



Earnings

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

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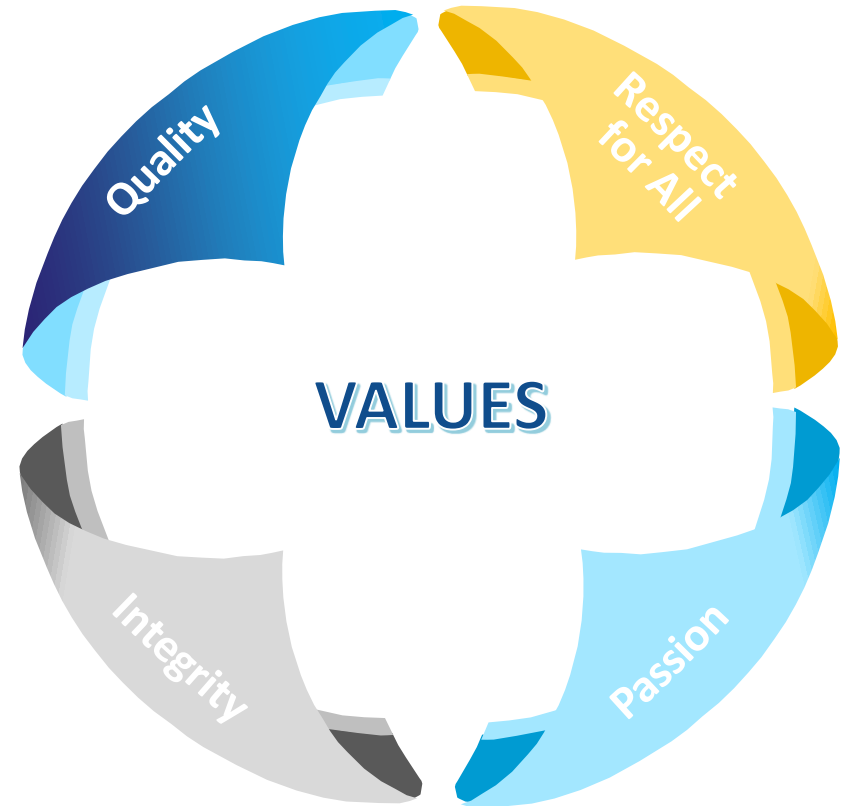
Our Vision, Mission & Values

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

3.2%

YoY

9M'2017/18 :
SAR1,314mn

9M'2016/17 :
SAR1,357mn

Net Profit

8.7%

YoY

9M'2017/18 :
SAR210mn

9M'2016/17 :
SAR230mn

Cash Flow

Cash and Deposit Balances

9M'2017/18 : **SAR472mn**

9M'2016/17 : **SAR432mn**

Above balance after
dividend payment of **SAR195mn**

Capital Expenditure

9M'2017/18 : **SAR95mn**

9M'2016/17 : **SAR62mn**

Recent Developments

- Announced the distribution of an interim dividend of SAR2/ share in Nov'17
- Construction of new Tabuk Depot completed

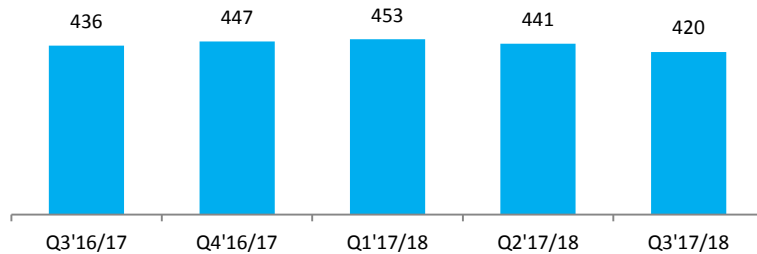
New Tabuk
Depot



Sales & Profitability

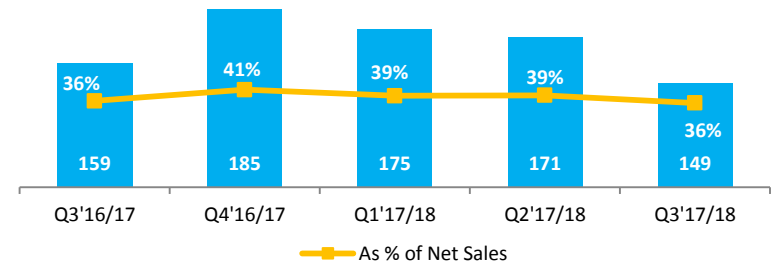
Sales

SAR mn



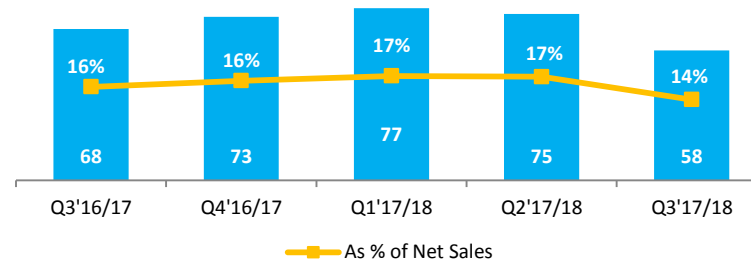
Gross Profit

SAR mn



Net Profit

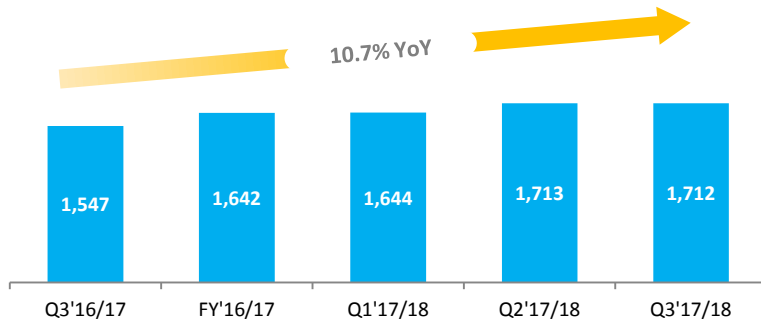
SAR mn



Strong Balance Sheet

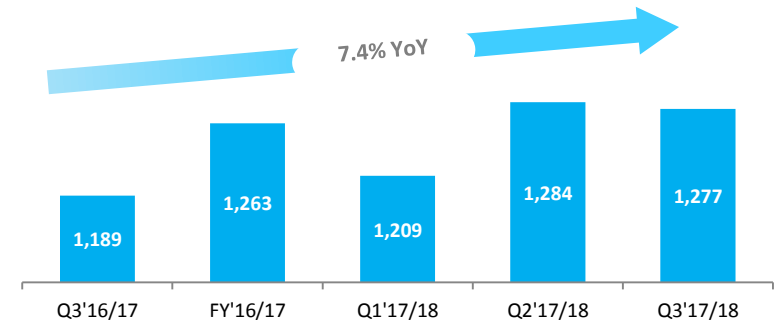
Steady Asset Base...

SAR mn



...build by Internally generated funds

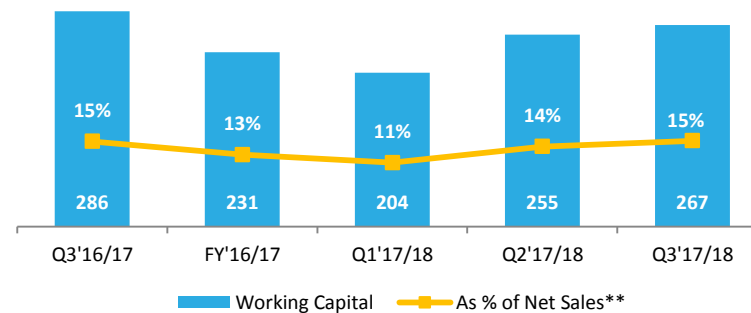
SAR mn



■ Shareholders' Equity

Working Capital*

SAR mn



Note: *Working Capital calculated as Current Assets net of Current Liabilities.

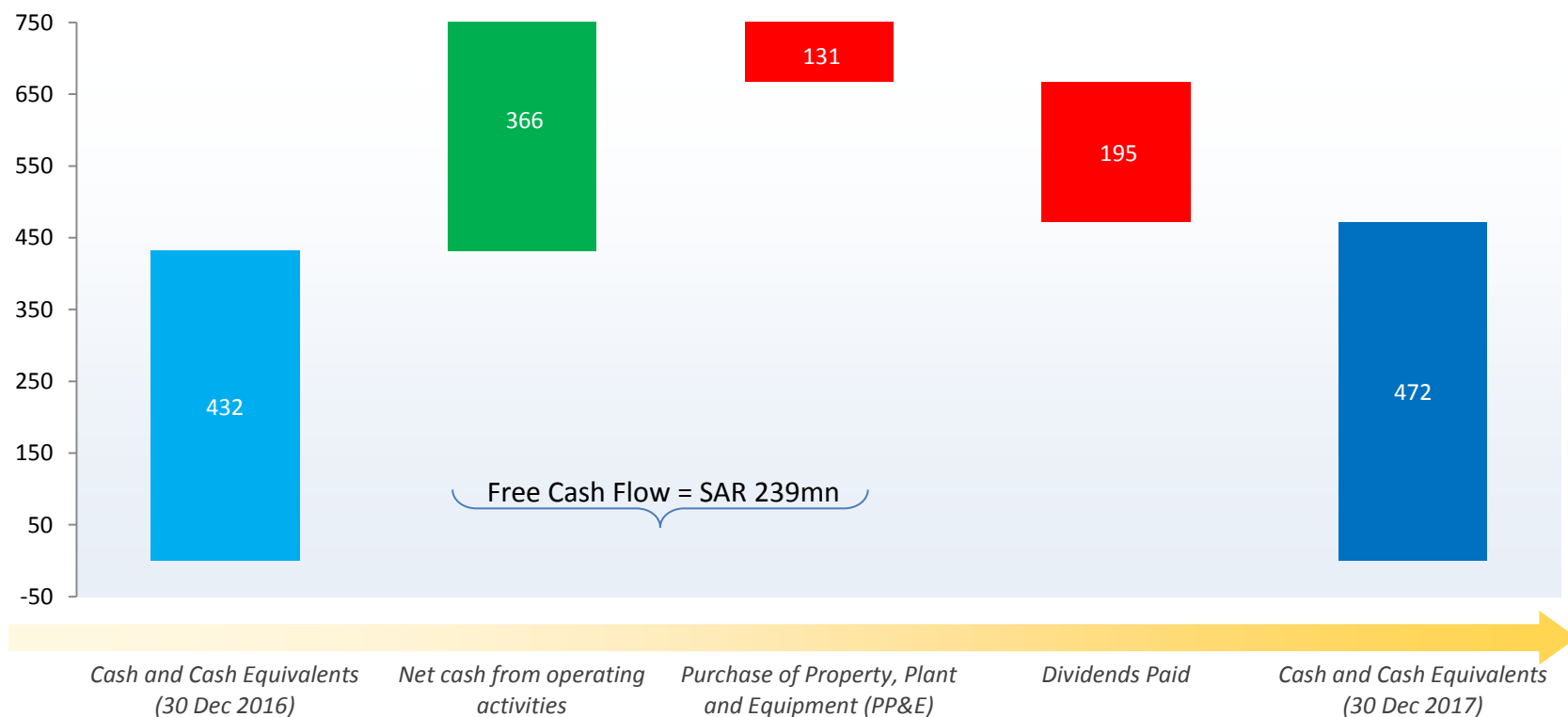
Current Assets: Accounts receivable + Inventories + Deposits, prepayments & other current assets
Current Liabilities: Accounts payable + Due to related parties + Accrued zakat + Dividend payable +
Accruals & other current liabilities

**Rolling 12-months net sales

Cash Flow Summary

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

SAR mn



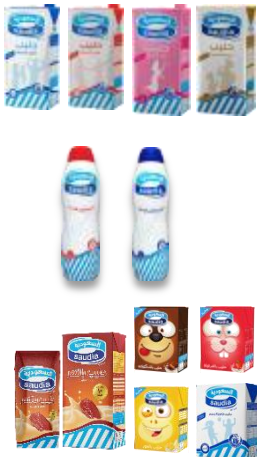
Distributed an Interim Dividend of SAR 2 per share in Dec'17 in addition to the Annual Dividend

Note: Does not depict other cash outflow of ~SAR3.5mn 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



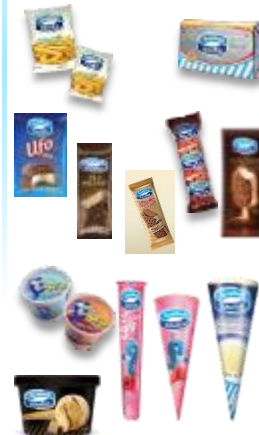
Cheese Products

- Feta Cheese
- Processed Cheese – Triangles



Frozen

- Ice cream
- French Fries
- Butter



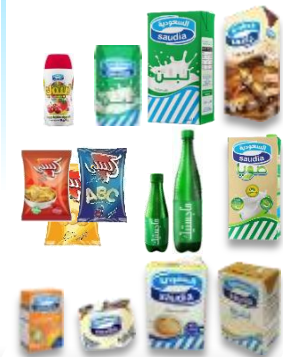
Tomato Products

- Ketchup
- Tomato paste



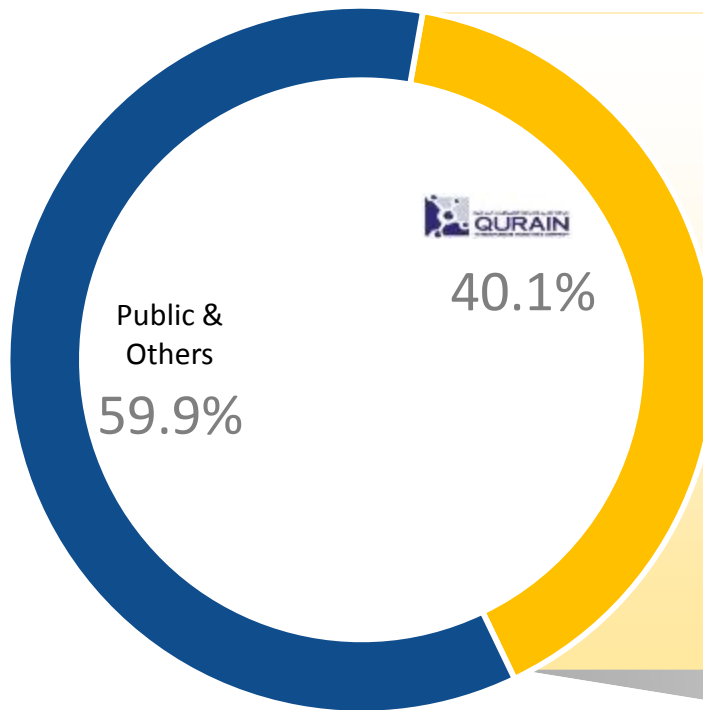
Others

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



Shareholding

(as of 15 January 2018)

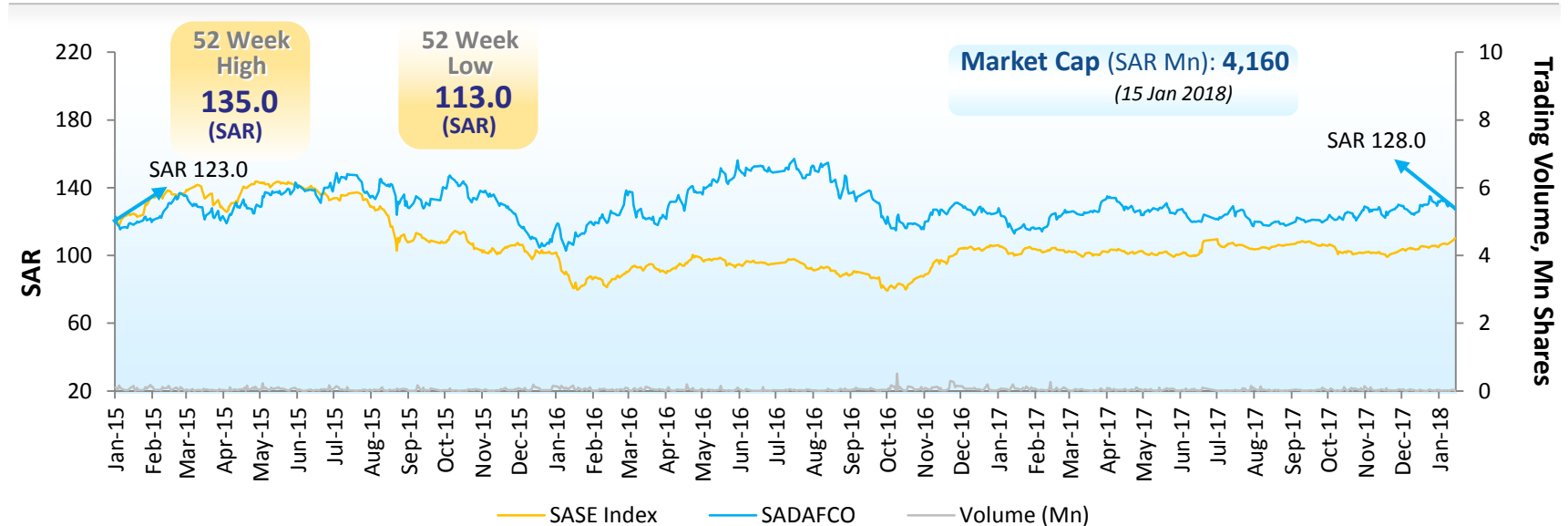


- Qurain Petrochemicals Industries (QPIC) is the largest shareholder of SADAFCO
- QPIC, incorporated in 2004, is a private sector holding company in the energy, petrochemical, food and related sectors
- QPIC is an associate of KIPCO group, which is one of the biggest diversified holding companies in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

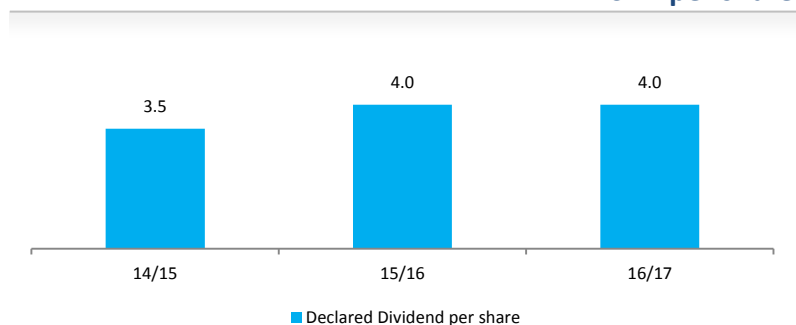
Shareholders' Returns

Share Price Performance



Source: Bloomberg; SAR Saudi Riyal; SASE Index (Rebased to SAR 123.0 on 03 January 2015)

Consistent Dividends*



**Compounded Annual
Return[#] of**

6.0%

over the last 3 years

Note: [#]Annualized Return calculated as sum of share price appreciation/depreciation and dividends paid during the period ending 15 January 2018, assuming no reinvestment of dividends

Note: *Announced the distribution of an interim dividend of SAR2/ share in Nov'17

*“The results for the quarter and nine months continue to reflect SADAFCO’S strategy to **make profitable sales**, and to protect both our **market share and strong financial position**.*

The deflationary trend in dairy and food prices triggered by irrational discounting by the competition, continued further reductions in the consumer base along with increase in energy & manpower costs, will put additional pressure on future growth and margins.

*However, despite the overall market conditions, we have managed to **deliver a robust net margin of ~16%** for the nine months.*

*Given our **strong financial position** we are poised to handle these **challenges effectively**”*