مجموعة تداول السعو<mark>دية</mark> Saudi Tadawul Group

Q1 2023 Financial Results

April 17, 2023

Saudi Tadawul Group - Q1 2023 Financial Results











Eng. Khalid Alhussan Group Chief Executive Officer Shahrukh Qureshi Group Chief Financial Officer Lee Hodgkinson Group Chief Strategy Officer Haitham Al Shathri Group Investor Relations Head

Key Performance Review





(As of March 2023)









(As of 31 March 2023)





Business Performance Review





278 Total Listed entities (incl. REITs)

15.83% ▲ Y-o-Y vs 240

252.29 Capital Raised ⁽¹⁾ (SAR Million) \$67.28 Capital Raised ⁽¹⁾ (USD Million)

Number of Listed Securities



Fixed Income & Derivatives Key Highlights (As of March 2022)



⁽¹⁾Capital raised through IPOs (Nomu)



(As of March 2023) Cash Market Derivatives Repo Clearing Clearing clearing 10 271 +Value of Cleared Products Derivatives Clearing Members ⁽¹⁾ (SAR Billion) 36 3+ Cash Market Clearing Collaterals Under Management⁽²⁾ Members ⁽¹⁾ (SAR Billion) 1,540 MT30 Index Futures contracts cleared

Muqassa Key Highlights

(1) Includes General Clearing Members (GCM), Direct Clearing Members (DCM) and Non-Clearing Members (NCM).

(2) Considering collaterals relating to the derivatives market only.



Innovation / Growth Focus Areas have been identified focusing on Data, AI, Market Infrastructure and disruptive technologies:

✓ Data value realization & advanced analytics

unleashing the hidden value of data providing direct access to raw data and data-driven use cases across the value chain

✓ Enhance indices calculation capabilities

to empower market participants to create, build and maintain their own investment content and indices independently

✓ Alternative products & services suites

Expanding the existing array of products and services to create new revenue streams and meet sophisticated client needs.

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SAUDI CAPITAL MARKET FORUM 2023

The Saudi Capital Market Forum 2023 exceeded 2022 numbers and established itself as one of the largest capital market conferences in the region.



2,085

In-person meetings between investors and Saudi corporates





2.3M+ Views of the conference livestream v.355k+ in 2022 (almost 7x the no. of views YoY)



Number of attendees v. 1,500+ in 2022 (2x the no. of attendees YoY)

EUMTUR MARKE

SAUDI CAPITAL MARKET FORUM 2023

orandum of Understa

CLARITY AI

Memorandum of Unders

MoUs

The second edition of the Saudi Capital Market Forum brought together issuers, investors, private companies, government entities and financial institutions to explore key issues facing the industry and the evolution of global capital markets, as well as showcase the efforts of Saudi companies in meeting global ESG standards.

Key Announcements

- MoU signed between Saudi Tadawul Group and Singapore, Qatar, and Egypt Stock Exchanges
- MoU signed between Saudi Exchange and the Saudi Venture Capital Company
- MoU signed between Saudi Tadawul Group and Clarity AI Information Technology
- Muqassa announced an extended set of enhancements to the REPO Clearing Service
- MoU signed between the Ministry of Economy and Planning, the Capital Market Authority, and the Saudi Exchange Company

Financial Performance Review



Average Daily Trading Value "ADTV"

(Main Market, SAR Billion)

ADTV Yearly Evolution

ADTV Quarterly Evolution





Approximately 48% of operating revenue was non-trading driven vs 33% a year ago on the back of lower ADTV and higher Data & Technology Services

	Q1 23		Q1 22
(SAR million)		Y/Y	Ň
Operating Revenue	211.3	- 28. 1%	293.9
Trading services	49.7	-49.8%	99.0
Data & technology services	31.5	27.8%	24.6
Post trade services	107.0	-27.5%	147.7
Listing	21.7	0.4%	21.6
Other (Includes derivatives and membership fees)	1.3	27.9%	1.0



Operating revenue has decreased by 28.1% YoY predominantly due to the decrease in trading values which contracted by 50.3%.

	Q1 23		Q1 22
(SAR million)		Y/Y	
Segmental Revenue	211.3	- 28. 1%	293.9
Capital Markets	72.3	-40.4%	121.3
Data & Technology Services	31.5	27.8%	24.6
Post-Trade	107.5	-27.4%	148.1

- Capital Markets revenue decreased 40.4% YoY owing to lower trading revenue, partially offset by an increase in listing revenue.
- Data & Technology revenue increased 27.8% YoY driven mainly by the increase in market information services and Wamid's co-location services.
- Post-Trade revenue decreased 27.4% YoY due to lower trading values which contracted by 50.3%, mitigated by the new fees structure of post trade services (Clearing, Settlement and Safekeeping).



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EBITDA decreased 59% YoY reaching SAR 68.9 million in Q1 2023 compared to SAR 166.8 million in Q1 2022, due to the decrease in the Group's operating revenue against growth in the Group's operating expenditures.



359% increase in investment income YoY is attributed to the higher interest rates market levels and collateral margins funds invested at SAMA, the Saudi central bank



Net Income After Zakat at SAR 90.8m with margin of 43% in Q1 2023 and SAR 140.6m with margin of 48% in Q1 2022



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Net Profit After Zakat Movement

Strong Cash Flow Conversion Exceeding 251%











Saudi Tadawul Group – A Differentiated Capital Markets Leader



A Foundational Pillar for the Kingdom's Vision 2030 and Financial Sector Development Program

Vertically Integrated and Diversified Business Model



Key Activities

Listing		• Trading venue for a range of asset classes (equities, FI, ETFs, CEFs and REITs) as well as client coverage and issuer services
Trading		• Enhancement of the Exchange's offering of listed instruments from a market development perspective and provision of derivatives products
	Clearing and Settlement	• Securities clearing and settlement services for traded products; Muqassa established to manage counterparty risks and perform clearing services
Post Trade	Safekeeping	Safekeeping account services for Saudi securities
	Registry	Registry services for both listed and unlisted companies
	Depository	Central securities depositary services
Market Information		• Various data and indices services to a diverse client base (fund managers, issuers, index providers, data distributors and authorised persons)
Innovation		• Through Wamid – an innovation hub that is focused on developing new products, services, capabilities and revenue, primarily in data & tech
		Our Integrated Business Model is a Key Enabler for Sustainable Top-Line Revenue Growth and Innovation

We are Primed For the Next Stage of our Strategic Evolution

Strategic Goals	Growth	& Diversification		Integrated & Connecte	d	Capable & A	gile
7 Key Pillars	Listing & Trading	Clearing	Depository	Market Information	Innovation & Digitalisation	Strategic Expansion	Organisational Performance & Capabilities
Description	 Enhance product and service offerings for local and international stakeholders Introduce new asset classes allowing the development of innovative investment strategies by providing turnkey solutions to market participants 	 Manage systemic risk in the capital markets Strengthen and diversify clearing services in line with international best practices allowing a safe development of the Saudi and regional capital markets 	 Enhance securities depository business by introducing value added services to Issuers and Investors Develop partnerships and links with ICSDs to leverage and attract into Saudi capital markets 	 Empower our stakeholders with high quality Market Information products and services Develop a well-informed market featuring the latest tools and platforms for customers 	 Initiate strategic development of the Saudi Capital Market through innovation and digitalisation Organic and external opportunities to complement growth and diversify our business 	• Develop and diversify business and sustainable innovation through expansion opportunities	 Enhance and develop new organisational competencies, capabilities and resources to achieve strategic goals Build a business- oriented organization that collaborates with all stakeholders

To be a world leading holding group fostering the development of a diverse Saudi capital market, and a bridge between global investors and regional economies

Key Investment Highlights



	\checkmark	National Champion and Integral to Vision 2030
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Differentiated Business Model - Integrated, Scalable, Diverse

Undisputed Centre for Regional Capital Formation

Superior Financial Performance

Seasoned Leadership Team with Track Record of Delivery



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KSA is a Reformed Economy with Increased Focus on Privatizations and Listings

Privatisation Program

- Identify government assets and services that can be privatised
- Develop the privatisation system and its mechanisms
- Define public and private sector partnership frameworks
- Support contributions to economic development

The Kingdom has a Track-Record of Successful Privatisations via Public Listing



Incentives for Listing

- Core goal of the Financial Sector Development Program is to encourage private sector listings
- STG is collaborating with 10+ government entities to incentivise listing, with 18 incentives approved and available to issuers

وزارة الاستثمار Ministry of Investment

Ministry of Investment

• Facilitated approval process for listed companies to register foreign partners (joint ventures)

مشاريع هيئـة الـزكاة والـضريبة والـجمارك Zakat, Tax and Customs Authority Projects

Zakat, Tax and Customs Authority

• Providing a relationship manager to help settle all tasks related to Zakat or income taxes with the Authority



Ministry of Finance

• Preference in business and Government procurement for listed companies



Saudi Industrial Development Fund

• Increased loan limits granted to listed companies



Project Support Funding

 Raising funding limits for "Mega Projects" in sectors such as health, education, and real estate development.



Ministry of Health

 Priority on training programmes, reporting and statistical data and advertisement at Ministry events



of listed companies on the Main Market issuing comprehensive ESG disclosure

27% women occupying C-Level positions 43%

of our employees are below 30 years of age

Average training hours per employee

The key thematic areas of responsibility that capture our most significant Groupwide ESG opportunities and impacts:

Continuously elevate the sophisticated of the KSA capital market

Support the talent that drive market progress

Address climate change and foster a circular carbon economy

Become a global hub for debt-related sustainable finance Lead the market towards ESG adoption and disclosure

Ensure Integrity The Group has identified the following six of the SDG targets to focus on out 17 goals in its sustainability programs













Source: Company information.

(1) QFI framework allowed direct foreign ownership in Saudi-listed securities. Foreign investors have been able to access the Saudi market indirectly through SWAPs since 2008.

(2) In 2020, Muqassa was licensed by the CMA as a Qualified Central Counterparty (QCCP).

... Coupled with a Highly Accomplished Board of Directors



Mrs. Sarah Al Suhaimi Chairperson (Independent)



Mr. Yazeed Al-Humaid Vice-Chairman (Non-Executive)



Eng. Khalid Al Hussan Board Member (Executive)



Mr. Hashem Al Hekail Board Member (Independent)



Ms. Rania Nashar Board Member (Non-Executive)



Eng. Sultan Al-Deghaither Board Member (Independent)



Mr. Mark Makepeace Board Member (Non-Executive)



Mr. Sabti Al Sabti Board Member (Non-Executive)



Mr. Xavier Rolet Board Member (Non-Executive)

Seasoned and Visionary Management Team

Group Management



Subsidiary CEOs









P&L Snapshot

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SAR million,	Q1 2023	Q1 2022	Y-o-Y Change
Operating revenue	211.3	293.9	28.1% 🔻
Operating expenses	142.4	127.1	12.0%
EBITDA	68.9	166.8	58.7% ▼
EBITDA margin	33%	57%	
Depreciation & amortization	17.6	12.6	39.4%
EBIT	51.3	154.2	66.8% ▼
EBIT margin	24%	52%	
Investment income & other income	67.0	9.2	625.8%
Loss from associates	(9.3)	(1.6)	483.1%
Zakat	18.2	21.2	14.1% 🔻
Net profit after Zakat	90.8	140.6	35.4% ▼
Net profit margin	43%	48%	
EPS (SAR)	0.76	1.17	

Financial Position Snapshot

SAR million,	Q1 2023	Q1 2022	Y-o-Y Change
Cash & cash equivalents	2,054.5	101.4	1926.0% 🔺
Investments	1,250.8	2,835.0	55.9% 🔻
Other assets	4,523.6	2,672.6	69.3% 🔺
Total assets	7,829.0	5,609.0	39.6% 🔺
Total liabilities	4,558.5	2,375.9	91.9% 🔺
Total equity	3,270.5	3,233.1	1.2%

Key Metrics	Q1 2023	Q1 2022	Y-o-Y Change
ROaE (Annualized)	11.3%	17.8%	36.7% 🔻
ROaA (Annualized)	4.7%	12.3%	61.9% 🔻



#	Issuer Name	Market	Size (shares and units)	Closing Date	Note
1	Alqemam for Computer Systems Co.	Nomu Market	Direct Listing	-	Listed on 30-Jan-2023
2	Waja Co.	Nomu Market	455,000	19-Feb-2023	Listed on 08-Mar-2023
3	Knowledge Net Company	Nomu Market	700,000	02-Mar-2023	Listed on 20-Mar-2023
4	Bena Steel Industries Co.	Nomu Market	600,000	02-Mar-2023	Listed on 22-Mar-2023
5	Horizon Food Co.	Nomu Market	1,600,000	09-Mar-2023	Listed on 26-Mar-2023
5	Alinma Hospitality REIT Fund.	Main Market	51,140,100	16 Nov 2022	Listed on 30-Jan-2023
7	Albilad MSCI US Tech. ETF	Main Market	1,000,000	15-Jan-2023	Listed on 23-Jan-2023
8	Leen Alkhair Trading Co.	Nomu Market	958,750	15 Dec 2022	Listed on 01-Jan-2023
9	Nofoth Food Products Co.	Nomu Market	288,000	22 Dec 2022	Listed on 10-Jan-2023
10	Balady Poultry Trading Co.	Nomu Market	Direct Listing	-	Listed on 19-Mar-2023

Current IPO Pipeline

#	Issuer Name	Market	Size (shares and units)	Closing Date	Note
1	Meyar Co.	Nomu Market	265,400	23 Mar 23	Approved by CMA
2	Saudi Lime Industries Co.	Nomu Market	2,000,000	23 Mar 23	Approved by CMA
3	Saudi Call Trading	Nomu Market	675,000	-	Approved by CMA *
4	Abdul Aziz Al-Tuwaijri Trading Company	Nomu Market	600,000	-	Approved by CMA *
5	First Milling Company	Nomu Market	16,650,000	-	Approved by CMA *
6	Lumi Rental Company	Nomu Market	16,500,000	-	Approved by CMA *
7	Professional Medical Expertise Company	Nomu Market	1,050,000	-	Approved by CMA *
8	Marble Design Company	Nomu Market	600,000	-	Approved by CMA *
9	One for Investments Company	Nomu Market	300,000	-	Approved by CMA *
10	Omran Najd Industries Company	Nomu Market	1,000,000	-	Approved by CMA *
11	Hamad M. Aldress & Partners Co for Industry & Mining	Nomu Market	1,220,000	-	Approved by CMA *
12	AlMuneef Co. for Trade, Industry, Agriculture and Contracting	Nomu Market	760,000	18 May 23	Approved by CMA
13	Tam Development Co.	Nomu Market	585,600	25 May 23	Approved by CMA

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Current IPO Pipeline (cont'd)

#	Issuer Name	Market	Size (shares and units)	Closing Date	Note
14	Saudi Equity Growth Traded Fund CEF	Main Market	265,400	-	Approved by CMA *
15	Al Watania for Industries Company	Main Market	24,000,000	-	Approved by CMA *
16	Jamjoom Pharmaceuticals Factory Company	Main Market	21,000,000	-	Approved by CMA *
17	Morabaha Marina Financing Co.	Main Market	21,428,572	-	Approved by CMA *
18	Mawarid Manpower Co.	Main Market	4,000,000	-	Approved by CMA *
19	Ala Kaifak Co.	Nomu Market	1,500,000	-	Approved by CMA *
20	Anoosh Trading Co.	Nomu Market	80000,000	-	Approved by CMA *

^(*) Prospectus not published yet



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Thank you

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