



Ezdan Holding Group Q.P.S.C

Investor Presentation





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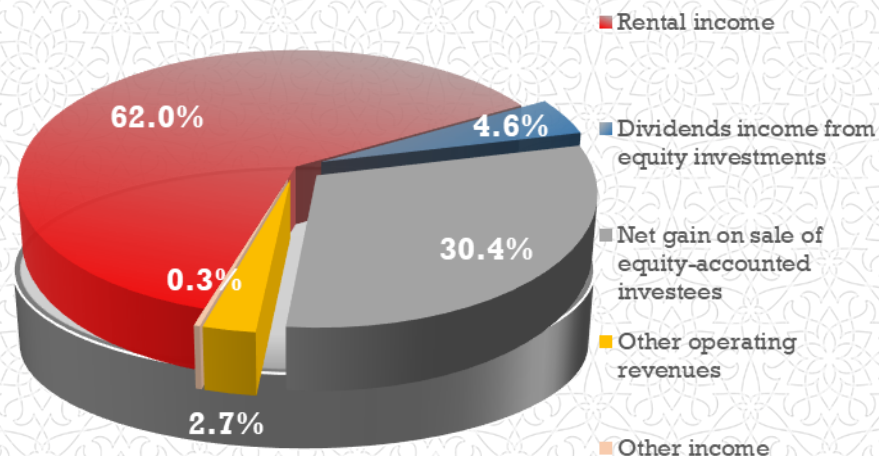
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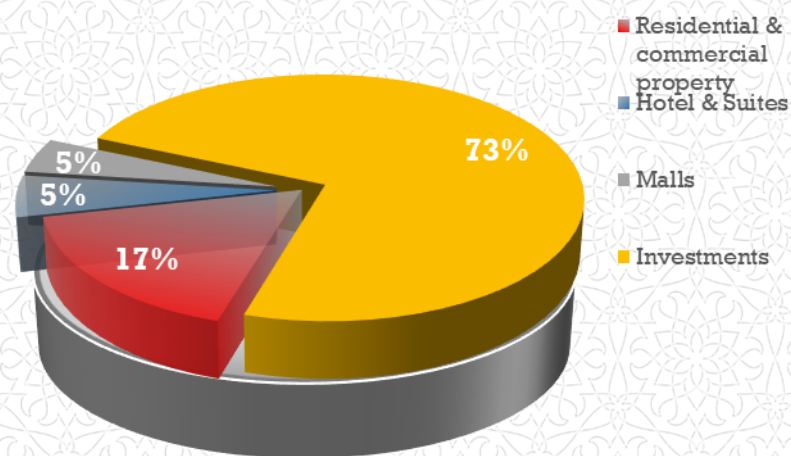
HIGHLIGHTS Q3 -2022

RENTAL INCOME	OPERATING PROFIT	TOTAL ASSETS	SUKUK & BORROWINGS	TOTAL EQUITY	NET PROFIT	EPS
1176 Mn	1,644 Mn	47,251 Mn	11,220 Mn	33,475 Mn	321 Mn	QR 0.012

REVENUE BREAKDOWN



EBIT SEGMENT CONTRIBUTION



01 Financial Performance Overview

CONSOLIDATED STATEMENT OF PROFIT OR LOSS 30 September 2022	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Rental income	1,176,333	920,798	255,535	+27.8%
Other operating revenues	76,832	64,040	12,792	+20.0%
Operating expenses	(254,191)	(211,465)	(42,726)	+20.2%
Operating profit for the period	998,974	773,373	225,601	+29.2%
Dividends income from equity investments	86,830	70,215	16,615	+23.7%
Net gain on sale of equity-accounted investees	576,479	-	576,479	0.0%
Share from the results of equity accounted investees	(18,411)	45,353	(63,764)	-140.6%
NET OPERATING PROFIT	1,643,872	888,941	754,931	+84.9%
(Loss) on revaluation of investment properties	(640,809)	-	(640,809)	-100.0%
Other income	6,341	10,244	(3,903)	-38.1%
General and administrative expenses	(65,182)	(57,115)	(8,067)	+14.1%
Depreciation	(18,262)	(22,834)	4,572	-20.0%
Finance costs	(562,013)	(543,210)	(18,803)	+3.5%
Impairment of doubtful receivables	(3,802)	1,238	(5,040)	-407.1%
(Loss) / gain from foreign currency exchange	(40,495)	(43,822)	3,327	-7.6%
Net Profit	319,650	233,442	86,208	+36.9%
Shareholders of the Group	321,024	233,416	87,608	+37.5%
Non Controlling Interest	(1,374)	26	(1,400)	-5384.6%
Earnings attributable to shareholders per share	0.012	0.009	0.0033	+37.5%

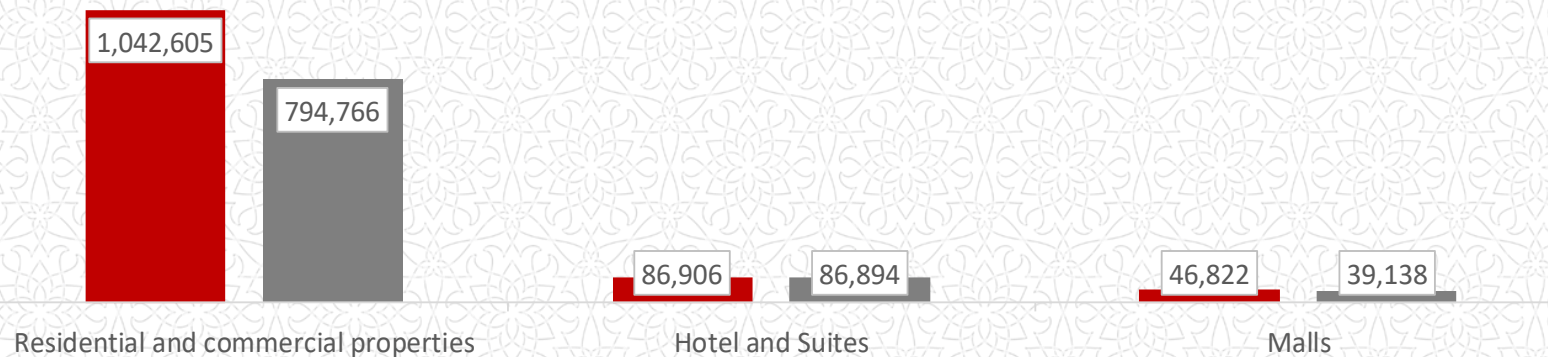
Main Income Statement Ratios	30/09/2022	30/09/2021
Operating expenses % (to rental revenue+other operating revenue)	20%	21%
Main operation gross profit margin	80%	79%
Gross margin %	87%	80%
Net profit %	17%	22%
EPS	0.012	0.009

Financial Performance Overview

Rental Revenue by Segment	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Residential and commercial properties	1,042,605	794,766	247,839	+31.18%
Hotel and Suites	86,906	86,894	12	+0.01%
Malls	46,822	39,138	7,684	+19.63%
	1,176,333	920,798	255,535	27.75%

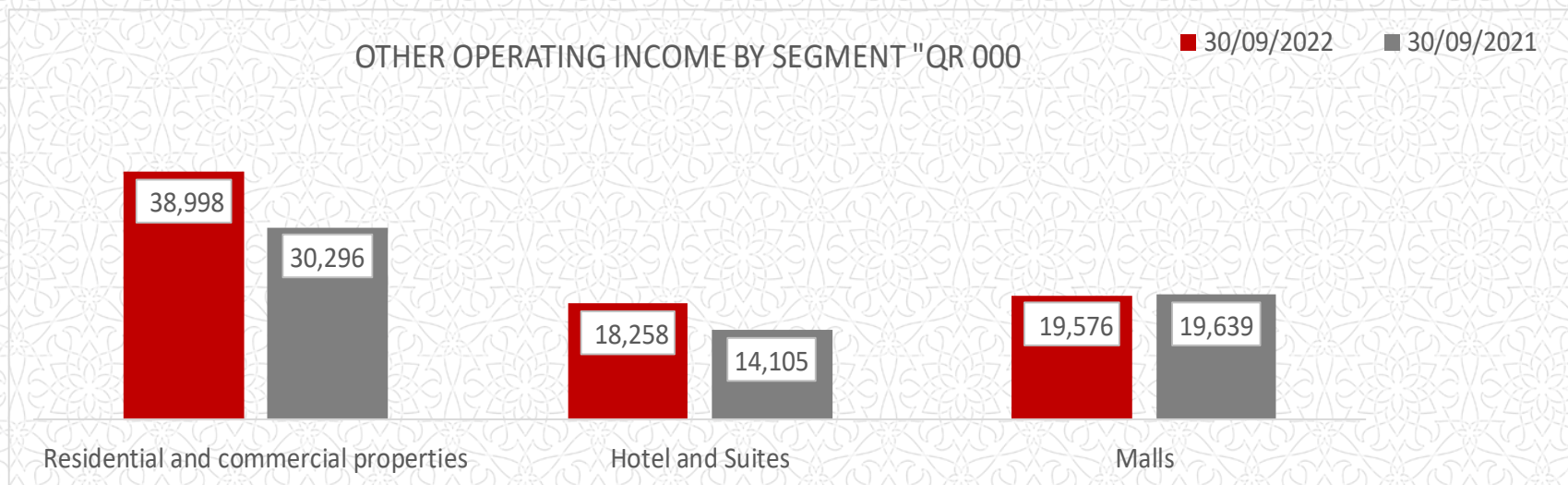
RENTAL REVENUE BY SEGMENT "QR 000

■ 30/09/2022 ■ 30/09/2021



Financial Performance Overview

Other Operating Income by Segment	30/09/2022 QR'000	30/09/2021 QR'000	Variance QR'000	Variance %
Residential and commercial properties	38,998	30,296	8,702	+28.72%
Hotel and Suites	18,258	14,105	4,153	+29.44%
Malls	19,576	19,639	(63)	-0.32%
	76,832	64,040	12,792	19.98%

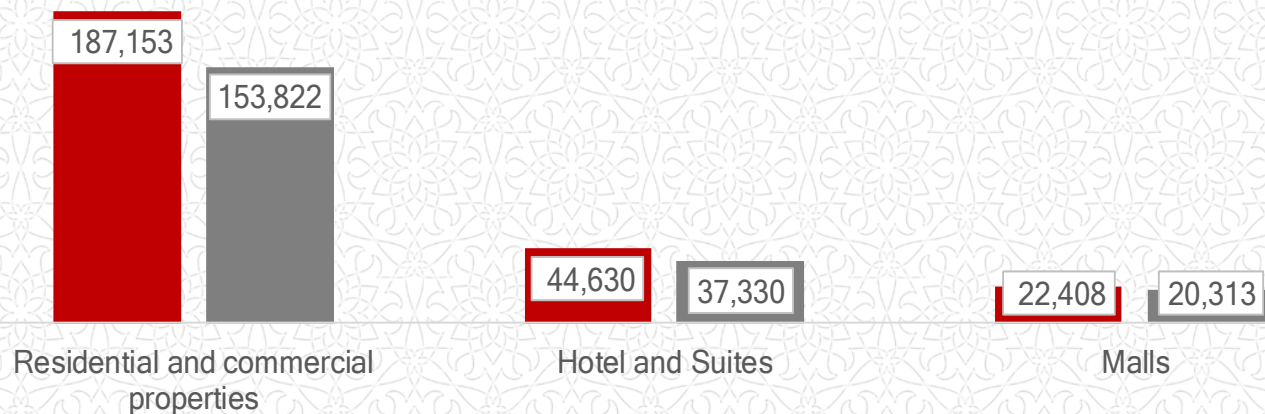


Financial Performance Overview

Operating expenses by Segment	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Residential and commercial properties	187,153	153,822	33,331	+21.67%
Hotel and Suites	44,630	37,330	7,300	+19.56%
Malls	22,408	20,313	2,095	+10.31%
	254,191	211,465	42,726	20.20%

OPERATING EXPENSES BY SEGMENT "QR 000

■ 30/09/2022 ■ 30/09/2021



Financial Performance Overview

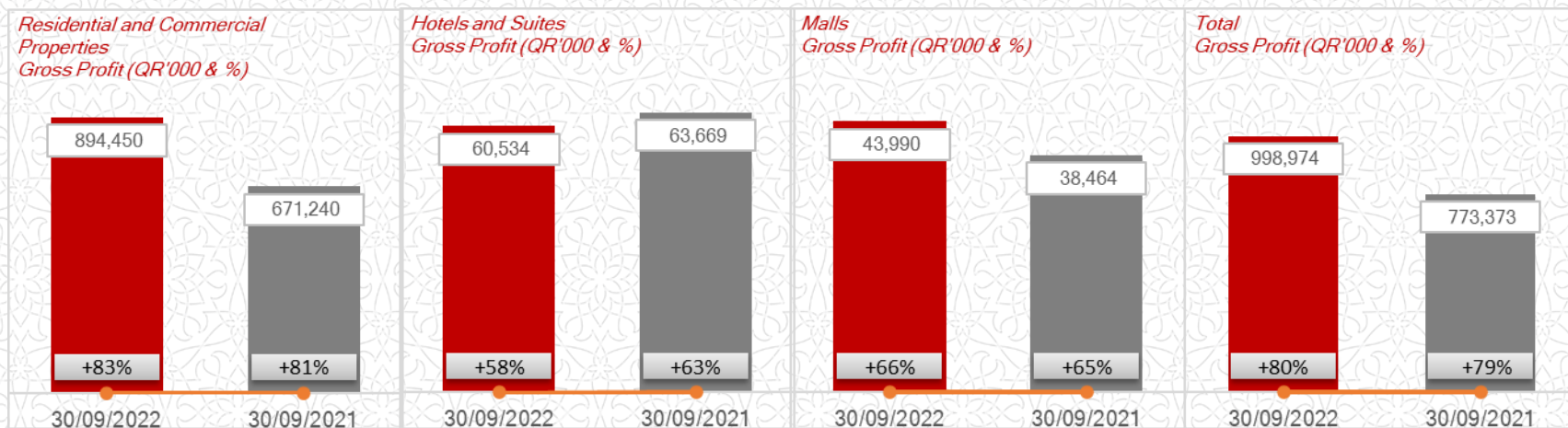
Operating expenses details	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Staff benefits	62,289	47,333	14,956	+31.60%
Utilities	77,607	73,374	4,233	+5.77%
Fuel	413	187	226	+120.86%
Sewage	28,458	20,886	7,572	+36.25%
Maintenance expenses	28,675	23,774	4,901	+20.61%
Air Conditioning	13,433	13,239	194	+1.47%
Security	10,273	8,987	1,286	+14.31%
Cleaning	9,559	7,191	2,368	+32.93%
Foods and beverage	3,909	2,661	1,248	+46.90%
Laundry and dry cleaning	2,813	2,149	664	+30.90%
Commissions	1,579	852	727	+85.33%
Registration fees	5,717	4,853	864	+17.80%
Advertising and marketing	3,494	1,598	1,896	+118.65%
Others	5,972	4,381	1,591	+36.32%
	254,191	211,465	42,726	+20.20%

Financial Performance Overview

Operating profit by Segment

"operating profit ÷ (rental revenue + other operating revenue)"

	30/09/2022	30/09/2021	Variance	Variance %
Residential and commercial properties (QR'000)	894,450	671,240	223,210	+33.3%
Residential & commercial property (%)	+83%	+81%		
Hotel and Suites (QR'000)	60,534	63,669	(3,135)	-4.9%
Hotel & Suites (%)	+58%	+63%		
Malls (QR'000)	43,990	38,464	5,526	+14.4%
Malls (%)	+66%	+65%		
Total Operating Margin (QR'000)	998,974	773,373	225,601	29.17%
Total Operating Margin (%)	+80%	+79%		



Financial Performance Overview

Investment Income	30/09/2022 QR'000	30/09/2021 QR'000	Variance QR'000	Variance %
Dividends income from equity investments	86,830	70,215	16,615	+23.66%
Net gain on sale of equity-accounted investees	576,479	-	576,479	0.00%
Share from the results of equity accounted investees	(18,411)	45,353	(63,764)	-140.59%
Total	644,898	115,568	529,330	458.02%



Financial Performance Overview

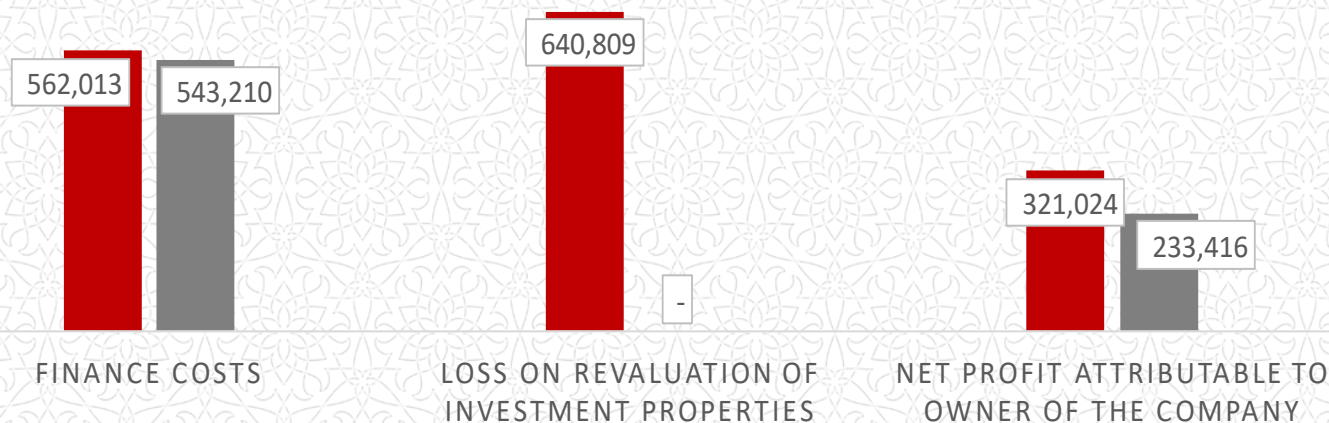
General and Admin expenses details	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Staff benefits	26,450	22,912	3,538	+15.44%
Advertising and marketing	748	362	386	+106.63%
Professional and legal fees	13,878	10,666	3,212	+30.11%
Qatar Exchange registration fees	6,301	6,295	6	+0.10%
Information system expenses	1,519	1,196	323	+27.01%
Communication	1,495	1,628	(133)	-8.17%
Bank charges	5,122	4,445	677	+15.23%
Insurance	2,691	3,013	(322)	-10.69%
Printing and stationery	475	446	29	+6.50%
Utilities	3,621	3,564	57	+1.60%
Repair and maintenance	227	118	109	+92.37%
Others	2,655	2,470	185	+7.49%
	65,182	57,115	8,067	+14.12%

Financial Performance Overview

Other Main Components of Income Statement	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Finance costs	562,013	543,210	18,803	+3.46%
Loss on revaluation of investment properties	640,809	-	640,809	+100.00%
Net profit attributable to owner of the company	321,024	233,416	87,608	+37.53%

OTHER COMPONENTS OF INCOME STATEMENT

■ 30/09/2022 ■ 30/09/2021

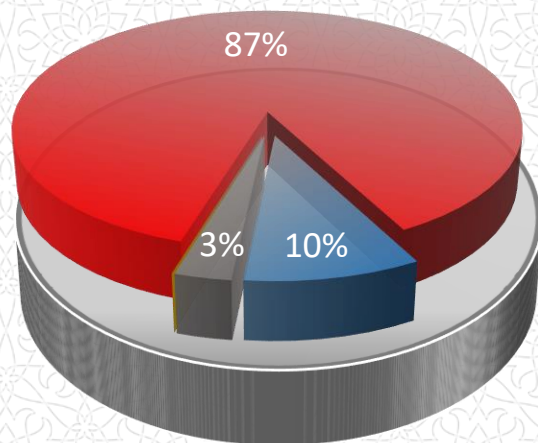


Financial Position Overview

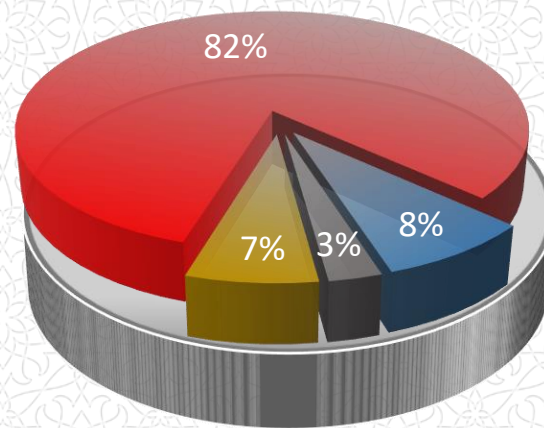
Consolidated Statement Of Financial Position 30 September 2022	30/09/2022 QR"000	31/12/2021 QR"000	Changes QR"000	Changes %
Cash and bank balances	332,905	1,089,092	(756,187)	-69%
Receivables and prepayments	144,998	92,231	52,767	+57%
Inventory	11,596	10,129	1,467	+14%
Due from related parties	2,912	643	2,269	+353%
Equity investments	-	2,671,864	(2,671,864)	-100%
Investments in equity accounted investees	-	788,278	(788,278)	-100%
Investment properties	46,067,090	44,827,392	1,239,698	+3%
Property and equipment	691,717	704,891	(13,174)	-2%
TOTAL ASSETS	47,251,218	50,184,520	(2,933,302)	-6%
Payables and other liabilities	934,492	939,109	(4,617)	-0%
Due to related parties	1,622,156	3,843,683	(2,221,527)	-58%
Islamic financing borrowings	11,219,526	13,187,750	(1,968,224)	-15%
TOTAL LIABILITIES	13,776,174	17,970,542	(4,194,368)	-23%
Share capital	26,524,967	26,524,967	-	0%
Legal reserve	1,687,887	1,687,887	-	0%
Revaluation reserve	-	1,002,558	(1,002,558)	-100%
Foreign currency translation reserve	8,726	(1,546)	10,272	-664%
Retained earnings	5,428,832	3,279,146	2,149,686	+66%
Equity Holders of the Parent	33,650,412	32,493,012	1,157,400	+4%
Non-controlling interest	(175,368)	(279,034)	103,666	-37%
Total Equity	33,475,044	32,213,978	1,261,066	+4%
TOTAL LIABILITIES AND EQUITY	47,251,218	50,184,520	(2,933,302)	-6%

Financial Position Overview

Total Assets by Segment	30/09/2022 QR"000	31/12/2021 QR"000	Changes QR"000	Changes %
Residential and commercial properties	41,331,963	41,152,833	179,130	+0.4%
Hotel and suites	4,481,128	4,162,149	318,979	+7.7%
Malls	1,438,127	1,408,668	29,459	+2.1%
Investment	0	3,460,870	(3,460,870)	-100.0%
Total Assets	47,251,218	50,184,520	(2,933,302)	-5.8%



2022



2021

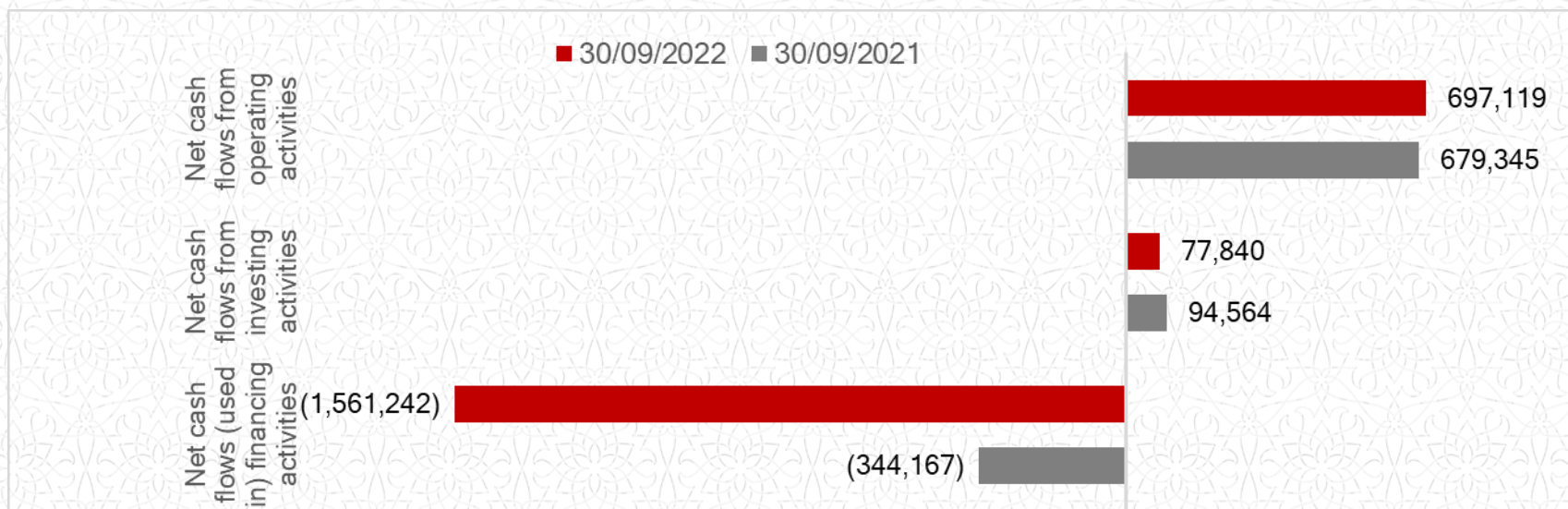
Financial Position Overview

Main Ratios for Statement of Financial Position	30/09/2022	30/09/2021
Return on Assets (*)	0.66%	0.47%
Return on Equity (*)	0.97%	0.72%
	30/09/2022	31/12/2021
Islamic borrowings as % of Total Equity	34%	41%
Investment properties as % of Total Assets	97%	89%
Investments as % of Total Assets	0%	7%

** Ratio not annualized*

Cash Flow Overview

Consolidated Statement Of Cash Flows 30 September 2022	30/09/2022 QR"000	30/09/2021 QR"000	Variance QR"000	Variance %
Net cash flows from operating activities	697,119	679,345	17,774	+3%
Net cash flows from investing activities	77,840	94,564	(16,724)	-18%
Net cash flows (used in) financing activities	(1,561,242)	(344,167)	(1,217,075)	+354%
Increase in cash and cash equivalents	(786,283)	429,742	(1,216,025)	-283%



Thank you

Got any questions ?

Please visit :

ezdanholding.qa/EHDinvestors

Email :

ir@ezdanholding.qa