



Investor Presentation

9M 2023





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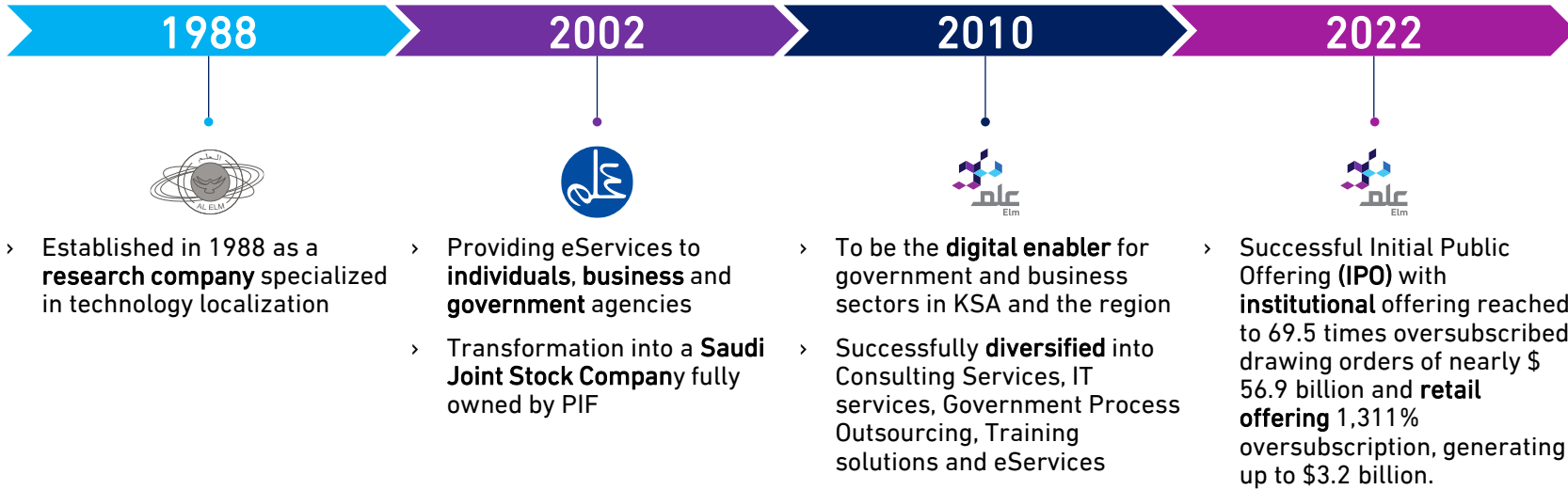
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- 4 Financial Performance



Elm at Glance

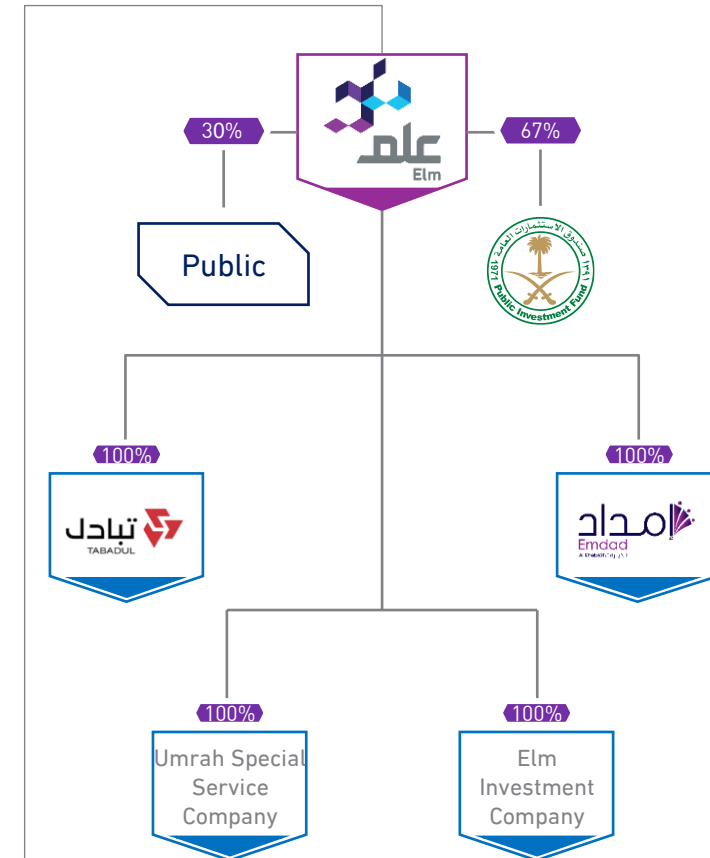
Major milestones over the years



Major launched products and projects over the years

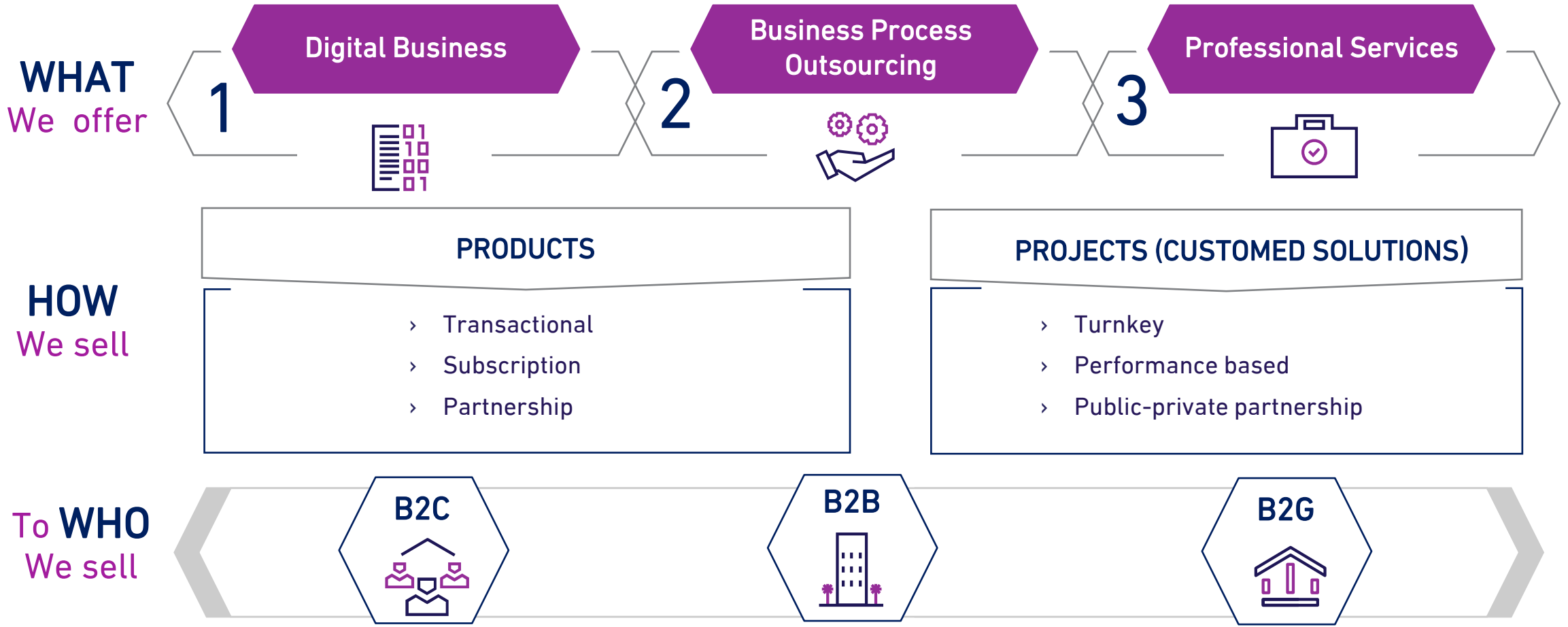


Shareholding Structure



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

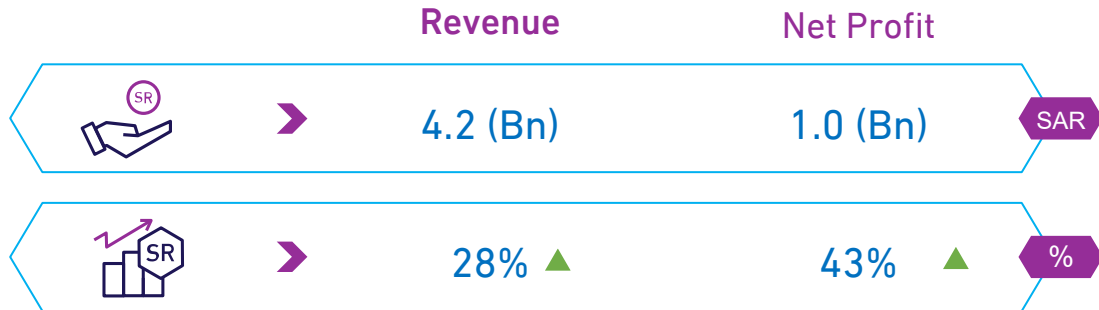
Business Model



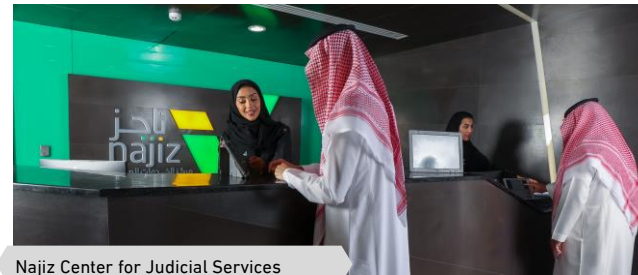
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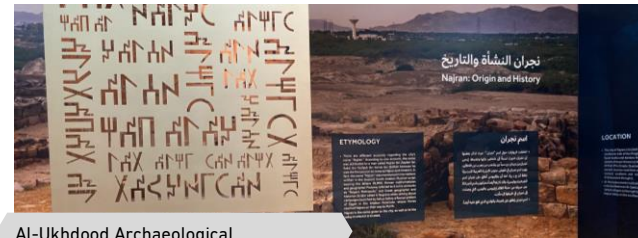
9M 2023 Key Highlights



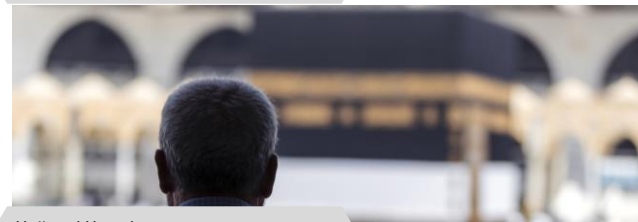
➤ Strong growth across all Digital Business products



Najiz Center for Judicial Services



Al-Ukhdoon Archaeological



Hajj and Umrah



Thee Ain Heritage Village

Key Growth Areas

> Product growth through added value services and new products

> Growth in new sectors

Hajj & Umrah

Entertainment Sports

Tourism

Culture

> Inorganic growth

- > Leading local players
- > A new technology/products locally and globally
- > International footprint



A leading company in KSA specializing in government digital transformation

Synergies:

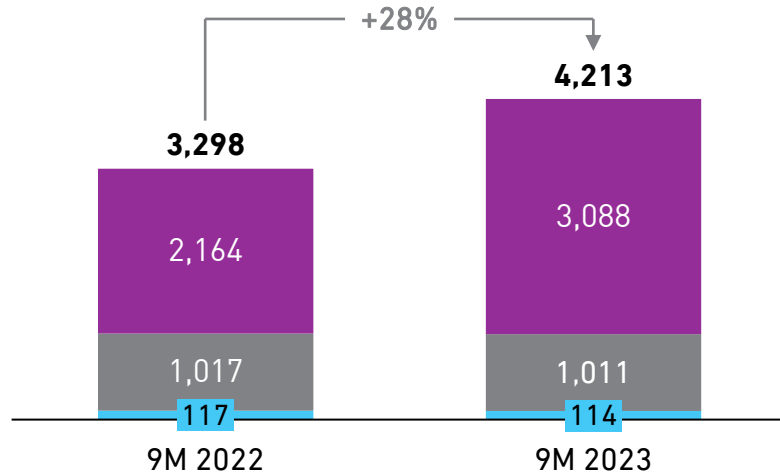
- > Access to new sectors and customers
- > Strong team
- > Complementing products
- > Revenue share model

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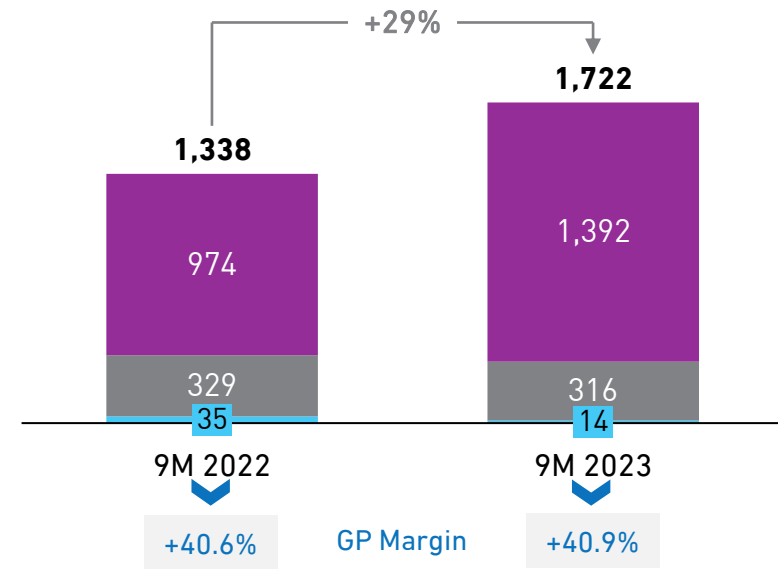


P&L Highlights

Revenue by Business Segment
SAR Millions



Gross Profit by Business Segment
SAR Millions



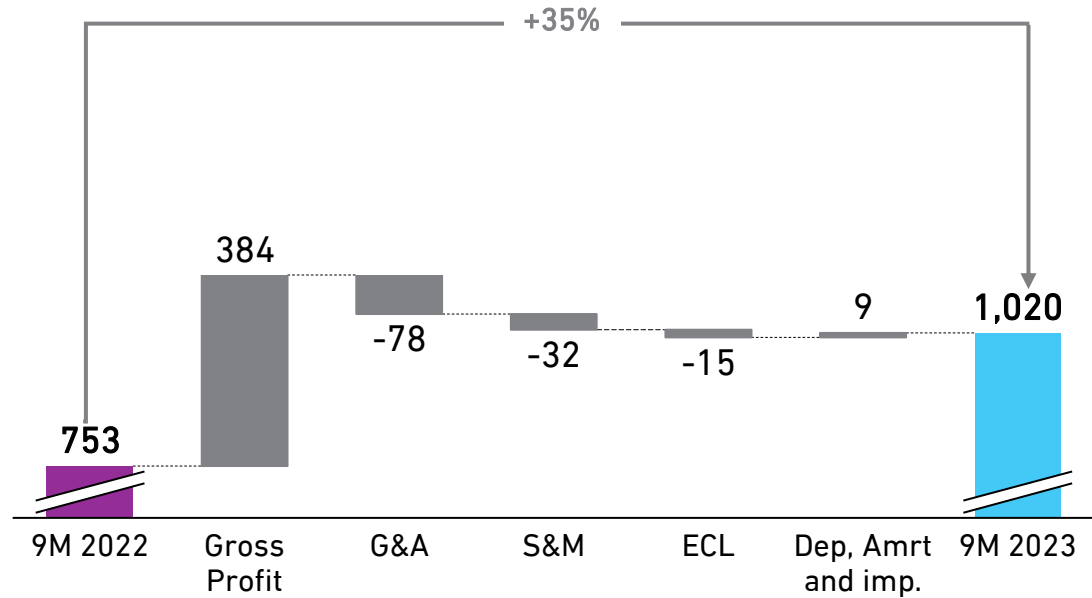
Digital Business Business Process Outsourcing Professional Services

Key Highlights

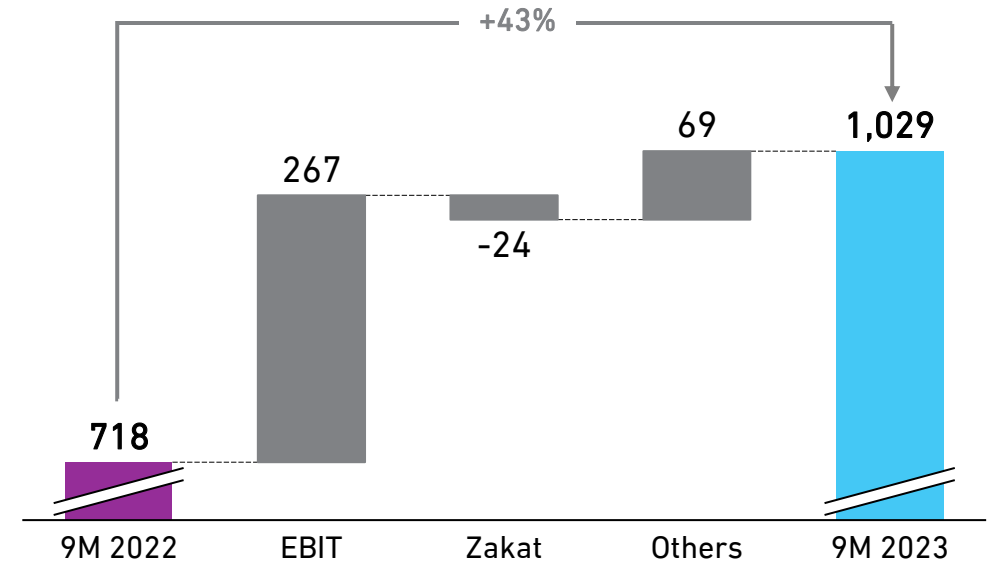
- › Increase in Revenue led by Digital Business Segment.
- › Expansion in Gross profit margin due to increased contribution from Digital Business Segment to Revenue.

P&L Highlights

EBIT
SAR Millions



Net Profit
SAR Millions

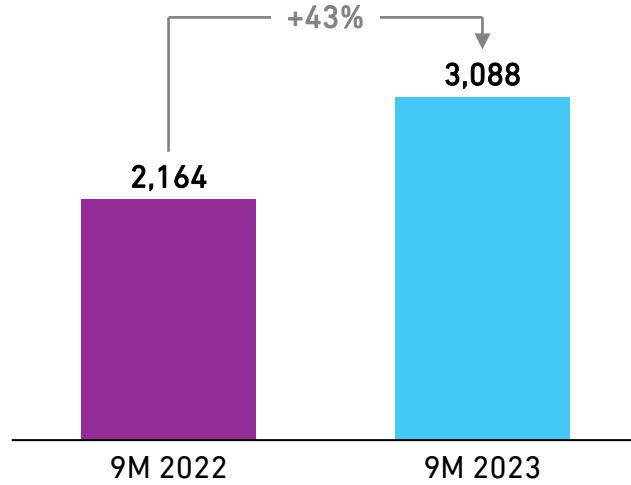


Key Highlights

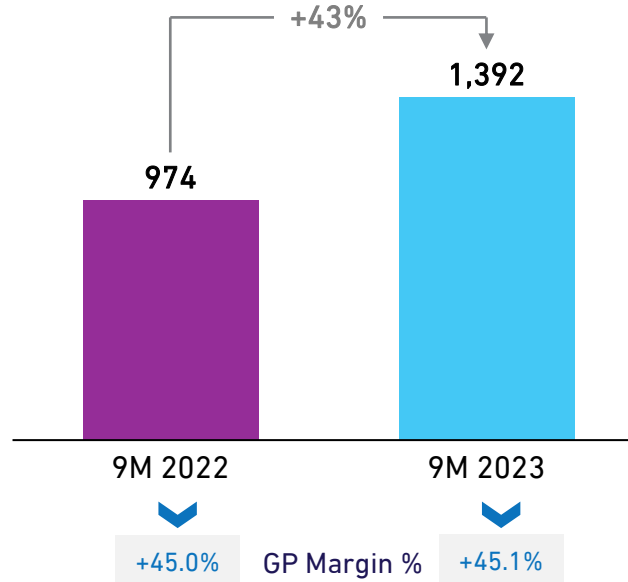
- › Increase in EBIT and Net profit due to strong revenue growth.
- › Increase in G&A and S&M driven by increase in employee cost and expansion in S&M activities.
- › Increase in Others due to increase in Interest Income.

Digital Business

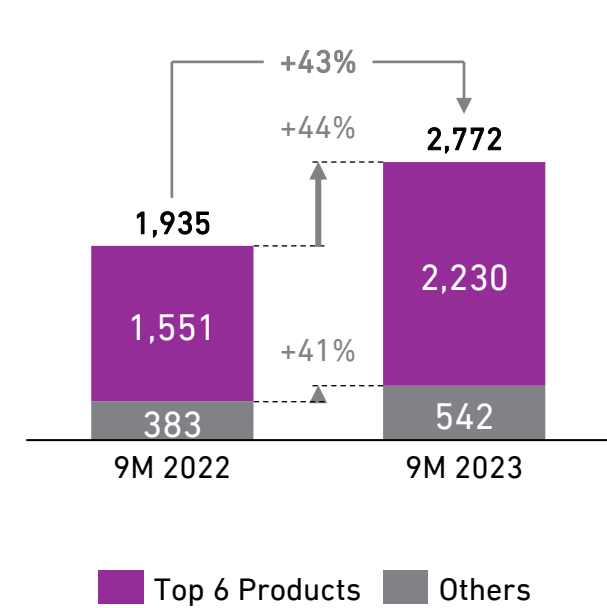
Revenue
SAR Millions



Gross Profit
SAR Millions



Products Revenue
SAR Millions

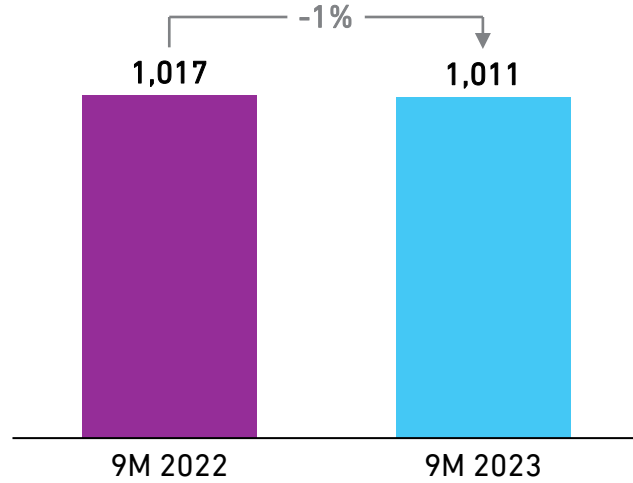


Key Highlights

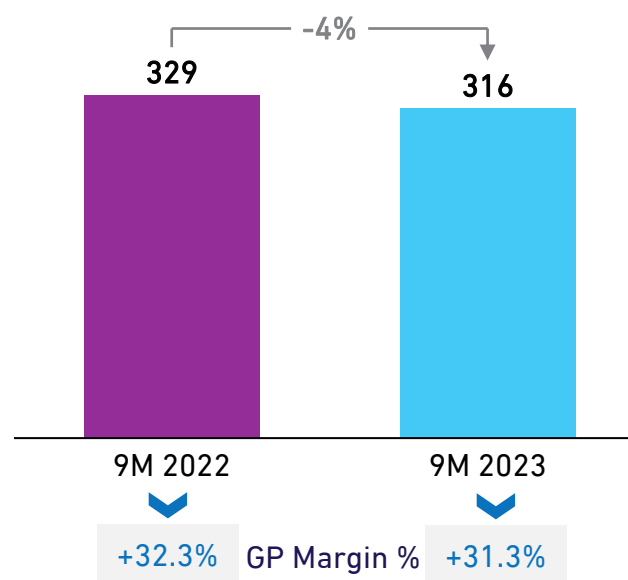
- › Strong revenue and gross profit growth led by products.
- › Digital Projects Revenue grew by 38%.
- › Growth in Top 6 Products Driven by New Services, Increased Transactions, and Hajj Season.
- › Others growth driven by the increased transactions in Dhamen, Tawseel and Naql.

Business Process Outsourcing

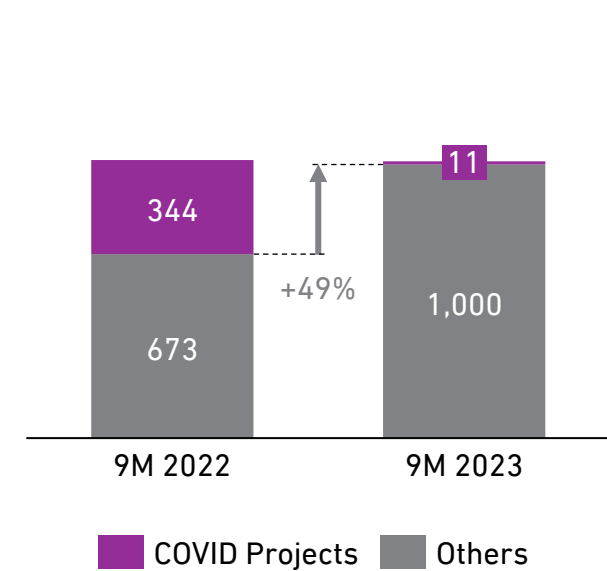
Revenue
SAR Millions



Gross Profit
SAR Millions



Breakdown of BPO Revenue
SAR Millions

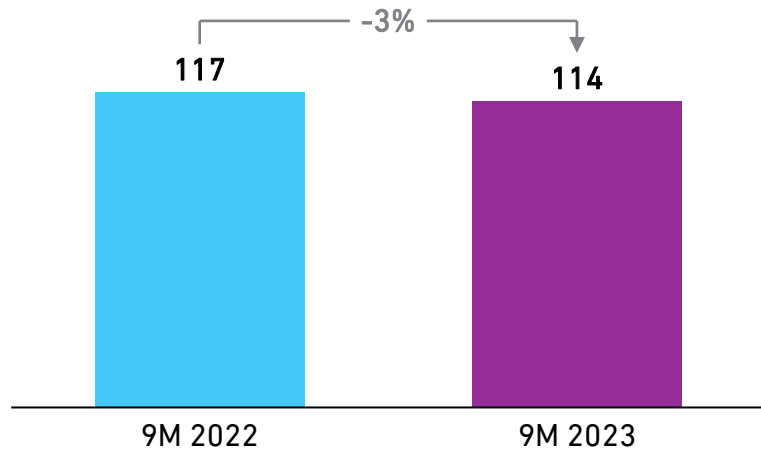


Key Highlights

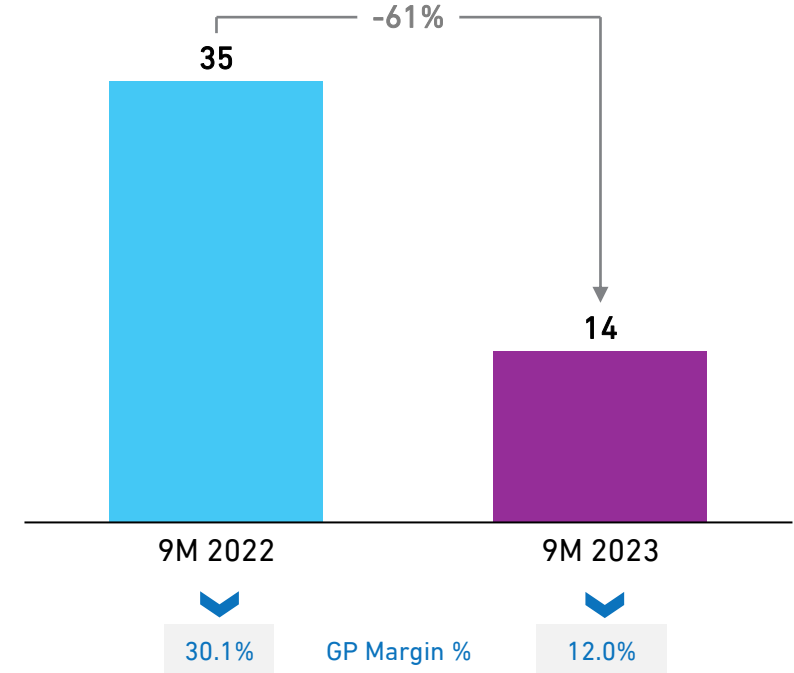
- › Revenue decreased due to COVID projects winding down, off set by PPP projects, Makkah Route and New projects.
- › Gross profit and Gross profit margin decrease due to new lower Margin Projects..
- › Excluding COVID-related projects, BPO revenue grew 49%.

Professional Services

Revenue
SAR Millions

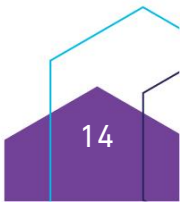


Gross Profit
SAR Millions



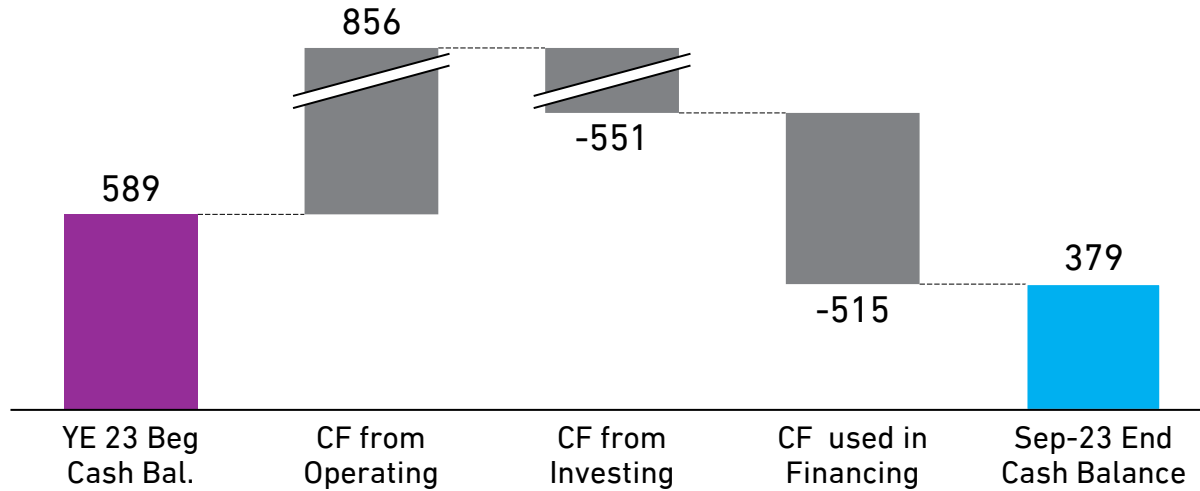
Key Highlights

- › Revenue and Gross profit decreased due to the completion of major projects with higher margins.



Balance Sheet and Cash Flow Highlights

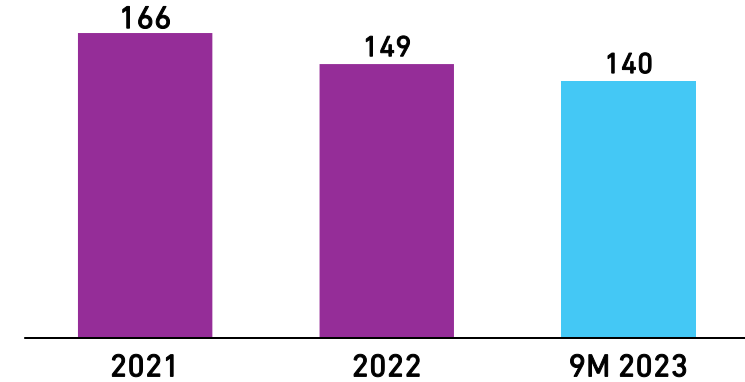
Cash Balance Movement
SAR Millions



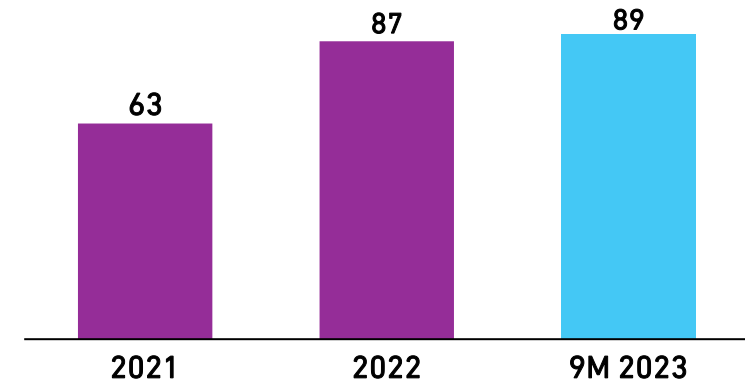
Key Highlights

- › Cash, Cash equivalent and short-term investment position of SAR2.8bn (Dec-22: 2.7Bn).
- › Continuous decrease in Receivable days, due to improved collection from Government customers and increase in Revenue from Private Sector.

Receivable
Number of Days






Payable
Number of Days



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2023 Guidance

	YE 2023 Guidance	9M 2023 Actual	YE 2023 Guidance Update
 Revenue Growth	14%-16%	28%	21%-23%
 EBIT Margin	19%-21%	24%	22%-24%
 CFO as % of Net Income	80%-90%	83%	Unchanged

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Thank you,,