



## Domty 4Q2019 net profit rose 79% year on year

### — Highlights of 4Q19 —

**Revenues**  
EGP 646.9 mn

**Gross Profit**  
EGP 173.8mn

**Gross Profit Margin**  
26.87%

**Operating Profit**  
EGP 61.7 mn

**Net Income**  
EGP 39.1 mn

**Net Income Margin**  
6.05%

### HIGHLIGHTS OF THE CONSOLIDATED INCOME STATEMENT:

(Numbers in EGP million):

Description	4Q2019	3Q2019	2Q2019	1Q2019	4Q2018
Net Sales	646.9	720.2	646.8	654.8	613.4
Gross profit	173.8	191	158.4	160.9	150.6
Gross Profit Margin	26.87%	26.53%	24.49%	24.58%	24.55%
EBIT	61.7	88.1	66.7	58.4	56.3
EBIT Margin	9.53%	12.23%	10.31%	8.92%	9.17%
Net Profit Before Tax	52.6	68.5	50.9	39.7	30.8
Profit Margin Before Tax	8.14%	9.51%	7.87%	6.06%	5.02%
Net Profit	39.1	50.7	37.5	28.8	21.8
Net Profit Margin	6.05%	7.04%	5.80%	4.41%	3.55%
EBITDA	77.2	100.5	82.5	73.9	71.3
EBITDA Margin	11.94%	13.95%	12.75%	11.28%	11.63%



**Cairo, 18 March 2020**

Arabian Food Industries Company Domty S.A.E. (DOMT.CA on the Egyptian Exchange), Egypt's largest cheese manufacturer by market share, announced today its consolidated results for 4Q2018.

Domty achieved a net profit of EGP 39.1 million in 4Q2019, after achieving sales of EGP 646.9 million, The net income for the year 2019 reached EGP 156.2 million compared to a net income of EGP 154.6 million for the year 2018.

**Commenting on the 4rd quarter's performance, Domty CEO for Commercial affairs Mr. Ahmed Elkattan said:** "The results of the fourth quarter came with a high growth in net profit, in line with the company's goals towards increasing the net profit margin.

We are happy with the results of 4Q2019, as the company was able to achieve a growth rate of 79% year on year, which reflects the strength of the company in implementing one of its most important goals, which is improving the net profit margin.

Domty also managed to increase the sales of the bakery sector by 80% compared to 3Q2019 as a result of installing and operating the second production line

On the other hand, the company continues to launch new products in tetrapak cheese segment in the Egyptian market, where we already launched new yellow feta cheese.

We are also continuing to implement the plan to develop the fresh cheese, mozzarella and creamy cheese categories, as we were able to fully utilize the current production capacities in both mozzarella and creamy cheese categories.

As for the juice category, we now hold the third place in terms of market share in Cairo, as a result of the juice sector sales & distribution restructure and enhancement.

He added that the year 2020 will witness new launches for the company, as we prepare to receive the third bakery line, which is expected to start production in the second quarter of this year, in addition to adding a new line of creamy cheese and another line of mozzarella plus further developing the new yellow cheese family via adding new variance/SKUs to this family.



- Sales Revenue breakdown for 4Q2019:

Segment	Revenue (EGP mn)	Gross Margin By Segment
Cheese	450.6	26.21%
Juice	55	16.73%
Bakery	141.3	34.12%
<b>Total Revenues</b>	<b>646.9</b>	<b>26.87%</b>

- Consolidated Income Statement

(EGP mn)	FY2019	FY2018
<b>Net Sales</b>	<b>2668.6</b>	<b>2589.9</b>
Cost of Sales	-1984.5	-1962.1
<b>Gross Profit</b>	<b>684.1</b>	<b>627.8</b>
<i>Gross Profit Margin</i>	<i>25.63%</i>	<i>24.24%</i>
Sales & Marketing Expenses	-388.7	-307
General & Administrative Expenses	- 44	-41.7
<b>Total SG&amp;A</b>	<b>-432.7</b>	<b>-348.7</b>
Other Income (Expenses)	23.5	22.5
Provisions (including reversals)	-0.017	1.2
<b>Operating Profits</b>	<b>274.8</b>	<b>302.8</b>
<i>Operating Profit Margin</i>	<i>10.29%</i>	<i>11.69%</i>
Net Interest Expense	-63.09	-100.4
Health insurance contribution	-6.9	-3.6
<b>Net Profit Before Tax</b>	<b>204.8</b>	<b>198.8</b>
Income Tax	-48.6	-44.2
<b>Net Profit</b>	<b>156.2</b>	<b>154.6</b>
<i>Net Profit Margin</i>	<i>5.85%</i>	<i>5.97%</i>

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About Arabian Food Industries Company Domty S.A.E.

Domty, founded in 1988 and headquartered in Egypt, is a leader in the growing Egyptian cheese and juice market. The Company manufactures markets and distributes a range of branded white and processed cheeses and juice products, with a family of nearly 200 SKUs under a brand portfolio including Domty, Damo, Gebnety and Bravo. Domty is a household name and the number-one cheese producer in the nation by market share. The Company sells to tens of thousands of retail and business customers as well as to more than 46 export destinations. Learn more about Domty by visiting [Domty.org](http://Domty.org)



ARABIAN FOOD INDUSTRIES COMPANY DOMTY S.A.E

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