



**ACI GROUP**

# ACI Group Overview



## Revenue

\$ **1.06** Bn



**20%** Growth Rate

Fiscal year 2021-22

## Human Resource

**25,000+**



across multiple functions  
dedicated to serving for the  
humanity

## Export Operations

**70+** countries

Pharmaceuticals, Shrimp,  
Foods, Plastics, Crop Care  
products



## Products

**5,000+**

5K+ Products are  
Marketed Presently in  
Bangladesh



## National Exchequer



USD **163** Mn

contributed to the National  
Exchequer

Fiscal year 2021-22

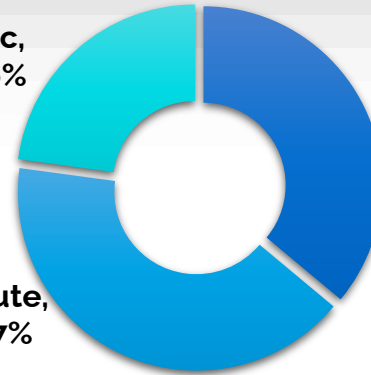
Exchange Rate 1 USD= 91.23 BDT

## Shareholding of ACI Ltd.

Public,  
22.86%

Sponsors  
&  
Directors  
, 36.07%

Institute,  
41.07%



As on 30<sup>th</sup> April, 2023  
DSE Website



ACI Limited was listed with DSE in  
1994 (ICI in 1976) and ACI  
Formulations Limited in 2008.

## Values

- ✓ Quality
- ✓ Customer Focus
- ✓ Innovation
- ✓ Fairness
- ✓ Transparency
- ✓ Continuous Improvement



## ACI's Credit Rating

Long-term: **AA-**  
Short-term: **ST2**

**CIRISL**

Credit Rating Information and Services Limited  
Setting global standard at national level

# ACI Journey: Corporate History and Milestones



**1968**  
Established as the subsidiary  
of Imperial Chemical Industries (ICI)

**1973**

Incorporated in Bangladesh as ICI  
Bangladesh Manufacturers Limited

**1992**

ICI PLC divested its shares to local management, ACI  
Limited came into existence



**1992**

Starting operation as ACI in  
Bangladesh with  
**Pharmaceutical** and  
**Consumer Brands** business

**1994**

ACI Limited  
listed with  
DSE

**1998**

Launch of  
**ACI Seeds**  
business

**2001**

Setup of **ACI  
International  
Distribution line**  
with Colgate &  
Palmolive as sole  
distributor in  
Bangladesh

**2005**

Launch of **ACI  
Salt** - #1  
vacuum  
evaporated salt  
in Bangladesh

**2007**

Launch of-  
• Fertilizer  
• Agri Machineries  
• Animal Health  
• Packaged Foods  
• Electrical  
• Creatives & Media  
Management



**2008**

- Launch of **Shwapno** – The largest retail chain in Bangladesh.
- Launch of **Flour processing business**
- Launch of **Savlon Freedom** sanitary napkin

**2009**

- Launch of **Premiaflex**-Plastic Packaging line.
- Launch of **Electronics** business with sole distributorship of Panasonic in Bangladesh.



**2013**

- ACI HealthCare USA, Inc incorporated in USA
- Launch of **Paints business** – in partnership with AkzoNobel



**2014**

Launch of  
**Edible Oil**  
business



**2016**

- **Yamaha**
- **Rice**
- **Biotech**



**2017**

- Launch of **Baby Hygiene** business.
- Partnership with **Fonterra** as sole distributor in Bangladesh



**2018**

- Launch of
- **Premio Plastics** - consumer plastics line
  - **Co-Ro**
  - **Foton**



**2019**

- Launch of-
- Pulse
  - Seafood
  - Animal Genetics
  - Marine & Riverine



**2020**

- **Yamaha Factory**
- **ACI Motors Ltd.** Equity Partnership with **FMO**

**2022**

- HealthCare **USA FDA** Approval
- Incorporated **ACI AgroChem Limited**

## Agribusinesses

The largest agricultural integrator in the country

Crop Care and Public Health

Animal Care

Fertilizer

Animal Biologics

Animal Genetics

Farm Machineries

Flora

Seeds

Motors

Shrimp

Infrastructure Development

## Consumer Brands

Conquering the heart of the consumers with leading brands

Antiseptics

Pest Control

Home Care

Personal Care

Hygiene Products

Commodity Foods

Ready Snacks

Cooking Solutions

Mobile

Juice

Electrical

Electronics

Paints

## Pharmaceuticals

Leading pharmaceutical producing 28 therapeutic classes of medicine

Pharmaceuticals

Health Care

Biotech

## Retail Chain

The largest modern trade network in the country

Retail Chain (**Shwapno**)

E-commerce



# ACI GROUP

at a glance

Mutual Trust Bank Ltd.

Pioneer Insurance Co. Ltd.

### Sponsored Organizations

ACI -CORO JV

ACI Godrej Agrovat Pvt. Ltd.

### Joint Ventures

Chemicals Trading

Creative Communications

IT Export (Infolytics)

Packaging (Premiaflex)

### Other Businesses

Pharmaceuticals

Formulations

Electrical Factory

Flour Mill

Foods Factory

Salt Factory

Tea Processing

Rice Processing

Agro Veterinary Factory

Sanitary Napkin/Diaper Factory

Premiaflex Plastics Factory

### Manufacturing Units

# Financials

## Since 1992

ACI has grown 270 times through innovation, strategic expansion and improving the life of the people of Bangladesh.

ACI is committed to continue its growth momentum in coming years given its strong market position, diversified product portfolio, and focus on innovation and strategic partnerships

### Revenue

**\$1.06 Billion**

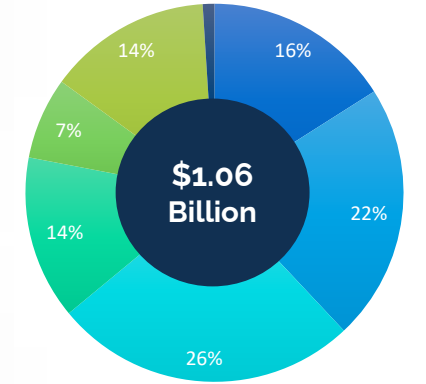
Revenue for Fiscal Year – 2021 – 2022

### Growth

**20%**

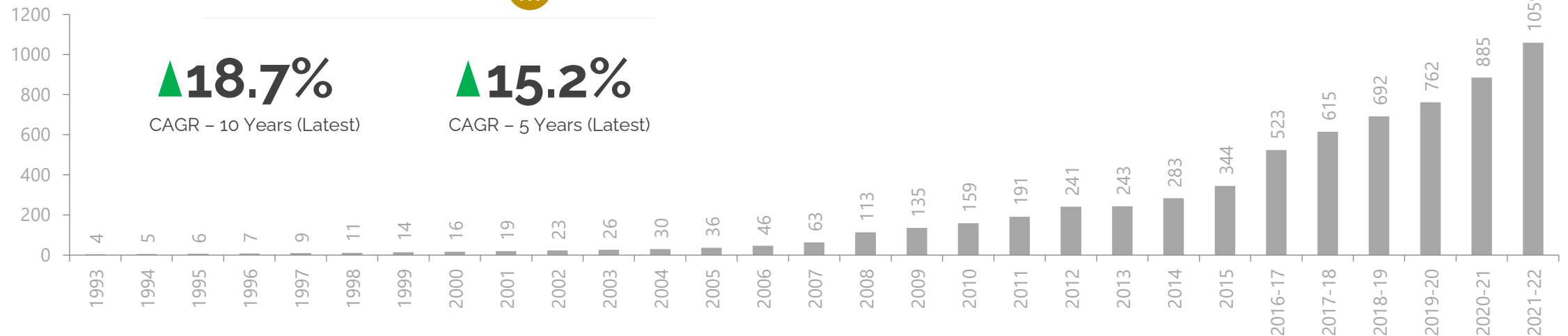
Topline Growth in FY 2021-22

### Portfolio Contribution FY 21-22 (\$M)



- Healthcare
- Agri Inputs
- Consumer Brands
- Mobility
- Plastics & Packaging
- Retail Chain
- JV & Others

### Revenue Trend (\$ Million)



Exchange Rate 1 USD= 91.23 BDT





## Our Mission

ACI's Mission is to enrich the quality of life of the people through responsible application of knowledge, technology and skills. ACI is committed to the pursuit of excellence through world-class products, innovative processes and empowered employees, to provide the highest level of satisfaction to our customers

## Our Vision

- Provide products and services of high and consistent quality, ensuring value for money to our customers
- Promote an environment for learning and personal growth
- Endeavour to attain a position of leadership in each category of our businesses
- Develop our employees by encouraging empowerment and rewarding innovation
- Promote inclusive growth by encouraging and assisting our distributors and suppliers in improving efficiency
- High level of productivity in all our operations through effective utilization of resources & adoption of appropriate technology
- Ensure superior return on investment through judicious use of resources and efficient operations, utilizing our core competencies

## Recognitions



### Public Listing

ACI Limited was listed with DSE in 1994 (ICI in 1976) and ACI Formulations Limited in 2008.



### ISO Certifications

First company in Bangladesh receiving ISO 9001 since 1995, ISO 14001 Certification since 1996



### UN Global Compact

Member of UN Global Compact Since 2003



### Founding Member Global Growth Companies

Founding member of Community of Global Growth Companies by World Economic Forum



### Enterprise of the Year

ACI became "Enterprise of the Year" in 2011



### Bangabandhu Jatiyo Krishi Puroshkar-1424

ACI Chairman awarded BKJP for ACI Motors



### National Fisheries Medal-2022

Prime Minister awarded Gold Medal to ACI Agrolink for Shrimp Processing & Export



### GLOBAL G.A.P. Certification

ACI's Shwapno became the first retailer from South East Asia to get the GLOBAL G.A.P. certification



# Pharmaceuticals

**ACI Pharmaceuticals** is a renowned Pharmaceutical company in Bangladesh with leadership in many therapeutical classes.



384

MOLECULES



589

FORMULAITONS



356

BRANDS

Solution Range



ANTI ULCERANT



CARDIOVASCULAR



ANTI-ASTHMATICS



CNS



ANTI-INFECTIVES



ANTI-DIABETICS



ANTIBIOTICS

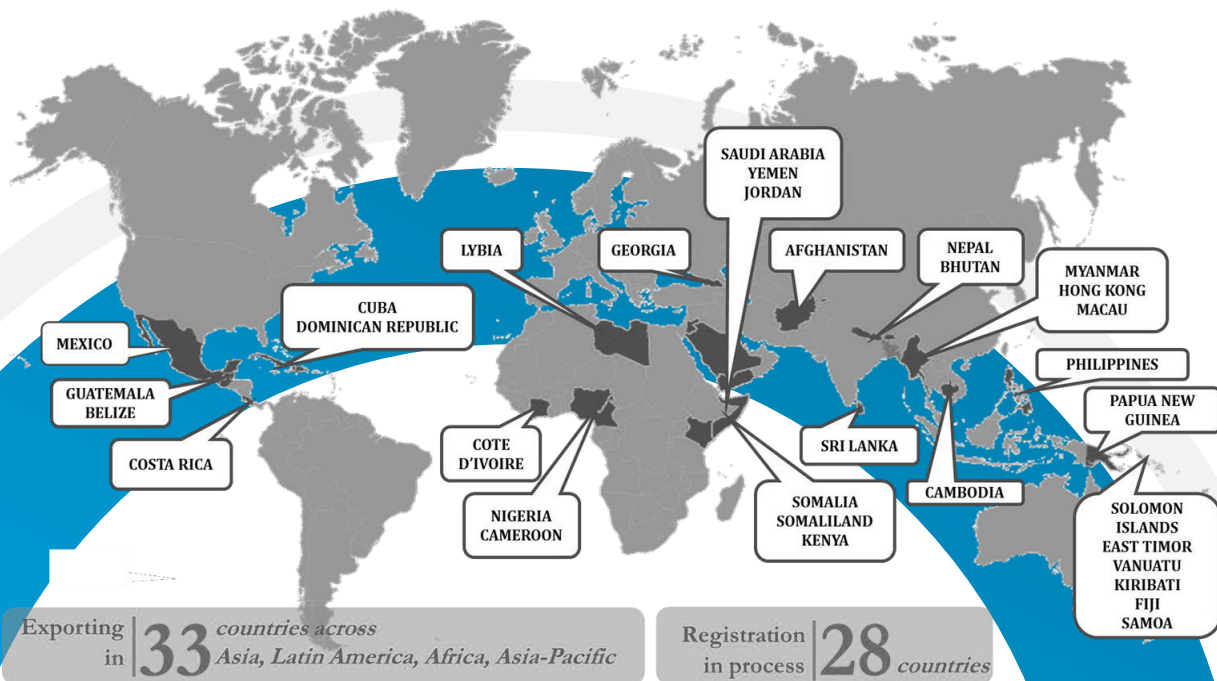


RESPIRATORY

# ACI Pharma Global Operations

ACI Pharmaceuticals division currently exporting 33 countries across Asia, Latin America, Africa, Asia-Pacific. Export registration in progress with 28 countries.

**US FDA approved** ACI HealthCare Ltd. started export from **Feb'23**



## USA Incorporation



1st & only Bangladeshi Pharmaceuticals Company licensed to sale and distribute in all states of the USA.



1st Bangladesh Company awarded the sales & marketing rights of 2 products for USA market

## Strong customer base in USA

Supply contract signed with all major channels

- Cardinal Health
- ClarusONE Sourcing Services
- CVS
- HealthSource Distributors
- Hercules Pharmaceuticals
- Masters Pharmaceutical, Inc.
- AmerisourceBergen Corporation
- Premier Wholesale Group
- Red Oak Sourcing LLC
- Rite Aid
- Walgreen Company
- Walmart Stores Inc.
- ABC
- McKesson Corporation



# Consumer Brands

Daily life made easier through ensuring daily household necessities are available in the nearest store

**ACI Consumer Brands** is known across 40 million households in Bangladesh for the quality products that meets the daily necessities from the nearest retail store.



## FOOD COMMODITY

Rice, Pulse, Flour,  
Edible Oils, Tea



## COOKING SOLUTIONS

Manufacturing & Processing  
cooking requirements.



## QUICK SNACKS

Manufacturing ready snacks like  
cakes, biscuits, noodles, vermicelli etc.



## HOME CARE

Kitchen & dish cleaning solutions, Toilet  
cleaners, Home disinfectant solutions.



## ANTISEPTICS

Liquid Antiseptic, Disinfectant Spray,  
Disinfectant rubs & tissues etc.



## PEST CONTROL

Manufacturing & Nationwide distribution  
of Mosquito repellents, Coils etc.



## HYGIENE PRODUCTS

Manufacturing of Sanitary Napkins, Kids &  
Adult Diapers, Antiseptic tissues etc.



## PERSONAL CARE

Manufacturing & Distribution of Soaps,  
Hand & Body wash, Oral care, Sanitizers etc.



## ELECTRICAL

Manufacturing of lights, switches,  
circuit breakers etc.



## ELECTRONICS

Distribution of Consumer Electronics –  
Authorized distributor of Panasonic



## PAINTS

Decorative & Industrial paints solutions as  
partner of AkzoNobel in Bangladesh

# Agri Business

Building wealth for the farmers through providing end to end cultivation & harvesting solutions.

**ACI Agri Business** is the largest agricultural aggregator in Bangladesh creating wealth for the 1.9 million farmer families of Bangladesh through research, product innovation, technology & machineries.



## FERTILIZER

Effective Fertilizer solutions for the farmers



## CROP CARE

Rice, Pulse, Flour, Edible Oils, Tea



## SEEDS

Field crops & Vegetable seeds, Hybrid vegetables



## SEA FOODS

Processing & Export of Shrimps



## ANIMAL BIOLOGICS

Vaccines for Animal & Poultry



## AGRI TECH

Enabling farmers through high end technologies for optimum agricultural output



## ANIMAL CARE

Feeds, Additives & Nutrition solutions producing & sales



## AGRI MACHINERIES

End to end Agri machinery portfolio sales & service



## ANIMAL GENETICS

Artificial insemination products & services







# ACI MOTORS

**With contribution of over 25% land cultivation - ACI Motors is the largest Agri-machineries & technology provider in Bangladesh with market leadership in most categories**



## Tractor

ACI is the market leader in the tractor segment of Bangladesh



## Power Tiller

With premium quality power tillers ACI motors holds over 25% MS in the segment



## Loaders

Market leader in the Backhoe loader segment with over 70% MS



## Harvester

ACI Motors is the introducer of Harvester tech. in BD with over 90% MS



## Pumps

ACI's Water technologies are reaching the corners of the country with water pumps sales & Services



## Generators

ACI motors caters household & Industrial power generation solutions



## Consumer Vehicles

ACI is the sole distributor of Yamaha in Bangladesh with own assembly plant



## Commercial Transport

ACI motors caters the commercial transport segment through Foton light commercial vehicles.

# Consumer Plastics

**Premio Plastics** is the first premium consumer plastics brand in Bangladesh providing durable & low cost household furniture solutions, kids toys , kitchen storage & utensils across the country.



## KITCHEN REQUIREMENTS

Manufacturing of different types  
buckets, bowls & utensils



## HOUSEHOLD FURNITURES

Manufacturing of household  
furniture & storage solutions



## TOYS

Manufacturing of different types  
of toys for kids





# FLEXIBLE PACKAGING

**Premiaflex Plastics Ltd.** supplies quality flexible packaging materials using fully automated Roto Gravure and flexographic printing technologies for various form of laminates with foil, film & paper.



## TOILETRIES & CONSUMER PRODUCT PACKAGING SOLUTIONS

Packaging solutions for Soap, Detergent, Shampoo, Cream, Lotion, etc.



## PHARMACEUTICALS PRODUCT PACKAGING SOLUTIONS

Blister & Strip Foil



## VACUUMED POLY

Packaging solutions for Frozen Meat, Frozen Vegetable, Frozen Food



## GARMENTS PACKAGING SOLUTIONS

Zipper pouch for clothes



## PACKAGING SOLUTIONS FOR DRINKS & SOLUTIONS

Mineral Water, Soft Drinks, Juice, Drinks, Ice-Cream



## OIL POLY PACKS

Soybean & Mustard Oil pouch



## FOOD PRODUCTS PACKAGING SOLUTIONS

Biscuits, Chips, Candy, Salt, Rice, Flour, etc.



## AGRO PRODUCTS PACKAGING SOLUTIONS

Fertilizer, Pesticides, Animal Health, Seed, etc.





# RETAIL CHAIN

**SHWAPNO** – the largest retail chain in Bangladesh serving **2.2 MILLION** customers every month through the state of art retail stores.



## 334

Across 55 Districts of Bangladesh

RETAIL OUTLETS



### 46%

DIRECT SOURCING  
FROM FARMERS

### 54%

PURCHASE FROM  
COLLECTION FRONT



### 415 tonnes

VEGETABLES SOLD  
EVERY MONTH



### 144 tonnes

BEEF SOLD  
EVERY MONTH



### 131 tonne

CHICKEN SOLD  
EVERY MONTH



### 322 tonnes

FRUITS SOLD  
EVERY MONTH



### 187 tonnes

FISH SOLD EVERY  
MONTH

# Business Partners of ACI



**Thank you**