

Almarai Company (“The Company”) announces its consolidated financial results for the year ended on 31-12-2024 (Twelve Months).

Reasons for increase / (decrease) for the fourth 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	5,157,329	4,919,738	5	5,208,921	(1)
Gross Profit (Loss)	1,583,359	1,396,908	13	1,669,897	(5)
Operating Profit (Loss)	591,127	528,895	12	742,414	(20)
Net Profit (Loss) after Zakat and Tax	430,726	370,719	16	570,454	(25)
Total Comprehensive Income	205,110	294,516	(30)	596,592	(66)
Profit (Loss) per Share	0.43	0.37	16	0.58	(26)
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.

Revenues increased by 5% due to broad-based volume growth across most products & countries, in particular, from Food & Fresh Dairy.

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

1. The 16% growth in net profit is driven by a 5% revenue increase, disciplined cost control and favorable product mix.

The contribution of various business categories toward the 16% increase in the consolidated profit attributable to shareholders is as follows:

- **Dairy & Juice Category:** Net profit increase compared to the same quarter of last year is due to improved sales in core GCC markets, mainly in the juice and fresh dairy categories, along with tight cost management.
- **Bakery Category:** Net profit in the bakery category is higher than last year due to continued growth in single-serve baked goods, disciplined cost control and seasonal variations in consumption patterns.
- **Poultry Category:** Net profit growth in the poultry category compared to last year is due to higher revenue, 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.

2. The 1% decrease in revenue for the fourth quarter of 2024 (SAR 5,157 million), compared to the third quarter of 2024 (SAR 5,209 million), is due to variations in seasonal consumption patterns.

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

3. The 25% decrease in the consolidated profit attributable to the Company's shareholders for the fourth quarter of 2024 (SAR 431 million), compared to the third quarter of 2024 (SAR 570 million), is due to product mix change and seasonal variations in consumption patterns.

Reasons of increase / (decrease) for the twelve months period ended 31st December 2024 (the period) compared with corresponding period of the last year

ELEMENT LIST	CURRENT PERIOD	SAME PERIOD FOR PREVIOUS YEAR	% CHANGE
Sales/Revenue	20,979,512	19,575,585	7
Gross Profit (Loss)	6,664,052	6,051,290	10
Operating Profit (Loss)	2,995,361	2,693,888	11
Net Profit (Loss) after Zakat and Tax	2,313,100	2,049,123	13
Total Comprehensive Income	1,902,907	1,799,986	6
Total Share Holders Equity (after Deducting Minority Equity)	18,790,736	17,797,719	6
Profit (Loss) per Share	2.34	2.08	13
All figures are in (Thousands) Saudi Arabia, Riyals.			

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

- The strong performance in all countries and products resulted in a 7% growth for the group, with positive growth achieved in all product categories, countries and channels.

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

- The 13% increase in consolidated profits attributable to the Company's shareholders in the current period compared to last year is due to higher revenue growth, disciplined cost control and favorable product mix.

The contribution of various business categories toward the 13% increase in consolidated profit attributable to shareholders is as follows:

- Dairy & Juice Category:** The category profit is higher than last year due to an improved sales mix across the board, along with the successful launch of innovative products, including the launch of the Ice Cream category, along with tighter cost controls.

- **Bakery Category:** Net profit in the bakery category was higher than last year due to increased revenue growth and production cost efficiencies.
- **Poultry Category:** Net profit in the poultry category compared to last year was positive due to continued production optimization and improved economies of scale.

6. Other Notes:

ELEMENT LIST	Quarterly Results			Period Results		
	CURRENT QUARTER	SAME QUARTER FOR 2023	% CHANGE	CURRENT PERIOD	SAME PERIOD FOR 2023	% CHANGE
Cash Flows				Cash Flows		
OCF	1,315,302	1,737,648	(24)	6,028,482	4,482,626	35
ICF	(1,350,142)	(1,182,413)	(14)	(4,497,900)	(3,303,790)	(36)
FCF	(34,840)	555,235	(106)	1,530,582	1,178,836	30
Margins				Margins		
Gross Profit %	31	28	231 bp	32	31	85 bp
Operating Profit %	11	11	71 bp	14	14	52 bp
Net Profit %	8	8	82 bp	11	10	56 bp
All figures are in (Thousands) Saudi Arabia, Riyals.						

- Auditors' Opinion: (Unmodified Opinion).
- For more information, please see note 2.1 in the consolidated financial statements for the year ended on 31st December 2024.

9. General Comments:

Strong trading performance and stable market conditions have enabled Almarai to post solid revenue growth in all products, countries and channels, amounting to SAR 20.9B. This robust revenue growth has enabled Almarai to deliver its strongest financial performance to date of net profit of SAR 2.3B, paving the way for a strong foundation for years to come.

Almarai rolled out multiple new products during the year and successfully launched innovative products, including the launch of the Ice Cream category. In addition, continued investment in marketing activities, further strengthened Almarai's brand awareness.

The expansion of the products portfolio, sustained investment in consumer communication and continual focus on operational efficiency have enabled Almarai to achieve this progressive growth in net profit.

Going forward, Almarai expects its core business to continue to gain market share in selected product categories and geographies, and to explore additional opportunities to grow inorganically and deploy capital in line with its 5 years investment strategy.

10. The Consolidated Financial Statements for the year ended on 31st December 2024 will be available through the following link on Almarai Website, and Almarai IR App.

[Financial Reports and Info | Almarai](#)

11. The conference call for analysts and investors will be on 21st January 2025 at 3:00 p.m. KSA time.
The presentation accompanying the conference call will be available on the Almarai website within the Investors section under Earning Presentations at:

[Earning Presentations | Almarai](#)