

Almarai Company (“The Company”) announces its interim condensed consolidated financial results for the period ending on 31-03-2024 (Three Months)

[Reasons for increase / \(decrease\) for the first quarter of 2024 compared with corresponding of the last quarter of the last year.](#)

ELEMENT LIST	CURRENT QUARTER	SIMILAR QUARTER FOR PREVIOUS YEAR	%CHANGE	PREVIOUS QUARTER	%CHANGE
Sales/Revenue	5,458,641	5,066,564	8	4,919,738	11
Gross Profit (Loss)	1,708,461	1,617,851	6	1,396,908	22
Operating Profit (Loss)	868,866	802,543	8	528,895	64
Net Profit (Loss) after Zakat and Tax	692,227	635,057	9	370,719	87
Total Comprehensive Income	508,039	548,811	(7)	294,516	72
Profit (Loss) per Share	0.70	0.65	8	0.37	89

All figures are in (Thousands) Saudi Arabia, Riyals

The reason for the increase (decrease) in the sales/ revenues during the current quarter compared to the same quarter of last year is.

1. Revenues increased by 8% due to strong volume growth, mainly attributed to the positive contribution from the dairy and poultry categories.

The reason for the increase (decrease) in the net profit during the current quarter compared to the same quarter of last year is.

2. The 9% growth in net profit is driven by revenue growth of 8%, disciplined cost control, favorable product mix and stabilized commodity costs.

Contribution of various Business Categories towards the 9% increase in net profit growth is as follows:

- **Dairy & Juice Category:** Net profit increased compared to last year due to improved sales in core GCC markets, advancement of 10 days in Ramadan, especially for dairy categories, and tight cost management.
- **Bakery Category:** Bakery category net profit was higher than last year due to production efficiencies and seasonal adjustments in consumption patterns.
- **Poultry Category:** Poultry category net profit growth versus last year was positive due to continued production optimization, and improved economies of scale.

The reason for the increase (decrease) in the sales/ revenues during the current quarter compared to the previous one is.

3. The increase of 11% in Revenue for the first quarter of 2024 (SAR 5,459 million), as compared to the fourth quarter of 2023 (4,920 SAR million) is due to higher sales of dairy & related products driven by seasonal consumption patterns.

The reason for the increase (decrease) in the net profit (loss) during the current quarter compared to the previous one is.

- The increase of 87% in the Consolidated Profit Attributable to the Company's Shareholders for the first quarter of 2024 (SAR 692 million), as compared to the fourth quarter of 2023 (371 SAR million) is due to higher sales driven by improved product mix and seasonal adjustments in consumption patterns.

5. Other Notes:

Quarterly Results			
ELEMENT LIST	CURRENT QUARTER	SIMILAR QUARTER FOR PREVIOUS YEAR	%CHANGE
Cash Flows			
OCF	1,435,259	909,261	57.8
ICF	(934,660)	(639,786)	46.1
FCF	500,599	269,475	85.5
Margins			
Gross Profit %	31.3	31.9	(60 bps)
Operating Profit %	15.9	15.8	10 bps
Net Profit %	12.7	12.5	20 bps
All figures are in (Thousands) Saudi Arabia, Riyals			

- Auditors' Opinion: (Unmodified Opinion).
- For more information, please see note 2.1 in the condensed consolidated interim financial statements for the three Months period ended 31st March 2024.

8. General Comments:

Almarai is pleased to report strong performance for the first quarter of 2024 with positive revenue growth in all product categories and in all geographies, supported by higher volume growth related to seasonal adjustments in consumption patterns. We expect this positive momentum to continue at the top line, driven by stable macroeconomic momentum and improved tourism in general.

This strong group performance was able to absorb the adverse impact of Egyptian pound devaluation in the current quarter, which was well managed at local operational level.

In addition, dairy and feed commodities continue to remain stable, despite some negative impacts from international shipping lines. Almarai will continue to manage these risks by optimizing its hedging activities and by leveraging its inventory cover, where appropriate.

9. The Condensed Consolidated Interim Financial Statements for the Three Months ended 31st March 2024 will be available through the following link on Almarai Website, and Almarai IR App.

[Financial Reports and Info | Almarai](#)

10. The conference call for analysts and investors will be on 23 April 2024 at 3:00 p.m. KSA time.

The presentation accompanying the conference call will be available on Almarai website within the Investors section under Earning Presentations at:

[Earning Presentations | Almarai](#)