

ACI Formulations Limited

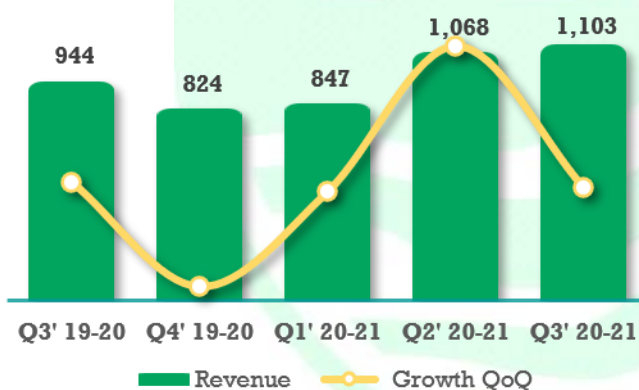
3rd Quarter, FY 2020-21; Business Highlights & Reasons for Significant Deviations

As the group, ACI Formulations Limited has 4 business portfolios which are comprised of CC&PH & Flora, Contract manufacturing activity, Paint and Neem. The total revenue of all business for the 3rd Quarter stood at BDT 1,103 Mn for the FY 2020-21.

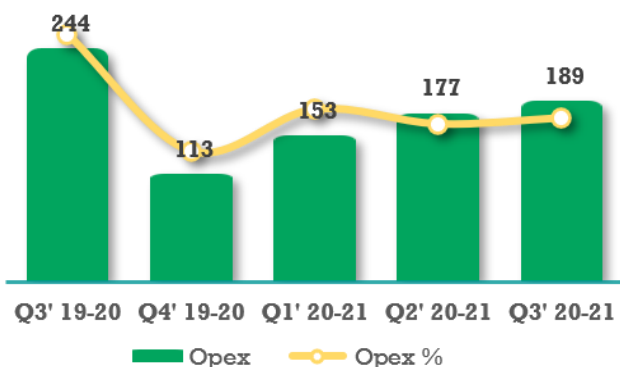
Executive Summary:

BDT Million (Consolidated)	Q3 2020-21	Q3 2019-20	Q2 2020-21	Q-Q SPLY	Q-Q PPTY
Revenue	1,103	944	1,068	17%	3%
Gross Profit	321	343	341	-6%	-6%
OpEx	189	244	177	-23%	7%
OpEx % to revenue	17%	26%	17%		
PBT	96	40	127	142%	-25%
NPAT	70	29	93	139%	-24%
NOCF	69	329	188	-79%	-63%

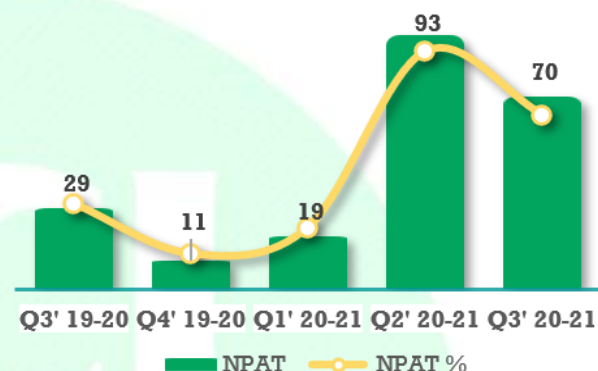
The consolidated revenue of ACI Formulations Limited is BDT 1,103 Mn in the 3rd Quarter of the FY 2020-21 against BDT 944 Mn of the Same Quarter Last Year (SPLY) propelled by higher revenue in CC&PH and Contract Manufacturing activities. Despite the increase in revenue by 17%, Gross Profit (GP) has decreased by 6% from SPLY due to lower margin from Paint business and Contract Manufacturing activities.



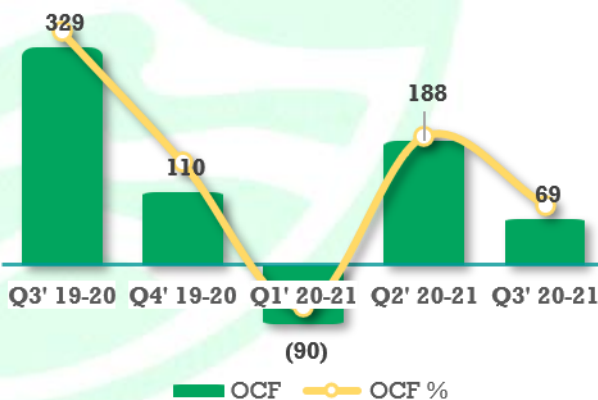
The consolidated operating expenses for the 3rd Quarter is lower than the SPLY by BDT 55 Mn. The decrease in OpEx is mainly for effective control over selling and distribution expenses compared to SPLY.



The consolidated Net Profit After Tax (NPAT) attributable to equity holders for the 3rd Quarter is BDT 70 Mn that is higher than SPLY. The increase in sales and effective control over operating expenses coupled with lower financing cost due to lower interest rate and efficient working capital management led to higher consolidated profit after tax.



In line with the consolidated NPAT for the 3rd Quarter attributable to equity holders consolidated Earnings per Share (EPS) has reached to BDT 1.56 per share from BDT 0.65 per share of SPLY.



Consolidated Net Operating Cash Flow (CNOCF) in the 3rd Quarter of FY 2020-21 is BDT 1.54 per share against BDT 7.32 per share of SPLY with a de-growth of 79% from SPLY. This has happened mostly as a result of stocking up the inventory for meeting future demands.