



Analysts Briefing 1st Quarter 2013

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April 19, 2013



Analysts Briefing – Business Update

KEY HIGHLIGHTS OF 1Q2013

Olpers – Ao Kuch Naya Karien



Omung – 2 Glass Rozana



Omore – Thanda Meetha Paan

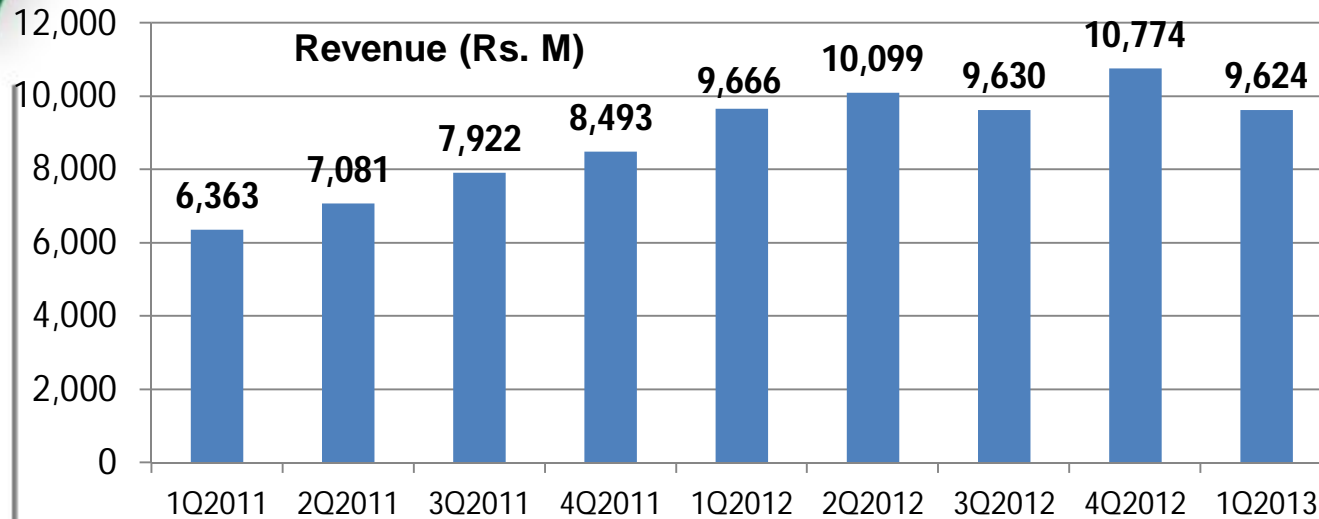
EMAN named as 2013
ComputerWorld's Honors Laureate
to recognize its use of technology
to promote public welfare



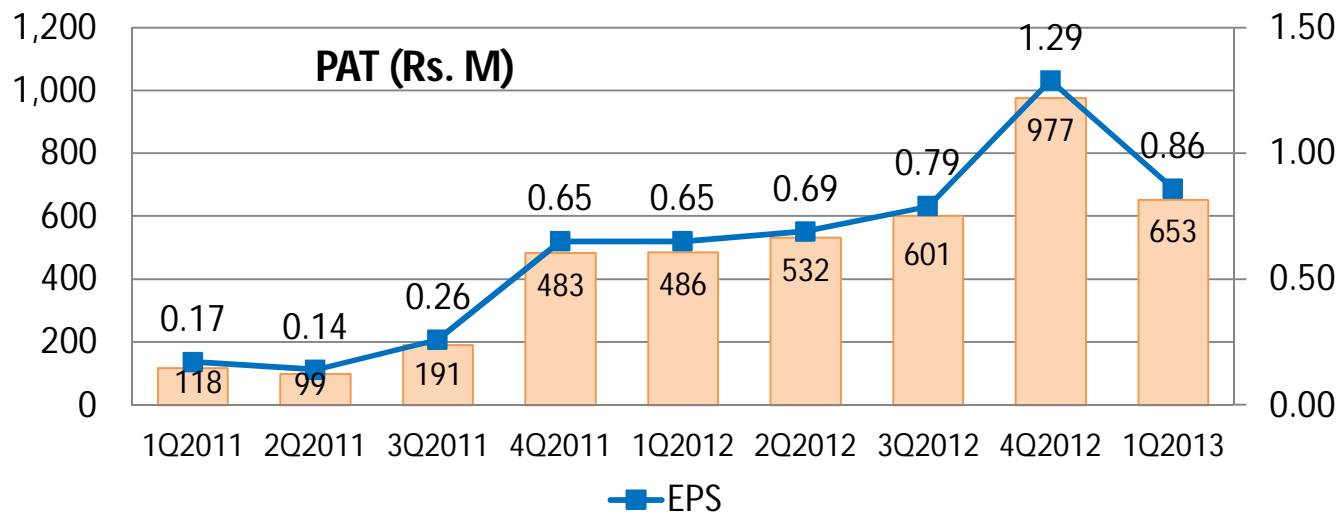


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OVERALL BUSINESS



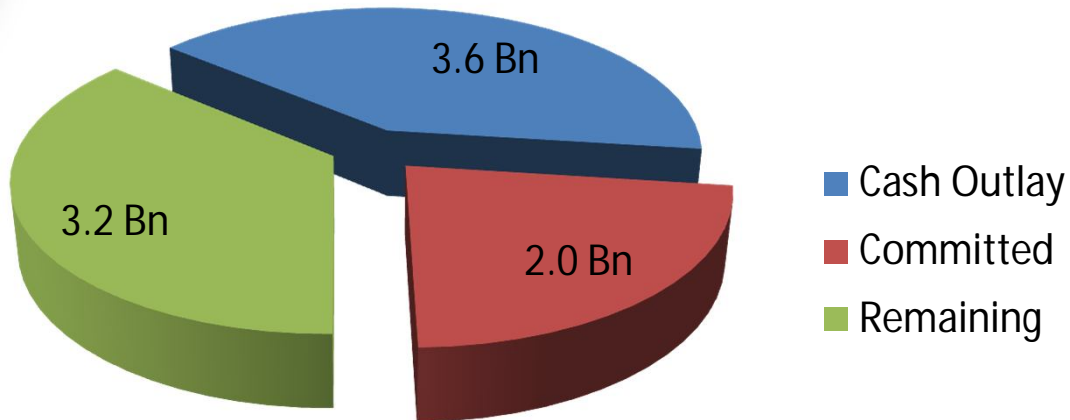
- 11% decline QoQ
- Flat sales YoY



- 33% decline in EPS QoQ
- 32% growth in EPS YoY

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Capital Investment of Rs. 8.8 Bn



- We are committed towards making this investment
- Majority of the remaining will be committed by end of 2013

We continue to have a healthy balance sheet with a strong capability to generate cash from the business

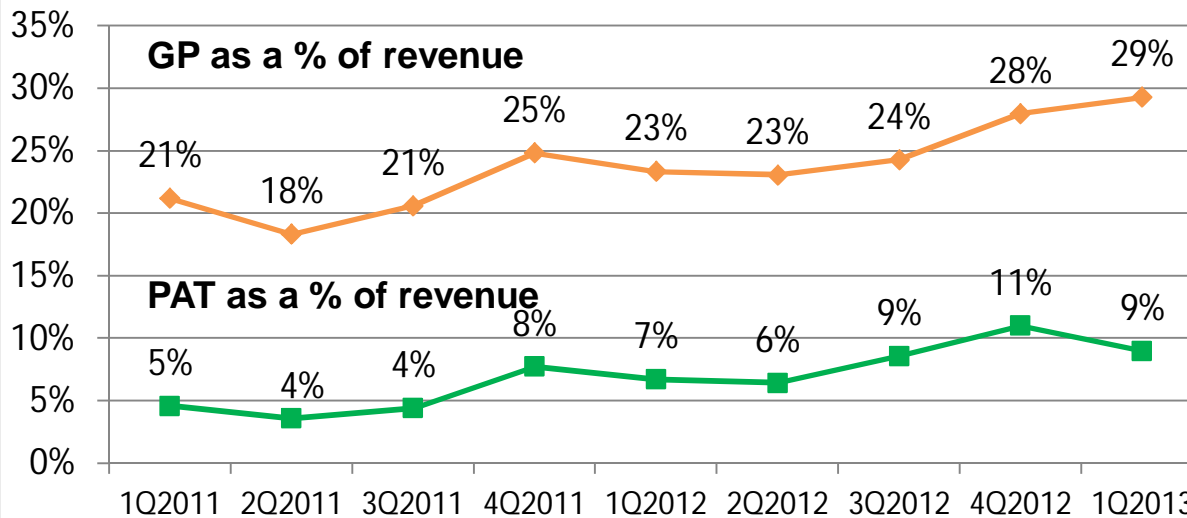
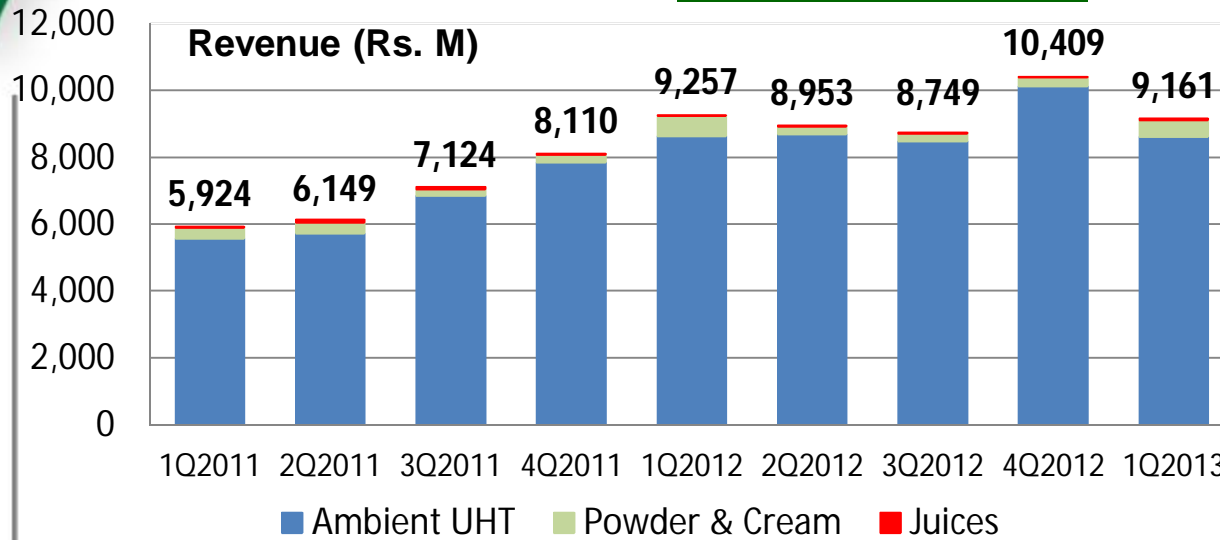
Healthy Balance sheet

Long Term Debt to Equity Ratio	35 : 65
Current Ratio	2.4 : 1
Ending Cash Balance	Rs. 1.6 Bn



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DAIRY & JUICES

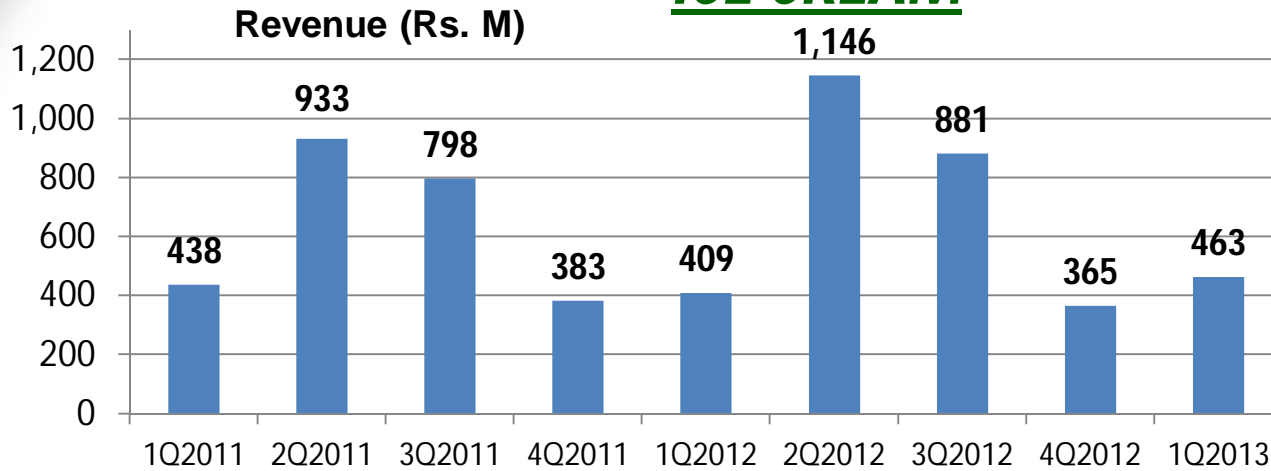


1Q2012 vs. 1Q2013	
Ambient UHT Market Share:	
Feb 2013 (Nielsen)	51%
Dec 2012 (Nielsen)	52%
Ambient UHT Volume Growth	(11%)
Ambient UHT Value Growth	(0.2%)
Powder Value Growth	(18%)
Juices Value Growth	102%

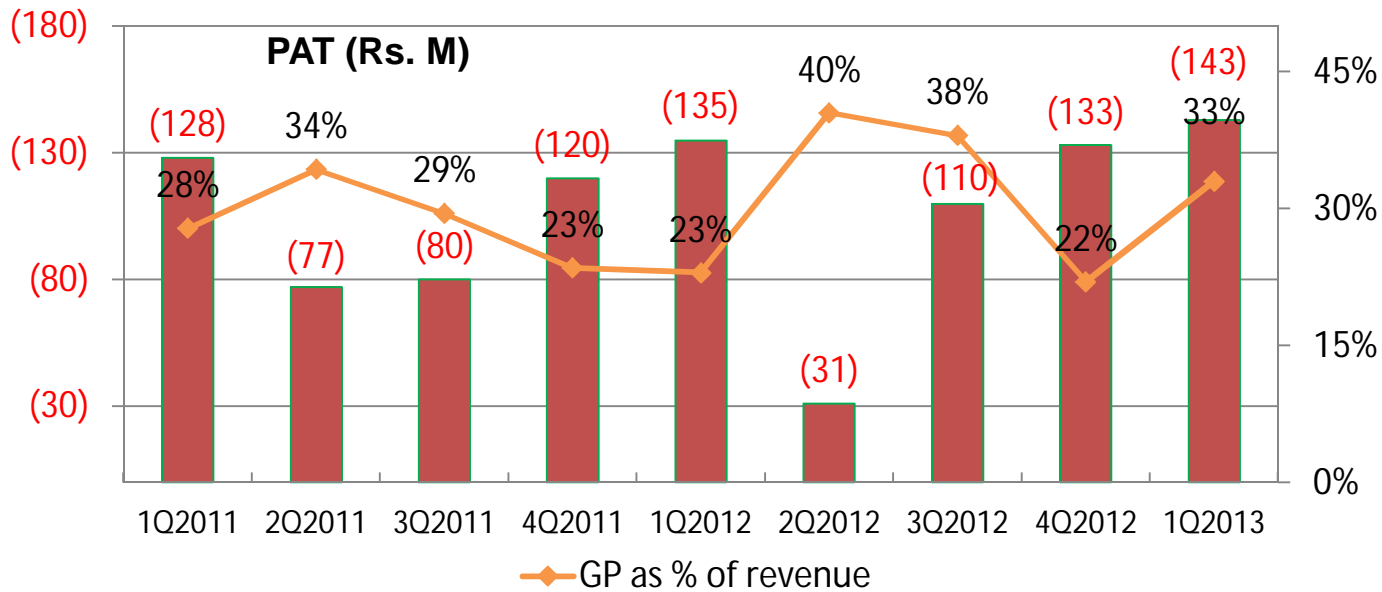


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ICE CREAM



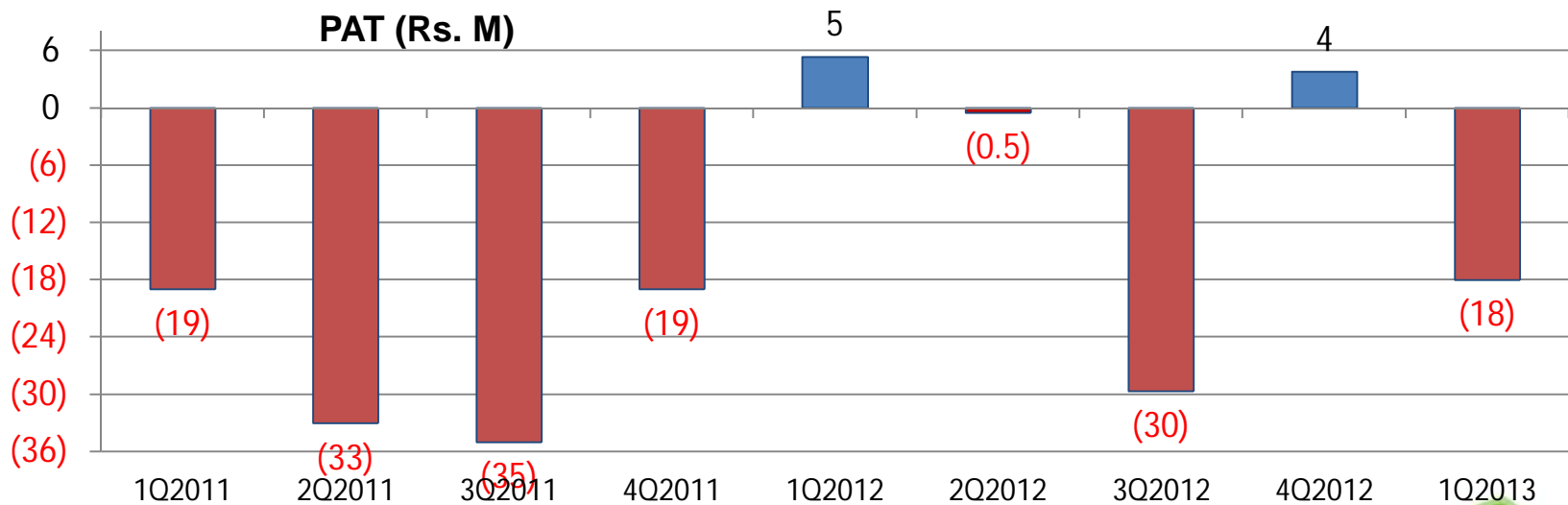
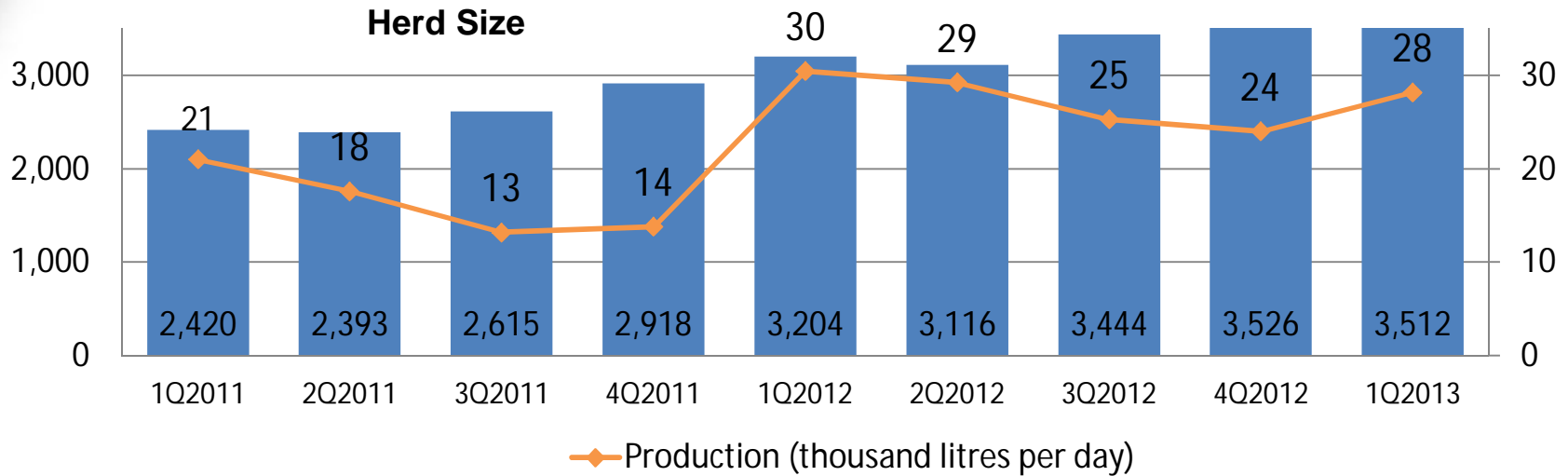
1Q2012 vs. 1Q2013	
Volume Growth	(0.5%)
Value Growth	13%





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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