

Business Model

Inputs

Strengths and Competitive Advantages of the Company

Leading Local Market Position



Solid Base of Logistics and Production Facilities



Risk Management Capabilities



Product Diversification and Geographical Spread



Commitment to Provide Quality Products



Experience and Highly Efficient Team



Outputs

An Added Value To All Relevant Authorities & Stakeholders

- Reaching around 30%* in the local flour market as a market share.
- Achieving attractive profit margins and sustainable growth that exceeds the average market rates and targets.
- Maintaining current leadership in the feed sector and expanding the bran production in alignment with the growth in flour milling volumes.
- Cash sales, which are immediately collected, account for 90% of the Company's Flour product sales.
- Owning the first-of-its-kind Durrum mill for producing semolina with a production capacity capable of meeting local market demand with the possibility of exporting to regional markets.
- Fixed asset base with a book value of more than half a billion Saudi riyals, backed by the latest modern technologies for flour and feed production.
- Ongoing follow-up on increasing the production capacity and constantly expanding and renewing facilities to achieve the best possible returns and to meet the increasing market demands.
- Leveraging cutting-edge systems and technologies across all production processes to guarantee the highest quality.
- Building strategic, high-value partnerships with both the public and private sectors.
- A specialized team handles all potential risks at all levels.
- Raw materials supply agreements with the Company's suppliers, which contribute to mitigating and managing any risks associated with the fluctuations in the international market prices.
- Comprehensive review and assessment to mitigate risks and align with regulatory development in Saudi Arabia.
- A specialized team to manage the supply of raw materials and other purchases to ensure optimal business sustainability.

- A diverse product portfolio with more than 50 main products of food and feed products.
- Four plants located in strategic geographical areas: Makkah Region (Jeddah Governorate), Al-Qassim Region (Buraidah City), Tabuk Region (Tabuk City) and the Eastern Region (Al-Hasa Governorate).
- Sale and distribution warehouses belong to the Company or its distributors spreading all over the Kingdom.
- Close and strong relationships with all raw material suppliers, including the General Food Security Authority (GFSA).
- Professional constant monitoring and rigorous testing of raw materials and final products.
- High responsiveness and flexibility to address local market changes and global market trends aiming to meet the evolving customer needs.
- High capacity for expansion and penetration into new geographical areas by offering high-demanded products with superior quality.
- Obtaining a number of accreditations and certificates recognizing the quality of the company's products and enhancing its position as a reliable and important partner for many major clients.
- Independent Board members with the highest level of experience, working for a number of prominent local and international companies in the same field and sector.
- A highly skillful executive team with wide experience in the milling and food sector of more than 200 years of related accumulated experience.
- The Company is supported by a comprehensive governance structure and strong internal control procedures and policies.
- Motivating work environment that managed to gain the highest levels of loyalty and satisfaction backed by premium job incentives and initiatives.

Shareholders and Investors

The Company is committed to protecting its shareholder rights, ensuring fairness and transparency in the provision of information, and striving for sustainable returns through dividend distributions. First Milling Company has distributed SAR 2.84 per share for 2024G. The Company also adheres to financial disclosure regulations, according to the statutory regulations. First Milling Company's Investor Relations (IR) Department comprises a qualified team dedicated to efficiently addressing shareholder inquiries.

Customers

The Company adopts a client-oriented principle to ensure that customer needs are met with the ultimate quality. The process of customer registration and the provision of subsidized flour are overseen by the General Authority for Food Security (GFSA), based on a comprehensive assessment of their production capacity.

Employees

First Milling Company actively develops its human resources and national cadres to keep pace with technological advancements. It was recognized as a "Great Place To Work" in 2024G and has implemented the Employees Stock Incentive Plan and a program to attract and retain top talents.

Communities

The Company's development of sustainability programs with more than 20 initiatives, and the Corporate social responsibility, such as the "Saudi Bakery" program, which trains young individuals in the field of baking, as well as participation in cooperative training programs and job fairs. Additionally, First Milling Company has obtained "Mowaamah" certification, affirming its status as an inclusive workplace for individuals with special needs.

Regulatory and Government Authorities

The Company is fully committed to disclosure and cooperate with regulatory authorities such as the Capital Market Authority (CMA), the Zakat, Tax, and Customs Authority (ZATCA), and the Civil Defense. It aligns with the national food security strategy and the Saudi Vision 2030. Furthermore, First Milling Company supports workforce Saudization efforts in collaboration with the Ministry of Human Resources and Social Development (HRSD).

Partners

Providing sustainable value to all partners by delivering high-level experiences and ensuring that they receive the best quality products, while enabling the possibility of customization and forming the product mix according to the required specifications.