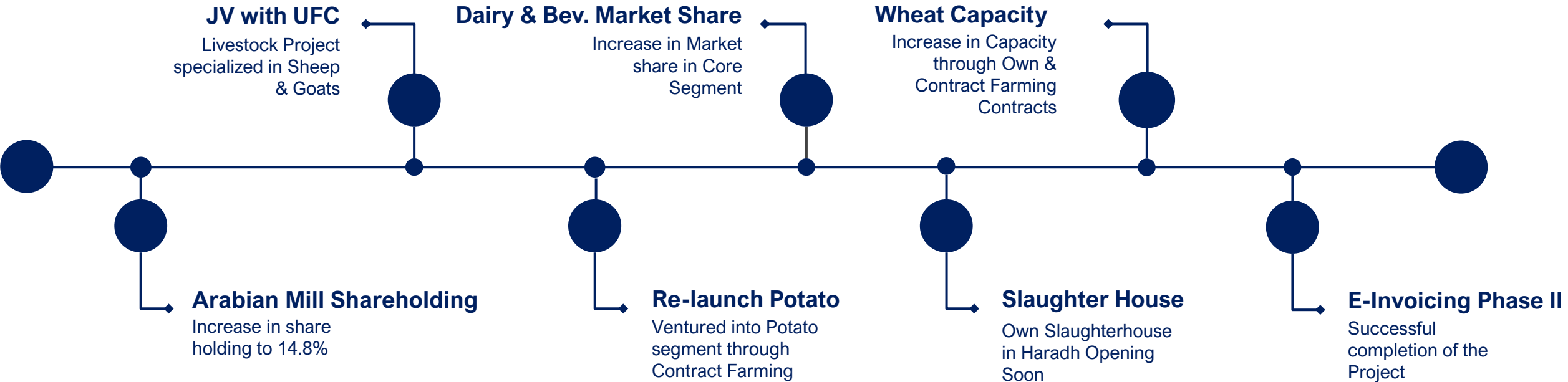




Investors Presentation for the Period Ended  
31 March 2024

# Progress on Strategy Front



# Red Meat Journey so far..

أسواق التميمي  
tamimi markets

بندو  
Panda

AL SADHAN  
السدحان

أسواق  
عبدالله العثيم  
Abdullah AlOthaim  
Markets

كارفور  
Carrefour

بن داود  
DAWOOD  
HOLDING القابضة

نستو  
NESTO

ACCOR

Hilton

Marriott

> Announced a JV with UFC for Sheep & Goats Breeding & Processing

> 2900 Tons of Meat Sold

> 62 Mn Revenue

> 40 Product Varieties

> 30 Key Customers across channels

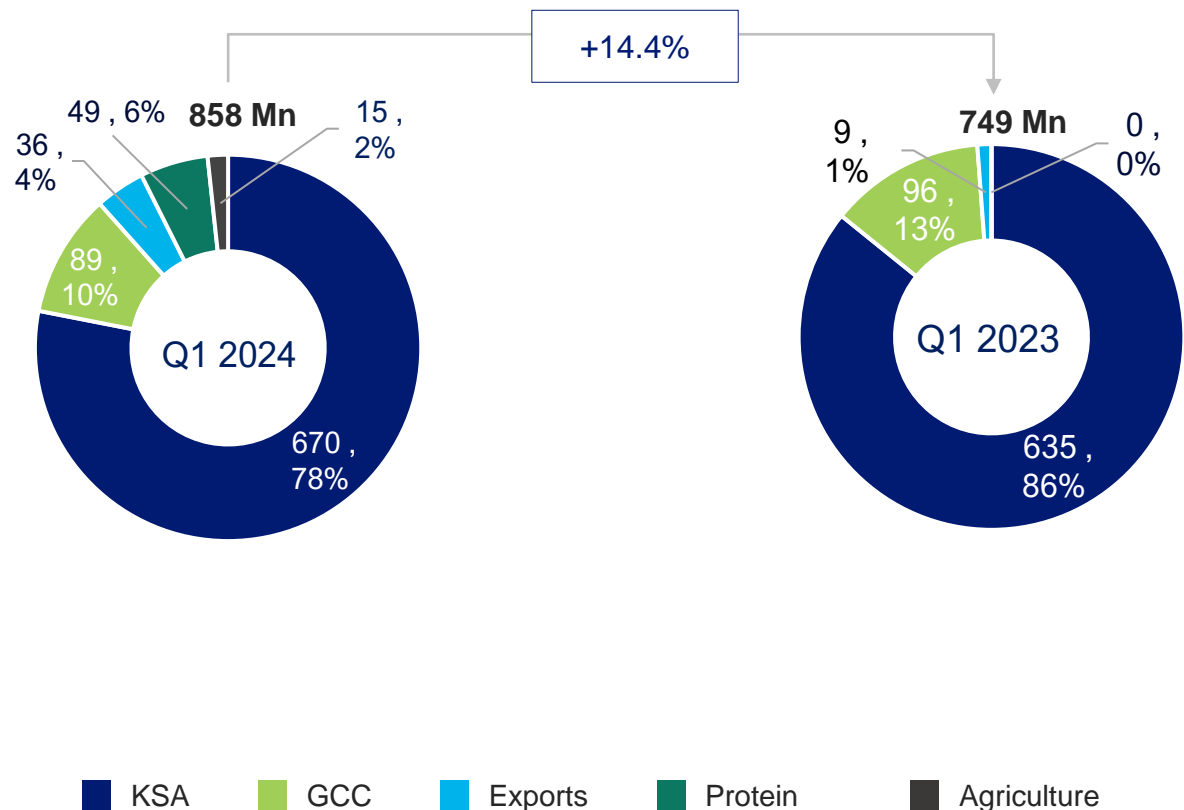
> An Own Slaughterhouse is in Construction



# Financial Highlights

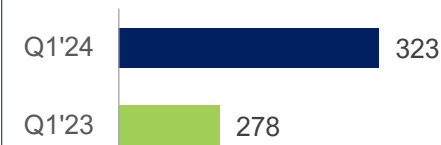


Revenue by Segments



## Gross Profit

+16.0%



## Gross Profit Margin



## Operating Profit

70.1%

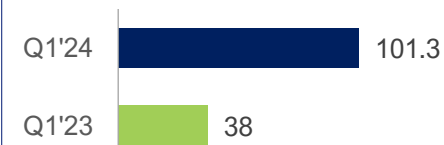


## Operating Profit Margin

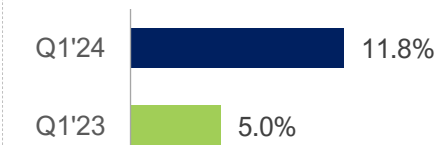


## Net Income

168.7%



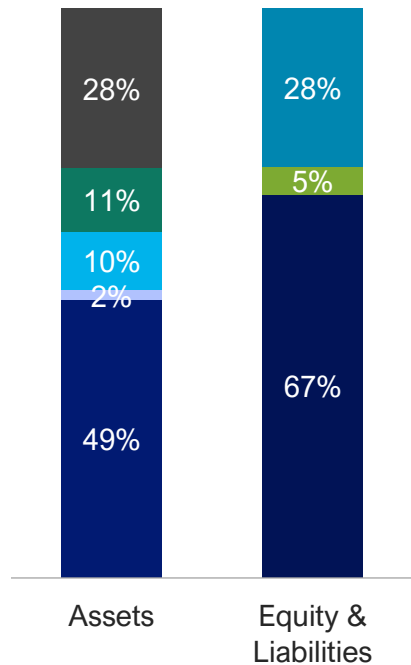
## Net Income Margin



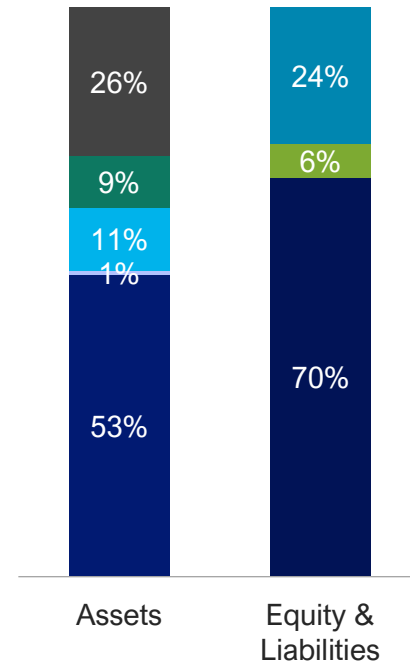
# Balance Sheet



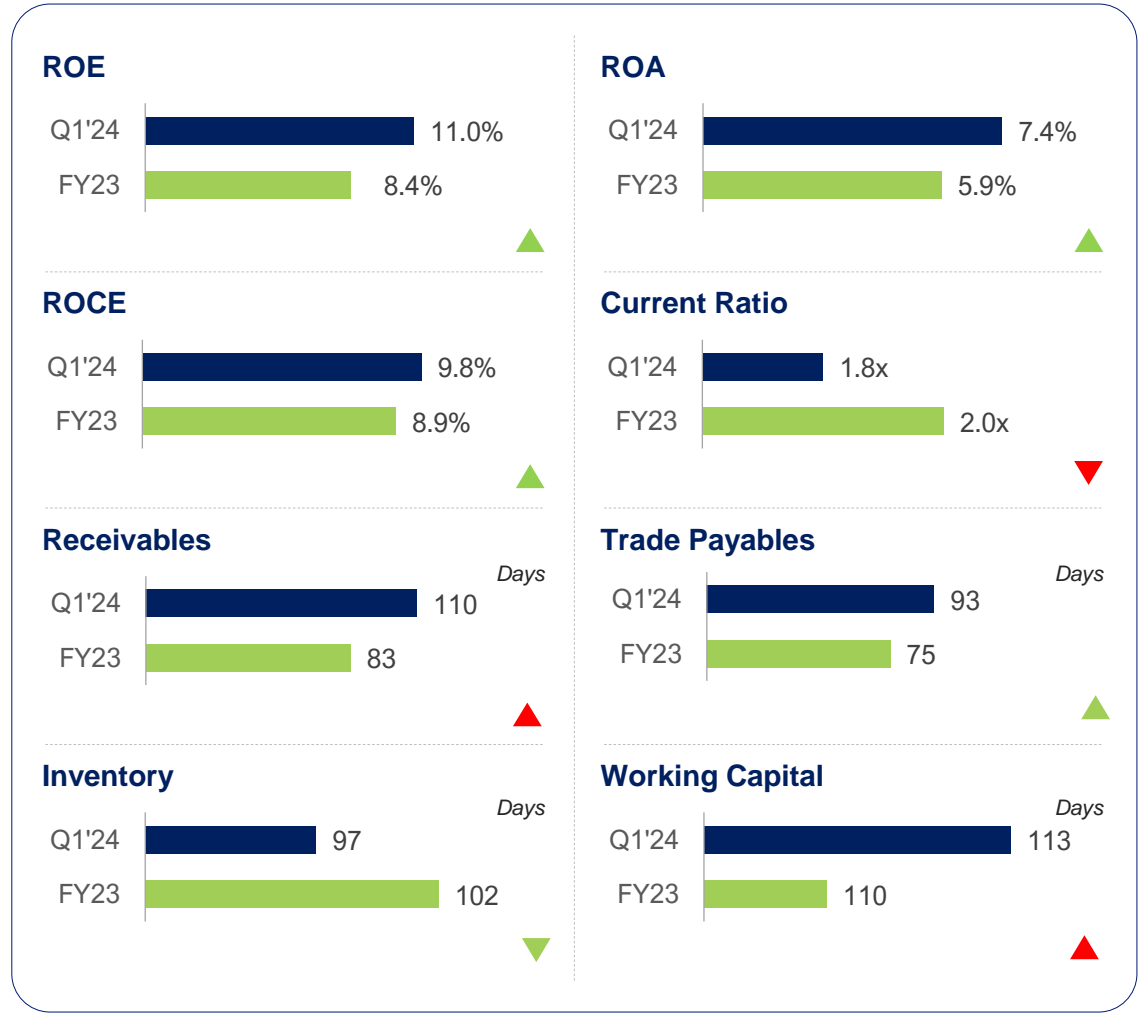
**March 24**  
Total Assets: SAR 5,483 Mn



**FY23**  
Total Assets: SAR 5,110 Mn



- Non-Current Assets
- Inventories
- Receivables & Prepayments
- Equity
- Non-Current Liabilities
- Current Liabilities
- Cash & Cash Equivalents
- Other-Current Assets

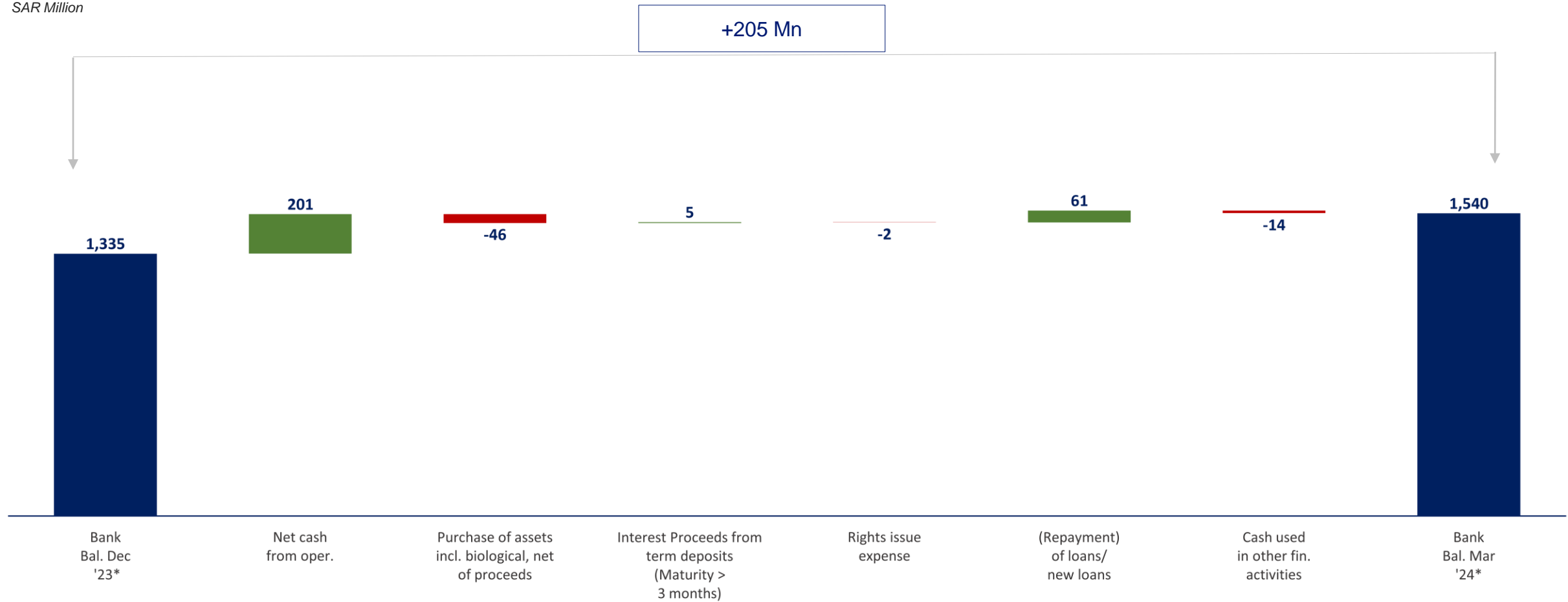


\* The ratios have been annualized to be comparable.

# Cashflow Bridge



SAR Million

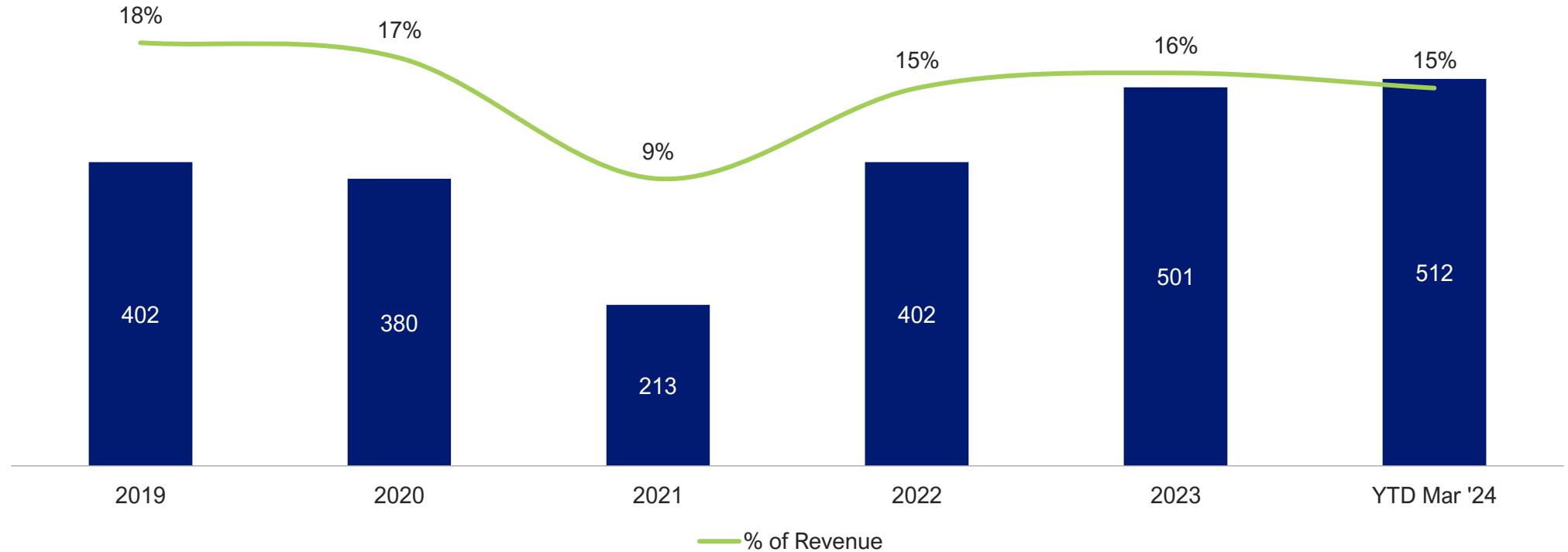


\* The Bank balance taken for the purpose of the cashflow above includes Cash and cash equivalents and term deposit.

# Working Capital

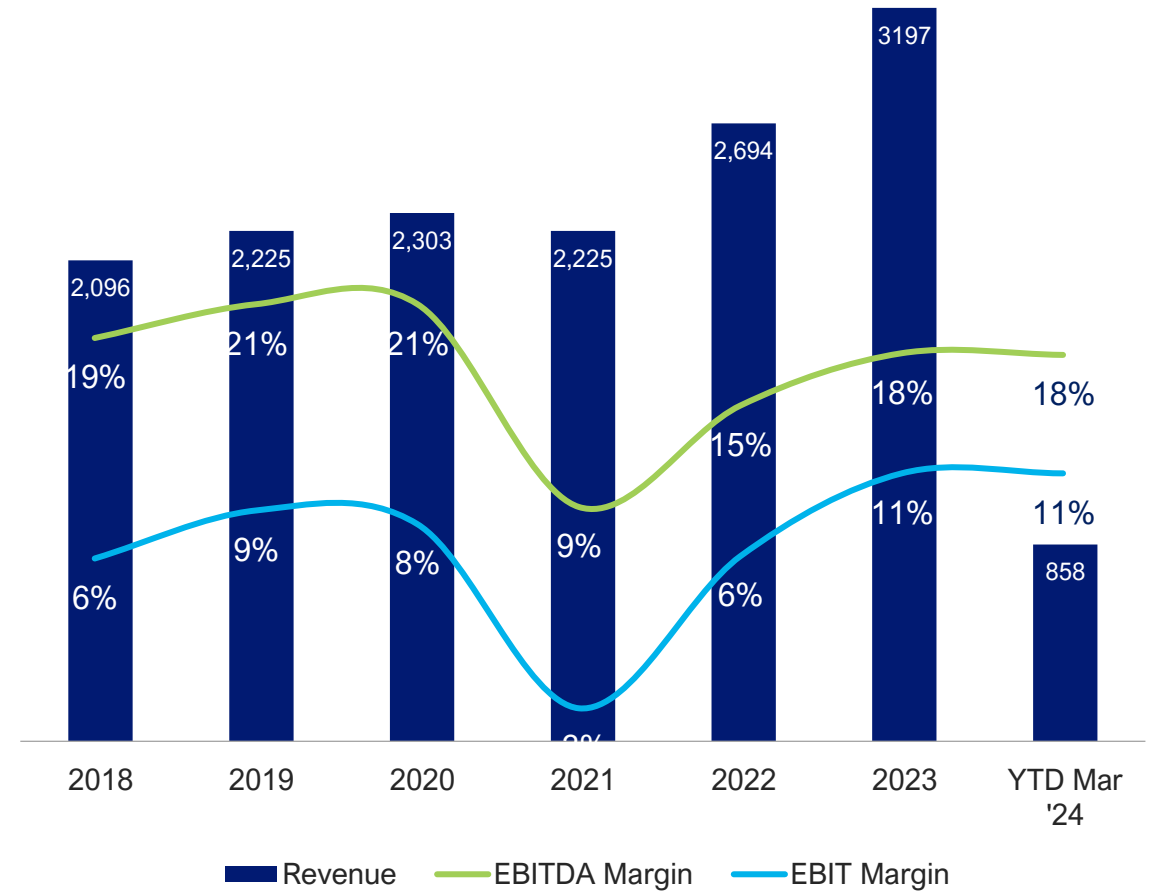
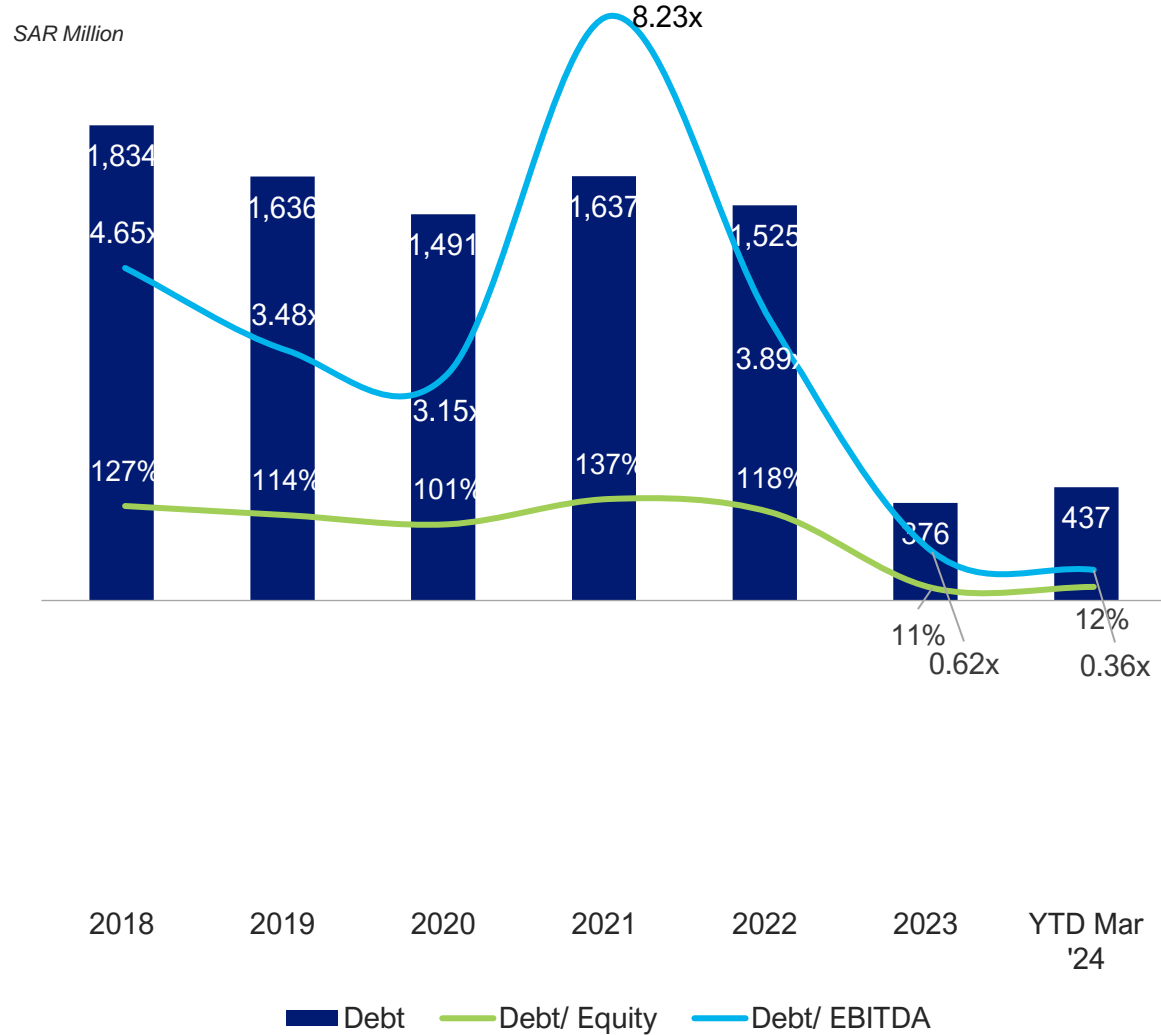


SAR Million



	2019	2020	2021	2022	2023	YTD Mar '24
Days of Inventory outstanding (DIO)	145	124	101	100	102	97
Days of Sales outstanding (DSO)	108	103	100	111	83	110
Days of Payable outstanding (DPO)	(131)	(96)	(92)	(90)	(75)	93
<b>Working Capital (Days)</b>	<b>122</b>	<b>132</b>	<b>108</b>	<b>121</b>	<b>110</b>	<b>113</b>

# Debt and EBITDA/ EBIT Margins Trend



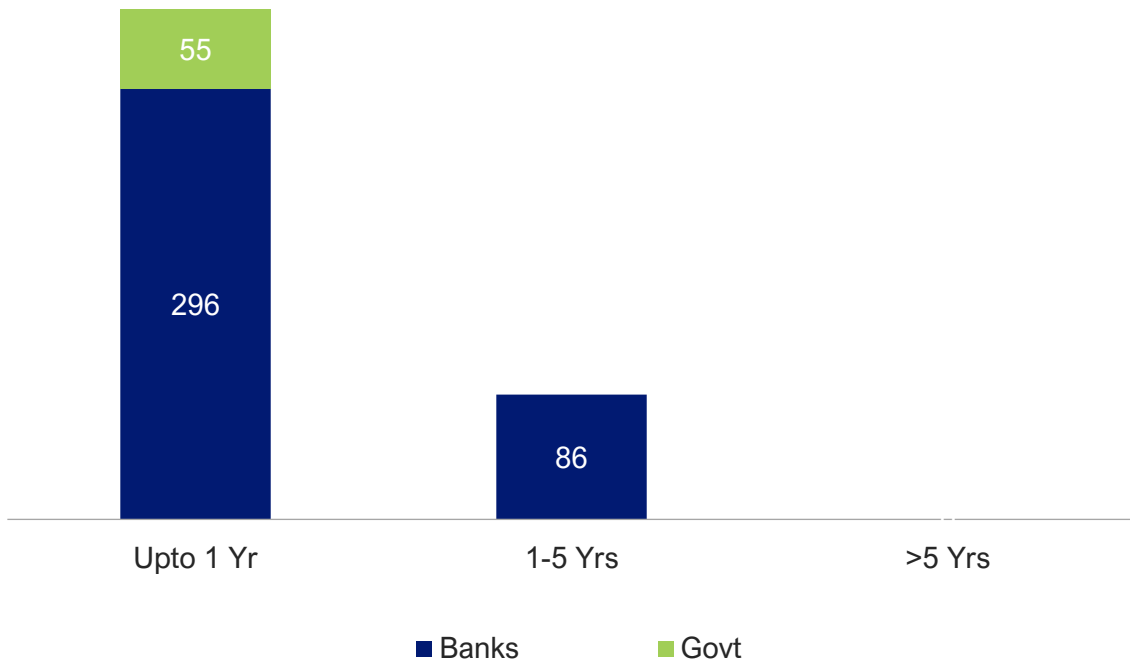
\* Net debt includes loans minus the Cash and Cash equivalents



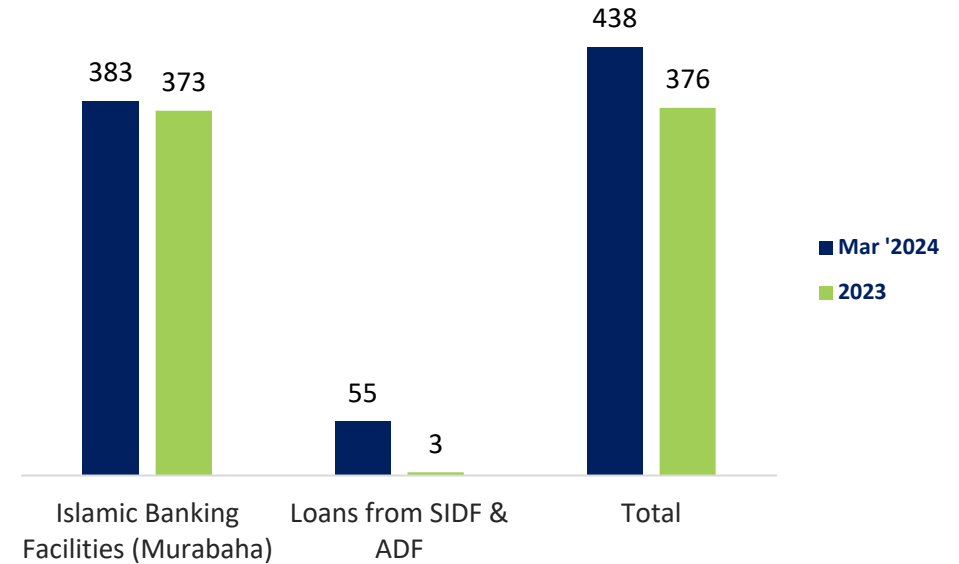
# Debt Maturity Profile – Average debt tenure at 2.5 Years



SAR Million



## Borrowings





# Appendix

# Income Statement



SAR million

Income Statement	Q1 '24	Q1 '23
Revenue from Operations	858	749
Cost of Good Sold	(535)	(471)
<b>Gross Profit</b>	<b>323</b>	<b>278</b>
Selling General & Admin Exp.	(213)	(174)
Other Operating Expenses*	(13)	(47)
<b>Operating Profit</b>	<b>97</b>	<b>57</b>
Finance Cost	12	(17)
Share of Profit in JV	9	-
<b>PBT</b>	<b>118</b>	<b>40</b>
Zakat	(17)	(2)
<b>Net Income</b>	<b>101</b>	<b>38</b>

\*Other operating expenses includes Provision for Bad Debts; R&D Expenses; Other Operating expenses; Provision and Write-offs

# Summarized Balance Sheet



SAR million

<b>Balance Sheet</b>	<b>Mar 31, 2024</b>	<b>Dec 31, 2023</b>
Non-Current Assets	2,675	2,695
Current Assets	2,808	2,415
<b>Total Assets</b>	<b>5,483</b>	<b>5,110</b>
Non-Current Liabilities	264	285
Current Liabilities	1,525	1,232
<b>Total Liabilities</b>	<b>1,789</b>	<b>1,517</b>
<b>Shareholders' Equity</b>	<b>3,694</b>	<b>3,593</b>
<b>Total Shareholders' Equity and Liabilities</b>	<b>5,483</b>	<b>5,110</b>

# Cash Flow Statement



SAR million

Cash Flow Statement	Mar 31, 2024	Mar 31, 2023
Net Profit/ (Loss)	118	40
Adjustment for Non-Cash and Non-operating Items	76	135
<b>Cash Operating Profit</b>	<b>194</b>	<b>175</b>
Changes in working capital	14	(38)
Zakat Paid	-	-
Employee Benefits Paid	(8)	(8)
<b>Cash Flow from Operating Activities</b>	<b>201</b>	<b>129</b>
Acquisition of PPE, Intangible and Biological Assets	(68)	(66)
Proceeds from sale of PPE and Biological Assets	22	24
Interest proceeds from investment in term deposits	5	-
<b>Cash Flow from Investing Activities</b>	<b>259</b>	<b>(42)</b>
Proceeds from Loans and Borrowings	297	55
Repayment of Loans and Borrowings	(235)	(143)
Other Cashflow from financing activities	(16)	(23)
<b>Cash Flow from Financing Activities</b>	<b>45</b>	<b>(110)</b>
<b>Net Change in Cash and Cash Equivalent</b> s	<b>505</b>	<b>(24)</b>



—  
**Thank  
you**  
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