

Cenomi Centers Earnings Presentation

For the quarter ended 31 March 2023

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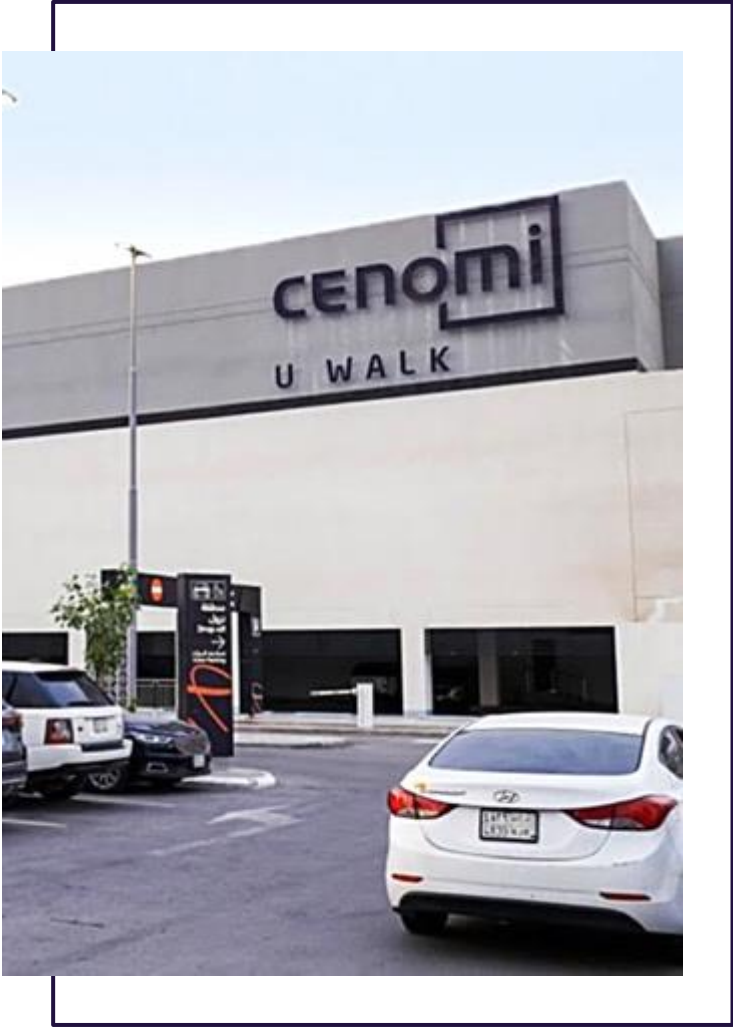
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01

Q1 2023 Key Highlights

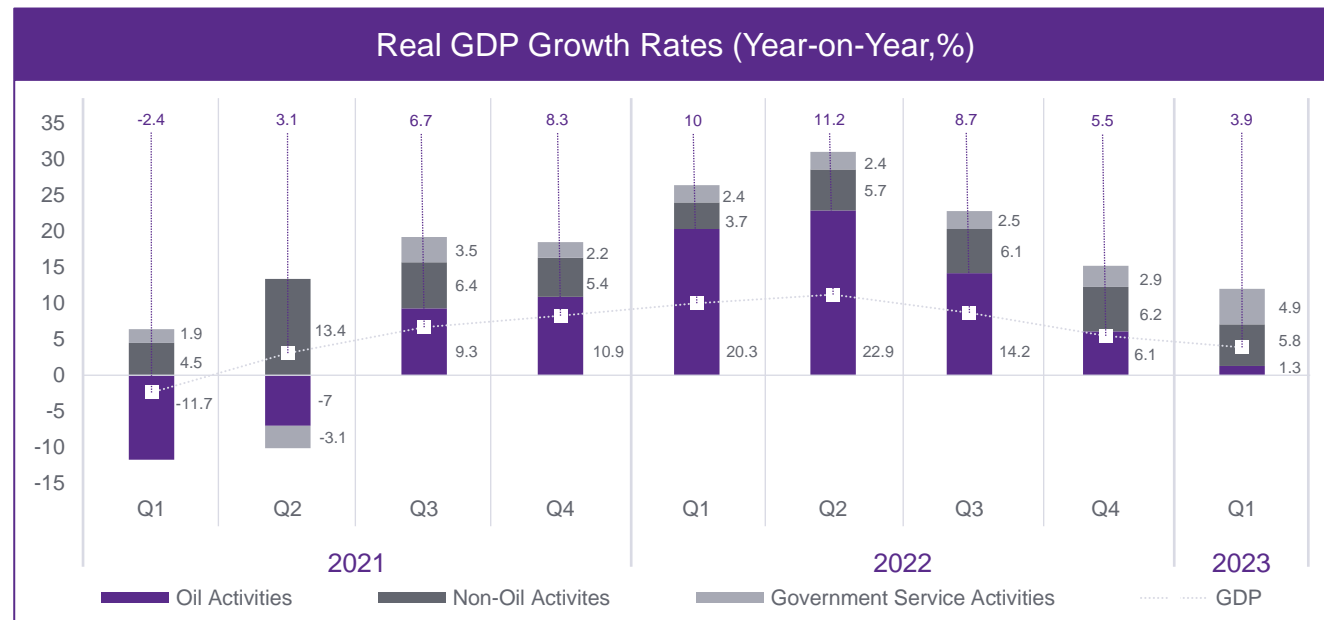
Q1 2023 demonstrates continued momentum



02

Market Overview

Macroeconomic Overview of Saudi Arabia in Q1 2023



Saudi GDP grew 3.9% in Q1 2023 and halfway through its **multi-TRILLION-dollar** vision under 'Vision 2030'

Oil-related activity grew by 1.3% y-o-y in Q1 2023.

Non-oil activity grew by 5.8% y-o-y in Q1 2023.

Government service activity grew by 4.9% y-o-y in Q1 2023.



Fitch and Moody's upgrades Saudi Arabia's **rating to A+ and A1** respectively with a **stable and positive outlook** respectively



Saudi Arabia to cut oil output by 500,000 barrels per day from May 2023 until end 2023 aimed at stabilizing the oil market



Consumer spending up by 6.5% y-o-y in Q1 2023 with the Kingdom recording **record level growth of sales** mainly through POS transactions in Riyadh, Makkah and Madinah



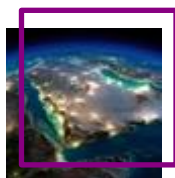
Saudi Arabia aims to attract 25 million foreign tourists in 2023 and create 1 million jobs in the tourism sector



Consumer Price Index (CPI) increased 2.7% y-o-y in March 2023 lower than inflation rate of 3% in February 2023. The main driver of the CPI inflation is higher prices in food and beverage by 2.3% amongst other sectors.

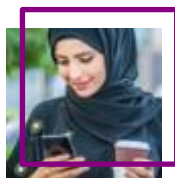
Impact of Vision 2030

Vision 2030 Strategic Objectives



Ambitious Nation

- Enhance government effectiveness
- Enable social responsibility



Thriving Economy

- Grow and diversify the economy
- Increase employment



Vibrant Society

- Strengthen Islamic and national identity
- Offer a fulfilling and healthy life

Level 1
Overarching Objectives

Key sectors to benefit from Vision 2030¹



Energy



Food



Real Estate



Health



Tourism



Utilities



Digital

Positive developments resulting from Vision 2030



- Tourism demand expected to surge **475%** June to August 2023 compared to same period in the prior year mainly driven by upliftment of number of pilgrims who can perform Hajj this year



- Launch of four new special **economic zones** to attract more investment and further position the country as a global business hub



- Number of Small and Medium Enterprises has doubled to **1.14 million** since the launch of 2030 with **45%** SME's owned by women entrepreneurs



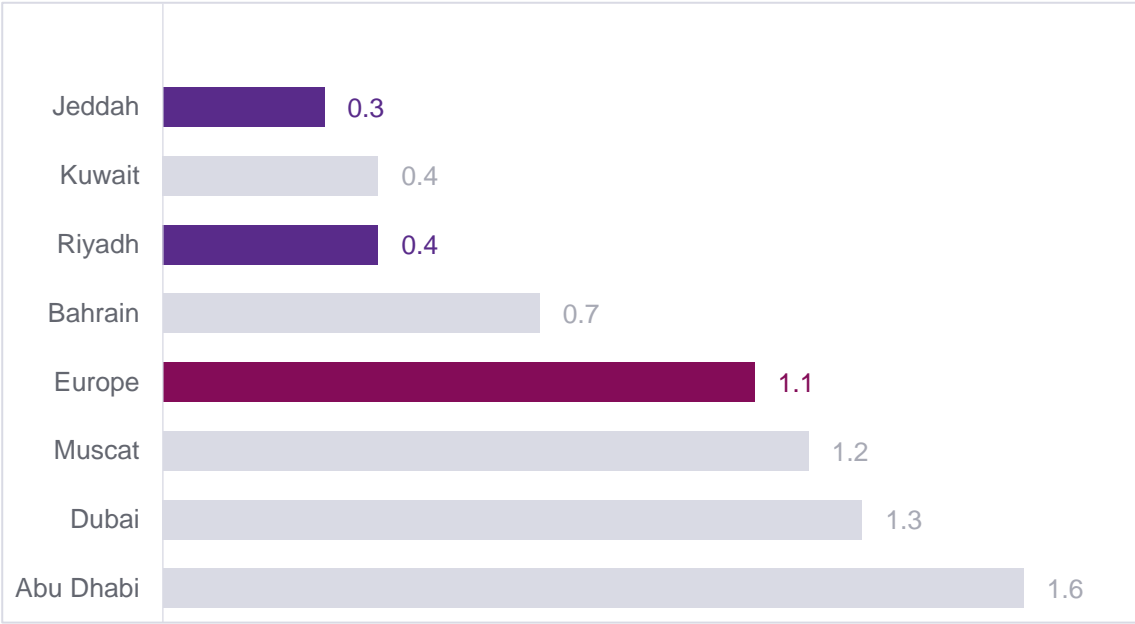
- Job market has witnessed **18%** rise in available positions across head offices

Saudi Arabia’s modern retail market retains large room for continued growth compared to peer countries in the GCC

01

Retail Mall GLA per capita in Riyadh and Jeddah is significantly lower than other major markets

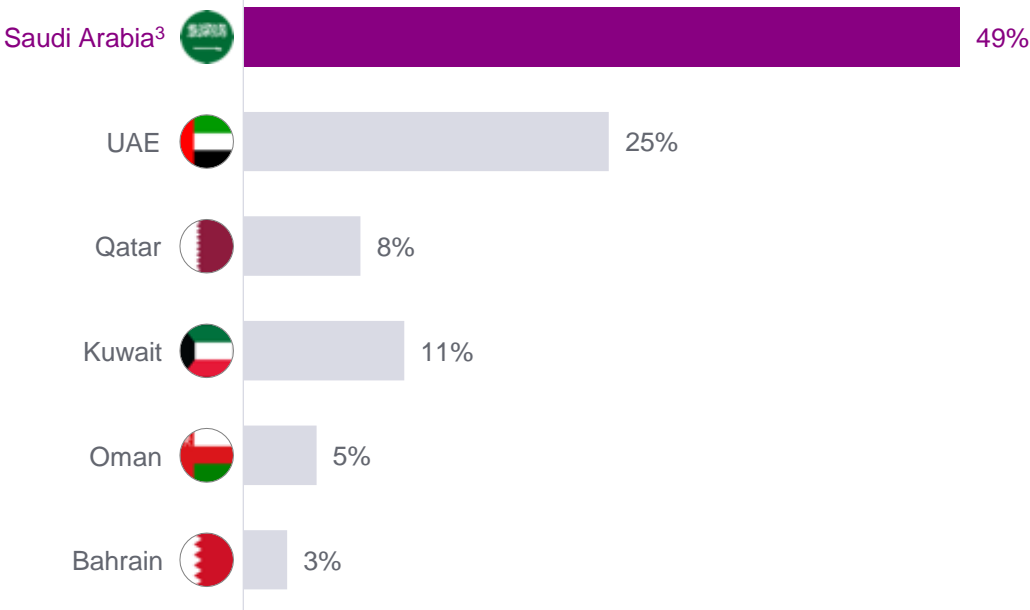
2021 Retail Mall GLA per Capita (sqm)^(1,2)



02

Yet Saudi Arabia accounts for almost half of total GCC Retail Sales

2022 Market Share of GCC Retail Sales

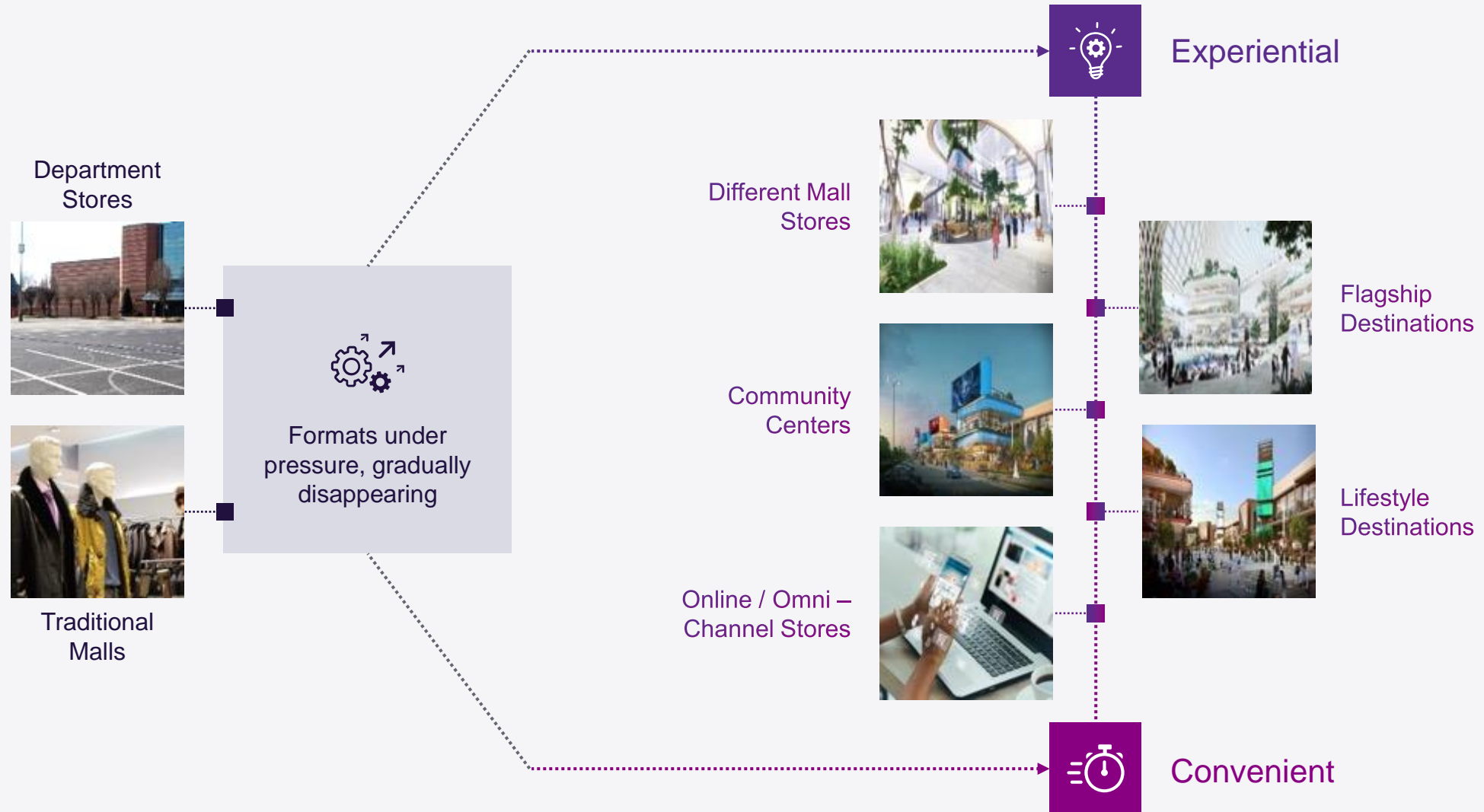


1) Retail mall GLA includes shopping centers / malls and quality strip malls but excludes independent standalone stores;
2) As identified by the International Council of Shopping Centers;
3) For only the four major cities i.e. Riyadh, Makkah, Jeddah and DMA.

Source: JLL, GASTAT, Savills

A New Paradigm for Retail is Emerging - A Vision For Its Future

Consumer evolution is accelerating the shift towards higher quality, more differentiated lifestyle centers providing unique experiences



A New Paradigm for Retail is Emerging - A Vision For Its Future

The Next Generation of Lifestyle Destinations: Cenomi Centers' Digitally-Enabled, Omnichannel Experiences

Jawharat Riyadh - A Vivid Illustration of Cenomi's Vision for the Future of Luxury Retail and Entertainment



Leisure time experience



Entertainment & E-gaming



Attractions & theme parks



Design focused



Touristic anchors



Digitally-enabled & multimedia TIC

Flagship examples



From shopping to lifestyle



Continuous,
Omnipresent,
Omnichannel
Interactions with
Consumers



3x increase
in customer
Dwell Time

03



Cenomi Centers Overview

Cenomi Centers is the Leading Provider of Organized Retail Space in Saudi Arabia



Unmatched Geographic Scale

Cenomi Centers' portfolio of 21 locations offers more than 1.3 million sqm of prime GLA, covering 10 major cities.



Pipeline of Innovative Concepts

The Company enjoys a first-mover advantage in introducing innovative center designs and features.



Track Record of Commitment & Execution

Since 2002, Cenomi Centers has launched an average of 1+ new centers per annum.



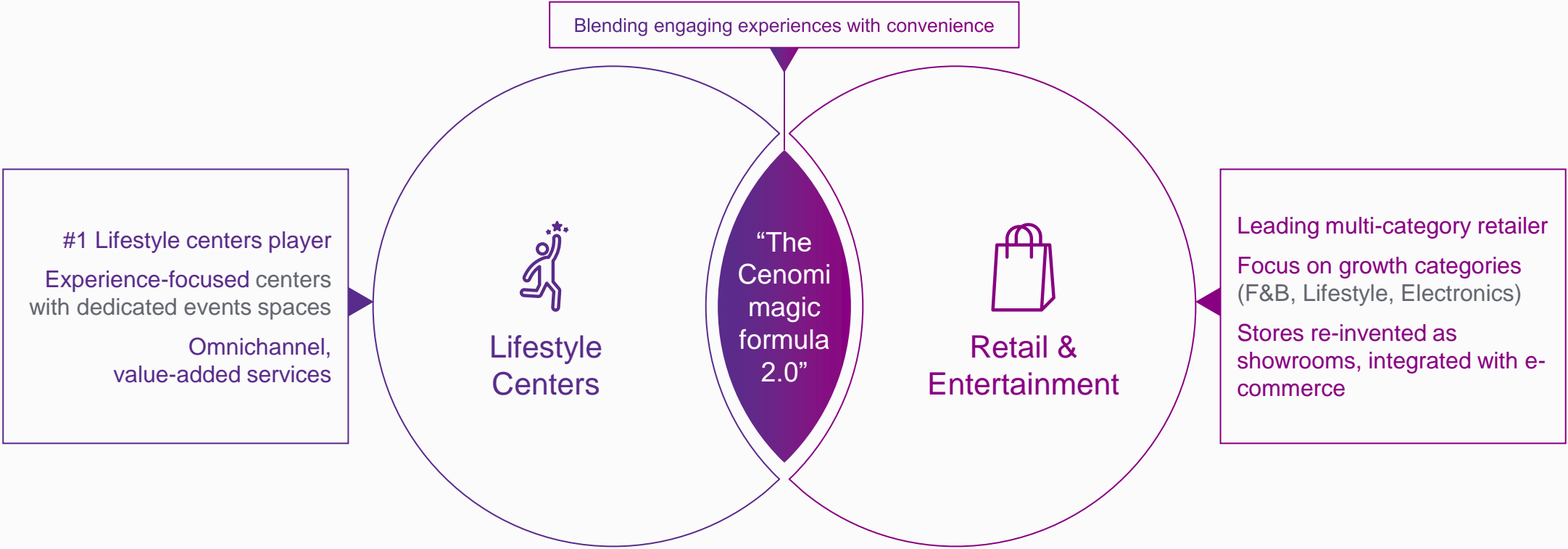
Projected GLA Growth of >50%

Seven pipeline locations scheduled for launch by 2026 to durably broaden Cenomi Centers' commercial reach.



Step into the future of retail with Cenomi's curated brand offerings and immersive physical spaces

Synergistic Omnichannel Ecosystem



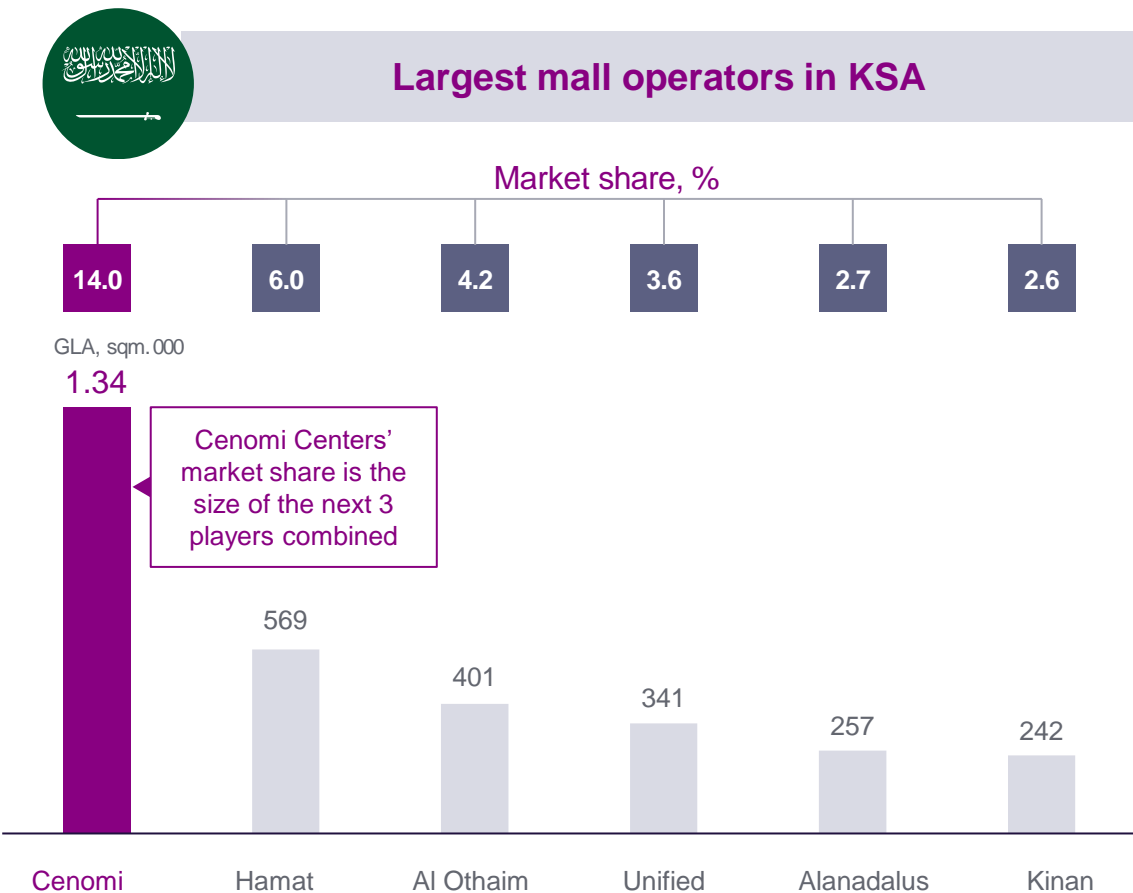
Under one all-encompassing brand:



Our ambition is centred around 5 strategic priorities with clear objectives



Cenomi Centers is KSA's largest mall operator & the second-largest in MENA



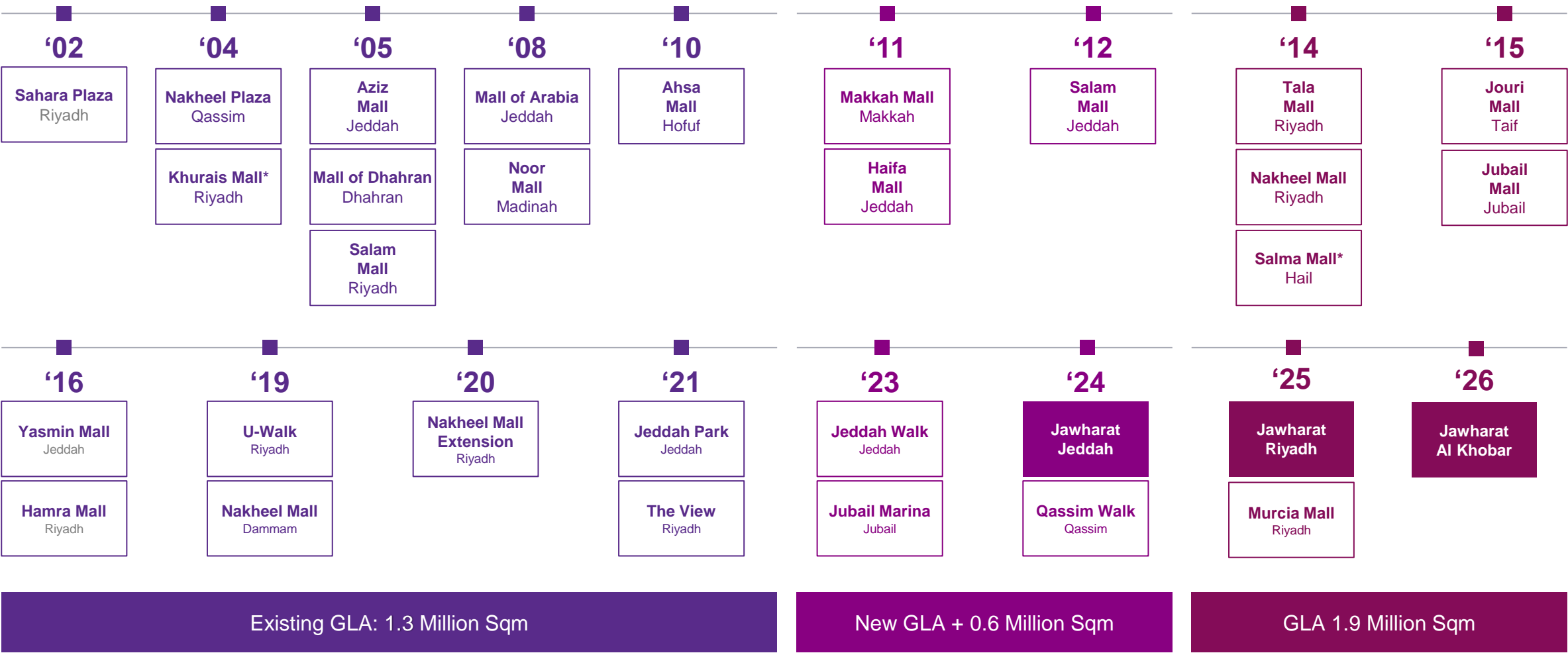
| MENA Champions: One of the largest mall operators in the region | | | |
|---|--|---------------------|-----------------|
| Rank | Player | GLA (sqm) | No. Malls |
| 1 |  MAJID AL FUTTAIM | 1.8 mn | 29 |
| 2 |  | 1.3 mn ⁴ | 21 |
| 3 |  EMAAR | 0.8 mn | 6 ¹ |
| 4 |  ALDAR | 0.6 mn | 14 ² |
| 5 |  ALSHAYA GROUP | 0.4 mn | 2 ³ |



1) Retail Assets in total are 36, of which 30 are community integrated retail centers;
 2) Aldar operated 6 Malls and 8 retail community centers above 3,000 GLA;
 3) Al Shaya with strong pipeline of 0.6 mn GLA; 4 Al Andalous GLA including also other malls;
 4) Cenomi Centers is planning to add 0.2 mn sqm in the short term

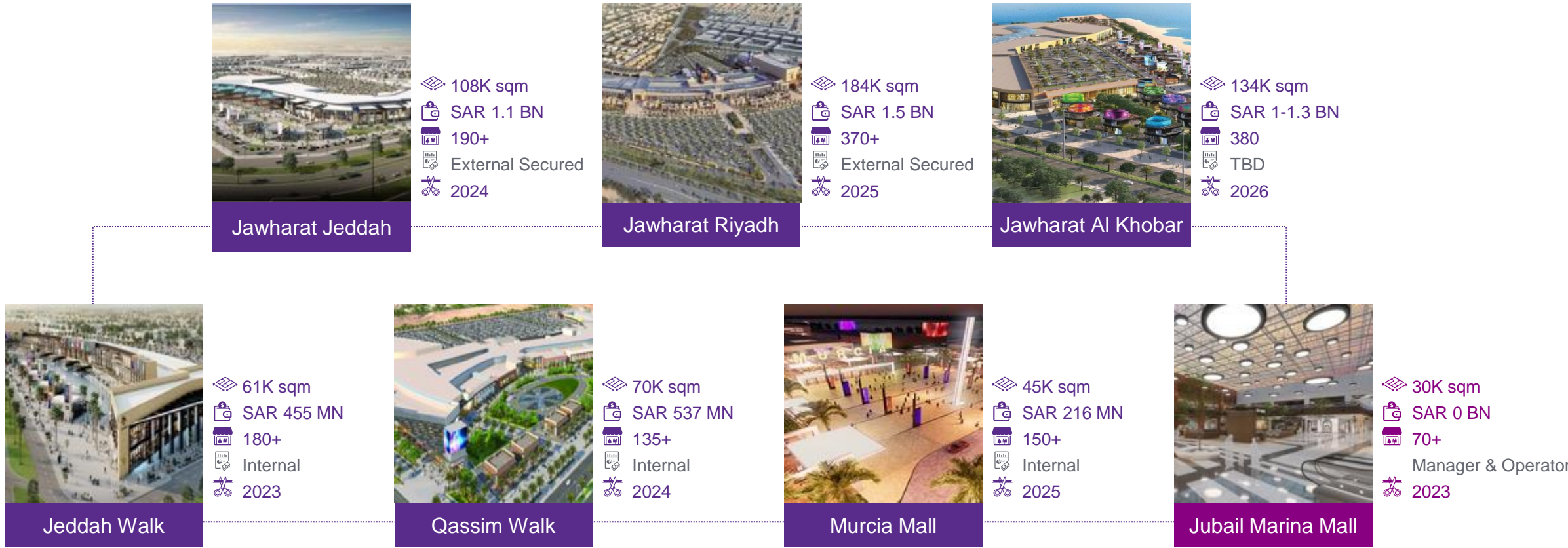
Source: Companies annual reports and/or websites, Colliers, Team analysis

More Than Two Decades of Excellence: Cenomi Centers' Unwavering Commitment to Delivery Since 2002



*Salma and Khurais Malls were closed during FY22

Ambitious SAR 5 Billion CAPEX Program, with 7 Market-Leading Projects in Pipeline



■ Developed by Cenomi
■ Management & Operating Agreement

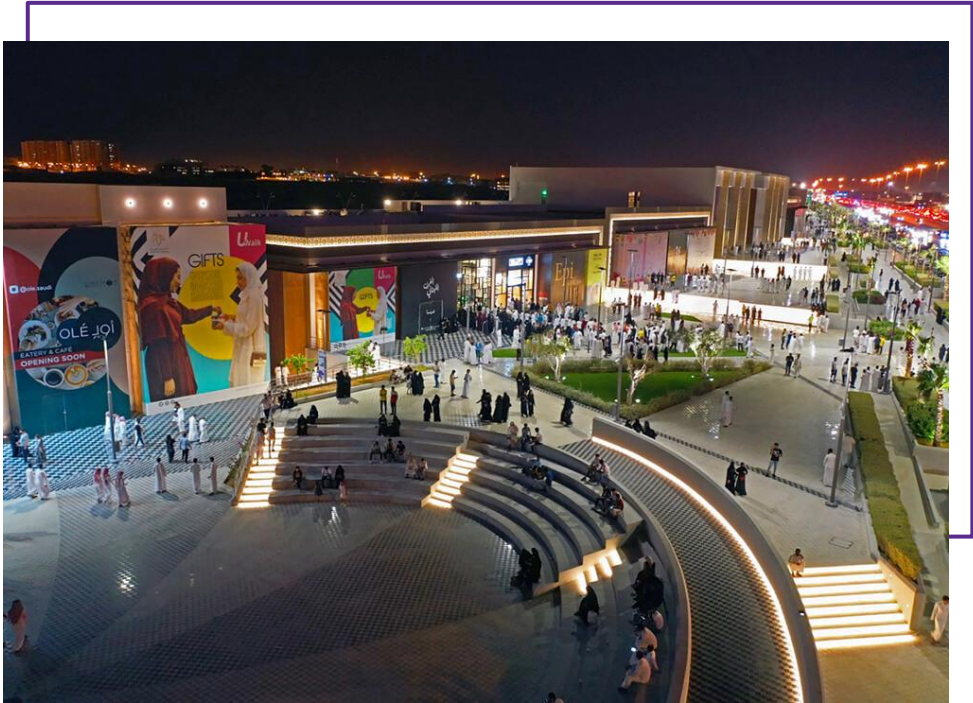
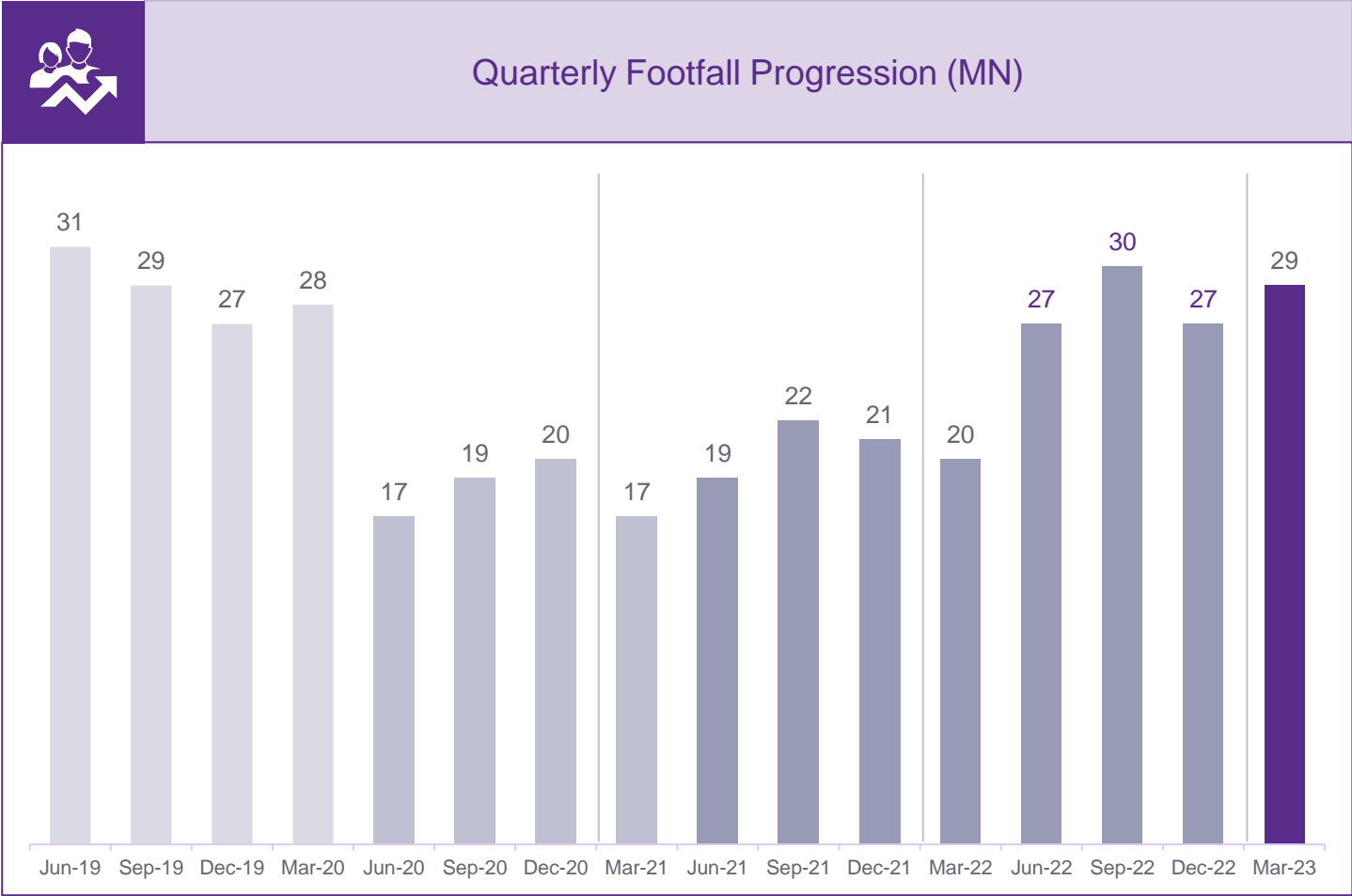
GLA | Budget | Outlets | Financing | Opening



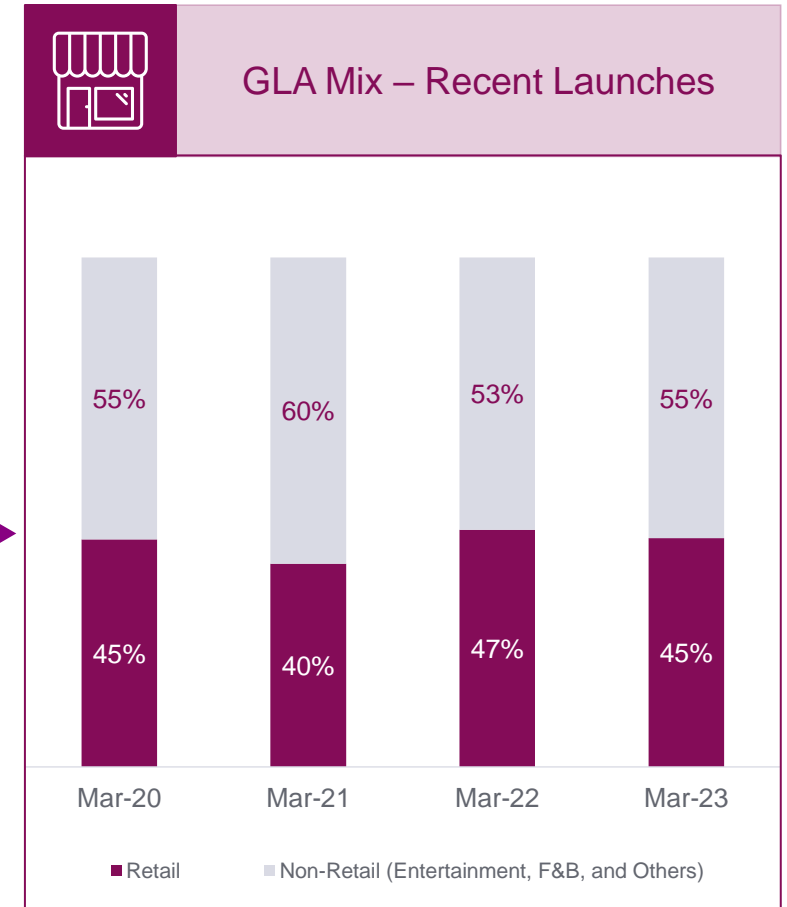
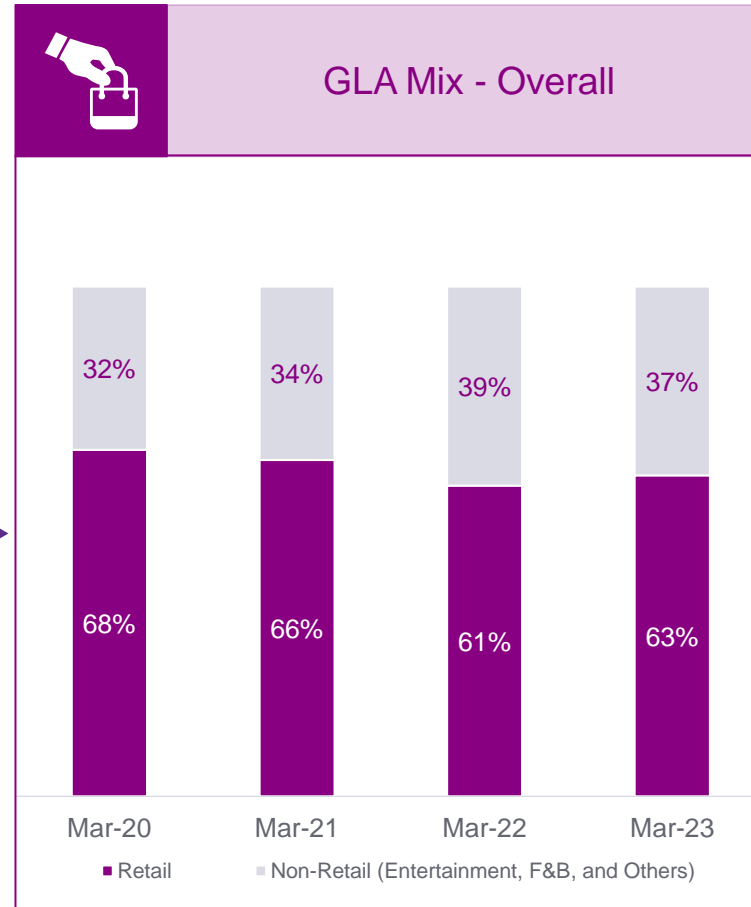
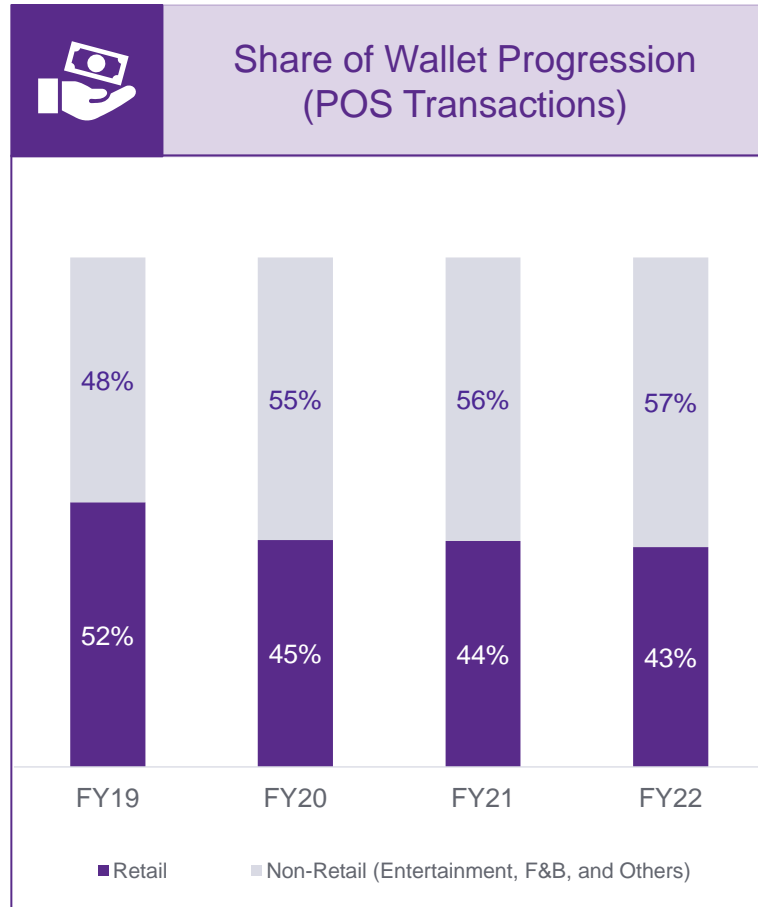
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Operational review

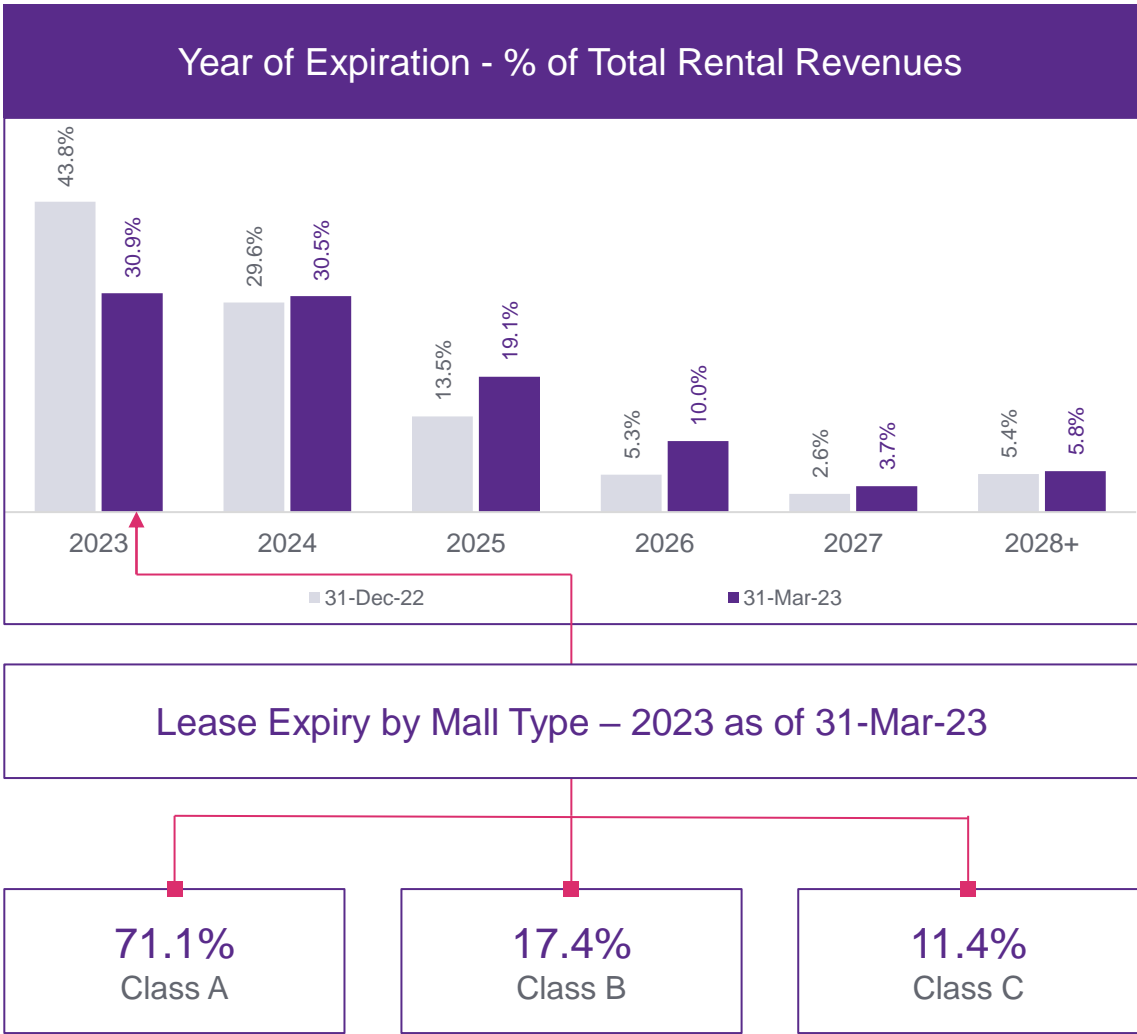
Consistent quarter on quarter growth in footfall



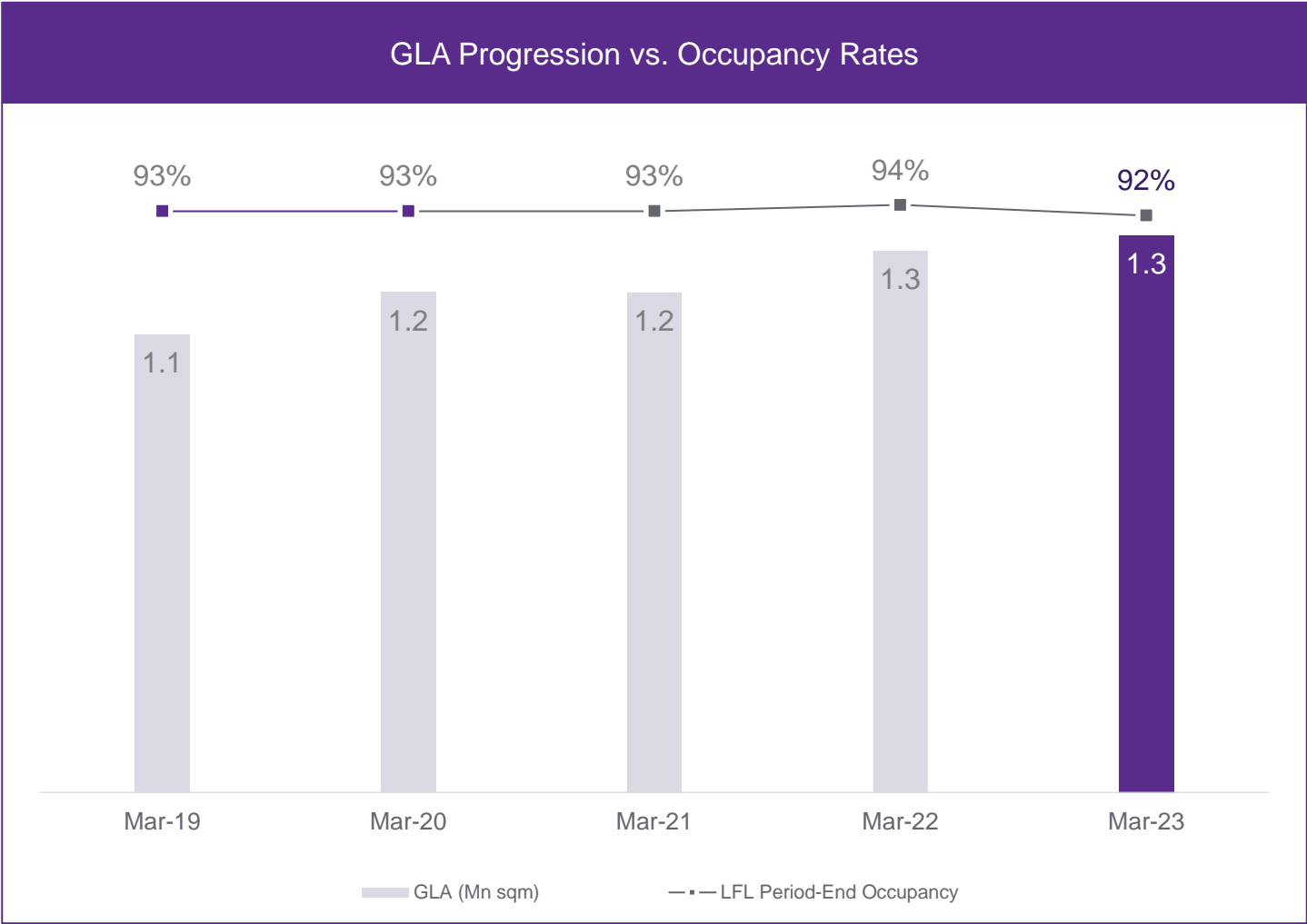
Improving GLA Mix Across Centers to Leverage Changing Consumer Behavior



Strong Renewal Rates Exceeding 90%



Occupancy Rate Decreased Due To Active Rotation of Tenants and Enhancement of Category Mix

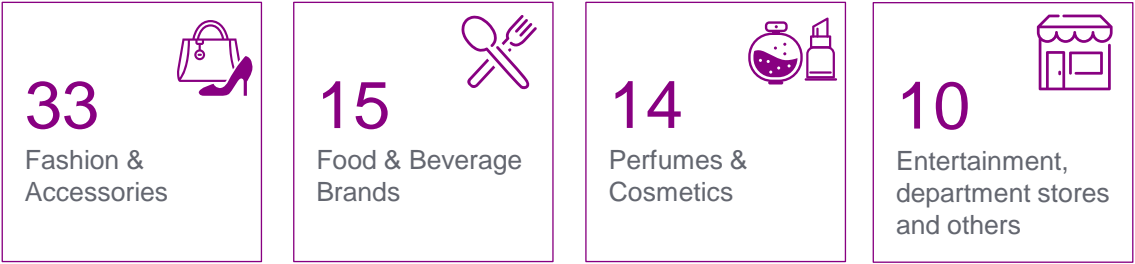


Attracting premium tenants while diversifying its GLA mix

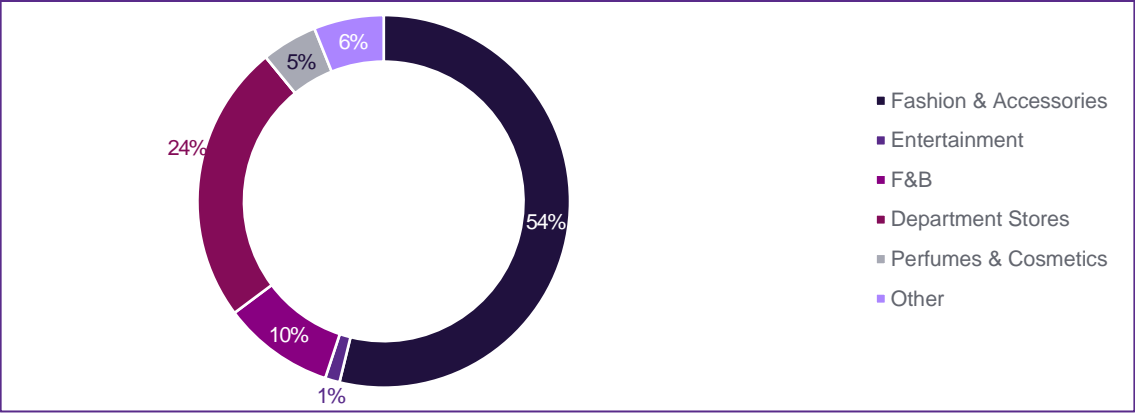
Cenomi Centers continues to optimize GLA with new lifestyle categories, including F&B, gyms, and clinics in line with changing consumer trends

Strong Onboarding Performance

72 new brands were onboarded at Cenomi Centers' malls during Q1 2023, including:



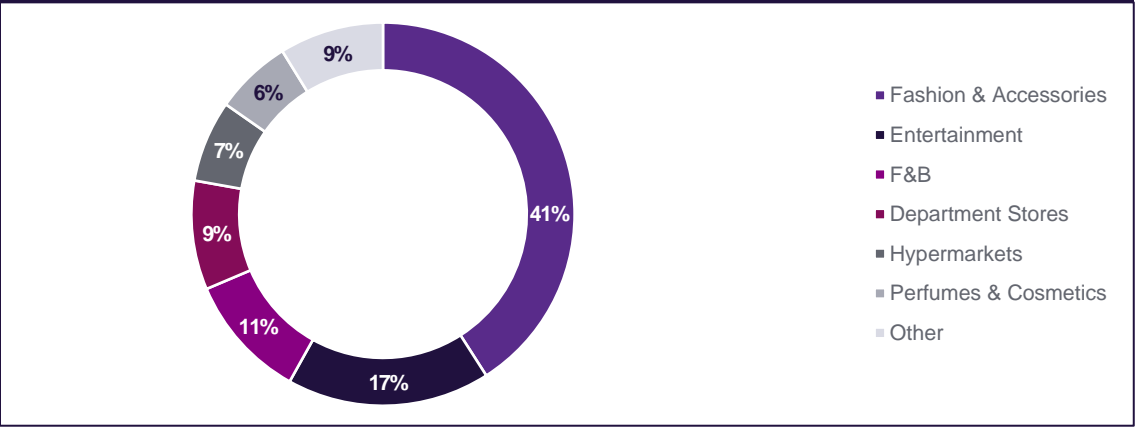
New Leases GLA Mix – Q1 2023



Preferred International Partner



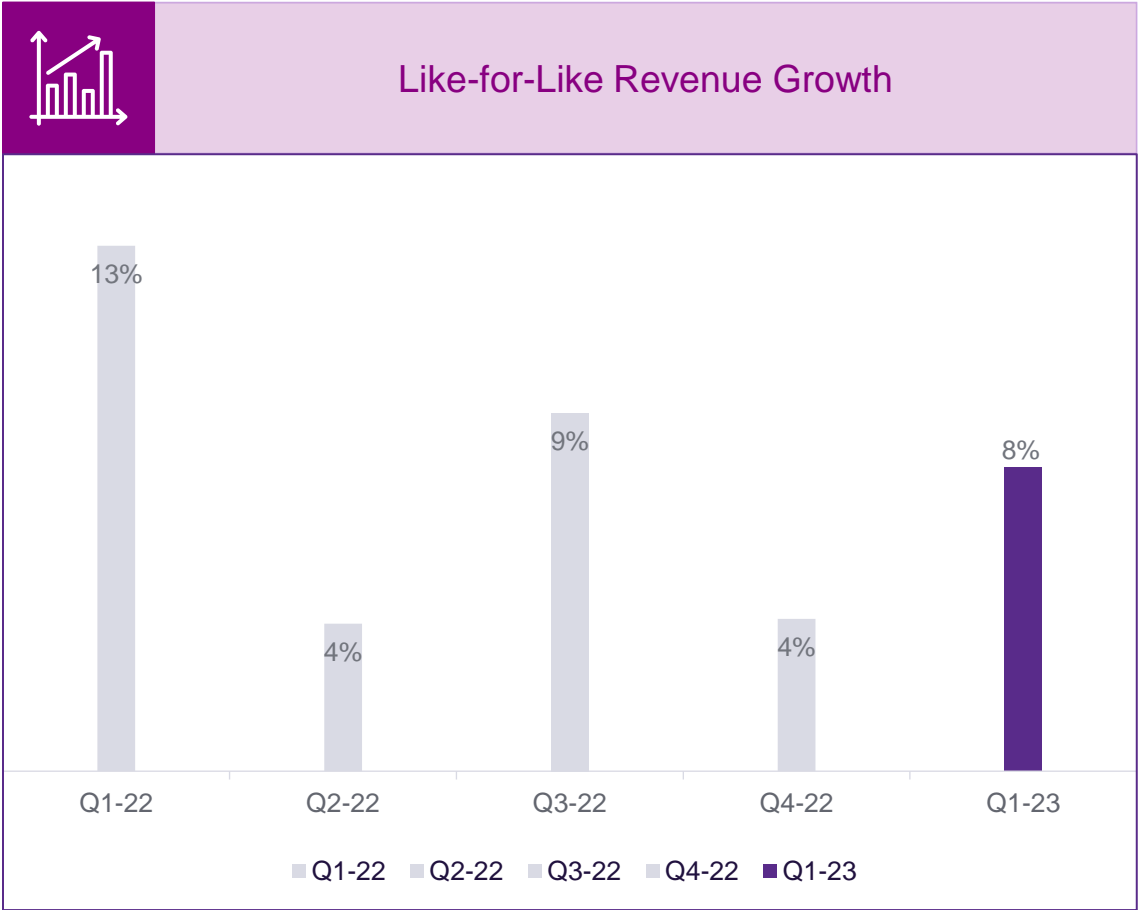
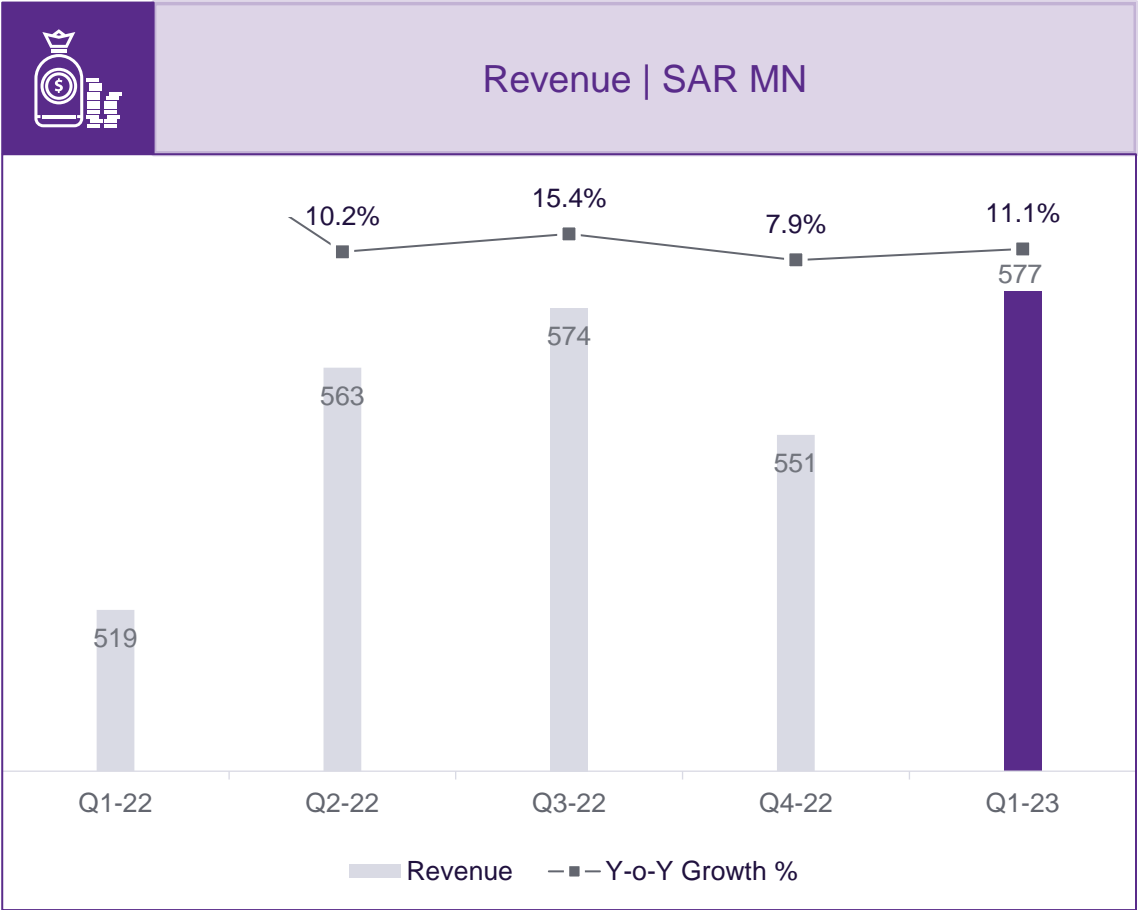
Overall GLA Mix – Q1 2023



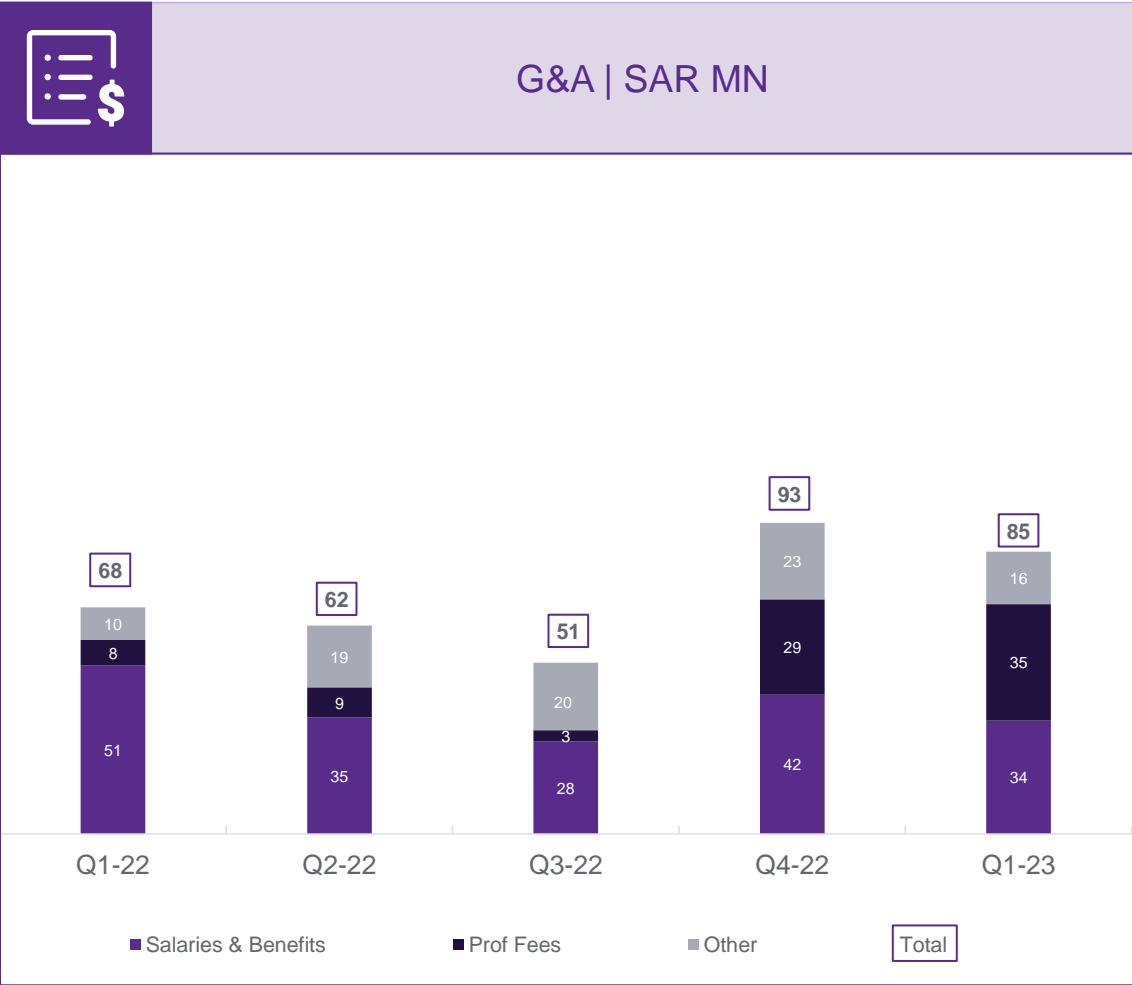
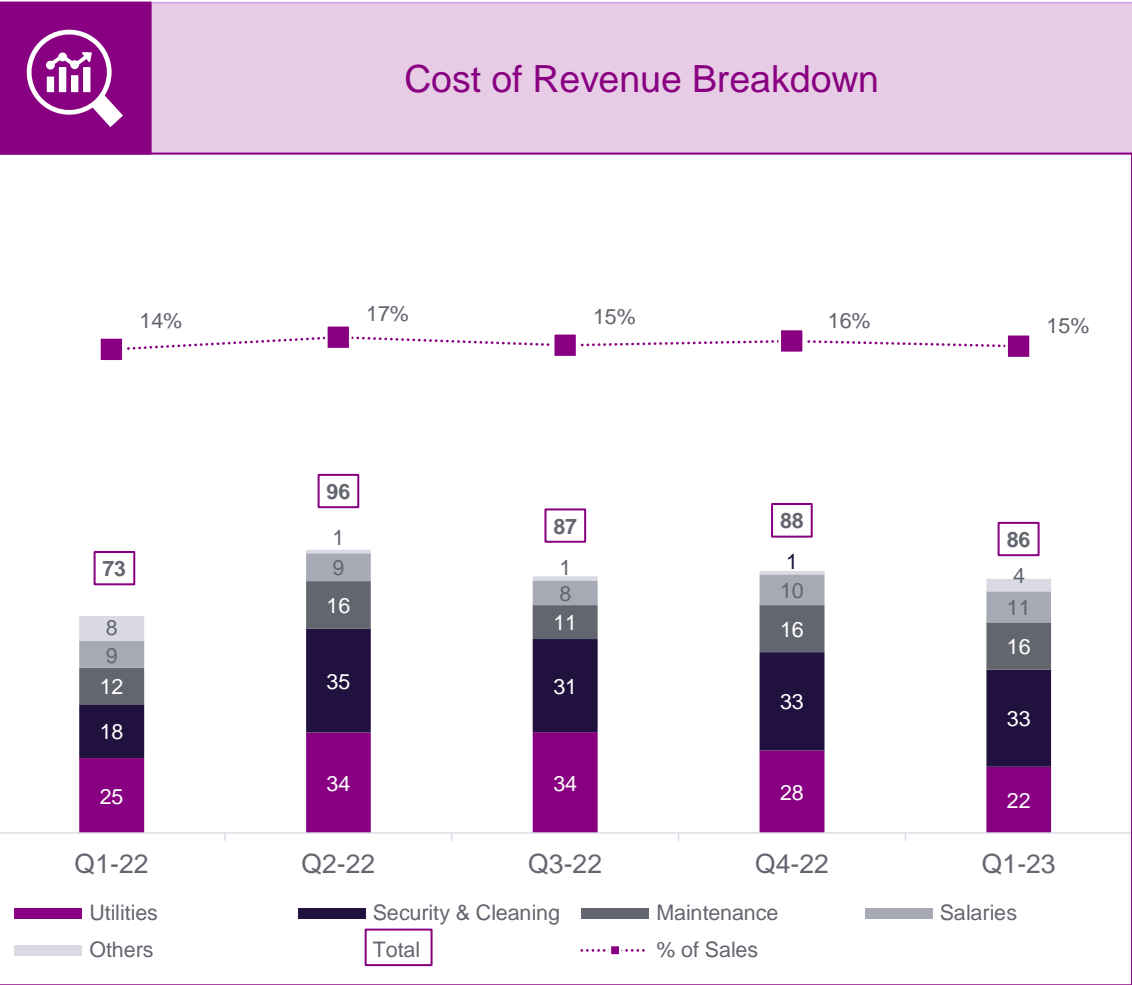
05

Financial overview

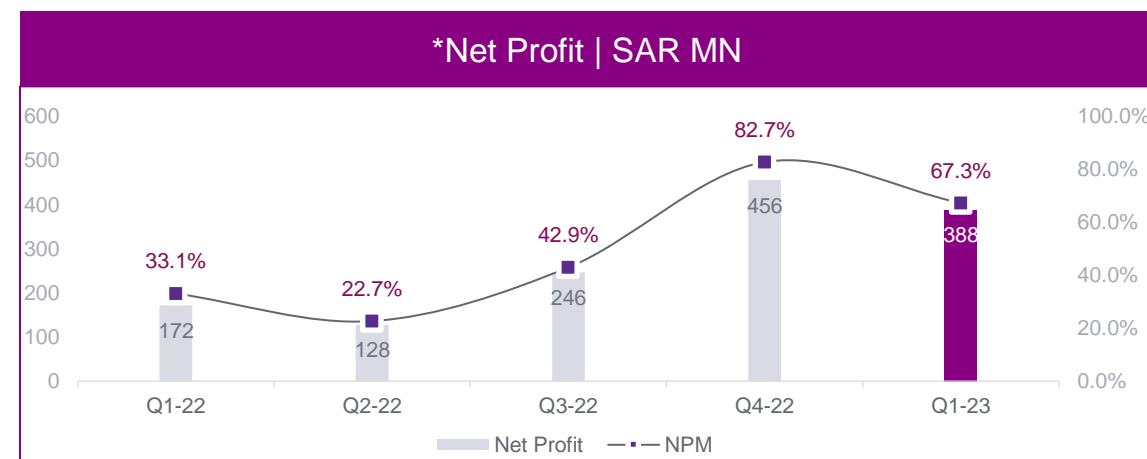
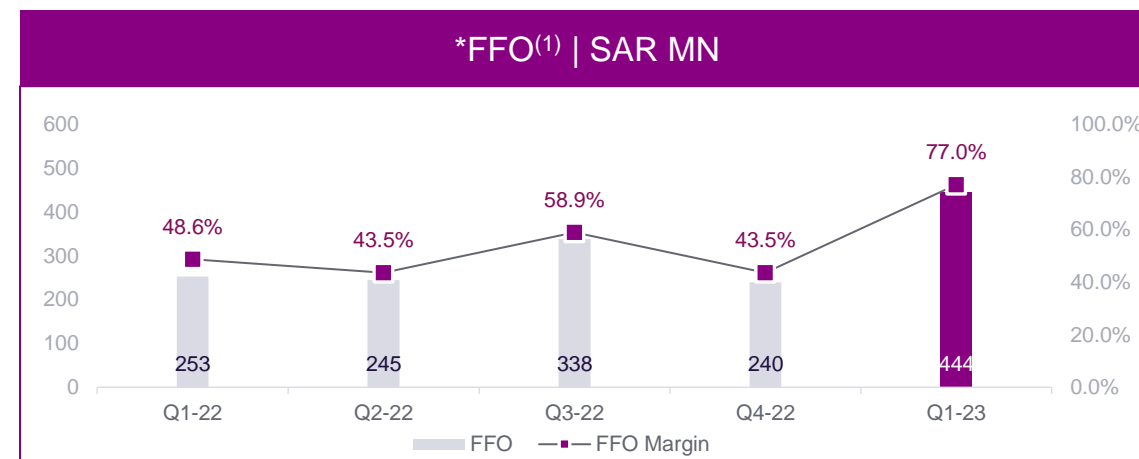
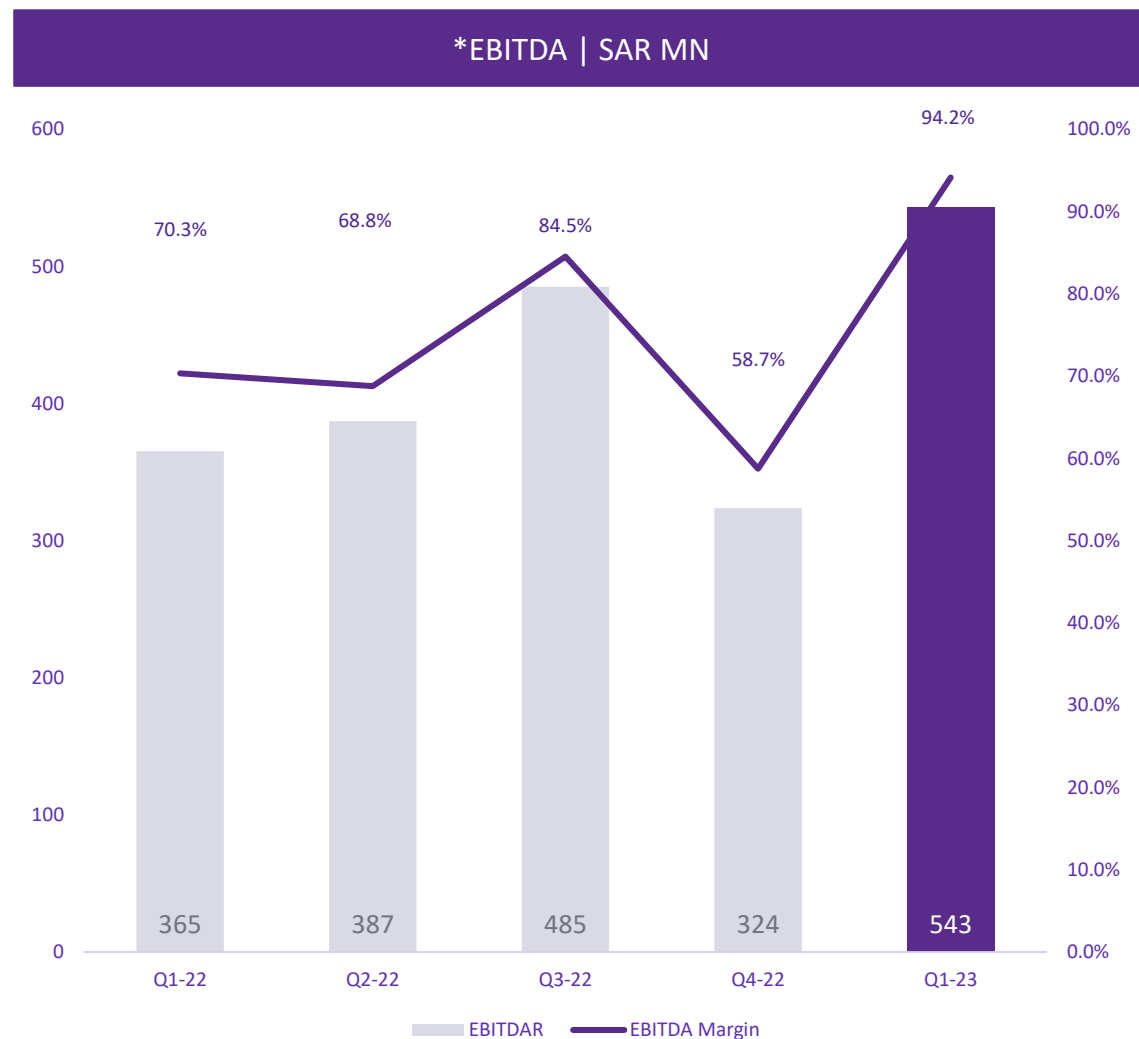
Higher Occupancy and Improving Pricing Supporting Revenue Growth



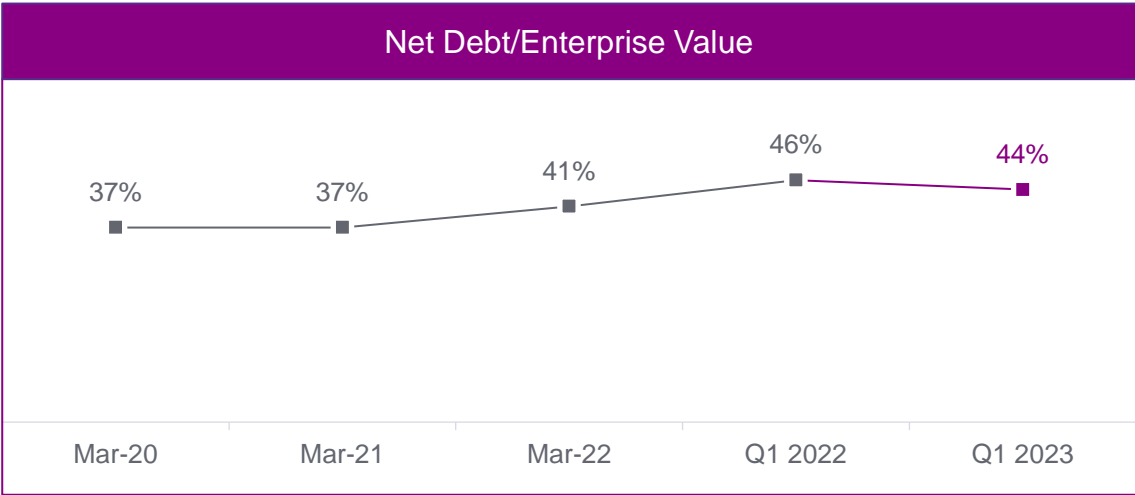
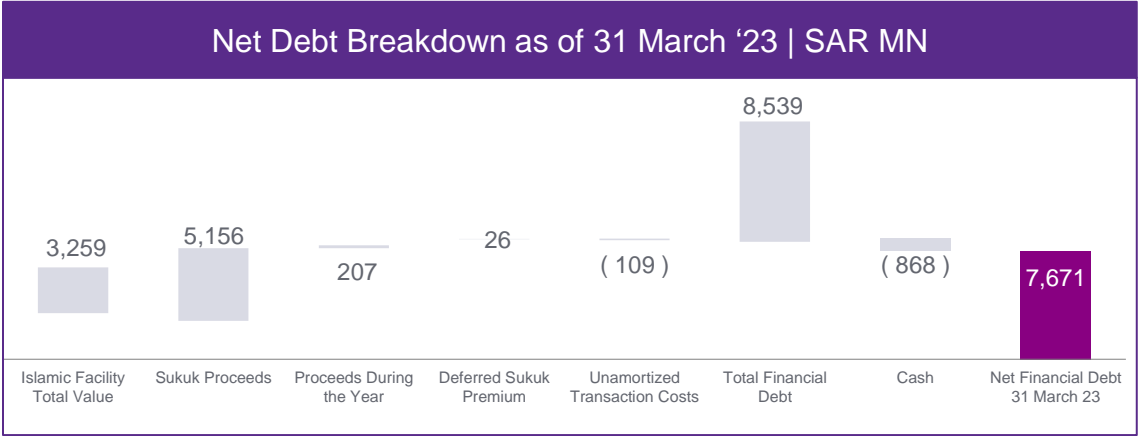
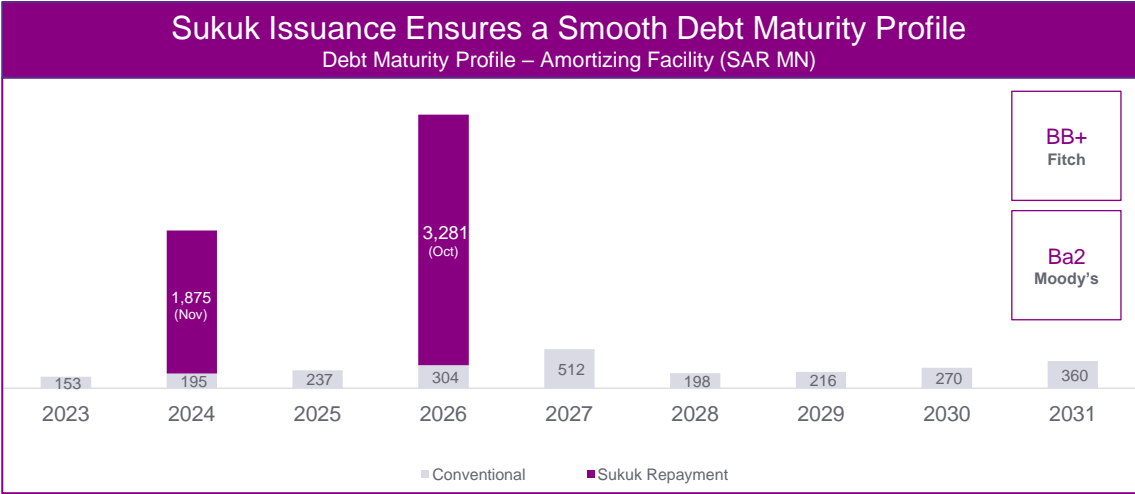
Efficiency Measures Drive Stable Costs



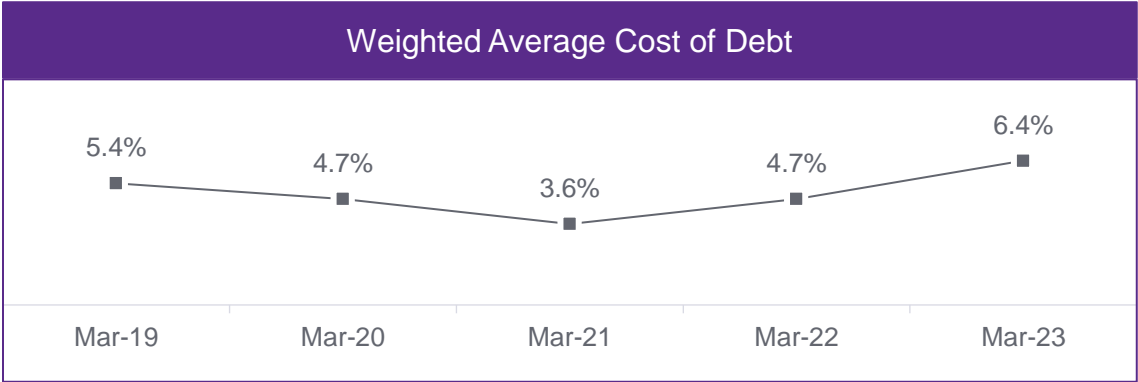
Improving Fundamentals Deliver Solid Core Profitability Growth



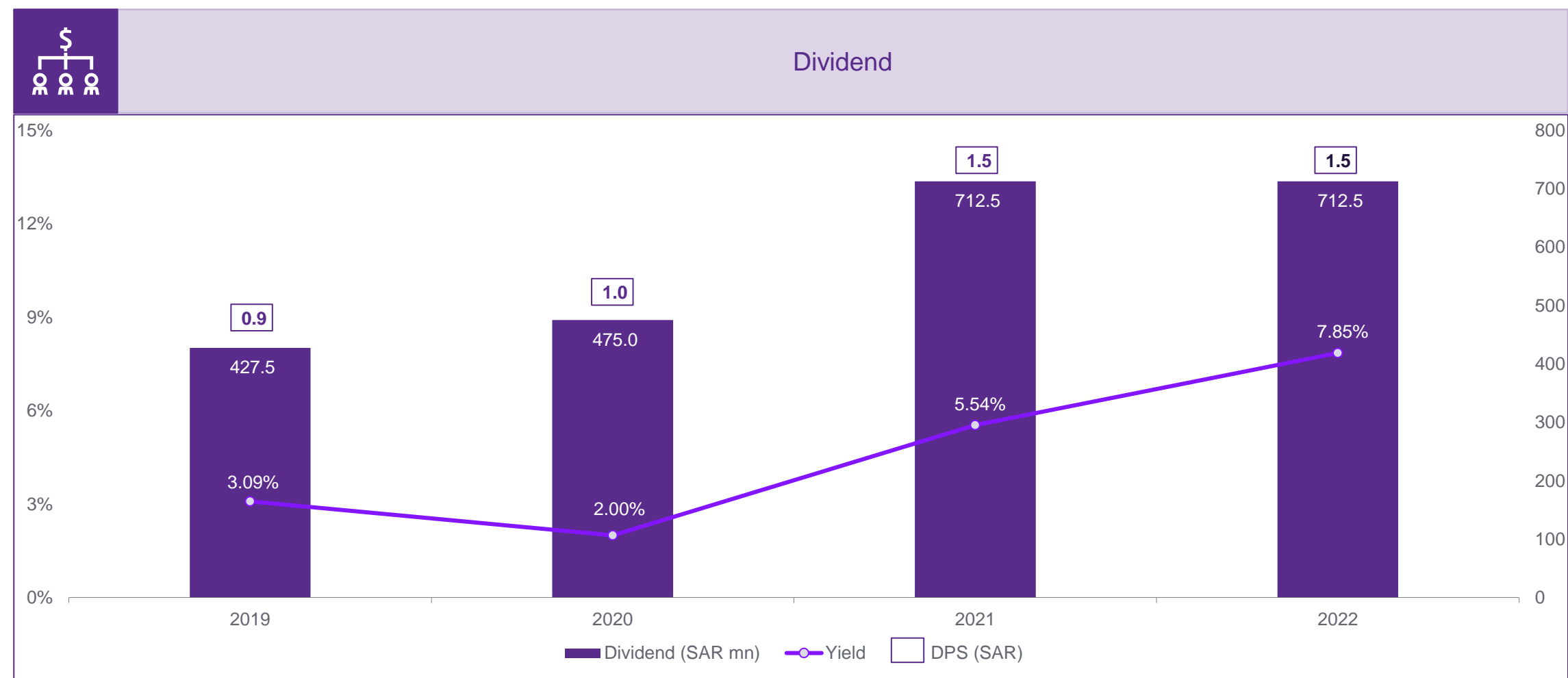
Backed by Stable Debt Profile and Calibrated Financing Policy



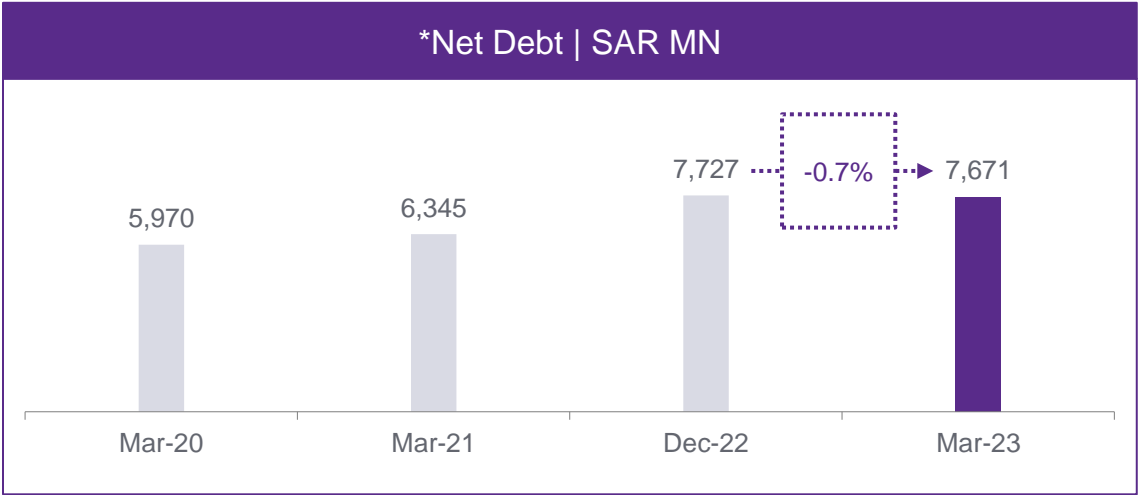
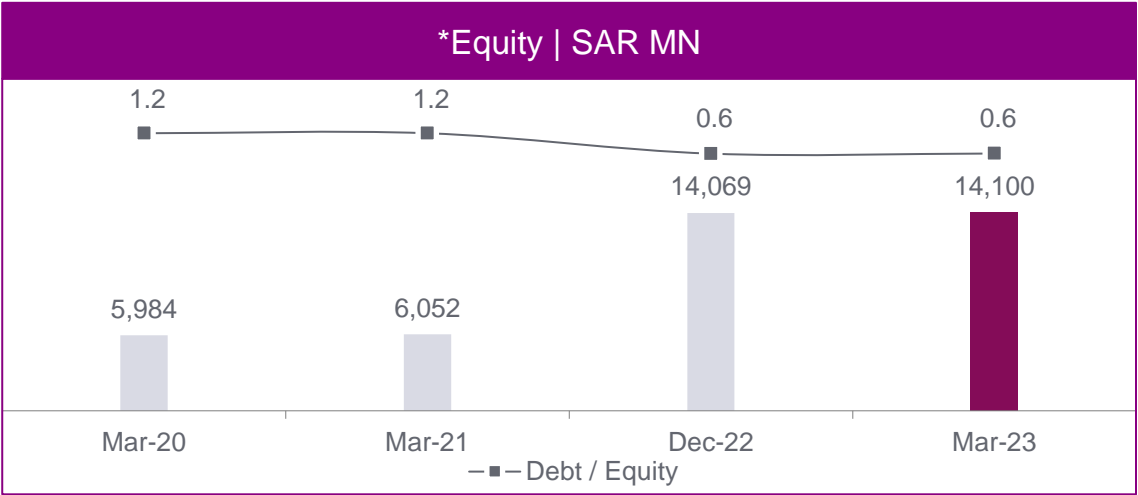
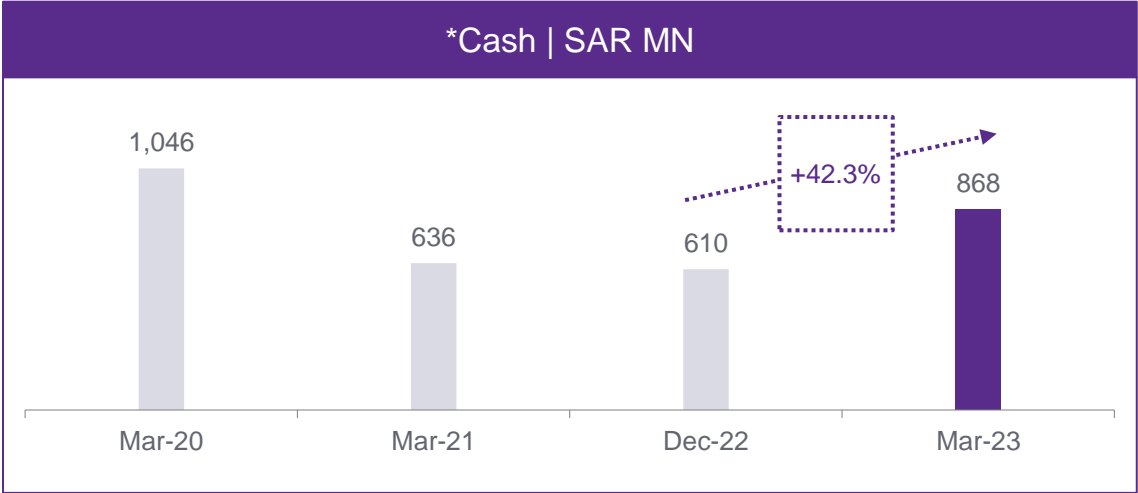
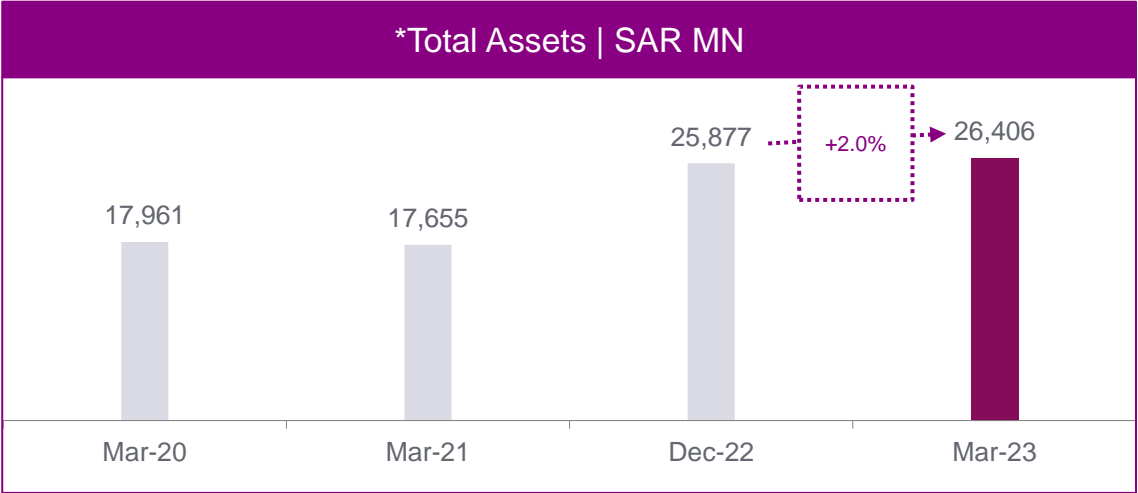
| | Mar-19 | Mar-20 | Mar-21 | Mar-22 | FY-22 | Mar-23 |
|----------------|--------|--------|--------|--------|-------|--------|
| Secured Debt | 100% | 74.0% | 74.0% | 34.0% | 39% | 40% |
| Unsecured Debt | 0% | 26.0% | 26.0% | 66.0% | 61% | 60% |



A Steadfast Commitment to Delivering Shareholder Value and Growing Dividends Stream



Strong and Liquid Balance Sheet



Initiated Sale of Non-core Landbank Assets

Program leverages favorable nationwide market conditions to unlock nearly SAR 2 billion of value for Cenomi Centers

| City | Location | Land Size (SQM) | Market Value |
|--------|-----------------------------|-----------------|--------------------------|
| Riyadh | King Fahad Road - Olaya | 18,000 | Sold at 230 MN |
| Riyadh | Adjacent to Jawharat Riyadh | 118,000 | Sold at 645 MN |
| Qassim | Adjacent to U-Walk Qassim | 1,216,000 | SAR 1.15 BN |
| Riyadh | Sahara Plaza | 13,000 | |
| Others | - | 603,000 | |



06

Summary

Cenomi Centers: Unlocking Growth Potential



Strong Macro
Growth Tailwinds

3.9% GDP growth
in Q1 2023



Saudi Arabia's top
provider of
organized retail
space

10 cities
21 malls
1.3mn sqm
4900+ stores



Offering a unique
blend of curated
brands and
engaging physical
experiences for a
competitive edge

72 new brands
onboarded in Q1-
2023



A Legacy of
Consistent
Delivery in the
KSA Market Since
2002 (project
pipeline)

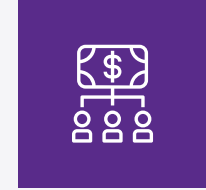
Average of **1+**
new centres per
annum



Redefining the
Mall Experience
with Ambitious

SAR **5.0** billion
CAPEX Program

7 Market-Leading
Projects



Unlocking Value
for Shareholders
with Attractive
Dividend Payout

**7.85% dividend
yield** in 2022
vs. 3.5%-4.0% for
Tadawul All-
Share's

07

Appendix

Income Statement

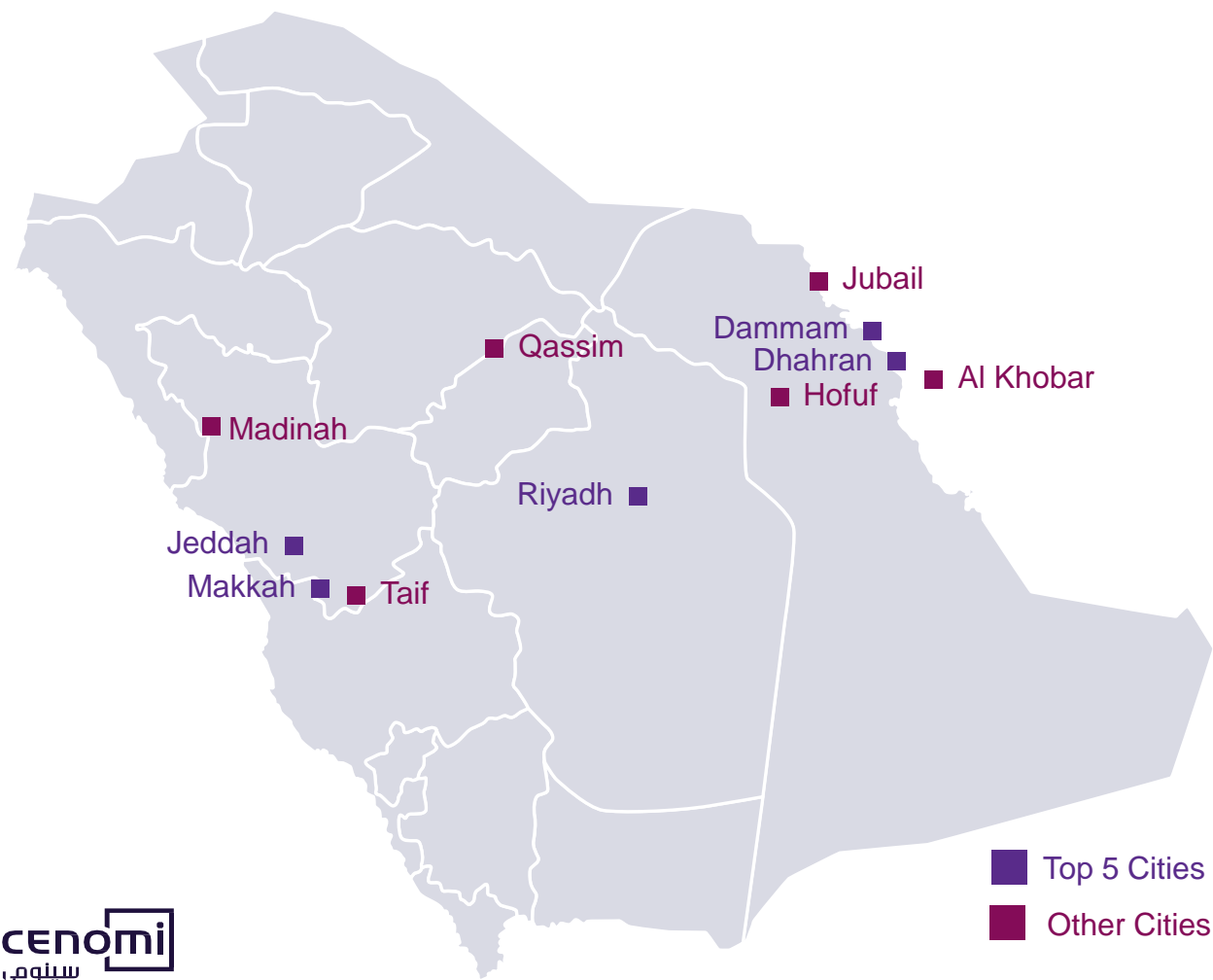
| *Income statement (SAR 000) | Q1'23 | Q1'22 | % Change y-o-y |
|---|-----------------|-----------------|----------------|
| Revenue | 576,782 | 519,168 | 11.1% |
| Gross Profit | 491,146 | 446,054 | 10.1% |
| Gross Profit Margin | 85.2% | 85.9% | -0.8pp |
| Operating Profit | 490,082 | 295,588 | 65.8% |
| Financial Charges | (60,331) | (40,791) | 47.9% |
| Interest Expense On Lease Liabilities | (26,420) | (40,491) | -34.8% |
| Net Finance Costs | (86,752) | (81,283) | 6.7% |
| Share Of Profit (Loss) From Equity-accounted Investee | (2,945) | (11,044) | -73.3% |
| Profit Before Zakat | 400,385 | 203,261 | 97.0% |
| Zakat Charge | (12,368) | (31,403) | -60.6% |
| Profit For The Period | 388,017 | 171,857 | 125.8% |
| Net Profit Margin | 67.3% | 33.1% | 34.2pp |
| EBITDA | 543,073 | 365,222 | 48.7% |
| EBITDA Margin | 94.2% | 70.3% | 23.8pp |
| FFO | 443,954 | 252,535 | 75.8% |
| FFO Margin | 77.0% | 48.6% | 28.3pp |

Balance Sheet

| *Balance Sheet (SAR 000) | Mar-23 | Dec-22 |
|---|-------------------|-------------------|
| ASSETS | | |
| Current Assets | 2,338,728 | 2,465,620 |
| Investment properties | 23,739,580 | 23,075,741 |
| Right-of-use assets | - | - |
| Other non-current assets | 327,197 | 335,498 |
| TOTAL ASSETS | 26,405,505 | 25,876,859 |
| LIABILITIES | | |
| Current Liabilities | 2,254,381 | 1,914,839 |
| Non-Current Liabilities | 10,050,674 | 9,893,419 |
| Total Equity | 14,100,449 | 14,068,600 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 26,405,505 | 25,876,859 |

Largest Retail Platform in Saudi Arabia, with 28 Existing and Pipeline Assets Across Key Metropolitan Areas

Diversified portfolio strategically positioned in large catchment areas



Makkah Mall

Jeddah

- Aziz Mall
- Mall of Arabia
- Haifa Mall
- Salaam Mall
- Yasmin Mall
- Jeddah Park
- City Walk Jeddah
- Jawharat Jeddah

Dammam

- Nakheel Mall – DMM

Riyadh

- Sahara Plaza
- Salaam Mall
- Tala Mall
- The View
- Nakheel Mall - RUH
- Hamraa Mall
- U-Walk
- Jawharat Riyadh
- Murcia Mall

Dhahran

- Mall of Dhahran

Madinah

- Noor Mall

Al Ehsa Mall

Qassim

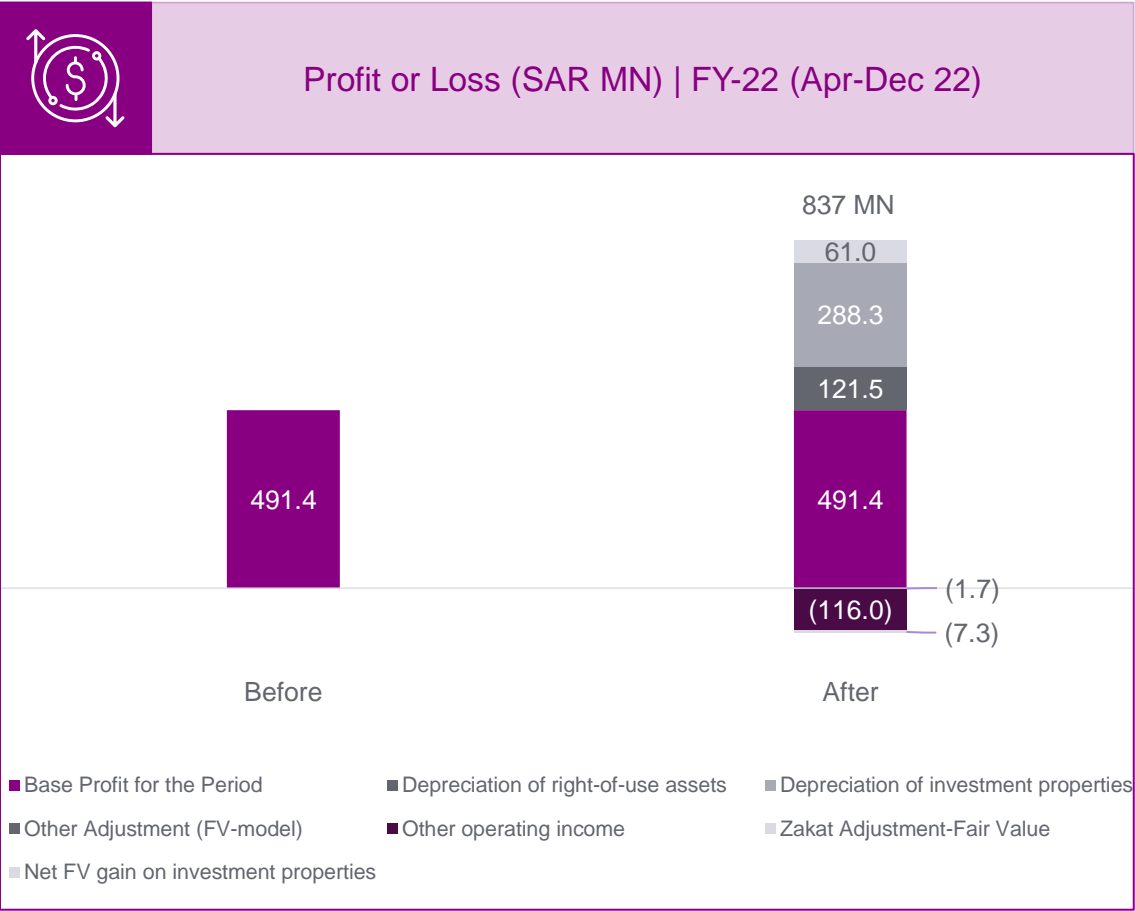
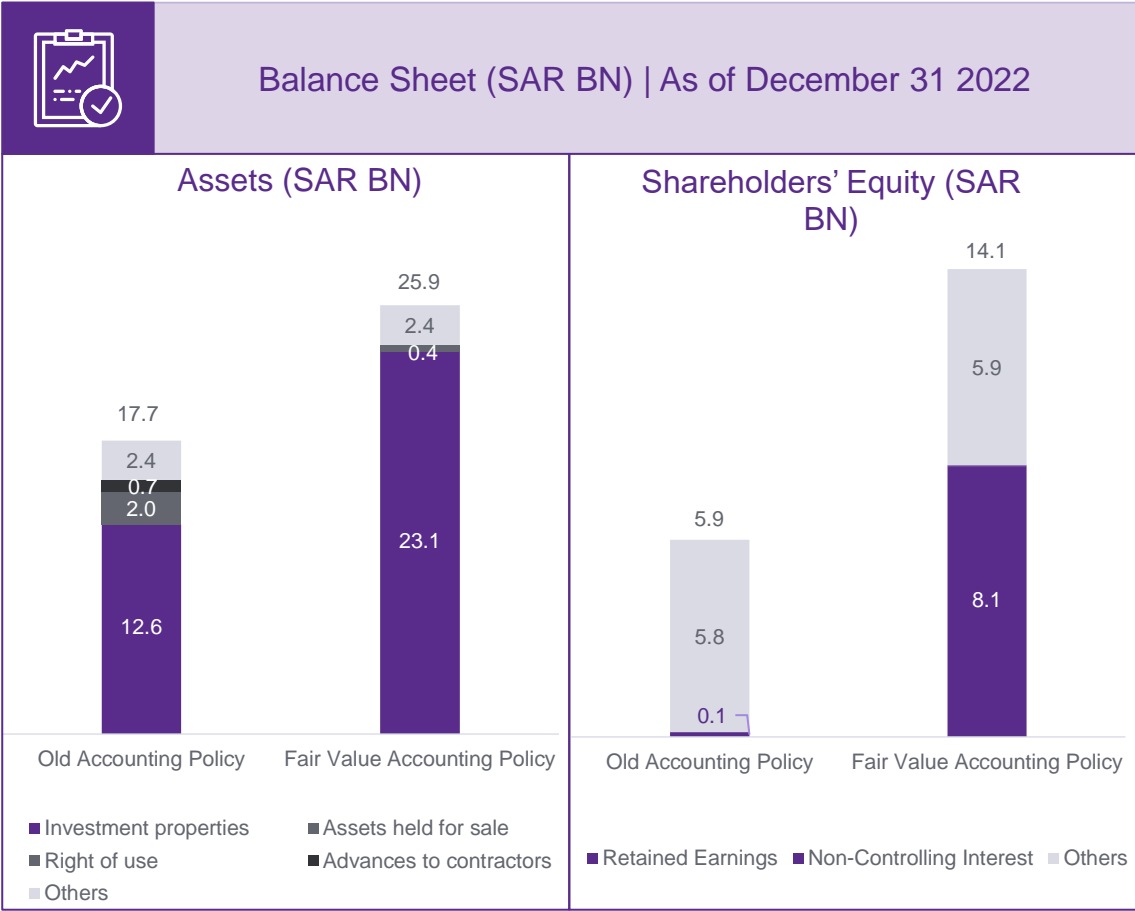
- Nakheel Plaza
- City Walk Qassim

Jubail Mall

Jouri Mall

Jawharat Al Khobar

Fair Value Model Adoption in December 2022 will Strengthen Cenomi Centers' Financial Position



Our Malls

| | Mall | City | Performance Category | Lease Expiry | Year Opened | GLA 000'Sqm | Occupancy | Revenue Contribution | Cineplex Presence |
|-----|-----------------|---------|----------------------|-----------------------|-------------|----------------|-----------|----------------------|-------------------|
| 1. | Mall of Dhahran | Dhahran | A | '26 | '05 | 158 | 95.0% | 13.2% | ✓ |
| 2. | Salaam | Jeddah | B | '32 | '12 | 126 | 91.1% | 6.3% | 2023 |
| 3. | Mall of Arabia | Jeddah | A | Freehold | '08 | 112 | 98.2% | 11.3% | ✓ |
| 4. | Nakheel | Riyadh | A | '34 | '14 | 78 | 95.6% | 11.7% | ✓ |
| 5. | Aziz | Jeddah | B | '46 | '05 | 71 | 75.4% | 4.8% | ✓ |
| 6. | Noor | Madinah | A | Freehold | '08 | 68 | 91.9% | 5.5% | 2023 |
| 7. | Yasmin | Jeddah | B | '34 | '16 | 61 | 95.6% | 5.7% | ✓ |
| 8. | Hamra | Riyadh | A | Freehold | '16 | 56 | 95.0% | 5.2% | ✓ |
| 9. | Ahsa | Ahsa | C | Freehold | '10 | 46 | 84.2% | 1.8% | ✓ |
| 10. | Salam | Riyadh | B | Freehold | '05 | 48 | 94.9% | 2.8% | ✓ |
| 11. | Jouri | Taif | B | '35 | '15 | 49 | 97.0% | 4.9% | - |
| 12. | Makkah | Makkah | A | Freehold | '11 | 37 | 98.2% | 6.1% | - |
| 13. | Nakheel | Dammam | A | Freehold | '19 | 61 | 97.8% | 6.9% | ✓ |
| 14. | U-Walk | Riyadh | A | '46 | '19 | 56 | 89.2% | 3.7% | ✓ |
| 15. | Nakheel Plaza | Qassim | C | '29 | '04 | 40 | 96.6% | 2.0% | ✓ |
| 16. | Haifa | Jeddah | C | '32 | '11 | 34 | 84.1% | 1.5% | ✓ |
| 17. | Tala | Riyadh | C | '29 | '14 | 21 | 91.8% | 1.3% | ✓ |
| 18. | Jubail | Jubail | C | Freehold | '15 | 22 | 61.8% | 0.8% | ✓ |
| 19. | Sahara Plaza | Riyadh | C | Freehold | '02 | 15 | 100.0% | 0.2% | - |
| | | | | | LFL | 1,157 | 92.3% | 95.7% | |
| 20. | Jeddah Park | Jeddah | A | Operational Agreement | 21 | 122 | 70.5% | 0.0% | 2023 |
| 21. | The View | Riyadh | A | Freehold | 21 | 56 | 90.1% | 4.3% | ✓ |
| | | | | | Total | 1,335 | 90.2% | 100% | |

Update on key ESG KPIs during Q1'23

We are committed to our sustainability journey through a course of continuous improvements to operate in a conscious and responsible way.

CEO Alison Rehill-Erguven



Caring for Nature

32%



Increase on a yearly basis of electricity acquired from the grid in purchased electricity mix

90%



Energy consumption data coverage throughout all malls, including tenants. This allows Cenomi Centers to understand where major energy savings can be implemented

100%



Green IT by adopting Cloud Computing for all IT hardware and software solutions, reducing electricity consumption, and replacing high-carbon physical products by their virtual equivalents

Enriching our People

100%



Of employees received career development reviews

15%



Growth in total employees

42%



Of workforce are youth aged 18-30 years

0



Fatalities or injuries for employees or contractors

Creating Vibrant Environments our People

+12.5%



Footfall (FY2022 over FY2021)

84%



Visitors' satisfaction

+14%



No. of followers & subscribers (twitter, Instagram, facebook)

92%



Employee satisfaction

22%



Increase in female staff

76.5%



Nationalization rate

2,800



Hours of health and safety training

SAR 10.1 MN



Donated to sponsorships and community projects

96.1%



Of spending on local suppliers

SAR 10.1 MN



Spend with local suppliers

Cenomi Centers



Thank you

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