

DAR AL ARKAN

دار الأركان

Investor Presentation

FY 2022



DAR AL ARKAN

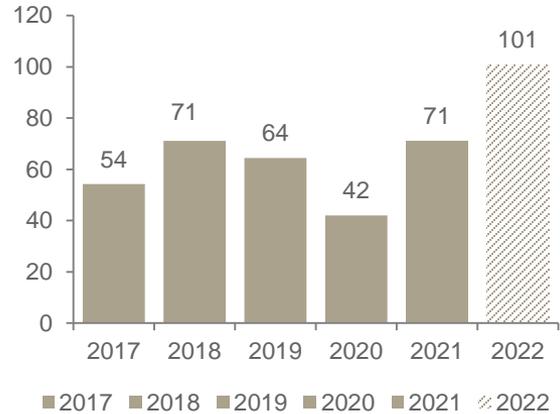
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1 | MACRO ECONOMIC OVERVIEW & KSA REAL ESTATE MARKET

2022 saw an accelerated growth and forecasted to maintain growth in 2023 and forward

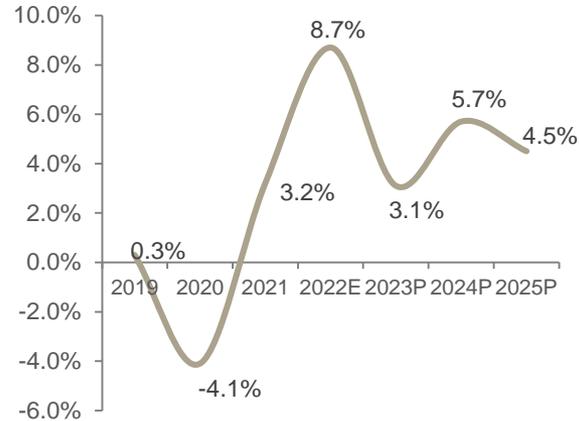
Average Brent Oil Prices



Source: Statista

- Brent oil price stood at \$82.82 as of 30 Dec 2022.
- Brent oil price averages \$101 for the full year 2022 up from \$71 in previous year reflecting an increase of 42%.
- The war in Ukraine with the related sanctions imposed on Russia and the heightened geopolitical risks against a low inventory backdrop have driven the oil price to levels not seen since 2014 and the oil price peaked at \$133 in March 2023.

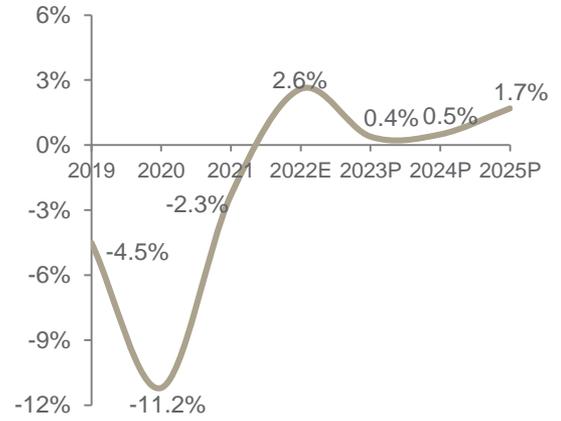
GDP Growth Accelerated in 2022



Source: Ministry of Finance

- Saudi GDP grew by 8.7% in 2022 compared to 3.2% recorded in 2021.
- The Saudi Arabia's real GDP expanded by 5.5% in Q4-2022 compared to a year earlier according to latest report released by GASTAT.
- It was the seventh straight quarter of economic expansion, largely driven by a 6.2% increase in non-oil activities. Meanwhile, oil activities expanded by 6.1% and government services activities rose by 1.8%.
- Saudi Arabia will maintain its position as the fastest growing economy among the G-20 countries despite the turmoil caused by rising inflation and soaring interest rates across the globe, according to the IMF.
- IMF lowered Saudi Arabia's economic growth forecast to 2.6% for 2023

Deficit Turns to Surplus in 2022



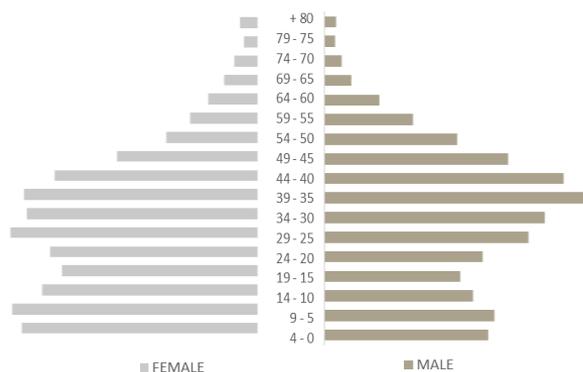
Source: Ministry of Finance

- Saudi Arabian economy posted a budget surplus of SAR 104 billion in 2022, constituting 2.6% of the Saudi gross GDP that is 16% over the projection of SAR 90 billion.
- The Kingdom's total revenue in FY 2022 reached SAR 1,268 billion, an increase of 31% from SAR 965 billion in 2021 and also slightly higher than 2022 estimated value of SAR 1,222 billion.
- Despite the anticipation of achieving budget surplus during FY 2023, the government intends to continue the borrowing activities with the aim of repaying debt principle that becomes due during FY 2023.
- Debt levels reached to SAR 990 billion or 25% of GDP in 2022 compared with SAR 938 billion in 2021.

The strong long-term fundamentals of the market remain intact

Positive Demographic Trends

KSA Total Population (Age/Gender)



Total population projection of 36.2 million for 2022

- Population growth of around 2% per year.
- Almost 60% of the population below the age of 30, entering their home making years.
- High per capita individuals per household.
- Social evolution leading younger generation to seek more independent living arrangements.

Supply Shortages



- Chronic under supply of residential housing.
- MoMRAH estimates suggest that the Kingdom has the requirement for an additional 1.2 million homes by 2030.
- Low home ownership penetration among Saudis, was reported at 60% in 2020 and is expected to reach 62% by 2025.
- 70% target as part of Vision 2030 for home ownership penetration.
- His Royal Highness, The Crown Prince, announced recently that the demand expectations for housing over the next 10 years to exceed 4 million units.

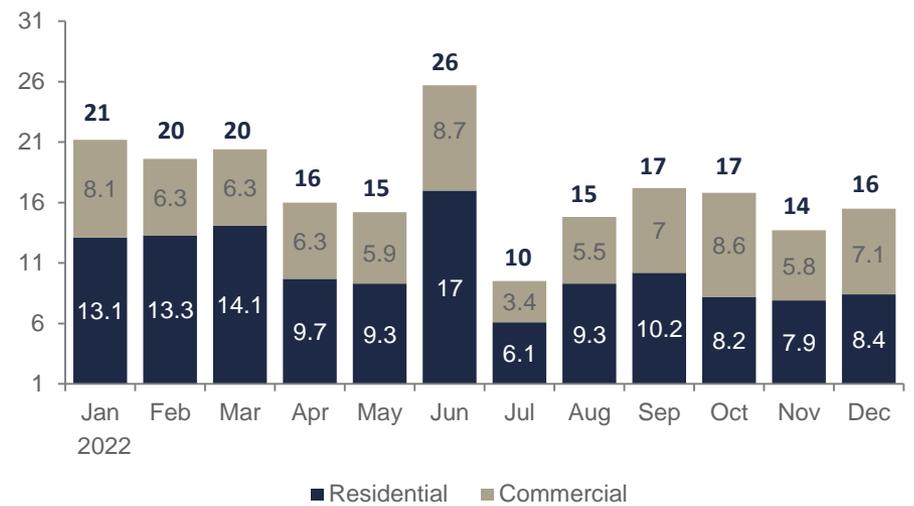
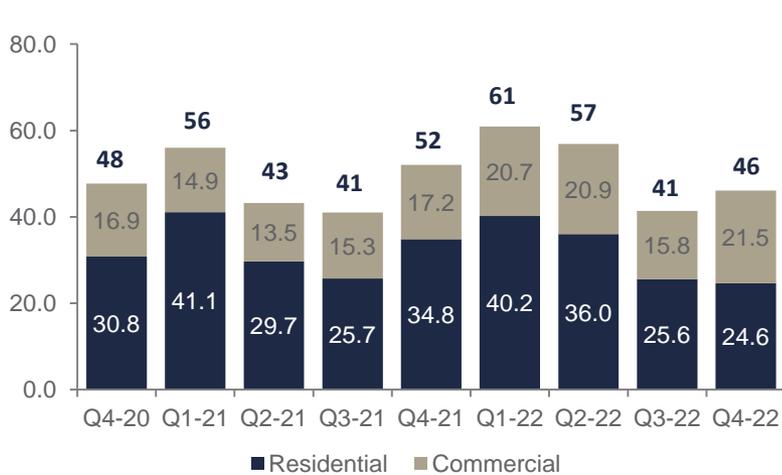
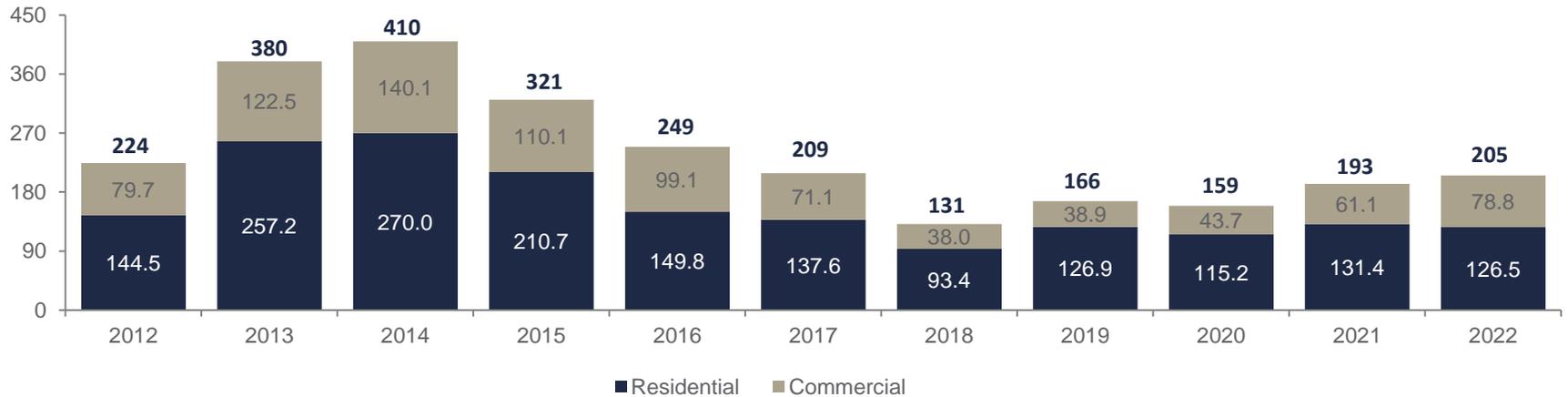
Government Support



- Real estate transactions are covered under the scope of 'Real estate Transaction tax' of 5%.
- On-going MoMRAH Sakani program for low income households continues to honor existing participants & new participants.
- Sakani program has given housing to over 684,000 families in the Kingdom so far.
- REDF support through interest free mortgages.
- SRC adding liquidity to the mortgage market.
- Banks continue the support of mortgage provision.

KSA Real Estate Sector Overview

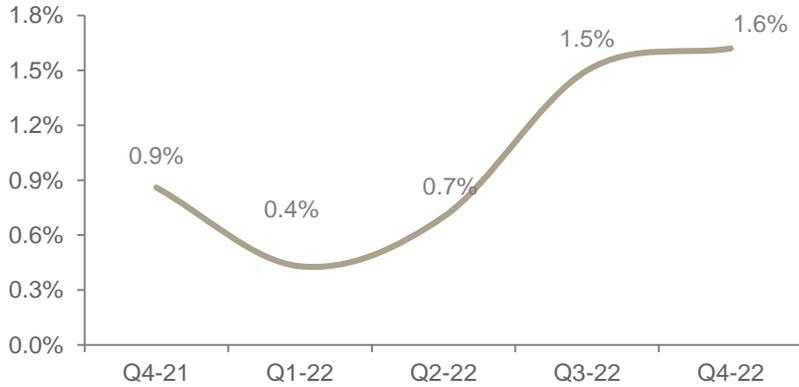
Residential & Commercial deals rose 6% (YoY) an increase of SAR 12 billion



Value of Real Estate Transactions in KSA (SAR bn)

The Real Estate Price Index continues its positive momentum YoY and QoQ

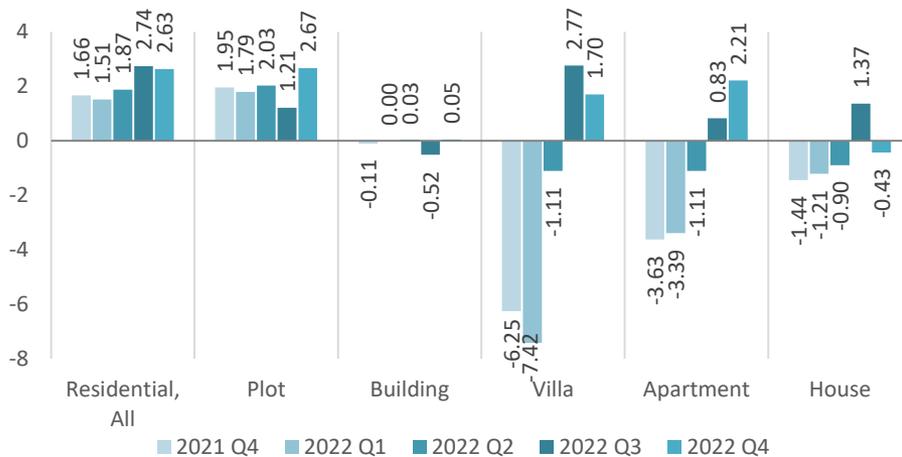
KSA Real Estate Price Index (YoY)



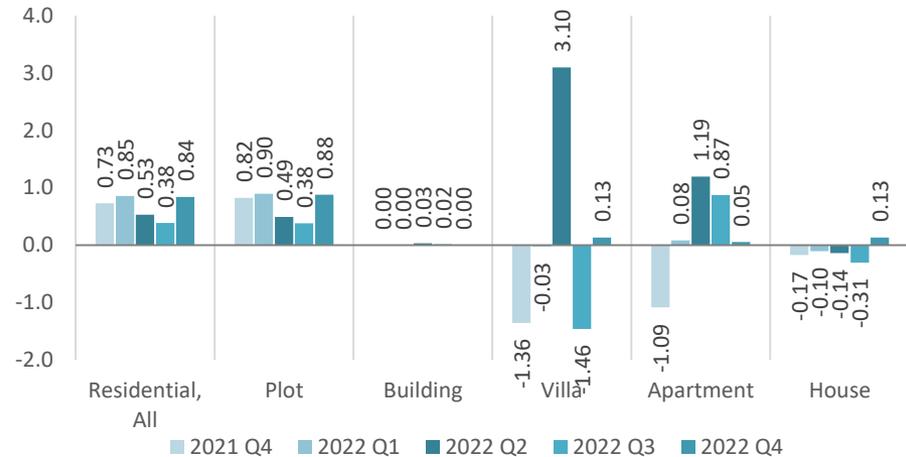
KSA Real Estate Price Index (QoQ)



Residential Real Estate Price Index by Type (YoY%)



Residential Real Estate Price Index by Type (QoQ%)



2 | KEY BUSINESS INDICATORS OVERVIEW

Revenues 57.5%	EBITDA 55.9%	Investment In Development Properties 54.1%
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SAR 3,925 mn

(2021 : SAR 2,493 mn)

SAR 1,320 mn

(2021 : SAR 847 mn)

SAR 3,473 mn

(2021 : SAR 2,254 mn)

Cash And Bank	Gross Debt/ Capitalization	Book Value Per Share
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SAR 5,929 mn

(2021 : SAR 4,153 mn)

36%

(2021 : 33%)

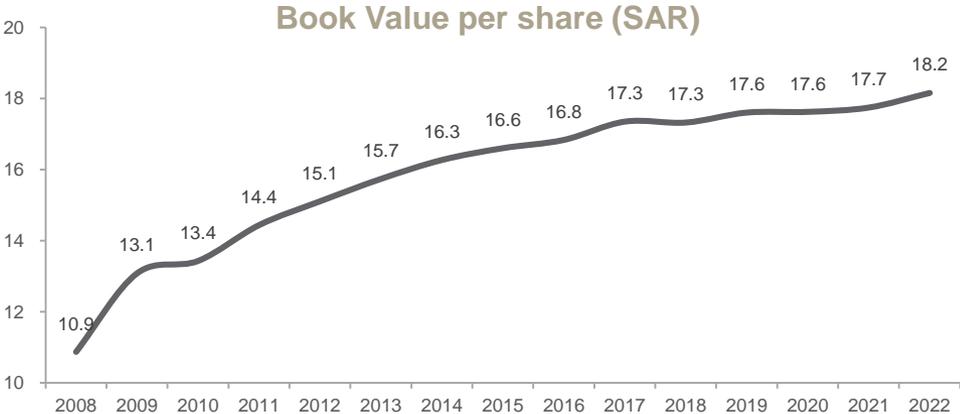
SAR 18.2

(2021 : SAR 17.7)

Strong Financial Position

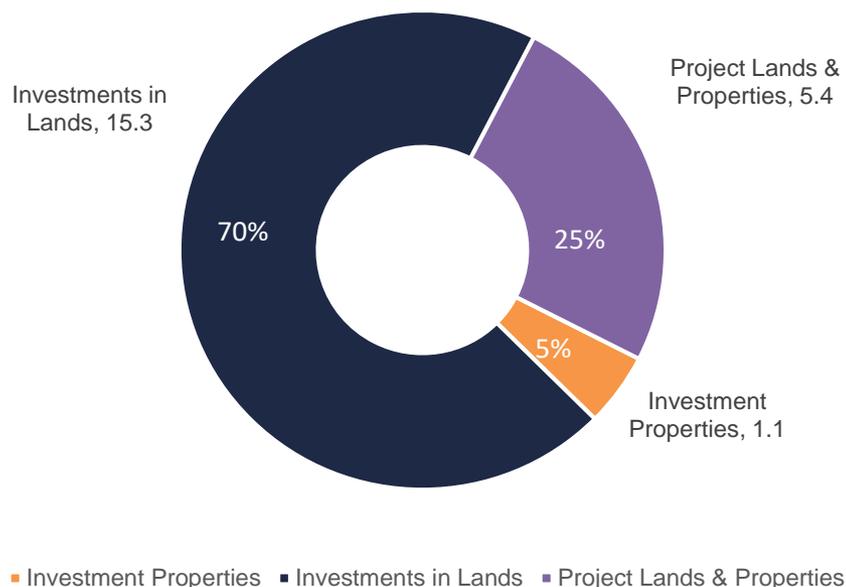
DAAR maintains a strong balance sheet with SAR 9.5 billion in cash and trade receivables against gross debt of SAR 10.8bn. Cash balance is sufficient to meet all operating expenses and debt maturities for the next two years.

Despite carrying assets at cost, the 67% rise in book value of shares over last 14 years is reflective of the company’s rising financial strength.



- DAAR's Real Estate assets portfolio at cost is SAR 21.8 bn.

Real Estate Properties Break up - SAR bn

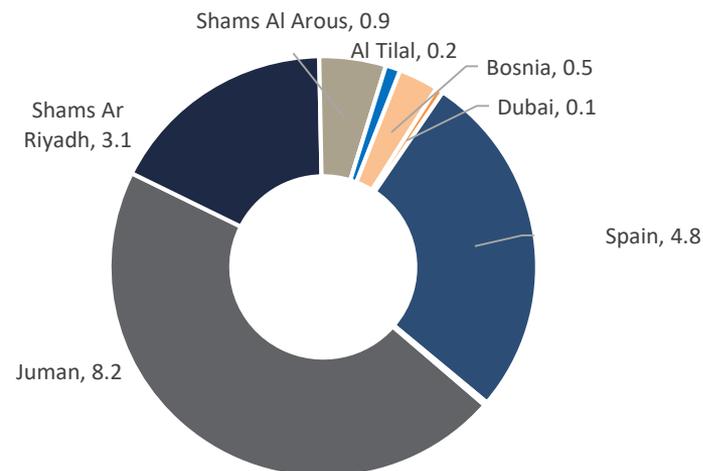


**Project Lands & Properties along with Investments in Lands are clubbed together as "Development Properties" in financial statements.*

- Real Estate Properties are carried at historical cost.

- DAAR has a strong pipeline of projects across the Middle East and Europe totaling 17.8 mn sqm.

Total Land Area – SQM mn

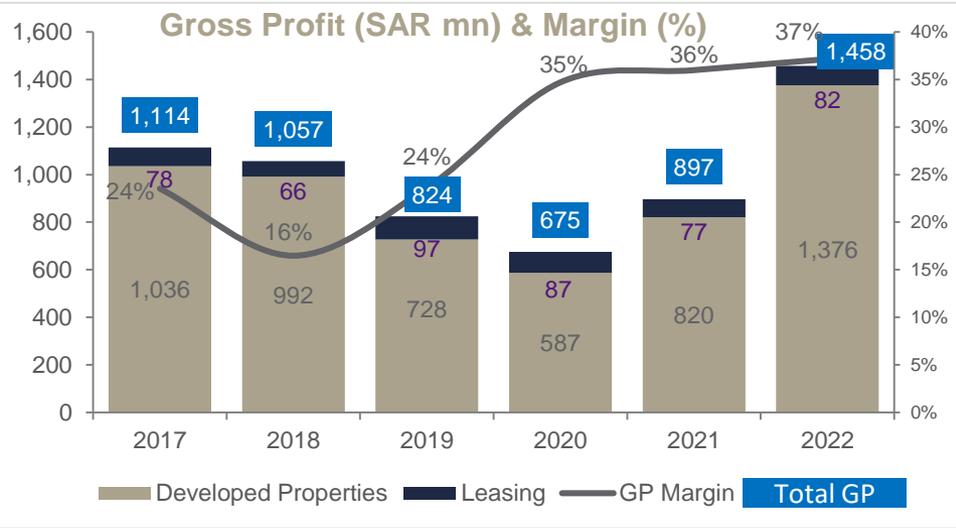
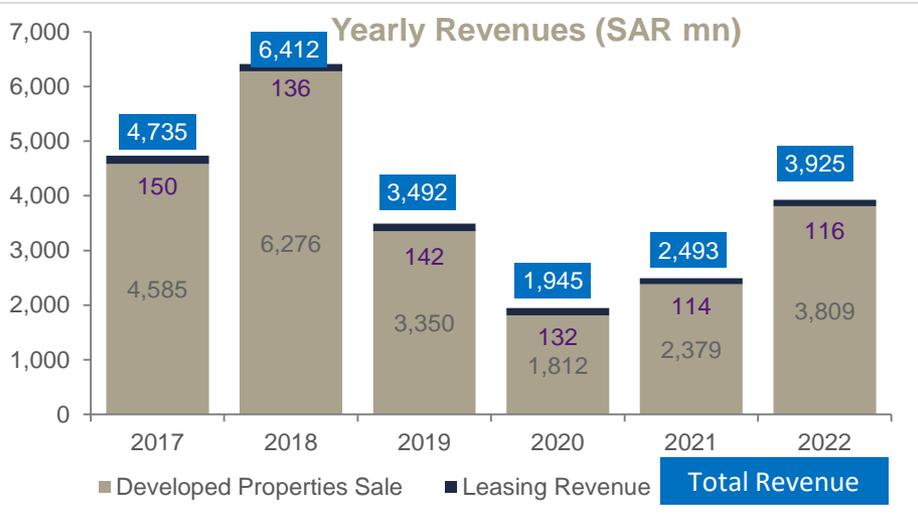


**DAAR holds 18% share in Juman*

- DAAR's strategy is to increase retail sales with the objective of generating superior margins.
- DAAR is developing residential plots, villas, apartments and commercial mix-use properties and offered for sale.
- Shams Ar Riyadh, Urban Oasis and W Residence in Dubai are offered under off-plan sales program. Revenue recognition commenced from current year for Shams Ar Riyadh and Urban Oasis projects.

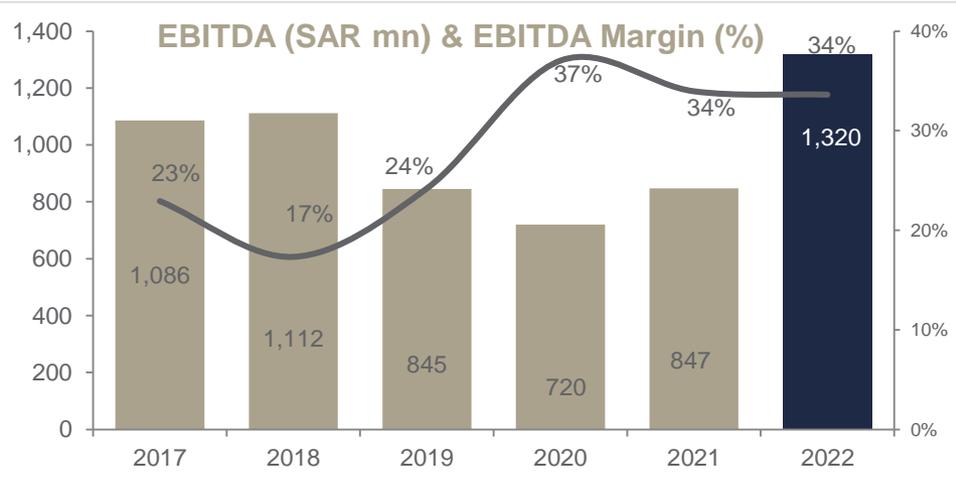
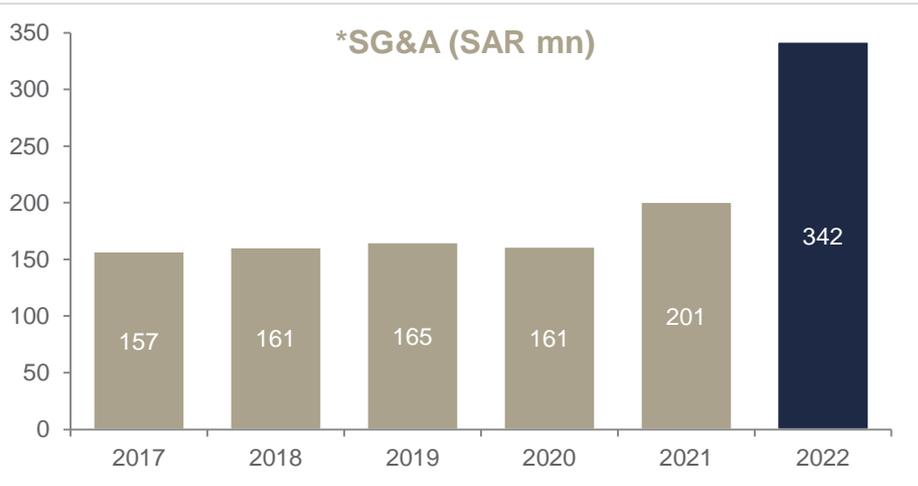
3 | FINANCIAL PERFORMANCE OVERVIEW

Financial Performance – FY 2022 Profitability



- 2022 revenues increased by 57% compared to 2021 mainly due to revenue recognition from off-plan sales project for the first time and increase in revenue from bulk land sales.

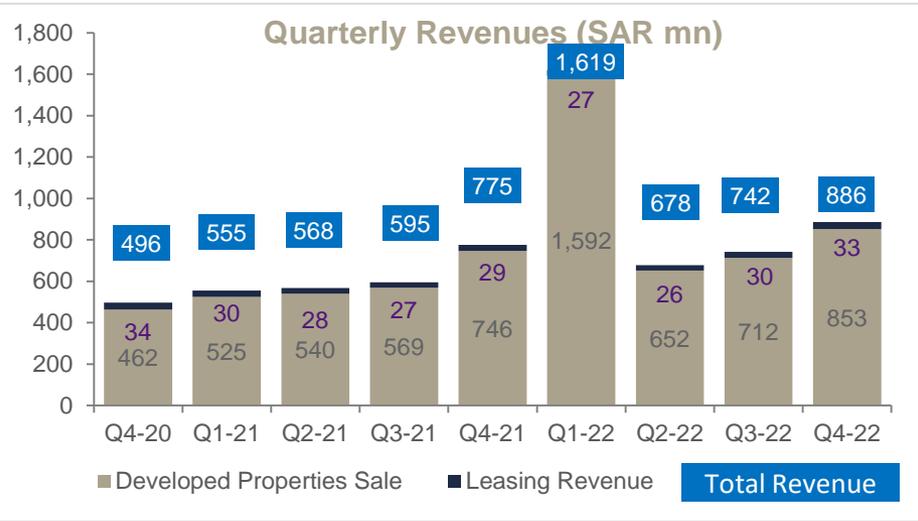
- 2022 gross profit increased significantly by 63% in absolute terms over 2021 due to higher revenues. GP margins slightly improved by 1%.



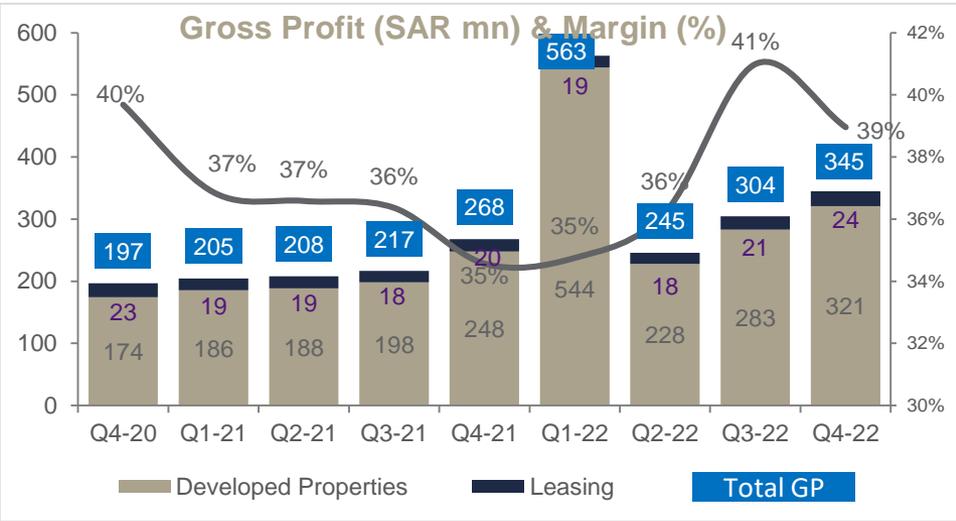
- 2022 SG&A increased significantly by 71% over 2021. This increase is attributable to increase in staff related costs, marketing and selling expenses, professional fees and maintenance expenses mainly due to expansion of global operations.

- 2022 EBITDA increased by 56% compared to 2021 in absolute terms mainly due to higher sales.
- EBITDA margin remained constant as increase in revenue was offset by increase in SG&A expenses.

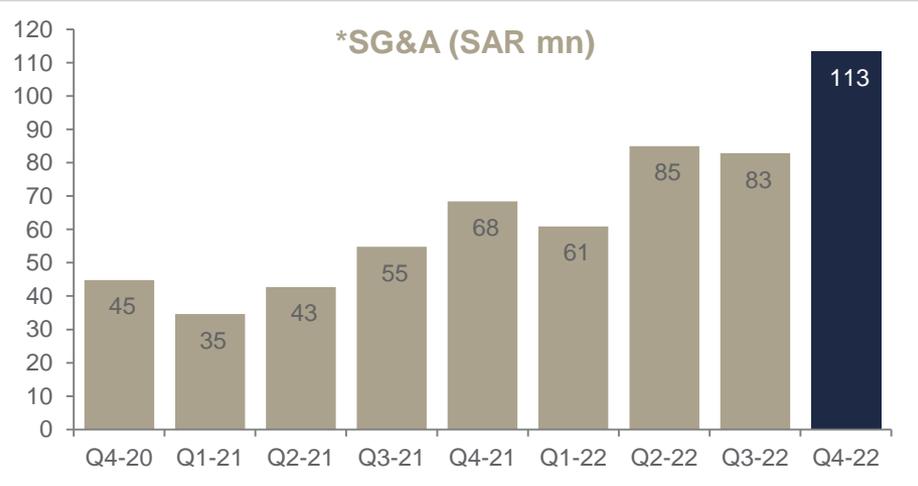
Financial Performance – Q4 2022 Profitability



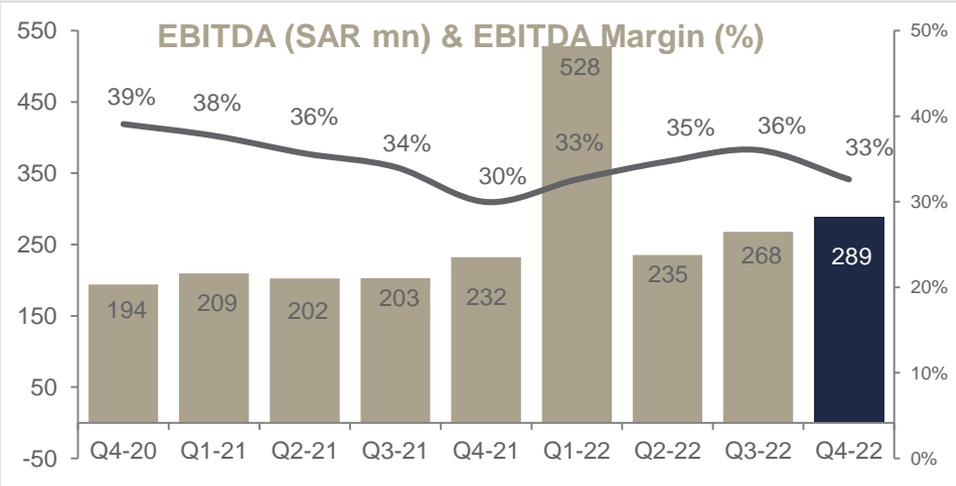
- Q4 2022 revenues increased by 14% YoY and by 19% QoQ mainly due to revenue recognition from off-plan sales project and increase in revenue from bulk land sales.



- Q4 2022 gross profit increased by 29% YoY and by 13% QoQ in absolute terms due to higher revenues. GP margins improved by 4% YoY as well due to better margin on bulk land sales.

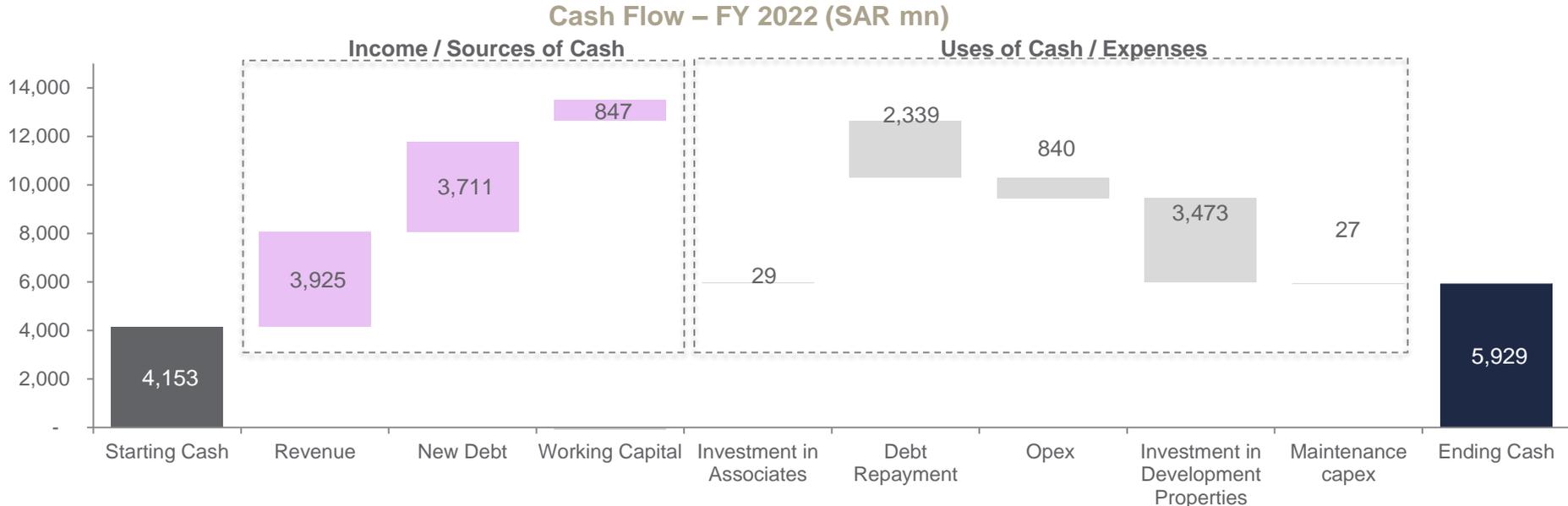


- Q4 2022 SG&A increased significantly YoY and QoQ. This increase was attributable to increase in marketing and selling expenses, staff costs, professional fees and maintenance expenses largely due to expansion of global operations.

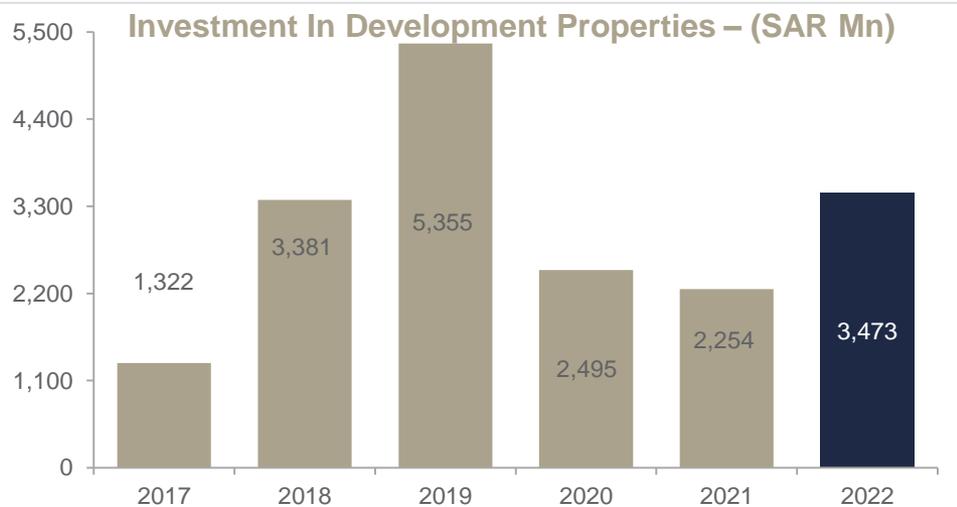
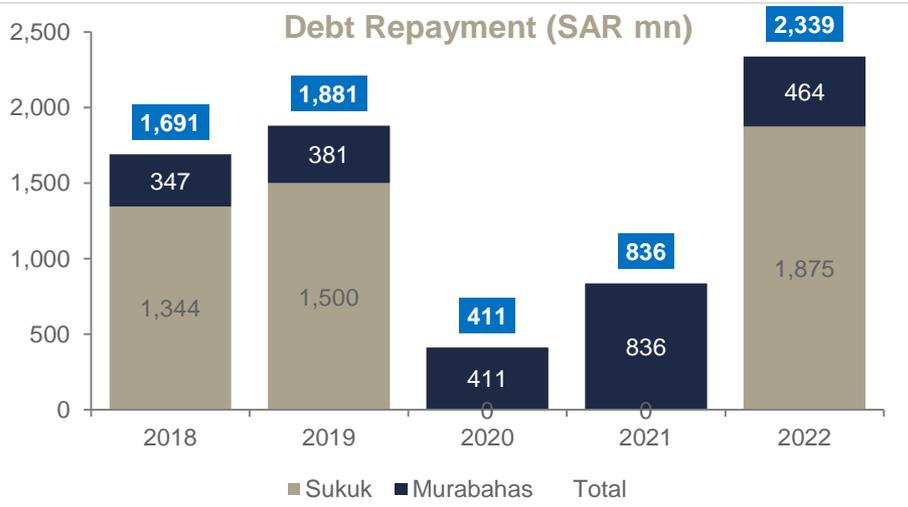


- Q4 2022 EBITDA increased by 24% YoY and by 8% QoQ in absolute terms mainly due to higher sales.
- EBITDA margin improved by 3% YoY but reduced by 3% QoQ mainly due to major increase in SG&A costs.

Financial Performance – FY 2022 Cash Flow

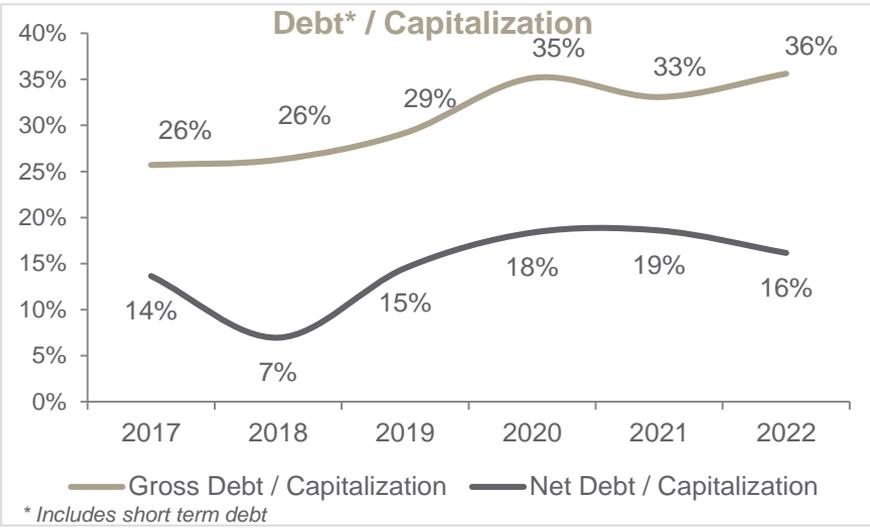
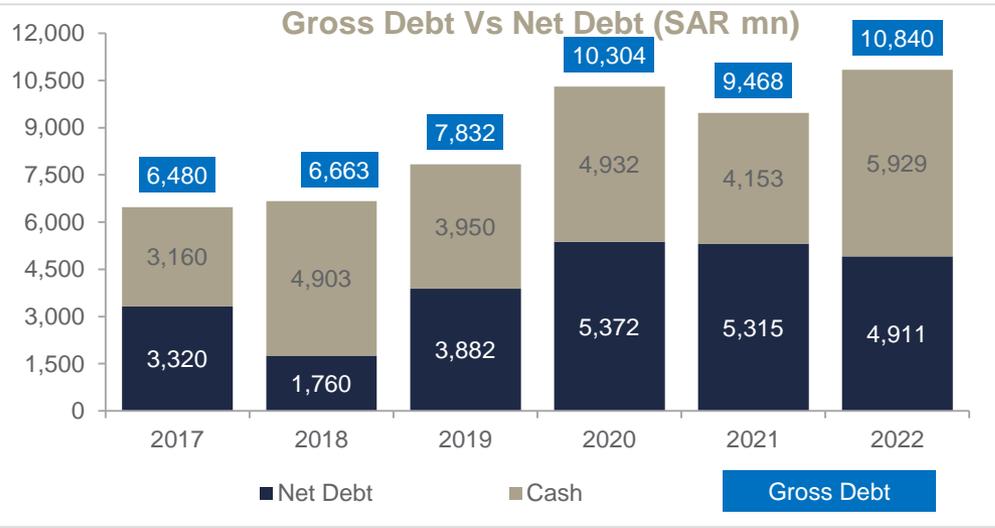


- DAAR’s liquidity position remained strong with an ending cash balance of SAR 5.9 bn.
- Strong cash position and revenue allows DAAR to continue opportunistic and discretionary investment in development properties.



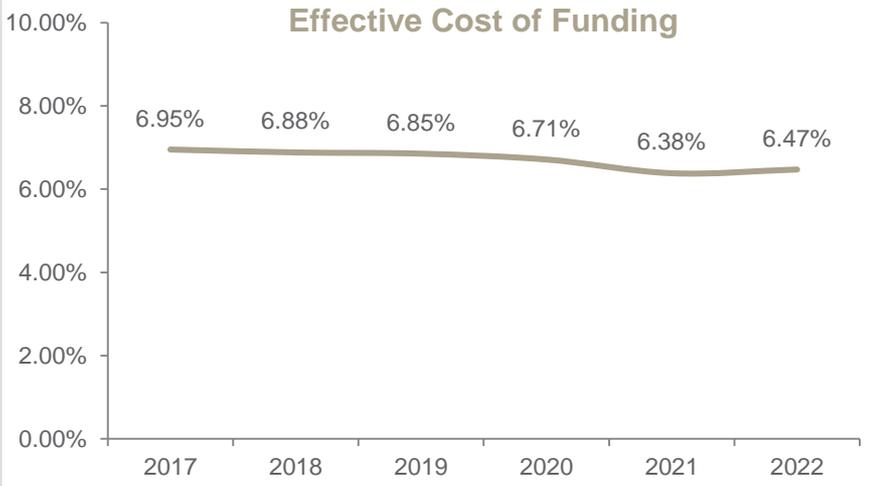
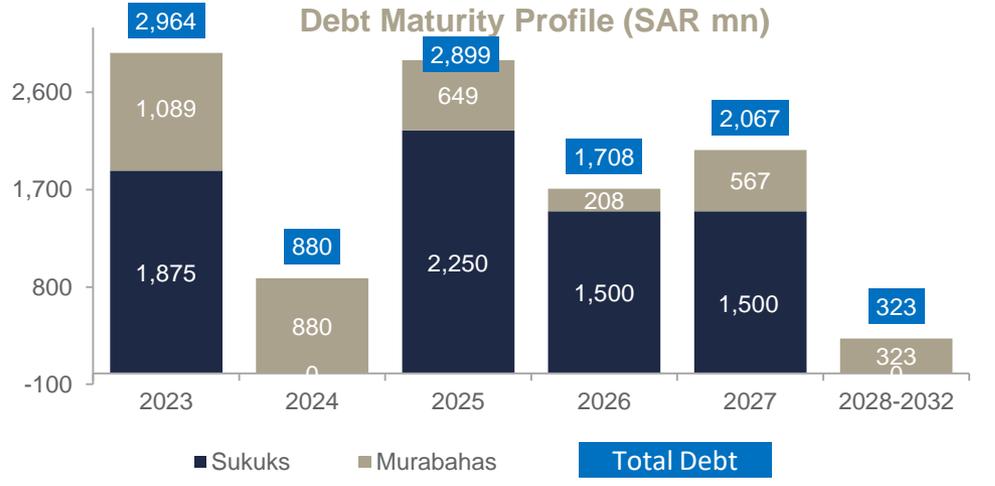
- Scheduled repayment of Murabaha loans and Sukuk.
- Invested SAR 3.5 bn over last 12 months to replenish the Development Properties.

Financial Performance – FY 2022 Debt



- Increase in gross debt mainly due to new Murabaha and loan facilities obtained during the year amounting to SAR 2.2 bn. Sukuk of SAR 1.9 bn was redeemed upon maturity, whereas new Sukuk of SAR 1.5 bn was issued during the year.

- Gross debt ratio increased in 2022 due to new financing but Net debt ratio was reduced due to increase in cash balance.



- Maturities are well spread over the next ten years and will allow for prudent investment & cash management.
- Issuance of new Sukuk and Murabaha facilities in 2022 results into a strong cash balance of SAR 6 bn that can almost fully cover repayments till end of 2025.

- Overall cost of funding increased with increase in interest rates worldwide but still remained below 6.5%.

4 |

OVERVIEW OF ASSETS PORTFOLIO

Shams Ar Riyadh – Key Facts



Location

- Situated in the Al-Ammariyah district (King Khalid Road), part of the growing northwest corridor of Riyadh, Shams Ar Riyadh is close to the heart of the city and is located just 19 km from KKI Airport and 9 km from King Abdullah Financial Center.

Project Progress

- Total project land area is 5.0 mn sqm (out of which 1.8 mn sqm was sold to SABIC who have since developed housing for their staff).
- Upon receiving approval from WAFi for off-plan sales, DAAR started launching various zones from Q2 2018. Currently all zones are approved and DAAR successfully launched sales for four zones.
- Infra works on zones 4A and 4B have been 100% completed whereas works on other zones are more than 55% complete and progressing steadily and expected to complete as per commitments.

YTD Off-plan Sales Status

Particulars	Unit	Zone 1	Zone 3	Zone 4A	Zone 4B	Zone 5	Total
Salable Area	Sqm '000	510	270	502	257	383	1,921
Launch Date		Q3 2020	Q2 2020	Q1 2020	Q2 2018	Q4 2020	
Total Number of Plots	Number	771	491	406	208	189	2,065
Number of Plots Sold / Booked	Number	771	491	406	208	189	2,065
Executed Contract Sales	SAR mn	1,723	867	1,738	628	1,735	6,691
Revenue Recognized	SAR mn	NIL	NIL	449	279	NIL	728

Parisiana South



- Located in Riyadh city and easily accessed through King Fahad Road and major highways.
 - Refurbished apartments with lush landscape.
 - Water feature installation surrounded by cafes, restaurants and shops.
 - Private gym for men and women.
 - Mostly catered to MOH beneficiaries. The booking and handing over of apartments is steadily progressing

Key Facts:

Units available for sale	985
Units Sold/Booked	918
Units remaining	67

Jeddah Projects



- Shams Al Arous is a master-planned, best in class integrated community project in the Jeddah city area.
- The site is located to the east of Jeddah, about 5 km from the intersection of Palestine road and Al-Harmain road.
- It features an array of residential and mixed-use buildings, in addition to schools, commercial centers, beautifully landscaped green spaces, government offices and mosques.
- Phase 1 of this project was launched officially in Q1 2021. Above 60% of the onsite construction work was completed by the end of 2022.

YTD Off-plan Sales Status:

Gross Land	863k sqm
Total Plots	876
Released Plots	244
Plots Sold/Booked	244
Booked Sales	SAR 360 mn

Eastern Province Projects



- Juman project is strategically located in the Eastern Province overlooking the shores of the Arabian Gulf.
- The project aims to be the new hub for this fast growing area, becoming a waterfront luxury residential, leisure and MICE destination with hospitality projects catering for the upper middle to the upper-upper luxury segments.
- Phase 1, over an area of approximately 3 mn sqm consisting of very shallow reclamation development for a resort is planned.
- As of Q4 2022, the updated concept design was submitted to the Eastern Province Development Authority and NOC was received from Notary Public and Ministry of Industrial & Mineral Resources.

Key Facts:

Land Area	8,200k sqm mixed use land
DAAR Role	Master Developer
DAAR Holding	18% in JV

Dar Al Mashaer



- Located in holy city of Mecca on the Al Aziziyah Road and spread across 6,300 sqm land area, a mere 8 minutes drive from Al Haram.
 - Comprised of 7 towers housing 314 elegant apartments and 6 penthouses with state of art amenities.
 - The project offers 24 hours security, a children’s play area and separate gym for men and women.
 - Provides array of shopping experiences, from supermarkets to exclusive stores to cafes.
 - Refurbishment is ongoing and is expected to be complete by H1-2023.
 - 181 Apartments have been released for bookings and 124 apartments have been booked so far amounting to SAR 219 mn.

Commendatore Tower- Jeddah



- The Commendatore Tower is to be built on a total land area of 11,928 sqm, comprised of 48 floors Lamborghini branded residential tower, which is located on strategic location overlooking sea view and directly accessible to Jeddah Corniche road, with close proximity to Al Nawras square.
- The concept design was submitted to Jeddah municipality as special and pilot project, which was approved by the higher committee in Q2 2022. Subsequently obtained approvals on Traffic Study, Aviation authorities and enabling works.
- Currently, working to complete the design development and detailed design for the project which is planned to be completed in Q2 2023.
- This project is carried out by Ibdaa Properties that is a limited liability joint venture company, between Dar Al Arkan Properties (a subsidiary of Dar Al Arkan) and Saleh Alsoraye).

ROSHN Sedra Project - Riyadh



- Dar Al Arkan had won a contract to develop residential units in SEDRA, an integrated community project being developed in northern Riyadh by national developer ROSHN, a Public Investment Fund-backed company.
- Dar Al Arkan aims to develop three blocks of Villas as part of a bigger master development, that comprises of 163 villas to be executed on 163 plots totaling 45,544 sqm.
- The Project will be developed on serviced Plots with all the necessary infrastructure which is provided by the master developer.
- The design of the villa shall be as per local authority and in line with Salmani architectural typology.
- The Project includes seven villa typologies with average plot size ranging from 200 to 350 sqm, with combined total Built up area of 54,653 sqm. These Villa's will be branded with Ellie Saab.

Buraidah Hills



- Located in Buraidah city of Al-Qassim province, Buraidah Hills is a residential community comprised of high end villas, residential units and designer plots.
 - Authentic community engulfed by premium amenities
 - Series of different plot sizes, all of which equipped with the highest quality infrastructure
 - Also provides recreational activities, such as, commercial spaces, schools, markets, mosques, green spaces, gardens, walk ways & bike paths
 - The infrastructure works started on May 1, 2022, and estimated to be completed by H1-2023. As of 31 Dec 2022, the infrastructure work in progress is estimated at 90%
 - 405 units have been released and 395 units have already been booked amounting to SAR 122 mn.

Urban Oasis Tower, Dubai



- The Urban Oasis Tower is located in the Business Bay area of Dubai, with a development value of SAR 967 mn.
- It is a 34 storied tower and currently co-branded with Missoni.
- It is group’s first international project and contains the region’s first ever bespoke Missoni-inspired living spaces.
- Launch of sales of the project started in Q4 2017 in Dubai, followed by January launch in KSA.
- Project is more than 80% complete as of end of year 2022. Forecasted project completion is Q4-2023.
- Revenue recognition for this project has commenced in 2022 as per IFRS 15.

YTD Off-plan Sales Status:

Saleable (GFA)	44,000 sqm
Total Units	465
Units Booked/Sold	417
Booked Sales	SAR 725 mn

Da Vinci Tower, Dubai



- The Da Vinci Tower is a residential building in Downtown Dubai with interiors designed by Pagani and having a development value of SAR 990 mn.
- It is strategically located along the canal part of Business Bay district in Downtown Dubai. It overlooks the world’s tallest building Burj Khalifa and is a stone throw away from Marasi Business Bay.
- The tower is a true geometric symphony of perfection comprised of 3 basement levels, a ground floor and 19 floors of residential masterpieces.
- The refurbishment stage of the Da Vinci Tower project is expected to be fully completed by December 2023. The mock-up apartment was completed by end of Q3-2022.

YTD Sales Status:

Saleable (GFA)	21,000 sqm
Total Units	85
Units Sold/Booked	26
Booked Sales	SAR 313 mn

W Residences, Dubai



- The W Residences is a residential building in one of the most prominent and affluent neighborhoods in the world, Downtown Dubai with a total development value exceeding SAR 1 bn.
- It is a distinct residential tower strategically located by Business Bay, where Dubai’s major landmarks are your natural view.
- It offers superlative amenities that features a clubhouse, guest suites, a cutting-edge fitness center, a communications space with a private cinema, game room, business offices with co-working space and meeting rooms, an infinity outdoor pool, and a colossal terrace with a lounge area, dining area, and a walk track.
- Launch of the project was made in early 2022 and the projected completion date is end of second quarter in 2026

YTD Off-plan Sales Status:

Saleable (GFA)	36,000 sqm
Total Units	385
Units Sold/Booked	376
Booked Sales	SAR 1,025 mn

Bosnia Projects



- The site is situated in Ravne, Vareš, 38 km outside Sarajevo, Capital of Bosnia & Herzegovina.
- The largest single real estate development project in the country.
- The project aims to provide low-Rise residential holiday villas, commercial area, hotel and recreational facilities.
- Total project land area is 539k sqm with an estimated development value of SAR 262 mn.
- Municipal and federal approval for the development have been obtained.
- Almost 83% of the total units have been launched for booking and project has seen good response from investors so far.

YTD Off-plan Sales Status:

Saleable Area	363k sqm
Total Plots	476
Released Plots	397
Plots Sold/Booked	98
Booked Sales	SAR 10 mn

Aida, Oman



- In Dec 2021, Dar Al Arkan signed an MOU with Omran to develop a 3.4 mn sqm site part of the hilltop site of Yitti & Yenkit, Muscat with a total estimated development value of SAR 9 bn.
- The project comprises of 3,500 residential units consisting of medium-sized villas, townhouses and low-rise apartments . It also features two charming hotels, a plaza filled with cafes and restaurants in addition to an 18 holes' luxury golf course and a golf club.
- The project will be phased over 10 years with a plan to launch one phase per year. The last phase of this project is expected to be completed in December 2034.
- In November 2022, Dar Oman and the TRUMP organization entered into a series of agreements with respect to the management of the hotel and golf course to be built within Dar Oman's Aida project in Oman, the licensing of a right to use the Licensed Mark to brand residential villas in the project
- Currently, the project is still in the permitting stage, with construction expected to be commenced during H1-2023.

Les Vagues, Qatar



- Les Vagues by Elie Saab with an estimated development value in excess of SAR 1.3 bn, sets new standards of luxury living in Qatar with an architectural design that enhances the appeal of seafront living .
- Situated in Qetaifan Island North, a place of unimaginable beauty is paradise on earth for Haute Couture living.
- Launched in partnership with Qetaifan Projects, a leading Qatari real estate development company fully owned by Katara Hospitality.
- Les Vagues features 303 opulent one, two and three-bedroom sea-front residences with a variety of majestic balconies and terraces and floor-to ceiling windows for residents to enjoy uninterrupted panoramic views of the sea.
- Sales of the first lot of Les Vagues residences have officially been launched in October 2022.
- This project is currently expected to be completed by December 2027

Benahavis, Spain



- Group signed a purchase contract in Q1 2022 with respect to two plots of land with the total area of over 97,500 sqm and saleable area of over 20,503 sqm in Benahavis, Spain.
- Benahavis is a Spanish town and municipality in the province of Malaga, which is located seven kilometres from the coast and is in close proximity to the resort of Marbella.
- Project is expected to be developed in collaboration with Marbella Club, a well-known brand of luxury hotels and developments.
- All villas and apartments in this project will have sea views.
- Construction at this project is expected to commence in Q1 2023 and is estimated to be completed before the end of 2024.
- Project has an estimated gross development value of SAR 585 million.

Finca Cortesin, Spain



- Dar Benahavis acquired a plot of land in Q4 2022 in the municipality of Casares in the province of Malaga in southern Spain.
- This development plot is located in one of the sought-after enclaves of the Andalucia coast, not far from the Finca Cortesin resort which has an 18-hole championship golf course rated among Spain's best golf courses.
- The total land area of the Finca Cortesin project is 16,467 sqm, of which buildable land constitutes 9,386 sqm.
- Dar Benahavis intends to build 35 villas on this land, with the residents getting access to the private golf course of the Finca Cortesin resort and 24/7 concierge home services.
- Finca Cortesin project is currently in the pre-construction phase and is expected to be completed in June 2025.
- The initial estimated gross development value of this project is SAR 247 million

Tabano, Spain



- Dar Tabano acquired six plots of land in September 2022 in the municipality of Manilva in the province of Malaga on its border with the province of Cadiz in southern Spain.
- The plots are located approximately 45 minutes distance from Marbella by car and are close to several polo clubs and one of the best beach areas of la Costa del Sol.
- The total land area of the Tabano project is 4,650,092 sqm with the net total buildable area of 1,586,000 sqm, consisting of 200 land plots.
- Dar Spain intends to develop residential units on these available land plots.
- The Tabano project is currently in the early permitting stage and is expected to be completed in December 2029.
- It has an estimated gross development value of SAR 2,846 million.

Fourth Floor Flat of 149 Old Park Lane, UK



- Dar Al Arkan Global UK Holdings Ltd and FCP (London) Ltd entered into a joint venture in November 2022 to acquire the Fourth Floor Flat of 149 Old Park Lane, London, United Kingdom.
- The 471 sqm flat has views over Green Park and is in close proximity to Hyde Park, The Ritz, Harrods and Knightsbridge.
- This property is a single apartment on one floor of the building
- The shareholders of the joint venture plan to reconfigure and improve the existing layouts and undertake a full refurbishment of the flat, with an expected completion of the refurbishment in December 2023.
- It has an estimated gross development value of SAR 105 million.

Al-Qasr Mall, Riyadh

Land Area	61,949 m ²
Built up Area	235,288 m ²
Gross Leasable Area	76,028 m ²
No. of floors	3 Leasable Floors plus two parking
Parking	1,579 Parking Spaces

Latest Activity:

- 87% occupancy achieved by the end of 2022.
- Ice-Skating Rink and Ninja Obstacle Course offering unmatched experience and adventure for kids of all ages were launched for public during end of year 2022.
- Total footfall for 2022 reached over 6 millions visitors, a 2% growth versus 2021



Al-Qasr Apartments, Riyadh

GLA	125,423 m ²
Apartments	790

Latest Activity:

- 91% leased.



5 | NOTABLE CHANGES AFTER THE REPORTING PERIOD

Successful Listing of Dar Global PLC

- Subsequent to the FY ended 31 December 2022, on 28 February 2023, Dar Global PLC, an indirectly wholly owned subsidiary of the Group, had direct listing to the London Stock Exchange's main market for listed securities.
- Dar Global PLC offered 21,621,612 ordinary shares for subscription through a private placement at a price of USD 3.33 per share with a total value of USD 72 million. The company was valued at USD 600 million at the time of this subscription.
- The Group, post listing, retained 88% of shares in Dar Global PLC

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APPENDIX

Appendix I – Statement of Financial Position

SAR in 000s	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Investment properties, net	1,693,141	1,651,357	1,519,116	1,110,414	1,077,808
Long-term development properties	14,148,262	16,895,604	18,246,583	19,285,287	20,563,563
Property and equipment, net	83,085	79,765	72,180	77,653	86,056
Investment in associates and joint ventures	826,621	1,154,506	1,173,547	1,195,144	1,030,125
Investment in financial assets	0	0	0	0	215,040
Other assets	2,511	1,501	492	0	0
Total non-current assets	16,753,620	19,782,733	21,011,918	21,668,498	22,972,592
Short-term development properties	349,329	334,950	341,860	369,682	144,332
Trade receivables and others	4,740,877	3,981,526	4,649,178	5,770,074	4,455,050
Inventories	0	0	0	0	12,022
Cash and cash equivalents	4,903,491	3,950,020	4,931,660	4,153,426	5,928,857
Total current assets	9,993,697	8,266,496	9,922,698	10,293,182	10,540,261
TOTAL ASSETS	26,747,317	28,049,229	30,934,616	31,961,680	33,512,853
Borrowing-long-term maturity portion	4,731,167	7,326,740	9,781,391	7,039,241	7,814,295
End of service indemnities	19,011	21,614	21,323	22,550	26,911
Total non-current liabilities	4,750,178	7,348,354	9,802,714	7,061,791	7,841,206
Borrowing-Short-term maturity portion	1,849,623	405,943	436,062	2,374,182	2,959,484
Trade payables and others	885,355	798,779	1,232,466	3,029,444	2,721,583
Zakat provision	556,828	486,665	437,194	336,633	386,452
Total current liabilities	3,291,806	1,691,387	2,105,722	5,740,259	6,067,519
Total liabilities	8,041,984	9,039,741	11,908,436	12,802,050	13,908,725
Share capital	10,800,000	10,800,000	10,800,000	10,800,000	10,800,000
Statutory reserve	1,109,601	1,140,016	1,141,895	1,155,147	1,199,319
Other reserves	0	0	0	0	5,040
Retained earnings	6,795,732	7,069,472	7,084,285	7,204,483	7,599,769
Total shareholders' equity	18,705,333	19,009,488	19,026,180	19,159,630	19,604,128
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	26,747,317	28,049,229	30,934,616	31,961,680	33,512,853

Appendix II – Statement of Profit or Loss

SAR in 000s	FY 2019	FY 2020	FY 2021	FY 2022	Q4 2021	Q4 2022
Revenue	3,491,856	1,944,854	2,493,078	3,925,499	775,065	885,668
Cost of revenue	(2,667,416)	(1,270,204)	(1,596,350)	(2,467,912)	(507,128)	(540,612)
Gross profit	824,440	674,650	896,728	1,457,587	267,937	345,056
%	23.6%	34.7%	36.0%	37.1%	34.6%	39.0%
Operating expenses	(165,174)	(161,109)	(200,559)	(342,076)	(68,372)	(113,310)
Operating profit	659,266	513,541	696,169	1,115,511	199,565	231,746
%	18.9%	26.4%	27.9%	28.4%	25.7%	26.2%
Income from Associates	7,885	18,583	19,748	16,413	4,099	(2,334)
Depreciation & amortization	(9,613)	(10,223)	(11,386)	(15,858)	(3,011)	(7,241)
EBIT	657,538	521,901	704,531	1,116,066	200,653	222,171
%	18.8%	26.8%	28.3%	28.4%	25.9%	25.1%
Other income	133,269	143,361	93,888	153,957	20,069	50,842
Finance cost	(478,418)	(645,883)	(662,977)	(681,637)	(163,357)	(224,989)
PBT	312,389	19,379	135,442	588,386	57,365	48,024
%	8.9%	1.0%	5.4%	15.0%	7.4%	5.4%
Zakat	(7,799)	(585)	(2,922)	(146,666)	(970)	683
Net Income	304,590	18,794	132,520	441,720	56,395	48,707
%	8.7%	1.0%	5.3%	11.3%	7.3%	5.5%
EBITDA	845,450	720,490	846,832	1,320,205	232,328	288,903
%	24.2%	37.0%	34.0%	33.6%	30.0%	32.6%

Appendix III – Statement of Cash Flows

SAR in 000s	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Profit before Zakat	521,855	312,389	19,379	135,442	588,386
Adjustments for:					
Depreciation & Amortization	78,355	55,653	56,237	48,905	50,182
Provision for expected credit losses	0	2,000	2,516	4,453	0
Donations	0	0	0	0	1,637
End of service indemnities	4,122	4,313	3,884	4,557	6,485
Gain on disposal of investment in associates	0	0	0	0	(40,378)
Finance costs	511,652	478,418	645,883	662,977	681,637
(Loss) Gain on disposal of property and equipment	0	0	0	0	(8)
Share of net profit from associates and joint ventures	(15,432)	(7,885)	(18,583)	(19,748)	(16,413)
Operating cash flow before WC movements	1,100,552	844,888	709,316	836,586	1,271,528
Development properties – net	1,903,999	(2,732,963)	(1,269,370)	(694,309)	(1,039,884)
Trade receivables and others	(707,552)	757,351	(670,168)	(1,125,349)	1,315,058
Inventories	0	0	0	0	(12,022)
Other Assets	(561)	0	0	0	0
Trade payables and others	347,330	(86,576)	433,687	1,786,706	(322,478)
Cash from operations	2,643,768	(1,217,300)	(796,535)	803,634	1,212,202
Finance costs	(474,207)	(445,309)	(608,809)	(630,945)	(656,840)
Zakat paid	(5,888)	(77,962)	(50,056)	(103,483)	(96,847)
End of service indemnities paid	(4,098)	(2,145)	(6,277)	(2,400)	(4,386)
Cash flow from operating activities	2,159,575	(1,742,716)	(1,461,677)	66,806	454,129
Investment in associates	0	(320,000)	(458)	(1,849)	(75,341)
Proceeds from disposal of investment in associates	0	0	0	0	87,117
Investment properties	(648)	(3,246)	(1,282)	(542)	(5,594)
Purchase of property and equipment (net)	(19,465)	(6,293)	(2,639)	(6,587)	(20,439)
Net cash flow from investing activities	(20,113)	(329,539)	(4,379)	(8,978)	(14,257)
Long term borrowings	144,363	1,118,784	2,447,696	(836,062)	1,335,559
Dividend	(540,000)	0	0	0	0
Net cash flow from financing activities	(395,637)	1,118,784	2,447,696	(836,062)	1,335,559
Increase / (decrease) in cash and cash equivalents	1,743,825	(953,471)	981,640	(778,234)	1,775,431
Cash and cash equivalents, beginning of the period	3,159,666	4,903,491	3,950,020	4,931,660	4,153,426
Cash and cash equivalents, end of the period	4,903,491	3,950,020	4,931,660	4,153,426	5,928,857

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