

# AGTHIA GROUP PJSC

## Financial Results for Nine Months to September 30, 2015



Results Conference Call – October 29<sup>th</sup>, 2015

# CONTENTS

- Al Bayan Acquisition
- Results
- Outlook
- Q&A

# CONTENTS

- AI Bayan Acquisition
- Results
- Outlook
- Q&A

# AL BAYAN WATER COMPANY

- A leading player in 5-Gallon water segment in the UAE with also presence in Oman
- Strong brand, wide customer base and distribution, established infrastructure in Northern Emirates
- Consolidates Agthia's leading position in the UAE
- Excellent strategic fit
  - Unlocks further growth potential
  - Provides many opportunities for synergy

# WHY AL BAYAN

Strategic Fit

Strong Brand

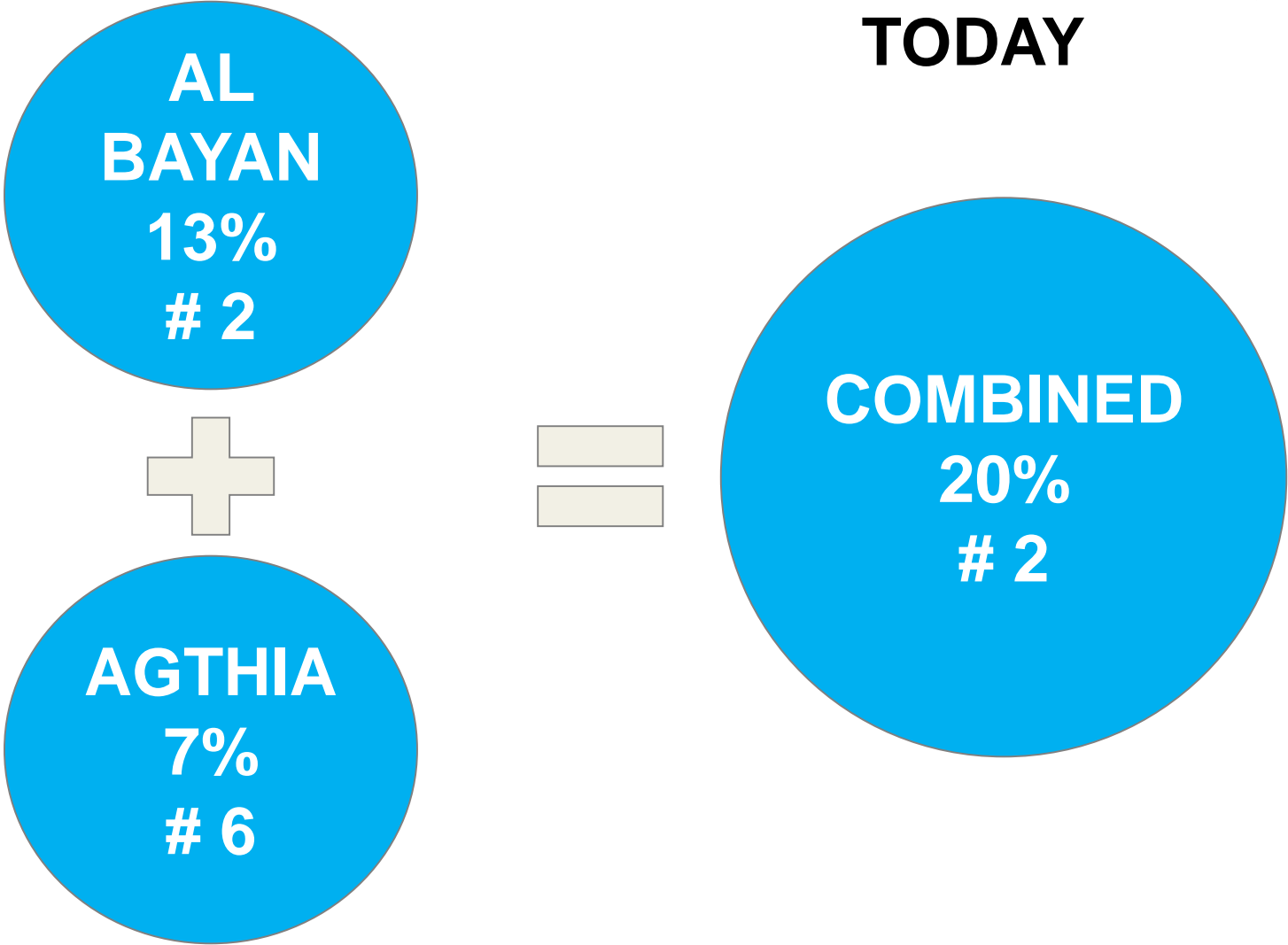
Established Infrastructure

Synergy Opportunities



# WHY AL BAYAN

## 5-Gallon Bulk Water Segment TODAY

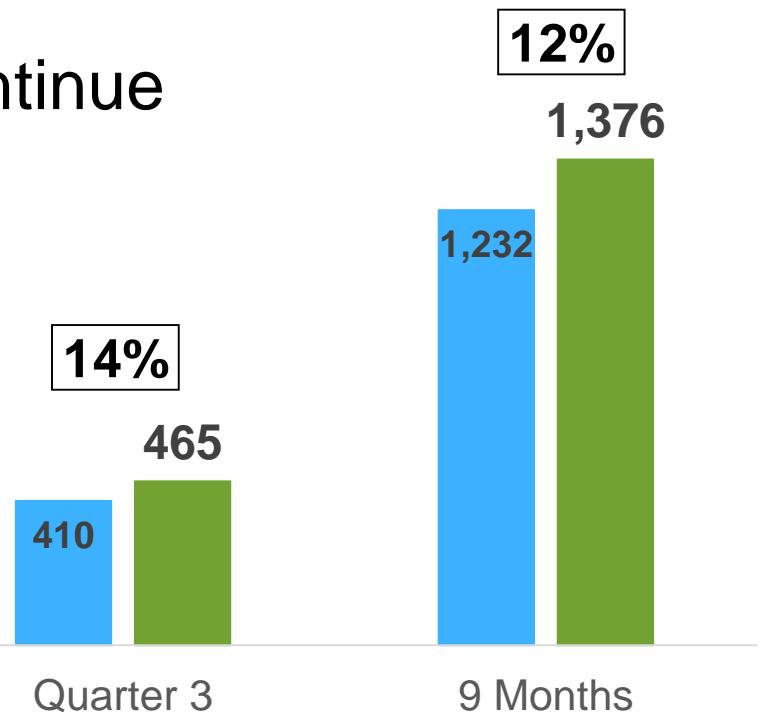


# CONTENTS

- AI Bayan Acquisition
- **Results**
- Outlook
- Q&A

# GROUP NET SALES

- Strong top line growth – 12% versus YA
- Core businesses maintain solid growth momentum
- Water & Beverages, Flour continue driving growth



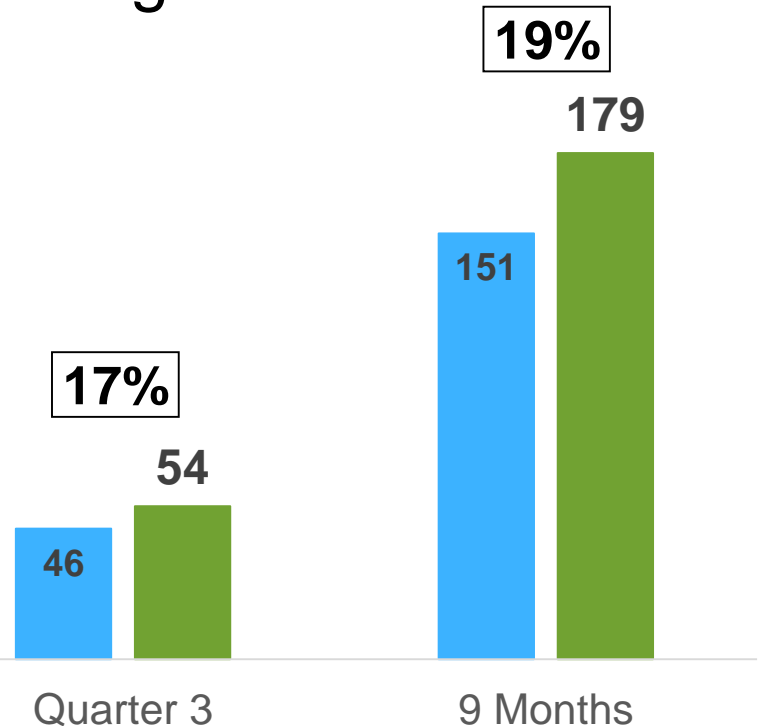
Net Sales – AED Million  
Growth

■ 2014 ■ 2015



# GROUP NET PROFIT

- Robust profit performance – 19% increase versus YA
- Sustained higher sales, improved gross margins drive higher profit

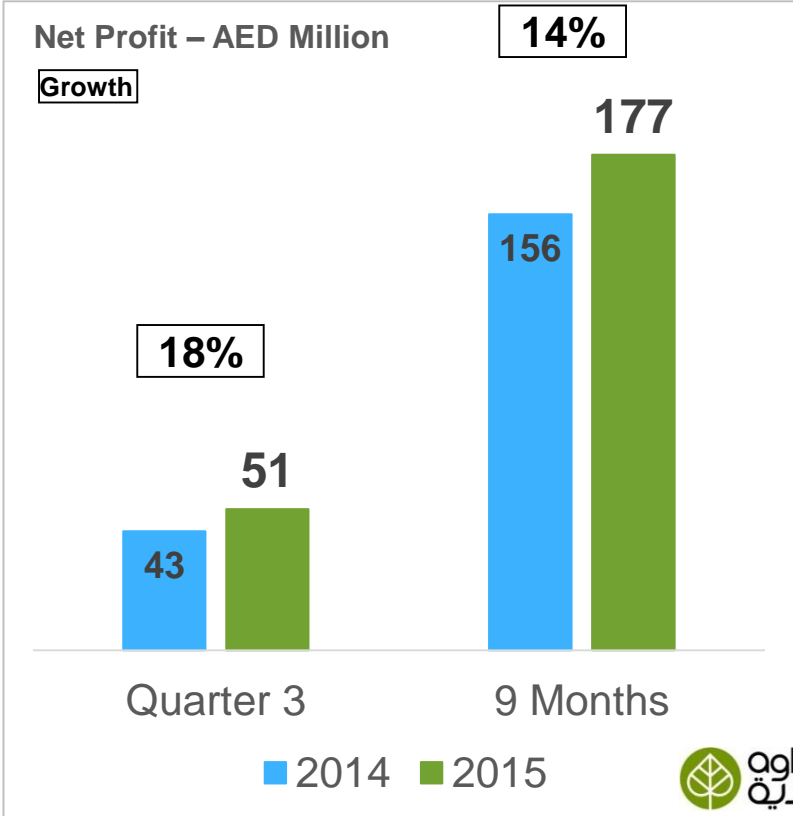
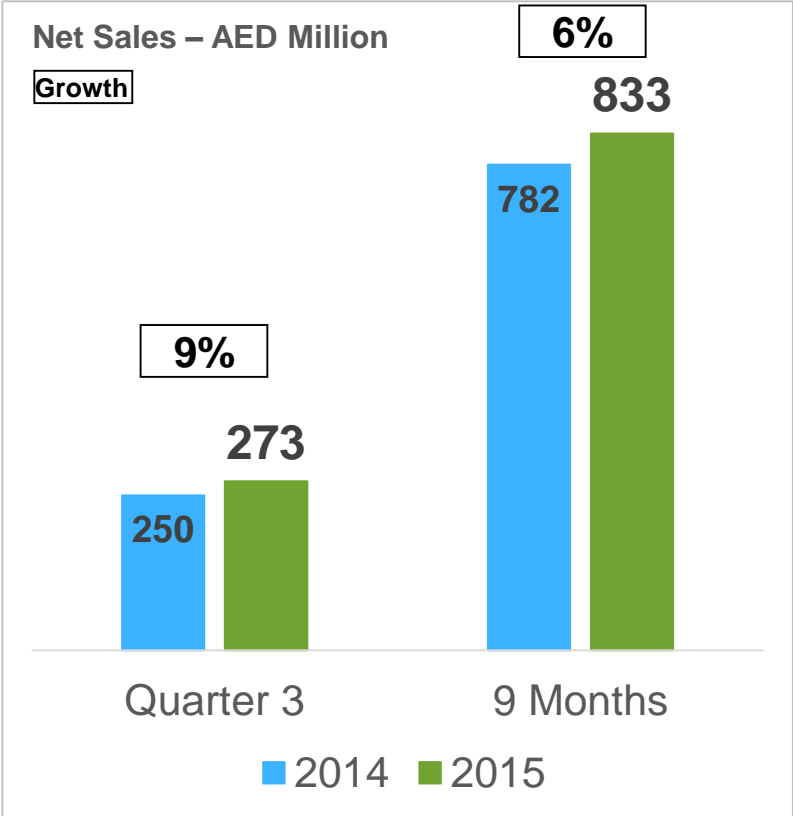


Net Profit – AED Million  
**Growth**

■ 2014 ■ 2015

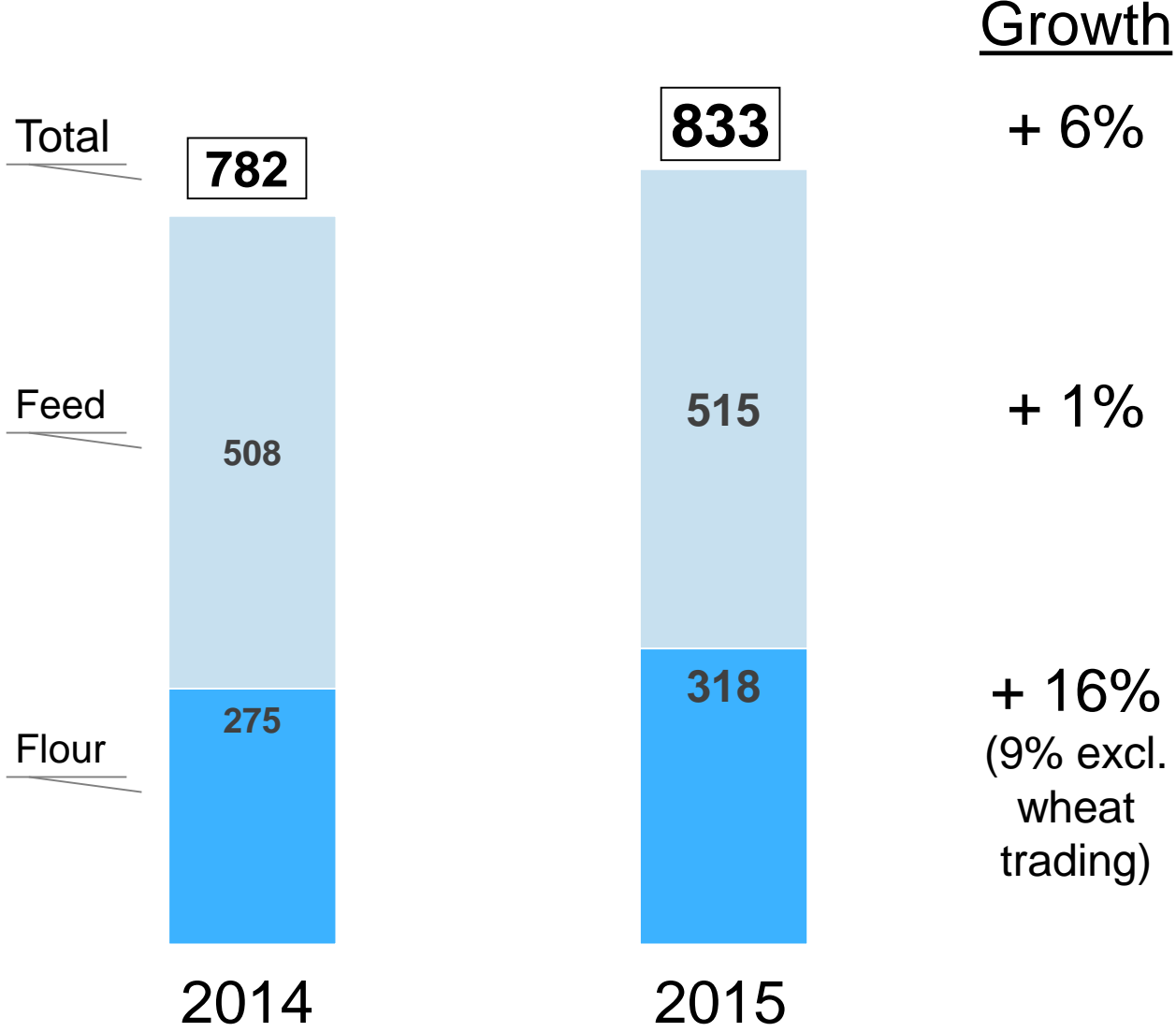
# AGRI BUSINESS RESULTS

- 6% Sales growth; profit growth at 14% outpacing sales
- Higher sales, better mix and low commodity prices drive higher profit



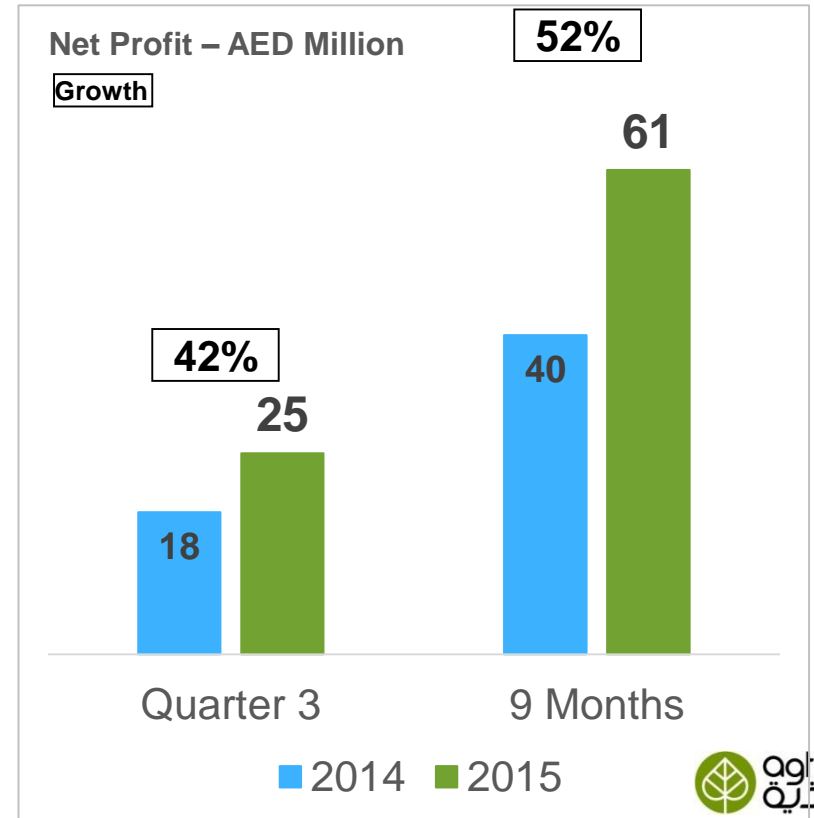
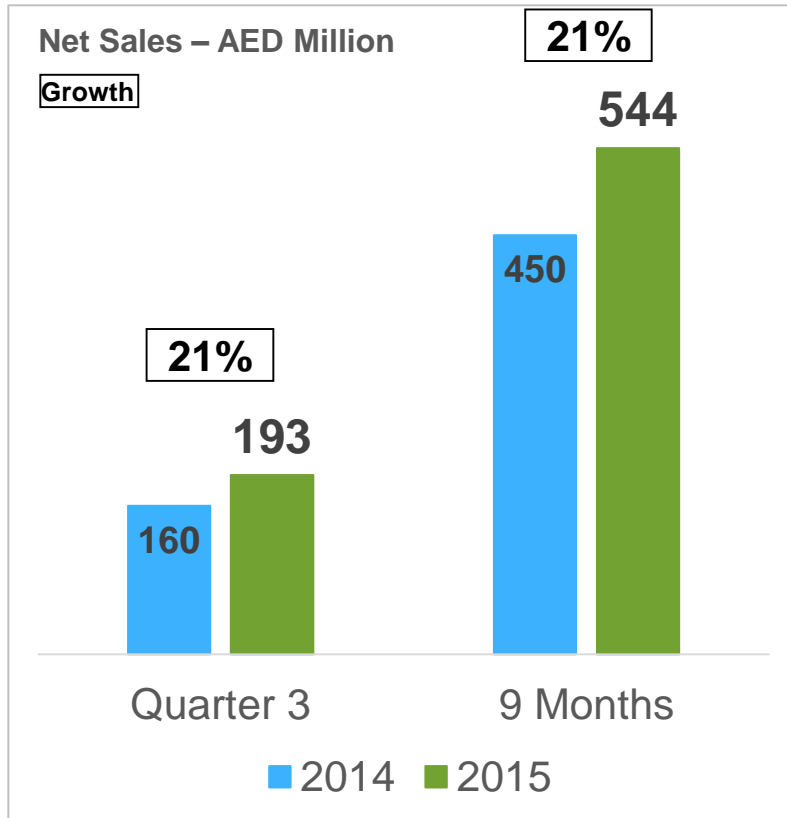
# AGRI BUSINESS

## Segments' Results

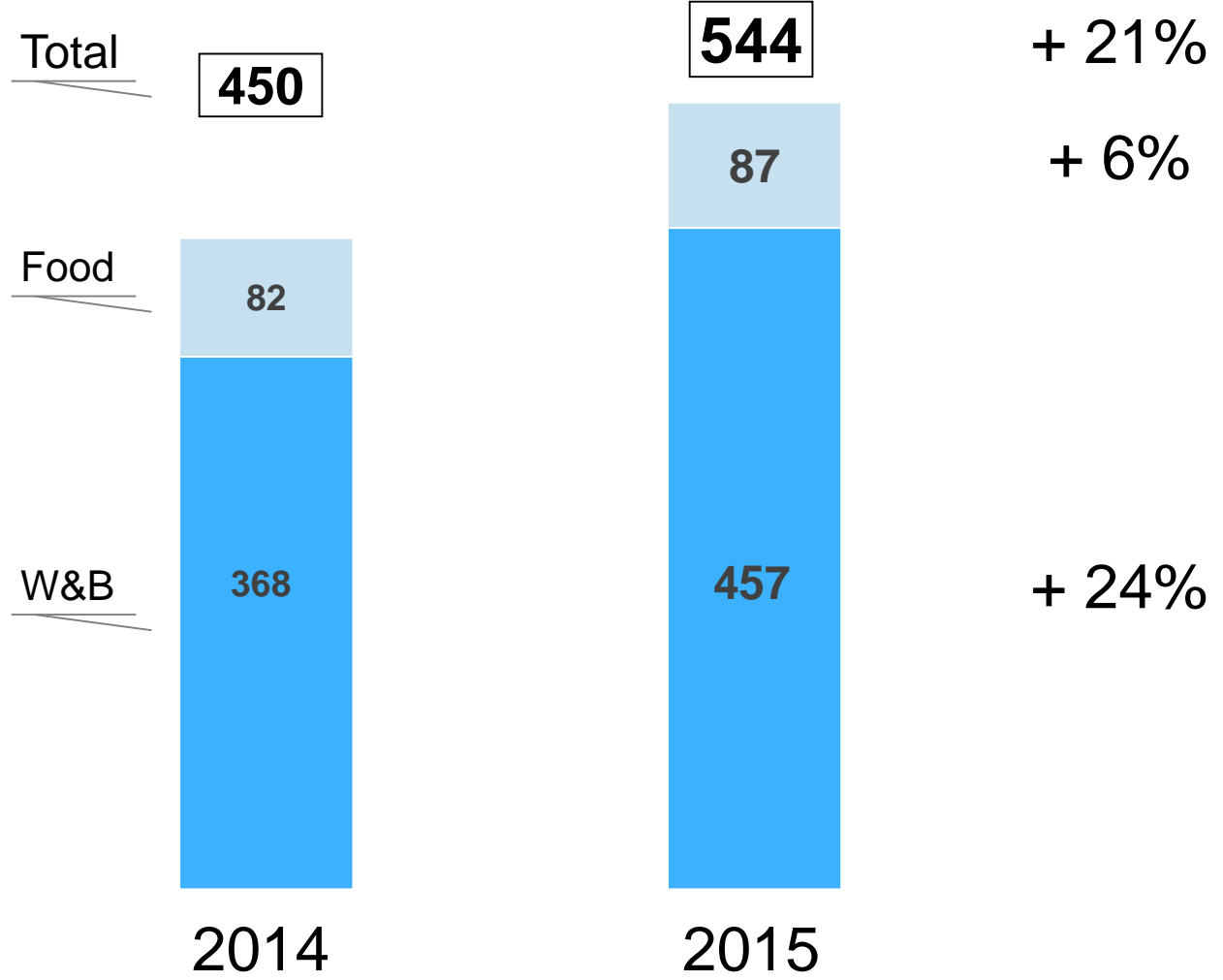


# CONSUMER BUSINESS RESULTS

- Very strong growth both top and bottom line
- Higher gross margin as a result of product cost efficiencies drive higher profit

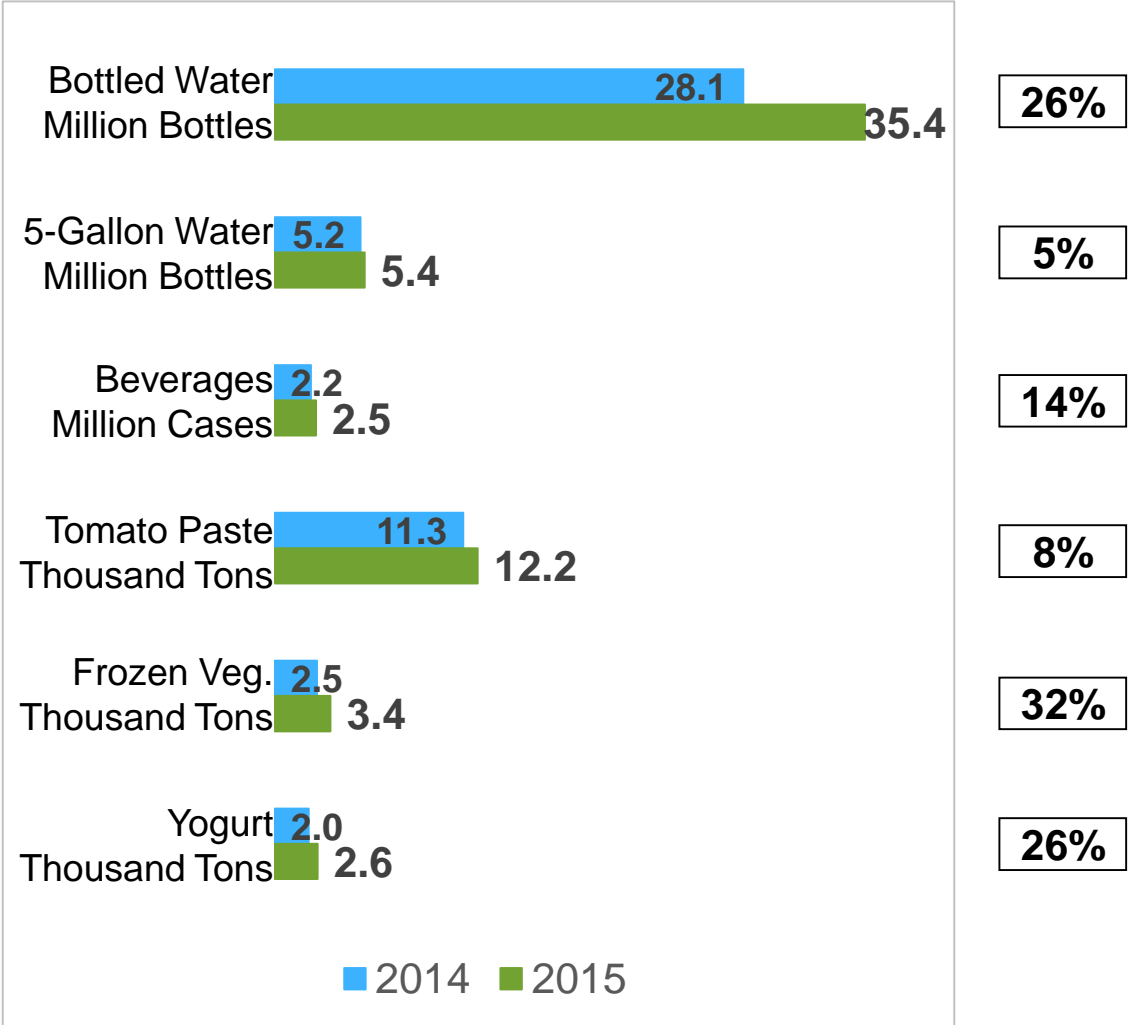
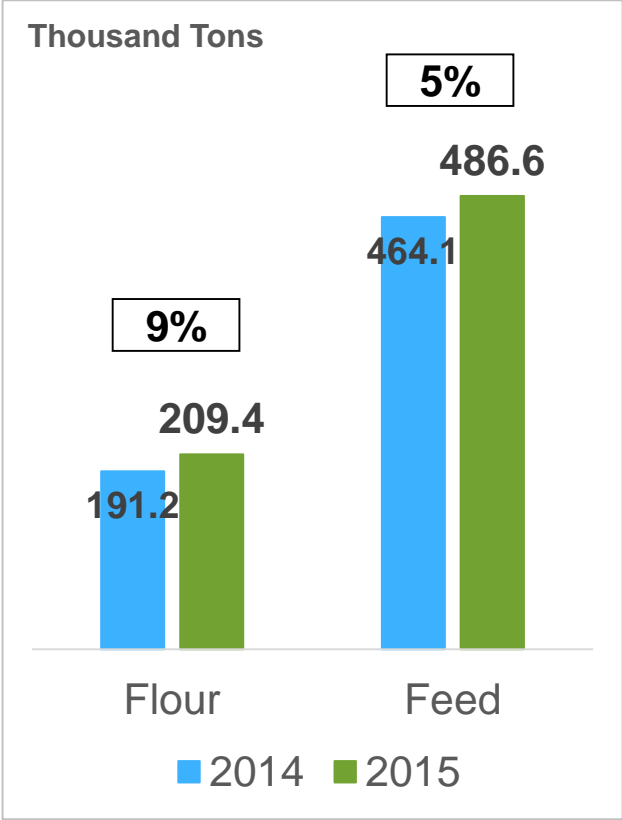


# CONSUMER BUSINESS Segments' Results



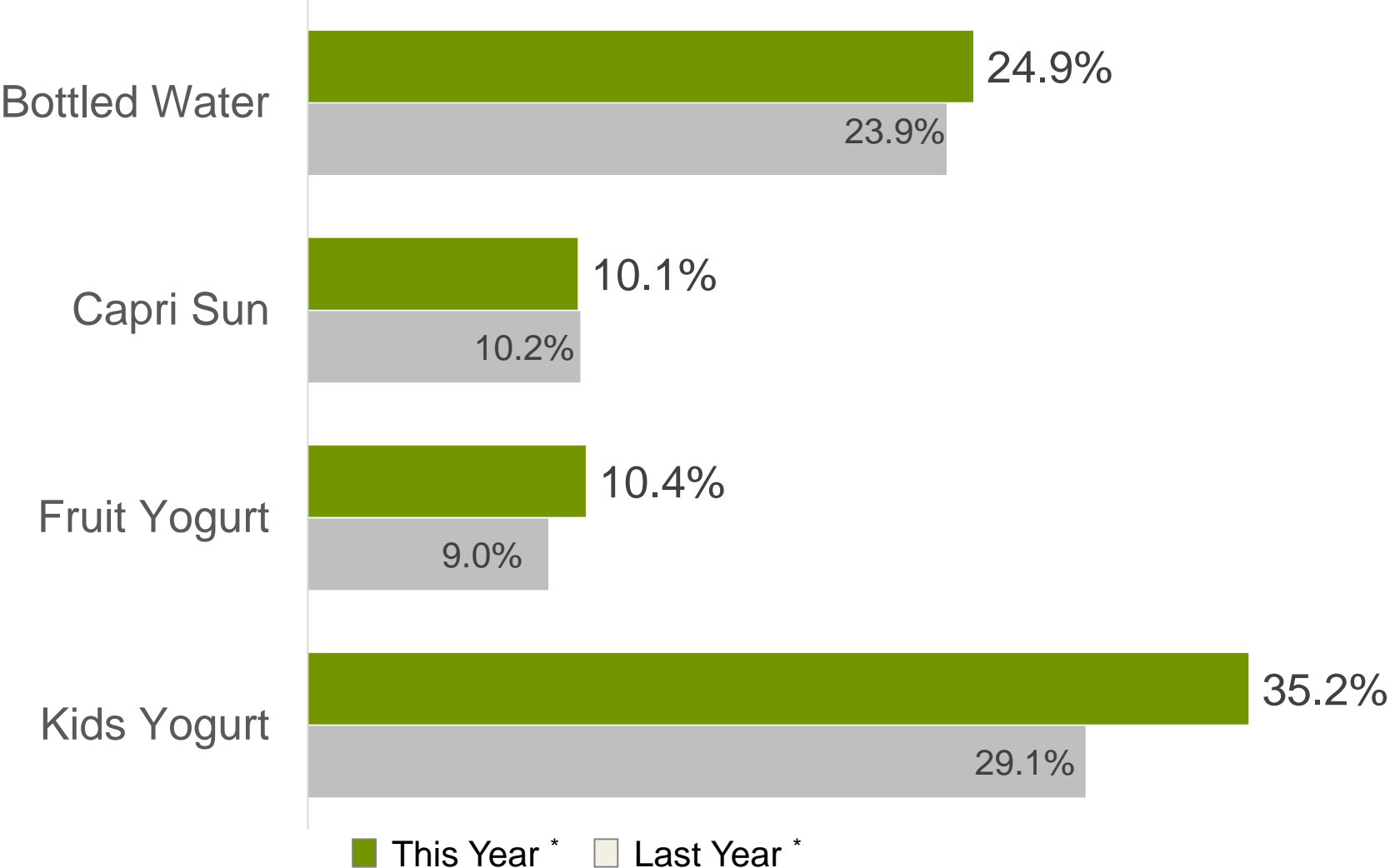
# VOLUME

## Segments' Results



# BRAND HEALTH

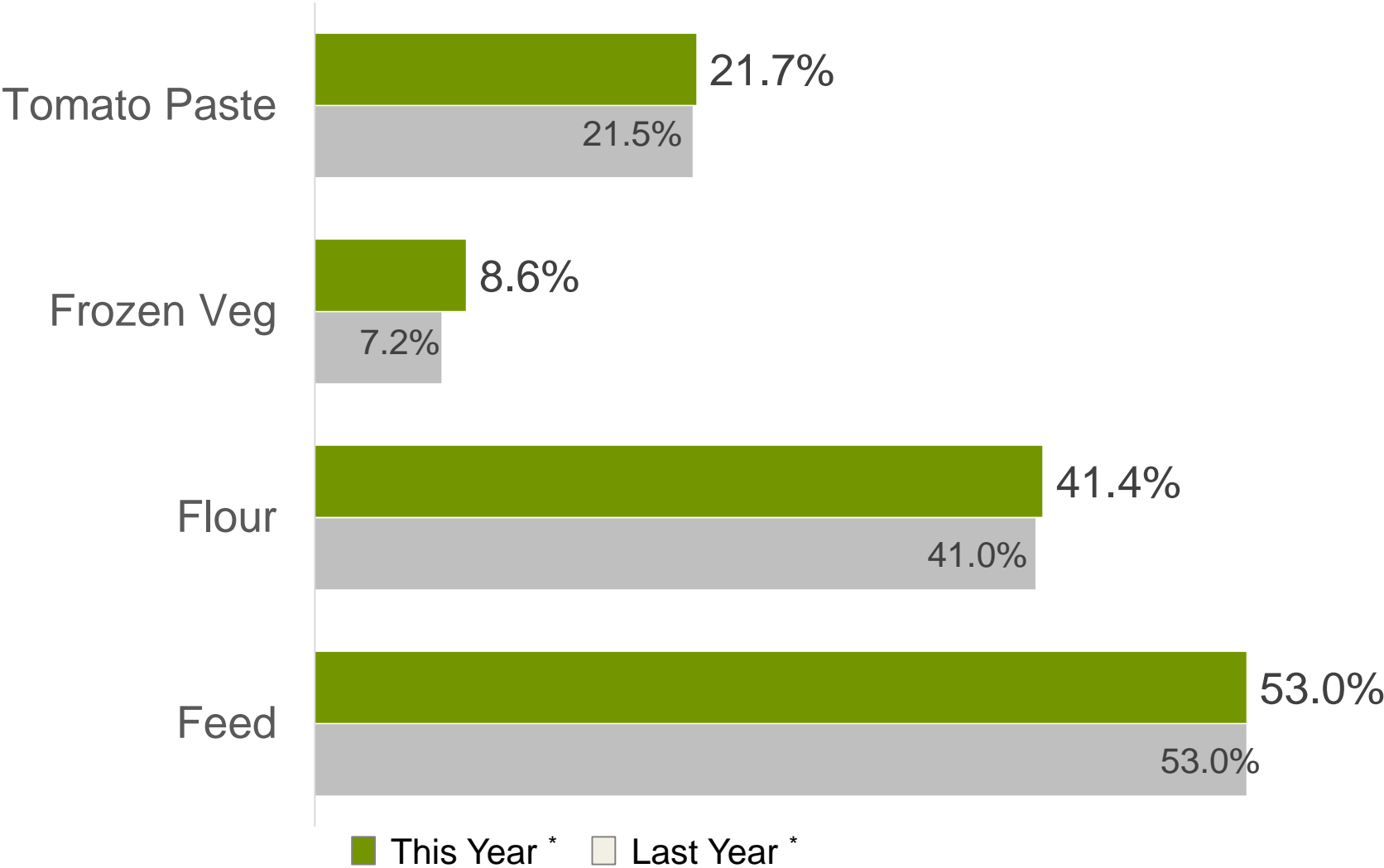
## Market Shares<sup>1</sup>



<sup>1</sup> Volume shares except Yogurt, which is value shares. | \* This Year is JJ YTD 2015; Last Year is TY MAT 2014

# BRAND HEALTH

## Market Shares<sup>1</sup>

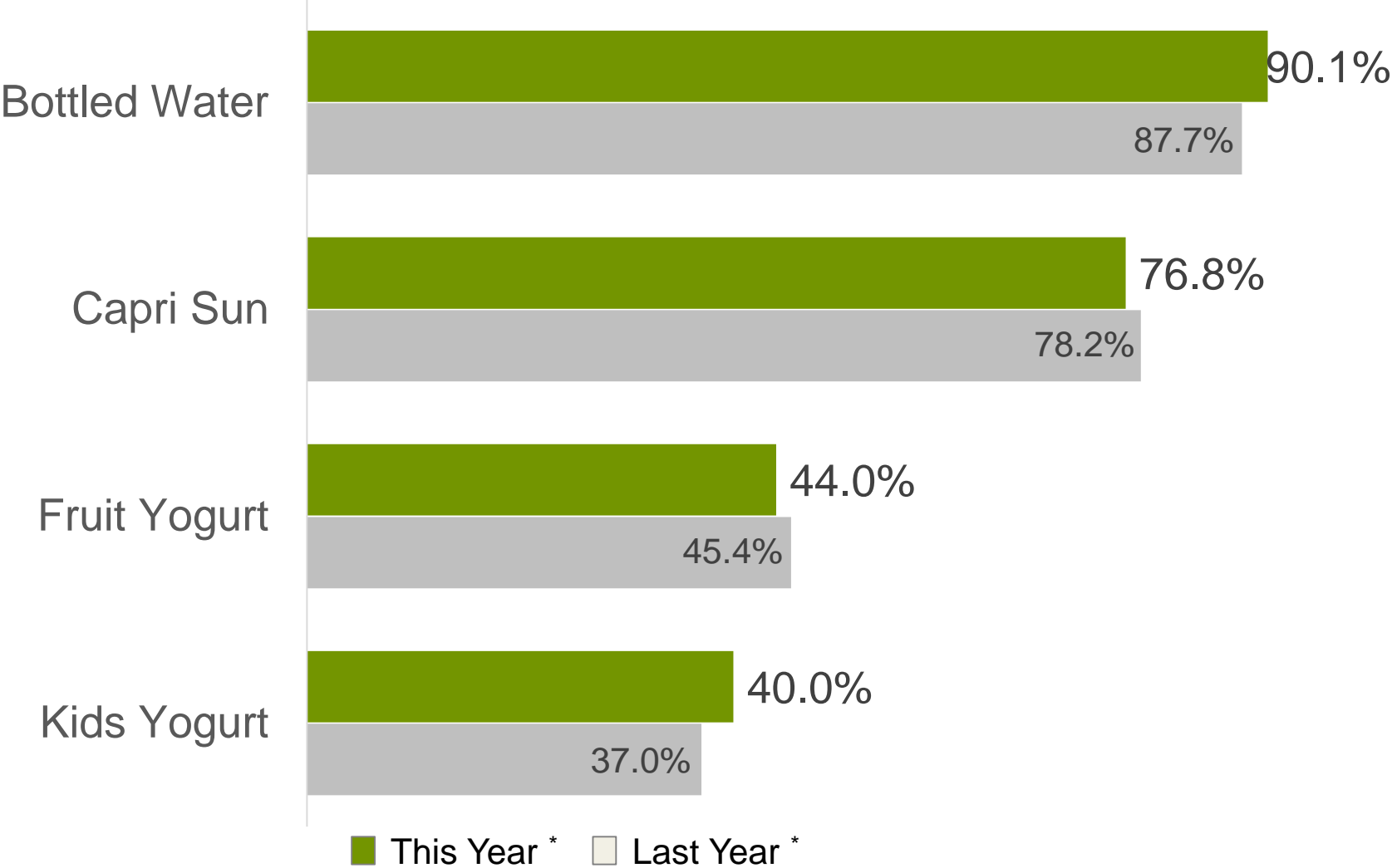


<sup>1</sup> Volume shares except Yogurt, which is value shares. | \* This Year is JJ YTD 2015; Last Year is TY MAT 2014



# BRAND HEALTH

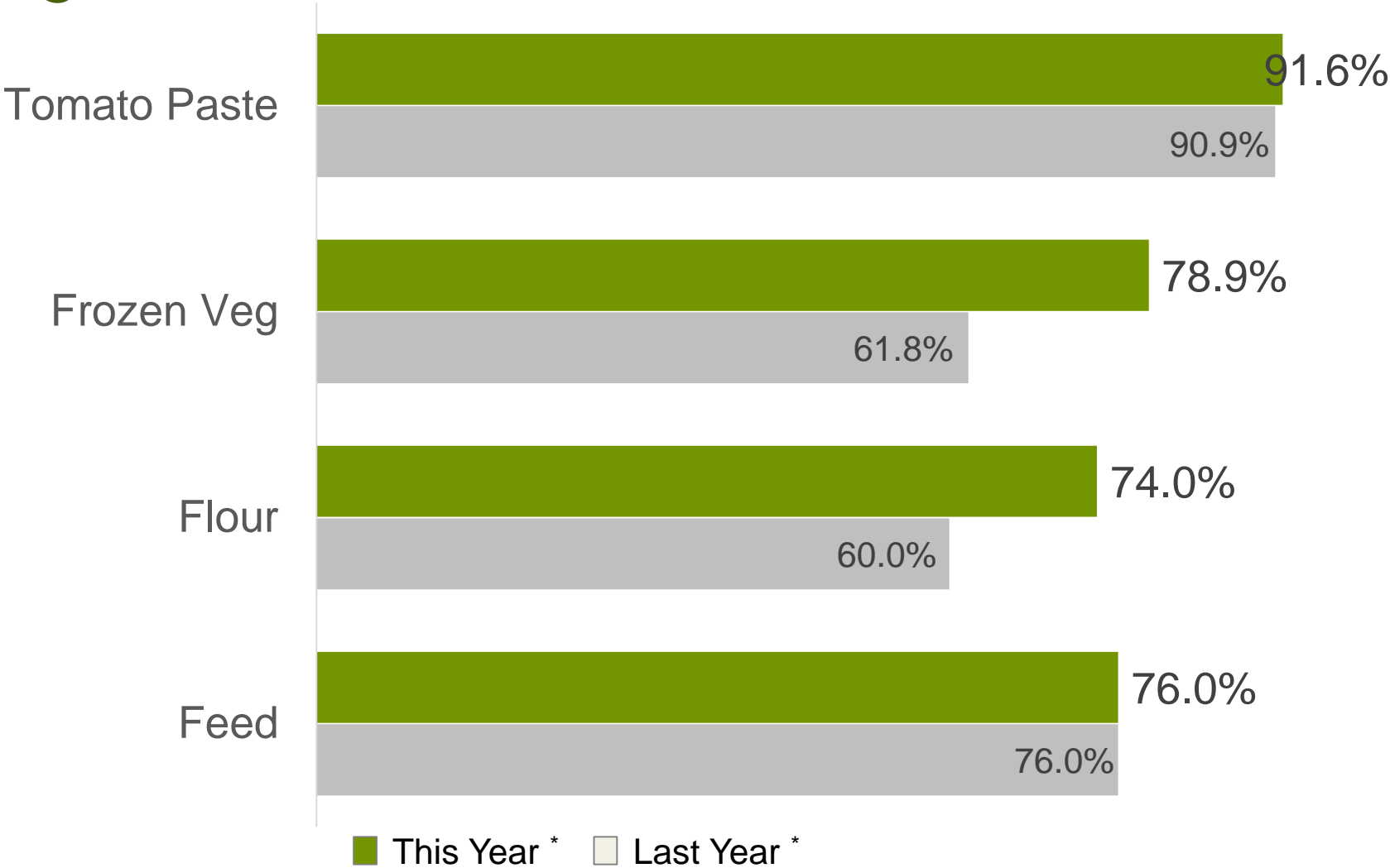
## Weighted Distribution<sup>1</sup>



<sup>1</sup> Except Feed, which is numeric distribution. | \* This Year is JJ YTD 2015; Last Year is TY MAT 2014

# BRAND HEALTH

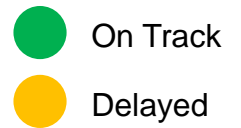
## Weighted Distribution<sup>1</sup>



<sup>1</sup> Except Feed, which is numeric distribution. | \* This Year is JJ YTD 2015; Last Year is TY MAT 2014

# PROJECTS

## Progress-To-Date



Turkey Capacity Expansion



Q4 2015

Alpin New PET & Glass Bottle



Q4 2015

Al Ain Warehouse Expansion



Q4 2015

2<sup>nd</sup> Hi-Speed Water Line



Q2 2016

Dubai Distribution Center



Q4 2016

Al Wathba Warehouse Expansion



Q4 2016

New Grain Storage Silos



Q2 2017

# CONTENTS

- Al Bayan Acquisition
- Results
- **Outlook**
- Q&A

# STRATEGIC PRIORITIES

- Portfolio expansion – new products
- Strengthen distribution footprint – domestic and international
- Acquire new customers
- Launch retail flour in the KSA
- Organization re-design to support growth
- Mergers & Acquisitions

# OUTLOOK

## We carry on meeting expectations for full year

- Solid nine months
- Strong balance sheet to support growth
- Robust progress on projects and priorities
- We maintain positive outlook for 2015

# AGTHIA GROUP PJSC

## Financial Results for Nine Months to September 30, 2015

### QUESTIONS & ANSWERS

Results Conference Call – October 29<sup>th</sup>, 2015

