

1st Quarter Report September 30, 2024



Big Bird Foods Limited

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COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. Abdul Basit Mr. Muhammad Mustafa Kamal Mr Abdul Karim Ms. Saadia Karim Mr. Muhammad Aleem Mr. Salman Basit Mr. Mohammad Ahmad Kamal Mr. Tarig Hamid Mr. Muhammad Tabassum Munir Mr. Asghar Ali

AUDIT COMMITTEE

- Mr. Tarig Hamid Mr. Abdul Basit Mr. Asghar Ali Mr. Muhammad Aleem Mrs. Saadia Karim
- Chairman Chief Executive Officer Non - Executive Director Non - Executive Director Non - Executive Director Executive Director Executive Director Independent Director Independent Director Independent Director

Independent Director Non - Executive Director Independent Director Non - Executive Director Non - Executive Director

HUMAN RESOURCES & REMUNERATION COMMITTEE

- Mr. Muhammad Tabassum Munir Mr. Muhammad Mustafa Kamal Mr. Abdul Karim Mr. Muhammad Aleem Mr. Asghar Ali Mr. Salman Basit
- **Executive Director** Non - Executive Director Non - Executive Director Independent Director Executive Director

CHIEF FINANCIAL OFFICER

Mr. Muhammad Ali Ahsen

COMPANY SECRETARY & HEAD OF LEGAL

Mr. Muhammad Riaz

HEAD OF INTERNAL AUDITOR Mr. Kalim Ullah

EXTERNAL AUDITORS

Abdul Khalig & Co **Chartered Accountants** Independent Director

LEGAL ADVISORS

Umar Faroog

BANKERS

Allied Bank Limited Habib Bank Limited Meezan Bank Limited Soneri Bank Limited Bank Alfalah Limited Bank of Puniab Limited National Bank of Pakistan Bank Al Habib Limited United Bank Limited

HEAD OFFICE

2-A, Ahmad Block, New Garden Town, Lahore UAN: +92-42-111-111-220 Tel: +92-42-35835373-74, 35837512-14 E-Mail: corporate@bigbirdgroup.com.pk Website: www.bigbirdfoods.com

MANUFACTURING PLANT

65-KM Multan Road, Jumber Bhai Phero. Kasur

DIRECTORS' REVIEW REPORT – BIG BIRD FOODS LIMITED FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2024

The Board of Directors is pleased to present the financial performance of Big Bird Foods Limited for the first quarter ended September 30, 2024. The company has demonstrated notable growth and resilience in a competitive market environment, achieving substantial improvements in key financial metrics.

1. Financial Performance Overview

For the fiscal first quarter ended September 30, 2024, the company generated net sales of PKR 2,228 million, reflecting an impressive 24% increase over the previous year's first quarter sales of PKR 1,795 million.

This substantial growth in sales is indicative of our successful market strategies and strengthened market presence.

- Gross Profit increased by 25.8% from PKR 392.2 million in Q1 Sep. 2023 to PKR 493.4 million in Q1 Sep. 2024. The gross profit margin increased slightly to 22.2% from 21.8% last year Q1, highlighting the company's ability to control costs and manage pricing strategies effectively.
- Operating Profit witnessed a remarkable rise of 24.3%, reaching PKR 392.6 million in Q1 Sep. 2024 compared to PKR 315.89 million in Q1 Sep. 2023. This growth was driven by increased revenues and effective cost management across all departments.
- Profit after taxation surged by 32%, from PKR 203.26 million in Q1 Sep. 2023 to PKR 268.45 million in Q1 Sep. 2024. This is a reflection of better operational performance.

2. Expenses Management

In the current quarter, distribution and selling expenses increased by 15.1%, yet as a percentage of sales, they decreased from 2.7% in Q1 Sep. 2023 to 2.5% in Q1 Sep. 2024. Additionally, administrative expenses also declined as a percentage of sales, dropping from 2.0% in Q1 Sep 2023 to 1.9% in Q1 Sep 2024. This reflects an improvement in cost efficiency relative to the increase in sales.

The Earnings Per Share (EPS) also reflected a solid performance, increasing to PKR 0.90 from PKR 0.68 in Q1 2023, indicating enhanced value for shareholders.

3. Conclusion and Future Outlook

Big Bird Foods Limited has demonstrated remarkable financial performance in first quarter of 2024, achieving significant growth across sales, profits, and earnings. The company's ability to manage costs while expanding its market share has been critical in sustaining profitability.

Moving forward, the company remains committed to driving innovation, improving operational efficiency, and exploring new growth opportunities in both domestic and international markets. We are confident that these efforts will continue to deliver long-term value for all stakeholders. We would like to express our gratitude to our customers, employees, and shareholders for their continued trust and support. We remain optimistic about the future prospects of Big Bird Foods Limited.

On Behalf of the Board

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Muhammad Mustafa Kamal CEO/Director

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Abdul Basit Chairman/Director

Lahore: October 29, 2024

ڈائر بیٹرز کی جائزہ رپورٹ - بگ برڈفو ڈز کمیٹڈ 30 ستمبر2024 کوشتم ہونے دالی پہلی سہ ماہی کے لئے

بورڈا ف ڈائر کیٹرز 30 متبر 2024 کوفتر ہونے والی پہلی سہاہی کے لئے بکہ برڈفو ڈرلمیٹڈ کی مالی کار کردگی پیش کرتے ہونے خوشی محسوس کررہے ہیں۔کمپنی نے مسابقتی مارکیٹ کے ماحول میں قابل ڈ کر نموادر کچا کا مظاہرہ کیا اورکلیدی مالیاتی میزکس میں خاطر خواہ بہتر کی حاصل کی ہے۔

1_مالىكاركردگىكاجائزە

30 ئتر 2024 پوشتم ہونے والی پہلی سہاہی کے دوران کینی نے2,228 ملین روپے کی خالص فروخت حاصل کی جو گزشتہ سال کی پہلی سہاہی کی 1,795 ملین روپے کی فروخت کے مقالبے میں 24 فیصد کا متاثر کن اضافہ کو فلا ہر کرتی ہے۔

فروخت میں پیخاطرخواہ اضافہ ہماری کامیاب مارکیٹ حکمت عملی اور مضبوط مارکیٹ موجودگی کی نشاند ہی کرتا ہے۔

میں مجموعی مناف2202ء کی پہلی سداہی کے 2922 ملین روپے ے 25.8 فیصد بڑھ کر 2024ء کی پہلی سہای میں 493.4 ملین روپے یک پنچ کی اجموعی منافع کامار^جن بھی پیچلےسال کی پہلی سہادی کے 21.8 فیصد مصولی کم جوکر 2.22 فیصد ہوگیا،جس کے پنی کی اخراجات کو نشر ول کرنے اور قیموڑ طریقے منظم کرنے کی صلاحت اُجاگر ہوتی ہے۔

ا کی میں ایسانی میں آپریٹنگ منافع 24.3 فیصدا ضافے کے ساتھ 392.6 ملین روپ تک پنج گیا ہو کہ 2023 ، کی پہلی سہائی میں 315.89 ملین روپ تھا۔ یہ موتما محکموں میں آمد نی میں اصافے اور مؤٹر لاگت کے انتظامات کی وجہ سے ہوئی۔

🐄 بعداز تیک منافع2023 مکا ببلی سهای ک62.46 ملین رو بے ے32 فیصد بڑھ کر 2024 مکا ببلی سهای میں 268.45 ملین رو بے تک بیچ گیا۔ بیاضا فد بهتر آپریشل کارکردگی کی عکا کرتا ہے۔

2_اخراجات کے انتظامات

رواں سہائی میں تشیم اورفر دخت کے افراحات میں 151 فیصداصافہ ہوا تا ہم فروخت فیصد کے طور پر میں تبر2023 کی پہلی سہائی کے 2.7 فیصد کے مہدکر 2024 کی پہلی سہائی میں 2.5 فیصد رہ گئے۔ مزید برآں بفروخت کے فیصد کے طور پرانظامی افراحات میں تھی کی واقع ہوتی ہوئیتر 2023 کی پہلی سہائی کے 2.5 فیصد ہے کم ہوکر تعرب 2024 کی پہلی سہائی میں 2.5 فیصد فروخت میں اضافے کے مقالب میں لاگت کی اکر کردگی میں بہتر کی کا حاکی کہتا ہے۔

فی صص آمدنی (EPS) بھم متحکم کارکردگی کی عکاسی کرتی ہے، جو 2023ء کی پہلی سدماہی ک68.0 روپے سے بڑھ کر 0.90 روپے ہوگئی، جوثیئر ہولڈرز کی قدر بڑھنے کی نشاند پی کرتی ہے۔

3۔ متائج اور سفتنم کا نظ ہنظر بگ برڈ فوز کمینٹ نے 2024 کی پہلی سہاہی میں فروخت ،منافع اورآ یہ فی میں ایل نموحاصل کرتے ہوئے نمایاں مالی کارکردگی کا مظاہر دکیا ہے۔منافع کو برقرارر کھنے میں کمچنی کے مارکیٹ شیئر کو بڑھاتے ہوئے اخراطات کا انتظام کرنے کی صلاحیت اہم رہی ہے۔

آگے بڑھتے ہوئے کمپنی جدت طراز کی کو بڑھانے ،آ پریشل کارکردگی کو بہتر بنانے ،ادرددنوں ملکی اور مین الاقوامی مار کیٹول میں نمو کے مند مواقع تلاش کرنے کے لئے پُر عزم ہے۔ یہمیں یقین ہے کہ یہ کوششیں تمام اسٹیک ہولڈرز کوطویل مدتی قد رفراہم کرتی دہیں گی۔

ہم اپنے صارفین، ملاز مین اور ثیر ہولڈرز کاان کے سلسل اعتماد اور تمایت کے لئے شکر گزار ہیں۔ ہم بگ برڈ فو ڈزلمیٹڈ کے روثن ستقبل کے بارے میں پُرامید ہیں۔

منجانب بورڈ

حبرالباسط چیر مین /ڈائر کیٹر

مدهل محم مصطق کمال ی ای او/ڈائریکٹر

لاہور: 29 اکتوبر 2024

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As At September 30, 2024

	Note	Sep 30, 2024 (Un-audited) But	June 30, 2024 (Audited) Dees
ASSETS			
Non Current Assets			
Property, plant and equipment	4	7,784,816,370	7,581,733,297
Long term loans and advances	5	780,233	636,000
Long term deposits and prepayments	э	<u>18,786,208</u> 7,804,382,811	18,786,208
Current Assets Stores and spares		221,808,363	261,907,586
Stock in trade		1,214,097,507	1,275,198,398
Trade debts		1,047,610,671	1,003,306,138
Loans and advances Deposits and prepayments		49,181,953 15,920,243	14,742,532 17,052,709
Short-term investment	6	17,230,575	6,230,575
Cash and bank balances		198,403,695	157,442,171
		2,764,253,007	2,735,880,109
TOTAL ASSETS		10,568,635,819	10,337,035,615
EQUITY AND LIABILITIES			
Share Capital and Reserves			
Share capital		2,989,057,860	2,989,057,860
Accumulated profit Surplus on revaluation of operating fixed assets		1,187,652,288 1,433,093,840	919,200,714
Loan from directors	7	57,633,032	-
Total equity		5,667,437,020	5,341,352,414
Non Current Liabilities			
Long term finances - secured	8	732,594,005	798,506,635
Deferred markup Deferred taxation-net		702,752,380 456,363,726	690,347,768 503,450,223
Employee's benefit obligation		125,653,100	122,331,005
		2,017,363,210	2,114,635,630
Current Liabilities Current portion of long term financing	8	1,088,381,200	1,317,507,615
Short term borrowings	0	189,249,213	189,249,213
Trade and other payables		1,015,745,441	836,718,481
Accrued and deferred mark-up		<u>590,459,736</u> 2,883,835,589	<u>537,572,263</u> 2,881,047,572
		,,,,	,,,
Contingencies and commitments	9		-
Total Equity and Liabilities		10,568,635,819	10,337,035,615

The annexed notes from 1 to 16 form an integral part of these financial statements.

Muhammad Ali Ahsen Chief Financial Officer

Muhammad Mustafa Kamal CEO/Director

Abdul Basit

Abdul Basit Chairman/Director

Abdul Karim Director

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS

For the period ended September 30, 2024 (Un-audited)

	Note	Sep 30, 2024 Rup	Sep 30, 2023 Dees
Sales - net		2,227,773,613	1,795,941,870
Cost of sales		(1,734,286,207)	(1,403,691,420)
Gross Profit		493,487,406	392,250,450
Distribution and selling expenses		(55,377,294)	(48,119,461)
Administration expenses		(41,914,715)	(35,575,446)
Other expenses		(20,845,552)	(16,140,786)
		(118,137,561)	(99,835,693)
		375,349,844	292,414,757
Other income		17,277,944	23,474,625
Profit from operations		392,627,788	315,889,382
Finance cost		(111,363,877)	(98,105,737)
Profit before income tax		281,263,911	217,783,645
Taxation	10	(12,812,337)	(14,519,849)
Profit after taxation		268,451,574	203,263,796
Earning per share (EPS)		0.90	0.68

The annexed notes from 1 to 16 form an integral part of these financial statements.



Muhammad Ali Ahsen Chief Financial Officer

Abdul Basit Chairman/Director

Abdul Karim Director

CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME

For the period ended September 30, 2024 (Un-audited)

	Sep 30, 2024 Rup	Sep 30, 2023 ees
Profit after taxation	268,451,574	203,263,796
Remeasurements chargeable to other comprehensive income	-	-
Total comprehensive income for the year	268,451,574	203,263,796

The annexed notes from 1 to 16 form an integral part of these financial statements.



Muhammad Ali Ahsen Chief Financial Officer

Muhammad Mustafa Kamal CEO/Director

Abdul Basit Chairman/Director

Abdul Karim Director

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

For the period ended September 30, 2024 (Un-audited)

	Capital Reserve		Revenue Reserves		
	Share Capital	Revaluation surplus	Accumulated profit / (losses)	Director's Ioan	Total
	-		Rupees		
Balance as at July 01, 2023	2,970,930,000	3,422,486,307	(1,883,945,996)	-	4,509,470,311
Net profit Other comprehensive income	-	-	203,263,796	-	203,263,796
Total comprehensive income	-	-	203,263,796	-	203,263,796
Balance as at September, 30 2023	2,970,930,000	3,422,486,307	(1,680,682,200)	-	4,712,734,107
Balance as at July 01, 2024	2,989,057,860	1,433,093,840	919,200,714		5,341,352,414
]			
Profit for the period Loan from director received	1		268,451,574	- 57,633,032	268,451,574 57,633,032
Other comprehensive income	-	-	-	-	-
Total comprehensive income	-	-	268,451,574	57,633,032	326,084,606
Balance as at September, 30 2024	2,989,057,860	1,433,093,840	1,187,652,288	57,633,032	5,667,437,020

The annexed notes from 1 to 16 form an integral part of these financial statements.

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Muhammad Ali Ahsen Chief Financial Officer

Abdul Basit Chairman/Director

Abdul Karim Director

CONDENSED INTERIM STATEMENT OF CASH FLOWS

For the period ended September 30, 2024 (Un-audited)

		Sep 30, 2024	Sep 30, 2023
N	lote	Rup	ees
Cash flow from operating activities			
Cash flows from operations Net increase in long term loans to employees Finance cost paid Gratuity paid Income tax and levies paid Net cash generated from operating activities		639,960,071 (144,233) (46,071,791) (933,126) (51,873,405) 540,937,516	327,850,381 (18,000) (12,481,663) (1,564,228) (19,526,596) 294,259,894
Cash flow from investing activities Additions to property, plant and equipment including capital work in progress Proceeds from disposal of property, plant and equipment Net cash used in investing activities		(251,600,555) - (251,600,555)	(147,734,464) - (147,734,464)
Cash flow from financing activities Loan from director Long term financing - repayments Short term financing - net Net cash (used) in/ generated from financing activities		57,633,032 (295,039,045) - (237,406,013)	- - 1,578,777 1,578,777
Net increase in cash and cash equivalents		51,930,948	148,104,207
Cash and cash equivalents at the beginning of the period		163,672,746	73,378,205
Cash and cash equivalents at the end of the period	11	215,603,695	221,482,412

The annexed notes from 1 to 16 form an integral part of these financial statements.

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Muhammad Ali Ahsen Chief Financial Officer

Abdul Basit Chairman/Director

Abdul Karim Director

For the period ended September 30, 2024

1. THE COMPANY AND ITS OPERATIONS

1.1 M/s Big Bird Foods Limited is a large-sized company incorporated on September 21, 2011, in Pakistan as a Private Limited Company under the Companies Ordinance, 1984 (repealed with the enactment of The Companies Act, 2017). Subsequently, it was converted into a public limited company on June 1, 2023 afterward, the company was listed on Paksitan Stock exchange on August 05, 2024. The company's principal activities include poultry farming, slaughtering, processing, and the supply of finished and semi-finished poultry products. The geographical location and address of the company's business premises and plant are as follows:

The company's registered office is situated at 2-A, Ahmad Block, New Garden Town, Lahore. The company's manufacturing facilities are located at 63 Km, Multan Road, Lahore.

Further, the Company's outlets are situated in Rawalpindi, Multan, Lahore and Karachi.

2. BASIS OF PREPARATION

2.1 Statement of Compliance

- 2.1.1 These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:
 - a) International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act); and
 - b) Provisions of and directives issued under the Act.
- **2.1.2** Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

3 MATERIAL ACCOUNTING POLICIES AND ESTIMATES

3.1 The accounting policies used in the preparation of these financial statements are the same as those applied in the preparation of the financial statements of the Company for the year ended June 30, 2024.

For the period ended September 30, 2024

		Note	Sep 30, 2024 (Un-audited)	June 30, 2024 (Audited)
4	PROPERTY, PLANT AND EQUIPMENT			
	Operating fixed assets Capital work-in-progress	4.1 4.2	7,174,671,203 610,145,167 7,784,816,370	7,221,930,683 359,802,612 7,581,733,295
4.1	Opening net book value		7,221,930,685	6,956,481,678
	Addition during the period Depreciation charged during the period Disposals for the period - at net book value Closing net book value		1,258,000 (48,517,482) - 7,174,671,203	480,804,379 (192,962,598) (22,392,774) 7,221,930,685
4.2	Capital work-in-progress			
	Capital work-in-progress	4.2.1	610,145,167 610,145,167	359,802,612 359,802,612
4.2.1	The movement in capital work in progress is as follows:			
	Balance at the beginning of the year Addition during the year		359,802,612 250,342,555 610,145,167	122,393,167 237,409,445 359,802,612
5	LONG TERM DEPOSITS AND PREPAYMENTS			
	Security deposits - Ijarah Security deposits - other		3,729,680 15,056,528 18,786,208	3,729,680 15,056,528 18,786,208
6	SHORT TERM INVESTMENT			
	Term deposit receipts		17,230,575 17,230,575	6,230,575 6,230,575

For the period ended September 30, 2024

		Note	Sep 30, 2024 (Un-audited)	June 30, 2024 (Audited)
7	LOAN FROM DIRECTORS			
	Directors' loan		57,633,032	

The directors have given a loan to the company to support and achieve its targeted growth.

8 Long term finances - secured

From conventional banks / financial institutions	1,323,385,204	1,591,224,249
From Islamic banks	497,590,000	524,790,000
Long term finance	1,820,975,204	2,116,014,249
Less: current portion shown under current liability	(1,088,381,200)	(1,317,507,615)
Long portion of long term finance	732,594,005	798,506,635

9 CONTINGENCIES AND COMMITMENTS

9.1 Contingencies

Recovery suit no: COS.NO: 59647/2022 was filled by Pak China Investment Company Limited before Lahore High Court Lahore on 22.07.2022 against the company . The Company's case is strong, and there is a high probability of it being successful. The case is currently pending, with the last hearing held on July 18, 2024.

9.2 Commitments

- **9.2.1** The company has opened letters of credit for import of spare parts and ingredients Rs.4.0 million (2024 27.6 million).
- 9.2.2 Bank guarantee given by bank on the behalf of company: 12.99 million (2024: 12.99 million).
- **9.2.3** The company has given corporate guarantees in favor of its associated companies of Rs. 257 million (2024: 257 million).

10 TAXATION

Provision for current taxation is based on taxable income at the current rates of taxation. Income subject to final tax has been tax taxed accordingly.

For the period ended September 30, 2024

			Sep 30, 2024	June 30, 2024
		Note	(Un-audited)	(Audited)
11	CASH AND CASH EQUIVALENTS			
	Cash and cash equivalents		198,403,695	157,442,171
	Short term investment		17,200,000	6,200,000
			215,603,695	163,642,171

12 FINANCIAL RISK MANAGEMENT

These condensed interim financial statements do not include all financial risk management information and disclosures which are required in the annual financial statements and should be read in conjunction with the Company's annual financial statements for the year ended June 30, 2024. There have been no changes in any risk management policies since the year end.

13 TRANSACTIONS WITH RELATED PARTIES (ASSOCIATES)

13.1 Details of transactions with related parties during the period other than those which have been disclosed elsewhere in these financial statements, are as follows:

		Sep 30, 2024 (Unaudited)	Sep 30, 2023 (Unaudited)
Name	Nature of Transactions		
Grand Parent Poultry (Pvt.) Ltd. Muhammad Mustafa Kamal Abdul Karim	Rent of Office Loan from directors Loan from directors	300,000 24,783,032 32,850,000	231,000 - -

Remuneration of key management is disclosed in note # 14

13.2 Following are the related parties with whom the Company had entered into transactions or have arrangement /agreement in place.

NAME	RELATIONSHIP	SHAREHOLDING
Big Feed (Pvt.) Ltd.	Associated company by virtue of common directorship	Nil
Big Bird Poultry Breeders (Pvt.) Ltd.	Associated company by virtue of common directorship	Nil
Grand Parent Poultry (Pvt.) Ltd.	Associated company by virtue of common directorship	Nil

The Company does not hold any share in the above mentioned companies.

For the period ended September 30, 2024

	No	te	Sep 30, 2024 (Un-audited)	Sep 30, 2023 (Unaudited)
14	REMUNERATION			
	Directors remuneration Executive management remuneration		6,000,000 12,379,530	4,505,999 10,554,319

15 DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue by the Board of Directors of the company in their meeting held on October 29, 2024.

16 GENERAL

Figures have been rounded off to the nearest rupees unless otherwise stated.



Muhammad Ali Ahsen Chief Financial Officer

Abdul Basit Chairman/Director

Abdul Karim Director



Eat Well, Live Well.

Address:

2-A Ahmad Block, New Garden Town Lahore, PakistanUAN:+92-42-111-111-220Phone:+92-42-3585373, 35837512-14Email:corporate@bigbirdgroup.com.pkWebsite:www.bigbirdfoods.com

