

ALEID
LOUNGE

ALEID FOODS EARNINGS H2 - Ye 2023



العيد للأغذية
ALEID FOODS

April 22, 2024



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Agenda

- Growth Acceleration Goals And Action Plans
- Tailwinds H2 2023
- Headwinds H2 2023
- Business performance – H2 / Ye 2023
- Financial performance – H2 / Ye 2023
- Aleid Foods share performance

Growth Acceleration Goals And Action Plans

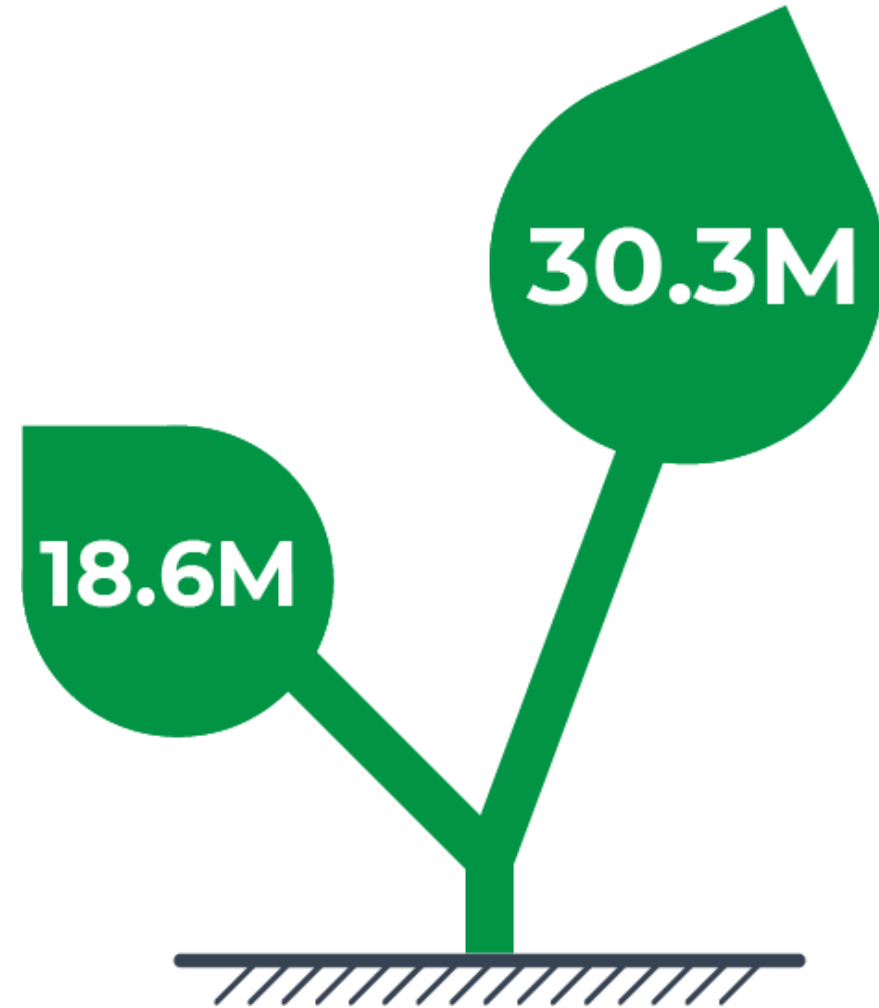
- The Goals :
 - Support the diversification of the income streaming business segments
 - Create valuable opportunities for products and partners to grow market share
 - Accelerate the regional expansion plans Goals_25 ensuring sustainable results

Capital Raise

Aleid Foods Company capital was raised in Q4 of 2023 to a total of 30.3 Million Kuwaiti Dinars, which reflected positively on the increase in the property rights of the company's shareholders by an unprecedented record rate at the end of 2023, amounting to 101.81%.

This is the highest growth recorded since the company's founding.

In addition to an increase in earnings per share by 23.14%, in addition to an increase in net profits by 27.58%



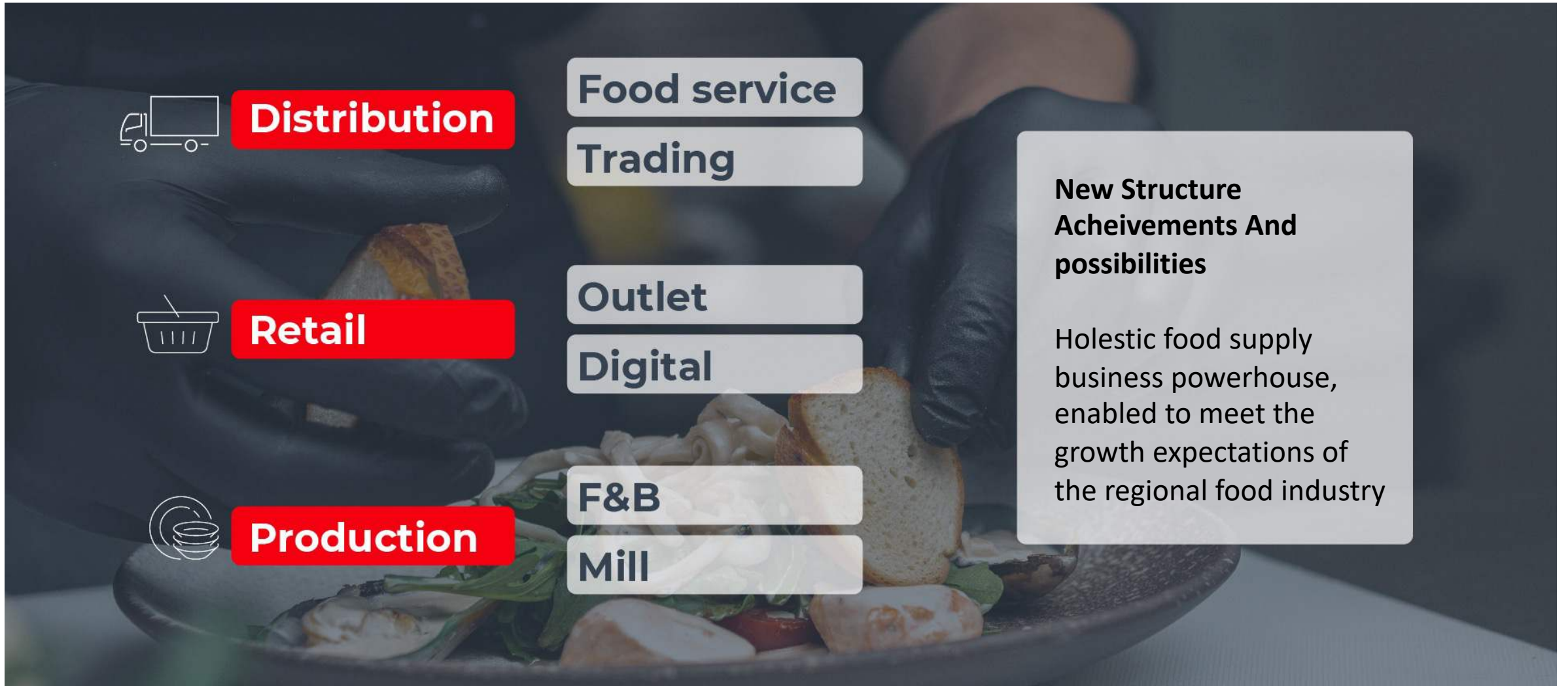
Aleid Foods Acquisition of Al Ashraf Foods

During Q4 of 2023 Aleid Foods completed the full acquisition of Al-Ashraf Central Market Company.

This comes as a pivotal point in the journey to accelerate the expansion plans of the company's operations in the food services sector and supporting the Goals 25 regional expansion strategy.



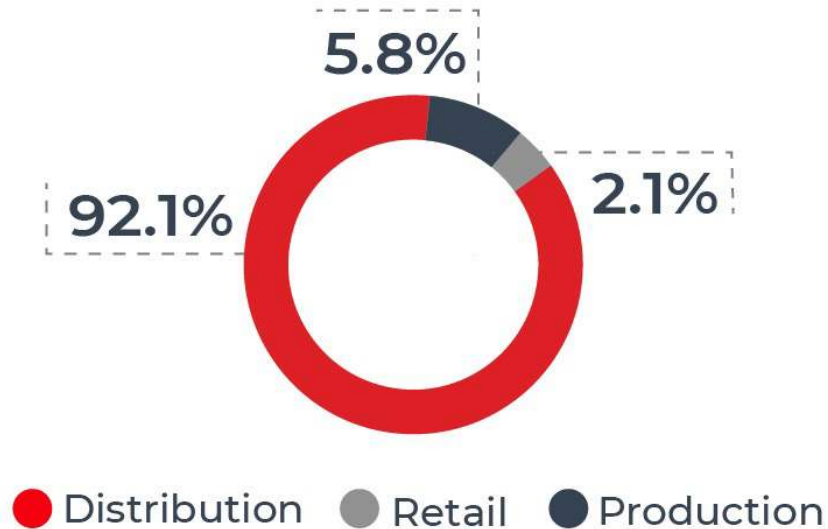
Aleid Foods New Financial Reporting Structure



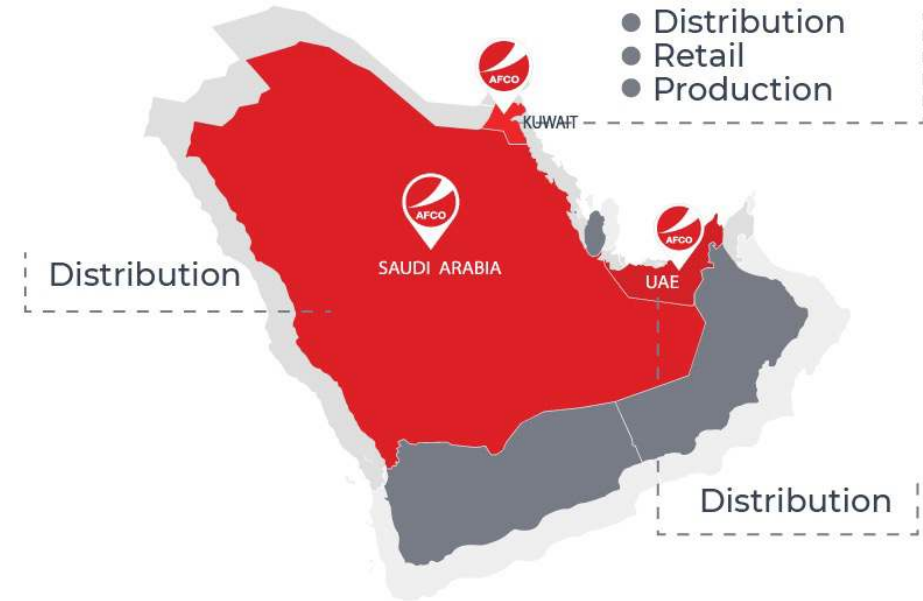
The New Financial And Operational Structure

- Restructuring operations
 - Structuring by Divisional Business Units for efficiency and centralized support
 - Cross Divisional collaboration allowing consistent growth of market share
 - Strengthen the divisional contribution in the overall business results

Business Segmentation



Geographical Footprint



Tailwinds H2 2023

Diversification of income generating business segmentation

- Aleid Foods Acquisition of Alashraf Foods
- Capital Increase to 30.3Million Kuwaiti Dinar
- Restructuring of Aleid Foods Company to enable cross divisional collaboration and optimize the company assets and experience for future growth

Headwinds H2 2023

Interest rates

Interest rates are still high, hence indicators are showing expected decline

Supply Chain

The delays with the diversion of routes for many products specially the frozen meat products affected Q4 of H2, hence quick and adequate risk management measures were discussed and taken with our international partners that minimized the effect of delays

Business Performance – H2 2023

Aleid Foods	H2 Results 2023	H2 Results 2022	H2 Growth 2023 vs 2022
Total Revenue	17,124,981	12,421,002	37.9%
Net Profit	1,556,268	1,040,044	49.6%
Net Profit Margin	9.1%	8.4%	
EBTIDA	2,063,127	1,453,279	42.0%
EBTIDA Margin	12.0%	11.7%	

Highlights

- Growth of net profit to 49.6% during H2
- Net profit margins continues positive growth pattern

Business Performance – Ye 2023

Aleid Foods	12M 2023	12M 2022	12M Growth 2023 vs 2022
Total Revenue	35,118,071	28,199,328	24.5%
Net Profit	3,414,270	2,604,114	31.5%
Net Profit Margin	9.7%	9.2%	
EBTIDA	4,490,539	3,515,383	27.7%
EBTIDA Margin	12.8%	12.5%	

Highlights

- Total revenue growth for 2023 was forecasted at 14%

Business Performance – Ye 2023 (Cont'd.)

Distribution 

Growth

21.6%

2022 26,584,256

2023 32,333,433

**Contribution
to business**

92.01%

Retail 

Growth

150.5%

2022 299,245

2023 749,559

**Contribution
to business**

2.1%

Production 

Growth

54.7%

2022 1,315,827

2023 2,035,079

**Contribution
to business**

5.8%

Financial Performance

Aleid Foods	2023 Ye	2022 Ye
Working Capital	38,506,784	22,576,897
as % of Revenue	109.6%	80.1%
CapEx	33,122	127,642
TO REVNUUE %	0.1%	0.5%
Free chash flow	5,534,158	4,316,919
as % of Revenue	15.8%	15.3%
Net debt	16,325,658	7,968,584
Net debt/ Equity	36.0%	35.5%
EBITDA	4,490,539	3,515,383
Net debt/EBITDA	342.6%	177.9%

Aleid Foods Share Performance

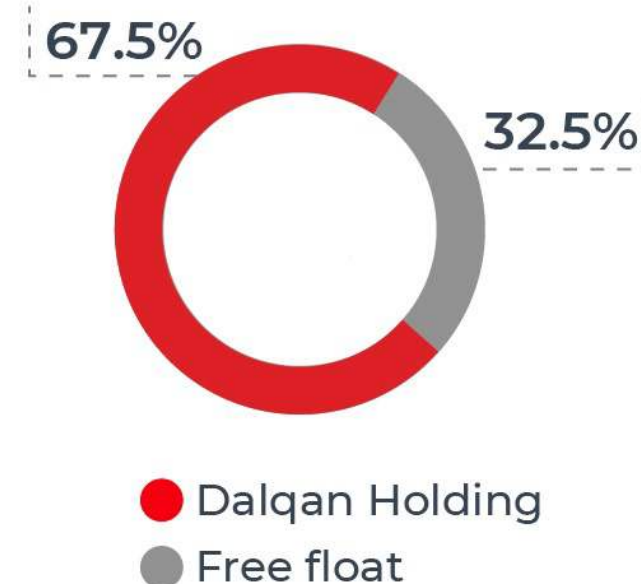
SHARE PROFIT



DIVIDENDS

	Cash	Shares	Dividends
2019		20%	20%
2020	5%	20%	25%
2021	8%	17%	25%
2022	5%	10%	15%
2023	10%		

OWNERSHIP STRUCTURE



Q&A

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Thank You

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