**Third Quarter Report 2014** 

### ACI Formulations Limited Statement of Financial Position

as at 30 September 2014
<u>Unaudited</u>

<u>Unat</u>	<u>uaitea</u>		Figures in '000'
	<u>Notes</u>	<u>30-Sep-14</u> <u>Taka</u>	31-Dec-13 <u>Taka</u>
<u>Assets</u>			
Non-current assets			
Property, plant and equipment			
At cost/revaluation		1,404,402	1,363,150
Less: Accumulated depreciation		180,124	144,624
	5	1,224,278	1,218,526
Capital work-in-progress		11,548	26,283
Investment	6	14,308	2,808
Total non-current assets	-	1,250,134	1,247,617
Current assets		, , -	, ,-
Inventories	7	638,969	573,655
Trade receivables	8	512,936	454,261
Other receivables	O	7,817	7,129
Advances, deposits and prepayments	9	64,105	40,103
Advance income tax	10	99,649	94,366
Inter-company receivables	11	192,720	363,816
Cash and cash equivalents		39,598	118,780
Total current assets		1,555,794	1,652,110
Total assets		2,805,928	2,899,727
Equity and liabilities			
Equity and liabilities			
Shareholders' equity			
Share capital		450,000	450,000
Revaluation surplus		692,960	692,960
Retained earnings		585,667	587,512
Total equity		1,728,627	1,730,472
Non-current liabilities			
Long term liabilities	12	58,731	64,137
Current liabilities			
Bank overdraft		60,020	52,491
Short term bank loan		641,636	757,296
Trade payables		78,219	76,340
Other payables	13	131,033	99,535
Inter-company payables	14	-	3,336
Current tax liability		107,662	116,120
Total current liabilities		1,018,570	1,105,118
Total equity and liabilities		2,805,928	2,899,727

**Shusmita Anis** Managing Director **Sheema Abed Rahman** Company Secretary

Sheama ahad Raliman

### ACI Formulations Limited Statement of Comprehensive Income

for the period of nine months ended on 30 September 2014 <u>Unaudited</u>

#### Figures in '000'

		Jan to Sep 2014	Jan to Sep 2013	Jul to Sep 2014	Jul to Sep 2013
	<u>Notes</u>	Taka	Taka	Taka	Taka
	•				
Revenue	15	2,038,724	1,665,286	685,260	529,295
Cost of sales	16	(1,525,720)	(1,256,853)	(504,204)	(407,481)
Gross profit		513,004	408,433	181,056	121,814
Administrative, selling and distribution expenses	17	(326,149)	(257,075)	(127,565)	(82,959)
Results from operating activities		186,855	151,358	53,491	38,855
Other income		4,784	4,837	1,043	2,001
Financing costs	-	(35,987)	(55,152)	(9,948)	(13,492)
		155,652	101,043	44,586	27,364
Provision for contribution to WPPF	-	(7,783)	(5,052)	(2,229)	(1,368)
Profit before taxation		147,869	95,991	42,357	25,996
Tax expenses		(37,214)	(24,003)	(11,028)	(6,360)
Profit after tax	- -	110,655	71,988	31,329	19,636
Other comprehensive income		-	-	-	-
Total comprehensive income		110,655	71,988	31,329	19,636
Earnings per share (EPS)		2.46	1.60	0.70	0.44

Shusmita Anis Managing Director Sheema Abed Rahman
Company Secretary

Statement of Changes in Equity
for the period of nine months ended on 30 September 2014
Unaudited

#### Figures in '000'

capital Taka	Revaluation surplus Taka	Retained earnings Taka	<u>Total</u> <u>Taka</u>
450,000	692,960	570,781	1,713,741
-	-	71,988	71,988
			-
		71,988	71,988
<u> </u>	<del>-</del>	(112,500)	(112,500)
		(112,500)	(112,500)
450,000	692,960	530,269	1,673,229
450,000	692,960	587,512	1,730,472
- - -	- - -	110,655 - 110,655	110,655 - 110,655
450,000	692,960	(112,500) (112,500) 585,667	(112,500) (112,500) 1,728,627
	Taka 450,000	Taka         Taka           450,000         692,960           -         -           -         -           -         -           -         -           450,000         692,960           -         - <t< td=""><td>Taka         Taka         Taka           450,000         692,960         570,781           -         -         71,988           -         -         71,988           -         -         71,988           -         -         (112,500)           -         -         (112,500)           450,000         692,960         530,269           450,000         692,960         587,512           -         -         110,655           -         -         110,655           -         -         (112,500)           -         (112,500)         (112,500)</td></t<>	Taka         Taka         Taka           450,000         692,960         570,781           -         -         71,988           -         -         71,988           -         -         71,988           -         -         (112,500)           -         -         (112,500)           450,000         692,960         530,269           450,000         692,960         587,512           -         -         110,655           -         -         110,655           -         -         (112,500)           -         (112,500)         (112,500)

Shusmita Anis Managing Director

Amsmite Ains

Sheema Abed Rahman

Sheama ahad Raliman

Company Secretary

### ACI Formulations Limited Statement of cash flows

for the period of nine months ended on 30 September 2014

#### <u>Unaudited</u>

#### Figures in '000'

		Jan to Sep	Jan to Sep
		2014 Taka	2013 Taka
A)	Cash flows from operating activities	Taka	така
A)	Cash received from customers	2,005,012	1,839,428
	Cash received from other income	4,784	4,837
	Oddit tootived from other moonie	2,009,796	1,844,265
	Cash received/(paid) from/(for):	, ,	,- ,
	Purchase of inventories	(1,556,391)	(1,056,242)
	Operating expenses	(269,461)	(241,067)
	Other payables	(2,801)	439
	Advances, deposits and prepayments	(24,002)	(6,499)
	Payment for WPPF	(16,567)	-
	Other receivables	(688)	-
		(1,869,910)	(1,303,369)
	Cash generated from operating activities	139,886	540,896
	Financing costs	(35,987)	(55,152)
	Income tax	(57,618)	(30,945)
		(93,605)	(86,097)
	Net cash inflows/(outflows) from operating activities	46,281	454,799
B)	Cash flows from investing activities		
,	Acquisition of property, plant and equipment	(14,213)	(8,827)
	Investment	(11,500)	(122)
	Payments for capital work-in-progress	(12,304)	(15,902)
	Net cash used in investing activities	(38,017)	(24,851)
C)	Cash flows from financing activities		
C)	Inter-company receivable/payable received/(paid)	127,464	(164,714)
	Dividend paid	(106,780)	(111,688)
	Short term bank loan received/(paid)	(115,660)	(190,615)
	Long term bank loan received/(paid)	-	(2,313)
	Net cash from/(used in) financing activities	(94,976)	(469,330)
D)	Net increase/(decrease) in cash and cash equivalents (A+B+C)	(86,712)	(39,382)
E)	Cash and cash equivalents at 1 January	66,290	6,797
F)	Cash and cash equivalents at 30 September (D+E)	(20,422)	(32,585)
Clos	sing balance represents		
	Cash in hand and at bank	39,598	10,142
	Bank overdraft	(60,020)	(42,727)
		(20,422)	(32,585)

**Shusmita Anis** Managing Director **Sheema Abed Rahman**Company Secretary

Sheens ahad Raliman

### ACI Formulations Limited Consolidated Statement of Financial Position

as at 30 September 2014
<u>Unaudited</u>

onductod		Figures in '000'
		30-Sep-14
	<u>Notes</u>	<u>Taka</u>
<u>Assets</u>		
Non-current assets		
Property, plant and equipment		
At cost/revaluation		1,409,040
Less: Accumulated depreciation		180,490
	5(a)	1,228,550
Dialogical asset	2 (2.)	
Biological asset		5,395
Capital work-in-progress	0(-)	11,547
Investment	6(a)	2,808
Intangible asset		12,383
Total non-current assets		1,260,683
Current assets		
Inventories	7(a)	642,141
Trade receivables	8(a)	514,170
Other receivables		7,967
Advances, deposits and prepayments	9(a)	66,426
Advance income tax		99,649
Inter-company receivables		173,976
Cash and cash equivalents		41,026
Total current assets		1,545,355
Total assets		2,806,038
Equity and liabilities		
Shareholders' equity		
Share capital		450,000
Revaluation surplus		692,960
Retained earnings		585,120
Ç .		1,728,080
Minority Interest		(476)
Total equity		1,727,604
Non-current liabilities		
Long term liabilities	12(a)	58,836
Current liabilities	(/	,
Bank overdraft		60,020
Short term bank loan		641,636
Trade payables		78,345
Other payables		131,689
Obligation under finance lease- current portion		212
Current tax liability		107,696
Total current liabilities		1,019,598
Total equity and liabilities		2,806,038
• •		

**Shusmita Anis** Managing Director

Ausmite Vins

Sheema Abed Rahman

Sheama ahad Raliman

Company Secretary

## ACI Formulations Limited Consolidated Statement of Comprehensive Income

for the period of nine months ended on 30 September 2014 <u>Unaudited</u>

#### Figures in '000'

	<u>Notes</u>	Jan to Sep 2014 Taka	Jan to Sep 2013 Taka
Revenue Cost of sales Gross profit	15(a) 16 (a)	2,041,801 (1,527,918) 513,883	686,578 (505,303) 181,275
Administrative, selling and distribution expenses	17(a)	(327,703)	(127,983)
Results from operating activities		186,180	53,292
Other income Financing costs  Provision for contribution to WPPF Profit before taxation  Tax expenses		4,784 (36,026) 154,938 (7,782) 147,156	1,043 (9,967) 44,368 (2,229) 42,139 (10,656)
Profit after tax		109,926	31,483
Profit after tax		109,920	31,403
Non-controlling interest		182	57
Profit after tax & minority interest		110,108	31,540
Earnings per share (EPS)		2.45	0.70

**Shusmita Anis** Managing Director **Sheema Abed Rahman**Company Secretary

Sheema ahad Raliman

#### **Consolidated Statement of Changes in Equity**

for the period of nine months ended on 30 September 2014 Unaudited

Figures in '000'

<u>Particulars</u>	Paid up capital Taka	Revaluation surplus Taka	Retained earnings Taka	<u>Total</u> <u>Taka</u>	Non- controlling interest Taka	Total equity Taka
Balance as at 31 December 2013	450,000	692,960	587,512	1,730,472	-	1,730,472
Non-controlling interest at acquisition date	-	-	-	-	(294)	(294)
Comprehensive income for the period						
Profit for the period	-	-	110,108	110,108	(182)	109,926
Total other comprehensive income net of tax	-		<u> </u>	-		
Total Comprehensive income for the period	-		110,108	110,108	(182)	109,926
Contribution by and distributions to owners of the Company						
Dividends to owners of the Company	-	-	(112,500)	(112,500)	-	(112,500)
Total contributions by and distributions to owners of the Company	-	-	(112,500)	(112,500)	-	(112,500)
Balance at 30 September 2014	450,000	692,960	585,120	1,728,080	(476)	1,727,604

Shusmita Anis Managing Director

Ausmite Vins

Sheama ahad Rahman Sheema Abed Rahman

Company Secretary

#### **Consolidated Statement of Cash Flows**

for the period of nine months ended on 30 September 2014 <u>Unaudited</u>

#### Figures in '000'

		i igai co iii coc
		Jan to Sep
		2014
		Taka
A)	Cash flows from operating activities	
	Cash received from customers	2,009,064
	Cash received from other income	4,784
		2,013,848
	Cash received/(paid) from/(for):	
	Purchase of inventories	(1,559,025)
	Operating expenses	(270,446)
	Other payables	(2,802)
	Advances, deposits and prepayments	(24,098)
	Payment for WPPF	(16,567)
	Other receivables	(688)
		(1,873,626)
	Cash generated from operating activities	140,222
	Financing costs	(36,026)
	Income tax	(57,618)
		(93,644)
	Net cash inflows/(outflows) from operating activities	46,578
B)	Cash flows from investing activities	(4.4.055)
	Acquisition of property, plant and equipment	(14,255)
	Investment	(11,353)
	Payments for capital work-in-progress	(12,303)
	Net cash used in investing activities	(37,911)
C)	Cash flows from financing activities	
,	Inter-company receivable/payable received/(paid)	128,650
	Dividend paid	(106,780)
	Short term bank loan received/(paid)	(115,820)
	Long term bank loan received/(paid)	-
	Net cash from/(used in) financing activities	(93,950)
D)	Net increase/(decrease) in cash and cash equivalents (A+B+C)	(85,283)
E)	Cash and cash equivalents at 1 January	66,289
F)	Cash and cash equivalents at 30 September (D+E)	(18,994)
Clos	sing balance represents	
J. <b>J</b> .	Cash in hand and at bank	41,026
	Bank overdraft	(60,020)
		(18,994)
		(10,004)

**Shusmita Anis** Managing Director Sheema Abed Rahman Company Secretary

Sheema ahad Raliman

# Notes to the financial statements for the period of nine months ended on 30 September 2014 <u>Unaudited</u>

#### 1. Company profile:

ACI Formulations Limited, a subsidiary of Advanced Chemical Industries Limited, domiciled in Bangladesh. The company's shares are listed with both Dhaka Stock Exchange Limited and Chittagong Stock Exchange Limited. The Principal activities of the company are manufacturing and marketing of a number of agrochemical, consumer brand and paint products.

#### 2. Subsidiaries of ACI Formulations Limited:

ACI Formulations Limited has acquired 75% shares of Neem Laboratories (Pvt.) Ltd, Aloe Organics (Pvt.) Limited and Green Business & Marketing Company (BD) Limited. The effective date of acquisition was 28 February 2014. Neem Laboratories (Pvt.) Ltd is engaged in manufacturing and marketing of herbal products in small scale. On the other hand, the operations of Aloe Organics (Pvt.) Limited and Green Business & Marketing Company (BD) Limited are currently dormant. ACI Formulations Limited through its voting rights controls the operating and financing activities of above three entities.

#### 3. Consolidated Financial statements:

In addition to the separate financial statements, the consolidated financial statements of the company have been prepared and included in this interim financial report as per BFRS 10: Consolidated Financial Statements. In separate Financial Statements, investment in subsidiaries has been carried at cost as per BAS 27: Separate Financial Statements.

#### 4. Selected explanatory notes:

These financial statements have been prepared in line with Accounting Policies as adopted in the preparation of financial statements for the year ended 31 December 2013. This interim financial report includes only those selected explanatory notes as were deemed appropriate for better understanding of unaudited financial statements.

			Figures in '000'
		30- Sep -14 <u>Taka</u>	<u>31-Dec -13</u> <u>Taka</u>
5	Property, plant & equipment at cost/ revaluation:		
	Opening balance	1,363,150	1,327,776
	Addition during the period/year	41,252	35,374
		1,404,402	1,363,150
	Accumulated depreciation at the end of period/year	(180,124)	(144,624)
		1,224,278	1,218,526
5(a)	Consolidated property, plant & equipment at cost/ revaluation	n:	
	Opening balance	1,367,745	
	Addition during the period/year	41,295	<u>.</u>
		1,409,040	
	Accumulated depreciation at the end of period/year	(180,490)	
		1,228,550	_

		<u>30- Sep -14</u> <u>Taka</u>	<u>31-Dec -13</u> <u>Taka</u>
•	Investment		
6.	Investment in term deposit Investment in Shares:	2,733	2,733
	ACI Motors Limited	75	75
	Neem Laboratories (Pvt) Ltd.	3,834	-
	Aloe Organic (Pvt) Ltd.	3,833	-
	Green Business & Marketing Company (BD) Ltd.	3,833	
		14,308	2,808
6(a)	Consolidated investment		
	Investment in term deposit	2,733	
	Investment in Shares- ACI Motors Limited	75	
		2,808	
_			
7.	Inventories	202 127	040.504
	Raw materials	239,437	210,584
	Packing materials	73,044	59,778
	Finished goods	257,484	231,716
	Work-in-process Stock in transit	-	2,421
	Other inventories	60,709 24,263	58,089 22,701
	Other inventories	654,937	585,289
	Provision for slow moving Inventory	(15,968)	(11,634)
	Trovision for slow moving inventory	638,969	573,655
7(a)	Consolidated inventories		
(,	Raw materials	240,579	
	Packing materials	74,404	
	Finished goods	258,087	
	Work-in-process	67	
	Stock in transit	60,709	
	Other inventories	24,263	
		658,109	
	Provision for slow moving Inventory	(15,968)	
		642,141	
8.	Trade receivables		
	Receivables due over six months	193,381	165,052
	Receivables due below six months	416,267	370,871
	Do Stor to to 10 10 110	609,648	535,923
	Provision for doubtful debts	(96,712)	(81,662)
0(-)	One of the Late Late and Souther	512,936	454,261
8(a).	Consolidated Trade receivables	400 004	
	Receivables due over six months	193,381	
	Receivables due below six months	417,501	
	Provision for doubtful debts	610,882	
	FTOVISION TO LOUDING DEDIS	(96,712) 514,170	
		314,170	

9.	Advances, deposits & prepayments	30- Sep -14	31-Dec -13
		<u>Taka</u>	<u>Taka</u>
	Advance to suppliers	27,435	23,366
	Staff advances	2,925	5,305
	Bank guarantee margin	13,832	1,064
	VAT current account	7,160	1,556
	Security money and tender deposits	11,673	5,972
	Prepayments	1,080	2,840
		64,105	40,103
9(a).	Consolidated advances, deposits & prepayments		
	Advance to suppliers	28,962	
	Staff advances	2,925	
	Bank guarantee margin	13,832	
	VAT current account	7,160	
	Security money and tender deposits	11,673	
	Prepayments	1,874	
		66,426	
10.	Advance income tax		
	Balance as at 1st January	94,366	47,849
	Paid during the period/year	57,618	46,517
		151,984	94,366
	Adjustment during the period/year	(52,335)	
		99,649	94,366
11.	Inter-company receivables		
	Advanced Chemical Industries Limited	173,976	363,816
	Neem Laboratories (Pvt) Ltd.	18,744	-
		192,720	363,816
12.	Long term liabilities		
	Staff gratuity provision	8,434	7,178
	Other long term liabilities	3,810	3,810
	Deferred tax liabilities	46,487	53,149
		58,731	64,137
12(a)	Consolidated Long term liabilities		
( )	Staff gratuity provision	8,434	
	Other long term liabilities	3,810	
	Obligation under lease finance	105	
	Deferred tax liabilities	46,487	
		58,836	
13.	Other payables		
	Creditor for expenses	97,804	67,229
	Interest payable	7,629	3,639
	Unpaid dividend	12,565	6,846
	Security money payable	1,377	1,175
	Withholding tax and VAT	924	1,127
	Provision for workers' profit participation fund	10,734	19,519
		131,033	99,535
		·—	

		30-Sep-14 <u>Taka</u>	31-Dec -13 Taka
14.	Inter-company payables		
	Premiaflex Plastics Limited		3,336
			3,336
		<u>Jan-Sep 14</u> <u>Taka</u>	Jan- Sep 13 <u>Taka</u>
15.	Revenue		
	Crop Care & Public Health	1,080,280	817,581
	Mosquito Coil	588,126	503,726
	Aerosol	331,239	343,979
	Paint	39,079	
		2,038,724	1,665,286
15(a).	Consolidated revenue		
	Crop Care & Public Health	1,080,280	
	Mosquito Coil	588,126	
	Aerosol	331,239	
	Paint & others	42,156	
		2,041,801	
16.	Cost of sales		
	Opening stock	504,500	601,970
	Purchase	1,447,021	969,929
		1,951,521	1,571,899
	Closing stock	(569,967)	(448,324)
		1,381,554	1,123,575
	Manufacturing expenses	144,166	133,278
		1,525,720	1,256,853
16(a).	Consolidated cost of sales		
	Opening stock	507,043	
	Purchase	1,447,419	
		1,954,462	
	Closing stock	(571,236)	
		1,383,226	
	Manufacturing expenses	144,692	
47		1,527,918	
17	Administrative, selling and distribution exp.	00.704	22.222
	Administrative expenses	86,784	80,326
	Distribution expenses	28,452	24,974
	Selling expenses	210,913	151,775
		326,149	257,075
17(a).	Consolidated administrative, selling and distribution exp.		
• •	Administrative expenses	87,302	
	Distribution expenses	28,970	
	Selling expenses	211,431	
		327,703	

#### 18. Segment reporting

The Company has three reportable segments, as described below, which are the Company's strategic divisions. The strategic divisions offer different products and services, and are managed separately because they require different technology and marketing strategies. For each of the strategic divisions, the Company's CEO reviews internal management reports at least on a quarterly basis. The following summary describes the operations in each of the Company's reportable segments:

Crop Care and Public Health (CC & PH)

To manufacture and sell crop care and public health products.

Mosquito Coil (M Coil)

To manufacture and sell mosquito coil products

Aerosol

To manufacture and sell aerosol and air freshener products.

	CC &PH		M Coil		Aerosol		Unallocated		Total	
Particulars	Period ended on									
	30-Sep-14	30-Sep-13								
	<u>Taka</u>	<u>Taka</u>								
Segment revenue:										
External revenues	1,080,280	817,581	-	-	-	-	42,156	-	1,122,436	817,581
Inter-segment revenues	· · · -	· -	588,126	503,726	331,239	343,979	· -	-	919,365	847,705
Total revenue	1,080,280	817,581	588,126	503,726	331,239	343,979	42,156	-	2,041,801	1,665,286
Financing costs	(26,795)	(48,685)	(3,355)	(3,012)	(2,958)	(3,456)	(2,908)	-	(36,016)	(55,153)
Depreciation	(17,295)	(17,129)	(14,559)	(15,989)	(3,800)	(3,278)	(17)	-	(35,671)	(36,396)
Cost of sales excluding depreciation	(652,463)	(474,976)	(516,438)	(437,413)	(296,424)	(310,007)	(29,771)		(1,495,096)	(1,222,396)
Administrative, selling and distribution expenses excluding depreciation	(255,825)	(210,373)	(28,111)	(26,485)	(18,197)	(18,277)	(22,768)	-	(324,901)	(255,135)
Other income /(expense)	2,832	2,664	1	1	1,951	2,172		-	4,784	4,837
Profit before tax	124,197	65,628	24,381	19,786	11,220	10,576	(12,643)	-	147,156	95,991

807,787

97,923

253,933

88,122

227,790

104,614

150,779

342,703

738,297

166,734

19. Figures have been rounded off to the nearest '000' Taka and previous period's figures have been rearranged to conform to current period's presentation.

1,504,802

255,819

1,663,028

480,876

Shusmita Anis Managing Director

Reportable segment assets

Reportable segment liabilities

Sheema Abed Rahman Company Secretary

Shooms ahad Rahman

56,784

465,578

2,806,037

1,078,435

2,597,163

923,934

Figures in '000'