

Agthia Group PJSC

First Half 2014 Financial Results

Conference Call – July 24, 2014



Content

1. Business Developments
2. Financial Performance
3. Outlook
4. Q&As



Business Developments

Highlights of H1 2014



Good progress across all business units

Highlights of H1 2014

- Sustained strong performance for H1 2014
 - Sales growth – 8% reaching AED 822.6 million
 - Net profit growth – 21% reaching AED 104.5 million
- Sustainable, organic growth for core businesses
 - Strong volume growth in animal feed and water
 - Product diversification
- Business developments
 - Launch of Monster
 - New high speed water bottling line commissioned
 - Trial production of frozen baked products commences

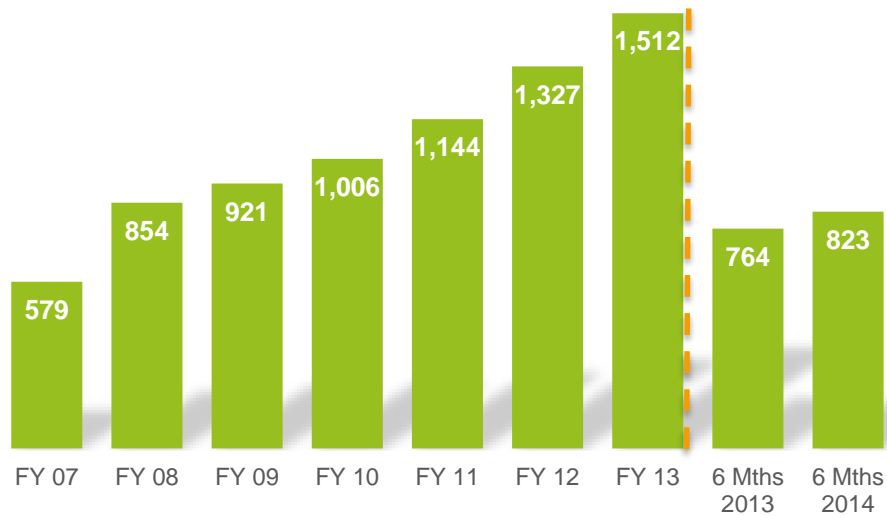
Financial Performance

2

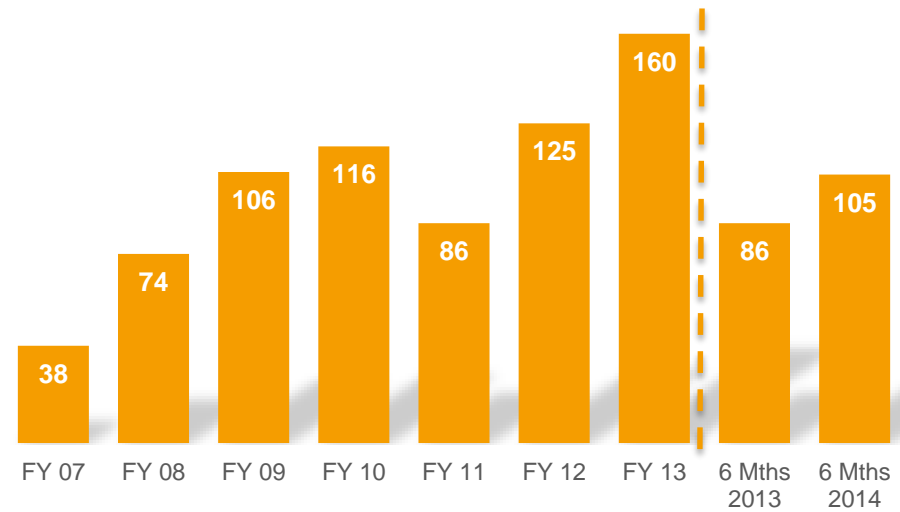
Strong sales and higher margins support growth

Group financial highlights – H1 2014

Net sales (AED million)



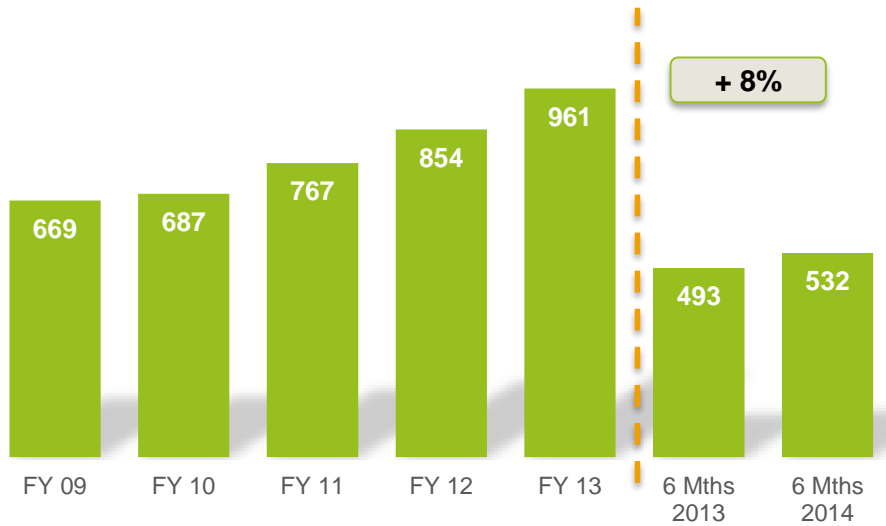
Net profit (AED million)



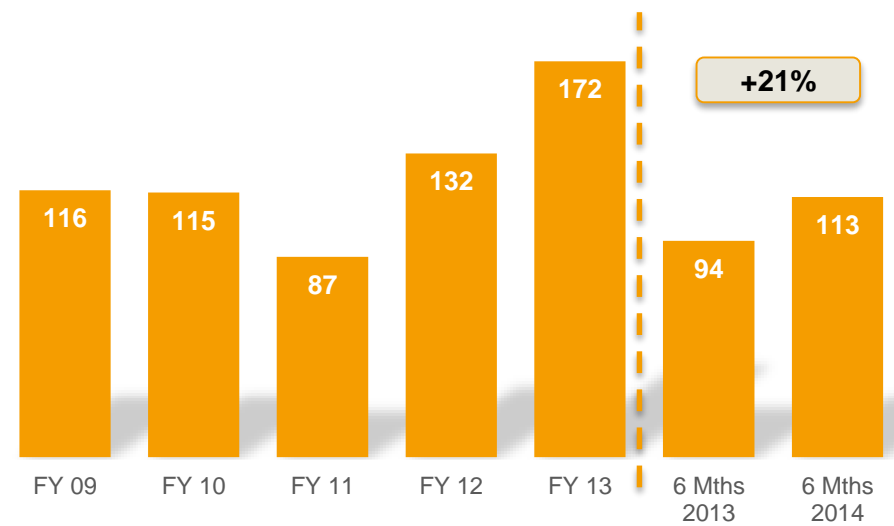
ABD sales increase 8% from same period last year

Agri Business Division (ABD) – H1 2014

Net sales (AED million)



Net profit (AED million)



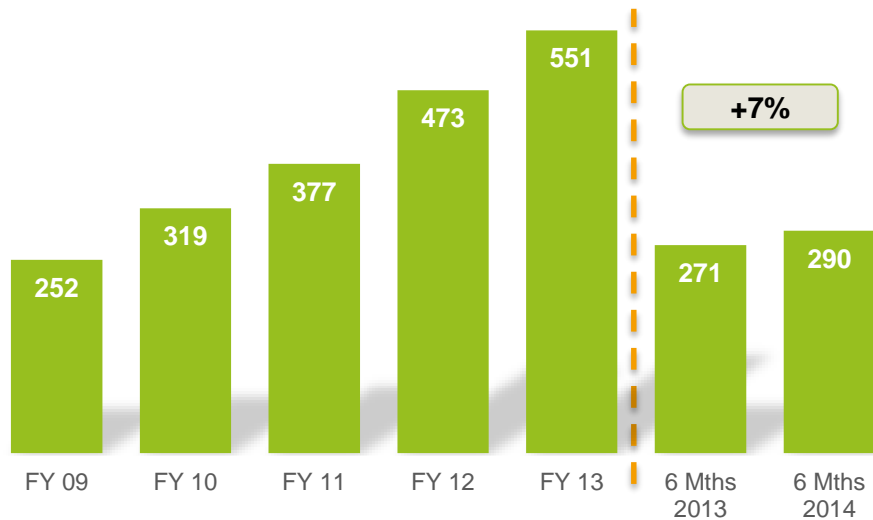
VOLUMES (tons)	6 mths 2013	6 mths 2014	% growth
Flour	135,832	134,359	-1%
Animal Feed	264,674	309,757	17%

CBD sales increase 7% from same period last year

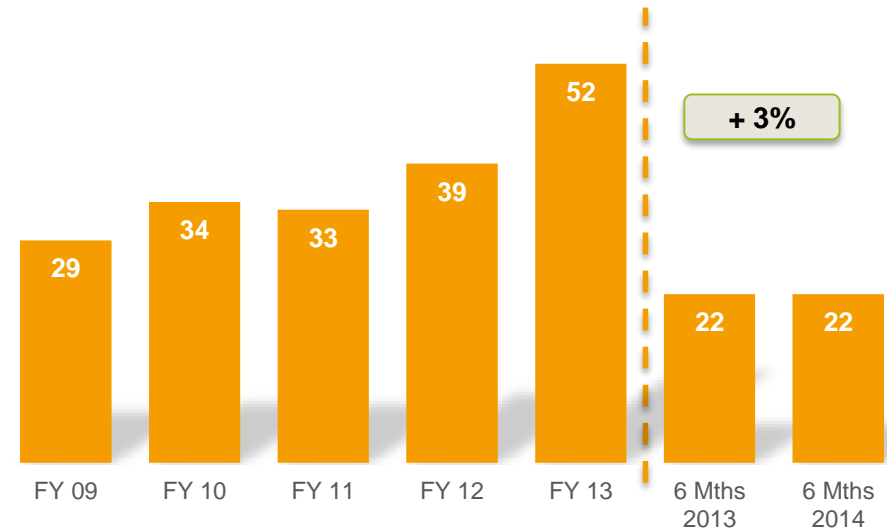
Consumer Business Division (CBD) – H1 2014



Net sales (AED million)



Net profit (AED million)



VOLUMES W&B- UAE	6 mths 2013	6 mths 2014	% growth
Bottled Water ('000 cases)	15,742	16,622	6 %
HOD ('000 bottles)	2,243	2,569	15%
Beverages ('000 cases)	1,287	1,140	-11%

VOLUMES (tons)	6 mths 2013	6 mths 2014	% growth
Tomato paste & concentrate	8,416	6,637	-21%
Vegetables & Others	1,530	1,867	22%
Dairy	912	1,350	48%

Outlook

2014 Key Focus Areas

3

Outlook: more sustainable growth through 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 CBC business line

Improving performance new launches:

- Yoplait - continues to gain market share
- Monster products – encouraging initial results
- Alpin distribution expansion in the UAE and GCC in H2 2014

New Launches

- Frozen Baked Product launch scheduled for Q3 2014.
- New Marketing Strategy for Capri Sun.

Production capacity expansion projects:

- New high-speed water bottling line to improve the bottled water performance in the quarters to come.
- Animal feed production capacity expansion in Q4 2014.
- Capacity expansion in Turkey in 2015.



Questions

4



Agthia Group PJSC
Investor Relations

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

ir@agthia.com
www.agthia.com

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