



Analysts & Investors Call Q1'21 Results

5 May 2021

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Q1 2021 | OPERATIONAL HIGHLIGHTS

❑ Delivering on our Growth Strategy:

- Consolidated two companies in Q1: Al Foah dates business in UAE and Al Faysal Bakery in Kuwait
- Announced two new acquisitions: Nabil Foods in Jordan and Ismailia Investments (Atyab) in Egypt, both are leading frozen processed chicken and beef producers in their respective countries
- Established a Transformation office to ensure we are the driving change whilst warranting the smooth integration of the new businesses
- Shared our 2025 strategy with the market which is underscored by the 3 key pillars of growth, efficiency, and capability

❑ Showcasing our commitment to Sustainability:

- Published our first standalone Sustainability Report for 2020
- Launched the Recapp project in partnership with Veolia to collect recyclables
- Won the “Most Impactful Sustainable Product” award for our Al Ain plant-based bottle

❑ Announcing Dividends Policy:

- Shareholder’s approved 16.5 fils DPS for year 2020, +10% y-o-y
- Board recommended a semi-annual dividends distribution policy for year 2021 onwards

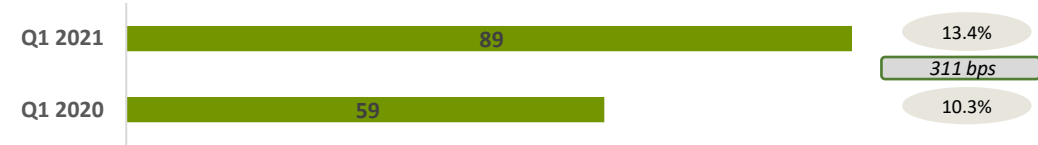


Q1 2021 | FINANCIAL HIGHLIGHTS

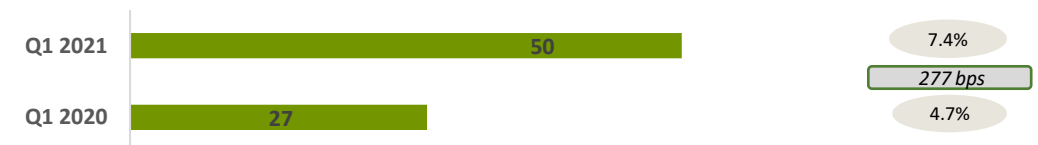
Revenues (AED MN)



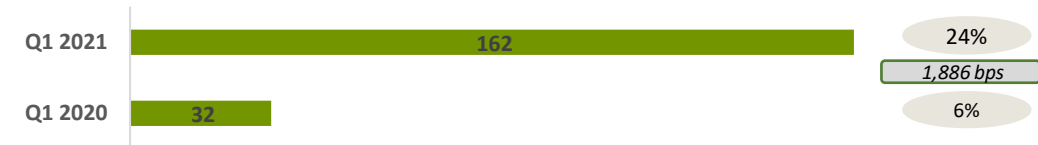
EBITDA (AED MN)



Net Profit (AED MN)



Operating Cash Flow (AED MN)



CAPEX (AED MN)



%sales y/y

Revenues

- Sustainable leadership position across key categories
- Growth largely driven by the consolidation of Al Foah & Al Faysal

Profitability

- Jump supported by the consolidation of Al Foah & Al Faysal
- Marginally impacted by higher grain costs and extra advisory fees borne to support our M&A strategy

OCF / liquidity

- Strong liquidity position
- Focus on WC overhaul

CAPEX

- CAPEX spending lower versus last year on available capacity
- Mostly maintenance CAPEX



GROUP SALES PERFORMANCE

Categories



- + 5-gallons HOD
- + Food
- + Int'l Bottled Water
- UAE Bottled Water
- Flour
- Beverages

Geographies



- + UAE: 5 gallons, TP/FV, Dairy
- + Egypt
- + Kuwait
- + KSA
- UAE: Bottled Water & Beverages, Bakery, Flour

Channels

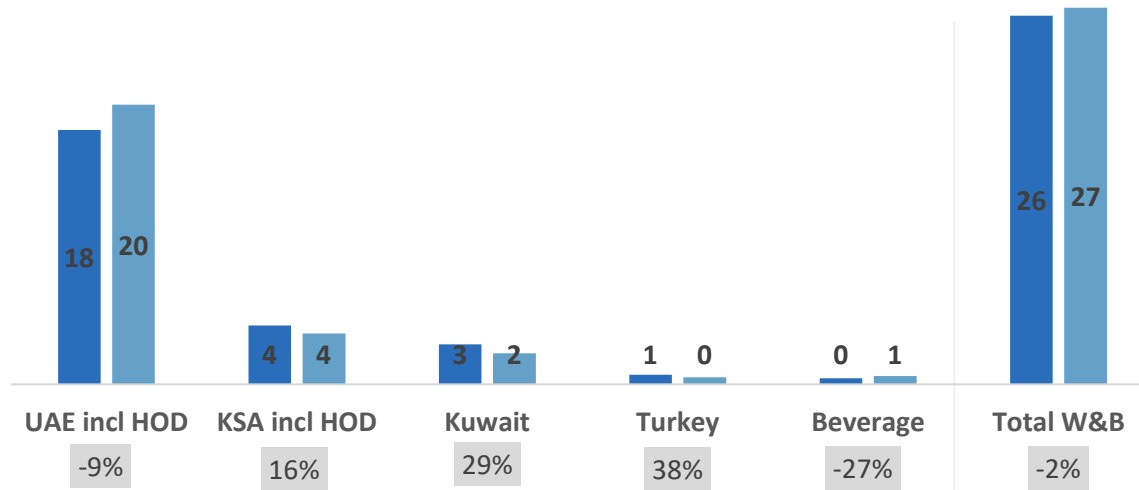


- + E-commerce
- Retail
- CSD (Municipality)
- Food Service (HORECA)



WATER & BEVERAGE | GROWTH BY CATEGORY

Volume¹ by category (MN)



UAE - WATER

- **HOD:** higher demand from favourable mix and expanded market share
- **BW:** lower volume vs strong pre-COVID Q1 2020 skewed by demand from food service in Jan-Feb 2020 and consumer stocking in Mar 2020

KSA

- Jump in sales as we progressed in the turnaround of operations

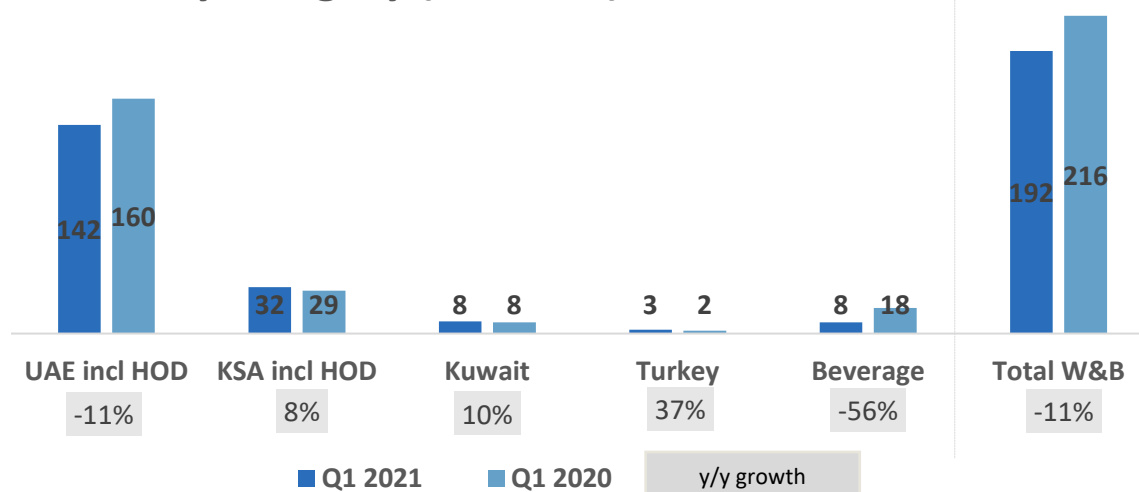
Kuwait

- Volumes up as we continue growing our market share despite movement restrictions

Beverages

- Q1 2021 sales exclude Capri-Sun post ending the license agreement

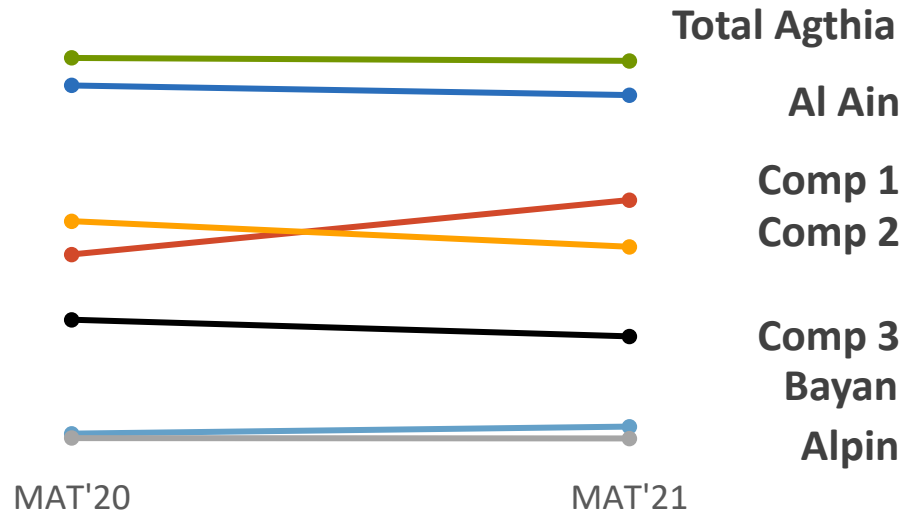
Sales by category (AED MN)



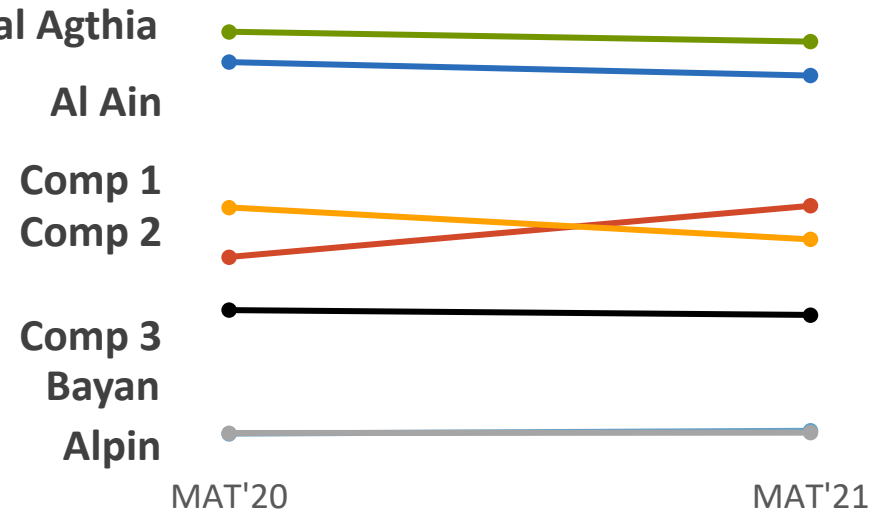
WATER | DIVE INTO UAE BOTTLED WATER

Retail channel analysis

Volume share %



Value share %

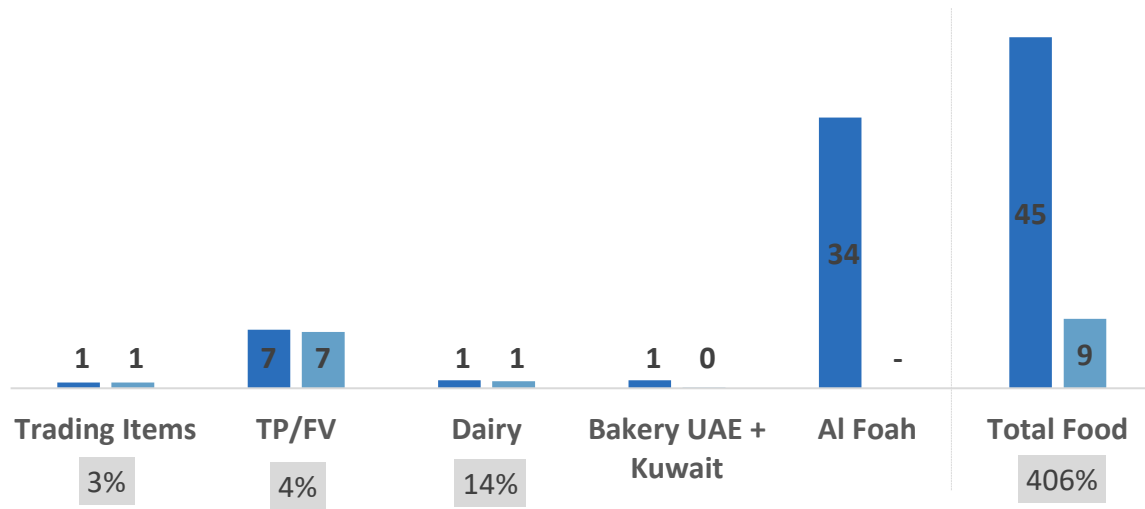


- **Defensive market share- total Agthia, 28.8% volume and 25.8% value (MAT'21)**
- **Al Ain Water leadership position sustains at 26.2% volume and 23.6% value (MAT'21)**



FOOD | GROWTH BY CATEGORY

Volume¹ by category (MN)



In Q1 2021, we consolidated each of Al Foah & Al Faysal under the Food category.

Al Foah dates

- Consolidation of Al Foah in Q1 2021 contributed AED 137mn to total Food segment top-line

Trading items (Community Support Division)

- Relatively flat vs. last year

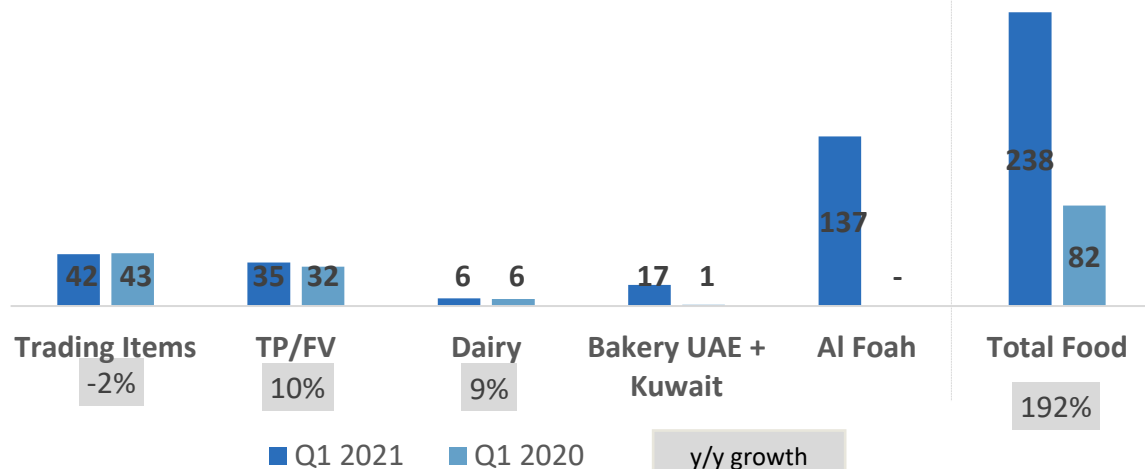
Tomato Paste / Frozen Vegetables

- Continued at-home consumption trend

Bakery – including Al Faysal (Kuwait)

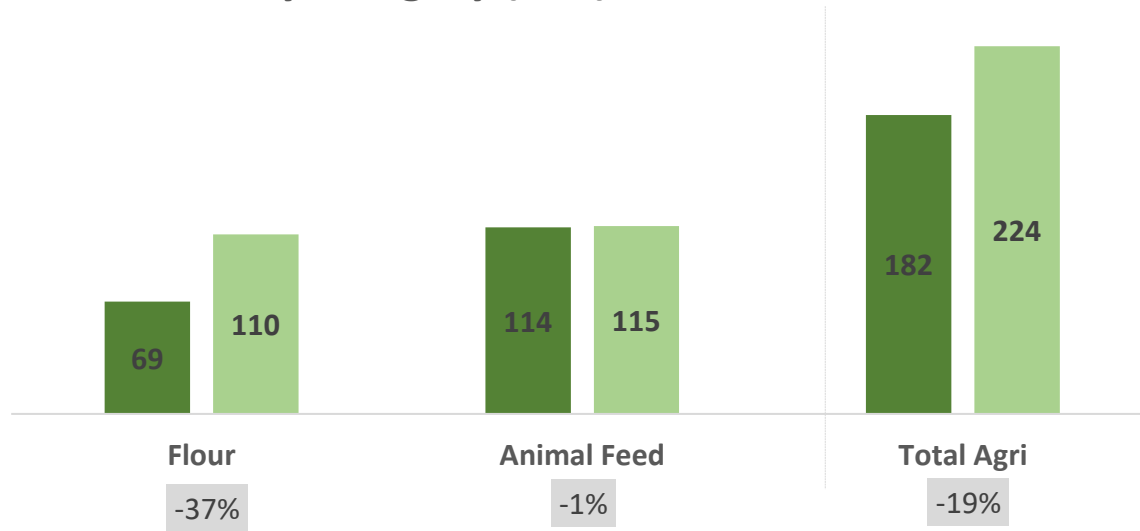
- Inclusion of Al Faysal Bakery post consolidation in Q1 2021

Sales by category (AED MN)



AGRI | GROWTH BY CATEGORY

Volume¹ by category (MN)



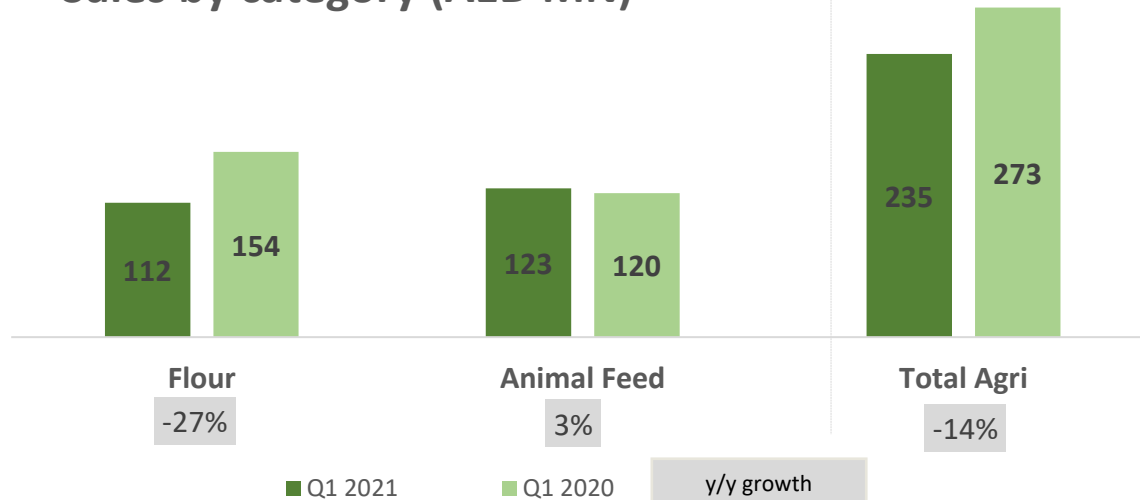
Flour

- Lagging last year sales which was driven by a one-time World Food Program order
- UAE domestic market sales in line with last year

Animal Feed

- Relatively flat sales

Sales by category (AED MN)





ملتزمون بحياة أكثر صحة
Committed to healthier living

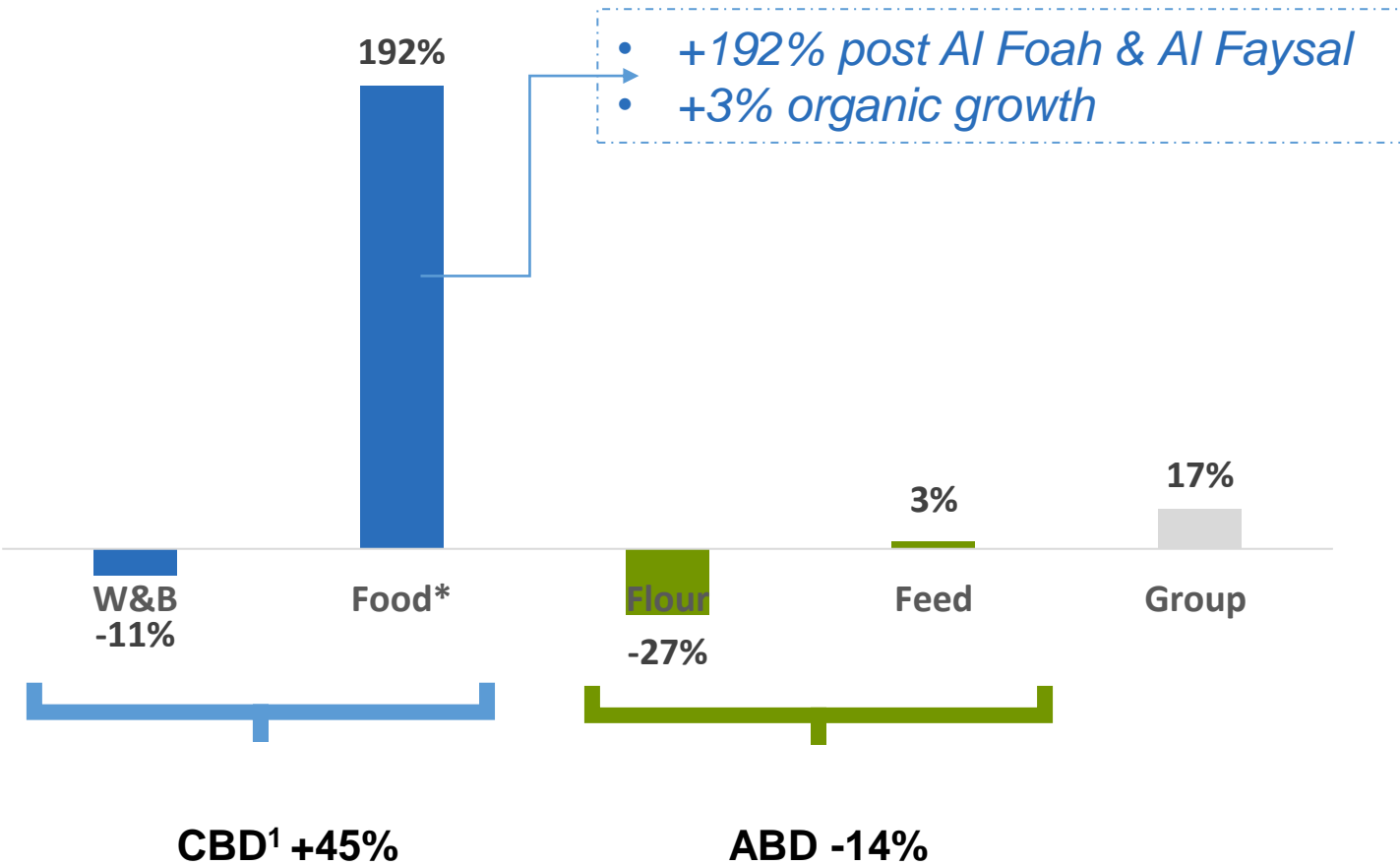
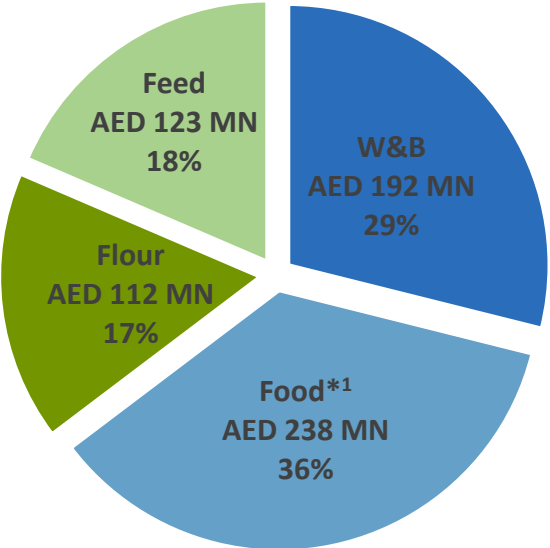
Financial Performance



SEGMENTAL DIVISIONS

Q1 2021 Revenues¹ – AED 665.5MN

y/y growth by category

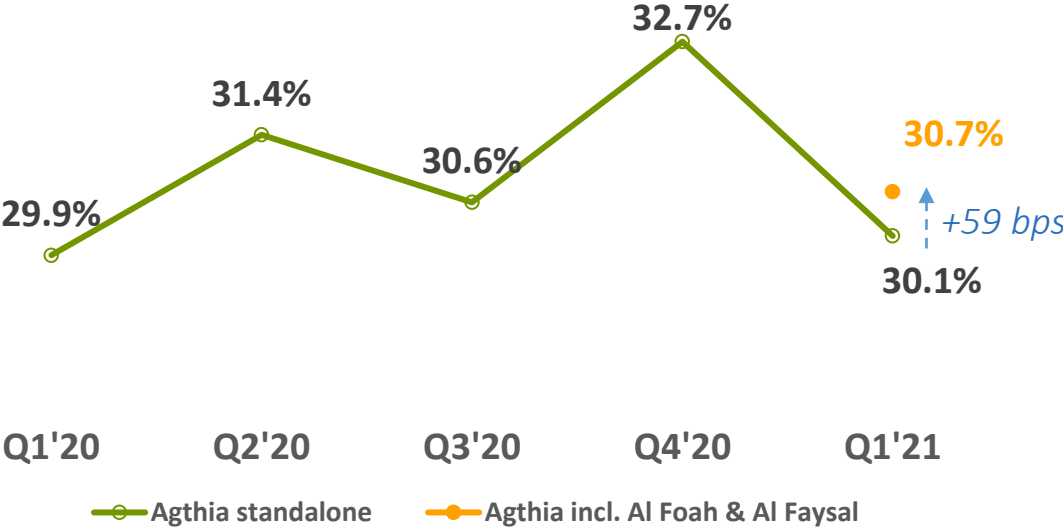


¹Include AI Foah and AI Faysal Bakery post consolidation in Q1 2021



GROSS PROFIT MARGIN

Quarterly Gross Profit Margin %



Year on Year GPM:

- Enhanced overall group margins in Q1 2021 of 30.7% vs 29.9% in Q1 2020 despite unfavourable sales mix with higher contribution from the Food segment (55% of total consumer sales vs 27% in Q1 2020)

Drivers

- Operational efficiencies and cost optimization initiatives
- Improved water & beverage category margin (up 106bps y-o-y) driven by 5-gallon and KSA businesses
- Significant uplift in food category margin (up 10.3pp y-o-y) post consolidation of margin accretive Al Foah & Al Faysal businesses

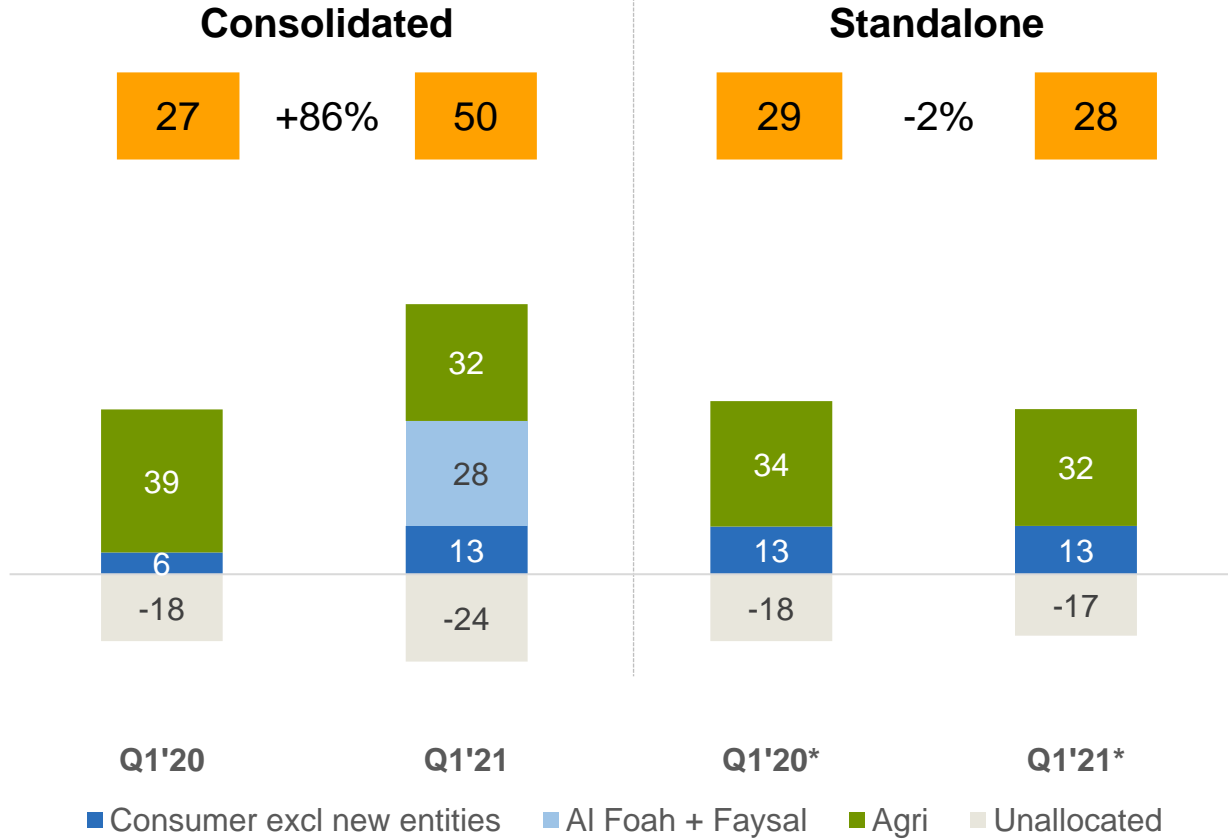
Quarter on Quarter GPM:

- Lower margins versus Q4 2020 on higher grain costs



GROUP NET PROFIT

Group net profits (AED M)



Group net profit in Q1 prevailed at ~AED 50 million, recording 86 percent y-o-y growth. The jump versus last year was supported by the consolidation of AI Foah and AI Faysal Bakery, both adding AED 28 million to the bottom-line more than offsetting higher grain costs and extra advisory fees borne to support our M&A strategy.

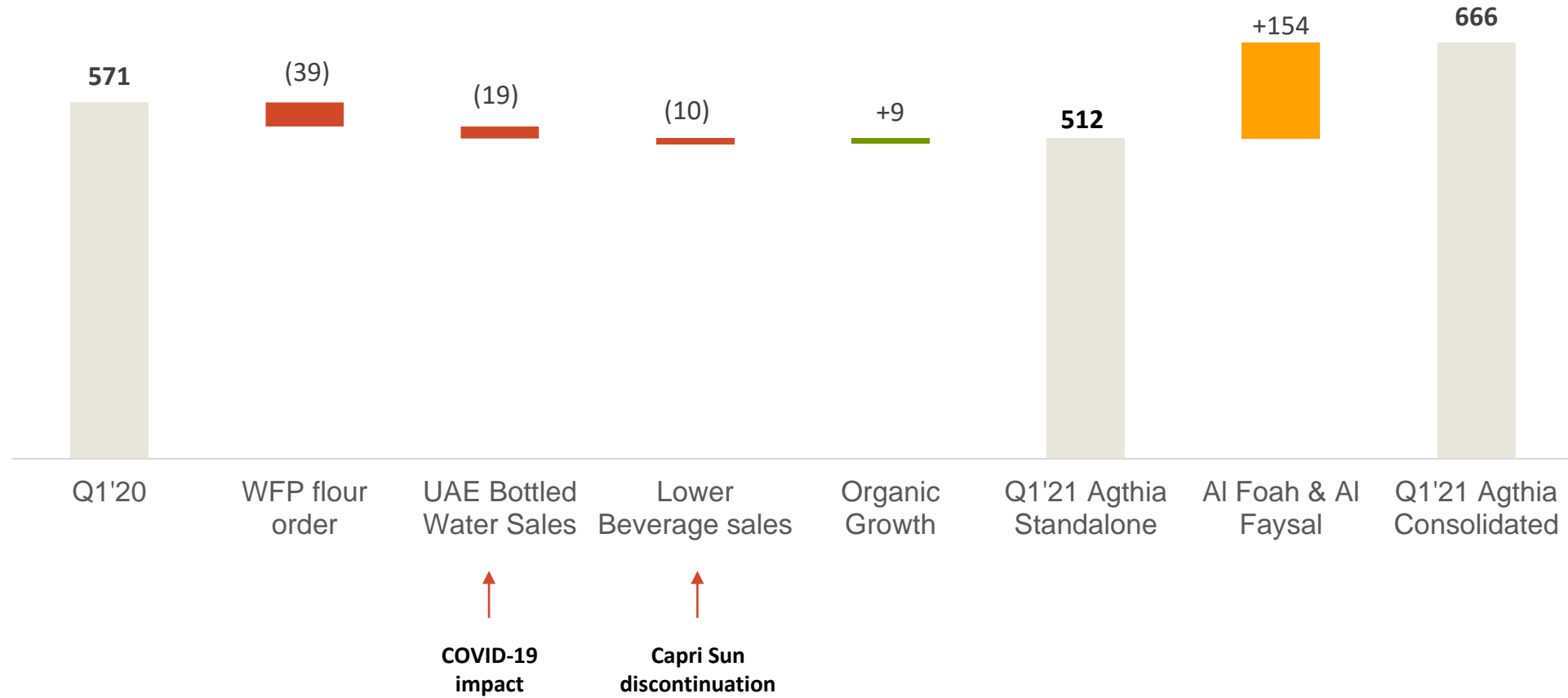
On a like-for-like basis, Q1 2021 net profit of Agthia standalone was relatively flat versus last year despite higher grain costs

**2021 excluding acquisitions and associated advisory costs (AI Foah & AI Faysal), 2020 excluding WFP related profits and Bad debt provisions
Unallocated = Head Office charges*



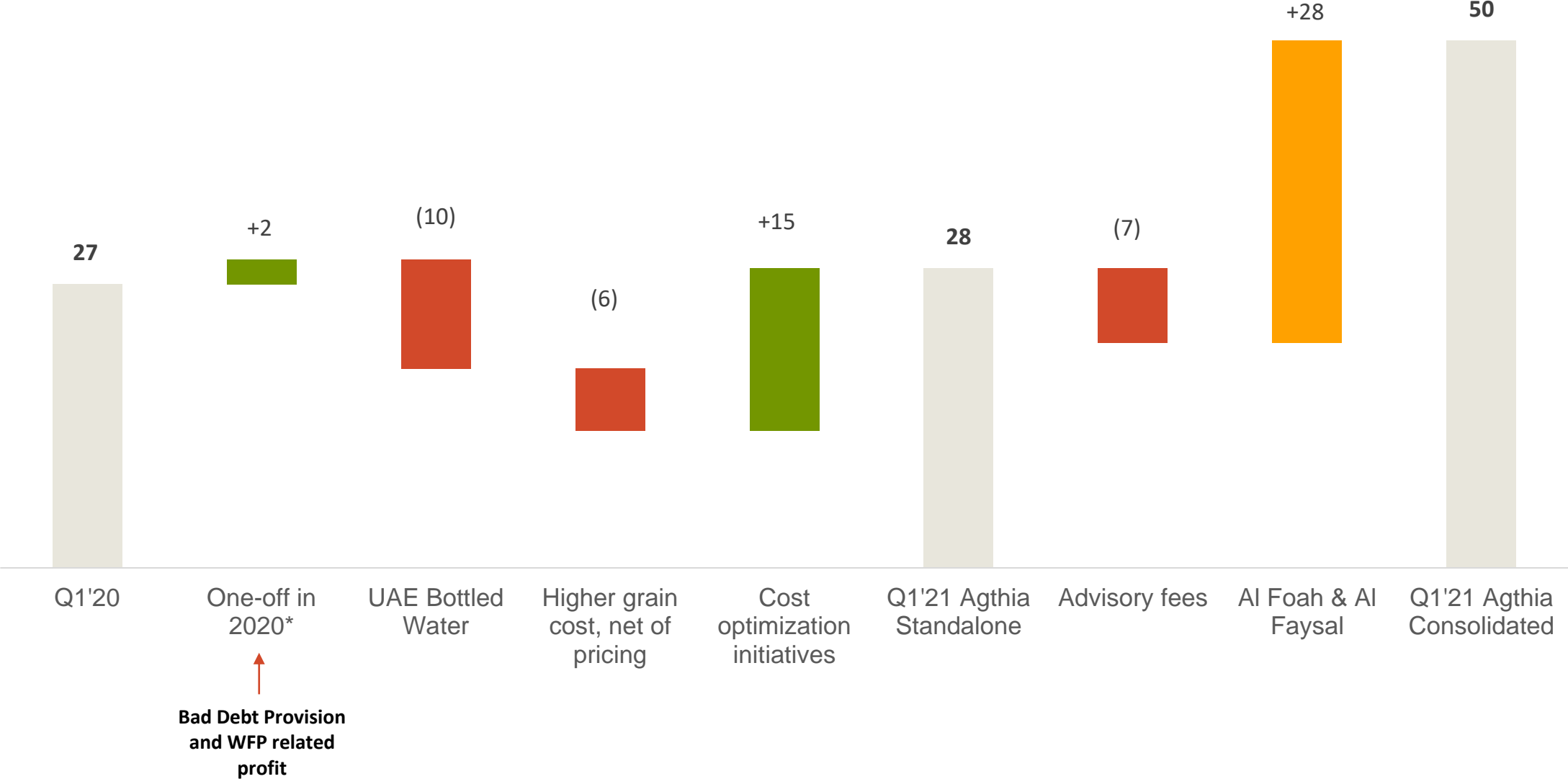
TOP LINE RECONCILIATION

Group revenues (AED M)



BOTTOM LINE RECONCILIATION

Group net profits (AED M)





Q&A