



Earnings

P r e s e n t a t i o n

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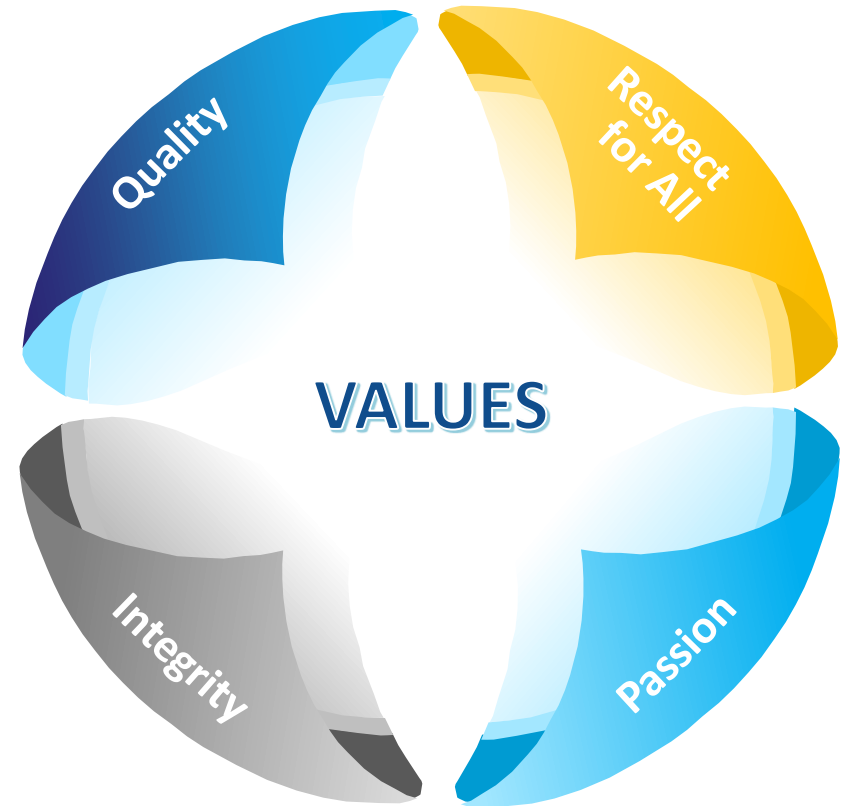
This presentation contains forward-looking statements that are made on the basis of current knowledge and assumptions. Various factors could cause future results, performance or events to differ materially from those mentioned in the presentation.

VISION

To be the *Brand of Choice*

MISSION

Develop, produce and market a range of nutritious food propositions for all age groups and create maximum shareholder value through teamwork



Sales

5.9%

YoY

9M'2016/17 :
SAR1,410mn

9M'2015/16 :
SAR1,499mn

9M'2016/17 :
SAR228mn

9M'2015/16 :
SAR181mn

Net Profit

26.3%

YoY

Cash Flow

Operating Cash Flows

9M'2016/17 : **SAR379mn**

9M'2015/16 : **SAR324mn**

Capital Expenditure

9M'2016/17 : **SAR62mn**

9M'2015/16 : **SAR51mn**

New Products



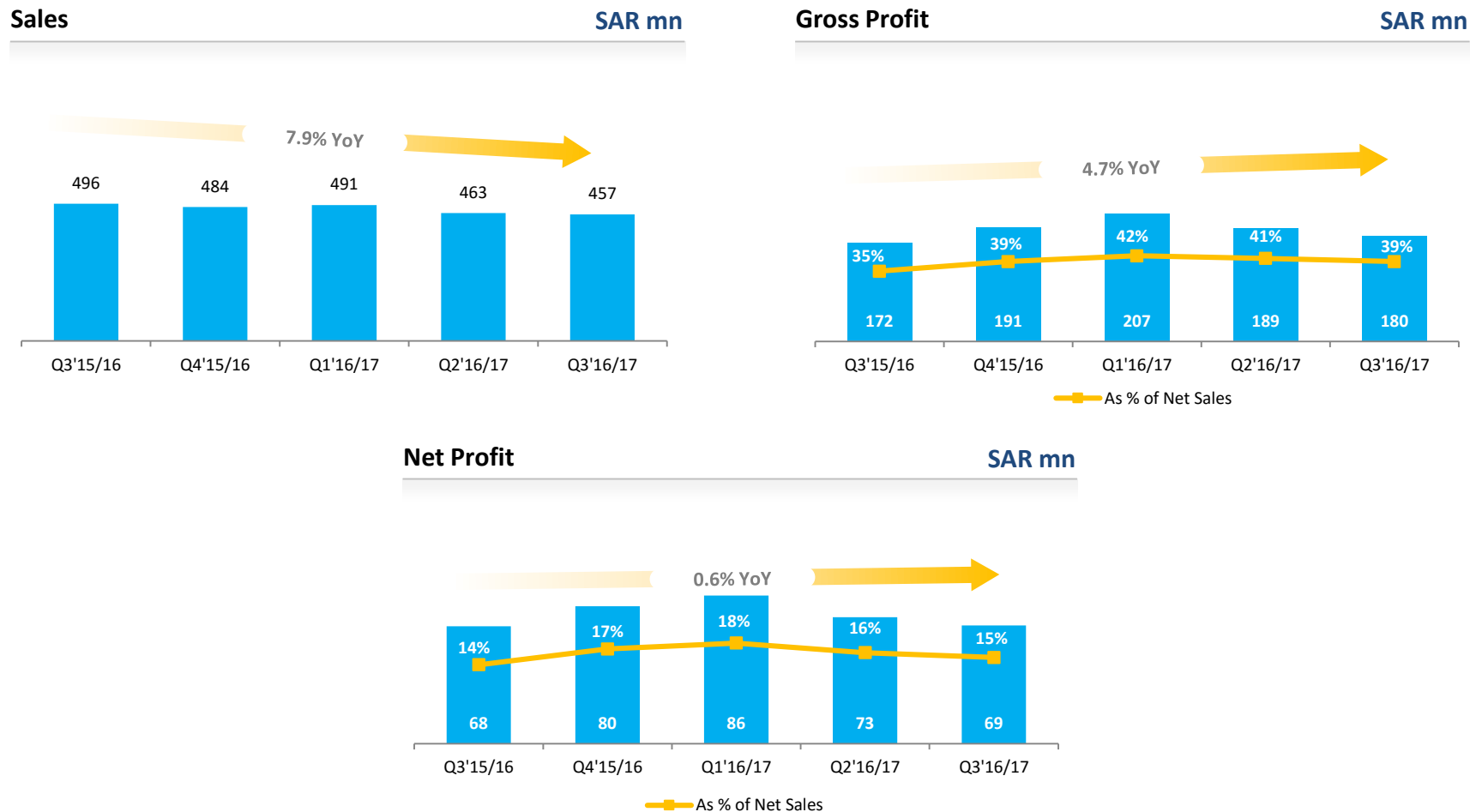
Recent Developments



Celebrating Saudia's **40th** Anniversary

▪ New Tabuk Depot:

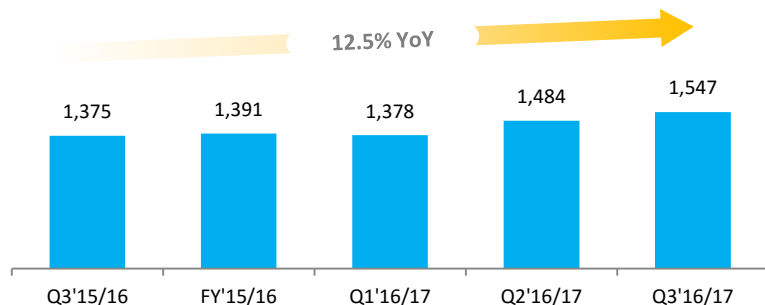
The Board of Directors approved the construction of a new warehouse in Tabuk at a cost of SAR 17 mn to replace the existing rented warehouse. It is expected to bring operational efficiency and cater to future growth.



Strong Balance Sheet

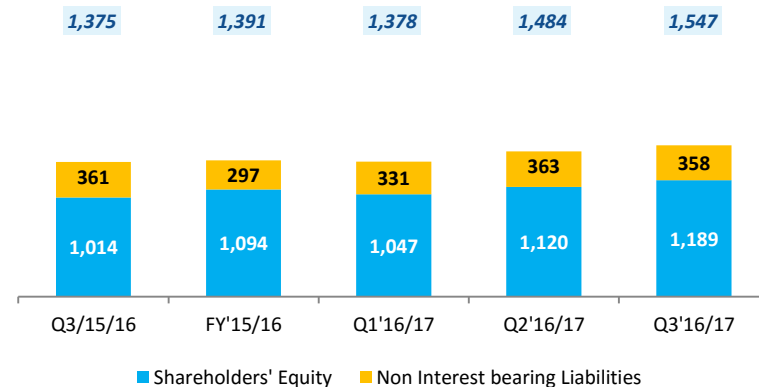
Steady Asset Base...

SAR mn



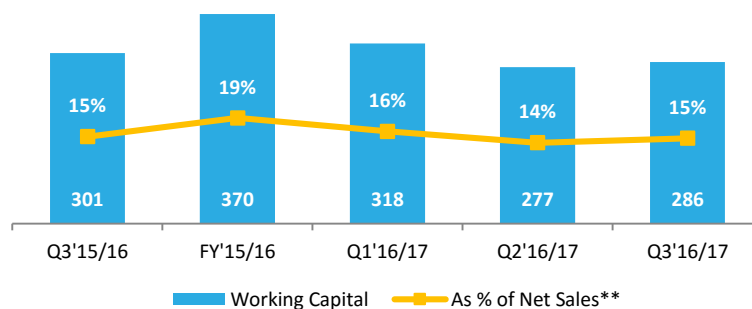
...build by Internally generated funds

SAR mn



Working Capital*

SAR mn



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 +

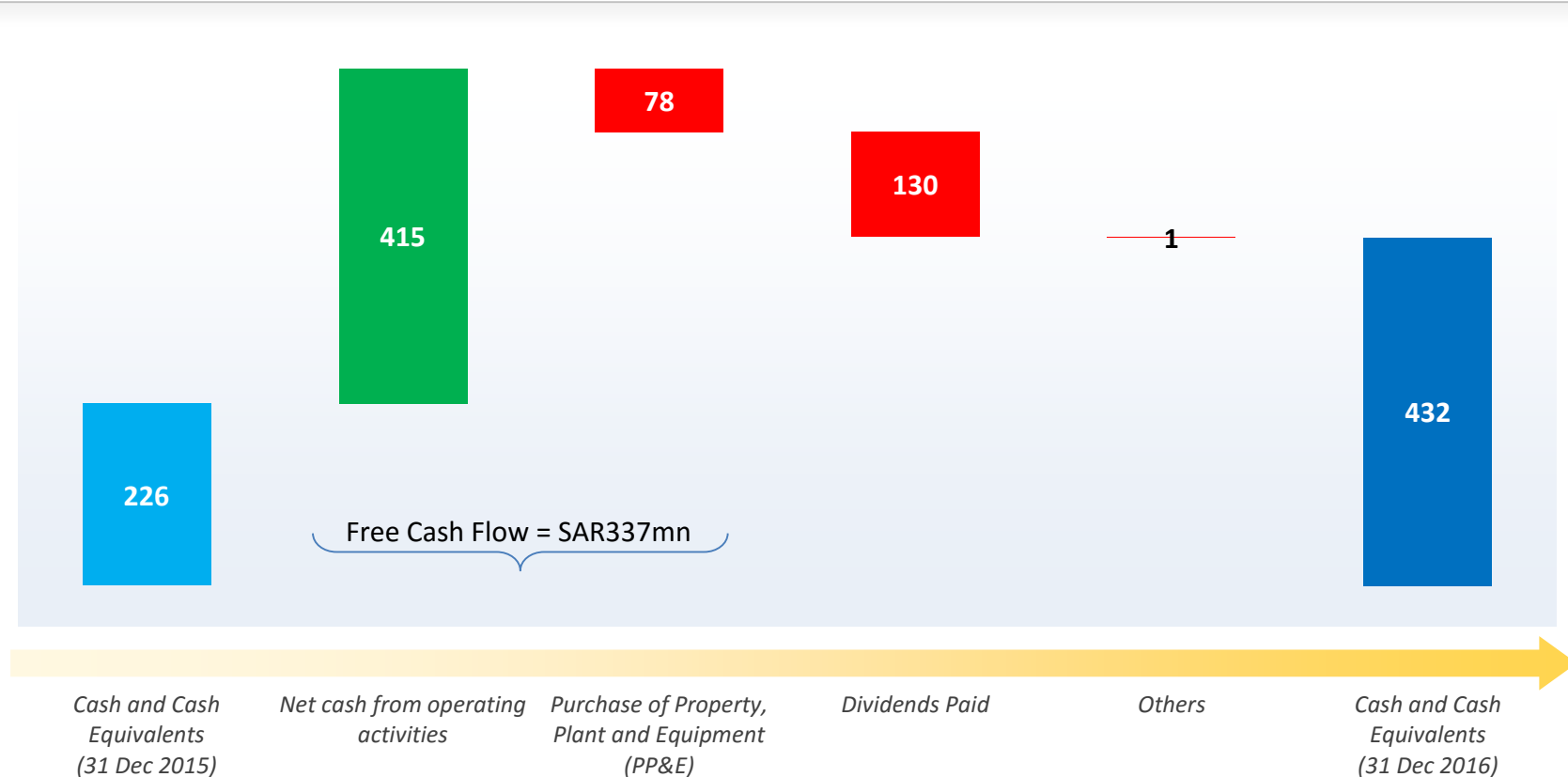
Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

Cash Flow Bridge for rolling 12-months as of 31 Dec, 2016

SAR mn



Distributed Dividend of SAR 4 per share for FY2015/16 in Q1'16/17



UHT Milk

- UHT Milk– Whole, Low Fat, Skimmed, Gold Milk
- Flavored Milk
- Date Milk



Milk Powder

- Milk Powder – Instant



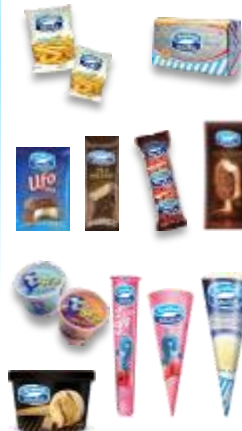
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



Tomato Products

- Ketchup
- Tomato paste



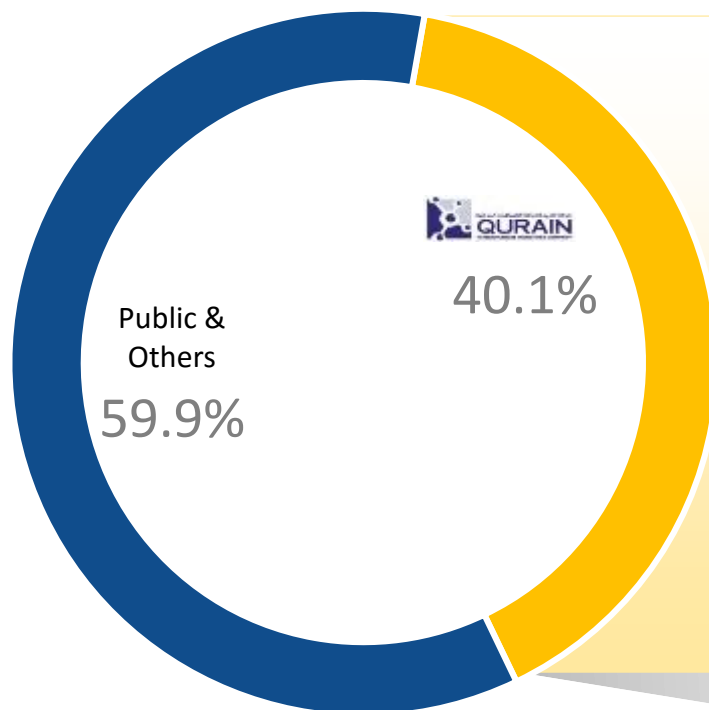
Others

- Arabic Coffee
- Laban & Twist
- Crispy
- Cream
- Juices–Growing-up
- EVAP
- Majestique
- Soy Drink



Shareholding

(as of 12 January 2017)

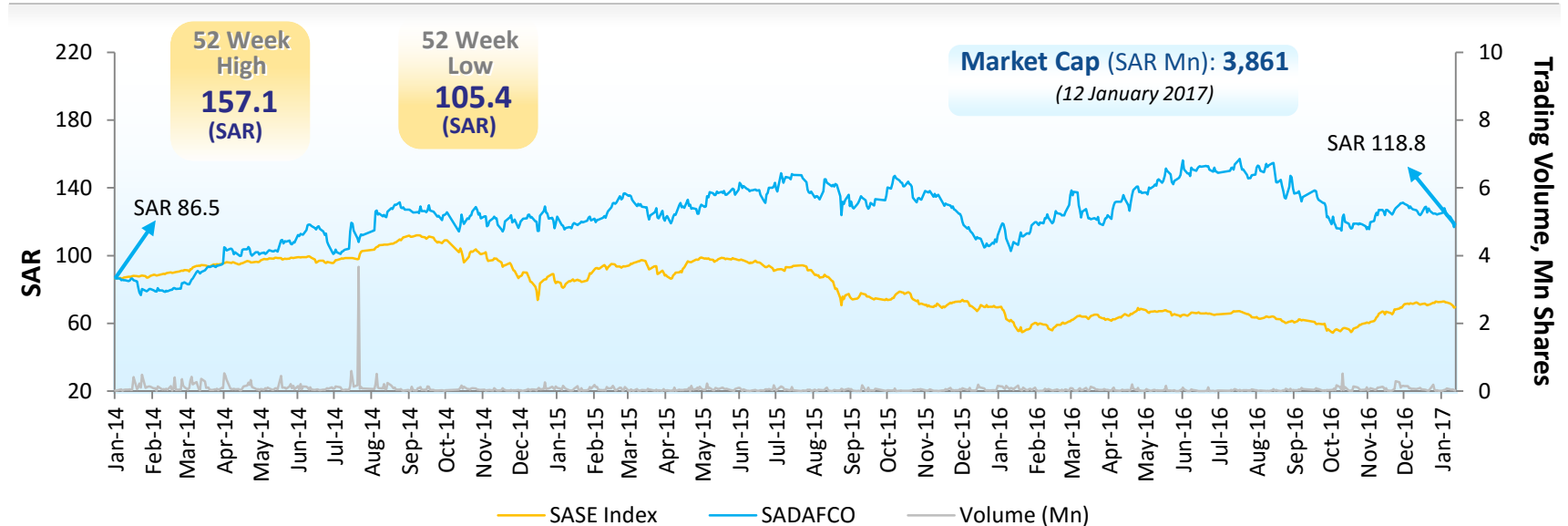


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFECO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is an associate of KIPCO group, which is one of the biggest diversified holding companies in the Middle East and North Africa. KIPCO Group has assets of around USD 32 billion under management or control
- KIPCO and QPIC both are listed on the Kuwait Stock Exchange

Source: Tadawul Stock Exchange

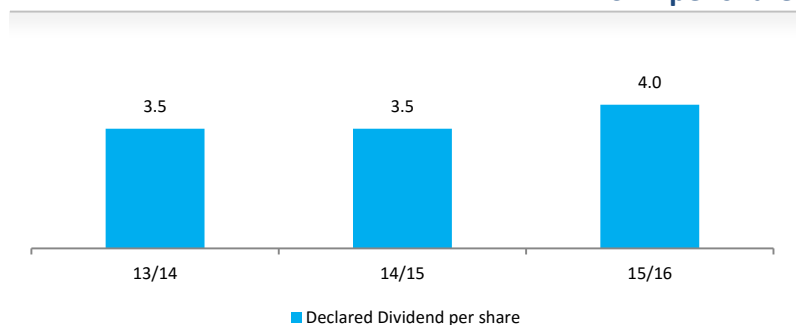
Shareholders' Returns

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 86.5 on 01 January 2014)

Consistent Dividends



Compounded Annual
Return[#] of

16.3%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 31 Dec 2016, assuming no reinvestment of dividends



*“SADAFCO’s focus is on maintaining
its **premium branded position**
while delivering **healthy margins**
in the current market environment
&*

*Ensuring **Strong Cash position** and **consistent good
earning ratios** thus continue to add value to
Shareholders’ equity*