



Earnings

Presentation

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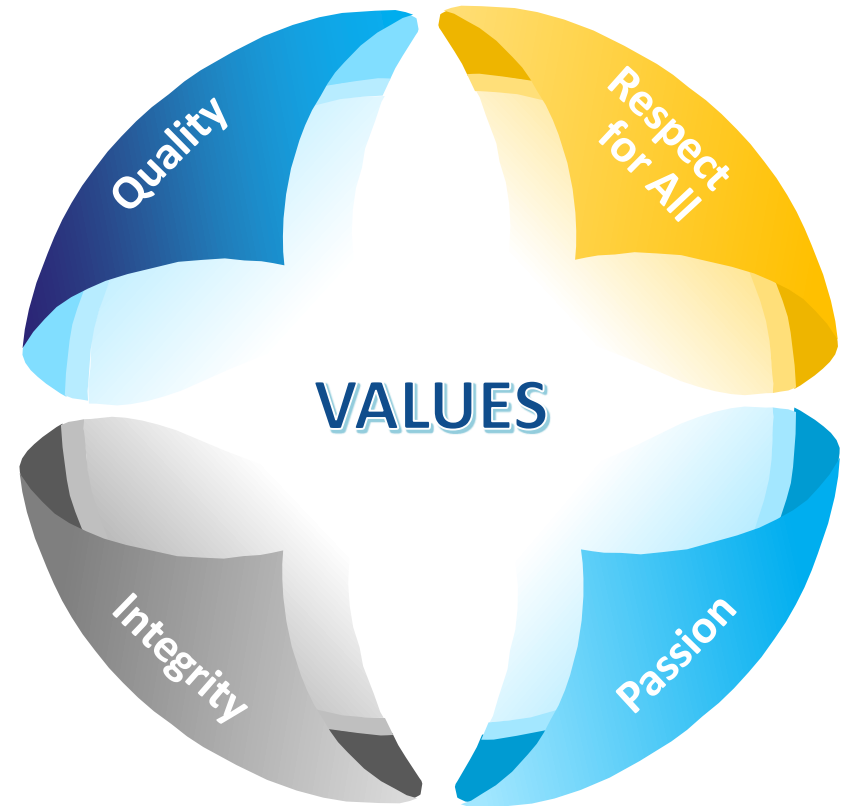
Our Vision, Mission & Values

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

4.9%

YoY

H1'2016/17 :
SAR953mn

H1'2015/16 :
SAR1,003mn

H1'2016/17 :
SAR160mn

H1'2015/16 :
SAR113mn

Net Profit

41.8%

YoY

Cash Flow

Operating Cash Flows

H1'2016/17 : **SAR299mn**

H1'2015/16 : **SAR233mn**

Capital Expenditure

H1'2016/17 : **SAR43mn**

H1'2015/16 : **SAR24mn**

New Products

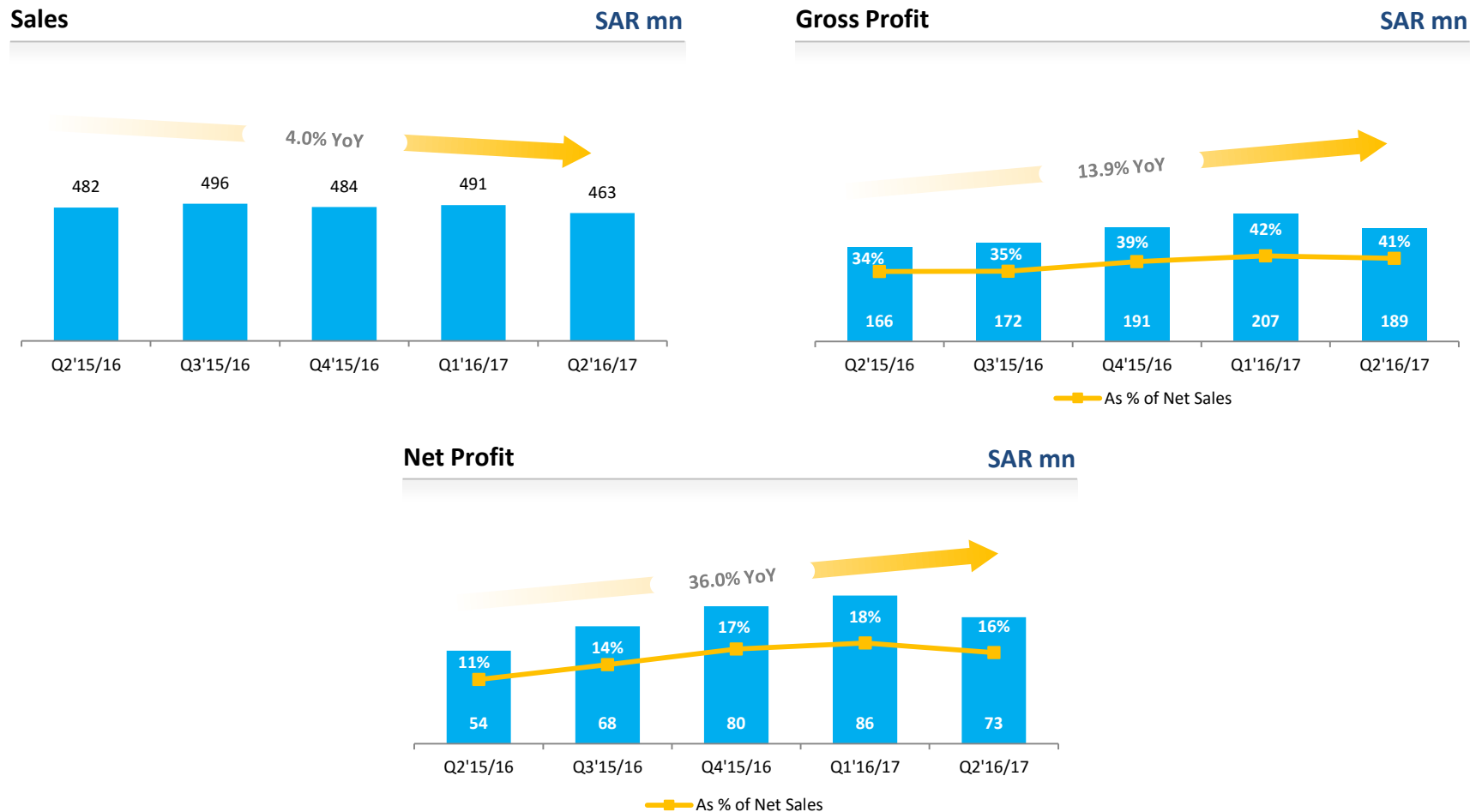


Recent Developments



Celebrating Saudia's **40th** Anniversary

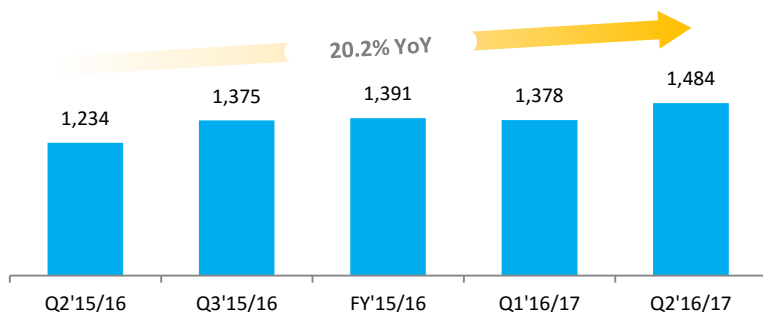
- **Distributed dividend of SAR 4** per share for FY2015/16
- **MOU for SELECT concluded:**
Land transferred in SADAFCO's name; will facilitate future growth and enhance cost efficiencies



Strong Balance Sheet

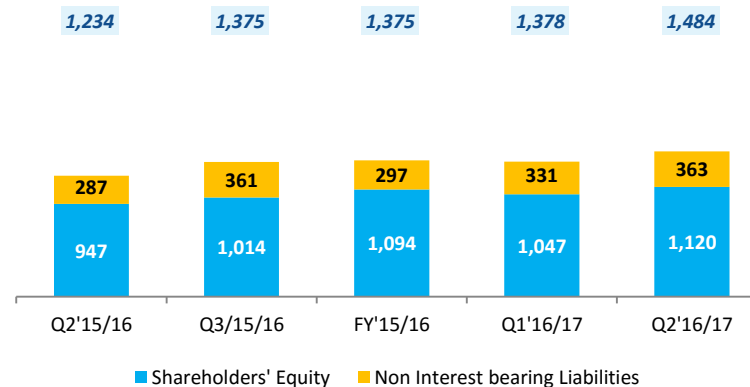
Steady Asset Base...

SAR mn



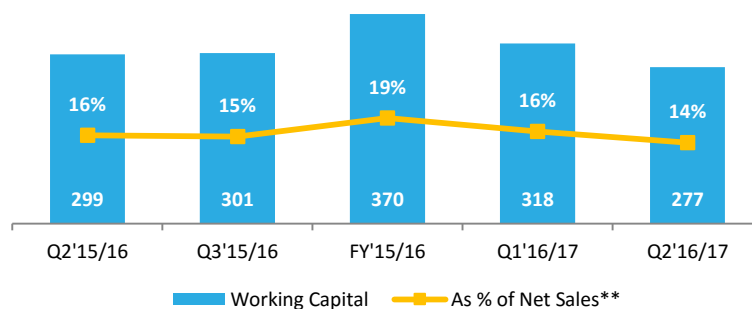
...build by Internally generated funds

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 +

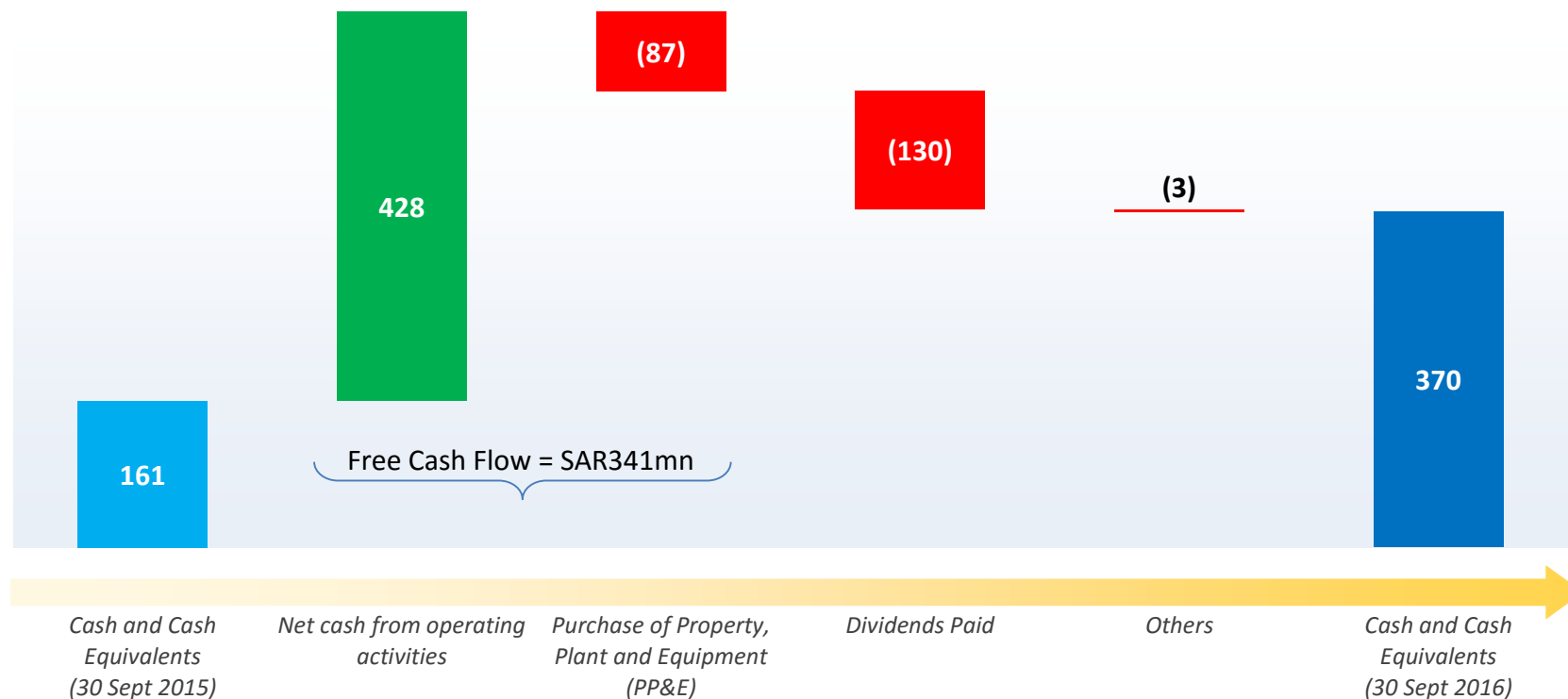
Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

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

SAR mn



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

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



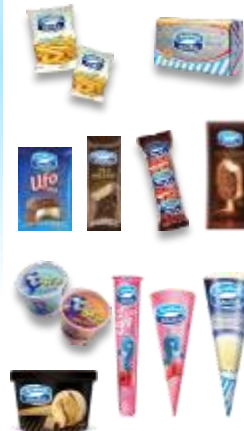
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



Tomato Products

- Ketchup
- Tomato paste



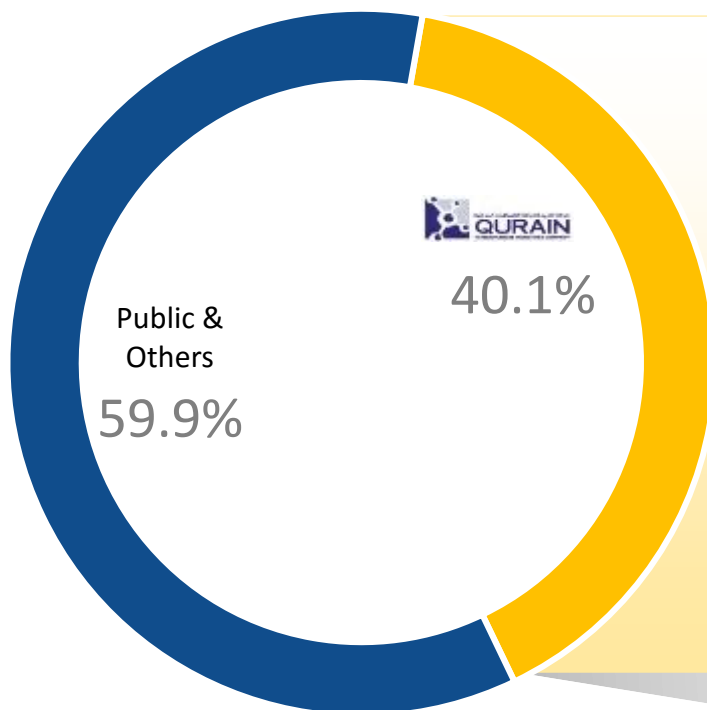
Others

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



Shareholding

(as of 18 October 2016)

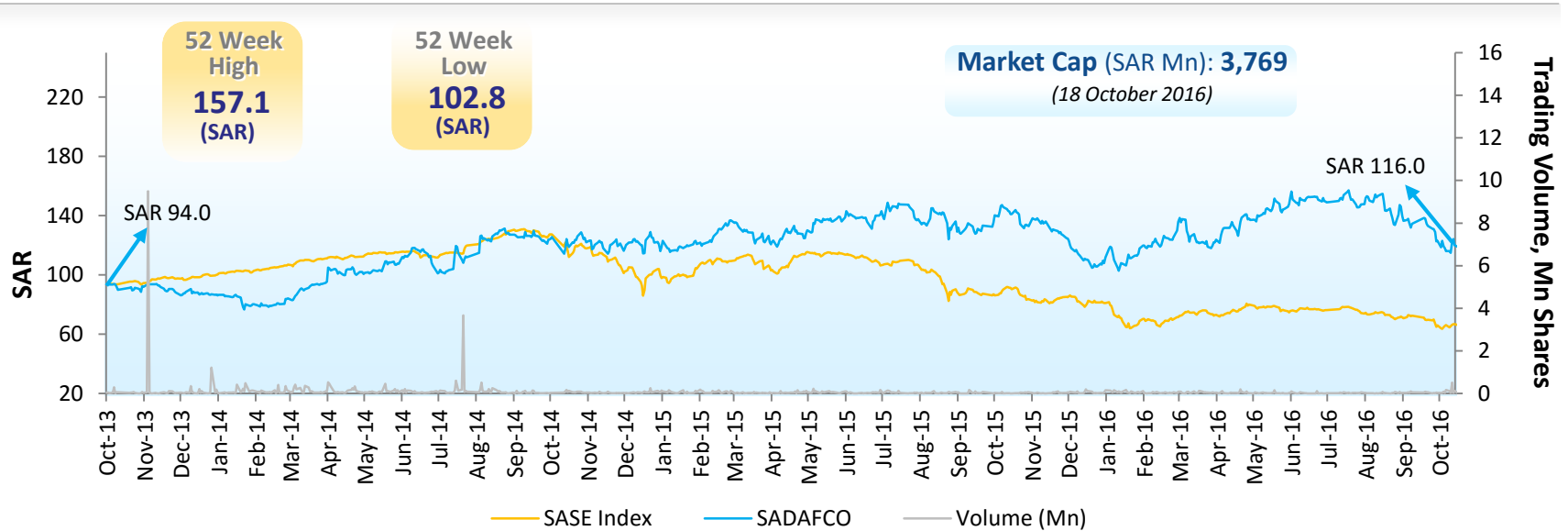


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is a part of KIPCO group, which is one of the biggest diversified holding companies in the Middle 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

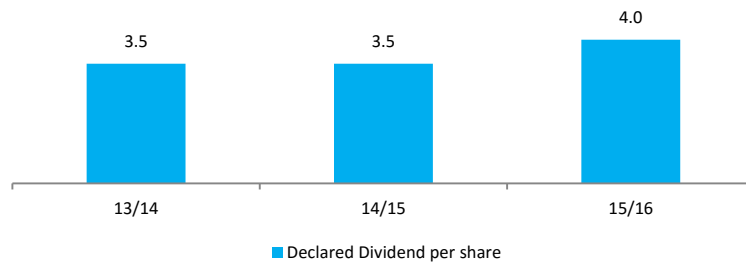
Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 94.0 on 01 October 2013)

Consistent Dividends

SAR per share



Compounded Annual Return[#] of

13.1%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 30 Sept 2016, assuming no reinvestment of dividends



*“SADAFCO continues to strengthen its
premium branded positions,
at **healthy margins,**
whilst achieving **market share growth**
in main categories of
Milk, Tomato Paste and Ice Cream”*