



Earnings

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

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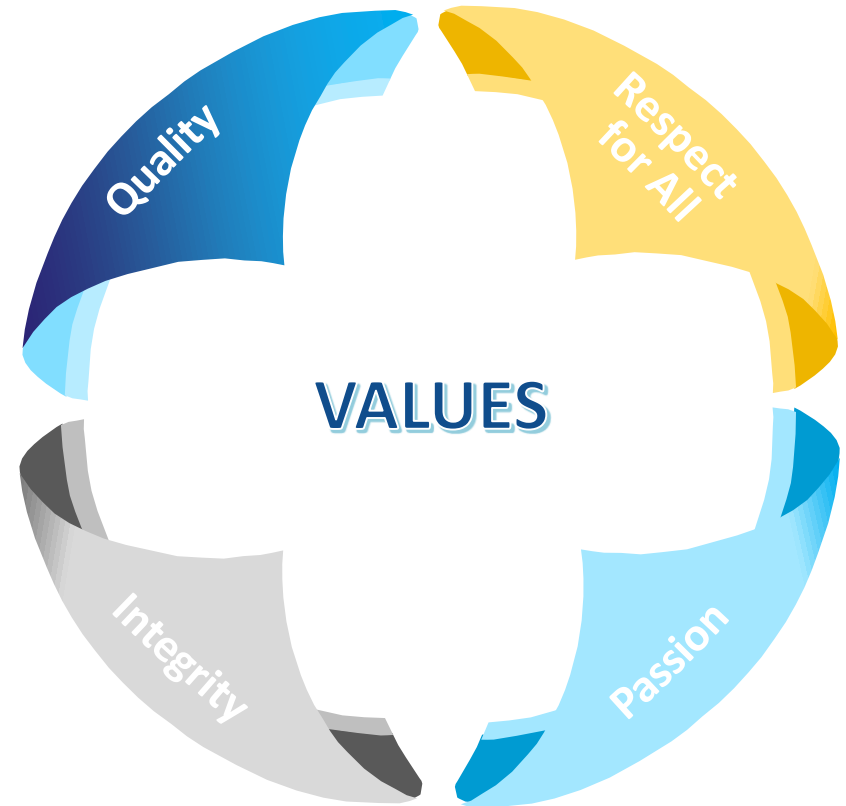
Our Vision, Mission & Values

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

5.3%

YoY

FY'2017/18 :
SAR1,693mn

FY'2016/17 :
SAR1,787mn*

Net Profit

14.5%

YoY

FY'2017/18 :
SAR260mn

FY'2016/17 :
SAR304mn*

Cash Flow

Cash and Deposit Balances

FY'2017/18 : SAR559mn

FY'2016/17 : SAR544mn

Above balance after
dividend payment of SAR195mn

Capital Expenditure

FY'2017/18 : SAR131mn

FY'2016/17 : SAR85mn*

New Products

Launched in-line with company's commitment
to constantly innovate

- Fiery Ketchup: Variant in ketchup range targeting new consumers
- Still Water: To address consumer needs



Fiery Ketchup



Still Water

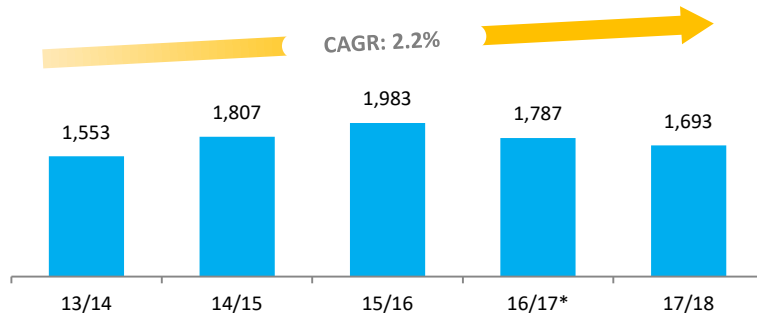
Recent Developments

Jeddah Central Warehouse construction in progress and completion expected during the year

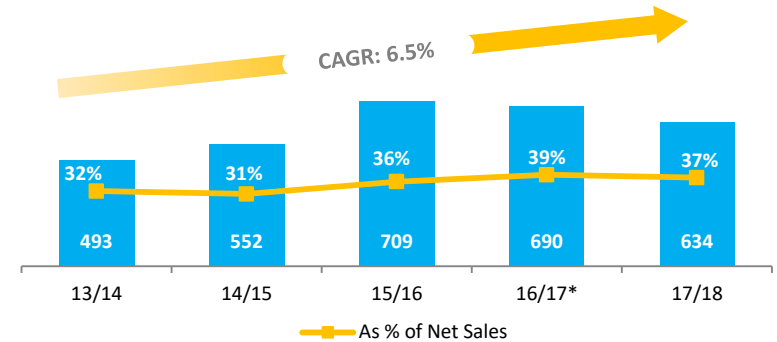


* Financial Statements for FY16/17 has been reclassified as per IFRS

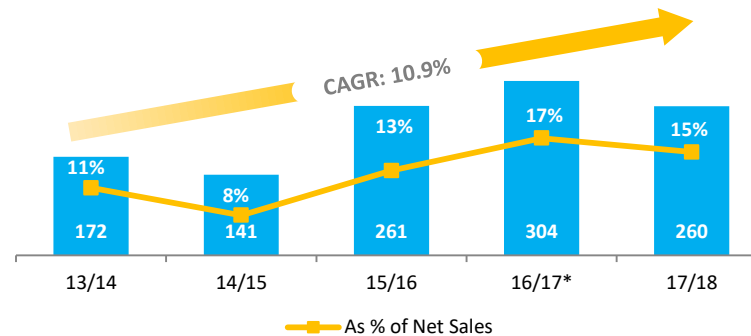
Sales SAR mn



Gross Profit SAR mn



Net Profit SAR mn

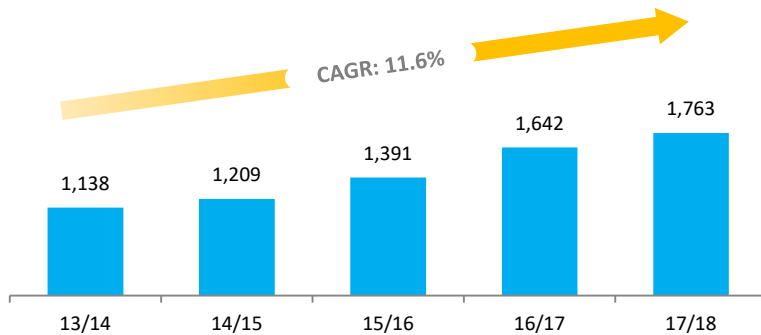


* Income Statement for FY16/17 has been reclassified as per IFRS

Strong Balance Sheet

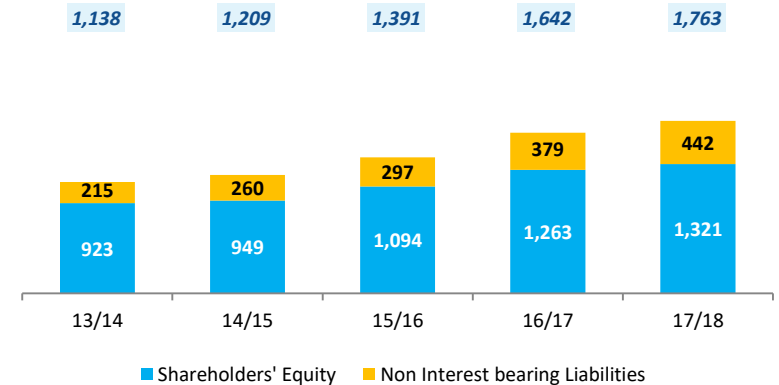
Steady Asset Base...

SAR mn



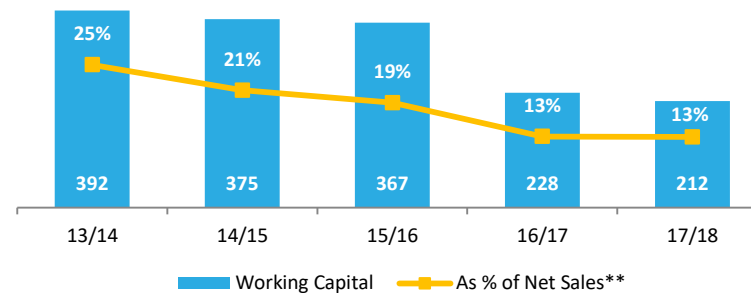
...build by Internally generated funds

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 +

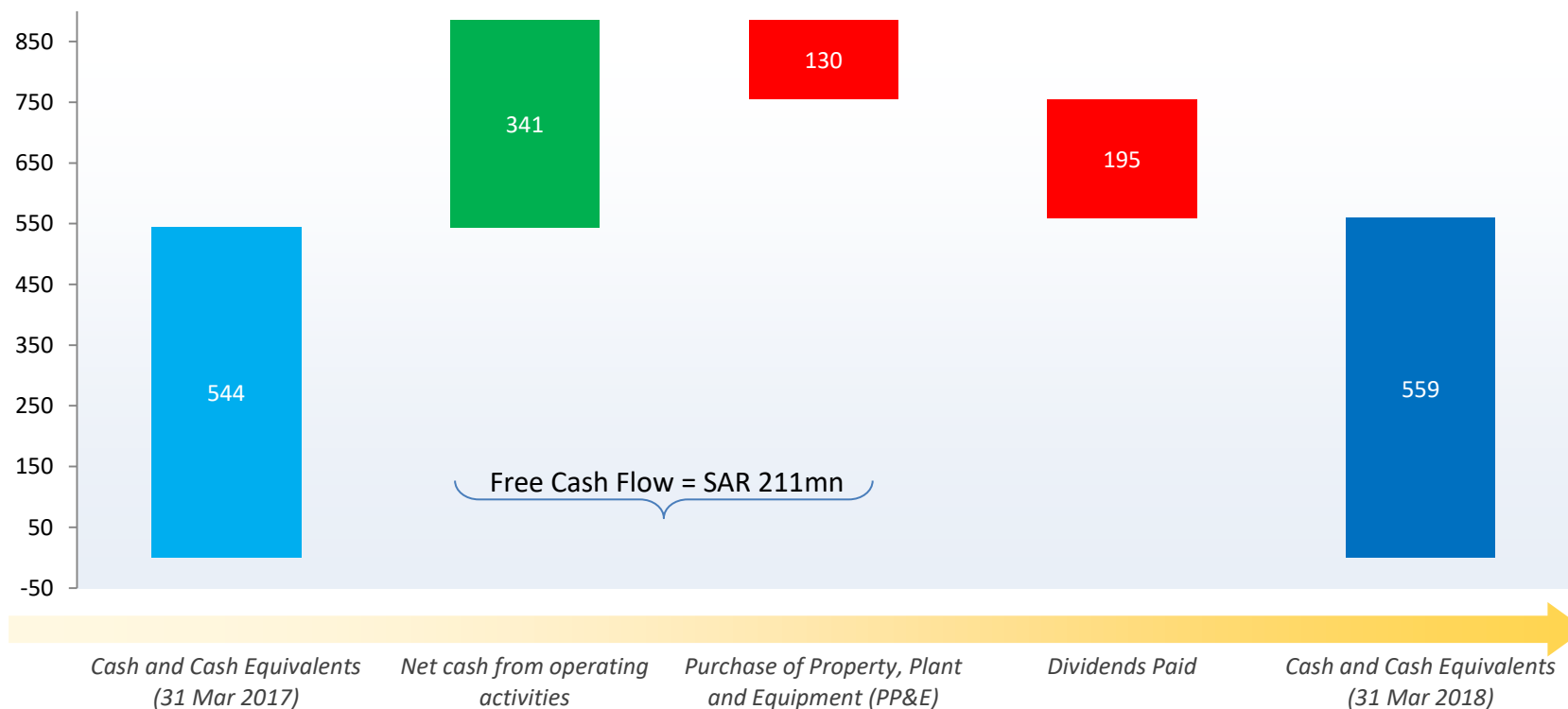
Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

Cash Flow Bridge for rolling 12-months as of 31 March, 2018

SAR mn



Total proposed and paid dividend of SAR 4 per share:

Distributed Interim Dividend of SAR 2 per share for FY2017/18 in Q3'17/18.

Proposed an additional SAR 2 per share (subject to AGM approval).

Note: Does not depict other cash outflow of ~SAR1mn which includes non-controlling interest and effect of exchange rate fluctuations



UHT Milk

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



Milk Powder

- Milk Powder – Instant



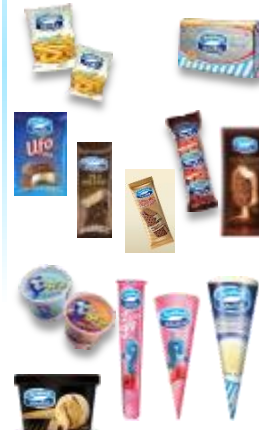
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



Tomato Products

- Ketchup
- Tomato paste



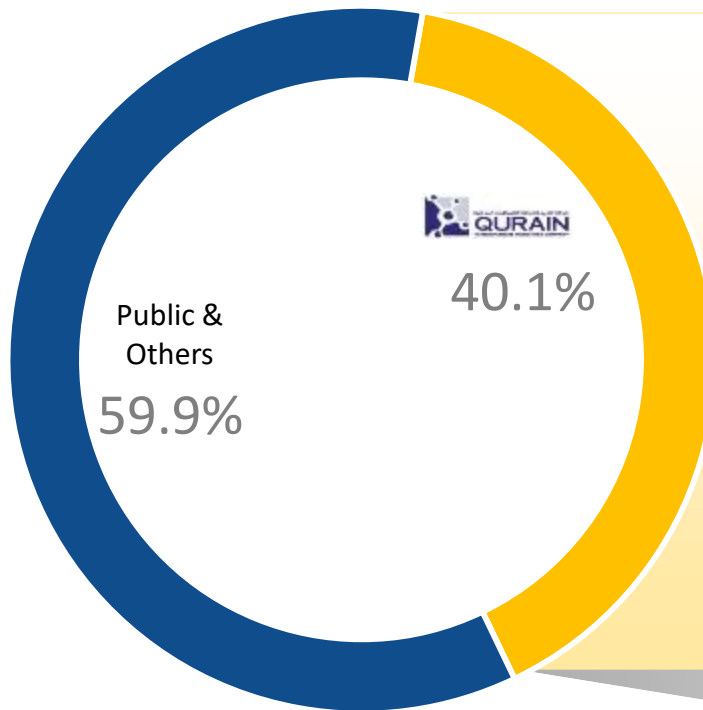
Others

- Arabic Coffee
- Laban
- Jump
- Crispy
- Cream
- Juices–Growing-up
- EVAP
- Majestique
- Soy Drink
- Still Water



Shareholding

(as of 22 April 2018)

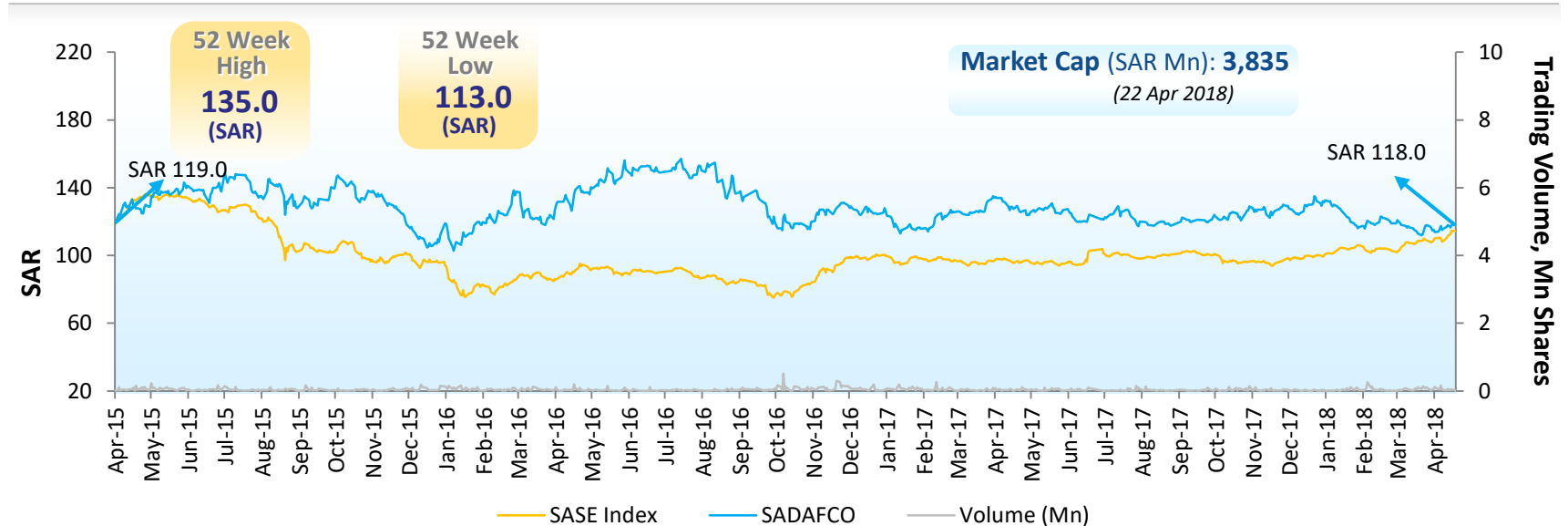


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is an associate of KIPCO group, which is one of the biggest diversified holding companies in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

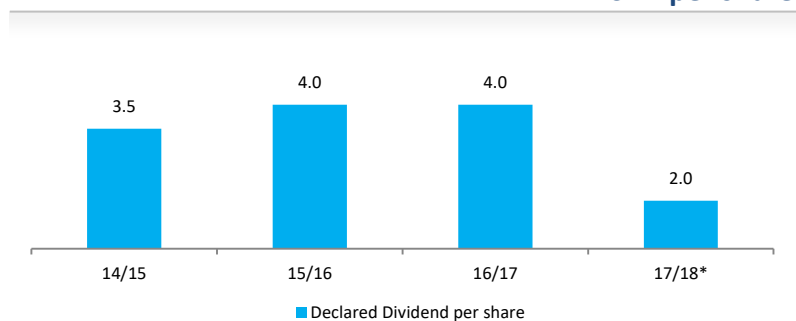
Shareholders' Returns

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 119.0 on 05 April 2015)

Consistent Dividends



**Compounded Annual
Return[#] of**

2.9%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 31 March 2018, assuming no reinvestment of dividends

* Interim dividend of SAR 2/ share had been declared in Dec'17. The Board recommends an additional dividend of SAR2/ share subject to the approval by General Assembly. A total of SAR 4/ share for the full financial year.

*“Whilst we remain **alert** and **agile** in light of the new realities we face, we remain committed to **delivering profitable sales** investing behind our brands, and **delivering a respectable return** on our sales.*

*We are working on **enhancing** our existing **broad non-UHT Milk** range, as well as adding to our **overall consumer proposition**.*

*We will also **continue to invest** behind our Saudia brand, as it is a key component in **delivering sales that are profitable**.*

*Although we are facing **challenging market conditions**, we remain confident that we are well placed to meet existing and new consumer needs, and **deliver sustainable returns** in the future to our shareholders.”*