



▶ Estithmar
Holding Q.P.S.C.

Investor Presentation
Q1 2024

Agenda

1. Company Overview

- Our Story
- Values, Mission, Vision and Guiding Principals
- 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, 2022, and 2023 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

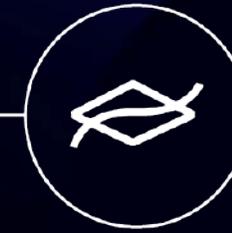
Holding Q.P.S.C.



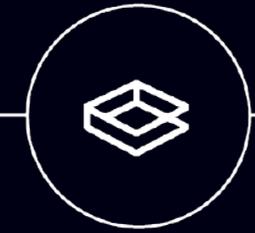
HEALTHCARE



SERVICES



VENTURES



SPECIALIZED
CONTRACTING

▶ 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

NOV 2020

The formation of:

elegancia
group

- Elegancia was formed to lead the industrial sector that caters the construction sector
- This was pivotal to launch wide growth strategy of the Company

elegancia
services

Catering
Facilities Management
Gabro
Resources

elegancia
contracting & industries

MEP Steel
Landscape Joinery
Marine Stone
Contracting Switchgears
Kitchens
ELV
Data Centers
Watersolutions

JAN 2021

elegancia
healthcare

- Healthcare cluster established in line with Qatar Vision 2030 and the group growth strategy

NOV 2021

Estithmar
ventures

- Launch of Estithmar Ventures in line with Qatar Vision 2030

APR 2022

Estithmar
Holding Q.P.S.C.

Became public through reverse acquisition of IHG (QSE:IGRD)

elegancia
healthcare

elegancia
services

Catering
Facilities Management
Gabro
Resources

Estithmar
ventures

elegancia
contracting & industries

MEP Steel
Landscape Joinery
Marine Stone
Contracting Switchgears
Kitchens
ELV
Data Centers
Watersolutions

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**, the leading diversified investments entity in Qatar.

Our Story

2022

2023

Q1 2024

Company Achievements

elegancia
healthcare

Launch:
The View Hospital

elegancia
services

Catering
Facilities Management
Cabro
Resources


**FIFA WORLD CUP
QatLar2022**
**Catering
Facilities Management**

Estithmar
ventures

Launch:
**Al Maha Island
Katara Hills (Hilton LXR)
Maysan (Hilton LXR)**

elegancia
contracting & industries

MEP Steel
Landscape Joinery
Marine Stone
Contracting Switchgears
Kitchens
ELV
Data Centers
Watersolutions


**FIFA WORLD CUP
QatLar2022**
**Delivery of World
Cup related Projects**



Ranked 132 of
Fortune Arabia 500
and 14th in Qatar



Development
commences for the
Algerian-Qatari-
German Hospital



Facilities Management
expansion into Jordan



Rosewood Ranfaru
Development begins in
the Maldives



Rixos Baghdad
Groundbreaking



elegancia
arabia

Expansion into KSA:
Office in Riyadh with
+2,000 Employees



MEP projects of 5 hotels
in Alshura Island



Initiation of ESG
Projects



Signed agreements with
Iraq MOH to manage and
operate two hospitals of
about 1,000 beds.

Values, Mission, Vision, and Guiding Principles

▶ **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

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
Group Chief Financial Officer



Joe Hazel
Chief Executive Officer
Elegancia Healthcare



Abd Almunem Al-Sakka
Chief Executive Officer
Elegancia Services



Richard Chammas
Chief Executive Officer
Elegancia Contracting & Industries



Amer Mahasen
Chief Executive Officer
Estithmar Ventures



Matthew Dronsfield
Chief Executive Officer
The View Hospital



Marwan Dimas
Group Chief Sales & Marketing
Officer



Ahmed El Zeftawy
Chief HR Officer Elegancia
Healthcare



Riyad Sowaity
Group Chief HR Officer



Ahmed Zaatari
Chief Executive Officer
Military Medical City



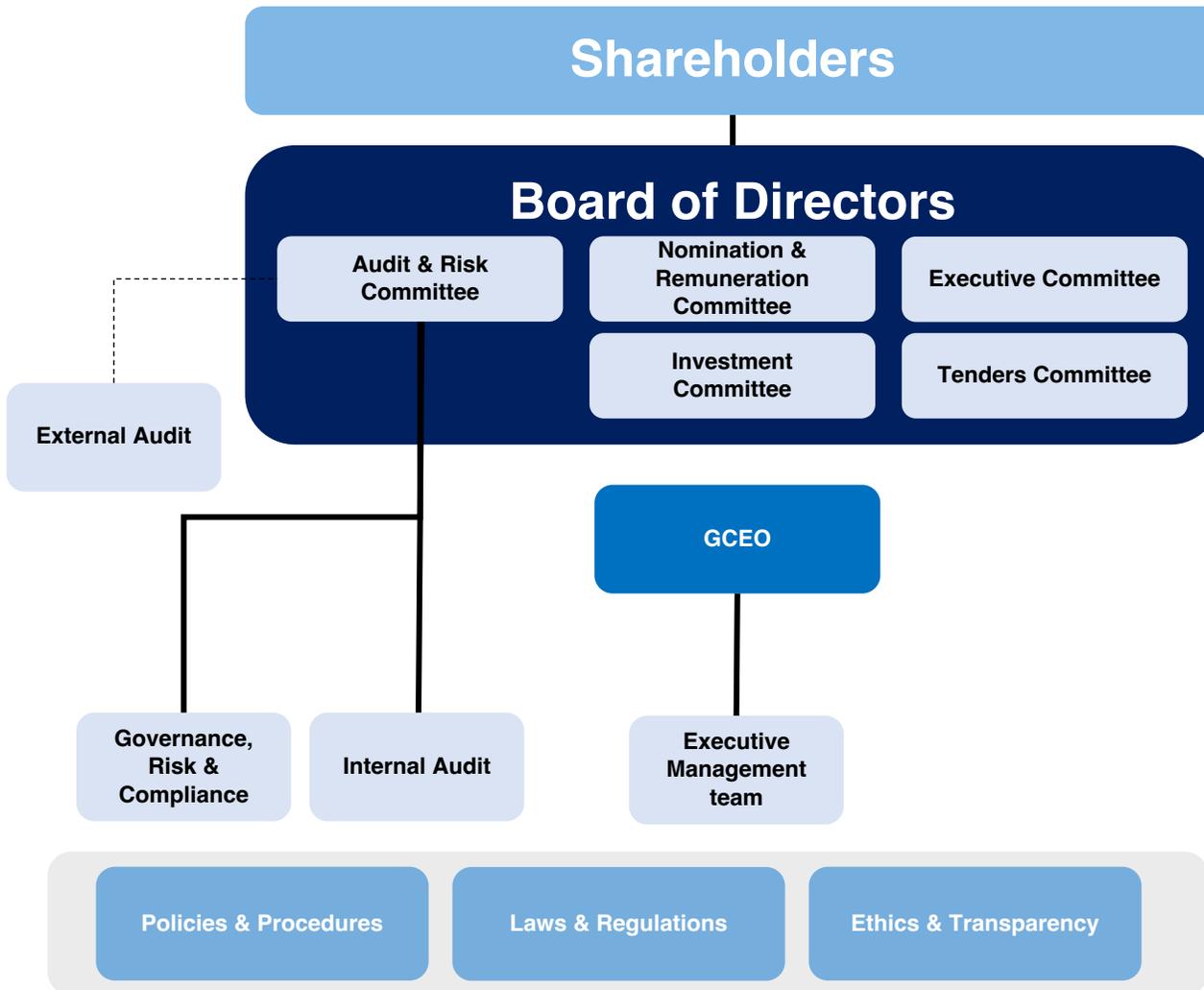
Ahmed Al Kalla
General Manager
Korean Medical Center



Sanaa Daakour
Group Chief Legal Officer



Bob Issa
Chief Sales & Marketing 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 Moutaz Mohamad Al- Khayyat	19.70%
4	Urbacon Trading and Contracting Company W.L.L	18.73%

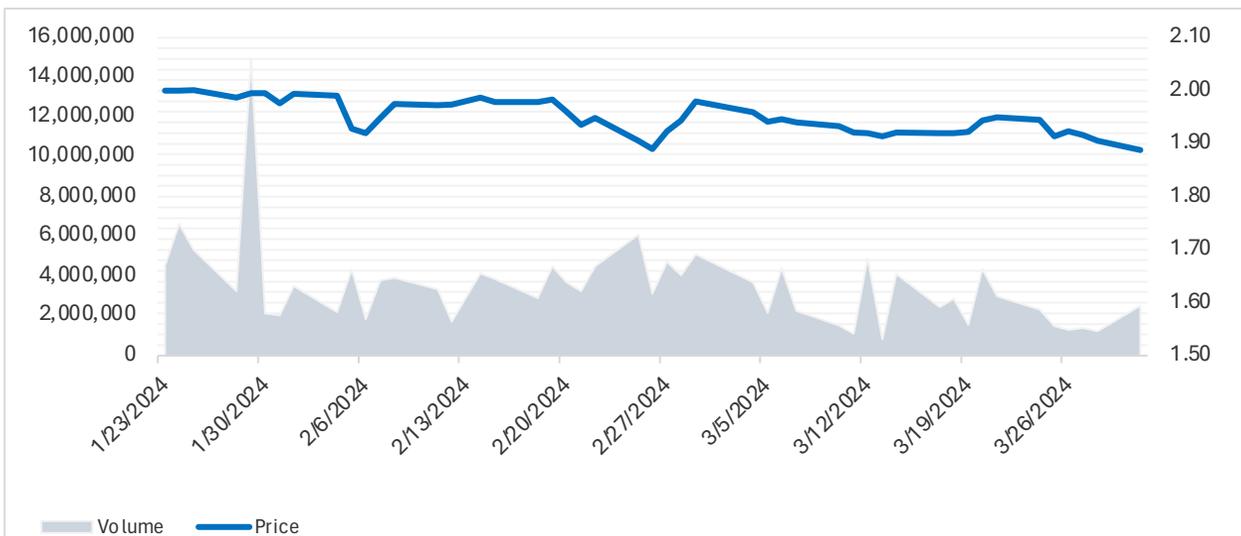
Mr. Mohammad Moutaz Al-Khayyat - Chairman



Mr. Ramez Al-Khayyat – Vice Chairman & President



Trading performance



- Mr. Mohammad Moutaz and Mr. Ramez, esteemed Qatari businessmen and entrepreneurs, hold pivotal roles within Power International Holding ("PIH"). Mr. Moutaz serves as Chairman, while Mr. Ramez assumes the role of Vice Chairman. PIH, a conglomerate with diverse sectoral interests. Additionally, they are instrumental figures within UCC Holding, a prominent contracting company, further solidifying their influence and impact in the business landscape.
- Oversee more than 40 businesses:** covering healthcare, hospitality, tourism, general contracting, FMCG food industries, real-estate development, lifestyle, and services.
- Successfully completed the first-ever reverse merger** of IHG with Elegancia Holding resulting in the renaming of the listed entity to Estithmar Holding. This milestone marks a significant step forward, enabling expansion into new business sectors such as 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 Moutaz and Mr. Ramez hold a bachelor's degree in Global Business from the University of West Scotland



2

FINANCIAL STATEMENTS AND KEY HIGHLIGHTS

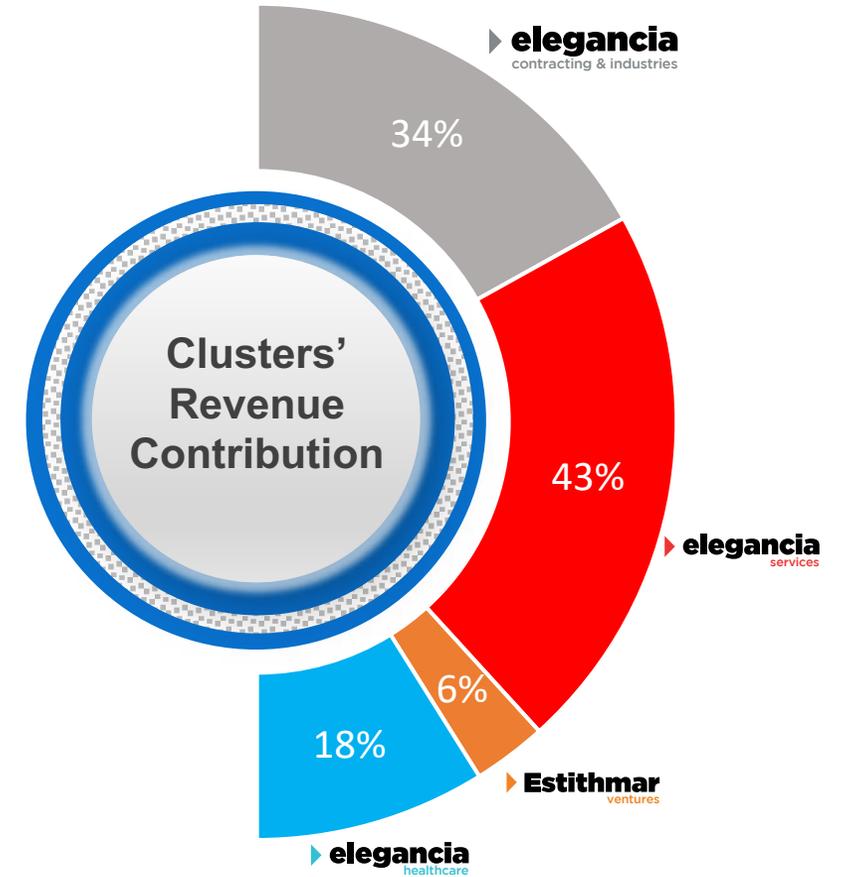
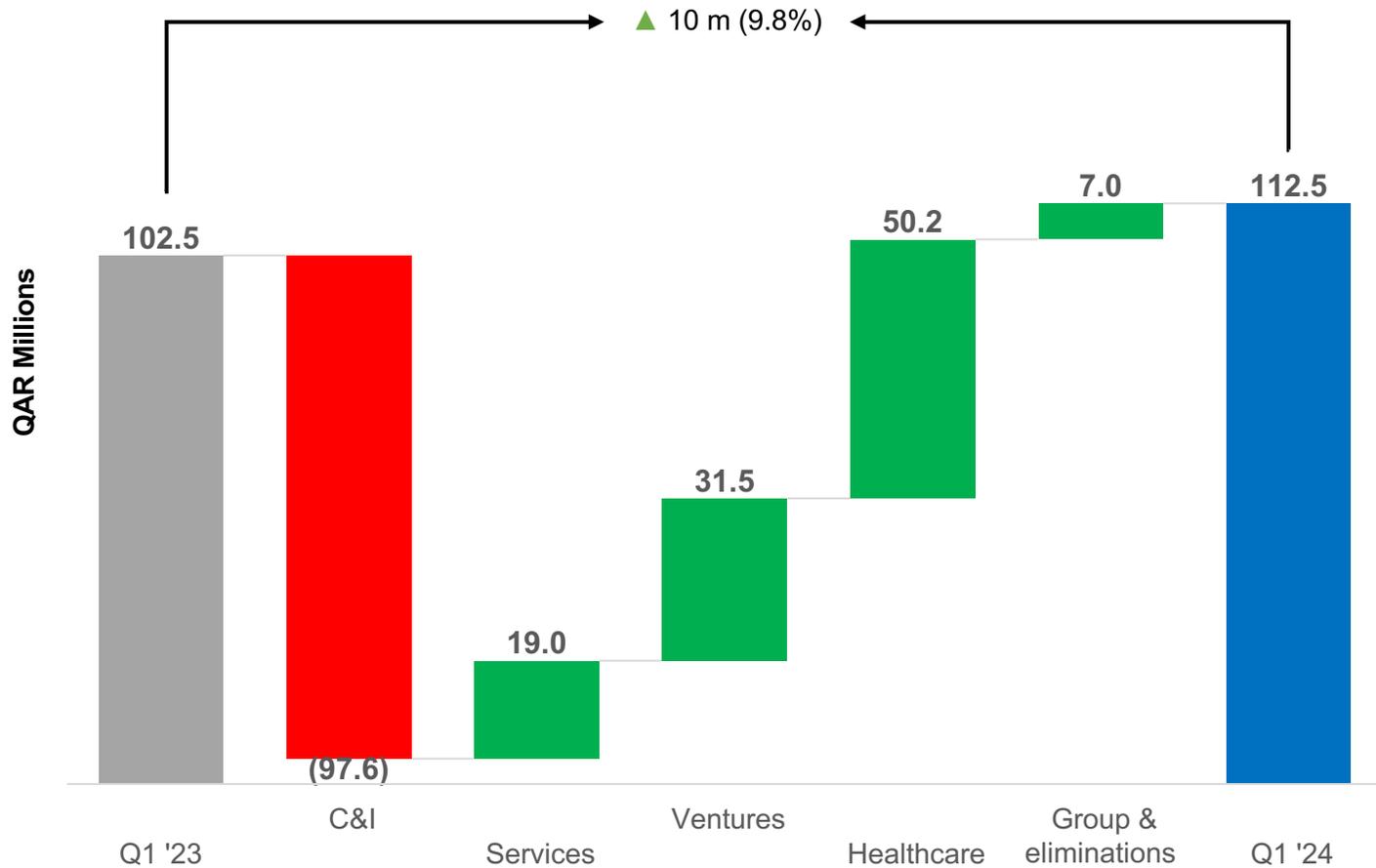


KEY FINANCIAL HIGHLIGHTS Q1 2024

	Q1 2024	Q1 2023	YoY Growth
1  Revenue	QAR 796.6 m	QAR 766.8 m	 3.9%
2  Gross Profit	QAR 195.7 m	QAR 170.3 m	 14.9%
3  Net Profit	QAR 112.5 m	QAR 102.5 m	 9.8%

NET PROFIT BRIDGE AND CLUSTER REVENUE CONTRIBUTION FOR Q1 2024

NET PROFIT BRIDGE – Q1 2024



FINANCIAL POSITION AS OF MARCH 31, 2024

	Q1 2024	Q1 2023	Change
Assets:			
Non-Current Assets	QAR 5,895.31	QAR 5,817.56	 77.74
Current Assets	QAR 3,557.66	QAR 3,198.57	 359.09
Total Assets	QAR 9,452.97	QAR 9,016.13	 436.83
Equity & Liabilities:			
Total Equity attributable to owners; of the company	QAR 4,918.63	QAR 4,808.03	 110.60
Non-controlling interests	QAR (3.65)	QAR (4.45)	 0.80
Total Equity	QAR 4,914.98	QAR 4,803.58	 111.40
Non-current liabilities	QAR 1,607.77	QAR 1,662.62	 (54.85)
Current Liabilities	QAR 2,930.22	QAR 2,549.93	 380.28
Total Liabilities	QAR 4,537.99	QAR 4,212.56	 325.43
Total Equity and Liabilities	QAR 9,452.97	QAR 9,016.13	 436.83



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]



- | | |
|----------------------------------------------------------------|--------------------------|
| <u>Emergency Medicine</u> | <u>Cardiology</u> |
| <u>Intensive Care Unit</u> | <u>Neurology</u> |
| <u>General Surgery</u> | <u>Urology</u> |
| <u>Neurosurgery</u> | <u>Pediatrics</u> |
| <u>Orthopedic Surgery</u> | <u>Dietetics</u> |
| <u>Internal Medicine</u> | <u>Dermatology</u> |
| <u>Ophthalmology</u> | <u>Rheumatology</u> |
| <u>Ear, Nose & Throat</u> | <u>Pediatric Surgery</u> |
| <u>Plastic Surgery</u> | <u>Dental Services</u> |
| <u>Vascular Surgery</u> | <u>Nephrology</u> |
| <u>Gastroenterology</u> | <u>Family Medicine</u> |
| <u>Obstetrics & Gynecology</u> | |
| <u>Physical Medicine & Rehabilitation</u> | |
| <u>Anesthesiology & Pain Management</u> | |
| <u>Bariatric Surgery (Weight Loss)</u> | |
| <u>Psychiatry & Clinical Psychology</u> | |
| <u>Interventional Radiology</u> | |
| <u>Laboratory Medicine/Anatomical & Clinical Pathology</u> | |



1
In California

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



In Affiliation With
 Cedars Sinai

240
Beds

10
Operating Rooms

52
Clinics

948
Medical Staff



IN PARTNERSHIP WITH
THE BEST KOREAN
MEDICINE PROVIDERS:



EXECUTIVE
HEALTH CHECK UP
CENTER



PLASTIC SURGERY,
& DERMATOLOGY



DENTAL CENTER



PAIN MANAGEMENT,
REHABILITATION &
KOREANMEDICINE
CENTER



BIOTECHNOLOGY
LAB



66
Procedure
Treatment Rooms

3
Operating
Rooms

46
Outpatient
Clinics

213
Medical
Staff



SCOPE OF CLINICAL SERVICES

WOMEN & CHILD'S HEALTH

GENERAL MEDICAL SERVICES

SPECIALIZED UNITS

HIGH-END DIAGNOSTICS

CUTTING-EDGE IMAGING SYSTEMS





UPCOMING HEALTHCARE PROJECTS:

KARBALA HOSPITAL IN IRAQ
492 BEDS

AL NASRIYA HOSPITAL IN IRAQ
492 BEDS

LEVERAGING OUR MULTIFACETED
EXPERTISE IN PROJECT DELIVERY TO
DELIVER HIGH-QUALITY AND
ADVANCED HEALTHCARE ACROSS
THE GLOBE



▶ Estithmar ventures

▶ Existing Operations

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

▶ Under Development

- Rosewood Hotels & Resorts - Maldives
- Rixos Baghdad – Iraq



AL MAHA

ISLAND LUSAIL



The Ultimate Most Attractive
Destination of Qatar

+230,000 m²

9
Restaurants

1
Beach Club

Lusail Winter Wonderland



9 Renowned International Restaurants and a Beach Club

AL MAHA
ISLAND LUSAIL



A New & Distinctive Architectural Design in Harmony with Nature.

9
One Bedroom Villa

5
Two Bedroom Villa

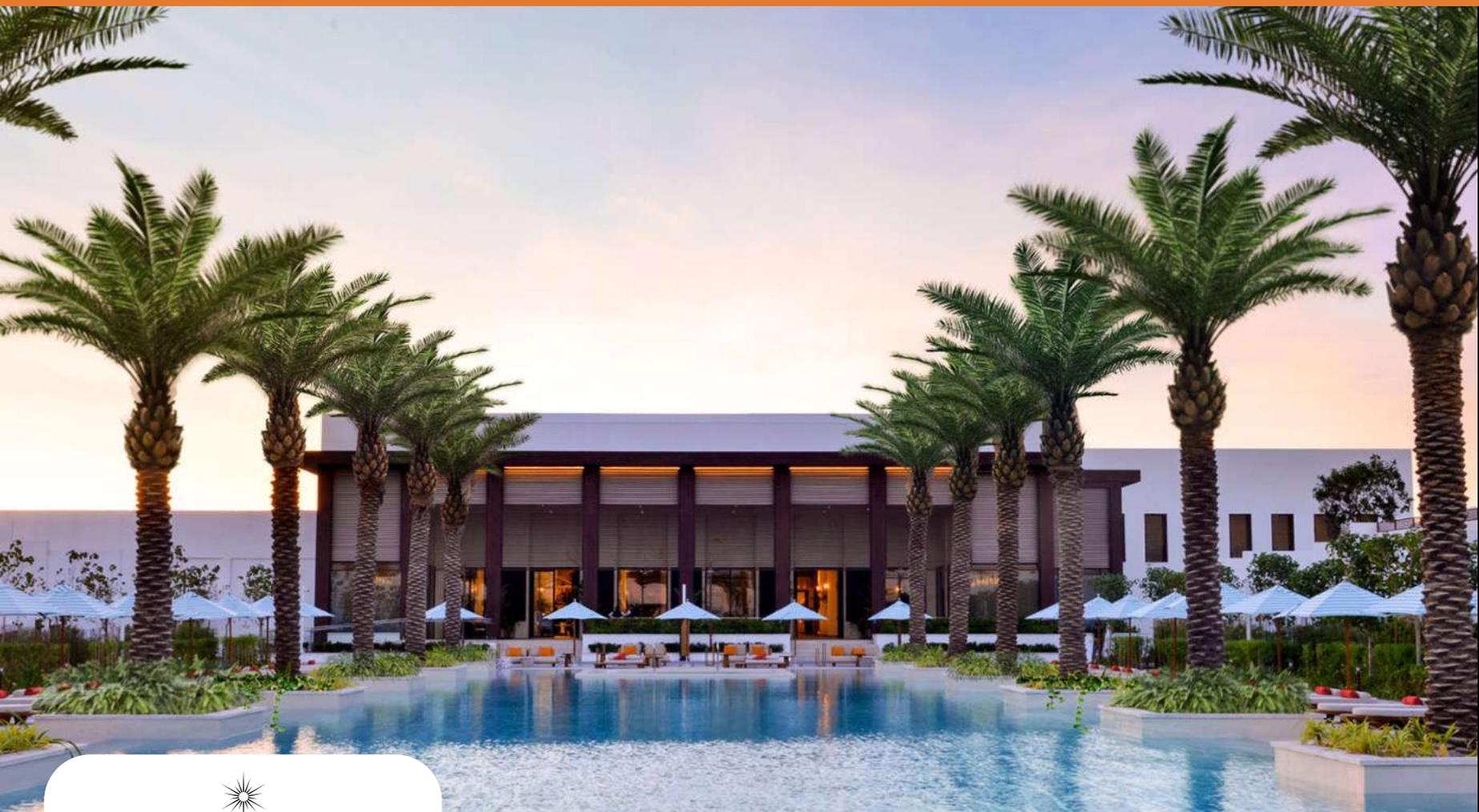
1
VIP Three
Bedroom Villa

- Fifteen Luxury Villas with
- Private Pools
- Luxury Spa
- Gymkhana Restaurant

GYMKHANA
DOHA



KATARA HILLS
LXR HOTELS & RESORTS



A State-of-the-Art
Luxurious Destination

33
Room

20
Suites 65m²

13
2 Bedrooms Villas
200m²

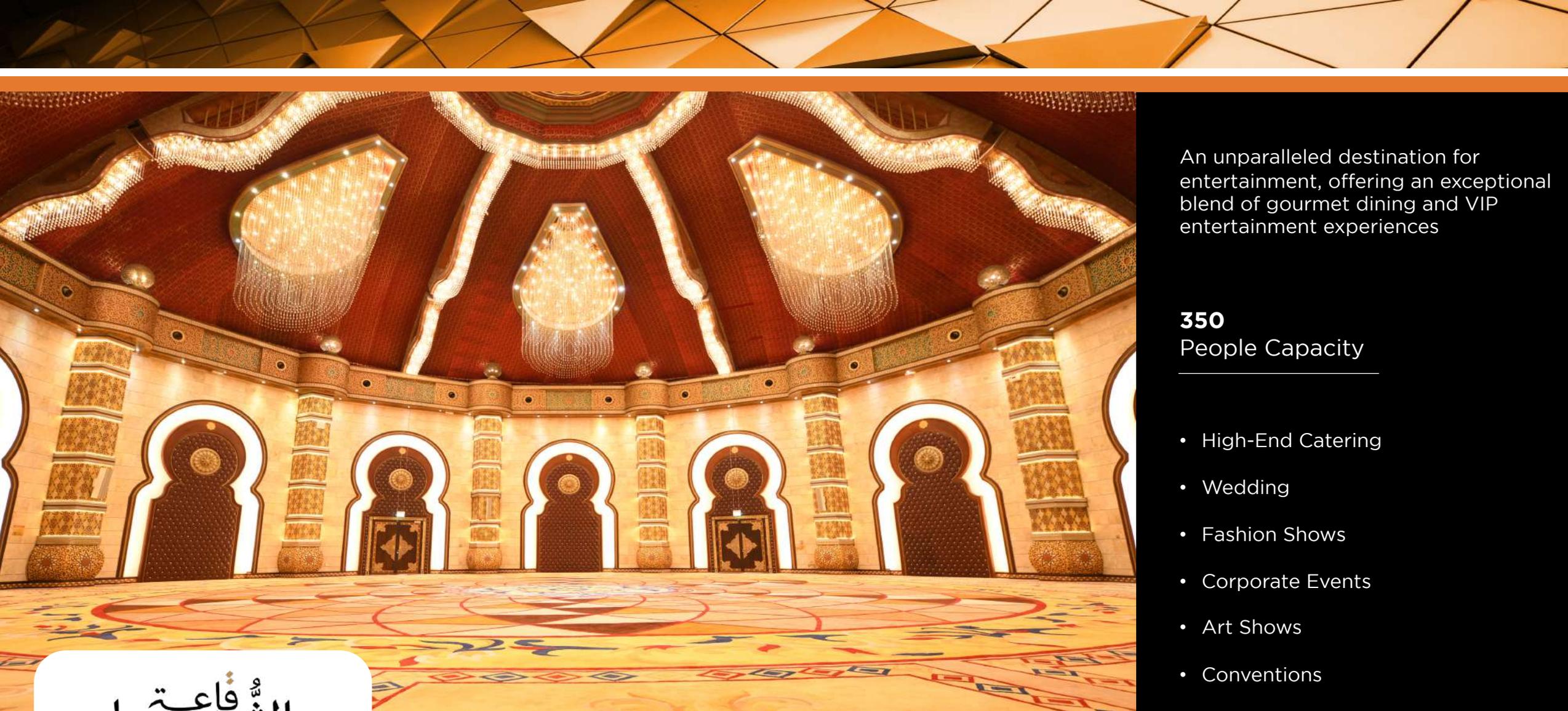
Luxury Spa
La Casa - All Day Dining

LaCasa
Twenty-eight



MAYSAN
DOHA

LXR HOTELS & RESORTS



An unparalleled destination for entertainment, offering an exceptional blend of gourmet dining and VIP entertainment experiences

350
People Capacity

- High-End Catering
- Wedding
- Fashion Shows
- Corporate Events
- Art Shows
- Conventions

الترفيه



قاعة
أرابيسك

A Unique Entertaining Destination and one of a kind Exquisite Experience, Blending High-End Food & VIP Entertainment

450
People Capacity

- High-End Catering
- Wedding
- Fashion Shows
- Corporate Events
- Art Shows
- Conventions



One of the most luxurious resorts globally

117 Keys

75 Beach Villas

42 Overwater Villas

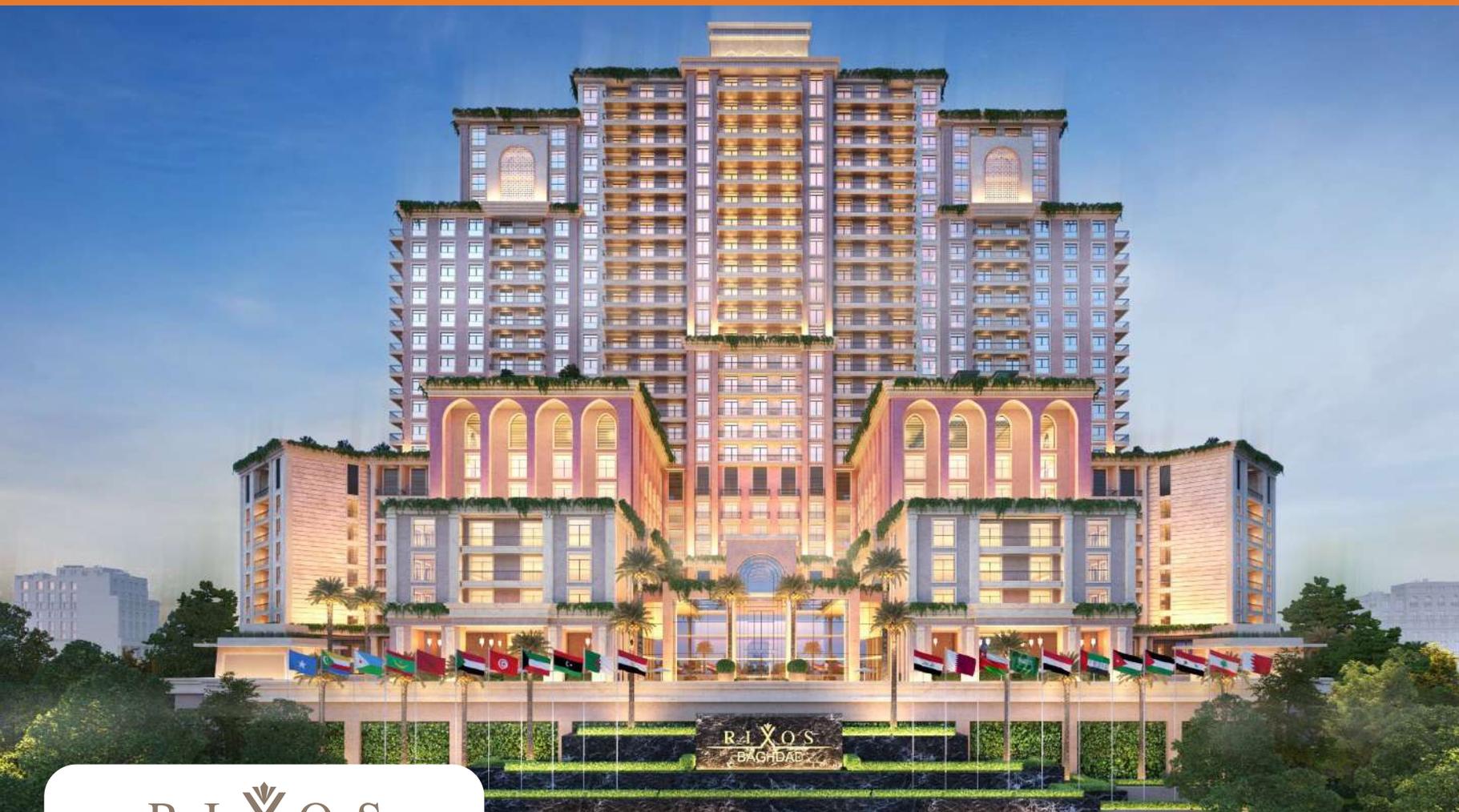
3 Private Villas

Rosewood Restaurants

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



ROSEWOOD
HOTELS & RESORTS



RIXOS
BAGHDAD

Luxury Hotel & Branded Residences

476 Keys

304 Luxury Hotel Rooms

163 Branded Apartments

9 Branded Villas

Restaurants



sazeli
QATAR

بله مبار
Bellambar
المطبخ العثماني التقليدي
AUTHENTIC OTTOMAN CUISINE

مطعم
الشاذلية
AL SHAKERIYA RESTAURANT

لؤلؤ



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



elegancia

contracting & industries

Specialized Contracting

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



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



Member



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.

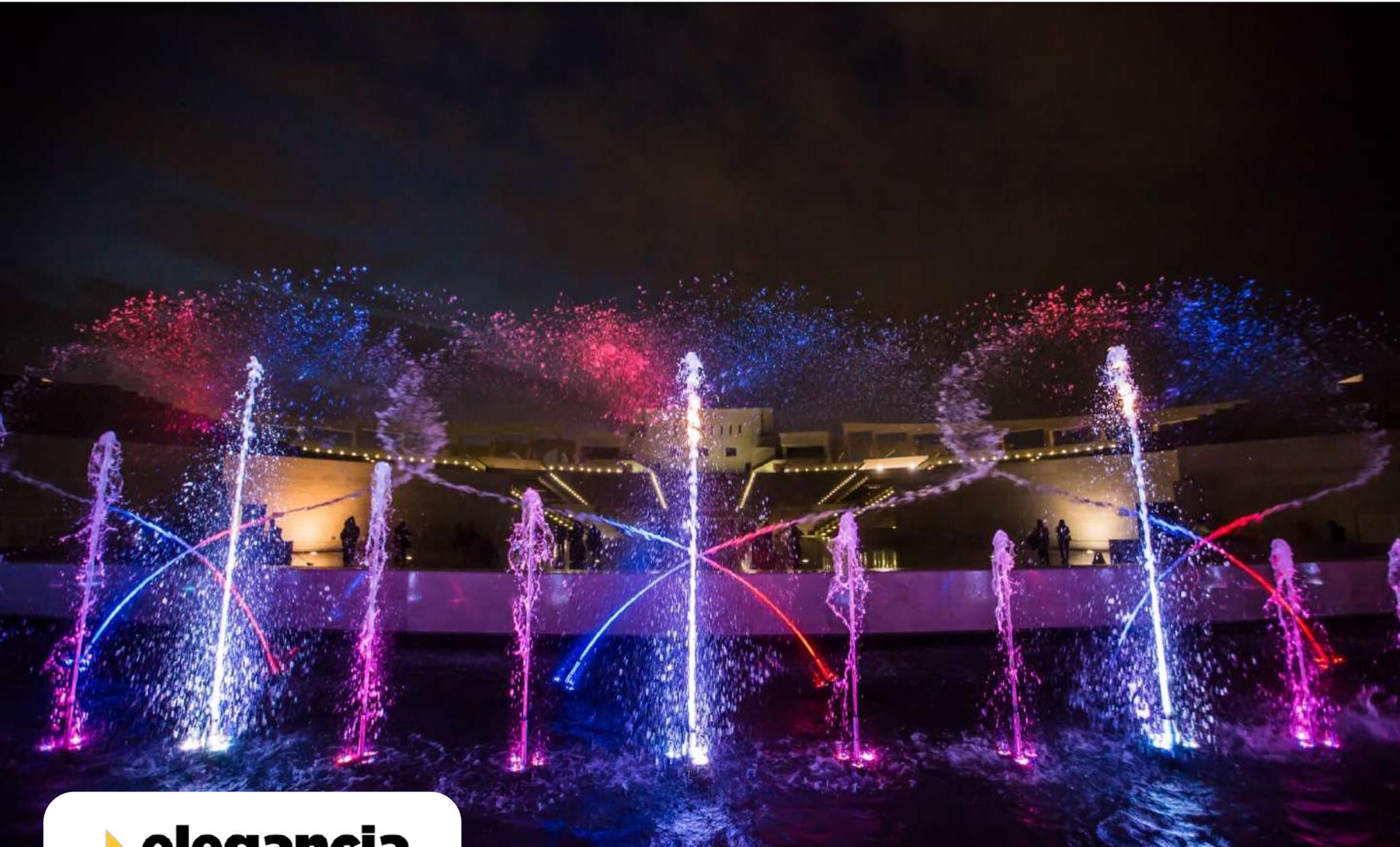


+17
Years of
Experience

+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

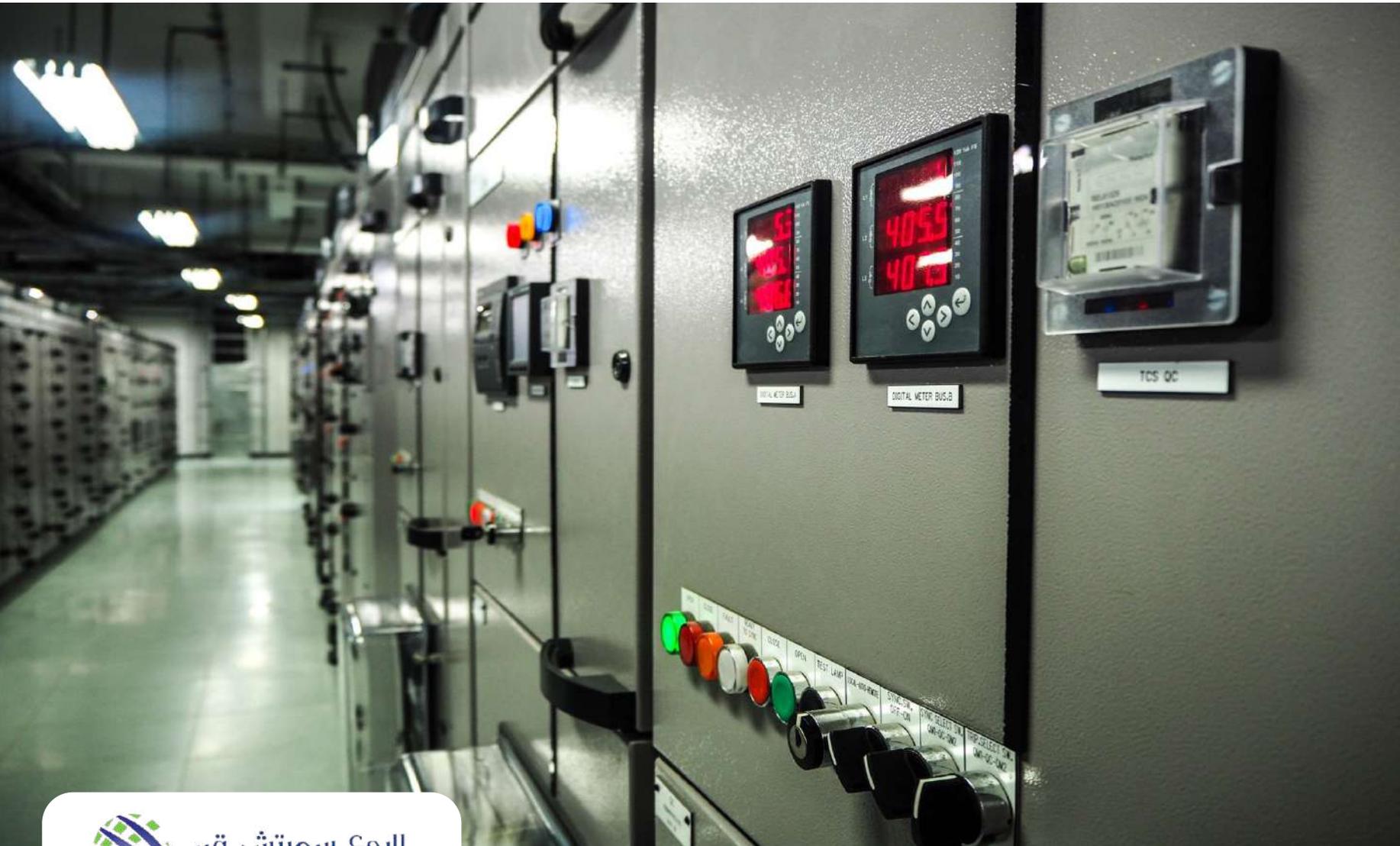


+17
Years of
Experience

+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

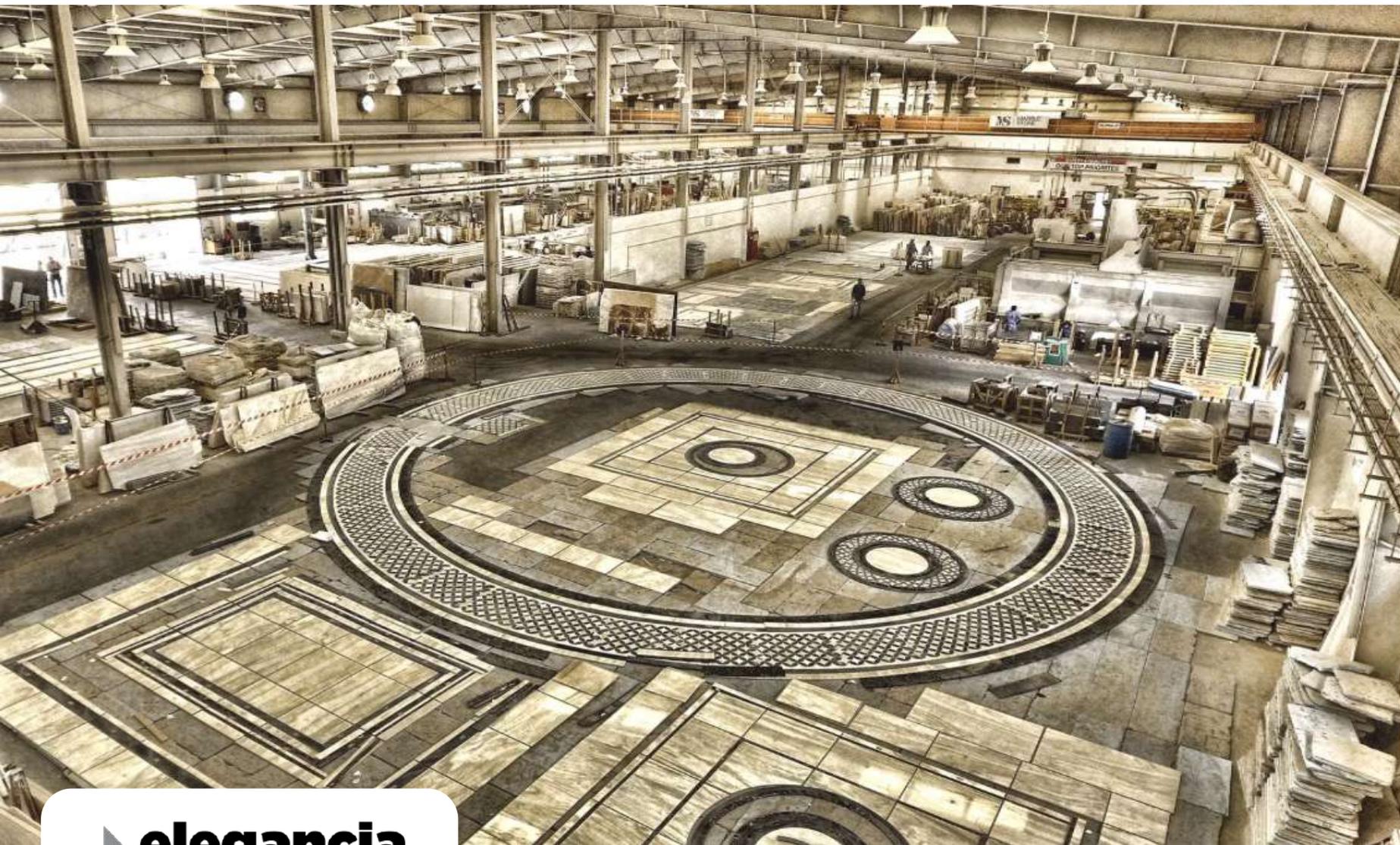


+18,000 sqm
Facilities

#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



▶ Estithmar
Holding Q.P.S.C.

THANK YOU.