



# Investor Presentation

*First Quarter 2023*





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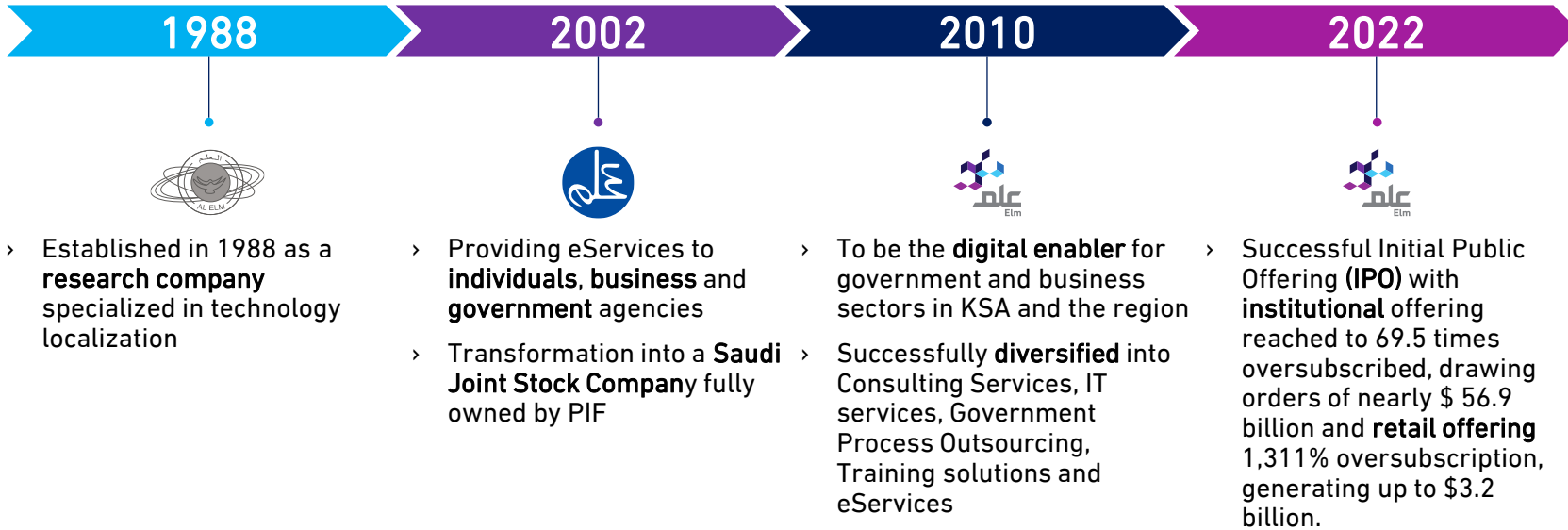
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- 1 About Elm
- 2 Financial Performance
- 3 2023 Outlook



# Elm at Glance

## Major milestones over the years



## Major launched products and projects over the years

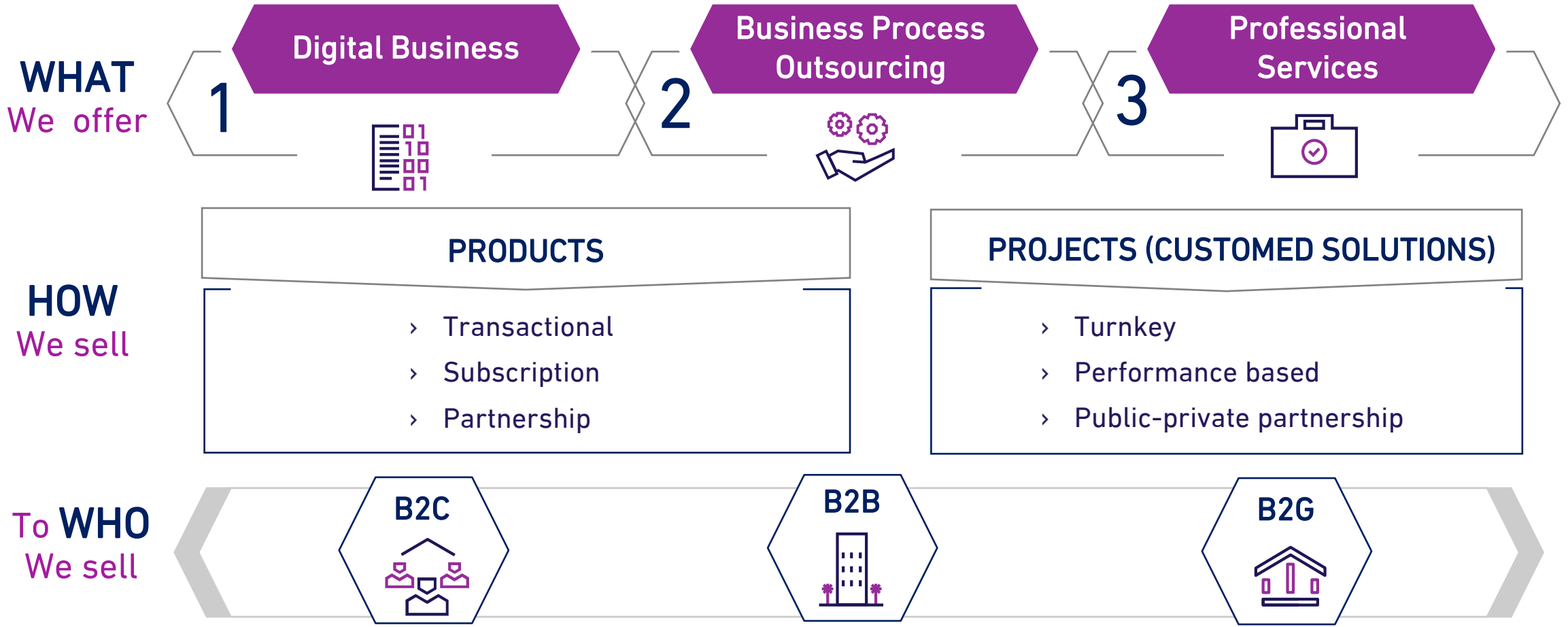


## Shareholding Structure



The remained 3% is owned by Elm for employee share schemes.

# Business Model



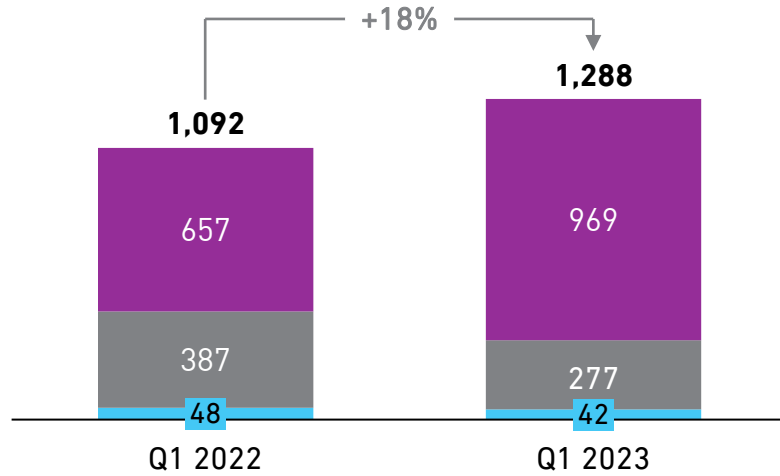


- 1 About Elm
- 2 **Financial Performance**
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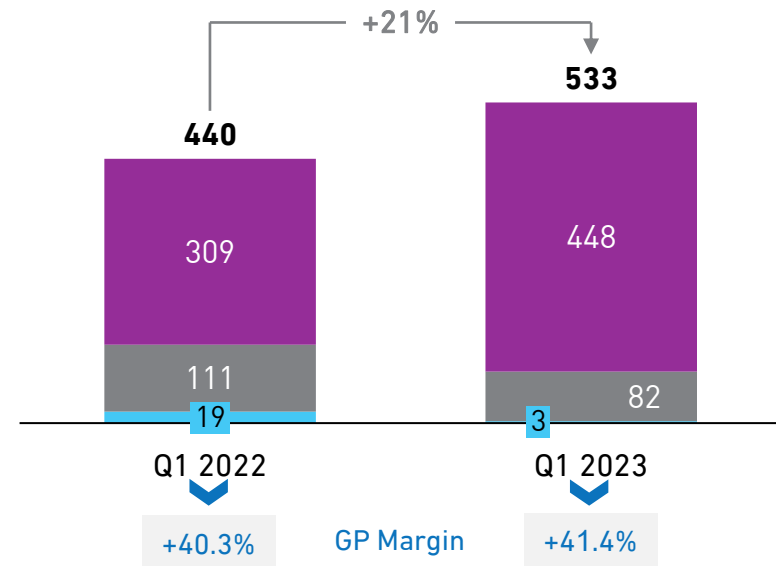


# P&L Highlights

Revenue by Business Segment  
SAR Millions



Gross Profit by Business Segment  
SAR Millions



■ Digital Business 
 ■ Business Process Outsourcing 
 ■ Professional Services

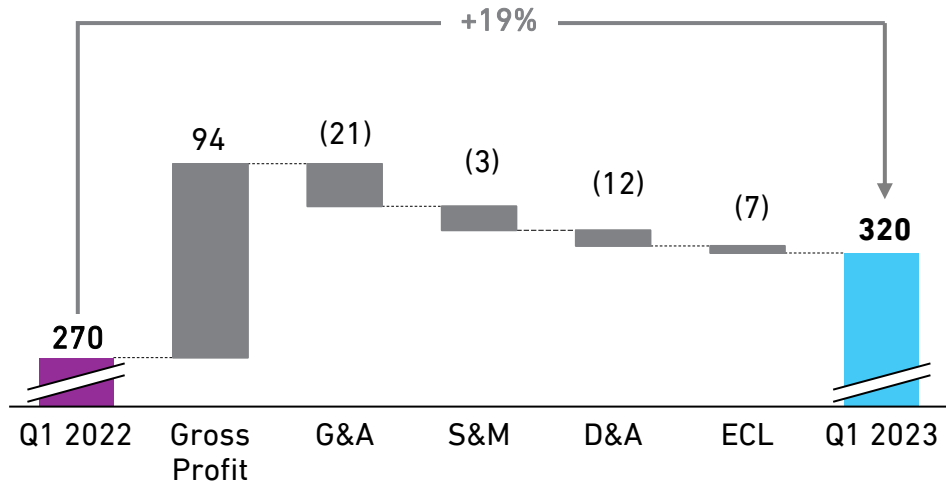
## Key Highlights

- › Strong Revenue growth in digital business, resulted in Growth in gross profit.
- › Growth in Gross profit margin due to the increase in Digital Business Segment contribution to total revenue 75% (2022: 60%).
- › Growth in Private sector revenue to reach 66% (2022: 50%).

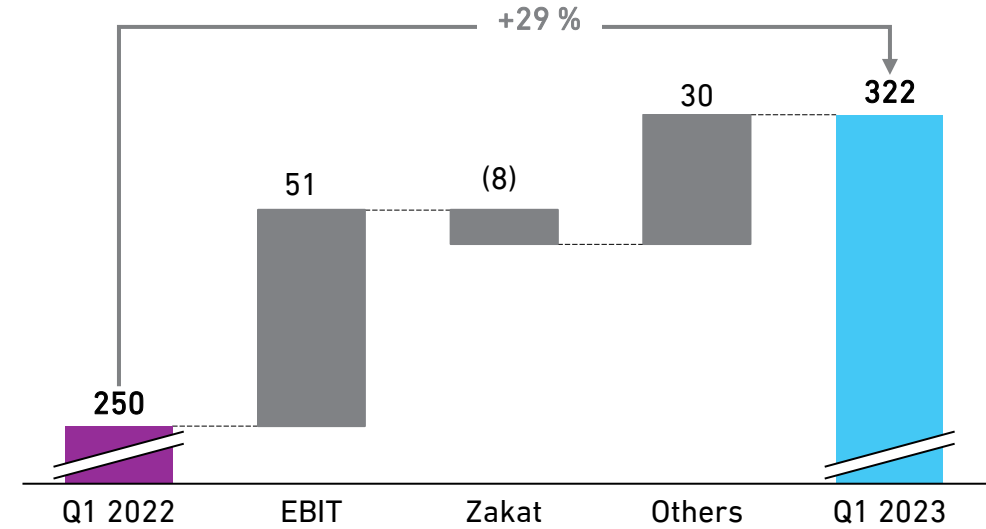


# P&L Highlights

**EBIT**  
SAR Millions



**Net Profit**  
SAR Millions



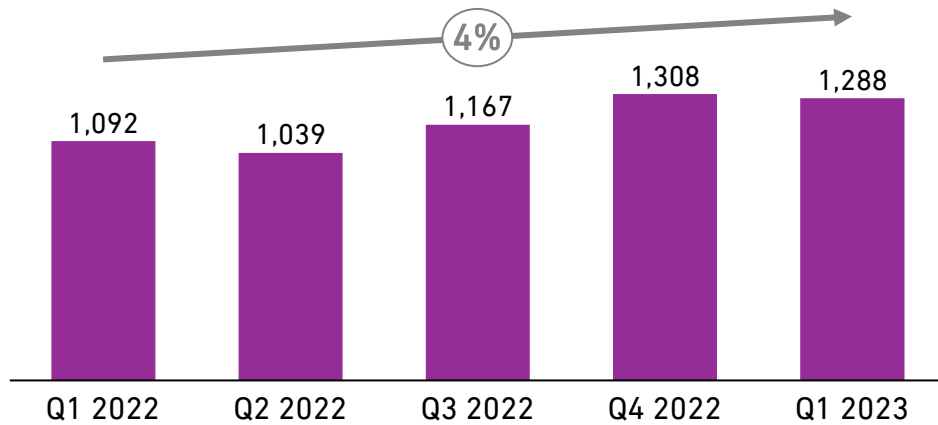
## Key Highlights

- › Increase in EBIT and Net profit due to strong revenue growth.
- › Increase in G&A and S&M driven by expansion in employees, and S&M activities.
- › Increase in Depreciation and Amortization (D&A) as a result of Capital Additions occurred in the second-half of year 2022.
- › Increase in Others due to increase in Interest Income.

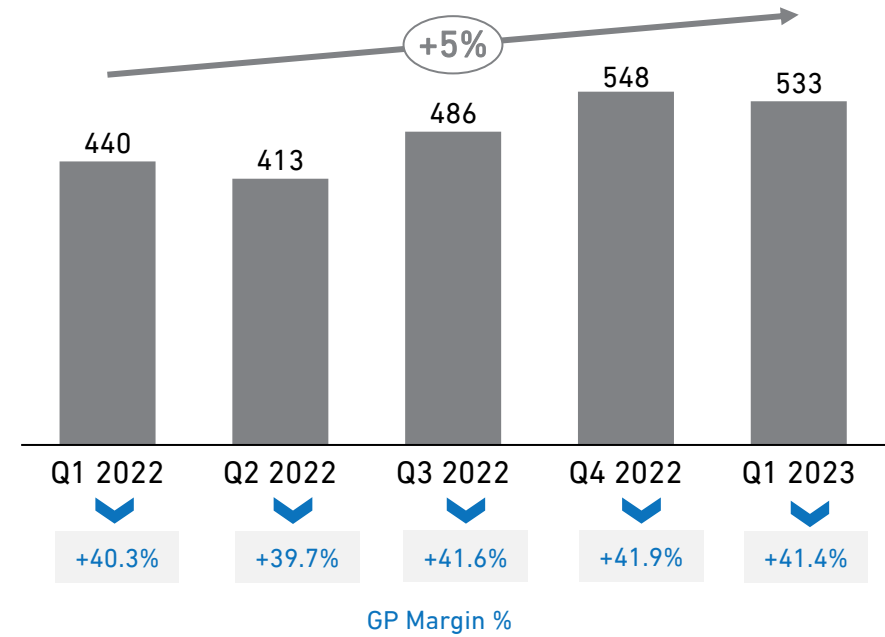


# P&L Highlights

Revenue Trend  
SAR Millions

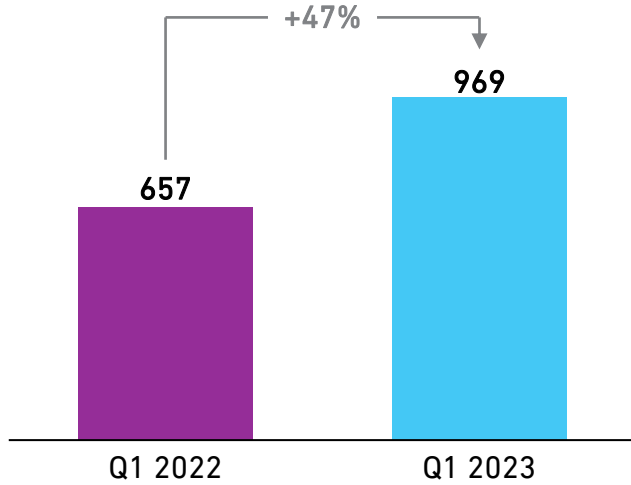


Gross Profit Trend  
SAR Millions

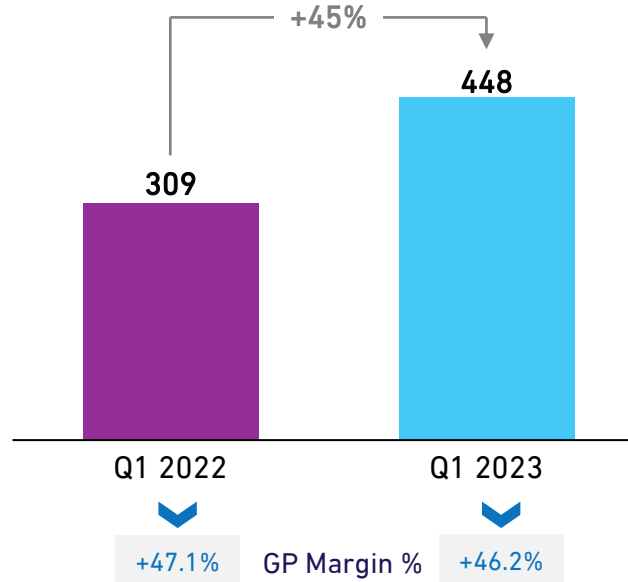


# Digital Business

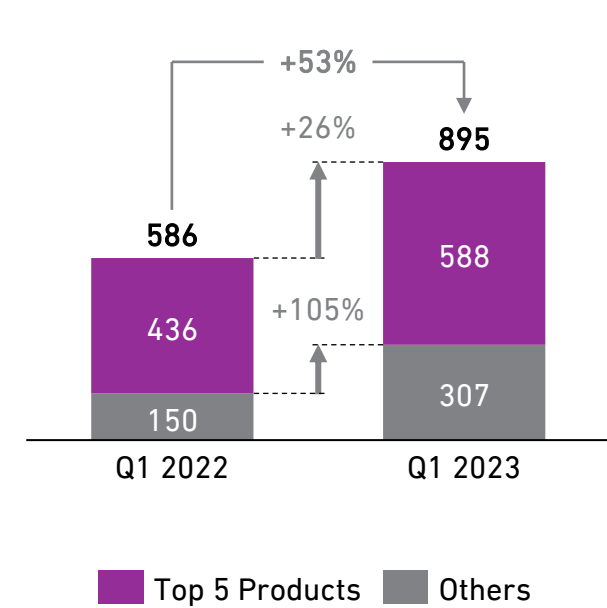
Revenue  
SAR Millions



Gross Profit  
SAR Millions



Products Revenue  
SAR Millions

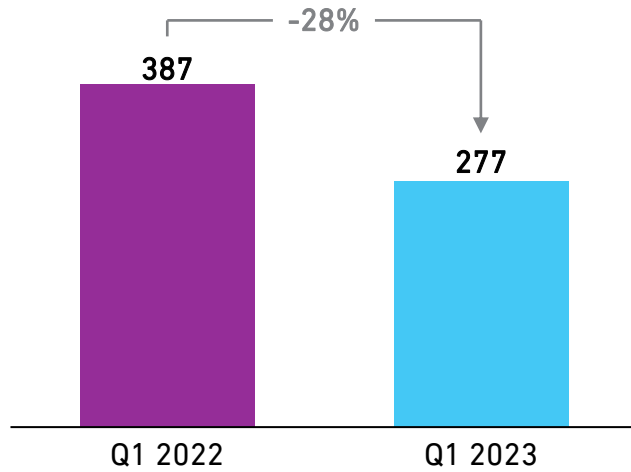


## Key Highlights

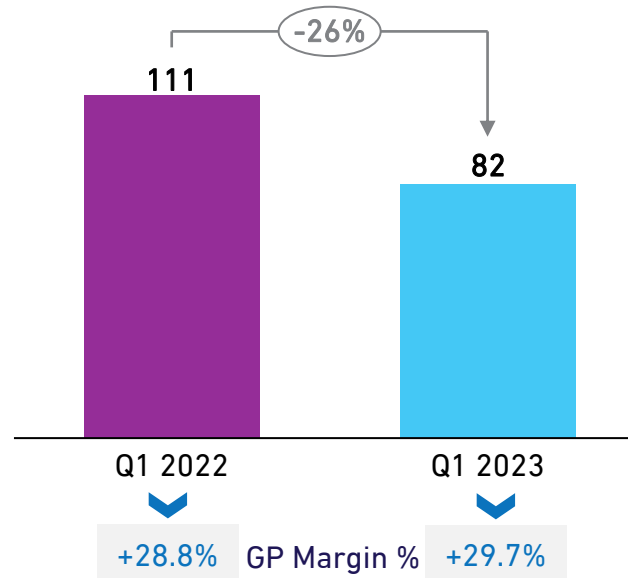
- › Strong revenue growth across current products.
- › Increase in Gross Profit led by products revenue growth and projects margin improvement.
- › As a result of growth in the products revenue mix, the top 5 products contribution decreased to 66% (2022: 74%)
- › Top 5 products witnessed continuous growth due to several factors, including the introduction of new services, increase in customer base.
- › Others also witnessed impressive growth, driven by the strong performance from Hajj and Umrah Related products.

# Business process Outsourcing

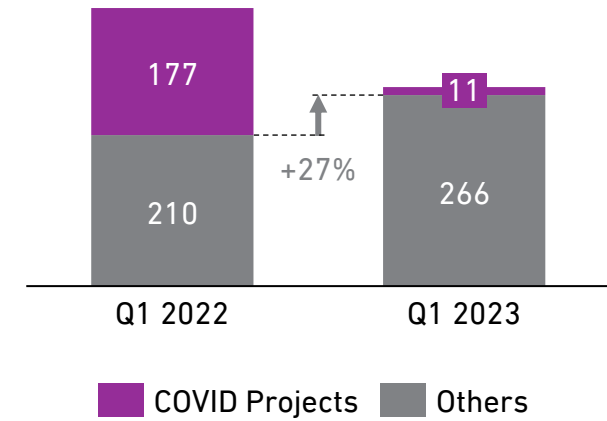
Revenue  
SAR Millions



Gross Profit  
SAR Millions



Breakdown of BPO Revenue  
SAR Millions

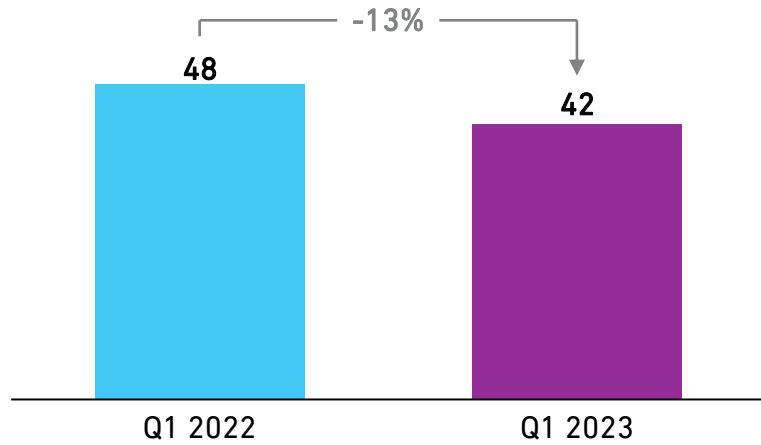


## Key Highlights

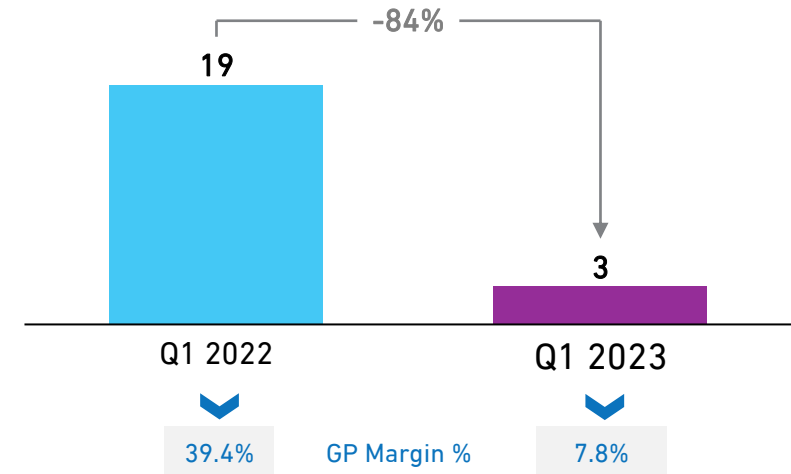
- › The decrease in revenue was due to the wind down of COVID-related projects.
- › A slight Increase in gross profit margin as a result of the projects margin improvement.
- › BPO achieved 27% revenue growth, excluding one time COVID-related projects.

# Professional Services

Revenue  
SAR Millions



Gross Profit  
SAR Millions

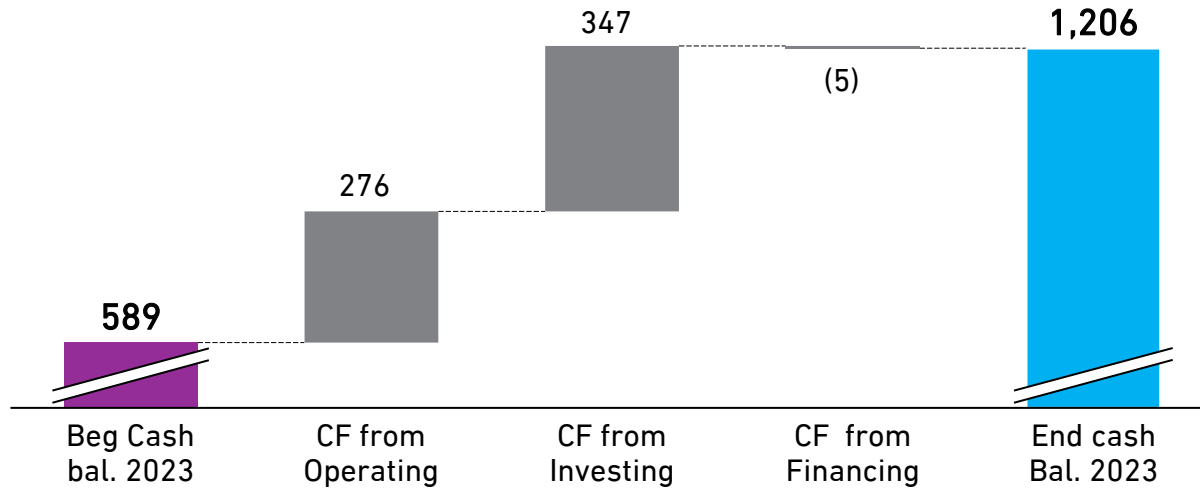


## Key Highlights

- > Decrease in Revenue is mainly due to a slight decrease in the number of Projects.
- > Decrease in Gross Profit and Gross Profit Margin is a result of the end of higher profitability projects.

# Balance Sheet Highlights

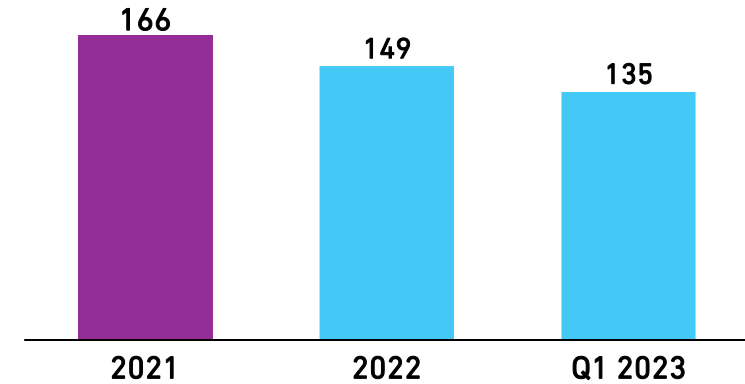
## Cash Balance Movement SAR Millions



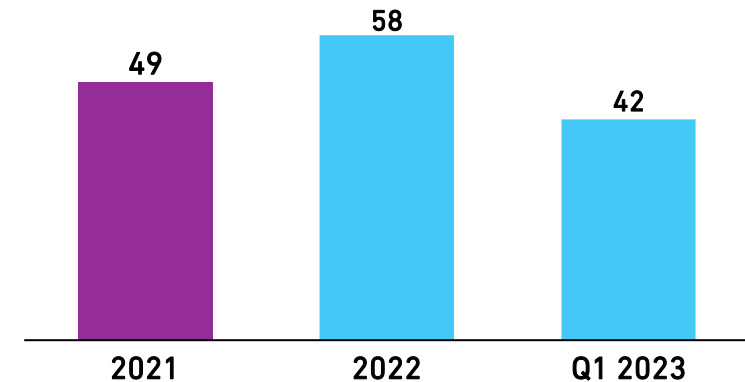
## Key Highlights

- › Positive Cash-Flow from Operating activities that represents 86% of Net profit.
- › Cash, Cash equivalent and short-term investment position of SAR2.9bn (Dec-22: 2.7Bn).
- › Continuous decrease in Receivable days, as a result of increase in collection from Government customers and increase in Revenue generated from Private Sector.

## Receivable Number of Days



## Payable Number of Days



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# 2023 Guidance

Q1 2023  
Actual

YE 2023  
Guidance



Revenue Growth

18%

14%-16%



EBIT Margin

25%

19%-21%



CFO as % of Net  
Income

86%

80%-90%



# Elm Contact

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Thank you,,