



**ENGRO FOODS LIMITED
ANALYST BRIEFING – Q1 2016**



BUSINESS HIGHLIGHTS

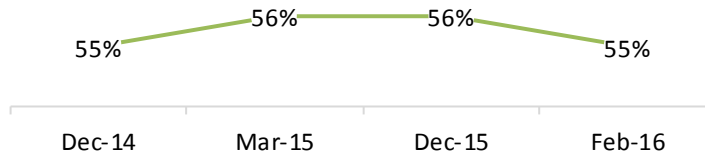
Business Highlights

Dairy & Beverages

- **Campaigns**

- **Olper's:** *Achai Kho na Jaye*
- **Tarang:** *Tarang New Thematic*

- **Market Share**



- **Volumetric Growth**

- Q1'16 vs. Q1'15: **-5%**

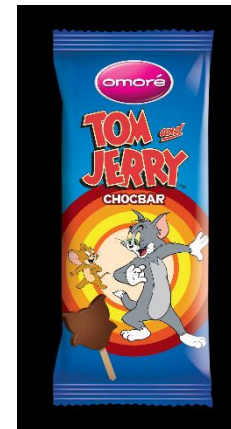


Business Highlights

Ice Cream & Frozen Desserts

- **Campaigns**

- Omore Signature Campaign
- Omore Blue Berry Campaign
- Omore Tom & Jerry
- Omore Funties
- Omore Badaam Zafran



- **Volumetric Growth:**

- Q1'2016 vs. Q1'2015: **8%**





FINANCIAL HIGHLIGHTS

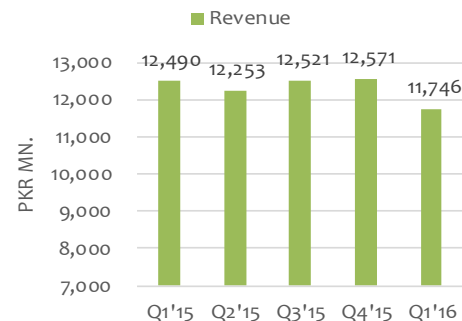
Financial Highlights

Engro Foods Limited

Revenue

The company achieved a revenue of PKR 11,746 Million in Q1'16.

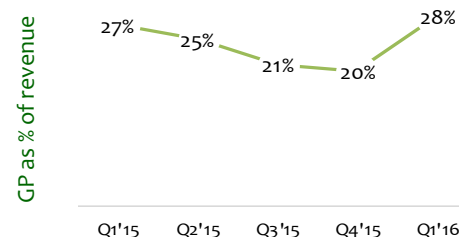
- Q1'16 vs. Q1'15: **-6%**



Gross Profit

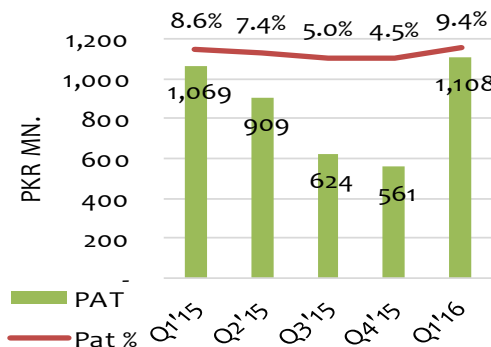
Gross profit increased by:

- Q1'16 vs. Q1'15: **1%**



Profit After Tax

- Q1'16 vs. Q1'15: **PKR 1,108 Mn vs. PKR 1,069 Mn.**



Earnings per share

	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16
EPS (Basic)	1.39	1.19	0.81	0.73	1.45

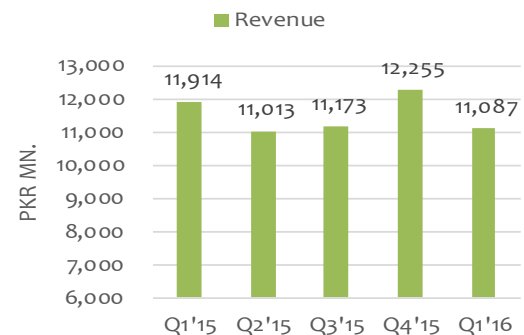
Financial Highlights

Dairy & Beverages

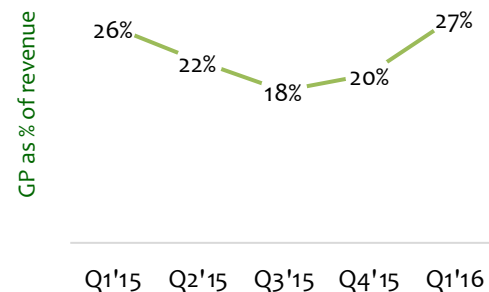
Revenue

In Q1'16, Dairy & Beverages segment reported a topline of PKR 11,087 Million registering a decline of:

- Q1'16 vs. Q1'15: **-7%**

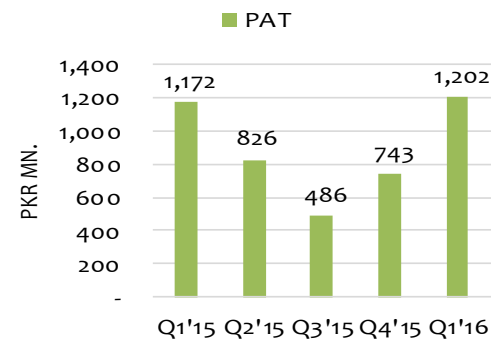


Gross Margins



Profit After Tax

- Q1'16 vs. Q1'15: **PKR 1,202 Mn vs. PKR 1,172 Mn.**



Financial Highlights

Ice Cream & Frozen Desserts

Revenue

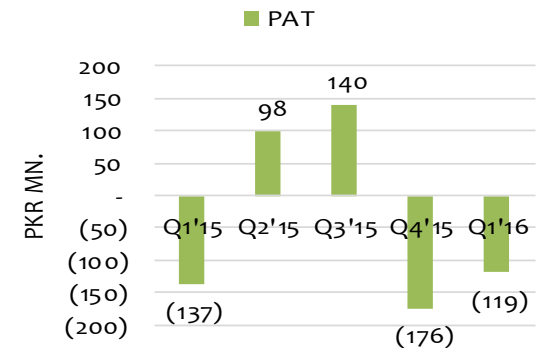
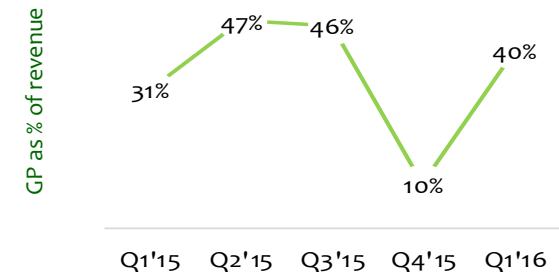
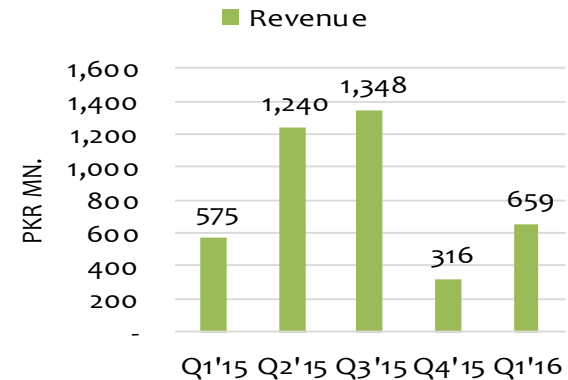
In Q1'16, Ice Cream & Frozen Desserts segment reported a topline of PKR 659 Million

- Q1'16 vs. Q1'15: **15%**

Gross Margins

Profit /(Loss) After Tax

- Q1'16 vs. Q1'15: **PKR (119) Mn vs. PKR (137) Mn.**





Thank You