



# RAK

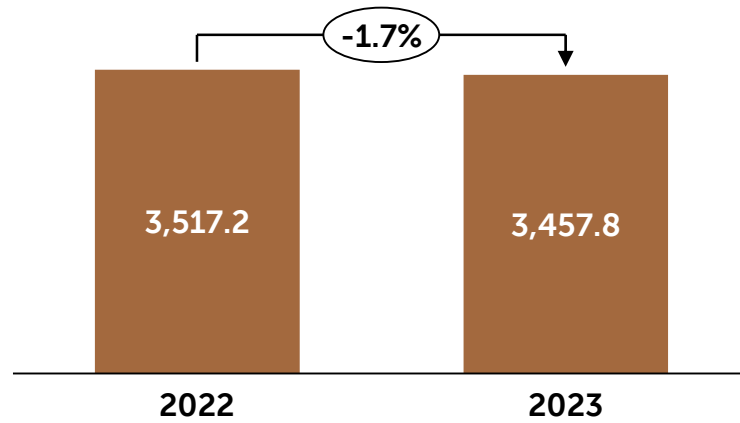
CERAMICS

ANNUAL GENERAL MEETING

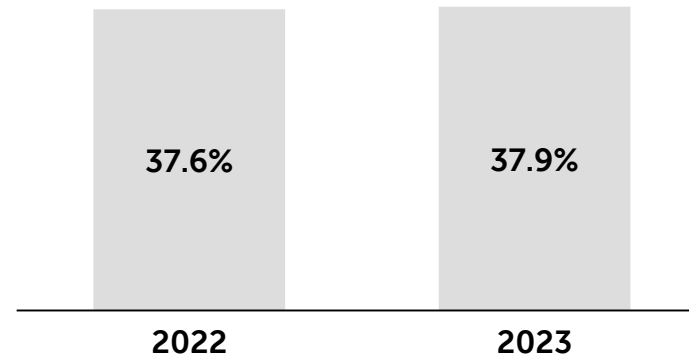
MARCH 2024

# Financial Snapshot - 2023

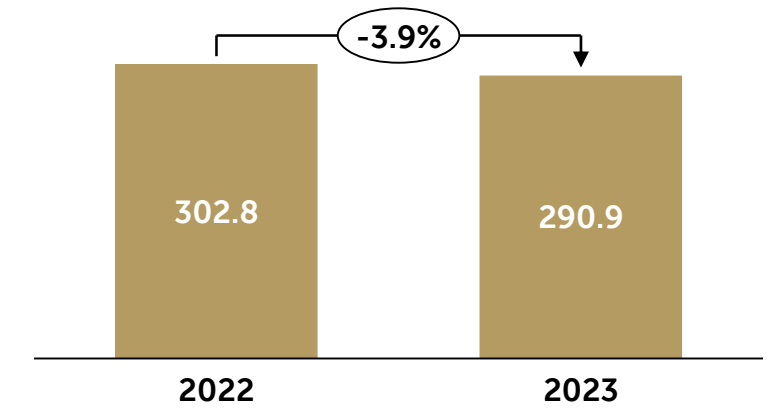
REVENUE (AEDM)



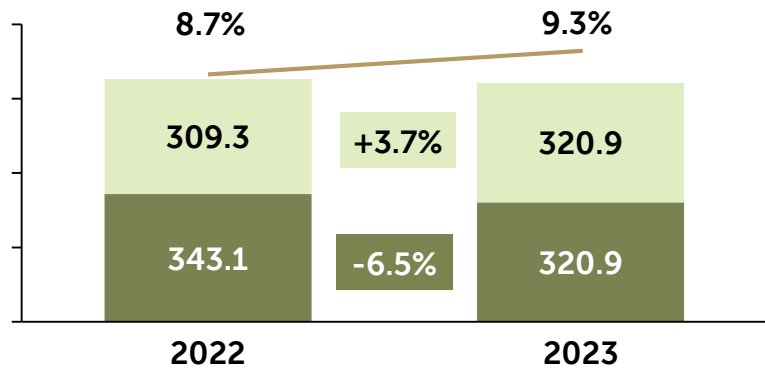
TOTAL GROSS MARGINS (%)



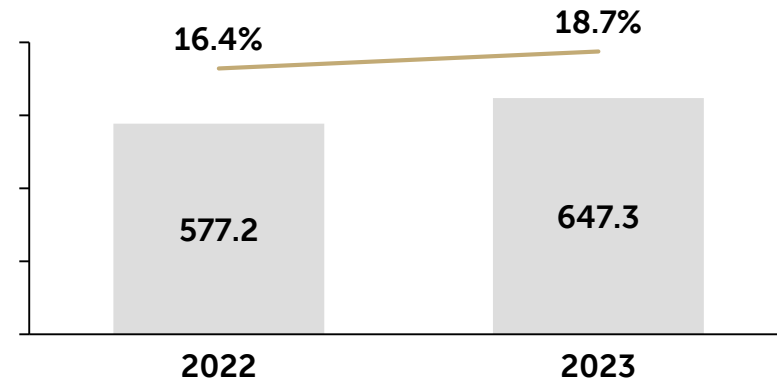
NET PROFIT AFTER MINORITY (AEDM)



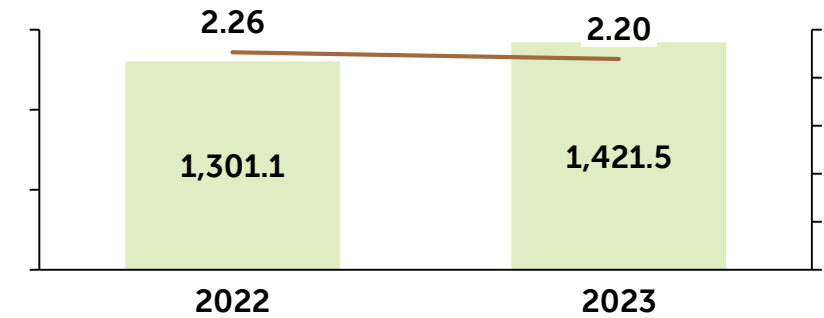
NET PROFIT (AEDM) % MARGIN (%)



EBITDA (AEDM) % MARGIN (%)



NET DEBT (AEDM) & NET DEBT TO EBITDA (X)



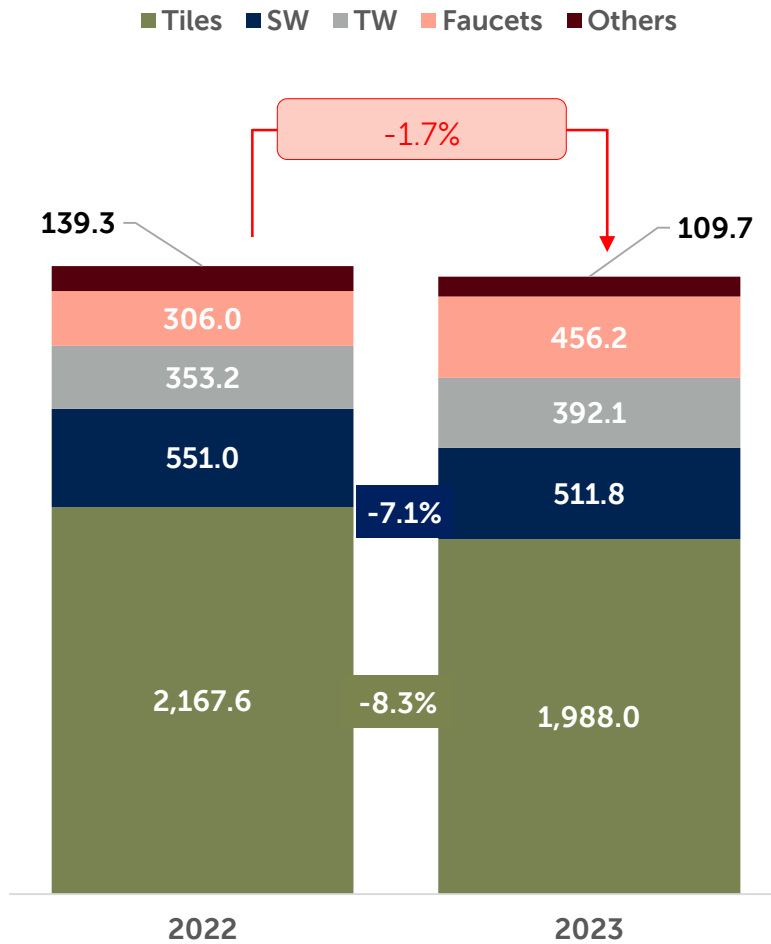
— NP Margin % before one-off  
 ■ Net Profit before one-offs ■ Net Profit

■ EBITDA — Margin %

■ Net Debt — Net Debt to EBITDA (x)

# Revenue Highlights - 2023

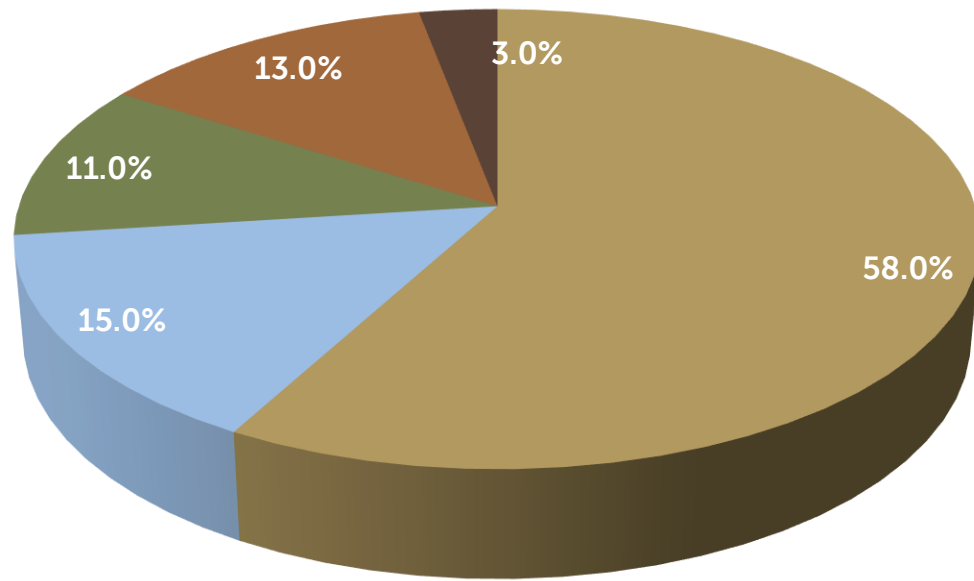
## TOTAL REVENUE (AED MN)



	YEARLY COMPARISON		
	2022	2023	
	Amount	Amount	YoY Growth
United Arab Emirates	668.1	786.7	17.8%
Kingdom of Saudi Arabia	586.1	350.3	-40.2%
Middle East (Ex. UAE & KSA)	153.3	153.6	0.2%
India	400.4	362.0	-9.6%
Europe	408.7	384.2	-6.0%
Bangladesh	292.0	264.4	-9.4%
Africa	122.5	113.6	-7.3%
Rest of the world	87.5	85.0	-2.9%
<b>Tiles and SW revenue</b>	<b>2,718.6</b>	<b>2,499.9</b>	<b>-8.0%</b>
Tableware revenue	353.3	392.1	11.0%
Faucets (LY 7M)	306.0	456.2	49.1%
Others revenue	139.3	109.7	-21.2%
<b>Total Revenue</b>	<b>3,517.2</b>	<b>3,457.8</b>	<b>-1.7%</b>

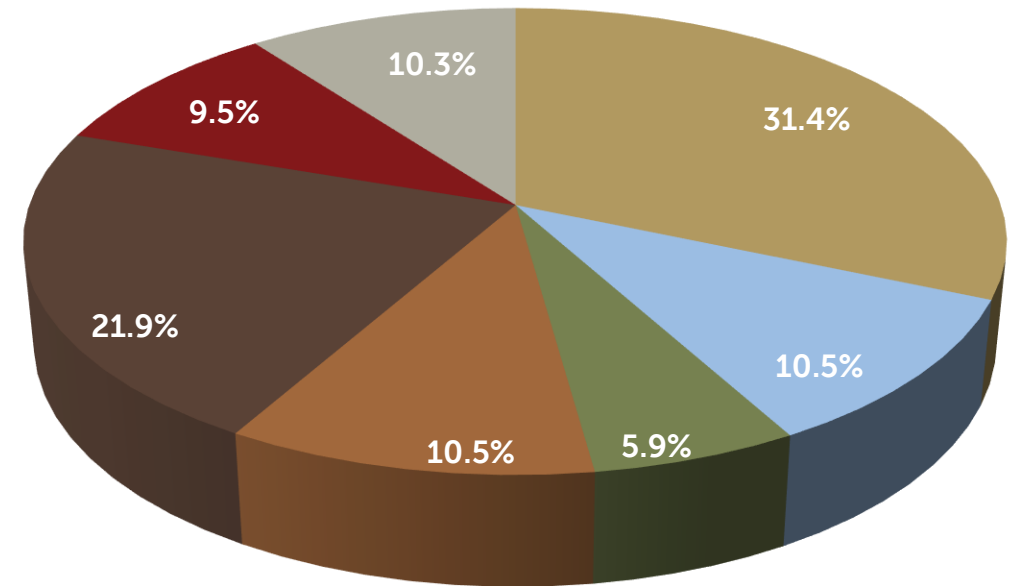
# Revenue Contribution - 2023

REVENUE CONTRIBUTION BY SEGMENT 2023%



■ Tiles ■ Sanitaryware ■ Tableware ■ Faucets ■ Other

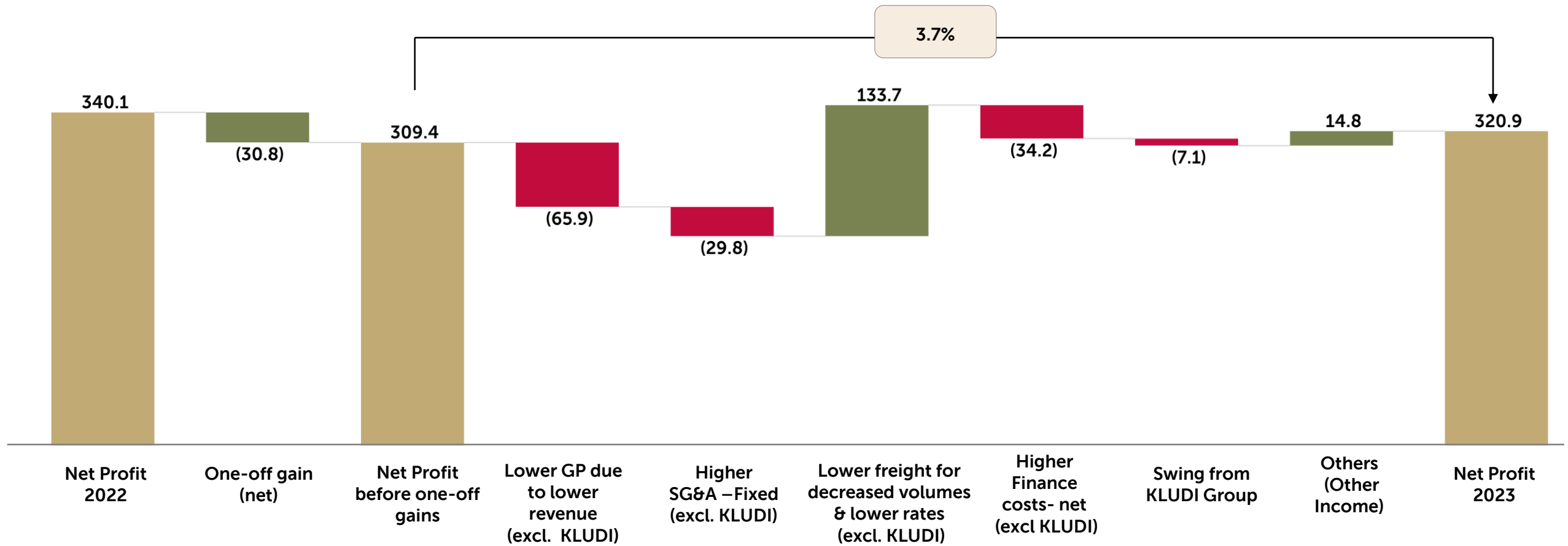
TOTAL REVENUE CONTRIBUTION BY REGION 2023 %



■ UAE ■ KSA ■ ME ■ India ■ Europe ■ Bangladesh ■ Others

# Profitability Bridge

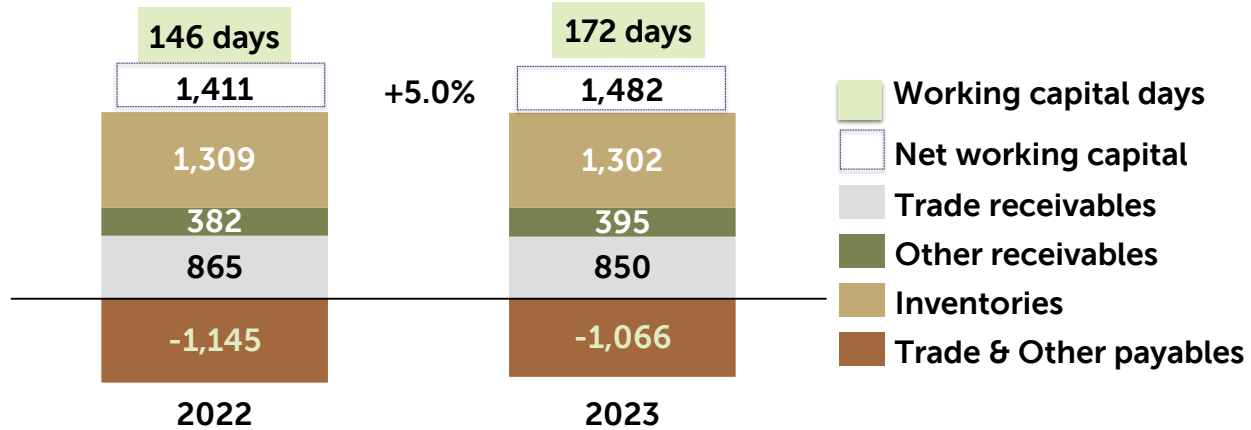
2023 vs 2022 Profit Bridge (AEDM)



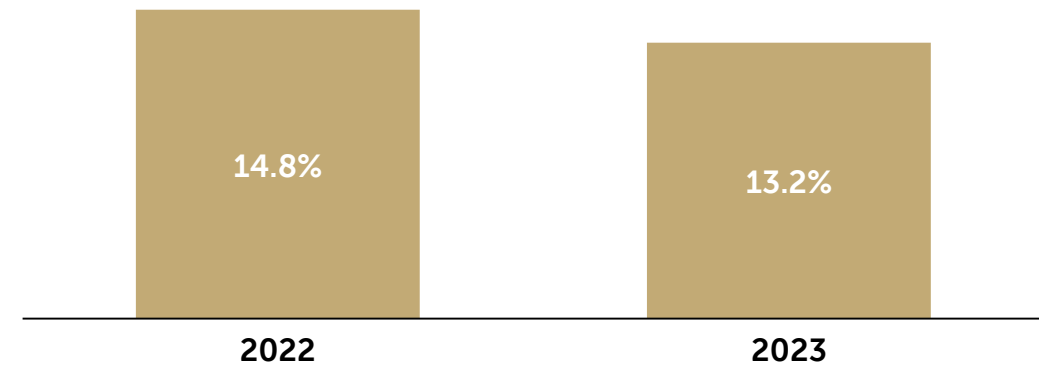


# Balance sheet highlights- 2023

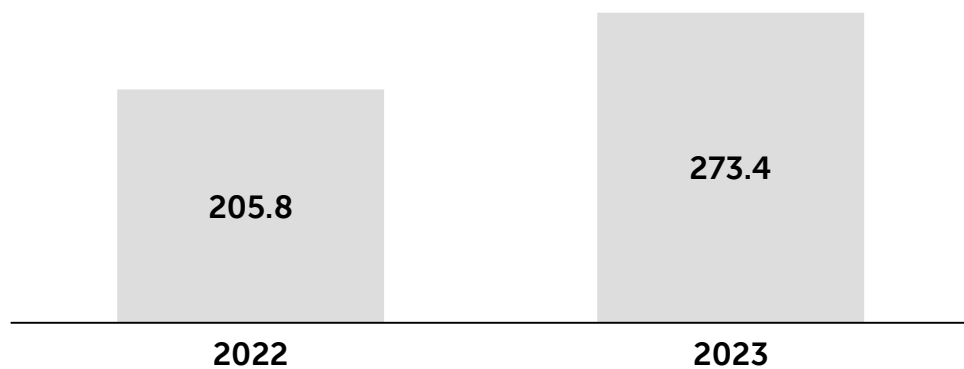
WORKING CAPITAL CYCLE (DAYS)



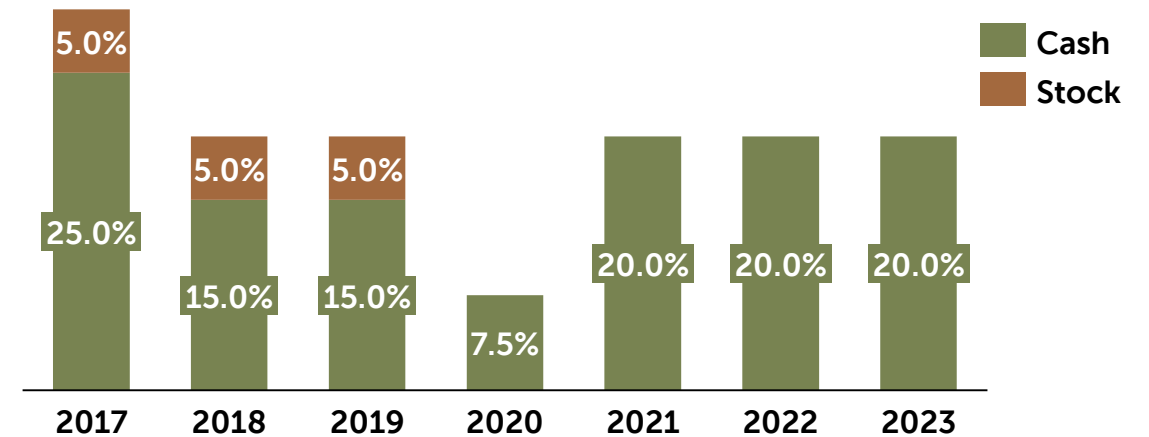
RETURN ON EQUITY (%)



CAPEX SPENDING (AED MN)



HISTORICAL ANNUAL DIVIDEND (%)





Thank You

**RAK**  
CERAMICS

CONTACT US

If you have any questions or require further information, please visit [corporate.rakceramics.com](https://corporate.rakceramics.com) or contact investor relations team at [ir@rakceramics.com](mailto:ir@rakceramics.com)