



Interim results – Quarter ended 31 March 2015

Solid performance paving the way for strategic execution

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Business Highlights

Highlights – Q1, 2015

Financial Highlights

Sales Revenue

2015

SAR 3.0 B

2014
SAR 2.7 B

+11.7%



EBITDA

2015

SAR 0.6 B

2014
SAR 0.6 B

+8.0%



Net Income

2015

SAR 0.3 B

2014
SAR 0.3 B

+12.0%



Other Highlights

Employees

2015

39 K

2014
35 k

+12.1%



Capital Expenditure

2015

SAR 0.9 B

2014
SAR 0.9 B

+3.7%



Operating Cash Flow

2015

SAR 1.0 B

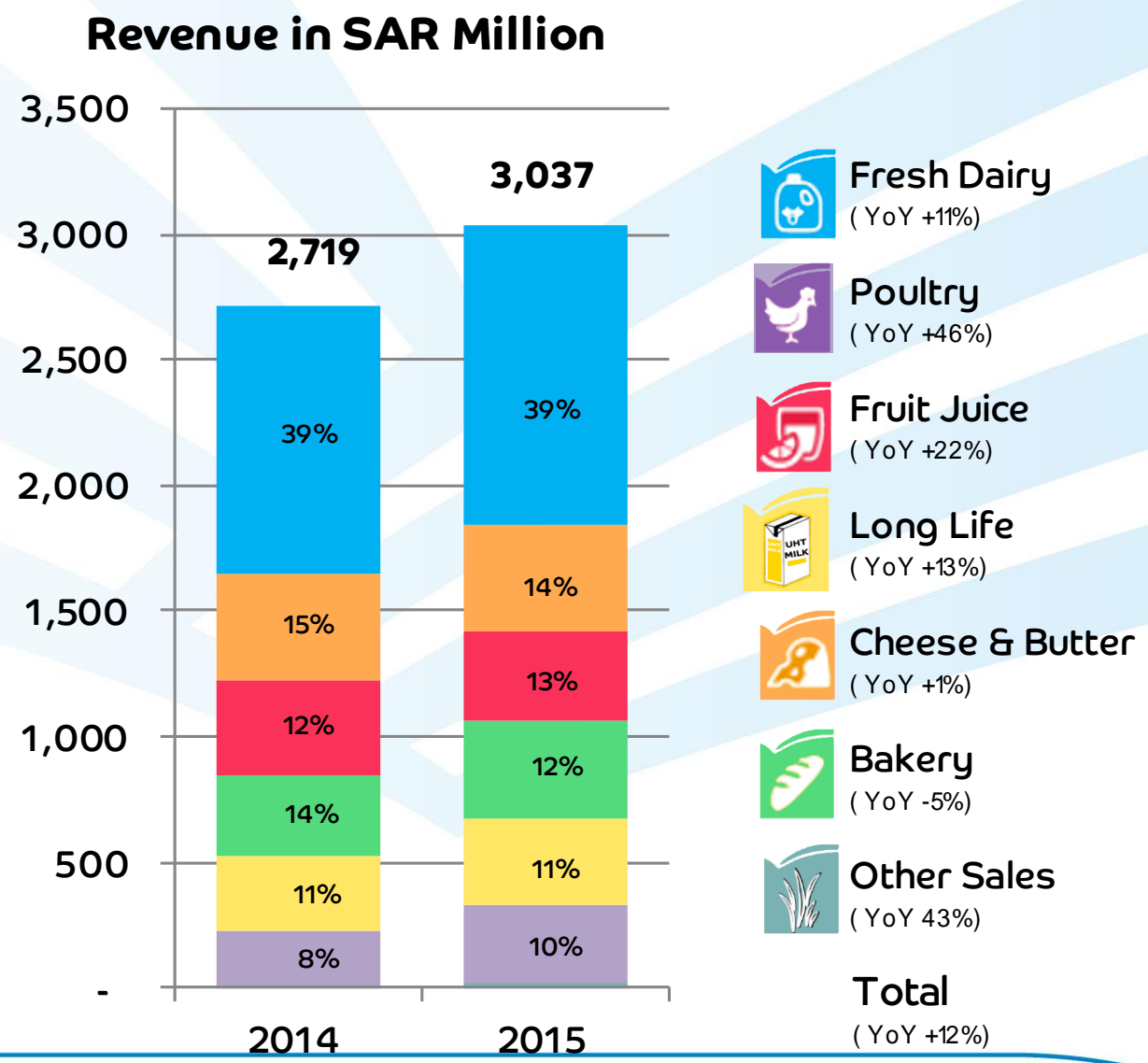
2014
SAR 0.6 B

+64.6%



Sales Highlights

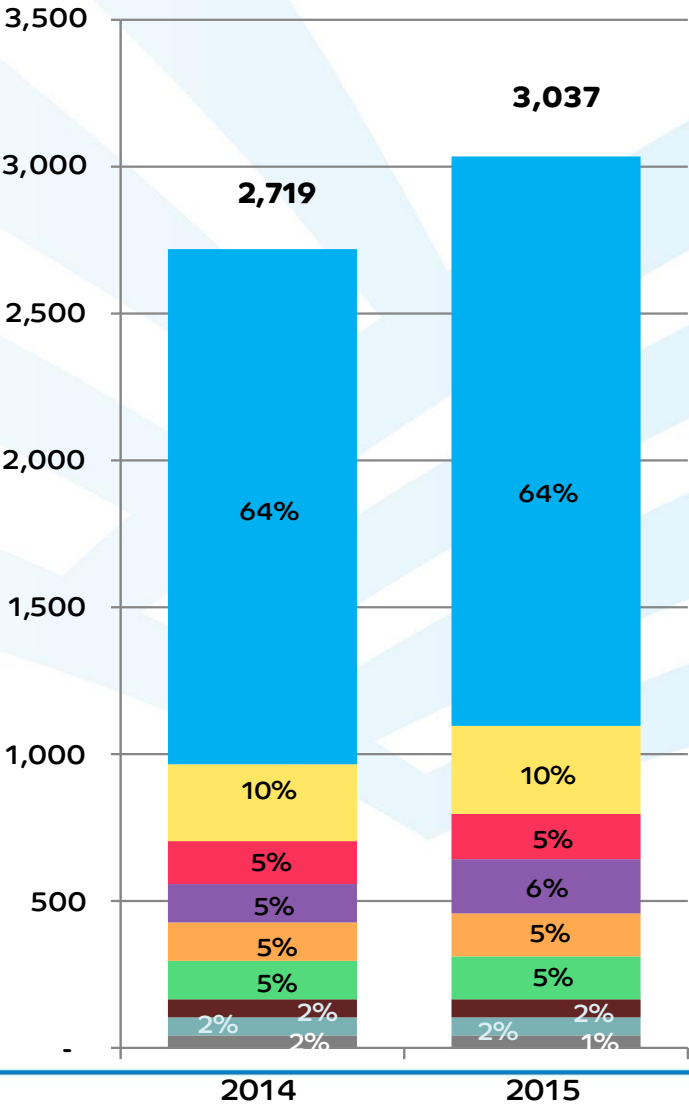
Growth % driven by Poultry, Juice & Long-Life – 3 Months












Growth 2015 v 2014	% of Total Growth
119	37%
98	31%
70	22%
39	12%
5	2%
(18)	-6%
6	2%
318	100%

Sales Analysis by Country – 3 Months

Revenue in SAR Million



	KSA (YoY +11%)
	Egypt (YoY +48%)
	UAE (YoY +16%)
	Qatar (YoY +18%)
	Kuwait (YoY +10%)
	Bahrain (Yoy +10%)
	Oman (YoY +2%)
	Jordan (YoY -12%)
	Others (YoY -10%)
	Total (YoY +12%)

Growth 2015 v 2014	% of Total Growth
185	58%
60	19%
42	13%
23	7%
13	4%
5	2%
3	1%
(8)	-2%
(5)	-2%
318	100%

Financial Performance

Strong pipeline of innovation continues in 2015



Q1 2015 Results

Operating Performance

Sales of SAR 3,037 million
(2014: SAR 2,719 million)

Gross profit of 36.6%, up from 33.8%,
driven by solid sales growth from poultry,
juice expansion in gulf and Egypt and core
dairy operations.

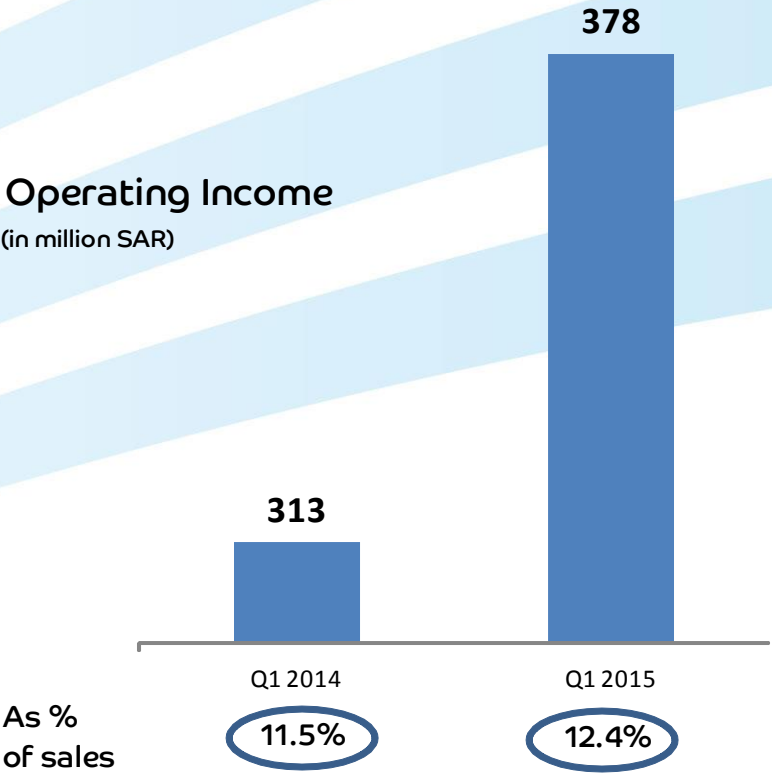
Operating Income of SAR 378M, up 21%
from 313M SAR last year, driven by:

- Improved poultry performance
- core dairy operations; &
- adverse impact of infant nutrition
- adverse impact of bakery fire

Operating Income % of 12.4%, up from
11.5% in the same period last year.

Gross Profit **33.8%** **36.6%**

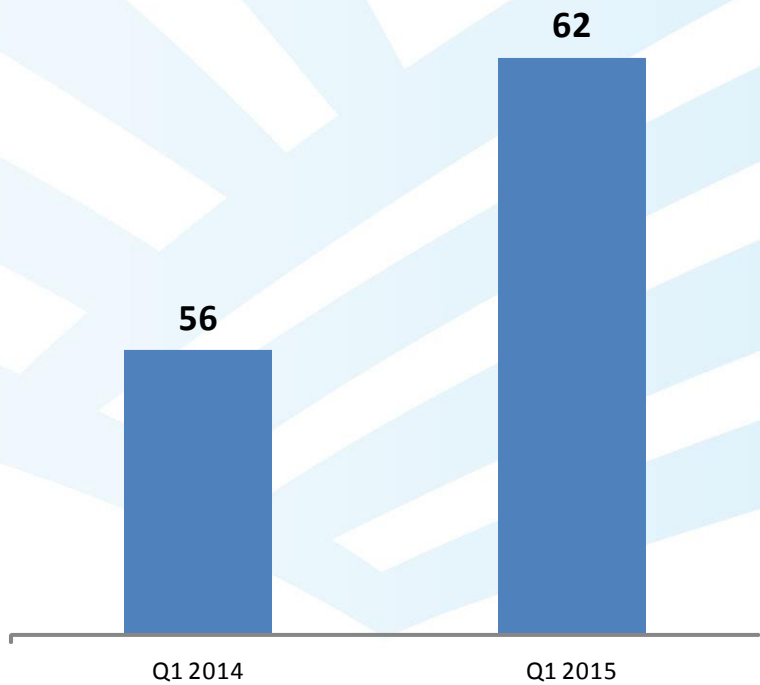
Operating Income
(in million SAR)



Q1 2015 Results

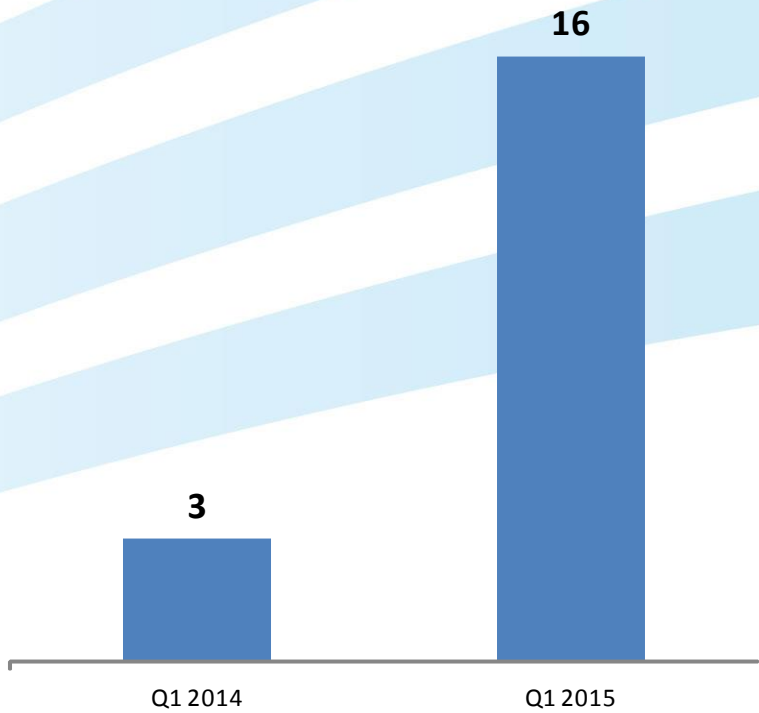
Financing cost & other financing expenses

Financing Cost
(in million SAR)



Financing costs of SAR 62 million are 6M SAR higher than last year (2014: SAR 56M) due to higher debt profile in Argentina, Egypt and GCC in general

Exchange gain (net)
(in million SAR)



Exchange gain of SAR 16 million is 13M SAR higher than last year (2014: SAR 3M) mainly due to the drop in Euro currency



Q1 2015 Results

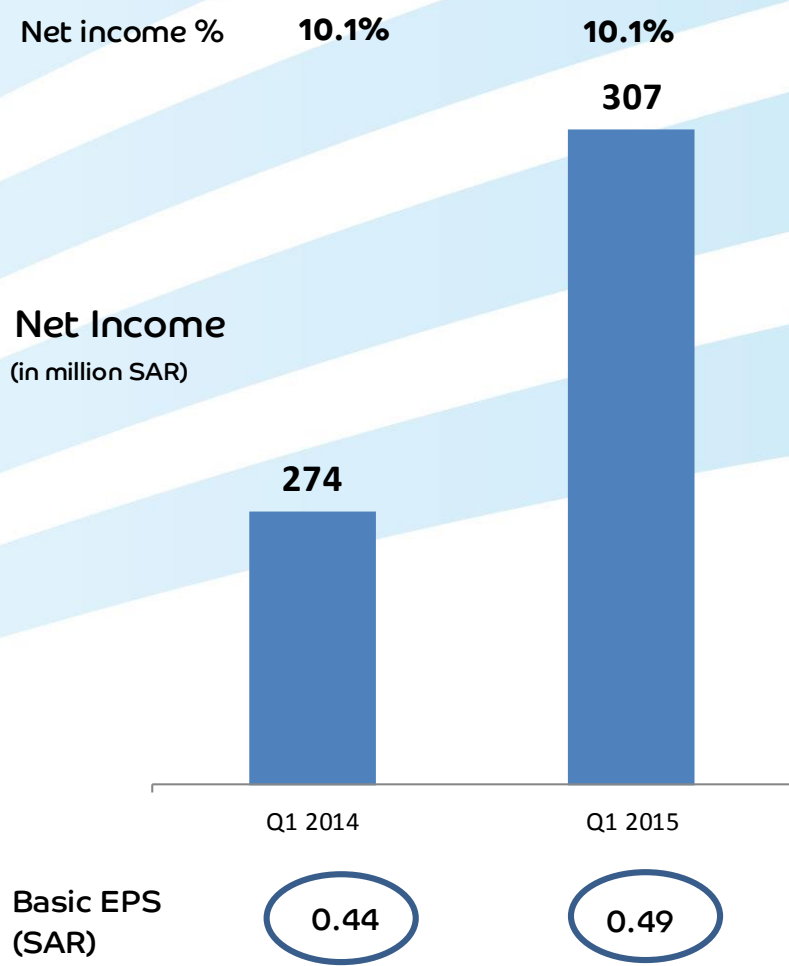
Net Income: increasing by 12% as a result of continued strong performance

Other income & expenses at (7M) SAR is 25M SAR adverse than last year due to a one off gain of 20M SAR on purchase of infant nutrition business in Q1, 2014

Zakat & income tax expense at 10M SAR is 5M SAR higher than last year due to higher foreign income tax and higher zakat base from GCC operations

Non controlling interest is (10M) SAR, mainly due to better performance of IDJ and MFI during the quarter

Net Income at 307M SAR is 33M SAR higher than 274M SAR income last year mainly due to better performance of poultry segment partially offset by increased investment in infant nutrition and lower bakery sales due to fire incident



Statement of Income – 3 Months

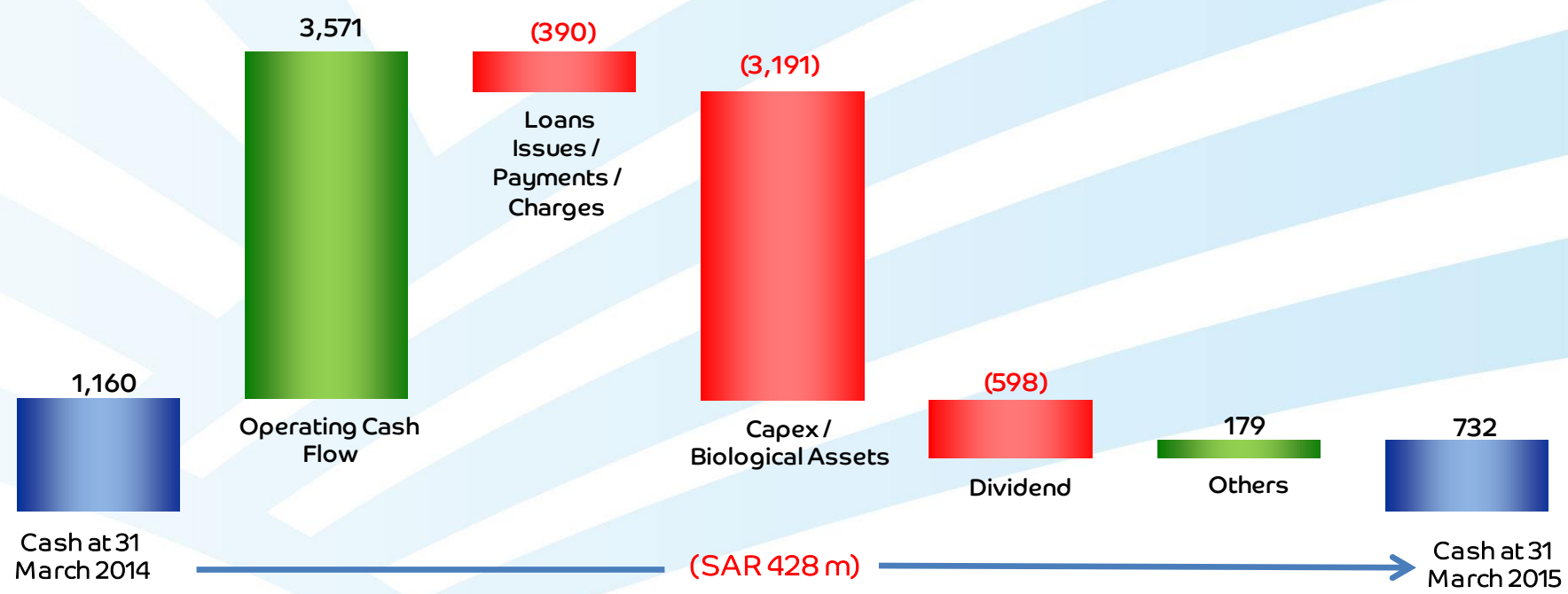
<i>SAR million</i>	<i>1st Quarter</i>		
	<i>2015</i>	<i>2014</i>	<i>Change</i>
Sales	3,037.3	2,718.9	11.7%
Cost of sales	(1,927.0)	(1,800.0)	7.1%
Gross Profit	1,110.3	919.0	20.8%
Selling and Distribution Expenses	(623.0)	(512.2)	21.6%
General and Administration Expenses	(109.3)	(93.5)	16.8%
Operating Income	378.1	313.3	20.7%
Share of Results of Associates	0.4	0.2	97.5%
Other (Expense) / Income	(7.0)	18.0	(138.7%)
Funding Costs	(61.9)	(55.9)	10.8%
Exchange and Currency Gains/(Losses)	16.0	3.3	390.8%
Income from Main Operations	325.7	278.9	16.8%
Zakat and Foreign Income Tax	(9.5)	(5.1)	86.7%
Income before Non Controlling Interest	316.1	273.8	15.5%
Non Controlling Interest	(9.7)	(0.2)	4,549.0%
Net Income	306.5	273.6	12.0%
 Earnings Per Share (Basic)	 0.49	 0.44	 12.7%
<i>Net Income %</i>	<i>10.1%</i>	<i>10.1%</i>	

Segment Reporting

SAR Million	Dairy & Juice	Bakery	Poultry	Other Activities	Almarai Consolidated
Q1 2015					
Sales	2,361.5	355.5	309.0	35.8	3,061.8
Third Party Sales	2,353.4	355.5	309.0	19.4	3,037.3
Depreciation	(241.8)	(37.7)	(68.3)	(20.3)	(368.1)
Income/(loss) before NCI	390.2	26.5	(61.7)	(38.8)	316.2
Total Assets	15,190.8	2,163.6	5,209.4	2,175.0	24,738.8
Return on Sales	16.6%	7.4%	(20.0%)	(200.3%)	10.4%
Growth versus Q1 2014					
- Third Party Sales	10.7%	(4.8%)	46.4%	117.4%	11.7%
- Income / (loss) before NCI	6.6%	22.6%	(53.6%)	n.a	15.5%

Investments & Cash Flows

Cash Flow Bridge – Rolling 12 Months

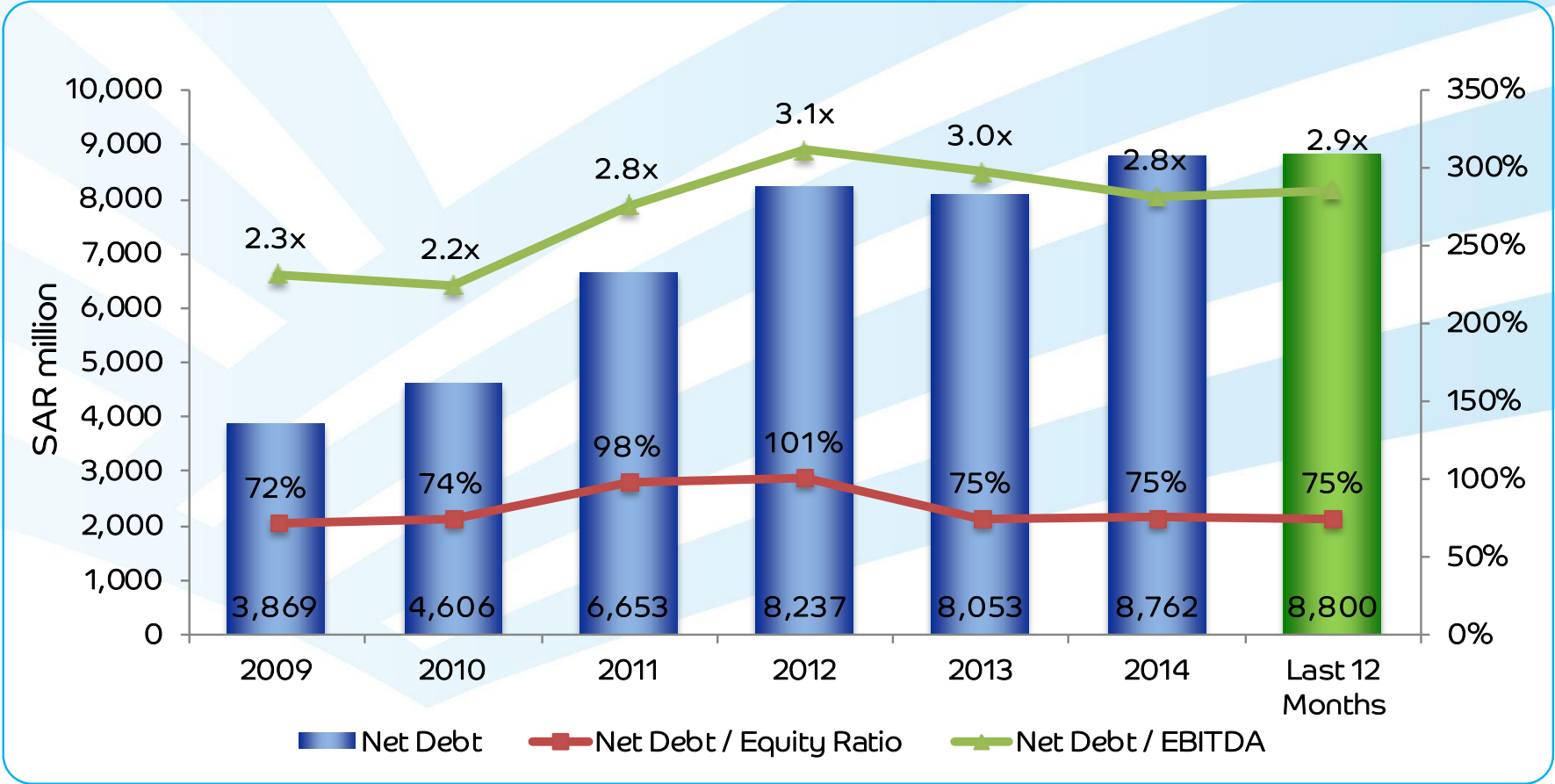


Capex spend in line with the 5 year plan capex guidance

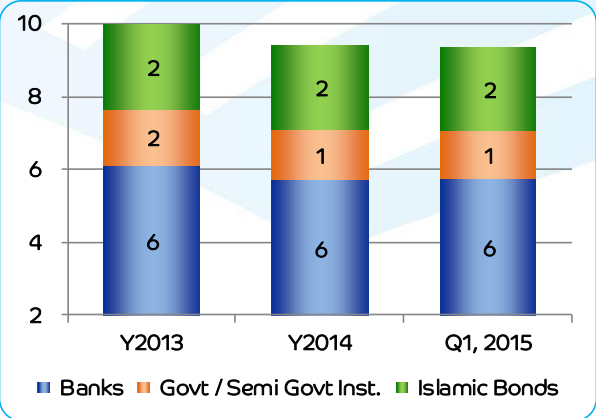
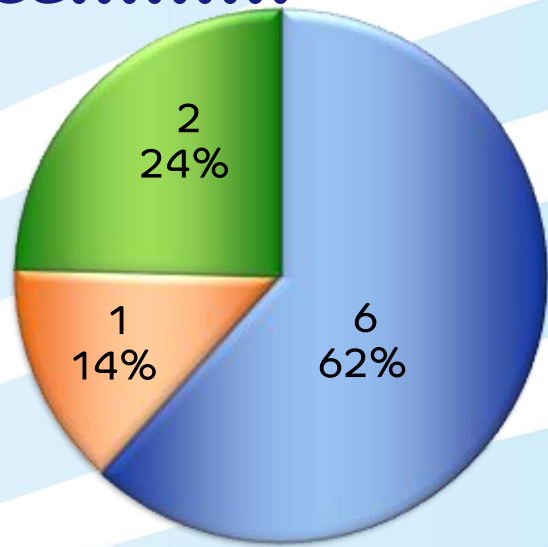
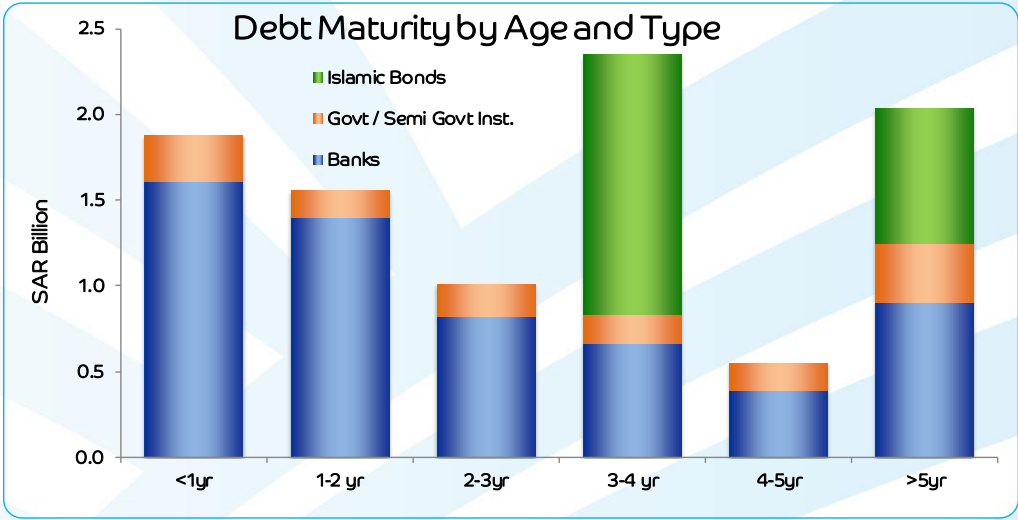
- Capex spend for the first quarter of 2015 was 0.9B SAR which is slightly higher than our annual run rate of 3.0 to 3.2B SAR, but still within our total 5 year plan capex guidance of 15.7B.
 - Manufacturing and Farming spent Capex of ~0.4B SAR for various capacity expansion projects.
 - Replacement and other capex including IDJ and US land development, accounted for another ~0.2B SAR.
 - Poultry capex spend for the year reached ~ 0.2B SAR.
 - Sales depot and logistics expansion accounted for ~0.1B SAR.



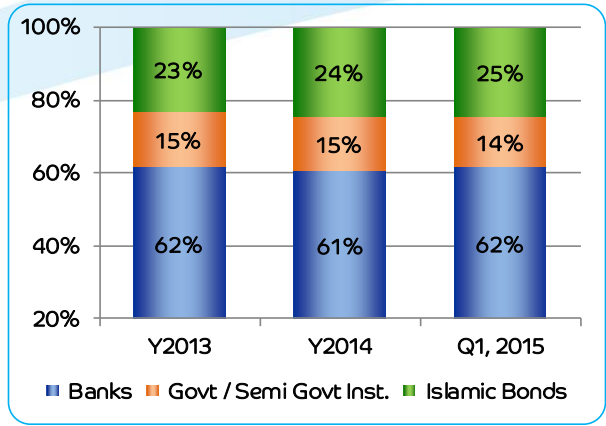
Net Debt



Deferred maturity profile of debt, along with diversification of funding source.....



Absolute Value

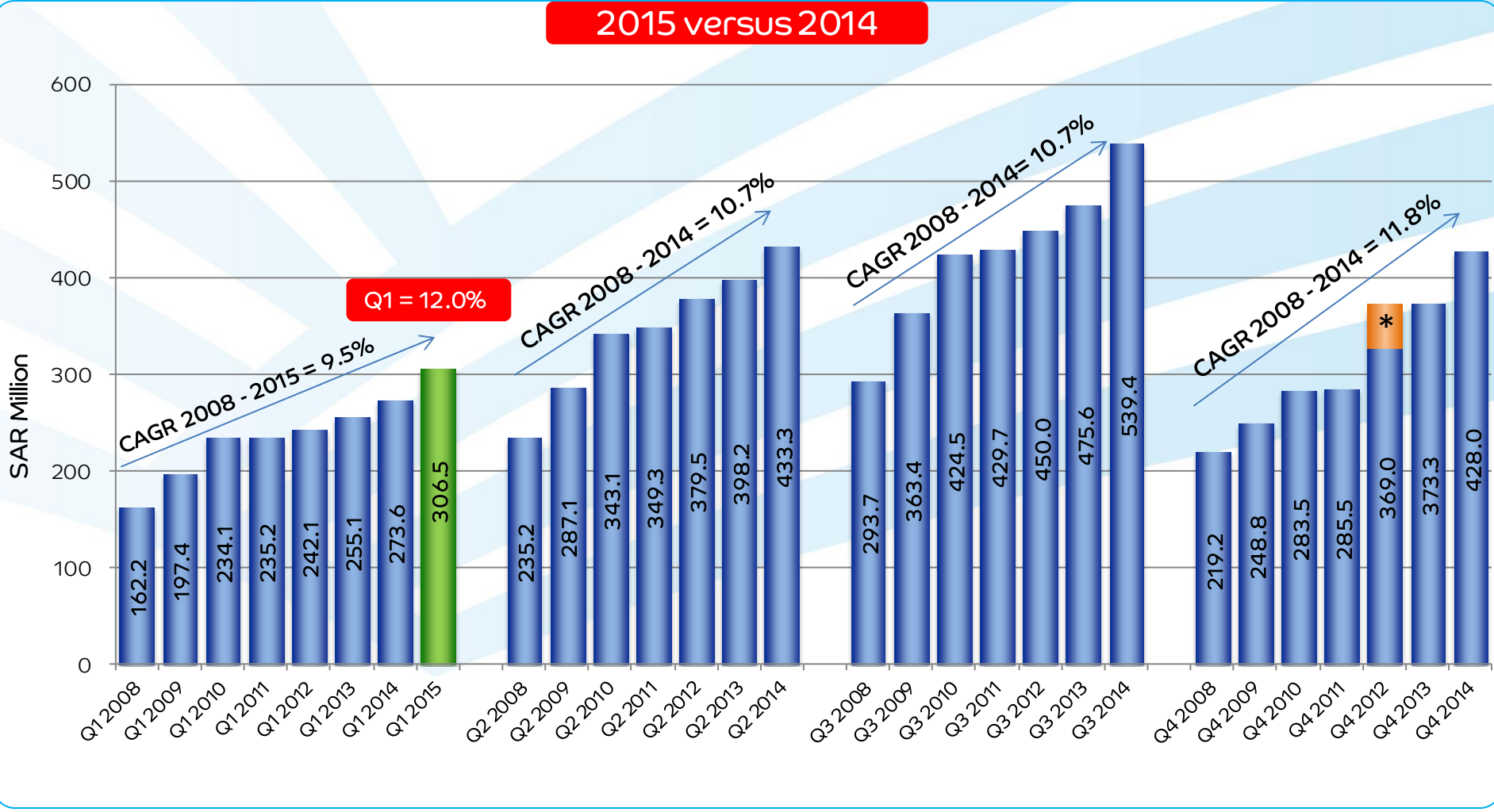


Percentage



Trend charts

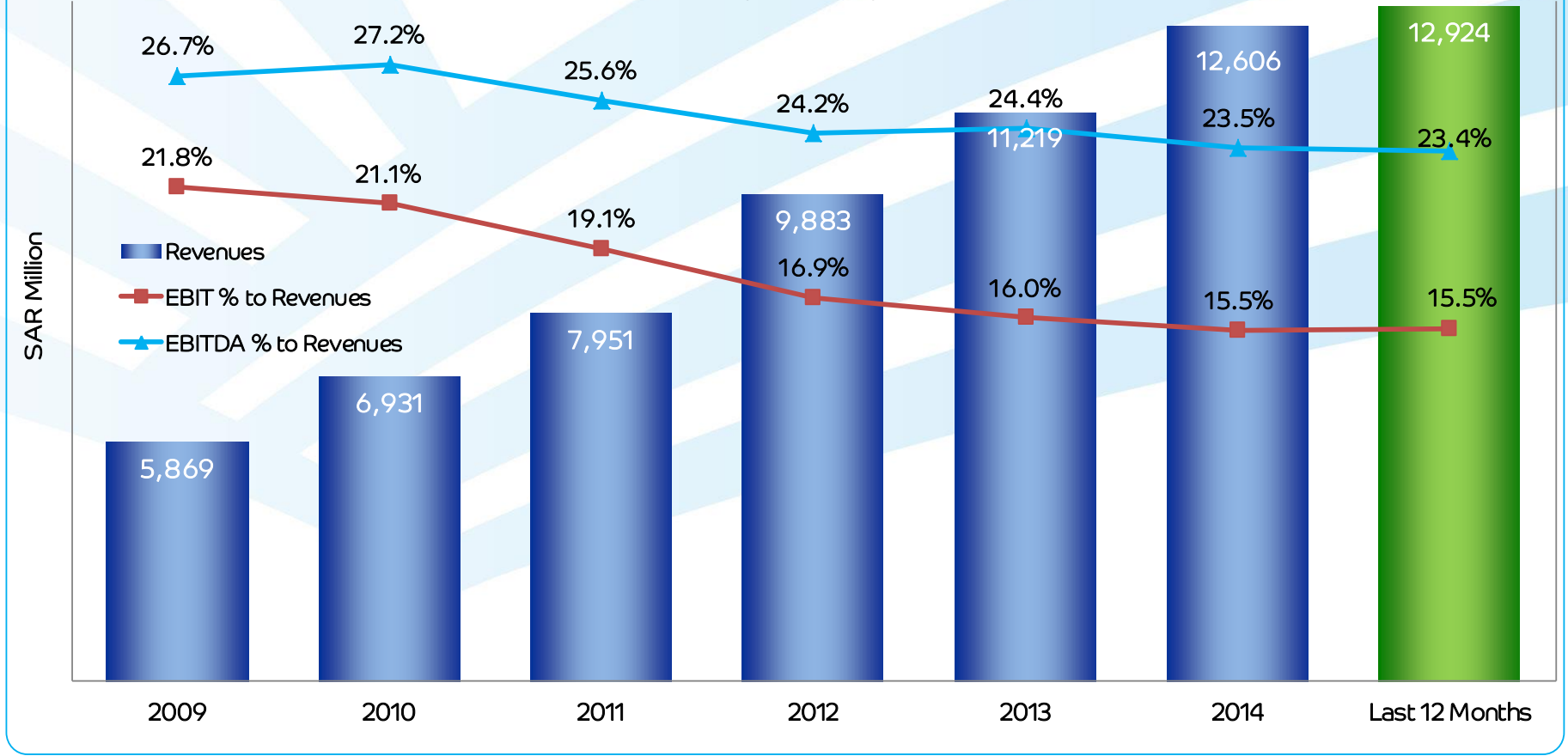
Quarterly Performance – Net Income



EBIT growth is starting to stabilize and is expected to improve further in the coming quarters....

Revenue, EBITDA and EBIT Evolution

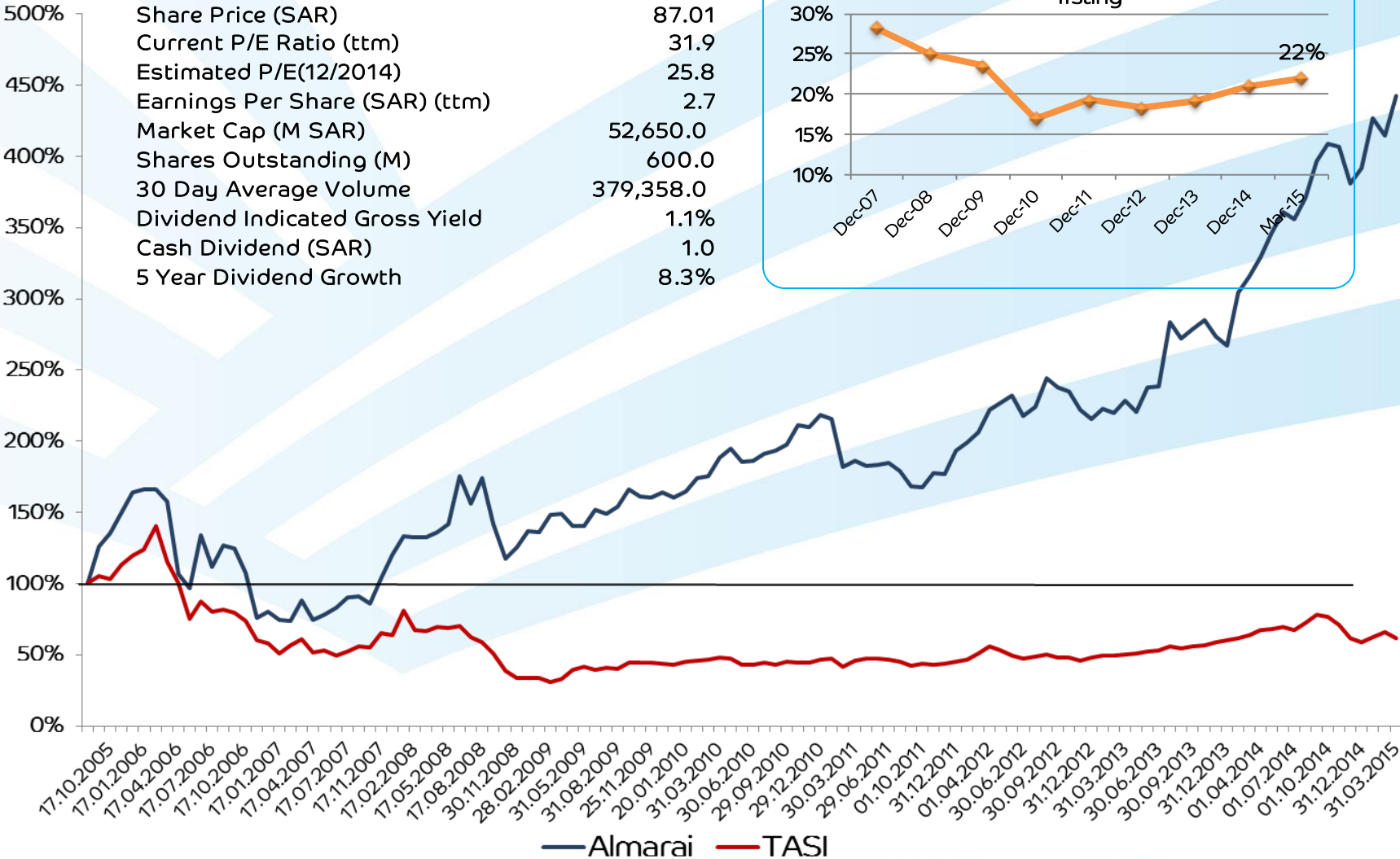
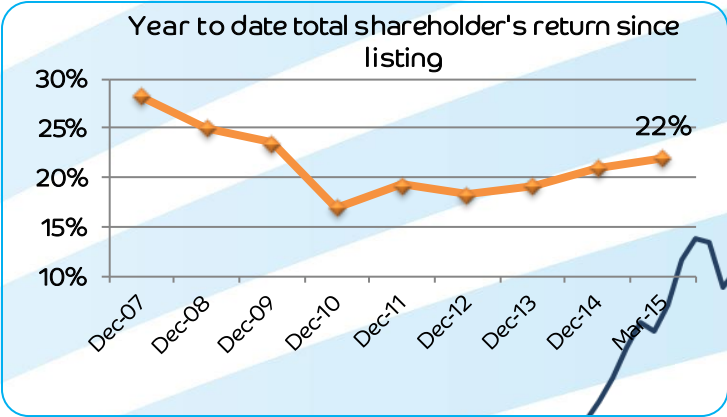
CAGR 2009 – 2015: 16.2% (w/o impact of acquisitions 11.1%)



Key Share Data

Key Statistics for Almarai (31 March 2015)

Share Price (SAR)	87.01
Current P/E Ratio (ttm)	31.9
Estimated P/E(12/2014)	25.8
Earnings Per Share (SAR) (ttm)	2.7
Market Cap (M SAR)	52,650.0
Shares Outstanding (M)	600.0
30 Day Average Volume	379,358.0
Dividend Indicated Gross Yield	1.1%
Cash Dividend (SAR)	1.0
5 Year Dividend Growth	8.3%



Thank you



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