



العيد للأغذية
ALEID FOODS

Q4 2022 & YE 2022 EARNINGS PRESENTATION

March 22, 2023

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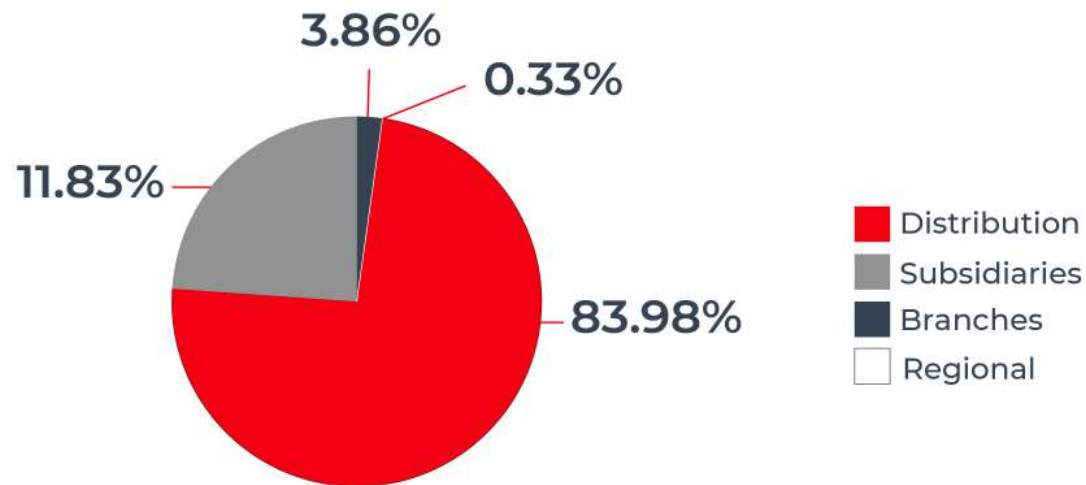
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Agenda

- Aleid Foods market dynamics
- Tailwinds Ye 2022
- Headwinds Ye 2022
- Business performance – Q4 2022
- Business performance – Ye 2022
- Financial performance
- Aleid Foods share performance
- Geographical footprint and growth drivers

Aleid Foods Dynamics

- 2022 was the year of setting the company strategic plans
 - In 2022 Aleid Foods announced the regional expansion plans Goals 25, that is set to take the company successful operation model into the GCC market
 - May 2022 : first move to branch outside Kuwait Aleid Foods – Dubai / UAE
 - July 2022 : Opened Aqtar Alkhaleej – Riyadh / KSA
- Creating solid foundations diversify the income generating business segmentation



Subsidiaries

The newly found subsidiaries registered 99.4% growth, setting solid foundation specially its entry to the HORECA growing market

Others

Early 2021 Aleid Foods embarked into expanding the distribution segment and including internationally and regionally renown and loved brands based on market needs and growth plans.

Product ranges included confectionaries, snacks and healthy options.

This segment recorded growth of 23% in contribution to the business within the distribution segment.

Headwinds Ye 2022

INFLATION

2022 started with high inflation rates in Kuwait *, and ended with a slow down to reach Ye 3.15, and the cost for the food ended at 7.5%

STOCK LEVELS

The forced low stock levels in Q4 due to the critical situation in supply chain specially in frozen chicken, however we maintained sufficient market requirements but not growth levels.

* <https://tradingeconomics.com/kuwait/inflation-cpi>

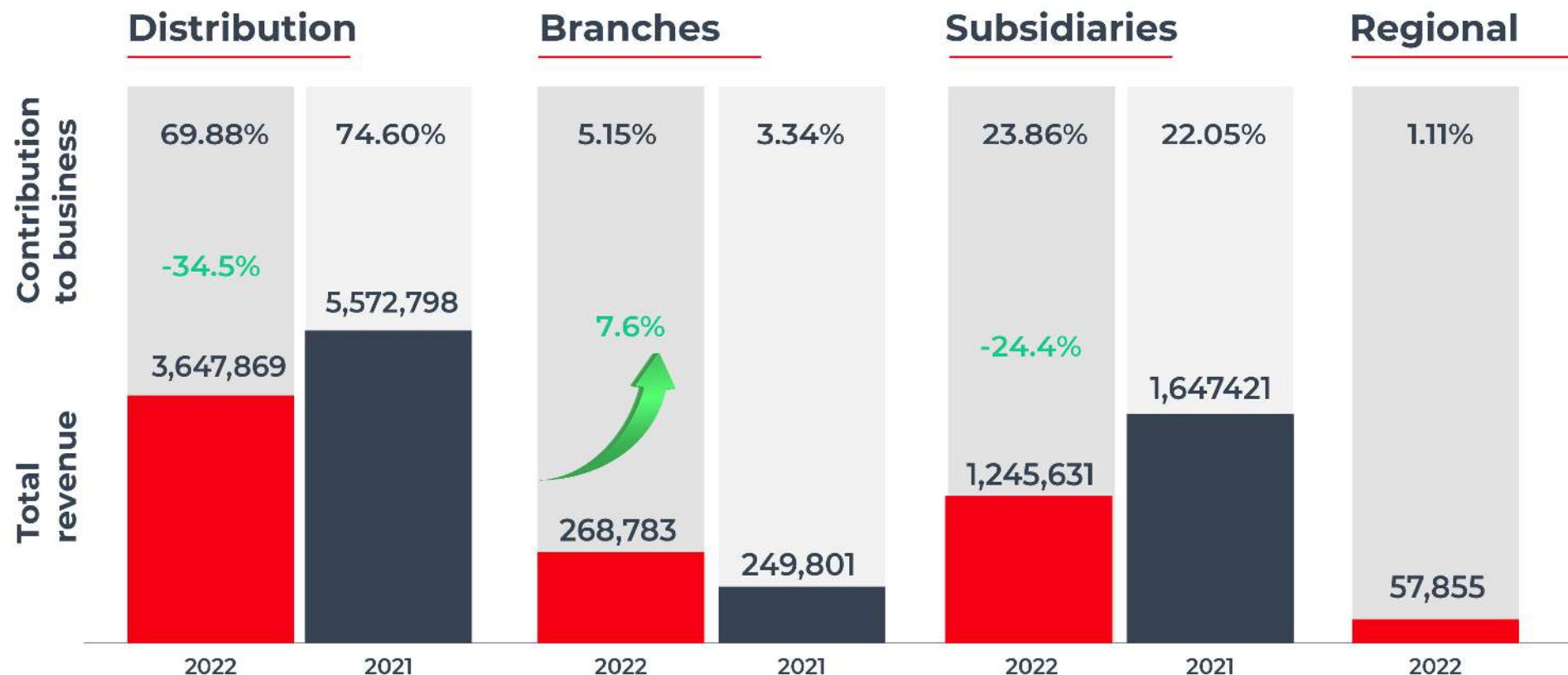
Business performance – Q4 2022

	Q4 - 2022	Q4 - 2021	Growth Q4-2022 VS Q4-2021
Total Revenue	5,220,138	7,470,020	-30.1%
Net Profit	387,635	728,819	-46.8%
Net Profit Margin	7.4%	9.8%	-23.9%
EBTIDA	603,457	989,637	-39.0%
EBTIDA Margin	11.6%	13.2%	-12.7%

Highlights

- Q4 revenue declined by 30.1% vs. same period of 2021
- Expenses continued to be affected by the expansion plans during Q4

Business performance – Q4 2022 (Cont'd)



Highlights

- Distribution continues to lead profit stream of the businesses
- Branches performance is slower than planned, but starting to pick up
- Subsidiaries were established mid 2021, and their contribution is starting to show in 2022

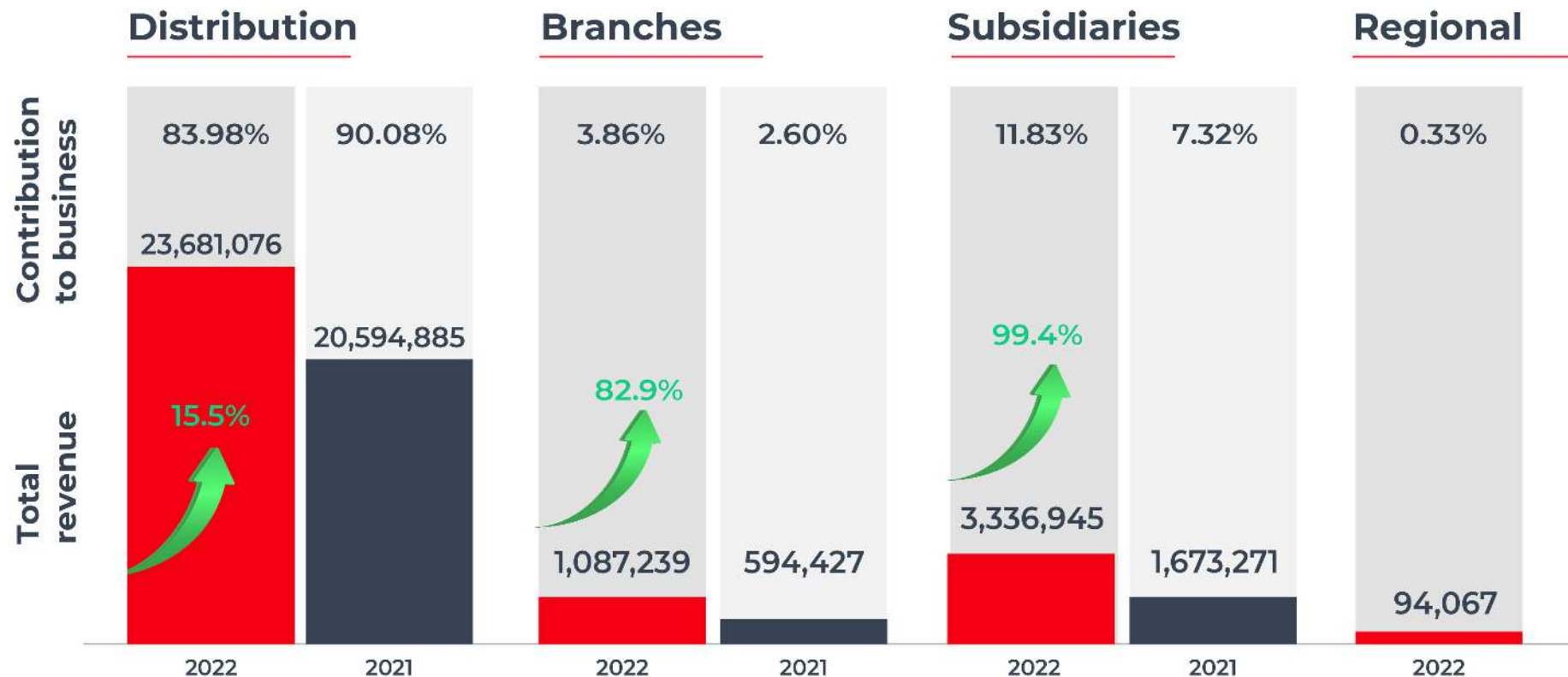
Business performance – Ye 2022

	12M - 2022	12M - 2021	Growth 12M-2022 VS 12M-2021
Total Revenue	28,199,327	22,862,583	23.3%
Net Profit	2,604,114	2,249,811	15.7%
Net Profit Margin	9.2%	9.8%	-6.2%
EBTIDA	3,515,383	3,016,707	16.5%
EBTIDA Margin	12.5%	13.2%	-5.5%

Highlights

- Total revenue growth 23.3% vs. the forecasted of 22%
- Net profit growth is positive, but slower than expected due to establishing costs
- Margins are positive despite the negative growth rates

Business performance – Ye 2022 (Cont'd)



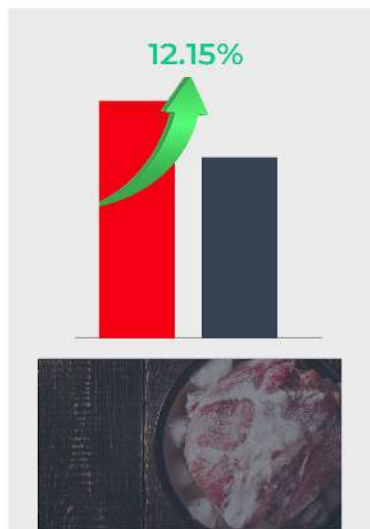
Highlights

- Distribution segment growth coupled with reduction in its contribution to business is happening as planned
- Branches & subsidiaries founded mid 2021 are starting to contribute to the general revenues

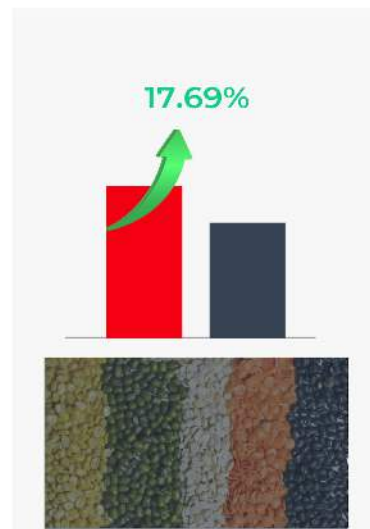
Business performance – Ye 2022 (Cont'd)

Distribution segment performance breakdown Ye 2022

Frozen meat and poultry



Rice, pulses, spices and nuts



Frozen fries and vegetables



Other



Highlights

- In 2021 we expanded our basket mix to include confectionaries, snacks and healthy product lines under Other, by end of 2022 its contributing 23% growth y/y

Financial performance

	2021 Ye	2022 Ye
Working Capital	22,281,772	22,576,897
as % of Revenue	97.5%	98.2%
CapEx	346,422	127,642
TO REVNUe %	1.5%	0.6%
Free chash flow	3,282,892	4,316,919
as % of Revenue	14.4%	18.8%
Net debt	6,340,272	7,968,584
Net debt/ Equity	30.1%	36..1%
EBITDA	3,016,707	3,515,383
Net debt/EBITDA	171.0%	177.9%

Aleid Foods share performance

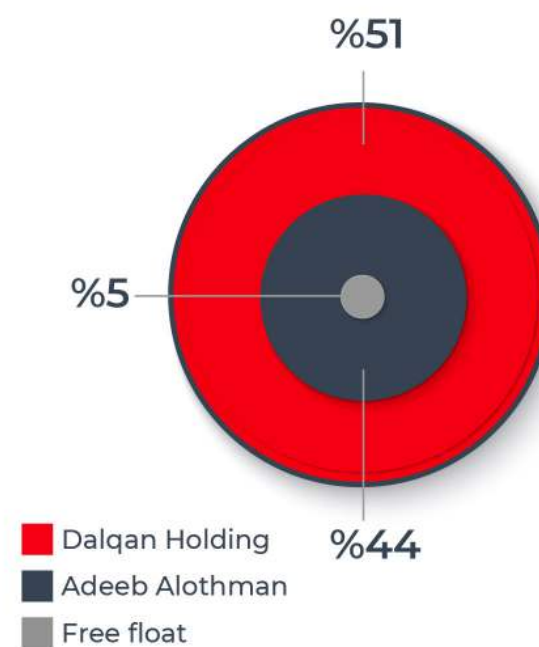
SHARE PROFIT



DIVIDENDS



OWNERSHIP STRUCTURE





March 2022

Announcement

December 2025

Deadlined

A New Milestone

March 2022, Aleid Foods Regional Expansion Journey Takes Off

Click here for to watch the announcement video <https://bit.ly/3tV9L7t>

Geographical footprint and growth drivers



Growth in sales
109% 
Y 2025

Contribution per segment

■ Distribution	54%
■ Subsidiaries	16%
■ Branches	8%
■ Regional	25%

Regional expansion provides the next leg for growth. Aleid Foods has put emphasis on its regional expansion strategy Goals_25, which aims for Gulf market expansion and the presence in dynamic and influential cities. The plans kicked off with Aleid Foods Dubai office launch May 2022 mainly to import and re-export foods with specifications matching the Gulf markets. Followed with the establishment of a Riyadh-based company in July 2022, Aqtar Al Khaleej, to be the outset of the company's operational expansion within KSA.



Q&A

Thank you

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