

Agthia Group PJSC

Nine Months 2014 Financial Results

Conference Call – October 29, 2014



# Content

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



# Business Developments

Highlights of nine months 2014

1

# Good progress across all business units

## Highlights of nine months 2014

- Continued strong performance in first nine months of 2014
  - Sales growth: 9% reaching AED1.2 billion: **Q3 Year on Year Growth 13%**
  - Net profit growth: 26% reaching AED151 million **Q3 Year on Year Growth 38%**
- Driving profitable, organic growth
  - Strong volume growth in animal feed and water & beverage segments
  - Product diversification and widening distribution
- Business developments
  - Further expansion of poultry feed production capacity underway
  - New high speed water bottling line - UAE
  - Capacity Expansion: Small PET format
  - Commercial production of frozen baked products has commenced

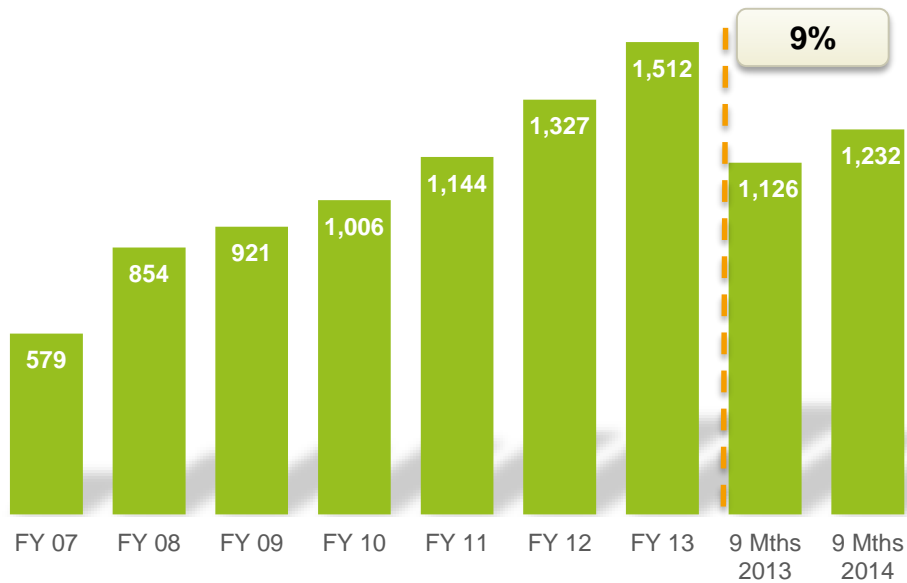
# Financial Performance

2

# Higher sales and improved margins support growth

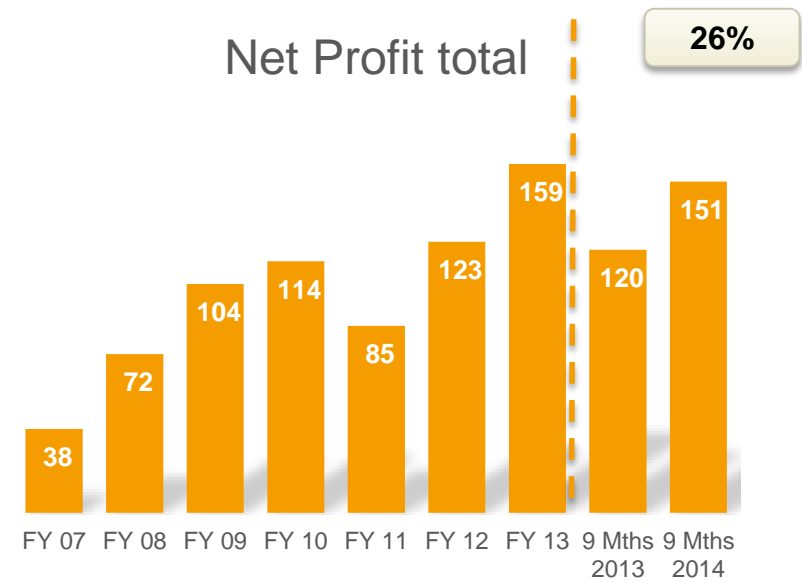
## Group financial highlights – nine months 2014

### Net sales (AED million)



**Q3 Year on Year Growth 13%**

### Net profit (AED million)

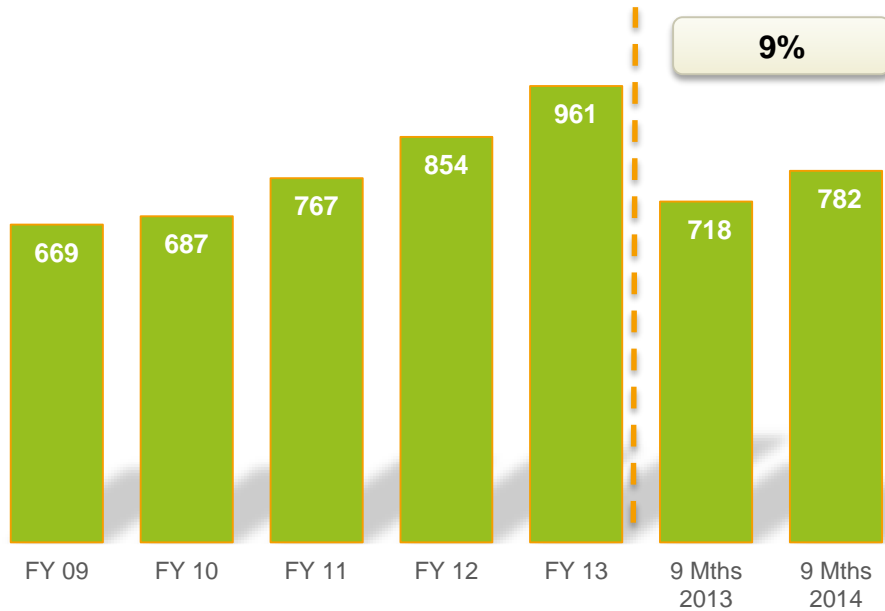


**Q3 Year on Year Growth 38%**

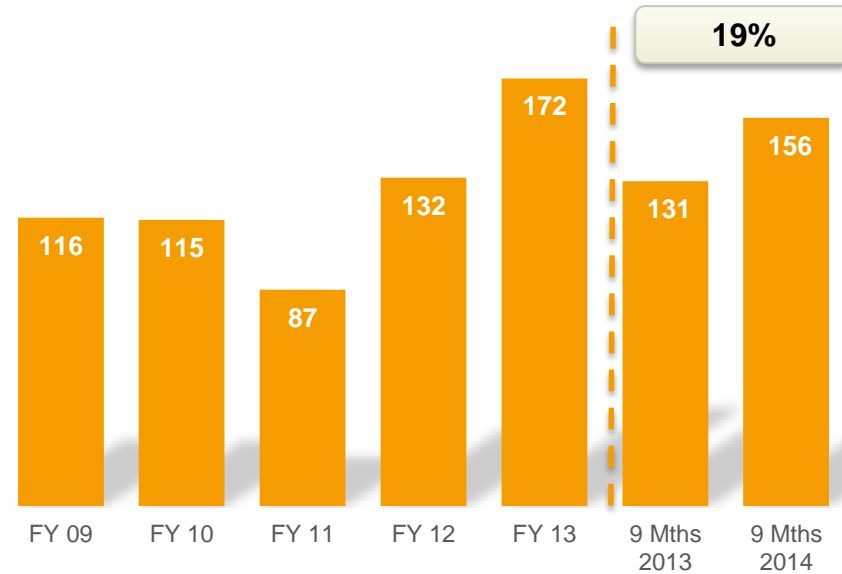
# ABD sales increase 9% from same period last year

## Agri Business Division (ABD) – nine months 2014

### Net sales (AED million)



### Net profit (AED million)



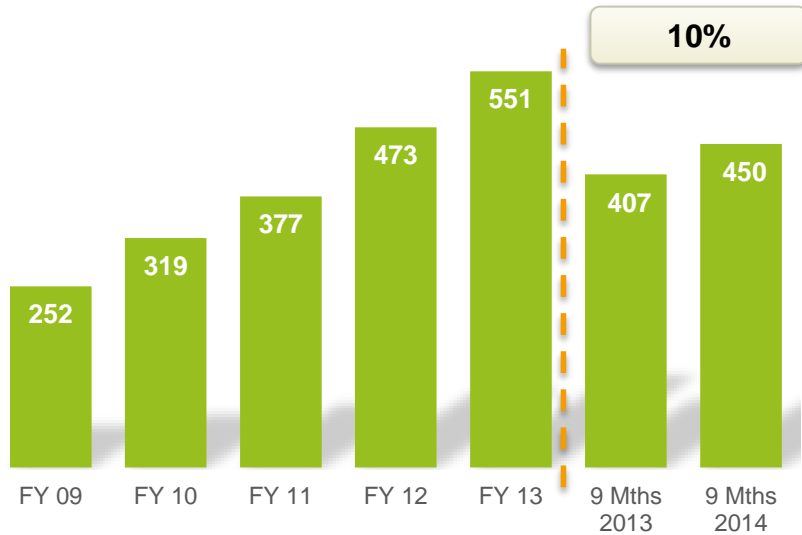
VOLUMES (tons)	9 mths 2013	9 mths 2014	% growth
Flour	191,837	191,249	0%
Animal Feed	396,437	464,108	17%

# CBD sales increase 10% from same period last year

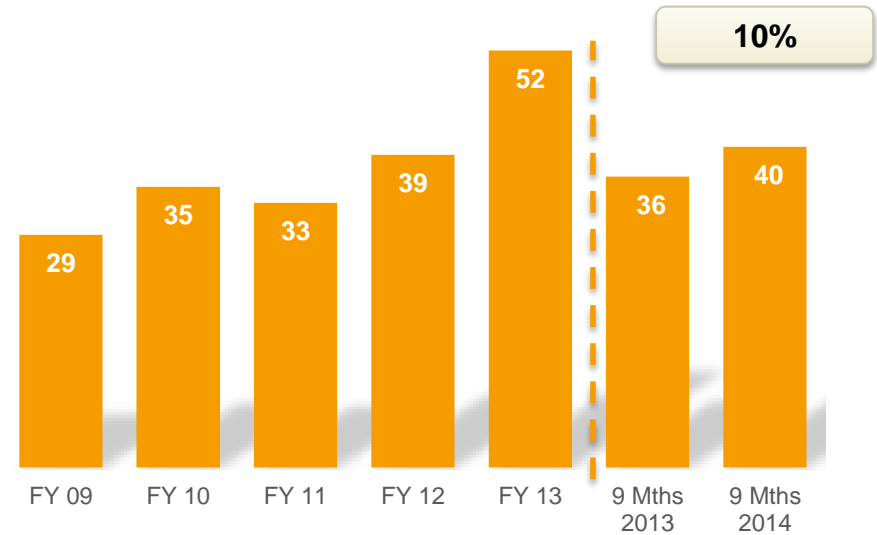
## Consumer Business Division (CBD) – nine months 2014



**Net sales (AED million)**



**Net profit (AED million)**



VOLUMES W&B- UAE	9 mths 2013	9 mths 2014	% growth
Bottled Water ('000 cases)	24,043	25,941	8 %
HOD ('000 bottles)	3,533	3,967	12%
Beverages ('000 cases)	1,826	1,657	-9%

VOLUMES (tons)	9 mths 2013	9 mths 2014	% growth
Tomato paste & concentrate	11,893	11,314	-5%
Vegetables & Others	2,138	2,530	18%
Dairy	1,494	2,034	36%



# Outlook

## 2014 Key Focus Areas

3

# Outlook: sustainable growth resulting from enhanced performance

## 2014 Key Focus Areas

### Progress on strategy implementation:

- Drive profitable growth across core businesses, implement cost saving initiatives, diversify and launch new products, expand distribution reach, enhance in store presence
- Address underperforming businesses

### Improving performance of existing products:

- Yoplait - continues to gain market share traction
- Monster products – encouraging initial results
- Commercial production at the Frozen Baked factory commenced; stocks build up in progress
- New marketing strategy for Capri Sun

### Production capacity expansion:

- New high-speed water bottling line commenced production
- Animal feed production capacity expansion in Q1 2015
- Capacity expansion in Turkey in Q2 2015

# Questions

# 4



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