



Welcome to the latest edition of the Saudi Exchange's Listings Report

This report provides data on listings and financing across our Equity and Debt markets in 2021 alongside analysis and insights into key trends in the market. It showcases the growth stories of the many innovative companies who have recently joined our markets, from high-potential startups to global sector leaders.

This report covers companies that listed on the Saudi Exchange in 2021. Companies whose IPOs were in 2021 but who listed in 2022 will be covered in the next edition.



2021 was an extremely strong year for the Saudi Exchange. We have witnessed 21 listings across a diverse range of sectors from food to telecoms, and hosted the successful listing of the Saudi Tadawul Group Holding Company, our parent company.

The significant uptick in listings activity during the second half of 2021 reflects the healthy market environment in Saudi Arabia and globally as the post-pandemic recovery continues. It is also testament to the confidence issuers and investors alike have in the Saudi capital markets as they continue to grow.

A strong capital market is at the heart of Saudi Arabia's transformation, and the long-term strategic expansion of an advanced capital market is a core pillar of the Financial Sector Development Program (FSDP) as it seeks to create a thriving financial sector to enable and support Vision 2030. As the Saudi Exchange is one of the largest and most liquid emerging markets in the world, we're proud to provide markets that are reliable, resilient and efficient, delivering flexible options for issuers to access deep, diverse pools of capital to pursue their growth strategies.

That flexibility is central to our strategy to diversify and strengthen our offering for both issuers and investors by enhancing our existing asset classes, developing new markets and expanding our repertoire of products and services. In alignment with the FSDP, we're committed to working with relevant authorities to improve procedures and simplify requirements for companies looking to list on the Saudi Exchange.

We took many steps along this path in 2021, from providing infrastructure for companies looking to expand to amending the rules governing the Nomu - Parallel Market to permit the listing of REITs, ETFs and CEFs. As this work continues, we're also focused on developing our derivatives offering, encouraging international listings, building out our ESG frameworks and expanding our indices and reference data. Together, these steps build on our vision to serve as a lucrative destination for investors and issuers locally, regionally and internationally.

As we move into 2022, we are confident that our transformation and enhancements will continue to bear fruit as we welcome more innovative, dynamic and exciting companies of all sizes to the Saudi Exchange.



The companies we welcomed to the Saudi Exchange in 2021 were highly diverse, covering a wide range of different sectors and sizes. However, they had one important thing in common: powerful growth stories.

The listing of our parent company, Saudi Tadawul Group Holding Company, this year was a key milestone in the transformation of the Group, which now operates as a holding structure with key subsidiaries including Saudi Exchange, Securities Clearing Center (Muqassa), Securities Depository Center (Edaa), and WAMID. With a clear growth story and a compelling investment case, the IPO saw high demand from investors locally and internationally.

Our Main Market also saw the listings of Theeb Rent a Car, Al Khorayef Water and Power Technologies, and Alkhabeer Income Fund in the first half of 2021, and Tanmiah, Arabian Internet and Communications Services Company (stc solutions), ACWA Power, Arabian Contracting Services Company (Al Arabia), Nayifat Finance and Almunajem Foods in the second half of the year. Altogether (including Saudi Tadawul Group), these IPOs raised SAR 17.7 billion (\$4.7 billion) in capital, combined with SAR 2.0 billion (\$533 million) raised in further offerings from existing listed companies and funds.

On our Nomu - Parallel Market, we saw significant listings activity as well as major interest in our direct listings offering, introduced in 2019. Nomu - Parallel Market welcomed Shatirah House Restaurant Co. (Burgerizzr), Al Hasoob Trading Company and Group Five Pipe Saudi Co, which together took in SAR 244 million (\$65 million), as well as a record of eight direct listings: Watani Iron Steel Company, Fesh Fash, Mohammed Hasan AlNaqool Sons Co., National Fertilizer Company (MOBI), Canadian Medical Center, Banan Real Estate, Enma Al Rawabi and Natural Gas Distribution Company.

Nomu - Parallel Market has lighter listings requirements than the Main Market, providing opportunities for small and medium-sized companies to diversify their sources of funding and develop their businesses in line with the goals of Vision 2030 through listing in the capital market. Companies listed on Nomu - Parallel Market also have the opportunity to transition to the Main Market, assuming they meet certain criteria. Development Food Works became the ninth company to complete this transition to date, successfully launching on the Main Market in November 2021.

Throughout all these activities, and despite the ongoing challenges of the pandemic, we've continued to steadily enhance the strength and depth of our offering, providing flexible and innovative solutions for companies to grow and thrive on the capital market.

Saudi Tadawul Group's IPO

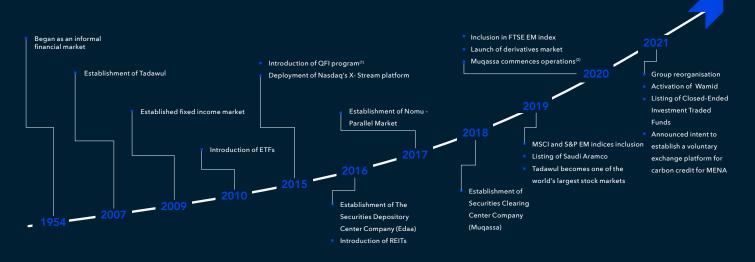
Listing Decision

On 8th of December 2021, Saudi Tadawul Group Holding Company listed on the Saudi Exchange. The STG offering was 121 times oversubscribed by institutional investors and 4.4 times oversubscribed by retail investors. The listing received a great demand from local and international investors.

Rationale

Saudi Arabia is undergoing a historic transformation, which relies heavily upon building a solid financial ecosystem and advanced capital market. Saudi Tadawul Group has been an integral part of this and a major contributor to the transformation's success, helping with the continuous development of Saudi Arabia's capital market. The transformation of the group into a holding company structure earlier this year paved the way for the successful IPO. The significant investor demand as part of its IPO is testament to the strong growth potential of both the Saudi Tadawul Group and Saudi Arabia as a global investment destination.

A History of Innovation and Execution



Source: Company information

OEI framework allowed direct foreign ownership in Saud-listed securities. Foreign investors have been able to access the Saudi market indirectly through SWAPs since 2008 in 16 1200, Mayassa was little from the SWAPs with Counterpart (OCCP).

Future Plans

As a listed company, Saudi Tadawul Group will execute on its two-tier growth strategy focused on organic growth opportunities stimulated by programs linked to Vision 2030 and new business initiatives within Saudi Exchange, Muqassa, Edaa and WAMID to accelerate economic diversification and expansion to new markets.

Key Takeaways from Saudi Tadawul Group's Own IPO Journey

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"We wanted our IPO and listing to set a new standard. We wanted it to be swift, smooth and seamless in order for us to have the experience to guide companies during their own listings."

Sarah Jammaz Al Suhaimi, Chairperson, Saudi Tadawul Group



Start Early and Consider Your Time Frame

The decision to go public is often made significantly before the IPO project commences. Saudi Tadawul Group made the strategic decision to go public in 2015, in alignment with Financial Sector Development Plan envisaged for the Kingdom within Vision 2030.

When evaluating the right time to list, there are several key factors to consider. Externally, companies should choose a time that takes maximum advantage of capital market developments, including but not limited to regulatory changes, investor appetite, other listings and liquidity in the market, as well as the broader economic sentiment. Internally, companies should consider their organizational structure and support functions, and implement any needed changes well in advance of a listing.

At STG, the transformation to a holding company and subsidiaries established the necessary platform to realize the Group's strategic objectives and strengthen its infrastructure ahead of the IPO, incorporating support functions at the holding company and focusing the subsidiaries on their core functions – listing and trading, clearing, settlement and technology innovation. In preparation for the IPO, STG implemented the organizational restructuring in the first half of 2021 and obtained the necessary legal and regulatory approvals.

Take Your Time Selecting Financial and Other Advisors

Dedicate sufficient time to the process of selecting your financial, legal and other advisors. The team you choose will be critical to helping you navigate the complexities and intricacies of the IPO process.

A strong and experienced team will help meeting the deadlines of the project ensure that any hurdles are tackled in an efficient manner. Think through the interpersonal element as well.

At STG, we selected our advisor group based on their credentials, fees and team structure, but also took into account what they would be like to work with during this intense period.

Create a World Class Governance Structure

The IPO process requires many decisions to be made by the company, requiring significant management commitment and involving many parties. Ensuring good governance around the project together with a clear timeline and project management is critical to ensure that the project is managed in a disciplined- and cost-effective manner. This will also help identify hurdles and bottlenecks in the process that can be addressed early on, ensuring that the overall timeline does not slip, which is potentially costly.

Drive Awareness of the Company's Advantages

When it comes to educating potential investors about your company, its sector, and its unique advantages, start early – early investor engagement helps gather valuable feedback on your investment narrative. That narrative should highlight the company's competitive advantages and growth plans, backed up by data and evidence. For maximum impact, look to convey these messages simultaneously through direct meetings and a broader public awareness campaign focused on the company's strengths and potential.

Prepare Thoroughly for Meetings with Research Analysts and Investors

Management will face a range of questions as part of the IPO process from its advisors, research analysts and of course investors. These questions range from those relating to the macroeconomic environment, the industry the company operates in and its comparable peers, the company's strategy and outlook, to detailed questions on the financials statements, financial outlook and disclosures in the prospectus. As part of the IPO process the STG IPO team worked closely with its advisors to prepare for these questions, ensuring that they could be addressed to support its equity story.

Ensure that the Regulatory Process is of a High Quality

The first filing with the CMA marks an important milestone in the IPO project. The importance of this filing should not be underestimated. Ensuring that the first filing is of the highest quality – in terms of quality of content but also in use of high-quality Arabic language – is important and will leave a good impression with the regulator as to the preparedness of the company for its IPO. A good first submission will also result in fewer comments later in the process when the company is increasingly busy with research analyst education and investor meetings. A filing to the regulator should be made when the company is ready, not to meet a timeline.



Listing Day is the Beginning, Not the End!

The listing day marks a specific moment in time to celebrate a milestone in the company's vision, but it is also, more importantly, the start of a new beginning for the company.

The STG listing has created a myriad of benefits for our organization and everyone we work with, including:

- Increased brand equity is provided by being classified amongst the limited number of listed exchanges globally.
- The translation of our business plans into a market valuation makes it possible for investors to evaluate management's success directly.
- The transparency required to satisfy regulatory requirements and provide information to investors builds robust management discipline.

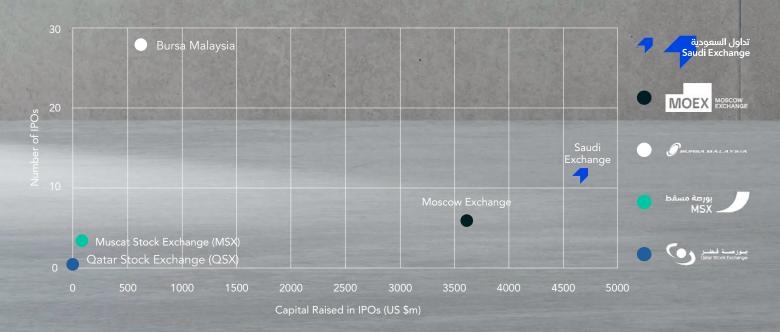
Moreover, the listing has provided a platform for greater innovation, which is at the heart of our mission. We seek new paths to growth where we service a broader range of stakeholders so that investors and entrepreneurs can benefit from our expertise. Our own listing has helped us help you.

Listings Statistics

2021 was a highly successful year for the Saudi Exchange, which welcomed a wide range of top-tier companies on both the Main Market and the Nomu - Parallel Market.

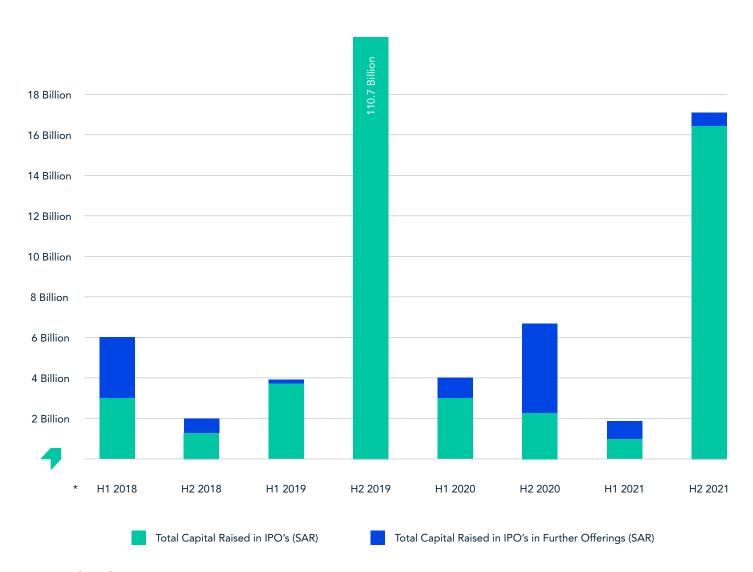
Ten IPOs on the Main Market raised SAR 17.7 billion (\$4.7 billion) in capital, combined with SAR 2.0 billion (\$533 million) raised in further offerings from existing listed companies. On Nomu - Parallel Market, three IPOs raised SAR 244 million (\$65 million), and a record eight companies completed direct listings.

EM IPOs in FY 2021



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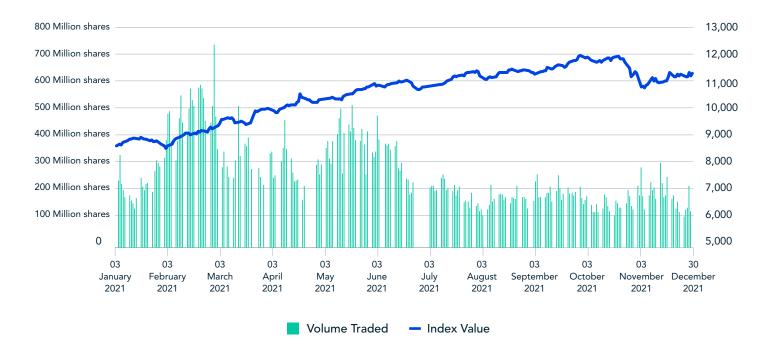
Saudi Exchange – Capital Raised in IPOs and Further Offerings*



TASI Performance

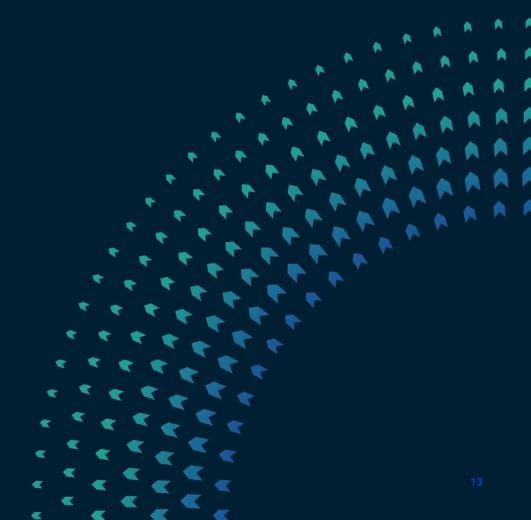
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The Tadawul All Shares Index rose by 30.9% in 2021.



Highest and Lowest Performing Sectors Lowest Performing Sectors 127.60% - Media & Entertainment 103.34% - Software & Services 115.00% - Food & Beverage 115.00% - Banks 105.70% - Insurance 48.61% - Diversified Financials 103.38% - Pharma, Biotech & Life Science 29.38% - Healthcare Equipment & Services

Equity and Funds Listings FY 2021





Founded in Riyadh in 1991, Theeb Rent a Car provides bespoke car rental services to over 260,000 clients across its 48 branches within Saudi Arabia. With a fleet of over 19,000 vehicles and a dedicated team of over 1,000 employees, Theeb is the market leader in short-term car leasing and is known widely for its varied selection of cars and varied selection of cars and strong customer service.

The company listed 30% of its share capital on the Main Market of the Saudi Exchange in March 2021, raising SAR 516 million. Theeb Rent a Car's IPO was a key milestone in the company's development and will support its growth strategy of opening new branches, whether at airports, inside cities, or in new mega projects where the need for car rental is likely to increase.





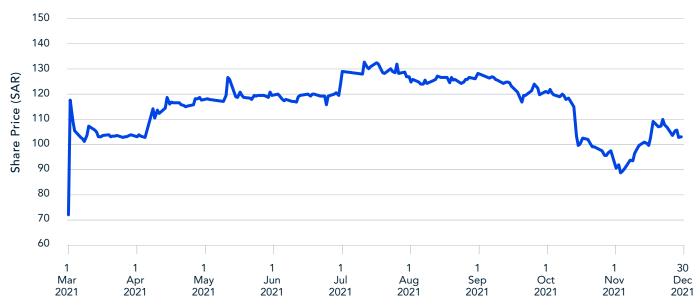
Alkhorayef Water and Power Technologies

Sector	Utilities
Listing date	1 March 2021
Market Capitalisation at IPO (SAR)	1,800,000,000
Market Cap as of 30 Dec 2021 (SAR)	2,560,000,000
% change	42%
Capital Raised (SAR)	540,000,000

Overview

Alkhorayef Water and Power Technologies (AWPT) has been a vital part of Saudi Arabia's water and wastewater management market for over 30 years. With a client base that includes the Ministry of Environment, Water and Agriculture and the National Water Company as well as several other major governmental, and private clients, AWPT is currently responsible for the efficient full-scale operation of over 25% of Saudi Arabia's water and wastewater infrastructure and plays an indispensable role in meeting the basic needs of more than 15 million inhabitants spread over 40 towns and cities.

AWPT raised SAR 540 million when it listed 30% of its share capital on the Saudi Exchange in March 2021. The company will leverage its listing to support the ambitions of Vision 2030 which has clear directives to establish sustainable water resources in the Kingdom.





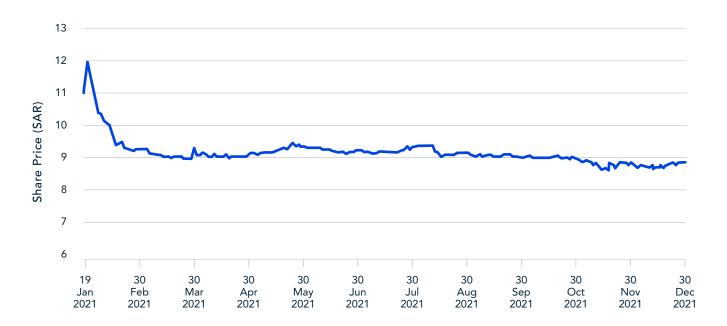
Al Khabeer Diversified Income Traded Fund

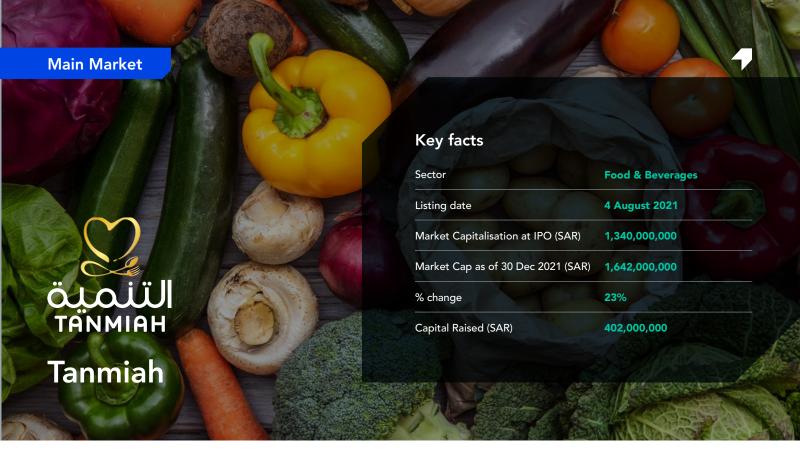
Key facts	
Sector	Fund
Listing date	19 January 2021
Market Capitalisation at IPO (SAR)	472,814,700
Market Cap as of 30 Dec 2021 (SAR)	409,930,345
% change	-13%
Capital Raised (SAR)	472,814,700

Overview

Alkhabeer Income Fund is a closed-ended traded fund that is compliant with the regulations of the Shariah Board and provides global exposure to a multi-asset portfolio of income generating assets. The fund was created by Jeddah-based asset manager, Alkhabeer Capital. Founded in 2004, Alkhabeer Capital specializes in investments and financial services for institutions, family groups and individual investors.

The primary objective of the fund is to generate periodic income for the investors by investing in various Shariah-compliant incomegenerating assets such as sukuk, trade finance, leasing, income funds and Murabaha in various sectors locally and overseas, including developing and emerging markets.

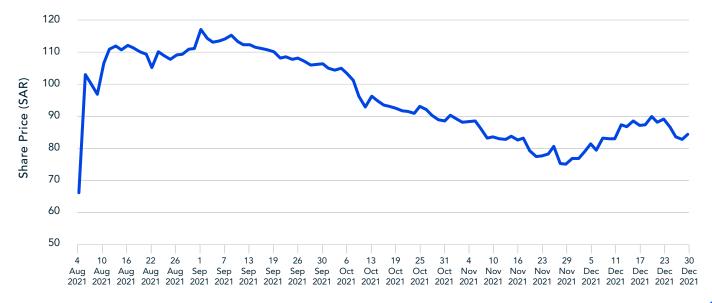


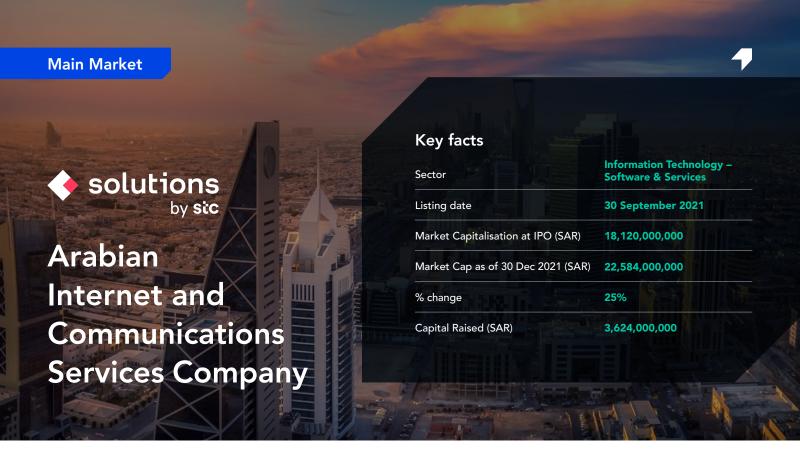


Tanmiah, which has been operating since 1976, is an integrated provider of fresh and processed poultry as well as other meat and agricultural products. As well as operating 84 farms, six hatcheries, a feed mill and two slaughterhouses, Tanmiah operates three food processing plants and 13 dry and cold storage facilities. Its integrated business model of production, processing and distribution is assetlight, which enables flexibility in expansion. Tanmiah sells its products primarily in Saudi Arabia as well as the UAE, Bahrain, Lebanon, Oman, Jordan, and Kuwait through a network of distributors, wholesalers and retailers. The Company serves leading supermarkets including

Panda, Othaim and Lulu as well as hotels and restaurants including Burger King, McDonalds, Pizza Hut, and Subway, as well as selling its products directly to consumers online.

The company listed 30% of its share capital on the Main Market in August 2021, raising a total of SAR 402 million (USD 107.2m). The transition to a listed company will support the next phase of the company's growth ambitions, which include growing its fresh chicken business in line with the Saudi Government's Food Security plans.

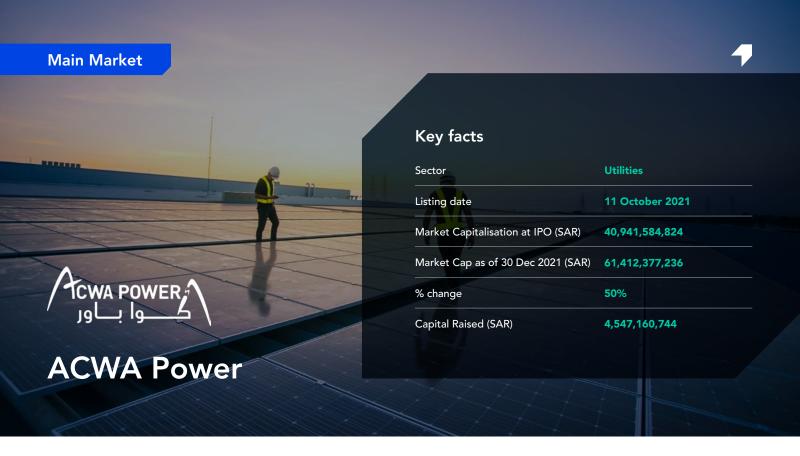




Arabian Internet and Communications Services Company (stc solutions) is a 100% owned subsidiary of STC. It launched operations in 2003 and today serves almost 24,000 clients across 35 cities in Saudi Arabia's key sectors, including financial services, healthcare and education. stc solutions has approximately 1,500 employees with over 800 certified on key technologies and domains, and is considered one of the Kingdom's leading enablers of digital transformation and one of the leading ICT services providers across the kingdom.

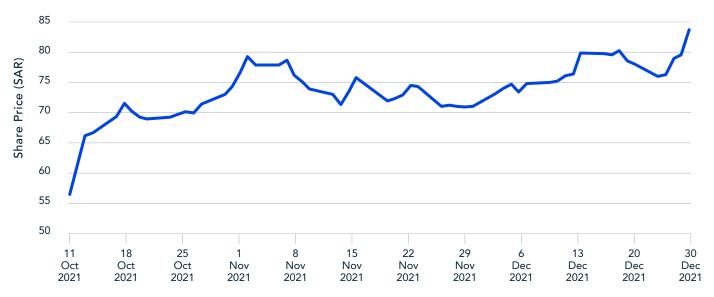
The total size of the offering amounted to SAR 3.624 billion (USD 966 million), which represents 20% of the company's capital. The subscription period ended on 21 September 2021 with institutional investors subscribing to 21.6 million shares, while retail investors subscribed to 2.4 million shares of the offering. The public offering will help drive solutions' continued growth and the expansion of the Saudi telecommunications sector, supporting the digital transformation of companies in Saudi Arabia and across the region.

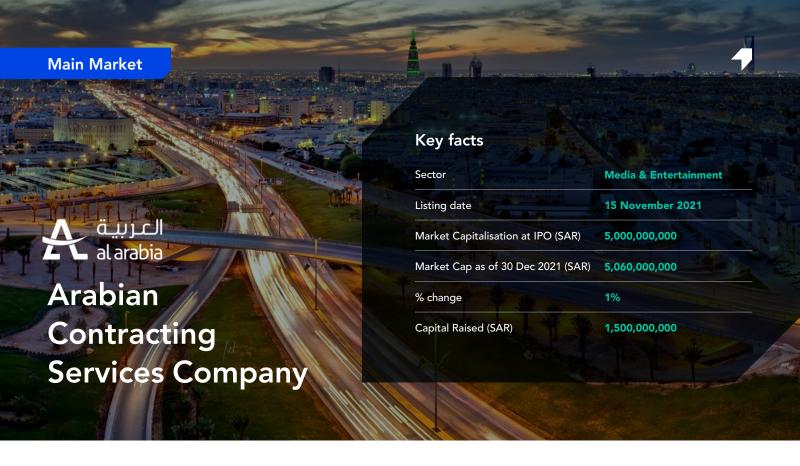




ACWA Power is a developer, investor and operator of power generation and desalination plants. Over the past 17 years, ACWA Power has grown into a leading player in power, water and hydrogen driving the energy transition in Saudi Arabia and in twelve other countries around the world, supplying power and water reliably, responsibly and at low cost to support the sustainable social development and economic growth of nations and the wellbeing and happiness of communities across the world. ACWA Power employs approximately 3,500 people across the Middle East, Africa, Central Asia and Southeast Asia.

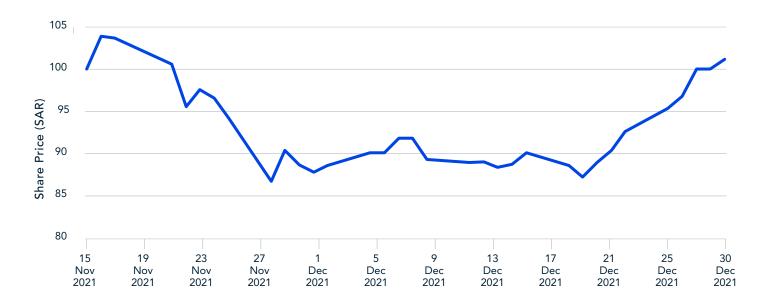
ACWA Power issued 81.2 million shares, representing 11.1% of the company's share capital. The offering was oversubscribed 247 times by institutional investors and more than 200 times by retain investors, raising a total of SAR 4.5 billion, one of the largest listings since Saudi Aramco's debut in 2019. ACWA Power is playing a key role in Saudi Arabia's transition to greener energy, and the listing will allow it to unlock capital to support this transition and pave the way for a cleaner, greener future.





Arabian Contracting Services Company (Al Arabia) is a leading provider of advertising services. Founded in 1983, the company offers world-class development, printing, maintenance and marketing of billboards, with a focus on data-driven solutions and the latest technologies. Its listing increases the diversity of the companies represented on the Saudi Exchange's platforms.

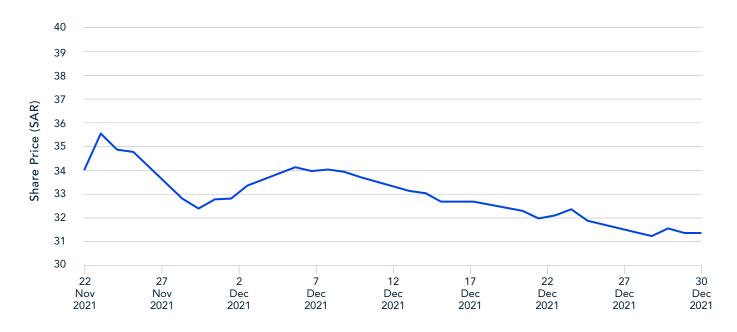
Al Arabia floated 30% of its share capital in November, raising more than SAR 1.5 billion. The offering was significantly oversubscribed by both institutional and retail investors. The listing will support the acceleration of the company's strategic plans and contribute to the continued development of Saudi Arabia's outdoor advertising sector.

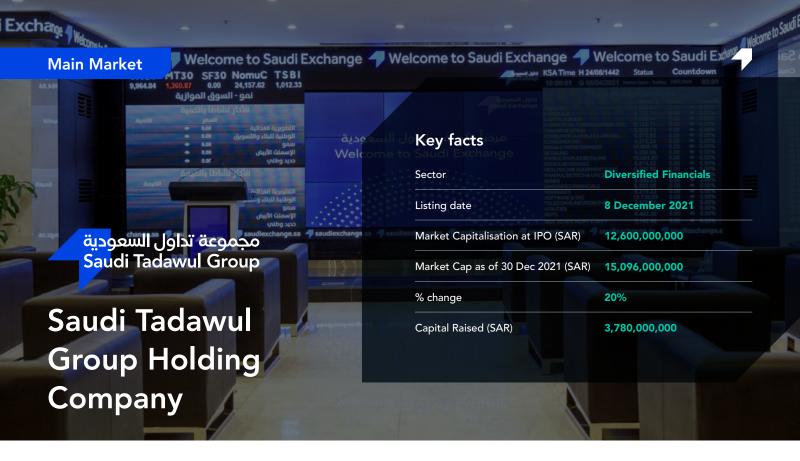




Nayifat Finance is a non-banking, customer-focused Islamic finance firm founded in Riyadh in 2002. The company provides innovative, Sharia-compliant financing solutions including consumer finance, credit cards and SME financing. Nayifat's solutions support the continued growth and diversification of the Saudi economy, and the prosperity of the Saudi private sector.

Nayifat's float of 35% of its shares in November raised nearly 1.2 billion SAR, allowing the company to capitalize on its core consumer business while expanding its portfolio of financing solutions to provide more options for consumers, including in credit cards and SME lending, alongside the company's new FinTech crowd funding platform.

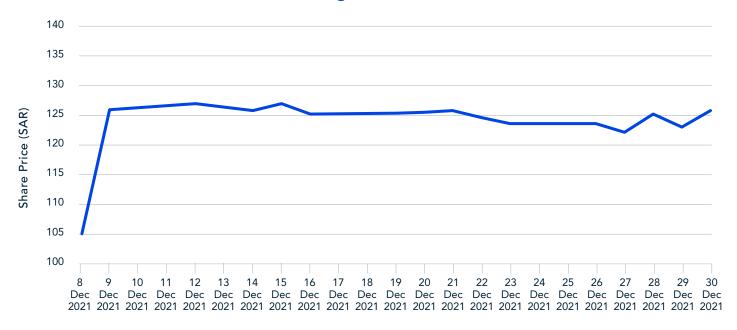


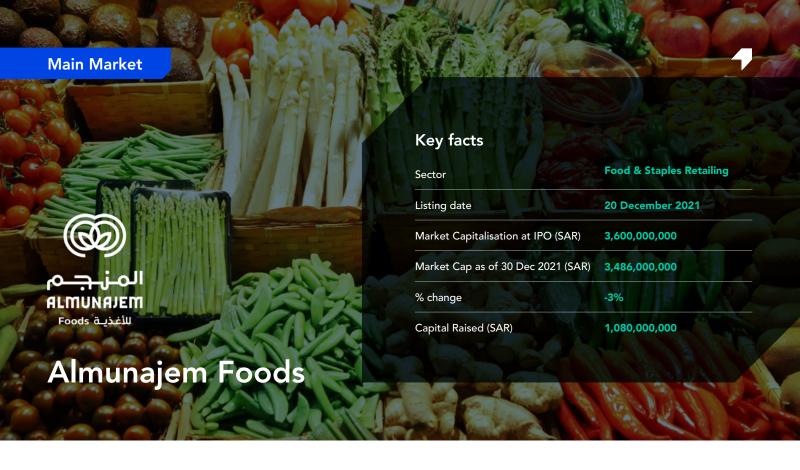


The Saudi Tadawul Group Holding Company was established in March 2021, following the transformation of the Saudi Stock Exchange (Tadawul) into a holding group structure. The Group aims to advance the Saudi capital market's infrastructure in line with global best practice, while solidifying Saudi Arabia's position as an emerging market leader, a technologically advanced and attractive global investment destination and the gateway to the MENA region. It looks

to support the successful delivery of Saudi Arabia's Financial Sector Development Program (FSDP) objectives, as part of Vision 2030, to boost economic growth and diversify the economy.

The new holding group structure with integrated subsidiaries will support Saudi Tadawul Group to achieve its long-term growth plans and provide market participants with new opportunities.

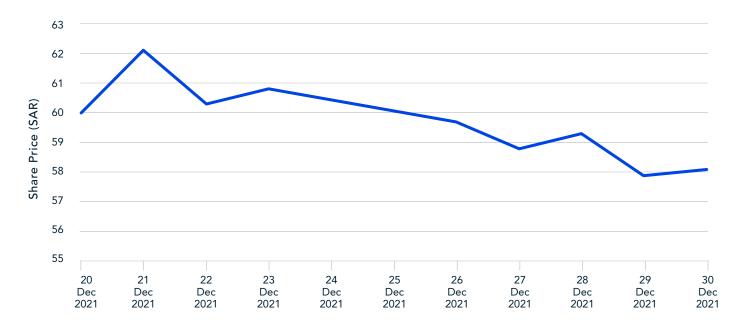




Almunajem Foods is one of the largest Saudi food companies and has been a household name in the Kingdom for more than 70 years. The company employs more than 1,800 people across its 14 branches, providing import, production, market and distribution services for the food industry. It imports and distributes brands from around the world for customers in Saudi Arabia, and operates several leading owned brands include Dari, Montana, Anaam Al Saudia, Marietta and

Life. Almunajem's extensive infrastructure includes 12 temperature-controlled cold stores and a fleet of more than 1,000 specialized vehicles delivering to 18,000 outlets across the Kingdom.

Its December IPO raised more than SAR 1 billion, supporting the company's mission to deliver food products from around the world to Saudi consumers in a reliable, efficient and customer-centric way.

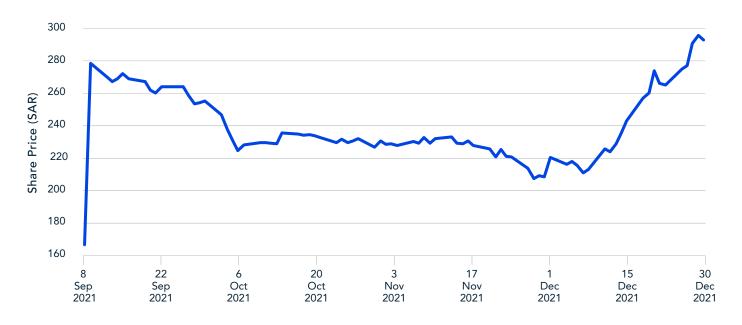


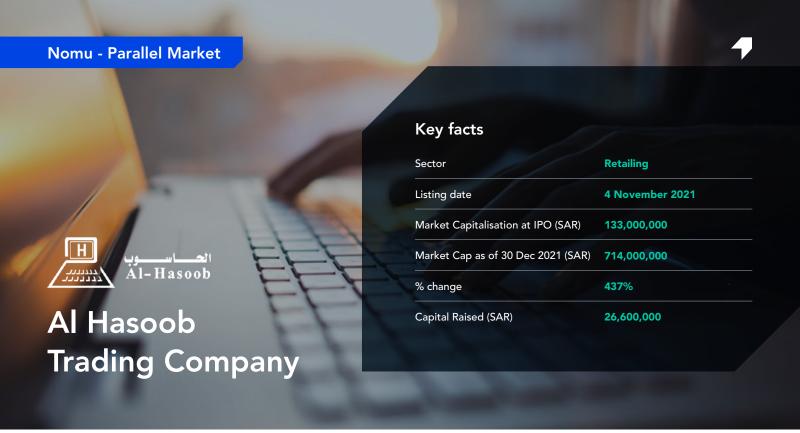


Founded in 2009, Burgerizzr is a leading chain of fresh burger restaurants in Saudi Arabia. The chain specializes in made-to-order fresh beef and chicken burgers in its 80+ outlets across the Kingdom.

Burgerizzr listed on the Nomu - Parallel Market in September, offering 29% of its capital. The listing supports Burgerizzr's ambitious growth plans, which include opening more than 100 additional branches

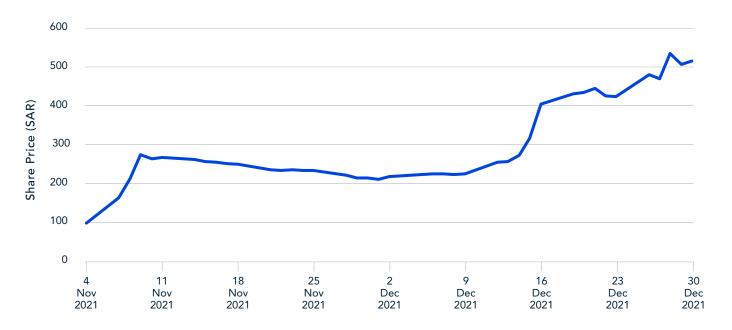
by 2025 and exploring expansion outside the Kingdom. Continued population growth and rising domestic and international tourism, as well as long-term lifestyle shifts in line with the Quality of Life Program under Vision 2030, are key factors driving the continued growth of restaurant chains such as Burgerizzr.

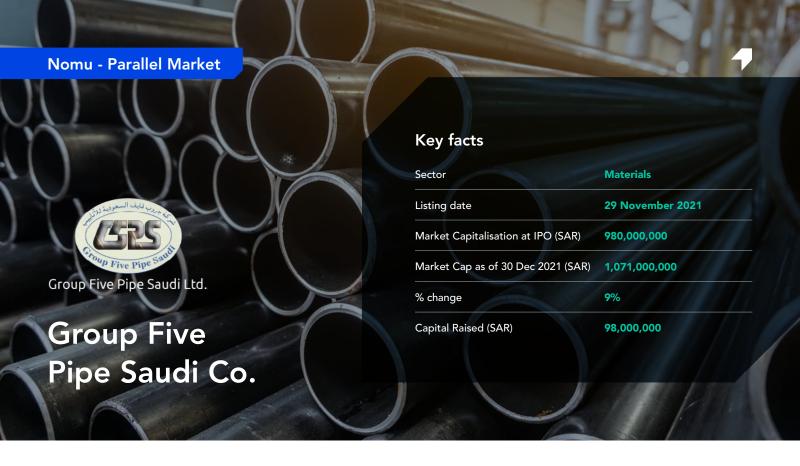




Founded in 1999, Al Hasoob provides integrated solutions and services for the computer market in Saudi Arabia, offering wholesale, retail and maintenance solutions. Al Hasoob is a leading retailer in the Kingdom's growing ICT sector, offering competitive pricing, robust technological support and expertise across the computer value chain. The company partners with the world's top computer retailers, including Dell, HP, Lenovo, intel and Microsoft.

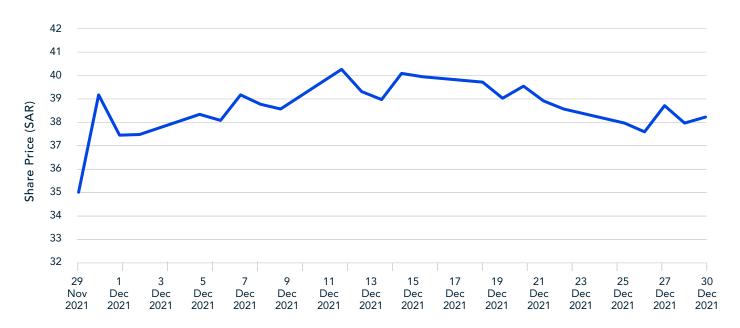
In its November IPO, Al Hasoob issued 20% of its share capital. The company has grown extremely rapidly since its debut on Nomu - Parallel Market, reflecting investor confidence in its growth strategy and the bright future for the sector in the Kingdom.



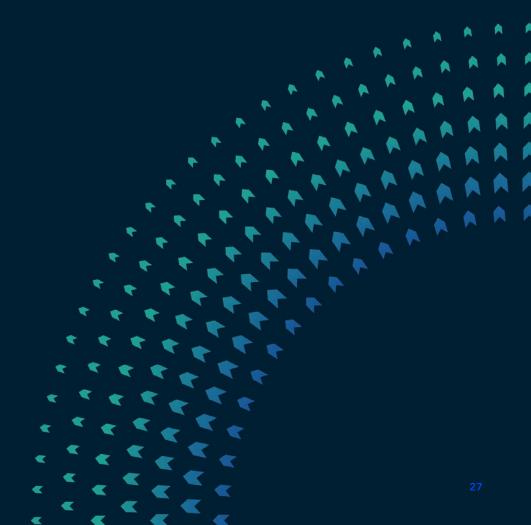


Group Five Pipe (G5PS) is a leading spiral pipe provider in the Middle East with headquarters in the Kingdom of Saudi Arabia. The company has more than 19 years of experience working on major projects across Saudi Arabia and the wider Middle East. Across its five production lines, the company has an annual capacity of 500,000 metric tons of pipe.

G5PS issued 2,800,000 shares representing 10% of the company's shares, at an offering price of SAR 35 per share. The listing supports GP5S's progress towards its mission to become the leading manufacturer of large-diameter steel pipes in the Middle East, and continue to expand its capacity and advance its technology.



Direct Listings FY 2021





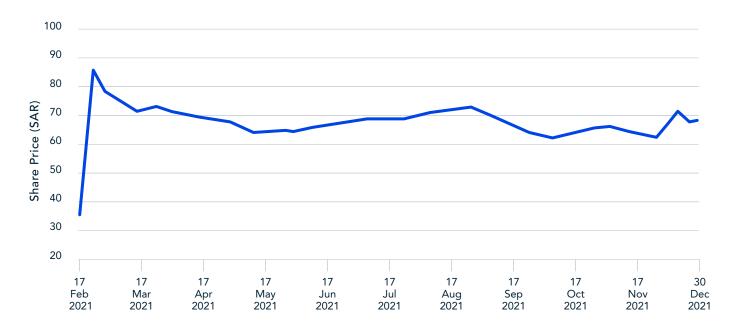
Key facts

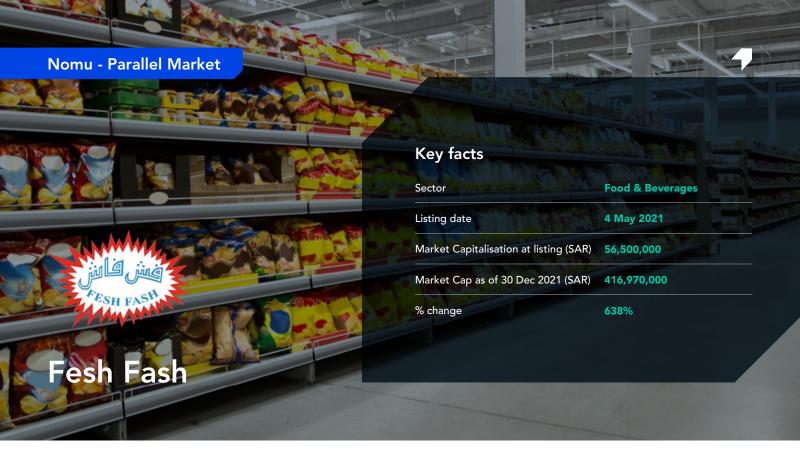
Sector	Materials
Listing date	17 February 2021
Market Capitalisation at listing (SAR)	448,070,000
Market Cap as of 30 Dec 2021 (SAR)	827,113,000
% change	85%

Overview

Watani Iron Steel Company was established in the Kingdom of Saudi Arabia in 2008 to meet the increasing demand for iron products in the region. Watani produces steel rebars using the billet produced at its factory. Its operations are divided between two units: one for producing billet and the other for steel rebars. Watani Steel has 450 employees at its headquarters in Riyadh.

Watani Steel's strategic focus is to raise production capacity to meet needs of local and regional markets, maintain highest levels of quality, enhance operational capacity, expand market share locally and regionally and develop new distribution channels.





Fesh Fash, established in 1981, is one of the Kingdom of Saudi Arabia's long established snack food companies. It was the first local brand in the Saudi market to produce corn puffs, potato chips and mini sticks, with nearly forty years of experience. The company makes snack food for everyone, using high-quality materials and the latest in food processing technology. Fesh Fash has a wide distribution network across all of Saudi Arabia, with presence in Kuwait and Bahrain as well.

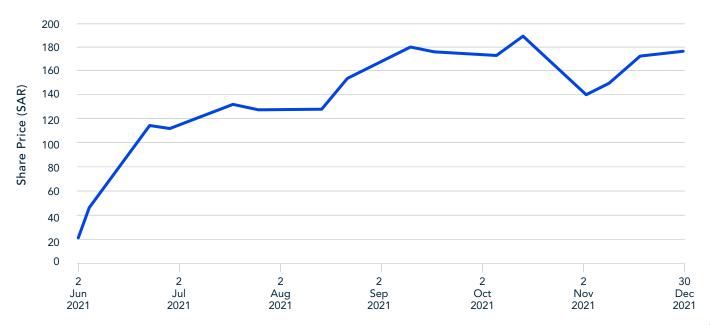




Al Naqool is one of the leading suppliers of quality concrete in the eastern region. It is a manufacturer of hollow cement blocks and bricks, as well as ready-mixed concrete. Its activities include production of cement blocks and ready-mixed concrete, aluminum, blacksmithing and carpentry works.

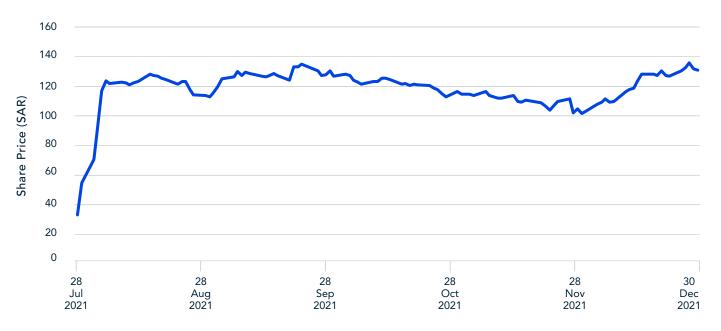
The company also purchases land and constructs buildings for sale or rental purposes. The company started in 1977 with a factory for

blocks and ready-mix concrete in Safwa, Dammam- Jubail Highway in the eastern region of the Kingdom. Then it expanded by establishing another factory in Taif in the Mecca Province of southwest Saudi Arabia. Al Naqool has also established a stone crusher in the Al Khurma – Ranyah highway, due to the availability of solid rocks and gravel in the region.





Founded in 1986, Riyadh-based National Fertilizer Co. operates in the materials – chemicals sector with a focus on chemicals and industrial gases.





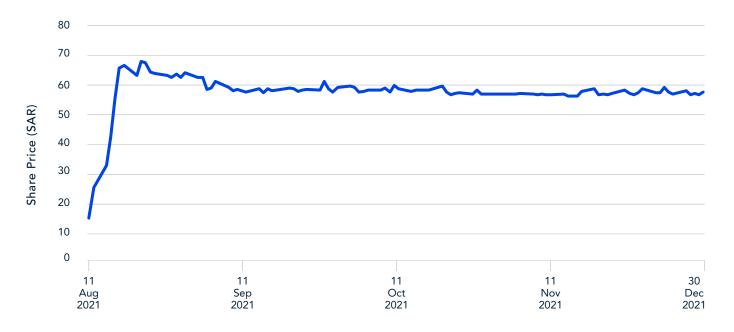
Canadian Medical Center is one of the leading medical companies in providing healthcare to the oil and gas sector, as it has a number of contracts with entities operating in the Kingdom, most of which are drilling and contracting companies in the oil and gas sector contracted with Saudi Aramco. It provides medical services within the sites of the projects in the Kingdom and some Gulf countries.

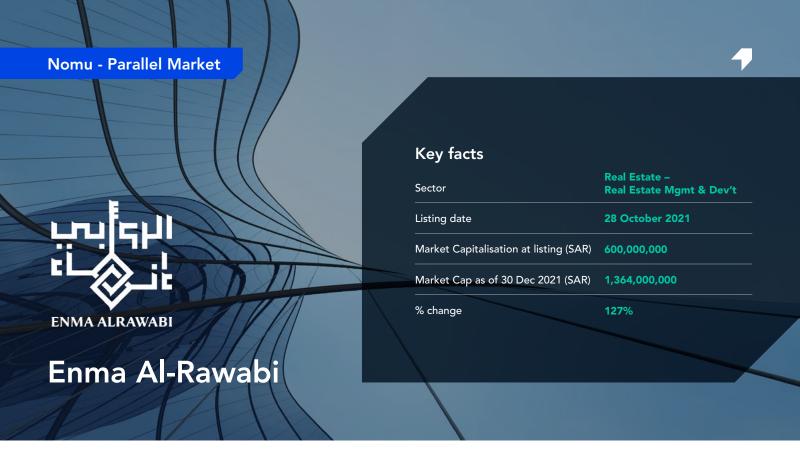
The medical center was established as a branch of a sole proprietorship in 2008 and was transformed into a limited liability firm in 2016, with a capital of SAR 77 million. In 2019, CMC merged with Advanced Medical Clinics Co. after which the latter become CMC's Al Khobar branch.





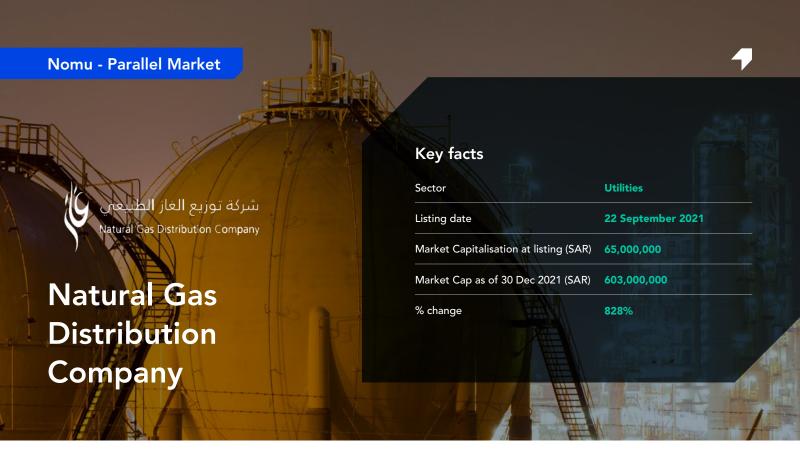
Established in 2005 in Riyadh, Banan Real Estate is a leading company in the investment and development of income-generating real estate in the Kingdom. The company is focused on managing and renting a range of commercial and residential properties and hotels. Banan Real Estate aims to become one of the largest real estate investors in the Saudi Arabia in line with Vision 2030 objectives.





Riyadh-based Enma Al-Rawabi was established in 2011. The company operates as a construction company, developing commercial, residential, and tourism projects.





Established in 2000, the National Gas Distribution Company purchases dry gas from Saudi Aramco and establishes, operates, and maintains a distribution network for all current and future plants in the Second Industrial City of the Saudi Authority for Industrial Cities and Technology Zones (MODON).





Paddy Padmanathan,

Vice-Chairman & CEO of ACWA Power

How did you decide to list in 2021, and what was your listing journey like?

As a company with a well-established track record of delivering competitive value as a developer, investor and operator of highly capital-intensive power generation and water desalination plants, and now also entering the field of green hydrogen, we find ourselves in the privileged and proud position of leading the energy transition that the world has embarked on.

Today, more than just a few years ago, the urgency to act on the fast approaching climate catastrophe is well understood by all nations, which in essence requires the world to decarbonize energy production by 2050, thus requiring not only to increase energy production capacity to keep pace with rapidly growing demand to cater for increases in population and industrialization but also to reconfigure existing generation capacity to support that net zero by 2050 objective. The urgency for action was highlighted in 2021, when the Intergovernmental Panel on Climate Change issued the direst warning ever - code red. On the backdrop of that warming nations of the world recommitted their ambitions at COP26 at Glasgow in November.

We at ACWA Power thus find ourselves in the right place, doing the right thing, at the right time: serving our customers, countries, and meeting demand for energy-intensive industrial consumers and power generation, desalinated water production and green hydrogen capacity to fulfill the net zero ambition without compromising progress and improving our living standards and quality of life.

Faced with such fast growing pipeline of opportunity and serving a business model of invest today and recover the investment and generate a profit margin over decades by supplying electricity, water and green hydrogen, and with a track record of stably generating returns across a rapidly owning portfolio, 2021 was an optimum time to expand our shareholder base to increase our access to equity capital through a listing and indeed share pipeline and the exciting

future with a wider shareholder group.

Our journey towards the public listing was nothing short of remarkable, as our shares were oversubscribed nearly 250 times, making it the most sought-after public listing in the world measured by the level of oversubscription; a testament to not just ACWA Power but to the Kingdom of Saudi Arabia as an attractive investment destination and to Tadawul as a reliable well-regulated training platform. While we celebrate and cherish the result no doubt in no small measure also arising from our remarkable growth is based on a counterintuitive business model where we do not seek to market price our products (electricity, desalinated water and now green hydrogen) but focus on minimising cost and maximising efficiency, while cultivating trust with partners across our supply chain, construction partners, co-investors, and financiers we also do not are humbled by the trust being placed on us by the million plus shareholders who have now invested in us.

What are the key benefits you have noticed from listing? How has the IPO supported your growth strategy?

While for sure our listing has given us access to additional liquidity, which is essential in a capital-intensive business with an enviable pipeline ahead of us, the equally important benefit is the visibility this listing has given us way beyond the immediate community of technology providers, contractors, co-investors, lenders, and off takers who procure our products on long term contracts. While right now, we have 64 power and or desalination plants in operation, construction, or development in 12 countries around the world, supplying power and desalinated water to over a 100 million people globally the million plus new shareholders supporting us gives us not only a new set of responsibility but a new level of energy. The new funding and the implicit currency, it also gives us strength and confidence to keep growing and to keep driving the energy transition.



What advice would you give to other companies considering a public offering?

Some may think that engaging in an IPO is about extracting value for what you've done in the past. But it is all about the future.

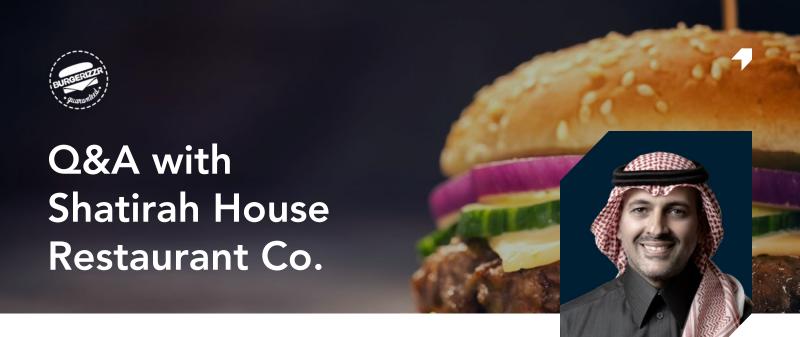
Investors, the new stakeholders, understandably will have incredibly high expectations for your future. This in turn translates to an enormous amount of responsibility that one will need to shoulder, as you need to deliver on the expectations and promises towards thousands—and in our case, millions—of people who have trusted us and have injected their savings into the business. While the past is a testament to your performance, behaviour, capability and capacity, the real test is in what lies ahead; to enduringly keep delivering consistently high performance and keep growing. Cherish and honour this expanded immediate family that now spans over a million people.

As a large Saudi company with international operations, what are some of the key challenges and opportunities you're looking at in the year ahead?

What is clear is that the energy transition is taking place right now and it impacts each and every one of us. This titanic shift towards a cleaner, greener future for the world while at one level is a challenge, for us the solution provider, is an opportunity to grow, keep delivering value and thrive. I believe that our mindset of focusing on minimising cost, maximising efficiency, and delivering fit for purpose solutions that increases reliable and affordable access to energy and water without compromising environmental stewardship and social responsibility while also upholding good governance will allow us to keep lading the energy transition.

At ACWA Power, we are driven, inspired, and motivated to achieve more every single day. With an unwavering commitment to our core values, safety, people, and performance - fostering an environment where people can contribute, innovate, and excel. As the world evolves towards a zero-carbon economy, we will keep improving our business philosophy of operational excellence and scalability to enable us to consistently accomplish our mission of delivering reliably and responsibly power and desalinated water and now green hydrogen at a low cost, opening a world of choices for communities to create a better tomorrow.





Mohammed Ali Al Ruwiagh,

The Chairman of Shatirah House Restaurant Co.

How did you decide on the Nomu - Parallel Market? Were there any obstacles you faced?

Listing on the stock market was always a part of Burgerizzr's strategic direction. We decided to list on Nomu Parallel Market first after getting more familiar with market norms and requirements, and plan to transition to the Main Market later on. We strongly believe that the listing has added and will continue to add significant value for our stakeholders, and help us as we continue to drive sustainability efforts across the company. The listing was also a great learning opportunity for us, as our team encountered challenges – which there always are in strategic moves – but effectively managed them.

What are the key benefits you have noticed from being listed on Nomu - Parallel Market?

There are many benefits since we got listed in Nomu market.

- The financial position of the company is further strengthened and more transparent for all the stakeholders especially the lenders.
- Improved governance structure and focus on business
- Improved liquidity of shares; &
- Increased protection of shareholders' interest

What advice would you give to other companies considering listing on Nomu - Parallel Market?

First, I would advise them to choose the right partner in this journey. Second, I would encourage them to move in this process as quickly as possible however, it should be well planned. Third, transparency is the most important aspect of this process.

What is your outlook for the food and beverage industry in Saudi Arabia?

The Government has an excellent vision moving forward and economy is at the core of Vision 2030. I strongly believe that the future of food and beverage industry is very promising and the tourism strategy and quality of life program introduced by Government will contribute to the significant growth in the F&B industry.



Omer Abdullah Alnomany,

CEO of Arabian Internet and Communications Services Co. (stc solutions)

Why did you decide to list in 2021, and what was your listing journey like?

The listing of solutions by stc was a natural next step for us. As a national sector leader, we are acting on our strategy to support the private and public sector to gain the scale, reach and speed needed to service the basic needs of all people in Saudi, as well as to access new markets and address the advanced ICT needs of the Kingdom.

Our IPO was a tremendous success and among the largest on the Saudi Stock Exchange. The IPO generated record-breaking demand that reflected the trust in the Company and its strategic growth plans from domestic, regional and international institutional investors.

This significant milestone could not have been reached without the dedication of our employees, the support from our IPO partners and the guidance from capital market regulatory bodies.

What are the key benefits you have noticed from listing? How has the IPO supported your growth strategy?

Our strategic ambition is to be the digital solutions innovator and provider of end-to-end services across the ICT market, supporting both the private and public sector across key areas including financial services, oil and gas, banking, real estate, media and telecom, government, healthcare and education.

The listing allows solutions by stc to broaden our offering, catering to companies of all sizes, and to expand our product portfolio into advanced technology, grow our reach through digital consulting and support our ongoing efforts to increase customer excellence. Being a publicly traded company opens up new possibilities to leverage our best-in-class IT services platforms to grow and expand in markets outside the Kingdom, while enhancing our brand equity.

The combination of growing market presence, appealing corporate culture and sound reputation put us ahead of the market when it comes to employee value proposition, helping us attract the highest caliber ICT and digital talent in the Kingdom.

companies considering a public offering?

Saudi Arabia is the largest and fastest growing market in the GCC, with a significant upside potential to become a major capital market hub in the region. Fueled by Vision 2030 and its ambitious initiatives, the Saudi stock market has witnessed a high demand for IPOs in the past couple of years as many companies started to leverage local and international investor appetite to develop their businesses in terms of both reach, size and growth. Companies listing in Saudi Arabia can expect to supercharge their business strategy allowing them to pursue growth, achieve objectives, develop their commercial profile and expand into new markets. It is also helpful for enhancing sustainability and corporate governance efforts.

stc solutions is one of Saudi Arabia's leading providers of IT services. What's your outlook for the future of this sector across the region?

Our strategic goal is to reinforce our position as the pioneer of digital solutions and the market innovator of unparalleled end-to-end ICT services that enables our clients to gain the scale, reach and speed they aspire to in their businesses. This ambitious goal is fueled by a digitally-driven national vision that increases market demand for ICT services. solutions by stc's value proposition is truly unique in the KSA's IT services market, and with our comprehensive portfolio of ICT offerings as well as extensive reach, coverage and unparalleled technical and delivery capabilities, we define ourselves as a one stop hub for clients seeking IT and digital solutions. Our core ICT offering is designed to enable, manage and scale businesses by offering system integration, connectivity, internet services, managed services, business outsourcing, Cloud solutions, digital services and cybersecurity.

Saudi Capital **Market Awards** The Saudi Capital Market Awards recognize exemplary market participants championing the development and growth of Saudi Arabia's capital market. The awards are hosted by the Saudi Exchange in collaboration with the CFA Society Saudi Arabia and the Middle East Investor Relations Association (MEIRA). The SCM Awards 2020, awarded in 2021, recognized the following companies: **Best Investor Relations Most Notable Listing Award Program Award** Main Market: Dr. Sulaiman Al Habib Medical Services Group Al Rajhi Bank Nomu - Parallel Market: **Riyadh Cement Co Best Custodian Award Best Broker Award HSBC Saudi Arabia Alinma Investment**

Following the success of the awards' first edition, the Saudi Capital Market Awards for 2021 includes an expanded selection of awards categories including 'Best ESG Award', 'Best Research House Award', 'Best Investment Bank', 'Best Equity Capital Markets House Award', 'Best Debt Capital Markets House Award', 'Best Merger and Acquisition House Award' and 'Best Asset Manager Awards', alongside the existing categories. Eligible entrants are evaluated by an independent committee comprising industry professionals from both entities, and the awards are presented during the Saudi Capital Market Forum.



What are the steps you have taken before applying for Saudi Capital Market Awards 2020?

Prior to applying to the Saudi Capital Market Awards, we evaluated our listing process through conducting a Listing Readiness Assessment to identify the factors that contributed toward the successful listing of HMG on the Saudi Exchange. This process included working with our IPO financial advisors to identify initiatives that supported the listing and gather data on the listing and post listing performance.

The Listing Readiness Assessment process also involved a development of our equity story as a storyboard for the IPO and investor road-shows and a peer analysis which allowed us to benchmark our corporate strategy, governance and performance against our competitors, and against other listings completed during the year. Once we had all the supporting evidence for our entry, we identified key messages we wanted to communicate, primarily with regards to records achieved at the time of listing including:

- The largest healthcare company in terms of market capitalization, revenue and net income
- The highest aggregate order book in a book-building process for a private company
- The highest coverage ratio, the highest number of institutional bidders
- The highest volume of bids from international investors



How did winning the award help your growth prospects and outlook for your business?

Winning the Most Notable Listing Award was a tremendous achievement and a recognition of HMG's efforts in engaging with investors prior and post listing. The award served as a signal to the market of our leadership in early investor engagement and our efforts in maintaining proactive engagement with the market. Being recognized by Saudi Exchange as the most notable listing in 2020 has also increased recognition for our brand within and outside of Saudi Arabia.

If you could give three tips to the companies looking to list in the Main Market, what would they be?

- Preparation is key The IPO readiness assessment is key to a successful listing. Starting as early as possible is important to ensure the listing team can conduct a thorough review of the business which, in turn, will result in better engagement with the market. Governance also played a vital role in the success of the IPO, by formulating a clear strategy and having a clear governance manual in place.
- Involve internal stakeholders Collaborating and engaging with internal stakeholders can make a significant difference to the success of a listing. Investors want to learn about all aspects of a business, and stakeholders across the business are key to sourcing the information investors need. Employees will also need to embark on a culture shift from a private to public business; involving them in the listing process can be key to long-term success.
- Develop a clear equity readiness investment case Marketing the transaction among potential investors is key. To do this successfully companies should develop a clear investment case that communicates the company's competitive advantages and highlights how the company will create value post listing.



What are the steps you have taken before applying for Saudi Capital Market Awards 2020?

Before we applied to the Saudi Capital Market Awards, we assessed our company's unique strengths and size in comparison to our listed peers. We then worked with our financial advisors to identify what made our listing so successful and to gather supporting evidence for our entry. Our senior management were confident that our listing met the criteria for the award and approved the submission so that the company could be recognized for an innovative and successful transaction.

How will winning the award improve the growth prospects and outlook for your business?

Winning the Most Notable Listing Award is a significant achievement for Riyadh Cement Company and is a testament to our commitment to adopting international best practices.

This award signifies our development into a market leader and we will continue to leverage the various initiatives of the Capital Markets Authority to support our growth as a business.

Winning the award will drive innovation and excellence at Riyadh Cement, and it encourages us to continue adopting international best practices so as to meet the expectations of our shareholders, customers and also our broader social responsibilities.



If you could give three tips to the companies willing to list on Nomu- Parallel Market, what would they be?

Listing on the Saudi Exchange enhances company performance and business continuity while increasing the confidence of current and potential investors. Therefore, Riyadh Cement Company would give the following tips to companies seeking to list on the Nomu – Parallel Market:

- 1. Appoint qualified individuals to lead the process who are familiar with the rules and regulations of the Capital Markets Authority, the Saudi Exchange, and the Securities Depository Center (Edaa).
- 2. Carefully prepare the required documents and study them with the relevant internal and external bodies to ensure the listing process is completed on time.
- 3. Choose an appropriate financial advisor and communicate with them regularly. This should be in addition to ongoing communication with the senior management around the listing procedures, documents, and forms.





What are the steps you have taken before applying for Saudi Capital Market Awards 2020?

At Al Rajhi Bank, we always aspire to be a strong competitor in all aspects of the banking industry. Winning the inaugural Saudi Capital Market Award for best IR program is a true honor and showcases the great efforts from the management and IR team during the year.

We prepared internally by reviewing the criteria for the award before collecting all the supporting documents and capturing all the activities executed throughout 2020, including regulatory disclosures, management participation at IR events, meetings and conferences attended, COVID-related communications, IR digital enhancements, and efforts related to ESG. Having an established and well organized IR function enabled us to efficiently demonstrate how our approach and activities are aligned with the leading IR practices globally.

How will winning the award help your business?

Winning the first ever Saudi Capital Market Award will help us to shine a light on the great efforts delivered by the management and IR team during 2020, as well as highlight the importance of the IR function internally and externally. Winning this award will push us to maintain our leadership position in IR, with the continued support of senior management, and continue to harvest the benefits of having a best-in-class IR function.



Why is IR important for listed businesses?

There have been many changes in the Saudi capital market and the MENA region more broadly. Led by the great efforts of the Capital Market Authority and Saudi Exchange, these changes support the Kingdom's Vision 2030 and Financial Sector Development Program to develop a diversified and effective financial sector. At Al Rajhi Bank, are proud to be the largest weighted stock on the Tadawul All Share Index and MSCI Tadawul 30 Index. In addition, Qualified Foreign Investors have significantly increased their ownership in Saudi listed companies as investment opportunities have been created.

Listed companies must adapt to these changes through improving their communication efforts with different stakeholders in the financial and capital markets. The IR function will play an increasingly critical role in providing the market with the information it needs to make informed investment decisions. An effective IR program will result in a fair valuation, improved stock liquidity, access to capital and a resilient shareholder base.

What are the day-to-day challenges of your role?

The main challenges include continuous engagement with all stakeholders externally and internally, being aware of changes in the market and industry and how these will impact the business, providing and updating the investment community with sufficient information through different channels (board report, earnings release, investor and earnings presentation and analysts and investors meetings) and fulfilling regulatory reporting requirements.

Moreover, with advancement in the digital world, IROs need to ensure that all communication channels are updated regularly.

If you could give three tips to aspiring IROs, what would they be?

The first and most important is to grasp a good understanding of the business strategy and market context in order to convey the desired messages to the investment community. Second, IROs need to be proactive through two-way communication with all stakeholders internally and externally in an effective and efficient way. Lastly, for those just starting their career or IR certification, learning from the leaders in the market locally and globally, engaging with professional communities for investor relations such as MEIRA, and more importantly reading the Saudi Exchange IR toolkit will help them gain a better understanding of IR best practices.

4

Certified IR Officers

We would like to extend our warmest congratulations to those who completed the Certified Investor Relations Officer (CIRO) program with the Middle East Investor Relations Association (MEIRA).

Rayan AlKarawi	Shahad A. Al Yousif
Zameel Ammanoor Kasim	lyad Al Garawi
Abdulrahman Abdulaziz AlShaye	Neeraj Kumar
Fahad Hamid Al Waked	Omar Ali Aldalaan
Saud Faihan Alraggas	Nasser Al-Qunaiah
Sadiq Ali Mohammed Al Ali	Redha A Alamri
Osama Ibrahim Sultan	Abobaker Ahmed Al-khateeb
Tareq K. Alangari	Eyad Abdulaziz Al Shobaian
Haitham A. Al-Shathri	Ammar M Al-Shamrani
Mohammed A. Al-Bassam	Emma Simo Pinatella
Own Issa Ismail	Ibraheem Mohammed Alkharji
Mohamed Zein	Ahmad Daham Aldaham
Hussein H. Lala	Fadi Sameer Al Qutub
Majed Saad Al-Jindan	Mohamed Abdelhamid
Gaylene Allen	Ziyad Abdulrahman Aldahami
Zamil Ahmad Alzamil	Hammam Bahareth
Haythem Mohamed Rashed	Leena Jalal ElQaisi
Waleed Khalid Al-Dayel	Abeer Abdulkareem AlBlali
Ahoud ALQahtani	Ahmed Alshaikh
Leena Shibil	Jihad A Almohanna
Deema Alkhaldi	Alanoud Abdullah Altamimi
Rawan Alzamil	Asma Mohammed Hussain Al Ghamdi
Majed M Aleid	Rouaa Fadl

For help with certified Investor Relations professionals or the CIRO program please contact info@meira.me



Listing Guide

A resource to help companies decide how to list and raise capital through our markets.

IR Toolkit

Information, advice and support to all companies either listed on or about to list on the Saudi Exchange.

200 Listed Securities Book

An overview of the first 200 companies listed on the Saudi Exchange and their contributions to the transformation of the Saudi economy.

Listing Readiness Assessment

A listing readiness assessment questionnaire to give companies an initial view on likely readiness for the listing process.

Advisors Report

A statistical report that provides historical data of all the advisors involved in previous IPOs.

Interested in going public?

We would be happy to discuss this with you through a video call. Please fill in this form, and a representative will be in contact soon.

