

Almarai[®] Company

Infant Formula and Clinical Nutrition

Presented by

Feras Hammoudeh
Head of Medical, Infant Nutrition – Almarai[®] Company

29th May2024

The image shows the exterior of a modern, multi-story building with a white facade and large glass windows. The Almarai logo, featuring a green palm tree icon and the text 'المراعي Almarai', is prominently displayed on the building's facade. In the foreground, a tall, light-colored signpost also displays the Almarai logo. A palm tree and some landscaping are visible near the building's entrance. A blue semi-transparent box on the right side of the image contains an agenda for a presentation.

المراعي
Almarai

Agenda

- ❖ Almarai® at a glance
- ❖ Infant Formula and Clinical Nutrition Story
 - Quality & Food Safety
 - Manufacturing and Developing Capabilities
 - Product Range & Markets

Almarai[®] Company

The Largest F&B Company in the Region



1977

Almarai Company is founded in Saudi Arabia by HH Prince Sultan bin Mohammed bin Saud Al Kabeer

177,000
COWS

+1.2 billion liters
Annual milk production

3.5 billion kilograms of products produced annually across dairy, juice, bakery, poultry, infant nutrition.



39,000
Quality Tests Daily

+10,000
Fleet Vehicles

82 Depots in 7 countries across GCC



220,000
Retail Point of Sale

119
Main Distribution Centers

+42M
Daily Consumers



38,000
Foodservice Clients

+46,000
Employees across our global operations



Almarai 's Geographical Footprint

Almarai[®] Company

The Most Chosen FMCG Brand In The Region



Highest Factory Rating

Brand Finance[®]

The Most Meaningful Brand
in Saudi Arabia 2023

KANTAR

Fourth largest brand in
Saudi Arabia and UAE

Forbes

Top 10 Most Innovative
Companies in KSA

Almarai's Revenue
Ranks #13th
Among Global Companies



Dairy & Poultry Animal
Care International
certificate



World's 1st Pandemic
Prepared Certification
- AIB International, 2020



ISO 9001 Quality
Certification



All manufacturing facilities
have GFSI recognized
certification



Saudi Quality
Sign



Strategic Partner of
Saudi Made



وزارة البيئة والمياه والزراعة
Ministry of Environment Water & Agriculture

GHG Emission Reduction
Best Practices Award in
Saudi Arabia 2023



Saudi Good Agricultural
Practices Sign



Food Safety and Quality Policy Statement

Almarai® is committed to excellence in food safety and quality.

To enhance our competitive advantage for a sustainable future, we nurture a culture of quality to apply the highest standards that fulfill statutory, regulatory, and customer requirements to provide safe and superior food and beverage products that enrich our consumers' lives every day.



Abdullah Albader
Chief Executive Officer

بيان سياسة سلامة وجودة الأغذية

تلتزم المراعي® بالتفوق في سلامة وجودة الأغذية.

لتعزيز ميزة الشركة التنافسية لمستقبل مستدام، نحن نرسخ ثقافة الجودة لتطبيق أعلى المعايير القانونية و التنظيمية، وتقديم منتجات آمنة تلبى احتياجات مستهلكيها.



عبد الله البدر
الرئيس التنفيذي



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Infant Formula & Clinical Nutrition

Competitive Advantage



- Utilizing  technical and knowledge transfer to build Almarai manufacturing facility 2011-2013
- Trusted, Saudi-made formulations by HCP, patients and community
- The only end to end manufacturer of Infant formula & Clinical Nutrition products in the region
- A state of art facility ensuring supply security in a strategic sector in the region
- Almarai works with global leaders, experts and scientists to develop scientifically advanced and trusted formulations

Infant Formula & Clinical Nutrition

Key Facts & Figures



Investment
value

SAR 1 billion

Annual powder
capacity

20,000 MT

Annual liquid capacity

**45 million
bottles**

First batch of
production

2011

Daily Quality
tests

1,145⁺

Accreditations

**ISO 9001:2015
FSSC 22000 v.5.1**

Infant Formula & Clinical Nutrition Innovation Journey



Commissioning of a state of the art manufacturing facility



Locally manufactured Almarai Enfamil



Almarai launches Nuralac brand and Specialty range



Launch of Nurababy infant cereals



Launch of SureGrow children supplement



TPM Ready To Drink Nature One Dairy



TPM Nahdi Private Label



Infalac for Iraq



2021 SFDA Upgraded Formula

2011

2013

2015

2017

2019

2023

2012

2014

2016

2018

2021

2022



Almarai Enfamil launched in KSA



Almarai acquires Mead Johnson share
• Two years technical support by MJN



Almarai exclusive brands for TPM



New Brand Image Advanced Nutrition



New Era in Infant Nutrition liquid format



New Clinical Nutrition Range for Adults



New Clinical Nutrition Range for children



Clinical Nutrition Upgrade

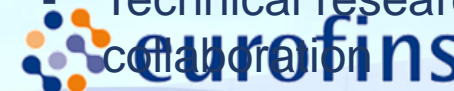
Infant Formula & Clinical Nutrition

Key Partners



FOR BETTER FOOD & HEALTH

- Optimization projects
- Scientific Research collaboration
- Technical research collaboration



- Ingredients qualification support
- Contaminants testing
- Analytical support



- Analytical support
- Interlaboratory collaboration

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Site Map

Infant Nutrition

- Reception 
- Parking 
- Assembly Points 

Call the internal emergency number in case of



Fire



Accident

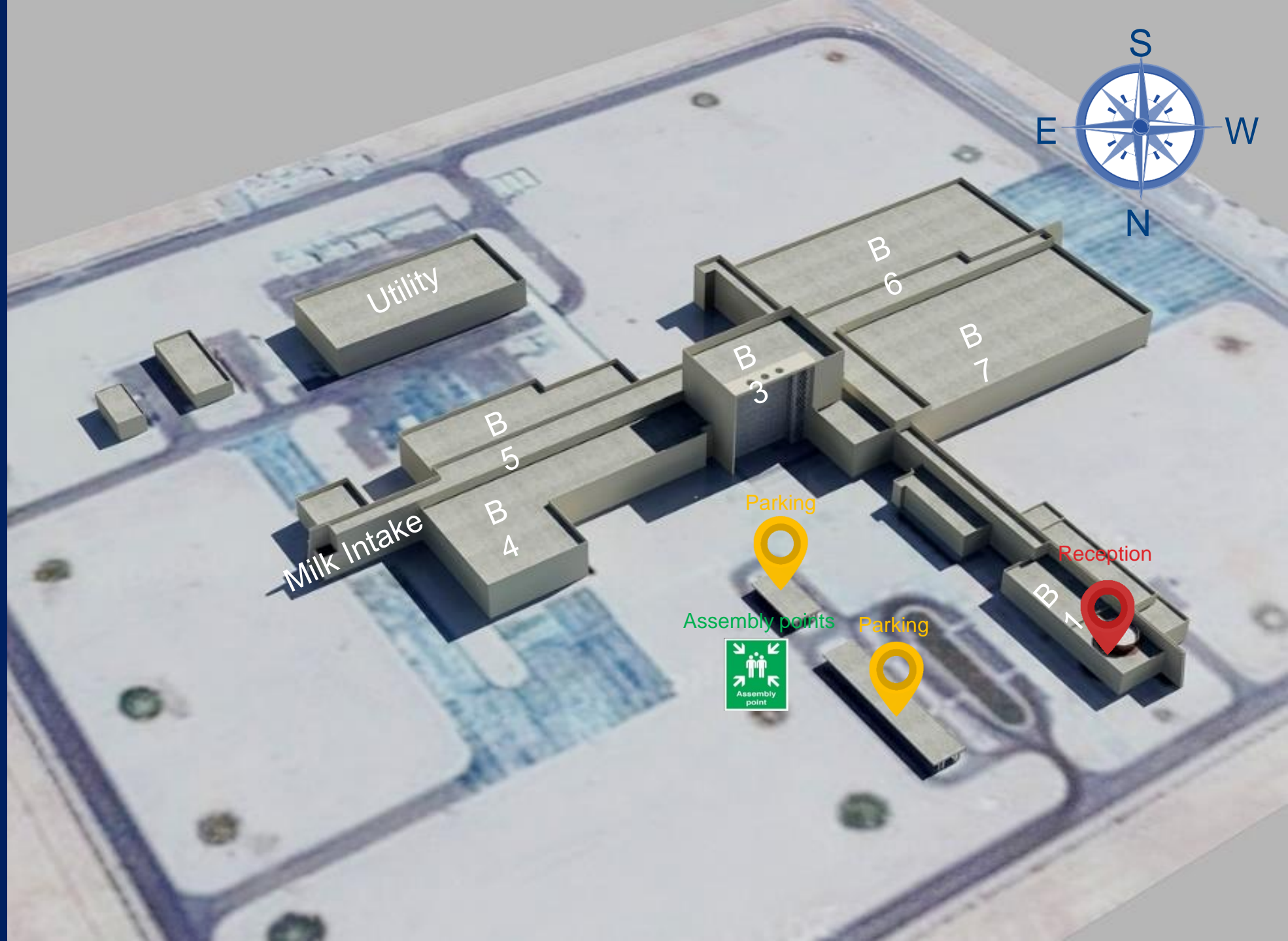


Environmental
Disasters

3561

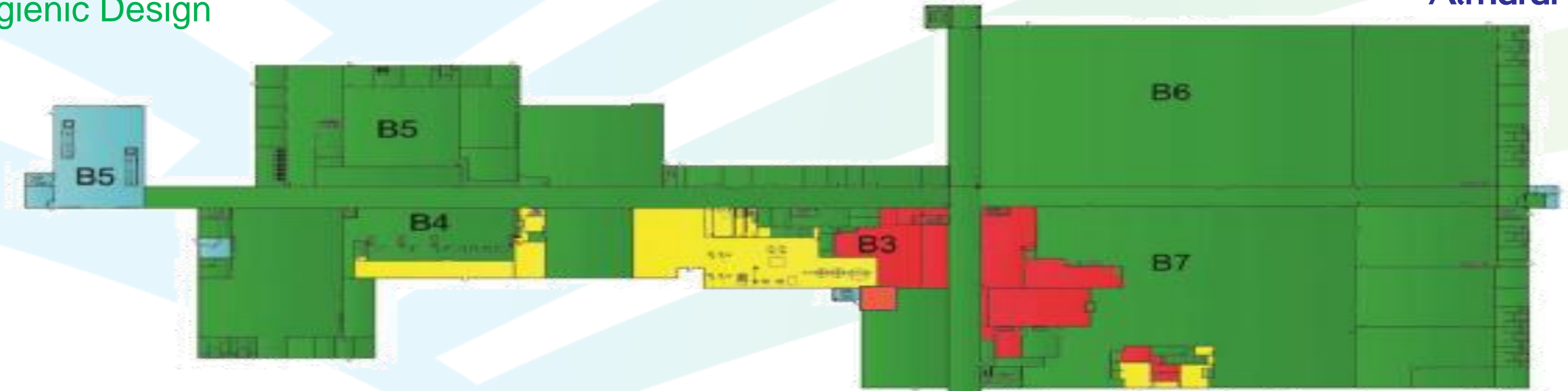


Visitors need to register at reception upon arrival. They are requested to follow all instructions given by the host and displayed signs, procedures and demarcations.



Infant Formula & Clinical Nutrition

Hygienic Design



- **B1** – Administration and lab area.
- **B3** – Pasteurized mix storage tanks dryer, Evaporator & dry blender, **Sachet area**.
- **B4** – Raw material storage, Pre wet tipping and wet processing area.
- **B5** – Milk intake, Oil section CIP kitchen – 1 and staff room.
- **B6** – Warehouse area, **RTD and RTF area**.
- **B7** – Post wet tipping 25kg bag filling, can filling, inbound & out bound stores.

Low (Basic) Hygiene Zone

Medium Hygiene Zone

High Hygiene Zone

Critical Hygiene Zone

Infant Formula & Clinical Nutrition

Food Safety & Quality Management System



Food Safety Management Systems



Global Food Safety Initiative



Food Safety System Certification 22000



ISO 22000:2018 FSMS



AIB International Food Safety & Good Manufacturing Practices (GMP)

Quality Management Systems



ISO 9001:2015 QMS



Laboratory Information Management System (Laboratory Results)



ProLeiT Process Control System (Traceability)



SAP Management System (Inventory & Maintenance)



Excellence Through Quality (Documented Information)

Infant Formula & Clinical Nutrition

Food Safety Management System



Additional
PRP (Pre-requisite Programs)
Requirements



HACCP
Plan & Study



PRPs
(Pre-requisite Programs)

- | | | |
|---|---|---|
| <ul style="list-style-type: none"> Hygienic Design of Building and Equipment Zoning and Layout Services and Utilities Procedure on Waste Management Requirement of PM and Calibration System Supplier Approval Procedure RM and Packaging Materials release procedure Microbial Control Program Foreign Material Control Program Allergen Control Procedure | <ul style="list-style-type: none"> Requirement for Facility Sanitation Good Laboratory Practice Training Program External Building Program Procedure for Product Design and Development Planning Integrated Pest Management System Personnel Hygiene Rework Procedure of Finished Product Product Recall Procedure and Withdrawal Requirements for Warehouse Management | <ul style="list-style-type: none"> Product Information and Consumer Awareness Food Defense Program Requirements Food Fraud Prevention Management of Services Environmental Monitoring Program Artwork Development & Approval Procedure Regulatory Requirements Handling of Customer Complaints Chemical Management System Self-Inspection Program |
|---|---|---|

Infant Formula & Clinical Nutrition

Food Safety & Quality Accreditations



Quality Management System

ISO 9001:2015

AIB Gold Certificate

Good Manufacturing Practices

GMP

FSSC 22000 v5.1

SFDA Registration

CERTIFICATE OF REGISTRATION

This is to certify that the management system of:

Almarai Company
Main Site: Exit 7, North Ring Road, Al Izhar District, Riyadh 11492, Kingdom of Saudi Arabia P.O. Box 8524

has been registered by Intertek as conforming to the requirements of:

ISO 9001:2015

The management system is applicable to:

- Design & Development
- Farming of the following ingredients:
 - Bovine Milk
 - Broiler Chickens
 - Cattle
- Manufacturing, warehousing and Distribution of the following Consumer Food Products:
 - Dairy (Fresh, Long Life, Cultured, Processed)
 - Juice (Fresh, Long Life)
 - Bakery (Pastries, Cakes, Breads, Buns, Biscuits, Snacks)
 - Poultry (Fresh, Process, Value Added, Rendering)
 - Baby Foods/Infant Nutrition (Canned and Bulk Powders, including Ready-to-Drink (RTD), Ready-to-Feed (RTF), and Nutritional Supplements
 - Horticulture (Olives, Dates, Oil)
- Including Almarai Corporate Support Functions:
 - Corporate Human Resources
 - Corporate Marketing
 - Corporate Finance, Information Systems, Legal and Procurement (PSLP)
 - Quality, Regulatory, HSE, and Sustainability (QRHS&S)

This certificate includes #13 appendices for sites legal entities, addresses and scopes of the multisite organization.

Calin Moldovean
President, Business Assurance

Intertek Certification Limited, 106 Victoria Park, Victoria Road, Derby DE24 0Z, United Kingdom

Intertek is a UKAS accredited body under schedule of accreditation no. 034.

In the issuance of this certificate, Intertek assumes no liability to any party other than to the Client, and their only responsibility is to the Client as per the signed upon Certification Agreement. This certificate's validity is subject to the organization maintaining their system in accordance with Intertek's requirements for system certification. Validity may be confirmed via email at certificates@intertek.com or by scanning the code on the right with a smartphone. This certificate remains the property of Intertek. Intertek is a UKAS accredited body under schedule of accreditation no. 034.

Location ID: 3446
AQ-00923

Unannounced

880/1000

International Pediatric Nutrition Company
Al-Kharj, Ar Riyadh, Saudi Arabia

was inspected by a qualified AIB International inspector on

December 10, 2023 - December 12, 2023

under the requirements of the AIB International Consolidated Standards for Prerequisite & Food Safety Programs

Scope: The manufacturing, packing, storage and dispatch of shelf-stable dairy baby food products and powder milk.

David Minton
PRESIDENT AND CEO

The inspection is based on observations on the date of inspection. AIB International recommends periodic inspections on at least an annual basis.

TO VERIFY AUTHENTICITY OF THIS DOCUMENT, CALL AIB INTERNATIONAL AT +1-765-537-4750

CERTIFICATE OF CONFORMANCE

International Pediatric Nutrition Company (IPNC) trading as Almarai Baby Food Company Ltd.

Site: Harad Road, Al Kharj, Riyadh, Kingdom of Saudi Arabia

has been recognized by Intertek as conforming to the principles of:

Good Manufacturing Practices
Based on Codex General Principles of Food Hygiene

For the following goods and services:

- Manufacture, blending and packing of bovine milk powders, nutritional powders and infant formula in multistep paper bags (for further processing), cans and sachets.
- Manufacture of Ready to Feed (retort) infant and Ready to Drink (URT) infant, toddler and adult nutritional products and health supplements.

Faisal Alhaji
Administration Manager

Intertek is a UKAS accredited body under schedule of accreditation no. 034.

CERTIFICATE OF REGISTRATION

The Food Safety Management System of:

Almarai Baby Food Company (Infant Nutrition)

Site: Haradh Road, Al Kharj, Riyadh, Saudi Arabia

has been assessed and determined to comply with the requirements of:

Food Safety System Certification FSSC22000 v5.1, Food Manufacturing

Certification scheme for food safety management systems consisting of the following elements: ISO 22000:2018, Food Manufacturing (FSMP) 22000:2018 and additional ISO 22000 requirements (version 5.1)

The certificate is applicable for the scope of:

- Manufacture, blending and packing of bovine milk powders, nutritional powders and infant formula in multistep paper bags, cans and sachets.
- Manufacture of Ready to Eat (retort) infant and Ready to Drink (URT) infant, toddler and adult nutritional products and supplements.

Food chain (Sub) Category: CIV

Calin Moldovean
President, Business Assurance

Intertek Certification Limited, 106 Victoria Park, Victoria Road, Derby DE24 0Z, United Kingdom

Intertek Certification Limited is a UKAS accredited body under schedule of accreditation no. 034.

ترخيص منشأة غذائية

Food Establishment License

Saudi Food and Drug Authority Certifies that

لترخيص الهيئة العامة للغذاء والدواء

The Establishment: **مصنع المراعي للأغذية الاطفال فرع خريص المنطقة الشرقية**

المملكة العربية السعودية

Almarai Baby Food Plant

رقم التسجيل التجاري: 7011716847

رقم التسجيل الإلكتروني: E-2-N-221213-23465

العنوان: المملكة العربية السعودية - الرياض - المنطقة الصناعية

رقم الترخيص: E-02251

تاريخ الإصدار: 1445/08/13

تاريخ الانتهاء: 1448/08/13

نشاط المنشأة الغذائية: إنتاج البسكويت

معلومات الترخيص: رقم

To operate in the field defined pursuant to the Act of Saudi Food & Drug Authority

بمراعاة الأنظمة المحددة في هذا الترخيص وذلك بموجب نظام الهيئة العامة للغذاء والدواء.

الختم الرسمي (Official Stamp)

مدير إدارة ترخيص المنشآت
Licensing Establishments Dep. Manager

أ. أحمد بن فيصل العتيبي

Please read the instructions at the back of this license

يرجى قراءة التعليمات على الخلفيات الخلفية.

Infant Formula & Clinical Nutrition

Quality– In-House Laboratories



Chemistry



Bio-Rad CFX96 Real Time qPCR System



LECO Trumac N Nitrogen Determinator



Microbiology



ICP-OES Optima 7300 DV



Dionex ICS 5000



Packaging



NIR Spectrometer



HPLC with Diode Array Detector



In - Process



GC with FID Detector



Seam Thickness Gauge STG-5000M

1,145 daily quality checks before product leaves the factory.

Approximately **4.7 million** checks completed since **2012**

Traceability

Types



Top-down

Carried out to trace the finished product up to down level (ingredients / packaging to finish products)



Bottom-up

Carried out to trace raw/packaging material up to top level (finish products to ingredients /packaging)

Ways

Manufacturing Batch Record



- Pre-Wet Operation
- Post Wet Operation
- Liquid Operation

SAP Management System



- Finished Product
- Semi-Finished Product
- Ingredients
- Packaging Materials

ProLeiT Process Control System

(Track and trace)



- Order Number
- Batch traceability

Exercises

Full Mock Recall

Conducted as initiated by Corporate Quality



Traceability Mock Recall

Conducted as initiated internally or by site



Traceability

Types



Ways

- Manufacturing Batch Record
- SAP Management System
- ProLeiT Process Control System

Exercises

- Full Mock Recall
- Traceability Mock Recall

Mock Recall exercises
should be completed within

4 hours

(Inbound – Manufacturing – Outbound - Sales Depots)



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Infant Formula & Clinical Nutrition

Manufacturing Capabilities

Drying



Liquid processing unit 2mT/hr
Niro spray dryer

Dryer and evaporation of base powders for core, export and private labels



Filling



12mt/hr blender with 5.4mt/hr canning & 6mt/hr 25kg bag filling unit

All can formats: 400g / 900g / 1.8Kg / 2.5Kg
All sachets :35g / 500g / 900g / 1.8Kg / 2.25kg



Liquid RTD - RTF



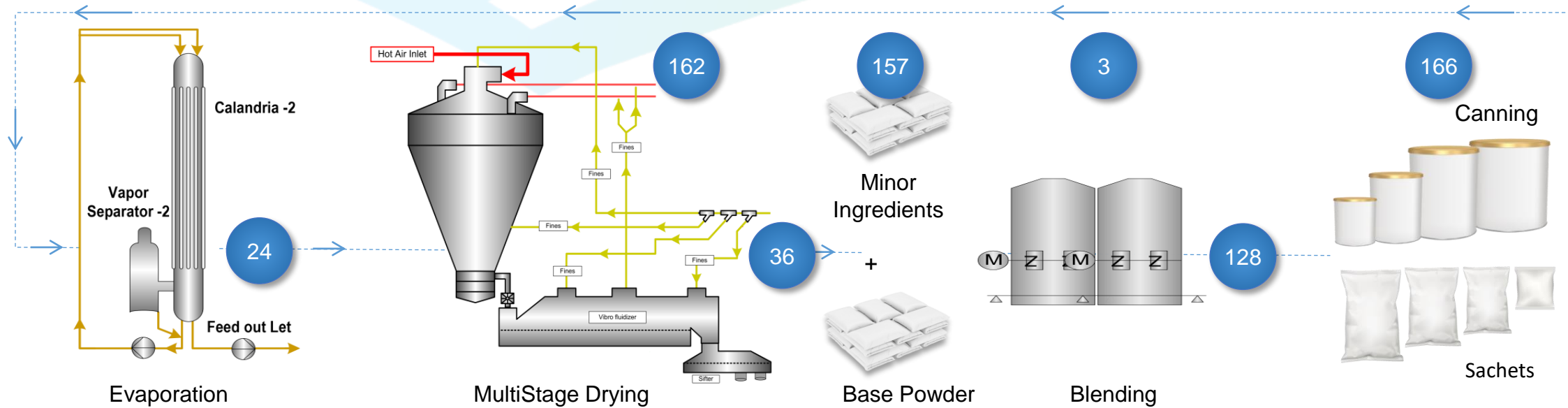
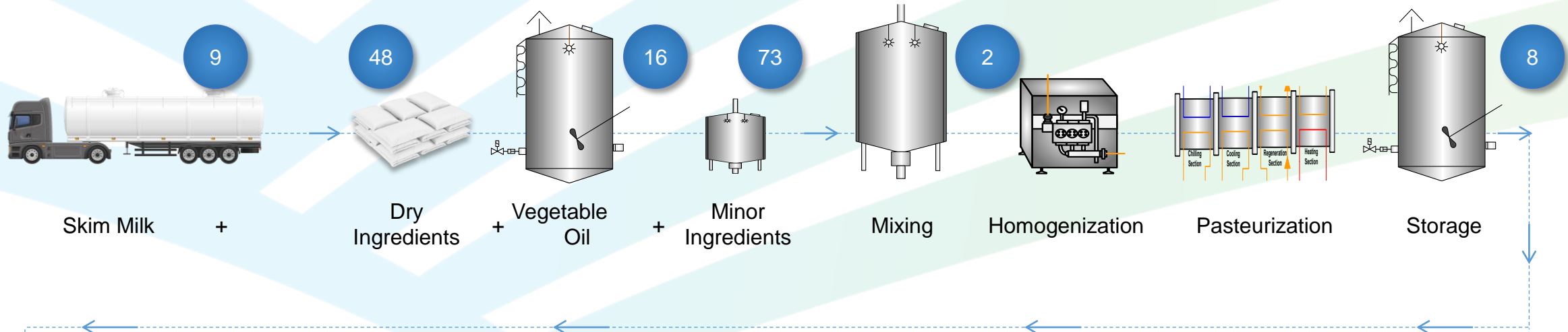
9,000 packs/hr of Tetra Prisma Aseptic
460 bottles/hr retorted

RTD (Ready-To-Drink): 200ml and 250ml
RTF (Ready-To-Feed): 70ml and 105ml



Infant Formula & Clinical Nutrition

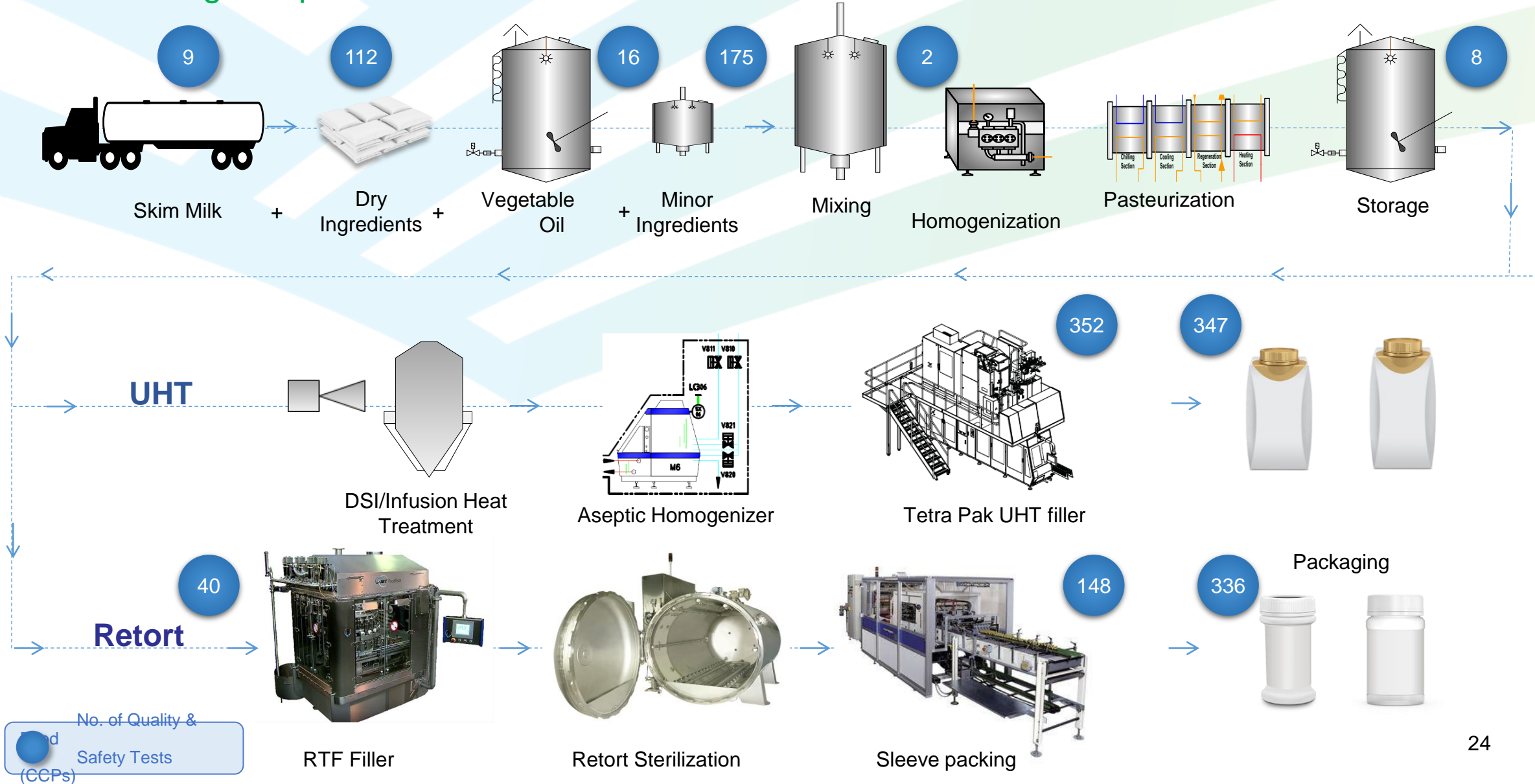
Manufacturing – Powder Process Flow



No. of Quality & Safety Tests (CCPs)

Infant Formula & Clinical Nutrition

Manufacturing – Liquid Process Flow



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Infant Formula & Clinical Nutrition

Product Range – Governmental

نوبكو NUPCO

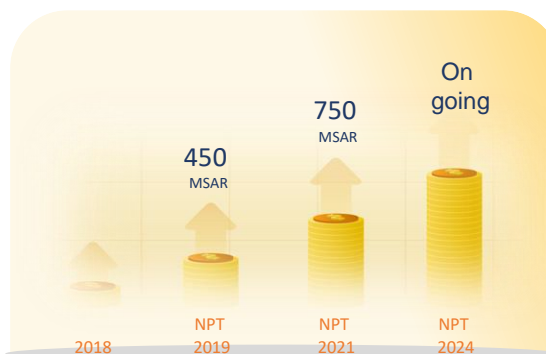
- Procurement, logistics and supply chain management for medical sector
- Nupco was established in 2009, with 1.5 billion SAR as capital.

NUPCO Tenders

- Nupco clinical nutrition & breast milk substitutes tender supplying to governmental & semi governmental sectors
- NUPCO is now serving 100% of mentioned sectors requirements
- Market place is an e-platform by NUPCO to serve extra requirements not supported by the tender

Almarai & NUPCO

- Almarai as the only Saudi manufacturer of clinical nutrition products & breast milk substitutes
- Started on the 1st NUPCO tender 2019 then 2021
- Almarai current share is 20%
- Supply to all Governmental * Semi Governmental Sectors



Almarai NUPCO Product Range



- Current range is focusing on standard products for Adults, Pediatrics & Infants
- Range formulation & branding are updated regularly
- New flavors and specialized products are ready for launch

Current Range

Infant Formula & Clinical Nutrition

Product Range – Local Market



شورنيوتري
SUREnutri

For Adults



شور جرو جونيور
SureGrow
Junior

For Children



For Infants



Infant Formula & Clinical Nutrition

Product Range – Local Market (TPM)



Saudi Company



Swiss Company



Spanish Company



Singapore Market



Infant Formula & Clinical Nutrition

Product Range – Export (example..)



Iraq



Pakistan



Bangladesh



Jordan





Almarai®
Infant Formula and Clinical Nutrition

“Quality you can trust”

Absolute commitment to Food Safety & Quality

Reliable partner

The Most Chosen FMCG Brand in
the Region

المراعي Almarai Thank you

جودة تستحق الثقة
Quality you can trust

شورنيوتري
SUREnutri

شور جرو جونيور
SureGrow
Junior

إيفولاك
Evolac
PLUS

Nuralac
نيورالاك

اليوم
ALYOUM

7
DAYS

لوزين
l'usine

المراعي
Almarai

البشام
Albasher

الميرة
Almira

ICE
Leaf

ون بين
ONE BEAN

المراعي
Almarai
فارمز سيلكت
FARM'S SELECT

بريمير شيف
Premier Chef

سيما
Seama
PREMIUM SEAFOOD

المراعي برو
Almarai Pro