



# **FFL Business Overview – Q1 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

# Key Strengths – Full Spectrum Portfolio & Shareholder Patronage



## Extensive Portfolio



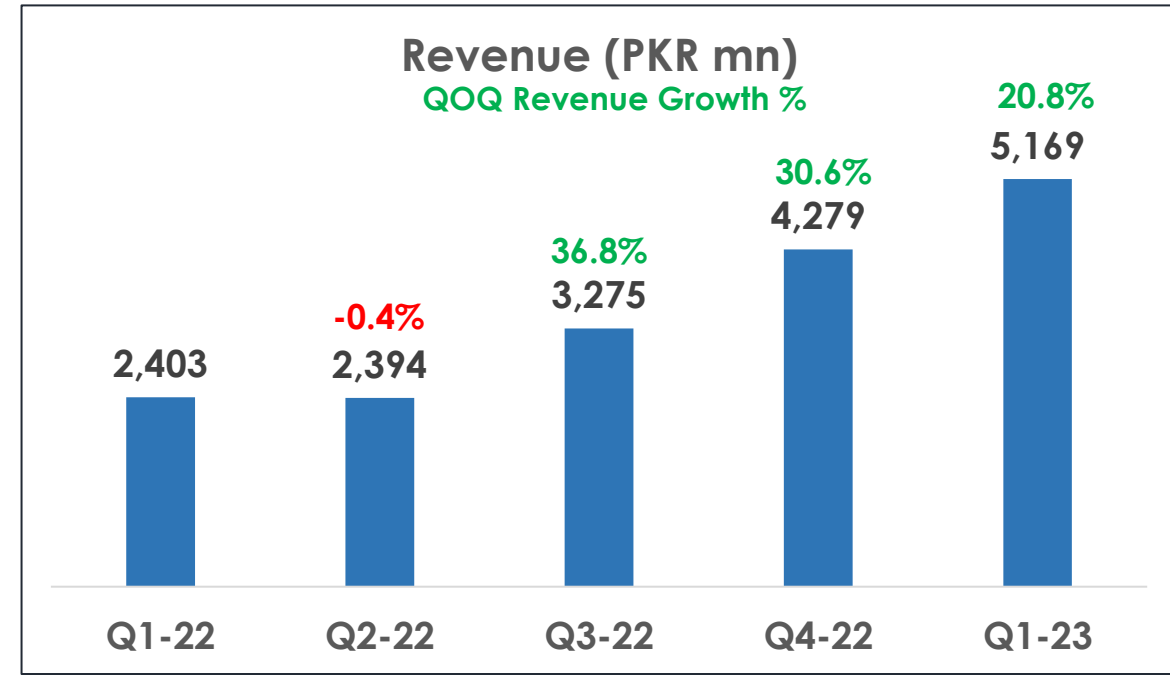
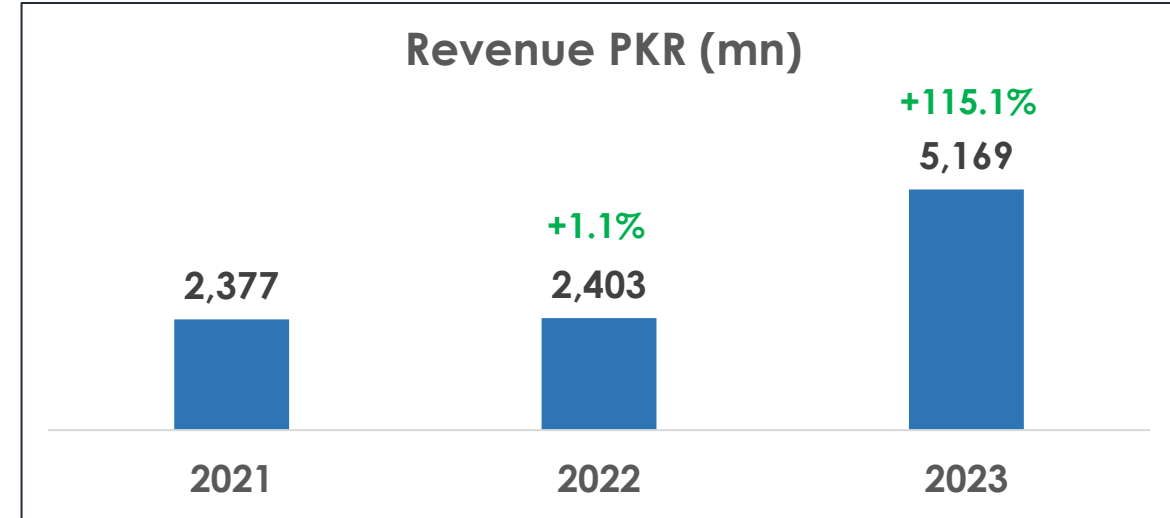
## Strong Shareholder Patronage



# Q1 2023 Business Performance



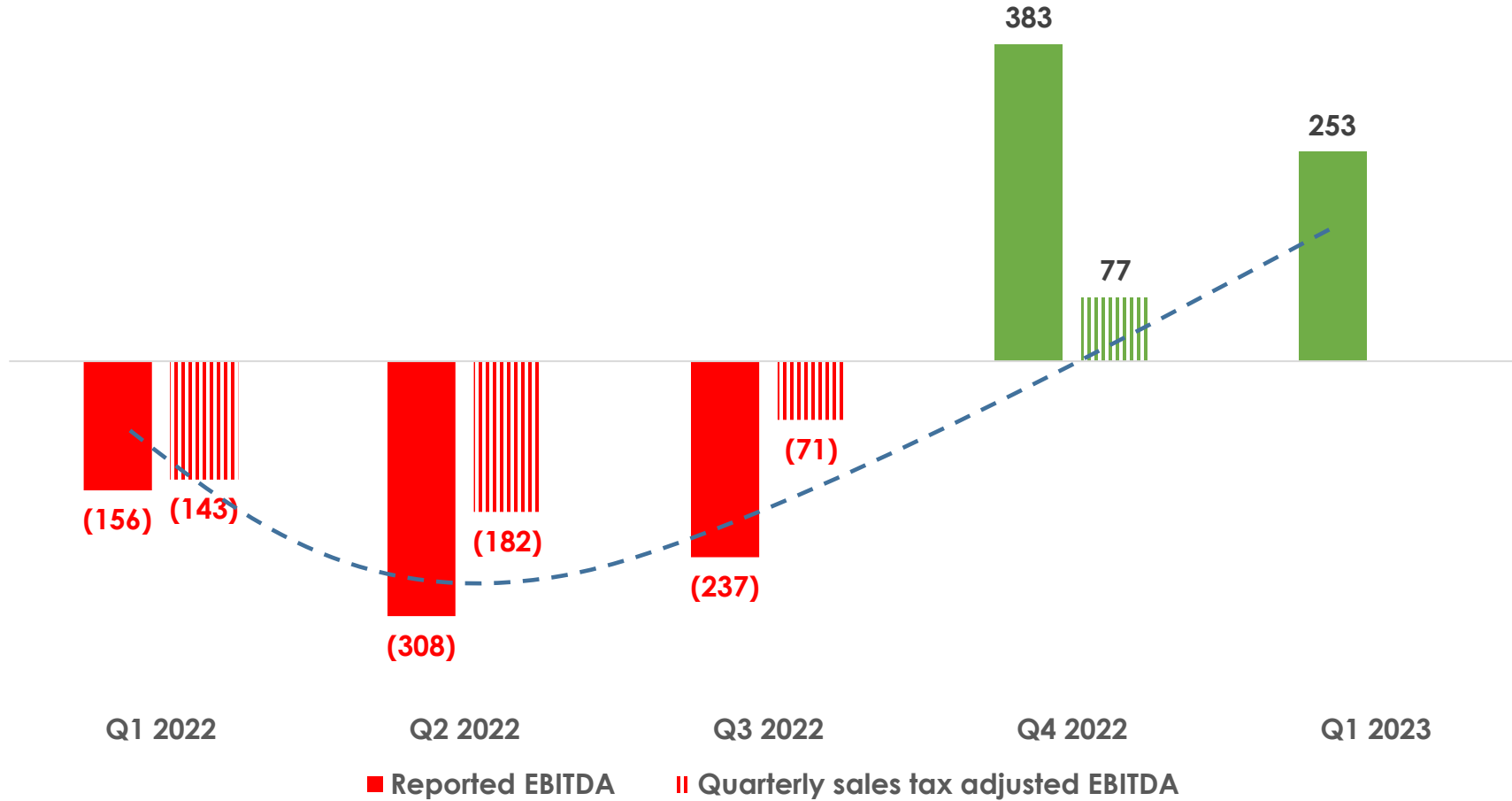
			Variance
	SPLY	2023 Q1	SPLY
Revenue (PKR Millions)	2,403	5,169	115.1%
Gross Profit (PKR Millions)	169	661	291.1%
EBITDA (PKR Millions)	(156)	253	409
Profit / Loss after Tax (PKR Millions)	(499)	(170)	329



# Quarterly EBITDA TREND | 2022 - 23



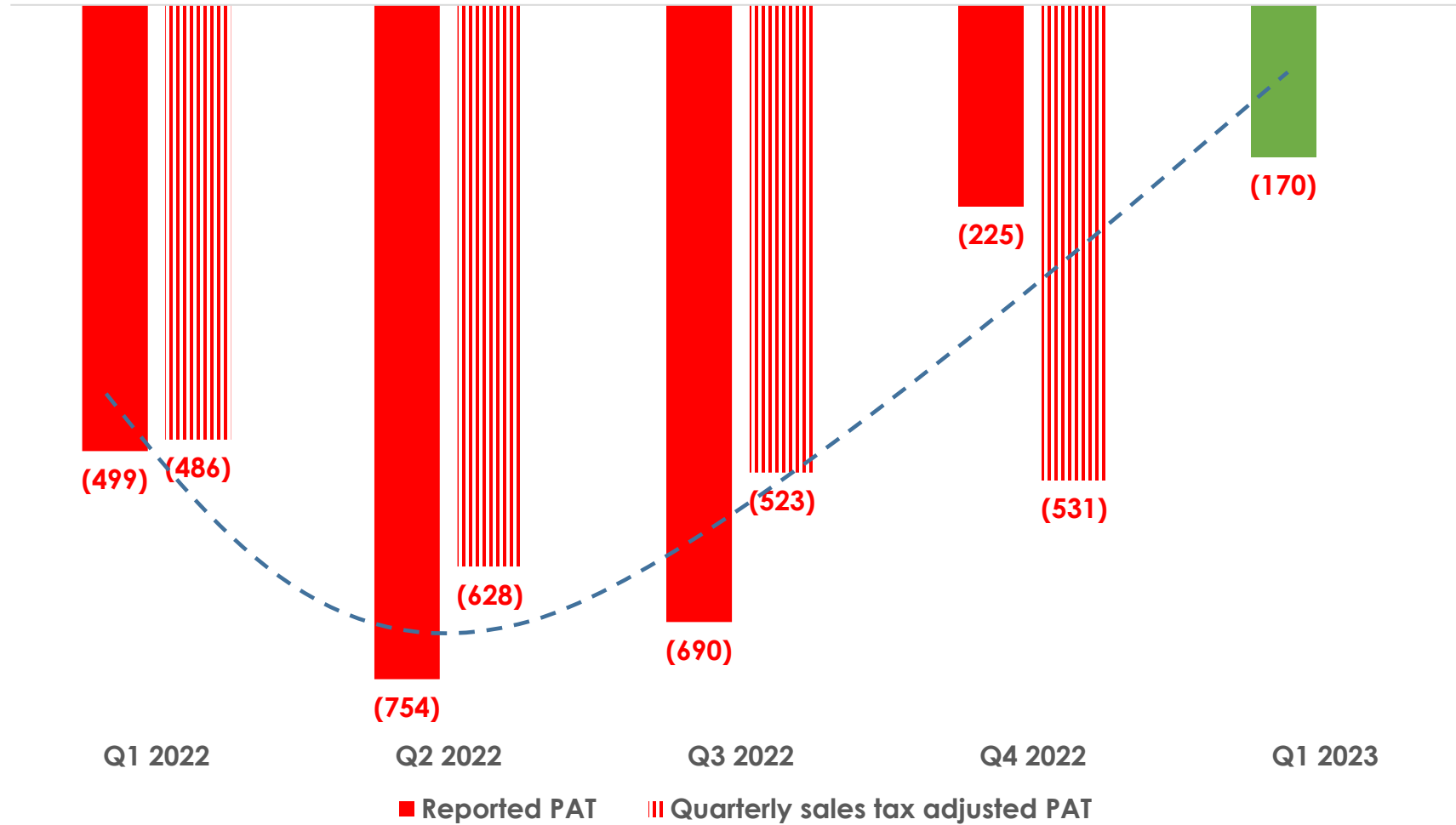
Quarterly EBITDA 2022-23 (PKR mn)



# PAT Evolution | 2022 & Q1 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

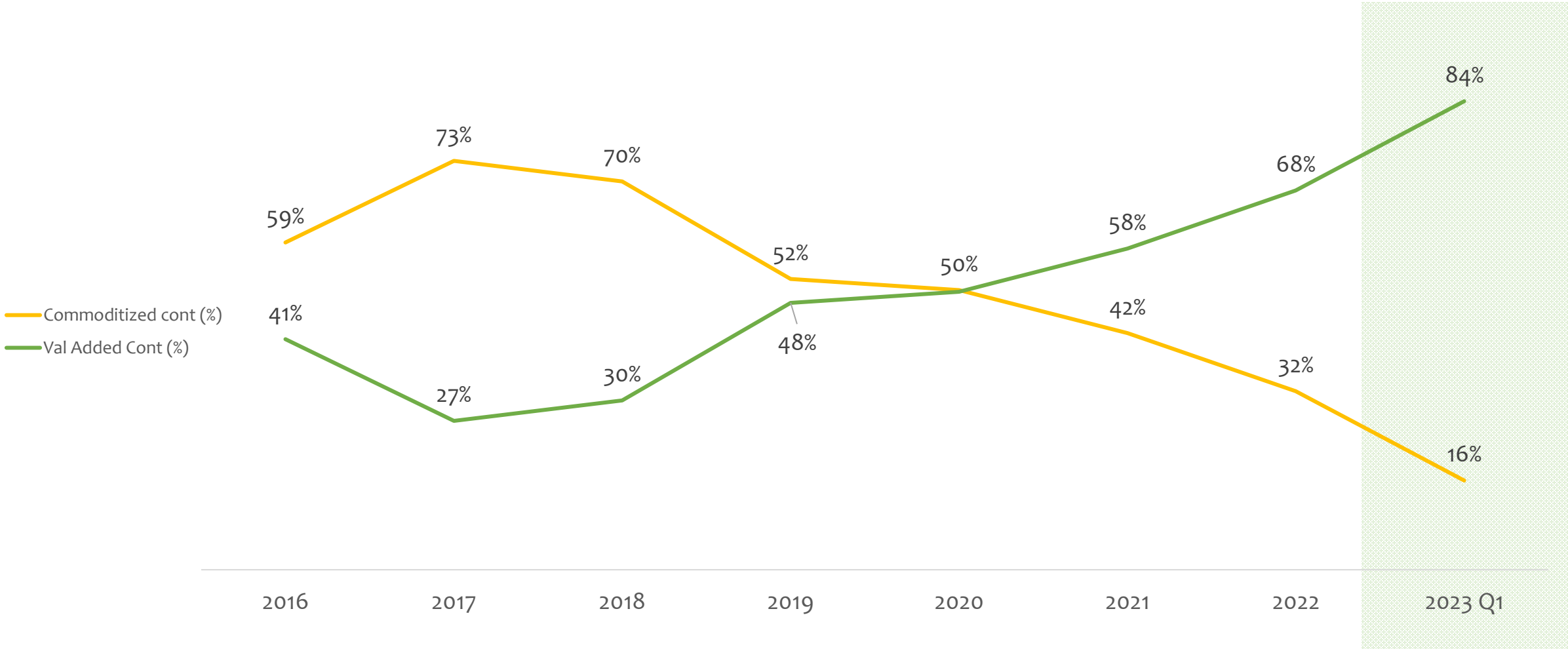
### Talent Backbone

Transform talent backbone  
Skill development  
Pay for Performance

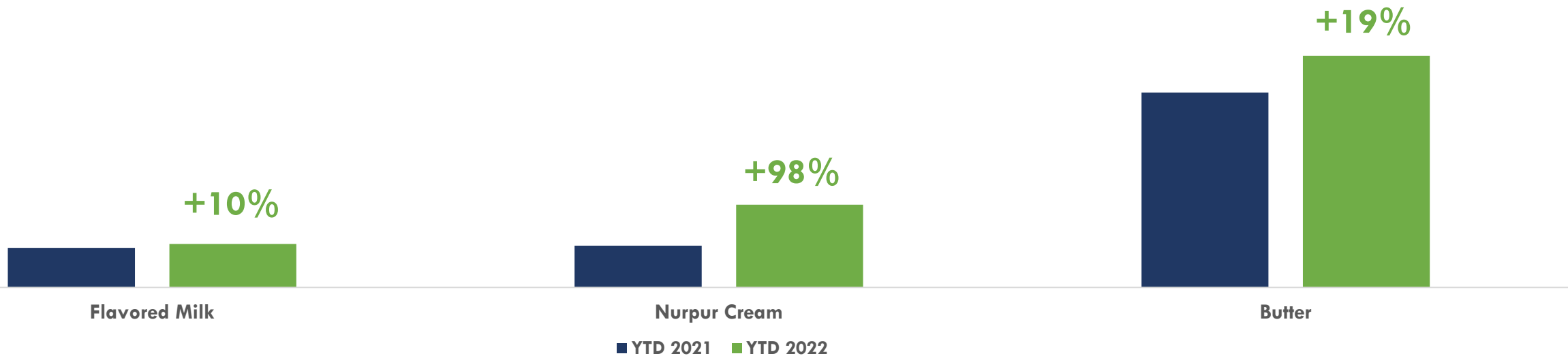
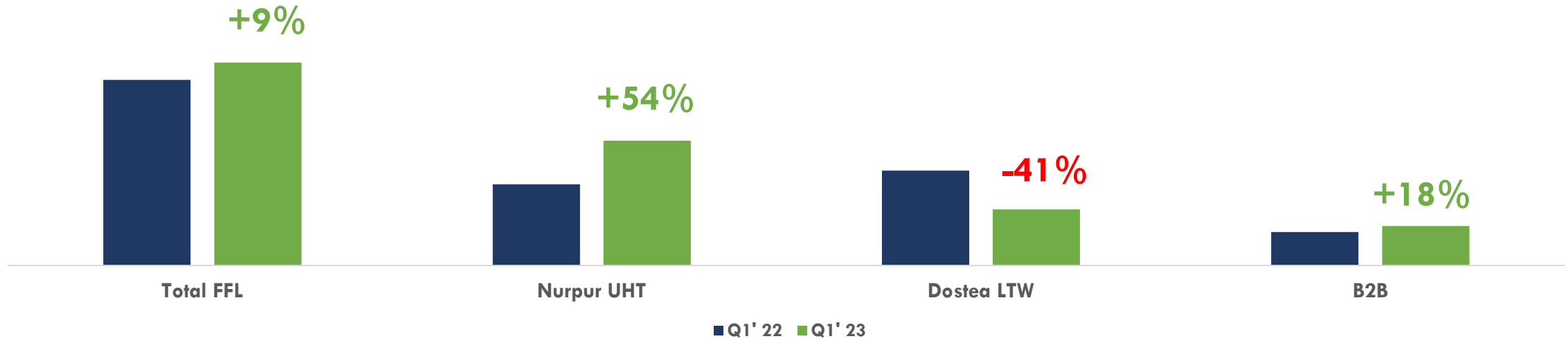
# **Fueling Growth**

Value led focus

# Continued focus on value added portfolio



# Volume Growth | Q1' 23 v Q1' 22



# Turnaround strategy



## Drive sustainable & profitable growth



### Fueling Growth

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Talent Backbone

Transform talent backbone

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# COGS Reduction



## Process Optimization

1MW Solar plant  
in production wef  
Jan' 23



## Energy efficiencies



## Packaging efficiencies

- Coal usage eliminated
- 100% steam production shifted to biomass wef Jan' 23

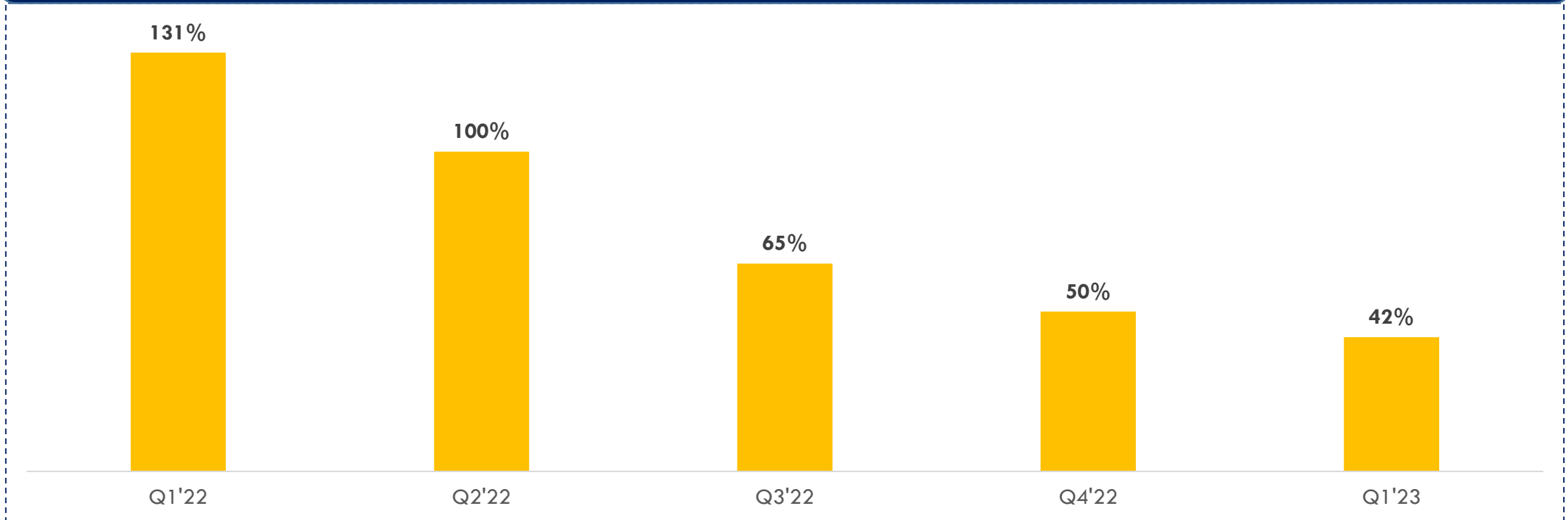
**2023 exp. savings ~PKR 1bn**

# **Working Capital Improvement**

# Receivables Improvement



## Receivables % Credit Sales

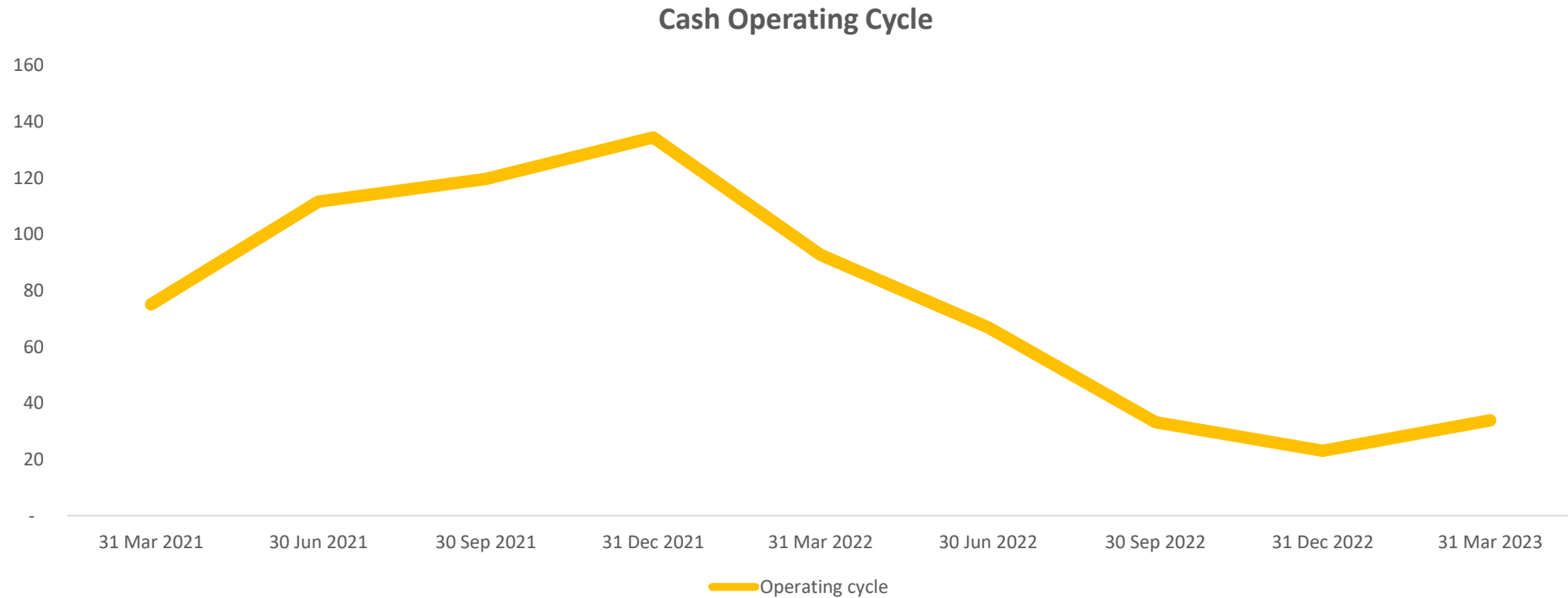


# Cash flow Improvement



## Fauji Foods Limited

	2021				2022				2023
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Cash Operating cycle	75	112	120	134	93	67	33	23	34





fauji foods

Thank You