



Earnings Presentation

9M 2024

12 November, 2024



9M 2024 Performance Highlights & Strategy



Improved Efficiencies Driving Operational Excellence and Solid Margins

9M 2024 performance overview

Key 9M 2024 Developments

R&D and Operations	R&D Spending As % of 9M24 revenue 3.4%	Production Volume +3% vs. 9M23 1,714 mn units	Productivity Rebalanced facility utilization, improved manufacturing efficiency ▲
Market and Commercial	Private market share¹ Leading player in KSA 6.8%	Sales Improved client mix, capitalizing on market opportunities ▲	Cash Conversion Cycle² +16% vs. 9M23 LTM 263 days
Financials	Revenue -2% vs. 9M23 1,296 SAR mn	Gross Profit Margin +3.9 pts vs. 9M23 49.9%	EBITDA Margin +4.5 pts vs. 9M23 14.5%



Source: IQVIA KSA Private Market Reflection Summary Data, June 2024, Company financials, Management calculations

¹ Moving Annual Total (MAT) for the period from October 2023 to September 2024. ² Last twelve month, cash conversion cycle metrics based on internal methodology

SPIMACO – the National Champion in the Saudi Pharma Industry

Strategy execution roadmap and strategic targets by 2027

Key Targets and Focus Areas

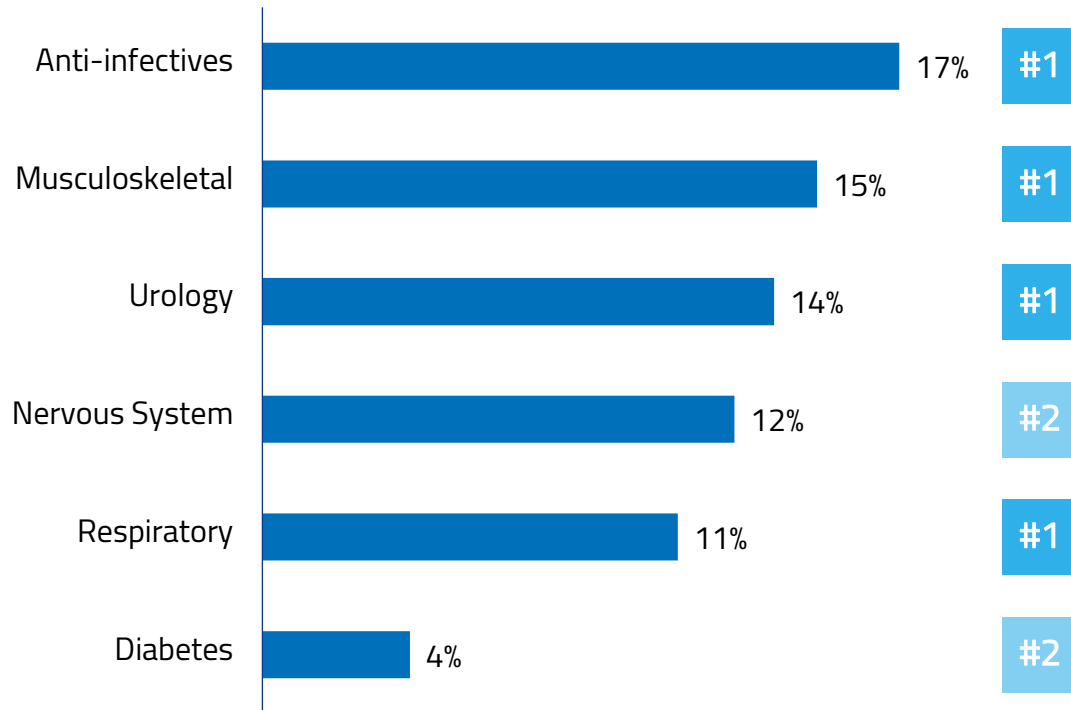


SPIMACO is KSA Private Market Leader

The company maintains leadership across key therapeutic areas, showing its excellence and innovation

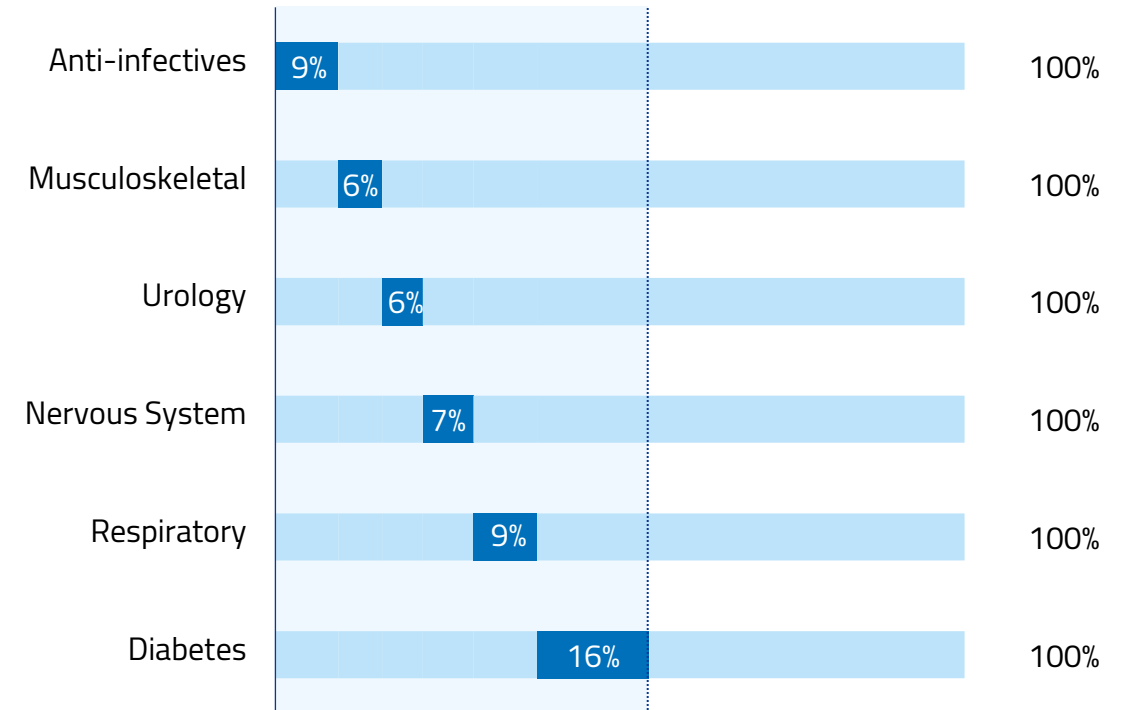
SPIMACO's Private Market Share and Rank¹

(Company's Private Market Share in %, Rank)



Therapeutic Area Share of Private Market¹

(Therapeutic Area Share of Private Market in %)



53% of
Private Market



Source: IQVIA SCIM Molecule Quarterly Data September 2024

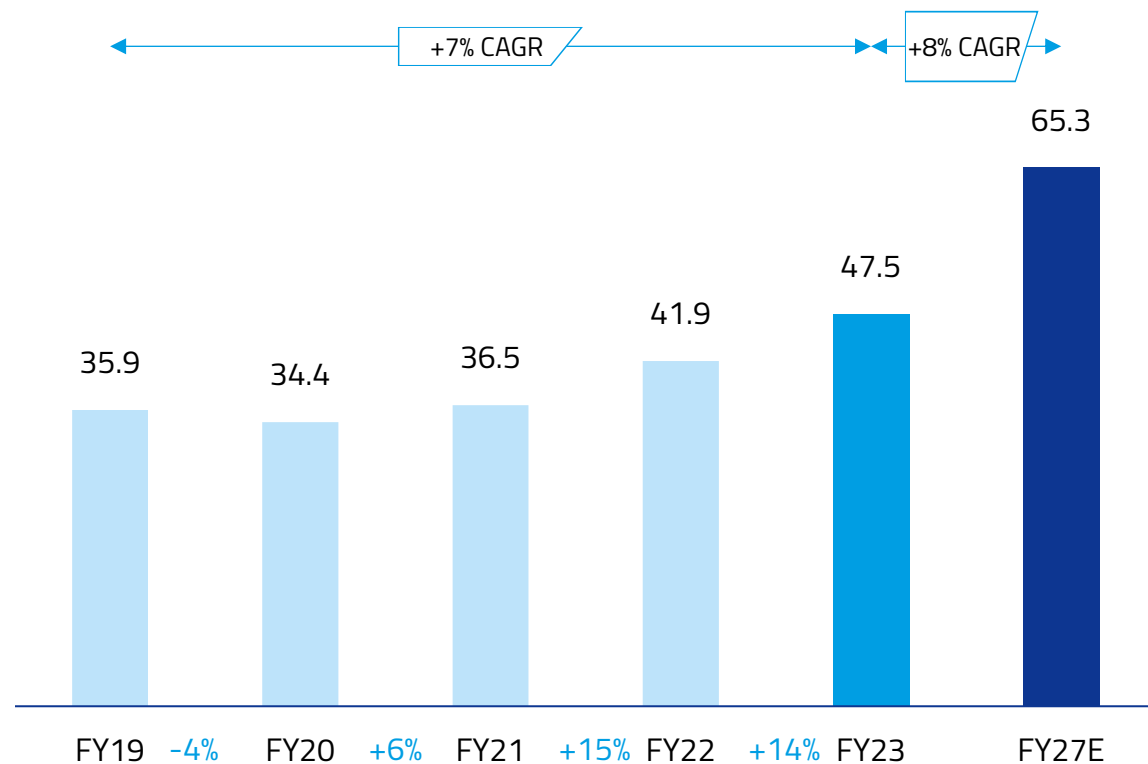
¹ Moving Annual Total, October 2023 to September 2024

Saudi Arabia Market Opportunity

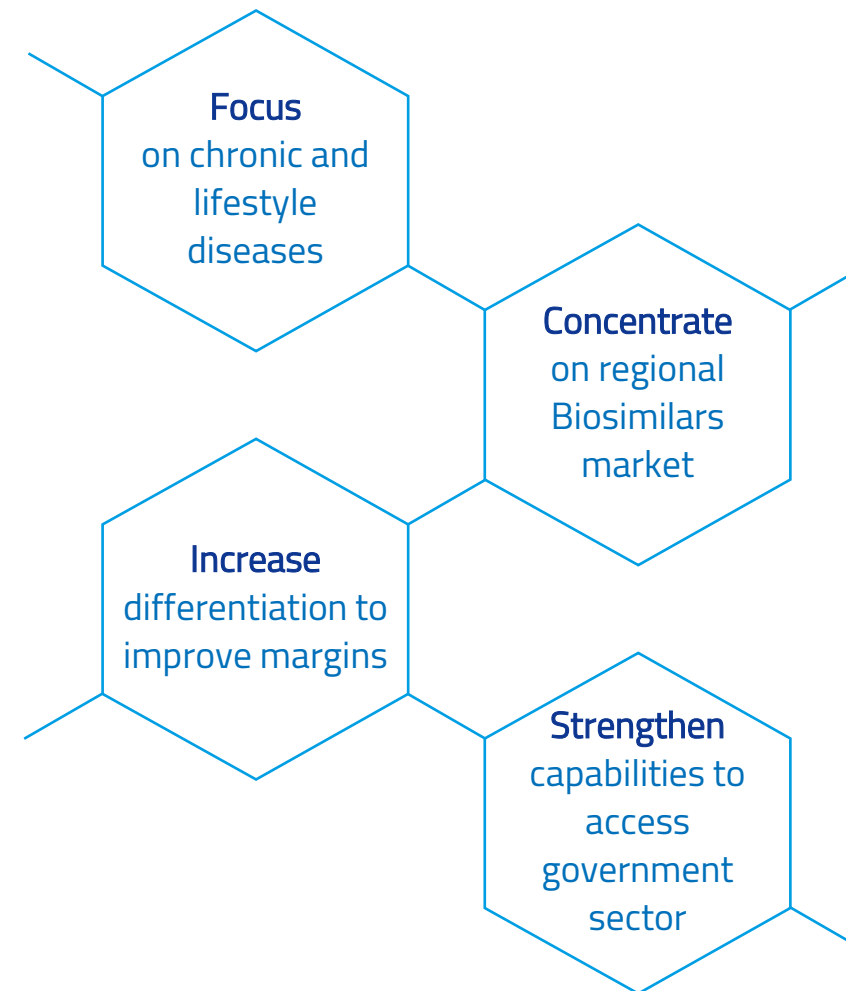
KSA market is supported by local demographics and therapeutic trends, government incentives and positive macro backdrop

Gross Market Size

Value Sales (SAR bn)



How Do We Play the Trends in KSA?



Source: IQVIA, SPIMACO calculations (March 2024)

Local currency in USD converted to SAR at SAR 3.75 exchange rate

9M 2024 Financial Performance



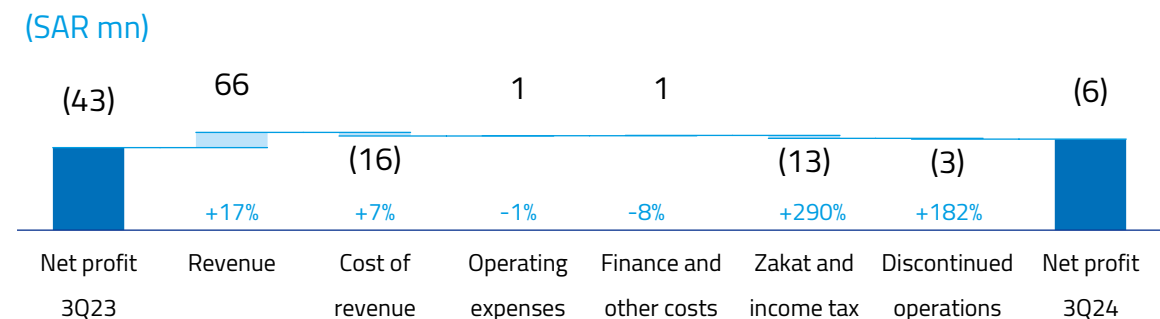
9M 2024 Results: Margins Improve Despite Pressure on Revenue

P&L trends and highlights in 9M 2024

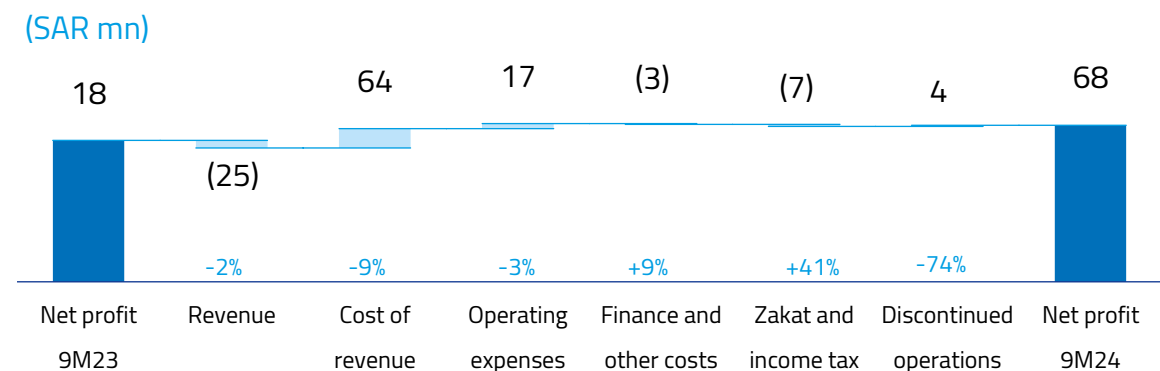
P&L Highlights

SAR mn	3Q 2024	3Q 2023	Δ%	9M 2024	9M 2023	Δ%
Revenue	447	381	+17%	1,296	1,321	-2%
Cost of revenue	(230)	(215)	+7%	(650)	(713)	-9%
Gross profit	217	166	+30%	646	607	+6%
Total opex	(184)	(186)	-1%	(520)	(537)	-3%
EBIT	32	(19)	NA	126	70	+79%
EBITDA	53	1	+81.0x	188	132	+43%
Net profit	(6)	(43)	-86%	68	18	+3.8x
Gross Profit Margin	48.5%	43.6%	+4.8%	49.9%	46.0%	+3.9%
EBIT Margin	7.2%	-5.1%	+12.3%	9.7%	5.3%	+4.4%
EBITDA Margin	11.9%	0.2%	+11.7%	14.5%	10.0%	+4.5%
Net profit Margin	-1.4%	-11.3%	+9.9%	5.2%	1.4%	+3.9%

Net Profit Development (3Q24)



Net Profit Development (9M24)

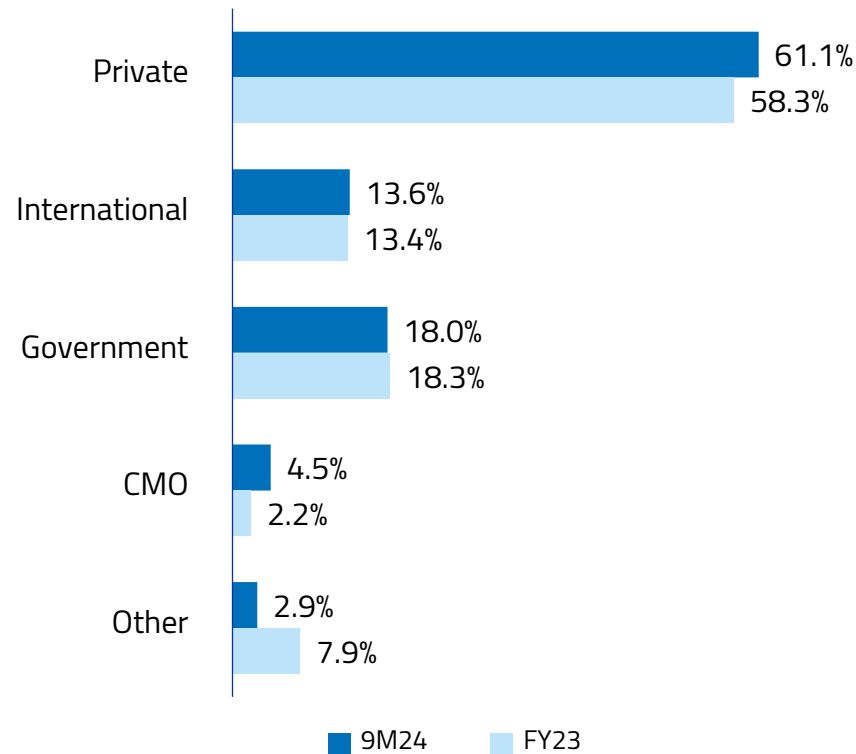


Private and Government Channels – The Key Contributors to Pharma¹ Revenue

Revenue: pharma revenue¹ by channel

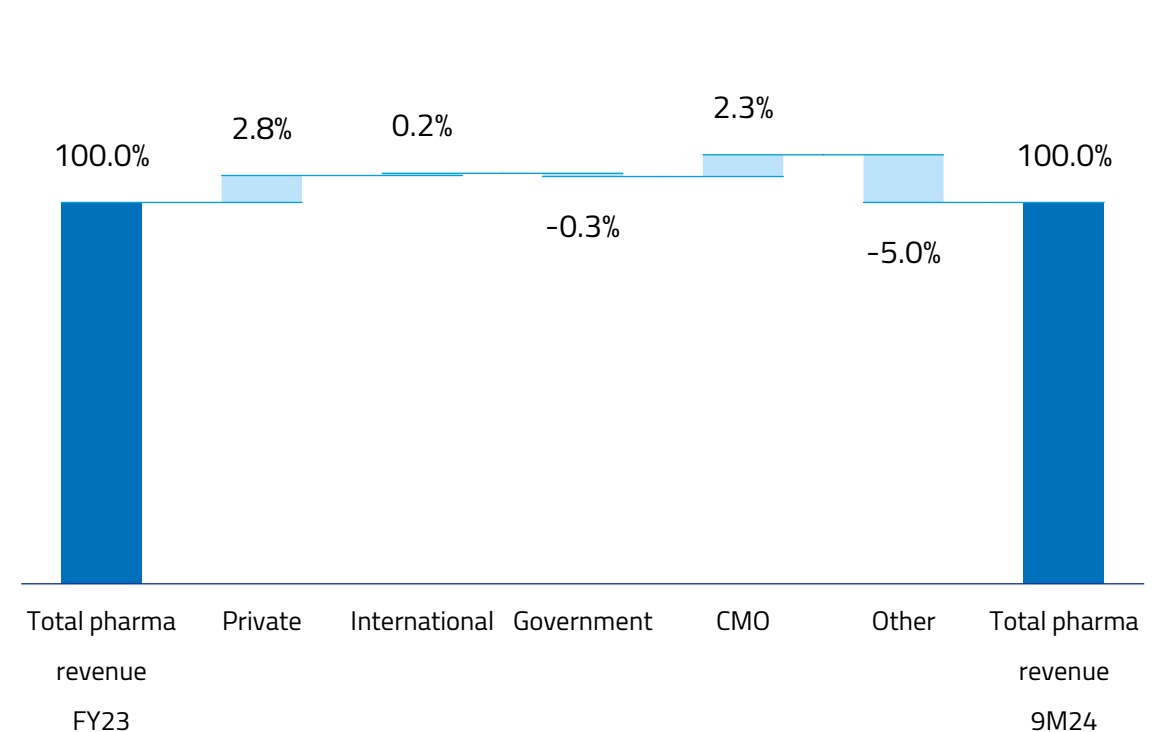
Revenue by Channel²

(%)



Revenue by Channel Development²

(SAR mn)



Source: Company financials, Management calculations

¹ Non-IFRS measure. Pharma revenue excludes other types of revenue such as revenue from hospital business, etc. Pharma revenue represents 88.4% of Total revenue in 9M24 (83.4% in FY23).

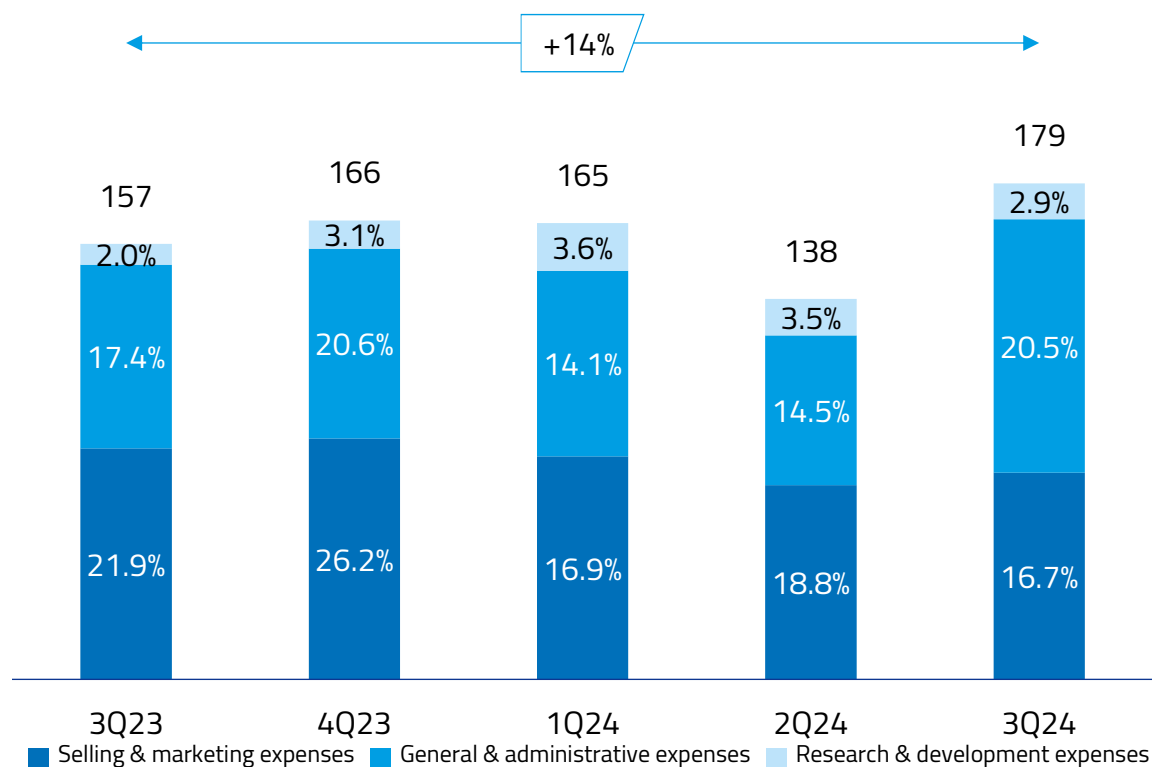
² Based on Pharma revenue.

Maintaining Strong Control over Key Operating Expenses

Key operating costs trends

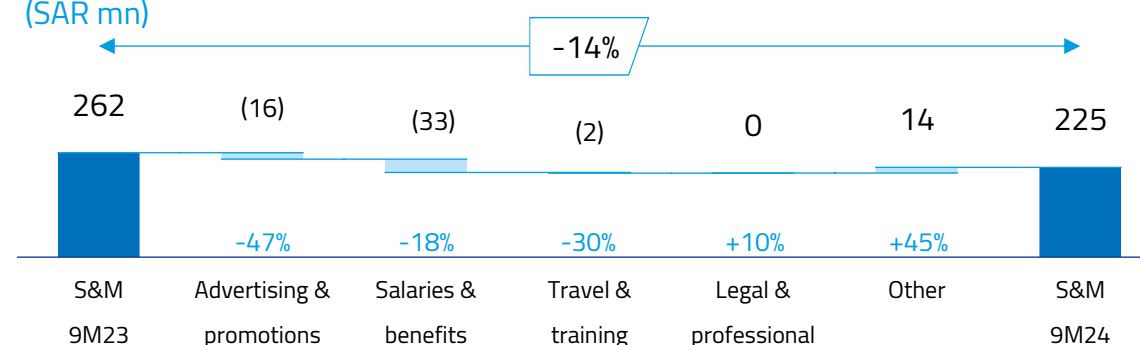
Key Operating Expenses (SG&A and R&D¹)

(SAR mn, % of Revenue)



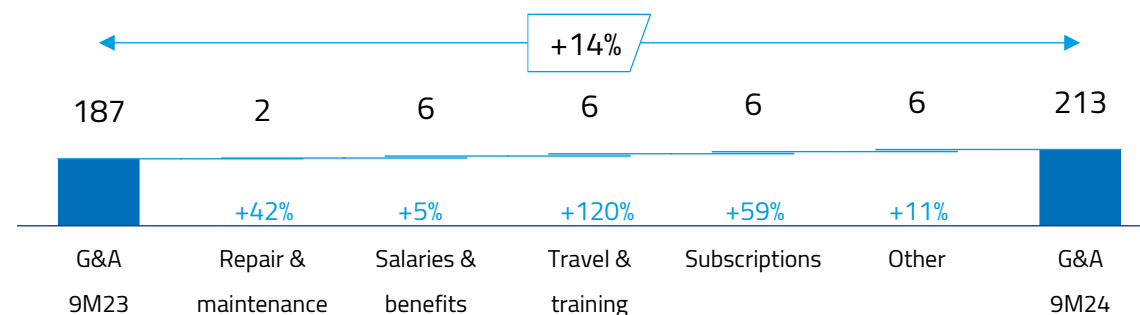
Selling and Marketing Expenses Development

(SAR mn)



General and Administrative Expenses Development

(SAR mn)



Source: Company financials

¹ Excluding capitalized R&D expenses

Robust Balance Sheet with Strong Cash Position

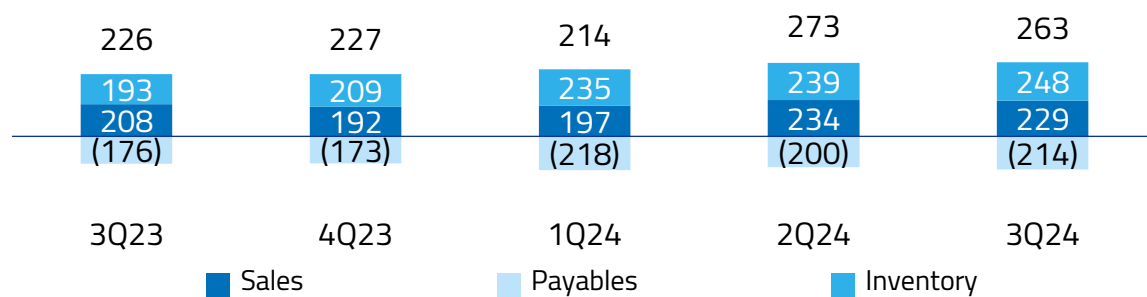
Balance sheet trends

Balance Sheet Highlights

SAR mn	3Q 2024	4Q 2023	Δ%	2Q 2024	Δ%
Total Non-Current Assets	2,011	1,991	+1%	2,022	-1%
Total Current Assets	2,456	1,958	+25%	2,391	+3%
Total Assets	4,467	3,949	+13%	4,413	+1%
Total Equity	1,627	1,593	+2%	1,629	-0%
Total Non-Current Liabilities	841	951	-12%	879	-4%
Total Current Liabilities	1,999	1,405	+42%	1,904	+5%
Total Liabilities	2,841	2,356	+21%	2,784	+2%

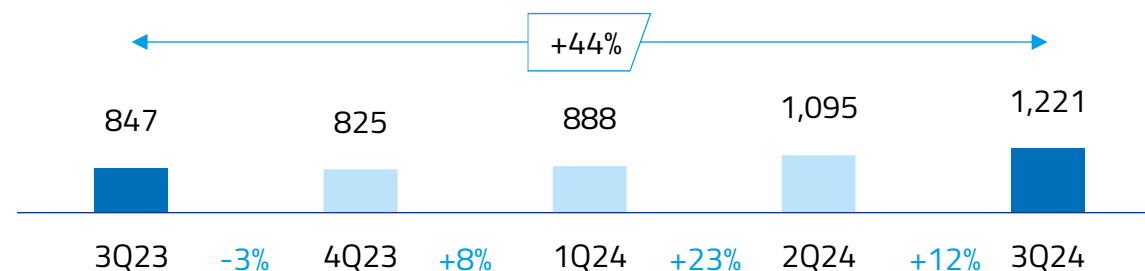
Cash Conversion Cycle Trends²

(Days outstanding)



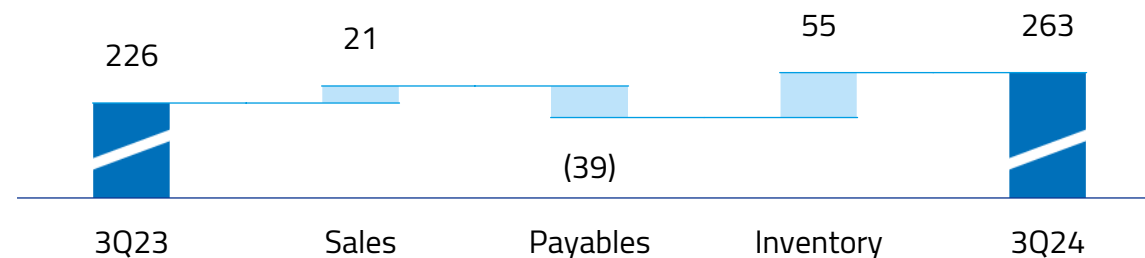
Net Debt¹

(SAR mn)



Cash Conversion Cycle Dynamics²

(Days outstanding)



Source: Company financials

¹ Long-term loans and borrowings + Short-term loans and borrowings - Cash and cash equivalents - Time deposits

² Trailing for the previous 12 months, cash conversion cycle metrics based on internal methodology

Cash Flow Generation Affected by Seasonal Working Capital Movements

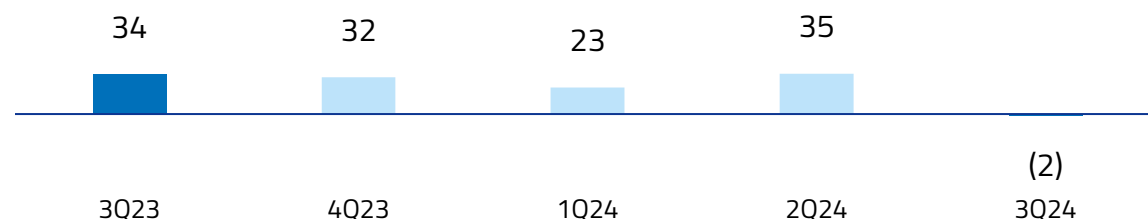
Cash flow trends

Cash Flow Highlights

SAR mn	9M 2024	9M 2023	Δ%
Profit before zakat, tax, disc. ops	91	34	+2.7x
Net cash, operating activities	(292)	(88)	+3.3x
Net cash, investing activities	(45)	(128)	-65%
Net cash, financing activities	413	24	+17.1x
Net changes in cash	76	(192)	NA

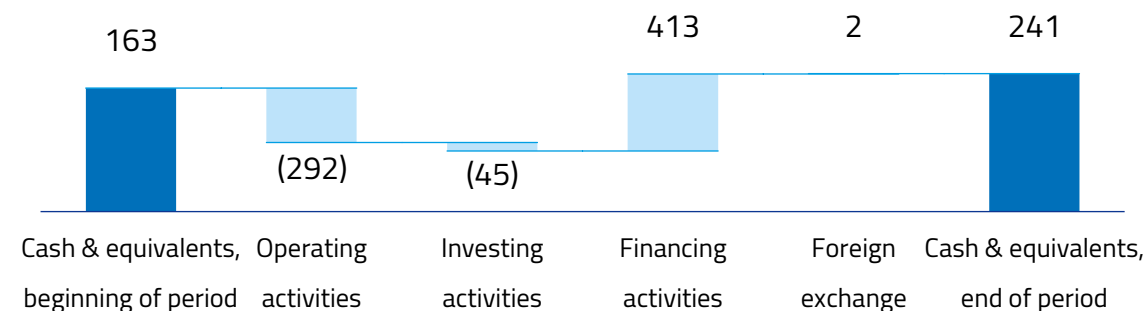
Capital Expenditure¹, Net

(SAR mn)



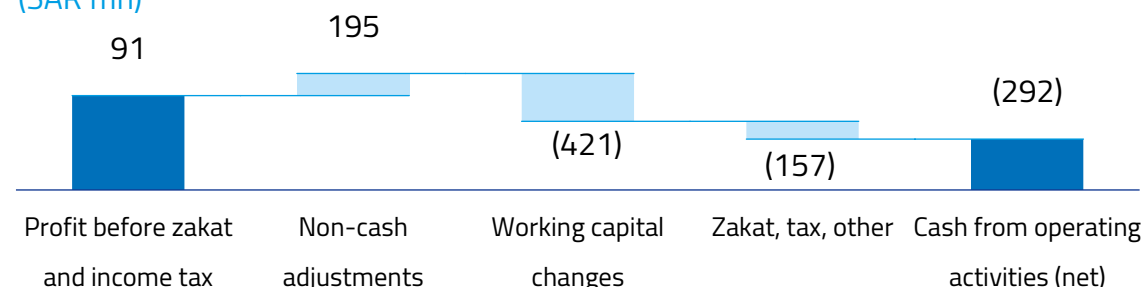
Cash Flow Dynamics² (9M24)

(SAR mn)



Net Cash From Operating Activities Dynamics (9M24)

(SAR mn)



Source: Company financials

¹ Net changes in property, plant, equipment, assets under construction and right of use assets.

² Cash & equivalents includes cash from discontinued operations where applicable.

Efficiency Gains Support Profitability in 2024

2024 guidance

Expected Developments in 2024

Indicator	FY23 Actual	9M24 Actual	FY24 Expectations (vs FY23)
Revenue	1,653 SAR mn (+16% YoY)	1,296 SAR mn (-2% YoY)	Increase by 4-6% (previously: 10-12%)
Gross Profit Margin	42.8%	49.9%	Increase enabled by further focus on efficiency and profitability
Selling & Marketing Cost Ratio ¹	21.1%	17.4%	Decrease driven by top-line growth and cost control
General & Administrative Cost Ratio ¹	15.4%	16.4%	Stable driven by further investments in IT
Research & Development Cost Ratio ¹	3.2% ²	3.4%	Increase up to 3.4% (pre-capitalization)
EBITDA Margin	10.2%	14.5%	Improvement to 12.5-13.5%



Source: Company estimates

¹ As a percentage of revenue.

² Including capitalized costs in the amount of SAR 10.8 million in FY23.

Q&A Session



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