



ALAMAR FOODS EARNINGS RELEASE

FOURTH QUARTER 2024



FOURTH QUARTER 2024 FINANCIAL HIGHLIGHTS



4Q 2024 Financial Highlights

Alamar Delivers Strong Operational Performance in Q4 2024, With Net Income Soaring 4x YoY to SAR 20.7 Million - Highest in 2 Years



Revenue grew 2% YoY to SAR 229.2 million. At constant FX, revenue grew 5% YoY.



Gross profit grew 10% YoY to SAR 71.9 million with 31.4% margin, up 2.5pp YoY



Adjusted EBITDA¹ grew 23% YoY to SAR 29.3 million with 12.8% margin, up 2.2pp YoY



Net profit surged 4x YoY to SAR 20.7 million with 9.0% margin, up 6.8pp YoY



Adj. net profit² increased 3.4x YoY to SAR 21.4 million with 9.3% margin, up 6.5pp YoY



Net cash position amounted to SAR 93.1 million as of 31 December 2024

Riyadh, 25 March 2025 - Alamar Foods reported a strong set of 4Q 2024 financials, which showed the positive results of the management's initiatives to improve efficiency, along with a gradual easing of the regional geopolitical situation. In 4Q 2024, the company's revenue amounted to SAR 229.2 million, up 1.6% YoY. When adjusted for FX changes, revenue increased by 5.1% YoY.

Gross profit margin increased by 2.5pp YoY to 31.4% in 4Q 2024. Adjusted EBITDA margin continued to recover, having reached 12.8%, the highest quarterly level since 3Q 2023. The net profit surged 4x YoY to SAR 20.7 million. The adjusted net profit grew 3.4x YoY to SAR 21.4 million in 4Q 2024.

¹ Adj. EBITDA is calculated on pre-IFRS 16 basis adjusted for employees share plan compensation expense and non-recurring items (if any)

² Adj. net profit is calculated as reported net profit adjusted for employees share plan compensation expense and non-recurring items (if any)



CEO QUOTE

The momentum we built in 2024, combined with our disciplined execution, positions us for sustained growth and long-term value creation.

Filippo Sgattoni
CEO of Alamar Foods



Filippo Sgattoni, CEO of Alamar Foods, commented on the 4Q 2024 performance, medium-term outlook and inorganic growth options:

In 2024, we navigated challenges and turned them into opportunities to strengthen our business and gear it up for long-term sustainable development. Despite the headwinds faced, much like we did during the COVID-19 pandemic, we remained resilient and committed to making Alamar stronger, positioning us for success in the coming years. We delivered on our promise to implement 360-degree innovation across all areas of our business.

As we committed to our shareholders and investors community after Q1 2024, we focused on addressing the current performance gaps, ensuring we were ready for both organic and inorganic growth. We have worked tirelessly despite the geopolitical challenges, and we are proud to share the results of our efforts. With the easing of the geopolitical situation, we have seen tangible improvements that are shaping a stronger, more competitive Alamar.

In digital, we improved our apps for both brands (Domino's and Dunkin') across the region to create a more seamless customer experience and launched the first phase of our AI-driven WhatsApp chatbot in KSA, enhancing service efficiency and engagement. In development, we renewed the Dunkin' Egypt franchise for 10 years, securing our long-term presence in a key market. Furthermore, with the easing of geopolitical tensions, we resumed the rollout of new stores in 4Q 2024. In product innovation, we finalized products like the Crunchy Fold Pizza and our Dates Pizza, a locally inspired creation that was launched in early 2025 and reflects our commitment to meeting consumer preferences and tastes in meaningful ways, while deepening our engagement with local communities.

We also made Alamar more efficient and agile by investing in human capital, enhancing delivery operations, sharpening our focus on operational excellence, and streamlining costs. These initiatives have strengthened our ability to scale and integrate future growth, both organic and inorganic. We continue to actively explore strategic opportunities and look forward to communicating updates in the near future.

We remain confident in our mid-term guidance, which remains unchanged. The momentum we built in 2024, combined with our disciplined execution, positions us for sustained growth and long-term value creation.



FOURTH QUARTER 2024 FINANCIAL RESULTS



Income Statement Summary

SAR mn	4Q 2023	4Q 2024	YoY % Change	FY 2023	FY 2024	YoY % Change
Revenues	225.7	229.2	+1.6%	991.7	891.6	-10.1%
Cost of revenues	(160.5)	(157.3)	-2.0%	(698.7)	(633.6)	-9.3%
Gross profit	65.1	71.9	+10.4%	293.0	258.0	-12.0%
Operating profit (EBIT)	13.2	22.9	+74.1%	81.8	51.6	-36.9%
Adj. EBITDA ³	23.8	29.3	+23.0%	125.3	95.0	-24.1%
Net profit	5.1	20.7	+305.0%	56.6	35.0	-38.1%
Adj. net profit ⁴	6.3	21.4	+240.3%	64.4	44.7	-30.6%

229.2 Mn ₪

▲ Revenue
+1.6% YoY

29.3 Mn ₪

▲ Adj. EBITDA
+23.0% YoY

20.7 Mn ₪

▲ Net Profit
+305.0% YoY

Margins Summary

SAR mn	4Q 2023	4Q 2024	YoY % Change	FY 2023	FY 2024	YoY % Change
Gross Profit Margin	28.9%	31.4%	+2.5 ppt	29.5%	28.9%	-0.6 ppt
EBIT Margin	5.8%	10.0%	+4.2 ppt	8.2%	5.8%	-2.5 ppt
Adj. EBITDA Margin	10.6%	12.8%	+2.2 ppt	12.6%	10.7%	-2.0 ppt
Net Profit Margin	2.3%	9.0%	+6.8 ppt	5.7%	3.9%	-1.8 ppt
Adj. Net Profit Margin	2.8%	9.3%	+6.5 ppt	6.5%	5.0%	-1.5 ppt

³ Adj. EBITDA is calculated on pre-IFRS 16 basis adjusted for employees share plan compensation expense and non-recurring items (if any)

⁴ Adj. net profit is calculated as reported net profit adjusted for employees share plan compensation expense and non-recurring items (if any)



Revenue Mix by Brand

SAR mn	4Q 2023	4Q 2024	YoY % Change	FY 2023	FY 2024	YoY % Change
Domino's	211.0	213.0	+1.0%	910.8	832.5	-8.6%
Dunkin'	11.5	11.9	+3.4%	64.7	44.0	-32.1%
Other	3.2	4.3	+36.2%	16.2	15.1	-6.8%
Total revenue	225.7	229.2	+1.6%	991.7	891.6	-10.1%

Revenue Mix by Geography⁵

SAR mn	4Q 2023	4Q 2024	YoY % Change	FY 2023	FY 2024	YoY % Change
KSA	155.1	154.4	-0.4%	663.5	608.4	-8.3%
Other GCC & Levant	47.8	51.9	+8.5%	212.4	193.5	-8.9%
North Africa	22.8	22.9	+0.6%	115.8	89.6	-22.6%
Total Revenue	225.7	229.2	+1.6%	991.7	891.6	-10.1%

4Q 2024 Revenue Growth on Constant FX Basis and Reported Basis

	YoY % Change (constant FX)	YoY % Change (as reported)		YoY % Change (constant FX)	YoY % Change (as reported)
KSA	-0.4%	-0.4%	Domino's	+1.9%	+1.0%
Other GCC & Levant	+8.5%	+8.5%	Dunkin'	+54.0%	+3.4%
North Africa	+35.2%	+0.6%	Other	+36.2%	+36.2%
Total Revenue	+5.1%	+1.6%	Total revenue	+5.1%	+1.6%

⁵ Geographical revenue breakdown has been restated to reflect a consistent revenue allocation methodology across various geographies



Revenue Performance

At constant exchange rates, revenue grew by 5.1% YoY in 4Q 2024, supported by the company's targeted marketing initiatives, enhancements to customer experience and the easing of geopolitical tensions in the region. On a reported basis, revenue grew 1.6% YoY to SAR 229.2 million in 4Q 2024, impacted by the currency devaluation in Egypt.

Year-on-year sales growth accelerated in the second half of Q4 2024, when the prior year comparison fully captured the impact of geopolitical tensions.

The recovery was most notable in North Africa that showed 35.2% revenue growth YoY at constant FX in 4Q 2024. Reported revenue grew 0.6% YoY due to the currency devaluation in Egypt.

GCC countries and Levant recorded an 8.5% YoY revenue increase, supported by resumed marketing activities following the easing of geopolitical tensions.

Saudi Arabia delivered a stable performance in 4Q 2024, with a marginal revenue decline of 0.4% YoY. The softer performance reflects a higher comparison base, as the impact of the geopolitical situation emerged later in 4Q 2023. However, momentum improved throughout 4Q 2024, with December revenue up 8.1% YoY. Product mix initiatives allowed us to increase the average transaction price YoY in 4Q.

Domino's reported revenues increased by 1.0% YoY and 1.9% YoY at constant FX. Dunkin' revenues grew by 54.0% YoY in 4Q 2024 at constant FX, while in actual currencies the growth was 3.4% YoY due to the currency devaluation in Egypt.

After a slowdown earlier in the year, the company resumed the rollout of new restaurants in the second half of 2024, with a notable acceleration in 4Q 2024 following the easing of the geopolitical situation. The Group opened nine corporate Domino's restaurants and two corporate Dunkin' restaurants on a net basis during the quarter, bringing its corporate store count to 537 restaurants by year-end.

Cost and Profitability Trends

In 4Q 2024, the adjusted EBITDA margin reached 12.8%, the highest level over the past five quarters, after 12.7% in 3Q 2024, 11.9% in 2Q 2024, 4.9% in 1Q 2024, and 10.6% in 4Q 2023. The YoY improvement was driven by procurement improvements, favorable commodity trends, headcount optimization, and disciplined cost control. At the same time, advertising expenses increased, reflecting strategic investment in marketing to drive sustainable sales growth, while commissions to aggregators rose as their share of the sales mix grew to 33% in 2024, up from 28% in 2023.

As a result, net profit in 4Q 2024 reached its highest level in two years, surging fourfold YoY and rising 8% QoQ to SAR 20.7 million. Adjusted for the employee stock option plan and non-recurring items, net profit grew 3.4x YoY and 44% QoQ to SAR 21.4 million



CAPEX AND CASH FLOW



CAPEX and Cash Flow

Operating cash flow ⁶ declined by 30.7% YoY to SAR 29.0 million, affected by working capital movements. Capital spending fell by 24.0% YoY to SAR 9.0 million in 4Q 2024 and accounted for 3.9% of 4Q 2024 revenue, compared to 5.3% a year ago and a mid-term guidance range of 5.0-6.0%. Consequently, free cash flow ⁶ reached SAR 20.0 million in 4Q 2024 vs. SAR 29.9 million in 4Q 2023. The Company's net cash position amounted to SAR 93.1 million as of the end of 4Q 2024.



⁶ In the FY 2024 audited financial statements, interest expense on loans and borrowings and finance income on deposits were reclassified from cash flows from operating activities to cash flows from financing activities. However, to ensure consistency with prior disclosures, we present both items in cash flows from operating activities in this document.



Additional Information

The company will be hosting the 4Q 2024 earnings call on the 27th of March 2025 at 3pm KSA time to present its financial results to analysts and investors. Participants can register for the call through the link provided on the company website or by reaching out to our IR department at the email provided below.

investor.relations@alamar.com

The 4Q 2024 financial statements, earnings release, earnings presentation and financial data supplement will be made available on the website of Alamar Foods at:

www.alamar.com/investor-relations



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