

Investor Presentation Q3 2015



The Savola Group

Group Highlights

Group Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

Income from
Operations

Net Income

Q
3

5,877
-4.4% vs. LY

1,263
+9.7% vs. LY

372
-27.1% vs. LY
+4.6% vs.
guidance

372
-47% vs. LY

Y
T
D

19,846
+0.6% vs. LY

3,817
+9.2% vs. LY

1,011
-29.2% vs. LY
+5.1% vs.
guidance

1,276
-22.1% vs. LY

Group Highlights – One offs



- Q1 2015:
 - Capital gain of SAR 265 mln from the sale of SPS

- Q3 2014:
 - Packaging income LY (SAR 14 mln)
 - Adjustment to the gain from disposal of Kazakhstan last year (SAR 5 mln)
 - Capital gain from selling Masharef land (SAR 187.5 mln)
 - Extraordinary profit from real estate LY (SAR amount 71 mln)

- Q2 2014:
 - Packaging income last year (SAR 18 mln)
 - Gain from disposal of Kazakhstan business last year (SAR 17 mln)
 - Dividends received from a private equity investment (SAR 46 mln)
 - Diyar Al Mashriq share of profit last year (SAR 17 mln)

- Q1 2014:
 - Packaging income last year (SAR 4 mln)
 - Extraordinary profit from real estate last year (SAR 112 mln)
 - Diyar Al Mashriq share of loss (SAR 1.4 mln)

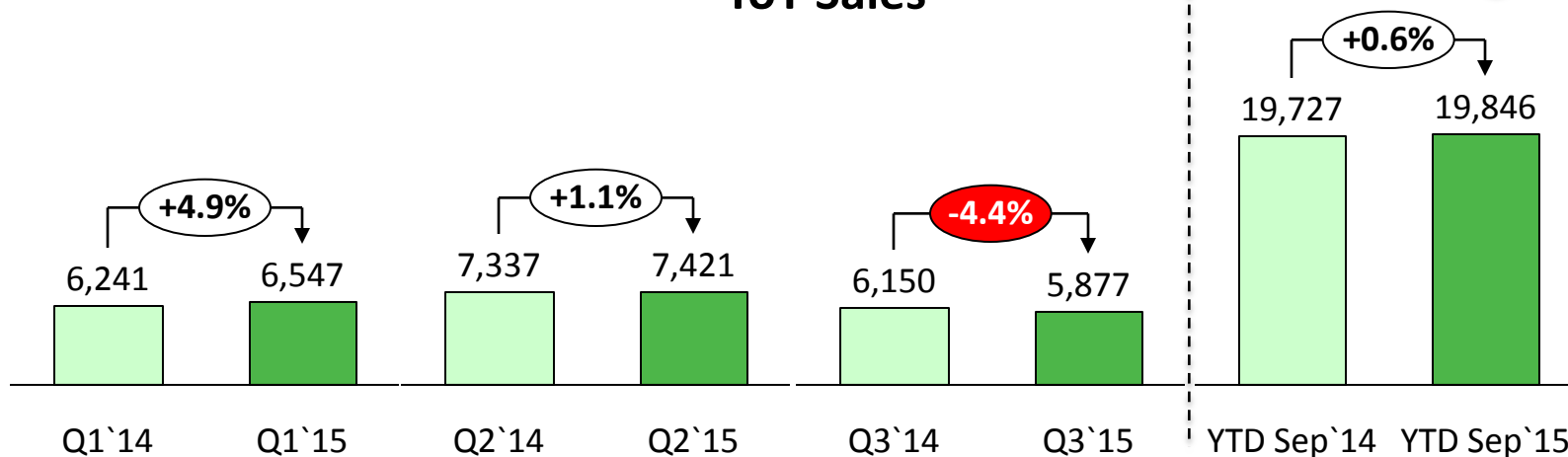
Group Financial Highlights



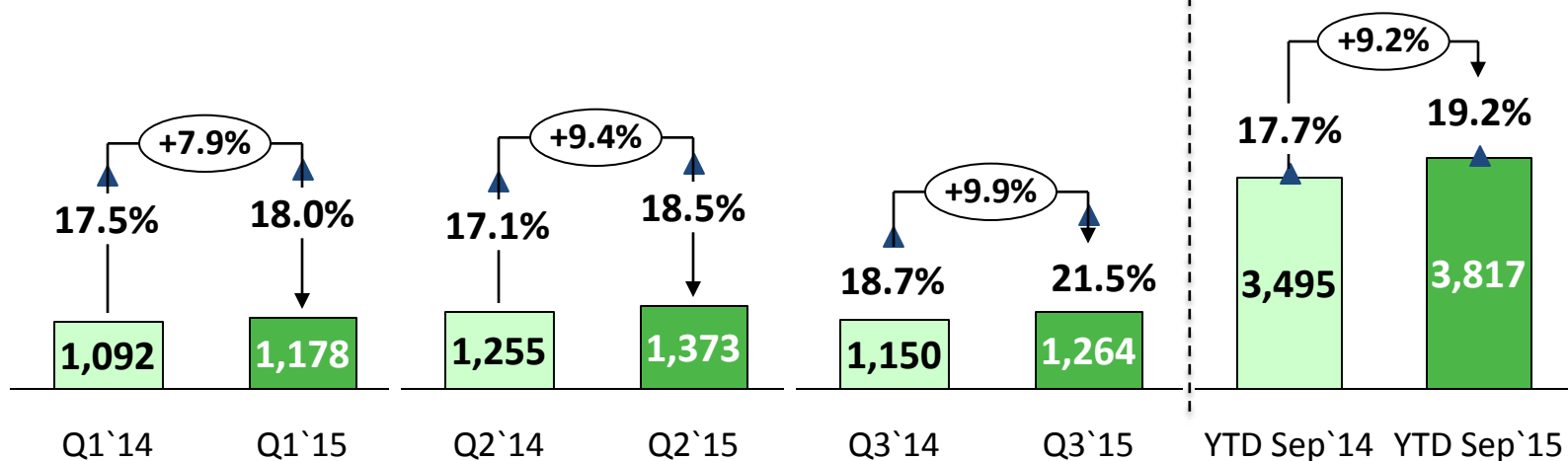
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YoY Sales

▲ Margin
○ Growth



YoY Gross Profit



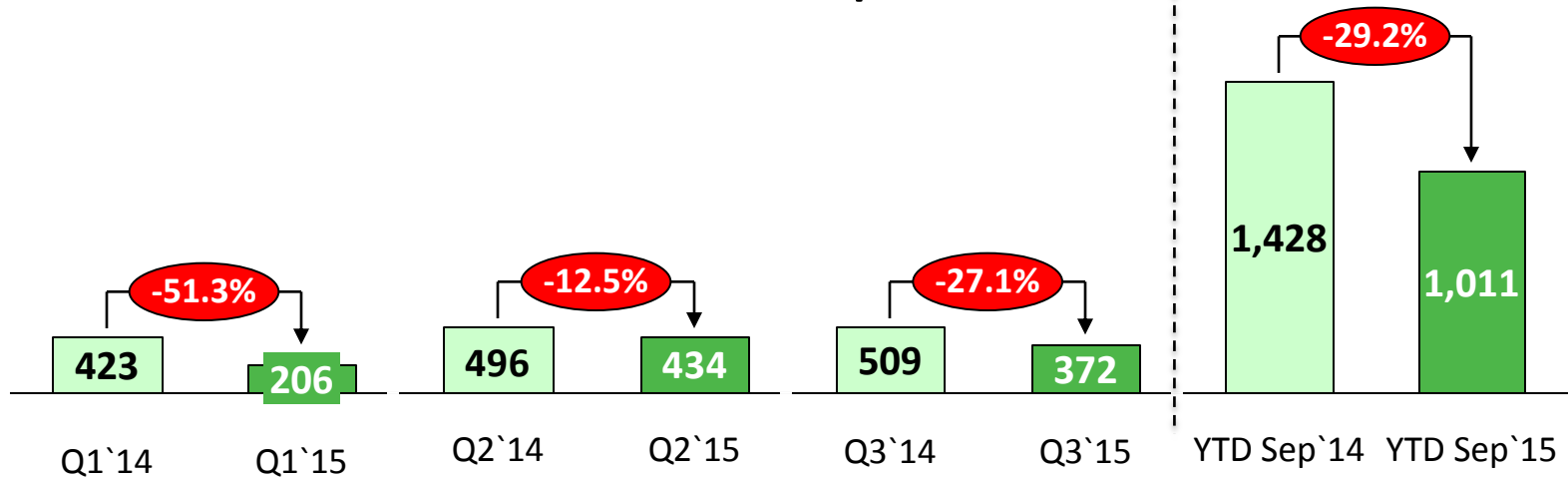
Group Financial Highlights



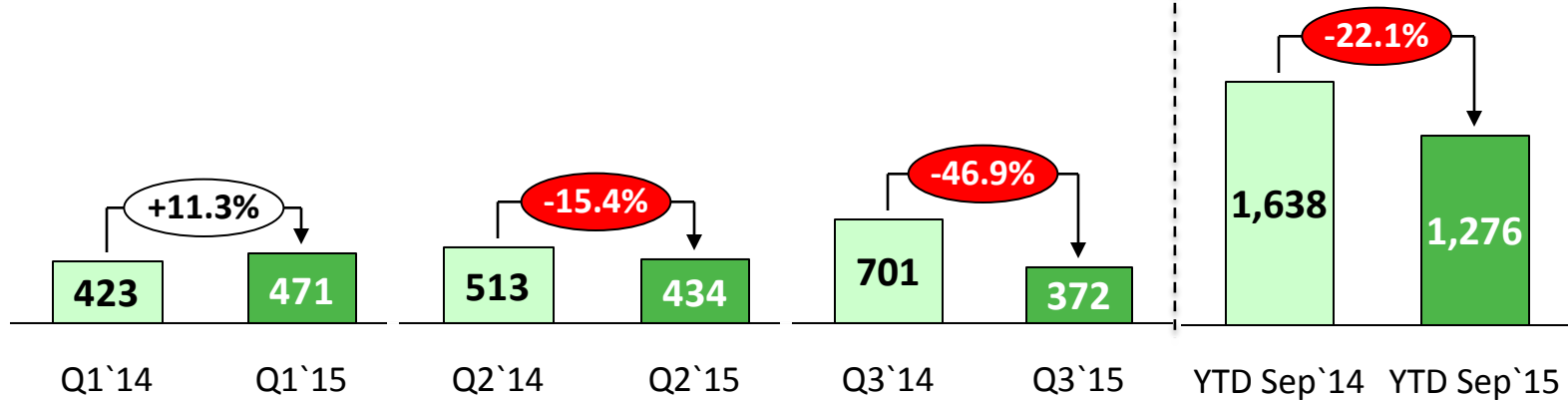
All numbers are in SAR million unless specified

YoY NI from Operations

○ Growth



YoY NI

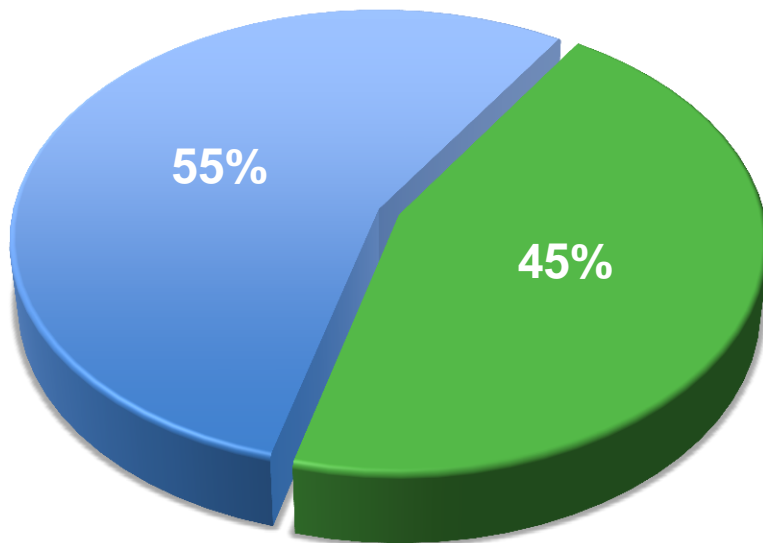


Revenue Mix by Business YTD



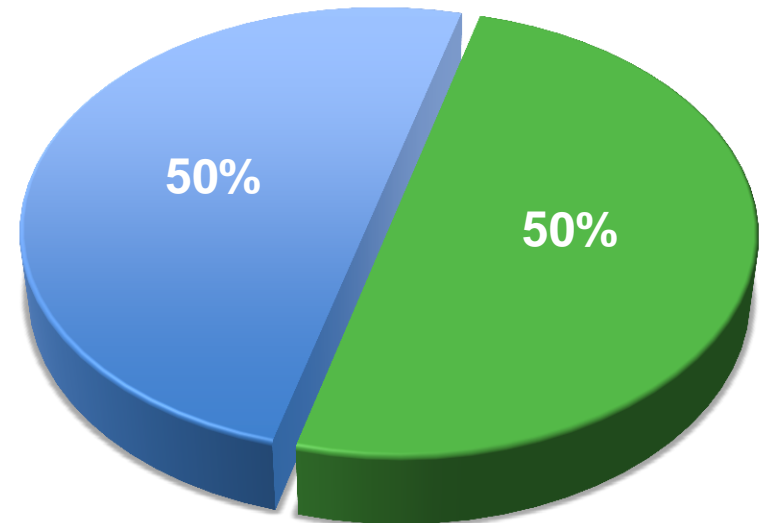
All numbers are in SAR million unless specified

SEP 2014



■ Foods ■ Retail

SEP 2015



■ Foods ■ Retail

Foods Highlights

Foods Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

Net Income

Volume
(‘000MT)

Q
3

2,827
-15.3% vs. LY

433
+1.5% vs. LY

112
+2.2% vs. LY

889
-4.5% vs. LY

Y
T
D

9,991
-8.5% vs. LY

1,454
Flat vs. LY

417
-12.9% vs. LY

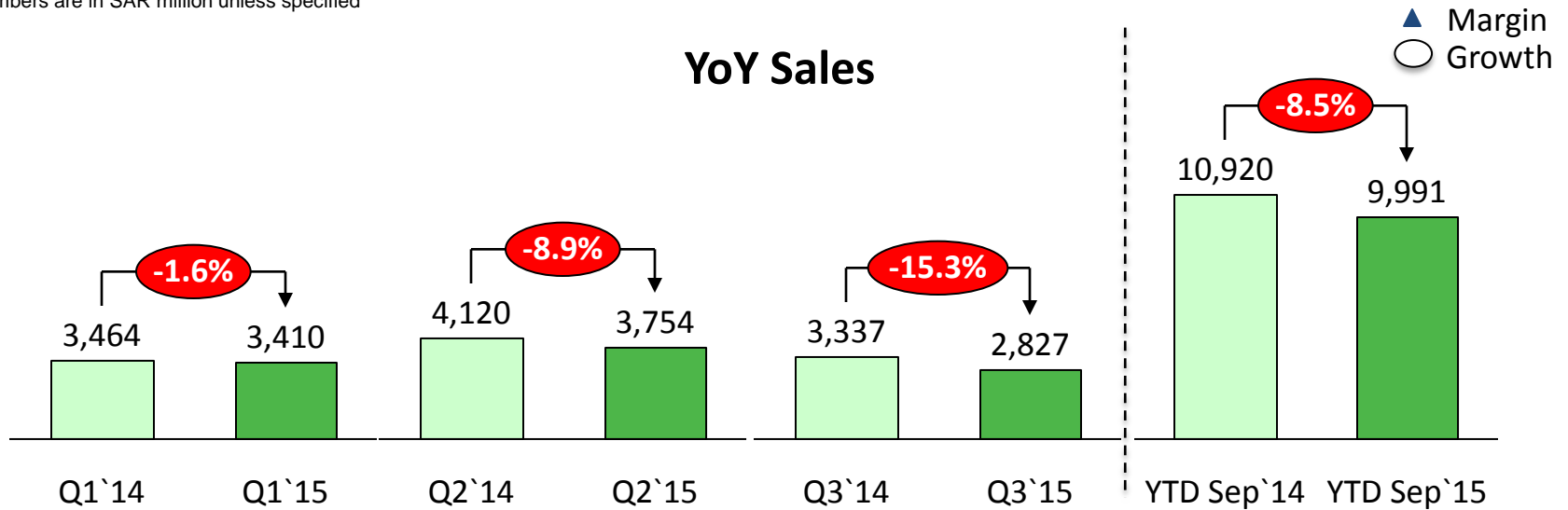
3,025
+2% vs. LY

Foods Financial Highlights

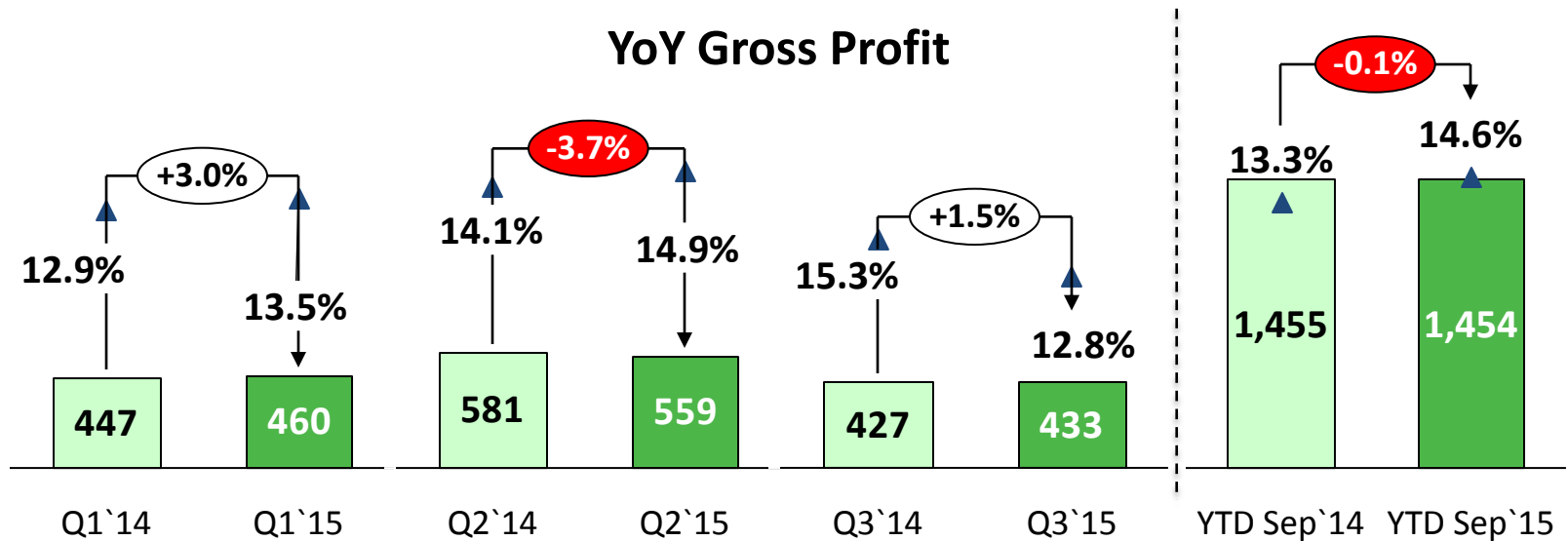


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YoY Sales



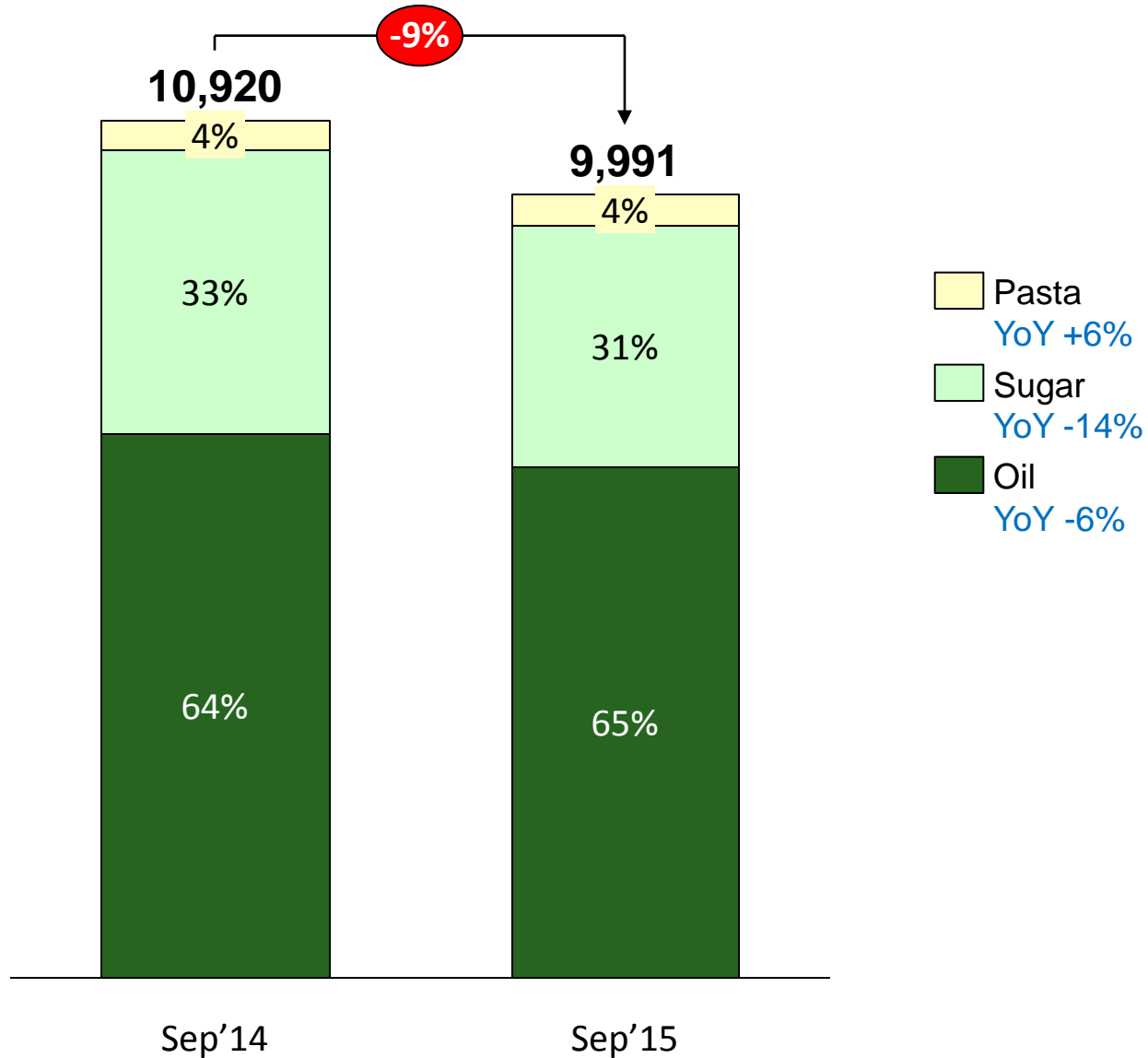
YoY Gross Profit



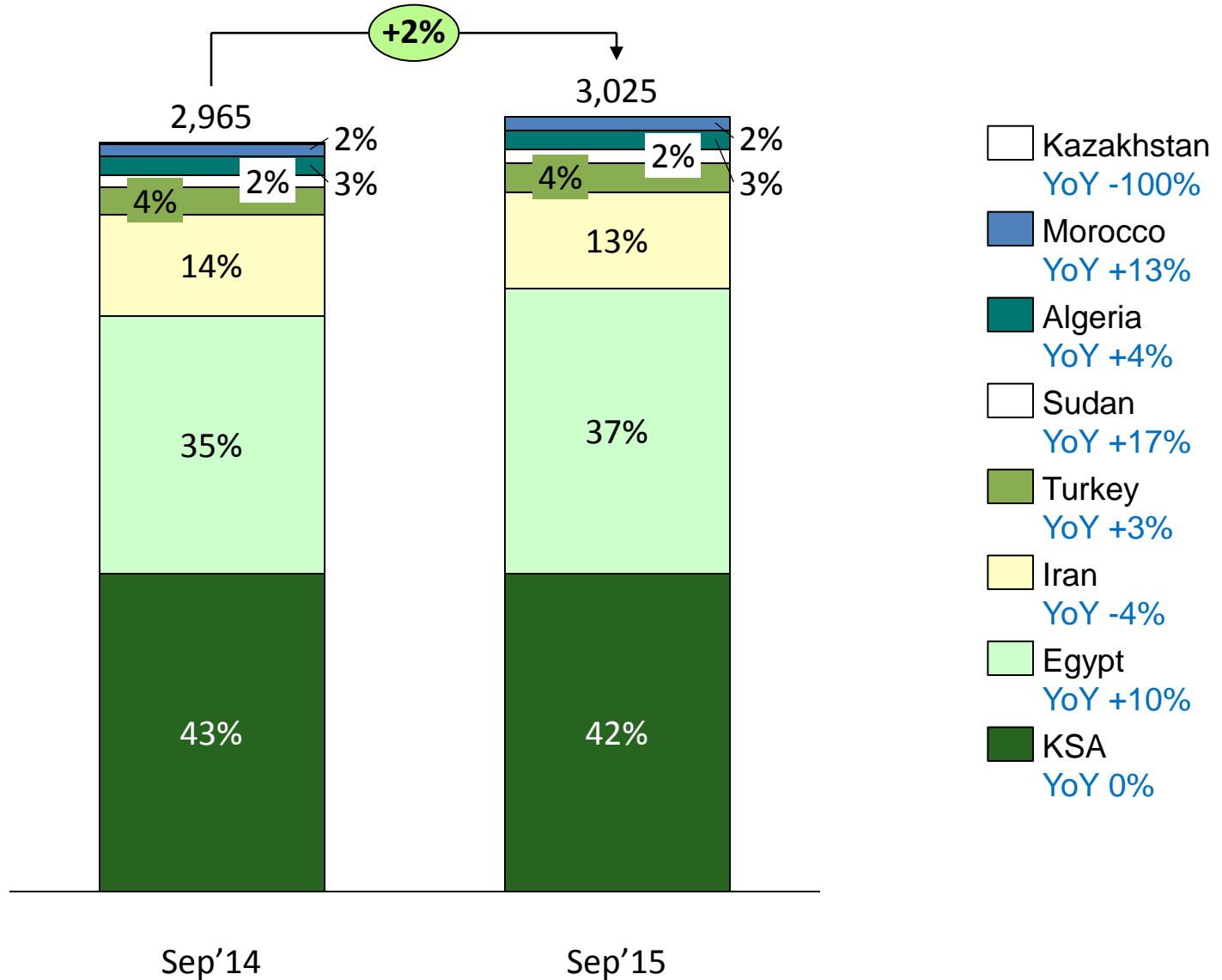
Revenue Breakdown By Sector



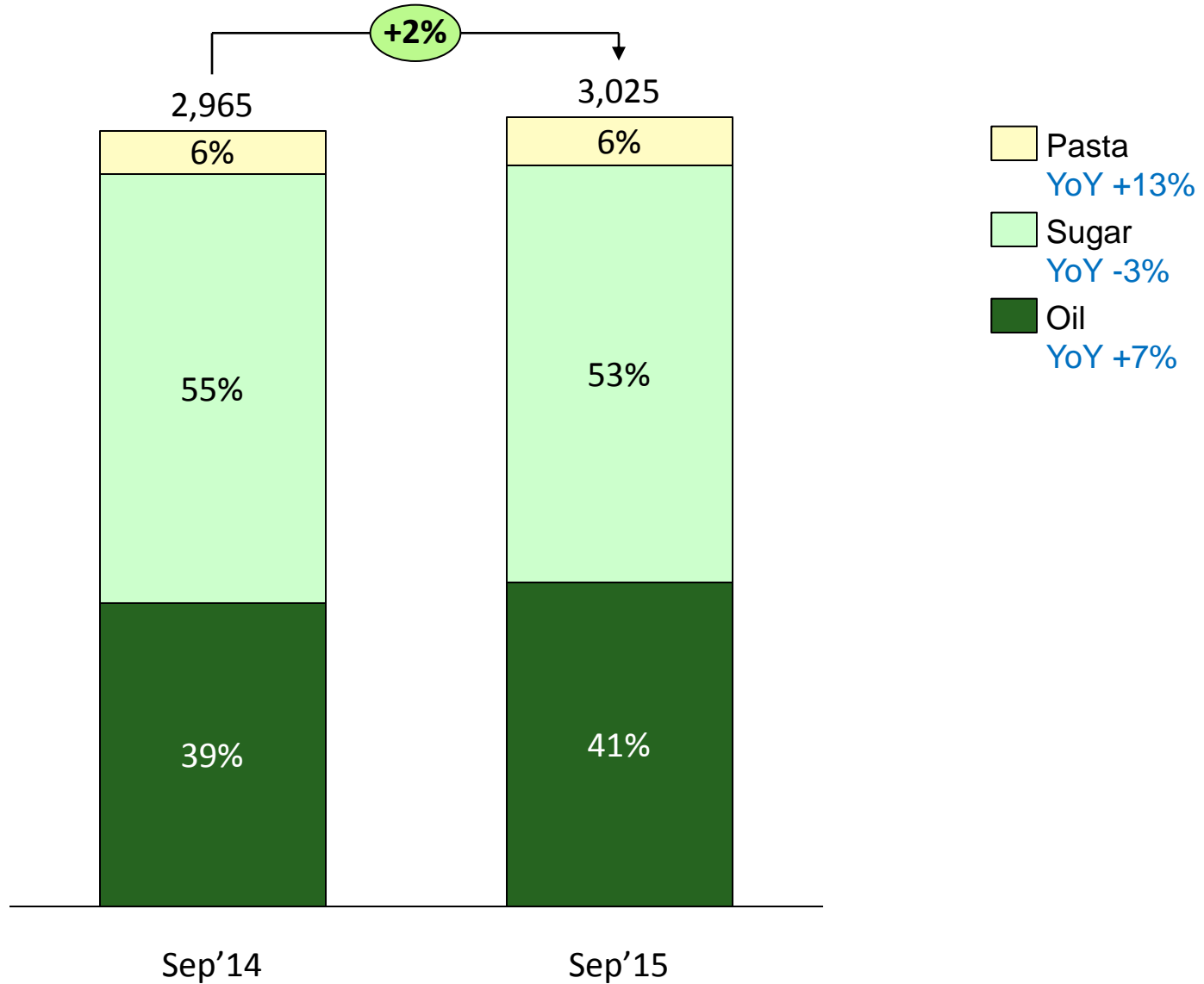
All numbers are in SAR million unless specified



Volume Breakdown By Geography



Volume Breakdown By Sector



Retail Highlights

Retail Highlights



All numbers are in SAR million unless specified

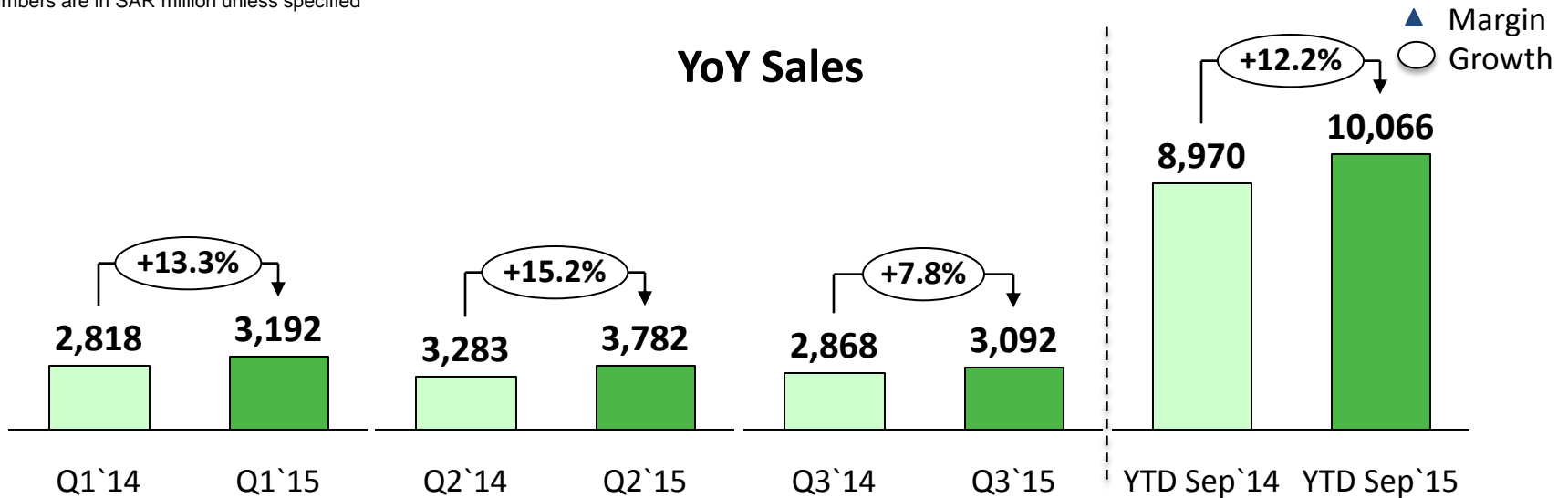
	Revenue	Gross Profit	Net Income	Stores Openings
Q 3	3,092 +7.8% vs. LY	830 +14.6% vs. LY	51 -66.1% vs. LY	23 3 supermarkets including 1 in Egypt 20 Pandati
YTD	10,066 +10.9% vs. LY	2,364 +15.8% vs. LY	118 -60.3% vs. LY	139 3 Hyper 13 Super 123 Pandati

Retail Financial Highlights

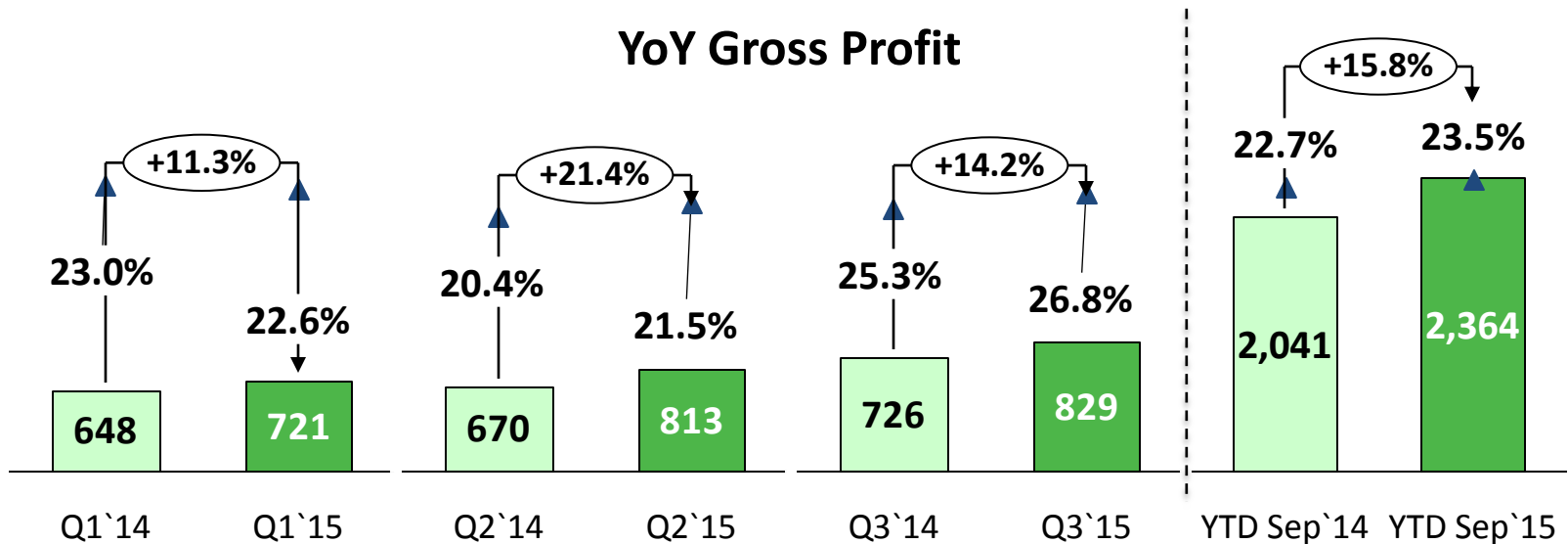


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YoY Sales



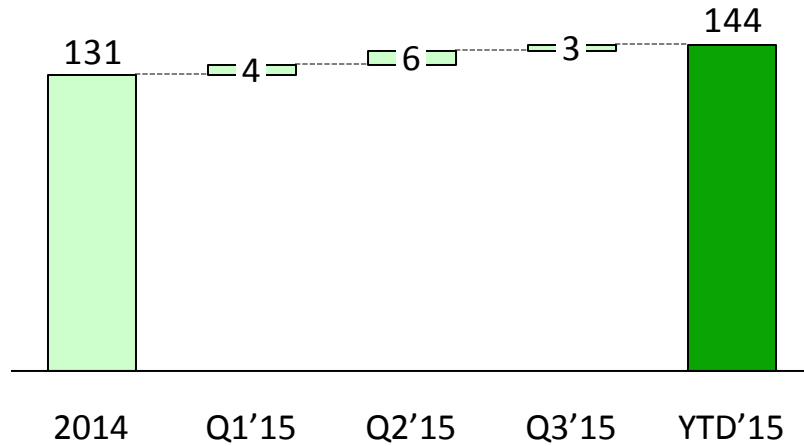
YoY Gross Profit



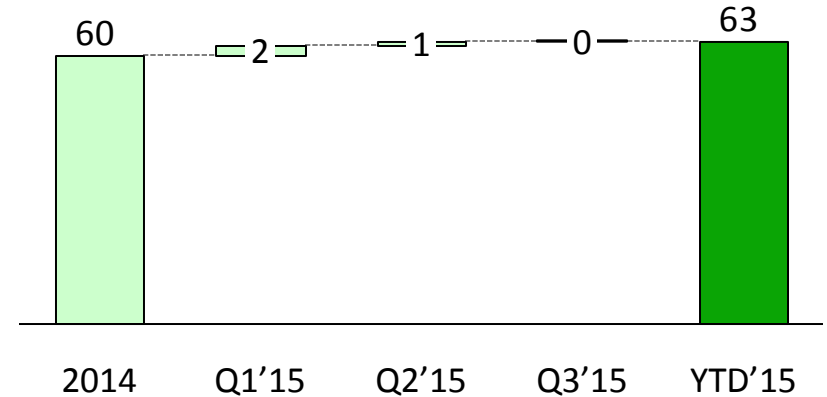
Number of Stores and Selling Area



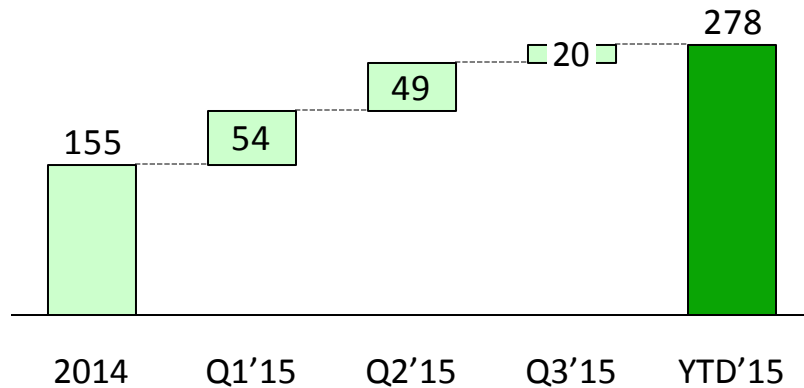
Super



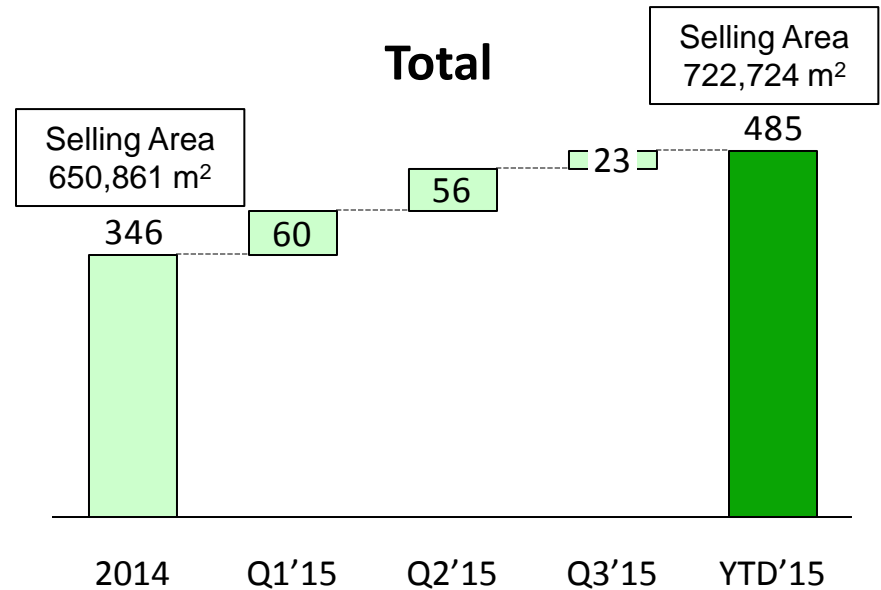
Hyper



Pandati



Total



Appendix

Quarterly Financials – Q3



(all figures are in SAR millions)

Segment Wise Financials										
	Q3- 2015					Q3- 2014				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Food										
Oil-Mature Markets	1,531	297	167	109	188	1,683	279	157	96	178
Oil-Start-up Markets*	314	42	16	9	20	378	68	33	23	38
Total Oil	1,845	339	183	119	209	2,061	347	190	120	215
Sugar	859	69	17	(17)	51	1,165	63	19	(17)	53
Pasta	123	25	14	10	19	110	16	6	6	11
Total Foods	2,827	433	213	112	278	3,337	427	214	109	279
Retail										
KSA	3,018	818	68	53	165	2,796	713	159	148	231
Overseas	74	12	(2)	(2)	(1)	72	11	2	2	3
Total Retail	3,092	830	66	51	164	2,868	724	161	150	233
Real Estate	0	0	6	6	6	0	0	71	71	71
Discontinued Operation	0	0	0	0	0	0	0	0	14	0
Herfy	0	0	27	27	27	0	0	21	21	21
Al Marai-Savola Share	0	0	217	217	217	0	0	197	197	197
HQ/Elimination/Impairments	(42)	(0)	(19)	(42)	(12)	(55)	(0)	(16)	140	(13)
Total	5,877	1,263	511	372	681	6,150	1,151	648	701	788
Adjustments										
Impairments				-					-	
Capital gains				-					(192)	
Adjusted Profit				372					509	

* Start-up markets include Algeria, Morocco and Sudan

Quarterly Financials – Q2



(all figures are in SAR millions)

Segment Wise Financials										
	Q2- 2015					Q2- 2014				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Food										
Oil-Mature Markets	2,002	401	233	186	254	2,168	371	228	150	250
Oil-Start-up Markets*	368	57	29	21	33	401	69	32	28	36
Total Oil	2,370	458	261	207	287	2,569	440	260	178	286
Sugar	1,223	60	11	(17)	47	1,398	117	67	13	103
Pasta	161	41	22	20	27	153	26	17	16	21
Total Foods	3,754	559	295	210	361	4,120	583	344	207	410
Retail										
KSA	3,701	801	59	46	149	3,201	657	81	73	150
Gulf	81	12	3	3	3	82	12	1	1	2
Total Retail	3,782	813	61	48	153	3,283	669	82	74	152
Real Estate	0	0	5	5	5	0	0	39	39	39
Discontinued Operation	0	0	0	0	0	0	0	0	18	0
Herfy	0	0	20	20	20	0	0	28	28	28
Al Marai-Savola Share	0	0	194	194	194	0	0	158	158	158
HQ/Elimination/Impairments	(114)	(0)	(21)	(43)	(17)	(67)	(0)	20	(11)	26
Total	7,421	1,372	554	434	716	7,337	1,251	671	513	813
Adjustments										
Impairments				-					-	
Capital gains				-					(17)	
Adjusted Profit				434					496	

* Start-up markets include Algeria, Morocco and Sudan

Quarterly Financials – Q1



(all figures are in SAR millions)

Segment Wise Financials										
	Q1- 2015					Q1- 2014				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Food										
Oil-Mature Markets	1,930	331	198	119	219	1,995	342	211	172	233
Oil-Start-up Markets*	354	66	33	25	37	312	42	11	4	17
Total Oil	2,284	396	231	144	256	2,307	384	221	175	250
Sugar	1,006	44	(8)	(52)	27	1,037	48	8	(17)	39
Pasta	121	22	9	3	15	120	14	5	4	10
Total Foods	3,410	462	233	95	298	3,464	446	234	162	299
Retail										
KSA	3,118	709	30	17	108	2,738	637	78	70	146
Gulf	75	11	2	2	3	80	11	2	2	2
Total Retail	3,192	720	31	18	110	2,818	647	80	72	148
Real Estate	0	0	4	4	4	0	0	111	111	111
Discontinued Operation	0	0	0	0	0	0	0	0	5	0
Herfy	0	0	29	29	29	0	0	25	25	25
Al Marai-Savola Share	0	0	112	112	112	0	0	100	100	100
HQ/Elimination/Impairments	(55)	(0)	(23)	212	(19)	(41)	0	(20)	(52)	(14)
Total	6,547	1,182	386	471	534	6,241	1,093	531	423	669
Adjustments										
Impairments				-					-	
Capital gains				(265)					-	
Adjusted Profit				206					423	

* Start-up markets include Algeria, Morocco and Sudan