



SGS

الشركة السعودية للخدمات الأرضية
Saudi Ground Services Company

Investors' Call Q3 and YTD September 2024 Results





Agenda



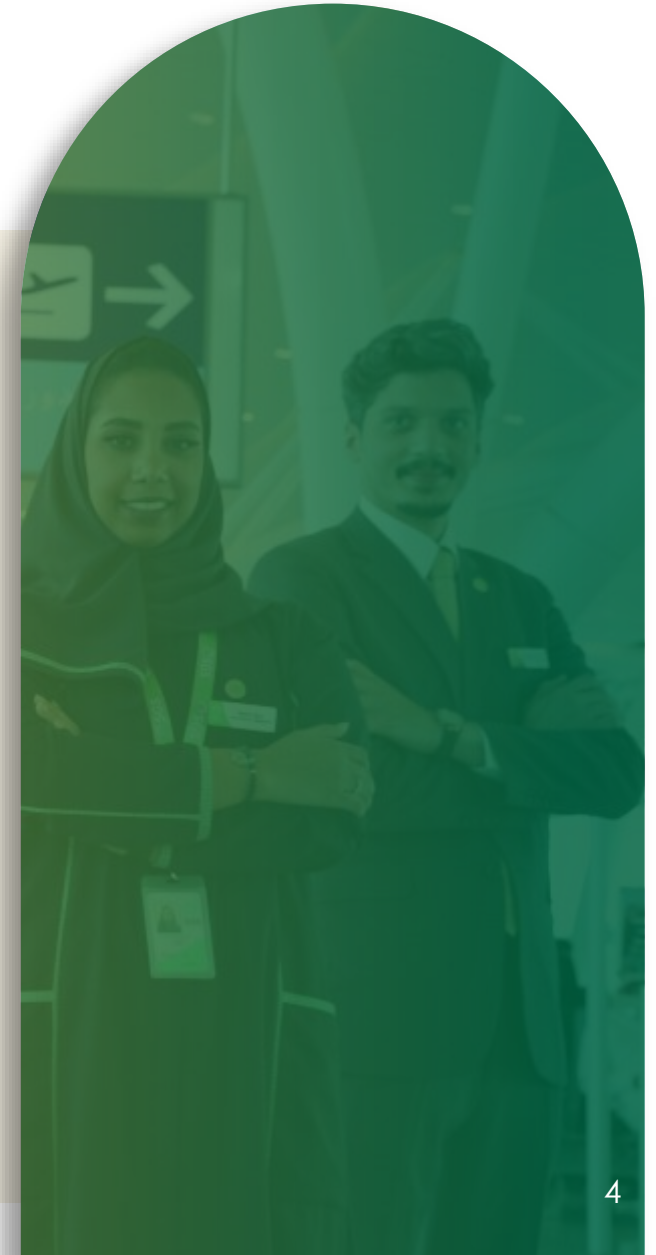
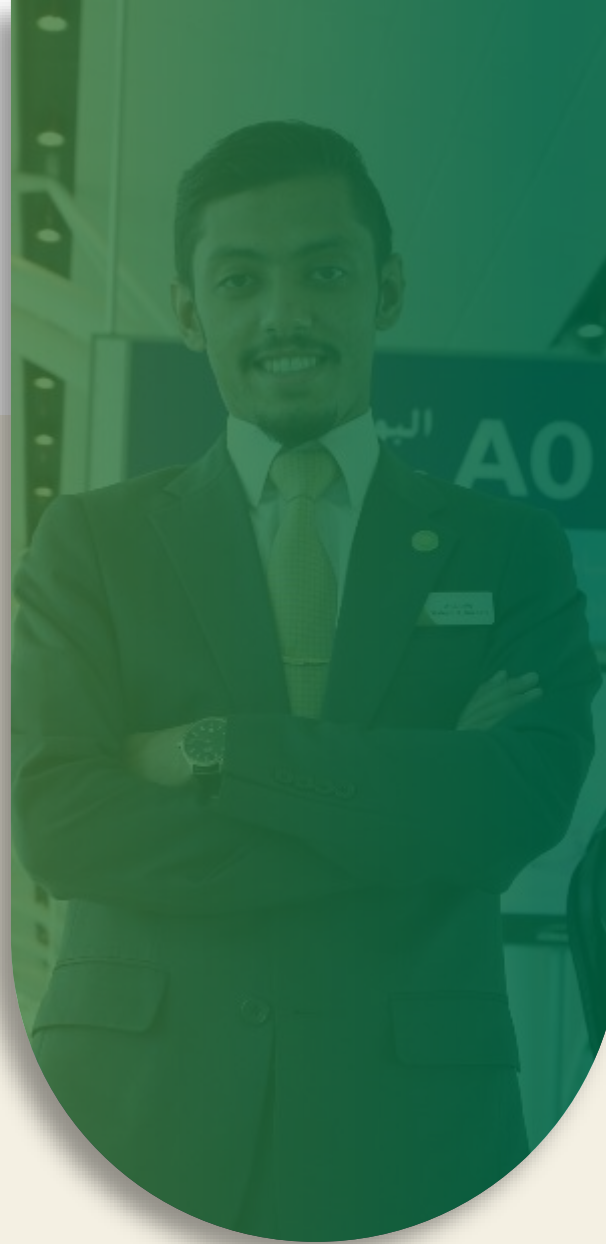
Operational Updates



Financial Performance

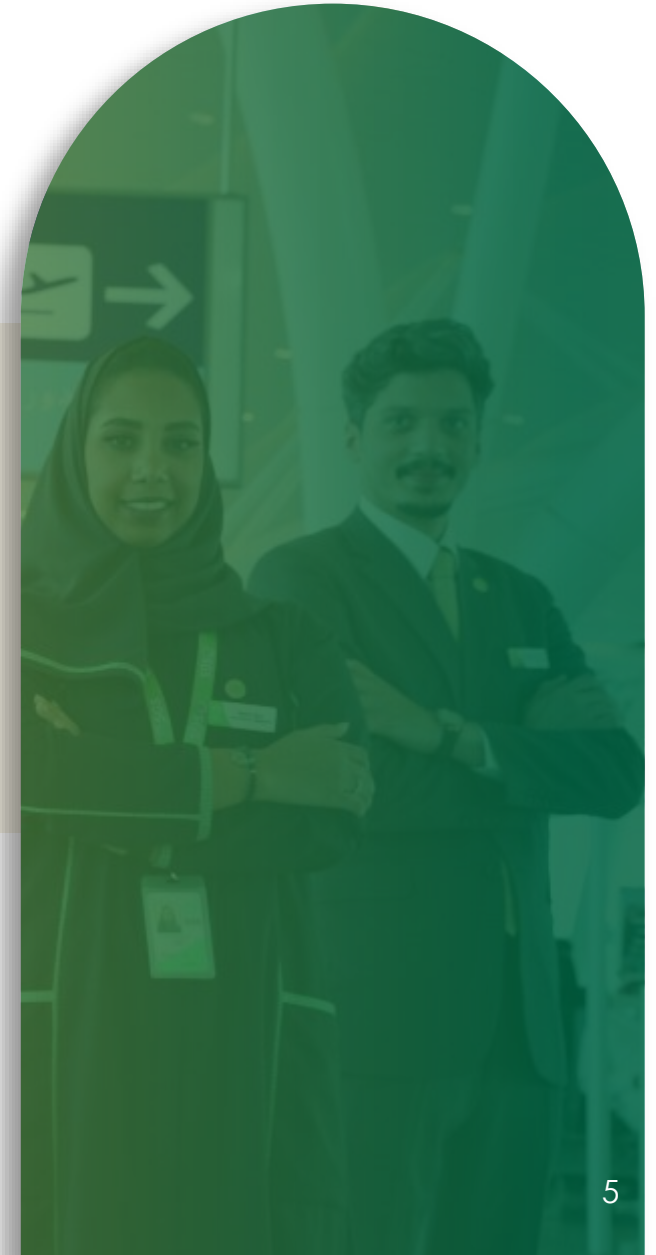
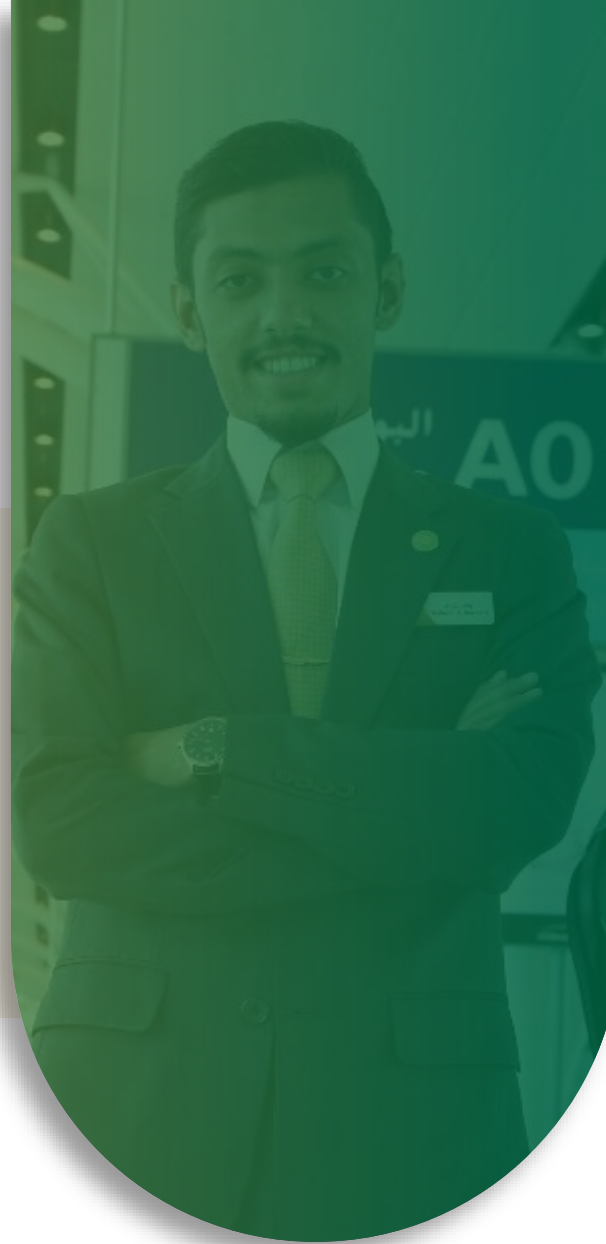


Questions



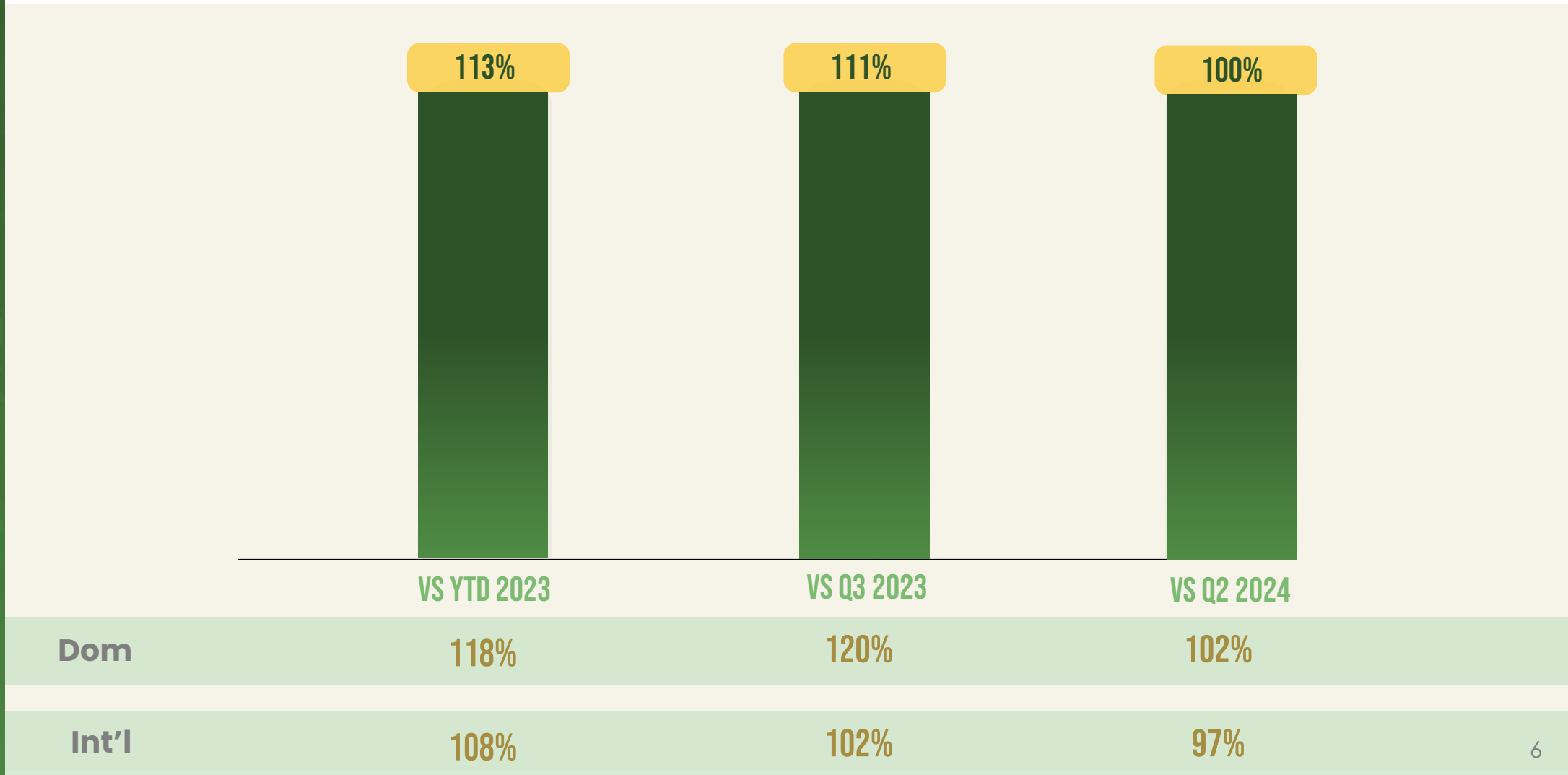


Operational Updates



September 2024 Overall Flights

Flight Level Analysis





Financial Performance YTD September 2024 and Q3 2024



YTD September 2024 – Performance at Glance

Revenue SR 2,008 M YOY: ↑ 9%	Gross Margin 20% YOY: ↑ 15%	EBITDA 18.9% YOY: ↑ 17.2%	Days Sales Outstanding 206 DAYS YOY: ↓ 10%	Current Ratio 2.18 LY: 2.21
Liquidity/Current Liabilities 0.54 LY: 0.59	Liquidity (Cash & Investments) SR 652M YOY: ↓ 7%	Debt 0 M YOY: ↓ 100%	Gearing Ratio (Total Debt/ tangible net-worth) 1.13 LY: 1.20	Market Cap SR 9.7 B (SP 51.9) YOY: ↑ 76%

September 2024 – Statement of Financial Position

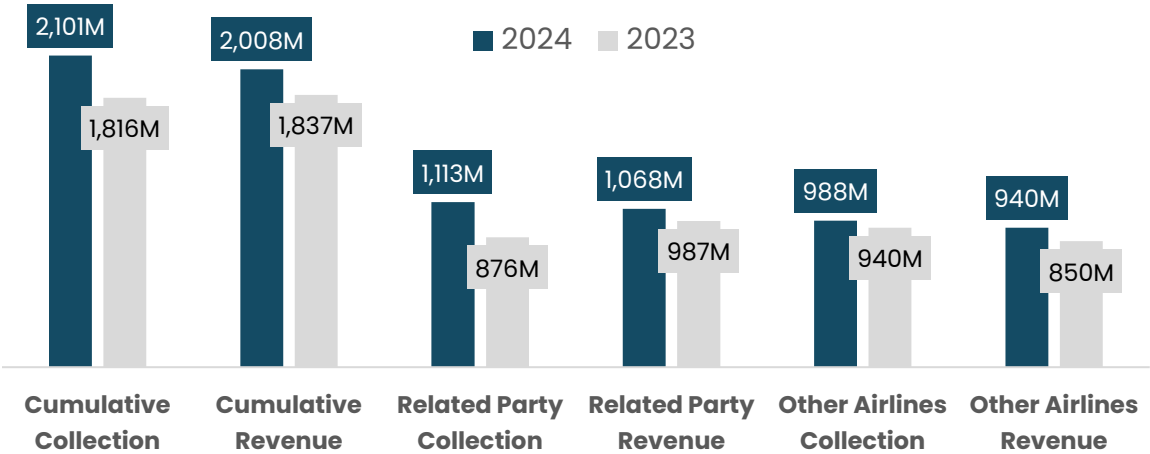
	Note	Sep 2024 (SAR “000”)	Dec 2023 (SAR “000”)	Variance	%
ASSETS					
Property and Equipment	1	538,605	486,568	52,037	11%
Right of Use Assets	2	144,936	224,553	(79,617)	-35%
Goodwill and Intangible Assets		729,245	746,780	(17,535)	-2%
Investment in Joint ventures		115,139	95,705	19,434	20%
Other non-current assets	3	107,085	42,124	64,961	154%
Total Non-current Assets		1,635,010	1,595,730	39,280	2%
Inventories		7,727	4,870	2,857	59%
Trade Receivables	4	1,292,089	1,248,376	43,713	4%
Prepayments and other assets		661,545	678,960	(17,415)	-3%
Investments at FVTPL	5	200,961	124,439	76,522	61%
Short term bank deposits	5	409,000	500,000	(91,000)	-18%
Cash and cash equivalents	5	42,213	79,090	(36,877)	-47%
Total Currents Assets		2,613,535	2,635,735	(22,200)	-1%
Total Assets		4,248,545	4,231,465	17,080	0%
EQUITY & LIABILITIES					
Equity		2,378,529	2,331,492	47,037	2%
Non- Current Liabilities	6	668,670	709,522	(40,852)	-6%
Current Liabilities	6	1,201,346	1,190,451	10,895	1%
Total Equity and Liabilities		4,248,545	4,231,465	17,080	0%

September 2024 – Cash & Cash Equivalent

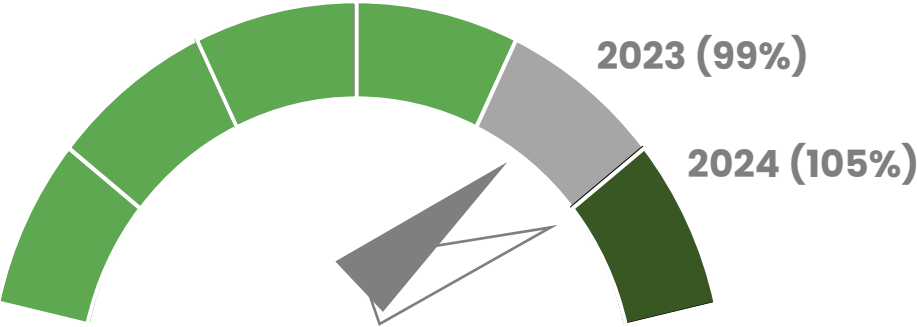
Cashflow analysis	2024 (SAR “000”)	2023 (SAR “000”)
Opening cash and cash equivalent	78,637	864,417
Cashflows from operating activities	400,446	312,470
Cashflows from investing activities	(99,599)	(632,743)
Cashflows from financing activities	(337,271)	(473,175)
Closing cash and cash equivalent	42,213	70,969

September 2024 – Revenue & Collection

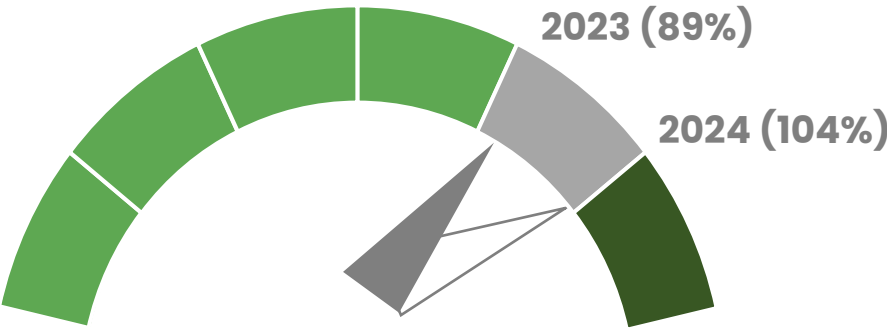
Collection vs Revenue



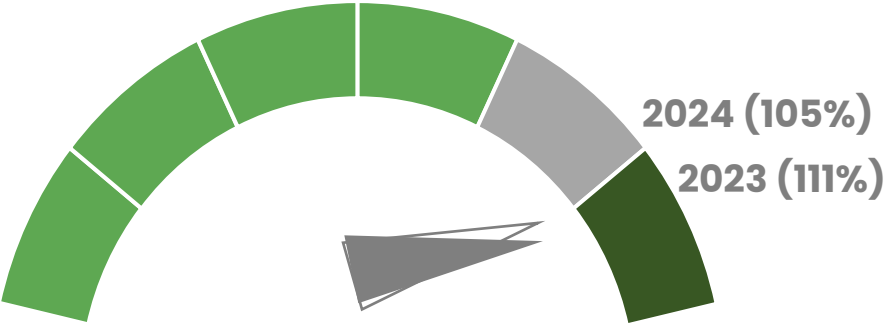
Consolidated Collection as % of Revenue



Related Party Collection as % of revenue



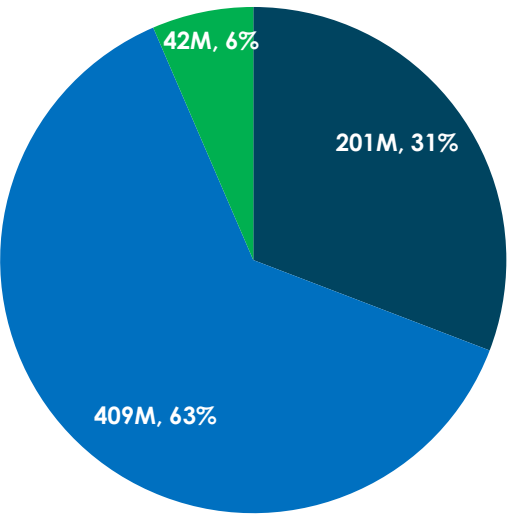
Other Airlines Collection as a % of revenue



September 2024 – Liquidity & Investments

2024

Total Investments & Liquidity:
SAR 652M

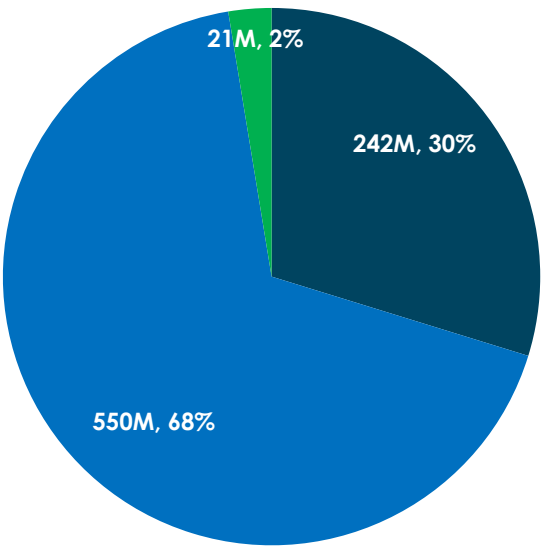


■ Mutual Fund ■ Term deposit ■ Cash

2023

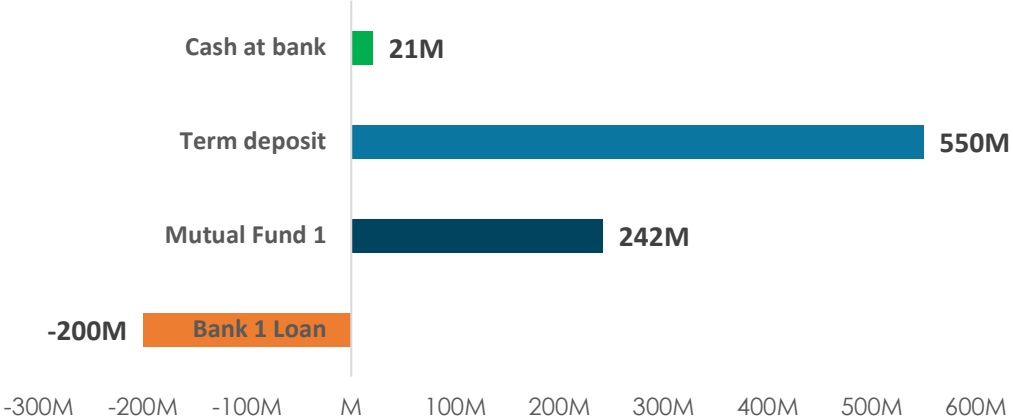
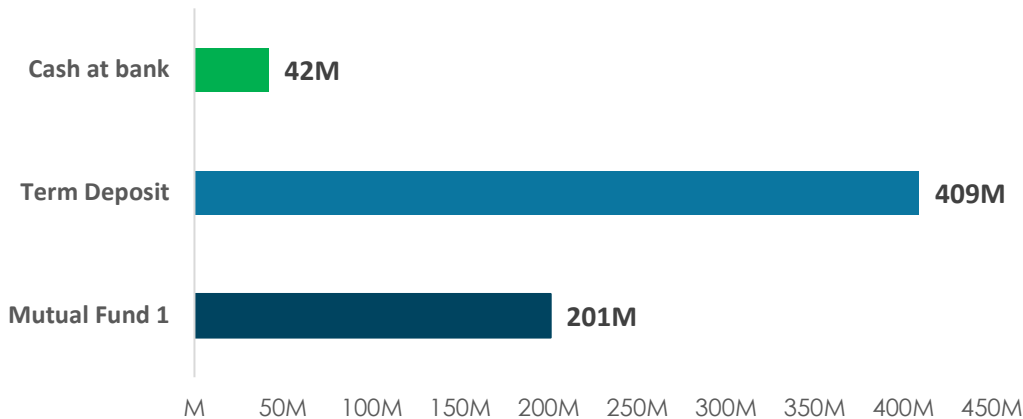
Total Investments & Liquidity:
SAR 813M

Without loan:
SAR 613M



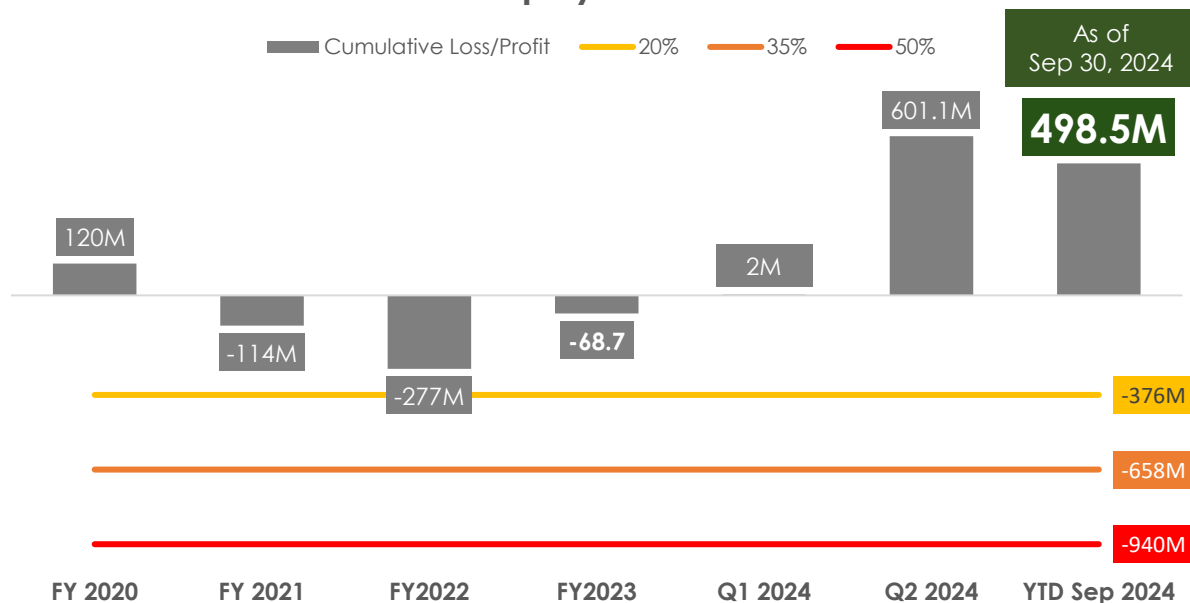
■ Mutual Fund ■ Term deposit ■ Cash

Concentration of Investments

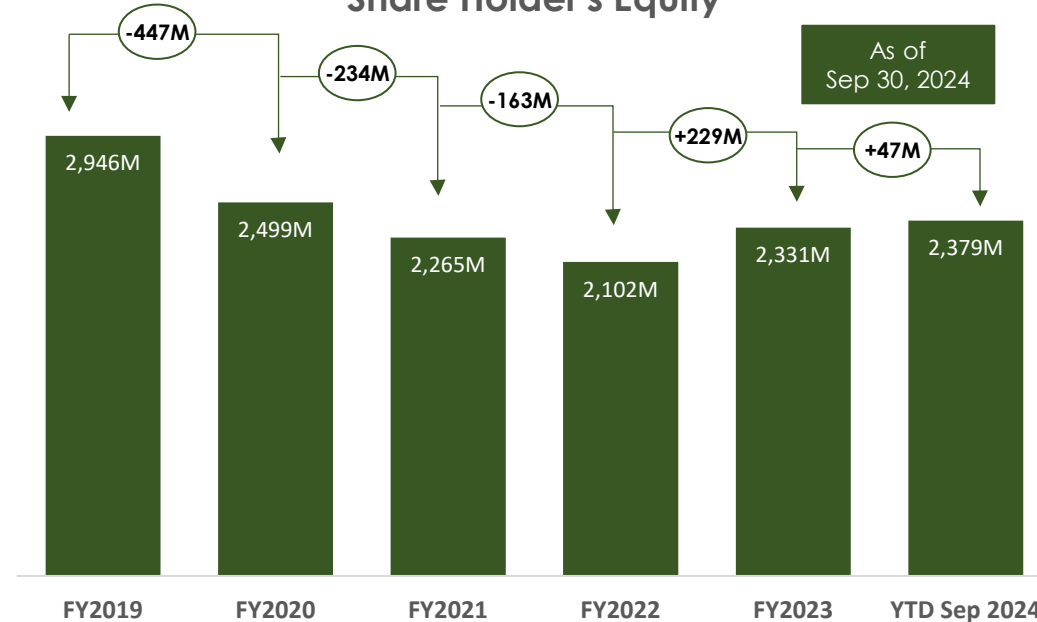


YTD September 2024 – Equity Stress & Share Price

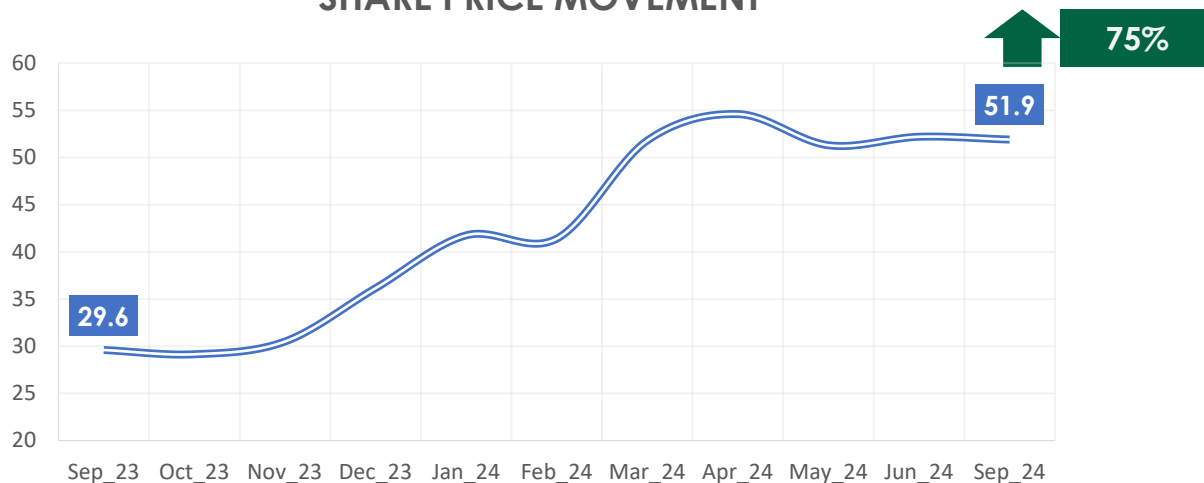
Equity Stress



Share Holder's Equity



SHARE PRICE MOVEMENT



- ✓ The Company distributed dividends of **SAR 188M** during YTD September 2024.
- ✓ The Company transferred statutory reserve of **SAR 520M** to retained earnings during YTD September 2024.
- ✓ The company has reported a cumulative comprehensive income of **SAR 235 million** for YTD September 2024.

Dividend | Dividend Payout – SAR 1.00 Per Share

Financial Highlights at SAR 1.00 Per Share Dividend Payout	
Dividend Yield (Dividend Yield based on Share price as of 28 August 2024) (Based on half year dividend)	1.86%
Dividend Per Share	1.00
Dividend Payout	SAR 188 M
Dividend Payout % To YTD June 2024 Profit	125%



Questions?



Thank You