



Q1 2016 Earnings Presentation



The Savola Group

Group Highlights

Group Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

EBIT

Net Income

**Q
1**

6,023
-3.2% vs. LY

1,223
+5.5% vs. LY

285
-23.0% vs. LY

93
-80.3% vs. LY

Group Highlights – One offs



- Q1 2016:
 - Share of loss from associate (SAR 20.4 mln)

- Q4 2015:
 - Capital gain from sale of land (SAR 39 mln)
 - Insurance claim settlement due to the fire in raw sugar warehouse in 2013 (SAR 94.2 mln)

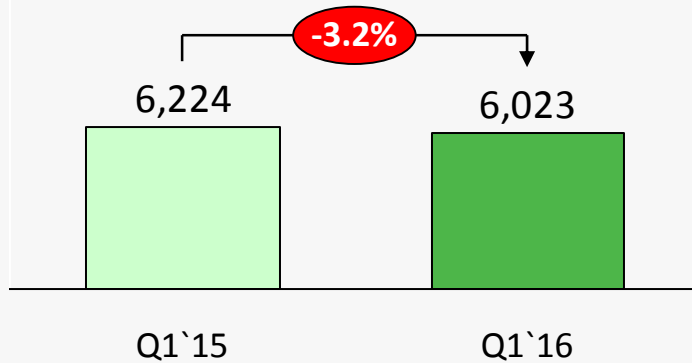
- Q1 2015:
 - Capital gain from the sale of packaging business (SAR 265 mln)

Group Financial Highlights

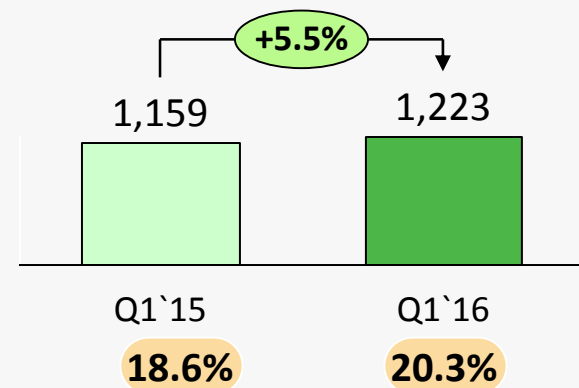


All numbers are in SAR million unless specified

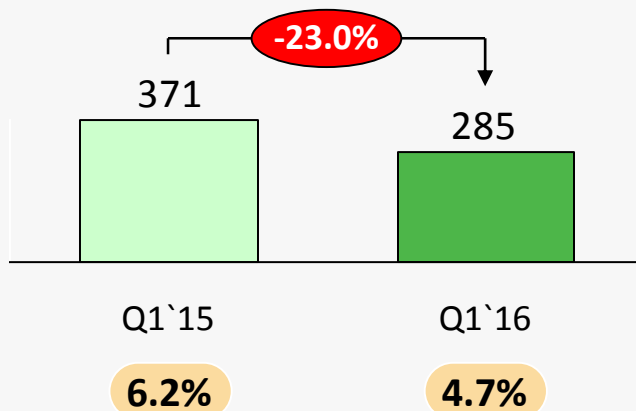
YoY Sales



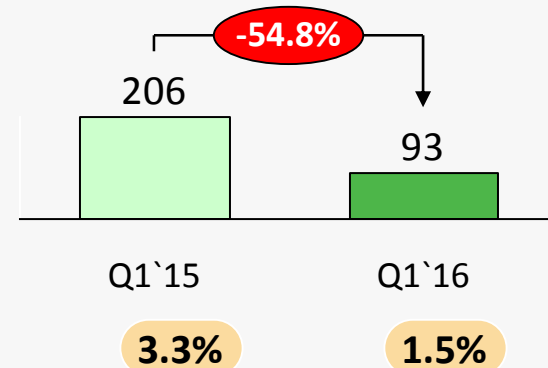
YoY Gross Profit



YoY EBIT



YoY Net Operating Income



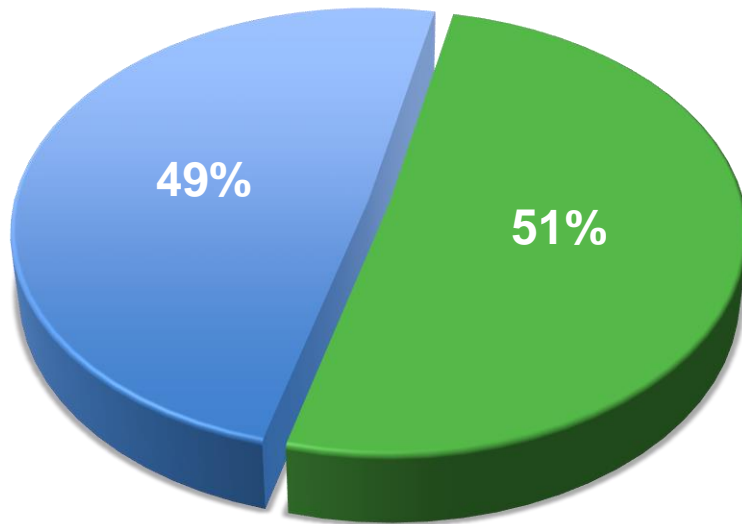
● Margin ○ Growth

Revenue Mix by Business FY 2016



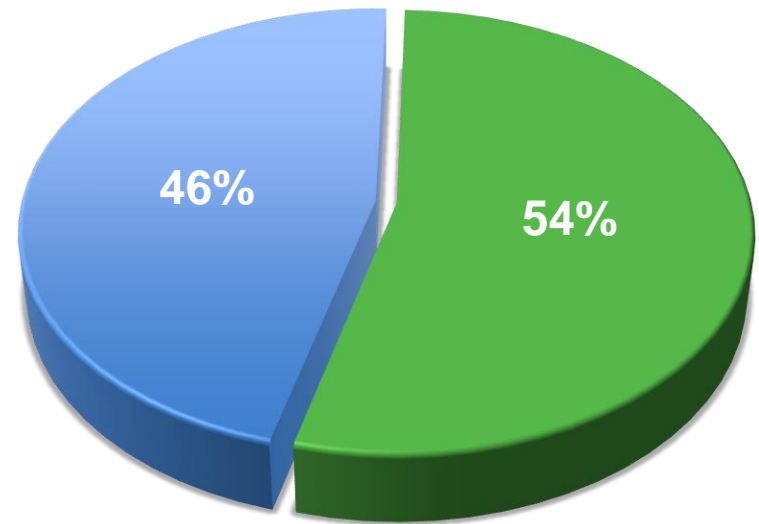
All numbers are in SAR million unless specified

**Revenue
YTD 2015**



■ Foods ■ Retail

**Revenue
YTD 2016**

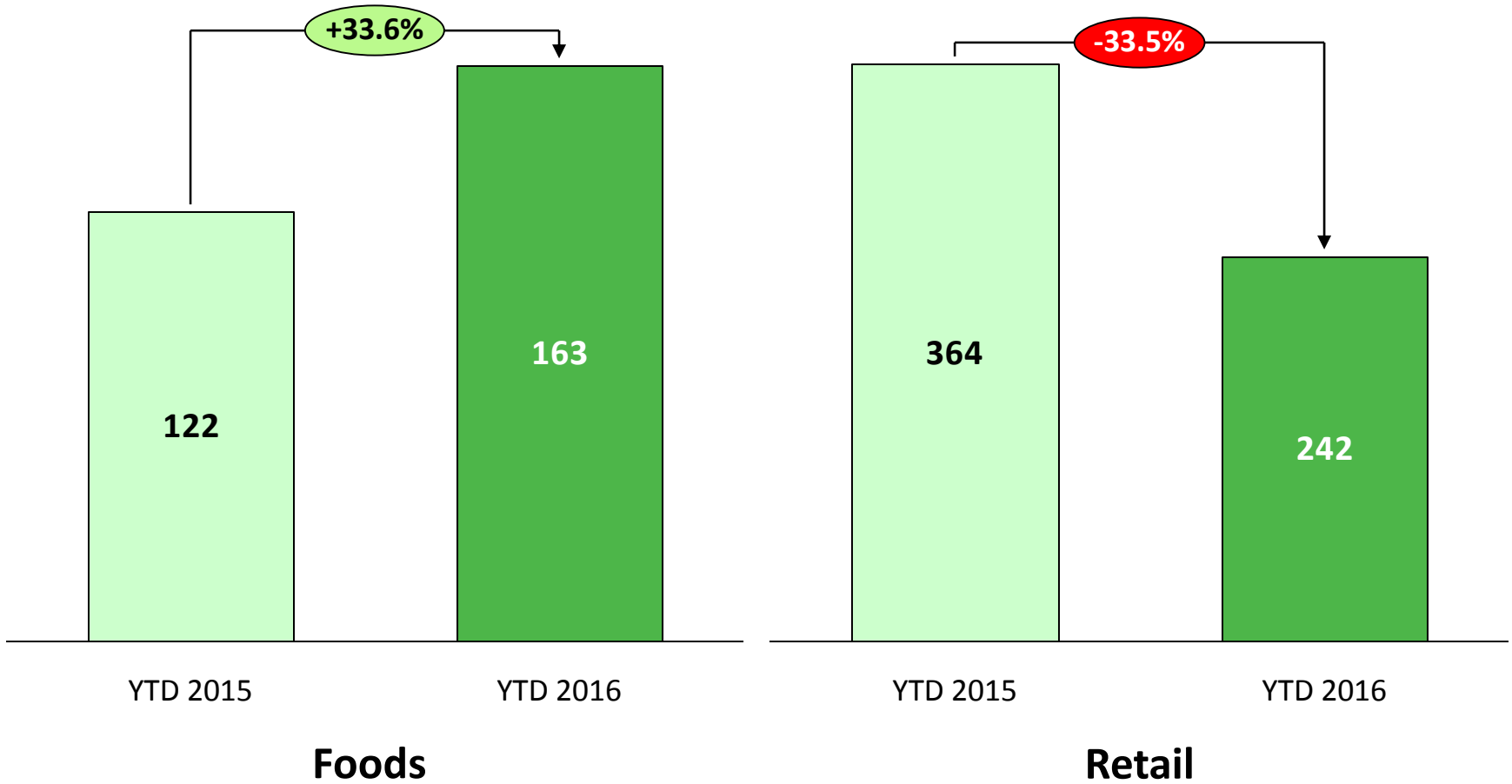


■ Foods ■ Retail

Capital Expenditure By Segment



All numbers are in SAR million unless specified



Foods Highlights

Foods Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

Net Income

Volume
(‘000MT)

Q
1

2,820
-8.6% vs. LY

399
-9.3% vs. LY

56
-40.7% vs. LY

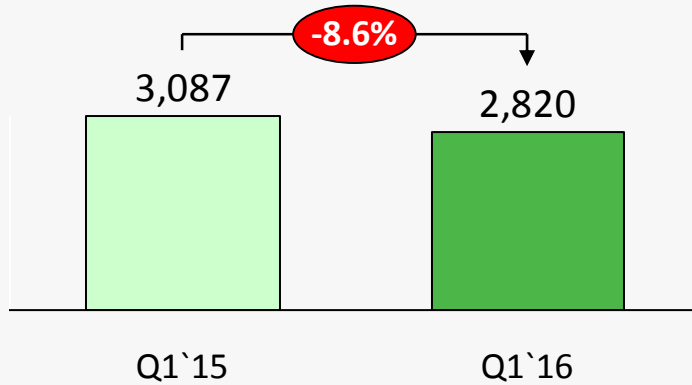
850
+4.4% vs. LY

Foods Financial Highlights

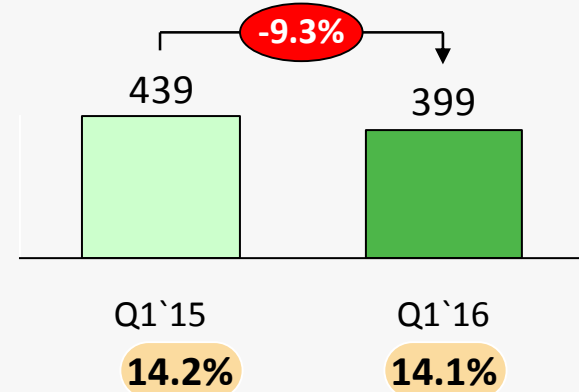


All numbers are in SAR million unless specified

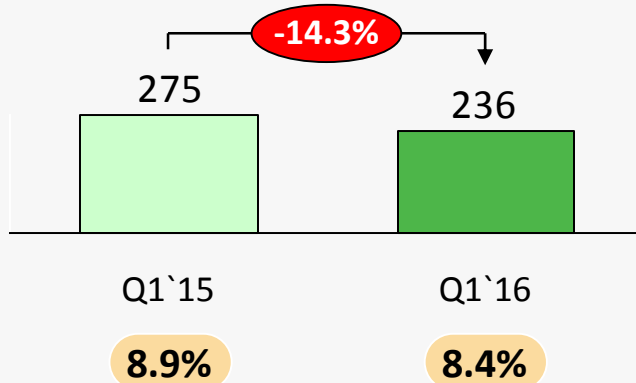
YoY Sales



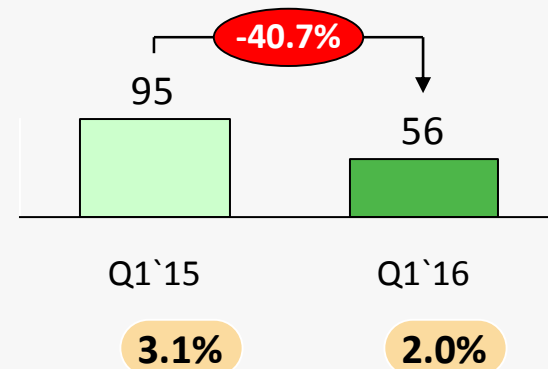
YoY Gross Profit



YoY EBITDA



YoY Net Income

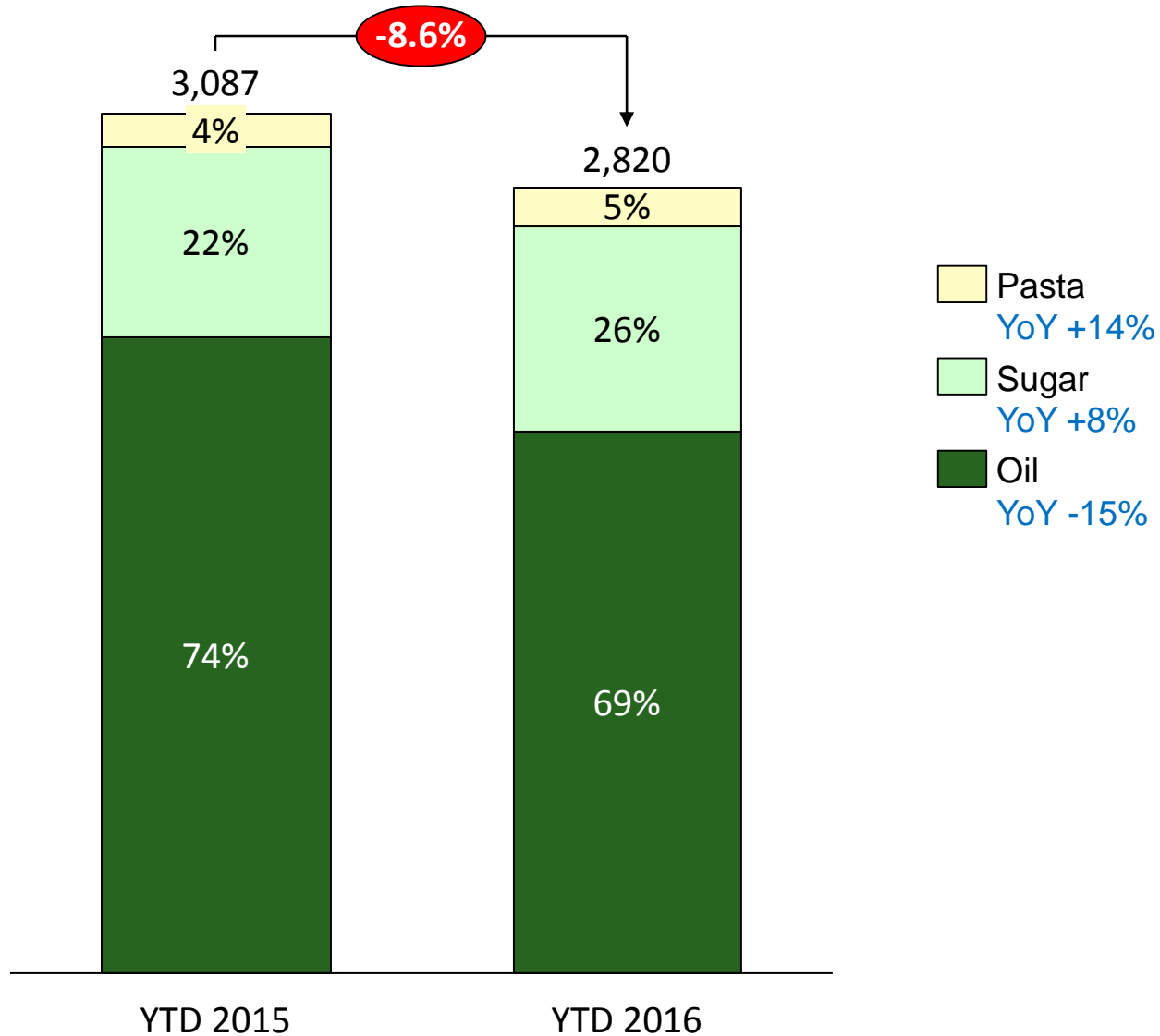


● Margin ○ Growth

Revenue Breakdown By Category



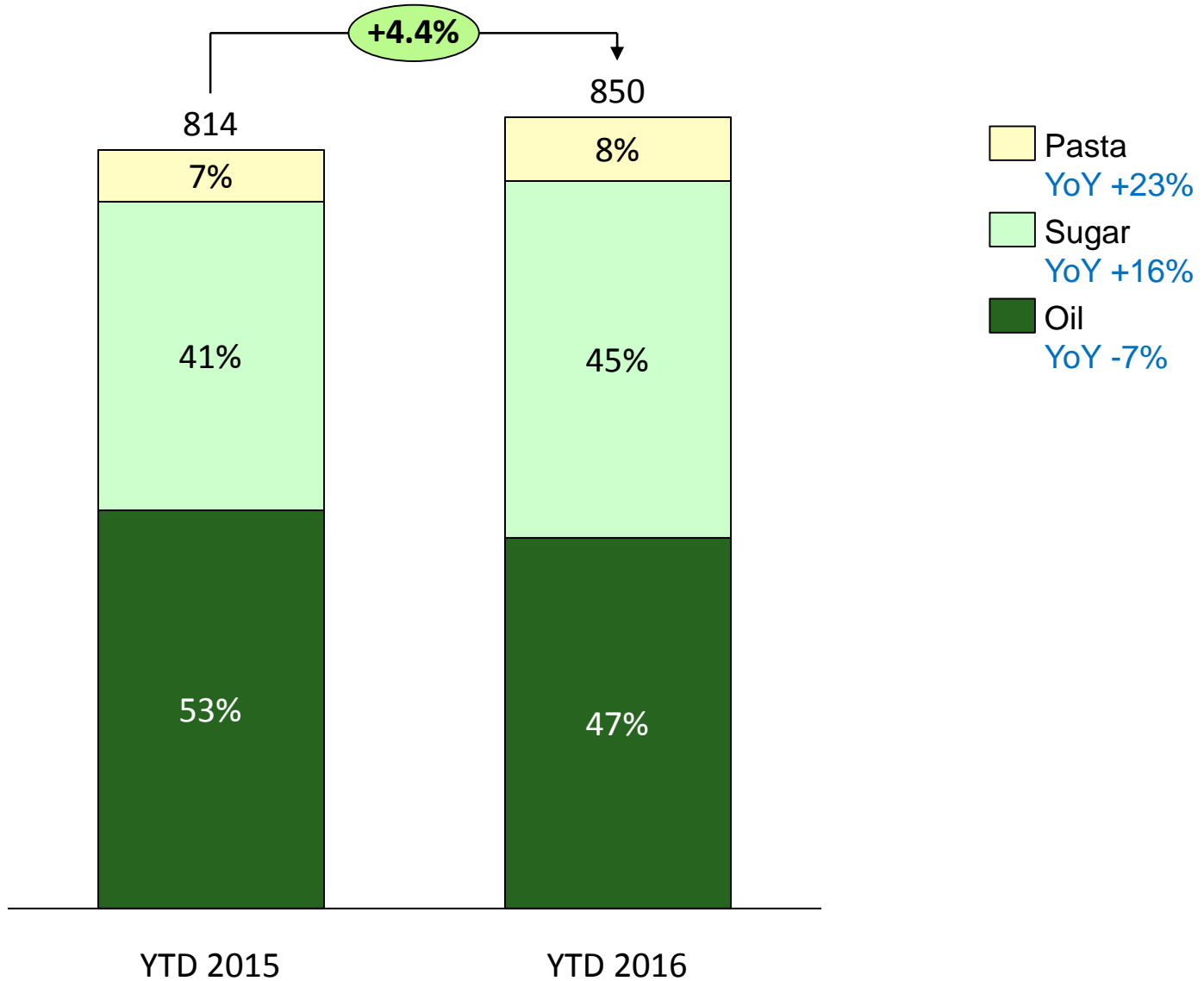
All numbers are in SAR million unless specified



Volume Breakdown By Category



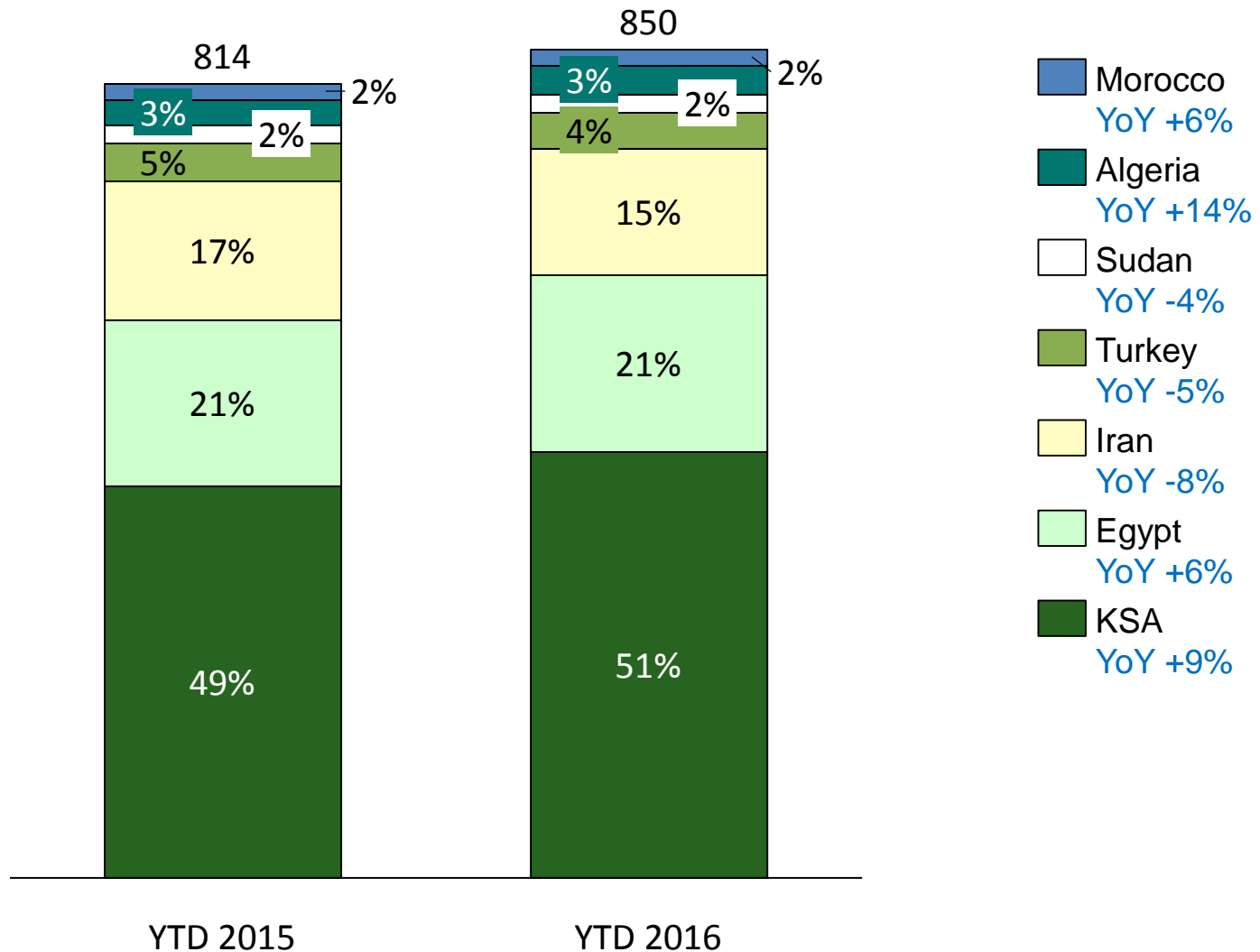
Thousand tonnes unless specified otherwise



Volume Breakdown By Geography



Thousand tonnes unless specified otherwise



Retail Highlights

Retail Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

Net Income

**Stores
Openings**

**Q
1**

3,271
+2.5% vs. LY

824
+14.5% vs. LY

-21
NA vs. LY

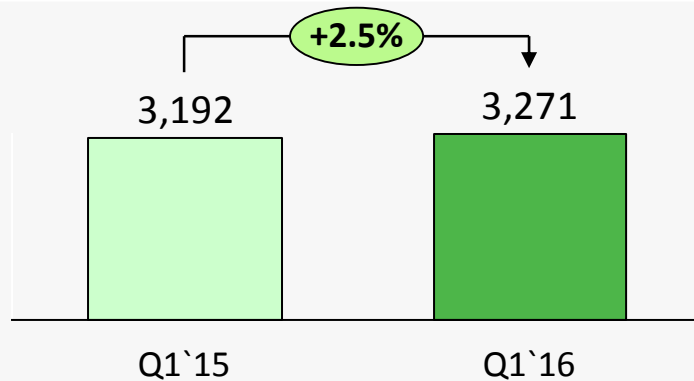
5
0 hypermarket
4 supermarkets
1 Pandati

Retail Financial Highlights

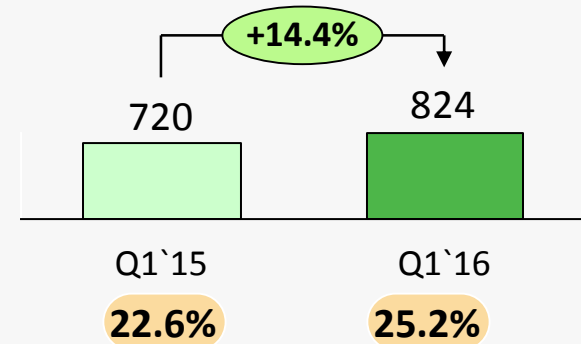


All numbers are in SAR million unless specified

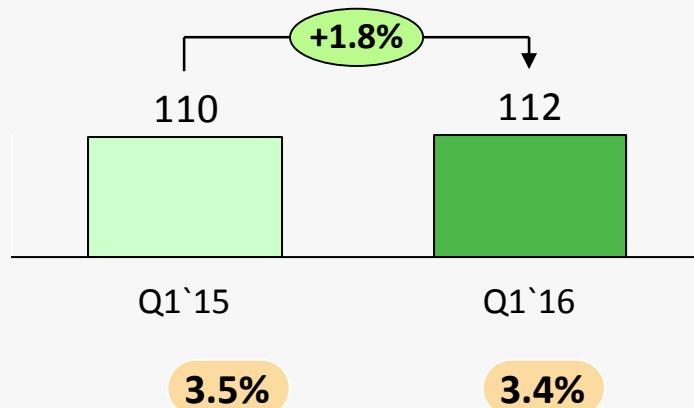
YoY Sales



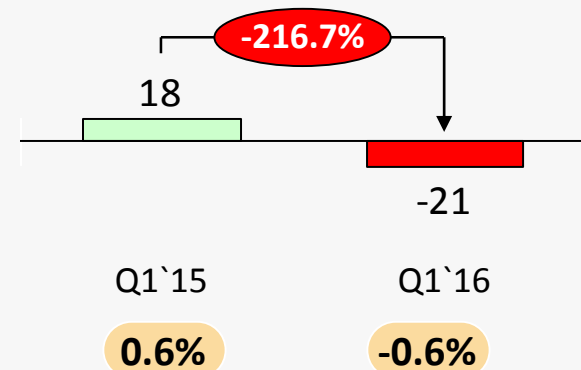
YoY Gross Profit



YoY EBITDA



YoY Net Income

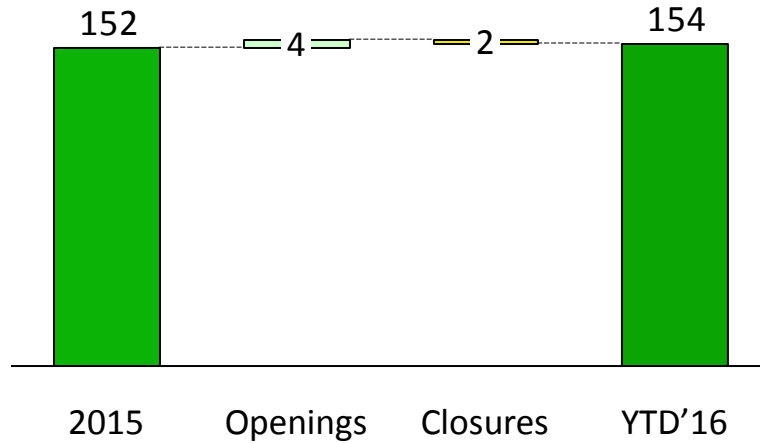


● Margin ○ Growth

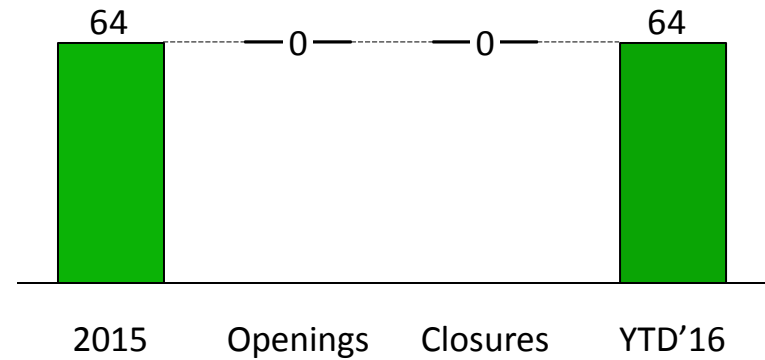
Number of Stores and Selling Area



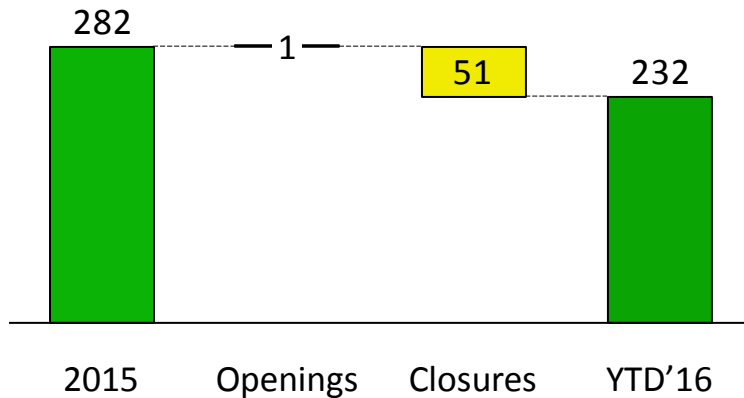
Super



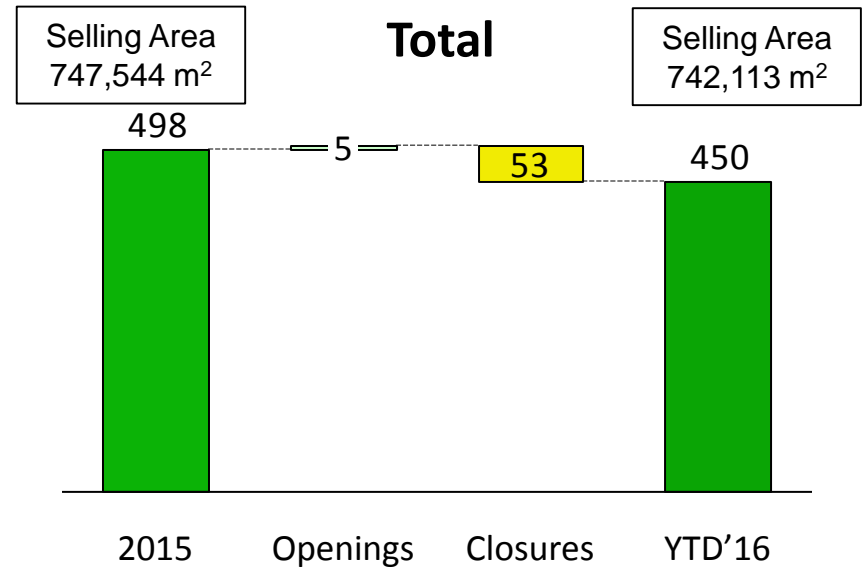
Hyper



Pandati



Total



Appendix

Quarterly Financials – Q1



(all figures are in SAR millions)

| Segment Wise Financials | | | | | | | | | | |
|----------------------------|--------------|--------------|------------|-------------|------------|--------------|--------------|------------|------------|------------|
| | Q1- 2016 | | | | | Q1- 2015 | | | | |
| | Revenue | Gross Profit | EBIT | Net Income | EBITDA | Revenue | Gross Profit | EBIT | Net Income | EBITDA |
| Food | | | | | | | | | | |
| Oil-Mature Markets | 1,675 | 292 | 153 | 107 | 175 | 1,930 | 331 | 198 | 119 | 219 |
| Oil-Start-up Markets* | 273 | 39 | 14 | 9 | 18 | 354 | 66 | 33 | 25 | 37 |
| Total Oil | 1,949 | 331 | 168 | 117 | 193 | 2,284 | 396 | 231 | 144 | 256 |
| Sugar | 733 | 37 | (3) | (67) | 24 | 682 | 21 | (24) | (52) | 4 |
| Pasta | 138 | 31 | 13 | 6 | 18 | 121 | 22 | 9 | 3 | 15 |
| Total Foods | 2,820 | 399 | 177 | 56 | 236 | 3,087 | 439 | 217 | 95 | 275 |
| Retail | | | | | | | | | | |
| KSA | 3,191 | 810 | 2 | (16) | 112 | 3,118 | 709 | 30 | 17 | 108 |
| Overseas | 80 | 15 | (1) | (5) | (0) | 75 | 11 | 2 | 2 | 3 |
| Total Retail | 3,271 | 824 | 1 | (21) | 112 | 3,192 | 720 | 31 | 18 | 110 |
| Real Estate | 0 | 0 | 16 | 16 | 16 | 0 | 0 | 4 | 4 | 4 |
| Herfy | 0 | 0 | 28 | 28 | 28 | 0 | 0 | 29 | 29 | 29 |
| Al Marai-Savola Share | 0 | 0 | 112 | 112 | 112 | 0 | 0 | 112 | 112 | 112 |
| HQ/Elimination/Impairments | (68) | 0 | (48) | (98) | (48) | (55) | (0) | (23) | 212 | (19) |
| Total | 6,023 | 1,223 | 285 | 93 | 456 | 6,224 | 1,159 | 371 | 471 | 511 |
| Adjustments | | | | | | | | | | |
| Impairments | | | | - | | | | | - | |
| Capital gains | | | | - | | | | | (265) | |
| Adjusted Profit | | | | 93 | | | | | 206 | |

* Start-up markets include Algeria, Morocco and Sudan