



Analysts Briefing 3rd Quarter 2012

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Analysts Briefing – Business Update

KEY HIGHLIGHTS OF 3Q2012

- First ever corporate campaign – “Khud Pakistan”

DAIRY:

- Noor Jehan thematic campaign of Tarang



- “Mera Intikhab” campaign for Olpers



ICECREAM:

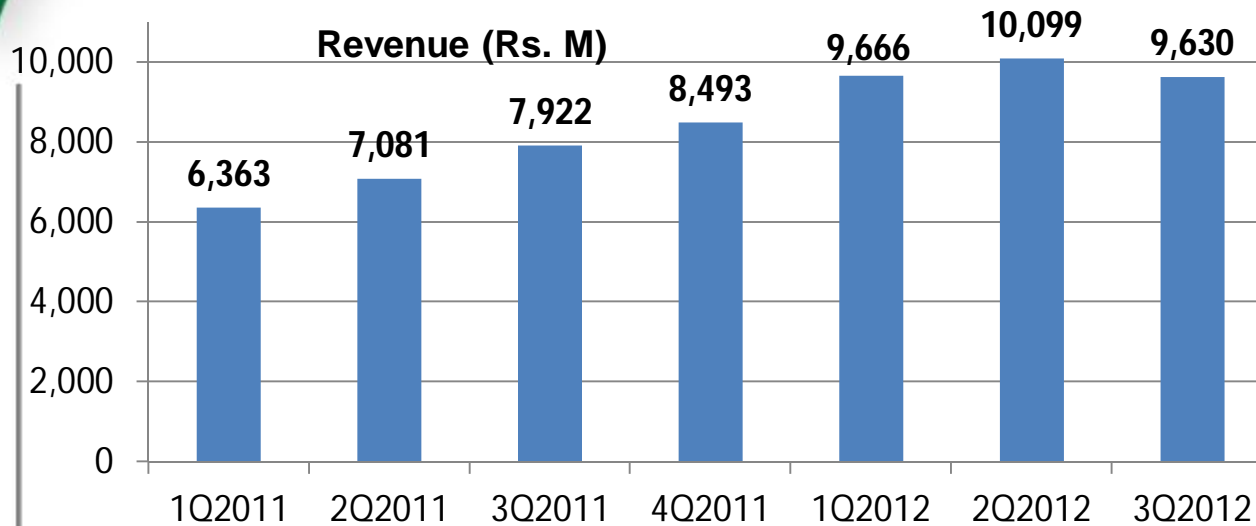
- Eid campaign for Omore Desi



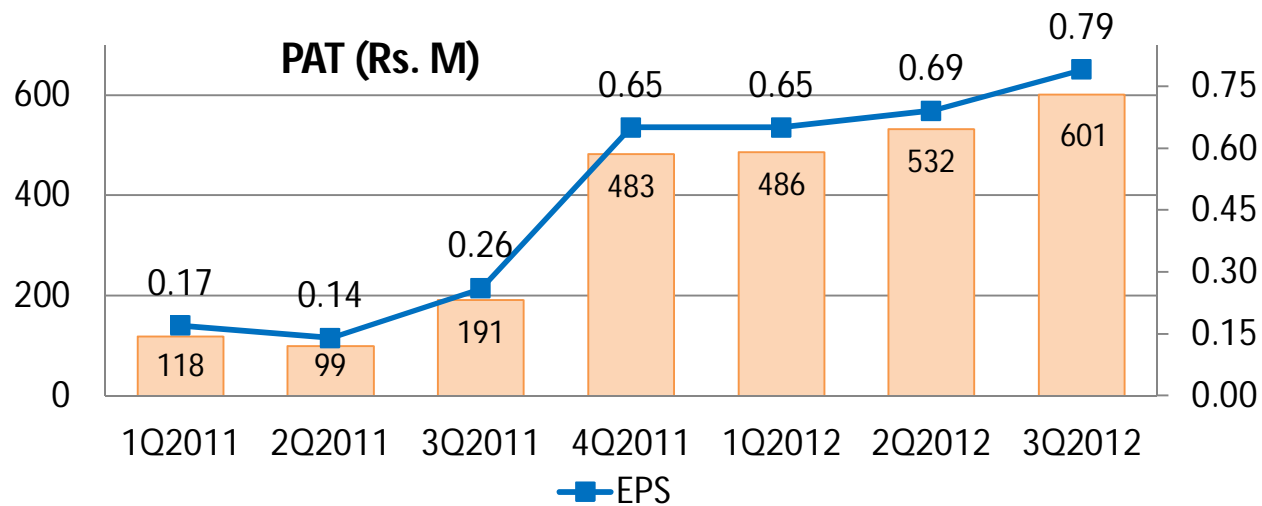


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OVERALL BUSINESS



38% growth versus similar period last year

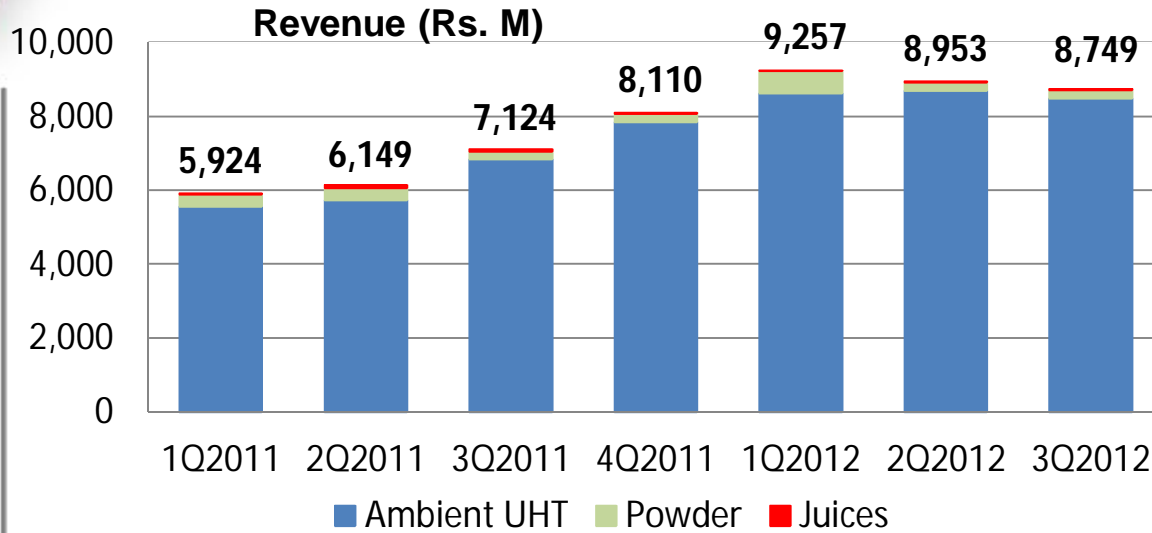


14% growth in EPS

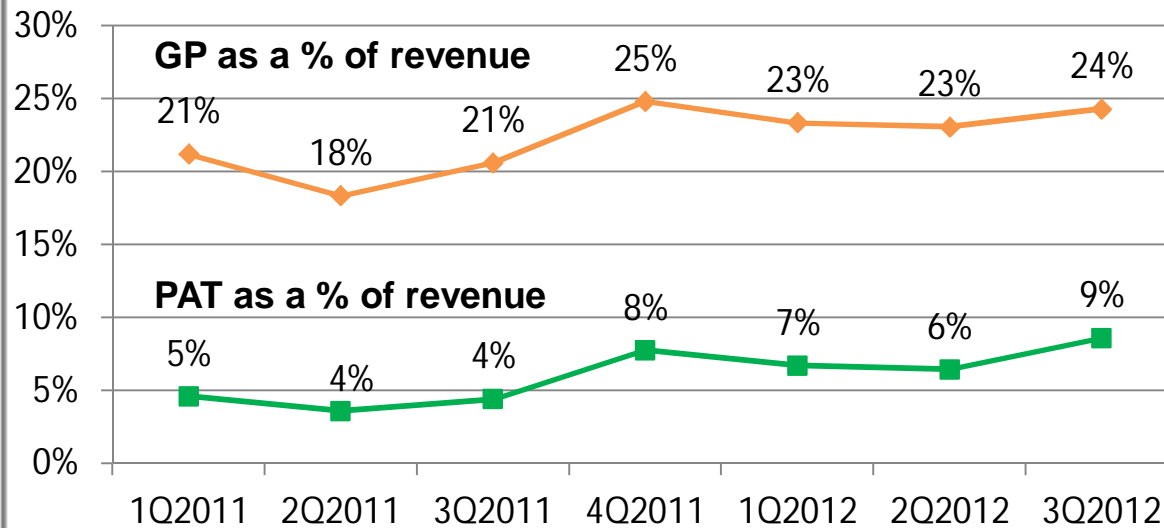


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DAIRY & JUICES



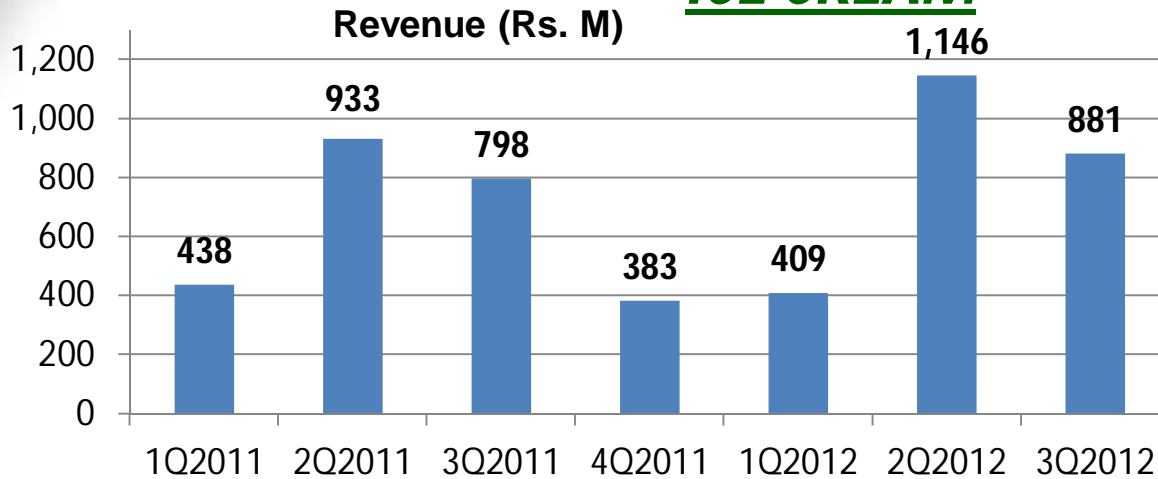
9M2011 vs. 9M2012	
Ambient UHT Volume Growth	29%
Ambient UHT Value Growth	43%
Ambient UHT Market Share - 3Q2012	51%
Powder Value Growth	24%
Juices Value Growth	(56%)



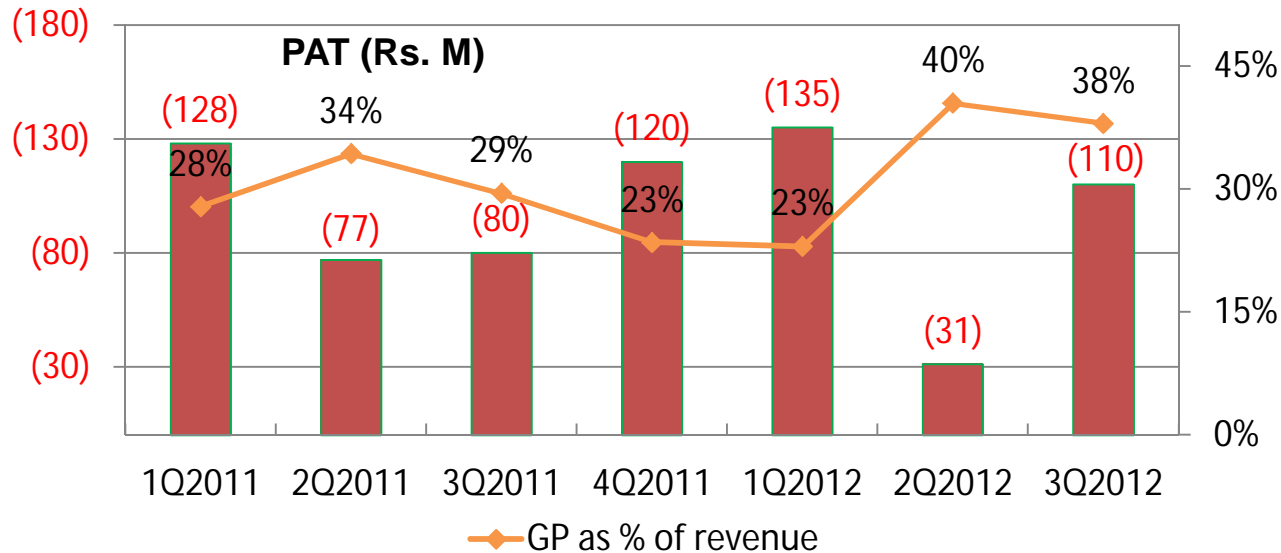


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ICE CREAM

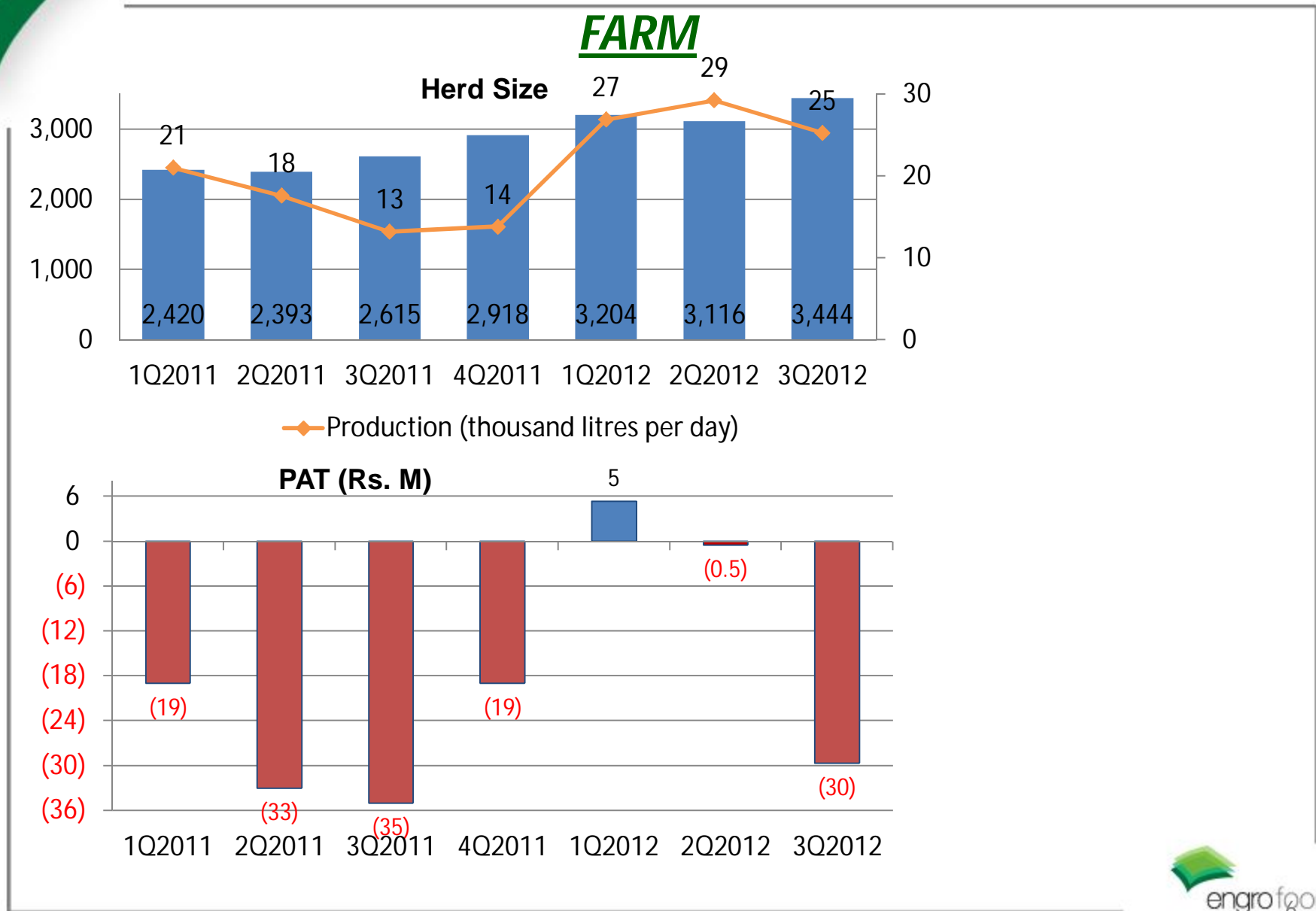


9M2011 vs. 9M2012	
Volume Growth	(1%)
Value Growth	12%





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THANK YOU