



▶ Estithmar
Holding Q.P.S.C.

Investor Presentation
FY 2023

Agenda

1. Company Overview

- Company History
- Values, mission, vision and guiding principals
- Corporate Strategy
- Board and Executive Leadership Team
- Governance
- Corporate Snapshot

2. Financial Statements and Key Highlights

- Key Financial Highlights
- Financial Performance

3. Clusters Overview

- Healthcare
- Ventures
- Services
- Contracting & Industries

4. Discussion

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Recipients of this Presentation should be aware that this Presentation contains references to the financial years 2020, 2021, and 2022 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



1

COMPANY
OVERVIEW

 **Estithmar**
Holding Q.P.S.C.

▶ Estithmar

Holding Q.P.S.C.

LEGACY OF EXCELLENCE



HEALTHCARE



SERVICES



VENTURES



SPECIALIZED
CONTRACTING

51 Companies

▶ **elegancia**
healthcare

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

▶ **elegancia**
services

CATERING
FACILITIES MANAGEMENT
RESOURCES
GABRO
SUPPLY & TRADING

▶ **Estithmar**
ventures

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

▶ **elegancia**
contracting & industries

MEP
LANDSCAPE
MARINE
FIT-OUT
KITCHENS
CESCO
WATER SOLUTIONS
SWITCHGEARS
DATA CENTERS
STEEL
JOINERY
STONES

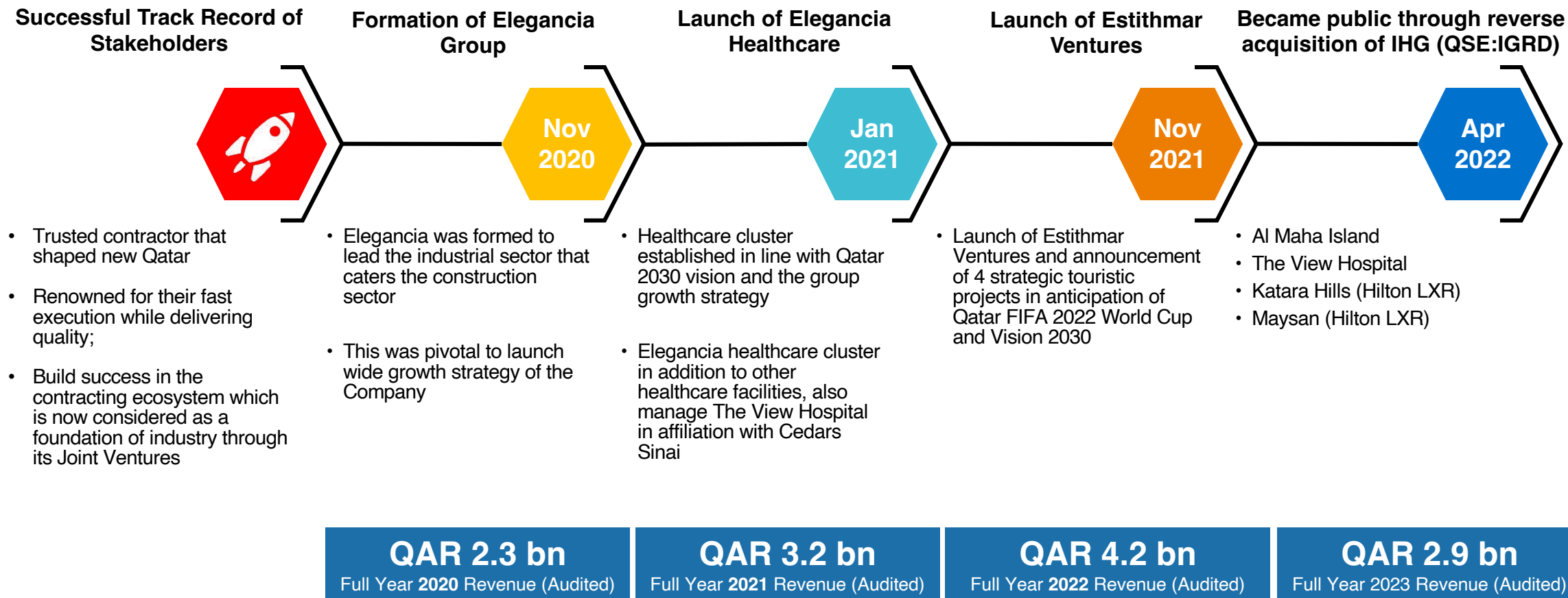
▶ **elegancia**
arabia

CONTRACTING
SERVICES

LEGACY OF EXCELLENCE

COMPANY HISTORY

With the support of its key shareholders, the business has evolved over years from operating units within the shareholder's group of companies to become Estithmar Holding, one of the leading industrial pillars of Qatar's economy.



▶ PURPOSE

To add value to a society for a better lifestyle

▶ VISION

Creating a brighter future from Qatar to the world

▶ MISSION

We add exceptional value to our customers through the skills and knowledge of our employees

▶ VALUES

- Leadership
- Collaboration
- Accountability
- Quality
- Resilience

▶ GUIDING PRINCIPLES

- Preserve Corporate Reputation
- Corporate Social Responsibility
- Develop Future Leaders
- Promote Innovation
- Inspire Trust
- Improve Agility



CUSTOMER CENTRIC STRATEGY

To transform from the conventional way of doing business, into embracing a holistic modern **measurable customer-centric approach**.



INTEGRATED OFFERING, MARGIN UPGRADE & INTERNATIONAL EXPANSION

MARGIN GROWTH



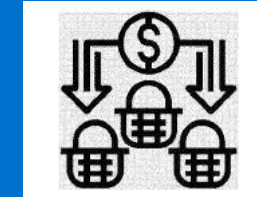
Evolve towards **higher margin service economy**

MARKET EXPANSION



Expanding our projects portfolio to promising **international markets**

SERVICE OFFERING



Expand service offering & create **sustainable revenue steams**



OUR PEOPLE

- Capitalize on our people as the core capability and foundation of our organization, by continue developing their skills to expand our business portfolios and maximize stakeholders' value.



NATIONAL ECONOMY

- Support the government's agenda and enable the core pillars of the national vision 2030.
- Deliver a comprehensive offering across all economic sectors with focus on **Healthcare and tourism**



ESG

- Give significant importance to our **Environmental, Social and Governance** ("ESG") strategy to secure sustainable growth in the future.



ENABLERS

BOARD OF DIRECTORS



Mr. Moutaz Al-Khayyat
Chairman



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

91 different nationalities and backgrounds.



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



Walid Shalan
Chief Financial Officer



Joe Hazel
Chief Executive Officer
Elegancia Healthcare



Abd Almunem Al-Sakka
Chief Executive Officer
Elegancia Services



Richard Chammas
Chief Executive Elegancia Industries
& Contracting
Officer



Amer Mahasen
Chief Executive Officer
Estithmar Ventures



Matthew Dronsfield
Chief Executive Officer
The View Hospital



Marwan Dimas
Group Chief Marketing and
Sales Officer



Ahmed El Zeftawy
Chief Human Resources Officer
Elegancia Healthcare



Riyad Sowaity
Chief Human Resources Officer



Ahmed Zaatari
Chief Executive Officer
Military Medical City



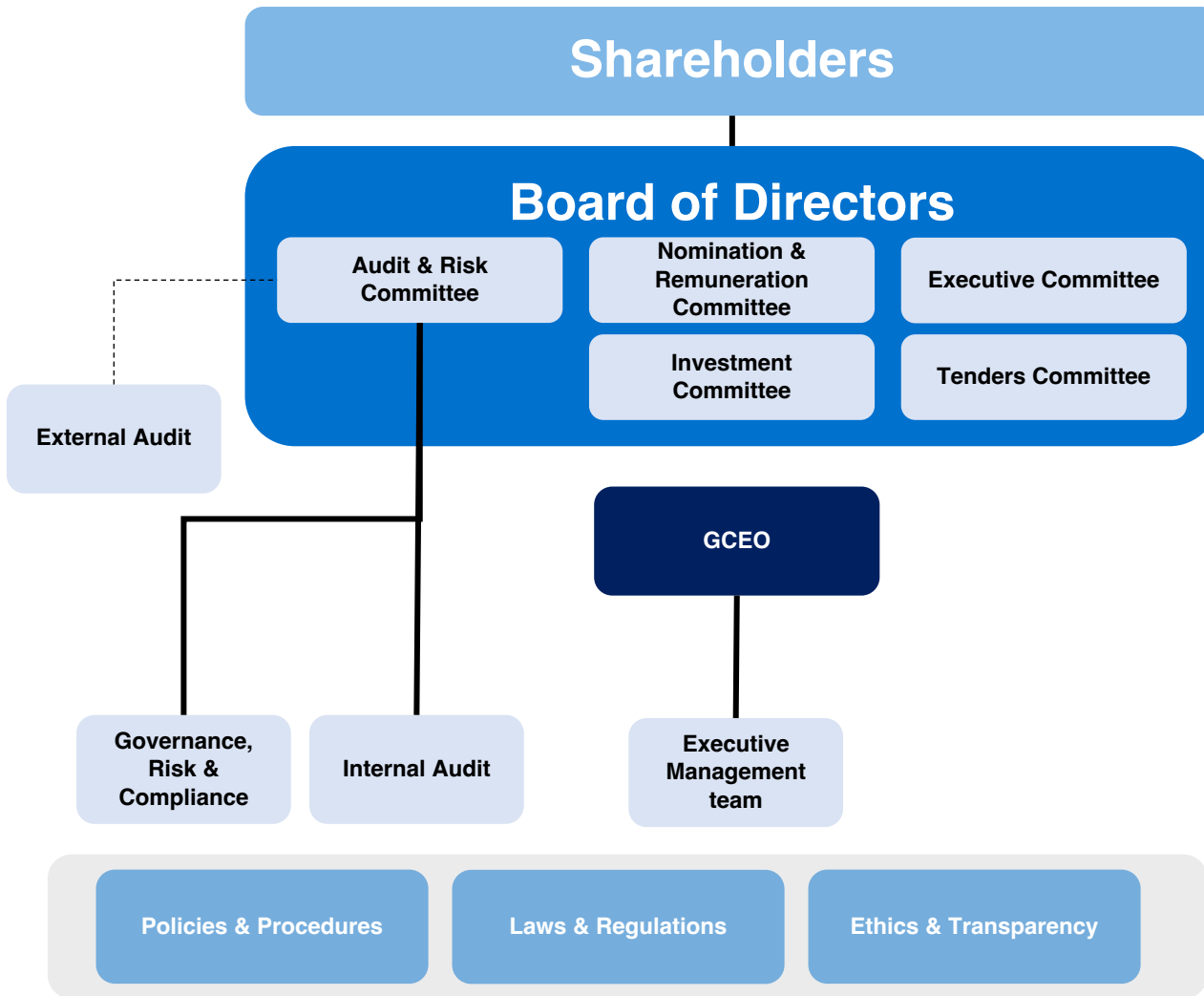
Ahmed Al Kalla
General Manager
Korean Medical Center



Sanaa Daakour
Group Legal Affairs Director



Bob Issa
Chief Marketing and Sales Officer
Elegancia Healthcare



Key Governance principles

- Structured and robust approval process following a comprehensive delegation of authorities (DOA).
- Arm's length dealings with related parties – all transactions subject to comparable terms and conditions, and the same stringent approval processes as non-related transactions.
- Competitive procurement and contracting process.
- Third party audit reporting against major related party transactions
- AGM approval for any transaction or series of linked or related transactions aiming to own, sell, lease, exchange, or otherwise dispose of (except for establishing guarantees) assets of the Company or assets to be acquired by the Company or transactions which would change the essential nature of the Company business; or those whose gross value exceeds (10%) of the lesser of either the Company's market value or the net value of the Company's assets according to the latest announced financial statements.

MAJOR SHAREHOLDERS AND TRADING PERFORMANCE

Key Shareholders		Above 5 % Ownership
#	Shareholder name	% of ownership
1	Mrs. Sumaya Saber Hamsho	20.09%
2	Mr. Ramez Mohamad Al-Khayyat	19.82%
3	Mr.Mohamad Moataz Mohamad Al- Khayyat	19.70%
4	Urbacon Trading and Contracting Company W.L.L	18.73%

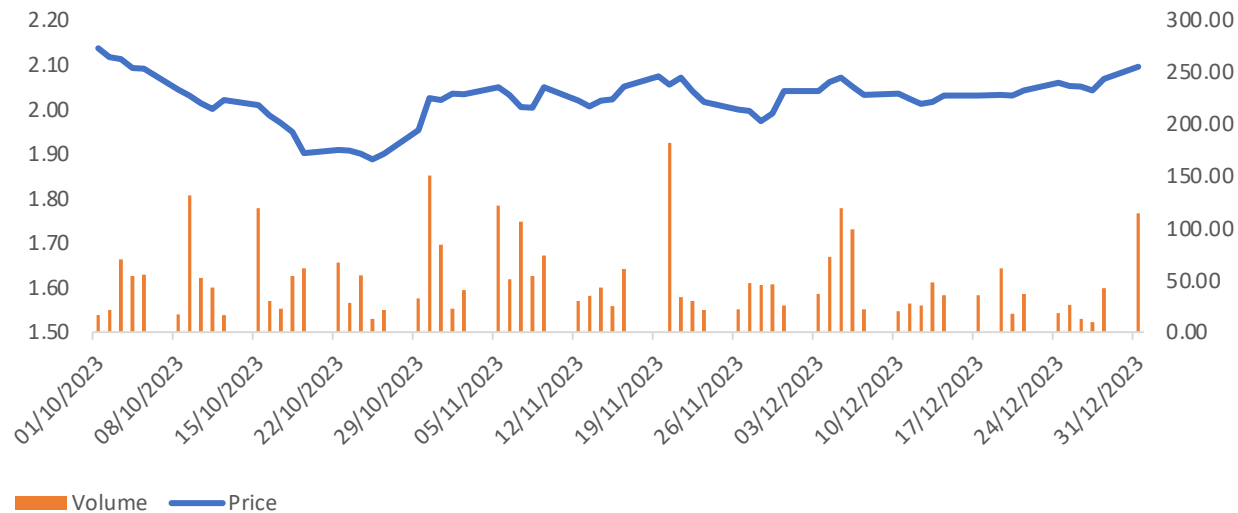
Mr. Mohammad Moataz Al-Khayyat - Chairman



Mr. Ramez Al-Khayyat – Vice Chairman



Trading performance



- Mr. Mohammad Moataz and Mr. Ramez are leading Qatari businessmen and entrepreneurs and **Chairman and Vice Chairman of Power International Holding (“PIH”)**, a conglomerate spanning several sectors and UCC Holding, a leading contracting company
- **Oversee more than 40 businesses** covering healthcare, hospitality, tourism, general contracting, agro-food industries, real-estate development, lifestyle, and services
- **Successfully completed the first-ever reverse merger** of IHG with Elegancia Holding and renaming the listed Company as Estithmar as well as expansion of the Company in new business sectors, including healthcare, hospitality and tourism
- **Successfully founded and listed Baladna**, Qatar’s leading dairy company which significantly contributed to the strengthening of food security and local economy
- Mr. Mohammad Moataz and Mr. Ramez hold a bachelor’s degree in Global Business from the University of West Scotland



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FINANCIAL STATEMENTS AND KEY HIGHLIGHTS



KEY FINANCIAL HIGHLIGHTS FY 2023

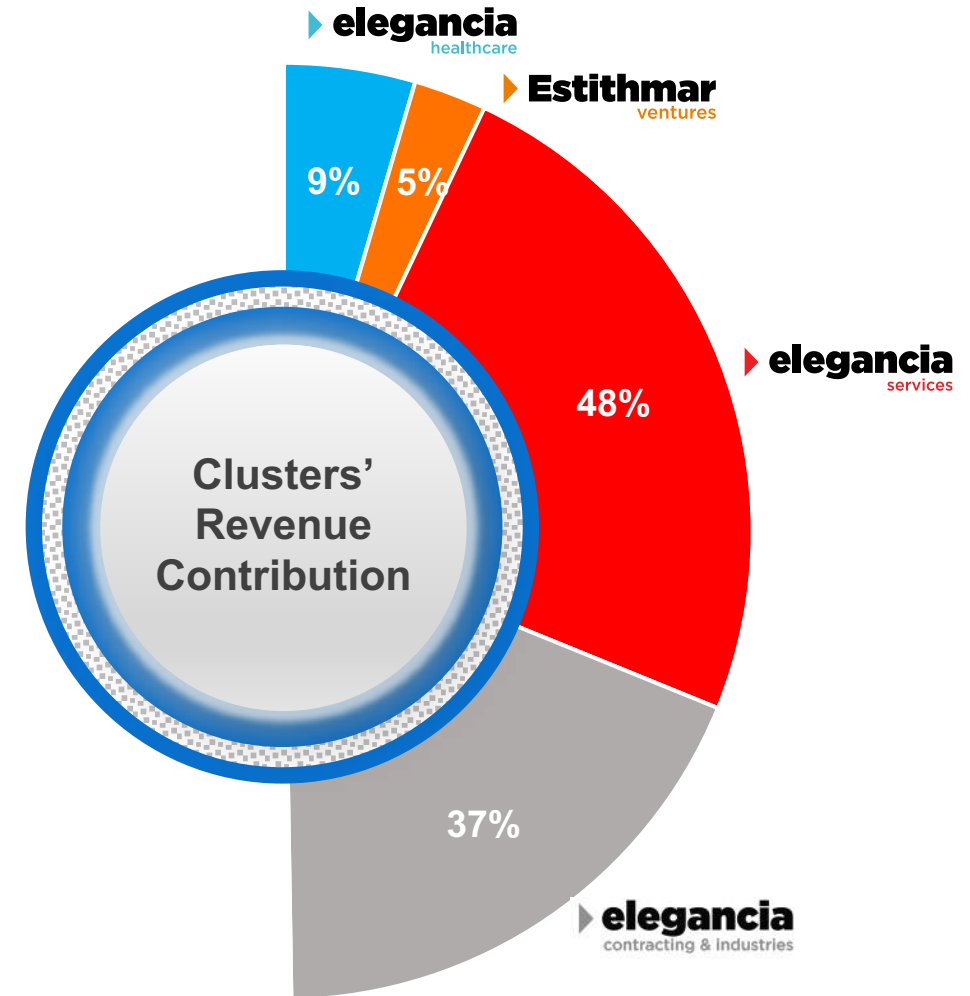
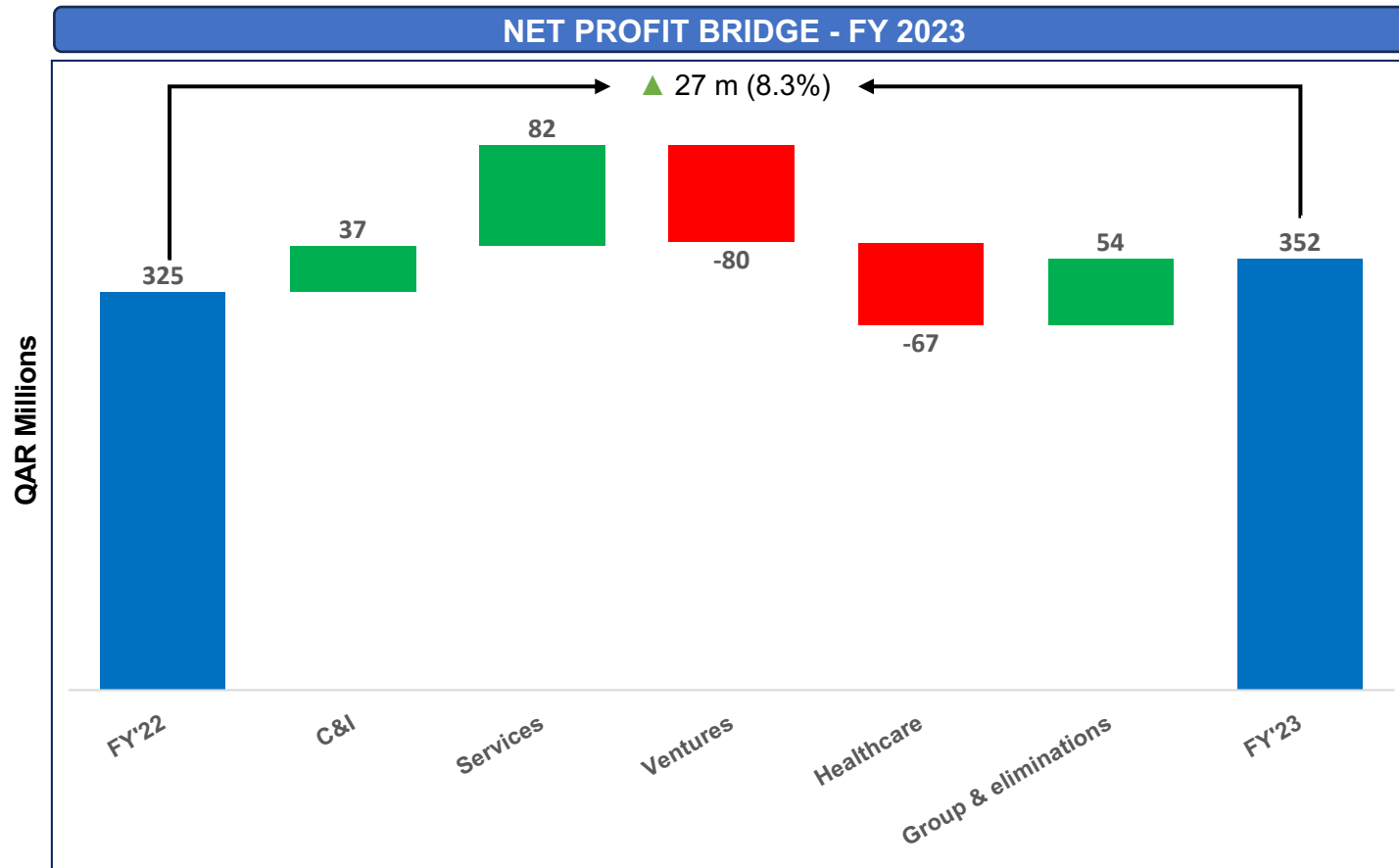
	FY 2022	FY 2023	YoY Growth
1  Revenue	QAR 4,237 m	QAR 2,919 m	 -31%
2  Gross Profit	QAR 620 m	QAR 801 m	 29%
3  Net Profit	QAR 325 m	QAR 352 m	 8%
4  EBITDA	QAR 518 m	QAR 646 m	 25%

C&I and Services clusters (85% of total revenue) decline by -31% due to several events and factors that contributed to the revenue of 2022 but are not there in 2023 (i.e. FIFA).

Despite decline in revenue, reported significant increases in EBITDA, GP, and NP due to operational efficiencies and overall improved company performance.

NET PROFIT BRIDGE AND CLUSTER REVENUE CONTRIBUTION FOR FY 2023

Operational efficiencies and improved performance of C&I and Services clusters drove positive net profit results. C&I and Services contribute to 85% of total revenue.



BALANCE SHEET HIGHLIGHTS FY 2023

Estithmar Holding has a total shareholder equity of QAR 4.8 B and total debt of QAR 2.1 B, which brings its debt-to-equity ratio to 0.44. Its total assets and total liabilities are QAR 9.0 B and QAR 4.2 B respectively. Estithmar Holding's EBITDA is QAR 646 M making its interest coverage ratio 5.0.

TOTAL ASSETS

 **+287 m**

QAR 9,016m in '23 up from QAR 8,729m in '22

RETURN ON ASSETS

 **+5%**

3.9% in '23 up from 3.7% in '22

RETURN ON CAPITAL EMPLOYED

 **+6%**

7.6% in '23 up from 7.2% in '22

DEBT TO EQUITY

 **+7%**

0.44 in '23 up from 0.41 in '22

DEBT TO EBITDA

3X

3X in '23 down from 4X in '22

CURRENT RATIO

 **1.25**

1.25 in '23 up from 1.03 in '22



3

CLUSTER
OVERVIEW

 **Estithmar**
Holding Q.P.S.C.



elegancia healthcare

Existing Operations

- ▶ **The View Hospital** [Own & Operate]
- ▶ **Korean Medical Center** [Own & Operate]
- ▶ **EWS – Medical Services Consultancy**

Planned & Upcoming

- ▶ **Algerian Qatari German Hospital** [Own & Operate with offtake agreement]
- ▶ **Iraq Hospitals** [Operate with offtake agreement]



SIGNATURE SERVICES



WOMEN'S HEALTH

HEART HEALTH

DIABETES CARE

EXECUTIVE HEALTH

WELLNESS

FAMILY HEALTH



Has been named

1
In California

2
In The USA
U.S. News & World Report's
"Best Hospitals 2022-23"



In Affiliation With
 Cedars
Sinai

QAR 434 M
Initial
Investment

QAR 933 M
Annual
Revenue at
Stabilization

240
Beds

10
Operating
Rooms

52
Clinics

948
Medical
Staff



IN PARTNERSHIP WITH THE BEST KOREAN MEDICINE PROVIDERS:



ASAN
Medical Center

EXECUTIVE HEALTH
CHECK UP CENTER

FERTILITY CENTER



JK Medical Group

PLASTIC SURGERY,
& DERMATOLOGY

SPINE & JOINT CENTER



DENTAL CENTER

STEMCELL LAB



PAIN MANAGEMENT,
REHABILITATION &
KOREANMEDICINE
CENTER

PRIMARY CARE
SERVICES



QAR 264 M
Initial
Investment

QAR 287 M
Annual
Revenue at
Stabilization

66
Procedure
Treatment
Rooms

3
Operating
Rooms

46
Outpatient
Clinics



QAR 1.3 B
Initial
Investment

QAR 1.2 B
Annual
Revenue at
Stabilization

400
Beds

20
Operating
Rooms

KEY OPERATIONAL HIGHLIGHTS 2023



5 groundbreaking surgeries were successfully conducted at **TVH** for the first time in the region, marking a significant milestone in our healthcare achievements.

The signing of agreements to develop and operate the **Algerian Qatari-German Hospital**, in partnership with the Algerian National Investment Fund

The int'l visiting doctors' program in affiliation with **Cedar-Sinai** attracted **+20 medical** doctors and experts from US, UK, Spain, and France

The View Hospital proudly presents a diverse team of **1,220 medical staff** across **298 specialties**, representing **63 nationalities**

The **Korean Medical Center** is set to **open in April 2024** in partnership with renowned Korean health centers the likes of JK Medical Group and Asan Medical Center



▶ **Estithmar** ventures

▶ **Existing Operations**

- Al Maha Island - Qatar
- Katara Hills - Qatar
- Maysan Doha - Qatar
- The Equestrian Club Event Halls

▶ **Under Development**

- Rosewood Maldives
- Rixos Baghdad – Iraq

Layout



The Ultimate Most Attractive
Destination of Qatar

+230,000 m²

9
Restaurants

Beach Club

Lusail Winter Wonderland

AL MAHA

ISLAND LUSAIL

QAR 650 M
Initial
Investment

QAR 212 M
Annual
Revenue at
Stabilization



9 Renowned International Restaurants and a Beach Club

AL MAHA
ISLAND LUSAIL



A New & Distinctive Architectural Design in Harmony with Nature.

Fifteen Luxury Villas with Private Pools

9
One Bedroom Villa

5
Two Bedroom Villa

1
VIP Three
Bedroom Villa

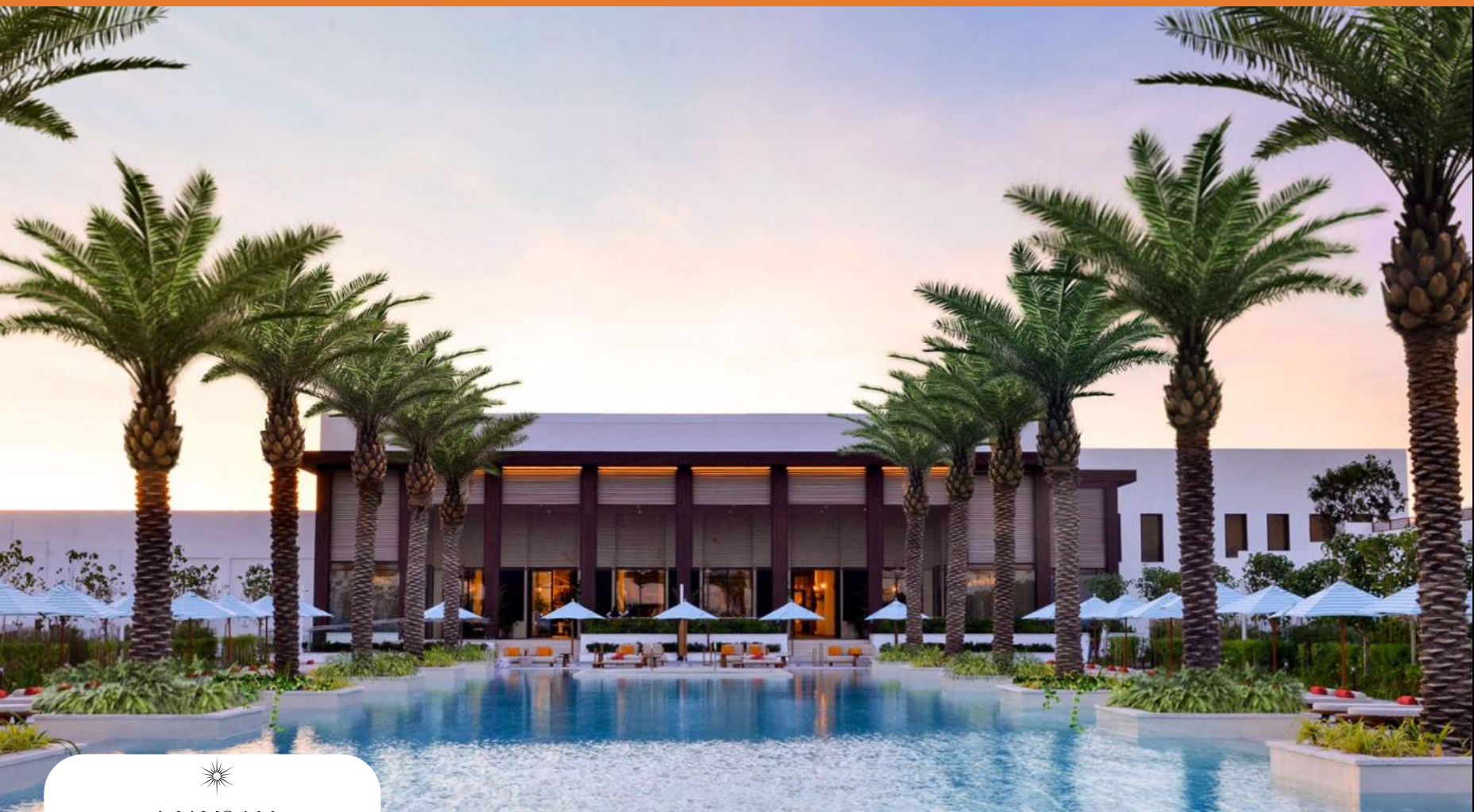
Spa

Gymkhana
Restaurant



QAR 135 M
Initial
Investment

QAR 12 M
Annual
Revenue at
Stabilization



A State-of-the-Art
Luxurious Destination

33
Villas

20
Suites 65m²

13
Two Bedrooms Villas
200m²

F&B Experiences

Spa

La Casa
All Day Dining



QAR 234 M
Initial
Investment

QAR 13 M
Annual
Revenue at
Stabilization



ROSEWOOD
HOTELS & RESORTS

QAR 1.9 B
Initial
Investment

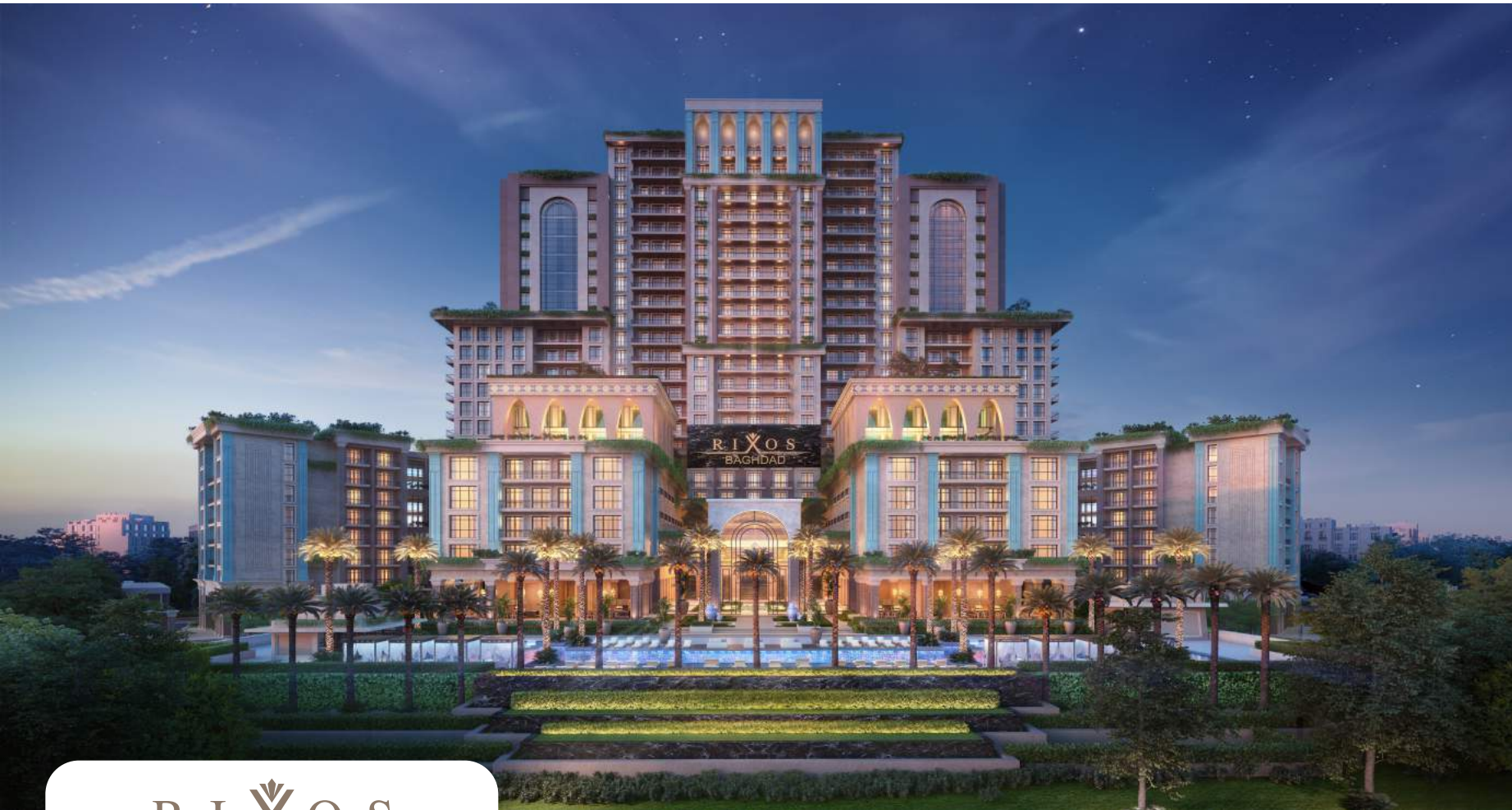
QAR 380 M
Annual
Revenue at
Stabilization

- Rosewood Restaurants**
- Sunset & Seafood Bar
 - Italian Steakhouse
 - Family Restaurant and Ice Creak Kiosk
 - Cocktail Bar
 - Mediterranean / Levantine Restaurant
 - Thai Restaurant
 - Japanese Fine Dining

BERENJAK

CHAAT





RIXOS
BAGHDAD

QAR 1.75 B
Initial
Investment

QAR 564 M
Annual
Revenue at
Stabilization



ORIENT PEARL RESTAURANT

sazeli
QATAR

بله ميار
Belhambor
المطبخ العائلي
Authentic Qatari Cuisine

مطعم
الشاكيرية
AL SHAKERIYA RESTAURANT



KEY OPERATIONAL HIGHLIGHTS 2023



Winter Wonderland successfully attracted **+300 K Visitors** in the winter season

Al Maha Island welcomed **+10 K Visitors** on average on a daily basis in the winter season

Significant progress on the development of the **Roswood Maldives** Project which is set to become one of the most luxurious tourist destinations globally

Planned a global comprehensive marketing strategy to promote **Branded Residences** which is set to open in 2025

Katara Hills and **Maysan Doha** draw more than **10 K visitors** with an **ADR of QAR 8,000** and occupancy of **72%**



elegancia services

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



2,500
Manpower

250,000
Meals / Day

5,000 sqm
Kitchens

Corporate Hospitality and VIP Dining

Business, Industry & Commercial
Catering

Accommodation Catering

Mobile Kitchens

Consultation services

 **elegancia**
catering

YEMEK
doha
Catering Services



GRADE A
Facility
Management

4 Mn sqm
of Facilities
Management

5,000
Manpower

95%
Client
Retention

136
Assets under
management

Facilities Management

Soft Services Hard Services

Consultancy Services



4,000
Manpower

350
Transportation
Vehicles

14
Sectors Service

Supplying Manpower

High Standard
Accommodation



 **elegancia**
gabro

+3.6 Mn/Mt
Yearly Importing
Capacity

Gabro Supply

Shipping

Land Transportation

KEY OPERATIONAL HIGHLIGHTS 2023



Establishing a branch in **Jordan** as part of the regional expansion initiative for Facilities Management, synergizing the existing expansions in KSA

The Resources Division secured the contract for the Last Mile operations of the **AFC Cup 2023**

Equestrian Halls hosted **+50** weddings and events

Elegancia Facilities Management oversees operations across a vast expanse of approximately **4.5 M SQMs**

Our catering division expanded into **healthcare** and **high-end catering** sectors in 2023

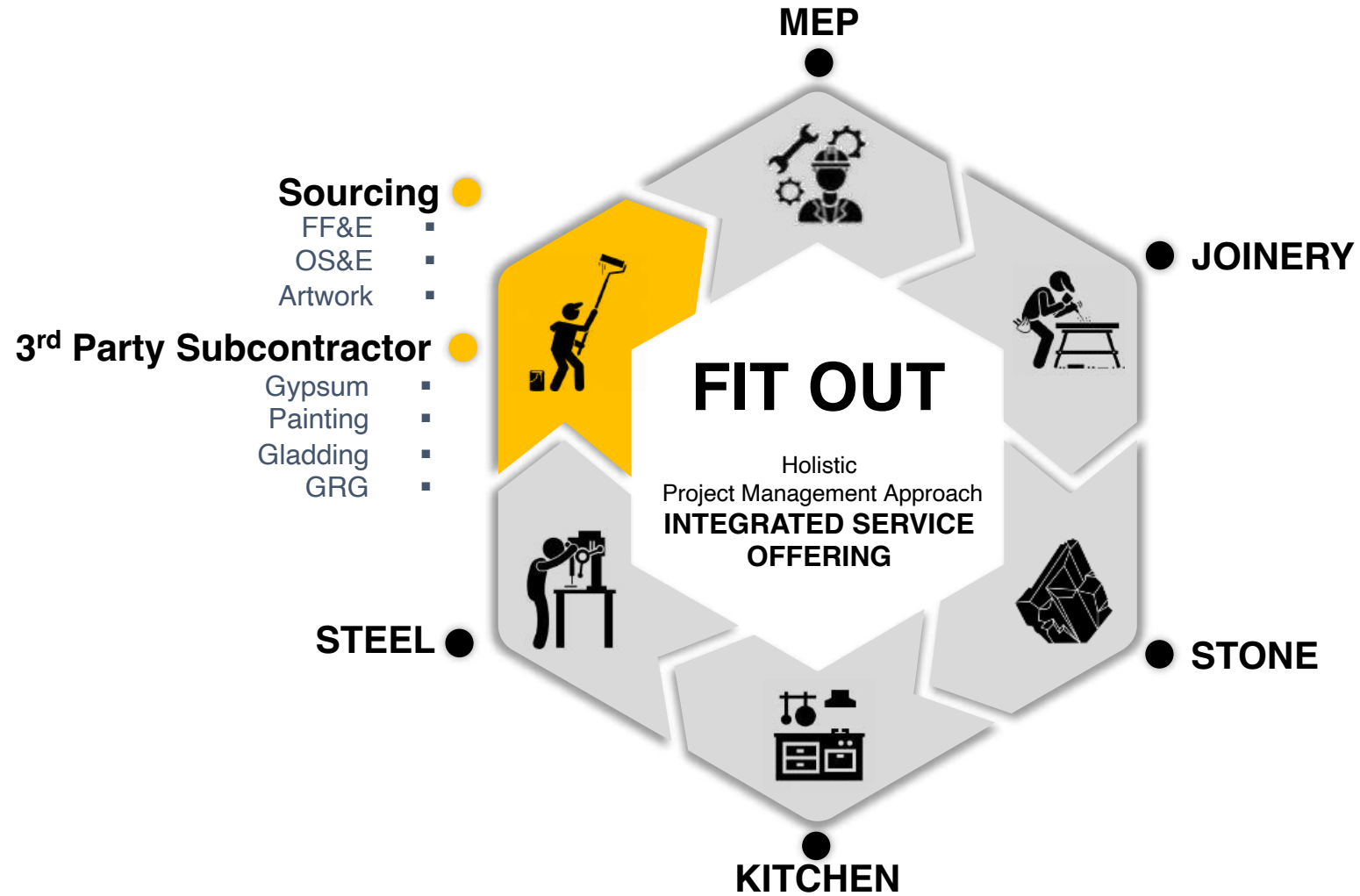


▶ **elegancia**

contracting & industries

- ▶ MEP
- ▶ Landscape
- ▶ Marine
- ▶ Contracting
- ▶ Kitchens
- ▶ ELV
- ▶ Data Centers
- ▶ Water Solutions
- ▶ Switchgears
- ▶ Steel
- ▶ Joinery
- ▶ Stones

SERVICE OFFERING MODEL





GRADE A
MEP Contractor

5,500
Manpower

+50
Projects

Mechanical Services

Electrical Service

Plumbing (MEP services, such as HVAC, District Cooling Plants, etc.)



GRADE A

Landscape Contractor

500,000 sqm

Nurseries

+2,300

Manpower

Design & Engineering | Hard Landscape
| Soft Landscape | Irrigation Networks &
Pumping Stations | Amusement &
Entertainment Parks | Sport Fields, Golf
Courses | Indoor & Outdoor Plants
Trading Water Features & Swimming
Pools | Landscape Lighting | Green Wall
Systems | Street Furniture | Play
Equipment

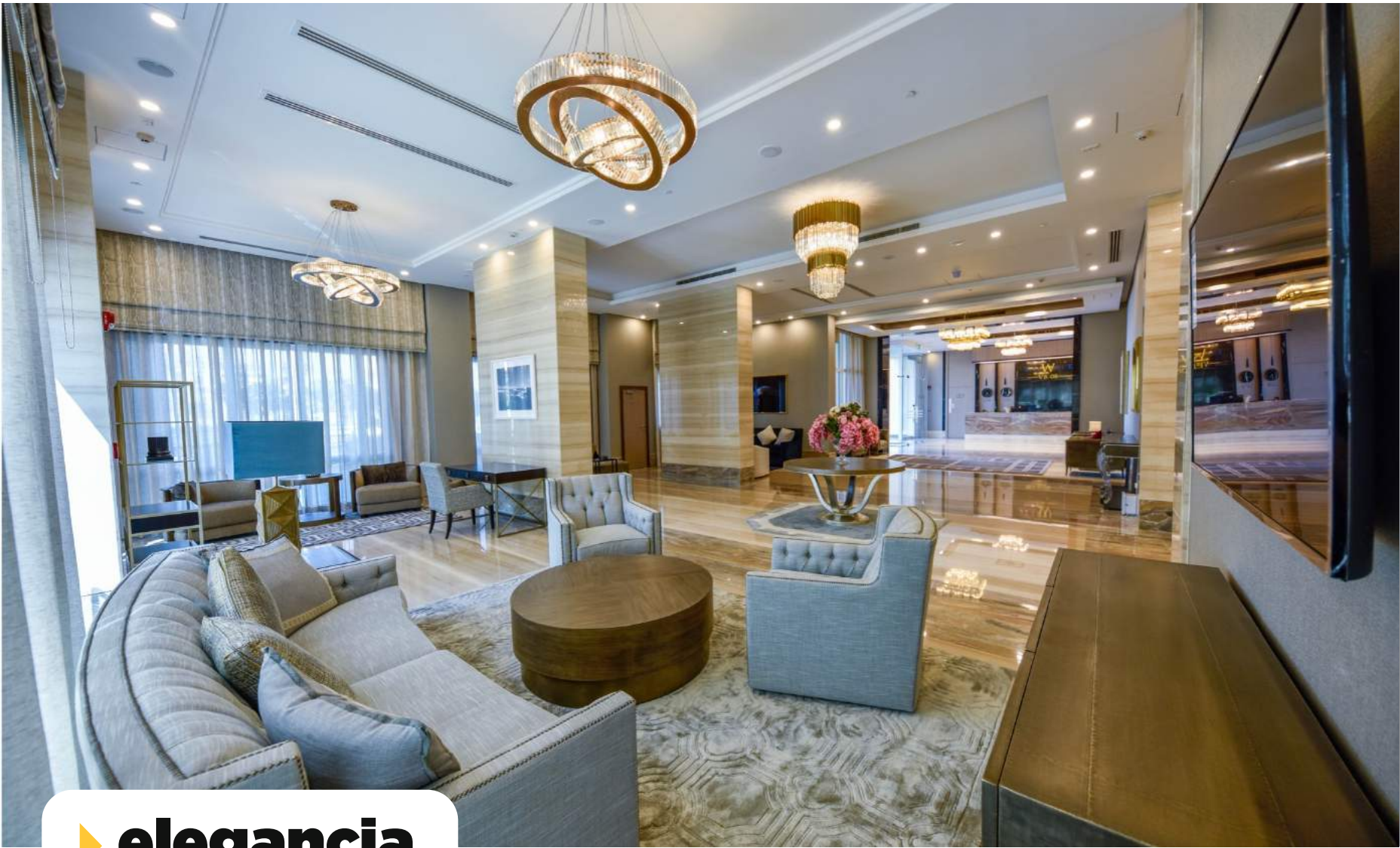


+26
Years of
Experience

+30
Marine Units

+3mn/sqm
Excavation &
Reclamation Works

Bulk Cargo Transport & Logistics
Services | Oil & Gas Offshore Support
Services | Vessel Chartering & Brokering
Services | Ship Management Services |
Ship Repair
Maintenance and Drydocking | Ship
Building and Supervision | Marine
Procurement



Hotels & Resorts
Commercial Residential
Malls
Banking Healthcare
Retail
F&B



+33
Years of Experience

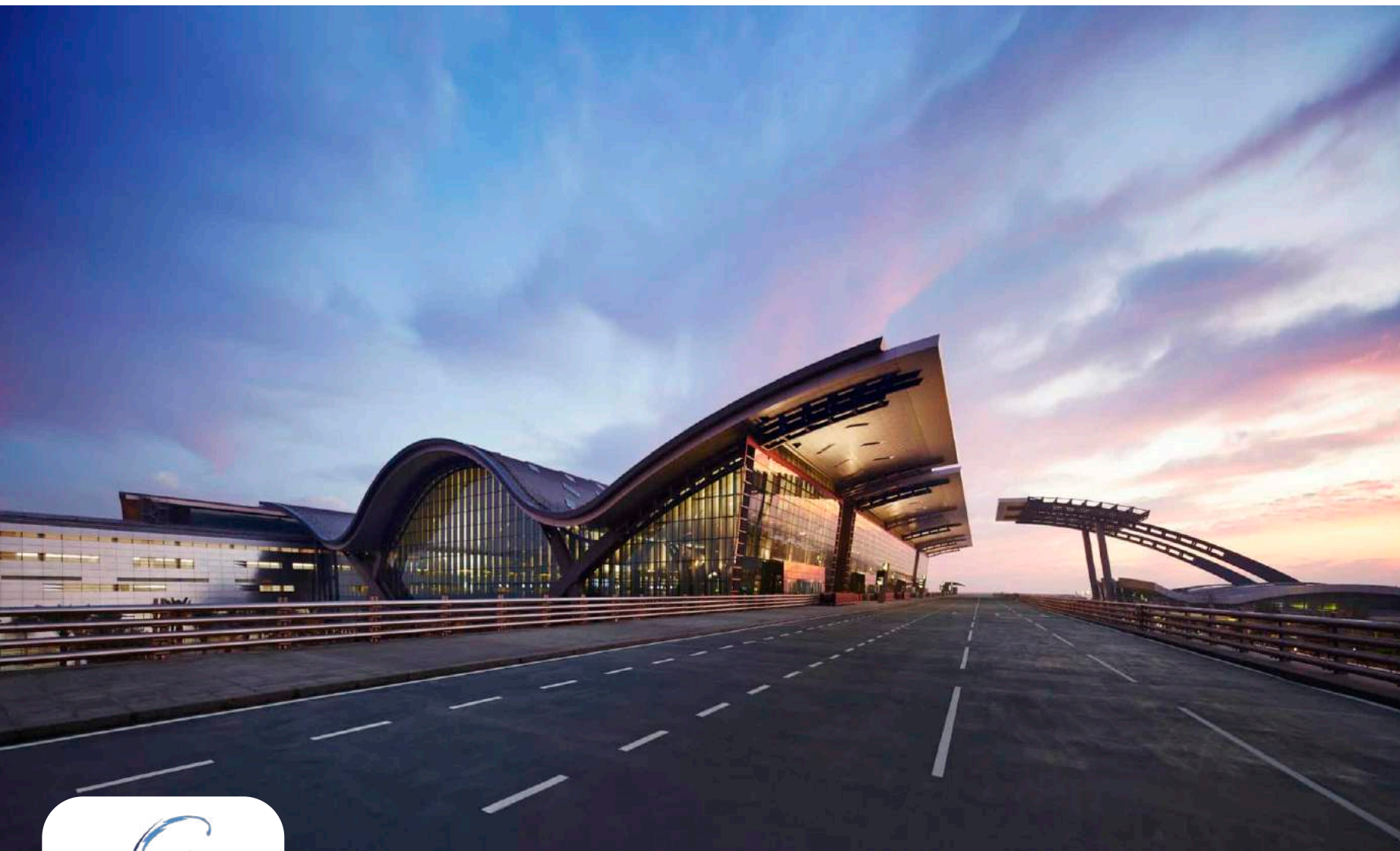
+100
Experts

+1,600
Brands

45
Completed projects
in 2022

Design Drawings | Final Connection
Drawings | Electromechanical
Drawings | Supply and Installation
of Electromechanical Works | Field
Training | Technical Information
Service | Spare Parts and
Emergency Assistance

 **elegancia**
kitchens



+19
Years of
Experience

+900
Completed
Projects

ELV Systems | Fire Alarm & Life Safety Solutions | Audio-Visual Solutions | Access Control and Security Systems | CCTV | Public Address and General Alarm Systems | BMS | Fire Fighting | Cyber Security and IT Solutions

We Specialize in Design & Engineering, Supply, Installation, Testing & Commissioning, and Maintenance.

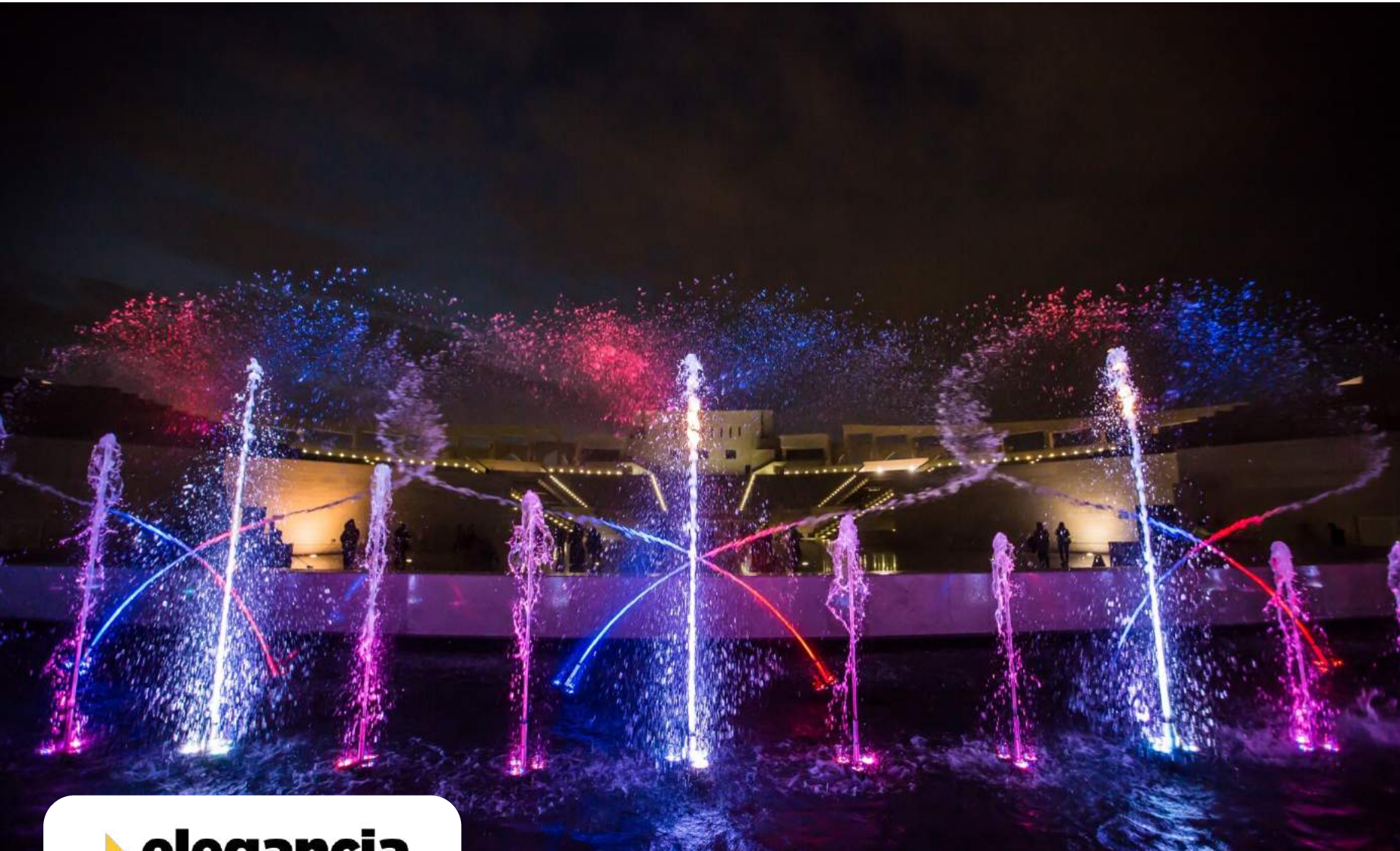


+17
Years of
Experience

+20,000 SQM
of Major Data Centers
Construction

Design & Engineering |
Construction | Operation |
Maintenance

Our Comprehensive Services
Cover the entire Execution
Process from Design and
Construction to Testing,
Commissioning and Integrated
Facilities Management



+17
Years of
Experience

+6,000
Completed Water Features

12,000m³ /Day
Completed Water Treatment
Solutions

Consultancy | Conceptual Design |
Equipment Supply | Installation and
Commissioning
Water Treatment solutions



17,000 Units

Production Capacity
Distributed among:

MV Switchgear
LV Switchgear
Enclosures

Design & Engineering | CNC Machines for Sheet Metal Fabrication Which Includes Laser Cutting, Shearing, Bending, Turret Punch & Welding | CNC Fully Automated and Manual Powder Coating | CNC Gasket Dispensing | CNC Copper Fabrication which includes Copper Bending, Cutting & Bus Bar Sleeving | CNC Bus Bar Insulators Cutting | CNC Labelling and Laminate Cutting | Assembly of Electrical Components and Wiring | CNC Wire Harnessing and Cable Crimping



30,000 mt
Annual Galvanizing
Capacity with 11 Chemical
Treatment Tanks

18,000 mt
Annual Structural Steel
Fabrication Capacity

+27,000 sqm
Facilities

+400
Manpower

Steel Fabrication and Installation Steel
Galvanization

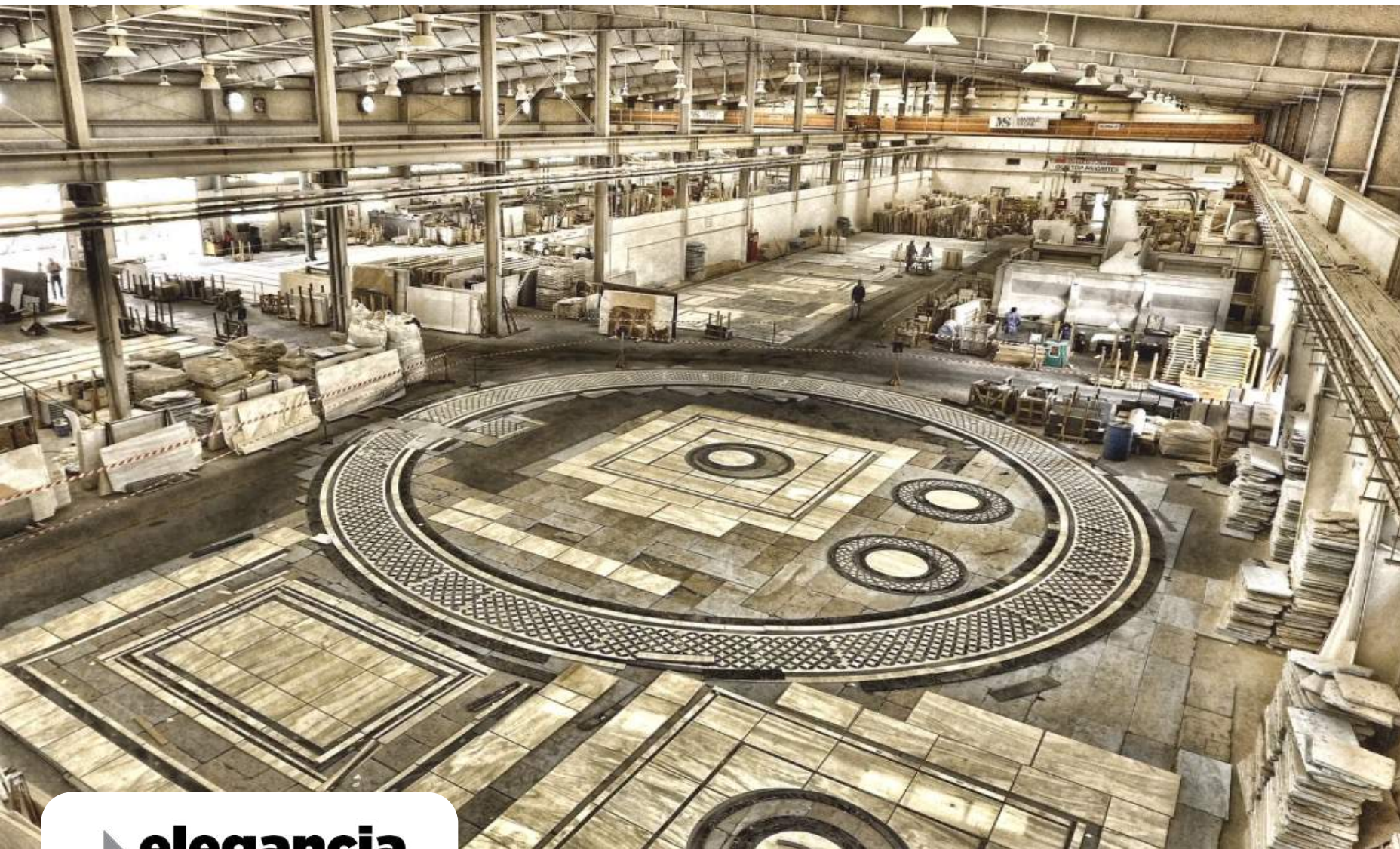


+18,000 sqm
Facilities

#1
Joinery Factory in
Qatar

+1,000
Manpower

Bespoke Items, Furniture |
Wardrobes Wall cladding |
Doors, Kitchens Vanities,
Flooring



+23,000 sqm
Facilities

+83
Marble Lines

+1,000
Manpower

Marble and
Stone Supply

KEY OPERATIONAL HIGHLIGHTS 2023



Company achieves a remarkable **92% satisfaction rate** from **FIFA** clients

Expansion in KSA with an **Established Company** and an **Office** based in **Riyadh** with **+2,000 Employees**

Successful signing of projects portfolio worth **over QAR 2.5 B** in KSA

We are a preferred supplier to work with **PIF** owned subsidiaries in KSA

Elegancia Steel **expands into Oil & Gas sector**, listed among approved suppliers in Ras Laffan



▶ Estithmar
Holding Q.P.S.C.

THANK YOU.



▶ Estithmar
Holding Q.P.S.C.

APPENDIX

BALANCE SHEET HIGHLIGHTS FY 2023

	December 31,			
	2023	2022	Var.	
ASSETS:				
Non-current assets:				
Property, plant and equipment	1,853.21	1,941.51	▼	-5%
Investment property	320.31	90.78	▲	72%
Intangible assets	34.78	39.95	▼	-15%
Goodwill	3,240.04	3,240.04	▲	0%
Right-of-use assets	257.58	98.93	▲	62%
Investments in equity accounted investees	29.75	0.00	▲	100%
Retention receivables	50.90	43.83	▲	14%
Financial assets at fair value through profit or loss	31.00	31.00	▲	0%
Total non-current assets	5,817.56	5,486.03	▲	6%
Current assets:				
Inventories	220.06	233.94	▼	-6%
Retention receivables	83.60	92.06	▼	-10%
Contract assets	524.94	951.74	▼	-81%
Trade and other receivables	1,429.27	1,306.49	▲	9%
Due from related parties	743.22	490.80	▲	34%
Cash and bank balances	197.48	167.49	▲	15%
Total current assets	3,198.57	3,242.52	▼	-1%
TOTAL ASSETS	9,016.13	8,728.55	▲	3%

	December 31,			
	2023	2022	Var.	
EQUITY AND LIABILITIES:				
Equity:				
Share capital	3,404.04	3,404.04	▲	0%
Legal reserve	56.87	56.87	▲	0%
Other reserve	3.92	3.92	▲	0%
Reserve for renewal of furniture, fixtures and equipment	0.71	0.48	▲	31%
Retained earnings	1,342.50	1,003.44	▲	25%
Total equity attributable to owners' of the company	4,808.03	4,468.75	▲	7%
Non-controlling interests	(4.45)	(9.13)	▼	-105%
Total equity	4,803.58	4,459.63	▲	7%
Non-current liabilities:				
Lease liabilities	253.44	69.37	▲	73%
Loan from a related party	29.52	28.78	▲	3%
Employees' end of service benefits	98.62	99.59	▼	-1%
Loans and borrowings	1,279.70	915.78	▲	28%
Retention payable	1.33	1.33	▲	0%
Total non-current liabilities	1,662.62	1,114.86	▲	33%
Current liabilities:				
Lease liabilities	16.76	24.66	▼	-47%
Contract liabilities	16.35	125.23	▼	-666%
Due to related parties	125.30	110.13	▲	12%
Loans and borrowings	807.84	887.63	▼	-10%
Income tax liability	4.32	3.47	▲	20%
Trade and other payables	1,579.37	2,002.95	▼	-27%
Total current liabilities	2,549.93	3,154.06	▼	-24%
Total liabilities	4,212.56	4,268.92	▼	-1%
TOTAL EQUITY AND LIABILITIES	9,016.13	8,728.55	▲	3%