July 2017 Amortisation	3,188,796 7,997,088	27,478,206 6,830,745	7,235,126	37,902,128 14,827,833
Balance at 30 June 2018	11,185,883	34,308,951	7,235,126	52,729,960
Carrying amounts				
At 1 July 2016	-	18,206,188	12,382,918	30,589,106
At 30 June 2017	60,587,113	20,175,820	5,147,792	85,910,725
At 30 June 2018	52,590,025	60,500,147	5,147,792	118,237,964



### 11 **Inventories**

In Taka	30 June 2018	30 June 2017
Raw materials	1,160,526,808	1,451,867,366
Packing materials	317,008,230	392,165,025
Work in process	193,078,979	124,081,284
Finished goods	3,377,709,254	2,556,524,208
Goods in transit	290,059,623	475,412,334
Stores and spares	54,758,031	40,513,628
Allowance for inventories	(280,220,363)	(227,850,953)
	5,112,920,562	4,812,712,892

As the Company deals in large number of items which vary in units, item-wise quantity statement of inventories could not be given.

### 11(a) Consolidated inventories

In Taka	30 June 2018	30 June 2017
Raw materials	2,582,904,749	2,822,486,285
Packing materials	613,390,163	713,720,800
Work in process	321,631,898	270,164,416
Finished goods	7,748,705,236	5,943,606,817
Goods in transit	691,278,643	1,092,229,447
Stores and spares	145,510,723	129,415,348
Allowance for inventories	(310,843,581)	(420,684,041)
	11,792,577,831	10,550,939,071

### Trade receivables 12

		30 June 2018		30 June 2017
	Dues over	Dues below		
In Taka	6 months	6 months	Total	Total
Pharmaceuticals	50,618,816	335,354,838	385,973,654	694,564,361
Animal health	89,127,064	561,539,786	650,666,850	617,643,351
Consumer brands	1,397,704,816	1,858,534,572	3,256,239,388	1,526,237,638
Seeds	141,042,378	180,560,444	321,602,822	362,105,624
Fertilizer	144,867,892	309,975,948	454,843,840	387,976,367
Cropex	113,460,418	-	113,460,418	113,610,418
	1,936,821,384	3,245,965,588	5,182,786,972	3,702,137,759
Provision for doubtful debts			(319,284,321)	(277,887,614)
			4,863,502,651	3,424,250,145

As the Company deals with large number of parties, party-wise trade receivables could not be given and hence business wise breakdown has been disclosed.

### 12(a) Consolidated trade receivables

		30 June 2018		30 June 2017
	Dues over	Dues below		
In Taka	6 months	6 months	Total	Total
ACI Limited	1,936,821,384	3,245,965,588	5,182,786,972	3,702,137,759
ACI Formulations Limited	245,830,265	1,225,801,014	1,471,631,280	1,476,361,417
ACI Logistics Limited	74,423,146	29,162,722	103,585,868	90,714,844
ACI Salt Limited	1,036,759	43,397,058	44,433,817	40,326,821
ACI Foods Limited	123,803,157	345,010,874	468,814,031	390,135,616
ACI Pure Flour Limited	23,770,849	168,672,096	192,442,945	179,325,165
Premiaflex Plastics Limited	106,705,621	717,242,314	823,947,935	683,796,558
ACI Motors Limited	163,652,803	2,969,543,789	3,133,196,592	2,344,433,569
Creative Communication Limited	57,957,075	54,163,925	112,121,000	68,059,814
ACI Agrolink Limited	-	140,833,742	140,833,742	108,463,004
ACI Edible Oils Limited	1,097,575	17,835,443	18,933,018	11,090,205
ACI Chemicals Limited	-	14,576,292	14,576,292	5,506,056
Infolytx Bangladesh Limited	-	1,667,500	1,667,500	-
Consolidating elimination	-	(223,361,698)	(223,361,698)	(83,419,230)
	2,735,098,634	8,750,510,659	11,485,609,293	9,016,931,598
Provision for doubtful debts			(522,279,379)	(486,886,542)
			10,963,329,914	8,530,045,056



### 13 Other receivables

		30 June 2018		30 June 2017
	Dues over	Dues below		
In Taka	6 months	6 months	Total	Total
Les Laboratories Servier	-	29,331,780	29,331,780	25,868,781
Transcom Distribution Limited	-	74,784	74,784	66,288
Receivables from other entities	121,156,645	680,599,507	801,756,152	645,821,160
	121,156,645	710,006,071	831,162,716	671,756,229

### 13(a) Consolidated other receivables

In Taka	30 June 2018	30 June 2017
Debts due over six months	494,752,034	220,878,523
Debts due below six months	605,221,459	691,664,685
	1,099,973,493	912,543,208

### 14 Inter-company receivables

		30 June 2018		30 June 2017
	Dues over	Dues below		
In Taka	6 months	6 months	Total	Total
ACI Formulations Limited	-	-	-	58,851,868
Computer Technology Limited	30,000	-	30,000	30,000
Tetley ACI (Bangladesh) Limited	421,048	485,145	906,193	707,248
Asian Consumer Care (Pvt.) Limited	7,893,516	-	7,893,516	7,893,516
ACI Salt Limited	-	-	-	191,532,038
ACI Godrej Agrovet (Pvt.) Limited	879,726	-	879,726	879,726
ACI Foods Limited	1,527,793,120	1,168,214,853	2,696,007,973	2,637,813,870
ACI Agrolink Limited	7,429,381	238,333,581	245,762,962	90,605,920
Stochastic Logic Limited	281,942	916,386	1,198,328	3,767,067
Premiaflex Plastics Limited	-	813,961,365	813,961,365	216,047,636
ACI Chemicals Limited	58,769,427	24,377,499	83,146,926	38,572,948
Infolytx Bangladesh Limited	52,267,702	59,092,833	111,360,535	75,280,791
ACI Logistics Limited	-	3,680,581,010	3,680,581,010	378,137,439
ACI Healthcare Limited	455,999,327	2,002,377,971	2,458,377,298	1,435,859,161
ACI Biotech Limited	137,284,542	78,635,576	215,920,118	108,744,217
	2,249,049,731	8,066,976,219	10,316,025,950	5,244,723,445

Inter-company receivable is operated under normal course of business maintaining a common policy of charging interest to ensure efficient fund management and optimise effective borrowing cost at group level.

### 14(a) Consolidated Inter-company receivables

		30 June 2018		30 June 2017
In Taka	Dues over 6 months	Dues below 6 months	Total	Total
Tetley ACI (Bangladesh) Limited	421,048	485,145	906,193	707,248
Asian Consumer Care (Pvt.) Limited	7,893,516	- · · · · · · · · · · · · · · · · · · ·	7,893,516	7,893,516
Computer Technology Limited	30,000	-	30,000	30,000
ACI Godrej Agrovet (Pvt.) Limited	879,726	-	879,726	879,726
Stochastic Logic Limited	281,942	916,386	1,198,328	3,767,067
	9,506,232	1,401,531	10,907,763	13,277,557

### Advances, deposits and prepayments 15

In Taka	Note	30 June 2018	30 June 2017
Advances			
Staff		68,414,133	87,857,837
Suppliers, C&F agents and others		154,621,304	158,383,302
Rent		144,600,719	152,328,759
Bank guarantee margin		12,686,246	9,491,925
VAT current account		294,701,764	201,170,558
Advance income tax	15.1	782,929,961	1,013,212,098
		1,457,954,127	1,622,444,479
Damasika			
Deposits Deposite for utilities		110 724 070	0 / 20 001
Deposits for utilities		118,734,878	8,628,801
Tender deposits		67,377,582	50,260,431
		186,112,460	58,889,232
Prepayments			
Prepaid expenses		38,787,115	102,017,839
		1,682,853,702	1,783,351,550



### 15.1 Advance income tax

_In Taka	30 June 2018	30 June 2017
Opening balance	1,013,212,098	822,604,004
Paid during the year	454,213,222	536,570,940
Adjustment against completion of tax assessment	(684,495,359)	(345,962,846)
Closing balance	782,929,961	1,013,212,098

### 15(a) Consolidated advances, deposits and prepayments

In Taka	30 June 2018	30 June 2017
Advances		
Staff	110,620,487	140,745,260
Suppliers and others	324,797,893	430,262,363
Rent	459,831,437	446,936,911
Bank guarantee margin and L/C margin	55,291,236	83,458,226
VAT current account	550,427,114	278,864,105
Advance for capital expenditure	33,565,493	102,894,118
Advance income tax	2,451,742,509	2,503,078,403
	3,986,276,169	3,986,239,384
Deposits		
Deposits for utilities	227,786,580	109,062,193
Tender deposits	97,138,983	71,539,580
	324,925,562	180,601,773
Prepayments		
Prepaid expenses	122,232,612	161,774,916
	4,433,434,344	4,328,616,073

### 16 Cash and cash equivalents

In Taka	Note	30 June 2018	30 June 2017
Cash in hand		64,671,315	32,510,164
Collection in hand	16.1	252,410,415	153,536,076
Cash at banks	16.2	764,047,245	513,075,467
Cash and cash equivalents in the statement of			
financial position		1,081,128,975	699,121,707
Bank overdrafts	22	(2,374,634,769)	(536,895,307)
Cash and cash equivalents in the statement of cash flows		(1,293,505,794)	162,226,400

This represents cash in hand at depots which was collected against cash sales and collection instruments that were received against credit sale at the end of the reporting period. 16.1

### Cash at banks 16.2

In Taka	30 June 2018	30 June 2017
AB Bank Limited 159 Agrani Bank Limited Al-Arafah Islami Bank Limited		75,014,977
AB Bank Limited Agrani Bank Limited Al-Arafah Islami Bank Limited BRAC Bank Limited		-
Al-Arafah Islami Bank Limited	2,755	2,365
BRAC Bank Limited	87,388,111	72,741,602
Commercial Bank of Ceylon Plc.	26,635,947	40,595,837
Dhaka Bank Limited	181,917	483,590
Dutch-Bangla Bank Limited	17,516,941	5,715,393
Eastern Bank Limited	13,014,265	9,936,258
Jamuna Bank Limited	1,394,297	-
Janata Bank Limited	57,246,090	14,032,342
Mercantile Bank Limited	4,328	645
Midland Bank Limited	425	-
Mutual Trust Bank Limited	172	3,252
ONE Bank Limited	18,072,678	9,632,141
Prime Bank Limited	24,668,647	2,212,914
Pubali Bank Limited	24,643,269	11,653,532
Sonali Bank Limited	115,162,821	92,698,867
Standard Chartered Bank	127,635,430	91,069,469
The City Bank Limited	11,221,897	14,231,879
The Hongkong and Shanghai Banking Corporation Limited (HSBC)	78,468,850	72,493,538
Trust Bank Limited	5,400	7,700
Uttara Bank Limited	1,044,209	549,166
	764,047,245	513,075,467



### 16.3 Reconciliation of net operating cash flow

In Taka	Note	30 June 2018	30 June 2017
Profit after tax		1,317,431,981	1,243,546,535
Adjustment for: - Depreciation and amoritisation		437,805,876	364,115,677
- Impairment provision		30,000,000	30,000,000
- Bad debt loss and inventory provision		93,766,117	19,824,963
- Net finance cost		440,966,676	202,802,570
- Tax expense		340,617,590	430,099,884
- Contribution to WPPF		87,265,767	88,086,654
Changes in:			
- Inventories		(352,577,080)	(855,538,868)
- Trade and other receivables		(2,082,910,737)	(1,654,850,099)
- Advances, deposits and prepayments		(129,784,289)	(224,261,120)
- Trade and other payables, Employment benefits		758,329,352	250,604,731
Cash generated from operating activities		940,911,252	(105,569,073)
Paid to WPPF		(61,041,869)	(39,601,403)
Interest paid		(411,979,218)	(174,043,022)
Income tax paid		(454,213,222)	(536,570,940)
Net cash from operating activities		13,676,943	(855,784,438)

### 16(a) Consolidated cash and cash equivalents

In Taka	Note	30 June 2018	30 June 2017
Cook in hand		02.752.005	F7 F12 070
Cash in hand		93,752,895	57,513,978
Collection in hand		915,545,414	599,071,318
Cash at banks		1,122,251,729	855,169,140
Cash and cash equivalents in the consolidated			
statement of financial position		2,131,550,039	1,511,754,437
Bank overdrafts	22(a)	(4,159,153,500)	(1,696,737,293)
Cash and cash equivalents in the consolidated			
statement of cash flows		(2,027,603,461)	(184,982,856)

### 16.1 (a) Reconciliation of Consolidated net operating cash flow

In Taka	30 June 2018	30 June 2017
Profit after tax	410,550,142	1,035,948,452
Adjustment for:  - Depreciation and amoritisation  - Bad debt loss and inventory provision  - Share of profit of equity accounted investees  - Net finance cost  - Tax expense  - Contribution to WPPF	1,048,530,712 (74,447,623) (35,426,012) 2,231,054,208 1,011,112,451 168,083,901	862,196,765 159,888,551 (143,913,167) 1,457,820,520 1,153,038,139 186,023,965
Changes in: - Inventories - Trade and other receivables - Advances, deposits and prepayments - Trade and other payables, Employment benefits  Cash generated from operating activities	(1,131,798,299) (3,060,007,981) (156,154,166) 357,496,395 768,993,729	(2,307,167,977) (3,188,353,432) (215,039,600) 938,196,830 (61,360,954)
Paid to WPPF Interest paid Income tax paid Net cash from operating activities	(142,223,475) (2,187,434,771) (1,130,994,203) (2,691,658,719)	(65,744,726) (1,410,611,580) (1,337,600,617) (2,875,317,877)



## 17 Share capital

In Taka	30 June 2018	30 June 2017
In issue at the opening	438,204,010	398,367,290
Bonus share issued	43,820,401	39,836,720
In issue at reporting date-fully paid	482,024,411	438,204,010
Authorised-nar value Tk 10	500 000 000	500 000 000

## Number and percentage of shareholdings:

	Number	Number of shares	Percentage	Percentage of shareholding
	30 June 2018	30 June 2017	30 June 2018	30 June 2017
Directors & sponsors	21,924,213	19,501,022	45.48%	44.50%
Institutions	13,803,785	12,851,256	28.64%	29.33%
General shareholders	12,474,443	11,468,123	25.88%	26.17%
	48,202,441	43,820,401	100.00%	100.00%

# A distribution schedule of the above shares is given below as required by the Listing Rules:

	Numk	Number of	Number of	er of	Percentage of sh	Percentage of shareholdings of total
	shareh	shareholders	shares	sə	nampei	number of shares
	30 June	30 June	30 June	30 June	30 June	30 June
Number of shareholdings	2018	2017	2018	2017	2018	2017
Less than 500	11,589	11,311	1,472,962	1,195,060	3.06%	2.73%
501 - 5,000	2,703	2,140	3,787,189	3,072,468	7.86%	7.01%
1	187	177	1,340,307	1,290,140	2.78%	2.94%
10,001 - 20,000	86	109	1,381,737	1,591,485	2.87%	3.63%
,	39	41	957,316	1,007,181	1.99%	2.30%
1	25	15	265,309	525,361	1.17%	1.20%
,	6	13	412,207	594,490	%98.0	1.36%
50,001 - 100,000	23	22	1,722,293	1,627,497	3.57%	3.71%
100,001 - 1,000,000	24	26	7,195,988	8,900,549	14.93%	20.31%
Over - 1,000,000	6	7	29,367,133	24,016,170	60.92%	54.81%
	14,706	13,861	48,202,441	43,820,401	100.00%	100.00%



### 18 Reserves

In Taka	Note	30 June 2018	30 June 2017
Capital reserve		1,671,386	1,671,386
Revaluation reserve		3,075,540,948	3,075,540,948
Available for sale reserve	18.1	466,460,032	301,581,120
		3,543,672,366	3,378,793,454

### 18.1 Available for sale reserve

					Changes in fair	
	Number of shares held	Market value of shares	Cost of investment	Movement in fair value	value of AFS financial assets	AFS reserve as at reporting date
		In Taka	In Taka	In Taka	In Taka	In Taka
30 June 2016	14,772,607	254,088,858	28,316,000	225,772,858	14,033,991	203,195,572
30 June 2017	14,772,607	363,406,133	28,316,000	335,090,133	109,317,275	301,581,120
30 June 2018	19,112,060	546,604,925	28,316,000	518,288,925	183,198,792	466,460,032

This available for sale reserve is for investment in shares of Mutual Trust Bank Limited.

### 18(a) Consolidated reserves

In Taka	30 June 2018	30 June 2017
Capital reserve	1,671,386	1,671,386
Revaluation reserve	4,277,933,521	4,277,933,521
Available for sale reserve	464,822,881	300,303,539
	4,744,427,788	4,579,908,446

### **Employee benefits** 19

In Taka	Note	30 June 2018	30 June 2017
Staff gratuity provision	19.1	681,164,977	605,964,000
Other long term employee benefits		126,071,661	108,154,731
Employees group insurance fund		400,000	400,000
		807,636,638	714,518,731

### 19.1 Staff gratuity provision

In Taka	30 June 2018	30 June 2017
Opening balance	605,964,000	491,757,621
Provision made during the year	116,078,771	127,215,709
Paid during the year	(40,877,794)	(13,009,330)
Closing balance	681,164,977	605,964,000

### 19(a) Consolidated employee benefits

In Taka	30 June 2018	30 June 2017
Staff gratuity provision	857,976,211	674,017,471
Other long term employee benefits	135,731,572	113,614,642
Employees group insurance fund	400,000	400,000
	994,107,783	788,032,113



### Long term bank loans 20

In Taka	30 June 2018	30 June 2017
Eastern Bank Limited	141,353,004	8,849,819
	141,353,004	8,849,819

### 20(a) Consolidated long term bank loans

In Taka	30 June 2018	30 June 2017
Bank Asia Limited	254,919,570	190,898,745
Brac Bank Limited	658,732,520	492,269,109
Dhaka Bank Limited	814,965,010	800,000,000
Dutch-Bangla Bank Limited	1,305,076,751	1,130,865,072
Eastern Bank Limited	397,153,066	243,128,656
Jamuna Bank Limited	300,894,715	401,940,555
Marcentile Bank Limited	1,093,001,734	-
Midland Bank	91,501,437	-
National Bank Ltd.	1,308,801,240	-
Prime Bank Limited	908,415,207	809,644,499
Pubali Bank Limited	56,300,710	-
The City Bank Limited	-	23,193,110
Trust Bank Limited	725,487,780	979,343,433
United Commercial Bank Limited	57,117,606	80,164,565
	7,972,367,343	5,151,447,744

### 21 **Deferred tax liabilities**

In Taka	Note	30 June 2018	30 June 2017
Opening balance Deferred tax (income)/expense recognised		453,162,012	468,670,449
through profit or loss	33	(350,759,874)	(26,440,165)
Deferred tax expense recognised for available-for-sale of financial assets through OCI	18.1	18,319,879	10,931,728
Closing balance		120,722,018	453,162,012

### **Details of deferred tax liabilities**

	Carrying		Taxable/	Deferred tax
	amount on		(deductible)	liabilities/
In Taka	reporting date	Tax base	temporary difference	(assets)
At 30 June 2018				
Property, plant and equipment	2,333,384,123	1,632,330,585	701,053,539	175,263,385
(other than land and under construction)				
Land	4,146,353,720	-	4,146,353,720	135,196,467
Gain from sale of brands investment				
- Land	1,043,336,588	-	1,043,336,588	32,977,381
<ul> <li>Investment in shares</li> </ul>	15,000,000	-	15,000,000	2,250,000
- Building and Plant & Machineries	433,493,231	-	433,493,231	108,373,308
Provision for inventories	(280,220,363)	-	(280,220,363)	(70,055,091)
Provision for trade receivables	(319,284,321)	-	(319,284,321)	(79,821,080)
Investment impairment provision	(260,000,000)	-	(260,000,000)	(65,000,000)
Provision for gratuity	(681,164,977)	-	(681,164,977)	(170,291,244)
Available for sale reserve	518,288,925	-	518,288,925	51,828,893
Taxable temporary differences	6,949,186,926	1,632,330,585	5,316,856,342	120,722,018

The Company made deferred tax liability on the amount admitted by tax authority as investment in land Tk. 1,043,336,588, plant & machinery Tk. 395,345,506, Building Tk. 38,147,725 and in shares of subsidiaries Tk. 15,000,000 out of the proceeds of Gain from sale of brand.



In Taka	Carrying amount on reporting date	Tax base	Taxable/ (deductible) temporary difference	Deferred tax liabilities/ (assets)
At 30 June 2017				
Property, plant and equipment (other than land and under construction)	2,306,084,356	1,432,645,1	78 873,439,178	218,359,795
Land	4,627,953,939		- 4,627,953,939	135,196,467
Gain from sale of brands	2,520,002,006		- 2,520,002,006	401,522,379
Provision for inventories	(227,850,953)		- (227,850,953)	(56,962,738)
Provision for trade receivables	(277,887,614)		- (277,887,614)	(69,471,904)
Investment impairment provision	(230,000,000)		- (230,000,000)	(57,500,000)
Provision for gratuity	(605,964,000)		- (605,964,000)	(151,491,000)
Available for sale reserve	335,090,133		- 335,090,133	33,509,013
Taxable temporary differences	8,447,427,867	1,432,645,1	7,014,782,689	453,162,012
Applicable tax rate for:				
Land				3% - 4%
Gain from sale of brands				3% - 25%
Investment in shares				15%
Available for sale reserve				10%
Other than land and available for sal	e reserve			25%

### 21(a) Consolidated deferred tax liabilities

In Taka	30 June 2018	30 June 2017
Opening balance Deferred tax (income)/expense recognised through profit or loss Deferred tax expense recognised for available-for-sale of financial assets through OCI	724,314,235 (363,597,434) 18,274,123	726,780,346 (13,393,333) 10,927,222
Balance at reporting date	378,990,924	724,314,235

### 22 Bank overdraft

In Taka	30 June 2018	30 June 2017
AB Bank Limited	36,919,853	-
Agrani Bank Limited	494,963,094	-
Bank Alfalah Limited	114,671,909	4,883,561
BRAC Bank Limited	38,085,940	1,465,856
Commercial Bank of Ceylon Plc.	13,046,099	4,970,225
Dutch-Bangla Bank Limited	92,235,545	10,820,819
Eastern Bank Limited	31,932,021	15,634,371
Jamuna Bank Limited	-	189,738
Mercantile Bank Limited	196,467,179	_
National Credit and Commerce Bank Limited	246,746,934	1,762,327
ONE Bank Limited	-	82,452,850
Prime Bank Limited	179,503,737	- · · · · -
Pubali Bank Limited	_	45,271,216
Standard Chartered Bank	362,486,408	288,343,401
The City Bank Limited	198,857,272	21,010,986
HSBC	67,934,047	48,842,991
The Premier Bank Limited	253,388,894	10,550,173
United Commercial Bank Limited	47,395,837	696,793
	2,374,634,769	536,895,307



### 22(a) Consolidated bank overdraft

In Taka	30 June 2018	30 June 2017
	0/ 040 050	
AB Bank Limited	36,919,853	-
Agrani Bank Limited	494,963,094	-
Bank Alfalah Limited	114,671,909	4,883,561
Bank Asia Limited	133,692,554	12,443,151
BRAC Bank Limited	64,193,210	3,415,970
Commercial Bank of Ceylon Plc.	29,929,226	8,143,552
Dutch-Bangla Bank Limited	151,316,011	181,528,098
Eastern Bank Limited	47,686,707	58,038,691
HSBC	66,985,053	51,727,127
Trust Bank Limited	195,554,980	62,173,400
Mercantile Bank Limited	196,467,179	-
Midland Bank Limited	144,602,997	29,498,806
National Bank Limited	153,965,100	58,346,771
National Credit and Commerce Bank Limited	246,746,934	1,762,327
ONE Bank Limited	24,860,438	177,386,106
Prime Bank Limited	299,820,902	71,625,787
Pubali Bank Limited	443,995,316	462,348,376
Standard Chartered Bank	453,977,716	323,824,789
The City Bank Limited	202,526,220	21,010,986
The Premier Bank Limited	253,388,894	10,550,173
United Commercial Bank Limited	212,676,589	88,921,755
Jamuna Bank Limited	190,212,619	69,107,867
	4,159,153,500	1,696,737,293

### 23 Loans and borrowings - short term

In Taka	Note	30 June 2018	30 June 2017
Short term loan Current portion of long term loan	23.1 23.2	10,707,340,532 633,443,701	7,269,570,229 2,290,045
- carronic portion or long term loan	20.2	11,340,784,233	7,271,860,274

### 23.1 Short term loan

In Taka	30 June 2018	30 June 2017
Agrani Bank Limited	12,377,070	-
Bank Alfalah Limited	114,826,260	153,790,401
BRAC Bank Limited	1,033,893,159	46,506,052
Commercial Bank of Ceylon Plc.	1,080,920,165	629,393,479
Dhaka Bank Limited	451,790,550	41,753,617
Dutch Bangla Bank Limited	763,712,059	475,405,626
Eastern Bank Limited	152,227,166	811,845,672
HSBC	508,296,081	418,914,581
Jamuna Bank Limited	1,393,762,298	1,203,206,259
Mercantile Bank Limited	500,000,000	-
ONE Bank Limited	-	200,000,000
Prime Bank Limited	961,005,795	1,025,168,353
Pubali Bank Limited	500,922,896	114,715,245
Standard Chartered Bank	425,929,976	329,809,182
The City Bank Limited	2,107,677,057	1,116,884,978
United Commercial Bank Limited	-	2,222,765
Uttara Bank Limited	700,000,000	699,954,019
	10,707,340,532	7,269,570,229



### 23.2 Current portion of long term loan

In Taka	30 June 2018	
Eastern Bank Limited Dutch Bangla Bank Limited	33,443,701 600,000,000	2,290,045
	633,443,701	2,290,045

ACI Limited has following facility arrangements with banks as at 30 June 2018:

-				Revolving Trust	
	Overdraft	Short-term	Long-term loan	Receipt Limit/	Bank
In Taka	limits	facilities limits	limits	Letter of credit	guarantee
Agrani Bank Limited	500,000,000	-	-	500,000,000	10,000,000
Bank Alfalah Limited	120,000,000	100,000,000	-	220,000,000	-
Bank Asia Limited	-	-	-	500,000,000	10,000,000
BRAC Bank limited	60,000,000	1,000,000,000	-	800,000,000	-
Commercial Bank of Ceylon Plc.	30,000,000	700,000,000	-	700,000,000	-
Dhaka Bank Limited	-	1,000,000,000	-	600,000,000	10,000,000
Dutch Bangla Bank Limited	150,000,000	750,000,000	600,000,000	800,000,000	-
Eastern Bank Limited	40,000,000	175,000,000	1,000,000,000	785,000,000	-
HSBC	50,000,000	300,000,000	-	1,000,000,000	5,000,000
Jamuna Bank Limited	-	750,000,000	-	5,000,000,000	-
Mercantile Bank Limited	200,000,000	500,000,000	-	500,000,000	100,000,000
NCC Bank Limited	250,000,000	-	-	-	-
ONE Bank Limited	100,000,000	-	-	300,000,000	-
Premier Bank Limited	400,000,000	750,000,000	-	-	-
Prime Bank Limited	260,000,000	850,000,000	-	1,100,000,000	50,000,000
Pubali Bank Limited	500,000,000	500,000,000	-	600,000,000	210,000,000
Standard Chartered Bank	100,000,000	400,000,000	-	280,000,000	520,000,000
The City Bank Limited	20,000,000	2,000,000,000	-	1,170,000,000	10,000,000
Trust Bank Limited	-	-	-	250,000,000	-
United Commercial Bank Limited	50,000,000	-	-	500,000,000	10,000,000
Uttara Bank Limited	-	700,000,000	-	-	-

### Securities for the facilities mentioned above are as below:

- a) Demand promissory notes for Tk. 16,310.00 million.
- b) Registered hypothecation over inventories and trade receivables on pari-passu basis for Tk. 10,820.00 million.
- c) Registered hypothecation over plant and machinery on pari-passu basis for Tk. 2,885.00 million.
- d) Corporate guarantee issued to AB Bank Ltd. by ACI Formulations Ltd., ACI Pure Flour Ltd. and ACI Salt Ltd.
- e) Corporate guarantee issued to One Bank Ltd by ACI Salt Ltd. & ACI Motors Ltd.
- f) Corporate guarantee issued to Premier Bank Ltd. by ACI Salt Ltd.
- g) Corporate guarantee issued to Dutch Bangla Bank Ltd. by ACI Salt Ltd., ACI Foods Ltd., ACI Motors Ltd., Premiaflex Plastics Ltd. and Neem Laboratories Ltd."
- h) Corporate guarantee issued to Uttara Bank Ltd. by ACI Salt Ltd.
- Post dated Cheque Tk. 6,460.00 million to NCC Bank Ltd., Bank Asia Ltd., BRAC Bank Ltd., Dhaka Bank Ltd., Dutch Bangla Bank Ltd., Mercantile Bank Ltd. and Jamuna Bank Ltd."

### 23(a) Consolidated loans and borrowings - short term

In Taka	Note	30 June 2018	30 June 2017
Short term loan	23(a).1	18,367,259,672	17,898,780,767
Current portion of long term loan	23(a).2	3,566,345,407	1,781,487,620
		21,933,605,080	19,680,268,387



### 23(a).1 Consolidated short term loan

<i>Taka</i> 30 June 2018		30 June 2017
Agrani Bank Limited	12,377,070	-
Bank Alfalah Limited	114,826,260	153,790,401
Bank Asia Limited	530,684,511	1,065,499,524
BRAC Bank Limited	1,999,380,645	155,647,066
Commercial Bank of Ceylon Plc.	1,870,020,571	1,023,851,068
Dhaka Bank Limited	590,533,067	41,753,617
Dutch Bangla Bank Limited	795,219,172	1,613,815,526
Eastern Bank Limited	1,528,971,869	4,112,031,239
Foreign Trade Loan	-	15,311,514
HSBC	621,344,655	634,334,776
Jamuna Bank Limited	1,396,048,971	1,207,314,592
Mercantile Bank Limited	848,051,549	-
Midland Bank Limited	352,201,575	238,774,481
National Bank Limited	150,000,920	150,000,230
ONE Bank Limited	-	300,000,000
Prime Bank Limited	2,868,350,654	2,232,831,593
Pubali Bank Limited	625,739,022	2,120,131,910
Standard Chartered Bank	425,929,976	483,693,040
The City Bank Limited	2,937,579,185	1,616,884,978
United Commercial Bank Limited	-	33,161,194
Uttara Bank Limited	700,000,000	699,954,019
	18,367,259,672	17,898,780,767

### 23(a).2 Consolidated current portion of long term loan

In Taka	30 June 2018	30 June 2017
Brac Bank Limited	71,226,972	-
Bank Asia Limited	863,719,264	440,521,001
Dutch Bangla Bank Limited	1,015,915,779	318,935,632
Eastern Bank Limited	548,011,981	460,640,834
Jamuna Bank Limited	81,923,444	167,181,501
Marcentile Bank Limited	331,092,522	-
Midland Bank Limited	67,350,866	-
National Bank Limited	132,329,211	-
Prime Bank Limited	5,873,955	-
Pubali Bank Limited	20,785,000	-
The City Bank Limited	23,971,081	23,163,200
Trust Bank Limited	380,910,080	349,538,207
United Commercial Bank Limited	23,235,251	21,507,245
	3,566,345,407	1,781,487,620

### 24 Trade payables

In Taka	30 June 2018		
Payable to suppliers	794,002,138	667,713,019	
	794,002,138	667,713,019	

Trade payable consists of balances owing to large number of suppliers and thus supplier-wise detailed break up has not been given.



### 24(a) Consolidated trade payables

In Taka	30 June 2018	30 June 2017
		_
ACI Limited	794,002,138	667,713,019
ACI Formulations Limited	132,432,662	66,025,150
ACI Logistics Limited	1,133,801,584	1,239,002,325
ACI Salt Limited	35,550,332	30,056,957
ACI Foods Limited	161,563,231	99,956,986
ACI Pure Flour Limited	89,793,763	86,100,124
Premiaflex Plastics Limited	64,108,067	55,583,329
ACI Motors Limited	24,267,278	97,883,265
ACI Agrolink Limited	412,314	22,183,335
ACI Edible Oils Limited	40,377,442	66,226,323
ACI Chemicals Limited	-	102,834
Consolidating elimination	(223,361,698)	(83,419,230)
	2,252,947,112	2,347,414,417

### 25 Other payables

In Taka	Note	30 June 2018	30 June 2017
			_
Accruals		1,094,621,168	715,323,579
Advance from customers		27,258,815	31,844,746
Security money received from customers		179,439,634	170,865,391
Workers' profit participation fund	25.1	484,489,427	429,278,071
Unclaimed dividend		89,765,592	85,984,628
Tax and VAT deducted at source		34,588,999	46,572,527
Employees welfare fund		270,763,687	145,176,325
Rights share deposit to be refunded		563,723	563,723
Family day fund		3,835,074	4,230,862
Non-management staff provident fund		5,586,938	2,266,616
Unclaimed refund warrant - Zero Coupon Bonds		3,647,450	3,647,450
Payable for redemption of Zero Coupon Bonds		20,430,413	20,440,648
Management staff provident fund		3,582,935	12,125,479
Advertisement and promotional funds		17,735,713	5,973,913
Development funds		116,053,606	81,714,244
		2,352,363,174	1,756,008,202

### 25.1 Workers' profit participation fund

In Taka	30 June 2018	30 June 2017
Opening halance	420 279 071	352,033,272
Opening balance	429,278,071	
Addition during the year	87,265,767	88,086,654
Interest accrued during the year	28,987,458	28,759,548
Paid during the year	(61,041,869)	(39,601,403)
Closing balance	484,489,427	429,278,071



### 25(a) Consolidated other payables

In Taka	Note	30 June 2018	30 June 2017
Accruals		2,182,452,432	1,918,097,720
Advance from customers		248,522,308	125,424,334
Security money received from customers		235,444,057	239,911,927
Workers' profit participation fund	25(a).1	587,939,806	535,347,608
Unclaimed dividend		100,725,661	96,643,434
Management staff provident fund		3,582,935	12,125,479
Tax and VAT deducted at source		73,857,878	98,472,417
Employees welfare fund		316,598,111	179,905,063
Rights share deposit to be refunded		563,723	563,723
Family day fund		3,835,074	4,230,862
Non-management staff provident fund		5,586,938	2,266,616
Unclaimed refund warrant - Zero Coupon Bonds		3,647,450	3,647,450
Payable for redemption of Zero Coupon Bonds		20,430,413	20,440,648
Creditors for capital expenditure		7,165,777	352,202
Advertisement and promotional funds		17,735,713	5,973,913
Development funds		116,053,606	81,714,244
		3,924,141,882	3,325,117,640

### 25(a).1 Workers' profit participation fund

In Taka	30 June 2018	30 June 2017
Balance at the opening	535,347,608	386,075,363
Addition during the year	168,083,901	186,023,965
Interest accrued during the year	28,987,458	28,993,006
Paid during the year	(144,479,161)	(65,744,726)
Balance at reporting date	587,939,806	535,347,608

### 26 Inter-company payable

In Taka	30 June 2018	30 June 2017
ACI Salt Limited	260,103,847	-
ACI Formulations Limited	461,682,477	-
Creative Communication Limited	12,517,780	37,218,560
ACI Edible Oils Limited	215,601,375	217,677,343
ACI Motors Limited	1,039,964,362	1,003,530,471
ACI Pure Flour Limited	282,546,195	220,305,300
	2,272,416,036	1,478,731,674

### **Current tax liabilities 27**

In Taka	30 June 2018	30 June 2017
Opening balance	1,176,320,068	1,065,742,865
Provision made during the year	537,151,635	456,540,049
Transfer from deferred tax expense	154,225,828	-
Adjustment against completion of tax assessment	(684,495,359)	(345,962,846)
Closing balance	1,183,202,172	1,176,320,068



### 27(a) Consolidated current tax liabilities

In Taka	30 June 2018	30 June 2017
Opening balance	2,617,627,690	2,231,503,143
Provision made during the year	1,374,709,885	1,166,431,472
Adjustment against completion of tax assessment	(1,182,330,097)	(780,306,925)
Closing balance	2,810,007,478	2,617,627,690

### 28 Revenue

		For the year ended	For the year ended
In Taka	Note	30 June 2018	30 June 2017
Pharmaceuticals	28.1	9,203,808,652	8,379,339,834
Animal Health		3,551,650,939	3,111,066,520
Consumer brands		6,644,542,434	5,303,351,771
Seeds (Local)		528,642,494	421,811,369
Seeds (Import)		328,054,884	223,856,709
Fertilizer		1,130,405,722	838,773,464
Cropex		-	27,530,892
		21,387,105,125	18,305,730,559

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Local sales	21,167,989,977	18,133,845,215
Export sales	219,115,148	171,885,344
	21,387,105,125	18,305,730,559

### 28.1 Pharmaceuticals

Pharmaceuticals turnover includes sales of the following in units:

In Taka	Quantity	For the year ended 30 June 2018	For the year ended 30 June 2017
Tablets	Pcs	21,958,958	20,519,323
Capsules	Pcs	6,037,301	5,624,508
Injection	Pcs	5,354,505	5,363,752
Bottled products	Pcs	33,907,976	29,561,666
Creams	Pcs	8,565,234	8,167,197
Inhaler	Pcs	1,785,535	1,182,041
Others	Pcs	400,755	370,138

### 28(a) Consolidated revenue

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Gross sales Inter-company sales	58,406,770,902 (2,283,449,794)	50,319,012,053 (2,650,984,445)
	56,123,321,109	47,668,027,608



## 29 Cost of sales

	For the year ended For the year ended	For the year ended
In Taka	30 June 2018 30 June 2017	30 June 2017
	1	
Opening Stock of finished goods	2,556,524,208	2,609,789,400
Cost of goods manufactured	6,176,293,319	4,800,944,567
Finished goods purchased	6,789,770,539	5,255,620,080
Cost of finished goods available for sale	15,522,588,066	12,666,354,047
Stock of finished goods as at reporting date	(3,377,709,254)	(2,556,524,208)
	12,144,878,812	10,109,829,839

# Business wise breakup of cost of sales

			For the )	For the year ended 30 June 2018	2018			For the year ended 30 June 2017
In Taka	Note	Pharmaceuticals	Consumer brands	Animal Health	Seeds	Fertilizer	Total	
Opening stock of finished goods		423,695,616	637,398,449	851,373,355	574,248,790	866'208'69	2,556,524,208	2,609,789,400
Cost of goods manufactured	29.1	3,462,311,328	1,197,854,143	635,367,422	64,484,278	816,276,149	6,176,293,319	4,800,944,567
Finished goods purchased		8,655,310	4,054,338,084	2,234,385,457	492,138,206	253,482	6,789,770,539	5,255,620,080
Cost of finished goods available for sale		3,894,662,254	5,889,590,676	3,721,126,234	1,130,871,274	886,337,629	15,522,588,066	12,666,354,047
Closing stock of finished goods		(512,749,035)	(909, 222, 525)	(1,404,967,674)	(493,406,889)	(57,363,131)	(3,377,709,254)	(2,556,524,208)
Inter business adjustment		(315, 125, 872)	175,795,786	139,330,086				
		3,066,787,347	5,156,163,937	2,455,488,646	637,464,385	828,974,498	12,144,878,812	10,109,829,839

# 29.1 Cost of goods manufactured

			For the ye	For the year ended 30 June 2018	2018			For the year ended 30 June 2017
In Taka	Note	Pharmaceuticals	Consumer brands	Animal Health	Seeds	Fertilizer	Total	
Cost of materials consumed	29.1.1	2,578,992,131	1,022,348,230	522,736,449	48,009,910	790,738,363	4,962,825,083	3,863,745,131
Manufacturing expenses	30	732,262,168	143,899,145	104,153,129	73,167,044	27,409,852	1,080,891,338	822,499,841
Quality control and development expenses	30	199,787,034	102,494	•	•	•	199,889,528	178,433,013
Cost of samples, product bonus and stock write off	e off	(39,803,447)	31,504,274	10,872,527	983,778	(1,872,066)	1,685,065	(80,932,572)
Cost of production		3,471,237,886	1,197,854,143	637,762,105	122,160,732	816,276,149	6,245,291,014	4,783,745,413
Opening work in process		91,818,873	٠	8,462,916	23,799,495		124,081,284	141,280,438
Closing work in process		(100,745,431)		(10,857,599)	(81,475,949)	•	(193,078,979)	(124,081,284)
		(8,926,558)		(2,394,683)	(57,676,454)		(98'66'89)	17,199,154
		3,462,311,328	1,197,854,143	635,367,422	64,484,278	816,276,149	6,176,293,319	4,800,944,567



# 29.1.1 Cost of materials consumed

		For the	For the year ended 30 June 2018	\$ 2018			For the year ended 30 June 2017
In Taka	Pharmaceuticals	Consumer brands	Animal Health	Seeds	Fertilizer	Total	
Raw and packing materials							
Opening stock	962,110,163	273,081,727	498,668,224	41,368,010	68,804,267	1,844,032,391	1,073,556,875
Purchase	2,331,000,937	1,150,051,328	282,159,645	41,417,831	791,697,990	4,596,327,731	4,634,220,647
Closing stock	(714,118,969)	(400,784,825)	(258,091,420)	(34,775,931)	(69,763,894)	(1,477,535,039)	(1,844,032,391)
	2,578,992,131	1,022,348,230	522,736,449	48,009,910	790,738,363	4,962,825,083	3,863,745,131

## 29(a) Consolidated cost of sales

In Taka	For the year ended 30 June 2018	For the year ended For the year ended 30 June 2018 30 June 2017
Opening stock Purchase Manufacturing expenses Closing stock	9,752,120,294 39,168,952,706 2,608,951,829 (11,272,403,859) 40,257,620,969	7,931,078,061 33,174,478,304 2,210,307,273 (9,752,120,294) 33,563,743,344



# 30 Administrative, selling and distribution expenses

	For the year ended For the year ended	For the year ended
. In Taka	30 June 2018 30 June 2017	30 June 2017
(a) Administrative expenses	613,224,760	590,362,187
(b) Distribution expenses	831,801,787	720,119,200
(c) Selling expenses	6,214,699,450	5,361,107,784
	7,659,725,997	6,671,589,171

## Allocation of expenses:

		LL.	For the year ended 30 June 2018	0 June 2018			For the year ended 30 June 2017
In Taka	Administrative expenses	Distribution expenses	Manufacturing expenses	QC and development expenses	Selling expenses	Total	
Salary and wages	449,685,348	255,142,189	437,388,207	131,089,256	2,420,726,323	3,694,031,323	3,173,739,553
Traveling and conveyance	9,601,539	149,650,685	8,198,970	631,871	525,509,669	693,592,734	636,136,503
Rent and rates	7,640,991	58,582,755	126,091,291		159,367,957	351,682,994	230,737,785
Repair and maintenance	15,473,512	7,274,558	98,038,410	5,184,928	23,767,703	149,739,111	157,743,436
Fuel and power	7,643,822	10,635,028	144,094,803	5,530,554	10,737,070	178,641,277	163,139,893
Postage	10,361,077	5,219,856	3,766,543	998,652	60,482,049	80,828,177	67,434,111
Printing and stationery	8,882,638	34,006,796	5,481,792	1,210,162	25,465,106	75,046,493	68,365,139
Promotional expenses	42,351,603	•	11,301,410		2,264,714,414	2,318,367,427	1,975,334,118
Entertainment	4,883,350	8,404,509	4,549,932	196,929	11,811,917	29,846,638	30,886,798
Vehicle maintenance	12,306,880	88,156,032	5,579,894	934,643	80,963,550	187,940,999	162,001,237
Bad debts		•			66,853,651	66,853,651	24,177,673
Truck and handling		159,159,047	14,146,352	23,930	228,650,772	401,980,101	366,142,615
Legal and professional charges	4,822,242	24,036	79,222		22,297,189	27,222,689	12,640,494
Audit fees	000'066	•			•	000'066	000'006
Insurance	3,111,181	11,292,355	9,651,048	454,908	18,355,578	42,865,070	36,106,354
Directors' fees	20,250	•			•	20,250	16,500
Bank charges	14,073	2,057,279			7,442,318	9,513,670	7,549,751
Sundry expenses	5,100	376,369	23,530		•	404,999	278,428
Product development expenses		•	213,468	3,256,128	36,316,070	39,785,666	37,933,485
Training expenses	2,474,519	328,939	77,820	129,594	16,906,116	19,916,988	31,578,229
Depreciation	25,090,788	41,474,279	204,386,026	26,754,589	139,818,122	437,523,804	363,833,605
Amortisation	153,072	•	14,000		115,000	282,072	282,072
Lab chemical and apparatus		•	6,878,078	23,492,739	•	30,370,817	25,477,404
Meeting expenses	4,569,441	17,076	7,260	645	61,972,653	66,567,075	76,098,642
Export expenses		•			13,152,421	13,152,421	9,203,505
ISO/TQM related expenses		•	822,281		•	822,281	150,274
Market research		•			19,273,801	19,273,801	13,415,673
Corporate Social Responsibility expenses	3,143,335	•	101,000		•	3,244,335	1,218,749
	613,224,760	831,801,787	1,080,891,337	199,889,528	6,214,699,450	8,940,506,863	7,672,522,024

# 30(a) Consolidated administrative, selling and distribution expenses

In Taka	For the year ended For the year ended 30 June 2017	For the year ended 30 June 2017
Administrative expenses	1.874.561.454	1,632,081,555
Distribution expenses	1,416,709,653	1,169,452,224
Selling expenses	9,491,057,692	8,100,209,875
	12,782,328,798	10,901,743,654



### 31 Other income

In Taka		year ended une 2018	For the year ended 30 June 2017
Service charges		41,523,009	7,304,096
Dividend received	:	38,955,063	50,988,115
Rental income		1,500,300	1,513,125
Gain/(loss) on sale of fixed assets		(1,037,796)	5,223,108
Gain/(loss) from foreign currency transactions		4,177,893	(6,095,634)
Proceeds from scrap sale		6,091,437	6,429,773
Miscellaneous income		2,271,792	961,512
		93,481,698	66,324,095

### 31(a) Consolidated other income

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Service charges	51,185,231	7,304,096
Dividend received	2,855,906	2,855,905
Rental income	31,717,640	33,675,092
Gain/(loss) on sale of fixed assets	1,628,073	(1,086,908)
Gain/(loss) from foreign currency transactions	380,183	(6,635,233)
Proceeds from scrap sale	32,650,467	21,322,767
Commission income	2,953,487	5,959,539
Miscellaneous income	38,332,362	19,082,041
	161,703,349	82,477,299

### 32 Net finance costs

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Bank loan interest (net of interest income) Employee welfare fund	384,999,119 16,531,109	141,563,104 20,679,042
Finance lease	· · ·	20,309
Security deposits Workers' profit participation fund	10,030,825 28,987,458	11,461,945 28,759,548
Other funds/borrowings	418,165	318,622
	440,966,676	202,802,570

### 32(a) Consolidated net finance costs

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Bank loan interest	2,175,086,651	1,396,581,054
Employee welfare fund Finance lease	16,531,109	20,679,042 20,309
Security deposits Workers' profit participation fund	10,030,825 28,987,458	11,461,945 28,759,548
Other funds/borrowings	418,165	318,622
	2,231,054,208	1,457,820,520



### 33 Income tax expense

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Current tax expense		
Provision made during the year	537,151,635	456,540,049
Transfer from deferred tax expense	154,225,828	-
	691,377,463	456,540,049
Deferred tax expense/(income) Change in deferred tax liabilities	(350,759,874)	(26,440,165)
Income tax expense	340,617,590	430,099,884

The Company made provision for deferred tax liabilities in 2015 on sale of selected brands taking advantage of section 32(5) of Income Tax Ordinance 1984. Tax authority has completed assessment of 2015 and 30 June 2016 and has admitted investment of Tk. 1,491,829,819 out of Tk. 2,520,002,006 of Gain from sale of brands.

However, tax authority charged capital gain tax @ 15% on Tk. 1,028,172,187 which is the remaining amount of investment out of Gain from sale of brands.

### 33(a) Consolidated income tax expense

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Current tax expense Provision made during the year	1,374,709,885	1,166,431,472
Deferred tax expense/(income) Change in deferred tax liabilities	(363,597,434)	(13,393,333)
Consolidated income tax expense	1,011,112,451	1,153,038,139



### 34 Earnings per share

The calculation of basic earnings per share based on profit of the Company attributable to ordinary shareholders and weighted average number of ordinary shares outstanding is as follows:

In Taka/Number	For the year ended 30 June 2018	For the year ended 30 June 2017
Profit of the Company (Taka)	1,317,431,981	1,243,546,535
Opening ordinary shares (Number) Impact of bonus share issue - 2015 (Number) Impact of bonus share issue - 2016 - 2017 (Number) Weighted average number of ordinary shares at reporting date (Number)	43,820,401 - 4,382,040 48,202,441	39,836,729 3,983,672 4,382,040 48,202,441
Earnings per share (Taka)	27.33	25.80

### 34.1 Diluted earnings per share

No diluted EPS was required to be calculated for the year ended 30 June 2018 since there was no scope for dilution of shares.

### 34(a) Consolidated earnings per share

The calculation of consolidated basic earnings per share based on profit attributable to the equity holders of the Company and weighted average number of ordinary shares outstanding is as follows:

In Taka/Number	For the year ended 30 June 2018	For the year ended 30 June 2017
Profit attributable to equity holders of the Company (Taka) Weighted average number of ordinary shares at reporting date (Number)	517,014,325 48,202,441	1,065,163,424 48,202,441
Earnings per share (Taka)	10.73	22.10



### 35 Financial risk management

The Company has exposure to the following risks arising from financial instruments:

- Credit risk (see 35(ii))
- Liquidity risk (see 35(iii))
- Market risk (see 35(iv))

### (i) Risk management framework

The Group's management has overall responsibility for the establishment and oversight of the Group's risk management framework. The Group's risk management policies are established to identify and analyse these risks faced by the Group, to set appropriate risk limits and controls and to monitor risks and adhere to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to maintain a disciplined and constructive control environment in which all employees understand their roles and obligations.

### (ii) **Credit risk**

Credit risk is the risk of a financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations.

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. However, management also considers the factors that may influence the credit risk of its customer base, including the default risk of the industry and country in which customers operate.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the statement of financial position.

### (a) **Exposure to credit risk**

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

In Taka	Note	30 June 2018	30 June 2017
Trade receivables*	12(a)	10,727,885,857	8,290,133,129
Other receivables	13(a)	1,099,973,493	912,543,208
Inter-company receivables	14(a)	10,907,763	13,277,557
Deposits	15(a)	324,925,562	180,601,773
Cash and cash equivalents	16(a)	2,131,550,039	1,511,754,437
		14,295,242,714	10,908,310,103

<sup>\*</sup> Trade receivables is net off of security money mentioned in Note 25(a)

At reporting dates, the maximum exposure to credit risk for trade receivables by geographic regions was as follows:

In Taka	30 June 2018	30 June 2017
Domestic	11,230,913,842	8,821,884,119
Foreign	254,695,451	195,047,479
	11.485.609.293	9.016.931.598

### (b) **Impairment**

The ageing of trade receivables was as follows:

In Taka	30 June 2018	30 June 2017
Dues below 6 months	8,750,510,659	7,390,717,736
Dues over 6 months	2,735,098,634	1,626,213,862
	11,485,609,293	9,016,931,598

The movement in the allowance for impairment in respect of trade receivables during the year was as follows:

In Taka	30 June 2018	30 June 2017
Opening balance	486,886,542	485,283,050
Impairment loss recognised	35,392,837	1,603,492
Closing balance	522,279,379	486,886,542



### Liquidity risk **=**

Liquidity risk is the risk that the Group will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Group's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when they are due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

The Group aims to maintain the level of its cash and cash equivalents and other investments at amounts in excess of expected cash outflows on financial liabilities. The Group also monitors the level of expected cash inflows on trade and other receivables together with expected cash outflows on trade and other payables.

## **Exposure to liquidity risk**

The following are the remaining contractual maturities of financial liabilities at the reporting date. The amounts are gross and undiscounted, and include estimated interest payments and exclude the impact of netting agreements.

## 30 June 2018

				Co	Contractual cash flows		
		Carrying		2 months		1-5	More than
In Taka	Note	amount	Total	or less	2-12 months	years	5 years
Non-derivative financial liabilities							
Employee benefits	19(a)	994,107,783	994,107,783	•	•	•	994,107,783
Long term bank loan	20(a)	7,972,367,343	7,972,367,343	•	•	7,972,367,343	
Bank overdraft	22(a)	4,159,153,500	4,159,153,500	4,159,153,500	•	•	
Loans and borrowings	23(a)	21,933,605,080	21,933,605,080	•	21,933,605,080	•	•
Trade payable	24(a)	2,252,947,112	2,252,947,112	2,252,947,112	•	•	
Other payable	25(a)	3,924,141,882	3,924,141,882	3,924,141,882	•	•	
		41,236,322,699	41,236,322,699	10,336,242,494	21,933,605,080	7,972,367,343	994,107,783
Derivative financial liabilities			•	•		•	
		41,236,322,699	41,236,322,699	10,336,242,494	21,933,605,080	7,972,367,343	994,107,783

## 30 June 2017

Contractual cash flows

		Carrying		2 months		1-5	More than
In Taka	Note	amount	Total	or less	2-12 months	years	5 years
Non-derivative financial liabilities							
Employee benefits	19(a)	788,032,113	788,032,113	•		•	788,032,113
Long term bank loan	20(a)	5,151,447,744	5,151,447,744	•		5,151,447,744	•
Bank overdraft	22(a)	1,696,737,293	1,696,737,293	1,696,737,293		•	•
Loans and borrowings	23(a)	19,680,268,387	19,680,268,387	•	19,680,268,387	•	•
Trade payable	24(a)	2,347,414,417	2,347,414,417	2,098,152,966		249,261,451	•
Other payable	25(a)	3,325,117,640	3,325,117,640	3,325,117,640		•	•
		32,989,017,594	32,989,017,594	7,120,007,899	19,680,268,387	5,400,709,195	788,032,113
Derivative financial liabilities							
		32.989.017.594	32,989,017,594	7,120,007,899	19,680,268.387	5,400,709,195	788.032.113



### (iv) Market risk

Market risk is the risk that any change in market prices, such as foreign exchange rates and interest rates will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

### a) **Currency risk**

The Group is exposed to currency risk to the extent that there is a mismatch between the currencies in which purchases are denominated and the respective functional currency of the Group. The functional currency of the Group is Bangladesh Taka (Taka/TK/BDT). The foreign currency in which these transactions are denominated is US Dollar (USD).

### Exposure to currency risk

The Group's exposure to foreign currency risk arising from foreign currency denominated assets/(liabilities) as at the date of consolidated statement of financial position was as follows:

	00.1	001 0017
In USD	30 June 2018	30 June 2017
Trade receivables	2,327,339	1,429,901
Other receivables	301,252	415,874
Cash and cash equivalents	1,323,289	1,670,024
Trade payables	(383,795)	(376,923)
Loans and borrowings	(52,857,273)	(45,332,177)
Net exposure	(49,289,187)	(42,193,301)
In EUR	30 June 2018	30 June 2017
Trade receivables	_	_
Other receivables	353,992	480,086
Cash and cash equivalents	2,212	2,213
Trade payables	(827,862)	-,
Loans and borrowings	(2,590,221)	(3,023,115)
Net exposure	(3,061,879)	(2,540,816)
In GBP	30 June 2018	30 June 2017
Trade receivables	-	-
Other receivables	-	-
Cash and cash equivalents	1,433	1,434
Trade payables	-	(201,250)
Loans and borrowings	(356,209)	(432,149)
Net exposure	(354,776)	(631,965)
In CHF	30 June 2018	30 June 2017
Trade receivables	-	
Other receivables	_	_
Cash and cash equivalents	<del>-</del>	_
Trade payables	<del>-</del>	_
Loans and borrowings	(353,913)	(39,500)
Net exposure	(353,913)	(39,500)
In JPY	30 June 2018	30 June 2017
Trade receivables	-	-
Other receivables	-	-
Cash and cash equivalents	-	-
Trade payables	-	-
Loans and borrowings	(30,007,000)	(44,000,000)
Net exposure	(30,007,000)	(44,000,000)



The following significant exchange rates have been applied during the year / period:

	Averag	je rate	Year-end	spot rate
In Taka	For the year ended	For the year ended	As	s at
	30 June 2018	30 June 2017	30 June 2018	30 June 2017
USD	82.53	79.95	83.75	81.30
EUR	95.71	91.18	97.60	93.81
GBP	108.59	106.56	110.68	106.49
CHF	85.28	83.52	84.75	85.81
JPY	0.75	0.76	0.77	0.74

### Sensitivity analysis

A reasonably possible strengthening (weakening) of foreign currency against functional currency at reporting date would have affected the measurement of financial instruments denominated in a foreign currency and affected equity and profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant and ignore any impact of forecast sales and purchase.

	Profit	t/(loss)	1 3	Equity, net of tax increase/(decrease)	
In Taka	Strengthening	Weakening	Strengthening	Weakening	
30 June 2018					
USD (5% movement)	203,379,508	(203,379,508)	203,379,508	(203,379,508)	
EUR (5% movement)	14,652,415	(14,652,415)	14,652,415	(14,652,415)	
GBP (5% movement)	1,926,202	(1,926,202)	1,926,202	(1,926,202)	
CHF (5% movement)	1,509,155	(1,509,155)	1,509,155	(1,509,155)	
JPY (5% movement)	1,126,313	(1,126,313)	1,126,313	(1,126,313)	
30 June 2017					
USD (5% movement)	168,667,722	(168,667,722)	168,667,722	(168,667,722)	
EUR (5% movement)	11,583,580	(11,583,580)	11,583,580	(11,583,580)	
GBP (5% movement)	3,367,110	(3,367,110)	3,367,110	(3,367,110)	
CHF (5% movement)	164,952	(164,952)	164,952	(164,952)	
JPY (5% movement)	1,672,000	(1,672,000)	1,672,000	(1,672,000)	

### **b**) Interest rate risk

Interest rate risk is the risk that arises due to changes in interest rates on borrowings. At present the Group has no borrowings which is subject to significant interest rate risk.

### Exposure to interest rate risk

The interest rate profile of the Group's interest-bearing financial instruments as at the date of consolidated statement of financial position date is as follows.

In Taka	Note	30 June 2018	30 June 2017
Fixed rate instruments			
Financial assets			
Term deposit	9(a).2	183,269,165	146,243,472
Financial liabilities			
Bank overdraft	22(a)	4,159,153,500	1,696,737,293
Loans and borrowings	23(a)	17,657,903,483	15,656,421,408
Variable rate instruments			
Financial liabilities			
Offshore loan	23(a)	4,275,701,597	4,023,846,979



# Financial instruments - Fair values and financial risk management

# Accounting classifications and fair values

The following table shows the carrying amounts and fair values, where applicable, of financial assets and financial liabilities of the Group, including their levels in the fair value hierarchy. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

### 30 June 2018

					ز	callying allount					rair value	ne	
				Fair value-			Available						
		Held-for-	Held-for- Designated	hedging	Held to	Loans and	for	Other financial					
In Taka	Note	trading	at fair value	instruments	maturity	receivables	sale	liabilities	Total	Level 1	Level 2	Level 3	Total
Financial assets measured at fair value													
Investment valued at fair value	9(a).2	•	•	٠	•	٠	548,911,900	•	548,911,900	548,911,900	•	,	548,911,900
		•					548,911,900		548,911,900	548,911,900	.		548,911,900
Financial assets not measured at fair value	ne												
Investment valued at cost and under equity method	9(a).1				186,428,055	•	1,143,314,786	•	1,329,742,841 1,329,742,841	1,329,742,841	٠		1,329,742,841
Trade receivables	12(a)	•	•	٠	•	10,963,329,914	•	•	10,963,329,914 10,963,329,914	10,963,329,914	٠	,	10,963,329,914
Other receivables	13(a)	•				1,099,973,493	٠	•	1,099,973,493 1,099,973,493	1,099,973,493	٠		1,099,973,493
Inter-company receivables	14(a)	٠			٠	10,907,763	٠	•	10,907,763	10,907,763	٠		10,907,763
Tender deposits	15(a)	•			٠	97,138,983		•	97,138,983	97,138,983	٠		97,138,983
Cash at banks	16(a)	٠	•	٠	٠	1,122,251,729	•	•	1,122,251,729	1,122,251,729	٠		1,122,251,729
					186,428,055	13,293,601,882	1,143,314,786		14,623,344,723 14,623,344,723	14,623,344,723			14,623,344,723
Financial liabilities measured at fair value	<u>e</u>												
Financial liabilities not measured at fair value	value												
Employee benefits	19(a)	•				٠	٠	994,107,783	994,107,783	994,107,783	٠		994,107,783
Short term interest bearing loans	23(a).1	٠			٠	٠	٠	18,367,259,672	18,367,259,672 18,367,259,672	18,367,259,672	٠		18,367,259,672
Long term interest bearing loans	20(a) 23(a)					٠	٠	11,538,712,750	11,538,712,750	11,538,712,750	٠		11,538,712,750
Trade payables	24(a)							2,252,947,112	2,252,947,112	2,252,947,112	٠		2,252,947,112
Other payables	25(a)	•						3,924,141,882	3,924,141,882	3,924,141,882	٠		3,924,141,882
Bank overdraft	22(a)	•				•	•	4,159,153,500	4,159,153,500 4,159,153,500	4,159,153,500	٠		4,159,153,500
			٠	٠				41,236,322,699	41,236,322,699 41,236,322,699	11,236,322,699			41,236,322,699



## 30 June 2017

					0	Carrying amount					Fair value	Ф	
				Fair value-			Available						
		Held-for-	Held-for- Designated	hedging	Held to	Loans and	for	Other financial					
In Taka	Note	trading	at fair value	instruments	maturity	receivables	sale	liabilities	Total	Level 1 L	Level 2	Level 3	Total
Financial assets measured at fair value	ø.												
Investment valued at fair value	9(a).2	•			•	•	365,713,108		365,713,108	365,713,108			365,713,108
						•	365,713,108		365,713,108	365,713,108	•		365,713,108
inancial assets not measured at fair value	/alue												
Investment valued at cost and under equity method	1.(a)6 por	•			149,402,362	•	1,067,888,774	•	1,217,291,136	1,217,291,136			1,217,291,136
Trade receivables	12(a)	•	•	•	•	8,530,045,056	•	٠	8,530,045,056	8,530,045,056	•		8,530,045,056
Other receivables	13(a)	•	•	٠	٠	912,543,208	•	•	912,543,208	912,543,208		٠	912,543,208
Inter-company receivables	14(a)	•	•	٠	٠	13,277,557	•	•	13,277,557	13,277,557		٠	13,277,557
Tender deposits	15(a)	•	•	٠	٠	71,539,580	•	•	71,539,580	71,539,580		٠	71,539,580
Cash at banks	16(a)	•	•	٠	٠	855,169,140	•	•	855,169,140	855,169,140		٠	855,169,140
					149,402,362	10,382,574,541	1,067,888,774		11,599,865,677 11,599,865,677	1,599,865,677		,	- 11,599,865,677
Financial liabilities measured at fair value	alue												
Financial liabilities not measured at fair value	ir value												
Employee benefits	19(a)	٠	٠	٠	٠	٠	•	788,032,113	788,032,113	788,032,113	٠	٠	788,032,113
Short term interest bearing loans	23(a).1	•		•	•		•	17,898,780,767	17,898,780,767 17,898,780,767	7,898,780,767		,	17,898,780,767
Long term interest bearing loans	20(a) 23(a)	•		٠	•		٠	6,932,935,364	6,932,935,364	6,932,935,364	•	•	6,932,935,364
Trade payables	24(a)	•			٠		•	2,347,414,417	2,347,414,417	2,347,414,417	•		2,347,414,417
Other payables	25(a)	•			٠		٠	3,325,117,640	3,325,117,640	3,325,117,640	٠	٠	3,325,117,640
Bank overdraft	22(a)	•			٠		٠	1,696,737,293	1,696,737,293	1,696,737,293	٠	٠	1,696,737,293
		•				•	•	32,989,017,594	32,989,017,594 32,989,017,594	32,989,017,594	•	- 3	32,989,017,594

The Group has not disclosed the fair values for financial instruments because their carrying amounts are a reasonable approximation of fair values.



### **Commitments** 36

### 36.1 Capital expenditure

In Taka	30 June 2018	30 June 2017
Approved but not contracted for	154,141,348	520,870,796

### **37 Contingencies**

In Taka	30 June 2018	30 June 2017
Shipping Guarantee		
Standard Chartered Bank	4,044,176	10,651,980
Eastern Bank Limited	43,251,590	36,211,404
	47,295,766	46,863,384
Bank Guarantee		
Standard Chartered Bank	-	-
Eastern Bank Limited	-	-
Bank Asia Limited	2,382,466	2,380,000
Pubali Bank Limited	27,244,090	26,599,100
United Commercial Bank Limited	13,095,628	13,095,628
	42,722,184	42,074,728

### 38 Payments made in foreign currencies

	For the year	For the year
	ended	ended
In Taka	30 June 2018	30 June 2017
Raw materials and packing materials	2,047,118,884	2,448,767,788
Finished goods	2,201,274,613	2,667,506,777
	4,248,393,497	5,116,274,565

### 39 **Production capacity**

	Capacity in	units pack		
	per 8hr	/month	Utiliz	ation
	For the year ended	For the year ended	For the year ended	For the year ended
	30 June 2018 30 June 2017		30 June 2018	30 June 2017
Pharmaceuticals	.,,		124.65%	125.40%
Consumer Brand			140.50%	137.33%
Animal Health	300,000	250,000	87.47%	83.34%

### 40 **Related parties**

### a) Transactions with key management personnel

### (i) Loans to directors

During the period/year, no loan was given to the directors of the Company/Group.

### (ii) Key management personnel compensation

Key management personnel compensation comprised the following:

	For the year	For the year
	ended	ended
In Taka	30 June 2018	30 June 2017
Salary	42,629,600	34,873,600
Benefit	12,080,200	10,410,584
Provident fund contribution	-	2,735,880
	54,709,800	48,020,064

The Company's/Group's key management personnel includes the Company's/Group's directors. Compensation includes salaries, non-cash benefits, and contributions to a post employment defined benefit plan.



# Other related party transactions of ACI Limited: **(**q)

		Transactions during the period / year	the period / year			
	For the year	For the year	For the year	For the year	Balance c	Balance outstanding
	ended	ended	ended	ended	at repor	at reporting date
In Taka	30 June 2018	30 June 2017	30 June 2018	30 June 2017	30 June 2018	30 June 2017
	(Purchase	(Purchase)/Revenue	Working capit	Working capital (paid)/collected	Receivabl	Receivable/(Payable)
Subsidiaries:						
ACI Formulations Limited	1	1	520,534,345	344,585,994	(461,682,477)	58,851,868
ACI Salt Limited	(37,798,760)	(36,089,220)	413,837,125	(63,440,588)	(260,103,847)	191,532,038
ACI Chemicals Limited	1	ı	(44,573,978)	(31,711,695)	83,146,926	38,572,948
ACI Biotech Limited	,	1	(107,175,901)	(108,744,217)	215,920,118	108,744,217
ACI Pure Flour Limited	(6,190,900)	(6,339,000)	56,049,995	(47,299,909)	(282,546,195)	(220,305,300)
ACI Foods Limited	(41,259,237)	(53,939,324)	(99,453,340)	(1,379,862,685)	2,696,007,973	2,637,813,870
ACI Agrolink Limited	(5,048,509)		(160,205,551)	(69,776,513)	245,762,962	90,605,920
Creative Communication Limited	(44,919,465)	(40,835,877)	(69,620,245)	(6,817,188)	(12,517,780)	(37,218,560)
ACI Motors Limited	(135,027,389)	(78,082,336)	(98,593,498)	542,364,759 (	542,364,759 (1,039,964,362)	(1,003,530,471)
Premiaflex Plastics Limited	(70,962,288)	(74,342,623)	(668,876,017)	(184,073,423)	813,961,365	216,047,636
ACI Logistics Limited	(31,574,321)	(139,717,808)	(3,210,208,149)	(110,414,316)	3,680,581,010	378,137,439
	123,809,743	117,831,989	1	1	1	,
ACI Edible Oils Limited	(7,480,972)	(1,403,400)	5,405,004	212,316,434	(215,601,375)	(217,677,343)
Computer Technology Limited	•	1	1	•	30,000	30,000
ACI Healthcare Limited	-	ı	(1,022,518,137)	(389,603,011)	2,458,377,298	1,435,859,161
Infolytx Bangladesh Limited	-	•	(36,079,744)	(14,485,326)	111,360,535	75,280,791

## Joint Venturers:

ngladesh) Limited	(198,945)	(224,630)	906,193	707,248
et (Pvt.) Limited	1		879,726	879,726

### Associates:

Stochastic Logic Limited	-	-	2,568,739	288,560	1,198,328	3,767,067
Asian Consumer Care (Pvt.) Limited			1	ı	7,893,516	7,893,516



### Other disclosures 41

### 41.1 Number of employees

The number of regular employees of ACI Limited receiving remuneration of Tk. 36,000 or above per annum at reporting date was as follows:

	30 June 2018	30 June 2017
Number of employees	9,053	8,364

### 41.2 Comparatives

Previous year's figures have been rearranged, whenever considered necessary to conform to the current year's presentation.

### 41.3 Subsequent events

The Board of Directors in their meeting held on 25 October 2018 have recommended cash dividend @ 115% per share of Taka 10 each aggregating to Taka 554,328,073 and stock dividend @ 3.5% aggregating to Taka 16,870,854 for the year ended 30 June 2018 subject to approval of the shareholders in the Annual General Meeting scheduled to be held on 12 December 2018.

The financial statements for the year ended 30 June 2018 do not include the effect of these dividends which will be accounted for in the period when shareholders' right to receive payment is established.

There are no other events identified after the date of the statement of financial position which require adjustment or disclosure in the accompanying financial statements.

### 42 Name of auditors of the group companies

SI.	Name of the company	Status	Name of auditors
1	ACI Formulations Limited	Subsidiary	Hoda Vasi Chowdhury & Co.
2	ACI Logistics Limited	Subsidiary	Rahman Rahman Huq
3	ACI HealthCare Limited	Subsidiary	Rahman Rahman Huq
4	ACI Godrej Agrovet (Pvt.) Limited	Joint venture	Rahman Rahman Huq
5	Tetley ACI (Bangladesh) Limited	Joint venture	Rahman Rahman Huq
6	ACI Salt Limited	Subsidiary	Hoda Vasi Chowdhury & Co.
7	Premiaflex Plastics Limited	Subsidiary	Masih Muhith Haque & Co.
8	ACI Foods Limited	Subsidiary	M. J. Abedin & co.
9	ACI Pure Flour Limited	Subsidiary	M. J. Abedin & co.
10	Creative Communication Limited	Subsidiary	Ashraful Haque Nabi & Co.
11	ACI Motors Limited	Subsidiary	Ashraful Haque Nabi & Co.
12	ACI Edible Oils Limited	Subsidiary	Ashraful Haque Nabi & Co.
13	ACI Chemicals Limited	Subsidiary	Ashraful Haque Nabi & Co.
14	Infolytx Bangladesh Limited	Subsidiary	Ashraful Haque Nabi & Co.
15	ACI Biotech Limited	Subsidiary	Ashraful Haque Nabi & Co.
16	ACI Agrolink Limited	Subsidiary	Shiraz Khan Basak & Co.
17	Stochastic Logic Limited	Associate	Shiraz Khan Basak & Co.
18	Asian Consumer Care (Pvt.) Limited	Associate	Ahmed Mashque & Co.
19	Computer Technology Limited	Associate	-



### **Advanced Chemical Industries Limited**

**Reports of the Directors and Audited Financial Statements of the Subsidiary Companies** for the year ended 30 June 2018



### **ACI Formulations Limited Directors' Report**

Agriculture remains the most important sector of Bangladeshi economy, contributing 14.79% to the national GDP and providing employment for 40.6% of the population. Presently the size of the total agriculture sector is around Tk. 3000 Bn whereas crop protection industry size is Tk. 2200 Crore. The Agrochemical industry is growing at an average of 5% every year where ACI Crop Care has a CAGR of 18%. There are over 250 registered companies doing business in this segment and we have been able to take 11% share from the market. The pesticide industry has a greater role in food security of Bangladesh, by securing around 35% crop losses from Weeds, Insects & Diseases. In our country all the lands are not being treated by pesticides, while insecticides are being used at 38%, herbicide at 45% and Fungicide at 37% level; so there's still so much of opportunity area left for pesticide business as well as scope to increase the yields of crops. Rice is the staple food of our country and the most important crop as its being produced in 70% of the total cultivated area. Some of the major pests like BPH, stem borer or blast can attack in an epidemic form in Rice which may damage 60-70% of crops which cannot be saved without the judicial use of pesticide. Agriculture in Bangladesh is also heavily dependent on the weather, and the entire harvest can be wiped out in a matter of hours if cyclones or flood hit the country.

For our Crop Care business 2017-18 was a distressful year. After several years' of good weather in a row last year the weather was very erratic and unpredictable. Untimely and excessive rainfall caused loss of crops, harvesting difficulty and delay in sowing. Unusual variation in temperature caused damage to crops.

Simultaneously with bad weather, crop care business also suffered due to the closure of a large number of Chinese factories, which produce most of the Active Ingredients we use, and thus became scarce and costly. On top of that increase in Dollar value affected gross margins and interest rate increase further eroded the bottom line. The overall financial performance was disappointing as a result of these adverse factors affecting the business simultaneously.

However some results were satisfactory. We maintained our market leadership in Granular insecticide and Herbicide categories, recording excellent growth. For example Granular grew by 24%, Herbicide grew by 21%, and Liquid insecticide category increased by 33%. Sulphur sales increased by 29%. Despite all these challenges Crop Care turnover increased by 9%, a commendable achievement of the field force. They deserve our appreciation.

Our 1000+ field force is working everyday and touching the farmers to give solutions to their problems building a long term relationship with farmers and stakeholders. Continuous monitoring and incremental improvements of our field force have helped us achieve the prestigious AgroAward by Standard Chartered Bank as the best in Execution and Support 2017 in the Agricultural sector. Thanks to our vibrant and hardworking marketing and sales team. Our vibrant field force is dedicated, focused to help farmers' productivity. We empower our employees by means of relevant coaching and training to enhance their capabilities. Our performance evaluation process is fair, transparent and based on true measurable performance targets.



ACI's strong distribution network have been further expanded for better penetration to reach ACI crop care products to farmers in remote areas. We work with NGOs in remote char and hawor areas helping them introduce good agronomic practices to the farmers there.

Flora is the brand name of a plant growth regulator which particularly gives better yield for Rice. Flora is continuing to have a strong brand image in the mind of the farmers. We have more than 1000 demonstration plots where Flora is used and the improvement in yield is recorded in the presence of officials of Dept. of Agricultural Extension. We had great expectation from Flora and we made huge investment in branding the product. Fortunately the product has become well known to the farmers. During the last 3 years we struggled with the marketing of Flora. In the first year the success was very encouraging and we had an ambitious target for year 2, but due to weather its application was not effective and sales were most disheartening. The resulting glut of unsold products caused disruption. Last year the excess stocks were lifted from the market and the position has been corrected. We hope Flora will have a significant presence in our product portfolio in the years to come. The temporary setback with Flora is a major learning for us.

In order to spread our crop protection solutions across the country we have collaborated with the flagship programme of Digital Bangladesh - "Access to Information Programme - A2i". The MoU between ACI Formulations Limited (ACI FL) and A2i has opened 10000+ windows of opportunities for our products by promoting them to the Union Digital Centers (UDC) of A2i.

Intelligent Decision Support System (IDSS) is a groundbreaking remote sensing and decision support system for the Bangladeshi farmers which has taken the digitization of farmers support to a whole new level. We take great pride in introducing us as a partner to that program which is solely facilitated and managed by ACI Agribusinesses. From now on farmers using this platform will be able to see our products and services whenever searching for the solutions of their crop related problems.

2017-18 was the year of innovation and technology adoption for us. ACI Crop Care partnered with country's one of the state-of-the-art bio technology lab "Advanced Seed Research and Biotechnology Centre" (ASRBC) to develop next generation of bio pesticide products. Subsequently, the assigned scientists have identified a new strain of microorganism which has shown excellent capability as a "Bio Fungicide" both at the lab and in the field. Soon it will be launched as a product of our "Bio Crop Care" portfolio.

Being responsible to the society, the company has been engaged in appropriate humanitarian activities and social interventions. Last year, ACI Crop Care stretched its supportive hands to the floods affected people by distributing emergency food and utility kits. Moreover, to further our close relationship with disaster affected farmers and distributors, the company went beyond the traditional relief distribution system by allowing some exceptions to its credit and collection policy also. After disaster, the company gave its highest priority in ensuring its product availability in the flood-affected area for a quick restart of their farm activities.



In the year 2017-18, our global partner AkzoNobel worked hard on achieving a strong market base in the paint industry. During this period our paint business attained a 98% sales growth while increasing brand visibility and growing trust amongst the target segments of customers.

A new line of super-premium interior emulsion, Velvet Touch Pearl Glow was launched into the market as an image-driving brand. The AkzoNobel team worked closely with reference groups including architects, engineers, contractors and painters to build credible mindshare among them. As a result we have been given access to paint landmark projects with our decorative Dulux brand. Alongside the existing portfolio of Decorative Paints, its Performance Coatings portfolio was launched in Bangladesh. The portfolio includes globally acclaimed Marine, Protective and Power Coatings. This helped in increasing the brand image and enabled us to provide paint and coating solutions to major projects of the country. In the coming year, volume driven, fast moving products of decorative paints have been planned for launch, along with setting up production units of some performance coating products.

ACI Formulations factory located in Gazipur is a fully compliant factory that has kept its technological advancement in alignment with global standards. We toll manufacture products for renowned global companies like SC Johnson USA and AkzoNobel of the Netherlands. Both these companies conduct technical audit and ACI FL continue to score high. The factory also formulates Crop Care products for the farmers.

We are certified under ISO 14001 Environmental Management System. We have rigorous SHE (safety, health and environment) policies. Safety of workers is our top priority.

Our state-of-the-art Effluent Treatment Plant processes all liquid toxic waste materials to make them benign. Efficient Incinerator helps to break down the harmful solid materials at high temperature to make them harmless. ACI FL is committed to maintain sustainable environment. All units are well protected with modern firefighting equipment, production personnel abide by the rules of wearing PPE (Personal Protective Equipment) while working. ACI FL has medical facilities at its premises and a dedicated M.B.B.S doctor is deployed along with a team of certified medical assistants, who are continuously checking and monitoring health issues of its employees. As part of CSR, ACI FL also provides free treatment to the neighbors in its factory vicinity.

We have automated production lines of powder insecticides, fungicide and herbicide. The Liquid unit has been automated. To further protect our brands we have introduced inbuilt hologram system on labels of our Crop Care products. Aerosol plant and Mosquito coil unit increased its productivity by commissioning new equipment.

ACI FL laboratory is well equipped with state-of-the-art testing equipment like HPLC, GLC, UV Spectrophotometer and other analytical equipment. We follow Standard Operating Procedures to ensure that all processes follow clearly stated guidelines.



ACI Crop care, with the mission of enriching the life of the farmers is aiming towards establishing a huge footprint in the crop protection industry by bringing new generation micro granule products which are low dosed, highly efficient and less toxic. To attain the market leadership we are in the process of integrating technologies in all level. We believe that understanding the key customers will be our focus in future and to do that we shall reach out to the farmers through Digital platforms such as social media, website, mobile apps, etc.

ACL FL believes in making a difference with the quest of achieving a sustainable, progressive and strong economic society. Our untiring work in the field of agriculture through innovation and development is dedicated to the welfare of the hard working farmers. We have been shaping our business strategies to further our goal of achieving a safe, environment-friendly and sustainable agriculture.

### **Key Operating & Financial Information at a Glance**

The key operating and financial information for the year 2017-18 along with the preceding five years are presented below

Figures are in million (BDT)

Particulars	July 2017- June 2018	July 2016- June 2017	January 2016- June 2016 (six month)	December 2015	December 2014	December 2013	December 2012
Net Turnover	4,127	3,629	1,625	3,006	2,908	2,340	2,581
Gross profit	1,027	1,108	477	800	739	585	610
Profit before tax	163	357	127	313	260	172	200
Profit after tax	115	261	90	235	188	129	150
Earnings per share (Taka)	2.56	5.81	2.01	5.23	4.17	2.87	3.33
Issued & paid capital	450	450	450	450	450	450	450
Shareowners' equity	2,502	2,455	2,283	2,350	1,806	1,730	1,714
Net asset per share (Taka)	55.61	54.55	50.74	52.23	40.12	38.45	38.08
Number of employees	1,785	1,679	1,489	1,459	1,149	922	921
Total contribution to National Exchequer	669	564	256	387	246	166	170



### **Financial Results**

For the year ended 30 June 2018, total revenue of ACI Formulations Limited was Taka 4,127 million, an increase of Taka 498 million from the financial year 2016-17, resulting into 13.72% higher revenue over last year. Despite having higher revenue growth, gross profit margin has decreased to 24.87% in the current year from 30.52% of previous year due to unfavorable material price variance over last year. On the other hand, financing cost has increased by Taka 53 million, mainly due to increased interest rate and unfavorable exchange rate variance over last year. In the current year, profit before tax (PBT) was Taka 163 million and profit after tax (PAT) was Taka 115 million resulting into Earnings per Share Taka 2.56.

### **Appropriation of Profit**

Considering the financial results of the Company during the year and free reserve carried over and in line with following a consistent dividend policy, the Directors recommended appropriation of net profit as follows:

Particular	For the year ended	For the year ended
	30 June 2018	30 June 2017
Un-appropriated profit	800,904,890	696,967,963
Add: Net profit after tax	115,034,985	261,436,927
Add: Realization of revaluation reserve	-	-
Total profit available for appropriation	915,939,875	958,404,890
Appropriation of profit:		
Interim Dividend:		
Cash Dividend	-	90,000,000
Final Dividend Proposed:		
Cash Dividend	157,500,000	67,500,000
Total dividend	157,500,000	157,500,000
Balance carried forward	758,439,875	800,904,890

With the balance carried forward and with future ploughing back of the profit, Directors are confident that company will be able to maintain prudent dividend policy in coming years.

### **Dividend**

The Board of Directors is pleased to recommend cash dividend @ 35% on face value of Tk. 10 per share (i.e. Taka 3.5 per share) for the year ended 30 June 2018 to those shareowners whose names were appeared in the Share Register of Members of the Company or in the Depository list of CDBL on the Record Date which is 15 November 2018. During the period under review no bonus share or stock dividend has been declared as interim dividend.

### Contribution to the National Exchequer

For the year ended 30 June 2018, the company contributed Taka 668.52 million to the National Exchequer in the form of corporate tax, custom duty and Value Added Tax (VAT). This is equivalent to 14.62% of the Company's gross sales revenue for the year 2017-18.

### **Cost of Goods Sold and Profit Margins**

For the year ended 30 June 2018, cost of goods sold was Taka 3,101 million (75.13% of net revenue) against Taka 2,522 million (69.48% of net revenue) of the financial year 2016-17, resulting an increase of 5.65% cost due to unfavorable material cost variance over last year. This has resulted to reduce gross profit margin to 24.87% (Taka 1,027 million) during the year ended 30 June 2018 as against 30.52% (Taka 1,108 million) of the financial year 2016-17. Lower gross profit margin, coupled with higher financing costs led to register PAT 2.8% in financial year 2017-18.

On behalf of the Board

**Shusmita Anis** 

Managing Director

Dhaka, 25 October 2018

Kamran Tanvinur Rahman

Director

### **Hoda Vasi Chowdhury & Co**

### **Chartered Accountants**

### INDEPENDENT AUDITOR'S REPORT to the Shareholders of **ACI Formulations Limited**

### **Report on the Financial Statements**

We have audited the accompanying separate financial statements of ACI Formulations Limited ("the Company") as well as the consolidated financial statements of ACI Formulations Limited and its subsidiaries ("the Group") which comprise the separate and the consolidated statements of financial position as at 30 June 2018, statements of profit or loss and other comprehensive income, statements of changes in equity, statements of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information. The financial statements of one subsidiary as disclosed in note 37 to these financial statements were not audited by us.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the separate financial statements of the Company and the consolidated financial statements of the Group in accordance with Bangladesh Financial Reporting Standards, the Companies Act 1994, the Securities and Exchange Rules 1987, and for such internal control as management determines is necessary to enable the preparation of the separate financial statements of the Company and the consolidated financial statements of the Group that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on the separate financial statements of the Company and the consolidated financial statements of the Group based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate financial statements of the Company and the consolidated financial statements of the Group are free from

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements of the Company and the consolidated financial statements of the Group. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the separate financial statements of the Company and the consolidated financial statements of the Group, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the separate financial statements of the Company and the consolidated financial statements of the Group in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate financial statements of the Company and the consolidated financial statements of

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the separate financial statements of the Company and the consolidated financial statements of the Group give a true and fair view of the financial position of the Company as well as of the Group as at 30 June 2018, and of their financial performance and their cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards.

### **Report on Other Legal and Regulatory Requirements**

In accordance with the Companies Act 1994, the Securities and Exchange Rules 1987 and relevant notification issued by Bangladesh Securities and Exchange Commission, we also report the following:

- (a) we have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- (b) in our opinion, proper books of account as required by law have been kept by the Group so far as it appeared from our examination of these books;
- (c) the separate and the consolidated statements of financial position, statements of profit or loss and other comprehensive income dealt with by the report are in agreement with the books of account; and
- (d) the expenditure incurred was for the purposes of the Group's business.

Dhaka, 25 October 2018

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 

National Office: BTMC Bhaban (6<sup>th</sup> & 7<sup>th</sup> Floor), 7-9 Karwan Bazar Commercial Area, Dhaka-1215, Bangladesh Chattogram Office: Delwar Bhaban (4th Floor), 104 Agrabad Commercial Area, Chattogram-4100, Bangladesh



### **ACI Formulations Limited Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	1,793,502,725	1,792,755,192
Investments	37,096,077	7,067,287
Non-current assets	1,830,598,802	1,799,822,479
Inventories	1,610,648,618	1,384,424,562
Trade receivables	1,350,154,816	1,326,720,349
Other receivables	27,351,263	7,096,188
Inter- company receivables	516,615,689	39,933,951
Advances, deposits and prepayments	498,329,534	399,976,801
Cash and cash equivalents	262,039,838	138,354,624
Current assets	4,265,139,758	3,296,506,475
Total assets	6,095,738,560	5,096,328,954
10101 033013	0,070,100,000	0,070,020,701
Equity		
Share capital	450,000,000	450,000,000
Revaluation reserve	1,136,392,931	1,136,392,931
Retained earnings	915,939,875	868,404,890
Total equity	2,502,332,806	2,454,797,821
Liabilities		
Employee benefits	39,179,275	30,560,130
Deferred tax liabilities	59,510,615	51,789,493
Non-current liabilities	98,689,890	82,349,623
Bank overdrafts	163,497,501	85,843,847
Loans and borrowings	2,738,695,818	1,875,875,406
Trade Payables	126,995,956	56,095,428
Other payables	196,583,593	256,273,023
Inter-company payables	170,303,373	56,695,146
Provision for tax	268,942,996	228,398,660
Current liabilities	3,494,715,864	2,559,181,510
Total liabilities	3,593,405,754	2,641,531,133
Total equity and liabilities	6,095,738,560	5,096,328,954
Total equity and nabilities	0,073,730,300	3,070,320,734
Net Asset Value (NAV) per share	55.61	54.55

Managing Director

Director

Company Secretary

As per our report of same date.

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 

Dhaka, 25 October 2018



### **ACI Formulations Limited**

### Statement of Profit or Loss and other Comprehensive Income

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	4,127,465,958	3,629,430,879
Cost of sales	(3,100,967,609)	(2,521,617,906)
Gross profit	1,026,498,349	1,107,812,973
Other income	6,594,472	4,380,330
Administrative, selling and distribution expenses	(690,177,273)	(618,540,895)
Operating profit	342,915,548	493,652,408
Finance costs, net	(171,020,345)	(118,151,966)
Profit before contribution to WPPF	171,895,203	375,500,442
Contribution to WPPF	(8,594,760)	(18,775,022)
Profit before tax	163,300,443	356,725,420
Income tax expense		
Current tax	(40,544,336)	(91,149,008)
Deferred tax income/(expense)	(7,721,122)	(4,139,485)
	(48,265,458)	(95,288,493)
Profit after tax	115,034,985	261,436,927
Other comprehensive income	-	-
Total comprehensive income	115,034,985	261,436,927
Earnings per share		
Basic earnings per share	2.56	5.81

Managing Director

Director

Company Secretary

As per our report of same date.

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 



### **ACI Formulations Limited Statement of Changes in Equity**

For the	year	ended	<b>30</b> .	June	2018
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		TOI THE	year ended s	o Julie 2010
In Taka	Share capital	Revaluation reserve	Retained earnings	Total
Balance at 1 July 2017	450,000,000	1,136,392,931	868,404,890	2,454,797,821
Total comprehensive income				
Profit after tax	-	-	115,034,985	115,034,985
Other comprehensive income, net of tax	-	-	-	-
Total comprehensive income	-	-	115,034,985	115,034,985
Transactions with owners of the company				
Contributions and distributions				
Final dividend paid for the year 2016-17	-	-	(67,500,000)	(67,500,000)
Total transactions with owners of the company	-	-	(67,500,000)	(67,500,000)
Transactions recognised directly in equity				
Realisation of revaluation surplus	-	-	-	-
Total transactions recognised directly in equity	-	-	-	-
Balance at 30 June 2018	450,000,000	1,136,392,931	915,939,875	2,502,332,806
		For the	year ended 3	80 June 2017
In Taka	Share capital	Revaluation reserve	Retained earnings	Total
Balance at 1 July 2016	450,000,000	1,136,392,931	696,967,963	2,283,360,894
Total comprehensive income				
Profit after tax	-	-	261,436,927	261,436,927
Other comprehensive income net of tax		-		-
Total comprehensive income	-	-	261,436,927	261,436,927
Transactions with owners of the company				
Contributions and distributions				
Interim dividend paid for the year 2016-17	-	-	(90,000,000)	(90,000,000)
Total transactions with owners of the company	-	_	(90,000,000)	(90,000,000)
				(70,000,000)
Transactions recognised directly in equity				(70,000,000)
Transactions recognised directly in equity Realisation of revaluation surplus	-	-	_	-
Transactions recognised directly in equity Realisation of revaluation surplus Total transactions recognised directly in equity	-	-	-	-



### **ACI Formulations Limited Statement of Cash Flows**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash receipts from customers and others	4,092,179,386	3,498,070,296
Cash paid to suppliers and employees	(3,916,293,729)	(3,558,308,349)
Cash (used in)/generated from operating activities	175,885,657	(60,238,053)
Paid to WPPF	(18,775,022)	(6,665,352)
Interest paid	(159,914,659)	(92,619,989)
Income tax paid	(120,057,281)	(134,944,391)
·	(298,746,962)	(234,229,732)
Net cash (used in)/from operating activities	(122,861,305)	(294,467,785)
Cash flows from investing activities		
Acquisition of property, plant and equipment	(63,755,936)	(110,117,465)
Sale proceed from property, plant and equipment	432,800	(110,117,403)
Investment	(30,028,790)	(29,913)
Net cash (used in)/from investing activities	(93,351,926)	(110,147,378)
	(	( 2 / 2 / 2 / 2 / 2 / 2 / 2 / 2 / 2 / 2
Cash flows from financing activities		
Inter-company debts received/(paid)	(533,376,884)	(363,119,851)
Proceeds from loans and borrowings	862,820,412	931,638,216
Dividends paid	(67,198,737)	(155,122,480)
Net cash (used in)/from financing activities	262,244,791	413,395,885
Net increase/(decrease) in cash and cash equivalents	46,031,560	8,780,722
Opening Cash and cash equivalents	52,510,777	43,730,055
Cash and cash equivalents at reporting date	98,542,337	52,510,777
Closing balance represents		
Cash and cash equivalents	262,039,838	138,354,624
Bank overdraft	(163,497,501)	(85,843,847)
	98,542,337	52,510,777
Net Operating Cash Flows Per Share (NOCFPS)	(2.73)	(6.54)
The operating cash hows rel shale (NOOLFS)	(2.73)	(0.34)



### **ACI Formulations Limited Consolidated Statement of financial position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	1,795,746,344	1,795,620,835
Investments	33,147,743	3,118,953
Intangible assets	5,147,792	5,147,792
Non-current assets	1,834,041,879	1,803,887,580
Inventories	1,629,233,566	1,397,198,792
Trade receivables	1,360,567,380	1,339,390,192
Other receivables	26,004,265	7,088,014
Inter-company receivable	490,417,631	-
Advances, deposits and prepayments	500,830,409	404,723,417
Cash and cash equivalents	262,105,286	150,743,214
Current assets	4,269,158,537	3,299,143,629
Total assets	6,103,200,416	5,103,031,209
Equity		
Share capital	450,000,000	450,000,000
Revaluation reserve	1,136,392,931	1,136,392,931
Retained earnings	909,029,248	859,292,594
Equity attributable to the owners of the Company	2,495,422,179	2,445,685,525
Non controlling interest	(165,520)	(210,452)
Total equity	2,495,256,659	2,445,475,073
Liabilities		
Employee benefits	39,179,275	30,560,130
Deferred tax liabilities	58,526,713	51,201,931
Non-current liabilities	97,705,988	81,762,061
Bank overdrafts	163,497,501	85,843,847
Loans and borrowings	2,746,378,692	1,881,364,554
Trade Payables	132,432,664	66,025,151
Other payables	197,588,908	257,187,927
Inter-company payables	· · · · -	56,695,146
Provision for tax	270,340,004	228,677,450
Current liabilities	3,510,237,769	2,575,794,075
Total liabilities	3,607,943,757	2,657,556,136
Total equity and liabilities	6,103,200,416	5,103,031,209
Net Asset Value (NAV) per share	55.45	54.35

Managing Director

Director

Company Secretary

As per our report of same date.

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 

Dhaka, 25 October 2018



### **ACI Formulations Limited**

### Consolidated statement of profit or loss and other comprehensive income

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	4,153,270,513	3,663,013,573
Cost of sales	(3,122,157,333)	(2,552,157,279)
Gross profit	1,031,113,180	1,110,856,294
Other income	6,594,472	4,380,330
Administrative, selling and distribution expenses	(691,303,121)	(619,196,713)
Operating profit	346,404,531	496,039,911
Finance costs, net	(171,540,849)	(118,619,710)
Profit before contribution to WPPF	174,863,682	377,420,201
Contribution to WPPF	(8,594,760)	(18,775,022)
Profit before tax	166,268,922	358,645,179
Income tax expense:		
Current tax	(41,662,554)	(91,350,505)
Deferred tax income/(expense)	(7,324,782)	(4,126,921)
Tax expenses	(48,987,336)	(95,477,426)
Profit after tax	117,281,586	263,167,753
Other comprehensive income		
Total comprehensive income	117,281,586	263,167,753
Profit attributable to:	117,201,500	203,107,733
Owners of the Company	117,236,654	263,137,439
Non-controlling interest	44,932	30,314
Non-controlling interest	117,281,586	263,167,753
	117,201,300	203,107,733
Earnings per share		
Basic earnings per share	2.61	5.85

Managing Director

Director

Company Secretary

As per our report of same date.

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 



### **ACI Formulations Limited Consolidated Statement of Changes in Equity**

### For the year ended 30 June 2018

		Attributable to o	tributable to owner of the Company			
In Taka	Share capital	Revaluation reserve	Retained earnings	Total	Non-controllin interests	g Total equity
Balance as at 1 July 2017	450,000,000	1,136,392,931	859,292,594	2,445,685,525	(210,452)	2,445,475,073
Total comprehensive income						
Profit after tax	-	-	117,236,654	117,236,654	44,932	117,281,586
Other comprehensive income, net of tax		-	-	-	-	-
Total comprehensive income	-	-	117,236,654	117,236,654	44,932	117,281,586
Transactions with owners of the company						
Contributions and distributions						
Realisation of revaluation surplus	-	-	-	-	-	-
Changes in ownership interests						
Adjustment of strike off of subsidiaries	-	-	-	-	-	-
Total transactions with owners of the company	-	-	-	-	-	-
Transactions recognised directly in equity						
Final dividend paid for the year 2016-17	-	-	(67,500,000)	(67,500,000)	-	(67,500,000)
Total transactions recognised directly in equity	-	-	(67,500,000)	(67,500,000)	-	(67,500,000)
Balance as at 30 June 2018	450,000,000	1,136,392,931	909,029,248	2,495,422,179	(165,520)	2,495,256,659

### For the year ended 30 June 2017

		Attributable to d	wner of the C	ompany		
In Taka	Share capital	Revaluation reserve	Retained earnings	Total	Non-controllin	ng Total equity
Balance at 1 July 2016	450,000,000	1,136,392,931	686,155,155	2,272,548,086	(231,655)	2,272,316,431
Total comprehensive income						
Profit after tax	-	-	263,137,439	263,137,439	30,314	263,167,753
Other comprehensive income, net of tax		-	-	-	-	-
Total comprehensive income	-	-	263,137,439	263,137,439	30,314	263,167,753
Transactions with owners of the company						
Contributions and distributions						
Realisation of revaluation surplus	-	-	-	-	-	-
Changes in ownership interests						
Adjustment of strike off of subsidiaries	-	-	-	-	(9,111)	(9,111)
Total transactions with owners of the company	-	-	-	-	(9,111)	(9,111)
Transactions recognised directly in equity						
Interim dividend paid for the year 2016-17	-	-	(90,000,000)	(90,000,000)	-	(90,000,000)
Total transactions recognised directly in equity	-	-	(90,000,000)	(90,000,000)	-	(90,000,000)
Balance at 30 June 2017	450,000,000	1,136,392,931	859,292,594	2,445,685,525	(210,452)	2,445,475,073



### **ACI Formulations Limited Consolidated Statement of Cash Flows**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash receipts from customers	4,120,241,219	3,521,798,279
Cash paid to suppliers and employees	(3,958,204,168)	(3,571,988,865)
Cash (used in)/generated from operating activities	162,037,051	(50,190,586)
Payment for WPPF	(18,775,022)	(6,665,352)
Interest paid	(160,435,163)	(93,087,733)
Income tax paid	(120,205,040)	(135,464,269)
	(299,415,225)	(235,217,354)
Net cash (used in)/from operating activities	(137,378,174)	(285,407,940)
Cash flows from investing activities		
Acquisition of property, plant and equipment	(63,755,935)	(110,346,288)
Sale proceed from property, plant and equipment	432,800	-
Investment	(30,028,790)	(29,913)
Net cash (used in)/from investing activities	(93,351,925)	(110,376,201)
Cash flows from financing activities		
Inter-company debts received/(paid)	(533,376,884)	(363,119,851)
Proceeds from loans and borrowings	865,014,138	932,813,742
Dividends paid	(67,198,737)	(155,122,480)
Net cash (used in)/from financing activities	264,438,517	414,571,411
Net increase/(decrease) in cash and cash equivalents	33,708,418	18,787,270
Opening Cash and cash equivalents	64,899,367	46,112,097
Closing cash and cash equivalents at reporting date	98,607,785	64,899,367
Closing balance represents	2/2 405 207	450 740 044
Cash and cash equivalents	262,105,286	150,743,214
Bank overdraft	(163,497,501)	(85,843,847)
	98,607,785	64,899,367
Net Operating Cash Flows Per Share (NOCFPS)	(3.05)	(6.34)
	(2.00)	(3.0.)



### **ACI Logistics Limited Directors' Report**

ACI Logistics Limited (The Company), a private company limited by shares, was incorporated with the Registrar of Joint Stock Companies, Dhaka, in 2008. Advanced Chemical Industries Limited (ACI) holds 76% shares in the Company. The Company best known for its brand of retail superstores "Shwapno", is currently operating through its 73 outlets across the major urban areas of Bangladesh. With a market share of 47%, "Shwapno" has become the market leader of the modern trade industry.

Having outlets at every major location, Shwapno has become a household brand serving 35,000+ customers every day with a wide assortment of raw and packed food products, household items, daily necessities and fashion products.

Shwapno has entered into the e-commerce business in 2017 with the launch of Shwapno.com. With a steady growth the e-commerce business has now a coverage all around the Dhaka Metropolitan. ACI Logistics have also ventured in backward integration projects to work closely with the manufacturers and farmers around the country. Shwapno launched its first batch of Private Label Brands, which now includes 148 products in its assortment.

ACI Logistics, as the first retailer in South East Asia continues to work with Global G.A.P., the leading private sector body addressing the crucial objectives of ensuring safe, sustainable agriculture worldwide. With assistance of development partners, ACI Logistics had also been working closely with the farmers to improve crop traceability. This helps Shwapno to ensure safety in all stages of the supply chain, starting from the production process.

Being the market leader of the retail sector, Shwapno has continued to win the Best Brand award in the Retail Category by Kantar Millward Brown and Bangladesh Brand Forum for two consecutive years, 2016 and 2017. Shwapno has won two Gold awards for print and TVC category in the "Com Awards - 2017". It has also been recognised as a "Superbrand" by Superbrands Bangladesh. With these achievements and many more recognitions, Shwapno is on its course to establish itself as a powerful national brand capturing the hearts of thousands of consumers.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	9,099,340,677
Gross Profit/(Loss)	1,562,398,081
Operating Profit/(Loss)	(373,817,799)
Profit/(Loss) before tax	(1,295,075,197)
Profit/(Loss) after tax	(1,351,405,724)

On behalf of the Board

Dr. Arif Dowla

Managing Director

M. Anis Ud Dowla

bux dowle

Director

Dhaka, 23 October 2018



### Rahman Rahman Huq

**Chartered Accountants** 9 & 5 Mohakhali C/A Dhaka 1212 Bangladesh

Telephone +880 (2) 988 6450-2 Fax +880 (2) 988 6449 Email dhaka@kpmg.com Internet www.kpmg.com/bd

### Independent Auditor's Report to the Shareholders of **ACI Logistics Limited**

### Report on the Financial Statements

We have audited the accompanying financial statements of ACI Logistics Limited ("the Company"), which comprise the statement of financial position as at 30 June 2018, and the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with Bangladesh Financial Reporting Standards, and for such internal controls as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSA). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the Company as at 30 June 2018, and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRS).

### **Emphasis of matter**

We draw attention to Note 4.12 to the financial statements where management explains the Company will continue in operational existence for the foreseeable future in spite of having net current liabilities and overall net liabilities as at the reporting date by virtue of support from its bankers, the parent company Advanced Chemical Industries Limited and improved trading conditions. Our opinion is not qualified in respect of this matter.

### **Report on Other Legal and Regulatory Requirements**

In accordance with the Companies Act 1994, we also report the following:

- we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit and made due verification thereof;
- in our opinion, proper books of account as required by law have been kept by the Company so far as it appeared from our examination of those books: and
- the statement of financial position and statement of profit or loss and other comprehensive income dealt with by the report are in agreement with the books of account.

Dhaka, 23 October 2018

Rahman Rahman Hug **Chartered Accountants** 



### **ACI** Logistics Limited **Statement of Financial Position**

	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	821,727,922	799,561,762
Intangible assets	51,149,898	13,528,159
Capital work-in-progress	73,689,000	126,698,186
Investments in FDR	133,550,126	126,676,307
Advances, deposits and prepayments	267,008,853	268,770,945
Non-current assets	1,347,125,799	1,335,235,359
La combanta a	1 207 210 750	1 450 000 070
Inventories	1,297,218,750	1,458,999,869
Trade and other receivables	98,865,780	97,655,790
Advances, deposits and prepayments	84,497,860	186,883,723
Cash and cash equivalents	124,266,142	251,348,660
Current assets	1,604,848,532	1,994,888,042
Total assets	2,951,974,331	3,330,123,401
Equity		
Share capital	360,000,000	360,000,000
Accumulated loss	(8,910,275,311)	(7,558,869,587)
Total equity	(8,550,275,311)	(7,198,869,587)
I tale that a		
Liabilities	4 052 742 227	2 025 007 512
Long term loan	4,053,742,337	2,035,086,512
Employee benefits	61,240,148	11,066,067
Non-current liabilities	4,114,982,485	2,046,152,579
Bank overdraft	958,032,607	716,046,620
Long term loan (Current Portion)	1,342,171,037	835,655,340
Short term loan	45,512,280	5,108,881,942
Trade payables	1,133,801,584	1,239,002,325
Other payables	110,594,649	124,862,168
Inter-company liabilities	3,680,581,010	378,137,381
Current tax liability	116,573,990	80,254,632
Current liabilities	7,387,267,157	8,482,840,408
Total liabilities	11,502,249,642	10,528,992,987
Total equity and liabilities	2,951,974,331	3,330,123,401

Managing Director

Director

Company Secretary

As per our report of same date.

Rahman Rahman Huq Chartered Accountants

Dhaka, 23 October 2018



### **ACI Logistics Limited**

### Statement of Profit or Loss and other Comprehensive Income

	For the	year ended
In Taka	30 June 2018	30 June 2017
Revenue	9,099,340,677	8,916,837,667
Cost of sales	(7,536,942,596)	(7,735,421,189)
Gross profit	1,562,398,081	1,181,416,478
Other income	30,898,579	36,112,778
Administrative expenses	(693,664,581)	(666,257,712)
Marketing, selling and distribution expenses	(1,273,449,878)	(1,132,077,050)
Operating loss	(373,817,799)	(580,805,506)
Finance income	8,181,951	7,307,589
Finance costs	(929,439,349)	(723,685,383)
Finance costs, net	(921,257,398)	(716,377,794)
Loss before tax	(1,295,075,197)	(1,297,183,300)
Income tax expenses	(56,330,527)	(53,717,703)
Loss after tax	(1,351,405,724)	(1,350,901,003)
Other comprehensive income	-	-
Total comprehensive loss	(1,351,405,724)	(1,350,901,003)

Managing Director

Director

**Company Secretary** 

As per our report of same date.

Rahman Rahman Huq Chartered Accountants



### **ACI** Logistics Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

	Share	Accumulated	Total
In Taka	capital	loss	equity
			_
Balance at 1 July 2017	360,000,000	(7,558,869,587)	(7,198,869,587)
Loss after tax	-	(1,351,405,724)	(1,351,405,724)
Other comprehensive income	-	-	<u>-</u>
Total comprehensive loss	-	(1,351,405,724)	(1,351,405,724)
Balance at 30 June 2018	360,000,000	(8,910,275,311)	(8,550,275,311)

### For the year ended 30 June 2017

	. c j ca. cca cc cac =			
	Share	Accumulated	Total	
In Taka	capital	loss	equity	
Balance at 1 July 2016	360,000,000	(6,207,968,584)	(5,847,968,584)	
Loss after tax	-	(1,350,901,003)	(1,350,901,003)	
Other comprehensive income	-	-	-	
Total comprehensive loss	-	(1,350,901,003)	(1,350,901,003)	
Balance at 30 June 2017	360,000,000	(7,558,869,587)	(7,198,869,587)	



# ACI Logistics Limited Statement of Cash Flows

	For the y	For the year ended			
In Taka	30 June 2018	30 June 2017			
Cash flows from operating activities					
Cash receipts from customers	9,086,469,653	8,912,982,857			
Cash receipts from other income	39,928,185	36,207,598			
Cash paid for:	67,720,100	00/201/070			
- Purchase of inventory	(7,480,362,218)	(7,258,058,821)			
- Operating expenses	(1,694,551,374)	(1,557,993,500)			
- Advances, deposits and prepayments	97,585,064	74,833,693			
Cash generated in operating activities	49,069,310	207,971,827			
Finance cost paid	(928,858,649)	(723,685,383)			
Income tax paid	(12,720,849)	(46,470,458)			
Net cash used in operating activities	(892,510,188)	(562,184,014)			
Cash flows from investing activities					
Acquisition of property, plant and equipment including CWIP	(249,028,943)	(455,176,875)			
Investments in fixed deposits	-	933,399			
Proceed received from PPE	8,225,136	-			
Net cash used in investing activities	(240,803,806)	(454,243,476)			
Cash flows from financing activities					
Intercompany payables	3,302,443,629	96,393,243			
Payment for finance lease	-	(1,320,817)			
Net inflow for short term loans received/(paid)	(5,063,369,662)	284,305,735			
Long term bank loan received/(paid)	2,525,171,522	724,506,328			
Net cash from financing activities	764,245,489	1,103,884,489			
Net increase/(decrease) in cash and cash equivalents	(369,068,505)	87,456,999			
Cash and cash equivalents at 1 July	(464,697,960)	(552,154,959)			
Cash and cash equivalents at 30 June	(833,766,465)	(464,697,960)			
Closing cash and cash equivalents represent					
Cash and cash equivalents	124,266,142	251,348,660			
Bank overdraft	(958,032,607)	(716,046,620)			
	(833,766,465)	(464,697,960)			



# **ACI** Pure Flour Limited **Directors' Report**

ACI Pure Flour Limited (The Company), was incorporated in 2006 as a private company limited by shares. Being the parent company, Advanced Chemical Industries Limited has 95% shareholding in the Company. The Company commenced its operations in 2008 and since then this company has become one of the largest flour producing companies in Bangladesh. ACI Pure Flour is one of the most successful businesses in ACI fraternity. It has been successfully maintaining a steady growth since its inception and continues to uphold this trend significantly.

The Company produces a range of innovative products like Multigrain Atta, Brown Atta, Parata Maida and Suji Mix alongside the regular all-purpose flour. ACI Pure Brown Atta is the market leader in healthy Atta category. ACI Nutrilife Multigrain Atta is a special product of the Company that provide many health benefits. Accordingly, the brand has been promoted to doctors and health practitioners. Flour products are becoming more popular as people are diversifying their diet. Considering this in mind, ACI Pure Flour is diligent in coming up with improved and innovative product lines to satisfy and delight the customers' ever changing demand. The high production capacity of the factories, expertise in procurement, strong distribution channel, dedicated sales team, innovation in product lines, creative and awe-inspiring market activities are the core competencies of the business ensure competitive advantage in the flour industry. However, as a part of backward linkage and considering the demand of ACI customers, the Company has set up a modern state of the art Daal mill this year with a capacity of 4 mt per hour. With these and many more ACI Pure Flour Limited strives to ensure a sustainable business growth.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	Taka
Revenue	3,852,755,880
Gross Profit/(Loss)	431,022,983
Operating Profit/(Loss)	135,535,574
Profit/(Loss) before tax	144,074,531
Profit/(Loss) after tax	77,956,370

On behalf of the Board

**Syed Alamgir** 

Managing Director

Dr. Arif Dowla

### এম.জে. আবেদীন এন্ড কোং চার্টার্ড একাউন্টেন্টস্ M.J. ABEDIN & CO CHARTERED ACCOUNTANTS

Telephone Off : +880-2-9675340, 9666508 : +880-2-58616524 E-mail : audit@mjabedin.com Web Site : www.mjabedin.com

National Plaza (3rd Floor) 109, Bir Uttam C.R. Datta Road, Dhaka-1205, Bangladesh

### Independent Auditors' Report to the Shareholders of

### ACI Pure Flour Limited

We have audited the accompanying financial statements of ACI Pure Flour Limited which comprises the statement of financial position as at 30 June 2018 and statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended and a summary of significant accounting policies and explanatory notes thereto.

#### Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs), the Companies Act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of these financial statements that are free from material misstatement, whether due to fraud and error.

#### Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements prepared in accordance with Bangladesh Financial Reporting Standards (BFRSs), give a true and fair view of the state of the financial position of the Company as at 30 June 2018 and of the financial performance and its cash flows for the year then ended and comply with the Companies Act 1994 and other applicable laws and regulations.

#### We also report that:

- we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit and made due verification thereof;
- in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books and
- Company's statement of financial position and statement of profit or loss and other comprehensive income together with the annexed notes 1 to 26 dealt with by the report are in agreement with the books of account.

M. J. Abedin & CO **Chartered Accountants** 





### **ACI Pure Flour Limited**

### **Statement of Financial Position**

as at 30 June 2018

	30 June	30 June
In Taka	2018	2017
Assets		
Property, plant and equipment	559,936,038	473,720,042
Capital work-in-progress- Lentil Unit	-	14,739,502
Non-current assets	559,936,038	488,459,544
Inventories	297,052,327	139,313,413
Trade receivables	183,491,977	172,282,290
Other receivables	1,870,959	4,173,281
Inter-company receivables	473,913,618	354,118,780
Advances, deposits and prepayments	259,198,655	215,214,625
Cash and bank balances	43,145,304	36,195,706
Current assets	1,258,672,840	921,298,094
Total assets	1,818,608,878	1,409,757,638
Equity		
Share capital	40,000,000	40,000,000
Revaluation Reserve	218,270,676	218,270,676
Retained earnings	667,906,280	589,949,910
Total equity	926,176,956	848,220,586
Liabilities		
Employment benefits	17,391,169	9,273,243
Deferred tax liabilities	60,060,085	57,014,796
Non-current liabilities	77,451,254	66,288,039
Bank overdraft	36,178,264	71,177,891
Short term loan	204,532,127	_
Trade payables	89,793,763	86,100,124
Other payables	201,607,011	118,168,202
Inter-company payables	_	6,165
Current tax liability	282,869,503	219,796,631
Current liabilities	814,980,669	495,249,013
Total liabilities	892,431,922	561,537,052
Total equity and liabilities	1,818,608,878	1,409,757,638

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO **Chartered Accountants** 



### **ACI** Pure Flour Limited

### Statement of Profit or Loss and Other Comprehensive Income

For the year ended 30 June 2018

In Taka	For 01 July 2017 to 30 June 2018	For 01 July 2016 to 30 June 2017
Revenue	3,852,755,880	3,702,521,917
Cost of sales	(3,421,732,898)	(3,248,525,770)
Gross profit	431,022,983	453,996,147
Administrative, selling and distribution expenses	(297,389,209)	(245,201,897)
Other income/(loss)	1,901,801	(2,850,895)
Operating profit	135,535,574	205,943,355
Finance income/(expenses)	16,121,827	18,042,871
Profit before contribution to WPPF	151,657,401	223,986,226
Contribution to WPPF	(7,582,870)	(11,199,311)
Profit before tax	144,074,531	212,786,915
Income tax expenses:		
Current tax	(63,072,872)	(86,294,062)
Deferred tax (expenses)/income	(3,045,289)	7,974,061
	(66,118,161)	(78,320,001)
Profit after tax	77,956,370	134,466,914

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO

**Chartered Accountants** 



# ACI Pure Flour Limited Statement of Changes in Equity

For the year ended 30 June 2018

#### For the year ended 30 June 2018

	Share capital Taka	Retained Earnings Taka	Revaluation Surplus Taka	Total Taka
Balance as at 01 July 2017	40,000,000	589,949,910	218,270,676	848,220,586
Net profit after tax for the year	-	77,956,370	-	77,956,370
Balance at 30 June 2018	40,000,000	667,906,280	218,270,676	926,176,956

#### For the year ended 30 June 2017

	Share capital Taka	Retained Earnings Taka	Revaluation Surplus Taka	Total Taka
Balance as at 01 July 2016	40,000,000	455,482,996	218,270,676	713,753,672
Profit after tax for the year	-	134,466,914	-	134,466,914
Balance at 30 June 2017	40,000,000	589,949,910	218,270,676	848,220,586

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO Chartered Accountants



### **ACI Pure Flour Limited**

### **Statement of Cash Flows**

For the year ended 30 June 2018

		For 01 July 2017 to	For 01 July 2016 to
In	Taka	30 June 2018	30 June 2017
Α	Cash flows from operating activities		
	Cash received from customers	3,841,546,193	3,679,426,525
	Cash received from other income	1,940,313	645,321
		3,843,486,506	3,680,071,846
	Cash received/(paid) from/(for):		
	Purchase of inventories and for production	(3,550,660,518)	(3,251,775,534)
	Operating expenses	(200,023,927)	(228,820,508)
	Other receivables	2,302,322	(2,451,019)
	Workers profit participation fund	(11,199,311)	(6,607,303)
	Advance, deposits and prepayments	(741,218)	38,088,744
		(3,760,322,653)	(3,451,565,619)
	Cash generated from operations	83,163,854	228,506,227
	Finance income	16,121,827	18,042,871
	Income tax paid	(43,242,812)	(100,851,248)
		(27,120,985)	(82,808,377)
	Net cash from operating activities	56,042,869	145,697,850
3	Cash flows from investing activities		
	Acquisition of property, plant and equipment	(98,824,767)	(1,062,494)
	Payment for capital work in progress	(70,024,707)	(14,739,502)
	Sale proceeds from property, plant and equipment	_	564,109
	Net cash used in investing activities	(98,824,767)	(15,237,887)
	Net cash used in investing activities	(70,024,707)	(13,237,007)
)	Cash flows from financing activities		
	Short term bank loan received/(paid)	204,532,127	-
	Intercompany debts(paid)/received	(119,801,003)	(140,711,928)
	Net cash flows provided by financing activities	84,731,124	(140,711,928)
)	Net cash flow from all activities (A+B+C)	41,949,226	(10,251,965)
	Cash and bank balances at the beginning of the year	(34,982,185)	(24,730,220)
	Cash and bank balances at reporting date	6,967,041	(34,982,185)
	Closing Balance represents :		
	Cash in hand and at bank	43,145,304	36,195,706
	Bank overdraft	(36,178,264)	(71,177,891)
	Built Over draft	6,967,040	(34,982,185)
		0,707,040	(34,702,103)

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO **Chartered Accountants** 



# **ACI** Foods Limited **Directors' Report**

ACI Foods Limited (The Company) was incorporated in 2006 with the Registrar of Joint Stock Companies of Bangladesh as a subsidiary of Advanced Chemical Industries (ACI) Limited. ACI holds 99.30% shares in the Company. The Company is engaged in manufacturing, marketing, and distribution of various branded food products including rice, spices and condiments.

ACI Foods has successfully been able to establish a strong presence in the market through its innovative product exhibits under the umbrella brands 'Pure', 'Fun' and 'Xtra Fun'. The Mixed Spices range was enriched with recipe based packs for making the cooking simpler. Fun brand was re-branded with the introduction of new Logo in packaging of Crackers, Chanachur and Fried Peas. New range of cakes were launched under the new brand Xtra Fun produced in the state-of-the-art automated cake plant at Sirajgonj. Extruder snacks was introduced in different tastes, shapes and packaging. The new and revamped products have already garnered a positive reception in the local market. The export market, however, continues to grow significantly by exporting food products under homegrown brands of the Company. ACI Pure Rice and ACI Nutrilife Rice have been pioneering to set benchmark of quality and healthy rice for Bangladeshi consumers since the Company's entry to rice industry in 2016. ACI Pure Premium Chinigura Rice from the latest expansion of Aromatic Rice plant has won the consumers and traders trust following the paved path of ACI Pure Minicate Rice. With quality production, superior packaging, distribution excellence, right pricing, the Company is successfully catering market with a large basket comprising of Minicate, Paizam, Zirashail, Nazirshail, Low GI, BR-28, BR-29, Chinigura, Kataribhog, and many more varieties of rice.

ACI Foods Limited is thus on its way to create a meaningful impact to improve the quality of life of the people.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	3,739,583,124
Gross Profit/(Loss)	443,432,976
Operating Profit/(Loss)	(12,559,011)
Profit/(Loss) before tax	(278,704,525)
Profit/(Loss) after tax	(286,710,509)

On behalf of the Board

**Syed Alamgir** 

Managing Director

Dr. Arif Dowla

Director

### এম.জে. আবেদীন এন্ড কোং চার্টার্ড একাউন্টেন্টস M.J. ABEDIN & CO CHARTERED ACCOUNTANTS

Telephone Off : +880-2-9675340, 9666508 : +880-2-58616524 E-mail : audit@mjabedin.com Web Site : www.mjabedin.com

National Plaza (3rd Floor) 109, Bir Uttam C.R. Datta Road, Dhaka-1205, Bangladesh

### Independent Auditors' Report to the Shareholders of

### **ACI Foods Limited**

We have audited the accompanying financial statements of ACI Foods Limited which comprises the statement of financial position as at 30 June 2018 and statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended and a summary of significant accounting policies and explanatory notes

#### Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs), the Companies Act 1994, Security and Exchange Rules 1987 and other applicable laws and regulations for such internal control as management determines is necessary to enable the preparation of these financial statements that are free from material misstatement, whether due to fraud and error.

#### Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements prepared in accordance with Bangladesh Financial Reporting Standards (BFRSs), give a true and fair view of the state of the financial position of the Company as at 30 June 2018 and of the financial performance and its cash flows for the year then ended and comply with the Companies Act 1994, Security and Exchange Rules 1987 and other applicable laws and regulations.

#### **Emphasis of matter**

Without qualifying our opinion, we draw attention to note- 1.4.10 to the financial statements which describe the uncertainty related to the company's ability to continue as a going concern.

#### We also report that:

- we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit and made due verification thereof;
- In our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books and
- Company's statement of financial position and statement of profit or loss and comprehensive income together with the annexed notes 1 to 30 dealt with by the report are in agreement with the books of account.

Dhaka, 22 October 2018

M. J. Abedin & CO **Chartered Accountants** 





### **ACI Foods Limited**

### **Statement of Financial Position**

as at 30 June 2018

	30 June	30 June	
In Taka	2018	2017	
TIT TURA	2010	2017	
Assets			
Property, plant and equipment:	658,381,818	661,380,545	
Capital work-in-progress	195,488,399	22,080,407	
Deferred tax asset	77,026,437	61,813,329	
Non-current assets	930,896,653	745,274,281	
Inventories	529,416,380	528,686,014	
Trade receivables	457,092,829	379,332,588	
Other receivables	55,436,156	28,407,109	
Advances, deposits and prepayments	59,346,298	50,732,551	
Inter-company receivable	1,541,723	439,166	
Advance income tax	12,687,590	10,173,500	
Cash and cash equivalents	96,486,792	104,665,419	
Current assets	1,212,007,768	1,102,436,347	
Total assets	2,142,904,421	1,847,710,628	
Equity			
Share capital	287,000,000	40,000,000	
Revaluation surplus	27,318,125	27,318,125	
Retained earnings	(1,714,140,554)	(1,427,430,045)	
Total equity	(1,399,822,430)	(1,360,111,920)	
Liabilities			
Long term bank loan	113,418,316	80,164,566	
Non-current liabilities	113,418,316	80,164,566	
Non-current habilities	113,410,310	00,104,300	
Bank overdraft	177,616,045	106,636,323	
Short term bank loan	172,147,832	165,818,793	
Long term bank loan -current portion	44,020,251	21,507,245	
Trade payables	161,563,231	99,956,985	
Other payables	122,123,462	63,297,957	
Inter-company liabilities	2,695,991,814	2,637,813,870	
Current tax liability	55,845,900	32,626,808	
Current liabilities	3,429,308,535	3,127,657,982	
Total liabilities	3,542,726,851	3,207,822,548	
Total equity and liabilities	2,142,904,421	1,847,710,628	

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO **Chartered Accountants** 



## **ACI Foods Limited Statement of Comprehensive Income**

For the year ended 30 June 2018

In Taka	30 June 2018	30 June 2017
Revenue	3,739,583,124	3,543,142,302
Cost of sales	(3,296,150,148)	(3,086,422,733)
Gross profit	443,432,976	456,719,569
Administration, selling and distribution expenses	(492,060,754)	(392,148,527)
Other income	36,068,767	19,963,159
Operating profit	(12,559,011)	84,534,201
Finance cost	(266,145,514)	(191,800,259)
Profit/(loss) before tax	(278,704,525)	(107,266,058)
Income tax expenses		
Current tax expenses	(23,219,092)	(21,852,502)
Deferred tax income	15,213,107	11,700,565
	(8,005,984)	(10,151,937)
Net Loss after tax	(286,710,509)	(117,417,995)

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO

**Chartered Accountants** 



### **ACI Foods Limited Statement of Changes in Equity**

For the year ended 30 June 2018

### For the year ended 30 June 2017

In Taka	Share Capital	Revaluation reserve	Retained earnings	Total equity
Balance on 01 July 2016	40,000,000	27,318,125	(1,310,012,050)	(1,242,693,925)
Loss after tax	-	-	(117,417,995)	(117,417,995)
Balance at 30 June 2017	40,000,000	27,318,125	(1,427,430,045)	(1,360,111,920)

#### For the year ended 30 June 2018

In Taka	Share Capital	Revaluation reserve	Retained earnings	Total equity
Balance on 01 July 2017	40,000,000	27,318,125	(1,427,430,045)	(1,360,111,920)
Issue of right shares	247,000,000	-	-	247,000,000
Loss after tax	-	-	(286,710,509)	(286,710,509)
Balance at 30 June 2018	287,000,000	27,318,125	(1,714,140,554)	(1,399,822,430)

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO **Chartered Accountants** 



### **ACI Foods Limited**

### **Statement of Cash Flows**

For the year ended 30 June 2018

	For the year ended		
In Taka	30 June 2018	30 June 2017	
Cash flows from operating activities			
Cash received from customers	3,669,638,038	3,338,288,678	
Cash receipts from other income	4,704,423	19,963,159	
ousi receipts from other income	3,674,342,461	3,358,251,837	
Cash received/(paid) from/(for):	0,0,1,012,101	0,000,201,007	
Purchase of inventory	(3,189,537,461)	(3,303,200,264)	
Other receivables	(3,479,860)	(30,447)	
Operating expenses	(430,232,986)	(395,613,349)	
Advances, deposits and prepayments	1,949,305	(6,523,601)	
	(3,621,301,002)	(3,705,367,661)	
Cash generated from operations	53,041,459	(347,115,824)	
Financing aget	()(( 145 514)	(101 000 250)	
Financing cost	(266,145,514)	(191,800,259)	
Income tax	(2,514,089) (268,659,603)	(7,608,650)	
Net cash from/(used in) operating activities	(215,618,144)	(546,524,733)	
Net cash from/ (used iii) operating activities	(213,010,144)	(340,324,733)	
Cash flows from investing activities			
Acquisition of property, plant and equipment	(18,773,324)	(46,444,718)	
Payment for capital work-in-progress	(200,375,010)	(109,551,272)	
Advance payment for capital expenditure	(10,564,052)	(4,167,466)	
Net cash from/(used in) investing activities	(229,712,386)	(160,163,456)	
Cash flows from financing activities			
Inter-company debts (paid)/received	57,075,386	1,328,780,455	
Issue of right shares	247,000,000	1,020,700,400	
Short term loan (paid)/received	28,842,045	(603,829,664)	
Long term loan (paid)/received	33,253,750	80,164,565	
Net cash from/(used in) financing activities	366,171,181	805,115,356	
Net cash increase/(decrease) in cash and cash equivalents	(79,159,349)	98,427,167	
Opening Cash and cash equivalent	(1,970,904)	(100,398,071)	
Cash and cash equivalent at reporting date	(81,130,253)	(1,970,904)	
Closing balance represents			
Cash and cash equivalent	96,486,792	104,665,419	
Bank overdraft	(177,616,045)	(106,636,323)	
	(81,129,253)	(1,970,904)	

Managing Director

Director

Company Secretary

As per our separate report of even date annexed.

M. J. Abedin & CO **Chartered Accountants** 



# **ACI Salt Limited Directors' Report**

ACI Salt Limited was incorporated in 2004 with the Registrar of Joint Stock Companies, Dhaka, under the Companies Act 1994 as a private company limited by shares. Being the parent company, Advanced Chemical Industries Limited holds 77.67% shares of the Company. For many years the Company provides people with high quality, premium grade salt enriched with iodine under the brand 'ACI Pure Salt'.

ACI Salt is processed through the true Cutting Edge Technology of Switzerland, the most modern vacuum evaporation system which ensures 100% pure, crystal white, properly iodized and free flowing edible salt. With the distinct competitive advantage, ACI Pure Salt has been maintaining the leading position in the Vacuum Evaporated (VE) salt industry since its launching and become a reliable brand in the household of Bangladesh. Resultantly, ACI Salt has been awarded "Best Iodized Salt Mills Award -2017" first prize in Vacuum Salt category based on the brand awareness, brand Image, iodization process, iodine retention, production process and work environment. ACI Pure Salt has also been on a winning streak of 'Best Brand Award' for the seventh time as a stretched in the 'Salt' category. The Company is the first certified OHAS 18001:2007 (Occupational Health and Safety Management System Certification) in the industry. ACI Salt continues to grow at a double digit rate in the market due to its commitment to quality and pledge to improve the lives of its consumers. Over the years, ACI Salt has become intertwined with the lives of several thousands of households, thus acquiring an enduring place in peoples' hearts. Despite crude salt crisis, the Company was able to grow significantly during FY 2017-2018 over last year.

The operating results of the Company for year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	2,281,053,788
Gross Profit/(Loss)	413,091,283
Operating Profit/(Loss)	209,342,499
Profit/(Loss) before tax	199,933,533
Profit/(Loss) after tax	128,008,387

On behalf of the Board

**Syed Alamgir** 

Managing Director

Dhaka, 22 October, 2018

Dr. Arif Dowla

Director

# **Hoda Vasi Chowdhury & Co**

### **Chartered Accountants**

# Auditors' Report to the Shareholders of

### **ACI Salt Limited**

#### Report on the Financial Statements

We have audited the accompanying financial statements of ACI Salt Limited (here-in-after referred to as "the Company") which comprise the statement of financial position as at 30 June 2018, the statement of profit or loss and other comprehensive income, statement of changes in equity, statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs), and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of ACI Salt Limited as at 30 June 2018, and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Accounting Standards (BASs) and Bangladesh Financial Reporting Standards (BFRSs).

#### We also report that:

- we have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books; and
- the company's statement of financial position and statement of profit or loss and other comprehensive income along with the annexed notes 1 to 32 dealt with by the report are in agreement with the books of account.

Dhaka, 22 October 2018

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 

National Office: BTMC Bhaban (6<sup>th</sup> & 7<sup>th</sup> Floor), 7-9 Karwan Bazar Commercial Area, Dhaka-1215, Bangladesh Chattogram Office: Delwar Bhaban (4th Floor), 104 Agrabad Commercial Area, Chattogram-4100, Bangladesh



# **ACI Salt Limited Statement of Financial Position**

	30 June 2018	30 June 2017
	Taka	Taka
Assets		
Non-current assets		
Property, plant and equipment- net off	853,080,969	904,316,070
Long term investment	12,620,001	12,034,358
	865,700,970	916,350,428
Current assets		
Inventories	269,232,562	391,878,521
Trade receivables	43,136,015	39,818,965
Advances, deposits and prepayments	12,502,158	14,149,474
Inter-company receivables	260,103,847	-
Advance income tax	51,122,893	124,718,166
Cash and cash equivalents	35,792,203	56,576,139
	671,889,678	627,141,265
Total assets	1,537,590,648	1,543,491,693
<b>Equity and Liabilities</b>		
Shareholders' equity		
Share capital	300,000,000	300,000,000
Revaluation surplus	142,447,883	142,447,883
Retained earnings	514,189,428	386,181,042
	956,637,311	828,628,925
Non-current liabilities		
Employee benefit	21,526,608	8,932,266
Deferred tax liability	155,036,539	158,505,209
	176,563,147	167,437,475
Current liabilities		
Bank overdrafts	69,224,336	41,782,246
Short-term loan	103,287,355	19,899,918
Trade payables	35,550,332	30,056,957
Other payables	97,104,938	118,356,371
Inter-company payables	-	196,156,479
Current tax liability	99,223,229	141,173,322
Total current liabilities	404,390,190	547,425,292
Total liabilities	580,953,337_	714,862,767
Total equity and liabilities	1,537,590,648_	1,543,491,693

Managing Director

Director

Company Secretary

Auditors' report to the shareholders See annexed report of date

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 



### **ACI Salt Limited**

# Statement of Profit or Loss and other Comprehensive Income

	For the ye	For the year ended on		
	30 June 2018	30 June 2017		
	<u>Taka</u>	Taka		
Revenue	2,281,053,788	2,361,804,179		
Cost of sales	(1,867,962,505)	(1,854,128,808)		
Gross profit	413,091,283	507,675,371		
Administrative, selling and distribution expenses	(208,857,280)	(213,425,705)		
Other income/(loss)	5,108,496	(4,193,233)		
Operating profit	209,342,499	290,056,433		
Financing income/(cost)	1,113,852	(7,159,058)		
Profit before contribution to WPPF	210,456,351	282,897,375		
Contribution to WPPF	(10,522,818)	(14,144,869)		
Profit before tax	199,933,532	268,752,506		
Income tax expenses				
Current tax	(75,393,816)	(90,898,215)		
Deferred tax income/(expense)	3,468,670	(7,284,463)		
	(71,925,146)	(98,182,678)		
Profit after tax	128,008,386	170,569,828		
	=======================================			

Managing Director

Director

Company Secretary

Auditors' report to the shareholders See annexed report of date

Hoda Vasi Chowdhury & Co. **Chartered Accountants** 



# **ACI Salt Limited Statement of Changes in Equity**

### For the year ended 30 June 2017

Particulars	Share capital	Revaluation reserve	Retained earnings	Total equity
	Taka	Taka	Taka	Taka
Balance as at 1 July 2016	300,000,000	142,447,883	215,611,213	658,059,096
Profit after tax	-	-	170,569,829	170,569,829
Balance as at 30 June 2017	300,000,000	142,447,883	386,181,042	828,628,925

### For the year ended 30 June 2018

Particulars	Share capital	Revaluation reserve	Retained earnings	Total equity
	Taka	Taka	Taka	Taka
Balance as at 01 July 2017	300,000,000	142,447,883	386,181,042	828,628,925
Profit after tax	-	-	128,008,386	128,008,386
Balance as at 30 June 2018	300,000,000	142,447,883	514,189,428	956,637,311



# ACI Salt Limited **Statement of Cash Flows**

		For the ye	For the year ended on		
		30 June 2018	30 June 2017		
		<u>Taka</u>	Taka		
Α	Cash flows from operating activities				
	Cash received from customers	2,277,736,738	2,341,359,856		
	Cash received from other income	5,108,496	2,510,745		
		2,282,845,234	2,343,870,601		
	Cash (paid)/received (for)/from:				
	Purchase of inventories	(1,687,864,672)	(1,999,295,908)		
	Operating expenses	(213,892,320)	(195,252,664)		
	Workers' profit participation fund	(14,144,869)	(5,981,711)		
	Advances, deposits and prepayments	1,647,315	(291,970)		
		(1,914,254,546)	(2,200,822,255)		
	Cash generated from operating activities	368,590,688	143,048,346		
	Financing income/(cost)	1,113,852	(7,159,058)		
	Income tax	(43,748,635)	(117,414,185)		
		(42,634,785)	(124,573,243)		
	Net cash from operating activities	325,955,903	18,475,103		
В	Cash flows from investing activities				
	Purchase of property, plant and equipment	(723,398)	(13,933,738)		
	Long term investment	(585,643)	(465,664)		
	Receipt from sale of fixed assets	-	1,200,000		
	Net cash (used) in investing activities	(1,309,041)	(13,199,402)		
С	Cash flows from financing activities				
	Received/(paid) of short term loan	83,387,437	12,264,857		
	Received/(paid) of long term loan	-	(35,999,436)		
	Inter-company debt (Paid)/received	(456,260,326)	30,196,128		
	Net cash (used) in financing activities	(372,872,888)	6,461,550		
D	Net cash flows (A+B+C)	(48,226,026)	11,737,251		
E	Openning cash and cash equivalents	14,793,893	3,056,642		
F	Closing cash and cash equivalents (D+E)	(33,432,132)	14,793,893		
	Closing balance represents:				
	Cash and cash equivalents	35,792,203	56,576,139		
	Bank overdrafts	(69,224,335)	(41,782,246)		
		(33,432,132)	14,793,893		



# **ACI Motors Limited Directors' Report**

ACI Motors Limited (The Company) is a private company limited by shares incorporated in 2007 with the Registrar of Joint Stock Companies, Dhaka, as a subsidiary of Advanced Chemical Industries (ACI) Limited. ACI holds 67.50% share in the Company. The business of the Company has been segmented into three major divisions: Farm Mechanization, Infrastructure Development Services (IDS) & Motorcycle.

The Company provides complete Farm Mechanization Solution to farmers by offering a wide range of agriculture machineries like, Tractor, Power tiller, Reaper, Mini Combine Harvester, Rice Transplanter etc. covering the full cycle from land preparation and cultivation to crop preservation. ACI Motors' Tractor brand SONALIKA has been able to maintain the market leadership. ACI's Mini Combined Harvester turned as a best selling product in the Agri-machineries portfolio. The business has added a brand new segment of construction equipment in its existing portfolio keeping in mind the ongoing constructions in the country. Similarly, Yamaha Motorcycles, on its second year of operation with ACI Motors, has continued with good business growth. ACI Motors has established the number one and biggest Motorcycle Service Center in Dhaka with the most modern and computerized equipment for servicing. Throughout the year the Company has undertaken various customer engagement program to create awareness brand visibility. These programs include safe riding awareness campaign, Guinness World Record for Logo Creation through Motorcycle and Bike Carnival. A high quality service has ceaselessly been provided to the customers to create higher satisfaction and loyalty through customer centric approach in all of the business segments. ACI Motors has entered into a technical collaboration agreement with YAMAHA for commissioning of Complete Knocked Down (CKD) and Manufacturing Plants by the end of 2019 which will ensure further growth and success to the Company. With these many more, the Company is marching ahead for further growth and sustainability.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	9,398,264,526
Gross Profit/(Loss)	2,239,228,931
Operating Profit/(Loss)	1,223,554,156
Profit/(Loss) before tax	875,637,062
Profit/(Loss) after tax	544,092,980

On behalf of the Board

Dr. A.K.M Fareyzul Haque Ansarey

Managing Director

Dr. Arif Dowla Director

# আশরাফ্ উল হক নবী এন্ড কোঃ ASHRAFUL HAQUE NABI & CO. **Chartered Accountants**

6, Motijheel Com. Area. **Bhuiyan Mansion** (2nd floor), Dhaka-1000 Tel: 9559682, 9569620

E-mail: ashrafulnabi@yahoo.com

### Independent Auditors' Report to the Shareholders of

### **ACI Motors Limited**

We have audited the accompanying financial statements of ACI Motors Limited ("the Company") which comprises the statement of financial position as at 30 June 2018, the statement of Profit or Loss, statement of changes in equity and statement of cash flows for the year ended 30 June 2018 and a summary of significant accounting policies and other relevant explanatory notes.

#### Management's responsibility for the financial statements:

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs) and Bangladesh Accounting Standards (BASs), the Companies act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion:

In our opinion, the financial statements give a true and fair view of the financial position of ACI Motors Limited as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRSs).

#### We also report that:

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books;
- c) the statement of financial position and statement of comprehensive income along with the annexed notes 1 to 27 dealt with by the report are in agreement with the books of account.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

Als Jesquelle



# **ACI Motors Limited Statement of Financial Position**

	30 June	30 June
In Taka	2018	2017
Assets		
Property, plant and equipment	210,464,006	162,183,763
Capital work in progress	65,496,792	48,300,730
Deferred tax assets	16,678,387	9,543,196
Non-current assets	292,639,185	220,027,689
Inventories	1,823,245,204	1,245,521,973
Trade receivables	3,105,056,428	2,327,592,726
Other receivables	75,710,589	127,238,597
Inter-company receivables	1,039,964,362	1,003,530,471
Advances, deposits and prepayments	308,921,364	208,505,577
Advance income tax	237,224,875	293,293,425
Cash and cash equivalents	462,595,904	174,057,377
Current assets	7,052,718,726	5,379,740,146
Total assets	7,345,357,912	5,599,767,834
Equity		
Share capital	1,000,000	1,000,000
Retained earnings	1,504,573,509	960,480,530
Total equity	1,505,573,509	961,480,530
rotal oquity	1,000,010,000	701/100/000
Liabilities		
Long term loans	584,838,737	257,839,915
Employee benefit	30,499,896	11,777,627
Non-current liabilities	615,338,633	269,617,542
Bank overdraft	240,892,290	76,009,976
Loans & borrowings	3,985,903,110	3,213,000,661
Trade payables	24,267,278	97,393,657
Other payables	583,700,056	595,254,540
Current tax liability	389,683,035	387,010,928
Current liabilities	5,224,445,770	4,368,669,762
Total liabilities	5,839,784,402	4,638,287,305
Total equity and liabilities	7,345,357,912	5,599,767,834

Managing Director

Director

Company Secretary

As per our report of same date.

Als Jergen 66

Ashraful Haque Nabi & Co. **Chartered Accountants** 



### **ACI Motors Limited Statement of Profit or Loss**

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
TH TURU	30 3416 2010	30 Julie 2017
Revenue	9,398,264,526	6,458,083,342
Cost of sales	(7,159,035,595)	(4,901,936,118)
Gross profit	2,239,228,931	1,556,147,224
Administrative, selling and distribution expenses	(1,030,815,457)	(733,495,648)
Other income	15,140,682	-
Operating profit	1,223,554,156	822,651,577
Financing costs	(301,830,934)	(154,994,902)
Profit before contribution to WPPF	921,723,223	667,656,675
Contribution to WPPF	(46,086,161)	(33,382,834)
Profit before tax	875,637,062	634,273,841
Income tax expenses :		
Current tax	(338,679,274)	(240,589,422)
Deferred tax income /(expense)	7,135,192	(188,049)
	(331,544,082)	(240,777,471)
Profit after tax	544,092,980	393,496,370

Managing Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 



# **ACI Motors Limited Statement of Changes in Equity**

### For the year ended 30 June 2018

In Taka	Share capital	Retained earnings	Total Equity
Balance as at 01 July 2017	1,000,000	960,480,530	961,480,530
Profit/ (Loss) after tax	-	544,092,980	544,092,980
Balance as at 30 June 2018	1,000,000	1,504,573,509	1,505,573,509

#### For the year ended 30 June 2017

In Taka	Share capital	Retained earnings	Total Equity
Balance as at 01 July 2016	1,000,000	566,984,159	567,984,159
Profit/ (Loss) after tax	-	393,496,370	393,496,370
Balance as at 30 June 2017	1,000,000	960,480,530	961,480,530



# **ACI Motors Limited Statement of Cash Flows**

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash received from customers	8,620,800,824	5,842,012,344
Cash received from other receivables	51,528,008	(107,125,998)
Cash received from other income	15,140,682	-
	8,687,469,514	5,734,886,346
Cash received/(paid) from/(for)		
Purchase of inventory	(7,809,885,205)	(5,210,332,191)
Operating expenses	(1,032,892,705)	(391,042,356)
Payment for WPPF	(20,005,859)	-
Advances, deposits and prepayments	(100,415,787)	(30,459,594)
	(8,963,199,556)	(5,631,834,141)
Cash used in operation	(275,730,041)	103,052,205
Financing costs paid	(294,928,238)	(154,994,902)
Income tax paid	(279,938,617)	(217,741,614)
	(574,866,855)	(372,736,516)
Net cash used in operating activities	(850,596,896)	(269,684,311)
Cash flows from investing activities  Acquisition of property, plant and equipment Payment for capital work in progress Sales proceed from property, plant and equipment	(72,130,516) (17,196,062)	(144,785,944) (14,842,035)
Sales proceed from property, plant and equipment  Net cash from (used in) investing activities	112,308 (89,214,270)	621,082 (159,006,897)
Cash flows from financing activities	(67/211/276)	(107/000/077)
Inter-company debts received/(paid)	(36,433,891)	(620,447,095)
Short term loan received/(paid)	772,902,449	1,061,527,210
Long term loan and other liability received/(paid)	326,998,821	(28,586,688)
Net cash from financing activities	1,063,467,379	412,493,427
Net increase/(decrease) in cash and cash equivalents	123,656,213	(16,197,781)
Cash and cash equivalents at 01 July	98,047,401	114,245,181
Cash and cash equivalents at 30 June	221,703,614	98,047,401
Closing balance represents		
Cash and cash equivalents	462,595,904	174,057,377
Bank overdraft	(240,892,290)	(76,009,976)
	221,703,614	98,047,401



# Creative Communication Limited **Directors' Report**

Creative Communication Limited (The Company) is a private company limited by shares incorporated in 2007 with the Registrar of Joint Stock Companies, Dhaka. Being the parent company, Advanced Chemical Industries (ACI) Limited has 60% equity participation in the Company. It is an integrated communication house staffed by dedicated and pragmatic specialists working as a team. As a forward-thinking marketing and advertising firm, Creative Communication Limited is a solid partner at both strategic and tactical levels and has developed several partnerships with the most state-of-the-art players in numerous fields.

The principal business of the Company is to provide result-oriented advertisement, public relations and complete corporate communication solutions and has long experience in handling outdoors, events and project management along with strong rapport in the electronic and press media.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	82,240,889
Gross Profit/(Loss)	30,055,453
Operating Profit/(Loss)	28,367,583
Profit/(Loss) before tax	30,162,371
Profit/(Loss) after tax	19,470,787

On behalf of the Board

Dr. Arif Dowla

Director

**Bilkis Mansoor** 

Director

# আশরাফ্ উল হক নবী এন্ড কোঃ ASHRAFUL HAQUE NABI & CO. **Chartered Accountants**

6, Motijheel Com. Area. **Bhuiyan Mansion** (2nd floor), Dhaka-1000 Tel: 9559682, 9569620

E-mail: ashrafulnabi@yahoo.com

### Independent Auditors' Report to the Shareholders of

### Creative Communication Limited

We have audited the accompanying financial statements of Creative Communication Limited ("the Company") which comprises the statement of financial position as at 30 June 2018, the statement of Profit or Loss, statement of changes in equity and statement of cash flows for the year ended 30 June 2018 and a summary of significant accounting policies and other relevant explanatory notes.

#### Management's responsibility for the financial statements:

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs) and Bangladesh Accounting Standards (BASs), the Companies act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion:

In our opinion, the financial statements give a true and fair view of the financial position of Creative Communication Limited as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRSs).

#### We also report that:

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books;
- c) the statement of financial position and statement of comprehensive income along with the annexed notes 1 to 17 dealt with by the report are in agreement with the books of account.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

Als Jesque VIE



### Creative Communication Limited **Statement of Financial Position**

	30 June	30 June
In Taka	2018	2017
Assets		
Property, plant and equipment	1,020,284	834,122
Deferred tax assets	218,521	178,205
Non-current assets	1,238,805	1,012,327
Trade receivables	112,121,000	68,059,814
Other receivables	2,371,519	2,371,519
Advance Income Tax	18,239,437	19,001,406
Advances, deposits and prepayments	1,868,572	1,564,879
Inter-company receivables	12,517,780	37,218,560
Cash and cash equivalents	126,457	63,417
Current assets	147,244,765	128,279,595
Total assets	148,483,570	129,291,922
Equity		
Share capital	1,000,000	1,000,000
Retained earnings	108,772,032	89,301,245
Total equity	109,772,032	90,301,245
Bank overdraft	5,859,949	5,106,575
Other payables	7,284,528	7,021,090
Current tax liabilities	25,567,061	26,863,012
Current liabilities	38,711,538	38,990,677
Total equity and liabilities	148,483,570	129,291,922

Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

Als Jesquelle



# Creative Communication Limited **Statement of Profit or Loss**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	82,240,889	77,290,336
Cost of service	(52,185,436)	(44,132,805)
Gross profit	30,055,453	33,157,531
Administrative and selling expenses	(1,687,870)	(1,207,541)
Financing income	1,794,788	3,627,561
Profit before tax	30,162,371	35,577,551
Income tax expense:		
Current tax	(10,731,900)	(12,679,780)
Deferred tax income/(expense)	40,316	(17,363)
	(10,691,584)	(12,697,143)
Profit after tax	19,470,787	22,880,408
Total Comprehensive Income	19,470,787	22,880,408

Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

Als Jergen 66



# Creative Communication Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

In Taka	Share capital	Retained earnings	Total Equity
Balance at 1 July 2017	1,000,000	1,000,000 89,301,245	
Total comprehensive income			
Profit after tax	-	19,470,787	19,470,787
Other comprehensive income - net of tax	-	-	-
Total comprehensive income	-	19,470,787	19,470,787
Balance at 30 June 2018	1,000,000	108,772,032	109,772,032

### For the year ended 30 June 2017

In Taka	Share capital	Retained earnings	Total Equity
Balance at 1 July 2016	1,000,000	66,420,837	67,420,837
Total comprehensive income			
Profit after tax	-	22,880,408	22,880,408
Other comprehensive income - net of tax	-	-	-
Total comprehensive income	-	22,880,408	22,880,408
Balance at 30 June 2017	1,000,000	89,301,245	90,301,245



# Creative Communication Limited **Statement of Cash Flows**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash received from customers	38,179,703	52,154,843
	38,179,703	52,154,843
Cash received/(paid) from/(for):		
Operating expenses	(53,365,530)	(41,758,594)
Advances, deposits and prepayments	(303,693)	199,146
	(53,669,223)	(41,559,448)
Cash generated from operations	(15,489,520)	10,595,395
Finance income	1,794,788	3,627,561
Income tax paid	(11,265,882)	(13,326,314)
	(9,471,094)	(9,698,753)
Net cash from operating activities	(24,960,614)	896,642
Cash flows from investing activities		
Acquisition of property, plant and equipment	(430,500)	(201,950)
Net cash (used) in investing activities	(430,500)	(201,950)
Cash flows from financing activities		
Inter-company debts received/(paid)	24,700,780	(34,018,689)
Net cash (used)/from financing activities	24,700,780	(34,018,689)
Net increase in cash and cash equivalents	(690,334)	(33,323,997)
Cash and cash equivalents at 1 July	(5,043,158)	28,280,839
Cash and cash equivalents at 30 June	(5,733,492)	(5,043,158)
Closing balance represents		
Cash and cash equivalents	126,457	63,417
Bank overdraft	(5,859,949)	(5,106,575)
Same Ovol di di C	(5,733,492)	(5,043,158)



# Premiaflex Plastics Limited **Directors' Report**

Premiaflex Plastics Limited (The Company) is a private company limited by shares incorporated in 2007 with the Registrar of Joint Stock Companies, Dhaka and governed by the Companies Act 1994. Being the parent company, Advanced Chemical Industries (ACI) Limited holds 87.32% shares of the Company. The Company specializes in the manufacturing and marketing of plastic products, flexible packaging, consumer plastics and other ancillary associated businesses.

Premiaflex Plastics Limited is highly focused on customer satisfaction through quality assurance. In view of that, the Company has created a benchmark of quality business through usage of best quality raw materials, continuous development of innovative products along with technically expert production team using fully automated roto gravure technology. The factory of the Company is equipped with state-of-the-art Quality Control Laboratory with 24 different quality testing equipment. During the year 2017-2018 the Company has introduced a Central Impression Flexographic printing which is very first of its kind in Bangladesh. In addition, introduction of Lami Tube production & Label Sticker was also a contributing factor that enables the business to enjoy distinct competitive advantage in the flexible packaging industry. However, to cater the growing demand of the multination clients as well as reputed local customers, during the year the Company has made additional investment with a view to increase the fully utilized existing production capacity. Having demonstrated expertise in flexible plastics, the Company has also started producing premium category consumer plastic products under its new business unit Consumer Engineering Plastics (CEPL). Right after the launch CEPL, with its homegrown brand 'Premio Plastics' was able to win the trust of the trade partners through its superior design and quality of the products. With these and many other initiatives during year under review, Premiaflex Plastics Limited has been able to gain significant market share by enjoying a core competitive advantage in the flexible packaging market.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	2,866,050,569
Gross Profit/(Loss)	420,961,113
Operating Profit/(Loss)	272,991,043
Profit/(Loss) before tax	135,800,652
Profit/(Loss) after tax	72,113,500

On behalf of the Board

Dr. A.K.M Fareyzul Haque Ansarey

Managing Director

Dr. Arif Dowla

Director



Head Office: Level-13, UTC Building, 8 Panthopoth, Dhaka-1215 Tel: +88-029144357, 9130675 | Fax: +88-02-58152329 E-mail: info@masihmuhith.com I Web: www. rsm.global/bangladesh

### Independent Auditors' Report to the Shareholders of **Premiaflex Plastics Limited**

#### Introduction

We have audited the accompanying financial statements of Premiaflex Plastics Limited which comprises the Statement of Financial Position as at June 30, 2018 and the Statement of Profit or Loss and Other Comprehensive Income, Statement of Changes in Equity and Statement of Cash Flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amount and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

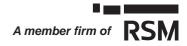
#### **Opinion**

In our opinion, the financial statements, prepared in accordance with Bangladesh Financial Reporting Standards (BFRS), give a true and fair view of the state of the company's affairs as at June 30, 2018 and of the results of its operations and cash flows for the year then ended and comply with the Companies Act 1994 and other applicable laws and regulations.

#### We also report that:

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit and made due verification thereof;
- b) In our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of these books;
- The Statement of Financial Position and Statement of Profit or Loss and Other Comprehensive Income dealt with by the report are in agreement with the books of account and returns.

Masih Muhith Haque & Co. Chartered Accountants





# **Premiaflex Plastics Limited Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	2,304,998,988	1,381,425,924
Investments	2,336,340	2,793,900
Non-current assets	2,307,335,328	1,384,219,824
Inventories	779,737,605	522,940,356
Trade receivables	790,244,574	655,081,120
Advances, deposits and prepayments	139,163,818	55,841,721
Advance income tax	696,882,741	542,710,337
Cash and cash equivalents	2,335,533	29,854,317
Current assets	2,408,364,271	1,806,427,851
Total assets	4,715,699,599	3,190,647,675
Equity		
Share capital	300,000,000	300,000,000
Reserves	285,754,548	286,166,357
Retained earnings	708,443,152	636,329,652
Total equity	1,294,197,700	1,222,496,009
Liabilities	4.47.400.457	400 500 77/
Long term bank loan	147,428,456	190,530,776
Deferred tax liabilities	83,121,515	83,167,272
Employee benefit	8,634,049	1,904,049
Non-current liabilities	239,184,020	275,602,097
Bank overdraft	132,751,362	57,171,336
Loans and borrowings	1,784,094,864	1,023,171,325
Trade payables	64,108,067	55,583,329
Other Payables	37,315,904	54,176,777
Inter-company payables	813,961,365	216,047,636
Current tax liabilities	350,086,317	286,399,165
Current liabilities	3,182,317,879	1,692,549,568
Total liabilities	3,421,501,900	1,968,151,665
Total equity and libilities	4,715,699,599	3,190,647,675

Managing Director

Director

Company Secretary

As per our report of same date.

Dhaka, 23 October 2018

Masih Muhith Haque & Co. **Chartered Accountants** 



### **Premiaflex Plastics Limited**

# Statement of Profit or Loss and other Comprehensive Income

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	2,866,050,569	2,338,968,798
Cost of sales	(2,445,089,457)	(1,839,529,470)
Gross profit	420,961,113	499,439,328
Administrative, selling and distribution expenses	(154,924,144)	(79,675,687)
Other income	6,954,074	6,256,549
Operating profit	272,991,043	426,020,190
Financing cost	(130,042,989)	(84,889,365)
Profit before contribution to WPPF	142,948,054	341,130,825
Contribution to WPPF	(7,147,403)	(17,056,541)
Profit before tax	135,800,652	324,074,284
Income tax expenses	(63,687,152)	(113,447,517)
Profit after tax	72,113,500	210,626,767
Other comprehensive income		
Change in fair value of available-for-sale of financial assets	(457,566)	450,750
Income tax on available-for-sale of financial assets	45,757	(45,075)
Other comprehensive income, net of tax	(411,809)	405,675
Total comprehensive income	71,701,690	211,032,442
Basic earnings per share	240.38	702.09

Managing Director

Company Secretary

As per our report of same date.

Masih Muhith Haque & Co. **Chartered Accountants** 



# Premiaflex Plastics Limited **Statement of Changes in Equity**

#### For the year ended 30 June 2018

				-	
In Taka	Share capital	Available for sale reserve	Revaluation reserve	Retained earnings	Total equity
Balance as at 1 July 2017	300,000,000	(698,241)	286,864,598	636,329,652	1,222,496,009
Total comprehensive income					
Profit after tax	-	-	-	72,113,500	72,113,500
Other comprehensive income - net of tax	-	(411,809)	-	-	(411,809)
Total comprehensive income	-	(411,809)	-	72,113,500	71,701,690
Balance as at 30 June 2018	300,000,000	(1,110,050)	286,864,598	708,443,152	1,294,197,699

#### For the year ended 30 June 2017

In Taka	Share capital	Available for sale reserve	Revaluation reserve	Retained earnings	Total equity
Balance as at 1 July 2016	300,000,000	(1,103,916)	286,864,598	425,702,886	1,011,463,568
Total comprehensive income	-	-	-	-	-
Profit after tax	-	-	-	210,626,767	210,626,767
Other comprehensive income - net of tax	-	405,675	-	-	405,675
Total comprehensive income	-	405,675	-	210,626,767	211,032,442
Balance as at 30 June 2017	300,000,000	(698,241)	286,864,598	636,329,652	1,222,496,009

Managing Director

Director

Company Secretary

As per our report of same date.

Masih Muhith Haque & Co. **Chartered Accountants** 



### **Premiaflex Plastics Limited Statement of Cash Flows**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash received from customers	2,725,899,192	2,111,861,213
Cash received from other income	6,954,074	6,239,149
	2,732,853,266	2,118,100,362
Cash received/(paid) from/(for):		
Purchase of inventory	(2,570,167,548)	(1,926,482,068)
Operating expenses	(140,042,841)	(91,206,919)
Other payables	(6,951,735)	16,584,139
Payment for WPPF	(17,056,545)	(6,888,957)
Advances, deposits and prepayments	(80,869,781)	(13,751,166)
	(2,815,088,450)	(2,021,744,972)
Cash generated from operations	(82,235,184)	96,355,390
Finance cost	(120 042 000)	(0.4.000.24E)
	(130,042,989)	(84,889,365)
Income tax paid	(154,172,403) (284,215,392)	(138,002,073) (222,891,438)
Net cash from operating activities	(366,450,576)	(126,536,048)
Net cash from operating activities	(300,430,370)	(120,530,046)
Cash flows from investing activities		
Acquisitions of property, plant and equipment	(58,345,514)	(147,563,070)
Payments for capital-work-in-progress	(994,037,666)	(182,792,382)
Net cash (used) in investing activities	(1,052,383,180)	(330,355,452)
		· · · · · · · · · · · · · · · · · · ·
Cash flows from financing activities	507.040.700	400 700 000
Inter-company debt received/(paid)	597,913,729	109,730,800
Short term bank loan received/(paid)	760,923,540	397,742,751
Long term bank loan and others liabilities received/(paid)  Net cash (used)/from financing activities	(43,102,321) 1,315,734,948	(128,669,440)
Net cash (used)/from financing activities	1,315,734,948	378,804,111
Net increase/(decrease) in cash and cash equivalents	(103,098,808)	(78,123,389)
Opening cash and cash equivalents	(27,317,020)	50,806,369
Closing cash and cash equivalents	(130,415,829)	(27,317,020)
	, , , , ,	• • • • •
Closing Balance represents:		
Cash and cash equivalents	2,335,533	29,854,317
Bank overdraft	(132,751,362)	(57,171,336)
	(130,415,829)	(27,317,020)

Managing Director

Director

Company Secretary

As per our report of same date.

Masih Muhith Haque & Co. **Chartered Accountants** 



## **ACI Agrolink Limited Directors' Report**

ACI Agrolink Limited (The Company)is a subsidiary of Advanced Chemical Industries (ACI) having 90% equity participation in the Company. The Company was incorporated in 2006 as ACI Agrochemical Limited and later renamed in September 2015 with an aim to establish forward and backward linkage for farmers and agro value addition industry. The Company is enriching life through appropriate intervention in agriculture value chain to ensure food safety and nutrition security in Bangladesh through agro-processing, trading and export.

The Company is endeavoring to create a market linkage for farmers by developing food and non-food portfolio with high margin commodity.

ACI Agrolink has entered into food and non-food commodity trading business with a long-term vision. Initially it has started trading into local market with raw and diversified products. Gradually it will step into toll manufacturing and global export.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	789,565,208
Gross Profit/(Loss)	30,319,955
Operating Profit/(Loss)	4,981,847
Profit/(Loss) before tax	(6,657,959)
Profit/(Loss) after tax	(12,151,376)

On behalf of the Board

AHAR MAN Dr. A.K.M Fareyzul Haque Ansarey

Managing Director

Dr. Arif Dowla Director



**R. K. TOWER** (Level-10)

86, Bir Uttam C.R. Datta Road (312, Sonargaon Road). Dhaka-1205 : 88-02-9635139, 88-02-9673597 Mobile: 01552-638228, 01711-520770

01922-117370, 01757-941837

E-mail: shirazkhanbasak@yahoo.com

### Auditor's Report to the Shareholders of **ACI Agrolink Limited**

We have audited the accompanying Financial Statements of ACI Agrolink Limited ("the company") which comprise the Statement of Financial Position as at June 30, 2018 and the Statement of Profit or loss and other comprehensive income, Statement of Changes in Equity, Statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information disclosed in note.

#### Management's responsibility for the financial statements

Management of the company is responsible for the preparation and fair presentation of these Financial Statements in accordance with Bangladesh Financial Reporting Standards (BFRS), the Companies Act, 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of Financial Statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' responsibility

Our responsibility is to express an opinion on these Financial Statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSA). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Financial Statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud and error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purposes of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the management of the company, as well as evaluating the overall presentation of the Financial Statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the Financial Statements give a true and fair view of the financial position of ACI Agrolink Limited as at June 30, 2018 and its financial performance for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRS) and comply with the applicable section of the Companies Act, 1994 and other applicable laws and regulations.

### We also report that:

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) In our opinion, proper books of account as required by the law have been kept by the company so far as it appeared from our examination of those books; and
- c) The Company's statement of financial position and statement of comprehensive income dealt with by the report are in agreement with the books of account and returns.

Shiraz Khan Basak & CO. **Chartered Accountant** 



### ACI Agrolink Limited **Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	97,924,664	5,985,470
Deferred tax assets	2,456,776	3,212,468
Non-current assets	100,381,440	9,197,938
Trade receivable	140,833,742	108,463,004
Advances, deposits and prepayments	8,351,787	17,013,120
Advance income tax	2,989,373	541,237
Cash and cash equivalents	11,811,518	1,910,643
Current assets	163,986,420	127,928,004
Total assets	264,367,859	137,125,942
Equity		
Share capital	32,020,000	32,020,000
Retained earnings	(23,883,819)	(11,732,444)
Total equity	8,136,181	20,287,556
Inter-company payables	245,762,962	90,605,920
Trade payables	412,314	22,183,335
Other Payables	2,640,569	1,371,022
Current tax liability	7,415,834	2,678,109
Current liabilities	256,231,679	116,838,386
Total liabilities	256,231,679	116,838,386
Total equity and liabilities	264,367,859	137,125,942

Managing Director

Company Secretary

As per our report of same date.

Shiraz Khan Basak & CO. **Chartered Accountants** 



## **ACI** Agrolink Limited

## Statement of Profit or Loss and other Comprehensive Income

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	789,565,208	404,055,356
Cost of sales	759,245,253)	(392,695,711)
Gross profit	30,319,955	11,359,645
Administrative, selling and distribution expenses	(25,393,708)	(19,361,760)
Other income	55,600	3,108,777
Operating profit	4,981,847	(4,893,338)
Financing cost	(11,639,806)	(3,829,946)
Profit before income tax	(6,657,959)	(8,723,284)
Income tax expenses		
Current tax expenses	(4,737,725)	(2,442,985)
Deferred tax income/(expenses)	(755,692)	2,111,939
	(5,493,417)	(331,046)
Profit after tax	(12,151,376)	(9,054,330)
Other comprehensive income, net of tax	-	-
Total comprehensive income	(12,151,376)	(9,054,330)

Managing Director

Company Secretary

As per our report of same date.

Shiraz Khan Basak & CO. **Chartered Accountants** 



## **ACI** Agrolink Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

		•	
In Taka	Share capital	Retained earnings	Total equity
Balance as at 01 July 2017	32,020,000	(11,732,444)	20,287,556
Net profit after tax	-	(12,151,376)	(12,151,376)
Total other comprehensive income	-	-	-
Total comprehensive income	-	(12,151,376)	(12,151,376)
Contributions by and distributions to owners of the Company:			
Share money deposited	-	-	-
Raising share capital	-	-	-
Total contribution by and distribution to owners of the company	-	-	-
Balance as at 30 June 2018	32,020,000	(23,883,819)	8,136,181

### For the year ended 30 June 2017

		•	
In Taka	Share capital	Retained earnings	Total equity
Balance as at 01 July 2016	20,000	(2,678,114)	(2,658,114)
Net profit after tax	-	(9,054,330)	(9,054,330)
Other comprehensive income	-	-	-
Total comprehensive income	-	(9,054,330)	(9,054,330)
Contributions by and distributions to owners of the Company:			
Share money deposited	-	-	-
Raising share capital	32,000,000	-	32,000,000
Total contribution by and distribution to owners of the company	32,000,000	-	32,000,000
Balance as at 30 June 2017	32,020,000	(11,732,444)	20,287,556

Managing Director

**Company Secretary** 

As per our report of same date.

Shiraz Khan Basak & CO. **Chartered Accountants** 



### **ACI** Agrolink Limited **Statement of Cash Flows**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Cash flows from operating activities		
Cash receipts from customers	757,194,470	305,682,477
Cash receipts from other income	55,600	3,108,777
	757,250,070	308,791,254
Cash received/(paid) from/(for):		
Purchase of inventory	(781,016,274)	(372,880,524)
Operating expenses	(24,726,761)	(18,733,562)
Receipts from/(payments to) other payables	1,269,547	1,137,111
Advances, deposits and prepayments	8,661,333	(14,364,288)
	(795,812,155)	(404,841,264)
Cash generated from operations	(38,562,085)	(96,050,010)
Financing cost	(11,639,806)	(3,829,946)
Income tax paid	(2,448,136)	(511,677)
	(14,087,942)	(4,341,623)
Net cash from/(used in) operating activities	(52,650,027)	(100,391,633)
Cash flows from investing activities		
Acquisition of property, plant and equipment	(2,538,326)	(3,227,585)
Payments for capital-work-in-progress	(90,067,815)	-
Net cash used in investing activities	(92,606,141)	(3,227,585)
Cash flows from financing activities	455 457 040	(0.77/ 540
Inter-company received/(Paid)	155,157,042	69,776,513
Received from share capital raising	-	32,000,000
Net cash flows provided by financing activities	155,157,042	101,776,513
Net increase/(decrease) in cash and cash equivalents	9,900,875	(1,842,705)
Opening cash and cash equivalents	1,910,643	3,753,347
Closing cash and cash equivalents	11,811,518	1,910,643
Closing cash and cash equivalents	11,011,010	1,710,043
Closing Balance represents:		
Cash and cash equivalents	11,811,518	1,910,643

Managing Director

Director

Company Secretary

As per our report of same date.

Shiraz Khan Basak & CO. **Chartered Accountants** 



## ACI Edible Oils Limited **Directors' Report**

ACI Edible Oils Limited (The Company) was incorporated with the Registrar of Joint Stock Companies, Dhaka as a private company limited by shares under the Companies Act 1994. It is a subsidiary of Advanced Chemical Industries (ACI) Limited where ACI holds 85% shareholding of the Company. The Company has been set up with a vision to become the market leader in the premium edible oil sector to ensure adequate nutrition to the household consumption of the country.

At present, the Company is operating its business under two homegrown brands, 'ACI Nutrilife Rice Bran Oil' and 'ACI Pure Soybean Oil'. However, one imported brand, 'Le Blanc Premium Sunflower Oil' from Europe's largest sunflower manufacturer has further enriched the Edible Oil portfolio of the Company. ACI Nutrilife Rice Bran Oil has been recognized as premium brand to the health-conscious consumers and maintained the leading position in the consumer market of Rice Bran Oil. While, ACI Pure Soybean Oil has continued to strive for a sustainable business growth by fulfilling the demand of the mass consumer base. European brand 'Le Blanc Premium Sunflower Oil' was also well accepted by the consumers and trade partners due to its premium quality. ACI Edible Oil promises to deliver uncompromising quality through strict quality control system and vigilant production team. Moreover, considering the growing demand of health-conscious consumers, ACI Edible Oils Limited has established its own Rice Bran Oil refining plant at Mahadevpur, Naogaon in January 2018. Besides, the Company has undertaken many initiatives during the year 2017-2018 to further propel its businesses.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	738,359,801
Gross Profit/(Loss)	51,027,401
Operating Profit/(Loss)	18,474,940
Profit/(Loss) before tax	16,798,340
Profit/(Loss) after tax	10,362,219

On behalf of the Board

Dr. Arif Dowla

Director

**Syed Alamgir** 

Director

## আশরাফ্ উল হক নবী এন্ড কোঃ ASHRAFUL HAQUE NABI & CO. **Chartered Accountants**

6, Motijheel Com. Area. Bhuiyan Mansion (2nd floor), Dhaka-1000 Tel: 9559682, 9569620 E-mail: ashrafulnabi@yahoo.com

### Independent Auditors' Report to the Shareholders of **ACI Edible Oils Limited**

We have audited the accompanying financial statements of ACI Edible Oils Limited ("the Company") which comprises the statement of financial position as at 30 June 2018, the statement of Profit or Loss, statement of changes in equity and statement of cash flows for the year ended 30 June 2018 and a summary of significant accounting policies and other relevant explanatory notes.

#### Management's responsibility for the financial statements:

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs) and Bangladesh Accounting Standards (BASs), the Companies act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion:**

In our opinion, the financial statements give a true and fair view of the financial position of ACI Edible Oils as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRSs).

#### We also report that

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books;
- c) the statement of financial position and statement of comprehensive income along with the annexed notes 1 to 22 dealt with by the report are in agreement with the books of account.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

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### ACI Edible Oils Limited **Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
III TAKA	30 Julie 2016	30 Julie 2017
Assets		
Property, plant and equipment	26,119,847	-
Deferred tax asset	-	502,840
Non-current assets	26,119,847	502,840
Inventories	48,129,419	47,446,904
Trade receivables	17,835,443	9,992,630
Advances, deposits and prepayments	2,109,888	7,579,062
Advance income tax	10,806,535	18,069,642
Inter-company receivables	215,601,373	217,677,343
Cash and cash equivalents	6,468,976	3,784,468
Current assets	300,951,634	304,550,049
Total assets	327,071,481	305,052,889
Equity		
Share capital	10,000,000	10,000,000
Retained earnings	44,256,531	33,894,312
Total Equity	54,256,531	43,894,312
Liabilities		
Deferred tax liabilities	1,391,122	-
Non-current liabilities	1,391,122	
Loan & borrowings	2,457,964	25,000,001
Trade payables	40,377,442	66,226,323
Other payables	22,801,159	19,943,614
Inter-company payables	192,909,147	129,208,040
Current tax liability	12,878,116	20,780,599
Current liabilities	271,423,828	261,158,577
Total equity and liabilities	327,071,481	305,052,889

Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

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### ACI Edible Oils Limited **Statement of Profit or Loss**

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Revenue	738,359,801	486,652,288
Cost of goods sold	(687,332,400)	(445,109,423)
Gross profit	51,027,401	41,542,865
Other Income	11,500	-
Administrative, Selling and Distribution expenses	(32,563,961)	(20,345,608)
Operating profit	18,474,940	21,197,257
Finance Income/(expenses)	(792,477)	1,263,611
Profit before contribution to WPPF	17,682,463	22,460,868
Contribution to WPPF	(884,123)	(1,123,043)
Profit before tax	16,798,340	21,337,825
Income tax expenses:		
Current tax expenses	(4,542,159)	(7,868,239)
Deferred tax expense	(1,893,962)	-
	(6,436,120)	(7,868,239)
Profit after tax	10,362,219	13,469,586
Total comprehensive income	10,362,219	13,469,586

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

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## ACI Edible Oils Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

In Taka	Share capital	Retained earnings	Total equity
Balance at 01 July 2017	10,000,000	33,894,312	43,894,312
Total comprehensive income			
Profit after tax	-	10,362,219	10,362,219
Total comprehensive income for the year	-	10,362,219	10,362,219
Balance at 30 June 2018	10,000,000	44,256,531	54,256,531

### For the year ended 30 June 2017

In Taka	Share capital	Retained earnings	Total equity
Balance at 01 July 2016	10,000,000	20,424,726	30,424,726
Total comprehensive income			
Profit after tax	-	13,469,586	13,469,586
Total comprehensive income for the year	-	13,469,586	13,469,586
Balance at 30 June 2017	10,000,000	33,894,312	43,894,312



## ACI Edible Oils Limited **Statement of Cash Flows**

In T	Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
A.	Cash flows from operating activities		
	Cash received from customers	730,528,488	490,262,206
	Cash received/(paid) from/(for):		
	Purchase of Inventories	(713,863,796)	(421,672,787)
	Operating expenses	(30,590,539)	(7,528,451)
	Other receivable	-	165,420
	Advance, deposits and prepayments	5,469,174	(4,491,034)
		(738,985,161)	(433,526,852)
	Cash generated from/(used in) operations	(8,456,673)	56,735,354
	Finance cost paid	(792,477)	1,263,611
	Income tax paid	(5,181,535)	(11,078,199)
		(5,974,012)	(9,814,588)
	Net Cash generated from/(used in) operations	(14,430,685)	46,920,766
В.	Cash flows from investing activities		
	Acquisition of Property, Plant & equipment	(26,119,847)	_
	Net Cash used in investing activities	(26,119,847)	-
C.	Cash flows from financing activities		
Ο.	Inter-company debts(paid) received	65,777,077	(41,215,449)
	Short term loan received/(paid)	(22,542,037)	(5,717,103)
	Net cash (used)/from financing activities	43,235,040	(46,932,552)
_		0.404.500	(44.70()
D.	Net increase in cash and cash equivalents (A+B+C)	2,684,508	(11,786)
	Opening cash and cash equivalents	3,784,468	3,796,254
	Cash and cash equivalents at reporting date	6,468,976	3,784,468
	Closing balance represents:		
	Cash and cash equivalents	6,468,976	3,784,468
	Bank overdrafts	-	-
		6,468,976	3,784,468



## ACI HealthCare Limited **Directors' Report**

ACI HealthCare Limited (The Company) was incorporated with the Registrar of Joint Stock Companies, Dhaka in 2013 as a public Company limited by shares and is governed by the Companies Act 1994. Being the parent company, Advanced Chemical Industries (ACI) Limited has 92.94% ownership in the Company.

ACI HealthCare Limited, was initiated with an objective to manufacturing and marketing pharmaceutical products for regulated markets, especially for USA. The Company may also manufacture for local market. With this aim, a state-of-the-art pharmaceutical factory of the company is being built in full compliance with US FDA specification at its own land at mouza- Tripurdi, Sonargaon, Narayanganj.

During the last fiscal year 2017-2018, a significant progress has been achieved to complete the total project. This year the R&D unit of the project has gone to operation for product development for the USA market. Several R&D projects has been successfully progressing and some of these projects will go for clinical study in couple of months as per US FDA requirements. Based on the significant progress achieved till date the Company will be able to submit its first application in Q1, 2019 to US FDA that will trigger US FDA audit of the Sonargaon plant which is expected within 2019.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Iaka</u>
Revenue	-
Gross Profit/(Loss)	-
Operating Profit/(Loss)	(140,660,113)
Profit/(Loss) before tax	(143,277,787)
Profit/(Loss) after tax	(143,287,426)

On behalf of the Board

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M Mohibuz Zaman

Managing Director

Dr. Arif Dowla Director

Toleo



### Rahman Rahman Huq

**Chartered Accountants** 9 & 5 Mohakhali C/A Dhaka 1212 Bangladesh

Telephone +880 (2) 988 6450-2 Fax +880 (2) 988 6449 Email dhaka@kpmg.com Internet www.kpmg.com/bd

### Independent Auditor's Report to the Shareholders of ACI HealthCare Limited

#### **Report on the Financial Statements**

We have audited the accompanying financial statements of ACI HealthCare Limited ("the Company"), which comprise the statement of financial position as at 30 June 2018, and the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with Bangladesh Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements give a true and fair view of the financial position of the Company as at 30 June 2018, and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards.

#### **Report on Other Legal and Regulatory Requirements**

In accordance with the Companies Act 1994, we also report the following:

- we have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- in our opinion, proper books of account as required by law have been kept by the Company so far as it appeared from our examination of those books; and
- the statement of financial position and the statement of profit or loss and other comprehensive income dealt with by the report are in agreement with the books of account.

Dhaka, 22 October 2018

Rahman Rahman Hug **Chartered Accountants** 



### ACI HealthCare Limited **Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	968,037,009	539,537,365
Intangible assets	61,519,314	66,531,742
Capital work-in-progress	4,966,590,949	4,139,388,562
Deferred tax assets	3,074,610	3,074,610
Non-current assets	5,999,221,882	4,748,532,279
Davidty receivables	E2 E14 E24	55,468,840
Royalty receivables	52,516,526 44,414,726	40,981,315
Advances, deposits and prepayments Other receivables		40,981,315
	10,737,346	2 202 102
Cash and cash equivalents  Current assets	3,425,406	2,203,192
	111,094,004	98,653,347
Total assets	6,110,315,886	4,847,185,626
Equity		
Share capital	500,000,000	500,000,000
Retained earnings	(124,328,425)	18,959,001
Total equity	375,671,575	518,959,001
Liabilities		
Loans and borrowings (non-current portion)	2,931,586,494	2,578,976,156
Employment benefit	8,000,000	2,370,770,130
Non-current liabilities	2,939,586,494	2,578,976,156
Loans and borrowings (current portion)	160,028,661	110,000,000
Other payables and accruals	161,641,872	188,390,961
Inter-company payables	2,458,377,298	1,435,859,161
Current tax liability	15,009,986	15,000,347
Current liabilities	2,795,057,817	1,749,250,468
Total liabilities	5,734,644,311	4,328,226,625
Total equity and liabilities	6,110,315,886	4,847,185,626

Managing Director

Director

Company Secretary

As per our report of same date.

Rahman Rahman Hug Chartered Accountants



### ACI HealthCare Limited

## Statement of Profit or Loss and other Comprehensive Income

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Royalty income	-	53,960,891
Amortisation of product development cost	-	(3,188,796)
Gross profit	-	50,772,096
General and administrative expenses	(140,660,113)	(9,196,907)
Operating profit/(loss)	(140,660,113)	41,575,188
Foreign exchange gain/(loss)	1,606,534	1,507,949
Net finance costs	(4,224,208)	(225,004)
Profit before tax	(143,277,787)	42,858,133
Income tax expenses	(9,639)	(11,925,737)
Profit after tax	(143,287,426)	30,932,396
Other comprehensive income	-	-
Total comprehensive income/(loss)	(143,287,426)	30,932,396

Managing Director

Company Secretary

As per our report of same date.

Rahman Rahman Hug Chartered Accountants



## ACI HealthCare Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

In Taka	Share capital	Retained earnings	Total equity
Balance at 1 July 2017	500,000,000	18,959,001	518,959,001
Profit/(loss) for the year	-	(143,287,426)	(143,287,426)
Other comprehensive income	-	-	-
Total comprehensive income/(loss)	-	(143,287,426)	(143,287,426)
Balance at 30 June 2018	500,000,000	(124,328,425)	375,671,575

### For the year ended 30 June 2017

In Taka	Share capital	Retained earnings	Total equity
Balance at 1 July 2016	500,000,000	(11,973,395)	488,026,605
Profit/(loss) for the year	-	30,932,396	30,932,396
Other comprehensive income	-	-	
Total comprehensive income/(loss)	-	30,932,396	30,932,396
Balance at 30 June 2017	500,000,000	18,959,001	518,959,001



## ACI HealthCare Limited **Statement of Cash Flows**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Cash flows from operating activities		
Payment for other operating expenses	(109,107,494)	(6,822,348)
Payment for other creditors	(65,915,202)	(50,371,902)
Payment for advances, deposits and prepayments	(2,705,728)	(15,626,927)
Other receivables	(6,050,252)	-
Cash (used in)/generated from operations	(183,778,676)	(72,821,177)
Income tax paid	(727,683)	(12,091,884)
Net cash used in operating activities	(184,506,359)	(84,913,061)
Cash flows from investing activities		
Acquisition of property, plant and equipment	(59,156,521)	(121,718,258)
Cash paid for capital work-in-progress	(962,843,046)	(1,983,698,903)
Net cash used in investing activities	(1,021,999,568)	(2,105,417,161)
Cash flows from financing activities		
Proceeds from inter-company borrowings	805,089,142	269,974,068
Proceeds from short term bank loan	50,028,661	110,000,000
Proceeds from long term bank loan	2,931,586,494	2,578,976,156
Payment for long term bank loan	(2,578,976,156)	(768,458,098)
Net cash generated from financing activities	1,207,728,141	2,190,492,126
Net increase in cash and cash equivalents	1,222,214	161,904
Opening cash and cash equivalents	2,203,192	2,041,288
Closing cash and cash equivalents	3,425,406	2,203,192



## **ACI Chemicals Limited Directors' Report**

ACI Chemicals Limited was incorporated in 2013 with the Registrar of Joint Stock Companies, Dhaka and is governed by the Companies Act 1994. Being the parent company, Advanced Chemical Industries (ACI) Limited holds 75% ownership of the Company.

The Company started its operation from June 2014 with the aim to becoming a leading value added supply chain solution provider in industrial and specialty chemical sectors in Bangladesh having major focus in textile, leather, paint, food, plastic and personal care industries. It has developed partnerships with reputed global companies. It has moved into new sectors like pharmaceuticals, commodities and water treatment. The Company has also opened up an export wing in order to create a forward linkage support for the existing trade customers especially in textile, leather, jute made product and apparel sectors.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	17,513,302
Gross Profit/(Loss)	(27,215,192)
Operating Profit/(Loss)	(28,569,287)
Profit/(Loss) before tax	(28,805,952)
Profit/(Loss) after tax	(30,071,663)

On behalf of the Board

M. Anis Ud Dowla

Managing Director

The dowle

Dr. Arif Dowla

## আশরাফ্ উল হক নবী এন্ড কোঃ ASHRAFUL HAQUE NABI & CO. **Chartered Accountants**

6, Motijheel Com. Area. Bhuiyan Mansion (2nd floor), Dhaka-1000 Tel: 9559682, 9569620 E-mail: ashrafulnabi@yahoo.com

### Independent Auditors' Report to the Shareholders of **ACI Chemicals Limited**

We have audited the accompanying financial statements of ACI Chemicals Limited ("the Company") which comprises the statement of financial position as at 30 June 2018, the statement of Profit or Loss, statement of changes in equity and statement of cash flows for the year ended 30 June 2018 and a summary of significant accounting policies and other relevant explanatory notes.

#### Management's responsibility for the financial statements:

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs) and Bangladesh Accounting Standards (BASs), the Companies act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion:

In our opinion, the financial statements give a true and fair view of the financial position of ACI Chemicals Limited as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRSs).

#### We also report that

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books;
- c) the statement of financial position and statement of comprehensive income along with the annexed notes 1 to 12 dealt with by the report are in agreement with the books of account.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

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### **ACI** Chemicals Limited **Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	1,199,170	766,672
Non-current assets	1,199,170	766,672
Inventories	12,163,269	8,382,314
Trade receivables	14,576,292	5,506,056
Advance Income Tax	1,216,512	616,212
Advances, deposits and prepayments	361,841	428,395
Cash and cash equivalents	1,637,350	790,820
Current assets	29,955,263	15,723,797
Total assets	31,154,433	16,490,469
Equity		
Share capital	20,000,100	20,000,100
Retained earnings	(76,989,439)	(46,917,776)
Total equity	(56,989,339)	(26,917,676)
Bank Overdraft	466,377	67,172
Trade payables	-	102,834
Other payables	930,528	509,300
Short term bank loan	2,286,673	4,108,332
Inter-company payables	83,146,925	38,572,948
Provision for tax	1,313,269	47,558
Current liabilities	88,143,772	43,408,144
Total equity and liabilities	31,154,433	16,490,469

Managing Director

Director

Company Secretary

As per our report of same date.

Als Jergen Lot

Ashraful Haque Nabi & Co. **Chartered Accountants** 



### **ACI Chemicals Limited Statement of Profit or Loss**

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	17,513,302	6,950,844
Cost of sales	(44,728,494)	(32,497,635)
Gross profit	(27,215,192)	(25,546,791)
Administrative & selling expenses	(1,354,095)	(593,452)
Operating Profit (loss)	(28,569,287)	(26,140,243)
Other income/(loss)	(594)	-
Finance cost	(236,071)	(55,955)
Profit/(loss) before tax	(28,805,952)	(26,196,198)
Income tax expense:		
Current tax	(1,265,711)	(41,705)
	(1,265,711)	(41,705)
Profit after tax	(30,071,663)	(26,237,903)
Total Comprehensive Income	(30,071,663)	(26,237,903)

Managing Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 



# **ACI** Chemicals Limited **Statement of Changes in Equity**

For the ye	ear ended	30 June	2018
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		,	
In Taka	Share capital	Retained earnings	Total equity
Balance at 1 July 2017	20,000,100	(46,917,776)	(26,917,676)
Profit after tax	-	(30,071,663)	(30,071,663)
Balance at 30 June 2018	20,000,100	(76,989,439)	(56,989,339)
	For	the vear ended	30 June 2017

In Taka	Share capital	Retained earnings	Total equity
Balance at 1 July 2016	20,000,100	(20,679,873)	(679,773)
Profit after tax	-	(26,237,903)	(26,237,903)
Balance at 30 June 2017	20,000,100	(46,917,776)	(26,917,676)



## **ACI** Chemicals Limited **Statement of Cash Flows**

	For the week and of	For the year anded
In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Ti Tuku	30 34110 2010	30 Julie 2017
Cash flows from operating activities		
Cash received from customers	8,442,472	2,187,138
	8,442,472	2,187,138
Cash received/(paid) from/(for):		
Operating expenses	(41,483,673)	(32,515,082)
Purchase of inventory	(7,782,046)	(6,240,811)
Advances, deposits and prepayments	66,554	1,966,805
interiore, deposite and propaginisms	(49,199,165)	(36,789,088)
Cash generated from operations	(40,756,693)	(34,601,950)
Financing costs	(236,071)	(55,955)
Income Tax	(600,300)	(454,105)
	(836,371)	(510,060)
Net cash from operating activities	(41,593,064)	(35,112,010)
Cash flows from investing activities	(744,000)	(04 ( 000)
Acquisition of property, plant and equipment	(711,929)	(216,083)
Net cash (used) in investing activities	(711,929)	(216,083)
Cash flows from financing activities		
Inter-company debts received/(paid)	44,573,977	31,711,695
Short term bank loan (paid)/received	(1,821,659)	4,108,332
Net cash (used)/from financing activities	42,752,318	35,820,027
Net increase in cash and cash equivalents	447,325	491,934
Cash and cash equivalents at 1 July	723,648	231,714
Cash and cash equivalents at 30 June	1,170,973	723,648
Closing balance represents		
Cash and cash equivalents	1,637,350	790,820
Bank overdraft	(466,377)	(67,172)
	1,170,973	723,648



## **INFOLYTX** Bangladesh Limited **Directors' Report**

INFOLYTX Bangladesh Limited (The Company), a private company limited by shares, was incorporated with the Registrar of Joint Stock Companies, Dhaka in 2015 and is governed by the Companies Act 1994. The Company has been formed under a joint venture initiative of Advanced Chemical Industries (ACI) Limited and Odysseus Global, LLC, Delaware, USA, with a view to establish an IT Company of international standards. Being the parent company, Advanced Chemical Industries (ACI) Limited holds 60% ownership in the Company. The principal activities of the Company are to promote the advancement of software development and to work closely with international clients in the ICT area with a view to enabling the Bangladesh software and information technology industry to reach global pre-eminence.

The Company has successfully recruited, trained, deployed and retained several additional software engineers, testers, develops personnel as well as the necessary support staff to allow the full functioning of the Company in our new office. The teams are now starting to reach international standards as demonstrated by recent wins in programming contests, competitions and challenges that are open to software teams from across the world. With a focus on staying on the leading edge of technology, the Company is gaining traction in the marketplace as prospective clients are starting to inquire, follow up and sign on for the advanced services offered by INFOLYTX.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	-
Gross Profit/(Loss)	-
Operating Profit/(Loss)	(76,757,245)
Profit/(Loss) before tax	(78,183,461)
Profit/(Loss) after tax	(78,183,461)

On behalf of the Board

**Badrul Husain** 

Sadme Gullin

Managing Director

Dr. Arif Dowla

Director

Dhaka, 17 October 2018

## আশরাফ্ উল হক নবী এন্ড কোঃ ASHRAFUL HAQUE NABI & CO. **Chartered Accountants**

6, Motijheel Com. Area. Bhuiyan Mansion (2nd floor), Dhaka-1000 Tel: 9559682, 9569620 E-mail: ashrafulnabi@yahoo.com

### Independent Auditors' Report to the Shareholders of **INFOLYTX Bangladesh Limited**

WWe have audited the accompanying financial statements of INFOLYTX Bangladesh Ltd. ("the Company") which comprises the statement of financial position as at 30 June 2018, the statement of Profit or Loss, statement of changes in equity and statement of cash flows for the year ended 30 June 2018 and a summary of significant accounting policies and other relevant explanatory notes.

#### Management's responsibility for the financial statements:

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs) and Bangladesh Accounting Standards (BASs), the Companies act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion:**

In our opinion, the financial statements give a true and fair view of the financial position of INFOLYTX Bangladesh Ltd. as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRSs).

### We also report that:

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books;
- c) the statement of financial position and statement of comprehensive income along with the annexed notes 1 to 11 dealt with by the report are in agreement with the books of account.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

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### **INFOLYTX** Bangladesh Limited **Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Property, plant and equipment	14,672,323	9,258,106
Non-current assets	14,672,323	9,258,106
Advances, deposits and prepayments	1,030,662	100,000
Advance Income Tax	30,000	15,000
Trade receivables	1,667,500	-
Cash and cash equivalents	78,885	103,162
Current assets	2,807,047	218,162
Total assets	17,479,370	9,476,268
Equity		
Share capital	100,000	100,000
Preference share	20,000,000	10,000,000
Share premium	80,000,000	40,000,000
Share money deposit	4,602	4,602
Accumulated loss	(196,889,314)	(118,705,853)
Total equity	(96,784,712)	(68,601,251)
Inter-company payables	111,360,535	75,280,791
Other payables	2,903,547	2,796,728
Current liabilities	114,264,082	78,077,519
Total equity and liabilities	17,479,370	9,476,268

Managing Director

Salue qui cin

Director

Company Secretary

Auditors' report to the shareholders See annexed report of date

> Ashraful Haque Nabi & Co. **Chartered Accountants**

Dhaka, 17 October 2018



## **INFOLYTX** Bangladesh Limited Statement of Profit or Loss and other Comprehensive Income

	For the year ended	For the year ended
In Taka	30 June 2018	30 June 2017
Revenue	1,667,500	-
Cost of sales	-	
Gross profit/(loss)	1,667,500	-
General and administrative expenses	(78,424,745)	(66,575,769)
Operating loss	(76,757,245)	(66,575,769)
Other income(Loss)	(19,103)	-
Financing Cost	(1,407,113)	-
Loss before income tax	(78,183,461)	(66,575,769)
Income tax expense	-	-
Loss for the period	(78,183,461)	(66,575,769)

Managing Director

Cadril Gurain

Director

Company Secretary

Auditors' report to the shareholders See annexed report of date

> Ashraful Haque Nabi & Co. **Chartered Accountants**



## **INFOLYTX** Bangladesh Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

In Taka	Share capital	Preference shares	Share money deposit	Loss for the period	Total equity
Balance at 01 July 2017	100,000	50,000,000	4,602	(118,705,853)	(68,601,251)
Share Capital	-	10,000,000	-	-	10,000,000
Share premium	-	40,000,000	-	-	40,000,000
Share money deposit	-	-	-		-
Loss for the period	-	-	-	(78,183,461)	(78,183,461)
Balance as at 30 June 2018	100,000	100,000,000	4,602	(196,889,314)	(96,784,712)

### For the year ended 30 June 2017

			•		
	Share	Preference	Share money	Loss for the	Total
In Taka	capital	shares	deposit	period	equity
Balance at 01 July 2016	100,000	-	4,602	(52,130,084)	(52,025,482)
Share Capital	-	10,000,000	-	-	10,000,000
Share premium	-	40,000,000	-	-	40,000,000
Share money deposit	-	-	-	-	-
Loss for the period				(66,575,769)	(66,575,769)
Balance as at 30 June 2017	100,000	50,000,000	4,602	(118,705,853)	(68,601,251)



## INFOLYTX Bangladesh Limited **Statement of Cash Flows**

<u>In 1</u>	Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Α.	Cash flows from operating activities		
	Cash flows from operating activities		
	Cash received from customers	-	-
		-	-
	Cash received/(Paid) from (for):		
	Operating expenses	(75,518,679)	(61,828,612)
	Net cash from operating activities	(75,518,679)	(61,828,612)
	Cash generated from operations	(75,518,679)	(61,828,612)
	Advances, deposits and prepayments	(930,662)	-
	Net cash generated from/(used in) operating activities	(76,449,341)	(61,828,612)
	Finance costs paid	(1,407,113)	
	Income Tax Paid	(15,000)	(15,000)
	Net cash from operating activities	(77,871,454)	(61,843,612)
В.	Cash flows from investing activities		
	Acquisition of property, plant and equipment	(8,232,567)	(2,642,349)
	Net cash generated from/(used in) investing activities	(8,232,567)	(2,642,349)
C.	Cash flows from financing activities		
	Inter-company debts received/(paid)	36,079,744	14,485,326
	Proceeds from share premium on Preference share	40,000,000	40,000,000
	Proceeds from issue of Preference share	10,000,000	10,000,000
	Net cash from financing activities	86,079,744	64,485,326
D.	Net increase in cash and cash equivalents for the period (A+B+C)	(24,277)	(635)
E.	Cash and cash equivalents at the beginning of the period	103,162	103,797
F.	Cash and cash equivalents at the reporting date	78,885	103,162



## **ACI** Biotech Limited **Directors' Report**

ACI Biotech Limited (The Company) was incorporated in November 2016 with the Registrar of Joint Stock Companies, Dhaka, as a private company limited by shares and is governed by the Companies Act 1994. It is a subsidiary of Advanced Chemical Industries (ACI) Limited having 80% holding in the Company.

The Company has been established with an objective to manufacture and market biotech products, biotech specialty, monoclonal antibody, cell culture, anticancer, hormones, steroids, small molecule and large molecule pharmaceuticals, genome, gene therapy, medicinal substances, biological and other alike products in the country and abroad, as well. With this aim, a plant having state-of-the-art manufacturing facilities is planned to be established in line with the standards of USFDA, MHRA, WHO, cGMP and other relevant agencies of that nature.

The Company has already engaged in research and development activities for the targeted products as per the plan.

The operating results of the Company for the year ended on 30 June 2018 are as follows:

Key Financial Results	<u>Taka</u>
Revenue	-
Gross Profit/(Loss)	-
Operating Profit/(Loss)	(53,885)
Profit/(Loss) before tax	(54,526)
Profit/(Loss) after tax	(54,526)

On behalf of the Board

M Mohibuz Zaman

Managing Director

Dr. Arif Dowla

Director

## আশরাফ্ উল হক নবী এন্ড কোঃ ASHRAFUL HAQUE NABI & CO. **Chartered Accountants**

6, Motij heel Com Area. Bhian Mansi on (2nd floor), Dhaka-1000 Tel: 9559682, 9569620

E-mail: ashraf lınabi @xhoo.com

# Independent Auditors' Report to the Shareholders of

**ACI Biotech Limited** 

We have audited the accompanying financial statements of ACI Biotech Limited ("the Company") which comprises the statement of financial position as at 30 June 2018, the statement of Profit or Loss statement of changes in equity and statement of cash flows for the year ended 30 June 2018 and a summary of significant accounting policies and other relevant explanatory notes.

#### Management's responsibility for the financial statements:

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards (BFRSs) and Bangladesh Accounting Standards (BASs), the Companies act 1994 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSAs). Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the financial statements give a true and fair view of the financial position of ACI Biotech Limited as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with Bangladesh Financial Reporting Standards (BFRSs).

#### We also report that:

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof;
- b) in our opinion, proper books of account as required by law have been kept by the company so far as it appeared from our examination of those books;
- c) the statement of financial position and statement of comprehensive income along with the annexed notes 1 to 16 dealt with by the report are in agreement with the books of account.

Ashraful Haque Nabi & Co. **Chartered Accountants** 

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### **ACI Biotech Limited Statement of Financial Position**

In Taka	30 June 2018	30 June 2017
Assets		
Capital work-in-progress	217,772,820	105,381,368
Non-current assets	217,772,820	105,381,368
Advances, deposits and prepayments	30,378,100	30,178,100
Cash and cash equivalents	145,308	336,197
Current assets	30,523,408	30,514,297
Total assets	248,296,227	135,895,665
Equity		
Share capital	10,000,000	10,000,000
Retained earnings	(1,165,467)	(1,110,941)
Total equity	8,834,533	8,889,059
Liabilities		
Inter company payables	215,920,118	108,744,217
Other payables and accruals	23,541,576	18,262,389
Current liabilities	239,461,694	127,006,606
Total equity and liabilities	248,296,227	135,895,665

Managing Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 



### **ACI Biotech Limited Statement of Profit or Loss**

In Taka	For the year ended 30 June 2018	For the period ended 30 June 2017
The Take	00 34110 2010	00 34110 2017
Revenue	-	-
Cost of sales	-	-
Gross profit	-	-
General and administrative expenses	(53,885)	(1,110,941)
Loss from operation	(53,885)	(1,110,941)
Financing cost	(641)	-
Loss before tax	(54,526)	(1,110,941)
Income tax expenses	-	-
Net loss after tax	(54,526)	(1,110,941)

Managing Director

Director

Company Secretary

As per our report of same date.

Ashraful Haque Nabi & Co. **Chartered Accountants** 



## **ACI** Biotech Limited **Statement of Changes in Equity**

### For the year ended 30 June 2018

In Taka	Share capital	Retained earnings	Total equity
Balance at 1 July 2017	10,000,000	(1,110,941)	8,889,059
Loss for the year	-	(54,526)	(54,526)
Balance at 30 June 2018	10,000,000	(1,165,467)	8,834,533

### For the year ended 30 June 2017

In Taka	Share capital	Retained earnings	Total equity
Share capital	10,000,000	-	10,000,000
Loss for the year	-	(1,110,941)	(1,110,941)
Balance at 30 June 2017	10,000,000	(1,110,941)	8,889,059



## ACI Biotech Limited **Statement of Cash Flows**

In Taka	For the year ended 30 June 2018	For the year ended 30 June 2017
Cash flows from operating activities		
Payment for operating expenses	(54,526)	(1,110,941)
Payment to other creditors	5,279,187	7,181,982
Advance deposit and prepayment	(200,000)	(30,178,100)
Net cash from operating activities	5,024,661	(24,107,059)
Cash flows from investing activities		
Expenditure incurred for capital work-in-progress	(103,731,581)	(94,300,961)
Net cash used in investing activities	(103,731,581)	(94,300,961)
Cash flows from financing activities		
Proceeds from inter company borrowings	98,516,030	108,744,217
Proceeds from share issue	-	10,000,000
Net cash from financing activities	98,516,030	118,744,217
Net increase/decrease in cash and cash equivalents	(190,889)	336,197
Opening cash and cash equivalents	336,197	
Closing cash and cash equivalents	145,308	336,197



### **Advanced Chemical Industries Limited Corporate Directory**

### **Registered Office**

**ACI** Centre 245 Tejgaon Industrial Area

Dhaka-1208

Phone: (8802) 8878603 Fax : (8802) 8878619 Email: info@aci-bd.com Web: www.aci-bd.com

#### **Share Office**

9 Motijheel C/A Dhaka-1000

Phone: (8802) 9556254

### **Manufacturing Facilities**

#### Advanced Chemical Industries Ltd

#### 1. Pharmaceuticals Unit

7 Hajiganj Road, Godnail, Narayanganj Phone: (8802) 7630493, 7630496, 7630525

Fax : (8802) 7630524

#### 2. Electrical Products Unit

Plot - 208-209, Block-D, BSCIC Industrial

Estate, Tongi, Gazipur 1700 Phone: 01730028419

#### 3. Sanitary Napkin & Diaper Unit

Nil Nagar, Konabari, Gazipur Phone: 01730007780

### **ACI Formulations Limited**

#### 4. Formulations Unit

Rajabari, Sreepur, Gazipur Phone: 01766668863

### **ACI Pure Flour Limited**

#### 5. Flour Unit-1

6/3 Dewli Chowrapara, Bondor, Narayanganj Phone: 01713 069714

#### 6. Flour Unit-2

52/A, Faizderhat Industrial Area, Sagorika Road, Chittagong. Phone: 01708130207

#### **ACI Salt Limited**

#### 7. Salt Unit

Murapara, Rupganj, Narayanganj

Phone: 01713142857

#### **ACI Foods Limited**

#### 8. Foods Unit

Kutirchar, Bhadraghat Kamarkhand, Sirajgonj

Phone: 01755607412

#### 9. Rice Unit

Swarashatipur, Mohadevpur, Naogaon

Mobile: 01709650770

#### **Premiaflex Plastics Limited**

#### 10. Premiaflex Unit

Kewa Poschim Khondo, Mouna, Sreepur, Gazipur

Phone: 01711136494

### 11. CEPL Unit

Dharmagonj, Fatullah, Narayanganj

Phone: 01700767910

### **ACI HealthCare Limited**

#### 12. HealthCare Unit

Treepordi, Sonargaon, Narayanganj - 1440 Phone: 01713238832



## **Advanced Chemical Industries Limited**

**Registered Office** ACI Centre, 245 Tejgaon Industrial Area, Dhaka 1208

### PROXY FORM

I/We		
of		
being a Member of Advanced Chemical Industries Limi	ted, hereby appoi	nt
of		
whose signature is appended below as my/our proxy t	o attend and vote	for me/us and on my/our behalf
at the $45^{\mbox{th}}$ Annual General Meeting of the Company	to be held on We	ednesday, 12 December 2018 at
11:00 a.m. and/or at any adjournment thereof.		
As witness my hands this day of	2018.	
		Signature on
		Tk.20
		Revenue Stamp
(Signature of the Proxy)	(Signature of the Shareholder)	
	Registered Fo	olio/BO ID No
	No. of Share	s held
	Date:	

A Member entitled to attend and vote at the Annual General Meeting may appoint a proxy to Note: attend and vote on his/her behalf. The Proxy Form, duly completed, must be deposited at the Share Office of the Company at 9 Motijheel C/A, Dhaka 1000, not later than 48 hours before the time fixed for the meeting.

Note	

Please complete the attendance slip and hand it over at the venue of the Meeting.



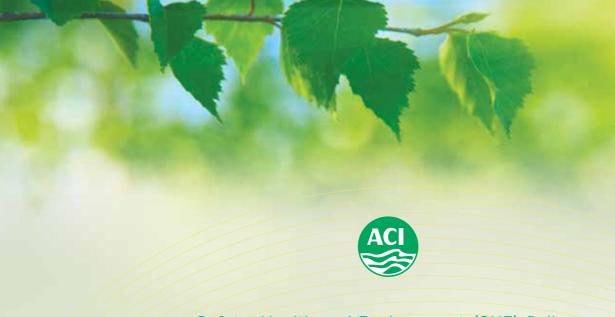
### ADVANCED CHEMICAL INDUSTRIES LIMITED

Registered Office ACI Centre, 245 Tejgaon Industrial Area, Dhaka 1208

### **ATTENDANCE SLIP**

Thereby record my Attendance at the 45 Annual General Meeting being held on Wednesday, 12 December
2018 at 11:00 a.m. at Officers Club, 26 Baily Road, Dhaka.
Name of member/proxy
Registered Folio/ BO ID No
<u> </u>
No. of Shares held:
No. of Shares field.

Signature of Shareholder(s)



### Safety, Health and Environment (SHE) Policy

ACI is committed to conduct all its operations in a manner that is protective of the environment, health and safety of employees, customers and the community. To this end, the company has already obtained ISO 14001 Certification for Environmental Management System. ACI will provide the resources to educate and involve every individual in the Company in achieving this objective. In fulfillment of this commitment, we shall maintain a continuing effort to adhere to the following principles.

#### **Principles**

- 1 We believe that all accidents, incidents and work- related ill health are preventable and with this aim in mind we will manage our businesses. We will deploy adequate resources for the prevention and control of accident.
- 2 We will investigate all workplace accidents and illnesses in order to promptly correct any unsafe conditions or practices, and to prevent repetition of these occurrences.
- We will fully comply with all the national regulations but in addition will set our own stringent internal corporate standards on matters relating to safety, health and the environment, and endeavour to strictly adhere to them.
- We will continue to improve communication and exchange views with employees, employee representatives, customers, contractors, suppliers, neighbours and any other individual or organisation affected by our business.
- 5 We will integrate SHE considerations into business planning and decision-making.
- 6 We will continue to innovate in order to improve our products and processes so that their effects on safety, health and the environment are reduced.
- 7 We will increase shareowners' value through SHE excellence.







