

# Agthia Group PJSC – ADX: AGTHIA



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For Wholehearted Living

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# Agthia Group PJSC



*Corporate Presentation | Jan 2017*



# Agthia at a Glance

## Abu Dhabi based food & beverage company

with operations in 4 countries and products in more than 20 countries

## Listed on Abu Dhabi Stock Exchange since 2005

Semi-government company, 43% in free-float

**AED 2.01 billion in revenues; AED 254 million net profit<sup>1</sup>**

12% and 25% CAGR, respectively, in the last five years

## 13 brands in 7 F&B categories

5 core categories: Water, Juice, Dairy, Flour, Feed

#1 in Water, Flour, Feed, Tomato Paste in the UAE

## 3,500+ employees

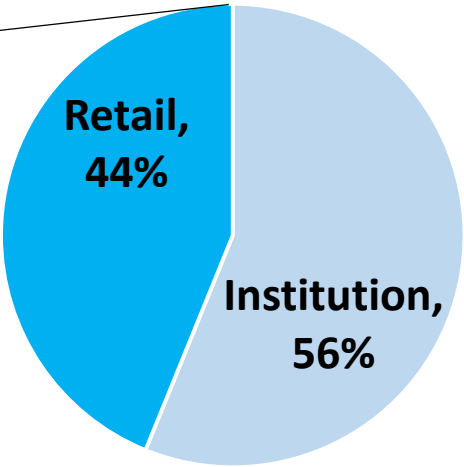
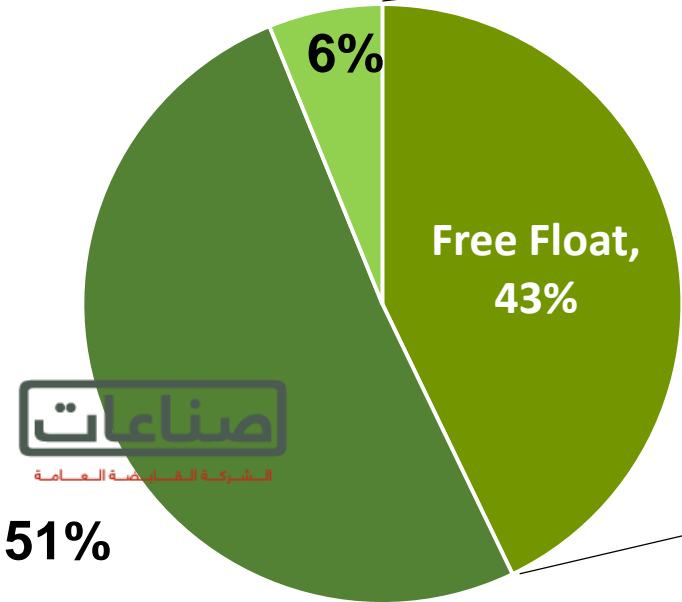
In 6 production sites and 8 warehouses in the UAE, Oman, Turkey, Egypt



# Shareholding Structure<sup>1</sup>



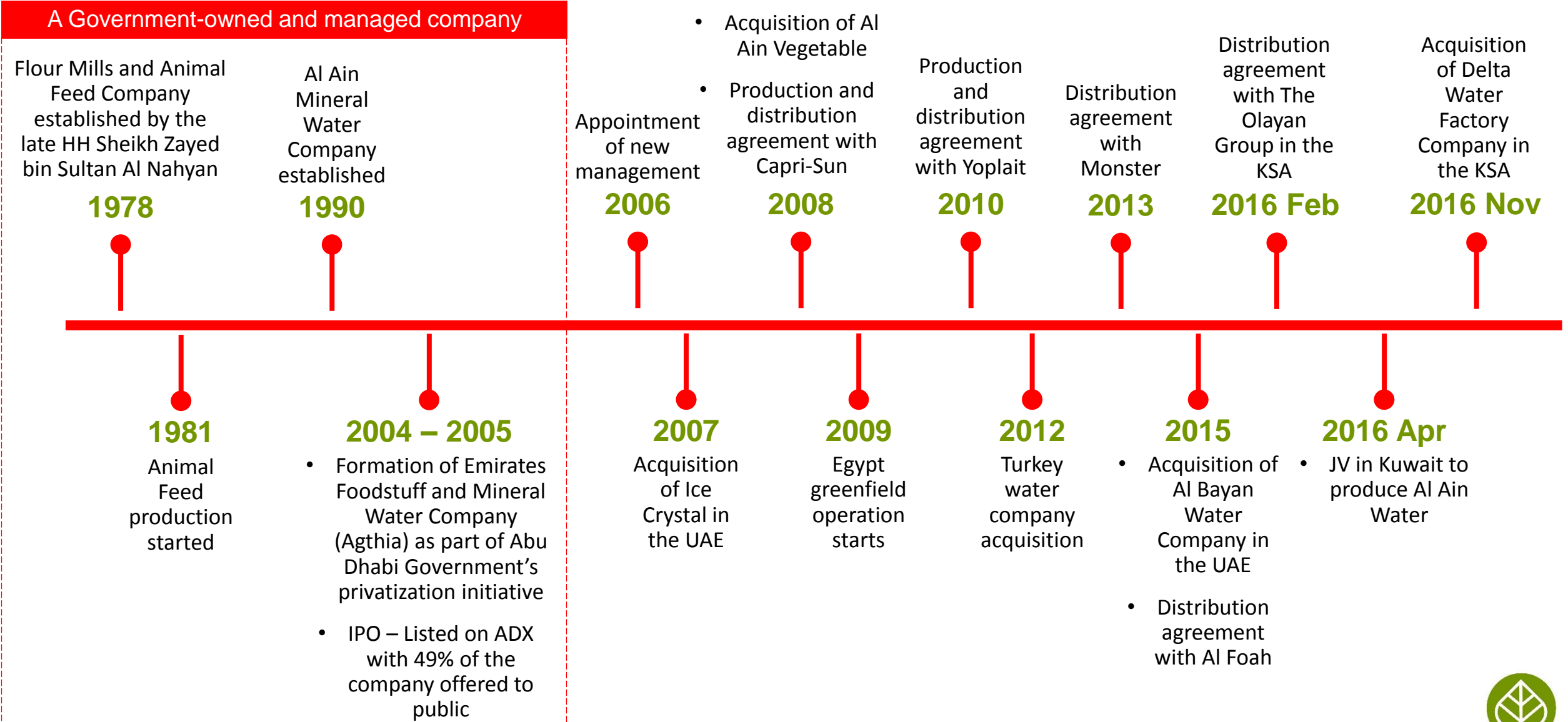
صندوق معاشات ومكافآت التقاعد لإمارة أبوظبي<sup>2</sup>  
 Abu Dhabi Retirement Pensions & Benefits Fund



Shareholding Percentage of Outstanding # of Shares					
		Investor Type			
	Share in				
Domicile	Total	Government	Individual	Institutional	Total
UAE	87%	66%	21%	13%	100%
GCC	5%	0%	0%	100%	100%
Arab	0%	0%	93%	7%	100%
Foreign	8%	0%	5%	95%	100%
Total	100%	57%	19%	24%	100%




# Milestones





# Leadership

## BOARD OF DIRECTORS



1

**HE Eng Chahar Ayad Al Khateeb**  
Chairman

Chairman, Al Fash  
Chairman, Industrial Union  
Society, UAE  
Board Member, Awan PJSC  
Vice Chairman, Advisory  
Committee, Super Data  
& Humanitarian Foundation  
Member, Board of Trustees,  
Institute of Applied Technology  
Member, Board of Trustees,  
ADNET

2

**HE Rashid Hassan Al Dhaher**  
Vice Chairman

Deputy Director, Industrial  
Funds Department, Abu Dhabi  
Investment Authority  
Board Member, LA Holdings  
(Lombard) S.A.

3

**HE Khawar Mohamed Al Khateeb**  
Member

Chairman, Abu Dhabi  
National Bank  
Chairman, Abu Dhabi  
Security LLC  
Board Member, Al Ahli  
Bank (KSA)  
Board Member, Naser  
Holding Co. Egypt  
Board Member, Dhah  
Capital LLC

4

**HE Saif Saeed Al Dhaher**  
Member

Director in Office of Strategic  
Affairs, Crown Prince Court  
Board Member, Al Dhah  
Insurance Company  
Board Member, Emirates  
Falcon Corporation

5

**Salem Sultan Othman Al Dhaher**  
Member

Deputy Director, Abu Dhabi  
Investment Authority  
Chairman, VQA Global  
Board Member, Al Dhah  
Credit Bureau

6

**HE Mohamed Saif Al Dhaher**  
Member

Director General, Abu Dhabi Fund  
for Development  
Chairman, Al Ain Farms for  
Livestock Production  
Vice Chairman, Arab Bank for  
Investment & Foreign Trade  
Board Member, First Gulf Bank  
Board Member, Al Jazira Sports  
& Cultural Club  
Board Member, Emirates  
Red Crescent  
Board Member, Food Security  
Center – Abu Dhabi

7

**HE Saif Saeed Al Dhaher**  
Member

Manager Projects & Business  
Development – General Holding  
Corporation (General)

## EXECUTIVE COMMITTEE



**Tariq Aziz**  
Senior Vice President  
IT & Business  
Solutions; Emerging  
Businesses

**Toufic El Chaar**  
Senior Vice President  
Human Capital and  
Organization  
Development

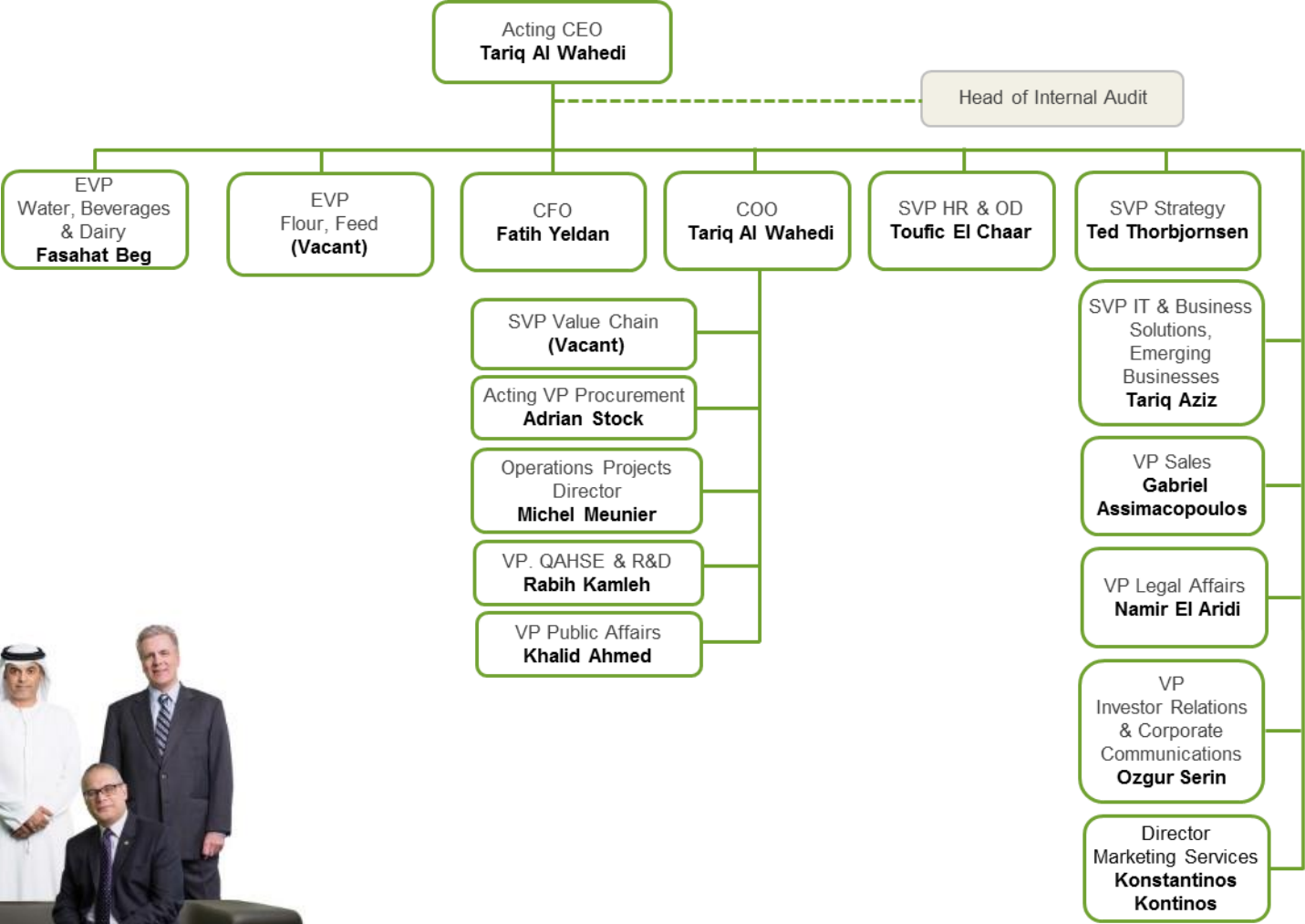
**Fatih Yeldan**  
Chief Financial  
Officer

**Tariq Al Wahedi**  
Acting Chief  
Executive Officer and  
Chief Operating  
Officer

**Khalid Sulaiman**  
Vice President  
Public Affairs

**Fasahat Beg**  
Executive Vice  
President  
Water, Beverage  
and Dairy

**Ted Thorbjornsen**  
Senior Vice President  
Strategy

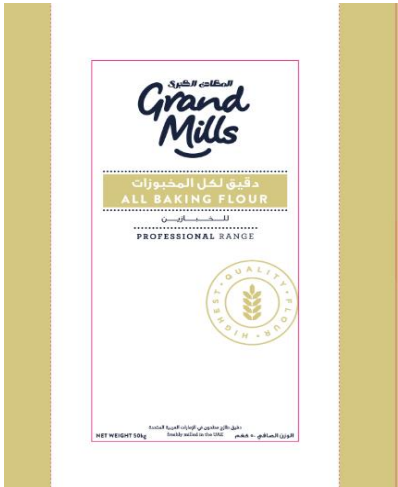
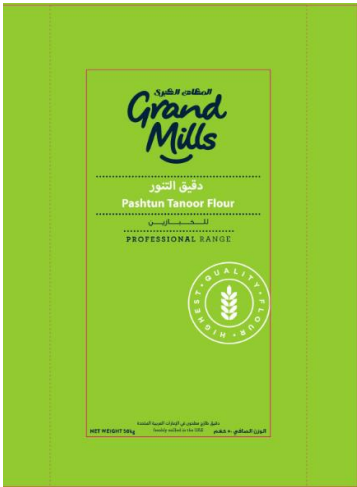
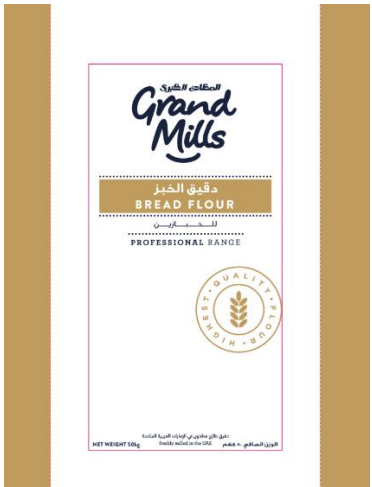


# Our Brands ...

## All Brands



# Product Portfolio... Flour





# Product Portfolio... Animal Feed



# Well-Mixed for Higher Productivity

Use **Agrivita Mixed Grain MAX** for all the vital nutrients  
 and minerals needed for a **healthier life** and **increased fertility**.  
 It has **more than 75% grains** resulting in **higher energy** for your animals.



=



Agrivita

Productive Izba



- Maximum Energy
- Extra Nutrition
- Enhanced Performance
- Better Productivity
- Added Minerals
- Added Value

For more information,  
call 800-AGRI (2474) or visit  
[ag.thia.com](http://ag.thia.com)



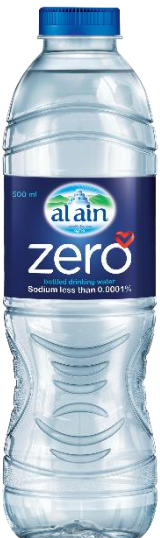
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# Product Portfolio...

## Water



# Product Portfolio... Water





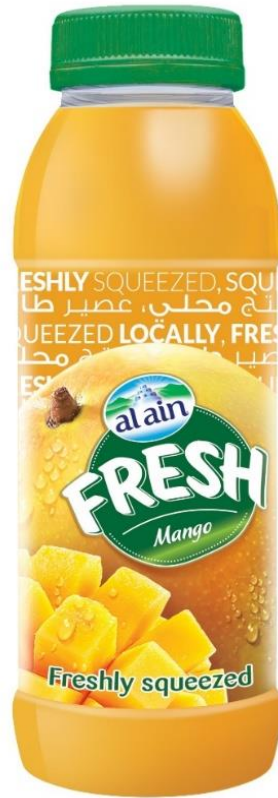
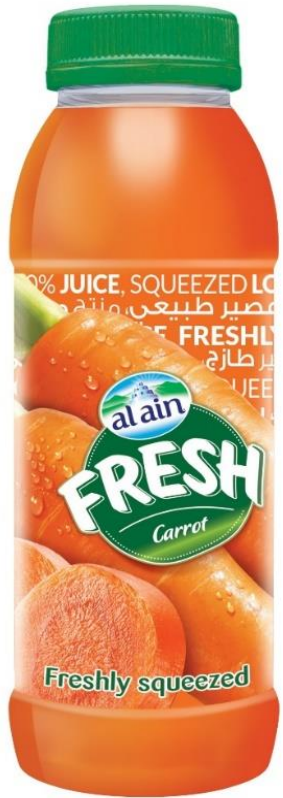
# Product Portfolio...

## Single-serve Fruit Juice



# Product Portfolio...

## Fresh Juice





# Product Portfolio...

## Yogurt



# Product Portfolio...

## Ambient Bakery



# MARKET SHARE – EVOLUTION



Market Position and Share<sup>1</sup>

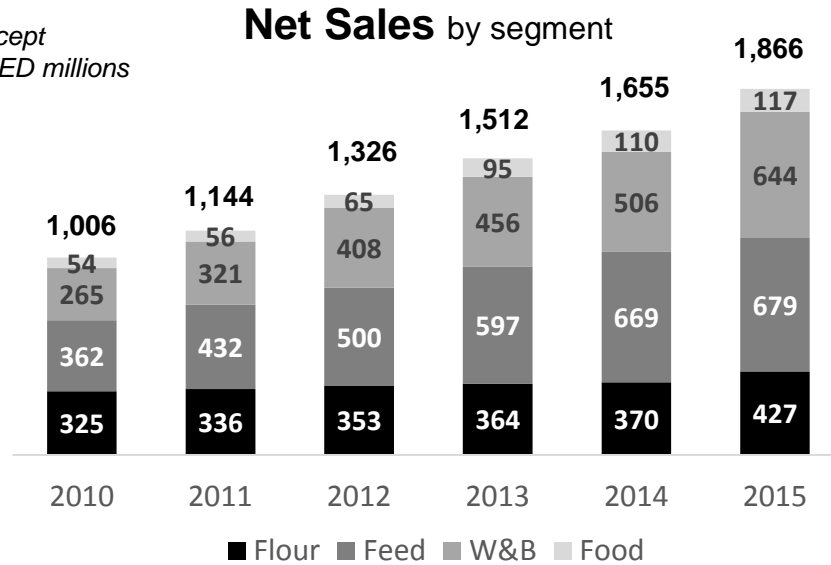
	2013		2016	
Al Ain Bottled Water	2	↑	1	25.5%
Capri Sun	3	—	3	10.2%
Tomato Paste	1	—	1	21.2%
Frozen Vegetables	4	—	4	7.2%
Fruit Yogurt	6	↑	2	15.7%
Kids' Yogurt	1	—	1	47.5%
Flour	1	—	1	29.5%



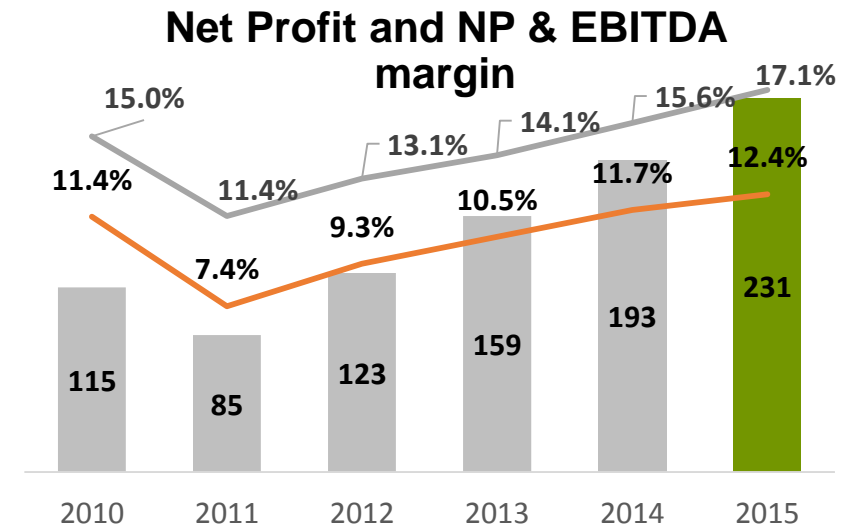
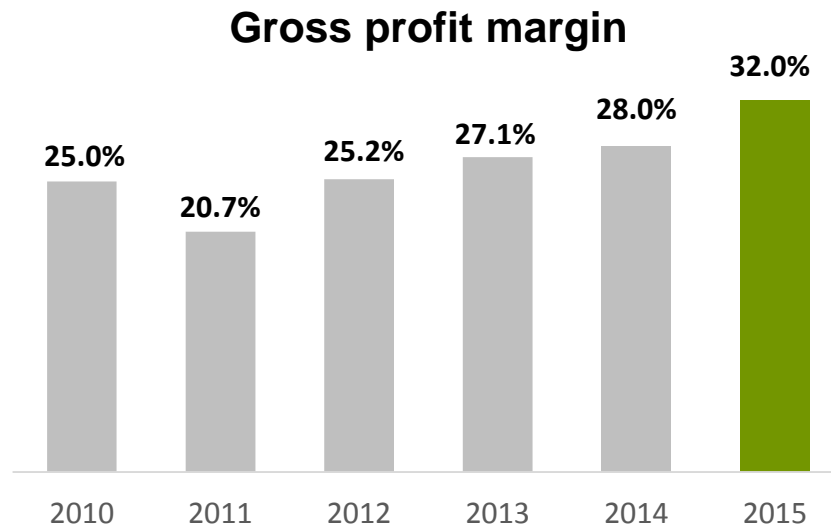


# Healthy Growth

All figures except margins in AED millions



- Net sales 13% CAGR (2010-15), driven by consumer business
- Consistent and strong gross profit margin growth
- Net profit 15% CAGR (2010-15), outpacing revenue growth



# Strong Balance Sheet

AED in Billions – 31/12/2015

**Total Assets 2.37**

**Total Equity 1.55**

**Cash & Bank 0.56**

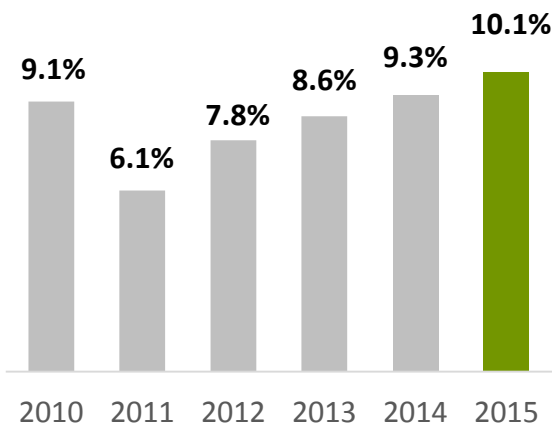
**Borrowings 0.45**

**Net Cash 0.11**

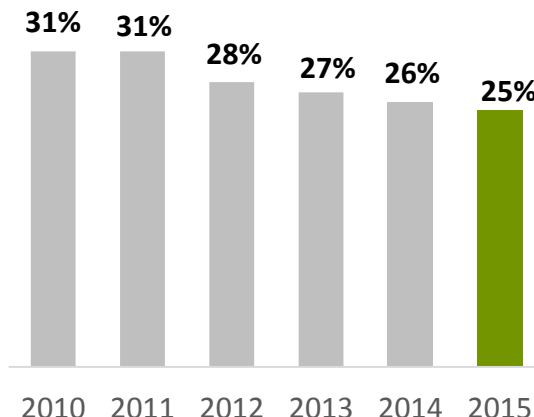
**Avg. Working Capital 0.47**

**Ratio to NS 25%**

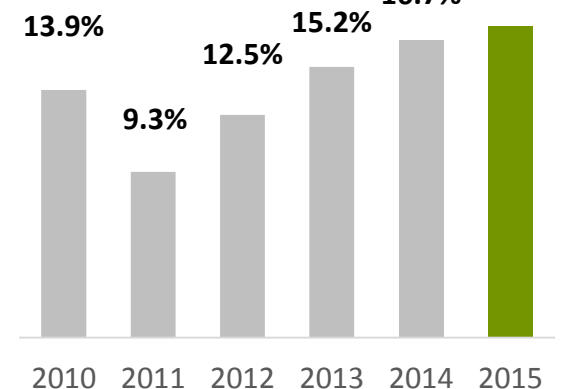
Return on Assets



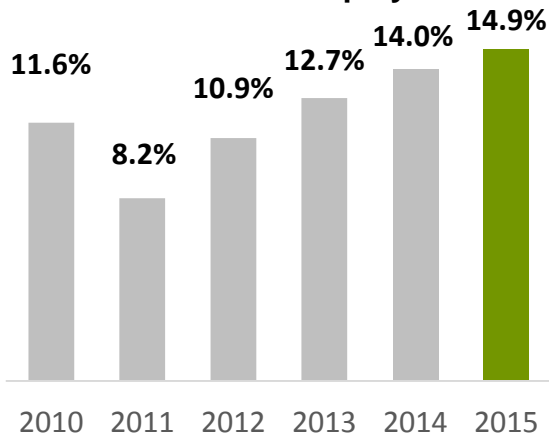
Working Capital Ratio to NS



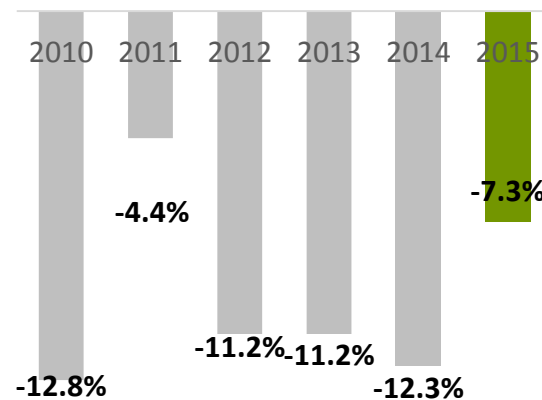
Return on Net Capital Employed



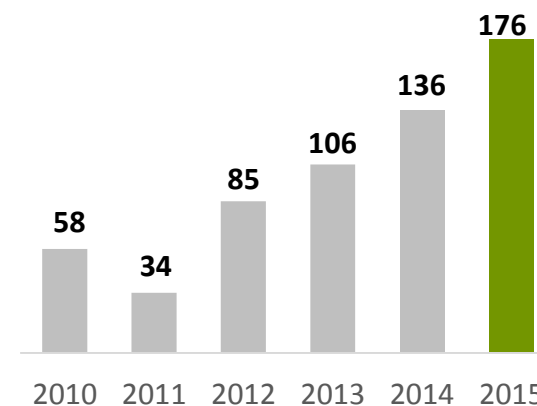
Return on Equity



Net Debt to Equity Ratio



EVA – AED Millions





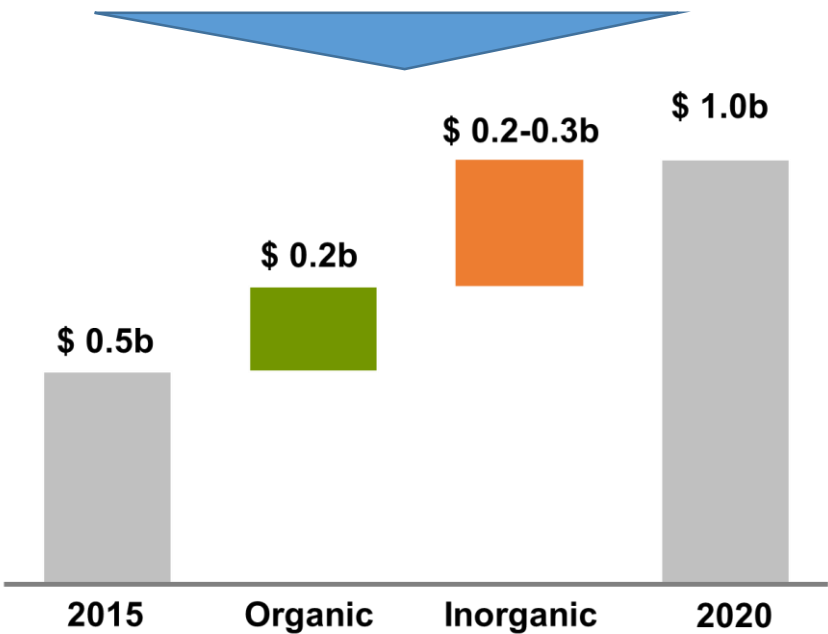
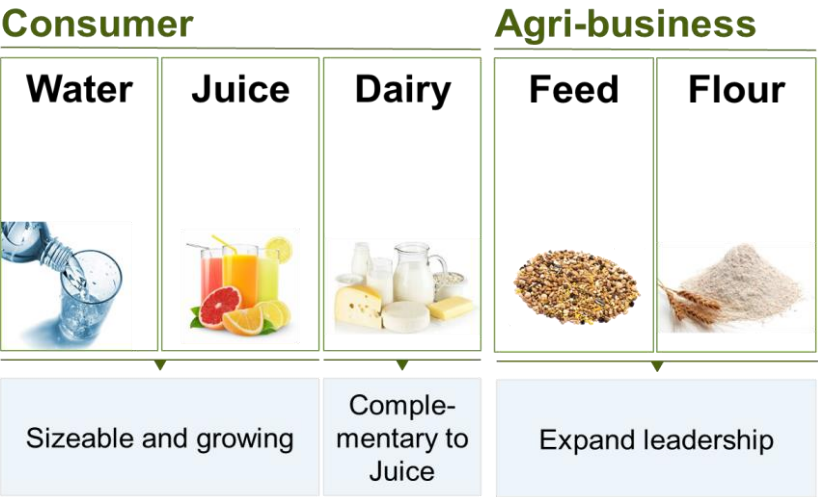


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2020 Strategy

# Become a \$1 billion company by 2020



-  **Strengthen core organically** in the UAE (water, flour, feed)
-  **Strengthen UAE consumer business with a meaningful presence in 5-gallon, Juice and Dairy** through acquisition
-  **Expand internationally** in water through M&A
-  **Extend leadership of agri-business** through greenfield expansion or feed acquisition
-  **Turn around non-core businesses** (Tomato Paste, Frozen Vegetables, Bakery)
-  **Enhance performance (margins)** through identified levers
-  **Align organization and capabilities** to deliver sustainable profitable growth





# Execution in 2016

Net Revenue  
(AED million)

**2,012**

Net Revenue  
Growth

**+8%**

Net Profit  
(AED million)

**254**

Net Profit  
Growth

**+10%**

- 
- ✓ **Grow core categories** ahead of market growth
  - ✓ **Drive profit** ahead of revenue growth
  - ✓ **Improve performance** of non-core categories
  - ✓ **Expand internationally** thru M&A
  - ✓ **Align organization** and capabilities

<sup>1</sup> FY2016 numbers are preliminary, estimated, unaudited.



# Agthia Group PJSC

*Thank you.*



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