



EARNINGS PRESENTATION

For the Year Ended

31 December 2024

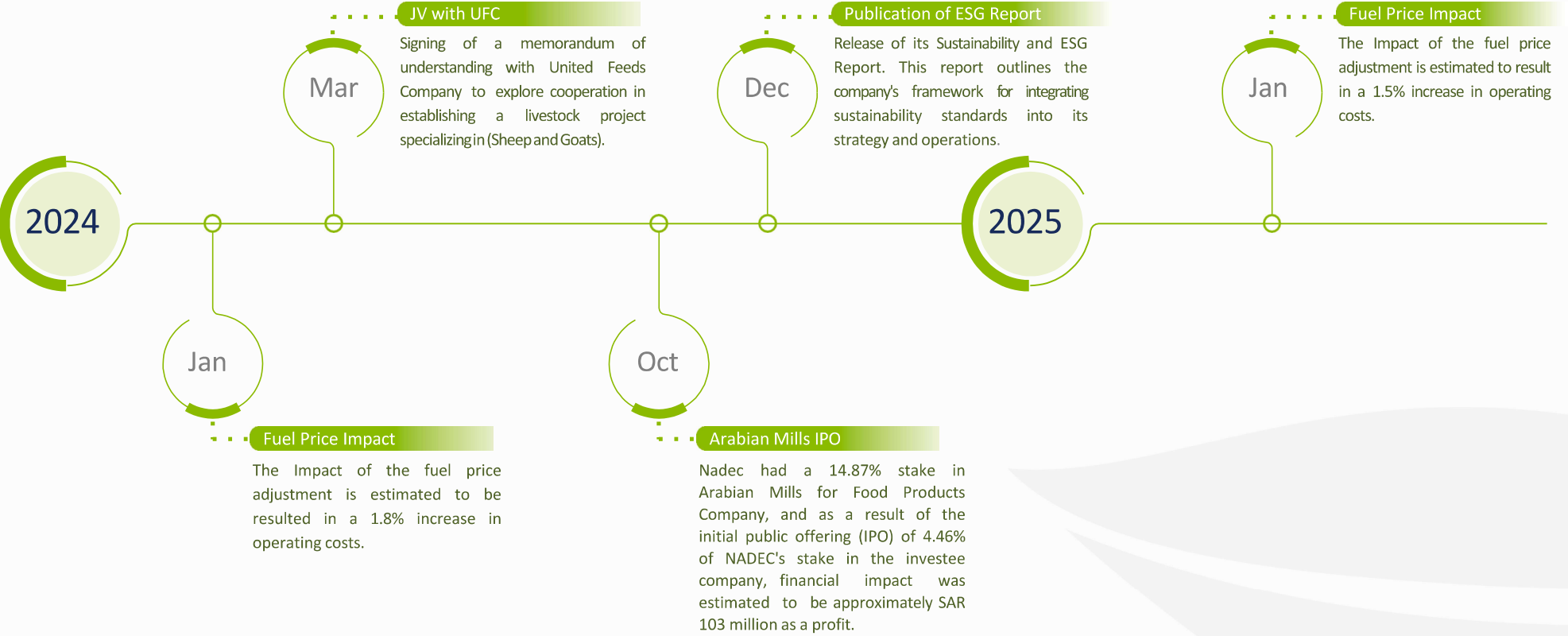


- Key Highlights for FY 2024
- Financial Performance FY 2024
- Financial Statements
- Questions & Answers



Key Highlights for FY 2024

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Milestones FY 2024



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New Products Launched in 2024





Financial Performance FY 2024

Revenue by Segments



Gross Profit ↑ +0.7%



Gross Profit Margin



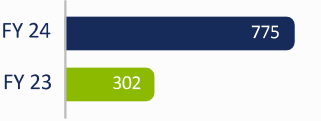
Operating Profit ↑ +14.3%



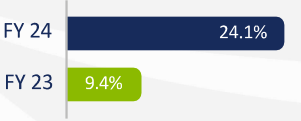
Operating Profit Margin ↑



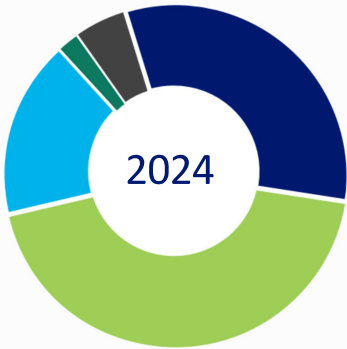
Net Income ↑ +156.6%



Net Income Margin ↑



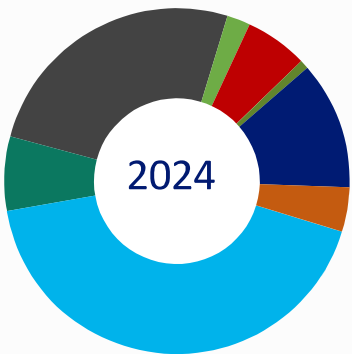
Revenue by Channel



Modern Trade	30%
Traditional Trade	41%
Foods Service	16%
Agri	2%
Others	10%

Channel	Growth vs. LY	Growth%
Modern Trade	17	2%
Traditional Trade	63	5%
Foods Service	14	3%
Agriculture	-48	-41%
Others	-24	-7%
Total	22	1%

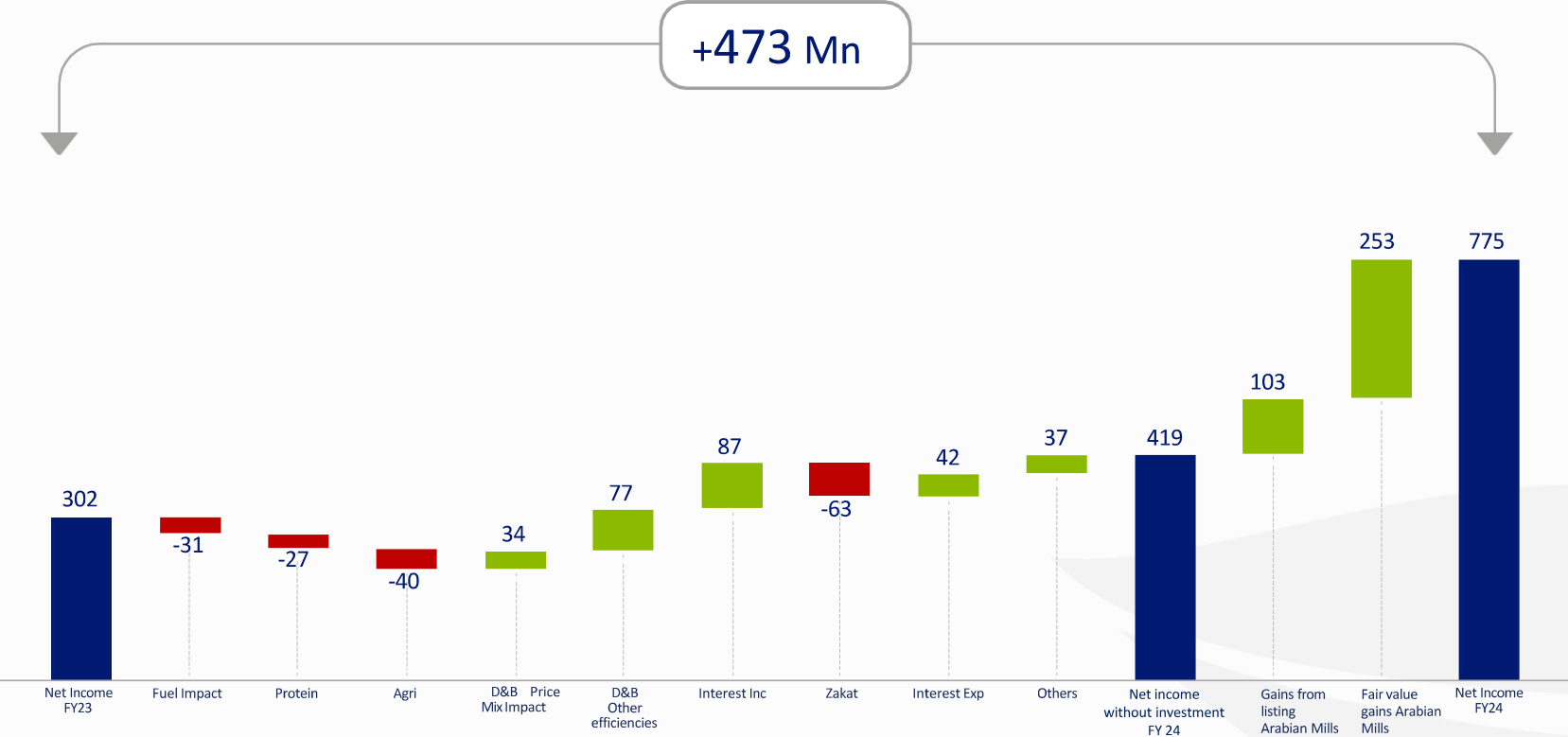
Revenue by Product Category



Cheese & Butter	12%	Long Life Dairy	26%
Olive Oil	4%	Agri	2%
Fresh Dairy & Derivatives	43%	Protein	6%
Fresh Juice	7%	Others	1%

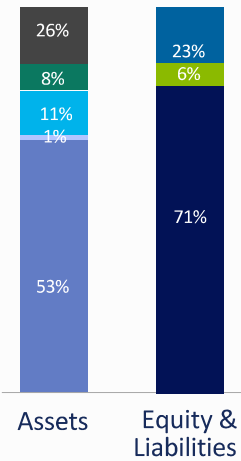
Product Category	Growth vs. LY	Growth%
Cheese & Butter	21	6%
Olive Oil	46	68%
Fresh Dairy & Derivatives	-58	-4%
Fresh Juice	-4	-2%
Long Life Dairy	3	0%
Agri	-48	-41%
Protein	166	99%
Others	-105	79%
Total	22	1%

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Net Income Bridge

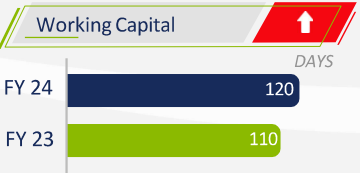
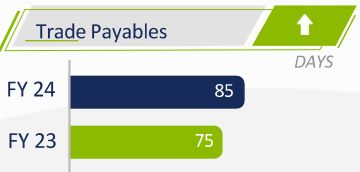
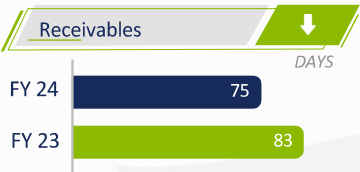
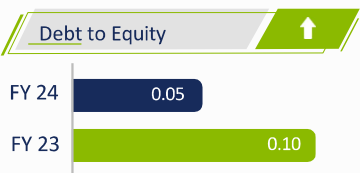
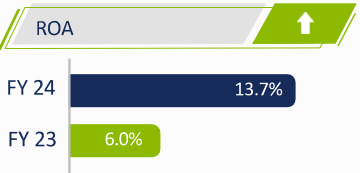
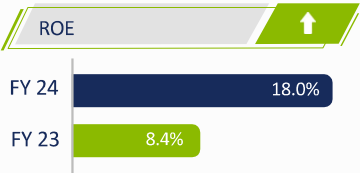
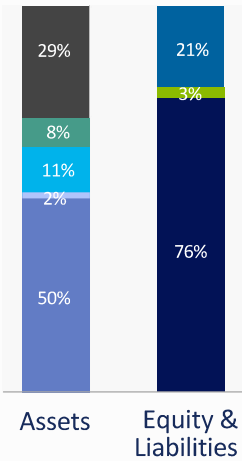


Balance Sheet & Ratios – 31 Dec 2024

FY '23
Total Assets: SAR 5,052 Mn

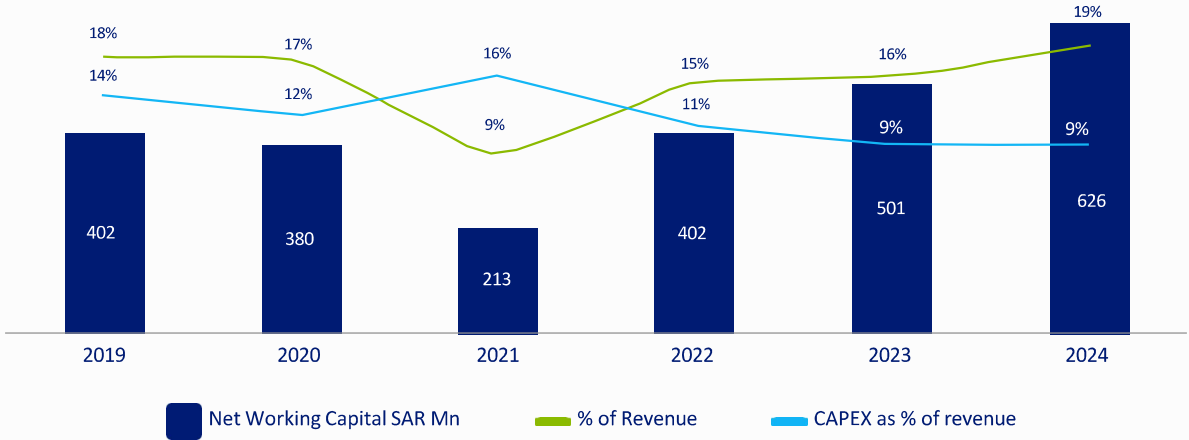


FY '24
Total Assets: SAR 5,673 Mn

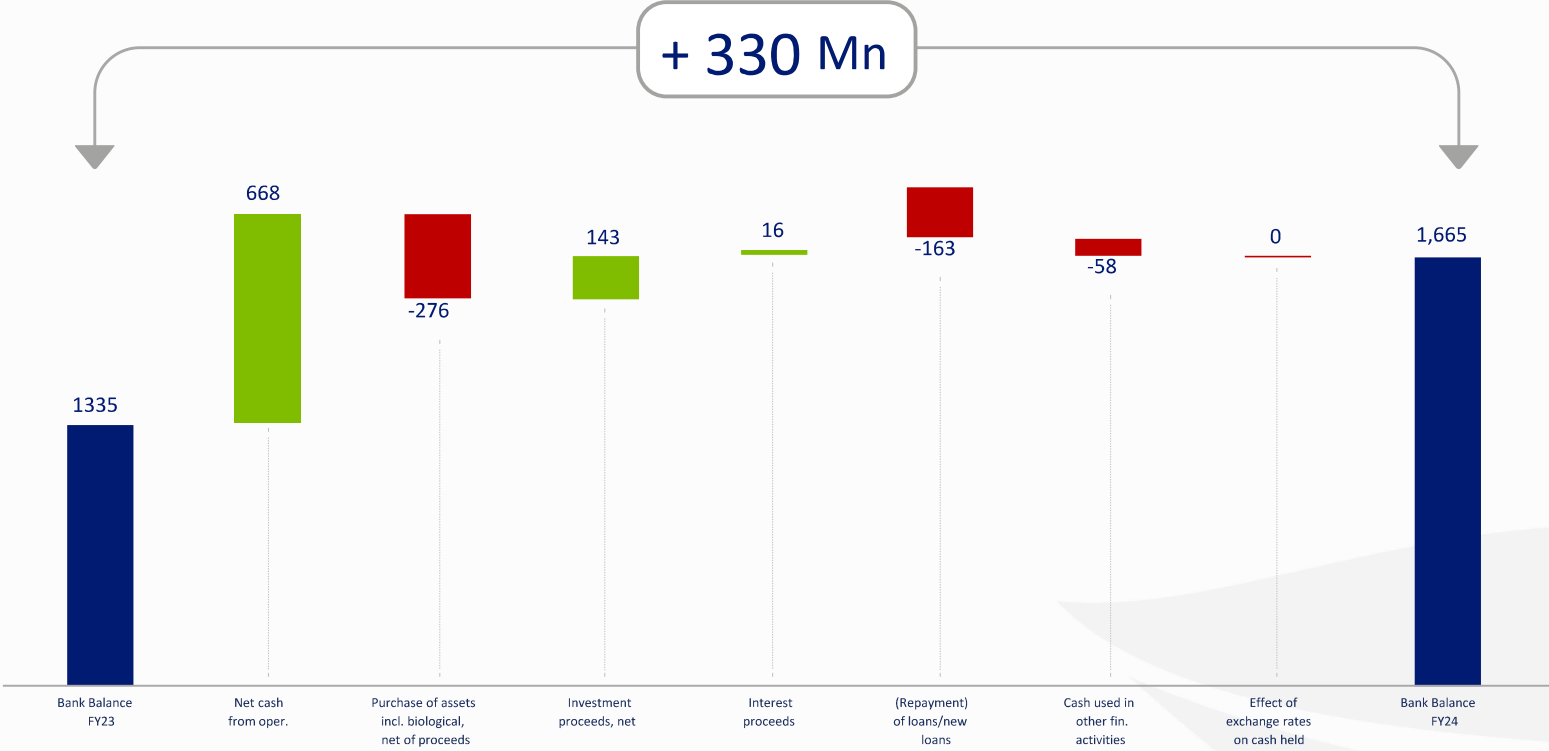


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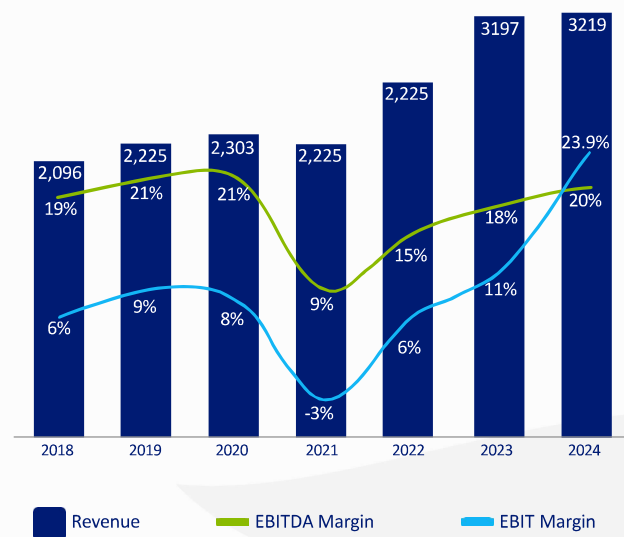
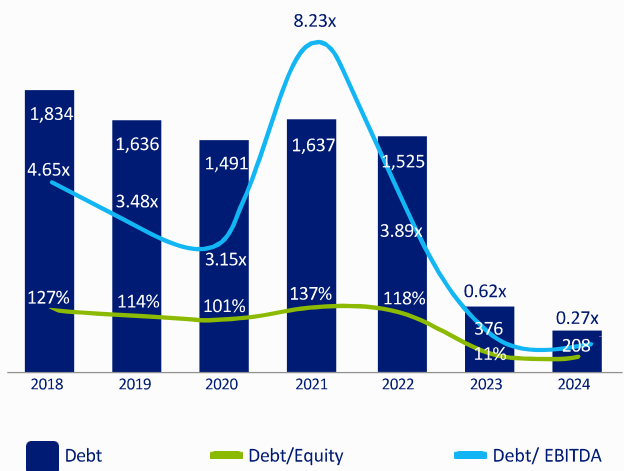
Working Capital



	2019	2020	2021	2022	2023	2024
Days of Inventory outstanding (DIO)	145	124	101	100	102	129
Days of Sales outstanding (DSO)	108	103	100	111	83	75
Days of Payable outstanding (DPO)	(131)	(96)	(92)	(90)	(75)	(85)
Working Capital (Days)	122	132	108	121	110	120



Debt and EBITDA/ EBIT Margins Trend





Thank You!





Financial Statements

Income Statementt	FY24	FY23
Revenue from Operations	3,220	3,197
Cost of Good Sold	(2,028)	(2,013)
Gross Profit	1,192	1,184
Selling General & Admin Exp.	(767)	(773)
Other Operating Expenses*	(36)	(71)
Operating Profit	389	341
Profit on Sale of Investment	357	-
Finance Income/Cost, net	57	(72)
Share of Profit in JV	24	21
PBT	827	290
Zakat	(53)	12
Net Income	775	302

Balance Sheet	Dec 31, 2024	Dec, 31 2023
Non-Current Assets	2,819	2,695
Current Assets	2,884	2,415
Total Assets	5,704	5,110
Non-Current Liabilities	162	285
Current Liabilities	1,245	1,232
Total Liabilities	1,407	1,517
Shareholders' Equity	4,297	3,593
Total Shareholders' Equity and Liabilities	5,704	5,110

Cash Flow Statement	Dec 31, 2024	Dec 31, 2023
Net Profit before Zakat	827	290
Adjustment for Non-Cash and Non-operating Items	3	460
Cash Operating Profit	830	750
Changes in working capital	(124)	(51)
Zakat Paid	(11)	(20)
Employee Benefits Paid	(24)	(25)
Cash Flow from Operating Activities	670	655
Acquisition of PPE, Intangible and Biological Assets	(284)	(294)
Proceeds from sale of PPE and Biological Assets	7	78
Payments for Capital Work in Progress /Investment	142	(40)
Investment and interest in time deposits	217	(500)
Cash Flow from Investing Activities	81	(756)
Issue of new shares	-	2,000
Proceeds from Loans and Borrowings	1,875	479
Repayment of Loans and Borrowings	(2,038)	(1,622)
Other Cashflow from financing activities	(58)	(32)
Cash Flow from Financing Activities	(221)	825
Net Change in Cash and Cash Equivalents	531	723