



H1 2025 Results Presentation

4 August 2025



With you Today



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Agenda

-  Key Highlights
-  M&A Update
-  Financial Performance
-  2025 Guidance



Key Highlights

Financial Highlights

| | Revenue | Gross Profit | EBIT | Net Profit |
|---|-----------------|-----------------|---------------|-----------------|
| H1 2025 | ₪ 4,122 million | ₪ 1,727 million | ₪ 985 million | ₪ 1,085 million |
| % Change from the Same Period Last Year | ▲ 21.0% | ▲ 27.3% | ▲ 23.4% | ▲ 30.7% |

Operational Highlights

Continuous expansion through added-value services of Elm products.



مقيم
Mugeem

زاول
Zawil

سلامة
Salamah

تم
Tamm

M&A - Thiqah Company

ثقة
THIQAH

Successfully operated multiple projects

طريق مكة
Makkah Route



الثقافة
The Cultural House



Social Cases
Surveying

AI solutions to enhance services and digital transformation with infrastructure agreements.

AI Internal Adoption

AI Infrastructure acquisition

Potential Partnership

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M&A Update | Thiqah Company



A leading company in KSA specializing in government digital transformation

Transaction Rationale

- Inorganic growth driven by direct access to new sectors and customers
- Complementing current products Journey for users
- Revenue share model mode similar to Elm

Cost Synergies

- Operations
- Sales and Distribution
- Shared Services

Revenue Synergies

- Up-Sell/Cross-Sell Bundling
- Access to larger customer base
- Indirect cost rationalization driven by revenue growth

Transaction Milestones

21 Jan 2025

Elm signed SPA with PIF to acquire 100% of Thiqah

21 April 2025

Transaction Completion

29 April 2025

Appointed new Board

1 May 2025

Financial Consolidation

M&A Update | Thiqah Company



Key Platforms Across Diverse Sectors

Products Safety & Logistics



SDR



GHAD



Halal



Saber



Notification Gate

Commerce



Sijilat



Company Contract

Justice & Prop Tech



Almwathiq



Real Estate Market



Nafith



Najiz Amal

Mobility & Industrial Tech



TAQYEEES



نظام منح الشهادات
Certificate Issuance System

Certificate of Origin

Key Subsidiary



AHAD

Key Clients & Partners



Ministry of Justice



Ministry of Industry and Mineral Resources



وزارة التجارة

Ministry of Commerce



Saudi Standards Metrology & Quality Organization



Saudi Food and Drug Authority



Saudi Halal Center

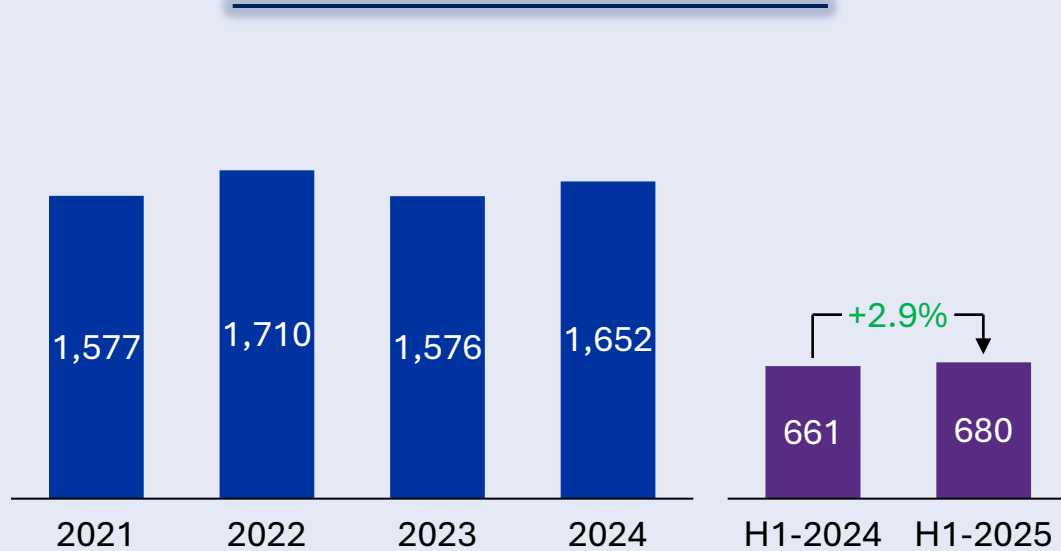
Thiqah has a diverse portfolio of products and platforms spanning multiple sectors, empowered by strategic partnerships with leading entities.

M&A Update | Thiqah Company

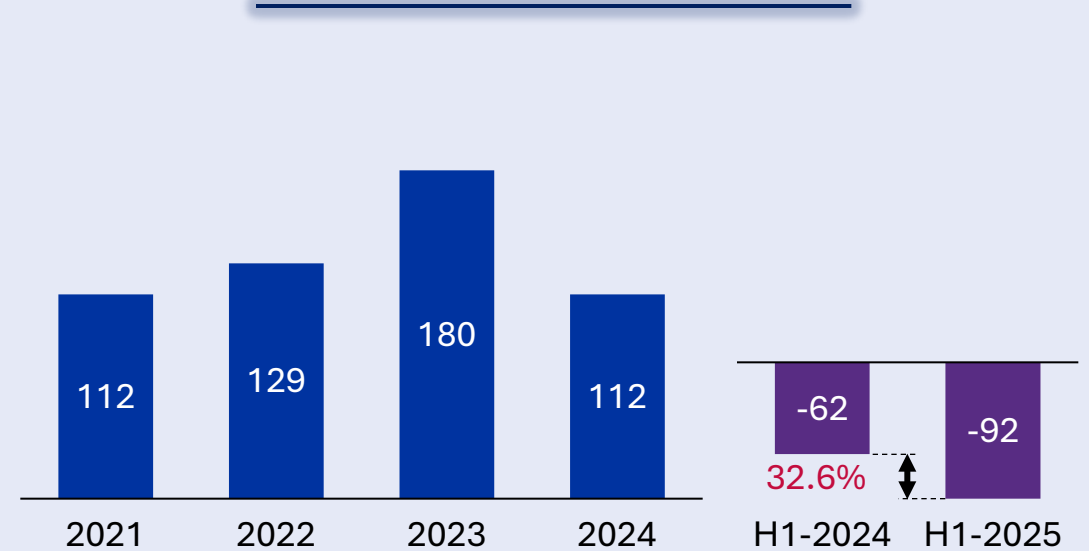


Financial Performance

Revenue (﷼ million)



Net Income (﷼ million)



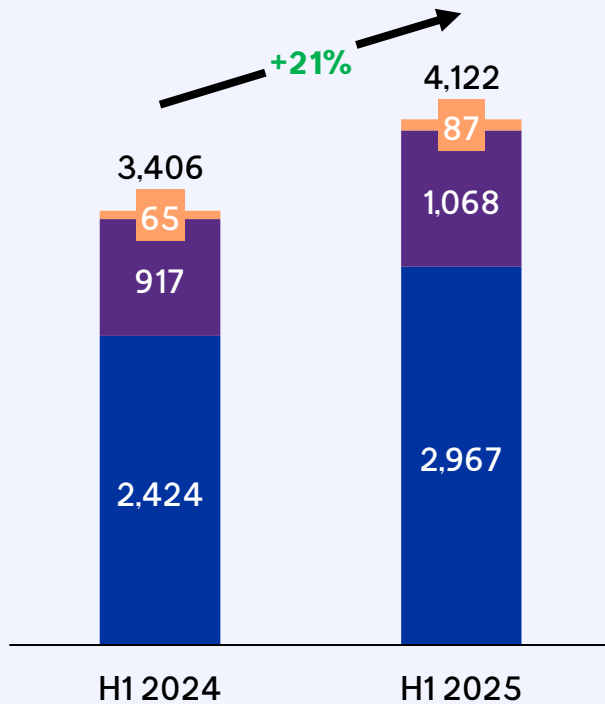
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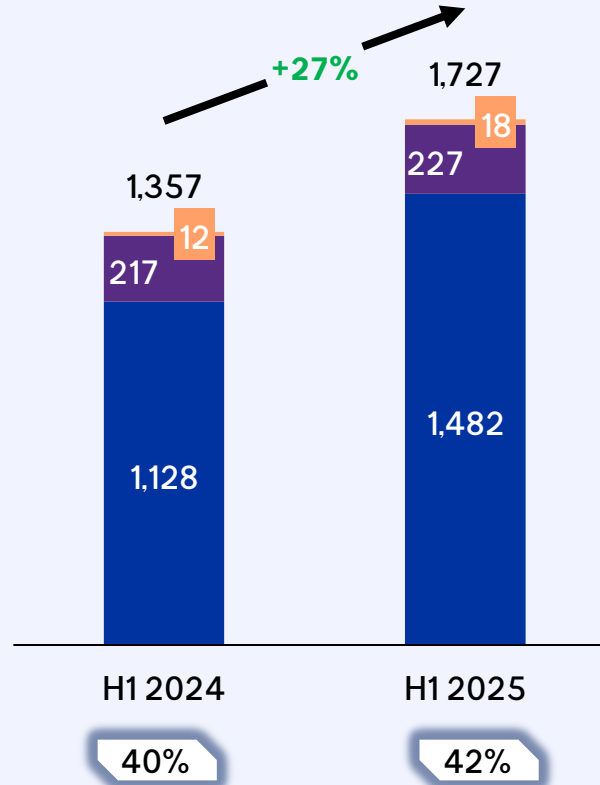


P&L Highlights (million)

Revenue by Business Segment



Gross Profit by Business Segment



Key Highlights

Revenue Growth

- Revenue grew across all segments with Digital business being the primary driver contributing 72% of the total revenue.
- Impact of Thiqah to the revenue is SR 236 million.

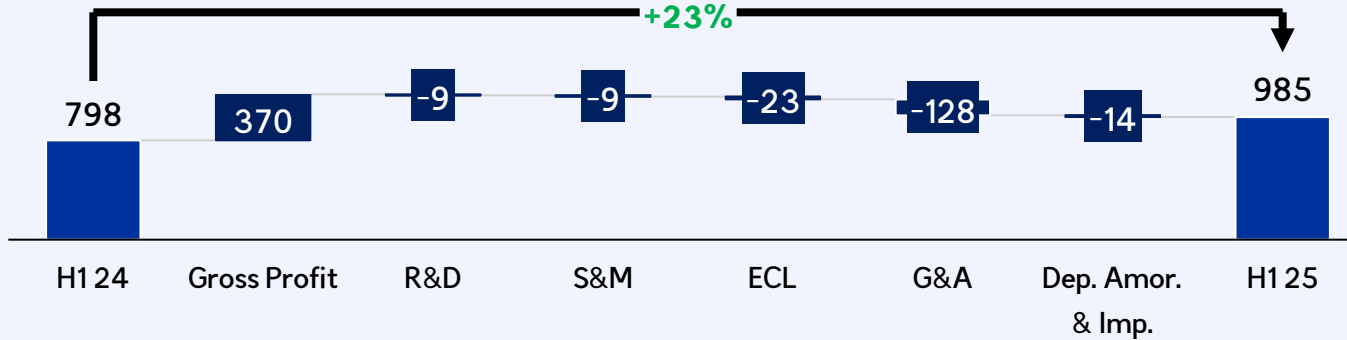
Gross Profit Expansion

- Increased profitability in Digital Business and Professional services segments positively impacted the overall Margin expansion.
- Thiqah contributed to an increase in gross profit of SR 99 million.

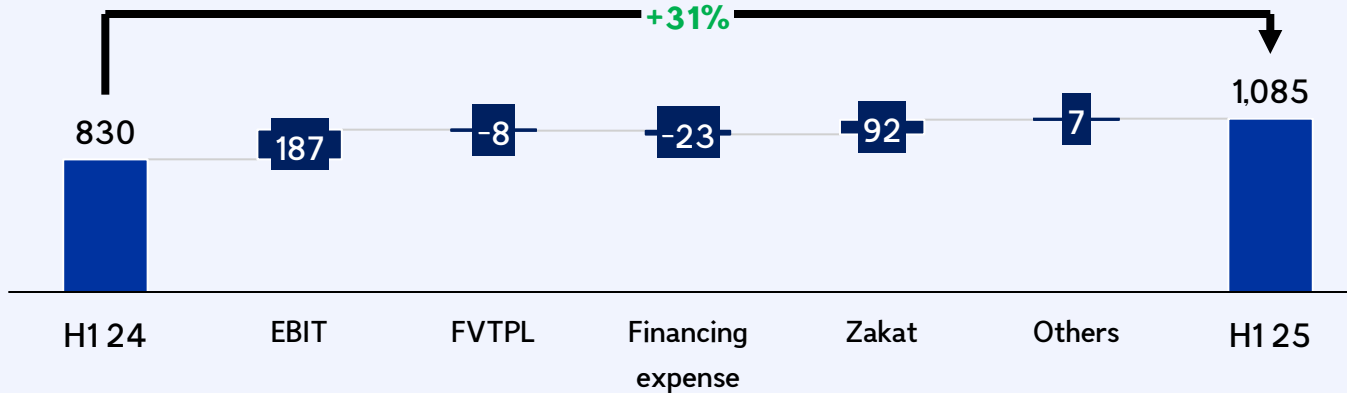
**GP of Comparative period have been adjusted due to reclassification.

P&L Highlights (million)

Operational Profit (EBIT)



Net Profit



Key Highlights

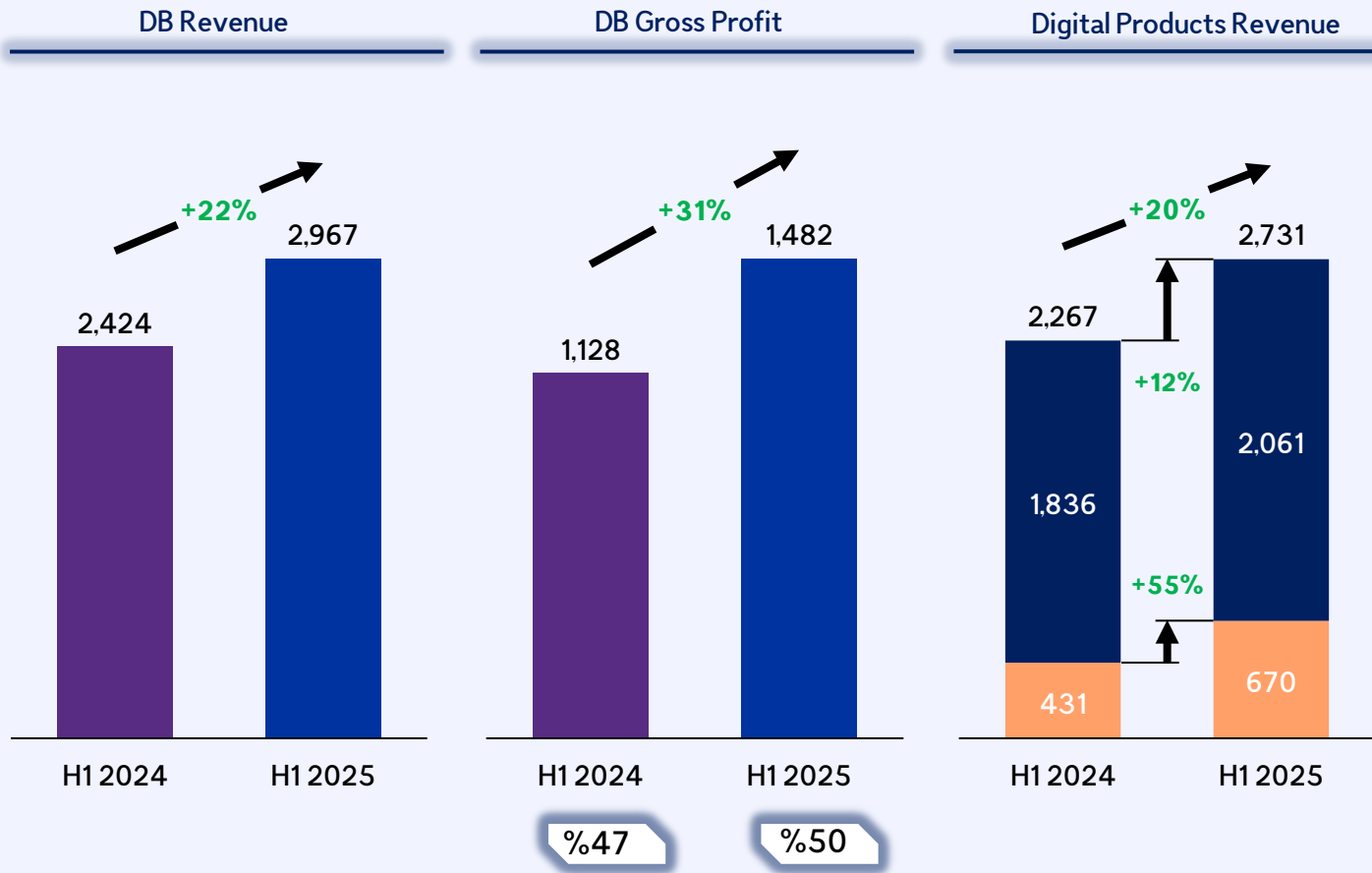
EBIT Remains Strong

- EBIT witnessed a healthy increase reaching a 24% margin despite increased operating expenses, primarily driven by improved gross profits.
- Thiqah contributed to a decrease of SR 5.9 million due to losses.

Strong Net Profit Growth

- Net profit saw a marked increase reaching a 26% margin, reflecting stronger EBIT performance and further aided by zakat reversal recorded during the period.
- The impact of Thiqah on the net profit is decrease of SR 4.3 million.

Digital Business (ﷲ million)



Key Highlights

Continuous Revenue growth

- The growth was attributed to growth in both Digital Products & Projects.
- The impact of Thiqah which contributed to growth of SR 111 million.

Profitability

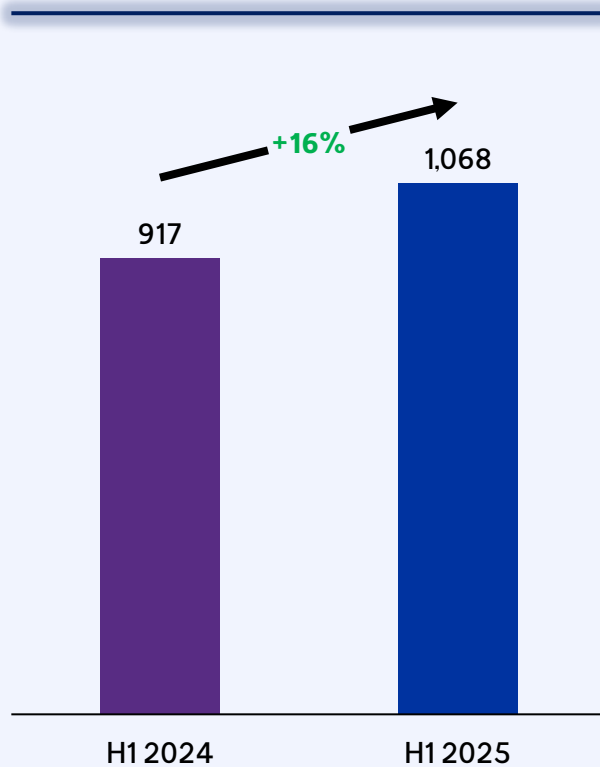
- Increased due to amendment to few agreements led to change in revenue recognition from Principal to Agent, and introduction of new services as well as Thiqah contribution.

Digital Products

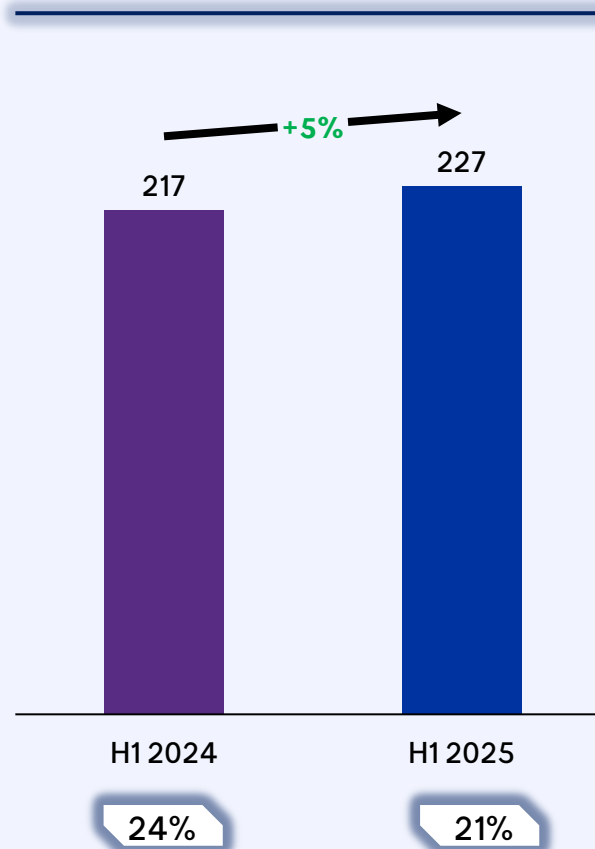
- Despite the changes from principal to agents in a few agreements, the Top 6 Products grew to reach SR 2,061 million.
- Other products increased which is attributed to increased transactions and nature of the products outputs and impact of Thiqah with a contribution of SR 111 million.

Business Process Outsourcing (ﷲ million)

BPO Revenue



BPO Gross Profit



Key Highlights

Revenue Growth

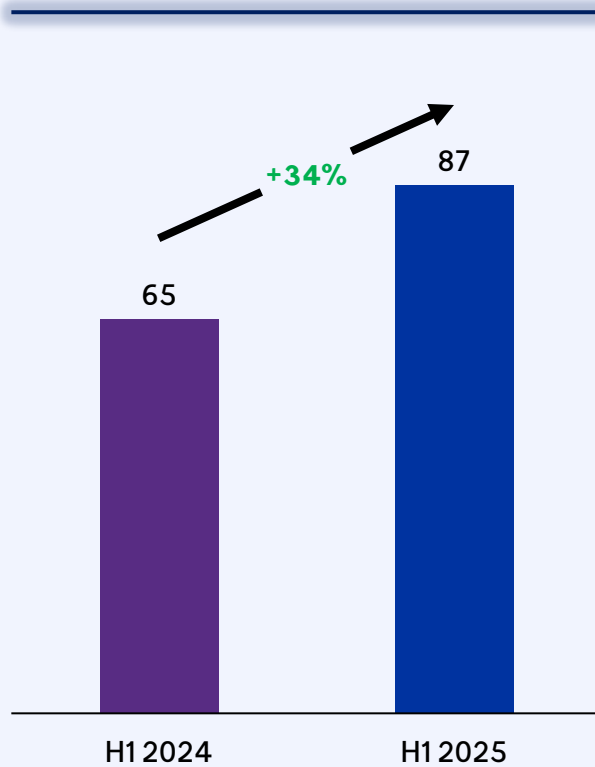
Driven by new projects expansion ,increased deliverables and the impact of Thiqah that contributed for about SR 125 million.

Gross Profit

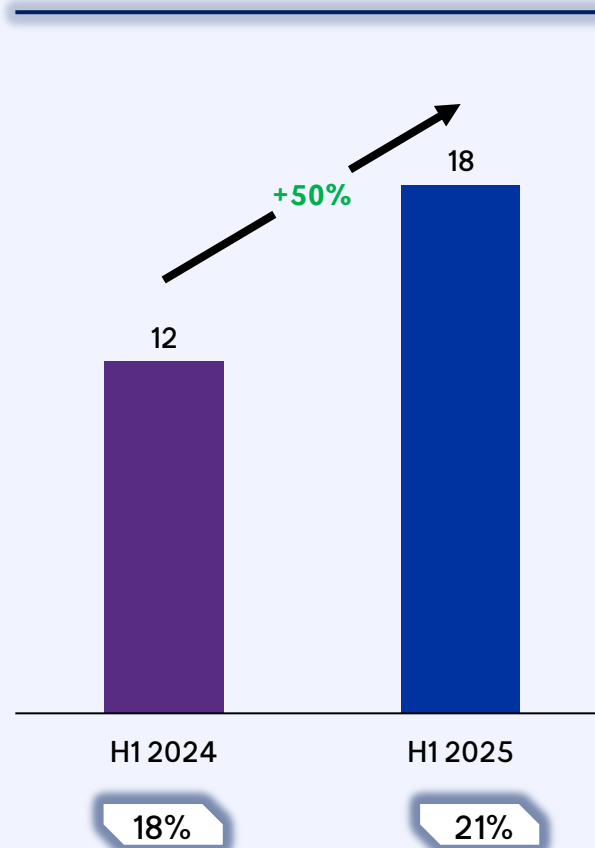
Grew along with the revenue with a decrease in margins due to nature of deliverables.

Professional Services (﷼ million)

PS Revenue



PS Gross Profit



Key Highlights

Revenue Growth

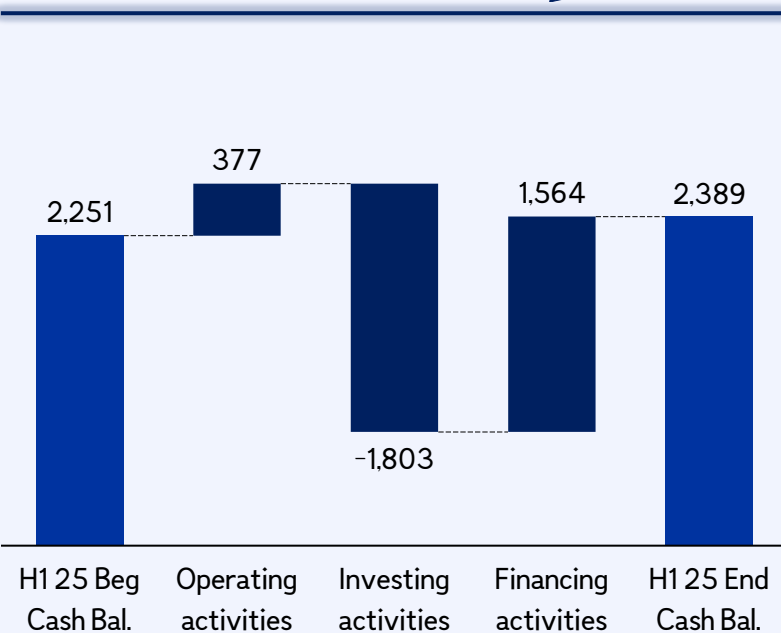
The increase is primarily attributable to new projects.

Gross Profit Growth

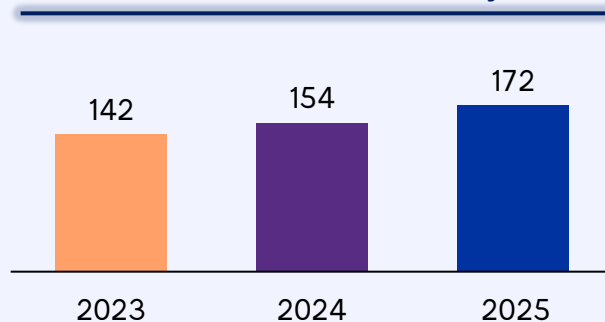
Gross profit and margin grew along with the revenue mainly due to the new high-margin projects.

Balance Sheet and Cash Flow Highlights (ﷲ million)

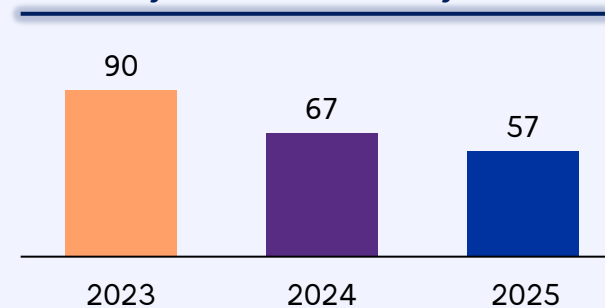
Cash Balance Movement (ﷲ millions)



Receivable (Number of Days)



Payable (Number of Days)



Key Highlights

Cash flow Impact

- CFO as a percentage of Net profit was 35%. This was attributable to negative net working capital movement primarily due to settlement of Income share balances.
- The changes in investing & financing activities is attributable to Thiqah acquisition, partially offset by decreased Murabaha deposit balances and dividend paid.

Financial Position




- DSO increased primarily from prolonged collection periods from both private & government receivables.

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2025 Guidance

| | 2025 Guidance* | H1 2025 Actual | Updated 2025 Guidance** |
|--|----------------|----------------|-------------------------|
|  Revenue Growth | 14% - 16% | 21% | 33%-35% |
|  Operational Profit Margin (EBIT %) | 21% - 23% | 24% | 22%-24% |
|  Cash Flow from Operating Activities as % of Net Income | 80% - 90% | 35% | Unchanged |

*2025 Guidance does not include the impact of Thiqah Acquisition

**Update 2025 Guidance reflect the guidance including Thiqah.



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Thank you

