

# EARNINGS RELEASE

## Miahona reports steady operating growth for the nine months 2024

Riyadh, Saudi Arabia | 05 November 2024 – Miahona, a leading water and wastewater treatment entity in the Kingdom of Saudi Arabia, today published its YTD 2024 financial results for the period ending September 30<sup>th</sup>, 2024.

- Revenue rose by 10% year-to-date in 2024 compared to 2023, due to development activities and enhanced operational efficiency.
- Achieved robust EBITDA growth of 10.2% year-over-year, reaching SAR 115.52 million while the net profit improved by 1.84% reaching SAR 44.80.

### CEO MESSAGE

"In Q3 2024, our company maintained growth momentum with a focus on efficiency and financial strength. Revenue continued to rise while cost management improved EBITDA. Employee engagement and sustainability efforts remained key priorities reinforcing our commitment to long-term success and stakeholder value."

*said Awaadh Al Otaibi, Chief Executive Officer*

### Q3 2024 Milestone Announcement:

*As previously announced, Miahona is pursuing new international markets by signing Development Agreement with the Ministry of Investment, Industry, and Trade of the Republic of Uzbekistan and Uzsuvtaminot Company. This agreement paves the way for exploring opportunities to establish four sewage treatment plants and assume five O&M projects for existing facilities in the Fergana and Jizzakh regions.*

*Furthermore, Miahona as a lead member of the recently awarded AlHaer - Independent Sewage Treatment Plant (ISTP) with a treatment capacity of 200,000 m<sup>3</sup>/day, expect to achieve the financial close in Q4 of 2024. The positive financial impact from the Project is expected to appear on the Company's financial position starting from the date of financial close, and from Operations starting on the first quarter of 2027.*

## Key figures – Group

SARm	YTD 2024	YTD 2023	% Δ
Revenues	248.08	225.62	+10%
EBITDA	115.52	104.79	+10.2%
Net Profit	44.80	43.99	+1.8%

## Revenue Performance

The revenue increase of SAR 22.5 million (10%) is largely driven by development activities bringing in additional construction revenue of SAR 20.2 million and enhancement of existing projects, contributing SAR 4.4 million (2%).

SARm	YTD 2024	YTD 2023	% Δ
Water & Wastewater Services	189.28	175.62	+8%
O&M	9.50	18.76	-49%
Construction	49.30	29.12	+69%
Others	0.00	2.12	n/a
<b>Total Revenues</b>	<b>248.08</b>	<b>225.62</b>	<b>+10%</b>

## Profitability

The net income of SAR 44.8 million during the nine months ending on September 30, 2024, reflecting a 1.8% growth compared to the corresponding period in the previous year. This increase in net income can be primarily attributed to a rise in EBITDA of SAR 10.7 M. However, this positive trend was partially offset by an amortization expense incurred from capital expenditure in expansion of capacity to capture organic growth potential in existing Assets/Projects, finance cost from new project and capacity development for future growth.

## Cashflow

In 2024, Miahona has shown robust performance in cash flow management. Operating activities saw a 16.94% increase where management succeed to improve collection efficiency while investing activities surged by 92.11% due to development activities and capital expenditure for expansion of capacity to capture organic growth potential. This increase in investing activities is funded mainly through project finance which is reflected in the financing activities.

## FINANCIAL STATEMENTS – GROUP

### Statement of Income

SARm	YTD 2024	YTD 2023	% Δ
<b>Revenues</b>	<b>248.08</b>	<b>225.62</b>	<b>9.95%</b>
Cost of revenues	(167.94)	(146.01)	
<b>Gross Profit</b>	<b>80.14</b>	<b>79.61</b>	<b>0.67%</b>
Other income / (expenses)	7.63	0.40	
General and administrative expenses	(34.49)	(27.46)	
Allowance for expected credit losses ("ECL")	(1.37)	(0.32)	
<b>Operating profit</b>	<b>51.91</b>	<b>52.23</b>	<b>-0.61%</b>
Finance costs	(30.80)	(24.48)	
Financing income	16.60	11.83	
Income on term deposits	5.35	2.62	
Share of profit from equity accounted investees	4.72	6.00	
<b>Profit before Zakat</b>	<b>47.78</b>	<b>48.20</b>	<b>-0.87%</b>
Zakat expense	(2.98)	(4.21)	
<b>Net Profit (loss)</b>	<b>44.80</b>	<b>43.99</b>	<b>1.84%</b>

### Statement of Cash Flows

SARm	YTD 2024	YTD 2023	% Δ
Net cash from operating activities	90.78	77.63	16.94%
Net cash from investing activities	(96.69)	(50.33)	92.11%
Net cash from financing activities	47.81	(21.16)	-325.95%
Cash and cash equivalents at the beginning of the period	136.17	67.82	100.78%
<b>Cash and cash equivalents at the end of period</b>	<b>178.07</b>	<b>73.96</b>	<b>140.77%</b>

### Statement of Financial Position

SARm	YTD 2024	FY 2023
Total current assets	345.57	325.91
Total non-current assets	731.45	663.43
<b>Total assets</b>	<b>1,077.02</b>	<b>989.34</b>
Total current liabilities	210.14	149.95
Total non-current liabilities	447.54	446.15
<b>Total liabilities</b>	<b>657.68</b>	<b>596.10</b>
<b>Total equity</b>	<b>419.34</b>	<b>393.24</b>
<b>Total equity and liabilities</b>	<b>1077.02</b>	<b>989.34</b>

## NINE MONTHS 2024 RESULTS DOCUMENTS

The Nine months results documents can be found on Miahona's Investor Relations website

## CALL FOR INVESTORS & ANALYSTS

A webcast for investors and analysts with Eng. Awaadh Al Otaibi, CEO and Rehan Masood, CFO will be held on 07 November 2024 at 11:30 AM (KSA time). For details contact: [IR@miahona.com](mailto:IR@miahona.com).

## CONTACT

IR Department: [IR@miahona.com](mailto:IR@miahona.com)

## ABOUT MIAHONA

Miahona is a leading water and wastewater treatment entity in the Kingdom, with a proven track record of performance and commitment to innovation. Miahona's competitive strengths lie in its project development and operations and maintenance capability, high quality contracted portfolio with diversified cash flows, business model configured to extract returns across the project lifecycle, seasoned management with strong in-house multi-disciplinary team of experts, visible growth pipeline and long term buy-in from shareholders. Miahona is also well positioned to capitalize on the growing demand for water and wastewater services in the Kingdom, driven by factors such as population growth, urbanization and the Kingdom's sector strategies under Vision 2030, including privatization projects, public-private partnership (PPP) and regulatory changes.

## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

This document and any materials distributed in connection with this document may constitute or include forward-looking statements.

The forward-looking statements in this document are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in the Company's records (and those of its affiliates) and other data available from third parties. Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control.

Actual results may differ materially from those expressed or implied due to various factors, including changes in market conditions, regulatory developments, competitive pressures, and the availability of funding.

No representation is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved and you are cautioned not to place any undue influence on any forward-looking statement. Statements contained in this document regarding past events or performance should not be taken as a guarantee of future events or performance.