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

## Q1 2022 Financial Results Presentation

May 16, 2022



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# Key Performance Highlights Market Update Financial Review

**Q&A** 

Appendix









Eng. Khalid Al Hussan Group Chief Executive Officer

#### **Shahrukh Qureshi** Group Chief Financial Officer





Haitham Al Shathri Group Investor Relations Head

## Key Performance Highlights



## Q1 2022 Strategic Highlights

#### The New Fees Structure for the Services Provided by its Subsidiaries

The Group announced the CMA's approval for a new fee structure for the services provided by the Group's subsidiaries (the Saudi Exchange, Securities Depository Center "Edaa", and Securities Clearing Center "Muqassa") in regard to the buy and sell commissions for shares, the units of Real Estate Investment Traded Funds (REITs), Exchange-Traded Funds (ETFs), Closed-end Funds (CEFs), and Tradeable Rights.

The new fees structure will be charged by the three Group's subsidiaries for the above-mentioned services will be (2.0) basis points on each transaction from each party (the seller and the buyer), instead of (1.8) basis points, which was calculated at (0.9) a basis point for the trading services, and (0.9) for the settlement and safekeeping services.

The restructuring fees for the above-mentioned services will not have an impact on the current total buy and sell commission where its (15.5) basis points.

This significant development come in line with the Group's plans to roll-out the largest enhancements in the history of Saudi's capital market.

#### Completion of the Enhancements to Develop Post Trade Infrastructure

The Group announced the completion of the enhancements to develop Post Trade Infrastructure, through its subsidiaries Saudi Exchange, Securities Clearing Center "Muqassa", and Securities Depository Center "Edaa". This milestone become as the largest in the history of the Saudi capital market.

As a result of these enhancements, Muqassa is fully activated to clear all products traded in the Saudi Exchange, extending the clearing services for equities, Sukuk, bonds, and traded fund markets, which will further develop the capital market infrastructure and increase its operational efficiency, also facilitate the introduction of new products and services in the market, in addition to other services and enhancements introduced by Edaa and Saudi Exchange.

The enhancements are part of Saudi Tadawul Group's efforts to develop the Saudi capital market and reinforce its position as a global attractive investment destination complementing the ongoing efforts as one of the core pillars of the Financial Sector Development Program (FSDP) as it seeks to create a thriving financial sector to enable and support Saudi Arabia's Vision 2030.

## **Q1 2022 Operational Highlights**

تداول السعودية Saudi Exchange

- Introduction of a more efficient handling of order flow, Buy-in trades executed and settled on same day (T+0), flexible settlement for Negotiated Deals, flexibility in the trading experience and settlement cycles for securities traded over-the-counter
- TASI exceeds 13,000 index points for first time since 2006
- Ranked as the 8th world's largest by market capitalization
- Implementation of the International Organisation of Securities Commissions principles for financial benchmarks



- Market infrastructure enhancements include straight-through processing of ISO 15022 messaging, daily and ad-hoc reconciliation and reporting of participants
- Obtains the CMA Board's approval on providing registration services for private investment funds, and on Saving Sukuk Transfer Fee
- Edaa tested and prepared the Issuer Upload Tool to improve the efficiency of IPO uploads for registering issuers



- Market infrastructure enhancements include extension of clearing to cover all securities, extended posttrade services, adoption of a comprehensive risk management framework
- New post-trade services include rectifying trade before settlement, average price or split price trades
- MoUs signed with the Muscat Clearing & Depository Company, Bahrain Clear, and Kuwait Clearing Company to exchange experiences and information and work on shared initiatives



- Team recruitment and detailed execution plan on track
- Innovation and growth focus areas identified include advanced data value realization and analytics and alternative product and service suites
- MoUs and NDAs were signed with multiple clients and vendors to further enhance knowledge of the market and offer value-adding products and services



1,500+

attendees

12 awards to promote best practices 500

participants

Memorandum of Understanding "MoU"



The Group signed an MoU with the Communication and Financial Knowledge Center (CFKC), which is affiliated with the Ministry of Finance, to facilitate the study of public financial policies and their impact on the economy.

**7** panels

62 Media attendees







The Group signed an MoU with Princess Nourah Bint Abdul Rahman University to facilitate opportunities for female graduates through on-the-job training, scientific forums, and workshops.

## Q1 2022 Key and Financial Highlights



ADTV (Main M	Market & Nomu)		Listed Enti	<b>ties</b> (Main Market	: & Nomu)
8.5 (SAR Billion)	<b>\$2.3</b> (USD Billion)	<b>21.4% V</b> -o-Y vs SAR 10.94 bn	<b>240</b> (Entities)	<b>14.8%</b> ▲ Y-o-Y vs 209	
EBITDA			Investmen	t Income	
<b>166.4</b> (SAR Million)	<b>\$44.3</b> (USD Million)	<b>20.4% •</b> Y-o-Y vs SAR 209.0	<b>9.9</b> (SAR Million)	<b>\$2.6</b> (USD Million)	<b>13.0% Y</b> -o-Y vs SAR 11.4
Free Cash	Flow		EPS		
<b>179.7</b> (SAR Million)	<b>\$47.8</b> (USD Million)	<b>26.5%</b> ▼ Y-o-Y vs SAR 244.4	<b>1.17</b> (SAR)	<b>\$0.31</b> (USD Million)	<b>21.7% •</b> Y-o-Y vs SAR 1.5

## Market Update



**Strong Listing Momentum Continues** 

#### Number of Listed companies on Main Market & Nomu



Equity Capital Raised<sup>(1)</sup>
(SARbn)
10.4
1

Q4 2021 Q1 2022

Number of Listed Bond & Sukuk Securities



Number of ETFs and CEFs



(1) Capital raised through IPOs, right issues and secondary offering

Q1 2021

## Stock Market Performance Lifts Valuations, Trading Improves Sequentially

#### Market Capitalization (Main Market + Nomu) (SAR trillion)

24% 20% 12.0 9.6 10.0 9.6 10.0 0.1 202 0.1 202 0.1 202 0.1 202

- Market capitalization for both the Main Market and Nomu, combined, increased 24% YoY and 20% QoQ..
- Positive IPO traction and market sentiment as we emerge out of the Covid-19 pandemic.

**ADTV (Main Market + Nomu)** (SAR billion)



• Daily average traded values decreased from an exceptionally strong quarter a year ago but increased 23% QoQ.

## Financial Review



## Average Daily Trading Value (Main Market "TASI") (SAR billion)



## **Operating Revenues Normalize from High Base**

#### **Operating Revenue**

#### (SAR million)



#### Vs. Q1 2021:

- Softer trading environment reduces revenue by 12% YoY to SAR 293.9 million
- Approximately 33% of operating revenue was non-trading driven vs 24% a year ago

#### Vs. Q4 2021:

- Strong trading environment increased revenue by 14% to SAR 293.9 million
- Approximately 33% of operating revenue was non-trading driven vs 37% last quarter

#### Segmental Revenue

#### (SAR million)



#### Vs. Q1 2021:

- Capital Markets revenue decreased 16% YoY owing to lower trading fees, slightly offset by an increase in listing fees
- Data & Technology revenue increased 3% YoY driven by co-location service, which was activated in Q1 2022
- Post-Trade revenue decreased 9% YoY on the back of lower average daily trading value

- Capital Markets revenue increased 14% QoQ owing to higher trading fees, slightly offset by a decrease in listing fees
- Data & Technology revenue increased 9% QoQ driven by co-location service, which was activated in Q1 2022
- Post-Trade revenue increased 15% QoQ on the back of higher average daily trading value

## EBITDA Records SAR 166.4 m with Margin, at 56.6%

#### **Operating Expenditures excl. D&A**

#### (SAR million)



#### Vs. Q1 2021:

- Operating expenditures, excluding depreciation & amortization, increased 3% YoY to SAR 127.5 million
- Salaries and related benefits, the largest cost item, increased 6% YoY reaching SAR 65.9 million, as a result of increase in staff count

#### Vs. Q4 2021:

- Operating expenditures, excluding depreciation & amortization, decreased 4%
   QoQ to SAR 133.4 million
- Salaries and related benefits, the largest cost item, decreased 11% QoQ reaching SAR 65.9 million.

#### **EBITDA**

#### (SAR million)



#### Vs. Q1 2021:

- EBITDA decreased 20% to SAR 166.4 million owing to the decrease in revenues and the fact that a large portion of opex is sticky in nature
- EBITDA margin reached 57%, down from 63% a year earlier

- EBITDA increased 34% to SAR 166.4 million owing to the increase in revenues and the fact that a large portion of opex is sticky in nature
- EBITDA margin reached 57%, up from 48% last quarter

## Investment Income decline by 13% as a result of investment portfolio size 9% drawdown

#### **Investment Income**

#### (SAR million)



#### Vs. Q1 2021:

- Investment income decreased by 13% YoY to SAR 9.9 million attributed to 9% decrease in Investment portfolio size
- Annualized return on investment portfolio reached 1.48% in Q1 2022 due to enhancement in money levels during Q1 2022. In Q1 2021, and as a result of real-estate positive contribution to the overall portfolio performance, the overall annualized return was1.49% and real estate investment contributed a net return of 0.12% (annualized)

- Investment income decreased by 35% QoQ to SAR 9.9 million due to a re-valuation gain of SAR 5.4 million from the real estate fund which took place back in December 2021
- Annualized return on investment portfolio reached 1.48% in Q1 2022 due to enhancement in money market levels during Q1 2022. In Q4 2021, and as a result of a positive contribution from real estate to the overall portfolio performance, the overall annualized return reached 2.30% and real estate investment contributed a net return of 0.84% (annualized)



- Investment portfolio size decreased 9% YoY to SAR 2,839.2 million in Q1 2022 due to the special dividend payout in June 2021
- Investment portfolio size increased 6% QoQ to SAR 2,839.2 million in Q1 2022 due to active working capital management and excess cash timely deployment.
- Approx. 97.2% of investment portfolio was allocated to liquid money market funds
- "Current" investments constituted approx. 98.1% of total investments
- Cash collateral received from clearing participants is being held in a separate interest-bearing account at SAMA which will be part of investment income from April 2022 onward

## Net Income After Zakat Reaches SAR 140.6 million

#### Net Profit After Zakat

(SAR million)



#### Vs. Q1 2021:

- Net profit decreased 22% to SAR 140.6 million from SAR 179.6 million a year earlier
- This is predominantly explained by softer trading environment, sticky costs and slightly offset by lower zakat

#### Vs. Q4 2021:

- Net profit increased 27% to SAR 140.6 million from SAR 110.5 million last quarter
- This is predominantly explained by strong trading environment and lower costs

#### **Return on Equity**

(Annualized %)



#### Vs. Q1 2021:

- Annualized ROE decreased to 18% compared to 19% a year earlier
- This was mainly explained by lower net income after zakat driven by softer trading environment

- Annualized ROE increased to 18% compared to 13% last quarter
- This was mainly explained by higher net income after zakat driven by strong trading environment





- Capital expenditure decreased 43% YoY to SAR 5.3 million in Q1 2022
- The decrease is mainly due to the depreciation and amortization cost of the exist assets. Last year balance was higher due to the investment in the infrastructure.



- Change in Net Working Capital decreased 69% to SAR 10.6 million compared to SAR 34.0 million a year earlier.
- This is mainly due to the decrease in the current liability driven by the decrease in the balance due to CMA and increase in the current assets driven by the accounts receivable balance.

Strong Cash flow Conversion Exceeding 108%









### 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
Trade	Safekeeping	Safekeeping account services for Saudi securities
Post 1	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	<ul> <li>Enhance product and service offerings for local and international stakeholders</li> <li>Introduce new asset classes allowing the development of innovative investment strategies by providing turnkey solutions to market participants</li> </ul>	<ul> <li>Manage systemic risk in the capital markets</li> <li>Strengthen and diversify clearing services in line with international best practices allowing a safe development of the Saudi and regional capital markets</li> </ul>	<ul> <li>Enhance securities depository business by introducing value added services to Issuers and Investors</li> <li>Develop partnerships and links with ICSDs to leverage and attract into Saudi capital markets</li> </ul>	<ul> <li>Empower our stakeholders with high quality Market Information products and services</li> <li>Develop a well-informed market featuring the latest tools and platforms for customers</li> </ul>	<ul> <li>Initiate strategic development of the Saudi Capital Market through innovation and digitalisation</li> <li>Organic and external opportunities to complement growth and diversify our business</li> </ul>	• Develop and diversify business and sustainable innovation through expansion opportunities	<ul> <li>Enhance and develop new organisational competencies, capabilities and resources to achieve strategic goals</li> <li>Build a business- oriented organization that collaborates with all stakeholders</li> </ul>

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



## KSA is a Reformed Economy with Increased Focus on Privatisations and Listings

#### Privatisation Program

- Incentives for Listing
- 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



- 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)

هيئـة الزكاة والضريبة والجمارك Zakat, Tax and Customs Authority

#### 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 HealthPriority on training p

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



**479** of our employees are below 30 years of age

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



## Our sustainability activities have included more than 15 initiatives directly linked to the core strategy of the Group. Some of them are described below under the four themes.

#### Economy

- Launched ESG disclosure guidelines
- Launched Invest Wisely Program
- Member of UN Sustainable Stock Exchanges (SSE) since 2018

#### **Education**

- Welcomed 7<sup>th</sup> batch of Graduate Development Program (GDP) in Q1
- GDP trainees are total of 15 in Q1
- Cooperative trainees are total in Q1 of 24 students
- Launch ETF awareness campaign under Invest Wisely



#### Community

- Hosted "Ring the Bell for Gender Equality" to mark International Women's Day annually, starting from 2019
- Sponsoring Saudi Institute of Internal Auditors conference

#### Environment

- Launched paper recycling initiatives
- Launched plastic waste reduction initiatives
- Member of SSE Climate Change Exchanges Advisory Group



#### 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, Mugassa 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



Mr. Hashem Al Hekail **Board Member** (Independent)

Mr. Mark Makepeace

**Board Member** 

(Non-Executive)



Mr. Yousef Al Benyan Board Member (Independent)









## Seasoned and Visionary Management Team

220+ years of combined experience

#### **Group Management**



#### **Subsidiary CEOs**



## **Financial Review / Key Ratios**

SAR million,	Q1 2022	Q1 2021	Y-o-Y Change	Q4 2021	Q-o-Q Change
Trading revenues	197.6	253.0	21.9% 🔻	163.4	20.9% 🔺
Non-trading revenues	96.4	79.4	21.5%	94.1	2.4%
Operating revenues	293.9	332.4	11.6% 🔻	257.5	14.1%
Opex	140.2	137.7	1.8% 🔺	146.7	4.4% ▼
EBITDA	166.4	209.0	20.4% 🔻	124.1	34.1%
EBITDA margin	57%	63%		48%	
Net income after Zakat	140.6	179.6	21.7% 🔻	110.5	27.3%
Net income margin	48%	54%		43%	
EPS	1.17	1.50	21.7% 🔻	0.92	27.3%
FCFPS	1.50	2.04	26.5% 🔻	1.09	37.3% 🔺



SAR million,	Q1 2022	Q1 2021	Y-o-Y Change	Q4 2021	Q-o-Q Change
Operating revenue	293.9	332.4	11.6% 🔻	257.5	14.1%
Operating expenses	127.5	123.4	3.4%	133.4	4.4% 🔻
EBITDA	166.4	209.0	20.4% 🔻	124.1	34.1%
EBITDA margin	57%	63%		48%	
Depreciation & amortization	12.6	14.4	12.0% ▼	13.2	4.7% 🔻
EBIT	153.8	194.6	21.0% 🔻	110.9	38.7%
EBIT margin	52%	59%		43%	
Investment income & other income	9.7	11.5	15.8% 🔻	14.5	33.5% 🔻
Loss from associates	(1.6)	(0.7)	119.0%	(0.9)	83.2%
Zakat	21.2	25.7	17.5% 🔻	14.1	51.0%
Net profit after Zakat	140.6	179.6	21.7% 🔻	110.5	27.3%
Net profit margin	48%	54%		43%	
EPS (SAR)	1.17	1.50		0.92	

## **Financial Position Snapshot**

SAR million,	Q1 2022	FY 2021	Y-o-Y Change	Q4 2021	Q-o-Q Change
Cash & cash equivalents	101.4	76.2	33.1%	407.8	75.1% 🔻
Investments	2,835.0	2,687.0	5.5%	3,132.8	9.5% 🔻
Other assets	2,672.6	780.1	242.6%	813.6	228.5% 🔺
Total assets	5,609.0	3,543.3	58.3%	4,354.2	28.8%
Total liabilities	2,375.9	450.9	426.9%	539.9	340.0% 🔺
Total equity	3,233.1	3,092.4	4.5%	3,814.3	15.2% 🔻
Key Metrics	Annualized			Annualized	
ROE	18%	17%		13%	
ROA	12%	15%		12%	

Issuer Name	Market	Size (shares)	<b>Closing Date</b>
Naseej for Communication & Information Technology Co.	Nomu Market	Direct Listing	-
National Environmental Recycling Co.	Nomu Market	Direct Listing	-
Aqaseem Factory for Chemicals & Plastics Co.	Nomu Market	Direct Listing	-
Arabian Food & Dairy Factories Co.	Nomu Market	282,000	15 May 2022
Amwaj International Co.	Nomu Market	600,000	25 May 2022
Ladun Investment Company	Nomu Market	5,000,000	26 May 2022
Retal Urban Development Co.	Nomu Market	12,000,000	06 Jun 2022
Abdullah Al-Othaim Investment Co.	Main Market	Prospectus no	ot published yet



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