



Investor Presentation Q2 2016



The Savola Group

Group Highlights

Group Highlights



All numbers are in SAR million unless specified

Revenue

Gross Profit

EBIT

Net Income

Q
2

6,890
-2.1% vs. LY

1,290
-4.7% vs. LY

414
-23.7% vs. LY

247
-43.2% vs. LY

Y
T
D

12,913
-2.6% vs. LY

2,513
0.0% vs. LY

700
-23.4% vs. LY

340
-62.5% vs. LY

Group Highlights – One offs



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

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

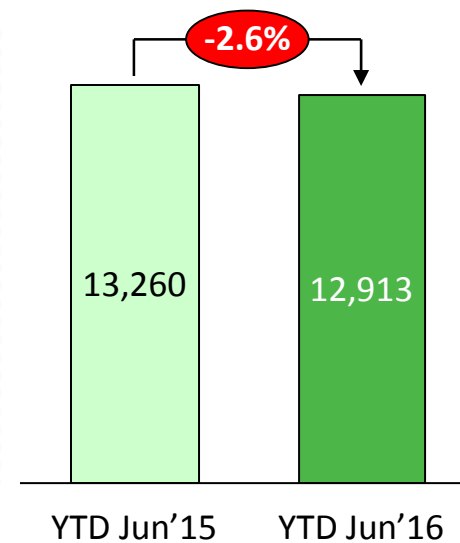
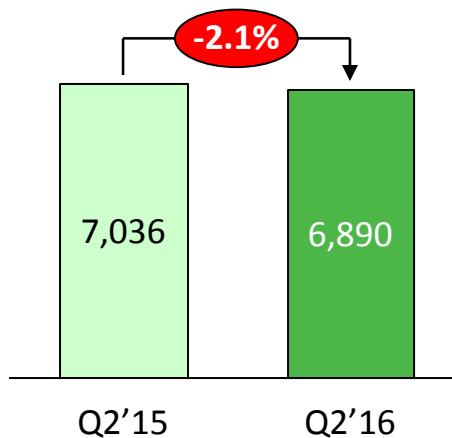
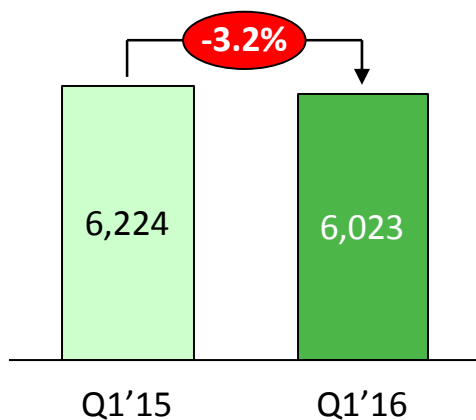
Group Financial Highlights



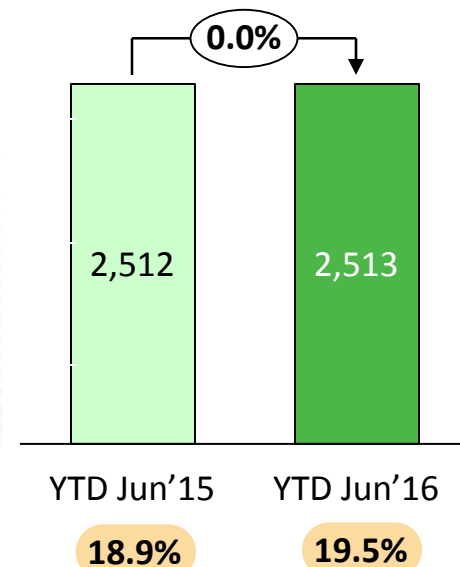
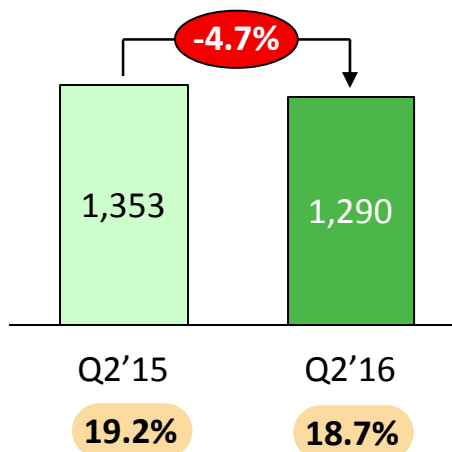
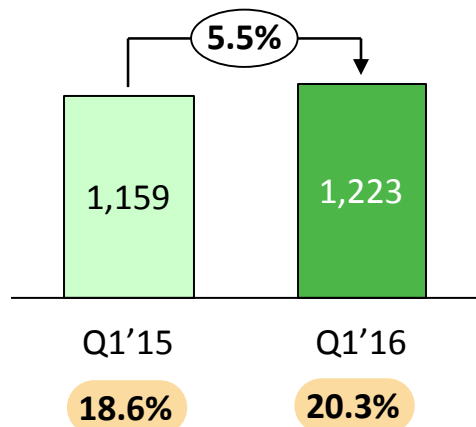
All numbers are in SAR million unless specified

○ Growth ● Margin

YoY Sales



YoY Gross Profit



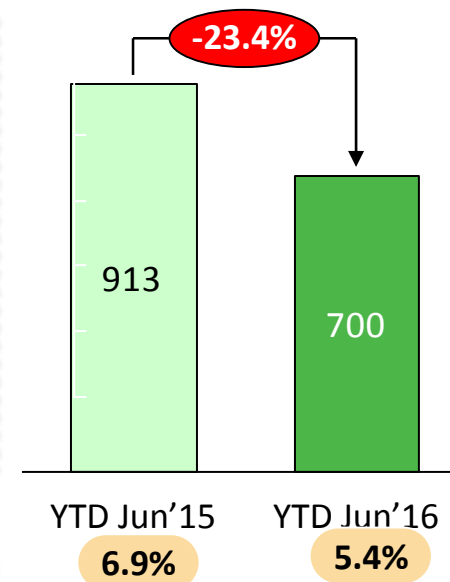
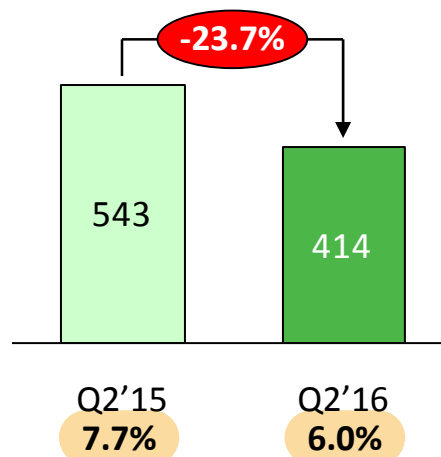
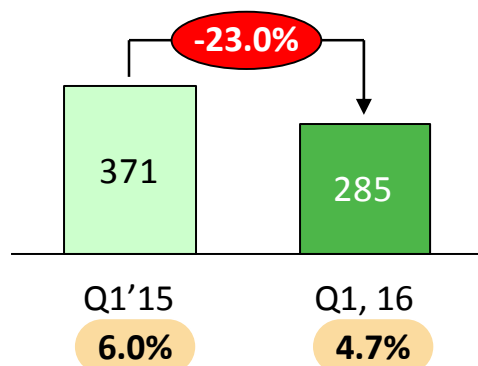
Group Financial Highlights



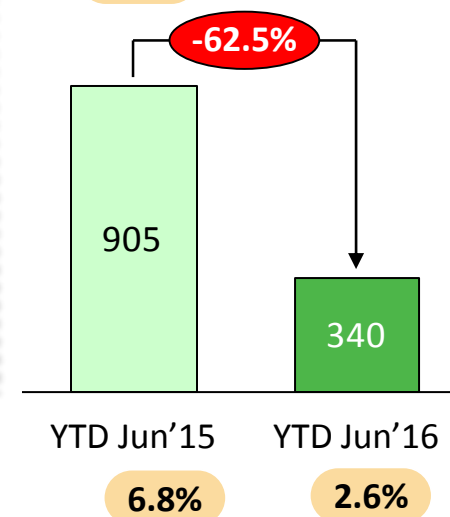
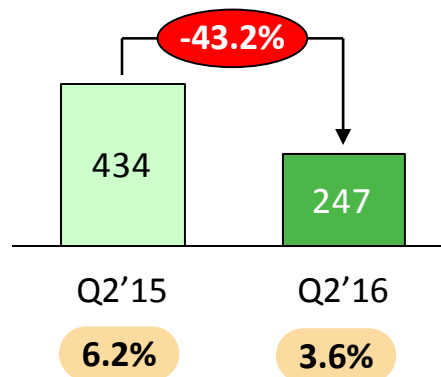
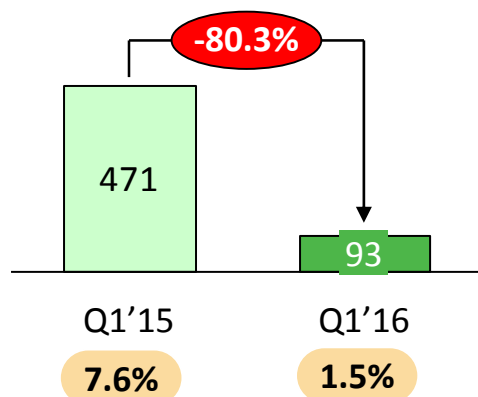
All numbers are in SAR million unless specified

○ Growth ● Margin

YoY EBIT



YoY NI

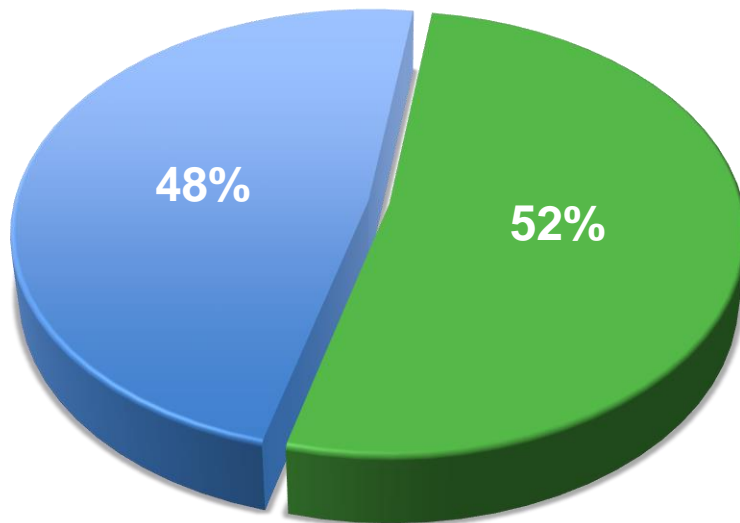


Revenue Mix by Business FY 2016



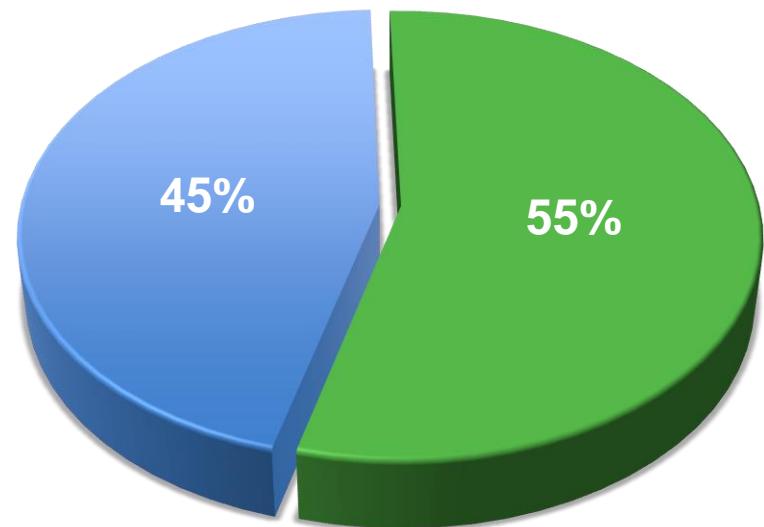
All numbers are in SAR million unless specified

**Revenue
YTD Jun'15**



■ Foods ■ Retail

**Revenue
YTD Jun'16**

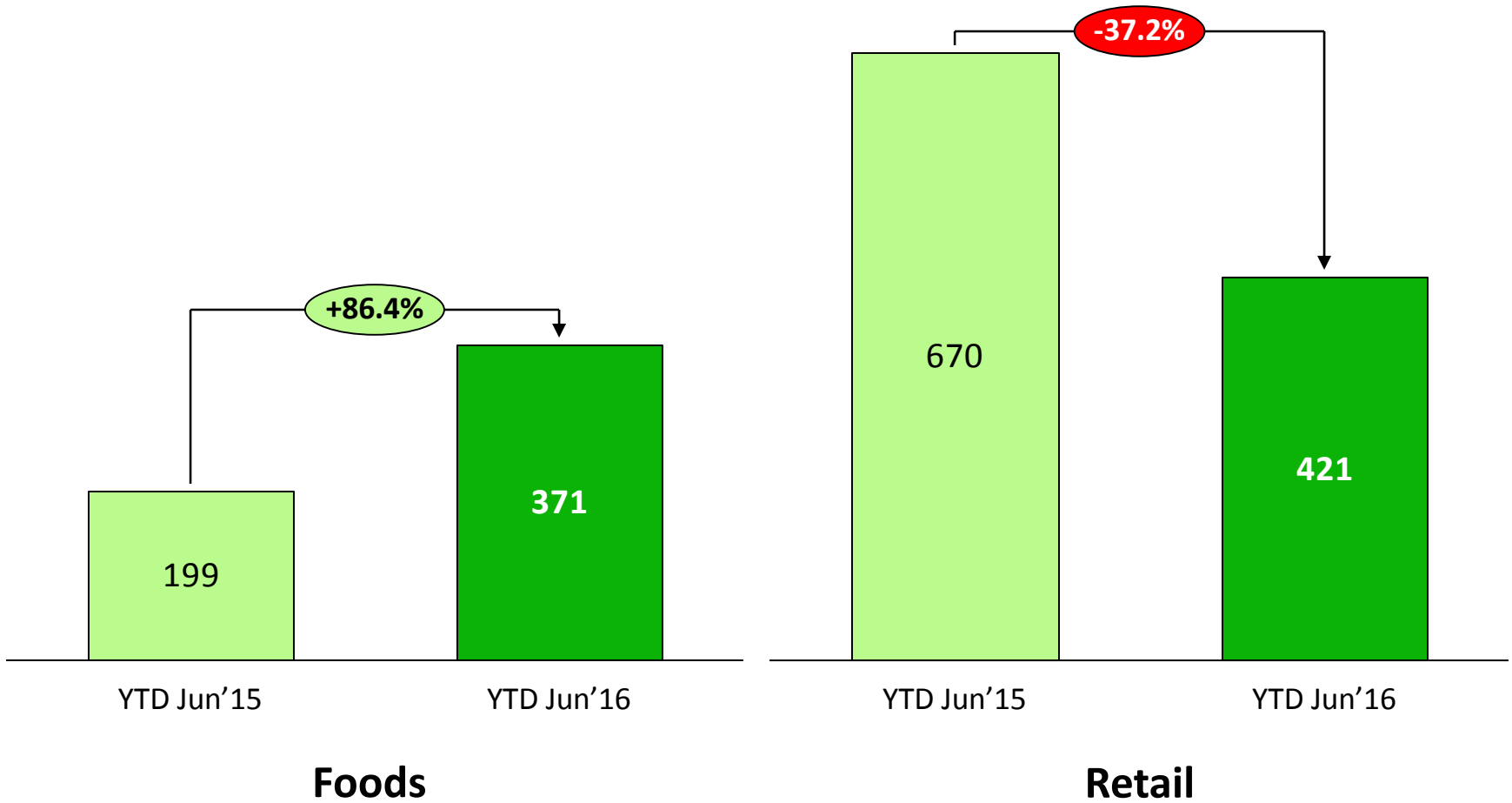


■ Foods ■ Retail

Capital Expenditure By Segment



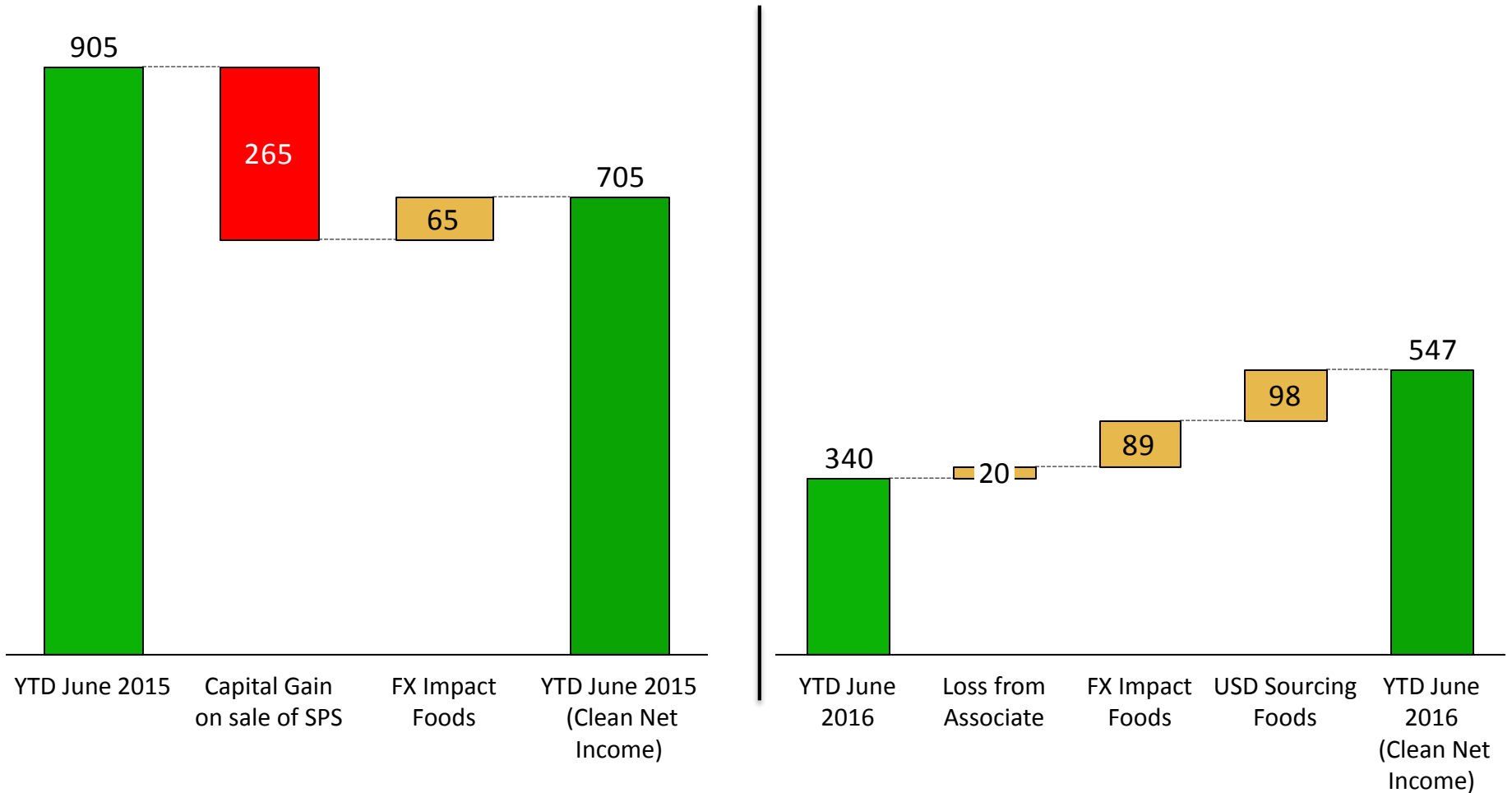
All numbers are in SAR million unless specified



Group Net Income Water Fall – Exceptional Items (YTD)



SAR Mn



Group clean NI fell by around 22.4%

Foods Highlights

Foods Highlights



All numbers are in SAR million unless specified

	Revenue	Gross Profit	Net Income	Volume ('000MT)
Q 2	3,103 -7.9% vs. LY	507 -6.1% vs. LY	135 -35.7% vs. LY	931 -0.4% vs. LY
Y T D	5,922 -8.3% vs. LY	906 -7.5% vs. LY	191 -37.3% vs. LY	1,782 1.9% vs. LY

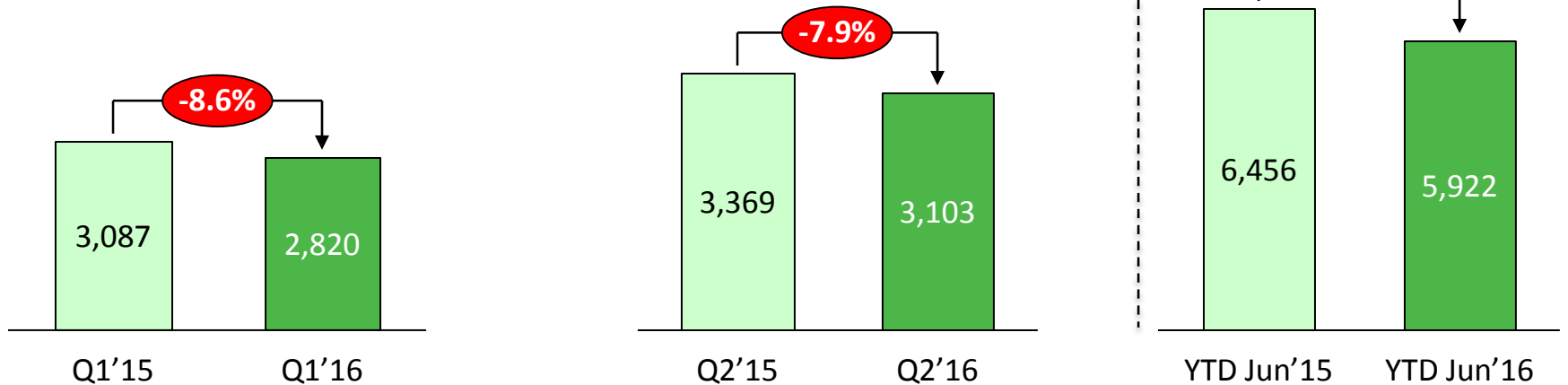
Foods Financial Highlights



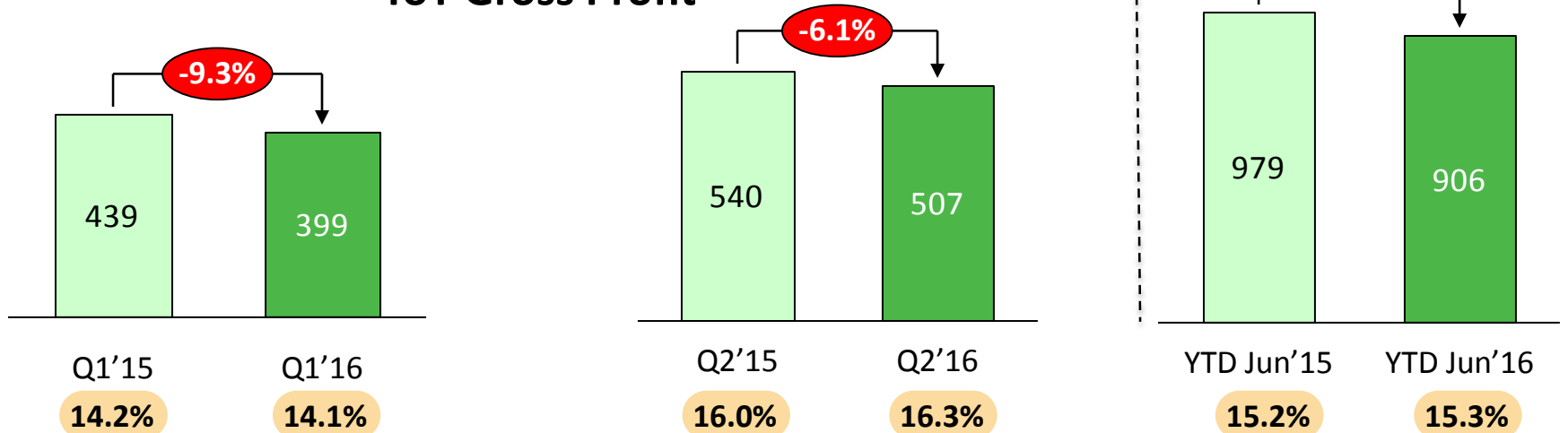
All numbers are in SAR million unless specified

○ Growth ● Margin

YoY Sales



YoY Gross Profit



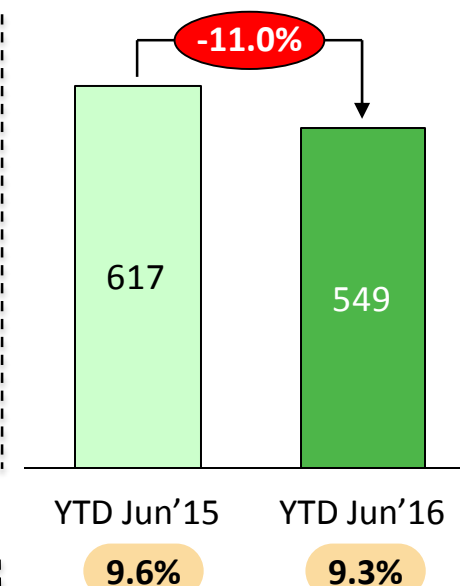
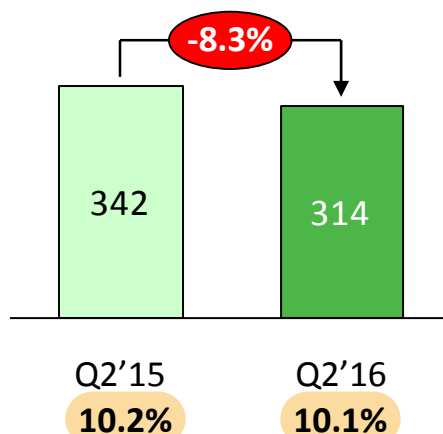
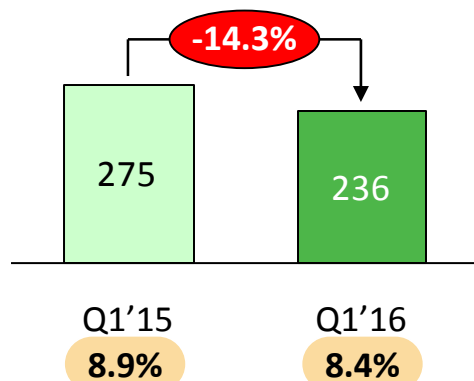
Foods Financial Highlights



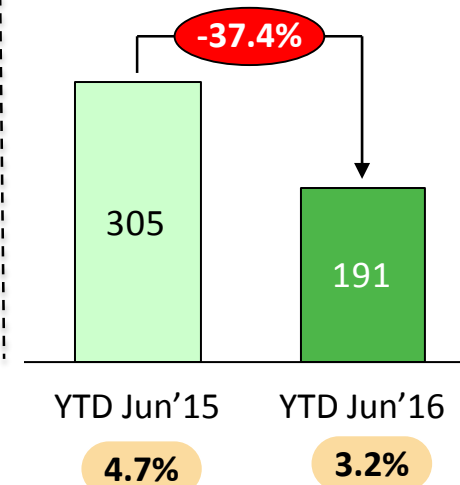
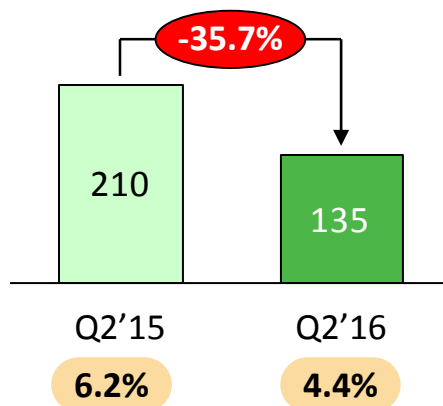
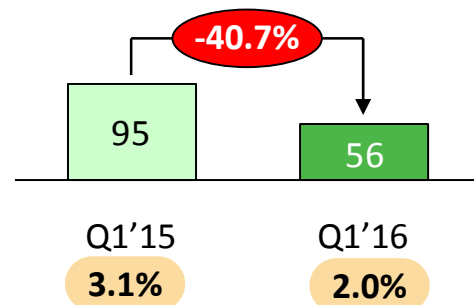
All numbers are in SAR million unless specified

○ Growth ● Margin

YoY EBITDA



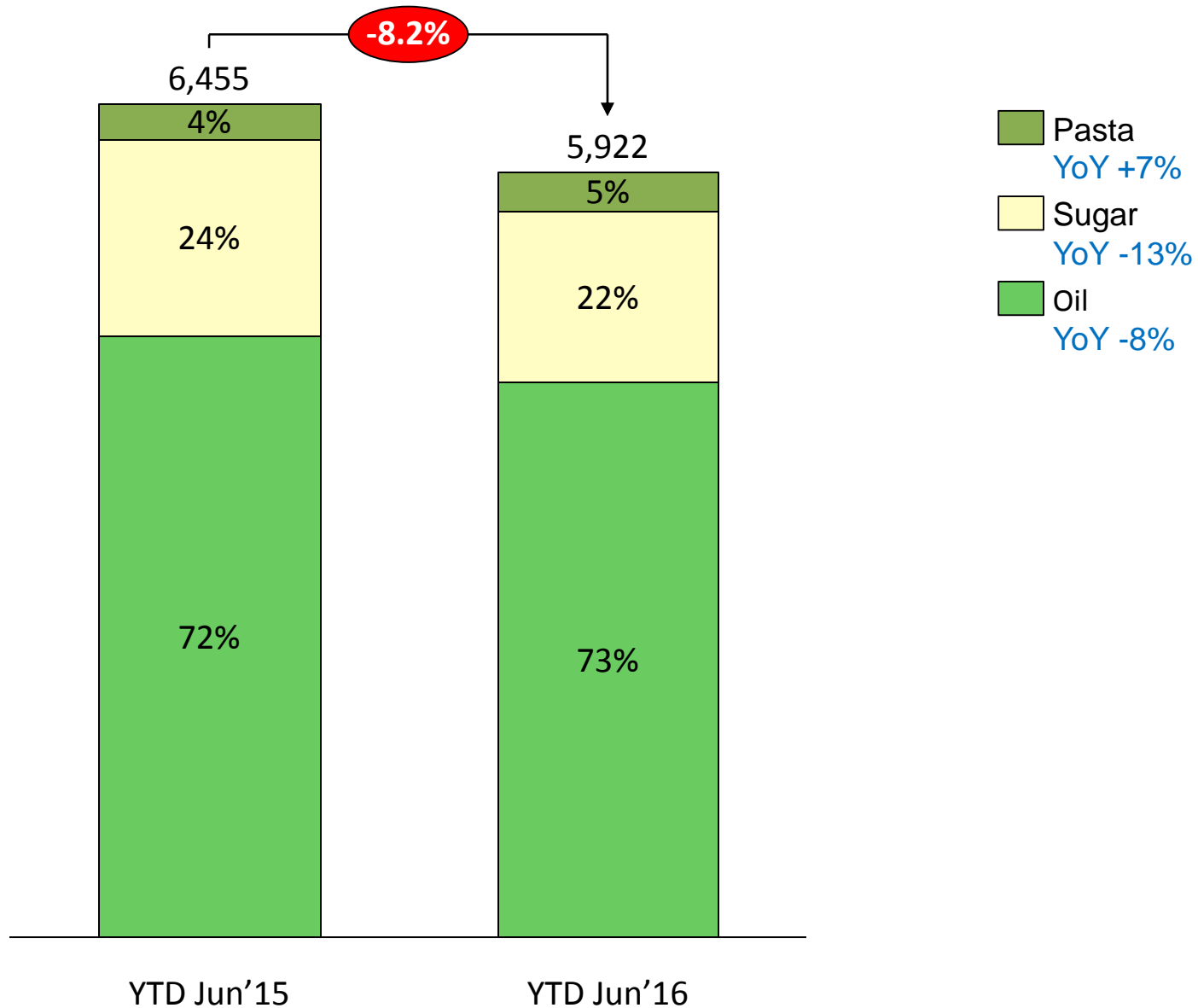
YoY NI



Revenue Breakdown By Category



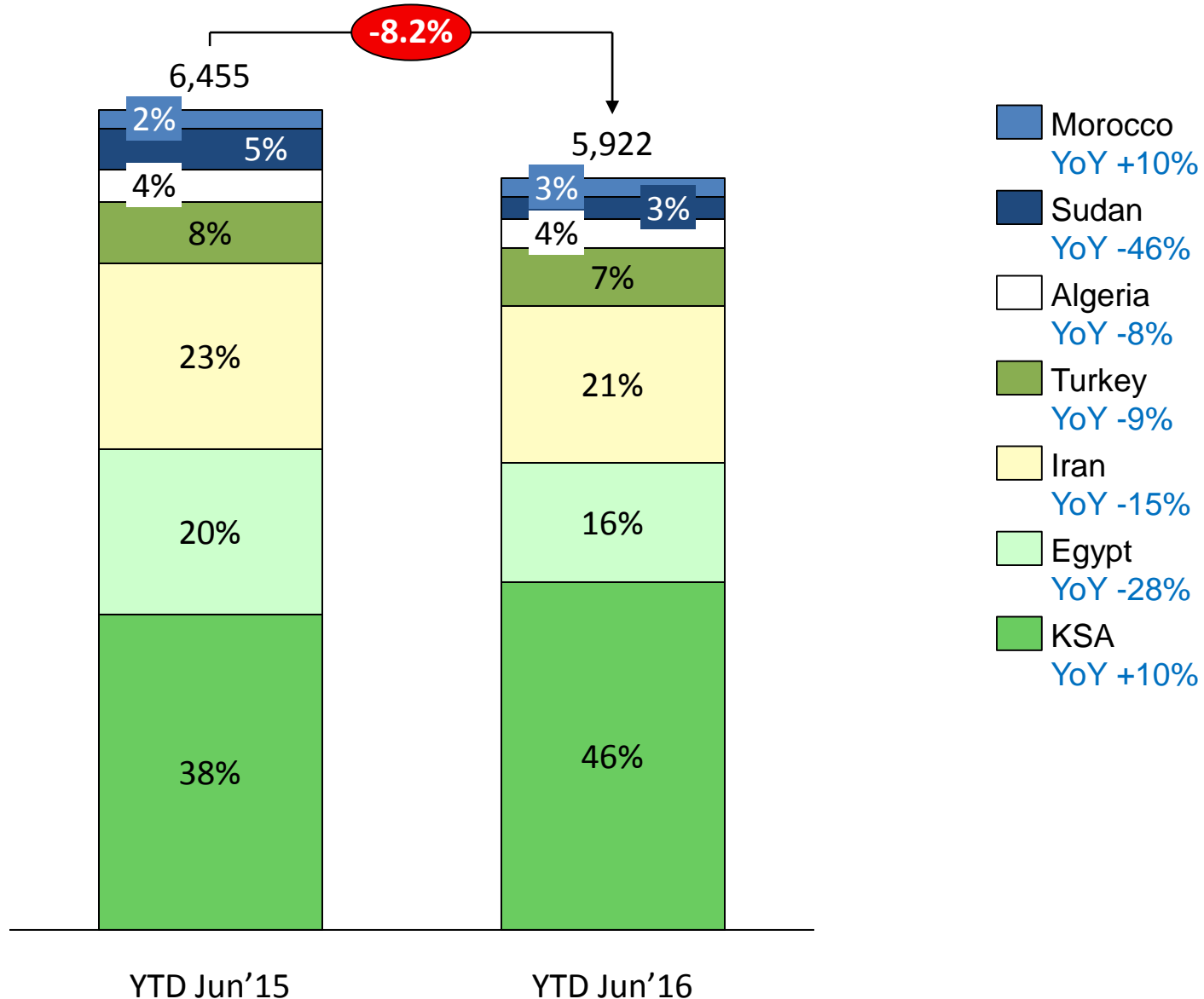
All numbers are in SAR million unless specified



Revenue Breakdown By Geography



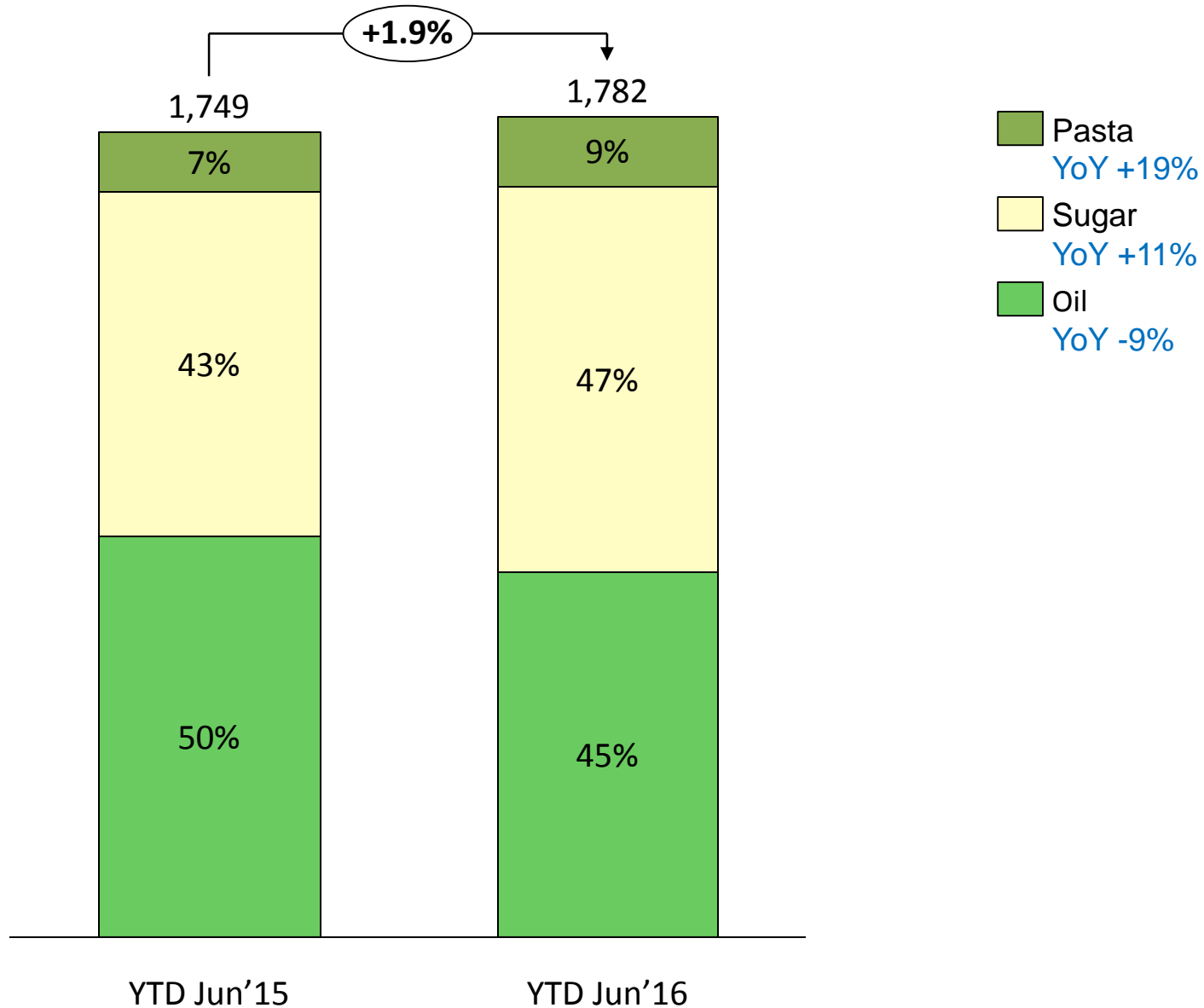
All numbers are in SAR million unless specified



Volume Breakdown By Category



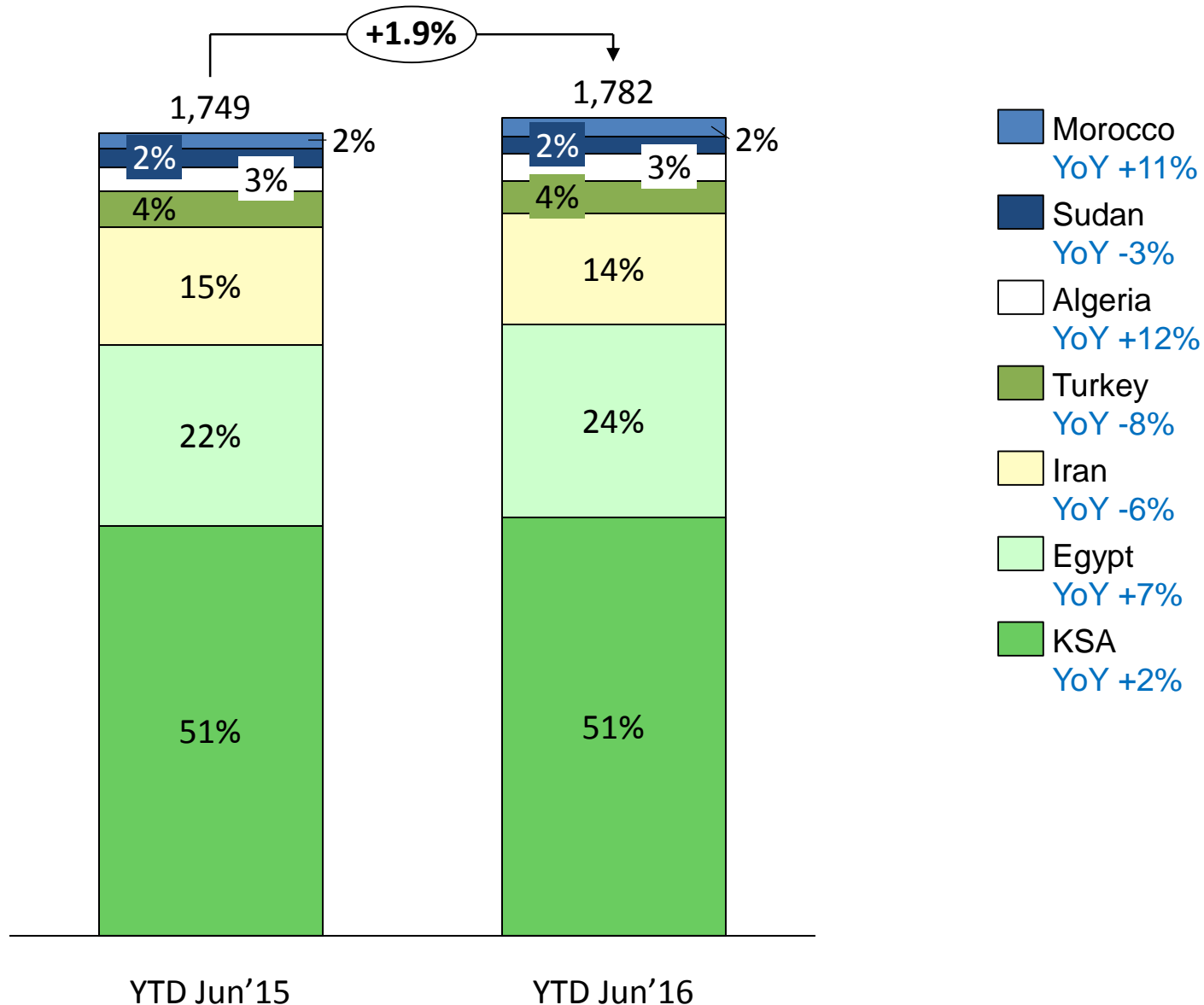
Thousand tonnes unless specified otherwise



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 2	3,874 +2.4% vs. LY	782 -3.8% vs. LY	-80 NA vs. LY	7 3 Hyper 4 Super
YTD	7,145 +2.5% vs. LY	1,607 +4.8% vs. LY	-101 NA vs. LY	12 3 Hyper 8 Super 1 Pandati

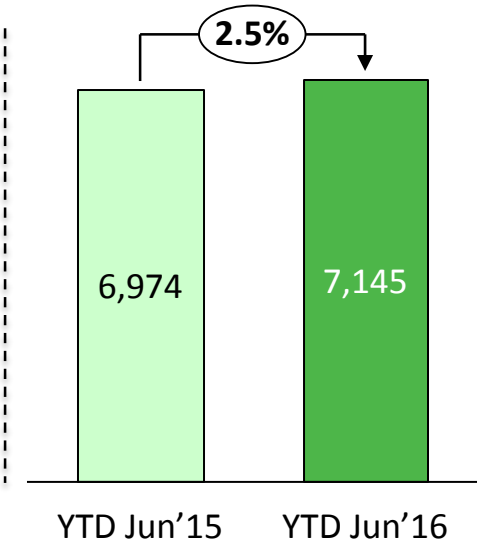
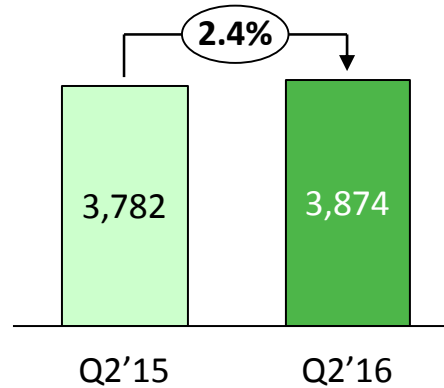
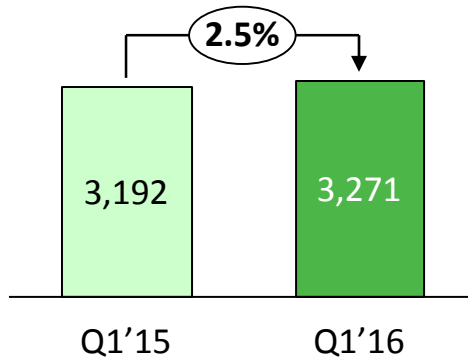
Retail Financial Highlights



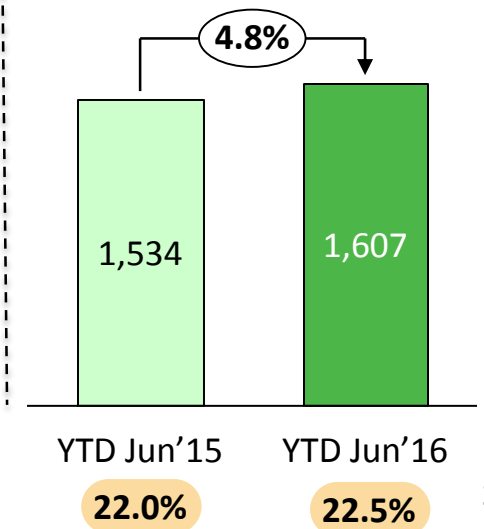
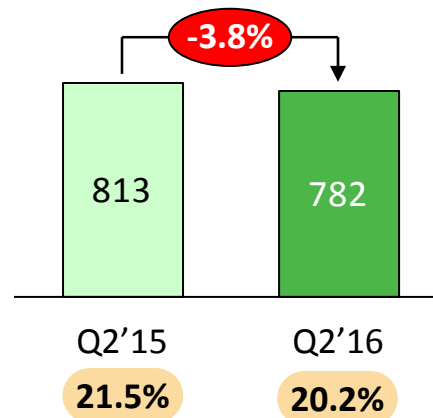
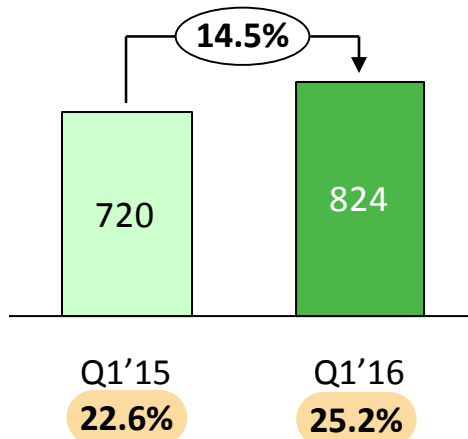
All numbers are in SAR million unless specified

○ Growth ● Margin

YoY Sales



YoY Gross Profit



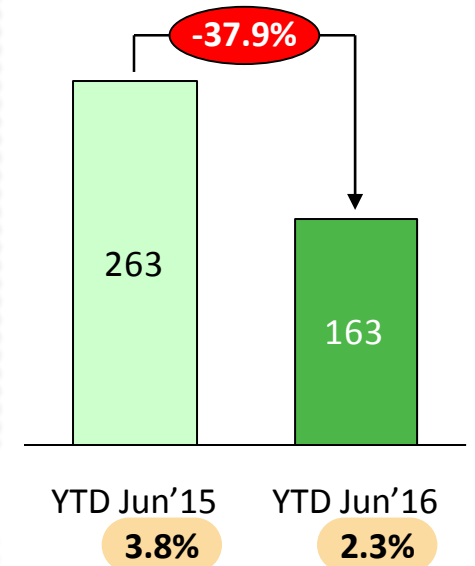
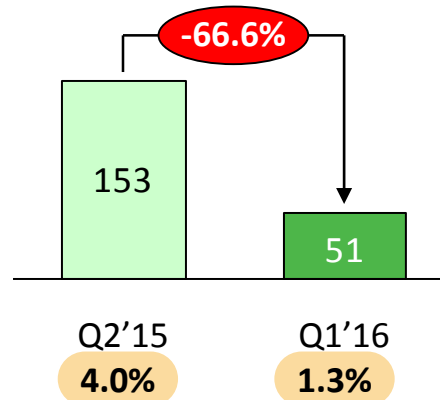
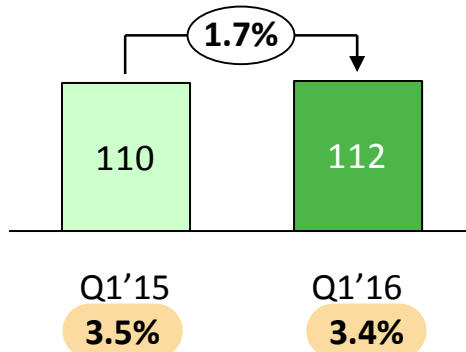
Retail Financial Highlights



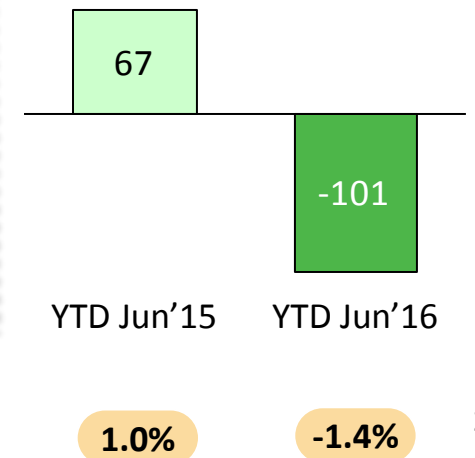
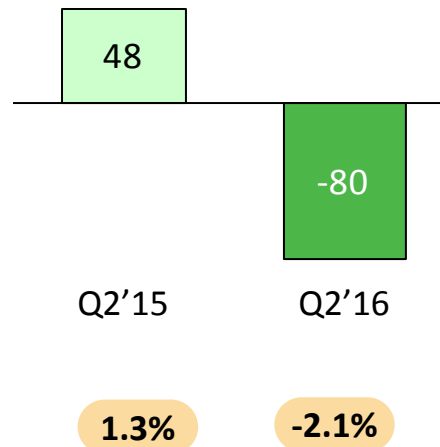
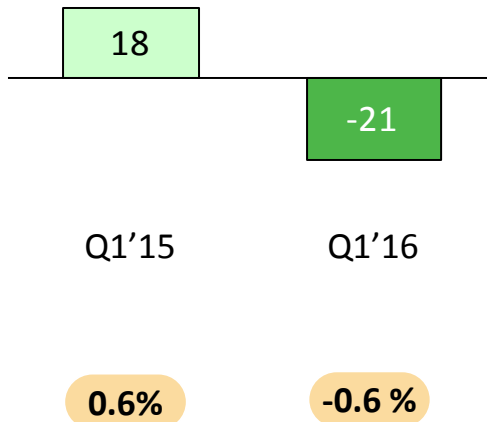
All numbers are in SAR million unless specified

○ Growth ● Margin

YoY EBITDA



YoY NI



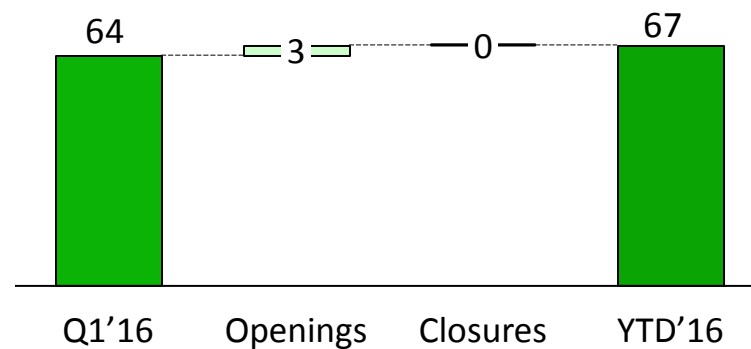
Number of Stores and Selling Area



Super



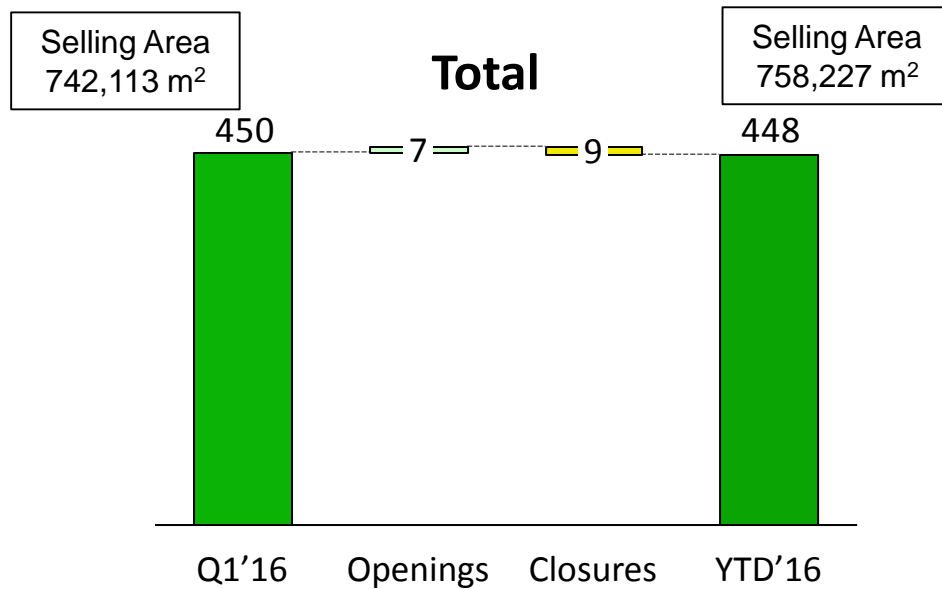
Hyper



Pandati



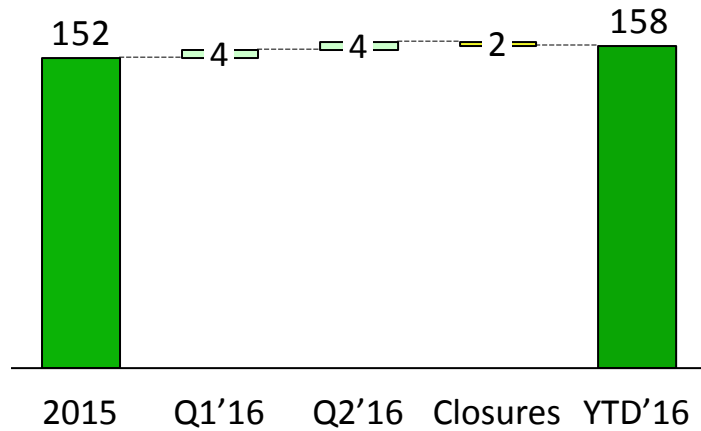
Total



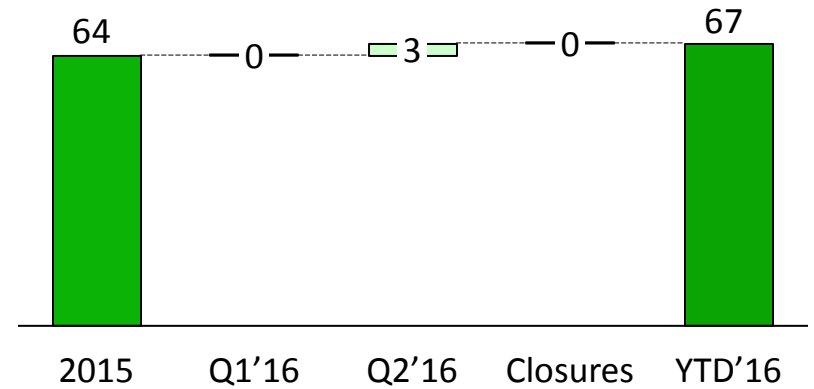
Number of Stores – By Quarter



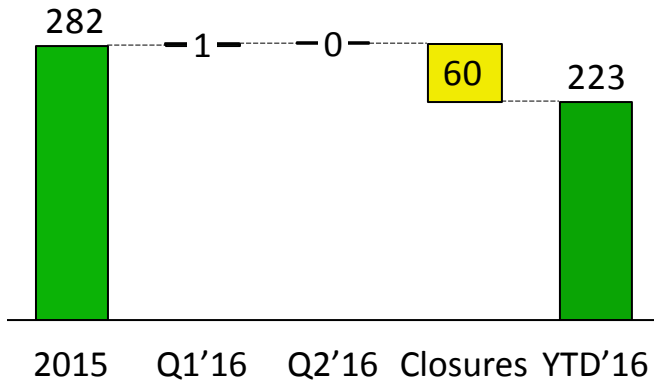
Super



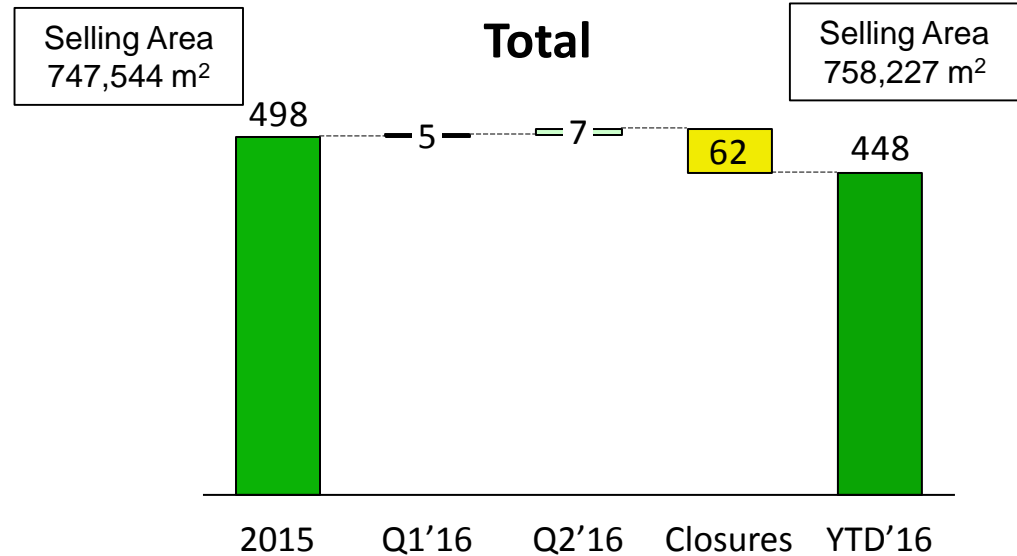
Hyper



Pandati



Total



Appendix

Quarterly Financials – Q1 2016



(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	

Quarterly Financials – Q2 2016



(all figures are in SAR millions)

Segment Wise Financials

	Q2- 2016					Q2- 2015				
	Revenue	Gross Profit	EBIT	Net Income	EBITDA	Revenue	Gross Profit	EBIT	Net Income	EBITDA
Food										
Oil-Mature Markets	1,765	380	213	139	236	2,002	401	233	186	254
Oil-Start-up Markets*	288	38	14	9	17	368	57	29	21	33
Total Oil	2,053	418	227	148	253	2,370	458	261	207	287
Sugar	886	49	3	(31)	33	838	42	(0)	(17)	28
Pasta	164	40	23	18	27	161	41	22	20	27
Total Foods	3,103	507	253	135	314	3,369	540	283	210	342
Retail										
KSA	3,787	766	(61)	(80)	50	3,701	801	59	46	149
Overseas	87	17	(0)	0	1	81	12	3	3	3
Total Retail	3,874	782	(61)	(80)	51	3,782	813	61	48	153
Real Estate	0	0	0	0	0	0	0	5	5	5
Herfy	0	0	20	20	20	0	0	20	20	20
Al Marai-Savola Share	0	0	232	232	232	0	0	194	194	194
HQ/Elimination/Impairments	(86)	0	(29)	(60)	(13)	(114)	(0)	(21)	(43)	(17)
Total	6,890	1,290	414	247	604	7,036	1,353	543	434	697
Adjustments										
Impairments				-					-	
Capital gains				-					-	
Adjusted Profit				247					434	