

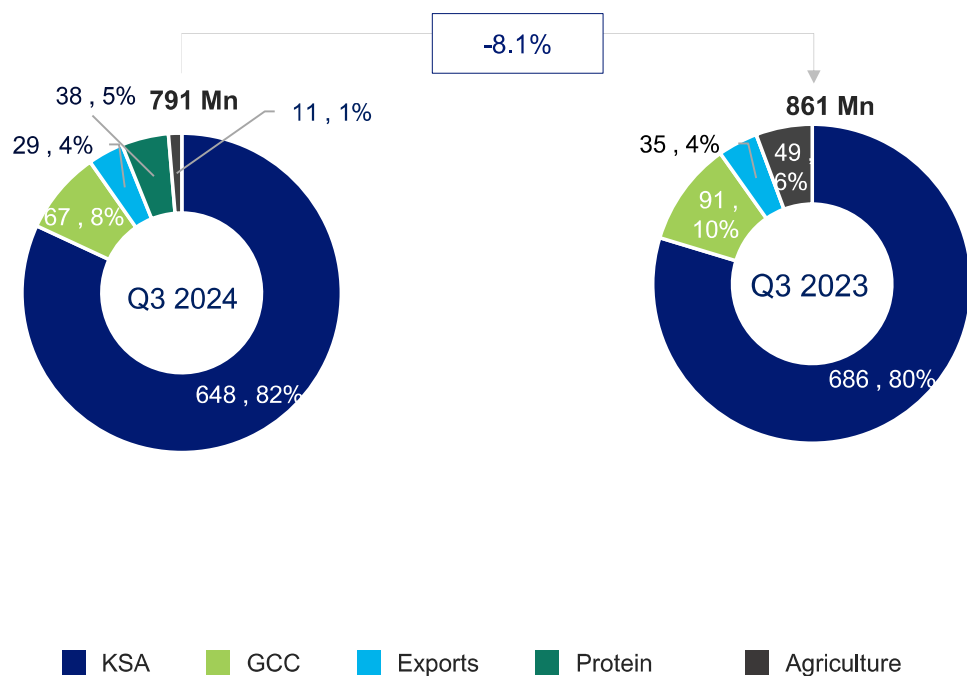


Earnings Presentation for the Period Ended 30 September 2024

Financial Highlights - Q3 2024

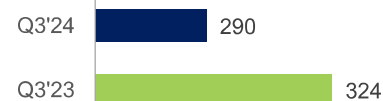


Revenue by Segments



Gross Profit

-10.3%

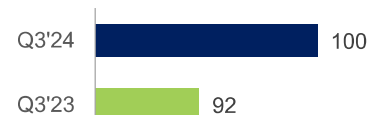


Gross Profit Margin



Operating Profit

8.1%



Operating Profit Margin



Net Income

50.6%



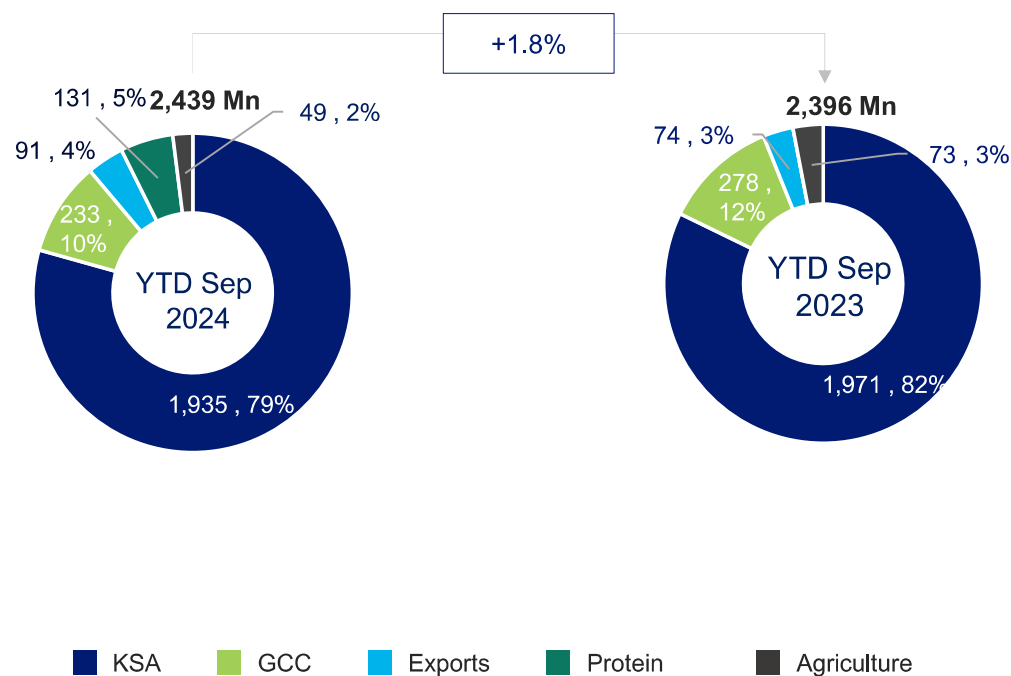
Net Income Margin



Financial Highlights – YTD Sep 2024



Revenue by Segments



Gross Profit

1.6%



Gross Profit Margin



Operating Profit

29.4%

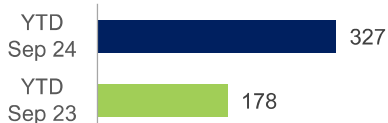


Operating Profit Margin

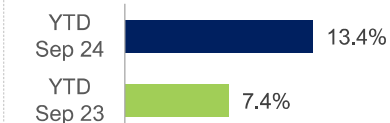


Net Income

83.4%



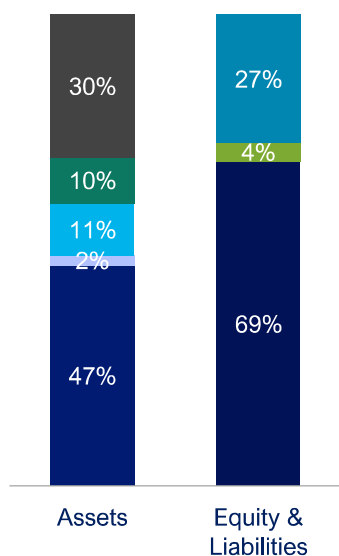
Net Income Margin



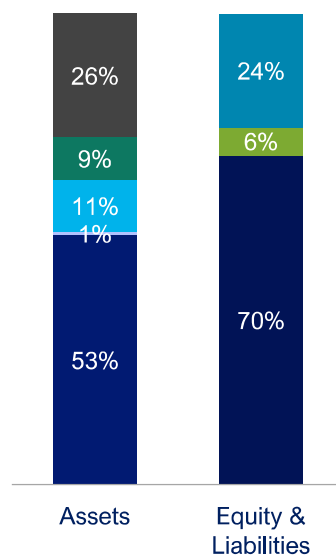
Balance Sheet & Ratios



Sep '24
Total Assets: SAR 5,701 Mn



FY '23
Total Assets: SAR 5,110 Mn



■ Other-Current Assets ■ Cash & Cash Equivalents
■ Non-Current Assets ■ Inventories ■ Receivables & Prepayments
■ Equity ■ Non-Current Liabilities ■ Current Liabilities

ROE



ROA



Debt to Equity



Current Ratio



Receivables



Trade Payables



Inventory



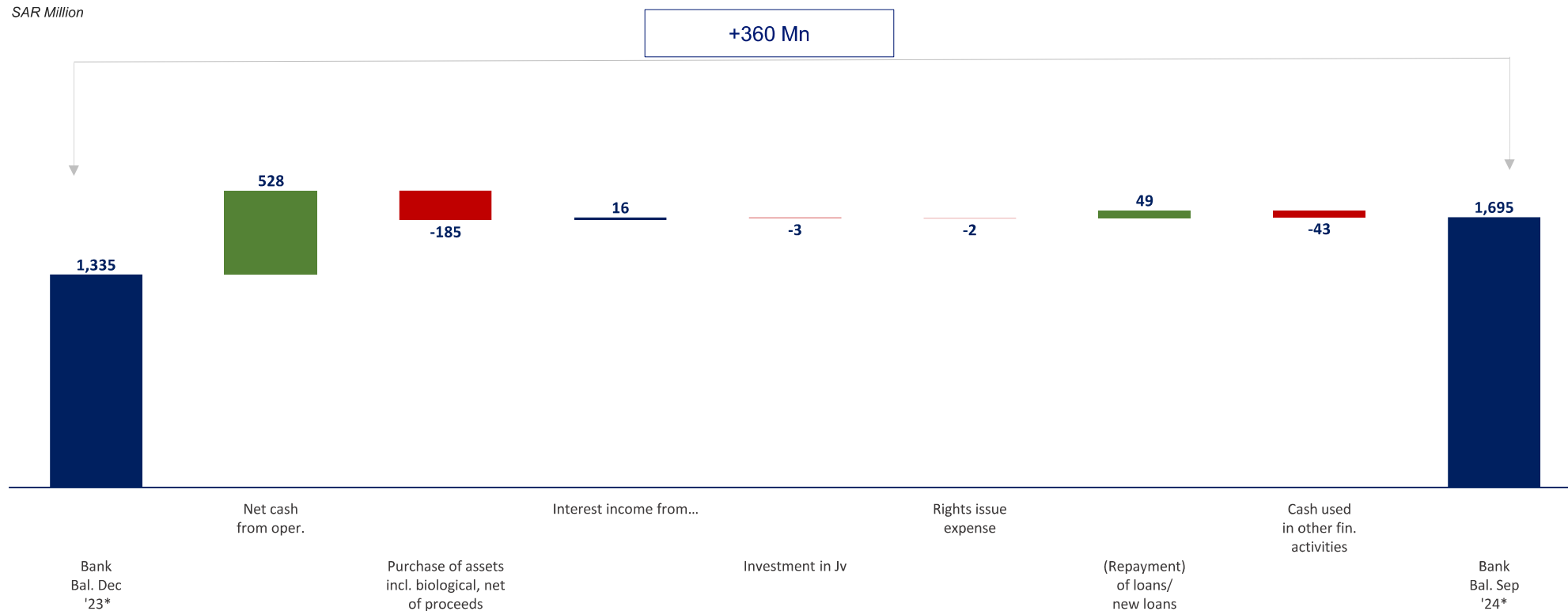
Working Capital



Cashflow Bridge

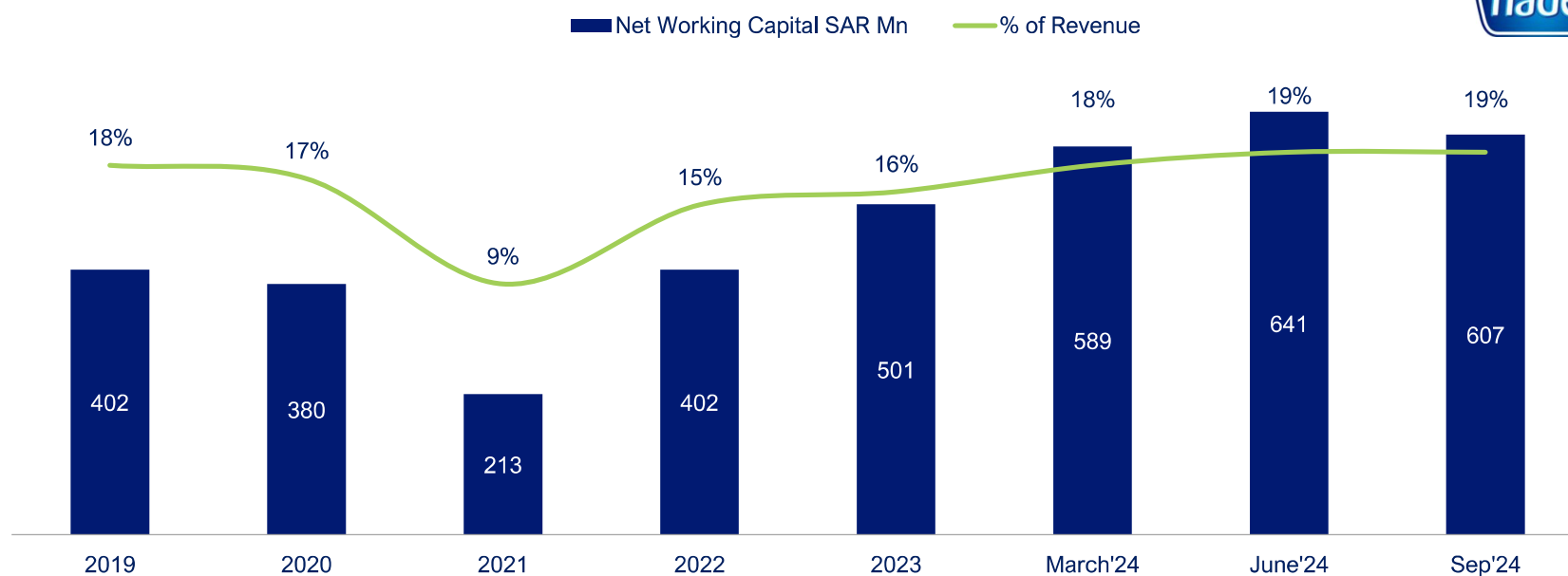


SAR Million



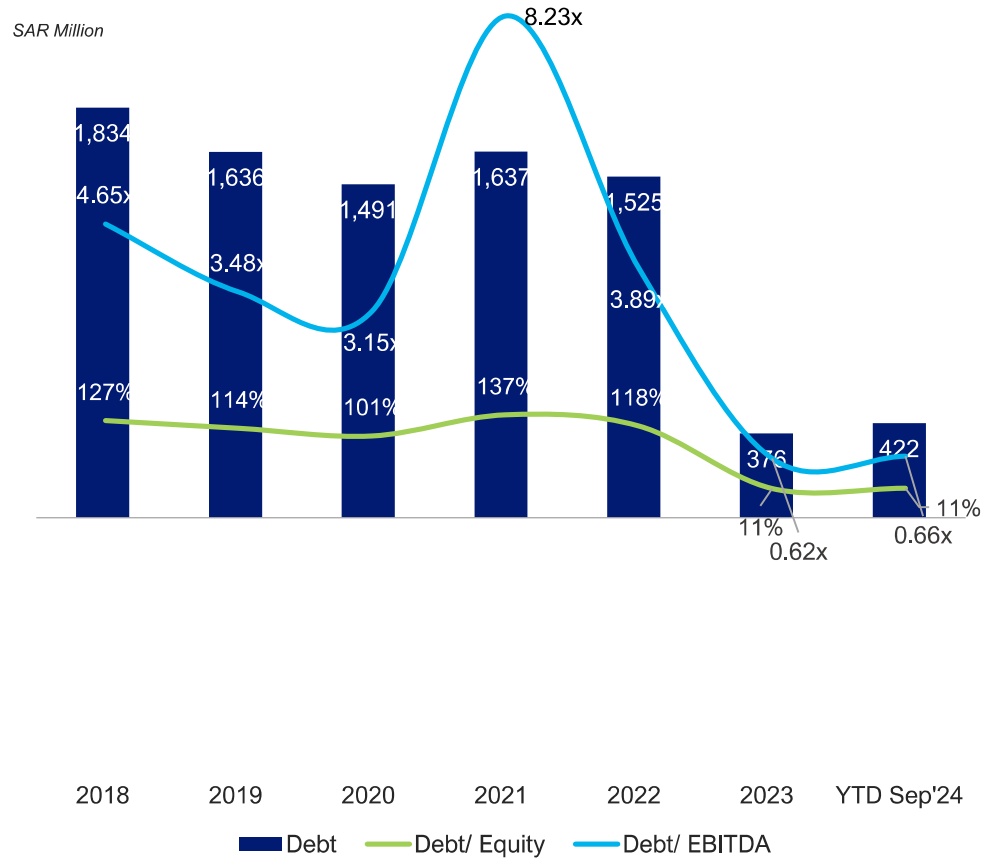
* The Bank balance taken for the purpose of the cashflow above includes Cash and cash equivalents and term deposit.

Net Working Capital

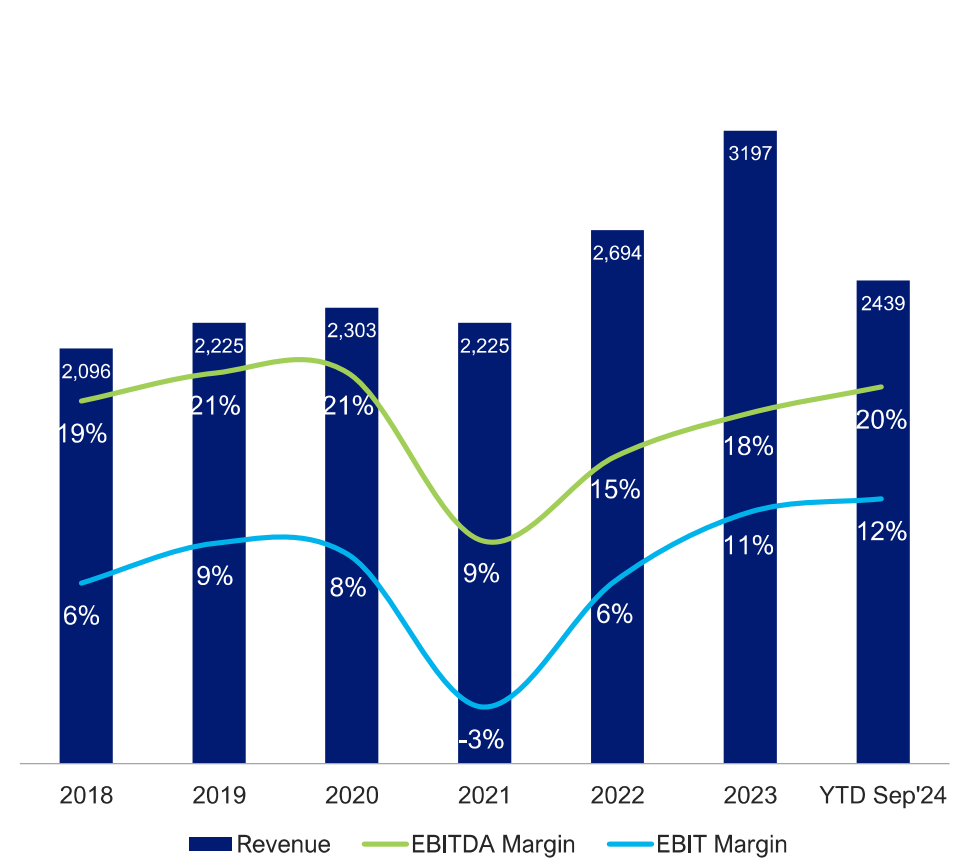


	2019	2020	2021	2022	2023	March'24	June'24	Sep'24
Days of Inventory outstanding (DIO)	145	124	101	100	102	109	131	134
Days of Sales outstanding (DSO)	108	103	100	111	83	110	92	74
Days of Payable outstanding (DPO)	(131)	(96)	(92)	(90)	(75)	(93)	(89)	(86)
Working Capital (Days)	122	132	108	121	110	125	134	121

Debt and EBITDA/ EBIT Margins Trend



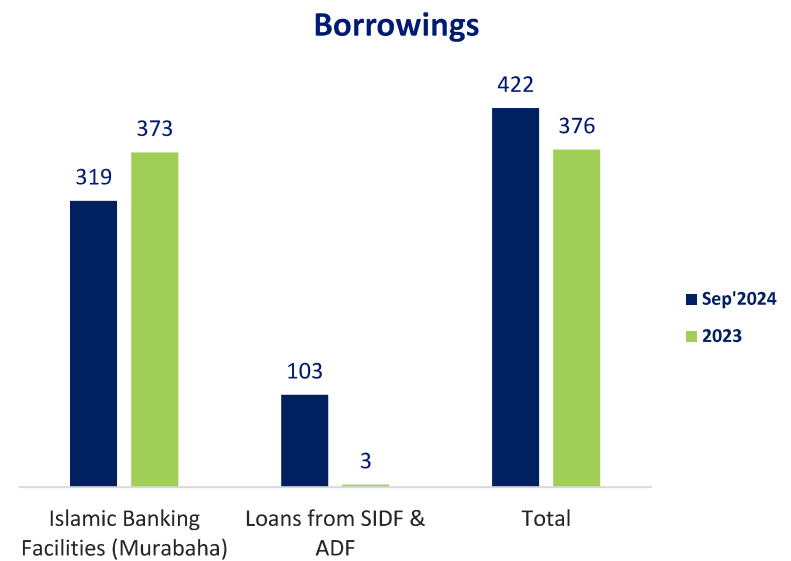
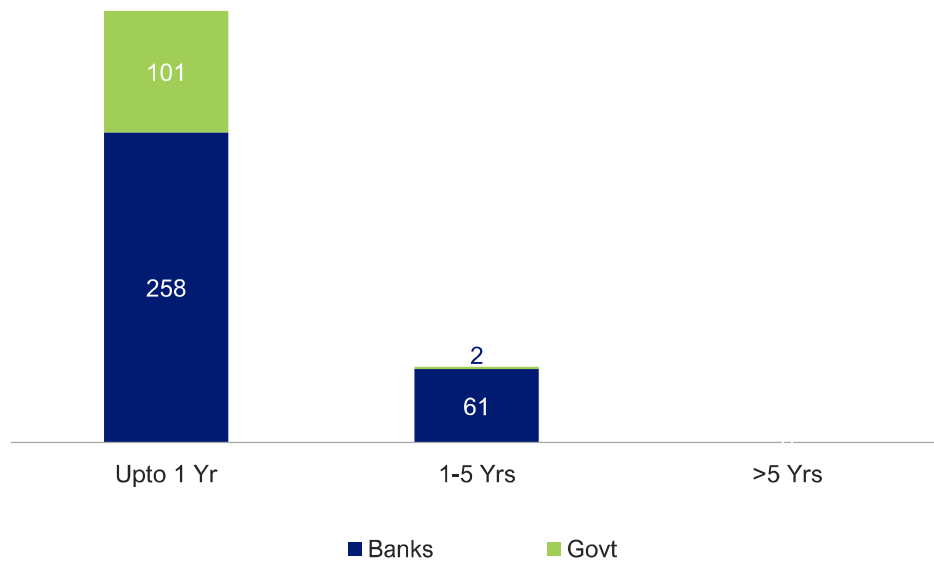
* Net debt includes loans minus the Cash and Cash equivalents



Debt Maturity Profile – Average debt tenure at 1 Year



SAR Million





Appendix

Income Statement



SAR million

Income Statement	YTD Sep '24	YTD Sep '23
Revenue from Operations	2,439	2,396
Cost of Good Sold	(1,527)	(1,499)
Gross Profit	912	898
Selling General & Admin Exp.	(585)	(582)
Other Operating Expenses*	(31)	(88)
Operating Profit	295	228
Finance income/ Cost	40	(53)
Share of Profit in JV	24	14
PBT	360	189
Zakat	(33)	(11)
Net Income	327	178

*Other operating expenses includes Provision for Bad Debts; R&D Expenses; Other Operating expenses; Provision and Write-offs

Summarized Balance Sheet



SAR million

Balance Sheet	Sep 30, 2024	Dec 31, 2023
Non-Current Assets	2,644	2,695
Current Assets	3,057	2,415
Total Assets	5,701	5,110
Non-Current Liabilities	238	285
Current Liabilities	1,543	1,232
Total Liabilities	1,781	1,517
Shareholders' Equity	3,920	3,593
Total Shareholders' Equity and Liabilities	5,701	5,110

Cash Flow Statement



SAR million

Cash Flow Statement	Sep 30, 2024	Sep 30, 2023
Net Profit	360	189
Adjustment for Non-Cash and Non-operating Items	242	336
Cash Operating Profit		
Changes in working capital	(46)	(57)
Zakat Paid	(11)	(4)
Employee Benefits Paid	(17)	(16)
Cash Flow from Operating Activities	528	448
Acquisition of PPE, Intangible and Biological Assets	(233)	(219)
Proceeds from sale of PPE and Biological Assets	48	65
Interest proceeds from investment in term deposits	500	-
Other Cashflow from Investing activities	14	-
Cash Flow from Investing Activities	328	(154)
Proceeds from Loans and Borrowings	1,105	126
Repayment of Loans and Borrowings	(1,055)	(339)
Other Cashflow from financing activities	(45)	(68)
Cash Flow from Financing Activities	5	(281)
Net Change in Cash and Cash Equivalents	860	13



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**Thank
you**
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