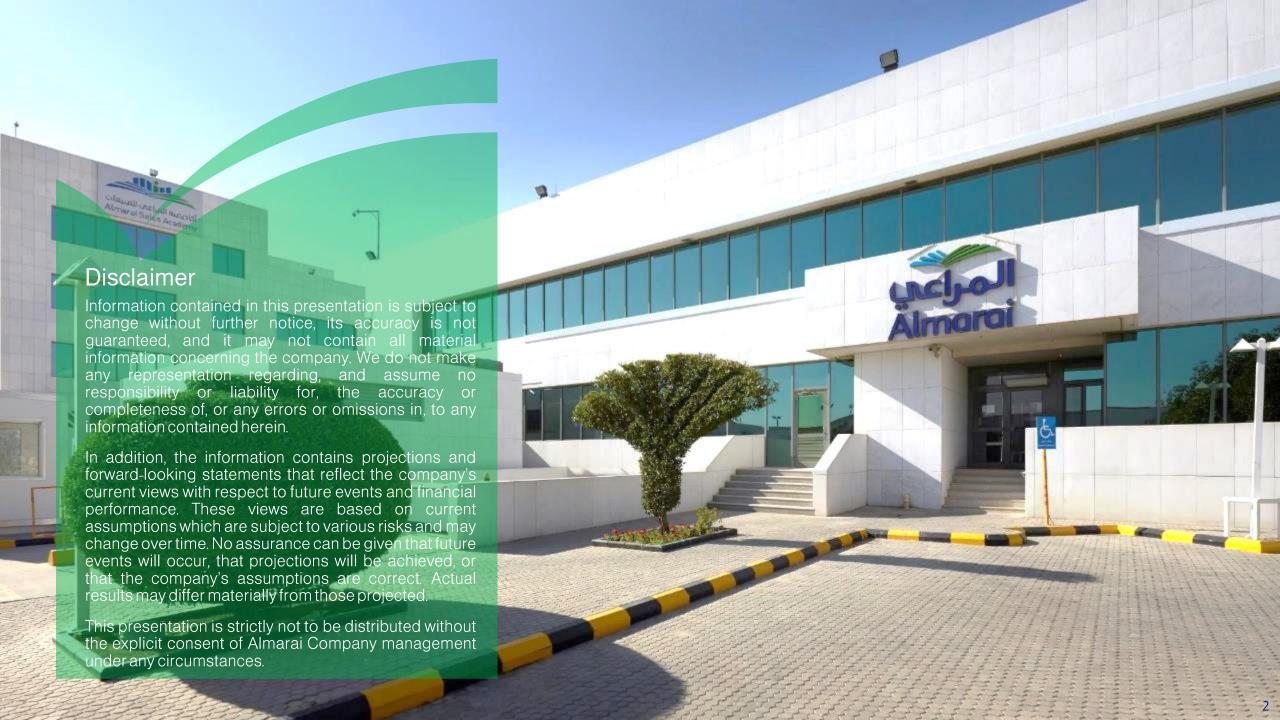


Almarai® Company

Earnings Presentation - Q4 and Full Year 2022 Results



Earnings Presentation



Market Dynamics

Business Performance

Financial Performance

Q&A

Appendix





Product Innovation Pipeline - 2022









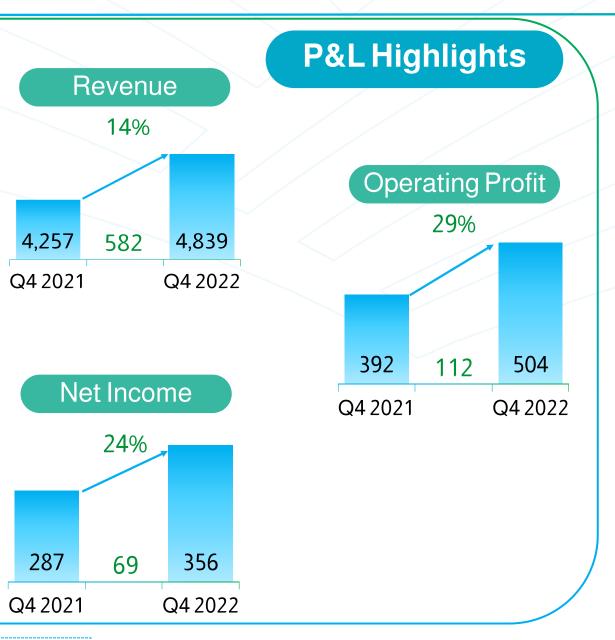


...Whilst Almarai maintaining Market Share Leadership in KSA

Cotogory	Alm	Almarai Rank		
Category	Dec-20	Dec-21	Nov-22	Nov-22
Laban	64	64	63	1
Fresh Milk	65	66	65	1
UHT Milk	20	21	20	2
Food	37	34	32	1
Juice	42	47	45	1
Bakery	53	55	57	1
Poultry (Fresh Chicken)	34	31	36	1



Q4 2022 Key highlights







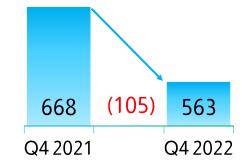


Working Capital

SAR Million



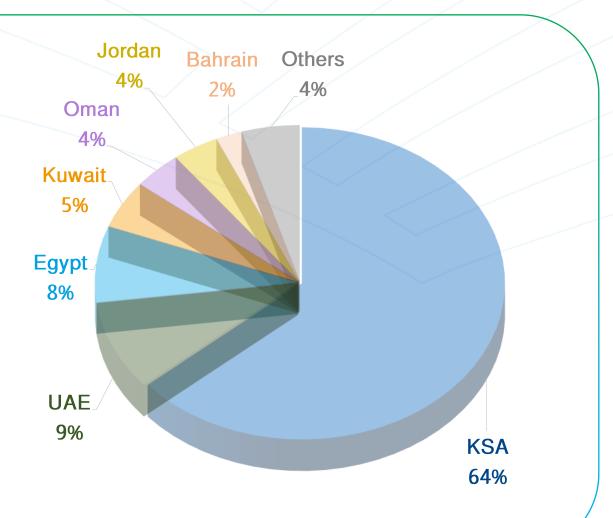
Free Cash Flow



... A very strong growth in all countries....

SAR Million

Q4 2022 Total Revenue is SAR 4,839 Million with a total growth of SAR 582 Million or 14%

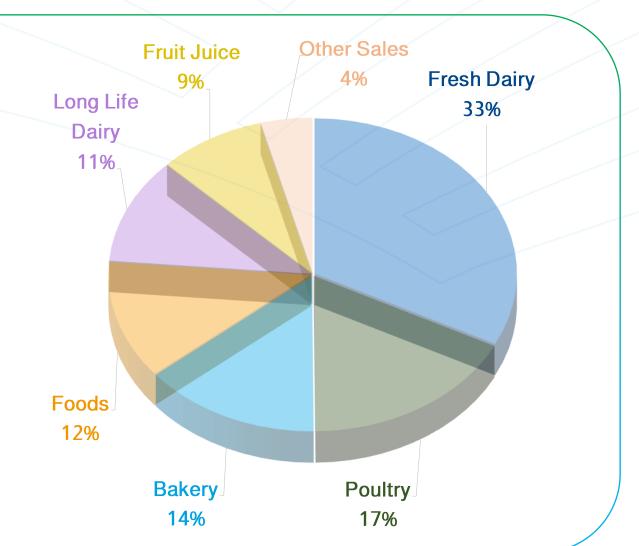


Country	Growth	Growth %	
KSA	364	13%	
Egypt	63	20%	ó
UAE	51	13%	
Kuwait	39	19%)
Jordan	31	21	%
Oman	19	11%	
Bahrain	12	13%	
Others	4	2%	
Total	582	14%	

... driven by growth across all product categories...

SAR Million

Q4 2022 Total Revenue is SAR 4,839 Million with a total growth of SAR 582 Million or 14%

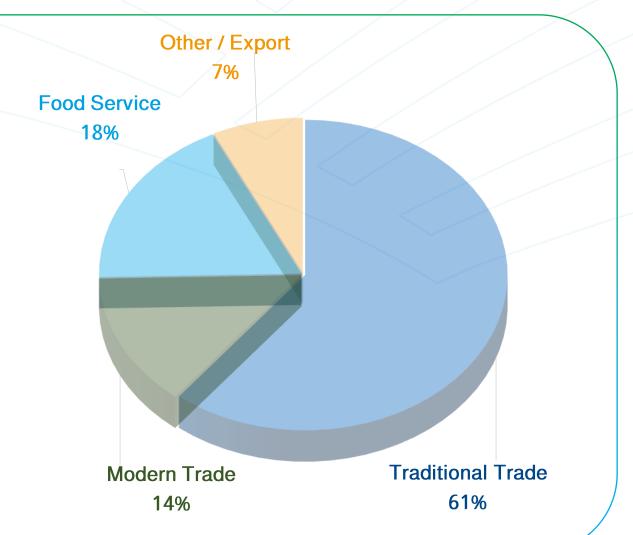


Category	Growth	Growth %					
Poultry	200	31%					
Bakery	155	29%					
Long Life Dairy	90	20%					
Fruit Juice	36	9%					
Fresh Dairy	23	2%					
Foods	20	4%					
Other Sales	57	40%					
Total	582	14%					

...and all channels with Food service still gaining momentum

SAR Million

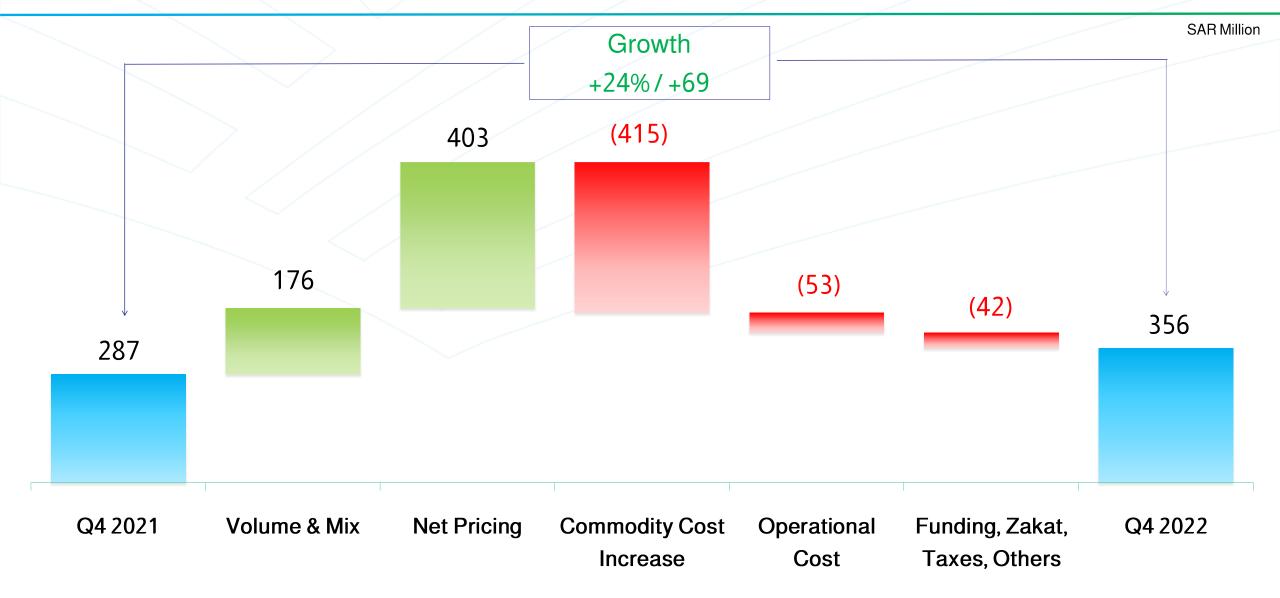
Q4 2022 Total Revenue is SAR 4,839 Million with a total growth of SAR 582 Million or 14%



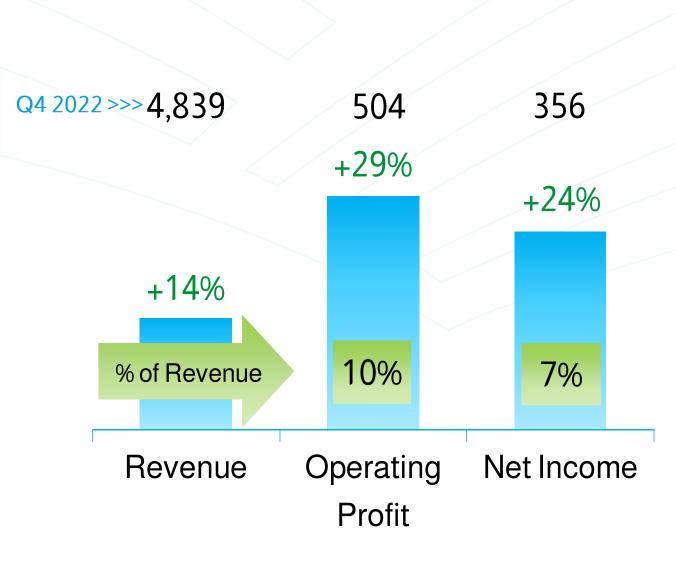
Channel	Growth	Growth %				
Traditional Trade	321	12%				
Food Service	205		31%			
Modern Trade	54	9%				
Other / Export	2	1%				
Total	582		14%			



Q4 2022 Net Income Bridge







Revenue – Growth Continues

- Positive trend from first 3 quarters have continued in the 4th quarter, driven mainly by Poultry and Bakery
- Volume growth rates have continued in the current quarter driven by food service expansion and school normalization activities

Operating Profit

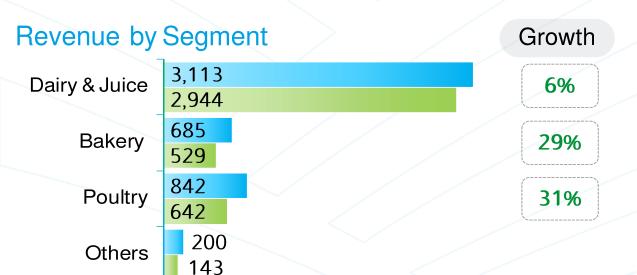
- Higher feed costs continue driven by still elevated levels of corn and soya prices & general dairy commodities. In addition, higher transportation and packaging costs resulted in 14% increase in Cost of Goods sold, at the same growth level as revenues.
- Nowever strong overhead cost control, Poultry subsidy and better debt management resulted in Operating Profit growth of 29%, mainly because of a smaller base.

Net Income

Funding cost increased in line with current increase in SAIBOR interest rates, reduced partly by existing fixed debt portfolio.

Q4 2022 Results by Segment

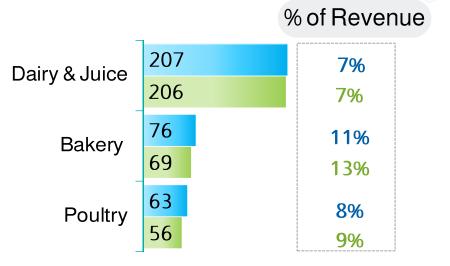




Dairy & Juice

- Revenue growth was strong across the board due to normalization of school opening and tourism activities.
- However, cost pressures were driven by:
 - Higher feed expenses due to corn and soya increase
 - Higher dairy commodities
 - Higher transportation expenses
- Operating cost control remains strong within the segment as well as across Almarai.

Net Profit Margin By Segment



Growth



10%

14%

Bakery

Bakery growth rebounded very strongly due to full resumption of education institutions in KSA and Gulf, resulting in higher single serve product sales and general volume increase.

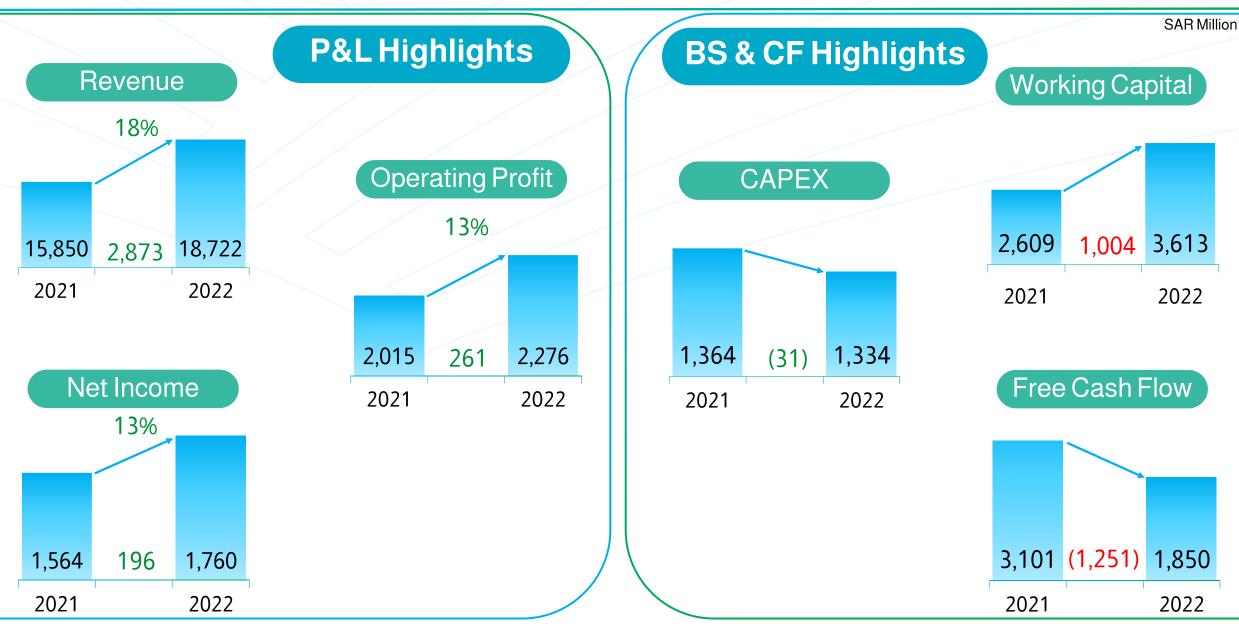
Poultry

Volume growth remain positive due to additional capacity available in second half of year 2022, and added 10% growth for the fourth quarter

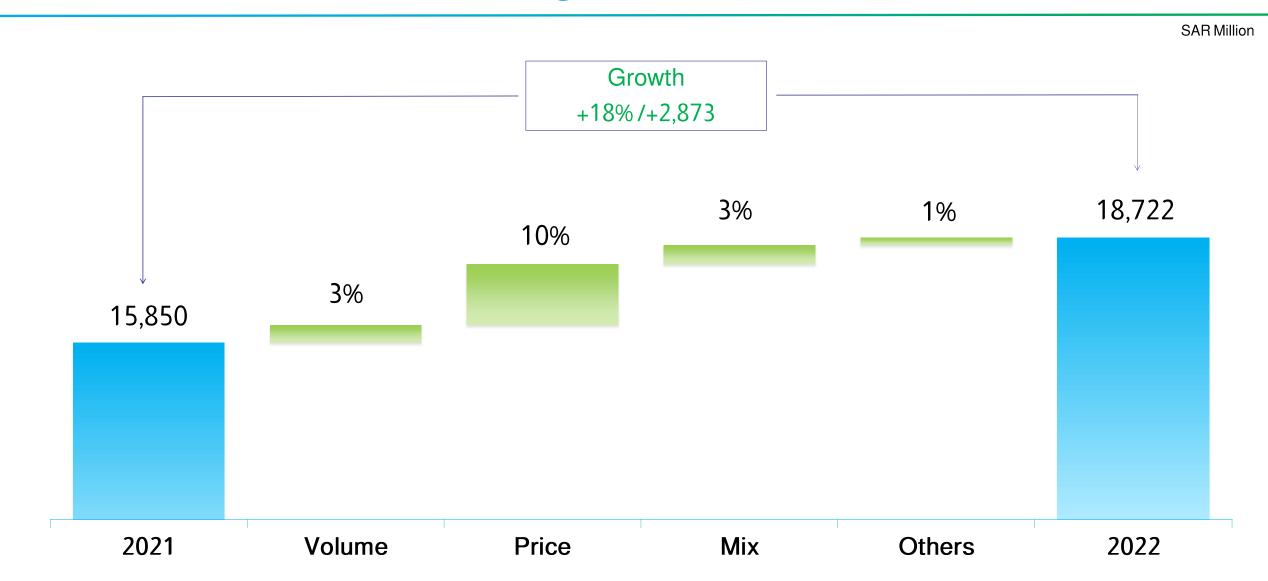




Full Year 2022 Key highlights



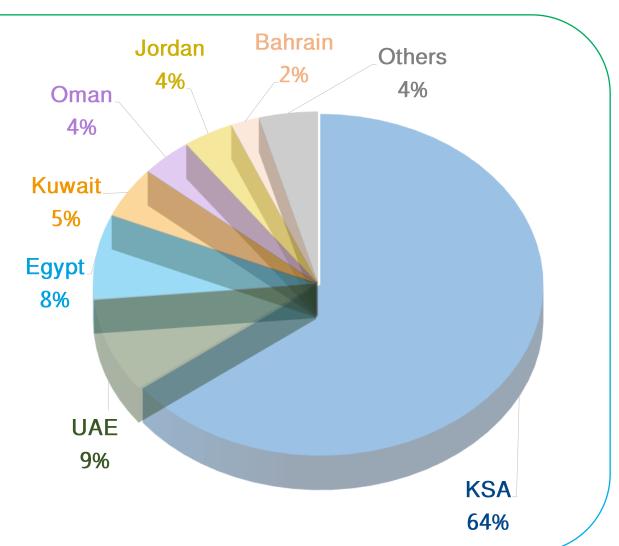
Full Year 2022 Revenue Bridge



...A very strong growth in all countries....

SAR Million

2022 Total Revenue is SAR 18,722 Million with a total growth of SAR 2,873 Million or 18%

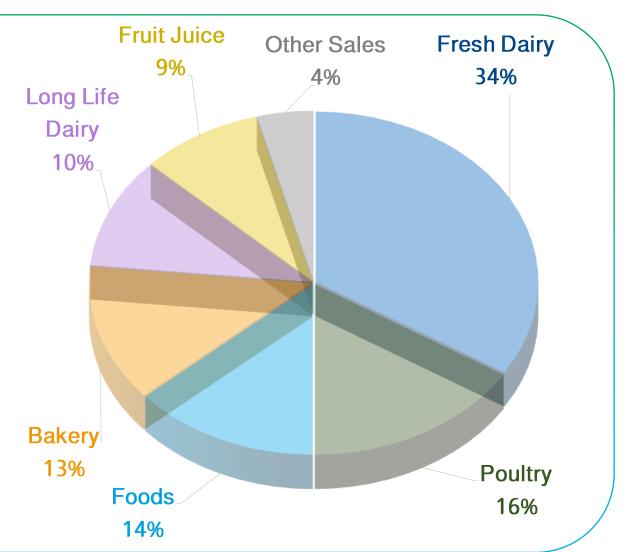


Country	Growth	Growth %
KSA	1,877	18%
UAE	288	21%
Egypt	230	18%
Jordan	142	269
Kuwait	115	15%
Oman	76	12%
Bahrain	42	12%
Others	102	15%
Total	2,873	18%

... driven by growth across all product categories...

SAR Million

2022 Total Revenue is SAR 18,722 Million with a total growth of SAR 2,873 Million or 18%

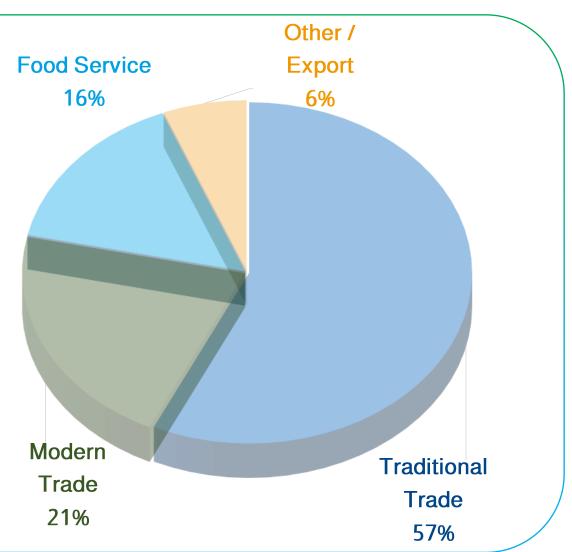


Category	Growth	Growth %					
Poultry	712	31%					
Bakery	650	36%					
Fresh Dairy	625	11%					
Long Life Dairy	326	20%					
Foods	263	12%					
Fruit Juice	149	10%					
Other Sales	147	24%					
Total	2,873	18%					

...and all channels with Food service still gaining momentum

SAR Million

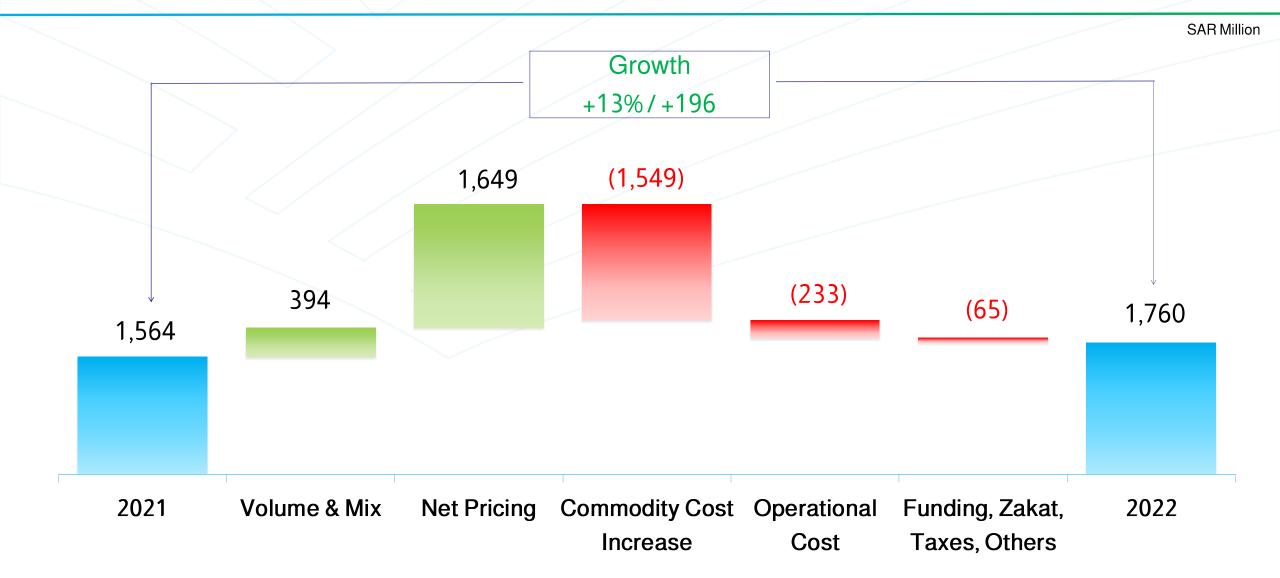
2022 Total Revenue is SAR 18,722 Million with a total growth of SAR 2,873 Million or 18%



Channel	Growth	Growth %
Traditional Trade	1,598	18%
Food Service	841	41%
Modern Trade	421	12%
Other / Export	13	1%
Total	2,873	18%

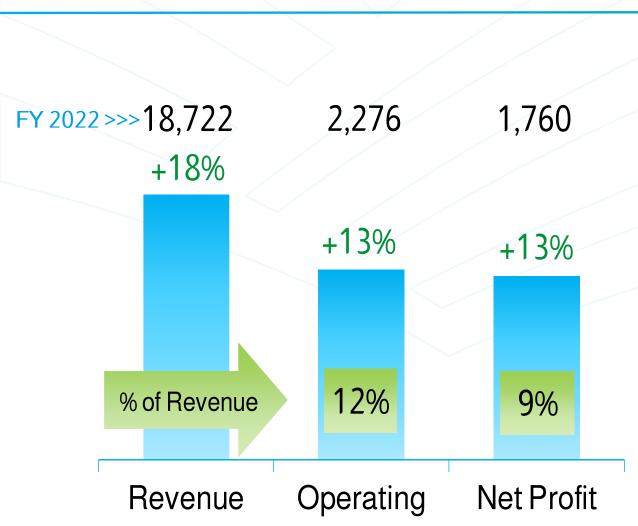


Full Year 2022 Net Income Bridge





Full Year 2022 Financial Performance



Profit

SAR Million

Revenue – Return to Growth...

- Full year growth of 18% was driven by Bakery (driven by school opening and single serve), Poultry (capacity expansion) and Long Life Dairy.
- Growth was visible across all countries, but led by Jordan, UAE, KSA and Egypt.
- Food Services channel was the biggest contributor led by 41% growth in top line for the year

Operating Profit

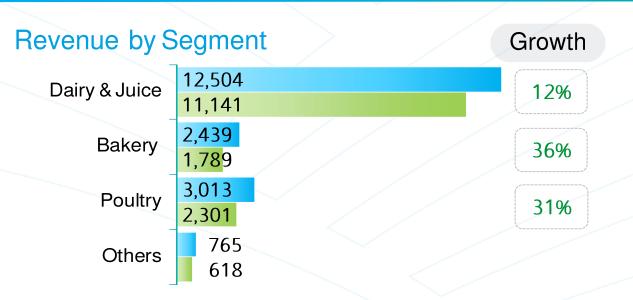
- Operating profit growth was lower than revenue growth due to higher feed costs driven by higher corn and soya prices & general increase in dairy commodities, mainly butter. In later part of the year, alfalfa cost increase were starting to adversely impact. In addition, higher transportation and packaging costs resulted in nearly 21% increase in total cost of goods sold on a yoy basis.
- Strong overhead cost control continued resulting in overhead growth in line with volume growth.

Net Income

Funding cost increased in line with current increase in SAIBOR interest rates, reduced partly by existing fixed debt portfolio.

Full Year 2022 Results by Segment

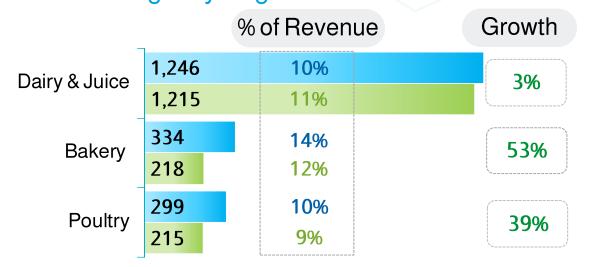




Dairy & Juice

- Revenue growth was strong across the board due to back to school and tourism activities.
- However, cost pressures were equally stronger driven by three dimensions:
 - Higher feed expenses due to corn and soya increase
 - Higher dairy commodities, mainly butter
 - Higher transportation expenses
- Operating cost control remains strong within the segment as well as across Almarai.

Net Profit Margin By Segment



2022

2021

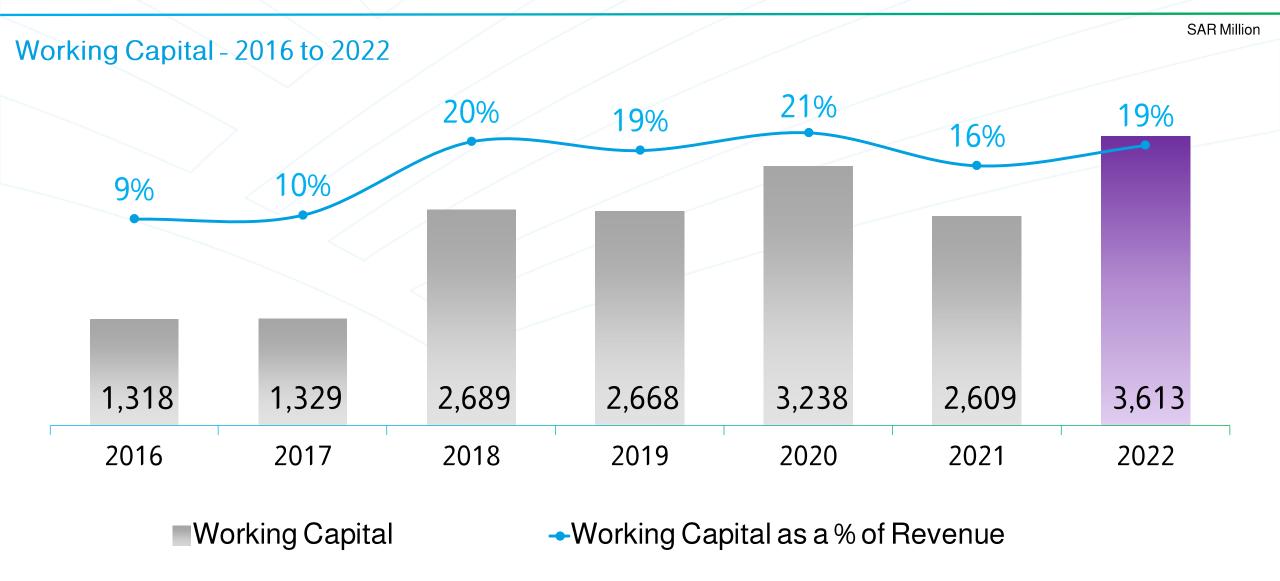
Bakery

Bakery growth rebounded very strongly due to full resumption of education institutions in KSA and Gulf, resulting in higher single serve product sales and general volume increase.

Poultry

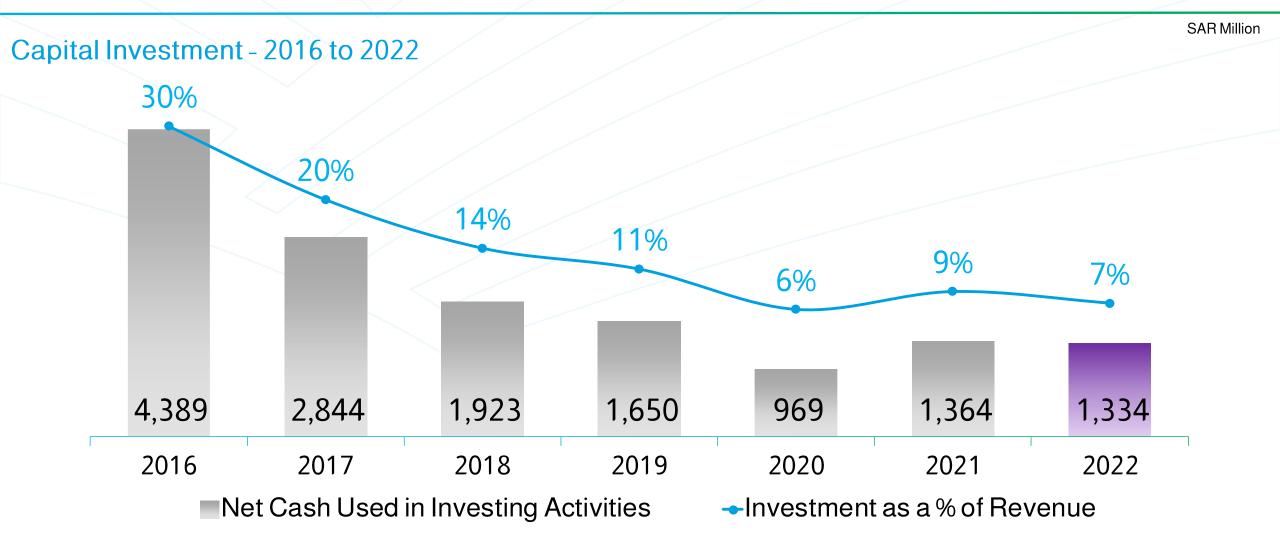
Volume growth remain positive due to additional capacity available in second half of year 2022, which resulted in 10% growth for the full year

Strategic Management of Working Capital continues





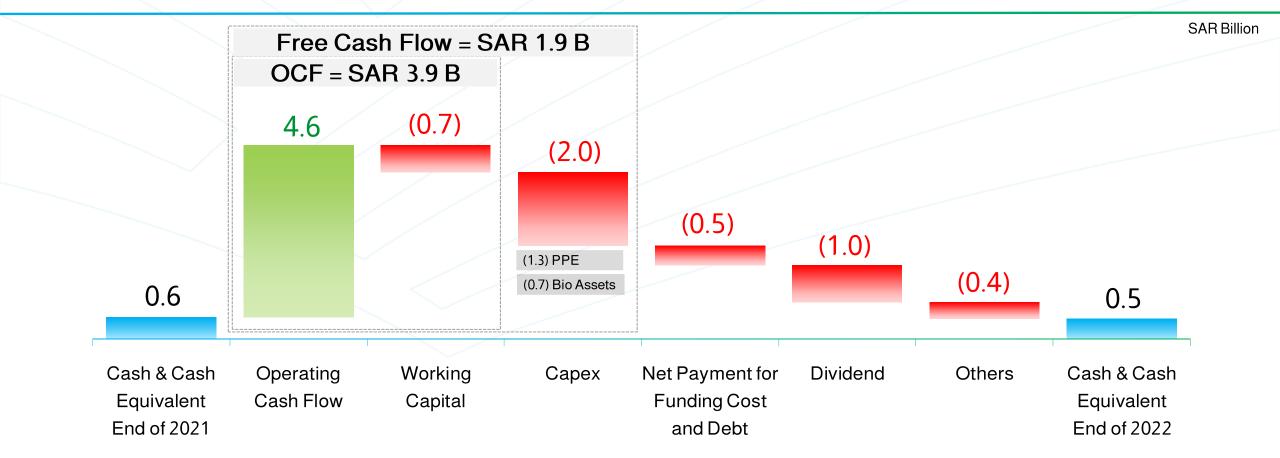
CAPEX remains in line with long term replacement capex...



- Capex cash spend continues to decline in line with current 5 year plan and available capacity footprint
- New Capex approved comprised of mostly maintenance Capex centered on utilities, production lines and vehicles.



Free Cash Flow



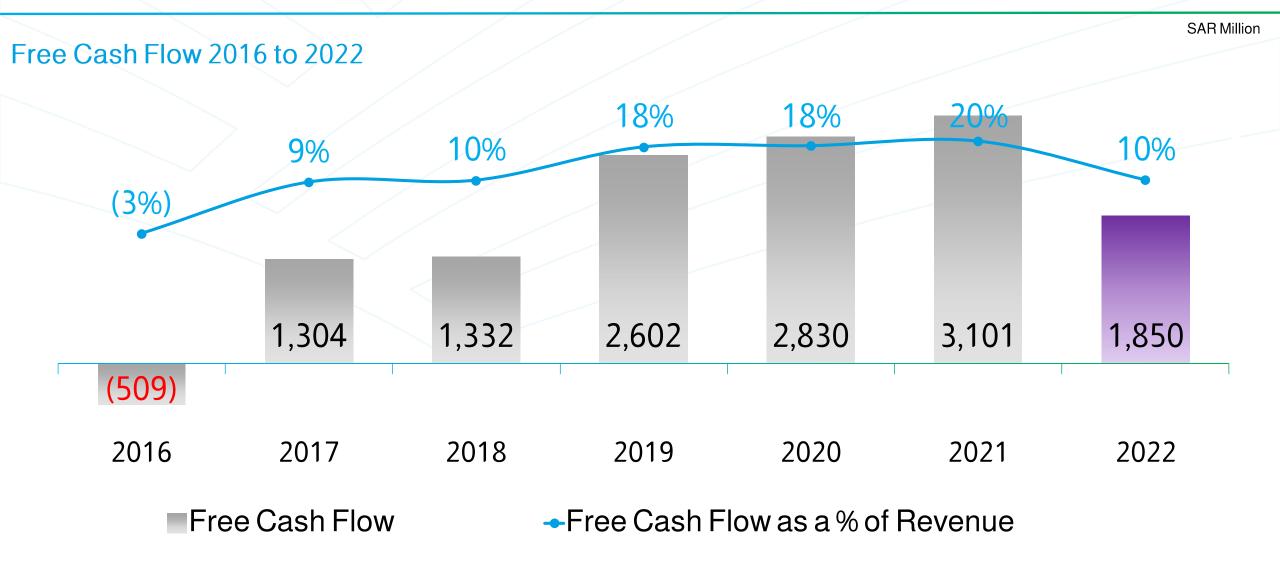
2022 Free Cash Flow = SAR 1.9 Billion

- OCF: SAR +3.9 BillionStable business performance and working capital management resulted in positive OCF
- ICF: SAR -2.0 Billion and is in line with our reduced capex spend.

Available facilities at end of year 2022 amounted to SAR 6.0B (Available facilities at end of year 2021 amounted to 6.5B).

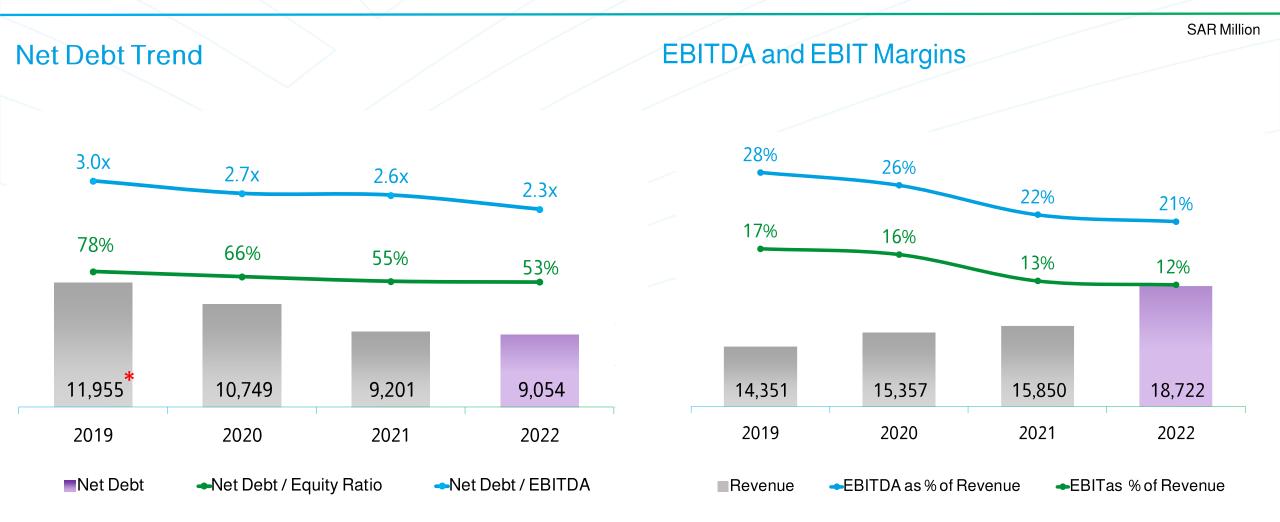
المراعب Almarai ₂₈

Free Cash Flow is impacted due to commodity cost inflation





Net Debt and EBITDA / EBIT Margins trend

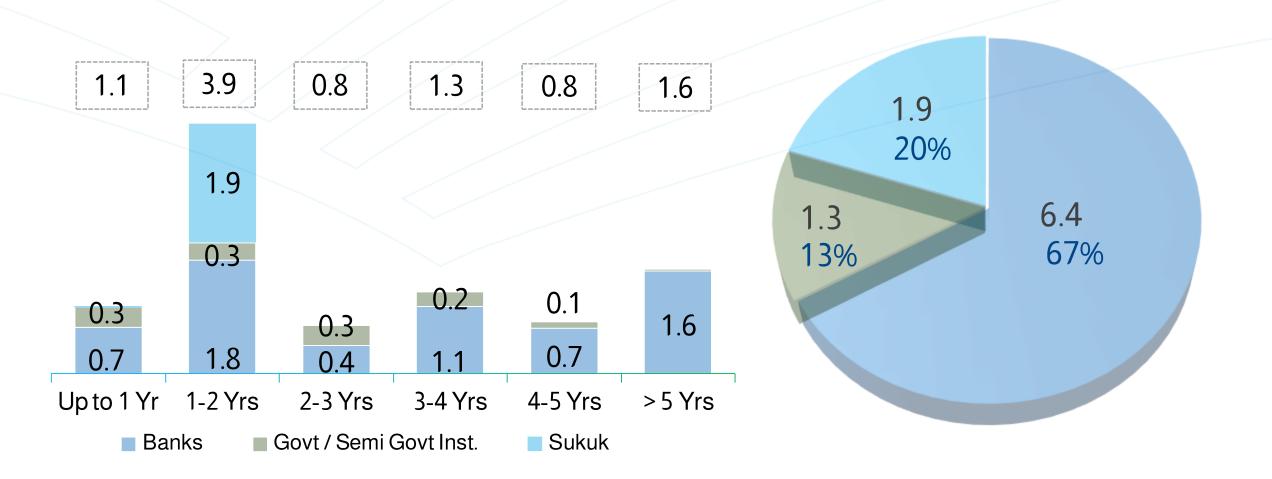






Debt Maturity Profile highlights average debt tenure at 3.9 Years

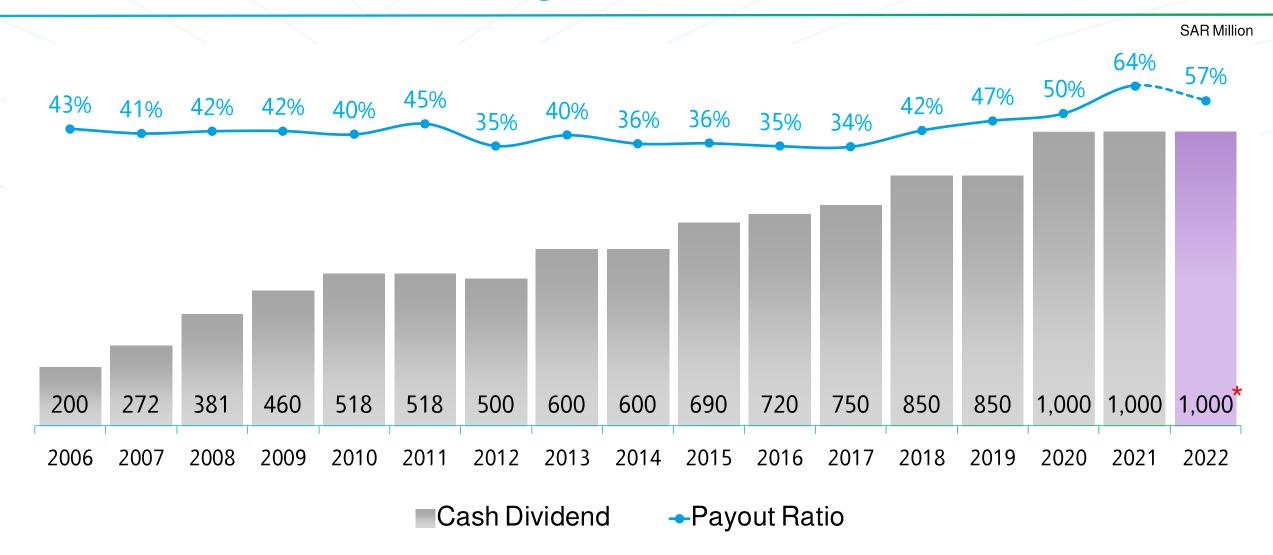






SAR Billion

Cash Dividend Since Listing

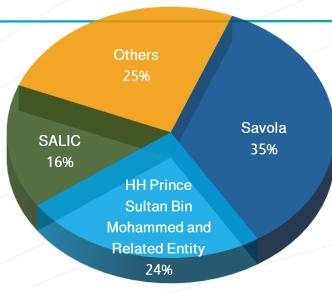


*2022 Cash Dividend is subject to AGM approval



Key Share Data

Key Statistics for Almarai (31	Dec 2022)
Share Price (SAR)	53.50
Current P/E Ratio (ttm)	30.40
Earnings Per Share (SAR) (ttm)	1.76
Market Cap (SAR Million)	53,500
Shares Outstanding (Million)	1,000
Dividend Yield	1.9%



-Almarai

-TASI

-Food &

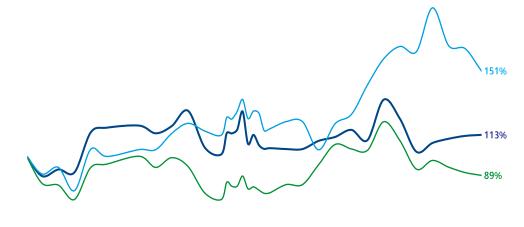
Beverages



Share Price Trend (Listing Date of Almarai Company)

Share Price Trend (Listing Date of Food and Beverages Index)





9.701.5016 8.701.5017 8.701.5018 8.701.5018 8.701.5019 8.701.5020 8.701.5020 3.701.5020 7.780.5020





2022 Results by Segment

SAR Million

Dairy & Juice	Bakery	Poultry	Others	Almarai Consolidated	
12,504	2,439	3,013	765	18,722	
1,246	334	299	(120)	1,760	
10.0%	13.7%	9.9%	n/a	9.4%	
11,141	1,789	2,301	618	15,850	
12.2%	36.4%	30.9%	23.8%	18.1%	
1,215	218	215	(84)	1,564	
2.6%	53.2%	39.3%	(42.0%)	12.6%	
3,113	685	842	200	4,839	
207	76	63	9	356	
6.6%	11.1%	7.5%	n/a	7.4%	
2,944	529	642	143	4,257	
5.8%	29.3%	31.2%	40.0%	13.7%	
206	69	56	(44)	287	
0.6%	10.0%	13.8%	n.a	24.2%	
	12,504 1,246 10.0% 11,141 12.2% 1,215 2.6% 3,113 207 6.6% 2,944 5.8% 206	12,504 2,439 1,246 334 10.0% 13.7% 11,141 1,789 12.2% 36.4% 1,215 218 2.6% 53.2% 3,113 685 207 76 6.6% 11.1% 2,944 529 5.8% 29.3% 206 69	12,504 2,439 3,013 1,246 334 299 10.0% 13.7% 9.9% 11,141 1,789 2,301 12.2% 36.4% 30.9% 1,215 218 215 2.6% 53.2% 39.3% 3,113 685 842 207 76 63 6.6% 11.1% 7.5% 2,944 529 642 5.8% 29.3% 31.2% 206 69 56	12,504 2,439 3,013 765 1,246 334 299 (120) 10.0% 13.7% 9.9% n/a 11,141 1,789 2,301 618 12.2% 36.4% 30.9% 23.8% 1,215 218 215 (84) 2.6% 53.2% 39.3% (42.0%) 3,113 685 842 200 207 76 63 9 6.6% 11.1% 7.5% n/a 2,944 529 642 143 5.8% 29.3% 31.2% 40.0% 206 69 56 (44)	

2022 Profit & Loss Statement

SAR Million

	4th Quarter			Full Year						
	202	22	202	1	Change	202	22	202	.1	Change
Revenue	4,839	100.0%	4,257	100.0%	13.7%	18,722	100.0%	15,850	100.0%	18.1%
Cost of sales	(3,505)	(72.4%)	(3,065)	(72.0%)	(14.4%)	(13,098)	(70.0%)	(10,790)	(68.1%)	(21.4%)
Gross Profit	1,334	27.6%	1,193	28.0%	11.8%	5,624	30.0%	5,059	31.9%	11.2%
Selling and Distribution Expenses	(686)	(14.2%)	(634)	(14.9%)	(8.3%)	(2,710)	(14.5%)	(2,519)	(15.9%)	(7.6%)
General and Administration Expenses	(147)	(3.0%)	(141)	(3.3%)	(4.7%)	(459)	(2.4%)	(428)	(2.7%)	(7.1%)
Other Expense, net	3	0.1%	(15)	(0.4%)	n/a	(153)	(0.8%)	(86)	(0.5%)	(79.2%)
Impairment Loss on Financial Assets	_1	0.0%	(11)	(0.3%)	n/a	(26)	(0.1%)	(12)	(0.1%)	(122.1%)
Operating Income	504	10.4%	392	9.2%	28.5%	2,276	12.2%	2,015	12.7%	13.0%
Finance Costs - net	(131)	(2.7%)	(79)	(1.9%)	(65.0%)	(428)	(2.3%)	(346)	(2.2%)	(23.7%)
Share of Results of Associates and Joint Ventures	1	0.0%	1	0.0%	0.0%	1	0.0%	(1)	(0.0%)	n/a
Profit Before Zakat and Income Tax	374	7.7%	314	7.4%	19.1%	1,849	9.9%	1,668	10.5%	10.9%
Zakat and Foreign IncomeTax	(19)	(0.4%)	(24)	(0.6%)	19.5%	(71)	(0.4%)	(88)	(0.6%)	19.9%
Profit for the Period	355	7.3%	290	6.8%	22.3%	1,778	9.5%	1,579	10.0%	12.6%
Profit Attributable to Non Controlling Interest	1	0.0%	(3)	(0.1%)	n/a	(18)	(0.1%)	(16)	(0.1%)	(15.3%)
Profit Attributable to Shareholders	356	7.4%	287	6.7%	24.2%	1,760	9.4%	1,564	9.9%	12.6%
Earnings Per Share (Basic)	0.36		0.29		24.9%	1.79		1.59		12.6%
Profit Attributable to Shareholders %	7.4%		6.7%			9.4%		9.9%		

Balance Sheet and Cash Flow as of End of the Year

Balance Sheet	31 Dec 2022	31 Dec 2021
Net Operating Working Capital	3,613	2,609
Property, Plant and Equipment	21,362	22,104
Biological Assets	1,565	1,469
Net Operating Assets	26,540	26,182
Goodwill and Other Assets	1,000	1,124
Net Capital Employed	27,540	27,306
Net Debt	9,054	9,201
Shareholders' Equity	16,671	16,119
Others Liabilities & NCI	1,814	1,985
Net Capital Employed	27,540	27,306

Cash Flow	31 Dec 2022	31 Dec 2021
Operating profit	2,276	2,015
Depreciation/Amortization	2,413	2,165
Working Capital	(1,004)	628
Others	152	107
Net Cash Generated from Operating Activities	3,837	4,915
Capex	(1,334)	(1,364)
Proceeds/Acquisition of Investments/Subsidiary	(36)	81
Biological Assets & Others	(618)	(531)
Investing Cash Flow	(1,987)	(1,814)
Free Cash Flow	1,850	3,101
Dividends	(980)	(978)
Bank Charges	(432)	(342)
Purchase of Additional Stake in a Subsidiary	(250)	(150)
Lease Payments	(121)	(101)
Loans and Borrowings (Proceeds and Repayments)	(87)	(1,470)
Others (Treasury Shares/NCI/Directors' Remuneration etc)	0	18
Financing Cash Flow	(1,869)	(3,024)
Net Cash Flow	(19)	77

Thank You



Awards and Recognitions 2022

3rd Place Best Annual Report 2021 (Print - Large Cap Companies in the Middle East)

> middle east investor relations

Top 15 Best Employers in KSA

Linked in

Top 10 Most Valuable
Dairy Brands in the world

Brand Finance®

1st company to obtain an international certificate in animal care for the dairy and poultry



The Most Chosen Brand of the decade in KSA

KANTAR

FSSC 22000 Food Safety Certification - Manufacturing Facilities



Gold Award – Best Video Marketing Campaigns for Long Life Juice and L'usine Puffs



Bronze Award – Best Video Marketing Campaigns for Farm's Select, Smoothies, 7 Days Croissants and Hummus



Pandemic Prepared Certification 2021 for 2 Consecutive Years



Best innovative product in Saudi Arabia - Hummus, Natural Honey, Alyoum Marinated Chicken

