

RESULT ANNOUNCEMENT Q1 2021-22 (1st Jul 2021 - 30th Sep 2021)

Attachment 1A

SUMMARY OF FINANCIAL RESULTS (Q1 2021-22)

US\$ in mn

BALANCE SHEET	AS ON 30.09.21	AS ON 30.09.20
Assets		
Non - Current Assets		
Long term advance	92.96	51.95
Property Plant and Equipment	0.07	0.08
Patent	80.00	80.00
Total Non-current Assets	173.03	132.03
Current Assets		
Cash on Hand and at Banks	1.12	0.16
Deposits	0.26	
Accounts Receivable	547.54	497.67
Inventory	101.54	88.40
Total Current Assets	650.45	586.23
TOTAL ASSETS	823.48	718.26
LIABILITIES		
Current Liabilities		
Accounts Payable	456.70	410.83
Other Payables & Provisions	3.30	---
Total Current Liabilities	460.00	410.83
TOTAL LIABILITIES	460.00	410.83
Shareholders' Equity		
Share Capital	75.00	75.00
Retained Earnings	288.48	232.43
Total Shareholders' Equity	363.48	307.43
TOTAL LIABILITIES	823.48	718.26

Dubai, United Arab Emirates Dec 30, 2021 ([IssueWire.com](https://www.issuewire.com)) - RESULT ANNOUNCEMENT

Q1 2021-22

“Motivation is the catalyzing ingredient for Every successful innovation”

“To be successful, you have to have your heart -in your business, and Your business in your heart”

Beaufond Plc Reports 12.53 % increase in Revenue to USD 389.66 million for the first quarter of 2021-22 against USD 346.28million to the corresponding period of last year

PERFORMANCE HIGHLIGHT:

- **EBITDA growth continued to be rising of 3.85 % for the 1st quarter 2021-22 against corresponding to the same period of last year. The Pharma segment continues to be the biggest driver of top and bottom line growth.**
- **Company revenues increased 12.53 % in Q1 2021-22 against Q1 of 2020-21, supported by International Trade of pharma products which are the major contributor to the total revenue.**
- **Company’s net profit increased 3.33 % in Q1 comparing last year Q1. Net income for the period in actual is US\$ 18.25 mn.**
- **Beaufond’s net worth increased from USD 307.43 mn (Q1 2020-21) to USD 363.49 mn in Q1 2021-22 – nearly 18.24 % increase.**
- **The Current Ratio recorded for the quarter is 1.41 which is at par with the trading and distribution business companies**
- **The Liquidity Ratio of Q1 (2021-22) is 1.19 which shows its ability to pay off its current debt obligations.**
- **The increase in Net profitability ratio showed a mark of 4.69 % in the first quarter ending 30.09.2021.**

STATEMENT FROM MANAGING DIRECTOR:

We are encouraged by our first quarter results as our disciplined growth strategies continue to deliver strong underlying performance. We ended the first quarter this year on robust footing as we reported growth in EBITDA and remain focused on quality new opportunities across our core markets in UAE, India, Honk Hong, China, the Middle East, Taiwan and the United States where we continue to see attractive business counterparts. We have also further strengthened our leading position across all market sectors as we added an array of business projects in segments including API in pharma

particularly therapeutic segments.

The current ratio is 1.41 as on 30.09.2021 which is well above level of corresponding trading companies' ratio and shows the company's efficiency to meet its financial / liquidity obligation. As the sales of the Trading operation is increasing trend, it is more capable that the company is of paying its obligations, as it has a larger proportion of asset value relative to the value of its liabilities. The TOL/TNW Ratio for the first quarter of 2021-22 increased marginally to 1.26 from 1.34 of the same quarter of last year which is very well above the industrial average.

As a result of our growth, good performance and continuing financial stability, your Board intends to retain its dividend payment policy of distributing a dividend of 10%. Therefore, the Board has approved the same as interim dividend to all shareholders @10% of paid up equity capital.

I assure to all of our consumers that the businesses are gaining strong traction even in the pandemic period, reflecting our customer obsession and investments in best-in class trade platforms. International market provides exciting opportunities to scale-up these businesses and maximize long-term shareholder value in the coming years.

In summary, we continue to see the future with optimism and feel that Beaufond remains ideally positioned to capitalize on growth opportunities in its key markets. Moreover, I remain confident that we have the right team in place to continue to build out what has proven to be the leading international business out of the globe.

Sachin Saini

Managing Direct & CEO

Beaufond Plc achieved the consolidated revenue US\$ 389.66 mn during the Quarter ending 30.09.2021 with a remarkable increase of 12.53 % growth comparing the last year first quarter result of USD 346.28 mn.

The gross profit is on increase in trend and as on 30.09.2021 it is 13.48 % - in term of actual it is USD 29.31mn for 2021-22 against the actuals of USD 25.83 mn in 2020-21. It is a popular tool to evaluate the operational performance of the business which indicates the company's financial health. Here it tells investors how much gross profit every dollar of revenue Beaufond Plc is earning.

The company earned a net profit of USD 18.25 mn for the period from 01.07.2021- 30.09.2021 and recording higher profit growth of 3.33 % which clearly direct that the company is more efficient at converting sales into actual profit.

During the first quarter year of 2021-22, the net worth of company increased to USD 363.48 mn against the same of last year shows the result of USD 307.43 mn with an increase of 18.23%.

These financial results are an impressive testament to the achievements of our management and staff. The Directors are optimistic about the prospects for the ensuing year and expect to improve the performance of the Company.

Board of Directors

The board is headed by Mr. Sachin Saini, Managing Director of the company as Chairman supported by

with 4 independent directors – Mr. John Oppermann, Ms. Sangeeta Lakhi, Mr. Chelven Chengabroyan and Ms. Constance Mabhande.

About the Company:

Beaufond Plc is a multi-product, multi market, multi-location and multi-segment International Distribution and Trading Company that focus on essentials for the society and has evolved into a market-leading international business, with operations across six continents, and businesses that touch the lives of millions across the globe. Our Innovation Centre, today, is home to world-class R&D capabilities.

The Company's business model is into three verticals:

- **Chemical and Medical Consumables.**
- **IT and Multimedia.**
- **Other Merchandise.**

The company has a vertically integrated business model with research and development, marketing and distribution capabilities, with respect to certain finished dosage forms. Beaufond believes that this helps the company in moving up the value chain, control business expenses, reduce dependency on third parties and strengthen its position as a quality 'branded' trading company, while the research and development team provides additional support for the integrated business model. Beaufond believes that focusing on the markets and customers' segments enables to achieve a superior return by taking on sound credit risk

Beaufond Plc ensures that focusing on the markets and customers' segments enables to achieve a superior return by taking on sound strategic decisions. The company has the vision that placed the greater good of society at par with business growth, put into practice pioneering social initiatives that changed the way responsible business was run and brought into the Company a strong social conscience and is to be a global Trading and distributing company that provides the best products and services to its customers and creates a business environment that is appreciated and valued by its customers, employees and stakeholders.

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SUMMARY OF FINANCIAL RESULTS (continued)

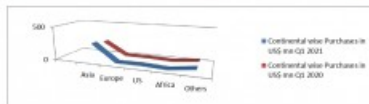
Attachment 1B

Particulars	US\$ in mn	
	For the period from 01.07.2021 to 30.09.2021	For the period from 01.07.2020 to 30.09.2020
Revenue	389.44	346.26
Cost of Sales	340.25	320.45
Gross Profit	29.21	25.83
Less:		
Administrative & Selling Expenses	10.59	7.90
Depreciation	0.00	0.00
Finance Charges	0.37	0.26
Interest	0.10	0.00
Total Costs	11.06	8.16
Net profit	18.25	17.67

Continental-wise Purchases

US\$ in mn

Continent	01.07.2021 to 30.09.2021	01.07.2020 to 30.09.2020
Asia	270.44	217.42
Europe	13.63	15.94
US	17.74	15.43
Africa	2.01	2.23
Others	54.07	43.69
Total	357.99	294.93



SUMMARY OF FINANCIAL RESULTS (continued)

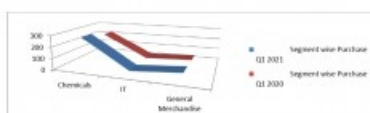
Attachment 1C

Continental-wise Sales	US\$ in mn	
	01.07.2021 to 30.09.2021	01.07.2020 to 30.09.2020
Continent	214.67	199.89
Asia	214.67	199.89
Europe	35.52	20.47
US	19.21	17.44
Africa	72.94	55.29
Others	47.30	52.99
Total	389.44	346.26



Segment-wise Purchases (US\$ in mn)

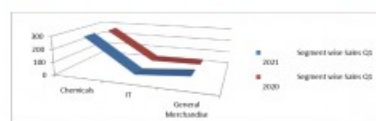
Segment	01.07.2021 to 30.09.2021	01.07.2020 to 30.09.2020
Chemicals	274.95	228.45
IT	24.54	23.09
General Merchandise	58.50	43.39
Total	357.99	294.93



SUMMARY OF FINANCIAL RESULTS (continued)

Attachment 1D

Segment-wise Sales	US\$ in mn	
	01.07.2021 to 30.09.2021	01.07.2020 to 30.09.2020
Segment	288.47	270.94
Chemicals	288.47	270.94
IT	33.41	35.51
General Merchandise	47.30	39.83
Total	389.44	346.26



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Source : BEAUFOND PLC - PUBLIC LIMITED COMPANY

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