



**ENGRO FOODS LIMITED  
ANALYST BRIEFING – Q4 2015**



# **BUSINESS HIGHLIGHTS**

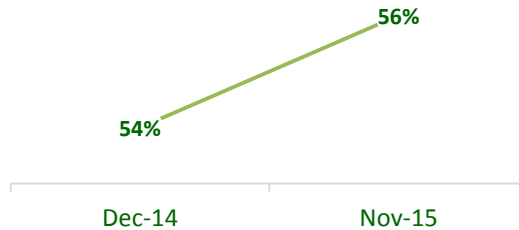
# Business Highlights

## Dairy & Beverages

- Campaigns

- Olper's: *Bharpoor Sehat, Bharpoor Faida*
- Tarang: *Tarang Elaichi*

- Market Share



- Volumetric Growth

- Q4'15 vs. Q4'14: **6%**
- 2015 vs. 2014: **18%**





# Business Highlights

## Ice Cream & Frozen Desserts

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- **Market Share\*:** **28%**
  
- **Volumetric Growth:**
  - 2015 vs. 2014: **14%**

\*Internal Estimates



# FINANCIAL HIGHLIGHTS

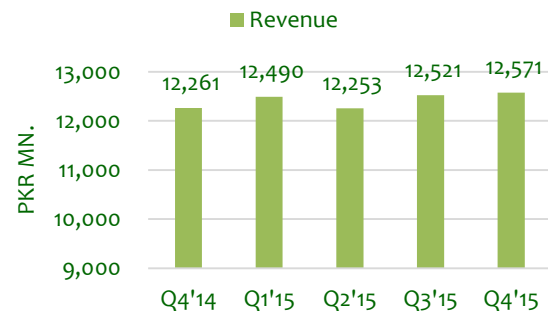
# Financial Highlights

## Engro Foods Limited

### Revenue

The company achieved a revenue of PKR 12,571 Million in Q4'15.

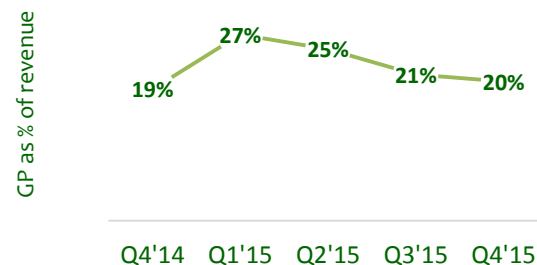
- Q4'15 vs. Q4'14: **2.5%**
- 2015 vs. 2014: **17.0%**



### Gross Profit

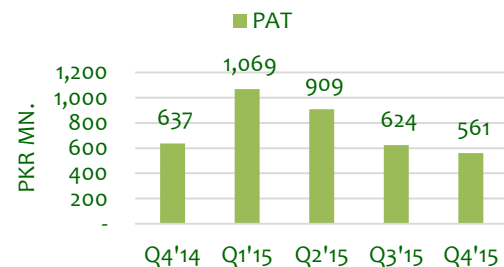
Gross profit increased by:

- Q4'15 vs. Q4'14: **8.5%**
- 2015 vs. 2014: **50.2%**



### Profit After Tax

- Q4'15 vs. Q4'14: **PKR 561 Mn vs. PKR 637 Mn.**
- 2015 vs. 2014: **PKR 3,162 Mn vs. PKR 889 Mn.**



### Earnings per share

	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15
EPS (Basic)	0.83	1.39	1.19	0.81	0.73

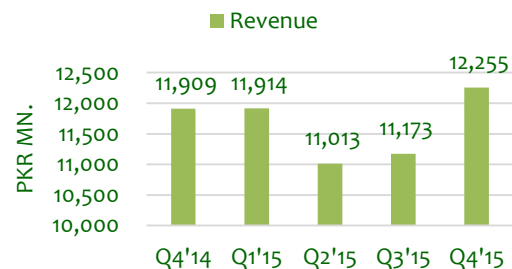
# Financial Highlights

## Dairy & Beverages

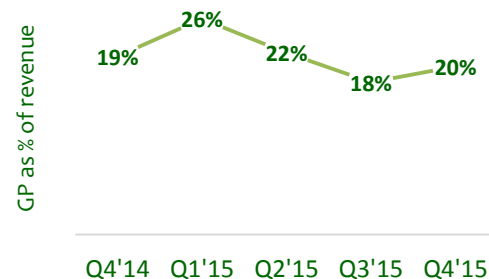
### Revenue

In Q4'15, Dairy & Beverages segment reported a topline of PKR 12,255 Million registering a growth of:

- Q4'15 vs. Q4'14: **3%**
- 2015 vs. 2014: **17%**

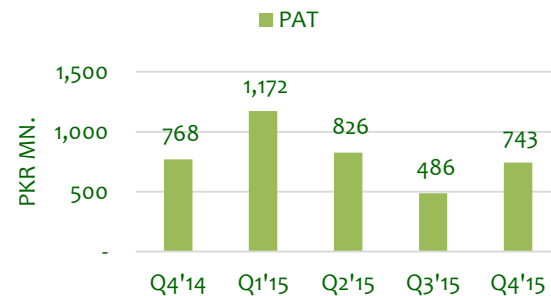


### Gross Margins



### Profit After Tax

- Q4'15 vs. Q4'14: **PKR 743 Mn vs. PKR 768 Mn.**
- 2015 vs. 2014: **PKR 3,227 Mn vs. PKR 1,710 Mn.**



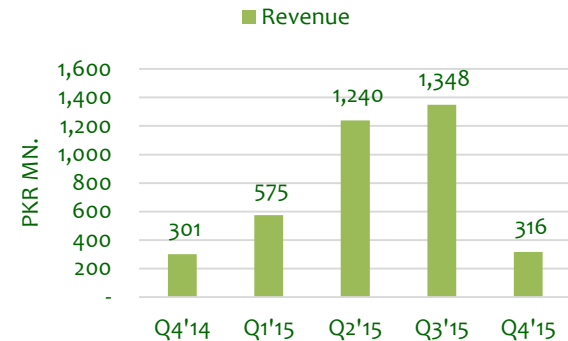
# Financial Highlights

## Ice Cream & Frozen Desserts

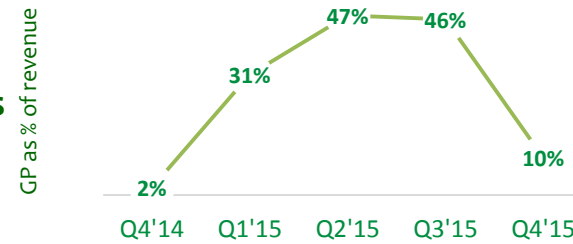
### Revenue

In Q4'15, Ice Cream & Frozen Desserts segment reported a topline of PKR 316 Million

- Q4'15 vs. Q4'14: **5%**
- 2015 vs. 2014: **19%**

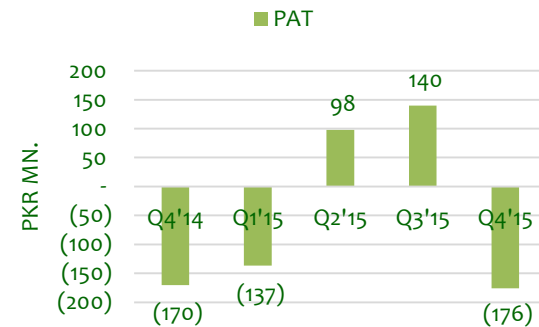


### Gross Margins



### Profit /(Loss) After Tax

- Q4'15 vs. Q4'14: **PKR (176) Mn vs. PKR (170) Mn.**
- 2015 vs. 2014: **PKR (75) Mn vs. PKR (293) Mn.**







# Financial Highlights

## Farm

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### Profit/(Loss) After Tax

- 2015 vs 2014: PKR 13 Mn. vs. PKR (31) Mn.

The above has been achieved as a result of increase in herd size as well as improvement in yield.



**Thank You**