



Saudi Arabian Mining Company (Ma'aden)

Investor Presentation – Q1 2021 Results





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Abdulaziz A. Al Harbi

Chief Executive Officer (A)



Ma'aden's 2025 Strategy

“Sustainable mining champion with global presence”



Pillar 1: Operational, capital and commercial excellence

- Enhance competitiveness
- Enhancing profitability and commercial return in line with the profitability of international companies
- Leverage digital technology and lean manufacturing to improve efficiency levels across all company assets



Pillar 2: National mining champion

- Grow sustainably phosphate, aluminum, gold and base metals in Saudi Arabia
- Grow in specific industrial minerals
- Leading the development of the Saudi mining sector



Pillar 3: Global presence

- Leverage world-class mineral deposits in Saudi Arabia to grow as a global industry leader

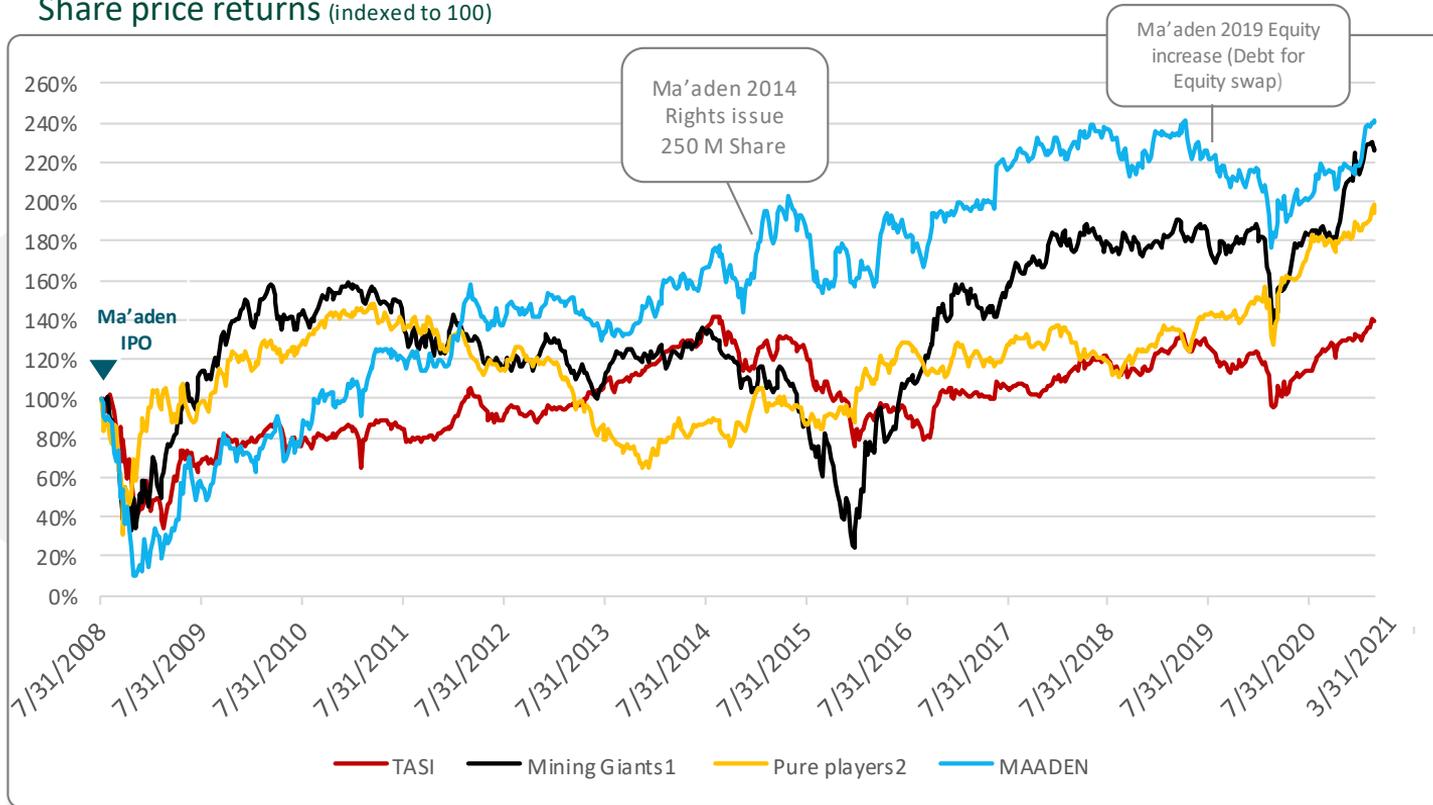


Foundations : Sustainability and capability building

- Build best-in-class safety culture and practices across the organization and foster a zero-harm environment
- Strengthening capabilities and preparing leaders in all core business units to achieve Ma'aden's aspiration for growth
- Lead stewardship of the mining industry in Saudi Arabia and its ecosystem

Ma'aden's outperformed peers and the market

Share price returns (indexed to 100)



Annualized return since the IPO (in percent)

Ma'aden	11.1%
Mining Giants ¹	10.0%
Pure players ²	7.4%
Saudi INDEX	3.0%

1 Includes Anglo American, BHP, Glencore, Rio Tinto, Vale, Vedanta

2 Includes Aluminum Corp of China, Rusal, Mosaic, Phosagro, Barrick, GoldFields, Newmont

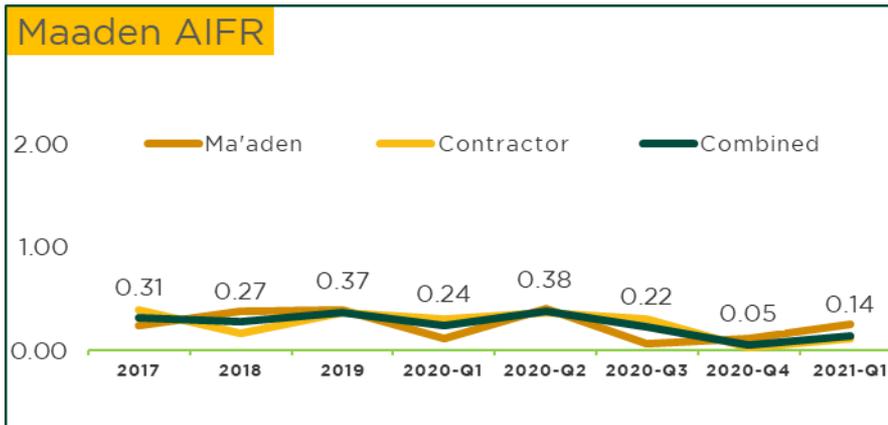
Health, Safety, Security & Environment (HSSE)



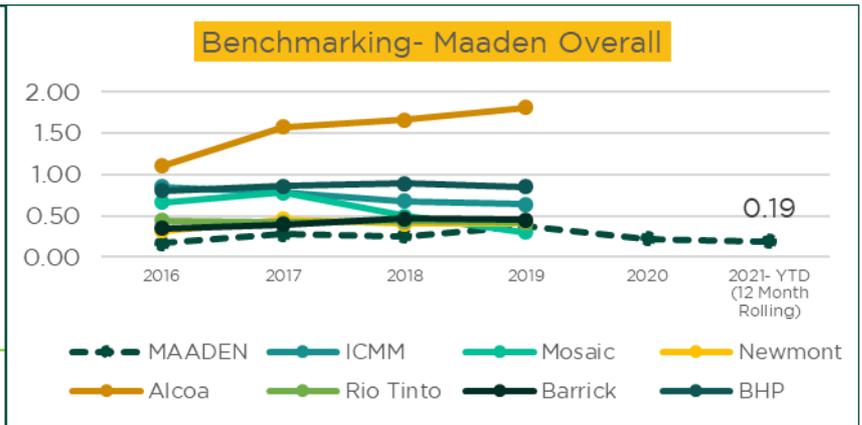
EHSS Performance

Ma'aden compares favorably with peers

Total Recordable Injury Rate (TRIR)



Benchmarking



TRIR: $\frac{\text{Recordable Injuries} \times 200,000}{\text{Manhours worked}}$

Q1 2021 Update



Q1 2021 - Financial Performance Update

Ma'aden recorded a net profit of SR**848**mn in Q1-21



Financial Performance

- **Sales** reached SR**5.5**bn, down 2% q-o-q, due to lower sales volume of all products (except gold and FRP), partially offset by increase in commodity prices of all products (except gold) Sales was up 25% y-o-y, because of higher prices of all products, combined with the higher volumes of FRP, primary aluminum and alumina along with Meridian higher sales.
- **EBITDA** reached SR**2.2**bn, up 10% q-o-q, mainly due to lower operating expenses despite lower sales. EBITDA was up 101% y-o-y, due to the higher sales, lower selling & marketing and exploration expenses.
- **Net profit** reached SR**0.85**bn, up 37% q-o-q, mainly due to higher EBITDA and higher share in net income of JV coupled with exchange gain of Meridian. Q1-21 turned into net profit from net loss of SR**0.64**bn in Q1-20, mainly due to higher EBITDA, higher share in JV net income and lower finance cost, partially offset by higher zakat & tax and lower income from time deposits.
- **Cash** generated from operations was SR**1.4**bn; down 35% q-o-q
- **Working capital** stood at SR**5.1**bn; up 11% q-o-q due to higher inventories, receivables and lower payables

Q1 2021 - Production Update



Production

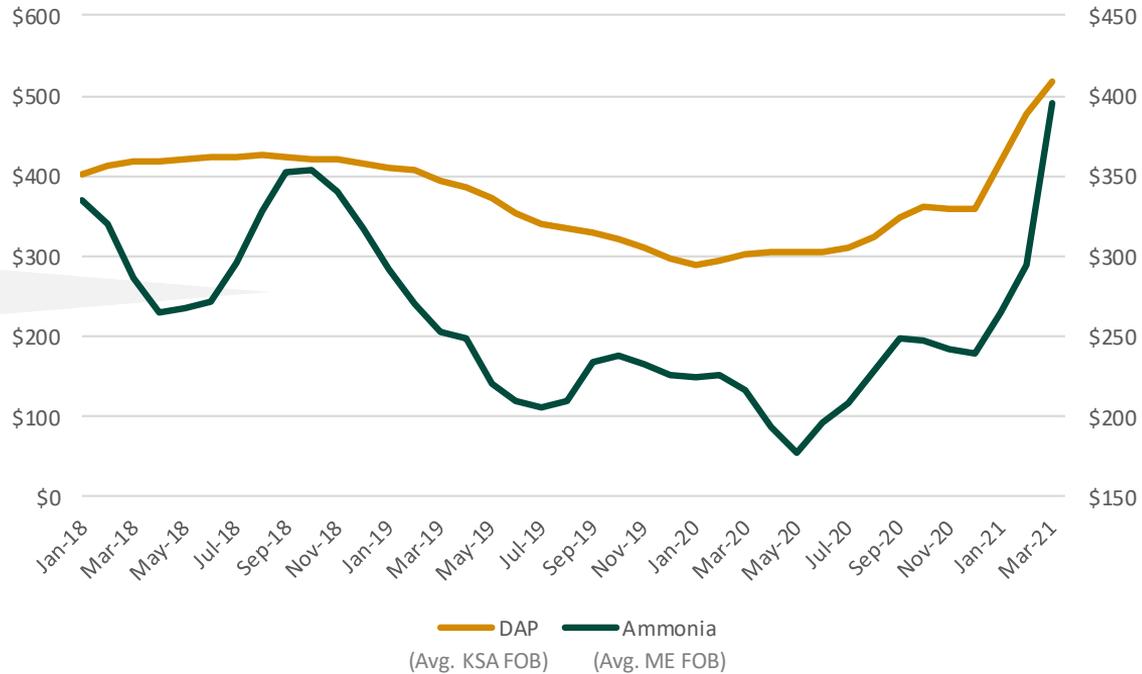
- **Ammonium Phosphate** production was **1,071kt** (down 1% y-o-y and down 19% q-o-q)
- **Ammonia** production was **498kt** (down 14% y-o-y and down 17% q-o-q)
- **Aluminum** production was **256kt** (up 4% y-o-y and down 2% q-o-q)
- **Alumina** production was **441kt** (up 4% y-o-y and down 3% q-o-q)
- **Flat Rolled Products** production was **73kt** (down 1% y-o-y and down 1% q-o-q)
- **Gold** production was **97koz** (down 14% y-o-y and up 8% q-o-q)
- **Copper** production was **17kt** (up 7% y-o-y and up 3% q-o-q)

Market Prices & Outlook



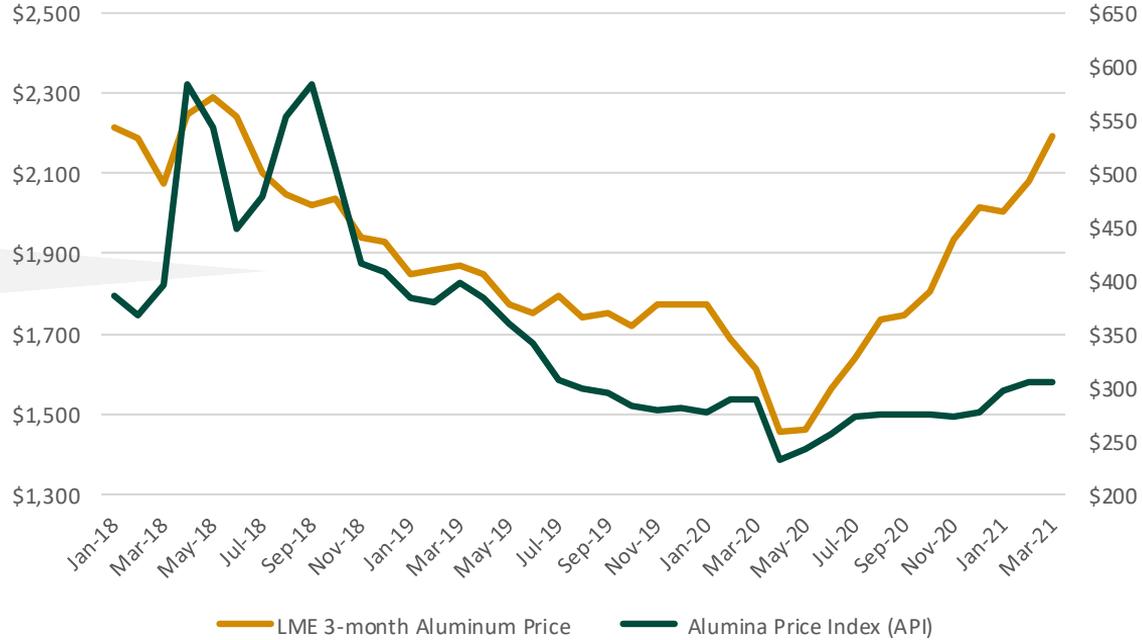
Phosphate & Ammonia Prices

Both, Phosphate and Ammonia prices increased drastically



Aluminum & Alumina Prices

Prices continues to climb higher



Gold & Copper Prices

Gold slightly down, Copper continued to rise



Yaser A. Barri

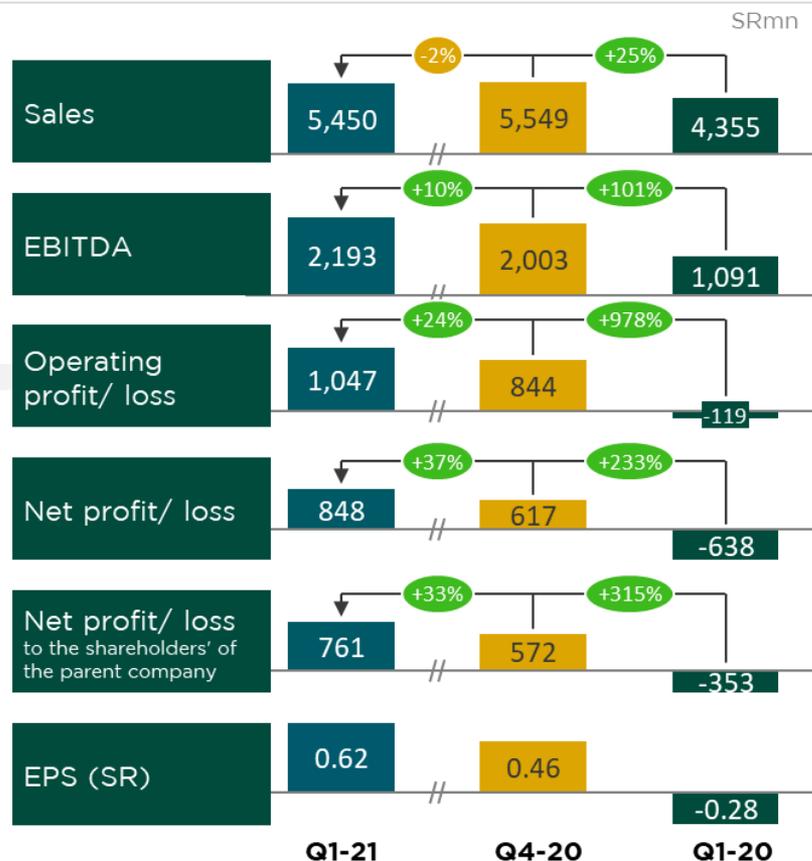
SVP, Finance & Chief Financial Officer (A)



Q1 2021 - Financial Performance



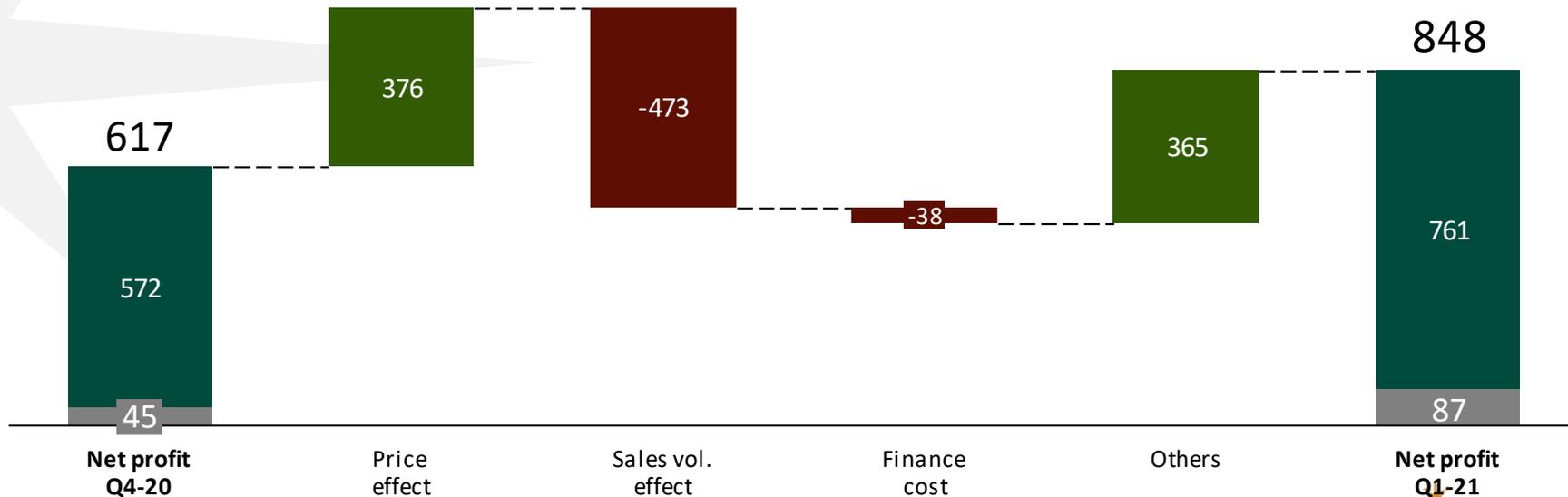
Q1 2021 - Consolidated Key Financial Results



Q1-21 net profit higher by 37% compared to Q4-20

Movement in net profit by line items (q-o-q)

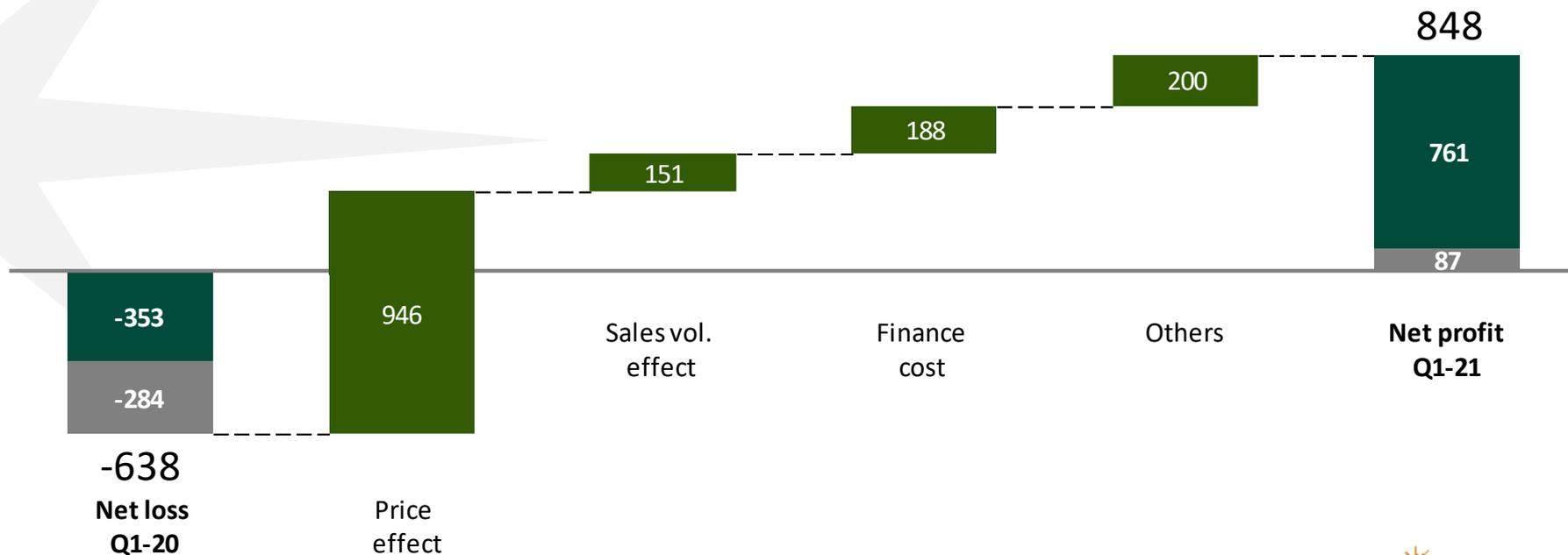
- Profit / (Loss) attributed to the shareholders' of parent co.
- Profit / (Loss) attributed to minority interest



Q1-21 net profit compared to Q1-20 net loss

Movement in net profit/ (loss) by line items (y-o-y)

- Profit / (Loss) attributed to the shareholders' of parent co.
- Profit / (Loss) attributed to minority interest



Q1 2021 - Consolidated Sales and EBITDA by Segment

Consolidated

	Q1-21	vs. LY Qtr.	vs. Prev. Qtr.
Sales (SRmn)	5,450	↑25%	↓-2%
EBITDA* (SRmn)	2,193	↑101%	↑9%
<i>EBITDA margin</i>	40%	↑15%	↑4%

Phosphate

	Q1-21	vs. LY Qtr.	vs. Prev. Qtr.
Sales (SRmn)	2,697	↑41%	↓-5%
EBITDA* (SRmn)	1,000	↑544%	↑0%
<i>EBITDA margin</i>	37%	↑29%	↑2%

50% of Group EBITDA

Aluminium

	Q1-21	vs. LY Qtr.	vs. Prev. Qtr.
Sales (SRmn)	2,113	↑20%	↑2%
EBITDA* (SRmn)	865	↑39%	↑21%
<i>EBITDA margin</i>	41%	↑6%	↑7%

35% of Group EBITDA

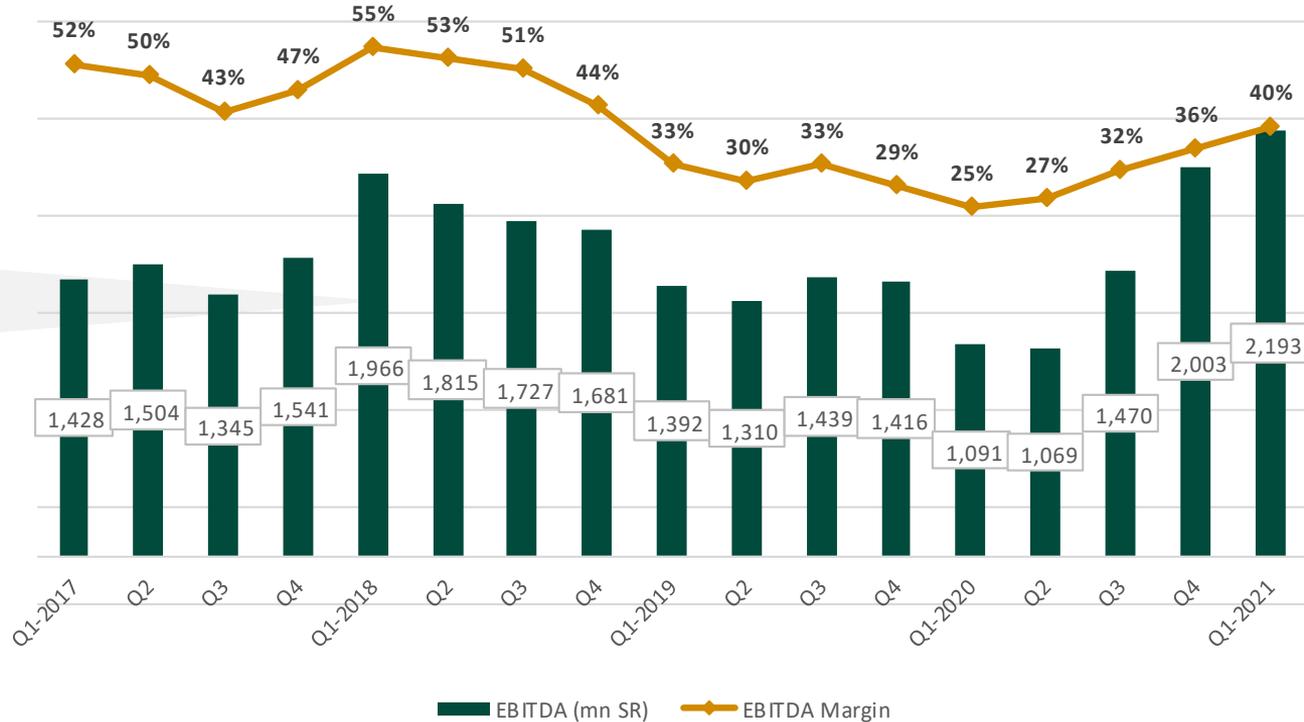
Gold

	Q1-21	vs. LY Qtr.	vs. Prev. Qtr.
Sales (SRmn)	640	↓-7%	↑2%
EBITDA* (SRmn)	328	↑5%	↑12%
<i>EBITDA margin</i>	51%	↑6%	↑4%

15% of Group EBITDA

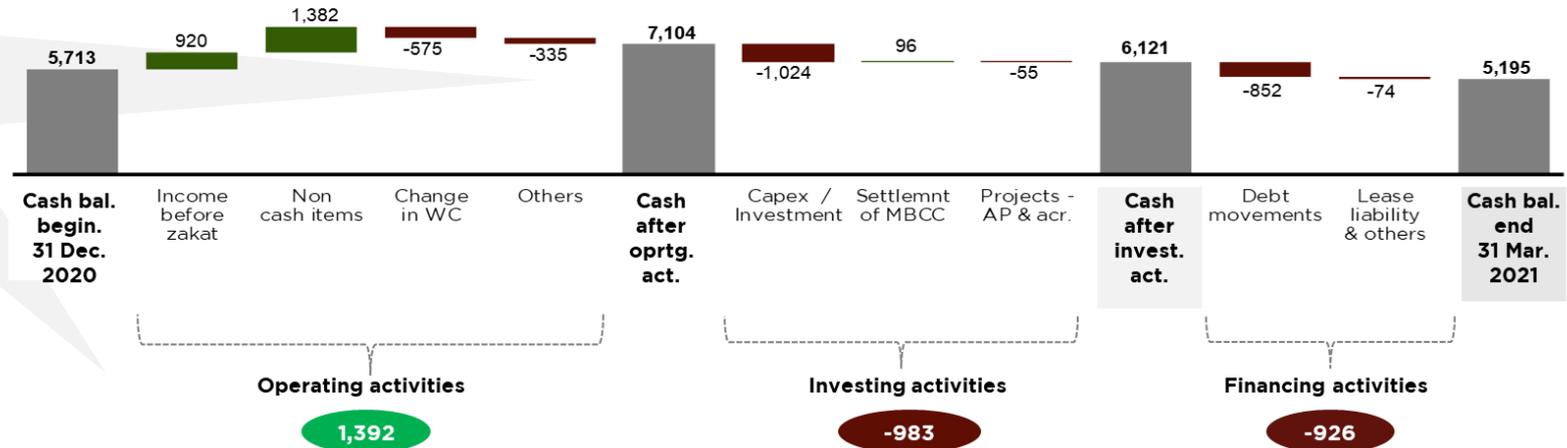
Quarterly EBITDA and EBITDA margins

Highest EBITDA since Q1 2017; EBITDA margins continue to rise



Q1 2021 - Consolidated statement of cash flows

Healthy cash flow from operating activities



Financial Ratios

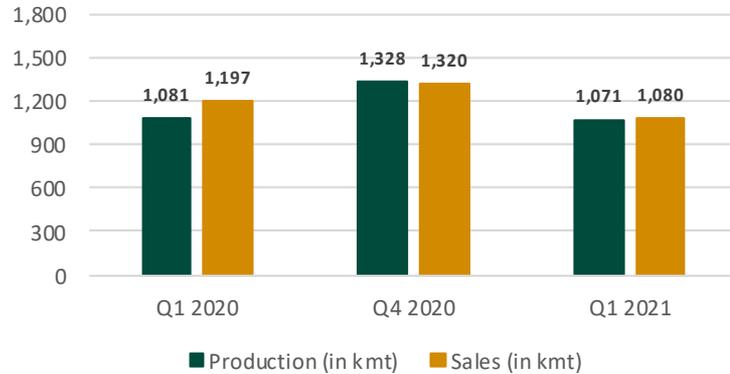
		Q1 2021	FY 2020
Profitability	Return on total assets (ROA) (%)	2.0%	0.8%
	Return on total assets excl. CWIP (ROA) (%)	2.2%	0.9%
	Return on total equity (ROE) (%)	1.5%	-2.4%
	EBITDA margin	34.4%	30.3%
	ROIC	2.5%	1.0%
Efficiency	Asset turnover	0.20	0.19
	Inventory turnover	5.9	5.9
	Accounts receivables turnover	6.0	6.2
	Account payable turnover	8.7	7.8
Debt coverage	Interest cover	4.4	3.3
	Net debt:EBITDA	6.3	7.6
Liquidity	Current ratio	1.5	1.5
	Quick (acid test) ratio	1.2	1.2

Q1 2021 - Operational Performance

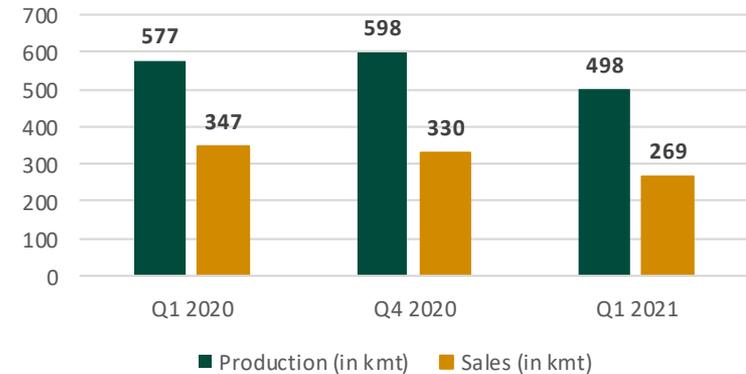


Phosphate & Ammonia: Production & Sales in Q1 2021

Ammonium Phosphate Fertilizer

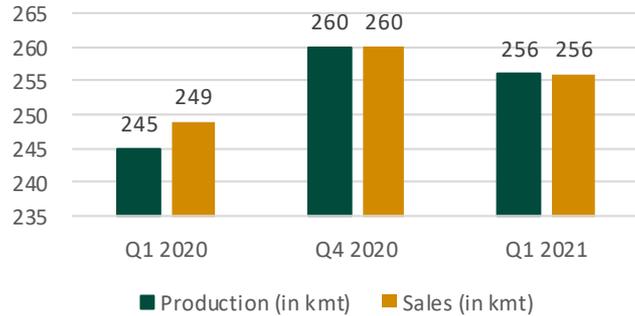


Ammonia

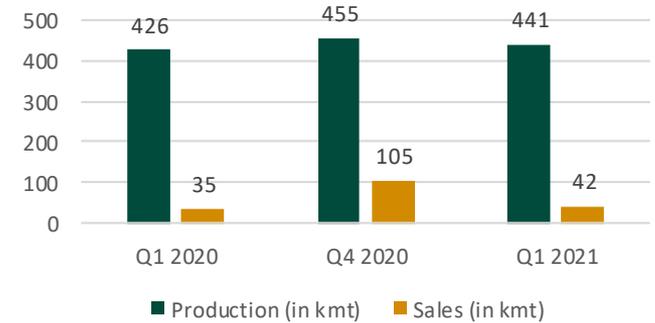


Aluminum & Alumina: Production & Sales in Q1 2021

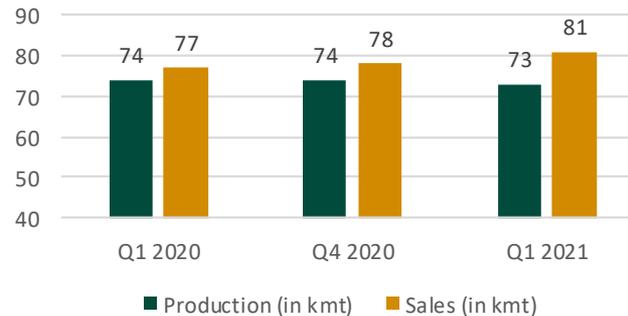
Aluminum



Alumina

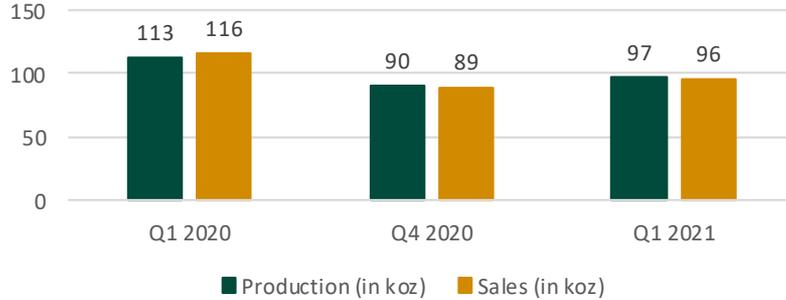


Flat Rolled Products

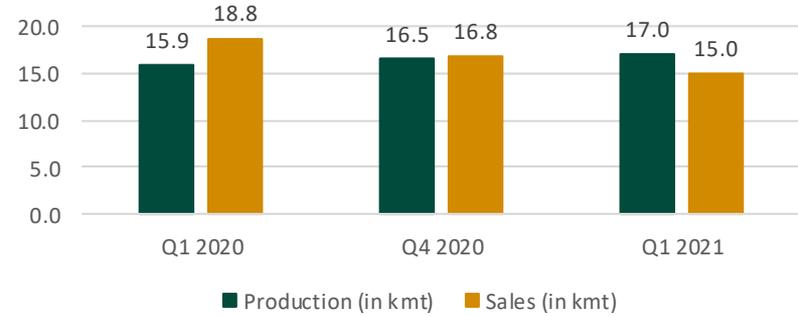


Gold & Copper: Production & Sales in Q1 2021

Gold



Copper



Updates on Ma'aden's Projects



Updates on Ma'aden's Projects

Ammonia III

- Expected to produce **1,1kmt** p.a.
- US\$**1,113**mn Budget
- Completion: Q4 2021 (20kmt) and full operational Q1 2022

MMGP

- Expected to produce **250k** ounces of gold p.a.
- US\$**880**mn Budget
- Completion: Q2 2022

Phosphate III

- Expected to produce **3,0kmt** p.a.
- US\$**4,219**mn Budget
- Completion: 2025 (Phase 1)

Remediation at Wa'ad Al-Shamal

- Phosphate production to improve from **2.8kmt** in 2021 to **3.1kmt** in 2025

Q&A





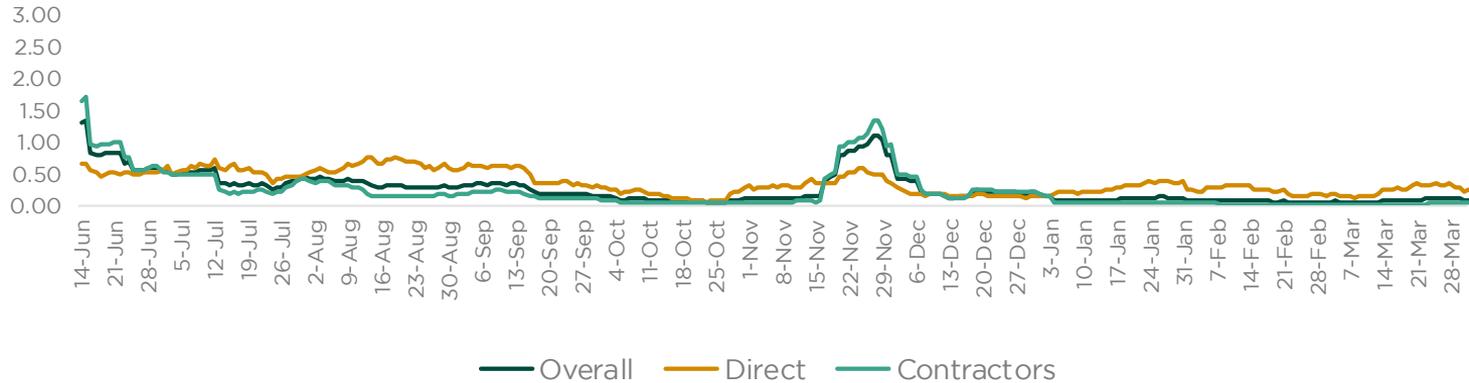
Thank You



Appendix

COVID-19 Update

Infection rate is only 0.17%



Infection rate is the percentage of the overall workforce with an active COVID-19 infection.

This is calculated by the following formula:

$$\frac{\text{\# of Active Infections} \times 100}{\text{Workforce}} = \text{Rate of Infection}$$

(The provided data included all Maaden Affiliates Employees including contractor count. The total number is approx. 22,000)

Debt repayment profile

