



Investor Presentation

H1 2024

AGENDA

1. Company Overview
2. Financial Highlights
3. Operational Highlights
4. Q&A

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All currency values are in Qatar Riyal ("QAR") millions unless stated otherwise. All numbers of figures, amounts, percentages, estimates, calculations of value and fractions in this Presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from figures set out in this Presentation.

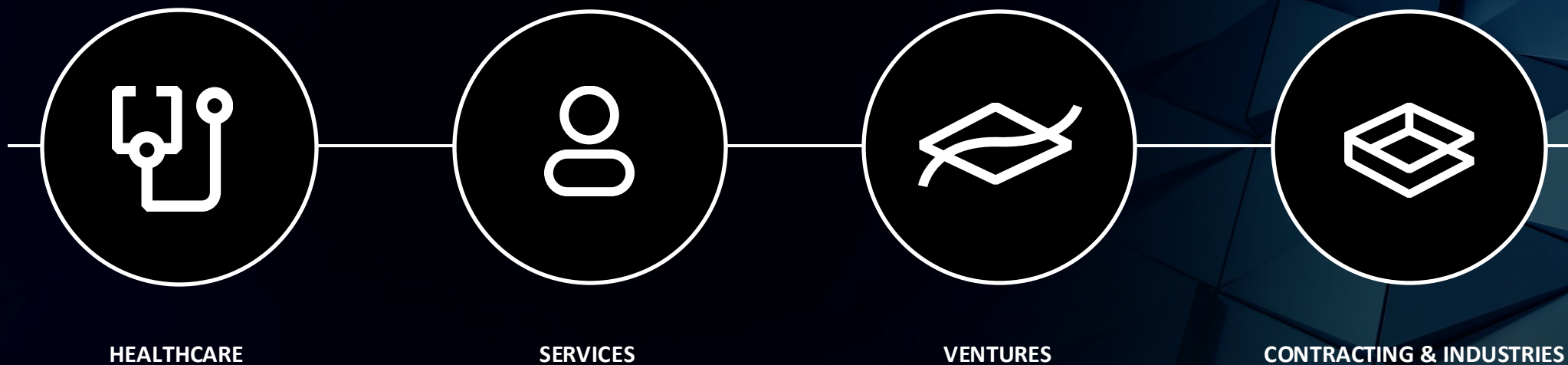
Recipients of this Presentation should be aware that this Presentation contains references to the financial years 2020, 2021, 2022, 2023, and 2024 financial results for Estithmar. Some of these results are presented on a pro forma basis and comprise the aggregation of the historical financial information for Estithmar (before the IHG acquisition of Elegancia Group) as if they were one entity for these periods. The pro forma results for Estithmar included in this Presentation have been derived from the audited accounts of IHG and Elegancia Group, adjusted for the effects of certain pro forma adjustments. Recipients are cautioned that the historical pro forma accounts have not been audited or reviewed and, accordingly, Recipients should not place undue reliance on this information.

Copies of Estithmar press release, financials and presentations can be viewed and downloaded from the Investor Relations section of Estithmar website at www.estithmarholding.com

COMPANY OVERVIEW

1

► FOUR CLUSTERS



66 COMPANIES



THE VIEW HOSPITAL
KOREAN MEDICAL CENTER
EWS - MEDICAL SERVICES CONSULTANCY
ALGERIAN QATARI GERMAN HOSPITAL



CATERING
FACILITIES MANAGEMENT
RESOURCES
GABRO
SUPPLY & TRADING



AL MAHA ISLAND
MAYSAN DOHA
KATARA HILLS
EQUESTRIAN CLUB
RIXOS BAGHDAD
ROSEWOOD RANFARU MALDIVES



MEP
LANDSCAPE
MARINE
CONTRACTING
KITCHENS
CESCO
WATER SOLUTIONS
SWITCHGEARS
STEEL
JOINERY
STONES



CONTRACTING
SERVICES

▶ OUR STORY

NOV 2020

▶ **elegancia** group

elegancia group was formed out of several leading companies of different sectors to play an instrumental roll in building Qatar

▶ **elegancia** services

Grouped the services and has been leading the market since 2010

▶ **elegancia** contracting & industries

since 2021 instrumental for Qatar 2022 deliverables

JAN 2021

▶ **elegancia** healthcare

healthcare cluster established in line with Qatar vision 2030 and the group growth strategy

NOV 2021

▶ **Estithmar** ventures

launch of Estithmar ventures in line with Qatar vision to develop significant destinations

APR 2022

▶ **Estithmar** Holding Q.P.S.C.

became publicly listed through a reversed acquisition transaction with IHG

▶ **elegancia** healthcare

▶ **elegancia** services

▶ **Estithmar** ventures

▶ **elegancia** contracting & industries

NOV 2022

FIFA 2022 Related Projects

launch of The View Hospital in affiliation with Cedars Sinai

opening of:
Al Maha Island
Katara Hills (Hilton LXR)
Maysan Resort (Hilton LXR)

delivering C&I Projects related to the Fifa world cup 2022
+100 projects

2023

International Expansion

KSA
Iraq
Algeria
Jordan
Libya
Maldives
Kazakhstan

▶ BOARD OF DIRECTORS



Mr. Moutaz Al-Khayyat
Chairman



Mr. Ramez Al-Khayyat
Vice Chairman and President
Chair, Executive Committee
Chair, Investment Committee



**Mr. Khalid Ghanim S
Al-Hodifi Al-Kuwari**
Board Member



**Mr. Hamad Ghanim S
Al-Hodifi Al-Kuwari**
Board Member



**Sheikh Suhaim Bin
AbdulAziz Al Thani**
Independent Board Member



Mr. Abdulla Darwish Al Darwish
Board Member
Chair, Audit & Risk Management Committee



Dr. Bothaina Al Ansari
Independent Board Member
Chair, Nomination & Remuneration Committee



Mr. Ibrahim Abdulla Al Abdulla
Independent Board Member
Member, Nomination & Remuneration Committee
Member, Audit & Risk Management Committee



Mr. Eyad Abdulrahim
Board Member
UCC Trading & Contracting representative; Member, Nomination & Remuneration Committee; Member, Audit & Risk Management Committee; Member, Executive Committee; Member, Investment Committee; Member, Tender Committee



Mr. Khalid Zialnon
Board Member
Chair, Tender Committee
Member, Executive Committee
Member, Investment Committee



**Mr. Mohamad Mohamad
Sadiq Al-Dawamaneh**
Board Member
Highness Holding representative; Member, Nomination & Remuneration Committee; Member, Tender Committee

EXECUTIVE MANAGEMENT



A Multigenerational & Diversified
Workforce
91 Different Nationalities
& Backgrounds



Eng. Mohamed Bin Badr Al-Sadah
Group Chief Executive
Officer



Walid Shalan
Group Chief Financial
Officer



Marwan Dimas
Group Chief Marketing
& Sales Officer



Riyadh Sowaity
Group Chief HR Officer



Sanaa Daakour
Group Chief Legal Officer



Abd Almunem Al-Sakka
Chief Executive Officer
Elegancia Services



Joe Hazel
Chief Executive Officer
Elegancia Healthcare



Eyad Elkhorebi
Chief Executive Officer
Elegancia C&I



Ahmed Zaatari
Chief Executive Officer
EWS



Matthew Dronsfield
Chief Executive Officer
The View Hospital



Ahmed El Zeftawy
Chief Human Resources Officer
Elegancia Healthcare



Bob Issa
Chief Marketing & Sales Officer
Elegancia Healthcare



Anshul Nanda
Chief Financial Officer
Elegancia Healthcare



Ahmad Kalla
Chief Executive Officer
Korean Medical Center

FINANCIAL STATEMENTS AND KEY HIGHLIGHTS

2

KEY FINANCIAL HIGHLIGHTS H1 2024

H1 2023

H1 2024

YoY Growth



Revenue

QAR 1,484 M

QAR 1,647 M

11%



Gross Profit

QAR 396 M

QAR 444 M

12%



Net Profit

QAR 205 M

QAR 236 M

15%



EPS

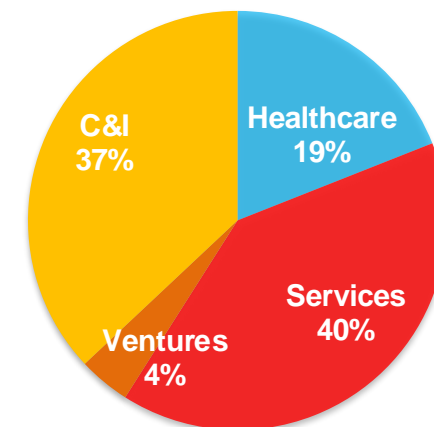
QAR 0.059

QAR 0.065

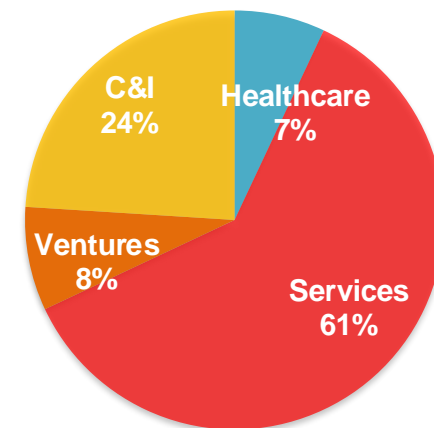
11%



Contribution to Revenue by Sector



Contribution to Profit by Sector



KEY FINANCIAL HIGHLIGHTS H1 2024

9,933m

Total Assets
(FY 2023 = 9,016m)

4.8%

Annualised Return
on Assets
(FY 2023 = 3.9%)

6,108m

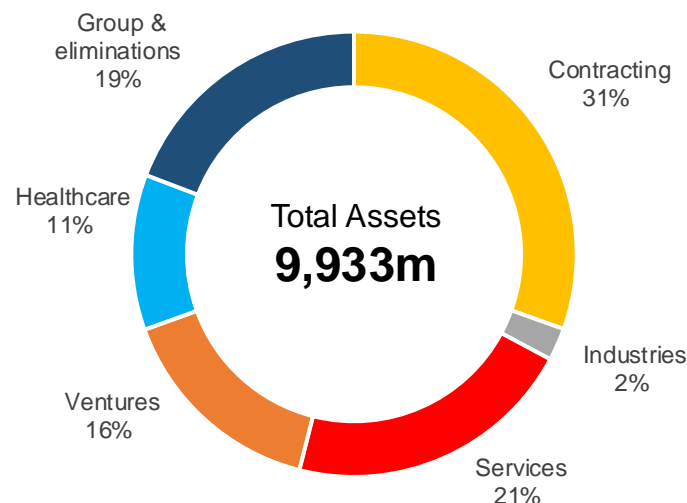
Non-Current Assets
(FY 2023 = 5,818m)

3,825m

Current Assets
(FY 2023 = 3,199m)

5,060m

Equity
(FY 2023 = 4,804m)



683m

Working Capital
(FY 2023 = 649m)

1.22
Current Ratio

121 Days
Cash Conversion

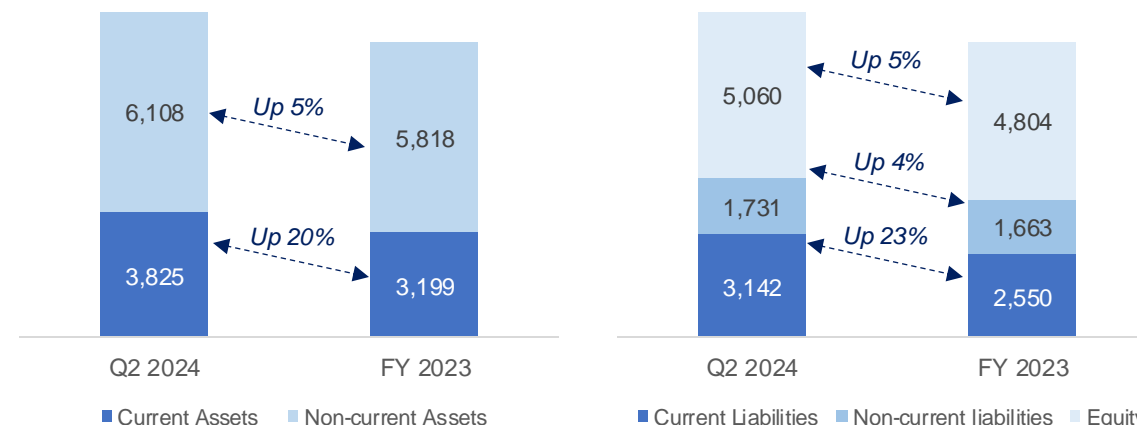
2,286m

Borrowings
(FY 2023 = 2,117m)

0.45
Debt Equity Ratio

4.7
Interest Coverage

Assets Liability Management (ALM)



Remarks:

- Working capital has increased by 5.3% compared to Dec '23
- Non-Current assets increased by 5% compared to Dec '23
- Non-Current liabilities increased by 4.1% compared to Dec '23
- Total Assets includes QAR 3.2b of Goodwill.

Operational Highlights for the First Half of 2024

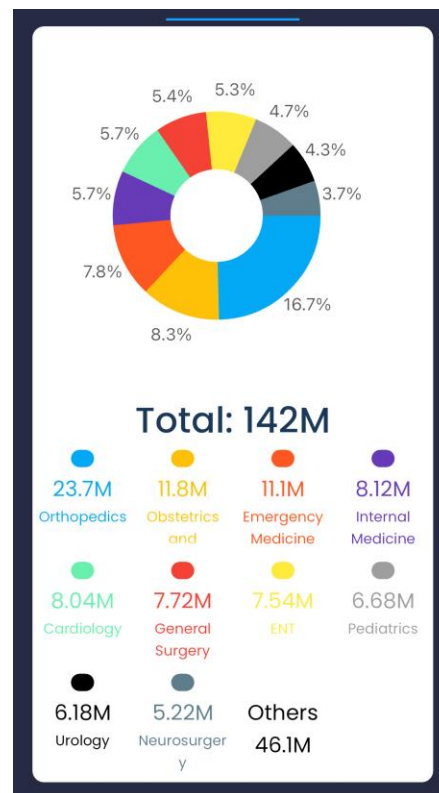
A large, white, stylized number "3" is centered on a dark blue background with a geometric, low-poly pattern of triangles.



► **elegancia**
healthcare

Subsidiary of Estithmar Holding

- Existing Operations
 - The View Hospital [Own & Operate]
 - Korean Medical Center [Own & Operate]
 - Al Nasriya Teaching Hospital [Operate with offtake agreement]
 - Al Hasan Al Mujtaba Teaching Hospital [Operate with offtake agreement]
- Under Development
 - Algerian Qatari German Hospital [Own & Operate with offtake agreement]



**Patients per month
from 7,000 to 15,000
YoY**



**International visiting
physicians +100%
YoY**



**Acute cases
Increase 5 times
YoY**





IN PARTNERSHIP WITH THE BEST KOREAN MEDICINE PROVIDERS:



EXECUTIVE
HEALTH CENTER



PRIMARY CARE
CENTER



PAIN MANAGEMENT,
REHABILITATION AND
KOREAN MEDICINE CENTER



SPINE & JOINT
CENTER



FERTILITY
CENTER



BEAUTY AND
WELLNESS CENTER



DENTAL
CENTER



SEOUL
AHNKANG
HOSPITAL



AL NASRIYA TEACHING HOSPITAL - IRAQ
492Beds



AL HASAN AL MUJTABA TEACHING HOSPITAL - IRAQ
492 Beds

PLANNED & UPCOMING HEALTHCARE PROJECTS:

ALGERIAN QATARI GERMAN HOSPITAL

WOMEN & CHILD'S HEALTH

GENERAL MEDICAL SERVICES

SPECIALIZED UNITS

HIGH-END DIAGNOSTICS

CUTTING-EDGE IMAGING SYSTEMS



 **elegancia**
services

Subsidiary of Estithmar Holding

- ▶ Catering
- ▶ Facilities Management Resources
- ▶ Gabro
- ▶ Supply & Trading

+16,000
Manpower







Subsidiary of Estithmar Holding

▶ **Existing Operations**

- Al Maha Island - Qatar
- Katara Hills - Qatar
- Maysan Doha - Qatar

▶ **Under Development**

- Rixos Baghdad – Iraq
- Rosewood Ranfaru - Maldives



The Ultimate Most Attractive
Destination of Qatar

+230,000 m²

10
Restaurants

1
Beach Club

Lusail Winter Wonderland

AL MAHA
ISLAND LUSAIL

**Al Maha attracted +10,000 visitors on a
daily basis during the season.**

**Winter Wonderland attracted
+300,000 visitors.**



10 Renowned International
Restaurants & Beach Club

AL MAHA
ISLAND LUSAIL

Opening of Salama Doha in May '24

KATARA HILLS
LXR HOTELS & RESORTS



MAYSAN
DOHA
LXR HOTELS & RESORTS





ROSEWOOD

MALDIVES RANFARU

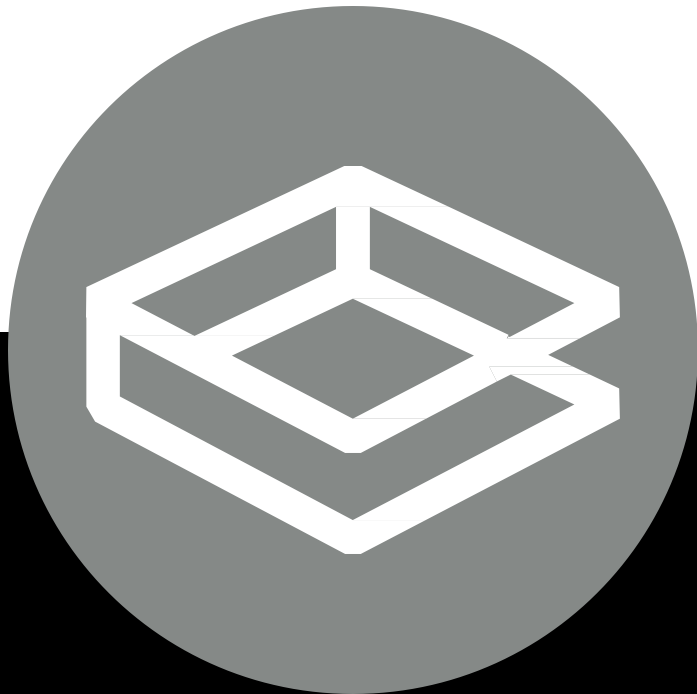
**Reclamation in progress
Designed to become one
of the top 10 resorts in the
world**



RIXOS
BAGHDAD



Good progress on the
built in anticipation of the
opening next year



elegancia
contracting & industries
Subsidiary of Estithmar Holding

Specialized Contracting

- ▶ MEP
- ▶ Landscaping
- ▶ Marine
- ▶ Contracting
- ▶ Kitchens
- ▶ ELV
- ▶ Water Solutions
- ▶ Steel
- ▶ Joinery
- ▶ Stones
- ▶ Switchgears

GRADE A

+12,000 Manpower

SHURA ISLAND (FIVE HOTELS)

Scope of work : MEP works

Project Type : Hospitality

Total BUA : 156,553m²

Location : KSA

Hotel Central 01 **Grand Hyatt** 430 keys

Hotel East 03 **Miraval** 180 keys

Hotel East 04 **Four Seasons** 180 keys

Hotel West 03 **Jumeirah** 200 keys

Hotel West 04 **Fairmont** 200 keys

HOTEL CENTRAL01 - GRAND HYATT

GRAND
HYATT®



Scope of work : MEP works

Project Type : Hospitality

BUA : 42,136m²

Keys : 430 keys

Client : Red Sea Global

Location : KSA

M/RAVAL
the red sea



Scope of work : MEP works

Project Type : Hospitality

BUA : 26,229m²

Keys : 180 keys

Client : Red Sea Global

Location : KSA



Scope of work : MEP works

Project Type : Hospitality

BUA : 26,229m²

Keys : 180 keys

Client : Red Sea Global

Location : KSA

Jumeirah™

Scope of work : MEP works

Project Type : Hospitality

BUA : 32,394m²

Keys : 200 keys

Client : Red Sea Global

Location : KSA



Scope of work : MEP works

Project Type : Hospitality

BUA : 28,133m²

Keys : 200 keys

Client : Red Sea Global

Location : KSA



Scope of work : Fit-Out
Project Type : Commercial
BUA : 32,051m²
Client : Red Sea Global
Location : KSA



Scope of work : Landscape
and Fit-Out

Project Type : Commercial

BUA : 2,682m²

Client : Nesma & Partners

Location : KSA

SINDALAH CLUSTER 2 - 6 RESTAURANTS



CAVIAR & FISH HOUSE



FLAVOUR OF SMOKE



THE FORENSIC



SCIENTIA OF COCAO



WONDER BUBBLES



ASIA'S EAST MEETS

Scope of work : Fit-Out
Project Type : Commercial
BUA : 1,848m2
Client : Nesma & Partners
Location : KSA



Scope of work : Fit-Out Project

Type : Luxury Resort

BUA: 25,092m2

Client : Red Sea Globel

Location : KSA



Scope of Work : Water

Solution Project Type : Luxury

Resort Client : Amaala

Location : KSA



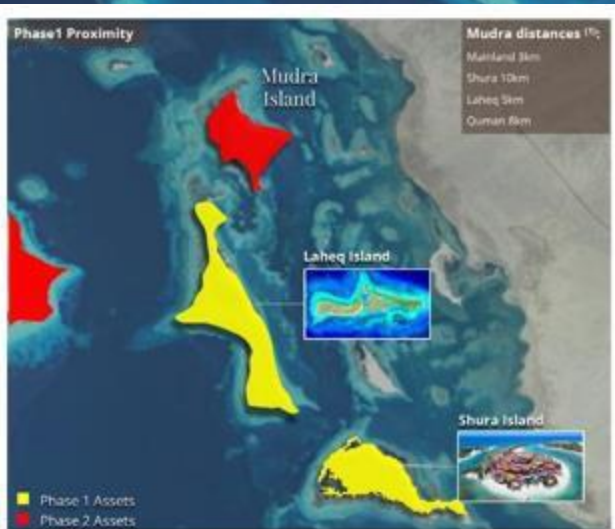
Scope of Work : MEP Works
Project Type : Commercial
Client : Red Sea Development
Location : KSA

Scope of Work : MEPworks

Project Type : Commercial

Client : Red Sea Global

Location : KSA



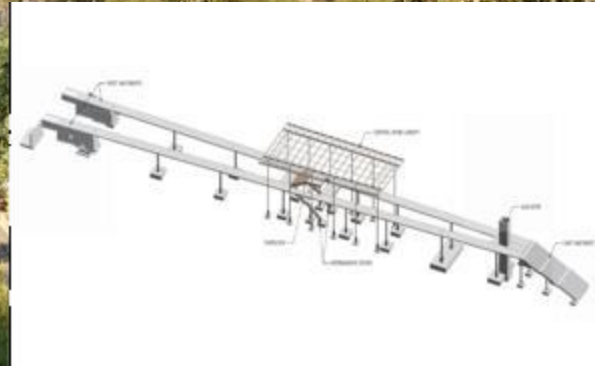


Scope of Work : Water Solutions

Project Type : Commercial

Client : Red Sea Development

Location : KSA



Scope of Work :
Engineering, Supply, Fabrication, Delivery
and Installation of Structure Steel Works
for Pedestrian Bridge.
Project Type : Steel Works
Tonnage : 1,624 MT
Location : KSA



Thank You.