

Almunajem's Q1-2026 Earnings Presentation



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KEY FINANCIAL HIGHLIGHTS :



Revenue

861 Mln



-4.4%



Gross Profit

185 Mln



39%



Net Profit

97 Mln



143%



Cash from Opt Act.

206 Mln



NWC to Sales

12.9%



Debt Equity

35%

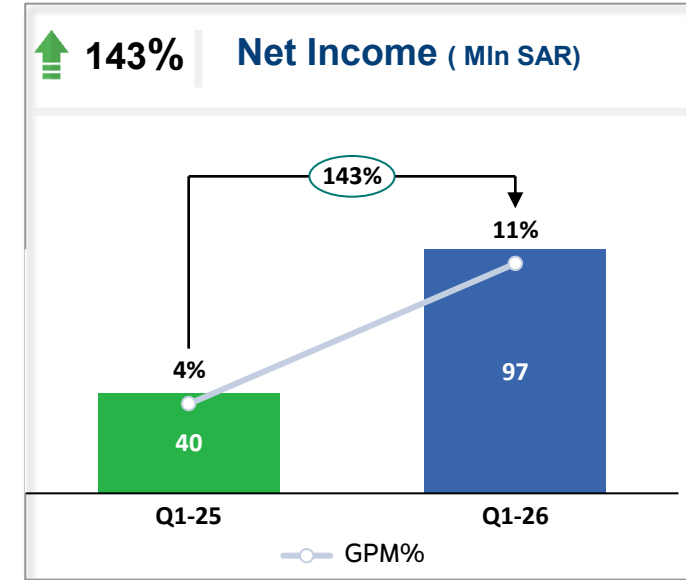
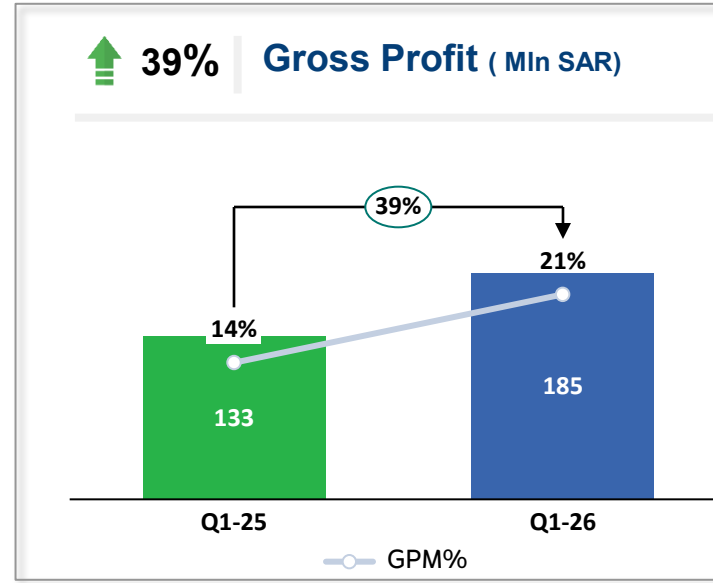
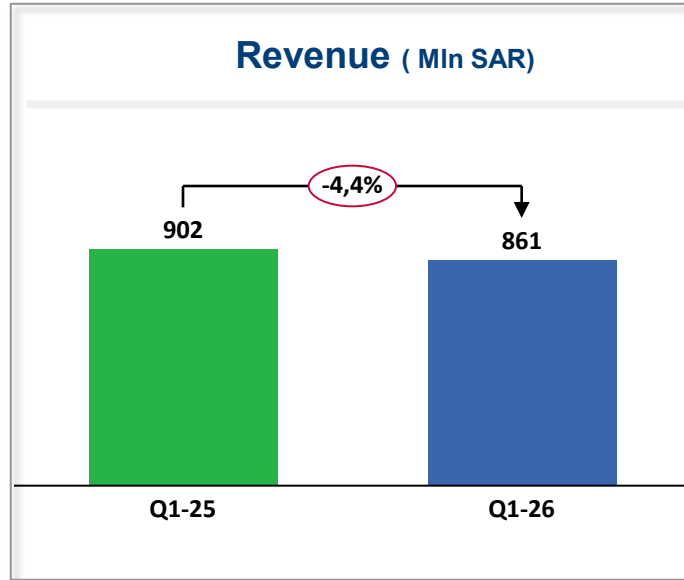
Our Rankings in Terms of Market Share (Retail)

Main Categories	Sub-Categories	Brands	Ranking	Market Share
Red & White Meat	▪ Frozen Whole Chicken	Doux	2	31.5%
	▪ Chicken Franks	Doux	1	23.7%
	▪ Frozen Minced	Al Anam	1	21.8%
	▪ Frozen Breasts	Dari Doux	2 4	17.6% 9.5%
	▪ Chicken Strips	Doux	2	21.6%
Frozen Fruits & Vegetables	▪ Fruits	Dari Montana	1 2	48.1% 30.6%
	▪ Vegetables	Montana Dari	2 3	15.5% 11.1%
	▪ Potato	Lamb Weston Dari	1 5	24.1% 6.9%
Olive & oils	▪ Olives	Coopoliva	1	62.5%
Dairy	▪ Mozzarella	President	2	21.3%
	▪ Labneh		3	11.1%
Ready Meals	▪ Frozen Dinners	Dari	1	67.0%

Financial Performance Q1' 2026



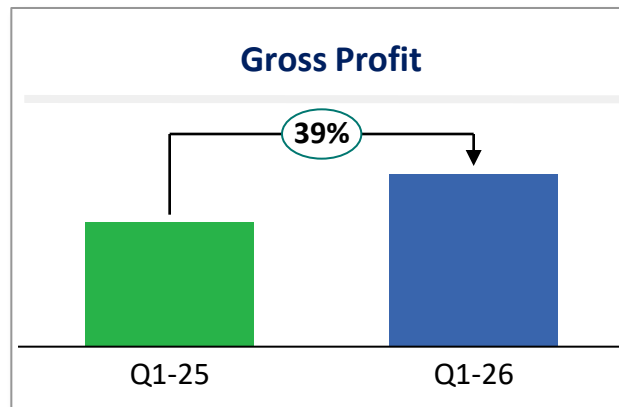
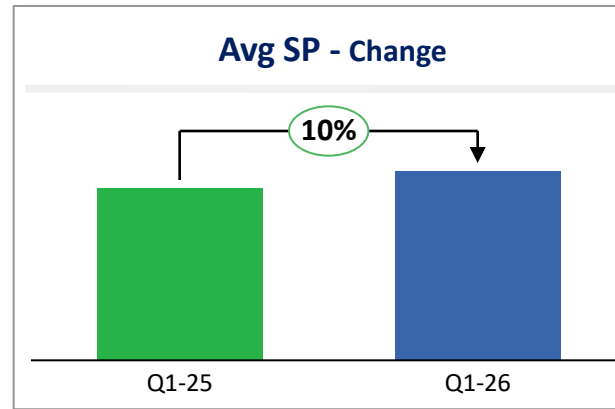
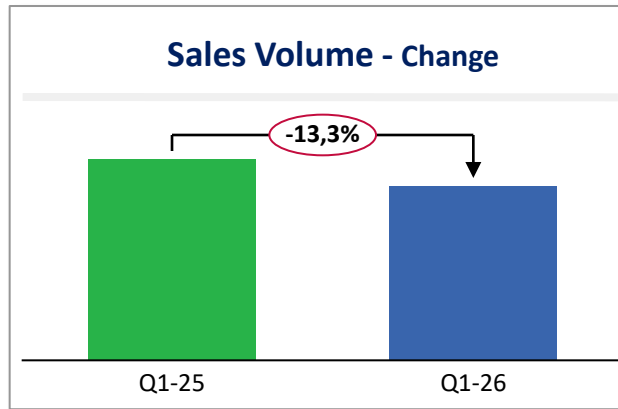
FINANCIAL PERFORMANCE – KEY HIGHLIGHTS



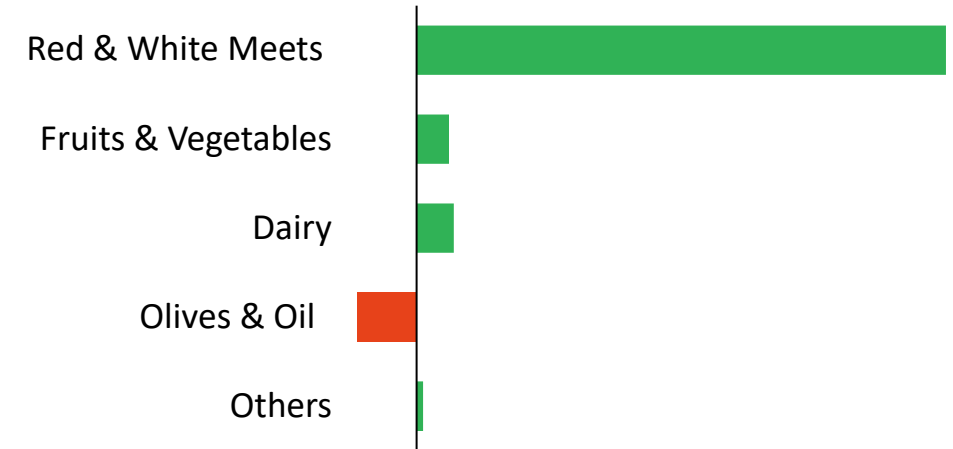
Commentary for
Q1 2026:

- ❖ Revenue decline in revenue by 4.4% due to lower sales volumes across some categories.
- ❖ The increase in gross profitability driven by improved profit margins across most major product categories, improved sales mix and seasonal changes in consumption patterns
- ❖ The increase in net profit was driven by higher gross profitability and further supported by effective management of operating expenses and finance cost

Segmentation Analysis



Gross Profit– Growth by Major Categories



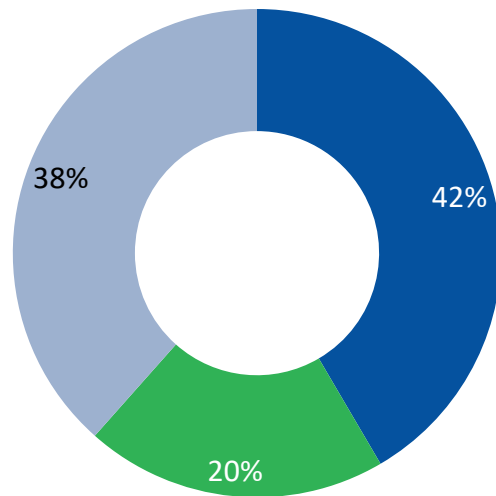
Gross Profit– Growth by Channels



Revenue Contribution by Region

Q1 2025

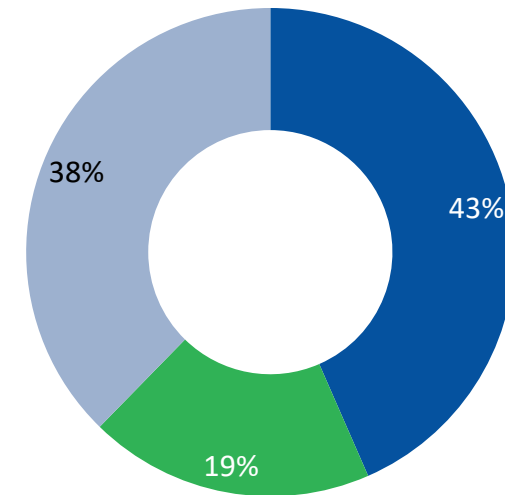
CONTRIBUTION BY REGIONS



■ Central
 ■ Eastern & Northern
 ■ Western & Southern

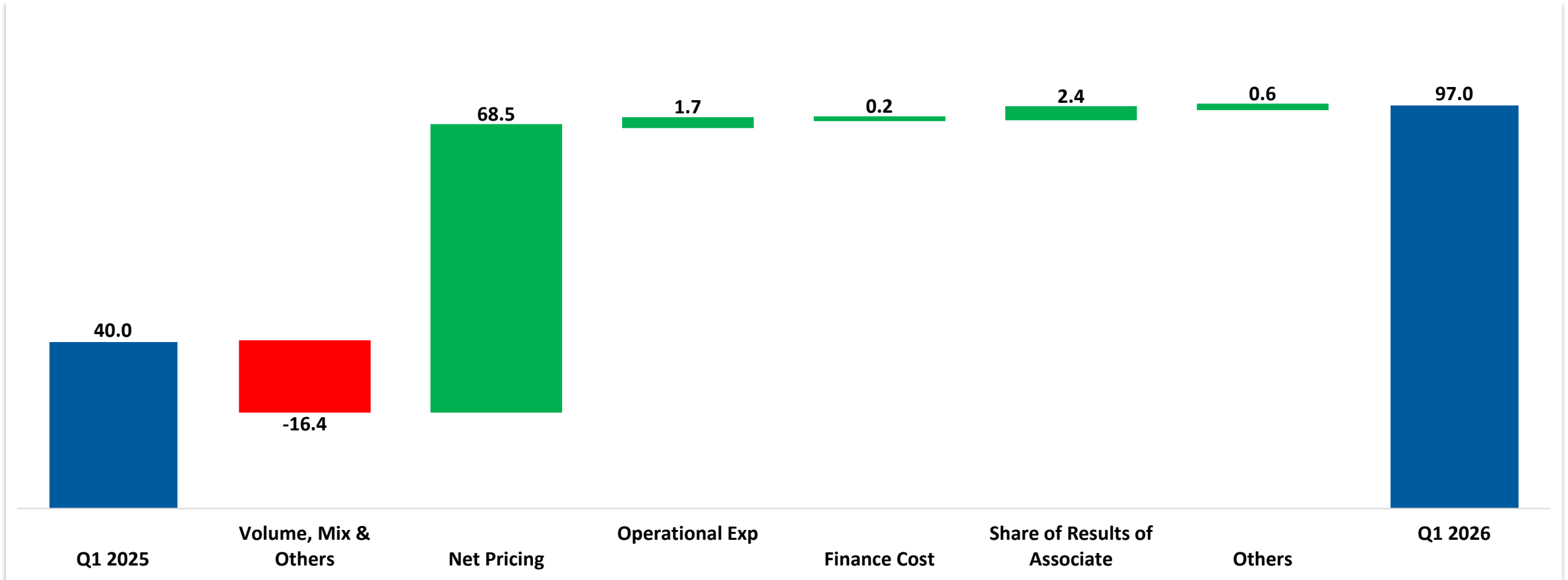
Q1 2026

CONTRIBUTION BY REGIONS



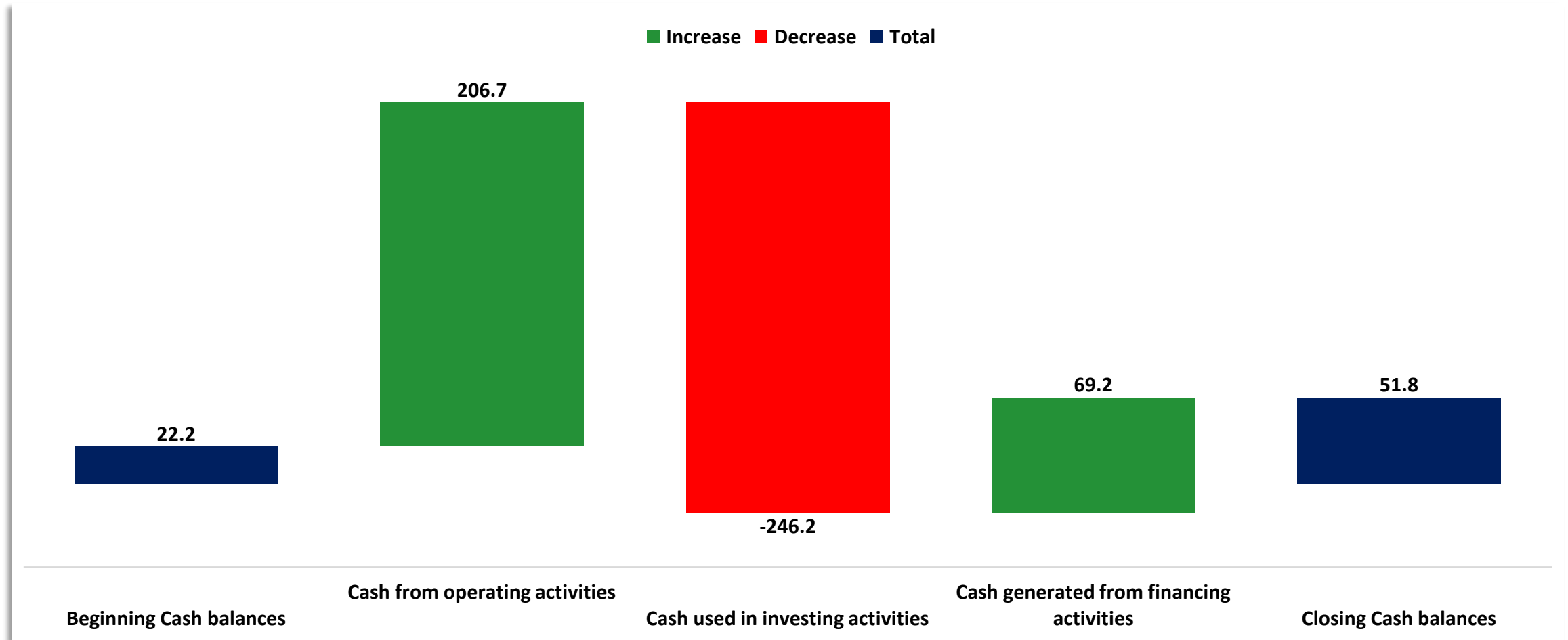
■ Central
 ■ Eastern & Northern
 ■ Western & Southern

Net Income Bridge – Q1 2026

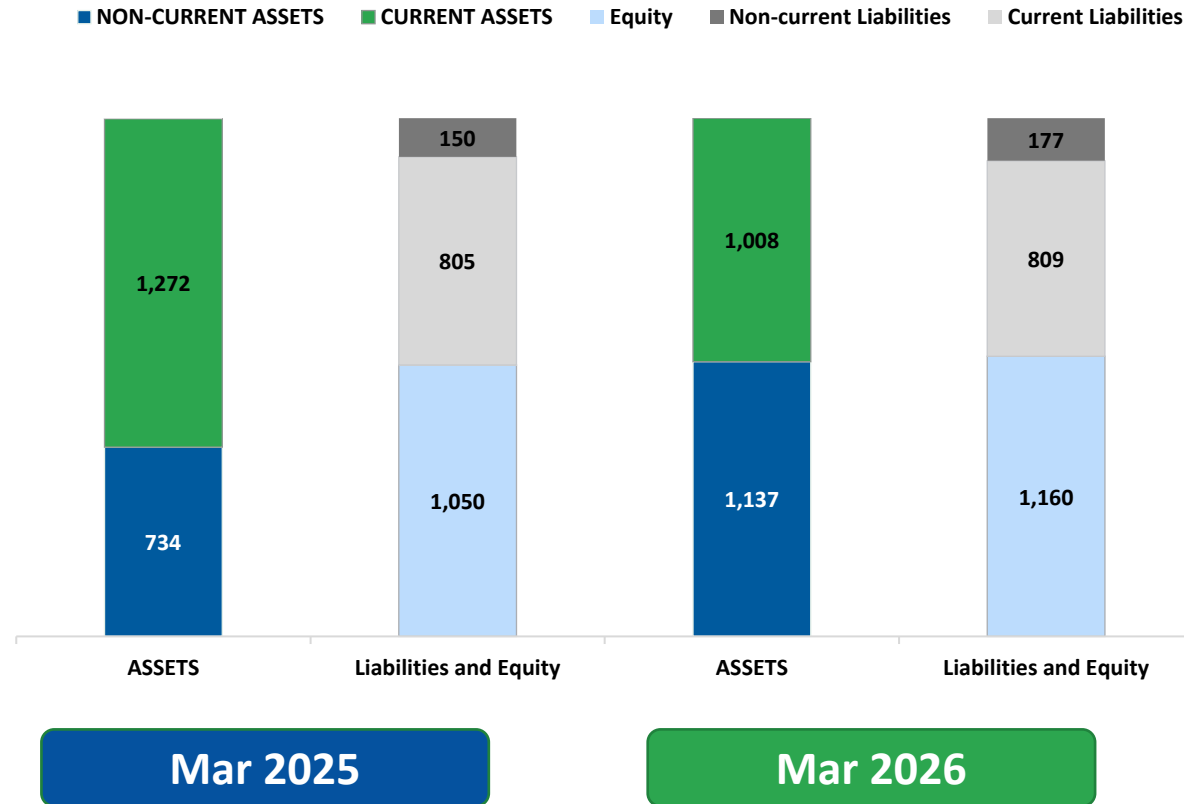


❖ Q1-26 net income increased by SAR 57M (143%) Vs. same period due to higher gross profitability achieved through positive net pricing impact and further supported by lower operating expenses and finance costs. Share of results from associate also positively impacting net income by SAR 2.4M

Cash flow bridge– Q1 2026



Prudent Financial Management



Ratio			Q1-25	Q1-26
Profitability	Return on Equity	%	15%	33%
	Return on Assets	%	8%	18%
Activity	Trade receivables	Days of Sales	37.4	37.8
	Inventory	Days of COS	76	73.4
	Trade payables	Days of COS	60.3	53.4
Solvency	Debt to Equity*		19%	35%
	Debt Ratio**		46%	48%
Liquidity	NWC-to-Sales	%	14.4%	12.9%
	Current Ratio		1.6	1.2

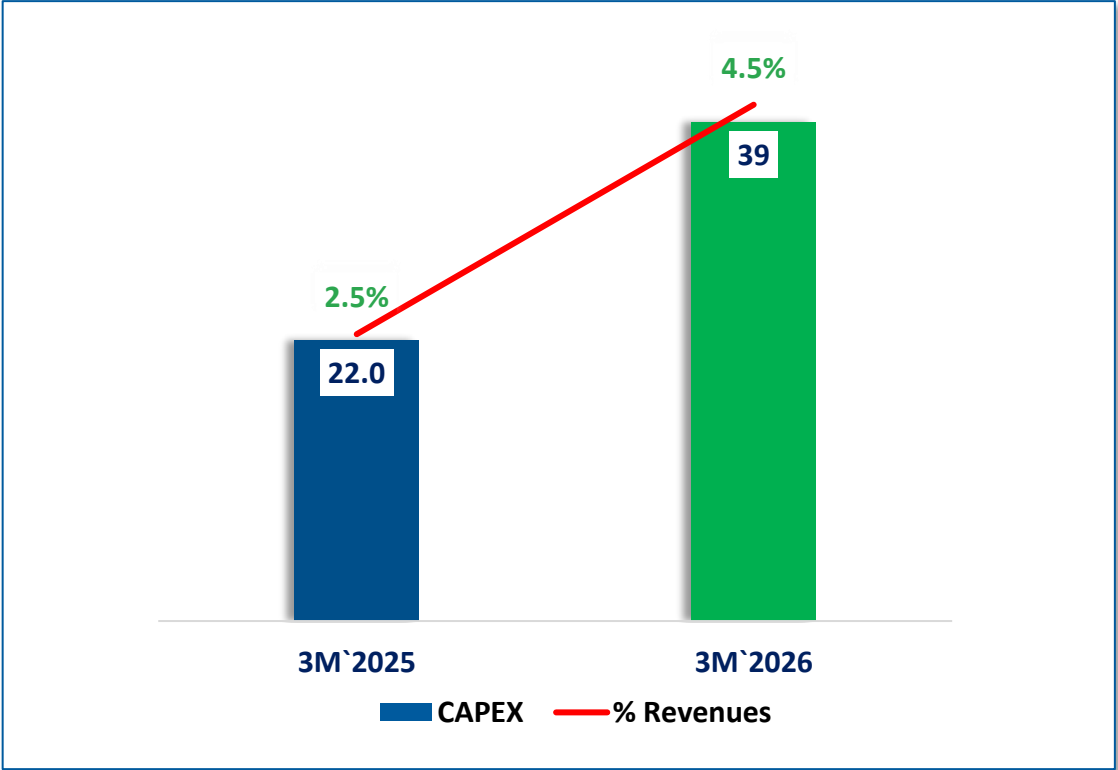
- ❖ **Efficient working capital management:** NWC to sales ratio dropped from 14.4% to 12.9%
- ❖ **Low leverage position.** Company enjoys a low leverage position with debt-to-equity ratio of 35%.

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

**Debt Ratio: Total Liabilities / Total Assets

CAPEX & CAPITAL COMMITMENTS

CAPEX & CAPITAL ADVANCED
(SAR ' Mln)



The company have Capital commitments of SAR 62M as of March 2026

❖ YTD March 2026, CAPEX increased compared to Q1 of 2025 mainly due to on-going growth projects such as meat factory and Loadly.

Operational Updates Q1' 2026



KEY STRATEGIC PROGRESS ACROSS GROWTH PILLARS

01 Local Content & Backward Integration



New Meat Factory

95% complete — launch expected July 2026



Brand Acquisitions

Acquired DOUX and Supreme trademarks to strengthen local content strategy

02 Product Diversification



Project Chilled — Fresh Chicken

Sales volumes & value growing steadily; ambitious expansion planned for significant portfolio contribution



Product Innovation

Innovating within existing categories and introducing new product categories

03 Third-Party Logistics — Loadly



99%

Riyadh WH1
Utilization



May
2026

Jeddah WH2
Expected Launch



2

New Riyadh
Warehouses (U/C)



Q4
2026

New Riyadh WHs Handover
Expected



المنجم
ALMUNAJEM
للأغذية Foods

Q&A




THANK YOU

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