

Investor Presentation Q4 and FY 2015



The Savola Group

Group Highlights

Group Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

EBIT

Net Income

Q
4

6,616
-3.6% vs. LY

1,306
-4.6% vs. LY

531
-12.1% vs. LY

515
+18.6% vs. LY

Y
T
D

26,461
-0.5% vs. LY

5,122
+5.3% vs. LY

1,982
-19.2% vs. LY

1,792
-13.5% vs. LY

Group Highlights – One offs



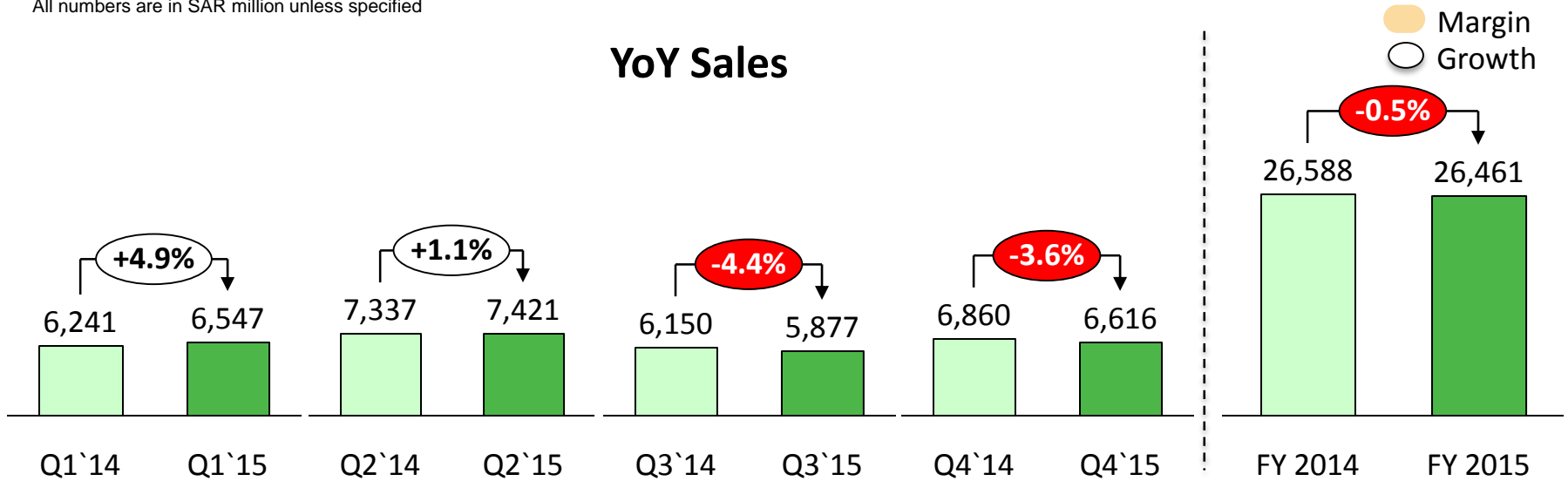
- Q4 2015:
 - Capital gain from sale of land (SAR 39 mln)
 - Insurance claim settlement due to the fire in raw sugar warehouse in 2013 (SAR 94.2 mln)
- Q1 2015:
 - Capital gain from the sale of packaging business (SAR 265 mln)
- Q4 2014:
 - Packaging income LY (SAR 13 mln)
 - Impairment provision on private equity investments (SAR 67 mln)
- Q3 2014:
 - Packaging income LY (SAR 14 mln)
 - Adjustment to the gain from disposal of Kazakhstan business last year (SAR 5 mln)
 - Capital gain from selling stake in Diyar Al Mashriq (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 5 mln)
 - Extraordinary profit from real estate last year (SAR 112 mln)
 - Diyar Al Mashriq share of loss (SAR 1.5 mln)

Group Financial Highlights

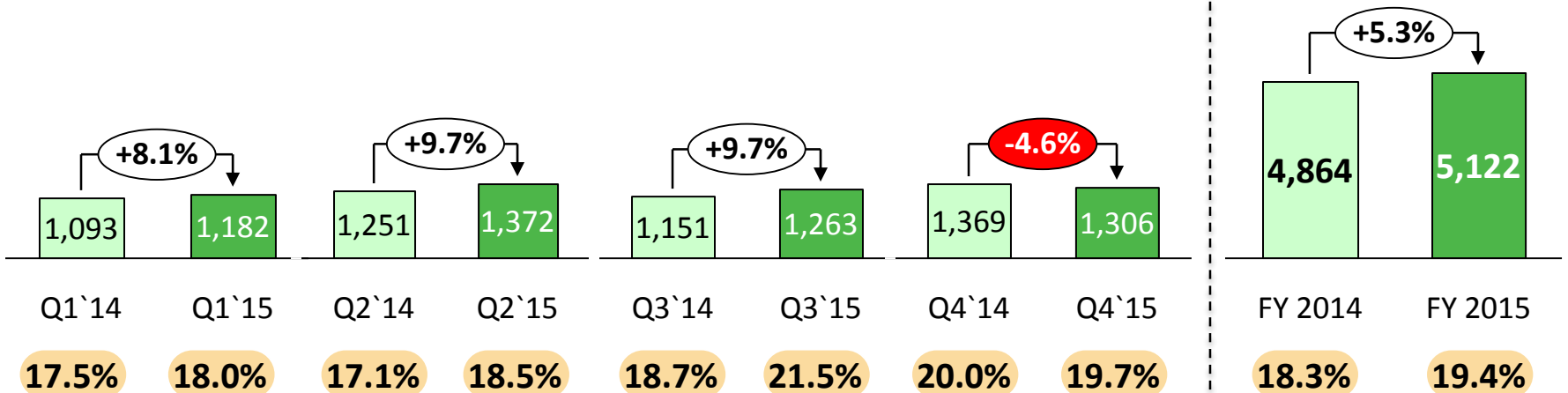


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YoY Sales



YoY Gross Profit

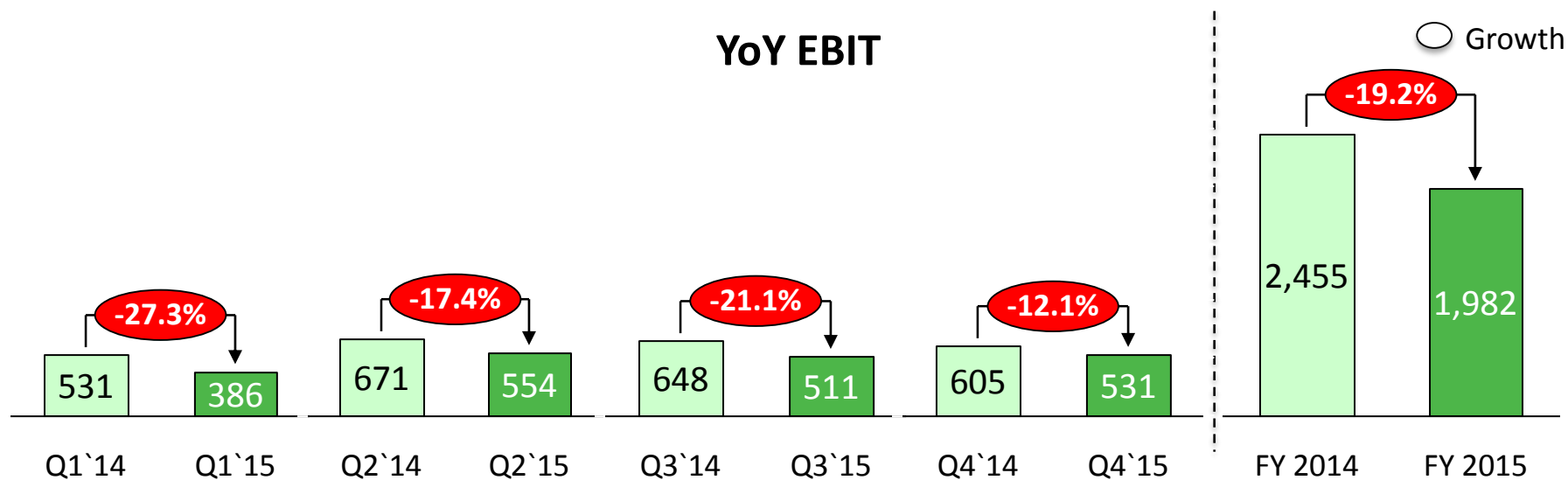


Group Financial Highlights

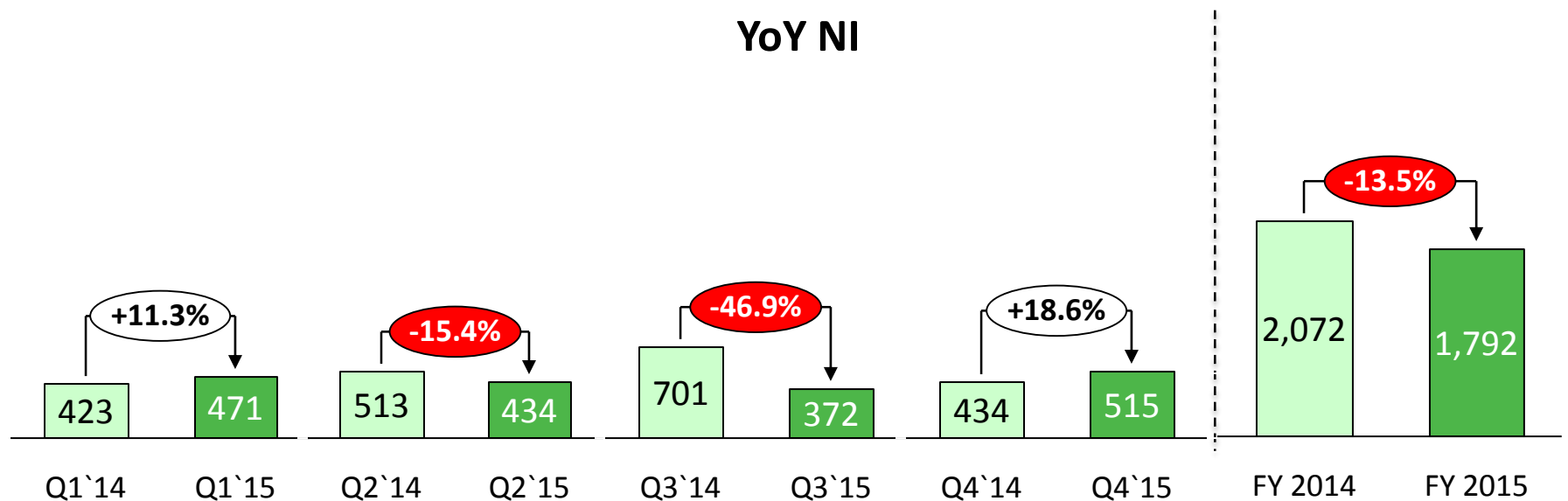


All numbers are in SAR million unless specified

YoY EBIT



YoY NI

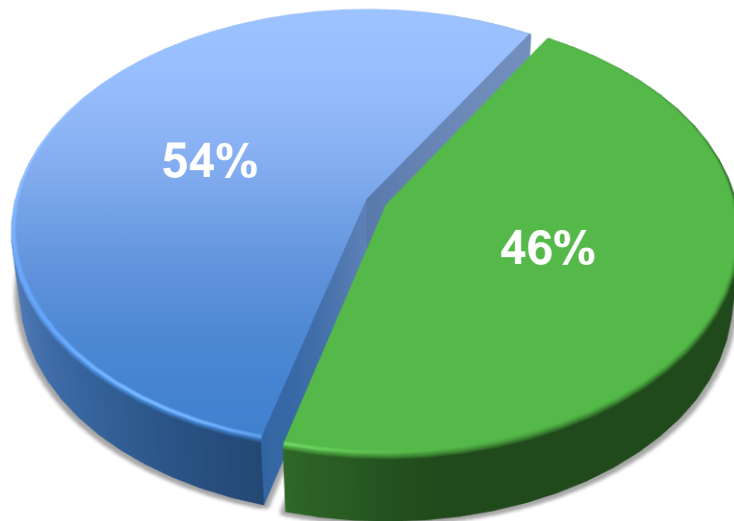


Revenue Mix by Business FY 2015



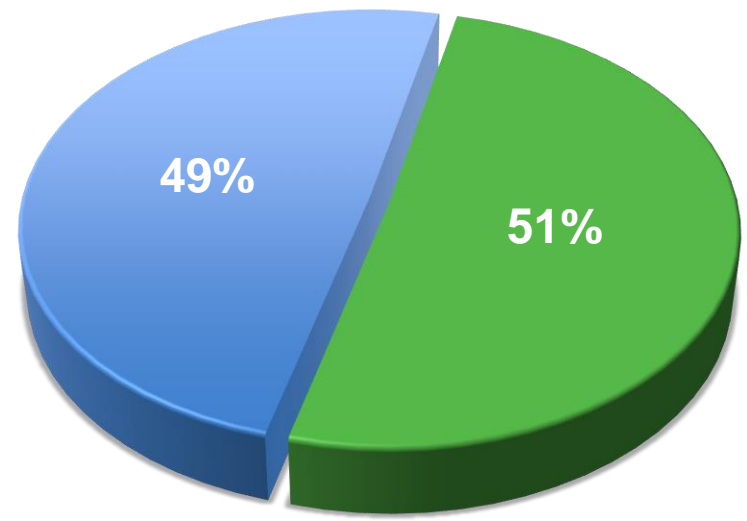
All numbers are in SAR million unless specified

Revenue FY 2014



■ Foods ■ Retail

Revenue FY 2015

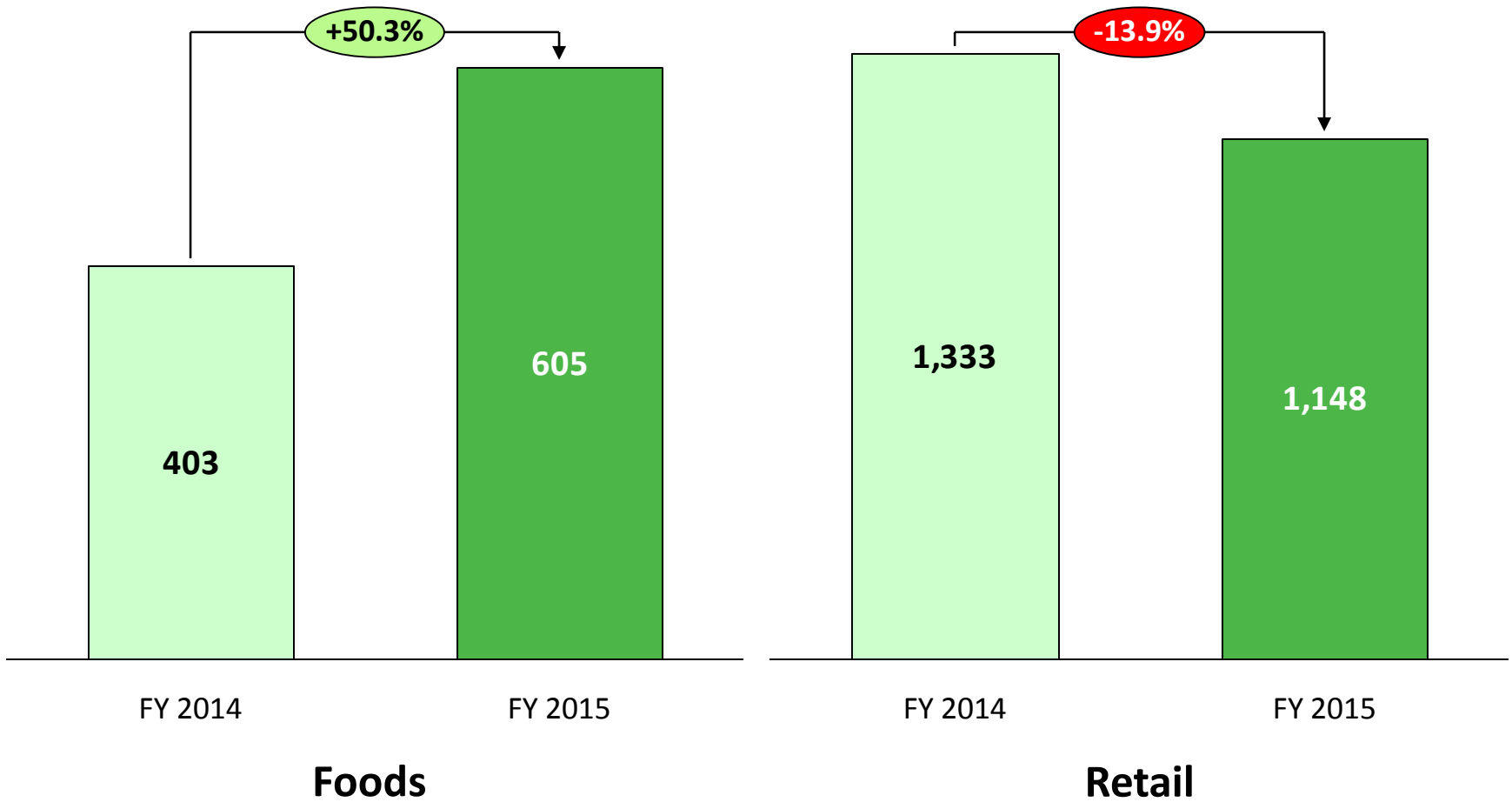


■ Foods ■ Retail

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
4

3,222
-12.3% vs. LY

423
-19.6% vs. LY

271
+105.3% vs. LY

1,007
-0.2% vs. LY

Y
T
D

13,213
-9.4% vs. LY

1,877
-5.3% vs. LY

687
+12.6% vs. LY

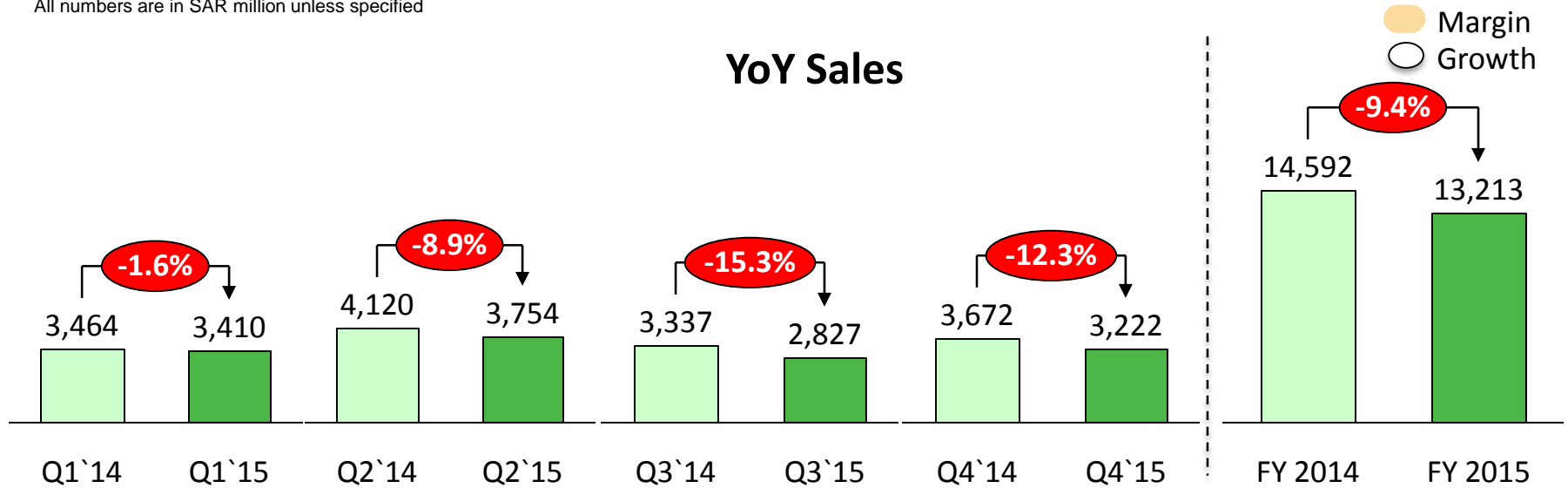
4,026
+1.3% vs. LY

Foods Financial Highlights

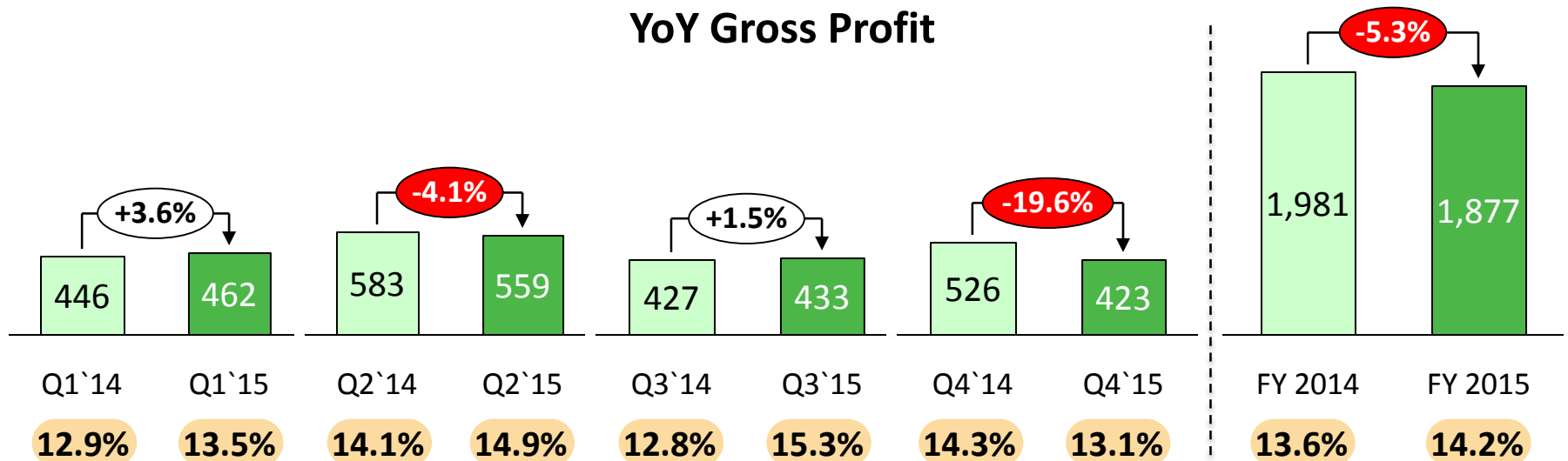


All numbers are in SAR million unless specified

YoY Sales



YoY Gross Profit

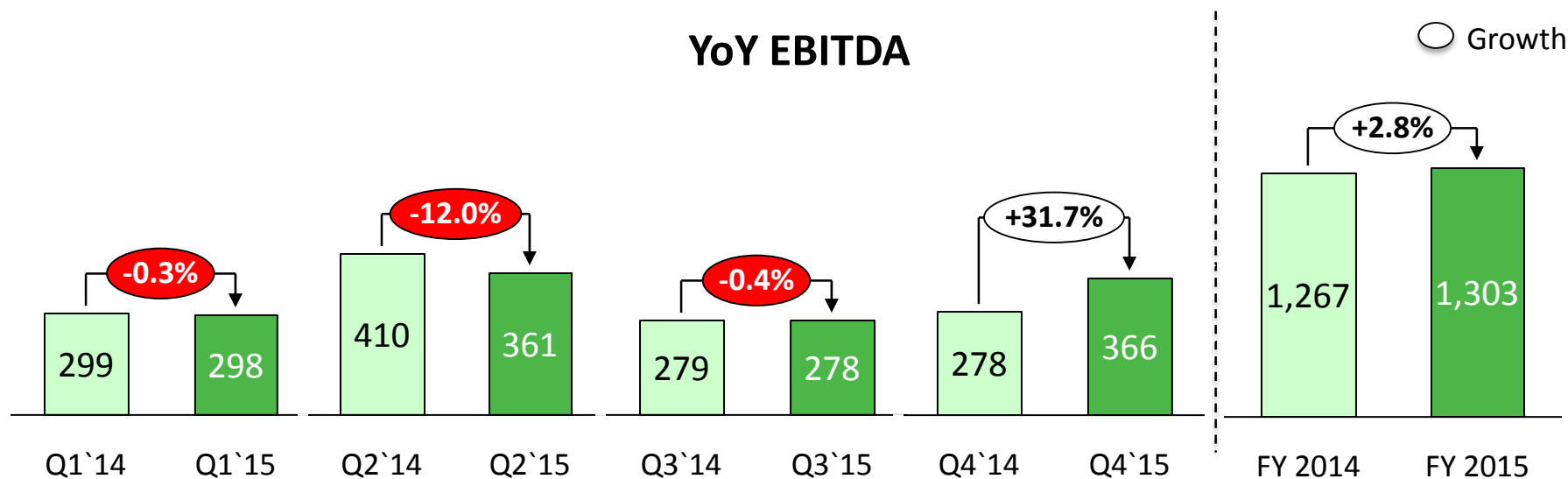


Foods Financial Highlights

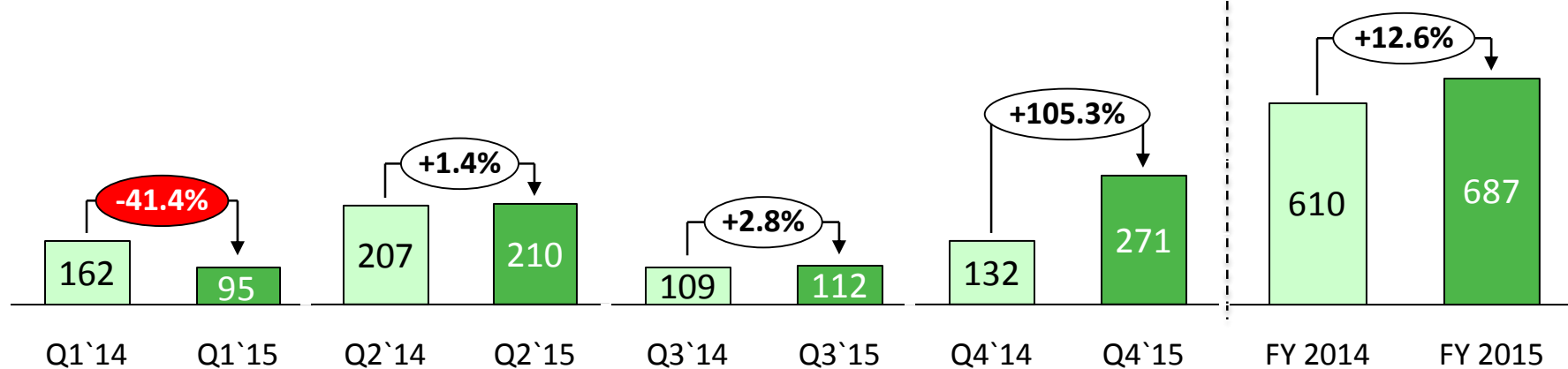


All numbers are in SAR million unless specified

YoY EBITDA



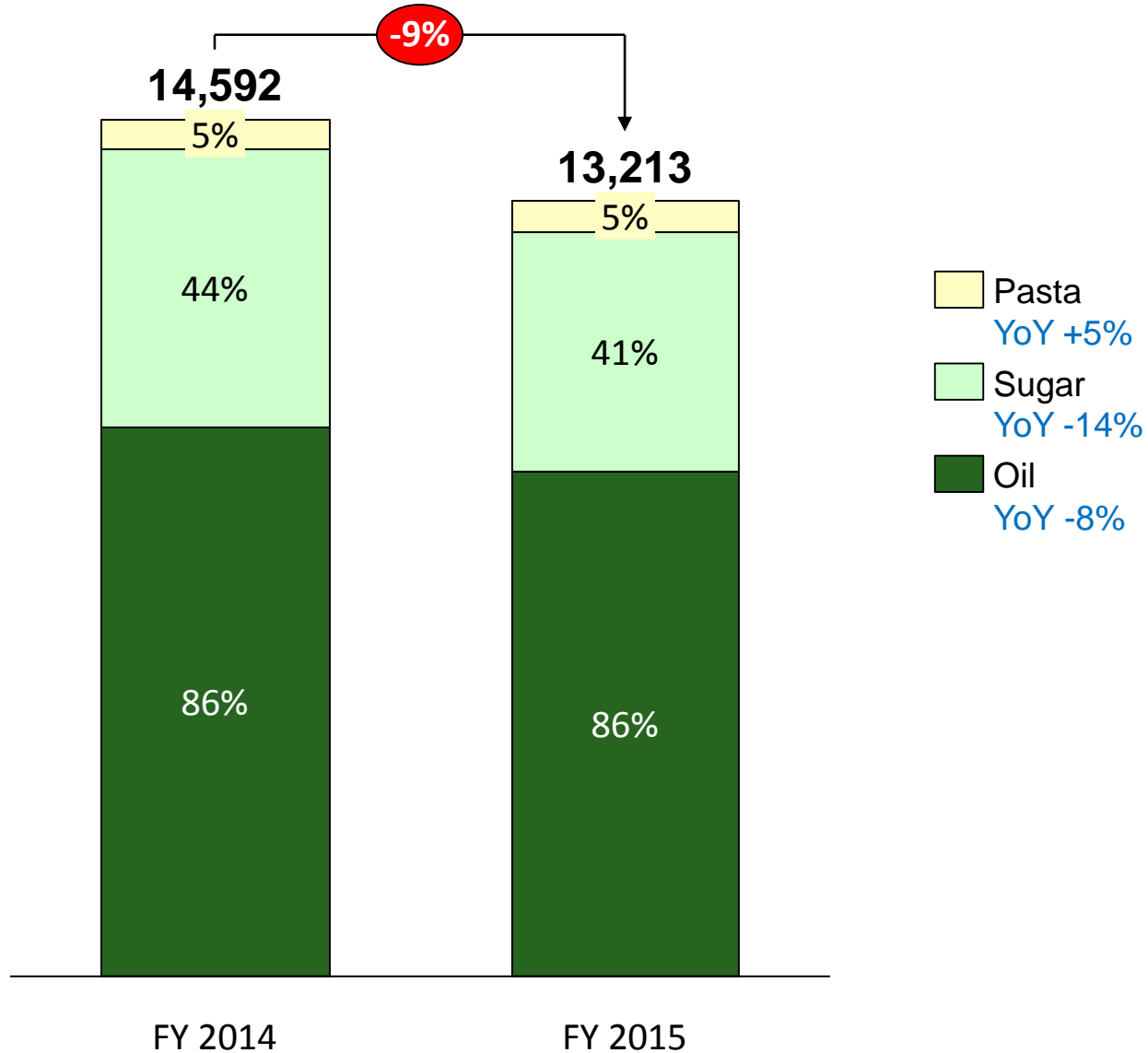
YoY NI



Revenue Breakdown By Category



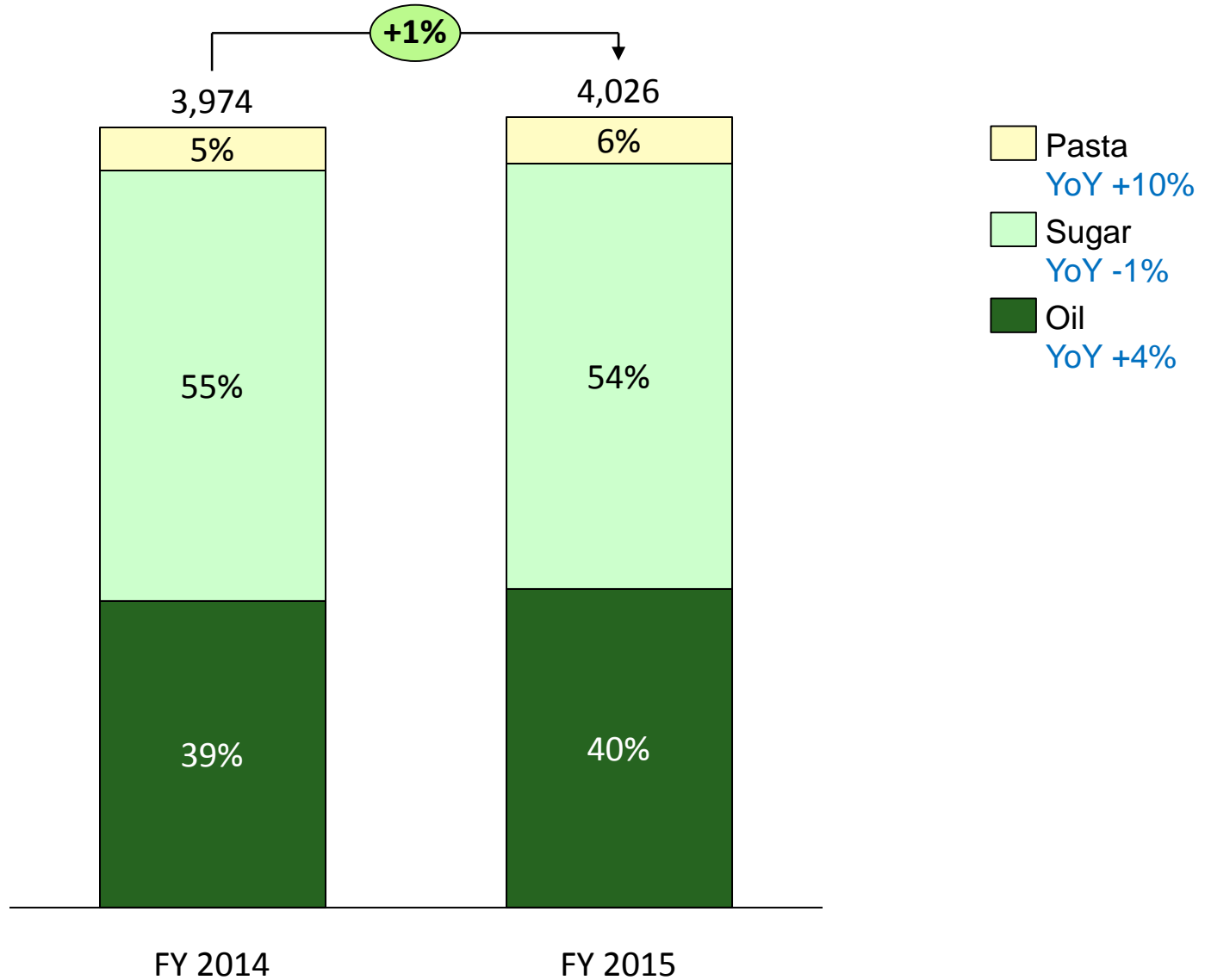
All numbers are in SAR million unless specified



Volume Breakdown By Category



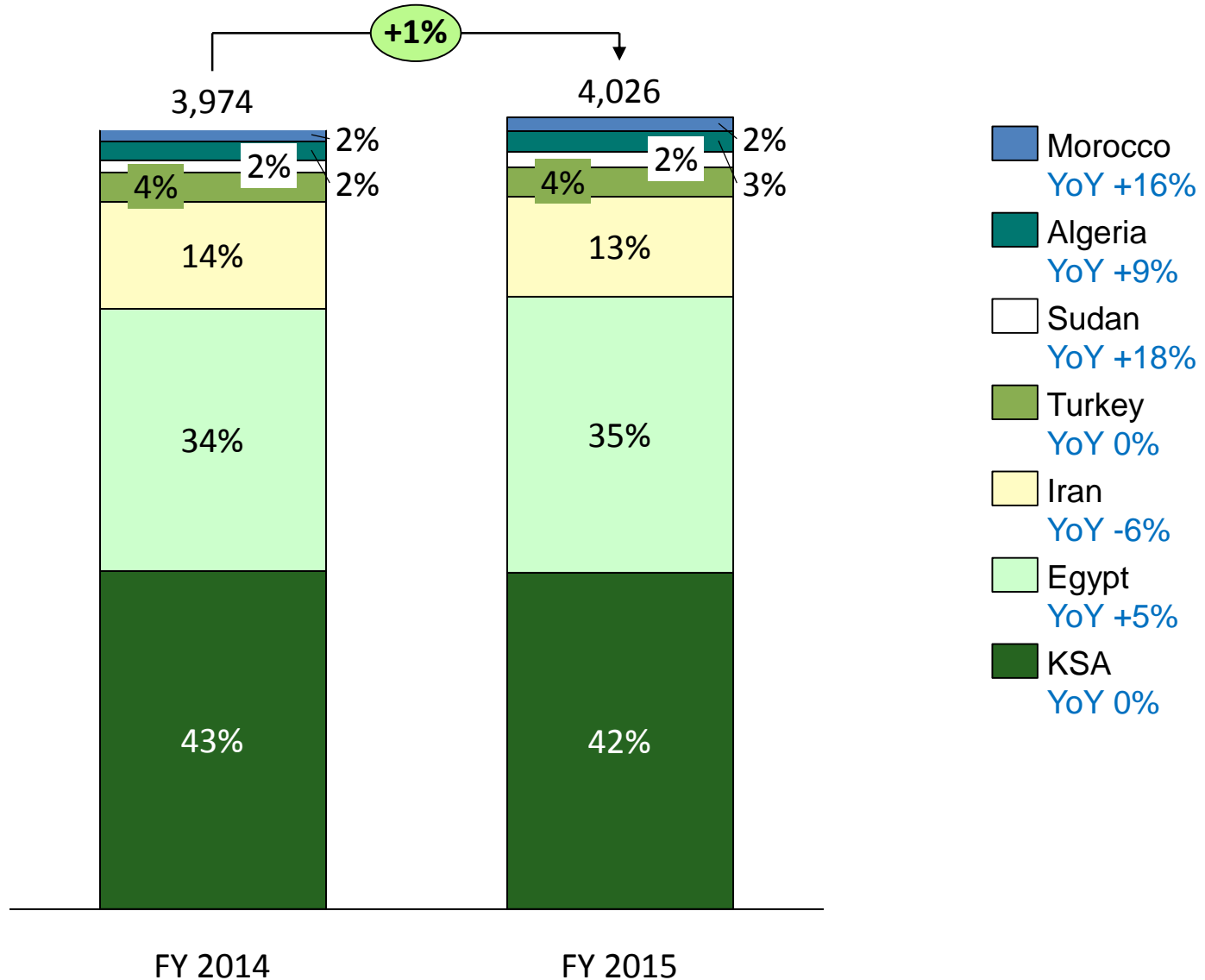
Thousand tonnes unless specified otherwise



Volume Breakdown By Geography



Thousand tonnes unless specified otherwise



Retail Highlights

Retail Highlights



All numbers are in SAR million unless specified

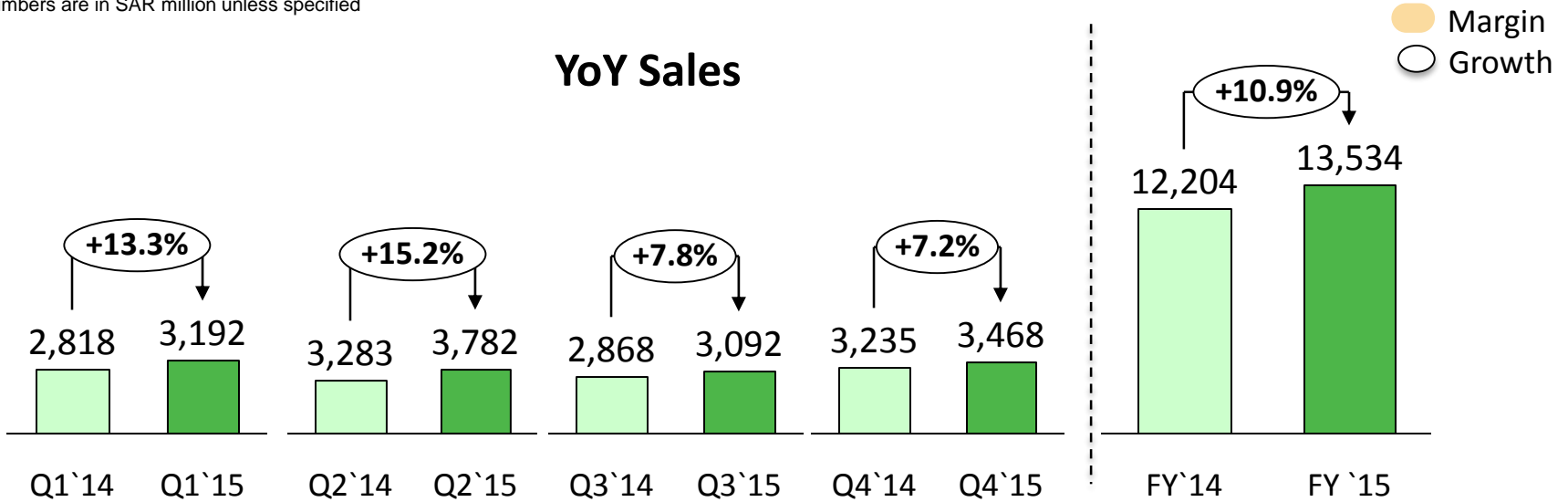
	Revenue	Gross Profit	Net Income	Stores Openings
Q 4	3,468 +7.2% vs. LY	882 +5.5% vs. LY	29 -86.0% vs. LY	28 1 hypermarket 7 supermarkets 20 Pandati
YTD	13,534 +10.9% vs. LY	3,245 +12.8% vs. LY	146 -70.9% vs. LY	167 4 Hyper 21 Super 142 Pandati

Retail Financial Highlights

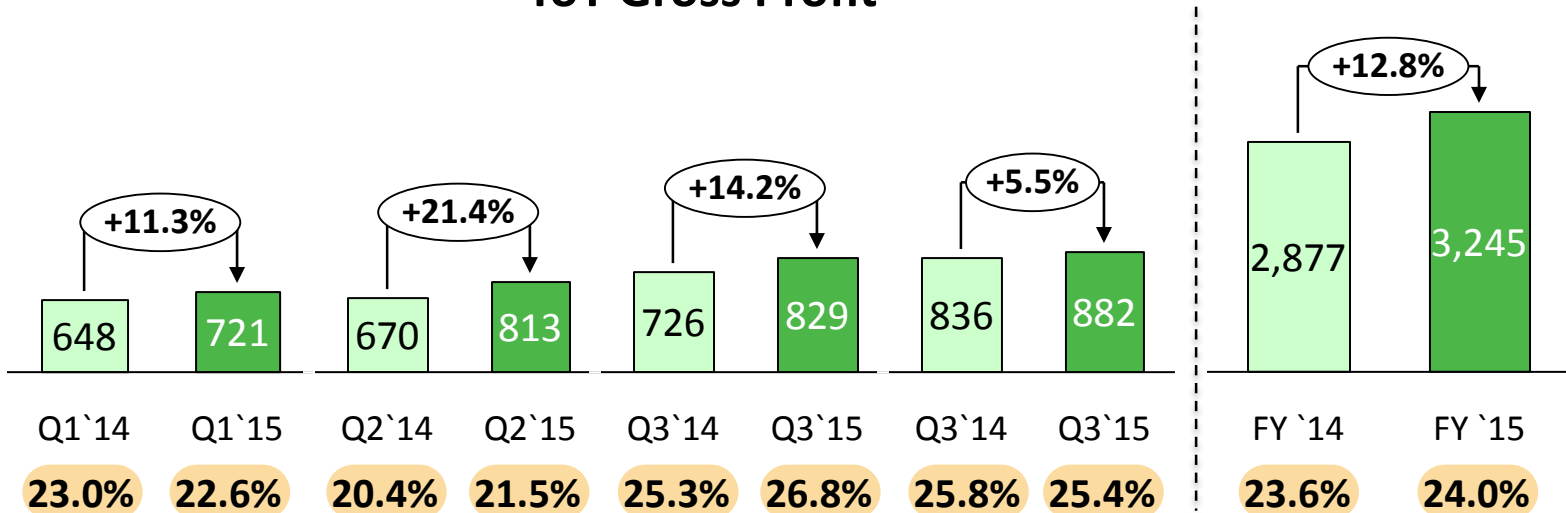


All numbers are in SAR million unless specified

YoY Sales



YoY Gross Profit



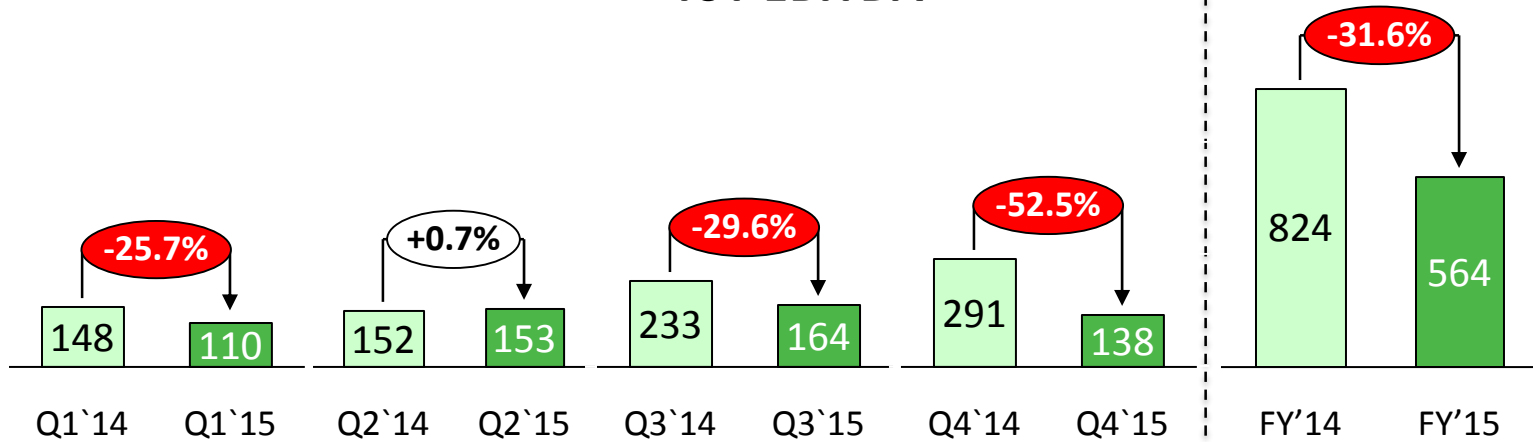
Retail Financial Highlights



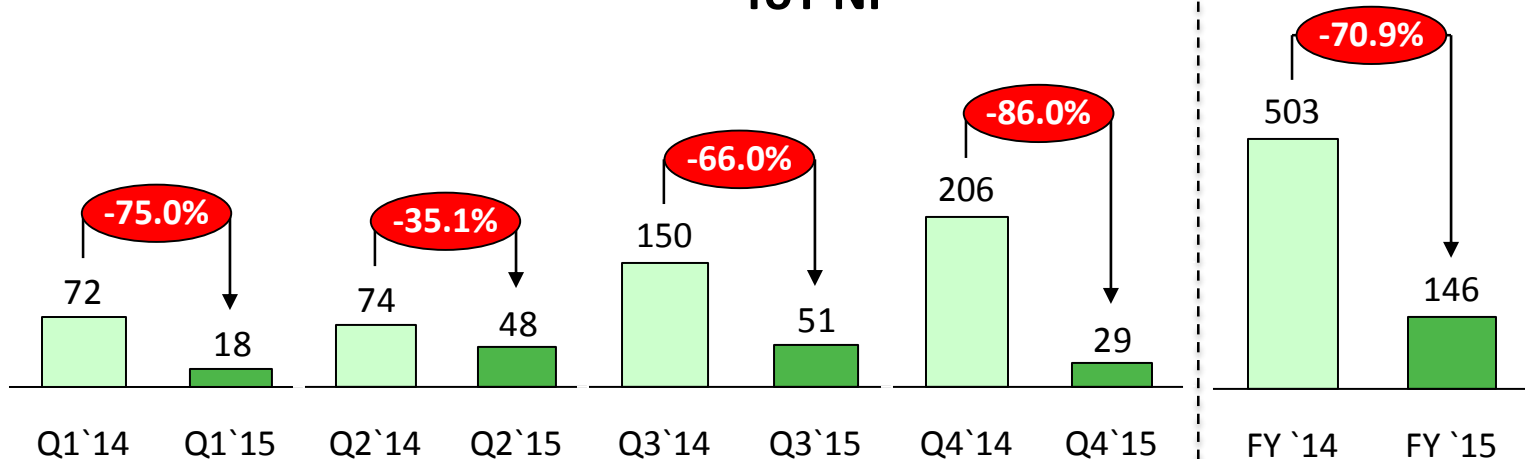
All numbers are in SAR million unless specified

YoY EBITDA

○ Growth



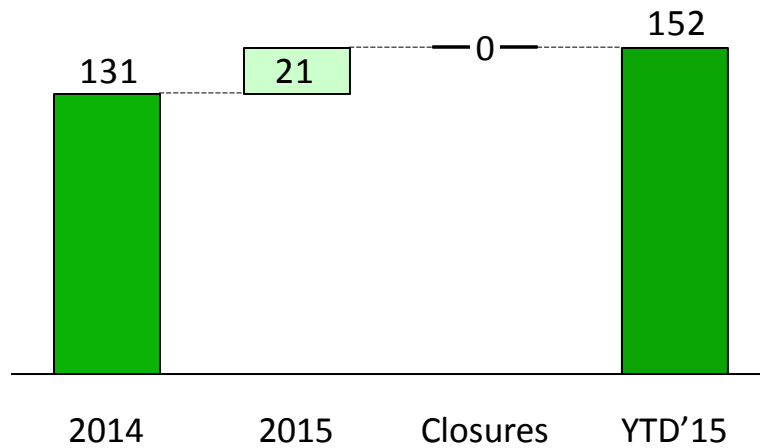
YoY NI



Number of Stores and Selling Area



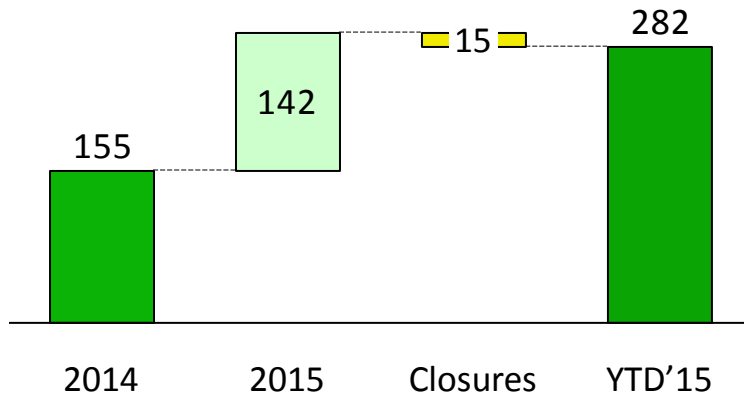
Super



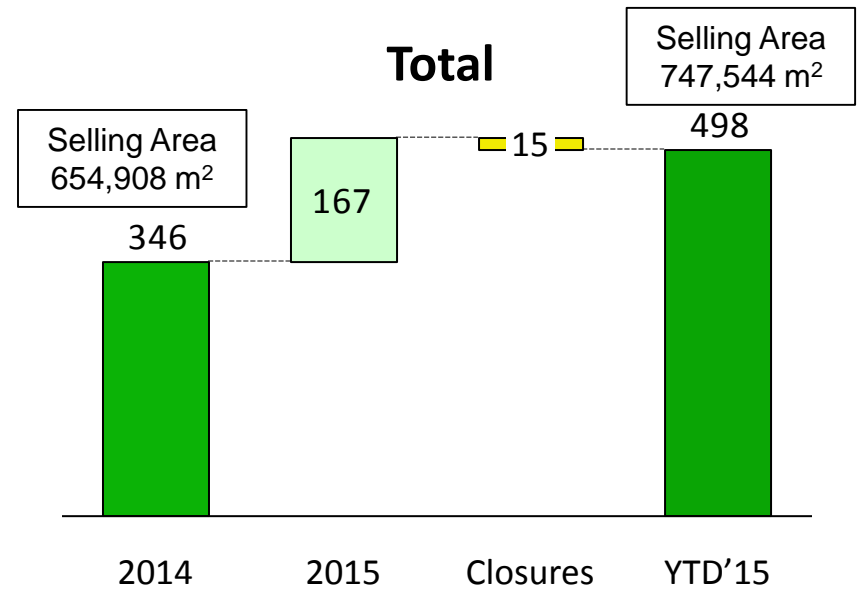
Hyper



Pandati



Total

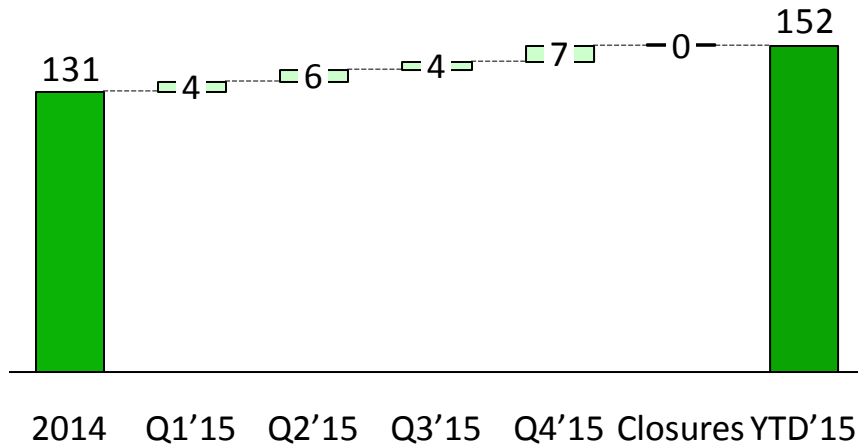


Selling Area
654,908 m²

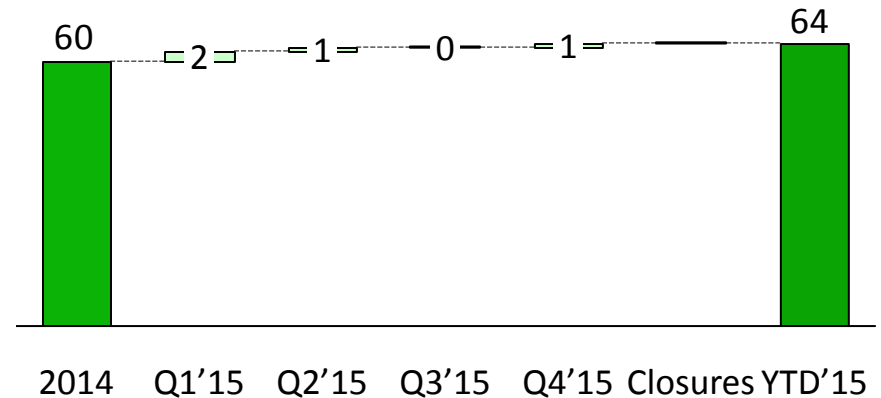
Number of Stores – By Quarter



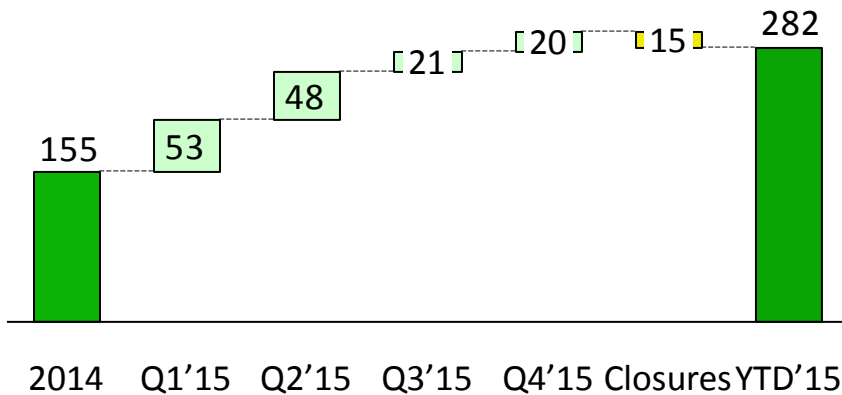
Super



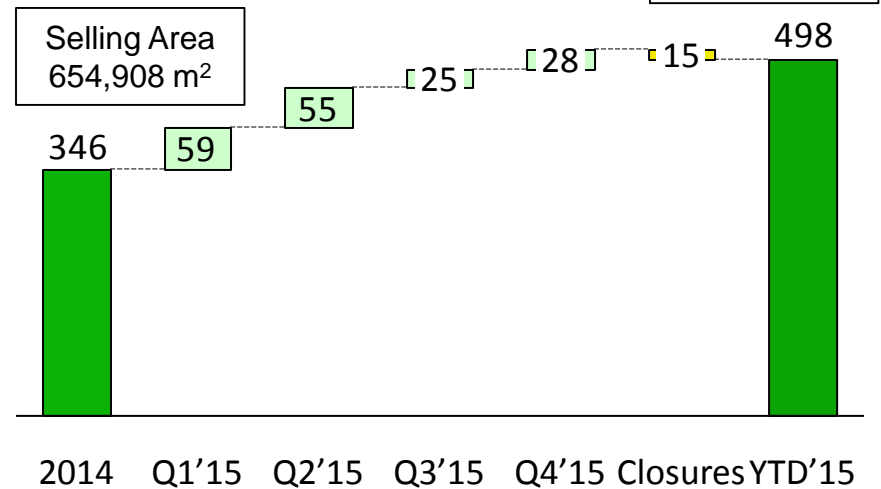
Hyper



Pandati



Total



* All closures occurred during Q4 2015

Appendix

Annual Financials



(all figures are in SAR millions)

Segment Wise Financials										
	FY- 2015					FY- 2014				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Food										
Oil-Mature Markets	7,122	1,323	731	560	817	7,883	1,339	707	474	794
Oil-Start-up Markets*	1,461	224	112	73	129	1,458	229	97	79	116
Total Oil	8,583	1,547	843	633	945	9,341	1,568	804	553	910
Sugar	4,102	214	142	13	281	4,751	334	159	20	297
Pasta	527	116	59	40	77	500	79	42	37	60
Total Foods	13,213	1,877	1,044	687	1,303	14,592	1,981	1,005	610	1,267
Retail										
KSA	13,211	3,184	193	145	558	11,893	2,831	530	495	813
Overseas	323	61	2	1	6	312	46	8	8	11
Total Retail	13,534	3,245	195	146	564	12,204	2,877	538	503	824
Real Estate	0	0	20	20	20	0	0	226	226	226
Discontinued Operation	0	0	0	0	0	0	0	0	50	0
Herfy	0	0	101	101	101	0	0	103	103	103
Al Marai-Savola Share	0	0	698	698	698	0	0	611	611	611
HQ/Elimination/Impairments	(286)	0	(75)	140	(360)	(208)	6	(27)	(30)	52
Total	26,461	5,122	1,982	1,792	2,326	26,588	4,864	2,455	2,072	3,082
Adjustments										
Impairments				-					67	
Capital gains				(304)					(209)	
Adjusted Profit				1,488					1,931	

Quarterly Financials – Q4



(all figures are in SAR millions)

Segment Wise Financials										
	Q4- 2015					Q4- 2014				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Food										
Oil-Mature Markets	1,660	294	134	146	156	2,037	347	111	56	133
Oil-Start-up Markets*	425	60	33	18	38	366	50	21	24	25
Total Oil	2,085	354	167	164	194	2,403	397	132	80	158
Sugar	1,015	41	122	99	157	1,152	106	66	41	102
Pasta	122	28	14	8	16	116	23	14	11	18
Total Foods	3,222	423	303	271	366	3,672	526	212	132	278
Retail										
KSA	3,374	856	36	30	138	3,157	824	212	204	287
Overseas	93	26	(0)	(1)	1	77	12	3	3	4
Total Retail	3,468	882	36	29	138	3,235	836	215	206	291
Real Estate	0	0	4	4	4	0	0	5	5	5
Discontinued Operation	0	0	0	0	0	0	0	0	13	0
Herfy	0	0	24	24	24	0	0	29	29	29
Al Marai-Savola Share	0	0	175	175	175	0	0	155	155	155
HQ/Elimination/Impairments	(74)	1	(11)	12	(47)	(46)	6	(11)	(106)	61
Total	6,616	1,306	531	515	661	6,860	1,369	605	434	820
Adjustments										
Impairments				-					67	
Capital gains				(39)					-	
Adjusted Profit				476					502	