



CORPORATE BRIEFING SESSION (CBS) FTY' 2025

Tilawat

سُورَةُ الْاِنْفِلَةِ الرَّابِعَةُ اَيَاتُهَا

بِسْمِ اللّٰهِ الرَّحْمٰنِ الرَّحِیْمِ ۝

قُلْ هُوَ اللّٰهُ اَحَدٌ ۝۱ اللّٰهُ الصَّمَدُ ۝۲ لَمْ يَلِدْ ۝۳ وَلَمْ

يُؤَلَدْ ۝۴ وَلَمْ يَكُنْ لَهٗ كُفُوًا اَحَدٌ ۝۵



Disclosure

All forward – looking statements are management's present expectations of future events and are subject to several factors and uncertainties that could cause actual results to differ materially from those described in the forward – looking statements.

Forward – looking statements should not be relied upon for making investment or other decisions as the statements speak only as of the date they were made

Fauji Foods Purpose

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



TASTE



CUSTOMERS



EMPLOYEES



STAKEHOLDERS

Our Strengths | Fauji Group

FOOD VERTICAL



FOOD SELF-SUFFICIENCY



INFRASTRUCTURE & FINANCE



Foundation
Securities
A Fauji Foundation Group Company

ENERGY SECURITY



Our Strengths | Broad Based Portfolio

- SINCE 1966 -
nurpur



One of Pakistan's iconic brands, known for the famous **Nurpur Butter since 1966**

 **Fauji**[®]
SINCE 1954
CEREALS



Serving quality cereals since 1954, Pakistan's **first and largest cereals brand**

Opa!
PASTA



Pasta range crafted with **premium ingredients, perfected for every plate**

Our Strengths | Customers & Certifications

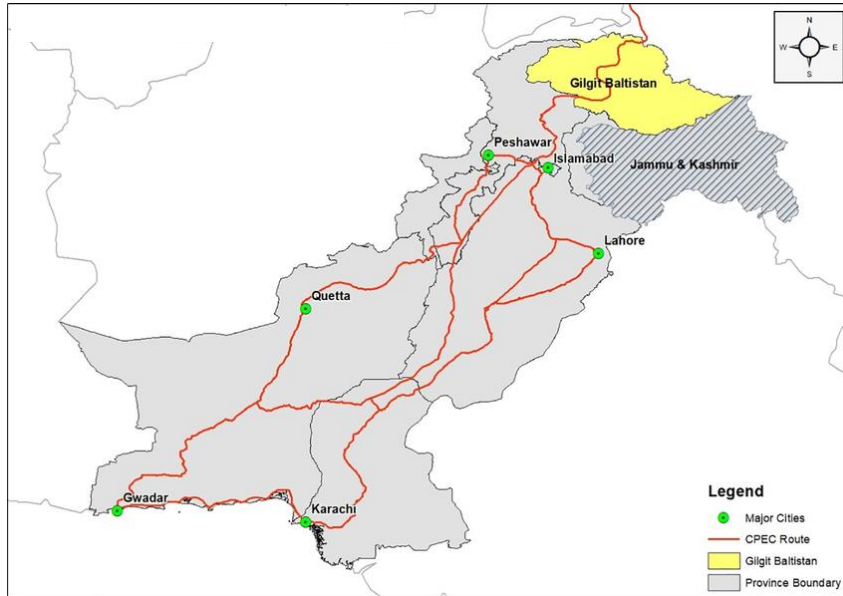
Key Customers



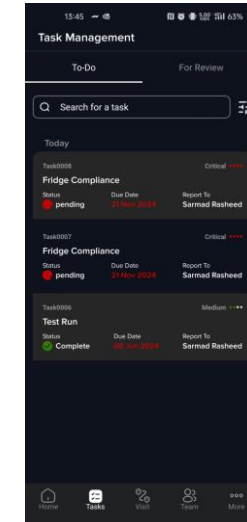
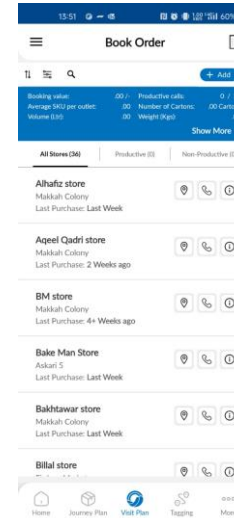
Certifications



Our Strengths | Route to Market



Digitally Enabled Route to Market



251
Towns

400+
Supermarkets

35,000+
Outlets

385
Order Bookers

369
Delivery Vehicles



Data Based
Target Setting

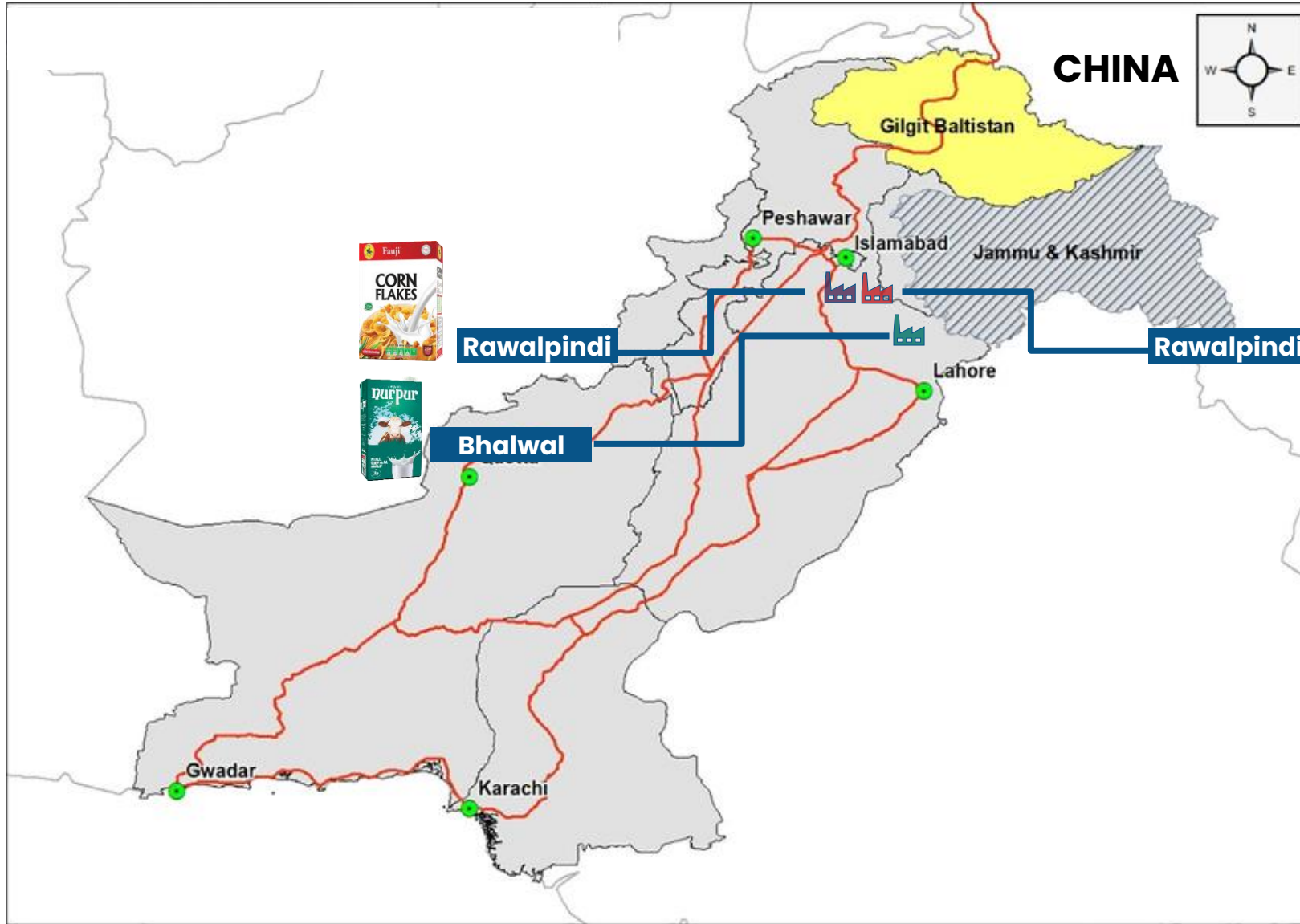


Real time
tracking



Automated Visit
Plans

Our Strengths | Factory Footprint



Financial Results

2025 | Business Highlights

Multi Category Powerhouse



Only Brand with complete Dairy portfolio



Market leaders in cereals



New entry into Pasta

School Nutrition Programs



440,000

Served daily

3,500+

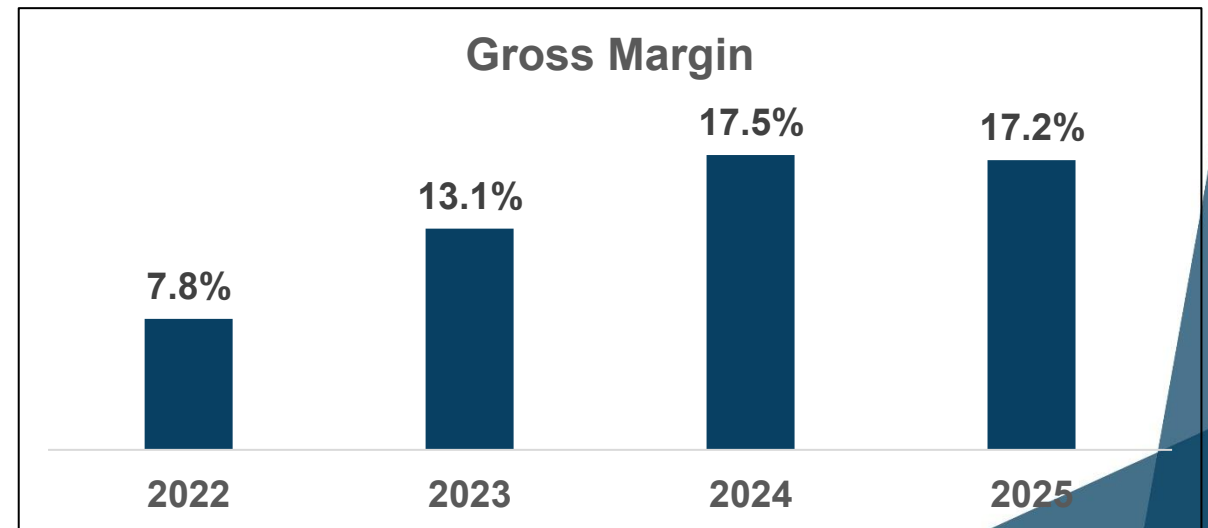
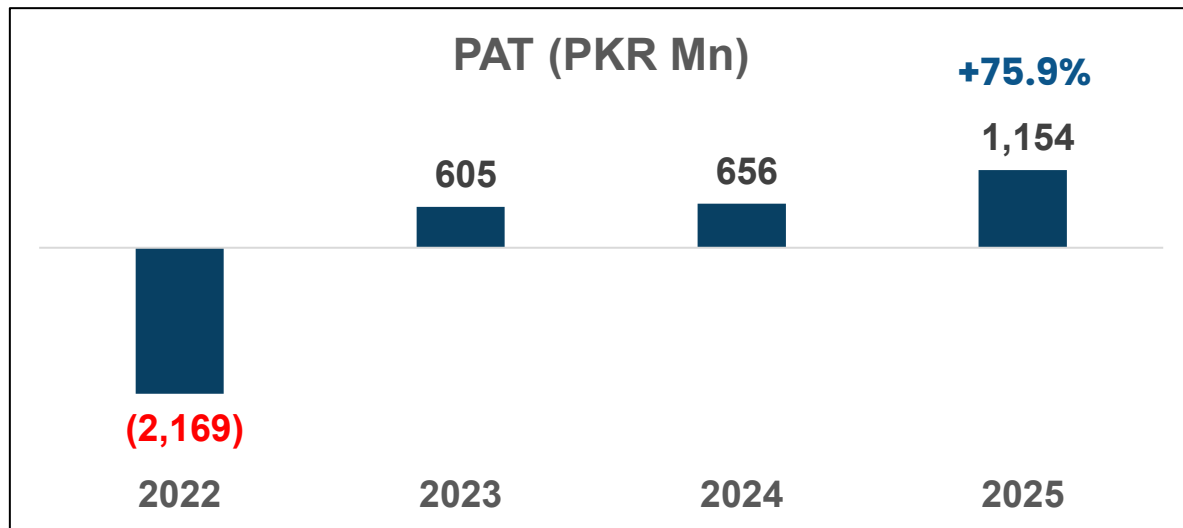
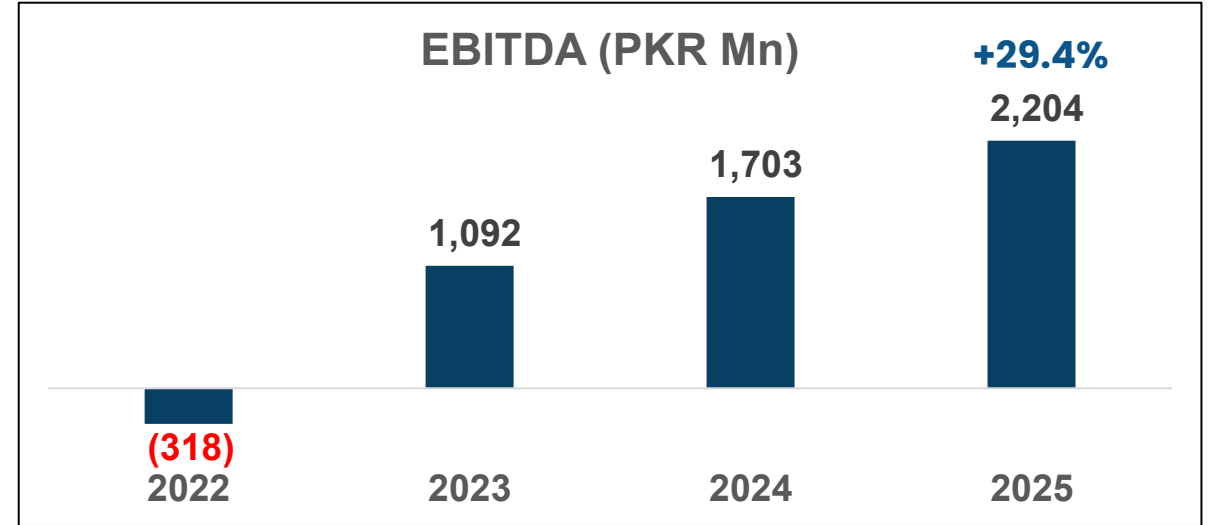
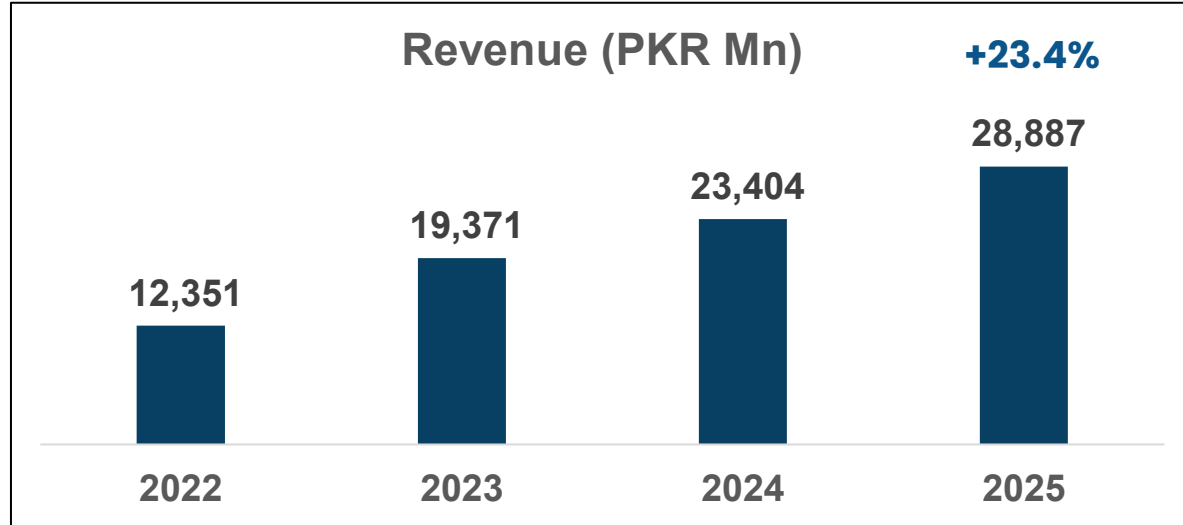
Schools

Innovation & Global Footprint

Margin Accretive Innovation

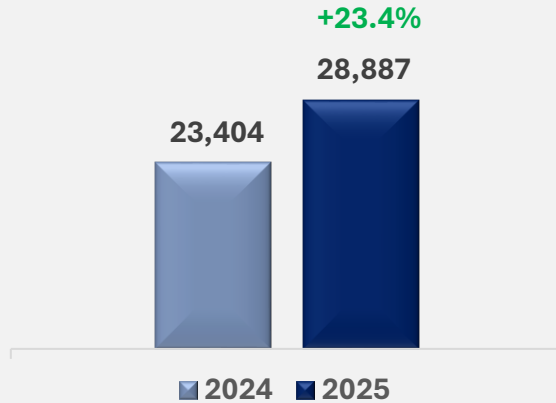


Fauji Foods | Key Financial Metrics

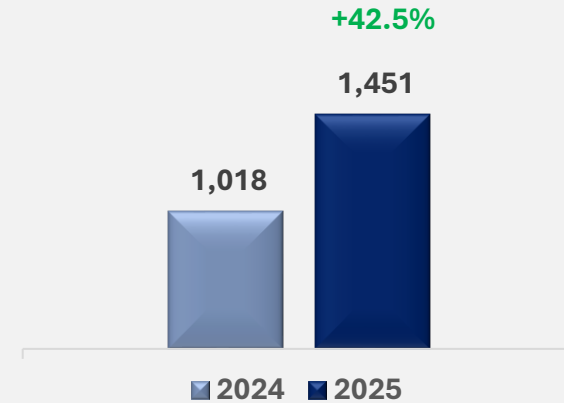


FFL | FTY 2025 Performance

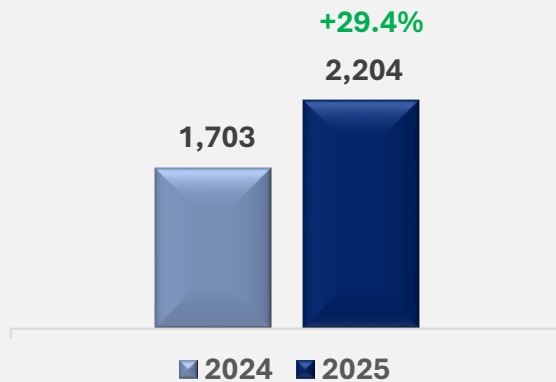
Revenue (PKR mn)



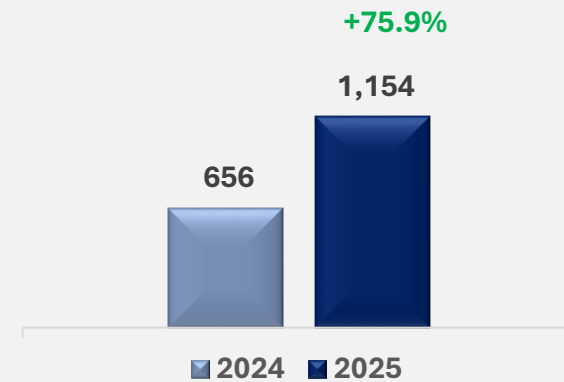
Operating Profit (PKR mn)



EBITDA (PKR mn)



PAT (PKR mn)



2025 | Fauji Foods Limited Consolidated

	Financial Performance		
	SPLY	Actual	Variance
Revenue (PKR Mn)	23,404	28,887	23.4%
Gross Profit (PKR Mn)	4,094	4,979	21.6%
Gross Profit (%)	17.5%	17.2%	(0.3%)
Administrative Expenses	(821)	(907)	(10.4%)
Marketing & Distribution Expenses	(2,237)	(2,628)	(17.5%)
Allowance for expected credit loss	(17)	7	140.3%
Operating Profit (PKR Mn)	1,018	1,451	42.5%
Other Income	546	542	(0.7%)
Other Expense	(337)	(155)	53.9%
Finance Cost	(55)	(82)	(49.8%)
Profit before Levy and Income Tax	1,173	1,756	49.8%
Levy	(102)	(57)	44.1%
Profit Before Income Tax	1,070	1,699	58.7%
Income Tax	(414)	(545)	(31.6%)
Profit after Tax	656	1,154	75.9%

Key Business Risks



Currency Risk



Rupee devaluation leading to inflation across inputs and operations



Raw Milk Inflation

Extreme fresh milk price inflation during lean period seasons



Fuel Supply Risk

Disruptions in HFO supply leading to potential factory closure

Q&A



Thank You