



Ezdan Holding Group Q.P.S.C

Investor Presentation





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HIGHLIGHTS YEAR END 2020

RENTAL INCOME

1,177 Mn

OPERATING PROFIT

995 Mn

TOTAL ASSETS

49,398 Mn

SUKUK & BORROWINGS

14,761 Mn

TOTAL EQUITY

32,311 Mn

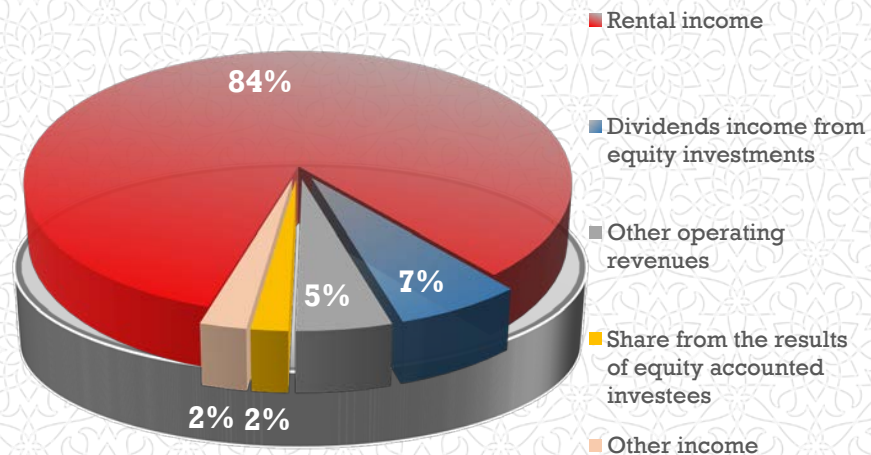
NET PROFIT

348 Mn

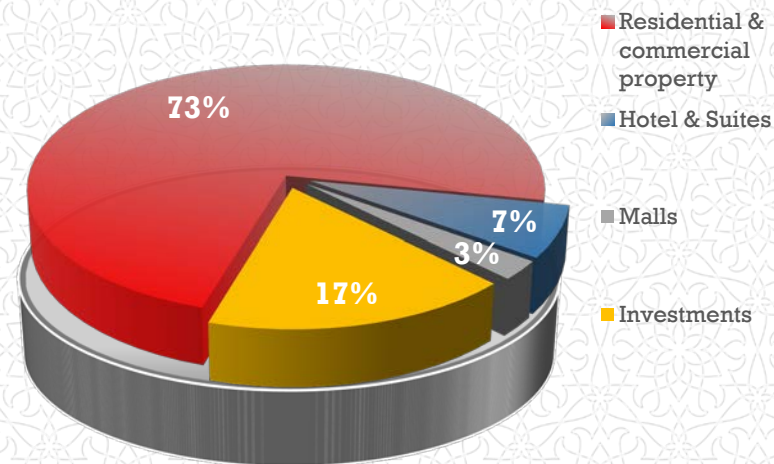
EPS

QR 0.013

REVENUE BREAKDOWN



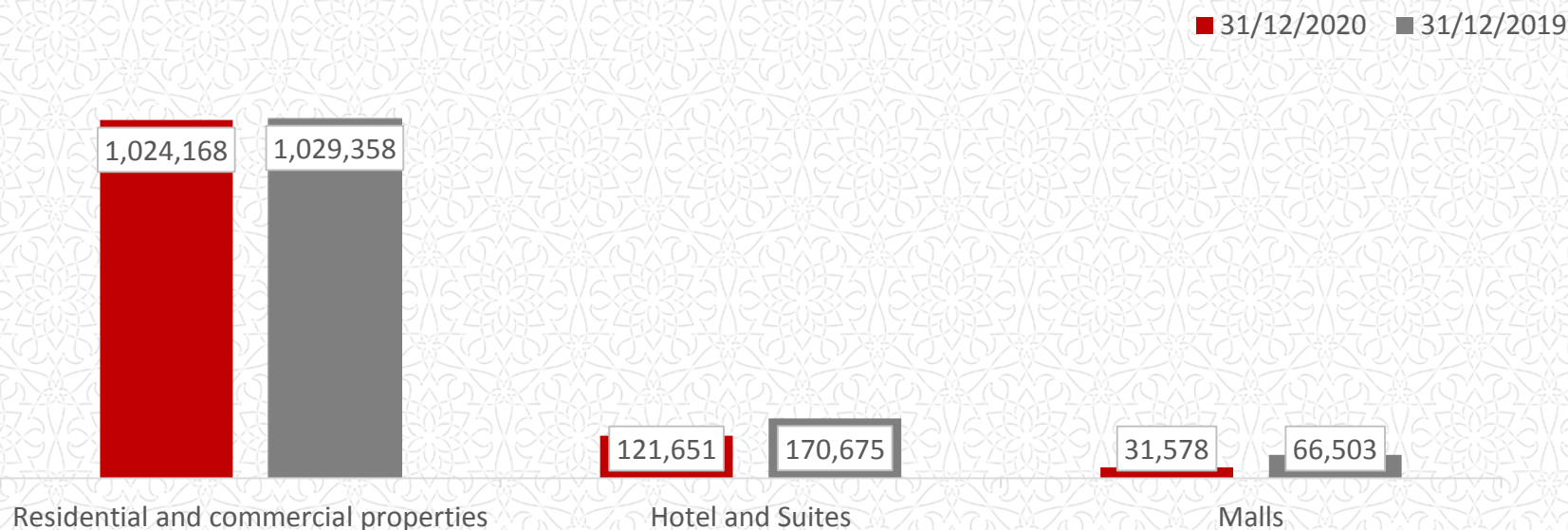
EBIT SEGMENT CONTRIBUTION



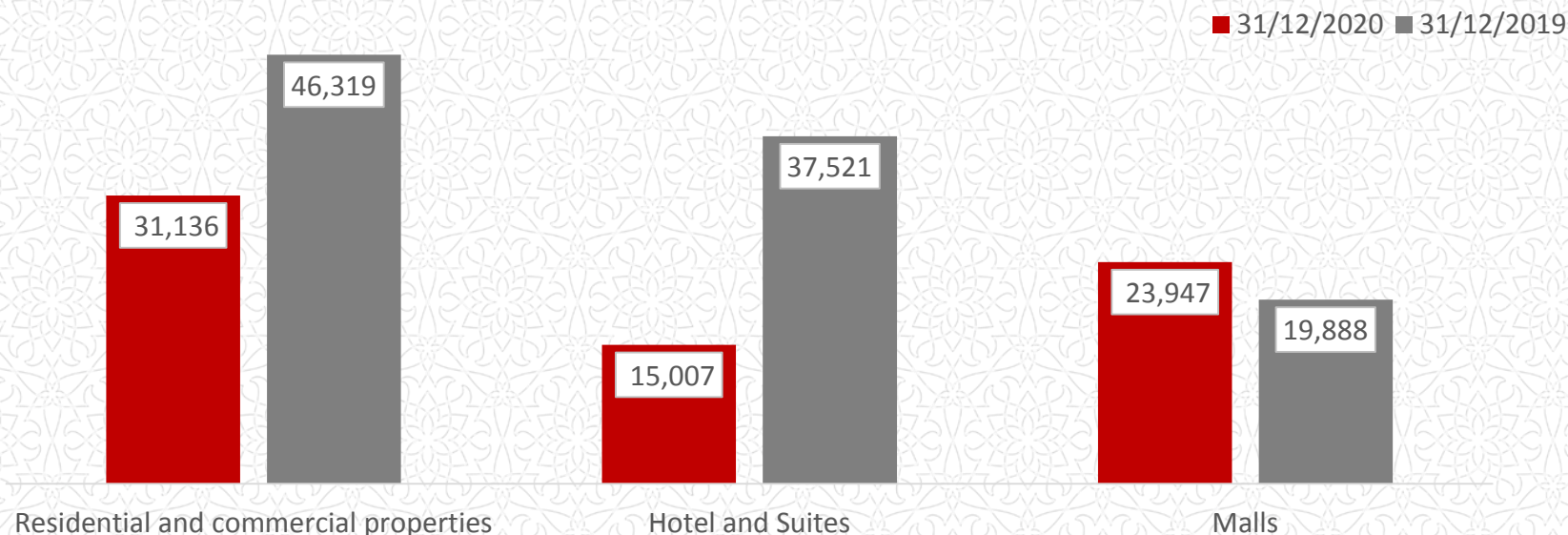
01 Financial Performance Overview

CONSOLIDATED STATEMENT OF PROFIT OR LOSS	31/12/2020	31/12/2019	Variance	Variance
31 December 2020	QR"000	QR"000	QR"000	%
Rental income	1,177,397	1,266,536	(89,139)	-7.0%
Other operating revenues	70,090	103,728	(33,638)	-32.4%
Operating expenses	(252,579)	(246,088)	(6,491)	+2.6%
Operating profit for the period	994,908	1,124,176	(129,268)	-11.5%
Dividends income from equity investments	93,205	122,416	(29,211)	-23.9%
Net gain on sale of equity-accounted investees	-	58,182	(58,182)	-100.0%
Share from the results of equity accounted investees	26,801	57,127	(30,326)	-53.1%
NET OPERATING PROFIT	1,114,914	1,361,901	(246,987)	-18.1%
Other income	33,699	61,197	(27,498)	-44.9%
General and administrative expenses	(80,856)	(69,263)	(11,593)	+16.7%
Depreciation	(32,796)	(33,981)	1,185	-3.5%
Finance costs	(652,436)	(898,637)	246,201	-27.4%
Impairment of doubtful receivables	(21,374)	(3,696)	(17,678)	+478.3%
(Loss) / gain from foreign currency exchange	(13,168)	739	(13,907)	-1881.9%
(Loss) on revaluation of investment properties	-	(100,014)	100,014	-100.0%
Net Profit	347,983	318,246	29,737	+9.3%
Shareholders of the Group	347,941	309,292	38,649	+12.5%
Non Controlling Interest	42	8,954	(8,912)	-99.5%
Earnings attributable to shareholders per share	0.013	0.012	0.001	+8.3%

Rental Revenue by Segment	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Residential and commercial properties	1,024,168	1,029,358	(5,190)	-0.50%
Hotel and Suites	121,651	170,675	(49,024)	-28.72%
Malls	31,578	66,503	(34,925)	-52.52%
	1,177,397	1,266,536	(89,139)	-7.04%

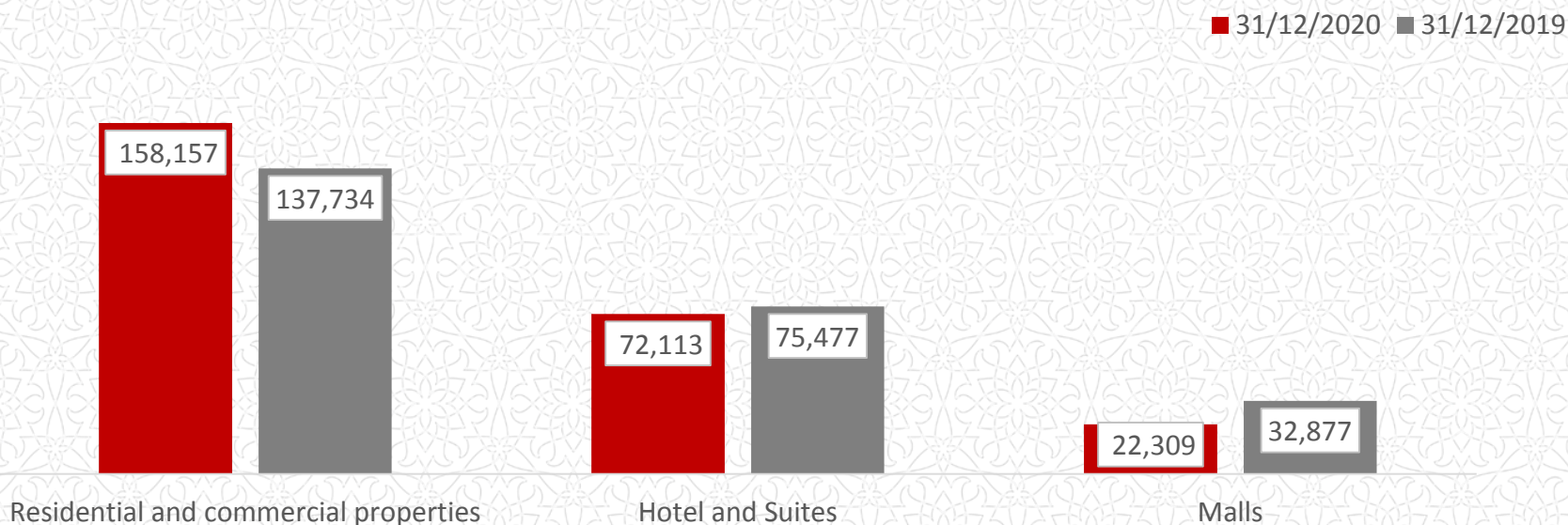


Other Operating Income by Segment	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Residential and commercial properties	31,136	46,319	(15,183)	-32.78%
Hotel and Suites	15,007	37,521	(22,514)	-60.00%
Malls	23,947	19,888	4,059	+20.41%
	70,090	103,728	(33,638)	-32.43%



01 Financial Performance Overview

Operating expenses by Segment	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Residential and commercial properties	158,157	137,734	20,423	+14.83%
Hotel and Suites	72,113	75,477	(3,364)	-4.46%
Malls	22,309	32,877	(10,568)	-32.14%
	252,579	246,088	6,491	2.64%

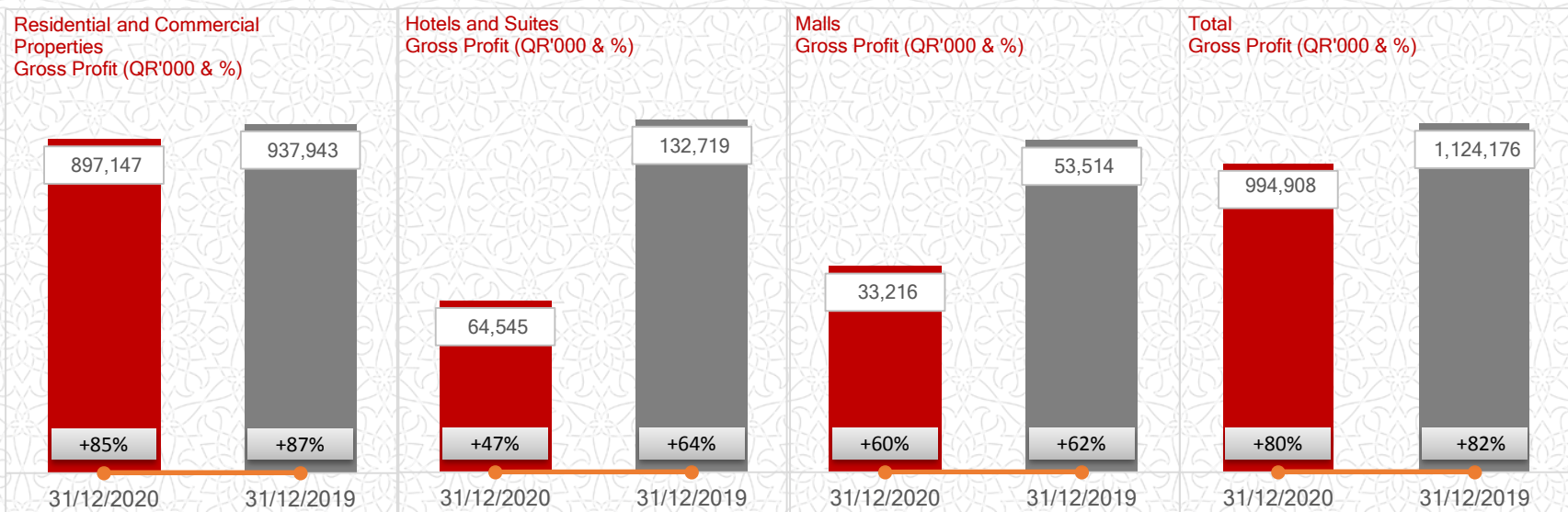


01 Financial Performance Overview

Operating expenses details	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Staff benefits	50,258	50,176	82	+0.16%
Electricity & Water	82,143	76,373	5,770	+7.56%
Sewage	23,153	22,514	639	+2.84%
Fuel	245	629	(384)	-61.05%
Maintenance expenses	23,197	23,217	(20)	-0.09%
Air Conditioning	17,815	21,090	(3,275)	-15.53%
Security	9,484	10,574	(1,090)	-10.31%
Cleaning	7,759	11,071	(3,312)	-29.92%
Foods and beverage	3,978	8,561	(4,583)	-53.53%
Laundry and dry cleaning	3,358	4,907	(1,549)	-31.57%
Commissions	2,001	1,763	238	+13.50%
Registration fees	6,159	5,662	497	+8.78%
Advertising and marketing	1,564	1,637	(73)	-4.46%
Others	21,465	7,914	13,551	+171.23%
	252,579	246,088	6,491	+2.64%

01 Financial Performance Overview

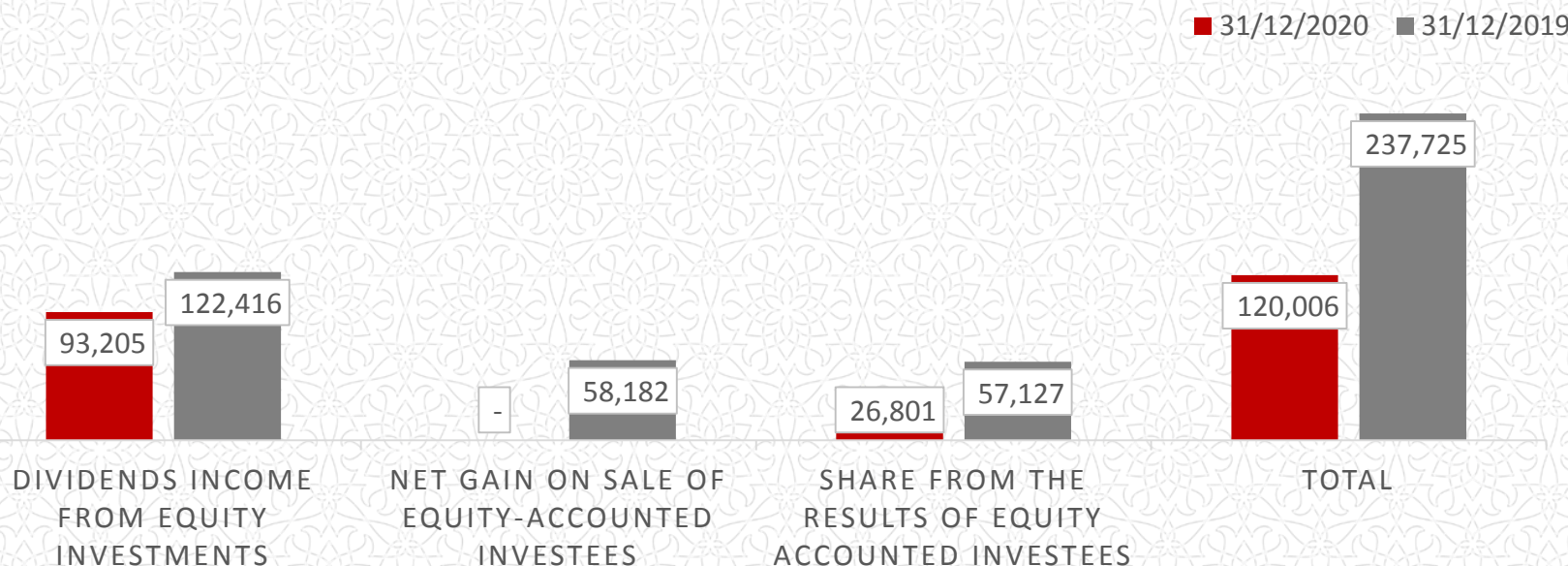
Operating profit by Segment	31/12/2020	31/12/2019	Variance	Variance %
<i>"operating profit + (rental revenue + other operating revenue)"</i>				
Residential and commercial properties (QR"000)	897,147	937,943	(40,796)	-4.3%
Residential & commercial property (%)	+85%	+87%		
Hotel and Suites (QR"000)	64,545	132,719	(68,174)	-51.4%
Hotel & Suites (%)	+47%	+64%		
Malls (QR"000)	33,216	53,514	(20,298)	-37.9%
Malls (%)	+60%	+62%		
Total Operating Margin (QR"000)	994,908	1,124,176	(129,268)	-11.50%
Total Operating Margin (%)	+80%	+82%		



01 Financial Performance Overview

Investment Income

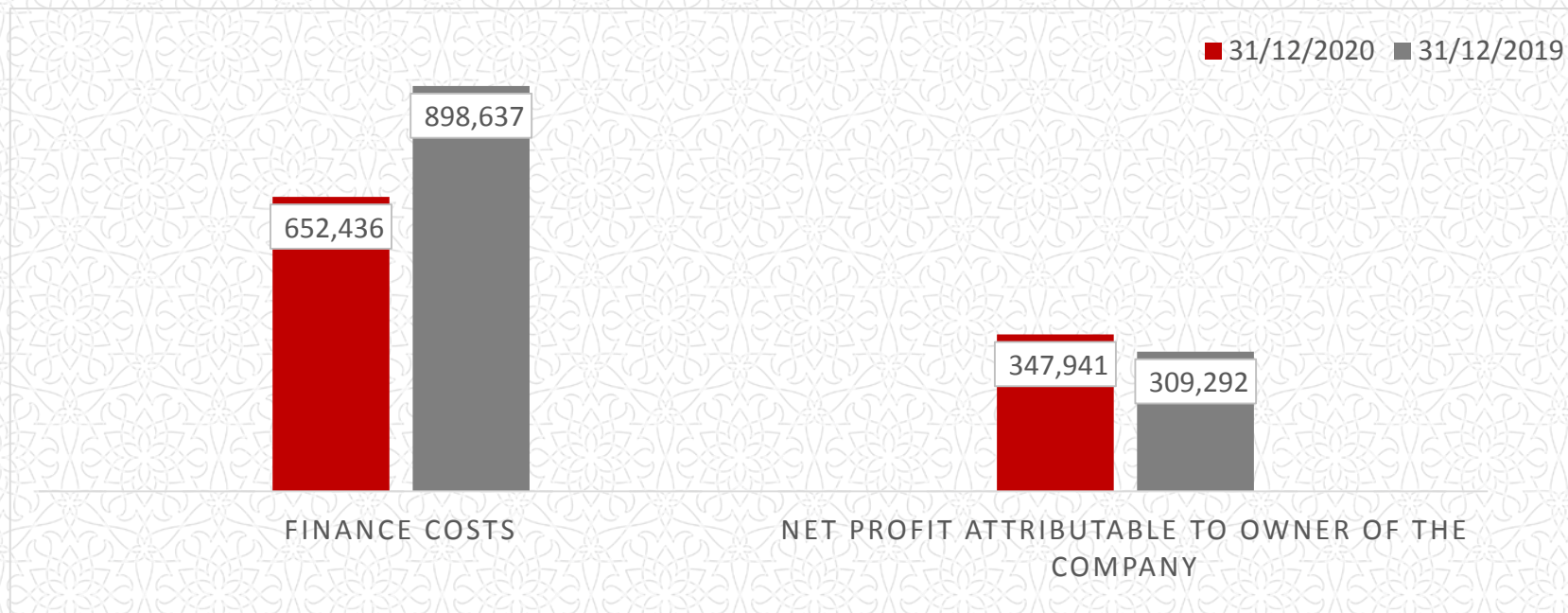
	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Dividends income from equity investments	93,205	122,416	(29,211)	-23.86%
Net gain on sale of equity-accounted investees	-	58,182	(58,182)	-100.00%
Share from the results of equity accounted investees	26,801	57,127	(30,326)	-53.09%
Total	120,006	237,725	(117,719)	-49.52%



General and Admin expenses details	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Staff benefits	29,509	30,151	(642)	-2.13%
Advertising and marketing	375	1,106	(731)	-66.09%
Professional and legal fees	15,220	11,994	3,226	+26.90%
Qatar Exchange registration fees	8,395	8,384	11	+0.13%
Information system expenses	1,636	2,045	(409)	-20.00%
Communication	1,956	2,068	(112)	-5.42%
Bank charges	6,007	3,987	2,020	+50.66%
Insurance	3,888	3,818	70	+1.83%
Lease expenses	-	1,717	(1,717)	-100.00%
Printing and stationery	553	736	(183)	-24.86%
Connection fees	6,042	-	6,042	0.00%
Others	7,275	3,257	4,018	+123.37%
	80,856	69,263	11,593	+16.74%

Other Main Components of Income Statement

	31/12/2020 QR"000	31/12/2019 QR"000	Variance QR"000	Variance %
Finance costs	652,436	898,637	(246,201)	-27.40%
Net profit attributable to owner of the company	347,941	309,292	38,649	+12.50%



Main Income Statement Ratios	31/12/2020	31/12/2019
Operating expenses % (to rental revenue+other operating revenue)	20%	18%
Main operation gross profit margin	80%	82%
Gross margin %	81%	84%
Net profit %	26%	21%
EPS	0.013	0.012

Financial Position Overview

Consolidated Statement Of Financial Position 31 December 2020	31/12/2020 QR"000	31/12/2019 QR"000	Changes QR"000	Changes %
Cash and bank balances	650,311	59,289	591,022	+997%
Receivables and prepayments	123,518	137,192	(13,674)	-10%
Inventory	9,745	26,221	(16,476)	-63%
Due from related parties	1,380	177,996	(176,616)	-99%
Equity investments	2,549,407	2,259,524	289,883	+13%
Investments in equity accounted investees	816,653	834,173	(17,520)	-2%
Investment properties	44,512,585	43,933,362	579,223	+1%
Property and equipment	734,202	765,979	(31,777)	-4%
TOTAL ASSETS	49,397,801	48,193,736	1,204,065	+2%
Payables and other liabilities	971,116	1,118,022	(146,906)	-13%
Due to related parties	1,634,142	1,306,535	327,607	+25%
Islamic financing borrowings	14,760,938	14,365,348	395,590	+3%
TOTAL LIABILITIES	17,366,196	16,789,905	576,291	+3%
Share capital	26,524,967	26,524,967	-	0%
Legal reserve	1,681,776	1,646,982	34,794	+2%
Revaluation reserve	882,152	591,918	290,234	+49%
Foreign currency translation reserve	(1,784)	(247)	(1,537)	+622%
Retained earnings	3,223,486	2,919,245	304,241	+10%
Equity Holders of the Parent	32,310,597	31,682,865	627,732	+2%
Non-controlling interest	(278,992)	(279,034)	42	-0%
Total Equity	32,031,605	31,403,831	627,774	+2%
TOTAL LIABILITIES AND EQUITY	49,397,801	48,193,736	1,204,065	+2%

Main Ratios for Statement of Financial Position	31/12/2020	31/12/2019
Return on Assets	0.71%	0.65%
Return on Equity	1.10%	1.02%
	31/12/2020	31/12/2019
Islamic borrowings as % of Total Equity	46%	46%
Investment properties as % of Total Assets	90%	91%
Investments as % of Total Assets	7%	6%

Consolidated Statement Of Cash Flows

31 December 2020

31/12/2020

QR"000

31/12/2019

QR"000

Variance

QR"000

Variance

%

Net cash flows from operating activities

915,921

2,185,048

(1,269,127)

-58%

Net cash flows from investing activities

(36,306)

(188,476)

152,170

-81%

Net cash flows from (used in) financing activities

(317,808)

(1,959,608)

1,641,800

-84%

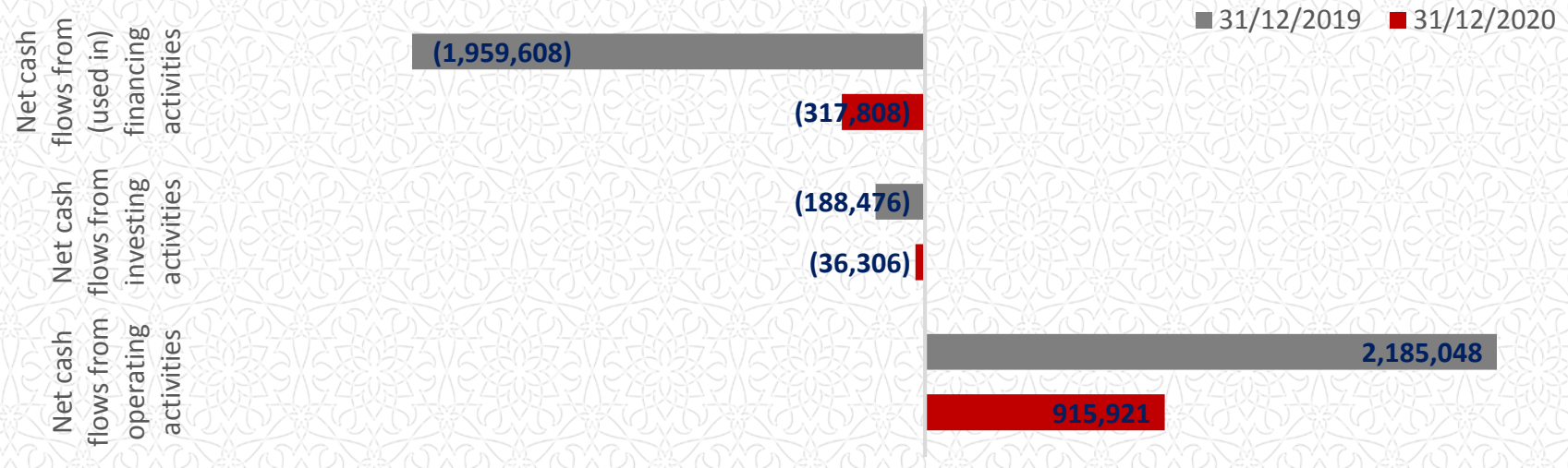
Increase in cash and cash equivalents

561,807

36,964

524,843

+1420%





Thank you

Got any questions ?

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