

مجموعة تداول السعودية  
Saudi Tadawul Group

# Q2 2022 Financial Results Presentation

August 15, 2022





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# Agenda



Key Performance Highlights



Market Update



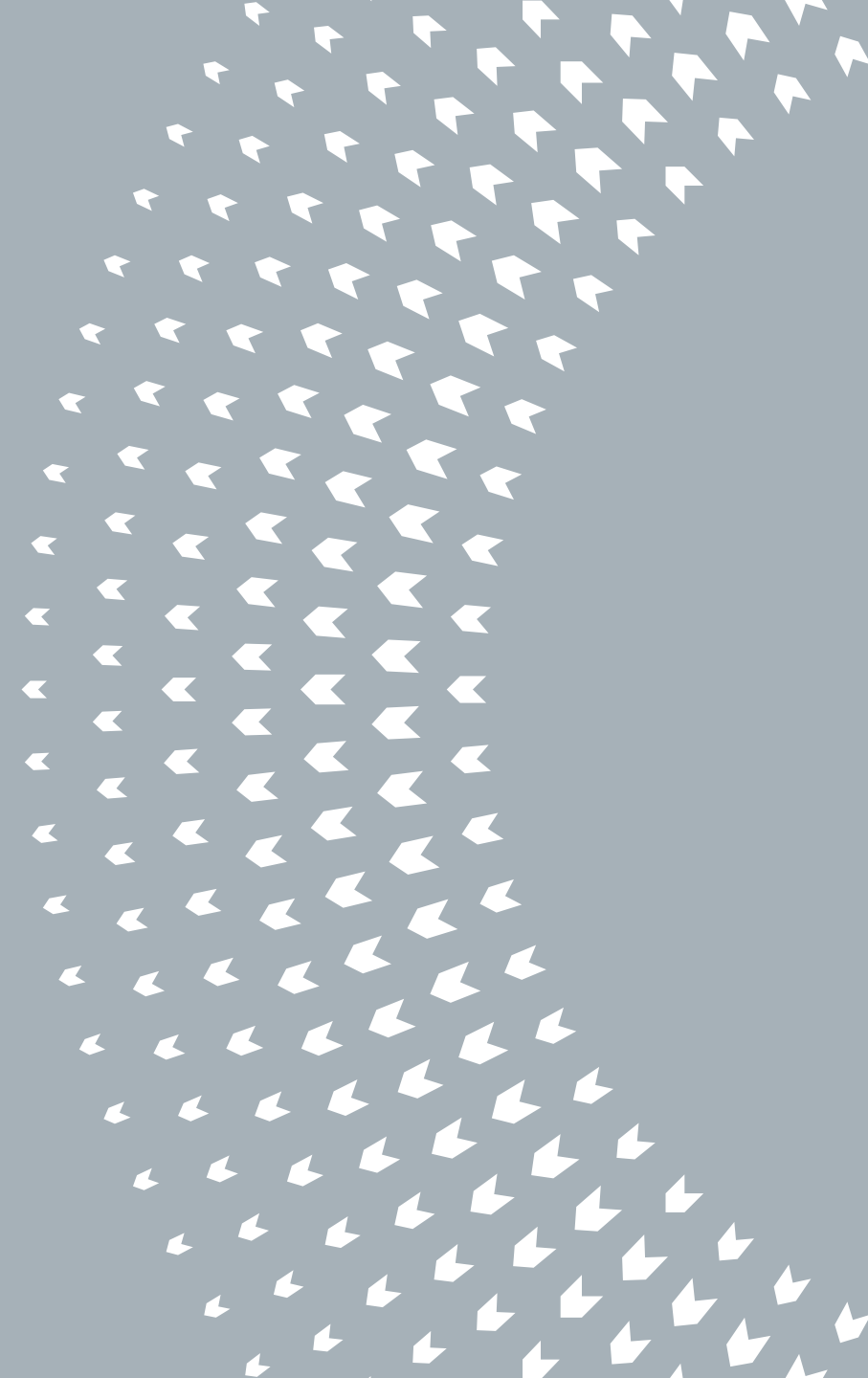
Financial Review



Q&A



Appendix



# Speakers



**Alhasan Ashram**

Group Chief Operations Officer

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**Shahrukh Qureshi**

Group Chief Financial Officer

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**Roland Bellegarde**

Group Chief Strategy Officer

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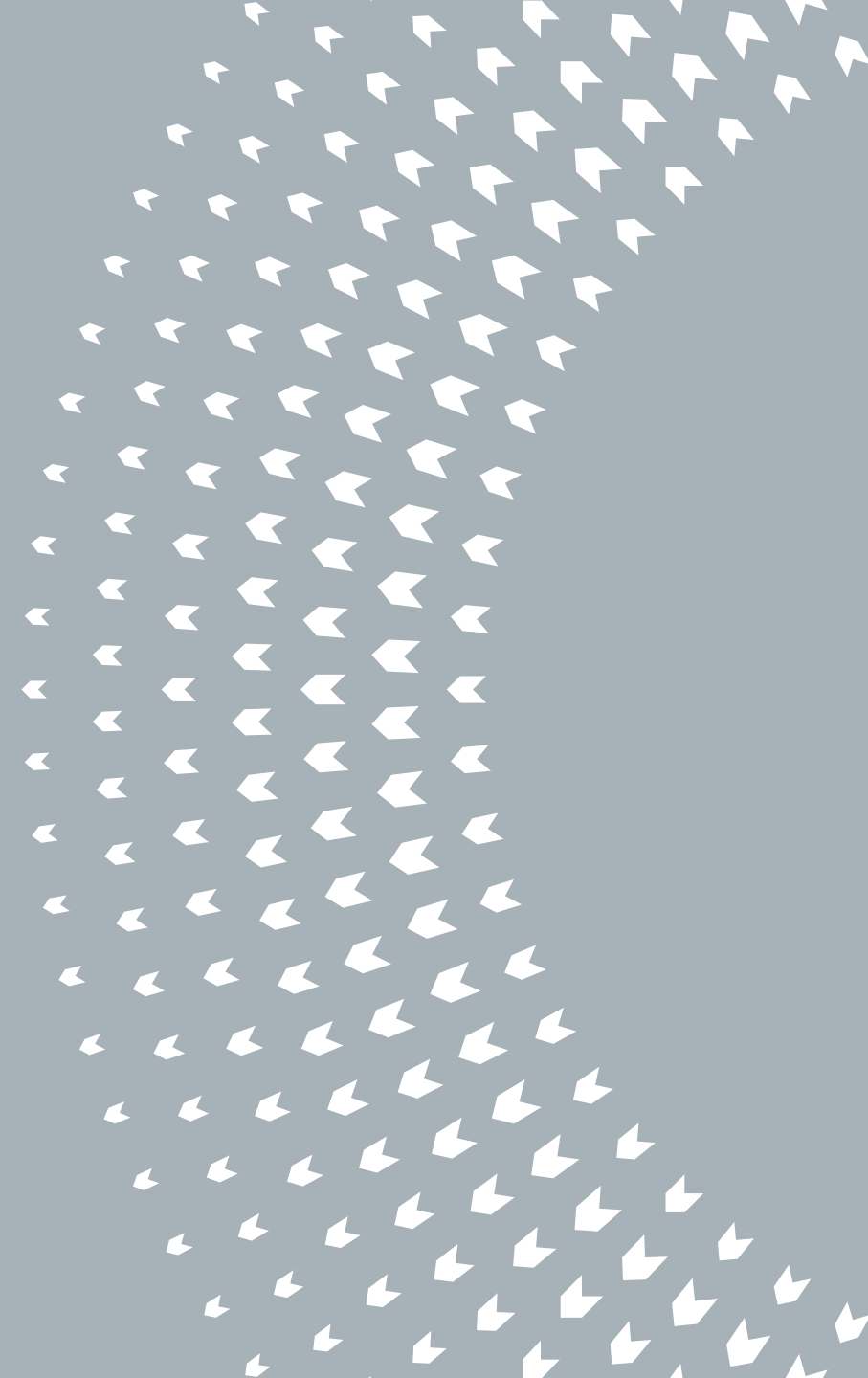
**Haitham Al Shathri**

Group Investor Relations Head

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# Key Performance Highlights







# Operational Highlights and Strategic Alignment

## Strategic Goals

### Growth & Diversification



- Establishment of a Shariah Advisory Committee as part of the Exchange's commitment to maintain the highest standards of governance over investment tools



- Muqassa is fully activated to clear all products traded in the Saudi Exchange, extending the clearing services for equities, Sukuk, bonds, and traded fund markets, which will further develop the capital market infrastructure and increase its operational efficiency

### Integrated & Connected



- Launch of Repurchase Agreement (REPO) Clearing Service, a form of short-term borrowing, available to General Clearing Members and investors to be settled by the Securities Depository Center Company



- Activation of the linkage with Euroclear, the Brussels based international central securities depository (ICSD), to provide international investors with access to the local sukuk and bond market

### Capable & Agile



- Listing Rules amended including amending provisions related to the mechanism of transition from Nomu- Parallel Market to the Main Market



- Second phase of WAMID co-location service now open. This service targets both trading and non-trading customers, enabling them to reduce their latency as well as architecture complexity by utilizing high density cabinets.

# 1H 2022 Key and Financial Highlights

## Market Capitalization (Main Market & Nomu)

**11.5**

(SAR Trillion)

**\$3.0**

(USD Trillion)

**17.9%** ▲

Y-o-Y vs SAR 9.7 trn

## ADTV (Main Market & Nomu)

**8.4**

(SAR Billion)

**\$2.2**

(USD Billion)

**21.5%** ▼

Y-o-Y vs SAR 10.7 bn

## Listed Entities (Main Market & Nomu)

**246**

(Entities)

**17.1%** ▲

Y-o-Y vs 210

## Operating Revenues

**592.1**

(SAR Million)

**\$157.9**

(USD Million)

**8.3%** ▼

Y-o-Y vs SAR 645.9m

## EBITDA

**321.5**

(SAR Million)

**\$85.7**

(USD Million)

**19.7%** ▼

Y-o-Y vs SAR 400.4m

## Investment Income

**24.3**

(SAR Million)

**\$6.5**

(USD Million)

**41.4%** ▲

Y-o-Y vs SAR 17.2m

## Net Income After Zakat

**278.3**

(SAR Million)

**\$74.2**

(USD Million)

**23.1%** ▼

Y-o-Y vs SAR 362.0m

## Free Cash Flow

**313.0**

(SAR Million)

**\$83.5**

(USD Million)

**14.0%** ▼

Y-o-Y vs SAR 364.0m

## EPS

**2.32**

(SAR)

**\$0.62**

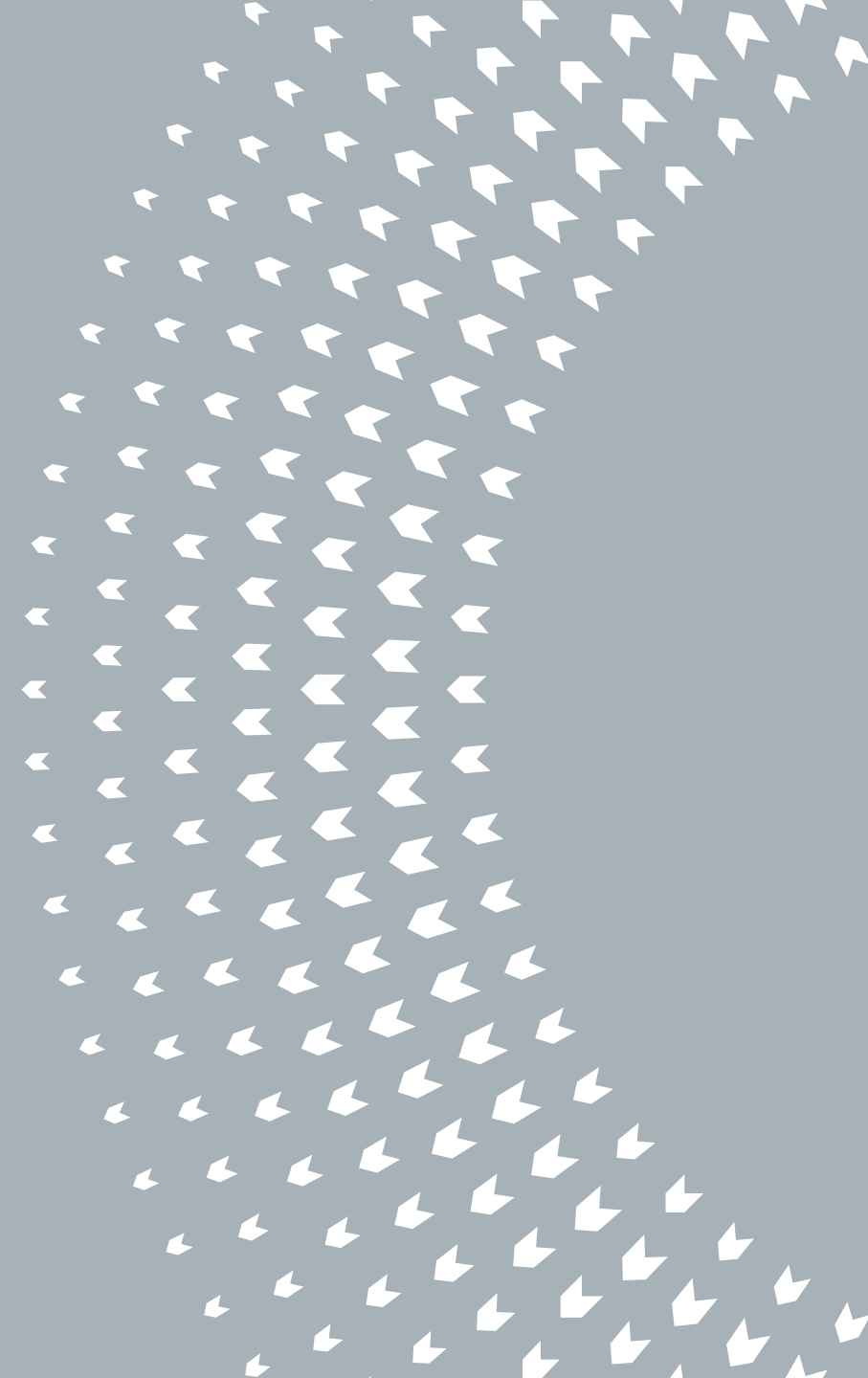
(USD)

**23.1%** ▼

Y-o-Y vs SAR 3.02



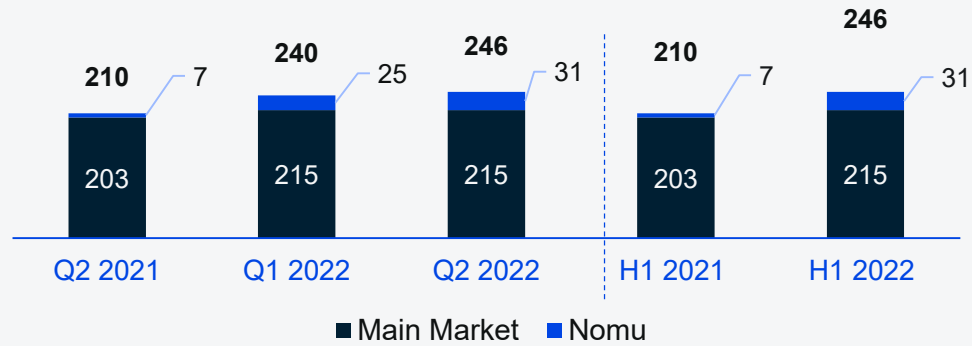
# Market Update



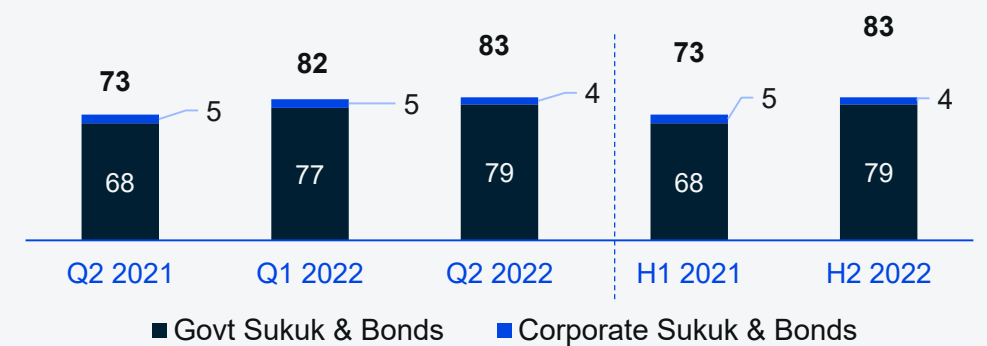


# Strong Listing Momentum Continues

## Number of Listed companies on Main Market & Nomu

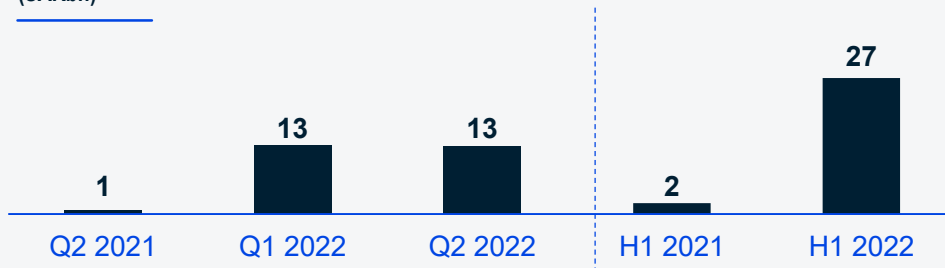


## Number of Listed Bond & Sukuk Securities

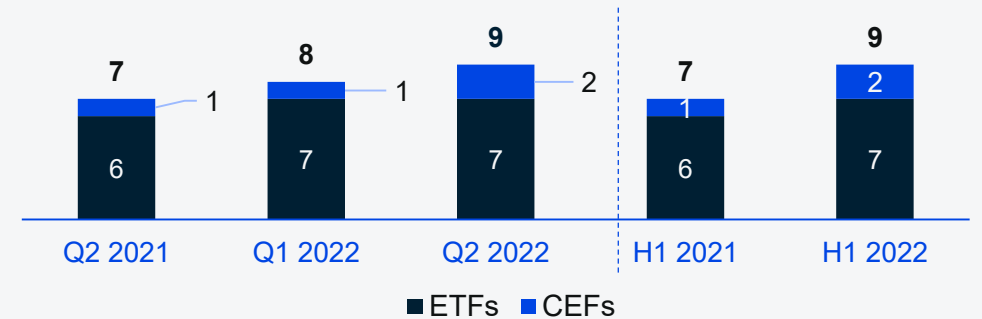


## Equity Capital Raised<sup>(1)</sup>

(SARbn)



## Number of ETFs and CEFs

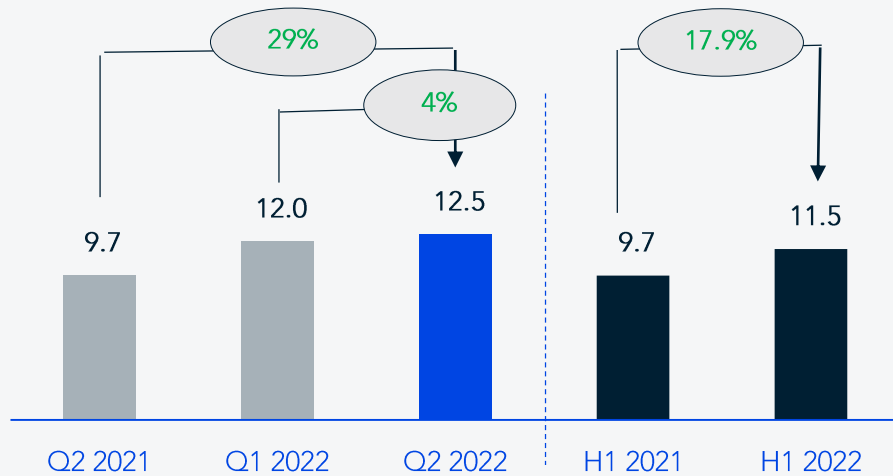


(1) Capital raised through IPOs, right issues and secondary offering

# Stock Market Performance Lifts Valuations, Trading Improves Sequentially

## Market Capitalization (Main Market + Nomu)

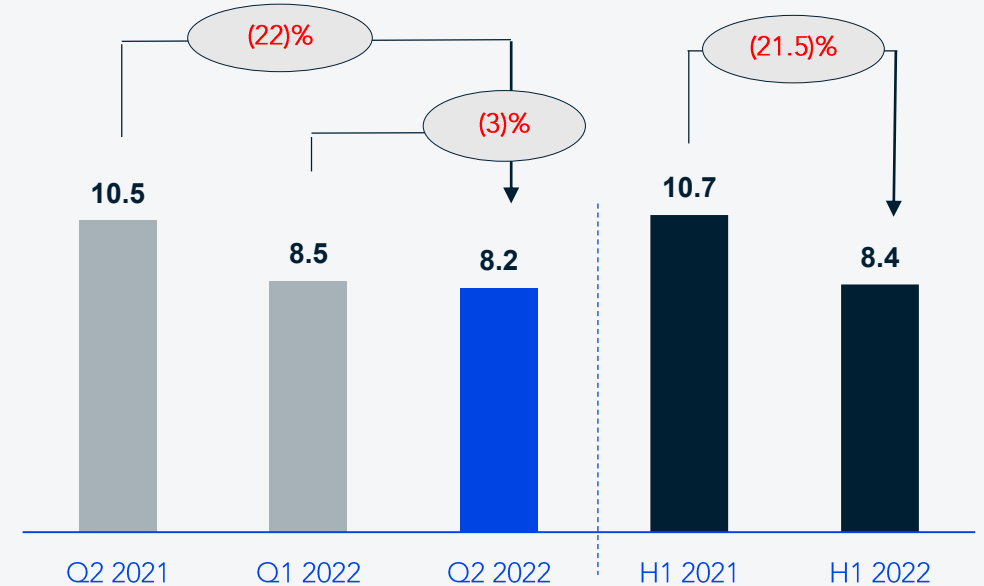
(SAR trillion)



- Market capitalization for both the Main Market and Nomu, combined, increased 29% YoY and 4% QoQ.
- Positive IPO traction and market sentiment as we emerge out of the Covid-19 pandemic.

## ADTV (Main Market + Nomu)

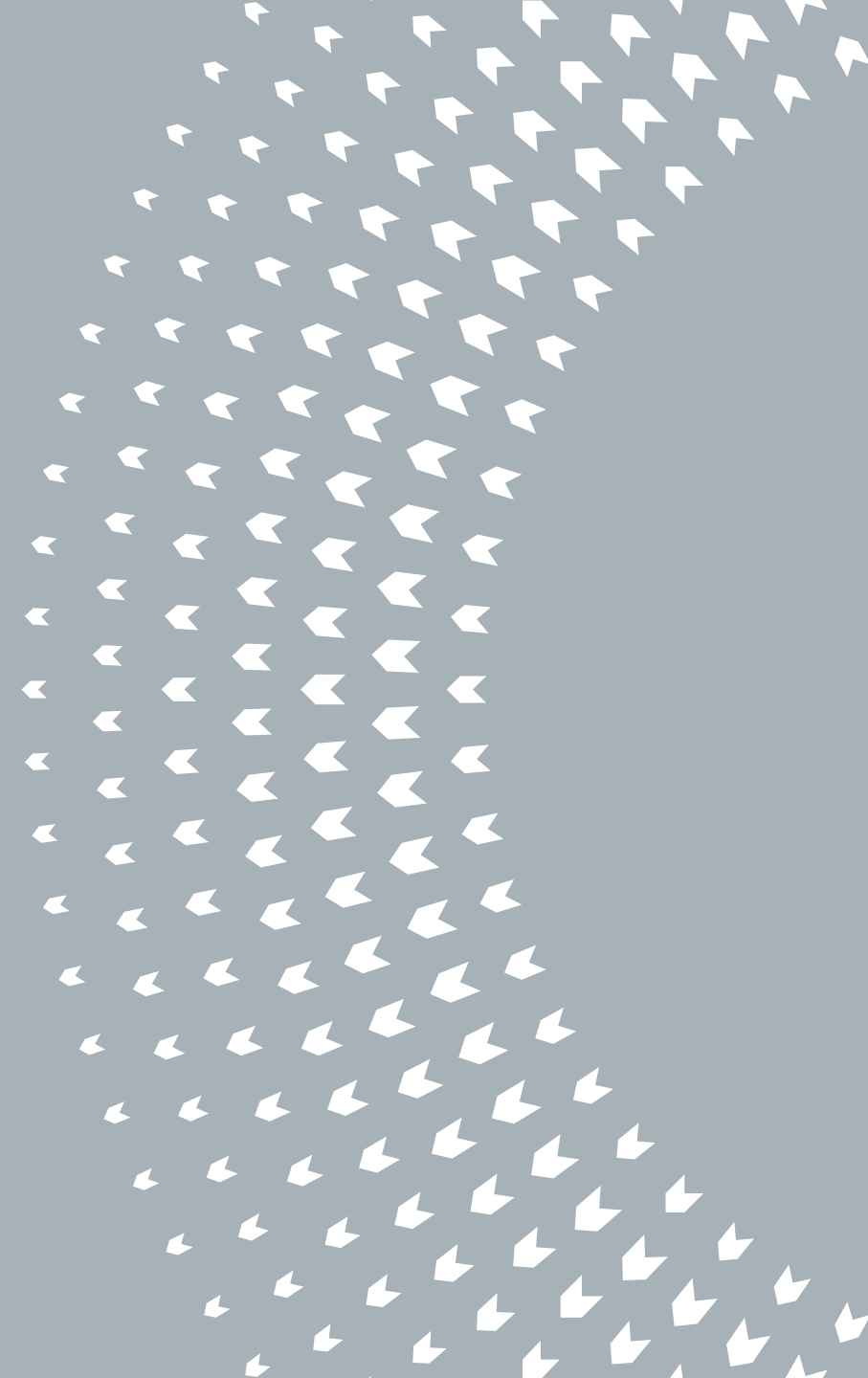
(SAR billion)



- Daily average traded values decreased from YoY an exceptionally strong quarter a year ago and decreased 3% QoQ.



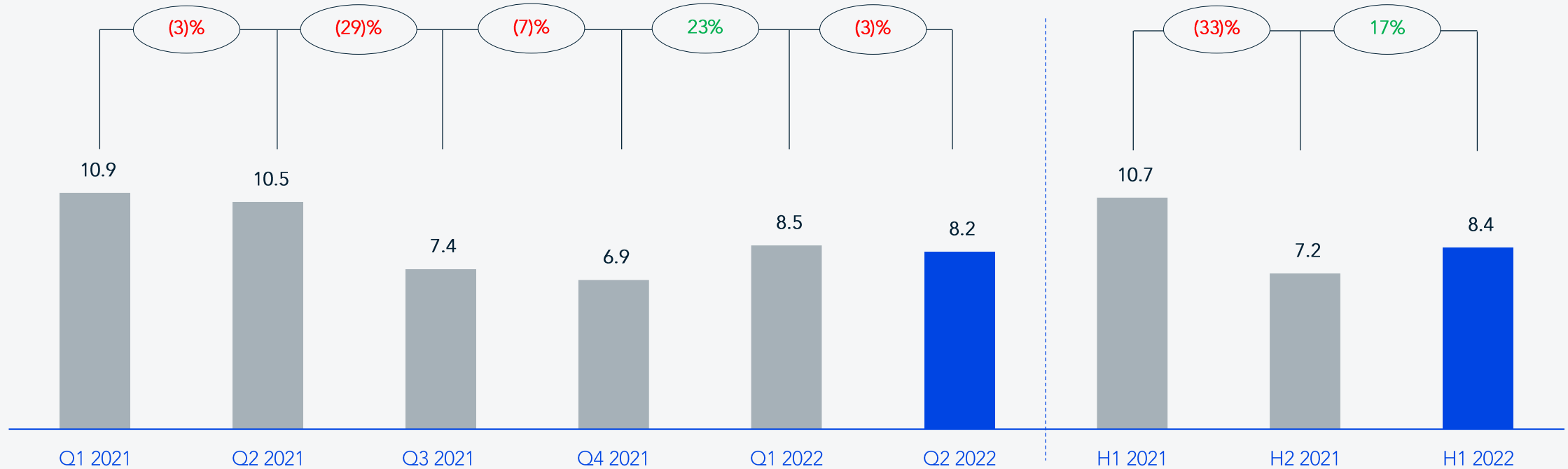
# Financial Review





# Average Daily Trading Value (Main Market "TASI")

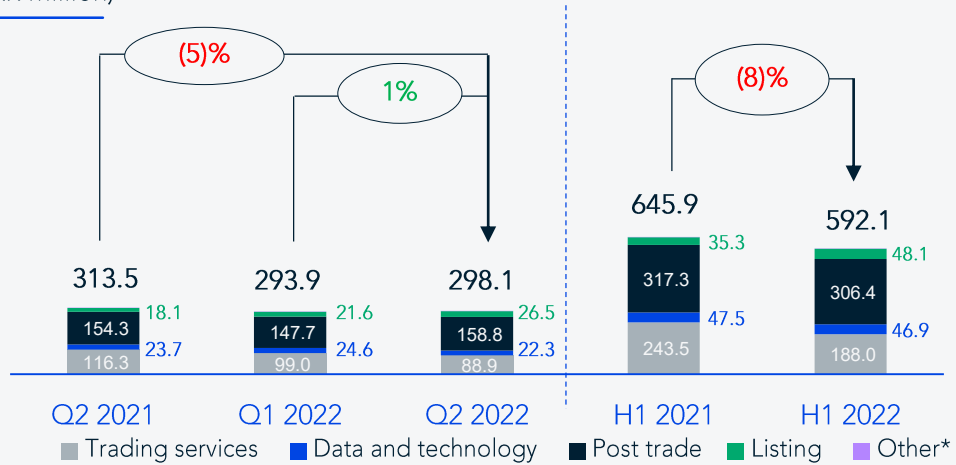
(SAR billion)



# Operating Revenues Normalize from High Base

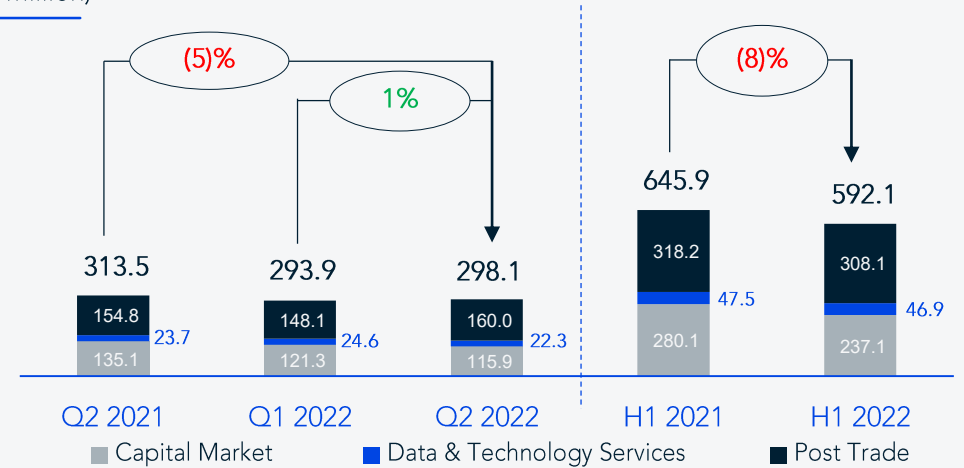
## Operating Revenue

(SAR million)



## Segmental Revenue

(SAR million)



### Vs. Q2 2021:

- Despite the additional SR 19.8m revenue associated with the new fees structure of post trade services and the increase in listing and registry revenue, softer trading environment reduces revenue by 5% YoY to SAR 298.1 million.
- Approximately 34% of operating revenue was non-trading driven vs 26% a year ago on the back of lower ADTV and higher listing and registry revenue driven by the increase in the number and size of listings.

### Vs. Q1 2022:

- An additional SR 19.8m revenue associated with the new fees structure of post trade services and an increase in listing and registry revenue, mitigated by softer trading environment increased revenue by 1% to SAR 298.1 million.
- Approximately 34% of operating revenue was non-trading driven vs 33% last quarter on the back of higher listing and registry revenue driven by the increase in the number and size of listings.

\* Includes derivatives and membership fees

### Vs. Q2 2021:

- Capital Markets revenue decreased 14% YoY owing to lower trading revenue, partially offset by an increase in listing revenue.
- Data & Technology revenue decreased 6% YoY driven mainly by lower revenue from Market Information services.
- Post-Trade revenue increased 3% YoY on the back of the new fees structure of post trade services (Clearing, Settlement and Safekeeping) mitigated by the normalization of trading values which contracted by 21.6%

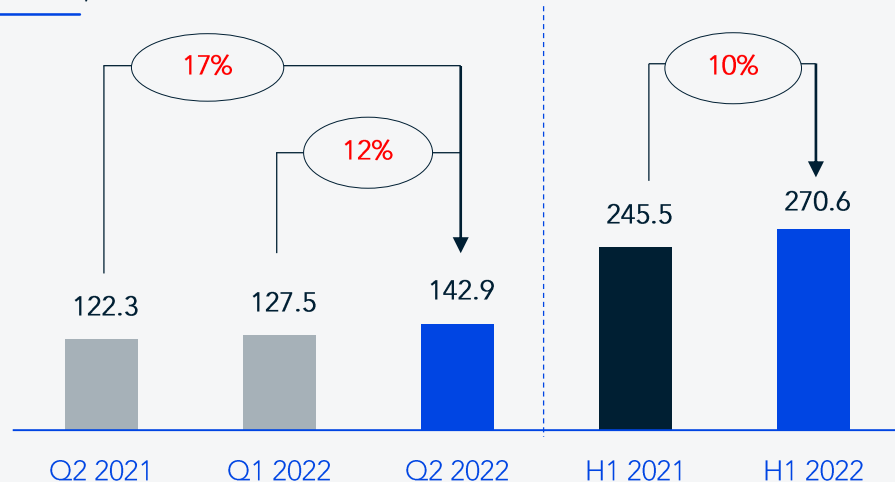
### Vs. Q1 2022:

- Capital Markets revenue decreased 4% QoQ owing to lower trading revenue, partially offset by an increase in listing revenue.
- Data & Technology revenue decreased 10% QoQ driven mainly by lower revenue from Market Information services.
- Post-Trade revenue increased 8% QoQ on the back of the new fees structure of post trade services (Clearing, Settlement and Safekeeping) mitigated by the normalization of trading values which contracted by 2.7%.

# EBITDA at SAR 321.5m with margin of 54% in H1 2022 and 155.3m with margin of 52% in Q2 2022

## Operating Expenditures excl. D&A

(SAR million)



### Vs. Q2 2021:

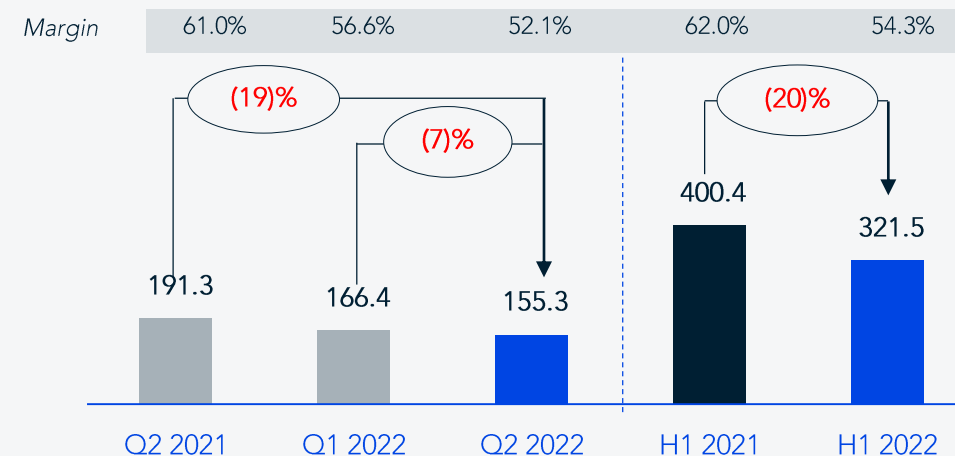
- Operating expenditures, excluding depreciation & amortization, increased 17% YoY to SAR 142.9 million.
- Salaries and related benefits, the largest cost item, increased 18% YoY reaching SAR 79.9 million.
- CMA Annual Fees increased 58% YoY reaching SAR 28.5 million driven by lower fees deduction for co-funding program.

### Vs. Q1 2022:

- Operating expenditures, excluding depreciation & amortization, increased 12% QoQ to SAR 142.9 million.
- Salaries and related benefits, the largest cost item, increased 21% QoQ reaching SAR 79.9 million.

## EBITDA

(SAR million)



### Vs. Q2 2021:

- EBITDA decreased 19% to SAR 155.3 million owing to the decrease in the Group's operating revenue against growth in the Group's operating expenditures.
- EBITDA margin reached 52%, down from 61% a year earlier.

### Vs. Q1 2022:

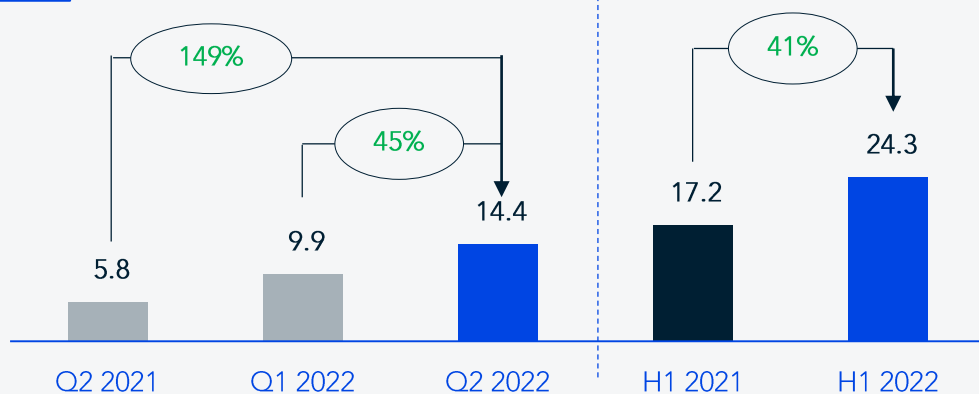
- EBITDA decreased 7% to SAR 155.3 million owing to the increase in the Group's operating expenditures.
- EBITDA margin reached 52%, down from 57% last quarter.



# Investment Income increased by 149% YoY attributed to enhancement on MM yields

## Investment Income

(SAR million)



### Vs. Q2 2021:

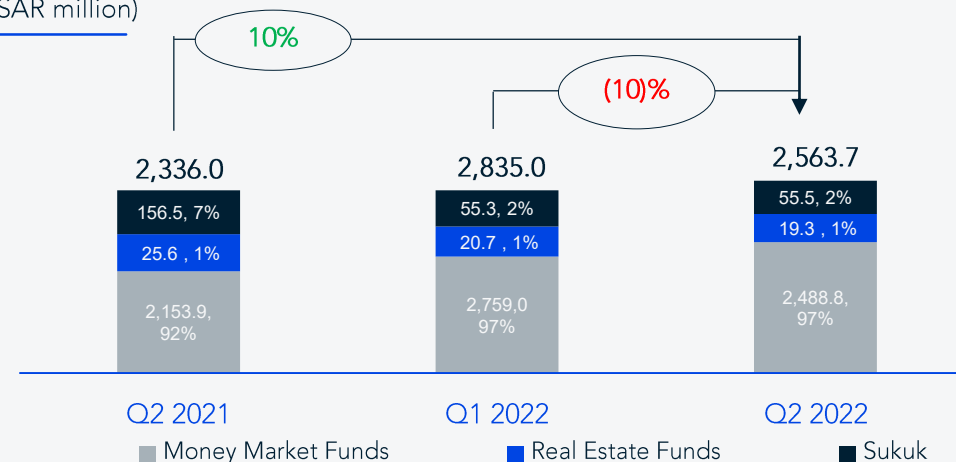
- Investment income increased by 149% YoY to SAR 14.4 million attributed to enhancement in money market yields levels while the interest rate environment is witnessing interest rate hikes and interest on Cash collateral received from managing clearing members that became a part of investment income starting from April 2022. In addition, Real Estate loss provision of 4.5M was recorded in Q2 2021 and utilized in Q2 2022.
- Annualized return % increased and reached 2.2% in Q2 2022 (vs Q2 2021 1.4%) due to enhancement in money market yield levels during the period.

### Vs. Q1 2022:

- Even though investment portfolio size was higher in Q1 2021, Investment income increased by 45% QoQ to SAR 14.4 million due to the latest interest rate hikes from SAMA which positively contributed to the performance as the portfolio is 97% concentrated in money market funds, in addition to the recent interest received on Cash collateral as well.
- Annualized return on investment portfolio increased reached 2.2% in Q2 2022 (vs Q2 2021 1.5%) due to continuous enhancement in interest rate environment, market yield levels during Q2 2022.

## Investment Portfolio Structure

(SAR million)

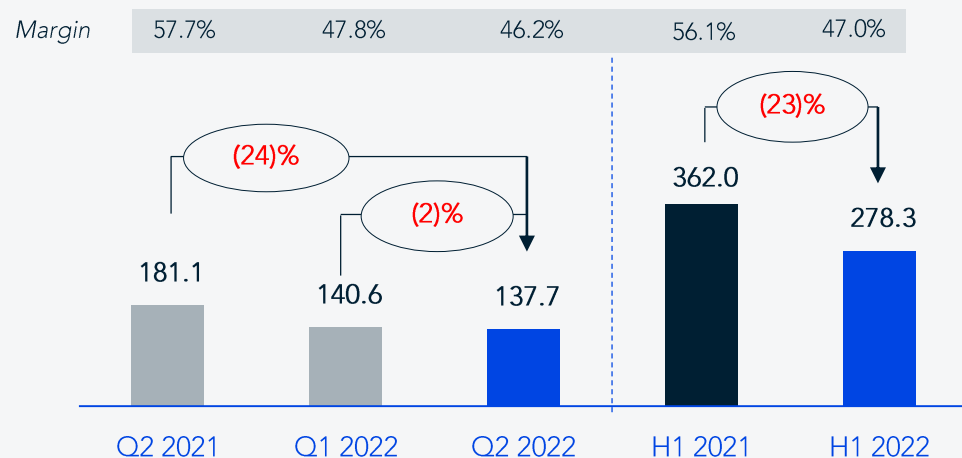


- Investment portfolio size increased 10% YoY to SAR 2,563.2 million in Q2 2022 (vs Q2 2021 SAR 2,339) due to active working capital management and excess cash timely deployment of investment.
- Investment portfolio size decreased 10% QoQ to SAR 2,563.2 million in Q2 2022 (vs Q2 2022 SAR 2,839.2) due to dividend distribution to shareholders that took place in May 2022.
- 97.1% of investment portfolio was allocated to liquid money market funds.
- "Current" investments constituted 97.8% of total investments.
- Cash collateral received from clearing participants is being held in a separate interest-bearing account at SAMA.

# Net Income After Zakat Reaches SAR 137.7 million

## Net Profit After Zakat

(SAR million)



### Vs. Q2 2021:

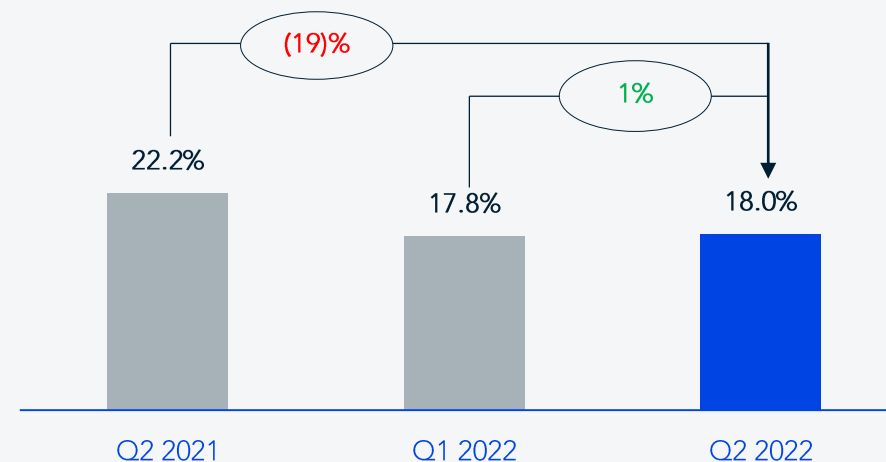
- Net profit decreased 24% to SAR 137.7 million from SAR 181.1 million a year earlier.
- This is predominantly explained by the decrease in the Group's operating revenue against growth in the Group's operating expenditures.

### Vs. Q1 2022:

- Net profit decreased 2% to SAR 137.7 million from SAR 140.6 million last quarter.
- This is predominantly explained by the increase in the Group's operating expenditures.

## Return on Average Equity

(Annualized %)



### Vs. Q2 2021:

- Annualized ROE decreased to 18.0% compared to 22.2% a year earlier.
- This is mainly explained by lower net income after zakat mainly driven by the decrease in the Group's operating revenue against growth in the Group's operating expenditures.

### Vs. Q1 2022:

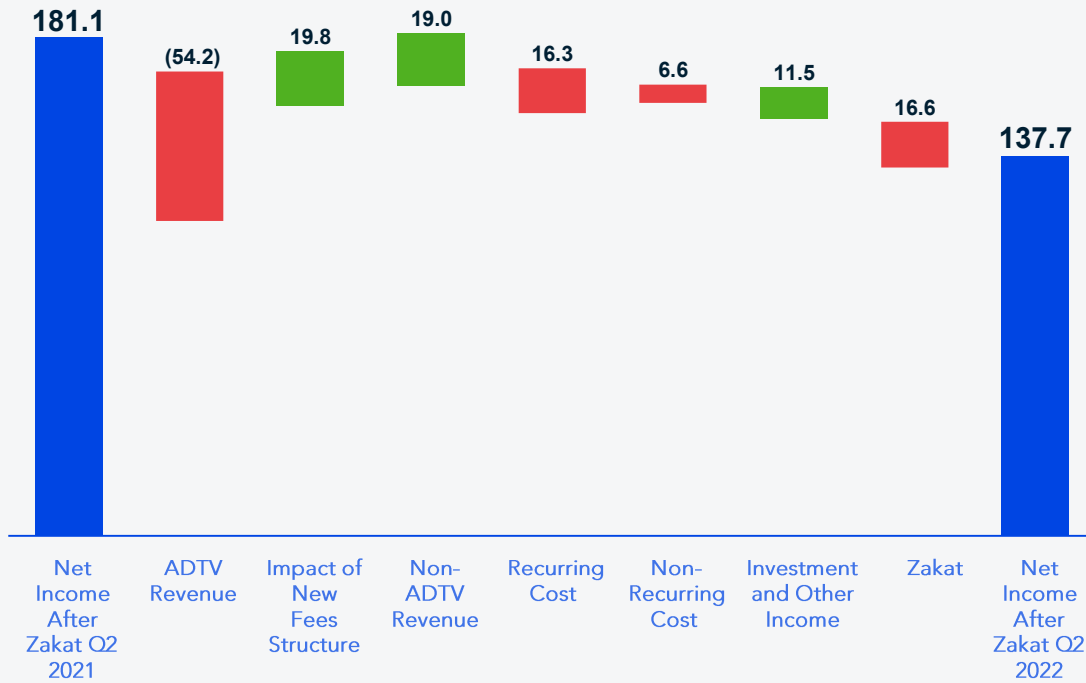
- Annualized ROE increased to 18.0% compared to 17.8% last quarter.
- This is mainly explained by lower equity as a result of dividend distribution in Q2 2022.



# Net Income After Zakat Movement

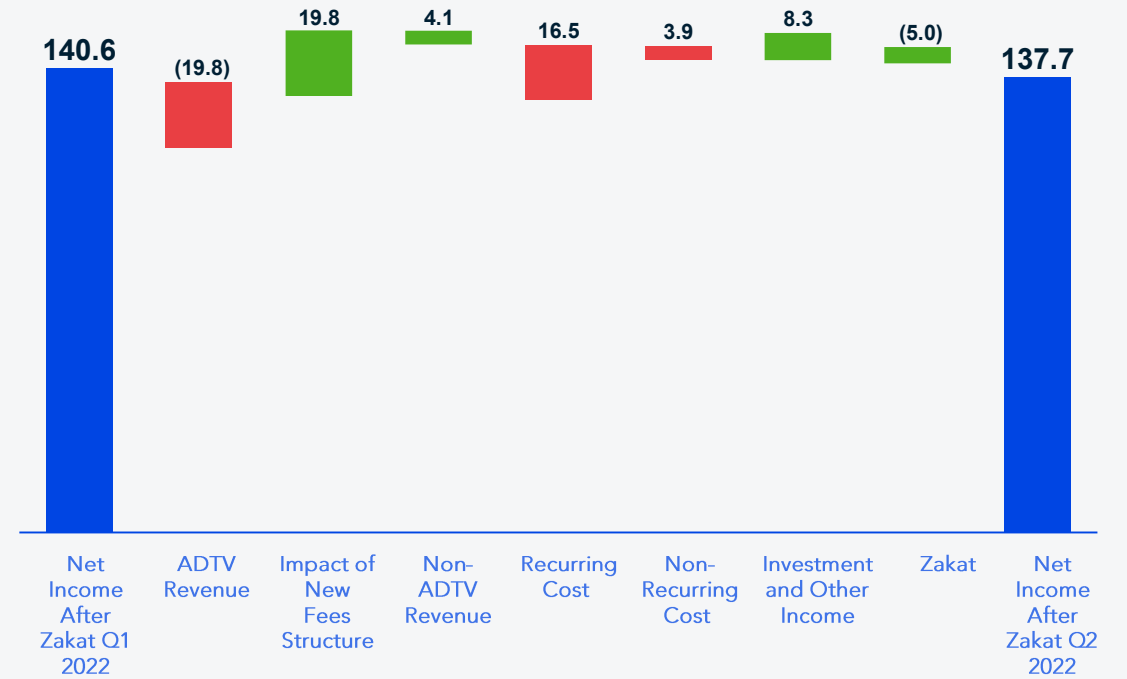
## Q2 2022 Vs. Q2 2021

(SAR million)



## Q2 2022 Vs. Q1 2022

(SAR million)

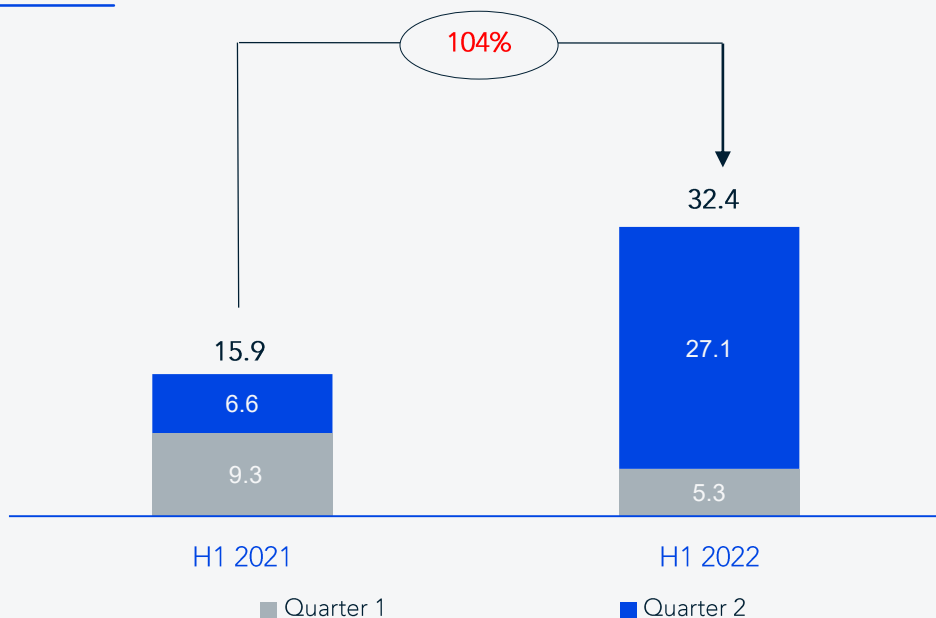


■ Decrease  
■ Increase

# Capital Deployed

## Capital Expenditure

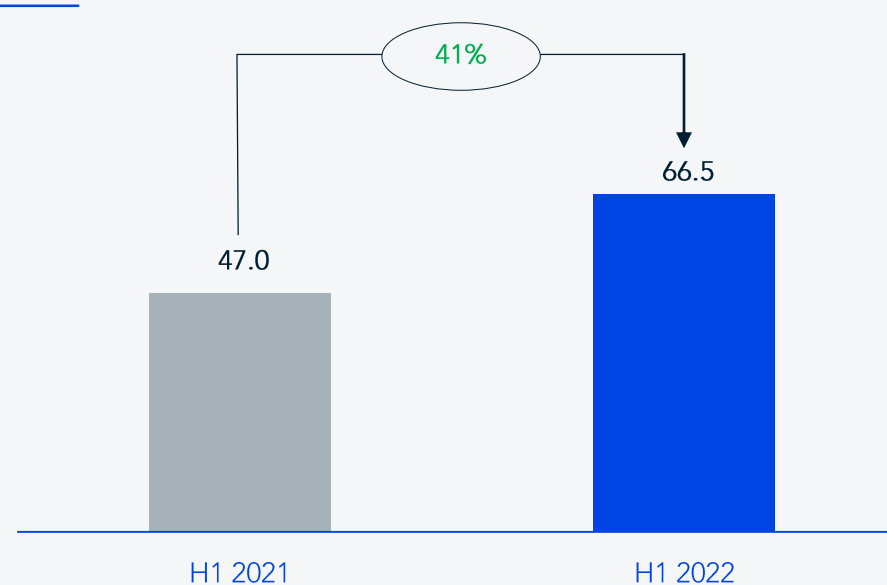
(SAR million)



- Capital expenditure increased 104% YoY to SAR 32.4 million in Q2 2022.
- The increase is mainly attributable to PTPP phase 1 related capital expenditure deployed.

## Change in Net Working Capital

(SAR million)

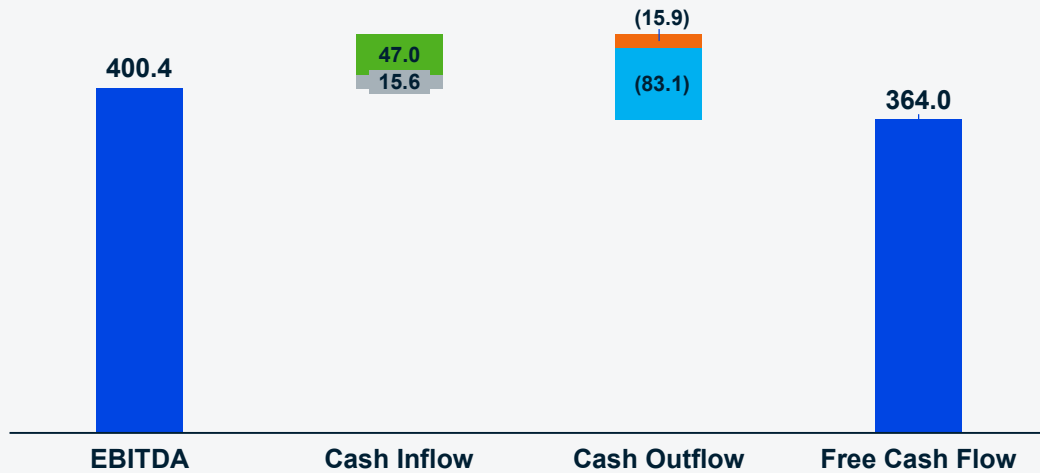


- Change in Net Working Capital increased 41% to SAR 66.5 million compared to SAR 47.0 million a year earlier.
- This is mainly attributable to the higher current liability driven by the increase in the balance due to CMA, account payable and deferred revenue.

# Strong Cash flow Conversion Exceeding 97%

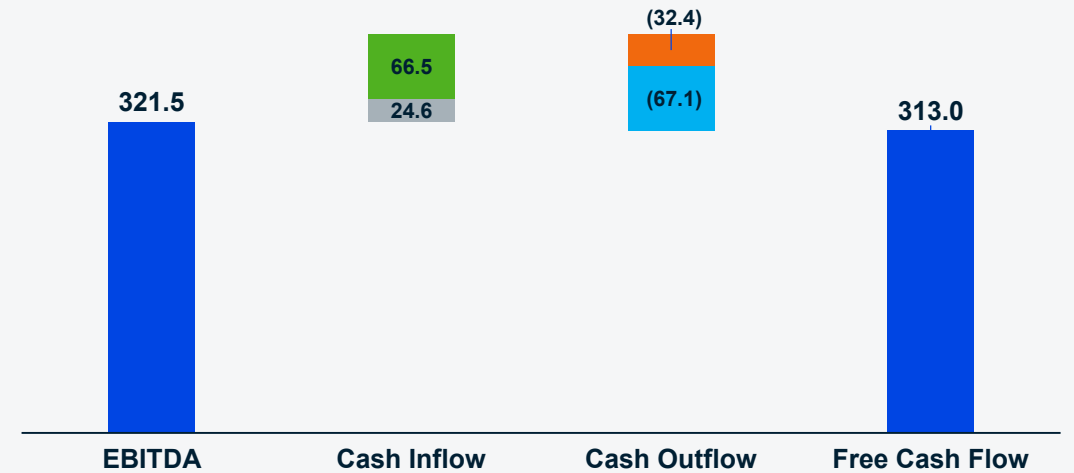
## Free Cash Flow Waterfall – 1H 2021

(SAR million)



## Free Cash Flow Waterfall – 1H 2022

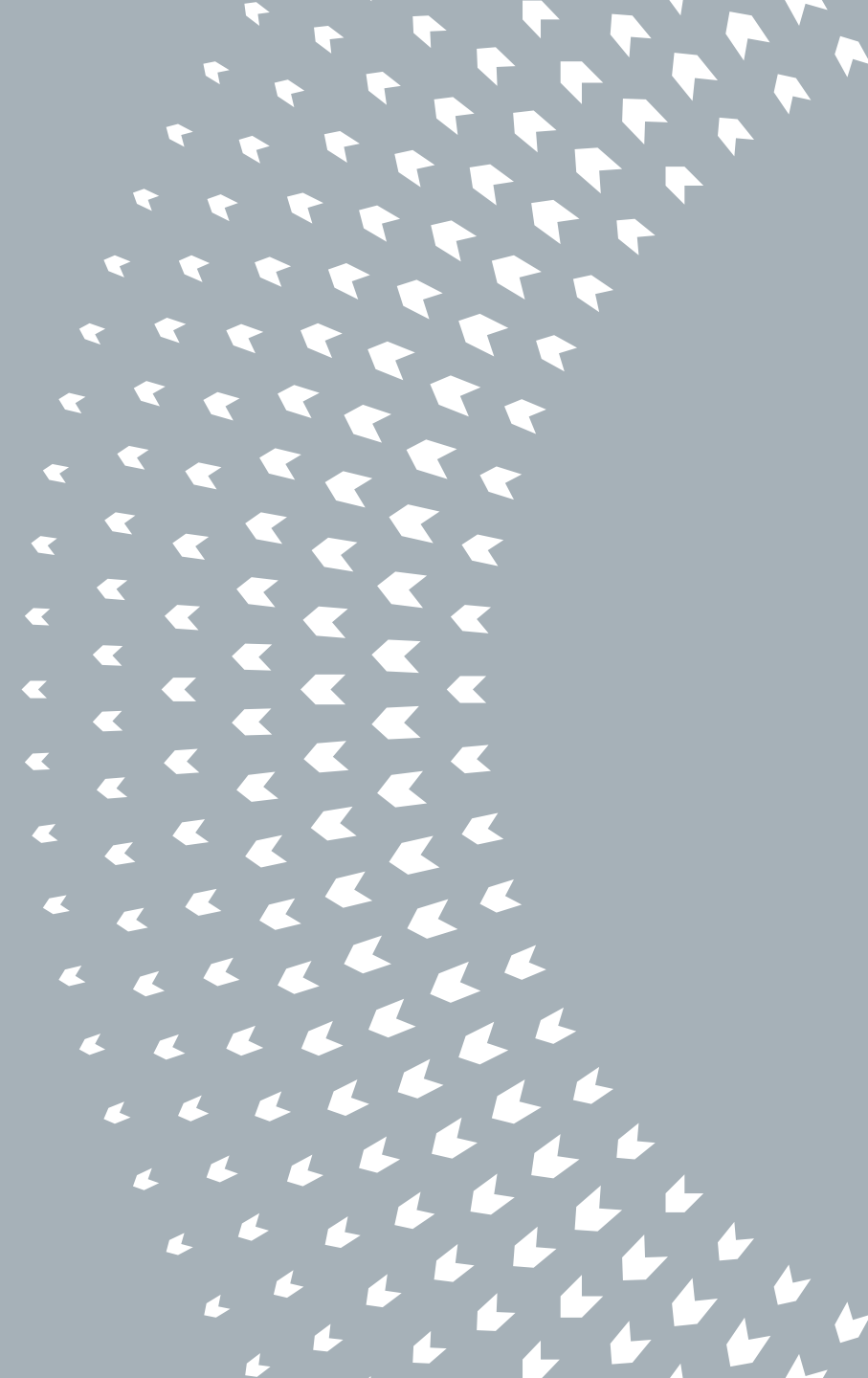
(SAR million)



■ Change in Net Working Capital   
 ■ Investment and Other Income   
 ■ Capital Expenditure   
 ■ Zakat Paid



# **Investor Relations Interactions and Engagements**





# Investor Relations activities update

## **STG participates in first pan-regional stock exchange event by HSBC Middle East**

The success of recent IPO listings in Saudi Arabia was recognized as a strong regional economic catalyst at a conference in London hosted by HSBC in collaboration with Saudi Exchange. The conference featured speakers including



HRH Prince Khaled bin Bandar bin Sultan Al Saud, the Saudi ambassador to the UK, and His Excellency Mr. Mohammed Elkuwaiz, Chairman of the Capital Market Authority along with a number of officials from Saudi Exchange and HSBC.

The summit was part of the first pan-regional stock exchange event hosted by HSBC Bank Middle East. The conference connected the exchange with international investors and stakeholders from across the public and private sectors. through 89 group meetings and 96 one-to-one sessions. It was attended by more than 130 individuals representing some of the biggest institutional investors, as well as more than 20 listed companies.

## **STG upcoming planned investor interactions and conferences participations**

**London - UK (Sept. 05 - 09):**

Goldman Sachs Corporate Day and Financial Symposium

**Virtual (Sept. 14 - 15):**

HSBC Global Emerging Markets Forum 2022

**Dubai - UAE (Sept. 21 - 22):**

EFG Hermes - 16th Annual One on One Conference

**New York - USA (Oct. 10 - 11):**


J.P. Morgan Saudi Arabia Investment Forum

**Riyadh - KSA (Oct. 31 - Nov 01):**

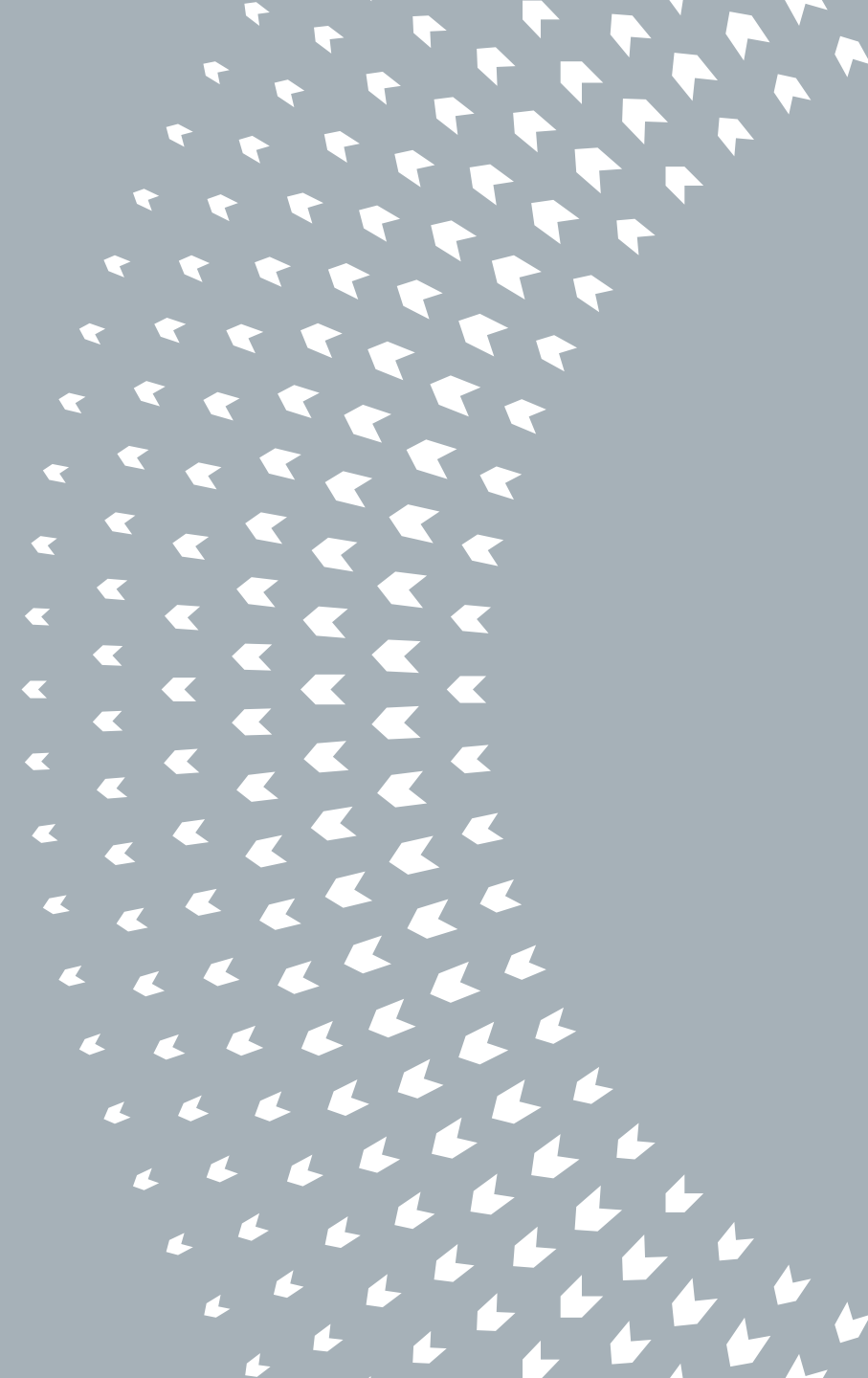
BofA Securities & Merrill Lynch KSA - MENA Conference 2022

**Dubai - UAE (Nov. 02 - Nov 03):**

BofA Securities & Merrill Lynch KSA - MENA Conference 2022

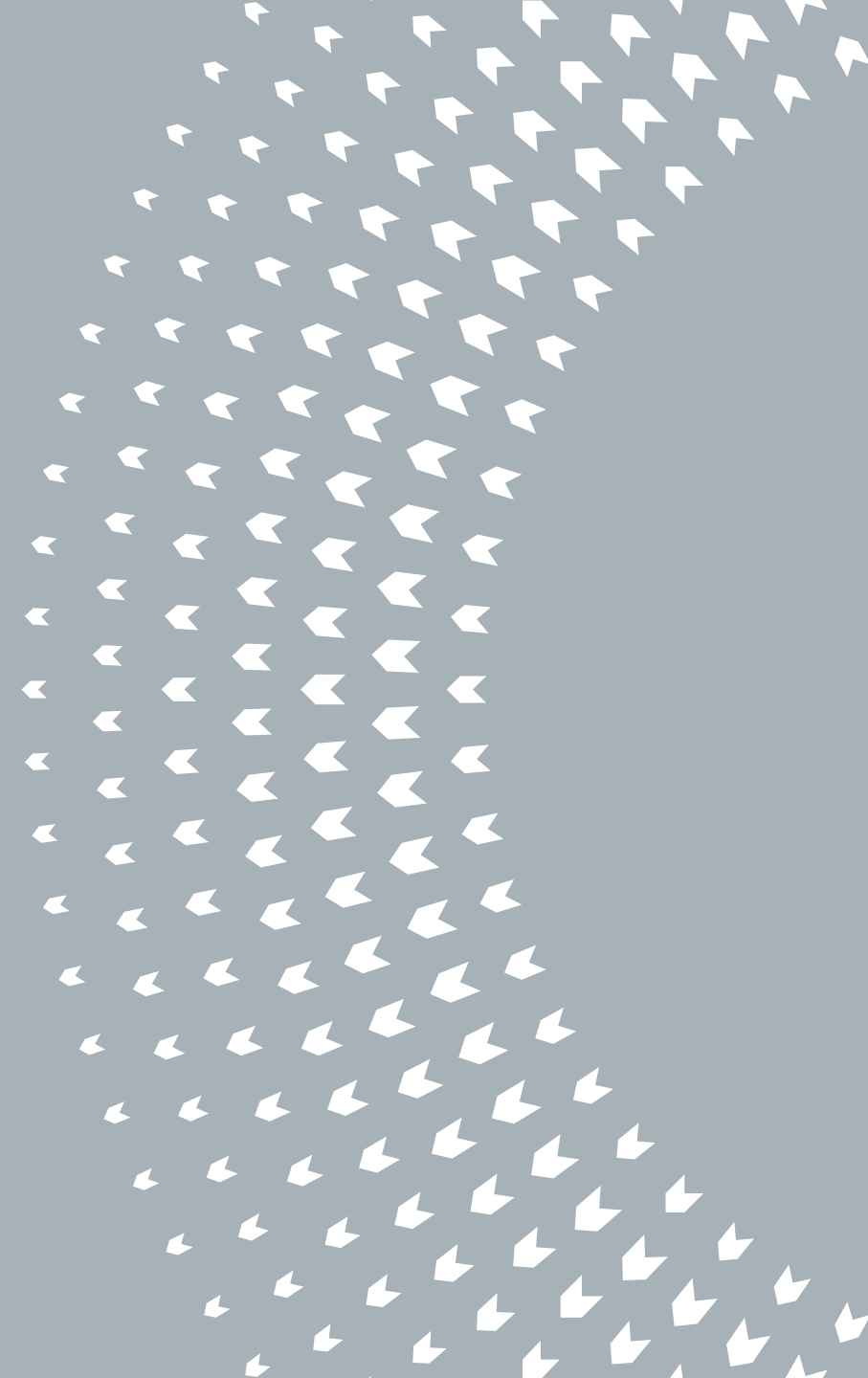


**Q&A**





# Appendix





# Saudi Tadawul Group – A Differentiated Capital Markets Leader

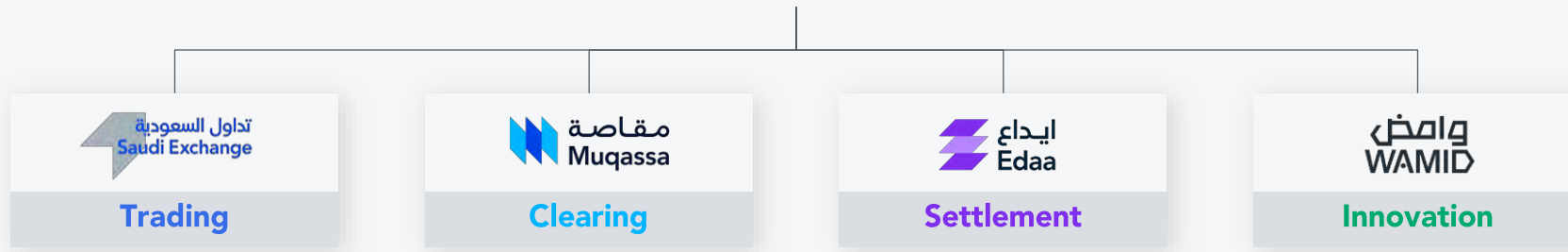
## Group Vision

To be a world leading holding group fostering the development of a diverse Saudi capital market, and a bridge between global investors and regional economies.



## Group Mission

As part of its 2030 Vision, Saudi Tadawul Group is helping the Kingdom build a thriving economy with a technologically advanced and integrated capital market at its center.



## Strategic Goals

### Growth & Diversification

Develop and implement new asset classes, products and services

### Integrated & Connected

Deepen global mindshare and strengthen inter-connectivity and capital formation across major global financial markets

### Capable & Agile

Innovation-first mindset with best-in-class risk and governance

**A Foundational Pillar for the Kingdom's Vision 2030 and Financial Sector Development Program**



# Vertically Integrated and Diversified Business Model

## Key Activities

Listing	<ul style="list-style-type: none"><li>• Trading venue for a range of asset classes (equities, FI, ETFs, CEFs and REITs) as well as client coverage and issuer services</li></ul>	
Trading	<ul style="list-style-type: none"><li>• Enhancement of the Exchange's offering of listed instruments from a market development perspective and provision of derivatives products</li></ul>	
Post Trade	Clearing and Settlement	<ul style="list-style-type: none"><li>• Securities clearing and settlement services for traded products; Muqassa established to manage counterparty risks and perform clearing services</li></ul>
	Safekeeping	<ul style="list-style-type: none"><li>• Safekeeping account services for Saudi securities</li></ul>
	Registry	<ul style="list-style-type: none"><li>• Registry services for both listed and unlisted companies</li></ul>
	Depository	<ul style="list-style-type: none"><li>• Central securities depository services</li></ul>
Market Information	<ul style="list-style-type: none"><li>• Various data and indices services to a diverse client base (fund managers, issuers, index providers, data distributors and authorised persons)</li></ul>	
Innovation	<ul style="list-style-type: none"><li>• Through Wamid – an innovation hub that is focused on developing new products, services, capabilities and revenue, primarily in data &amp; tech</li></ul>	

**Our Integrated Business Model is a Key Enabler for Sustainable Top-Line Revenue Growth and Innovation**



# We are Primed For the Next Stage of our Strategic Evolution

Strategic Goals	Growth & Diversification			Integrated & Connected			Capable & Agile							
7 Key Pillars	Listing & Trading	Clearing	Depository	Market Information	Innovation & Digitalisation	Strategic Expansion	Organisational Performance & Capabilities							
Description	<ul style="list-style-type: none"> <li>Enhance product and service offerings for local and international stakeholders</li> <li>Introduce new asset classes allowing the development of innovative investment strategies by providing turnkey solutions to market participants</li> </ul>		<ul style="list-style-type: none"> <li>Manage systemic risk in the capital markets</li> <li>Strengthen and diversify clearing services in line with international best practices allowing a safe development of the Saudi and regional capital markets</li> </ul>		<ul style="list-style-type: none"> <li>Enhance securities depository business by introducing value added services to Issuers and Investors</li> <li>Develop partnerships and links with ICSDs to leverage and attract into Saudi capital markets</li> </ul>		<ul style="list-style-type: none"> <li>Empower our stakeholders with high quality Market Information products and services</li> <li>Develop a well-informed market featuring the latest tools and platforms for customers</li> </ul>		<ul style="list-style-type: none"> <li>Initiate strategic development of the Saudi Capital Market through innovation and digitalisation</li> <li>Organic and external opportunities to complement growth and diversify our business</li> </ul>		<ul style="list-style-type: none"> <li>Develop and diversify business and sustainable innovation through expansion opportunities</li> </ul>		<ul style="list-style-type: none"> <li>Enhance and develop new organisational competencies, capabilities and resources to achieve strategic goals</li> <li>Build a business-oriented organization that collaborates with all stakeholders</li> </ul>	

To be a world leading holding group fostering the development of a diverse Saudi capital market, and a bridge between global investors and regional economies



# Key Investment Highlights



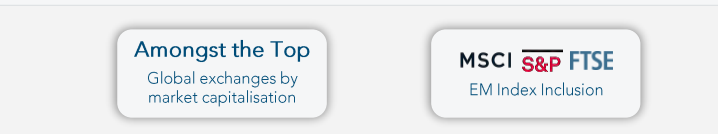
**National Champion and Integral to Vision 2030**



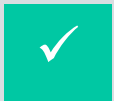
**Differentiated Business Model — Integrated, Scalable, Diverse**



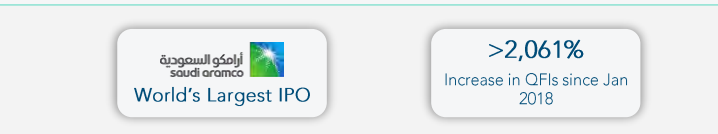
**Undisputed Centre for Regional Capital Formation**



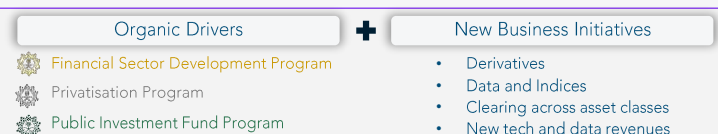
**Superior Financial Performance**



**Seasoned Leadership Team with Track Record of Delivery**



**Massive Growth Opportunities Ahead**



# KSA is a Reformed Economy with Increased Focus on Privatisations and Listings

## Privatisation Program

- Identify government assets and services that can be privatised
- Develop the privatisation system and its mechanisms
- Define public and private sector partnership frameworks
- Support contributions to economic development

### The Kingdom has a Track-Record of Successful Privatisations via Public Listing



## Incentives for Listing

- Core goal of the Financial Sector Development Program is to encourage private sector listings
- STG is collaborating with 10+ government entities to incentivise listing, with 18 incentives approved and available to issuers



### Ministry of Investment

- Facilitated approval process for listed companies to register foreign partners (joint ventures)



### Ministry of Finance

- Preference in business and Government procurement for listed companies



### Saudi Industrial Development Fund

- Increased loan limits granted to listed companies



### Zakat, Tax and Customs Authority

- Providing a relationship manager to help settle all tasks related to Zakat or income taxes with the Authority



### Project Support Funding

- Raising funding limits for "Mega Projects" in sectors such as health, education, and real estate development.



### Ministry of Health

- Priority on training programmes, reporting and statistical data and advertisement at Ministry events

# Sustainability / ESG

# 25%

of Group's workforce are female

# 10%

women occupying C-Level positions

# 39%

of our employees are below 30 years of age

Our sustainability activities have included more than 15 initiatives directly linked to the core strategy of the Group. Some of them are described below under the four themes.

## Economy

- Launched ESG disclosure guidelines
- Launched Invest Wisely Program
- Member of UN Sustainable Stock Exchanges (SSE) since 2018

## Community

- Hosted “Ring the Bell for Gender Equality” to mark International Women’s Day annually, starting from 2019

## Education

- Welcomed 8th batch of Graduate Development Program (GDP) in Q2
- GDP trainees are total of 12 in Q2
- Cooperative training program trainees are total of 46 students in Q2

## Environment

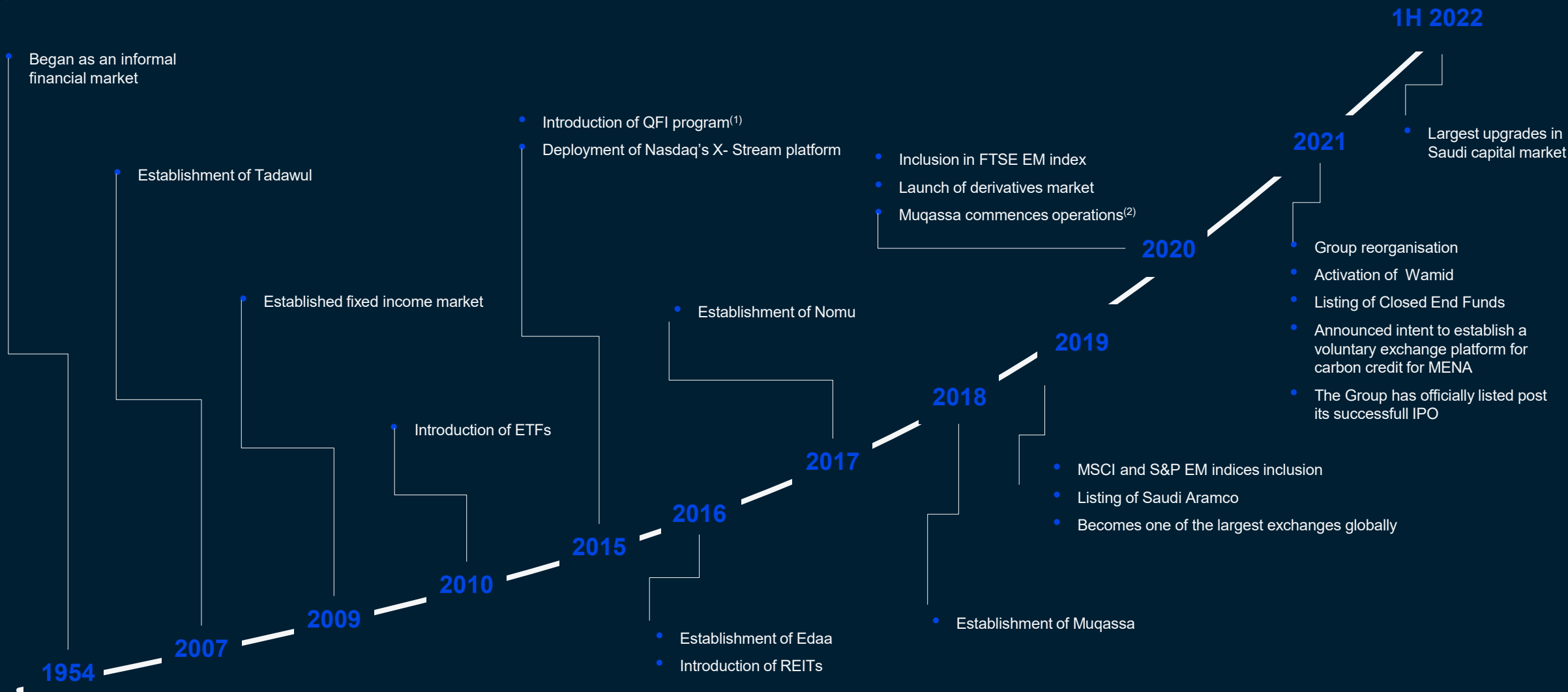
- Launched paper recycling initiatives
- Launched plastic waste reduction initiatives
- Member of SSE Climate Change Exchanges Advisory Group

The Group has identified the following six of the SDG targets to focus on out 17 goals in its sustainability programs





# A History of Innovation and Execution ...



Source: Company information.

(1) QFI framework allowed direct foreign ownership in Saudi-listed securities. Foreign investors have been able to access the Saudi market indirectly through SWAPs since 2008.

(2) In 2020, Muqassa was licensed by the CMA as a Qualified Central Counterparty (QCCP).



# ... Coupled with a Highly Accomplished Board of Directors



**Mrs. Sarah Al Suhaimi**

Chairperson  
(Independent)



**Mr. Yazeed Al-Humaid**

Vice-Chairman  
(Non-Executive)



**Eng. Khalid Al Hussan**

Board Member  
(Executive)



**Mr. Hashem Al Hekail**

Board Member  
(Independent)



**Mr. Yousef Al Benyan**

Board Member  
(Independent)



**Mr. Sabti Al Sabti**

Board Member  
(Non-Executive)



**Mr. Mark Makepeace**

Board Member  
(Non-Executive)



**Ms. Rania Nashar**

Board Member  
(Non-Executive)



**Mr. Xavier Rolet**

Board Member  
(Non-Executive)



# Seasoned and Visionary Management Team

220+ years  
of combined experience

## Group Management

 <b>Group Chief Executive Officer</b> 14+ years with the Group 18+ years of experience Eng. Khalid Al-Hussan	 <b>Group Chief Financial Officer</b> 4+ years with the Group 23+ years of experience Shahrukh Qureshi	 <b>Group Chief Strategy Officer</b> 6+ years with the Group 35+ years of experience Roland Bellegarde	 <b>Group Chief Operations Officer</b> 4+ years with the Group 18+ years of experience Alhasan Ashram	 <b>Group Chief Legal Officer</b> 2+ years with the Group 10+ years of experience Abdullah Al Elsheikh	 <b>Group Chief Human Resources Officer</b> 3+ years with the Group 12+ years of experience Maha Al Beshar	 <b>Group Chief Risk &amp; Security Officer</b> 14+ years with the Group 15+ years of experience Yazeed Al Eidi	 <b>Group Chief Regulatory Oversight &amp; Authorisation Officer</b> 15+ years with the Group 18+ years of experience Khalid Al Ghereri
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## Subsidiary CEOs

  <b>Chief Executive Officer</b> 12+ years with the Group 17+ years of experience Mohammed Al Rumaih	  <b>Chief Executive Officer</b> < 1 year with the Group 20+ years of experience Raed Al Humaid	  <b>Chief Executive Officer</b> 19+ years with the Group 19+ years of experience Wael Al Hazzani	  <b>Chief Executive Officer</b> < 1 year with the Group 17+ years of experience Mohammed Al Nory
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# Financial Review / Key Ratios

SAR million,	Q2 2022	Q2 2021	Y-o-Y Change	Q1 2022	Q-o-Q Change
Trading revenues	197.6	232.0	14.8% ▼	197.6	0.01% ▲
Non-trading revenues	100.5	81.5	23.3% ▲	96.4	4.3% ▲
Operating revenues	298.1	313.5	4.9% ▼	293.9	1.4% ▲
Opex	160.6	137.7	16.6% ▲	140.2	14.5% ▲
EBITDA	155.3	191.3	18.8% ▼	166.4	6.7% ▼
<i>EBITDA margin</i>	<i>52%</i>	<i>61%</i>		<i>57%</i>	
Net income after Zakat	137.7	181.1	24.0% ▼	140.6	2.1% ▼
<i>Net income margin</i>	<i>46%</i>	<i>58%</i>		<i>48%</i>	
EPS	1.15	1.51	24.0% ▼	1.17	2.1% ▼

# P&L Snapshot

SAR million,	Q2 2022	Q2 2021	Y-o-Y Change	Q1 2022	Q-o-Q Change
Operating revenue	298.1	313.5	4.9% ▼	293.9	1.4% ▲
Operating expenses	142.9	122.3	16.8% ▲	127.5	12.0% ▲
<b>EBITDA</b>	<b>155.3</b>	<b>191.3</b>	<b>18.8% ▼</b>	<b>166.4</b>	<b>6.7% ▼</b>
<i>EBITDA margin</i>	52%	61%		57%	
Depreciation & amortization	17.7	15.4	14.9% ▲	12.6	40.1% ▲
<b>EBIT</b>	<b>137.6</b>	<b>175.9</b>	<b>21.8% ▼</b>	<b>153.8</b>	<b>10.5% ▼</b>
<i>EBIT margin</i>	46%	56%		52%	
<b>Investment income &amp; other income</b>	<b>17.1</b>	<b>5.7</b>	<b>200.8% ▲</b>	<b>9.7</b>	<b>77.3% ▲</b>
Loss from associates	(0.8)	(0.9)	10.6% ▼	(1.6)	49.8% ▼
Zakat	16.2	(0.4)	100% ▲	21.2	23.5% ▼
<b>Net profit after Zakat</b>	<b>137.7</b>	<b>181.1</b>	<b>24.0% ▼</b>	<b>140.6</b>	<b>2.1% ▼</b>
<i>Net profit margin</i>	46%	58%		48%	
EPS (SAR)	1.15	1.51		1.17	



# Summary P&L

SAR million	FY 2020	FY 2021	H1 2021	H1 2022
Operating revenue	1,079.6	1,166.1	645.9	592.1
<i>% growth</i>	91%	8%	48%	-8%
Operating expenses	488.3	497.2	245.5	270.6
<b>EBITDA</b>	<b>591.4</b>	<b>668.9</b>	<b>400.4</b>	<b>321.5</b>
<i>EBITDA margin</i>	55%	57%	62%	54%
Depreciation & amortization	48.2	57.0	28.6	30.3
<b>EBIT</b>	<b>543.2</b>	<b>611.8</b>	<b>371.8</b>	<b>291.1</b>
<i>EBIT margin</i>	50%	52%	58%	49%
<b>Investment income &amp; other income</b>	<b>43.0</b>	<b>45.4</b>	<b>17.2</b>	<b>27.0</b>
Income/(Loss) from associates	(2.1)	(3.3)	(1.6)	(2.4)
Zakat	83.6	66.2	25.3	37.5
<b>Net profit after Zakat</b>	<b>500.5</b>	<b>587.7</b>	<b>362.0</b>	<b>278.3</b>
<i>Net income margin</i>	46%	50%	56%	47%
EPS (SAR)	4.17	4.90	3.02	2.32

# Financial Position Snapshot

SAR million,	Q2 2022	Q1 2022	Q-o-Q Change	Q2 2021	Y-o-Y Change
Cash & cash equivalents	158.9	101.4	56.7% ▲	203.3	21.8% ▼
Investments	2,563.7	2,835.0	9.6% ▼	2,336.0	9.7% ▲
Other assets	4,814.0	2,672.6	80.1% ▲	799.2	502.3% ▲
Total assets	7,536.7	5,609.0	34.4% ▲	3,338.6	125.7% ▲
Total liabilities	4,525.9	2,375.9	90.5% ▲	461.9	879.8% ▲
Total equity	3,010.7	3,233.1	6.9% ▼	2,876.7	4.7% ▲

Key Metrics	Annualized	Annualized	Annualized
ROaE	18%	18%	22%
ROaA	10%	12%	19%



# IPO Pipeline

Issuer Name	Market	Size (shares)	Closing Date	Note
Keir International Company	Nomu Market	Direct Listing	-	It was listed on 17 Jul 2022
Academy of Learning Company	Nomu Market	Direct Listing	-	It was listed on 18 Jul 2022
Saudi Networkers Services Co.	Nomu Market	1,500,000	28 Jul 2022	
Future Care Trading Co.	Nomu Market	Direct Listing	-	It was listed on 01 Aug 2022
International Human Resources Co.	Nomu Market	500,000	02 Aug 2022	
Naba Alsaha Medical Services Co.	Nomu Market	1,400,000	14 Aug 2022	
Rawasi Albina Investment Co.	Nomu Market	Direct Listing	-	
Sure International Technology Co.	Nomu Market	Direct Listing	-	
Abdulaziz & Mansour Ibrahim Albabtin Co.	Nomu Market	Prospectus not published yet	-	
Arabian Plastic Industrial Co.	Nomu Market	Prospectus not published yet	-	
Naqi Water Company	Main Market	6,000,000	28 Jul 2022	
Alamar Foods Co.	Main Market	10,633,392	21 Jul 2022	It was listed on 09 Aug 2022
Arabian Drilling Co.	Main Market	Prospectus not published yet	-	
Abdullah Al-Othaim Investment Co.	Main Market	30,000,000		Canceled

# Thank you

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