



**ENGRO FOODS LIMITED**  
**ANALYST BRIEFING – Q3 2016**



# **BUSINESS HIGHLIGHTS**



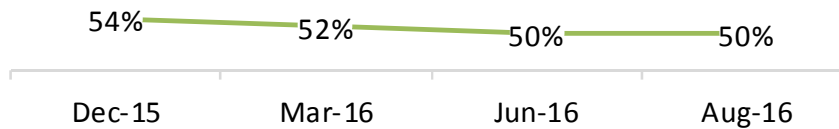
# Business Highlights

## Dairy & Beverages

- **Campaigns**

- **Olpers:** - Gizaiyat bhara har ghoont  
- Purity Documentary – The Real Truth
- **Tarang:** Mazay ki Jeet

- **Market Share\***



- **Volumetric Growth**

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



*\*Previously reported numbers have been revised based on AC Nielsen Retail Audit adjustments*

# Business Highlights

## Ice Cream & Frozen Desserts

- **Campaigns**
- Omore Signature



- **Volumetric Growth:**
- Q3'2016 vs. Q3'2015: -3%
- 9M'2016 vs. 9M'2015: 3%





# FINANCIAL HIGHLIGHTS





# Financial Highlights

## Engro Foods Limited

### Revenue

The company reported a revenue of PKR 10,980 Million in Q3'16.

- Q3'16 vs. Q3'15: **-12%**
- 9M'16 vs. 9M'15: **-8%**

### Gross Profit

Gross profit in absolute amount changed by:

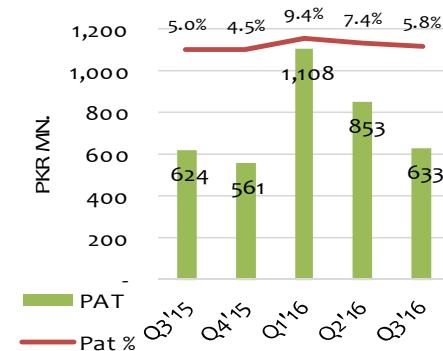
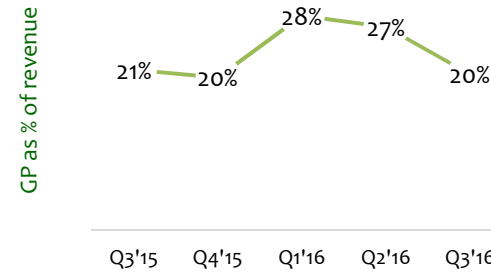
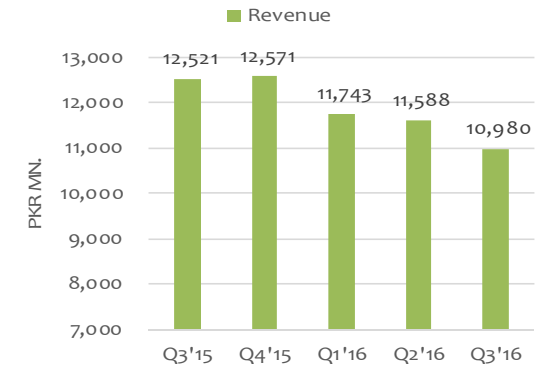
- Q3'16 vs. Q3'15: **-15%**
- 9M'16 vs. 9M'15: **-4%**

### Profit After Tax

- Q3'16 vs. Q3'15: PKR 633 Mn vs. PKR 624 Mn.
- 9M'16 vs. 9M'15: PKR 2,595 Mn vs. PKR 2,601 Mn.

### Earnings per share

|                    | Q3'15 | Q4'15 | Q1'16 | Q2'16 | Q3'16 |
|--------------------|-------|-------|-------|-------|-------|
| <b>EPS (Basic)</b> | 0.81  | 0.74  | 1.45  | 1.11  | 0.83  |





# Financial Highlights

## Dairy & Beverages

### Revenue

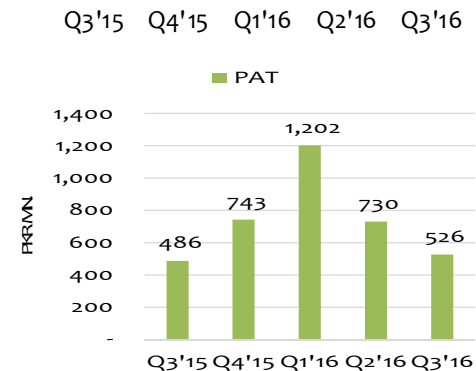
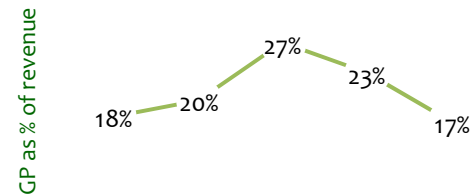
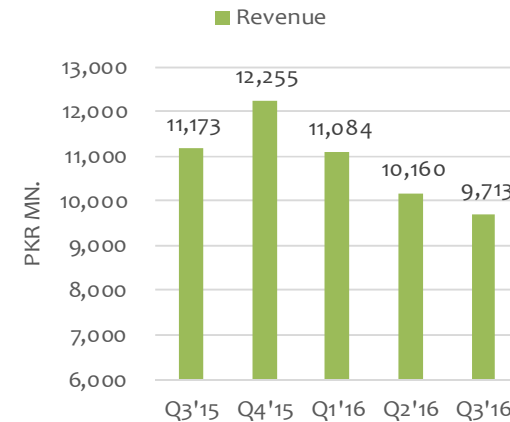
In Q3'16, Dairy & Beverages segment reported a topline of PKR 9,713 Million.

- Q3'16 vs. Q3'15: **-13%**
- 9M'16 vs. 9M'15: **-9%**

### Gross Margins:

### Profit After Tax

- Q3'16 vs. Q3'15: PKR **526** Mn vs. PKR **486** Mn.
- 9M'16 vs. 9M'15: PKR **2,458** Mn vs. PKR **2,485** Mn.





# Financial Highlights

## Ice Cream & Frozen Desserts

### Revenue

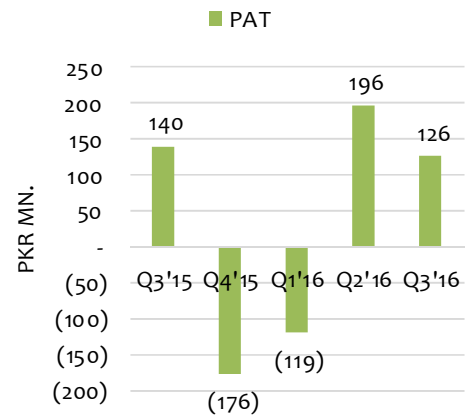
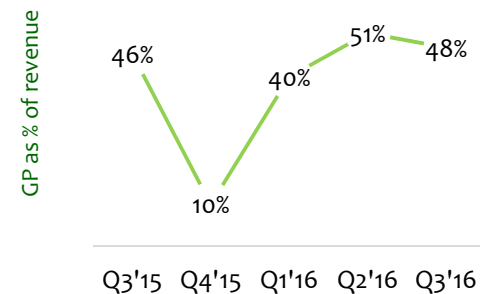
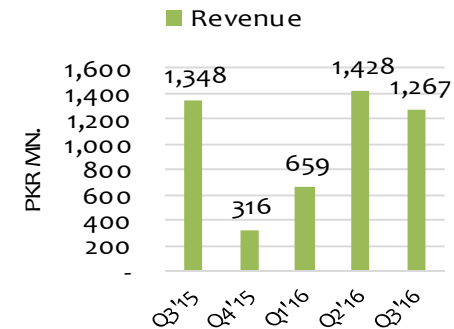
In Q3'16, Ice Cream & Frozen Desserts segment reported a topline of PKR 1,267 Million

- Q3'16 vs. Q3'15: **-6%**
- 9M'16 vs. 9M'15: **6%**

### Gross Margins

### Profit After Tax

- Q3'16 vs. Q3'15: PKR **126** Mn vs. PKR **140** Mn.
- 9M'16 vs. 9M'15: PKR **203** Mn vs. PKR **101** Mn.







**Thank You**