



Ezdan Holding Group Q.P.S.C

Investor Presentation





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HIGHLIGHTS Q3 2021

**RENTAL
INCOME**

921 Mn

**OPERATING
PROFIT**

889 Mn

**TOTAL
ASSETS**

50,176 Mn

**SUKUK &
BORROWINGS**

13,175 Mn

**TOTAL
EQUITY**

32,371 Mn

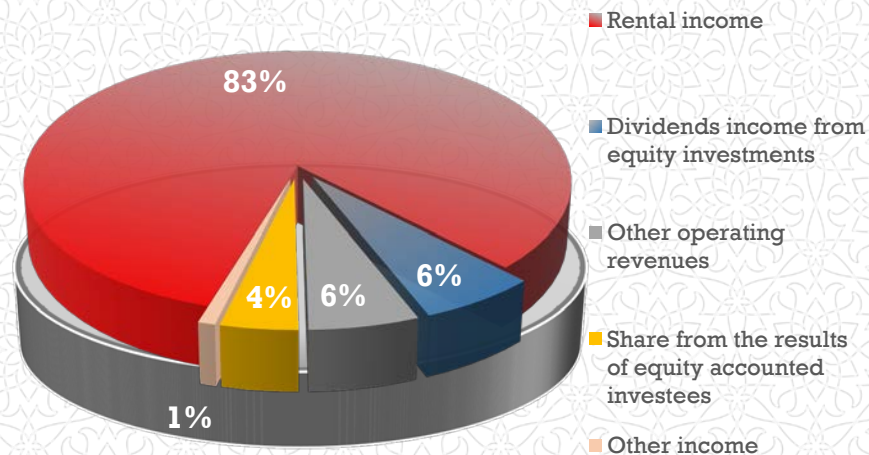
**NET
PROFIT**

233Mn

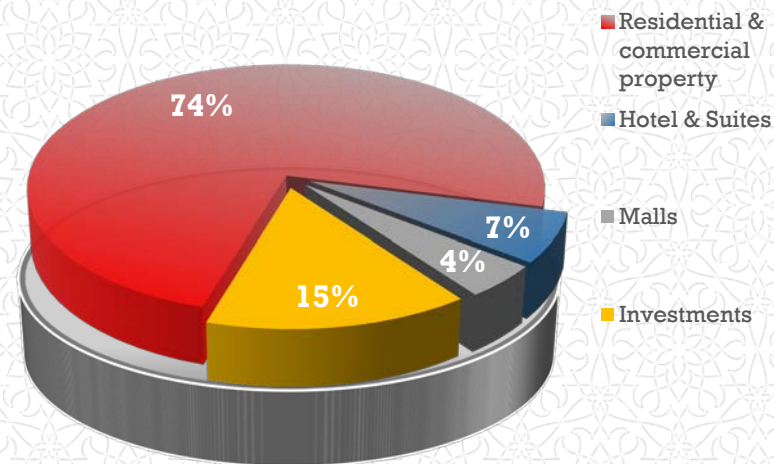
EPS

QR 0.009

REVENUE BREAKDOWN



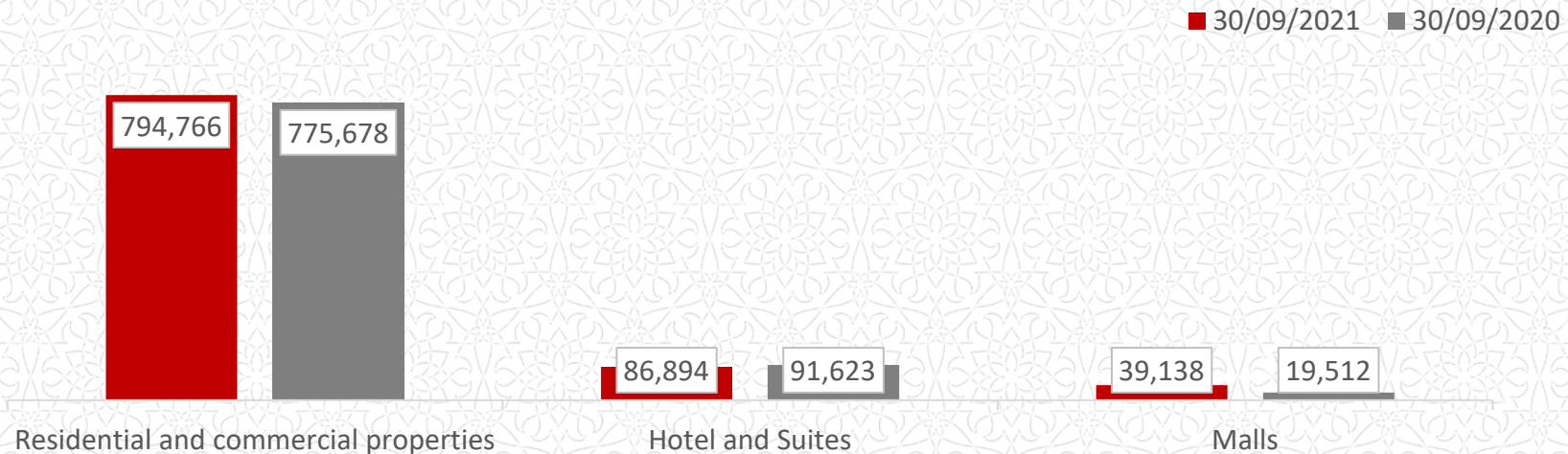
EBIT SEGMENT CONTRIBUTION



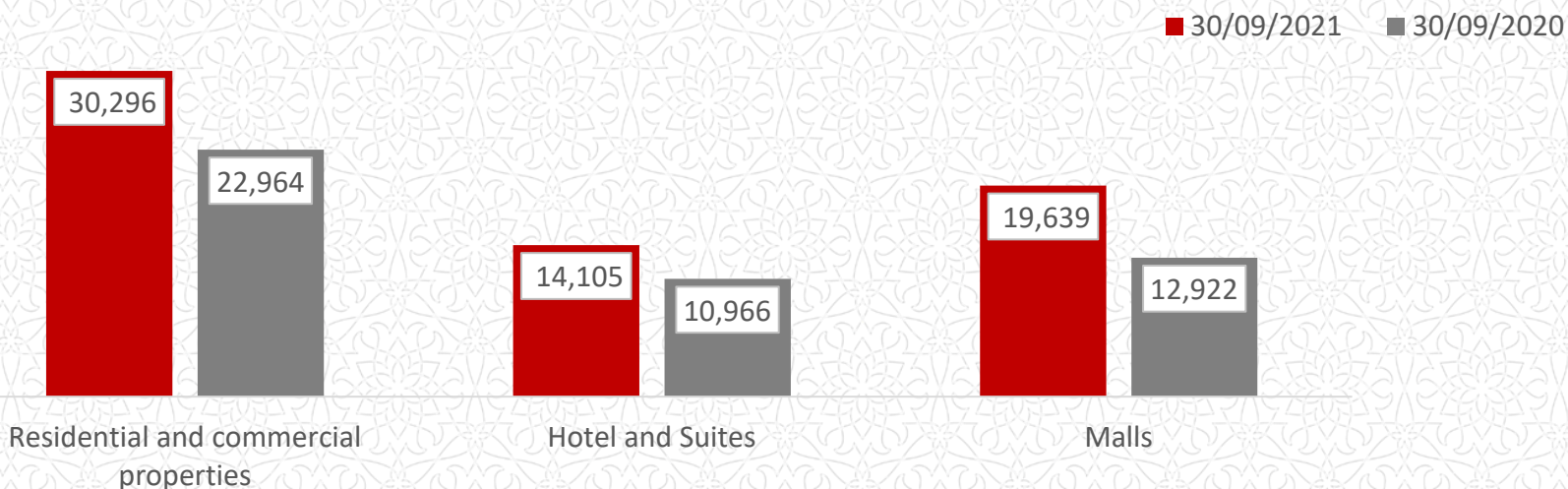
CONSOLIDATED STATEMENT OF PROFIT OR LOSS 30 September 2021	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Rental income	920,798	886,813	33,985	+3.8%
Other operating revenues	64,040	46,852	17,188	+36.7%
Operating expenses	(211,465)	(175,656)	(35,809)	+20.4%
Operating profit for the period	773,373	758,009	15,364	+2.0%
Dividends income from equity investments	70,215	93,205	(22,990)	-24.7%
Share from the results of equity accounted investees	45,353	43,706	1,647	+3.8%
NET OPERATING PROFIT	888,941	894,920	(5,979)	-0.7%
Other income	10,244	7,292	2,952	+40.5%
General and administrative expenses	(57,115)	(55,915)	(1,200)	+2.1%
Depreciation	(22,834)	(24,615)	1,781	-7.2%
Finance costs	(543,210)	(580,090)	36,880	-6.4%
Impairment of doubtful receivables	1,238	(11,085)	12,323	-111.2%
(Loss) / gain from foreign currency exchange	(43,822)	(21,887)	(21,935)	+100.2%
Net Profit	233,442	208,620	24,822	+11.9%
Shareholders of the Group	233,416	208,571	24,845	+11.9%
Non Controlling Interest	26	49	(23)	-46.9%
Earnings attributable to shareholders per share	0.009	0.008	0.001	+12.5%

Main Income Statement Ratios	30/09/2021	30/09/2020
Operating expenses % (to rental revenue+other operating revenue)	21%	19%
Main operation gross profit margin	79%	81%
Gross margin %	80%	83%
Net profit %	22%	20%
EPS	0.009	0.008

Rental Revenue by Segment	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Residential and commercial properties	794,766	775,678	19,088	+2.46%
Hotel and Suites	86,894	91,623	(4,729)	-5.16%
Malls	39,138	19,512	19,626	+100.58%
	920,798	886,813	33,985	3.83%

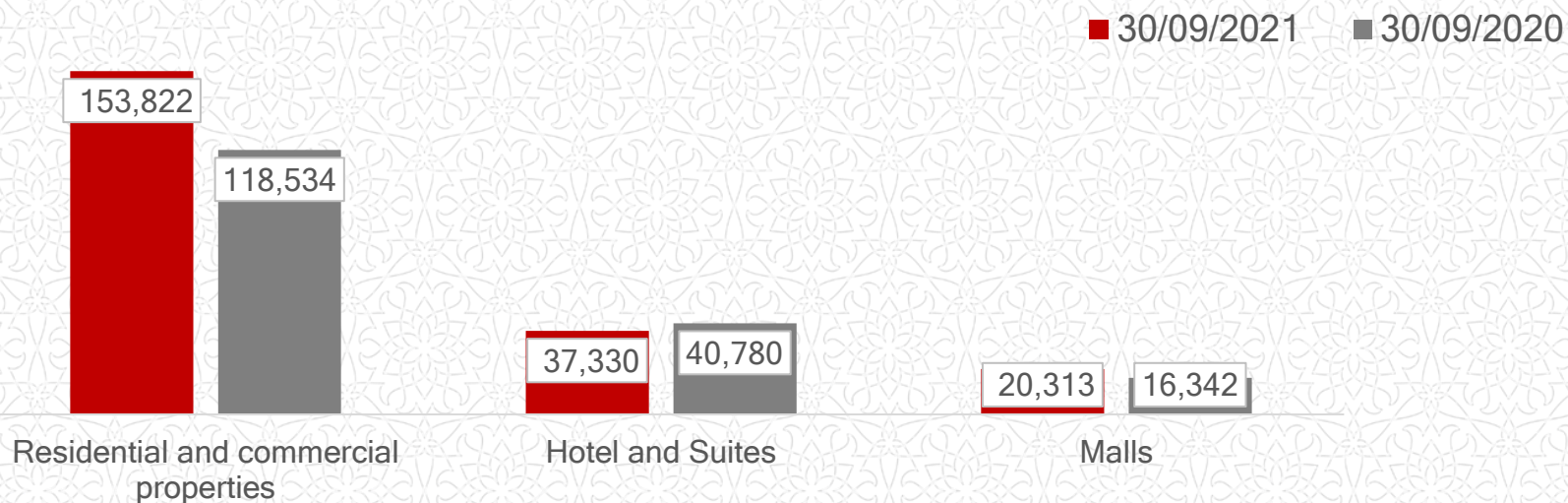


Other Operating Income by Segment	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Residential and commercial properties	30,296	22,964	7,332	+31.93%
Hotel and Suites	14,105	10,966	3,139	+28.62%
Malls	19,639	12,922	6,717	+51.98%
	64,040	46,852	17,188	36.69%



01 Financial Performance Overview

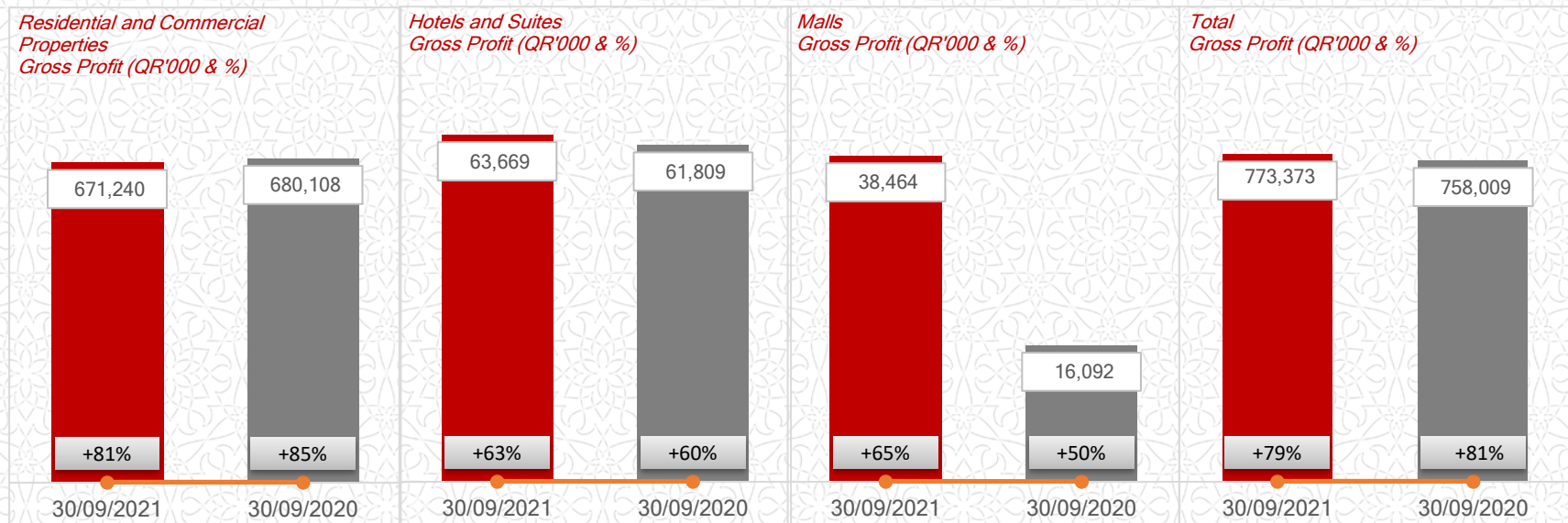
Operating expenses by Segment	30/09/2021 QR'000	30/09/2020 QR'000	Variance QR'000	Variance %
Residential and commercial properties	153,822	118,534	35,288	+29.77%
Hotel and Suites	37,330	40,780	(3,450)	-8.46%
Malls	20,313	16,342	3,971	+24.30%
	211,465	175,656	35,809	20.39%



Operating expenses details	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Staff benefits	47,333	36,400	10,933	+30.04%
Utilities	73,374	62,278	11,096	+17.82%
Sewage	20,886	17,261	3,625	+21.00%
Maintenance expenses	23,774	15,178	8,596	+56.63%
Air Conditioning	13,239	13,686	(447)	-3.27%
Security	8,987	7,054	1,933	+27.40%
Cleaning	7,191	5,644	1,547	+27.41%
Foods and beverage	2,661	2,960	(299)	-10.10%
Laundry and dry cleaning	2,149	2,615	(466)	-17.82%
Commissions	852	1,312	(460)	-35.06%
Registration fees	4,853	4,316	537	+12.44%
Advertising and marketing	1,598	894	704	+78.75%
Fuel	187	351	(164)	-46.72%
Others	4,381	5,707	(1,326)	-23.23%
	211,465	175,656	35,809	+20.39%

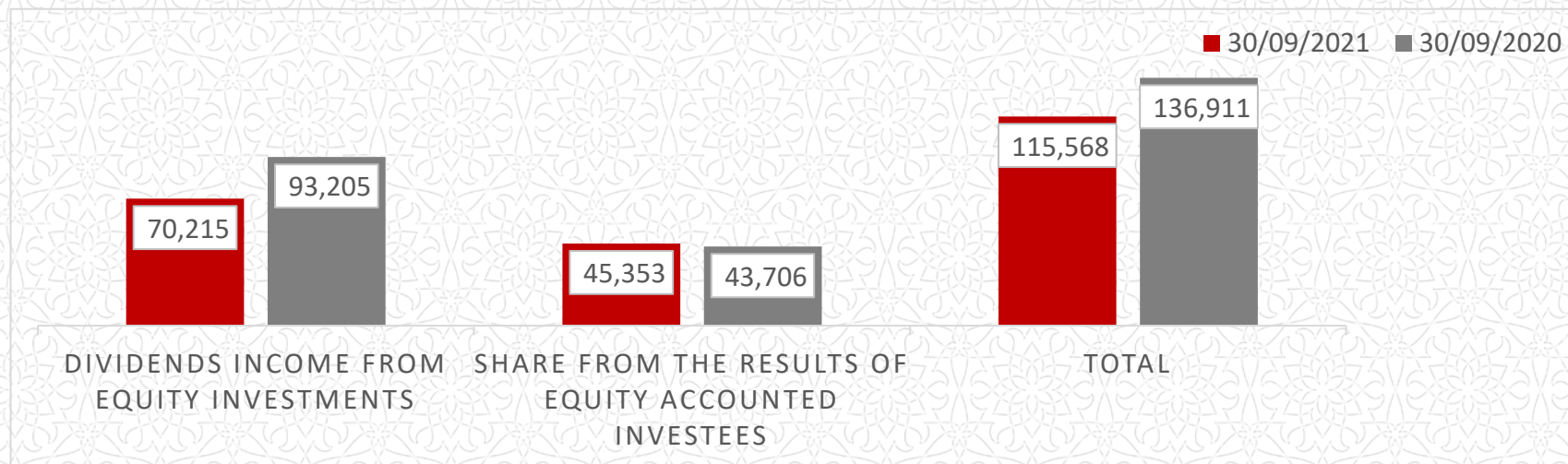
01 Financial Performance Overview

Operating profit by Segment	30/09/2021	30/09/2020	Variance	Variance %
<i>" operating profit ÷ (rental revenue + other operating revenue)"</i>				
Residential and commercial properties (QR"000)	671,240	680,108	(8,868)	-1.3%
Residential & commercial property (%)	+81%	+85%		
Hotel and Suites (QR"000)	63,669	61,809	1,860	+3.0%
Hotel & Suites (%)	+63%	+60%		
Malls (QR"000)	38,464	16,092	22,372	+139.0%
Malls (%)	+65%	+50%		
Total Operating Margin (QR"000)	773,373	758,009	15,364	2.03%
Total Operating Margin (%)	+79%	+81%		



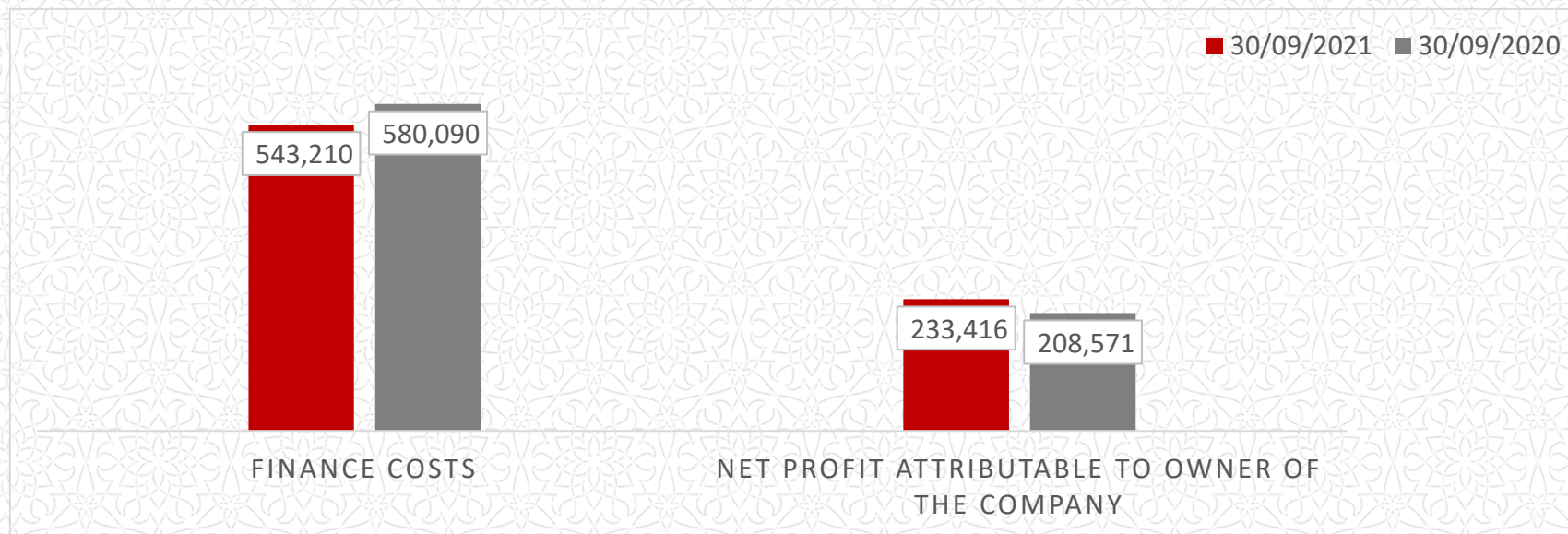
01 Financial Performance Overview

Investment Income	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Dividends income from equity investments	70,215	93,205	(22,990)	-24.67%
Share from the results of equity accounted investees	45,353	43,706	1,647	+3.77%
Total	115,568	136,911	(21,343)	-15.59%



General and Admin expenses details	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Staff benefits	22,912	21,329	1,583	+7.42%
Advertising and marketing	362	291	71	+24.40%
Professional and legal fees	10,666	10,339	327	+3.16%
Qatar Exchange registration fees	6,295	6,300	(5)	-0.08%
Information system expenses	1,196	1,233	(37)	-3.00%
Communication	1,628	1,471	157	+10.67%
Bank charges	4,445	4,440	5	+0.11%
Insurance	3,013	2,903	110	+3.79%
Printing and stationery	446	407	39	+9.58%
Utilities	3,564	-	3,564	0.00%
Repair and maintenance	118	-	118	0.00%
Others	2,470	7,202	(4,732)	-65.70%
	57,115	55,915	1,200	+2.15%

Other Main Components of Income Statement	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Finance costs	543,210	580,090	(36,880)	-6.36%
Net profit attributable to owner of the company	233,416	208,571	24,845	+11.91%

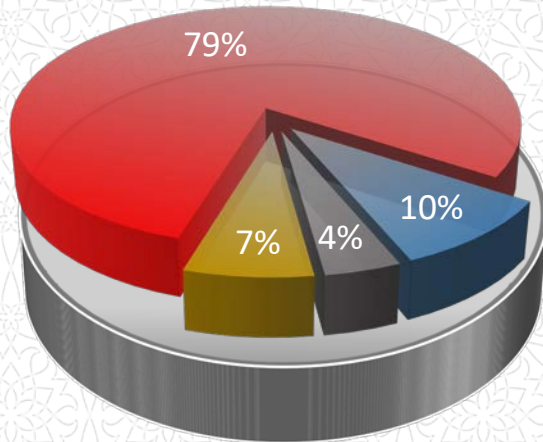


Financial Position Overview

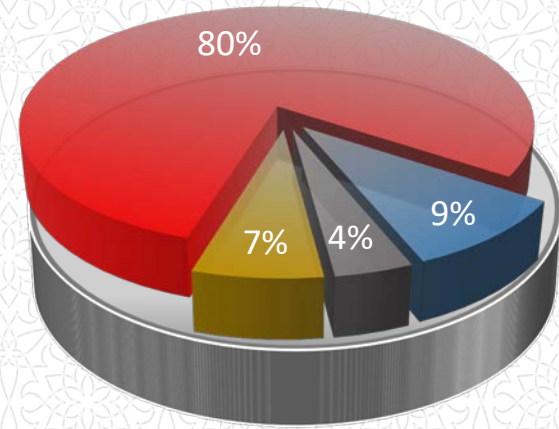
Consolidated Statement Of Financial Position 30 September 2021	30/09/2021 QR"000	31/12/2020 QR"000	Changes QR"000	Changes %
Cash and bank balances	1,049,218	650,311	398,907	+61%
Receivables and prepayments	100,471	123,518	(23,047)	-19%
Inventory	9,828	9,745	83	+1%
Due from related parties	1,266	1,380	(114)	-8%
Equity investments	2,654,580	2,549,407	105,173	+4%
Investments in equity accounted investees	827,044	816,653	10,391	+1%
Investment properties	44,822,079	44,512,585	309,494	+1%
Property and equipment	711,959	734,202	(22,243)	-3%
TOTAL ASSETS	50,176,445	49,397,801	778,644	+2%
Payables and other liabilities	968,355	971,116	(2,761)	-0%
Due to related parties	3,662,367	1,634,142	2,028,225	+124%
Islamic financing borrowings	13,174,847	14,760,938	(1,586,091)	-11%
TOTAL LIABILITIES	17,805,569	17,366,196	439,373	+3%
Share capital	26,524,967	26,524,967	-	0%
Legal reserve	1,681,776	1,681,776	-	0%
Revaluation reserve	985,244	882,152	103,092	+12%
Foreign currency translation reserve	(1,238)	(1,784)	546	-31%
Retained earnings	3,459,093	3,223,486	235,607	+7%
Equity Holders of the Parent	32,649,842	32,310,597	339,245	+1%
Non-controlling interest	(278,966)	(278,992)	26	-0%
Total Equity	32,370,876	32,031,605	339,271	+1%
TOTAL LIABILITIES AND EQUITY	50,176,445	49,397,801	778,644	+2%

Financial Position Overview

Total Assets by Segment	30/09/2021 QR'000	31/12/2020 QR'000	Changes QR'000	Changes %
Residential and commercial properties	39,860,413	39,316,558	543,855	+1.4%
Hotel and suites	4,762,849	4,679,225	83,624	+1.8%
Malls	2,070,853	2,035,747	35,106	+1.7%
Investment	3,482,330	3,366,271	116,059	+3.4%
Total Assets	50,176,445	49,397,801	778,644	+1.6%



2021



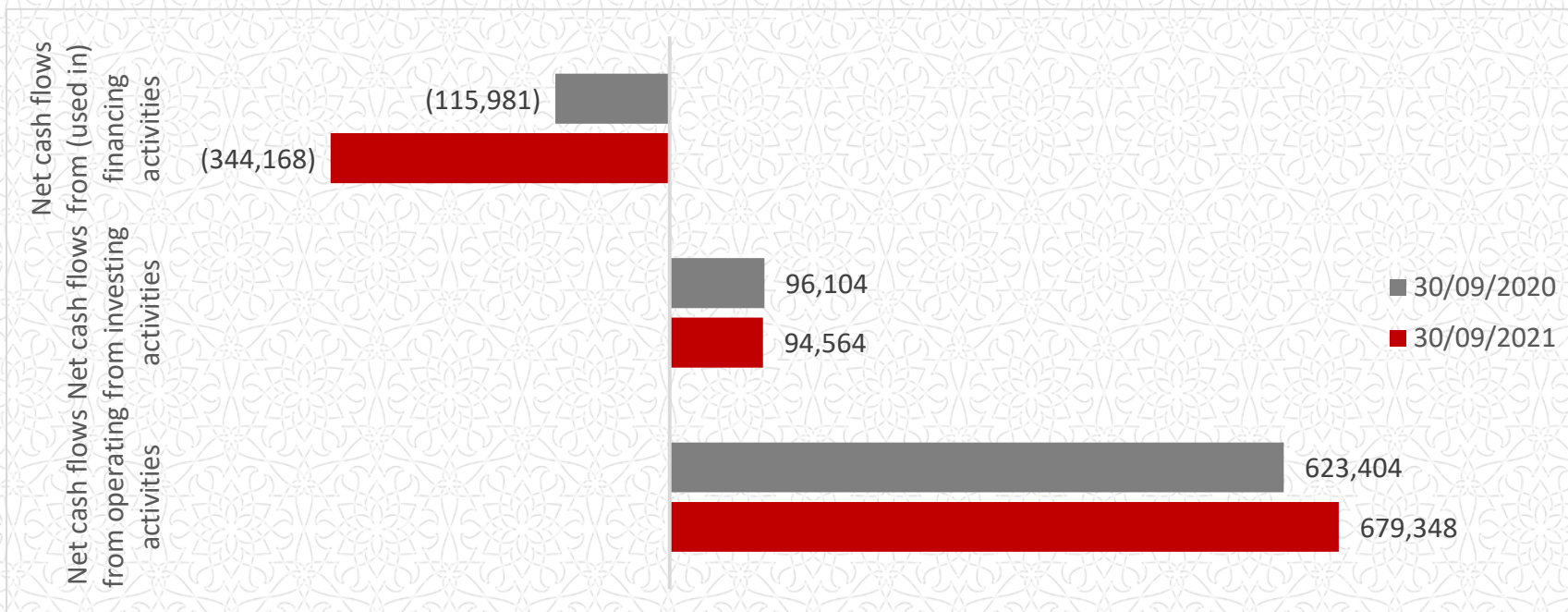
2020

Main Ratios for Statement of Financial Position	30/09/2021	30/09/2020
Return on Assets (*)	0.47%	0.43%
Return on Equity (*)	0.72%	0.66%
	30/09/2021	31/12/2020
Islamic borrowings as % of Total Equity	41%	46%
Investment properties as % of Total Assets	89%	90%
Investments as % of Total Assets	7%	7%

* Ratio not annualized

Consolidated Statement Of Cash Flows
30 September 2021

	30/09/2021 QR"000	30/09/2020 QR"000	Variance QR"000	Variance %
Net cash flows from operating activities	679,348	623,404	55,944	+9%
Net cash flows from investing activities	94,564	96,104	(1,540)	-2%
Net cash flows from (used in) financing activities	(344,168)	(115,981)	(228,187)	+197%
Increase in cash and cash equivalents	429,744	603,527	(173,783)	-29%



Thank you

Got any questions ?

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