

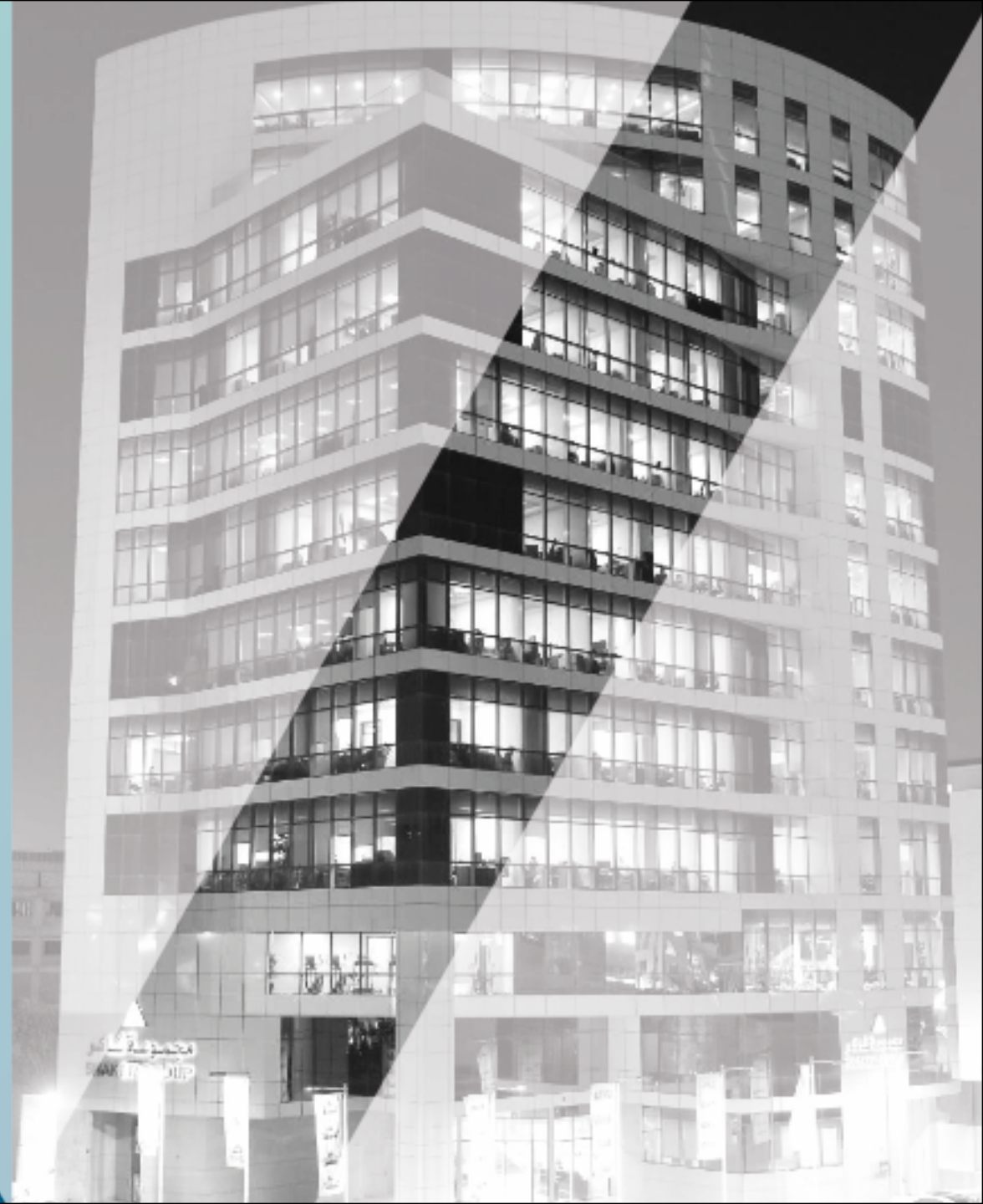
Shaker

Investor Presentation

Full Year and Q4 FY22 Results



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Presenters



Mohammed Abunayyan

Chief Executive Officer



Firas AlSayegh

Director – Strategy &
Transformation



Mazen ElGhafeer

Vice President – Finance



FY22 Key Highlights

FY22 Strategic Highlights

SIGNIFICANT ACHIEVEMENTS

- Continued execution of transformation strategy delivering **growth and profitability in 2022**
- **Elimination of accumulated losses** post capital decrease in H1-FY22
- **Repaid long-term debt** in full
- Proposed **rights issue offering cancelled** in Q4-FY22 as a result of strong financial position

CORE BUSINESS HIGHLIGHTS

- **Divested holding** in Energy Management Services Emirates LLC (EMS)
- **Listed as held for sale** New Vision for Electronics and Electrical Appliances (NV)
- Supported **Saudi Made** initiative with utilization of local content in supply chain
- **Upgrading ERP** with latest technology from SAP (S/4 Hana)
- Obtained **Saudi Energy Efficiency Ratio (SEER)** stamp of approval for AC's manufactured at Shaker LG factory
- Increased **Saudization** (37%) and **women in workforce** (12%)

GROWTH DRIVERS

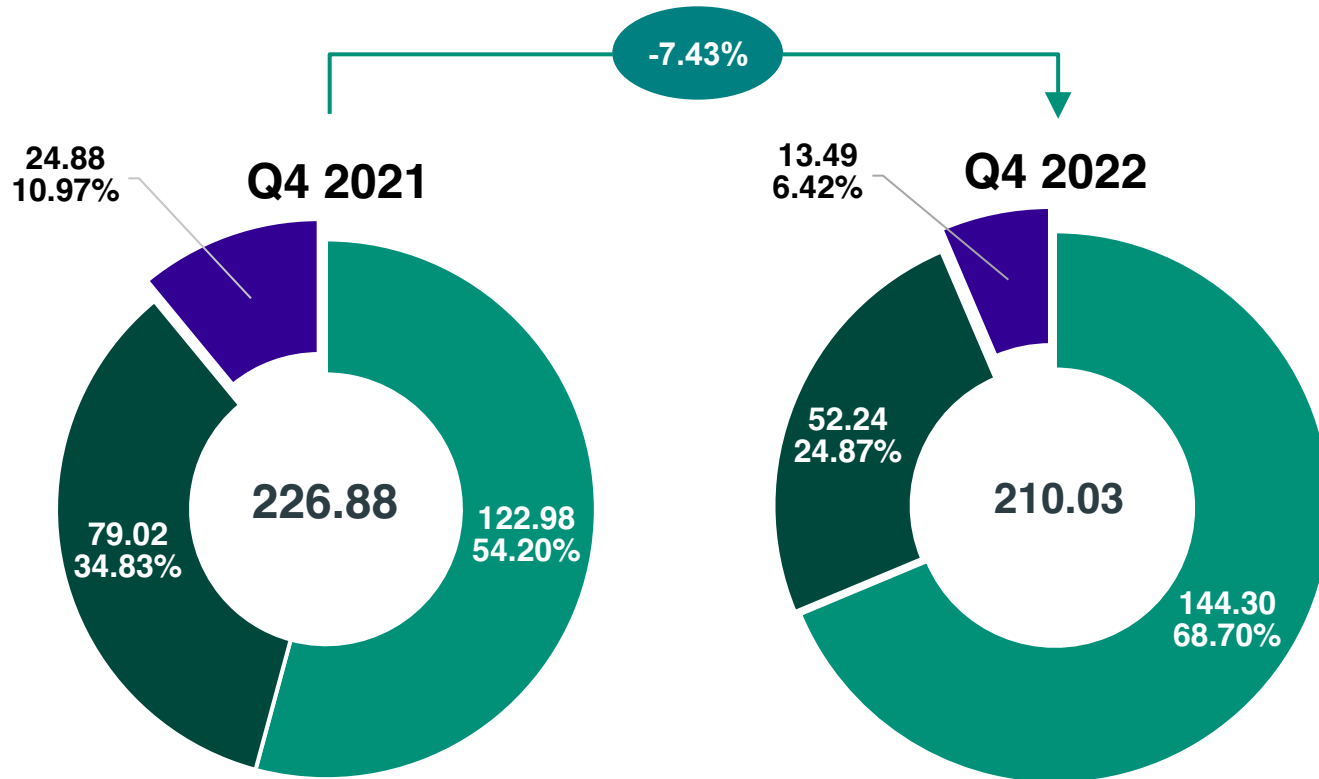
- Expanded strategic partnership with **LG Electronics** to supply full range of **Home Appliance & Home Entertainment products**
- Progressed on **Bompani MoU** to launch a **manufacturing facility in KSA** to produce cooker ranges
- Advanced on acquiring stake in **Cashew KSA** to launch and grow its buy now pay later (BNPL) operations in KSA
- Vision 2030 **megaprojects driving growth** in B2B and B2C (NEOM, Amaala, Red Sea Development, Roshn)



FY22
FINANCIAL PERFORMANCE

Key Highlights: Q4-FY22

Revenue by Segment

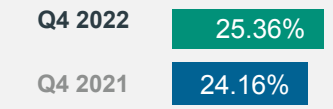


SAR (Millions)

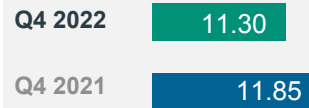
Gross Profit ▼ -2.81%



Gross Profit Margin ▲ +1.21pp



EBITDA ▼ -4.64%



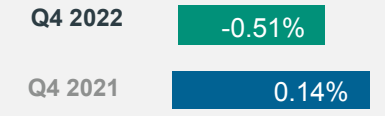
EBITDA Margin ▲ +0.16pp



Net Income ▼ NM



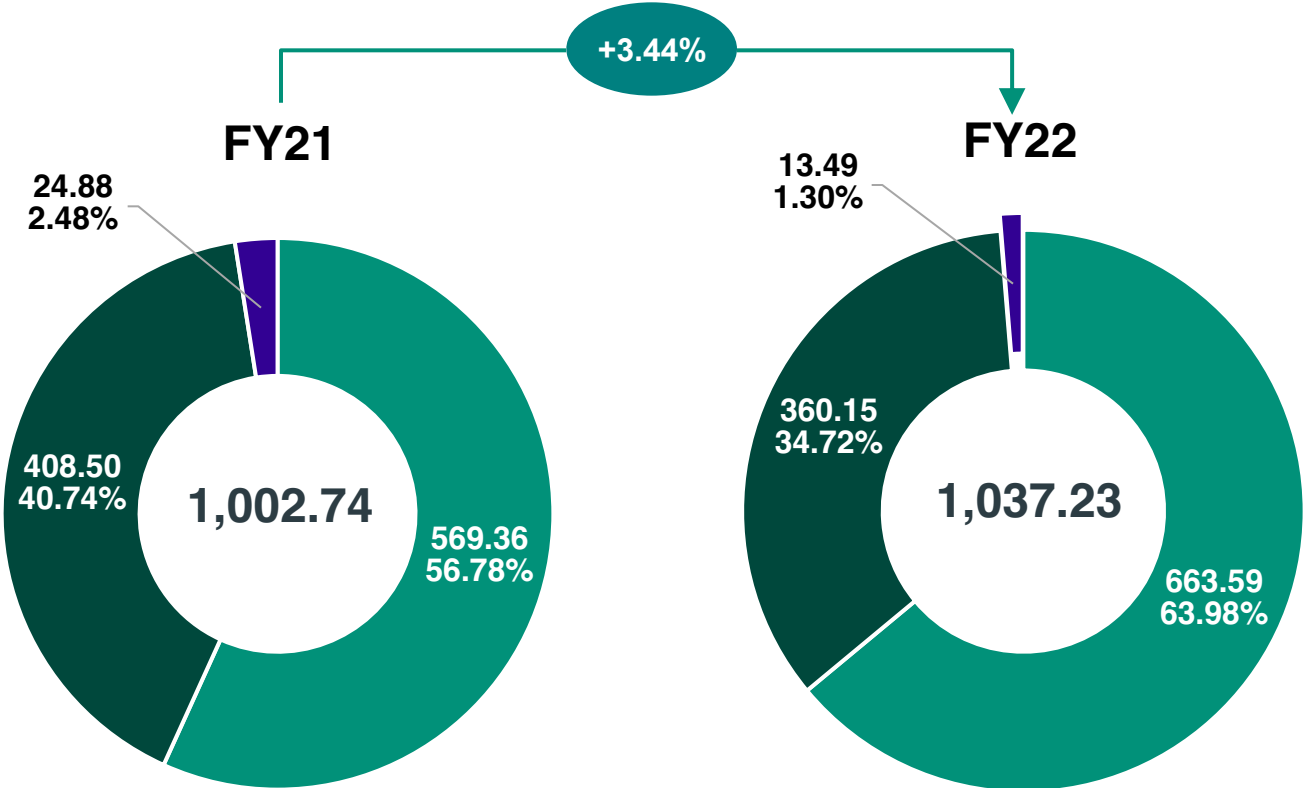
Net Income Margin ▼ -0.65pp



■ HVAC
 ■ Home Appliances
 ■ Others

Key Highlights: FY22

Revenue by Segment



■ HVAC
 ■ Home Appliances
 ■ Others

SAR (Millions)

Gross Profit ▲ +10.24%

FY22	237.64
FY21	215.57

Gross Profit Margin ▲ +1.41pp

FY22	22.91%
FY21	21.50%

EBITDA ▲ +5.56%

FY22	80.50
FY21	76.26

EBITDA Margin ▲ +0.15pp

FY22	7.76%
FY21	7.61%

Net Income ▲ +22.01%

FY22	34.11
FY21	27.96

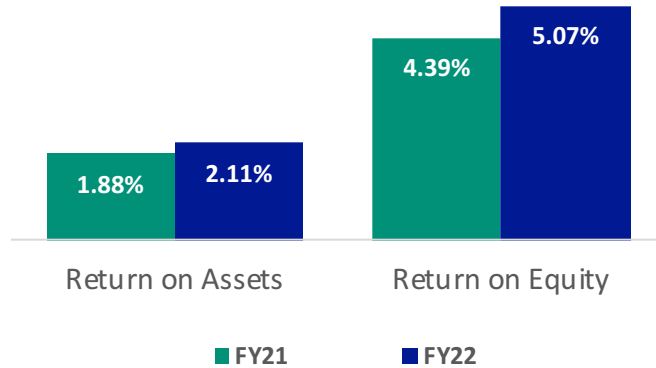
Net Income Margin ▲ +0.50pp

FY22	3.29%
FY21	2.79%

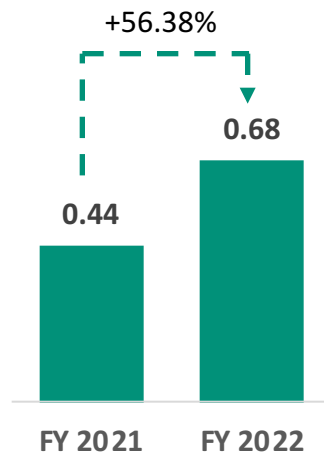


Robust Balance Sheet: FY22

Key Return Ratios (YoY)



Earnings per Share (YoY)



ROA ▲ +0.23pp



ROE ▲ +0.68pp



Current Ratio ▼ -2.15%



Int. Bearing Loans/Equity ▼ -45.68%



Cash Conversion Cycle

5 Days
improvement

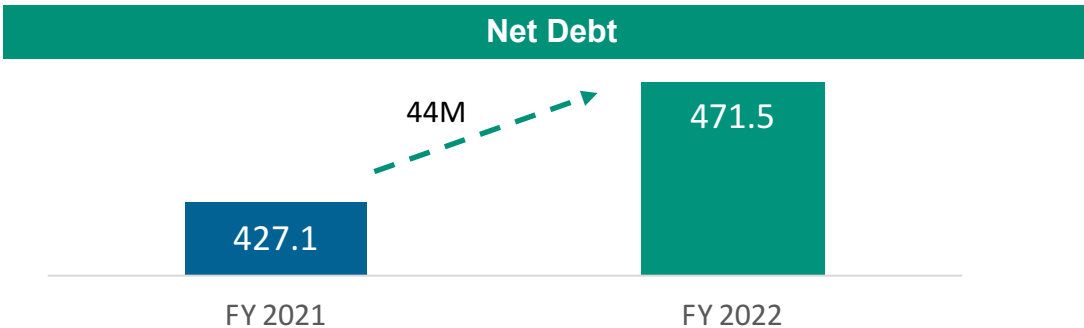
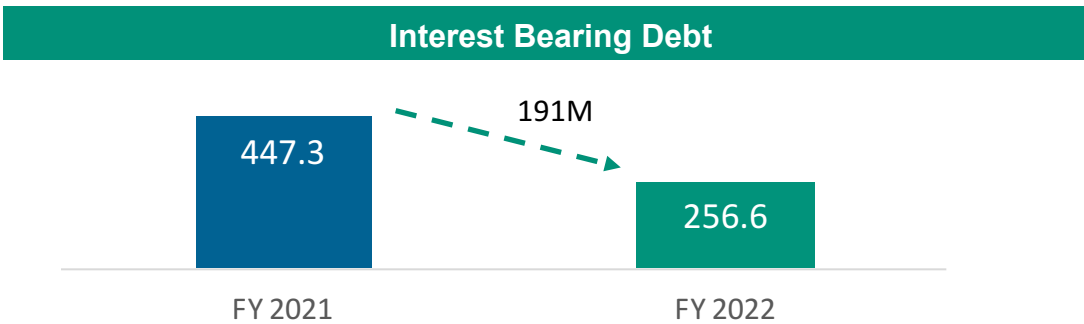
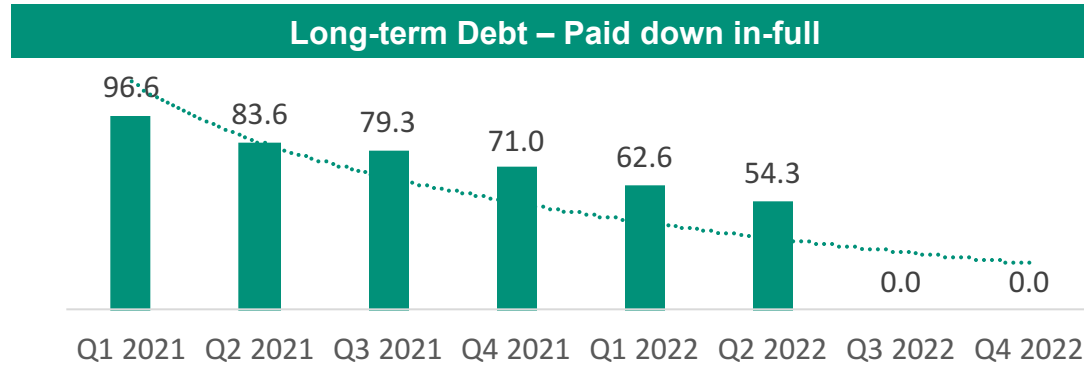
FY22

107
days

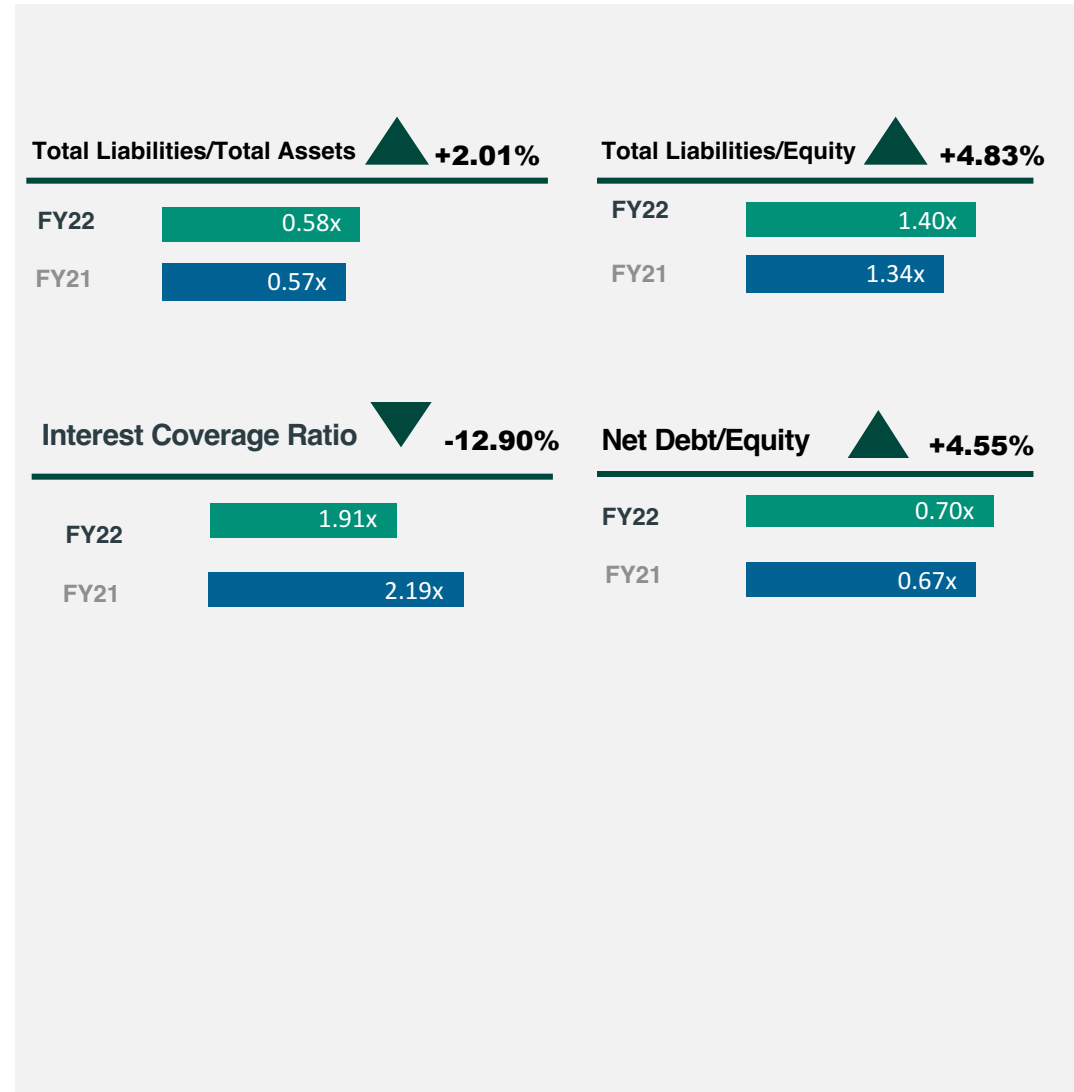
FY21

112
days

Leverage Levels: FY22



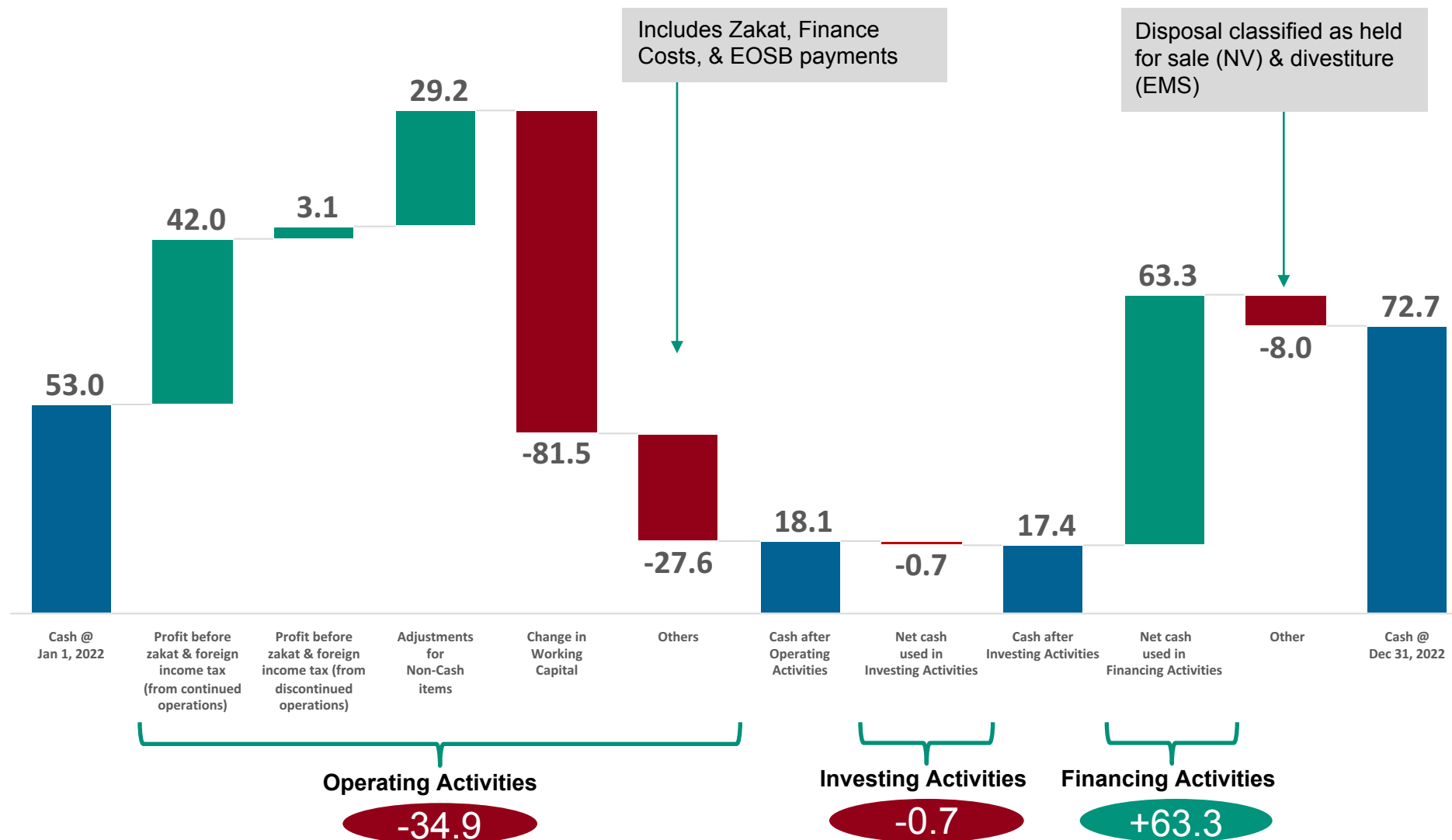
(SAR millions)



Cash Flow Bridge: FY22

Highlights

- Favorable profitability during FY22
- FY22 net cash increase of 19.7mn
- Offset by change in working capital mainly due to higher inventory
- Restructuring of financing activities



(SAR millions)

A photograph of a business meeting. Two people are seated at a desk, looking at a laptop and several documents. One person's hand is pointing at a document. The scene is overlaid with a semi-transparent blue geometric shape. The text 'A Strong Foundation for Growth' is written in white on the left side of the image.

A Strong Foundation for Growth

Shaker - A Unique Investment Opportunity

Products, Brands & Services

Market-leading products, internationally-renowned brands, high-quality after sales support and service offer

Manufacturing

Joint Venture with LG Air Conditioning delivers benefit of cost-effective manufacturing and local distribution within the Saudi market

Management

A senior executive management team offering a high level of sector expertise

Growing Market

The market for AC solutions and Home Appliances is expanding, supported by a growing population, increased consumer spending and disposable income

Distribution

Extensive distribution network covering Saudi Arabia and +20 countries in MENA region

Sustainability Champion

Energy-efficient products and solutions leading to significant reductions in carbon emissions and energy consumption, surpassing industry standards (SEER)

World-Class Brand Portfolio & Competitive Positioning

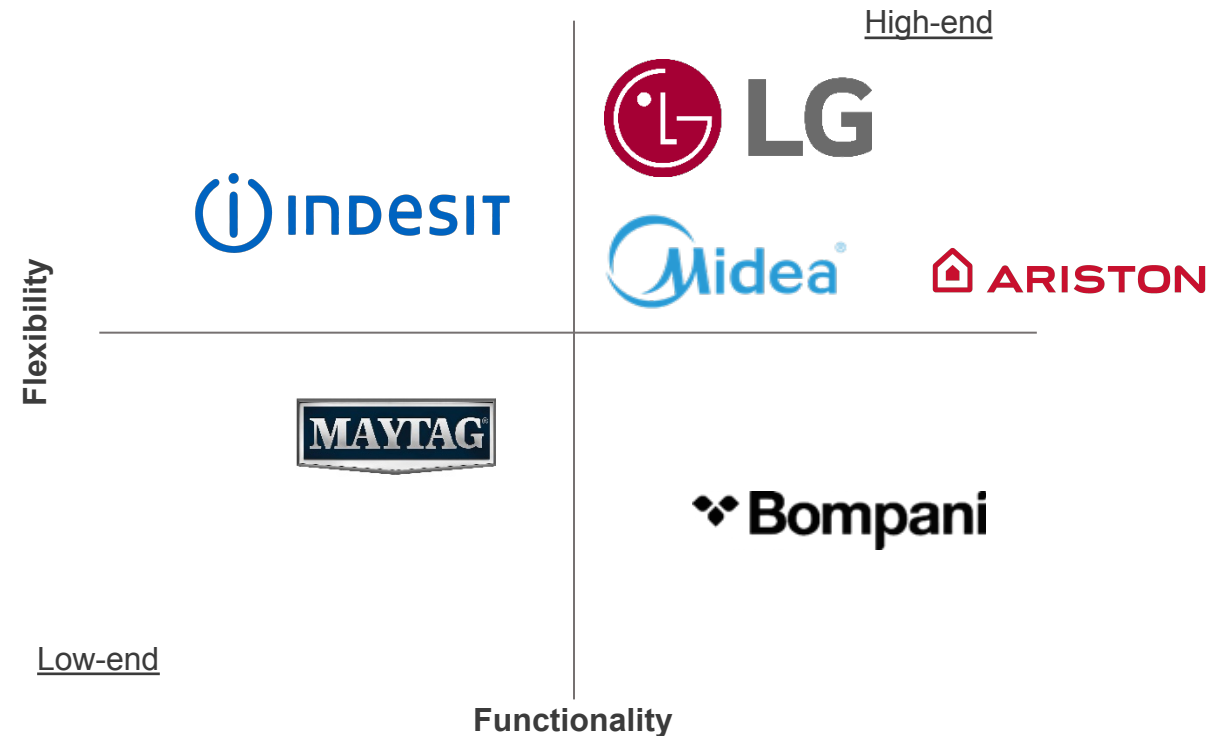
Air Conditioners



Home Appliances



Competitive Positioning



Strategic Priorities for Future Growth

Grow market share and product mix



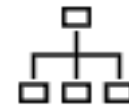
- Become **the leading supplier** in existing business segments & **add new brands and products to portfolio**
- **B2B and after sales growth** – increase presales and capture mega project opportunities
- Grow **e-commerce** sales

Operational efficiency



- Grow **market share**
- **Organic growth** - increase efficient distribution channels, solid partnerships and dynamic sales strategy
- **Optimize supply chain** and inventory management
- **Optimize** operational costs

Organization & Talent



- **Digitize** to enhance reporting mechanism
- **Enhance** controls, processes and procedures
- Develop and retain **talent**
- Build **dynamic capabilities**

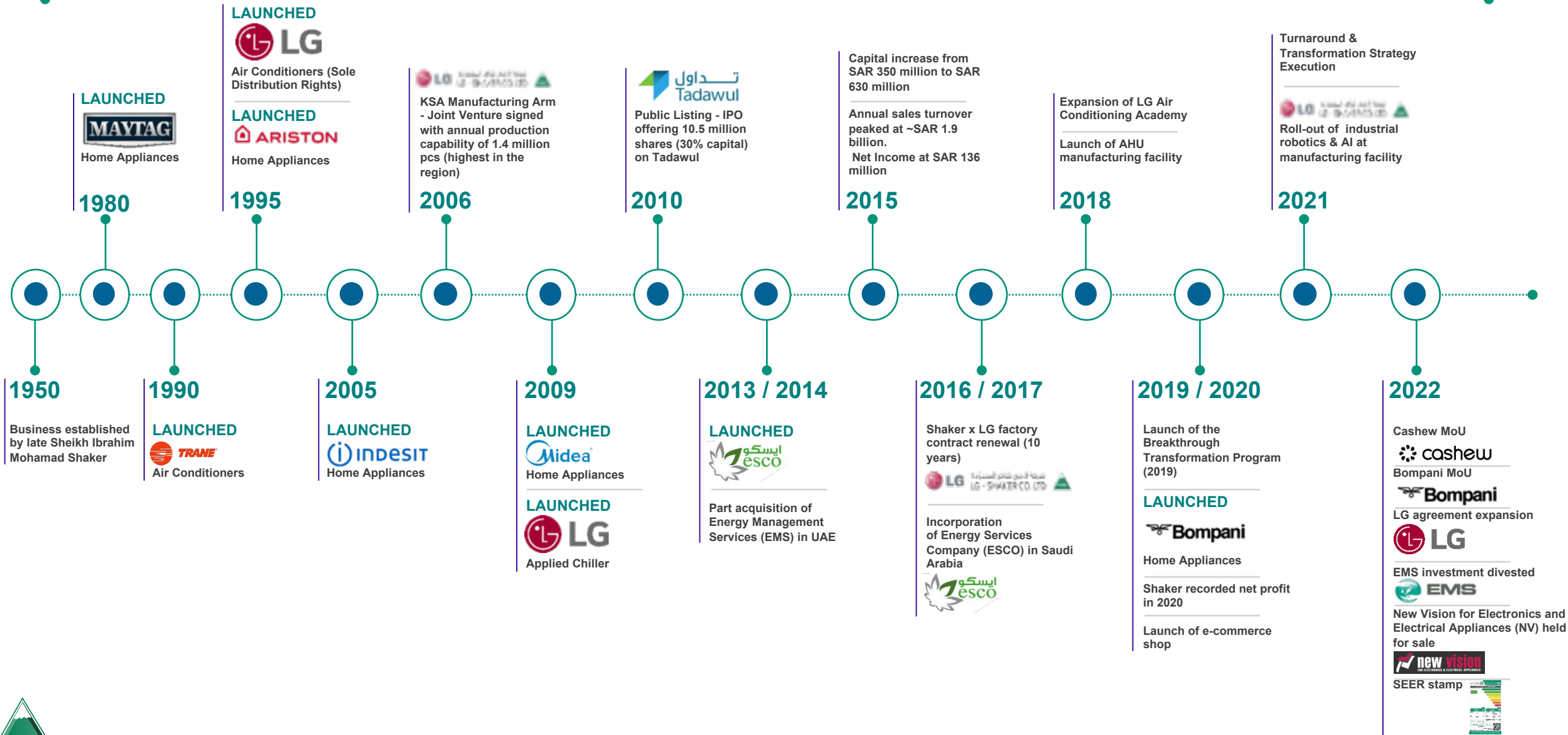


Q&A Session

APPENDIX

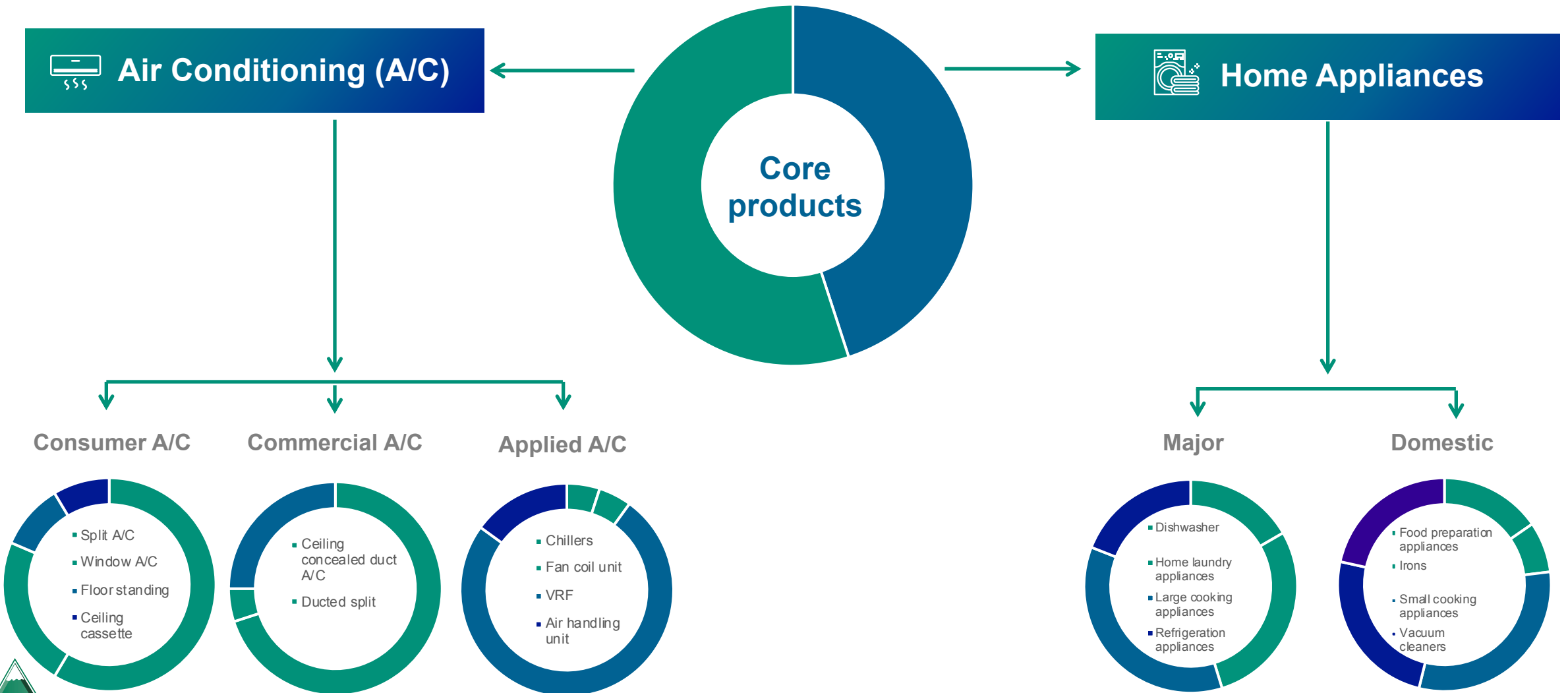
The background of the page is a dark teal color with a large, light teal triangle pointing downwards from the top center. Overlaid on this is a faint, semi-transparent financial chart. The chart features a grid of horizontal and vertical lines. Various numerical values are scattered across the grid, including 87.270, 81.438, 79.609, 96.132, 71.007, 92.490, 45.161, 22.248, 92.595, 3.244, 5.0236, and 3.056. The overall aesthetic is professional and data-oriented.

Shaker's Story



Middle East's Leading A/C & Home Appliance Solutions Company

Saudi's leading authorized importer & distributor of key international brands



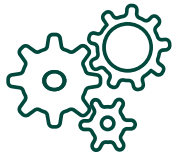
Manufacturing Partner of Choice for LG A/C in Middle East



Integration of **robotics and AI** to improve manufacturing



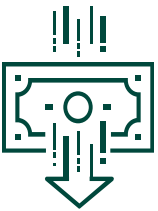
Alignment with **Vision 2030** National Industrial Program



Manufacturing capacity: **900K units**



Facility expansion in 2019



Strong investment in technology



Cost efficient manufacturing

- **Current products:** Window, Wall mounted Split units, Concealed units, Cassette units, Free stand units, Single Package units, Air Handling Units
- **Year opened:** 2008
- **Site size:** 75,000 square meters



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