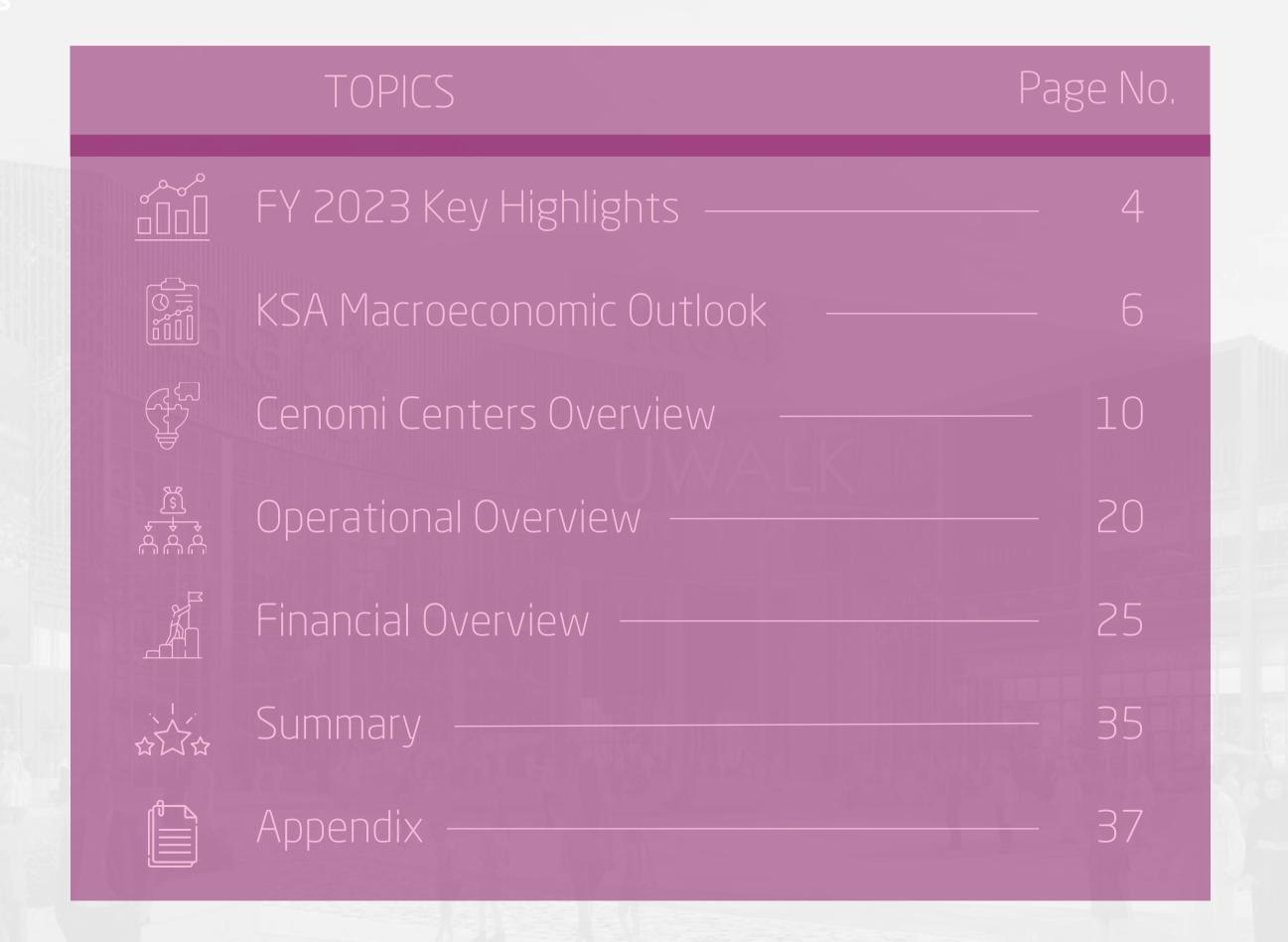


Cenomi Centers Earnings Presentation

For the fiscal year ended 31 December 2023

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Revenues

SAR 543.9 MN (Q4)

▲ 2.1% YOY FY 2023

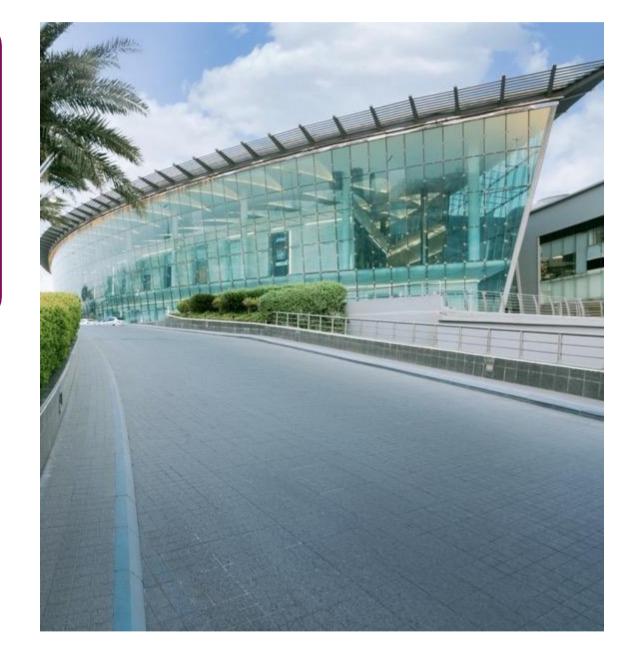


sar **1,501**mn

Net Profit

SAR 499.2 MN (Q4)

▲ 48.8% YOY FY 2023





92.9%

LFL¹ Occupancy

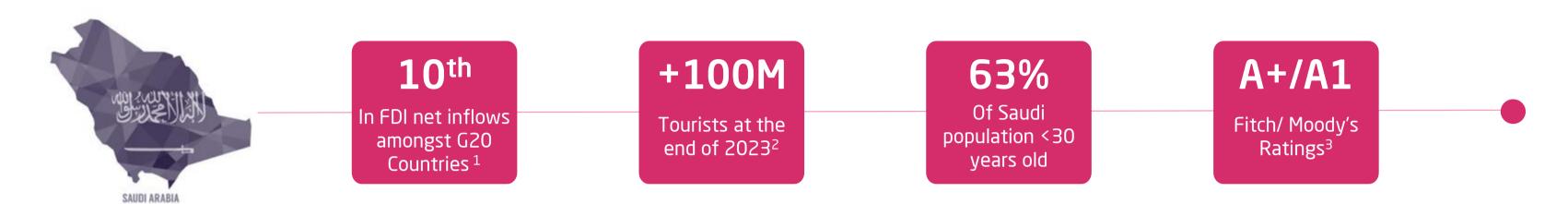
▼ 1.3pp YOY FY 2023

FY 23 Earnings Presentation

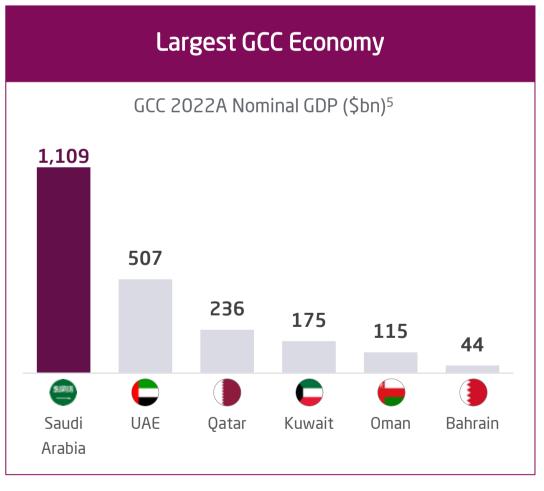


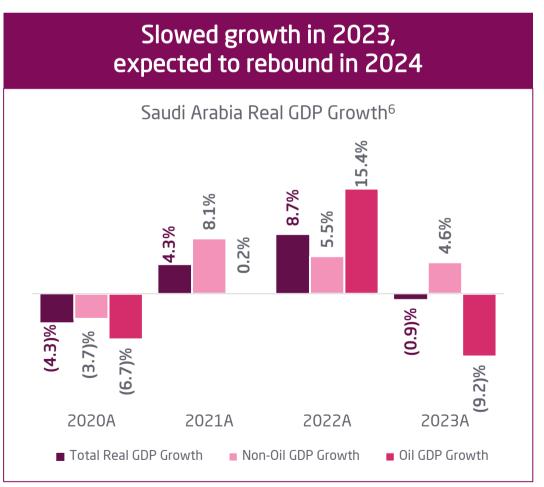
Saudi Arabia's sustained economic growth and attractive demographic profile continue to foster a favourable operating environment

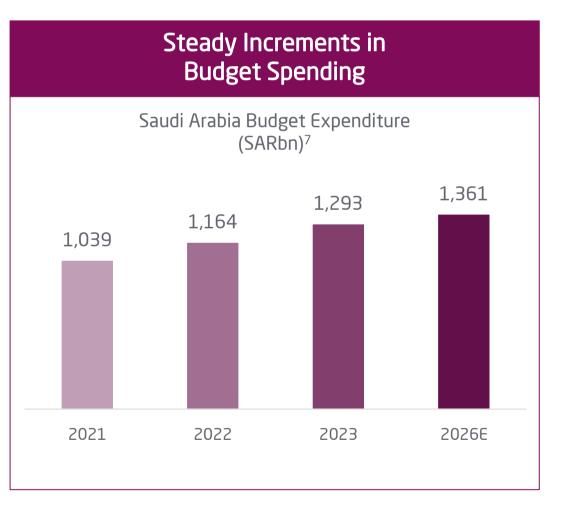




- KSA economy continues to be the largest in the GCC with nominal GDP larger than the combined total of the rest of the GCC.
- Although real GDP shrunk in 2023 as a result of decline in oil activities, IMF projections signal a rebound to 2.7% and 5.5% growth in 2024 and 2025, respectively.
- Saudi tourism sector continues to make tangible contribution to the economy with total inbound tourists surpassing 100mn in 2023 with attributable expenditures worth SAR 100bn⁴.







Strong market fundamentals with retail growth potential





Only 5 countries with population over >25m and GDP per capita¹ >~\$60k



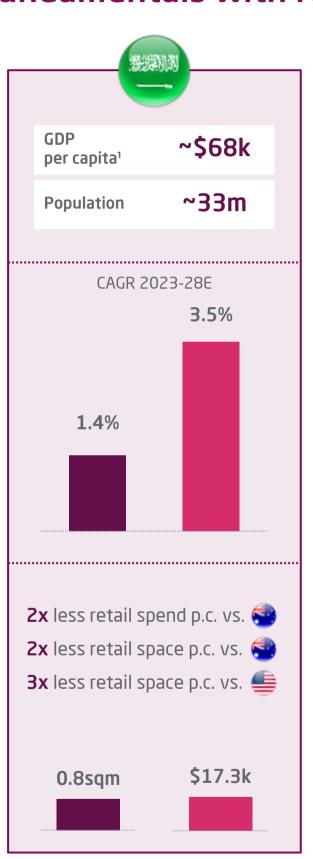
economies

PopulationGDP ²



Significant undersupply with high retail space demands

- 2023 retail space per capita (sqm)
- 2023 retail spend per capita (\$k)





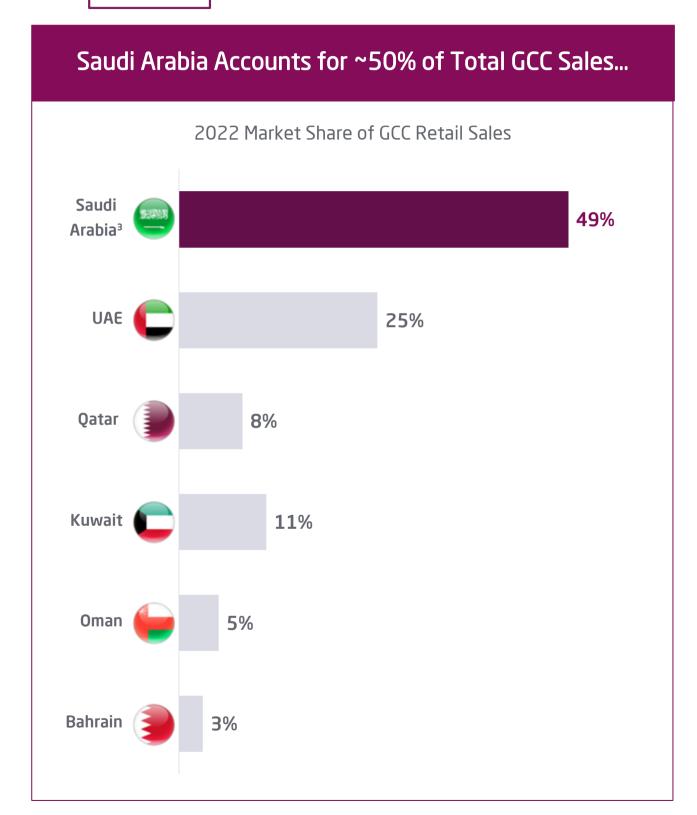


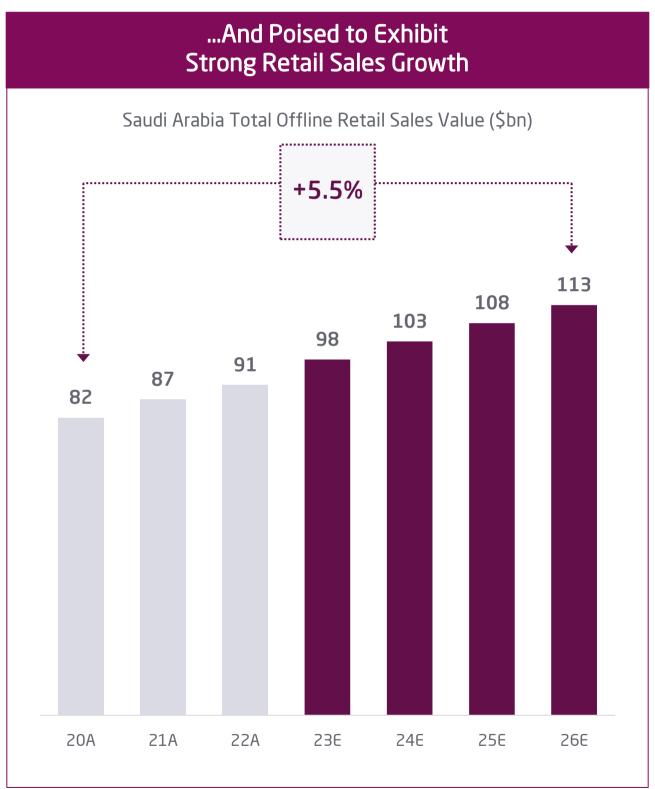


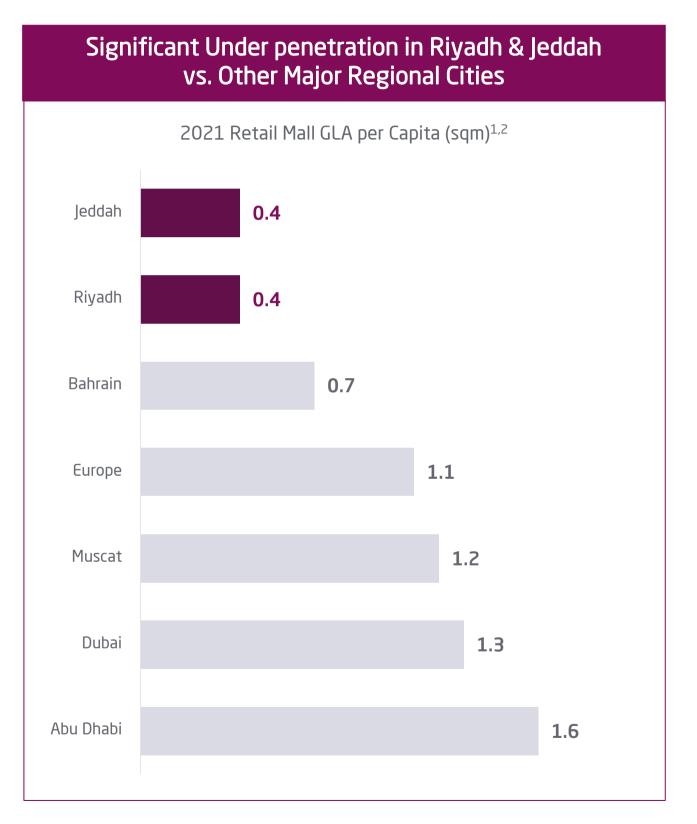
Australia and Canada share similarities with Saudi Arabia by being both resource-based economies with populations of similar size

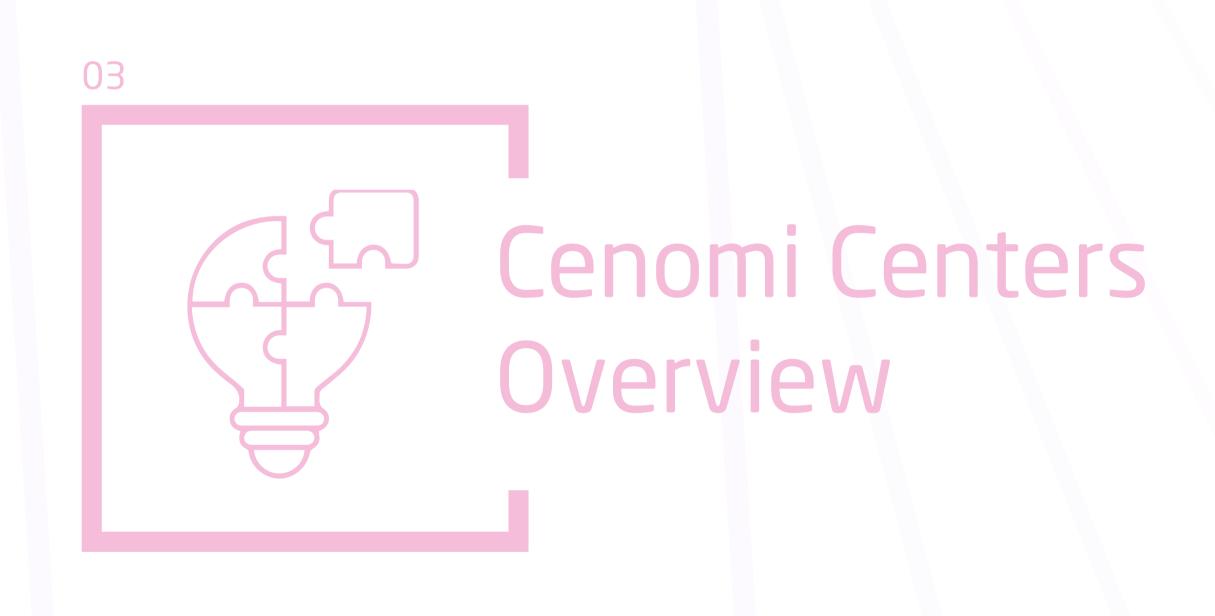
Robust consumer market with significant headroom for further growth











Cenomi Centers is the leading provider of organized retail space in Saudi Arabia





Unmatched Geographic Scale

Cenomi Centers' portfolio of 22 locations offers more than 1.4 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 that cement its position as partner of choice for retailers.



Track Record of Commitment & Execution

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



Projected GLA Growth of >44%

Six pipeline locations scheduled for launch by 2027 to durably broaden Cenomi Centers' commercial reach.

Market leader with a strategic footprint across Saudi Arabia





Strategically Located Assets Covering ~80% of Population Makkah - Riyadh Qassim — Jeddah Aziz Mall Makkah Mall Nakheel Plaza Sahara Plaza³ Mall of Taif Oassim Walk Arabia Salaam Mall Jouri Mall Haifa Mall Hofuf Tala Mall Salaam Mall Madinah Ahsa Mall The View Noor Mall Yasmin Mall Nakheel Mall lubail Jeddah Park Riyadh Qassim Hamra Mall U Walk leddah **DMA l**awharat U Walk Riyadh Jeddah Hofuf Murcia Mall DMA lawharat Al Khobar Mall of Riyadh Dhahran lubail Nakheel Jubail Mall Jubail Marina Madinah Jeddah Al Khobar Makkah ■ Top cities Jawharat Al Taif Khobar Other cities

Driving growth & business excellence through 5 Clearly defined strategic pillars



Ambition to become the largest and most admired developer and operator of lifestyle destinations in KSA and the lead interface with the Saudi consumers



Tangible progress towards delivering flagship & lifestyle destinations and GLA enhancement by





Product Excellence

Operational Excellence

Organization

Enhancement

Sustainability
Leadership

~44% by 2027

Jawharat Riyadh



Jawharat Jeddah



Jawharat Al Khobar



Grand Opening Held on 15-Feb-2024 Nearly ~80% pre-let

U Walk Jeddah

GLA 60K sqm

Jubail Marina Mall



U Walk Qassim



Murcia Mall



FY 23 Earnings Presentation

3 Flagship

4 Lifestyle

Destinations

Destinations

Pipeline delivery on track with U-Walk Jeddah complete and soft-opened in mid-December 2023





Portfolio Growth



Product Excellence



Operational Excellence



Organization Enhancement



Sustainability Leadership









U Walk Jeddah











~60k sqm

~130+ stores

Progress Details

Grand Opening: 15 February 2024

Completion Status: 100%

Product Excellence in Practice: New Tenants, New Venues, New Features





Portfolio Growth



Excellence



Excellence





UNIQUE TENANT ACQUISITIONS



FIRST QUALITY IN-MALL LUXURY WING WITH THE TOP WORLDWIDE LUXURY **BRANDS**



7 NEW WORLD-CLASS ANCHOR BRANDS UNIQUE TO THE CITY AND TO KSA



3 HYBRID INDOOR/OUTDOOR UNIQUE IP-BASED **ENTERTAINMENT IN CITY**





4 DIGITALLY ENABLED MULTIPURPOSE ARENA WITH LARGEST E-GAMING CENTER



THE NEXT-GEN DIGITAL MEDIA AND EXPERIENCE OFFERING



6 KSA'S FIRST THEATRICAL FEATURES AND WATER SHOWS



LARGEST MALL ROOF **GARDEN IN CITY**

SUSTAINABLE **DESIGN BUILD**



8 THE FIRST MALL TO BE LEED GOLD CERTIFIED

FY 23 Earnings Presentation



Leadership



Strategic Efficiency Initiatives Portfolio Growth **Operational Efficiencies** Project Development **Technology Product** Excellence Enhancing existing and prospective talent Conducting IT rationalization exercises to Exercising value engineering in project adopt and align with advanced, fit-forpool, processes and systems to support development oversight to drive efficiencies **Operational** across project development regionalization purpose technology Excellence Evolving procurement practices to support ✓ Introducing effective project management ✓ Launching of an end-to-end digital tenant effective supplier engagement and selection tools and processes to guide timely project platform to enhance transparency and delivery and curb spill-over costs collaboration processes Organization Improving facilities and property risk Automating processes and tapping into data Mapping project delivery risks and respective **Enhancement** management via running a total facility analytics to drive substantiated decision mitigations extensively to ensure management pilot preparedness making Sustainability

New leadership steering a highly experienced management team with diverse backgrounds



Executive Team

Previous Experience

Brookfield



Portfolio Growth





Operational Excellence



Organization Enhancement



Sustainability Leadership



Alison Rehill-Erguven

Chief Executive Officer



Frederik Foussat

Chief Financial Officer



Livio Fabi **Chief Operating Officer -Central Region**



Serge Younane **Chief Operating Officer -**

Eastern Region



Bruno Wehbe **Chief Operating Officer -Flagships**

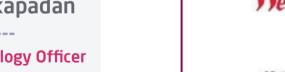


Paul Sumner Head of Healty, Safety and **Environment**



Lijo Kankapadan **Chief Technology Officer**







Joao Cruz

Chief Operating Officer-

Western Region







Recent partnership in sustainable innovation space to yield reduction in utilities cost and Scope 2 emissions





Portfolio Growth



Product Excellence



Operational Excellence



Organization Enhancement



Sustainability Leadership



Cenomi Centers signed a strategic partnership with a consortium led by Marubeni Corporation and FAS Energy committed to enhancing its sustainable practices and innovation at KSA



Key Significance

■ Solar PV Panel Deployment on Roofs and

Carports of 13 Cenomi Centers' Assets

■ 20-year Duration, Projected Capacity of

52MWp, Generating 93 GWh per Year

Potential Installation of EV Charging







Alignment with Vision 2030

- Contribution to Saudi Arabia's Net Zero by 2060 Ambition
- Aim to Source 15% of Electricity from 100%
 Renewable Sources at Full Deployment





Environmental Impact

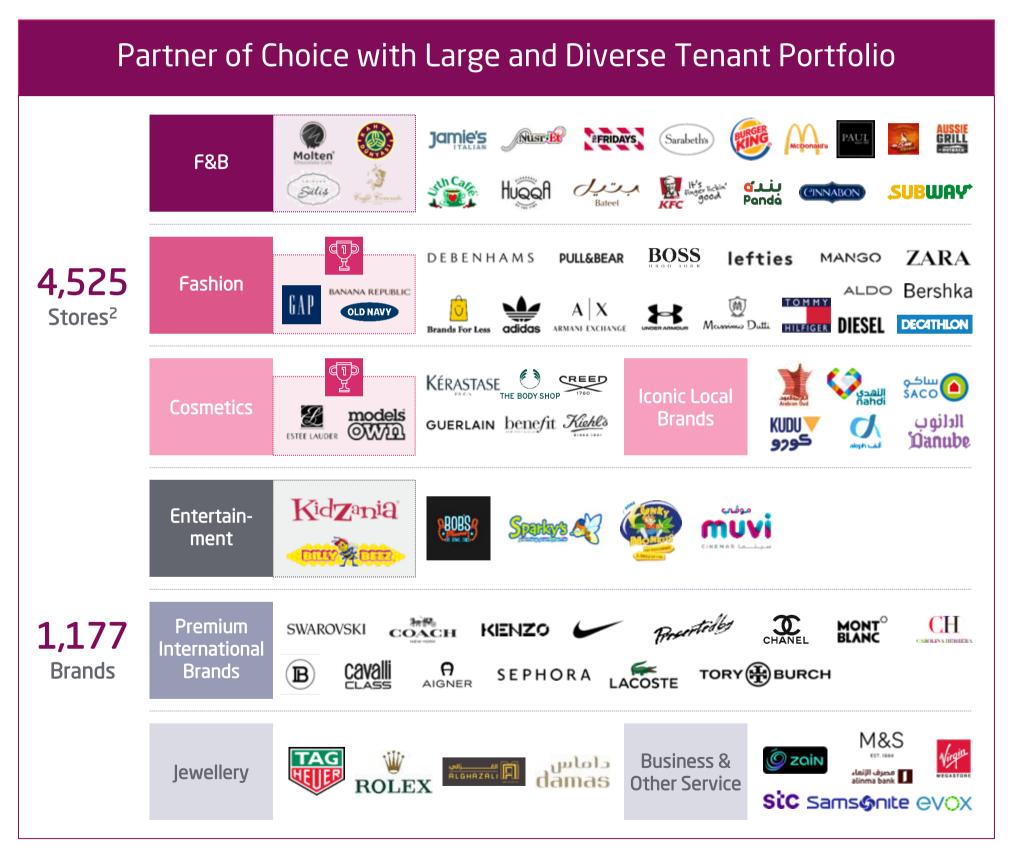
- Expected Reduction of 53,000 Tons of CO2 Annually
- Equivalent to Planting 870,000 Trees Over Ten Years

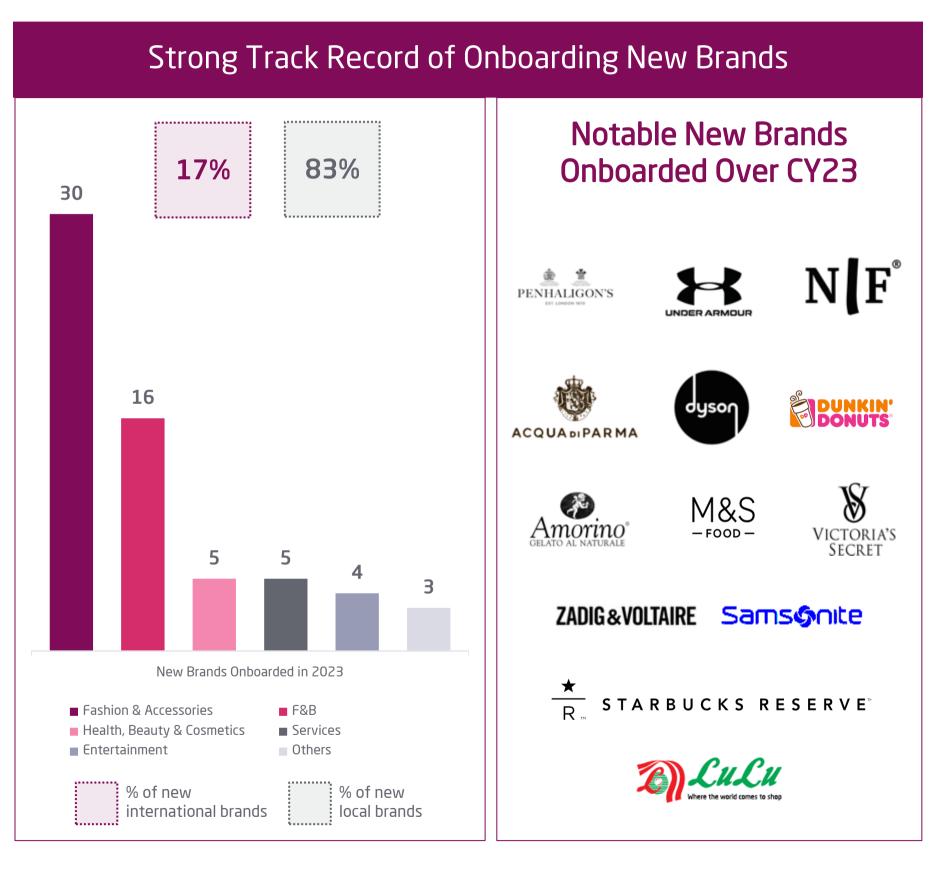
Infrastructure (Pending Regulatory Approval)



Strategic portfolio shift transitioning GLA mix from~70/30% with a split between retail vs. experiential to an optimized mix of ~62/38%¹



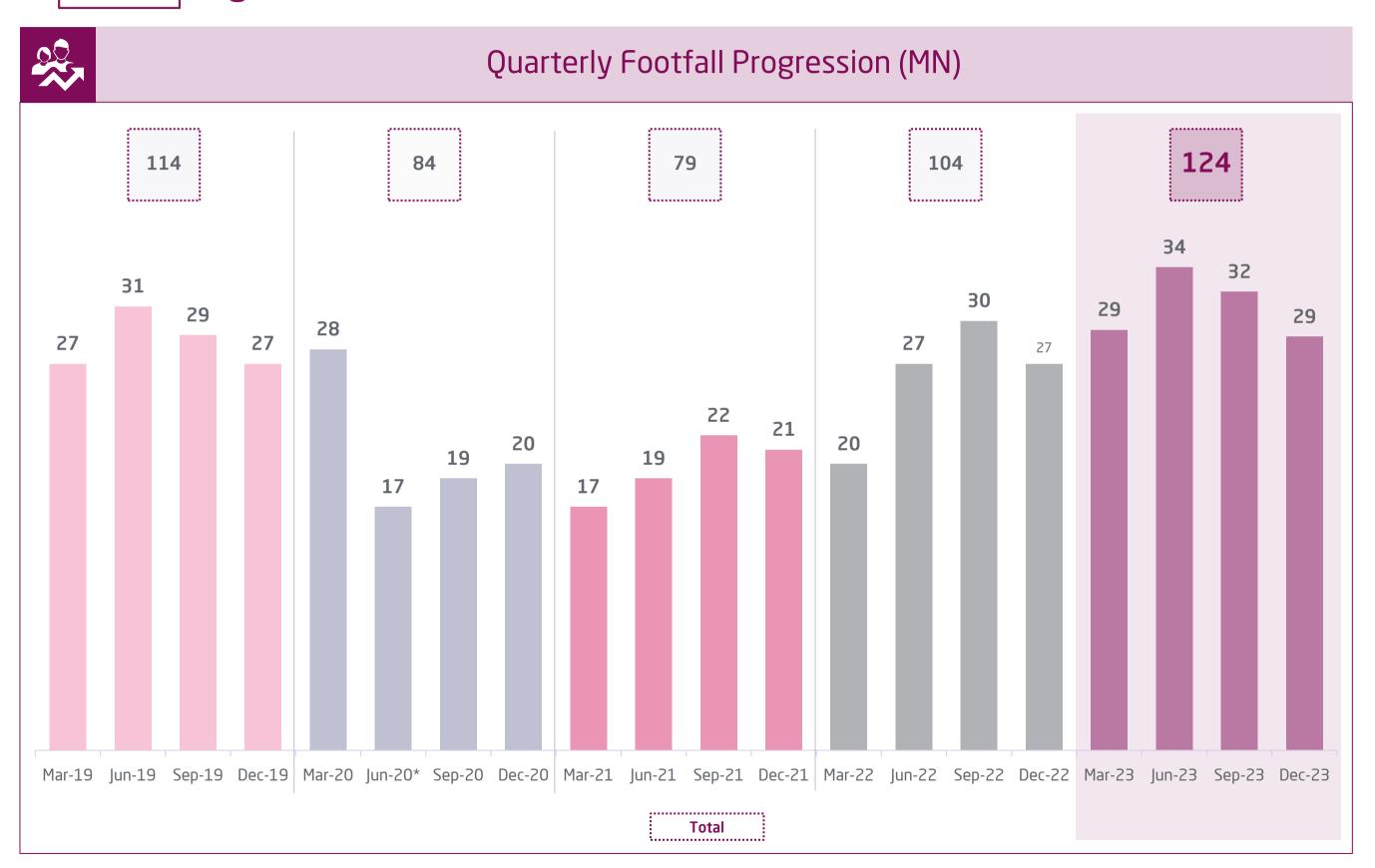


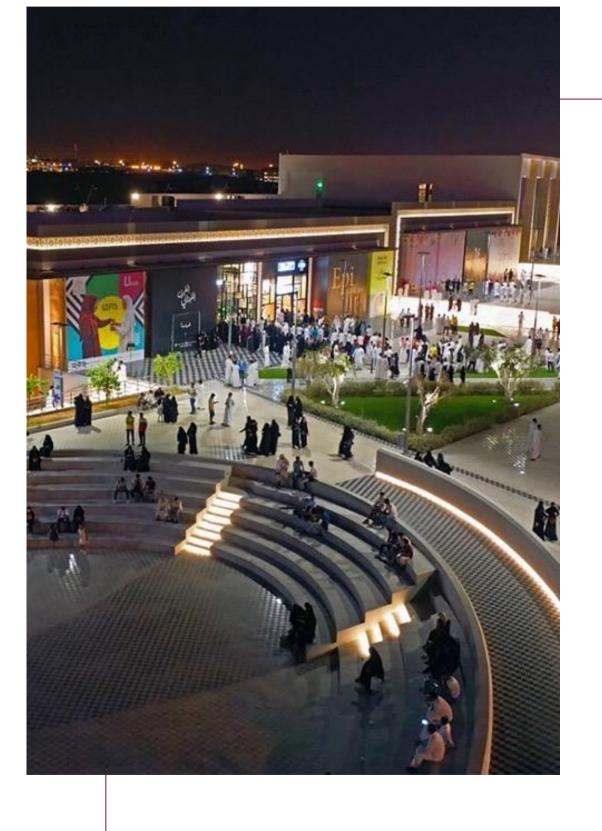


Brands Introduced in KSA by Cenomi for the 1st time

CEnomi سینومی

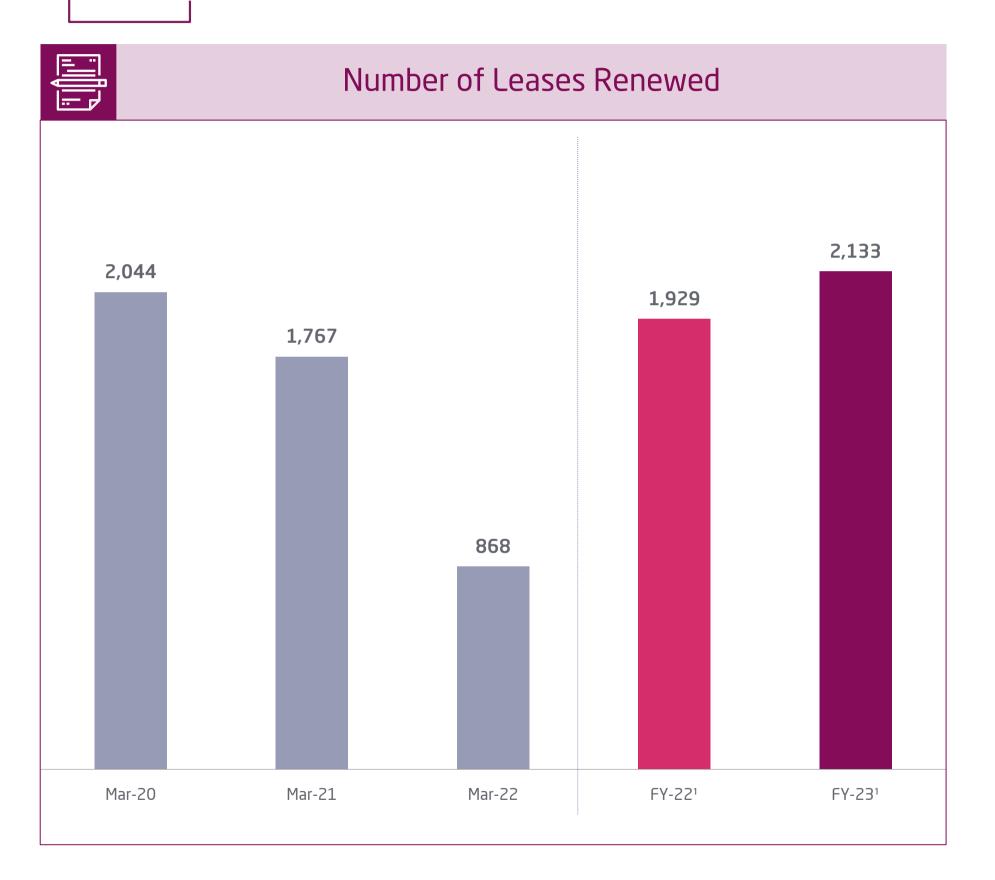
Record FY-23 footfall with 124 million visitors testament to destinations' appeal and on trend offerings

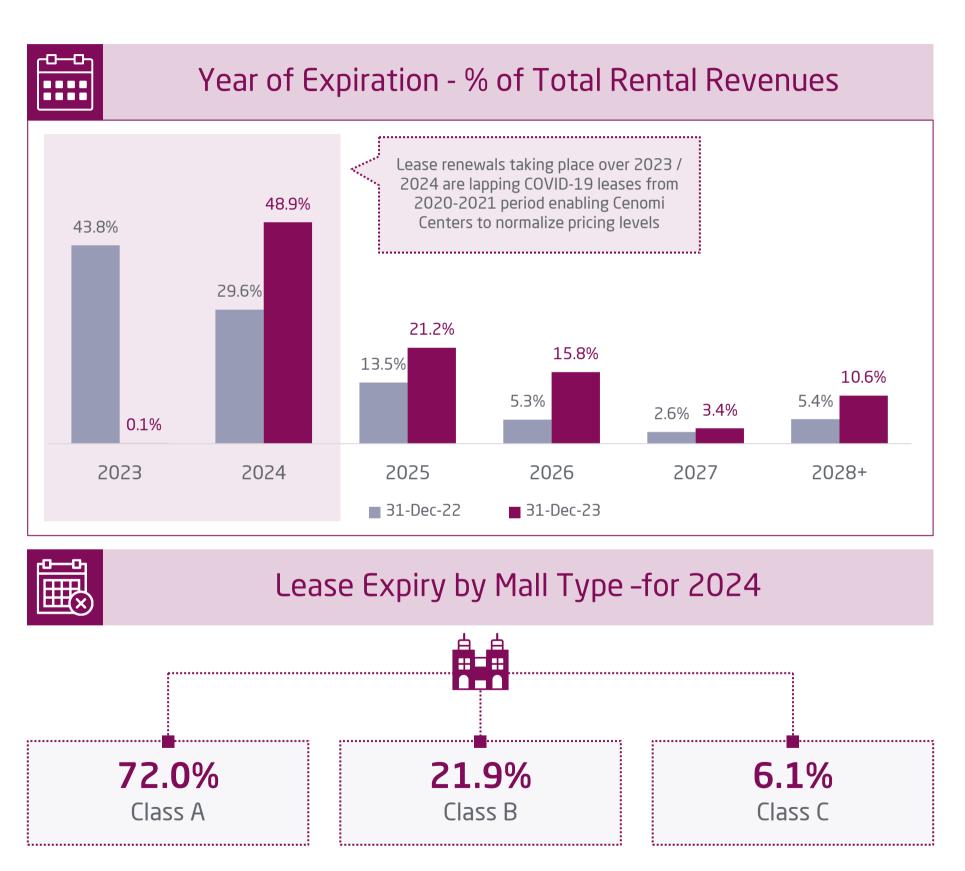




Solid track record of lease renewals with >90% of leases renewed each year with steady progress on 2023 renewal program with 2,133 leases renewed in FY23

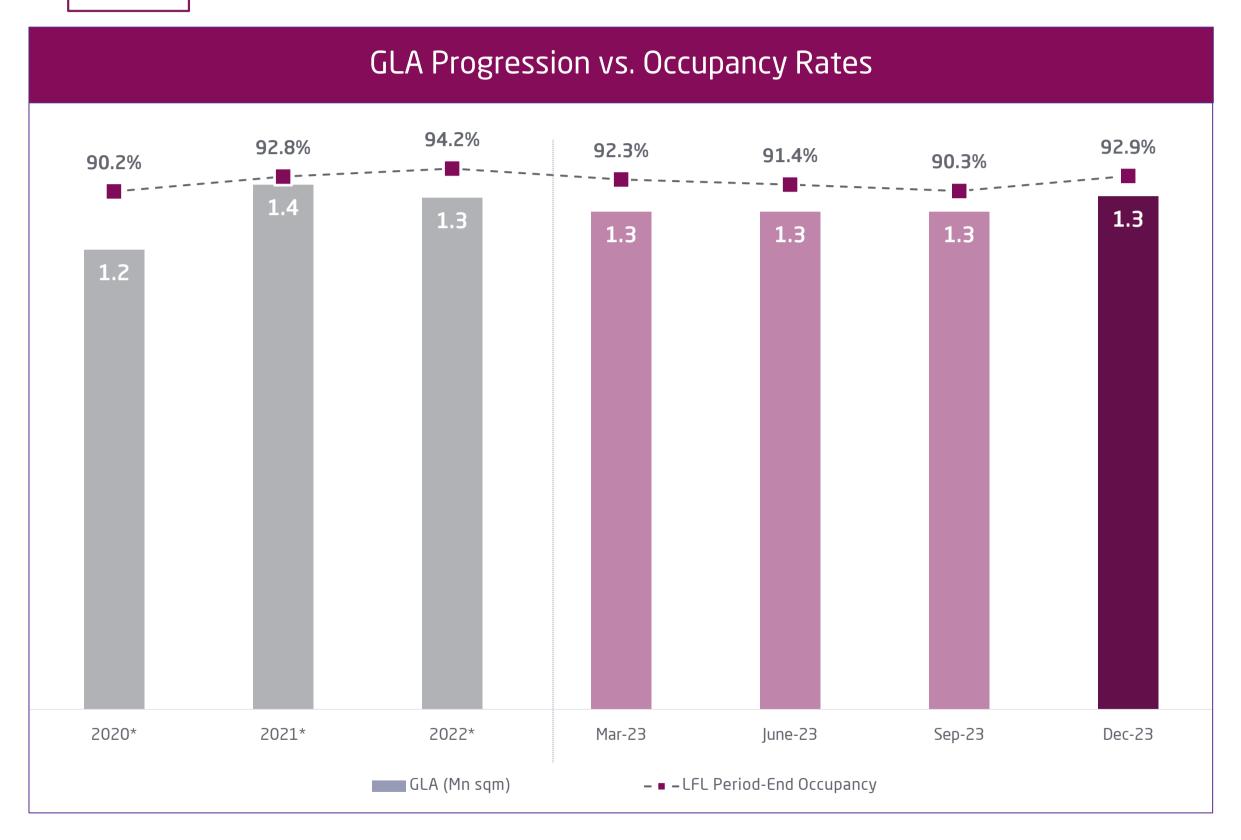


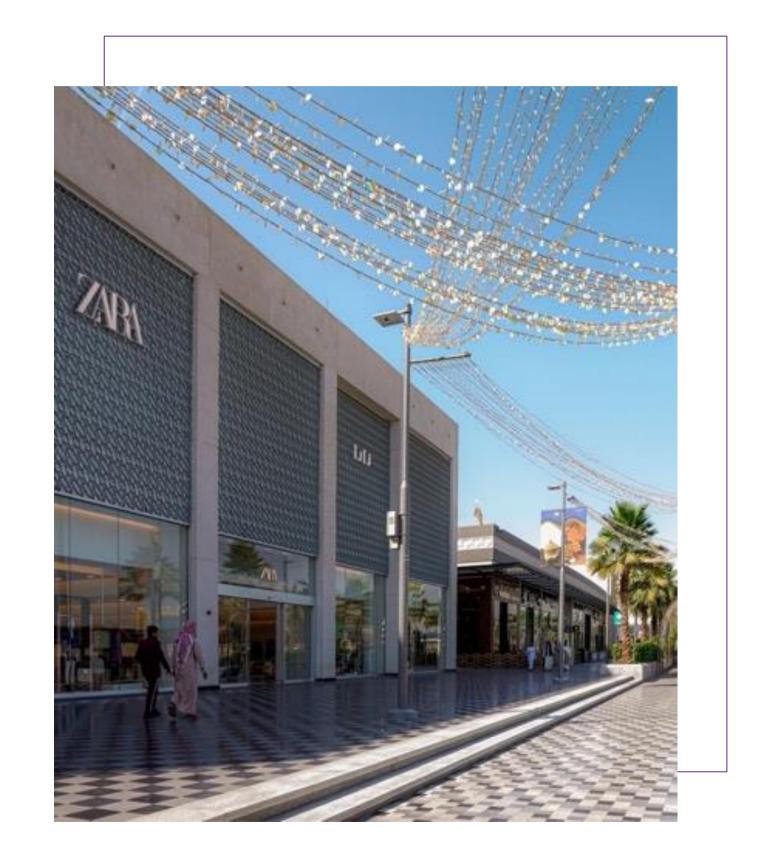




Deliberate and strategic planning driving tenant rotation optimizes occupancy rates





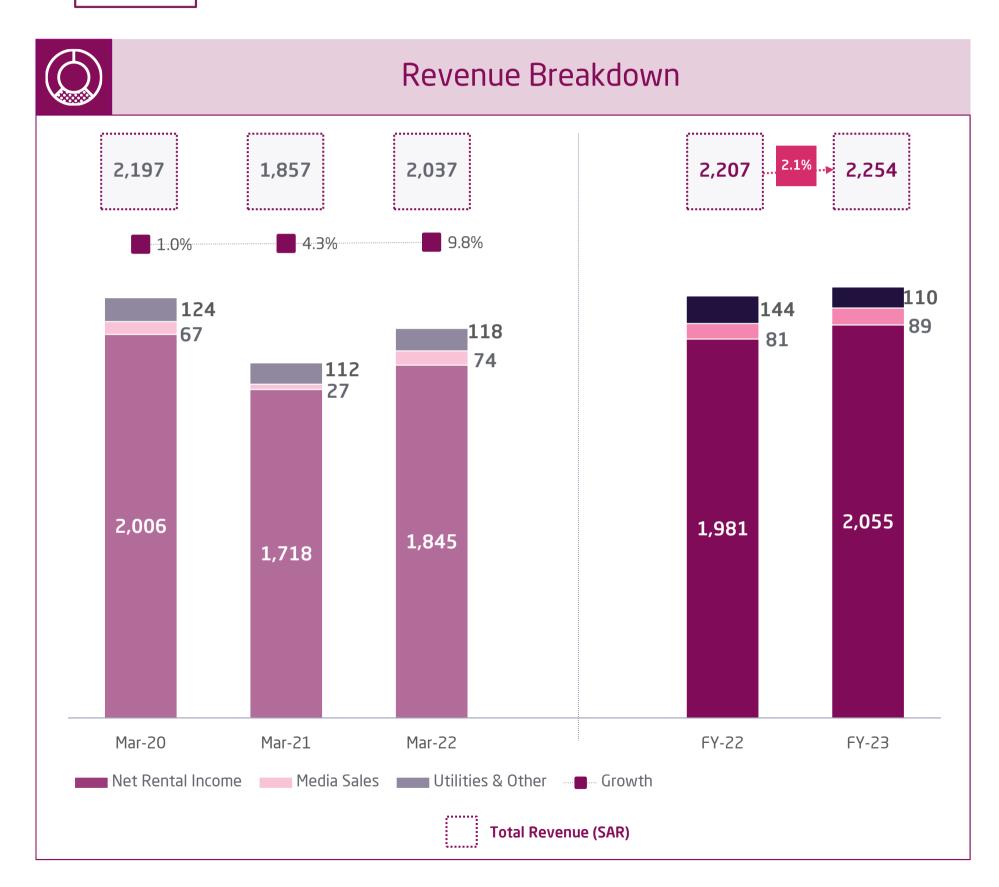


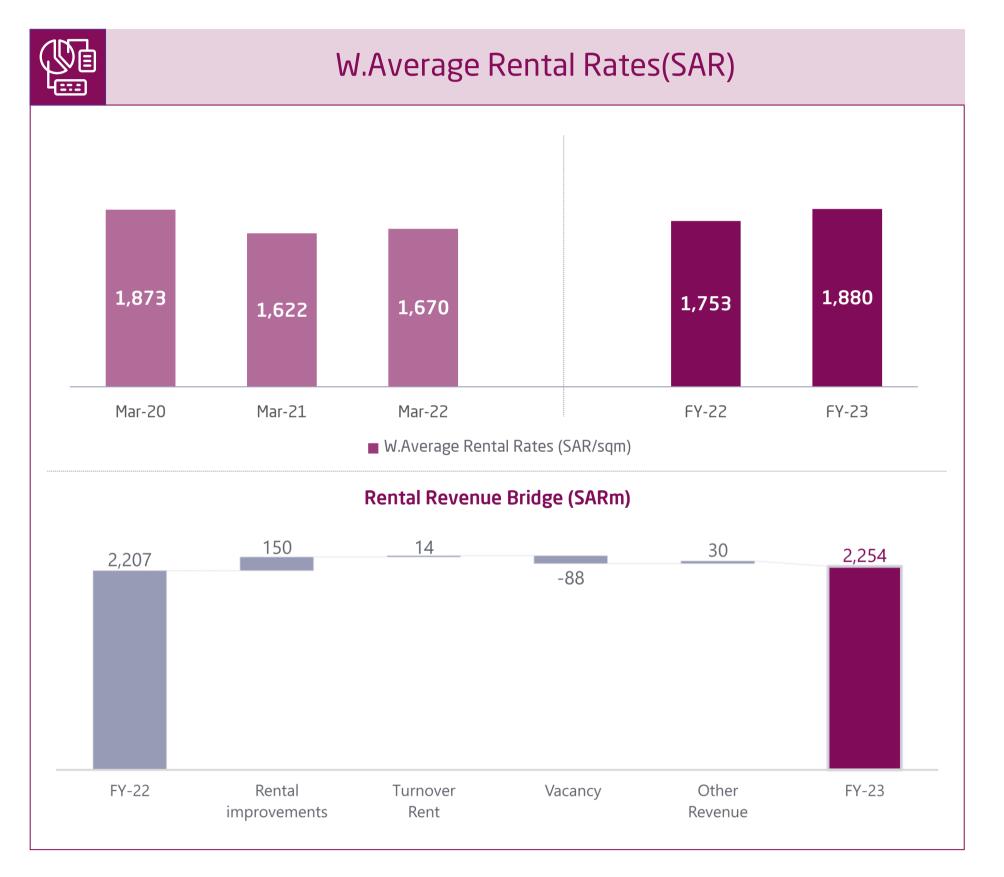
^{*}As of December in the respective years



Stable top-line growth across the portfolio

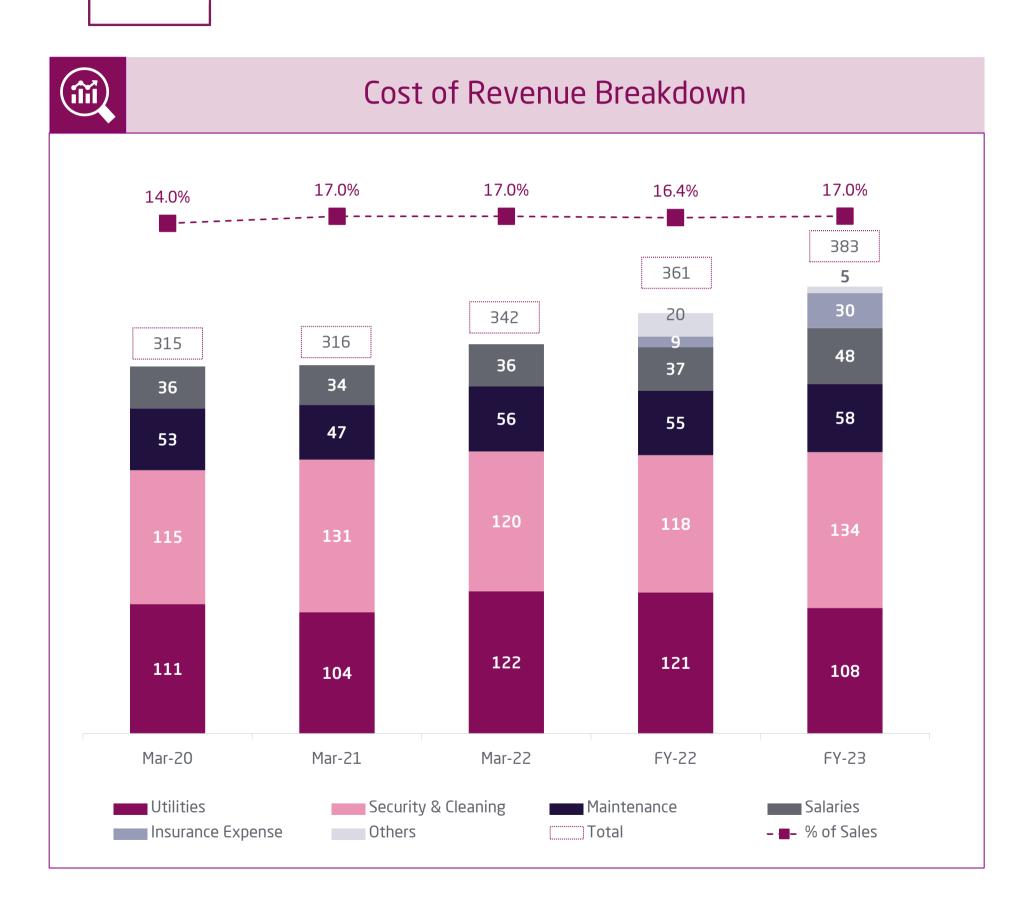


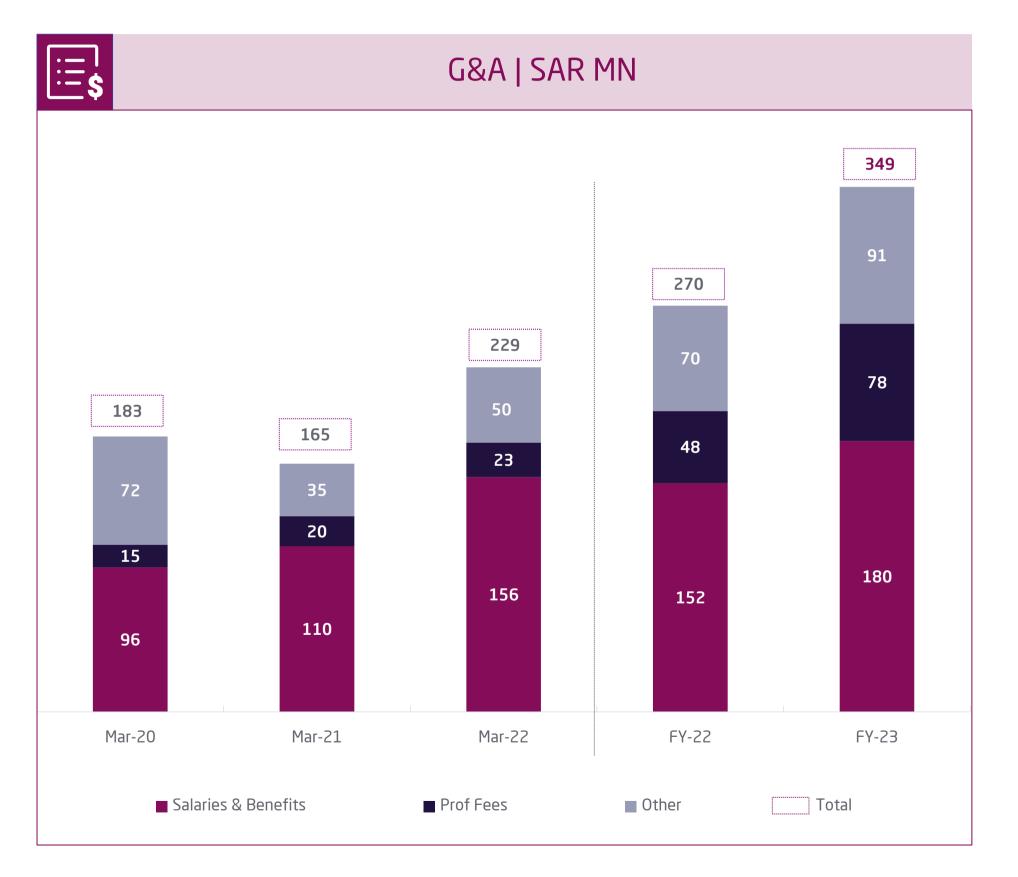








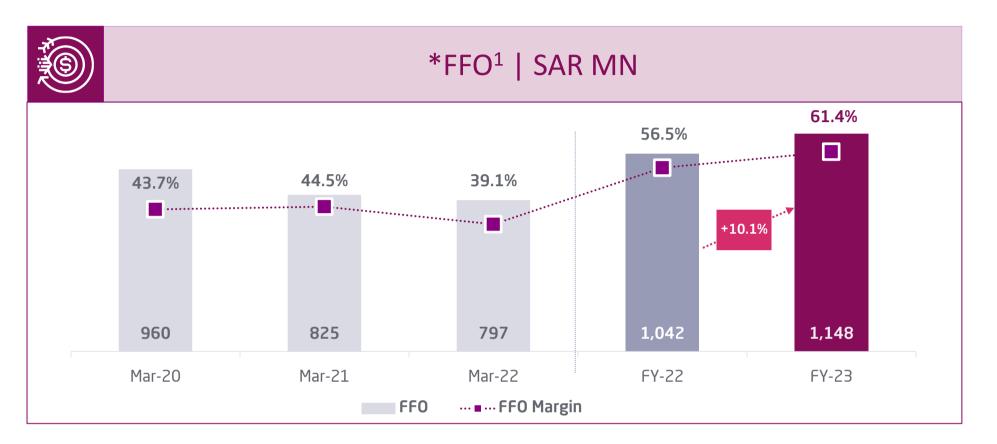


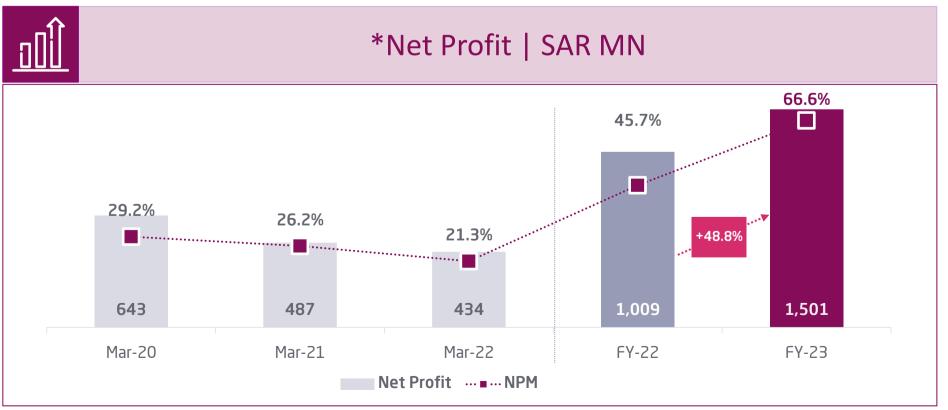












FY 23 Earnings Presentation

^{*} Based on fair value model (Q1-Q3 -23, Q1-Q3 -22 & Q4-22), and historic cost model (Q3-22)

²⁸

Prudent Financial and Capital Allocation Policy (1/2)





Diversify Funding Sources

- Secure diversified funding sources whether short-term or long-term and tap multiple liquidity pools
 - Establishing Sukuk program
 - Securing RCF lines
- Improve and further utilize nonrecourse Project Finance
- Less capital intense financing through fund structures such as Jawharat funds with Riyad Capital



Enhance Banking Relations & Improve Financing Terms

- Maintain excellent relationships with all banks
- Ensure that Cenomi Centers always has borrowing capacity
- Optimize financing terms such as:
 - Pricing
 - Amortization
 - Collateral
 - Covenants



Enhance Asset/Liability Management

- Mitigate refinancing risk
- Unlock cash trapped in non-core assets
- Enhance lease liability policy



Transition Towards Unsecured Debt

- Transform Cenomi Centers's debt exposure from secured to unsecured
- Process started with Cenomi Centers' inaugural USD Sukuk in 2019 and was continued with 2 USD issuances
- New SAR Public Sukuk program was approved by CMA last June
- USD Sukuk 2029 issuance in 2024 to fully redeem the Sukuk 2024¹







Leverage

Leverage targets upon stabilization of the 2 flagship malls current under development (currently non-recourse debt)

• Net LTV¹: < 45%

 Net Leverage (Net Financial Debt (excl. Leases) / EBITDAR): < 5.0x Net Leverage (Net Financial Debt (excl. Leases) / EBITDAR): < 5.0x



Credit Rating

Maintain current rating levels or higher



Funding & Liquidity

- Balanced secured to unsecured debt profile in the medium-term; continued transition toward majority unsecured debt
- Proactively address the refinancing of upcoming maturities at least 18 months in advance
- Availability of adequate cash and standby lines to meet business requirements up to 10% of total debt



Hedging

- Funding at fixed rate > 50%
- Exposure to non-USD FX limited, unless hedged



Dividends

• Total annual ordinary dividend up to SAR 1.5 per share for the foreseeable future

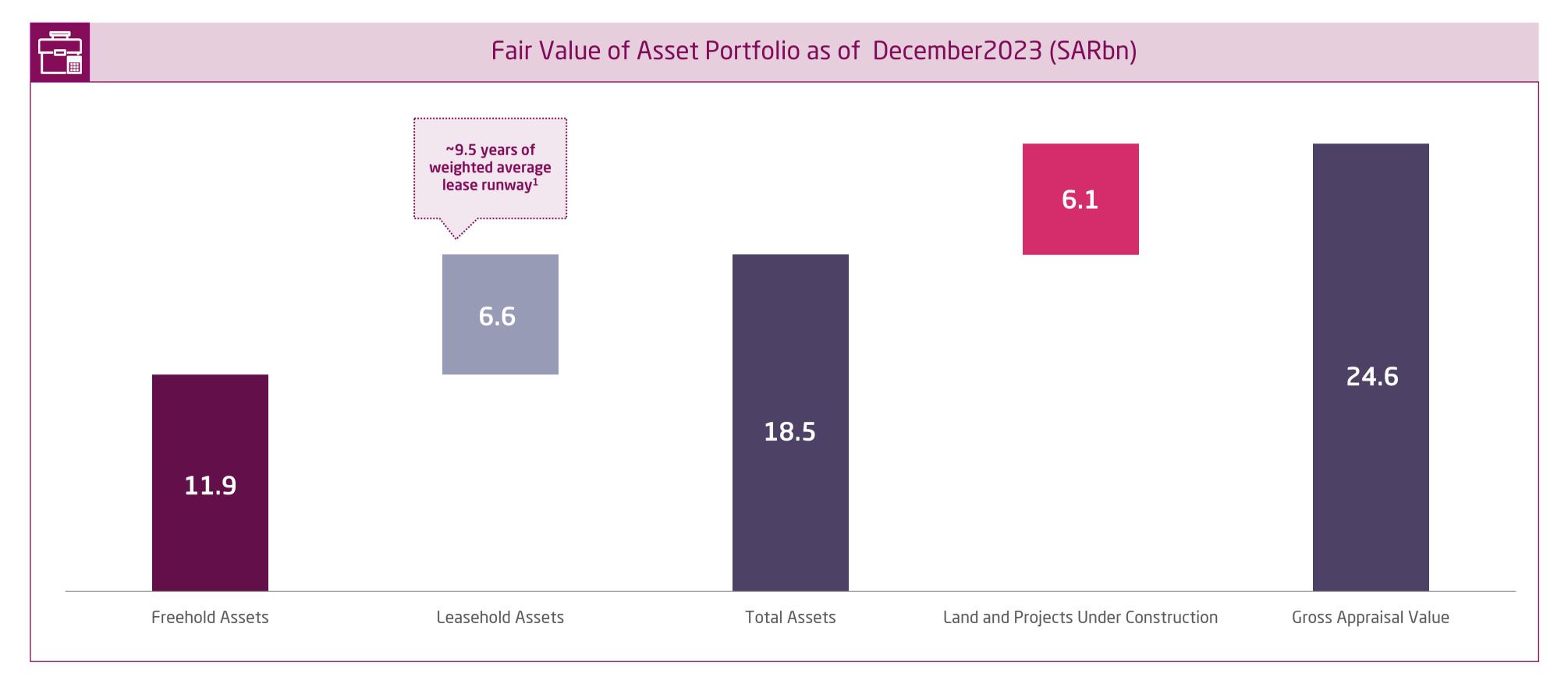


Investments

- Committed to a prudent investment policy in the best interests of all stakeholders, with material new investments funded by a mix of asset disposals, equity and debt
- Material (freehold) projects preferably funded with non-recourse debt

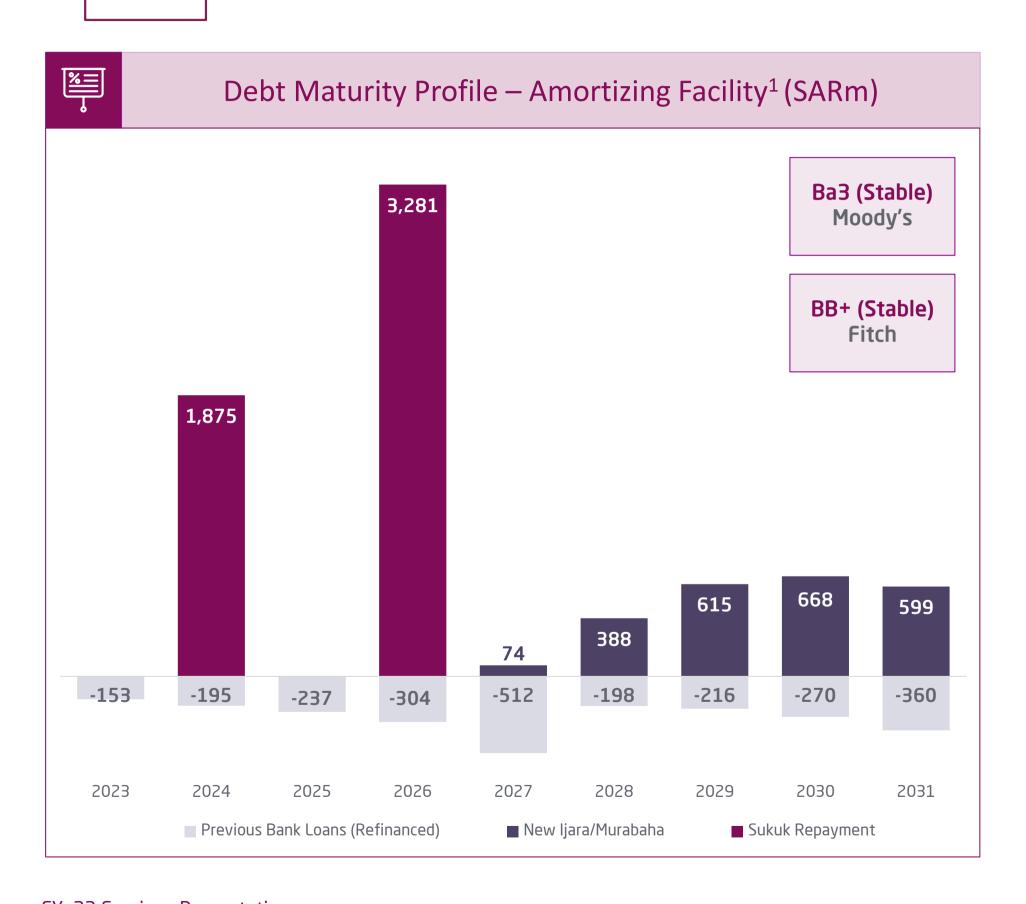
Robust freehold portfolio and favourable lease expiry profile including SAR 5.5bn in land and ongoing projects

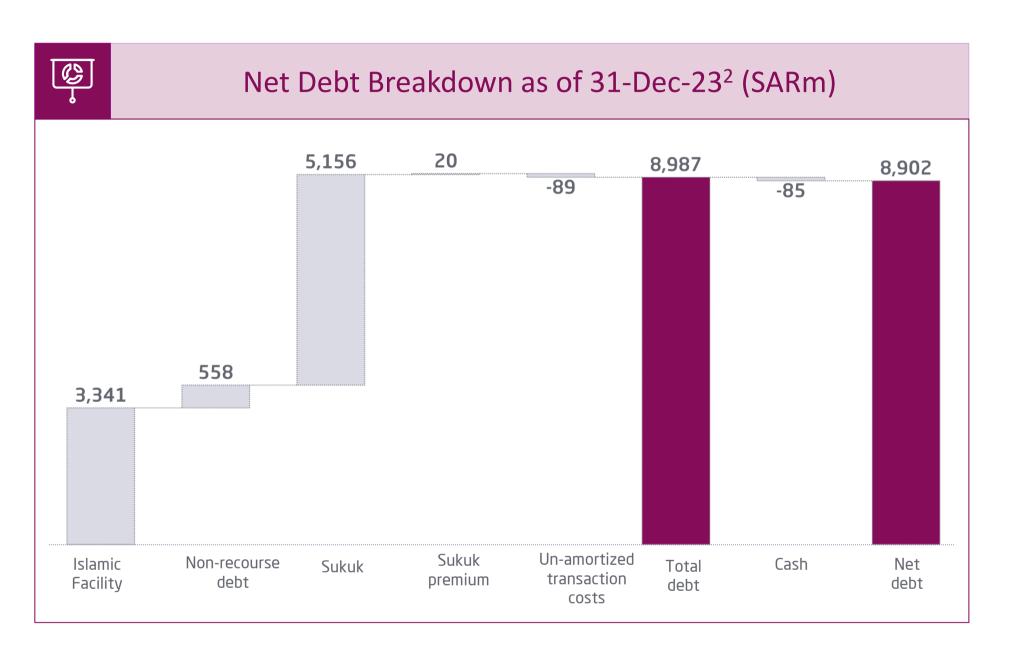






Stable debt profile with smooth debt maturity including refinancing the sukuk maturity





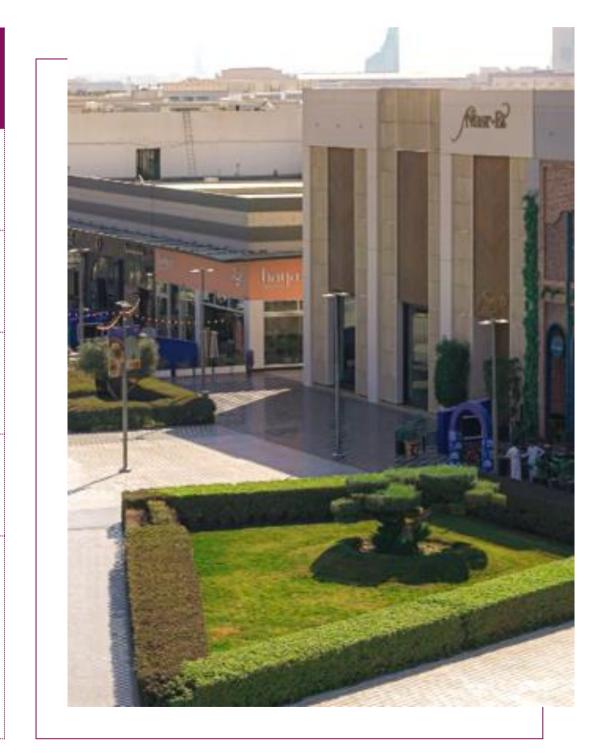
	2019	2020	2021	2022	2023
Secured Debt	100%	74.0%	74.0%	39.0%	42.8%
Unsecured Debt	0%	26.0%	26.0%	61.0%	57.2%
W. Avg. Cost of Debt	5.4%	4.7%	3.6%	4.7%	6.5%



Significant progress on non-core asset sale program with ~SAR 1.1bn unlocked to date

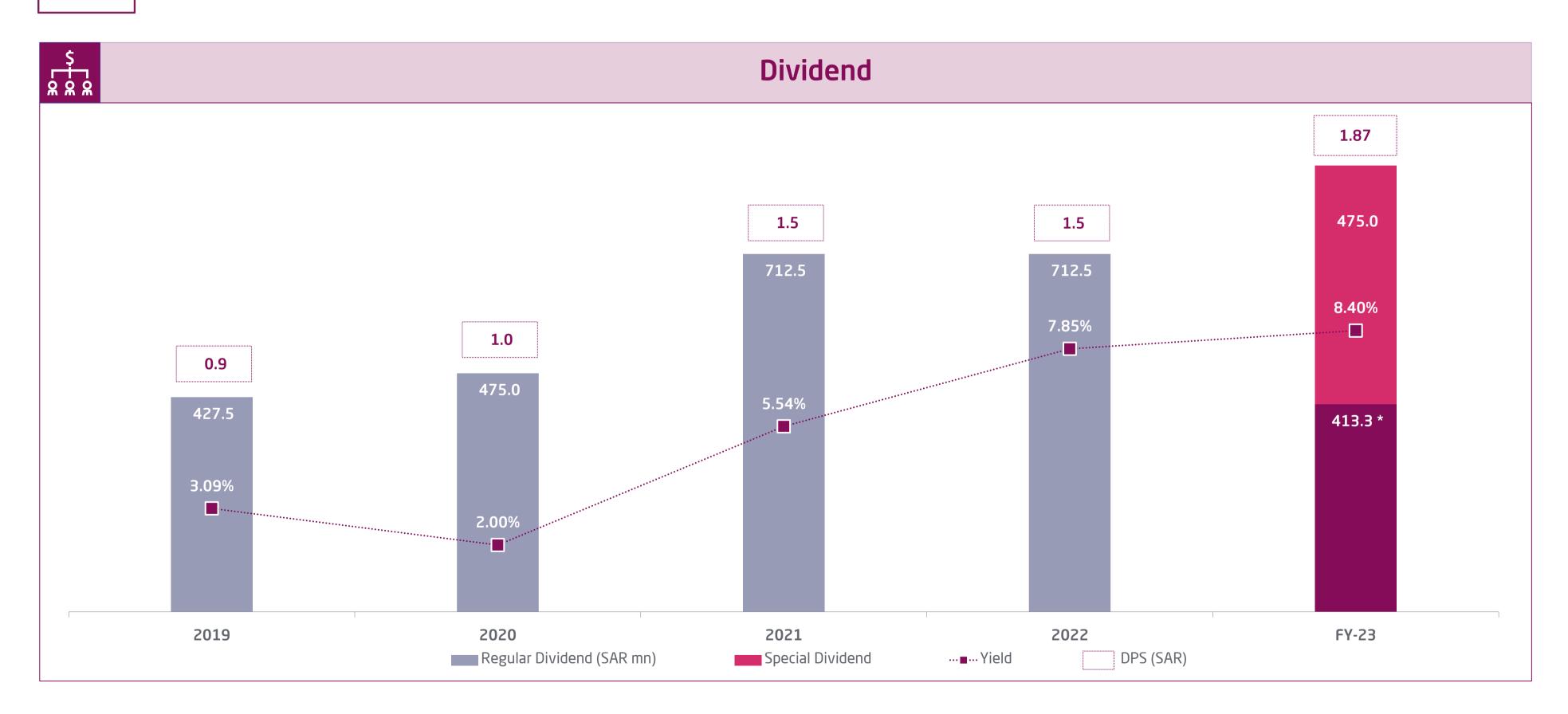
~SAR 200m sale of Sahara Plaza is the most recent milestone in Cenomi Centers' non-core asset sale program ¹

City	Location	Land Size (sqm)	Market Value (SAR)
Riyadh	King Fahad Road - Olaya	18,000	Sold at 230m
Riyadh	Adjacent to Jawharat Riyadh	118,000	Sold at 645m
Al Ahsa	Granada District	29,384.90	Sold at 62.5m
Riyadh	Sahara Plaza	13,000	Sold at 200m
Qassim	Adjacent to U-Walk Qassim	1,216,000 ~800m	
Others	-	603,000	OUUIII





SAR 888.3mn in dividends distributed in FY23 reflecting commitment to rewarding shareholders





Cenomi Centers: A leading player consistently unlocking growth and development





Strong Macro Growth Tailwinds

Largest economy in the GCC with signal of strong rebound in 2024 and 2025

Achieved 100m tourists ahead of Saudi Vision 2030 target



Saudi Arabia's top provider of organized retail space

10 cities 22 malls 1.4mn sqm 4,500+ stores



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

160 brands onboarded in FY-23 of which 63 are new brands



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

Average of 1+ new centers per annum



Redefining The Lifestyles Centers Experience

Launched 1 lifestyle destination in FY-23 with 3 flagships and 3 lifestyle destinations in the pipeline



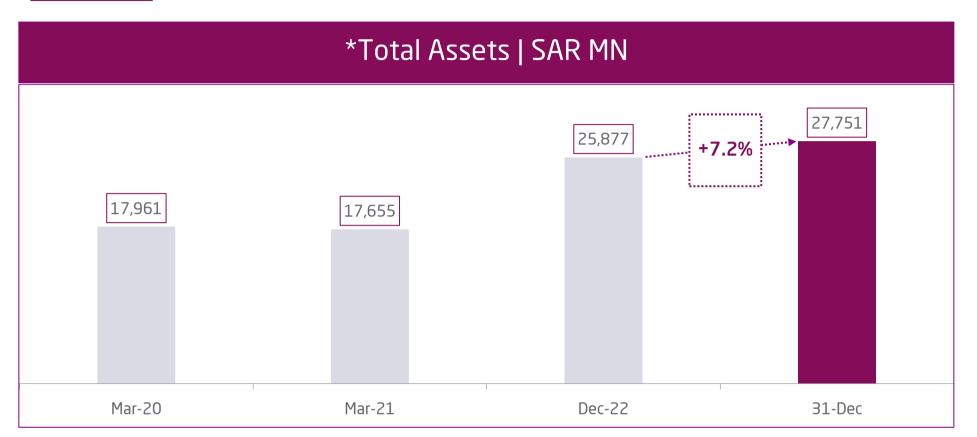
Unlocking Value for Shareholders with Attractive Dividend Pay-out

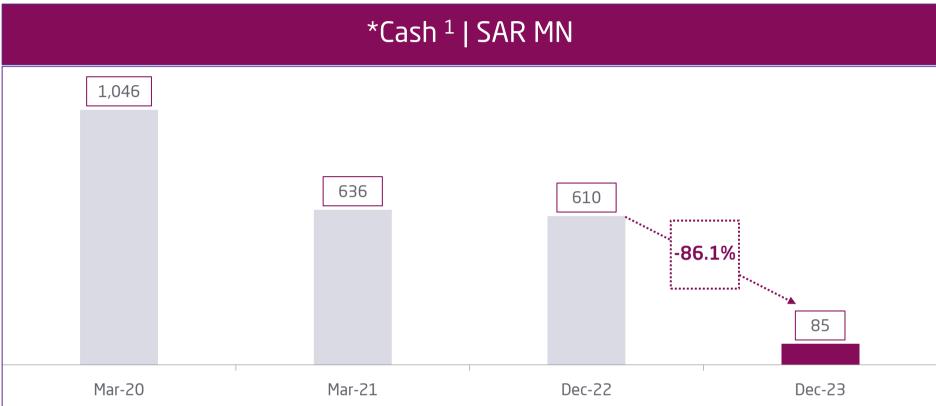
SAR **888.3** million cash dividend distributed to shareholders for FY-23

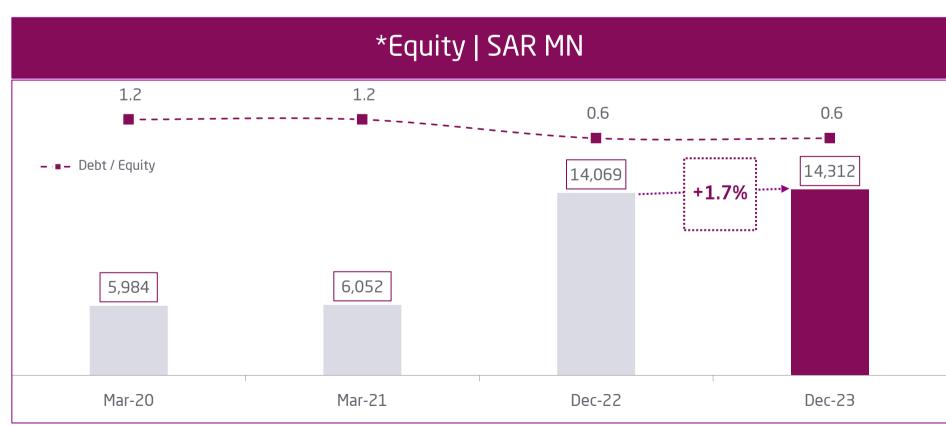


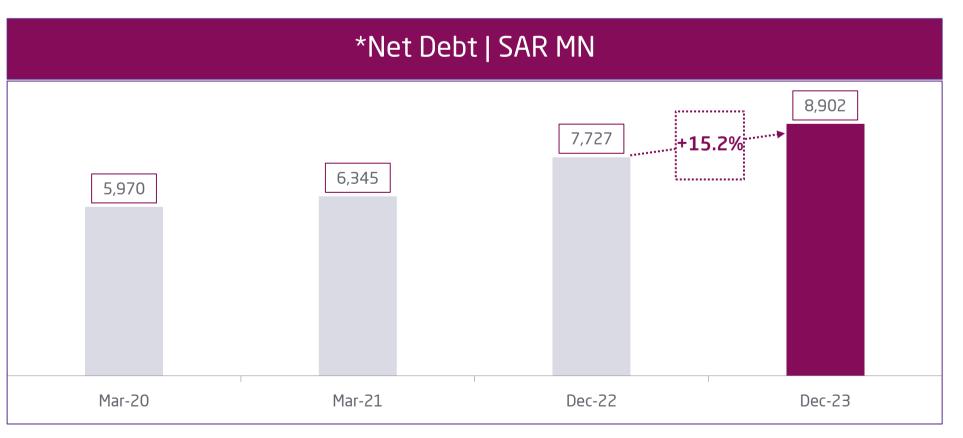
Strong and Liquid Balance Sheet











FY 23 Earnings Presentation

^{*} Based on fair value model (Q1-Q2--Q3-23, Q1-22 & Q4-22)

¹Cash excludes SAR 303 million invested in a liquid money market fund as at Dec. 2023





Income statement (SAR Million)	FY-22	FY-23	% Change y-o-y	
Revenue	2,206.7	2,253.7	2.1%	
Gross Profit (Loss)	1,845.7	1,870.2	1.3%	
Gross Profit Margin	83.6%	83.0%	-0.66рр	
Operating Profit (Loss)	1,426.0	1.909.5	33.9%	
Finance Income	_	7.1	100%	
Finance Costs Over Loans and Borrowings	(187.6)	(253.8)	35.3%	
Finance Costs Over Lease Liabilities	(142.8)	(110.4)	-22.6%	
Net Finance Costs	(330.4)	(357.1)	8.1%	
Share Of Profit (Loss) From Equity-accounted Investee	(18.2)	(10.9)	-40.3%	
Profit Before Zakat	1,077.4	1,542.5	43.1%	
Zakat	(68.5)	(40.7)	-40.9%	
Net Profit	1,008.9	1,501.0	48.8%	
Net Profit Margin	45.7%	66.6%	20.9рр	
EBITDA	1,450.8	1,545.4	6.5%	
EBITDA Margin	65.7%	68.6%	2.8рр	
FF0	1,042.2	1,147.9	10.1%	
FFO Margin	56.5%	61.4%	4.9рр	

FY 23 Earnings Presentation

Balance Sheet



Balance Sheet (SAR Million)	FY-22	FY-23
ASSETS		
Current Assets	2,465.6	2,106.3
Investment properties	23,075.7	25,333.8
Other non-current assets	335.5	311.1
TOTAL ASSETS	25,876.8	27,751.2
LIABILITIES		
LIADILITICS		
Current Liabilities	1,914.8	4,639.2
	1,914.8 9,893.4	4,639.2 8,800.1
Current Liabilities		



Development of flagship Jawharats' well-underway and on track to open in H2 2025



Jawharat Riyadh





Jawharat Jeddah

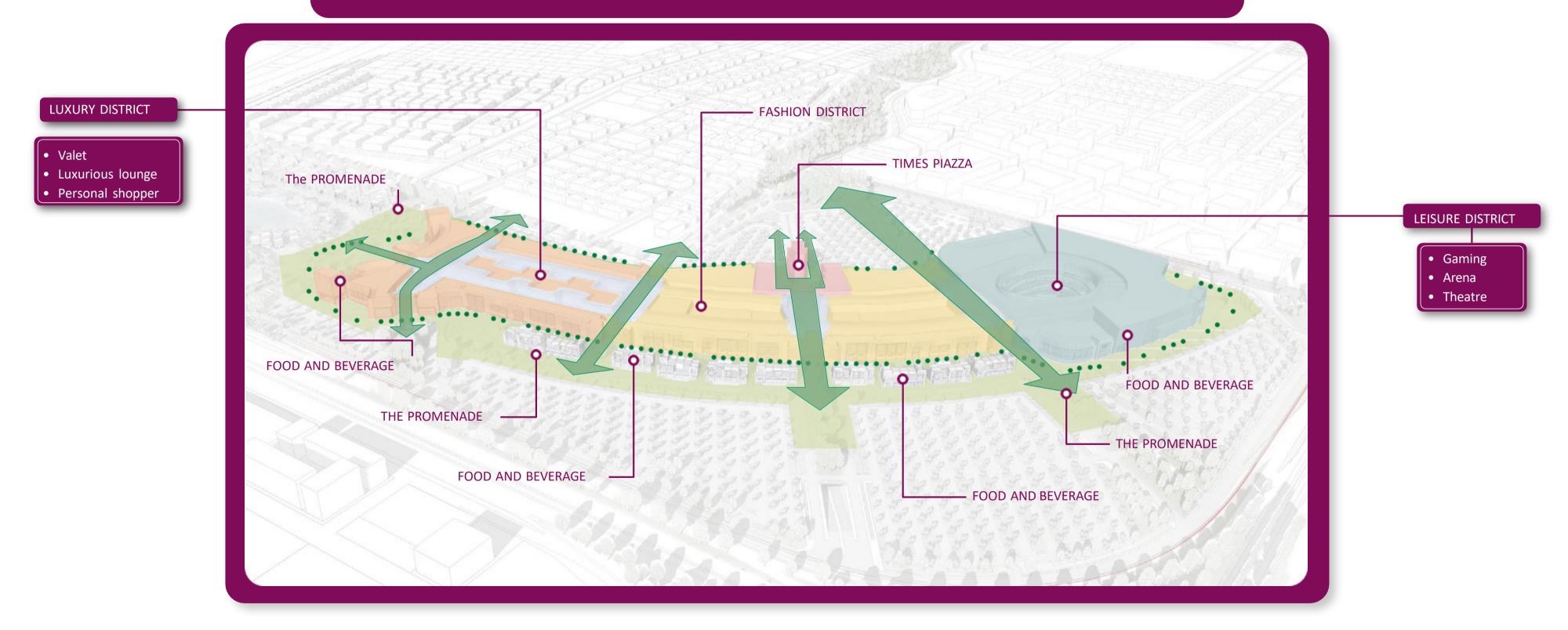




Jawharat Riyadh: A Differentiated Asset with Unparalleled Features



Jawharat Riyadh is designed keeping its consumer needs at its forefront offering a seamless and integrated experience with state of the art, first of their kind features such as Times Plaza & Leisure district and unique luxury offerings through partnerships with global leading brands



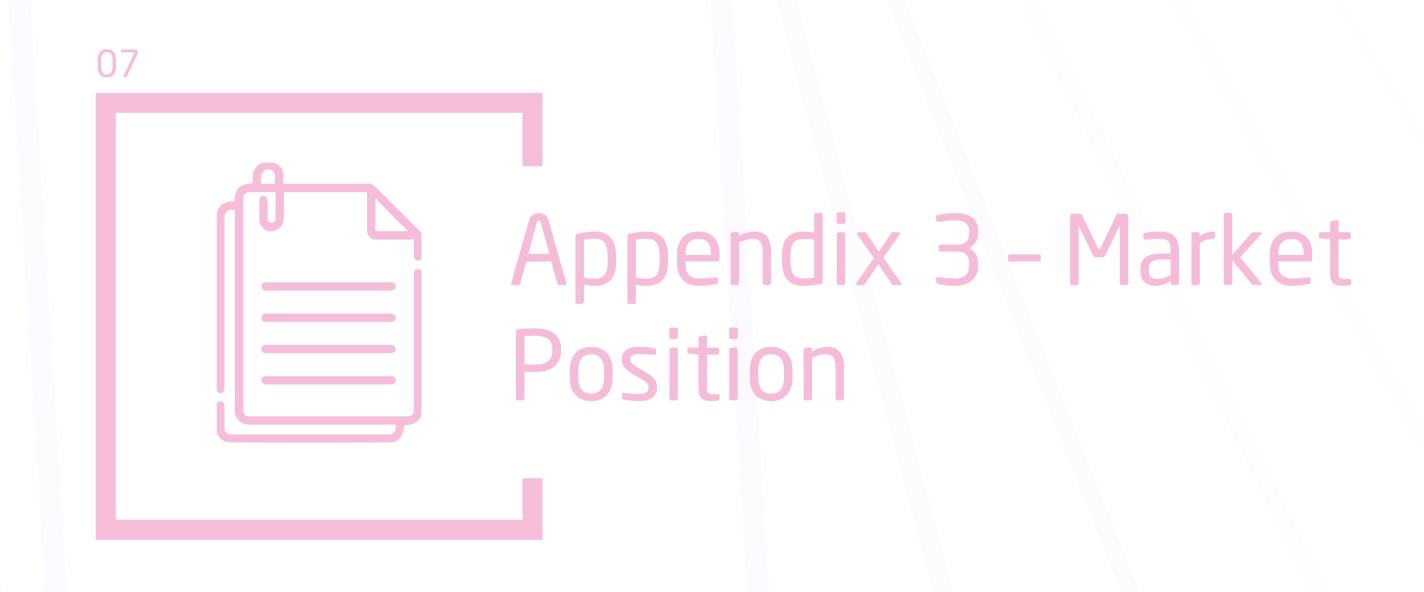
Jawharat Riyadh: Unique Lifestyle Destination for the Kingdom







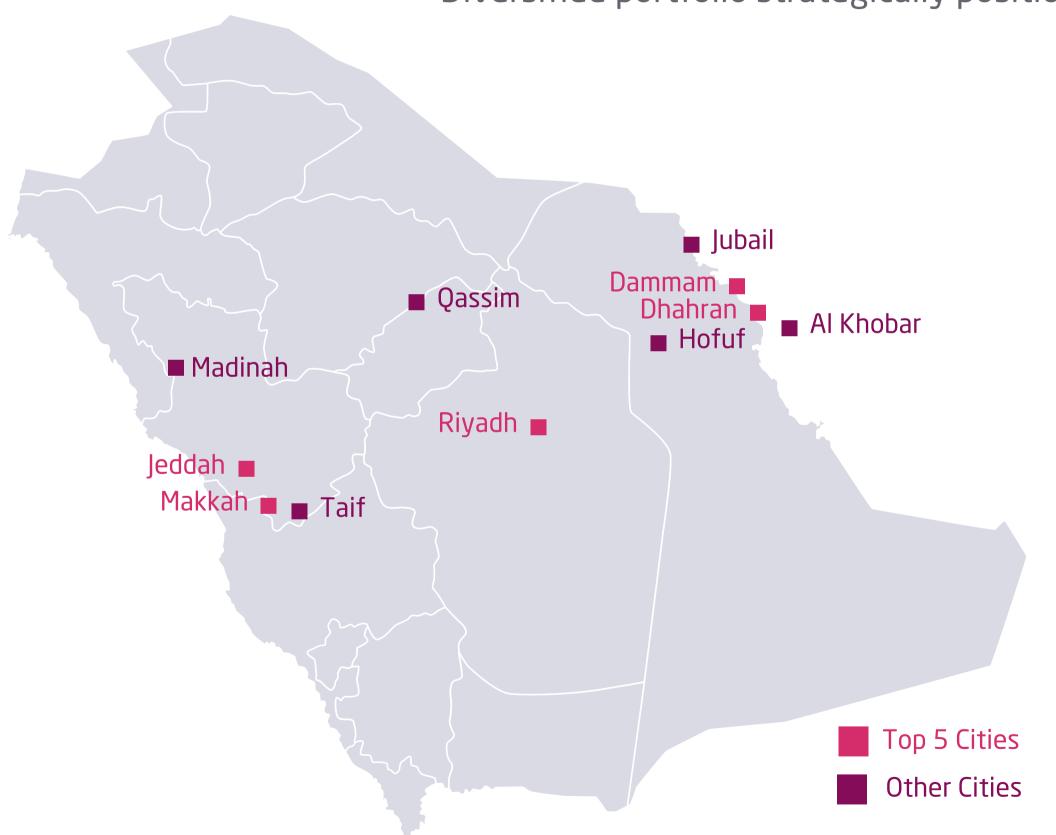








Diversified portfolio strategically positioned in large catchment areas



Makkah

Makkah Mall

Jeddah

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

DMA

- Nakheel Mall DMM
- Mall of Dhahran

Riyadh

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

Madinah

Noor Mall

Hofuf

Al Ihsa Mall

Qassim

- Nakheel Plaza
- U Walk Qassim

Jubail

- Jubail Mall
- Jubail Marina Mall

Taif

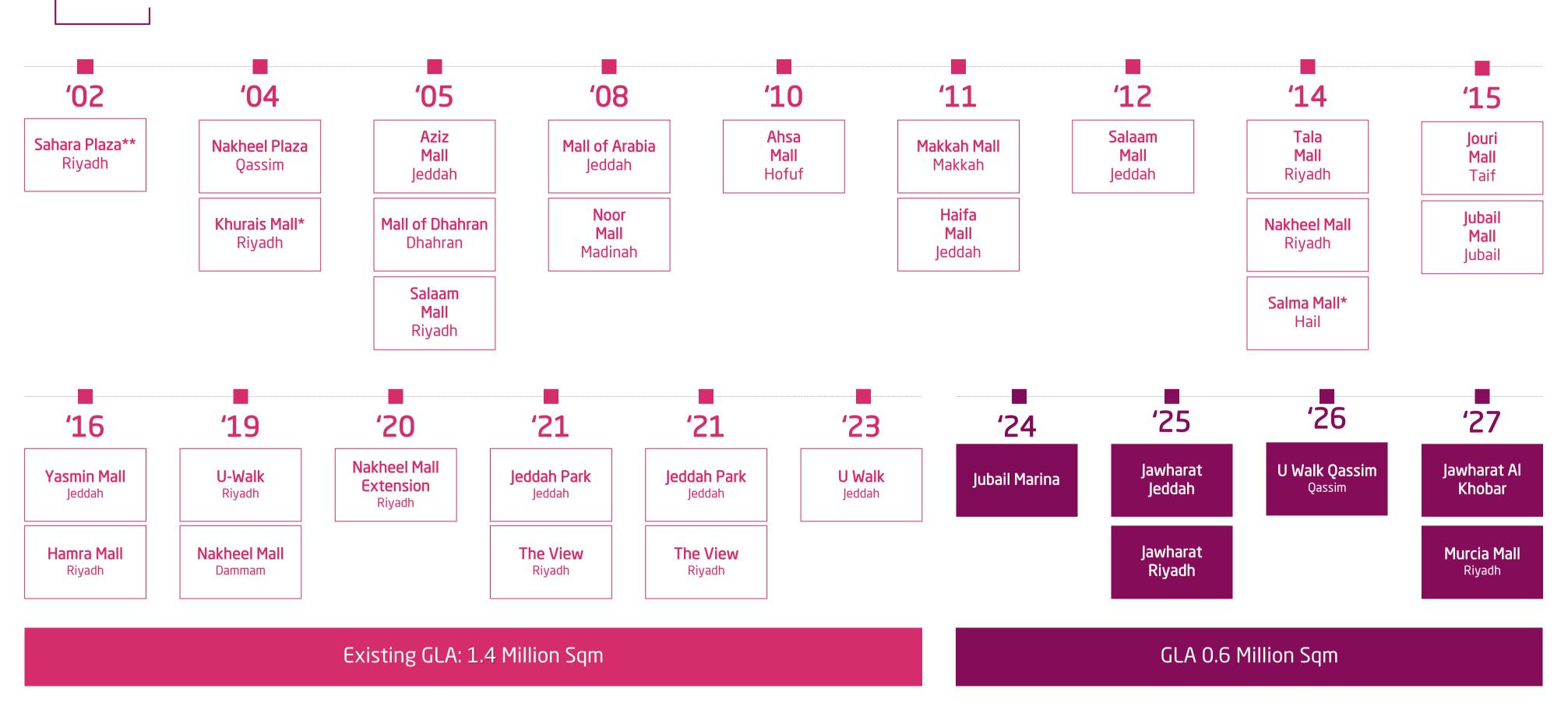
• Jouri Mall

Al Khobar

 Jawharat Al Khobar

CENOI

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



FY 23 Earnings Presentation

^{*}Salma and Khurais Malls were closed during FY22 ** Sahara Plaza sale concluded in Feb'24 as part of non-core asset sale program





	Mall	City	Performance Category	Lease Expiry	Year Opened	GLA	Occupancy	Contribution	Cineplex Presence
1.	Mall of Dhahran	Dhahran	А	'26	'05	132,316	96.9%	12.95%	✓
2.	Salaam Mall	Jeddah	В	'32	'12	123,387	83.8%	5.84%	-
3.	Mall of Arabia	Jeddah	А	Freehold	'08	109,755	97.7%	11.42%	✓
4.	Nakheel Mall	Riyadh	A	'34	'14	74,425	98.1%	12.04%	✓
5.	Aziz	Jeddah	В	'46	'05	67,717	91.8%	4.65%	√
6.	Noor	Madinah	А	Freehold	'08	67,478	95.0%	5.32%	√
7.	Yasmeen Mall	Jeddah	В	′34	'16	59,662	92.3%	5.70%	√
8.	Hamra	Riyadh	А	Freehold	'16	55,400	98.4%	5.08%	√
9.	Ahsa	Ahsa	С	Freehold	'10	46,011	87.4%	1.83%	√
10.	Salaam Mall	Riyadh	В	Freehold	'05	47,292	93.1%	2.99%	√
11.	Jouri	Taif	В	'35	'15	48,045	96.7%	4.74%	-
12.	Makkah Mall	Makkah	А	Freehold	'11	37,429	97.5%	6.14%	-
13.	Nakheel	Dammam	А	Freehold	'19	57,818	97.1%	6.9%	√
14.	U-Walk	Riyadh	А	′46	'19	51,010	90.1%	3.66%	√
15.	Nakheel Plaza	Qassim	С	'29	'04	42,608	95.1%	2.03%	√
16.	Haifa	Jeddah	С	'32	'11	33,517	84.4%	1.44%	√
17.	Tala	Riyadh	С	'29	'14	20,791	89.9%	1.29%	√
18.	Jubail	Jubail	С	Freehold	'15	20,571	72.6%	0.70%	✓
19.	Sahara Plaza	Riyadh	С	Freehold	′02	14,722	100.0%	0.21%	-
<u>'</u>					LFL	1,109,954	92.9%	95.0%	
20.	The View	Riyadh	А	Freehold	'21	54,971	94.4%	4.21%	√
21.	U-Walk Jeddah	Jeddah	А	2052	′23	54,497	40.1%	NM	2024
22.	Jeddah Park	Jeddah	А	Operational Agreement	'21	120,613	73.4%	0.78%	-
-		,	<u> </u>		Total	1,340,035	89.2%	100%	



Thank you

Contacts

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