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கைத்தொழில் மற்றும் தொழில் முயற்சியாண்மை அபிவிருத்தி அமைச்சு  
MINISTRY OF INDUSTRY AND ENTREPRENEURSHIP DEVELOPMENT



# BCC Lanka Limited

## Performance Analysis Report

# **BCC LANKA LIMITED**

## **01.Introduction**

Bcc Lanka limited was incorporated as a limited liability public company in 1988 and was transformed in to a public corporation and state owned enterprise under public Act. No- 23 of 1987 with a share capital of 10,000,000 shares held by the General treasury.

BCC Lanka is a state-controlled consumer product supplier. The company's core business is the production, sale and distribution of locally produced edible coconut oil and soap, detergents, disinfectants and other soap - based product.

### **Main Activities of the Company**

- Manufacturing of coconut oil
- Manufacturing of laundry & toilet soap
- Manufacturing of disinfectants & detergents
- Distributing products under the name of “BCC” to the local market through agents who were appointed by the company.
- Direct sales to Modern Trade businesses through agreements and competitive bidding procedures
- Rent out office and storage spaces which are owned by BCC Lanka Ltd.

The main production facilities of BCC Lanka Ltd comprises a Soap Factory, Coconut Oil Refinery. A brief description of products manufactured by these plants are given below.

### **1. Soap Factory**

The Soap Factory Produces laundry soap, toilet soap, and disinfectants and detergents. The products with their brand names are given below.

- 1) Toilet Soap – Sandal Wood, Suvendra Floral, Suvendra Herbal, Health Joy
- 2) Laundry Soap – Sovereign Bar, Snow- wite
- 3) Disinfectants – Pynol, Toilet Bowl Cleaner
- 4) Detergents – Dish Wash Liquid , Dish wash powder, Snow- wite care detergent Liquid
- 5) Air Fresheners

### **2. Refinery Products**

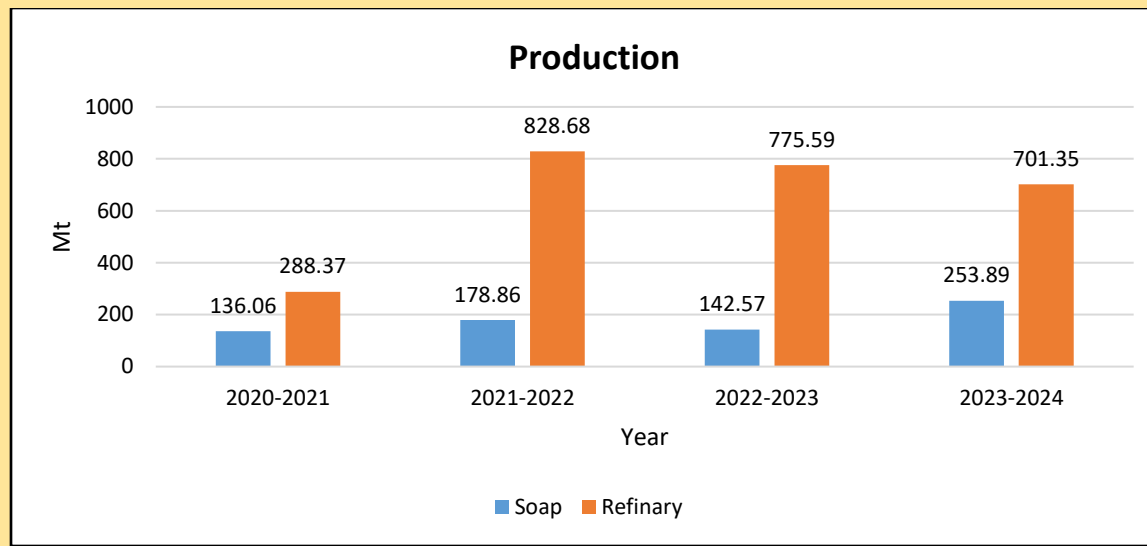
The Refinery produces Coconut Oil under the brand names of White Coconut Oil and Cooks Joy. These products are marketed in following container

Cooks Joy - 500ml, 01ltr, 05ltr, 20ltr

White Oil - 500ml,01ltr, 05ltr, 20ltr

## 01.Production Qty (2021-2024)

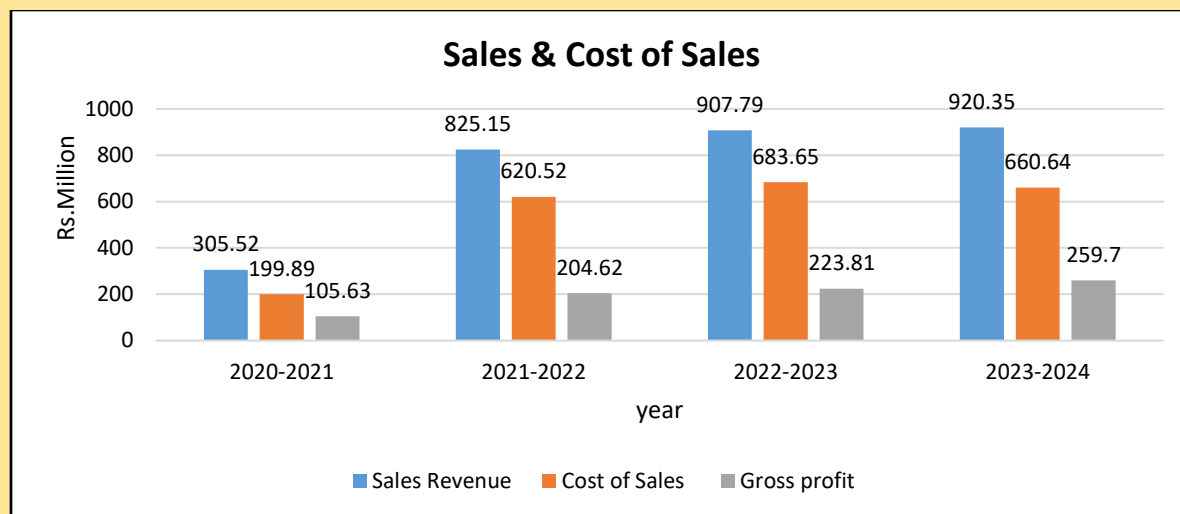
Description( MT )	2020-2021	2021-2022	2022-2023	2023-2024
Soap	136.06	178.86	142.57	253.89
Refinery	288.37	828.68	775.59	701.35



Graph 01 shows that Bcc Lanka Limited has increase in coconut oil & soap production within the time period from 2021 to 2024.

## 02.Sales & Cost of Sales (2021-2024)

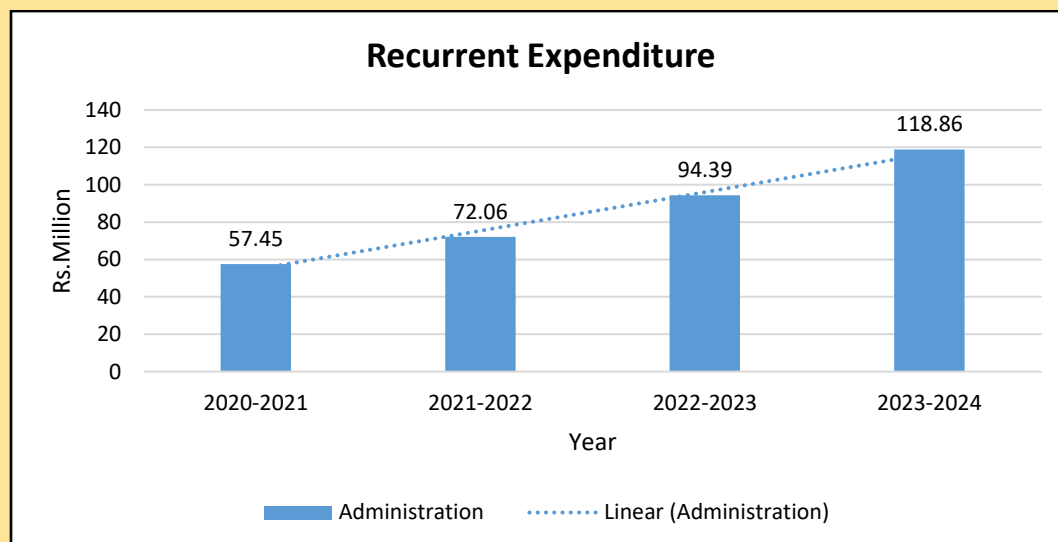
Description ( Rs. Million)	2020-2021	2021-2022	2022-2023	2023-2024
Sales Revenue	305.52	825.15	907.79	920.35
Cost of Sales	199.89	620.52	683.65	660.64
Gross Profit	105.63	204.62	223.81	259.70



Sale revenue of BCC Lanka has increased continuously from the year 2021-2024 as per the graph No.02. Graph shows rapid growth. Of gross profit from the year 2021-2024

### 03.Recurrent Expenditure (2021-2024)

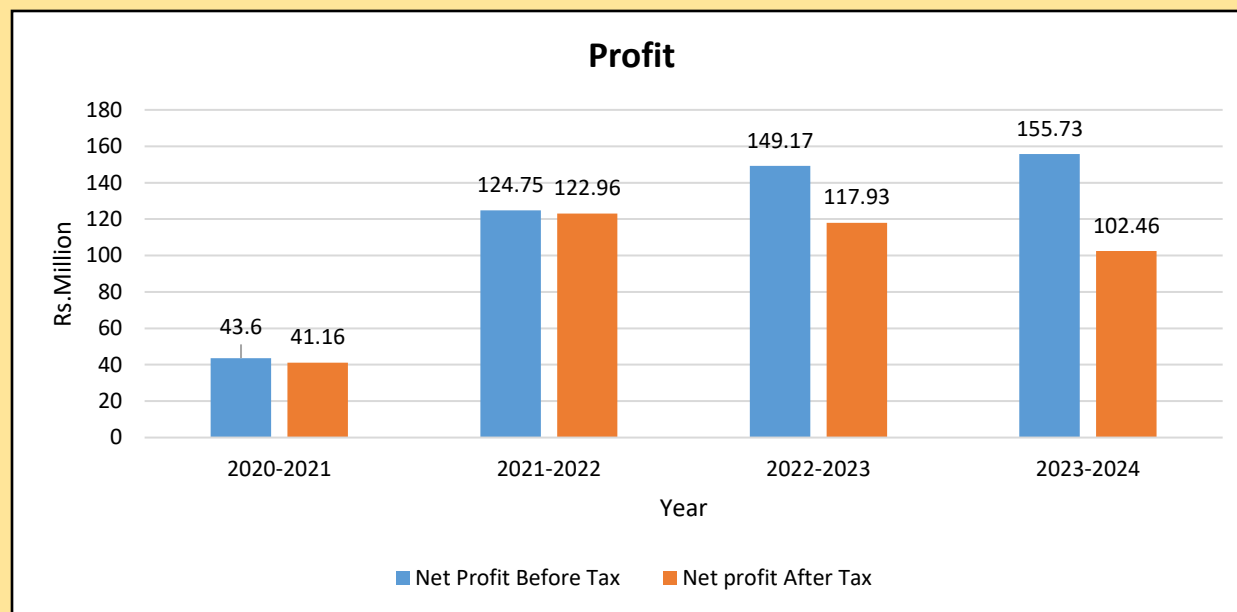
Description ( Rs. Million )	2020-2021	2021-2022	2022-2023	2023-2024
Administration	57.45	72.06	94.39	118.86



According to the graph 03, recurrent expenditure has continuously increased from the year 2021-to 2024.

#### 04.Net Profit before Tax & Net profit After Tax ( 2021-2024)

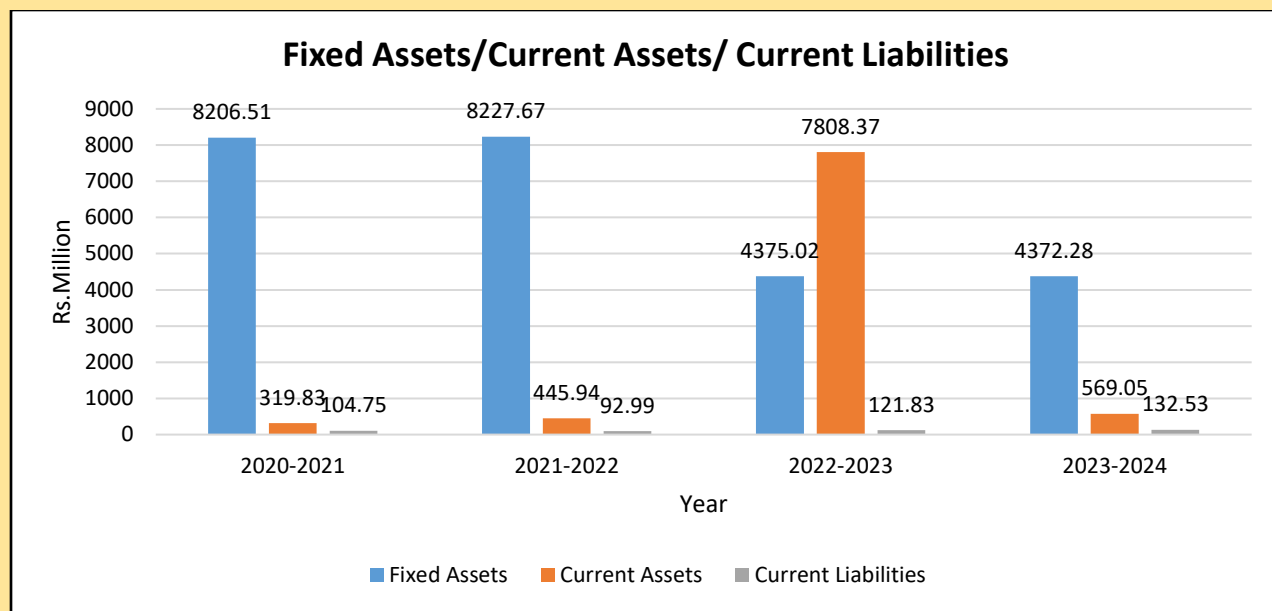
Description( Rs. Million )	2020-2021	2021-2022	2022-2023	2023-2024
Net Profit Before Tax	43.6	124.75	149.17	155.73
Net Profit After Tax	41.16	122.96	117.93	102.46



According to the graph 04 net profit before tax has continuously increased from the year 2021-2024.

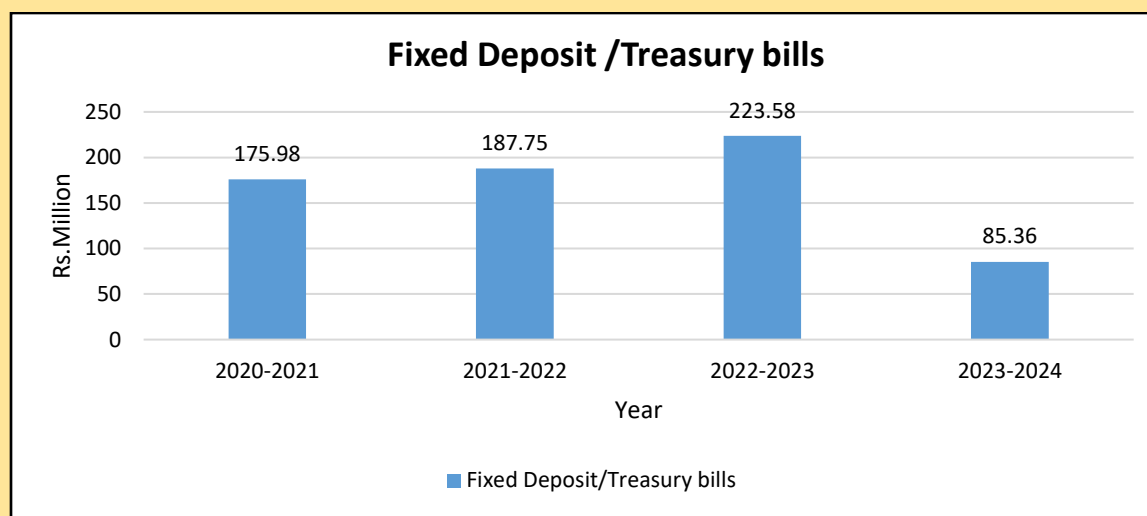
#### 05.Fixed Assets/ Current Assets/ Current Liabilities (2021-2024)

Description ( Rs. Million )	2020-2021	2021-2022	2022-2023	2023-2024
Fixed Assets	8206.51	8227.67	4375.02	4372.28
Current Assets	319.83	445.94	7808.37	569.05
Current Liabilities	104.75	92.99	121.83	132.53



#### 06.Fixed Deposit / Treasury bills (2021-2024 )

Description ( Rs. Million )	2020-2021	2021-2022	2022-2023	2023-2024
Fixed Assets / Treasury bills	175.98	187.75	223.58	85.36



## **Observation and Recommendations**

- ❖ With the massive concern of the composition of nutrients and chemical content of coconut oil, demand for BCC edible oil products increased noticeably in the past years.
- ❖ In terms of soap products market share, the BCC goodwill shows somewhat useful in capturing the market.
- ❖ By taking the advantage of trustworthiness of BCC brand name, the company has huge opportunity of gaining high profits thus necessary actions have to take to achieve profitability.
- ❖ With the advance of BCC goodwill, company have try to explore new markets with value added products which will lead to gain better profitability and stability in future.