## **AGTHIA GROUP PJSC**

Condensed consolidated interim financial information For three months ended 31 March 2013

Principal business address:

PO Box 37725 Abu Dhabi United Arab Emirates

# Report and condensed consolidated interim financial information for three months ended 31 March 2013

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## **Directors' Report**

The Board of Directors of Agthia Group PJSC (the "Company") is pleased to present the Company's financial results for the first quarter ended 31 March 2013.

Performance for the first quarter has been very encouraging with strong volume, sales and profit growth. Our focus during the year will continue to be growing core businesses, consolidating and growing diversification initiatives while pursuing regional expansion and cost saving initiatives.

Our priorities in growing core businesses will remain strongly focused on further expanding the distribution, maintaining strong volume growth momentum and driving consumer products' export market growth.

A consumer validated study on Yoplait fresh dairy products has been completed and the re-launch of Yoplait portfolio with new look packaging and additional flavors are planned for April 2013.

In Turkey, newly branded Alpin spring water was launched successfully in February 2013 with all focus currently being on gaining distribution. Plans are on track for the commissioning of the five and ten liter new bottling line in 2013 and the launching of Alpin water in the UAE during second part of the year.

Poultry feed production capacity expansion is on track to commence production in April 2013; while flour milling capacity increase will be operational in Q1 2014 and the new high speed bottling line will be commissioned in Q2 2014. The new initiative of frozen baked product remains on track for launch in Q4 this year.

#### Sales

Net sales for the first three months at AED 361 million grew strongly at 16% year on year. This is attributable to 29% sales growth delivered by the Consumer Business Division and 10% growth achieved by the Agri Business Division.

#### Profit

Net profit of AED 37 million for the first three months grew ahead of the sales growth at 38% year on year. This strong growth was driven by improved gross profit margin in Agri Business Division and Consumer Business Division resulting from cost saving initiatives, lower input cost and higher flour prices in Northern Emirates.





#### Other Income

Other income of AED 3.2 million includes fee of AED 2.3 million for managing wheat and animal feed stocks for the Abu Dhabi Government.

# Selling & General Administration Expenses (SG&A)

SG&A at AED 59 million represents an increase of 24% over the same period last year. The increase relates to investment in marketing activities, new businesses, volume related higher distribution cost, employee related cost and other inflationary increases. SG&A as percentage of sales at 16.3% increased by 110 basis points compared with 2012.

#### Cash Flow

Cash generated from operating activities at AED 36 million dropped compared to last year due to the higher working capital.

Cash used in investing activities of AED 21 million mainly includes investments in the Mega Distribution Center and Frozen Baked Plant.

Cash & cash equivalent as at March 31, 2013 amounted to AED 537 million compared with same period of 2012 at AED 413 million.

To ensure availability of funds, the Company maintains sufficient bank credit lines to cover short-term working capital requirements at very competitive pricing.

## **Unallocated Corporate Items**

Under segment reporting, unallocated amount of AED 671 million represents goodwill and cash & bank balance as Company's fund management is centralized at corporate level.

## Capital Commitment and Contingencies

Capital commitment of AED 158 million relates to frozen baked project, warehouse expansion, new flour mill projects, capacity expansion of animal feed Mill, delivery trucks and other capital items.

Bank Guarantees and letter of credits of AED 53 million have primarily been issued in favor Company's vendors for the supply of materials and spare parts.





#### Agri Business Division (ABD)

ABD net sales grew 10% year on year reaching AED 234 million, driven by 9% volume growth. Net profits of AED 44 million grew strongly by 31% due primarily to the 300 basis points improvement in gross profit margin. The margin improvement resulted from ongoing cost savings initiatives, lower input cost and higher Northern Emirates flour prices.

#### Consumer Business Division (CBD)

Consumer Business Division achieved strong 29% net sales growth year on year reaching AED 127 million. CBD's both segments – (Water & Beverages and Food) achieved net sales growth of 29% reaching AED 105 million and AED 22 million respectively.

Division's net profit at AED 9.4 million grew by 36% year on year. Water & Beverages segment's net profit grew by 41%, driven by 200 basis point gross profit margin improvement as a result higher volumes and lower PET cost; while Food segment net loss AED 5.9 million is attributed to the fresh dairy product and Egypt operation.

#### Fiscal 2013 Outlook

The environment remains challenging, yet we are progressing with our sustainable growth strategy focusing on delivery of profitable core business performance, improving the performance of our recently launched products and Egyptian operation, expanding geographically, enhancing manufacturing capabilities and improving operating and cost efficiencies. We remain optimistic and expect another successful growth year.

On behalf of the Board

HE Majed Salem Al Romaithi

Vice Chairman

April 23, 2013



100% Recycled Pape



# Report on Review of Condensed Consolidated Interim Financial Information to the Shareholders of Agthia Group PJSC

#### Introduction

We have reviewed the accompanying condensed consolidated interim statement of financial position of Agthia Group PJSC and its subsidiaries (the "Group") as of 31 March 2013 and the related condensed consolidated interim statement of income, statement of comprehensive income, statement of changes in equity and statement of cash flows for the three month period then ended. Management is responsible for the preparation and presentation of the condensed interim financial information in accordance with International Accounting Standard 34 "Interim Financial Reporting." Our responsibility is to express a conclusion on this condensed interim financial information based on our review.

#### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity." A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial information is not prepared, in all material respects, in accordance with International Accounting Standard 34 "Interim Financial Reporting."

PricewaterhouseCoopers 23 April 2013

Jacques E. Fakhoury

Registered Auditor Number 379 Abu Dhabi, United Arab Emirates

# Condensed consolidated interim statement of income (unaudited)

	Three months ended 31 March	Three months ended 31 March
	2013	2012
		AED'000
	AED'000	AED 000
Revenue	361,455	311,064
Cost of sales	(268,218)	(239,332)
Gross profit	93,237	71,732
Net other income	3,240	2,861
Selling and distribution expenses	(35,565)	(28,209)
General and administrative expenses	(23,322)	(19,212)
Research and development expenses	(904)	(906)
Operating profit	36,686	26,266
Finance income	3,092	2,639
Finance expense	(2,748)	(2,122)
Profit for the period	37,030	26,783
Profit for the period attributable to equity	=======================================	
holders of the Group	37,030	26,783
Basic and diluted earnings		
per share (AED)	0.062	0.045

# Condensed consolidated interim statement of comprehensive income (unaudited)

	Three months Ended 31 March	Three months ended 31 March
	2013 AED'000	2012 AED'000
Profit for the period	37,030	26,783
Other comprehensive income		
Foreign currency translation difference on foreign operations  Board of directors' remuneration and	(2,397)	130
committee members fees	(350)	(350)
Other comprehensive income	(2,747)	(220)
Total comprehensive income for the period attributable to equity holders of the Group	34,283	26,563

# Condensed consolidated interim statement of financial position

Note   AED'000   AED'000			31 March 2013	31 December 2012
Property, plant and equipment		Note	(Unaudited) AED'000	(Audited) AED'000
Advances for property, plant and equipment       4,887       5,359         Goodwill       7       95,472       95,472         Intangible assets       13,309       13,462         Total non-current assets       742,140       735,372         Current assets       1       742,140       735,372         Current assets       1       180,711       169,722         Government compensation receivable       113,979       95,089         Available-for-sale financial assets       10,000       10,000         Cash and bank balances       10       549,469       437,506         Total current assets       1,115,759       977,928         Current liabilities       252,267       243,605         Due to related party       13       1,400       1,400         Total current liabilities       524,333       403,755         Net current liabilities       524,333       403,755         Net current liabilities       28,923       26,098         Bank borrowings (non-current portion)       11       139,788       152,790         Non-current liability       816       826         Other liability       826       900         Total non-current liabilities       170,352       18	Non-current assets			
Advances for property, plant and equipment   7   95,472   95,472   95,472   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   13,309   13,462   14,000   16,000   10,000		6	628,472	621,079
Intangible assets			4,887	
Total non-current assets   742,140   735,372		7	95,472	95,472
Current assets	Intangible assets		13,309	13,462
Inventories	Total non-current assets		742,140	735,372
Trade and other receivables         9         180,711         169,722           Government compensation receivable         113,979         95,089           Available-for-sale financial assets         10,000         10,000           Cash and bank balances         10         549,469         437,506           Total current assets         1,115,759         977,928           Current liabilities         252,267         243,605           Due to related party         13         1,400         1,400           Total current liabilities         524,333         403,755           Net current assets         591,426         574,173           Non-current liabilities         28,923         26,098           Bank borrowings (non-current portion)         11         139,788         152,790           Deferred tax liability         816         826           Other liabilities         170,352         180,614           Net assets         1,163,214         1,128,931           Equity         600,000         600,000           Legal reserve         62,951         62,951           Translation reserve         (6,080)         (3,683)           Retained earnings         506,343         469,663				
Sovernment compensation receivable			261,600	265,611
Available-for-sale financial assets  Cash and bank balances  10 549,469  Total current assets  1,115,759  977,928  Current liabilities  Bank borrowings (current portion)  Trade and other payables  Due to related party  13 1,400  Total current liabilities  Net current liabilities  Provision for end of service benefits  Bank borrowings (non-current portion)  11 139,788  152,790  Deferred tax liability  Protal non-current liabilities  Total non-current liabilities  170,352  Total non-current liabilities  Equity  Share capital  Legal reserve  62,951  Translation reserve  (6,080)  (3,683)  Retained earnings  10 549,469  437,506  1,115,759  977,928  152,796  158,750  243,605  243,605  252,267  243,605  243,605  252,267  243,605  252,267  243,605  252,333  403,755  Net current assets  591,426  574,173  Non-current liabilities  11 139,788  152,790  11 139,788  152,790  11 139,788  152,790  11 139,788  152,790  11 139,788  152,790  11 139,788  152,790  152,591  160,000  170,352  180,614  1,128,931		9	180,711	169,722
Cash and bank balances         10         549,469         437,506           Total current assets         1,115,759         977,928           Current liabilities         8ank borrowings (current portion)         11         270,666         158,750           Trade and other payables         252,267         243,605         Due to related party         13         1,400         1,400           Total current liabilities         524,333         403,755         574,173         574,173           Non-current liabilities         28,923         26,098         26,098           Bank borrowings (non-current portion)         11         139,788         152,790           Deferred tax liability         816         826           Other liability         825         900           Total non-current liabilities         170,352         180,614           Net assets         1,163,214         1,128,931           Equity         600,000         600,000           Legal reserve         62,951         62,951           Translation reserve         (6,080)         (3,683)           Retained earnings         506,343         469,663				95,089
Total current assets   1,115,759   977,928		2002	The same of the sa	10,000
Current liabilities   Bank borrowings (current portion)   11   270,666   158,750   Trade and other payables   252,267   243,605   Due to related party   13   1,400   1,400   1,400   Total current liabilities   524,333   403,755   Net current assets   591,426   574,173   Non-current liabilities   70,000   7	Cash and bank balances	10	549,469	437,506
Bank borrowings (current portion)       11       270,666       158,750         Trade and other payables       252,267       243,605         Due to related party       13       1,400       1,400         Total current liabilities       524,333       403,755         Net current assets       591,426       574,173         Non-current liabilities       28,923       26,098         Bank borrowings (non-current portion)       11       139,788       152,790         Deferred tax liability       816       826         Other liability       825       900         Total non-current liabilities       170,352       180,614         Net assets       1,163,214       1,128,931         Equity       600,000       600,000         Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663	Total current assets		1,115,759	977,928
Trade and other payables         252,267         243,605           Due to related party         13         1,400         1,400           Total current liabilities         524,333         403,755           Net current assets         591,426         574,173           Non-current liabilities         28,923         26,098           Bank borrowings (non-current portion)         11         139,788         152,790           Deferred tax liability         816         826           Other liability         825         900           Total non-current liabilities         170,352         180,614           Net assets         1,163,214         1,128,931           Equity         600,000         600,000           Legal reserve         62,951         62,951           Translation reserve         (6,080)         (3,683)           Retained earnings         506,343         469,663				
Due to related party         13         1,400         1,400           Total current liabilities         524,333         403,755           Net current assets         591,426         574,173           Non-current liabilities         28,923         26,098           Bank borrowings (non-current portion)         11         139,788         152,790           Deferred tax liability         816         826           Other liability         825         900           Total non-current liabilities         170,352         180,614           Net assets         1,163,214         1,128,931           Equity         5hare capital         600,000         600,000           Legal reserve         62,951         62,951           Translation reserve         (6,080)         (3,683)           Retained earnings         506,343         469,663		11	270,666	158,750
Total current liabilities         524,333         403,755           Net current assets         591,426         574,173           Non-current liabilities         28,923         26,098           Bank borrowings (non-current portion)         11         139,788         152,790           Deferred tax liability         816         826           Other liability         825         900           Total non-current liabilities         170,352         180,614           Net assets         1,163,214         1,128,931           Equity         5hare capital         600,000         600,000           Legal reserve         62,951         62,951           Translation reserve         (6,080)         (3,683)           Retained earnings         506,343         469,663	2 0		252,267	243,605
Net current assets         591,426         574,173           Non-current liabilities         28,923         26,098           Bank borrowings (non-current portion)         11         139,788         152,790           Deferred tax liability         816         826           Other liability         825         900           Total non-current liabilities         170,352         180,614           Net assets         1,163,214         1,128,931           Equity         600,000         600,000           Legal reserve         62,951         62,951           Translation reserve         (6,080)         (3,683)           Retained earnings         506,343         469,663	Due to related party	13	1,400	1,400
Non-current liabilities   28,923   26,098	Total current liabilities		524,333	403,755
Provision for end of service benefits       28,923       26,098         Bank borrowings (non-current portion)       11       139,788       152,790         Deferred tax liability       816       826         Other liability       825       900         Total non-current liabilities       170,352       180,614         Net assets       1,163,214       1,128,931         Equity       600,000       600,000         Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663	Net current assets		591,426	574,173
Bank borrowings (non-current portion)       11       139,788       152,790         Deferred tax liability       816       826         Other liability       825       900         Total non-current liabilities       170,352       180,614         Net assets       1,163,214       1,128,931         Equity       600,000       600,000         Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663			*	J. Transaction
Bank borrowings (non-current portion)       11       139,788       152,790         Deferred tax liability       816       826         Other liability       825       900         Total non-current liabilities       170,352       180,614         Net assets       1,163,214       1,128,931         Equity       5hare capital       600,000       600,000         Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663			28,923	26,098
Deferred tax liability       816       826         Other liability       825       900         Total non-current liabilities       170,352       180,614         Net assets       1,163,214       1,128,931         Equity       5hare capital       600,000       600,000         Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663		11	139,788	Control of the Contro
Total non-current liabilities       170,352       180,614         Net assets       1,163,214       1,128,931         Equity       600,000       600,000         Share capital       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663			816	826
Net assets       1,163,214       1,128,931         Equity       600,000       600,000         Share capital       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663	Other liability		825	900
Equity Share capital Legal reserve Translation reserve Retained earnings  600,000 600,000 600,000 62,951 62,951 (6,080) (3,683) 469,663	Total non-current liabilities		170,352	180,614
Share capital       600,000       600,000         Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663	Net assets		1,163,214	1,128,931
Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663	Equity			
Legal reserve       62,951       62,951         Translation reserve       (6,080)       (3,683)         Retained earnings       506,343       469,663	-		600,000	600,000
Retained earnings 506,343 469,663			62,951	62,951
TD 4.1				(3,683)
Total equity 1,163,214 1,128,931	Ketained earnings		506,343	469,663
	Total equity		1,163,214	1,128,931

The condensed consolidated interim financial information were approved and authorised by the Board of Directors on 23 April 2013.

HE Majed Salem Al Romaithi

Ilias Assimakopoulos Chief Executive Officer Vice Chairman

Iqbal Hamzah **Chief Financial Officer** 

The notes on pages 7 to 16 form an integral part of these condensed consolidated interim financial information.

# Condensed consolidated interim statement of changes in equity (unaudited)

For the three months ended

	Share capital AED'000	Legal reserve AED'000	Retained earnings AED'000	Translation reserve AED'000	Total AED'000
Balance at 1 January 2012	600,000	50,477	388,799	(3,809)	1,035,467
Total comprehensive income for the period Profit for the period Other comprehensive income:	-	-	26,783	-	26,783
Foreign currency translation difference on foreign operations Board of directors' remuneration and committee	-	-	-	130	130
members fees	-	-	(350)		(350)
Total comprehensive income	-	-	26,433	130	26,563
Balance at 31 March 2012	600,000	50,477	415,232	(3,679)	1,062,030
Balance at 1 January 2013	600,000	62,951	469,663	(3,683)	1,128,931
Total comprehensive income for the period Profit for the period Other comprehensive income: Foreign currency translation	-	-	37,030	-	37,030
difference on foreign operations Board of directors' remuneration and committee	-	-	-	(2,397)	(2,397)
members fees	<u>-</u>	-	(350)	-	(350)
Total comprehensive income	-	-	36,680	(2,397)	34,283
Balance at 31 March 2013	600,000	62,951	506,343	(6,080)	1,163,214

# Condensed consolidated interim statement of cash flows (unaudited)

Cash flows from operating activities Profit for the period Adjustments for: Depreciation Finance income Finance expense (Gain)/ Loss on disposal of property, plant and equip. Provision for employees' end of service benefits-net (Release of) /Provisions for inventories and receivables	Note 6	Three months ended 31 March 2013 AED'000 37,030 14,017 (3,092) 2,748 (44) 3,023 (1,024)	Three months
Operating cash flows before payment for employees' end of service benefits, changes in working capital		52,658	40,327
Change in inventories Change in trade and other receivables-net Change in government compensation receivable Change in due to a related party Change in trade and other payables Payment of employees' end of service benefits Change in other liabilities  Net cash generated from operating activities		5,023 (10,110) (18,890) - 7,711 (198) (85) - 36,109	3,454 (28,296) (5,483) 1,413 43,330 (493) (5) 54,247
Cash flows from investing activities Acquisition of property, plant and equipment Investment in subsidiary Proceeds from disposal of property, plant and equipment Finance income received	6	(22,946) - 52 2,225	(26,412) (24,142) 4 13
Net cash used in investing activities		(20,669)	(50,537)
Cash flows from financing activities Bank borrowings - net Finance expense paid  Net cash flows from financing activities  Increase in each and each equivalents		98,914 (2,340) 96,574	150,194 (1,127) 149,067
Increase in cash and cash equivalents  Cash and cash equivalents as at 1 January		112,014	152,777
-	4.0	424,901	259,726
Cash and cash equivalents as at 31 March	10	536,915	412,503

#### Notes to the condensed consolidated interim financial information

## 1 Legal status and principal activities

Agthia Group PJSC ("the Company") was incorporated as a Public Joint Stock Company pursuant to the Ministerial Resolution No. 324 for 2004. SENAAT-General Holding Corporation owns 51% of the Company's shares. The principal activities of the Company are to establish, invest, trade and operate companies and businesses that are involved in the food and beverage sector.

The condensed consolidated interim financial information of the Company as at and for the three months ended 31 March 2013 comprise the Company and its below mentioned subsidiaries (together referred to as the "Group").

	Country of Incorporation	Share of equity (%)		Principal
Subsidiary	and operation	2013	2012	Activity
Grand Mills Company PJSC (formerly Grand Mills for Flour and Feed Company PJSC)	UAE	100	100	Production and sale of flour and animal feed
Al Ain Food and Beverages PJSC (AAFB-UAE) (formerly Al Ain Mineral Water Company PJSC)	UAE	100	100	Production, bottling and sale of bottled water, flavored water, juices, yoghurt, tomato paste and frozen vegetables
Al Ain Food and Beverages LLC (AAF&B- Egypt)	Egypt	100	100	Processing and sale of tomato paste, chilli paste fruit concentrate and frozen vegetables
Agthia Grup Icecek ve Dagitim Sanayi ve Ticaret Limited Sirketi (Agthia Turkey) (formerly Pelit Su Turizm Petrol Gida Nakliye Pazarlama Ithalat Ihracat Ticaret Ve Sanayi Ltd, STI (Pelit Su)	Turkey	100	100	Production and sale of spring water

The Group took management control of the Pelit Su business effective 1 January 2012. However, the consolidation was not performed till 30 September 2012 as the Group was in the process of building system infrastructure and integration of the new business with Group reporting structure. The financial position and the financial results for the first quarter of 2012 of Agthia Turkey were not significant and not included in the consolidated financial statements of the Group for comparative period.

#### Notes to the condensed consolidated interim financial information (continued)

## 2 Statement of compliance

These condensed consolidated interim financial information have been prepared in accordance with International Financial Reporting Standard (IFRSs) IAS 34 Interim Financial Reporting. They do not include all of the information required for full annual consolidated financial information, and should be read in conjunction with the consolidated financial statements of the Group as at and for the year ended 31 December 2012.

### 3 Significant accounting policies

The accounting policies and methods of computation applied by the Group in these condensed consolidated interim financial information are the same as those applied by the Group in the consolidated financial statements as at and for the year ended 31 December 2012.

These condensed consolidated interim financial information are presented in United Arab Emirates Dirhams ("AED"), which is the functional currency, rounded to the nearest thousand.

#### Government compensation

Funds that compensate the Group for selling flour and animal feed at subsidised prices in the Emirate of Abu Dhabi are recognised in the condensed consolidated interim statement of income, as a deduction from the cost of sales, on a systematic basis in the same period in which the sales transaction is affected.

Cost of sales as stated in condensed consolidated statement of income is after the deduction of Abu Dhabi Government compensation amounting to AED 113.98 million (31 March 2012: AED 79.59 million). The purpose of the compensation was to partially reduce the impact of increased and volatile global grain prices on food retail prices for the consumers in the Abu Dhabi emirate.

#### 4 Estimates

The preparation of condensed consolidated interim financial information requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing these condensed consolidated interim financial information, the significant judgment made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that were applied to the consolidated financial statements as at and for the year ended 31 December 2012.

#### Notes to the condensed consolidated interim financial information (continued)

## 5 Financial risk management

The Group's financial risk management objectives and processes are consistent with those disclosed in the consolidated financial statements as at and for the year ended 31 December 2012.

## 6 Property, plant and equipment

#### Acquisitions and disposals

During the three months ended 31 March 2013, the Group invested in property plant and equipment for net amount of AED 22,946 thousand (2012: AED 26,412 thousand) of which acquisition of assets amounted to AED 23,418 thousand and advances released of AED 472 thousand (31 March 2012: assets acquired AED 27,940 thousand and advance released of AED 1,528 thousand).

Assets with a carrying amount of AED 8 thousand were disposed off during the three months ended 31 March 2013 (31 March 2012: *AED 117 thousand*), resulting in a profit of AED 44 thousand (31 March 2012: *loss of AED 113 thousand*) which is included in net other income.

#### 7 Goodwill

For the purpose of impairment testing goodwill is allocated to two operating segments within the Group where goodwill is monitored for internal management purposes. Impairment testing is conducted on annual basis.

#### 8 Inventories

During the three months ended 31 March 2013, the Group recorded a provision for slow, non moving and obsolete inventory of AED 1,047 thousand (31 March 2012: AED 607 thousand) related to flour, animal feed and spares. The charge is included in cost of sales.

Furthermore, the Group has written back a previous provision for slow, non moving and obsolete inventory of AED 2,059 thousand (31 March 2012: AED 351 thousand).

## Notes to the condensed consolidated interim financial information (continued)

#### **9** Trade and other receivables

	31 March 2013 AED'000	31 December 2012 AED'000
Trade receivable Prepayments Other receivables	144,524 25,905 10,282	139,571 19,944 10,207
	180,711	169,722

#### 10 Cash and bank balances

Cash and bank balances includes AED 12,554 thousand (31 December 2012: 12,605 thousand) of cash which can only be used for the payment of the dividend. This restricted cash balance has not been included in the cash and cash equivalents for the purpose of statements of cash flows. This amount has been recorded as a liability with in trade and other payables.

## 11 Bank borrowings

This note provides information about the contractual terms of the Group's interest bearing loans and borrowings, which are measured at amortised cost.

#### **Current liabilities**

Current natimities		
	31 March	31 December
	2013	2012
	AED'000	AED'000
Short term loan	12,096	20,497
Credit facility	207,670	98,704
Term loan	50,900	39,549
	270,666	158,750
	<del></del>	=======================================
Non-current liabilities		
Term loan	139,788	152,790

## Notes to the condensed consolidated interim financial information (continued)

#### 11 Bank borrowings (continued)

#### Terms and repayment schedule

Amounts in AE	D'000 Currency	Interest Rate	Year of maturity	31 M Face value/ limit	Carrying amount	31 Dec Face value/ limit	Carrying amount
Short term loan**	USD/ AED/ EGP	LIBOR / EIBOR / mid corridor rate + margin*	2013	105,243	12,096	106,460	20,497
Credit Facility***	USD/ AED	LIBOR / EIBOR +margin*	2013	413,845	204,177	413,845	94,369
Credit Facility (Capex)***	USD/ AED	LIBOR/ EIBOR + margin*	2013	20,000	3,493	20,000	4,335
Term loan***	EURO/ USD	LIBOR/ EURIBOR + margin*	2014-2016	190,688	190,688	192,339	192,339
Total				729,776	410,454	732,644	311,540

<sup>\*</sup> Margin on the above loans and facilities varies from 1.00% - 1.75%. (2012: 1.00% - 1.75%).

Credit facility and credit facility (Capex) are secured against following:

 Third party indemnity to make available guarantees, documentary credit, bills drawn, loan to finance import/open account settlement in the name of any of the subsidiary of the Group in favour of the bank.

<sup>\*\*</sup>Short term loan of face value AED 91,838 thousand is secured by a floating charge over the current assets of the Group on a pari passu basis with the other banks in terms of the securities.

\*\*\*Credit facility of face value AED 280,500 thousand, Credit facility (Capex) of face value AED 20,000 thousand and the Term loan of face value AED 183,643 thousand is secured by a floating charge over the current assets, stock and receivables of the Group.

#### Notes to the condensed consolidated interim financial information (continued)

## 12 Segment reporting

#### Information about reportable segment for the three months ended 31 March

The Group has two reportable segments, as described below. The reportable segments offer different products and services, and are managed separately because they require different technology and marketing strategies. For each of the strategic business units, the Board of Directors review internal management reports on at least quarterly basis.

The following summary describes the operations in each of the Group's reportable segment:

- Agri Business Division (ABD)
  - o Flour and Animal Feed, includes manufacturing and distribution of flour and animal feed.
- Consumer Business Division (CBD)
  - o Bottled Water and Beverages includes manufacturing and distribution of drinking water, water based drinks and juices.
    - o Business operation in Turkey is of similar nature as "Bottled Water and Beverages" hence it is also reported under CBD.
  - o Food includes manufacturing and distribution of tomato and chilli paste, fruit concentrate, frozen vegetables and fresh dairy products.
    - o Business operation in Egypt is of similar nature as "Food" hence it is also reported under CBD.

Information regarding the results of each reportable segment is included below. Performance is measured based on segment profit, as included in the internal management reports data reviewed by the Group's CEO. Segment profit is used to measure performance as management believes that such information is the most relevant in evaluating the results of certain segments relative to other entities that operate within these industries. Inter-segment pricing is determined on an arm's length basis.

# $Notes\ to\ the\ condensed\ consolidated\ interim\ financial\ information\ ({\tt continued})$

# 12 Segment reporting (continued)

Information about reportable segment for the three months ended 31 March (continued)

Segment wise operating results of the Group, for the three months period are as follows:

	Agri Business Division (ABD)			Consumer Business Division (CBD)						
	Flour ar	ıd	Bottled Wa	ter and						
	Animal F	Animal Feed		Beverages		Food		<b>Total</b>	Total	
	31 March 2013	31 March 2012	31 March 2013	31 March 2012	31 March 2013	31 March 2012	31 March 2013	31 March 2012	31 March 2013	31 March 2012
	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000		AED'000
External revenues	234,227	212,647	104,909	81,123	22,319	17,294	127,228	98,417	361,455	311,064
Inter segment revenue	-		-	-	-	-	-	-		
Gross profit	54,795	42,854	41,896	30,899	89	79	41,985	30,978	96,780	73,832
Reportable segment profit/(loss)	43,655	33,326	15,218	10,785	(5,859)	(3,917)	9,359	6,868	53,014	40,194

# Notes to the condensed consolidated interim financial information (continued)

# 12 Segment reporting (continued)

## Reconciliations of reportable segments' profit or loss

Gross Profit for the three months period ended	31 March 2013	31 March 2012
	AED'000	AED'000
Total gross profit for reportable segments  Unallocated amounts	96,780	73,832
Other operating expenses	(3,543)	(2,100)
Consolidated gross profit for the period	93,237	71,732
Profit for the three months period ended	21.14	21.14
	31 March 2013	31 March 2012
	AED'000	AED'000
Total profit for reportable segments <i>Unallocated amounts</i>	53,014	40,194
Other operating expenses	(17,020)	(14,110)
Net finance income	1,036	699
Consolidated profit for the period	37,030	26,783
1	======	=======================================
Reportable segment assets are as follows:		
	31 March	31 December
	2013 AED'000	2012 AED'000
	TED 000	
Agri Business Division	591,980	578,970
Consumer Business Division	595,193	572,435
Total assets for reportable segment	1,187,173	1,151,405
Other unallocated amounts	670,726	561,895
Consolidated total assets	1,857,899	1,713,300

#### Notes to the condensed consolidated interim financial information (continued)

## 13 Transactions with related parties

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions, related parties comprise the major shareholder, key management personnel, Directors of the Board and their related companies. In the normal course of business, the Group had various transactions with its related parties. Transactions are entered into with the related parties on terms and conditions approved by either the Group's management, or its Board of Directors.

#### a. Key management personnel compensation

Key management personnel compensation for the three months period was as follows:

	31 March 2013 AED'000	31 March 2012 AED'000
Short term employment benefits Post employment benefits	4,378 1,446	4,770 1,342
	5,824	6,112
b. Due to and transactions with related party	31 March 2013 AED'000	31 December 2012 AED'000
General Holding Corporation  Opening balance 1 January Directors' fees charged Purchase of foreign currency Payment for foreign currency Profit receivable on hedging Profit received on hedging Payments Others  Closing balance	1,400 4,391 (4,391) - - - 1,400	1,839 1,400 249,222 (249,222) (9,881) 9,881 (2,015) 176 ————————————————————————————————————
14 Contingent liabilities and capital commit	tments	
	31 March 2013 AED'000	31 December 2012 AED'000
Bank guarantees and letters of credit	53,283	83,378
Capital commitments	157,947	162,176

## Notes to the condensed consolidated interim financial information (continued)

#### 15 Dividends

At the Board of Directors' meeting held on 25 March, 2013, the directors proposed a cash dividend of 5% of the issued and paid up capital, amounting to AED 30 million (2012: AED 30 million). The dividend is subject to shareholders' approval in the Annual General Meeting to be held on 23 April 2013.