



# Ezdan Holding Group Q.P.S.C

Investor Presentation



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# Financial Performance Overview

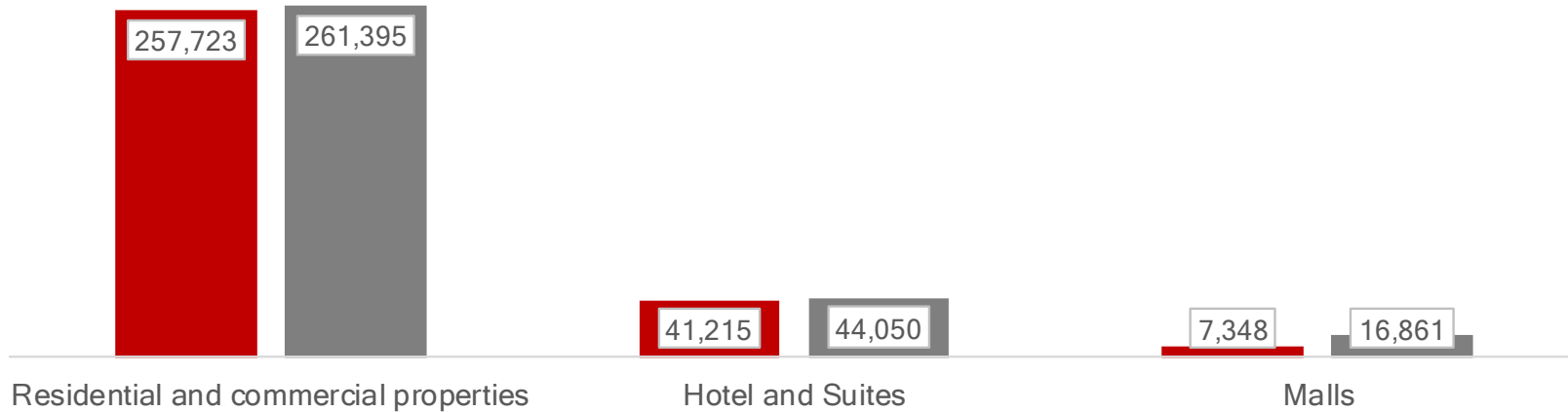
CONSOLIDATED STATEMENT OF PROFIT OR LOSS	31/03/2020	31/03/2019	Variance	Variance
31 March 2020	QR"000	QR"000	QR"000	%
Rental income	306,286	322,306	(16,020)	-4.97%
Other operating revenues	19,958	27,015	(7,057)	-26.12%
Operating expenses	(54,657)	(54,331)	(326)	0.60%
Operating profit for the period	271,587	294,990	(23,403)	-7.93%
Dividends income from equity investments	93,205	121,636	(28,431)	-23.37%
Share from the results of equity accounted investees	13,453	24,609	(11,156)	-45.33%
NET OPERATING PROFIT	378,245	441,235	(62,990)	-14.28%
Other income	1,870	37,472	(35,602)	-95.01%
General and administrative expenses	(19,364)	(17,841)	(1,523)	8.54%
Depreciation	(8,230)	(8,518)	288	-3.38%
Finance costs	(210,164)	(183,014)	(27,150)	14.83%
(Loss) / gain from foreign currency exchange	(24,344)	3,261	(27,605)	-846.52%
Net Profit	118,013	272,595	(154,582)	-56.71%
Shareholders of the Group	118,014	272,441	(154,427)	-56.68%
Non Controlling Interest	(1)	154	(155)	-100.65%
Earnings attributable to shareholders per share	0.004	0.010	(0.006)	-60.00%

# Financial Performance Overview

Rental Revenue by Segment	31/03/2020	31/03/2019	Variance	Variance
	QR"000	QR"000	QR"000	%
Residential and commercial properties	257,723	261,395	(3,672)	-1.40%
Hotel and Suites	41,215	44,050	(2,835)	-6.44%
Malls	7,348	16,861	(9,513)	-56.42%
	306,286	322,306	(16,020)	-4.97%

Rental Revenue by Segment "QR 000

■ 31/03/2020 ■ 31/03/2019



# Financial Performance Overview

Other Operating Income by Segment	31/03/2020 QR"000	31/03/2019 QR"000	Variance QR"000	Variance %
Residential and commercial properties	7,272	13,691	(6,419)	-46.88%
Hotel and Suites	5,859	8,335	(2,476)	-29.71%
Malls	6,827	4,989	1,838	36.84%
	<b>19,958</b>	<b>27,015</b>	<b>(7,057)</b>	<b>-26.12%</b>

Other Operating Income by Segment "QR 000

■ 31/03/2020 ■ 31/03/2019



# Financial Performance Overview

Operating expenses by Segment	31/03/2020 QR"000	31/03/2019 QR"000	Variance QR"000	Variance %
Residential and commercial properties	33,838	32,420	1,418	4.37%
Hotel and Suites	14,306	15,120	(814)	-5.38%
Malls	6,513	6,791	(278)	-4.09%
	<b>54,657</b>	<b>54,331</b>	<b>326</b>	<b>0.60%</b>

Operating expenses by Segment "QR 000

■ 31/03/2020 ■ 31/03/2019



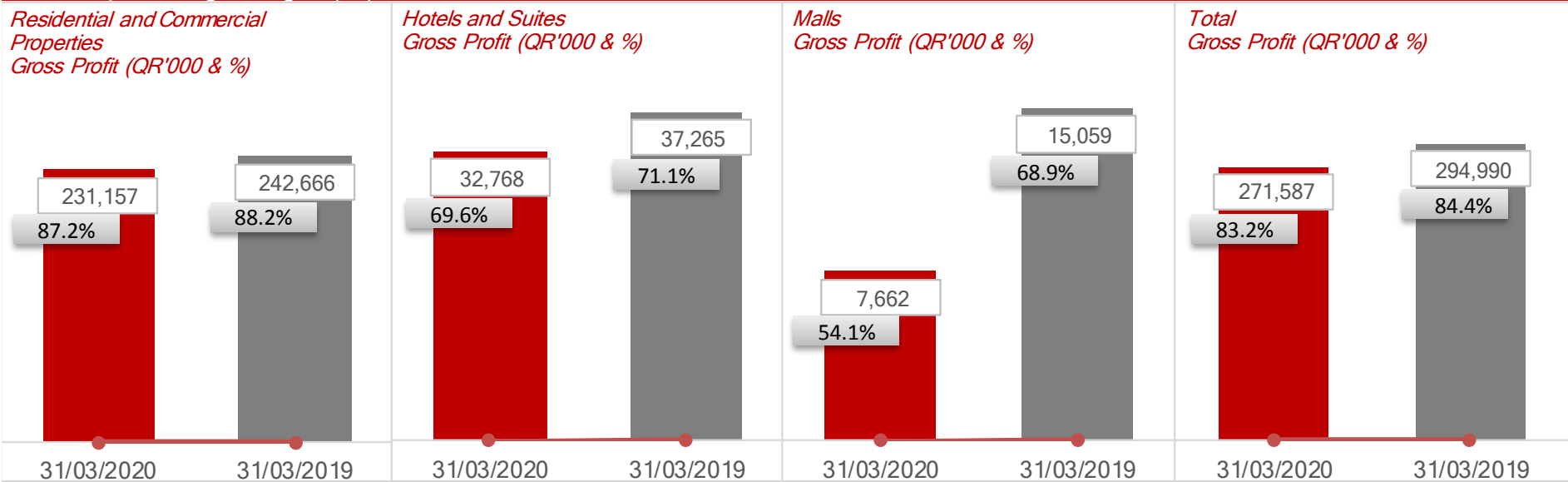
# Financial Performance Overview

Operating expenses details	31/03/2020 QR"000	31/03/2019 QR"000	Variance QR"000	Variance %
Staff benefits	12,075	12,351	(276)	-2.23%
Electricity & Water	16,107	13,262	2,845	21.45%
Sewage	5,500	5,998	(498)	-8.30%
Maintenance expenses	5,286	6,132	(846)	-13.80%
Air Conditioning	4,116	4,505	(389)	-8.63%
Security	2,553	2,881	(328)	-11.38%
Cleaning	2,320	3,158	(838)	-26.54%
Foods and beverage	1,468	1,982	(514)	-25.93%
Laundry and dry cleaning	1,236	1,180	56	4.75%
Commissions	578	341	237	69.50%
Registration fees	1,505	511	994	194.52%
Advertising and marketing	159	360	(201)	-55.83%
Others	1,754	1,670	84	5.03%
	54,657	54,331	326	0.60%



# Financial Performance Overview

Operating profit by Segment	31/03/2020	31/03/2019	Variance	Variance %
<i>"operating profit ÷ (rental revenue + other operating revenue)"</i>				
Residential and commercial properties (QR"000)	231,157	242,666	(11,509)	-4.74%
Residential & commercial property (%)	87.2%	88.2%		
Hotel and Suites (QR"000)	32,768	37,265	(4,497)	-12.07%
Hotel & Suites (%)	69.6%	71.1%		
Malls (QR"000)	7,662	15,059	(7,397)	-49.12%
Malls (%)	54.1%	68.9%		
<b>Total Operating Margin (QR"000)</b>	<b>271,587</b>	<b>294,990</b>	<b>(23,403)</b>	<b>-7.93%</b>
<b>Total Operating Margin (%)</b>	<b>83.2%</b>	<b>84.4%</b>		

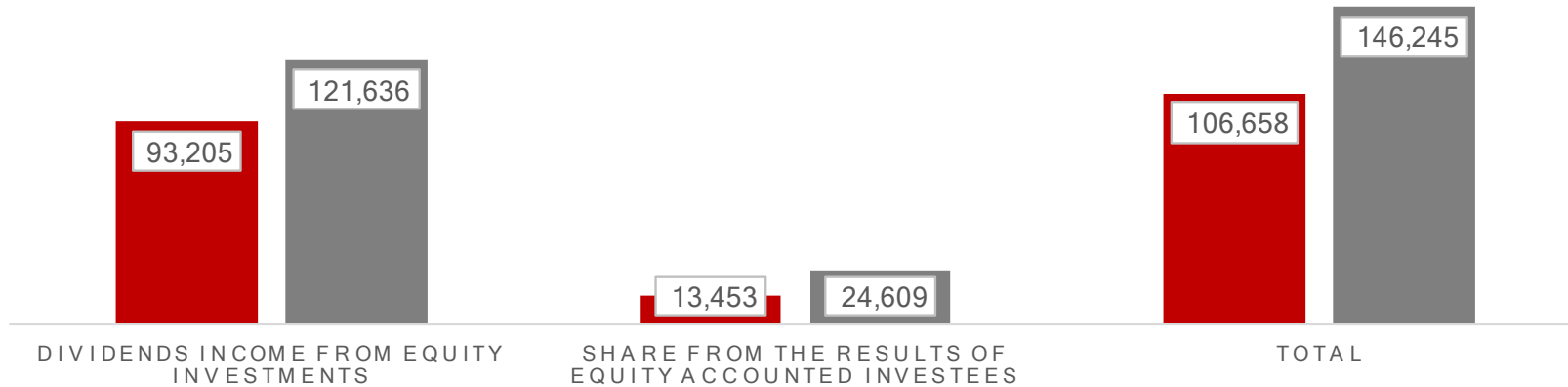


# Financial Performance Overview

Investment Income	31/03/2020 QR"000	31/03/2019 QR"000	Variance QR"000	Variance %
Dividends income from equity investments	93,205	121,636	(28,431)	-23.37%
Share from the results of equity accounted investees	13,453	24,609	(11,156)	-45.33%
<b>Total</b>	<b>106,658</b>	<b>146,245</b>	<b>(39,587)</b>	<b>-27.07%</b>

INVESTMENT INCOME "QR 000

■ 31/03/2020 ■ 31/03/2019

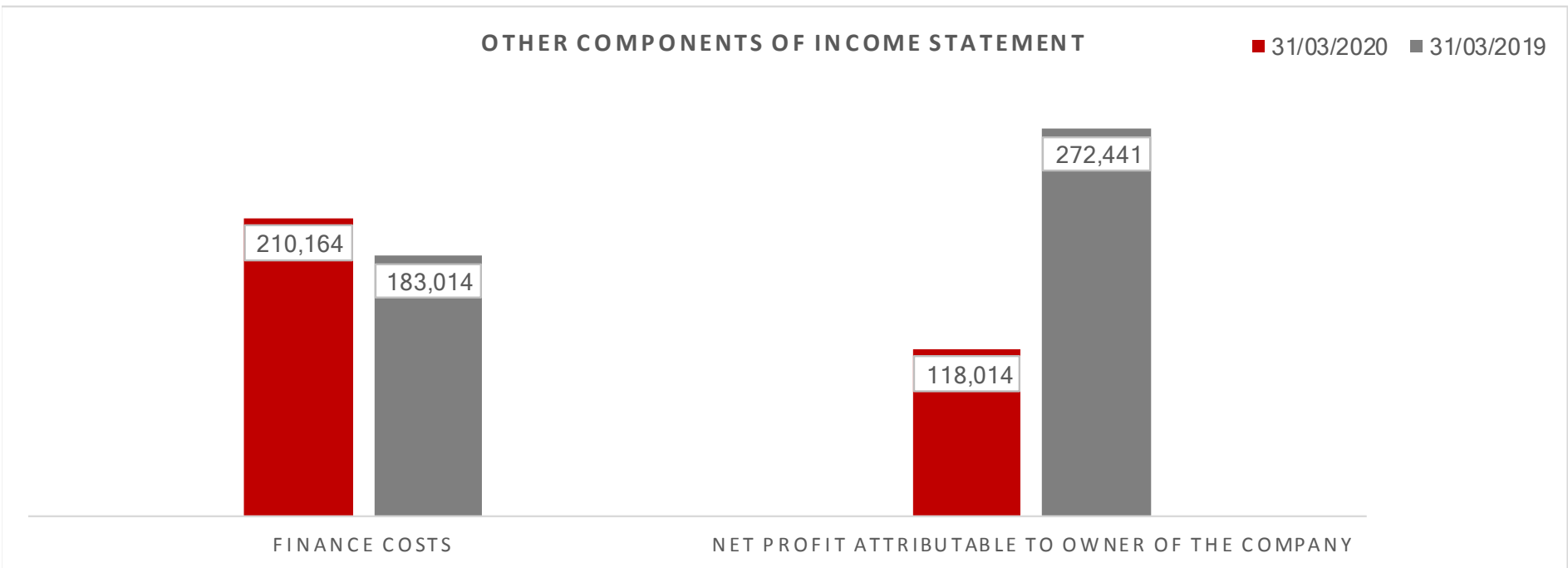


# Financial Performance Overview

General and Admin expenses details	31/03/2020 QR"000	31/03/2019 QR"000	Variance QR"000	Variance %
Staff benefits	7,567	9,794	(2,227)	-22.74%
Advertising and marketing	27	47	(20)	-42.55%
Professional and legal fees	4,967	1,619	3,348	206.79%
Qatar Exchange registration fees	2,104	2,099	5	0.24%
Information system expenses	377	527	(150)	-28.46%
Communication	496	502	(6)	-1.20%
Bank charges	2,125	867	1,258	145.10%
Insurance	973	852	121	14.20%
Lease expenses	-	543	(543)	-100.00%
Printing and stationery	133	165	(32)	-19.39%
Others	595	826	(231)	-27.97%
	<b>19,364</b>	<b>17,841</b>	<b>1,523</b>	<b>8.54%</b>

# Financial Performance Overview

Other Main Components of Income Statement	31/03/2020 QR"000	31/03/2019 QR"000	Variance QR"000	Variance %
Finance costs	210,164	183,014	27,150	14.83%
Net profit attributable to owner of the company	118,014	272,441	(154,427)	-56.68%



# Financial Performance Overview

Main Income Statement Ratios	31/03/2020	31/03/2019
Operating expenses % ( to rental revenue+other operating revenue)	16.8%	15.6%
Main operation gross profit margin	83.2%	84.4%
Gross margin %	87.0%	88.5%
Net profit %	28.1%	57.9%
EPS	0.004	0.010



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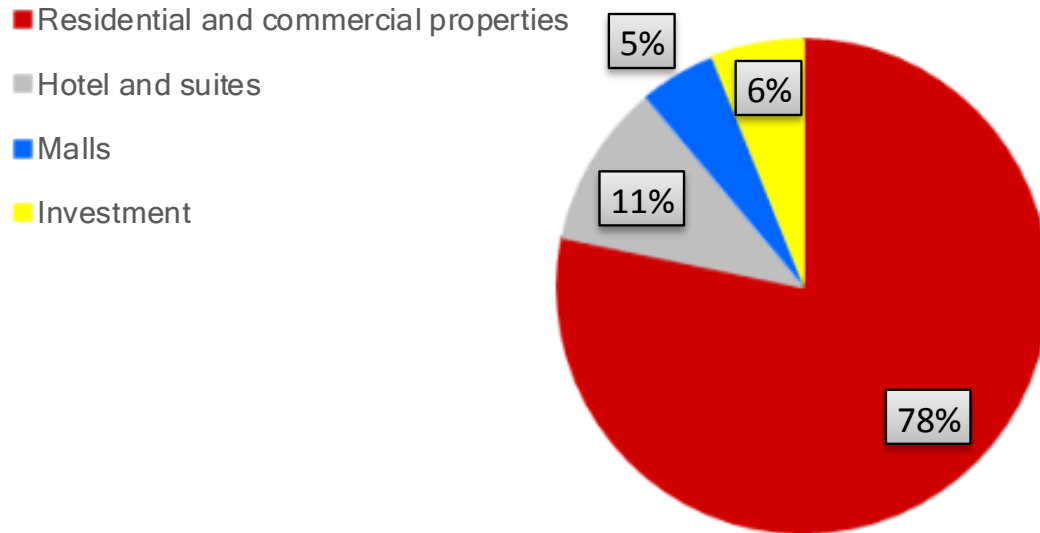
# Financial Position Overview

Consolidated Statement Of Financial Position 31 March 2020	31/03/2020 QR"000	31/12/2019 QR"000	Changes QR"000	Changes %
Cash and bank balances	440,838	59,289	381,549	644%
Receivables and prepayments	176,684	137,192	39,492	29%
Inventory	25,437	26,221	(784)	-3%
Due from related parties	2,603	177,996	(175,393)	-99%
Equity investments	2,091,790	2,259,524	(167,734)	-7%
Investments in equity accounted investees	807,284	834,173	(26,889)	-3%
Investment properties	44,348,943	43,933,362	415,581	1%
Property and equipment	758,155	765,979	(7,824)	-1%
<b>TOTAL ASSETS</b>	<b>48,651,734</b>	<b>48,193,736</b>	<b>457,998</b>	<b>1%</b>
Payables and other liabilities	1,095,989	1,118,022	(22,033)	-2%
Due to related parties	1,536,998	1,306,535	230,463	18%
Islamic financing borrowings	14,661,342	14,365,348	295,994	2%
<b>TOTAL LIABILITIES</b>	<b>17,294,329</b>	<b>16,789,905</b>	<b>504,424</b>	<b>3%</b>
Share capital	26,524,967	26,524,967	-	0%
Legal reserve	1,646,982	1,646,982	-	0%
Revaluation reserve	424,254	591,918	(167,664)	-28%
Foreign currency translation reserve	2,978	(247)	3,225	-1306%
Retained earnings	3,037,259	2,919,245	118,014	4%
Equity Holders of the Parent	31,636,440	31,682,865	(46,425)	0%
Non-controlling interest	(279,035)	(279,034)	(1)	0%
Total Equity	31,357,405	31,403,831	(46,426)	0%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>48,651,734</b>	<b>48,193,736</b>	<b>457,998</b>	<b>1%</b>

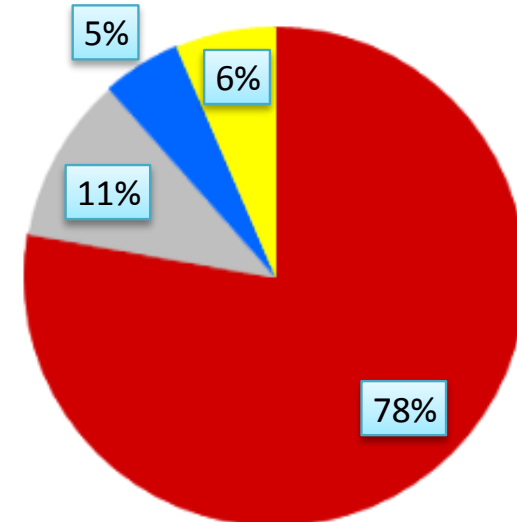
# Financial Position Overview

Total Assets by Segment	31/03/2020 QR"000	31/12/2019 QR"000	Changes QR"000	Changes %
Residential and commercial properties	38,068,825	37,490,787	578,038	2%
Hotel and suites	5,208,789	5,177,439	31,350	1%
Malls	2,442,797	2,431,740	11,057	0%
Investment	2,931,323	3,093,770	(162,447)	-5%
<b>Total Assets</b>	<b>48,651,734</b>	<b>48,193,736</b>	<b>457,998</b>	<b>1%</b>

Total Assets per segment 31/03/2020



Total Assets per segment 31/03/2019





## Financial Position Overview

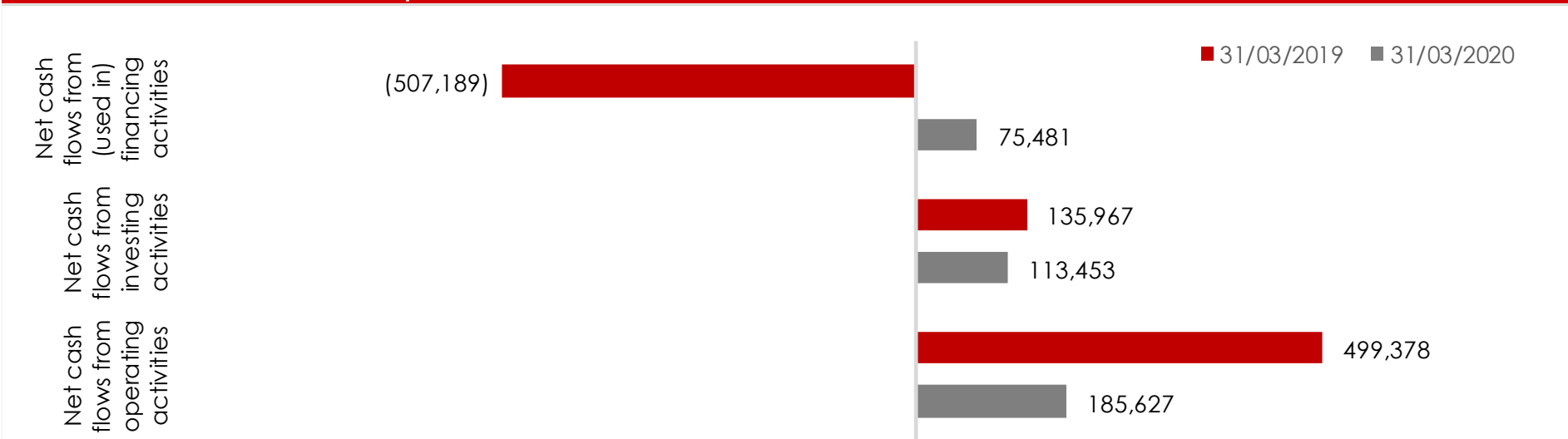
Main Ratios for Statement of Financial Position	31/03/2020	31/03/2019
Return on Assets	0.24%	0.55%
Return on Equity	0.38%	0.87%
	31/03/2020	31/12/2019
Islamic borrowings as % of Total Equity	46.8%	45.7%
Investment properties as % of Total Assets	91.2%	91.2%
Investments as % of Total Assets	6.0%	6.4%



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# Cash Flow Overview

Consolidated Statement Of Cash Flows	31/03/2020	31/03/2019	Variance	Variance
31 March 2020	QR"000	QR"000	QR"000	%
Net cash flows from operating activities	185,627	499,378	(313,751)	-63%
Net cash flows from investing activities	113,453	135,967	(22,514)	-17%
Net cash flows from (used in) financing activities	75,481	(507,189)	582,670	-115%
<b>Increase in cash and cash equivalents</b>	<b>374,561</b>	<b>128,156</b>	<b>246,405</b>	<b>192%</b>





For more information please visit

<http://www.ezdanholding.qa/EHDinvestors>

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