

SEEN BY EVERYONE



Earnings Presentation

Q1,2022

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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.

Content

1.0 Q1,2022 Key Highlights

2.0 Financial Performance



1.0

Q1,2022 Key Highlights

Q1,2022 KEY HIGHLIGHTS



Strong Financial Performance



Increase in Digital Billboards



Expansion & Growth in Kingdom Cities



Winning Jeddah Bid



100% Owned Subsidiary Establishment (Sindebaad)

Q1 2022 PERFORMANCE (in thousand SR)

287,400

Revenue

204,601

EBITDA

64,890

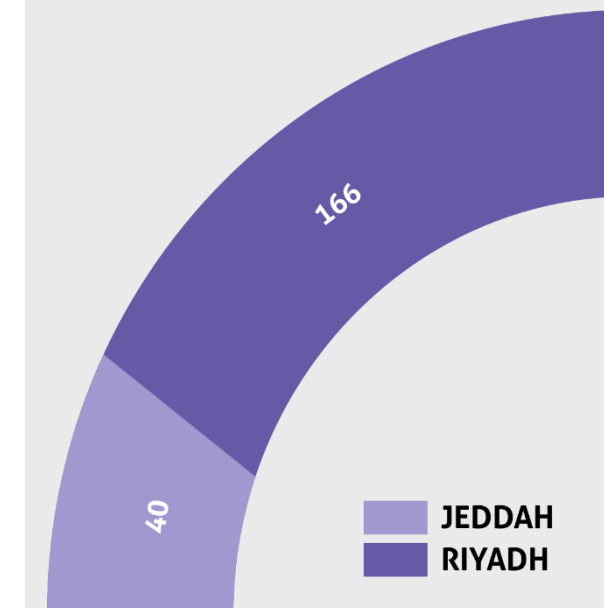
Net income

Q1,2022 KEY HIGHLIGHTS

Region	Number of Billboards	Contracts Number	Contracts Value
Jeddah	40	1	1,064,000,000
Riyadh	166	2	37,375,000
Total	206	3	1,101,375,000

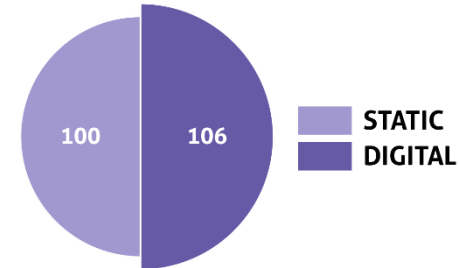
Faces	Number of Faces	Operation%
Digital	11,285	59%
Static	7,891	41%
Total	19,176	100%

NUMBER OF CONTRACTS Q1 2022

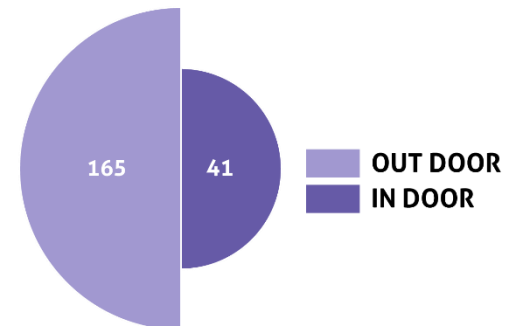


Q1,2022 KEY HIGHLIGHTS

Method of Operation	Number of Billboards
Digital	106
Static	100
Total	206



Place of Advertisement	Number of Faces
In door	41
Out door	165
Total	206



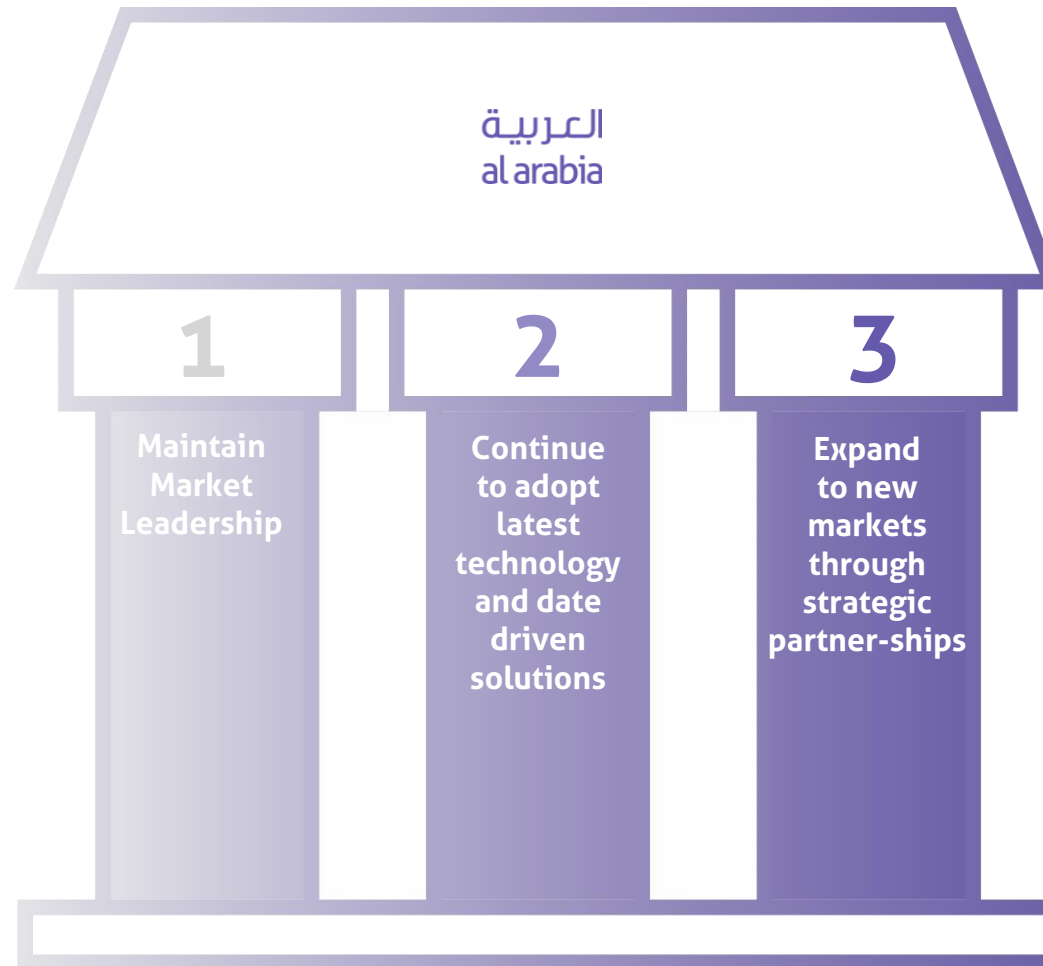
Q1,2022 KEY HIGHLIGHTS

Region	Billboard Number	Contracts Number	Contracts Value
Jeddah	40	1	1,064,000,000
Riyadh	166	2	37,375,000
Total	206.00	3.00	1,101,375,000

Method of Operation	Billboard Number	Place of Advertisement	Number of Faces
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Faces	Number of Faces	Operation%
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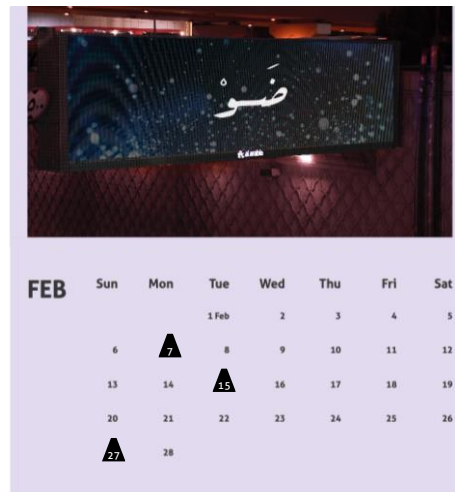
ALARABIA STRATEGY



EVENT CALENDAR



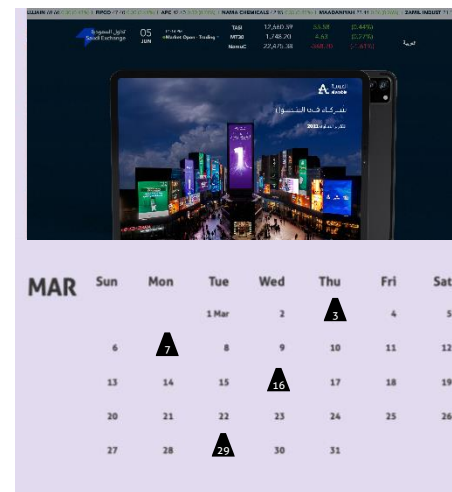
No Material Event



Feb 7, 2022 Receiving 211 sites for billboards instillation in Tabuk, Hail and Al-Kharj.

Feb 15, 2022 winning the bid for 40 Digital Billboards to be installed on bridges and tunnels in Jeddah City.

Feb 27, 2022 Establishment of a subsidiary L.L.C 100% owned.




Mar 3, 2022 announces its Annual Financial Results for the Period Ending on 2021-12-31

Mar 7, 2022 Announces the Recommendation of Its Board of Directors to Distribute Cash Dividends to its Shareholders for the Year 2021

Mar 16, 2022 Signing sites lease contract for 40 (digital) billboards to be installed on bridges and tunnels in Jeddah City.

Mar 29, 2022 Conducted its annual financial result for the year ended 31 December 2021 earnings conference call with financial analysts and representatives of Investment agencies



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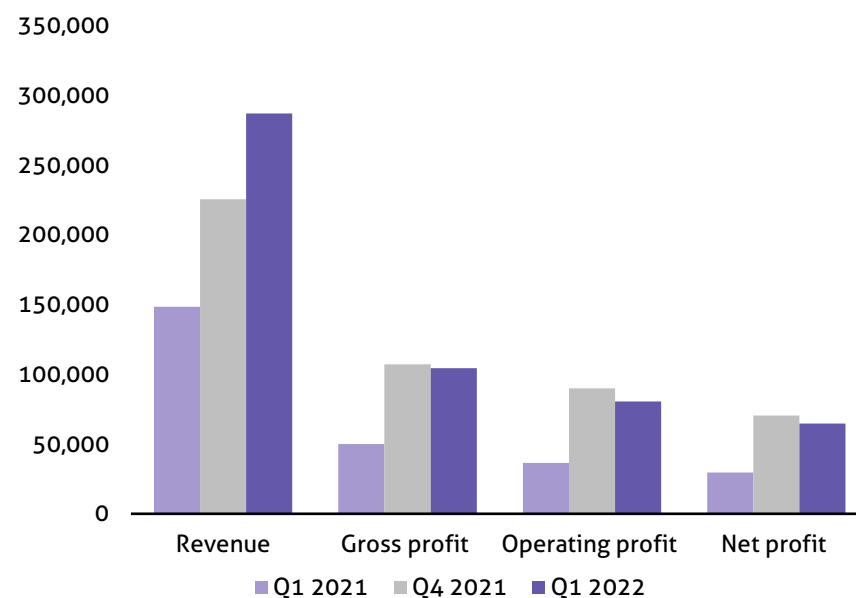
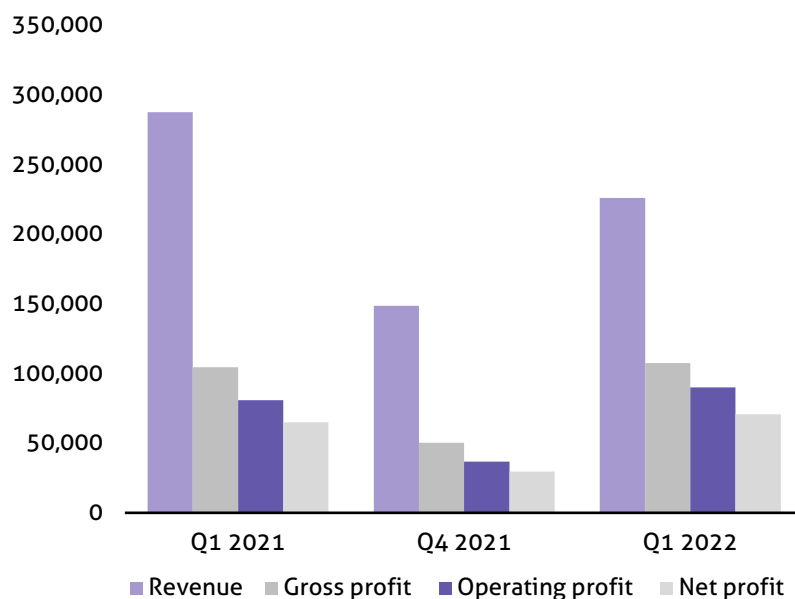
2.0

Financial Performance

INCOME STATEMENT HIGHLIGHTS

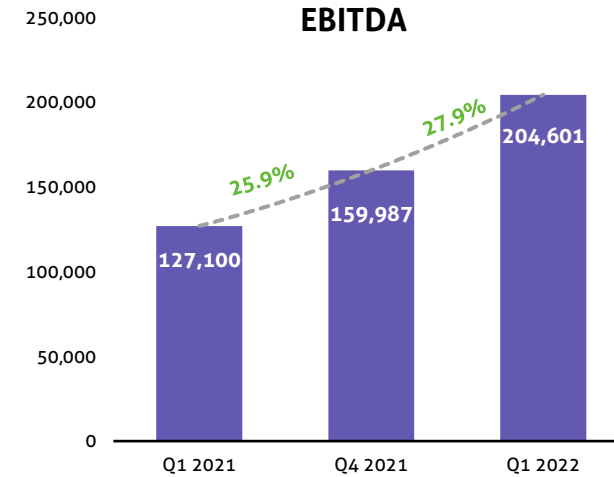
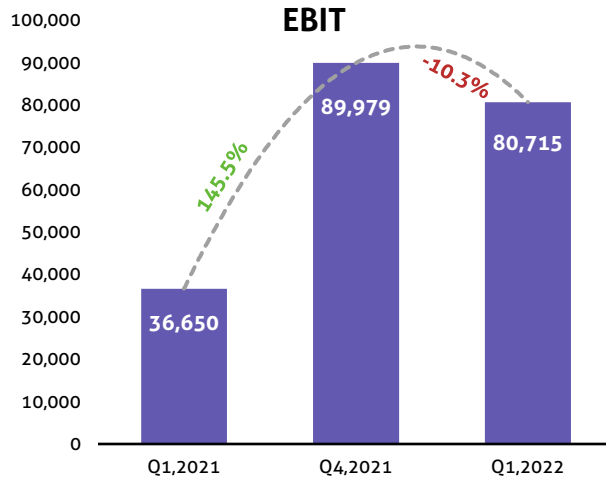
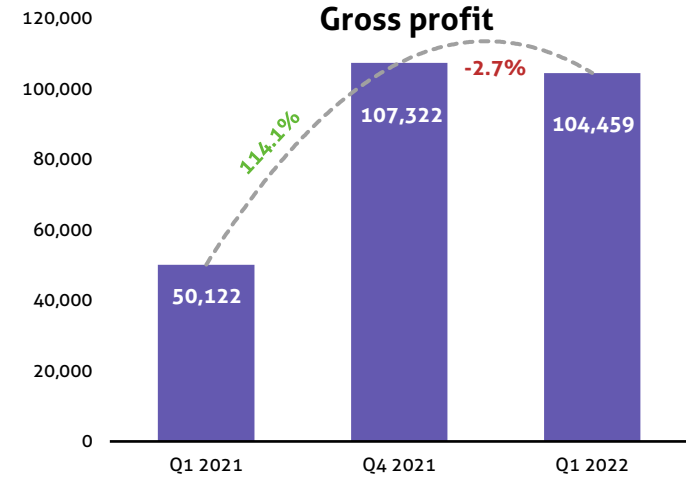
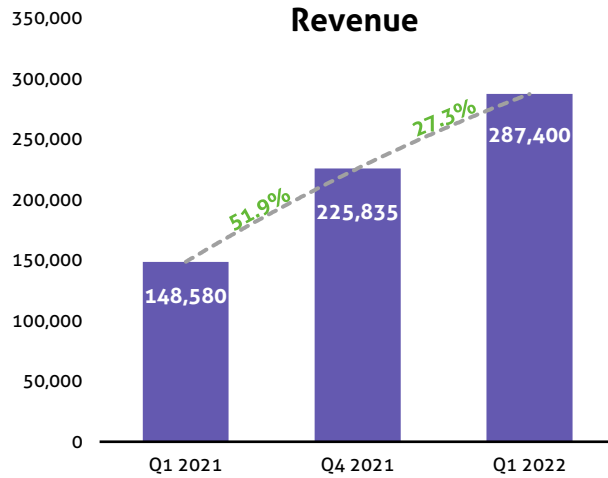
ALL FIGURES ARE IN (THOUSANDS) SAR

Key Figures (SAR Thousand)	Q1 2022	Q1 2021	YOD% growth	Q4 2021	YOD% growth
Revenue	287,400	148,580	93.4%	225,835	27.3%
Gross Profit	104,459	50,122	108.4%	107,322	-2.7%
Operating Profit	80,715	36,650	120.2%	89,979	-10.3%
Net Profit	64,890	29,625	119.0%	70,595	-8.1%



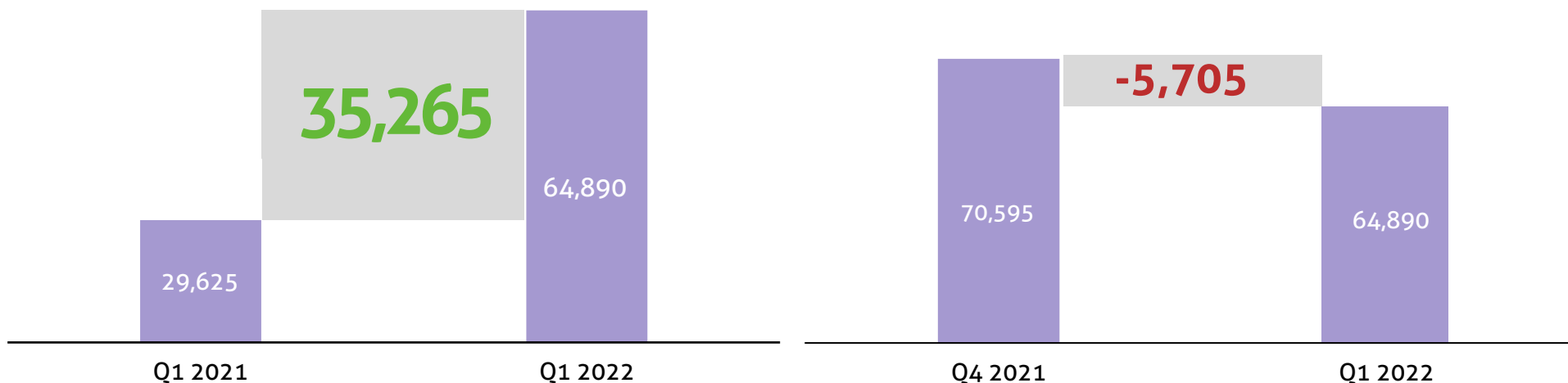
INCOME STATEMENT HIGHLIGHTS

ALL FIGURES ARE IN (THOUSANDS) SAR



NET PROFIT

ALL FIGURES ARE IN (THOUSANDS) SAR

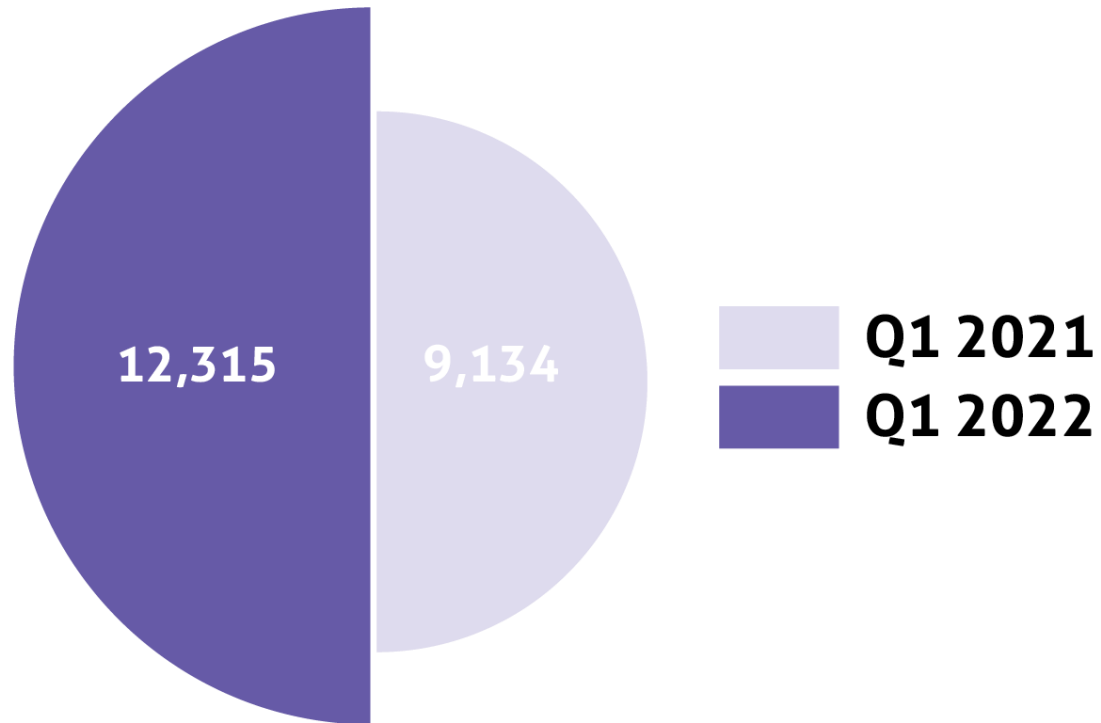


Our Company achieved during the first quarter of 2022 a net profit of **SAR 64.8 million**, compared to **SAR 29.6 million** during the same quarter of the last year with an increase of **119%**. This is mainly due to the continuity of **digital transformation expansion** processes which increased the advertising spaces, that had a main role in increasing the client base for 2022 to include new sectors.

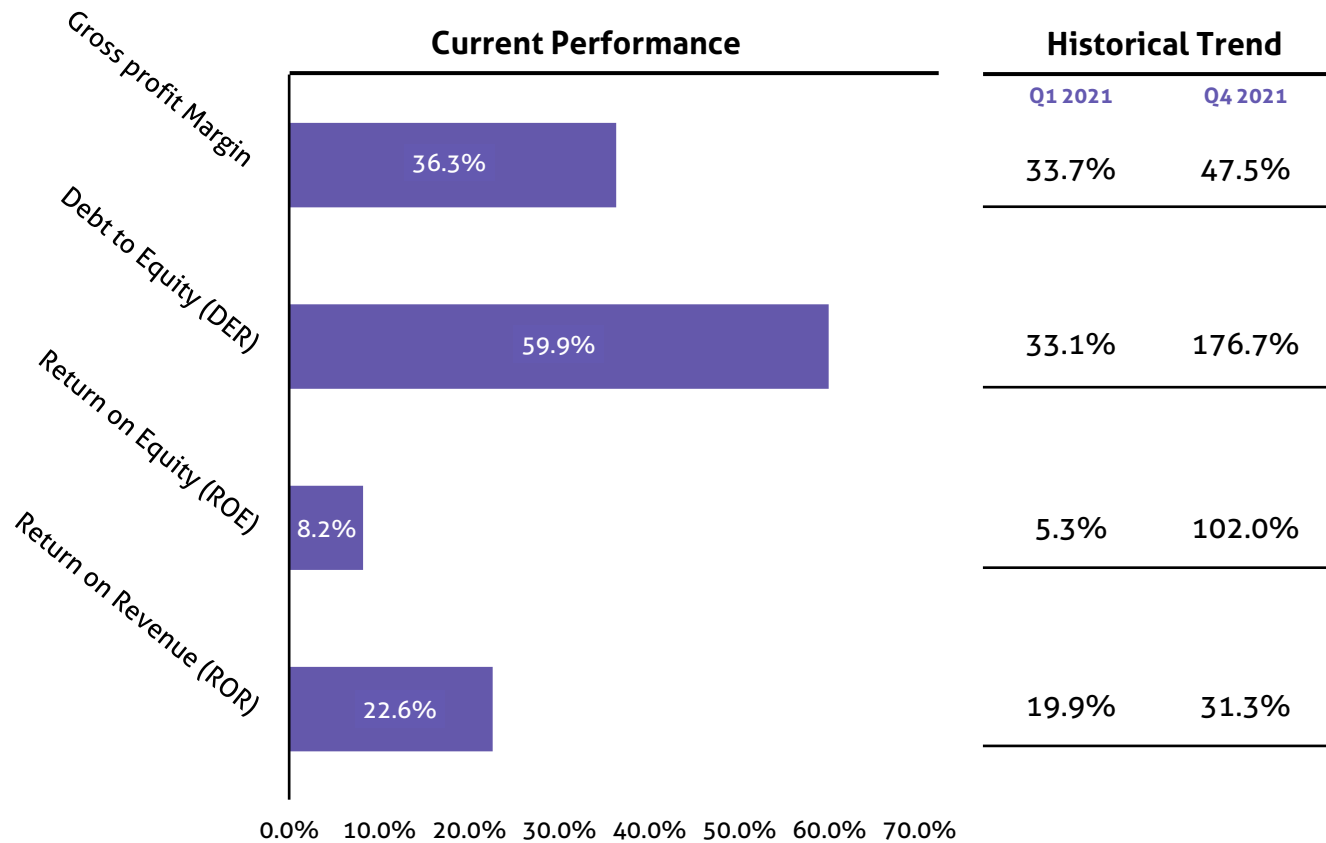
The net profit for the current quarter has decreased by **8%** compared to the previous quarter due to a partial increase in billboard rental costs and financing expenses in addition to the selling and distribution commissions, as a result of the increase in the company's revenues.

CAPEX

ALL FIGURES ARE IN (THOUSANDS) SAR

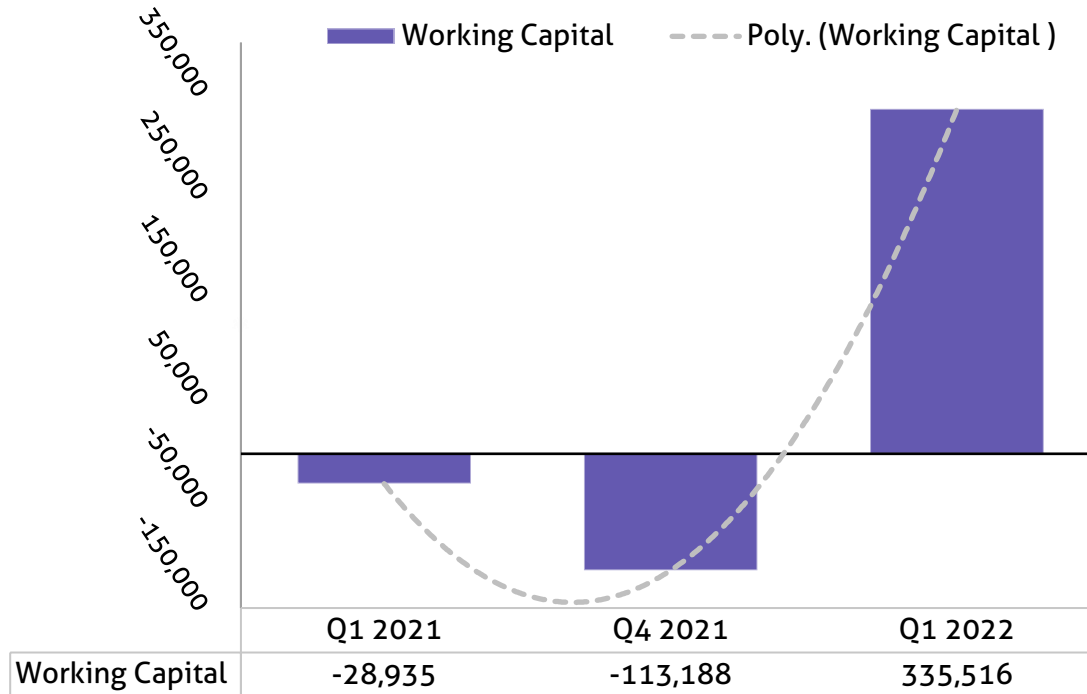


FINANCIAL INDICATORS



WORKING CAPITAL

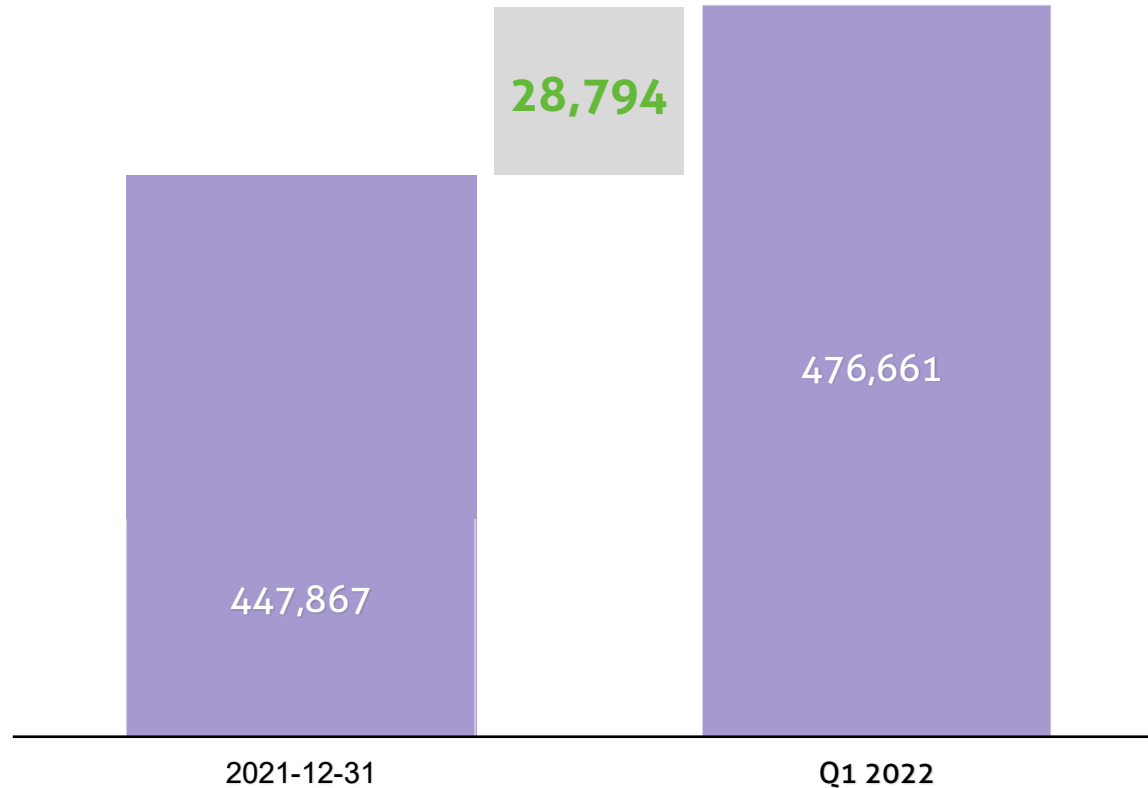
ALL FIGURES ARE IN (THOUSANDS) SAR



The following chart shows the increasing working capital for the first quarter of 2022 compared to the same quarter of the previous year. This is due to many reasons, such as the increase in the cash and cash equivalents of **616%**. Also, the increase in the company's revenues in the first quarter of 2022, as previously explained, contributed to the increase in trade debtors by **77%** compared to the same quarter of the previous year. In addition, the seasonal activities such as the continuation of the activities of Riyadh season and the launch of Ramadan advertising campaigns, and the continuation of digital transformation have a positive impact on this increase. The increase in the company's current assets matched a decrease in its current liabilities, such as lease obligations, by **71%**.

LOANS FROM BANKS

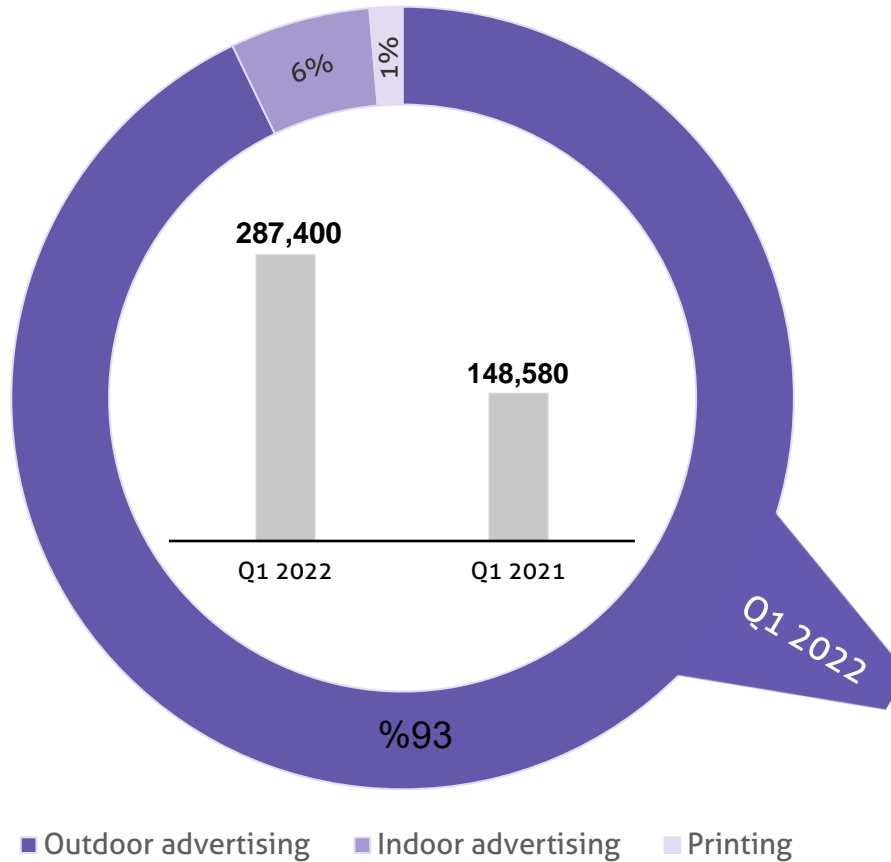
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The increase in loans for the first quarter of 2022 compared with the year ending on 31-12-2021 is mainly due to the company's payment financing of the rent for billboard sites as a result of the expansion of the company's activity

REVENUE BY SEGMENT

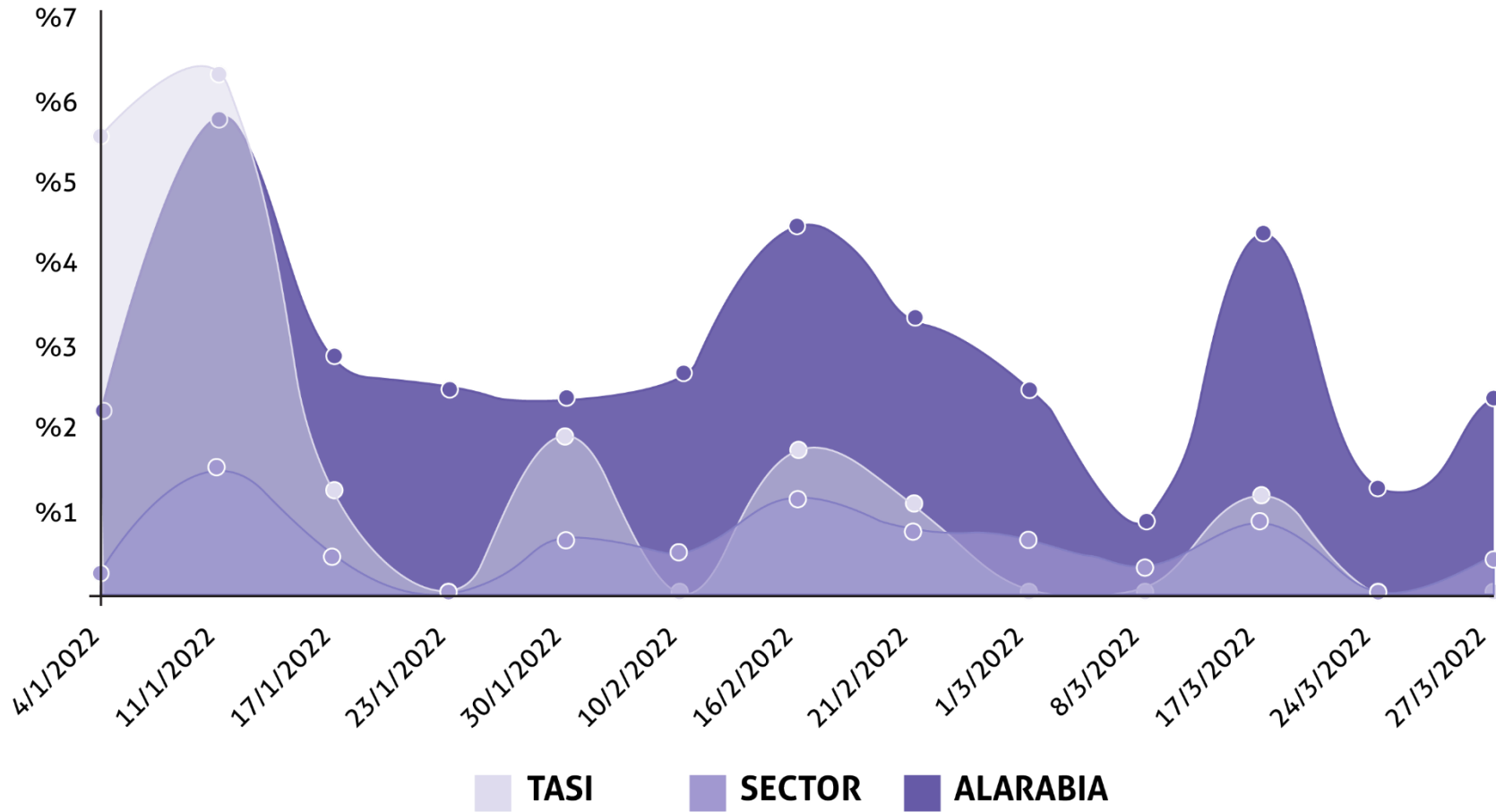
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Outdoor advertising is the main activity for the company as it constitutes 92% of the company's contracts.

The company's revenues increased by **93%** for the current quarter compared to the same quarter of the previous year, mainly due to the continuity of expansion in digital transformation operations and the increase in advertising spaces, which had a direct role in increasing the customer base for the year 2022 to include new sectors.

STOCK PERFORMANCE



THANK YOU

Rate Card



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