

Presentation to Investors and Analysts
Q1 2025 Financials

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Presenters



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Company Overview

BUA FOODS

Introducing

IRS Semolina 1KG



Check Your Nearby Store

OUR PHILOSOPHY

VISION

To be the leading food manufacturing company, fulfilling Africa's food demand.



MISSION

To deliver high-quality foods that nourish lives, promote food security, and create sustainable value for all.



Our Core Values

Respect	Innovation	Commitment	Excellence
Give it! Get it!	It's all about impact!	We take our values seriously.	We will always go all the way.



Our Growth Phases has been Defined by a Clear and Compelling Vision

Our Journey since listing on the NGX

2022

- Listing on the Nigerian Exchange Limited (NGX).
- Conducted 1st Annual General Meeting.

2021

- Restructuring by way of merger among BUA Sugar Refinery Limited, IRS Flour Mills Limited, IRS Pasta Limited, BUA Rice Limited, BUA Oil Mills Limited and BUA Foods Limited. Incorporation of BUA Flour Mills Limited.
- Conversion of BUA Foods Limited into a public limited liability company and name change to BUA Foods Plc.

2023

- Commercialised our Rice Division
- Commissioned Second IRS production plant for Flour and Pasta.

2024

- Company of the Year at CNBC/AABLA.
- Planned Additional Expansion Projects: Combined Annualized capacity of 1.4 mMt of wheat milling and pasta products.

2025

- Introduction of the Macaroni 25kg product.
- Continued Upscaling of our Rice milling and production capacity.

Our Brand keeps Evolving, Creating Value, Promoting Food & Nourishing Security

8
Plants across the country

5
Business Divisions

2
Strategic Subsidiaries

+3k
Direct & Indirect Jobs

₦7.53 Trillion
Market Capitalization

NGX Nigerian Exchange Group

3rd
Most Valuable Stock on The Exchange

NGX Nigerian Exchange Group

Most Profitable Food Business on The Stock Exchange

+24%
Revenue Growth Q1 2025

+30
Awards & Industrial Certifications

+63%
Social Investment Q1 2025

+7k
Diversified Shareholders

+3k
Businesses Directly Impacted



Business Operations Highlight



IT'S SO GOOD YOU CAN'T RESIST

Unlock deliciousness with IRS Pasta





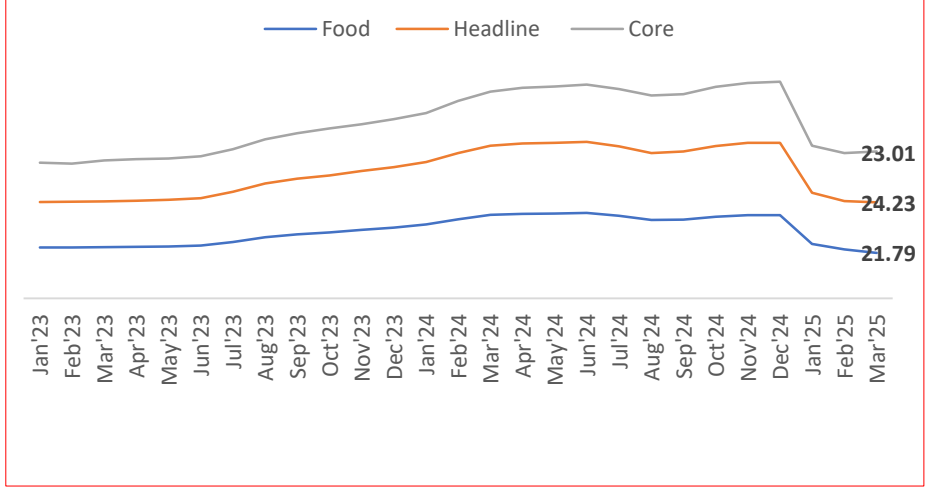
BUA FOODS

Relatively Stable Domestic Macroeconomic Environment

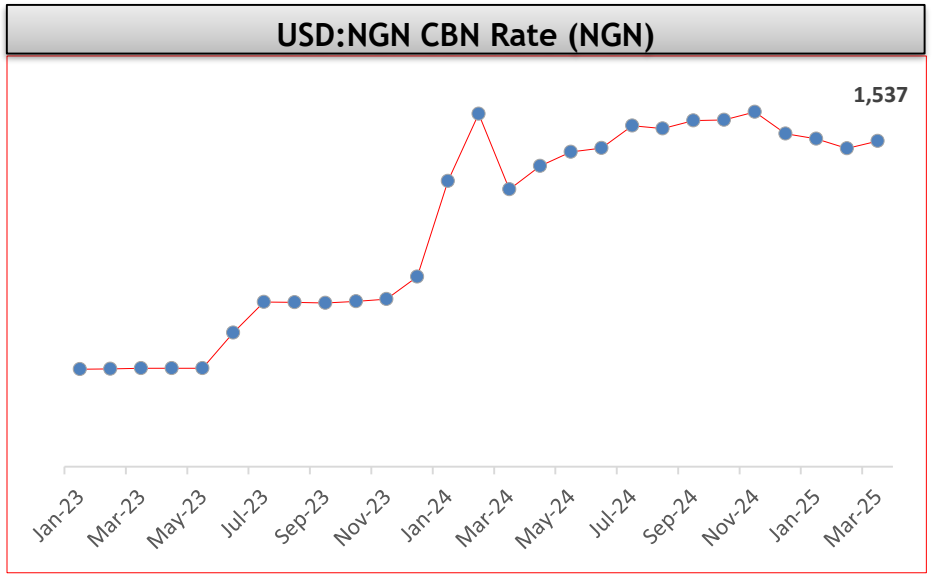
Real GDP Growth (%)



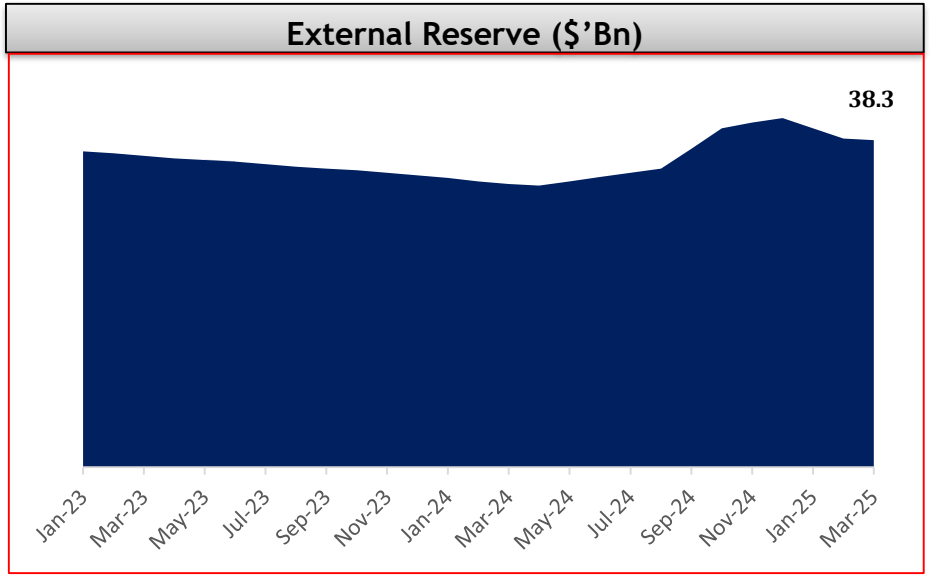
Inflation (%)



USD:NGN CBN Rate (NGN)

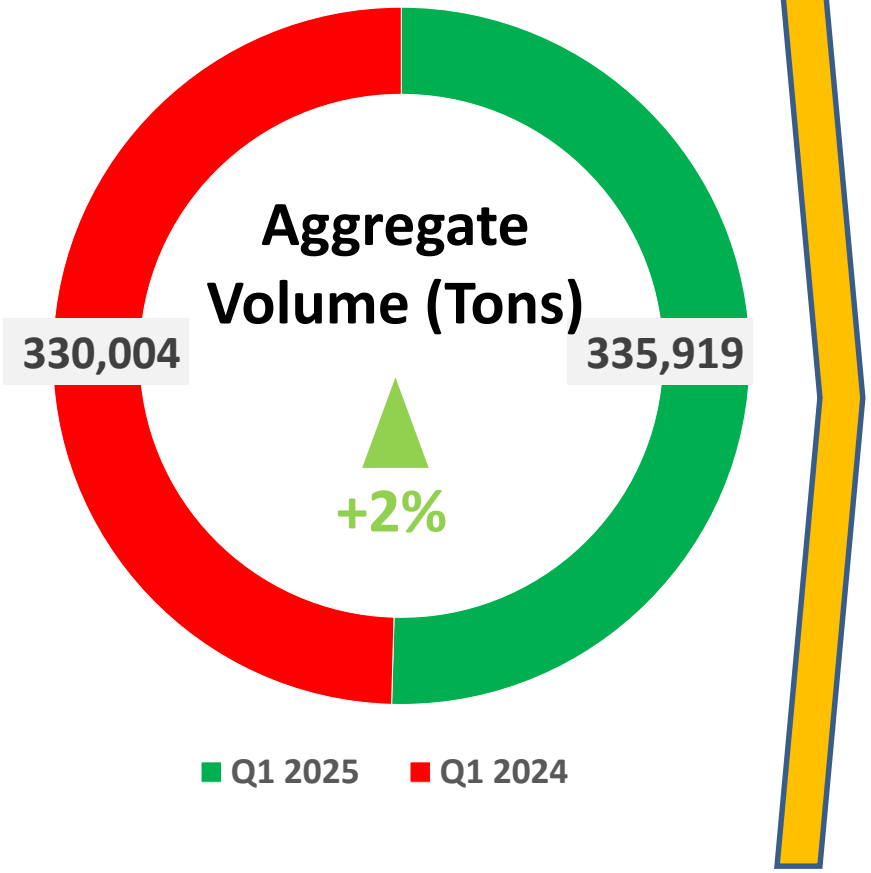


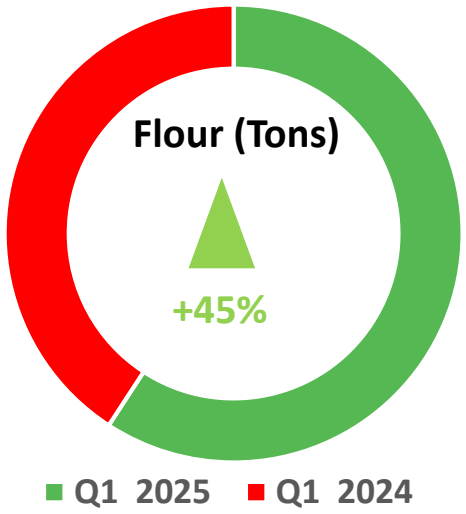
External Reserve ($'Bn)

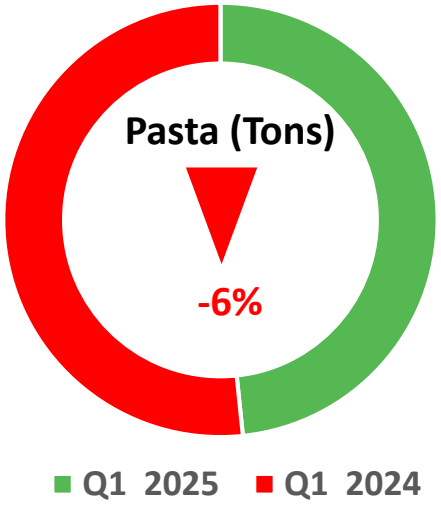


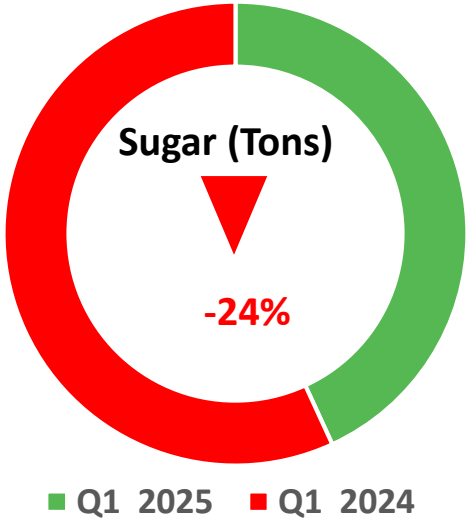
- The Nigerian economy remains predominantly oil-dependent, with crude oil serving as the principal source of export revenue and government income.
- The current year has seen moderating foreign exchange volatility, driven by greater stability in the exchange rate market.
- Real GDP growth was 3.84% for Q4 2024, while Q1 2025 is forecast to record a 3.5% expansion.
- In Q1 2025, the Nigeria PMI registered a reading of 54.3 in March. This indicates a continuing expansion in the private sector.
- As of March 2025, Nigeria's gross foreign exchange reserves stood at approximately $38.3 billion, reflecting a 6.29% decline from $40.89 billion at the beginning of the year.

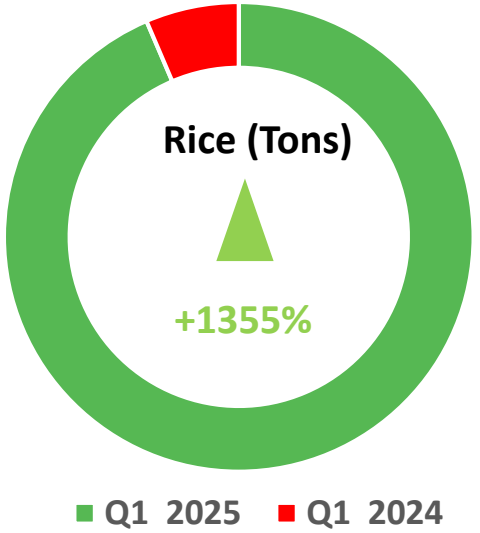
Strategic Expansion Initiatives Continue to Drive Top-Line Performance





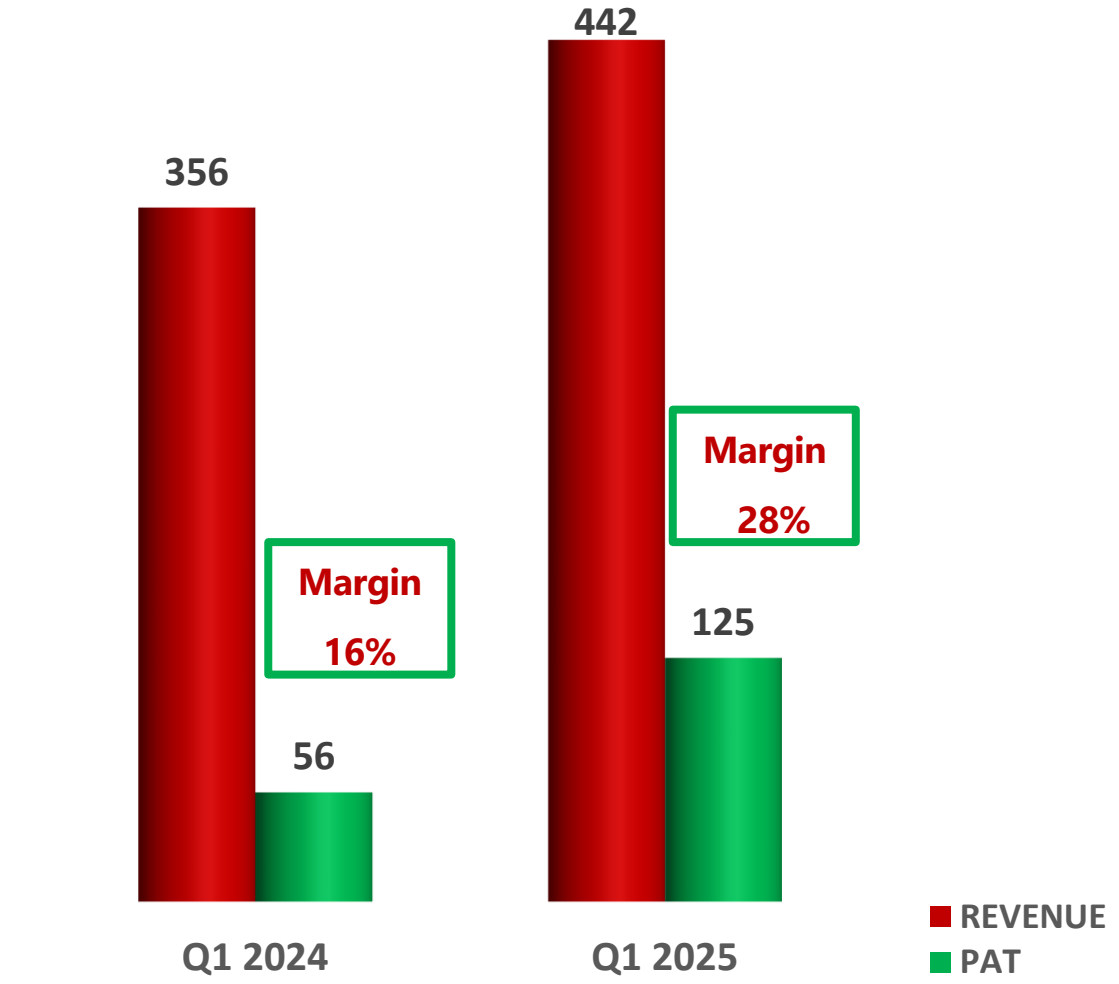




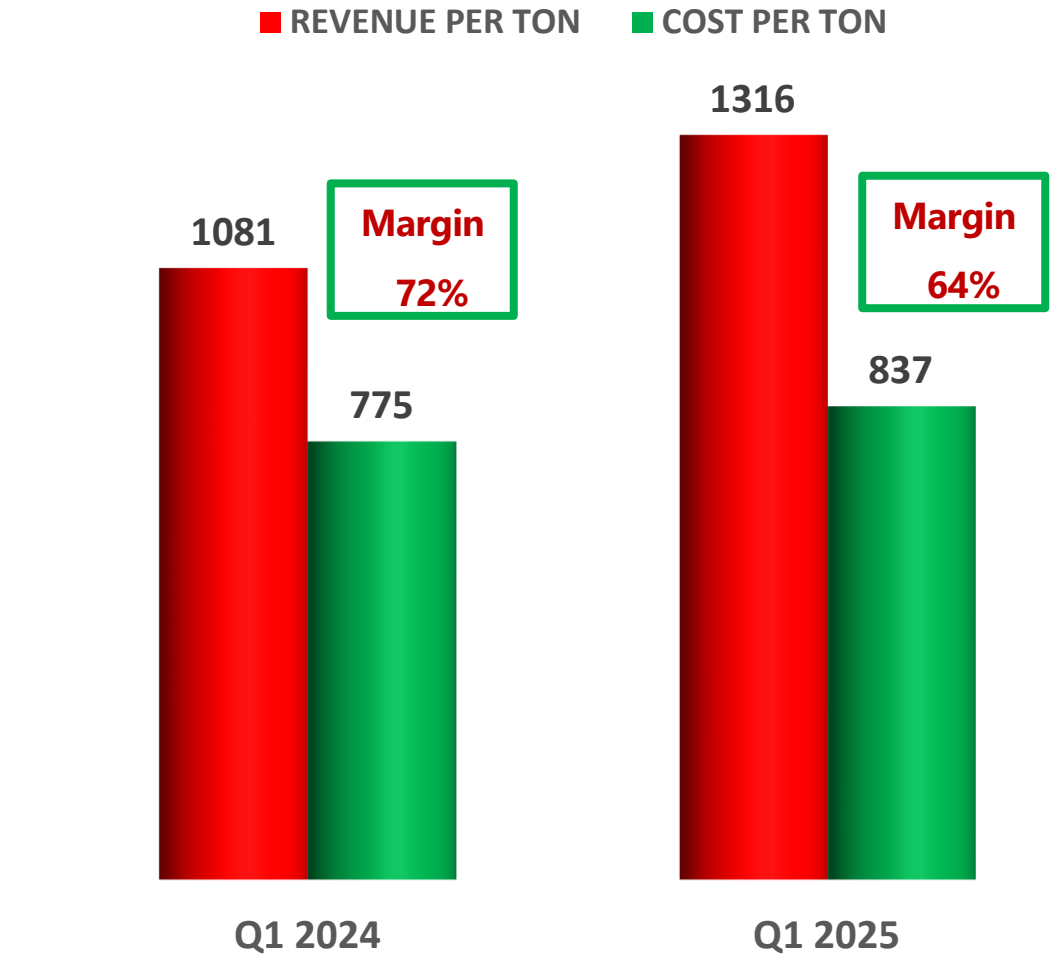


Strategic Expansion Initiatives Continue to Drive Top-Line Performance

Revenue and Profit After Tax (PAT) Growth (₦' Billion)

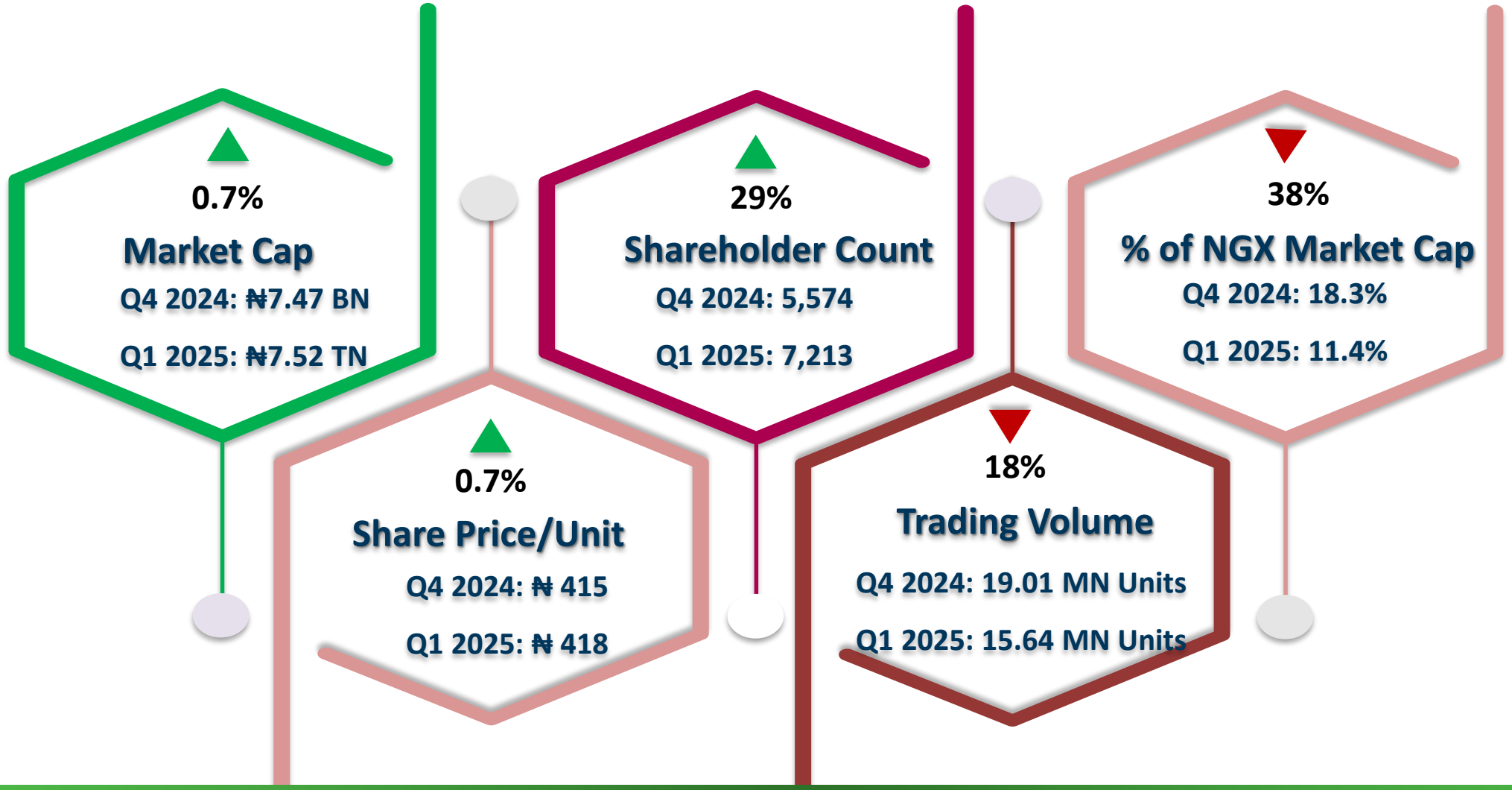


Revenue and Cost Per Ton (₦'000)



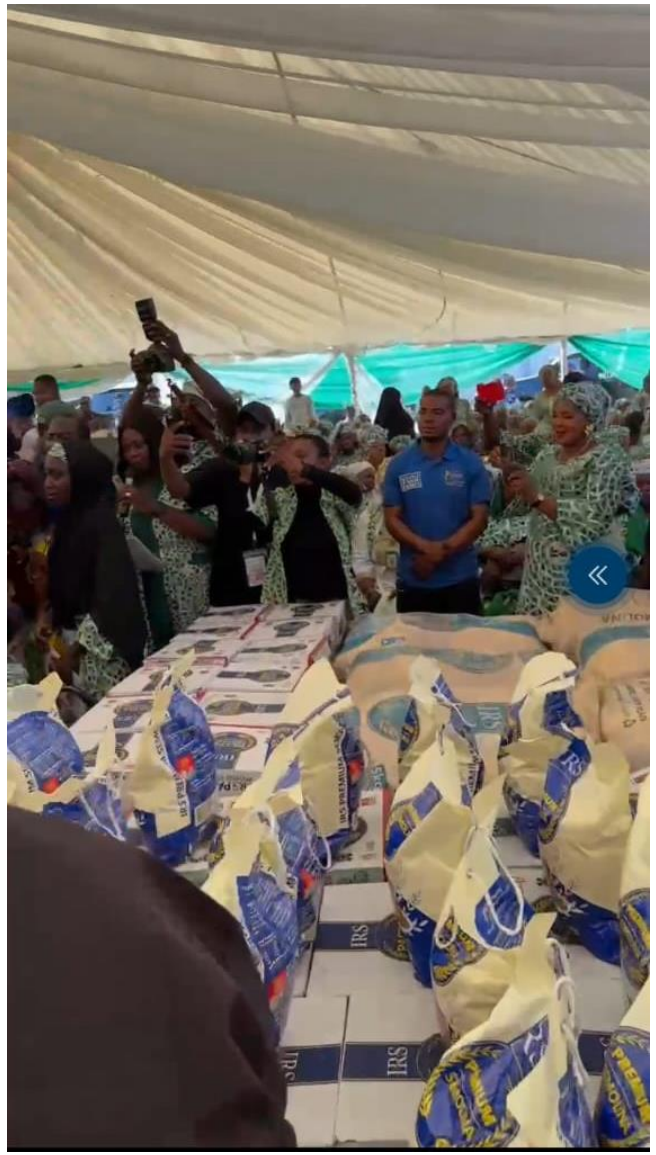
Investors Dashboard

Creating Sustainable Value by Delivering High-quality foods that Nourish Lives and Promote Food Security



Driving Sustainability by Leveraging Environmental and Social Investment

Community and Environmental Engagement



We remain focused on responsible production and environmental stewardship in Q1 2025

Air Quality (ppm):

Actual: 0.20
Target: 0.56

Noise Pollution (Decibel):

Actual: 83
Target: 93

Water Economy (m3/ton)

Actual: 2.88
Target: 3:51

GHGe (KgC/ton)

Actual: 149
Target: 251

SUSTAINABLE DEVELOPMENT GOALS

SOCIAL INVESTMENT +63%.

12 RESPONSIBLE CONSUMPTION AND PRODUCTION





Financial Performance Highlights



BUA FOODS

BUA RICE

THE PERFECT RICE FOR EVERY DELICACY





Summary of our Robust Financial Performance



	(B'N)	QoQ%
Revenue	442	+24
Cost of Sales	281	+16
Gross Profit	160	+39
Profit Before Tax	136	+119
Profit After Tax	125	+124
Earnings Per Share	6.96	+124
Total Asset	1,142	+4.3
Total Equity	554	+29
Total Liabilities	588	-11.7

Starting the Year With a Robust Financial Performance

REVENUE

01

Net revenue up 24% to ₦442 billion from ₦356 billion recorded in the comparative quarter

GROSS PROFIT

02

Gross profit up 39% to ₦160 billion from ₦115 billion recorded in the comparative quarter

PROFIT BEFORE TAX (PBT)

03

Profit Before Tax (PBT) up 119% to ₦136 billion from ₦62 billion recorded in the comparative quarter



PROFIT AFTER TAX (PAT)

04

Profit After Tax (PAT) up 124% to ₦125 billion from ₦55.8 billion recorded in the comparative quarter

EARNINGS PER SHARE

05

Earnings Per Share (EPS) up 124% to ₦6.96k from ₦3.10k recorded in the comparative quarter

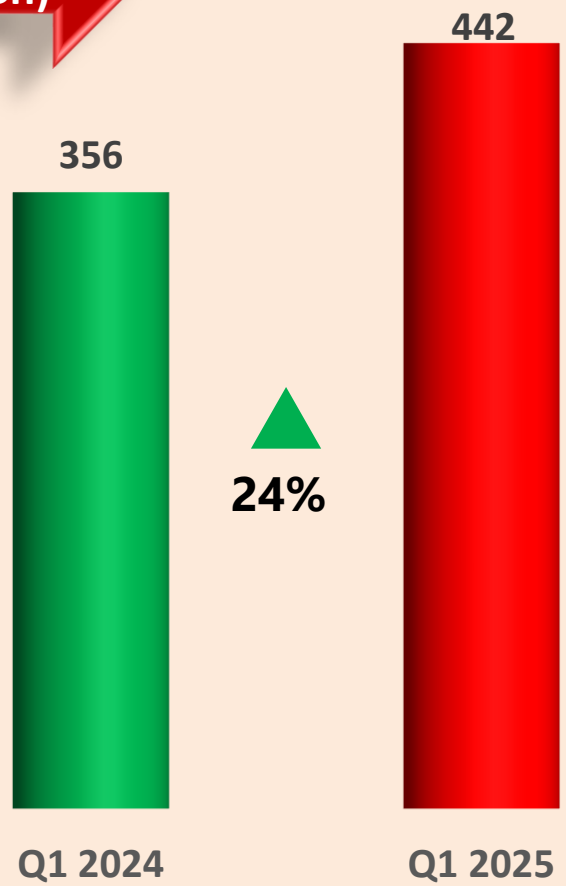
RETAINED EARNINGS

06

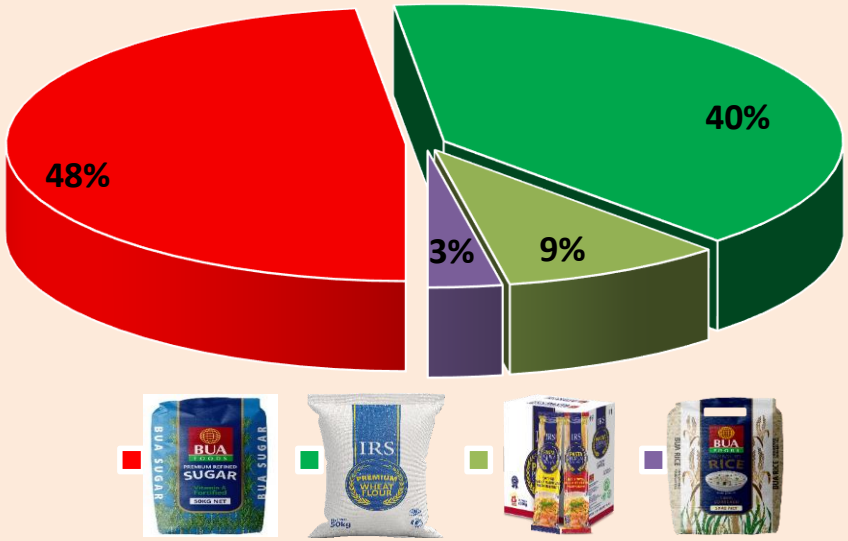
Retained Earnings up 30% to ₦546 Billion from ₦421 Billion in the comparative period.

Revenue Growth Supported by Strategic Improvements in Volume, Pricing, and Product Mix

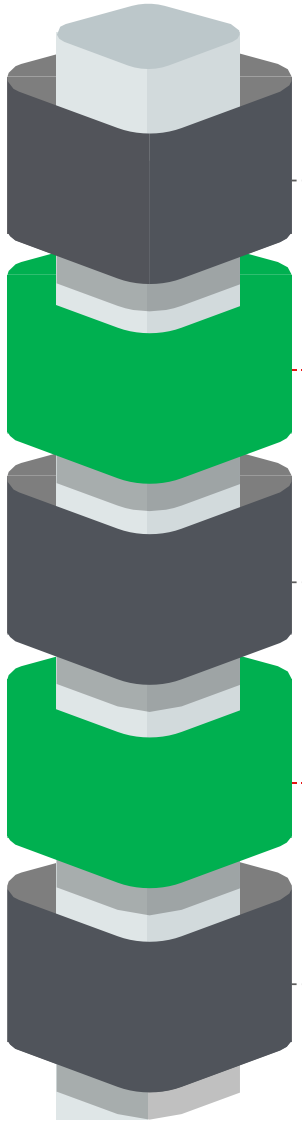
Revenue (N'Bn)



Revenue Drivers



Key Cost Drivers and Our Strategies for Effective Management



Cost of Sales
(+16%)

Selling & Distribution Cost
(+13%)

Admin Expenses
(147%)

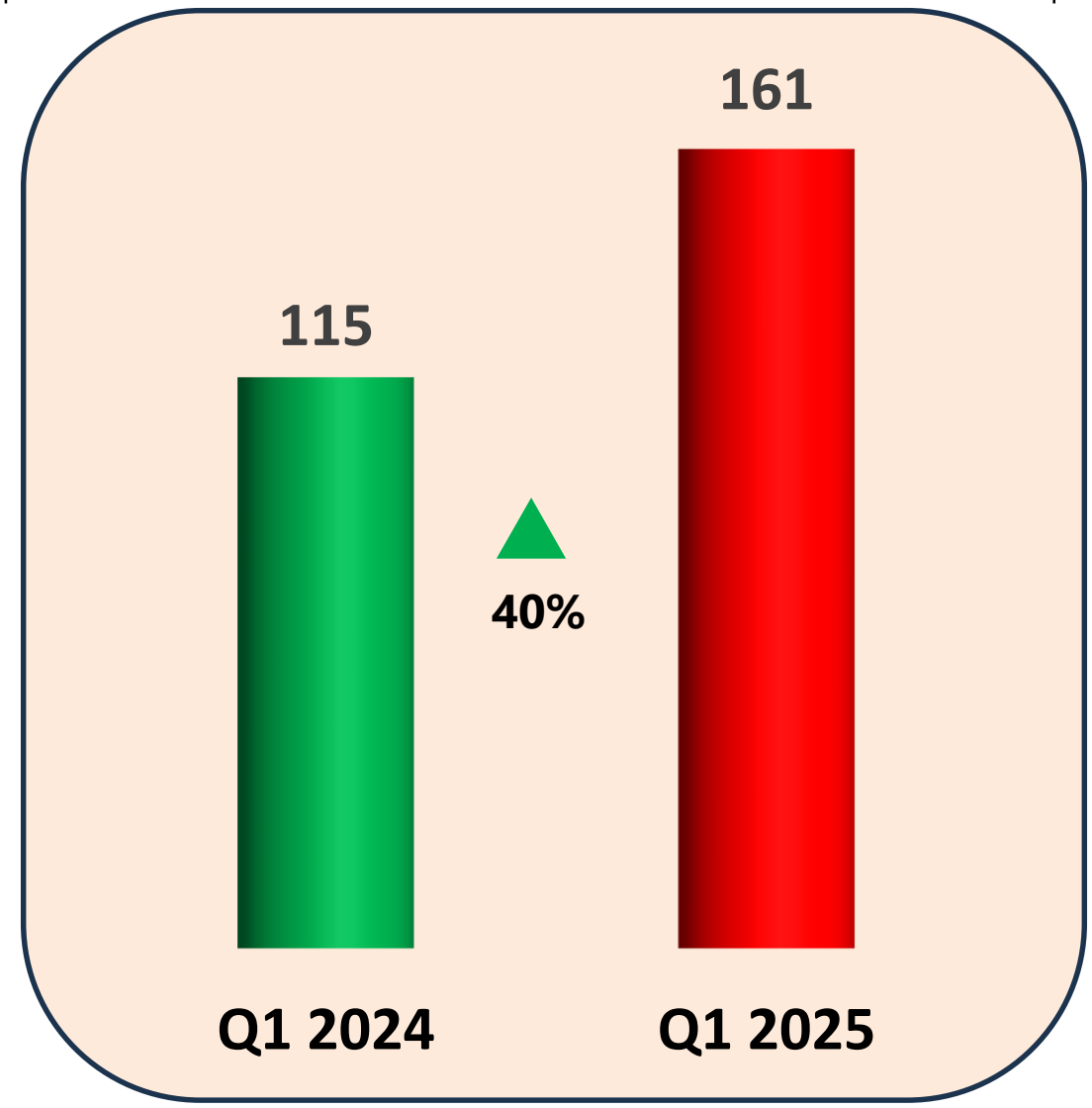
Cost Levers

Raw Materials & FX Sourcing Dynamics

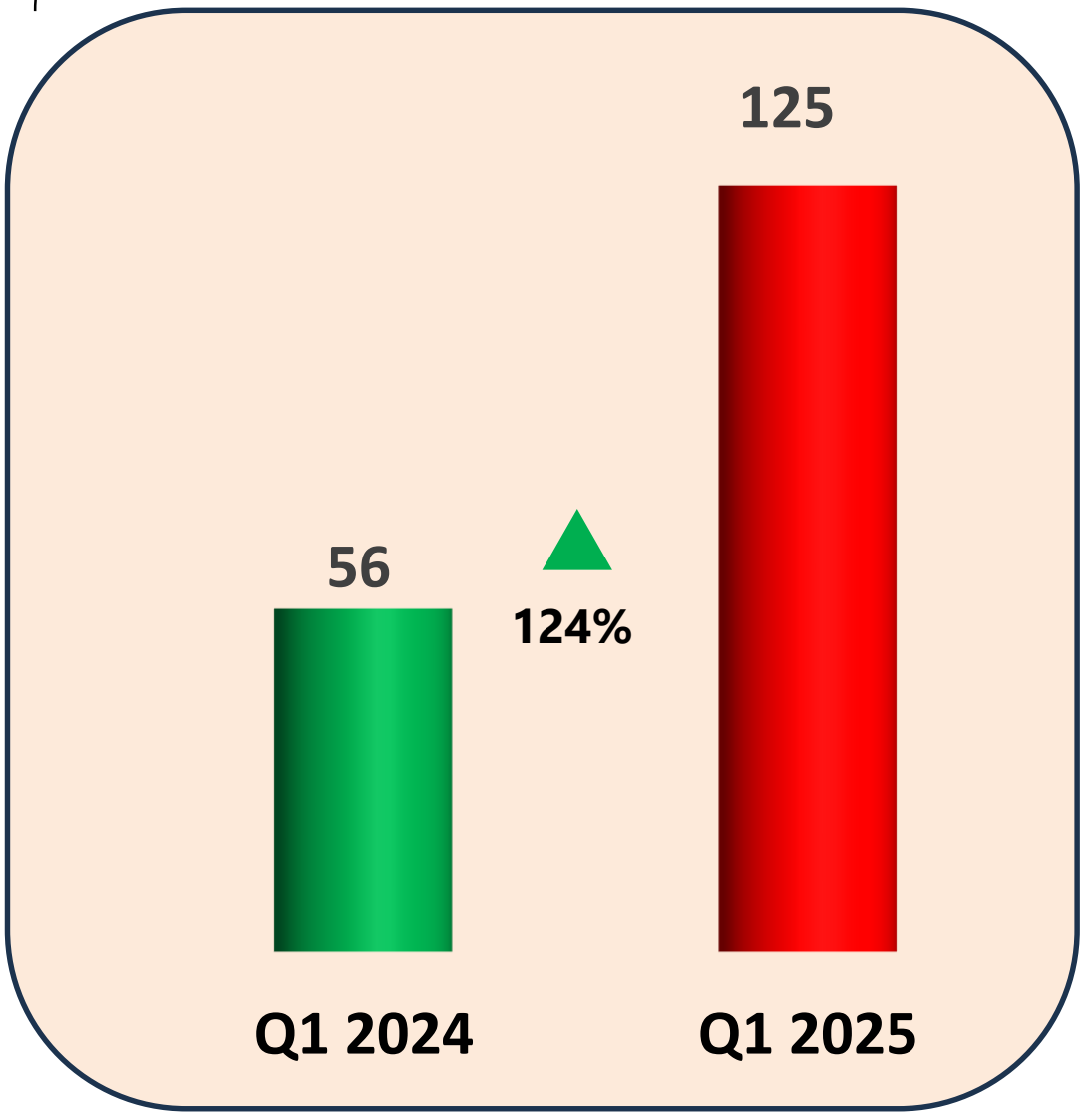
Volume Mix Planning & Supply Chain Hedging/Optimization

Sustaining Profitability Despite Rising Input Cost

Gross Profit (N'Billion)

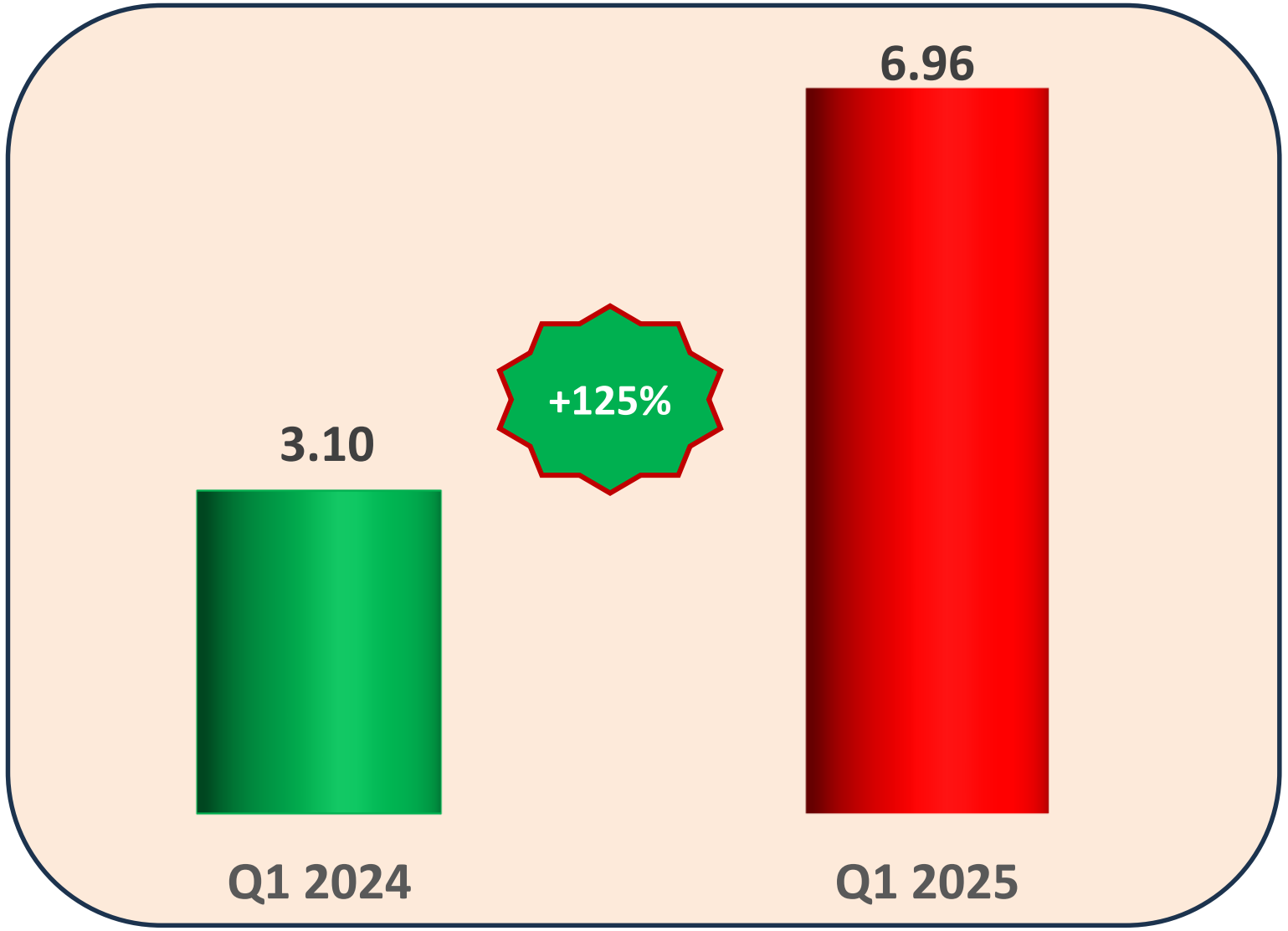


Profit After Tax (N'Billion)



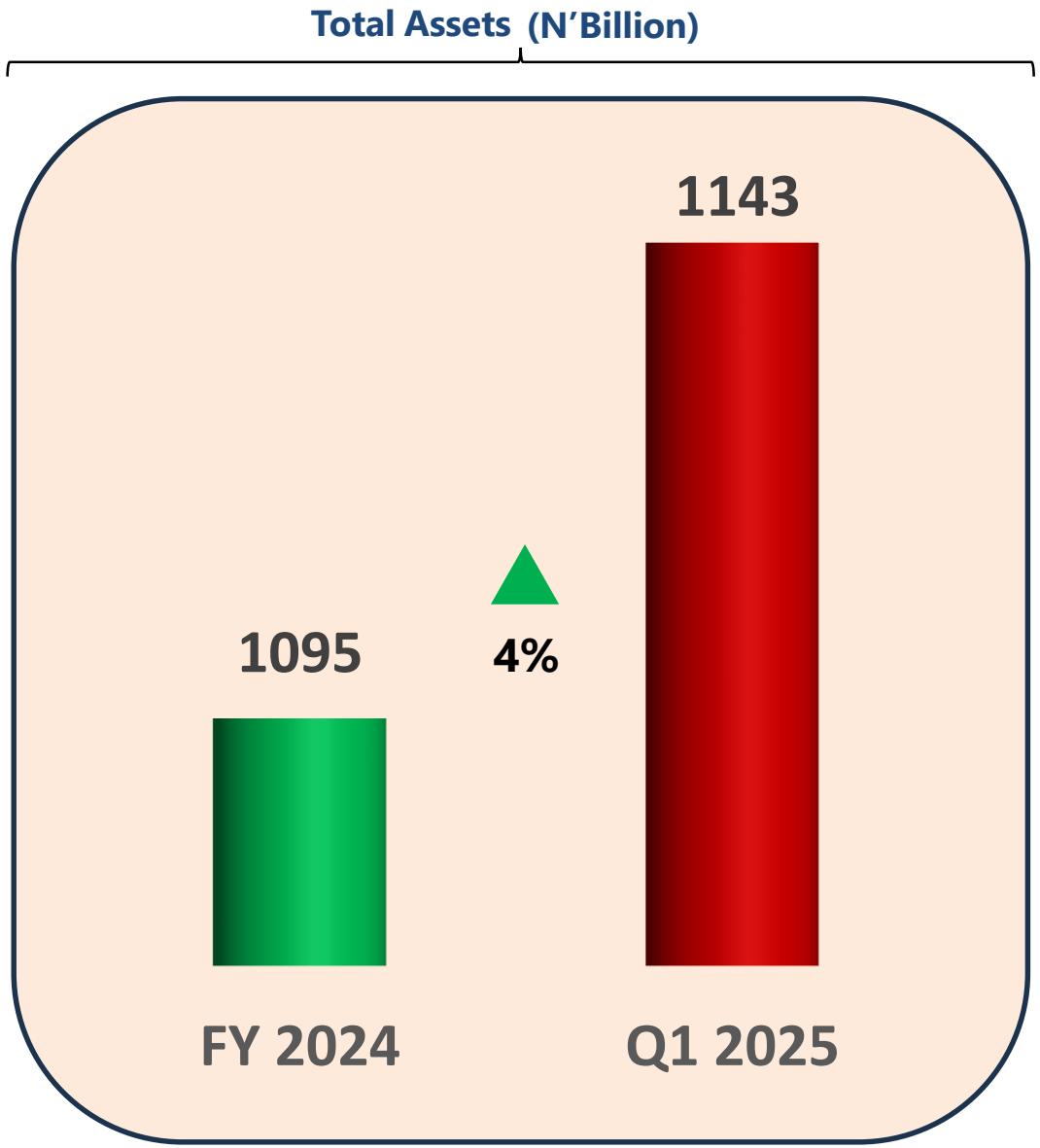
Competitive Returns to Investors

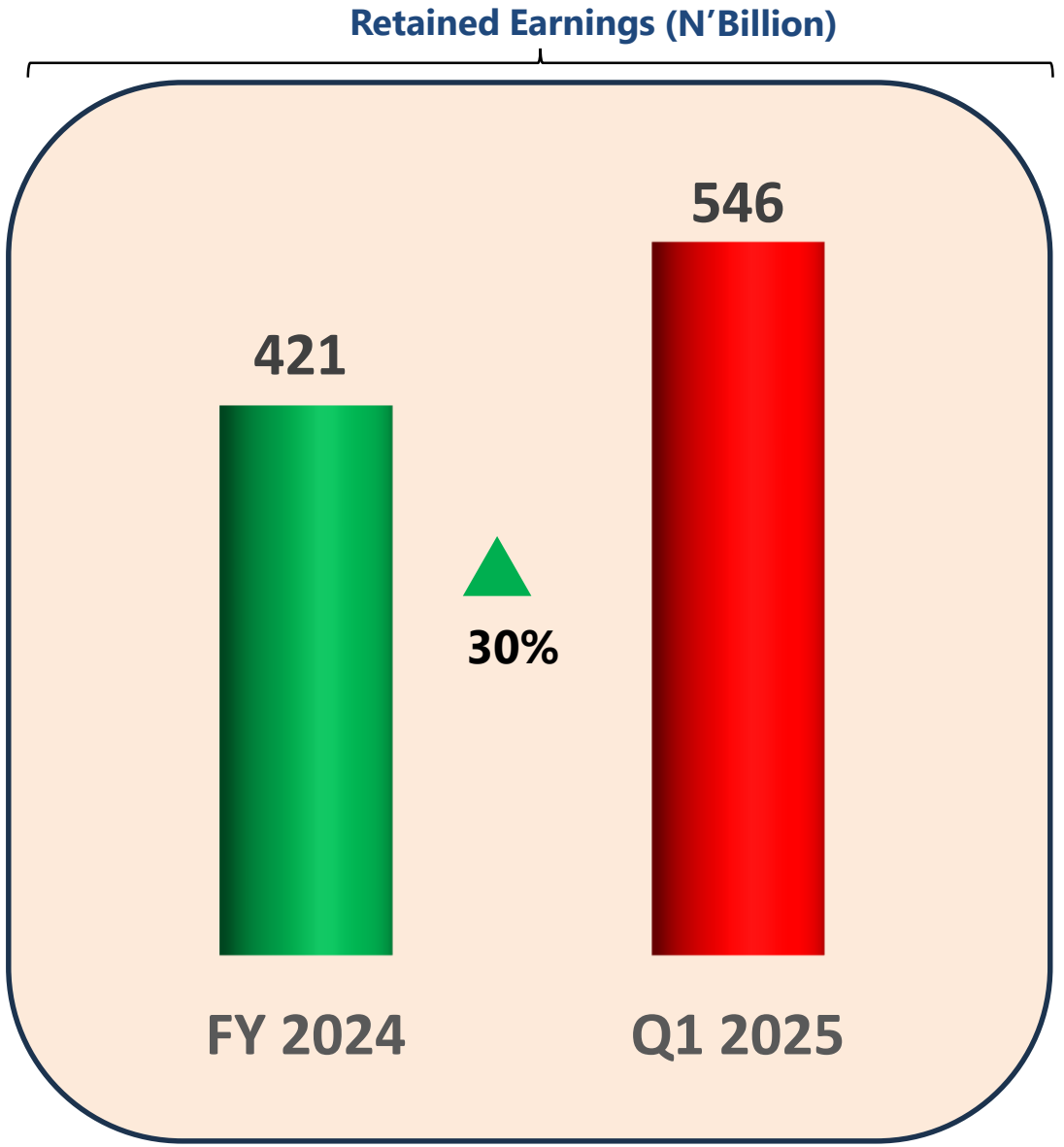
EARNINGS PER SHARE (EPS N:K)





Continued Business Resilience Anchored on Growing Retained Earnings





Outlook



Flour Power

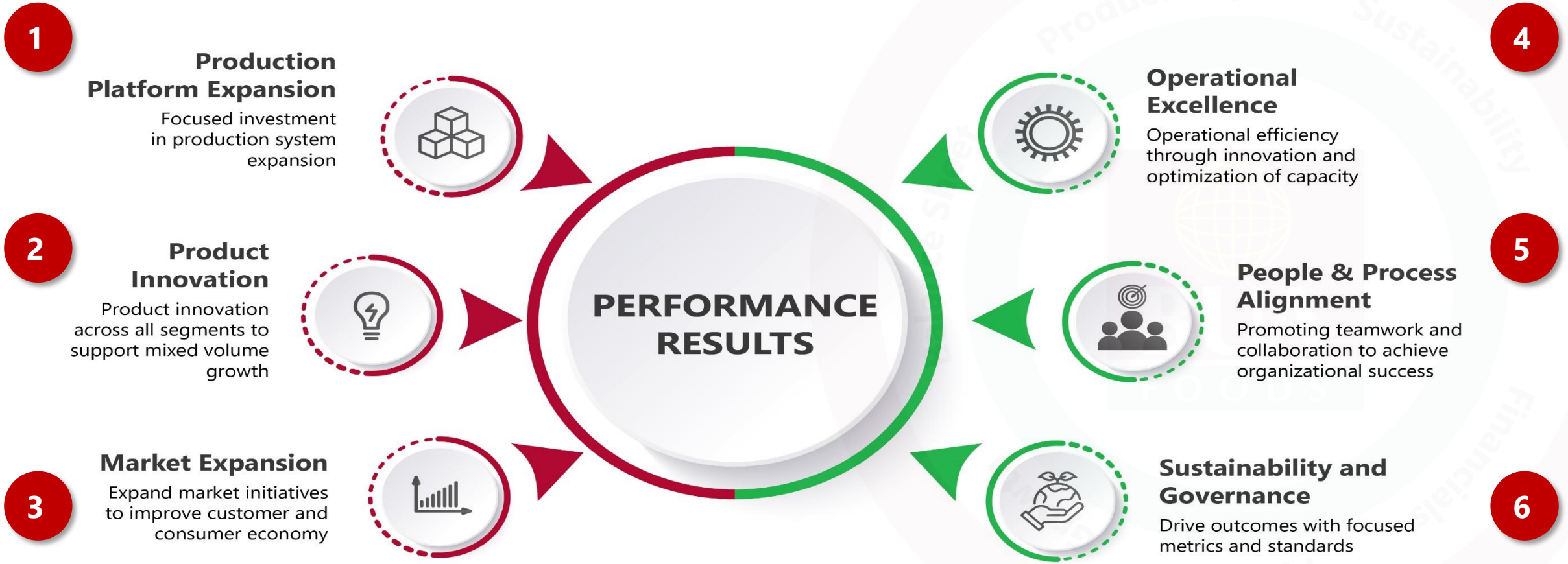
For quality output and the best yield, use IRS Flour



BUA FOODS

Six Core Pillars Guiding Our Strategic Direction

We remain focused on achieving double-digit growth across all core business metrics.



Q & A Session



Thank You

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