

Earnings Presentation

FY2024



التنمية
TANMIAH



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TABLE OF CONTENTS

- 1 Key Highlights
- 2 Financial Overview
- 3 Outlook and Key Takeaways

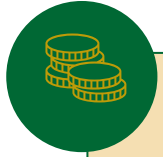




01 | Key Highlights



4Q24



+19%

YoY revenue growth,
to **SAR 685 mn**



26.1%

Gross Profit Margin; with
YoY gross profit growth to
SAR 178 mn



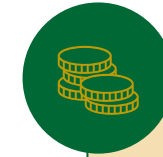
3.9%

Net Profit Margin; with YoY
net profit growth to
SAR 27 mn



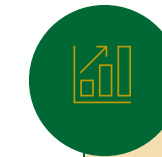
Publication of
[2023 Sustainability
Report](#)

FY24



+23%

YoY revenue growth,
to **SAR 2,564 mn**



25.5%

Gross Profit Margin; +190
bps YoY



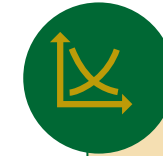
+26%

YoY net profit growth,
to **SAR 96 mn**



457K

Number of trees
planted



+14%

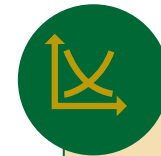
Fresh Poultry revenue
growth



POPEYES

+60%

Revenue growth;
81 total outlets; +2
stores in Bahrain



+62%

Animal Feed and
Health Revenue
growth



550,000 bpd

+10% YoY growth in
poultry production
capacity

With highest ISO certifications in Health & Safety and Environmental Management, Tanmiah has set the standard for Environmental and Occupational Sustainability.

Bureau Veritas Certification



TANMIAH FOOD COMPANY

Postal Code 12341, Building Number 7292, Secondary Number 4253, Alrahmaniyah District, Riyadh, Saudi Arabia

This is a multi-site certificate, additional site(s) are listed on the next page(s)
Bureau Veritas Certification Holding SAS - UK Branch certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standards detailed below

ISO 45001:2018
Scope of certification

FOOD AND AGRICULTURAL BUSINESS WHICH INCLUDE MANUFACTURING, SALES AND TRADING OF FOOD PRODUCTS. PRODUCTION AND SALES OF FEED. CONSTRUCTION AND OPERATION OF POULTRY FARMS & HATCHERIES. SALES AND TRADING OF POULTRY EQUIPMENT, VETERINARY MEDICINES, VETERINARY EQUIPMENT. MANAGEMENT & OPERATIONS OF RESTAURANTS

Original cycle start date: 20-08-2024

Expiry date of previous cycle: NA

Certification / Recertification Audit date: 31-07-2024

Certification / Recertification cycle start date: 20-08-2024

Subject to the continued satisfactory operation of the organisation's Management System, this certificate expires on: 19-08-2027

Certificate No.: SA003628 Version: 1 Issue date: 20-08-2024



M. Masrom Saif




0008

Signed on behalf of BVCH SAS UK Branch
Certification Body Address: 5th Floor, 66 Prescot Street, London, E1 8HG, United Kingdom
Local Office: Bureau Veritas Company, Al Raja Tower, 6th Floor, King Abdulaziz Road, P.O. Box 20189, Al-Khobar 31952, Kingdom of Saudi Arabia.
Further clarifications regarding the scope and validity of this certificate, and the applicability of the management system requirements, please call: +966 13 8821071
UKAS Certificate Template Multi Site Rev.4.1 1/3 28 Aug 2023



Bureau Veritas Certification



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ISO 14001:2015
Scope of certification

FOOD AND AGRICULTURAL BUSINESS WHICH INCLUDE MANUFACTURING, SALES AND TRADING OF POULTRY AND MEAT PRODUCTS. PRODUCTION AND SALES OF FEED. CONSTRUCTION AND OPERATION OF POULTRY FARMS & HATCHERIES. SALES AND TRADING OF POULTRY EQUIPMENT, VETERINARY MEDICINES, VETERINARY EQUIPMENT. MANAGEMENT & OPERATIONS OF RESTAURANTS.

Original cycle start date: 26-01-2025


Expiry date of previous cycle: NA

Certification / Recertification Audit date: 21-12-2024


Certification / Recertification cycle start date: 26-01-2025

Subject to the continued satisfactory operation of the organisation's Management System, this certificate expires on: 25-01-2028

Certificate No.: SA003797 Version: 1 Issue date: 26-01-2025




M. Masrom Saif



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Local office: BUREAU VERITAS CERTIFICATION HOLDING - DUBAI BRANCH, Al Hudayba Awards Building, Block C, 2nd Floor, Jumeirah Road, 2nd December Interchange, P.O.Box. 9110, Dubai, United Arab Emirates.
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CER CERTIF ALL TPL 002 Rev 4.3 1/3 4 Nov 2024





	MSCI Focus Area	Initiatives
1	Opportunities in Nutrition & Health	We have recently signed a Memorandum of Understanding with Humanativ / Mara. This partnership will enhance our R&D capabilities and open up new opportunities, such as the development of vitamin D-enriched products
2	Carbon Footprint	Tanmiah Food Company Joins Forces with Saudi Green Initiative, Contributing to Saudi Vision of Planting 10 Billion Trees. We have sequestered more than 100,000 tons CO2e by planting 457,000 trees.
3	Environmental Management System	Tanmiah has received the highest ISO accreditation for EMS 14001. EMS will lay the foundation for our environmental data and targets in 2025
4	GRI reporting through ESG Software Integration	2024 Sustainability Report will be published in Q2 2025. We are using automation to align operational data into GRI reporting standard
5	Sustainable Agricultural Practices	Our trials are undergoing and showing promising results for water conservation with Responsive Drip Irrigation & Liquid Natural Clay
6	Product Food Safety	Achieved the highest BRCGS AA+ International Certification in the protein industry in Saudi Arabia
7	IOT & Automation In Value Chain	We have launched Track & Trace System to get visibility for our logistics, and introduced IOT in farming to improve animal welfare and the overall performance efficiency of operations





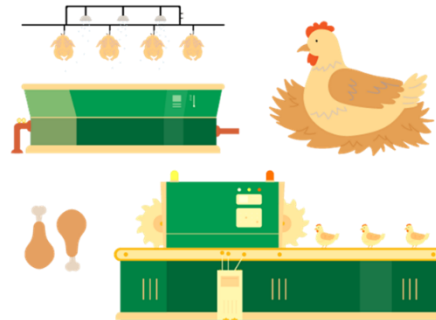
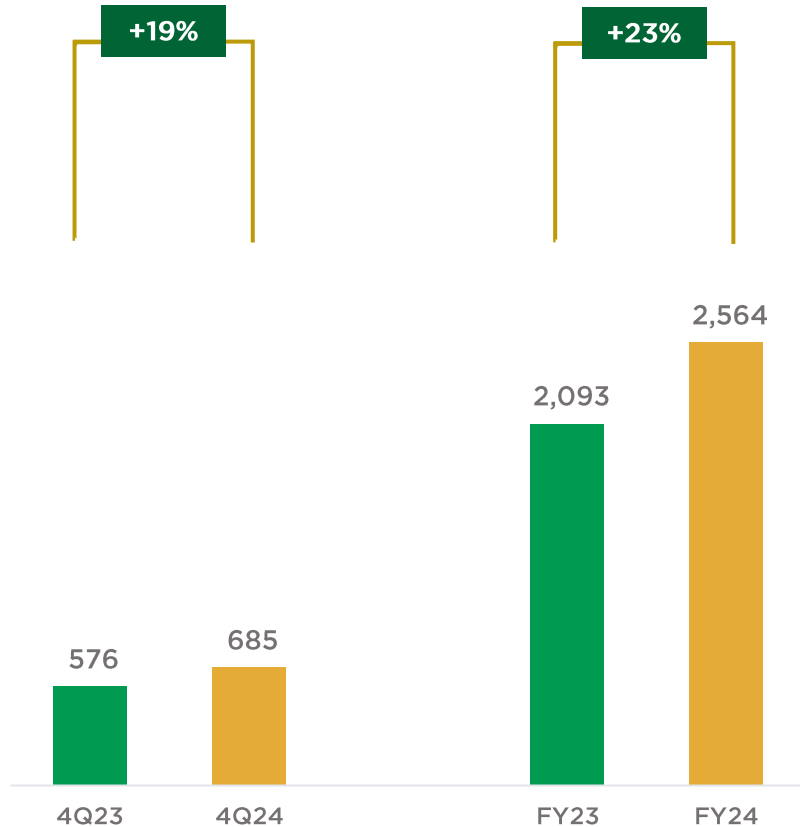
02 | Financial Overview

A stylized illustration of a rural landscape at the bottom of the slide. It features rolling green hills in the foreground and middle ground, with a path leading through them. In the background, there are orange hills, a small farm with a barn and two chickens, and two wind turbines. A small blue bird is perched on a hill in the foreground.

Financial performance – top line

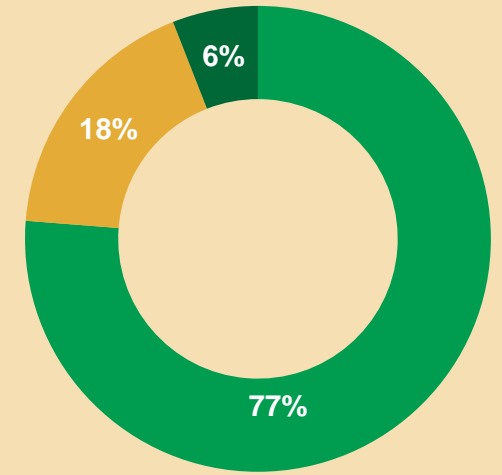
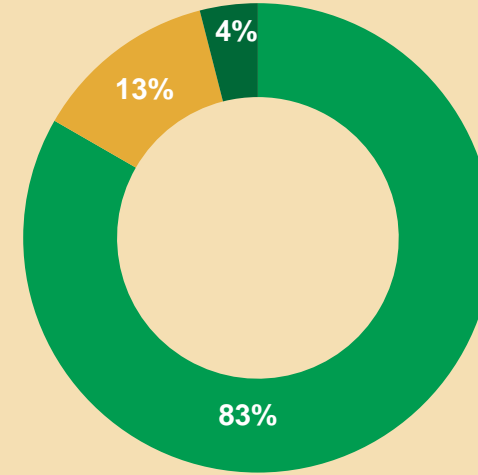
Sustained top-line growth, fuelled by strategic expansion across key business segments

Revenues (SAR mn)



FY23

FY24



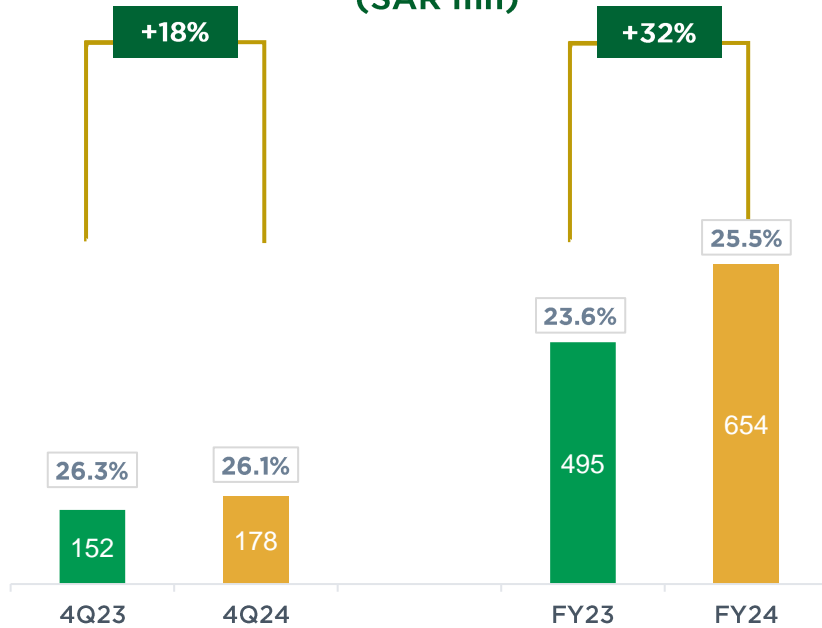
■ Fresh poultry ■ Animal Feed and Vet ■ Franchising

- Fresh poultry revenues increased 14% YoY, as a result of rising popularity of Tanmiah's products in addition to capacity expansion.
- Feed and animal health revenues were up 62% YoY, as demand continues to rise, coupled with better customer and product mix.
- Restaurant operations sustaining their growth, with an increase of 60% YoY, with the opening of 30 new stores in FY24, for a total of 81 Popeyes® outlets in operation. The first store in Kuwait is scheduled for opening in 1Q2025.

Financial performance – profitability

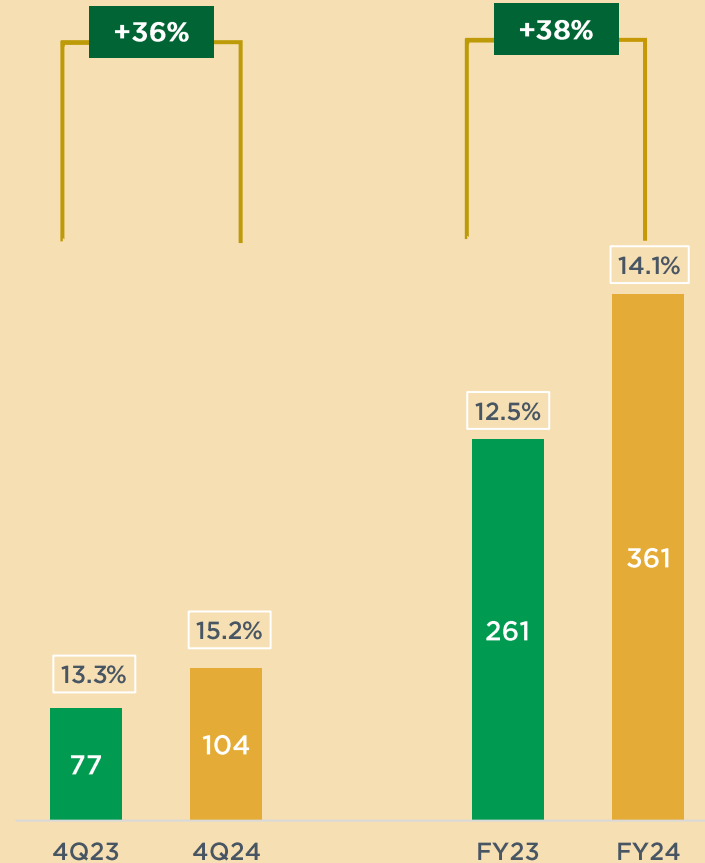
Solid profit expansion with a continued focus on operational excellence

Gross Profit and Gross Profit Margin (SAR mn)

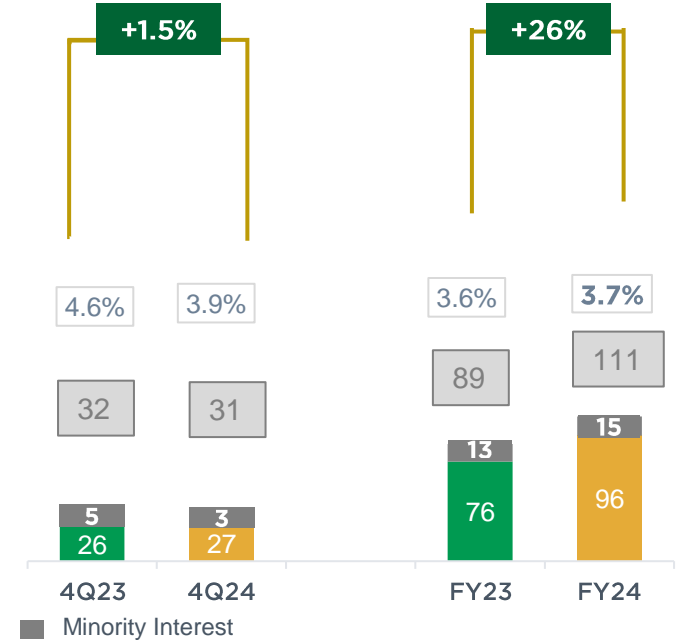


- Gross profit witnessed growth during the period, as a result of:
 - Increased fresh poultry volume with improvements in channel and product mix
 - Growth in Popeyes stores and DHV's feed and hatching egg business
 - Cost improvements and efficiencies across our business segments

EBITDA and EBITDA Margin (SAR mn)



Net Profit and Net Profit Margins (SAR mn)

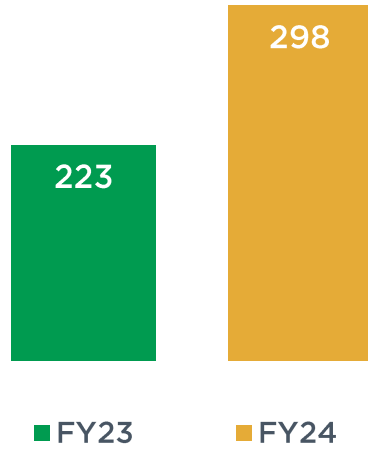


- Net profit attributable to shareholders increased 26% YoY in FY24 to SAR 96 mn
- This was essentially driven by enhanced operational efficiencies leading to higher profit margins
- The net profit margins were impacted by higher financial costs

Focus on strategic expansion agenda

Tanmiah continues to make good progress on its capex program

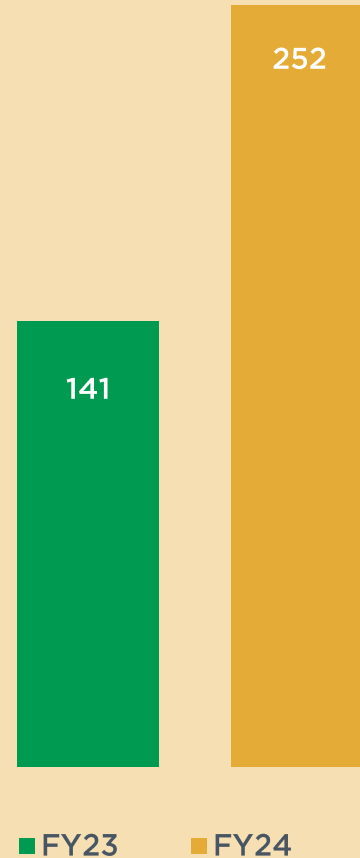
Capex Additions
(SAR mn)



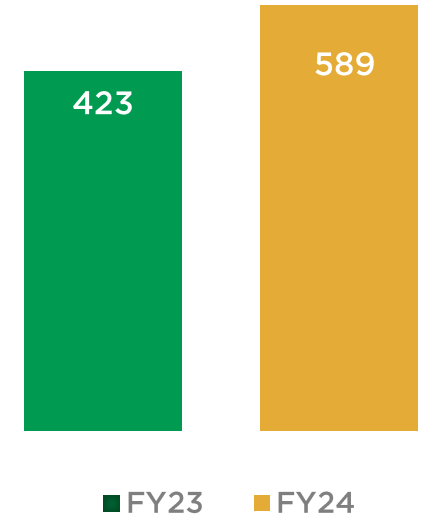
Assets under construction & Capital Commitments

- 40 MT per hour additional feed mill capacity
- processing capacity of 13,500 birds per hour
- Additional hatchery capacity of 140 mn egg setting capacity
- waste management systems covering wastewater at the new processing plant
- 100 broiler houses
- Newly acquired primary processing plant -

Capex Commitments
(SAR mn)



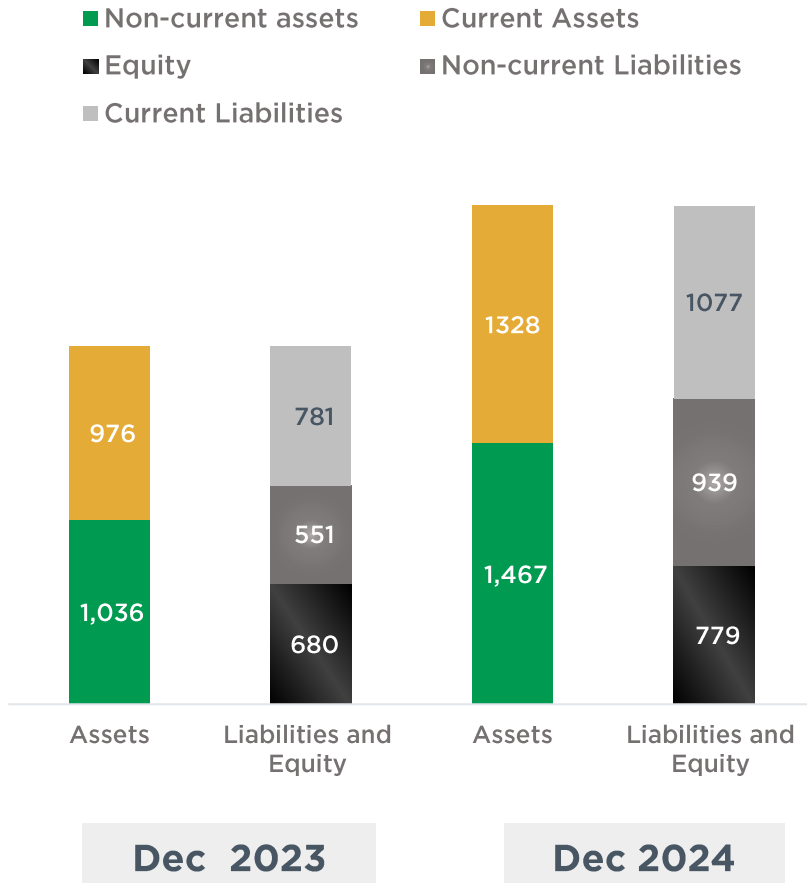
Right to use Assets
(SAR mn)



- Stores under construction and commitments include:
 - Fit-out at various stages, kitchen equipment, and furniture & fixtures
 - 3 stores under construction

Balance sheet KPIs

Balance sheet (SAR mn)



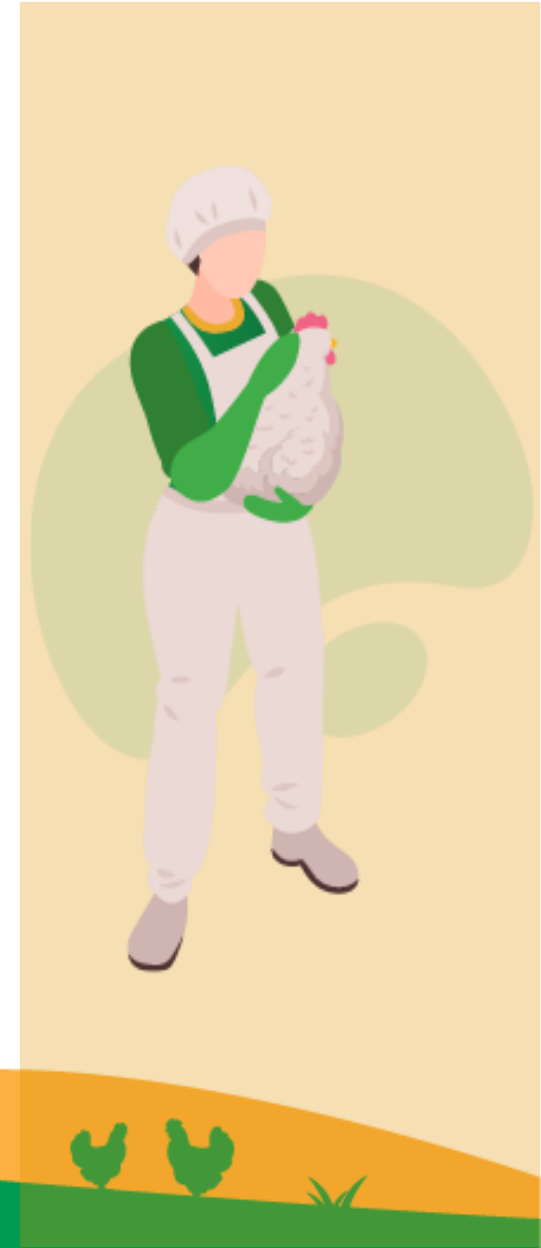
		Dec 2023	Dec 2024	
Profitability	RoIC ^{(1) (2)}	%	9.5%	8.9%
	RoE ⁽¹⁾	%	13.3%	15.2%
Activity	NWC-to-Sales ⁽³⁾	%	17%	19%
	Trade receivables ⁽³⁾	Days of Sales	30	33
	Inventory (including biological assets)	Days of COS	94	91
	Trade payables	Days of COS	51	43
	Current Ratio	x	1.3	1.2
Solvency	D/(D+E)	%	38%	49%
	Net debt - to - EBITDA ⁽⁴⁾	x	2.65	3.41

(1) Return is for controlling interest on LTM basis

(2) Invested capital includes leases

(3) Excluding amounts due from related parties, sales on LTM basis

(4) All calculations are on LTM basis



Fresh poultry segment analysis

Successful execution of strategic growth plans on track, driving improved performance



PPL



Feed mills



Hatcheries



Farms

FY23

FY24

% Change

Sales volume

136 million birds

149.5 million birds

10%

Processing capacity

500,000 bpd

550,000 bpd

10%

Marketing Spend

SAR 22.5 million

SAR 25 million

11%

Distribution routes

342

404

18%

Farms

126

133

6%

Customer Experience



Innovation
Launching of new Products as well upgrading current ones focused on consumer needs growing its distribution to



NEW - Tanmiah - Taste Secrets
New Marinated Tender Breast line
1st in Saudi to launch such a




Retail & FS Execution
Growth of Active Client Base and smarter product mix decisions supporting channel results




Tv/Billboards Campaigns
Campaigns engaging consumers on brand activities and product





03 | Outlook and Key Takeaways

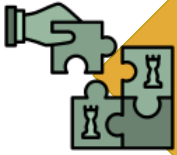


A stylized illustration of a rural landscape at the bottom of the slide. It features rolling green hills in the foreground and middle ground, and orange hills in the background. On the left, there is a small farm with a barn, a tree, and two wind turbines. In the center, two chickens are depicted. On the right, a small green bird is perched on a hill. The overall aesthetic is clean and modern with a focus on green and orange colors.

Key Takeaways



Improved cost management and enhanced operational efficiencies drive profitability, with profit growth of 26% YoY



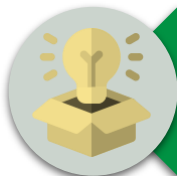
Strategic investments in production capacity and distribution network, to support growth plans



Restaurants operations on solid growth trajectory, with expansion of footprint across the region



ESG remains key priority for Tanmiah, with the publication of 2nd Sustainability Report



New product innovation fuels portfolio expansion, with the launch of Tanmiah Taste Secrets – Saudi Arabia's first of its kind



THANK YOU

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