

OUR BRANDS



JUHAYNA'S COMMITMENT

Juhayna Food Industries is a leading Egypt-based manufacturer specialized in the production, processing and packaging of milk, yoghurt, juice, and juice concentrate. Since its founding in 1983, it has secured a frontrunner position in the dairy and juice industries in Egypt and the Middle East, a feat made possible through its firm commitment to delivering a wide range of high-quality, healthy, and safe products that have become trusted household names.

Our use of quality ingredients, internally manufactured concentrates, and state-of-the-art technologies for processing and packaging, alongside heavy investments in R&D to enhance our product offerings, aid in fulfilling our vision of bringing quality and healthy.

Juhayna is a market pioneer with the largest product mix available in Egypt. Founded by Mr. Safwan Thabet, Juhavna Food Industries was built on a vision to introduce the market to a new business. model for food production that is at its core. Today, with 4 fully operational facilities, 29 distribution centers, over 65.000 retail outlets, and 5.000 European Holstein heifers held at its disposal on its fully-owned dairy farm. Juhavna continues to raise the benchmark for premium quality Egyptian manufactured products. In its 35 years of operations, Juhayna's dairy segment has cultivated an everincreasing number of customers loval to its brands, affording it a comfortable lead above all its dairy competitors and a significant market share that currently stands at 62% in 2019. It is also the sole supplier of dairy for McDonalds Egypt alongside many other leading fastfood restaurants, hotels, airlines, and educational institutions.

products to Juhayna's consumers. To this effect, having achieved notable success in our Egyptian and Middle East markets, we're committed to expanding ourfootprint across Africa, Asia and Europe as an extension of our core belief and social responsibility towards bettering the lives of the community at large.



Juhayna Food Industries began production in 1983 with a total capacity of 35 tons per day and total sales of USD 4 million. distribution centers, a fleet size of over 1.000 vans and trucks. and boosts a net income of 450 Million USD (FY18).

Our success is a testament to the strategic investments we've made in innovation and technology, and our continued dedication towards enhancing our production

Juhavna becomes the exclusive supplier of dairy to McDonald's Egypt and enters into supply agreements with a number of leading global fast-food chains (Burger King, KFC, and Pizza Hut), hotels, airlines (Lufthansa & Egypt Air), educational institutions, and the Egyptian Ministry of Education.

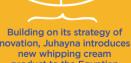
2000

Juhavna launches its vertical integration expansion plans & the development of its manufacturing facilities in addition to establishing new facilities. The **Group acquired El Masreya Company** for Dairy and Juice Products. The new manufacturing facility significantly boosts production capacity from 100 tons per day to 600 tons per day.



Operations begin with a state-of-the-art manufacturing facility in the Sixth of October City, a suburb west of Cairo. Juhavna becomes the first company to partner with the global packaging giant, Tetra Pak (Alfa-Laval at the time), becoming a pioneer in the packed milk, yoghurt, and juice industry.





innovation, Juhayna introduces a product to the Egyptian market: the first of its kind.





Juhayna's shares first traded on the Egyptian Exchange Market (EGX), in addition to being named the "Best African IPO" by a leading international investment and communications group "Africa Investor"; in a joint summit with the New York Stock Exchange to promote investment on the continent.

Despite political and economic volatility. Juhavna maintains its market leadership position by remaining committed to its investment and expansion plans to support the Egyptian economy. **New Technology** (TBA-Edge): Juhayna group introduces a new technology in May 2012, TBAEdge, which is considered a biproduct of ongoing commitment

2012

towards innovation and a **USD 20** million investment that the made in order to differentiate itself and set its products apart from its competitors. Manufactured through a new, high capacity production line, the new package guarantees the highest levels of sterilization. uniqueness and a modern appeal.

Launch of Operations at Egyfood Yogurt Plant in Sixth of OctoberCity











dairy farm, decreasing reliance on external suppliers a move that ensures quality while simultaneously securing supply quantities.

The company also inaugurates three new distribution centers taking the tally up to 30 DCs, with three additional centers commissioned for 2016

Juhavna establishes a new

Juhayna started the production of Arla Cheese in Juhayna's factories. This is an acknowledgement of competence and a proof that Juhayna's factories are in accordance with the highest global standards.



2017



In 2018, Juhayna joined the United Nations Industrial Development Organization's (UNIDO) MED TEST II initiative, which aims to encourage sustainable consumption and production patterns in the Mediterranean region



spoonable voghurt to premium

Our business operations are divided into five segments: Dairy, Yoghurt, Juice, and



Juhayna's dairy segment focuses on the production of plain and flavored milk.cream, and white cheese, as well as speciality products for global manufacturers, retail outlets.and leading restaurant chains.

Currently Juhayna's Egyptian marketshare of plain milk stands at 58% and its share of flavored milk at 51%.



Juhayna's juice segment holds a leadership position in the highly competitive juice market in Egypt by developing the flavorful and healthy beverages that have become iconic in the region and a staple in Egyptian households. The fruit pulps and concentrates used to make our juices are manufactured from the highestquality fresh fruits, squeezed and distilled using the most up-to-date technology in accordance withglobal standards. Juhayna holds a 25% share of the total juice market in Egypt.



Juhayna's yoghurt segment includes spoonable as well YOU TUTas drinkable yoghurts, and is comprised of over six successful and highly recognizable brands in the Egyptian market -such as Rayeb and Zabado - ranging in size from single serving to restaurant bulk use. Currently, Juhayna holds a 30% market share in the spoonable voghurts market and a 59% market share of drinkable yoghurt.restaurant chains. Currently Juhayna's Egyptian marketshare of plain milk stands at 58% and its share of flavored milk at 51%.

concentrates&others



Juhavna's position as the largest juice manufacturer in Egypt could not have been achieved without a Concentrates production and distribution segment. Not only is Juhavna's Concentrates line of business a key strategic component of Juhavna's value chain — with 75% of its concentrates production used in juice manufacturing by the company, its operations are sophisticated enough to sustain itself as an independent business unit. The concentrates LOB supplies a widevariety of customers ranging from private consumers to multinational corporations.



Juhavna N&G is a milk alternative that's absolutely dairyfree! How? It's produced from plant extracts! Not only does it taste great, but it's also low in calories. Juhavna N&G is suitable for everyone, especially those who are flexitarians, vegans, health-conscious, or environmentally mindful.

Each variant is unique in its own way, but they are all 100% natural with nothing artificial and no preservatives added, 100% vegan, and 100% dairy-free.





CERTIFICATES

Juhayna's Research & Development department is one of the company's major assets and one of the most significant differentiating factors between us and our competitors.







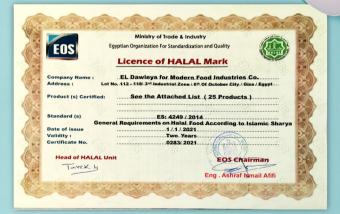


CERTIFICATES









BUSINESS SEGMENTS AND LEGAL STRUCTURE





INTERNATIONAL CO. FOR MODERN FOOD INDUSTRIES(EL DAWLEYA)





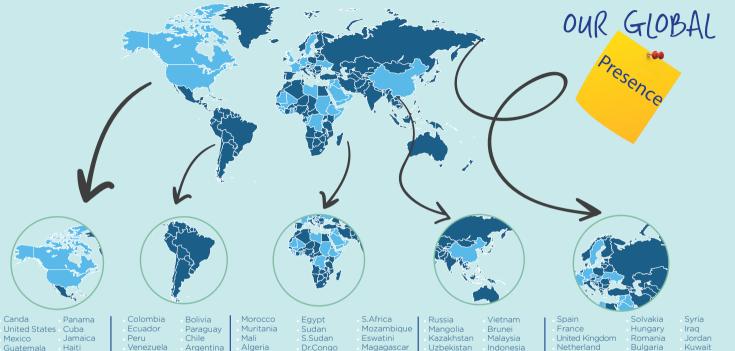


EL ENMAA FOR AGRICULTURE
DEVELOPMENT & LIVESTOCK ENMAA FOR
RECLAMATION & AGRICULTURE ENMAA FOR
LIVESTOCK



ARMS

TIBA FOR TRADE AND DISTRIBUTION DAWLEYA



- El salvador
- Nicaragua Costa Rica
- Belize
- Honouras
- Dominican Republic
- Puerto rico

 - Brazil
- Trinidad and Uruguay
- Tobago Guyana
 - Suriname Guiana
- Niger
- - Tunisia Libya Nigeria
 - Chad Cameron
 - Gabon
- - Angola Namibia
 - Zimbabwe Malawi
 - Liberia

- Dr.Congo Uganda
- Zmbia
- Botswana Burkina Faso CoteD Ivoire Eritera
- Tanzania Ghana
- Benin Tanzania
- Kenya Ethiopia

- Uzbekistan
- Afghanistan Singapore Paskistan India
- Nepal Bangladish Myanmar
- Laos China Thailand
- Camodia
- Philippines
- Hong kong Taiwan
- S.Korea N.Korea Japan
- Australia New zelanad

- Belgum
- Switz Denmark
- Norway Germany
- Italy Austria Croatia

- Greece
- Bahrain Poland Saudi Arabia Belarus Yemen Ukraine
- Oman Sweden Qatar Iran
- Finland Latvia Gerogia Turkey



JUHAYNA MILK

Since its founding as a dairy company in 1983, Juhayna continues to inspire consumer confidence in the excellence its dairy products, a fact represented in the business segment's outstanding performance over its -32year history.

Having worked diligently to encourage a transition from loose milk consumption to packaged milk in order to deter the health risks of the former, Juhyana's dairy milk products have become a household name in the markets in which it operates.



1L

ingREDIEN+5
ingREDIEN+5
U.H.T Cow Milk, %3 Fat,
%8.25 S.N.F. Fresh Cow Milk.

jutiAynA milk 1.549

Generalinformation

CASE DETAILS

- Shelf-Life Storage Cond.
- 9 Months
 - **Ambient**
- Gross Weight
- 13 KGS
- Net Weight FA per Case
- 12 KGS 8 Packs

SHIPPINGNFORMATION

- 20' Container load
- 40' Container load
- Incoterms
- 1550 Carton 2000 Carton
- Fx-Works

PALLET DETAILS

- Cases per Pallet
- Dimensions(LWH)
- 100 Carton

Varieties



Skimmed Milk





JUHAYNA MILK ILT

Generalinformation

CASEDETAILS

- Shelf-Life Storage Cond.
- 9 Months
- Ambient
- Gross Weight
- Net Weight EA per Case
- 13 KGS • 12 KGS • 12 cartoon

SHIPPINGNFORMATION

- 20' Container load 40' Container load Incoterms
- 1500 Carton • 2000 Carton • Fx-Works
- **PALLETDETAILS**
- Cases per Pallet • Dimensions(LWH)
- 100 Carton • 120x100 x175 cm

Varities

skimmed



Lactose



Zero% Fat Milk



LUHAYNA MILK SOOML

Generalinformation

- Shelf-Life
- o 12 Months Ambient
- CASE DETAILS
- Net Weight
- 6 KGS

PALLET DETAILS

- EA per Case
- o 12 Packs

JUHAYNA MILK 200ML

Generalinformation

CASE DETAILS

- Storage Cond.
- o 12 Months Ambient
- Gross Weight Net Weight
- 6 KG 5.4 KGS 27 cartoon
- FA per Case

SHIPPINGNFORWATION

- 20' Container load
- 40' Container load
- Incoterms
- - Ex-Works
 - - Dimensions(LWH)

SHIPPINGNFORMATION

- 20' Container load 40' Container load
- Incoterms
- 4300 Carton
- Ex-Works

PALLET DETAILS

- · Cases per Pallet Dimensions (LWH)
 - o 180 Carton 120x100 x175 cm

Varieties



Skimmed Milk



Varities

Lactose free skimmed







JUHAYNA FLAVORED MILK

Juhayna's Mix line offers innovative flavored milk products for adults and children. Our flavored milk is enriched with a range of ingredients that come together in a premium blend of delicious taste and well- being. Juhayna Mix products come in three flavors including, Chocolate, Strawberry, Banana.

The Juhayna Mix line has a validity period six months and is made from the finest inredients that culminate in a rich burst of flavorful delight.







ingredients

Natural Standardized Sterilized flavored sweetened cow's milk; sugar, milk powder, emilsifier (E471), food stabilizer (E407), food color (E120), (Milk) flavor, %1.5 fat, %15 total solids.

JUHAYNA FLAVORED MILK

Generalinformation

- Shelf-Life
- 12 MonthsAmbient

CASE DETAILS

- ross Weight |
- Net WeightEA per Case
- 6 KGS
- 27 Packs

SHIPPINGINFORWATION

- 20' Container load
- 40' Container load
- Incoterms
- 3465 Carton
 4300 Carton
- Ex-Works

PALLET DETAILS

- Cases per PalletDimensions(LWH)
 - o 180 Carton
 - 120×100 ×175 cm

Varieties



Strawberry



Vanilla



PLAN+ BASED PRODUCTS

Juhayna N&G is a milk alternative that's absolutely dairy-free! How? It's produced from plant extracts! Not only does it taste great, but it's also low in calories. Juhayna N&G is suitable for everyone, especially those who are flexitarians, vegans, health-conscious, or environmentallymindful. Each variant is unique in its own way, but they are all %100 natural with nothingartificial and no preservatives added, %100 vegan, and %100 dairy-free.foods to its customers.

ingREDIENTS

Plant based milk, Fat %35, T.S. %40, Stabilizer E407.





Generalinformation

- Shelf-LifeStorage Cond.
- 12 MonthsAmbient

CASE DETAILS

- Gross WeightNet Weight
- 6.7 KGS • 6 KGS
- EA per Case 6 Packs

SHIPPINGNFORMATION

- 20' Container load40' Container load
- Incoterms

- 1500 Carton • 2000 Carton
- Ex-Works

PALLET DETAILS

- Cases per PalletDimensions (LWH)
- 100 Carton • 120x100x175cm

Varieties











Juhayna's cream products, cooking cream, whipping cream, and Soft Serve Ice Cream, are made from quality ingredients that culminate in a rich, fluffy and cool taste that has garnered a notable and loyal consumer base across the company's extensive markets. Keeping its commitment to healthy-living at the fore, Juhayna's dairy products are processed and packaged to deliver farmfresh, tasty, and pure foods to its customers.

its customers. We pride ourselves on the cerftified standards that have maintained our positionas a market leader of the dairy industry in Egypt and the region, and continue to enhance our offerings through rigorous R&D investments to further growth in bothqualitative and quantitative terms.

DUREE

cooking & whipping cream indulge in blottlence





- Shelf-Life Storage Cond.
- 9 Months Chilled Max 5 Degree
- Gross Weight Net Weight
- EA per Case
- 6 KGS • 5.4 KGS
 - 27 Packs

JUHAYNA CREAMS ILT

Generalinformation

CASE DETAILS

- · Shelf-Life Storage Cond.
- 12 Months Ambient
- Gross Weight Net Weight EA per Case
- 6 KGS • 5.4 KGS • 27 cartoon

SHIPPINGNFORMATION

- 20' Container load
- 40' Container load Incoterms
- 3465 Carton • 4300 Carton
- Ex-Works

PALLET DETAILS

- Cases per Pallet • Dimensions(LWH)
- 220 Carton • 120x100x175 cm

SHIPPINGNFORMATION

- 20' Container load • 40' Container load
- Incoterms
- 3465 Carton • 4300 Carton Ex-Works
- PALLET DETAILS
- Cases per Pallet Dimensions(LWH)
- 180 Carton • 120x100x175 cm

Varieties

Tomato Puree



Whipping Cream



cooking

JUHAYNA'S

Juhayna's line of Pure juices, launched in 2001 are made from %100 natural juice with no added sugar to promote a healthy lifestyle. A flavourful blend of quality and taste.

Pure and by aiding in the prevention of varying ailments. Pure juices are available in Orange & Carrot, Orange, Mango & Peach, Apple, Pineapple, Red Grapes, Tomato, Guava Cocktail, Cocktail and Pomgerante.

Available in 1L and 235 ml packaging with a validity period of 9 months, all pure juices are enriched with ingredients that benefit consumers by meeting their vitamin intake requirements.

ingREDiEN+S

%100 natural juice, natural fruit concentrate, total soluble solids min. %10, no sugar added, no preservatives, pasterized.



Generalinformation

- Shelf-Life Storage Cond.
- 9 Months Ambient
- CASE DETAILS
- Gross Weight Net Weight
- EA per Case
- 13.04KGS • 12 KGS
- 12 Packs



- Shelf-Life • Storage Cond.
- 9 Months Ambient
- Gross Weight
 - Net Weight • EA per Case
- 7.08 KGS • 6.40 KGS
- 100 cartoon

SHIPPINGNFORWATION

- 20' Container load |
- 40' Container load
- Incoterms
- 1500 Carton • 2000 Carton
- Ex-Works
- PALLET DETAILS
- Cases per Pallet Dimensions(LWH)
- 100 Carton • 120x100x175 cm

SHIPPINGNFORWATION

- 20' Container load
- 40' Container load
- Incoterms
- 2880 Carton
- 3600 Carton
- Ex-Works

PALLET DETAILS

CASE DETAILS

- Cases per Pallet
- 180 Carton
- Dimensions(LWH) • 120x100 x175 cm



Guava Pure



Cocktail





carrot Orange

Red Grapes







Pomegranate

JUHAYNA CLASSICS

Enjoy a burst of flavor with Juhayna Classics line of juices, products that always have a seat at the table. Available in seven single flavors Mango, Guava, Cocktail, Apple, Orange, Pineapple, Red Grapes, in addition to the Blends flavors Mixed Berries, Apple Pear and Tangarine Mandarin.

Each juice is made for any occasion, the fruit pulps and concentrates used to make our juices are manufactured from the highest-quality fresh fruits, squeezed and distilled using the most up-todate technology in accordance with global standards



LUHAYNA CLASSICS IL

Generalinformation

- 12 Months Ambient
- **CASE DETAILS**
- Gross Weight

JUHAYNA CLASSICS

Generalinformation

CASE DETAILS

SHIPPINGINFORMATION

- 40' Container load

PALLET DETAILS

SHIPPINGNFORWATION

PALLET DETAILS

- 180 Carton

Flavors



Guava



Cocktail Manager





Orange







Blends





JUHAYNA'S BEKHERO

Bekhero Juice is made from the finest local fruits and provides an alternative to fizzy drinks. It's natural taste and a wide variety of flavors have reserved it a frontrunner position in the juice market. Available in the cocktail, mango, apple, and guava, Bekhero Juice has something to satisfy everyone. Available in 1L and 235ml packaging to suit all occasions.





BEKHERO DRINK 14

BEKHERO DRINK 200ML

Generalinformation

CASE DETAILS

Generalinformation

SHIPPINGNFORMATION

CASE DETAILS

- Shelf-Life
- 12 Months • Storage Cond. Ambient
- Gross Weight Net Weight • EA per Case
- 13.18 KGS
- 12 KGS • 12 Packs

- Shelf-Life • Storage Cond.
- 12 Months
- Ambient
- Gross Weight • 6 KG
- Net Weight • 5.4 KGS • EA per Case • 27

SHIPPINGINFORMATION

- 20' Container load
- 40' Container load
- Incoterms
- 1500 Carton
 - 3000 Carton Ex-Works
- PALLET DETAILS
- Cases per Pallet
- Dimensions(LWH)
- 100 Carton • 120×100 ×175 cm
- 20' Container load • 40' Container load
- Incoterms

- 3465 Carton
- 4300 Carton
- Ex-Works

PALLET DETAILS

- Cases per Pallet
- Dimensions (LWH)
- 180 Carton • 120×100 ×175 cm

Varieties









