



Investor Presentation

Q3 2016



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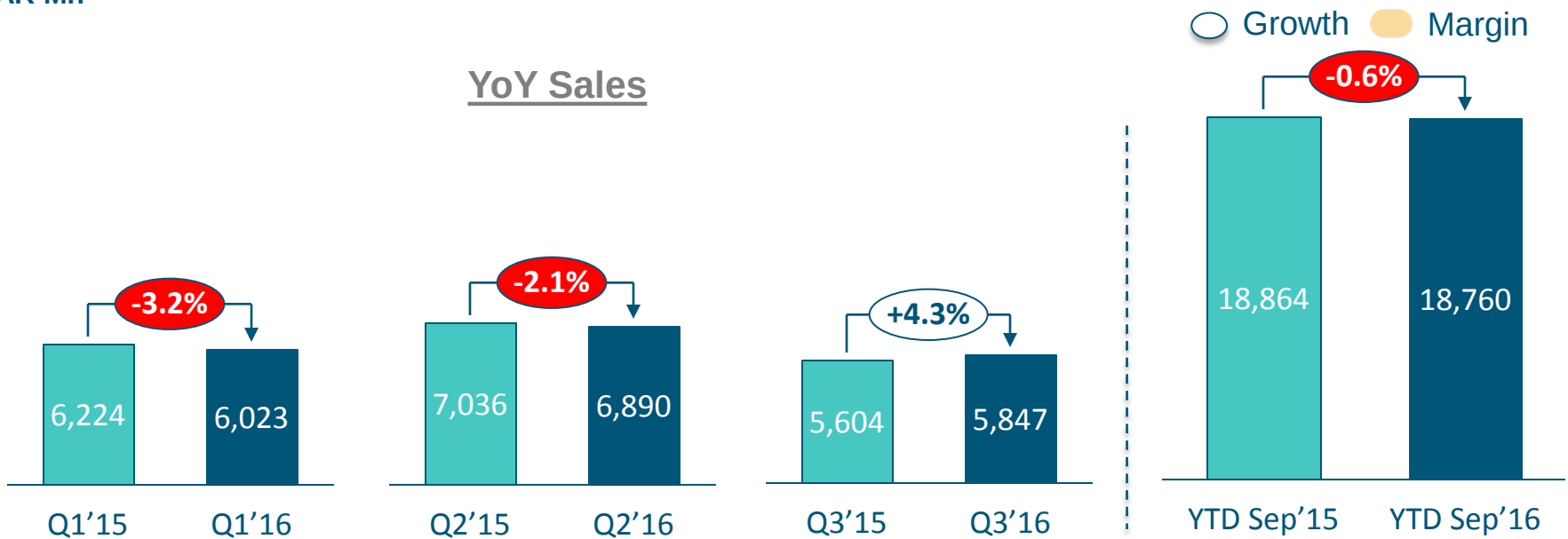
Group Consolidated Financial Snapshot

<i>SAR Mn</i>	Revenue	Gross Profit	EBIT	Net Profit
Q3 Sep 2016	5,847 +4.3% vs LY	1,157 -6.6% vs LY	311 -37.0% vs LY	173 -53.3% vs LY
YTD Sep 2016	18,760 -0.6% vs YTD	3,670 -2.2% vs YTD	1,011 -28.2% vs YTD	513 -59.8% vs YTD

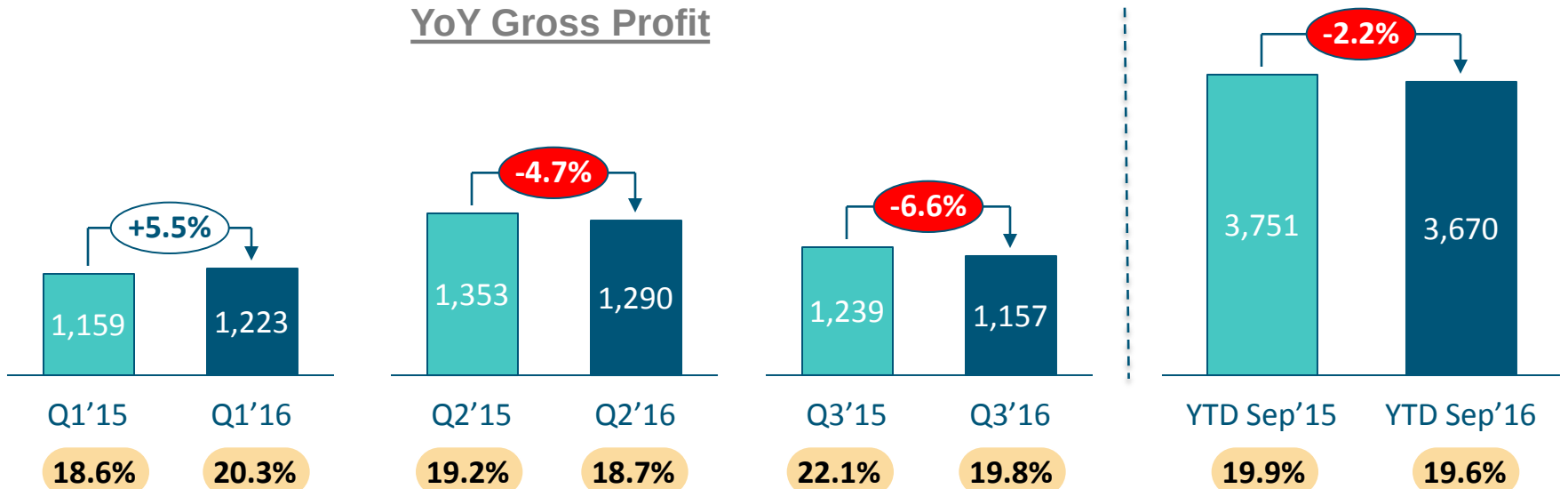
Group Consolidated Financial Highlights

SAR Mn

YoY Sales



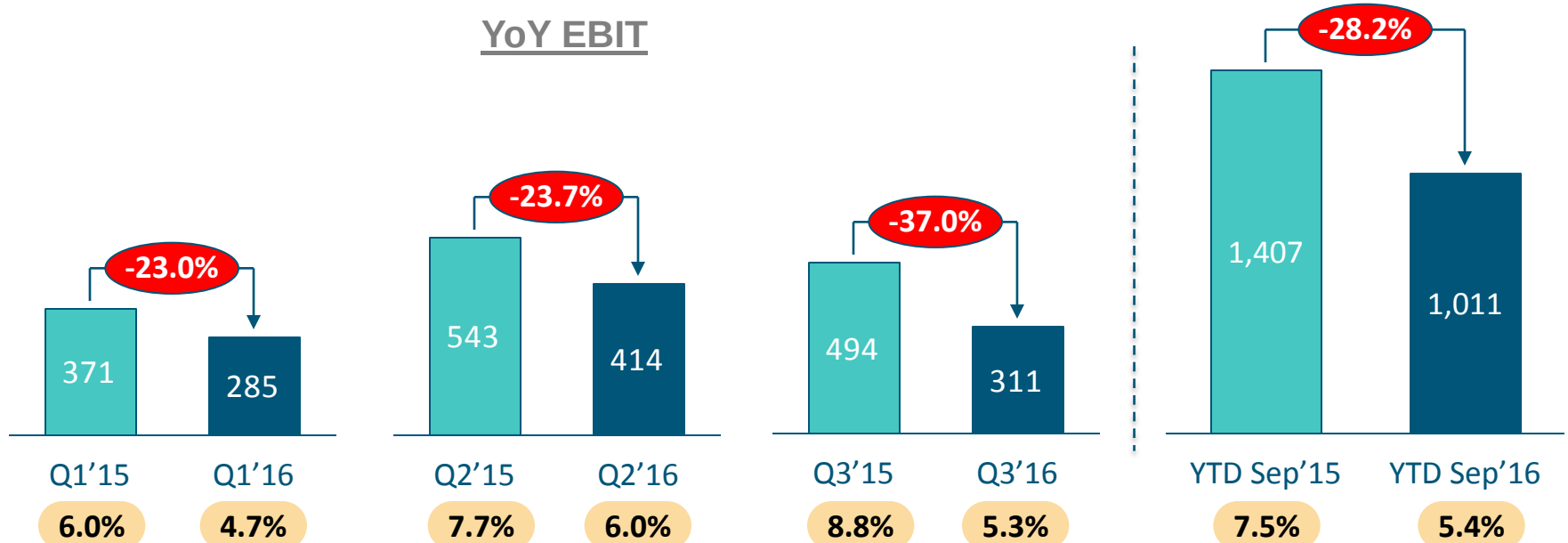
YoY Gross Profit



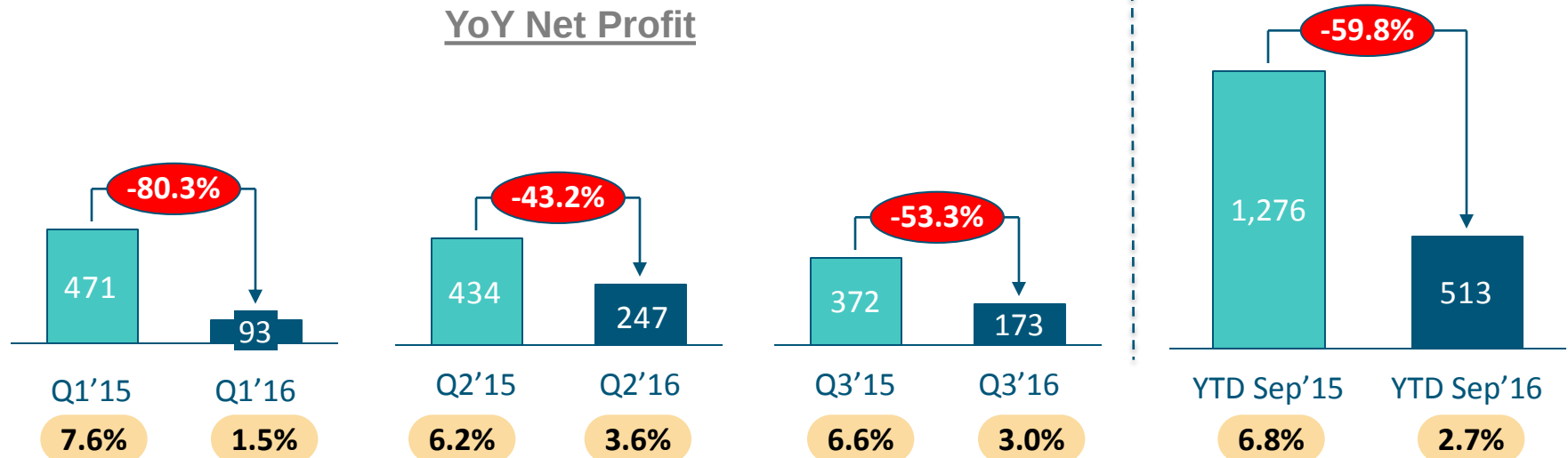
Group Consolidated Financial Highlights

SAR Mn

YoY EBIT



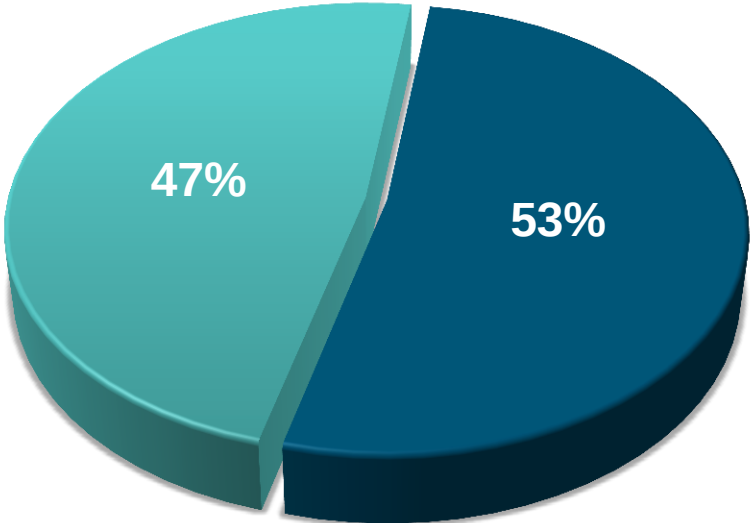
YoY Net Profit



Group Consolidated Revenue Mix by Business

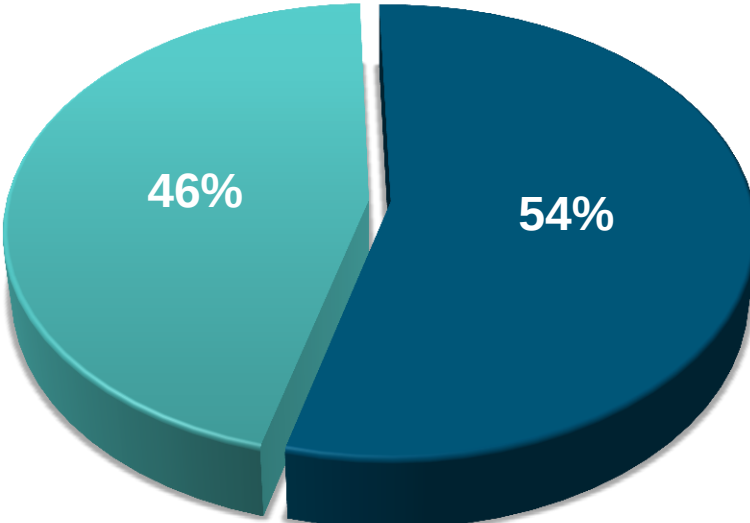
SAR Mn

Revenue
YTD Sep'15



■ Foods ■ Retail

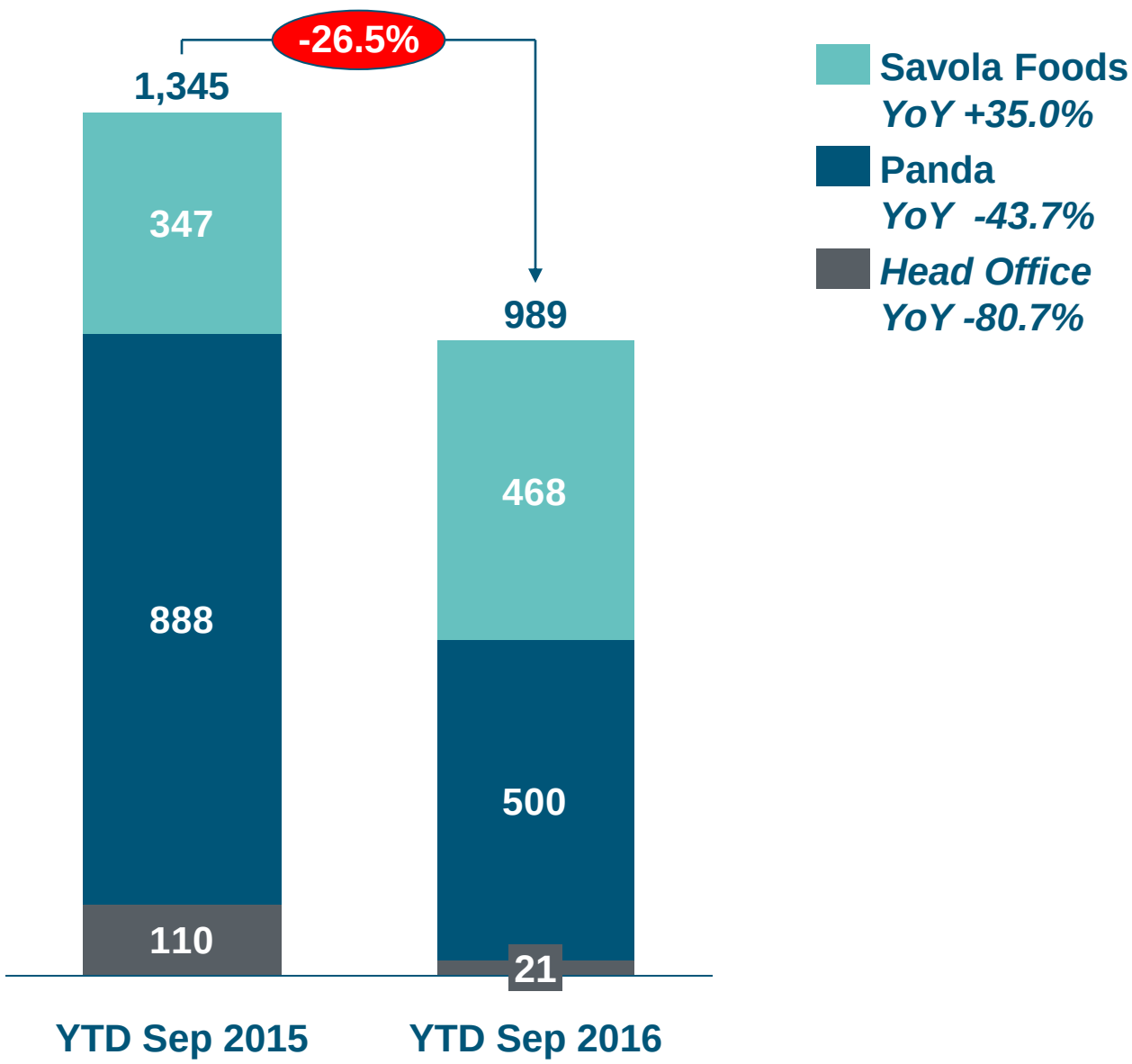
Revenue
YTD Sep'16



■ Foods ■ Retail

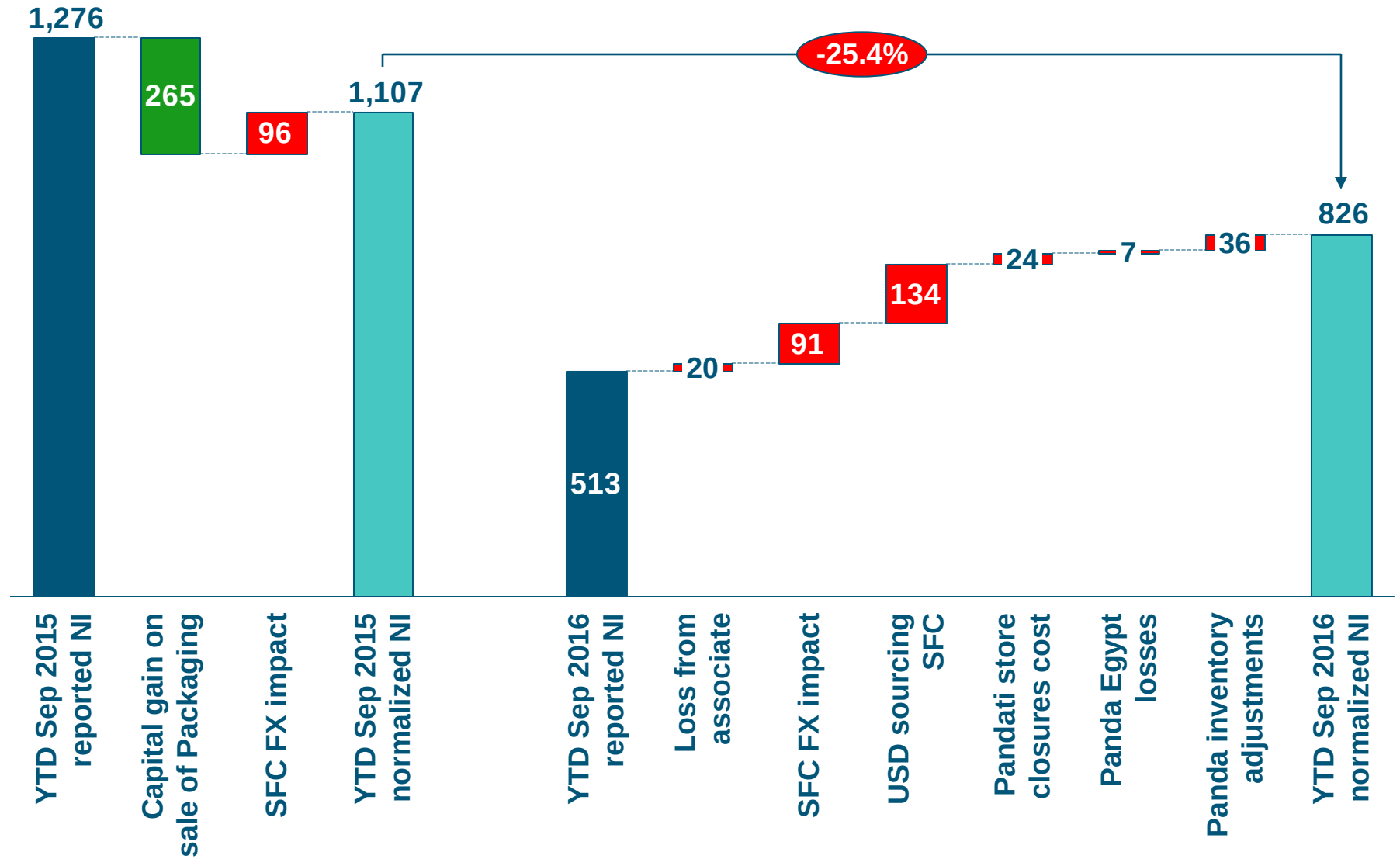
Capital Expenditure by Segment

SAR Mn



Group Consolidated Normalized Net Income Waterfall

SAR Mn



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- A decorative graphic consisting of several parallel yellow lines that start from the bottom left and extend towards the top right, creating a sense of movement and depth. The lines are of varying lengths and are slightly offset from each other, giving a layered effect.

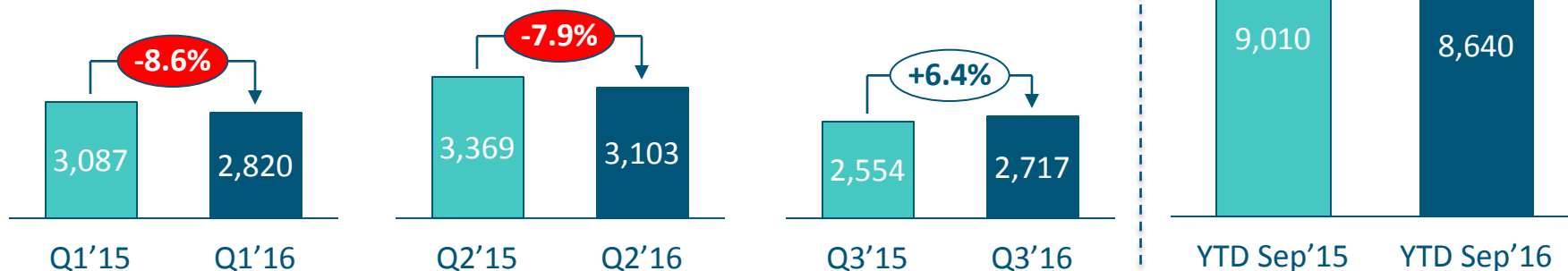
Savola Foods Financial Snapshot

<i>SAR Mn</i>	Revenue	Gross Profit	EBIT	Net Profit
Q3 Sep 2016	2,717 +6.4% vs LY	416 +1.6% vs LY	183 -6.9% vs LY	85 -23.8% vs LY
YTD Sep 2016	8,640 -4.1% vs YTD	1,321 -4.8% vs YTD	613 -12.0% vs YTD	276 -33.6% vs YTD

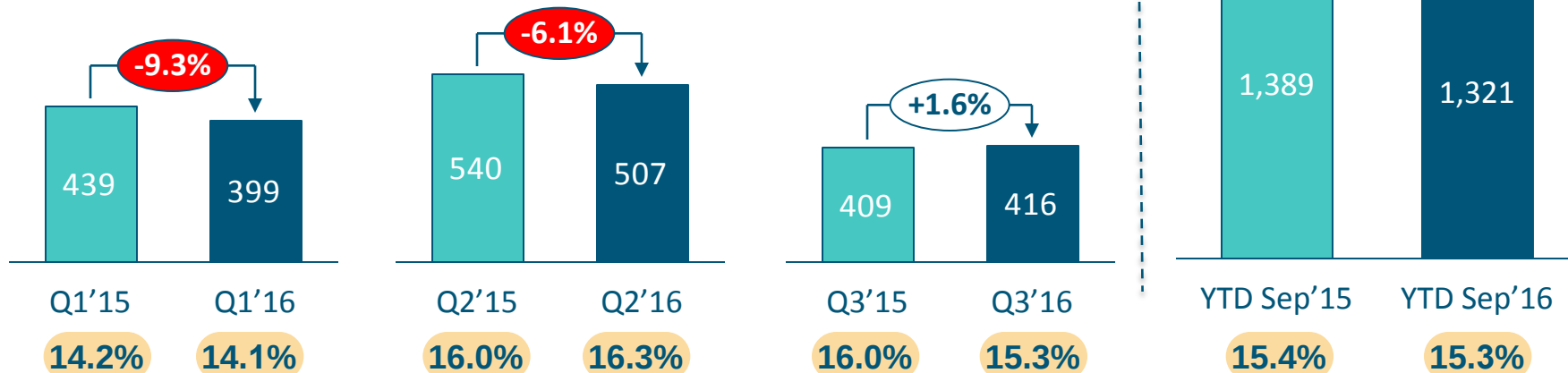
Savola Foods Financial Highlights

SAR Mn

YoY Sales



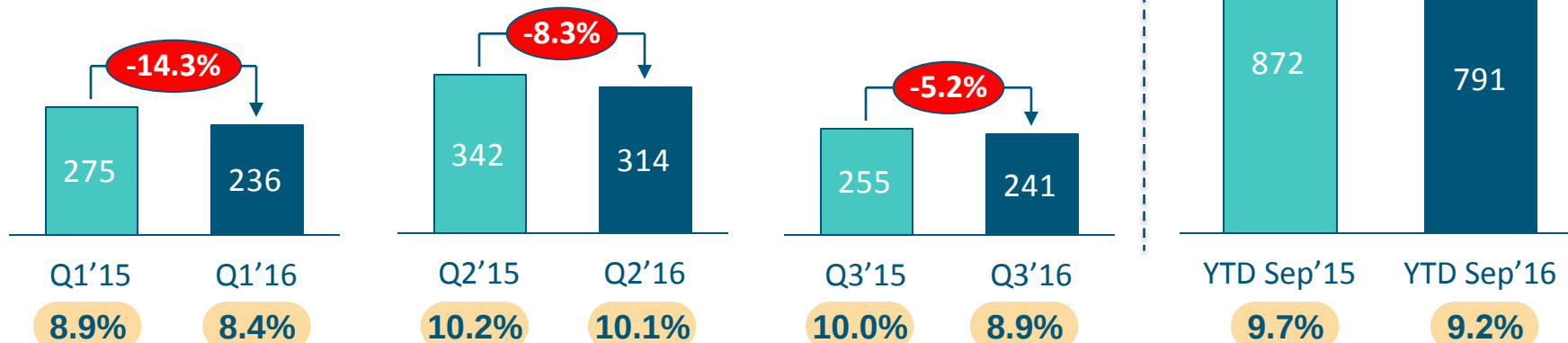
YoY Gross Profit



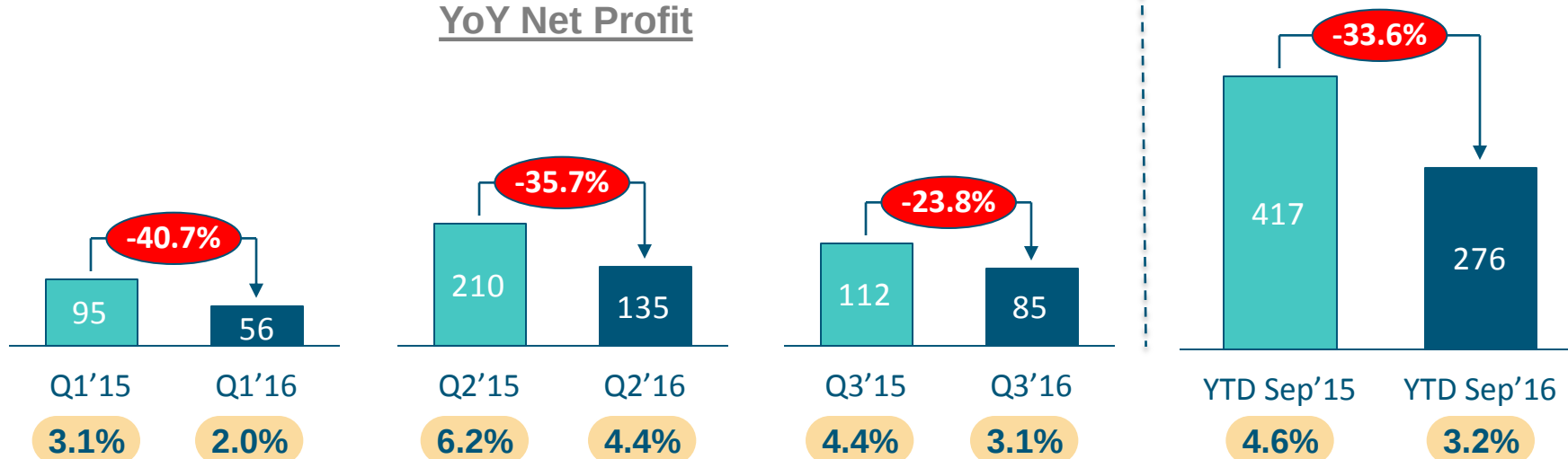
Savola Foods Financial Highlights

SAR Mn

YoY EBITDA

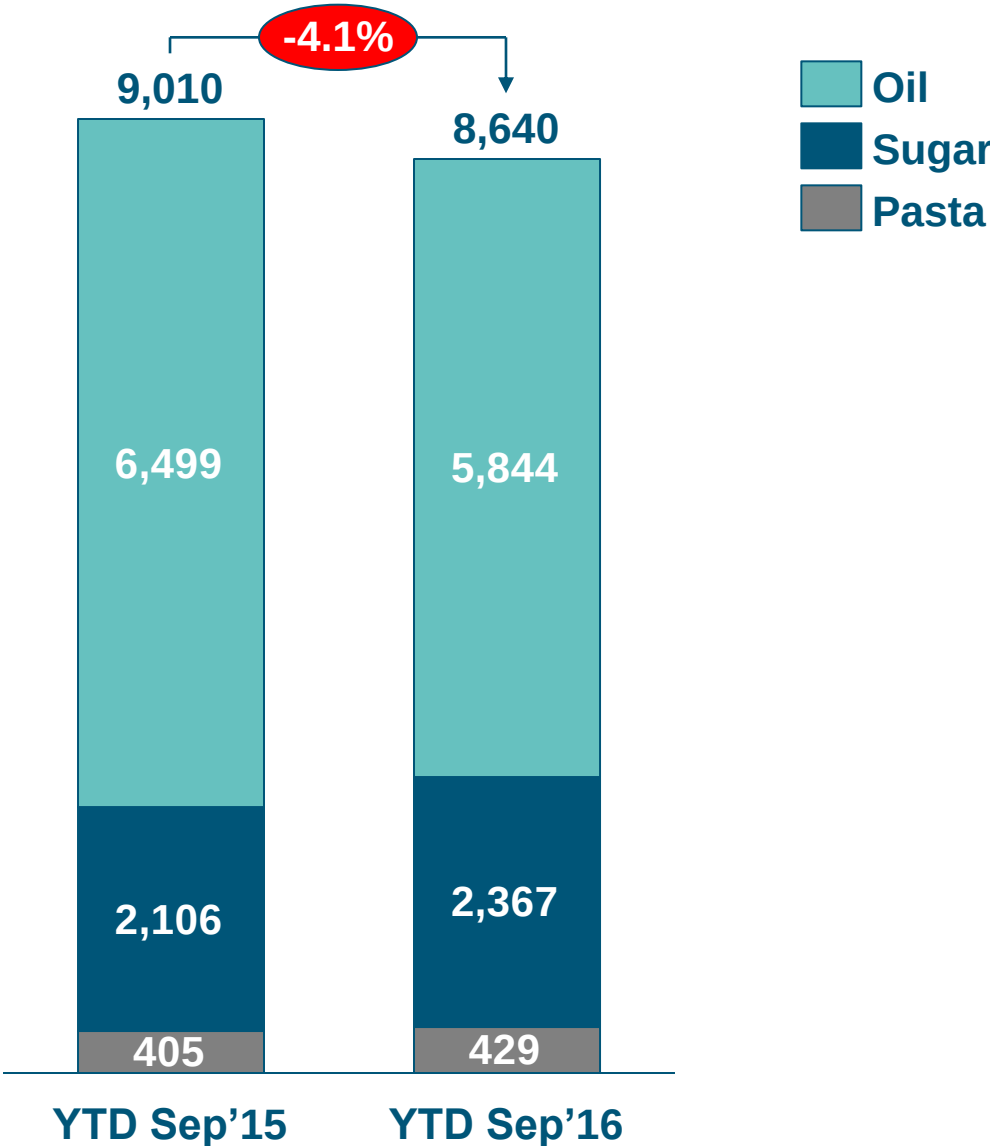


YoY Net Profit



Savola Foods Revenue Breakdown by Category

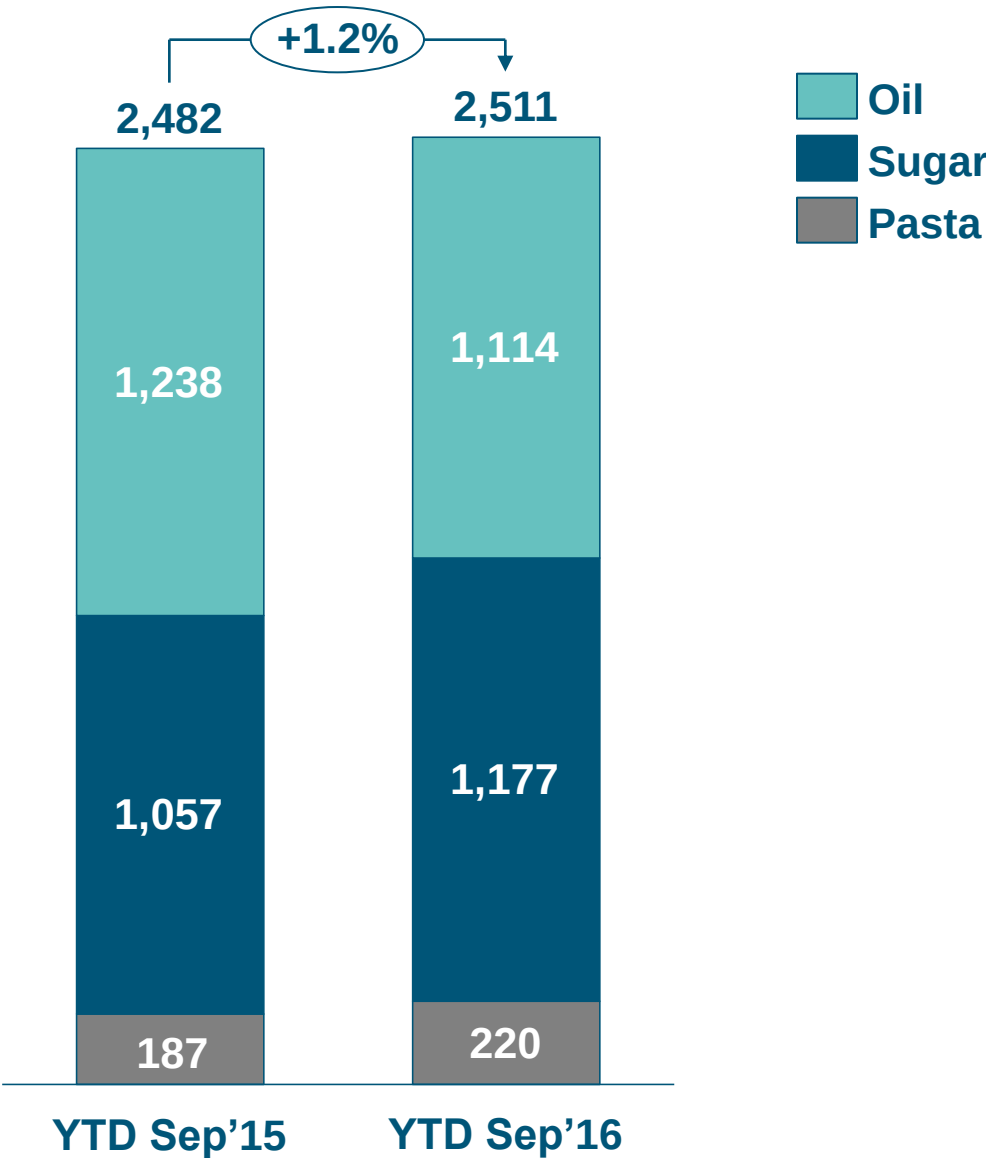
SAR Mn



Savola Foods Volume Breakdown by Category

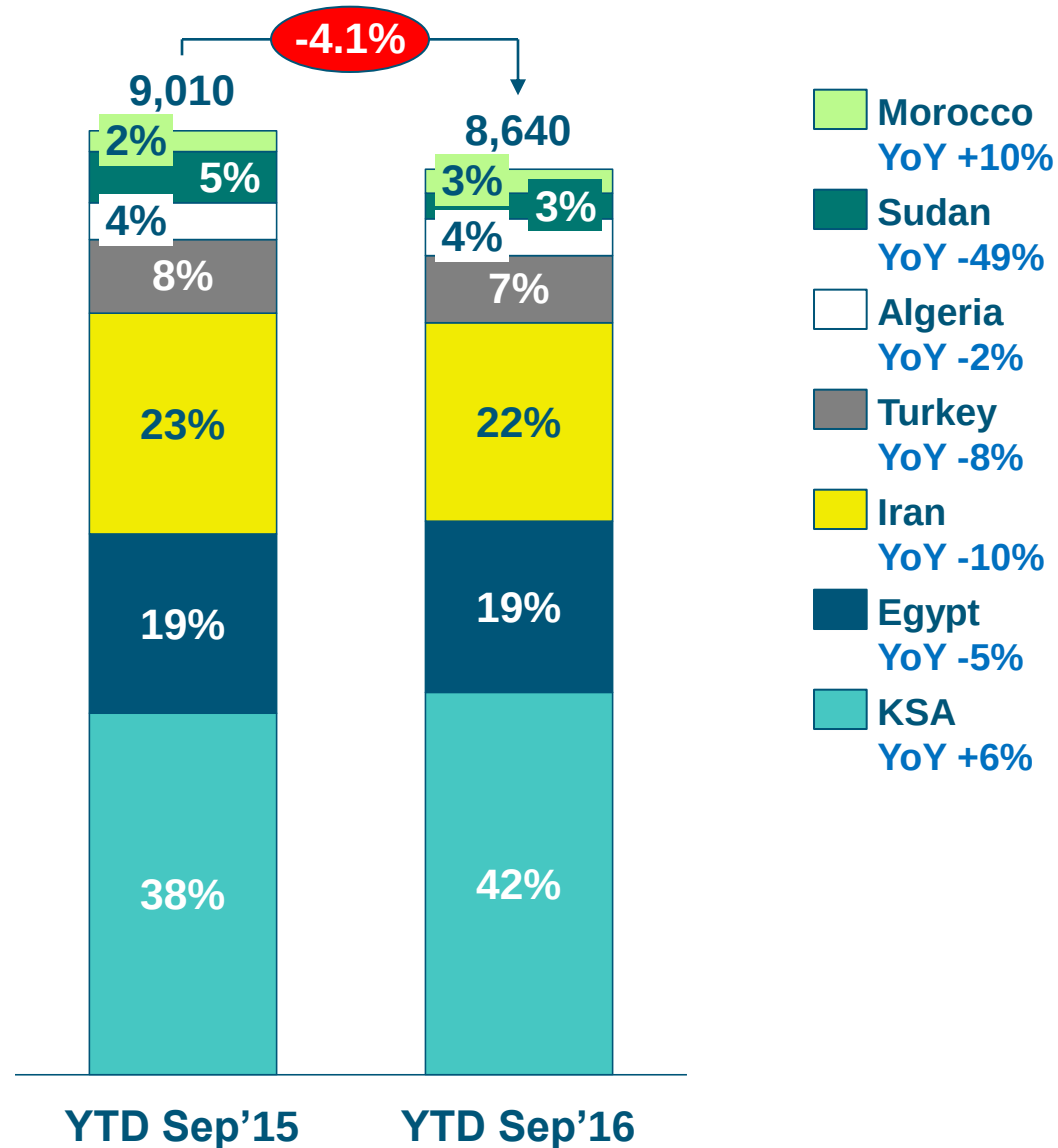


000 Tonnes



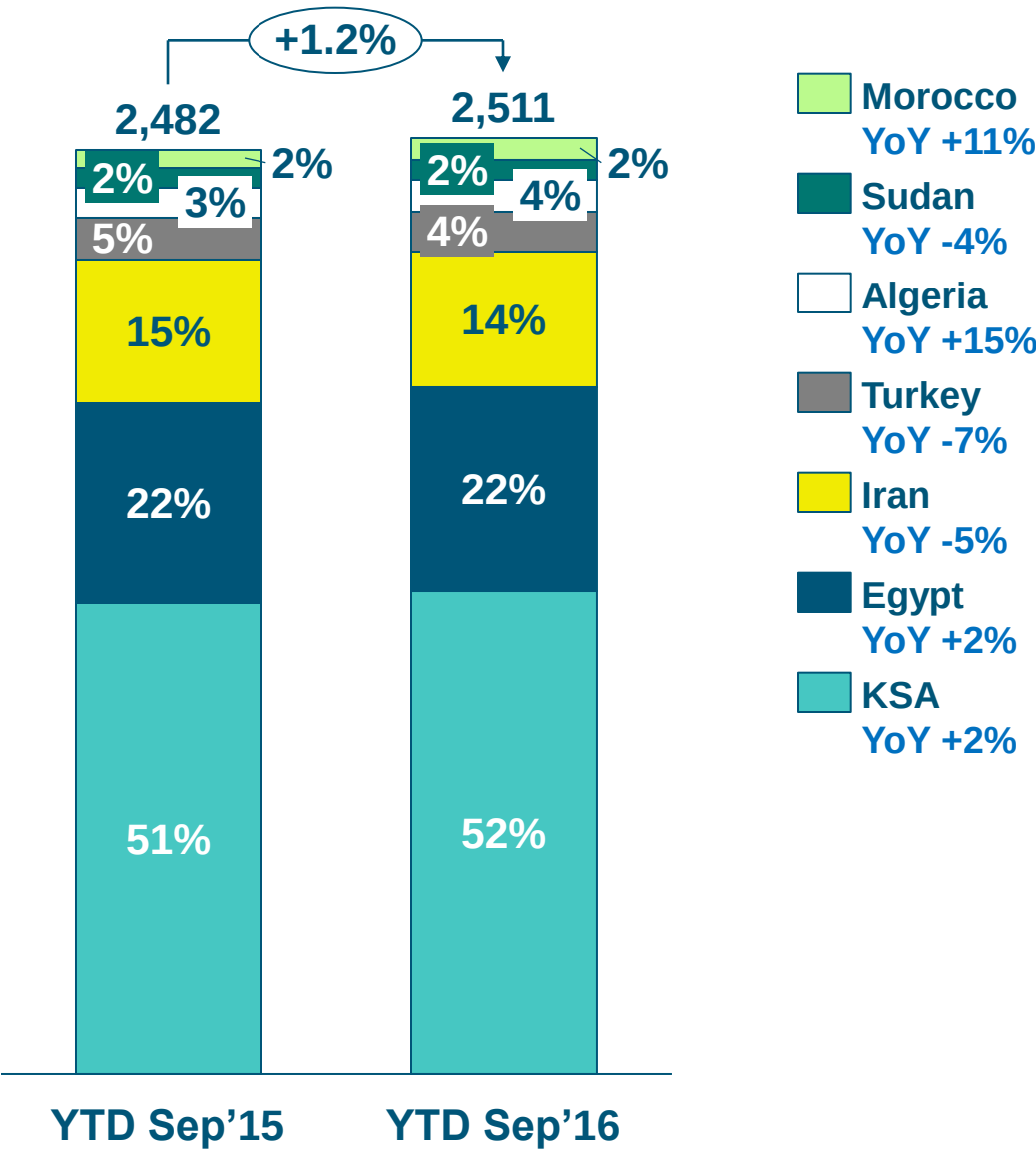
Savola Foods Revenue Breakdown by Geography

SAR Mn



Savola Foods Volume Breakdown by Geography

000 Tonnes



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Panda Financial Highlights

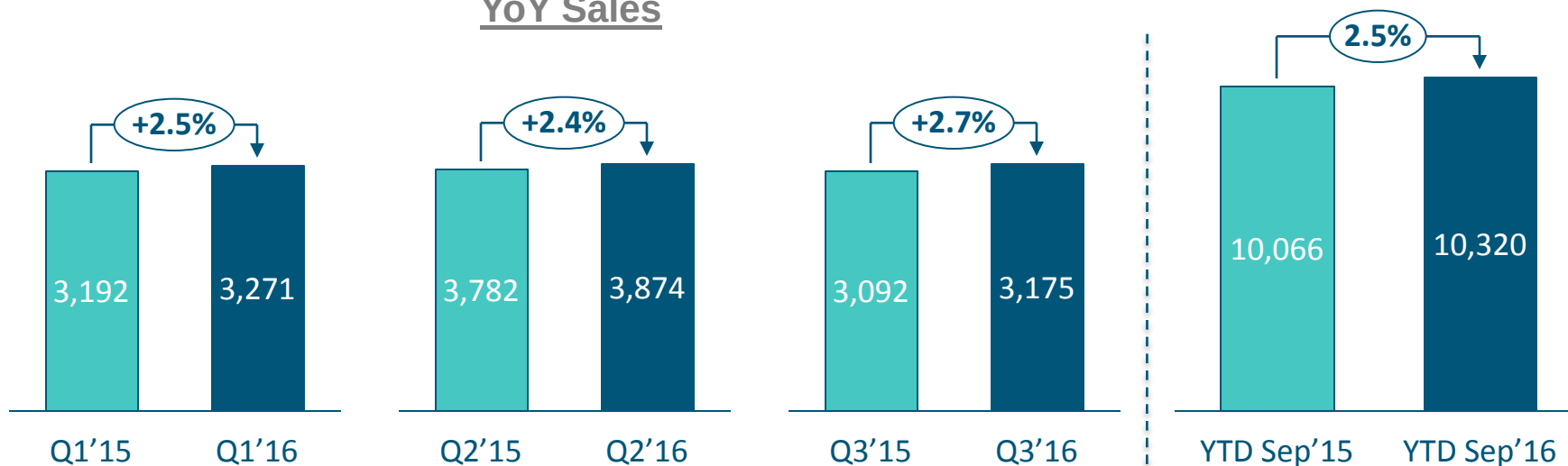
	Revenue	Gross Profit	Net Income	Store Openings / (closures)
<i>SAR m</i>				
Q3 Sep 2016	3,175 +2.7% vs. LY	742 -10.6% vs. LY	-131 NA vs. LY	4 O 4 Super C (41) Pandati
YTD Sep 2016	10,320 +2.5% vs. YTD	2,349 -0.6% vs. YTD	-233 NA vs. YTD	16 O 3 C (0) Hyper O 12 C (2) Super O 1 C (101) Pandati

Panda Financial Highlights

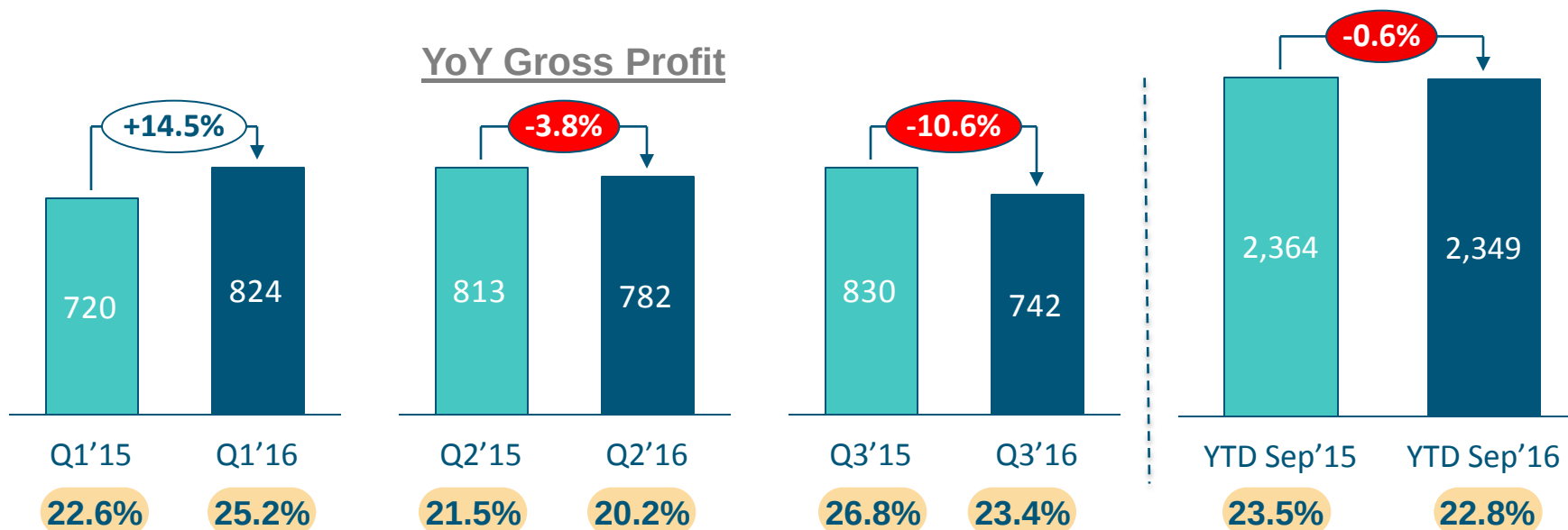
SAR Mn

○ Growth ● Margin

YoY Sales



YoY Gross Profit

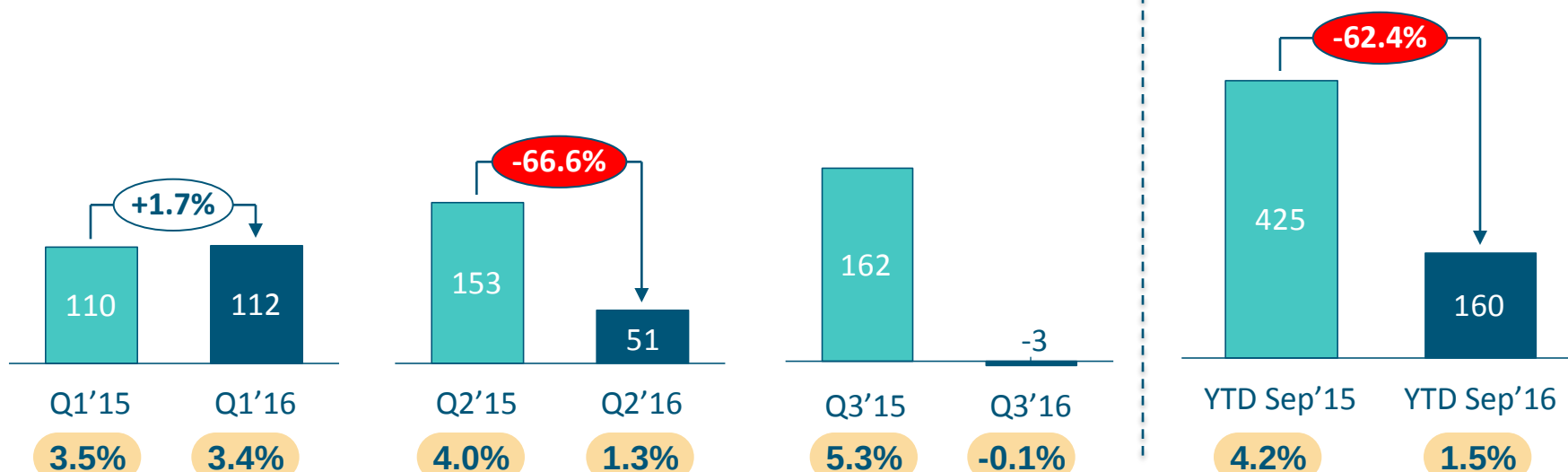


Panda Financial Highlights

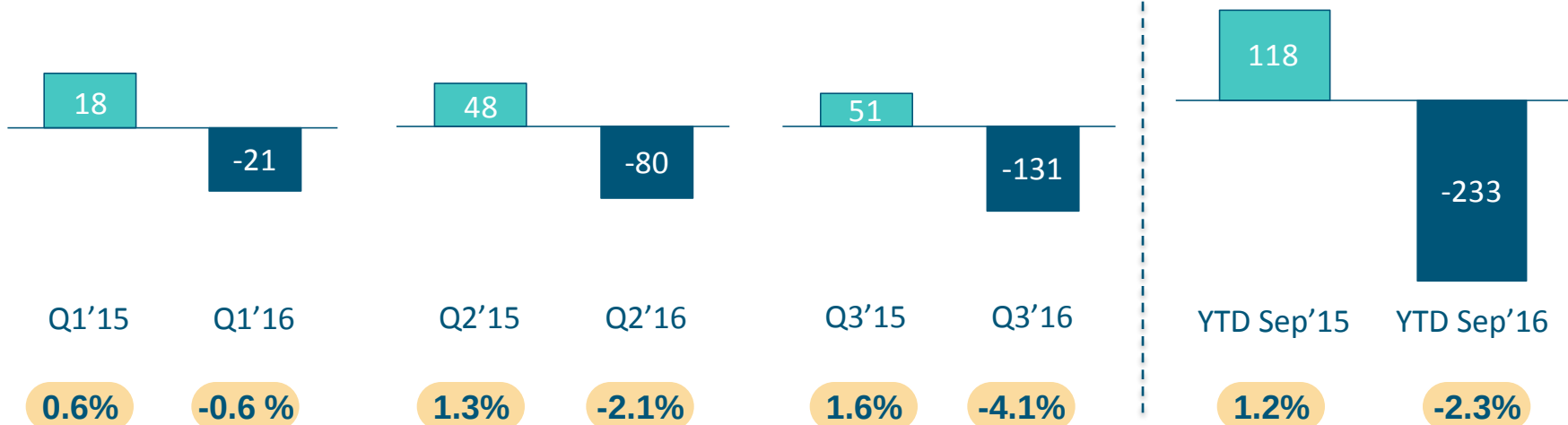
SAR Mn

○ Growth ● Margin

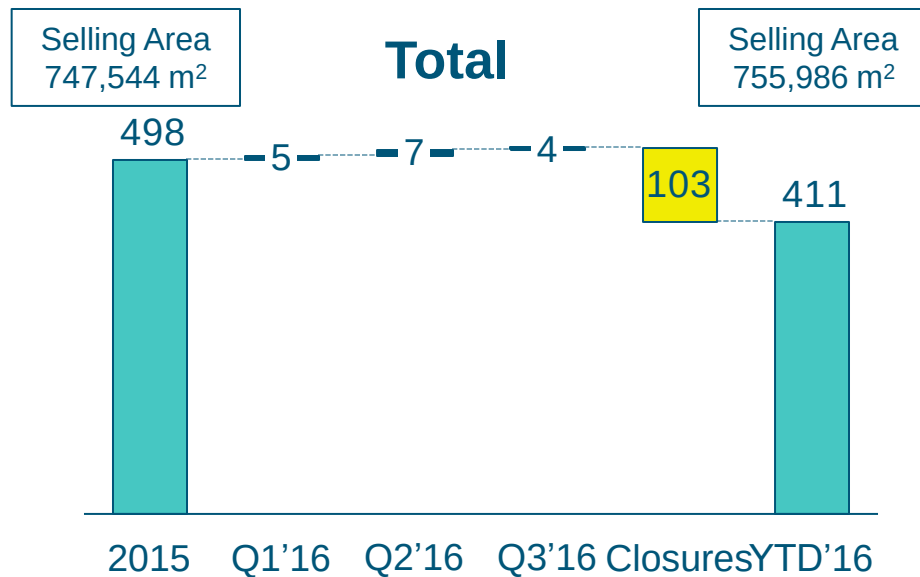
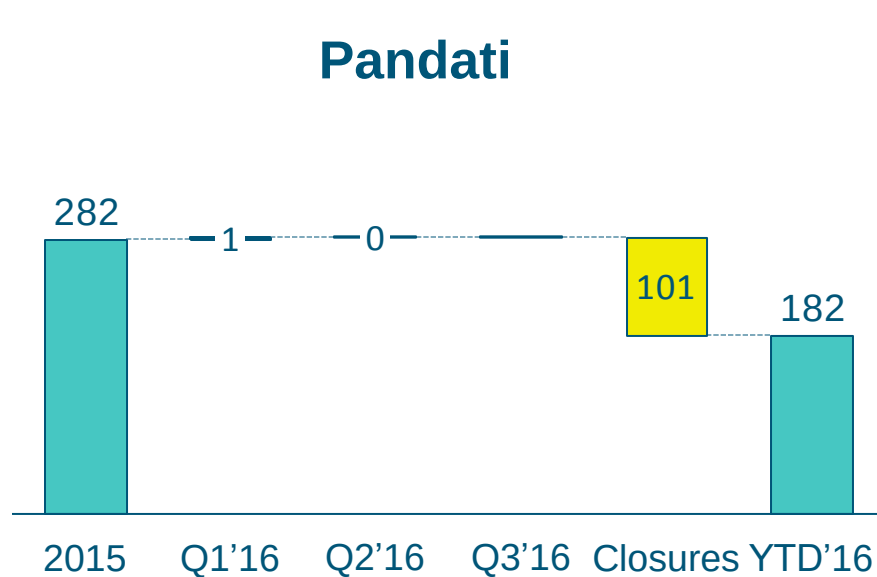
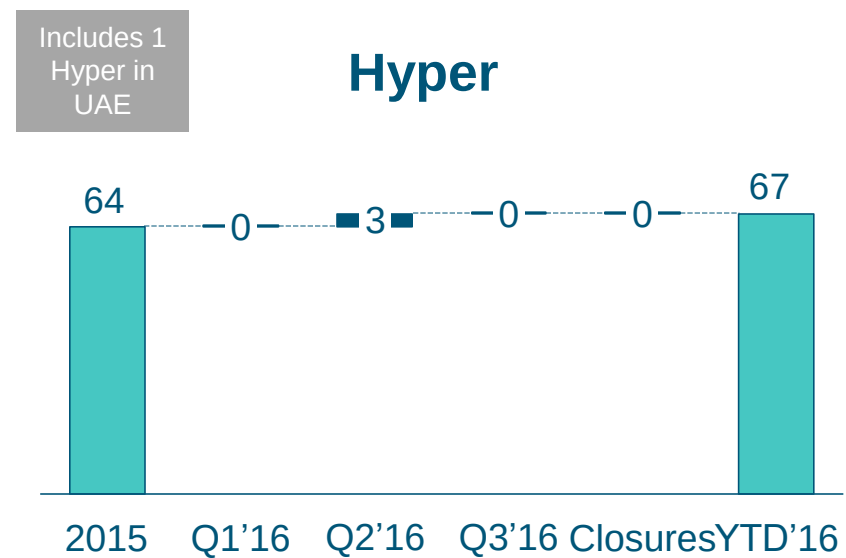
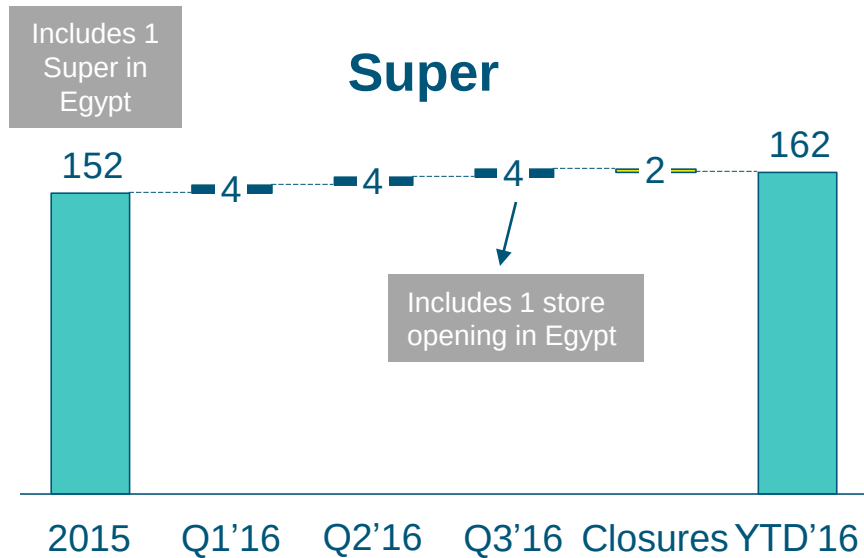
YoY EBITDA



YoY NI



Number of Stores by Quarter



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Quarterly Financials – YTD 2016

(all figures are in SAR millions)

Segment Wise Financials										
	YTD- 2016					YTD- 2015				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Savola Foods										
Oil-Mature Markets	5,029	975	514	326	582	5,463	1,029	597	415	661
Oil-Start-up Markets*	815	103	35	20	45	1,036	164	78	55	91
Total Oil	5,844	1,078	549	346	626	6,498	1,193	675	470	752
Sugar	2,367	146	12	(104)	98	2,106	108	(24)	(86)	59
Pasta	429	98	53	34	67	405	88	45	33	61
Total Foods	8,640	1,321	613	276	791	9,010	1,389	697	417	872
Panda										
KSA	10,068	2,301	(173)	(229)	158	9,837	2,328	156	115	420
Overseas	252	48	(2)	(4)	2	229	35	2	2	5
Total Retail	10,320	2,349	(175)	(233)	160	10,066	2,364	159	118	425
Real Estate	0	0	16	16	16	0	0	16	16	16
Herfy	0	0	78	78	78	0	0	77	77	77
Al Marai	0	0	583	583	583	0	0	523	523	523
HQ/Elimination/Impairments	(200)	0	(104)	(208)	(79)	(212)	(1)	(63)	127	(312)
Total	18,760	3,670	1,011	513	1,549	18,864	3,751	1,407	1,276	1,599
Adjustments										
Impairments				-					-	
Capital gains				-					(265)	
Adjusted Profit				513					1,011	

* Start-up markets include Algeria, Morocco and Sudan

Quarterly Financials – Q3 2016

(all figures are in SAR millions)

Segment Wise Financials										
	Q3- 2016					Q3- 2015				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Savola Foods										
Oil-Mature Markets	1,589	303	148	79	170	1,531	297	167	109	188
Oil-Start-up Markets*	254	26	6	2	10	314	42	16	9	20
Total Oil	1,843	328	154	81	180	1,845	339	183	119	209
Sugar	748	61	12	(6)	40	586	45	0	(17)	27
Pasta	127	27	17	10	22	123	25	14	10	19
Total Foods	2,717	416	183	85	241	2,554	409	197	112	255
Retail										
KSA	3,090	726	(114)	(133)	(4)	3,018	818	68	53	164
Overseas	85	16	(0)	1	1	74	12	(2)	(2)	(1)
Total Retail	3,175	742	(114)	(131)	(3)	3,092	830	66	51	162
Real Estate	0	0	0	0	0	0	0	6	6	6
Herfy	0	0	30	30	30	0	0	27	27	27
Al Marai	0	0	239	239	239	0	0	217	217	217
HQ/Elimination/Impairments	(45)	(0)	(27)	(50)	(17)	(42)	(0)	(19)	(42)	(11)
Total	5,847	1,157	311	173	490	5,604	1,239	494	372	657
Adjustments										
Impairments				-					-	
Capital gains				-						
Adjusted Profit				173					372	

* Start-up markets include Algeria, Morocco and Sudan

Thank you

