

Investor Presentation

9M 2024



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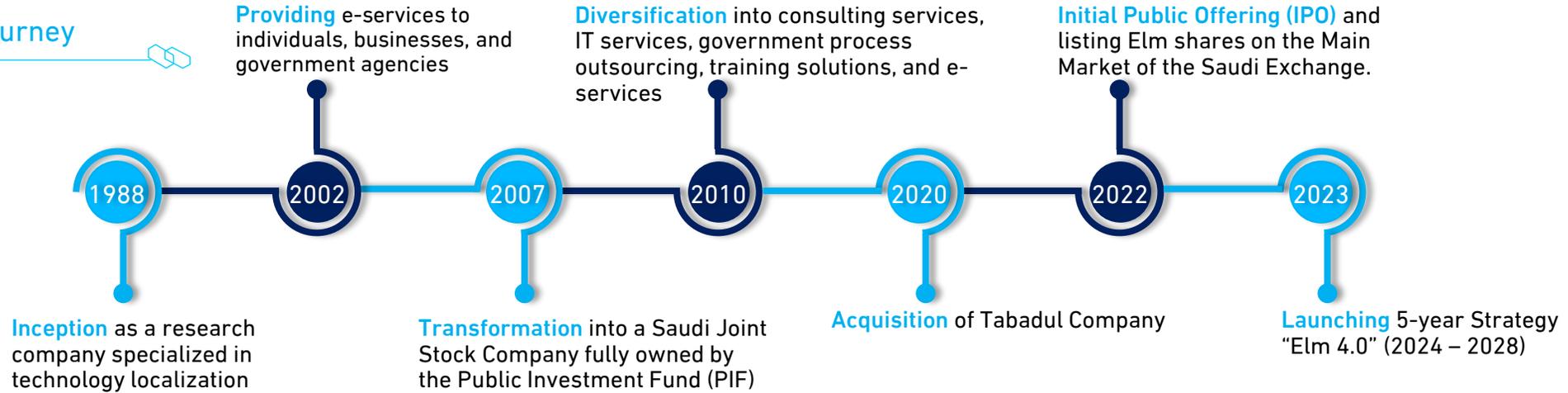
Agenda

- Introduction
- Elm 4.0 Strategy
- 9M 2024 Highlights
- Financial Performance
- 2024 Guidance

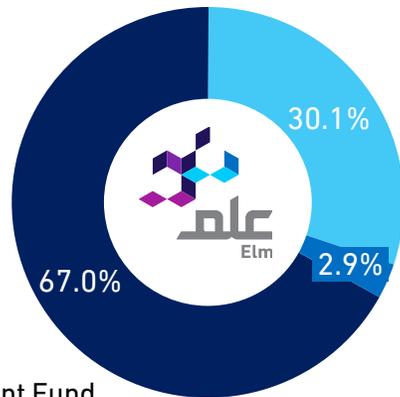


Elm At a Glance

Company's Journey

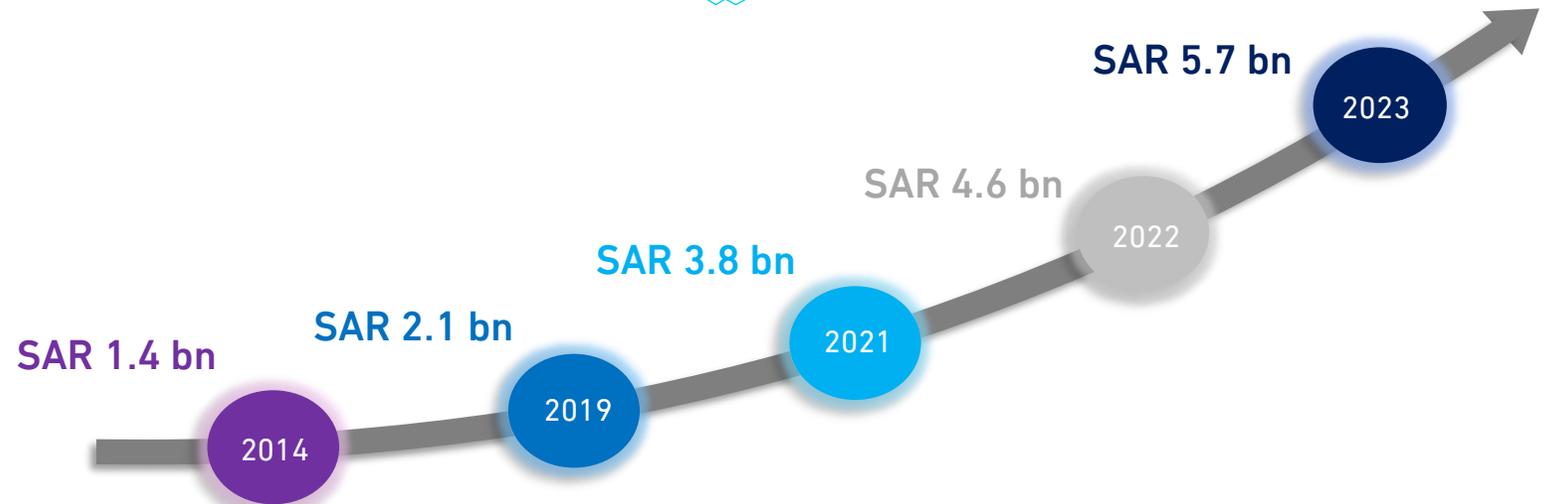


Shareholding Structure



- Public Investment Fund
- Institutional and Retail Investors
- Treasury Shares

Significant Growth in Revenues over Years



Elm's business and Segments

Elm business includes 3 main offerings targeting the public and private sectors through various service models



Offering Type	Digital Business	Business Outsourcing	Professional Services
	Digital Products	Digital Projects	Process Outs. / Consulting / Data & AI
Description	Developing digital product (e.g., Portals, Platforms, etc.) that serve customers through various packages & channels	Customized digital solutions based on customer requirements in areas such as system integration, managed services, etc.	Service delivery in specialized areas (field forces, crowd mgt. solutions, etc.) through the management, full/partial operation, and the gradual shift to digital visualization Includes consulting services and data analytics & AI offerings, to understand the institution's problems and develops a comprehensive business solutions
Key Focus Areas	<ul style="list-style-type: none"> Gov. products B2B Products 	<ul style="list-style-type: none"> System integrator Managed services Cloud migration IoT & Smart cities solutions 	<ul style="list-style-type: none"> Traditional BPO (field forces, customer facing, back-office processing) Govt. BPO 4.0 (digital enabled) IT / Digital consulting Business consulting (BPM, Strategies) Analytics and AI
Customer Type	B2C / B2B / B2G	B2C / B2B / B2G	B2C / B2B / B2G

Service Model	Digital Business	Business Outsourcing	Professional Services
Transactions / Subscriptions	✓	✓	✓
Turnkey	✓	✓	✓
Performance-based & Public private partnership	✓	✓	✓

Less focus / Expansion focus / Current focus

Brief About Top 6 Products

Absher

Provide Ministry of Interior services (Passports, Traffic, Civil Affairs, etc.) digitally in an integrated platform to citizens, residents and visitors.

Partner: Ministry of Interior
Beneficiaries: Individuals and Businesses

Muqem

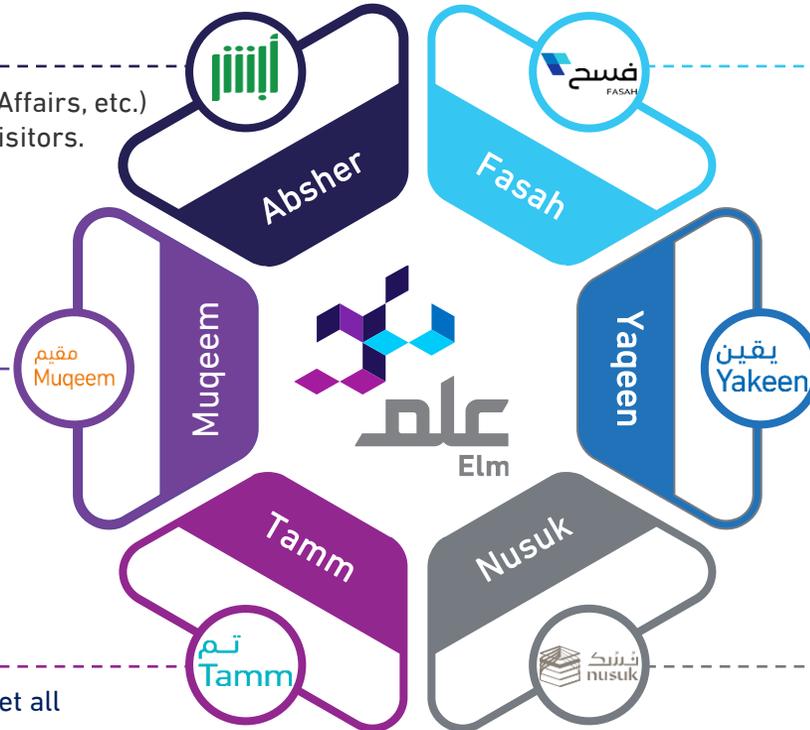
Allows organizations to review its resident workers data and complete their transactions online

Partner: Ministry of Interior
Beneficiaries: Businesses

Tamm

Provide services that help vehicles' owners in Saudi Arabia get all the updated information about their respective vehicles

Partner: Ministry of Interior
Beneficiaries: Car Dealership and Car Rental



Fasah

Facilitate international trade services by automating the import and export procedures

Partner: Zakat, Tax, Customs Authority
Beneficiaries: Individuals and Businesses

Yaqeen

Verification of the beneficiary's data (such as customers, visitors, employees and applicants)

Partner: Ministry of Interior
Beneficiaries: Businesses

Nusuk

Organize pilgrims entire visit from applying eVisa to booking hotels and flights

Partner: Ministry of Hajj and Umrah
Beneficiaries: Individuals

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Elm 4.0 Strategy

Elm will strengthen its capabilities to grow current offerings and expand into new gov sectors and adjacent B2B markets in its new strategy Elm 4.0

Elm 3.0 (2023)

Elm 4.0 (2024 - 2028)

Horizons of strategy



Products
(mostly gov. today)

Projects
(BPO / Professional Services¹)

-

R&D Contribution



Organically and inorganically:

- > Expand into **new gov. verticals**
- > Develop **new products & services** in current verticals
- > **New accounts** penetration
- > **BPO digitalization**
- > More on **IT consulting**
- > Expanding in **digital emerging offering**

Build / Acquire / Partner new B2B products in adjacent markets

Continuous R&D in use cases development to provide scalability and competitive advantage

(1) Including digital projects

Elm 4.0 Strategy



Elm 4.0 strategy focuses on diversification and modernize offerings, and require capital deployment in both GovTech and B2B offerings

Public Sector

To **penetrate new markets**, increase presence and market share through providing new innovative and **integrated solutions**

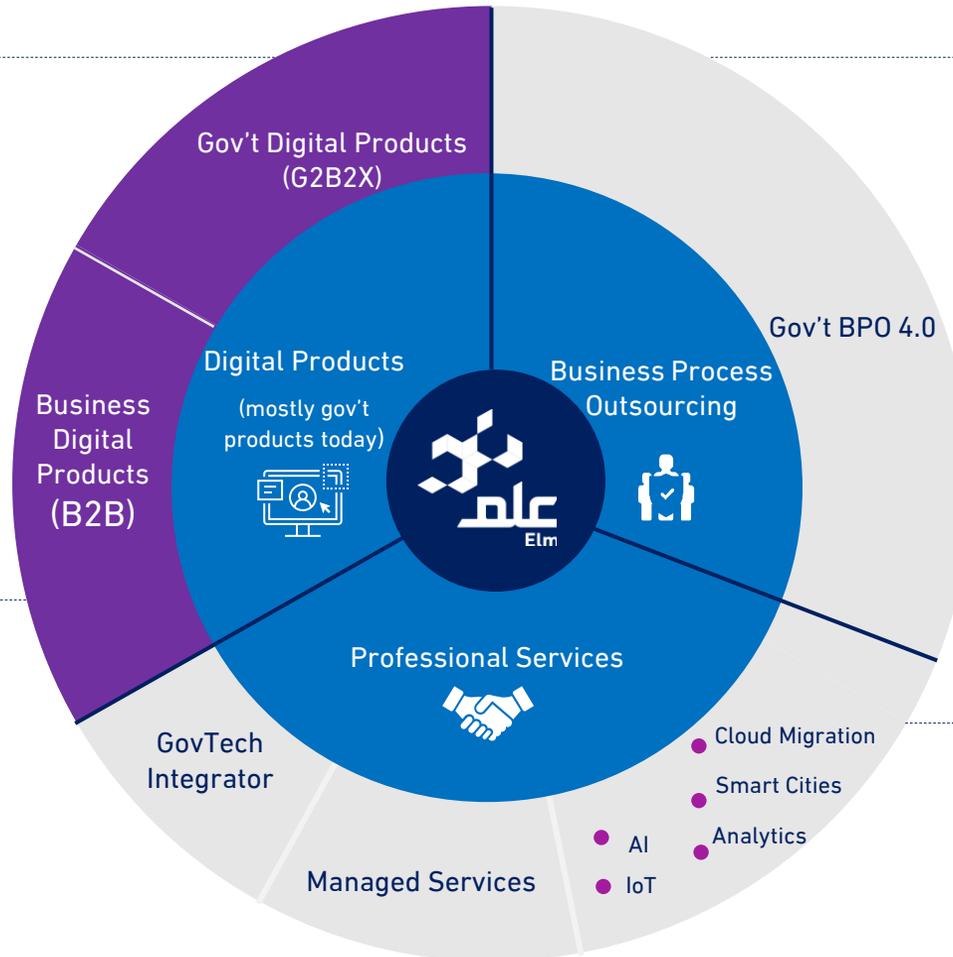
BPO

To embed **technologies and solutions** to Elm current BPO offerings, and expand into new accounts while focusing on **repeatable businesses**

Private Sector

To focus efforts on the coming years to target **B2B products** within specific **verticals**, that are **adjacent** with Elm current markets

- Core Today
- Focus of Expansion (organic + inorganic)
- Focus of Expansion (organic)
- Potential Capital deployment for Capabilities



Emerging Technologies

To expand Digital Projects into new **high-value offerings** and enable R&D to develop use cases in collaboration with Elm business units



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Operational Highlights

Gov't Products



10year

agreement has been signed creating business sustainability and potential growth in Gov't Products

Business Products

- Exploring the targeted sector strategy in the private sector mainly based on the adjacency to our exiting Gov't products and services
- Evaluating potential companies for acquisitions in the targeted sectors.

Strong growth across Gov't products



Growth in BPO due to executed projects



Expansion on International business portfolio



Financial Highlights

9M 24 Revenue (Mn SAR)

5,278

Revenue YOY Change

▲ 25.3%

9M 24 EBIT (Mn SAR)

1,292

EBIT YOY Change

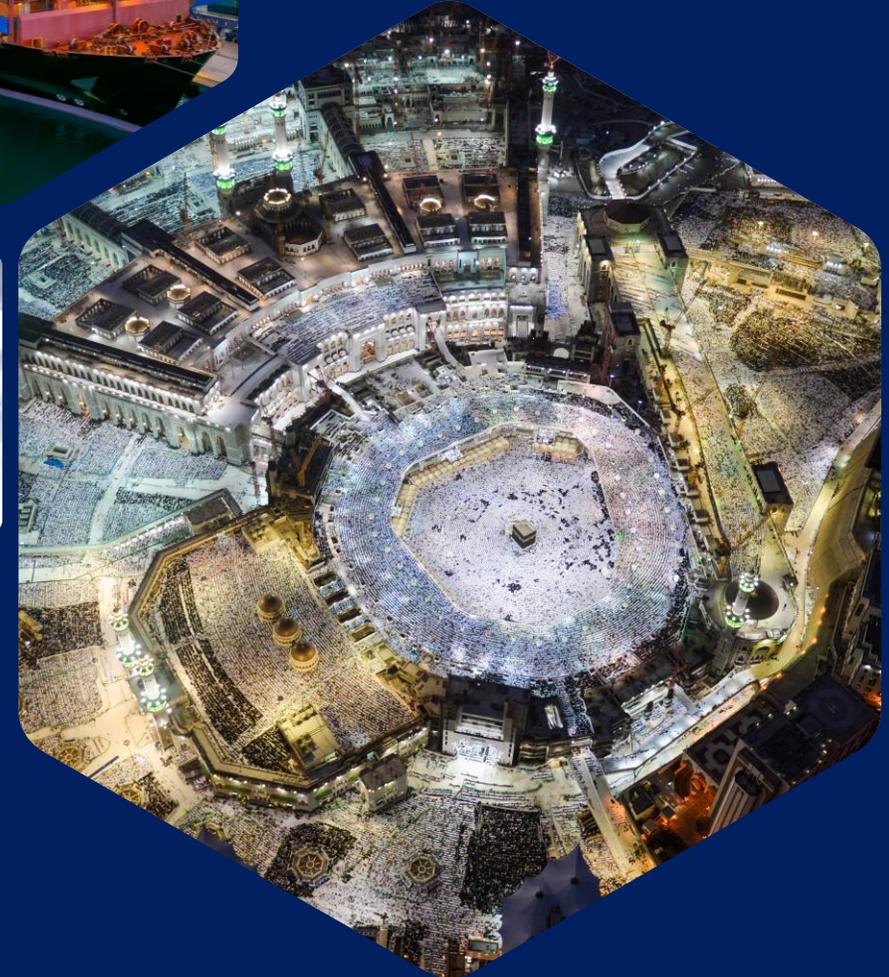
▲ 26.7%

9M 24 Net Profit (Mn SAR)

1,329

Net Profit YOY Change

▲ 29.2%



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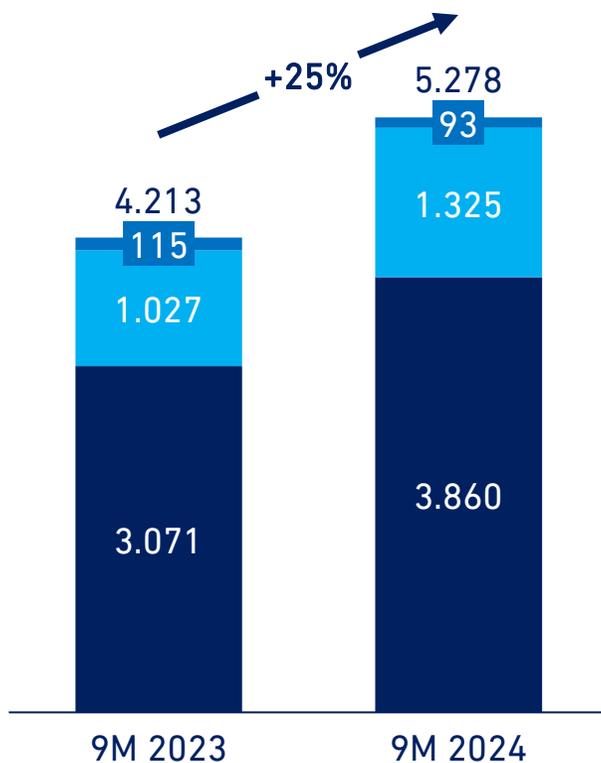


P&L Highlights

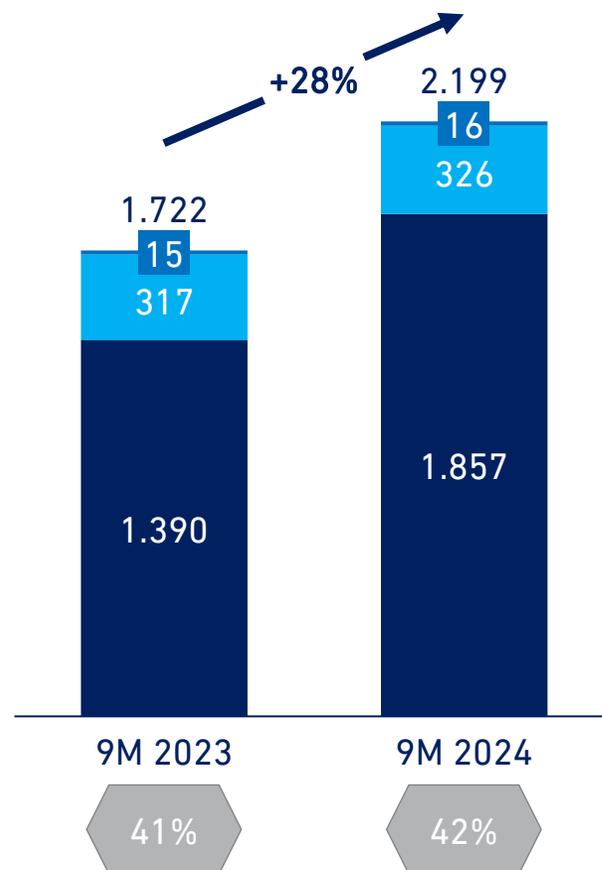
SAR Millions

- Professional Services
- Business Process Outsourcing
- Digital Businesses
- ◊ Gross Profit Margin

Revenue by Business Segment



Gross Profit by Business Segment

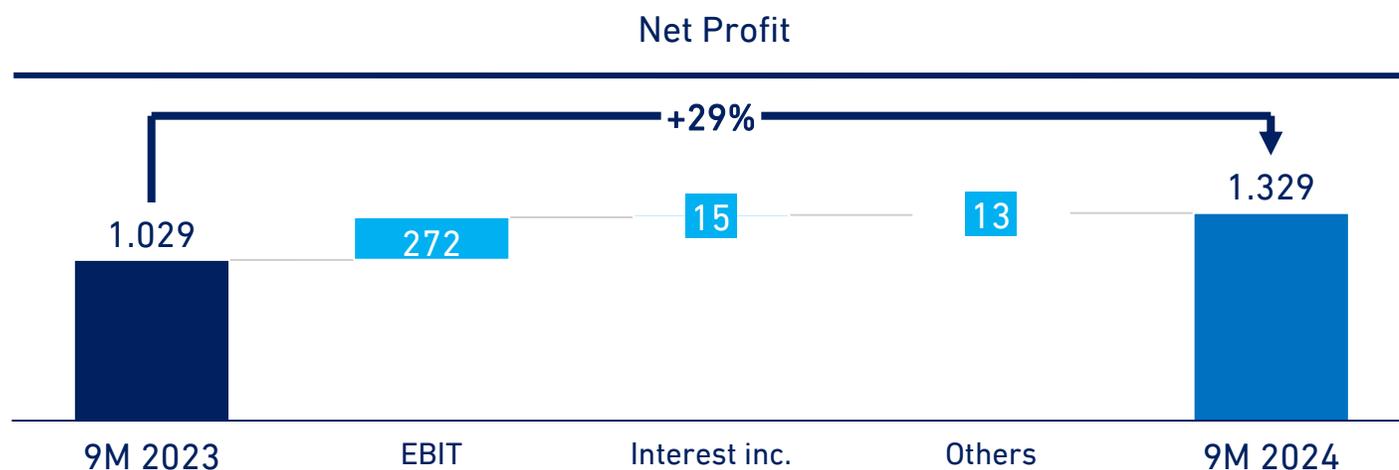
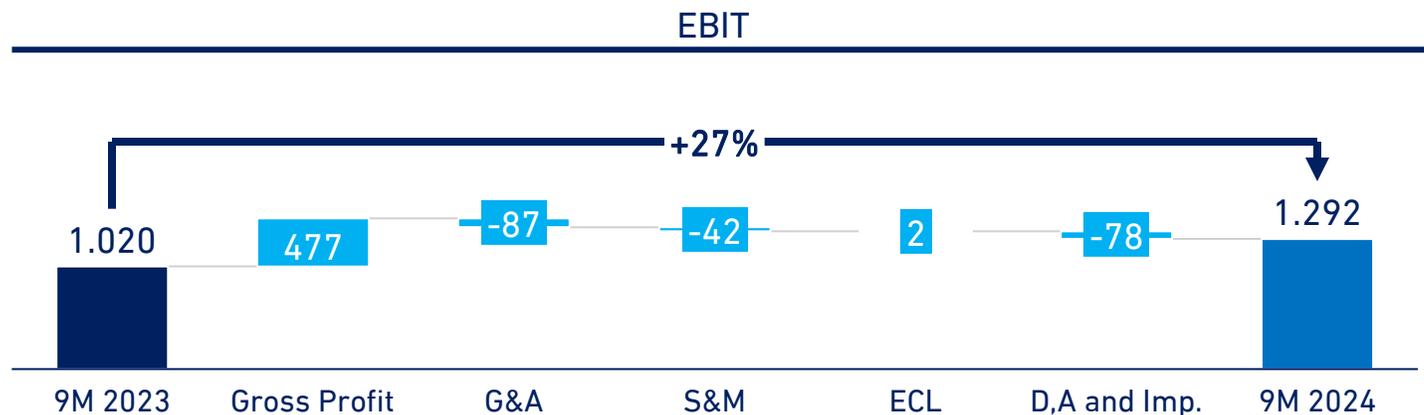


Key Highlights

- > **Consistent Revenue Growth:** Digital business and Business process outsourcing continue to fuel revenue growth.
- > **Gross Profit Margin Expansion:** Digital Business increased profitability, positively impacted the overall Margin expansion.

P&L Highlights

SAR Millions

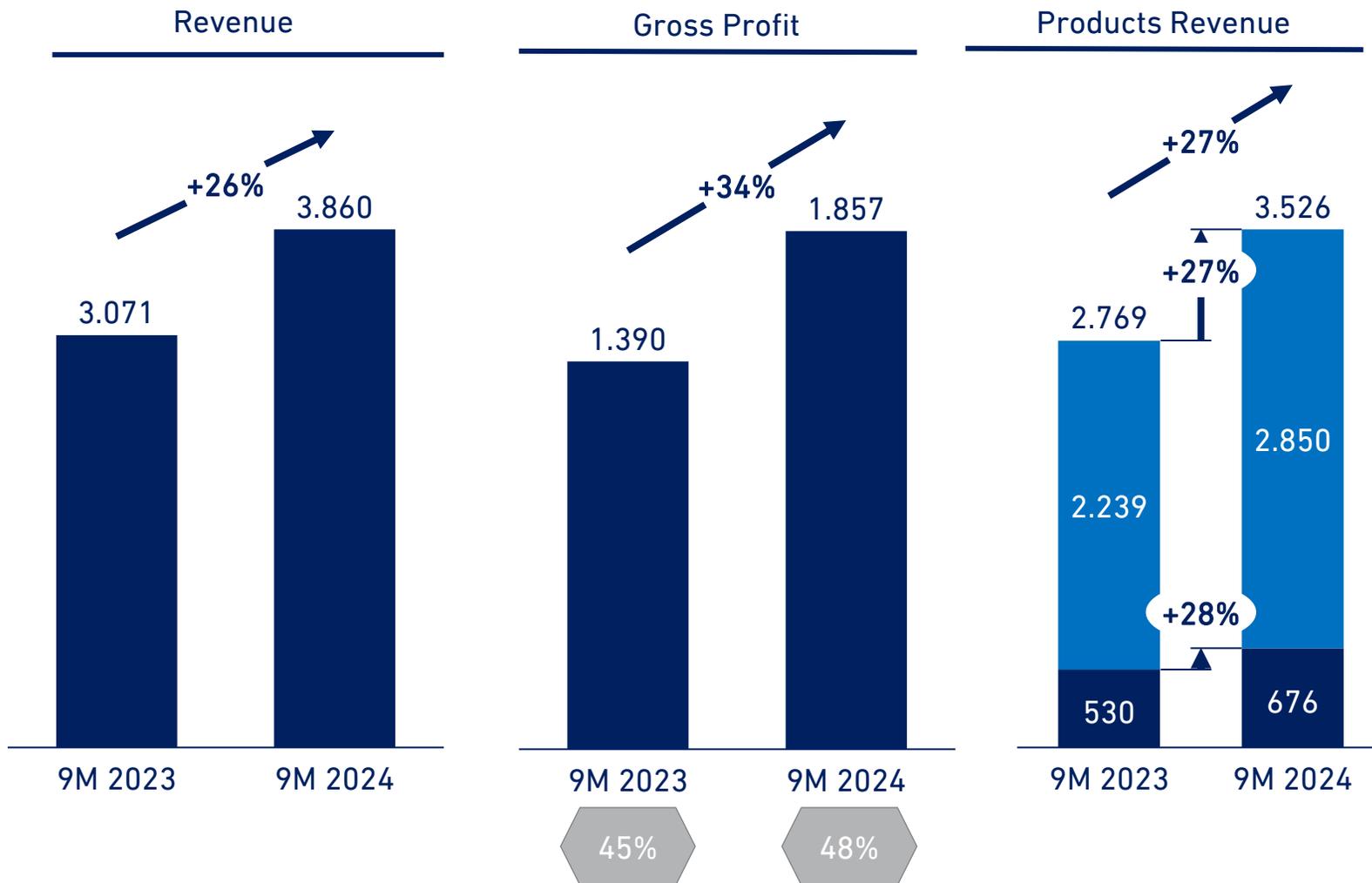


Key Highlights

- › **EBIT Remains Strong:** EBIT increased despite increased operating expenses.
- › **Strong Net Profit Growth:** Net profit increased significantly, driven by Higher EBIT and supplemented by increased Murabaha deposit and call account income.

Digital Business

SAR Millions



- Top 6 Products
- Others
- Gross Profit Margin

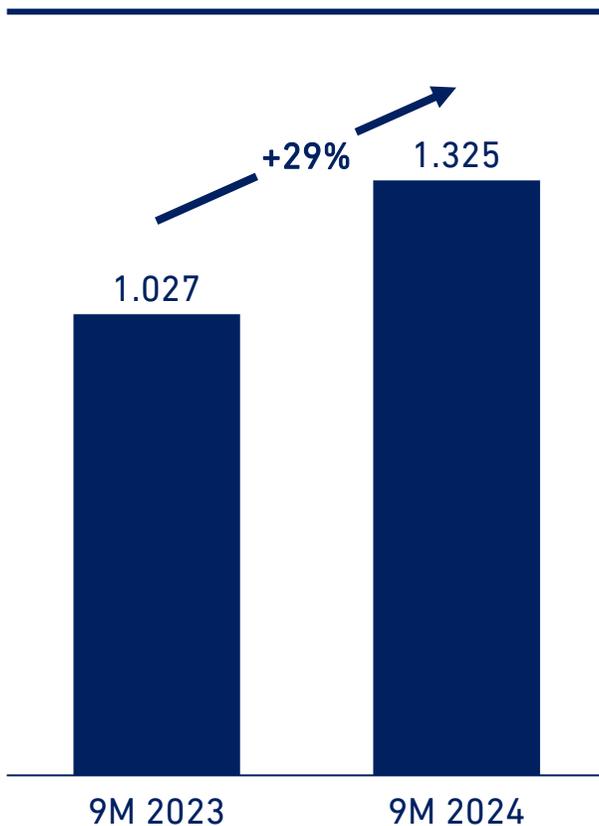
Key Highlights

- › **Continuous Revenue growth:** Revenue increased due to growth in the products portfolio.
- › **Margin Expansion:** Strong growth across products in Q3 led to an expansion in margins.
- › **Previous Periods Revenue:** a recognition of revenue in the current period, positively impacted revenue and gross profit margin.

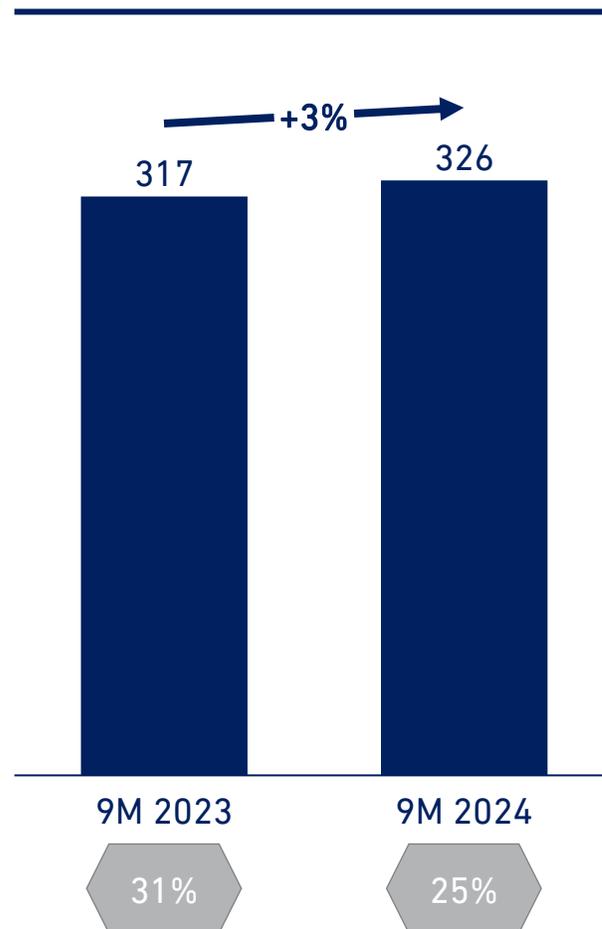
Business Process Outsourcing

SAR Millions

Revenue



Gross Profit



⬡ Gross Profit Margin

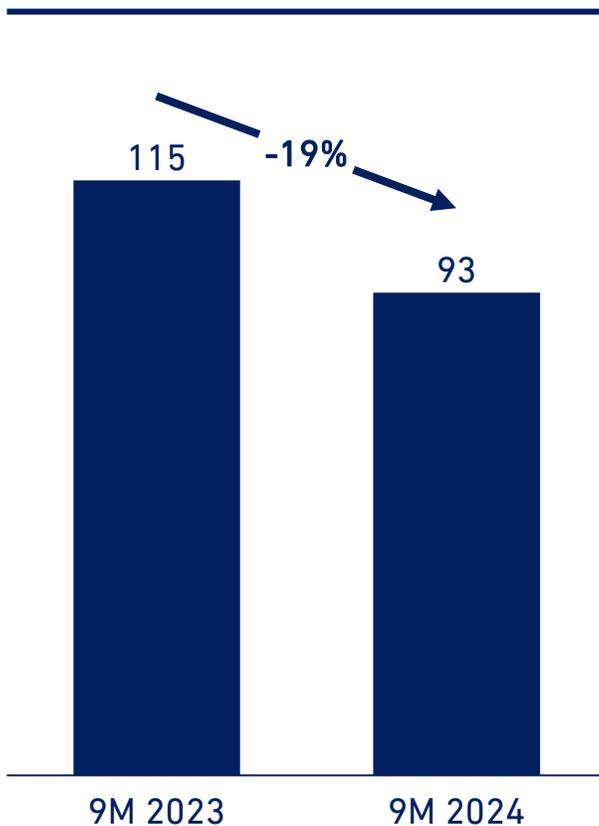
Key Highlights

- › **Revenue Growth:** BPO revenue surged, driven by new projects expansion and increased deliverables.
- › **Flat Gross Profit with Decrease in Profitability :** Gross profit increased slightly alongside revenue growth. Margins reflect a completion of higher margins projects and type of deliverables during the period.

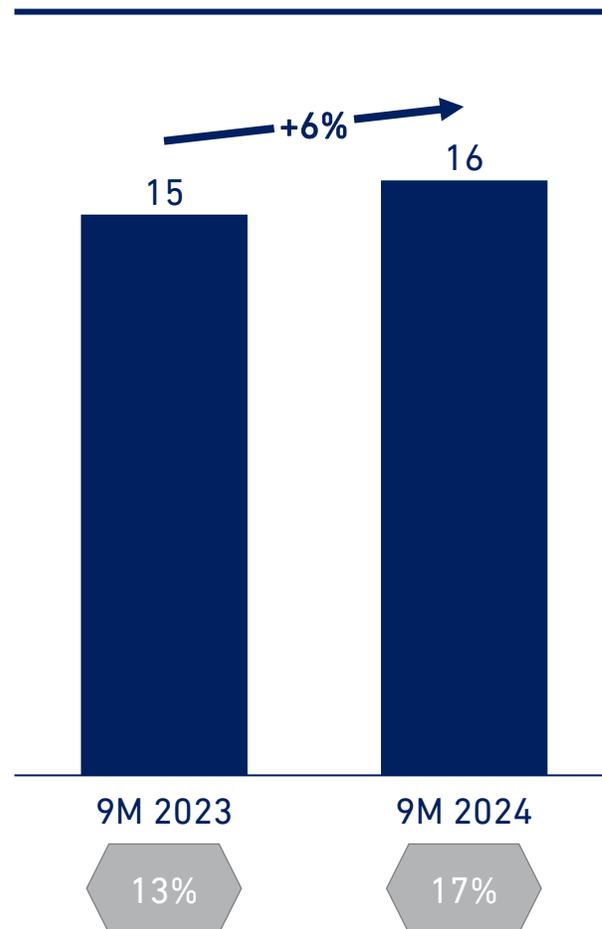
Professional Services

SAR Millions

Revenue



Gross Profit



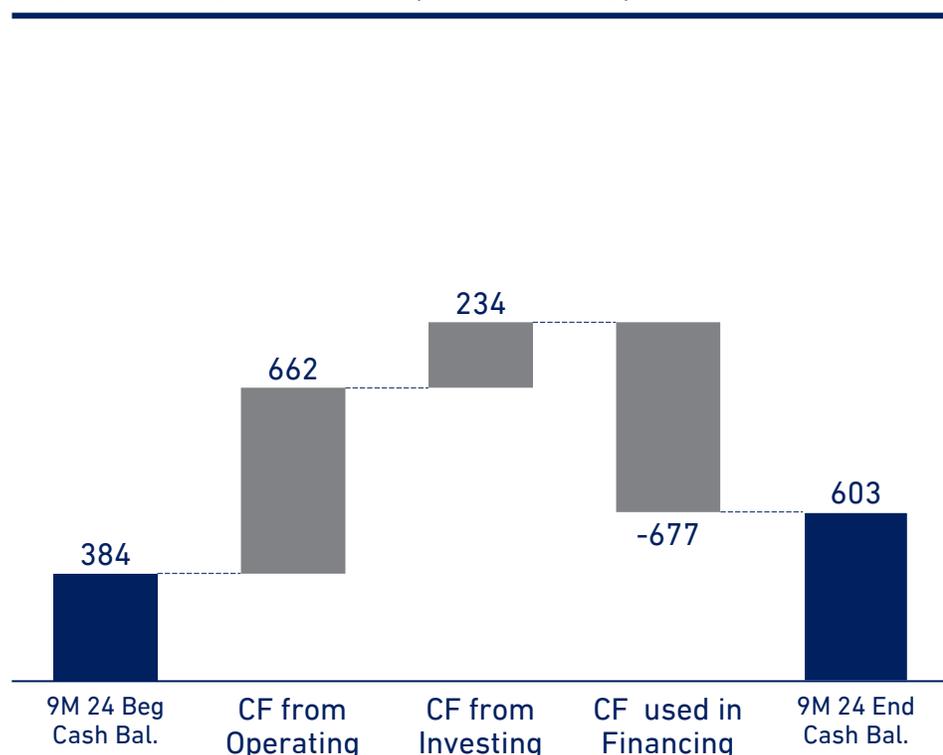
⬡ Gross Profit Margin

Key Highlights

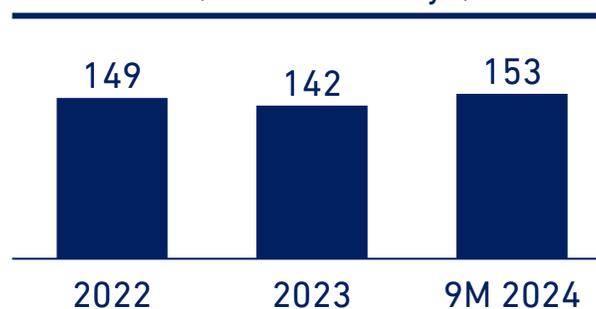
- › **Revenue Decrease:** Professional services revenue declined 10%, primarily due to decreased revenue from large completed projects.
- › **Profitability Expansion:** Despite the revenue decrease, gross profit and gross profit margin increased, driven by higher profitability of new projects and deliverables during the period.

Balance Sheet and Cash Flow Highlights

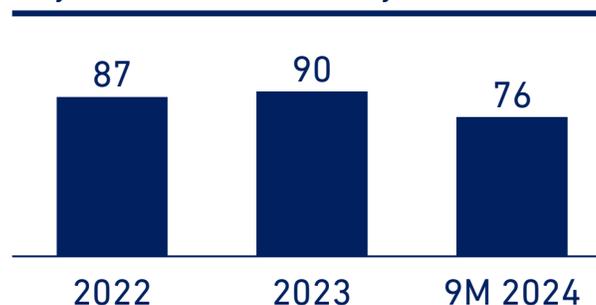
Cash Balance Movement (SAR Millions)



Receivable (Number of Days)



Payable (Number of Days)



Key Highlights

- › CFO as a percentage of Net profit was 50%. This was due to a settlement for Income share balances.
- › Total Cash and short-term investment decreased by 7% to 3.2 Billion compared to YE 23.

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Guidance

	YE 2024 Guidance	9M 2024 Actual
 Revenue Growth	22% - 24%	25%
 EBIT Margin	22% - 24%	24%
 Cash Flow from Operating Activities as % of Net Income	80% - 90%	50%

Contact Information

Investor Relations Department

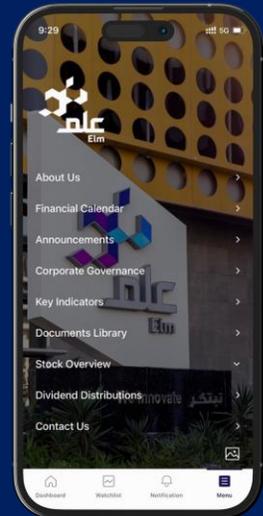
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Thank you



Elm IR Application

