



Ezdan Holding Group Q.P.S.C

Investor Presentation



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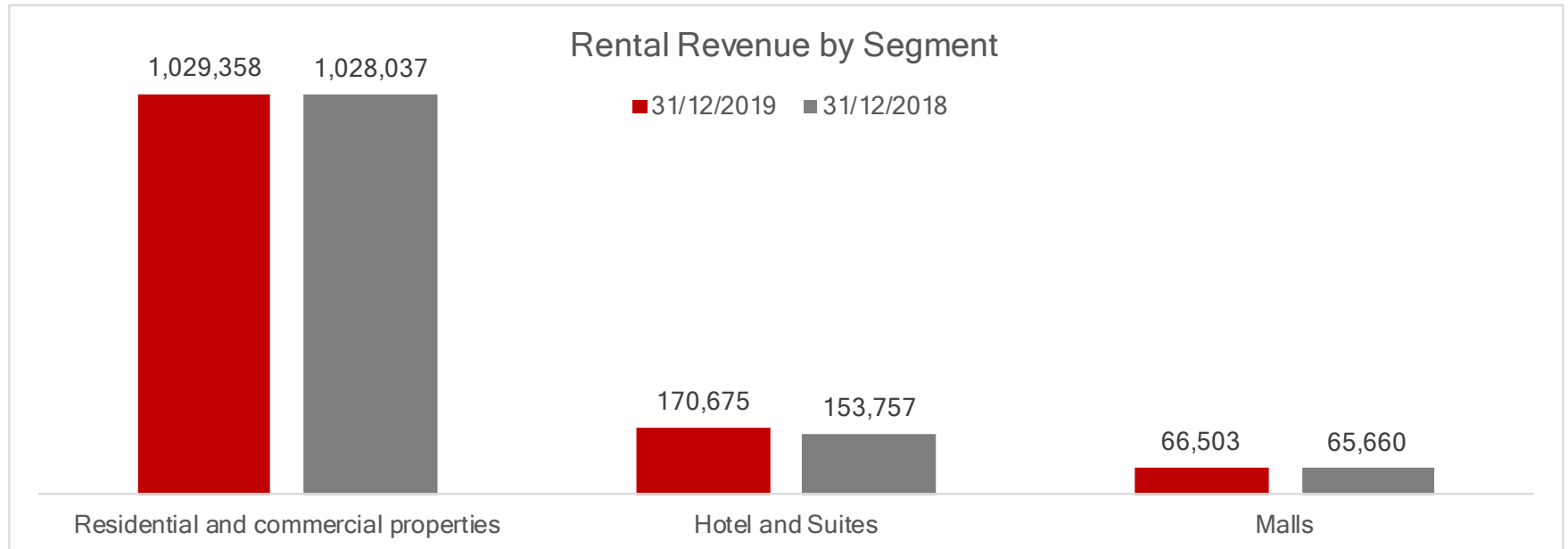
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Financial Performance Overview

CONSOLIDATED STATEMENT OF PROFIT OR LOSS	31/12/2019	31/12/2018	Variance	Variance
31 December 2019	QR"000	QR"000	QR"000	%
Rental income	1,266,536	1,247,454	19,082	1.53%
Other operating revenues	103,728	126,579	(22,851)	-18.05%
Operating expenses	(246,088)	(307,000)	60,912	-19.84%
Operating profit for the period	1,124,176	1,067,033	57,143	5.36%
Dividends income from equity investments	122,416	124,055	(1,639)	-1.32%
Net gain on sale of equity-accounted investees	58,182	-	58,182	100.00%
Share from the results of equity accounted investees	57,127	102,083	(44,956)	-44.04%
NET OPERATING PROFIT	1,361,901	1,293,171	68,730	5.31%
(Loss) on revaluation of investment properties	(100,014)	-	(100,014)	-100.00%
Other income	61,197	22,057	39,140	177.45%
General and administrative expenses	(68,524)	(213,612)	145,088	-67.92%
Provision for claims	-	(41,056)	41,056	-100.00%
Impairment loss of property and equipment	-	(23,881)	23,881	-100.00%
Depreciation	(33,981)	(33,895)	(86)	0.25%
Finance costs	(898,637)	(835,545)	(63,092)	7.55%
Impairment of doubtful receivables	(3,696)	(25,414)	21,718	-85.46%
Net Profit	318,246	141,825	176,421	124.39%
Shareholders of the Group	309,292	433,749	(124,457)	-28.69%
Non Controlling Interest	8,954	(291,924)	300,878	-103.07%
Earnings attributable to shareholders per share	0.012	0.016	(0.004)	-25.00%

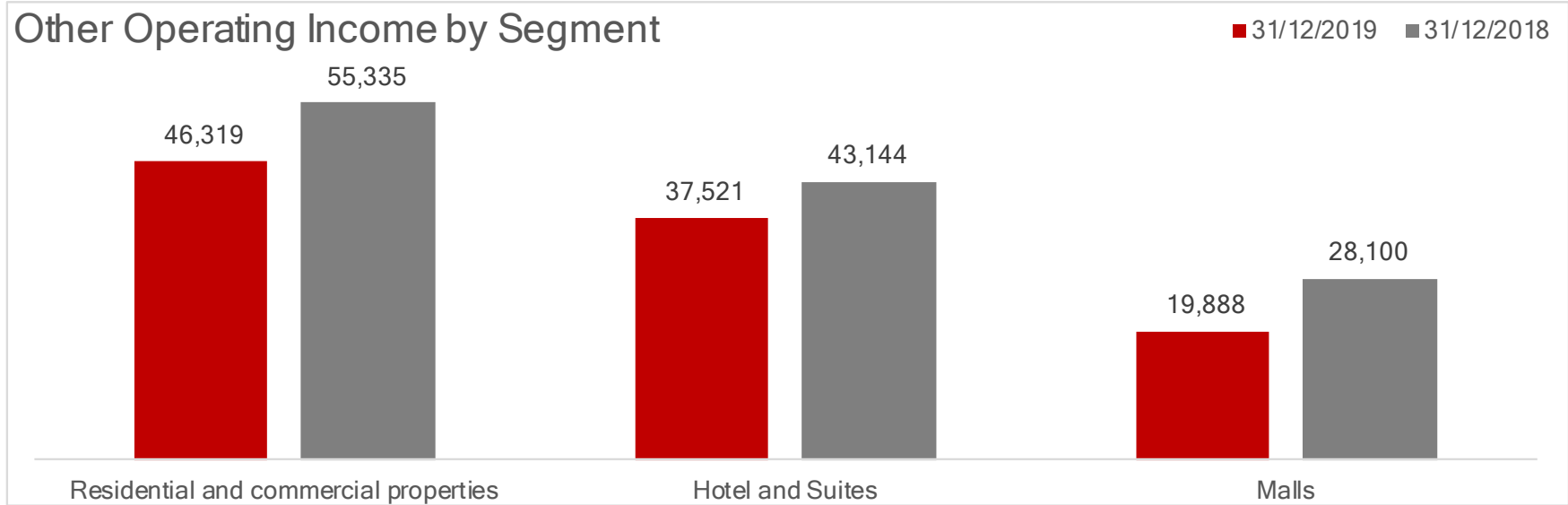
Financial Performance Overview

Rental Revenue by Segment	31/12/2019	31/12/2018	Variance	Variance
	QR"000	QR"000	QR"000	%
Residential and commercial properties	1,029,358	1,028,037	1,321	0.13%
Hotel and Suites	170,675	153,757	16,918	11.00%
Malls	66,503	65,660	843	1.28%
	1,266,536	1,247,454	19,082	1.53%



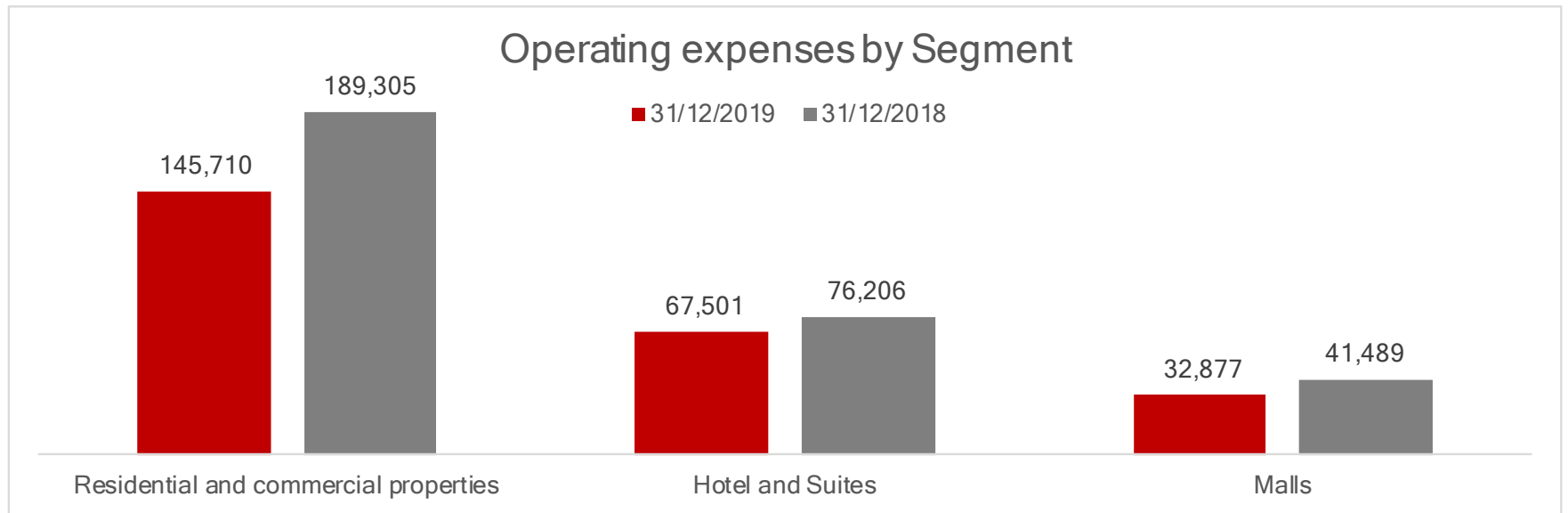
Financial Performance Overview

Other Operating Income by Segment	31/12/2019 QR"000	31/12/2018 QR"000	Variance QR"000	Variance %
Residential and commercial properties	46,319	55,335	(9,016)	-16.29%
Hotel and Suites	37,521	43,144	(5,623)	-13.03%
Malls	19,888	28,100	(8,212)	-29.22%
	103,728	126,579	(22,851)	-18.05%



Financial Performance Overview

Operating expenses by Segment	31/12/2019 QR"000	31/12/2018 QR"000	Variance QR"000	Variance %
Residential and commercial properties	145,710	189,305	(43,595)	-23.03%
Hotel and Suites	67,501	76,206	(8,705)	-11.42%
Malls	32,877	41,489	(8,612)	-20.76%
	246,088	307,000	(60,912)	-19.84%

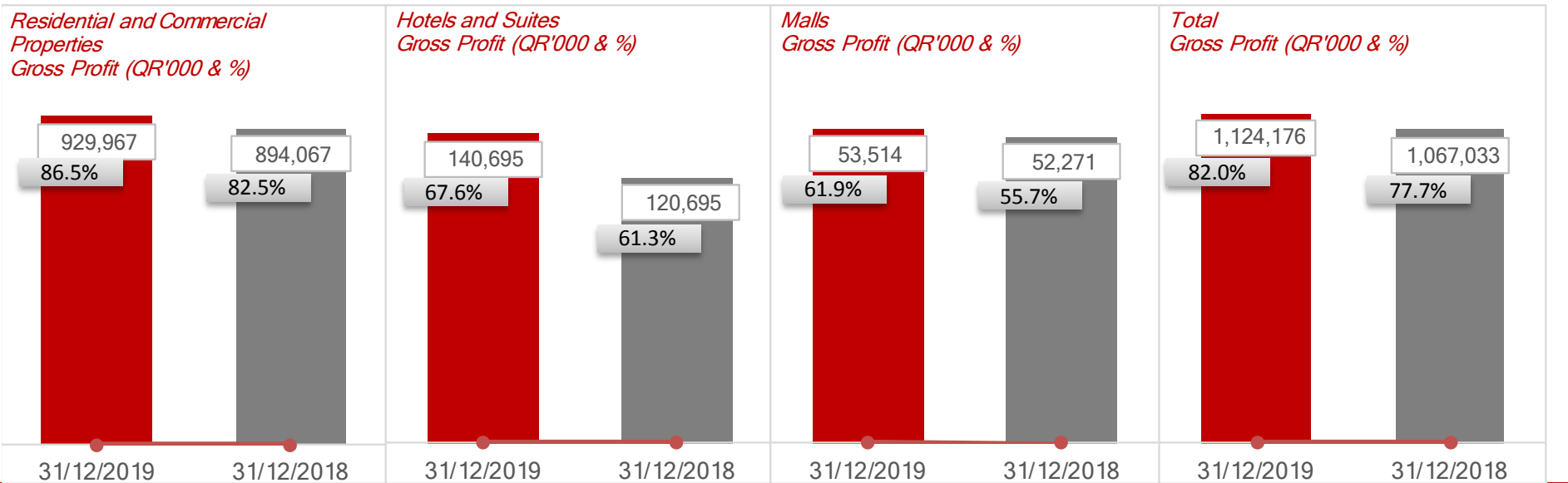


Financial Performance Overview

Operating expenses details	31/12/2019 QR"000	31/12/2018 QR"000	Variance QR"000	Variance %
Staff cost	50,176	75,085	(24,909)	-33.17%
Repairs and maintenance	23,217	32,088	(8,871)	-27.65%
Utilities	76,373	82,273	(5,900)	-7.17%
Cleaning expenses	11,071	13,006	(1,935)	-14.88%
Advertising costs	1,637	3,992	(2,355)	-58.99%
Food and beverages	8,561	10,860	(2,299)	-21.17%
Security expenses	10,574	13,149	(2,575)	-19.58%
Air Conditioning	21,090	23,543	(2,453)	-10.42%
Other operating expenses	7,914	8,695	(781)	-8.98%
Rent	629	10,596	(9,967)	-94.06%
Registration fees	5662	5049	613	12.14%
Laundry and dry cleaning	4,907	5,301	(394)	-7.43%
Commissions	1,763	1,256	507	40.37%
Sewage	22,514	22,107	407	1.84%
	246,088	307,000	(60,912)	-19.84%

Financial Performance Overview

Operating profit by Segment	31/12/2019	31/12/2018	Variance	Variance %
Residential and commercial properties (QR"000)	929,967	894,067	35,900	4.02%
Residential & commercial property (%)	86.5%	82.5%		
Hotel and Suites (QR"000)	140,695	120,695	20,000	16.57%
Hotel & Suites (%)	67.6%	61.3%		
Malls (QR"000)	53,514	52,271	1,243	2.38%
Malls (%)	61.9%	55.7%		
Total Operating Margin (QR"000)	1,124,176	1,067,033	57,143	5.36%
Total Operating Margin (%)	82.0%	77.7%		

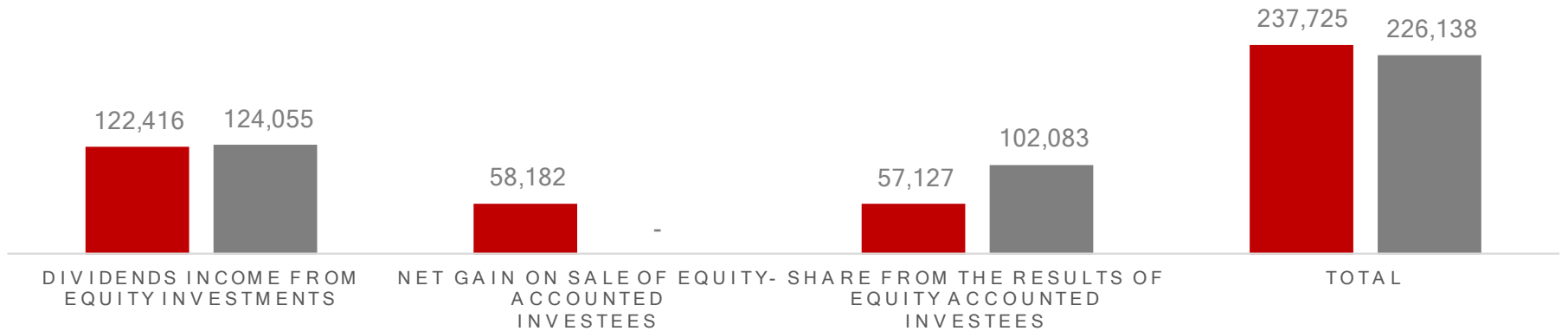


Financial Performance Overview

Investment Income	31/12/2019 QR"000	31/12/2018 QR"000	Variance QR"000	Variance %
Dividends income from equity investments	122,416	124,055	(1,639)	-1.32%
Net gain on sale of equity-accounted investees	58,182	-	58,182	100.00%
Share from the results of equity accounted investees	57,127	102,083	(44,956)	-44.04%
Total	237,725	226,138	11,587	5.12%

INVESTMENT INCOME

■ 31/12/2019 ■ 31/12/2018

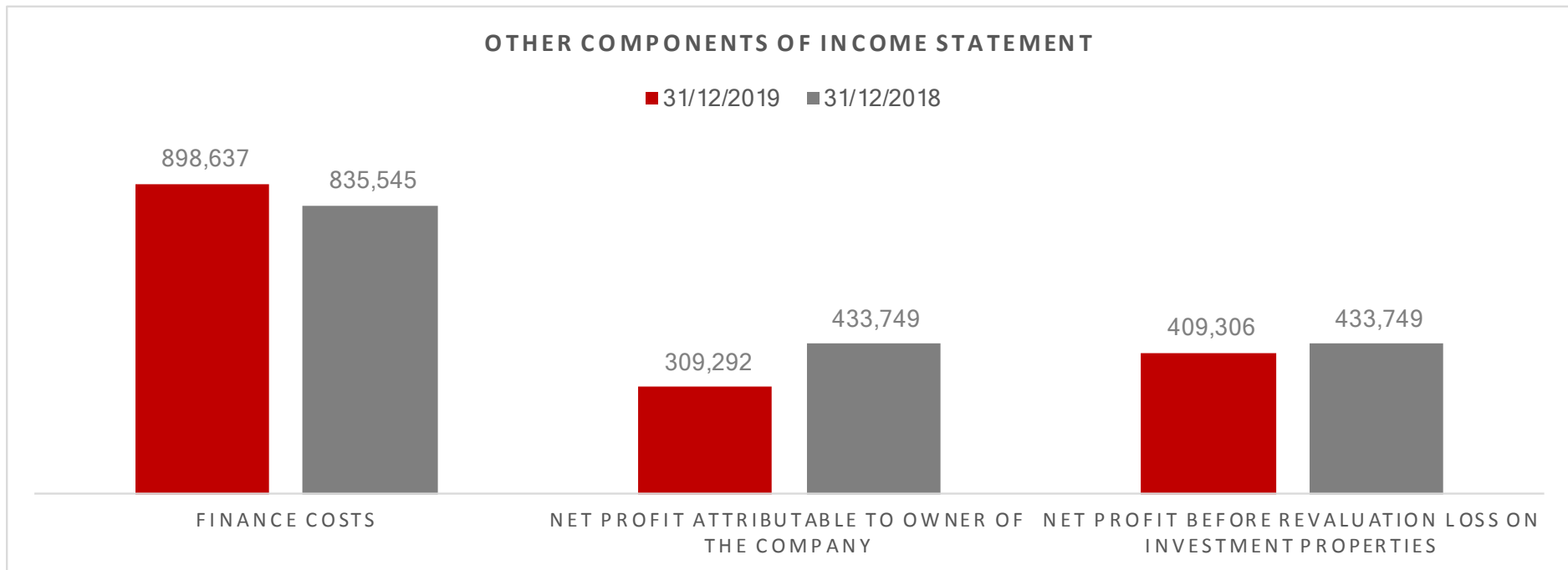


Financial Performance Overview

General and Admin expenses details	31/12/2019 QR"000	31/12/2018 QR"000	Variance QR"000	Variance %
Staff cost and board allowances	30,151	128,240	(98,089)	-76.49%
Other expenses	2,518	10,137	(7,619)	-75.16%
Professional fees	11,994	14,677	(2,683)	-18.28%
Advertising costs	1,106	2,934	(1,828)	-62.30%
Provision for slow-moving and obsolete inventories	-	687	(687)	-100.00%
Information system	2,045	3,958	(1,913)	-48.33%
Rent	1,717	3,603	(1,886)	-52.35%
Fines and penalties	-	10,650	(10,650)	-100.00%
Losses from foreign currency exchange	-	18,267	(18,267)	-100.00%
Bank charges	3,987	4,517	(530)	-11.73%
Printing and stationery	736	1,506	(770)	-51.13%
Communication	2,068	2,611	(543)	-20.80%
Registration fees	8,384	8,385	(1)	-0.01%
Insurance	3,818	3,440	378	10.99%
	68,524	213,612	(145,088)	-67.92%

Financial Performance Overview

Other Main Components of Income Statement	31/12/2019 QR"000	31/12/2018 QR"000	Variance QR"000	Variance %
Finance costs	898,637	835,545	63,092	7.55%
Net Profit attributable to owner of the company	309,292	433,749	(124,457)	-28.69%
Net Profit before revaluation loss on investment properties	409,306	433,749	(24,443)	-5.64%



Financial Performance Overview

Main Income Statement Ratios	31/12/2019	31/12/2018
Operating Expenses % (to rental Revenue+other operating revenue)	18.0%	22.3%
Main operation Gross Profit Margin	82.0%	77.7%
Gross Margin %	84.1%	79.5%
Net Profit %	20.5%	9.5%
EPS	0.012	0.016



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Financial Position Overview

Consolidated Statement Of Financial Position As at 31 December 2019	31/12/2019 QR"000	31/12/2018 QR"000	Changes QR"000	Changes %
Cash and bank balances	59,289	23,562	35,727	152%
Receivables and prepayments	137,192	167,130	(29,938)	-18%
Inventory	26,221	28,061	(1,840)	-7%
Due from related parties	177,996	29,219	148,777	509%
Equity investments	2,259,524	3,316,717	(1,057,193)	-32%
Investments in equity accounted investees	834,173	1,425,613	(591,440)	-41%
Investment properties	43,933,362	43,863,571	69,791	0%
Property and equipment	765,979	797,641	(31,662)	-4%
TOTAL ASSETS	48,193,736	49,651,514	(1,457,778)	-3%
Payables and other liabilities	1,118,022	1,205,126	(87,104)	-7%
Due to related parties	1,306,535	1,944,192	(637,657)	-33%
Islamic financing borrowings	14,365,348	15,385,522	(1,020,174)	-7%
TOTAL LIABILITIES	16,789,905	18,534,840	(1,744,935)	-9%
Share capital	26,524,967	26,524,967	-	0%
Legal reserve	1,646,982	1,616,053	30,929	2%
Revaluation reserve	591,918	719,779	(127,861)	-18%
Foreign currency translation reserve	(247)	1,827	(2,074)	-114%
Retained earnings	2,919,245	2,542,036	377,209	15%
Equity Holders of the Parent	31,682,865	31,404,662	278,203	1%
Non-controlling interest	(279,034)	(287,988)	8,954	-3%
Total Equity	31,403,831	31,116,674	287,157	1%
TOTAL LIABILITIES AND EQUITY	48,193,736	49,651,514	(1,457,778)	-3%

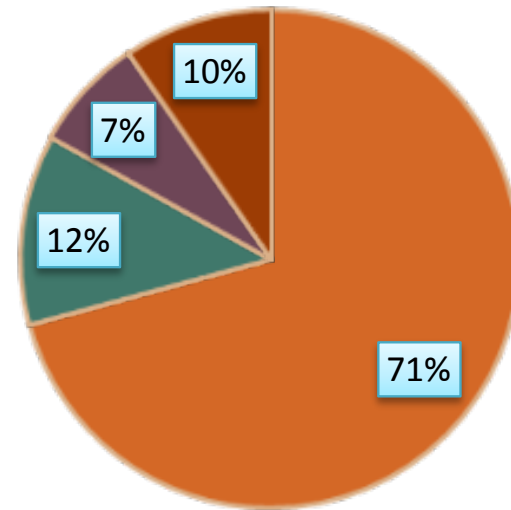
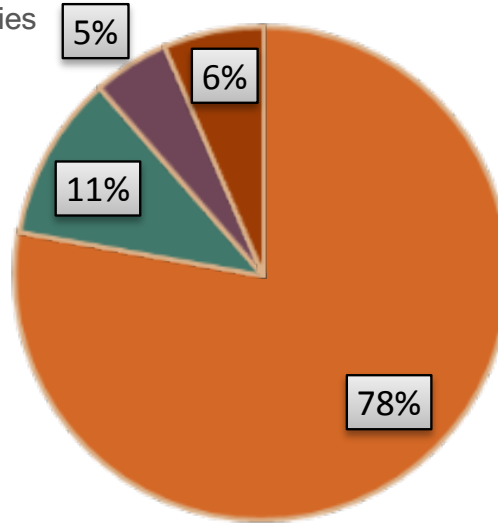
Financial Position Overview

Total Assets by Segment	31/12/2019 QR"000	31/12/2018 QR"000	Changes QR"000	Changes %
Residential and commercial properties	37,490,787	35,141,860	2,348,927	7%
Hotel and Suites	5,177,439	6,123,050	(945,611)	-15%
Malls	2,431,740	3,644,132	(1,212,392)	-33%
Investment	3,093,770	4,742,472	(1,648,702)	-35%
Total Assets	48,193,736	49,651,514	(1,457,778)	-3%

Total Assets per segment 31/12/2019

Total Assets per segment 31/12/2018

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



Financial Position Overview

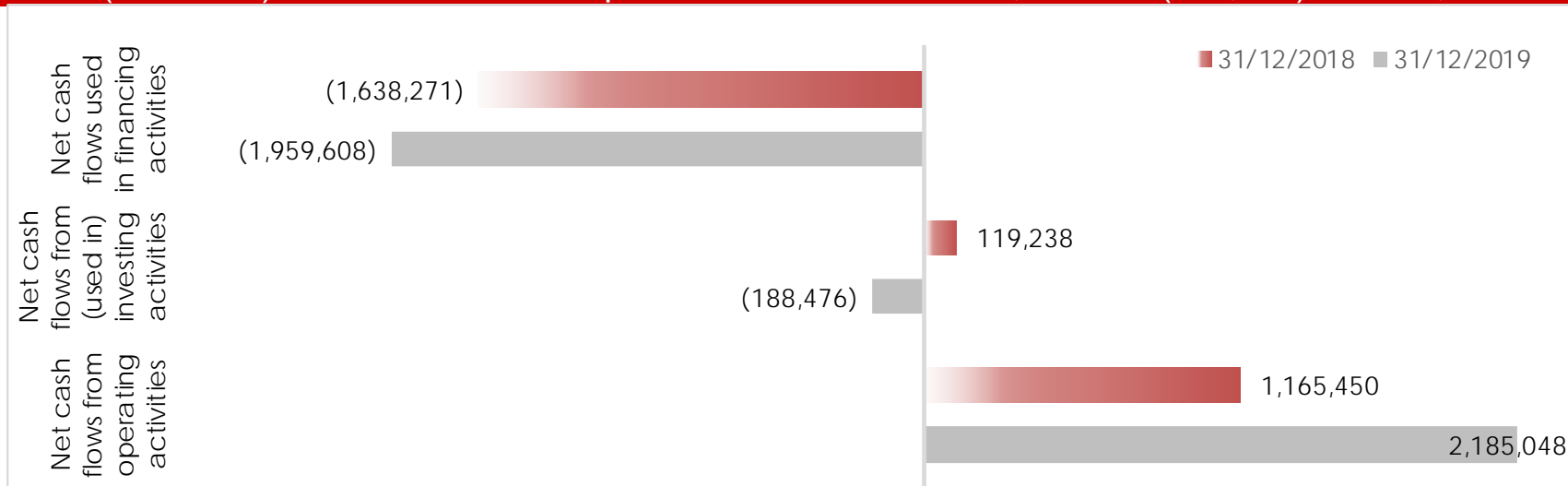
Main Ratios for Statement of Financial Position	31/12/2019	31/12/2018
Return on Assets	0.65%	0.29%
Return on Equity	1.02%	0.46%
Islamic borrowings as % of Total Equity	45.7%	49.4%
Investment properties as % of Total Assets	91.2%	88.3%
Investments as % of Total Assets	6.4%	9.6%



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Cash Flow Overview

Consolidated Statement Of Cash Flows	31/12/2019	31/12/2018	Variance	Variance
31/12/2019	QR"000	QR"000	QR"000	%
Net cash flows from operating activities	2,185,048	1,165,450	1,019,598	87%
Net cash flows from (used in) investing activities	(188,476)	119,238	(307,714)	-258%
Net cash flows used in financing activities	(1,959,608)	(1,638,271)	(321,337)	20%
Increase (Decrease) In Cash And Cash Equivalents	36,964	(353,583)	390,547	-110%





For more information please visit

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

Or email us on

ir@ezdanholding.qa