



fauji foods

# **FFL Business Overview – YTD 2023**

# DISCLOSURE

All forward – looking statements are management’s present expectations of future events and are subject to a number of 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



**Unleashing Pakistan's Promise  
in everything we touch**



**TASTE**



**CUSTOMERS**



**EMPLOYEES**



**SHAREHOLDERS**

# Key Strengths – Full Spectrum Portfolio & Shareholder Patronage



## Extensive Portfolio



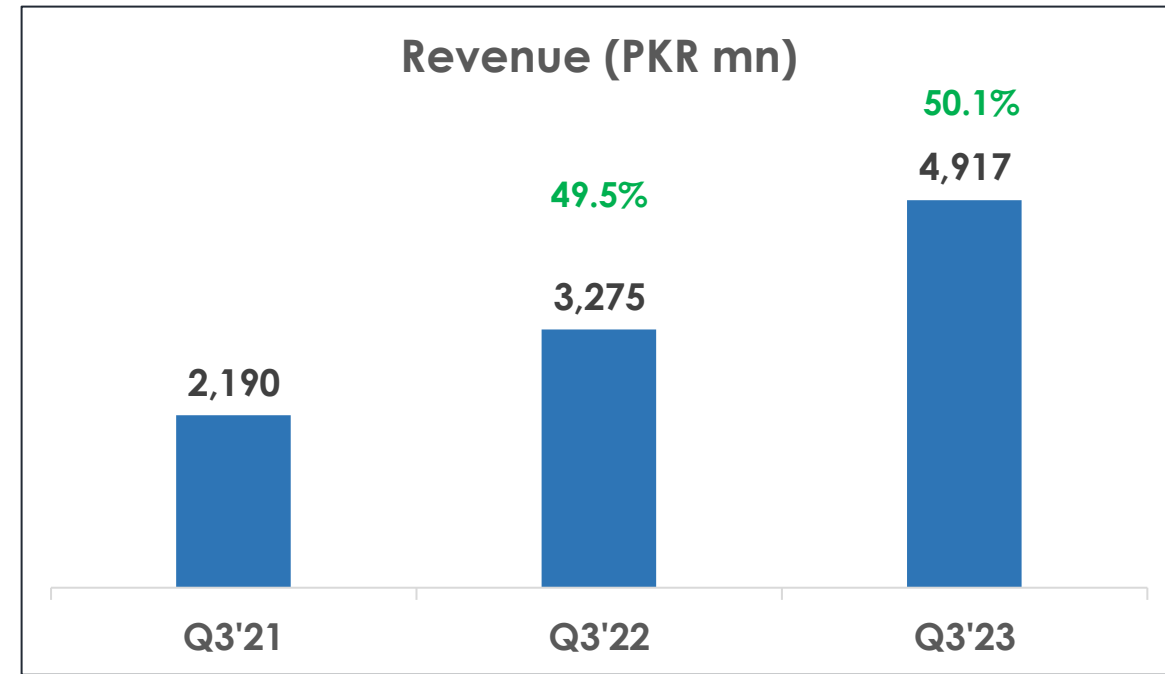
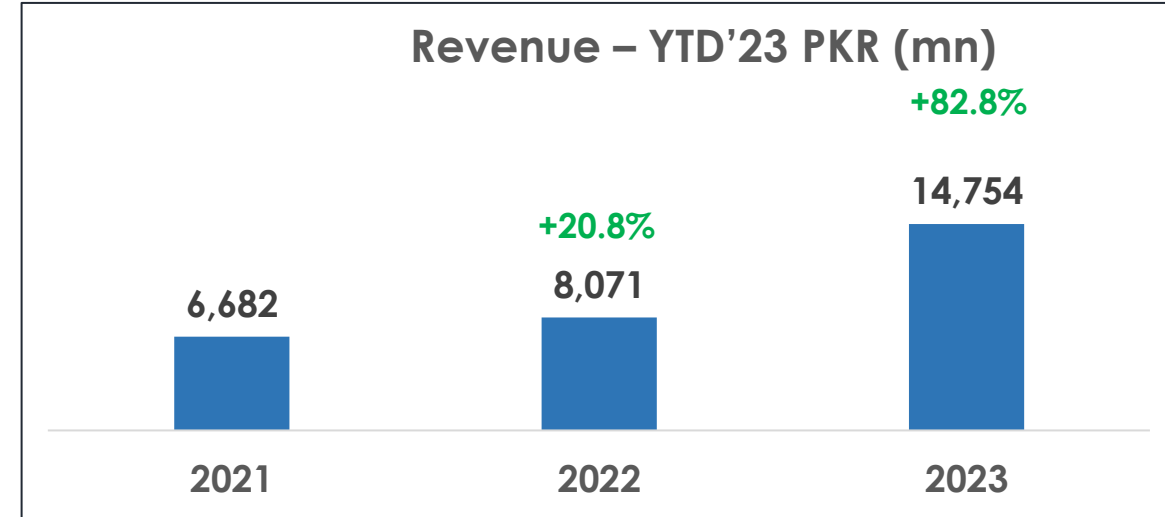
## Strong Shareholder Patronage



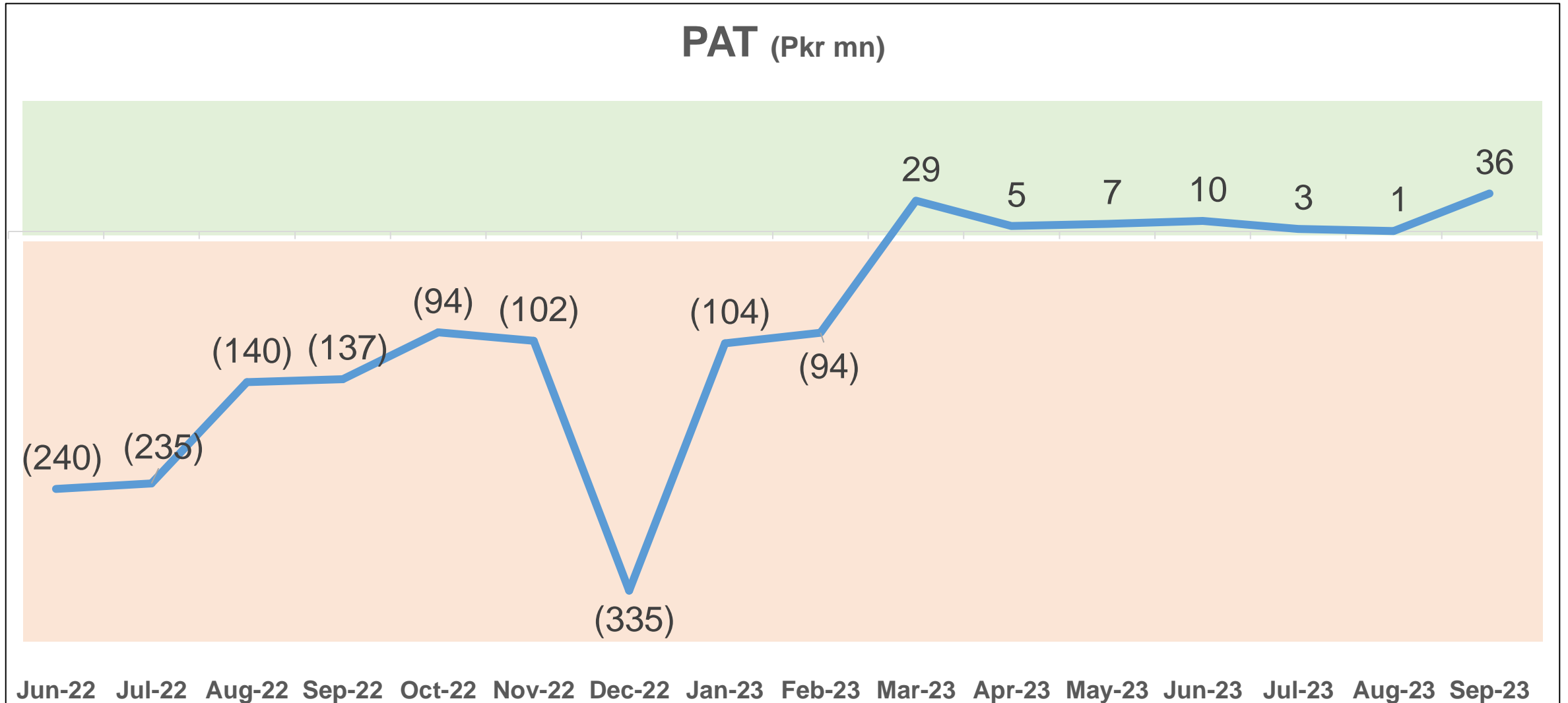
# YTD 2023 Business Performance



	SPLY	YTD Q3'23	Variance
			SPLY
Revenue (PKR Millions)	8,071	14,754	82.8%
Gross Profit (PKR Millions)	282	1,818	544.7%
EBITDA (PKR Millions)	(702)	670	1,372
Profit / Loss after Tax (PKR Millions)	(1,944)	(109)	1,835



# FFL Turnaround Journey | Consecutive 4 months PAT +ive

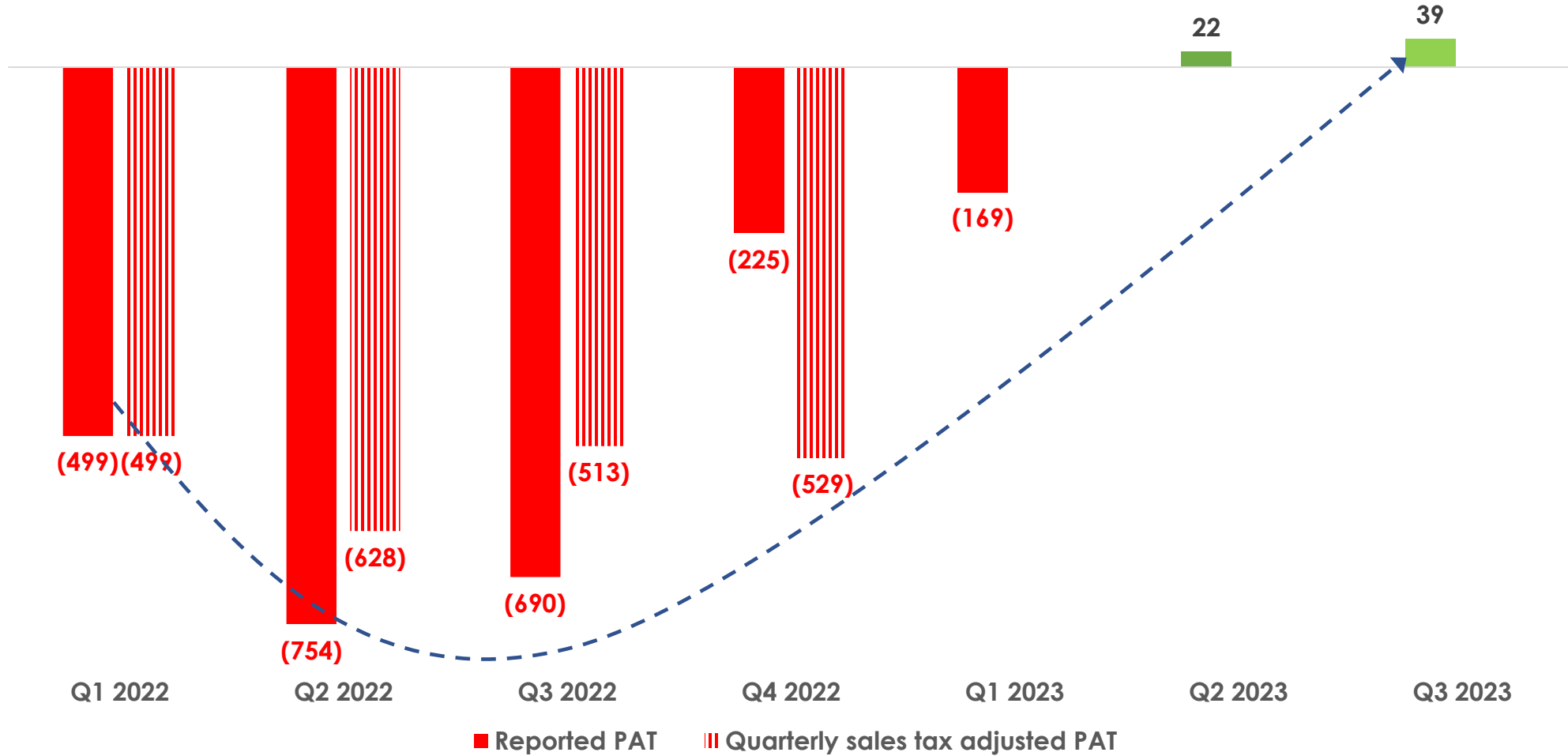


Note: PAT 2022 results are adjusted for sale tax provision on tea whitener

# PAT Evolution | 2022 - 2023



Quarterly PAT 2022-23 (PKR mn)



# Turnaround strategy



## Drive sustainable & profitable growth



### Fueling Growth

Value led focus

Key Enablers

#### Portfolio Pivot

Drive value added portfolio  
Margin Accretive launches

#### Margin Focus

Aggressive price increases

#### Route to Market

Pivot to value added portfolio



### COGS Reduction

Operational excellence

Key Enablers

#### Energy Efficiencies

Bio Mass & Solar Power

#### Process Optimization

Minimize process loss

#### Packaging efficiency

1500ml conversion



### Capability

People & Processes

Key Enablers

#### Automation

Salesflo  
Milk Collection

#### Processes

Milk Collection redesign  
Credit Mgmt  
SAP & process gap review

#### Talent Backbone

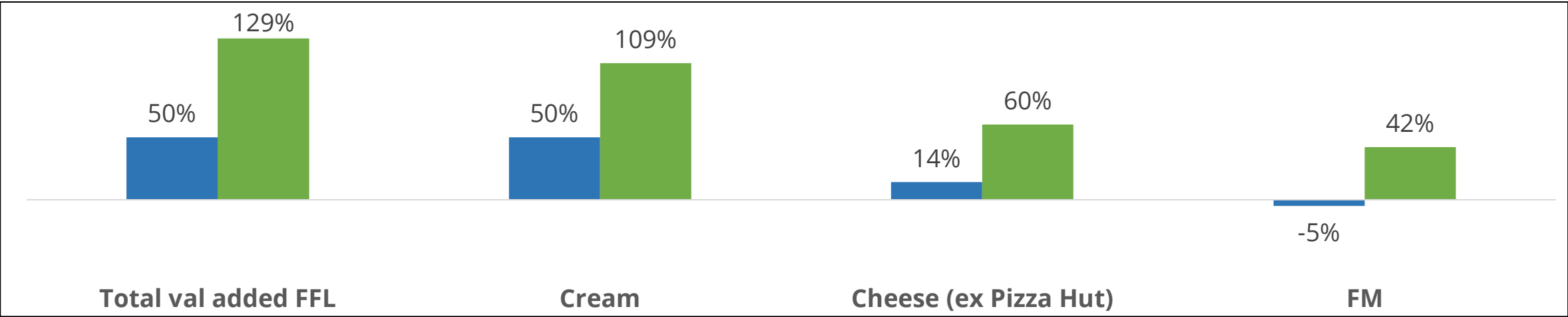
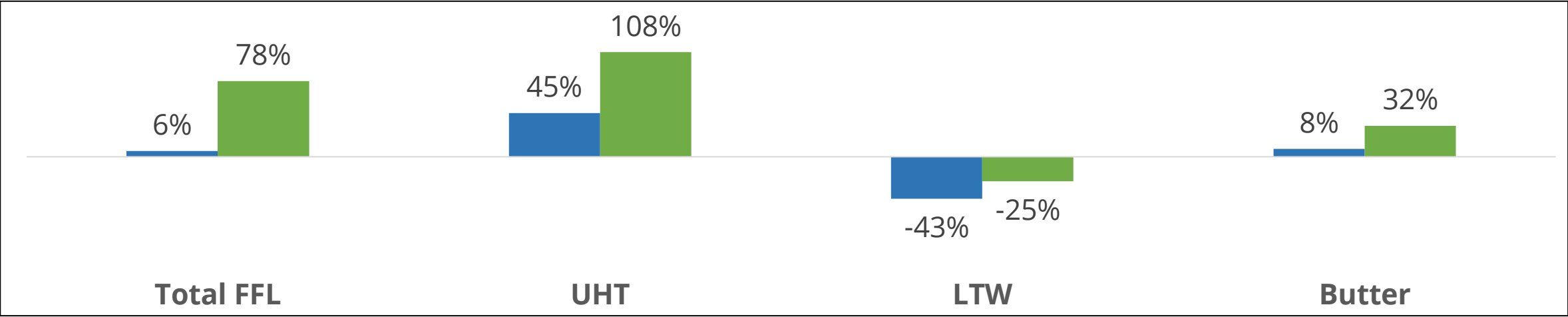
Transform talent backbone  
Skill development  
Pay for Performance



# Volume & Value growth | YTD Sep' 23 v YTD Sep' 22



Vol Growth Val Growth

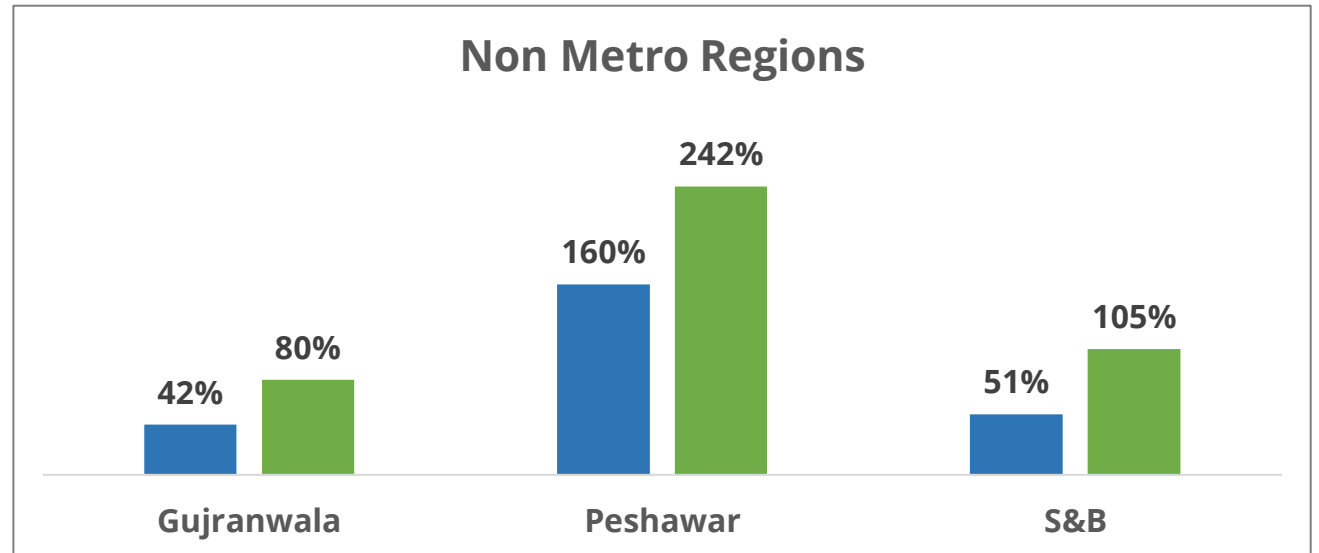
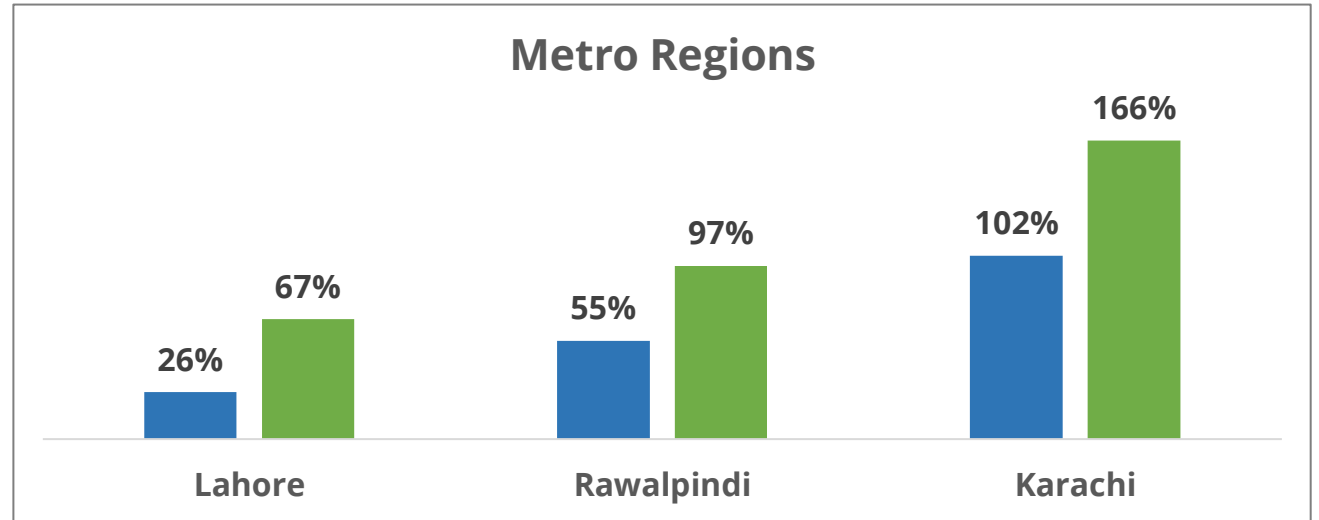
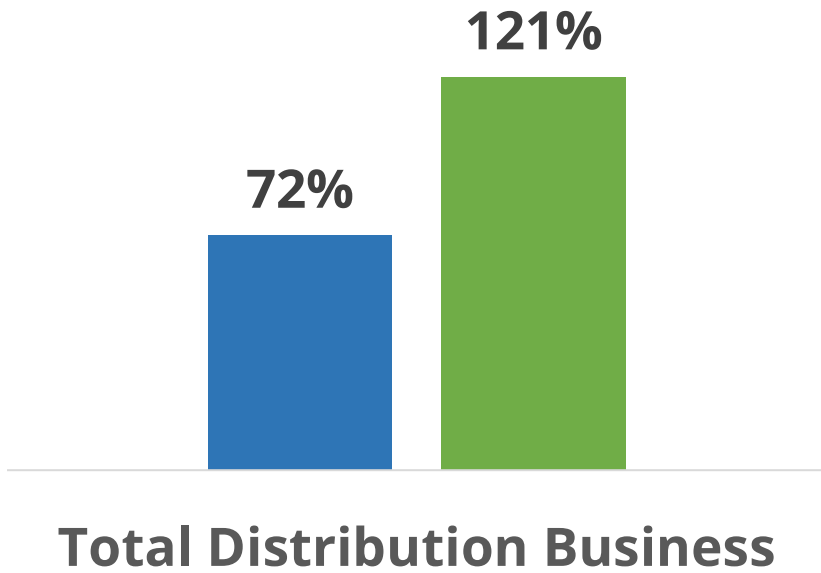


# YTD Sep' 23 v YTD Sep'22 | Value added portfolio growth



Vol Growth (YTD'23 v YTD' 22)

Val Growth (YTD'23 v YTD' 22)



**Kantar**

**Brand Recognition Awards**



**WINNER IN  
DAIRY CATEGORY**

- SINCE 1966 -  
**nurpur**



**Beat Olper's & Milkpak in  
brand salience metrics**

**Only local brand across  
categories to win an  
award**

# Potential Acquisitions

# Transaction Detail



- 
- Fauji Cereal business transfer; FIFL (Pasta business) share acquisition
  - Independent due diligence, 3<sup>rd</sup> party valuations
  - Review and approval by FFL BOD
  - Cereal key categories:
    - Flakes & coated cereals
    - Porridges
    - Deserts
  - Pasta state of the art plant
    - Pasta long & short formats
  - Expected to be EPS & margin accretive
- 
- **NOTE: Transactions are subject to internal, legal & regulatory approvals**

# Fauji Foods | Portfolio Expansion



## Dairy

## Cereals & Pasta





fauji foods

Thank You



# **Kantar**

# **Brand Recognition Awards**