



العيد للأغذية  
ALEID FOODS

# H1 2024 EARNINGS PRESENTATION

August 6, 2024

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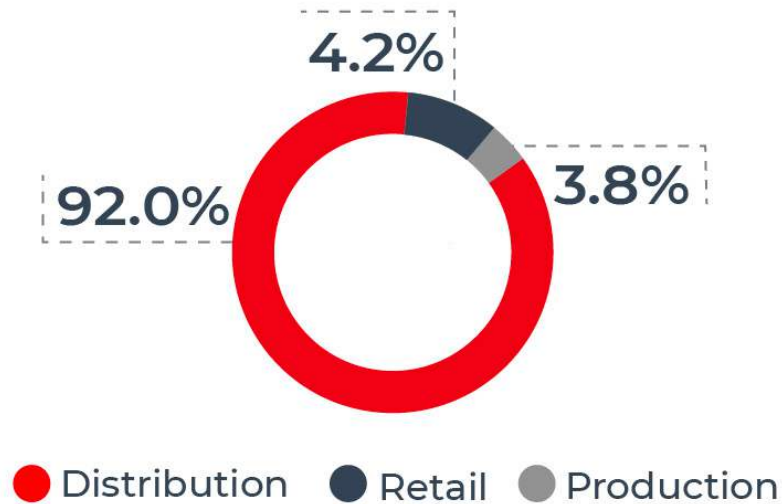
# Agenda

- Aleid Foods Operational Structure
- Tailwinds H1 2024
- Headwinds H1 2024
- Business performance – H1 2024
- Financial performance
- Share performance
- Q&A

# Aleid Foods H1 2024 Dynamics

- Aleid Foods acquisition of Alashraf Foods has accelerated the company plans to become a competitive player in the Food Services segment as of H1 2024
- Aleid Foods became a leader in the frozen chicken supplies to Tamween, the largest distribution channel in Kuwait
- Company entry into the specialized retail segment of Chocolate and bakery raw materials and equipments

## Business Segmentation



## Geographical Footprint



## DIVERSIFICATION OF INCOME GENERATING BUSINESS SEGMENTATION

- Retail & production unit's significant growth has picked up after the acceleration strategy with Retail division growth at 421.7% and Production division at 44.4%
- The newly entered Food Services segment contribution to business registered 631.5% growth.

## INFLATION

H1 ended with inflation rate at 2.8%, which is considered the normal average for the market.

# Headwinds H1 2024



## REGIONAL INSTABILITIES

Continuous considerations for the supply chain challenges during these sensitive times

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# Business Performance – H1 2024



Aleid Foods	H1 Results 2024	H1 Results 2023	H1 Growth 2024 vs 2023
Total Revenue	37,123,330	17,993,090	106.3%
Net Profit	3,152,888	1,858,002	69.7%
Net Profit Margin	8.5%	10.3%	
EBTIDA	4,009,548	2,427,412	65.2%
EBTIDA Margin	10.8%	13.5%	

## Highlights

- Growth of net profit to 69.7% during H1
- Net profit margin went down 8.5% due to the low profit margins of Food Services segment

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# Business Performance – H1 2024



## Distribution

Growth

**104.3%**

H1 2023 **16,712,892**

H1 2024 **34,145,755**

Contribution  
to business

**92.00%**



## Retail

Growth

**421.7%**

H1 2023 **299,325**

H1 2024 **1,561,502**

Contribution  
to business

**4.2%**



## Production

Growth

**44.4%**

H1 2023 **980,873**

H1 2024 **1,416,073**

Contribution  
to business

**3.8%**

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# Financial Performance H1 2024



Aleid Foods	H1 2024	H1 2023
Working Capital	41,354,843	25,177,646
as % of Revenue	117.8%	67.8%
CapEx	8,378	3,329
TO REVNUUE %	0.02%	0.01%
Free chash flow	5,012,771	2,910,954
as % of Revenue	14.3%	7.8%
Net debt	16,901,661	7,684,589
Net debt/ Equity	35.0%	32.9%
EBITDA	4,009,548	2,427,412
Net debt/EBITDA	334.5%	250.6%

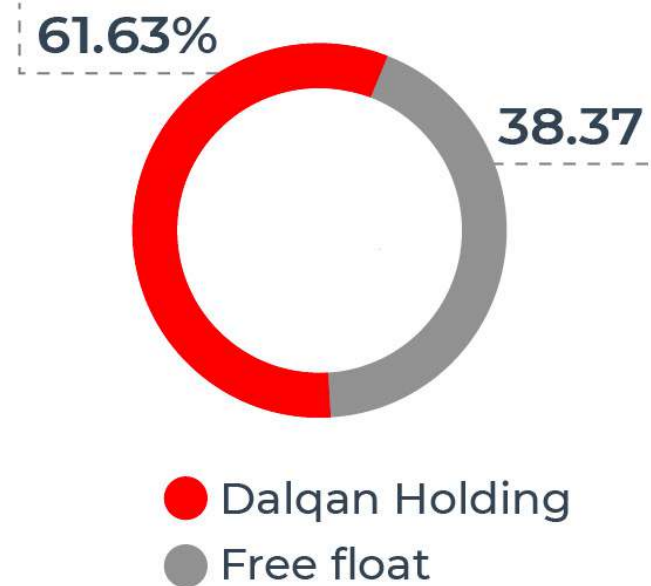
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# Aleid Foods Share Performance

## SHARE PROFIT



## OWNERSHIP STRUCTURE



# Q&A

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# Thank You

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