

Agthia Group PJSC

First Quarter 2015 Financial Results

Conference Call – April 27, 2015



Content

1. Business Developments
2. Financial Performance
3. Outlook
4. Q&As

Business Developments

Highlights of first quarter 2015

1

A strong start to the year

Highlights of first quarter year 2015

Promising quarter of growth

- Net profit: 22% increase reaching AED 59 million
- Net sales: 11% increase reaching AED 435 million

Driving profitable, organic growth

- Higher sales, improved margins and controlled overheads
- Strong volume growth in animal feed and water & beverage segments

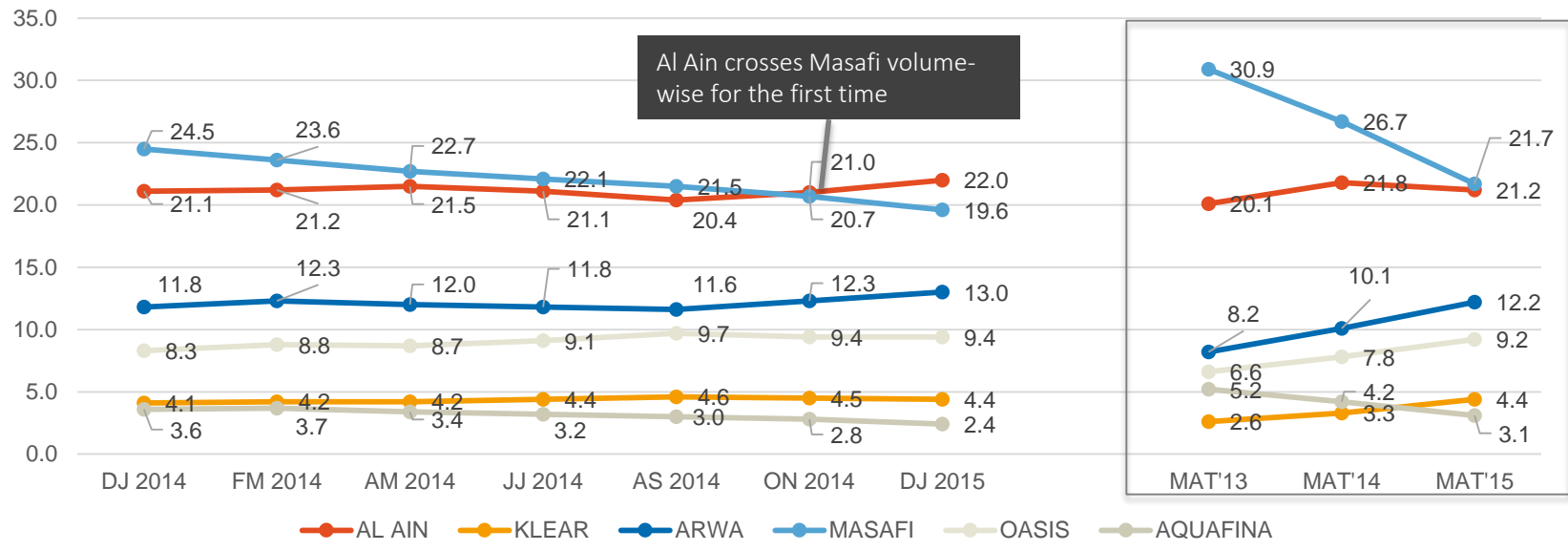
Business developments

- Agrivita accelerated development plan – new municipality outlets
- Expanded distribution for Grand Mills flour
- Al Ain water becomes market leader in the UAE
- Re-launched Al Ain flavoured water
- Turkey capacity expansion on track for commissioning in Q2 2015.
- New variants of Capri Sun
- Launch of Yoplait DELIGHT desserts
- Agreement with Monty's Bakehouse UK
- Frozen Vegetables new packaging

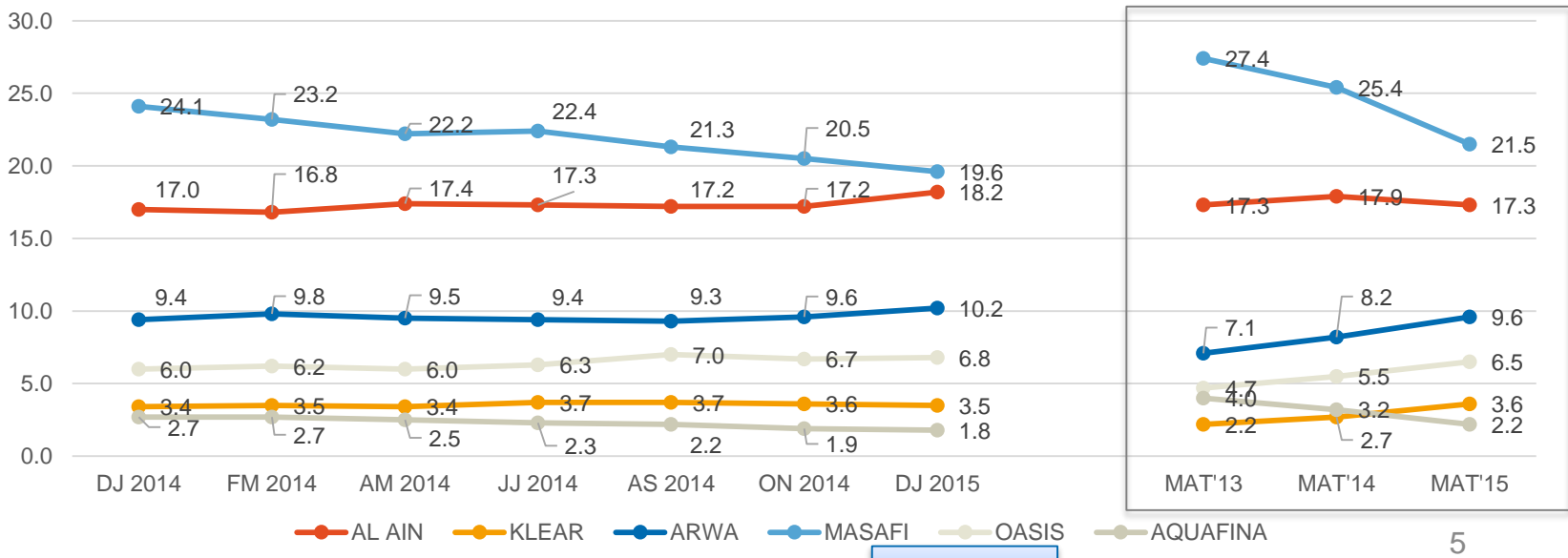
First Time in history Al Ain Overtook Masafi to become The Market Leader (volume)!

While narrowing the gap in value share during the same period.

Volume Share (%)



Value Share (%)



Source: AC Nielsen

DJ= Dec/Jan 2015

Al Ain Flavour water re-launched in March...



OLD

- x Removed Flavors (Apply& Cherry, Orange & Passion fruit) and introduce New Flavors (Lemon & Mint, Orange)
- x Replaced Aspartame with healthier sweetener(Sucralose and Acesulfame K) which is Zero calorie

NEW

- ✓ New Al Ain Logo placed on the label
- ✓ Refreshed and attractive graphics

New, improved Capri Sun Multivitamin re-launched in January

Capri Sun Freezies launched in February



Capri-Sun
Naturally fun!

Introducing Capri-Sun Multivitamin Drink. A fun way to health!

Capri-Sun – the number 1 kids drink worldwide – now introduces a new healthy addition to its exciting kids drink range – the Capri-Sun Multivitamin Drink. Already available in 12 different flavours and 100% natural, the new Multivitamin Drink is a delicious formula that any mother would be happy to offer her children!

It contains 7 essential vitamins (Vitamins C, E, B1, B2, B6, B12, Vitamin K), Vitamin B9, Vitamin B5 and Zinc for the enjoyment of your child!

Available in a handy 100ml pouch in the international space market, it also provides maximum taste experience with its new recipe that has the perfect blend of 3 fruits.

Capri-Sun Multivitamin will give kids the boost to get on with their day in everything they do in a healthy and fun way.

Enjoy the new great taste of Capri-Sun Multivitamin!

Why Capri-Sun is super fun!

- All natural
- Great taste
- High quality
- Easy to open
- 100% natural
- 100% natural
- 100% natural
- 100% natural



Capri-Sun
شربان فيتامينات متعددة
Multivitamin Drink

WIN FAMILY HOLIDAYS TO PARIS!

Capri-Sun
Fun INC
.com
GAMES COLLECTOR WIN

3 HOLIDAYS + OTHER EXCITING PRIZES TO BE WON!

New great taste!

ALL NATURAL

100% FRUIT

100% NATURAL

100% NATURAL

100% NATURAL



Capri-Sun Fun INC .com

Introducing the all-natural FREEZIES

Available in Orange and Red Fruits flavours!

The fun about these great treats!
Now Capri-Sun Freezies locks in the freshest, frosty flavours in tubes that melt in your mouth.
Are you ready for the brain freeze?
Go ahead and bring out the fun!



FREEZE & ENJOY

Capri-Sun
Red Fruits
FREEZIES

30% Fruit

5 x 50 ml e



FREEZE & ENJOY

Capri-Sun
Orange
FREEZIES

30% Fruit

5 x 50 ml e

Yoplait Delight Dessert launched in March

Marketing support starts in April / May



The advertisement features a woman with long dark hair, wearing a light purple dress, sitting on a dark leather tufted chair in a library. She is holding a small Yoplait Delight container and a spoon, with a trail of purple sparkles emanating from the spoon. The background is filled with bookshelves. The Yoplait logo is in the top left corner. The headline 'Escape to a world of indulgence' is written in a gold, serif font. Below it, the text 'NEW YOPLAIT DELIGHT, GUILT FREE DAIRY SNACK WITH DESSERT LIKE FLAVOURS' is displayed. In the bottom right, three Yoplait Delight containers are shown: 'DELIGHT COCONUT', 'DELIGHT CHEESECAKE', and 'DELIGHT CARAMEL'. A 'NEW' tag is above the middle container, and a 'FRESH' seal is on the rightmost one. The slogan 'DELICIOUS, NATURALLY.' is at the bottom left, with a Facebook icon and 'Like us on Yoplait Arabia' below it.

Yoplait

Escape to a world of indulgence

NEW YOPLAIT DELIGHT,
GUILT FREE DAIRY SNACK WITH
DESSERT LIKE FLAVOURS

DELICIOUS, NATURALLY.

Like us on
Yoplait Arabia

NEW

FRESH

Yoplait DELIGHT COCONUT

Yoplait DELIGHT CHEESECAKE

Yoplait DELIGHT CARAMEL



Human element is unique in the category

Creates relevance and affinity.



OLD



Product is accompanied by enhancing descriptor

NEW

OLD



NEW



Financial Performance

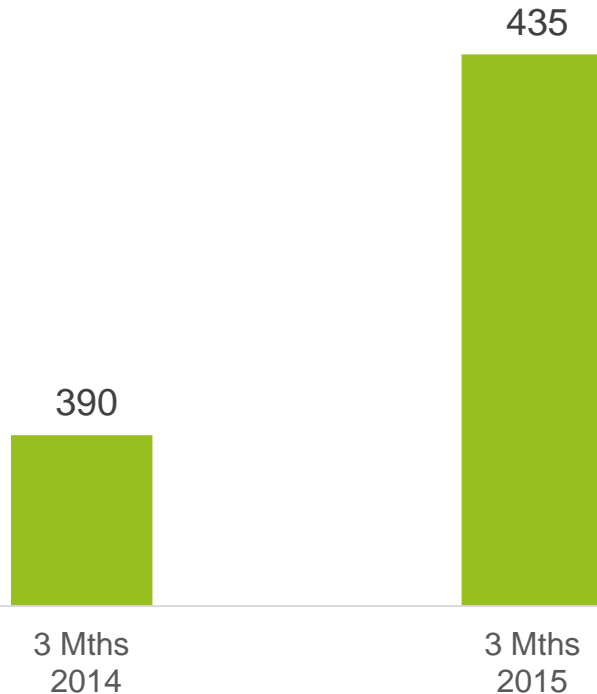
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Group financial highlights – first quarter 2015

- Year started on strong footing : Sales and Profit ahead of Budget; while vs Last Year
- Sales & Profit grew strongly at 11% and 22% respectively

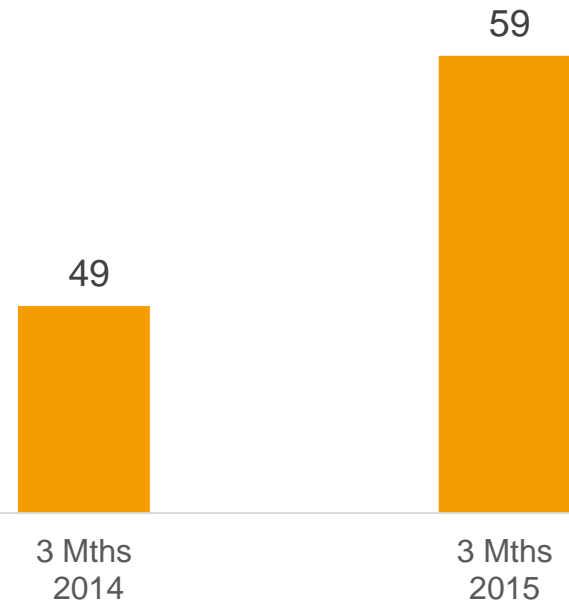
Net sales (AED million)

11%



Net profit (AED million)

22%

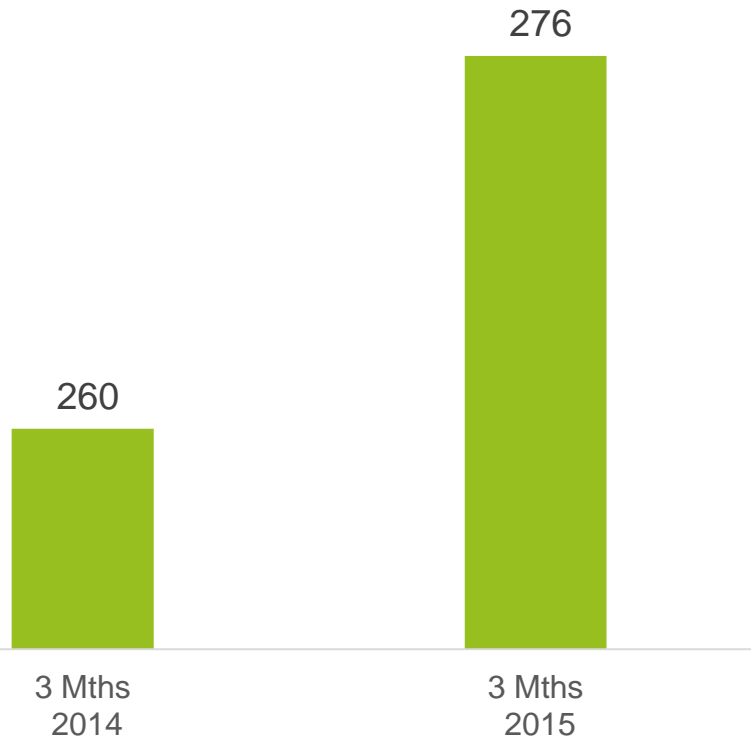


Agri Business sales up 6%; Profit grew strongly at 12%



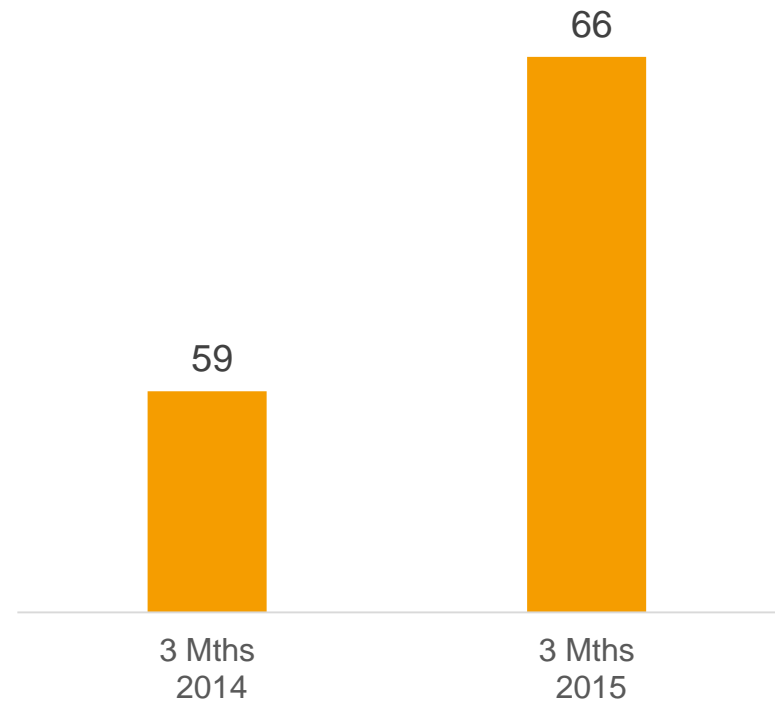
Net sales (AED million)

6%



Net profit (AED million)

12%

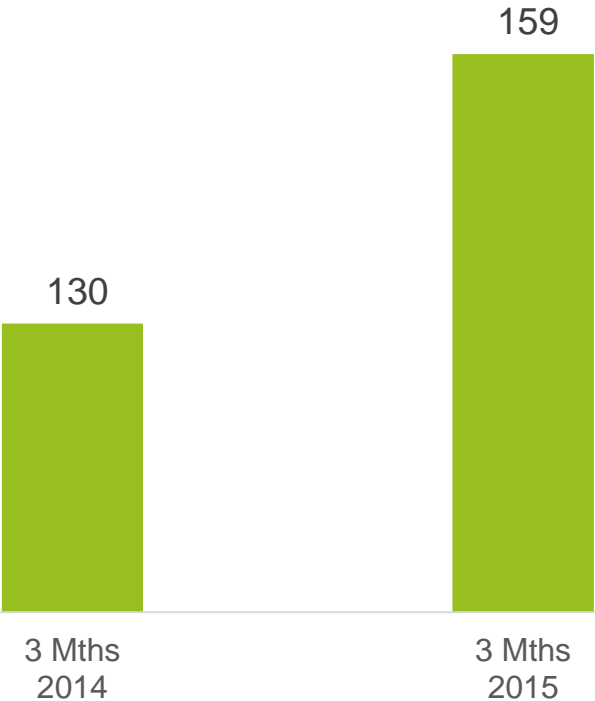


Consumer Business sales grew 22%; and Profit grew 32%



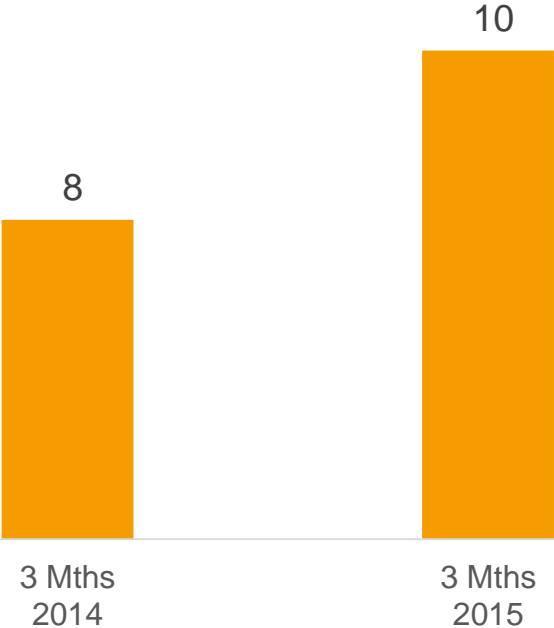
Net sales (AED million)

22%



Net profit (AED million)

32%



Outlook

2015 Key Focus Areas

3

Outlook: sustainable growth across businesses

Strategic Priorities - 2015

1. Drive profitable growth across core businesses;
2. Improve profitability;
3. Diversify and launch new products;
4. Expand distribution reach;
5. Strengthening brand support;
6. Address underperforming businesses

Price Increase Secured.

Production capacity expansion :

- 200 ml bottle water capacity expansion in Q2 2015
- Animal feed production capacity expansion in Q2 2015
- Capacity expansion in Turkey in Q2 2015
- Second High Speed Line to be ready mid 2016
- Distribution Center Expansion in Abu Dhabi and Dubai

Questions

4



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