



Rasan's Earnings Call

9M 2024

October 28, 2024

DISCLAIMER

This presentation and the comments made during this call may contain forward-looking statements. These statements include, but are not limited to, projections, estimates, expectations, and other statements regarding future financial performance, business strategies, or events. Forward-looking statements are subject to various risks and uncertainties, which could cause actual results to differ materially from those anticipated in such statements.

These risks and uncertainties include, but are not limited to, changes in economic, regulatory, and market conditions in the Kingdom of Saudi Arabia and other markets in which we operate, fluctuations in oil prices, changes in exchange rates, and other factors as detailed in our filings with the Saudi Exchange (Tadawul). We caution you not to place undue reliance on these forward-looking statements, which speak only as of the date they are made.

We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by applicable law.

AGENDA

01 | CEO Opening remarks

02 | Financial performance

03 | Q&A



CEO OPENING REMARKS

MOAYAD AL FALLAJ

9M 2024: ROBUST REVENUE GROWTH AND PROFITABILITY



Robust revenue growth
despite challenging market

+31% Y-o-Y in Policies

+29% Y-o-Y in Revenues



Outstanding EBITDA margin

28.2%

+2pp vs 9M 23

+6pp vs H1 24



- Expanded motor leasing insurance business
- Delivered outstanding motor retail renewals
- Increased the take rate through bundling and cross-selling

9M 2024: STRONG FINANCIAL PERFORMANCE

Revenue

SAR 240 M

29% Y-o-Y

Volumes

+26%
Motor

+36%
Treza

+70%
Health

Operating Cashflow

SAR 95 M

99% Y-o-Y

Gross Margin

60.2%

+1.5pp.

EBITDA Margin

28.2%

+2.3pp.

STRONG ORGANIC GROWTH AND OUTSTANDING PROFITABILITY

FINANCIAL PERFORMANCE

YAZEED AL HAYYAF

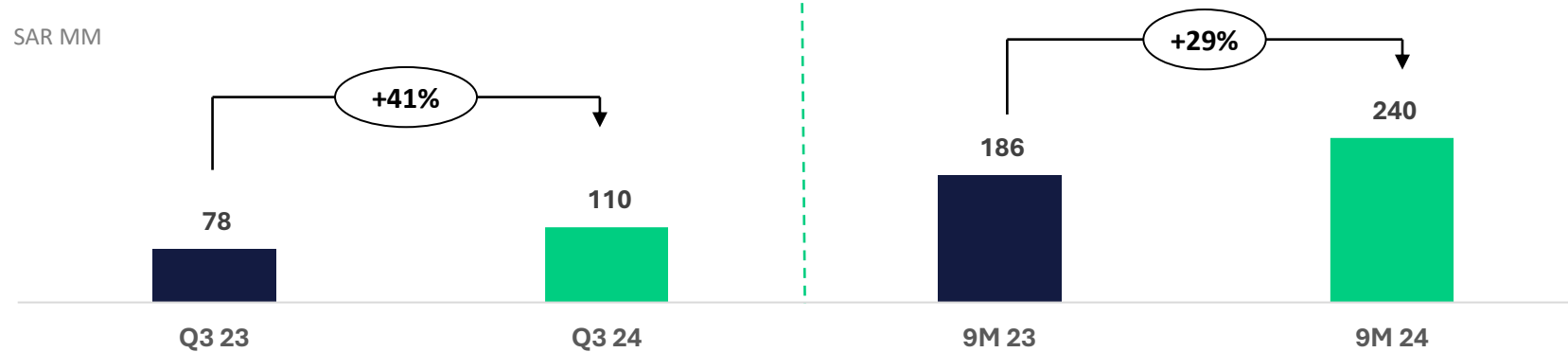
9M 2024 SUMMARY P&L: STRONG PERFORMANCE ACROSS THE BOARD

	9M 2023	9M 2024	YoY Var
Revenue	186	240	+29%
Gross Profit	109	145	+32.5%
Gross Profit Margin	58.7%	60.2%	+1.5pp.
Opex	71	88	+24.2%
EBITDA	48	68	+40.6%
EBITDA Margin	25.9%	28.2%	+2.3pp.
Net Profit	36	55	+53%
EPS	0.51	0.75	+47.1%

STRONG GROWTH AND CONSISTENT PRODUCT DIVERSIFICATION

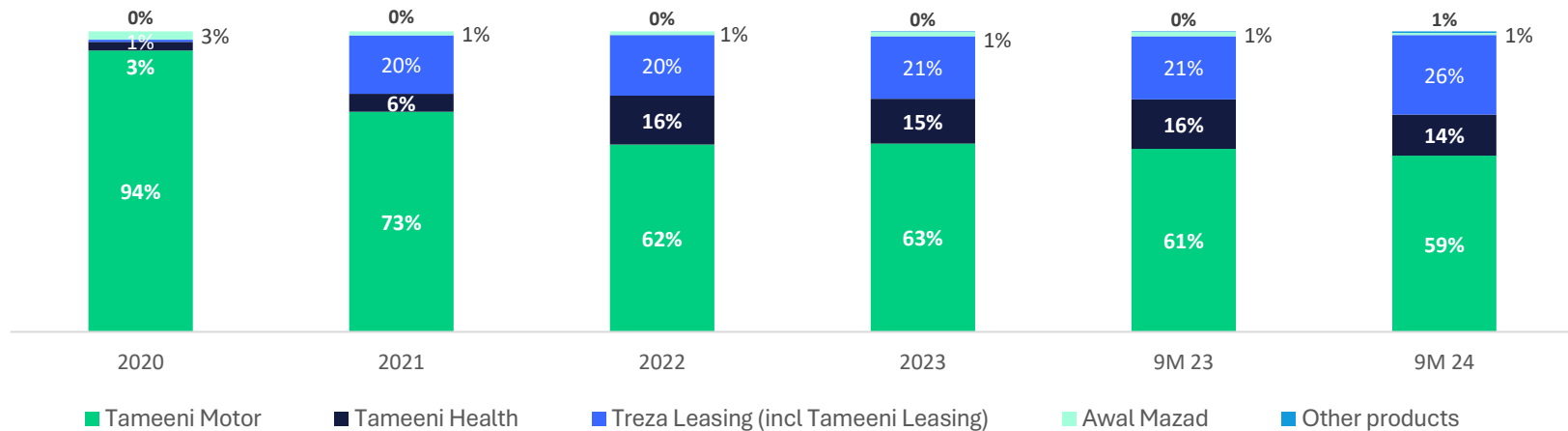
Group Revenue

SAR MM



Group Revenue by Product

Revenue contribution (%)

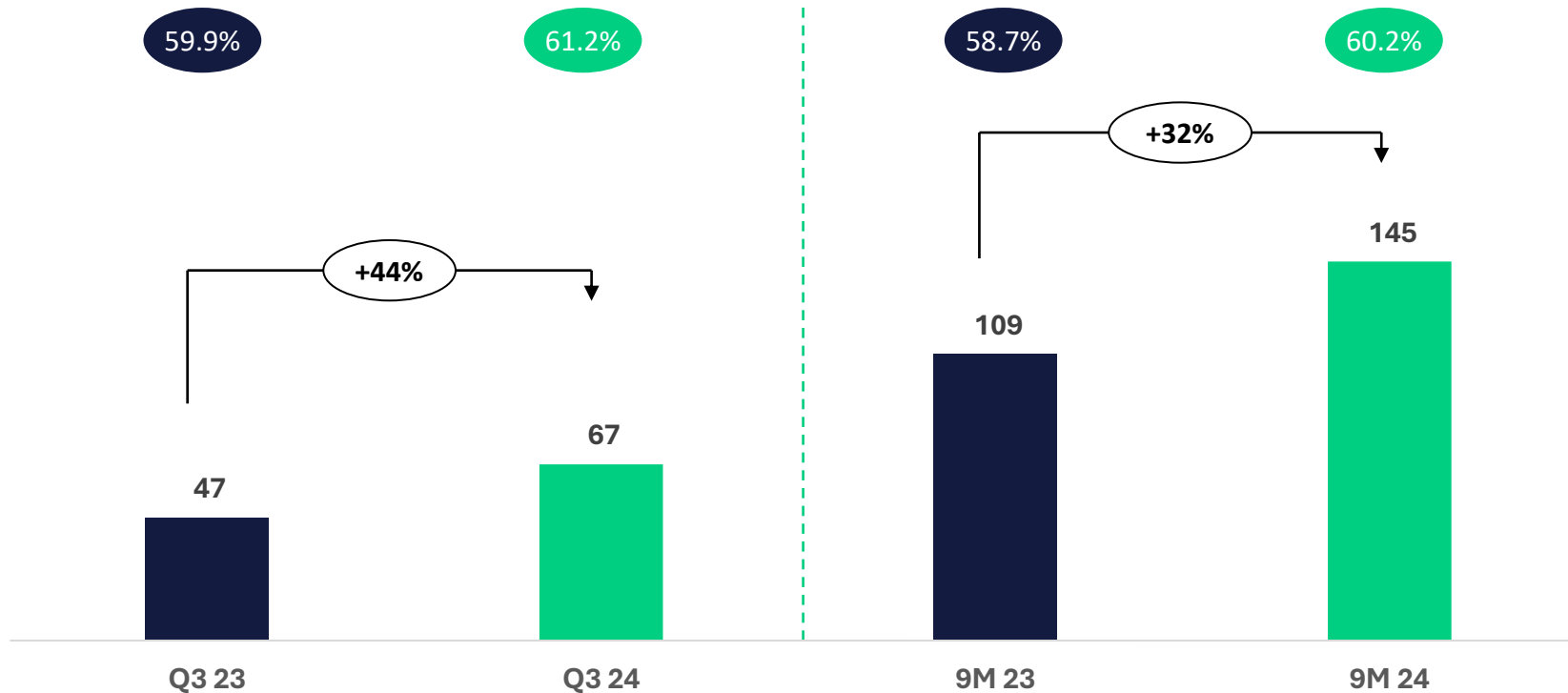


- ✓ Q3 24 revenue growing 41% vs same period last year
- ✓ 9M 24 Revenue increased by 29% YoY (+ SAR 54m), primarily attributed to:
 - | Motors Revenue: + SAR 27M
 - | Treza Revenue: + SAR 25M
- ✓ Record level revenue in a quarter thanks to:
 - | Motors Revenue + SAR 12M
 - | Treza Revenue + SAR 15M
- ✓ Treza IHC transfer to Tameeni boosting topline

SOLID AND ATTRACTIVE GROSS PROFIT AS A RESULT OF AN EFFICIENT COST BASE

Gross Profit and Margin

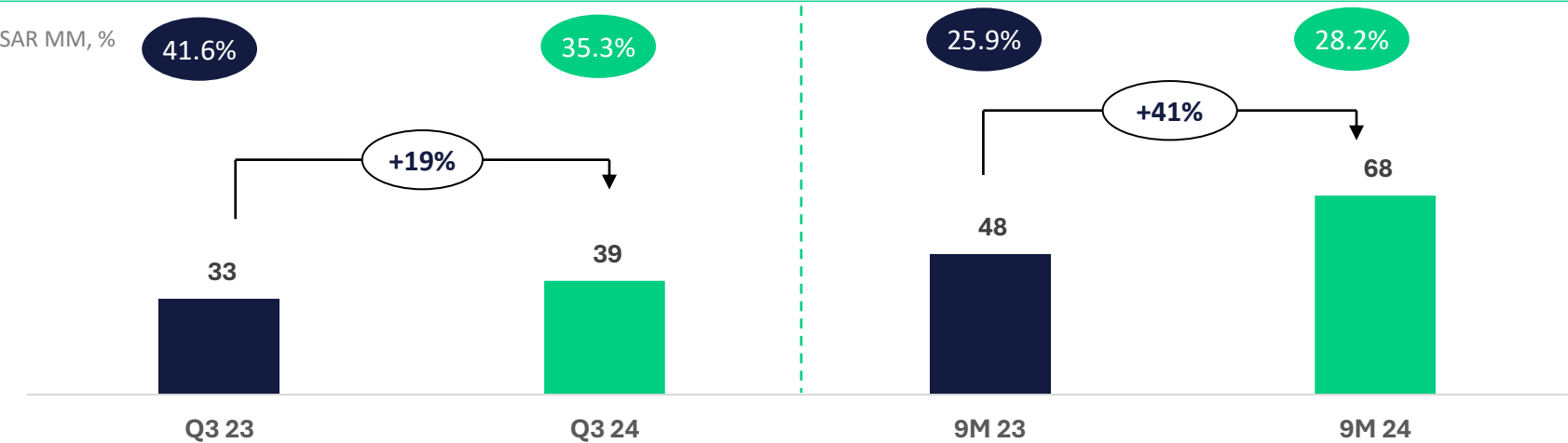
SAR MM, %



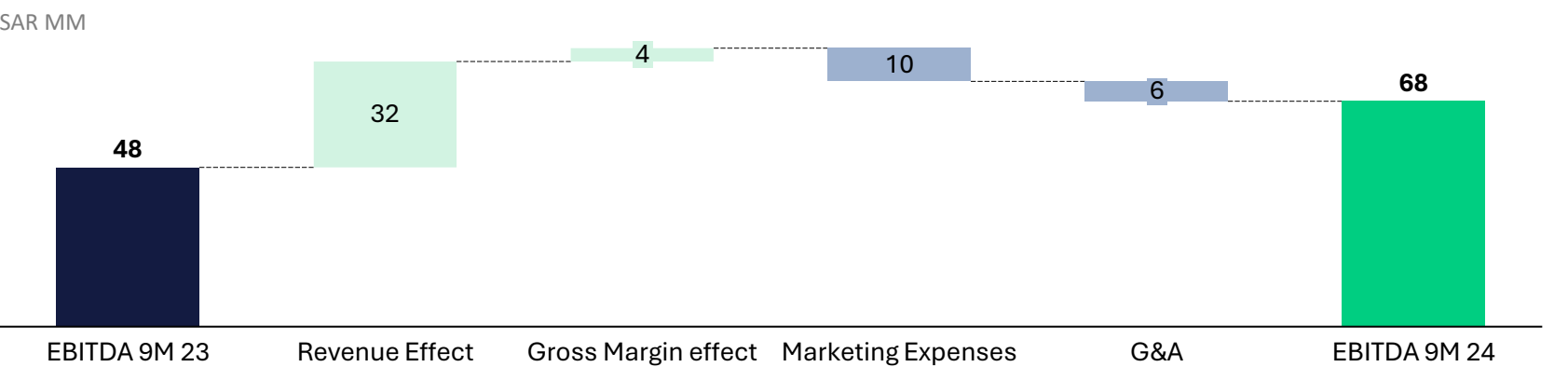
- ✓ **Q3 Gross Profit increased by 44% compared to last year**
 - | Margin reached 61.2% due to improved absorption of cost of sales, driven by scalability
- ✓ **Resilient 9M Gross Profit**
 - | Despite pressure on premium with declines over 25%, Gross Profit still grew by 32% YoY with enhanced profitability

RESILIENT AND GROWING EBITDA

EBITDA Evolution and Margin



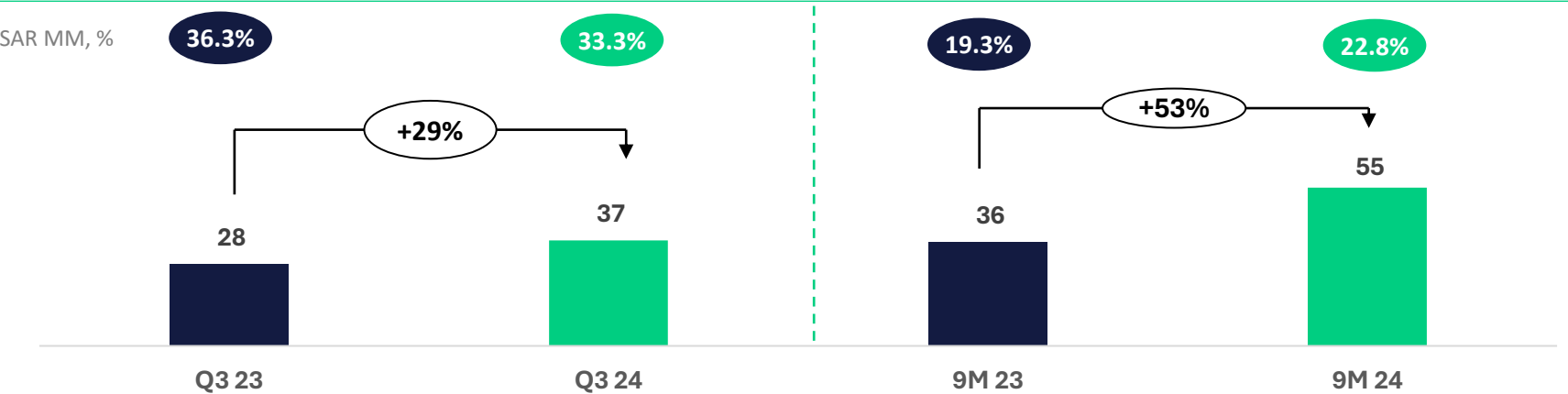
EBITDA Bridge



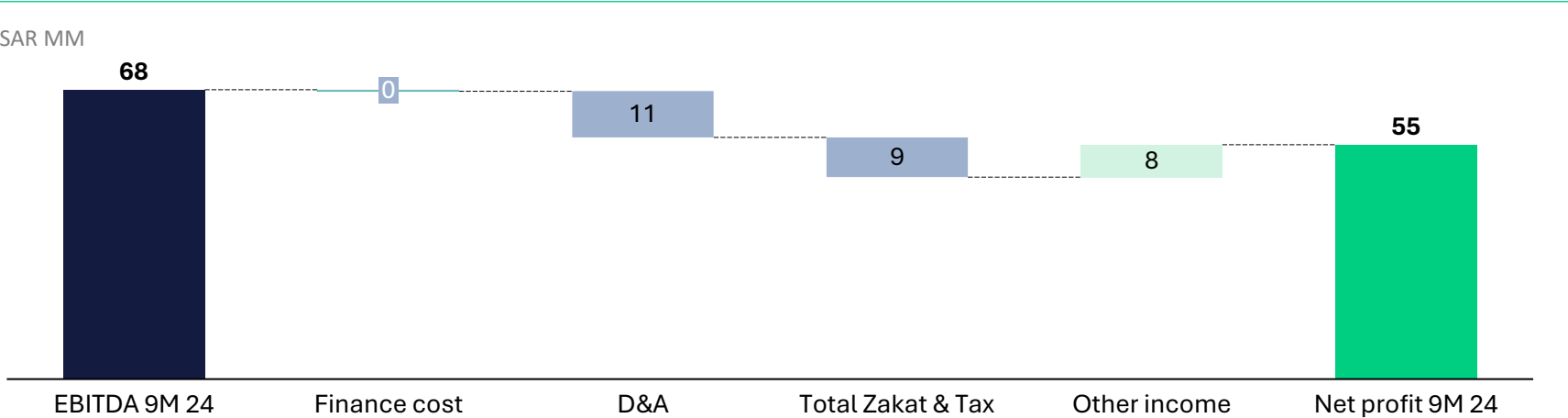
- ✓ **Growing EBITDA in Q3 & 9M 24 driven by**
 - | Strong increase in Revenue resulting in healthy absorption of fixed operating costs
 - | Treza IHC migration to Tameeni optimizing revenues
 - | Diversified product base
- ✓ **Expense ratio decreasing 4pp vs 9M 23 due to efficient expense discipline**
- ✓ **Investment in the Group's Tech stack and launch of new products in line with growth strategy**
- ✓ **Increased marketing expenses (10M+) related to product development, renewal campaigns and commercial fees from new Treza business model**

HIGH CONVERSION RATE FROM EBITDA TO NET PROFIT

Net Profit and Margin



Net Profit Bridge



- ✓ Net Profit increased by 53% in 9M 24
- ✓ High conversion rate of EBITDA to Net Profit due to:
 - | Controlled level of D&A expense driven by the level of intangible assets and PP&E
 - | Other income (mainly deposits) bringing 5M additional to Net Profit
- ✓ Q3 24 Net Profit margin strongly improved YoY (+53%)

QUESTIONS



Thank You

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