

Maharah Human Resources Company

Leading Provider of Human Resource Services in Saudi
Arabia

*Earning Presentation for the three-months period ended
31 March 2022 (Q1 2022)*

Resilience and excellence to grow

شركة مهارة للموارد البشرية
Maharah Human Resources Company

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Company Overview



Main activities of the company

To act as intermediary in recruiting manpower and providing the public and private sectors with household services and manpower that meet the needs of Saudi human resources market in the Corporate and Household sectors.

Maharah Human Resources Company is a Saudi joint stock company. The company capital is SR 375 MM Saudi Riyals paid in full and divided into 37.5 million ordinary shares with a value of 10 Saudi Riyals per share.



Vision

Leading the human resources sector by providing comprehensive and integrated solutions that ensure our clients success, protect employees' rights and support the national development



Mission

We are working on providing innovative human resources solutions and services to our customers through institutionalized system, superior IT and strategic partnerships that serve our employees, customers and community

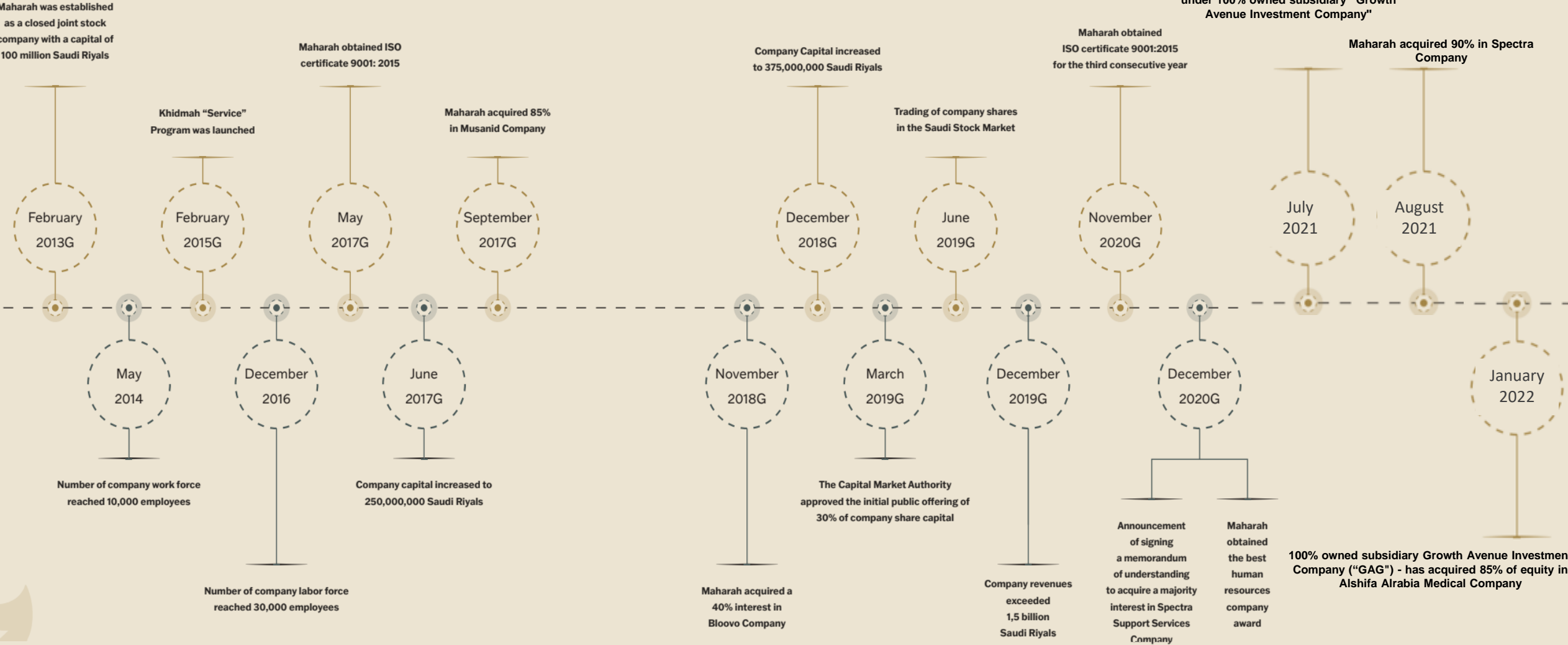


Values

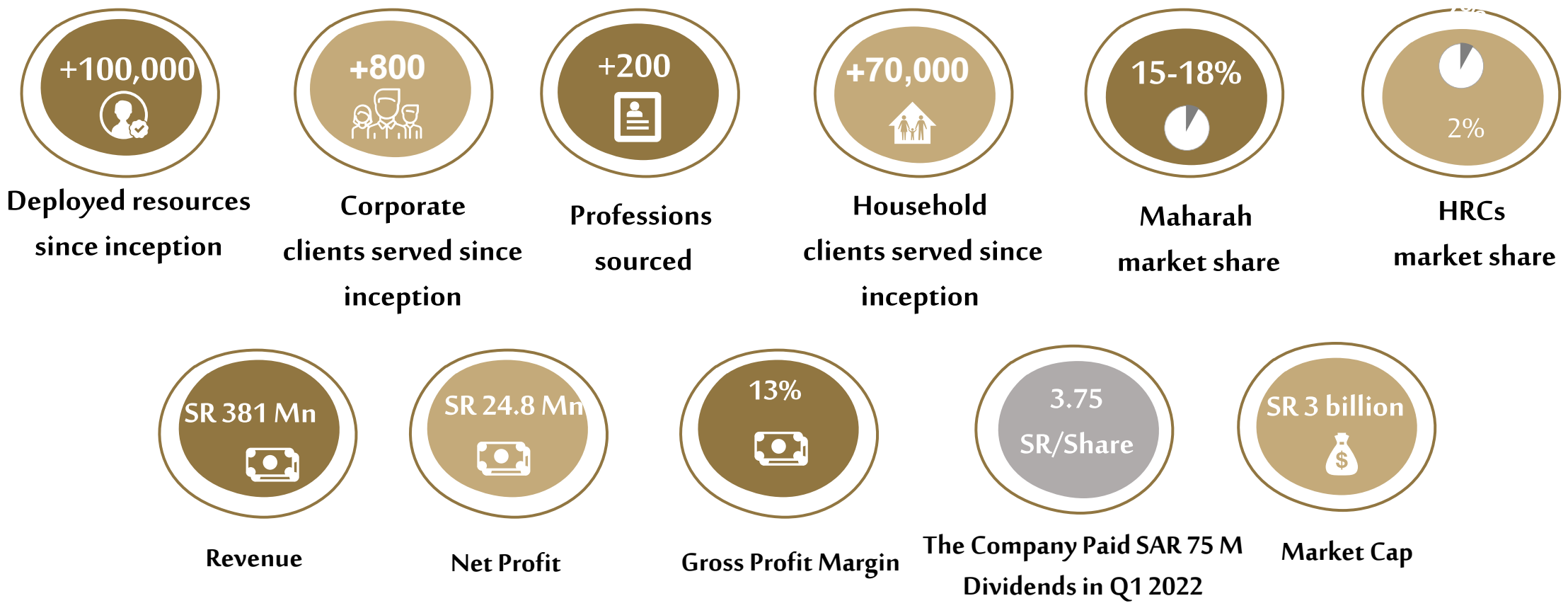
- Innovation and Excellence
- Integrity and Transparency
- Quality and Perfection
- Teamwork Spirit
- Customer Centricity



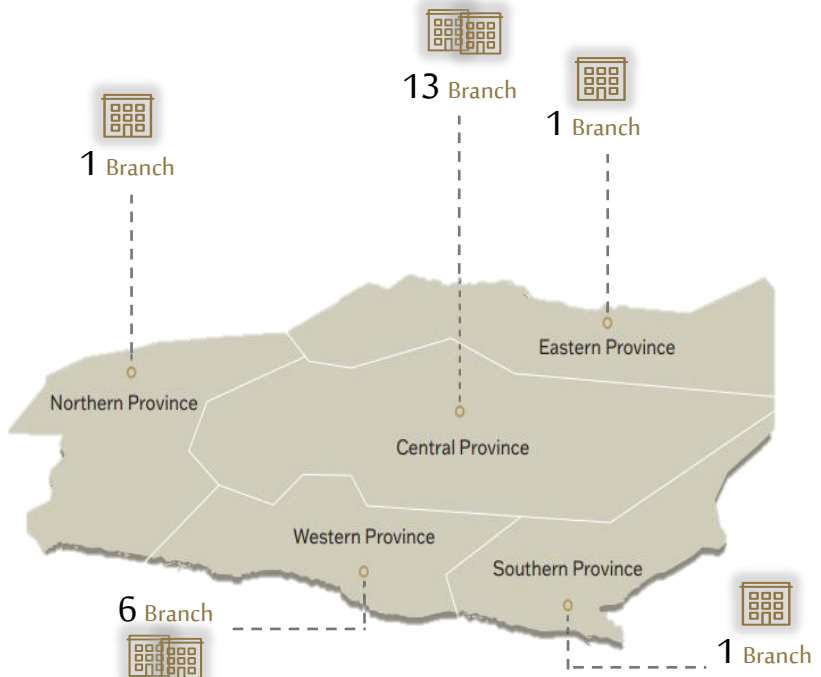
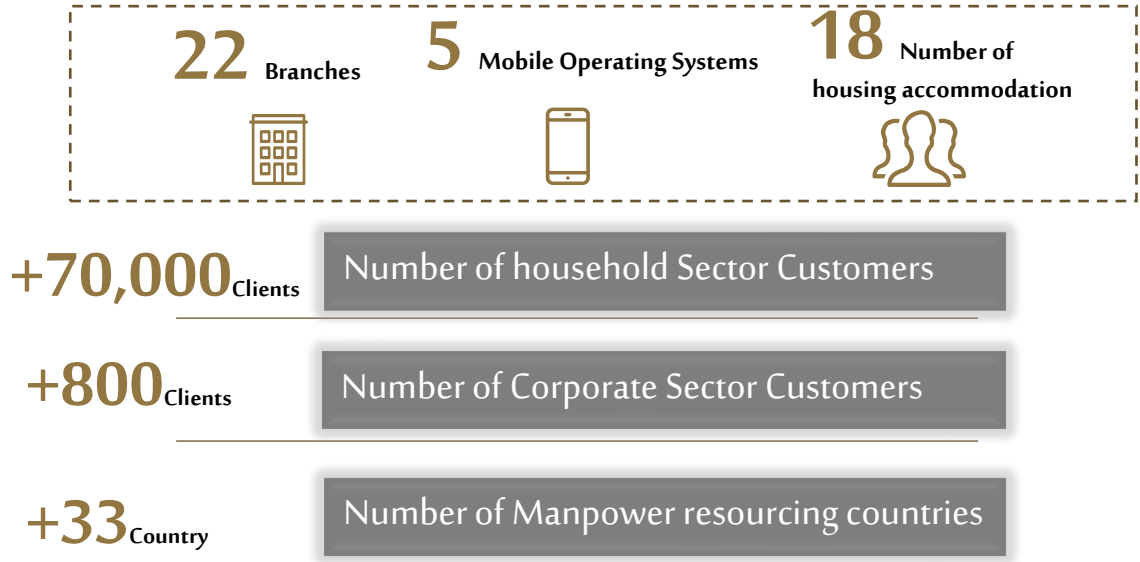
Sustainable Success Journey



Maharah at Glance



Robust Business Channels



Nationalities Targeted by the Household Sector



Services Provided by the Household



Bundles of Services Provided by Household Sector







Maharah's growth Strategy

Three main phases envisaged; Strengthen the engine, Grow the core and Explore growth avenues

Strengthen the engine

- Improve current operational limitations and weaknesses Enhancements across current product offering

Grow the core

- Expand current operations and explore new opportunities within the core market of manpower supply. Vertical and horizontal expansion along the value chain

Explore growth avenue

- Grow beyond manpower supply market and investigate other opportunities within the human resources ecosystem





Maharah's growth trajectory –Strength the engine

Design and start our digital transformation strategy Implementation

More investment to our technical infrastructure

Leadership and internal resources capabilities upskilling

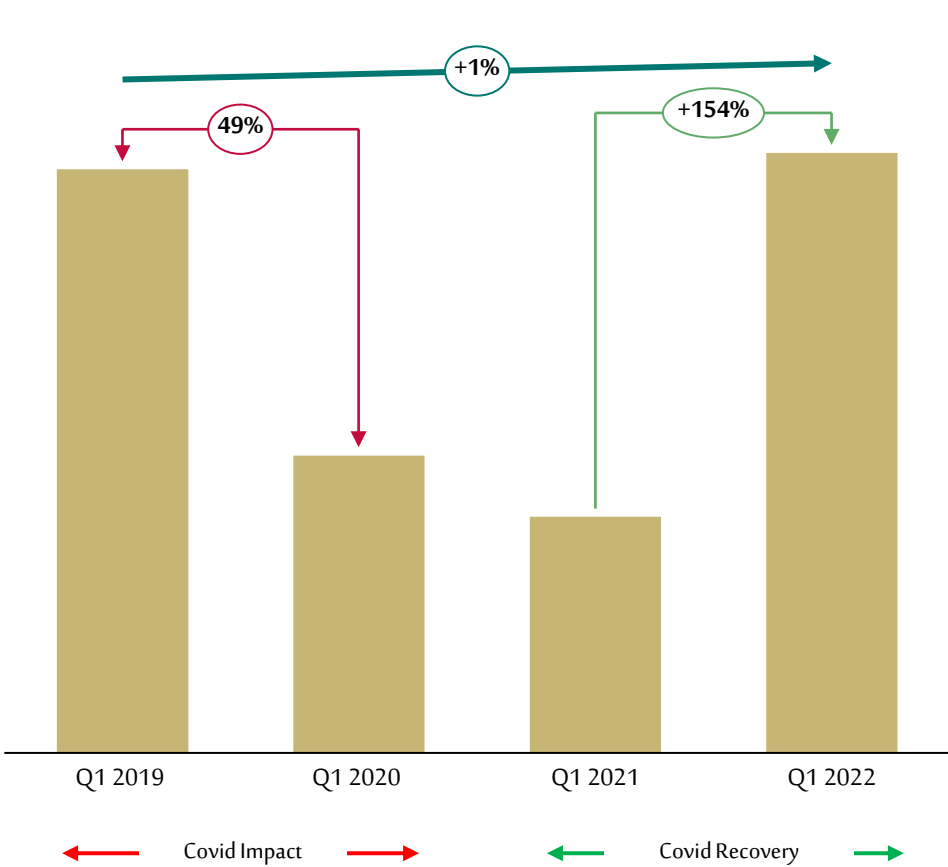
Performance driven organization



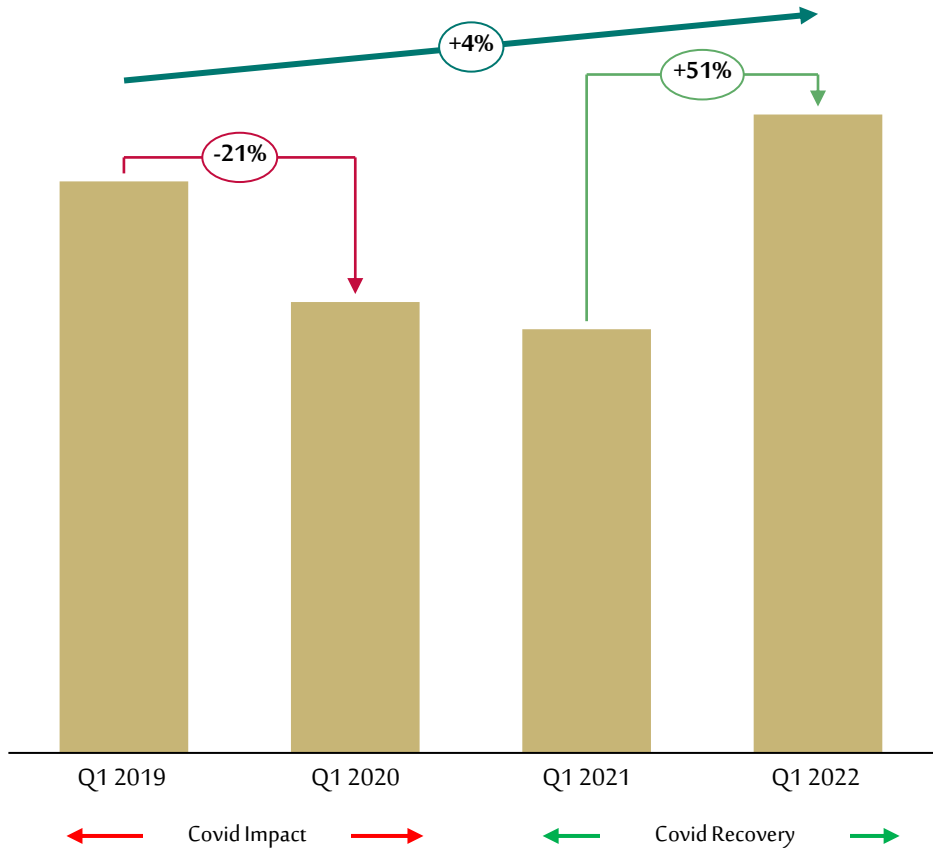
Maharah's Strategy –Grow the Core

Core Business

Onboarding – Corporate



Onboarding - Household



Business Development

Local Resources

ISNAD
إسناد مهارة

01 زيادة الموارد المحلية 67%
مجموع الاستثمارات المحلية بأداء مشاريع الترخيص الأول من عام 2022م
مجموع الاستثمارات المحلية بأداء مشاريع الترخيص الأول من عام 2022م

02 زيادة الموارد المحلية 100%
مجموع الاستثمارات المحلية بأداء مشاريع الترخيص الأول من عام 2022م
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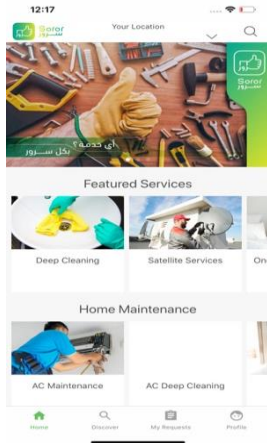
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Photo of a man and a woman looking at a tablet.

Maharah's Strategy –Grow the Core (B2C)

M&A

Marketplace



Home health Care



الخدمات الصحية
GAC



Maharah's Strategy –Grow the Core (B2B)

M&A / Business Development

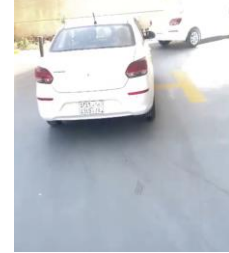
Facility Management



أطراف للخدمات المساندة
SPECTRA SUPPORT SERVICES



Logistics



Growth Avenues Investment Company



Promising and labor demanding Sector



Labor intensive and high profitable business





Q1-2022 Financial Performance



شركة مهارة
للموارد البشرية
Maharah Human
Resources Company

Financial highlights for Q1 2022 – Income Statement

	Q1 2022	Q1 2021	%
Revenue	381,275	321,614	19%
Cost of Revenue	(332,343)	(266,551)	25%
Gross Profit	48,932	55,063	(11%)
G&A Expenses	(22,672)	(16,941)	34%
Marketing Expenses	(3,358)	(2,679)	25%
Provision for Doubtful debt	(116)	(2,122)	(95%)
Income From Main Operations	22,786	33,321	(32%)
Other Income	1,518	1,839	(17%)
Share in net loss of an associate	(80)	102	(179%)
Net gain on equity investments at FVTPL	4,368	79	5418%
Income before Zakat	28,592	35,341	(19%)
Zakat	(4,146)	(4,274)	(3%)
Net Income (for the period)	24,446	31,067	(21%)
Non-Controlling Interests	(373)	(250)	
Net Income to Parent Company	24,819	31,317	(19%)
Gross Margin %	13%	17%	
Operating Margin %	6%	10%	
Net Margin %	6%	10%	

Net income
SR 25 million



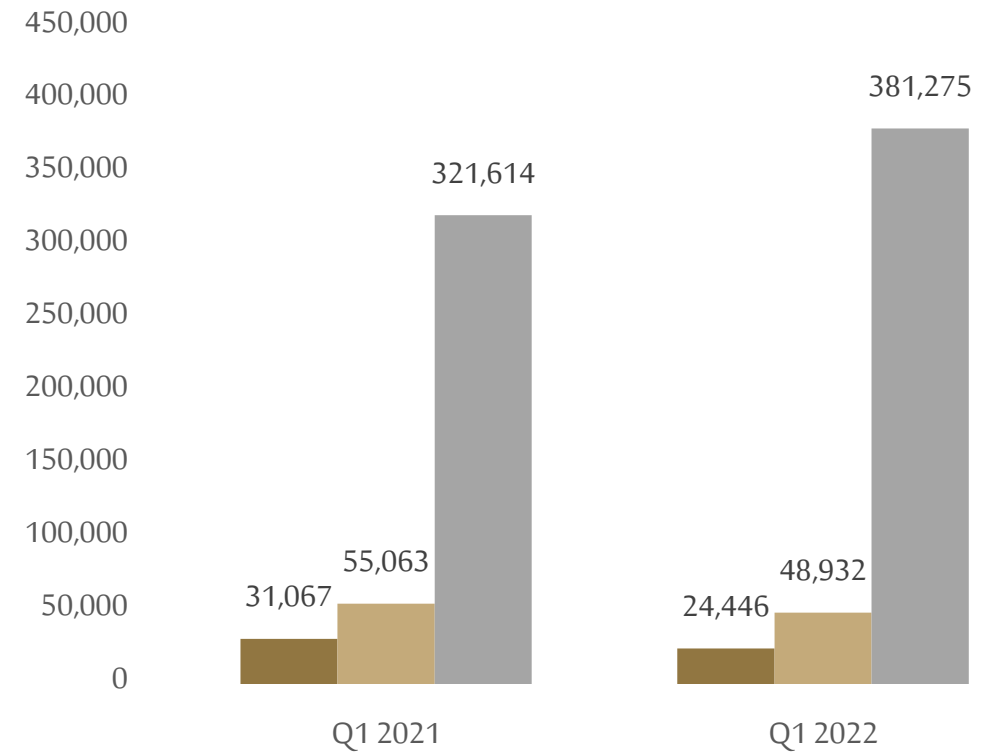
Operating profit
SR 23 million



Gross Profit
SR 49 million



Revenue
SR 381 million

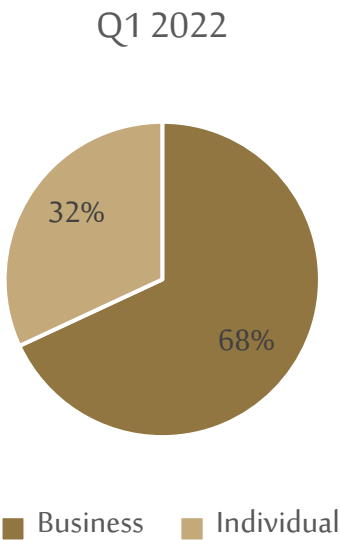
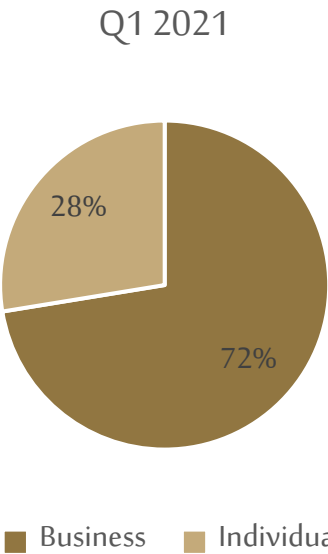


Net Income Gross profit Revenue

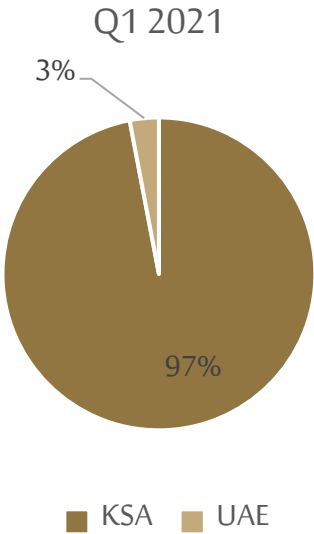
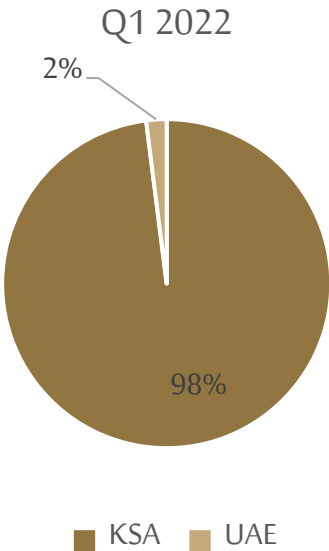


Revenue Breakdown

Revenue – Sector



Revenue – Geography



Statement of Financial Position – Balance Sheet

	2022	2021
Current Assets	654,544	669,262
Non-Current Assets	362,719	366,925
Total Assets	1,017,263	1,036,186
Current Liabilities	403,560	376,121
Non-Current Liabilities	93,434	89,113
Total liabilities	496,995	465,234
Equity	522,258	572,439
Minority interests	(1,989)	(1,487)
Total liabilities & Equity	1,017,263	1,036,186

Cash Ratio		
▽	Mar-22	Dec-21
(21%)	19%	24%

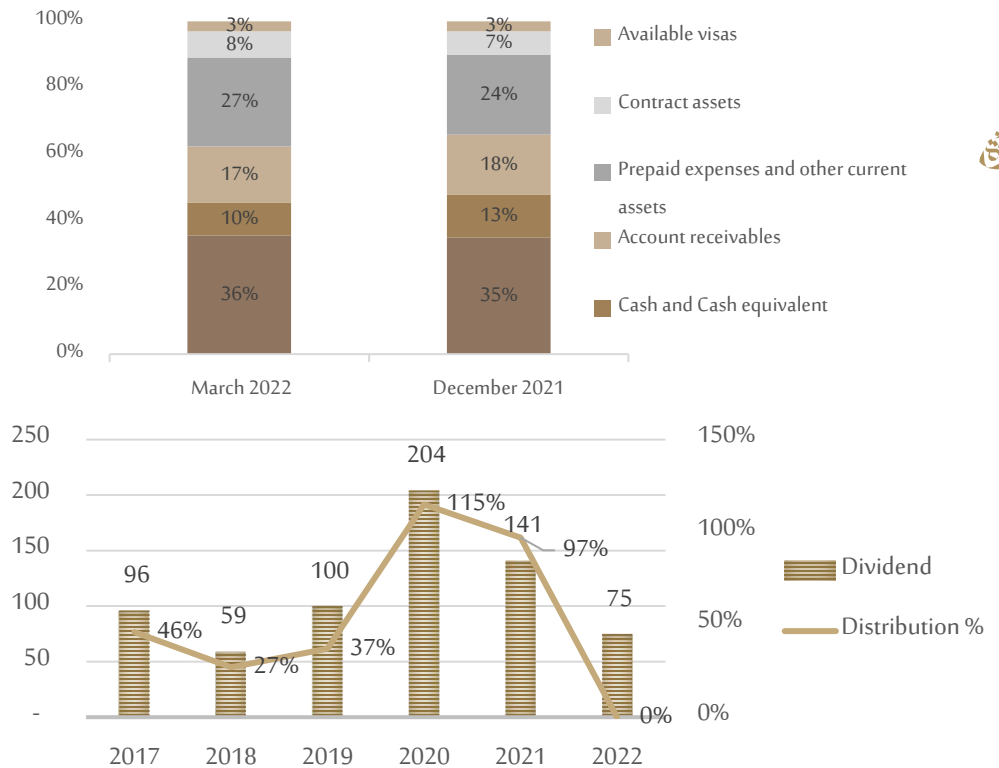
Days Payable Outstanding		
▽	Mar-22	Dec-21
(8)	49	57

Current Ratio		
▽	Mar-22	Dec-21
(1.1%)	1.80	1.82

ROE		
▽	Mar-22	Dec-21
(2%)	27%	25%

Working Capital (MM SAR)		
▽	Mar-22	Dec-21
(14%)	250,984	293,140

Collection period		
▽	Mar-22	Dec-21
(11)	58	69



Retained Earnings	
Beginning Balance – Dec 21	126,791
Dividends Distribution	(75,000)
Net Income Q1-22	24,819
Retained Earnings – Mar-22	76,610

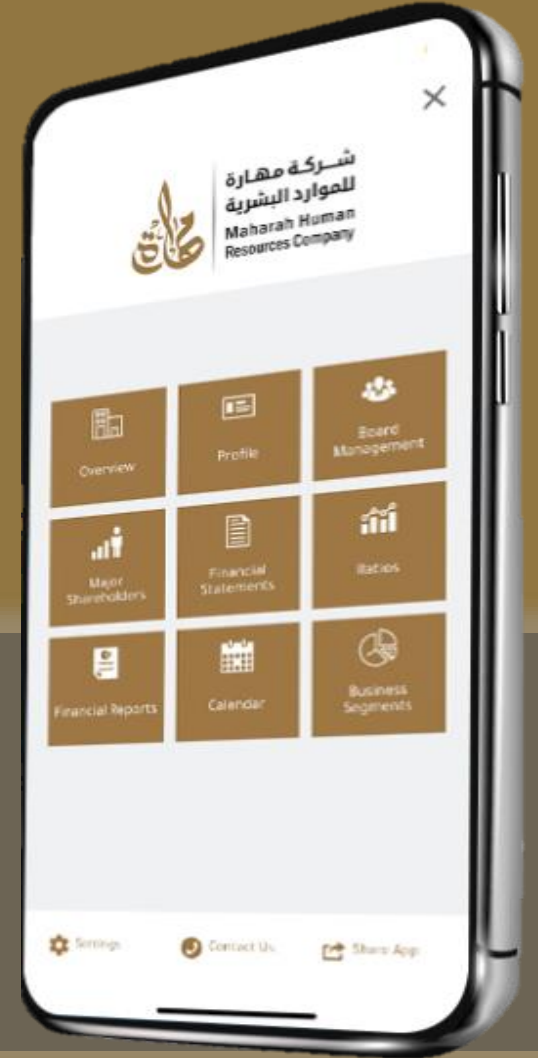
Maharah Investors Relation App is Available Now!



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App Store



ANDROID APP ON
Google™ play





Q&A



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Thank You

