

# SABIC AGRINUTRIENTS EARNINGS

Third QUARTER 2024

October 27, 2024

# 1.0

## THIRD QUARTER 2024 HIGHLIGHTS



Revenue of SAR 2,850 million [\$760 million], increased by 7% quarter-over-quarter and a 7% increase year-over-year.



EBITDA<sup>1</sup> of SAR 1,013 million [\$270 million], increased by 10% quarter-over-quarter and a 19% decrease year-over-year.



Earnings before zakat and income tax of SAR 949 million [\$253 million], 13% increase quarter-over-quarter and 19% decrease year-over-year.



Net Income<sup>2</sup> of SAR 827 million [\$221 million], 17% increase quarter-over-quarter and 21% decrease year-over-year.



Earnings per share (EPS<sup>2</sup>) of SAR 1.74 [\$0.46], 18% increase quarter-over-quarter and 21% decrease year-over-year.



Free cash flow of SAR 1,123 million [\$299 million], 606% increase quarter-over-quarter and 49% increase year-over-year.

Table 1 – Summary Financial Results

Item	Three Months Ended					Nine Months Ended		
	30. Sep, 2024	30. Jun 2024	Change %	30. Sep, 2023	Change %	30. Sep, 2024	30. Sep, 2023	Change %
Revenue	2,850	2,676	7%	2,672	7%	8,044	8,061	-0.2%
EBITDA <sup>1</sup>	1,013	920	10%	1,246	-19%	2,897	3,313	-13%
EBITDA Margin	36%	34%	6%	47%	-23%	36%	41%	-12%
Operating profit	790	678	17%	1,009	-22%	2,198	2,643	-17%
Net Income <sup>2</sup>	827	705	17%	1,049	-21%	2,373	2,681	-11%
Net Profit Margin	29%	26%	12%	39%	-26%	30%	33%	-9%
Earnings Per Share <sup>2</sup>	1.74	1.48	18%	2.20	-21%	4.98	5.63	-12%
Return on Capital Employed <sup>3</sup>	4%	3%	33%	5%	-20%	11%	12%	-8%
Purchase of PPE	203	142	43%	196	4%	476	743	-36%
Free Cash flow <sup>4</sup>	1,123	159	606%	752	49%	2,368	2,919	-19%

All amounts in SAR million unless otherwise stated, USD/SAR conversion used is 3.75. Absolute figures and percentages included in this document have been subject to rounding adjustments. Certain prior quarter and prior year figures have been subject to reclassifications. Please refer to the third quarter 2024 Financial Statements.

1. Income before zakat and tax plus depreciation, amortization, impairment, finance cost and less finance income and share of results from a non-integral associate and joint venture.
2. Attributable to equity holders of the parent company.
3. EBIT / Average Capital Employed (CE = Parent Equity + non-current liabilities)
4. Net cash from operating activities minus purchase of property, plant and equipment and intangible assets

# 2.0

Third QUARTER 2024  
PERFORMANCE

## SABIC AGRINUTRIENTS (2020-SA) today announced its financial results for the third quarter of 2024.

The company's EBITDA margin improved due to higher average sales prices.

### Financial Performance:

SABIC Agri-Nutrients ("SABIC AN") announced its financial results for the Third quarter of 2024. The Company's revenue amounted to SAR 2,850 million [\$ 760 million] in the Third quarter of 2024.

The Third quarter of 2024 saw average sales prices increased by 11% while the sales volume decreased by 4% compared with last quarter. This resulted in revenue increased by 7%. The average sales prices increased by 2% and the sales volume increased by 5% in the third quarter of 2024 compared with the third quarter of 2023. This led to revenue increased by 7%.

EBITDA in the third quarter of 2024 was SAR 1,013 million [\$270 million] which is an increase by 10%, quarter-over-quarter due to higher average selling prices and a decrease of 19% compared with the third quarter of 2023.

Net income for the quarter is SAR 827 million [\$221 million], or SAR 1.74 per share [\$0.46 per share], which is 17% increase compared with last quarter which was SAR 705 million [\$188 million], or SAR 1.48 per share [\$0.39 per share]. Net income for the quarter was 21% lower than the net income of SAR 1,049 million [\$280 million], or SAR 2.20 per share [\$0.59 per share] achieved during the third quarter of 2023.

### Market Outlook:

The urea market shifted towards balance as the third quarter progressed and outages across multiple regions were resolved, while offshore sales of Chinese urea remained restricted. India did close two urea tenders within Q3 – supporting pricing despite lower-than-expected award volumes. Global demand proved otherwise uninspiring as importers elected to defer purchases against uncertain farm-level offtake and the anticipation of improved nitrogen supply optionality.

Fourth quarter trade outlook reflects that global nitrogen supply is exposed to sudden interruptions inherent in winter-time energy costs, feedstock allocation adjustments, and unplanned maintenance. Demand outlook is heavily weighted towards India where major year-end purchase projections provide an opportunity for producers to build forward orderbooks – but there exist a limited set of alternative importers incentivized to build inventory at scale.



# 3.0

## CEO QUOTE





**Fahad Al-Battar**  
Chief Executive Officer

In the third quarter of 2024, SABIC Agri-Nutrients delivered impressive financial results, with revenues up by 7% compared to the previous quarter, driven by higher average product sales prices. This resulted in a 17% increase in operating profit. The company reported a net income of SR 827 million, a 17% improvement from the SR 705 million achieved in Q2.

For the nine months ending 30 September 2024, the net income totaled SR 2,373 million, reflecting an 11% decrease from the same period last year. This was primarily due to lower average sales prices and increased cost of sales. Despite this, the company demonstrated strong cash flow generation, achieving SR 1,123 million in free cash flow for Q3 and SR 2,368 million for the nine-month period. This underscores SABIC AN's ongoing commitment to capital discipline, cost optimization, and effective working capital management, which fortifies its financial stability and supports future investments.

Notably, SABIC Agri-Nutrients also reached significant milestones in sustainability, particularly in advancing its low-carbon ammonia initiative. The Ministry of Energy has allocated feedstock for the construction of a sixth plant, which will produce 1.2 MMTA of low-carbon ammonia and 1.1 MMTA of urea and specialized agri-nutrients. This project aligns with Saudi Arabia's ambition to lead in clean energy production.

Operational excellence remains a key focus, with SABIC AN reporting its best quarterly performance in terms of plant reliability. The company achieved higher plant service factor, boosting production by 200 KT from the previous quarter and by 60 KT compared to the same quarter last year.

Looking ahead, SABIC Agri-Nutrients is well-positioned to capitalize on favorable market conditions expected in Q4, as demand rises from major importers looking to rebuild nitrogen and phosphate inventories. The company remains committed to meeting this demand through strong partnerships with its diverse customer base and supply chain, ensuring continued value for shareholders.



# 4.0

## Environment, Social and Governance (ESG)



SABIC AN's aim of expanding and diversifying its product portfolio is anchored on innovative solutions to create differentiated products. The company continues to drive sustainable initiatives and invest in disruptive technologies that lower the carbon footprint of production processes and its products. Through external collaboration, and building up internal advanced research and development capabilities, accommodating evolving customer demands and emerging market shifts toward lower carbon products. As an example, the recent commercialization of technical grade urea (TGU), which was developed through collaboration with a technology partner.

The Ministry of Energy granted SABIC AN the feedstock to build the sixth SABIC Agri-Nutrients plant to produce 1.2 MMTA of Low Carbon Ammonia along with 1.1 MMTA of Urea and specialized Agri-Nutrients. The carbon captured from Low Carbon Ammonia production process will be sequestered in geological formations. Engineering development work has commenced to evaluate and select technologies for efficient energy and feedstock utilization. Low Carbon Ammonia production is aligned with the Kingdom's ambitions in leading clean energy production and exporting worldwide through their support to local companies.

SABIC AN is committed to upholding governance rules and regulations issued by relevant authorities. The company's general framework for governance, which includes a set of policies, also defines roles and responsibilities, how decisions are taken and conducted, how their implementation is monitored, and how best adequacy of performance based on relevant regulations can be monitored.



For more information, please contact the Investor Relations Department of (SABIC Agri-Nutrients) at the following email: [InvestorRelations@agri.sabic.com](mailto:InvestorRelations@agri.sabic.com).

# 5.0

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