

CORPORATE BRIEFING SESSION

FOR THE YEAR 2024 AND PERIOD ENDED MARCH 31, 2025



BUNNY'S LIMITED



New Packaging
**BIGGER
SLICE**



*Perfect Bun for your
Delicious Burger*



PROFILE OF COMPANY



About Bunny's

Bunny's is a renowned bakery brand in Pakistan, celebrated for its finest baked goods. Established in Lahore in 1984 by Mr. Younus Shafique Ch., the company has grown into a premier manufacturer in Pakistan's food industry.

VISION

Make quality food for better life.

MISSION

Product innovation with optimal quality, taste and nutrition. To create value, inspire moments and deliver wellness.

Our Strengths

- Quality and Taste: We use only the highest graded raw materials to produce wholesome baked goods.
- Diverse Product Range: Our offerings include bread, rusk, cake, cupcakes, fruit buns, and savory snacks.
- Commitment to Excellence: We strive for superior taste, quality, appearance, and texture in every product.

Our Legacy

From humble beginnings on a 2-canal land, Bunny's has expanded to a 22-canal facility, driven by a vision of quality, service, value, and innovation.



Flaming Hot...!



PROFITABILITY ANALYSIS		3-Qtr 2025	2024	2023	2022	2021	2020
Sales Growth	%	4.82	23.26	27.25	25.18	27.87	8.68
Gross profit to sales	%	25.79	20.31	23.19	22.17	26.40	27.46
Loss / Profit before tax to sales	%	3.90	(0.07)	3.49	3.70	7.20	6.43
Loss / Profit after tax to sales	%	2.72	(1.54)	2.31	3.11	4.98	4.58
Return on capital employed	%	12.96	11.07	15.54	10.60	12.93	12.55
Return on equity	%	10.85	(0.28)	10.14	9.00	14.51	11.21
Earnings per share	Rupees	2.24	(1.62)	1.97	2.08	2.66	2.49

PROFITABILITY ANALYSIS





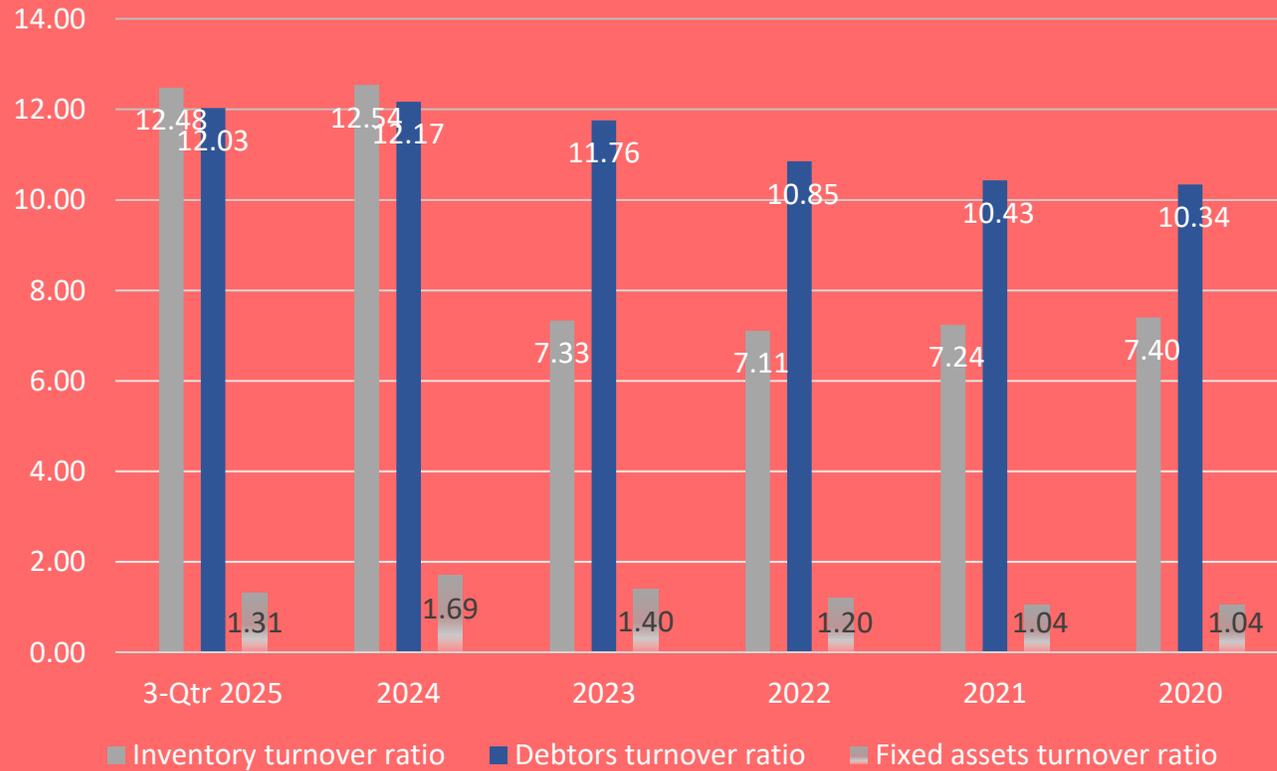
FINANCIAL ANALYSIS		3-Qtr 2025	2024	2023	2022	2021	2020
Current ratio	times	1.03	0.80	0.94	1.02	1.18	1.40
Debt to equity ratio	times	0.61	0.62	0.62	0.63	0.62	0.43
Interest coverage ratio	times	1.39	1.02	1.95	2.49	4.06	2.92
Breakup value per share	rupees	29.58	27.34	29.27	27.49	26.53	31.17
Inventory turnover ratio	times	12.48	12.54	7.33	7.11	7.24	7.40
Debtors turnover ratio	times	12.03	12.17	11.76	10.85	10.43	10.34
Fixed assets turnover ratio	times	1.31	1.69	1.40	1.20	1.04	1.04

FINANCIAL ANALYSIS





TURNOVER RATIOS



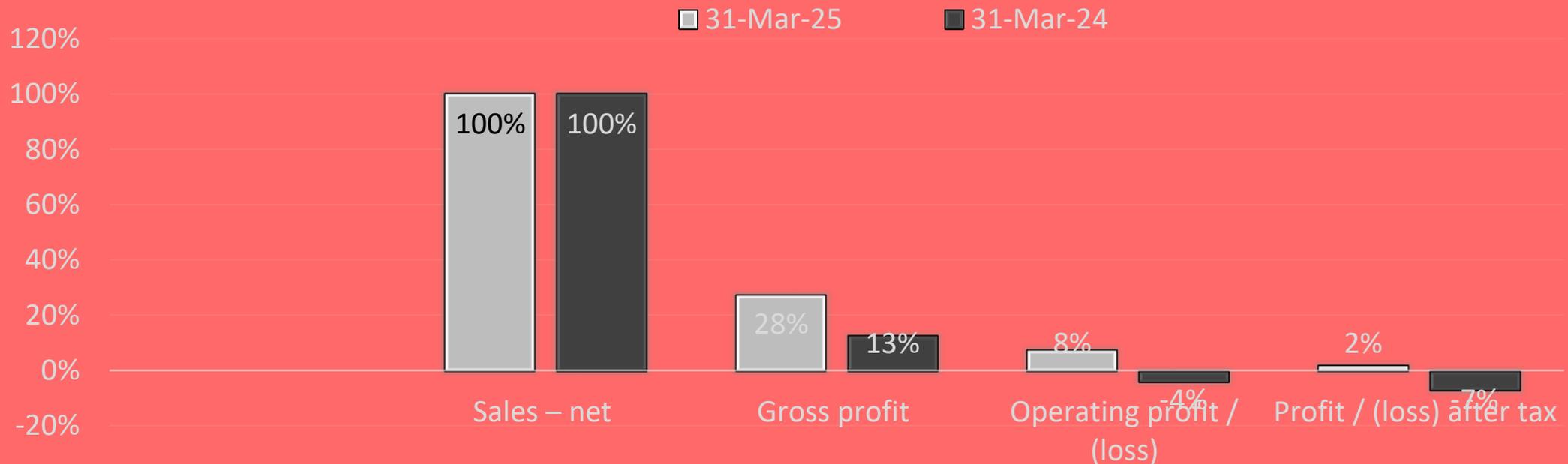
Breakup Vlaue per share





	QUARTER ENDED	
	March 31, 2025	March 31, 2024
Sales – net	1,816.74	1,792.03
Gross profit	502.33	230.36
Operating profit / (loss)	138.92	-71.33
Profit / (loss) after tax	36.79	-126.07
Earnings / (loss) per share (Rs.)	0.55	-1.89

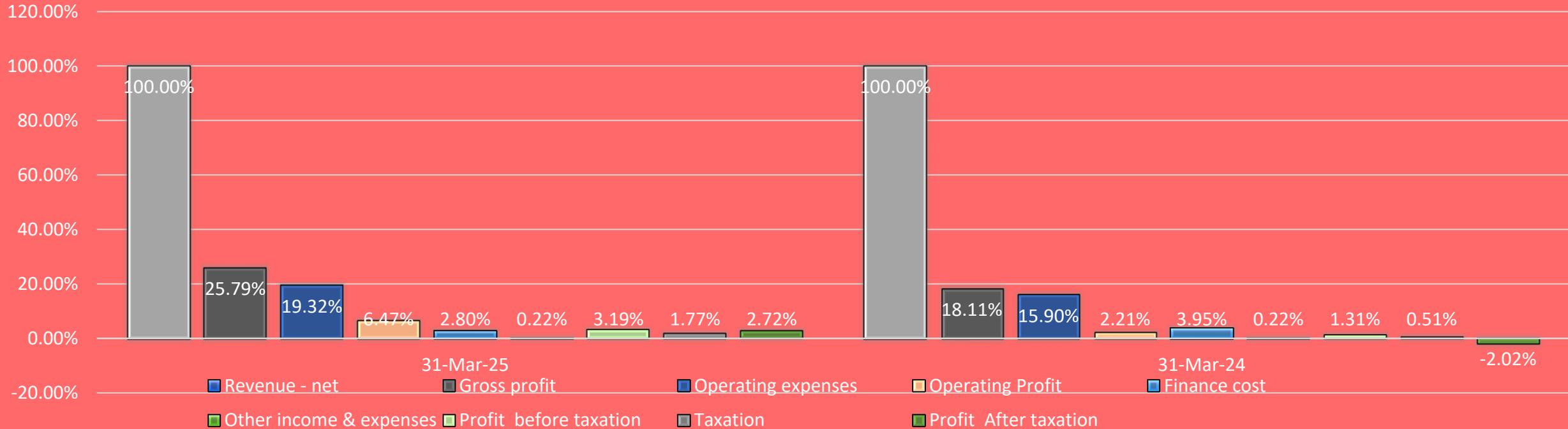
We are pleased to report a remarkable growth in gross profit ratio for the period under review which has improved to 27.65% as compared to 12.85% for the same period of last year. Three quarters of the financial year 2025 have shown a historical growth in overall results of the company. A brief comparison of nine months of the financial year 2025 and 2024 is as follows:





	Nine Months Ended 31-Mar-25	Nine Months Ended 31-Mar-24
Revenue - net	100.00%	100.00%
Gross profit	25.79%	18.11%
Operating expenses	19.32%	15.90%
Operating Profit	6.47%	2.21%
Finance cost	2.80%	3.95%
Other income & expenses	0.22%	0.22%
Profit before taxation	3.19%	1.31%
Taxation	1.77%	0.51%
Profit After taxation	2.72%	-2.02%
Earning per share	2.24%	-1.59%

Nine Months Ended



STRATEGIC / OPERATIONAL DEVELOPMENTS



Bunny's Ltd is introducing a new innovation in their snack food category by operating this segment through a distribution model. This strategic aims to enhance efficiency, market reach, and customer satisfaction.

Key Aspects:

1. Distribution Model: Bunny's Ltd will partner with distributors to deliver snacks to retailers, wholesalers, and consumers.
2. Increased market reach: The distribution model will enable Bunny's Ltd to expand its geographical presence and tap into new markets.
3. Improved Efficiency: By leveraging distributors' expertise and networks, Bunny's Ltd can optimize logistics, reduce costs, and enhance supply chain management.
4. Enhanced Customer Satisfaction: The distribution model will ensure timely delivery of products, leading to increased customer satisfaction and loyalty.



Bunny's Ltd has started to installed solar energy system as part of its renewable energy initiative. This move is expected to reduce the company's electricity bill. In the first phase 200 KVA solar system has been installed through company's own financial sources.

Key Features of the Solar Energy System:-

Capacity: 200 KVA- Expected Cost Savings: 15% reduction in electricity bills.

Future Plans:-

Expansion to 1 MW: The company aims to scale up its solar power production to 1 MW, which would reduce electricity expenses by almost 50%.

Biogas Usage: The company has also started using biogas, which is 30% less expensive than conventional fuels like Sui gas, LPG, or LNG

Sustainability Goals:

Bunny's Ltd is committed to reducing its environmental footprint and promoting eco-friendly practices through its renewable energy initiatives .



Bunny's Ltd proudly announces the launch of its new bread production unit in Islamabad. This strategic expansion aims to cater to the growing demand for high-quality bread products in the region.

Key Features:

1. Production Facility: Equipped with modern machinery and technology to ensure efficient production and consistent quality.
2. Wide Range of Products: Offering a diverse portfolio of bread products to meet the varying needs and preferences of customers.
3. Commitment to Quality: Adhering to strict quality control measures to ensure the highest standards of taste, texture, and freshness.

Benefits:

1. Increased Market Presence: Expanding Bunny's Ltd's footprint in the Islamabad market and northern areas and enhancing its competitiveness.
2. Job Creation: Generating employment opportunities for local residents and contributing to the regional economy.
3. Enhanced Customer Satisfaction: Providing customers with convenient access to fresh, high-quality bread products.





Certifications

Bunny's maintains a full quality department in order to ensure best quality at every stage of production. The premises have been subject to frequent quality audits by PepsiCo International, Unilever, etc. for the last 12-15 years. Accordingly, the facility has been upgraded from time to time keeping in view the requirements.

Bunny's maintains high quality standards and has following certifications:

- AIB International (American Institute of Baking)
- TUV Austria - Food Safety System Certification 22000
- Punjab Food Authority
- ISO 22000-2005 certified
- Pakistan Standards and Quality Control Authority
- HACCP (Hazard Analysis and Critical Control Point)
- Management Association of Pakistan



Bulk Consumers



PEPSICO





THANK YOU