

# Advanced Chemical Industries Limited

## 2<sup>nd</sup> Quarter, FY 2020-21; Business Highlights & Reasons for Significant Deviations

ACI Limited is the parent of ACI Group and the consolidated key financial information for the 2<sup>nd</sup> Quarter of FY 2020-21 comparing with the Same Quarter Last Year (SQLY) is highlighted below:

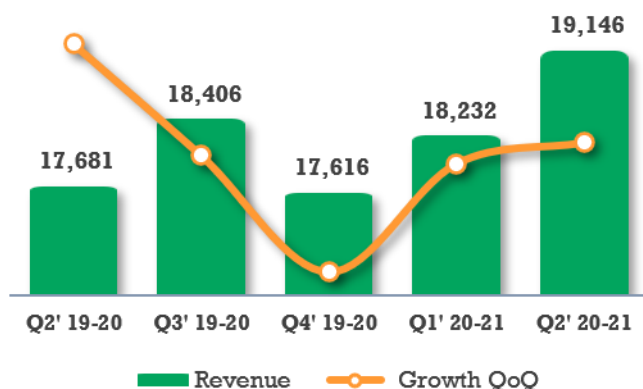
### Executive Summary:

ACI Limited BDT Million	Q2 2020-21	Q2 2019-20	Q1 2020-21	Q-O SQLY	Q-O SOTY
Revenue	6,775	5,751	6,820	18%	-1%
Gross Profit	2,982	2,724	3,118	9%	-4%
OpEx	2,173	2,191	2,238	-1%	-3%
OpEx % to revenue	32%	38%	33%		
PBT	1,144	771	730	48%	57%
NPAT	867	579	521	50%	66%
NOCF	1,202	914	212	32%	468%

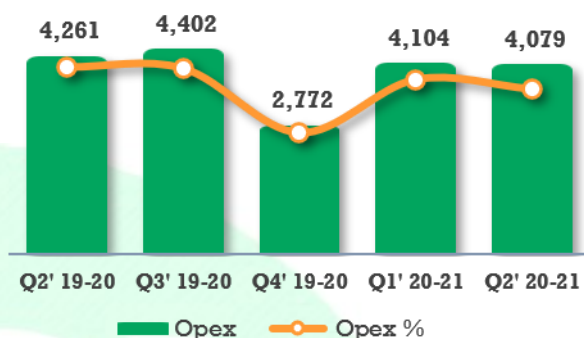
ACI Limited as the stand-alone company has reported revenue of BDT 6,775 Mn for the 2<sup>nd</sup> Quarter of FY 2020-21, a growth of 18% over Same Quarter Last Year (SQLY). The Gross Profit for the 2<sup>nd</sup> Quarter has demonstrated a 9% growth from SQLY. The OpEx has decreased by 1% from SQLY. Both the PBT and NPAT displayed growth of 48% and 50% respectively from SQLY. In addition to that, NOCF has a growth of 32% over SQLY.

ACI Group BDT Million	Q2 2020-21	Q2 2019-20	Q1 2020-21	Q-O SQLY	Q-O POTY
Revenue	19,146	17,681	18,232	8%	5%
Gross Profit	5,438	5,306	5,262	2%	3%
OpEx	4,079	4,261	4,104	-4%	-1%
OpEx % to revenue	21%	24%	23%		
PBT	621	(44)	390	1,515%	59%
NPAT Attributable to Equity holders	104	(401)	97	126%	7%
NOCF	(196)	(969)	(1,731)	80%	89%

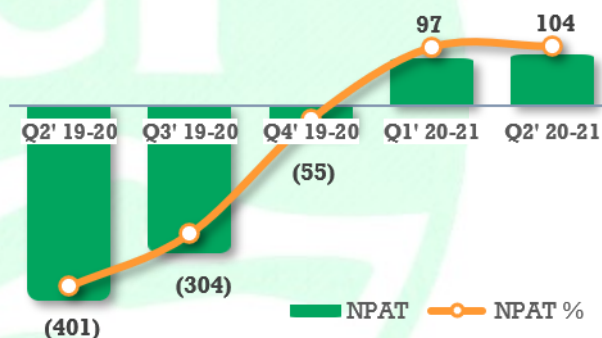
ACI Limited as the group has revenue growth in the 2<sup>nd</sup> Quarter of FY 2020-21. It reported a Revenue of BDT 19,146 Mn for the 2<sup>nd</sup> Quarter of FY 2020-21, a growth of 8% from the SQLY and 5% from Previous Quarter This Year (PQTY). The Consolidated Operating Profit for the 2<sup>nd</sup> Quarter was BDT 1,456 Mn which is higher than SQLY by BDT 320 Mn showing growth of 28% over SQLY.



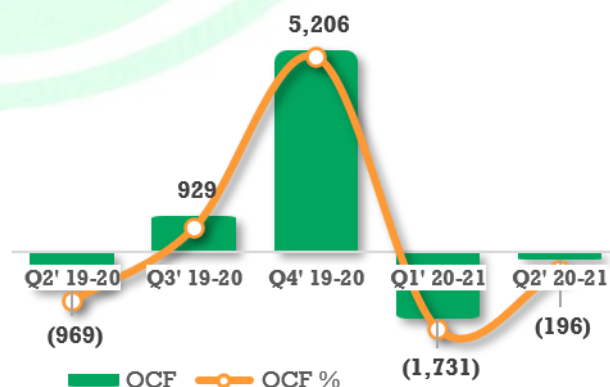
The consolidated operating expenses for the 2<sup>nd</sup> Quarter was BDT 4,079 Mn which is lower than that of SQLY by BDT 182 Mn. The OpEx percentage to Revenue is 21% which was reduced despite the growth of revenue over the SQLY due to improved operating efficiency.



The consolidated Net Profit After Tax (NPAT) attributable to equity holders for the 2<sup>nd</sup> Quarter is BDT 104 Mn improving from SQLY by BDT 505 Mn, a growth of 126% from the SQLY mainly owing to improved efficiency in operations, lower financing cost due to lower interest rate and increased sales & GP.



The consequential results of positive consolidated Profit ultimately generated a consolidated Earnings per Share (EPS) of BDT 1.65 per share which was BDT (6.35) per share in the SQLY.



The consolidated Net Operating Cash Flows (NOCF) for the 2<sup>nd</sup> Quarter was BDT (196) Mn with a negative margin of 1% compared to negative 5% of SQLY mainly due to investing on working capital to facilitate sales growth.