



Earnings

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

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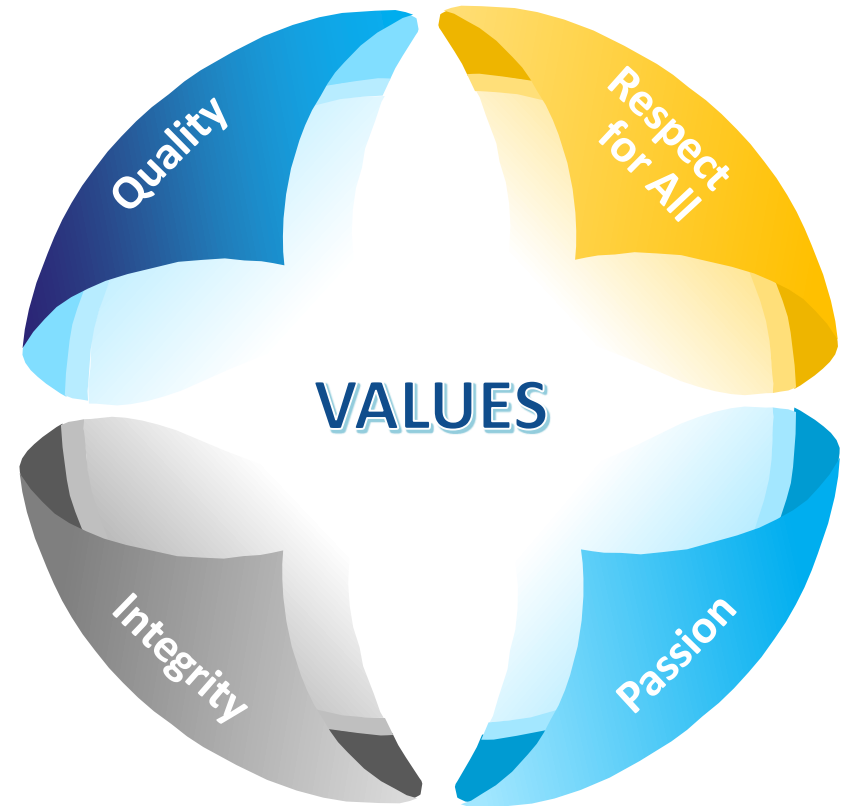
Our Vision, Mission & Values

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

6.3%

YoY

FY'2016/17 :
SAR1,858mn

FY'2015/16 :
SAR1,983mn

FY'2016/17 :
SAR302mn

FY'2015/16 :
SAR261mn

Net Profit

15.7%

YoY

Cash Flow

Operating Cash Flows

FY'2016/17 : **SAR526mn**

FY'2015/16 : **SAR363mn**

Capital Expenditure

FY'2016/17 : **SAR97mn**

FY'2015/16 : **SAR68mn**

New Products

Launched in-line with company's commitment to constantly innovate and introduce new products



Jump!

A delicious vitamin-enriched blend of laban and real fruits



Choco Ice-cream Sandwich

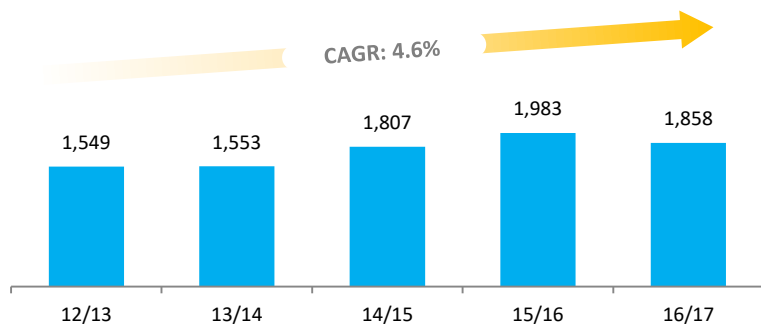
Recent Developments

■ Saudia Shake Factor Ice-cream

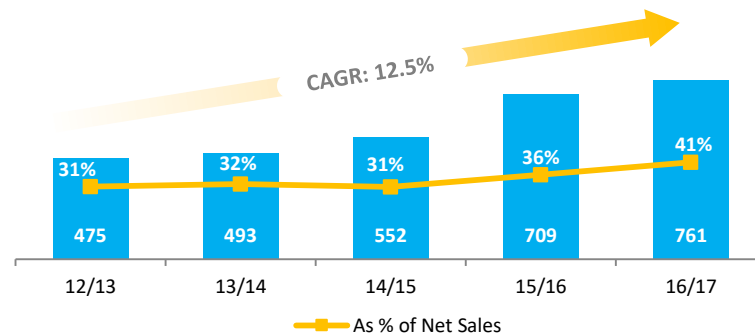
Boutiques: offering a combination of Saudia Ice Creams and concept shakes to transform ice-cream boutique concept; multiple outlets opened in various cities during the year



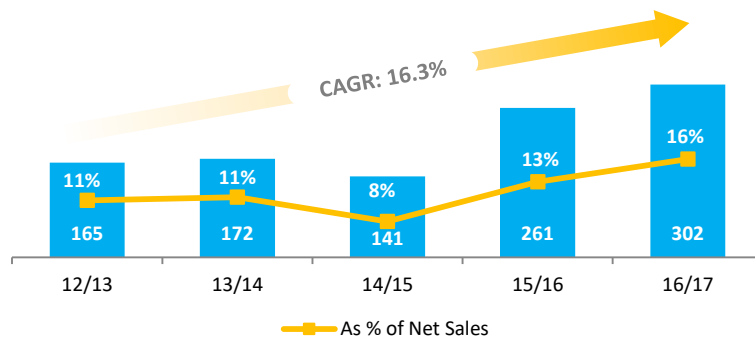
Sales SAR mn



Gross Profit SAR mn



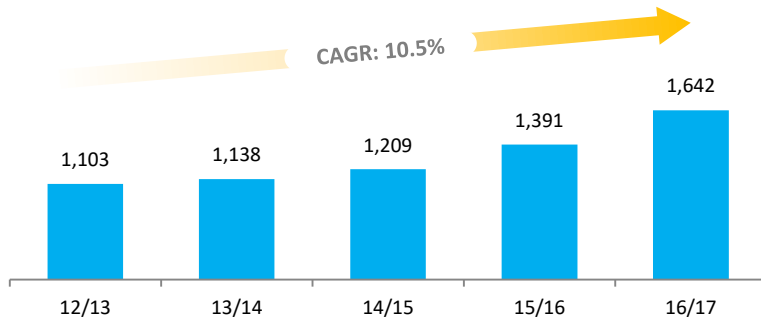
Net Profit SAR mn



Strong Balance Sheet

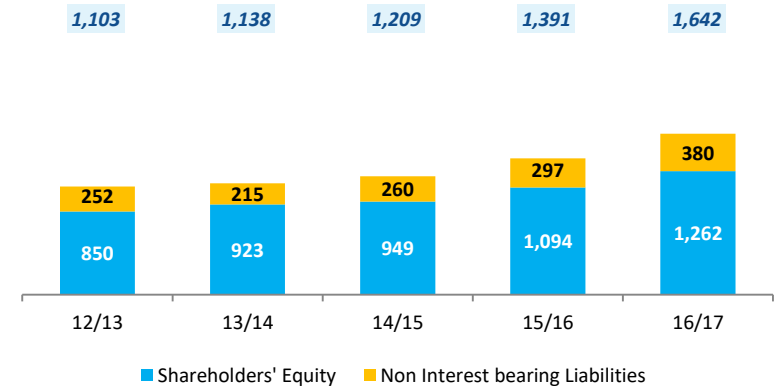
Steady Asset Base...

SAR mn



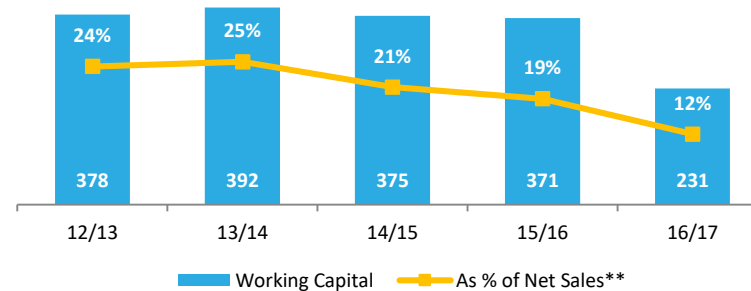
...build by Internally generated funds

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

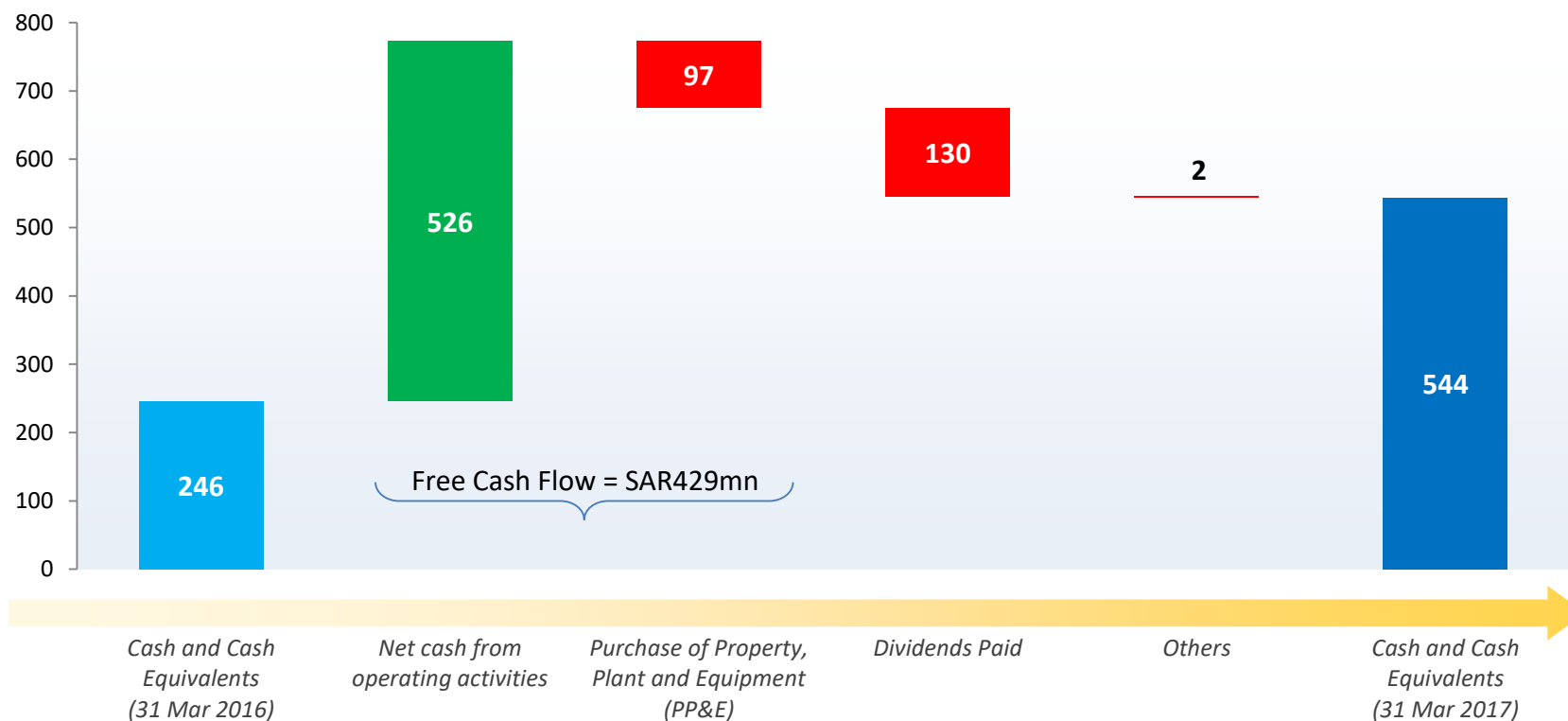
Current Liabilities: Accounts payable + Due to related parties + Accrued zakat + Dividend payable + Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

Cash Flow Bridge for rolling 12-months as of 31 Mar, 2017

SAR mn



Free Cash Flow of SAR 429 million for FY'2016/17



UHT Milk

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



Milk Powder

- Milk Powder – Instant



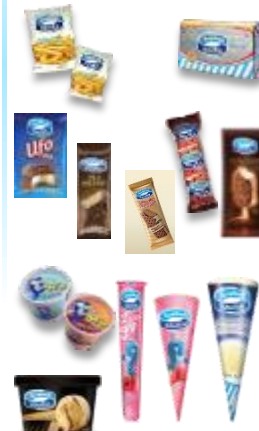
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



Tomato Products

- Ketchup
- Tomato paste



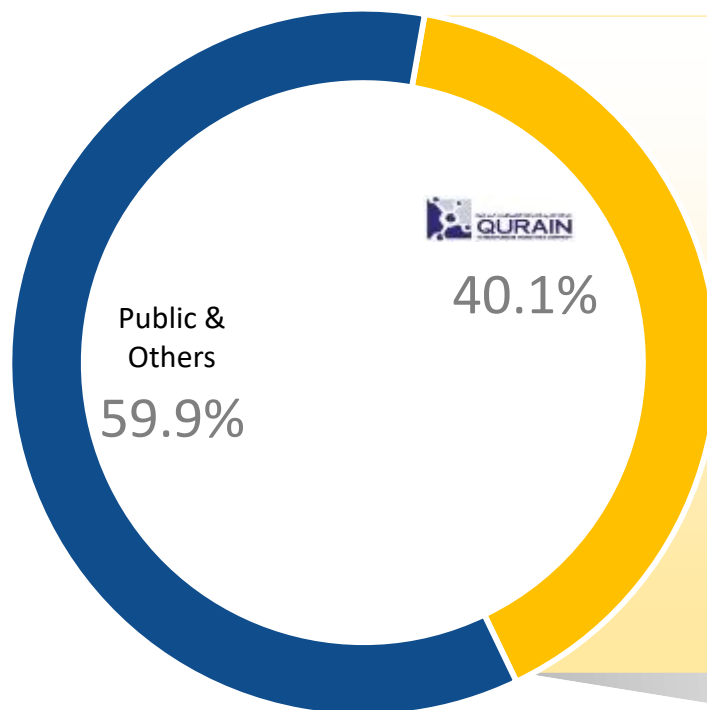
Others

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



Shareholding

(as of 19 April 2017)

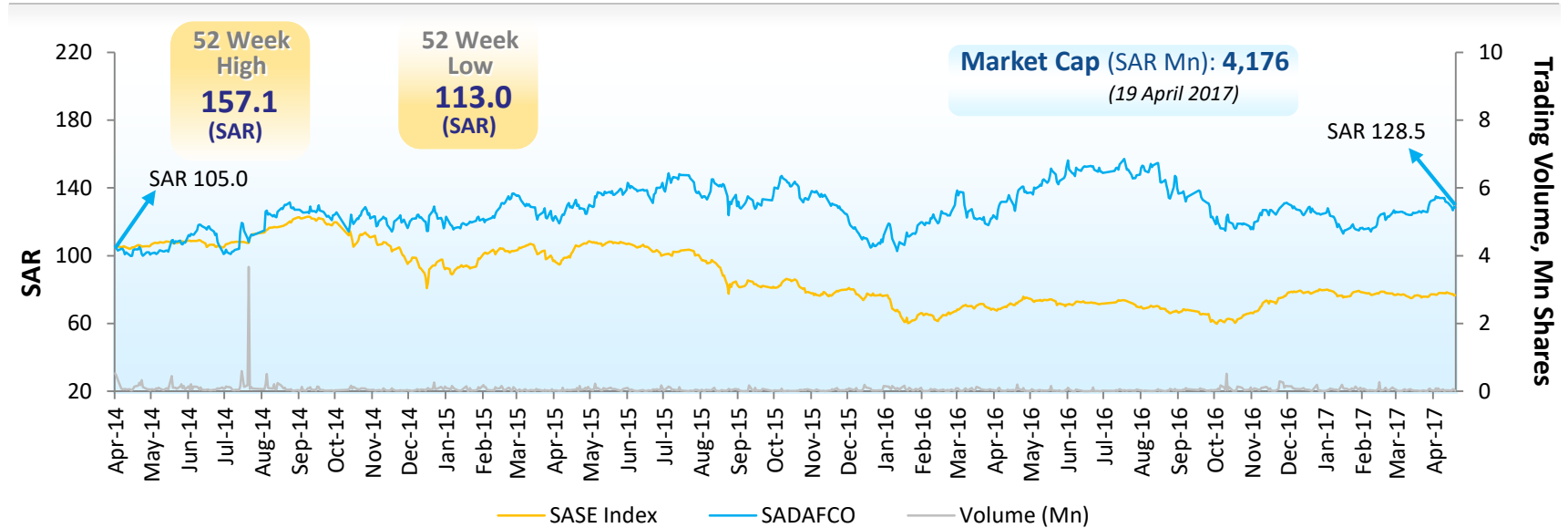


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is an associate of KIPCO group, which is one of the biggest diversified holding companies in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

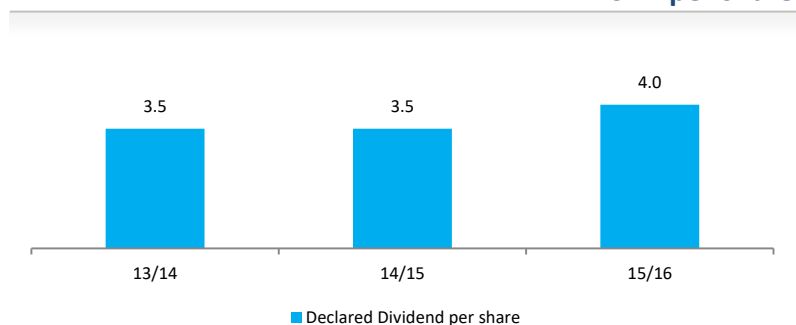
Shareholders' Returns

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 105.0 on 01 April 2014)

Consistent Dividends



**Compounded Annual
Return[#] of**

14.5%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 31 Mar 2017, assuming no reinvestment of dividends



*“After two years of exceptional level,
Margins will return to **more normal** albeit comfortable
industry level, in combination with not yet settled
input costs and **market dynamics**.*

*SADAFCO will continue to focus on strengthening
its **brand, cost control & operational efficiencies**
to maximize **value creation** for shareholders”*