

SEEN BY EVERYONE



Earnings Presentation

Q2, 2022

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PRESENTERS



Mohammed ALKhereiji
Chief Executive Officer

Mr. Mohamed ALKhereiji is currently the CEO of Arabian Contracting Services Company and a member in al arabia Board of Directors. He has over 16 years of experience in management, banking, finance and in entrepreneurship. He is the chairman of Saudi Media company and the general manager of bait al khabra and elegant hotels and he is a member in several BOD and Committees. Mr. Mohamed holds an Executive Master of Business Administration from Citi University in London and a BA degree in Finance from Prince Sultan University.



Mohammad ALBazz
Finance Director

With over 15 years of experience in Accounting, Finance and Audit, Mr. Mohammed ALBazz is the Finance Director in Arabian Contracting Services Company. He has a BA degree in accounting and held several executive roles in managing the finance function in multiple listed companies.



Hend S ALBassam
Head of IR, Governance and Compliance

Ms. Hend ALBassam is the Head of IR, Governance and Compliance in Arabian Contracting Services Company, she holds a BA and master's degree in accounting & Finance in addition to multiple professional certifications in IR, Governance & compliance. Ms. Hend has 13 years of experience in treasury, strategic planning, and IR. She also built the IR function in multiple listed companies.

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1.0

Q2,2022 Key Highlights

Q2,2022 KEY HIGHLIGHTS



Strong Financial Performance



Increase in Digital Billboards



Expansion & Growth in Kingdom Cities



Signing of a new agreements (2022 World Cup Qatar + DIFC Dubai)



Distribution of cash dividend for Y2021



Increase in EPS by 29%

Q2 2022 PERFORMANCE (in thousand SR)

263,635

Revenue

180,359

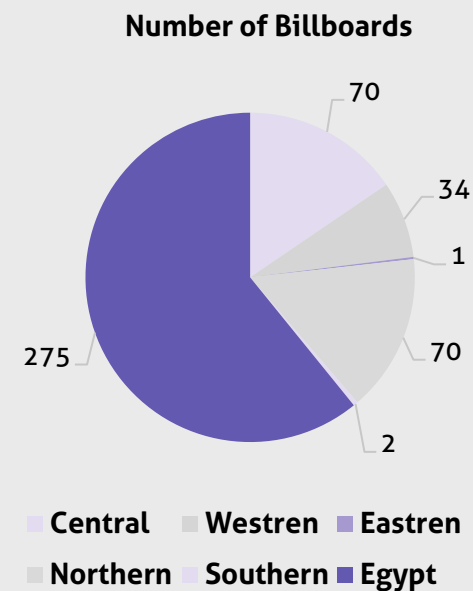
EBITDA

62,795

Net income

Q2,2022 KEY HIGHLIGHTS

Region	Number of Contracts	Contracts Value
Central	4	3,700,000
Western	1	1,750,000
Eastern	1	40,000
Northern	1	105,000
Southern	1	500,000
Egypt	14	29,000,000
Total	22	35,095,000



Q2,2022 KEY HIGHLIGHTS

Faces	Number of Faces		Operation%	
	Saudi Arabia	Egypt	Saudi Arabia	Egypt
Digital	12,300	410	62%	47%
Static	7,870	468	38%	53%
Total	20,170	878	100%	100%

During the second quarter of 2022 the digital billboards rate in Kingdom of Saudi Arabia is increased to be 62% compared to the last quarter with an increase of 3%. This due to the rise of contract numbers in various Kingdom regions as result of alarabia Company's continuity in digital transformation in its activities and its expansion in all regions of the Kingdom of Saudi Arabia.

In addition to the start of alarabia activities in Egypt through its partnership with Arabiya United for Advertising Services.

Q2,2022 KEY HIGHLIGHTS

Method of Operation	Number of Billboards	
	Saudi Arabia	Egypt
Digital	124	41
Static	53	234
Total	177	275

Place of Advertisement	Number of Faces	
	Saudi Arabia	Egypt
Indoor	505	0
Outdoor	836	1358
Total	1341	1358



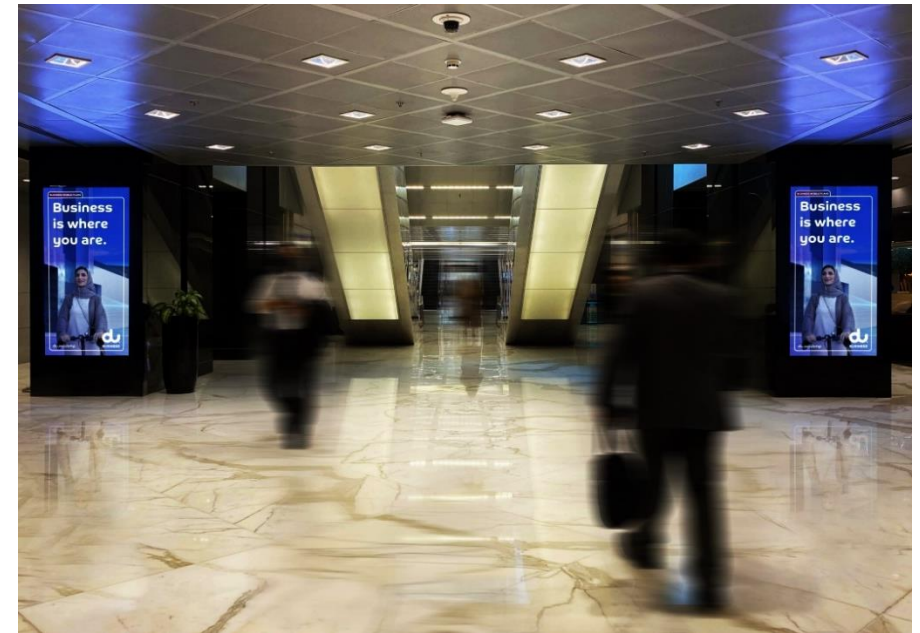
Q2,2022 KEY HIGHLIGHTS

Signing an Agreement with Elan Media Advertising




Elan Media Advertising Company is a leading media group that owns and operates various outdoor and indoor advertising and media platforms in Qatar and granting al arabia exclusive representative in the (external) advertising portfolios and acquires exclusive rights and that's to locate and attract customers and businesses in the local market in Kingdom of Saudi Arabia, Egypt, Bahrain, and Kuwait during the FIFA World Cup 2022 held in Qatar.

Signing an Agreement with Elevision Media



Elevision Media is a leading digital advertising company for residential and office complexes (which owns the full advertising rights of the Dubai International Financial Center-DIFC), Elevision Media appointed al arabia as an exclusive agent for advertising in Dubai International Financial Center and its affiliated areas.

EVENT CALENDAR




APR

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 Apr	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Apr 10, 2022 Invites the Shareholders to Attend the Extraordinary General Assembly Meeting (First meeting) via modern technology means.

Apr 28, 2022 Announcement the date of starting the electronic voting on the Extraordinary General Assembly Meeting Agenda (First Meeting) Via Modern Technology Means (Reminder Announcement).




MAY

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 May	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

May 11, 2022 Announcement the Results of the Extraordinary General Assembly Meeting, (First Meeting).

May 18, 2022 Announcement the Interim Financial Results for the Period Ending on 2022-03-31 (Three Months).



JUN

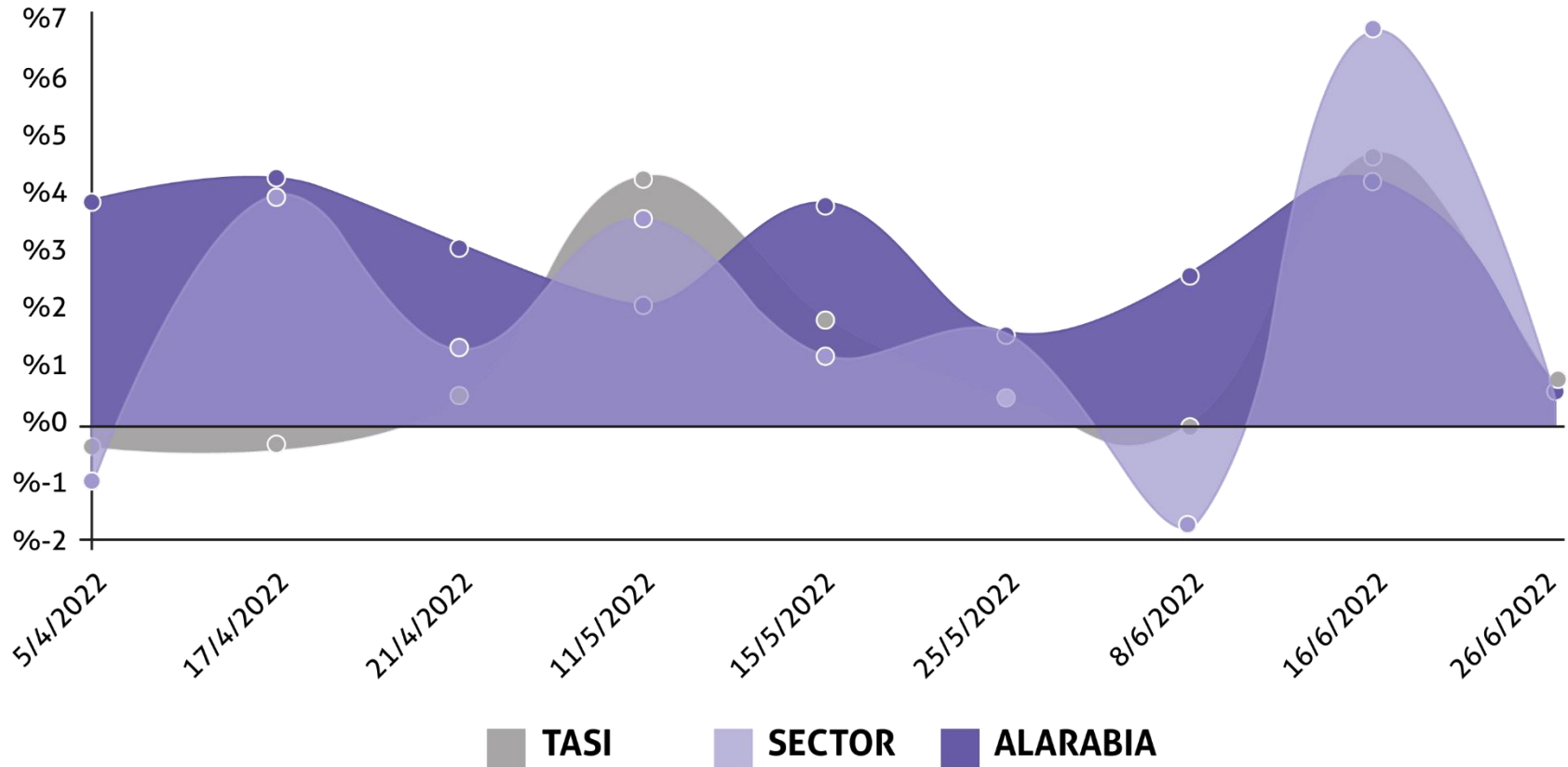
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 June	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

Jun 16, 2022 Conducted the earnings conference call to discuss 1st Quarter of 2022 financial results with financial analysts and representatives of Investment agencies.

Jun 19, 2022 Announcement the signing of an agreement with Elan Media Advertising LLC. to become the exclusive agent for advertisements in the FIFA World Cup 2022, which is held in Qatar.

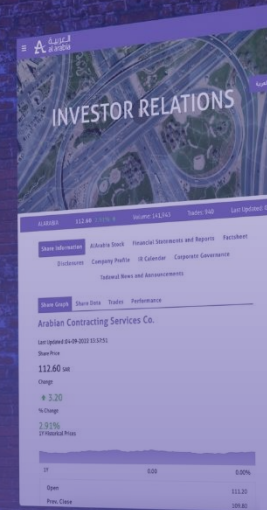
Jun 20, 2022 Announcement the signing of an agreement with Elevison Media (which owns the full advertising rights of the Dubai International Financial Centre-DIFC) to become the exclusive agent for advertisements in DIFC and its affiliated areas for a period of 7 years.

STOCK PERFORMANCE



2.0

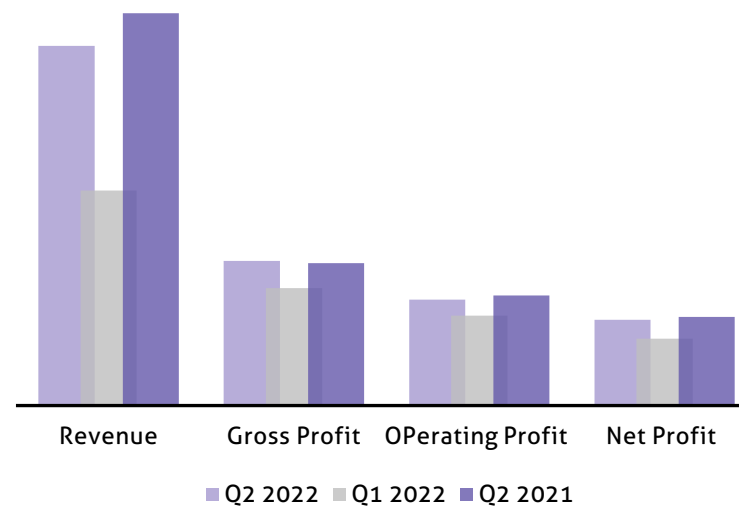
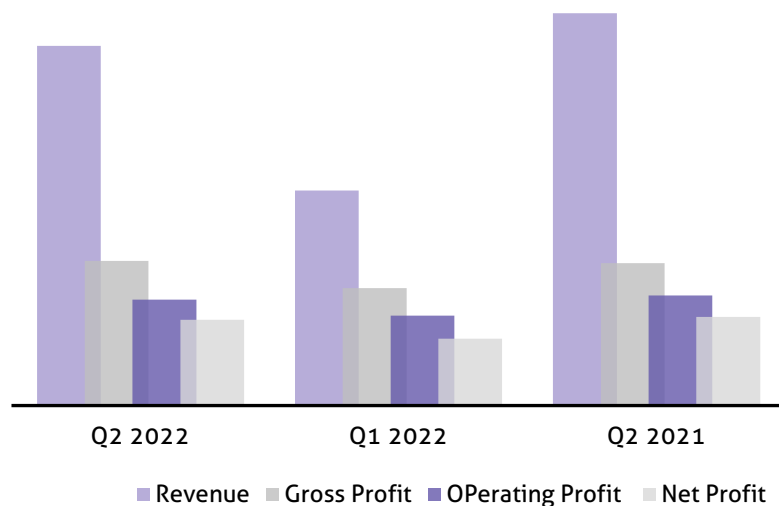
Financial Performance



INCOME STATEMENT HIGHLIGHTS

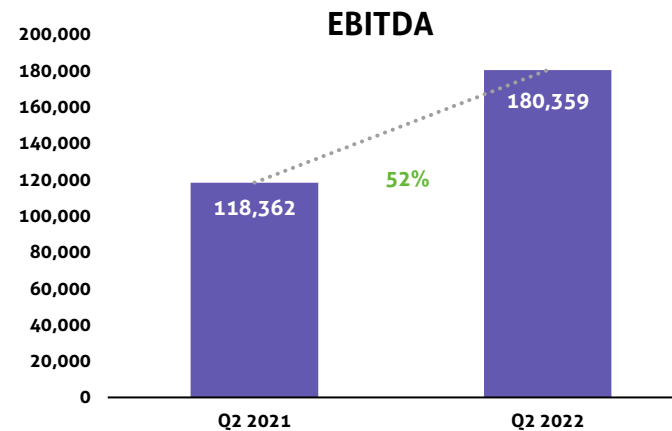
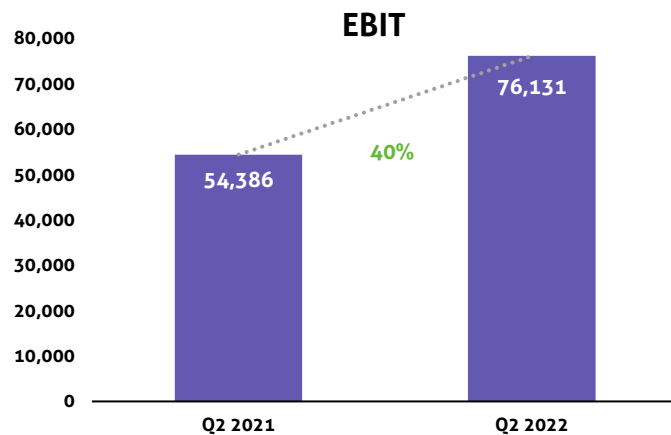
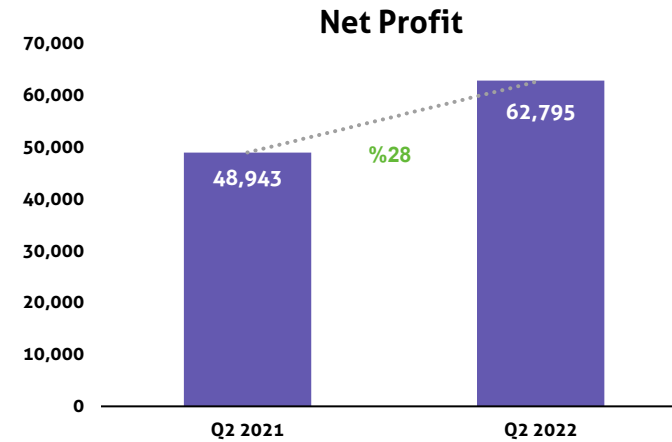
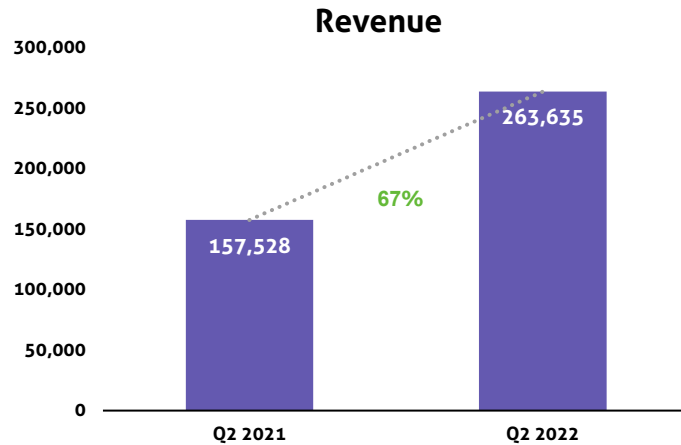
ALL FIGURES ARE IN (THOUSANDS) SAR

Key Figures (SAR Thousand)	Q2 2022	Q2 2021	Change (%)	Q1 2022	Change (%)
Revenue	263,635	157,528	67%	287,400	-8%
Gross Profit	105,956	86,075	23%	104,459	1%
Operating Profit	77,557	65,945	18%	80,715	-4%
Net Profit	62,795	48,943	28%	64,890	-3%



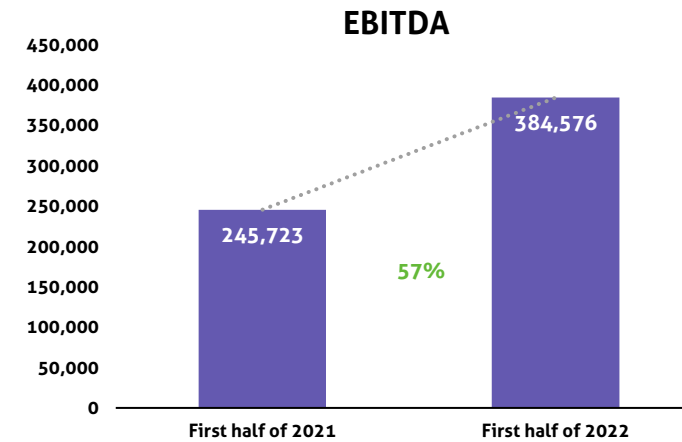
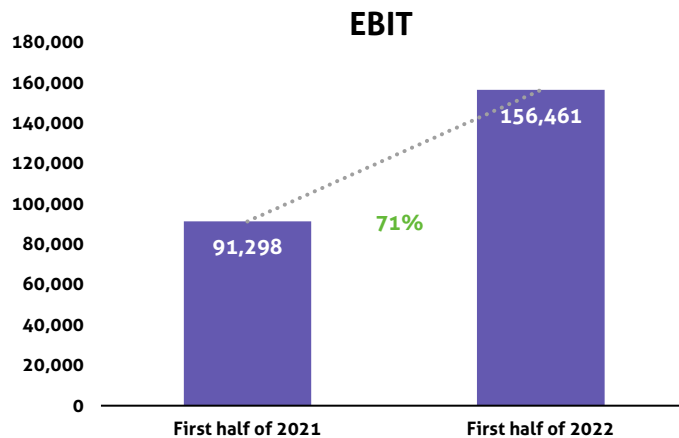
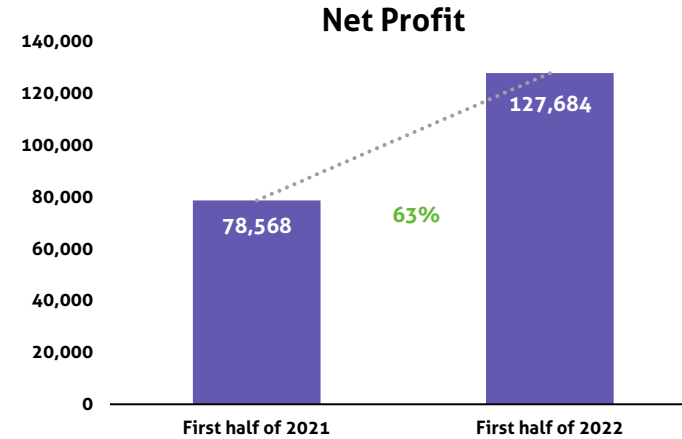
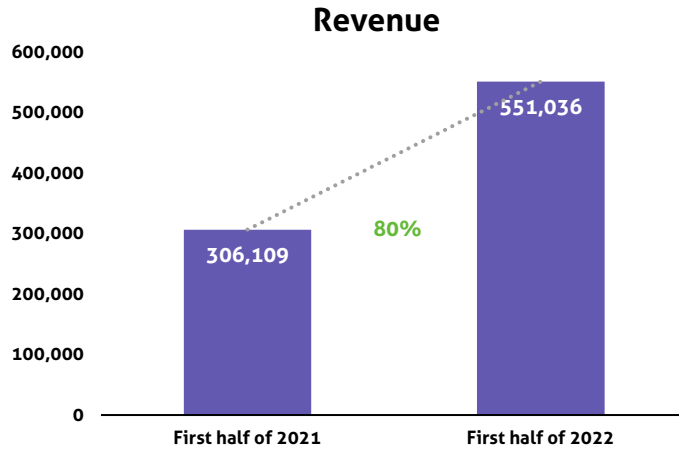
INCOME STATEMENT HIGHLIGHTS

ALL FIGURES ARE IN (THOUSANDS) SAR



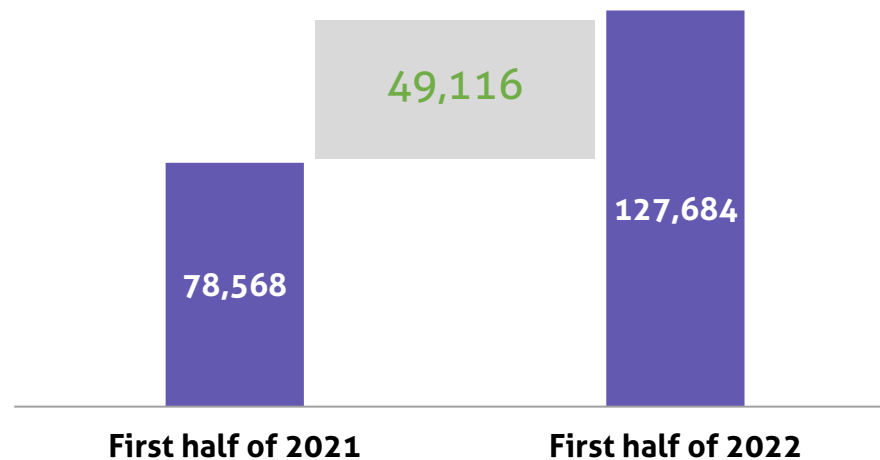
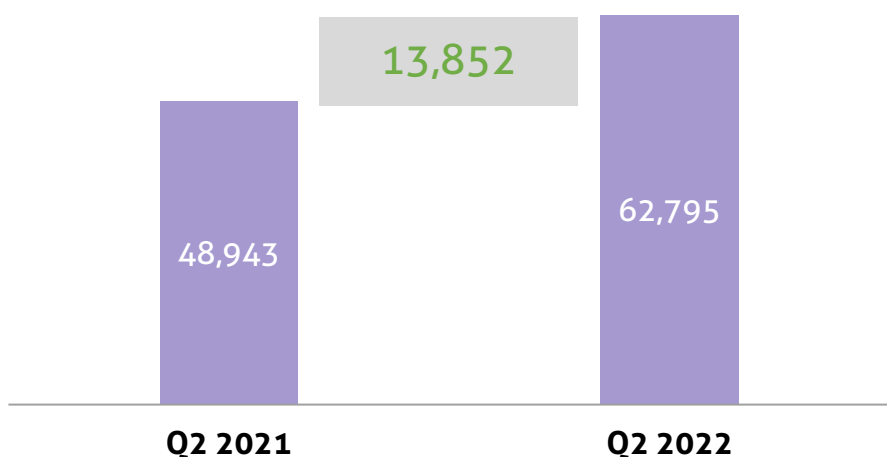
INCOME STATEMENT HIGHLIGHTS – SEMI ANNUAL 2022

ALL FIGURES ARE IN (THOUSANDS) SAR



NET PROFIT

ALL FIGURES ARE IN (THOUSANDS) SAR



Our Company achieved an exceptional increase in the net profit of **SAR 62.8 million** during the second quarter of 2022, compared to **SAR 48.9 million** during the same quarter of the last year with an increase of 28%. This is due to the company's continued expansion in the digital transformation operations, as well as the start of the financial impact of regional expansions through the United Media Services Company in Egypt and the new projects that recently awarded by Arabian Contracting Services company. The campaigns of Ramadhan and starting Jeddah Season during the second quarter of 2022 had a positive impact on the company's revenues and its activities results.

The net profit for the current period has increased from **SAR 78.6 million to SAR 127.7 million** by 63% compared to the same period of the last year, This is mainly due to the continuity of **digital transformation operations** processes which increased the advertising spaces, in addition to the start of Jeddah season and the continuation of Riyadh season, and the company's regional expansion and entry into new projects and strategic partnership that supports the company in its marketing plans locally and regionally.

FINANCIAL KEY HIGHLIGHTS – SEMIANNUAL2022



CAGR
25.5%



ROA
5%



ROE
17%



ROR
23%



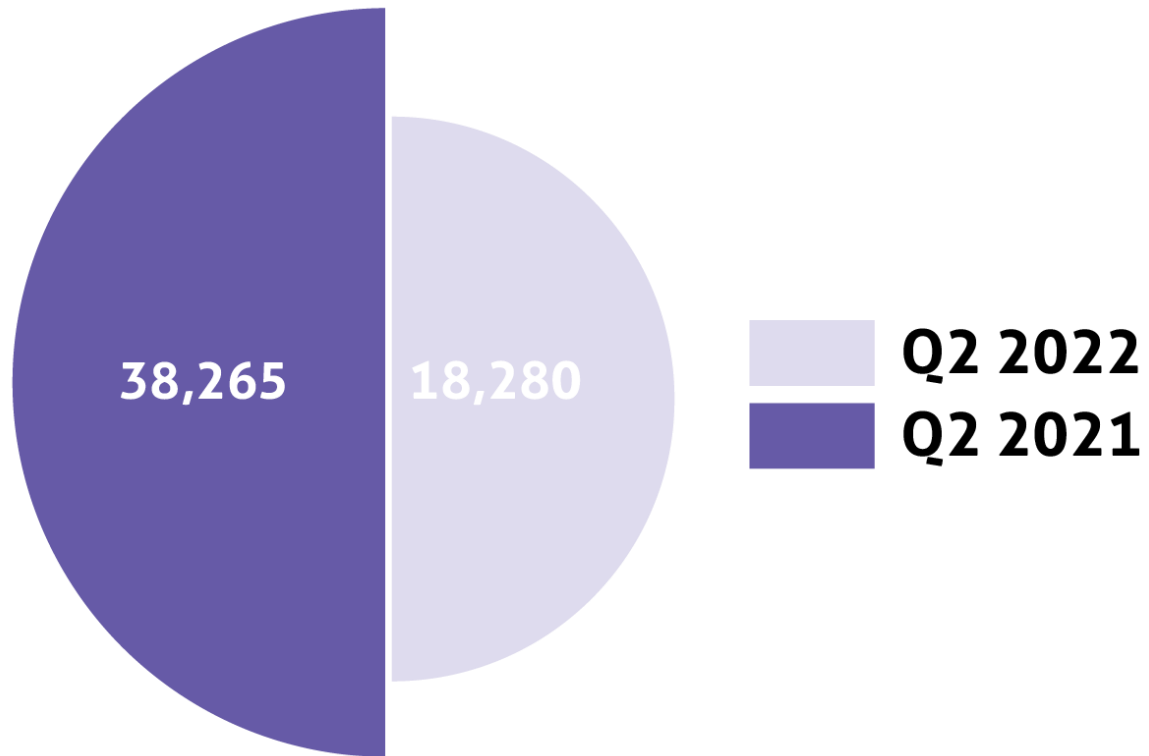
D/A
72%



EPS
2.55
(SAR)

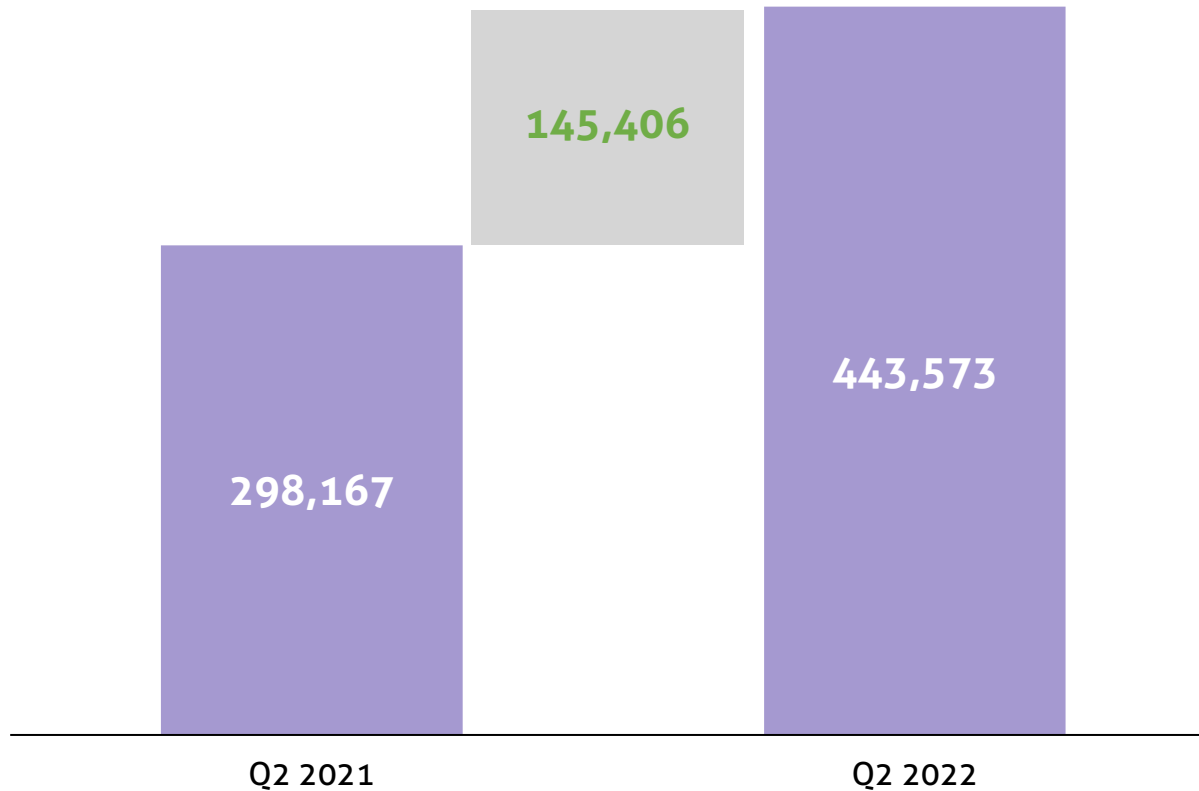
CAPEX – SEMIANNUAL 2022

ALL FIGURES ARE IN (THOUSANDS) SAR



LOANS FROM BANKS – SEMIANNUAL2022

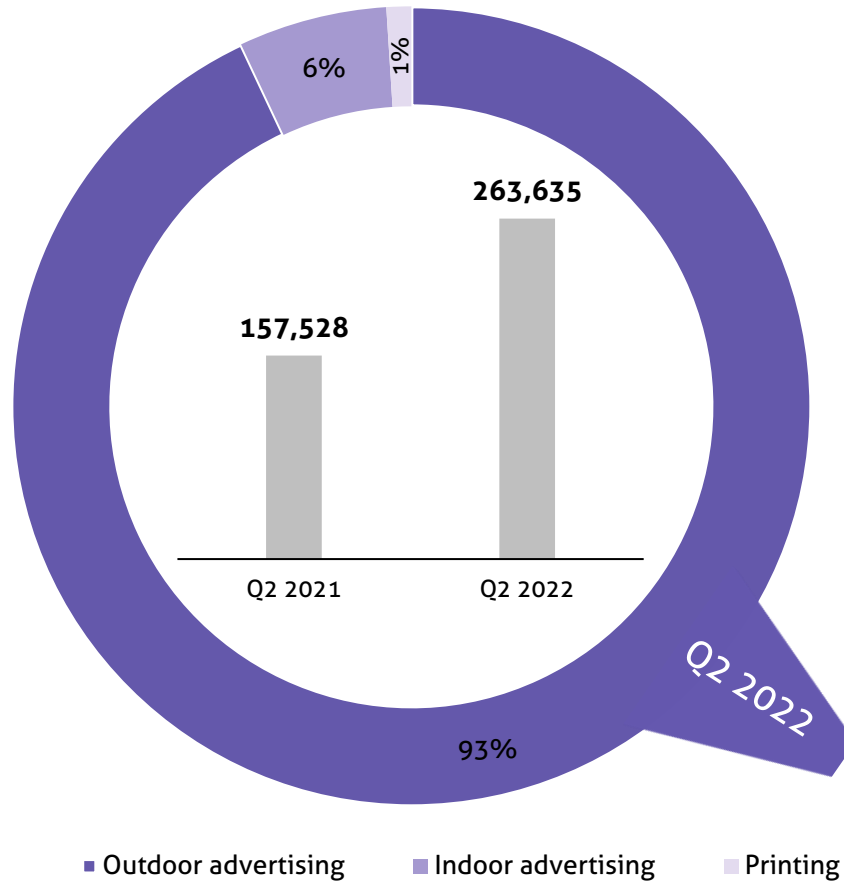
ALL FIGURES ARE IN (THOUSANDS) SAR



The increase in loans as of 30 June 2022 compared with the same period of last year is mainly due to the company's payment financing of the rent for billboard sites as a result of the expansion of the company's activity.

REVENUE BY SEGMENT

ALL FIGURES ARE IN (THOUSANDS) SAR



The outdoor advertising revenues for the second quarter of 2022 amounted to SAR 244.8 million compared to SAR 148.3 million for the same quarter of the last year, an increase of 65%.

The Indoor advertising revenues for the second quarter of 2022 amounted to SAR 14.9 million compared to SAR 6.2 million for the same quarter of the last year, with an increase of 141%.

The printing revenues for the second quarter of 2022 amounted to SAR 3.9 million compared to SAR 3.0 million for the same quarter of the last year, with an increase of 27%.

THANK YOU

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