

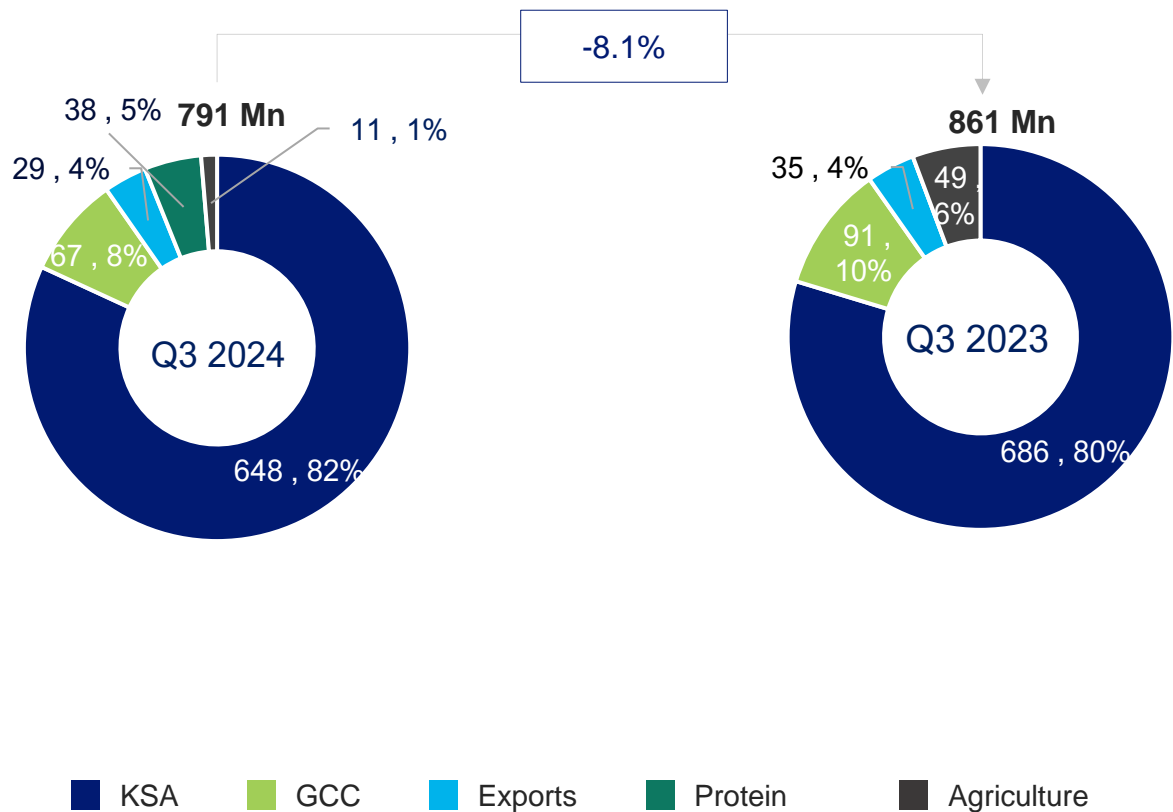


Earnings Presentation for the Period Ended  
30 September 2024

# Financial Highlights - Q3 2024

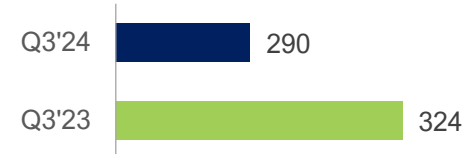


## Revenue by Segments



### Gross Profit

-10.3%

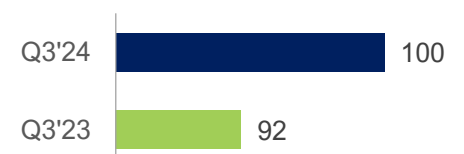


### Gross Profit Margin



### Operating Profit

8.1%



### Operating Profit Margin

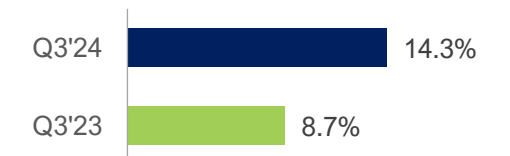


### Net Income

50.6%



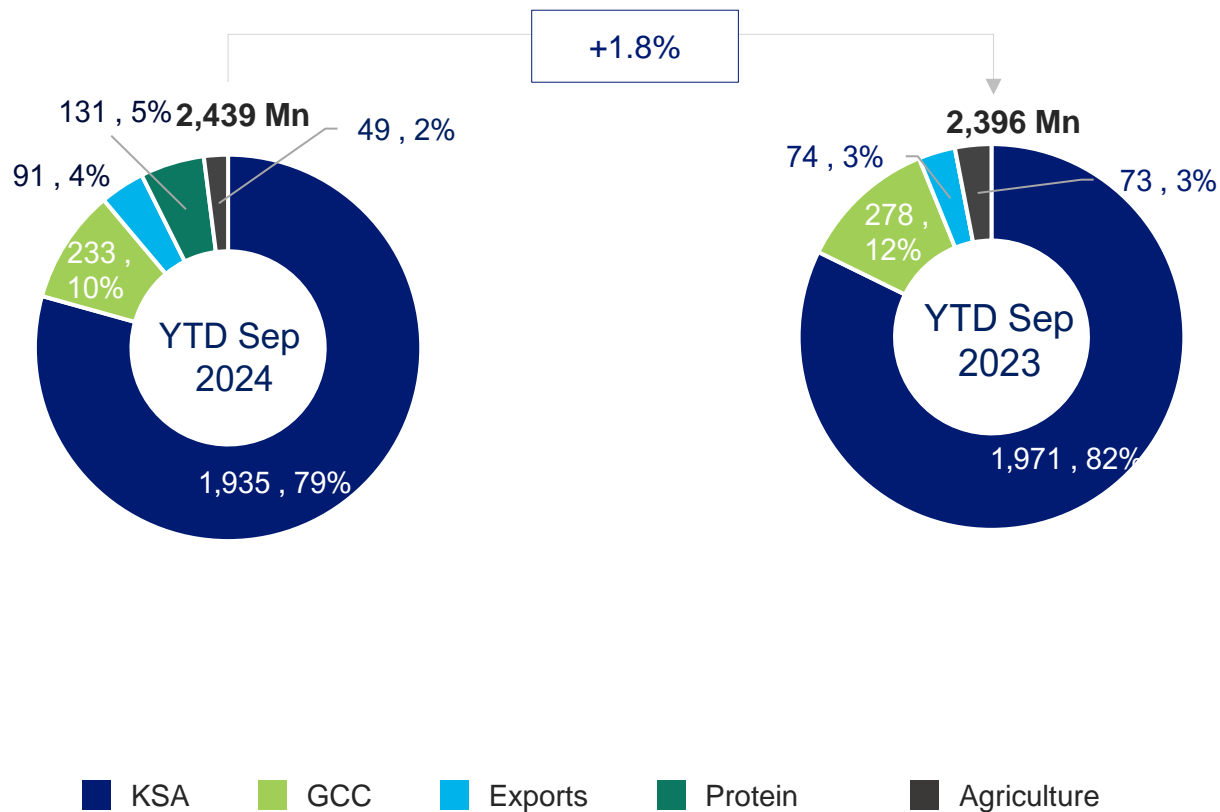
### Net Income Margin



# Financial Highlights – YTD Sep 2024



## Revenue by Segments



### Gross Profit

**1.6%**



### Gross Profit Margin



### Operating Profit

**29.4%**

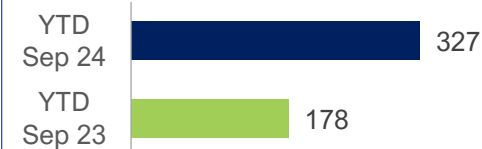


### Operating Profit Margin

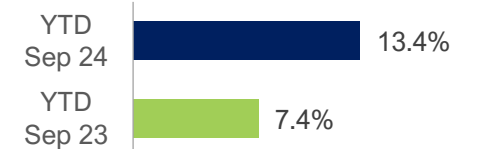


### Net Income

**83.4%**



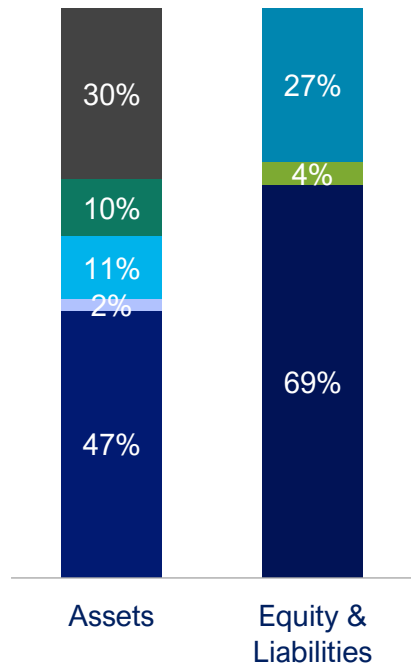
### Net Income Margin



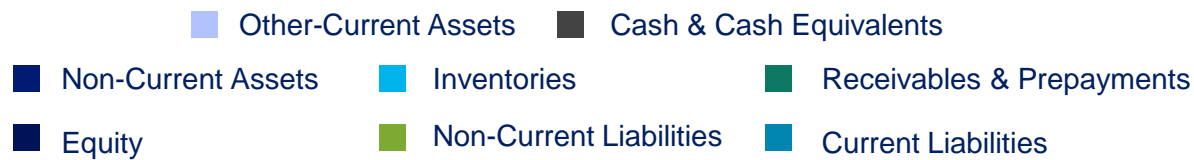
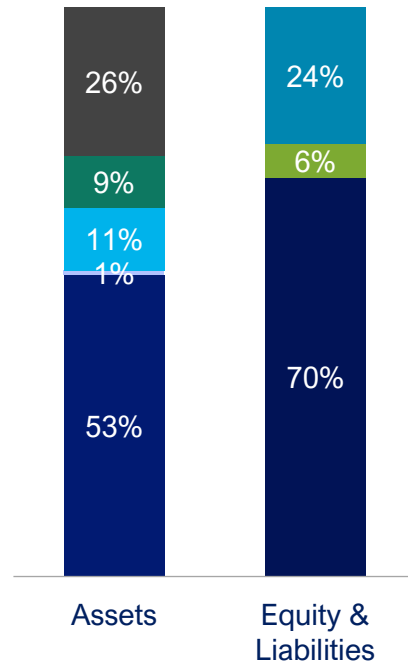
# Balance Sheet & Ratios



**Sep '24**  
Total Assets: SAR 5,701 Mn



**FY '23**  
Total Assets: SAR 5,110 Mn



## ROE



## ROA



## Debt to Equity



## Current Ratio



## Receivables



## Trade Payables



## Inventory



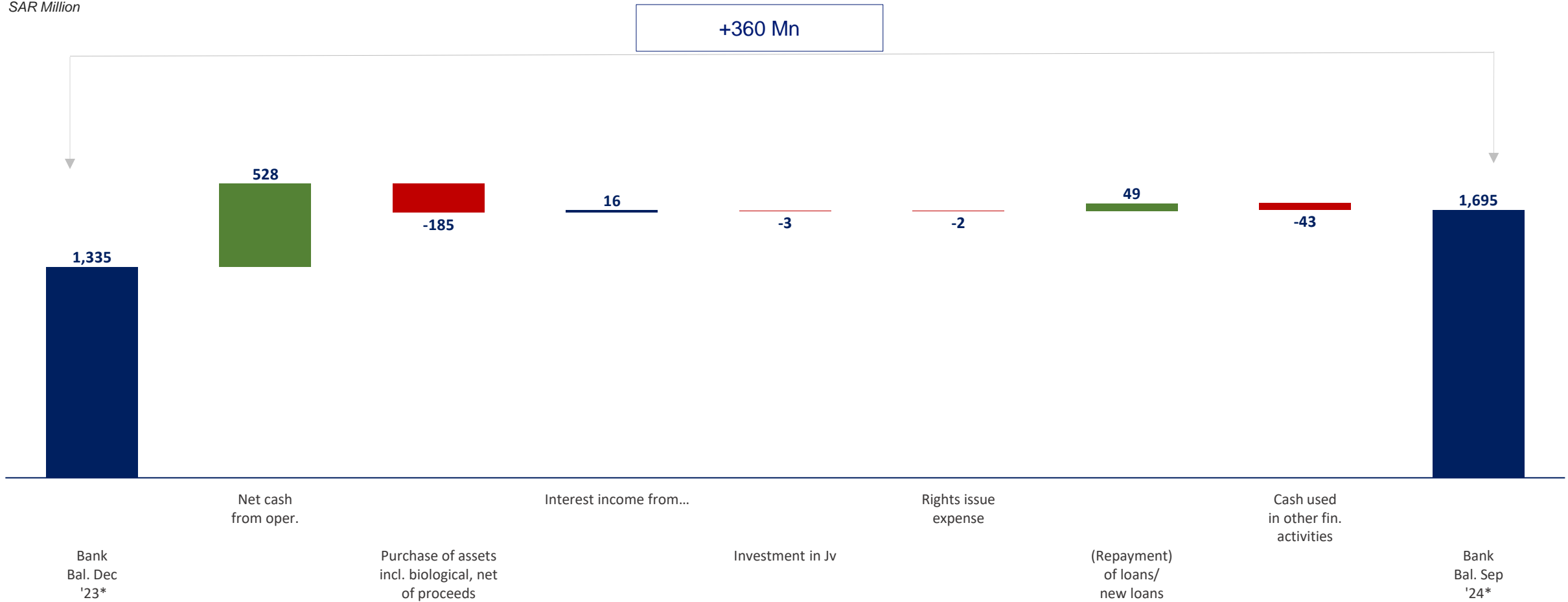
## Working Capital



# Cashflow Bridge

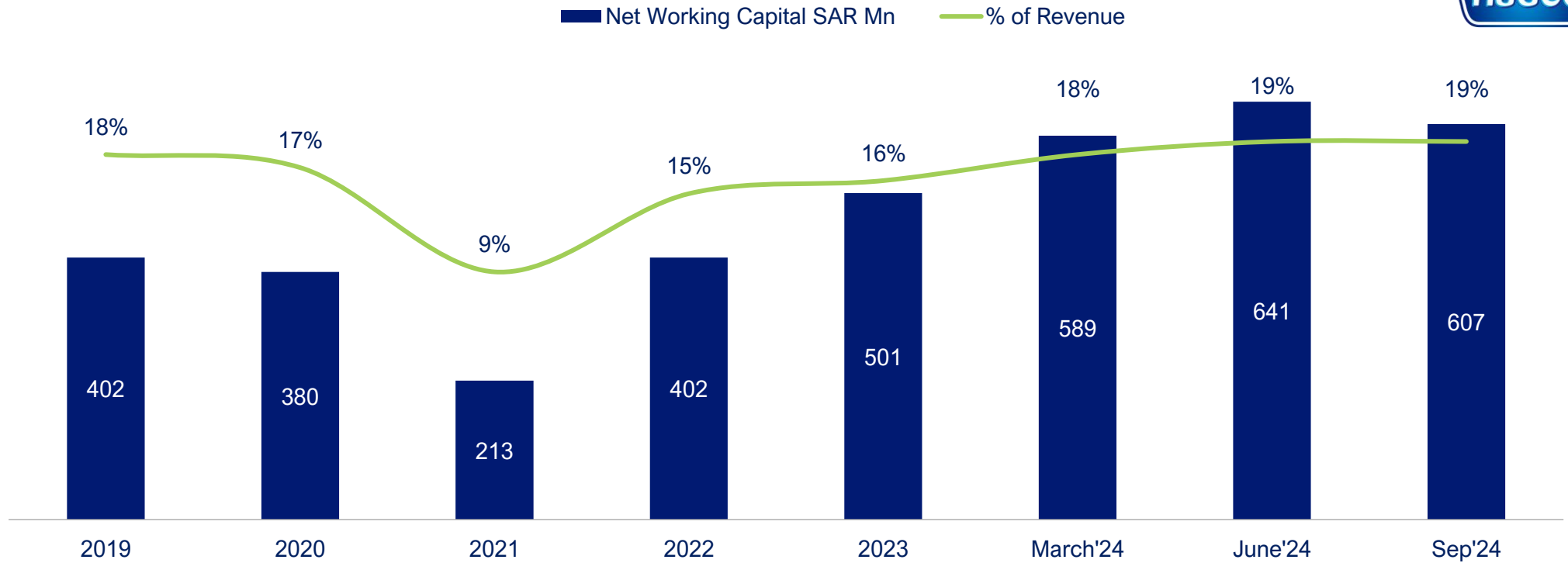


SAR Million



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

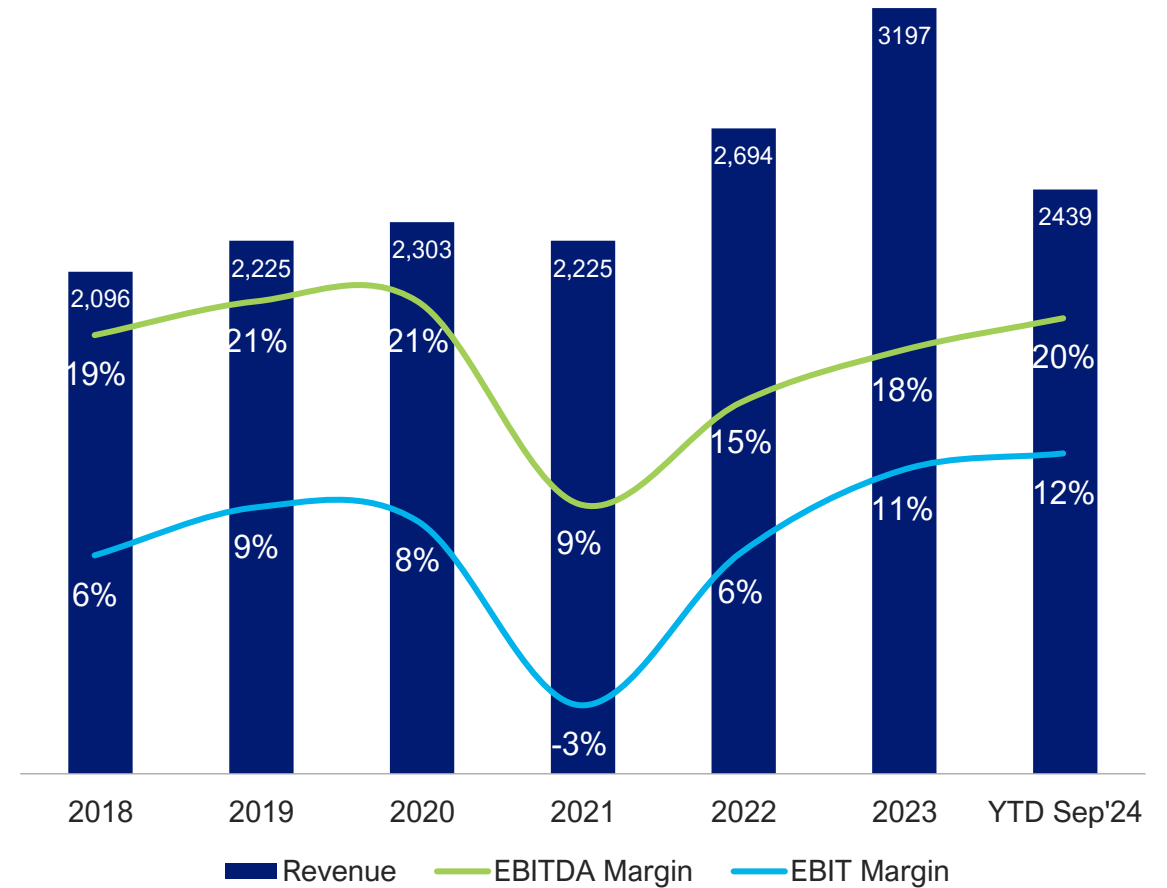
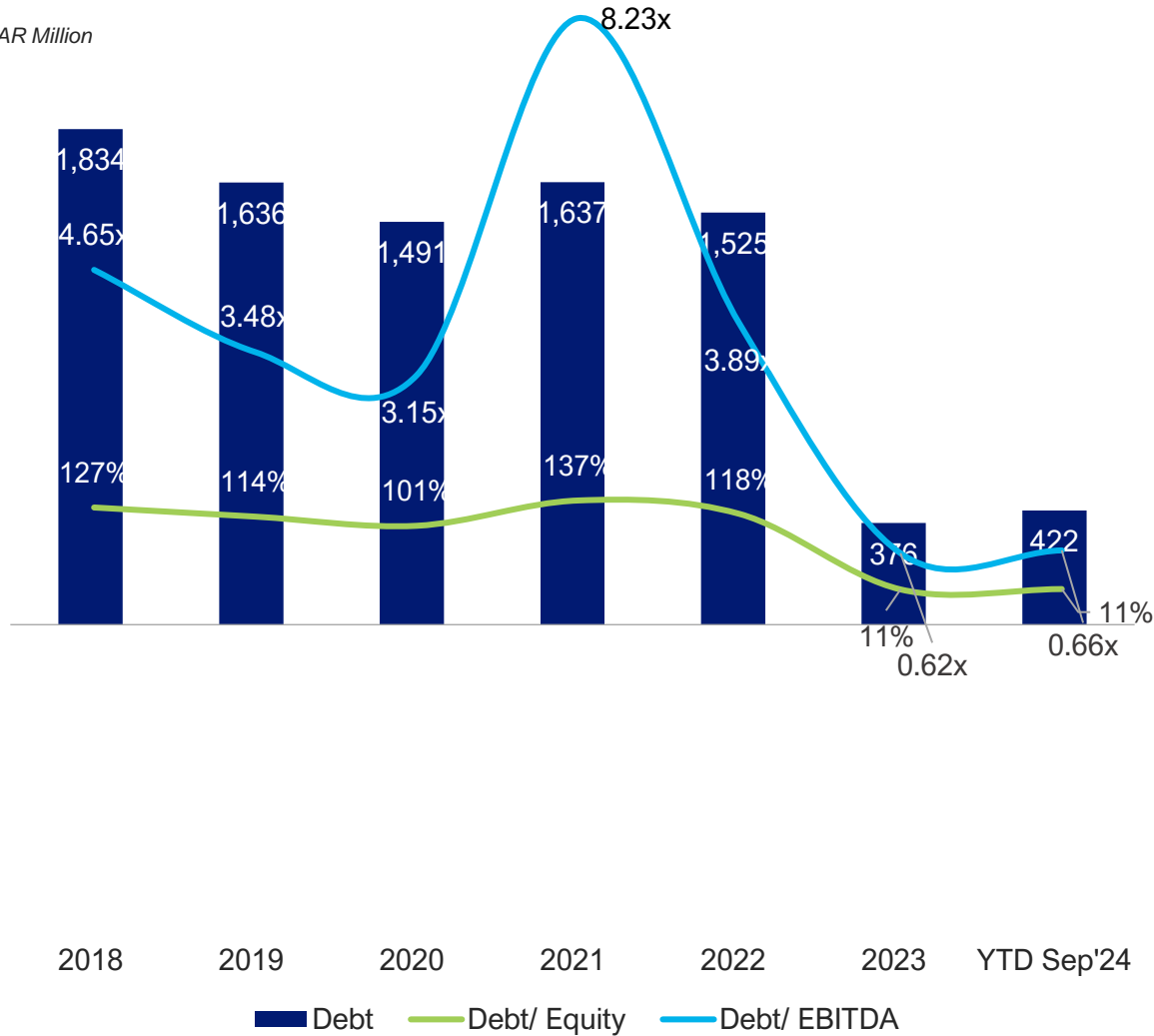
# Net Working Capital



	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)
<b>Working Capital (Days)</b>	<b>122</b>	<b>132</b>	<b>108</b>	<b>121</b>	<b>110</b>	<b>125</b>	<b>134</b>	<b>121</b>

# Debt and EBITDA/ EBIT Margins Trend

SAR Million

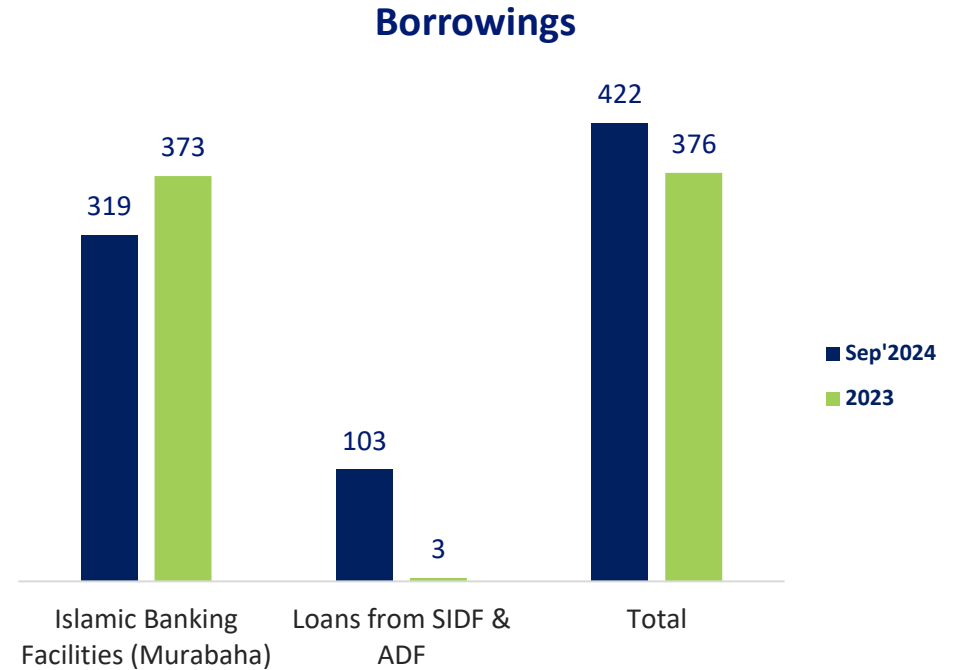
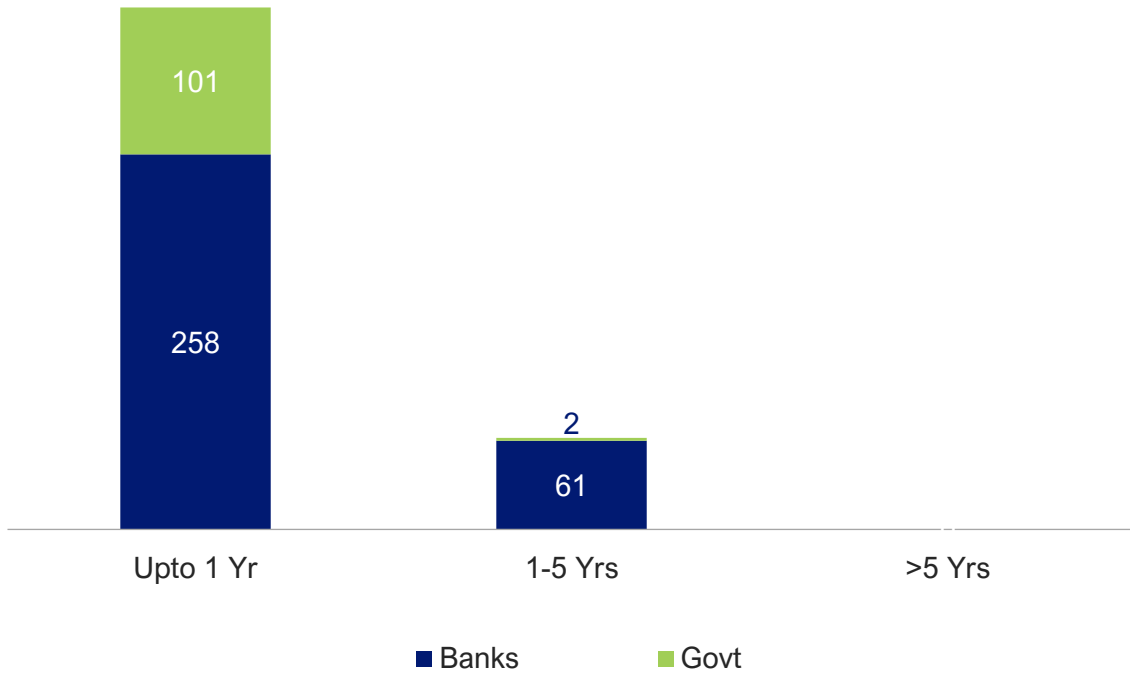


\* Net debt includes loans minus the Cash and Cash equivalents

# 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)
<b>Gross Profit</b>	<b>912</b>	<b>898</b>
Selling General & Admin Exp.	(585)	(582)
Other Operating Expenses*	(31)	(88)
<b>Operating Profit</b>	<b>295</b>	<b>228</b>
Finance income/ Cost	40	(53)
Share of Profit in JV	24	14
<b>PBT</b>	<b>360</b>	<b>189</b>
Zakat	(33)	(11)
<b>Net Income</b>	<b>327</b>	<b>178</b>

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

# Summarized Balance Sheet



SAR million

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

# 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
<b>Cash Operating Profit</b>		
Changes in working capital	(46)	(57)
Zakat Paid	(11)	(4)
Employee Benefits Paid	(17)	(16)
<b>Cash Flow from Operating Activities</b>	<b>528</b>	<b>448</b>
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	-
<b>Cash Flow from Investing Activities</b>	<b>328</b>	<b>(154)</b>
Proceeds from Loans and Borrowings	1,105	126
Repayment of Loans and Borrowings	(1,055)	(339)
Other Cashflow from financing activities	(45)	(68)
<b>Cash Flow from Financing Activities</b>	<b>5</b>	<b>(281)</b>
<b>Net Change in Cash and Cash Equivalents</b>	<b>860</b>	<b>13</b>



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**Thank  
you**  
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