



Engro Foods Limited

Analyst briefing – Q4 2016

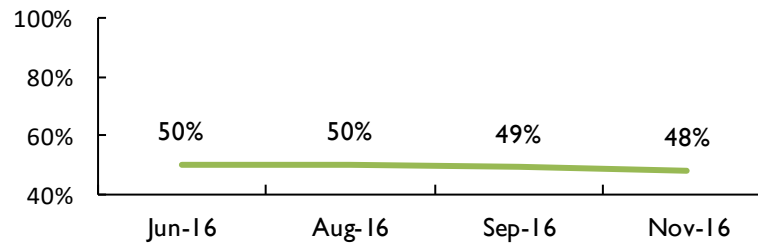
Business Highlights - Dairy & Beverages

- Campaigns

- ❑ Tarang: Mazay ki Jeet
- ❑ Olpers: Gizaiyat bhara har ghoont



- Market Share*



- Volumetric Growth

- ❑ Q4'16 vs. Q4'15: -23 %
- ❑ FY'16 vs. FY'15: -13%



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

Campaigns

- ❑ Omore Signature



Volumetric Growth:

- ❑ Q4'2016 vs. Q4'2015: -6%
- ❑ FY'2016 vs. FY'2015: 3%



Financial Highlights – Engro Foods Limited



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Revenue

The company reported a revenue of PKR 10,035 Million in Q4'16.

- Q4'16 vs. Q4'15: **-20%**
- FY'16 vs. FY'15: **-11%**

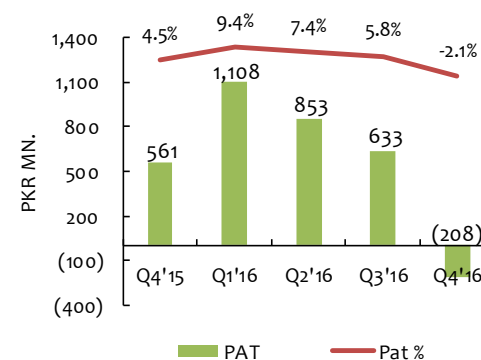
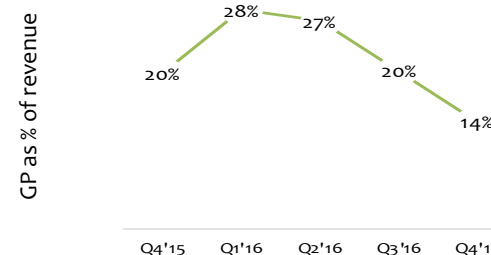
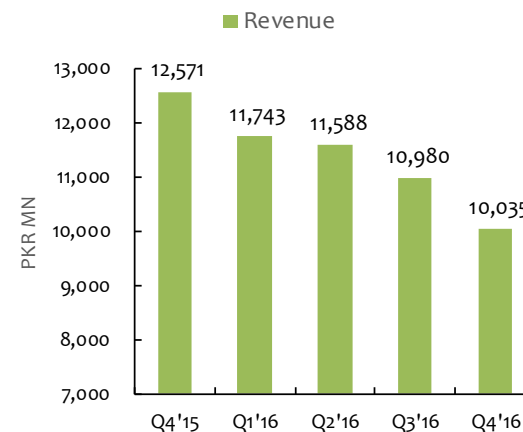
Gross Profit

Profit / Loss After Tax

- Q4'16 vs. Q4'15: PKR -208 Mn vs PKR 561 Mn
- FY'16 vs. FY'15: PKR 2,387 Mn vs PKR 3,162 Mn

Earnings / Loss per share

	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16
EPS / (LPS)	0.74	1.45	1.11	0.83	(0.27)



Financial Highlights - Dairy & Beverages



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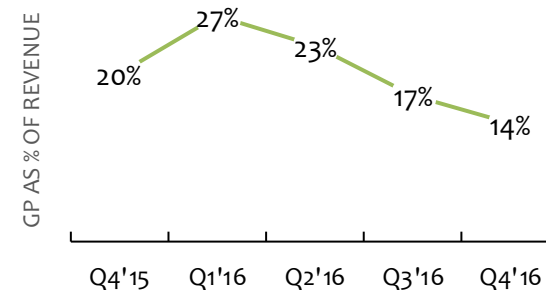
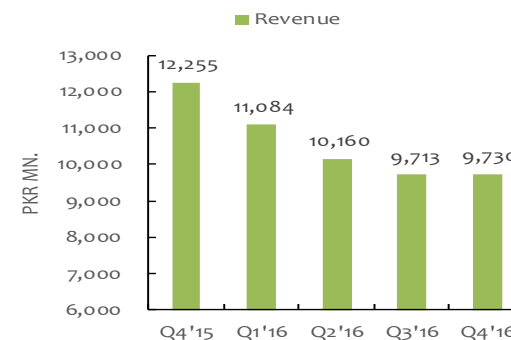


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Revenue

In Q4'16, Dairy & Beverages segment reported a topline of PKR 9,730 Million.

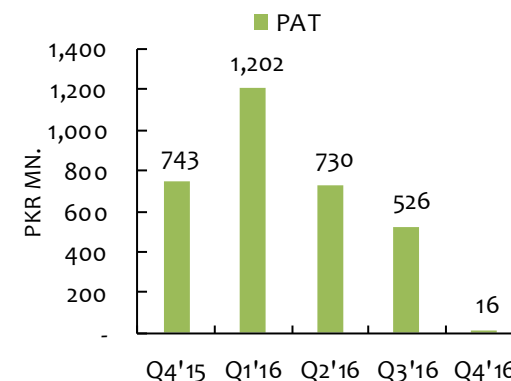
- Q4'16 vs. Q4'15: **-21%**
- FY'16 vs. FY'15: **-12%**



Gross Margins:

Profit After Tax

- Q4'16 vs. Q4'15: PKR 16 Mn vs. PKR 743 Mn.
- FY'16 vs. FY'15: PKR 2,474 Mn vs. PKR 3,227 Mn.



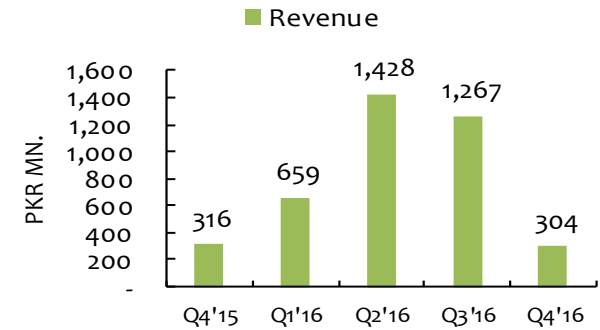
Financial Highlights – Ice Cream & Frozen Desserts



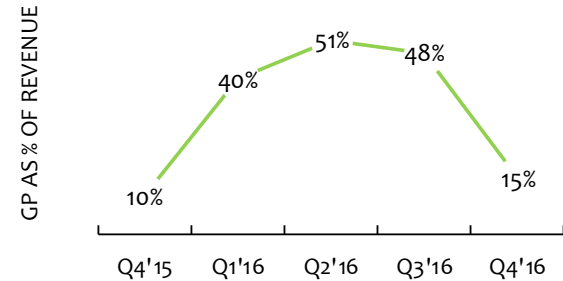
Revenue

In Q4'16, Ice Cream & Frozen Desserts segment reported a topline of PKR 304 Million

- Q4'16 vs. Q4'15: **-4%**
- FY'16 vs. FY'15: **5%**

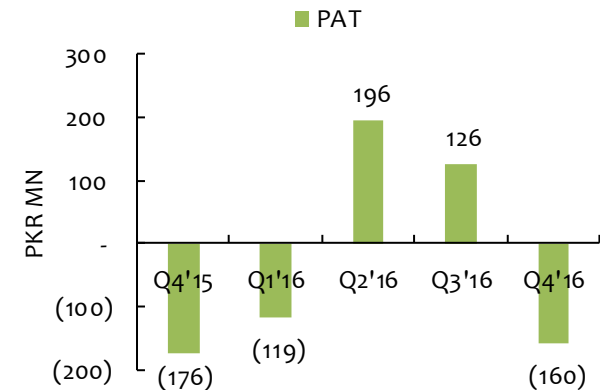


Gross Margins



Profit / Loss After Tax

- Q4'16 vs. Q4'15: PKR **-160** Mn vs. PKR **-176** Mn.
- FY'16 vs. FY'15: PKR **43** Mn vs. PKR **-75** Mn.



Thank you