





4Q22 earnings missed our estimate, likely on lower other non-operating income

Yansab posted a 4Q22 topline at SAR1,396mn (largely in line with our estimate), down by 12.5% q-o-q, largely weighed down by lower product prices. However, the company reported lower-thanexpected COGS, pushing gross profit above our estimate. This, along with a likely 34% q-o-q decline in SG&A costs, led to a further beat at the operating level, despite posting operating loss. Nonetheless, the company might have witnessed higher non-operating expenses during the quarter. Accordingly, the company incurred net loss of SAR 96.4mn as against our loss estimates of SAR 84mn.

Income Statement														
(SAR mn)	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	4Q22e	YoY (%)	QoQ (%)	Var (%)	2021	2022	YoY (%
Sales	1,983.0	1,779.6	1,922.1	1,971.1	2,061.5	1,595.4	1,396.04	1,474.0	-27.4%	-12.5%	-5.3%	7,499.0	7,024.0	-6.3%
COGs	(1,210.9)	(1,436.0)	(1,415.0)	(1,542.1)	(1,661.8)	(1,520.9)	(1,328.81)	(1,426.0)	-6.1%	-12.6%	-6.8%	(5,253.0)	(6,053.6)	-15.2%
Gross profit	772.1	343.6	507.1	428.9	399.7	74.5	67.22	48.0	-86.7%	-9.8%	40.1%	2,246.0	970.4	-56.8%
Operating profit	639.8	215.4	382.2	296.2	276.9	(46.0)	(12.32)	(67.0)	NM	73.2%	81.6%	1,734.0	514.8	-70.3%
Net Profit	596.4	179.8	334.9	283.0	288.5	(61.0)	(96.43)	(84.0)	NM	-58.1%	-14.8%	1,531.3	414.1	-73.0%
Balance Sheet														
(SAR mn)	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	4Q22e	YoY (%)	QoQ (%)				
Shareholders' Equity	14,485.0	14,652.5	15,042.4	14,581.7	14,150.9	14,207.0	14051	13,761	-6.6%	2.1%				
Key Ratios														
	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	4Q22e						
Gross profit margin	38.9%	19.3%	26.4%	21.8%	19.4%	4.7%	4.8%	3.3%						
Operating profit margin	32.3%	12.1%	19.9%	15.0%	13.4%	-2.9%	-0.9%	-4.5%						
Net profit margin	30.1%	10.1%	17.4%	14.4%	14.0%	-3.8%	-6.9%	-5.7%						
RoE (annualized)	17.3%	5.0%	9.3%	7.9%	8.3%	-1.7%	-0.7%	3.0%						

For our earlier report on the company, please click here





Recommendation

BUY	Greater than 20%
ACCUMULATE	Between +10% and +20%
HOLD	Between +10% and -10%
REDUCE	Between -10% and -20%
SELL	Lower than -20%



Website: <u>www.u-capital.net</u> PO Box 1137 PC 111, Sultanate of Oman Tel: +968 2494 9000 Fax: +968 2494 9099 Email: <u>research@u-capital.net</u>



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