

OVERVIEW

Financial Highlights

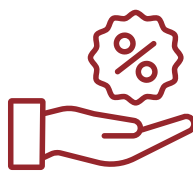
Our success is underpinned by the commitment of the Baladna family to produce products with exceptional quality.



REVENUE

(QR million)

Revenue generation continues as Baladna maintains solid market share positions, realising a growth of 68% year-on-year.



EBITDA

(QR million)

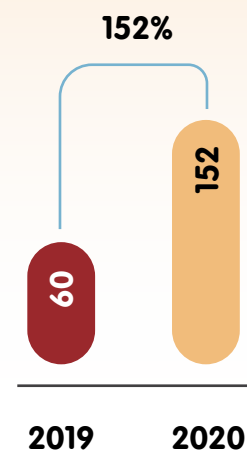
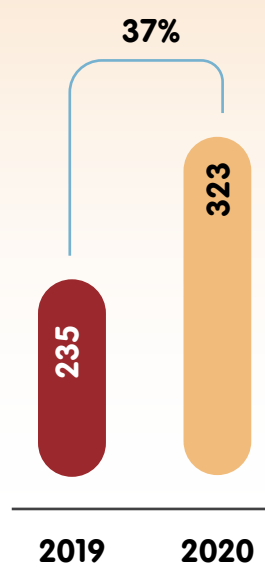
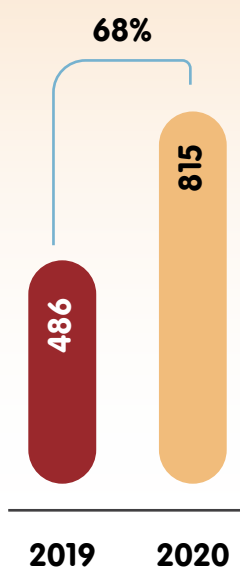
Strong EBITDA margin growth of 37% year-on-year a result of Baladna's efficient operations despite having the extraordinary cost of current circumstances.



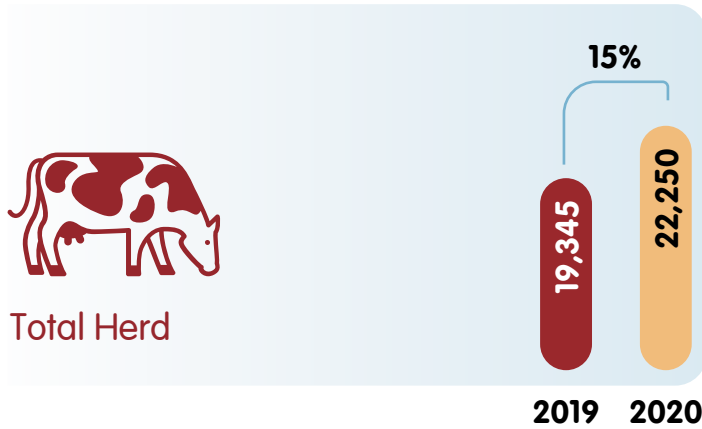
NET PROFIT

(QR million)

Continuous net profits reflecting Baladna's resilience during COVID-19, achieved 152% year-on-year-growth.



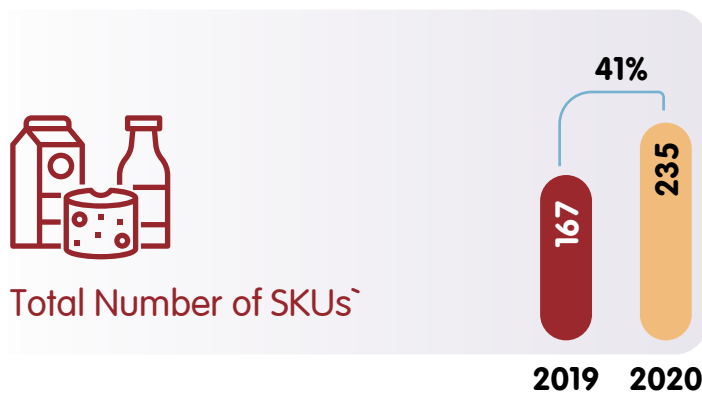
Operating Highlights



Optimising total herd size for existing operations and production levels



Herd management efficiencies have improved average daily milk yield and costs per liter



- Portfolio efficiency provides platform for profitable growth
- The rationalization program continues to review the product portfolio to maximise returns



- Focused on enhancing quality of existing client relationships and attracting new customers
- More focus on HORECA customers going forward



Our Journey to the IPO

16 March 2014

Established Sheep & Goat Farm

5 June 2017

Blockade started

July 2017

First shipment arrived



January 2017
Cow Project Design

Mid June 2017
Project announced on Bloomberg
Baladna plans to airlift 4,000 milking cows



11 July 2017
First cow milked

December 2017
Phase 1
Completion
Housed 4,000 milking
cows with rotary milking
parlor

11 December 2019
Publicly
listed on Qatar
Stock Exchange



October 2017
Completed airlift
4,000 milking cows arrived at
Baladna farm

February 2018
Further expansion
(Dairy, Juice & plastic factories)