



Earnings

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

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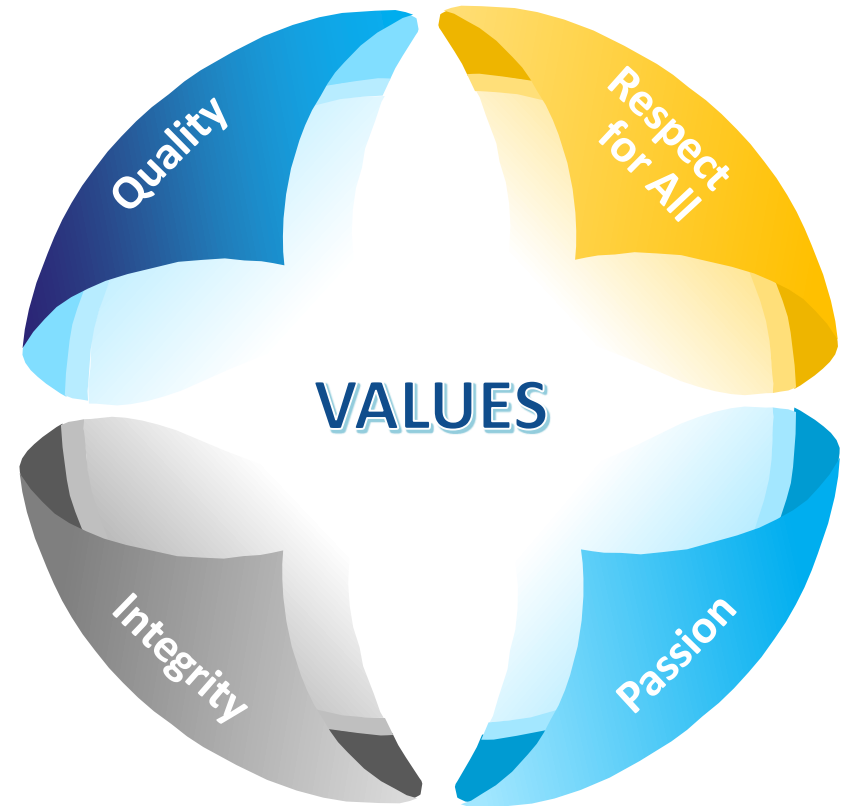
This presentation contains forward-looking statements that are made on the basis of current knowledge and assumptions. Various factors could cause future results, performance or events to differ materially from those mentioned in the presentation.

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

5.7%

YoY

Q1'2016/17 :
SAR491mn

Q1'2015/16 :
SAR521mn

Q1'2016/17 :
SAR86mn

Q1'2015/16 :
SAR59mn

Net Profit

47.3%

YoY

Cash Flow

Operating Cash Flows

Q1'2016/17 : **SAR161mn**

Q1'2015/16 : **SAR117mn**

Capital Expenditure

Q1'2016/17 : **SAR34mn**

Q1'2015/16 : **SAR18mn**

New Products



Laban
200ml & 1L



Soy Drink
1L



Date Milk
200ml & 1L

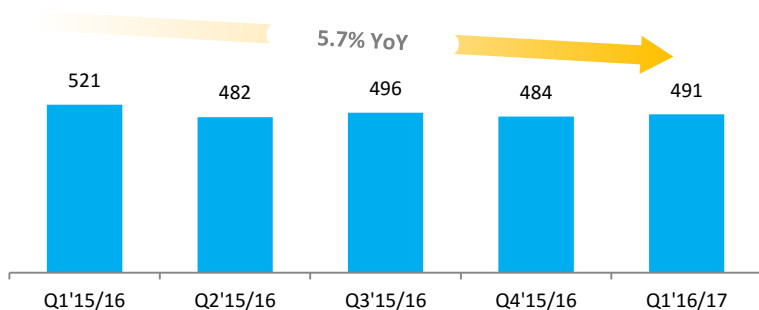
Recent Developments



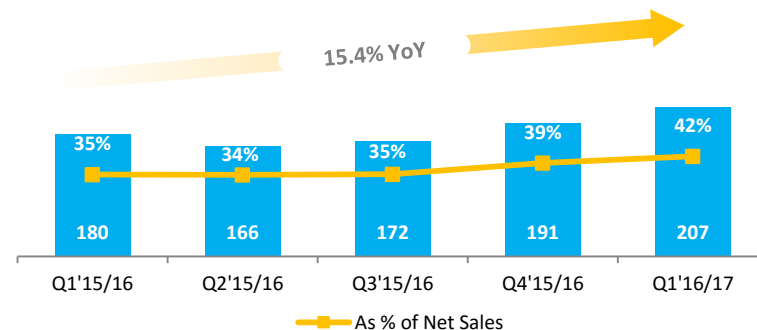
Celebrating **Saudia's 40th Anniversary**

- **Distributed dividend of SAR4** per share for FY2015/16
- **MOU for SELECT concluded:**
Land transferred in SADAFCO's name; will facilitate future growth and enhance cost efficiencies

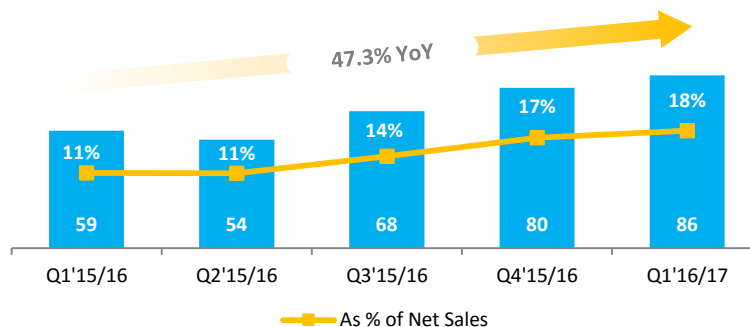
Sales SAR mn



Gross Profit SAR mn



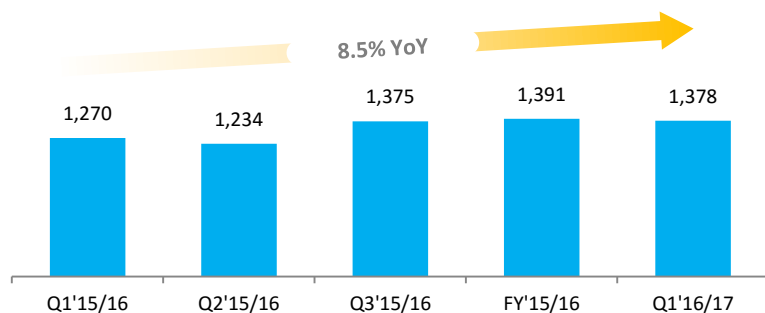
Net Profit SAR mn



Strong Balance Sheet

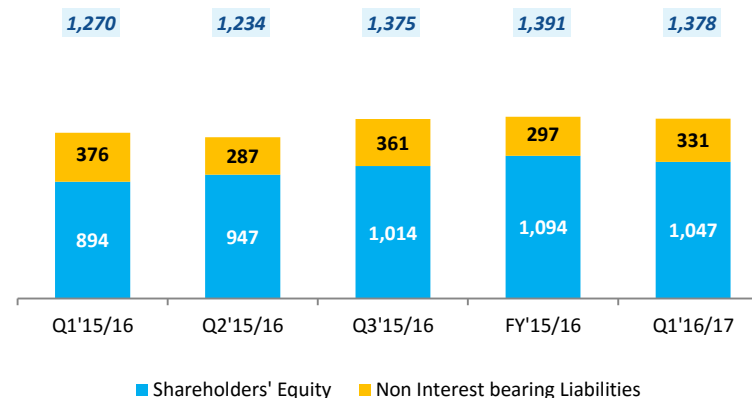
Steady Asset Base...

SAR mn



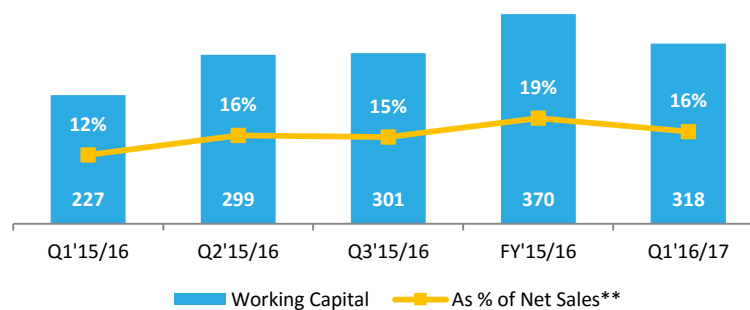
...build by Internally generated funds

SAR mn



Working Capital*

SAR mn



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

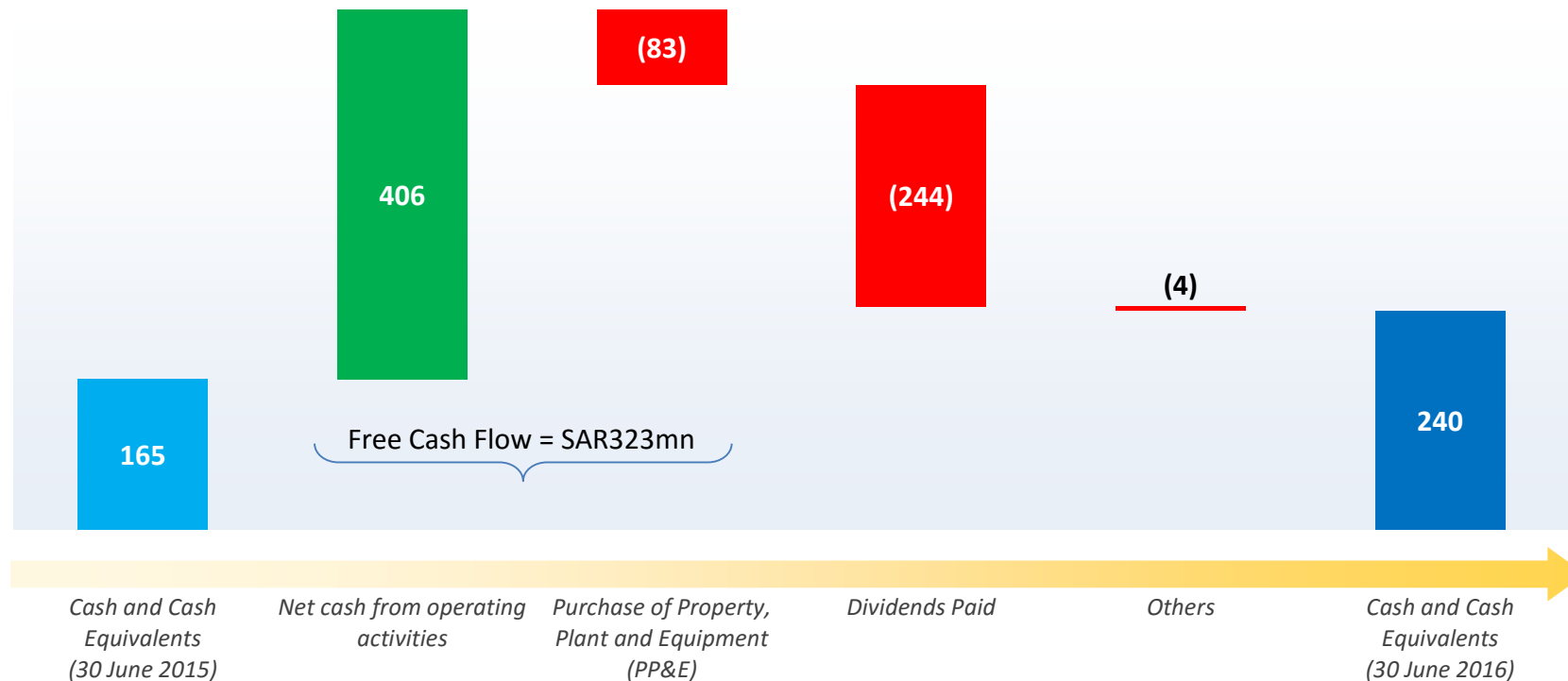
Current Assets: Accounts receivable + Inventories + Deposits, prepayments & other current assets
Current Liabilities: Accounts payable + Due to related parties + Accrued zakat + Dividend payable + Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

Cash Flow Bridge for rolling 12-months as of 30 June, 2016

SAR mn



Distributed Dividend of SAR 4 per share for FY2015/16

Note: Dividends of SAR 3.5 per share for 2014/15 paid in Q2 of 2015/16



UHT Milk

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



Milk Powder

- Milk Powder – Instant



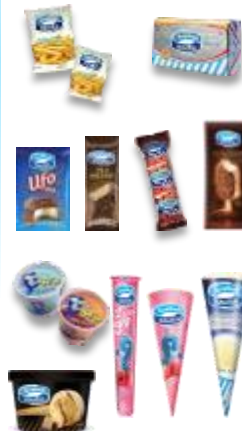
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



Tomato Products

- Ketchup
- Tomato paste



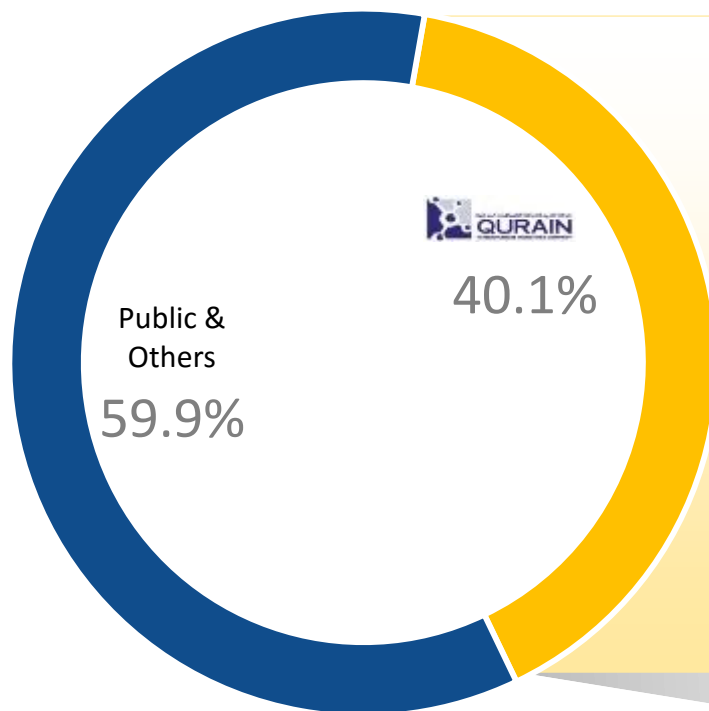
Others

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



Shareholding

(as of 18 July 2016)

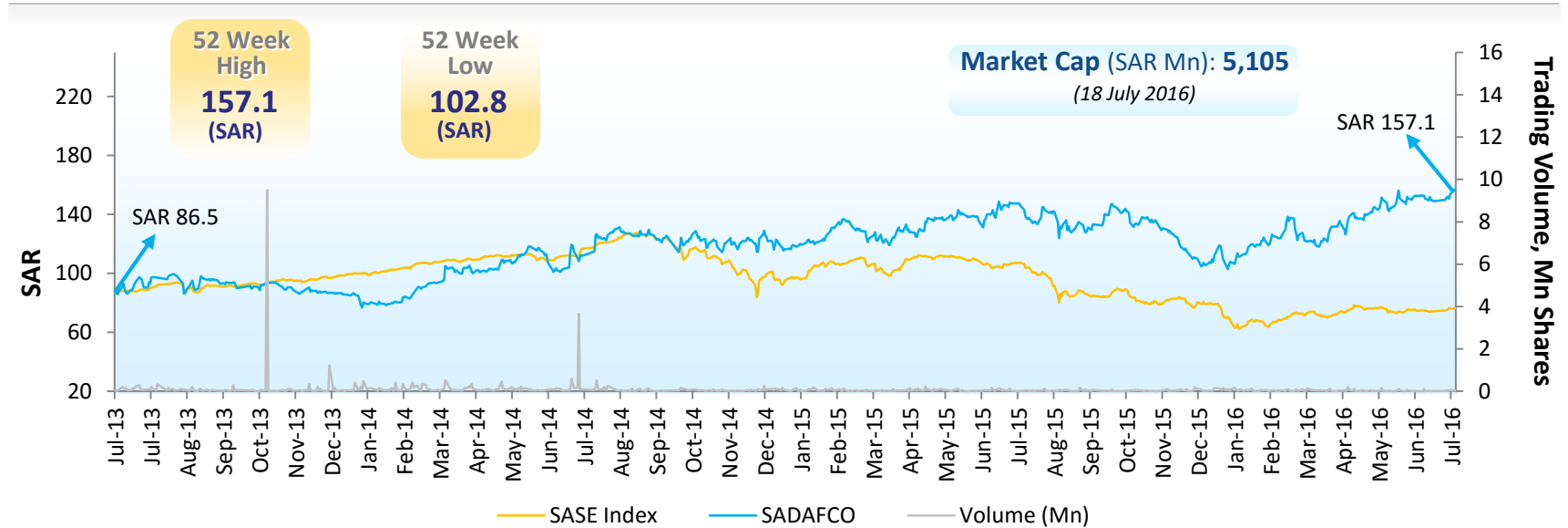


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is owned by KIPCO, which is one of the biggest diversified holding companies in the Middle East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

Source: Tadawul Stock Exchange

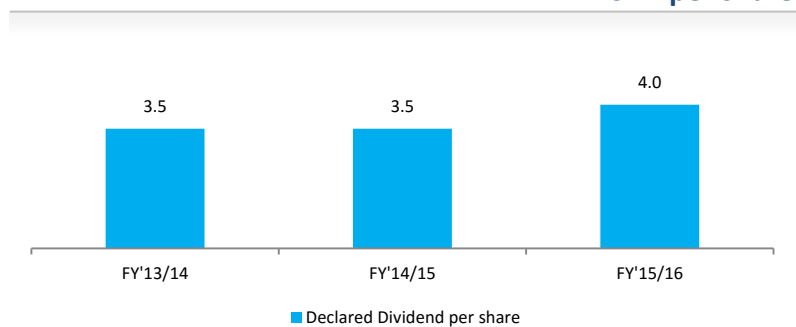
Shareholders' Returns

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 86.5 on 01 July 2013)

Consistent Dividends



Compounded Annual
Return[#] of

22.6%

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 2016, assuming no reinvestment of dividends



*“SADAFCO will continue to invest in
strong **branded market positions**,
maintain **low leveraging** and **strong capital ratios**,
while contributing to
consistent shareholders’ equity growth”*