



EARNINGS CALL

**Q2-2021**



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**Revenue**Details on slide  
17

The Company's revenue for the current quarter decreased by 11.65% SAR 71 million (From SAR 608 million to SAR 537 million).

**Cost of sales**

Cost of sales as a percent of revenue was increased during the current quarter by 4.11% (From 65.19% to 69.30%).

**Selling and marketing expenses**

Selling and marketing expenses decreased in the current quarter compared to the same quarter last year by SAR 17 million (From SAR 143 million to SAR 126 million)

**General and Administrative expenses**

General and administrative expenses decreased in the current quarter by SAR 2 million (from SAR 30 million to SAR 28 million) compared to the same quarter last year

**Finance cost**

Finance cost decreased in the current quarter compared to the same quarter last year by 3 million (12 million to SAR 9 million)

**Impairment losses on trade receivables**

The Impairment losses on trade receivables was decreased by SAR 4 million (From SAR 6 million to SAR 2 million)

### Key Financial Results

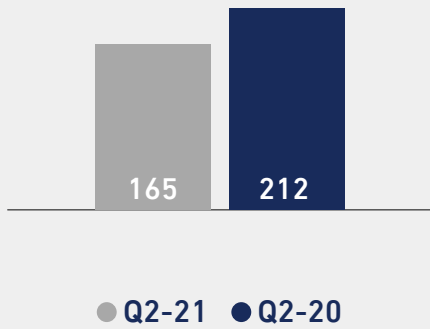
SRmn	Q2-21	Changes+/-	Q2-20 * ADJ
Sales	537	-11.65%	608
Gross Profit	165	-22.08%	212
Operational (Loss) / Profit	-7	-121%	33
Net (Loss) / Profit	-17	-184%	20

Details on slide 17 and 20

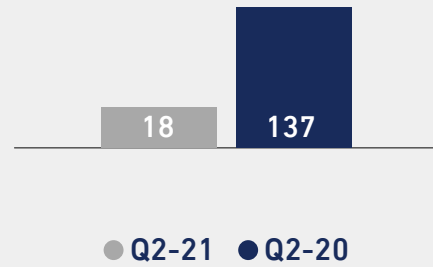
\* After adjusting one-off item

All Figures are in (Millions) Saudi Arabia, Riyals

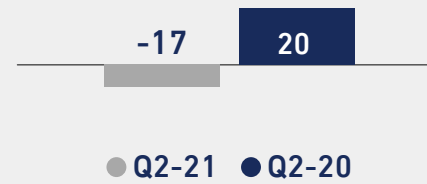
### GROSS PROFIT



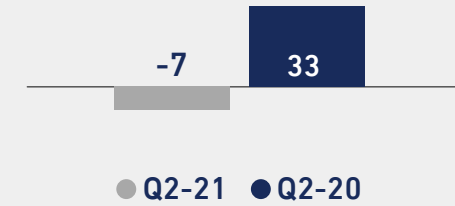
### FREE CASHFLOW



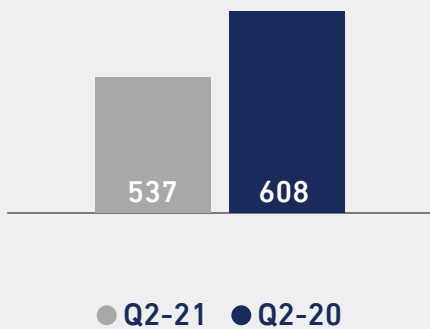
### NET PROFIT



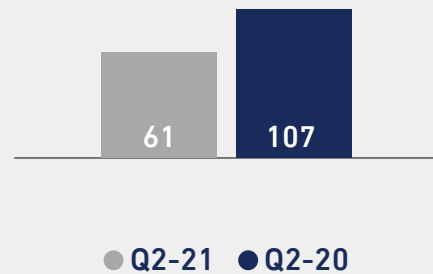
### EBIT



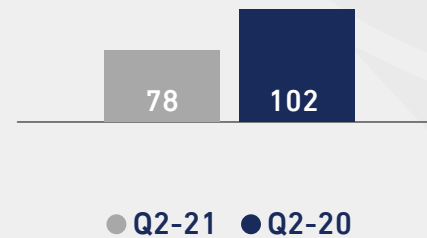
### SALES



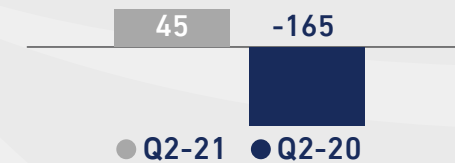
### EBITDA



### END-CASH BALANCE



### NET WORKING CAPITAL

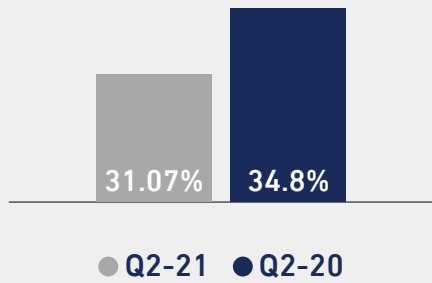


Details on slide 17

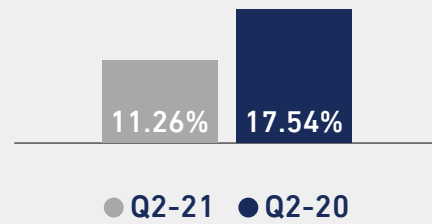
All Figures are in (Millions) Saudi Arabia, Riyals

### GROSS MARGIN %

Mainly from the increasing cost of feeding



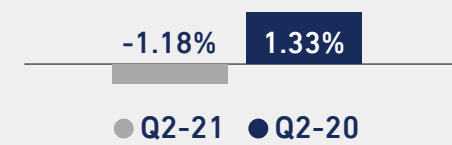
### EBIT % SALES



### DEBT/EQUITY

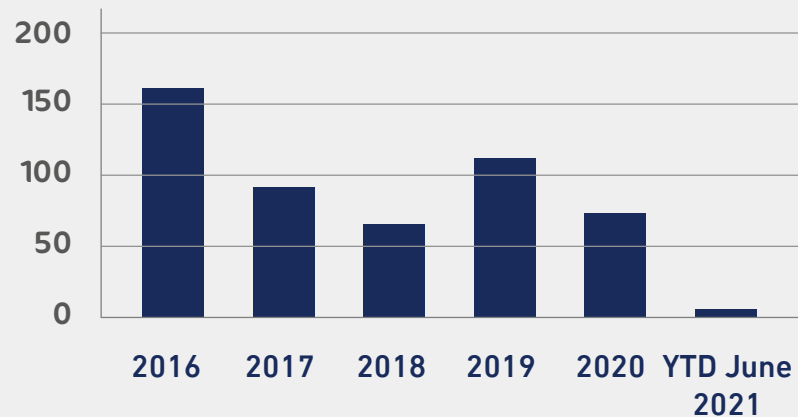


### ROE



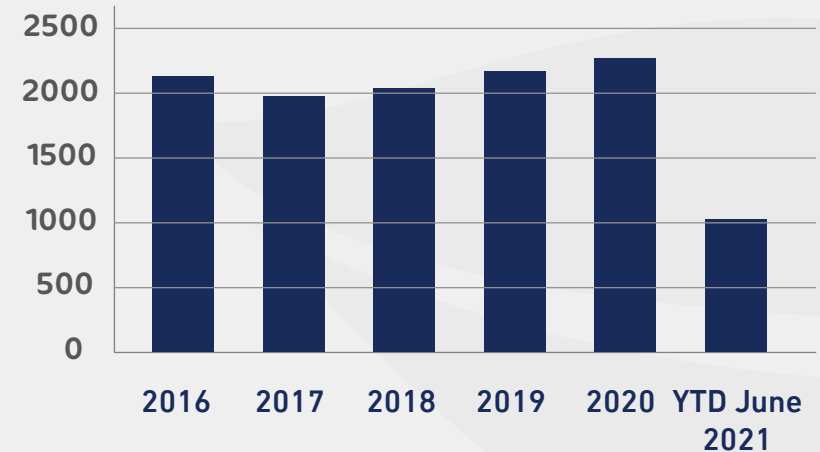
### NADEC EBIT SR'million

CAGR -18.37%



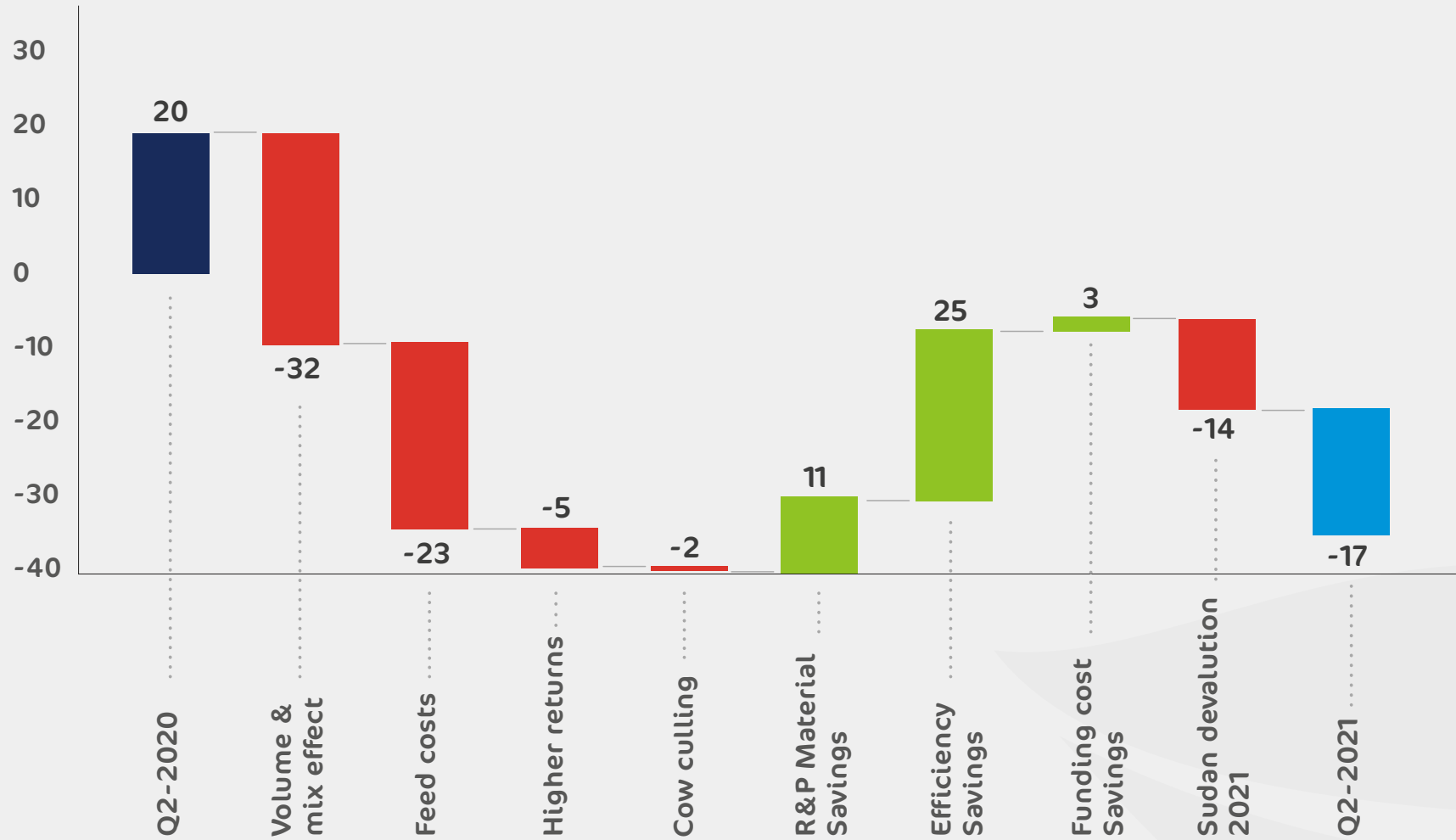
### NADEC SALES SR'million

CAGR 1.43%



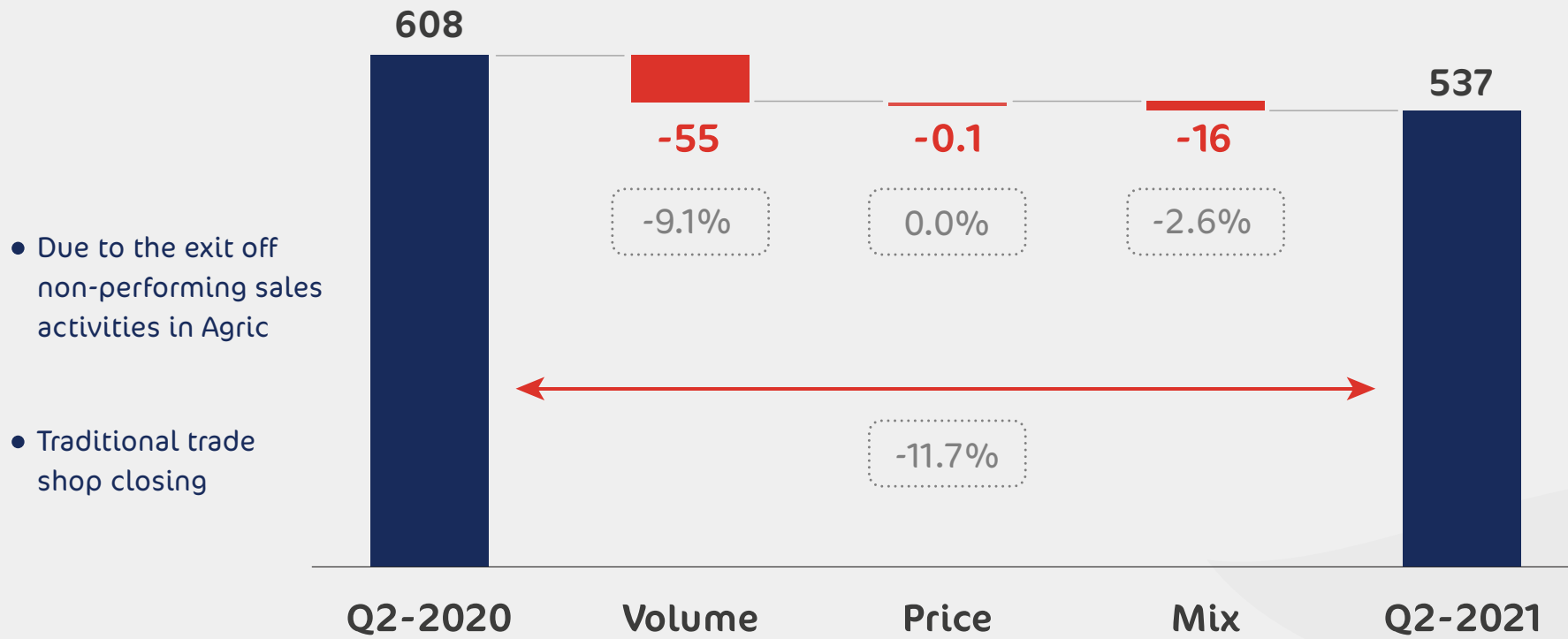
All Figures are in (Millions) Saudi Arabia, Riyals

### Net Profit Bridge



All Figures are in (Millions) Saudi Arabia, Riyals

**Sales Bridge**

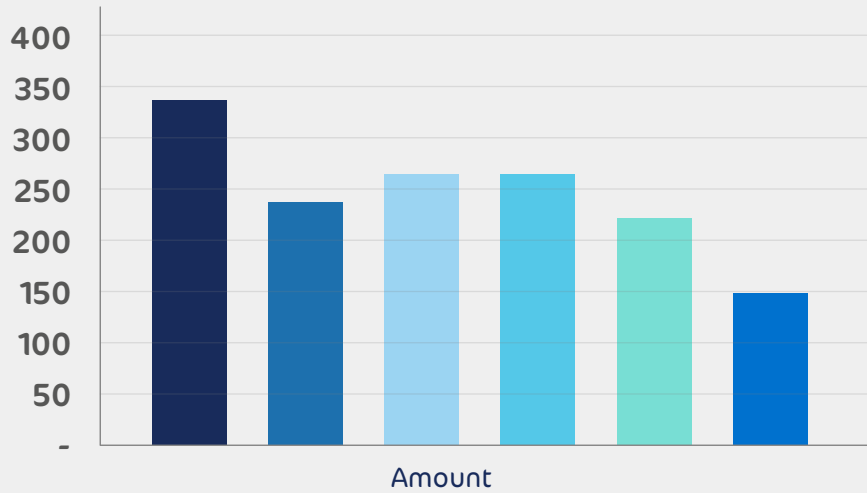


- Due to the exit off non-performing sales activities in Agric
- Traditional trade shop closing

All Figures are in (Millions) Saudi Arabia, Riyals

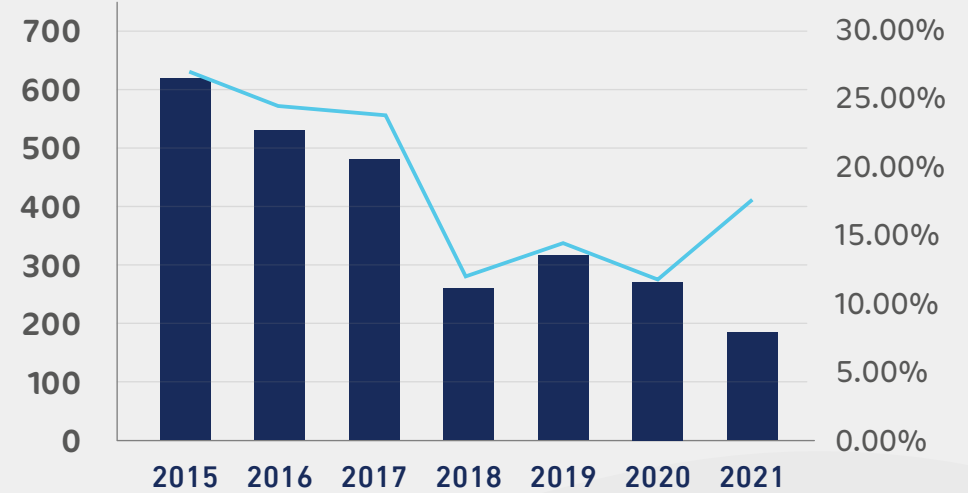


### Debt to Maturity



- Up to 1 Year
  2 - 3 Years
  4 - 5 Years
- 1 - 2 Years
  3 - 4 Years
  Above 5 Years

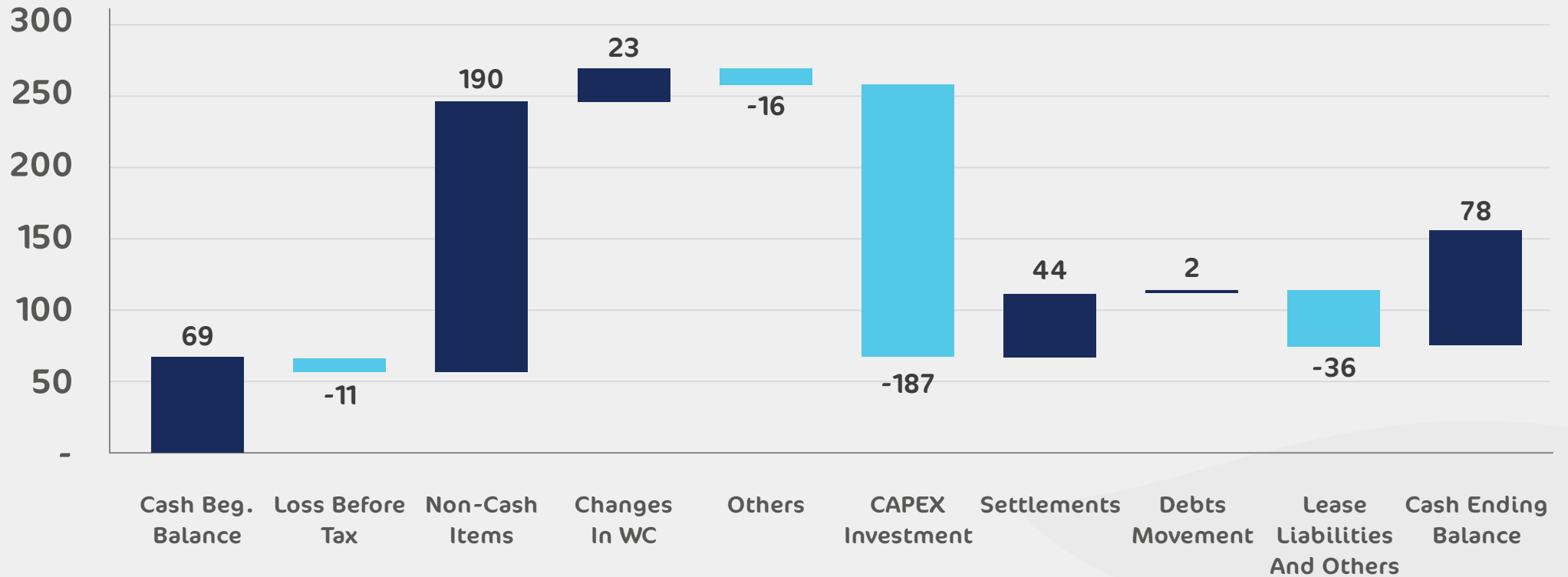
### CAPEX TREND



- CAPEX
- Investment as a % of Sales

All Figures are in (Millions) Saudi Arabia, Riyals

### Cash Flow Waterfall YTD June 2021



All Figures are in (Millions) Saudi Arabia, Riyals

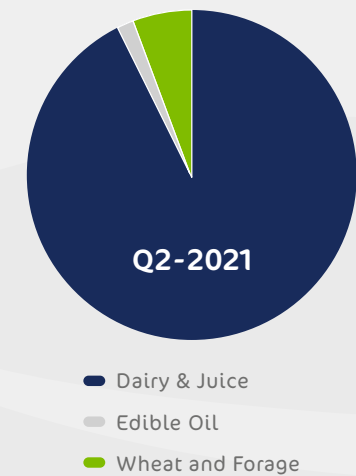
### Sales By Segment

Sales By Segment	Q2-2021	Q2-2020	Changes %
Dairy & Juice	510	549	-7%
Edible Oil	12	19	-38%
Wheat and Forage	15	40	-61%
<b>Total</b>	<b>537</b>	<b>608</b>	<b>-11.67%</b>



### Gross Margin By Segment

Gross Margin By Segment	Q2-2021	Q2-2020	Changes %
Dairy & Juice	172	206	-16%
Edible Oil	3	12	-74%
Wheat and Forage	-10	-6	-80%
<b>Total</b>	<b>165</b>	<b>212</b>	<b>-22%</b>



All Figures are in (Millions) Saudi Arabia, Riyals



# Thank You!

## CONTACT

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