



# **Investor Briefing**

## **Q3' 2024**

# Fauji Foods Purpose

---

**Unleashing Pakistan's Promise  
In Everything We Touch**



**TASTE**



**CUSTOMERS**



**EMPLOYEES**



**STAKEHOLDERS**

# Fauji Foods | Shareholders & Portfolio

## Dairy Portfolio



## Cereal Portfolio



**Strong Patronage**



# **Our Story**

## **2021 - 2024**

# Our Transformation Story | 2021 - 2024

## Driving Sustainable and Profitable Growth



**Fueling Growth**



**Cost Efficiencies**



**Capability**

### Key Enablers

Portfolio  
Pivot

B2B  
Sales

Route to  
Market

Energy  
Efficiency

Recipe  
Optimization

Packaging  
Efficiency

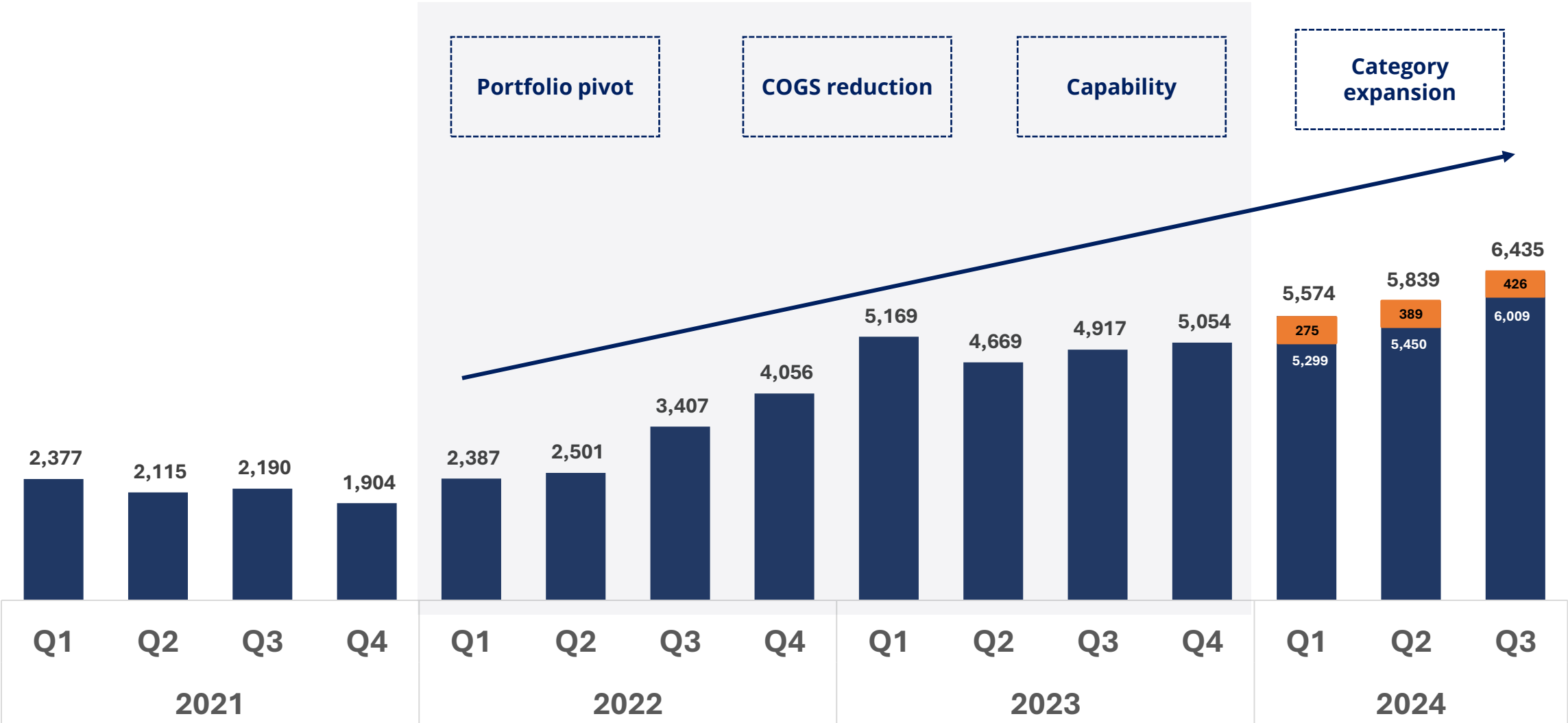
People

Processes

Digitalization

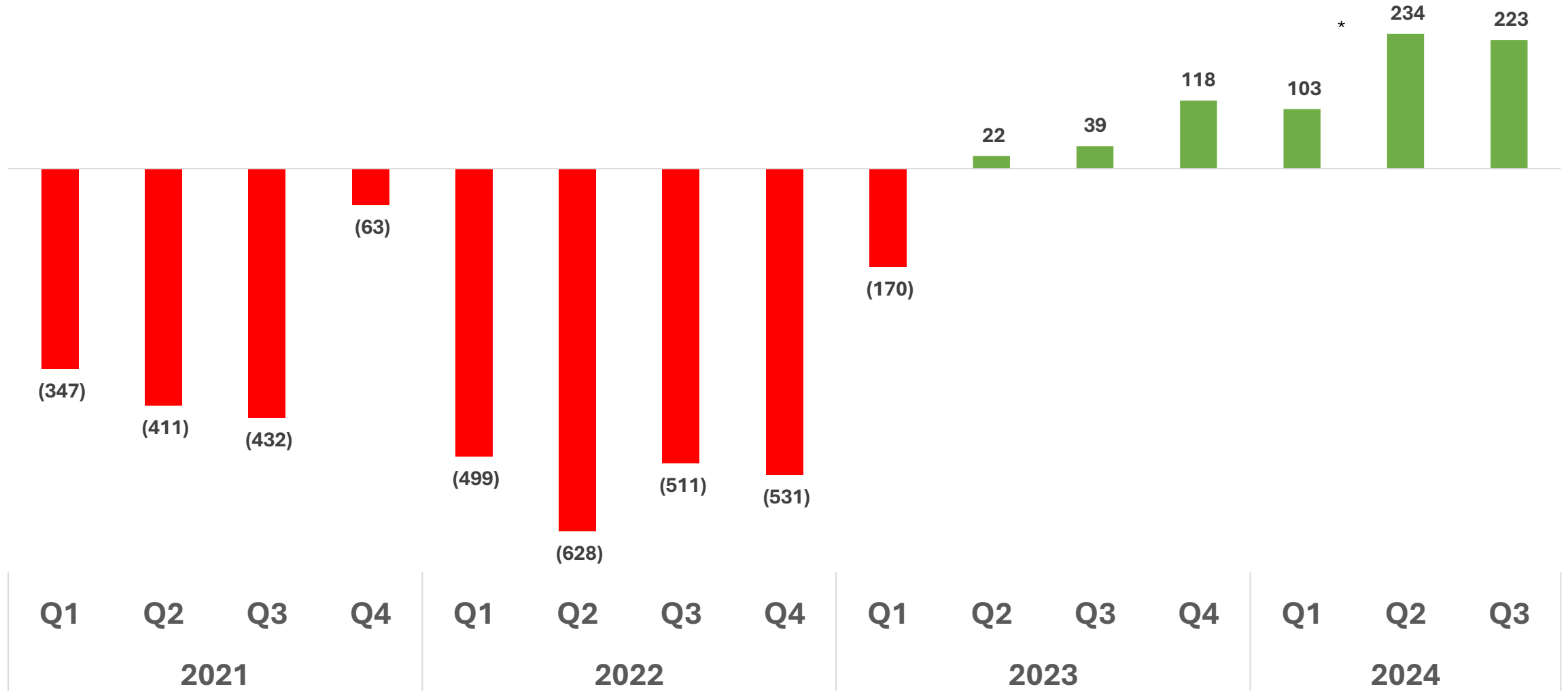
# Revenue QoQ | Sustainable profitable growth trajectory

Revenue (PKR mn)



# PAT QoQ | 2021 - 2024

Consolidated PAT (PKR mn)



\*Does not include deferred tax income PKR 596mn

# Financial Results



# 2024 | FFL Consolidated YTD 2024

	Financial Performance		Variance
	SPLY	Actual	SPLY
Volume (Mn ltrs)	49.63	57.07	15.0%
<b>Revenue (PKR Mn)</b>	<b>14,875</b>	<b>17,849</b>	<b>20.0%</b>
Gross Profit (PKR Mn)	1,938	3,211	65.7%
<b>Gross Profit (%)</b>	<b>13.0%</b>	<b>18.0%</b>	<b>5.0%</b>
Operating Profit / (loss) (PKR Mn)	379	1,251	230.2%
Finance (Cost) / Income	(164)	301	283.2%
Income tax	(190)	(438)	(130.5%)
<b>Profit/(Loss) after Tax</b>	<b>(109)</b>	<b>560</b>	<b>615.2%</b>
<b>EBITDA (PKR Mn)</b>	<b>670</b>	<b>1,491</b>	<b>122.6%</b>
Contribution Margin (PKR Mn)	2,178	3,705	75.5%
Contribution Margin (%)	14.3%	20.1%	5.8%

- SPLY financials are Dairy only
- P&Ls for Cereals and Pasta business are from February 19<sup>th</sup> & 20<sup>th</sup> i.e., the transaction completion date

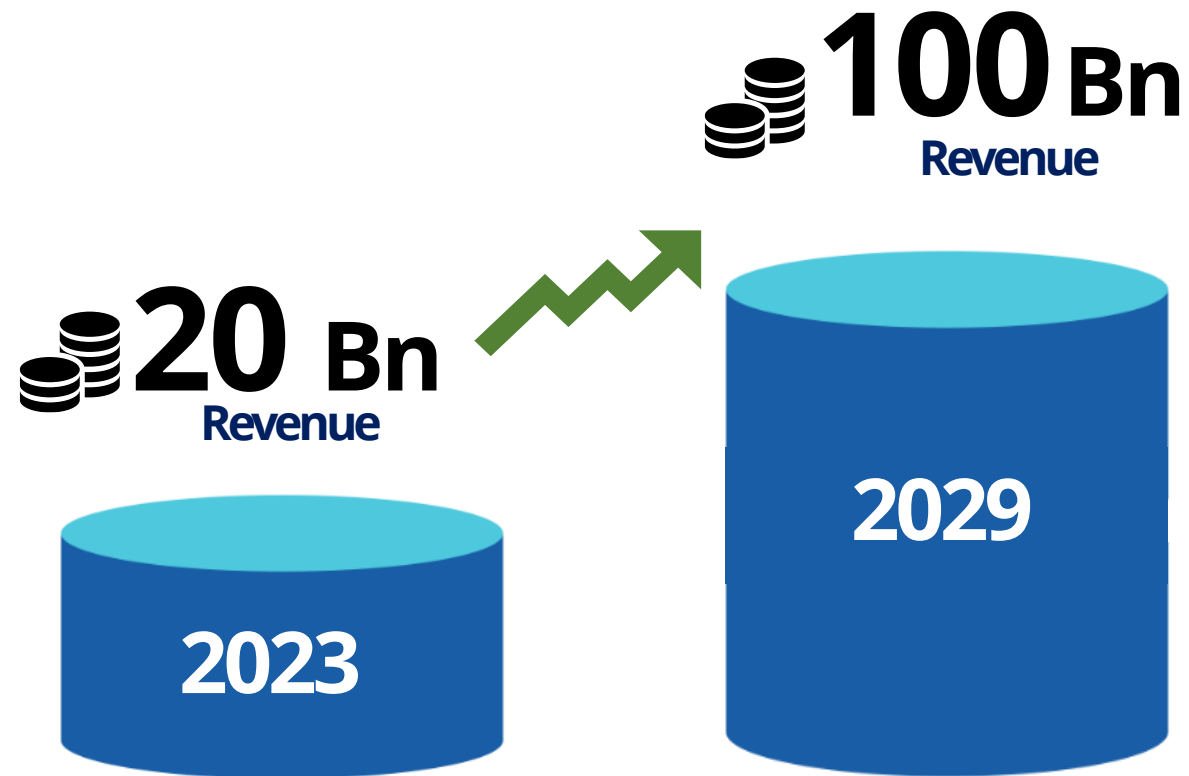
# 2024 | FFL Consolidated Q3 2024

	Financial Performance		Variance
	SPLY	Actual	SPLY
Volume (Mn ltrs)	16.84	19.71	17.1%
<b>Revenue (PKR Mn)</b>	<b>4,917</b>	<b>6,435</b>	<b>30.9%</b>
Gross Profit (PKR Mn)	587	955	62.7%
<b>Gross Profit (%)</b>	11.9%	14.8%	2.9%
Operating Profit / (loss) (PKR Mn)	68	236	248.3%
Finance (Cost) / Income	54	149	176.1%
Income tax	(63)	(115)	(81.6%)
<b>Profit/(Loss) after Tax</b>	<b>39</b>	<b>223</b>	<b>478.4%</b>
<b>EBITDA (PKR Mn)</b>	<b>221</b>	<b>398</b>	<b>79.8%</b>
Contribution Margin (PKR Mn)	647	1,265	95.7%
Contribution Margin (%)	12.8%	18.7%	5.9%

- SPLY financials are Dairy only
- P&Ls for Cereals and Pasta business are from February 19<sup>th</sup> & 20<sup>th</sup> i.e., the transaction completion date

# Strategic Outlook 2024 - 2029

Transforming from a Dairy Liquid Business to an F&B Powerhouse



# 5 Year Roadmap to Growth: Growth Levers






## Strengthening The Core

-  Grow current portfolio
-  Improve COGS
-  Fixed cost benchmarking vs competition



## Entering Margin Accretive Categories

-  Cereals merger completed
-  Pasta merger completed
-  Diversify portfolio into high margin categories



## Exploring Partnerships in New Segments

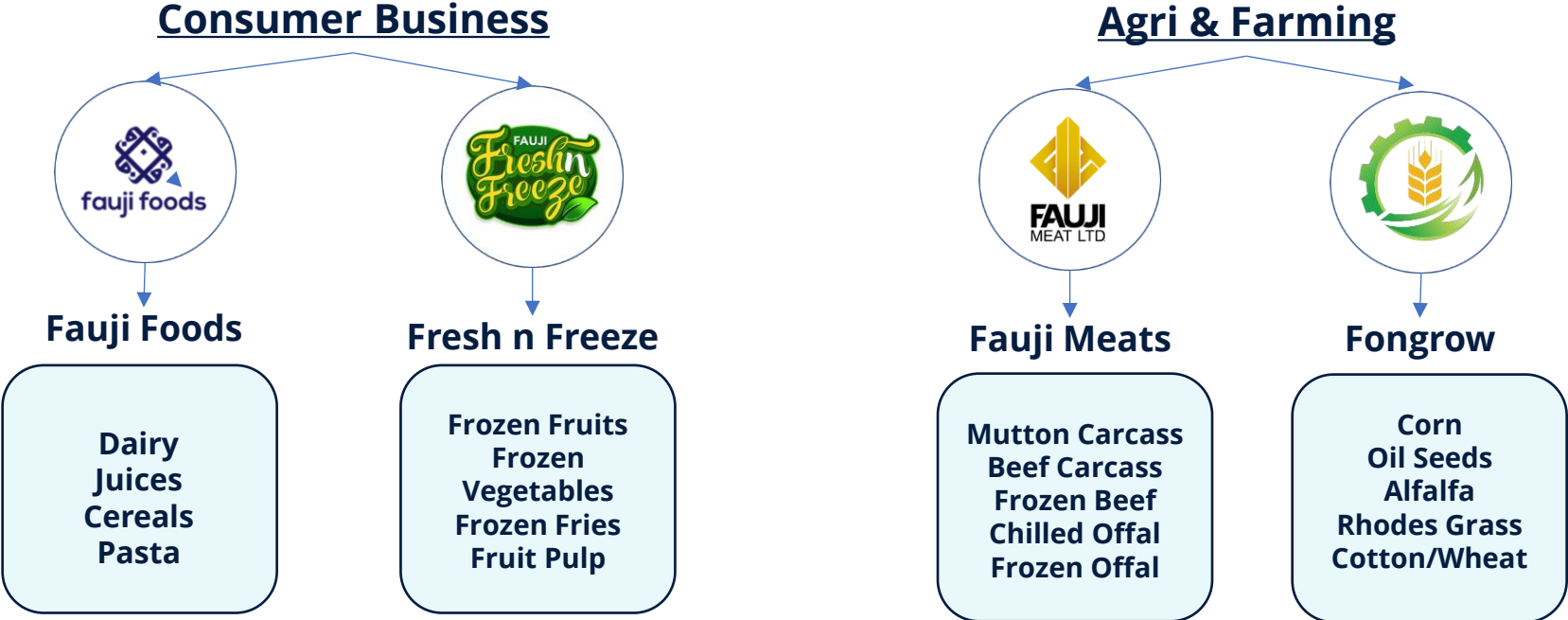
-  Entry into new high margin segments through partnerships



## Expanding Route to Market

-  Open new markets
-  Expand numeric universe in current markets

# Fauji Food Vertical | Exploring Synergies



## Synergies Being Explored Across Fauji Food Vertical

- Brand stretchability across categories and organizations
- Vertical integration
- Fixed cost efficiencies
- Shared services



**Thank You**