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# **Q3 2016 Results Presentation**

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# Operating Highlights

Mr. Abdallah Massaad, *Chief Executive Officer*

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# Q3/16 Operational Highlights

## KSA Performance

Tile & SW Sales -65% YoY & -56% YoY. Had KSA been flat, total Tiles & SW sales would be -4% and -1% YoY

## UAE Sales

-6.4% in Q3/16, +1.3% YTD driven by project and retail sales

## Europe Lost Sales

Logistics issues started in July lasting through Sept on shift of warehouse to Italy. Estimate lost sales of about €4.5mn

## Tile Product Mix Divergence

YTD, Ceramic volumes -15%, GP volumes -1%  
Q3/16, Ceramic -37% , GP -13%

## Diverging Tile ASPs

YTD, Ceramic ASPs -4%YTD, GP +.3% YTD.

## Capacity Changes

Converting 1 plant, 4mn of Ceramic capacity to GP.

## Overhead Reduction

Overhead reductions started in August as we made changes to our tile capacity.

## Raw Material Savings

AED 11mn in the quarter, AED20mn YTD.

## Gas Costs

Spread reached 95% in Sept, all time high vs. EU gas pricing

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# **Financial Highlights and Segment Review**

**Mr. PK Chand, *Chief Financial Officer***

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# Q3/16 Financial Highlights

## Group Revenue

Q3/16 AED646mn, -17.5% YoY  
9-mth AED2,138mn, -8.3% YoY

## Consolidated GM

Q3/16 29.5%, -110bps YoY, flat QoQ  
9-mth 29.7%, +90bps YoY

## EBITDA

Q3/16 AED100.3mn, -35.4% YoY & -30.4% QoQ  
9-mth AED382.8mn, -13% YoY

## Normalized Net Profit

Q3/16 AED37.1mn, -58.6% YoY  
9-mth AED195.1mn, -20.0% YoY

## One Time Charges

Q3/16 Bad Debts and other Provisions AED 18.9mn  
YTD Bad Debts and other Provisions, AED45.7mn

## Reported Net Profit

Q3/16 AED18.2mn, -78.1% YoY  
9-mth AED149.4mn, -34.7% YoY

## Inventory Position

Q3/16 Inventory days at 221 vs. 206 days at Q2/16

## Receivables Collection

Total receivables Q3/16 115 days vs. 113 days at Q2/16.

## Gearing

Net debt stable QoQ at AED1.7bn. Net Debt/ EBITDA higher however to 3.2x vs. 3.0x in Q2/16.

# Tile Revenues

**Q3/16 tile revenues decreased by 20.9% YoY and 13.7% QoQ.**

**Sales to the UAE decreased 6.5% YoY reflecting impact of timing of local holidays and negative regional sentiment in Q3; October results have improved and trending inline YoY.**

**The GCC, in particular Saudi Arabia, saw significant volume and price declines as distributors were tentative about taking up inventory in the quarter due to weak business sentiment.**

**Sales to Europe were weaker as a result of logistic issues from centralization of our European distribution to Italy in Q3/16. YoY improvements reflects the benefit of accounting consolidation.**

**By production location, India tile revenues decreased 29.0% YoY. Volumes decreased 25% and ASPs by 5% reflecting a competitive environment and lower energy costs. The decline in ASPs also reflects a 5.6% devaluation in the Indian Rupee versus the USD YoY.**

**Tile revenues from Bangladesh soared 12.6% lead by higher volumes post the completion of our tile capacity expansion in Q2/16**

Tile Revenues by End Market					
(AED Millions)	Q3/15	Q2/16	Q3/16	QoQ	YoY
UAE	122.4	130.5	114.4	-12.3%	-6.5%
Saudi Arabia	114.5	73.9	40.1	-45.7%	-65.0%
Rest of GCC	34.1	24.6	24.2	-1.6%	-29.0%
MENA	28.3	21.5	26.0	20.9%	-8.1%
India	94.1	68.0	67.9	-0.1%	-27.8%
Europe	59.5	86.3	61.0	-29.3%	2.5%
Bangladesh	31.9	36.3	35.9	-1.1%	12.5%
Africa	18.0	16.9	20.4	20.7%	13.3%
Others	28.7	29.0	30.3	4.5%	5.6%
<b>Total Tile Revenues</b>	<b>531.5</b>	<b>487.0</b>	<b>420.2</b>	<b>-13.7%</b>	<b>-20.9%</b>

Tile Revenues by Production Location					
(AED Millions)	Q3/15	Q2/16	Q3/16	QoQ	YoY
UAE	403.5	379.4	314.3	-17.2%	-22.1%
India	92.9	65.4	66.0	0.9%	-29.0%
Bangladesh	31.8	36.1	35.8	-0.8%	12.6%
China and Iran	3.4	6.1	4.0	-34.4%	17.6%
<b>Total Tile Revenues</b>	<b>531.5</b>	<b>487.0</b>	<b>420.2</b>	<b>-13.7%</b>	<b>-20.9%</b>

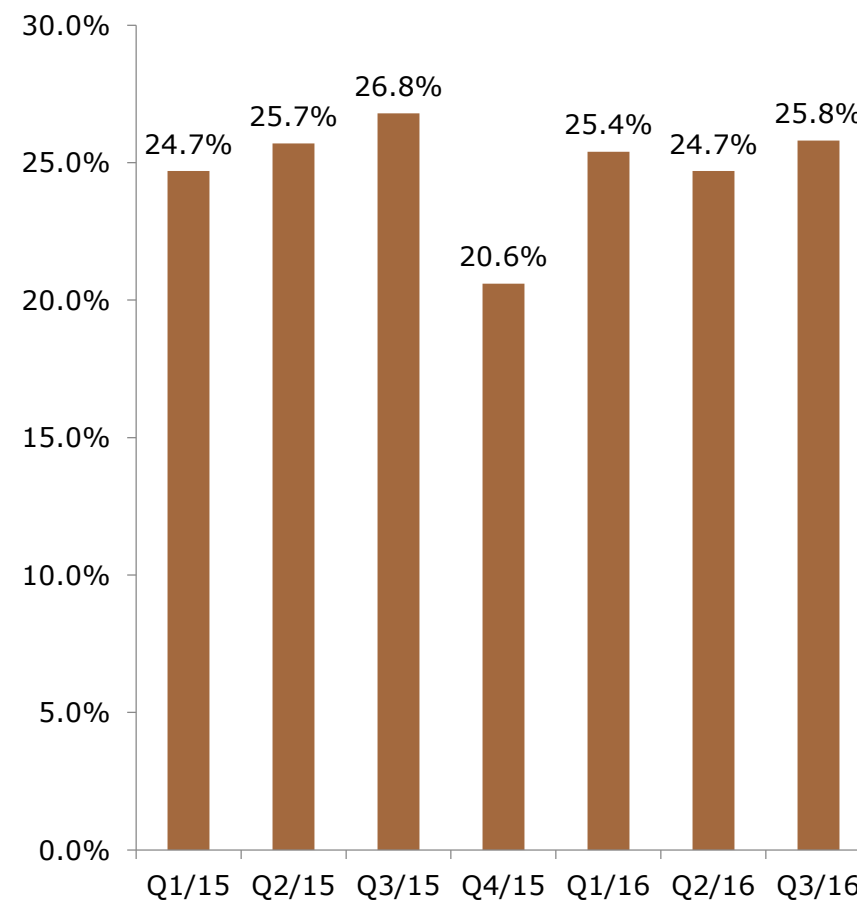
# Tile Margins

**Q3/16 tile margins rose 110bps QoQ to 25.8% but decreased by 100bps YoY.**

**By production location, tile gross margin rose in Bangladesh by 460bps to 35.6% on higher fixed cost absorption due to tile capacity expansion while margins in India rose 250bps to 18.2% on lower energy costs.**

**Tile Gross Margins in the UAE were weaker by 580bps to 27.5% vs. 33.3% in Q3/15, led by lower volumes and pricing in exports.**

**Tile Gross Margin**



\* We now calculate Gross Margins based on Net Revenue as opposed to Gross Revenue (i.e., before intercompany eliminations) previously. Prior year results have been restated accordingly.



# Sanitaryware Revenues

**Q3/16 Sanitaryware sales declined 4.7% YoY and 15.4% QoQ.**

**Sales to the UAE decreased 6.1% YoY and 7.7% QoQ; Q3 was an exceptionally weak sales quarter in the UAE which we attribute to the impact of timing of local holidays and very negative regional sentiment; sales to the rest of the GCC were weak in line with business sentiment in the building materials and construction sectors, in particular in KSA.**

**Sales to Europe increased 11.2% YoY but were lower by 10% QoQ reflecting the impact of lost sales in Q3 due to logistics issues during the centralization of our distribution hub to Italy.**

**By production location, revenues from the UAE decreased by 7.4% YoY and 16.6% QoQ.**

**Revenues from India decreased 28.2% YoY and 7.7% QoQ**

**Revenues from Bangladesh soared 13.7% YoY but were down 13.1% QoQ, lead by higher volumes.**

Sanitaryware Revenues by End Market					
(AED Millions)	Q3/15	Q2/16	Q3/16	QoQ	YoY
UAE	34.4	35.0	32.3	-7.7%	-6.1%
Saudi Arabia	7.4	7.1	3.3	-53.5%	-55.4%
Rest of GCC	3.6	3.7	2.5	-32.4%	-30.6%
MENA	3.6	3.6	2.3	-36.1%	-36.1%
India	7.1	5.6	5.3	-5.4%	-25.4%
Europe	25.9	32.0	28.8	-10.0%	11.2%
Bangladesh	20.4	26.7	23.2	-13.1%	13.7%
Africa	2.5	3.6	2.0	-44.4%	-20.0%
Others	3.7	5.2	3.7	-28.8%	0.0%
Total Sanitaryware Revenues	108.6	122.4	103.5	-15.4%	-4.7%

Sanitaryware Revenues by Production Location					
(AED Millions)	Q3/15	Q2/16	Q3/16	QoQ	YoY
UAE	81.2	90.2	75.2	-16.6%	-7.4%
India	7.1	5.5	5.1	-7.3%	-28.2%
Bangladesh	20.4	26.7	23.2	-13.1%	13.7%
Total Sanitaryware Revenues	108.6	122.4	103.5	-15.4%	-4.7%

# Sanitaryware Margins

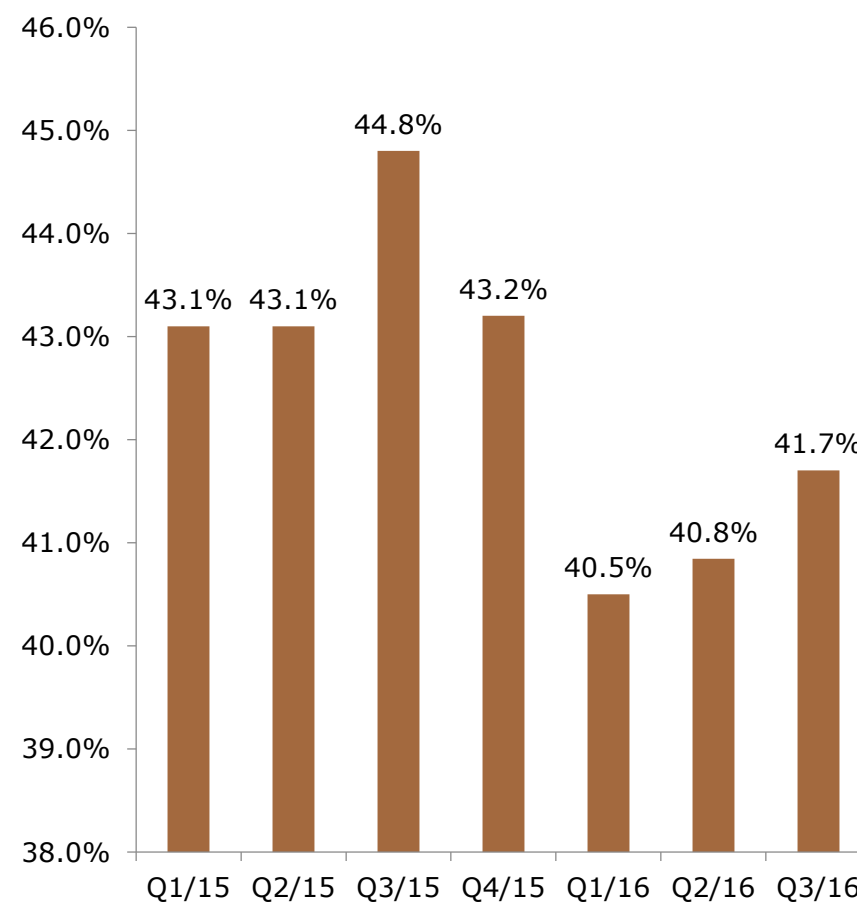
Q3/16 sanitaryware margins increased by 90 bps QoQ but decreased by 310bps compared to Q3/15 due to change in product mix sold. Q3/15 was in fact, a record quarter.

In terms of production location, UAE margins decreased from 46.4% to 42.9% YoY due to change in product mix sold

India margins increased from 15.7% to 17.5% YoY also due to change in product mix sold and lower provisions on stock as majority w/o was taken place during Q2/16

Bangladesh margins decreased by 570bps YoY due to mix and higher cost of production.

**SW Gross Margin**



\* We now calculate Gross Margins based on Net Revenue as opposed to Gross Revenue (i.e., before intercompany eliminations) previously. Prior year results have been restated accordingly.

# Tableware

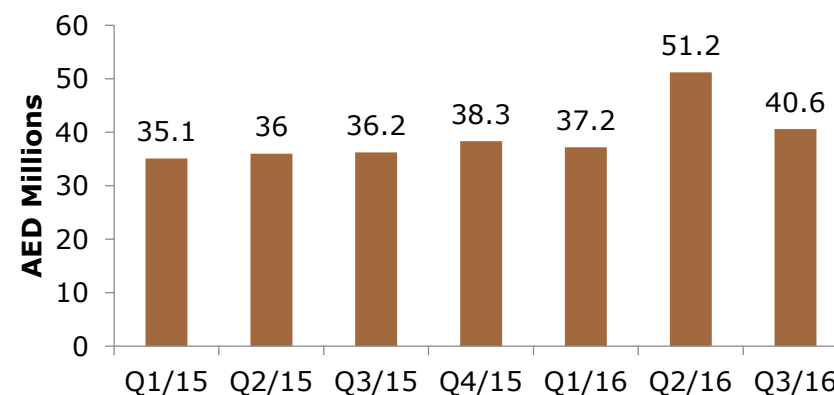
Q3/16 tableware revenues increased by 12.0% YoY but 21% QoQ due to seasonality. Results were lead by higher average selling prices.

Excluding the impact of consolidation of RAK Porcelain Europe, revenue growth was 8.2% YoY on a like for like basis.

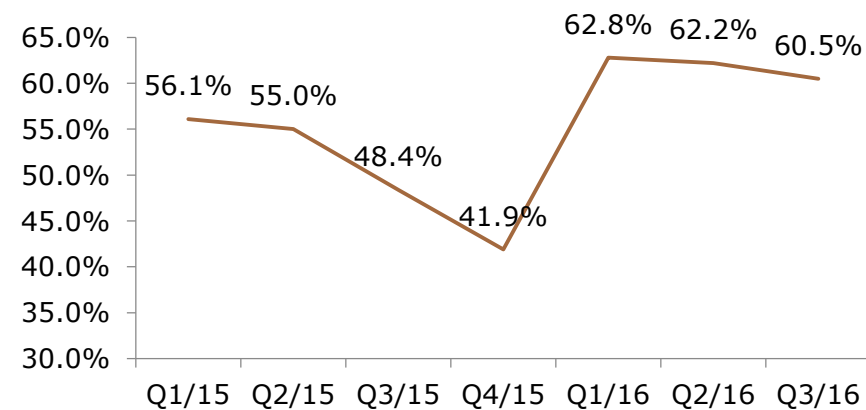
Q3/16 Gross Margin was 60.5%, +1210bps YoY and near the record profitability we recorded in Q1/16 and Q2/16. On a like for like basis, Q3/16 Porcelain gross margin decreased by 150 bps due to change in product mix sold

Recent product introductions at RAK Porcelain continue to be very well received by the market and we remain confident of solid growth and profitability for tableware in 2016.

**Tableware Revenues**



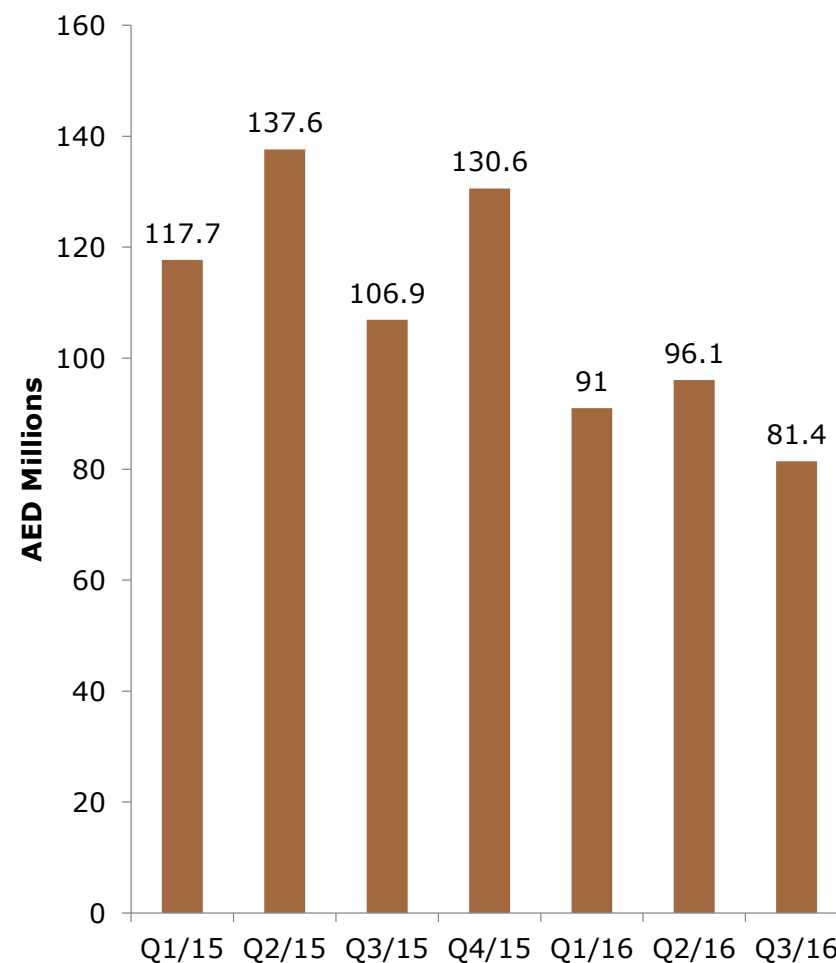
**Tableware GM**



# Non-core Revenues

Q3/16 non core revenues were AED81.4mn vs. 106.4mn in Q3/15, a decline of 23.5% YoY.

The decline in non core revenues YoY reflects AED 13mn from RAK Logistics in Q3/15 and a decline in construction related activity in the UAE impacting our MEP business. Rough grading revenues also fell as a result of lower activity in the quarter.



# Non-core Margins

For non core, we show EBITDA margin, as we believe it is a more relevant metric for this group.

**Non Core EBITDA fell 41.4% YoY to AED33.2mn, EBITDA declined for all of the non core businesses as a result of lower activity. EBITDA margin was 40.8% vs 53.3% in Q3/15.**

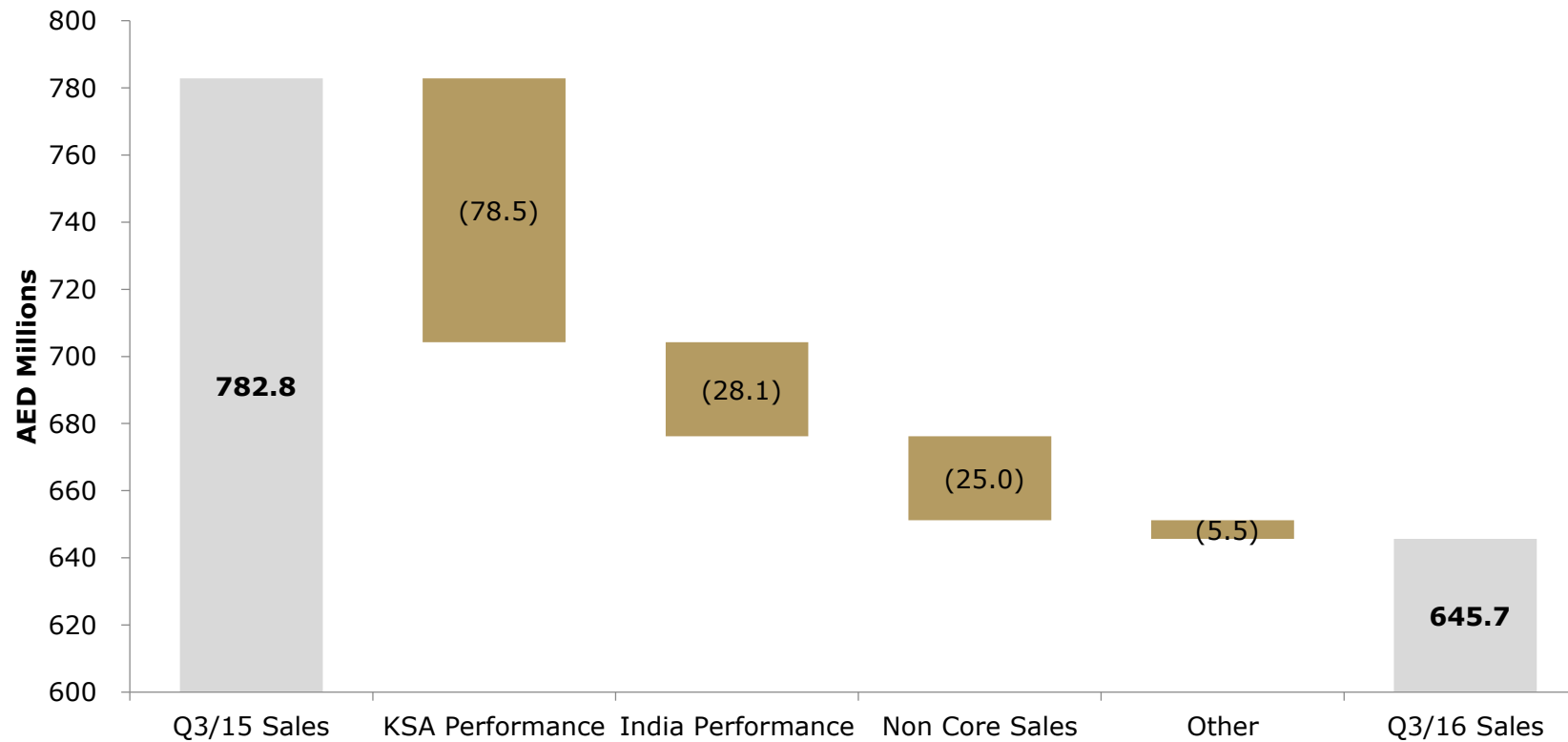
(AED Millions)	Non Core EBITDA by Segment				
	Q3/15	Q2/16	Q3/16	QoQ	YoY
AHCC	38.8	25.2	23.1	-8.3%	-40.4%
Electro Group	4.9	0.7	0.9	28.6%	-81.6%
Ceramin	3.5	3.7	0.9	-75.7%	-74.7%
RAK Paints	0.6	0.5	0.1	-80.0%	-77.5%
RAK Logistics*	-0.3	0	0	na	na
Others and Share in results	9.2	10.7	8.1	-24.3%	-11.3%
<b>Total Non Core EBITDA</b>	<b>56.7</b>	<b>40.8</b>	<b>33.2</b>	<b>-</b>	<b>-</b>
Margin	53.3%	42.5%	40.8%	<b>18.6%</b>	<b>41.4%</b>

\*Sold during Q4/15

# Results Summary

AED Mns	Q3/14	Q4/14	Q1/15	Q2/15	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	QoQ	YoY
Revenue (Net)											
Tiles	542.0	524.3	480.4	514.2	531.5	470.8	496.0	487.0	420.2	-13.7%	-20.9%
SW	111.8	111.6	110.9	116.2	108.6	108.2	111.5	122.4	103.5	-15.4%	-4.7%
Porcelain	-	35.1	35.1	36.1	36.2	38.2	37.2	51.2	40.6	-20.7%	12.2%
Core Revenue	653.7	670.9	626.4	666.6	676.4	617.2	644.7	660.6	564.3	-14.6%	-16.6%
Non Core Revenue	131.1	118.8	117.7	137.6	106.4	130.6	91.0	96.1	81.4	-15.3%	-23.5%
Total Revenues	784.9	789.7	744.1	804.2	782.8	747.8	735.7	756.6	645.7	-14.7%	-17.5%
Total EBITDA	154.2	119.9	129.6	156.2	155.3	154.0	138.3	144.3	100.3	-30.5%	-35.4%
Total EBITDA Margin	19.6%	15.2%	17.4%	19.4%	19.8%	20.6%	18.8%	19.1%	15.5%		
Total Net Profit	57.4	74.4	59.5	86.1	83.2	81.5	65.9	65.3	18.2	-72.1%	-78.1%
Net Profit Margin	7.3%	9.4%	8.0%	10.7%	10.6%	10.9%	9.0%	8.6%	2.8%		

# Q3/16 Revenue Bridge



# EBITDA

We calculate EBITDA adding back Provisions against receivables collection and other non recurring items

On this basis, Q3/16 EBITDA fell 35.4% YoY and 30% QoQ. EBITDA Margin fell 430bps YoY and 360bps QoQ to 15.5%

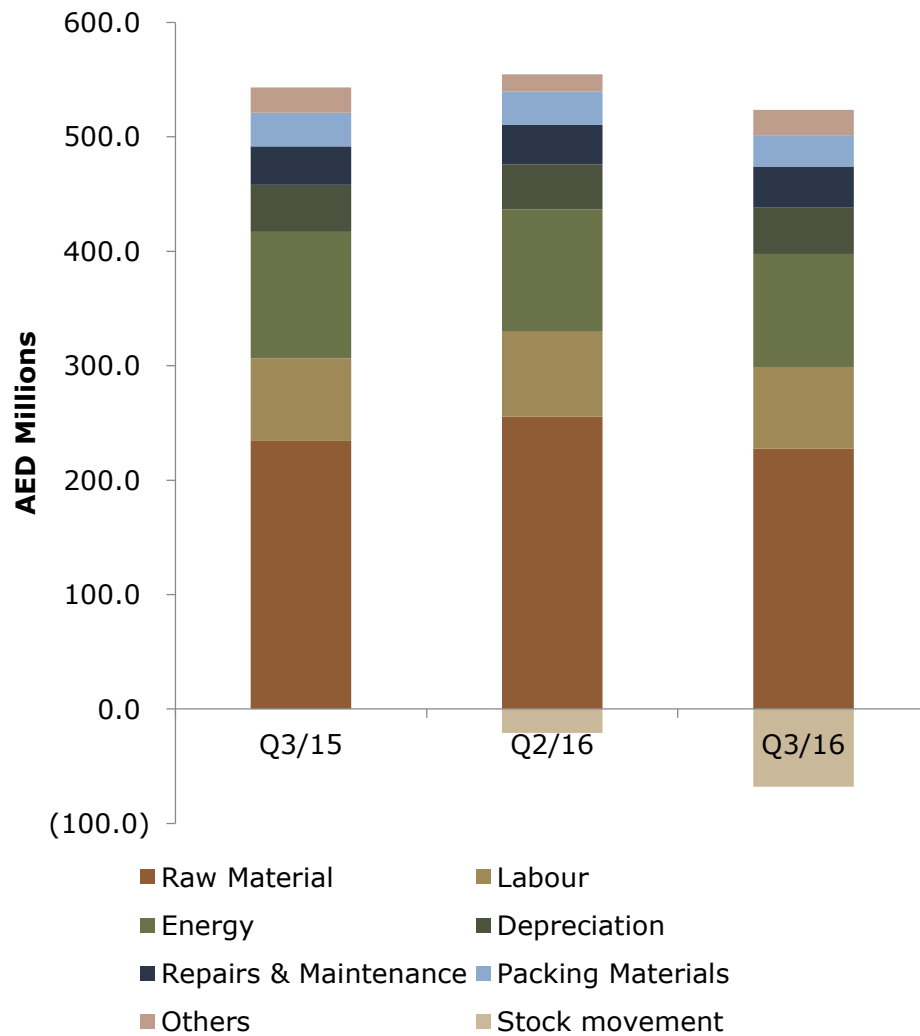
	EBITDA Calculation				
(AED Millions)	Q3/15	Q2/16	Q3/16	QoQ	YoY
Net Profit	83.2	65.3	18.2	-72.1%	-78.1%
Tax	3.1	5.5	3.6	-34.5%	16.1%
D&A	49.9	48.5	50.8	4.7%	1.8%
Finance Expense	12.4	14.2	14.2	0.0%	14.5%
Provisions	12.8	10.4	11.0	5.8%	-14.1%
Other non recurring	-6.1	0.3	2.3	nm	nm
EBITDA	155.3	144.3	100.3	-30.5%	-35.4%
EBITDA Margin	19.8%	19.1%	15.5%		

Q3/15 depreciation was restated to include the impact of hyperinflation in Iran which was previously included in the loss on net monetary position

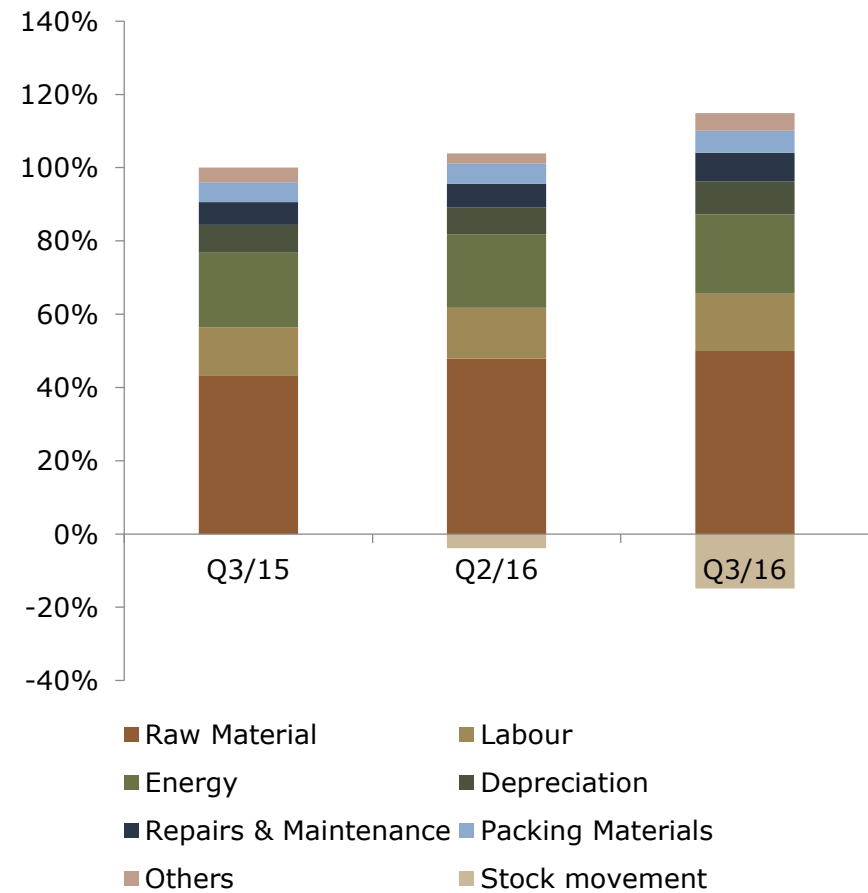


# COGS Breakdown

**COGS Evolution**



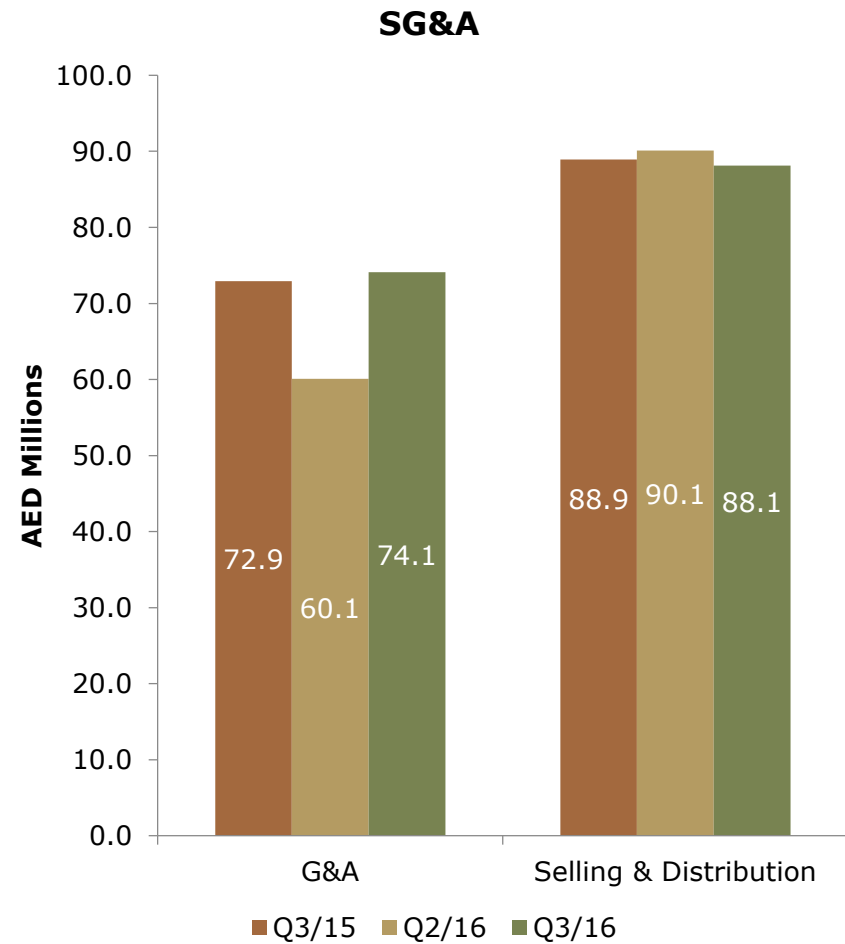
**COGS Composition**



# SG&A Breakdown

G&A expenses are 1.6% higher YoY.

Selling and distribution expenses fell 0.9% YoY due to lower performance rebates & advertisement expenses. The decline in selling and distribution YoY is understated as the consolidation of Europe entities (UK, Italy, Germany & Porcelain Europe/USA) had an impact of AED 27.3 mn in Q3/16



# Net Debt and CAPEX

Net debt declined 2.3% QoQ from short term debt repayment and a slightly higher cash balance.

While our Net Debt to Equity declined to 62% from 64% in Q2/16., Net Debt/EBITDA rose to 3.2x from 3x on account of lower profitability.

Having completed our expansion CAPEX for Bangladesh tiles and UAE sanitaryware, we anticipate minimal capex requirements going forward beyond maintenance capex. Some equipment purchases in Iran and in India are expected to take place but these are not likely to be material.

We maintain projected CAPEX spend of AED240mn in 2016 and expect 2017 CAPEX inline with historical maintenance CAPEX.

AED Mns	Q1/16	Q2/16	Q3/16
Long Term Loan	1,281.9	1,190.2	1,243.2
STL & TR	898.0	861.6	768.7
Overdraft	29.6	45.3	58.1
Gross Debt	2,209.5	2,097.1	2,070.0
Cash & Bank*	(369.0)	(325.5)	(339.0)
<b>Net Debt</b>	<b>1,840.5</b>	<b>1,771.6</b>	<b>1,731.0</b>
Cost of Debt	2.61%	2.56%	2.77%
<b>Net Debt to EBITDA</b>	<b>3.1x</b>	<b>3.0x</b>	<b>3.2x</b>

AED Mns	Q3/16	9-mth 2016
Core	41.3	148.9
Non Core	1.1	3.0
FEWA Connection Charges	-	37.4
<b>Total CAPEX</b>	<b>42.4</b>	<b>190.1</b>

# Working Capital

	Dec-15		Mar-16		June-16		Sep'16	
<b>Working Capital</b>	<b>AED mn</b>	<b>Days</b>	<b>AED mn</b>	<b>Days</b>	<b>AED mn</b>	<b>Days</b>	<b>AED mn</b>	<b>Days</b>
Trade Receivable	911.6	108	909.3	108	933.8	113	908.6	115
Inventory	1,141.2	188	1,196.6	199	1,206.1	206	1,244.2	221
Due form related parties	523.8	62	403.8	48	388.3	47	342.1	43
Deposit, advances & other receivables	311.1	37	315.9	38	312.9	38	310.2	39
<b>Total Current Assets</b>	<b>2,887.7</b>	<b>395</b>	<b>2,825.7</b>	<b>393</b>	<b>2,841.2</b>	<b>404</b>	<b>2,805.0</b>	<b>419</b>
Less: Current Liabilities								
Trade payables	427.5	71	455.8	76	466.8	80	388.4	69
Due to related party	31.0	5	40.1	7	33.9	6	33.5	6
Provision, Accrued expenses,other payables	526.1	85	466.6	78	484.1	83	534.1	95
<b>Total Current Liabilities</b>	<b>984.6</b>	<b>161</b>	<b>962.6</b>	<b>160</b>	<b>984.8</b>	<b>168</b>	<b>956.0</b>	<b>170</b>
<b>Net Working capital</b>	<b>1,903.2</b>	<b>234</b>	<b>1,863.1</b>	<b>233</b>	<b>1,856.4</b>	<b>235</b>	<b>1,849.0</b>	<b>249</b>

**Distributors were skittish about taking on more inventory in the quarter and as a result our inventory on hand grew to 221 days at the end of Q3/16 from 206 days at end of Q2/16.**

**Receivable days also rose to 115 days from 113 days at end of Q2/16 but remains better YoY reflecting stringent measures we put in place to minimize counter party risk.**

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## **Closing Comments**

**Mr. Abdallah Massaad, *Chief Executive Officer***

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# Update on Group Initiatives for the Year

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## India

Head of HR & Marketing hired, other key posts ongoing.  
Targeting 15% cost reduction by year end, mainly on energy.

## Iran

Production quality improving  
Bulk of old tile inventory sold

## China

Inventory liquidation largely completed  
Ongoing plant sale process

## Distribution JVs

Italy warehouse issues being resolved.

## Branding

Good post Cersaie feedback  
Preparing Sharjah + RAK showroom launch as next step

## Working Capital Mgmt

W/C reduction targets dropped as we work through higher inventory, support clients.

## Non Core Disposals

Received bids for two assets.  
Due Diligence is being carried out on a third.

## Expansions

Completed UAE SW and Bangladesh Tiles expansion

## Acquisitions

Evaluation of opportunities ongoing but nothing expected near term.

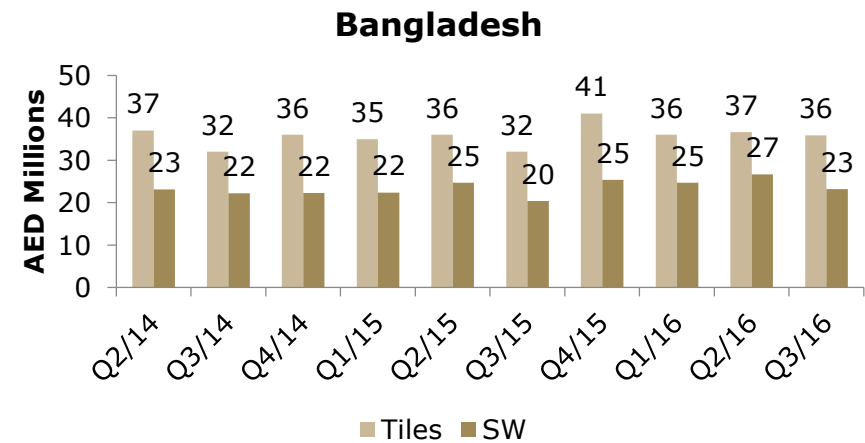
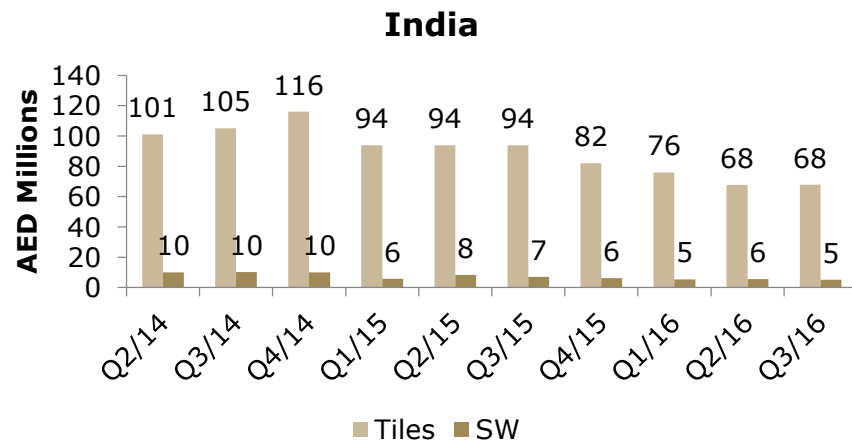
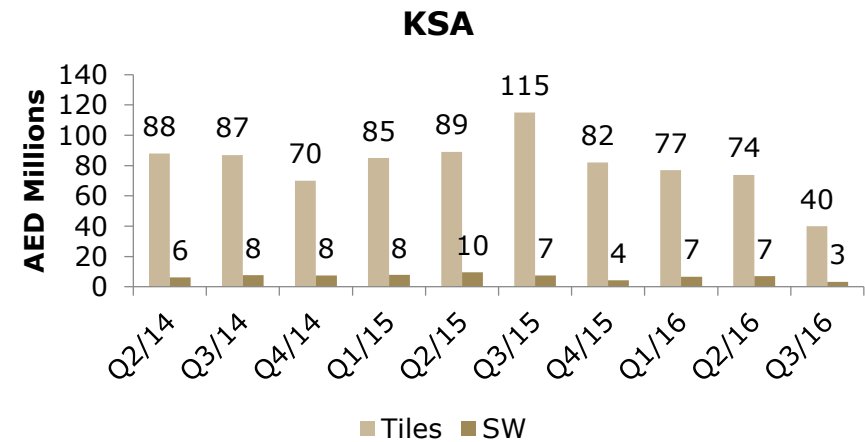
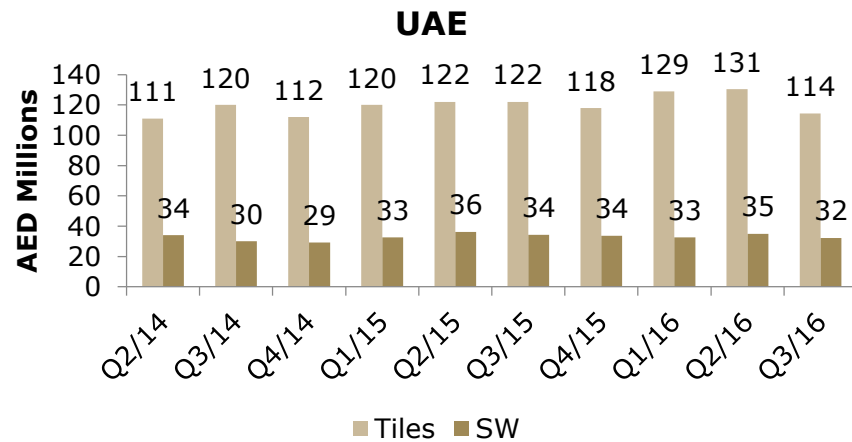
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# Appendix

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# Focus Markets Sales Trends





# Consolidated Income Statement

AED Mn

	Q3 '15	Q3 16A	YTD Sep'15	YTD Sep' 16
Revenue	782.8	645.7	2,331.0	2,138.0
Cost of sales	(543.0)	(455.5)	(1,659.2)	(1,502.6)
<b>Gross profit</b>	<b>239.8</b>	<b>190.2</b>	<b>671.8</b>	<b>635.4</b>
Administrative and general expenses	(72.9)	(74.1)	(232.8) (a)	(199.0)
Selling and distribution expenses	(88.9)	(88.1)	(252.3) (b)	(273.6)
Other income	23.1	8.4	58.1	37.3
<b>Results from operating activities</b>	<b>101.1</b>	<b>36.4</b>	<b>244.8</b>	<b>200.1</b>
Finance cost	(21.7)	(16.8)	(64.3) (c)	(53.5)
Finance income	1.6	0.8	6.8	2.3
Share of profit in equity accounted investees	7.2	1.5	19.1	13.8
Profit on sale of invesment	(2.0)	0.0	39.6 (d)	0.0
Loss on net monetary position	0.0	0.0	0.0	0.0
Profit from discontinued operation	0.0	0.0	(1.3)	0.0
Contingencies	0.0	0.0	0.0	0.0
<b>Profit before tax</b>	<b>86.3</b>	<b>21.8</b>	<b>244.7</b>	<b>162.6</b>
Tax (expense)/income	(3.1)	(3.6)	(15.9)	(13.2)
<b>Profit after tax</b>	<b>83.2</b>	<b>18.2</b>	<b>228.8</b>	<b>149.4</b>

(a) YTD Sep '15 admin expenses includes provision for Sudan impairment AED 48.4 & net provision of AED 7.5mn, where as YTD Sep'16 includes provision of AED 45.7mn

(b) Due to consolidation of UK, Germany, Porcelain Europe/USA & Saudi Branch (impact AED63.5mn)

(c) Includes forex loss of AED 26.1 mn against AED 6.6 mn in YTD Sep 16

(d) Includes profit from divestment of Laticrete, Pharma & others (AED 37.6 mn+1.5 mn + 0.5m)

# Consolidated Balance Sheet

AED Mn

Assets	September	
	Dec 2015	2016
<b>Non-current assets</b>		
Property, plant and equipment	1,065.5	1,155.6
Capital work-in-progress	182.3	132.8
Goodwill	50.4	74.7
Intangible assets	18.0	17.5
Investment properties	1,158.9	1,165.5
Investments in equity accounted investees	127.6	131.2
Long term portion of receivable from related parties	127.6	105.7
Deferred tax assets	0.3	0.3
<b>Total Non Current Assets</b>	<b>2,730.6</b>	<b>2,783.4</b>
<b>Current assets</b>		
Inventories	1,141.2	1,244.2
Trade and other receivables	1,207.3	1,201.6
Contract work-in-progress	15.4	17.6
Due from related parties	523.8	342.1
Cash in hand and at bank	363.4	339.0
Assets classified as held for sale	0.0	-
Derivative financial assets	-	-
<b>Total Current Assets</b>	<b>3,251.1</b>	<b>3,144.5</b>
<b>Total assets</b>	<b>5,981.7</b>	<b>5,927.9</b>

Equity and liabilities	September	
	Dec 2015	2016
<b>Equity</b>		
Share capital	817.5	858.4
Reserves	1,950.6	1,780.5
<b>Equity attributable to owners of the Company</b>	<b>2,768.1</b>	<b>2,638.9</b>
Non-controlling interests	169.3	166.1
<b>Total equity</b>	<b>2,937.5</b>	<b>2,805.0</b>
<b>Non-current liabilities</b>		
Long term bank loans	1,309.7	1,243.2
Provision for employees' end-of-service benefits	78.3	88.1
Deferred tax liabilities	8.3	9.1
<b>Total Non Current Liabilities</b>	<b>1,396.3</b>	<b>1,340.3</b>
<b>Current liabilities</b>		
Short-term bank borrowings	663.3	826.8
Trade and other payables	835.9	787.0
Billings in excess of valuation	2.8	2.7
Provision for taxation	122.6	132.1
Due to related parties	23.2	33.5
Liabilities classified as held for sale	0.0	-
Derivative financial liabilities	0.0	0.4
<b>Total Current Liabilities</b>	<b>1,647.9</b>	<b>1,782.6</b>
<b>Total liabilities</b>	<b>3,044.2</b>	<b>3,122.9</b>
<b>Total equity and liabilities</b>	<b>5,981.7</b>	<b>5,927.9</b>

# Cash flows Statement

	Sep-15 AED Mn	Sep-16 AED Mn		Sep-15 AED Mn	Sep-16 AED Mn
<b>Operating activities</b>			<b>Investing activities</b>		
Profit for the period before tax	244.7	162.6	Acquisition of property, plant and equipment and capital work in progress	(205.5)	(187.0)
<i>Adjustments for:</i>			Proceeds from disposal of property, plant and equipment and intangibles assets	28.1	5.8
Share of profit in equity accounted investees	(19.1)	(13.8)	Proceeds from sale of Equity accounted investees	49.0	0.0
Loss on net monetary position	2.3	-	Proceeds from disposal of subsidiaries	17.0	0.0
Interest expense	31.5	27.1	Acquisition of intangible assets	(0.2)	(2.3)
Profit expense on Islamic financing	2.1	16.0	Change in bank deposits	(19.3)	1.1
Interest income	(5.5)	(2.3)	Dividend received from equity accounted investees	15.6	5.2
Profit on Islamic financings	-	(0.1)	Profit on Wakala deposits received	0.0	0.1
Gain on disposal of property, plant and equipment and intangibles assets - net	(7.7)	(0.2)	Interest income received	5.5	2.2
Gain on disposal of investment property	(2.0)	-	Consideration paid for acquisition of subsidiaries	(33.8)	(8.2)
Gain on sale of subsidiary	(1.2)	-	Cash acquired as a part of acquisition of subsidiaries	-	8.9
Gain on disposal of equity accounted investees	(38.5)	-	<b>Net cash used in from investing activities</b>	<b>(143.6)</b>	<b>(174.2)</b>
Depreciation on property, plant and equipment	152.4	140.6	<b>Financing activities</b>		
Amortisation of intangible assets	2.6	3.2	Long term bank financing availed	1,466.2	119.1
Capital work in progress written off	1.4	1.8	Long term bank financing repaid	(1,091.4)	(567.8)
Depreciation on investment property	-	0.7	Long term Islamic financing availed	0.0	495.9
Provision for impairment loss on equity accounted investee	-	3.5	Long term Islamic financing repaid	0.0	(41.3)
Provision for employees' end-of-service benefits	9.8	15.7	Net movement in short term financing	(142.1)	41.5
<b>Change in:</b>	<b>372.9</b>	<b>355.0</b>	Interest paid	(31.5)	(27.1)
- inventories (including contract work in progress)	(0.3)	(37.4)	Profit expense on Islamic financing paid	(2.1)	(16.0)
- trade and other receivables (including long term)	3.1	84.9	Dividend paid	(286.1)	(245.3)
- due from related parties (including long term)	(193.9)	47.0	Remuneration paid to the Board of Directors	(4.2)	(3.7)
- asset classified as held for sale	66.7	-	Dividend paid to non-controlling interests	(33.0)	(26.2)
- trade and other payables (including billings in excess of valuation)	65.2	(75.1)	<b>Net cash (used in) / generated from financing activities</b>	<b>(124.2)</b>	<b>(270.8)</b>
- due to related parties	42.4	10.2	<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>69.3</b>	<b>(72.9)</b>
- liabilities classified as held for sale	1.3	-	Cash and cash equivalents at the beginning of the period	331.4	333.0
- derivative financial liabilities	3.5	-	<b>Cash and cash equivalents at the end of the period</b>	<b>400.7</b>	<b>260.1</b>
- deferred tax assets	0.0	-	<b>Represented by:</b>		
- deferred tax liabilities	(1.0)	0.6	Cash in hand and at bank (net of bank deposits on lien)	522.1	318.2
Income tax paid	(5.1)	(3.8)	Bank overdraft	(121.3)	(58.1)
Employees' end-of-service benefits paid	(11.1)	(7.8)		<b>400.8</b>	<b>260.1</b>
Currency translation adjustment	(6.6)	(1.4)			
<b>Net cash generated from operating activities</b>	<b>337.2</b>	<b>372.1</b>			

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**Thank you**

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