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Sonargaon University [SU]
সোনারগাঁও ইউনিভার্সিটি (এসইউ)

Internship Report

On

Financial Performance Analysis of Agion Laboratories Private Limited and An Overview of Skin Care Products Industry of Bangladesh

Submitted By:

Omme Hani Mili

ID: BBA2101022041

Program: Bachelor of Business Administration

Major: Finance

Sonargaon University (SU)

Submitted To:

Department of Business Administration

Sonargaon University (SU)

Submitted for the partial fulfillment of the degree of

Bachelor of Business Administration

Sonargaon University (SU)

147/1, Green Road, Tejgaon, Dhaka-1215, Bangladesh

Date of Submission: May 05, 2024

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Submitted To:

Nowshin Mahmood Tahiya

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Bachelor of Business Administration

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147/1, Green Road, Tejgaon, Dhaka-1215, Bangladesh

Date of Submission: May 05, 2024

Letter of Transmittal

May 05, 2024

Nowshin Mahmood Tahiya

Lecturer

Department of Business Administration

Sonargaon University (SU)

Subject: Submission of Internship Report on "Financial Performance Analysis of Agion Laboratories Private Limited and An Overview of Skin Care Products Industry of Bangladesh".

Dear Madam,

Here I've come to submit my internship report, which is an essential part of the BBA program. It has been huge accomplishment for me to work under your supervision. This has nothing but a great pleasure to submit the internship report on "Financial Performance Analysis of Agion Laboratories Private Limited and An Overview of Skin Care Products Industry of Bangladesh".

This report provided me with theoretical as well as practical experience. Here I tried my level best to write an effective report by putting my academic knowledge into practice in order to make the document factual and credible. During my internship period I observed operational activities done in Agion Laboratories Pvt. Ltd. and that helped me to gather as much information as possible to complete this report. However, I will be obliged to clarify if there is any disagreement in this report.

I kindly request your assessment of this report. Your feedback would be greatly appreciated. Thank you for your time and consideration.

Sincerely Yours

Omme Hani Mili

ID: BBA2101022041

Program: BBA

Major: Finance

Department of Business Administration

Sonargaon University (SU)

Certificate of Supervisor

I hereby confirm that the internship report titled "Financial Performance Analysis of Agion Laboratories Private Limited and An Overview of Skin Care Products Industry of Bangladesh" has been created for the fulfillment of BBA program requirements at the Department of Business Administration, Sonargaon University (SU). The report was conducted by Omme Hani Mili, with ID BBA2101022041, under my guidance. I assure you that the report and its contents will not be utilized for any other intentions.

Nowshin Mahmood Tahiya
Lecturer
Department of Business Administration
Sonargaon University (SU)

Declaration of Student

I am Omme Hani Mili, a student in the Bachelor of Business Administration program with ID BBA2101022041 at Sonargaon University. I want to sincerely state that the report titled "Financial Performance Analysis of Agion Laboratories Private Limited and An Overview of Skin Care Products Industry of Bangladesh" has been genuinely created by me. During the preparation of this report, I ensured full compliance with international copyright regulations. I also want to clarify that this report has not been submitted anywhere else for the purpose of obtaining a degree.

Yours Sincerely

Omme Hani Mili
ID: BBA2101022041
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Letter of Authorization

I hereby confirm that the report titled "Financial Performance Analysis of Agion Laboratories Private Limited and An Overview of Skin Care Products Industry of Bangladesh" is a genuine effort by Omme Hani Mili. The report was conducted under my guidance. I also affirm that, to the best of my knowledge, the content presented in this report has not been included in any other report that led to the award of a degree to any candidate earlier, whether in the same context or a different one.

Nowshin Mahmood Tahiya
Lecturer
Department of Business Administration
Sonargaon University (SU)

Acknowledgement

First and foremost, I want to thank the Almighty ALLAH for providing me with the strength to carry out my obligations as an intern and complete the report on time.

This report would not have been feasible without the devotion and efforts of a number of Individuals as it is involved diverse field of knowledge and experience. As a result, it would be unjust to overlook some of them, given their significant contributions.

I am grateful to Nowshin Mahmood Tahiya, Lecturer, Department of Business Administration, Sonargaon University's (SU) for her unwavering supervision during my organizational period and Head of Accounts and Finance Department of Agion Laboratories Private Limited, for agreeing to supervise me during the internship period.

My gratitude goes to entire Business Administration Department, of Sonargaon University (SU) for arranging Internship Program that helps to understand the real-life situation.

Last but not the least, I would like to convey my gratitude to the various staff members from different departments of Agion Laboratories Pvt. Ltd. I must note Agion Laboratories Pvt. ltd's fantastic working atmosphere and collective devotion, which has allowed me to deal with a wide range of issues.

Executive Summary

The Bangladesh skin care products market size was valued at $1.23 billion in 2020, and is expected to garner $2.12 billion by 2027, registering a CAGR of 8.1% from 2021 to 2027. The skin care products market exhibits an incremental revenue opportunity of $960 million from 2020 to 2027. Skin care products refer to those products which aid skin integrity, provides relief to skin conditions, and furthermore enhance its appearance. There are several types of skin care products available in the market, which include cream, lotion, masks, serums, and others. Skin care products are manufactured using several ingredients namely, chemical compounds, medicinal herbs, or natural ingredients. The Herbal product industries provide a good contribution to the country's economy and are a significant contributor to GDP. This study is basically focused on Herbal and skin care products market sector of Bangladesh, as well as Agion Laboratories private Limited's activities and financial statement examination. As a recent business graduate, this study has given me a greater understanding of how a company may excel in its overall operations while also strengthening its financial position.

This report outlines the overall basis, method, goal, timeline, and deliverables for leading the exploration of the Herbal Natural Products industries. Furthermore, an overview of Agion Laboratories Private Limited, as well as the company's overall manufacturing operations and division descriptions. Finally, the study discusses a financial statement analysis to assess the Agion Laboratories Pvt. Ltd.'s financial performance and offers some recommendations for improving overall operating efficiency.

Contents

Letter of Transmittal iii

Certificate of Supervisor 4

Declaration of Student v

Letter of Authorization vi

Acknowledgement vii

Chapter: 01 Introduction xiv

1.1 Introduction 1

1.2 Objective of the Report 2

1.2.1 Broad Objective 2

Specific Objectives 2

1.3 Scope of the report 2

1.4 Methodology and Data Collection 2

1.4.1 Primary Data 3

1.4.2 Secondary Data 3

1.5 Limitation 3

Chapter: 02 Literature Review 4

2.1 Literature Review 5

Chapter: 03 Organizational Overview of Agion Laboratories Private Limited 7

3.1 Historical Background of Agion Laboratories Pvt. Ltd. 8

3.2 Company Profile of Agion Laboratories Pvt. Ltd. 9

3.2.1 Vision, Mission, Goals, Objectives and Core Value 9

3.2.1.1 Vision 9

3.2.1.2 Mission 9

3.2.1.3 Goals 9

3.2.1.4 Strategic Objectives 10

3.2.1.5 Core Values 10

3.3 Products of Agion Laboratories Private Limited 10
3.4 SWOT Analysis of A L Pvt. Ltd. 15
3.4.1 Strengths 15
3.4.2 Weaknesses 15
3.4.3 Opportunities 15
3.4.4 Threats 15

Chapter: 04 Overview of Skin Care Products Industry 16
4.1 Industry Analysis 17
4.2 Top Ten Skin Care Product Industries in Bangladesh 18

Chapter: 05 Financial Performance Analysis of A L Pvt. Ltd. 19
5.1 Year to Year Comparative Ratio Analysis 20
5.1.1 Short-term Solvency or Liquidity Measures 20
5.1.1.1 Current Ratio 20
Table 5.1 Current Ratio of of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 20
Figure 5.1 Current Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 20
5.1.1.2 Quick Ratio 21
Table 5.2 Quick Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 . 21
Figure 5.2 Quick Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 22
22
5.1.1.3 Cash Ratio 22
Table 5.3 Cash Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 .. 22
Figure 5.3 Cash Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023.. 23
5.1.1.4 Net working Capital to Total Assets 24
Table 5.4 Net Working Capital to Total Asset of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 24
Figure 5.4 Net Working Capital to Total Asset of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023 24
5.1.2 Long-term Solvency or Financial Leverage Ratio 25
5.1.2.1 Total Debt Ratio 25

Table 5.5 Total Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022 25

Figure 5.5 Total Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022 26

5.1.2.2 Debt Equity Ratio 26

Table 5.6 Debt Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022 26

Figure 5.6 Debt Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022 27

5.1.2.3 Long Term Debt Ratio 28

Table 5.7 Long Term Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 28

Figure 5.7 Long Term Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 29

5.1.2.4 Equity Multiplier (Leverage) 29

Table 5.8 Equity Multiplier (Leverage) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 29

Figure 5.8 Equity Multiplier (Leverage) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 30

5.1.3 Asset Management or Asset Turnover Ratio 31

5.1.3.1 Inventory Turnover Ratio 31

Table 5.9 Inventory Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 31

Figure 5.9 Inventory Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 31

5.1.3.2 Account Receivable Turnover Ratio 32

Table 5.10 Account Receivable Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 32

Figure 5.10 Account Receivable Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 33

5.1.3.3 Average Collection Period (Days Sales Outstanding) 33

Table 5.11 Average Collection Period (Days Sales Outstanding) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 33

Figure 5.11 Average Collection Period (Days Sales Outstanding) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 34

5.1.3.4 Total Asset Turnover Ratio 34

Table 5.12 Total Asset Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 34

Figure 5.12 Total Asset Turnover Ratio of Agion Laboratories Private Limitedfor the year 2017-2022..... 35

5.1.3.5 Fixed Asset Turnover Ratio 36

Table 5.13 Fixed Asset Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 36

Figure 5.13 Fixed Asset Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 36

5.1.3.6 Net Working Capital Turnover Ratio..... 37

Table 5.14 Net Working Capital Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 37

Figure 5.14 Net Working Capital Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 37

5.1.4 Profitability Ratio Ratios related to Sales..... 38

5.1.4.1 Gross Profit Margin Ratio 38

Table 5.15 Gross Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 38

Figure 5.15 Gross Profit Margin of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023..... 38

5.1.4.2 Operating Profit Margin Ratio..... 39

Table 5.16 Operating Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 39

Figure 5.16 Operating Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 39

5.1.4.3 Net Profit Margin Ratio..... 40

Table 5.17 Net Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023..... 40

Figure 5.17 Net Profit Margin of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022 40

Ratios related to Investments..... 41

5.1.4.4 Return on Asset Ratio (ROA)..... 41

Table 5.18 Return on Asset Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023..... 41

Figure 5.18 Return on Asset Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 41
5.1.4.5 Return on Equity Ratio (ROE) 42
Table 5.19 Return on Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 42
Figure 5.19 Return on Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 42
5.1.4.6 Earing Per Share (EPS) 43
Table 5.20 Earing Per Share (EPS) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 43
Figure 5.20 Earing Per Share (EPS) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023 43

Chapter: 06 Internship Responsibilities 44
6.1 Job Description 45
6.2 Job Responsibilities 45
6.3 Internship Experience 45
6.4 Skills Applied 45
6.1 New Skills Developed 46

Chapter: 07 Findings 48
7.1 Major findings of this study 49

Chapter: 08 Recommendations and Conclusion 50
8.1 Recommendations 51

Bibliography 52

Chapter: 01 Introduction



1.1 Introduction

The concept of beauty and cosmetics dates back to ancient mankind and civilization. Generally herbal cosmetics are also referred to as natural cosmetics. Herbal cosmetics are formulated, using different cosmetic ingredients to form the base in which one or more herbal ingredients are used to cure various skin ailments.

Statistics shows that in 2024, the revenue in the Cosmetics market in Bangladesh amounts to US$1. 29bn.It is projected to grow annually by 4.02% (CAGR 2024-2028). When compared globally, in the United States generates the highest revenue in the market, reaching US$20,130m in 2024.In terms of per person revenues, in 2024, each individual in Bangladesh contributes US$7.38 to the total revenue. Furthermore, by 2024, 83% of sales in the Cosmetics market in Bangladesh will be attributed to Non-Luxury. The demand for natural and organic cosmetics in Bangladesh is rapidly growing, as consumers become more conscious about the ingredients they use on their skin.

The Company was incorporated in Bangladesh as a Private Limited company with the issuance of a certificate of incorporation bearing No. C-167171/2020 dated: December 29, 2020 under the Companies Act 1994 by The Register of Joint Stock Companies & Firms with Authorized Capital of 500,000 Shares of Tk. 100/- each. It sales Skin care products throughout the whole country. All products are manufactured in its mother company Kelyn Naturals Ltd in New Delhi-110024, India. Agion Laboratories Private Limited (A L Pvt. Ltd) has more over 150 dealers throughout the whole country and has sales agreement with moreover 40 super shop in Dhaka. A L Pvt. Ltd has a total of 389 Competitors and it ranks 141st among them. Intros of A L Pvt. Ltd is "**Let the rejuvenation be natural"**. In this paper I have tried to examine A L Pvt. Ltd.'s overall operations and conduct a financial statement analysis using ratio analysis.

1.2 Objective of the Report

1.2.1 Broad Objective

The broad objective of preparing this report is to analyze the Skin Care Products sector of Bangladesh and evaluating the financial performance analysis of Agion Laboratories Private Limited.

Specific Objectives

- ✓ To provide a high-level overview of A L Pvt. Ltd.
- ✓ To learn more about how Agion Laboratories is achieving its Corporate Goal.
- ✓ To know how they obtain maximum customer satisfaction through continued quality production.
- ✓ To learn how they create customer loyalty to their products such that they become well pronounced in the customer mind.
- ✓ To learn how they come up with new products in the cosmetics industry
- ✓ To analyze the Advance department's work process and monitoring system.
- ✓ To get a practical understanding of how a Skin Care industry does its operational activities.
- ✓ To give an insight how A L Pvt. Ltd.'s operations benefit the economy.
- ✓ To assess A L Pvt. Ltd.'s financial performance.
- ✓ To analyze the results of the financial ratios.
- ✓ To make some suggestions on how they might improve their overall operations as well as their financial performance.

1.3 Scope of the report

The scope of this study is entirely dependent on the activities, operations, and results of the firm. This study also covers the different financial ratios for the year 2018-2023 and Skin Care Product sector of Bangladesh is also analyzed.

1.4 Methodology and Data Collection

Various data was obtained from a variety of sources while preparing the report. The information gathered is separated into categories based on its source and type. The following information is used to write the report.

- ➢ Primary Data

- Secondary Data

1.4.1 Primary Data

Primary data are those that are obtained in their raw form for the first time and are thus unique. To use primary data, I've used the following methods:

- Observation on the job throughout the internship period
- Face-to-face conversation
- Practical deskwork
- Consult with experts and officials who are involved.

1.4.2 Secondary Data

- Past internship reports
- Various MSC reports
- Annual Reports of A L Pvt. Ltd..
- Books, manuals,
- Journals.
- Official publications,
- Web sites,
- Relevant industry reports,
- Scholarly articles.

1.5 Limitation

There were several challenges encountered in preparing the report, with time being the most significant.

- Limited Timeframe
- Insufficient Data Availability
- Cost
- Most of the Information of this organization is very conventional which they didn't disclose to me.
- Only five years of historical data can be analyzed, and the majority of the information is gathered from secondary sources.
- Furthermore, the data for the study was only discovered until 2023, hence the report lacked recent data.

Chapter: 02 Literature Review



2.1 Literature Review

Sugianto & Falah (2019) in their paper titled “The Analysis of Financial Performance by Using Economic Value Added (EVA) Method and Financial Value Added (FVA) Case Studies on Manufacturing Companies Cosmetics and Household Sub-Sector Listed in Indonesian Stock Exchange During 2014-2016” stated that This study aims to determine: 1) Financial performance in manufacturing companies’ cosmetics and household sub-sector listed on BEI by using Economic Value Added (EVA). 2) Financial performance in manufacturing companies’ cosmetics and household sub-sector listed in Indonesian Stock Exchange by using Financial Value Added (FVA). The method used in this research is comparative descriptive method with quantitative approach with this type of case study.

Dengler, & Sophia Vera (2016) in their paper titled “Exploring the usefulness of financial statement analysis: a case study on Brazil's cosmetics industry” stated that The work on hand presents a case study1 intended for Financial Statement Analysis courses with the purpose of improving students’ learning process by applying the activity and operating risk ratios as well as a break-down of return on assets (ROA) using an extension of the DuPont model studied in class on real-life examples. Additionally, the case aims at providing deeper insights into the industries studied, particularly the cosmetics industry, as well as adding value by focusing on Brazil, a so far not discussed topic in comparable case studies. Financial statements are presented as common-sized figures, to allow comparison. Moreover, additional financial ratios for the companies analyzed are provided.

Lam & Kwong Man (2021) in their paper titled “An exploratory study of the critical capabilities of original equipment manufacturers in the cosmetics industry” stated that, the global cosmetics market has continued to record a significant and strong growth over the years as one of the industries sustaining the highest level of potential for further development and growth. At the overall market growth of the industry has been characterized by its rapid emergence of new brands, new geographic markets and new sub-categories of trendy cosmetics products, all fueled by worldwide adoption of digital transformations and technologies. According to Adroit Market Research (2019), the global sales revenue of the cosmetics original equipment manufacturing has reached USD50.91 billion in 2018 and it is unanimously agreed that the market will continuously be growing by a compound annual growth rate of approximately 5.3% to garner USD73.08 billion by 2025.

Bansal & Sharma (2022) in their paper titled “THE ROLE OF INDUSTRY COMPETITIVE INTENSITY ON THE FINANCIAL AND STRATEGIC PERFORMANCE OF FIRMS: AN INSIGHT INTO THE HERBAL COSMETIC INDUSTRY OF INDIA” stated that Using an industrial-organizational view, this paper sets out to examine the association of the five forces of Porter with the financial and strategic performance of the firm. The relevant study population is the marketing and project managers of Indian herbal cosmetic firms. Data were collected from 131 respondents using a survey method and analysis using Structural Equation Modelling was done. As per results, no threat from new entrants was seen and there was no influence of buyers' bargaining power on the firms' performance. The bargaining power of the supplier significantly influences strategic performance and not financial. Moreover, the threat of substitute products influences financial performance and not the strategic one. The competitive rivalry among the firms exerts a significantly positive impact on both strategic and financial performance.

Pucci, Rabino, and Zanni (2014) in their paper titled “Explaining firms' performance through the resources and capabilities allocation in strategic groups: the case of Italy's cosmetic sector” stated that The strategy literature encompasses studies that have investigated the existence of different strategic orientations as related to firm performance as well as studies that analyze the relationship between industry structure, the presence of strategic groups and firm performance. In contrast, very few studies attempted to evaluate the relationship between strategic orientations, resources, strategic groups and a firm performance. The aim of this paper is to analyze the relationship among strategic orientations, resource and capabilities allocation, strategic groups and firm performance. To test our hypotheses, we conducted a focus group and a survey on the Italian cosmetics industry employing a sample of 80 firms. The results show that participants did not adopt exclusively one strategic orientation. Participants applied a hybrid strategy, blending different mixes of the market–based and technology–based orientations. Though different in their orientation, ultimately each grouping might yield a similar level of performance.

Chapter: 03 Organizational Overview of Agion Laboratories Private Limited

3.1 Historical Background of Agion Laboratories Pvt. Ltd.

The Company was incorporated in Bangladesh as a Private Limited company with the issuance of a certificate of incorporation bearing No. C-167171/2020 dated: December 29, 2020 under the Companies Act 1994 by The Register of Joint Stock Companies & Firms with Authorized Capital of 500,000 Shares of Tk. 100/- each. The registered office of the company is situated at 64, R.K. Mission Road, Wari, Dhaka-1203, Bangladesh.

Agion Laboratories Private Limited is an associated company of Kalyn Naturals. Kelyn Naturals serves in the Consumer goods market segments. It produces the iconic retro herbal products for skincare. The products which are used in Kelyn Naturals are completely safe and extracted from natural resources by following proper and suggested methods. We also abide by the guidelines which are issued for extractions and usage of natural extracts. AGION LABORATORIES PRIVATE LIMITED'S has full right to sell all types of products of Kelyn Naturals.

Agion Laboratories Pvt. Ltd. believes that a congenial work environment increases efficiency and motivates employees to deliver their best. Its production units are a bench- mark in the industry for a safe, healthy, and hygienic workplace. Maximum precautions are taken against fire or chemical hazards. For example, the use of bus bars for electrical installations, mirror reflectors for overhead lamps, forced duct ventilation, and generous spacing between equipment make the production floor comfortable to work in and aesthetically appealing. Clearly demarcated evacuation zones and routes are used in emergencies along with the fire safety equipment like fire hydrants sprinklers and smoke & fire detectors to ensure the safety of the workers. Safe drinking water and hygienic toilets are provided in adequate numbers and positioned for easy access of all workers. There are separately designated toilets for female workers. Adequate canteen space with proper seat arrangement is also provided for the workers to take their meals.

3.2 Company Profile of Agion Laboratories Pvt. Ltd.

3.2.1 Vision, Mission, Goals, Objectives and Core Value

Their aspiration is to lead the way in cosmetic industry within Bangladesh and make a substantial contribution to the advancement of the national economy.

3.2.1.1 Vision

- At Agion Laboratories Pvt. Ltd., we abide by one rule which is to serve the people with the best.
- We at Agion Laboratories Pvt. Ltd. focus deeply on producing products for our customers from natural extracts so that they use what they need.
- Switching to the naturals is the need of the hour.

3.2.1.2 Mission

- We know, that every different individual needs different care and nourishment.
- We work in a similar way, you will get the products that are made only for you, and our natural products help you to treat yourself for your own need.
- As per your skin, demands, problems, needs, and goals Kelyn Naturals will provide you as per your need and demands.

3.2.1.3 Goals

- At Agion Laboratories Pvt. Ltd, we're focused on bringing the benefits of natural ingredients to personal care products and enhancing them with the best of clean scientific research to deliver visible, long-lasting results and luxurious experiences.
- Today, we combine the strengths of nature with advanced technology to create the best natural personal care products.
- Our core aspects are customer satisfaction and top quality, and we aim to make premium products more accessible.
- To be leading supplier of quality, fresh and health skin beautifying cosmetic.

3.2.1.4 Strategic Objectives

- Enhance productivity to extended our products market demands
- Ensure committed and sound supply chain
- Maintain the strict compliance of best governance norms to ensure long term sustainability of the company

3.2.1.5 Core Values

- **Excellence:** Our relentless pursuit toward excellence of performance manifested with, effective guidance and quality services is the key to quality production.
- **Team-Work:** Unity in the work place in an environment of mutual support, collaboration, communication and sharing/ caring of knowledge and skills are driving forces of the company.
- **Integrity:** Honest and morality in service produces good governance, transparency and accountability.
- **Innovation:** Our thinking is beyond traditional concepts and boundaries.
- **Customer Priority:** Satisfaction, trust, and confidence of our customers are of the highest priority.
- **Commitment:** The total resolve and involvement in everything is our responsibility.

3.3 Products of Agion Laboratories Private Limited

We have lots kinds of products variants. From here, I have described here some of our products.

1. **Classic Blue Perfume:**



Description

This concentration is made for men, keeping in mind a strong body odour. The long-lasting fragrance provides you with a refreshing feel, and the captivating fragrance provides you with a great fragrance and keeps you fresh the entire day. This fragrance is suitable for different types of occasions from corporate meetings to weekend parties. The **fragrance** is created with 15-20% pure **perfume essence.** This makes it long-lasting and unique.

2. Vintage Body Mist



Description

The vintage body mist comes refreshing unique fragrance. Kelyn comes up with soothing and refreshing touch. Made for women with unique formulas and combinations. The right fragrance is very important in our lives. With the right essence, we can uplift our personalities.

3. Paradise No Gas Body Spray



Description

This body spray has an invigorating scent which envelops you in a pleasant smell for a long time. It has a scent that includes the notes of the fresh fragrance family which keeps you active all day. Deodorant body spray for women with a carefully blended fragrance mix and a long-lasting deo protection against body odors, to keep you delightfully fresh and confident throughout the day. Get the wonderful, smooth and perfect experience with exclusive range from KELYN. All day fresh deodorant for women.

4. Sports Intense Deodorant Body Spray



Description

Leave a strong, unforgettable impression wherever you go with Kelyn's Intense body spray deodorant. Infused with the goodness of (notes) that will keep you fresh all day long, this fragrance is unisex and is the best fit for the millennial. It also compliments a strong personality and channelizes the BOSS in you. This heavenly perfume is a long-lasting premium quality body spray which prevents body odour 24*7 and gets you all charged for a long day. INTENSE BODY SPRAY is for the unstoppable,

5. Legend Storm Body spray



Description

The fragrance is really important for everyone. A good-smelling person always holds a chance of creating a good impression wherever he goes. So, this is very clear that this deodorant is the right choice for you as it holds all the essentials which are needed for a masculine body throughout the busy day. We all are aware the time is gone for the old traditional deodorants which were being used for so many years. We have to step out to create that impact that makes us stand apart from the crowd.

6. Room Freshener Jasmine



Description

Bring home the nature-inspired fragrances. With its natural fragrances and exquisite air sprays, this freshener helps you to keep your home smelling fresh and happy. Choose from a variety of fragrances as per your need. Long-lasting home freshener spray that can be used in all spaces.
Long-lasting fragrance, that works with a simple push. Convenient and easy to use.

7. Room freshener Lavender



Description

Bring home nature-inspired fragrances. With its natural fragrances and exquisite air sprays, this freshener helps you to keep your home smelling fresh and happy. Choose from a variety of fragrances as per your need.

8. Sunscreen SPF 50+ Cream



Description

Exposure to the sun can cause skin damage like tanning, sunburns, dark spots, and premature aging. **Kelyn Sunscreen 50+ (Cream)** is the one-stop solution to all your problems. Its non-oily and non-greasy formula with quick-absorbing technology leaves no white cast after application and protects the skin against sun exposure. It prevents UVA-induced early signs of aging.

3.4 SWOT Analysis of A L Pvt. Ltd.

SWOT is acronyms for strengths, weaknesses, opportunities, and threats. SWOT analysis is a technique that is used for strategic planning and strategic management. It is also known as situational assessment or situational analysis. SWOT Analysis is a basic tool that may help you examine what your firm does well currently and develop a successful future plan.

SWOT analysis aids a business in improving its position, product quality, overcoming flaws, risk, and open opportunities, as well as determining the organization's competitive advantage capabilities. The following is Agion Laboratories Pvt. Ltd's SWOT analysis, which will help you see the company's future potential more clearly.

3.4.1 Strengths

- The management systems of Agion Laboratories Pvt. Ltd. are dedicated to providing excellent service at all times.
- They employs a group of honest and responsible individuals as their employees.
- They working connection between upper management and employees.

3.4.2 Weaknesses

- Because of government meddling, it was impossible to keep the rules and regulations up to date and in compliance with the law.
- Raw materials being inaccessible.
- Only upper management has the authority to make decisions.
- Government policy is ineffective.
- Bangladesh has a lack of market coverage.

3.4.3 Opportunities

- Foreign buyers are entering the market in greater numbers.
- Increasing the quality of service compared to the competition.
- Increase consumer happiness by offering a high-quality product.
- Take advantage of the possibility to earn a large sum of money.

3.4.4 Threats

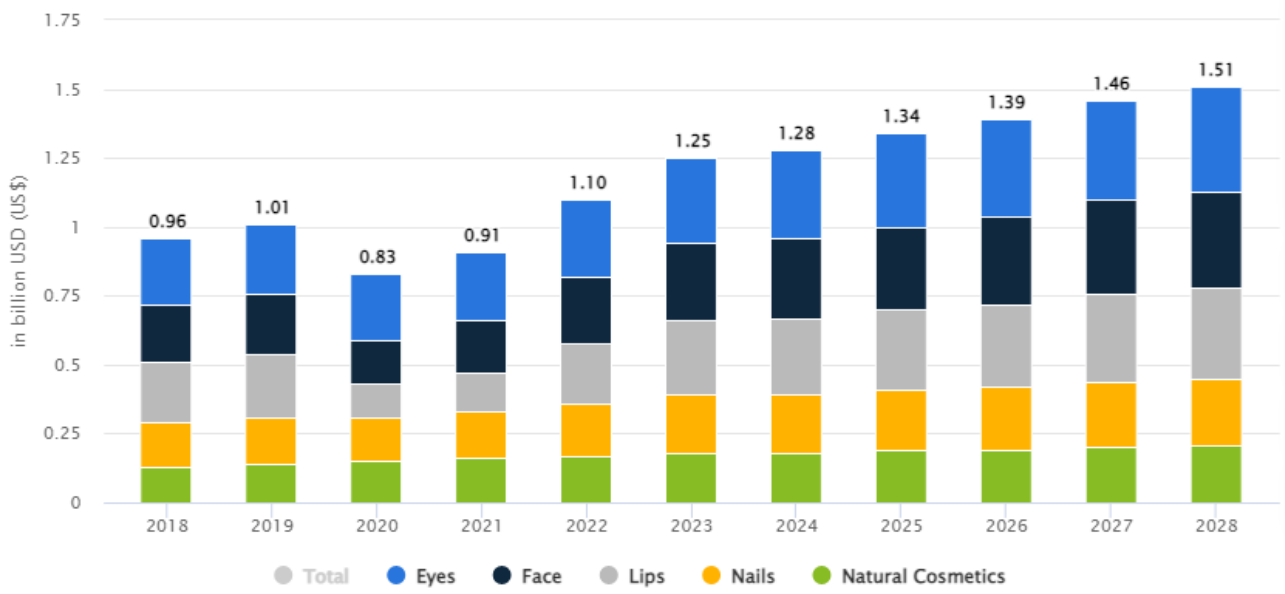
- Competitors in the market have increased in number.
- The progress of development is hampered by government policies.
- The BSTI regulations and guidelines are quite complicated.

Chapter: 04 Overview of Skin Care Products Industry



4.1 Industry Analysis

In 2024, the revenue in the Cosmetics market in Bangladesh amounts to US$1.29bn. It is projected to grow annually by 4.02% (CAGR 2024-2028). When compared globally, in the United States generates the highest revenue in the market, reaching US$20,130m in 2024.In terms of per person revenues, in 2024, each individual in Bangladesh contributes US$7.38 to the total revenue. Furthermore, by 2024, 83% of sales in the Cosmetics market in Bangladesh will be attributed to Non-Luxury. The demand for natural and organic cosmetics in Bangladesh is rapidly growing, as consumers become more conscious about the ingredients they use on their skin.



Notes: Data shown is using current exchange rates and reflect market impacts of Russia-Ukraine war.

Most recent update: Mar 2024

4.2 Top Ten Skin Care Product Industries in Bangladesh

Bangladesh has a large number of skin care products industry, which contribute significantly our economy. The top ten from those factories are included in this table:

No.	**Company Name**
01	Unilever Group
02	Kohinoor Chemical Company (Bangladesh) Limited
03	Square
04	Keya
05	Tasmia Cosmetics & Toiletries Ltd
06	Estee Launder Inc
07	Procter & Gamble
08	Mousumi Industries Limited
09	Rohto Mentholatum
10	Marico

Chapter: 05 Financial Performance Analysis of A L Pvt. Ltd.

5.1 Year to Year Comparative Ratio Analysis

We can learn about a company's operational efficiency, general performance, and management control by evaluating its financial data. The most frequent method for determining a company's financial soundness is to look at its financial statements. Using financial statements from A L Pvt. Ltd. I used many ratios to examine the operational efficiency, profitability, and solvency of A L Pvt. Ltd. in this report.

5.1.1 Short-term Solvency or Liquidity Measures

5.1.1.1 Current Ratio

The current ratio measures a company's ability to pay off its short-term liabilities using its current assets. A higher current ratio generally indicates a better ability to cover short-term obligations.

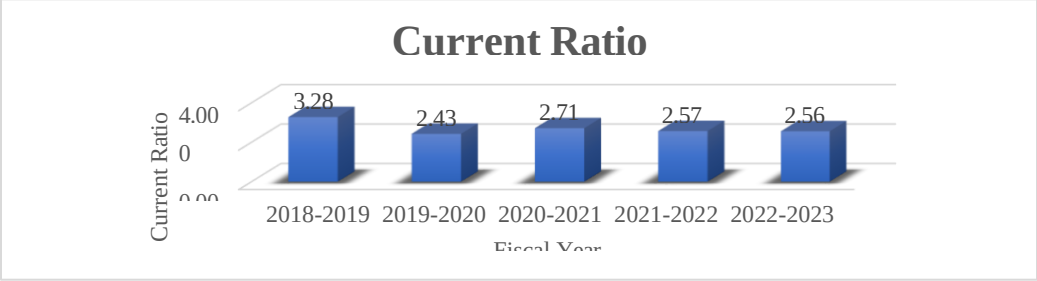
Table 5.1 Current Ratio of of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Current Assets	Current Liabilities
2018-2019	2588986428	790161182
2019-2020	4287726216	1766007330
2020-2021	4601479769	1695441827
2021-2022	4759208393	1853201164
2022-2023	5166576545	2021110043

Source: Annual Report of Agion Laboratories Private Limited (Fiscal year 2018-2019 to 2022-2023)

Table 5.1 represents the current assets and current liabilities of a company over a period of five fiscal years, starting from 2018-2019 and ending in 2022-2023. Looking at the data, we can observe an overall increase in both current assets and current liabilities over the years, which suggests growth in the company's operations and financial activities.

Figure 5.1 Current Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023



From the figure 5.1 we can see that Current Ratio was 3.28, 2.43, 2.71, 2.57 and 2.56 for each fiscal year from 2018-2019 to 2022-2023 respectively. It is shown a consistent current ratio above 2, which indicates a reasonably healthy liquidity position. However, the slight decline in recent years should be monitored closely to ensure the company's ability to meet short-term obligations remains sufficient. It would be beneficial to analyze other financial metrics and industry trends to gain a more comprehensive understanding of the company's financial health.

5.1.1.2 Quick Ratio

The quick ratio is a more conservative measure of a company's liquidity. It excludes inventory from current assets, as inventory may not be easily converted into cash. A higher quick ratio implies better short-term liquidity.

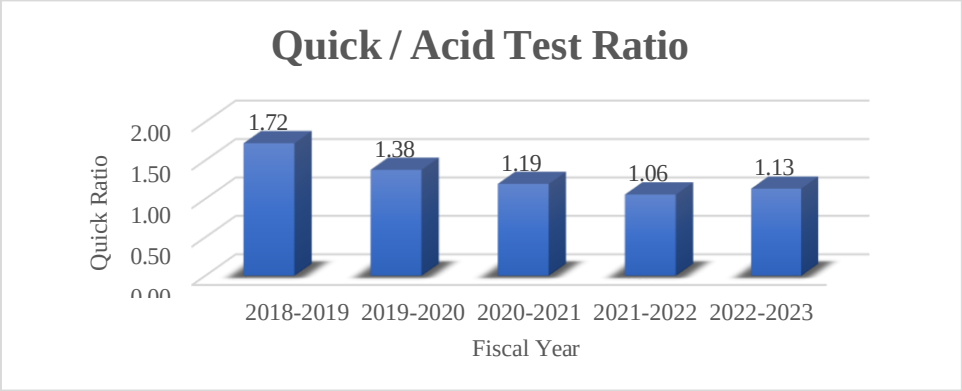
Table 5.2 Quick Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Current Assets	Current Liabilities	Inventory
2018-2019	2588986428	790161182	1227778662
2019-2020	4287726216	1766007330	1856873123
2020-2021	4601479769	1695441827	2578734896
2021-2022	4759208393	1853201164	2803226438
2022-2023	5166576545	2021110043	2878819750

Source: Annual Report of Agion Laboratories Private Limited (Fiscal year 2018-2019 to 2022-2023)

Table 5.2 represents the current assets, current liabilities and Inventory of a company over a period of five fiscal years, starting from 2018-2019 and ending in 2022-2023. Looking at the data, we can observe an overall increase in current assets, current liabilities and Inventory over the years.

Figure 5.2 Quick Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023



From the figure 5.2 we can see that Quick Ratio was 1.72, 1.38, 1.19, 1.06 and 1.13 for each fiscal year from 2018-2019 to 2022-2023 respectively. It is shown a consistent quick ratio above 1, which indicates the company has ability to meet its current liabilities.

5.1.1.3 Cash Ratio

The cash ratio measures a company's ability to cover its immediate obligations with its cash and cash equivalents. It indicates how reliant the company is on cash reserves to meet short-term needs.

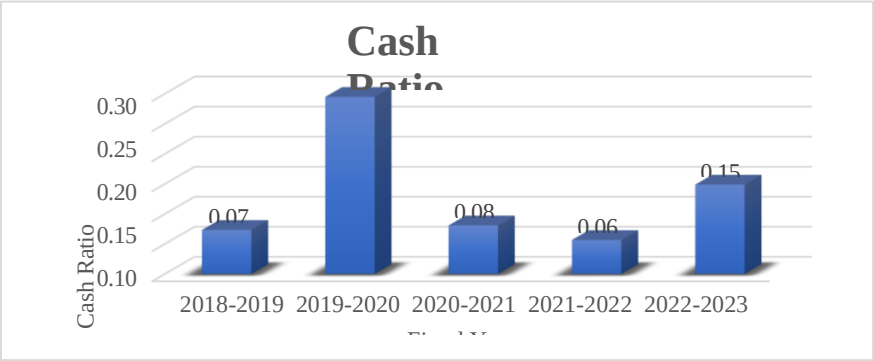
Table 5.3 Cash Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Cash	Current Liabilities
2018-2019	57808796	790161182
2019-2020	520369358	1766007330
2020-2021	136907468	1695441827
2021-2022	104615837	1853201164
2022-2023	300622103	2021110043

Source: Annual Report of Agion Laboratories Private Limited (Fiscal year 2018-2019 to 2022-2023)

From table 5.3, we can see that it provides a breakdown of the cash and current liabilities for the fiscal years from 2018-2019 to 2022-2023. In terms of cash, we observe a fluctuation in the amounts over the years. As for current liabilities, we can see an upward trend over the years.

Figure 5.3 Cash Ratio of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023



Source: Annual Report of Agion Laboratories Private Limited (Fiscal year 2018-2019 to 2022-2023)

From the figure 5.3 we can see that Quick Ratio was 0.07, 0.29, 0.08, 0.06 and 0.15 for each fiscal year from 2018-2019 to 2022-2023 respectively. These figures highlight the fluctuating nature of the company's cash ratio over the years.

5.1.1.4 Net working Capital to Total Assets

The Net Working Capital (NWC) to Total Assets ratio assesses how efficiently a company manages its working capital in relation to its total assets. A higher ratio suggests effective management of working capital.

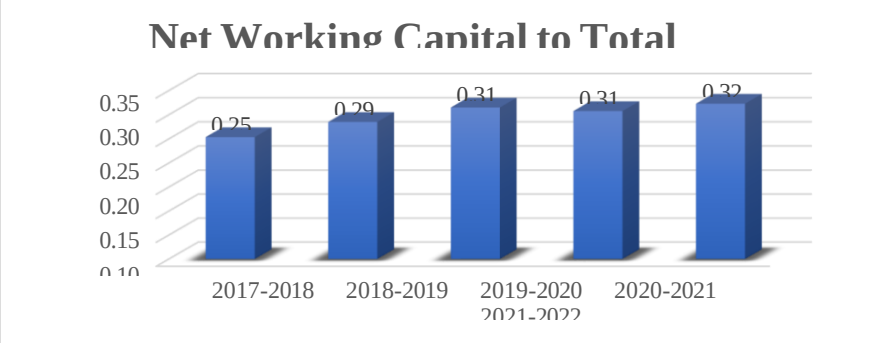
Table 5.4 Net Working Capital to Total Asset of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Current Assets	Current Liabilities	Net Working Capital	Total Asset
2018-2019	2588986428	790161182	1798825246	7094132281
2019-2020	4287726216	1766007330	2521718886	8846362716
2020-2021	4601479769	1695441827	2906037942	9227179044
2021-2022	4759208393	1853201164	2906007229	9448740870
2022-2023	5166576545	2021110043	3145466502	9744883426

Source: Annual Report of Agion Laboratories Private Limited (Fiscal year 2018-2019 to 2022-2023)

Table 5.4 represents the current assets, current liabilities, NWC and Total Asset of a company over a period of five fiscal years, starting from 2018-2019 and ending in 2021-2022. Looking at the data, we can observe an overall increase in current assets, current liabilities, NWC and Total Asset over the years.

Figure 5.4 Net Working Capital to Total Asset of Agion Laboratories Private Limited for the Fiscal year 2018-2019 to 2022-2023



From the figure 5.4 we can see that, NWC to Total Asset Ratio was 0.25, 0.29, 0.31, 0.31 and 0.32 for fiscal year 2018-2019 to 2022-2023 respectively. It indicates that effective management of working capital is increasing over the years.

5.1.2 Long-term Solvency or Financial Leverage Ratio

5.1.2.1 Total Debt Ratio

The total debt ratio measures the proportion of a company's assets financed by debt. A high ratio may indicate a higher risk since more assets are financed by debt.

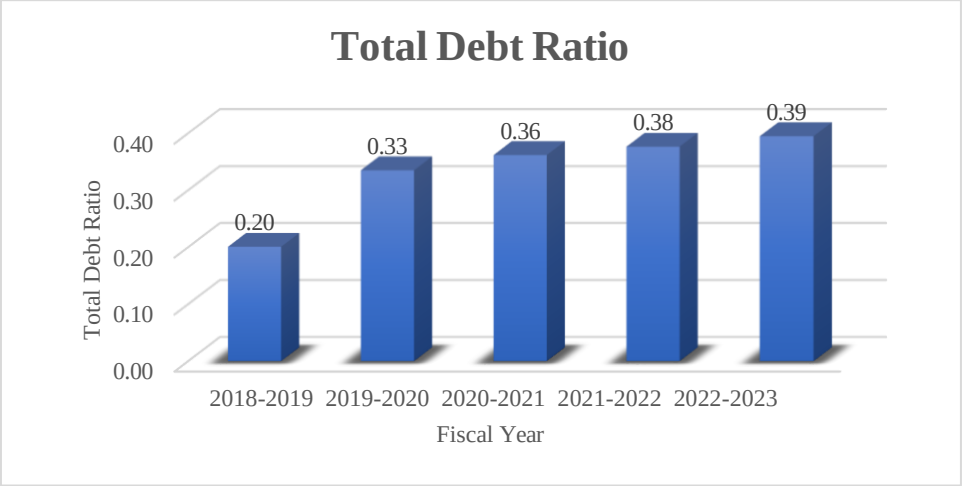
Table 5.5 Total Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017-2018 to 2021-2022

Fiscal Year	Total Asset	Total Equity
2018-2019	7094132281	5670435574
2019-2020	8846362716	5883875942
2020-2021	9227179044	5889423873
2021-2022	9448740870	5892743575
2022-2023	9744883426	5897470428

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.5 reflects the total assets and total equity for the fiscal years from 2018-2019 to 2022-2023 respectively. Over the years, both total assets and total equity have shown an upward trend. It indicates that the company has been able to accumulate more assets and retain a significant portion of its earnings as equity over the years.

Figure 5.5 Total Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017-2018 to 2021-2022



From the figure 5.5 we can see that, Total Debt Ratio was 0.20, 0.33, 0.36, 0.38 and 0.39 for each fiscal year from 2018-2019 to 2022-2023 respectively. The debt ratio has been gradually increasing over the years, indicating a higher reliance on debt to finance assets. Starting from 0.20 in 2017-2018, it climbed to 0.39 in 2021-2022. This trend suggests that the entity's debt load has been growing over time relative to its asset base.

5.1.2.2 Debt Equity Ratio

The debt equity ratio compares a company's total debt to its shareholders' equity, reflecting the portion of financing derived from debt compared to equity. A higher ratio signifies greater reliance on debt financing.

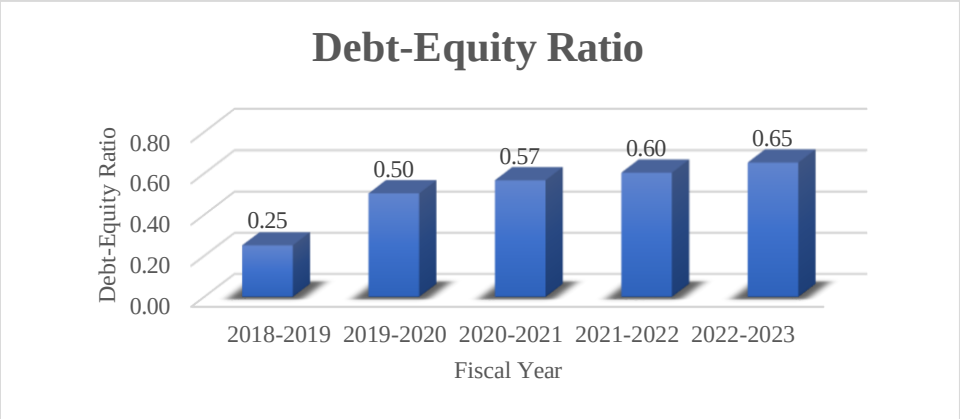
Table 5.6 Debt Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017-2018 to 2021-2022

Fiscal Year	Total Debt	Total Equity
2018-2019	1423696707	5670435574
2019-2020	2962486774	5883875942
2020-2021	3337755171	5889423873
2021-2022	3555997296	5892743575
2022-2023	3847412998	5897470428

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.6 provides information on the total debt and total equity for each fiscal year from 2017-2018 to 2021-2022. The total debt increases steadily over the years, The total equity remains relatively stable across the years

Figure 5.6 Debt Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022



Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

From the figure 5.6 we can see that, Debt-Equity Ratio was 0.25, 0.50, 0.57, 0.60 and 0.65 for each fiscal year from 2018-2019 to 2022-2023 respectively. The figure shown that, the debt-to-equity ratio for the company has been increasing over the years. It suggests that the company's debt has been increasing in relation to its equity over time, potentially indicating higher leverage and financial risk.

5.1.2.3 Long Term Debt Ratio

The long-term debt ratio measures the proportion of a company's long-term liabilities to its total assets. It assesses the company's long-term solvency and ability to fulfill long-term commitments.

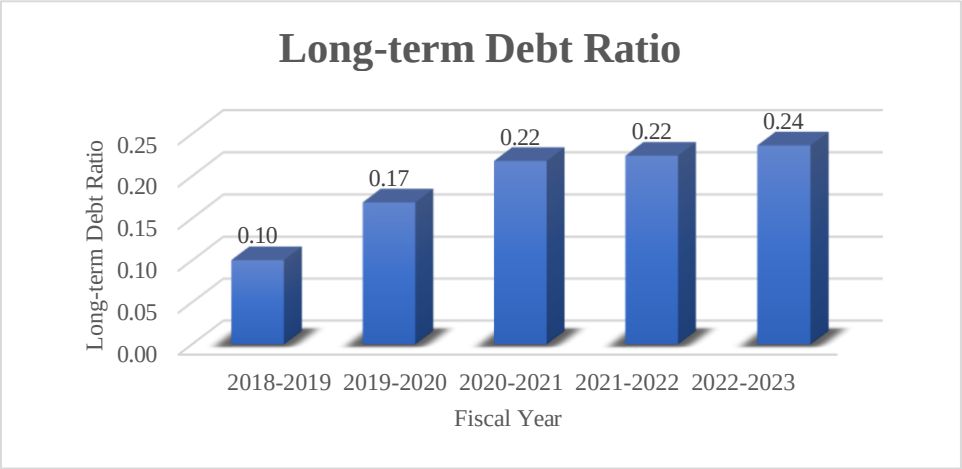
Table 5.7 Long Term Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Long Term Debt	Total Equity
2018-2019	633535525	5670435574
2019-2020	1196479444	5883875942
2020-2021	1642313344	5889423873
2021-2022	1702796132	5892743575
2022-2023	1826302955	5897470428

Source: Annual Report of Agion Laboratories Private Limited (Fiscal year 2018-2019 to 2022-2023)

Table 5.7 we can see that, there is a long-term debt and total equity for each fiscal year from 2017-2018 to 2021-2022. The long-term debt amount has been increasing consistently over the years and total equity figure has remained relatively stable over the years.

Figure 5.7 Long Term Debt Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.7 we can see that Long-term Debt Ratio was 0.10, 0.17, 0.22, 0.22 and 0.24 for each fiscal year from 2018-2019 to 2022-2023 respectively. In this case, we observe a gradual increase in the long-term debt ratio over the years, indicating a growing reliance on long-term debt to finance operations. It is crucial for the company to manage this debt effectively to ensure its long-term financial stability and sustainability.

5.1.2.4 Equity Multiplier (Leverage)

The equity multiplier indicates the extent to which a company relies on debt to finance its assets. A higher multiplier means a higher proportion of assets are financed by debt.

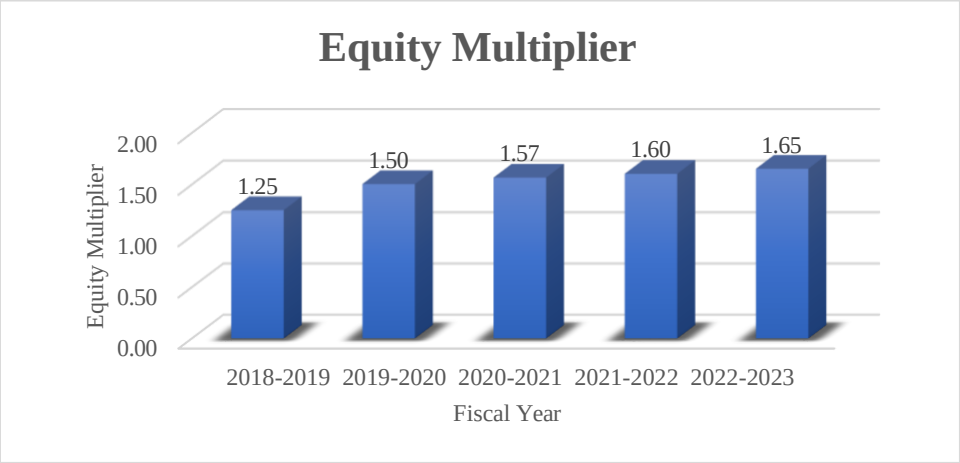
Table 5.8 Equity Multiplier (Leverage) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Total Asset	Total Equity
2018-2019	7094132281	5670435574
2019-2020	8846362716	5883875942
2020-2021	9227179044	5889423873
2021-2022	9448740870	5892743575
2022-2023	9744883426	5897470428

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.8 shows that total asset and total equity for the fiscal years from 2018-2019 to 2022-2023 respectively. This table suggests that the company experienced consistent growth in its asset base over the five-year period, while maintaining a relatively stable equity position.

Figure 5.8 Equity Multiplier (Leverage) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.8 we can see that Equity Multiplier was 1.25, 1.50, 1.57, 1.60 and 1.65 for each fiscal year from 2018-2019 to 2022-2023 respectively. It Indicates that the company has a higher proportion of debt in its capital structure compared to equity.

5.1.3 Asset Management or Asset Turnover Ratio

5.1.3.1 Inventory Turnover Ratio

The inventory turnover ratio measures how efficiently a company manages its inventory. A higher ratio indicates more effective inventory management and sales generation.

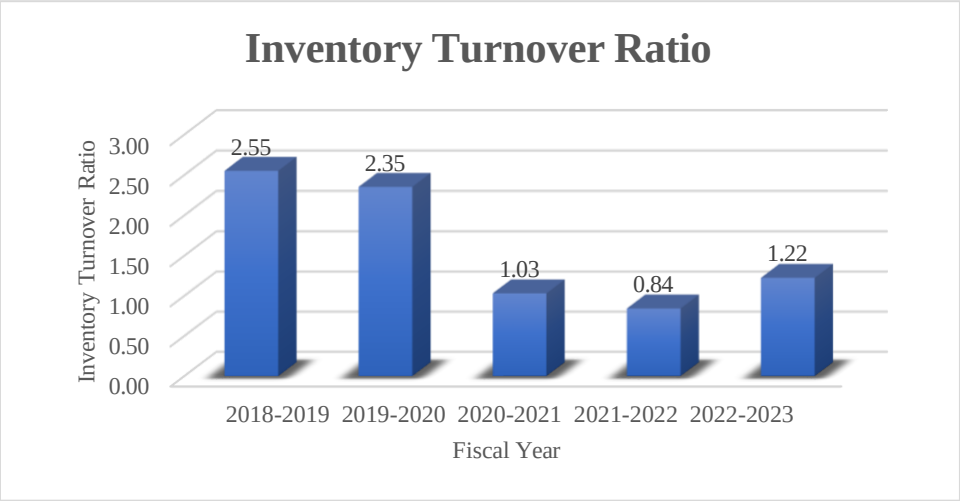
Table 5.9 Inventory Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Inventory	Cost of Goods Sold
2018-2019	1227778662	3132843549
2019-2020	1856873123	4368046250
2020-2021	2578734896	2657640474
2021-2022	2803226438	2361156831
2022-2023	2878819750	3525406754

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.9 represents the inventory and cost of goods sold for each fiscal year from 2018-2019 to 2022-2023 respectively. This suggests that the company has been consistently investing in inventory over the years, potentially indicating growth or expansion and also indicates an increase in the cost of production or purchase over the years.

Figure 5.9 Inventory Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.9 we can see that Quick Ratio was 2.55, 2.35, 1.03, 0.84 and 1.22 for each fiscal year from 2018-2019 to 2022-2023 respectively. Overall, based on the given figures, it is crucial for the company to closely monitor its inventory turnover ratio. A consistently declining ratio could indicate underlying issues with inventory management that need to be addressed to optimize cash flow, reduce storage costs, and improve overall efficiency.

5.1.3.2 Account Receivable Turnover Ratio

This ratio assesses how efficiently a company collects its accounts receivable. A higher ratio implies quicker collection of receivables, which boosts cash flow.

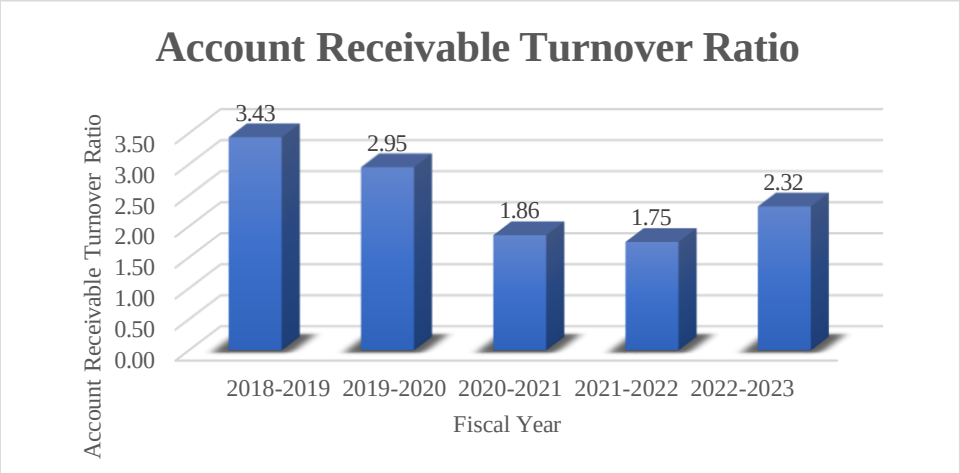
Table 5.10 Account Receivable Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Account Receivable	Sales
2018-2019	1171674567	4023783905
2019-2020	1757541912	5185920854
2020-2021	1712151838	3178966771
2021-2022	1669557088	2918048347
2022-2023	1777616161	4122935164

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Looking at the table 5.10, it provides data on the account receivable and sales figures for a company over a span of five fiscal years. The account receivable figures vary from year to year, indicating changes in the amount of credit extended to customers and the sales figures reveal the company's revenue growth over time.

Figure 5.10 Account Receivable Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.10 we can see that Account Receivable Turnover Ratio was 3.43, 2.95, 1.86,1.75 and 2.32 each fiscal year from 2018-2019 to 2022-2023 respectively. Based on these figures, we can infer that the company experienced a decline in its accounts receivable turnover ratio between 2018-2020, indicating challenges in collecting customer payments. However, the ratio showed signs of improvement in the most recent fiscal year (2021-2022), implying a more efficient collection process.

5.1.3.3 Average Collection Period (Days Sales Outstanding)

The average collection period represents the average number of days it takes for a company to collect its accounts receivable. A lower average collection period suggests more efficient collection practices.

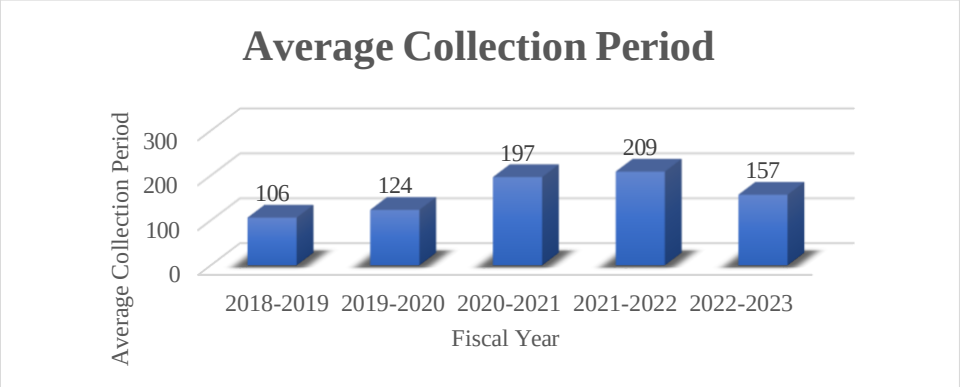
Table 5.11 Average Collection Period (Days Sales Outstanding) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Account Receivable	Sales
2018-2019	1171674567	4023783905
2019-2020	1757541912	5185920854
2020-2021	1712151838	3178966771
2021-2022	1669557088	2918048347
2022-2023	1777616161	4122935164

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.11 represents the account receivable and sales figures for each fiscal year from 2018-2019 to 2022-2023 respectively. The account receivable value fluctuates from year to year and the sales figures demonstrate the company's revenue generation over the years.

Figure 5.11 Average Collection Period (Days Sales Outstanding) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.11 we can see that Average Collection Period was 106, 124, 197, 209 and 157 for each fiscal year from 2018-2019 to 2022-2023 respectively. Overall, the increasing trend in the average collection period from 2018-2019 to 2020-2021 could indicate challenges in accounts receivable management, potential issues with customer creditworthiness, or collection processes that need improvement. However, the decrease in the latest fiscal year could signify efforts by the company to address these challenges and improve its cash flow position.

5.1.3.4 Total Asset Turnover Ratio

The total asset turnover ratio evaluates a company's ability to generate sales relative to its total assets. A higher ratio indicates better asset utilization.

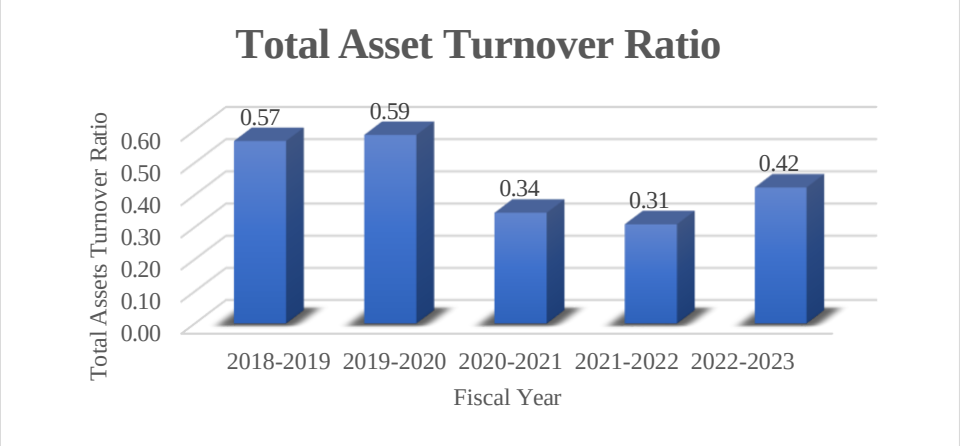
Table 5.12 Total Asset Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Sales	Total Asset
2018-2019	4023783905	7094132281
2019-2020	5185920854	8846362716
2020-2021	3178966771	9227179044
2021-2022	2918048347	9448740870
2022-2023	4122935164	9744883426

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.12 represents the sales and total assets for a company for each fiscal year from 2018-2019 to 2022-2023 respectively. The table presents a mix of fluctuating sales figures and consistent growth in total assets.

Figure 5.12 Total Asset Turnover Ratio of Agion Laboratories Private Limitedfor the year 2017-2022



From the figure 5.12 we can see that Total Asset Turnover Ratio was 0.57, 0.59, 0.34, 0.31 and 0.42 each fiscal year from 2018-2019 to 2022-2023 respectively. This trend suggests that the company may have faced challenges in effectively utilizing its assets to generate sales revenue in recent years

5.1.3.5 Fixed Asset Turnover Ratio

The fixed asset turnover ratio measures a company's ability to generate sales using its fixed assets. A higher ratio indicates efficient utilization of fixed assets.

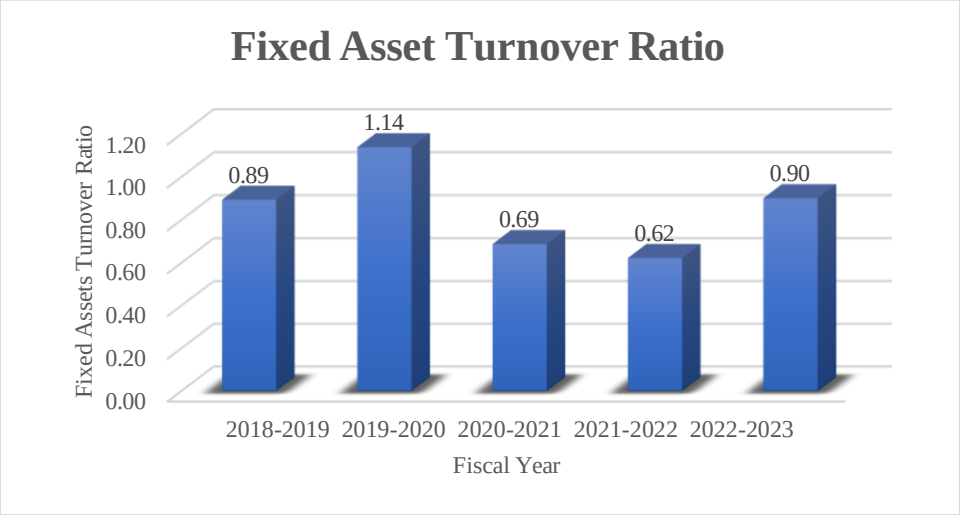
Table 5.13 Fixed Asset Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Sales	Fixed Asset
2018-2019	4023783905	4505145853
2019-2020	5185920854	4558636500
2020-2021	3178966771	4625699275
2021-2022	2918048347	4689532477
2022-2023	4122935164	4578306881

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.13 represents the Fixed asset and sales figures for each fiscal year from 2018-2019 to 2022-2023 respectively. From the data, we can observe that the sales figures have varied from year to year and the fixed assets of the company have shown a consistent upward trend over the five-year period.

Figure 5.13 Fixed Asset Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.13 we can see that Fixed Asset Turnover Ratio was 0.89, 1.14, 0.69, 0.62 and 0.90 for each fiscal year from 2018-2019 to 2022-2023 respectively. These figures highlight the fluctuating nature of the company's fixed asset turnover ratio over the years. GNFL need to analyze the underlying reasons for these fluctuations in the fixed asset turnover ratio and assess whether they align with the company's overall financial performance, industry norms, and business strategy.

5.1.3.6 Net Working Capital Turnover Ratio

The net working capital turnover ratio reflects how effectively a company utilizes its net working capital to generate sales. A higher ratio suggests efficient working capital management.

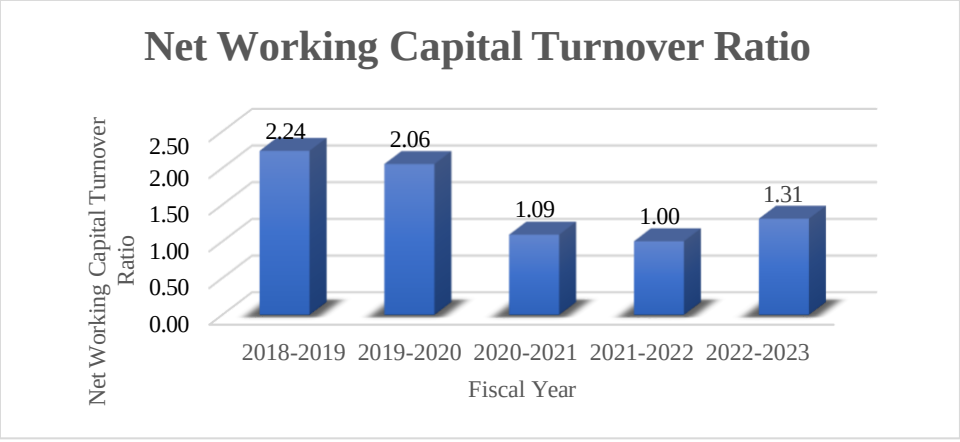
Table 5.14 Net Working Capital Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Sales	Net Working Capital
2018-2019	4023783905	1798825246
2019-2020	5185920854	2521718886
2020-2021	3178966771	2906037942
2021-2022	2918048347	2906007229
2022-2023	4122935164	3145466502

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.14 represents the NWC and sales figures for each fiscal year from 2018-2019 to 2022-2023 respectively. From the table, we observe that sales figures experienced fluctuations over the years and NWC increase over the years.

Figure 5.14 Net Working Capital Turnover Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

From the figure 5.14 we can see that NWC Turnover Ratio was 2.24, 2.06, 1.09, 1.00 and 1.31 for each fiscal year from 2018-2019 to 2022-2023 respectively. Based on the Figure, it appears that the company's efficiency in utilizing its working capital has experienced a decline and has only partially recovered in the most recent fiscal year.

5.1.4 Profitability Ratio

Ratios related to Sales

5.1.4.1 Gross Profit Margin Ratio

The gross profit margin measures the profitability of a company's core operations. It shows the percentage of revenue retained after deducting the cost of goods sold.

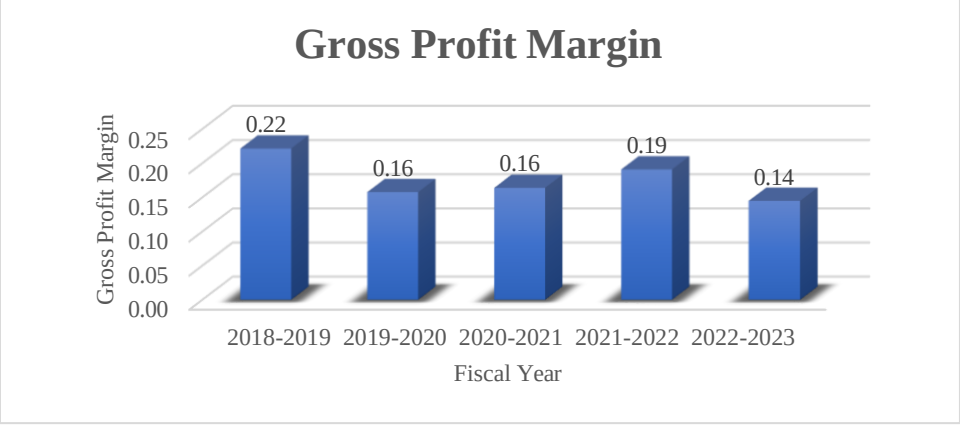
Table 5.15 Gross Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Sales	Gross Profit
2018-2019	4023783905	890940356
2019-2020	5185920854	817874604
2020-2021	3178966771	521326297
2021-2022	2918048347	556891516
2022-2023	4122935164	597528410

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.15 represents the Gross profit and sales figures for each fiscal year from 2018-2019 to 2022-2023 respectively. The table presents a snapshot of the company's sales and gross profit performance over a five-year period, showcasing fluctuations, growth, and potential shifts in the company's financial performance.

Figure 5.15 Gross Profit Margin of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

From the figure 5.15 we can see that Gross Profit Margin was 0.22, 0.16, 0.16, 0.19 and 0.14 for each fiscal year from 2018-2019 to 2022-2023 respectively. These figures suggest that there may have been fluctuations in the company's profitability over the years, with some periods of improvement and others of decline.

5.1.4.2 Operating Profit Margin Ratio

The operating profit margin indicates the profitability of a company's regular operations. It measures the percentage of revenue retained after deducting operating expenses.

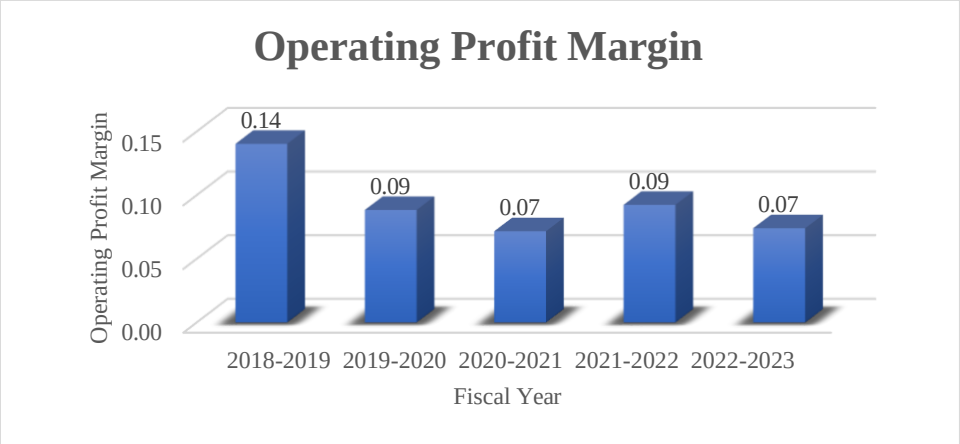
Table 5.16 Operating Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Sales	Operating Profit
2018-2019	4023783905	564508328
2019-2020	5185920854	458130284
2020-2021	3178966771	227768065
2021-2022	2918048347	269591996
2022-2023	4122935164	305071123

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.16 represents the Operating profit and sales figures for each fiscal year from 2018-2019 to 2022-2023 respectively. The sales figures show that there has been a fluctuation in revenue over the years and the operating profit figures also exhibit some variation year over year. The data suggests that the company experienced both positive and negative trends in both sales and operating profit over the five-year period.

Figure 5.16 Operating Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

From the figure 5.16 we can see that Quick Ratio was 0.14, 0.09, 0.07, 0.09 and 0.07 for each fiscal year from 2018-2019 to 2022-2023 respectively. These figures indicate that the company experienced some fluctuations in profitability over the five-year period. While there was a decline in the margin during 2018-2019 and 2019-2020, they managed to recover slightly in 2020-2021. However, it is worth noting that the profit margin remained relatively stable in 2021-2022.

5.1.4.3 Net Profit Margin Ratio

The net profit margin assesses the overall profitability of a company, considering all expenses, including taxes and interest. It represents the percentage of revenue retained as net income.

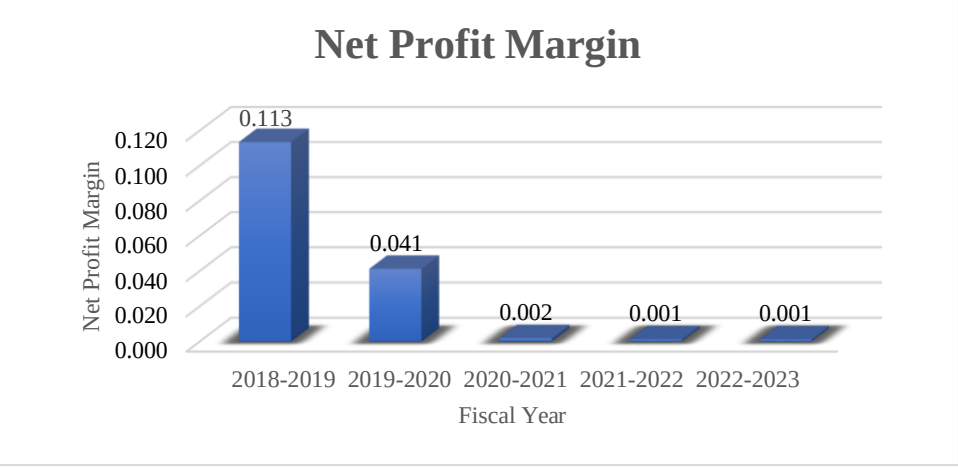
Table 5.17 Net Profit Margin Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Sales	Net Profit
2018-2019	4023783905	456373261
2019-2020	5185920854	213440369
2020-2021	3178966771	5547931
2021-2022	2918048347	3319702
2022-2023	4122935164	4726853

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.17 represents the Net profit and sales figures for each fiscal year from 2018-2019 to 2022-2023 respectively. The table shows some fluctuations in sales and net profit figures over the years, with periods of growth, decline, and potential recovery.

Figure 5.17 Net Profit Margin of Agion Laboratories Private Limitedfor the Fiscal year 2017- 2018 to 2021-2022



Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

From the figure 5.17 we can see that Net Profit Margin was 0.113, 0.041, 0.002, 0.001 and 0.001 for each fiscal year from 2018-2019 to 2022-2023 respectively. The figures provided show a declining trend in the net profit margin over the years.

Ratios related to Investments

5.1.4.4 Return on Asset Ratio (ROA)

Return on Assets (ROA) evaluates how effectively a company utilizes its assets to generate profit. It indicates the percentage of net income earned relative to total assets. A higher ROA signifies better asset utilization.

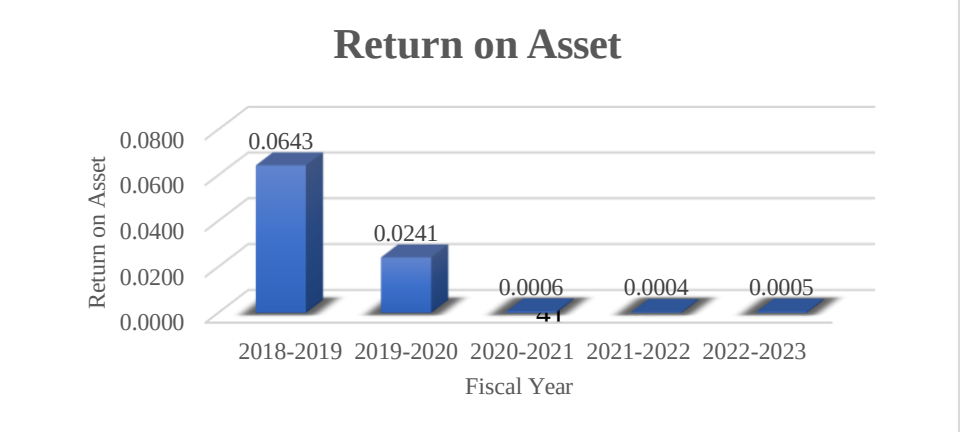
Table 5.18 Return on Asset Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Total Asset	Net Profit
2018-2019	7094132281	456373261
2019-2020	8846362716	213440369
2020-2021	9227179044	5547931
2021-2022	9448740870	3319702
2022-2023	9744883426	4726853

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.18 represents the Total asset and net profit figures for each fiscal year from 2018-2019 to 2022-2023 respectively. The total assets of the company have consistently increased over the years, indicating growth in the company's overall financial strength and the net profit of the company has varied throughout the years. It indicates that while the company has been able to grow its assets, it has faced some challenges impacting profitability in certain years.

Figure 5.18 Return on Asset Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.18 we can see that Return on assets was 6.43%, 2.41%, 0.06%, 0.04% and 0.05% for each fiscal year from 2018-2019 to 2022-2023 respectively. It is shown from the data that ROA of that company was decreasing year by year which indicates that the company can't manage its assets efficiently.

5.1.4.5 Return on Equity Ratio (ROE)

Return on Equity (ROE) measures the profitability of a company in relation to its shareholders' equity. It reveals the percentage of net income generated for each taka of equity investment.

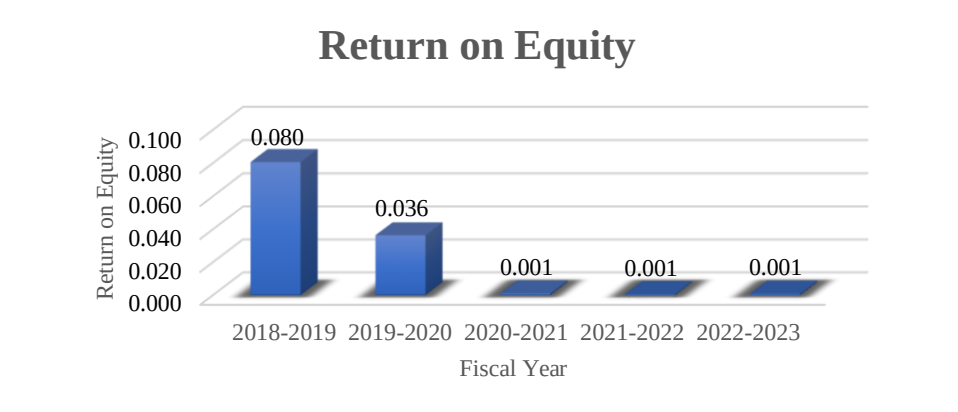
Table 5.19 Return on Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	Total Equity	Net Profit
2018-2019	5670435574	456373261
2019-2020	5883875942	213440369
2020-2021	5889423873	5547931
2021-2022	5892743575	3319702
2022-2023	5897470428	4726853

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.19 represents the Total equity and net profit figures for each fiscal year from 2018-2019 to 2022-2023 respectively. From the table, we can observe a gradual increase in the total equity, indicating a growth in the company's value over the years and the net profit fluctuates over the years. It appears that the company has experienced growth in its total equity, but the net profit has varied over the years.

Figure 5.19 Return on Equity Ratio of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

From the figure 5.19 we can see that Return on equity was 8%, 3.6%, 0.1%, 0.1% and 0.1% for each fiscal year from 2018-2019 to 2022-2023 respectively. It is shown from the data that ROE of that company was decreasing year by year which indicates that the company can't manage its equity efficiently.

5.1.4.6 Earing Per Share (EPS)

Earnings per Share (EPS) shows how much profit a company generates for each outstanding share of common stock. It is a key measure for investors in assessing the company's profitability per share.

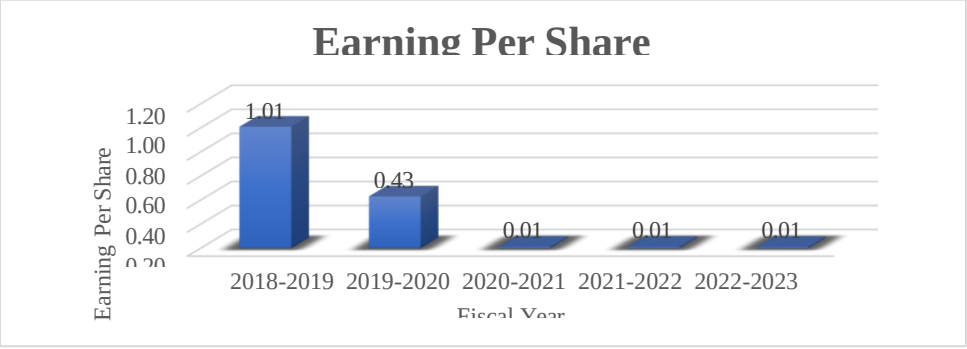
Table 5.20 Earing Per Share (EPS) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023

Fiscal Year	No. of Share Outstanding	Net Profit
2018-2019	451854720	456373261
2019-2020	496473000	213440369
2020-2021	554793100	5547931
2021-2022	331970200	3319702
2022-2023	472685300	4726853

Source: Annual Report of Agion Laboratories Private Limited(Fiscal year 2018-2019 to 2022-2023)

Table 5.20 represents the number of shares outstanding, and net profits for a company for each fiscal year from 2018-2019 to 2022-2023 respectively. The number of shares outstanding for the company has varied over the years and the net profit for the company has also shown fluctuations over the years.

Figure 5.20 Earing Per Share (EPS) of Agion Laboratories Private Limitedfor the Fiscal year 2018-2019 to 2022-2023



From the figure 5.20 we can see that EPS was 1.01, 0.43, 0.01, 0.01 and 0.01 for the fiscal year from 2018-2019 to 2022-2023 respectively, there has been a consistent decline in the earnings per share (EPS) of the company.

Chapter: 06 Internship Responsibilities



6.1 Job Description

As an intern in the finance and accounting department, I work with the Reward & Talent Acquisition Team of Agion Laboratories Private Limited. The Accounts and Finance Department of Agion Laboratories Private Limited's main responsibility is to finance the right project and reclaim the money. As an intern, I perform basic tasks such as processing checks, checking bills, and managing the company's accounts as well as new project accounts on a monthly basis. As a part of the talent acquisition team, I learnt a lot about how to handle accounts and find candidates that properly meet the job requirements.

6.2 Job Responsibilities

Nowadays, every business strives to maintain track of its data using a computerized system. That is why many businesses use simple accounting software, which allows them to recode data. Summarize it, and report the transaction to the company's top management. Agion, like many other companies, uses the well-known Tally accounting software. The procurement department keeps track of all purchases and enters them into a software program. I also examined all Purchase Orders (PO) and other expenses during my internship. I have put transaction of Accounts Payable into this software. I have learned how to put journal entries as well.

Though their office is run by a computer-based system, they need to keep the paper work of their transaction at the same time. During my internship period I was in charge with some of the paper works. I have received bills, organized those bills, vouchers and petty cash files.

6.3 Internship Experience

My internship at Agion began in the accounting and finance department. They maintain a lovely working atmosphere at Agion, and all of the staff are quite nice. Working as an intern has taught me a lot of practical application of what I've learned throughout my academic career. The corporate headquarters is tastefully designed, and all divisions are well structured. The workplace is surrounded by a natural setting, and working with this highly experienced team has been a fantastic accomplishment for me.

6.4 Skills Applied

The internship component of the BBA program is required for the completion of this degree. In reality, an internship has provided a means for a student to get practical experience in the business sector. It is a time period where a student may understand and find out how to employ oneself or

herself as an intern. In the same manner. I've been able to put my abilities to good use.

I was able to put my soft talents to practice during my three-month internship with Agion. The capacity to work and communicate with people is characterized by one's character qualities and interpersonal skills. First and foremost, my communication abilities might benefit the organization. I worked in the Finance & Accounts Department as an intern. As a result, I've done a lot of work in Microsoft Word and Microsoft Excel, which I was able to do quickly because to my prior experience. For my academic background, such as corporate finance, financial statement analysis, and other related courses. Many Excel tasks were taught to me, and they proved to be really beneficial.

6.1 New Skills Developed

- **Problem Solving Skills:** Other than deciding what to wear the next day and avoiding the looming assignment deadline, what real-life challenges have you addressed thus far? An internship exposes you to real world job difficulties, allowing you to hone your problem-solving abilities.
- **Work Ethics:** Work ethics can only be learned in a real-world setting. We are accustomed to creating excuses for late assignments, missed classes, and so on in college! However, we do not develop work ethics until we are exposed to a real-world context.
- **Adaptability Skills:** Some people are more adaptive than others. One of the most useful soft talents is the ability to quickly adjust to new situations, which is not only appealing to employers but also necessary for personal development. So, while you're at it, utilize your internship opportunities and gain some adaptation skills.
- **Communication Skills**: When it comes to soft skills, can the value of communication skills possibly be overstated? It's one of the top abilities that employers look for on a CV. and it may help you rise from the bottom to the top. Communication is a valuable skill that you may gain throughout your internship.
- **Responsibility:** Being responsible, which is often overlooked when it comes to soft skills, is an essential talent in the workplace. Internship experience teaches one to be more responsible and accountable for the decisions making and carrying out given tasks.
- **Time Management:** Time management is the last item on our list, but it is just as critical as the others. You used to be able to just skip a lesson due to personal obligations. You cannot note your absences on a regular basis during an internship, which is virtually the start of your working existence.

As a result, it assists you in better managing your time by ensuring a healthy balance between your job and personal lives.

Chapter: 07 Findings



7.1 Major findings of this study

- ✓ A L Pvt. Ltd. provides a great working atmosphere, which helps to boost productivity.
- ✓ Each of the five departments is extremely well structured in order to give superior service.
- ✓ A L Pvt. Ltd. ensures the greatest degree of customer satisfaction in order to build a successful company and secure a market-leading position.
- ✓ A L Pvt. Ltd. Analyze the customer's purchasing choice in order to present them with a better solution, as well as the supplier's activities in order to enhance product quality.
- ✓ The employees were extremely motivated by the typical reward and salary system used by A L Pvt. Ltd.
- ✓ Ratios adequately reflect operational efficiency, profitability, and solvency throughout the specified five years.
- ✓ The whole production process is a vertically integrated procedure that is meticulously designed to generate high-quality products while also ensuring order fulfillment on time.
- ✓ To solve its cash shortages, A L Pvt. Ltd. must improve several key ratios.
- ✓ To increase the quality of their products, A L Pvt. Ltd. employs cutting-edge technologies.
- ✓ To market its products over the world, A L Pvt. Ltd. employs an effective distribution method.

Chapter: 08 Recommendations and Conclusion



8.1 Recommendations

Here are some recommendations for Agion to enhance their overall operational and financial results. These ideas will assist Agion in achieving their corporate objectives and providing better service in future.

- The hierarchical structure of the company isn't ideal. They need to raise the status quo.
- Some employees aren't as committed to their duties as others.
- When it comes to their juniors, certain workers need to act appropriately.
- New staff must undergo thorough training.
- The Finance and Accounts department, as well as the Audit department, require fresh hires.
- Workloads must be evenly distributed so that work does not come to a halt when one worker is unavailable.
- It is necessary to enlarge the workforce.
- Sometimes employees aren't working as efficiently as they should.
- To improve profit, raw material costs must be decreased, and sales volumes must be Increased via the use of a successful marketing plan.
- They should hire more employees.

8.2 Conclusion

The aim that motivated this thesis work was to find what made the cosmetic industry work and grow constantly, even through difficult times, both in the past and in the present. In order to do that I analyzed social, cultural, psychological and economic factors that contributed to influence consumers in the use and purchase of cosmetic products, but also marketing strategies that helped cosmetic brand to communicate and to build strong relationship with their consumers.

The revenue in the Cosmetics market in Bangladesh amounts to US$1. 29bn.It is projected to grow annually by 4.02% (CAGR 2024-2028). When compared globally, in the United States generates the highest revenue in the market, reaching US$20,130m in 2024.In terms of per person revenues, in 2024, each individual in Bangladesh contributes US$7.38 to the total revenue. Furthermore, by 2024, 83% of sales in the Cosmetics market in Bangladesh will be attributed to Non-Luxury. The demand for natural and organic cosmetics in Bangladesh is rapidly growing, as consumers become more conscious about the ingredients they use on their skin.

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