

ALEID  
LOUNGE

HORECA  
KUWAIT  
VISIT OUR WEBSITE  
@horecakuwait.com  
YOU NEXT YEAR  
9 JANUARY 2025

# ALEID FOODS EARNINGS H2 - Ye 2024



العيد للأغذية  
ALEID FOODS

April 16, 2024



# Disclaimer

This confidential document is provided for informational purposes only. The information set out in this presentation and provided in the discussion subsequent thereto does not constitute an offer or solicitation of an offer to buy or sell securities in any jurisdiction. The presentation is solely for use at an investor presentation and is provided as information only. This presentation does not contain all the information that is material to an investor. This presentation has been prepared by and is the sole responsibility of Aleid Foods Company (Aleid or the Company). You must not place any reliance for any purpose whatsoever on the information contained in this document. No representation or warranty, express or implied, is given by or on behalf of Aleid Foods or any other person as to the accuracy or completeness of the information or opinions contained in this document and no liability whatsoever is accepted by Aleid Foods or any other person for any loss howsoever arising, directly or indirectly, from any use of such information or opinions or otherwise arising in connection therewith. The information contained in this document has been obtained from sources prepared by other parties and it may not have been independently verified. The supply of this document does not imply that the information within is correct at any time subsequent to the date of this document. The information herein may be amended and supplemented and may not as such be relied upon for the purpose of entering into any transaction. This presentation may not be reproduced in whole or in part, distributed or transmitted to any other person without the Company's prior written consent. The information in this presentation and the views reflected there in are those of the Company and are subject to change without notice. All projections, valuations and statistical analyses are provided to assess the recipient in the evaluation of matters described herein. They may be based on subjective assessments and assumption and may use one among alternative methodologies that produce different results and to the extent that they are based on historical information, they should not be relied upon as an accurate prediction of future Performance. These materials are not intended to provide the basis for any recommendation that any investor should subscribe for or purchase any securities. This presentation does not disclose all the risks and other significant issues related to an investment in any securities / transaction. Past performance is not indicative of future results. The Company is under no obligation to update or keep current the information contained herein. No person shall have any right of action against the Company or any other person in relation to the accuracy or completeness of the information contained in this presentation. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and if given or made such information or representation must not be relied upon as having been authorized by or on behalf of the Company. This presentation does not constitute an offer or an agreement, or a solicitation of an offer or an agreement, to enter into any transaction (including the provision of any services). No assurance is given that any such transaction can or will be arranged or agreed. Certain statements in this presentation may constitute forward-looking statements. These statements reflect the company's expectation and are subject to risk and uncertainties that may cause actual result to differ materially and may adversely affect the outcome and financial effects of the plan described herein. You are cautioned not to rely on such forward-looking statements. The Company does not assume any obligation to update its view of such risk and uncertainties or to publicly announce the result of any revision to the forward-looking statements made herein. This document may contain forward-looking statements which, by their nature, involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by these statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described within this document. Actual results may be adversely affected by future developments affecting inflation, interest rates, taxation, social instability or other economic, political or diplomatic or other matters. Forward-looking statements contained in this document that reference past trends or activities should not be taken as a representation that such trends or activities will continue.

# Agenda

- Growth Acceleration Goals And Action Plans
- Industrial Entry & Food Security
- Expanding in the health and wellness sector
- Operational Expansion in Distribution & Food Services
- Business performance – H2
- Business performance – Ye 2024
- Financial performance – Ye 2024
- Aleid Foods share performance

# Growth Acceleration Goals And Action Plans

## The Goals :

- Aleid Foods 2030 Vision - To establish Aleid Foods as the go-to partner for delivering sustainable, premium-quality, and health-focused food solutions — proudly developed in Kuwait, competitively positioned in the region, and aligned with global standards. Aleid 2030 is not just a vision — it's our blueprint for transformation, national impact, and long-term value creation.
- Drive sustainable revenue growth and capture greater market share
- Operational excellence by boosting efficiency across all functions to support profitable growth and long-term scalability

# Industrial Entry & Food Security

We are transitioning from a premier importer into a critical player in food manufacturing, reinforcing Kuwait's long-term vision for food security.

## **Core Growth Drivers:**

- Rolling out advanced manufacturing hubs approved by the Public Authority for Industry.
- Securing value-driven production assets to fast-track capacity and market access.
- Collaborating with top poultry-producing nations to localize protein manufacturing.

## **Expected Outcomes:**

- Diminish import dependency.
- Enhance production efficiency and product quality.
- Solidify Kuwait's food independence for future generations.

# Expanding in the Health & Wellness Sector

## **Market Leadership**

- Establishing Health Land as a regional leader in supplements, healthy foods, and personal care
- Launching organic products aligned with global standards

## **Digital & Distribution Expansion**

- Introducing an online platform for sales and consultations
- Growing reach through e-commerce and retail partnerships

## **Public Awareness & Personalization**

- Nationwide campaigns with health experts
- Personalized support from certified nutritionists

## **Expected Impact**

- Greater public health awareness and product demand
- Increasing of Health Land's market share
- Strengthening Kuwait's position in the health nutrition market



# Operational Expansion in Distribution & Food Services

## **Expanding Market Reach**

- Growing Aleid Foods' presence across co-ops, convenience stores, and major retail chains
- Forming strategic partnerships with hypermarkets to increase distribution channels

## **Advancing Food Services**

- Creating tailored product lines for restaurants, cafés, and hotels
- Offering reliable, high-efficiency supply solutions for the HORECA sector

## **Enhancing Logistics & Operations**

- Implementing smart inventory and supply chain systems
- Collaborating with innovative logistics providers for faster, timely deliveries

## **Expected Impact**

- Increased distribution market share across Kuwait
- Improved operational efficiency and profitability
- Elevated food service standards through integrated solutions

# Business Performance - H2 2024

Aleid Foods	H2 Results 2024	H2 Results 2023	H2 Growth 2024 vs 2023
Total Revenue	32,605,812	17,124,981	90.4%
Net Profit	2,383,536	1,556,268	53.2%
Net Profit Margin	7.3%	9.1%	
EBTIDA	3,224,398	2,063,127	56.3%
EBTIDA Margin	9.9%	12.0%	



# Business Performance - H2 2024 (Cont'd.)



## Distribution

Growth

**90.3%**

H2 2023 **15,620,541**

H2 2024 **29,727,703**

Contribution  
to business

**91.2%**



## Retail

Growth

**273.9%**

H2 2023 **450,234**

H2 2024 **1,683,312**

Contribution  
to business

**5.2%**



## Production

Growth

**13.3%**

H2 2023 **1,054,206**

H2 2024 **1,194,797**

Contribution  
to business

**3.7%**

نمو متواصل

# Business Performance – Ye 2024

Aleid Foods	12M 2024	12M 2023	12M Growth 2024 vs 2023
Total Revenue	69,729,142	35,118,071	98.6%
Net Profit	5,536,424	3,414,270	62.2%
Net Profit Margin	7.9%	9.7%	
EBTIDA	7,233,946	4,490,539	61.1%
EBTIDA Margin	10.4%	12.8%	

# Business Performance - Ye 2024 (Cont'd.)



## Distribution

Growth

**97.5%**

Ye 2023 **32,333,433**

Ye 2024 **63,873,458**

Contribution  
to business  
**91.6%**



## Retail

Growth

**332.9%**

Ye 2023 **749,559**

Ye 2024 **3,244,814**

Contribution  
to business  
**4.7%**



## Production

Growth

**28.3%**

Ye 2023 **2,035,079**

Ye 2024 **2,610,870**

Contribution  
to business  
**3.7%**

نمو متواصل

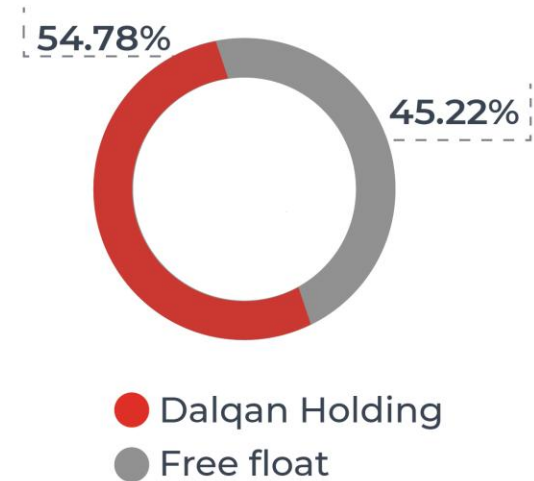
# Financial Performance Ye2024

Aleid Foods	2024 Ye	2023 Ye
Working Capital	39,940,330	38,506,784
as % of Revenue	57.3%	109.6%
CapEx	402,357	33,122
TO REVNUE %	0.6%	0.1%
Free chash flow	9,045,722	5,534,158
as % of Revenue	13.0%	15.8%
Net debt	20,470,780	16,325,658
Net debt/ Equity	43.0%	36.0%
EBITDA	7,233,946	4,490,539
Net debt/EBITDA	267.1%	342.6%

# Share Performance H2 Ye2024



	Cash	Shares	Dividends
2020	5%	20%	25%
2021	8%	17%	25%
2022	5%	10%	15%
2023	10%	—	10%
2024	13%	3%	16%



# Q & A



# Aleid Foods

## Earnings H2 – Ye 2024

Thank you

نمو متواصل