

مجموعة تداول السعودية
Saudi Tadawul Group

2024

First Half

Financial Results Presentation

With you today



Eng. Khalid Alhussan

Group Chief Executive Officer



Shahrukh Qureshi

Group Chief Financial Officer



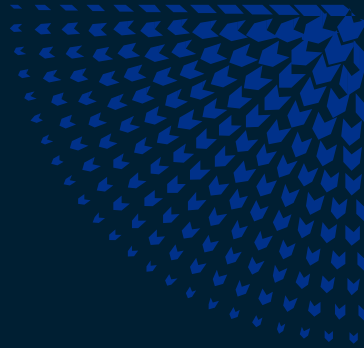
Lee Hodgkinson

Group Chief Strategy Officer



Haitham Al Shathri

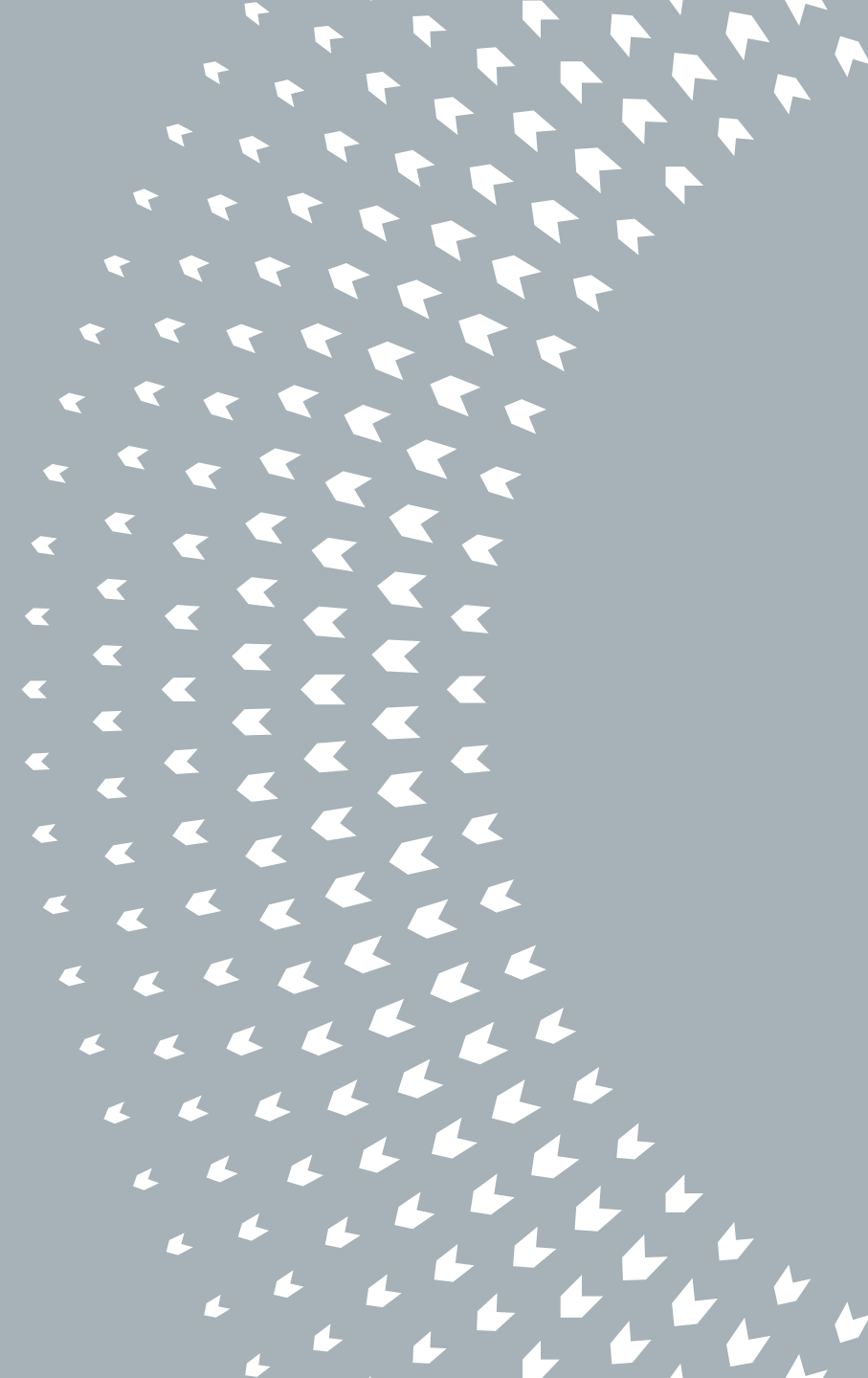
Group Investor Relations Head





Key Highlights

Review





Continued market expansion and sustained investor confidence

(As of 30 June 2024)

Market Capitalization

Main Market & Nomu - Parallel Market

10,111	2,696.3	(7.81%)	▼
(SAR Billion)	(USD Billion)	Y-o-Y	

Approved Applications / Listings

Main Market & Nomu - Parallel Market

8⁽⁶⁾	15
(Main Market)	(Nomu - Parallel Market)

Offered Products

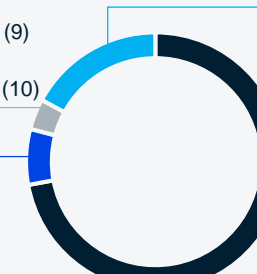
All Markets

Derivatives

Single Stock Options (9)
 Index Futures (1)
 Single Stock Futures (10)

Listed Funds

REITs (19)
 CEFs (2)
 ETFs (9)



Sukuk & Bonds
 Governments (66)
 Corporate (4)

Listed Companies
 Main Market (220)
 Nomu - Parallel Market (91)

Total Value Traded

Main Market & Nomu - Parallel Market

1,029.4	274.5	72.02%	▲
(SAR Billion)	(USD Billion)	Y-o-Y	

New Listings⁽¹⁾

Main Market & Nomu - Parallel Market

4	13	6
(Main Market)	(Nomu - Parallel Market)	Debt instruments

Average Daily Traded Value "ADTV"

Main Market & Nomu - Parallel Market

8.7	2.3	72.02%	▲
(SAR Billion)	(USD Billion)	Y-o-Y	

Stock Market Ownership by Institutions⁽²⁾

Main Market

95.49%	86.73%
(of Issued Shares)	(of Free Float)

Total Number of Portfolios⁽⁴⁾

In Stock Market - As End of Q2 2024

45,730	12,423,639
(Institutions)	(Individuals)

Capital Raised Through IPOs

Main Market & Nomu - Parallel Market

8.1	2.2	145.64%	▲
(SAR Billion)	(USD Billion)	Y-o-Y	

Stock Market Ownership by Foreign⁽³⁾

Main Market

4.05%	10.96%
(of Issued Shares)	(of Free Float)

Total Number of Investors⁽⁵⁾

In Stock Market - As End of Q2 2024

15,023	1,651,891	4,817,650
(Institutions)	(Female)	(Male)

⁽¹⁾ Including REITs, Funds and Direct Listing

⁽²⁾ Institutions: Refers to investors with institutional behavior including GREs, Saudi Corporates, Saudi Mutual Funds, Saudi and Non-Saudi DPMs, Saudi Individual Professional Investors (IPI), SWAP Holders, Foreign Strategic Partners and Qualified Foreign Investors (QFI).

⁽³⁾ Foreign: Refers to SWAP Holders, Foreign Residents & Others, Qualified Foreign Investors (QFI), Foreign DPMs and Strategic Investors.

⁽⁴⁾ Excluding closed portfolios

⁽⁵⁾ Excluding non-deposited Certificates holders

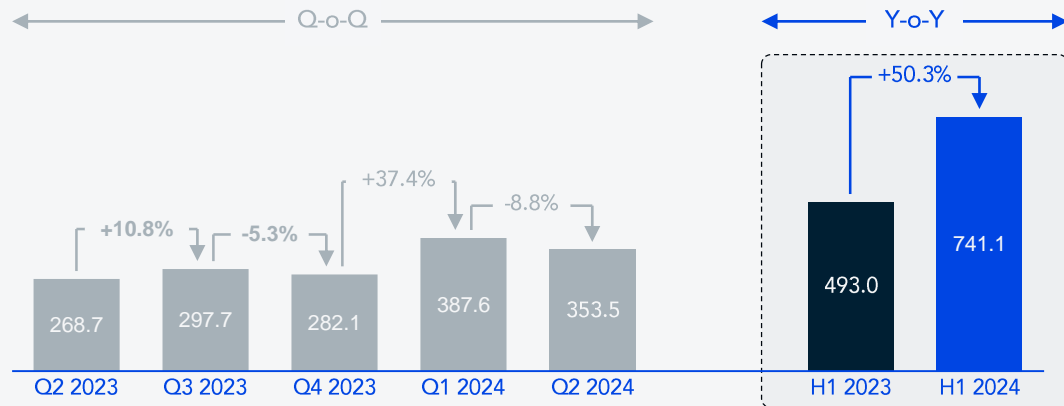
⁽⁶⁾ Includes funds



Key Financial Performance Indicators

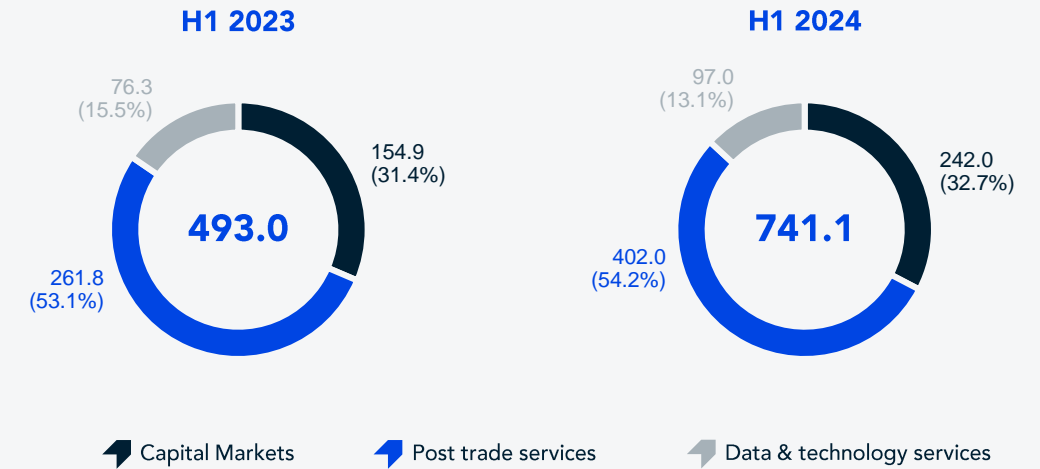
Operating Revenues Quarterly Evolution

(SAR Million)



Operating Revenue Segmental Snapshot

(SAR Million)



Operating Revenues

741.1 (SAR Million) 197.6 (USD Million) 50.3% Y-o-Y

EBITDA Margin

51.1% 25.4% Y-o-Y

Free Cash Flow

339.8 (SAR Million) 90.6 (USD Million) 2.3% Y-o-Y

Net Income After Zakat⁽¹⁾

365.4 (SAR Million) 97.4 (USD Million) 86.4% Y-o-Y

EBITDA

378.7 (SAR Million) 101.0 (USD Million) 88.5% Y-o-Y

Earnings Per Share⁽²⁾

3.04 (SAR) 0.81 (USD) 86.4% Y-o-Y

⁽¹⁾ Net Income after Zakat - Attributable to equity holders of the parent.

⁽²⁾ Earnings per Share: Net income attributable to equity holders of the parent / Number of Shares

Acquisition of a Strategic Stake in DME

STG to become joint largest shareholder alongside CME with a 32.6% shareholding

Transaction highlights

On 26 June STG closed the transaction which saw it acquire a 32.6% stake in Dubai Mercantile Exchange ("DME"), becoming the joint largest shareholder alongside CME.

CapDME is supported by world class regional and industry shareholders, including CME, OIA and Tatweer (Dubai Holding), alongside a range of leading market participants

DME is the 6th largest international commodities exchange and operates the 3rd largest crude oil benchmark, DME Oman, through which >200m barrels were delivered in 2023 and ~113 m in the first half of 2024

DME will be rebranded to Gulf Mercantile Exchanges, reflected the evolution of the business to a regional player with global relevance

Transaction Impact on STG

Impact for STG



Investment accounted for using equity accounting method



Transaction includes the ability for STG to assume majority control after year 4



No impact on EBITDA; initial impact on earnings not significant



The Group has financed the transaction through Shariah compliant borrowing

Key benefits for STG



Provides a platform for entry into the commodities market



Aligned with STG's growth strategy and ambitions as part of Vision 2030



Contributes to diversification of revenue in line with the strategic plan



Partnership to unlock further opportunities in the metals, mining, and agricultural commodity markets

The Capital Markets Forum Hong Kong

Powering Connection

Objectives

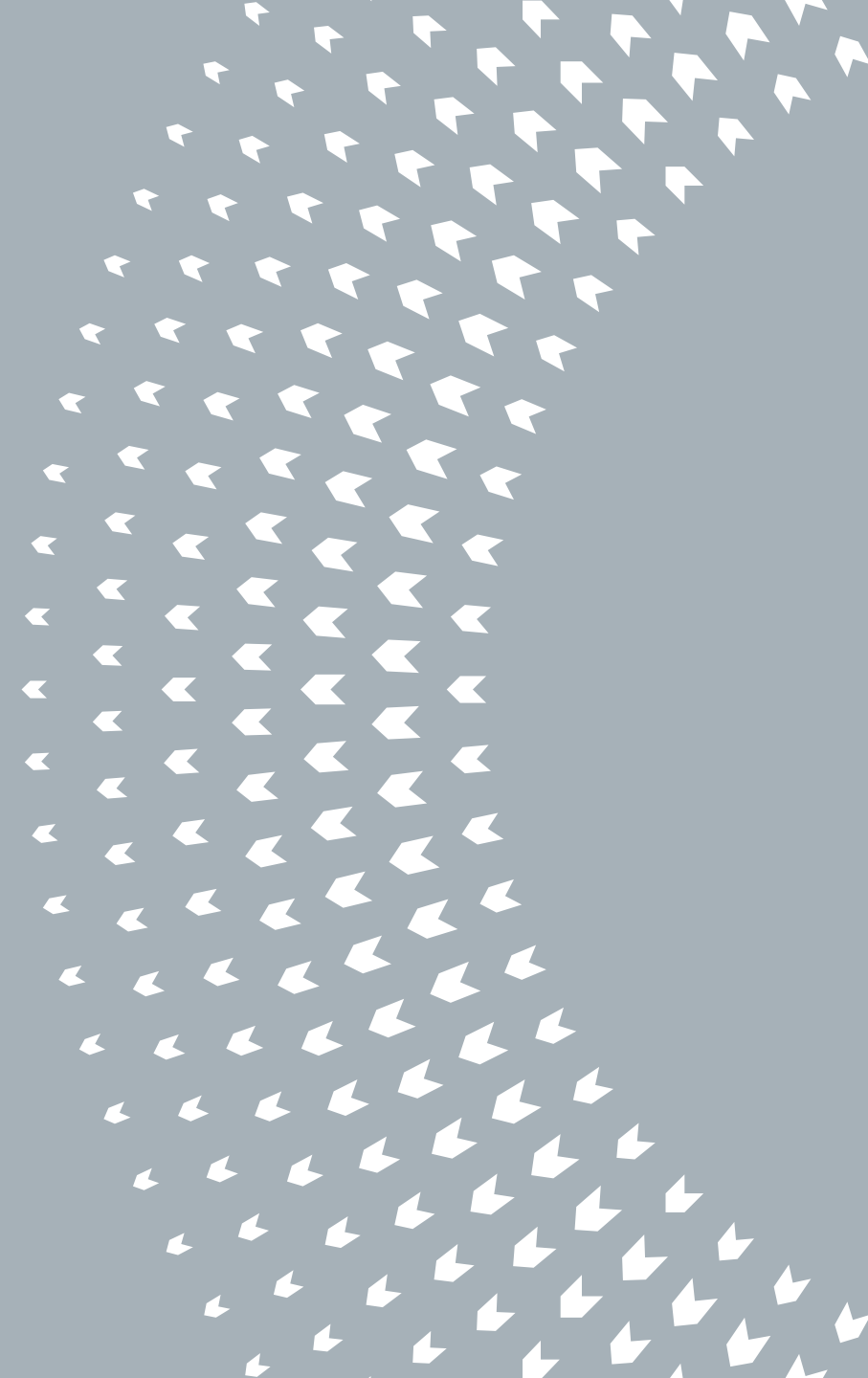
- ➔ Raise awareness of synergies between international markets and Saudi, starting with Hong Kong, spotlighting mutually beneficial opportunities for collaboration.
- ➔ Build recognition of Saudi Tadawul Group as an emerging markets leader.
- ➔ Position the Group as a thought leader, providing the opportunity to share insights on global and Saudi financial markets.
- ➔ Encourage collaboration between international financial industry leaders, with the first edition uniting pioneers from Hong Kong and Saudi Arabia.

CMF
CAPITAL MARKETS FORUM
HONG KONG 2024
BY SAUDI TADAWUL GROUP





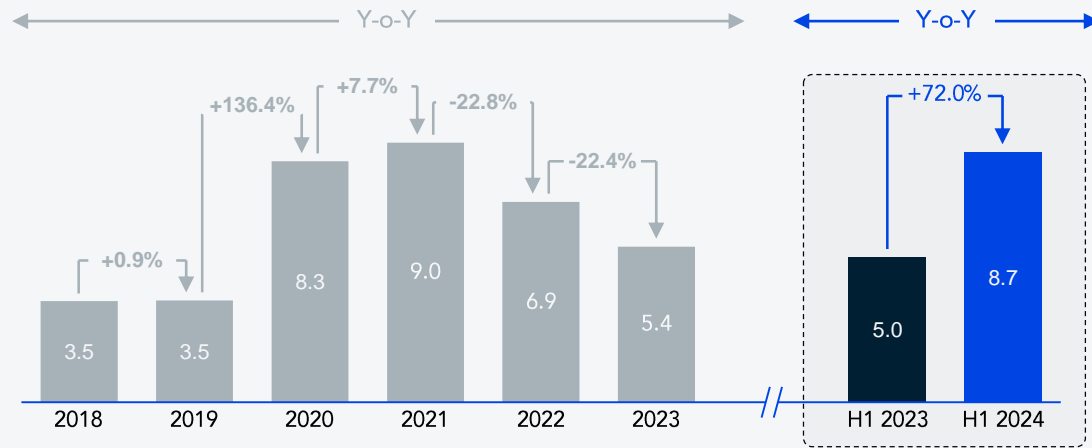
Financial Performance Review



The market has shown remarkable resilience despite high interest rates, highlighted by a significant increase in trading values and active investor engagement

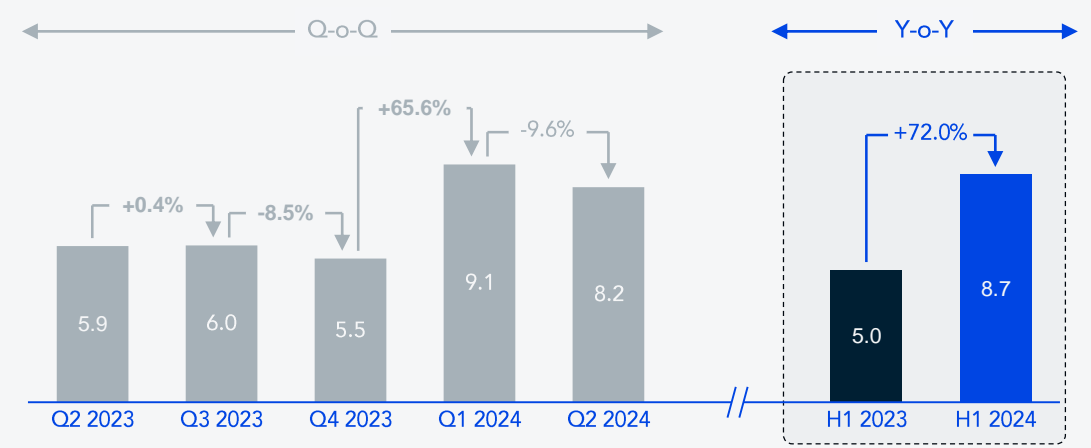
ADTV Yearly Evolution

(Main Market & Nomu - Parallel Market –SAR Billion)



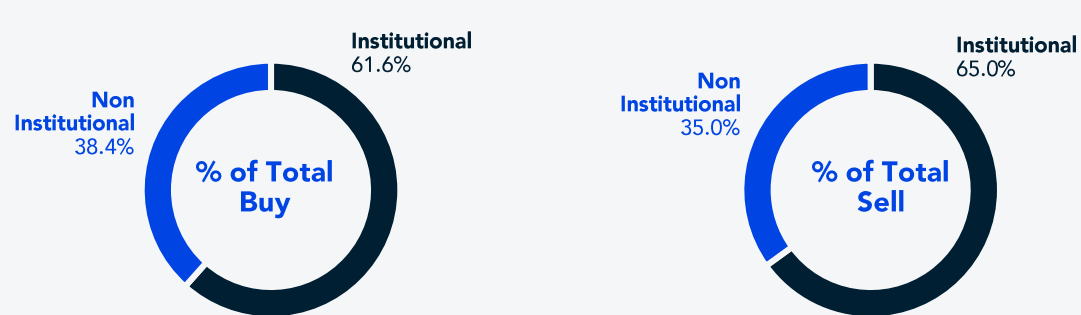
ADTV Quarterly Evolution

(Main Market & Nomu - Parallel Market –SAR Billion)



Value Traded Breakdown - By Investor Classification⁽¹⁾

(Main Market)



Value Traded Breakdown - By Investor Classification⁽¹⁾

(Nomu - Parallel Market)



⁽¹⁾ Institutions: Refers to investors with institutional behavior including GREs, Saudi Corporates, Saudi Mutual Funds, Saudi and Non-Saudi DPMS, Saudi Individual Professional Investors (IPI), SWAP Holders, Foreign Strategic Partners and Qualified Foreign Investors (QFI).

Substantial growth in ADTV and non-ADTV revenue, reflecting progress in our diversification strategy and the market's robust expansion

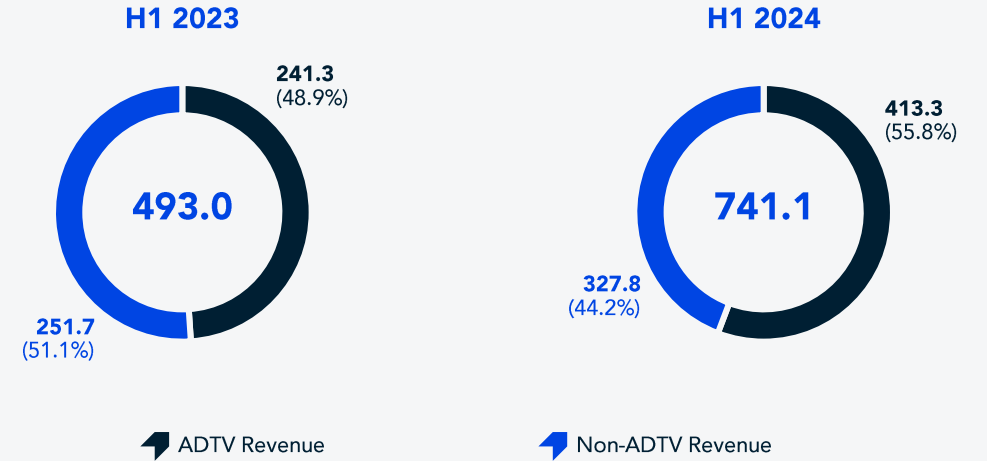
Overview of Operating and Segmental Revenue

(SAR Million)

		H1 2023	Y-o-Y	H1 2024
H1 2024	Capital Market Segment			
	Segment Revenue	154.9	56.2%	242.0
	Trading Services	109.3	70.7%	186.6
	Listing Services	44.1	18.5%	52.3
	Derivatives Market	0.7	8.3%	0.7
Membership Fees	0.8	191.8%	2.4	
H1 2024	Post Trade Services Segment			
	Segment Revenue	261.8	53.6%	402.0
	Post Trade Services	231.0	49.7%	345.8
	Derivatives Market	0.1	35.6%	0.1
	Membership Fees	1.0	-0.2%	1.0
Treasury income from clearing business, net	29.7	85.3%	55.1	
H1 2024	Data & Technology Services Segment			
	Segment Revenue	76.3	27.2%	97.0
	Market Information	55.2	1.9%	56.2
	Direct FN	11.5	140.4%	27.7
	Co-Location & Liqaa Services	9.5	37.2%	13.1

ADTV vs. Non-ADTV Revenue Snapshot

(SAR Million)

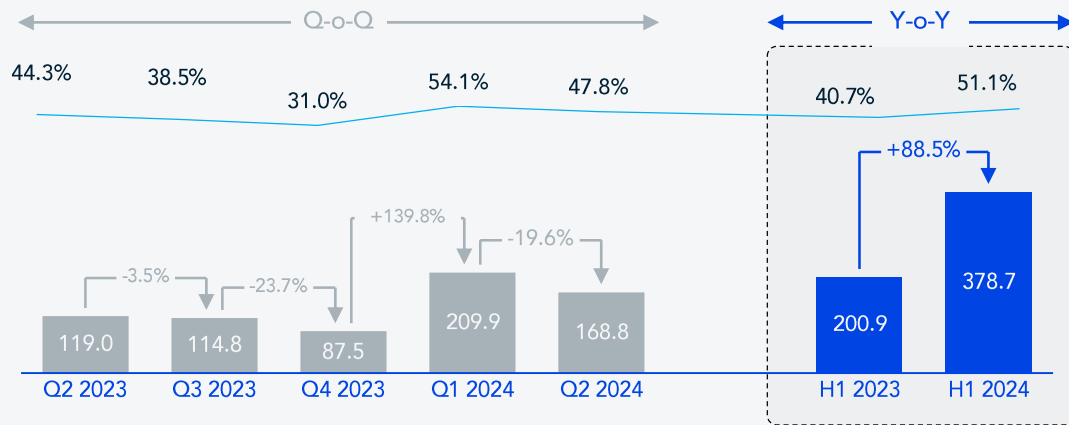


	H1 2023	Y-o-Y	H1 2024
ADTV Revenue	241.3	71.3%	413.3
Non-ADTV Revenue	251.7	30.2%	327.8

Net Income After Zakat reached SAR 365.4m with a 49% margin in H1 2024, compared to SAR 196.0m with a 40% margin in H1 2023

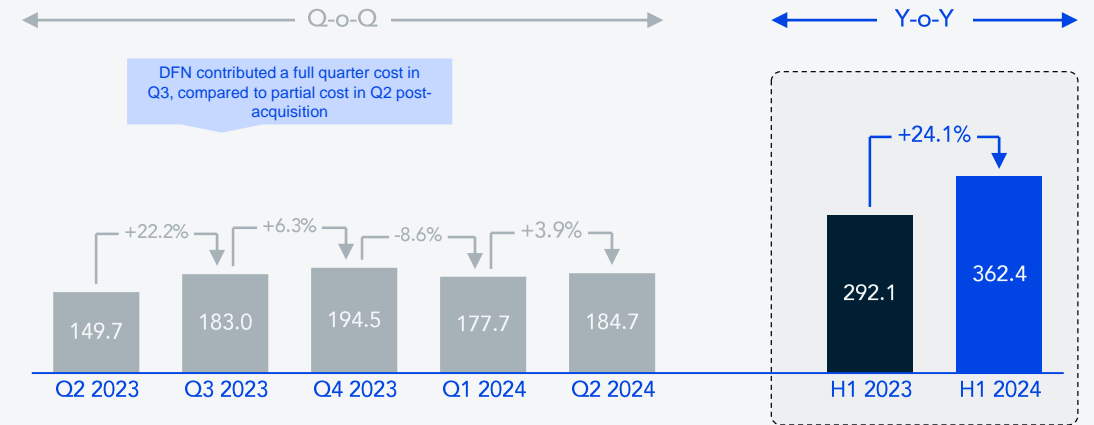
EBITDA & EBITDA Margin

(SAR Million)



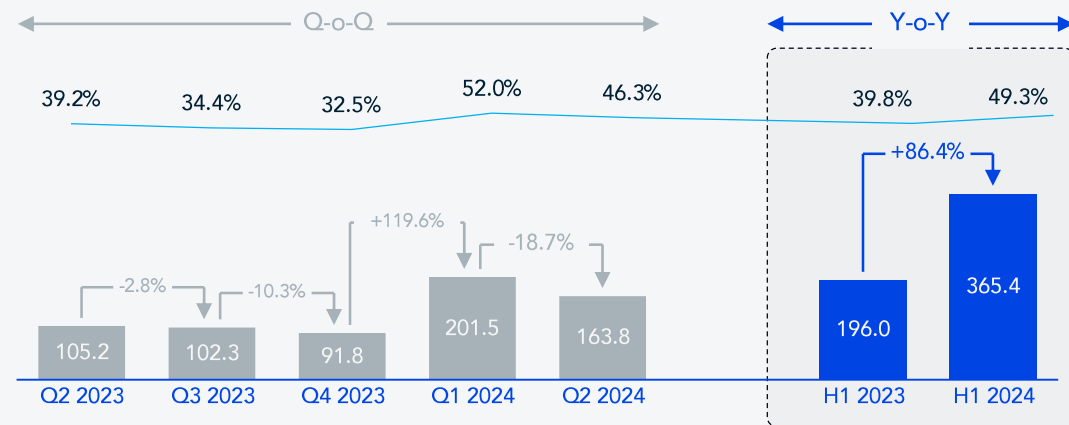
Operating Expenditures excl. D&A

(SAR Million)

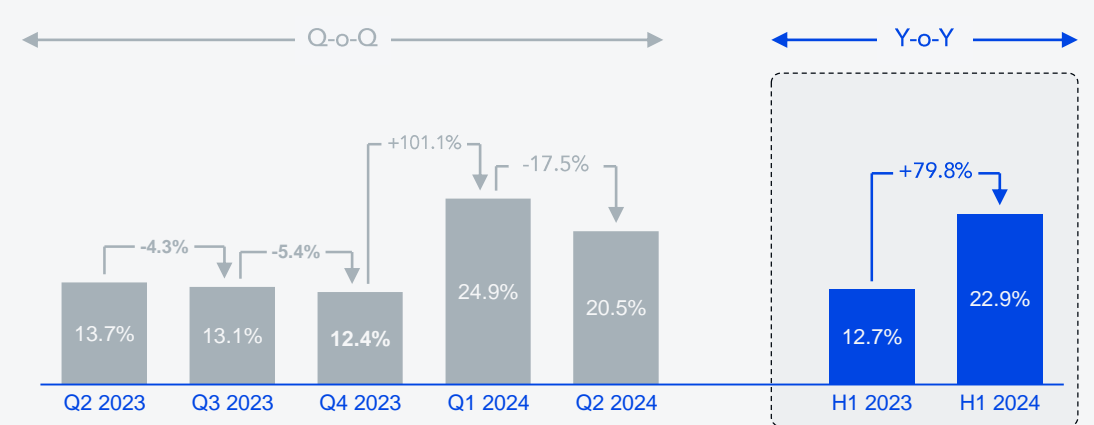


Net Profit After Zakat & Margin⁽¹⁾

(SAR Million)



Return on Average Equity⁽¹⁾

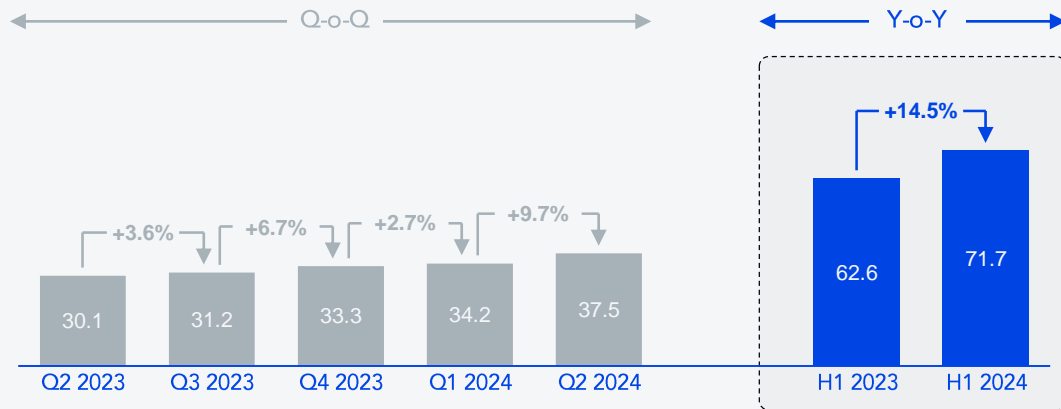


⁽¹⁾ Attributable to equity holders of the parent.

Investment income increased by 14.5% YoY, driven by higher market interest rates

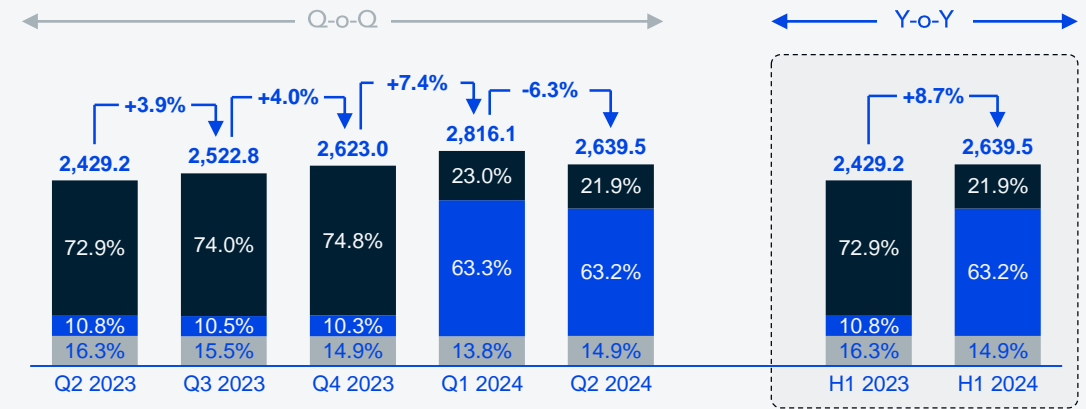
Investment Income on Investment Portfolio

(SAR Million)



Investment Portfolio Size

(SAR Million)



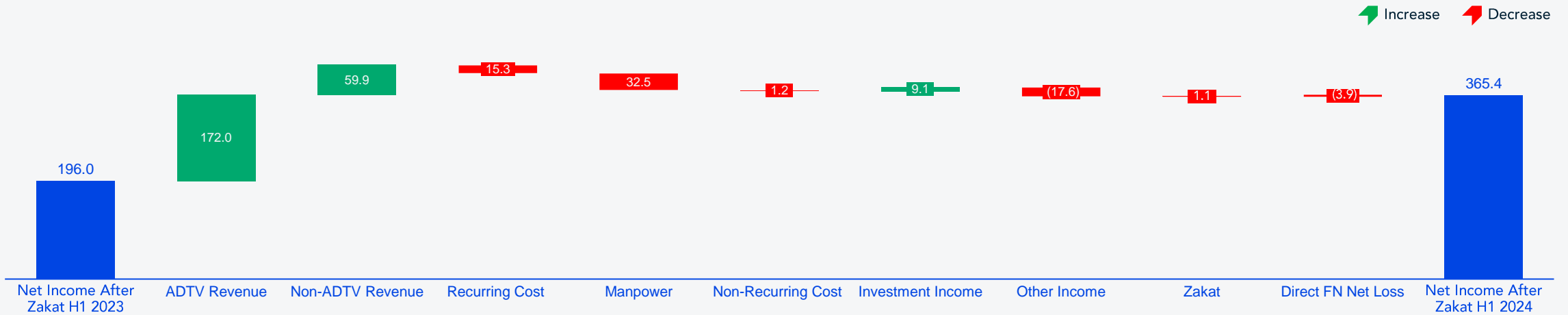
Time deposit Money Market Funds Other

Investment Portfolio Size	(SAR Million)	(USD Million)	Y-o-Y
Money Market Funds	1,668.9	445.0	535.9% ▲
Time deposit	578.0	154.1	67.4% ▼
Others (Fixed Income & Real Estate)	392.6	104.7	0.8% ▼

Increased trading and non-trading revenues have boosted net income, paired with a strong cash flow conversion rate of 90%

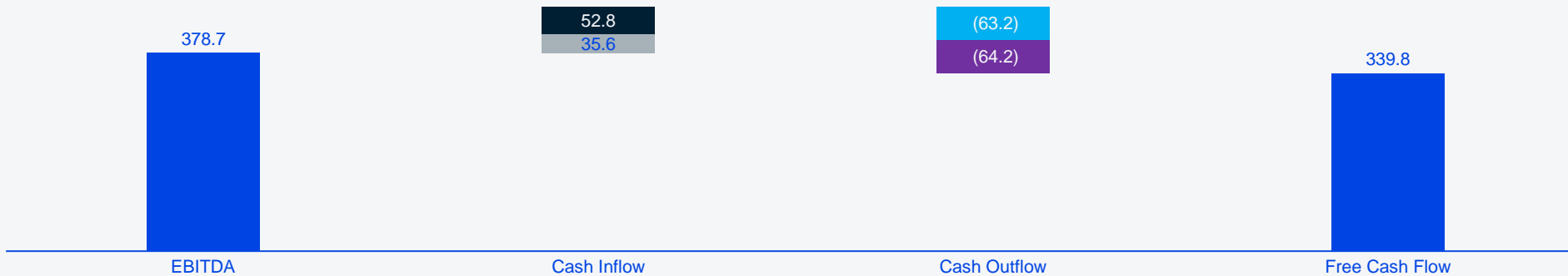
Net Profit After Zakat Movement

(SAR Million)



Free Cash Flow Waterfall

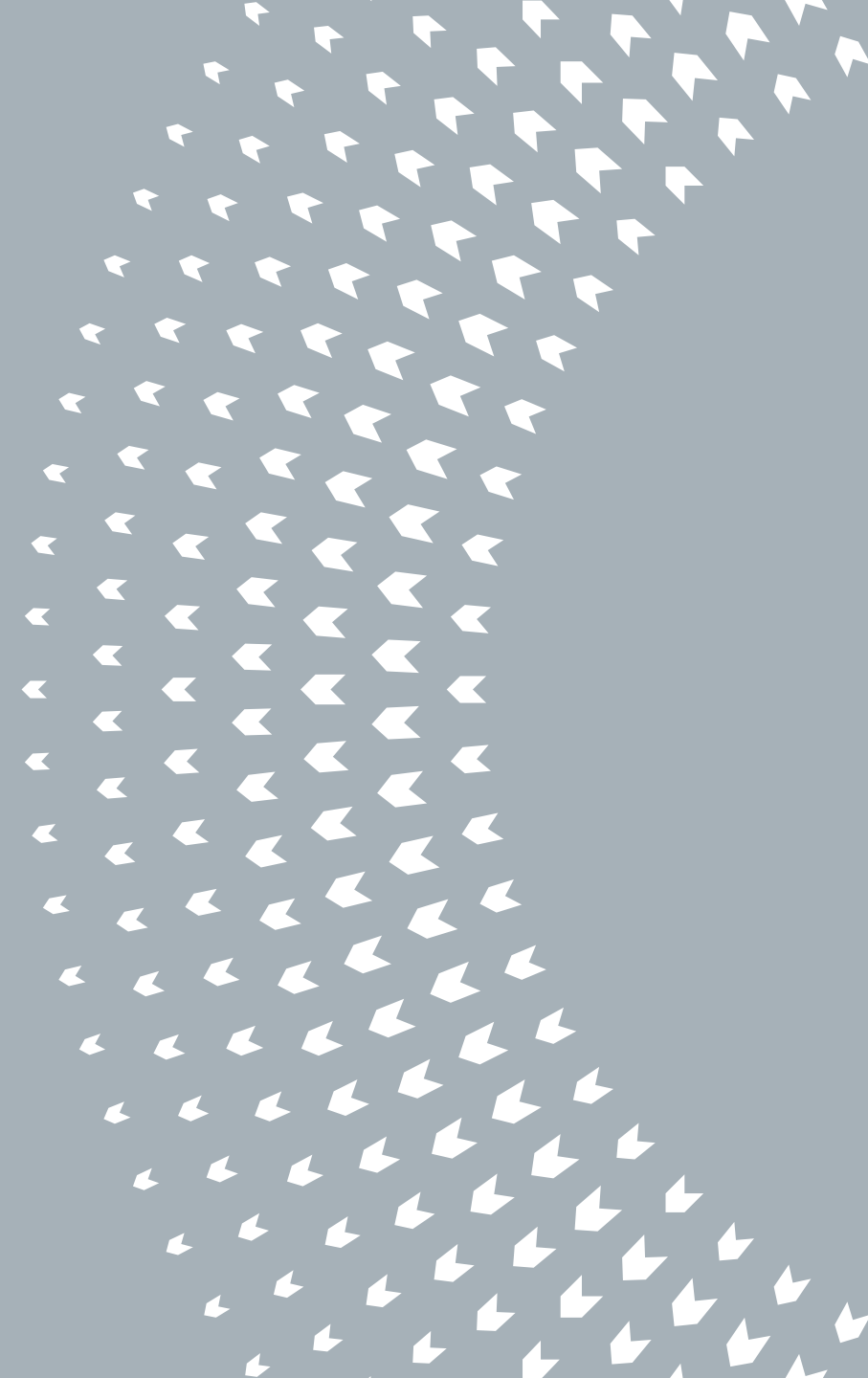
(SAR Million)



↗ Investment and Other Income
 ↘ Capital Expenditure
 ↔ Change in Net Working Capital
 ↘ Zakat

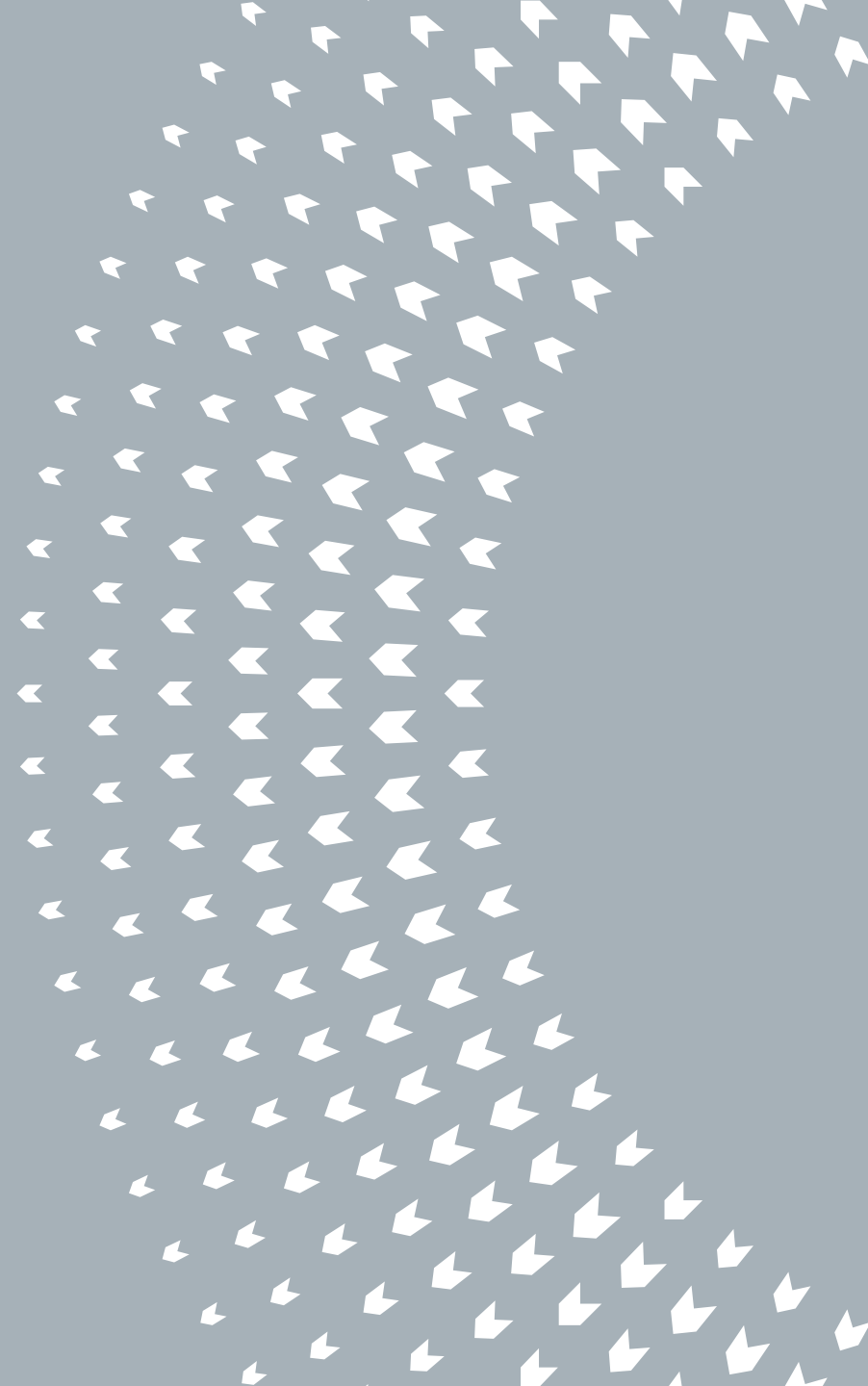


Q&A





Appendix





Our Strategy Framework



Our Aspiration

We have big aims to get Saudi Arabia among the top three largest stock markets on the planet, fostering the development of a diverse Saudi capital market, and a bridge between global investors and regional economies

Strategic Goals



Strategic Pillars

Equity & Capital Formation	Global Debt Hub	Global Commodities	Derivatives & OTC	Global Securities Services	Data & Analytics Offering	Global Unique IP
Facilitate listings and issuer services to domestic and international issuers	The venue of choice for domestic issuers	A global source of MENA commodities valuation	MENA's leading listed derivatives market	Internationalize business	MENA's data hub for local and global market participants	MENA's leading and globally relevant index brand
Enhance market liquidity	A global sukuk / Islamic finance center	Globally relevant venue for commodities trading	Capture domestic OTC derivatives, flows	Expand domestic post-trade offerings		
Nurture SMEs by facilitating capital markets access	Attract International FI issuers	Globally relevant venue in sustainability comm. & carbon markets	MENA's service provider of choice for OTC Clearing	A global custodian of choice for geo. relevant investors	Unlock the full potential of Information, data and analytics	Develop and acquire unique index IP to solidify leadership across MENA

Strategic Enablers



Our Sustainability Framework



Continuously elevate the sophistication of the Saudi capital market

Invest in and develop the infrastructure required for world-class sophisticated market



Lead the market towards ESG adoption and disclosure

Accelerate our efforts to encourage the widespread adoption of sustainability management and ESG disclosures



Promote integrity

Continue to govern the Group with achieving best practices through compliance and governance standards



Address climate change and foster a circular carbon economy

Achieving a Net Zero and creating the market infrastructure for a circular carbon economy



Become a global hub for debt-related sustainable finance

Aim to enhance the Group's debt capital market offering and global attractiveness by advocating and supporting sustainable finance issuance



Support the talent that drives market progress

Be a leading advocate and performer in gender equality in the region and intensify ESG-focused trainings to drive markets towards a more sustainable future



Key Financials Snapshot

Balance Sheet Snapshot

(SAR Thousands)

	H1 2023	Y-o-Y	H1 2024
Total Assets	7,753,059.2	17.9%	9,140,926.8
Total Liabilities	4,769,745.1	23.9%	5,909,226.7
Total Shareholders' Equity <i>(Excluding Minority Interest)</i>	2,983,314.1	8.3%	3,231,700.2
Total Liabilities and Shareholders Equity	7,753,059.2	17.9%	9,140,926.8

Income Statement Snapshot

(SAR Thousands)

	H1 2023	Y-o-Y	H1 2024
Total Revenue (Sales/Operating)	493,003.8	50.3%	741,092.0
Net Profit before Zakat and Tax	226,322.5	72.7%	390,760.0
Zakat	29,643.5	3.2%	30,582.0
Net Profit after Zakat and Tax	196,008.6	86.4%	365,352.4
Total Comprehensive Income	196,008.6	85.0%	362,610.3
Profit per Share	1.63	86.4%	3.04

Cash Flows Snapshot

(SAR Thousands)

	H1 2023	Y-o-Y	H1 2024
Net Cash Flow From Operating Activities	274,914.8	22.9%	338,000.3
Net Cash Flow From Investing Activities	(67,895.6)	2108.6%	(1,499,529.7)
Net Cash Flow From Financing Activities	(330,365.9)	-51.0%	(161,892.3)
Cash and Cash Equivalents, Beginning of the period	2,118,826.1	-3.2%	2,050,614.1
Cash and Cash Equivalents, end of the period	1,995,479.4	-63.6%	727,192.4

Key Metrics

	H1 2023	Y-o-Y	H1 2024
ROaE <i>Attributable to Equity holders of the Parent</i>	12.7%	79.8%	22.9%
ROaA <i>Attributable to Equity holders of the Parent</i>	10.2%	-15.7%	8.6%



Disclaimer About This Presentation

All information included in this document is has been prepared solely to be used to present general information and financial results of Saudi Tadawul Group Holding Company (the “Group”). By attending the earnings call meeting or accessing this presentation, you agree to be bound by the following limitations:

All information included in this document is for general use only and has not been independently verified, nor does it constitute or form part of any invitation or inducement to engage in any investment activity, nor does it constitute an offer or invitation or recommendation to buy or subscribe for any securities in the Kingdom of Saudi Arabia, or an offer or invitation or recommendation in respect of buying, holding or selling any securities of the “Group”.

The “Group” does not provide any warranty, express or implied, is made, and no reliance should be placed by any person or any legal entity for any purpose on the information and opinions contained in this document, or its fairness, accuracy, completeness or correctness.

All the information on this Earning Presentation is subject to change, update, revision, verification and amendment and such information may change materially without any prior notice by the “Group”. The “Group” is under no obligation to update the current information contained on this Earning Presentation and any opinions expressed in it is subject to change without any prior notice by the “Group”.

This presentation may include statements that are, or may be deemed to be, “forward-looking statements” with respect to the Company’s financial position, results of operations and business. Information on the Company’s plans, intentions, expectations, assumptions, goals and beliefs are for general update only and do not constitute or form part of any invitation or inducement to engage in any investment activity, nor does it constitute an offer or invitation or recommendation to buy or subscribe for any securities in any jurisdiction, or an offer or invitation or recommendation in respect of buying, holding or selling any securities of the “Group”.

مجموعة تداول السعودية
Saudi Tadawul Group

Thank you ...



Saudi Tadawul Group

Tel: +966 (0) 11 218 9299

Email: investorrelations@tadawulgroup.sa

P.O. Box 12211-3388

Address: 6897 King Fahd Road – Al Ulaya, Riyadh

Kingdom of Saudi Arabia

www.tadawulgroup.sa