



# RAK

## CERAMICS

EFG HERMES INVESTOR CONFERENCE

MARCH 2024



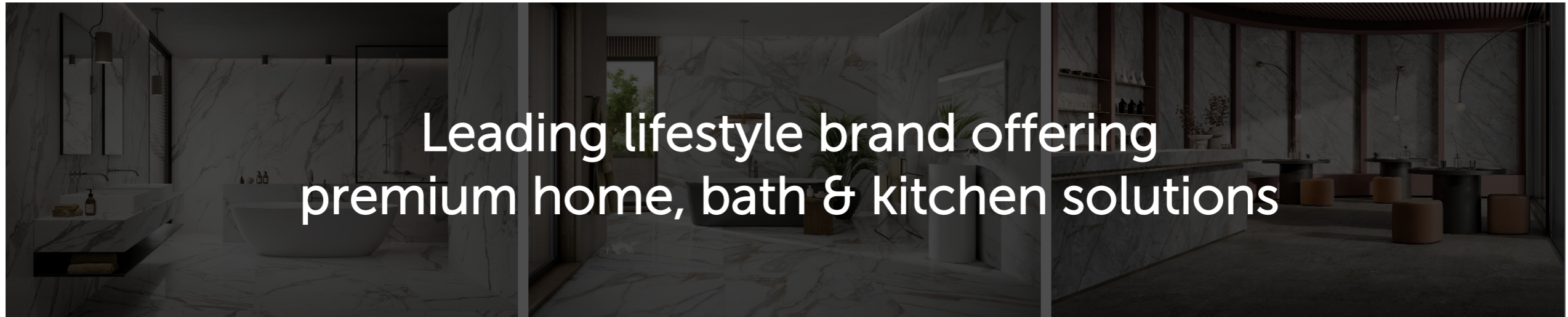


## Contents

1	Company Overview
2	Segmental Overview
3	Business Update
4	Sustainability Overview
5	Financial Highlights
6	Stock Profile
7	Appendix

A modern office interior featuring a long, dark wood reception desk in the foreground. The walls are clad in light-colored, vertically-grained wood panels. To the right, a glass-walled conference room is visible, containing several office chairs and a table. The ceiling is white with recessed black cylindrical lights. Two bright yellow, cylindrical pendant lights hang from the ceiling. Large windows on the left side offer a view of greenery outside. The floor is made of large, light-colored stone tiles with a natural, veined pattern.

# COMPANY OVERVIEW



**+30 YEARS**  
Ceramic expertise



**~12,000**  
Global workforce

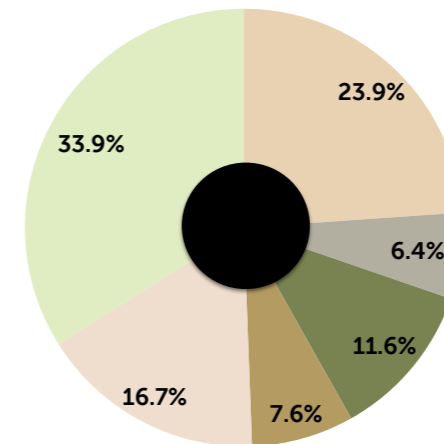


**~US\$800MN**  
Market cap.



**~US\$1BN**  
Annual group turnover

## Shareholding Structure



- H.H. Sheikh Saud Bin Saqr Al Qasimi
- RAK Royal Family Members
- Al Rajhi United Holdings Group, KSA
- Retail Investors
- Institutional Investments
- RAK Government

# Eras of RAK Ceramics

## 1990-2000 | FOUNDATION



### 1989

Founded by H.H. Sheikh Saud Bin Saqr Al Qasimi, Ruler of Ras Al Khaimah.



### 1991

First tile plant operational with annual output of 1,825,000 square meters.



### 1993

First sanitaryware plant operational with annual output of 350,000 pieces.



### 2000

Tile plant set-up in Bangladesh with annual output of 3,650,000 sqm.

## 2000-2010 | EXPANSION



### 2004

Launched RAK Luminous, ability to glow in dark & RAK Slim, a thickness of just 4.5mm. RAK Porcelain Established.



### 2006

10th UAE tile plant with annual output of 16,425,000 square meters. RAK India commence operations.



### 2007

Kludi RAK established, producing exquisite designer and water saving faucets.



### 2010

Producing 115 million sqm. of tiles per year, we became the world's largest ceramics brand. RAK Bangladesh IPO

## 2010-PRESENT | ENHANCEMENT



### 2012

1 Bn square meters of tiles supplied to projects around the world



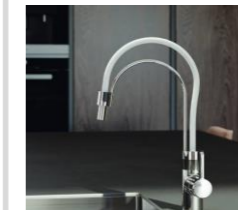
### 2013

Launched Maximus Mega Slab, a super-sized slab. Samena capital, private equity player, acquired 31% in RAK Ceramics



### 2021

RAK Ceramics collaborates with international fashion brand to launch bathroom & surface collection. Samena capital exits



### 2022

RAK Ceramics inks 100% KLUDI acquisition deal. RAK Porcelain minority buyout. First design hub in London. Launch of e-comm platform.

# Manufacturing Process



**118MN**

Square metres of tiles



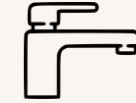
**5MN**

Pieces of sanitaryware



**36MN**

Pieces of tableware



**2.6MN**

Pieces of faucets and taps

## GLOBAL PRODUCTION LAYOUT 24 plants worldwide

### 15 Tiles Plant

UAE (10), India (3),  
Bangladesh (1), Iran (1)

### 4 Sanitaryware Plant

UAE (2), India (1),  
Bangladesh (1)

### 1 Tableware Plant

UAE (1)

### 4 Faucets Plant

Germany (1), Austria (1),  
Hungary (1) and UAE (1)



GERMANY	AUSTRIA	HUNGARY	IRAN	UAE	INDIA	BANGLADESH
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>14</b>	<b>4</b>	<b>2</b>

## To become the world's leading lifestyle solution provider for home, bath & kitchen solutions



### LIFESTYLE BRAND

We are globally recognized ceramics lifestyle solutions provider.



### INNOVATION

Innovation is at the heart of our philosophy and we have continuously led the way in terms of product development.



### HIGH-END QUALITY

We are known for our wide product range and our ability to produce premium quality products at a value price point.



### SUSTAINABILITY

We operate in harmony with our local communities embracing safe and ethical work and aiming for a positive contribution to our environment.



# SEGMENTAL OVERVIEW





## TILES

We offer **one of the largest collection** of Ceramic and Gres Porcelain wall and floor tiles, super-sized slabs in the industry. Our tiles are known for its **premium design and quality**.



## SANITARYWARE

Complete solutions provider offering products designed to suit all budgets and tastes with accessories and bathroom furniture



## TABLEWARE

Products supplied to over 40,000 hotels in more than 165 countries with clients including JW Marriott, Hilton, Hyatt, and Sheraton amongst others.



## FAUCETS

Eco-friendly faucets and bathroom fittings with a strong focus on water-saving technology, offering up to 60% saving on water consumption



TILES

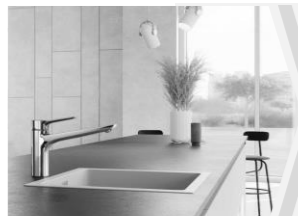
RAK Ceramics offers one of the largest collections of high quality Ceramic and Gres Porcelain Wall and Floor Tiles and Super-Sized Slabs in the industry.



SANITARYWARE



TABLEWARE



FAUCETS

**10x10**  
Our Smallest tile.

**6,000**  
The current number of production models.

**135x305**  
Our largest tile.

Tiles Revenue (AED Mn)	FY 2022	FY 2023	YoY%
UAE	520.4	624.0	19.9%
Saudi Arabia	573.0	338.6	-40.9%
Middle East	133.2	132.2	-0.7%
India	369.6	331.8	-10.2%
Europe	186.3	190.6	2.3%
Bangladesh	214.6	200.9	-6.4%
Africa	101.8	97.3	-4.5%
Asia Pacific	43.5	37.8	-13.1%
Americas	23.8	31.6	32.9%
Central Asia	1.4	3.2	124.6%
<b>Total</b>	<b>2,167.6</b>	<b>1,988.0</b>	<b>-8.3%</b>

Installed capacity Mn sqm

UAE - 81.9

Bangladesh - 11.6

India - 18.0

Iran - 6.0



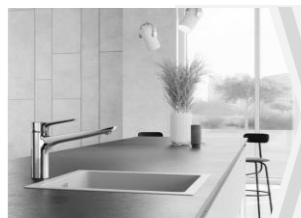
TILES



SANITARYWARE



TABLEWARE



FAUCETS

RAK Ceramics is internationally recognized for the high quality of its sanitaryware. This quality comes from carefully selected premium raw materials that ensure a perfect finish of the products.

**15,616**

Sanitaryware pieces produced every day globally.

**100 DAYS**

The time it takes from initial design to a finished model.

**100%**

Every water closet is individually leak tested on site.

Sanitaryware Revenue (AED Mn)	FY 2022	FY 2023	YoY%
UAE	147.7	162.8	10.2%
Saudi Arabia	13.0	11.7	-9.8%
Middle East	20.1	21.3	5.9%
India	30.8	30.2	-2.1%
Europe	222.4	193.6	-13.0%
Bangladesh	77.4	63.6	-17.9%
Africa	20.7	16.3	-21.2%
Asia Pacific	6.7	5.2	-22.3%
Americas	8.6	4.0	-53.6%
Central Asia	3.5	3.2	-nm
<b>Total</b>	<b>551.0</b>	<b>511.8</b>	<b>-7.1%</b>

Installed capacity Mn pcs

UAE - 2.7

Bangladesh - 1.6

India - 0.7



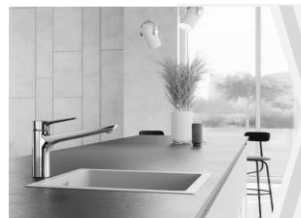
TILES



SANITARYWARE



TABLEWARE



FAUCETS

Ceramic tableware Industry added a new chapter with launch of RAK Porcelain LLC in United Arab Emirates. This company quickly went on to become the World’s leading supplier of professional grade Porcelain tableware in HORECA Industry



Tableware Revenue (AED Mn)	FY 2022	FY 2023	YoY%
UAE	110.8	124.0	12.0%
Middle East	28.3	31.3	10.6%
Europe	109.1	124.4	14.0%
America	69.8	73.2	4.9%
Africa	15.6	15.7	0.6%
Rest of world	19.7	23.4	19.0%
<b>Total Tableware revenue</b>	<b>353.3</b>	<b>392.1</b>	<b>11.0%</b>

Installed capacity Mn pcs

UAE – 36.0



TILES



SANITARYWARE



TABLEWARE



FAUCETS

Kludi GmbH & Co. KG – founded in 1926 in the Sauerland region of Germany – manufacturing high-quality faucets & fittings for bathrooms and kitchens



Faucets Revenue (AED Mn)	FY 2022	FY 2023	YoY%
UAE	90.2	177.7	97.1%
Saudi Arabia	16.1	11.3	-29.9%
Middle East	14.9	19.9	33.9%
Europe	182.1	279.4	53.4%
Asia	5	14.2	184.4%
Africa	18.6	6.3	-66.5%
Rest of world	10.1	15.2	50.7%
<i>Less Intercompany sales</i>	-31	-67.8	
<b>Total Faucets revenue</b>	<b>306.0*</b>	<b>456.2</b>	<b>49.1%</b>

Installed capacity Mn pcs

UAE – 1.2

Europe – 1.4

A modern interior space, likely a lounge or bar, featuring a curved wall with grey and gold marble patterns. On the left, a bar counter with a marble top is visible, with shelves above it holding various bottles and glasses. In the center and right, there are several round tables and matching cylindrical ottomans in shades of brown and grey. Three curved, arched floor lamps with white spherical shades are positioned against the marble wall. The ceiling is made of dark wood slats. The floor is a dark, textured material. A semi-transparent dark grey banner is overlaid across the middle of the image, containing the text "BUSINESS UPDATE" in white, bold, uppercase letters.

# BUSINESS UPDATE

# Business Highlight - 2023

**UAE:** Achieved 22% YoY revenue growth in 2023.

**Europe:** Despite economic challenges revenue increased by 7.3% YoY in 2023, driven by Faucets segment

**Bangladesh:** revenue decline by 10.6% YoY in 2023 due to the macro economic challenges. In local currency, revenue registered growth of ~5.0% YoY

## 2023 Market & Business Highlights

**KSA:** Experienced a 40% YoY revenue decline in 2023 but improved gross margins by 1.2%

**India:** Saw an 9.6% YoY revenue decline due to lower demand and currency devaluation

Revenue in **Middle East** (excluding UAE and Saudi Arabia) demonstrated resilience in the face of challenges, despite being impacted by ongoing geopolitical unrest

**Tiles** revenue decreased by 8.3% YoY to AED 1988.0 million, impacted by intensified competition from regional players and increased imports from India, especially in Saudi Arabia.

**Sanitaryware** revenue decline by 7.1% YoY to AED 511.8 million, due to challenges in all markets except UAE.

**Tableware** revenue surged by 11.0% YoY, reaching AED 392 million, propelled by the introduction of differentiated products.

**Faucets** generated a revenue of AED 456.2 million, mainly impacted due to challenges faced in Europe.

## 2023 – Performance Snapshot

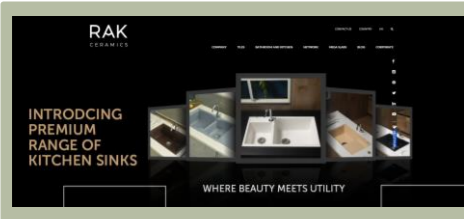


\*Net profit before one-off item

## Key Facts as on 31<sup>st</sup> December 2023



## Presence and Footprint



Launch of the new rakceramics.com website. Website metrics: 8% increase in total users, 52% increase in organic traffic, 29% increase in goal conversions.



Strong relations with the majority of the specialized media group like ITP, Design ME, Forbes and others.



9 New Showrooms opened in 2023 adding to total of 32 showrooms (UAE 10), KSA (5), India (11), Bangladesh (1), UK (2), Italy (1) and Germany (2)

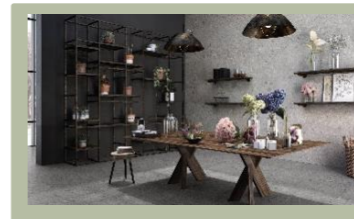
## Events and Exhibitions



Strong and specific initiatives in the occasion of Cop28 together with Rak EPDA, SAP, EEG, CSR Arabia Forum



CEOs interview during Cop28 with Khaleji Times, The National and other main media



Rak Ceramics Social Media: 28% increase in engagement rate (combined), 71% increase in conversion rate by successfully testing FB's new advantage+ campaign.

## 2023 Awards



Construction Innovation Award Best Fitting Specialist (Kludi)



Ceramics and Tiles Brand of the Year - 2022 Design Middle East Awards



Ecolable Award from Rak EPDA @Cop28



Ecolable Award from Rak EPDA @Cop28



BKU Best Sanitaryware Brand of the Year



# Key Challenges - 2023

Core Markets	Key Challenges	Our Actions
UAE	Imports of cheaper products has increased on account of free trade agreements signed between UAE and other countries.	<ul style="list-style-type: none"> <li>• Strategic approach centers on adaptability, customer-centric solutions, and a relentless pursuit of market excellence</li> </ul>
Saudi Arabia	Huge variances in product price offerings mainly from local Chinese manufacturers.	<ul style="list-style-type: none"> <li>• We are working towards tapping into new market distributions to ensure market share recovery</li> <li>• We also continue to focus and grow our Projects and Retail business by launching new showrooms</li> </ul>
Europe	Economic challenges such as higher household costs, interest rates, taxation, and fuel bills, contributing to a prolonged recession	<ul style="list-style-type: none"> <li>• Working towards creating Brand awareness by hosting events and engaging with architects, designers</li> </ul>
India	Lower demand due to increased interest rates and currency devaluation	<ul style="list-style-type: none"> <li>• Engage in market expansion, Showroom refurbishments, retail initiatives, and product launches</li> </ul>
Bangladesh	Fluctuating migration patterns and remittance related issues	<ul style="list-style-type: none"> <li>• Market expansion strategies through activating wider dealer networks</li> </ul>



## UAE

Plans include upgrading the tiles production facility for improved efficiency and capacity.

Simultaneously, a sanitaryware upgradation project is underway, replacing old kilns and introducing new product series.

We have completed the tableware expansion project for adding 10 million pieces capacity with plans to increase scale of production in phases



## India

We are upgrading our Tiles production facility to allow us to add new models and design and also improve production efficiencies.



## Bangladesh

We have upgraded our Tiles plant enhancing the production capacity and enabling production of large format tiles.

The approvals for the Faucets Greenfield plant are underway with construction expected to commence in Q2 2024



## KSA

We continue to work towards setting up a production facility in KSA.



## 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



## Retail Expansion & Brand awareness

Focus on strengthening retail presence & create Brand awareness in focus markets by opening new showroom, refurbishing existing outlets, and rolling out e-commerce into additional markets



## Business, Operations & Risk management

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



## 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



## Sustainability stimulation

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

A modern outdoor pool area with a glass-walled building, a living wall, and lush tropical landscaping. The pool is rectangular and filled with clear blue water, set on a light-colored stone deck. To the left, a glass-walled building with a dark frame is visible, showing a modern interior with a sofa and a floor lamp. To the right, a vertical living wall is covered in dense green foliage, including large tropical plants and palm trees. The overall scene is bright and airy, with natural light filtering through the glass and the living wall.

# SUSTAINABILITY OVERVIEW

# Sustainability updates - 2023

## Introducing Online Mosaic Process

Online mosaic production system enabling the efficient production of mosaic tiles using less energy and less manpower

## Recycling Rejected Tiles

Recycling equipment, allowing for the 100% reuse of fine powder generated by broken or wasted-fired porcelain tiles as input, with a capacity of up to 50,000 metric tons of powder per year

## Upgrading Design Scanning Solutions

Design development scanner, allowing for optimized production and elevated design capabilities with its enhanced scanner format and higher optical resolution

## Enhancing glazing system

Digital glazing system that fully automates glaze levels, allowing for 30-45% reduction in glaze waste by eliminating shade variation caused by glaze weight variation

## Introducing E-bikes

70 e-bikes across UAE manufacturing facilities, allowing for a reduced emission, noise pollution and environmental impact



# Sustainability Highlights - 2023

**100%**

of all our wastewater is treated and partially used on-site

**17,700**

MMBTU savings in gas as a result of 8 thermal savings initiatives

**~70%**

of water consumption across all our manufacturing processes is from recycled water

**100%**

of all non-hazardous waste is either reintroduced in production or recycled by 3rd parties

**75%**

of all suppliers are locals

**107,650**

hours of training completed by employees in UAE

**-99%**

Reduction in purchased electricity compared to 2022

**36,298**

tons CO2e avoided by reducing imports of 276,265 tons of raw materials annually

**80%**

of all our packaging is recycled and/or recyclable

**-34.2%**

Reduction in volume of non-hazardous waste generated

**10%**

Emiratization Rate in 2023

**30%**

Females in administrative roles



**FINANCIAL HIGHLIGHTS**

# Financial Snapshot - 2023

INVESTOR PRESENTATION – FY 2023

**RAK**  
CERAMICS



REVENUE

**AED 3.45 BN**

↓ 1.7% YoY



GROSS MARGIN

**37.9%**

↑ 30 bps YoY



EBITDA

**AED 647.4 M**

↑ 12.2% YoY



NET PROFIT

**AED 320.9 M**

↑ 3.7% YoY\*



NET PROFIT After Minority

**AED 290.9 M**

↓ 3.9% YoY



NET DEBT

**AED 1.42 BN**

↑ 120.3 M

Net Debt to EBITDA  
2.20x vs 2.26x

\* Net profit before one-off gain



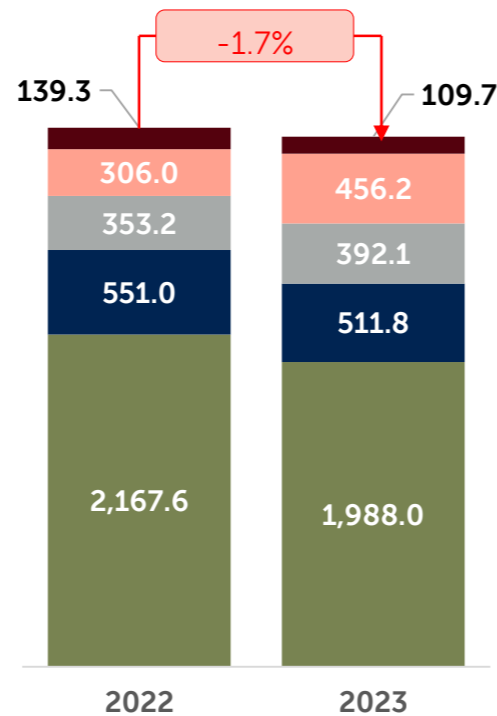
# Revenue Highlights - 2023

## MANAGEMENT COMMENTS

- 2023 revenue at AED 3,457.8m, down by 1.7% YoY, reflecting global geopolitical tensions, market volatility, higher interest rates, and currency devaluation.
- Tiles revenue decreased by 8.3% YoY to AED 1,988 million, impacted by intensified competition from regional players and increased imports from India, especially in Saudi Arabia.
- Sanitaryware revenue decreased by 7.1% YoY to AED 511.8 million, driven by subdued demand and competition
- Tableware revenue surged by 11.0% YoY to AED 392.1 million, attributed to innovative product offerings and enhanced production capacity.
- Faucets revenue increased by 49.1% YoY to AED 456.2 million in 2023 on account of full year operations as compared to 7 months last year

## TOTAL REVENUE (AED MN)

■ Tiles ■ SW ■ TW ■ Faucets ■ Others

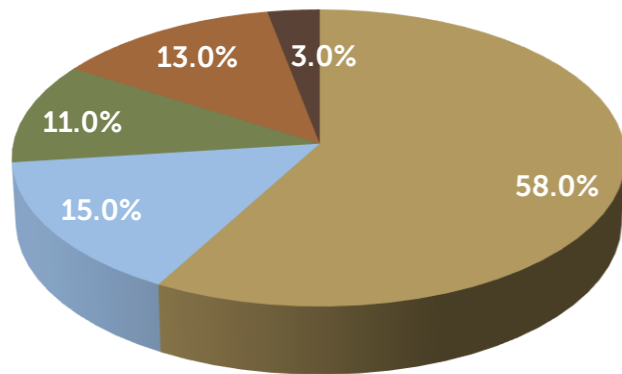


## YEARLY COMPARISON

	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%
Tiles and SW revenue	2,718.6	2,499.9	-8.0%
Tableware revenue	353.3	392.1	11.0%
Faucets	306.0	456.2	49.1%
Others revenue	139.3	109.7	-21.2%
Total Revenue	3,517.2	3,457.8	-1.7%

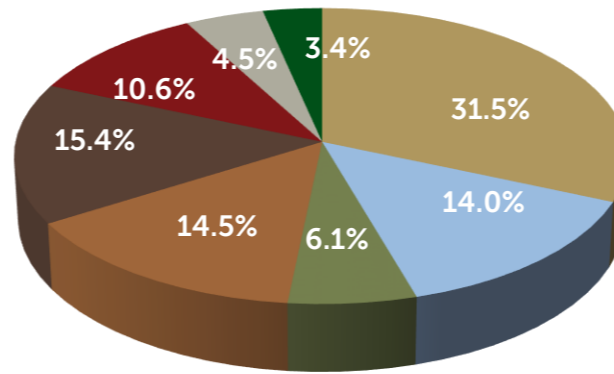
# Revenue Contribution - 2023

REVENUE CONTRIBUTION BY SEGMENT 2023%



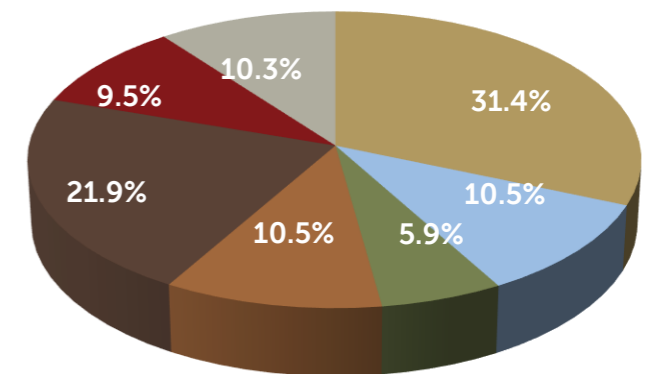
- Tiles
- Sanitaryware
- Tableware
- Faucets
- Other

TILES & SANITARYWARE REVENUE CONTRIBUTION BY REGION 2023%



- UAE
- KSA
- ME
- India
- Europe
- Bangladesh
- Africa
- Others

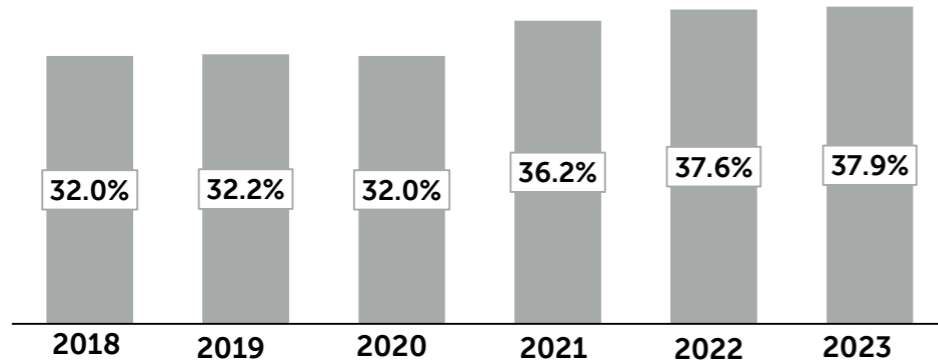
TOTAL REVENUE CONTRIBUTION BY REGION 2023 %



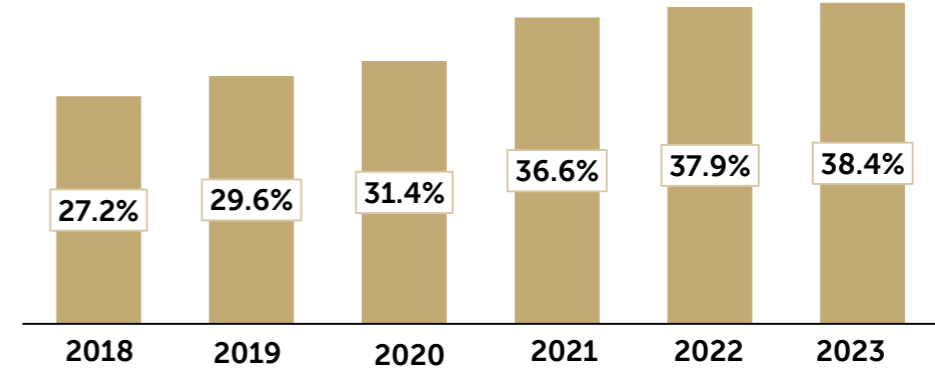
- UAE
- KSA
- ME
- India
- Europe
- Bangladesh
- Others

# Gross Profit Margin Trend - 2023

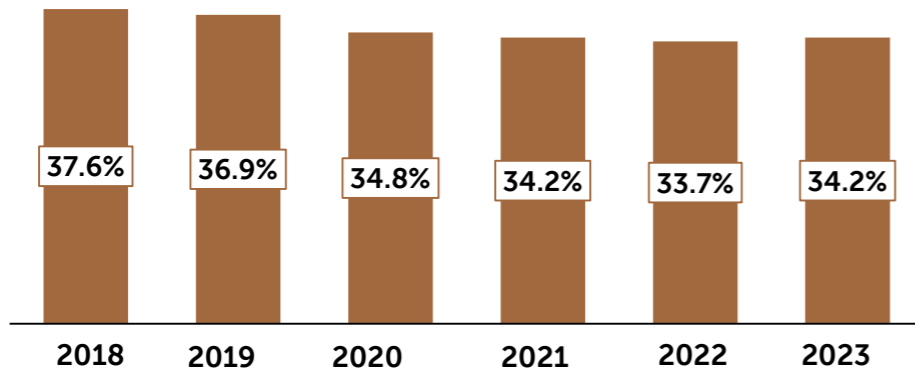
TOTAL GROSS MARGINS (%)



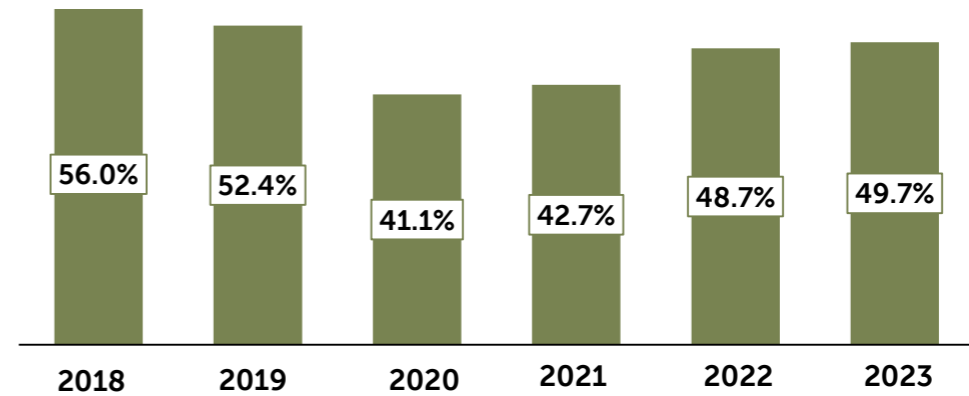
TILES GROSS MARGINS (%)



SANITARYWARE GROSS MARGINS (%)



TABLEWARE GROSS MARGINS (%)

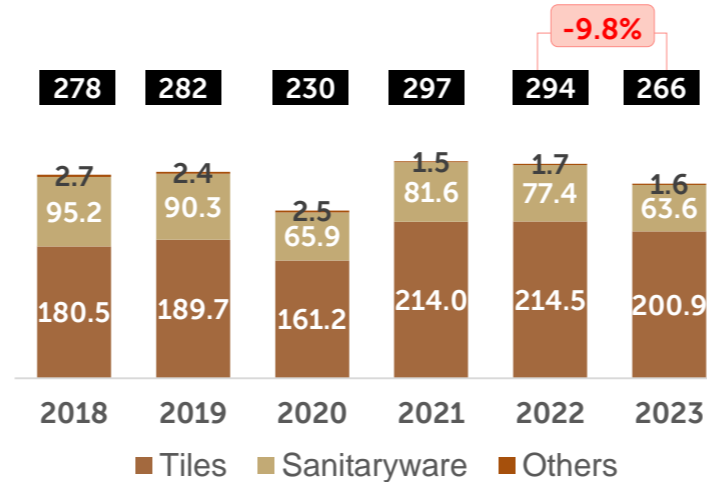


# Bangladesh Operations - 2023

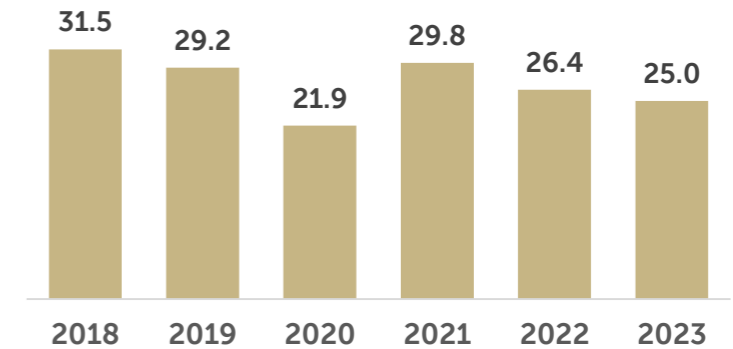
## MANAGEMENT COMMENTS

- In FY revenue decreased by 9.8% to AED 266m due to currency devaluation as in local currency the revenue has registered a growth of 4.8% YoY.
- Share price is stable most of the year but decreased to BDT 38.1 with trading with a P/E multiple of 26x.

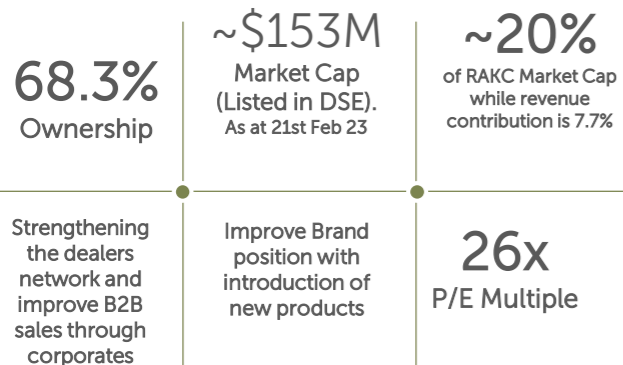
## REVENUE (AED MN)



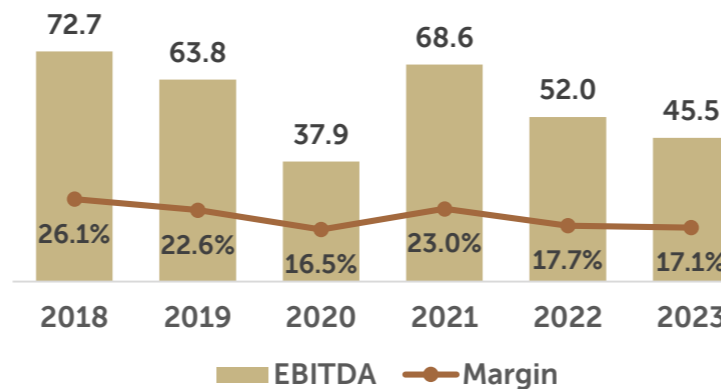
## GROSS PROFIT MARGIN (%)



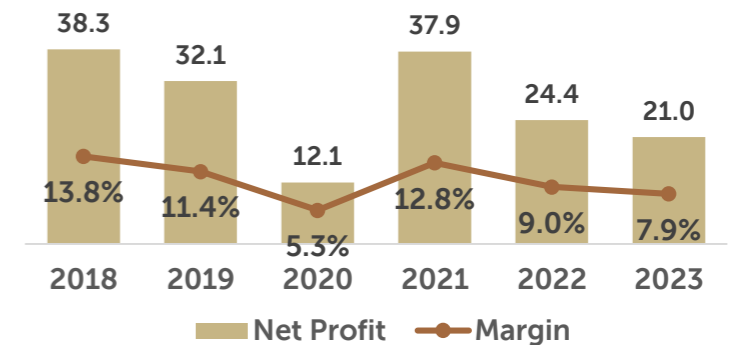
## BANGLADESH



## EBITDA (AED MN) AND MARGIN (%)



## NET PROFIT (AED MN) AND MARGIN (%)

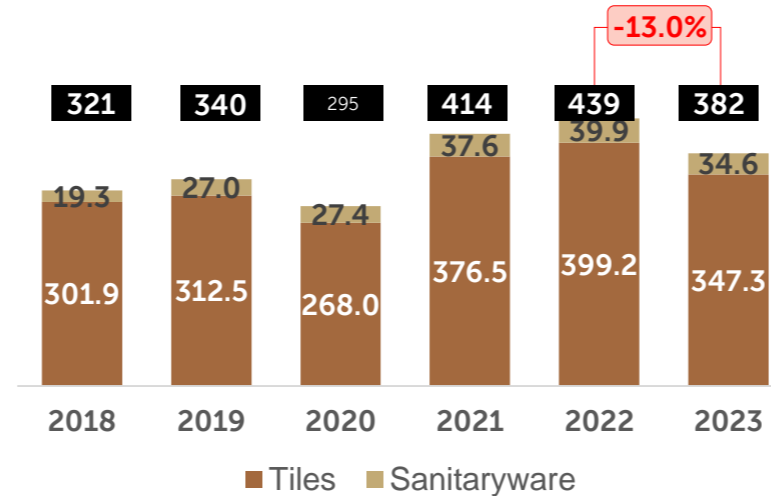


# Indian Operations - 2023

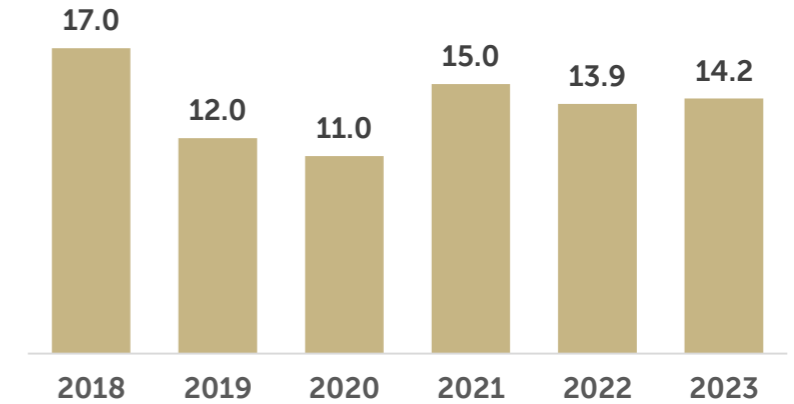
## MANAGEMENT COMMENTS

- In 2023, revenue declined by 13.0% year-on-year to AED 382 million, primarily attributed to reduced demand and currency devaluation.
- Margins saw a 30 basis point increase in 2023, despite the challenging economic conditions, reflecting efforts to enhance operational efficiency and cost management.
- The Indian market continues to feel the adverse effects of rising interest rates and tight liquidity. However, we expect the real estate sector to pick momentum as we invest in upgradation of our facilities and expand our dealer network

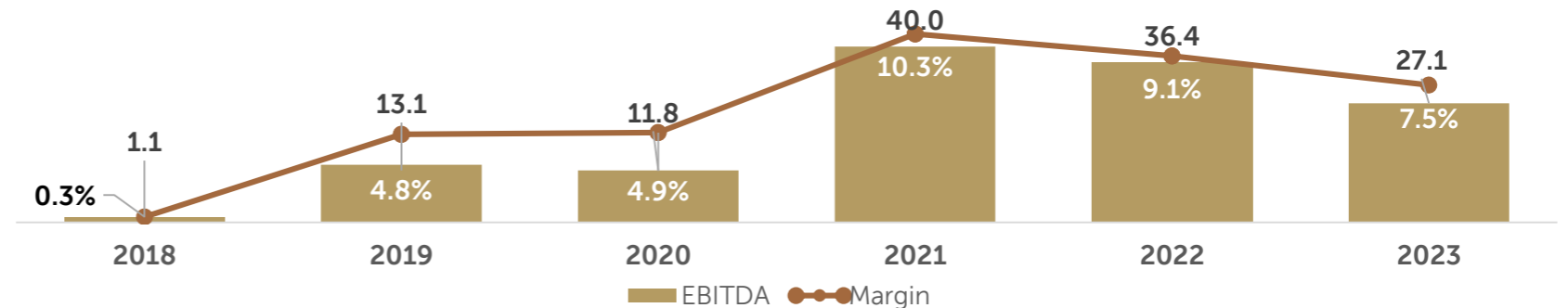
## REVENUE (AED MN)



## GROSS PROFIT MARGIN (%)



## EBITDA (AED MN) AND MARGIN (%)

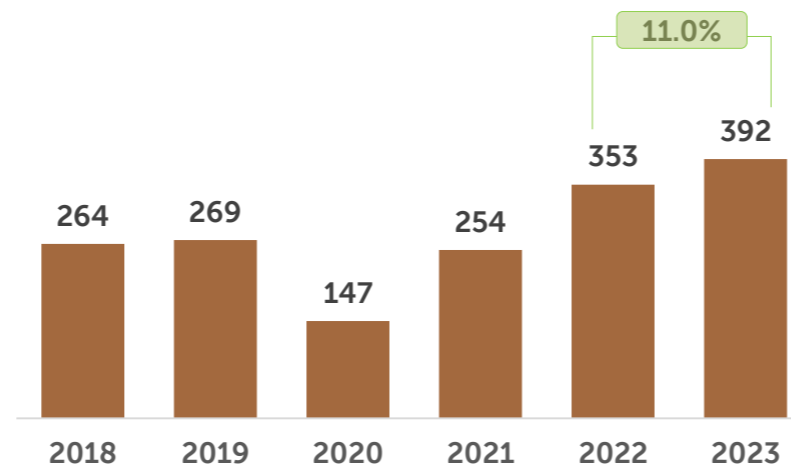


# Tableware performance trend - 2023

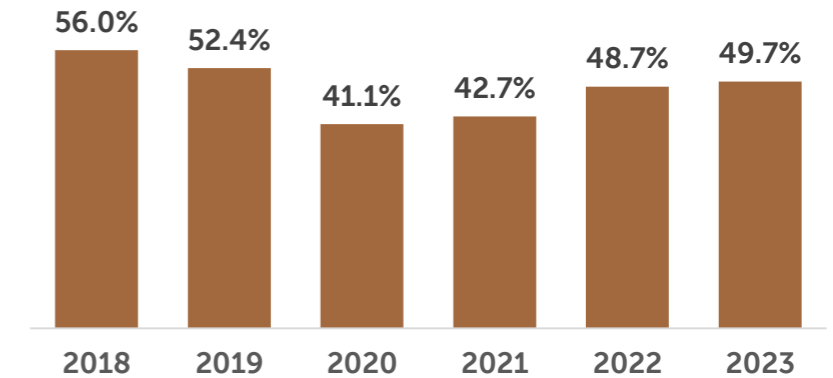
## MANAGEMENT COMMENTS

- Tableware performance across core markets significantly improved supported by recovery in the hospitality and tourism, the introduction of new range of products and the increase in selling price –reflected to pass on the impact of inflation, high shipping rates and devaluation.
- Revenue increased by 11.0% year on year to AED 392 million in 2023. GP margin increased by +100bps year on year to 49.7% in 2023 following top line rebound and increased productivity. Production has been increased to meet demand;

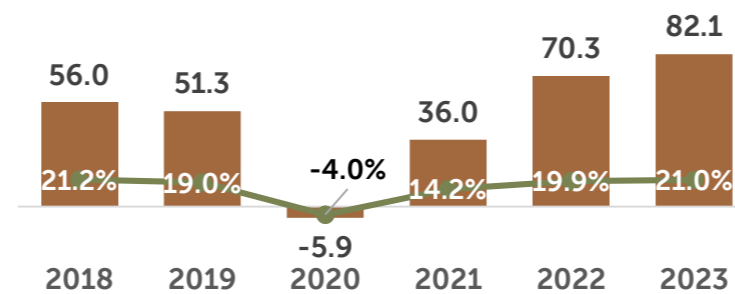
## REVENUE (AED MN)



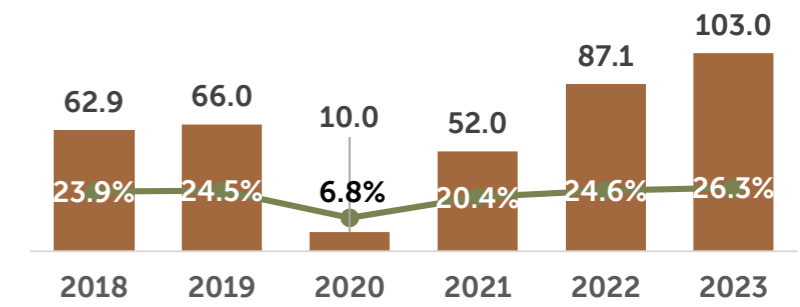
## GROSS PROFIT MARGIN (%)



## NET PROFIT (AED MN) AND MARGIN (%)



## EBITDA (AED MN) AND MARGIN (%)



■ Net Profit ● Margin

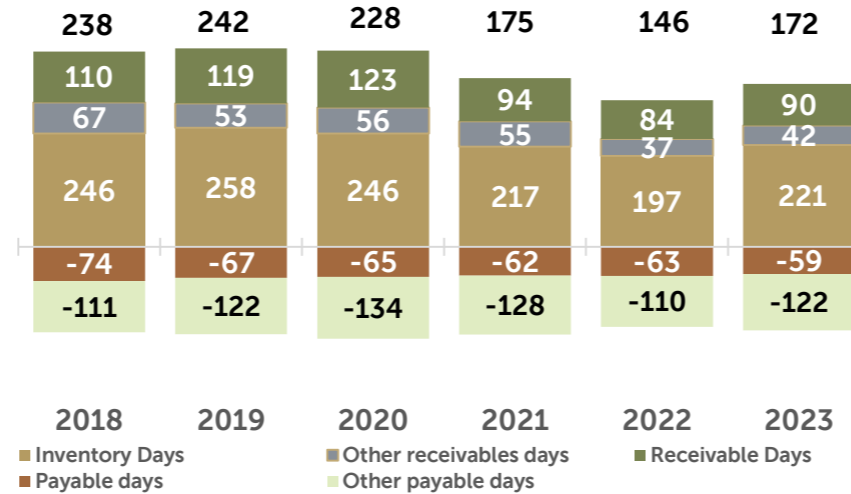
■ EBITDA ● Margin

# Balance Sheet Evolution - 2023

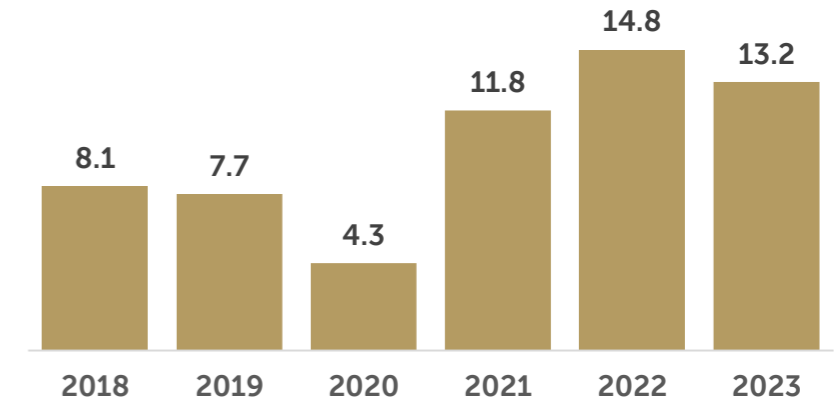
## MANAGEMENT COMMENTS

- Return on Equity in 2022 is highest at 14.8% in last 5 years.
- Inventory days increased by 24 days in 2023 compared to 2022
- Trade receivable days increased from 84 days in 2020 to 90 days in 2023.
- Trade payable days decreased from 63 days to 59 days YoY.
- Overall working capital days are increased from 146 days to 172 days. In absolute terms overall working capital decreased by AED 71m to AED 1.48bn.
- Capex for 2023 is at AED 273 million. Capex guidance for 2024 is AED 300m-350m.

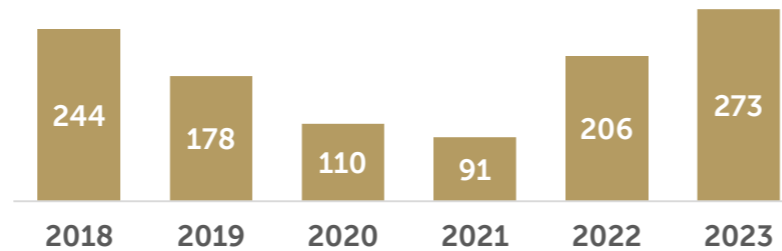
## WORKING CAPITAL CYCLE (DAYS)



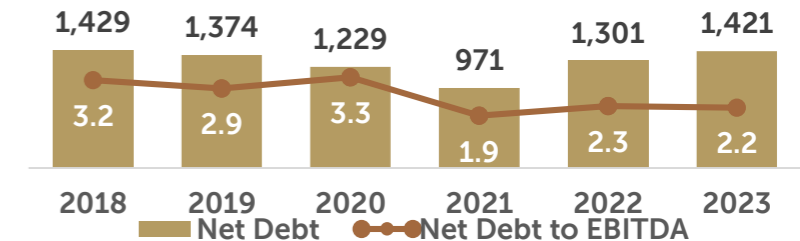
## RETURN ON EQUITY (%)



## CAPEX SPENDING (AED MN)



## NET DEBT (AED MN) & NET DEBT TO EBITDA (X)



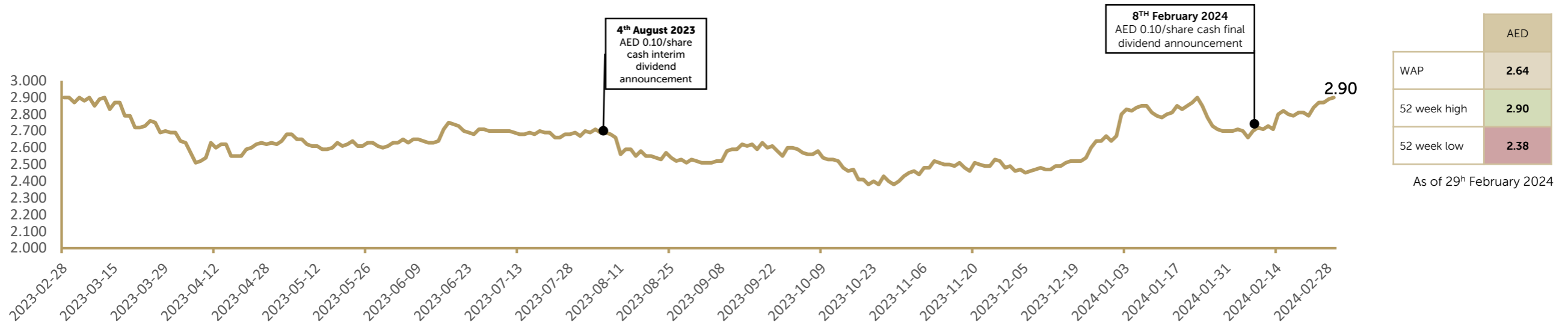
A modern bathroom with white marble walls and floors. The walls and floor have a complex, organic pattern of grey and brown veins. In the center, a black freestanding bathtub is positioned. To the right, a white pedestal sink is mounted on a wall. Above the sink is a rectangular mirror with a thin white frame. A large green plant in a dark, textured pot sits on a small wooden side table next to the tub. A gold-colored pendant light with a white globe hangs from the ceiling. On the left, a window with a wooden frame looks out onto greenery. A coat rack with a light-colored coat is visible near the window. The overall aesthetic is clean, minimalist, and luxurious.

# STOCK PROFILE



# RAK Ceramics Share Price Movement

## RAK Ceramics (RAKCEC) Share Price Performance (AED)



## CURRENT VALUATION (AED M)

	29/02/2024	31/12/2022
	Amount	Amount
Share price	2.90	2.83
Number of shares (in Mn)	994	994
Market Cap	2,882	2,812
Net debt	1,421	1,301
Minorities	134	133
Enterprise Value	4,438	4,246

\*Net debt and minorities as of 31<sup>st</sup> Dec 2023

## LTM TRADING MULTIPLES

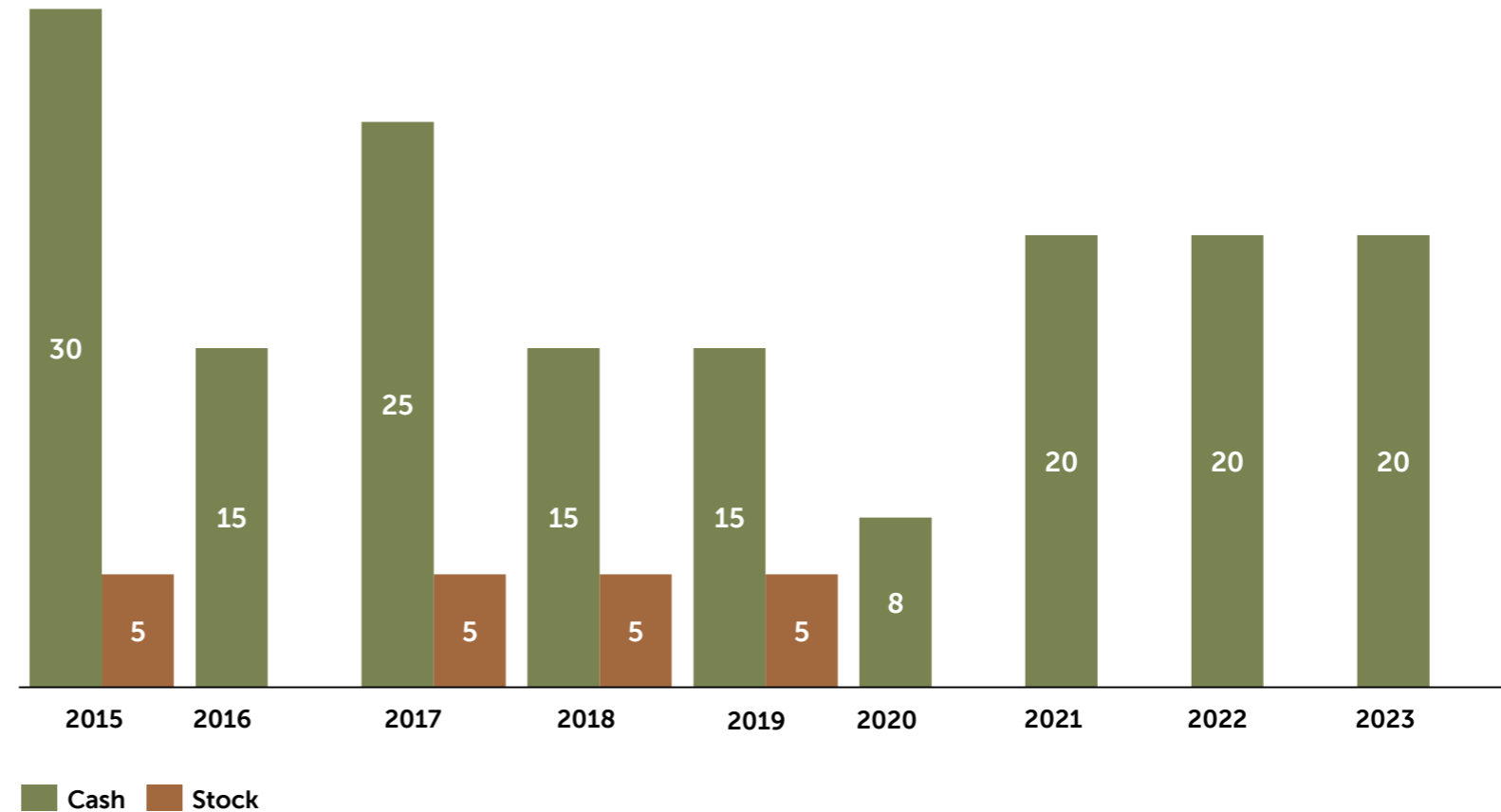
	Multiple
EV / Sales	1.28x
EV / EBITDA	6.85x
P / E	9.90x
P / B	1.27x


As of 29<sup>th</sup> February 2024

## MANAGEMENT COMMENTS

- RAK Ceramics is committed to returning capital to shareholders via a sustainable dividend policy, aiming at a minimum payout of 20 fils on a semi-annual basis for FY 2022 subject to consideration of factors such as business outlook, capital requirement for growth opportunities, expansion plans, optimal leverage levels and healthy cash reserves in addition to regulatory approvals. To further enhance the visibility to the shareholders, RAK Ceramics commits to pay a minimum dividend of 60 fils over the next 3 years (i.e. 2022-2024)
- 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 2023 (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 2023.

## Historical annual Dividend paid (%)

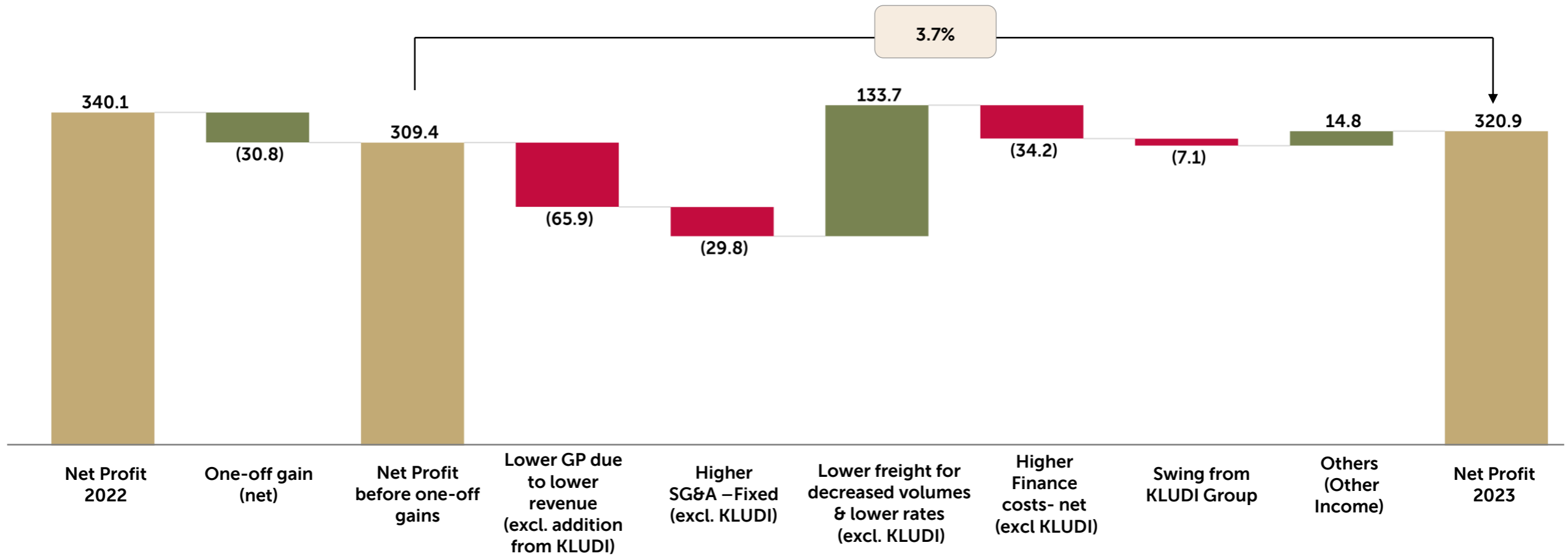




APPENDIX

# Profitability Bridge

2023 vs 2022 Profit Bridge (AEDM)



# EBITDA Working

	YEARLY COMPARISON	
	2022	2023
Amount in AED M	Amount	Amount
Net profit /(loss) after tax	340.1	320.9
Tax	32.2	24.6
Interest- net	70.9	106.8
Depreciation & amortizations	178.5	195.0
Gain on KLUDI Group acquisition accounting	(32.4)	-
Gain on sale of Land in Australia	(42.2)	-
Extra-ordinary Impairment provisions on other receivables	27.6	-
Impairment loss on real estate properties	3.8	-
Loss /(gain)on sale of assets and CWIP write-off	(1.2)	0.1
<b>EBITDA</b>	<b>577.3</b>	<b>647.4</b>

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)