



AUTOMOTIVE REFRIGERATION CUSTOMIZED SOLUTIONS

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## CGS Reports FY26 Financial Results with Record Backlog Growth and Continued Strategic Focus on Revenue Diversification

Riyadh, Kingdom of Saudi Arabia, 22 June 2026: Consolidated Grunenfelder Saady Holding Company (“CGS” or “the company”), (Ticker: 4147), a leading provider of cold chain solutions, has announced its financial results for the fiscal year ending 31 March 2026 (“FY26”), recording a substantial growth in backlog, amounting to ~SAR 300 million. Revenues declined 5.4% year-on-year (YoY) to SAR 477.1 million and net profit declined 29.6% YoY to reach SAR 46.6 million. This was primarily the result of a decline in volumes in the Automotive Solutions segment and delayed completion of projects, due to supply chain disruptions following the current regional events. Additionally, CGS witnessed a post-IPO increase in governance and listing-related G&A costs, as well as higher marketing expenses and bad debt provisioning

*“FY26 was a year of strategic transformation for CGS. During the period, the Company successfully listed on the Main Market on Saudi Exchange, significantly expanded its backlog to ~SAR 300 million, delivered its first locally manufactured ambulance, and made key steps towards entering the defense sector, while maintaining a debt-free balance sheet and generating solid cash flows.*

*Revenues declined when compared to last year due to lower volumes in the Automotive Solutions segment following moderation of market share, and a shift in market sentiment in the latter part of the fiscal year. Additionally, we witnessed delays in project delivery schedules, arising from supply chain disruptions in Q4 due to the current regional events. Nonetheless, the Company continued to focus on making targeted investments in governance, systems, and people to support CGS’s transition to a publicly listed company. We delivered solid, demand-driven performance across Customized Solutions and Stationary Refrigeration, and what truly stood out was the record level of order intake. This is a true reflection of the trust our customers place in us and validates the strategic investments that we continue to make towards building differentiated offerings.*

*CGS enters FY27 with a record backlog, enhanced capabilities, a more diversified revenue base, and a platform closely aligned with the Kingdom of Saudi Arabia’s key national initiatives that prioritize food security, healthcare and industrial localization, including defense and logistics. The focus of the management team for FY27 and beyond is on disciplined execution and successfully converting backlog into sustainable revenues, while returning value to our shareholders through a proposed dividend payment of SAR 0.23 per share.”*

Ruban Bilen, Chief Executive Officer, CGS

## Financial Highlights & Key Performance Indicators

	FY26	FY25	Change
Automotive Solutions	248.9	309.8	-19.7%
Stationary Refrigeration	121.6	99.7	22.0%
Customized Solutions	68.1	52.9	28.8%
After Market Services	38.5	42.0	-8.3%
<b>Revenue (SAR mn)</b>	<b>477.1</b>	<b>504.3</b>	<b>-5.4%</b>
EBITDA (SAR mn)	61.7	77.2	-20.1%
<i>EBITDA Margin (%)</i>	<i>12.9%</i>	<i>15.3%</i>	<i>-239 bps</i>
Net Profit (SAR mn)	46.6	66.2	-29.6%
<i>Net Profit Margin (%)</i>	<i>9.8%</i>	<i>13.1%</i>	<i>-336 bps</i>
Capex (SAR mn)	4.6	11.1	-58.1%

	FY26	FY25	Change
Cashflow from Operations (SAR mn)	36.7	89.0	-58.7%
Cash & Equivalents (SAR mn)	87.7	68.6	27.9%
Equity (SAR mn)	200.1	162.7	23.0%
ROE	23.3%	40.7%	-1741 bps

## Key Highlights of FY26

- Successful IPO and listing on the Saudi Exchange (Tadawul), marking a transformational milestone in CGS's 50-year history
- Board recommends a dividend of SAR 0.23 per share subject to shareholder approval; this together with the interim dividend payment of SAR 0.10 per share translates to a total payout of 71.5% of net profit for FY26
- Record backlog achieved in FY26, amounting to SAR ~300 million (vs SAR ~190 million in FY25), supporting strong revenue visibility for FY27 and beyond
- Major contract awards totaling ~SAR 200 million with key players in the market
- Monetization of the ambulance initiative with the first order delivered during the year
- Defense sector breakthrough: EMP prototype order received as part of supplier qualification for a key defense player
- Delivery of portable manpower communities for the oil and gas sector, with CGS being the only provider to introduce a fully integrated, end-to-end model in the Kingdom

## Company Overview

CGS is a leading cold chain solutions provider based in the Kingdom of Saudi Arabia, with a legacy spanning five decades. The Group is a trusted partner to some of the most critical sectors of the economy, including healthcare, food and beverage, defense, oil & gas, and government services.

CGS operates through four principal business segments:

- **Automotive Solutions:** Standardized mobile refrigeration solutions for the transport of food, beverages, pharmaceuticals, and other sensitive products, ensuring their quality is maintained in transit. CGS is the oldest global partner of Carrier Transicold.
- **Stationary Refrigeration:** Commercial and industrial refrigeration systems for food retail, warehousing, cold chain logistics, and healthcare applications. Refrigeration solutions are designed with an emphasis on energy efficiency and sustainability, utilizing advanced technologies and high-quality components.
- **Customized Solutions:** Extends CGS's engineering capability into adjacent sectors requiring specialized manufactured infrastructure and systems integration. This includes ambulances, EMI-compliant defense solutions, surveillance vehicles, telecommunications shelters, oil and gas manpower housing solutions.
- **After-Sales Services:** This includes annual maintenance contracts, continuous monitoring, and comprehensive operational support, ensuring optimal system performance and compliance with regulatory requirements.

The Group holds a comprehensive set of certifications including IKTVA, ISO 9001, ISO 14001, ISO 45001, along with more industry specific certifications including Stellantis, TIR, CE Compliance ASHREA, and Ford Pro, underscoring its leading position in the market and continued focus on operational excellence, through adhering to global industry standards.

## Revenue Analysis

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CGS generated total revenue of SAR 477.1 million in FY26, compared to SAR 504.3 million in FY25, representing a YoY decrease of 5.4%.

### Revenue Commentary

The year-on-year revenue decline was primarily driven by the following factors:

- **Automotive Solutions segment:** A normalization of market share and late year delays in expected customer orders, pointing to an overall softening of sentiment in the latter stages of FY26, resulted in a decline in revenue of 19.7% after an unusually strong FY25 which saw higher than average market share. Despite this, the long-term demand fundamentals for this segment remain compelling. Population growth, food security and self-sufficiency initiatives, rising demand for cold-chain solutions, and tightening regulation are structural forces that should help drive sustained demand for years to come, with CGS being strongly positioned to capture such opportunities as a market leader.
- **Offsetting growth in Stationary Refrigeration & Customized Solutions:** Both segments recorded YoY revenue growth, demonstrating sustained progress towards diversification initiatives and solid demand drivers, resulting in an expansion in the backlog. This robust performance also reflects both strong project activity and conversion of backlog.
- **Geopolitical impact:** The current regional events resulted in constraints in chassis availability in late Q4, affecting the Automotive Solutions segment, while Stationary Refrigeration witnessed a delay in certain project delivery milestones. Excluding the impact of these events, FY26 revenue would have increased when compared to FY25.
- **Aftermarket Services:** experienced a slowdown over the year, reflecting lower service volumes across some areas of the business and highlighting the early-stage scale limitations of the Stationary Refrigeration portfolio, which has yet to reach full operational maturity and contribution levels.
- **Timing of order intake conversion:** As a project-based business, CGS's reported revenue in any given period is influenced by the pace of project execution and customer-driven timelines more than by shifts in underlying demand. This is an inherent characteristic of the Company's operating model, and the strength of the backlog indicates healthy commercial momentum but can create a timing lag between order intake and revenue recognition.

## Profitability Analysis

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### Gross Profit

Gross profit for FY26 reached SAR 104.2 million, compared to SAR 115.7 million in FY25, a decrease of 9.9%. Gross margin contracted to 21.8% from 22.9% in the prior year, due to a change in revenue mix, but was in line with management expectations, with no material impact from inflationary pressures.

The margin performance this year reflects the strategic evolution of our portfolio. Stationary Refrigeration's growing share of revenue, while dilutive to blended margins in the near term, is a segment we view as a significant long-term margin expansion opportunity as we expand the scale of its operations and the future service base that this business is creating.

### G&A Expenses

General and administrative expenses increased 7.4% YoY to SAR 34.8 million, which reflects the importance of key investments that are commensurate with CGS's transition into a publicly listed company, including:

- investment in new key roles and organizational build-out required to operate as a publicly listed company
- expanded Board of Directors and associated costs
- listing and registration fees

G&A as a percentage of revenue remained at a healthy 7.3% (FY25: 6.4%). This level continues to demonstrate strong cost discipline and remains well aligned with industry benchmarks.

## EBITDA

EBITDA declined from SAR 77.2 million in FY25 to SAR 61.7 million, translating to a decline in EBITDA margin from 15.3% to 12.9%, which is primarily attributable to the decline in gross profit combined with an increase in key organizational investments during the period (as highlighted above) and higher bad debt provisions, due to the Company's methodology of accounting for expected credit losses rather than actual realized losses.

## Finance Costs

Finance costs of SAR 1.5 million (FY25: SAR 1.3 million) are related entirely to interest on lease liabilities under IFRS-16 and interest cost associated with Employees' Defined Benefits Liabilities. The Group carries no financial debt, which is a key differentiator among Saudi industrial peers and is a testament to strong organic cash generation. The Group's debt-free balance sheet provides substantial capacity for future strategic investments and solid shareholder returns.

## Net Profit

CGS delivered a net profit of SAR 46.6 million in FY26, compared to SAR 66.2 million in FY25, a decrease of 29.6%. Net profit margin stood at 9.8% (FY25: 13.1%), reflecting the factors discussed in prior sections.

## Balance Sheet Analysis

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The Group's balance sheet strengthened significantly in FY26. Total assets increased 12.8% to SAR 336.8 million, driven by growth in current assets. The Group remains entirely equity-funded, with no financial debt and a growing cash position. CGS' current ratio improved from 2.12 times to 2.49 times, reflecting the continued focus on reinforcing the balance sheet. Meanwhile, the quick ratio increased from 1.21 times to 1.48 times too.

### Assets

Non-current assets declined 2.5% YoY to SAR 63.9 million (FY25: SAR 65.6 million). Meanwhile, current assets grew 17.2% to SAR 272.9 million (FY25: SAR 232.9 million), driven by the following factors:

- Cash & Cash Equivalents: Grew 27.9% to SAR 87.7 million (FY25: SAR 68.6 million), reflecting solid cash generation during the year and continued efficiency in working capital management.
- Trade Receivables: Increased 16.4% to SAR 75.1 million (FY25: SAR 64.5 million).
- Contract Assets: A newly recognized line item of SAR 18.3 million (FY25: nil) represents unbilled revenue on long-term contracts progressing towards completion milestones, which is a positive indicator of active project execution. Days Sales Outstanding (DSO) declined from 62 days in FY25 to 60 days and absolute DSO is still at very healthy levels and within our expectations.
- Inventories: Declined 4.2% to SAR 74.9 million (FY25: SAR 78.2 million), indicating efficient inventory management and successful conversion into completed projects and delivered products. It is worth highlighting that FY26 saw a decline in inventory provisions, reflecting management's increasing focus on clearing aged stock and improving the overall quality of inventory.

### Liabilities

Total liabilities increased marginally 0.6% to SAR 136.7 million (FY25: SAR 135.8 million), a notable achievement in the context of a growing asset base. The liabilities are dominated by operational items:

- Trade Payables: Increased to SAR 42.6 million (FY25: SAR 31.7 million), reflecting enhanced credit terms with key suppliers and higher activity level in Q4 FY26.

- Contract Liabilities: Declined significantly from SAR 45.4 million to SAR 35.1 million, which is largely attributable to the phasing of project completions rather than any structural shift, as the underlying policy governing customer advances on projects remains unchanged.
- Lease Liabilities (Current + Non-Current) of SAR 8.5 million represent the Group's primary financial obligation other than operational payables.

These changes in working capital reflect shifts in project execution and billing cycles across the portfolio. A greater share of activity was captured in receivables and contract assets during the period, while customer advances were at a lower level at year-end, consistent with the stage of projects within the delivery cycle.

## Backlog

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The Group's backlog continues to witness improvements, with a substantial increase from ~SAR 190 million by the end of FY25 to ~SAR 300 million, thus enhancing future revenue and earnings visibility.

<p><b>~SAR 300M</b> Total Backlog at 31 March 2026 (FY26)</p>	<p><b>Key Milestones in FY26</b></p> <ul style="list-style-type: none"> <li>• Major contract awards totaling SAR ~200 million with key market players</li> <li>• Defense EMP Prototype</li> <li>• Delivery of portable manpower communities for the oil and gas sector</li> <li>• Monetization of ambulance initiative with the first order delivered</li> </ul>
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## Financial Statements

### Profit & Loss Statement

For the year ended 31 March 2026 (SAR)

SAR	FY26	FY25
Revenue	477,143,568	504,337,619
Cost of revenue	-372,932,676	-388,613,694
<b>GROSS PROFIT</b>	<b>104,210,892</b>	<b>115,723,925</b>
General and administration expenses	-34,823,183	-32,436,492
Selling and distribution expenses	-12,282,274	-11,456,449
Charge of allowance on trade receivables and contract assets	-2,773,941	-253,666
<b>OPERATING PROFIT</b>	<b>54,331,494</b>	<b>71,577,318</b>
Finance cost	-1,473,654	-1,260,872
Other income (loss), net	3,062,474	4,845,280
<b>PROFIT BEFORE ZAKAT AND INCOME TAX</b>	<b>55,920,314</b>	<b>75,161,726</b>
Zakat	-2,783,762	-1,684,804
Income tax	-5,124,398	-7,794,023
Deferred tax income (expense)	-1,409,652	536,424
<b>PROFIT FOR THE PERIOD</b>	<b>46,602,502</b>	<b>66,219,323</b>

### Balance Sheet

SAR	31-Mar-26	31-Mar-25
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Property plant & equipment	50,395,260	50,866,093
Intangible assets	860,383	745,135
Right-of-use assets	8,923,981	8,776,091
Deferred tax assets	3,749,557	5,210,244
<b>TOTAL NON-CURRENT ASSETS</b>	<b>63,929,181</b>	<b>65,597,563</b>
<b>CURRENT ASSETS</b>		
Inventories	74,893,727	78,202,532
Trade receivables	75,110,454	64,531,438
Contract assets	18,331,957	0
Amounts due from related parties	0	5,342,016
Prepayments and other current assets	16,790,925	16,250,546
Cash and cash equivalents	87,736,101	68,585,359
<b>TOTAL CURRENT ASSETS</b>	<b>272,863,164</b>	<b>232,911,891</b>
<b>TOTAL ASSETS</b>	<b>336,792,345</b>	<b>298,509,454</b>

SAR	31-Mar-26	31-Mar-25
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Share capital	100,000,000	100,000,000
Reserve	300,000	300,000
Retained earnings	99,833,907	62,414,125
<b>TOTAL EQUITY</b>	<b>200,133,907</b>	<b>162,714,125</b>
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Employees' defined benefit liabilities	20,358,706	19,135,611
Lease liabilities	6,613,056	7,023,911
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>26,971,762</b>	<b>26,159,522</b>
<b>CURRENT LIABILITIES</b>		
Trade payables	42,563,191	31,694,274
Accrued expenses and other current liabilities	27,311,931	26,406,817
Contract liabilities	35,117,180	45,432,633
Current portion of lease liabilities	1,877,785	1,281,706
Provision for zakat and income tax	2,816,589	4,820,377
<b>TOTAL CURRENT LIABILITIES</b>	<b>109,686,676</b>	<b>109,635,807</b>
<b>TOTAL LIABILITIES</b>	<b>136,658,438</b>	<b>135,795,329</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>336,792,345</b>	<b>298,509,454</b>

## Statement of Cash Flows

SAR	FY26	FY25
<b>OPERATING ACTIVITIES</b>		
<b>Profit before zakat and income tax</b>	<b>55,920,314</b>	<b>75,161,726</b>
Adjustments to reconcile profit before zakat and income tax to net cash flows:		
Depreciation of property and equipment	5,116,539	4,199,257
Provision for employees' defined benefit liabilities	3,402,765	3,215,351
Impairment loss/(reversal) on trade receivables and contract assets	2,773,941	253,666
Depreciation of right-of-use assets	1,832,773	1,144,007
Amortization of intangible assets	398,579	305,812
Interest on lease liabilities	604,877	423,435
(Reversal)/ charge of provision for slow moving inventories	-6,897,686	1,295,582
	<b>63,152,102</b>	<b>85,998,836</b>

SAR	FY26	FY25
Working capital adjustments:		
Inventories	10,206,491	4,297,985
Trade receivables	-13,145,684	42,258,071
Contract assets	-18,539,230	0
Amounts due from related parties	5,342,016	-4,382,905
Prepayments and other current assets	-540,380	6,066,999
Trade payables	10,868,917	-26,703,423
Amounts due to related parties	0	-1,404,934
Accrued expenses and other current liabilities	905,113	3,628,837
Contract liabilities	-10,315,453	-10,038,888
<b>Cash generated from operations</b>	<b>47,933,892</b>	<b>99,720,578</b>
Zakat and income tax paid	-9,911,946	-8,745,706
Employees' defined benefit liabilities paid	-1,311,355	-2,012,900
<b>Net cash generated from operating activities</b>	<b>36,710,591</b>	<b>88,961,972</b>
<b>INVESTING ACTIVITIES</b>		
Purchase of property and equipment	-4,645,706	-11,088,482
Purchase of intangible assets	-513,827	-126,554
<b>Net cash used in investing activities</b>	<b>-5,159,533</b>	<b>-11,215,036</b>
<b>FINANCING ACTIVITIES</b>		
Payment of lease liabilities	-2,400,316	-1,844,405
Dividends paid	-10,000,000	-28,161,220
<b>Net cash used in financing activities</b>	<b>-12,400,316</b>	<b>-30,005,625</b>
<b>NET (DECREASE) / INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>19,150,742</b>	<b>47,741,311</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>68,585,359</b>	<b>18,752,638</b>
Cash and cash equivalents of an entity acquired	0	2,091,410
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>87,736,101</b>	<b>68,585,359</b>

## About the Company

CGS, which began operations in 1976, is a Swiss Saudi joint venture. It is a pioneer and one of the leading providers of transport refrigeration, stationary refrigeration systems (industrial and commercial), custom solutions (multipurpose sheds, data centers, defense related units, manpower camps, and a range of utility vehicles), after sales services, and service of vehicles and refrigeration systems. The Group's versatility and engineering expertise enables it to produce a wide range of products and solutions. The Group continuously invests in modern technologies to enhance product quality, production excellence and process automation. To achieve this, the Group collaborates with the best partners in its industry.

## Investor Relations Contact

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