

RAK Ceramics PJSC stands as a global powerhouse in the ceramic and porcelain tile industry, pushing the boundaries of innovation and setting new benchmarks in quality. With a storied legacy spanning more than three decades, we have become synonymous with cutting-edge technology, sustainable practices, and an unwavering commitment to excellence. At RAK Ceramics, we continue to transform the world of ceramics through innovation and excellence.

We offer one of the largest collections of high quality Ceramic Wall and Floor Tiles, Gres Porcelain and Super-sized Slabs in the industry. Offering more than 6,000 models, tiles are manufactured in a variety of sizes providing the widest range offered in the ceramics field. Within Sanitaryware, we provide complete solutions offering designed to suit all budgets and tastes with accessories and bathroom furniture. In Faucets, we have eco-friendly faucets and bathroom fittings with a strong focus on water-saving technology, offering up to 60% saving on water consumption. For Tableware, our products are supplied to over 40,000 hotels in more than 165 countries with clients including JW Marriot, Hilton, Hyatt and Sheraton amongst others.

With 23 state-of-the-art facilities across the United Arab Emirates, India, Bangladesh, and Europe, we have a remarkable annual manufacturing capacity of 118 million square meters of tiles, 5.7 million pieces of Sanitaryware, 36 million pieces of porcelain tableware and 2.6 million pieces of faucets. With our continued investment towards technology and innovation, we have achieved significant milestones in expansionary projects within the UAE in 2023. Notably, we embarked on a Tiles renovation project, enhancing 5 million square meters of Gres Porcelain Tiles.

Our workforce comprises around 12,000 talented individuals from over 40 nationalities, contributing to our global success. As a publicly listed company on the Abu Dhabi Securities Exchange and the Dhaka Stock Exchange, our annual turnover exceeds US\$1 billion.

We operate in over 150 countries through our extensive network of operational hubs spanning Europe, the Middle East and North Africa, Asia, North and South America, and Australia, RAK Ceramics has a vast international footprint, serving diverse markets and meeting the demands of a dynamic global economy.



## KEY STRENGTHS



### 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.

## Key Highlights:

**INNOVATION HUB:** Our state-of-the-art research and development center is at the forefront of ceramic technology. We consistently introduce groundbreaking products that redefine industry standards and cater to evolving consumer preferences.

**SUSTAINABILITY CHAMPIONS:** Committed to environmental responsibility, RAK Ceramics embraces sustainable practices across the entire value chain. Our eco-friendly manufacturing processes and products underscore our dedication to a greener future. We are deeply committed to creating a positive impact on the environment and society and our sustainability initiatives extend beyond compliance, with a focus on reducing our carbon footprint, promoting social welfare, and contributing to the communities in which we operate.

**FINANCIAL STRENGTH:** RAK Ceramics boasts a robust financial performance, with consistent revenue growth and prudent financial management. Our commitment to shareholder value is reflected in our strong balance sheet and strategic investments.

**PRODUCT DIVERSITY:** Offering an extensive range of ceramic and porcelain tiles, sanitaryware, and lifestyle products, RAK Ceramics caters to diverse sectors, including residential, commercial, and industrial. Our versatile product portfolio ensures that we meet the unique needs of our global clientele.

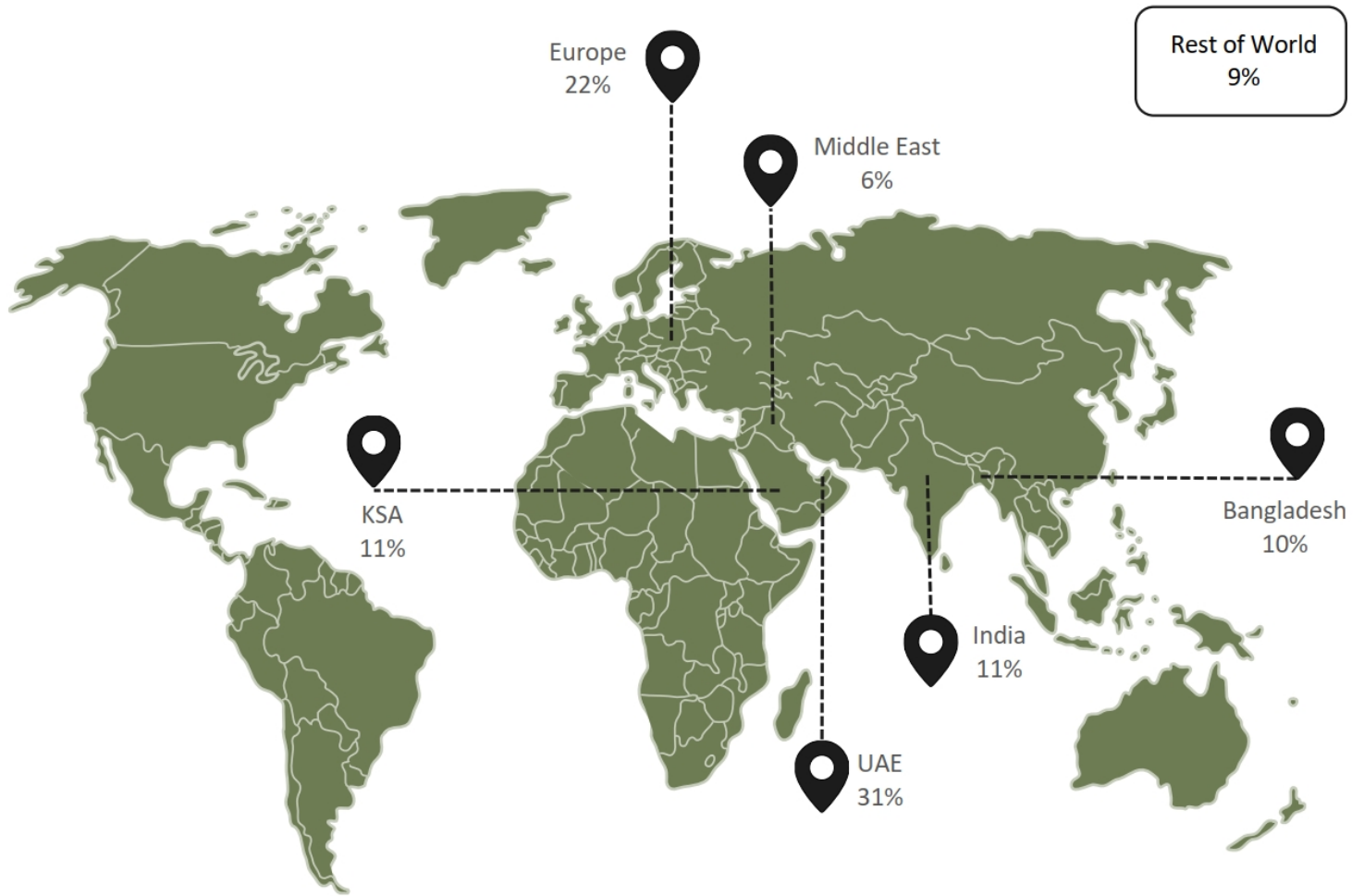
**CORPORATE GOVERNANCE:** RAK Ceramics adheres to the highest standards of corporate governance, fostering transparency, accountability, and ethical conduct. Our governance practices align with international best practices, ensuring the protection of shareholder interests and the sustainable growth of the company.

**INVESTOR RELATIONS:** We prioritize open communication with our investors and stakeholders. RAK Ceramics maintains a strong Investor Relations team dedicated to providing timely and accurate information. Our commitment to transparency builds trust and confidence among our valued investors.

**JOIN THE CERAMIC REVOLUTION:** Invest in the future of ceramics with RAK Ceramics PJSC. We invite you to explore the possibilities, share in our success, and be part of a company that is shaping the world of innovative and sustainable ceramics.

Share Data				15/07/2024																				
Currency	AED	Volume	590,022																					
Previous Close	2.43	Number of Shares (mn)	993.70																					
Change (%)	-0.82	Market Cap (mn)	2,414.70																					
KEY FIGURES																								
Particulars	2021	2022	2023																					
Total revenue, AED Mio	2,860.7	3,517.2	3,457.8																					
Gross profit, AED Mio	1,034.6	1,321.1	1308.9																					
Gross profit margin %	36.2	37.6	37.9																					
EBITDA, AED Mio	501.3	549.9	647.4																					
EBITDA margin, %	17.5	15.6	18.7																					
Reported net income, AED Mio	283.9	340.1	320.9																					
Reported profit after NCI (Minority), AED Mio	246.5	302.8	290.9																					
Reported Earnings per share, AED	0.25	0.30	0.29																					
Particulars	2021	2022	2023																					
Total assets, AED Mio	5,096.7	5,417.6	5,357.1																					
Share capital, AED Mio	993.7	993.7	993.7																					
Shareholders' equity, AED Mio	2,231.6	2,164.6	2,234.3																					
Net debt, AED Mio	971.2	1,301.1	1421.5																					
Net debt / EBITDA, Times	1.9	2.4	2.2																					
Cost of debt, %	3.4	4.1	6.2																					
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## Revenue by region



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**RAK**  
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