



# Ezdan Holding Group Q.P.S.C

Investor Presentation



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# Financial Performance Overview

## CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS

For the nine months ended 30 September 2019

	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Rental income	961,317	936,483	24,834	2.65%
Other operating revenues	76,462	90,667	(14,205)	-15.67%
Operating expenses	(179,602)	(224,946)	45,344	-20.16%
Operating profit for the period	858,177	802,204	55,973	6.98%
Dividends income from equity investments	122,416	122,255	161	0.13%
Net gain on sale of equity-accounted investees	58,185	-	58,185	100.00%
Share from the results of equity accounted investees	53,273	79,969	(26,696)	-33.38%
NET OPERATING PROFIT	1,092,051	1,004,428	87,623	8.72%
Gain on revaluation of investment properties	-	266,313	(266,313)	-100.00%
Other income	50,685	21,832	28,853	132.16%
General and administrative expenses	(61,692)	(156,600)	94,908	-60.61%
Depreciation	(25,365)	(21,987)	(3,378)	15.36%
Finance costs	(545,784)	(644,657)	98,873	-15.34%
Impairment of doubtful receivables	(651)	(8,664)	8,013	-92.49%
Net Profit	509,244	460,665	48,579	10.55%
Shareholders of the Group	509,190	463,470	45,720	9.86%
Non Controlling Interest	54	(2,805)	2,859	-101.93%
Earnings attributable to shareholders per share	0.0192	0.0175	0.0017	9.86%

# Financial Performance Overview

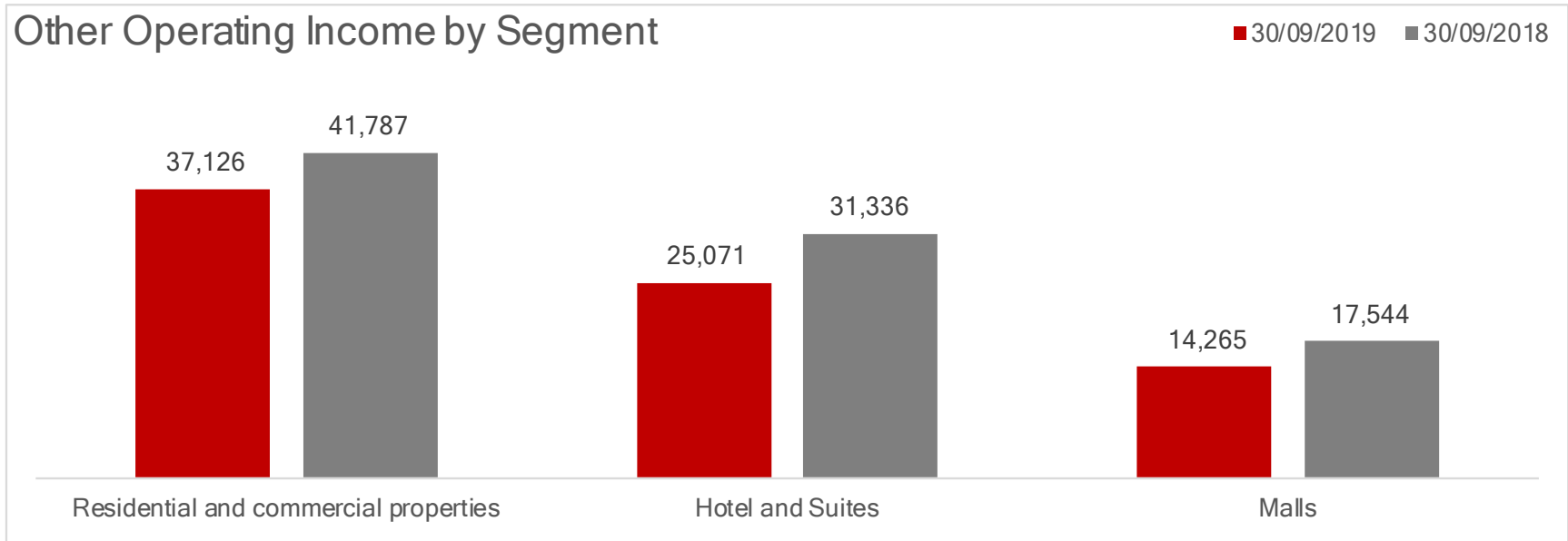
Rental Revenue by Segment	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Residential and commercial properties	784,447	764,411	20,036	2.62%
Hotel and Suites	126,071	112,027	14,044	12.54%
Malls	50,799	60,045	(9,246)	-15.40%
	961,317	936,483	24,834	2.65%



# Financial Performance Overview

Other Operating Income by Segment	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Residential and commercial properties	37,126	41,787	(4,661)	-11.15%
Hotel and Suites	25,071	31,336	(6,265)	-19.99%
Malls	14,265	17,544	(3,279)	-18.69%
	<b>76,462</b>	<b>90,667</b>	<b>(14,205)</b>	<b>-15.67%</b>

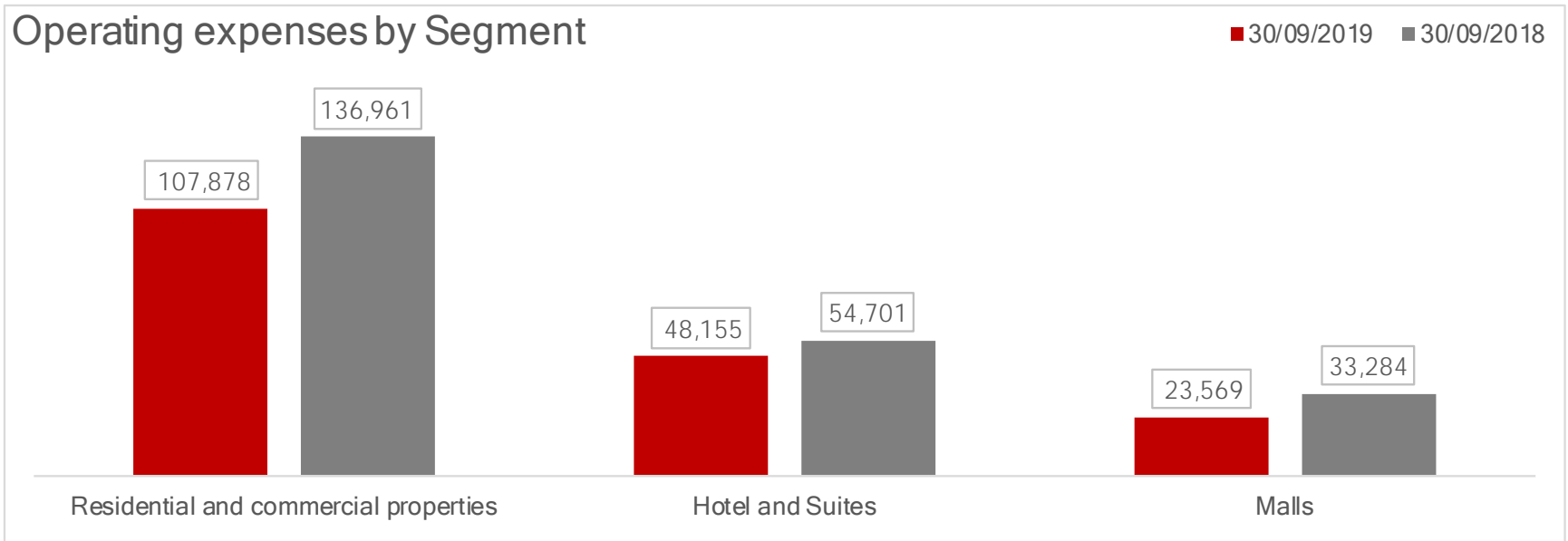
Other Operating Income by Segment



# Financial Performance Overview

Operating expenses by Segment	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Residential and commercial properties	107,878	136,961	(29,083)	-21.23%
Hotel and Suites	48,155	54,701	(6,546)	-11.97%
Malls	23,569	33,284	(9,715)	-29.19%
	179,602	224,946	(45,344)	-20.16%

Operating expenses by Segment



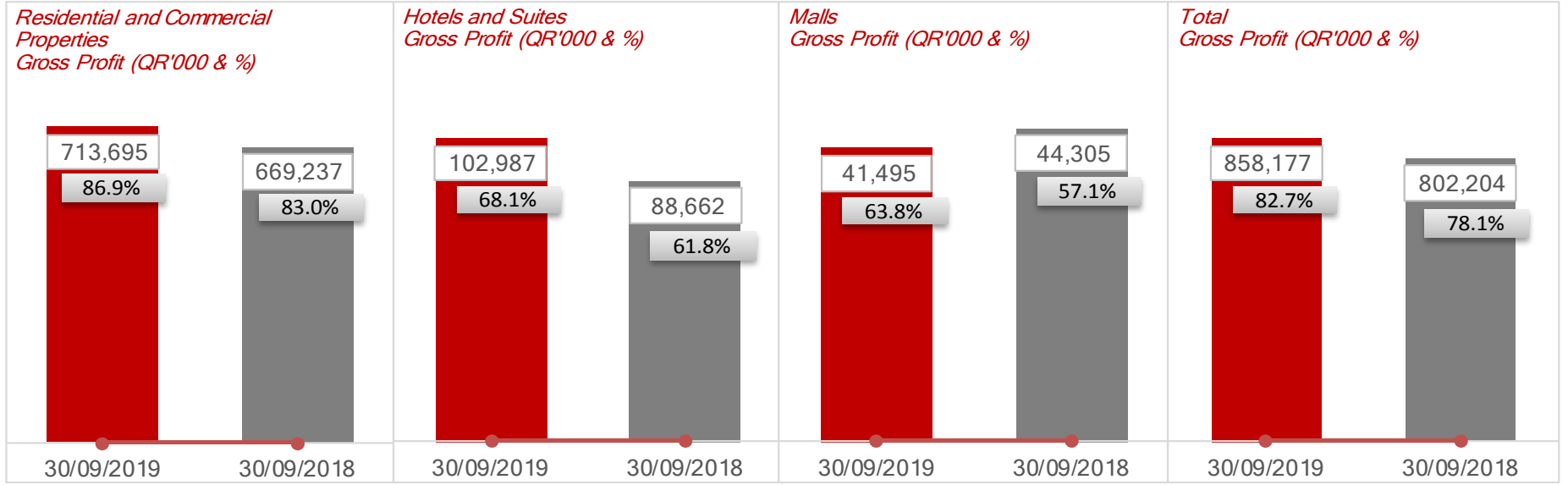
# Financial Performance Overview

Operating expenses details	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Staff cost	37,402	57,392	(19,990)	-34.83%
Repairs and maintenance	33,193	43,270	(10,077)	-23.29%
Utilities	55,033	59,242	(4,209)	-7.10%
Cleaning expenses	8,396	11,209	(2,813)	-25.10%
Advertising costs	1,149	3,469	(2,320)	-66.88%
Food and beverages	5,938	7,941	(2,003)	-25.22%
Security expenses	7,034	8,996	(1,962)	-21.81%
Other operating expenses	8,954	10,604	(1,650)	-15.56%
Fuel	479	1,675	(1,196)	-71.40%
Laundry and dry cleaning	3,479	3,999	(520)	-13.00%
Commissions	1,260	720	540	75.00%
Sewage	17,285	16,429	856	5.21%
	179,602	224,946	(45,344)	-20.16%



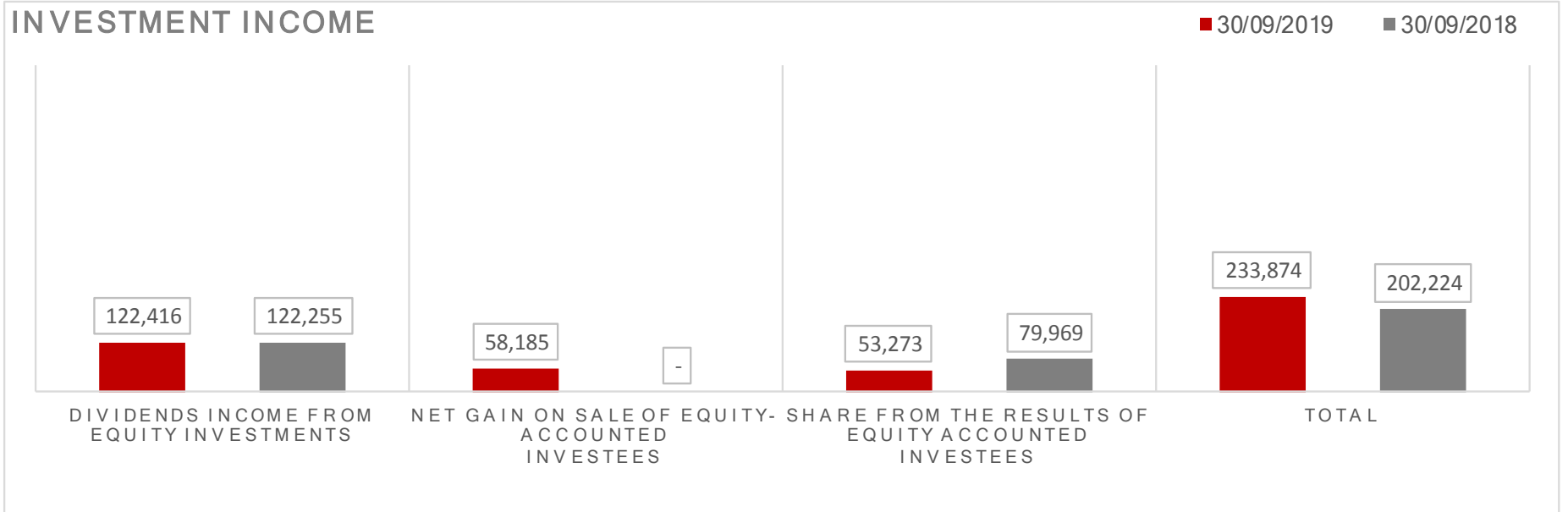
# Financial Performance Overview

Operating profit by Segment	30/09/2019	30/09/2018	Variance	Variance %
Residential and commercial properties (QR"000)	713,695	669,237	44,458	6.64%
Residential & commercial property (%)	86.9%	83.0%		
Hotel and Suites (QR"000)	102,987	88,662	14,325	16.16%
Hotel & Suites (%)	68.1%	61.8%		
Malls (QR"000)	41,495	44,305	(2,810)	-6.34%
Malls (%)	63.8%	57.1%		
<b>Total Operating Margin (QR"000)</b>	<b>858,177</b>	<b>802,204</b>	<b>55,973</b>	<b>6.98%</b>
<b>Total Operating Margin (%)</b>	<b>82.7%</b>	<b>78.1%</b>		



# Financial Performance Overview

Investment Income	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Dividends income from equity investments	122,416	122,255	161	0.13%
Net gain on sale of equity-accounted investees	58,185	-	58,185	100.00%
Share from the results of equity accounted investees	53,273	79,969	(26,696)	-33.38%
<b>Total</b>	<b>233,874</b>	<b>202,224</b>	<b>31,650</b>	<b>15.65%</b>

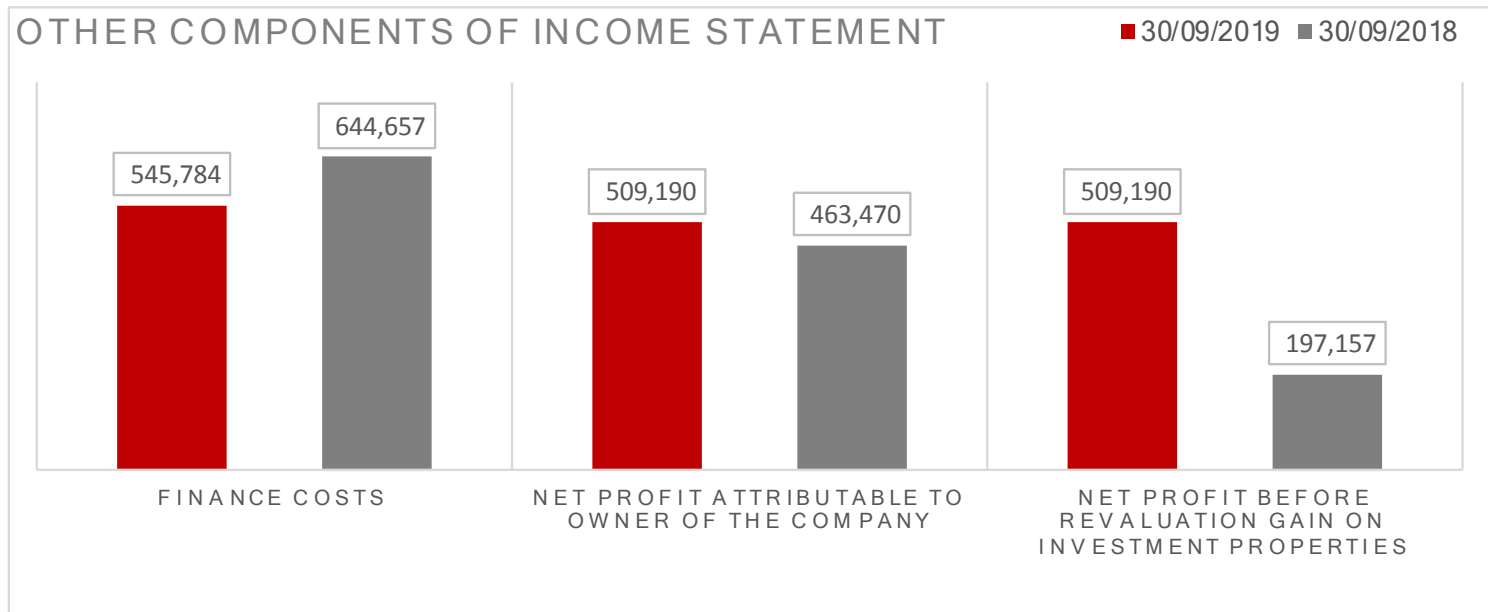


# Financial Performance Overview

General and Admin expenses details	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Staff cost and board allowances	24,555	102,551	(77,996)	-76.06%
Other expenses	5,146	12,907	(7,761)	-60.13%
Professional fees	6,148	8,684	(2,536)	-29.20%
Advertising costs	335	2,735	(2,400)	-87.75%
Rent expense	1,319	2,824	(1,505)	-53.29%
Losses from foreign currency exchange	10,034	11,237	(1,203)	-10.71%
Bank charges	2,879	3,638	(759)	-20.86%
Printing and stationery	512	1,218	(706)	-57.96%
Communication	1,637	2,153	(516)	-23.97%
Registration fees	6,292	6,392	(100)	-1.56%
Insurance cost	2,835	2,261	574	25.39%
	61,692	156,600	(94,908)	-60.61%

# Financial Performance Overview

Other Main Components of Income Statement	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Finance costs	545,784	644,657	(98,873)	-15.34%
Net Profit attributable to owner of the company	509,190	463,470	45,720	9.86%
Net Profit before revaluation gain on investment properties	509,190	197,157	312,033	158.27%



# Financial Performance Overview

Main Income Statement Ratios	30/09/2019	30/09/2018
Operating Expenses % ( to rental Revenue+other operating revenue)	17.3%	21.9%
Main operation Gross Profit Margin	82.7%	78.1%
Gross Margin %	85.3%	80.4%
Net Profit %	41.8%	40.1%
EPS	0.019	0.017



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# Financial Position Overview

Condensed consolidated statement of financial position As at 30 September 2019	30/09/2019 QR"000	31/12/2018 QR"000	Changes QR"000	Changes %
Cash and bank balances	115,073	23,562	91,511	388%
Receivables and prepayments	145,501	167,130	(21,629)	-13%
Inventory	27,231	28,061	(830)	-3%
Due from related parties	158,741	29,219	129,522	443%
Equity investments	2,202,529	3,316,717	(1,114,188)	-34%
Investments in equity accounted investees	830,147	1,425,613	(595,466)	-42%
Investment properties	44,015,107	43,863,571	151,536	0%
Property and equipment	773,153	797,641	(24,488)	-3%
<b>TOTAL ASSETS</b>	<b>48,267,482</b>	<b>49,651,514</b>	<b>(1,384,032)</b>	<b>-3%</b>
Payables and other liabilities	1,178,098	1,205,126	(27,028)	-2%
Due to related parties	50,563	1,559,192	(1,508,629)	-97%
Islamic financing borrowings	15,535,187	15,770,522	(235,335)	-1%
<b>TOTAL LIABILITIES</b>	<b>16,763,848</b>	<b>18,534,840</b>	<b>(1,770,992)</b>	<b>-10%</b>
Share capital	26,524,967	26,524,967	-	0%
Legal reserve	1,616,053	1,616,053	-	0%
Revaluation reserve	489,533	719,779	(230,246)	-32%
Foreign currency translation reserve	3,212	1,827	1,385	76%
Retained earnings	3,157,803	2,542,036	615,767	24%
Equity Holders of the Parent	31,791,568	31,404,662	386,906	1%
Non-controlling interest	(287,934)	(287,988)	54	0%
<b>Total Equity</b>	<b>31,503,634</b>	<b>31,116,674</b>	<b>386,960</b>	<b>1%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>48,267,482</b>	<b>49,651,514</b>	<b>(1,384,032)</b>	<b>-3%</b>

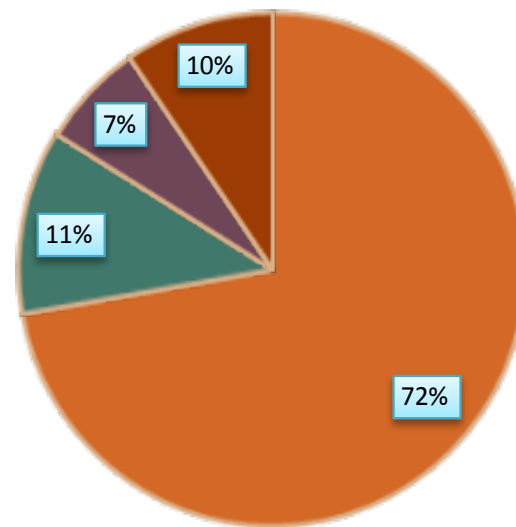
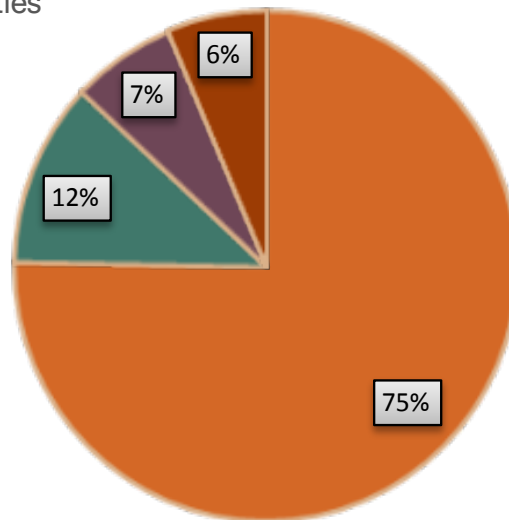
# Financial Position Overview

Total Assets by Segment	30/09/2019 QR"000	31/12/2018 QR"000	Changes QR"000	Changes %
Residential and commercial properties	36,350,661	35,881,031	469,630	1%
Hotel and Suites	5,649,322	5,722,220	(72,898)	-1%
Malls	3,232,902	3,305,792	(72,890)	-2%
Investment	3,034,597	4,742,471	(1,707,874)	-36%
<b>Total Assets</b>	<b>48,267,482</b>	<b>49,651,514</b>	<b>(1,384,032)</b>	<b>-3%</b>

Total Assets per segment 30/09/2019

Total Assets per segment 31/12/2018

- Residential and commercial properties
- Hotel and Suites
- Malls
- Investment





# Financial Position Overview

Main Ratios for Statement of Financial Position	30/09/2019	31/12/2018
Return on Assets	1.04%	0.93%
Return on Equity	1.63%	1.50%
Islamic borrowings as % of Total Equity	49.3%	50.7%
Investment properties as % of Total Assets	91.2%	88.3%
Investments as % of Total Assets	6.3%	9.6%



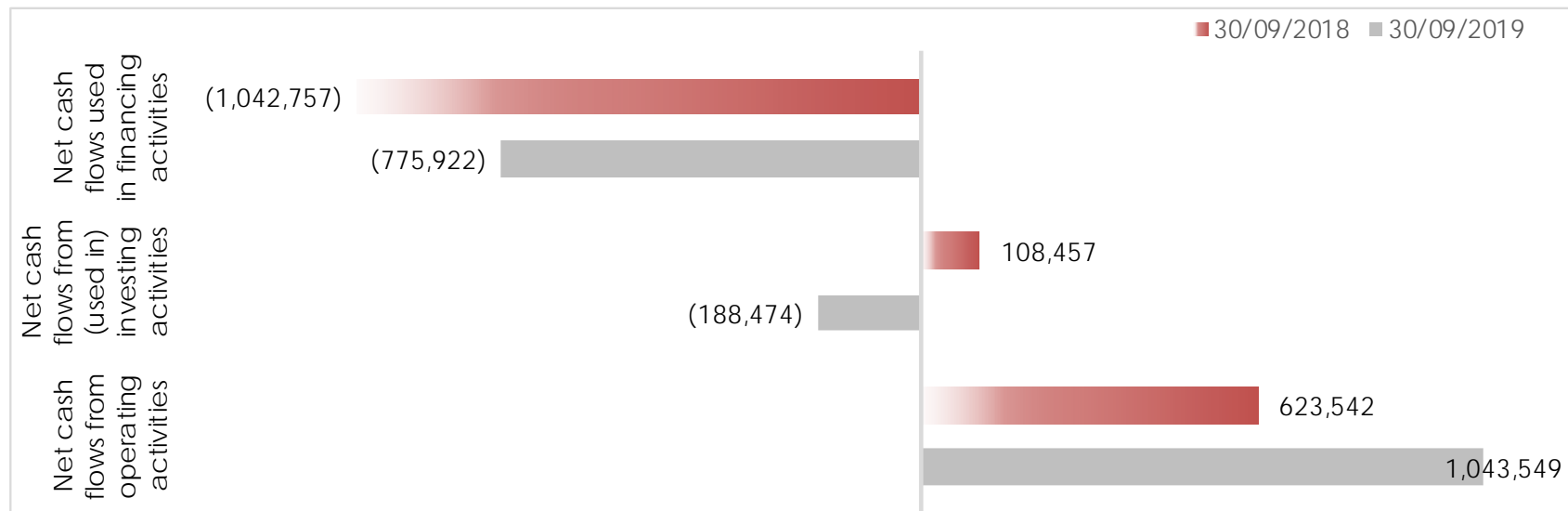
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# Cash Flow Overview

## Condensed consolidated statement of cash flows

For the nine months ended 30 September 2019

	30/09/2019	30/09/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Net cash flows from operating activities	1,043,549	623,542	420,007	67%
Net cash flows from (used in) investing activities	(188,474)	108,457	(296,931)	-274%
Net cash flows used in financing activities	(775,922)	(1,042,757)	266,835	-26%
<b>Increase (Decrease) In Cash And Cash Equivalents</b>	<b>79,153</b>	<b>(310,758)</b>	<b>389,911</b>	<b>-125%</b>





For more information please visit

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

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