



Analysts Briefing 4th Quarter 2012

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January 28, 2013



Analysts Briefing – Business Update

KEY HIGHLIGHTS OF 4Q2012



Olper's Tanhaiyan –
Naye Silsilay

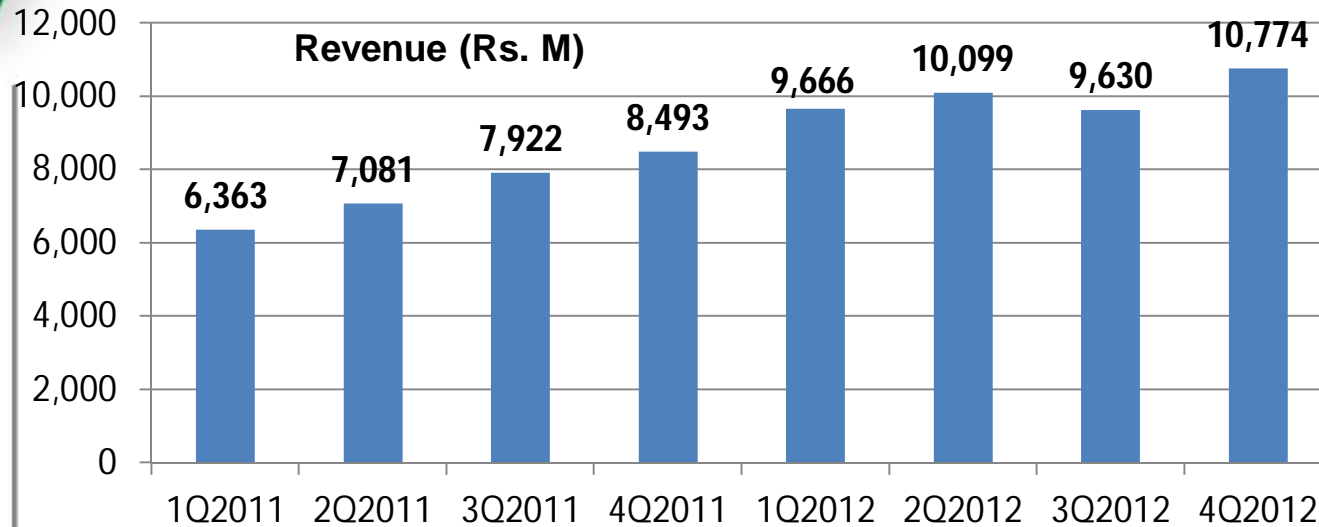
Engro Food was awarded 2nd
position for Best Corporate Report
Award in its category



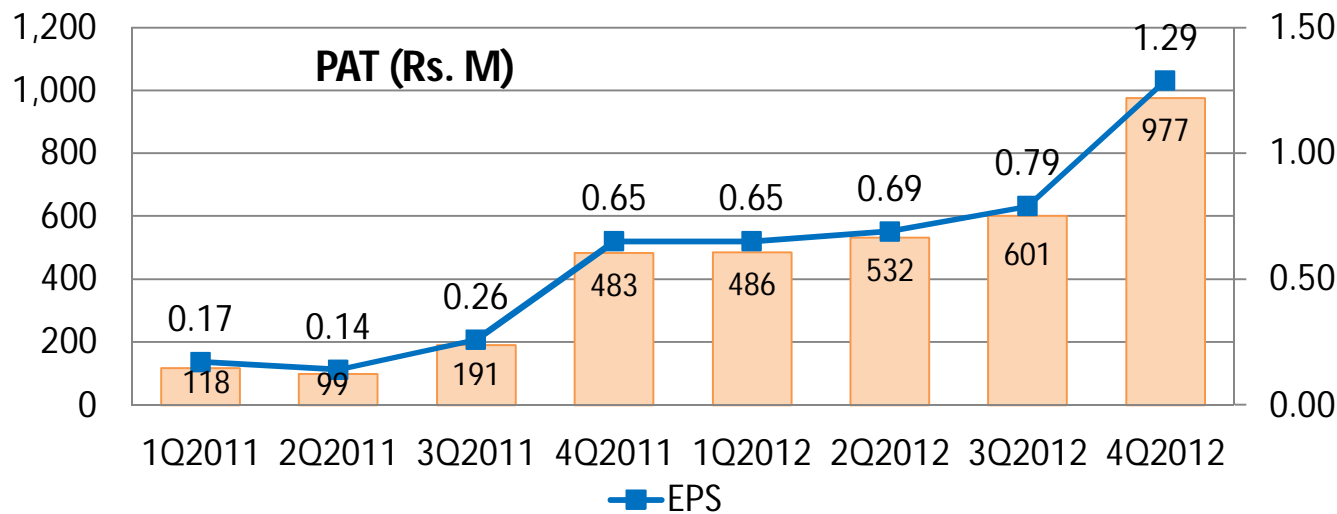


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OVERALL BUSINESS



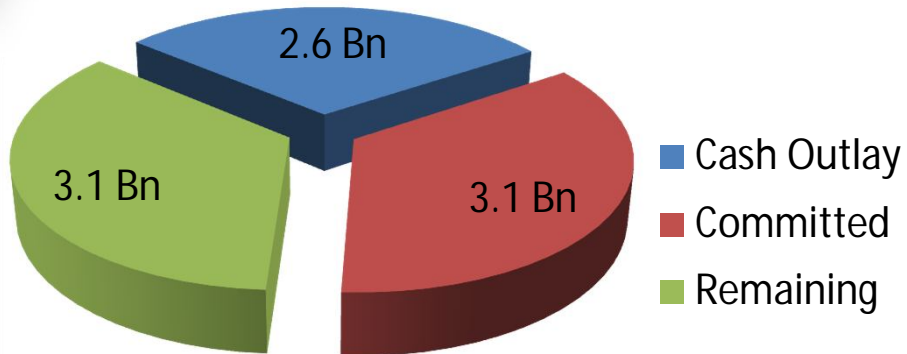
- 27% growth QoQ
- 35% growth YoY



- 98% growth in EPS QoQ
- 181% growth in EPS YoY

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Capital Investment of Rs. 8.8 Bn



Healthy Balance sheet

Long Term Debt to Equity Ratio	39 : 61
Current Ratio	2.1 : 1
Ending Cash Balance	Rs. 3 Bn

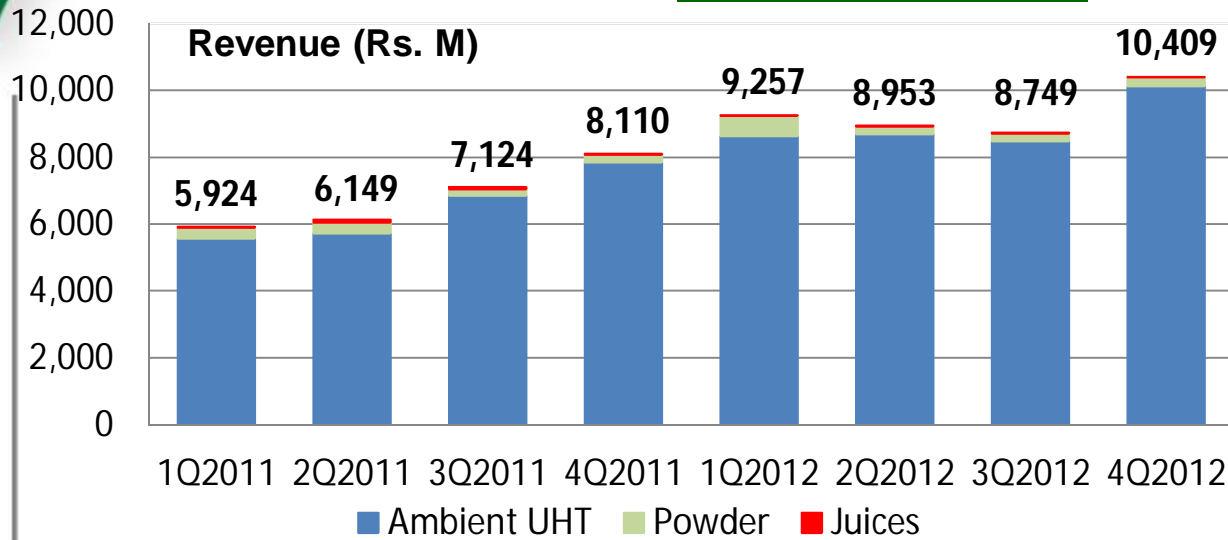
Cash Generation (Rs. Millions)



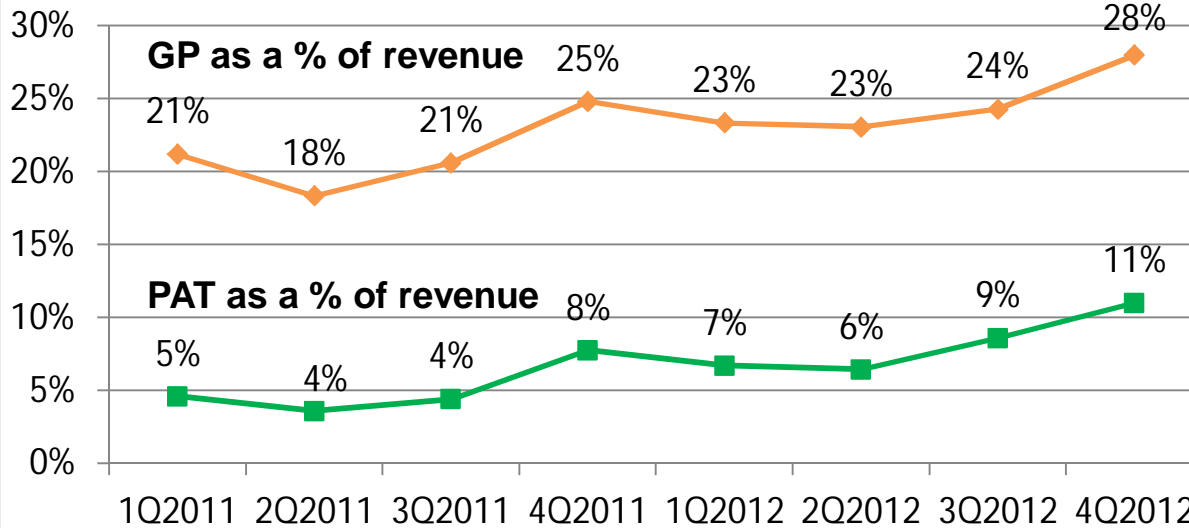


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DAIRY & JUICES



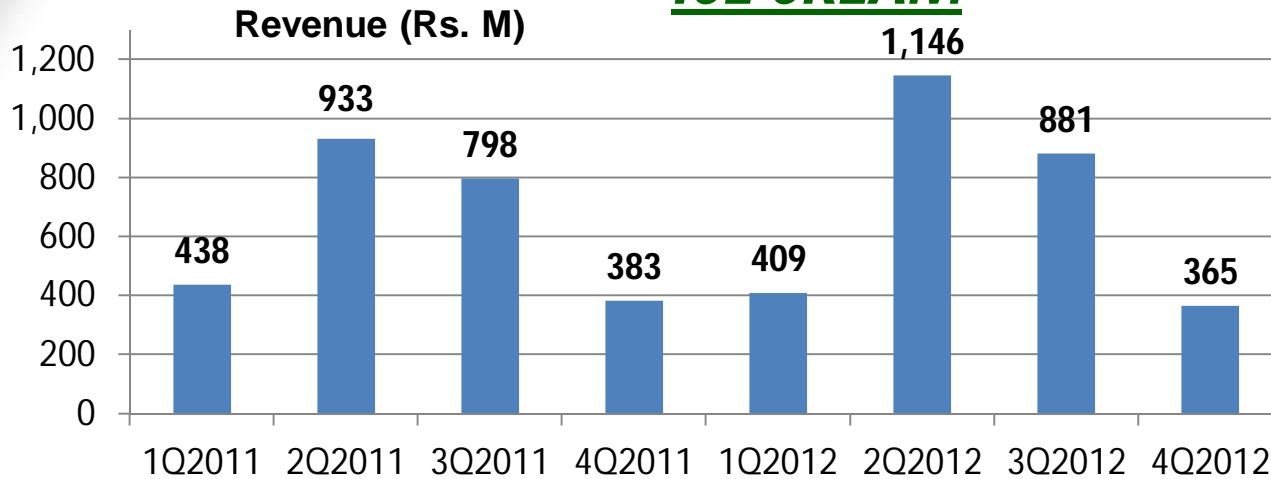
2011 vs. 2012	
Ambient UHT Volume Growth	25%
Ambient UHT Value Growth	39%
Ambient UHT Market Share - 2012	51%
Powder Value Growth	13%
Juices Value Growth	(57%)



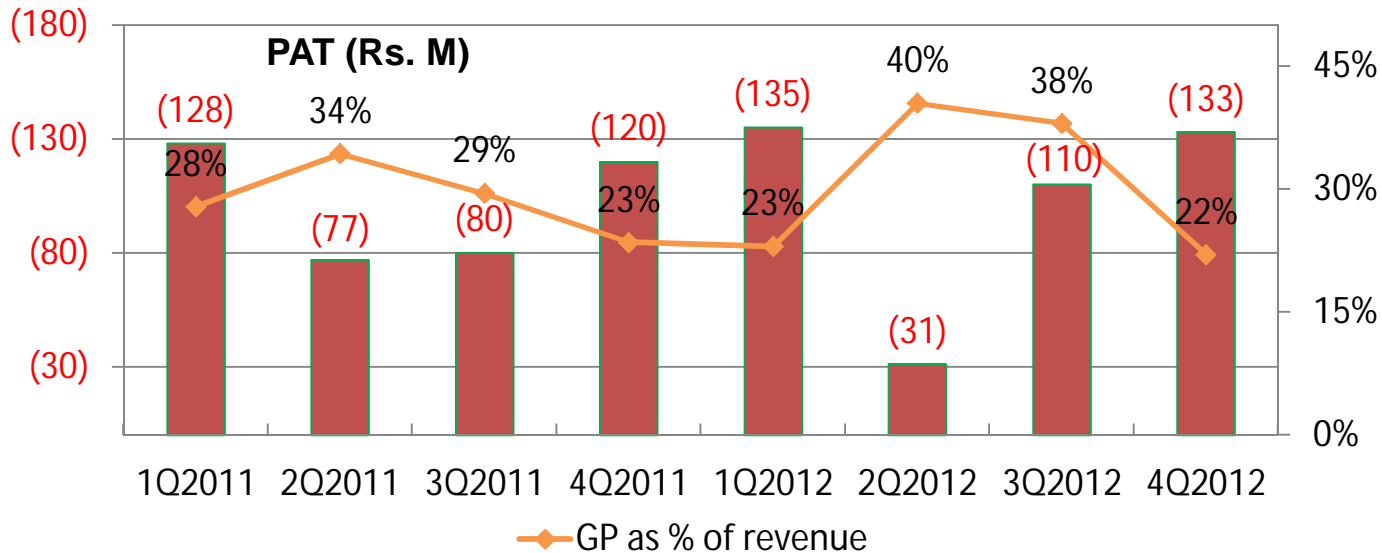


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ICE CREAM



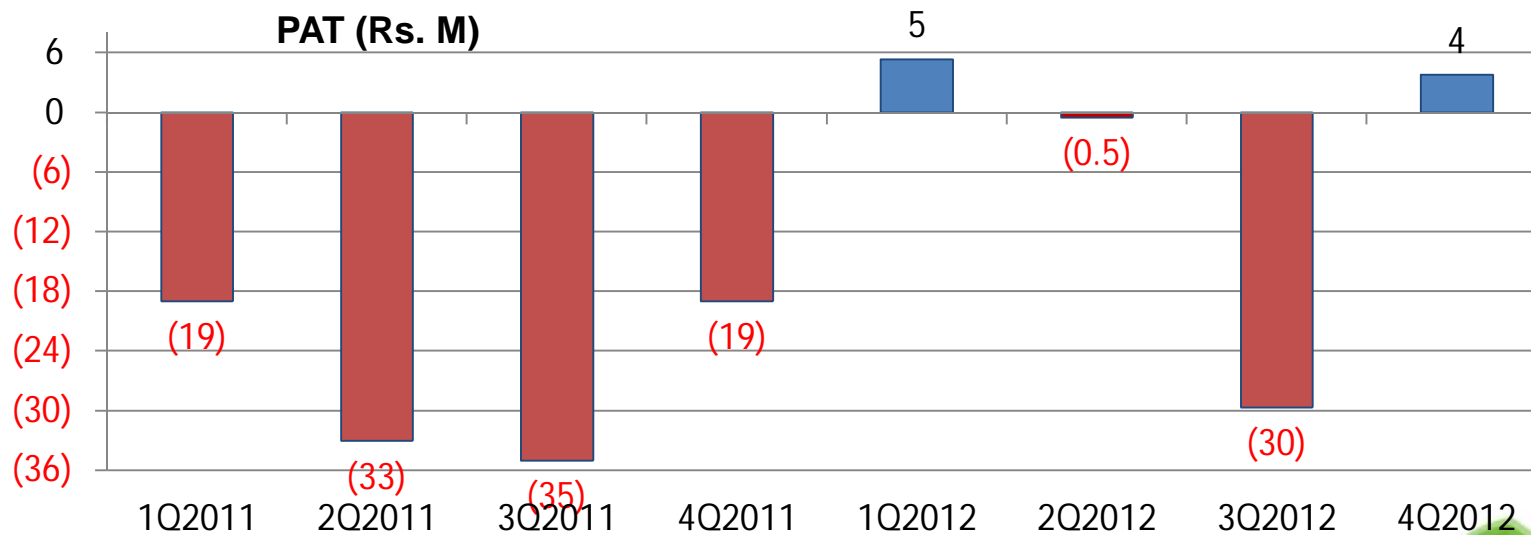
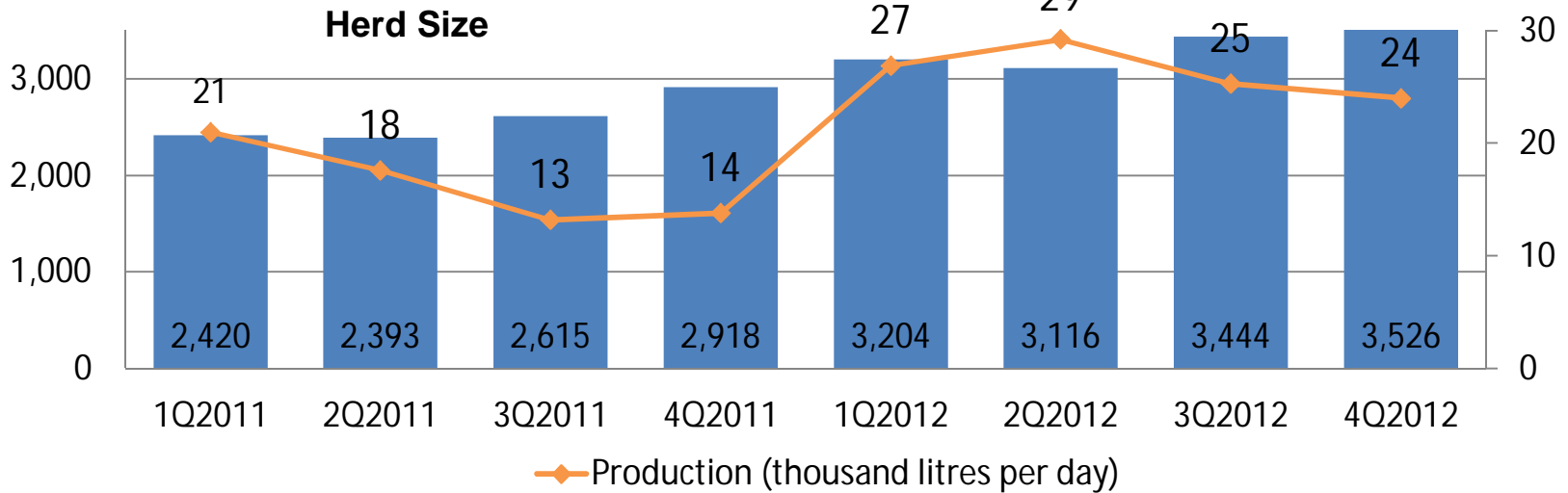
2011 vs. 2012	
Volume Growth	(3%)
Value Growth	10%





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FARM





WHAT'S AHEAD?



Strategic Thrust for 2013

INNOVATION



New Initiatives

MARKET EXPANSION



IMPROVE DILUTERS



ACCELERATE CASH GENERATION

De-bottlenecking



THANK YOU