



# RIYADH CABLES GROUP

## Earnings Presentation H1-26



**Borjan Sehovac**  
Chief Executive Officer

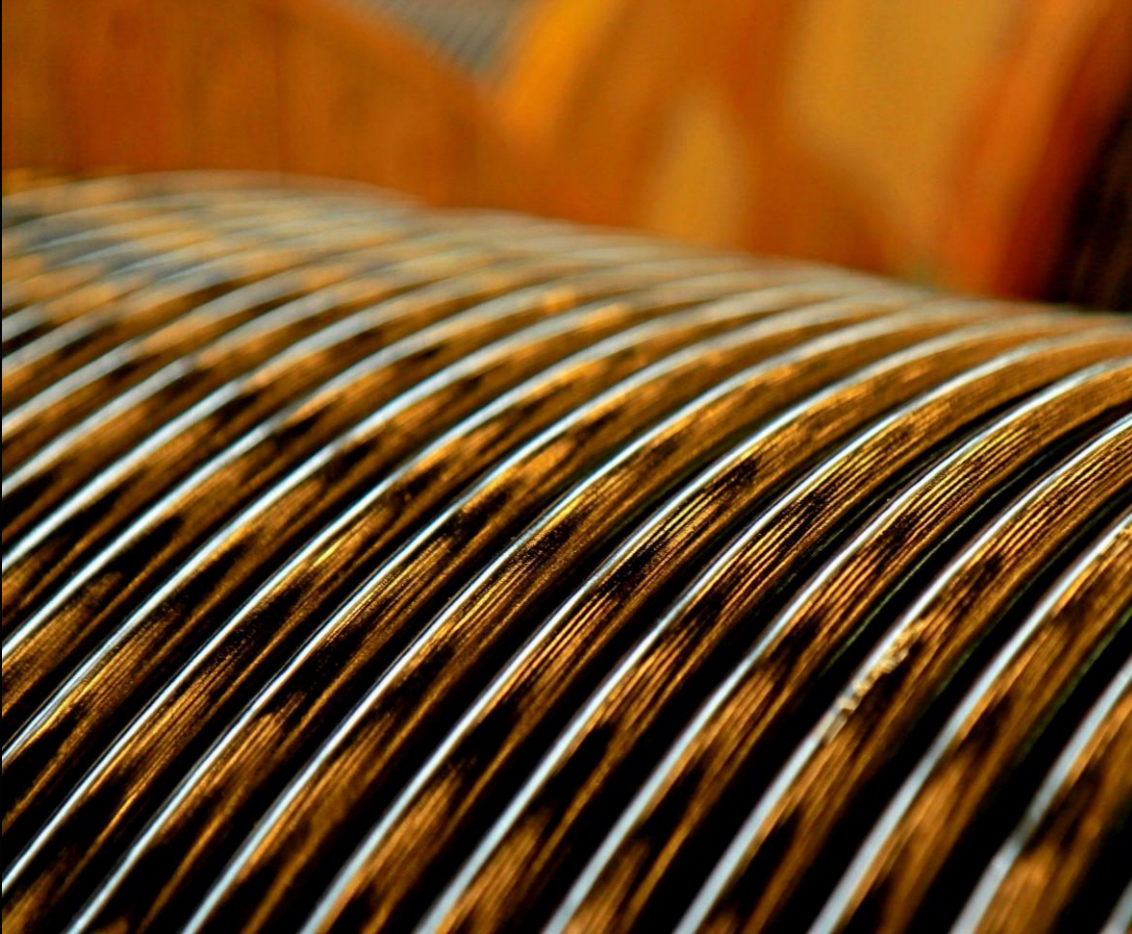


**Baha Essa**  
Chief Financial Officer



**Mouaaz Alyounes**  
Chief Strategy Officer

# In Today's Meeting



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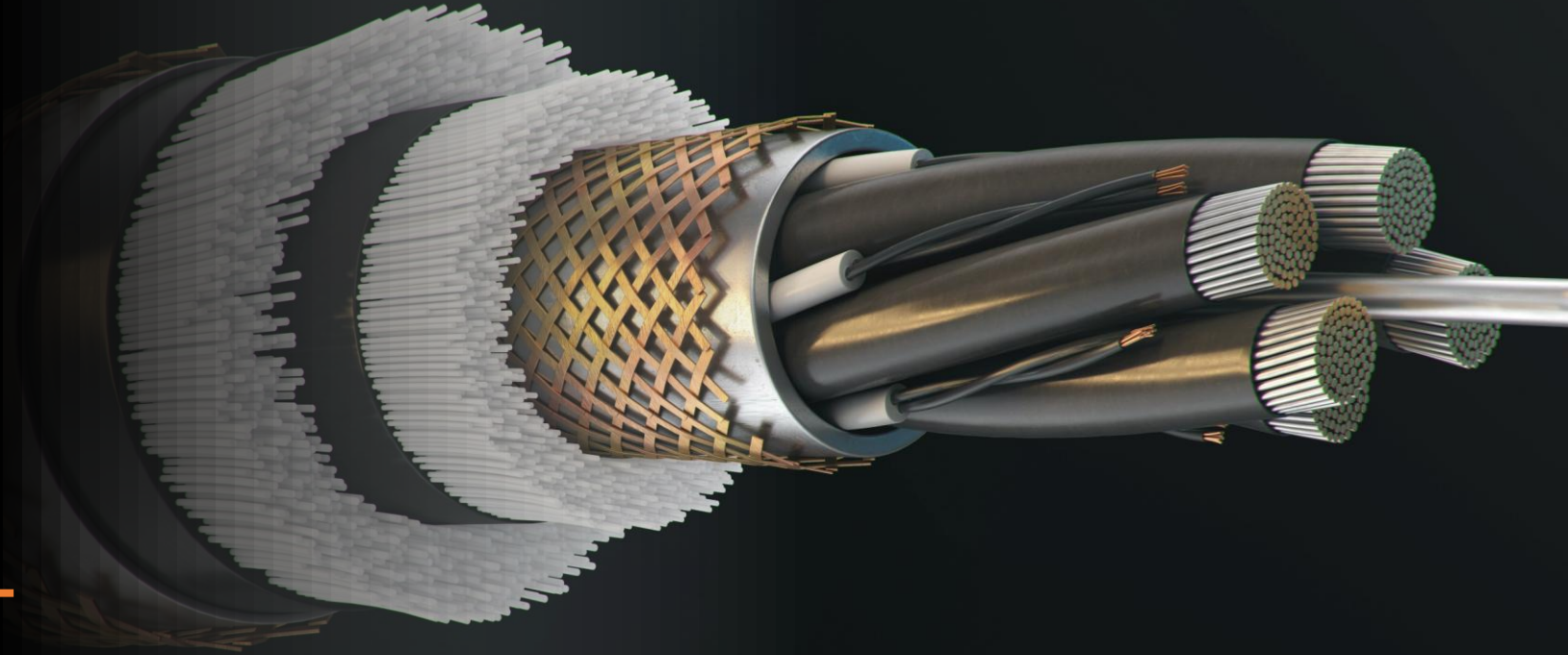
**2026 Outlook**





# Company Overview

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# Cables are the backbone of the economy, touching every segment

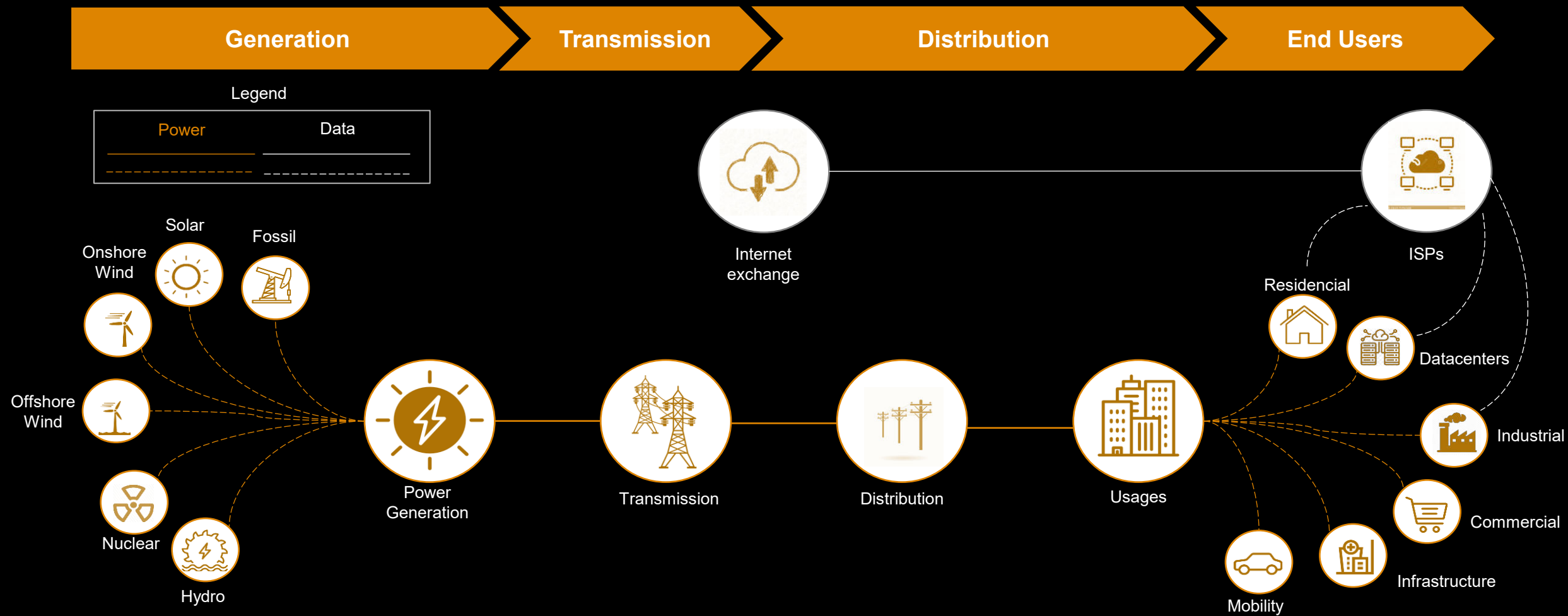
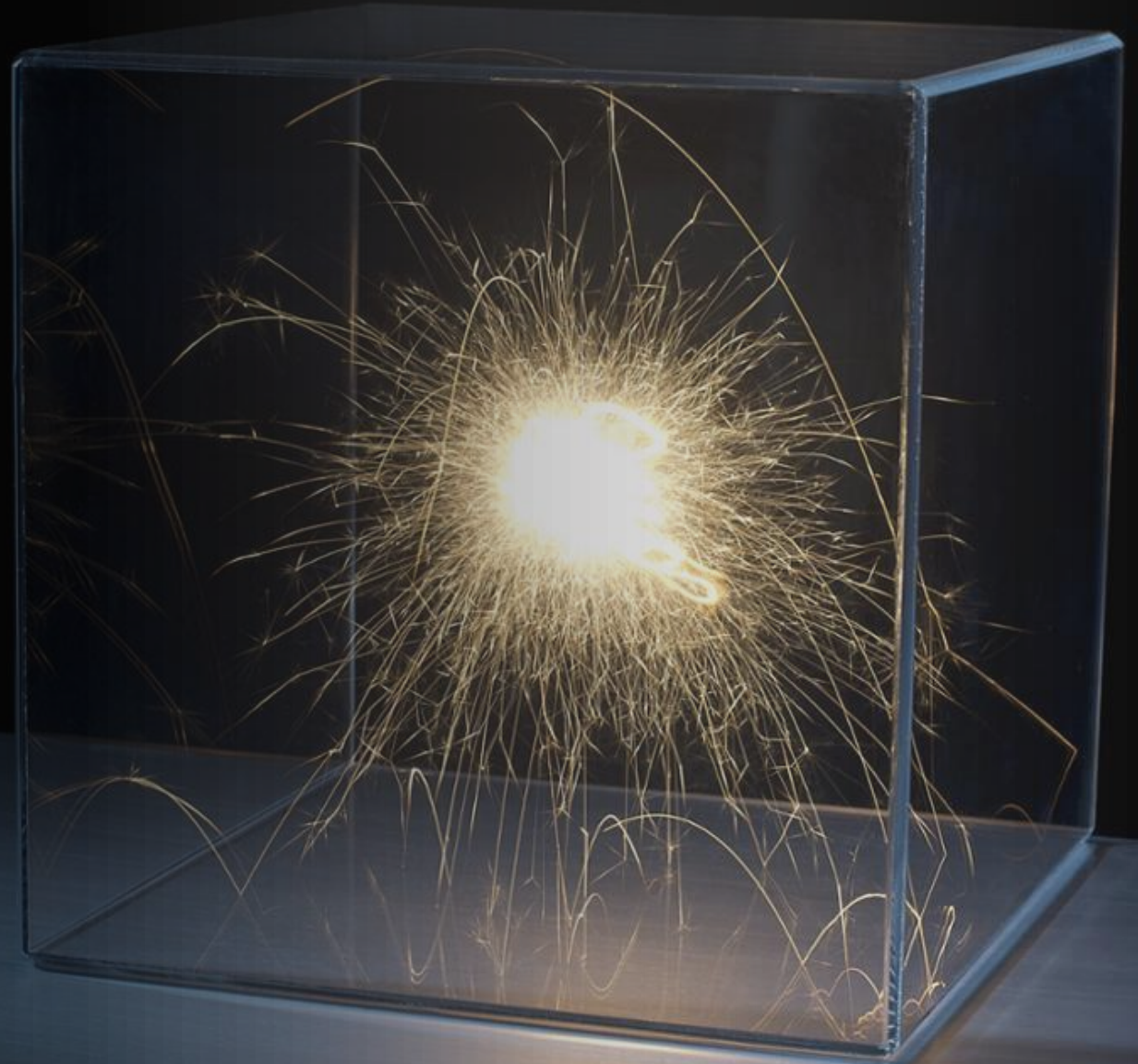


Illustration not exhaustive



# H1-26 Performance Highlights

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# H1-26 Financial and Operational Performance Snapshot

Percentage changes refer to YoY change

**SARm 5,698**

Revenue  
+ 9.5%

**Kt 138**

Sales Volume  
+ 3.7%

**% 95%**

Utilization Rate

**SAR 6,308**

Gross Profit Per Ton  
- 1.3%

**SARm 721**

EBITDA  
+ 10.3%

**SARm 590**

Net Profit  
+ 10%

**SARm 138**

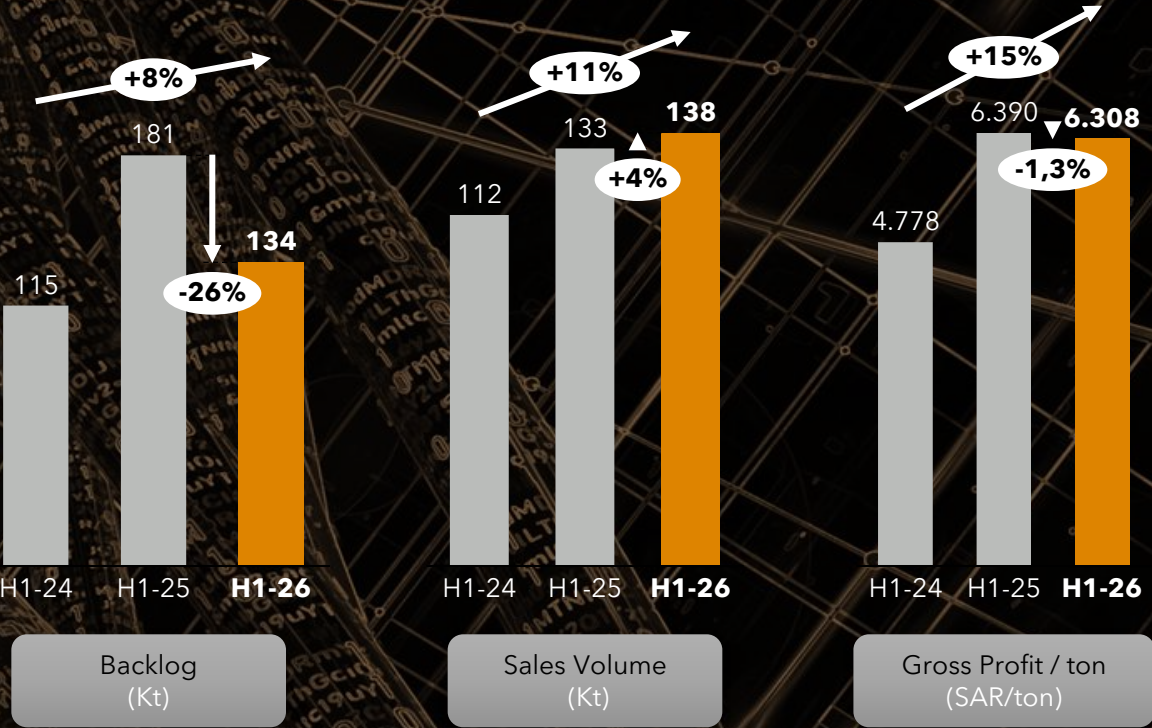
CAPEX (spent)  
+ 70%

**SARm 77**

FCF  
+ 27%

**X 0.18**

Net D/E  
58%



Ton = 1,000 KG





# H1-26 Key Performance Drivers

*Percentage changes refer to YoY change*



## Sales Volume

Sales volume increased by **4%**, demonstrating resilient demand across our key markets despite continued geopolitical uncertainty



## Revenue

Revenue grew **9%**, supported by a balanced performance across business segments and continued strength in core markets.



## Gross Profit per ton

Gross profit per ton remained broadly stable YoY and QoQ despite higher input costs, reflecting disciplined pricing and operational execution.



## Net Profit

Net profit increased **10%**, driven by improved operating performance and disciplined SG&A management.



## Free Cash Flow

Strong free cash flow generation of SAR 77 million reflects continued focus on cash conversion.





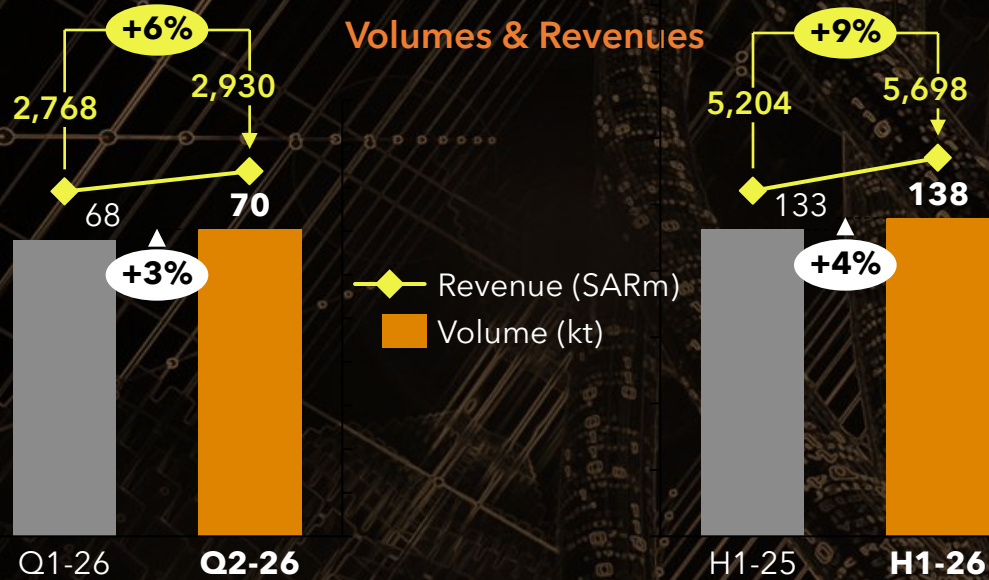
# Financial Review

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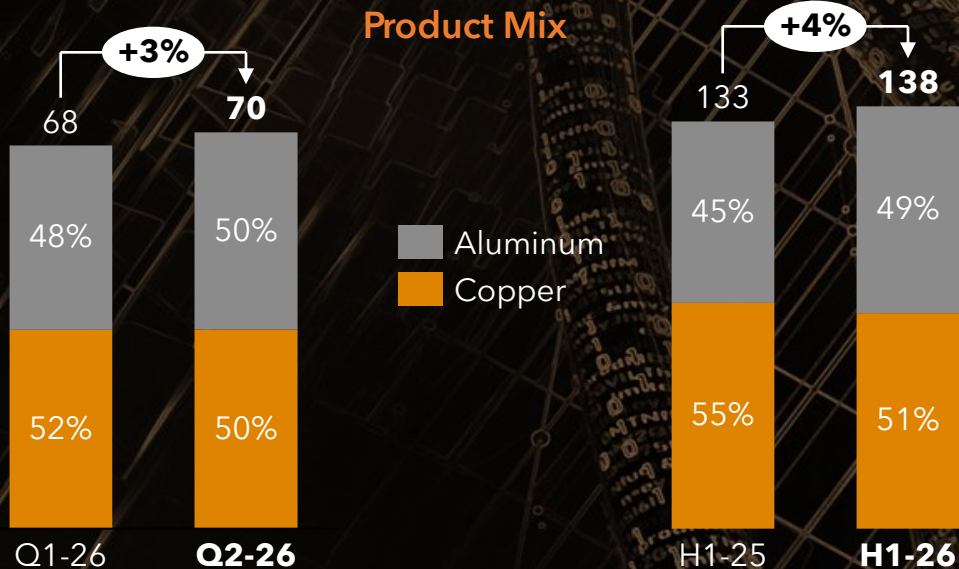




# H1-26 Financial and Operational Performance



- Q2-26 and H1-26 delivered record revenues, supported by continued volume growth and resilient demand across most markets.
- Demand remained strong across most market segments, partially offset by weak activity in the Utility sector.
- Order backlog increased to SAR 5.8 billion, providing healthy visibility for the coming quarters, while mitigating supply chain risks arising from the current geopolitical environment.



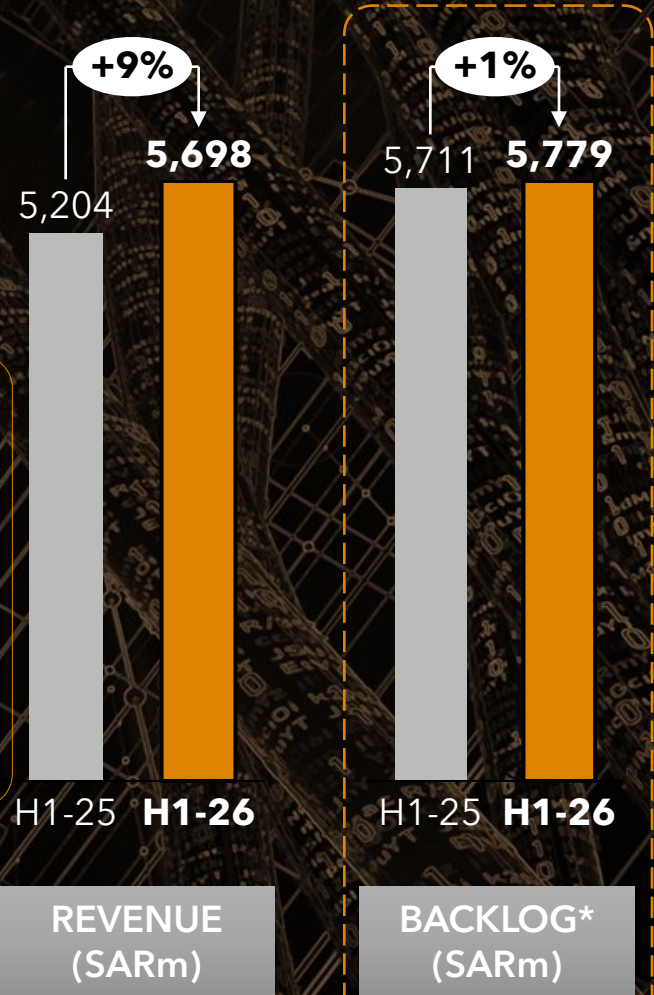
- Copper and aluminum sales remained well balanced, supporting portfolio resilience.
- Transmission products continued to deliver strong volumes, reflecting sustained investment in power infrastructure.
- Growth in aluminum volumes outside KSA, reinforcing the Group's geographic diversification.



# Backlog, Revenue, and Capacity utilization

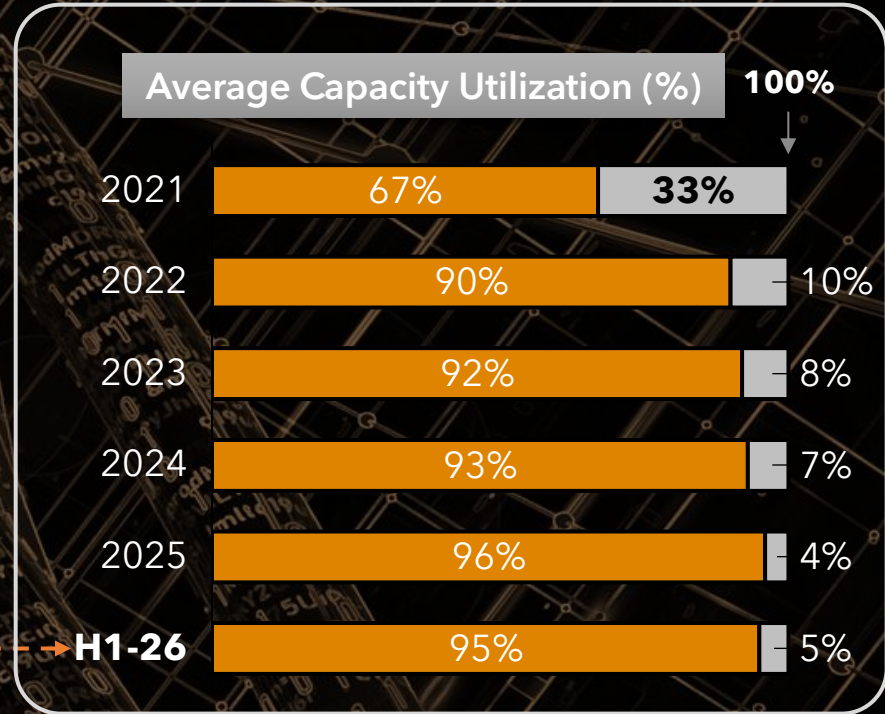
**SAR 5.8 billion**  
**Confirmed Orders**  
**Backlog**

- Backlog on the **5.8 bn SAR ( 134 kt )**.
- Capacity reserved mostly for Transmission/Export.
- Strong backlog and proactive planning help mitigate supply chain risks associated with the current geopolitical environment.



\*Confirmed orders

*Strong backlog in H1-26, utilization rate to 95%*





# Gross profit and EBITDA show healthy improvement on better mix and successful variable / fixed cost optimization

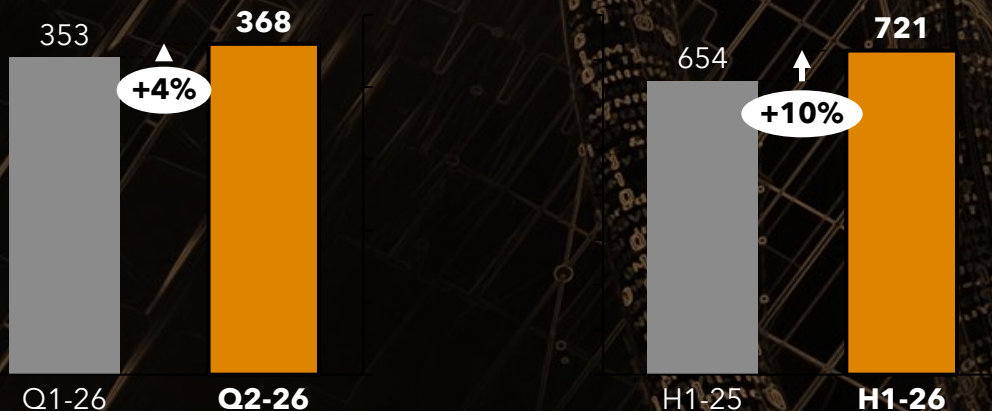
Gross Profit (SARm)



Gross Profit

- Q2-26 gross profit increased by 2% over Q1-26 to SAR 439 million, driven by higher sales volumes despite the ongoing regional conflict and the uncertainty it created.

EBITDA (SARm)

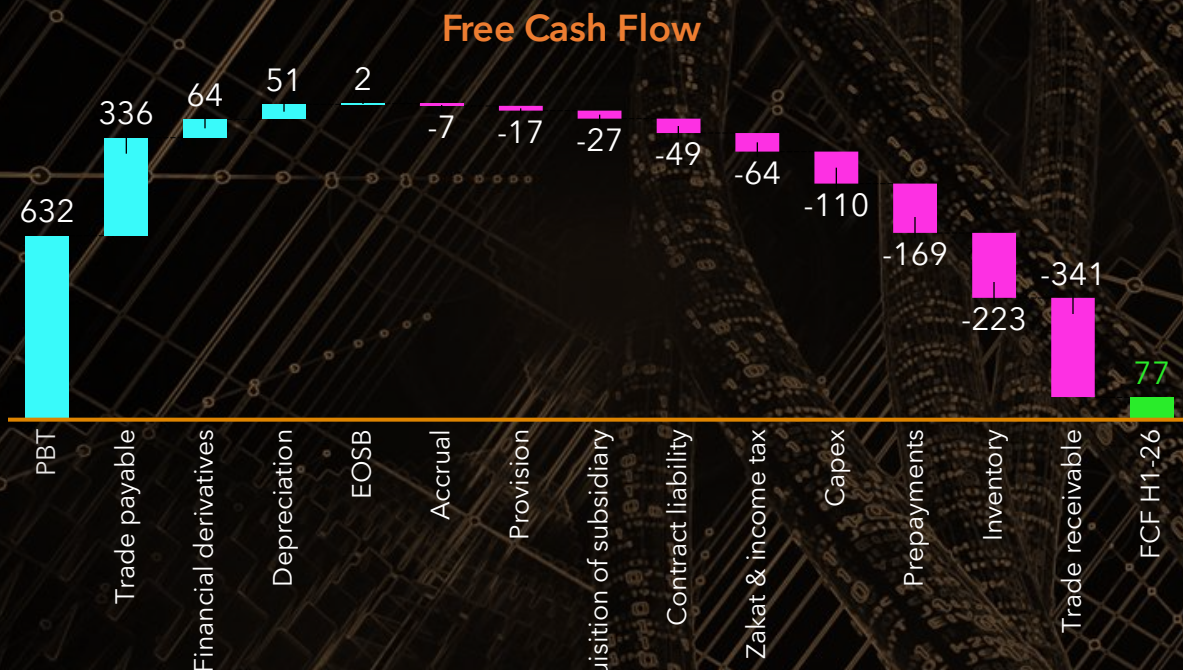


EBITDA

- H1-26 EBITDA increased by 10% compared to H1-25, reaching SAR 721 million, driven mainly by higher revenues and, to a lesser extent, lower expected credit loss (ECL) provisions compared to 2025.
- Q2-26 EBITDA improved by 4% over Q1-26 to SAR 368 million, mainly attributable to lower ECL provisions resulting from improved collection of older receivables.

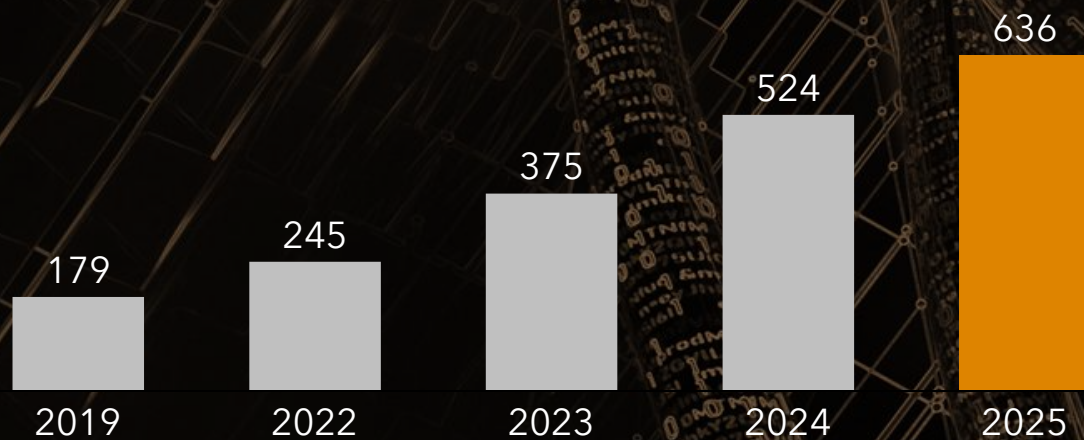


# Resilient Profitability and Dividend Growth Despite Temporary FCF Pressure



- Free Cash Flow recovered from a negative SAR 19 million in Q1-26 to a positive SAR 77 million in H1-26.
- The improvement was driven by strong operating profitability, disciplined working capital management, and higher supplier credit, which more than offset the temporary working capital expansion supporting sales growth and supply chain resilience.
- The Group continued to fund its operations and approximately SAR 110 million of CAPEX entirely from internally generated cash flows.

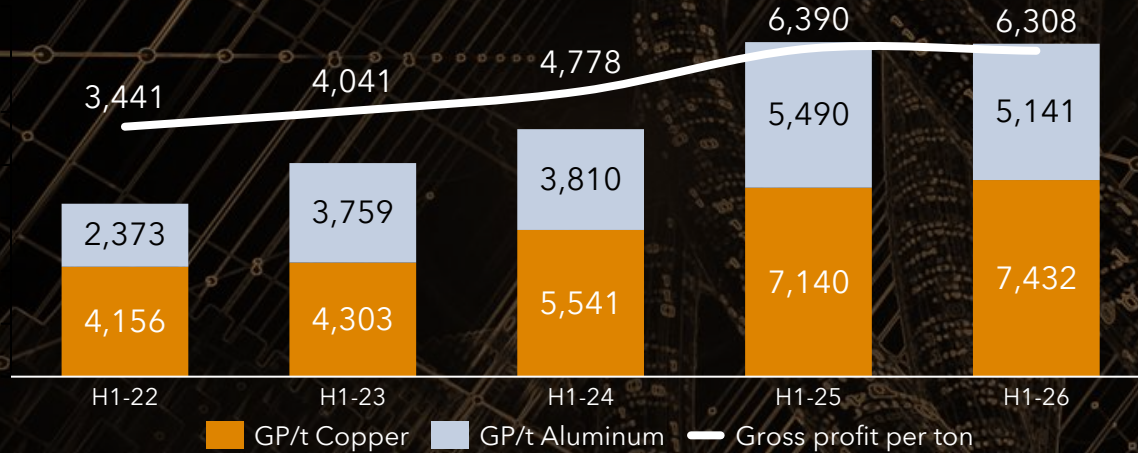
## Dividends Paid (SARm)



- The Group maintained a consistent dividend payout track record, with 2025 dividends increasing by 21.3% compared to 2024.
- SAR 299 million dividends were distributed for H1-25.
- SAR 336 million dividends for H2-25 distributed in June 2026.



# Hedging and pricing mechanisms neutralize commodity price fluctuations, granting stability to gross profit per ton



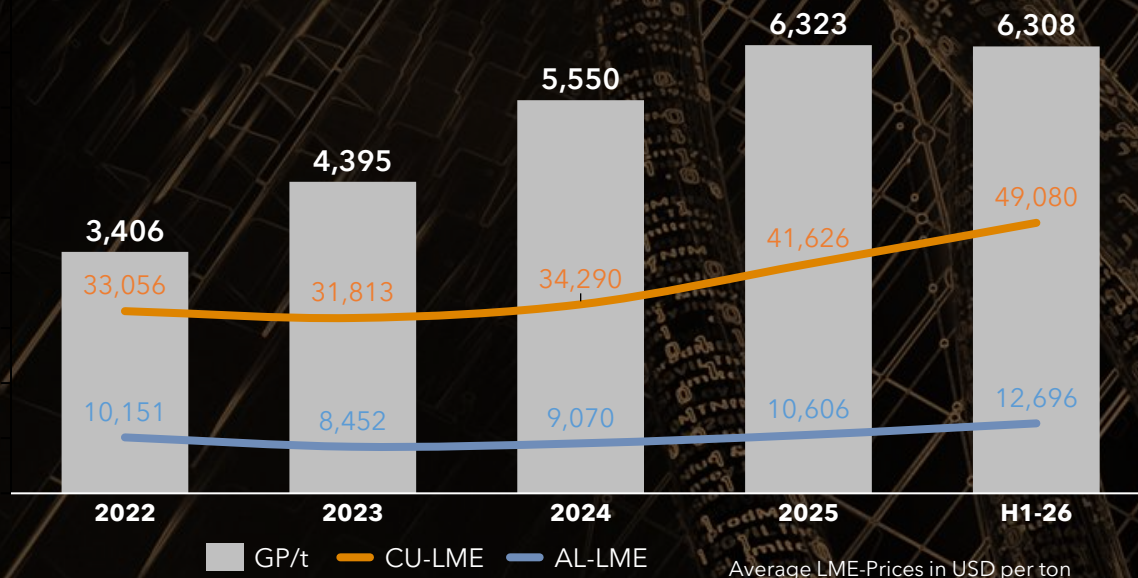
Main drivers:

- Operational Efficiencies due to high Utilization
- Solid demand and pricing strategy
- Product mix
- Cost efficiencies, continuous improvement

## Steady profitability despite volatile market & commodity prices

Commodity price fluctuations have no impact on profitability due to:

- Unique hedging mechanism
- Strategic order selection
- Pricing strategy







# Reflection On Current Regional Situation

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# Navigating Regional Tensions: Demand Resilient, Risk Actively Managed



## Market, Clients & Company

Healthy Overall Market Demand

Stable Order Intake Activity

Performance Varies by Market

Heavy Quotation Activity



## Proactive Risk Monitoring & Mitigation

Close Monitoring of Regional Developments

Active Risk Management



## Current Business Operations

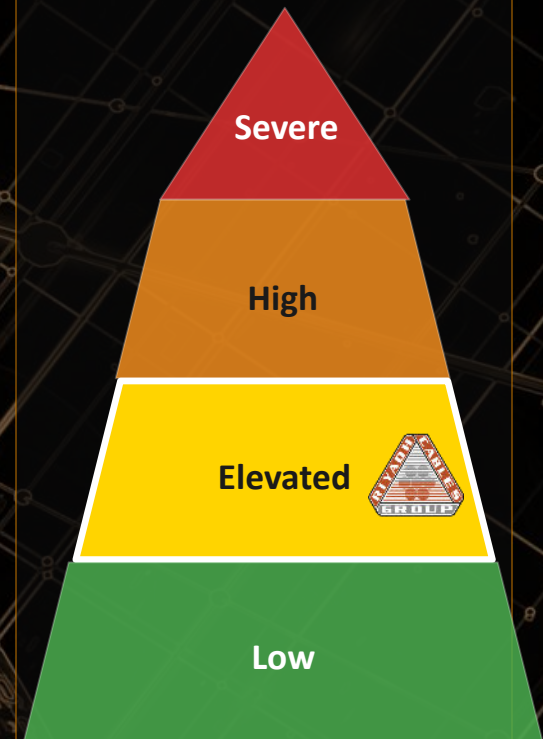
Healthy Deliveries in H1-2026

Potential Extension of Delivery Lead Times

Higher Raw Material and Logistics Costs

Manageable Operations & Steady Business Performance

## Regional Risk Environment Current: Elevated

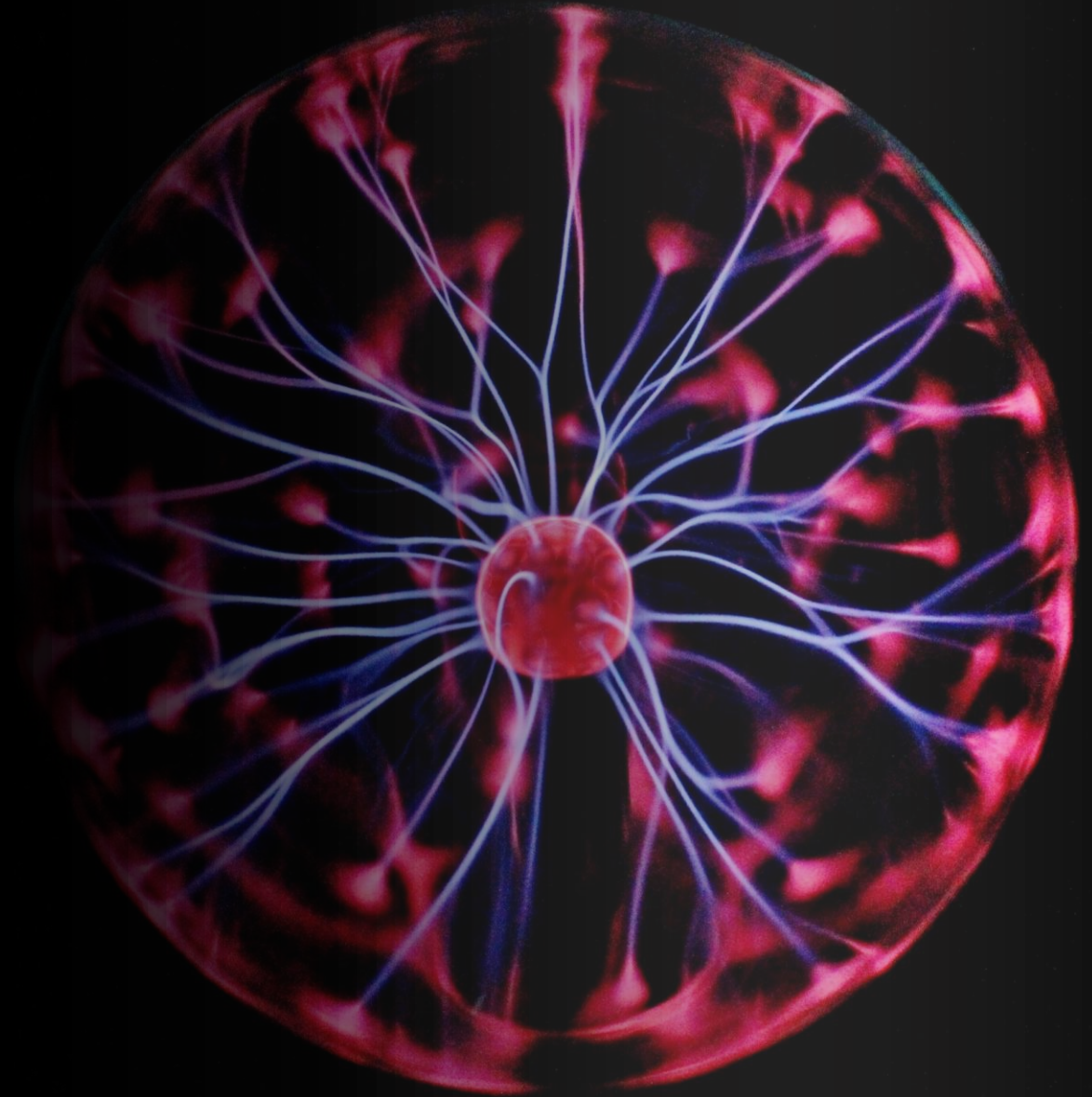






# 2026 Outlook

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# 2026 Management Outlook, assuming no material deterioration in the current geopolitical and regional market environment

## CONFIRMING 2026 GUIDANCE

Expected CAPEX  
SAR ~250 million

Net Profit  
Up to 10% increase

## DIVIDENDS

Management remains focused on disciplined execution, supply chain resilience and expanding higher-value export opportunities while navigating Geopolitical uncertainty.



Strong Backlog



Market Fundamentals



Premium product portfolio



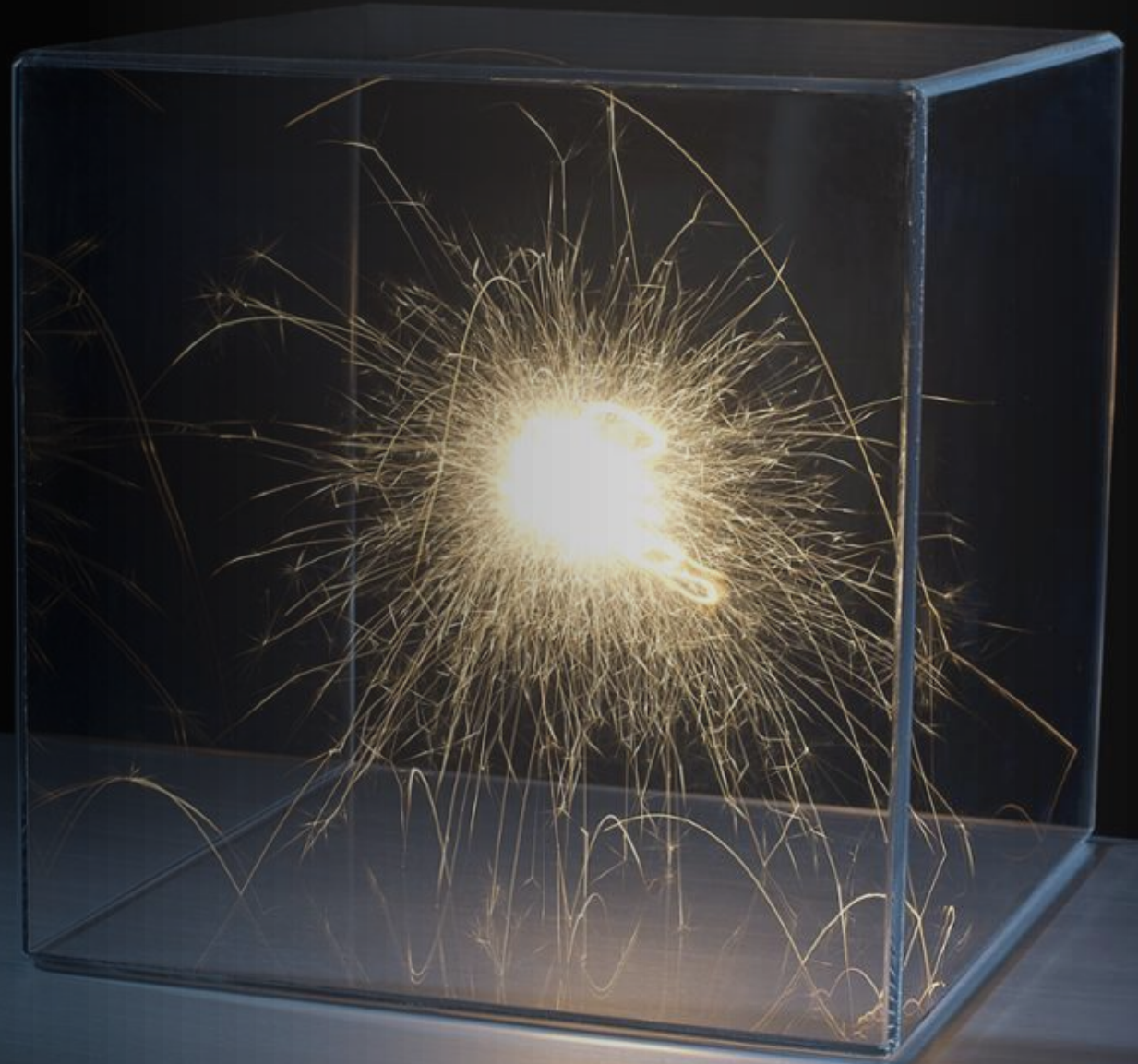
High Capacity

Management outlook reflects expectations that may happen in the future. These expectations are subject to risks, uncertainties and other factors, many of which are not under RCG's control. Actual results may differ materially from the what is expressed or implied in this section. RCG undertakes no obligation to revise any forward-looking statement to reflect changes to its expectations or any change in circumstances, events, strategy or plans.



# Q & A

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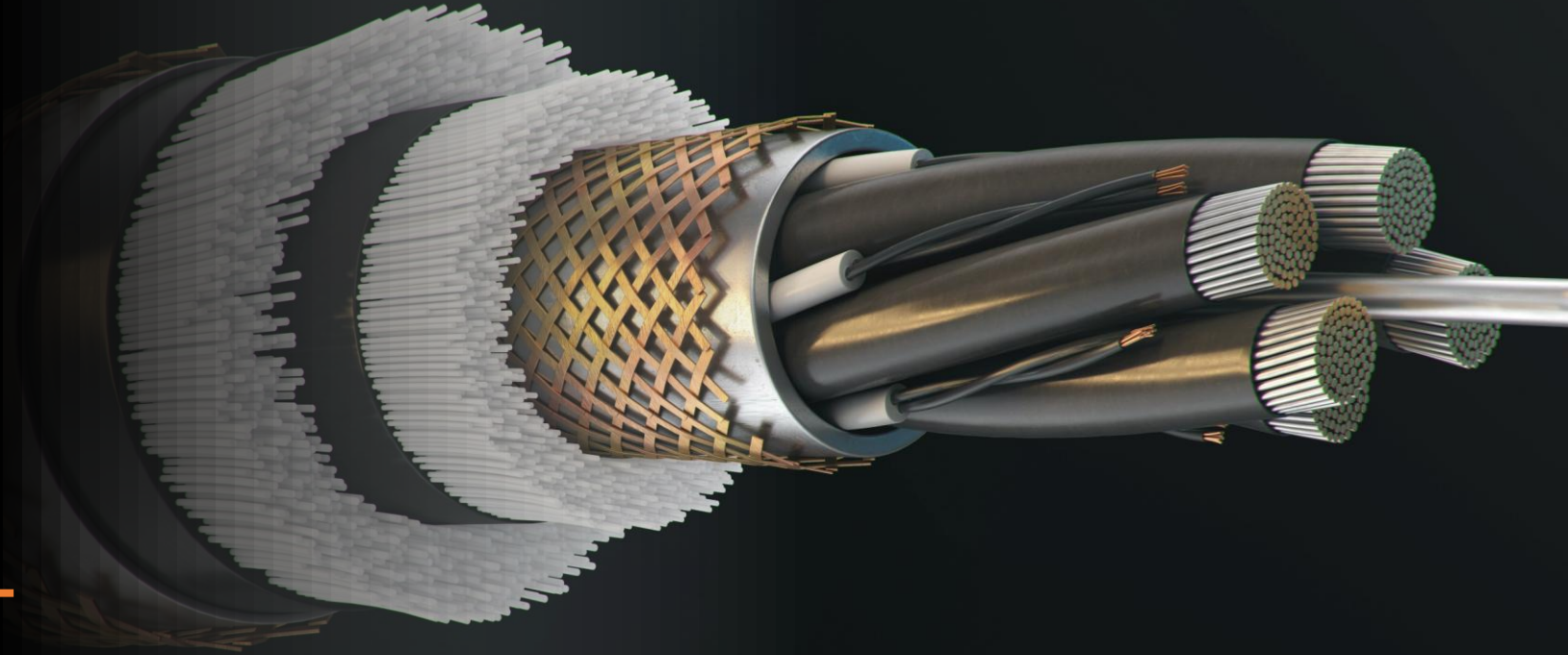






# Thank you

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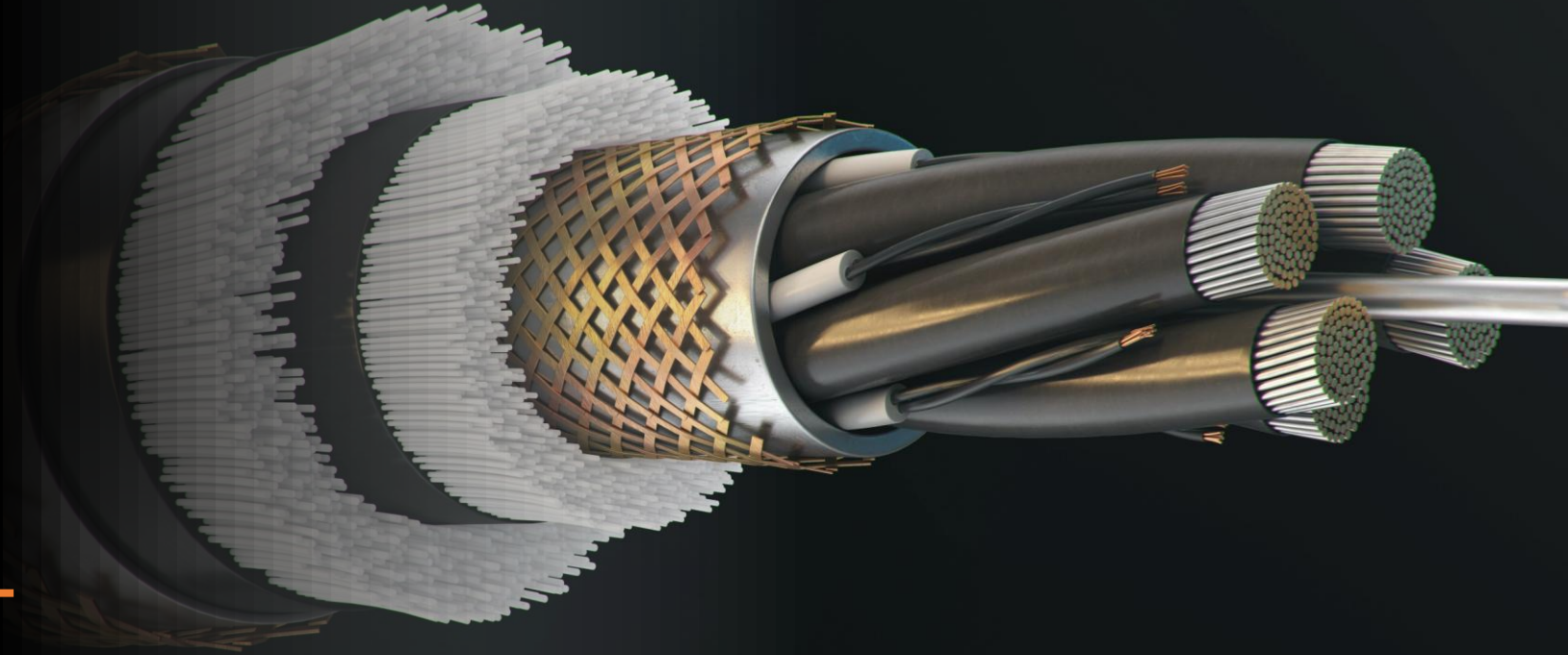






# Appendix

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# Summarized income statement (SARm)



|                                            | H1-25       | H1-26       | Var.       | Var. %        |
|--------------------------------------------|-------------|-------------|------------|---------------|
| Revenue*                                   | 5.204       | 5.698       | 494        | 9,5%          |
| Direct costs*                              | -4.334      | -4.828      | -494       | 11,4%         |
| Gross profit                               | 870         | 870         | 0          | -0,1%         |
| <b>Operating expenses</b>                  | <b>-254</b> | <b>-200</b> | <b>54</b>  | <b>-21,1%</b> |
| Operating profit                           | 617         | 670         | 53         | 8,6%          |
| <b>Finance charges</b>                     | <b>-35</b>  | <b>-38</b>  | <b>-3</b>  | <b>9,4%</b>   |
| <b>Other income / expenses &amp; Zakat</b> | <b>-46</b>  | <b>-42</b>  | <b>5</b>   | <b>-10,2%</b> |
| <b>Group net income</b>                    | <b>536</b>  | <b>590</b>  | <b>55</b>  | <b>10,2%</b>  |
| <b>Minority interest</b>                   | <b>0,1</b>  | <b>1,4</b>  | <b>1,2</b> | <b>880,7%</b> |
| <b>Shareholders of the Company Profit</b>  | <b>535</b>  | <b>589</b>  | <b>53</b>  | <b>10,0%</b>  |



# Condensed balance sheet (SARm)



|                                               | FY-25        | H1-26        |
|-----------------------------------------------|--------------|--------------|
| <b>Fixed Assets</b>                           | <b>1,502</b> | <b>1,587</b> |
| Investments                                   | 42           | 41           |
| <b>Other Long Term Assets</b>                 | <b>207</b>   | <b>200</b>   |
| <b>Current Assets</b>                         | <b>5,531</b> | <b>6,190</b> |
| <b>Total Assets</b>                           | <b>7,282</b> | <b>8,018</b> |
| <b>Borrowings</b>                             | <b>610</b>   | <b>863</b>   |
| <b>Long Term Liabilities</b>                  | <b>144</b>   | <b>153</b>   |
| <b>Current Liabilities (excl. borrowings)</b> | <b>3,218</b> | <b>3,459</b> |
| <b>Total Liabilities</b>                      | <b>3,973</b> | <b>4,475</b> |
| <b>Equity</b>                                 | <b>3,309</b> | <b>3,544</b> |
| <b>Total Equity &amp; Liabilities</b>         | <b>7,282</b> | <b>8,018</b> |



# Condensed cash flow statement (SARm)



|                                            | H1-25 | H1-26 | Var. | Var. %  |
|--------------------------------------------|-------|-------|------|---------|
| Operating cash flow before working capital | 884   | 777   | -108 | -12.2%  |
| Net working capital movement               | -691  | -500  | 191  | -27.6%  |
| Cash generated from operating activities   | 194   | 276   | 83   | 42.8%   |
| Finance charges, Zakat & income tax, EOSB  | -51   | -62   | -10  | 19.8%   |
| Net cash flow from operating activities    | 142   | 215   | 73   | 51.1%   |
| Net cash used in investing activities      | -141  | -138  | 4    | -2.6%   |
| Net cash used in financing activities      | 144   | -84   | -228 | -158.4% |
| Net decrease in cash and bank balances     | 145   | -7    | -151 | -104.7% |
| Cash at the beginning of the period        | 91    | 236   | 145  | 160.3%  |
| Cash at the end of the period              | 235   | 229   | -6   | -2.6%   |





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Riyadh Cables Group