



For The Better • من أجل الأفضل

Analysts & Investors Call

Q3/9M'21 Results

3 November 2021



| Agenda



2025 Strategy Update



Business Performance



Financial Performance



Q&A



Appendix



Disclaimer

Agthia Group PJSC and its management may make certain statements that constitute “forward-looking statements” with respect to the financial condition, results of operations and business of the Group. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as “anticipates,” “targets,” “expects,” “hopes,” “estimates,” “intends,” “plans,” “goals,” “believes,” “continues” and other similar expressions or future or conditional verbs such as “will,” “may,” “might,” “should,” “would” and “could.” Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Agthia Group PJSC to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. Examples of such statements include, but are not limited to, comments with respect to: 1. outlook for the markets for products; 2. expectations regarding future product pricing; 3. outlook for operations; 4. expectations regarding production capacity and volumes; 5. objectives; 6. strategies to achieve those objectives; 7. expected financial results; 8. sensitivity to changes in product prices; 9. sensitivity to key input prices; 10. sensitivity to changes in foreign exchange rates; 11. expectations regarding income tax rates; 12. expectations regarding compliance with environmental regulations; 13. expectations regarding contingent liabilities and guarantees; 14. expectations regarding the amount, timing and benefits of capital investments. Although Agthia Group PJSC believes it has a reasonable basis for making these forward-looking statements, readers are cautioned not to place undue reliance on such forward-looking information. By its nature, forward-looking information involves numerous assumptions, inherent risks and uncertainties, both general and specific, which contribute to the possibility that the predictions, forecasts and other forward-looking statements will not occur. These factors include, but are not limited to: 1. assumptions in connection with the economic and financial conditions in the UAE, Middle East, and globally; 2. effects of competition and product pricing pressures; 3. effects of variations in the price and availability of manufacturing inputs; 4. various events which could disrupt operations, including natural events and ongoing relations with employees; 5. impact of changes to or non-compliance with environmental regulations; 6. impact of any product liability claims in excess of insurance coverage; 7. impact of future outcome of certain tax exposures; 8. effects of currency exposures and exchange rate fluctuations. The above list of important factors affecting forward-looking information is not exhaustive. Additional factors are noted elsewhere and reference should be made to the other risks discussed in filings with UAE securities regulatory authorities. Except as required by applicable law, Agthia Group PJSC does not undertake to update any forward-looking statements, whether written or oral, that may be made from time to time by or on behalf of the Company, whether as a result of new information, future events or otherwise, or to publicly update or revise the above list of factors affecting this information.





2025 Strategy Update

Strategy Re-Cap : Our Long-Term Ambition

Becoming a regional F&B leader by 2025

From...

-  UAE centric
-  Commoditized portfolio
-  Stable financial performance
-  Local organization mindset

To...

-  Footprint MENAP & beyond
-  Value-add F&B brands
-  Superior shareholder returns
-  Consumer-centric & performance-driven

Three strategic pillars to deliver on the vision



Growth

Pursue disciplined expansion plan focused on M&A



Efficiency

Protect the core business and get leaner



Capability

Ensure our organization is set-up to deliver our strategy



Delivering on our Strategy pillars

GROWTH

Q3'21 highlights

- Consolidated Atyab (*protein*) since Aug.1
- Announced the acquisition of BMB (*snacking*)
- Recorded **62% y-o-y top-line growth**

9M'21 highlights

- Consolidated **4 acquisitions** (Al Foah & Al Faysal in Q1, Nabil in Q2 & Atyab in Q3)
- Continued to **reshape the portfolio mix** via shifting towards consumer business division which now constitutes 67% of total revenues
- **Expanded normalized EBITDA margins** by 158bps y-o-y (vs. guidance of 100bps per year) despite inflation pressures

EFFICIENCY

Q3'21 highlights

- Recognized AED 12 MN in **cost savings**
- **Improved water & beverage net margins** (169bps y-o-y)
- Agile productivity set-up with selective pricing intervention to **ease the impact of the exceptional inflation** in commodity / freight costs

9M'21 highlights

- Aggregate of AED 36.7 MN in **cost savings** (18% of 5-years target)
- Advanced in the **synergy extraction** via integration in back-office services (IT, HR, treasury)
- **Discontinued the Capri-Sun (Jan'21) and Fresh Juice (May'21) businesses** on recurring losses post excise tax

CAPABILITY

Q3'21 highlights






- Capitalized on **Route-To-Market** of acquired businesses and vice-versa
- Introduced **plant-based products** (*under Nabil Foods*)

9M'21 highlights

- Established a **dedicated transformation office** focused on effectively integrating our new businesses
- Formulated the Group's "**Integration Framework & Playbook**" with an institutionalized modular model to be tailored when applied to current / future acquired entities
- **Stepped-up Revenue Growth Management** (*revitalization of UAE water business in Q2 & Q3*)



Summary of Acquisitions

Announcement	OCT 2020 100%	DEC 2020 100%	JAN 2021 80%	APR 2021 75%	AUG 2021 100%
					
Consolidation	Jan 1, 2021	Jan 27, 2021	April 1, 2021	Aug 1, 2021	Expected Q1 2022
Segment	Snacking	Snacking	Protein	Protein	Snacking
Footprint	Int'l (GCC & Asia)	Kuwait	Jordan, GCC, Iraq	Egypt	KSA, UAE, USA
Consideration	AED 450 MN	AED 161 MN	AED 520 MN	AED 564 MN	AED 646 MN
Funding	100% Equity	95% Debt + 5% Cash	75% Equity + 25% Cash	100% Debt	100% Debt
Rationale	Scale, Category (<i>Superfood</i>), Brands	Brand, Market Scale	New Category, Brand, Scale	Scale, Brands	Category Upscale, Brands, Footprint
Revenues ¹	AED 429 MN	AED 88 MN	AED 381 MN	AED 463 MN	AED 284 MN
Profitability ¹	20%	20%	18%	17%	18%
RoCE ¹	14%	31%	19%	48%	40%



Agthia's Categories of Focus

Category	Water & Food	Agribusiness	Protein & Frozen Veg.	Snacking
Assets	     	 	  	  
Key markets	  	 	   	    



Integration Framework

- The Group's dedicated transformation office **formulated "Integration Framework and Playbook"** focused on:



Seamless Transition



Productivity



Value Creation

- While integration is a continuous journey, **early results look promising:**



Al Foah:

- ✓ progressing smoothly: **8 months**
- ✓ re-designed the organizational **setup, processes** and **modus operandi**
- ✓ started **unlocking cost synergies & productivity**

Al Faysal:

- ✓ becoming more active – **3 months**
- ✓ focused on **processes** while ensuring routine business is undisrupted
- ✓ advanced with capturing **cross-distribution opportunities** in Kuwait



Nabil: unlocked commercial synergies

Atyab: completed first 100 days plan

- ✓ Further integration to create a **fully focused Protein business unit** with significant synergies & value creation potentials





Business Performance

Q3'21 Key Highlights

Business Update

- **Resilient overall quarter performance** despite cost inflation headwinds
- Continued segmental transformation towards a **more balanced and diversified portfolio**:
 - *Protein*: Consolidated Atyab in August 2021, building on the recent acquisition of Nabil
 - *Snacking*: Announced acquisition of BMB in September 2021, adding to Al Foah acquisition
- Progressed in the **smooth integration** of consolidated entities (*refer to slide 9*)
- Approval of **first interim dividends** in-line with semi-annual policy to maximize shareholder's returns

Financial Update

- **Group revenues** registered 62% y-o-y growth driven by:
 - ✓ consolidation of 4 acquisitions (+AED 303MN)
 - ✓ revival of UAE + Int'l Water business (+AED 8MN vs Q3'20) after eased COVID-19 restrictions
 - ✓ higher Agri revenues on tactical price increase implementation in response to spike in grain costs
- **Group net profit** prevailed at AED 35MN vs. AED 32MN loss in Q3'20:
 - ✓ consolidation of 4 new entities (+AED 30MN)
 - ✓ cost optimization via integration & productivity enhancements
 - ✗ M&A & business integration associated costs to support our M&A strategy (AED 16.5MN)
 - ✗ higher raw materials costs (*grains + PET + freight + packaging materials*)



Q3'21 Key Highlights *(Cont'd)*



Protein *(28% of Q3 revenues)*

- Nabil & Atyab contributed AED 195MN to top-line, creating a sizeable fully-focused Business Unit



Snacking *(13% of Q3 revenues)*

- Al Foah recorded AED 86MN driven by improved sales mix with higher retail sales
- Al Faysal added AED 22MN (+2% y-o-y)
- Improved profitability owing to favorable sales mix, cost optimization initiatives and synergies



Water & Food *(30% of Q3 revenues)*

- Water sales went up y-o-y on boosted Food Service channel in local market & expanded footprint internationally
- Beverage is down 86% (-AED 4MN) versus Q3'20 on discontinuing the loss-making business
- Other Food items *(Dairy / Trading)* sales was lower against a high base in Q3'20



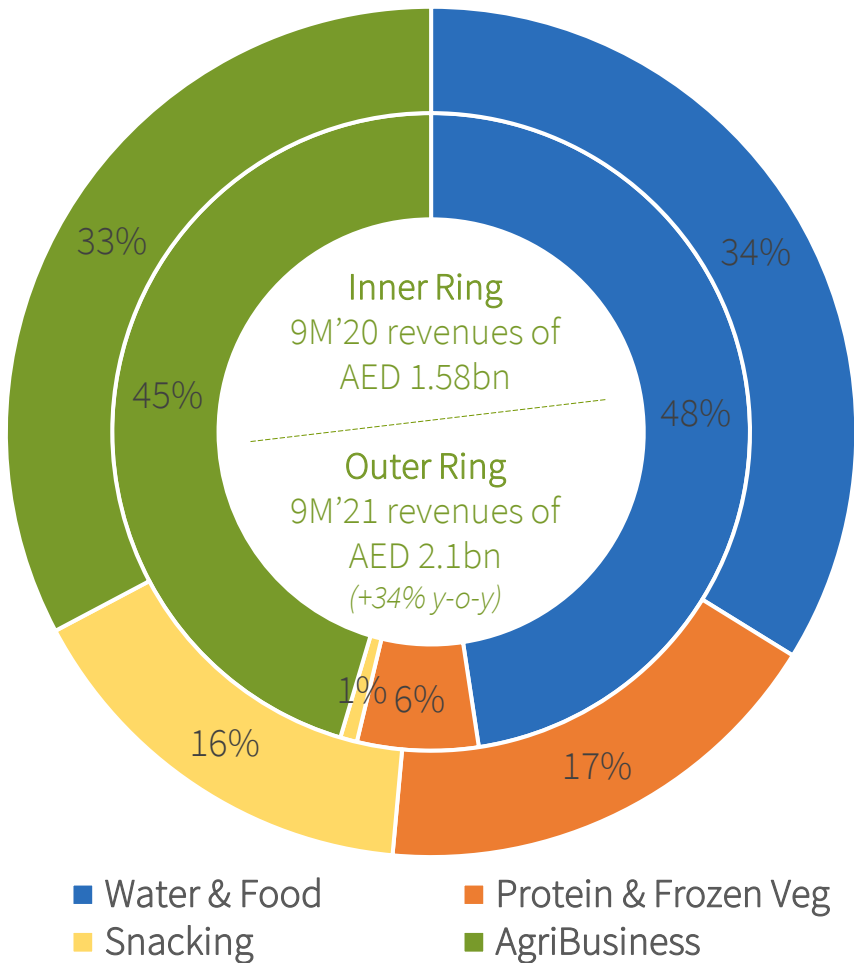
Agri *(29% of Q3 revenues)*

- Sales are up 8% y-o-y on increasing prices against the hike in grain costs

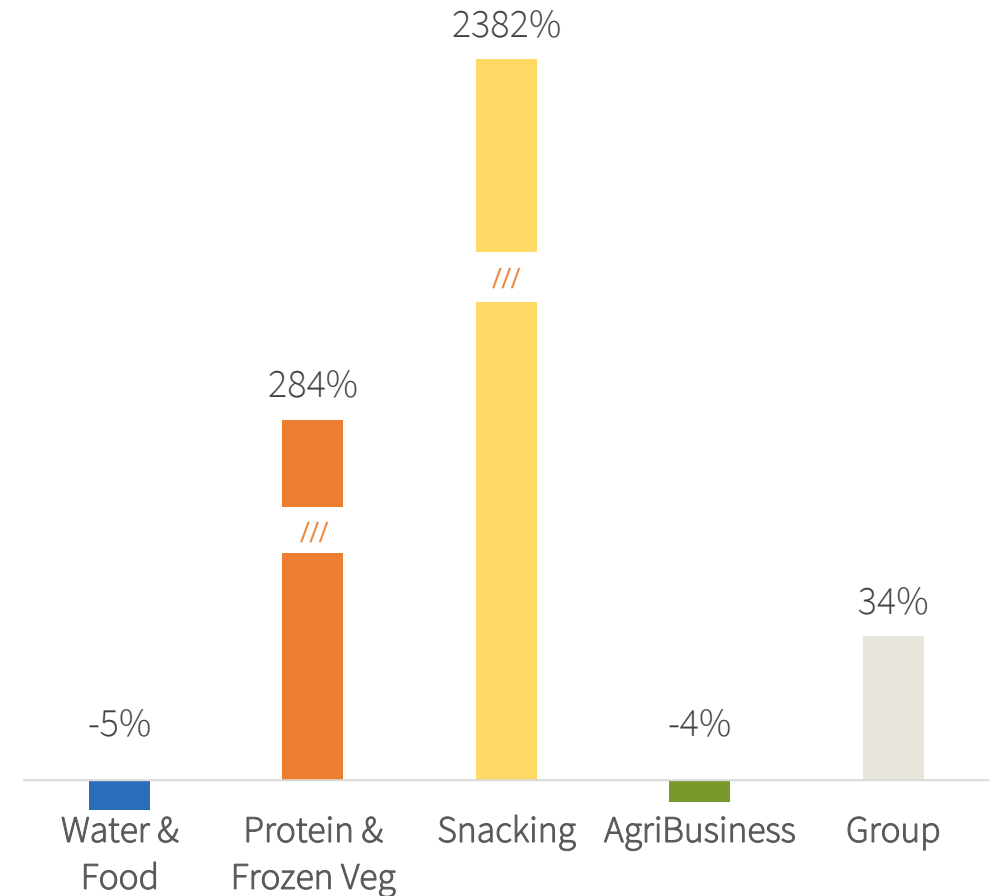


9M'21 Performance by Segment

9M'21 vs 9M'20 Revenues¹

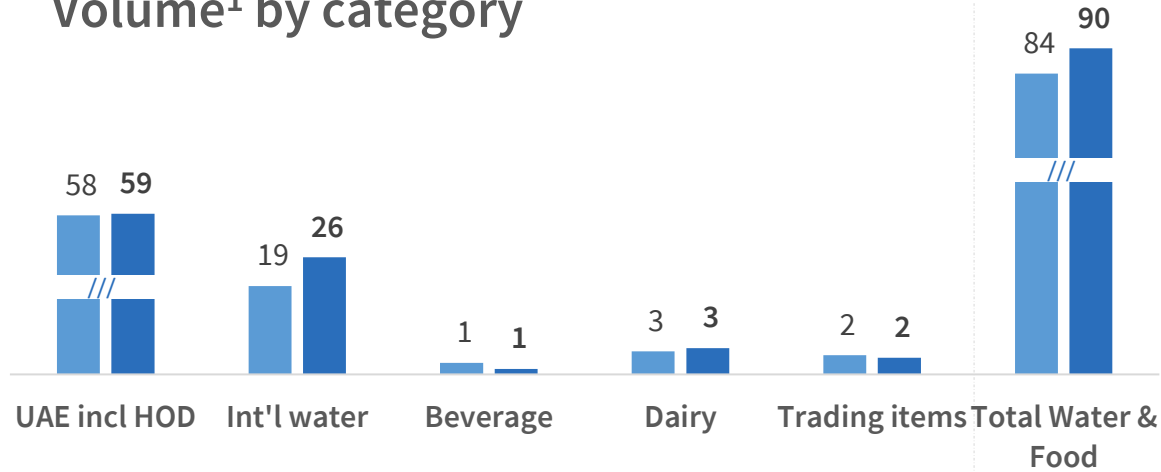


Growth by Segment (y-o-y)

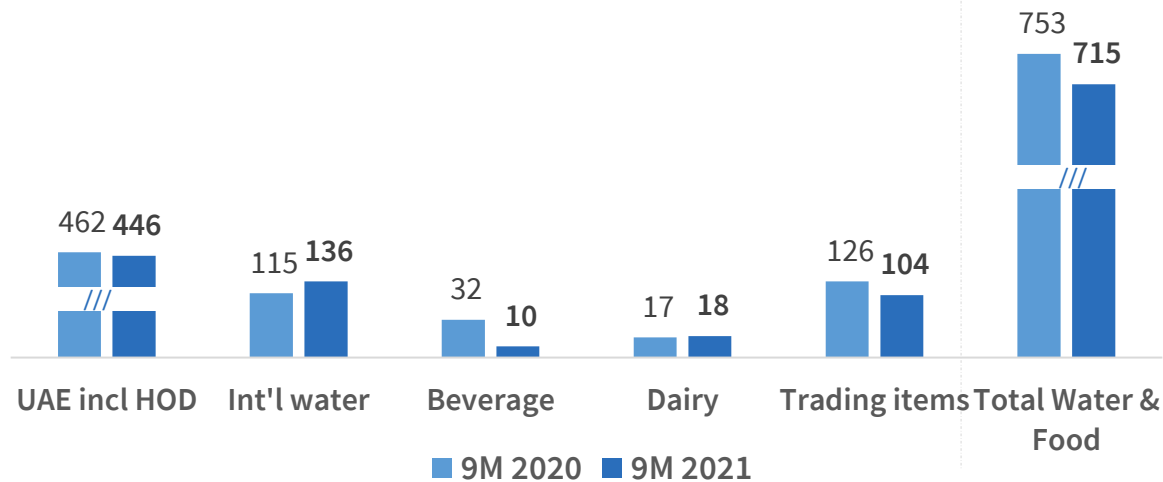


Water & Food

Volume¹ by category



Sales by category (AED MN)



Water & Food (34% of 9M revenues)

UAE Water

- **HOD:** volumes up with the return of corporates
- **BW:** lower YTD sales impacted by weak sales in Q1'21 which lagged a strong pre-COVID Q1'20. In Q2 & Q3 sales improved versus last year driven by the recovery in Food Service channel

Int'l Water

- Higher sales on expanded footprint across Saudi, Kuwait & Turkey
- Focus on Saudi operations turnaround via improving the cost structure, expanding distribution and positioning sales force against different channels

Beverage

- Down on discontinuing the loss-making business

Other Food items (Dairy / Trading)

- Lower sales against a high base last year (overstocking in CSD channel)



UAE Water Update

Firmer recovery across key channels

Retail channel *(Modern Trade, Traditional Trade, Convenience stores):*

- Overall **category remains under pressure** on oversupply and price competition: MAT Aug'21 volume & value down 4% & 8% y-o-y *(Nielsen)*
- Agthia's bottled water portfolio – Al Ain Water, Al Bayan, Alpin & Voss - **preserve market leadership** at 26% & 23% volume & value shares
- Al Ain showed **resilient performance** driven by our strategic pricing / promo mechanism implemented from May'21 onwards. This resulted in increased volume share m/m post introducing competitive pricing vs. key competitors

Food Service channel *(Hotels, restaurants, catering, etc.):*

- **High momentum** continues as COVID curbs are eased, 26% ahead of last year *(+AED 18 MN)*

Home & Office Delivery-HOD *(5 gallons):*

- YTD **volume up** driven by the gradual return of corporate channel and implementing loyalty programs in the home channel in collaboration with Noon *(one of the fastest growing e-commerce platforms in the UAE)*

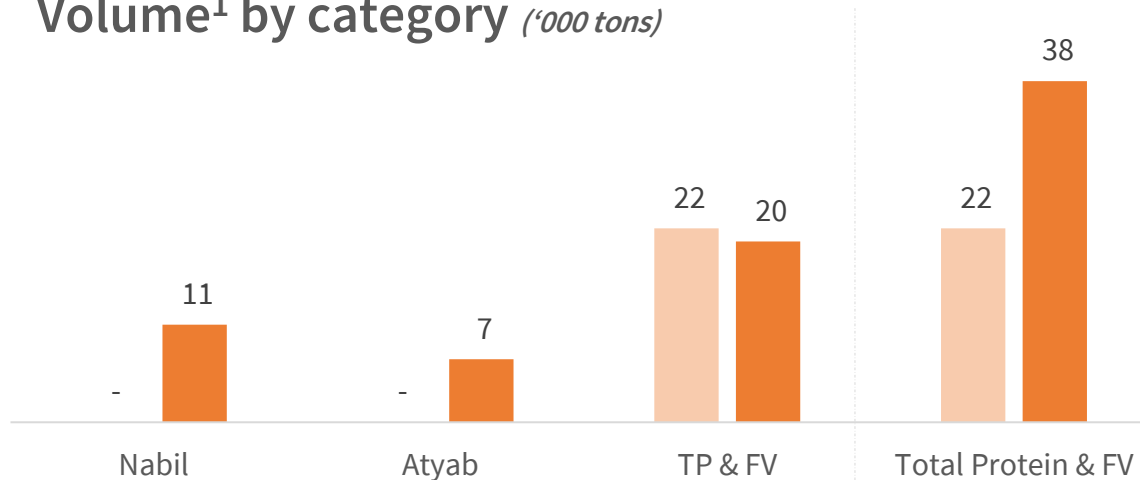
Oriented towards revitalization:

- focusing on **revenue management** via strategic pricing whilst optimizing costs *(reduce trade deals, negotiate better terms with key retailers, enhance promo effectiveness),*
- evaluating **route to market** structural efficiencies to ensure effective reach while refreshing in-store planogram to better serve product mix,
- optimizing **sales incentive schemes** across channels to focus on coverage, productivity, distribution and SKU targets.

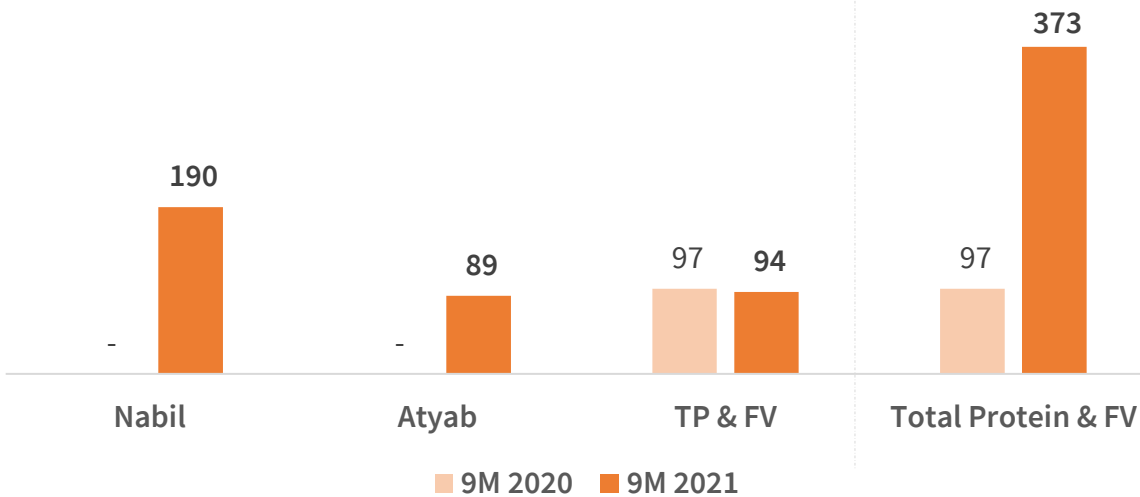


Protein & Frozen Vegetables

Volume¹ by category ('000 tons)



Sales by category (AED MN)



Protein & Frozen Veg (18% of 9M revenues)

Protein

- **Nabil:** consolidation since April 1 added AED 190MN to top-line
- **Atyab:** consolidation since Aug. 1 added AED 89MN to top-line, creating fully-focused protein business unit alongside Nabil

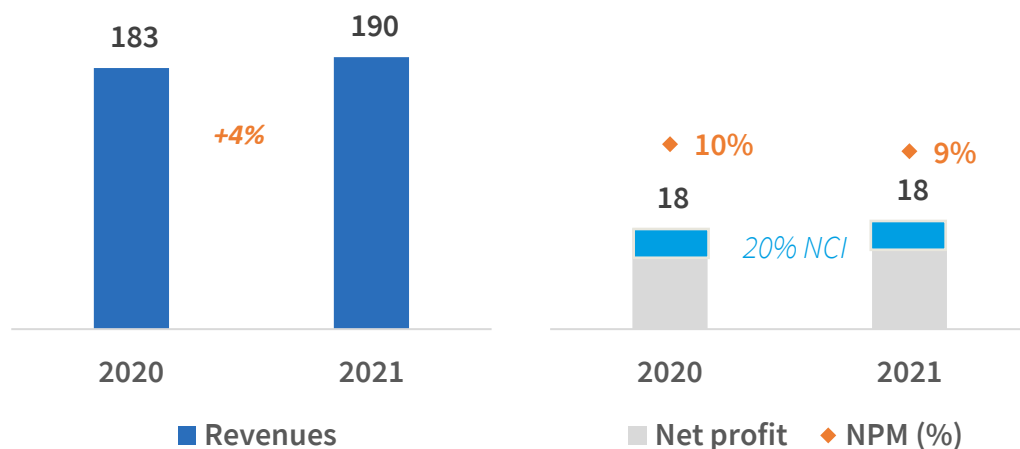
Frozen Vegetables & Tomato Paste

- Slightly lower versus higher base last year



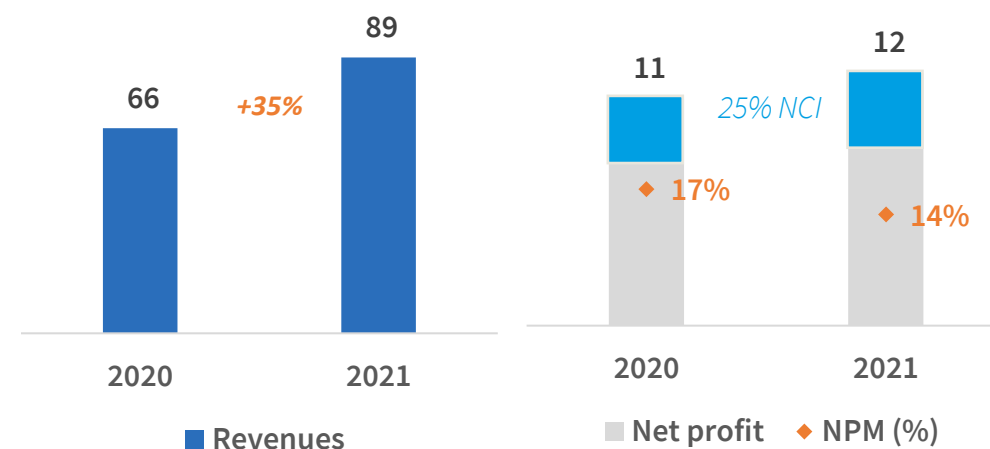
Protein - Pre & Post Acquisition Performance

Nabil¹ AED'MN



- **Marginally better** versus last year despite continued movement restrictions impacting Food Service channel and export restrictions challenges to KSA, Iraq & Kuwait
- Launched **Plant-based products** with three main SKU's (*Tempura Chicken Nuggets, Crispy Chicken Nuggets & Breaded Chicken Burger*)

Atyab¹ AED'MN



- **Higher revenues** on higher volumes after eased restrictions versus last year and higher pricing to reflect on global inflation
- **Lower profitability** on unfavourable sales mix with higher raw material and freight costs

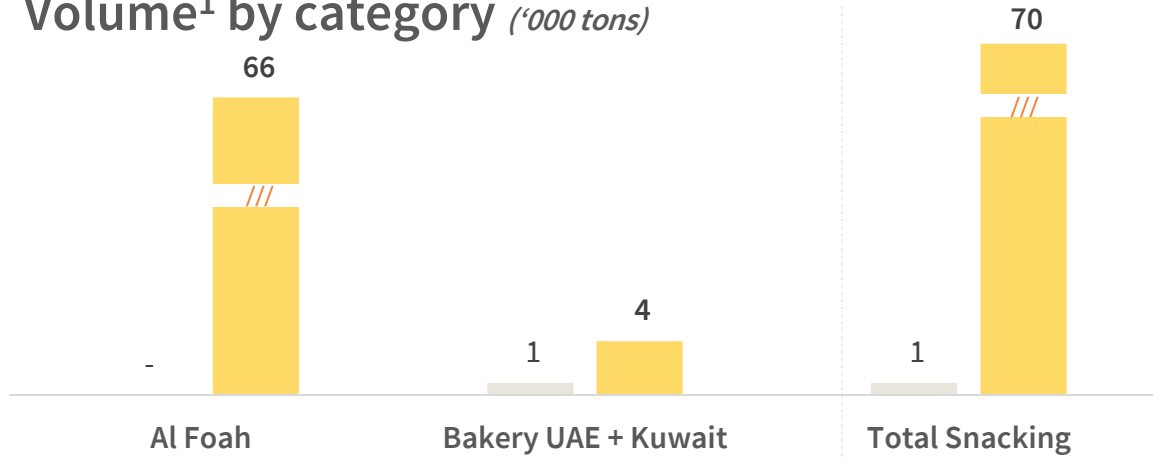
¹The figures are for the period post consolidation date: Nabil Q2+Q3; Atyab Aug + Sept

²NCI = non-controlling interest

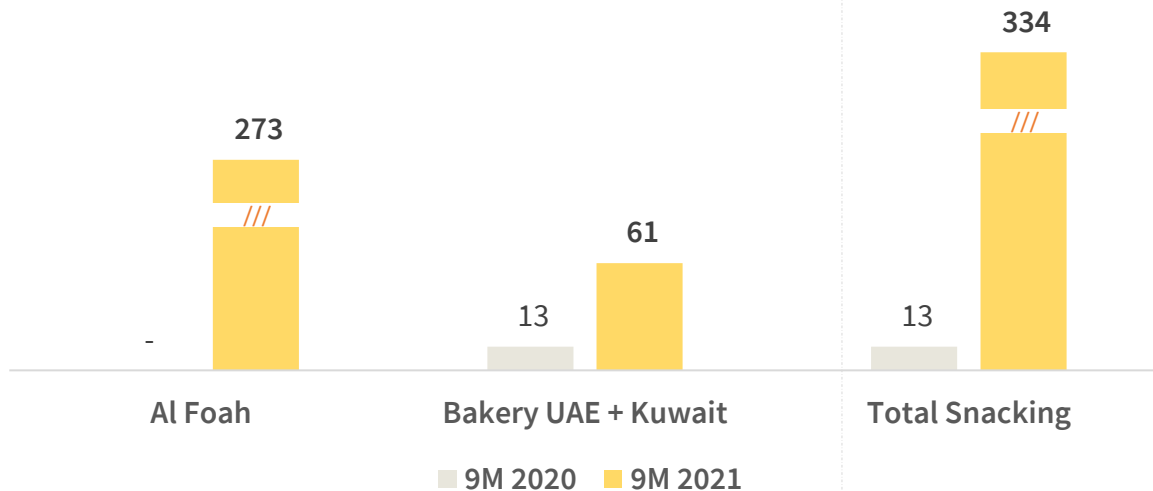


Snacking

Volume¹ by category ('000 tons)



Sales by category (AED MN)



Snacking (16% of 9M revenues)

Dates

- **Al Foah:** consolidation since Jan. 1 added AED 273MN to top-line

Bakery

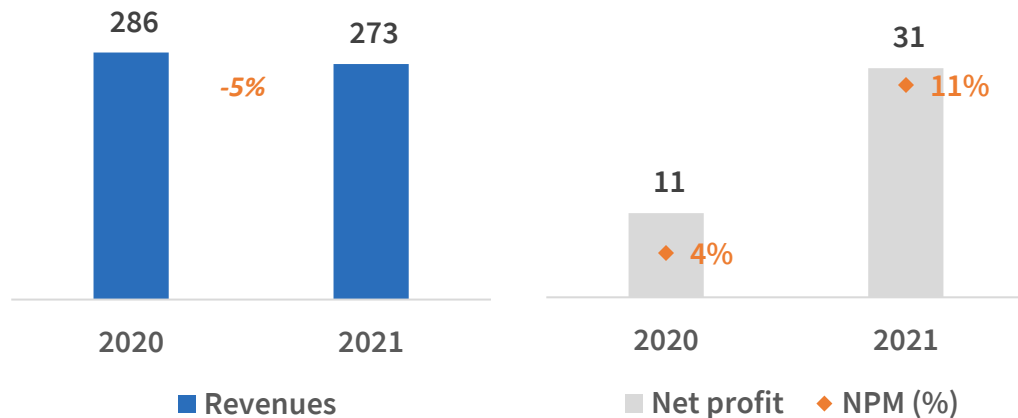
- **Kuwait:** Al Faysal consolidation since Jan. 27 added AED 59MN to top-line
- **UAE:** Lower versus last year which benefited from partnership with local authorities



Snacking - Pre & Post Acquisition Performance

Al Foah¹

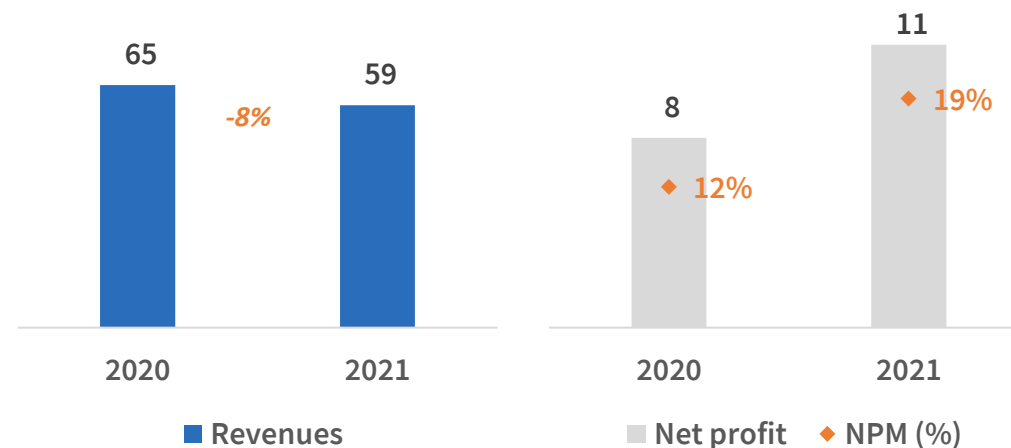
AED'MN



- Slightly lower revenues despite higher volume due to pricing pressure driven by KSA oversupply in H1'21 which softened in Q3'21
- Significantly improved profitability versus same period last year on lower direct material costs & overhead post integration

Al Faysal¹

AED'MN

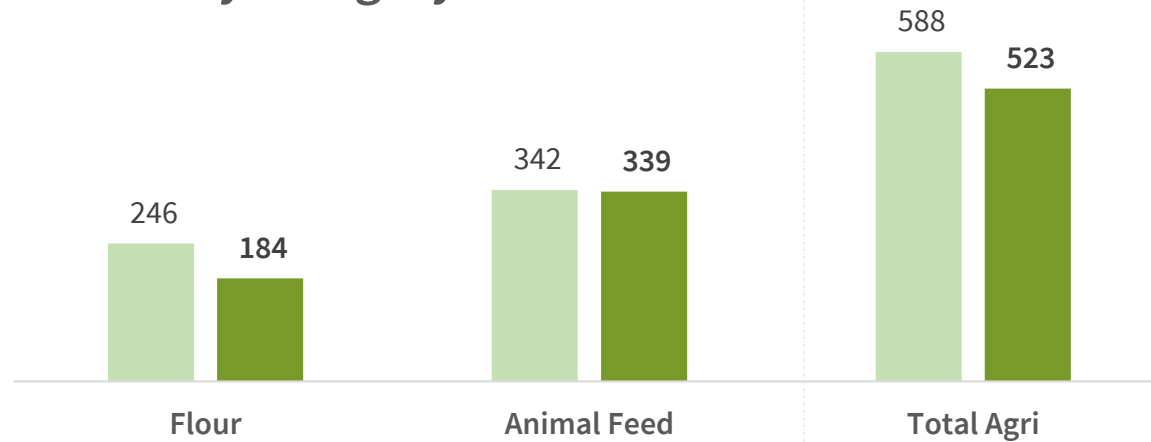


- Lower revenues on restrictions in Kuwait put in place earlier this year with prolonged closure of restaurant deliveries and schools
- Enhanced profitability on favorable sales mix and cost optimization initiatives

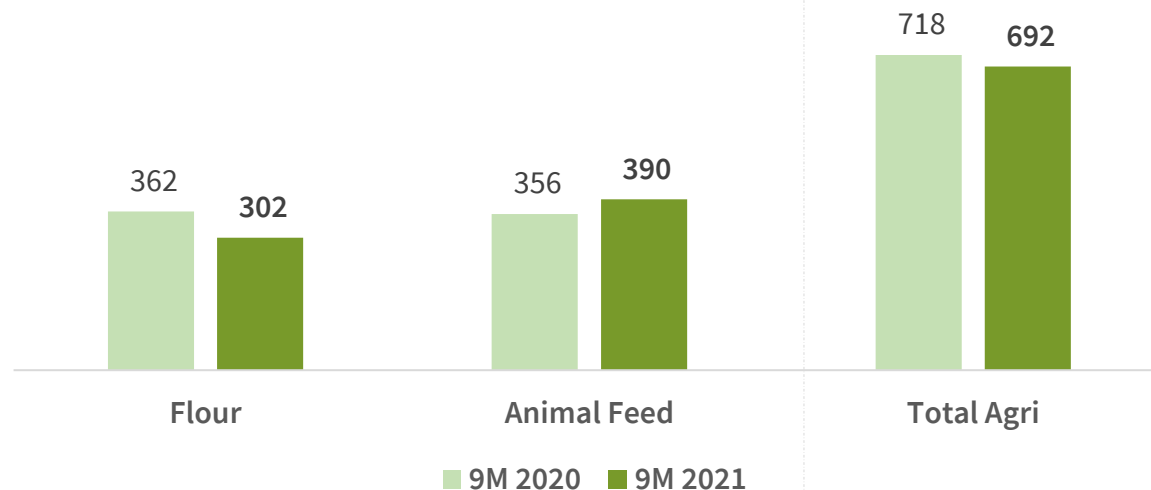


Agribusiness

Volume¹ by category ('000 tons)



Sales by category (AED MN)



Agribusiness (32% of 9M revenues)

Flour

- Lagging last year sales which was driven by World Food Program order and wheat trading
- Favourable mix with higher pricing significantly reducing the impact of increased raw material / freight costs

Animal Feed

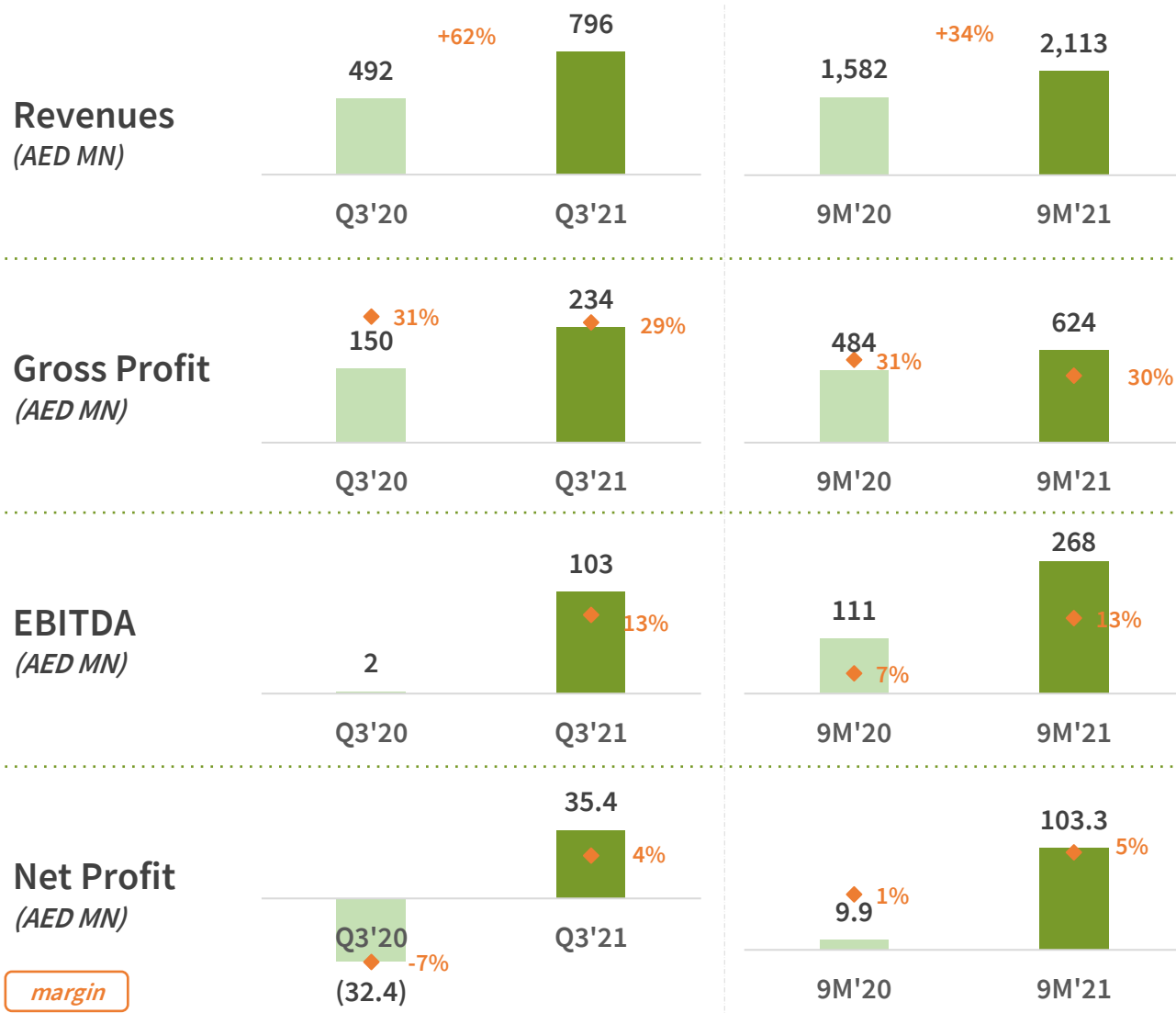
- Higher non-subsidized sales overcompensating for lower subsidized volume
- Lower profitability (-34% y/y) on the back of the upsurge in global grain prices



The image features a background of a city skyline at night with a semi-transparent financial candlestick chart overlaid. The chart shows an overall upward trend. A large green diagonal shape with a hexagonal pattern is on the right side, containing the text 'Financial Performance'.

Financial Performance

Group P&L highlights



Revenues

- Sustainable leadership position across key categories
- Growth largely driven by the consolidation of Al Foah, Al Faysal, Nabil & Atyab

Gross Profit

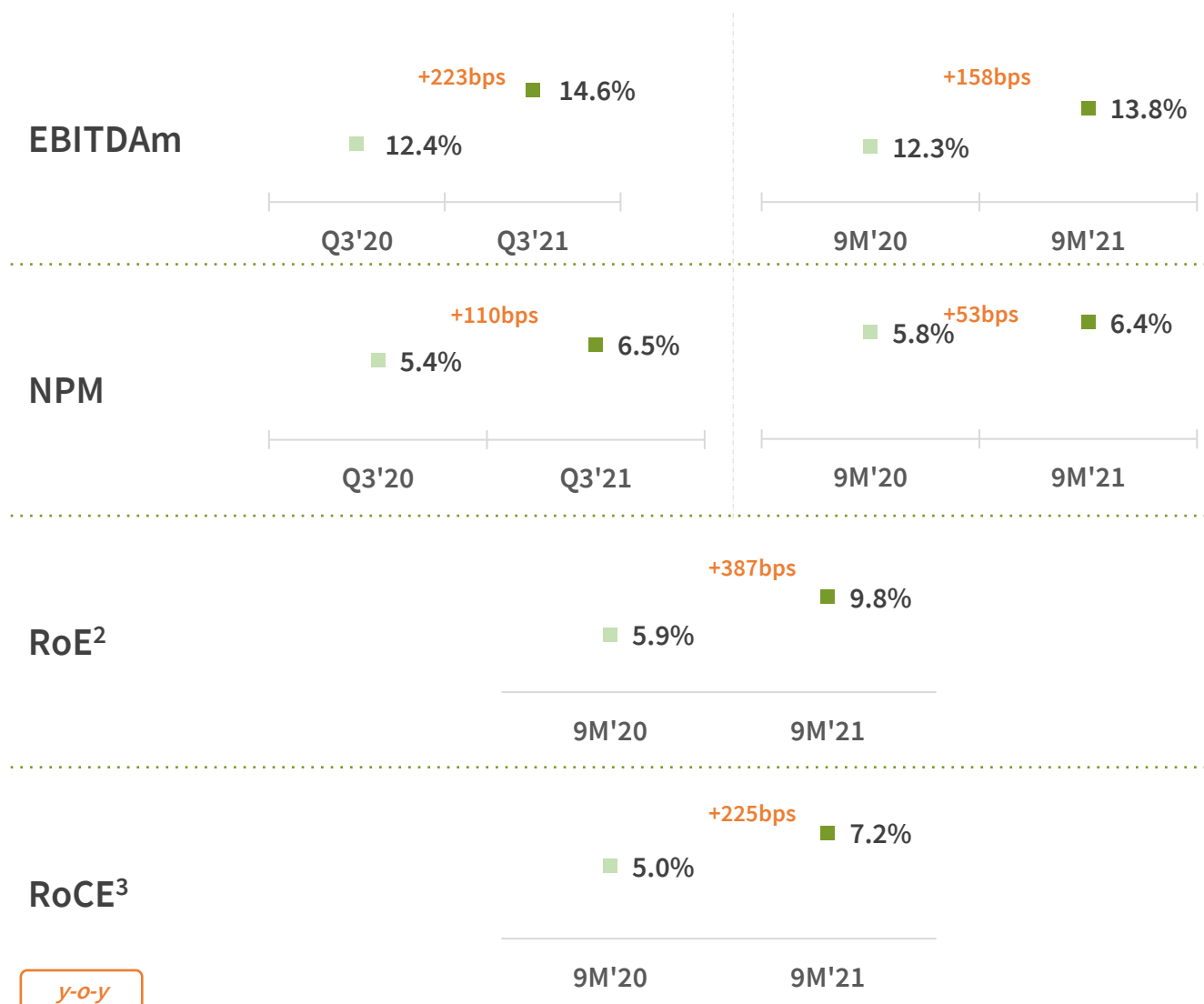
- Slightly lower margins triggered by higher direct raw material costs on global inflation

Net Profit

- Reported net profit for 9M'21 came in at AED 103.3MN vs. AED 10MN last year
- Excluding AED 31MN M&A & transformation associated costs from this year and AED 83MN one-off provisions from last year, normalized net profit will reside at AED 135MN (+47% y-o-y)



Profitability metrics¹



Profitability margins

- On normalized basis, EBITDA margin enhanced by 158bps y-o-y driven by:
 - ✓ consolidation of 4 margin accretive entities
 - ✓ cost optimization via integration & productivity enhancements
 - ✗ higher raw material / freight costs
- Net profit margins was up by 53bps on:
 - ✓ improved EBITDA margins
 - ✗ higher finance cost on debt financing of acquisitions
 - ✗ higher non-controlling interest contribution from Nabil & Atyab consolidation

Improved Returns

- RoE enhanced by 387bps on the addition of value accretive acquisitions
- RoCE improved by 225bps after acquisitions

y-o-y

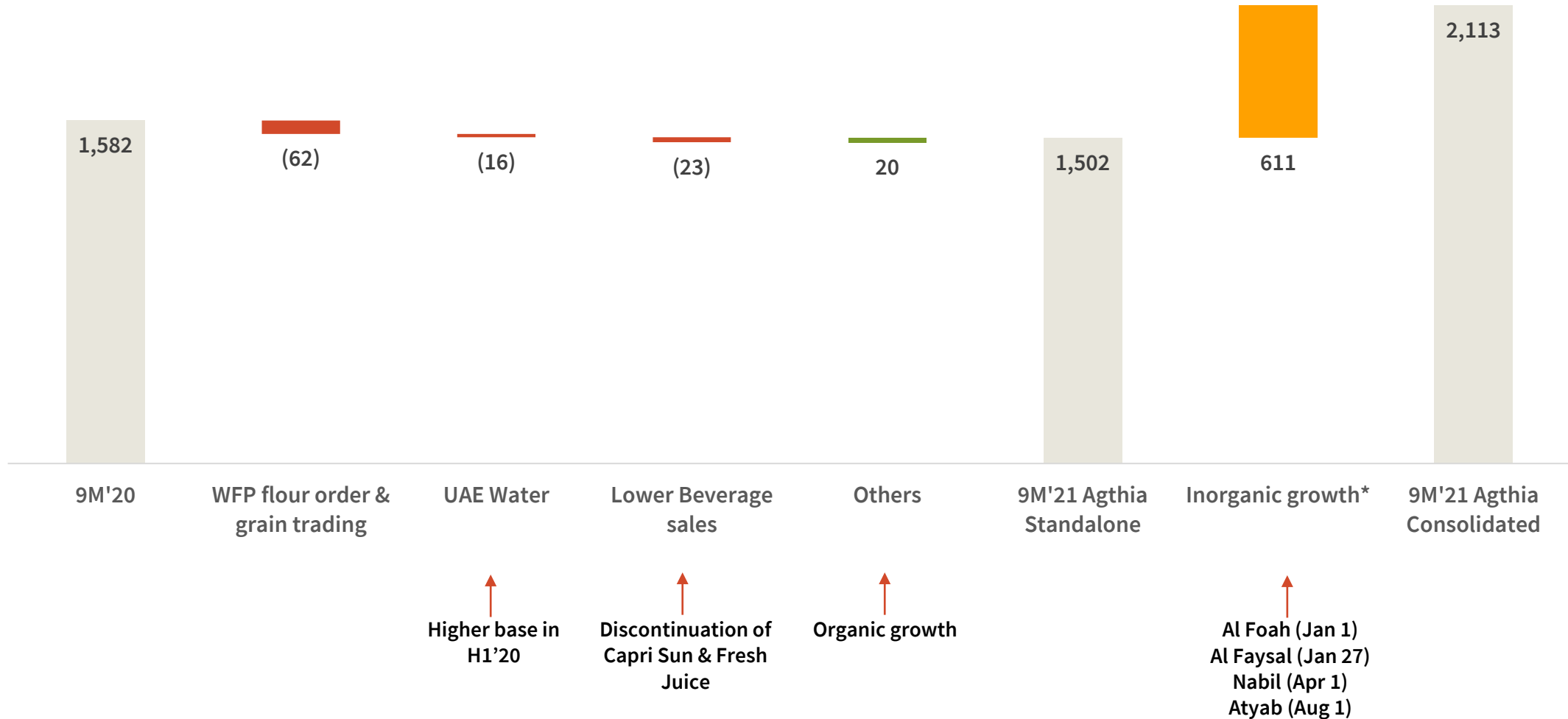
¹Normalized EBITDA & Net Income for one-offs: (i) Provisions of AED 59MN in Q3'20, AED 83MN in 9M'20 and (ii) M&A associated costs of AED 16.5MN in Q3'21, AED 31MN in 9M'21

²RoE = Return on Equity = TTM normalized proforma net income / Equity ³ROCE = Return on Capital Employed = TTM normalized proforma EBIT / Capital Employed (Total Assets - Current Liabilities)



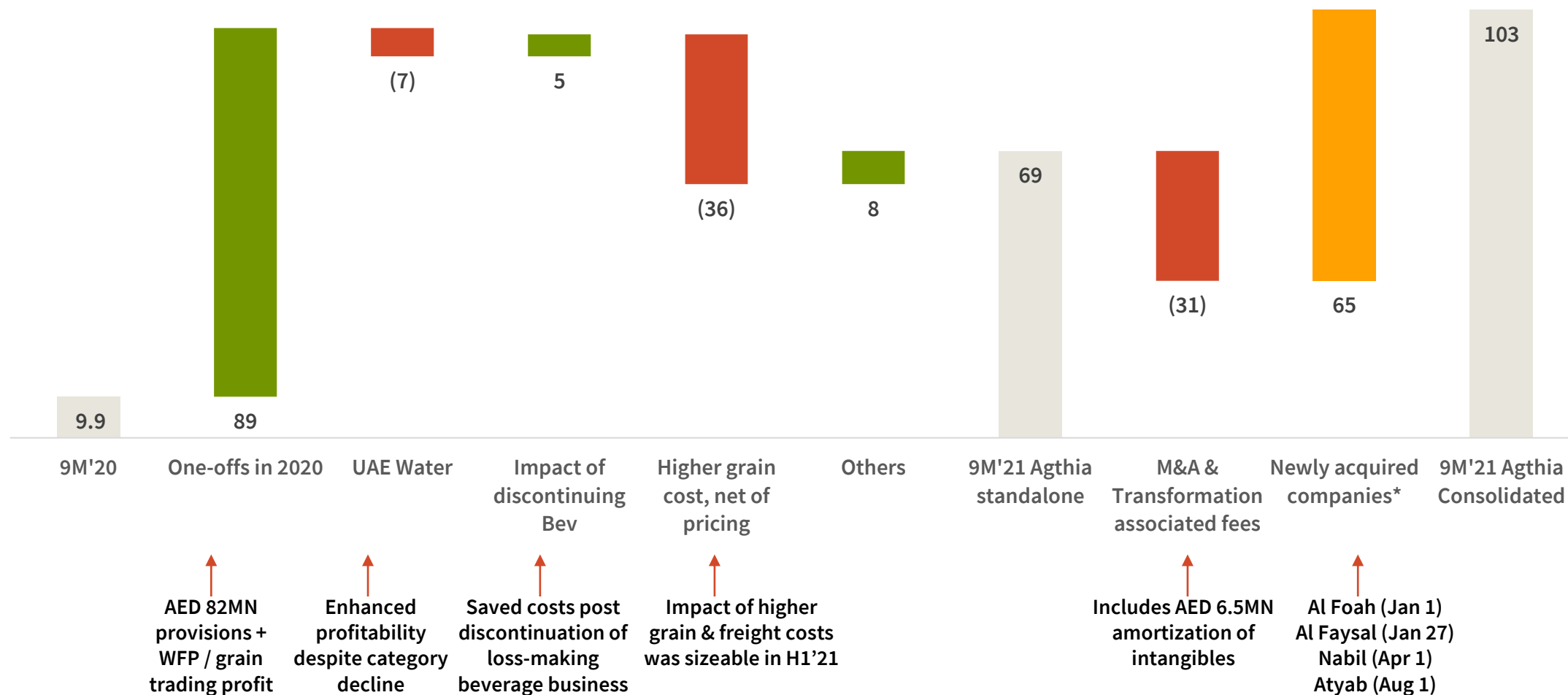
Top line reconciliation

Group revenues (AED MN)



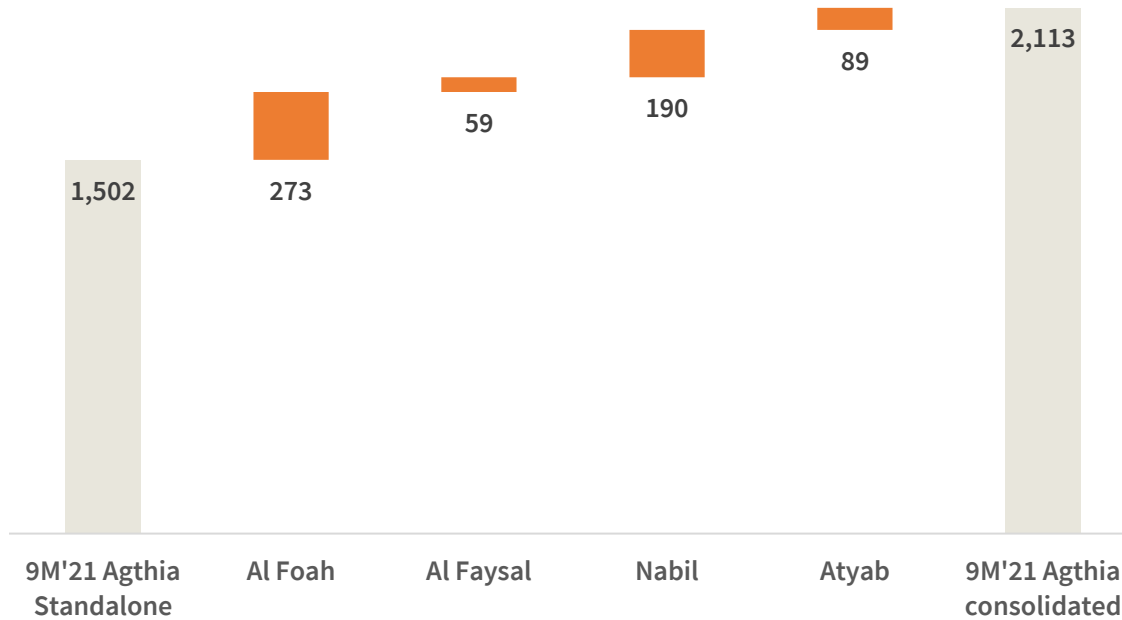
Bottom line reconciliation

Group net profit (AED MN)

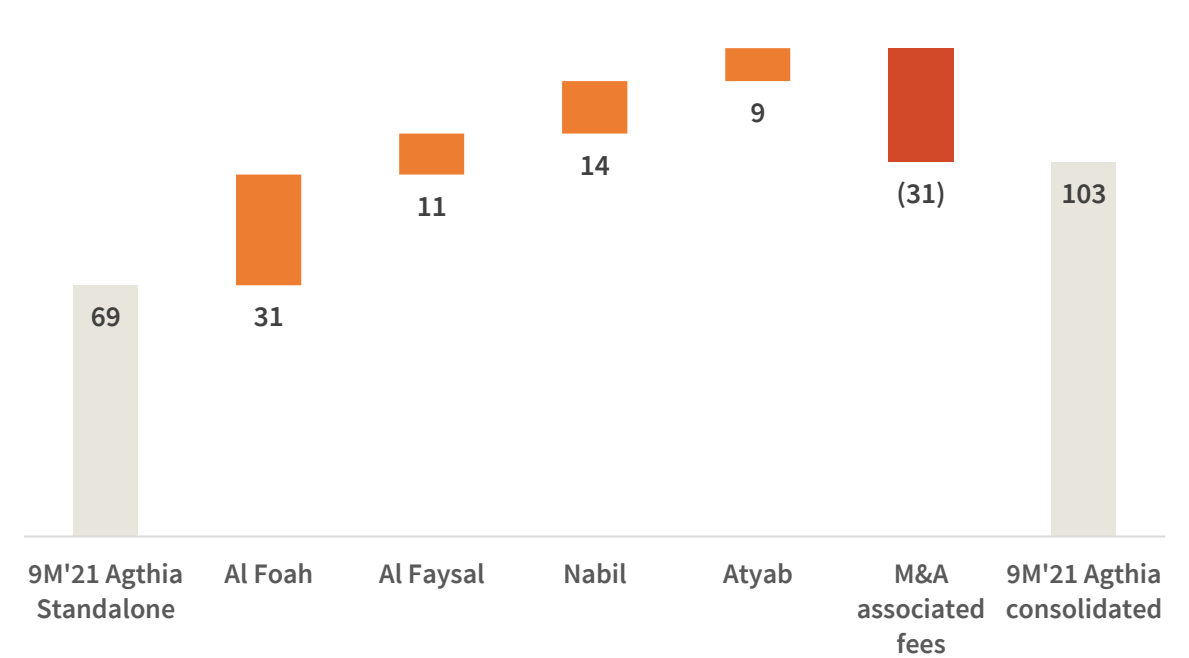


Inorganic growth

Group revenues (AED MN)



Group net profit (AED MN)



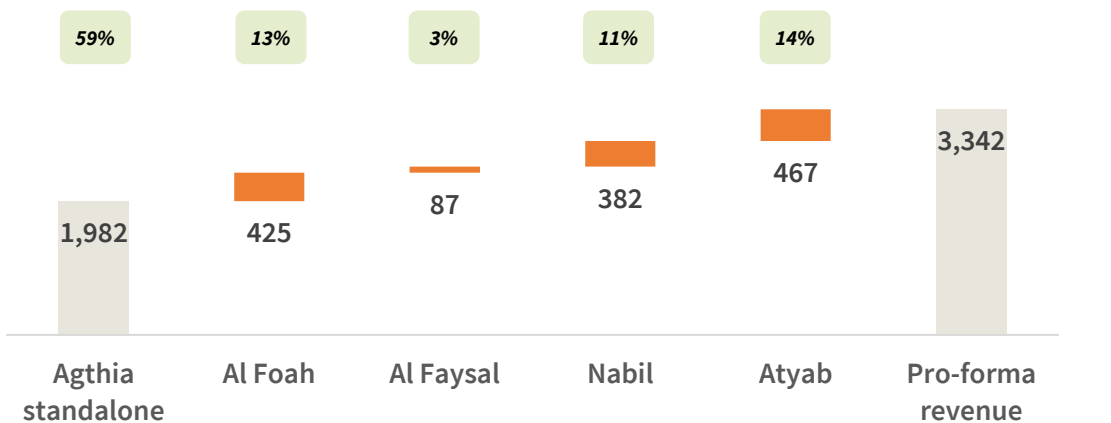
¹Post consolidation of Al Foah on Jan 1 2021, Al Faysal Bakery on Jan 27 2021, Nabil Foods on April 1 2021 and Atyab on August 1 2021

²80% of Nabil net profit, 75% of Atyab net profit

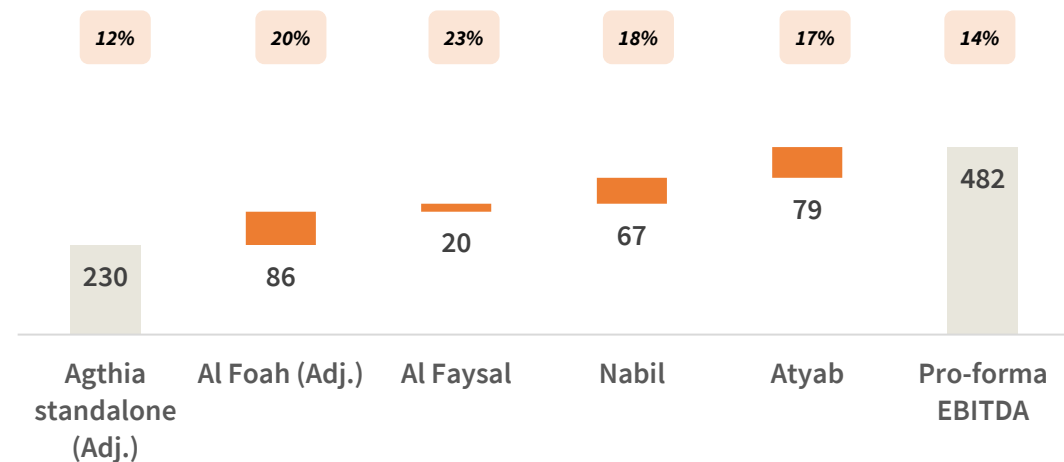


Proforma P&L

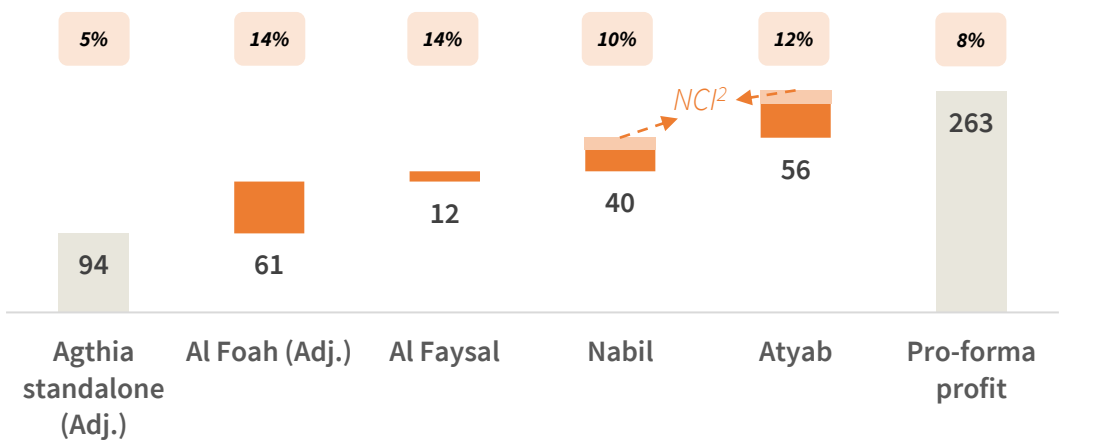
LTM Sept'21 Revenue (AED'MN)



LTM Sept'21 EBITDA¹ (AED'MN)



LTM Sept'21 Net Profit¹ (AED'MN)



■ % contribution to total revenues

■ Individual Margins

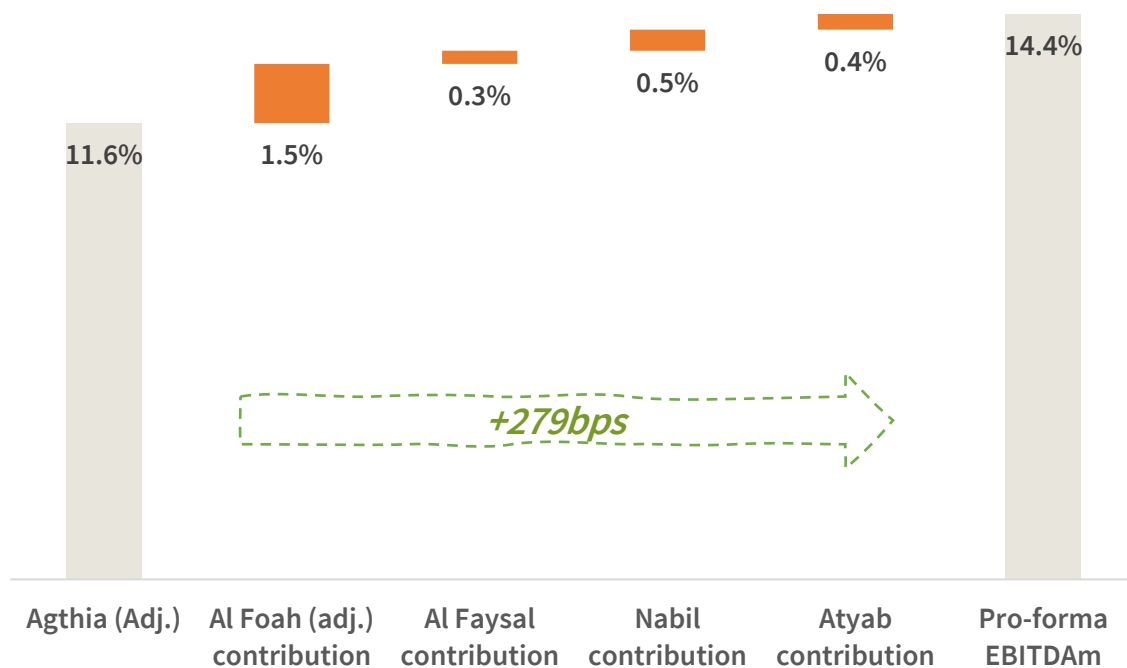
¹Agthia standalone excluding M&A associated costs of AED 31MN incurred in 9M'21; Al Foah normalized for AED 52MN one-offs incurred in Q4'20 related to changes to pension scheme & severance packages

²NCI = non-controlling interest: 20% for Nabil and 25% for Atyab

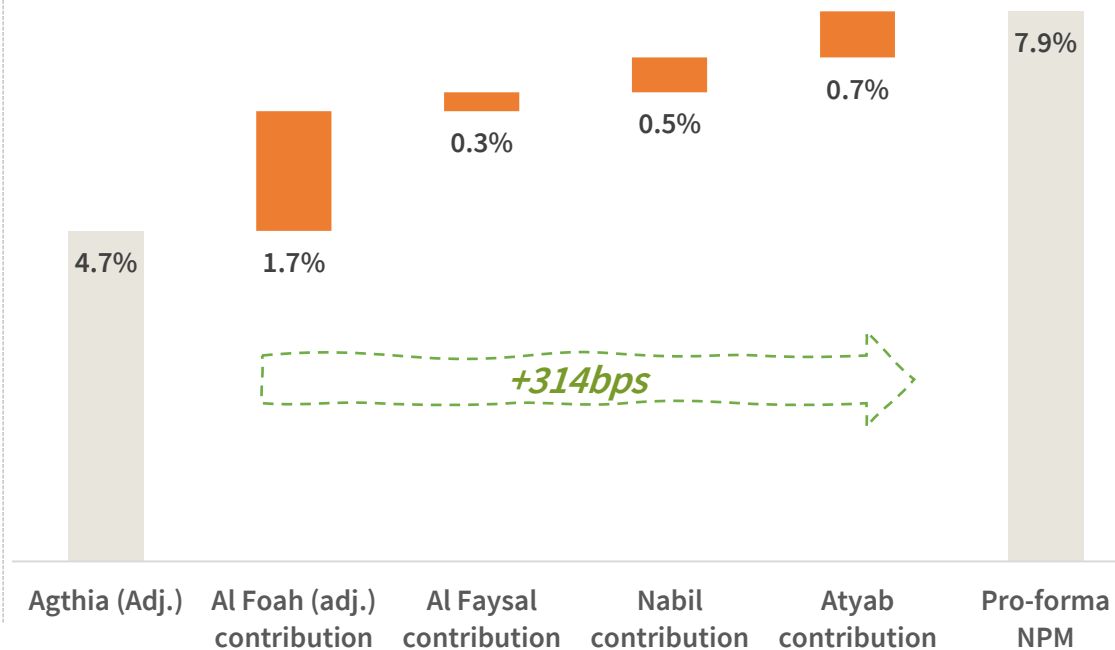


Proforma Margins

LTM Sept'21 EBITDA margin (%)



LTM Sept'21 net profit margin (%)



¹Agthia standalone excluding M&A associated costs of AED 31MN incurred in 9M'21; Al Foah normalized for AED 52MN one-offs incurred in Q4'20 related to changes to pension scheme & severance packages

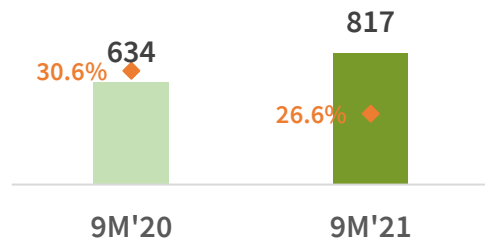
²Total Agthia Net Profit (including non-controlling Interest)



Resilient cash flow generation

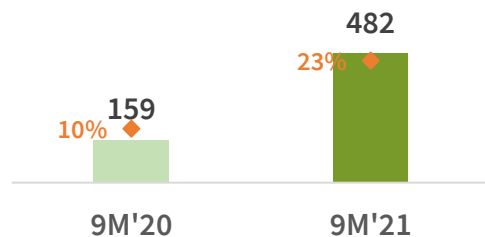
Net Working Capital

(AED MN)



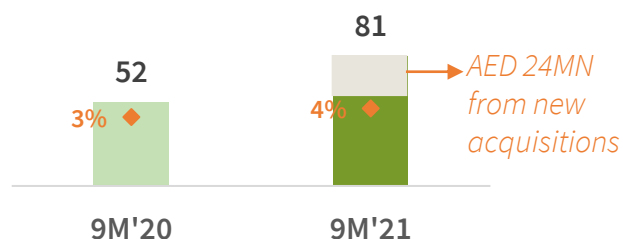
Operating Cash Flow

(AED MN)



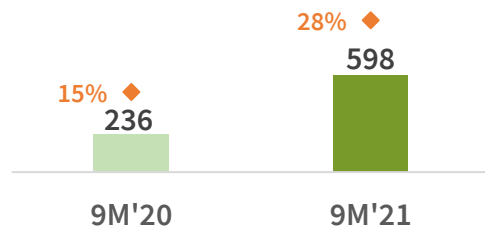
CAPEX

(AED MN)



Free Cash Flow¹

(AED MN)



%sales

Operating Cash Flow

- Robust liquidity position
- Focus on WC overhaul (*WC% sales up by 400bps y-o-y*)
- Better Cash flow conversion cycle by 13 days versus last year

CAPEX

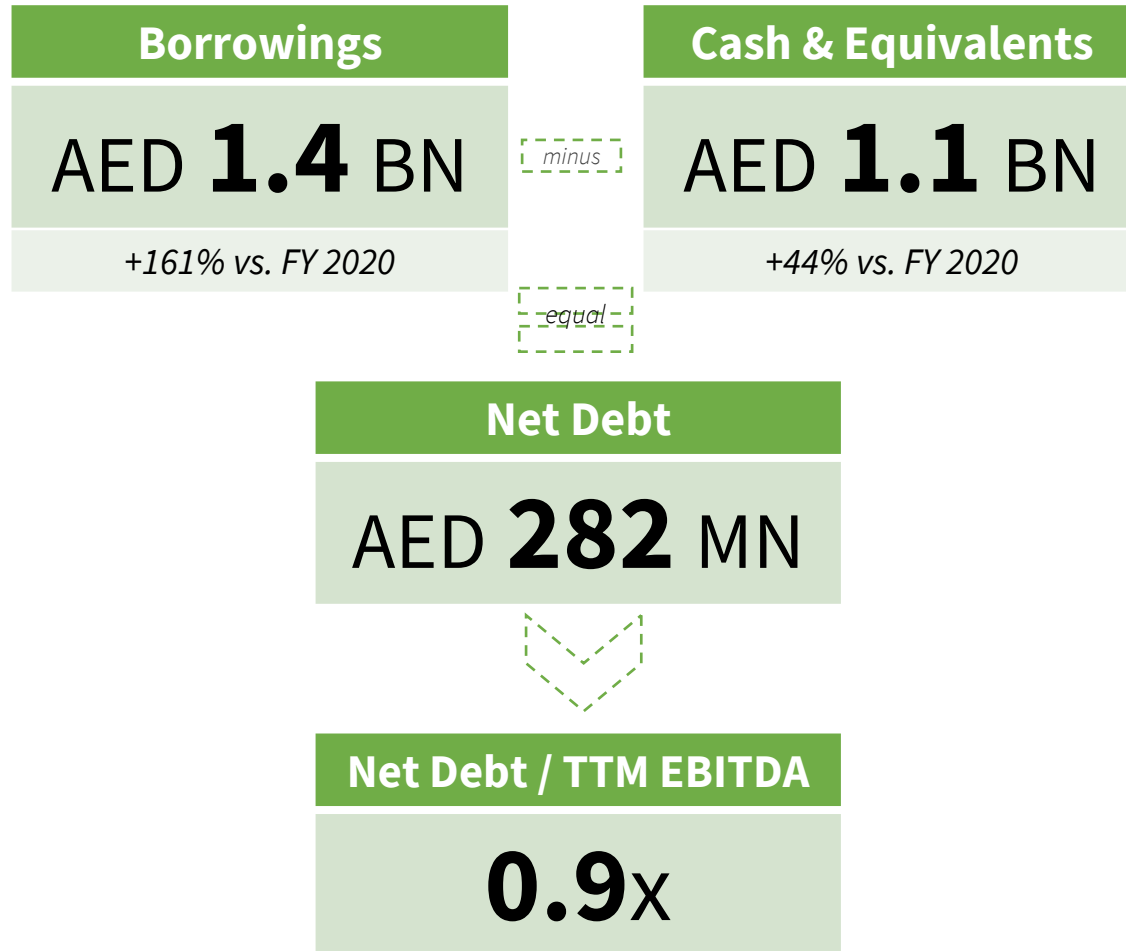
- Slightly higher versus last year with the consolidation of the acquisitions which alone added AED 24MN
- Mostly maintenance CAPEX

Free Cash Flow

- Significantly enhanced FCF on improved operational performance
- Further lift from the inclusion of acquisitions



Robust balance sheet



Borrowings

- Higher borrowings versus last year mainly from raising new debt to fund Al Faysal, Nabil and Atyab acquisitions

Net Debt / EBITDA

- Balance sheet remains robust with less than 1x net debt / TTM EBITDA even after funding the acquisitions of 4 new entities

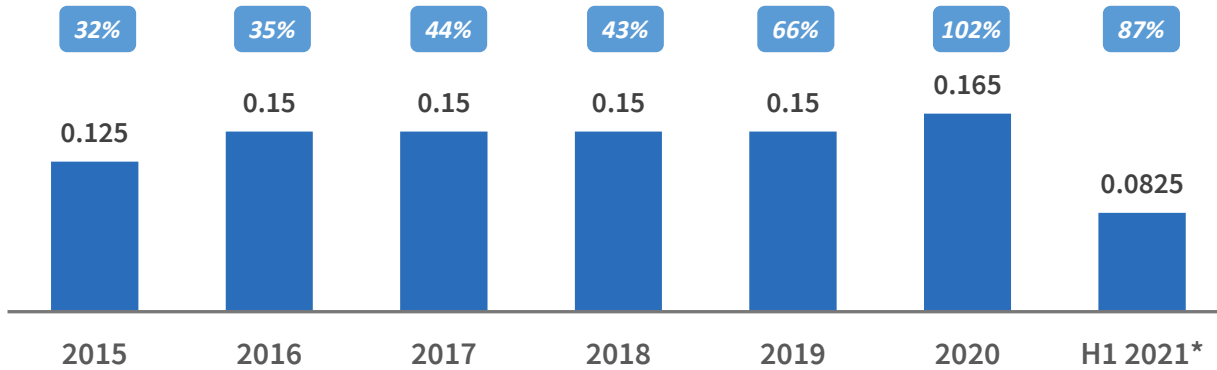


Dividends

Dividends per Share

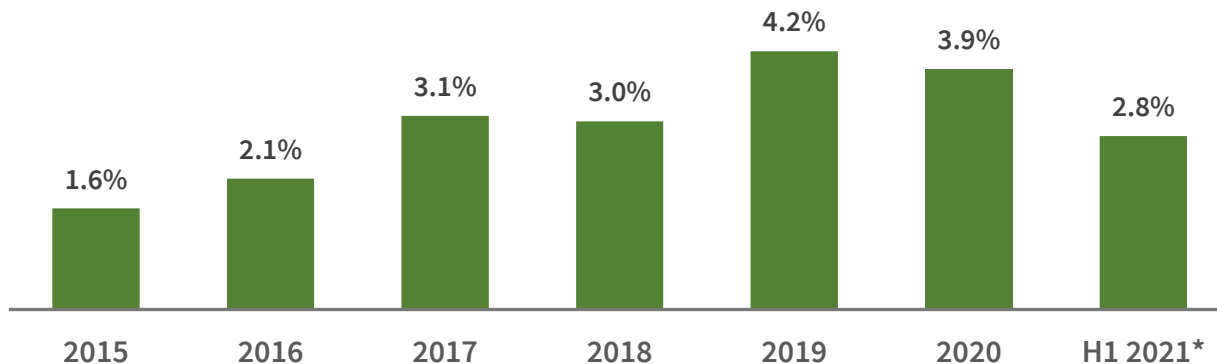
AED

Dividend payout ratio¹



Dividend Yield

%



Semi-Annual Dividends Policy

- Agthia recently adopted a semi-annual dividend policy, in-line with our commitment to maximizing shareholders' returns
- On Sept. 27, 2021, shareholders approved 8.25 fils dividends per share (total AED 65.31MN) for H1'21
- This marks first interim dividend





Q&A



Appendix

| Sustainability Highlights

10%

Reduction

in electricity consumption

7%

Reduction

in green house gas emissions

6%

Increase

in recycled waste

8%

Decrease

in Waste Per Ton of production

70 Tons¹

of recyclable waste collected
in partnership with



Plant-based bottles



**1st in the
region**

Going towards

**Zero Waste
to Landfill**



Sustainability Highlights: packaging initiatives

- Implemented projects related to cartons/secondary packaging from 100% recycled paper that resulted in:



15%

Reduction
In Weight



7,500

Fully Grown Trees
Saved from being cut



750mt

Paper Waste Saved
Equivalent to 100 fully loaded trailers

-
- Implemented plastic waste reduction & efficiency improvement projects that resulted in:



20%

Reduction in Land fill &
Greenhouse gas emission



300mt

Overall Plastic Weight Reduction
Equivalent to 1,800kg CO2 emission



Overview of Al Foah

Business Overview

- Al Foah Company was established in 2005 by the Abu Dhabi Government to **develop the date palm sector in the UAE**
- Al Foah's product **portfolio consists of a wide variety of locally and internationally sourced dates**, valued added dates (stuffed and chocolate coated) and dates based products (syrup, paste and date halwa)
- 90% of Al Foah's products are exported to over 45 countries** around the world in bulk or as retail products with India, Bangladesh, Oman, Indonesia and Malaysia being the largest export markets
- Al Foah has **2 dates processing factories** – Al Marfa and Al Saad. Al Foah **operates 8 receiving centres across the UAE** which can handle up to 60k truckloads of deliveries per season. UAE procures mostly from UAE small farmers, supporting the local economy.
- Al Foah has over **500 employees**.

Distributed brands

تاج التمر
DATE CROWN

زادينا

نونرا
nutra
تَمَورِ دَاتِس

تمور الظفرة
AL DHAFRA DATES

Saad
السااد

Key highlights

AED 479m
LTM Sep 2020 Net sales

AED 91m¹
Adj. LTM Sep 2020 EBITDA

19.0%
Adj. LTM EBITDA margin

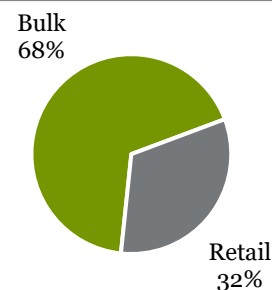
AED 164m
Adj. Sep 2020 Net cash

113,000 +
tons processed per season

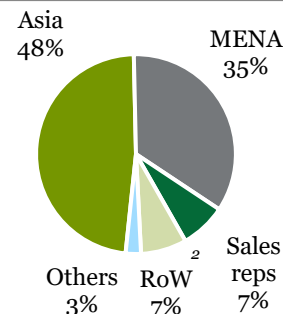
Exports to **45 international markets**

LTM Sep 20 revenue by segment

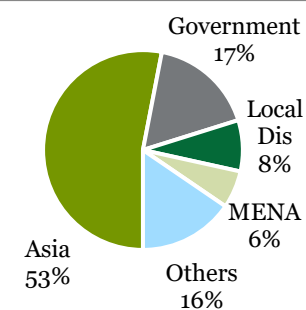
By category



Bulk by geography



Retail by geography

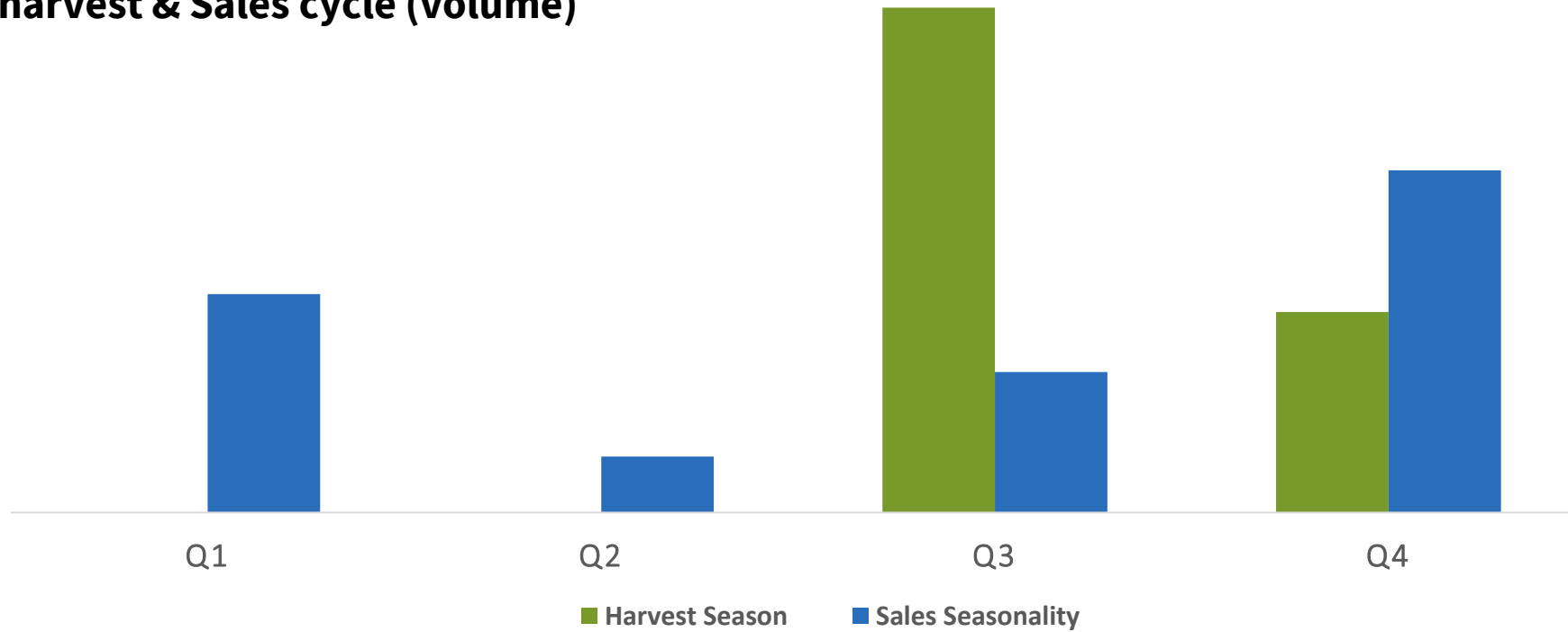


1. Adjustments to reported EBITDA include additional provisioning for inventory and employees' allowances, IFRS 16 adjustments and board remuneration
2. RoW = Rest of the World



Overview of Al Foah seasonality

Quarterly harvest & Sales cycle (volume)



Overview of Al Faysal Bakery

Business Overview

- Al Faysal, established in 1991, is a **leading artisanal bakery based in Kuwait**
- The bakery is located in Sabhan Industrial Area with a built-up area of 3,500 sqm
- Bakes and distributes packaged croissants, fatayers / pastries, mini pizzas, rusk and cakes amongst other products**
- Market leader in the following product categories in Kuwait:** Pizza & Fatayer, Top 3 brands in Croissant, Rusk and Cakes
- Great coverage of **all key retail channels in Kuwait with over 4,700 customers** through its owned fleet of 70+ vehicles
- Exclusive distributor of bakery products to schools

Select clients

Traditional Trade
2,500+

COOP & Modern Trade
650+

Schools
600+

Key Clients



Key highlights

AED 90 m¹
LTM Sep 2020 Net sales

AED 21 m¹
LTM Sep 2020 EBITDA

23.7%
LTM Sep 2020 EBITDA margin

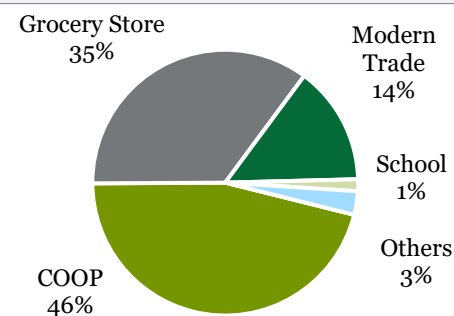
AED 3.9m
Adj. Sep 2020 Net debt

10.5m kg
Total Production Capacity

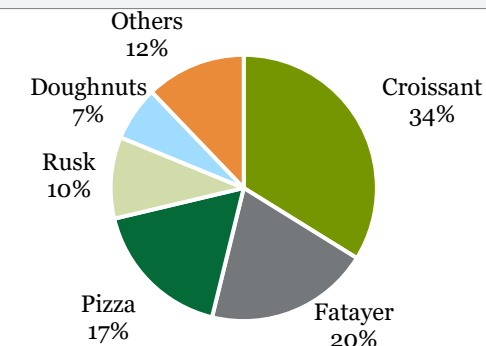
500+
Employees

YTD Jun 2020 revenue by segment

By channel



By product category

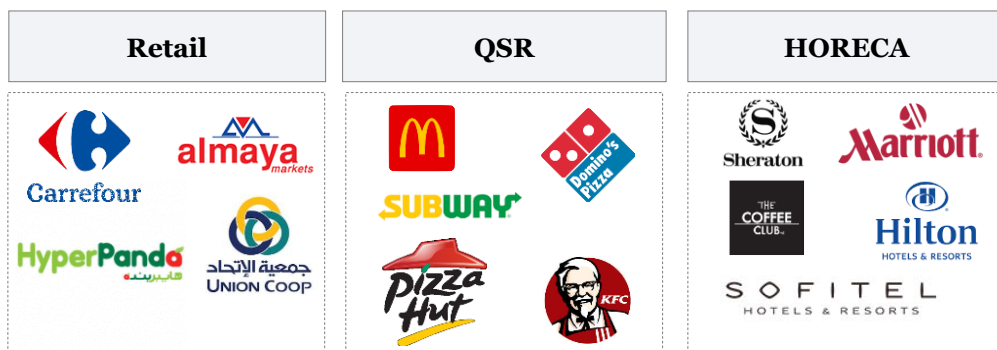


Overview of Nabil Foods

Business Overview

- Founded in 1945 by Mr. Nabil Rassam, **Nabil Foods is a leading Jordan-based producer of frozen and chilled processed protein products** sold under the “Nabil” brand
- Nabil Foods has a **broad product portfolio** with more than 600 SKUs (100% Halal) of mostly chicken, beef and cold cuts processed products in its portfolio
- **Nabil brand is a market leader in Jordan** and has expanded successfully across geographies in the MENA region, particularly in KSA and UAE
- Nabil is the leading supplier of **internationally branded QSRs** in Jordan. Operates a processing facility located in Amman with a **total rated capacity of 43,000 tons per year¹ across 10 production lines**
- Employs over **800 people**

Select clients / distributors



Key highlights

AED 366m
LTM Sep 20 Net sales

AED 70m²
LTM Sep 2020 Adj. EBITDA

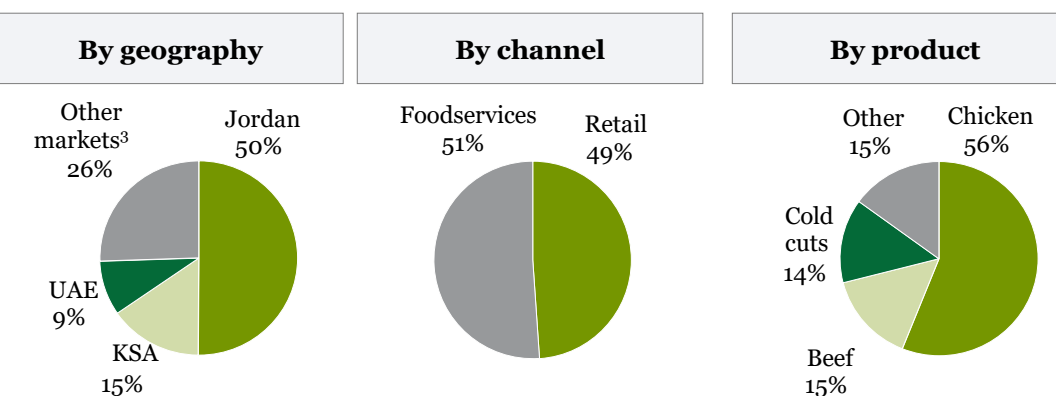
19.1%²
LTM Sep 2020 Adj. EBITDA margin

AED 47m
30 Sep 2020 Adj. Net debt

11.8%
2016-20 Adj. EBITDA CAGR

Exports to **14 international markets**

2020A revenue by segment



1. Represents capacity including recent investments and committed capex
 2. EBITDA adjusted for shareholder expenses, bad debt provisions expenses and other non-recurring expenses
 3. Other markets include Bahrain, Iraq, Kuwait and Lebanon among others.

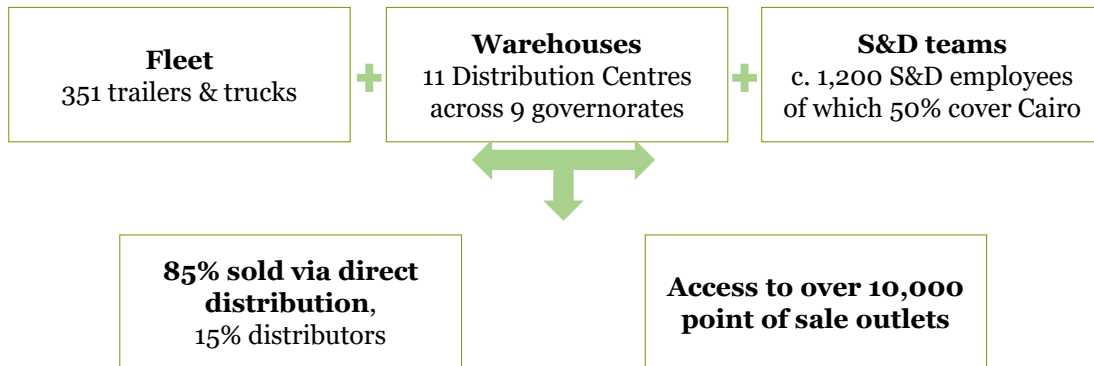


Overview of Ismailia

Business Overview

- Established in 2008, Ismailia Agricultural and Industrial Investments (“Atyab”) is a **producer of value added / processed beef and poultry products in Egypt.**
- The Company owns four brands with **Atyab being the flagship premium brand and market leader in Egypt.** The other three economy focused brands are **Meatland , Shiketita and Furaty.**
- Ismailia produces **200+ SKUs** and covers a wide spectrum of consumer segments.
- Production plant** and head office are based in the Ismailia governorate, close to Cairo, and is **built on a 60,000m² owned land plot**
- The Company has **11 distribution centers, serviced by 351 vehicles.**
- Ismailia has over **2,500 employees.**

Logistics



Key highlights

AED 433mn
LTM June'21 Net sales

AED 76mn
LTM June'21 EBITDA

17.6%
LTM June'21 EBITDA margin

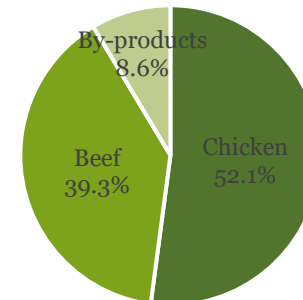
AED 1mn
June'21 Net debt

23.8%
2017-20 Sales CAGR

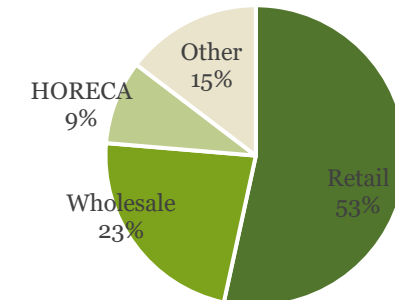
**26k tons p.a. poultry capacity +
18.5k tons p.a. beef capacity**

Revenue segregation

By product category



By channel









Overview of BMB Group

Business Overview ¹

- BMB was founded in 2007 as a chocolate and bakery ingredients trading business and has now evolved into a **well diversified confectionary and snacking business**
- BMB's portfolio includes **Mediterranean sweets, chocolate, healthy food and bakery ingredient categories sold under 12 brands**
- BMB owns a stake in a **KSA confectionary retail Kottouf**, with a network of c. 176 stores across KSA (140 franchised)
- BMB has **two manufacturing facilities (150k+ sqft)** in the UAE (Dubai Investment Park and Jebel Ali)
- BMB **exports to 23 countries** with 64% of the total revenue from KSA, 19% from UAE and 12% from the US

Well diversified channel access

Own retail 	Private labeling 	Modern Trade 
Exports  23+ countries	Duty free stores 	E-Commerce 

Key highlights

AED 268mn
LTM June'21 Net sales

AED 54mn
LTM June'21 EBITDA

20%
LTM June'21 EBITDA margin

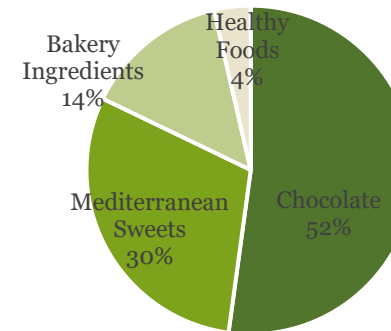
AED 3mn
June'21 Net cash

Exports to **>20 countries**

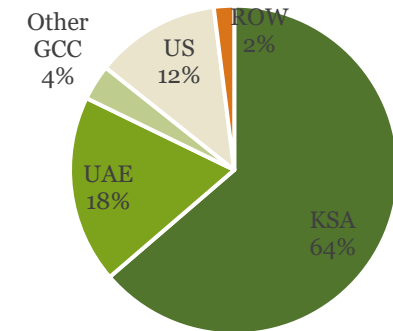
+40MT
per day manufacturing capacity

Revenue segregation

By product category



By geography





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Investor Relations Department

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