



# 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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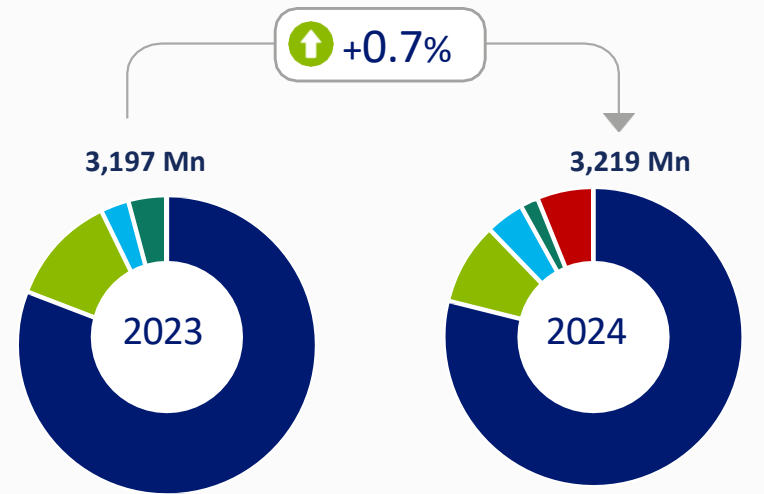




## Financial Performance FY 2024

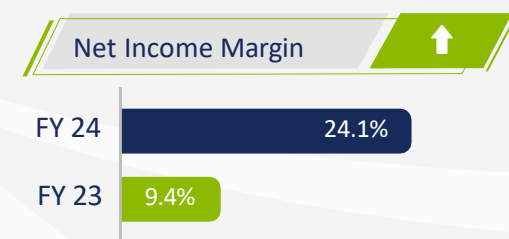
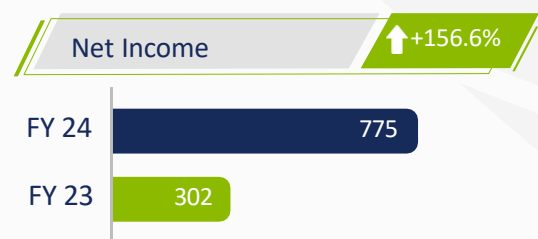
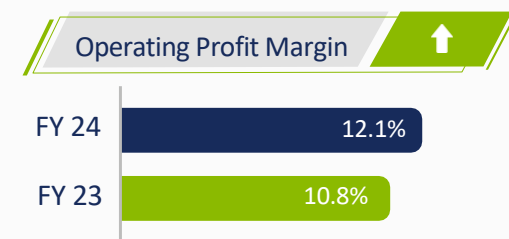
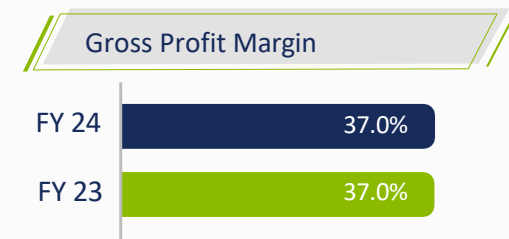
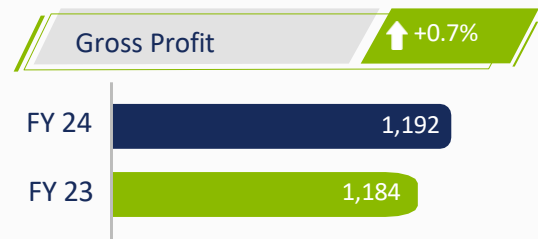
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### Revenue by Segments

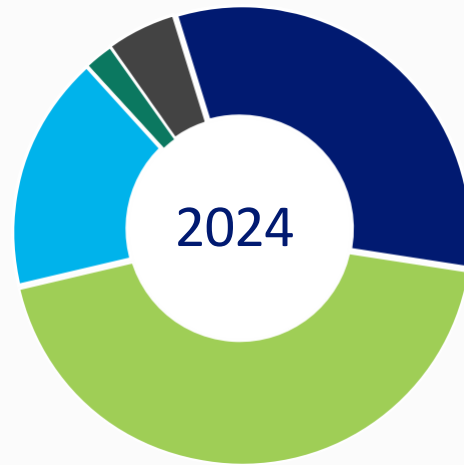


KSA	2,601	81%
GCC	368	12%
Exports	106	3%
Agriculture	122	4%

KSA	2,544	79%
GCC	305	9%
Exports	121	4%
Agriculture	69	2%
Protein	180	6%



Revenue by Channel

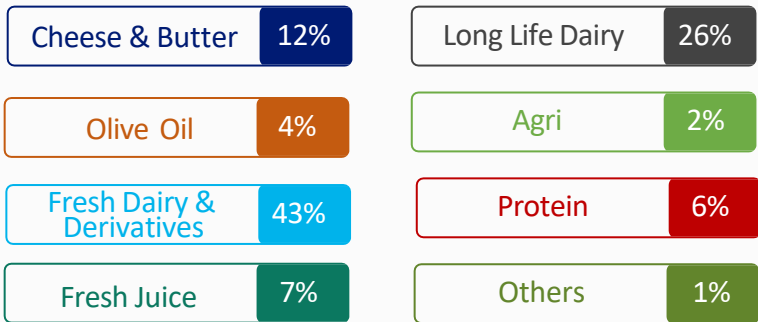
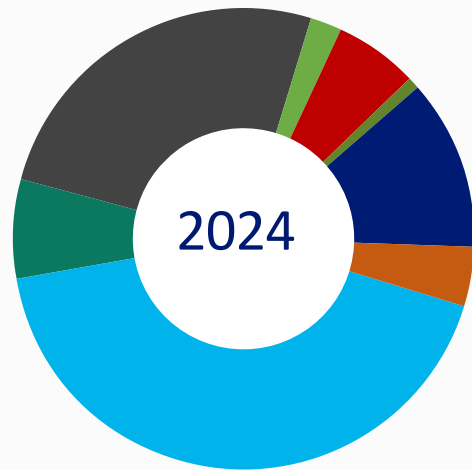


Modern Trade	30%
Traditional Trade	41%
Foods Service	16%
Agri	2%
Others	10%

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% ↑

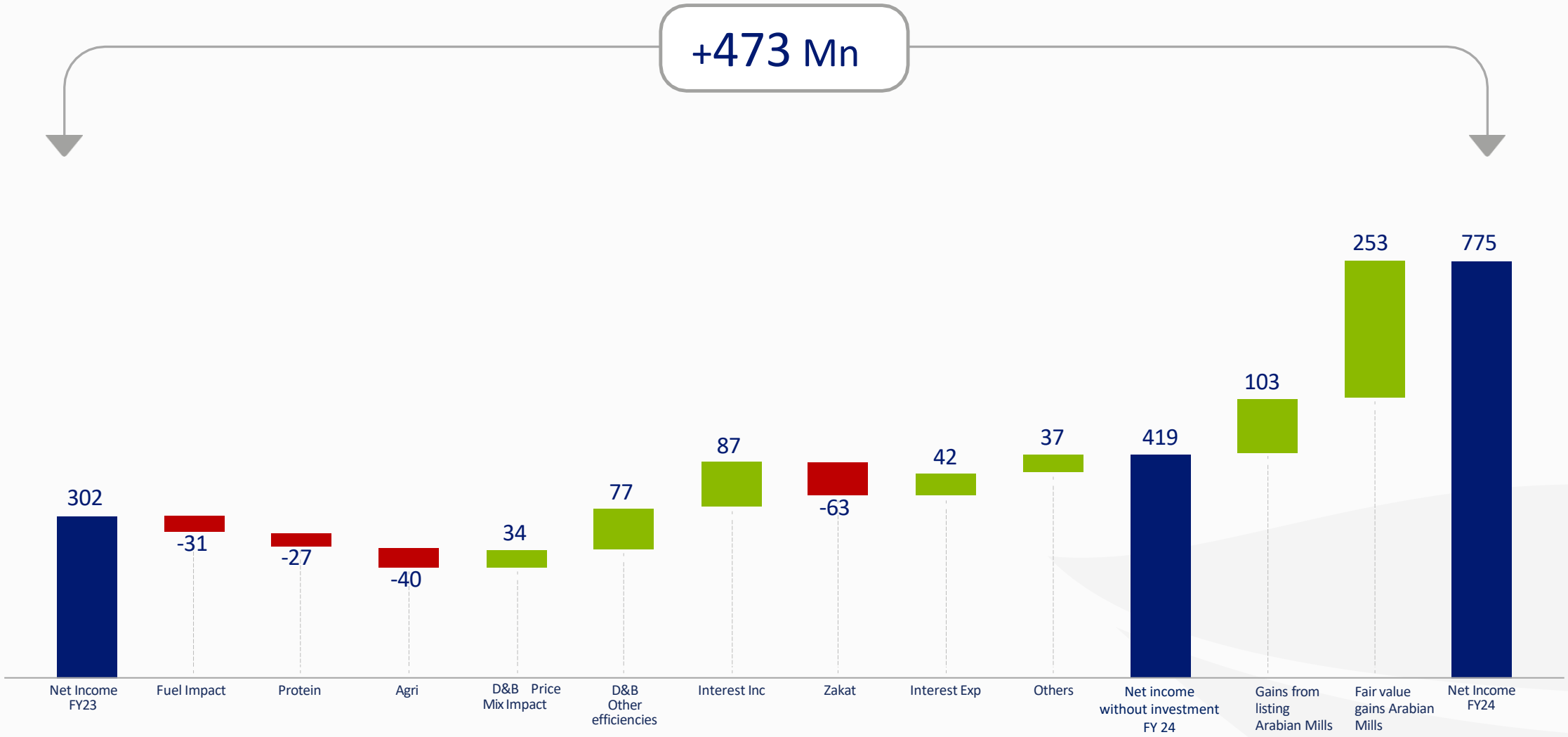


Revenue by Product Category



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% ↑

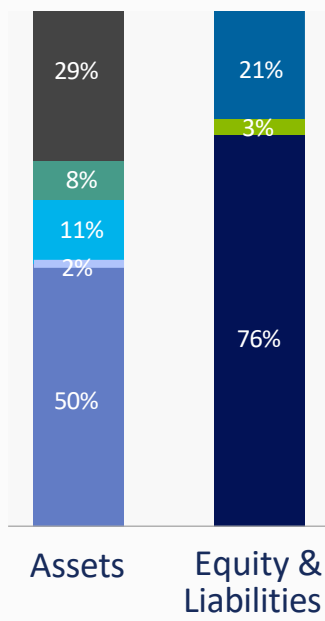
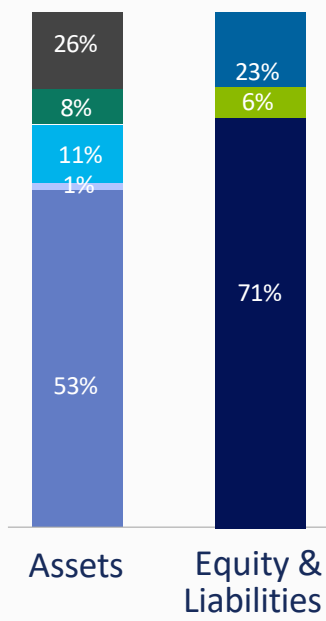
# Net Income Bridge



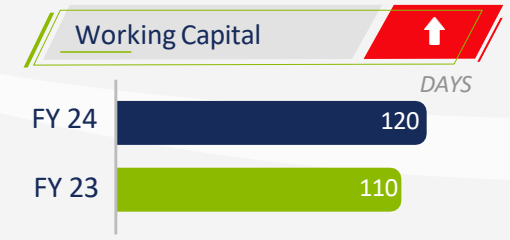
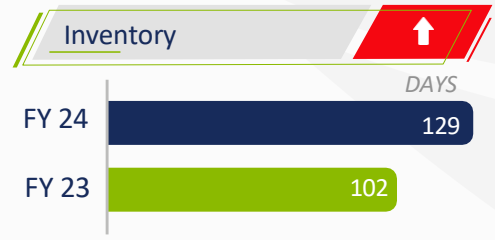
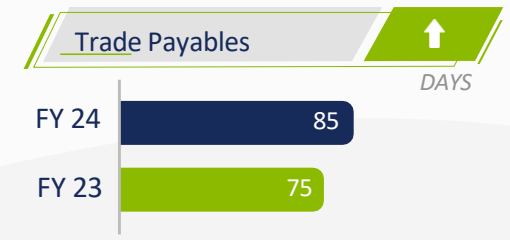
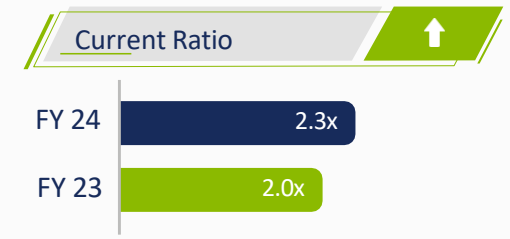
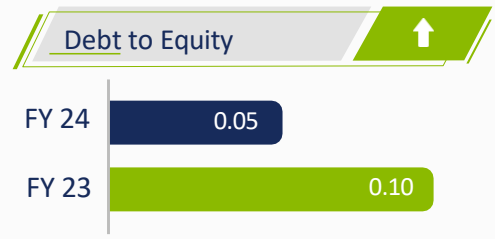
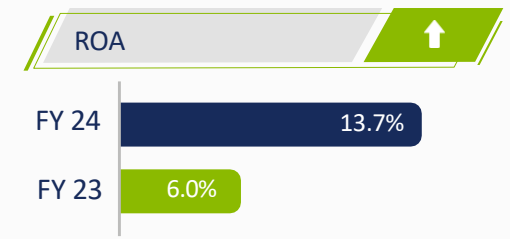
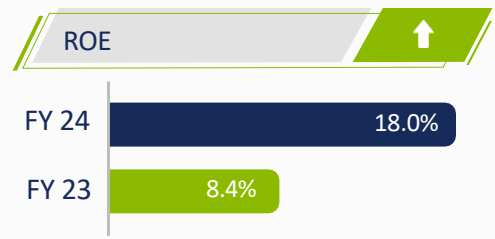
# Balance Sheet & Ratios – 31 Dec 2024

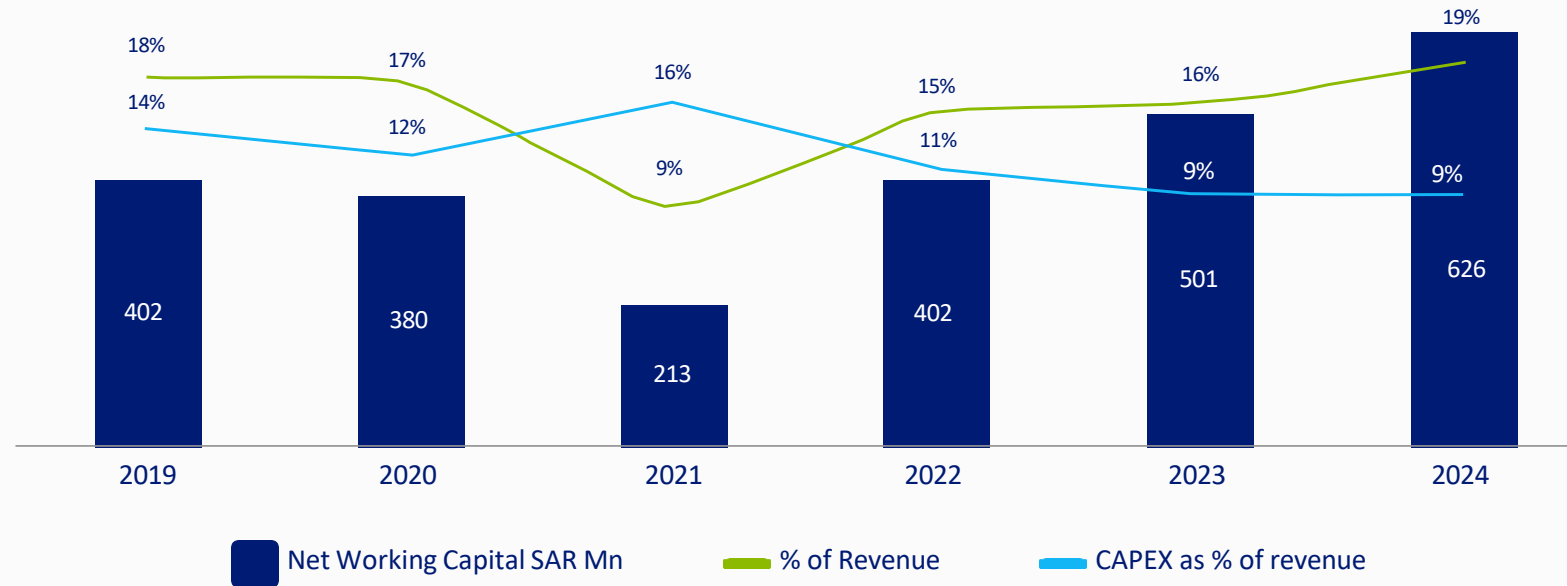
**FY '23**  
Total Assets: SAR 5,052 Mn

**FY '24**  
Total Assets: SAR 5,673 Mn



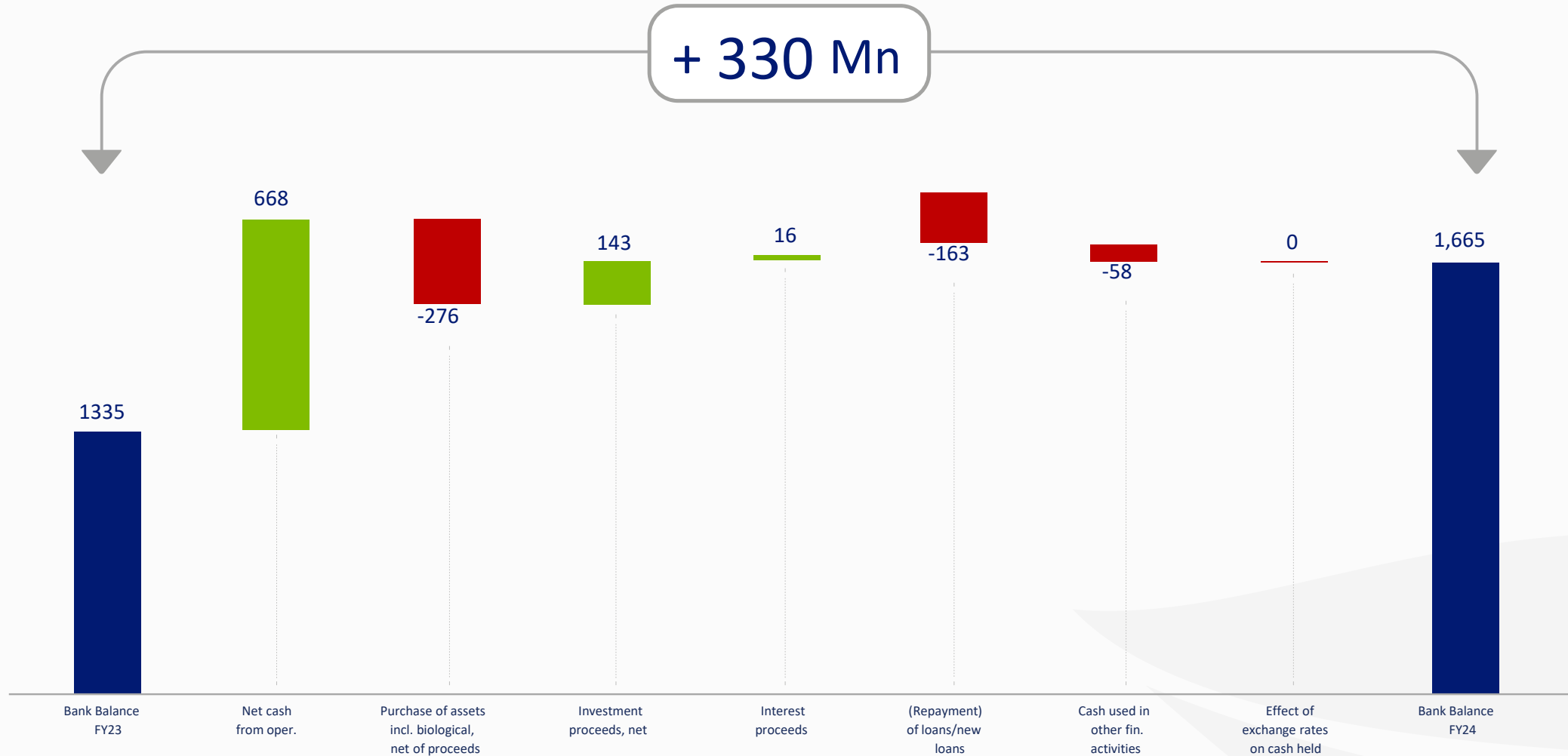
- Other-Current Assets
- Cash & Cash Equivalents
- Non-Current Assets
- Inventories
- Receivables & Prepayments
- Equity
- Non-Current Liabilities
- Current Liabilities



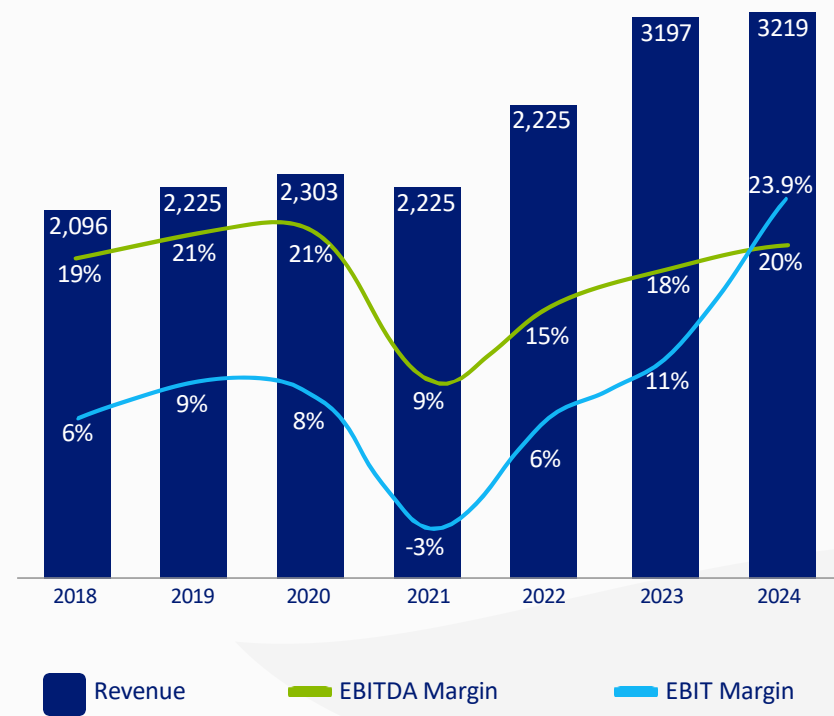
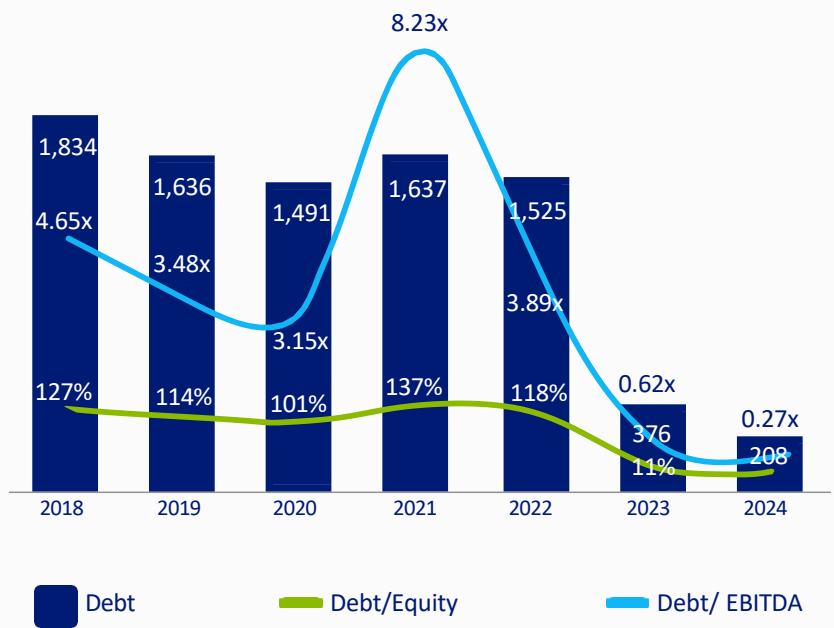


	2019	2020	2021	2022	2023	2024
Days of Inventory outstanding (DIO)	145	124	101	100	102	129
Days of Sales outstanding (DSO)	108	103	100	111	83	75
Days of Payable outstanding (DPO)	(131)	(96)	(92)	(90)	(75)	(85)
<b>Working Capital (Days)</b>	<b>122</b>	<b>132</b>	<b>108</b>	<b>121</b>	<b>110</b>	<b>120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

# Cashflow Statement



# Debt and EBITDA/ EBIT Margins Trend





Thank You!





## Financial Statements

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

Balance Sheet	Dec 31, 2024	Dec, 31 2023
Non-Current Assets	2,819	2,695
Current Assets	2,884	2,415
<b>Total Assets</b>	<b>5,704</b>	<b>5,110</b>
Non-Current Liabilities	162	285
Current Liabilities	1245	1,232
<b>Total Liabilities</b>	<b>1,407</b>	<b>1,517</b>
<b>Shareholders' Equity</b>	<b>4,297</b>	<b>3,593</b>
<b>Total Shareholders' Equity and Liabilitie</b>	<b>5,704</b>	<b>5,110</b>

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
<b>Cash Operating Profit</b>	<b>830</b>	<b>750</b>
Changes in working capital	(124)	(51)
Zakat Paid	(11)	(20)
Employee Benefits Paid	(24)	(25)
<b>Cash Flow from Operating Activities</b>	<b>670</b>	<b>655</b>
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)
<b>Cash Flow from Investing Activities</b>	<b>81</b>	<b>(756)</b>
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)
<b>Cash Flow from Financing Activities</b>	<b>(221)</b>	<b>825</b>
<b>Net Change in Cash and Cash Equivalentents</b>	<b>531</b>	<b>723</b>