



Earnings Presentation

May 2022



Disclaimer

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 628Mln for Q4' 2021/22, an increase of 20.3% vs same quarter last year.
- ▶ Net profit for Q4' 2021/22 stood at SAR 63Mln, an increase of 12.3% compared to same period last year.
- ▶ Tomato Products² saw a healthy growth in sales of 23.9% vs same quarter last year.
- ▶ Strengthened market leading position for Ice Cream and Tomato products² with further market share gains.
- ▶ Favorable product and channel mix resulted in a healthy Gross Margin despite a sustained increase in global commodity prices and logistics costs.

New Products Launches



Oat Milk | 1ltr



Mayonnaise | 946g & 430g

Recent Developments



- ▶ New Ice cream factory in Jeddah was inaugurated by his Excellency Minister of Industry and Mineral Resources Mr. Bandar bin Ibrahim Alkhorayef, and the factory has commenced operations.
- ▶ SADAFCO announces construction of a new depot in Makkah to provide long-term infrastructure solutions to both the distribution and logistic operations.

¹ Milk includes Plain Milk, Flavored Milk, Junior, Milk Powder, EVAP, Cream and Laban Fruit Drink

² Tomato Products include Tomato Paste and Ketchup

Business Highlights

Financial Highlights- SADAFCO

Sales

3.1%
YoY

FY'2021/22:
SAR2,170Mln
FY'2020/21:
SAR2,105Mln

Net Profit

19.9%
YoY

FY'2021/22:
SAR209Mln
FY'2020/21:
SAR261Mln

Non-Current Assets

7.7%
YoY

FY'2021/22:
SAR1,024Mln
FY'2020/21:
SAR951Mln

SADAFCO's Market Share*



UHT Milk
58.1%



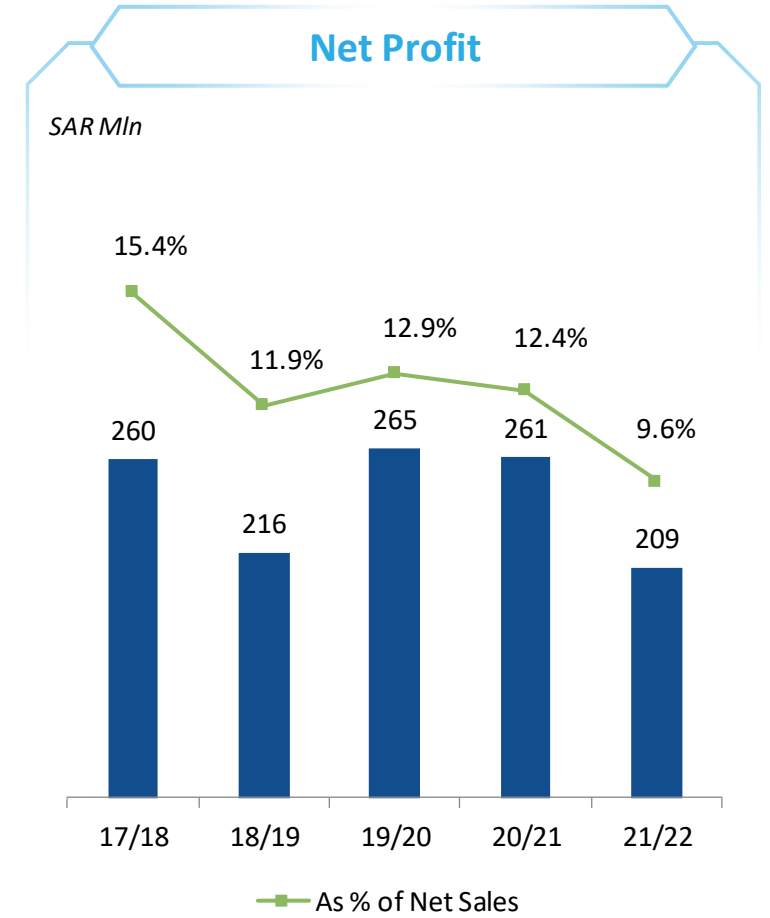
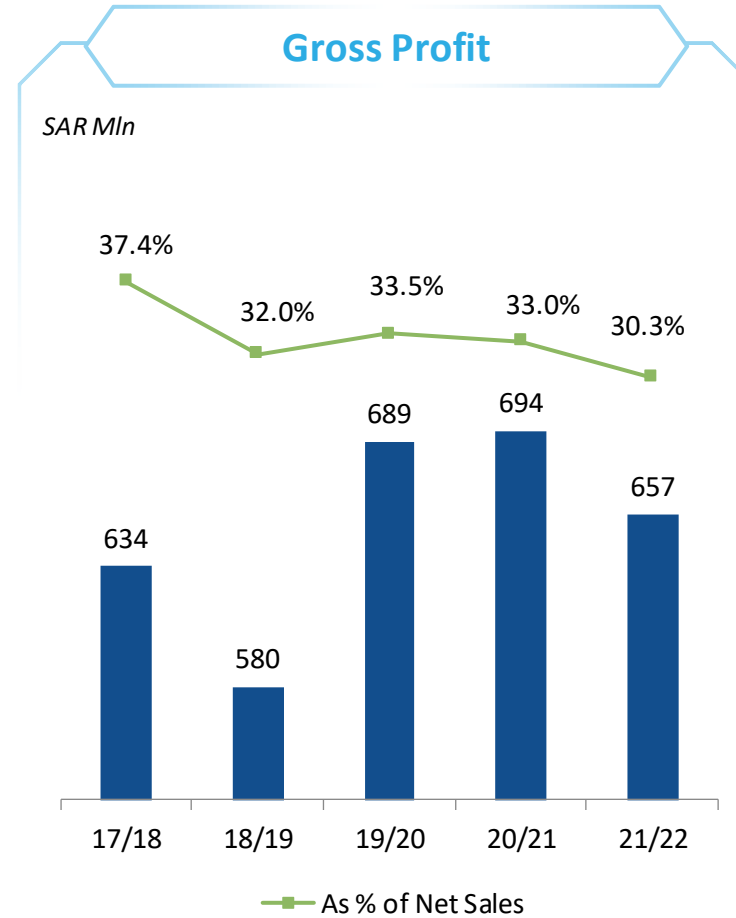
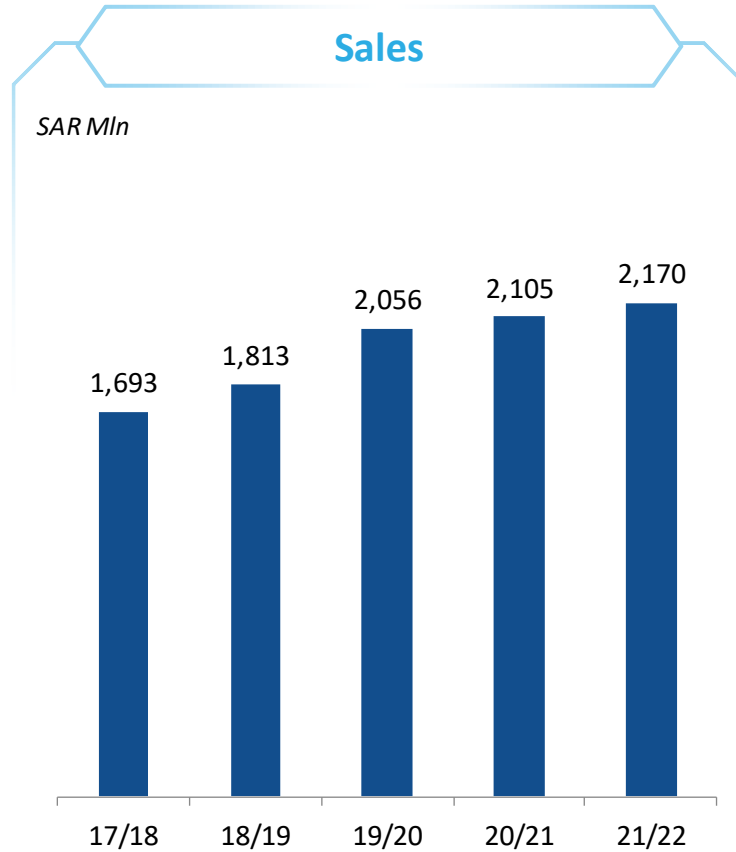
Tomato Paste
52.1%



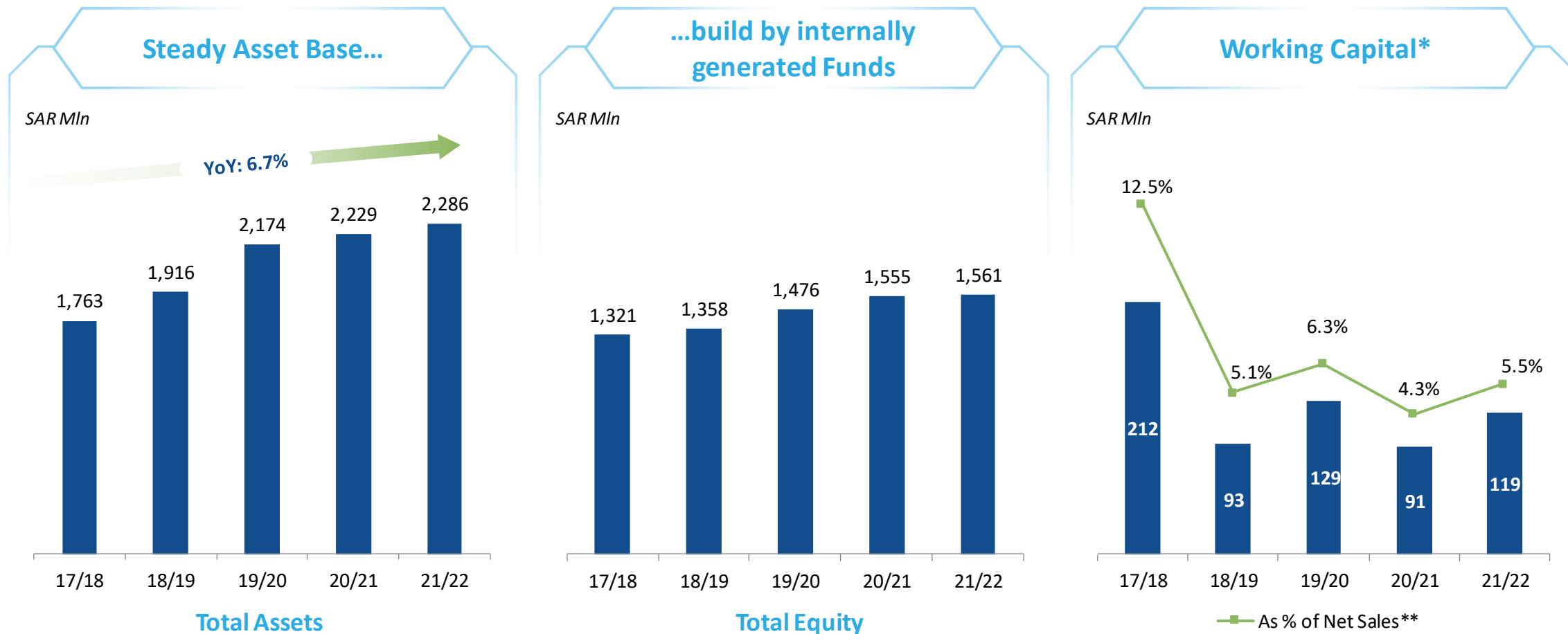
Ice Cream
28.3%

*MAT as of Mar' 22 (Source: Nielsen Retail Audit)

Sales & Profitability



Balance Sheet



Note:

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

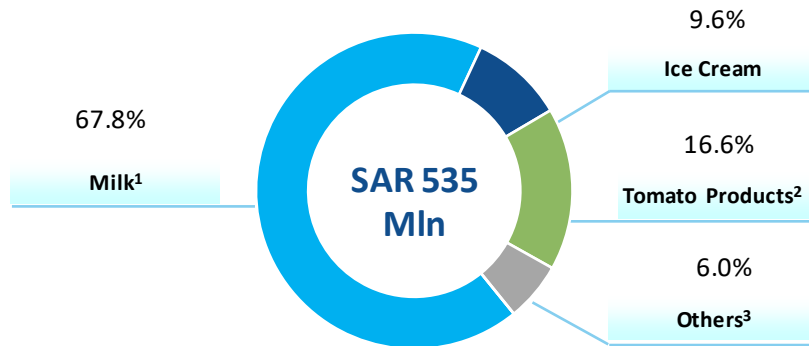
Current Assets: Account receivables + Inventories + Deposits, prepayments & other current assets

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

**Rolling 12-months net sales

Sales Reporting

Q4'21/22 Sales By Category*






¹ Milk includes Plain Milk, Flavored Milk, Junior, Milk Powder, EVAP, Cream and Laban Fruit Drink

² Tomato Products include Tomato Paste and Ketchup

³ Others include Snacks, Cheese, French Fries, Butter, Drinks etc

*Note: SADAFCO Standalone figures

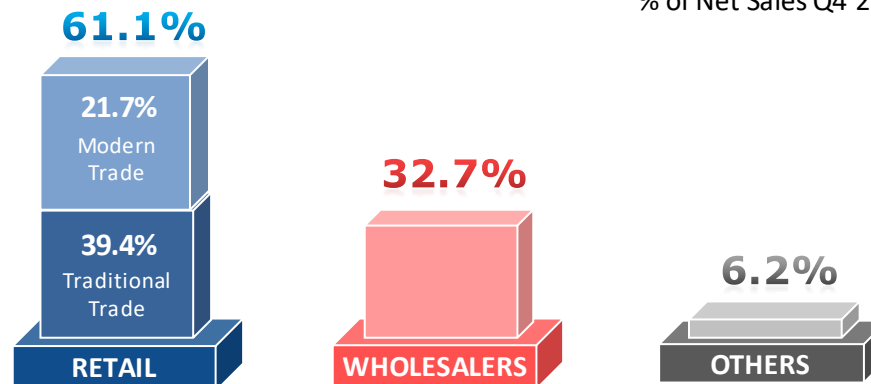
Key Category – Sales*

	Net Sales – Q4'21/22 (SAR Mln)	% y-o-y growth
 Milk ¹	362	11.8%
 Ice Cream	51	-6.1%[^]
 Tomato Products ²	89	23.9%

[^]Lower sales for Ice Cream category in Q4'21/22 due to Ramadan and Winter seasonality. Growth in FY'21/22 was 10%

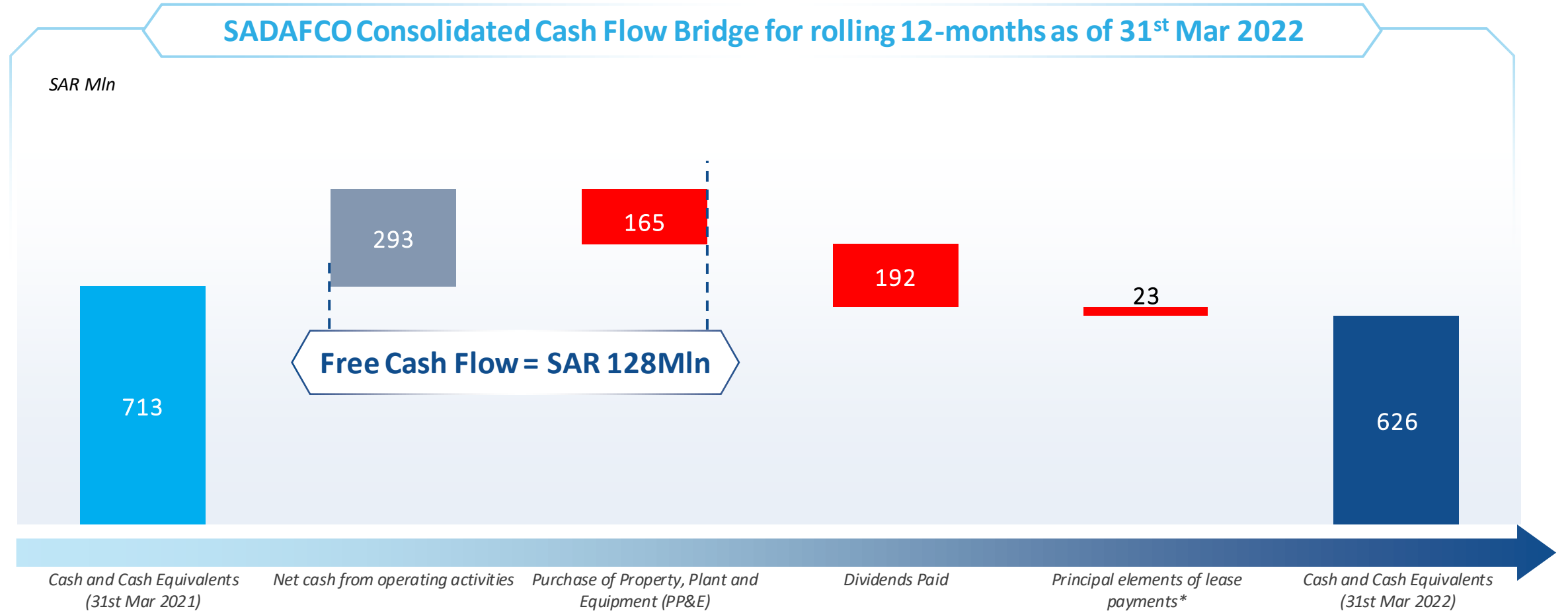
Distribution Format*

% of Net Sales Q4'21/22



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

Cash Flow Summary



*Note: Includes Principal elements of lease payments, Effect of exchange rate fluctuations on cash and cash equivalents etc.

Product Portfolio



Ice Cream



UHT Milk

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



Tomato Products

- Tomato Paste
- Organic Tomato Paste
- Ketchup
- Fiery Ketchup



Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Snacks (Crispy)



Other Products

- Butter
- French Fries
- Laban Fruit Drink
- Cream (Thick, Sterilized & Analogue)
- Soy Drink
- Water (Still & Flavored)
- Treato (Drinkable Snacks)
- Mayonnaise



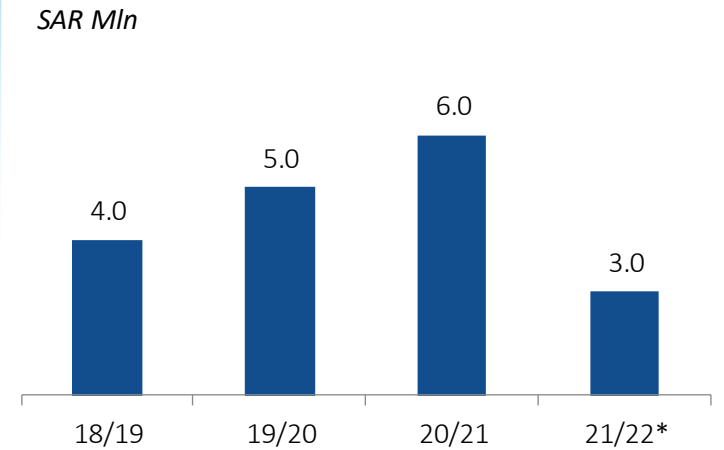
Shareholders' Returns

Share Price Performance



Source: Tadawul, Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 57.0 on 28th Mar 2012); Total shares outstanding (in thousands): 32,000

Consistent Dividends



■ Declared Dividend per share

Note: *Dividend for the first half of the fiscal year ended on 31-03-2022

**Compounded
Annual Return[#]
of **~14.2%**
over the last 10 years**

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 31st Mar 2022, assuming no reinvestment of dividends

Going Forward...

SADAFCO has been able to deliver net margin of 9.6% in a challenging year through close focus on value generation activities on profitable categories while bringing efficiencies in our operations, logistics and distribution.

The year has witnessed tremendous increase in raw material and logistic costs across the world resulting in high end inflation in food prices throughout the globe. At the same time cost of doing business is also putting pressure on producers.

Work on Makkah Depot project of SAR 27 Mln has been initiated and is expected to finish during the Financial Year 2022-23.



Trusted by Generations

