



مجموعة شاکر  
SHAKER GROUP

# Shaker Group

Q1 2025

## Earnings Results Presentation

May 13, 2025

# Presenters



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# Agenda

Strategic Highlights

01

Financial Performance

02

Strategy Update

03

Outlook

04

Q&A Session

05




# Q1 2025 Strategic Highlights

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# Q1 2025 Highlights

## Delivered stable results and preparing for the next phase of growth





Extended **MoU** with **LG** and **MISA** to localize AC compressor manufacturing and **celebrated 30 years** of partnership







**Signed** strategic agreements with **ROSHN** to **supply products** and services **supporting** large-scale real estate projects







**Signed** supply agreement with **Samsung** to **distribute** home appliances across the **Saudi market**





**Signed** agreement with **Stanley Black & Decker** to add **BLACK+DECKER** appliances and **expand** product portfolio





**Board** recommended first **cash dividend** since **2016** at **SAR 0.50** per share, totaling **SAR 27.75 million**

Revenue	Gross Profit	EBITDA	Net Profit <sup>1</sup>	EPS <sup>1</sup>	Op. Cash Flow
SAR <b>400</b> mn	SAR <b>101</b> mn	SAR <b>37</b> mn	SAR <b>27</b> mn	SAR <b>0.49</b>	SAR <b>15</b> mn
<b>-3%</b> YoY <sup>2</sup>	<b>+3%</b> YoY <sup>2</sup>	<b>-19%</b> YoY <sup>2</sup>	<b>-16%</b> YoY <sup>2</sup>	<b>-16%</b> YoY <sup>2</sup>	<b>-52%</b> YoY <sup>2</sup>

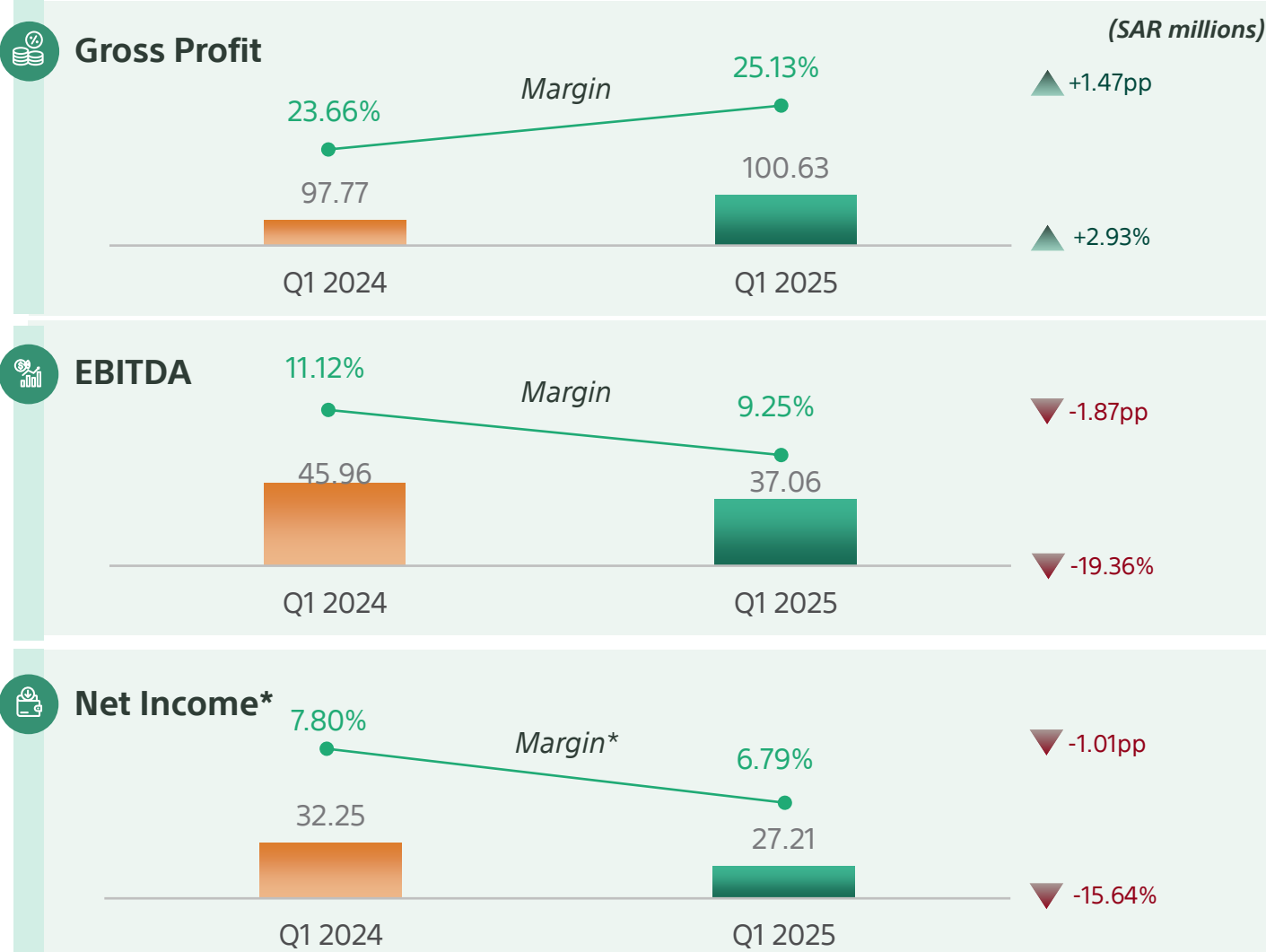
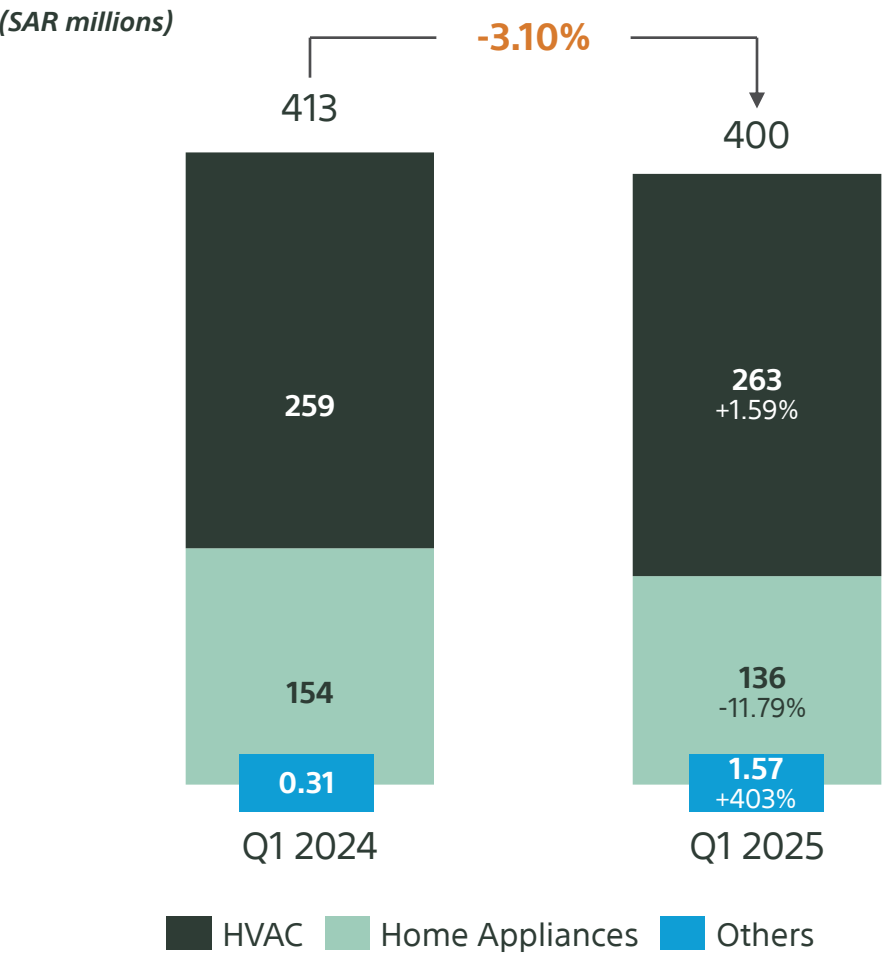
# Financial Performance

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# Key Highlights: Q1 2025

## Revenue by Segment



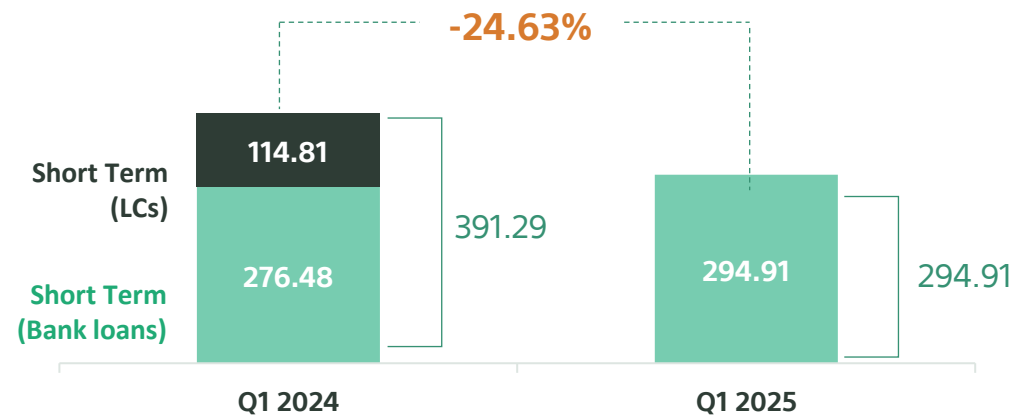
\*Attributable to shareholders of the Company



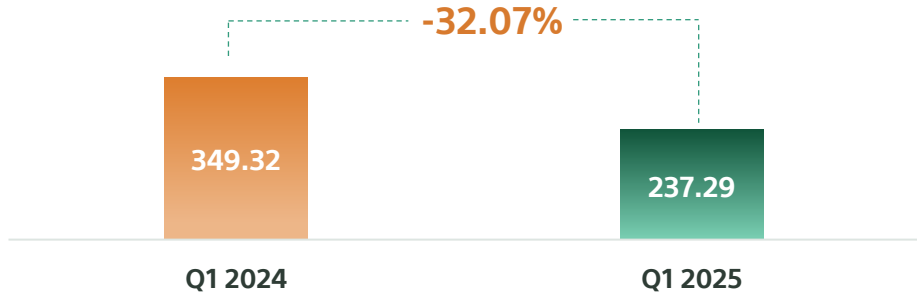
# Leverage Levels: Q1 2025

## Short-term Borrowings

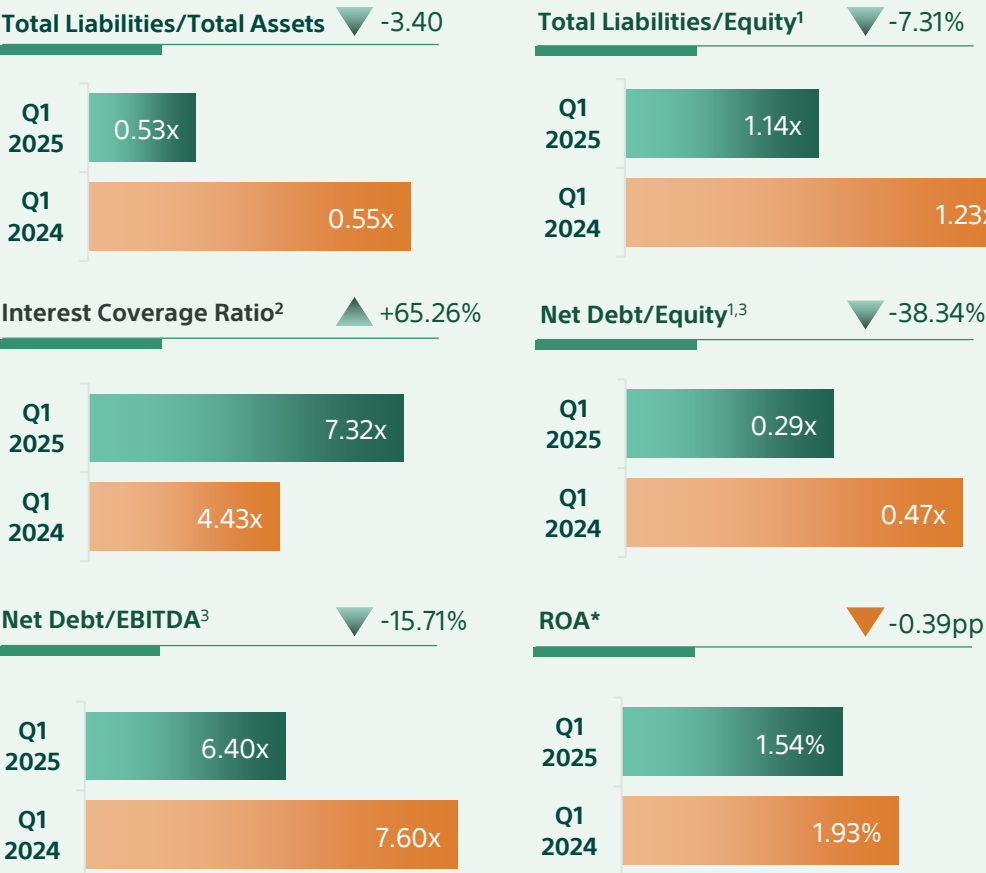
(SAR millions)



## Net Debt



## Highlights






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.  
\*: Return attributable to Shaker shareholders

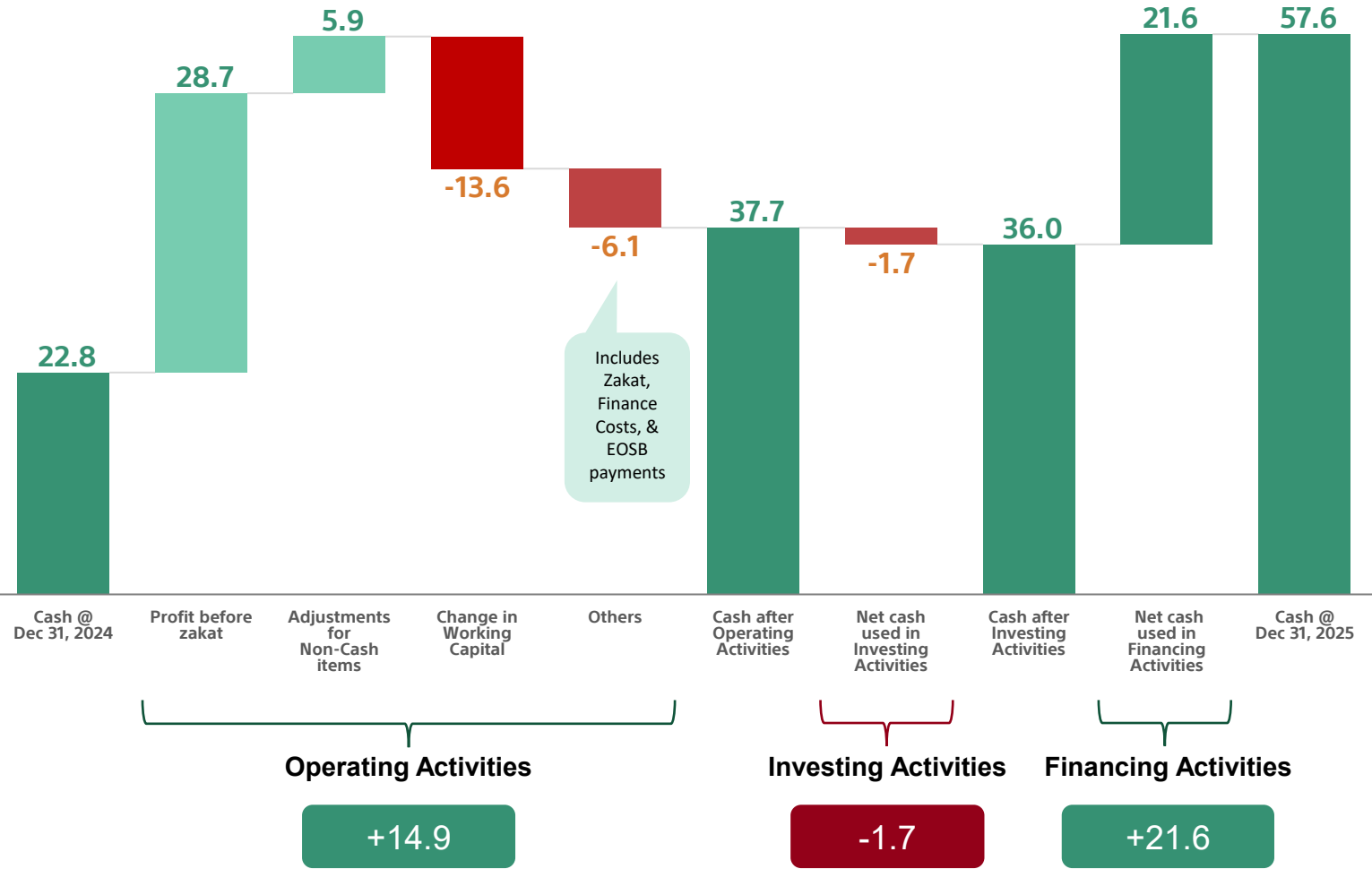
# Cash Flow Bridge

## Highlights

Net Cash position reached 57.6mn as of 31st December 2025, compared to 22.8mn on 31st December 2024, largely driven by:

-  Strong cash flow from operating activities, supported by higher profitability and favorable working capital movement
-  Minimal cash outflow from investing activities, maintaining overall cash strength.
-  Significant cash inflows from financing activities, aligned with the business requirements for the upcoming quarters.

(SAR millions)



# Strategy Update

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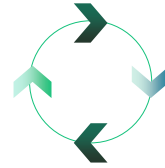
# Elevate 2027 strategy is based on two pillars to grow our core and leverage adjacent strategic opportunities

## Elevate 2027

### Core

1

- ▲ Maintain HA and HVAC leadership
- ▲ Strengthen Shaker's brand recognition
- ▲ Increase large-scale B2B tender participation and services
- ▲ Scale and unlock aftersales service opportunities
- ▲ Expand brand portfolio and product range
- ▲ Expand retail footprint and e-commerce platform

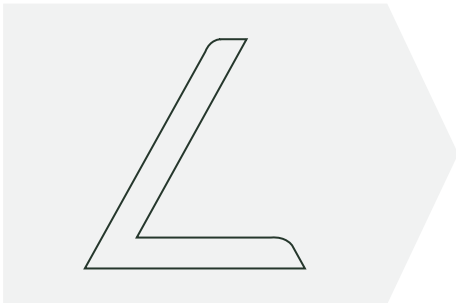


### Strategic Adjacencies

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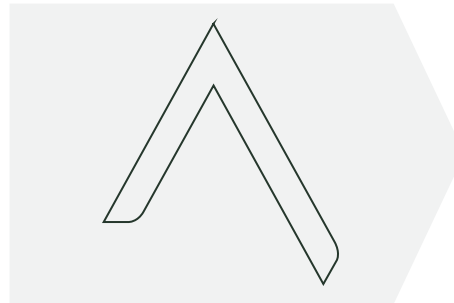
- ▲ Offer appliance leasing opportunities to capture broader demographic by providing more purchasing options
- ▲ Become a 3PL partner of choice providing logistics services to local market
- ▲ Launch Shaker's own brand - contract manufacture and source "own brand" appliances to capture mid-segment market

### Protect and grow the core



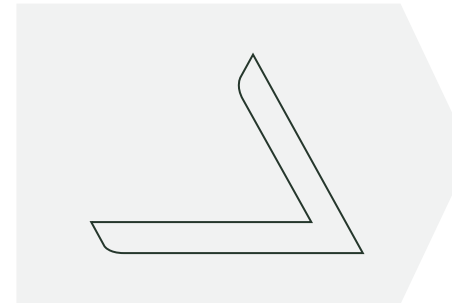
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### Grow strategic adjacencies



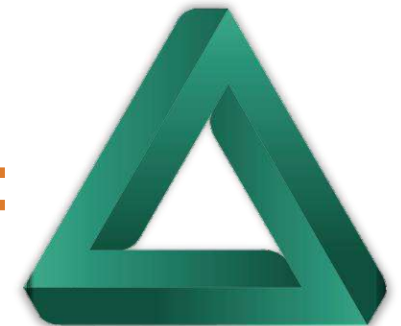
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### Supportive macro environment



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### Elevate 2027



# Looking Ahead

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# Looking at 2025 and beyond to execute Elevate 2027

## Looking at 2025 and Beyond



Increase B2B tender participation in megaprojects and expand current aftersales servicing business



Expand B2C retail presence with 15 store by end of 2025 and improve the e-commerce platform



Launch appliance leasing for consumers to provide more purchasing options



Facilitate the entry of international companies into Saudi Arabia through manufacturing and distribution collaborations



Add a more diverse range of brands and products



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# THANK YOU

## Q&A



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