



Earnings Presentation

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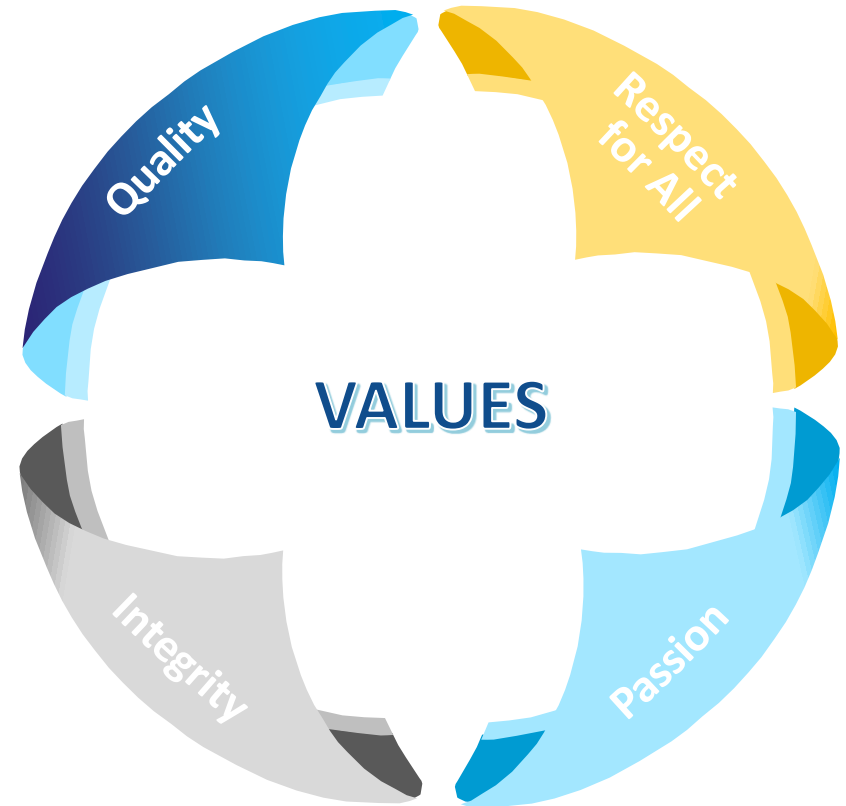
Our Vision, Mission & Values

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

4.8%

YoY

Q1'2017/18 :
SAR453mn

Q1'2016/17 :
SAR476mn

Q1'2017/18 :
SAR77mn

Q1'2016/17 :
SAR84mn

Net Profit

8.5%

YoY

Cash Flow

Cash and Deposit Balances

Q1'2017/18 : **SAR505mn**

Q1'2016/17 : **SAR543mn**

Above balance after
dividend payment of **SAR130mn**

Capital Expenditure

Q1'2017/18 : **SAR25mn**

Q1'2016/17 : **SAR34mn**

Recent Developments

Two significant investments currently under construction, which will result in revenue increase, cost savings and operational efficiencies

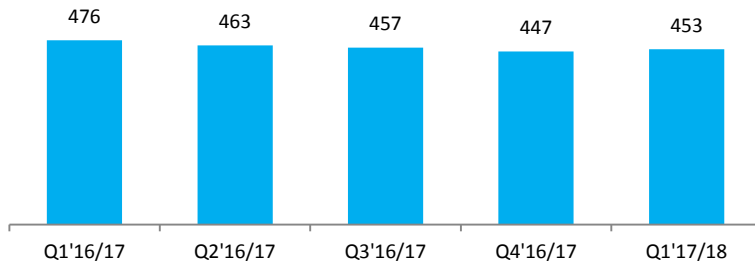
Jeddah Central Warehouse



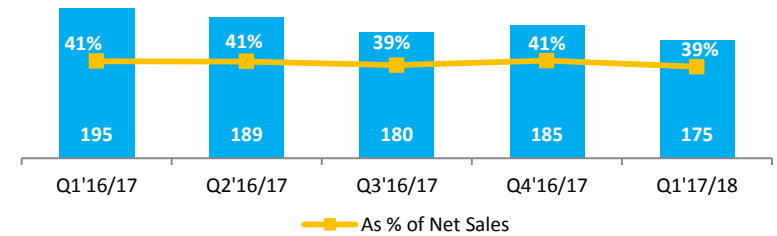
Tabuk Depot



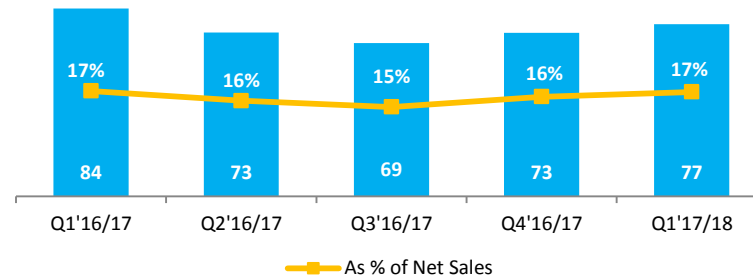
Sales SAR mn



Gross Profit SAR mn



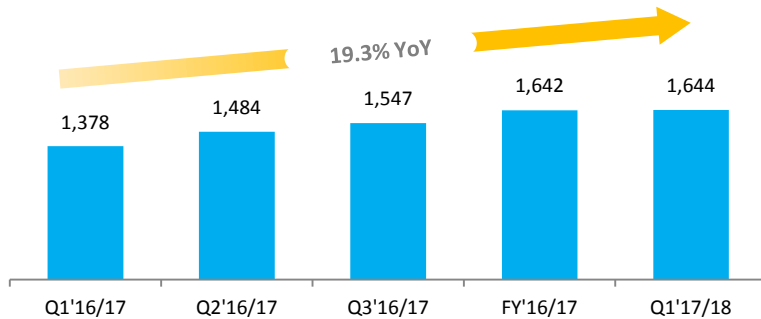
Net Profit SAR mn



Strong Balance Sheet

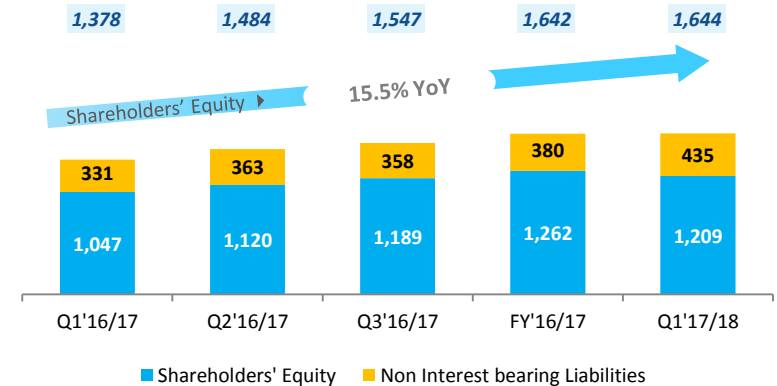
Steady Asset Base...

SAR mn



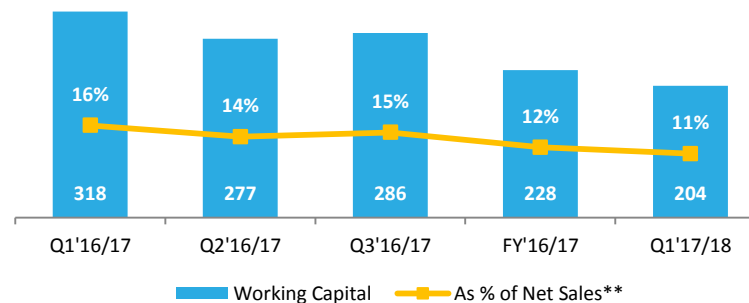
...build by Internally generated funds

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 +

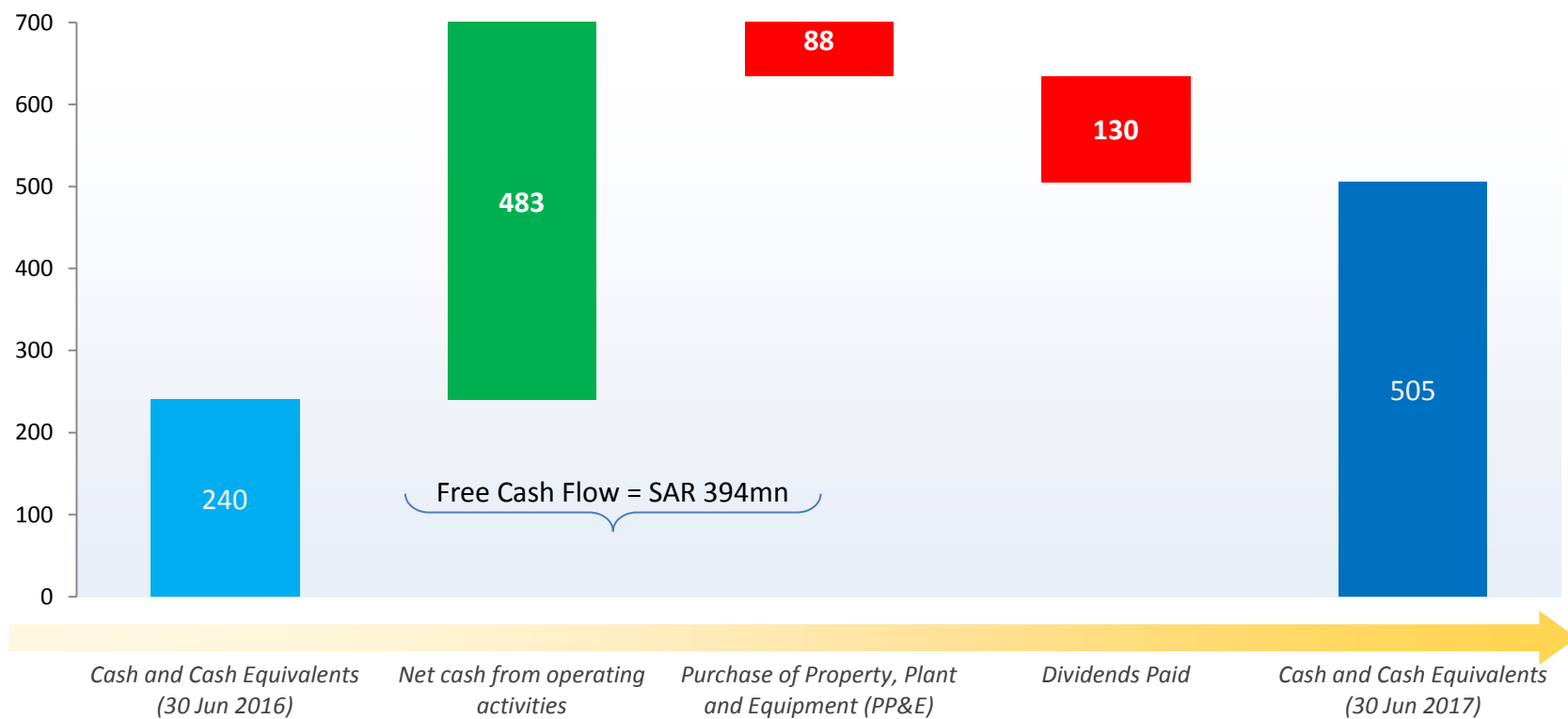
Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

Cash Flow Bridge for rolling 12-months as of 30 June, 2017

SAR mn



Distributed Dividend of SAR 4 per share for FY2016/17 in Q1'17/18



UHT Milk

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



Milk Powder

- Milk Powder – Instant



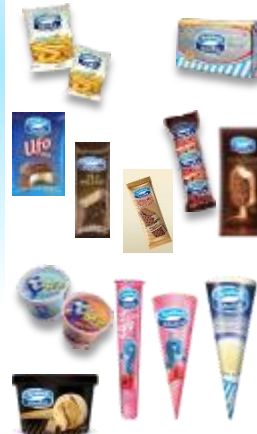
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



Tomato Products

- Ketchup
- Tomato paste



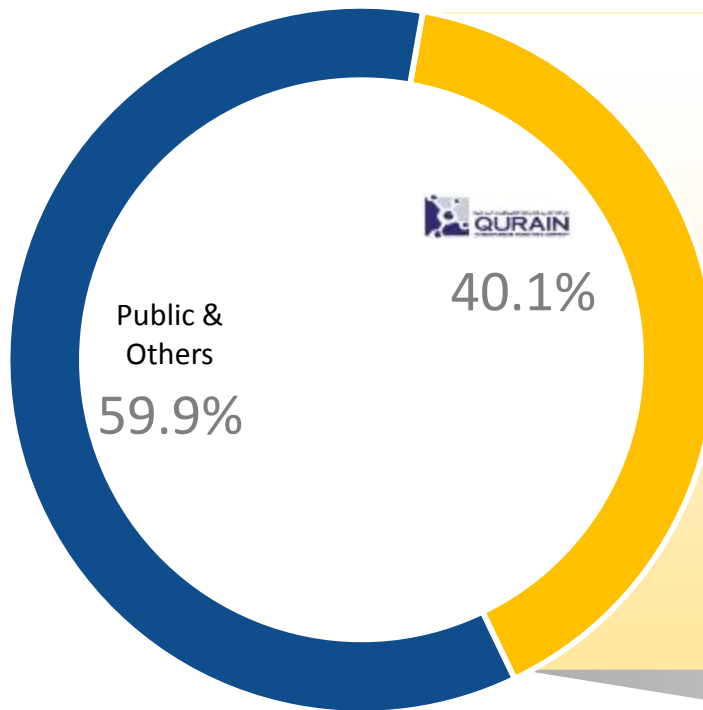
Others

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



Shareholding

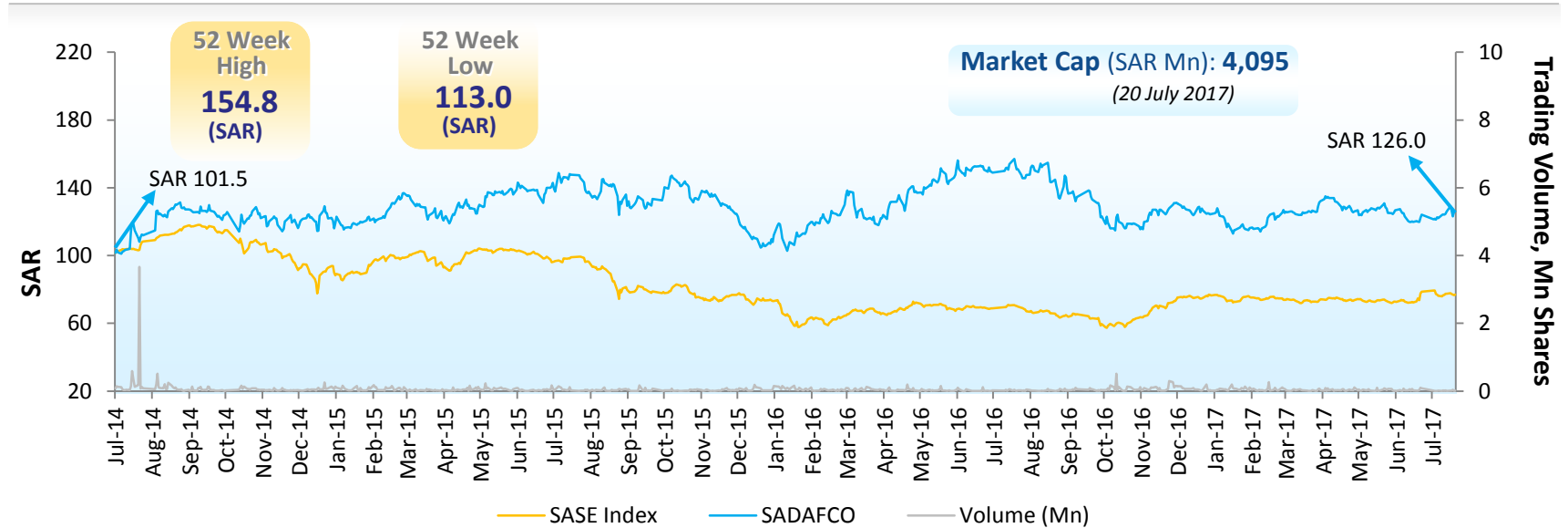
(as of 20 July 2017)



- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- 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

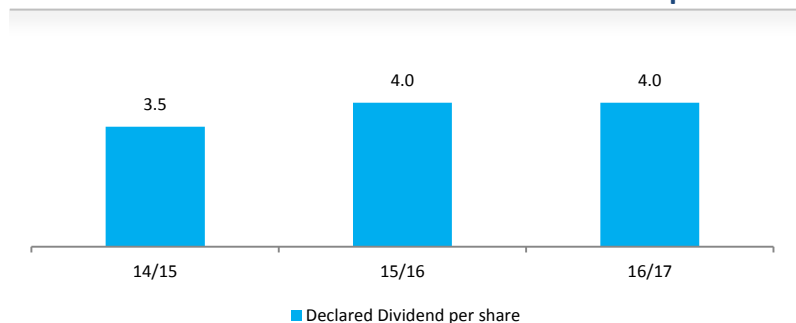
Source: Tadawul Stock Exchange

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 101.5 on 01 July 2014)

Consistent Dividends



Compounded Annual
Return[#] of

10.3%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 30 June 2017, assuming no reinvestment of dividends

“ With a general slowdown in the consumption pattern coupled with the holiday season, there was a reduction in sales.

*However, despite the overall market conditions, we have managed to deliver **consistent net margins**.*

*Our key products **continued to strengthen their market share**.*

*Our conscious efforts on the **cost and credit controls** and continuous **enhancement of efficiency** in delivery & customer service will help us in producing **consistent results** in the ensuing quarters.”*