

Results Presentation

H1 2022 Earnings Call

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Riyadh, 1st September 2022





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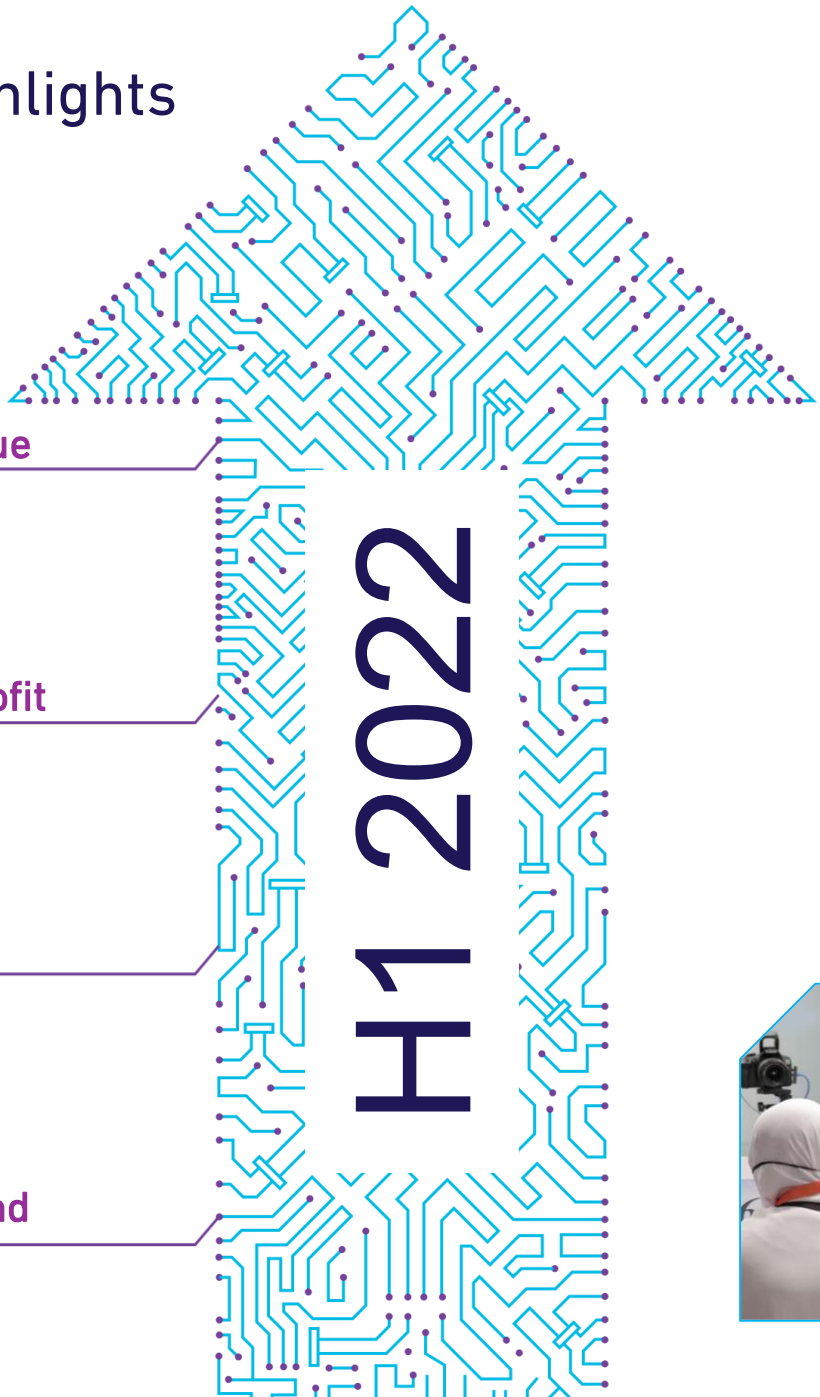
1 Key Highlights

2 Financial Performance

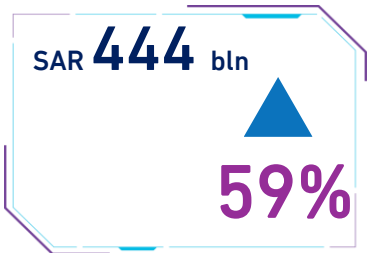
3 Appendix



H1 2022 Key Highlights



Revenue



Net Profit

IPO



Dividend

ضامن
Dhamen 

طريق مكة
Makkah Route  



Key growth trends

Trend	Growth Drivers	Implications on Elm
Government Digital Transformation	Digitization as part of Vision 2030, aiming to be within top 5 nations in e-government, creating opportunities to build value added services and complete the customer experience	<ul style="list-style-type: none">› Expand and partner with private sector, and participate with Small & Medium Enterprises for more economical growth
High Scale Projects	Giga projects and smart cities that are largely enabled by and promote technology, in addition to the private and semi private sector role in the Kingdom's economic and social development	<ul style="list-style-type: none">› Broaden the M&A portfolio to expand in current markets and access new ones. In addition, accelerate the process of products and technologies acquisition
Emerging Technologies & Business Models	Technology advancement creating new solutions , allowing for new innovative business models , and adding new use case/ features that enhance current businesses	<ul style="list-style-type: none">› Explore and implement advanced emerging technologies through Elm Research arm to be ahead of market

1 Key Highlights

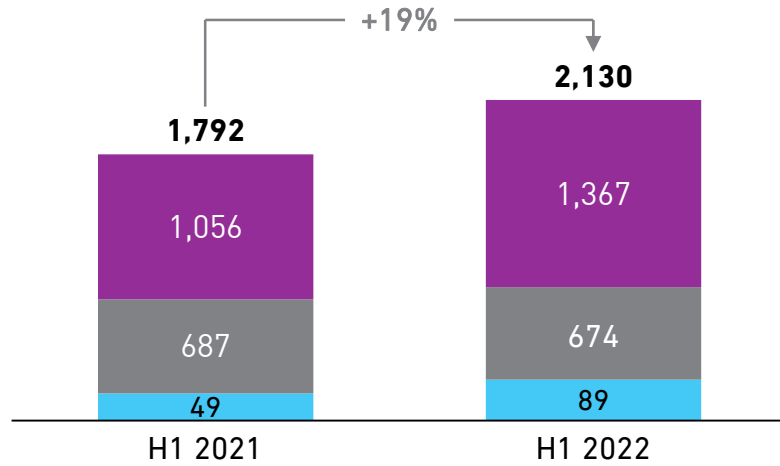
2 Financial Performance

3 Appendix

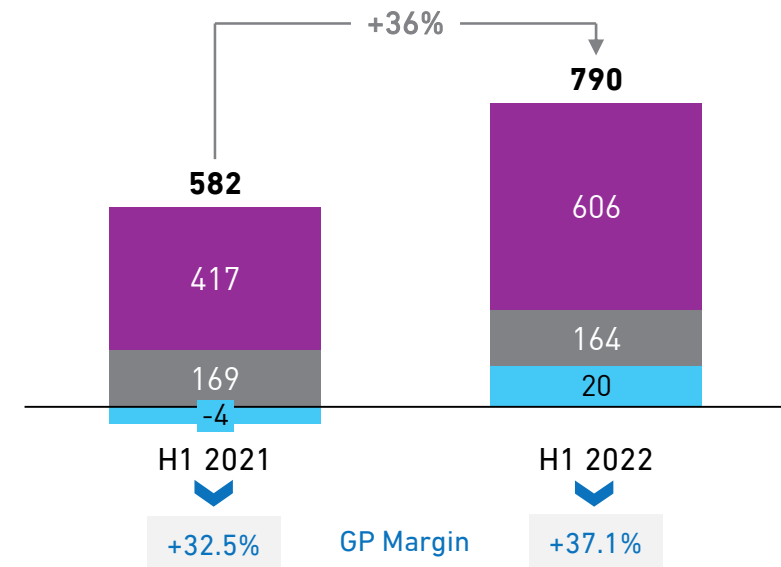


P&L Highlights

Revenue by Business Segment
SAR Millions

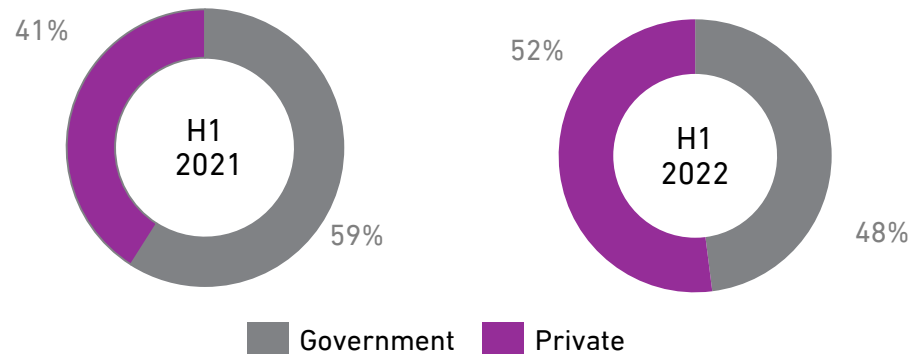


Gross Profit by Business Segment
SAR Millions



■ Digital Business
 ■ Business Process Outsourcing
 ■ Professional Services

Customer Split
%



■ Government
 ■ Private

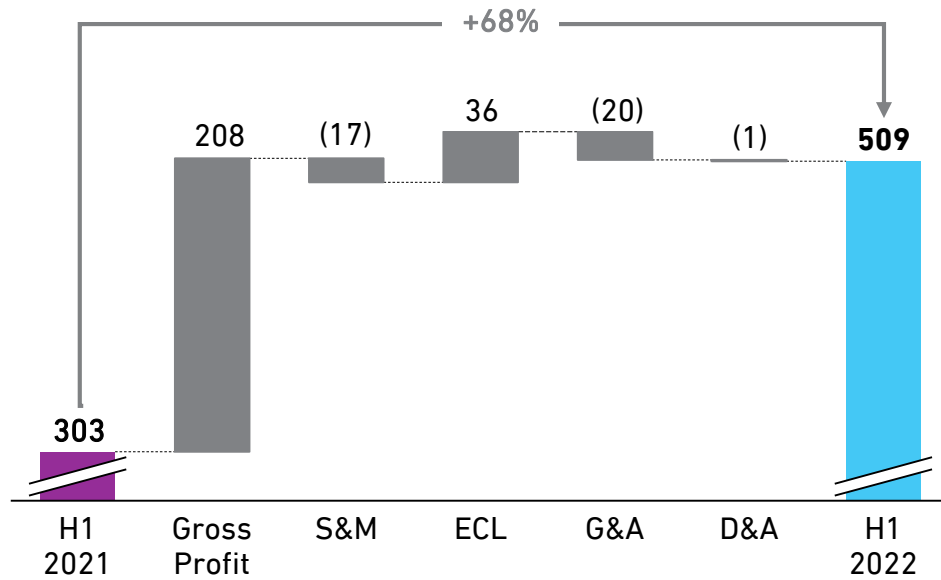
Key Highlights

- > Strong Revenue growth across digital business and professional services segments.
- > Notable growth in gross profit and gross profit margin .
- > Growth in Private sector revenue to reach 52% (H1 2021: 41%)

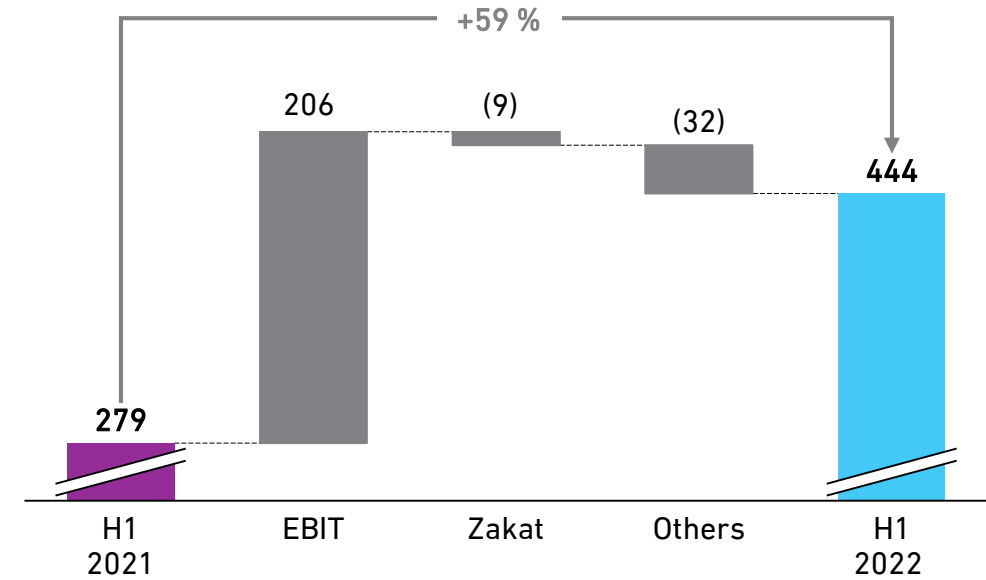


P&L Highlights

EBIT
SAR Millions



Net Profit
SAR Millions

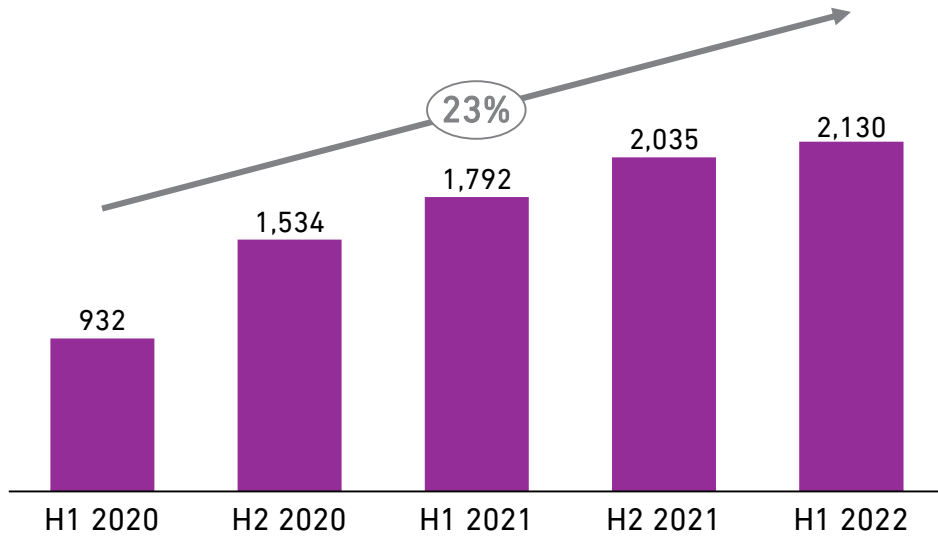


Key Highlights

- › Increase in EBIT and Net profit due to strong revenue growth.
- › Expansion in S&M activities.
- › Increase in G&A driven by employee cost.
- › Increase in Others primarily due to impairment on Intangible assets.

P&L Highlights

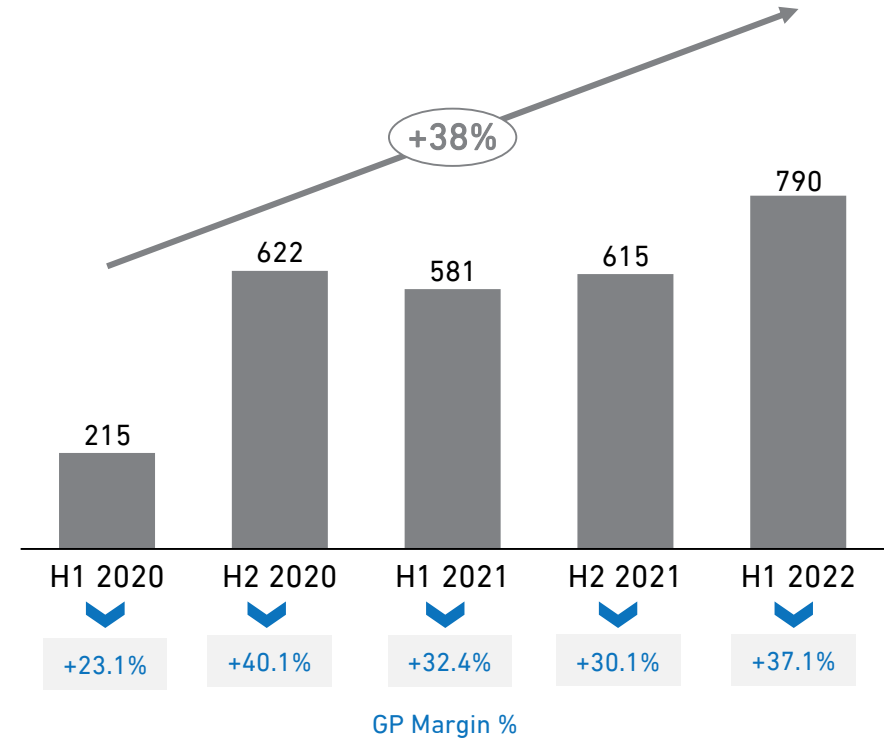
Revenue Trend
SAR Millions



Key Highlights

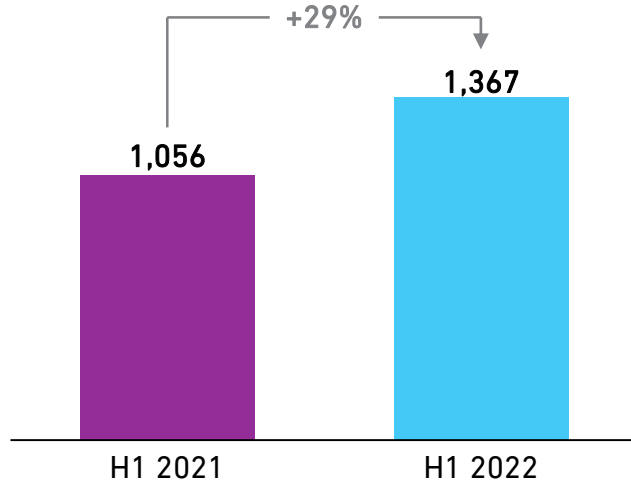
- › Continuous revenue growth historically.
- › Constant growth in gross profit coupled with healthy gross profit margins.

Gross Profit Trend
SAR Millions

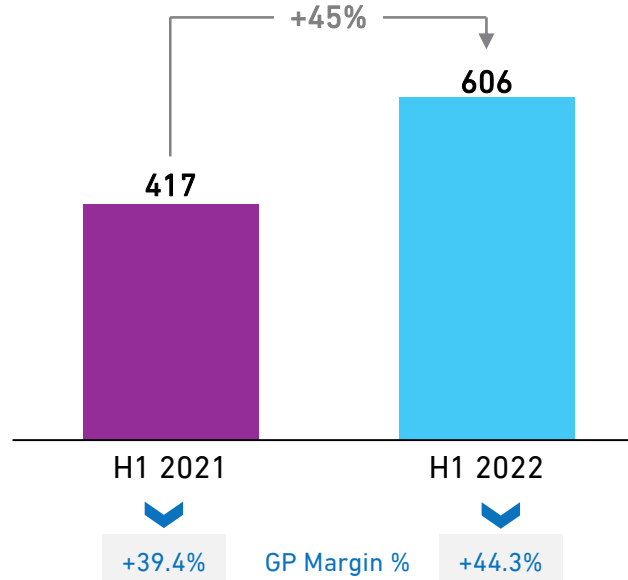


Digital Business

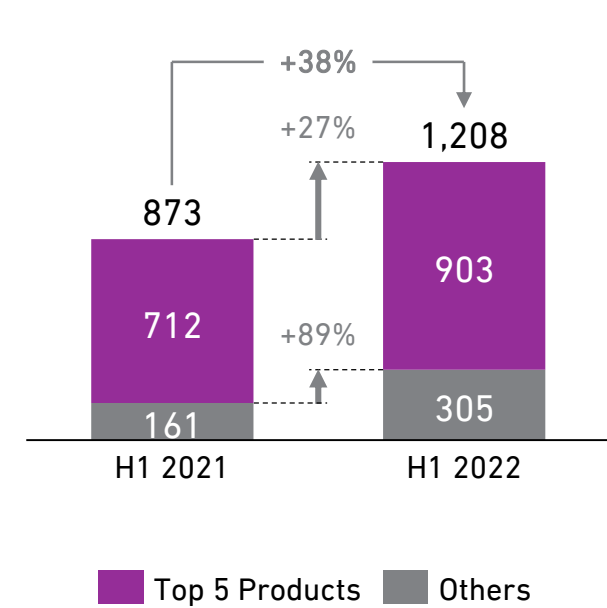
Revenue
SAR Millions



Gross Profit
SAR Millions



Products Revenue
SAR Millions

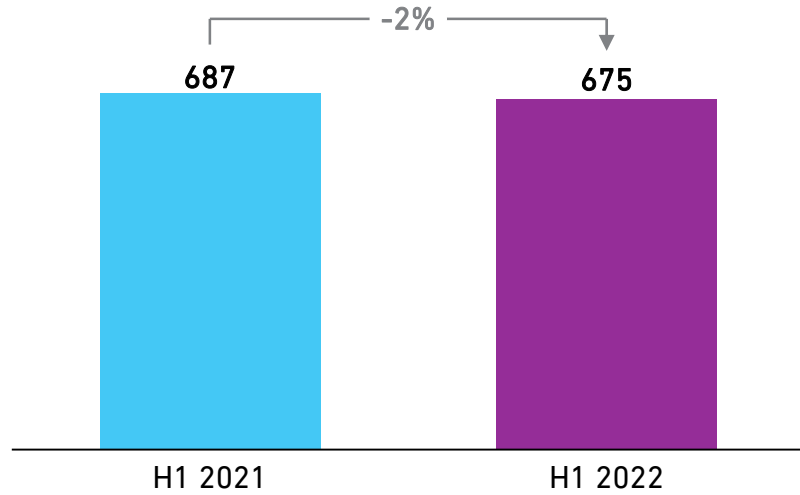


Key Highlights

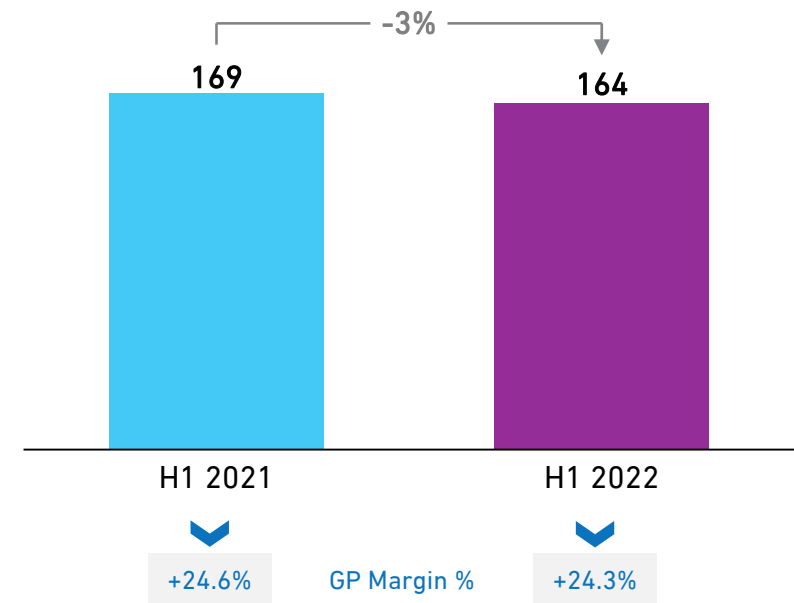
- › Strong revenue growth across current and new products, supported by revenue growth in projects.
- › Increase in Gross Profit and Gross profit margin led by products revenue growth and projects margin improvement.

Business Process Outsourcing

Revenue
SAR Millions



Gross Profit
SAR Millions

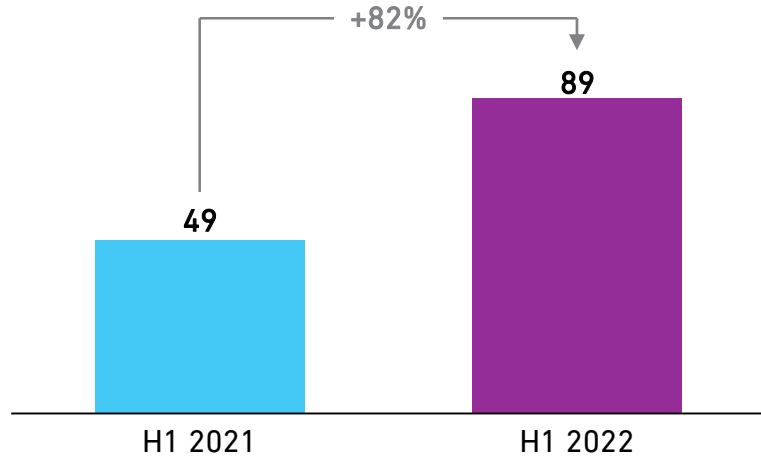


Key Highlights

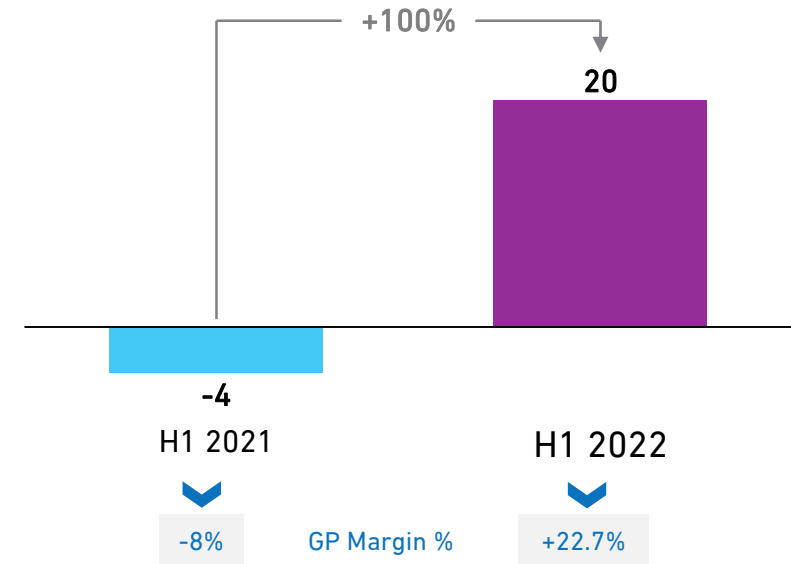
- › Slight decrease in revenue, despite the reduction and completion of major projects, due to revenue generated from new and current projects.
- › Sustained Gross Profit and Gross profit Margin.

Professional Services

Revenue
SAR Millions



Gross Profit
SAR Millions

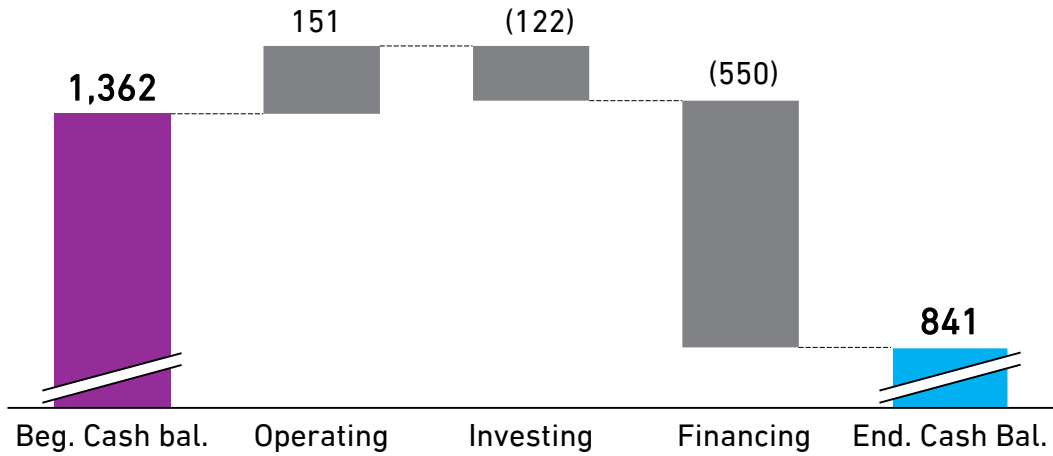


Key Highlights

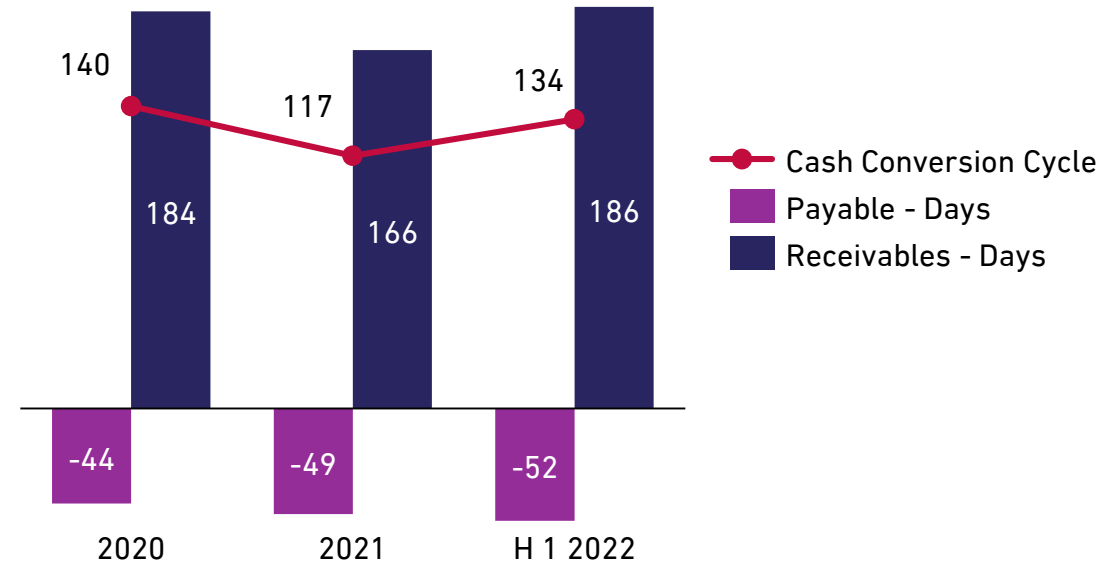
- › Growth in revenue due to newly executed projects.
- › Improved Gross profit and positive Gross profit margin led by growth in revenue and enhanced cost efficiency.

Balance Sheet Highlights

Cash Balance Movement
SAR Millions



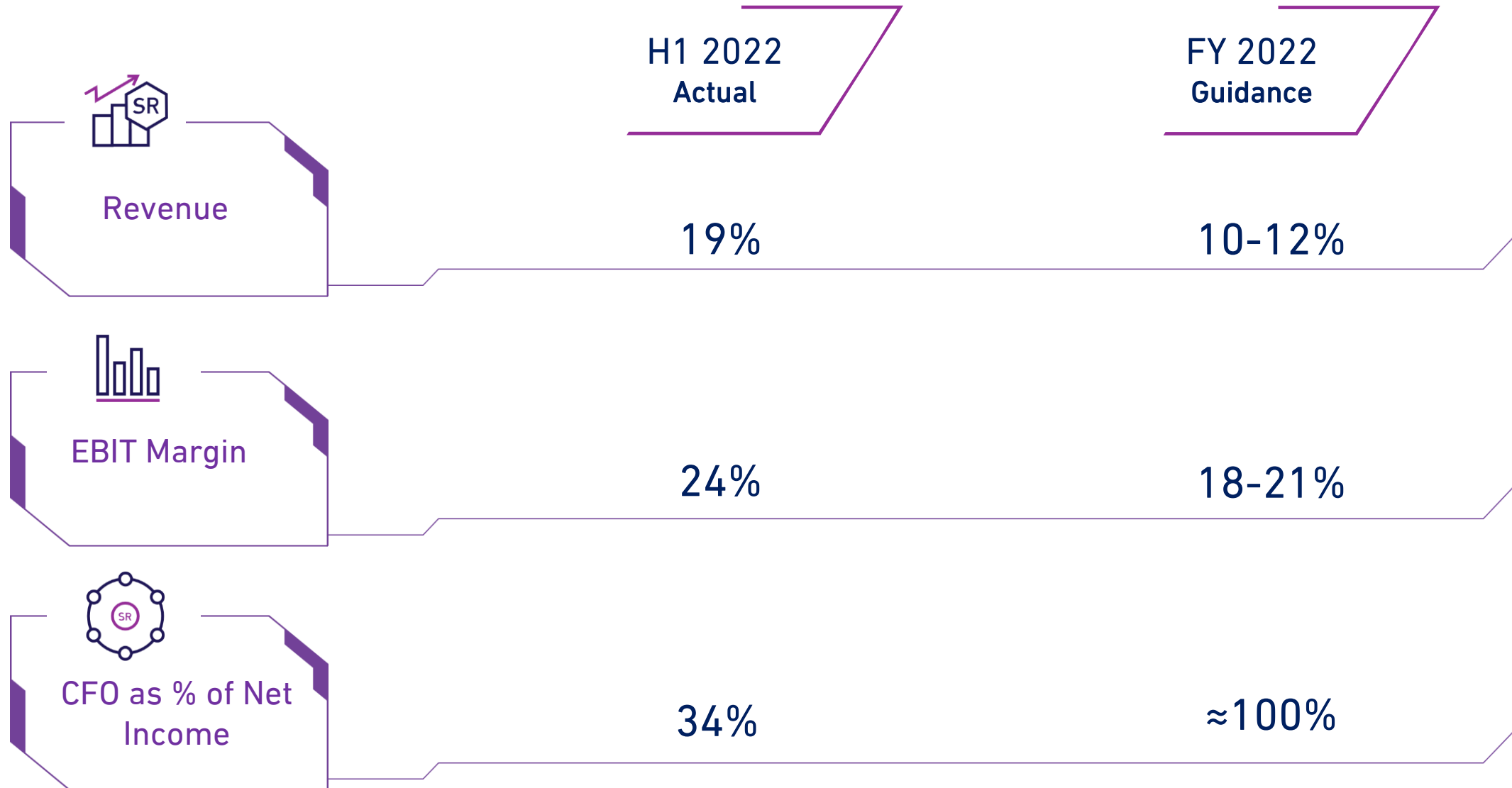
Cash Conversion Cycle
Number of Days



Key Highlights

- › Cash, Cash equivalent and short term investment position of SAR1.5bn (Dec-21: 1.9Bn), Decrease in Cash position as a result of purchase of treasury shares and dividends distribution.
- › Positive FCF of SAR 118Mn backed by positive cash generated from Operating Activities.

2022 Guidance



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Thank you,,