



Earnings

Presentation

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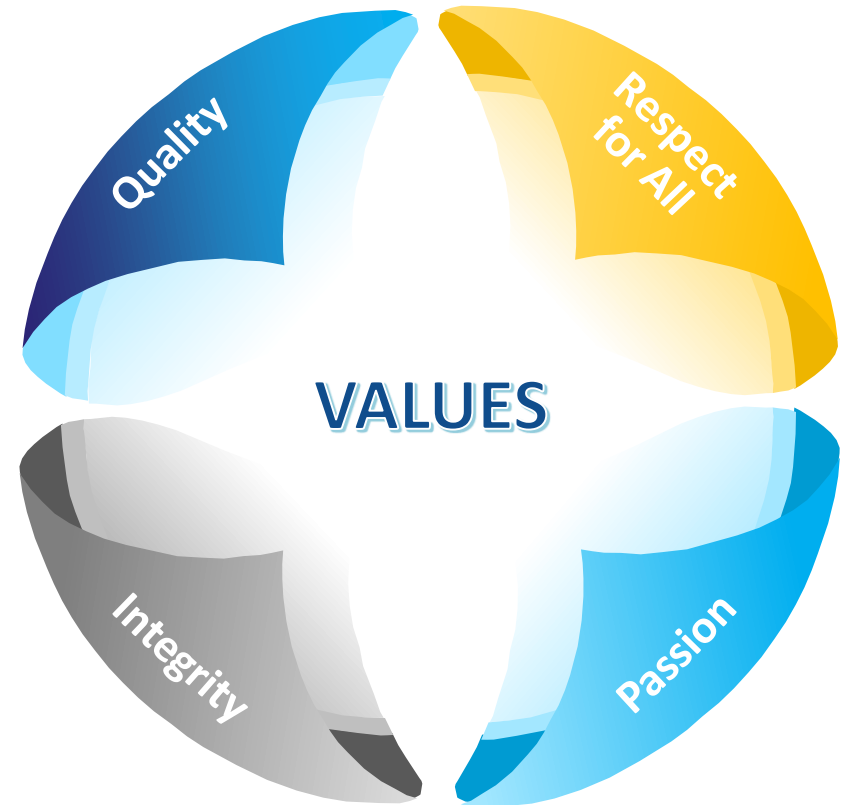
Our Vision, Mission & Values

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

2.9%

YoY

H1'2017/18 :
SAR894mn

H1'2016/17 :
SAR921mn

Net Profit

6.4%

YoY

H1'2017/18 :
SAR152mn

H1'2016/17 :
SAR162mn

Cash Flow

Cash and Deposit Balances

H1'2017/18 : **SAR526mn**

H1'2016/17 : **SAR370mn**

Above balance after
dividend payment of **SAR130mn**

Capital Expenditure

H1'2017/18 : **SAR43mn**

H1'2016/17 : **SAR43mn**

Recent Developments

- Jeddah Central Warehouse construction in progress as per schedule
- Signed a Non-Binding agreement to acquire a controlling stake in Mlekoma sp. Z.o.o., an investment in vertical integration
- Flavoured Milk 200ml re-launched with new pack. The colors and the design of the pack (the faces of the cartoons) attract the respondents and has recall value

Jeddah Central Warehouse



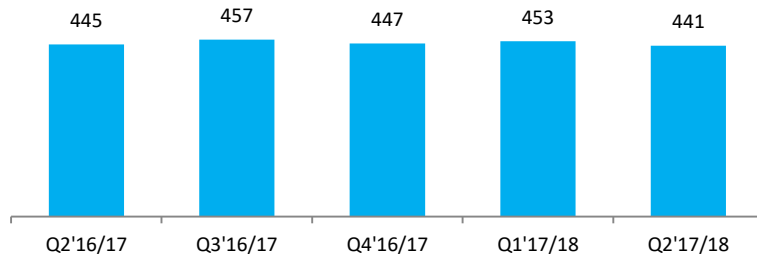
Flavored Milk Re-launch



Sales & Profitability

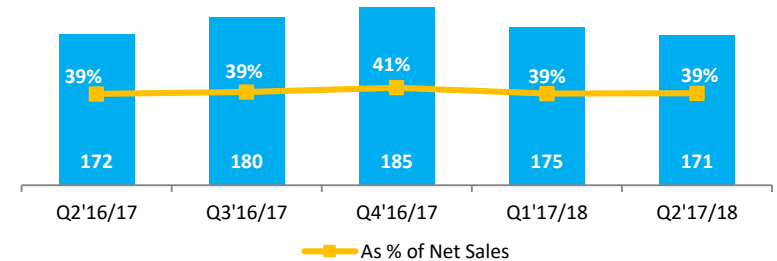
Sales

SAR mn



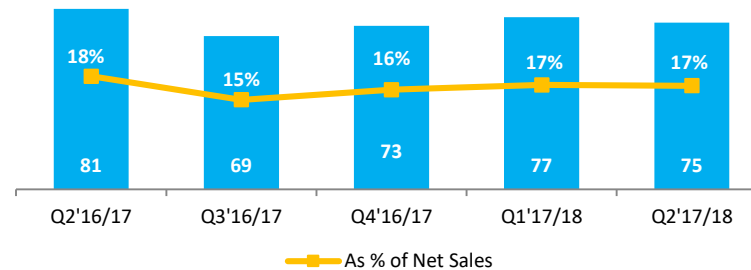
Gross Profit

SAR mn



Net Profit

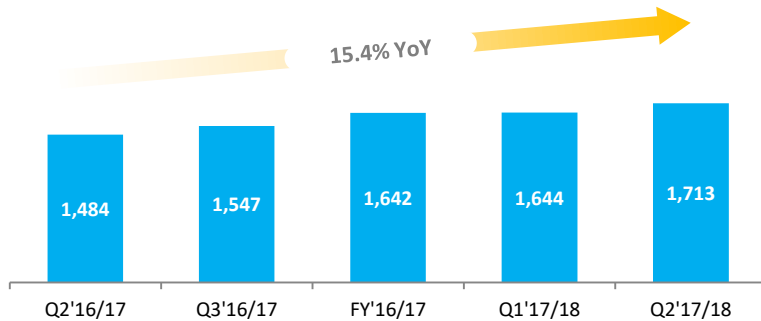
SAR mn



Strong Balance Sheet

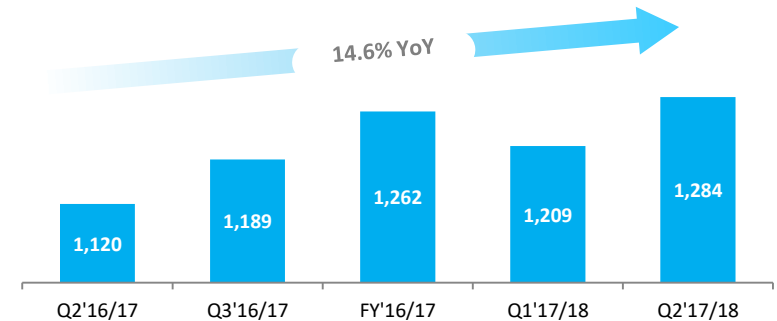
Steady Asset Base...

SAR mn



...build by Internally generated funds

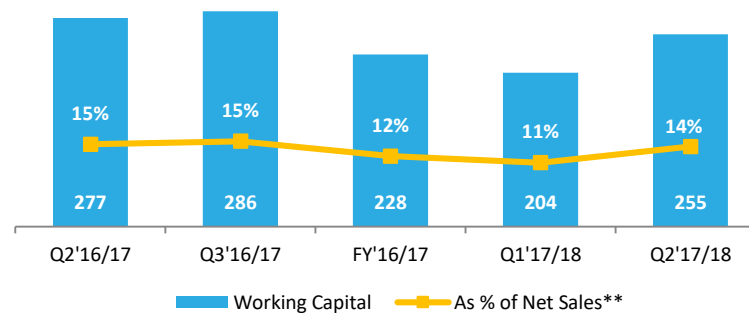
SAR mn



■ Shareholders' Equity

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

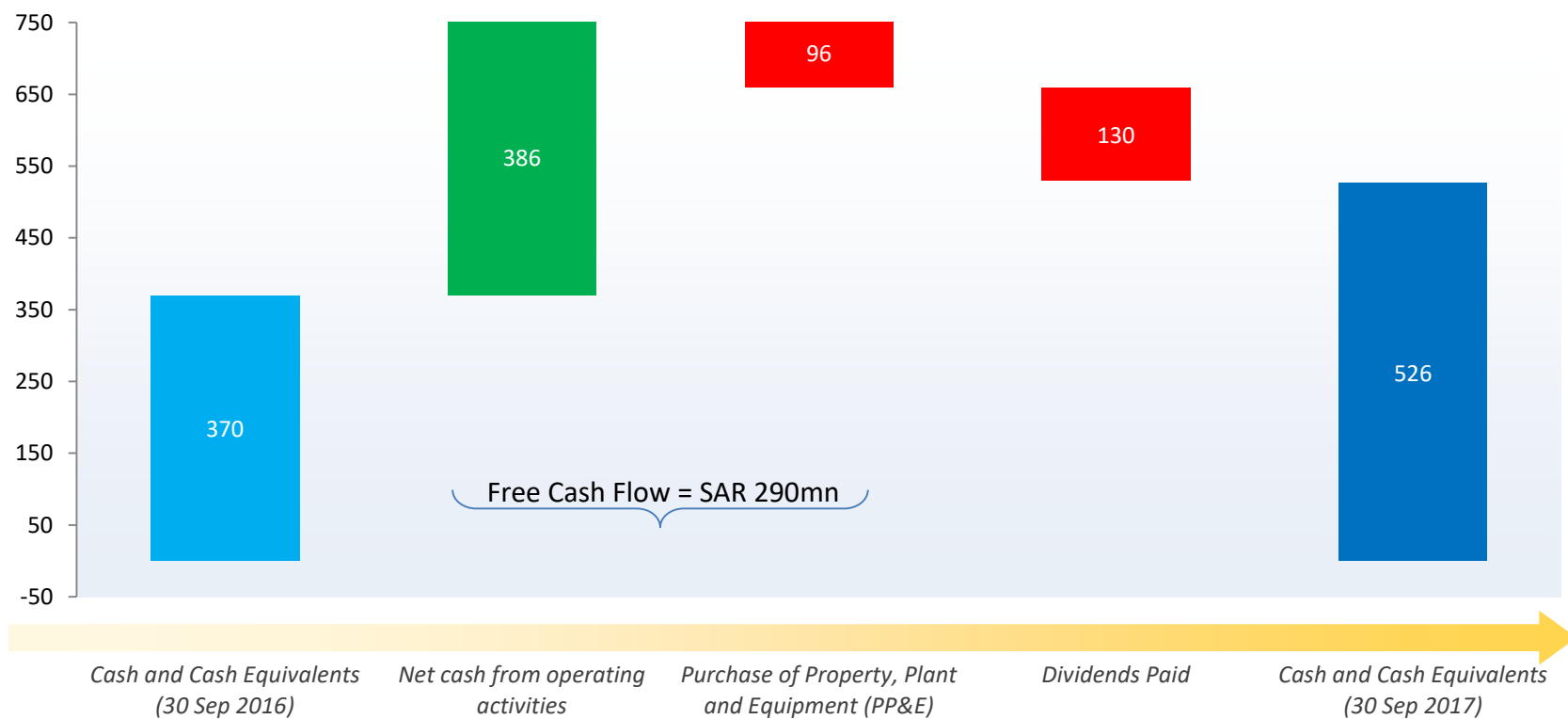
Current Liabilities: Accounts payable + Due to related parties + Accrued zakat + Dividend payable + Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

Cash Flow Bridge for rolling 12-months as of 30 September, 2017

SAR mn



Distributed Dividend of SAR 4 per share for FY2016/17 in Q1'17/18

Note: Does not depict other cash outflow of ~SAR4mn which includes Board of Director remuneration, 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



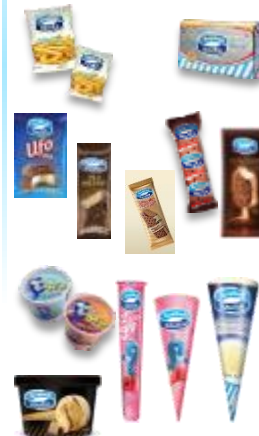
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



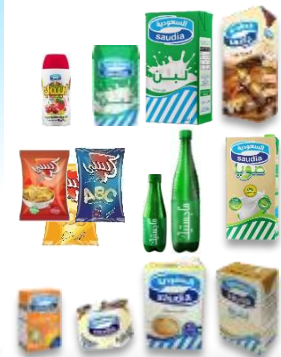
Tomato Products

- Ketchup
- Tomato paste



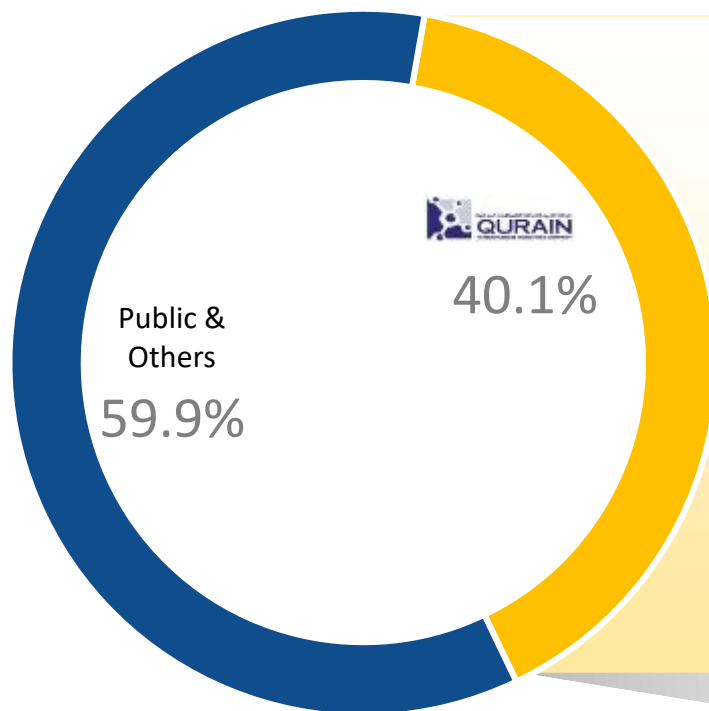
Others

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



Shareholding

(as of 15 October 2017)

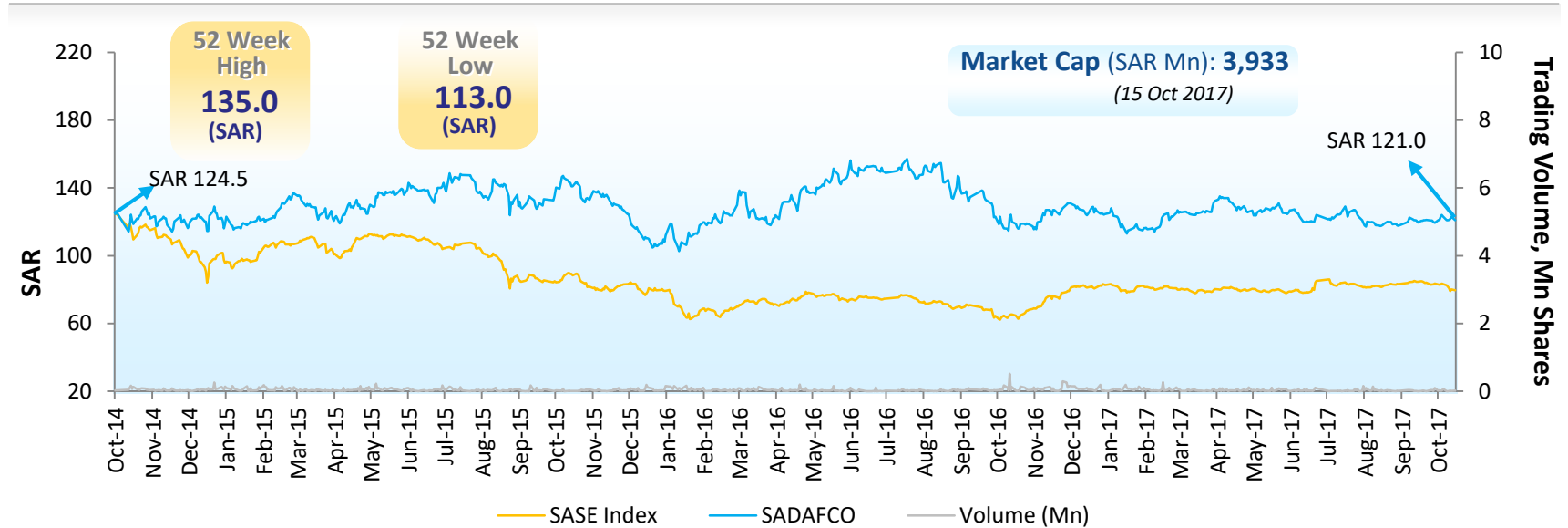


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is an associate of KIPCO group, which is one of the biggest diversified holding companies in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

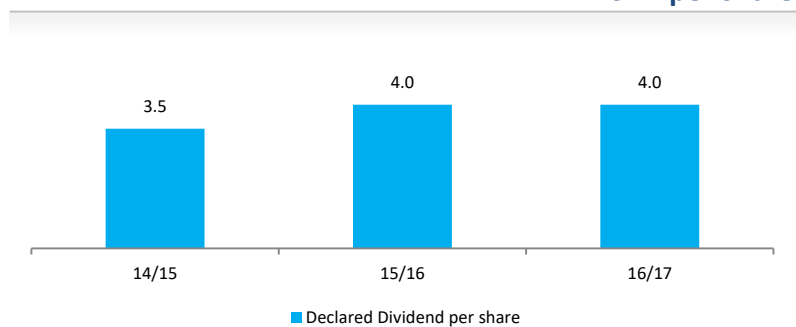
Shareholders' Returns

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 124.5 on 01 October 2014)

Consistent Dividends



**Compounded Annual
Return[#] of**

6.1%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 30 September 2017, assuming no reinvestment of dividends

“A general slowdown in the consumption pattern coupled with surplus supply of fresh milk resulted in value reduction in Sales

*However, despite the overall market conditions, we have managed to deliver **robust net margins***

*Our key products continued to **strengthen their market share** and*

*Our relentless drive on **quality, cost and credit efficiency** along with **potential strategic acquisitions** will continue to help us in achieving strong & consistent financial results in the future.”*