

EARNINGS RELEASE

Rasan achieves ~40% revenue growth, with net profit more than doubling, overachieving its commitments to investors post-IPO

Riyadh, Saudi Arabia | 26 February 2025 – Rasan Information Technology Company (“Rasan”), the leading FinTech and InsurTech services provider in the Kingdom of Saudi Arabia, today published its financial results for the period ending December 31st, 2024.

The Company's financial performance in 2024:

Record revenue growth: Financial Success Metrics:

- Record revenue growth of ~40% YoY in 2024, totalling SAR 358 million driven by 25% surge in policies, hike in cross-selling on Motor, growth of the Health business and the comprehensive insurance for leased vehicles.

High gross profits:

- Attained SAR 238 million in gross profit, with a gross margin of 66.5%, up from ~58% in 2023, mostly due to management steering towards higher profitability segments and products.

Improving the profit margin before interest, taxes, and depreciation:

- Achieved a record EBITDA margin of 31.7%, compared to 24.8% in 2023, driven by enhanced operational efficiency.

Significant increase in net profit:

- Net profit soared by more than 2x to SAR ~95 million in 2024, reflecting strong profitability growth.

Fulfillment of promises:

- Rasan overachieved all its commitments with investors, delivering sustainable profit in a challenging environment with important compression of the insurance prices.



"At Rasan, we take pride in our remarkable financial performance for 2024, reflecting our unwavering commitment to sustainable growth and value creation for our investors. Our ability to drive a ~40% increase in revenue and achieve a record EBITDA margin of 31.7% underscores the strength of our strategic direction and operational excellence. This success is a testament to our focus on innovation, efficiency, and customer-centric solutions, which continue to set us apart in the FinTech and InsurTech sectors. As we move forward, we remain dedicated to enhancing our product offerings, optimizing our operations, and capitalizing on emerging opportunities to further solidify our market leadership."

Our Achievements Speak Volumes: Key figures – Group

SARm	FY 2023	FY 2024	% Δ
Revenues	256	358	39.8%
Gross Profit	148	238	60.5%
<i>Margin</i>	57.9%	66.5%	14.8%
OPE	98	139	42.3%
EBITDA	64	114	78.5%
<i>Margin</i>	24.8%	31.7%	27.6%
Net Profit	46	95	106.1%
<i>Margin</i>	17.9%	26.4%	47.4%

Financial Success Metrics: Revenue Performance

The revenue for 2024 increased by ~40%, improving by SAR 102 million compared to the same period last year. This growth was driven by SAR 37 million increase in Motors revenue, SAR 54 million boost in Treza revenue and the growth of the health vertical.

The performance across business lines remained well-balanced, with new product lines like Travel, MMP and Domestic Helper starting to grow and closing the year with almost 15k policies and with ongoing efforts to diversify the offer beyond insurance.

Revenue by Product

SARm	FY 2023	FY 2024	% Δ
Motor	161	197	22.9%
Leasing	53	107	101.8%
Health	38	48	26.7%
Other Products	4	5	20.0%
Total Revenues	256	358	39.8%

Cost Evolution and Profitability

In 2024, gross profit rose by 60.5% YoY, reaching SAR 238 million, with a margin of 66.5%, up from ~58% in the same period last year. This growth was driven by a change in product mix, with more attention to cross selling, and to an improved absorption of cost of sales, thanks to the scalability of the operations.

The EBITDA surged by 78.5% YoY to SAR 114 million, achieving a record margin of 31.7% compared to 24.8% in 2023. The increase was fuelled by the scale effect on revenues and by a disciplined cost control that further enhanced the efficiency while scaling.

The Net Profit grew 2x compared to prior year, reaching SAR ~95 million for 2024. The high conversion rate of EBITDA to net profit was attributed to controlled depreciation and amortization expenses, reflecting the company's management of intangible assets and property, plant, and equipment. Additionally, the conservative debt-free balance sheet supported delivering the performance.

Financial Statements – Group

Statement of Income

SARm	FY 2023	FY 2024	% Δ
Revenues	256	358	39.8%
Cost of revenues	(108)	(120)	11.5%
Gross Profit	148	238	60.5%
General and administrative expenses	(80)	(92)	15.9%
Marketing expenses	(18)	(47)	157.7%
Operating profit	51	99	95.6%
Financing costs	(0)	(1)	62.5%
Other income / (expenses)	1	12	0.0%
Profit before Zakat	51	110	115.4%
Zakat expense	(4)	(13)	242.4%
Taxes	(2)	(3)	80.7%
Net Profit (loss)	46	95	106.1%

Statement of Financial Position

SARm	FY 2023	FY 2024
Total current assets	255	851
Total non-current assets	62	81
Total assets	317	932
Total current liabilities	187	505
Total non-current liabilities	9	12
Total liabilities	196	517
Total equity	121	415
Total equity and liabilities	317	932



2024 RESULTS DOCUMENTS & CONFERENCE CALL

The 2024 results documents can be found on Rasan's Investor Relations website <https://www.rasan.co/pages/ir>

CALL FOR INVESTORS & ANALYSTS

The company would like to invite its respective shareholders and financial analyst to attend a conference call for discussing the financial results for the year of 2024. The call is scheduled to be on Monday, the 3rd of March 2025 at 3:30 PM Saudi Time. At the end of the call, there will be an interactive Q&A session.

CONTACT

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ABOUT RASAN

We are driven by the importance of being able to gain trust and confidence of our customers, by providing them with instant access to our seamless solutions. This enables them to make sound decisions. These goals propel us to an ultimate higher purpose of accelerating digital adoption within the Insurtech space in KSA.

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

This document may contain forward-looking statements that involve risks and uncertainties, including statements regarding our future performance, product development, and market expansion. These statements are based on current expectations and projections about future events and trends that may affect our business. 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. We undertake no obligation to update any forwardlooking statements to reflect events or circumstances after the date of this document.