



**ENGRO FOODS LIMITED  
ANALYST BRIEFING – Q2 2015**

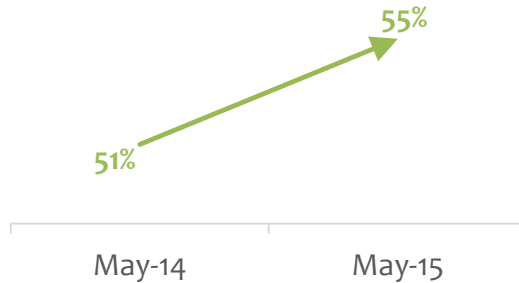


# **BUSINESS HIGHLIGHTS**

# Business Highlights

## Dairy & Beverages

- Campaigns
  - Olper's: Ramzan Mubarak
  - Olper's: Rooh Afza & Date Shake
  - Olper's Cream: Ecolean
  - Tarang: Garrah Tarang
  - Dairy Omung: Milawat say Paak, Qudrat sa Shafaaf
- Market Share



- Volumetric Growth
  - Q2'15 vs. Q2'14: **28%**
  - HY'15 vs. HY'14: **25%**



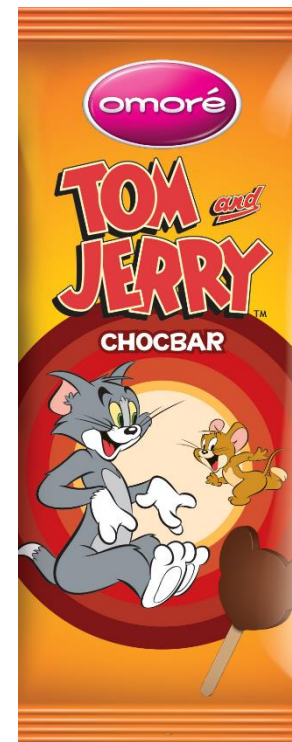
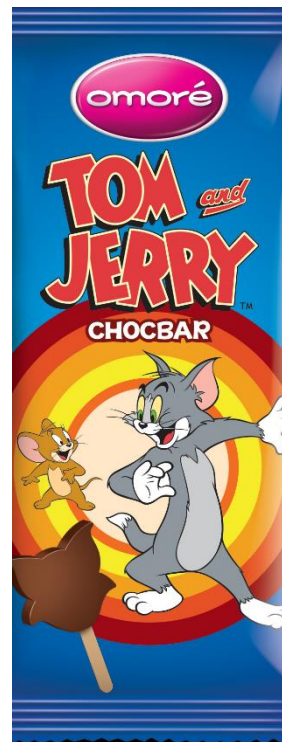
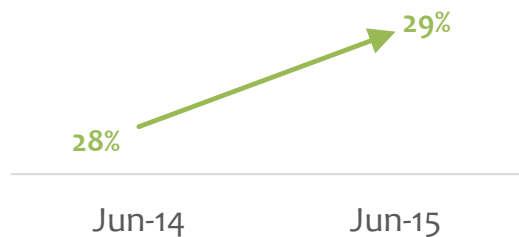
# Business Highlights

## Ice Cream & Frozen Desserts

- Campaigns

- Omore: Tom & Jerry

- Market Share\*



- Volumetric Growth

- Q2'15 vs. Q2'14: **8%**

- HY'15 vs. HY'14: **11%**

\*Internal Estimates



# FINANCIAL HIGHLIGHTS

# Financial Highlights

## Engro Foods Limited

### Revenue

The company achieved a revenue of PKR 12,322 Million in Q2'15.

- Q2'15 vs. Q2'14: **25%**
- HY'15 vs. HY'14: **25%**

### Gross Margins

Gross profit increased considerably:

- Q2'15 vs. Q2'14: **54%**
- HY'15 vs. HY'14: **61%**

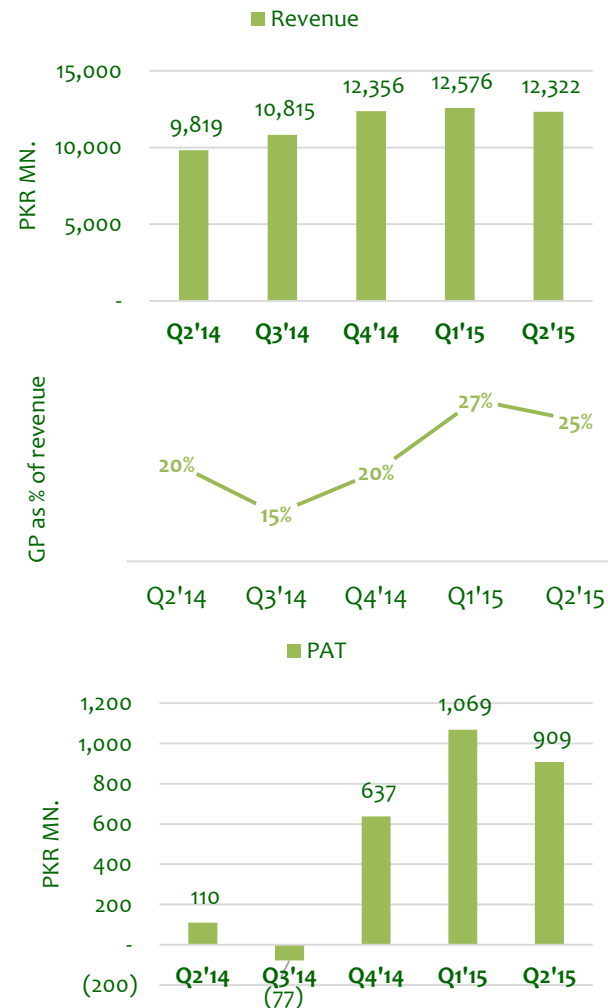
### Profit After Tax

The PAT for Q2'15 was PKR 909 Million registering a growth of:

- Q2'15 vs. Q2'14: **728%**
- HY'15 vs. HY'14: **501%**

### Earnings per share

	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15
EPS (Basic)	0.14	(0.10)	0.83	1.39	1.19



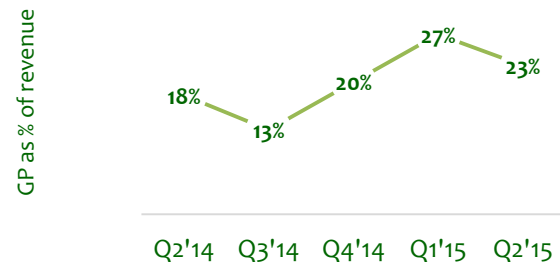
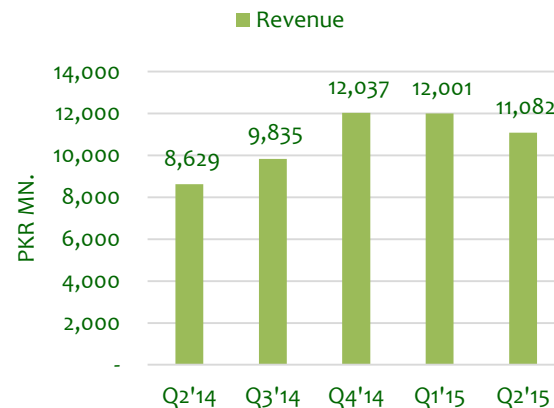
# Financial Highlights

## Dairy & Beverages

### Revenue

In Q2'15, Dairy & Beverages segment reported a topline of PKR 11,082 Million registering a growth of:

- Q2'15 vs. Q2'14: **28%**
- HY'15 vs. HY'14: **27%**

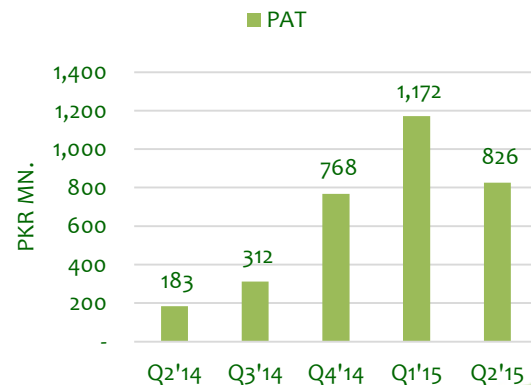


### Gross Margins

### Profit After Tax

PAT for Q2'15 was PKR 826 Million;

- Q2'15 vs. Q2'14: **351%**
- HY'15 vs. HY'14: **217%**



# Financial Highlights

## Ice Cream & Frozen Desserts

### Revenue

In Q2'15, Ice Cream & Frozen Desserts segment reported a topline of PKR 1,240 Million

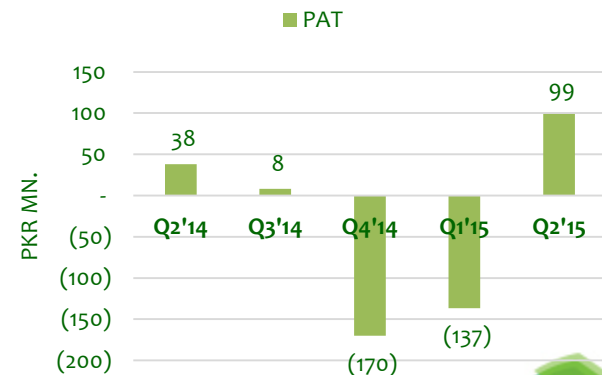
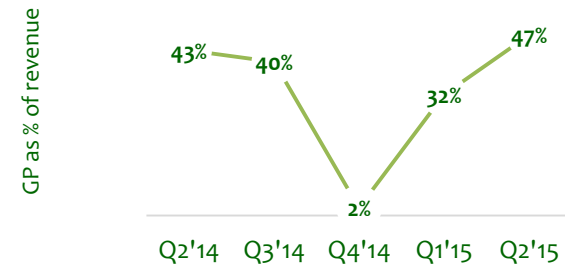
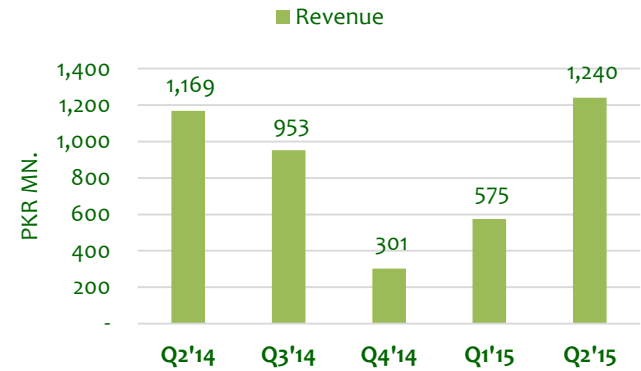
- Q2'15 vs. Q2'14: **6%**
- HY'15 vs. HY'14: **8%**

### Gross Margins

### Profit /Loss After Tax

PAT for Q2'15 was PKR 99 Million

- Q2'15 vs. Q2'14: **160%**
- HY'15 vs. HY'14: **71%**







**Thank You**