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For Wholehearted Living



Agthia Group PJSC ***1Q'18 Analyst & Investor Earnings*** ***Conference Call***

Abu Dhabi, 30 April 2018

GROUP REVENUES

78% of our business displayed strong like-for-like growth

Like-for-like Growth¹ | Percent

Water

+4.8

Beverages

-12.8

Food

+16.8

Flour

-12.1

Animal Feed

+13.4

Net Revenues

AED384M
(78%)











AED107M
(22%)

¹ AED 48 million in 1Q17 net revenues of: 1) additional months of consolidation pertaining to the acquisition of the Saudi water entity 2) opportunistic bulk trading of grains 3) a part of exports within the GCC do not exist in this year and accordingly are excluded in calculation of like-for-like growth.



MARKET SHARES

Al Ain Water's strong leadership continues

	Vol. Share ¹	Agthia	Market
Al Ain Water – PET	28%		
Alpin B. Water – PET	1%		
Al Bayan B. Water – PET	1%		
Capri Sun – Juice Drink	9%		
Yoplait – Fruit Yogurt	14%		

¹ ACNielsen retail audit FM18 MAT shares for Water, Beverages, and ON17 for Dairy.





Vitamin



**BRING
SUNSHINE
TO YOUR LIFE**

Stronger bones | More energy
Better immunity | Better focus

THE SUNSHINE WATER

AL AIN VITAMIN D MARKET SHARE

Encouraging results in a short time

	Vol. Share ¹	Val. Share ¹
Total UAE	0.4%	0.6%
Modern Trade	0.5%	0.8%

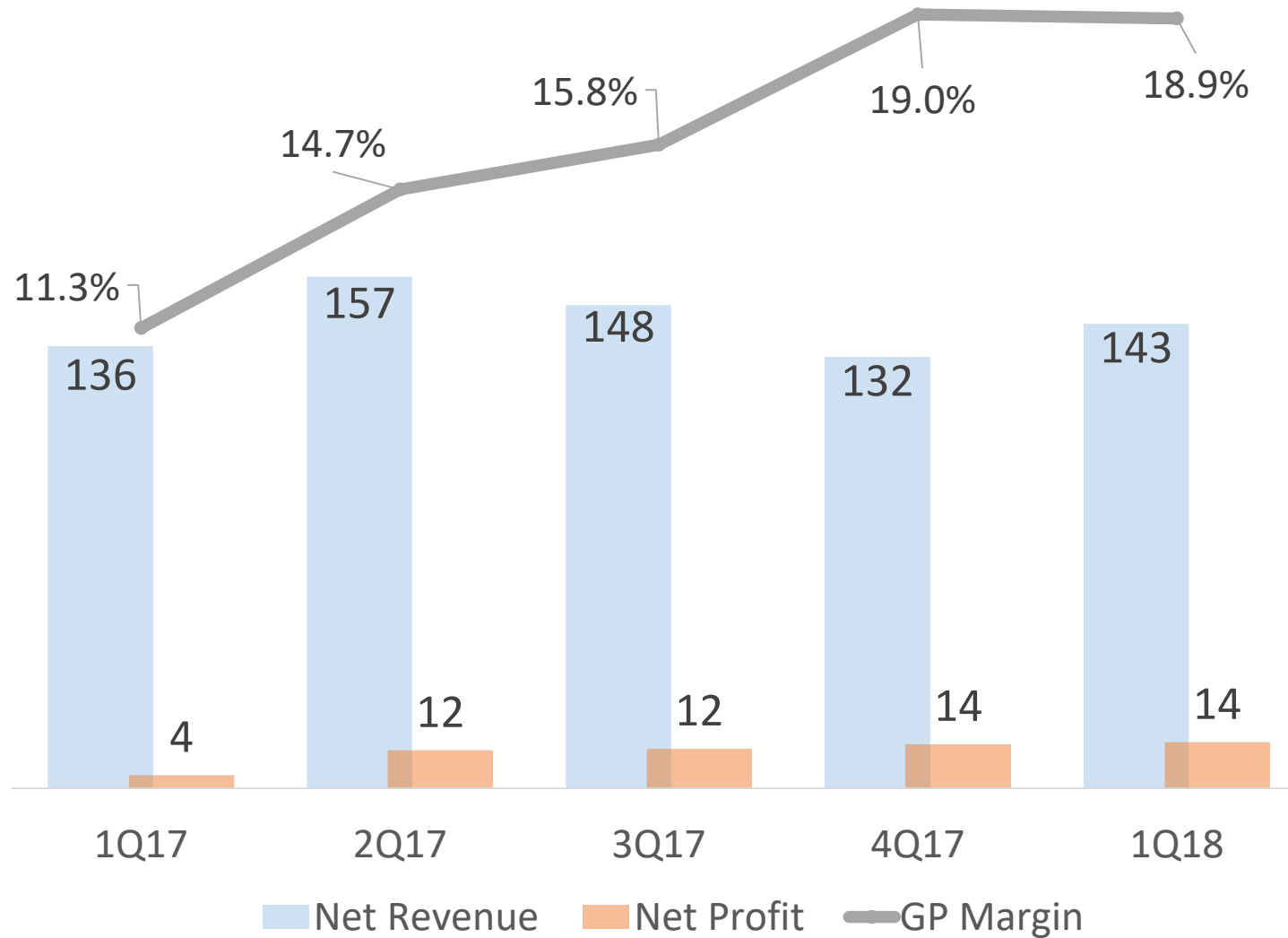
Al Ain Vitamin D was launched in Jan'18

¹ ACNielsen retail audit FM18 shares.



ANIMAL FEED

Key business parameters stabilized in a mostly post-subsidy market



LOSS-MAKING BUSINESSES

Remarkable turnaround and value generation in the last two years

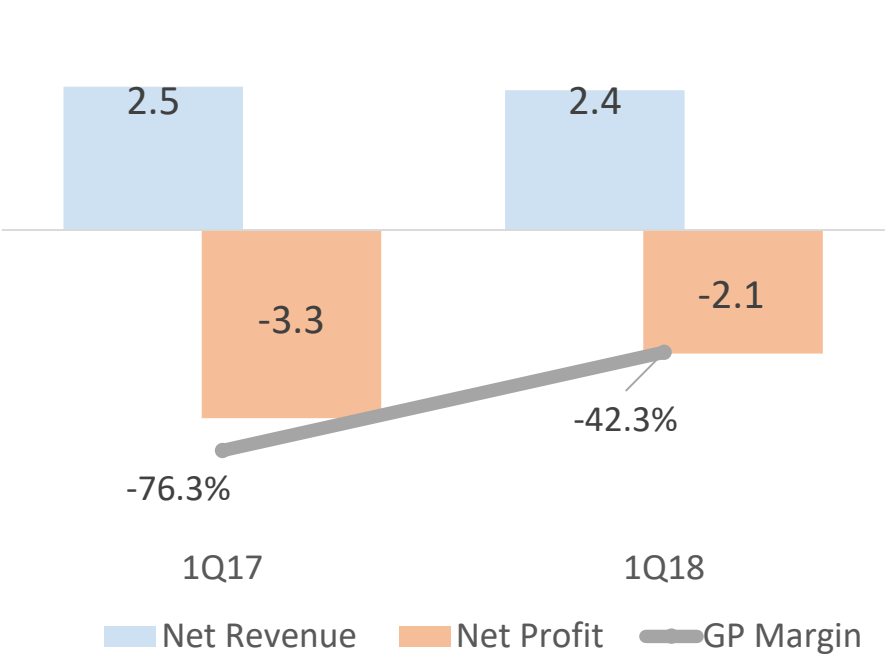
	<u># of Businesses</u>	<u>Net Loss AED M</u>
FY 2015	5 (Bakery, Dairy, Turkey, Egypt, TP UAE)	40
FY 2017	2 (Bakery, Dairy)	15
1Q18	2 (Bakery, Dairy)	2.7



LOSS-MAKING BUSINESSES

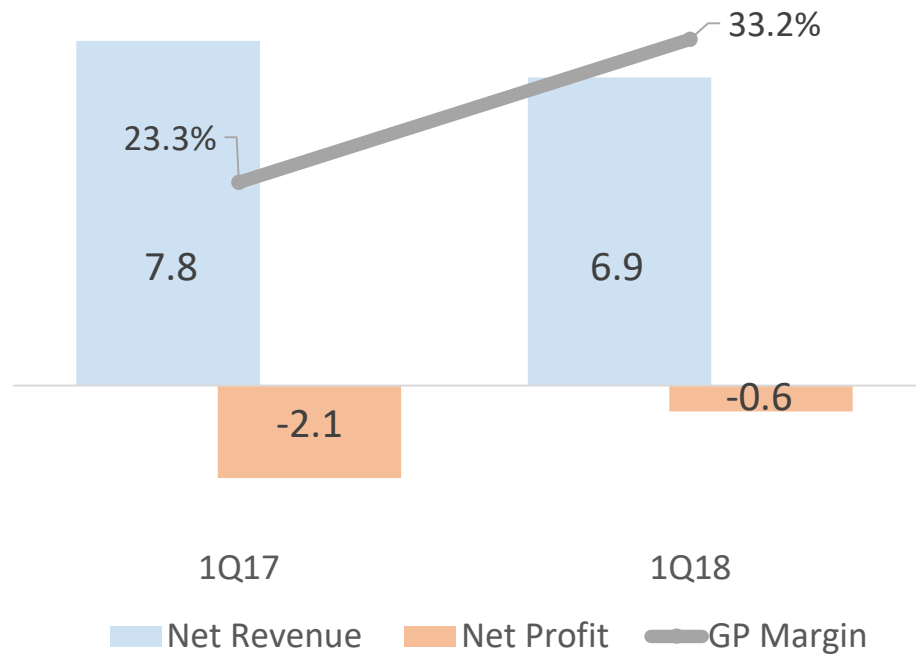
Bakery and Dairy

BAKERY AED MILLIONS | PERCENT



- Continue turnaround efforts
- Finalize available alternative options

DAIRY AED MILLIONS | PERCENT



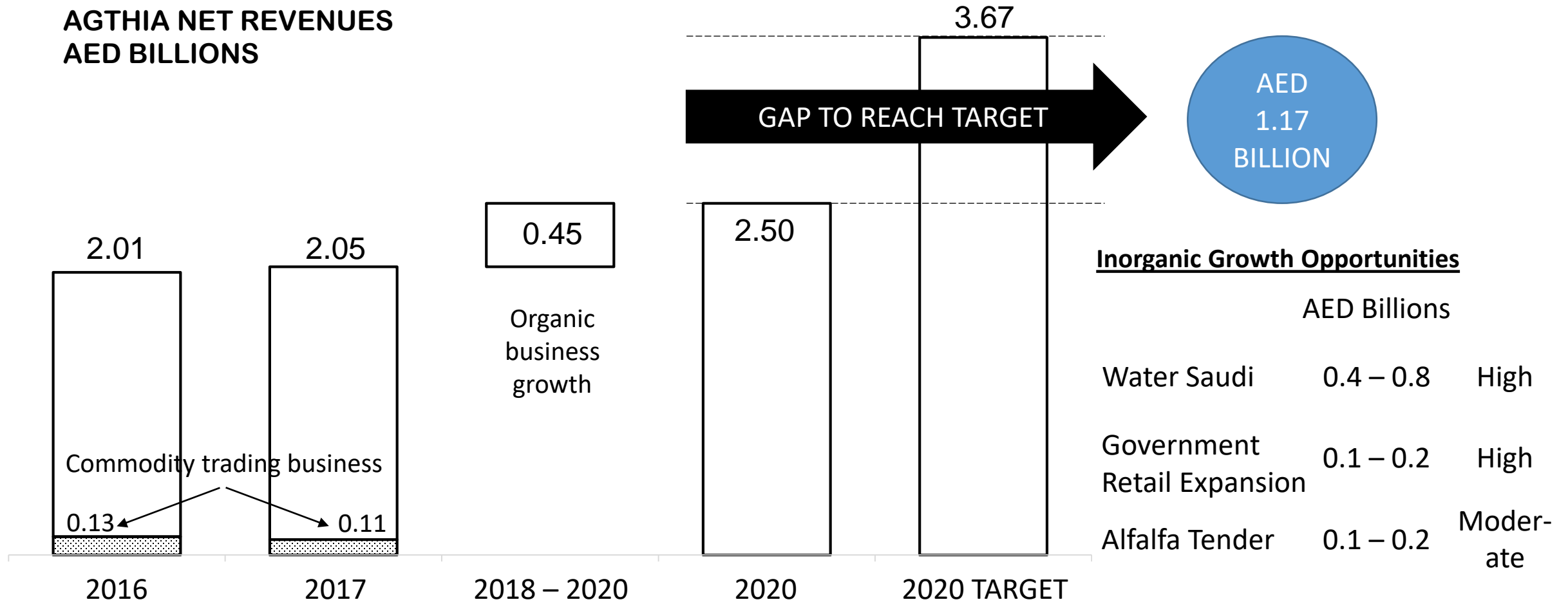
- Continue performance enhancement
- Seek and capture options for scale build-up



TARGET 2020

Achievable but inorganic growth is the key

AGTHIA NET REVENUES AED BILLIONS





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FINANCIAL PERFORMANCE



GROUP REVENUE & PROFIT

Both metrics posted growth on like-for-like basis

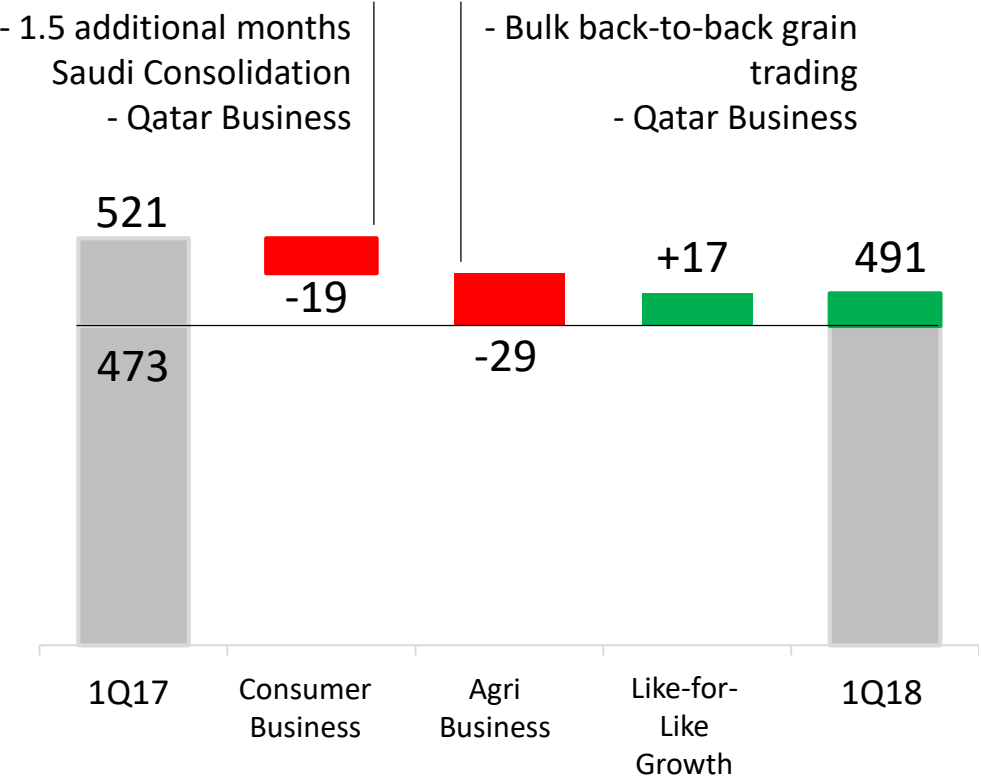
	<u>AED</u>	<u>1Q18</u>	Reported <u>1Q17</u>	Like-for-Like <u>1Q17</u>
Net Revenues		491M	521M -5.7%	473M +3.7%
Net Profit		47.1M	52.4M -10.2%	42.7M +10.1%



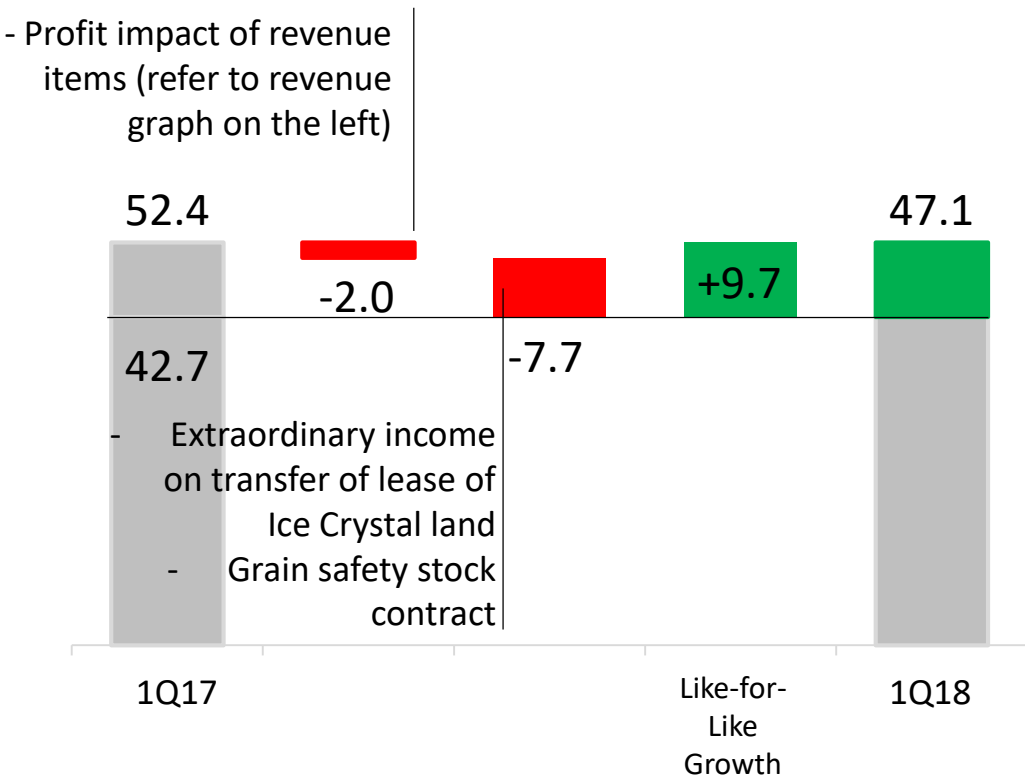
GROUP REVENUE & PROFIT

Reconciling items in growth

NET REVENUES | AED MILLIONS



NET PROFIT | AED MILLIONS



GROSS PROFIT MARGIN

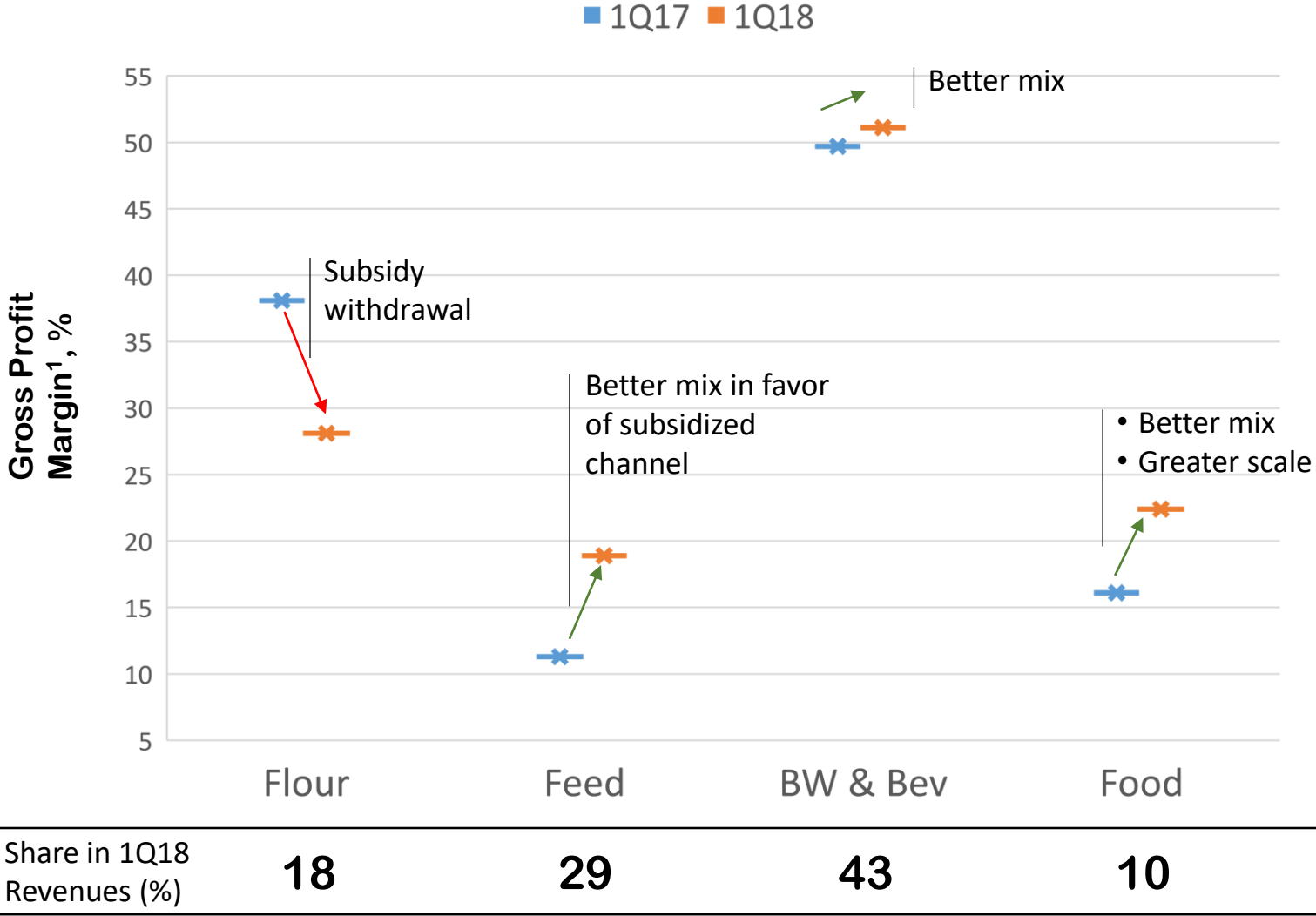
No unexpected movement

GROUP MARGIN

1Q18 1Q17

34.4% 33.6%

+80 bps



2018 GUIDELINE ESTIMATES

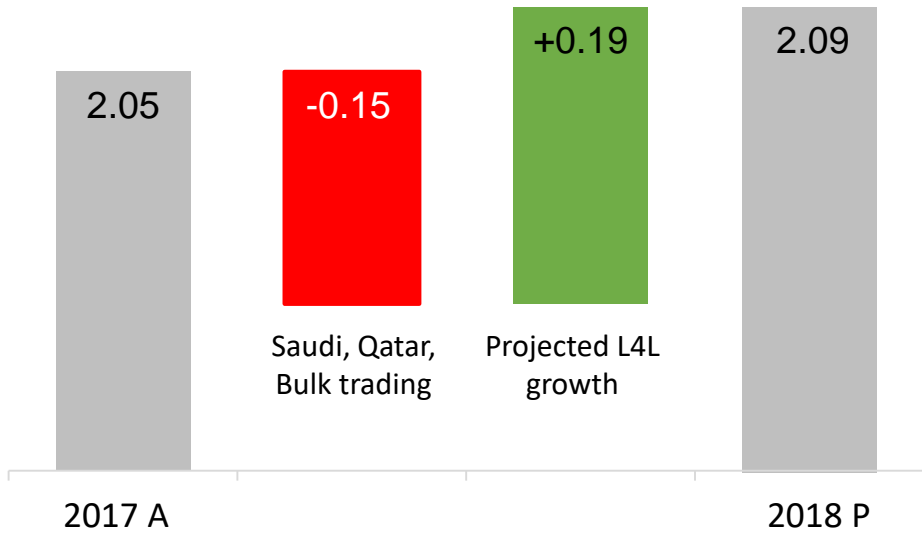
Moderate top line growth, flat bottom line

	GROUP (Vs. 2017)
Net Revenue (Base adjusted)	+ 1-3% + 9-10%
Net Profit (Base adjusted)	Flat + 8-9%

Segment Revenue Growth Guidelines

- | | | | |
|--|--|--|--|
| <p>Water & Bev's:
(+) mid single digit. Saudi (+) mid teens over 12-month base.</p> | <p>Flour:
Flat excluding trading in base. (-) mid single digit reported base.</p> | <p>Feed:
(+) high single digit excluding trading in base. Flat reported base.</p> | <p>Food:
(+) high teens</p> |
|--|--|--|--|

NET REVENUES | AED MILLIONS



NET PROFIT | AED MILLIONS



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Q&A

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