



Presentation

Information contained in this presentation is subject to change without prior notice. Its accuracy is not guaranteed and it may not contain all material information related to the company. Neither SADAFCO nor its associates make any representation regarding, and assume no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

Nothing in this presentation shall form the basis of any contract or commitment whatsoever. This presentation is furnished to you solely for your information. You may not redistribute it to any other person.

This presentation contains forward-looking statements that are made on the basis of current knowledge and assumptions. Various factors could cause future results, performance or events to differ materially from those mentioned in the presentation.

Key Highlights

Key Highlights

- ▶ SADAFCO's sales were SAR 561.3Mln for Q4'2019-20, which was 21.1% above those achieved in the same quarter last year
- ▶ Higher sales were primarily driven by less intense discounting (same high frequency of promotions and less deep reductions)
- ▶ SADAFCO has announced a donation via the Saudi Health Endowment fund of a SAR 10Mln package of products and cash contribution. SADAFCO has also provided support to Bahrain and Jordan health authorities of SAR 1Mln and SAR 0.5Mln respectively

New Ice Cream Factory



In Third Quarter of 2019/20, we announced the purchase of a facility which is now being converted into a New Ice Cream Production Facility. This will not only support our medium and long term growth objectives, but will also enhance new product format launches

Business Highlights

Financial Highlights – SADAFECO

Sales

13.4%

YoY

FY'2019/20 :
SAR2,056Mln
FY'2018/19 :
SAR1,813Mln

Net Profit

22.7%

YoY

FY'2019/20 :
SAR265Mln
FY'2018/19 :
SAR216Mln

Cash and Cash Equivalents

11.0%

YoY

FY'2019/20 :
SAR646Mln
FY'2018/19 :
SAR582Mln

SADAFECO's Market Share*



UHT Milk
61.7%



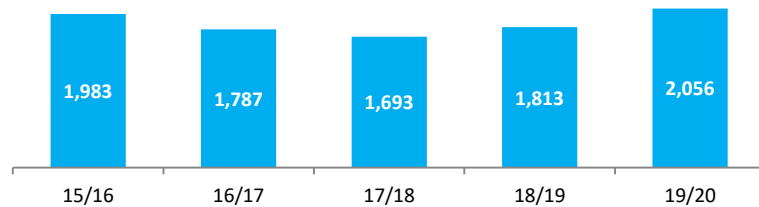
Tomato Paste
53.5%



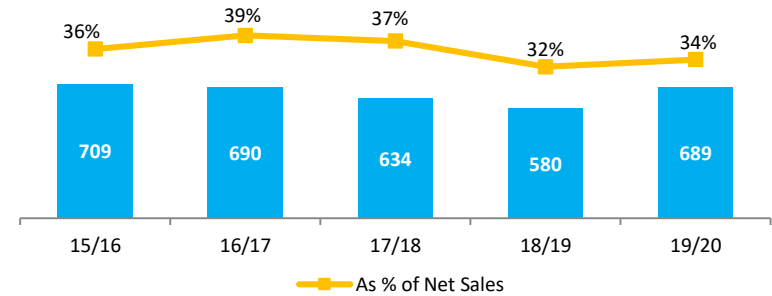
Ice Cream
25.7%

* MAT as of Mar'20

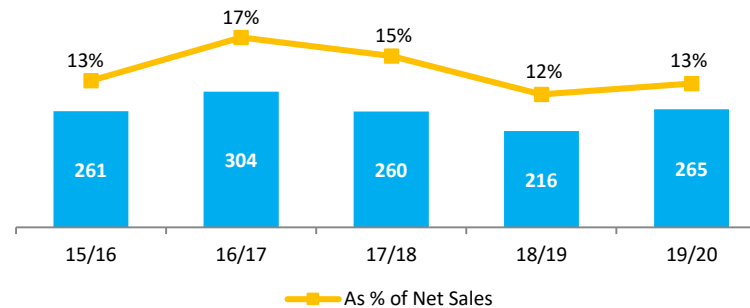
Sales SAR Mln



Gross Profit SAR Mln

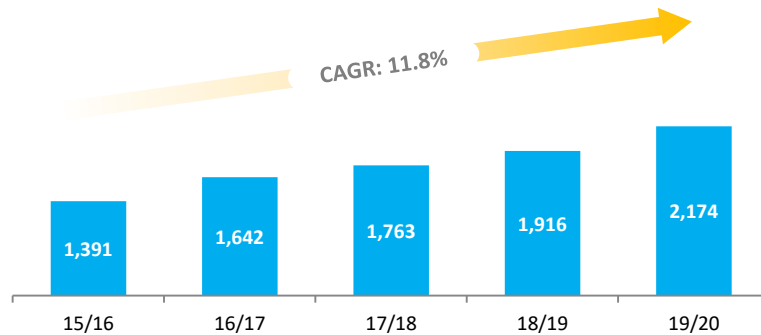


Net Profit SAR Mln



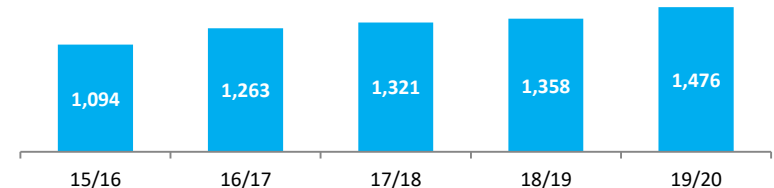
Steady Asset Base...

SAR Mln



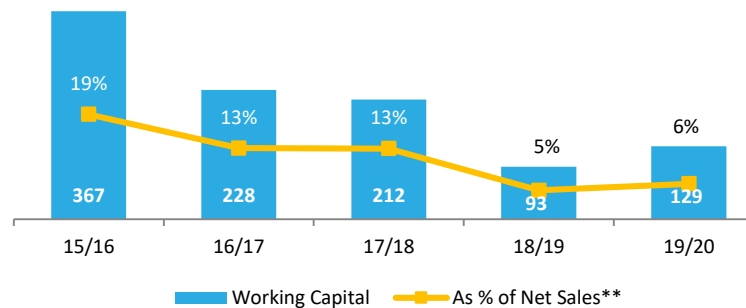
...build by Internally generated funds

SAR Mln



Working Capital*

SAR Mln



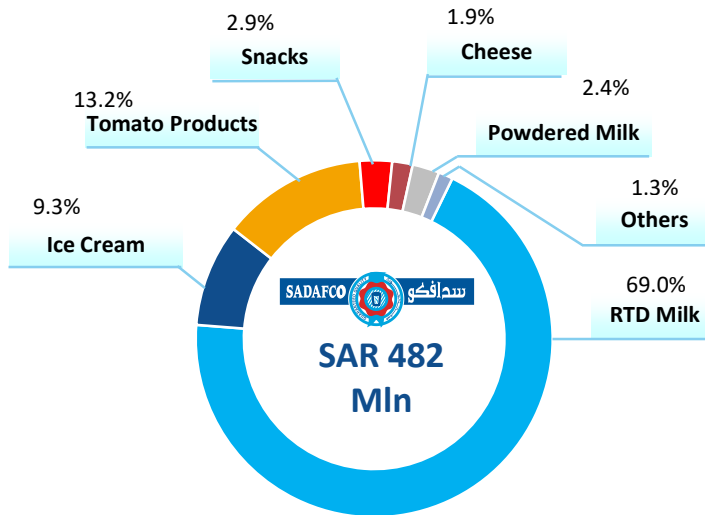
Note: *Working Capital calculated as Current Assets net of Current Liabilities.

Current Assets: Accounts receivable + Inventories + Deposits, prepayments & other current assets




Current Liabilities: Accounts payable + Due to related parties + Accrued zakat + Dividend payable + Accruals & other current liabilities

**Rolling 12-months net sales

Q4'19/20 Sales By Category*

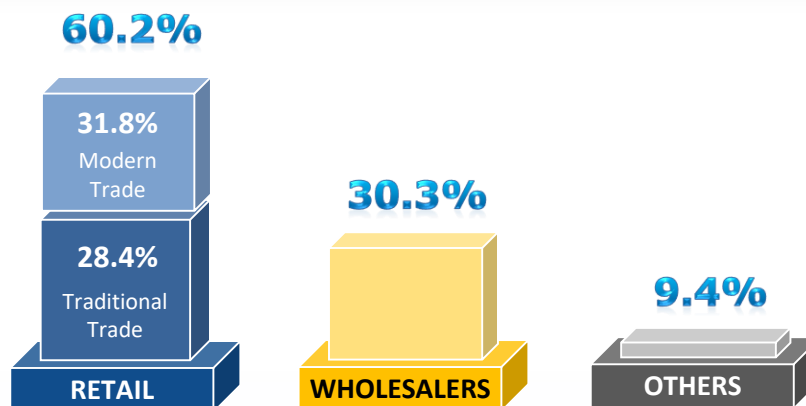


Key Category – Sales*

Categories	Net Sales – Q4'19/20 (SAR Mln)	% y-o-y growth
 RTD Milk	332.3	15.0%
 Ice Cream	44.8	19.1%
 Tomato Products	63.3	20.0%

Distribution Format*

% of Net Sales Q4'19/20



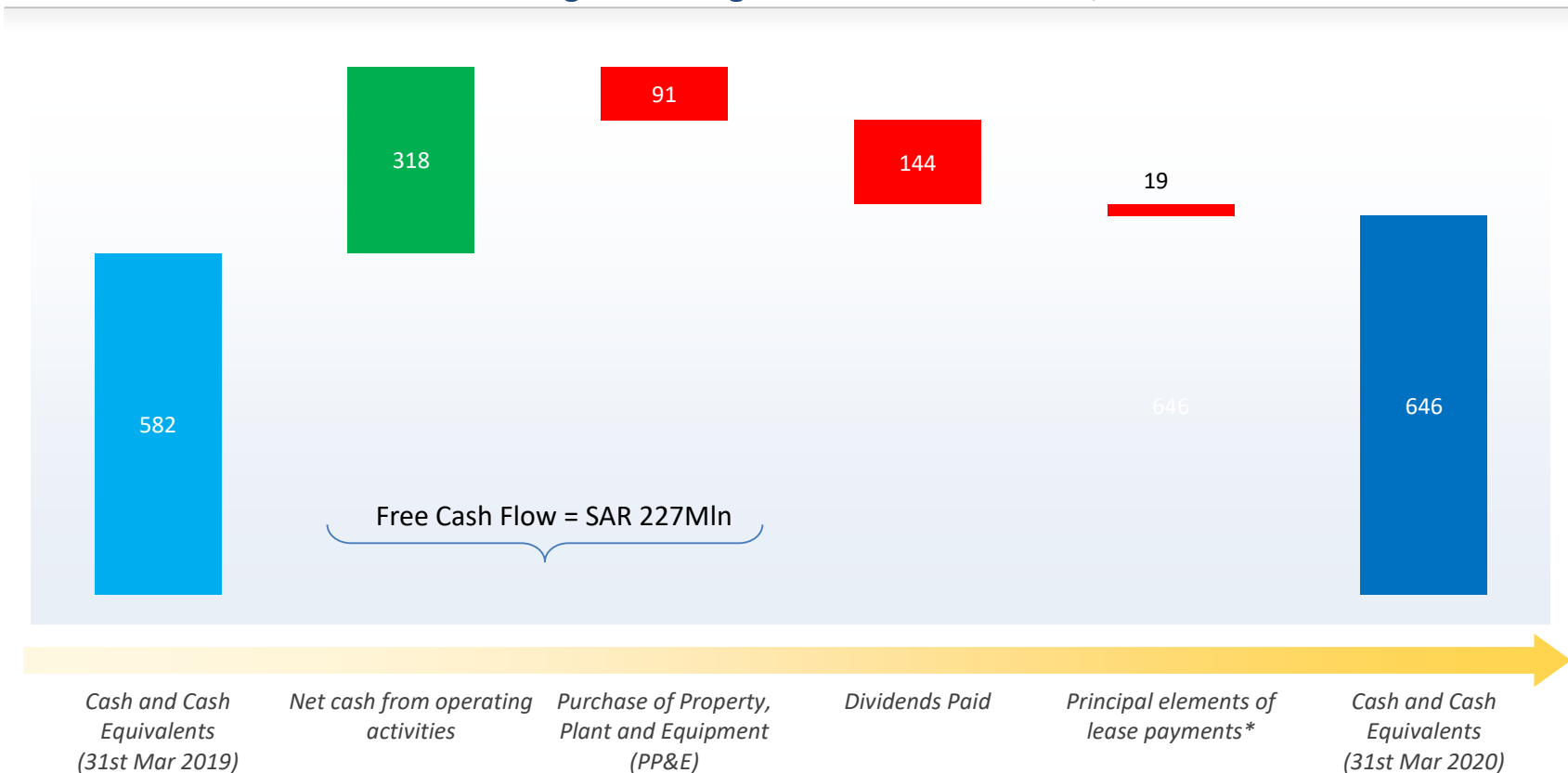
Traditional Trade & Modern Trade are the leading channels...with Wholesale also contributing significantly

*Note: SADAFCO Standalone figures.

Cash Flow Summary

SADAFCO Consolidated Cash Flow Bridge for rolling 12-months as of 31 Mar, 2020

SAR MIn



*Note: Includes Effect of exchange rate fluctuations on cash and cash equivalents



Ice Cream



UHT Milk

- UHT Milk - Whole, Low Fat, Skimmed, Gold Milk
- Flavored Milk
- Date Milk
- Milk Powder
- EVAP
- Laban



Tomato Products

- Tomato Paste
- Organic Tomato paste
- Tomato Paste Sachet
- Ketchup
- Fiery Ketchup



Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Snacks (Crispy)

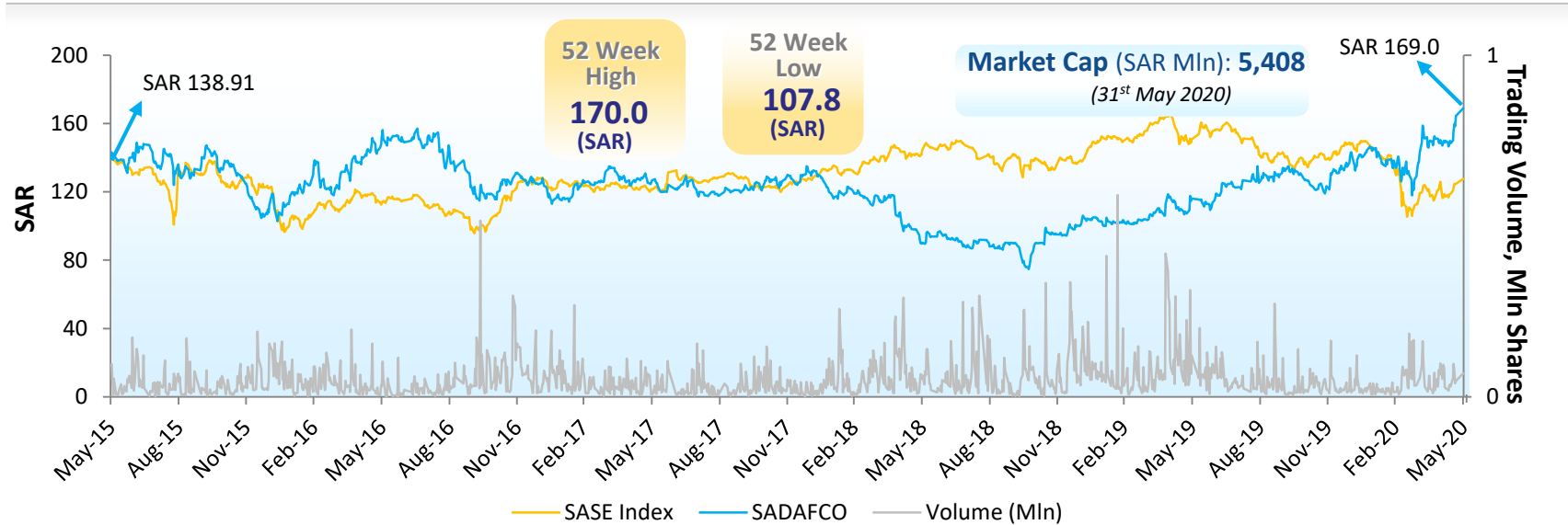


Other Products

- Butter
- French Fries
- Jump
- Cream
- Majestique
- Soy Drink
- Still Water (Still/Flavored Water)
- Juices
- Growing-up



Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 138.91 on 31st May 2015); Total shares outstanding (in thousands): 32,000

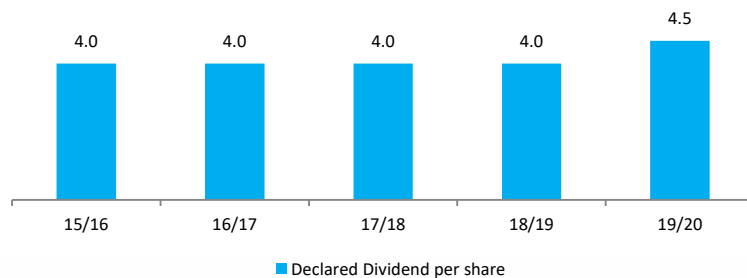
Consistent Dividends

SAR per share

**Compounded Annual
Return[#] of**

6.6%

over the last 5 years



Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 4th Dec 2019, assuming no reinvestment of dividends

This last year's performance represents a strong recovery following the previous couple of years where sales and profits fell. All three pillars grew sales and market share positions were at least in line with the prior year on a MAT (moving annual total) basis. Our Polish powder subsidiary had a stronger year as well, partly the result of higher global milk commodity prices and also due to consistently higher factory utilization.

We have not been unaffected by COVID, and the impact on our sales force and operations teams have at times interrupted our normal operations.

However, we have been able to continue producing and selling our products but have needed to take steps to primarily secure the health and wellbeing of our employees and their families, at additional cost to the company. We foresee that once we are through this period, it will take time to return back to how we operated before COVID, but feel that overall medium term impact will be negligible.