

Market leader in the KSA food space in a high-growth sector

Reliably providing hundreds of food products to millions of consumers

ALMUNAJEM
Foods

INTENTION TO LIST ON THE SAUDI EXCHANGE

SIGNIFICANT SCALE

one of the largest Saudi food companies with a broad portfolio of KSA trusted household brands

LONG-STANDING RELATIONSHIPS

founded more than 70 years ago, with strong relations with suppliers and customers within retail, foodservice & wholesale

UNIQUE BUSINESS MODEL

enabling resilience through various market cycles

RESILIENT OPERATIONS

strong, technology backed and robust supply chain and logistics capabilities

STRONG FUNDAMENTALS

long-term consumer spending underpins strong market fundamentals

EXPERIENCED LEADERSHIP

commercially driven senior management team

STRONG LOGISTIC AND OPERATIONAL CAPABILITIES

 **12**

Temperature controlled warehouses

 **1,000+**
vehicles

Fitted with multi-purpose temperature capabilities, as needed

 **60+**

Global suppliers

 **1,800+**

Employees

 **55,000**^{MT}

Storage capacity

DIVERSE PORTFOLIO OF FOOD PRODUCTS

across key categories **5** with **700+** SKUs



Red and white meat



Dairy products



Frozen fruits and vegetables



Olives and oils



Others including rice, sauces, and condiments

LONG-STANDING RELATIONSHIPS WITH SUPPLIERS AND CUSTOMERS

Key Suppliers



Key Customers

WELL BALANCED REVENUE STREAM



RETAIL



43%

WHOLESALE



37%

FOOD SERVICES



20%

OUR NUMBERS

FY20 **NET INCOME**
margin
9%

FY20 **EBITDA**
Margin
11%

FY20 **CASH FLOW**
from
74%
operations/EBITDA

DEBT / EQUITY
0.3x
as of Dec'20

FY20 **SALES**
SAR
2.5B

SEASONED MANAGEMENT TEAM

100+ YEARS IN F&B