

باتك batic

باتك للإستثمار والأعمال اللوجستية
Batic Investments & Logistics Company

BATIC Group

Investor Presentation

Q2 2022



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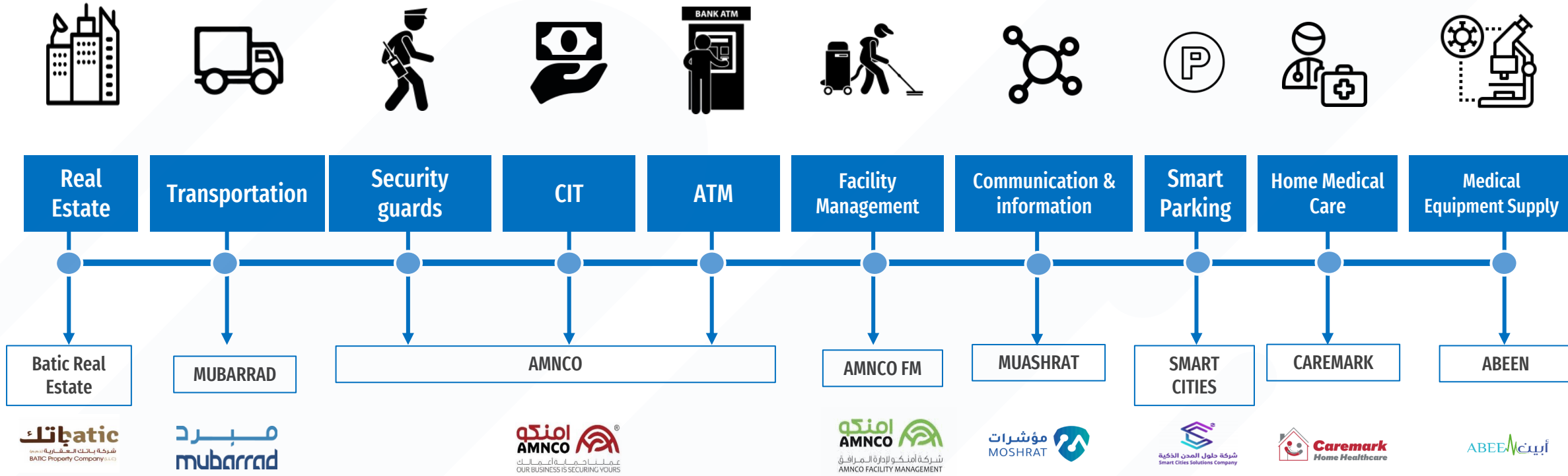
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Commercial Segments

01-GROUP OVERVIEW



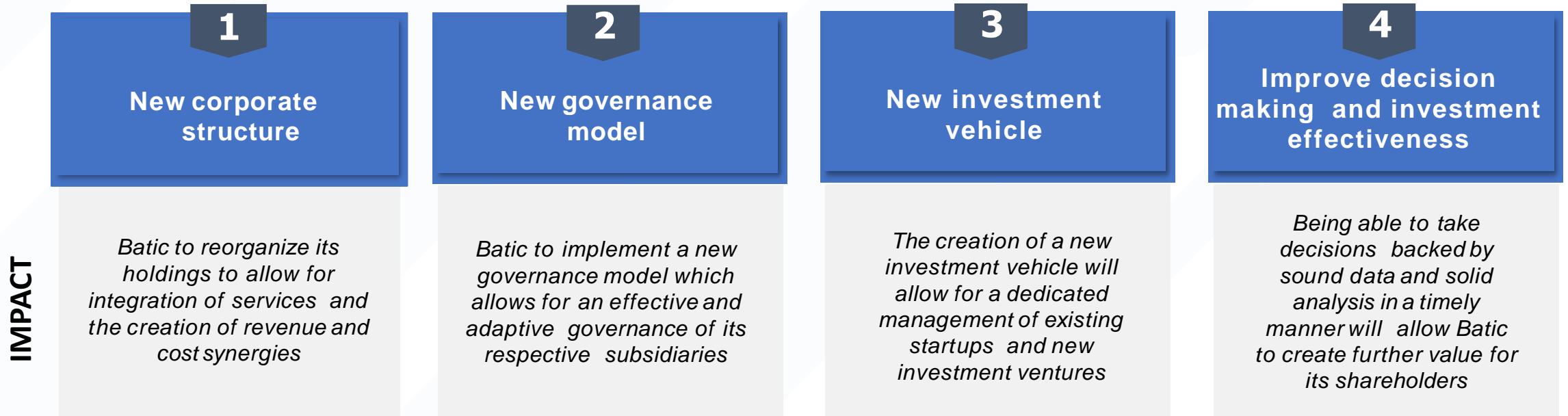
Strategy Reformulation

Prepare, Shift, & Impact

As part of the overall strategy of the group, the company is undergoing a major transformation by means of restructuring and reprioritizing its core strategic objectives; including all the subsidiaries. This exercise is expected to excel the operations and improve business deals.

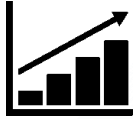
A major factor that Batic is considering is the size, which is relevant to the optimization required in such organization. Given the multiple sectors Batic operates in, synergy is also considered as a quick win, in order to shift the company, from being a standalone subsidiary, to being a cornerstone contributing to the value proposition the group strongly believes in. Thus, we see a promising outcome to the changes coming up soon, which will have a positive impact internally, on a group level, and externally, on a sector (national) level.

Key Phases



Strategy Prioritization

Delivering growth, improving returns, and enhancing business experience



Deliver growth from areas of strength

- 1 **Accelerate growth**
 - Invest in current fast-growing sectors/subsidiaries

With that value creating and service bundles development will be faster and manageable for more profitability
- 2 **Value Creation on multiple levels**
 - Transferring all Real Estate assets to Batic Real Estate Co. to build value of the cash generating assets and plan for a long-term portfolio
- 3 **Establish the investment arm to diversify investments, and to penetrate new markets**



Turnaround of low-return businesses

- 4 **Turn around ATM and CIT businesses**
- 5 **Improve capital efficiency; redeploy capital into higher return businesses**
- 6 **Create demand for growing investments in technology through efficiency gains**



Build businesses for the future that puts the customer at the centre

- 7 **Enhance customer centricity and customer service through investments in manpower and technology**
 - Invest in digital capabilities to deliver improved customer services
 - Expand the reach of subsidiaries, including mergers, acquisitions, and partnerships
 - Improve the service level standards

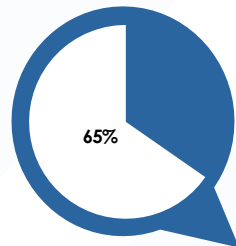


Empower our people

- 8 **Simplify the organization's structure, and invest in future needed skills**

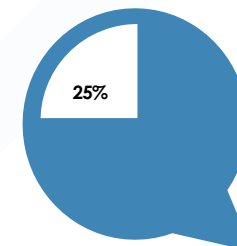
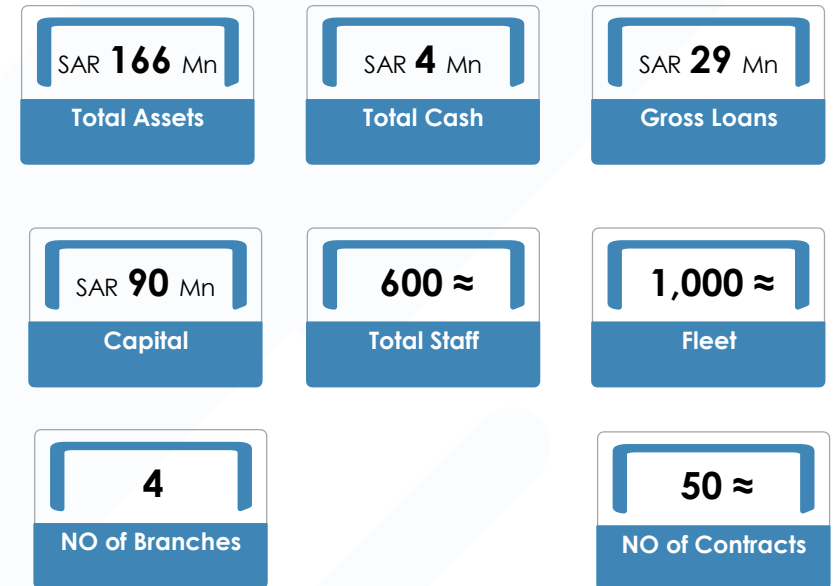
BATIC Group at Glance

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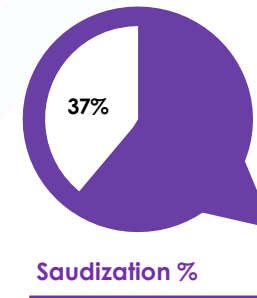
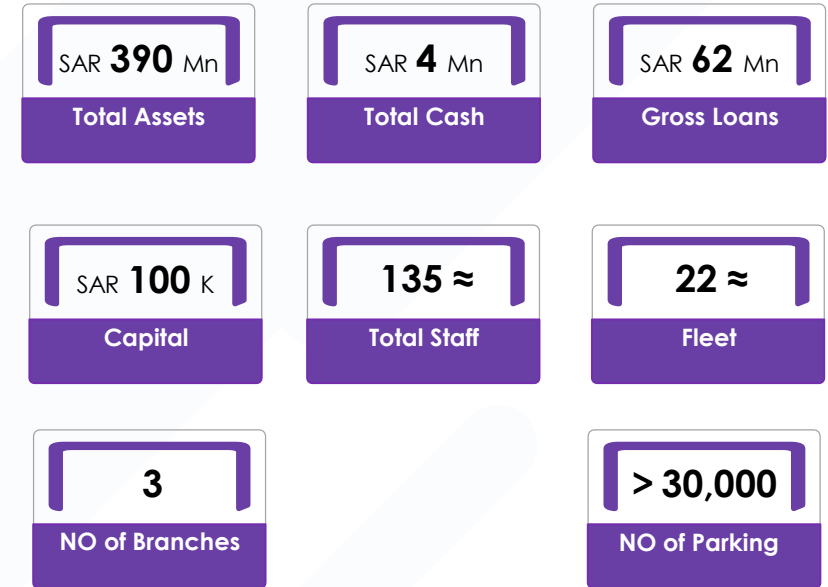
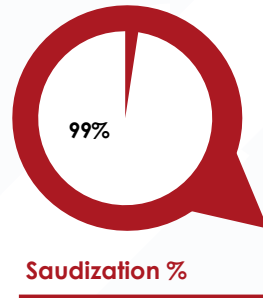
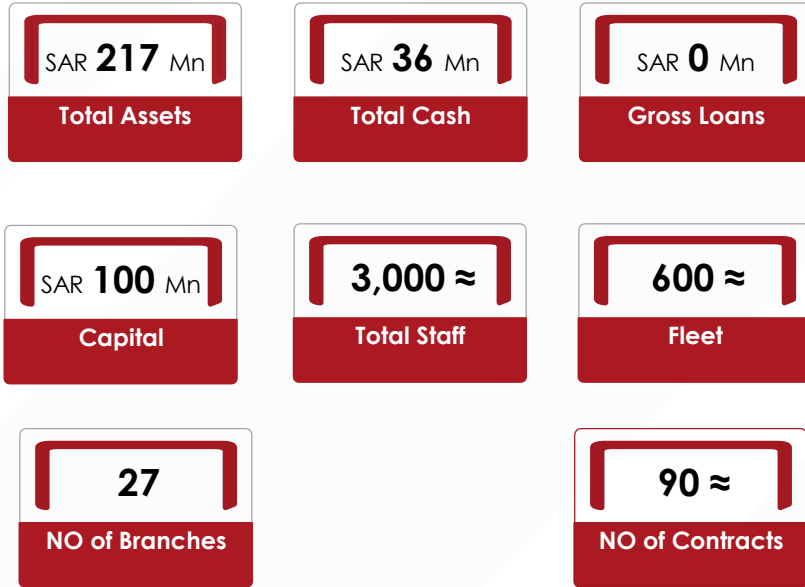
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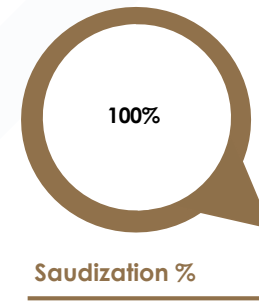
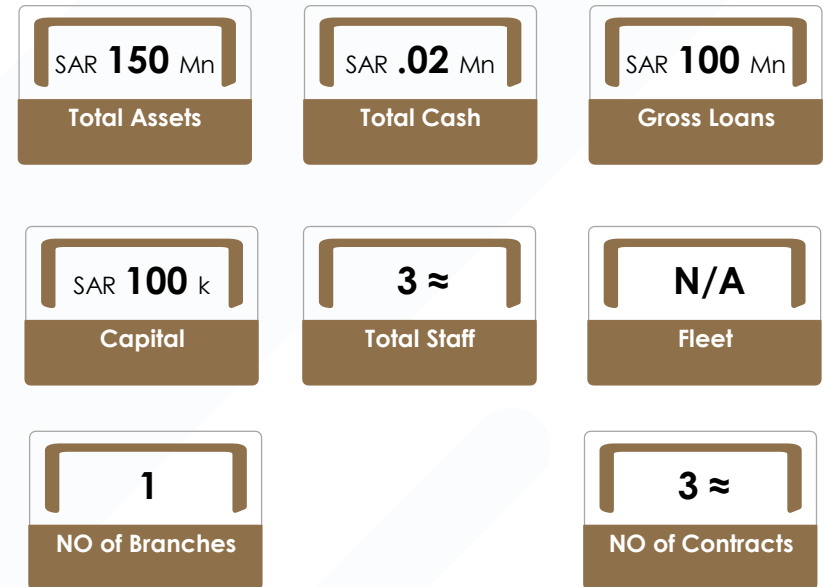
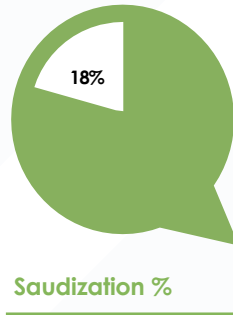
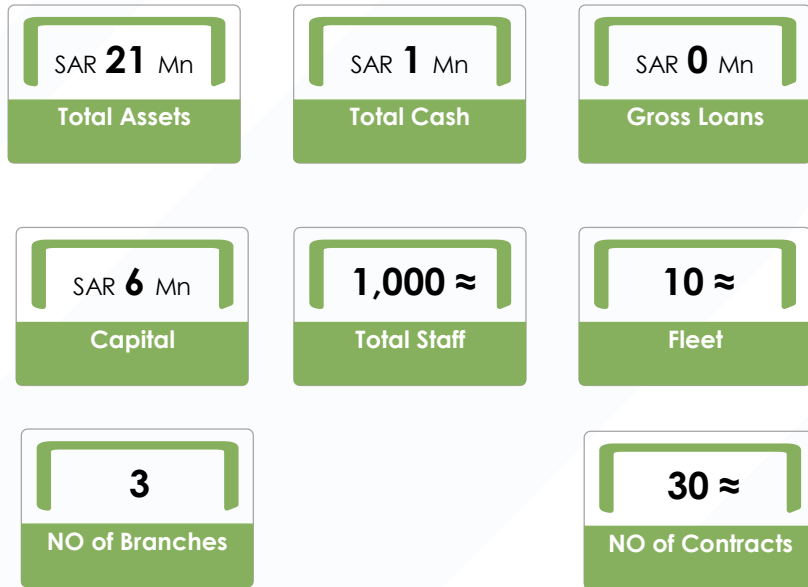
Saudization %

BATIC Group at Glance

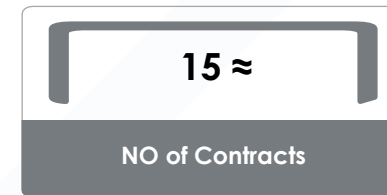
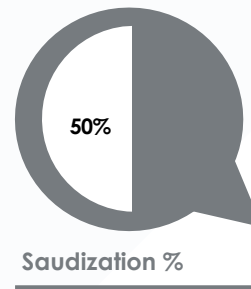
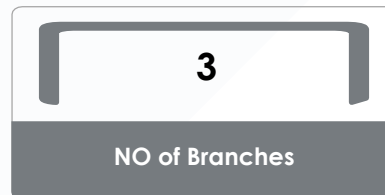
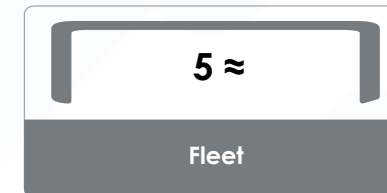
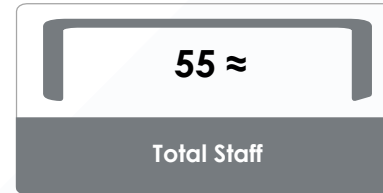
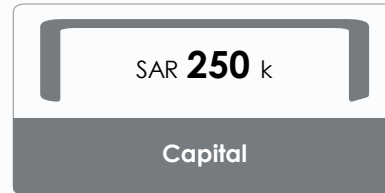
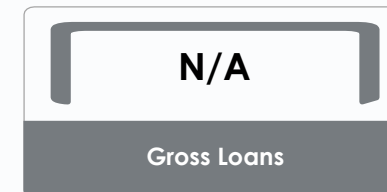
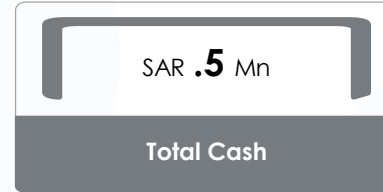
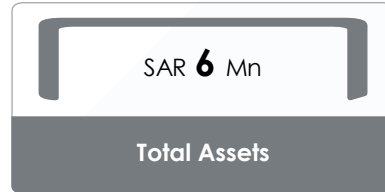
01-GROUP OVERVIEW



BATIC Group at Glance



BATIC Group at Glance



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Tracking Cash Receipts - Rights Issue

SAR, Million

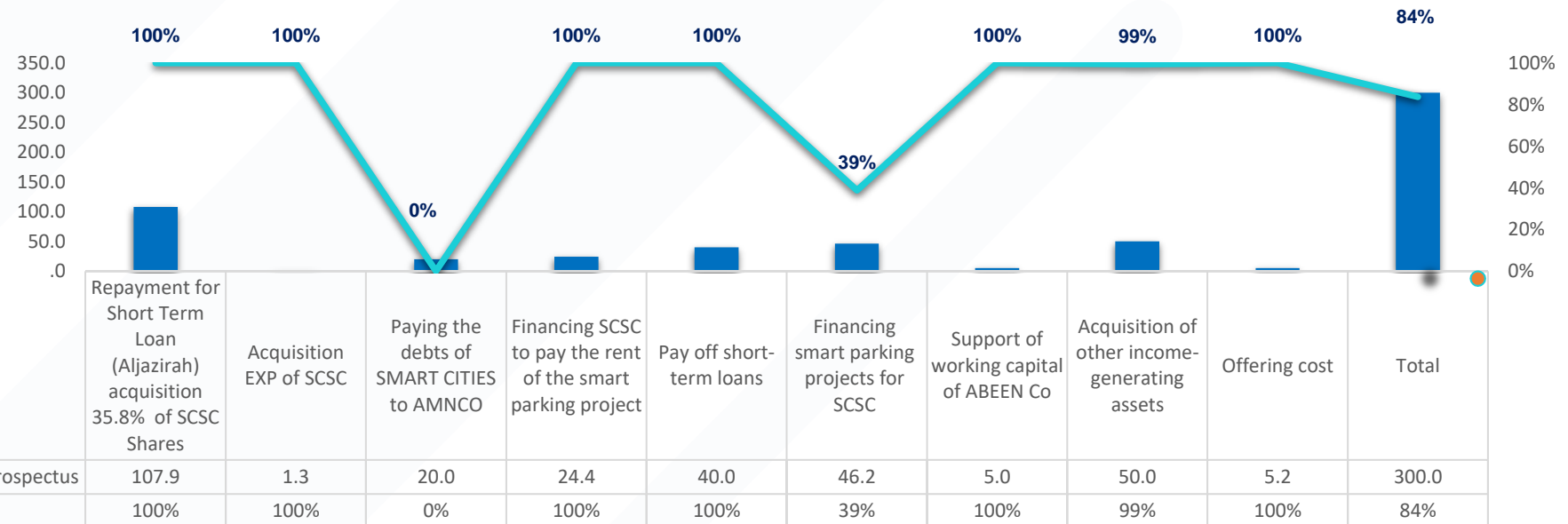
| Uses Of Offering Proceeds According To The Prospectus | Amount | Completion % |
|--|--------------|--------------|
| Repayment for Short Term Loan (Aljazirah) acquisition 35.8% of SCSC Shares | 107.9 | 100% |
| Acquisition EXP of SCSC | 1.3 | 100% |
| Paying the debts of SMART CITIES to AMNCO | 20.0 | 0% |
| Financing SCSC to pay the rent of the smart parking project | 24.4 | 100% |
| Pay off short-term loans | 40.0 | 100% |
| Financing smart parking projects for SCSC | 46.2 | 39% |
| Support of working capital of ABEEN Co | 5.0 | 100% |
| Acquisition of other income-generating assets | 50.0 | 99% |
| Offering cost | 5.2 | 100% |
| Total | 300.0 | 84% |

OFFERED SHARES

Shares = 30,000,000

Amount = 300,000,000

The capital increase has been completed and the proceeds from the offering have been obtained AT 13, Jan 2022



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P&L Performance Prior Years

SAR, Million

Revenue

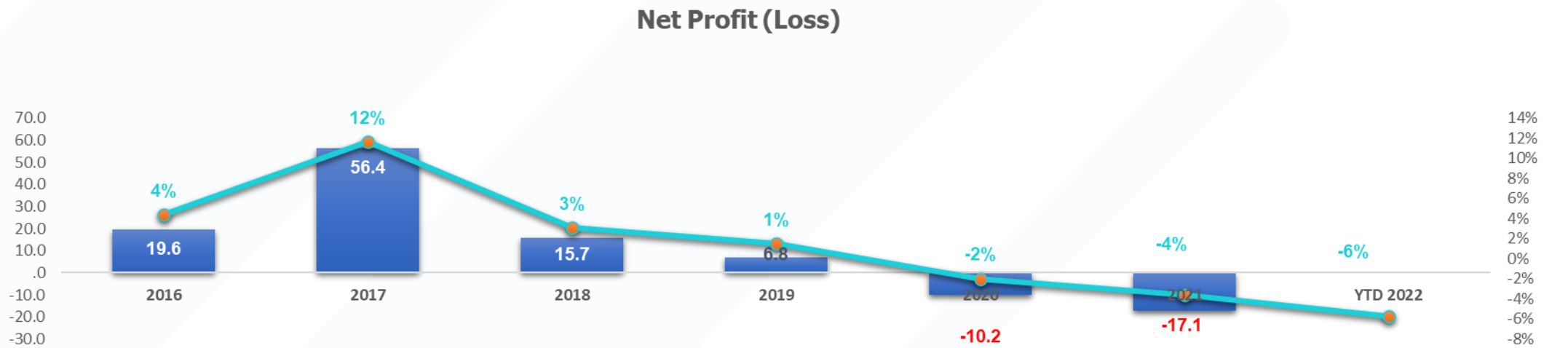
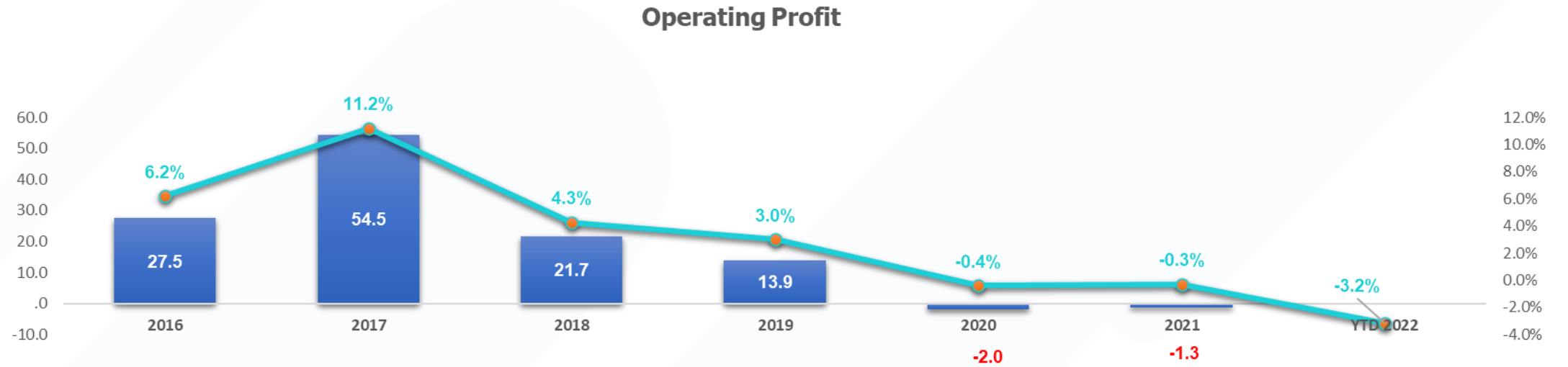


EBITDA



P&L Performance Prior Years

SAR, Million

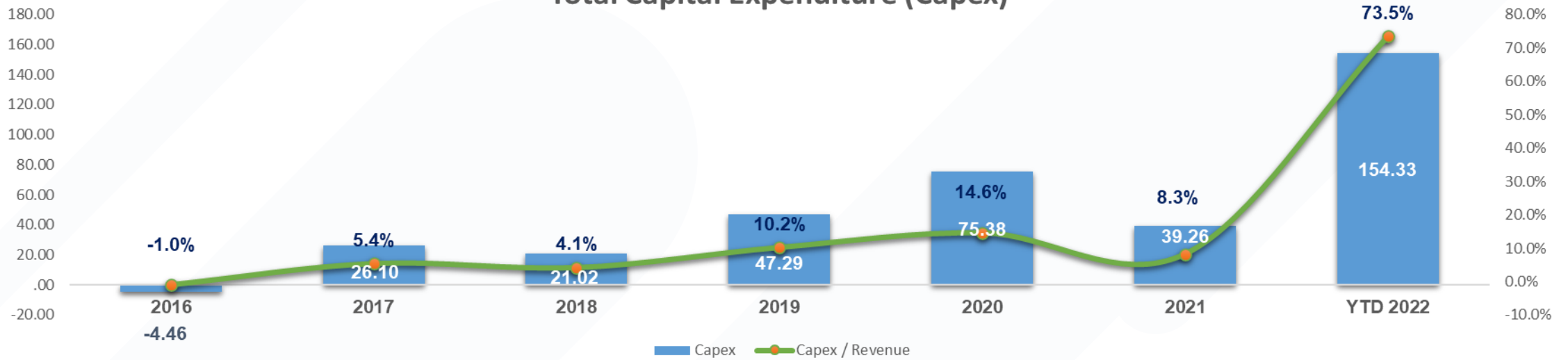


6-Year Historical Performance

SAR, Million

Capital Expenditure Trend

Total Capital Expenditure (Capex)



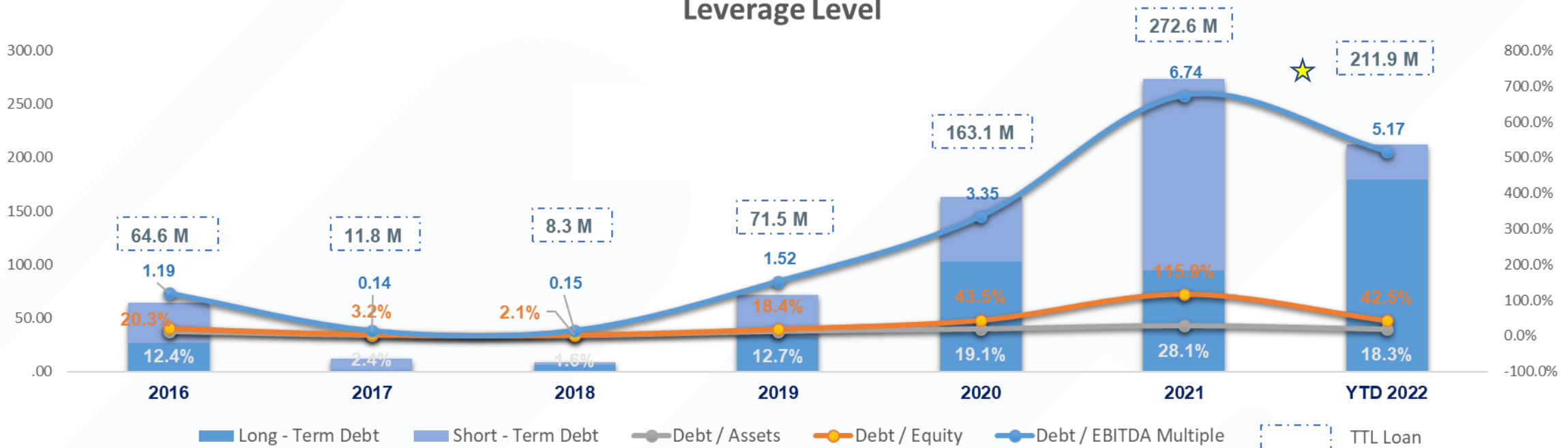
Free Cash-Flow (CFFO + CAPEX)



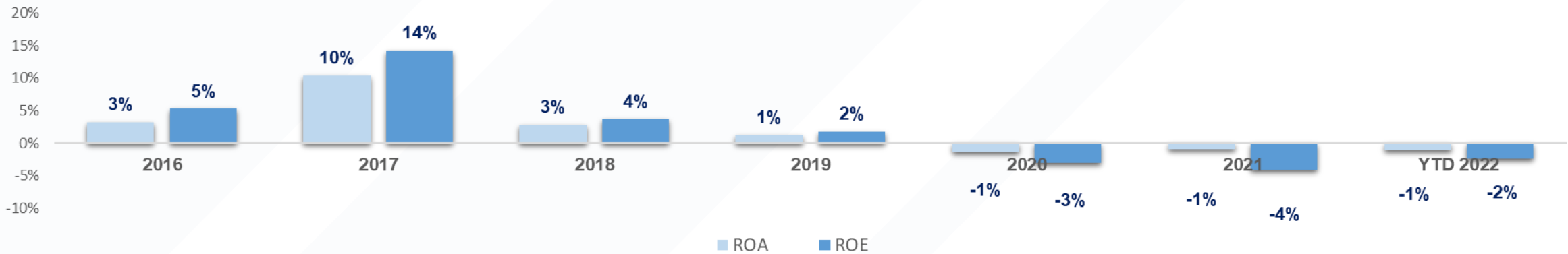
6-Year Historical Performance

SAR, Million

Leverage Level



Performance Ratios



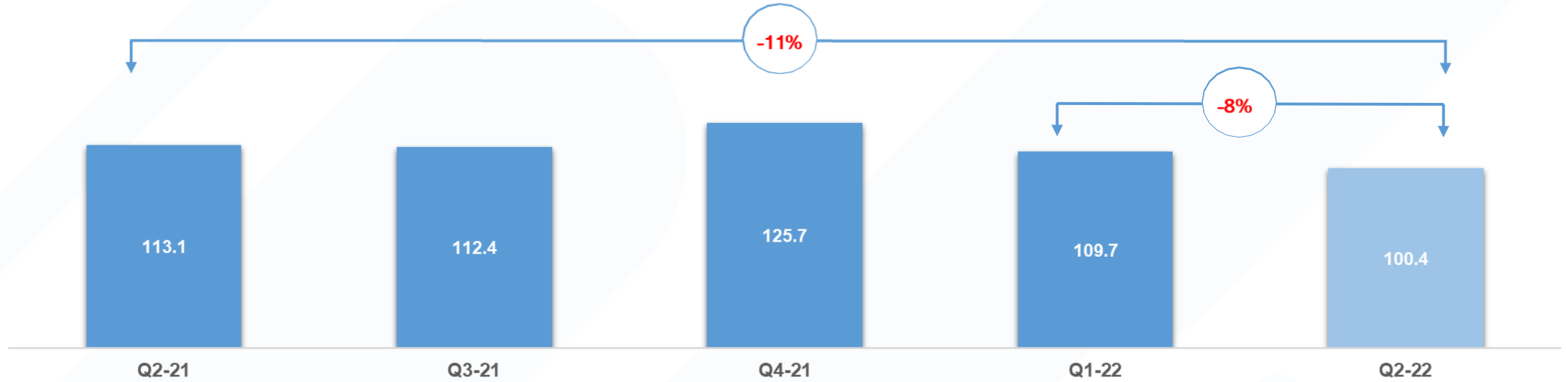
Capital Expenditure Trend

P&L Performance Quarterly

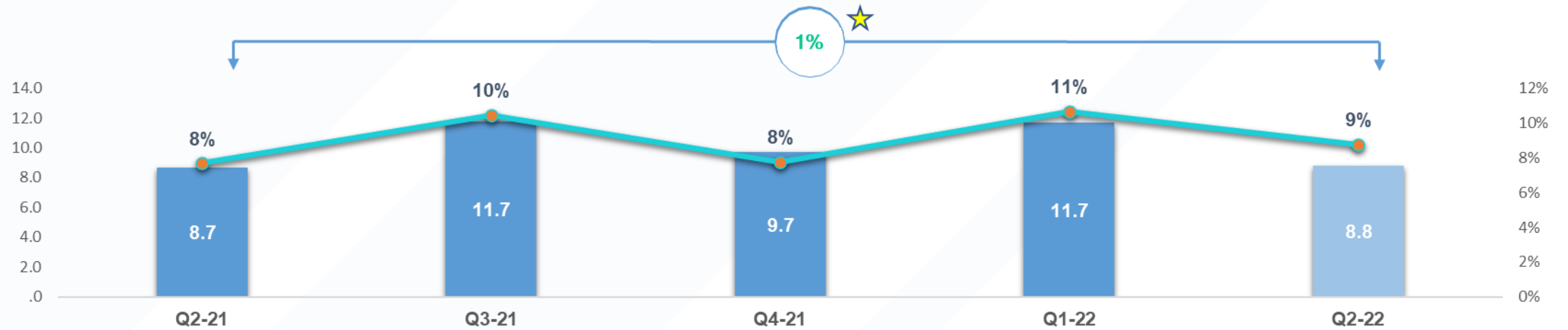
SAR, Million

Quarterly Performance

Revenue

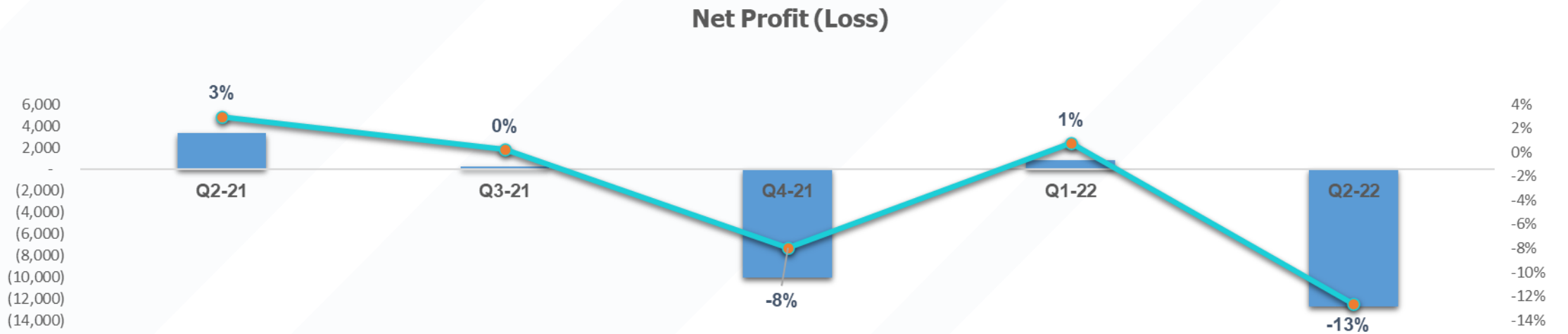
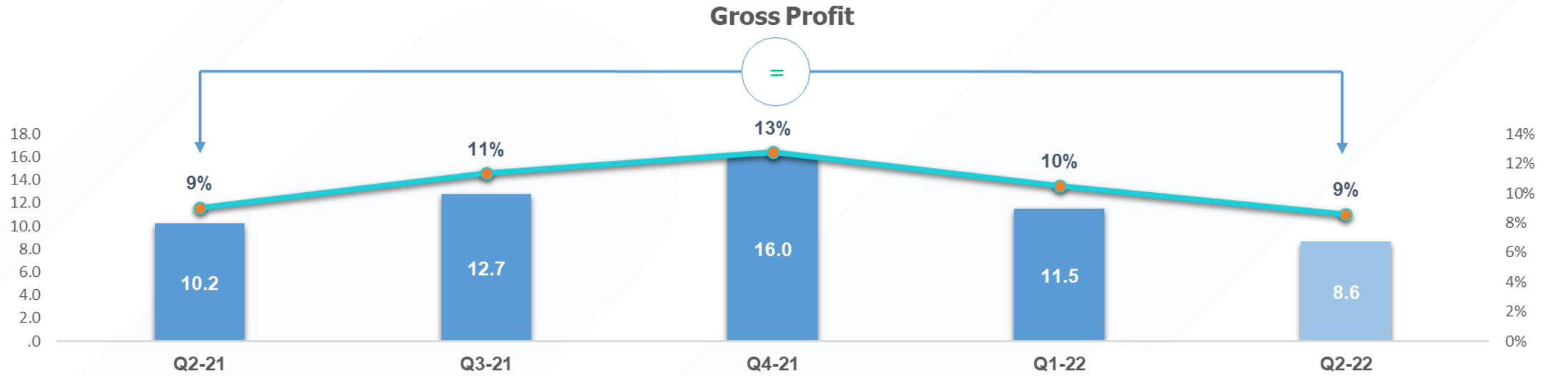


EBITDA



P&L Performance Quarterly

SAR, Million



Revenue movement YTD 2022 vs YTD 2021

SAR,000



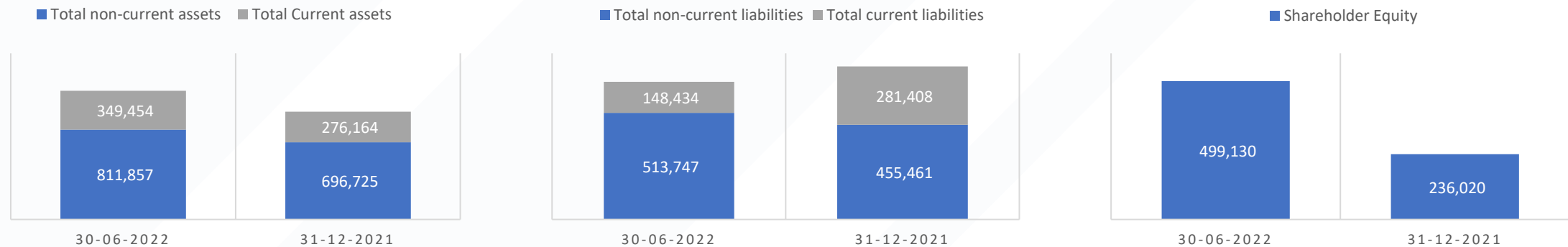
★ Though the revenues have decreased in the current period for “AMNCO” compared with the same period last year, there has been a newly announced regulation dating 26/07/2022 G, which will positively affect Security Guarding, ATM, and Cash-in-Transit Sectors. Furthermore, the company, as part of the group, is going through internal restructuring, development of its operational sectors, and increasing its efficiency through the development of new systems by moving toward a digital based services.

Balance Sheet YTD vs Dec 2021

SAR,000

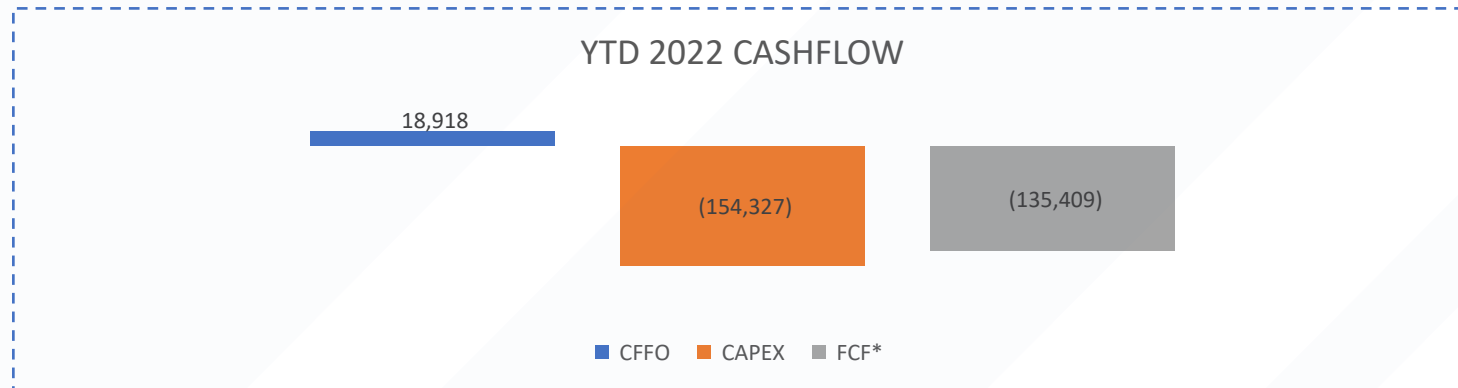
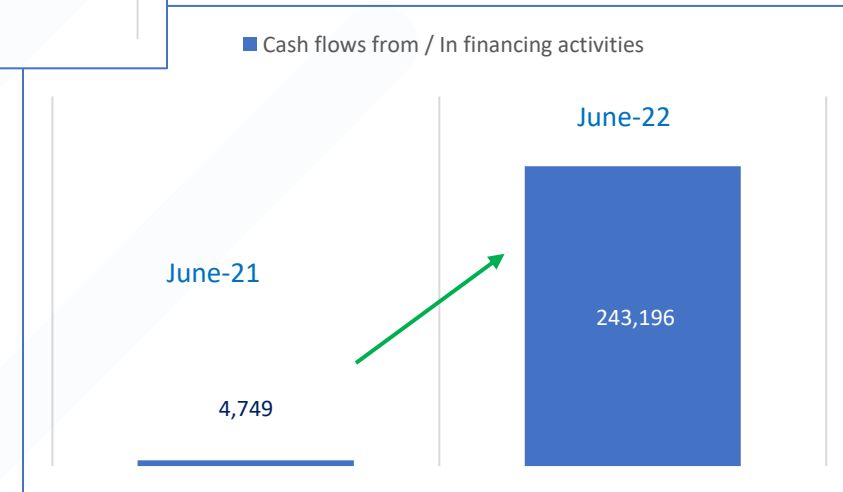
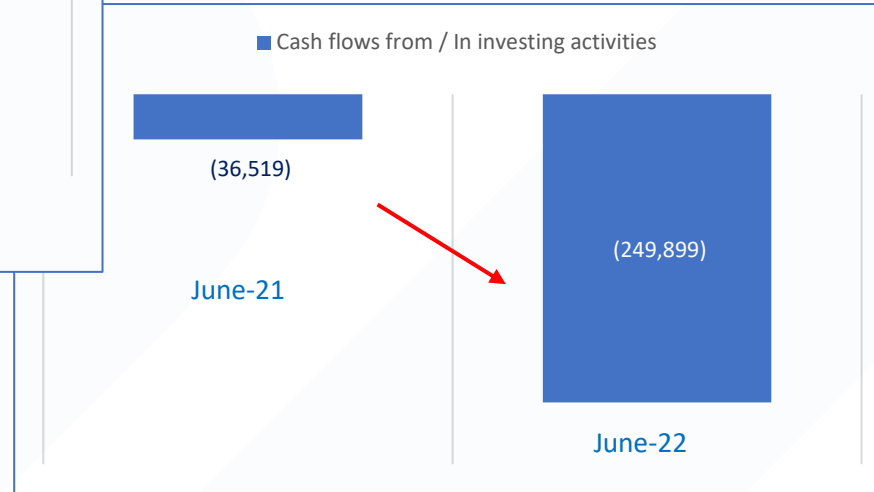
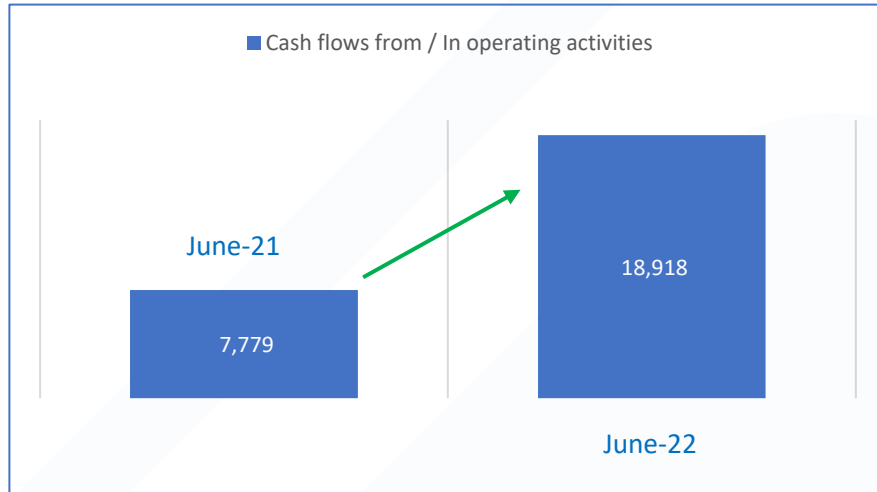
| | 30-Jun-2022 | 31-Dec-2021 | Change | |
|-------------------|-------------|-------------|-----------|--------|
| Total Cash | 136,452 | 48,202 | 88,250 | 183% ↑ |
| Total Assets | 1,161,311 | 972,889 | 188,423 | 19% ↑ |
| Total Liabilities | 662,181 | 736,869 | (74,688) | -10% ↓ |
| Total Equity | ☆ 499,130 | 236,020 | 263,110 | 111% ↑ |
| Total Debt | 211,950 | 273,565 | (61,616) | -23% ↓ |
| Net Debt | 75,498 | 225,363 | (149,866) | -66% ↓ |
| Debt / Equity | 42.46% | 115.91% | | -73% ↓ |
| Debt / Assets | 18.25% | 28.12% | | -10% ↓ |

☆ Equity reduced by 144 millions (Business Combination Reverse) Generator from the acquisition of additional shares in SCSC Company During 2021 and 2022.



Cash Flow YTD 2022 vs 2021 Highlights

SAR,000



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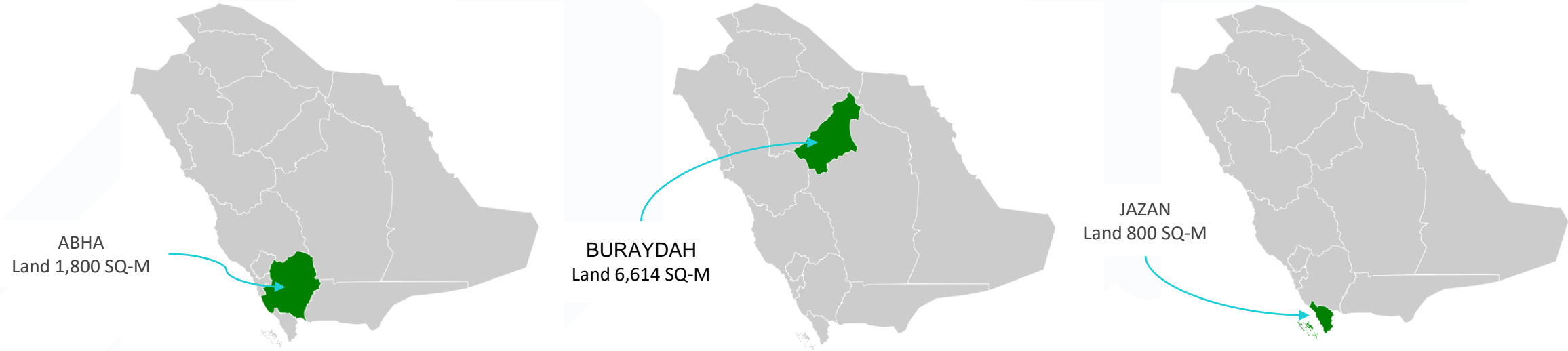
Ongoing
Investments



Under the generous patronage of His Royal Highness Prince Faisal bin Salman bin Abdulaziz Al Saud, Governor of Madinah Province, a partnership agreement was signed at Wednesday 30 Dhul Qi'dah 1443 AH corresponding to June 29, 2022 AD, in the presence of His Excellency Mayor of Madinah Province, Eng. Fahd bin Muhammad Al Bulahishi, 18 months from the date of signing, in order to develop the Al-Khuzama neighborhood scheme project in Madinah, which is owned by Batic Real Estate Company In representation of ALMQR Development Company (the investment arm of Madinah Municipality), its CEO Mr. Majid bin Muhammad Al-Shalhoub, while Batic Real Estate Company (Wholly owned subsidiary of Batic Investments and Logistics Company) was represented by its Managing Director, Engineer Mohammed bin Saud Al-Zamil.

Acquiring a land located in Quritha district at Al Madinah with a total area of (229.796.59) sq.m BY one of subsidiaries, BATIC Real Estate on Shawwal 28, 1443 AH 29/05/2022 G.

Total amount of SAR 135,867,234.



Acquiring three row lands, two of which are located in BURAYDAH (6,614 sq-m) and ABHA (1,800 sq-m) during the second quarter of 2022 G, and the third row land at Jul-2022 G located in JAZAN (800 sq-m), by a total amount almost 15 Million. Noting that these acquisitions has been done with a leaseback off-take agreements for a extendable period of 5 years.

Smart Parking Investments



04-ONGOING INVESTMENTS



Sponsored by Royal Highness Prince Dr. Faisal bin Meshaal bin Saud bin Abdulaziz, Governor of Qassim Region, in the Emirate was signed on Monday, 14 Jumada Al-Akhr 1443H corresponding to 17 January 2022, an investment contract for the Smart Parking Project for the Downtown Area of Buraydah at a value of 422 million (Including VAT) for 25 years, between the Qassim Region Municipality. It was represented by Eng. Mohammed Al- Mujali, and SCSC (a subsidiary of BATIC) and represented by the Chairman of the Board of Directors of BATIC (the owner of Smart City Solutions Company), Mr. Ahmed Al-Sanea,.

Investment contract for a municipal property (rental, development, operation and maintenance of downtown Buraydah city, smart parking lots, multiple hydraulic and parking spaces by providing approximately 8 thousand parking spaces in the range of 26 roads and streets, 18 yards and land dedicated to parking within the central area of Buraydah city, and implementing and organizing and operate part of the B.O.T. Sabakh Road.

Logistics Investments

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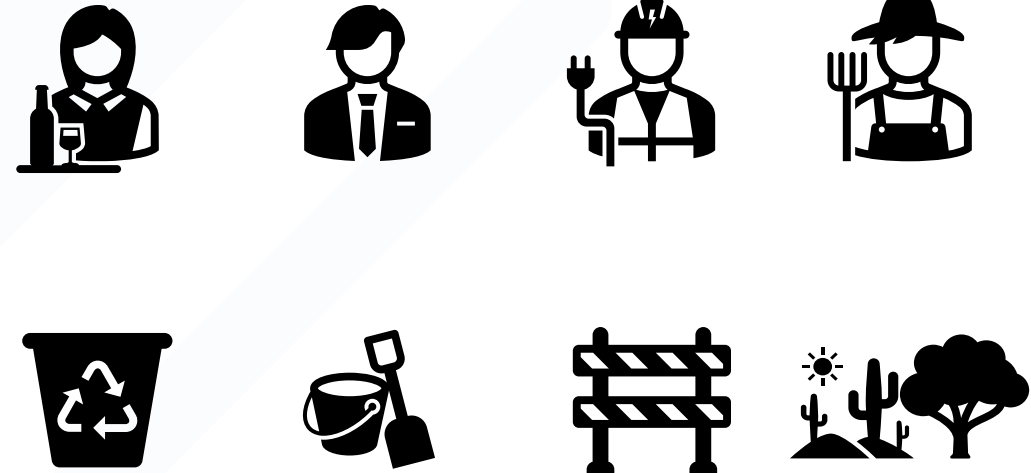
BATIC aspires to increase investments in the logistics sector through its subsidiary, Saudi investment & logistics company (MUBARRAD), the plan to be executed by targeting three main sub-sectors:

- **Warehousing:** by investing in dry and cold warehouses to meet the market demands, and to set the benchmark further in the region.
- **Fleet:** Significant increase in the total number of the operational fleet , not only to maintain, but also to increase the company's market share of the logistics transport sector (B2B) & (B2C)
- **Capability:** Acquiring top logistics manpower/talents, to drastically shift the company to get into 3PL



Facility Management Investments

BATIC aspires to increase investments in the Facility Management sector through its subsidiary, AMNCO Facility Management, by signing multiple contracts with local public and private entities, to manage and maintain facilities, provide hospitality services, and supply labor workers. The competitive advantage is earned by the value proposition provided through the support coming from the sister entities within the group.



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Batic Investments & Logistics Company



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