

OVERVIEW

Financial Highlights

Baladna built on a year of resilience and recovery to deliver a robust financial performance in 2021.

REVENUE (QR million)



Despite significant decline in total dairy market, Baladna achieved 2% year-on-year growth

2020

759

2021

773

+2%



EBITDA (QR million)



Strong EBITDA margin for 2021 during extremely challenging operating environment

2020

297

2021

297

+0.2%



NET PROFIT (QR million)



Foresight and strategic initiatives contributed to achieve QR 134 million net profit during difficult market condition

2020

141

2021

134

(-5%)



Year 2020 refers to 12 months period ended 31 December 2020

Operating Highlights

Total Herd



- Optimizing total Herd size for long term production and profitability potential

2020

22,250

2021

23,581

6%



Milk Yield per Cow per Day



- High yield of milk under adverse weather conditions

2020

36.7

2021

36.6

-0.3%



Total Number of SKUs[~]



- Focusing on introducing innovative and value-added products
- Offering single point of contact for greater range of goods

2020

235

2021

268

14%



No of Sales Routes



- More contact points across Qatar around the clock and everyday of the year

2020

121

2021

135

12%

