

RAK

CERAMICS

EARNINGS PRESENTATION – Q4 & FY 2022 RESULTS

FEBRUARY 2023

Agenda



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- 03 | Q4 & FY 2022 Financial Results Update**
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Speakers



Abdallah Massaad
Group Chief Executive Officer

Abdallah Massaad is Group CEO of RAK Ceramics and has more than 24 years experience in ceramics manufacturing, sales management, product marketing and business leadership. Prior to RAK Ceramics, Mr. Massaad was General Manager of ICC SARL, Lebanon.

Mr. Massaad holds post graduate qualifications in Management (DEA in Business Administration) and an undergraduate degree (Maitrise in Business Administration - Marketing) from Université Saint-Esprit de Kaslik, Lebanon.



PK Chand
Group Chief Financial Officer

Pramod Kumar Chand is Group CFO of RAK Ceramics. Mr. Chand has wide experience in dealing with corporate finance matters including treasury and working capital financing, project finance, venture capital, debt and equity capital market instruments, fund raising processes and general management.

Mr. Chand is a Member of the Institute of Chartered Accountants of India (CA) and has been a rank holder and winner of the A F Ferguson award.

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EXECUTIVE SUMMARY



Speaker: Abdallah Massaad
Group CEO

Q4 & FY 2022 Highlights

2022 in Brief

- **Record-high full year performance for 2022** despite challenging economic environment, successfully achieved on the back of **growth across all core businesses** and translating into an **all-time high net profit**.

Volatility has dominated the global business environment in Q4 & FY 2022

- **High inflation**, however no longer accelerating, prompted by commodity shocks and supply chain dislocation; to tame inflation, central banks have initiated in 2022 **interest rate hikes**, leading to an increase in net interest exposure
- Persistent **energy crisis** despite recent correction, fueling energy supply shocks, as seen most recently in Bangladesh, and increase in gas prices
- Looming **global recessionary fears** realizing **currency devaluation** across several markets; business activity in Europe recently shrank, however less than expected; GCC markets remain resilient showing strong growth and increase in consumer spending; South Asian markets' momentum have slowed down given rising living costs
- **Freight rates** are on a sharp downward trend due to reduced demand and increased vessel supply

Q4 2022 initiatives aiming to strengthen our position in face of market turbulence

- **Solidified retail presence** with further showroom openings in UAE (Al Ain) and India (Cochin & Chandigarh)
- Earned several **recognition awards**, strengthening **brand perception** in terms of design, innovation & leadership
- **Sustained gross profit margin** on the back of improved production efficiencies and optimized utilization to match demand, however hindered most recently by natural gas shortage in Bangladesh
- Rolled out execution of **UAE expansion projects** – Tiles renovation project (commercial production in Q1 2023) and sanitaryware capacity enhancements (production ramped up, full utilization estimated for 2023)
- Advanced on **greenfield expansionary fronts** seeking environmental clearances and approvals in Bangladesh and transfer of gas allocation approval in Saudi Arabia
- Launched **value creation plan of KLUDI** focusing on a turn-around strategy and leveraging on synergies; implementation progress is being closely monitored
- Completed further **RAK Porcelain minority stake buyout**, reaching 92% stake as of the 31st of Dec 2022; separately, RAK Porcelain has acquired 9% in its subsidiary, RAK Porcelain Europe S.A. reaching 100% stake
- In-line with its dividend policy commitment, **the Board proposed** to distribute semi-annual **cash dividend of 10 fils per share** for second half of 2022.

**Q4 22
Total Revenue**
AED 900.7M
↑ 19.7% YoY

**FY 22
Total Revenue**
AED 3.52BN
↑ 22.9% YoY

**Q4 22
Reported Net Profit**
AED 78.0M
↑ 24.0% YoY

**FY 22
Reported Net Profit**
AED 340.1M
↑ 19.8% YoY

BUSINESS HIGHLIGHTS



Speaker: Abdallah Massaad
Group CEO

Q4 2022 Key Market Updates

United Arab Emirates

Strong performance bolstered by solid market fundamentals; Al Ain showroom opening, promotional discounts and international fairs participation increased further brand visibility and strengthened positioning in Q4 2022.

E-commerce continued picking up following increased marketing efforts.

Saudi Arabia

Impact in top-line QoQ growth has been felt mostly in wholesale, given rising competition and price wars; YoY performance remained rigid on the back of increase in retail and projects despite 12% custom duty charges.

Focus remains on premium offering and increasing retail footprint.

India

Rebound in top-line QoQ due to additions to dealers network, opening of 2 new showrooms and launching promotion schemes in Q4 2022.

Performance remained solid following growth in top-line and improved efficiencies, hindered however by rising energy costs and currency devaluation.

Bangladesh

Macroeconomic conditions weighed heavily on performance in Q4 2022; currency devaluation halted top-line growth and gas supply shortages caused production disruption till the 7th of December.

Effective February, energy price will increase by >150%; management closely monitoring situation.

Europe

Slowdown in economic activity reflecting on top-line in Q4 2022; pressure on performance has been reduced following exchange rate correction and freight rate drops.

Focus is to strengthen brand visibility, to accelerate project strategy and to expand e-commerce segment.

Tableware

Robust growth in top-line on the back of strong demand, mostly from regional markets, and differentiated offering. Performance remained solid despite impact of rising input costs; further improvement is estimated given drop in transportation costs and currency correction.

Focus is to strengthen brand presence and invest in innovation and design.

Faucets

Drop in demand in Europe as a result of geopolitical and economic challenges; performance was highly impacted during the year following higher input and energy costs.

Management launched a turn-around strategy for KLUDI with a clear value creation plan; impact to be felt starting 2024.

Q4 2022 Key Strategic Updates

Advancements on Expansionary Fronts

UAE expansion projects

- **Tiles** renovation project finalized; plant is estimated to commence production in Q1 2023 – 5m sqm of GP tiles
- **Sanitaryware** capacity enhancement completed; production commenced and estimated to reach full capacity in 2023 – 260k pcs
- **Tableware** capacity expansion is scheduled for delivery of machinery in Q2 2023; commercial production is estimated to begin in Q3 2023 – 10m pcs

Greenfield projects

- **Bangladesh** – Land acquisition, title ownership and registration process completed along with obtaining NOC and approvals from Municipal bodies. Currently awaiting land mutation certificate.

In parallel, team is working on shortlisting consultant for designing layout of factory & premises. For Faucets line, factory design layout expected to be completed by Q2 2023 followed by commencement of construction process.

- **Saudi Arabia** – Application filed with Marafiq to support with transfer of previously obtained Gas allocation approval from KAEC to Yanbu. Team is working on preparing the factory layout plan and seeking environmental clearances and approvals.

RAK Porcelain Minority Buy-out

As of the 31st of December 2022, RAK Ceramics ownership in RAK Porcelain (i.e. the Company's Tableware division) rose to 92%, following the addition of 1% in Q4 2022.

To-date, RAK Ceramics has acquired 42% stake in 2022 post an all-cash proposal shared to minority shareholders.

Separately, RAK Porcelain has acquired 9% minority position in its subsidiary, RAK Porcelain Europe S.A. reaching 100% stake.

Q4 & FY 2022 Key Challenges

Critical Parameters	Key Challenges	Our Action
High Inflation	High inflation, seen today no longer accelerating, sparked interest rate hikes from central banks in effort of taming inflation	<ul style="list-style-type: none"> • Translate increase in incurred costs onto selling prices while remaining in line with the market • Closely monitor and manage Cash Flows focusing on optimizing debt position and reducing time on idle cash
Energy Crisis	Vulnerable supply coupled with an on-going Russia-Ukraine conflict resulted in an increase in energy prices , however seen most recently to be off their peaks	<ul style="list-style-type: none"> • Maintain renegotiated formula with local UAE suppliers • Absorb increase in energy costs across India & Bangladesh, translating increase onto pricing in-line with competition • Optimize production footprint, efficiencies & utilization
Recessionary Fears	Devaluating currencies , given increased uncertainty and raised worry of a global recession; correction for GBP & EUR has been felt most recently	<ul style="list-style-type: none"> • Opt for natural currency hedging techniques to limit working capital exposure • Focus on diversified revenue streams geographically to minimize bottom line effect
Supply Chain Challenges	Freight rates , heightened previously following supply chain dislocation, are on a sharp downward trend	<ul style="list-style-type: none"> • Easing on the bottom-line has been recorded given reduced transportation costs; full impact to be materialized in 2023
Trade Challenges	Custom Duty in Saudi Arabia on imports from the UAE burdening distributors	<ul style="list-style-type: none"> • Continued effort to comply with local laws to avail custom duty exemptions

Q4 & FY 2022 FINANCIAL RESULTS UPDATE



Speaker: PK Chand
Group CFO

Q4 2022 Performance Snapshot

Total revenue increased by +19.7% YoY to AED 900.7m driven by increase in Tiles (+8.0%), Tableware (+9.0%) and faucets following consolidation, hindered however by SW (-2.0%)

AED 900.7M

Total gross profit margin increased by +0.5% YoY to reach 34.2% driven by increase in tiles margin

34.2%

Total EBITDA increased to AED 137.5m compared to 122.1m in last year. Margin decreased by - 1.0% YoY to 15.3%

AED 137.5M

Reported net profit increased to AED 78.0m in Q4 2022 versus AED 62.9m in Q4 2021; Q4 2022 profits include one-off gains of AED 12.8m. NP Margin is 8.7% compared to 8.4% in last year

AED 78.0M

Net profit after minority increased to AED 69.9m compared to AED 45.2m in last year. Margin is 7.8% compared to 6.0% in last year

AED 69.9M

Like for Like Net profit* decreased to AED 66.4m compared to AED 71.6m in last year following increase in finance costs. Margin is 7.4% compared to 10.8% in last year

AED 66.4M

*Like for Like net profit working is given in Slide # 31

2022 Performance Snapshot

Total revenue increased by +22.9% YoY to AED 3.52bn in 2022 versus AED 2.86bn in 2021 driven by increase in Tiles (+11.0%), Sanitaryware (+4.1%), Tableware (+38.9%) and following faucets consolidation (+ AED 276.5m)

AED 3.52BN

Total gross profit margin remained stable YoY at 36.1% despite full year impact of KSA customs duty and increase incurred in input prices

36.1%

Total EBITDA increased to AED 577.2m in 2022 compared to 501.3m in last year. Margin decreased by -1.1% YoY to 16.4% due to increase in freight costs

AED 577.2M

Reported net profit increased to AED 340.1m in 2022, an all-time high versus to AED 283.9m in 2021 albeit recording further finance costs; profit includes one-off gain of AED 30.8m compared to AED 22.9m in last year. NP Margin is 9.7% compared to 9.9% in last year

AED 340.1M

Net profit after minority increased to AED 302.8m compared to AED 246.5m in last year (addition of AED 14.5m from RAK Porcelain minority acquisitions). Margin is stable YoY at 8.6% in 2022

AED 302.8M

Like for Like Net profit* increased to AED 315.5m in 2022 compared to AED 265.3m in last year following increase in revenue. Margin is 9.0% compared to 9.3% in last year

AED 315.5M

*Like for Like net profit working is given in Slide # 31

Financial Highlights

Amount in AED M	QUARTERLY COMPARISON					YEARLY COMPARISON		
	Q4 21	Q3 22	Q4 22		2021	2022		
	Amount	Amount	Amount	YoY Growth	QoQ Growth	Amount	Amount	YoY Growth
Revenue	752.4	906.4	900.7	19.7%	-0.6%	2,860.7	3,517.2	22.9%
Gross margin (%)	33.6%	35.0%	34.2%	0.5%	-0.8%	36.2%	36.1%	0.1%
EBITDA	122.1	145.8	137.5	12.5%	-5.7%	501.3	577.2	15.1%
Reported net profit/(loss)	62.9	90.1	78.0	3.8%	-11.8%	283.9	340.1	19.8%
Like for like net profit*	71.6	75.7	66.4	-7.3%	-12.3%	265.3	315.5	18.9%
Capital expenditure	32.1	84.3	62.0	NM	NM	91.3	205.8	NM
Net debt	971.2	1,414.7	1,301.1	34.0%	-8.0%	971.2	1,301.1	34.0%
Net debt / EBITDA	1.94x	2.49x	2.26x	16.9%	-8.8%	1.94x	2.26x	16.9%

* EBITDA & Like for Like net profit working is given on Slides # 30 & 31

Revenue Highlights Q4 2022

MANAGEMENT COMMENTS

Total revenue increased by +19.7% YoY to reach AED 900.7m driven by mainly UAE & KSA markets, in addition to faucets consolidation which added AED 114.5m. Excluding Faucets, revenue increased by +4.5% YoY.

Tiles revenue is higher by +8.0% YoY at AED 529.4m driven by increase in selling price – to partially offset increase in production costs.

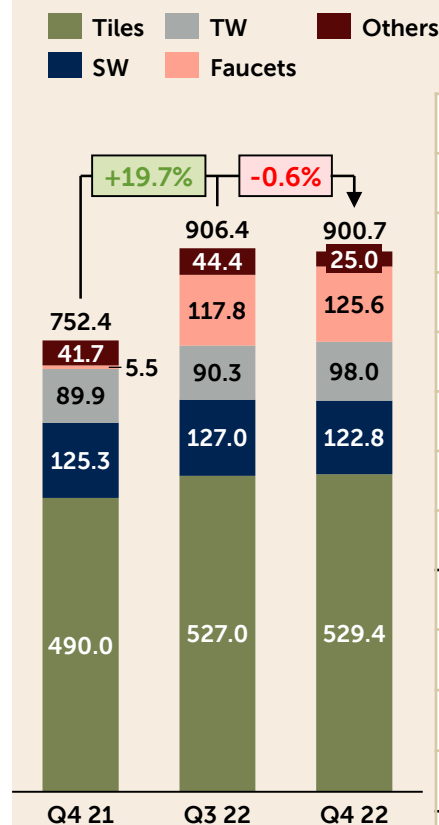
Sanitaryware revenue is lower by -2.0% YoY at AED 122.8m due to i) lower off-take in European markets given on-going economic challenges and ii) disruption in Bangladesh business due to gas supply shortages.

Tableware revenue increased by +9.0% YoY at AED 98.0m and +8.6% QoQ following market recovery post pandemic and introduction of differentiated products.

Faucets revenue is AED 125.6m in Q4 2022, out of which KLUDI Group revenue following consolidation is AED 114.5m.

Revenue from other non-core units decreased by -40.2% YoY and -43.8% QoQ to AED 25.3m.

TOTAL REVENUE (AEDM)



QUARTERLY COMPARISON

	Q4 21	Q3 22	Q4 22	
	Amount	Amount	Amount	YoY Growth
United Arab Emirates	146.6	159.7	191.8	30.8%
Kingdom of Saudi Arabia	102.6	145.0	133.9	30.5%
Middle East (Ex. UAE & KSA)	35.2	44.4	33.1	-5.9%
India	117.6	89.5	101.9	-13.4%
Europe	82.0	96.9	86.2	5.1%
Bangladesh	86.0	71.0	61.4	-28.6%
Africa	25.2	27.6	27.6	9.2%
Rest of the world	20.2	20.0	16.3	-19.0%
Tiles and SW revenue	615.5	653.9	652.2	6.0%
Tableware revenue	89.9	90.3	98.0	9.0%
Faucets revenue	5.5	117.8	125.6	NM
Others revenue	41.7	44.4	25.3	-40.2%
Total Revenue	752.4	906.4	900.7	19.7%

Revenue Highlights FY 2022

MANAGEMENT COMMENTS

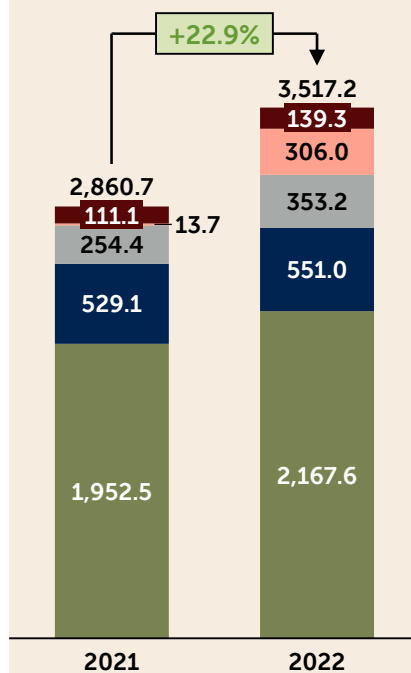
Total revenue in 2022 increased by +22.9% YoY to AED 3.52bn – highest level since 2009 (AED 3.77bn including revenue of AED 1.35bn from non-core business) – driven by Tiles (+11.0%), Sanitaryware (+4.1%) and Tableware (+38.9%) YoY. On constant currency of last year, revenue is higher by +28.1%.

Tiles revenue is higher by +11.0% YoY at AED 2.17bn and Sanitaryware revenue is higher by +4.1% YoY at AED 551.0m driven by increase in selling price and robust economic growth across the GCC. Tableware revenue increased by +38.9% YoY to AED 353.2m following a post-pandemic economic recovery boosting volumes and an increase in selling price. Faucets revenue is AED 306.0m out of which KLUDI revenue amounted to AED276.5m following consolidation in June 2022.

Revenue from other units increased by +25.4% YoY to AED 139.2m driven mainly by our ceramic raw material trading business.

TOTAL REVENUE (AEDM)

■ Tiles ■ TW ■ Others
■ SW ■ Faucets



YEARLY COMPARISON

	YEARLY COMPARISON		
	2021	2022	
	Amount	Amount	YoY Growth
United Arab Emirates	558.1	668.1	19.7%
Kingdom of Saudi Arabia	537.5	586.1	9.0%
Middle East (Ex. UAE & KSA)	125.5	153.3	22.2%
India	389.0	400.4	2.9%
Europe	395.0	408.7	3.5%
Bangladesh	295.6	292.0	-1.2%
Africa	107.8	122.5	13.6%
Rest of the world	73.1	87.5	19.6%
Tiles and SW revenue	2,481.5	2,718.6	9.6%
Tableware revenue	254.4	353.2	38.9%
Faucets	13.7	306.0	NM
Others revenue	111.1	139.2	25.4%
Total Revenue	2,860.7	3,517.2	22.9%

Gross Profit Margins

MANAGEMENT COMMENTS

Total gross profit margin remained stable at 36.1%, YoY for 2022; growth was hindered by further costs associated with Saudi Custom Duty, higher input costs and energy challenges. Q4 2022 total margin increased by 0.5% YoY.

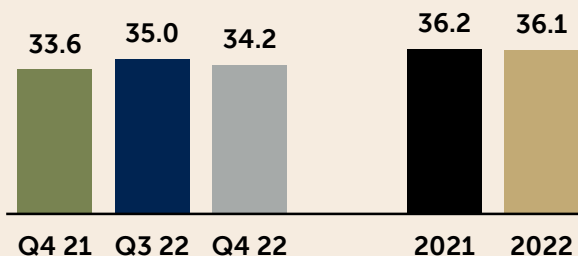
Tiles margin in Q4 2022 increased by +590bps compared to Q4 2021 to 38.9% and full year GP margin increased by +140bps YoY at 38.0%.

Sanitaryware margin for full year 2022 decreased by -40bps YoY to 33.7% due to higher input costs on imported raw materials.

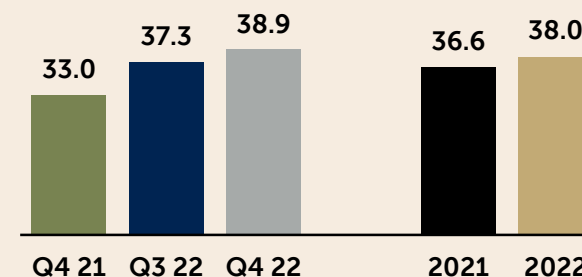
Tableware margins increased by +600bps YoY to 48.7% in full year 2022 following top-line rebound and increased productivity.

Noting that KLUDI Group consolidation was effective as of the 1st of June 2022, Faucets margins stood at 16.7% as of Q4 2022 and 21.2% for the 2022.

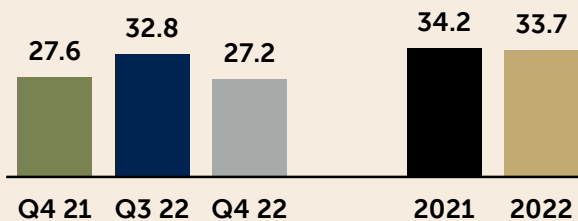
TOTAL GROSS MARGINS (%)



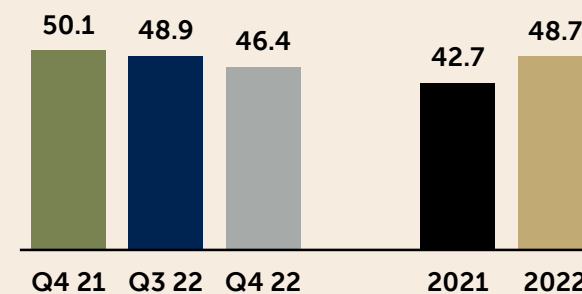
TILES GROSS MARGINS (%)



SANITARYWARE GROSS MARGINS (%)

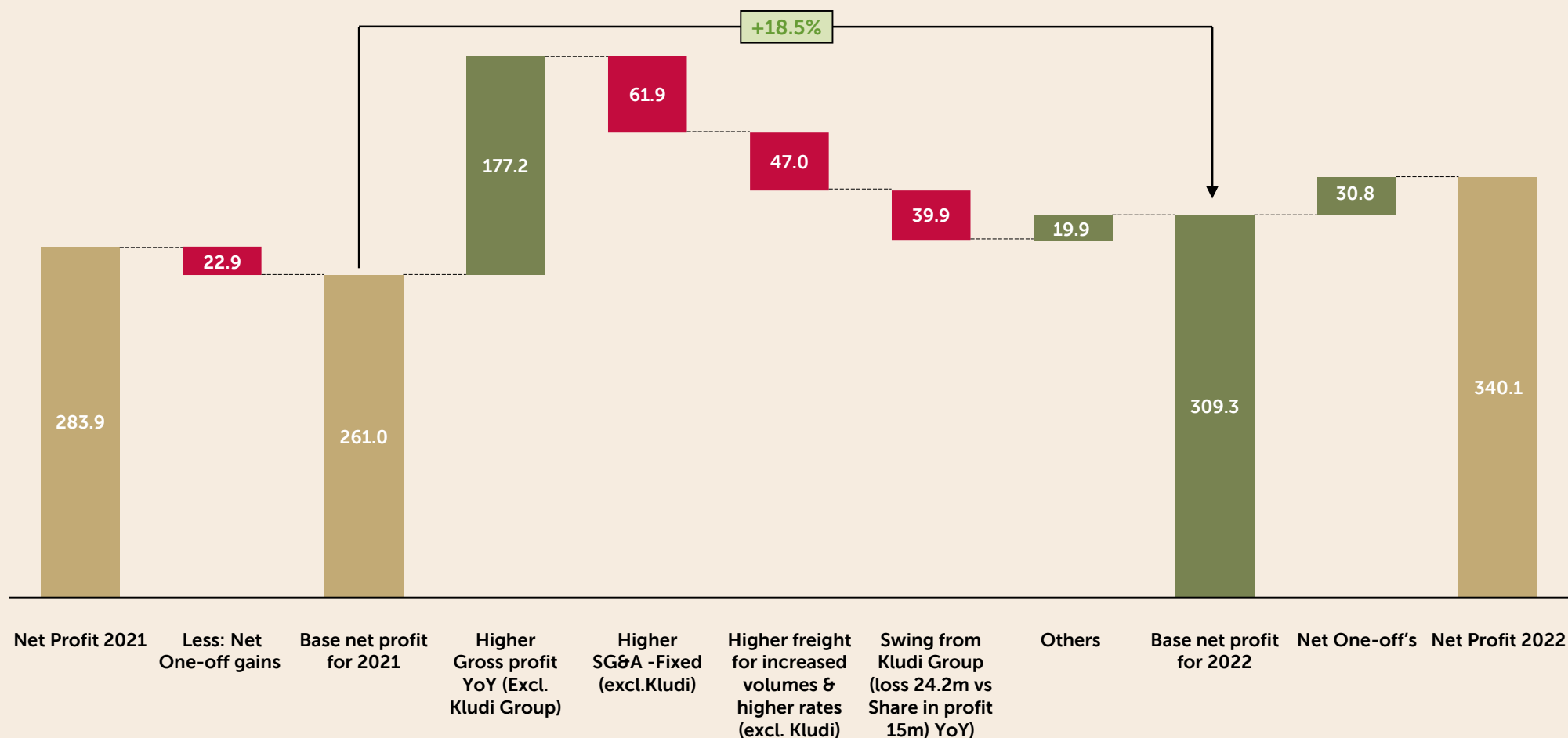


TABLEWARE GROSS MARGINS (%)



Profitability Bridge

2022 vs 2021 Profit Bridge (AEDM)



* Net one-off's details on Slide # 32

Balance Sheet Highlights

MANAGEMENT COMMENTS

Overall working capital cycle decreased from 149 days in Q3 2022 to 146 days in Q4 2022. In absolute terms, working capital decreased by AED 17m QoQ to AED 1.41bn in Q4 2022, mainly due to reduction in inventories.

Inventory days reduced from 201 days to 197 days QoQ.

Trade receivable days decreased from 85 days to 84 days QoQ.

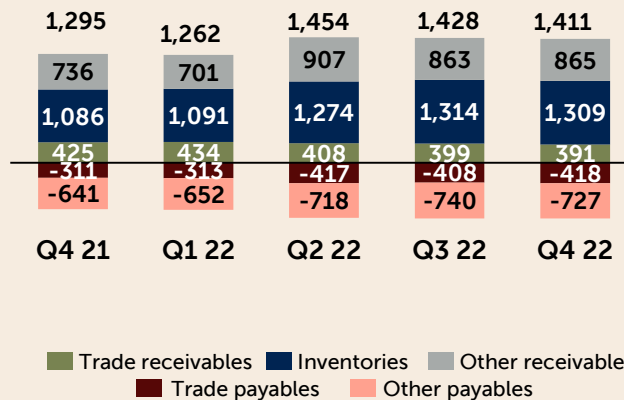
Trade payable remained stable at 63 days in Q4 2022.

Net debt decreased QoQ by AED 114m to AED 1.30bn in December 22 due to receipt of AED 66m sale proceeds from sale of land in Australia and lower working capital.

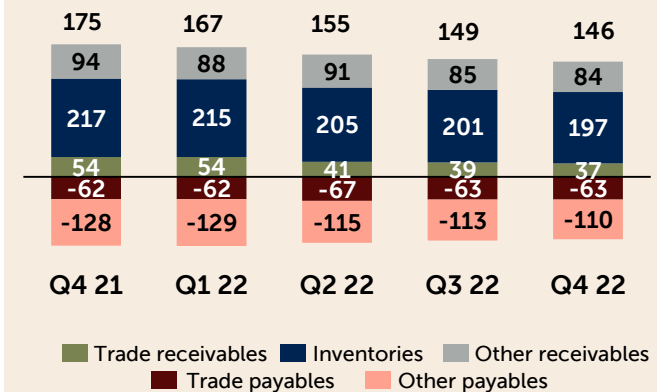
Net Debt to EBITDA decreased from 2.48x to 2.26x QoQ.

Capex guidance for 2023 is AED 300-350m.

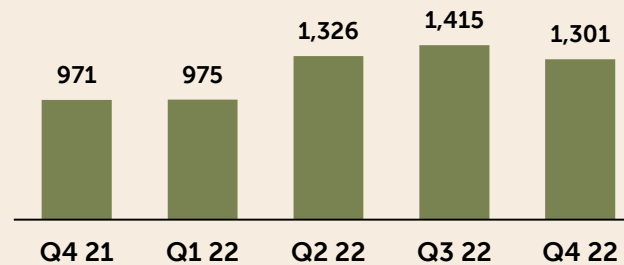
WORKING CAPITAL (AEDM)



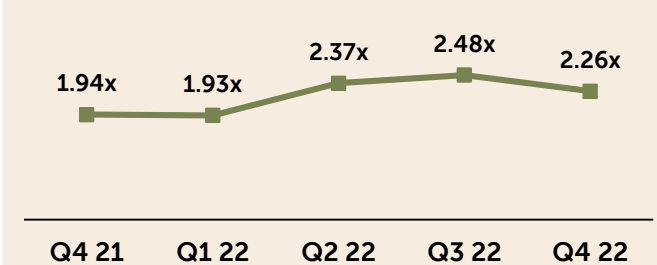
WORKING CAPITAL CYCLE (LTM DAYS)



NET DEBT (AEDM)



NET DEBT TO EBITDA (X)



SHARE PRICE UPDATE



Speaker: PK Chand
Group CFO

RAK Ceramics Share Price Movement

RAK CERAMICS (RAKCEC) SHARE PRICE PERFORMANCE (AED)



CURRENT VALUATION (AED M)

	07/02/2023	31/12/2021
	Amount	Amount
Share price	2.85	2.85
Number of shares (in Mn)	994	994
Market Cap	2,832	2,832
Net debt	1,301*	971
Minorities	133	227
Enterprise Value	4,267	4,030

*Net debt and minorities as of 31st December 2022

LTM TRADING MULTIPLES

As of 7 th February 2023	Multiple
EV / Sales	1.2x
EV / EBITDA	7.4x
P / E	9.35x
P / B	1.3x

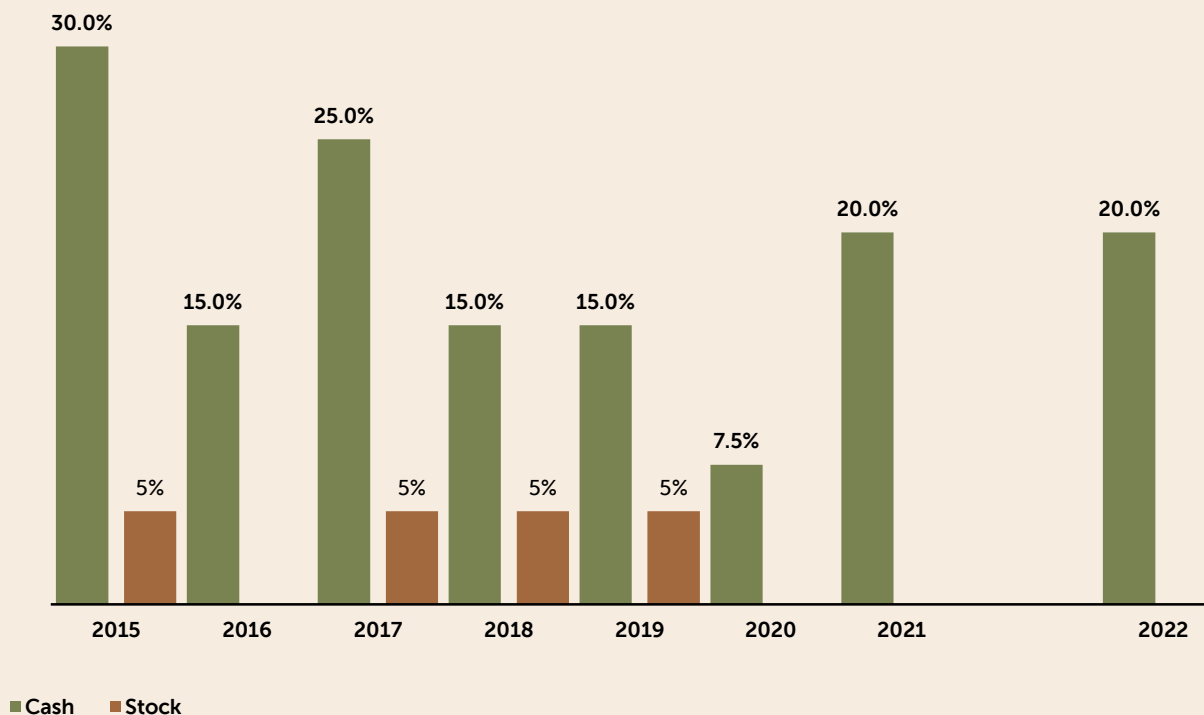
Dividend Update

MANAGEMENT COMMENTS

In-line with its dividend policy commitment, the Board proposed to distribute semi-annual cash dividend of 10 fils per share for second half of 2022 (AED 99.4million).

This follows a previously approved and distributed semi-annual cash dividend of 10 fils per share, representing AED 99.4m, for H1 2022.

HISTORICAL ANNUAL DIVIDEND PAID (%)

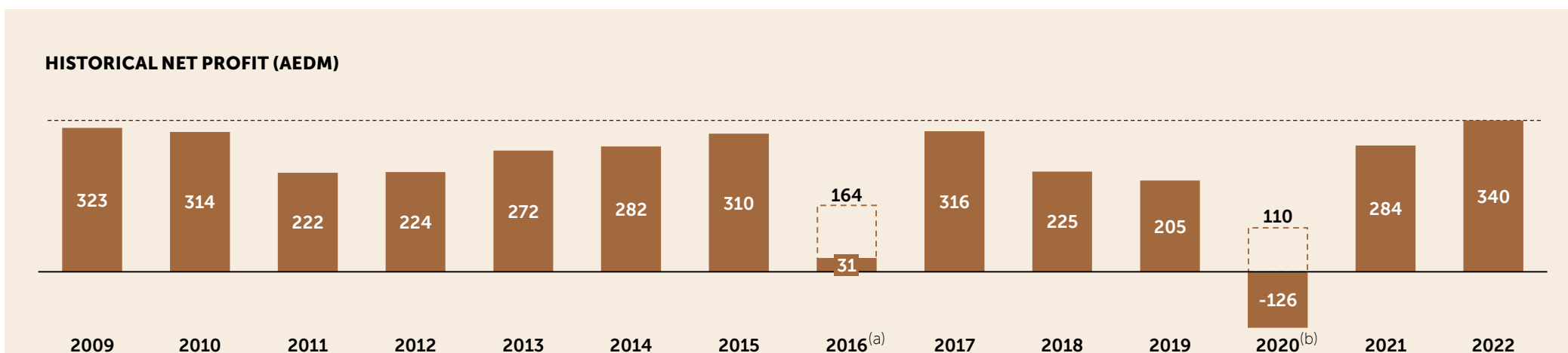
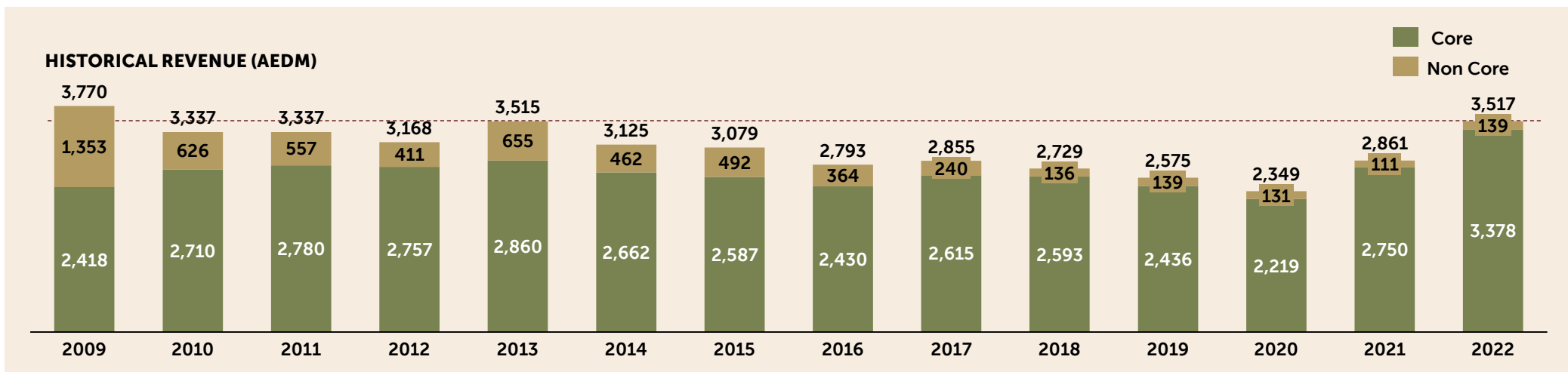


CLOSING REMARKS



Speaker: Abdallah Massaad
Group CEO

2022 Recap



(a) Includes extraordinary provision of AED 132.6m. (b) Includes extra-ordinary provision on valuation of Real Estate properties & Old receivables AED 236.3m

2023 Priorities

Protect Market Share

Maintain healthy competition across all core markets and segments albeit increased challenges

Production Capabilities Growth

Rationalize footprint and increase capacity across all core businesses via plant additions, enhancements in addition to greenfield

Operational Diversification

Explore and diversify into new markets in terms of sales, sourcing and potentially manufacturing

Digital Acceleration

Improve operating model practicing agility and digitization to enable enhanced analytics and data-driven decision-making capabilities

B2C, D2C & Retail Expansion

Focus on strengthening retail presence in focus markets via opening new showrooms, refurbishing existing outlets, and rolling out e-commerce into additional markets

KLUDI Turn-around

Transform KLUDI into a global high-end faucet brand, complementing RAK Ceramics sanitaryware offering, and build-on identified synergies and integration plan to improve performance

Business, Operations & Risk management

Optimize operations enhancing efficiencies and mitigate actively rising risks improving bottom-line performance across all subsidiaries

Sustainability stimulation

Define and implement a sustainability strategy incorporating ESG initiatives into RAK Ceramics identity and across all operations

Q&A



Abdallah Massaad
Group CEO



PK Chand
Group CFO

APPENDIX

Tiles Revenues by End Market

	QUARTERLY COMPARISON					YEARLY COMPARISON		
	Q4 21	Q3 22	Q4 22		2021	2022		
Amount in AED M	Amount	Amount	Amount	Growth YoY	Growth QoQ	Amount	Amount	Growth YoY
United Arab Emirates	114.0	126.1	154.0	35.1%	22.2%	434.2	520.4	19.8%
Kingdom of Saudi Arabia	100.2	141.4	130.4	30.2%	-7.8%	525.0	573.1	9.1%
Middle East (Ex. UAE and KSA)	31.4	39.2	27.9	-11.2%	-28.9%	109.8	133.2	21.3%
India	109.4	82.1	94.6	-13.5%	15.2%	359.0	369.6	3.0%
Europe	34.3	46.7	41.5	21.1%	-11.1%	164.6	186.3	13.2%
Bangladesh	63.2	52.7	46.0	-27.2%	-12.6%	214.0	214.6	0.3%
Africa	21.6	23.6	20.9	-2.9%	-11.5%	88.2	101.8	15.5%
Rest of the world	15.9	15.1	14.0	-12.2%	-7.5%	57.7	68.7	19.0%
Total	490.0	527.0	529.4	8.0%	0.5%	1,952.5	2,167.6	11.0%

Sanitaryware Revenues by End Market

	QUARTERLY COMPARISON					YEARLY COMPARISON		
	Q4 21	Q3 22	Q4 22		2021	2022		
Amount in AED M	Amount	Amount	Amount	Growth YoY	Growth QoQ	Amount	Amount	Growth YoY
United Arab Emirates	32.6	33.6	37.7	15.8%	12.4%	123.9	147.7	19.2%
Kingdom of Saudi Arabia	2.5	3.6	3.5	40.7%	-1.8%	12.5	13.0	4.4%
Middle East (Ex. UAE and KSA)	3.8	5.1	5.2	37.2%	2.2%	15.7	20.1	28.2%
India	8.2	7.3	7.3	-11.1%	-0.5%	30.0	30.8	2.8%
Europe	47.7	50.2	44.7	-6.4%	-11.0%	230.4	222.4	-3.5%
Bangladesh	22.8	18.4	15.4	-32.5%	-16.2%	81.6	77.4	-5.1%
Africa	3.7	4.0	6.6	80.2%	67.3%	19.7	20.7	5.2%
Rest of the world	4.3	4.9	2.4	-44.4%	-51.3%	15.4	18.8	22.2%
Total	125.6	127.0	122.8	-2.2%	-3.3%	529.1	551.0	4.1%

EBITDA Workings

	QUARTERLY COMPARISON			YEARLY COMPARISON	
	Q4 21	Q3 22	Q4 22	2021	2022
Amount in AED M	Amount	Amount	Amount	Amount	Amount
Net profit/(loss) after tax	62.9	90.1	78.0	283.9	340.1
Tax	5.5	30.3	(10.6)	17.0	32.2*
Interest- net	12.8	20.2	23.0	55.8	70.9
Depreciation & amortizations	41.5	47.3	47.3	167.1	178.5
Gain on KLUDI Group acquisition accounting	-	-	-	-	(32.4)
Extra-ordinary Impairment provisions on other receivables	-	-	-	-	27.6
Impairment on Investment properties & PPE	0.6	-	0.9	(0.6)	3.8
Gain on sale of Land in Australia	-	(42.2)	-	-	(42.2)
(Gain)/Loss on sale of assets/CWIP write-off	-	0.1	(1.1)	1.1	(1.2)
Loss on de-recognition of excess lease rent recognized in earlier years				27.2	-
Gain on sale of China assets	-	-	-	(50.1)	-
EBITDA	122.1	145.8	137.5	501.3	577.2

*Includes Capital gain tax of AED 10.2m on sale of land in Australia, .

Like-for-Like Profit Workings

	QUARTERLY COMPARISON			YEARLY COMPARISON	
	Q4 21	Q3 22	Q4 22	2021	2022
Amount in AED M	Amount	Amount	Amount		
Net profit /(loss) after tax	62.9	90.1	78.0	283.9	340.1
Add: Extra-ordinary impairment provision on other receivables/ stocks	7.5	2.4	-	-	30.0
Add: Impairment on Investment properties & PPE	-	-	0.8	-	3.8
Add: Hyper-inflation impact	1.2	1.6	1.1	4.3	6.2
Less: Gain on KLUDI Group acquisition accounting	-	-	-	-	(32.4)
Less: Gain on sale of land in Australia	-	(42.2)	-	-	(42.2)
Add: Capital gain & withholding tax on sale of Land in Australia		23.8	(13.6)		10.2
Add: Loss on de-recognition of excess lease rent recognized in earlier years				27.2	-
Less: Gain on sale of assets in China	-	-	-	(50.1)	-
Like for Like Net profit	71.6	75.7	66.4	265.3	315.5

Net-one off's breakdown

	YEARLY COMPARISON	
	2021	2022
Amount in AED M		
Gain on KLUDI Group acquisition accounting	-	(32.4)
Gain on Sale of land in Australia	-	(42.2)
Gain on sale of assets in China	(50.1)	-
Impairment on Investment properties & PPE	-	3.8
Extra-ordinary impairment provision on other receivables /stocks	-	30.0
Capital gain & withholding tax on sale of Land in Australia	-	10.2
Loss on de-recognition of excess lease rent recognized in earlier years	27.2	-
Total	22.9	30.8

Thank You

CONTACT US

If you have any questions or require further information, please do not hesitate to contact our investor relations department.

Investor Relations

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