

Shaker

Investor Presentation

Q3 2024 & 9M 2024



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1950



Today's Presenters



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Agenda

- **1.** Strategic Highlights
- **2.** Financial Performance
- **3.** Strategic priorities for 2024
- **4.** Q&A Session



**Q3 2024
Strategic Highlights**

Q3 2024 Highlights

Delivered record results and preparing for the next phase of growth



Record Q3 and 9M results since 2017



10th store opened in Dammam, expanding B2C retail presence



Improved financial health with 50% YoY net debt reduction



Benefits from company-wide transition to SAP visible



Enhanced working capital and inventory optimization

Revenue

SAR **358.62**mn

+11.12%
YoY²

Gross Profit

SAR **88.85**mn

+9.19%
YoY²

EBITDA

SAR **29.61**mn

-15.8%
YoY²

Net Profit¹

SAR **17.72**mn

+5.6%
YoY²

EPS

SAR **0.32**

-8.2%
YoY²

Op. Cash Flow³

SAR **138.82**mn

9M-FY23:
SAR **(55.95)**mn

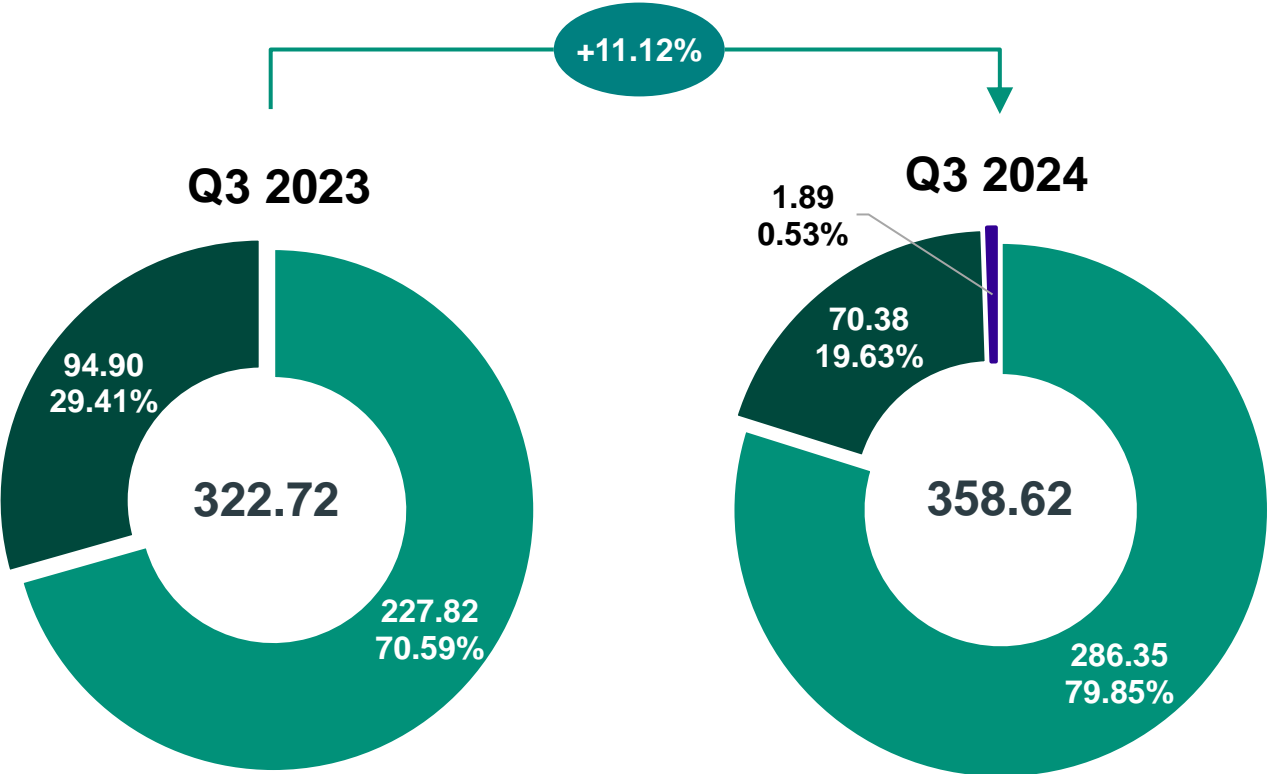
1: Attributable to shareholders of Company | 2: Q3 2024 vs Q3 2023 | 3: YTD



FINANCIAL PERFORMANCE

Key Highlights: Q3 2024

Revenue by Segment



SAR (Millions)

Gross Profit ▲ +9.19%

Q3 2024	88.85
Q3 2023	81.36

Gross Profit Margin ▼ -0.44pp

Q3 2024	24.77%
Q3 2023	25.21%

EBITDA ▼ -15.78%

Q3 2024	29.61
Q3 2023	35.16

EBITDA Margin ▼ -2.63pp

Q3 2024	8.26%
Q3 2023	10.89%

Net Income* ▲ +5.62%

Q3 2024	17.72
Q3 2023	16.77

Net Income* Margin ▼ -0.26pp

Q3 2024	4.94%
Q3 2023	5.20%

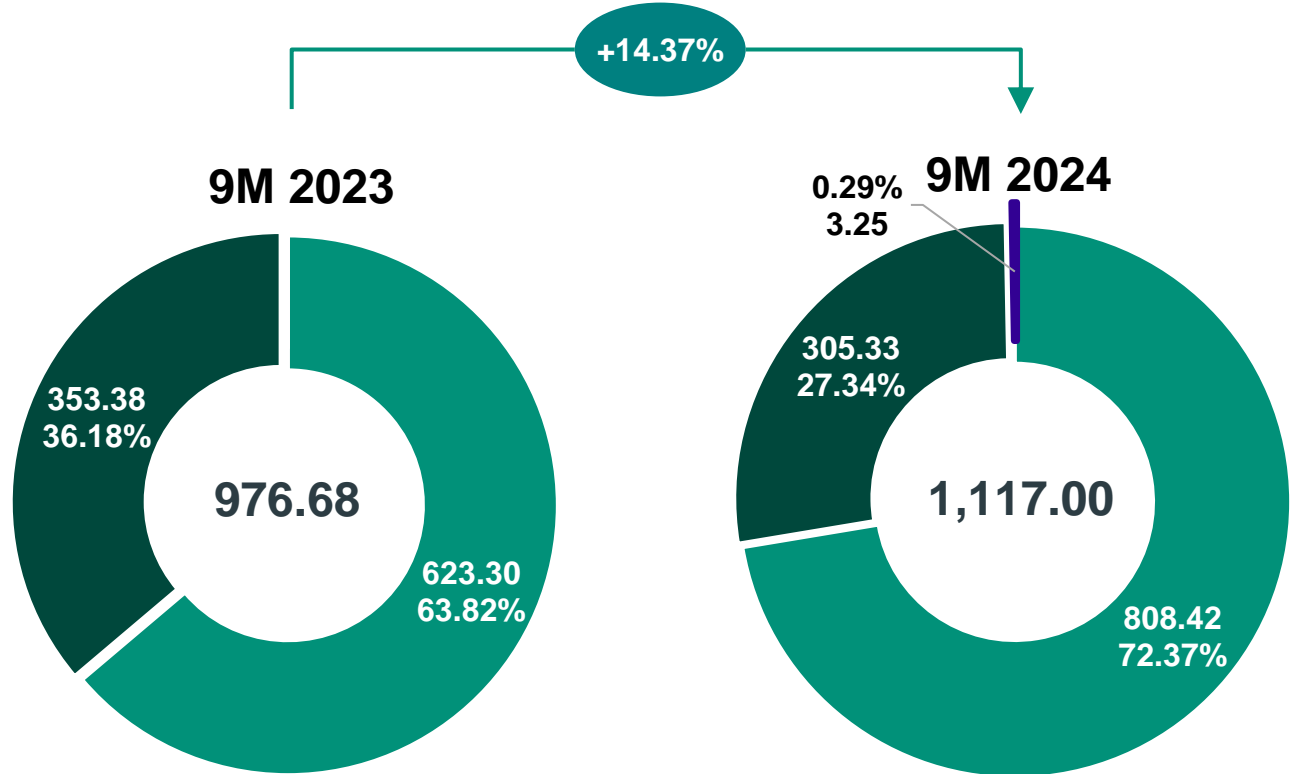
*Attributable to shareholders of company



■ HVAC ■ Home Appliances ■ Others

Key Highlights: 9M 2024

Revenue by Segment



SAR (Millions)

Gross Profit ▲ +11.17%

9M 2024 269.81

9M 2023 242.70

Gross Profit Margin ▼ -0.70pp

9M 2024 24.15%

9M 2023 24.85%

EBITDA ▼ -9.27%

9M 2024 104.26

9M 2023 114.91

EBITDA Margin ▼ -2.44pp

9M 2024 9.33%

9M 2023 11.77%

Net Income* ▲ +8.11%

9M 2024 66.41

9M 2023 61.43

Net Income* Margin ▼ -0.34pp

9M 2024 5.95%

9M 2023 6.29%

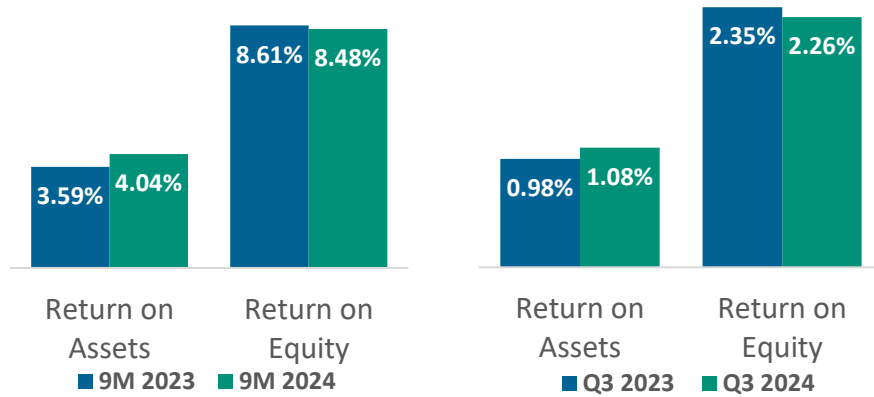
*Attributable to shareholders of company



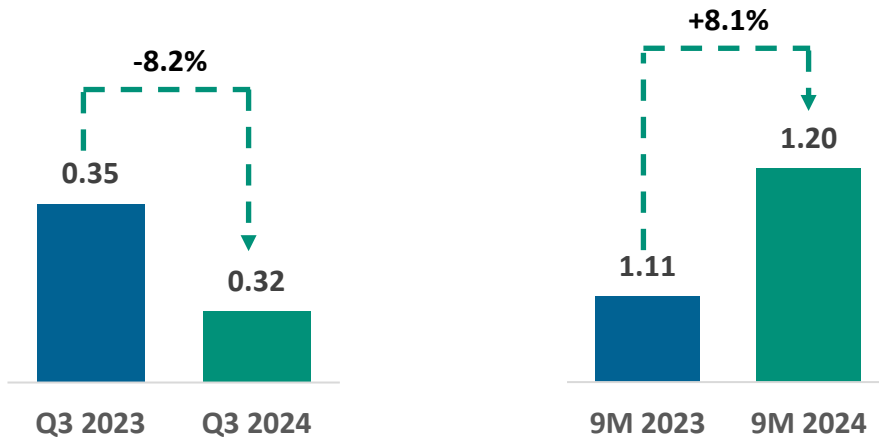
■ HVAC ■ Home Appliances ■ Others

Healthy Balance Sheet

Key Return Ratios (YoY)



Earnings per Share (YoY)



ROA* ▲ +0.45pp

9M 2024 4.04%

9M 2023 3.59%

ROE* ▼ -0.13pp

9M 2024 8.48%

9M 2023 8.61%

Current Ratio ▲ +9.85%

9M 2024 1.14x

9M 2023 1.04x

Total Borrowings/Equity** ▼ -40.16%

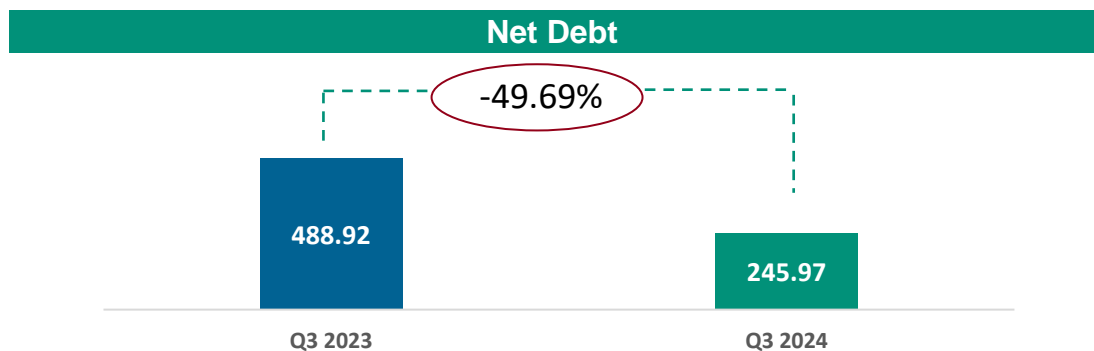
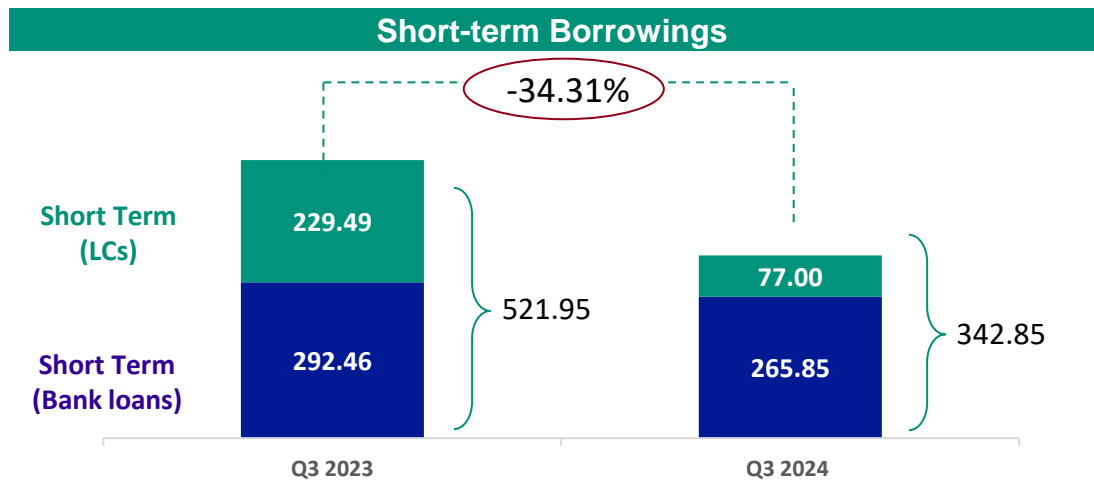
9M 2024 0.44

9M 2023 0.73

* Using net profit attributable to equity owners

**Using equity attributable to shareholders of company

Leverage Levels: Q3 2024



Total Liabilities/Total Assets ▼ **-10.25%**



Total Liabilities/Equity¹ ▼ **-21.51%**



Interest Coverage Ratio² ▲ **+24.36%**



Net Debt/Equity^{1,3} ▼ **-54.17%**



Net Debt/EBITDA^{3,4} ▼ **-44.55%**



1: Equity attributable to shareholders of company

2: EBIT / Interest Expense

3: Net Debt calculated as short & long-term borrowings (ex-lease liabilities) less cash & cash equiv.

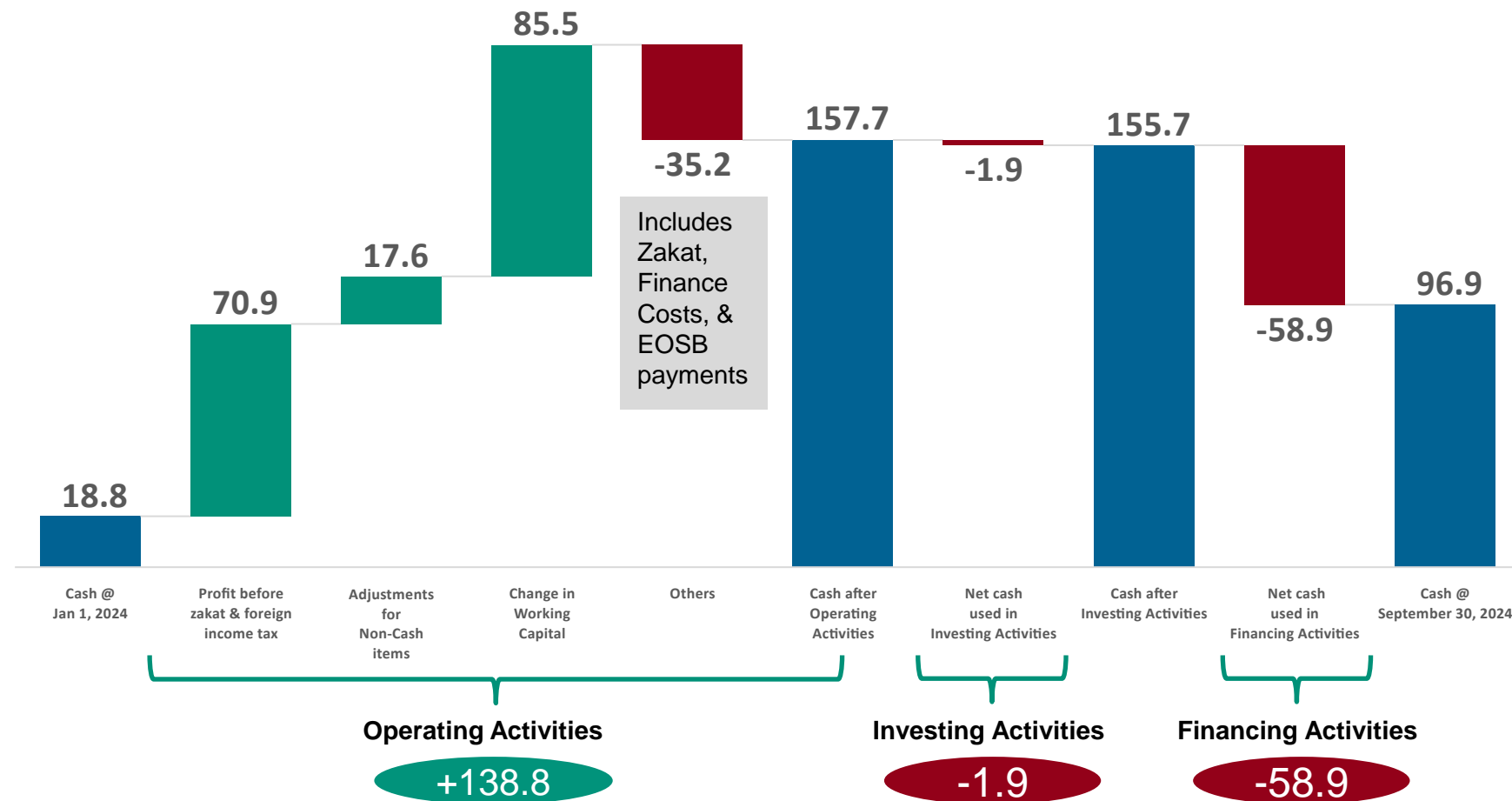
4: Annualized using TTM

Cash Flow Bridge

Highlights

Net Cash position reached 96.9 mn, compared to 2023 year-end figure of 18.8 mn, largely due to higher cash flow from operating activities:

- Cash Flow from operating activities positively impacted by higher profitability and favorable changes in working capital
- Cash flow from financing activities was mainly affected by a decrease in debt levels



(SAR millions)

Strategic Priorities for 2024

Expanding Market Footprint

- Expand HVAC solutions (B2B & B2C)
- Retail network of 11 stores in FY24
- Manufacture full portfolio of ACs in LG Shaker factory

Optimize Inventory Levels

- Streamlining inventory for efficiency
- Maximizing value from stock management

Enhance Operational Efficiency

- Driving performance improvements from SAP S/4HANA transition

Disciplined capital allocation

- Deleveraging of balance sheet

A new transformative strategic vision ready to be shared to guide the next phase of growth



Q&A Session



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