

Agthia Group PJSC

First Quarter 2014 Financial Results

Conference Call – April 29, 2014



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Business Developments

Highlights of Q1 2014

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Good progress across all business units

Highlights of Q1 2014

- Continued robust performance for Q1 2014
 - Sales growth – 8% reaching AED 390.1 million
 - Net profit growth – 32% reaching AED 49 million
- Strong organic growth for core businesses (flour & animal feed, water & beverages)
 - Strong volume growth in animal feed
 - Product diversification
- Business developments
 - Launch of Agrivita
 - Completed flour production capacity expansion
 - Other expansion projects on track

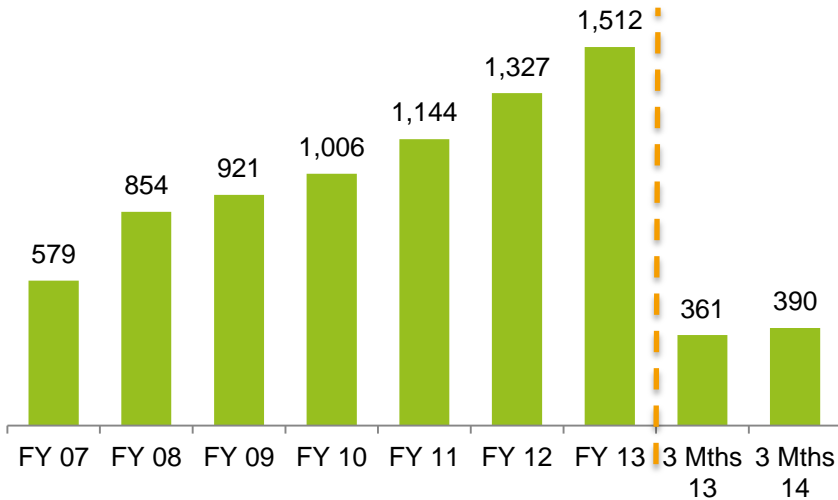
Financial Performance

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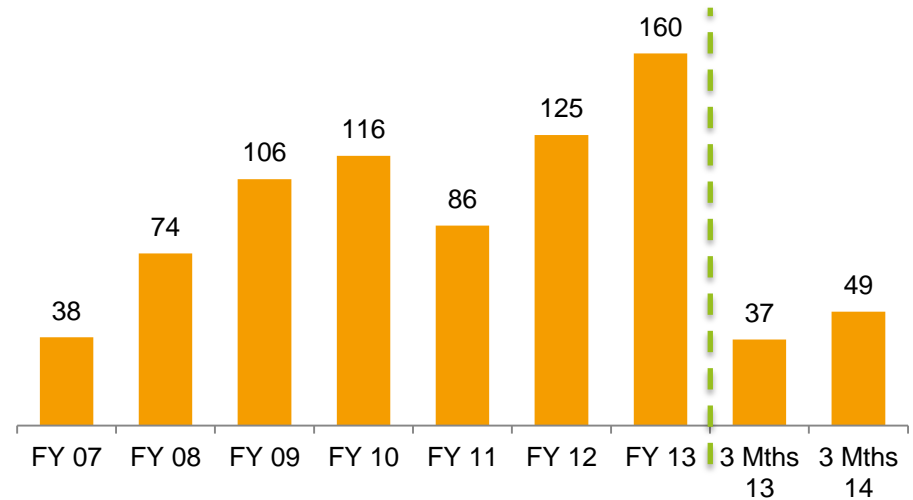
Strong sales, higher margins underpin growth

Group financial highlights – Q1 2014

Net sales (AED million)



Net profit (AED million)

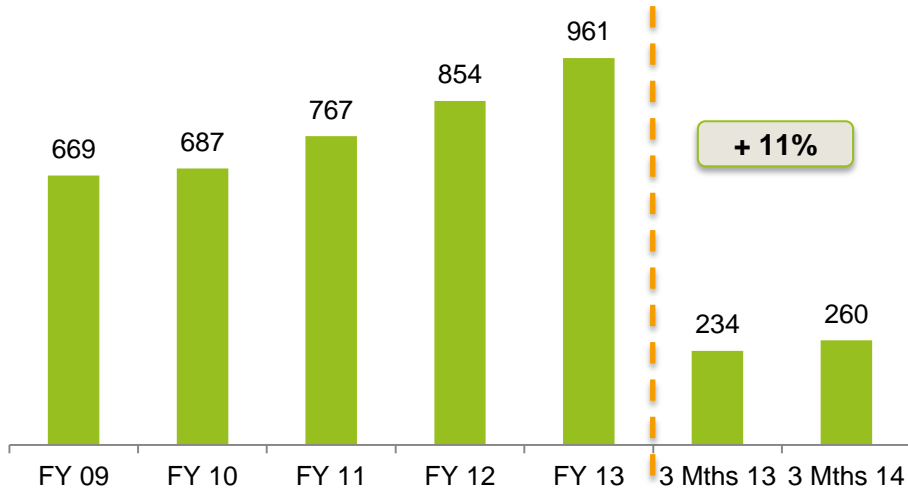


ABD sales increase 11% from same period last year

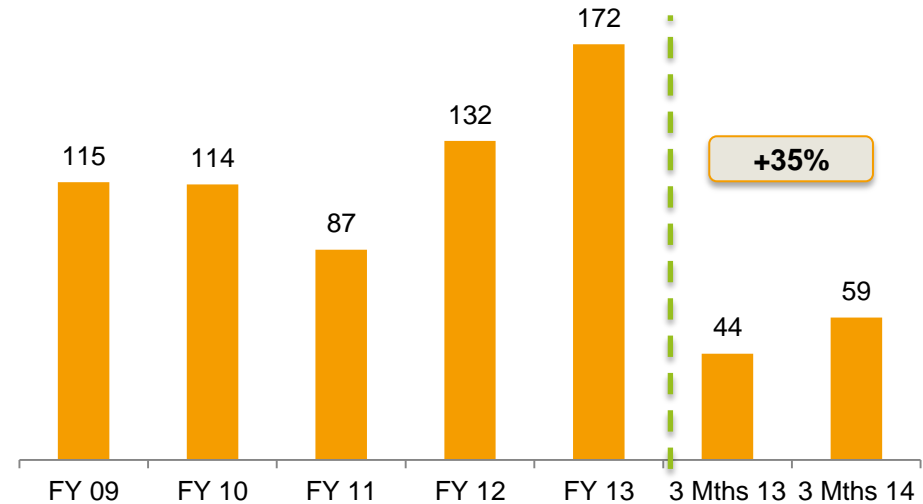
Agri Business Division (ABD) – Q1 2014



Net sales (AED million)



Net profit (AED million)



VOLUMES (tons)	FY 2013	FY 2014	% growth
Flour	68,639	65,280	-5%
Animal Feed	121,008	150,123	24%

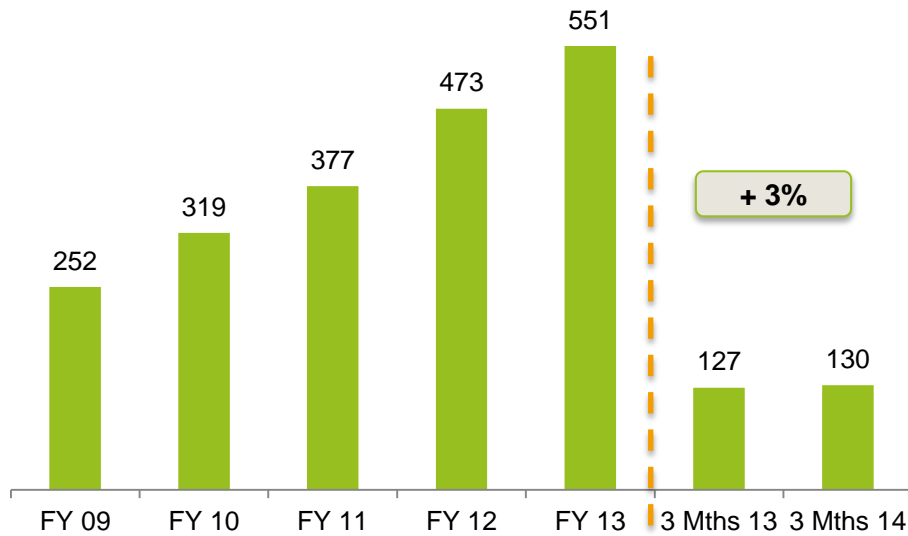


CBD sales increase 3% from same period last year

Consumer Business Division (CBD) – Q1 2014

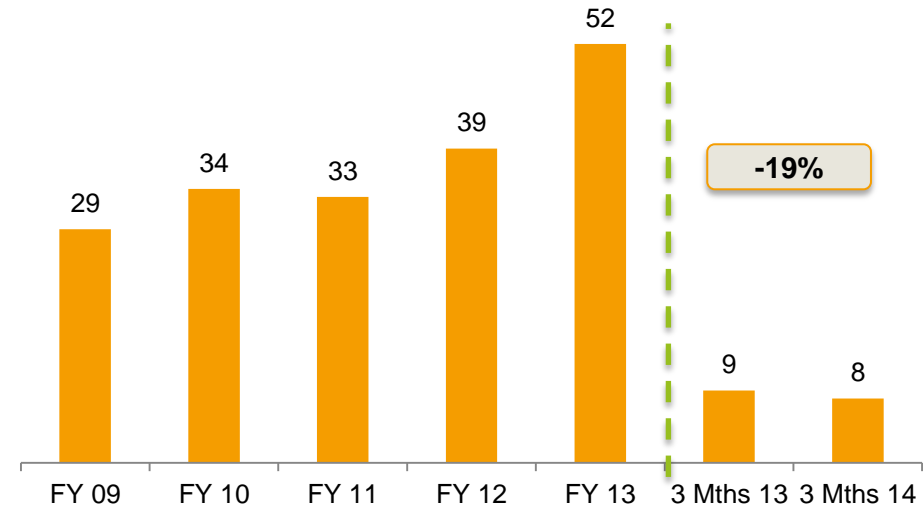


Net sales (AED million)



VOLUMES W&B- UAE	FY 2013	FY 2014	% growth
Bottled Water ('000 cases)	7,429	7,567	2%
HOD ('000 bottles)	1,007	1,142	13%
Beverages ('000 cases)	632	518	-18%

Net profit (AED million)



VOLUMES (tons)	FY 2013	FY 2014	% growth
Tomato paste & concentrate	3,403	2,658	-22%
Vegetables & Others	871	675	-23%
Dairy	422	581	38%

Outlook

2014 Key Focus Areas

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Outlook: sustainable growth via improved performance

2014 Key Focus Areas

Continued progress on strategy implementation:

- Driving growth of core businesses and cost saving initiatives, consolidating & accelerating diversification initiatives in UAE
- Integrating Turkey and Egypt operations into Consumer Business Division

Improving performance of recently launched products

- Yoplait - continues to gain market share
- Alpin wider launch in the UAE and GCC

New Launches:

- Launch of Monster products planned for Q2 2014
- Frozen baked product launch now scheduled for Q2 2014

Production capacity expansion projects:

- New high-speed water bottling line to commence production in Q2 2014
- Animal Feed production capacity expansion in Q4 2014

Questions

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Agthia Group PJSC
Investor Relations
Pamela Chahine

T +971 2 596 0600
F + 971 2 672 6070

ir@agthia.com
www.agthia.com

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