Preliminary Results (unaudited) of AGTHIA Group PJSC for the Fiscal Year Ended 31 December 2023

General Information

Name of the Company	:	**AGTHIA Group PJSC**
Date of Establishment	:	**October 20, 2004**
Paid up Capital	:	**791,577,090 Ordinary shares of one Dirham each**
Subscribed Capital	:	**791,577,090 Ordinary shares of one Dirham each**
Authorized Capital	:	**1,200,000,000 Ordinary shares of one Dirham each**
Chairman of the Board	:	**HE Khalifa Sultan Al Suwaidi**
Chief Executive Officer	:	**Mr. Alan Smith**
Name of External Auditor	:	**Deloitte & Touche (M.E.)**
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	All figures in AED '000 unless otherwise stated	2023	2022	2021
1.	Total Assets	6,640,312	6,808,804	6,388,876
2.	Shareholders' Equity	2,941,546	2,813,274	2,759,893
3.	Revenue	4,561,210	4,067,394	3,067,614
4.	EBITDA	689,319	568,778	455,359
5.	Underlying Group Net Profit[1]	342,208		
6.	Reported Group Net Profit[1]	299,567	272,583	231,205
7.	Underlying Earnings Per Share[1] (AED)	0.384		
8.	Reported Earnings Per Share[1] (AED)	0.330	0.312	0.286

Summary of Group's performance for Fiscal Year 2023:

Group net revenue increased 12.1% year-on-year (ahead of the full-year guidance range of 10-12%) to AED 4.6 billion during FY'23, supported by a continued shift of our product portfolio towards higher growth segments in key target markets. Snacking was the top performing vertical, with 38.0% year-on-year growth. Group like-for-like (LFL) revenue growth was 5.7% year-on-year, with Agri (+19.9% YoY) and Water & Food (+6.0% YoY) being major contributors of growth during the period.

EBITDA rose 21.2% year-on-year to AED689 million during the reporting period, with EBITDA margin expanding +113bps (exceeding guidance range of 40-60bps) to 15.1%. EBITDA outpaced revenue growth, with greater scale and diversification increasing our ability to deliver consumer-relevant product innovation, optimize product and channel mix, procure favorably, and premiumize our product offerings.

Underlying group net profit[1] grew 25.5% year-on-year to AED 342.2 million, expanding net profit margin by +80bps (exceeding the guidance range of 30-50bps) to stand at 7.5%, notwithstanding further FX and interest rate headwinds throughout 2023. **Reported group net profit**[1] increased 9.9% year-on-year at AED 299.6 million (one-off[1]).

Underlying earnings per share[1] (EPS) rose 23.0% year-on-year to AED 0.384, while reported EPS[1] grew 5.8% year-on-year to AED 0.330.

Revenue contribution from our **Consumer Business Division** stood at 73% of the Group's total, in line with our strategy to expand our revenue base into high-growth consumer goods categories.

- **Snacking (29% of FY'23 Group revenue):** Snacking revenue grew 38.0% year-on-year (+9.3% on a like-for-like basis) to AED 1.3 billion on strong sales across our snacking portfolio, led by dates, on product and packaging innovation across mid and high value ranges, and growth in date varieties, combined with a premiumization shift in portfolio, driven by strong value growth across retail channels in the UAE and internationally (e.g. India, Indonesia, Malaysia, and Brazil).

  Outside of dates, BMB and Abu Auf collectively contributed AED 546m, with the former seeing stronger growth in core markets, and continued volume and value gain in premium-branded coffee at Abu Auf in Egypt resulting in a 72% increase in FY'23 local currency revenue.

- **Water & Food (22% of FY'23 Group revenue)**: Water & Food revenue grew 6.0% year-on-year to AED 1.0 billion during FY'23, driven by premiumization and innovation, such as Al Ain Plus (zinc fortified water), premium glass bottles, and an 100% rPET bottle (made of post-consumer recycled plastic and is infinitely recyclable), with margins expanding on significantly improved mix and productivity. UAE revenue (excluding dairy) rose 3.1% year-on-year, with Al Ain bottled water retaining its market leadership position, while international businesses revenue increased 18.3% year-on-year, with notable performances from Saudi Arabia (revenue +17.0%), Kuwait (+25.0%), and Turkey (+33.1%). Excluding the adverse impact from Dairy, aggregate segment revenue growth would have been 6.7% for FY'23.

[1] *Underlying net profit is net of AED 42.6 million one-off technical adjustment for a deferred tax liability on historical goodwill and intangible assets to comply with IFRS interpretation (IAS 12) due to the enactment of the new UAE corporate tax law. This had no impact on underlying business performance.*

- **Protein & Frozen (23% of FY'23 Group revenue):** While reported revenue across our Protein & Frozen segment declined 10.8% year-on-year to AED 1.0 billion, this was primarily a function of currency headwinds in Egypt, with revenue growth of 19.3% for the full-year period excluding impact of currency devaluation, which reflects our ability to effectively drive pricing and optimize costs while maintaining our market leadership.

  Export operations also reported lower volume growth across Saudi QSR and Catering channels, reflecting the ongoing impact of increased localization of production. The completion of our new Protein facility in Jeddah in Q2 2024 will provide localized production capacity at comparatively favorable economics and establish Agthia as a local protein producer.

Agri-business division (27% of FY'23 Group revenue): Revenue grew 19.9% year-on-year to AED 1.2 billion, largely volume driven, with share gain in Flour underpinned by a growing proportion of premium and specialty products, and strong volume growth in Feed reflecting good open market execution, participation in Abu Dhabi Agriculture and Food Safety Authority's (ADAFSA) compound feed program and related new product development. Feed sales through our Agrivita app continue to perform well, offering end users added convenience and increasing our competitive moat.

Strong balance sheet[2] maintained with assets of AED 6.6 billion and shareholder's equity of AED 2.9 billion.

– End of announcement –

Khalifa Sultan Al Suwaidi
Chairman

Alan Smith
CEO

Our next scheduled update will be our FY'23 results release on 05 March 2024.

Investor Relations Enquiries

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[2] *Subject to Audit*