

# Q4 / FY'24 Earnings Presentation



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دجاج طازج من مزارعنا



25<sup>th</sup> March 2025

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# Today's Agenda

01

Financial Highlights

02

Financial Performance

03

Operations Update

04

Question and Answer



# ALMUNAJEM FOODS AT A GLANCE:



Almunajem Foods is among the largest Saudi food companies involved in manufacturing, importing, marketing and distribution of a wide range of frozen, chilled and dry food items through its top-notch logistics network all over the Kingdom.

## Key Investment highlight:



Diversified Portfolio



Flexible and asset light operating model



Experienced Management

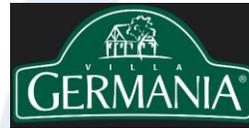


Wide Coverage

## Distributor of Key Brands:

### International Brands

### Owned Brands



# Financial Highlights FY' 2024



## SOLID FINANCIAL RESULTS

Revenue  
3,347 M

Gross Profit 566 M  
Margin 16.9%

Net Profit 279 M  
Margin 8.3%

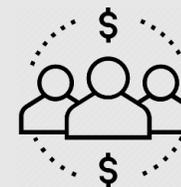


## STRONG CASH FLOW GENERATION

Free Cash Flow  
220 M

WC to Sales  
14.5%

Debt / Equity  
18.9%



## SHAREHOLDER VALUE CREATION

ROA  
14.3%

ROE  
27.5%

EPS  
4.64

# OUR RANKINGS IN TERMS OF MARKET SHARE (RETAIL)

| Main Categories            | Sub-Categories         | Brands              | Ranking | Market Share*  |
|----------------------------|------------------------|---------------------|---------|----------------|
| Red & White Meat           | ▪ Frozen Whole Chicken | Doux                | 2       | 28.1%          |
|                            | ▪ Chicken Franks       |                     | 2       | 21.2%          |
|                            | ▪ Frozen Minced        | Al Anam             | 1       | 22.0%          |
|                            | ▪ Frozen Breasts       | Dari<br>Doux        | 2<br>3  | 15.8%<br>9.7%  |
|                            | ▪ Chicken Strips       | Doux                | 2       | 16.9%          |
| Frozen Fruits & Vegetables | ▪ Fruits               | Dari<br>Montana     | 1<br>2  | 46.4%<br>34.5% |
|                            | ▪ Vegetables           | Montana<br>Dari     | 2<br>3  | 17.1%<br>12.3% |
|                            | ▪ Potato               | Lamb Weston<br>Dari | 1<br>4  | 24.2%<br>6.8%  |
|                            | ▪ Olives               | Coopoliva           | 1       | 62.6%          |
| Dairy                      | ▪ Mozzarella           | President           | 1       | 23.8%          |
|                            | ▪ Labneh               |                     | 2       | 12.1%          |
| Ready Meals                | ▪ Frozen Dinners       | Dari                | 1       | 62.2%          |

# Financial Performance Q4 / FY' 24

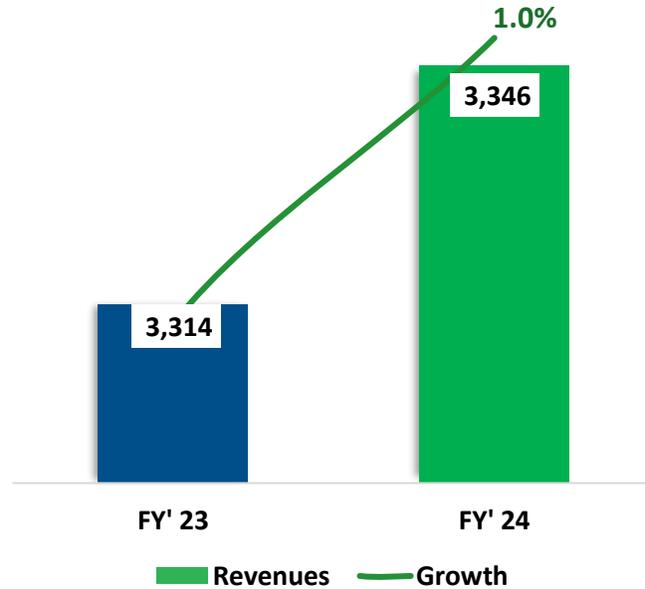


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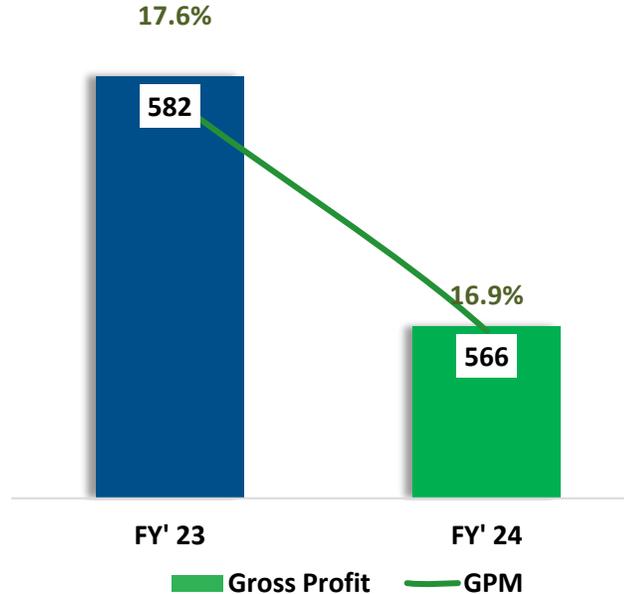


# Financial Performance FY' 2024 – Key Highlights

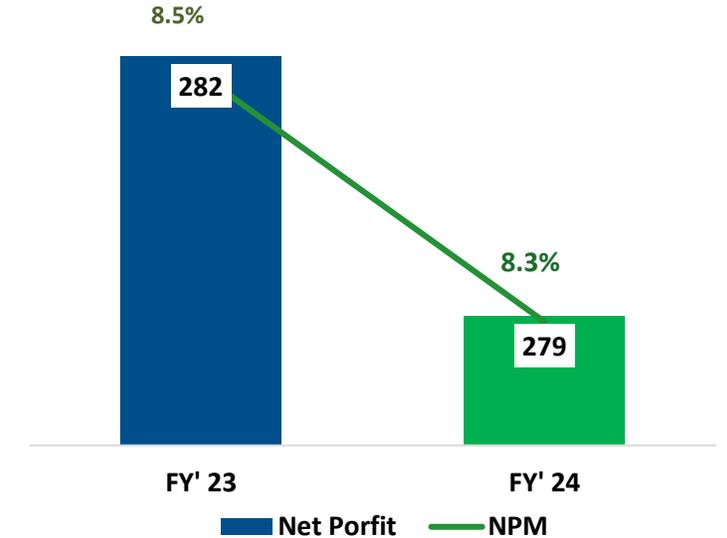
Revenue (SAR' M)



Gross Profit (SAR' M)



Net Profit (SAR' M)

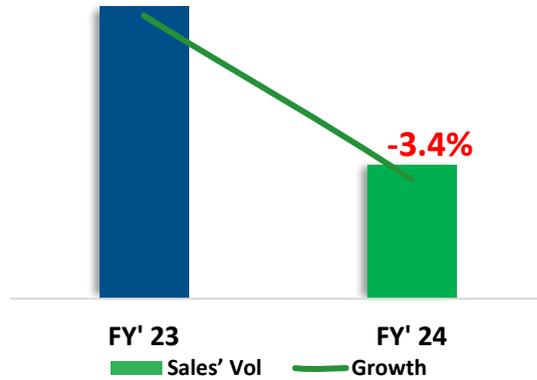


- Commentary for FY 2024:**
- ❖ Slight increase in revenue compared to same period of last year despite of challenging year which started with red sea crisis followed by tough trading conditions for Poultry category.
  - ❖ Gross profits decreased mainly due to lower sales volumes and drop in gross margins mainly impacted by Poultry category.
  - ❖ Despite decrease in gross profits and slight increase in operating expenses, net profits almost remained similar to last year due to share of results from Associate.

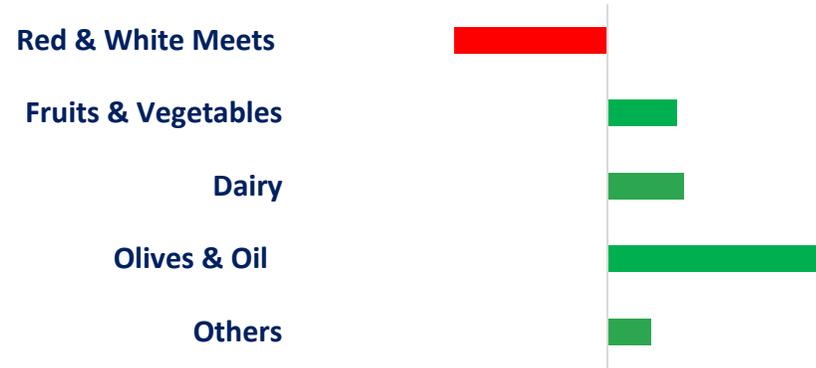
# Revenue (FY' 2024) – Analysis

Figures are compared to FY' 23

### Sales Volume - Growth



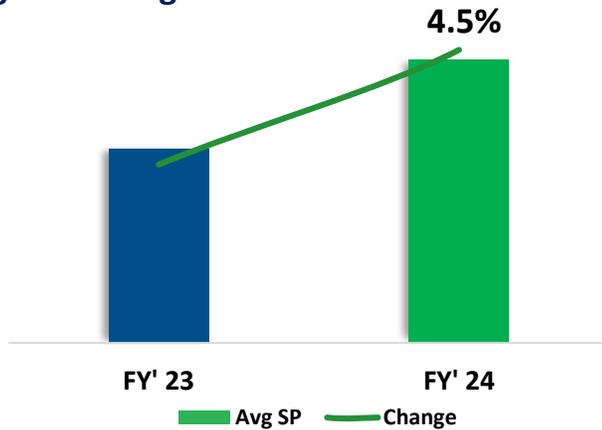
### Sales' Value – Growth by Major Categories



### Sales' Value – Growth by Channels

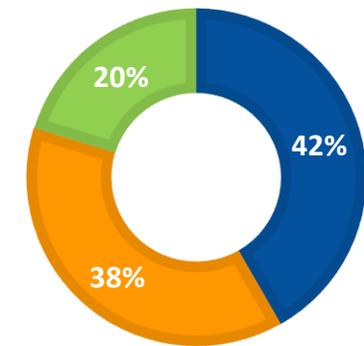


### Avg SP - Change



| Region             | Growth |
|--------------------|--------|
| Central            | 0.58%  |
| Eastern & Northern | 0.86%  |
| Western & Southern | 1.49%  |

### CONTRIBUTION BY REGIONS



■ Central ■ Western & Southern ■ Eastern & Northern

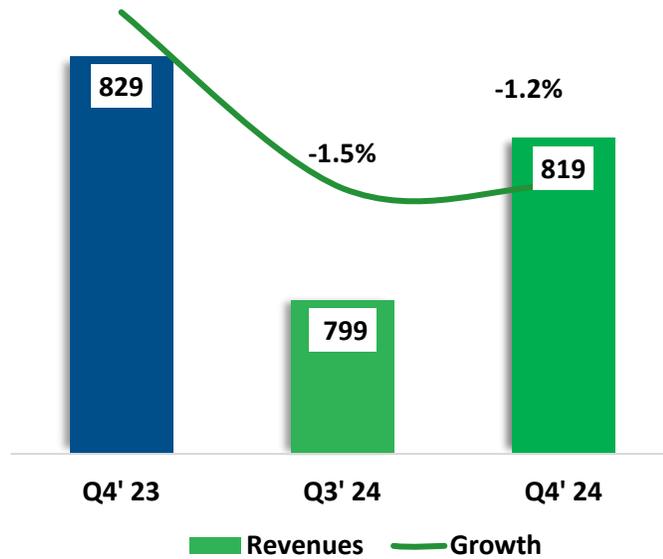
# Net Income Bridge – YTD Dec' 2024



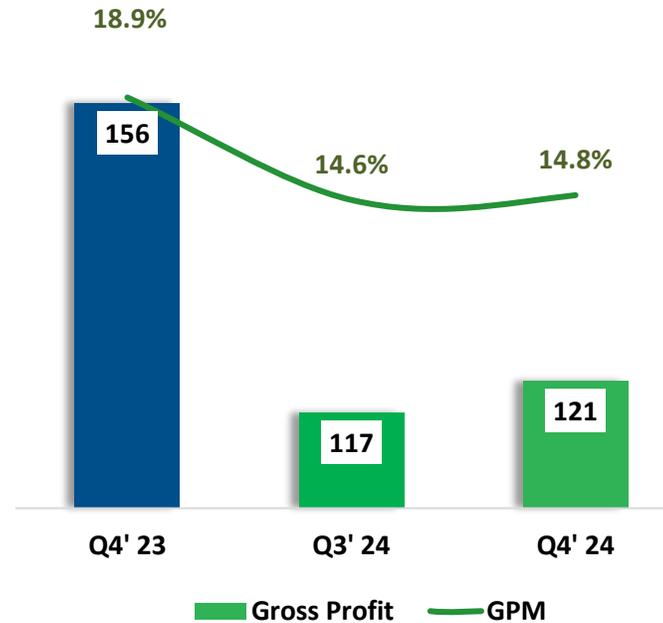
❖ **YTD Dec' 2024** net income Lower by almost SR 3M Vs. same period last year mainly due to lower gross profits caused by drop in sales volumes. This drop in gross profits was covered by share of income recorded from associate.

# Financial Performance Q4' 2024 – Key Highlights

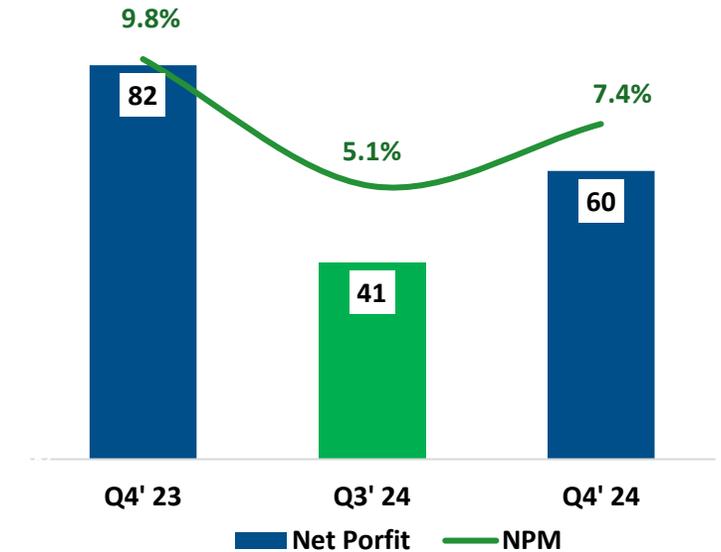
Revenue (SAR' M)



Gross Profit (SAR' M)



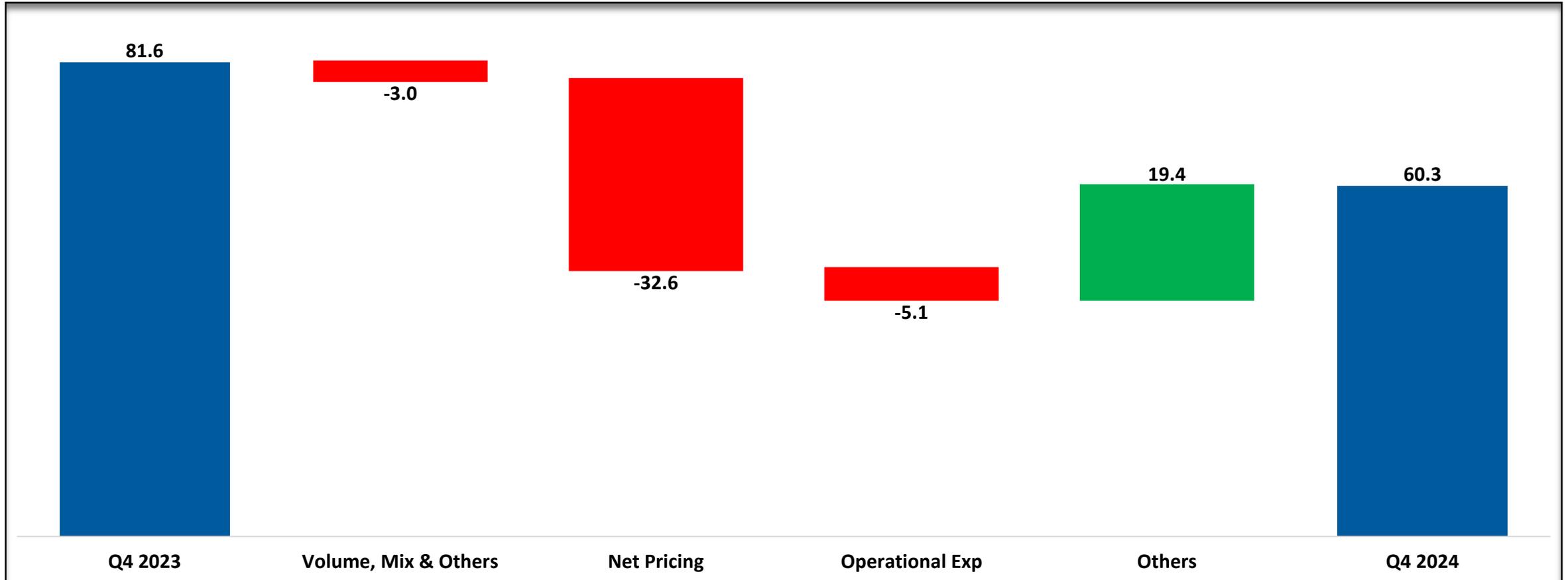
Net Profit (SAR' M)



Commentary for Q4 2024:

- ❖ Revenue dropped slightly by around 1.2% compared to same period of last year due to pricing pressures in market related to Poultry category.
- ❖ Gross profits dropped in Q4 due to lower gross margins in Poultry category impacted by high cost and pricing pressures in the market.

# Net Income Bridge – Q4' 2024



❖ Q4' 2024 net income is lower by SAR 21M Vs. same period last year as a result of lower gross profit impacted by lower volumes and pricing pressures in red & white meat category.

# Prudent Financial Management



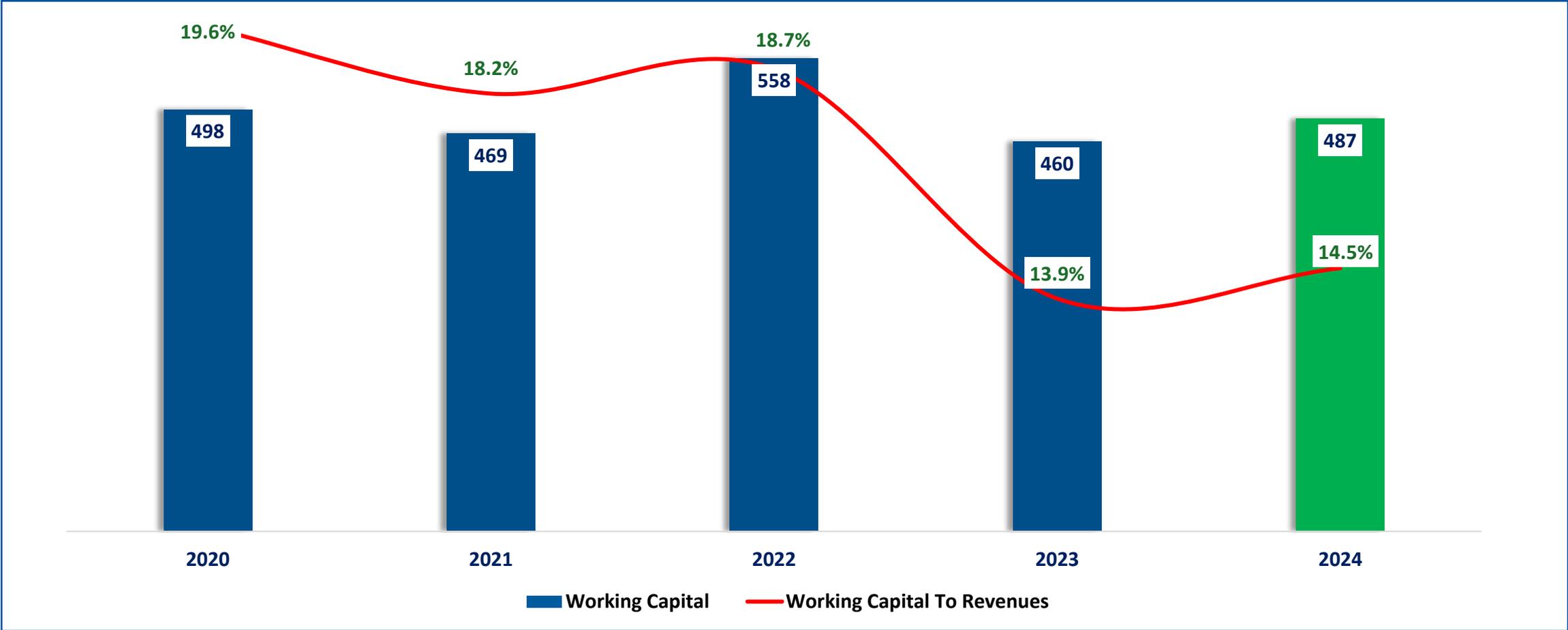
| Ratio                |                   | Dec 2024      | Dec 2023 |       |
|----------------------|-------------------|---------------|----------|-------|
| <b>Profitability</b> | Return on Equity  | %             | 27.6%    | 30.4% |
|                      | Return on Assets  | %             | 14.4%    | 18.0% |
| <b>Activity</b>      | Trade receivables | Days of Sales | 33.2     | 28.4  |
|                      | Inventory         | Days of COS   | 92.9     | 75.7  |
|                      | Trade payables    | Days of COS   | 68.7     | 58.5  |
| <b>Solvency</b>      | Debt to Equity*   |               | 0.19     | 0.05  |
|                      | Debt Ratio**      |               | 47.83    | 40.7  |
| <b>Liquidity</b>     | NWC-to-Sales      | %             | 14.5%    | 13.9% |
|                      | Current Ratio     |               | 1.6      | 2.3   |

- ❖ **Efficient working capital management:** CCC increased Vs. last year mainly impacted by increase in DIO due to preparation of Ramadan season.
- ❖ **Low leverage position.** Company enjoys a low leverage position with debt-to-equity ratio of 19%.

\*Debt to Equity: (total loans + Lease) / Equity

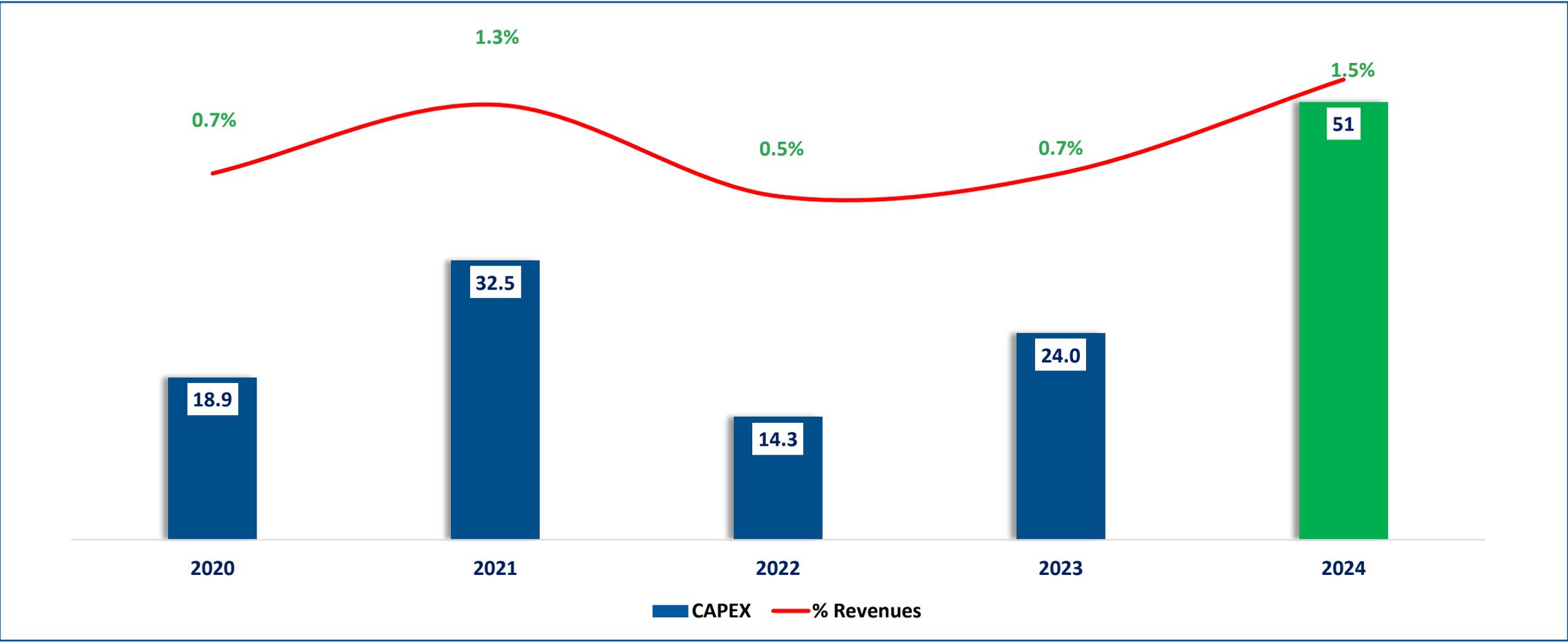
\*\*Debt Ratio: Total Liabilities / Total Assets

# Net Working Capital (2020 – 2024)



❖ Efficiently managed Working Capital. The working capital to sales ratio slightly increased to 14.5% impacted by increase in inventories due to preparation of upcoming Ramadan season.

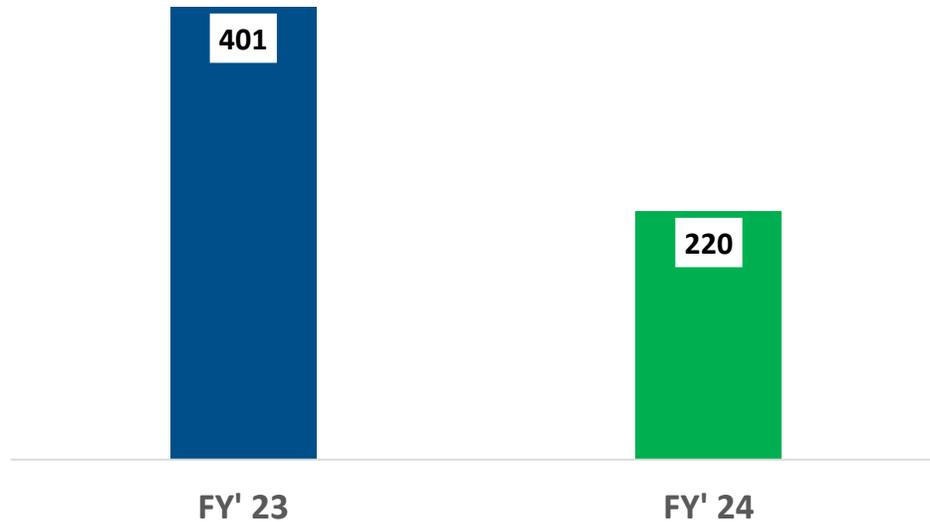
# CAPEX (2020 – 2024)



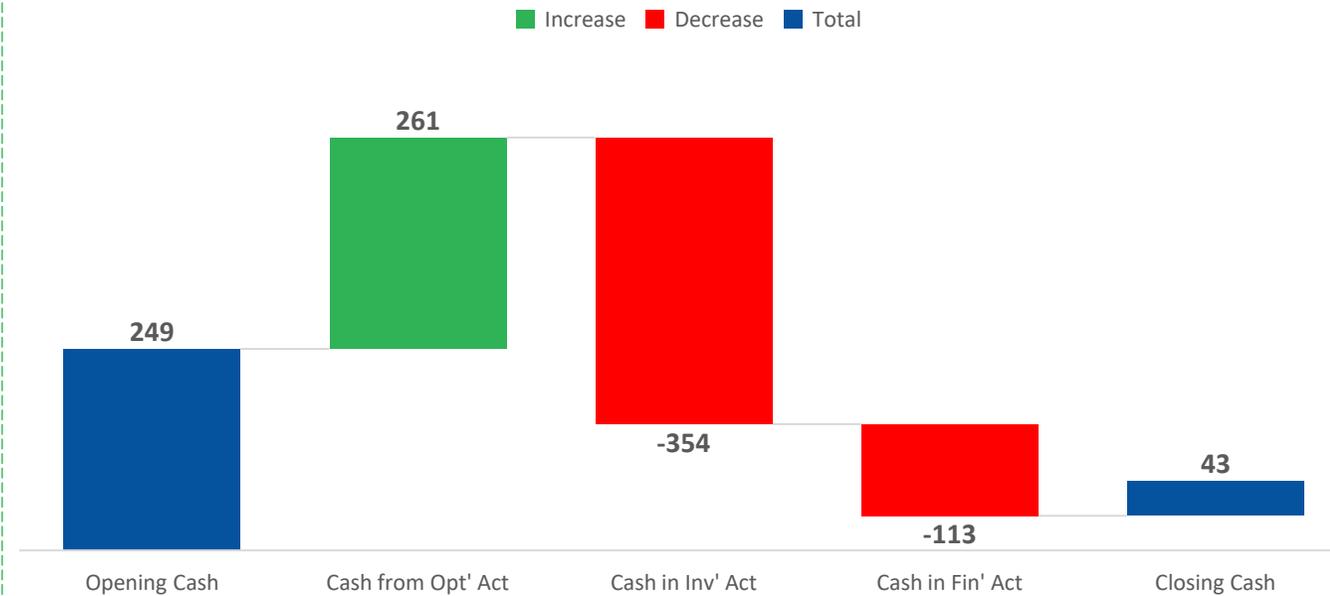
❖ 5Y average CAPEX – SAR 28M and ranges between 0.5% to 1.5% of revenue. Year 2024 CAPEX noticed slight increase due to CAPEX requirements of new established subsidiary The Optimal Solutions Company “LoadLY” dedicated in providing integrated logistics services.

# CASH FLOW FY' 2024

### Free Cash Flow SR' M

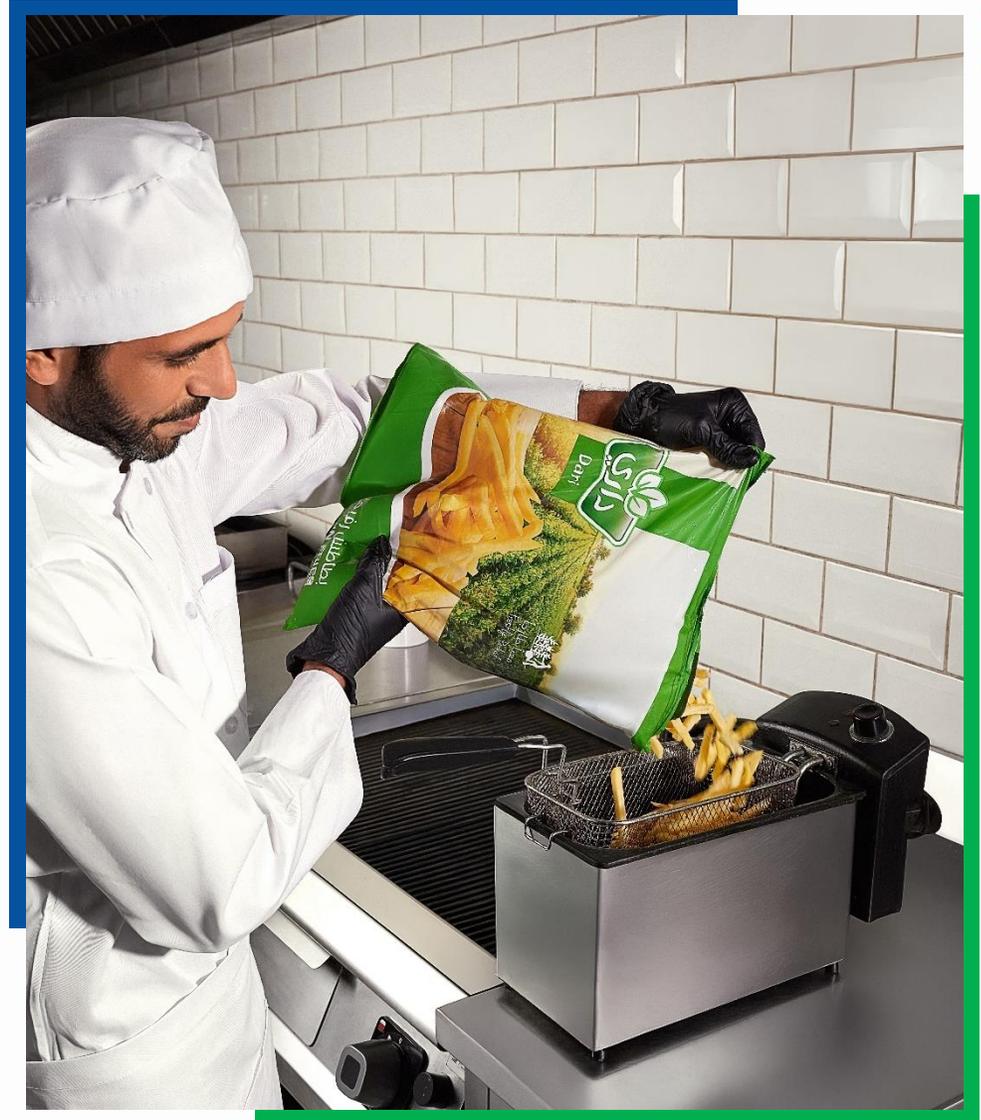


### Cash Flow Bridge - FY' 24 SR' M



Note: FCF calculation excludes investment in associate.

# Update on Operations



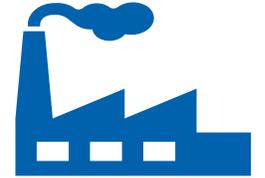
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# Operations Update:

## Meat Factory & Local Content



- Construction of new Meat Factory is on track. Operations are expected to kick-off in Q1 of 2026.



## Third Party Logistics (3PL)



- As per approval from BOD, a new wholly owned subsidiary “The Optimal Solution Company “Loadly” for Logistics services” has been incorporated with 42K Pallets. The Operations of the new Company are expected to kick-off by end of 2024.



# QUESTION & ANSWERS

# THANK YOU

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