

November 2024

# FINANCIAL RESULTS OVERVIEW

## Q3.2024



# FORWARD LOOKING STATEMENT

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# COMPANY HIGHLIGHTS

## Q3 2024

- **SALES 451M** NIS +4.7% vs. LY
- **GROSS PROFIT MARGIN 20.9%** +0.5% vs. LY
- **EBIT<sup>(1)</sup> 33M** NIS +20% vs. LY
- **EBITDA<sup>(2)</sup> 57M** NIS +13.7% vs. LY
- **NET PROFIT<sup>(2)</sup> 14M** NIS +17.4% vs. LY
- **OPERATING CF 47.7M** NIS, Free Cash Flow<sup>(3)</sup> **41.2M** NIS
- **REFINANCED 107M** NIS, from ST loans to LT loans
- **NET DEBT** DECREASE TO **465M** NIS



(1) EBIT before others

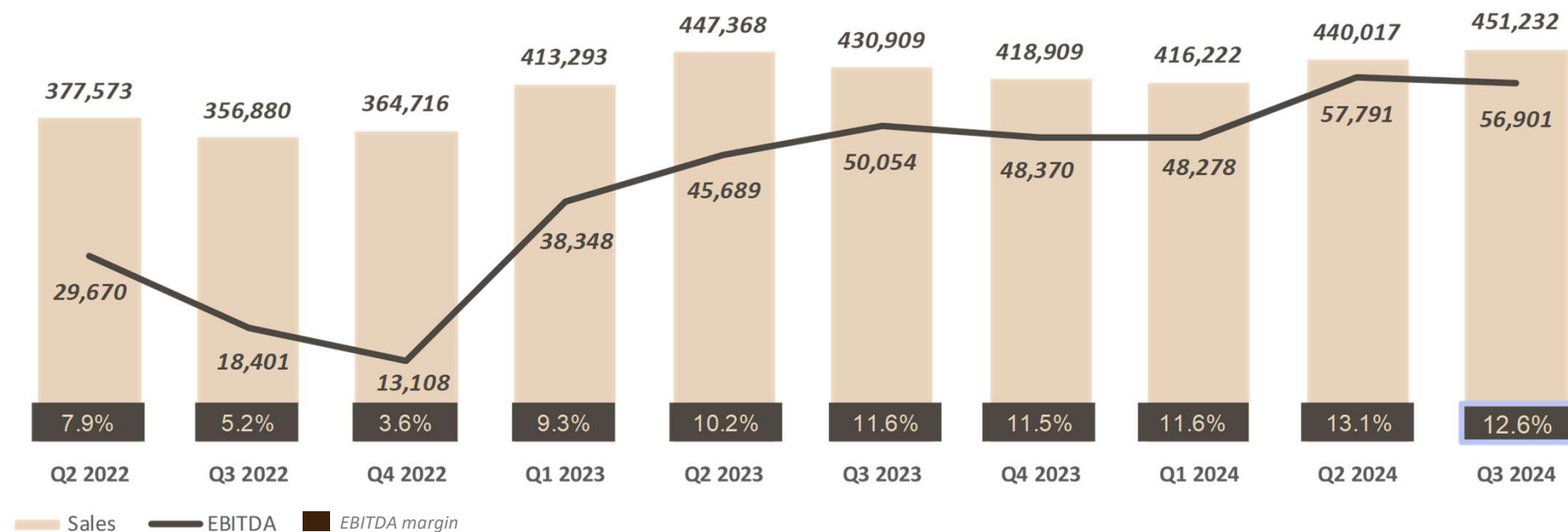
(2) EBITDA & NET PROFIT from continued operation

(3) FCF 41.2 M = Operating CF 47.7 M - Repayment of Liabilities for lease 7.5 M + Interest paid 9.9 M – CAPEX 8.8 M



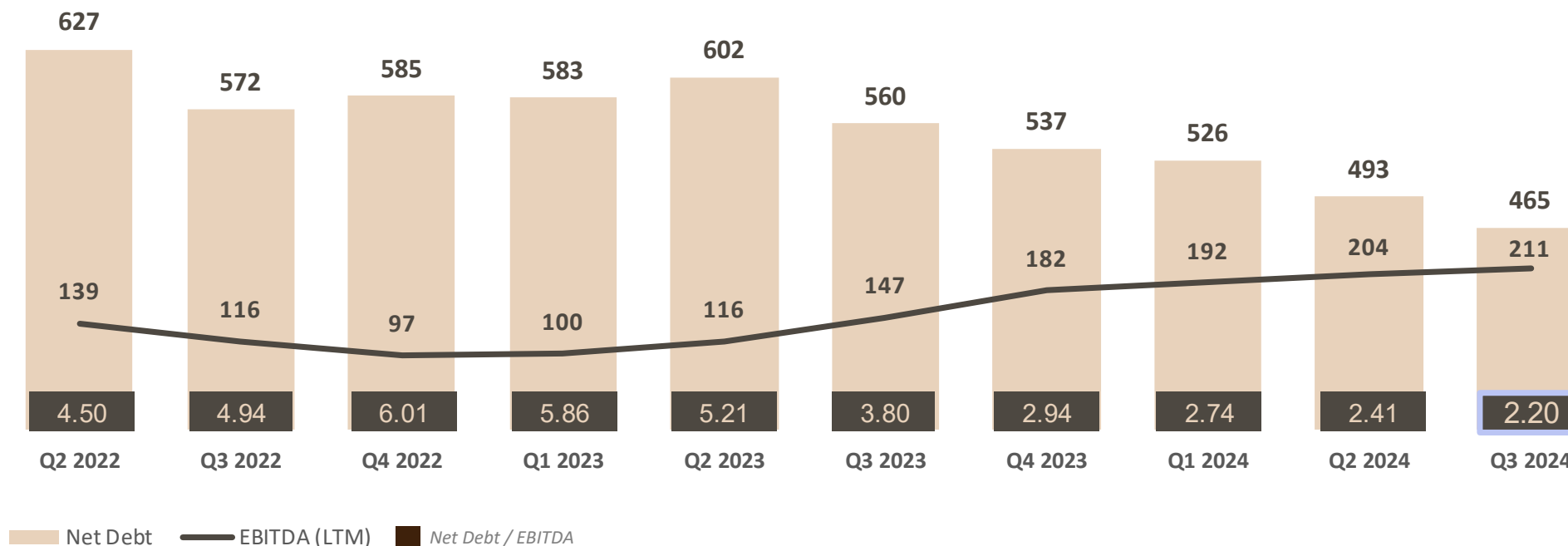
# SALES & EBITDA<sup>\*</sup> TRENDS 2022-2024

QUARTERLY BASIS (K NIS)



# NET DEBT TO EBITDA<sup>\*</sup> TRENDS 2022-2024

QUARTERLY BASIS (K NIS)



# HIGHLIGHTS

Q3.2024 Results VS. Last year (K NIS)

**+5%**

**Sales**

Sales in original currency 4.4%

**+20%**

**Operating Profit**

+20% including others

**+14%**

**EBITDA**

+8.5% inc. discontinued operation

**+17%**

**Net Profit**

+23% inc. discontinued operation

	Q3 2024	Q3 2023	Var	Var %
<b>Sales</b>	451,232	430,909	↑ 20,323	4.7%
<b>EBIT</b>	33,199	27,658	↑ 5,541	20.0%
<b>EBIT</b> (Before Others)	33,199	27,662	↑ 5,537	20.0%
<b>EBITDA</b> (Continued operation)	56,901	50,054	↑ 6,847	13.7%
<b>EBITDA</b>	55,557	51,186	↑ 4,371	8.5%
<b>Net Profit</b> (Continued operation)	14,156	12,060	↑ 2,096	17.4%
<b>Net Profit</b>	12,840	10,463	↑ 2,377	22.7%

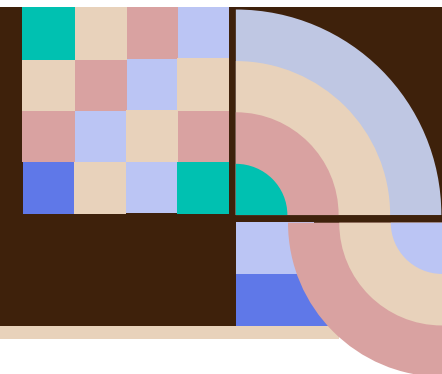
# SALES & EBIT<sup>\*</sup> BY DIVISION

Q3.2024 Results VS. Last year (K NIS)

	Sales				EBIT		
	Q3 2024	Q3 2023	Var %	Var % (Org.)	Q3 2024	Q3 2023	
<b>Albaad Europe</b>	353,352	330,748	6.8%	6.6%	26,949	19,766	36% ▲
% from sales					7.6%	6.0%	
<b>Albaad IL</b>	65,773	61,751	6.5%	6.5%	2,738	1,215	125% ▲
% from sales					4.2%	2.0%	
<b>Albaad Fabric IL</b>	78,482	88,499	(11.3%)	(11.4%)	6,205	3,818	63% ▲
% from sales					7.9%	4.3%	
<b>Albaad Fem IL</b>	51,914	61,794	(16.0%)	(15.4%)	3,344	9,712	-66% ▼
% from sales					6.4%	15.7%	
<b>Intercompany</b>	(98,289)	(111,883)			58	(1,420)	
<b>HeadQuarter &amp; Others</b>					(6,095)	(5,429)	
<b>Total Company</b>	451,232	430,909	4.7%	4.4%	33,199	27,662	20% ▲
% from sales					7.4%	6.4%	
<b>Other Income/Expenses</b>						(4)	
<b>Total Company</b>	451,232	430,909	4.7%	4.4%	33,199	27,658	
% from sales					7.4%	6.4%	

# HIGHLIGHTS

Sep.YTD 2024 Results VS. Last year (K NIS)



**+1%**

**Sales**

Sales in original currency -0.8%

**+35%**

**Operating Profit**

+37% including others

**+22%**

**EBITDA**

+26% inc. discontinued operation

**+33%**

**Net Profit**

+130% inc. discontinued operation

	SepYTD 2024	SepYTD 2023	Var	Var %
<b>Sales</b>	1,307,471	1,291,570	↑ 15,901	1.2%
<b>EBIT</b>	93,350	68,166	↑ 25,184	36.9%
<b>EBIT</b> (Before Others)	92,744	68,882	↑ 23,862	34.6%
<b>EBITDA</b> (Continued operation)	162,970	134,091	↑ 28,879	21.5%
<b>EBITDA</b>	162,597	129,133	↑ 33,464	25.9%
<b>Net Profit</b> (Continued operation)	38,568	29,003	↑ 9,565	33.0%
<b>Net Profit</b>	42,588	18,504	↑ 24,084	130.2%



# SALES & EBIT<sup>\*</sup> BY DIVISION

Sep.YTD 2024 Results VS. Last year (K NIS)

	Sales				EBIT		
	SepYTD 2024	SepYTD 2023	Var %	Var % (Org.)	SepYTD 2024	SepYTD 2023	
<b>Albaad Europe</b>	1,027,959	969,408	6.0%	4.1%	80,724	39,918	102% ▲
% from sales					7.9%	4.1%	
<b>Albaad IL</b>	176,818	177,163	(0.2%)	(0.8%)	8,939	804	1012% ▲
% from sales					5.1%	0.5%	
<b>Albaad Fabric IL</b>	238,286	271,109	(12.1%)	(13.9%)	12,841	24,186	-47% ▼
% from sales					5.4%	8.9%	
<b>Albaad Fem IL</b>	153,002	193,877	(21.1%)	(22.5%)	7,217	30,003	-76% ▼
% from sales					4.7%	15.5%	
<b>Intercompany</b>	(288,594)	(319,987)			104	(8,037)	
<b>HeadQuarter &amp; Others</b>					(17,081)	(17,992)	
<b>Total Company</b>	1,307,471	1,291,570	1.2%	(0.8%)	92,744	68,882	35% ▲
% from sales					7.1%	5.3%	
<b>Other Income/Expenses</b>					606	(716)	
<b>Total Company</b>	1,307,471	1,291,570	1.2%	(0.8%)	93,350	68,166	
% from sales					7.1%	5.3%	

# BALANCE SHEET

AS OF 30.09.2024 VS. 31.12.2023 (K NIS)

**28M** Cash on hand

**10M** Reduction of inventory

**456M** Equity

**29%** Equity from total balance sheet

	30.09.2024	% from total	31.12.2023	% from total
Cash and cash equivalents	27,660	2%	19,133	1%
Trade Receivables	237,439	15%	213,956	14%
Inventory	318,504	20%	328,969	21%
Other Current Assets	32,266	2%	32,184	2%
<b>Total Current Assets</b>	<b>615,869</b>	<b>39%</b>	<b>594,242</b>	<b>38%</b>
<b>Non Current Assets</b>	<b>958,536</b>	<b>61%</b>	<b>988,361</b>	<b>62%</b>
<b>Total Assets</b>	<b>1,574,405</b>	<b>100%</b>	<b>1,582,603</b>	<b>100%</b>
Credit from banking & institutions	328,299	21%	392,243	25%
Trade Payables	226,415	14%	222,718	14%
Other Current Liabilities	154,013	10%	98,222	6%
<b>Total Current Liabilities</b>	<b>708,727</b>	<b>45%</b>	<b>713,183</b>	<b>45%</b>
Long-Term Loans from banks	164,263	10%	163,422	10%
Other Long-Term Liabilities	244,981	16%	302,756	19%
<b>Total Long-Term Liabilities</b>	<b>409,244</b>	<b>26%</b>	<b>466,178</b>	<b>29%</b>
<b>Equity</b>	<b>456,434</b>	<b>29%</b>	<b>403,242</b>	<b>25%</b>
<b>Total liabilities</b>	<b>1,574,405</b>	<b>100%</b>	<b>1,582,603</b>	<b>100%</b>

# SUMMARY

## Improvement in our result



Gross  
Profit %



EBIT



EBITDA



Net Profit

## Maintaining positive performance for Sep.YTD 2024

- Operating Cash Flow of 131M NIS
- Free Cash Flow<sup>(1)</sup> of 104M NIS inc. Dimona line 2 investments
- Improving Banks Covenants<sup>(2)</sup>

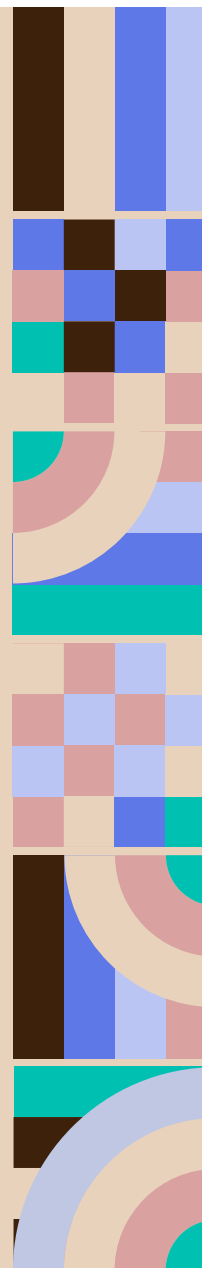
Net Liabilities to EBITDA Ratio **1.4** (Covenant <3.6)

Tangible Equity Ratio **30.2%** (Covenant >21%)

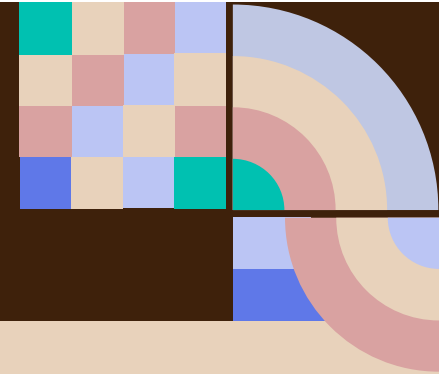


(1) FCF 103.6 M = Operating CF 131.3 M - Repayment of Liabilities for lease 22.3 M + Interest paid 30.8 M – CAPEX 36.2 M

(2) Banks covenants are excluding intangible assets



# FURTHER FINANCE STRENGTHENING



## Optimizing our debt structure

Completed refinancing program:  
receipt 107M NIS in long-term loans during Q3 2024

## Sale & Lease Back

Closing Dimona facility transaction  
receiving 40M NIS in October 2024



**FURTHER IMPROVEMENT  
OF OUR FINANCE RATIOS  
& STRENGTHENING OUR FINANCE POSITION**



# ESG FOCUS

- Achieved **Platinum rating** in Maala ESG Index
- **5<sup>th</sup> consecutive year** of high-tier recognition
- Reflects our **commitment to sustainable** business practices and demonstrates consistent excellence and improvement in:

- 🌿 Environmental stewardship
- 🤝 Social responsibility
- 🏢 Corporate governance





# FUTURE GROWTH

- **Dimona Green hybrid production line**  
as milestone for growth, aligns with our sustainability strategy
  - Hydrofine® Products are made from 100% natural, plant based components
  - Approximately 164M NIS invested up to September 2024 from total budget of about 200M NIS
  - Production is expected next year
- Focusing on **new customers & Innovation products**
- Expand Poland warehouse and machinery upgrades to **improve logistics costs & support more capacity**



# THANK YOU

