



**ENGRO FOODS LIMITED
ANALYST BRIEFING – Q3 2015**



BUSINESS HIGHLIGHTS

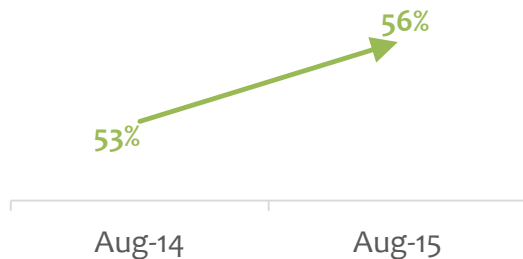
Business Highlights

Dairy & Beverages

- **Campaigns**

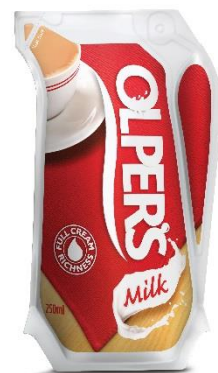
- **Olper's:** Mini Jug (Functional) & Consumer Promotion
- **Tarang:** Jawani Phir Nahi Aani

- **Market Share**



- **Volumetric Growth**

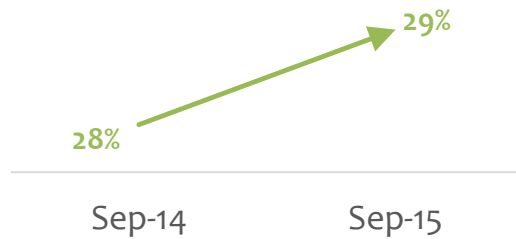
- Q3'15 vs. Q3'14: **19%**
- 9M'15 vs. 9M'14: **23%**



Business Highlights

Ice Cream & Frozen Desserts

- **Campaigns**
 - **Omoro: Premium Bars**
 - *Vanilla & Hazelnut*
 - *Peanut Butter*
- **Market Share***



- **Volumetric Growth**
 - Q3'15 vs. Q3'14: **29%**
 - 9M'15 vs. 9M'14: **17%**

*Internal Estimates



FINANCIAL HIGHLIGHTS

Financial Highlights

Engro Foods Limited

Revenue

The company achieved a revenue of PKR 12,766 Million in Q3'15.

- Q3'15 vs. Q3'14: **18%**
- 9M'15 vs. 9M'14: **23%**

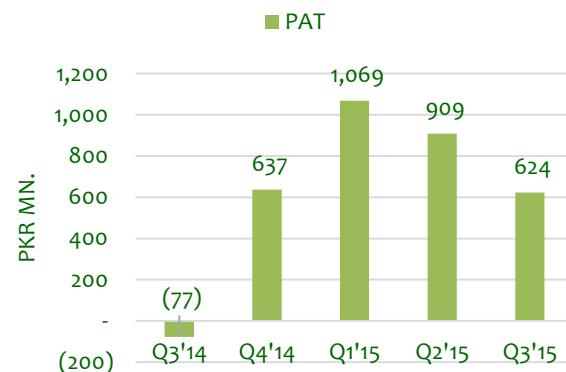
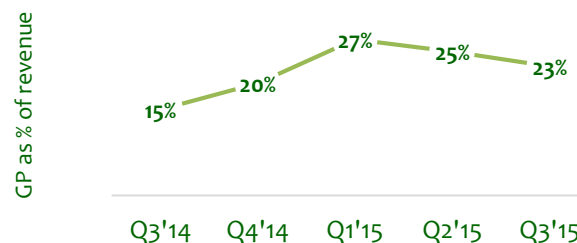
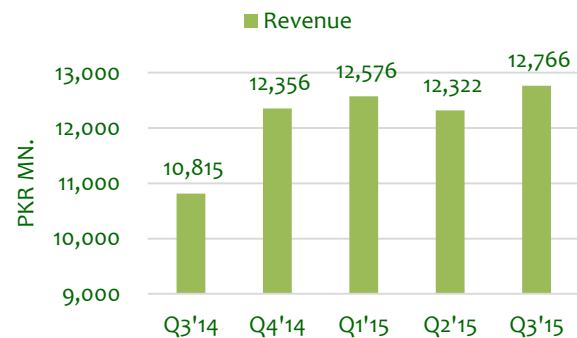
Gross Profit

Gross profit increased considerably:

- Q3'15 vs. Q3'14: **77%**
- 9M'15 vs. 9M'14: **66%**

Profit After Tax

- Q3'15 vs. Q3'14: **PKR 624 Mn vs. PKR (77) Mn.**
- 9M'15 vs. 9M'14: **PKR 2,601 Mn vs. PKR 252 Mn.**



Earnings per share

	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15
EPS (Basic)	(0.10)	0.83	1.39	1.19	0.81

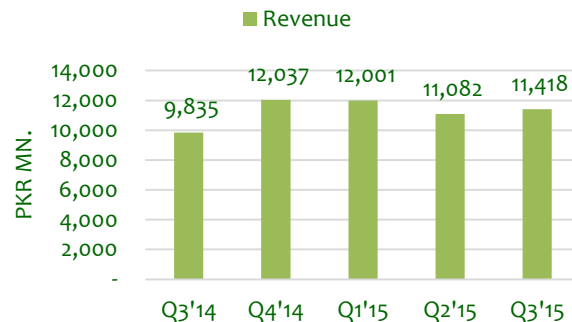
Financial Highlights

Dairy & Beverages

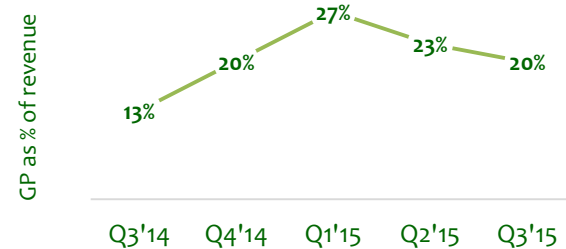
Revenue

In Q3'15, Dairy & Beverages segment reported a topline of PKR 11,418 Million registering a growth of:

- Q3'15 vs. Q3'14: **16%**
- 9M'15 vs. 9M'14: **23%**

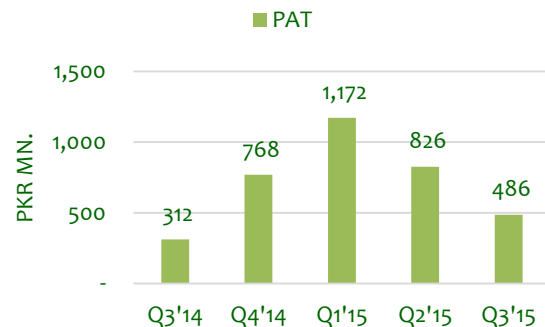


Gross Margins



Profit After Tax

- Q3'15 vs. Q3'14: **PKR 486 Mn vs. PKR 312 Mn.**
- 9M'15 vs. 9M'14: **PKR 2,485 Mn vs. PKR 942 Mn.**



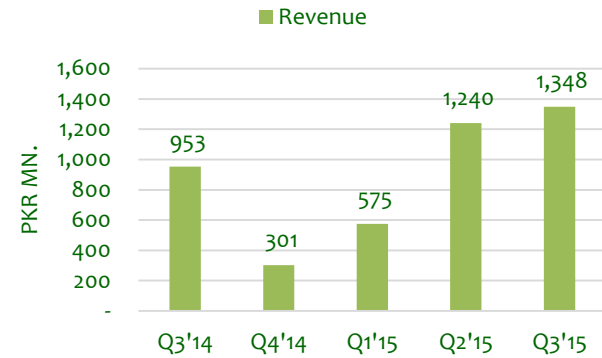
Financial Highlights

Ice Cream & Frozen Desserts

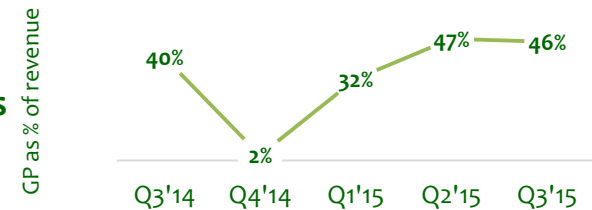
Revenue

In Q3'15, Ice Cream & Frozen Desserts segment reported a topline of PKR 1,348 Million

- Q3'15 vs. Q3'14: **41%**
- 9M'15 vs. 9M'14: **20%**

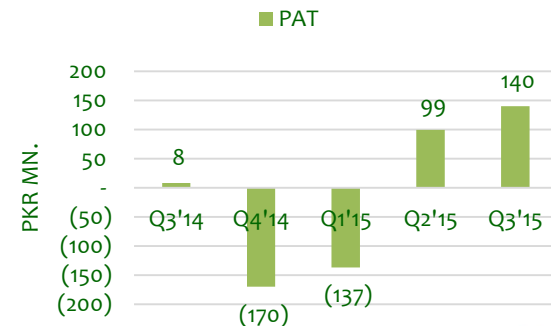


Gross Margins



Profit /(Loss) After Tax

- Q3'15 vs. Q3'14: **PKR 140 Mn vs. PKR 8 Mn.**
- 9M'15 vs. 9M'14: **PKR 101 Mn vs. PKR (122) Mn.**





Financial Highlights

Farm

Profit/(Loss) After Tax

- Q3'15 vs Q3'14: PKR (3) Mn. vs. PKR (24) Mn.
- 9M'15 vs 9M'14: PKR 15 Mn. vs. PKR (34) Mn.

The above was achieved as a result of an increase in herd size as well as improvement in yield.



Thank You