



Investor Presentation

Quarter 1 2025

23.04.2025

AGENDA

1. Company Overview
2. Financial Highlights
3. Operational Highlights
4. Financial Outlook
5. Q&A

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All currency values are in Qatar Riyal ("QAR") millions unless stated otherwise. All numbers of figures, amounts, percentages, estimates, calculations of value and fractions in this Presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from figures set out in this Presentation.

Recipients of this Presentation should be aware that this Presentation contains references to the financial years 2020, 2021, 2022, 2023, and 2024 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.

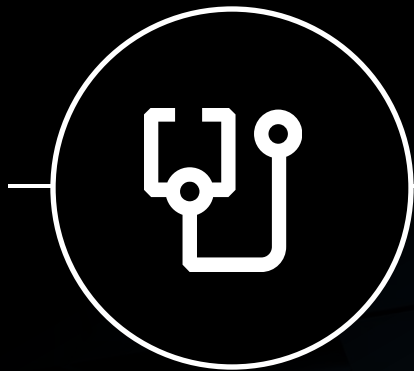
Copies of Estithmar press release, financials and presentations can be viewed and downloaded from the Investor Relations section of Estithmar website at www.estithmarholding.com

COMPANY
OVERVIEW

1

▶ FOUR CLUSTERS

83 companies



HEALTHCARE

Apex
Health



SERVICES

▶ **elegancia**
services



VENTURES

▶ **Estithmar**
ventures



CONTRACTING & INDUSTRIES

▶ **elegancia**
contracting & industries

▶ THE BOARD OF DIRECTORS



**Mr. Mohammad
Moutaz Al-Khayyat**
Chairman



Mr. Ramez Al-Khayyat
Vice Chairman and President



**Mr. Khalid Ghanim
S Al-Hodeifi Al-Kuwari**
Board Member



**Mr. Hamad Ghanim
S Al-Hodeifi Al-Kuwari**
Board Member



**Sheikh Suhaim Bin AbdulAziz
Al Thani**
Independent Board Member



**Mr. Abdulla Darwish
Al Darwish**
Independent Board Member



**Dr. Bothaina
Al Ansari**
Independent Board Member



**Mr. Ibrahim Abdulla
Al Abdulla**
Independent Board Member



Mr. Eyad Abdulrahim
Board Member



Mr. Khaled Zialnon
Board Member



**Mr. Mohamad Mohamad Sadiq
Al-Dawamaneh**
Board Member

EXECUTIVE TEAM

A Multigenerational & Diversified
Team of Experts with
100 Nationalities & Backgrounds



Juan Leon
Group Chief Executive Officer



Walid Shalan
Group Chief Operating Officer &
Chief Executive Officer
Estithmar Ventures



Abd Almunem Al-Sakka
Chief Executive Officer
Elegancia Services



Joe Hazel
Chief Executive Officer
Apex Health



Eya d Elkhorebi
Chief Executive Officer
Elegancia C & I



Marwan Dimas
Group Chief Marketing
& Sales Officer



Riyad Sowaity
Group Chief Human
Resources Officer



Sanaa Daakour
Group Chief Legal Officer



Shahid Razaq
Group Risk and
Internal Audit Director



Anshul Nanda
Chief Financial Officer
Apex Health



Dr. Fatih Mehmet Gul
Chief Executive Officer
The View Hospital



Dr. Ahmed Zaatari
Chief Executive Officer
Military Medical City



Ahmed El Zeftawy
Chief Human Resources Officer
Apex Health



Mike Cook
Chief Commercial Officer
Apex Health



Dr. Zoltan Varga
Chief Medical Officer
Apex Health



Bob Issa
Chief Marketing & Sales Officer
Apex Health



William Lloyd Jes see
Chief Executive Officer
Misrata Cardiovascular Hospital



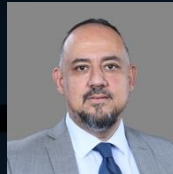
Paul Welford
Chief Executive Officer
Al Imam Al Hassan Al Mujtaba
Teaching Hospital



Bilal Ghaziri
Chief Executive Officer
Al Nasirriya Teaching
Hospital



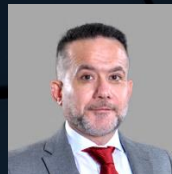
Yasser Abbas
Cluster Chief Financial Officer
Elegancia Services



Youssef El Habbal
Regional COO
Elegancia Catering



Yaser Ismail
General Manager
Elegancia Arabia
Limited KSA



Sokhil Dakkak
Cluster HR Director
Elegancia Services



Samer Ratrouf
Cluster Chief Financial Officer
Elegancia C&I



Mohamad Yarob KSA
Country Manager
Elegancia Arabia Trading



Amjad Ghaith
Chief Operating Officer
Elegancia Arabia

ESTITHMAR HOLDING INTERNATIONAL FOOTPRINT 8 COUNTRIES



KSA
Contracting & Services



Algeria
Algerian Qatari German Hospital **Healthcare**



Iraq
Rixos Baghdad **Ventures**
Al Nasriya Teaching Hospital **Healthcare**
Imam Al Hasan Al Mujtaba Teaching Hospital **Healthcare**



Maldives
Rosewood Ranfaru **Ventures**



Kazakhstan
Astana Hospital **Healthcare**



Libya
Misrata Hospital for Cardiovascular Disease
and Surgery **Healthcare**



Jordan
MENA FM **Services**



SUSTAINABILITY

Driving a Sustainable Growth and Leading Business Responsibly

Sustainability is a key part of Estithmar Holding's strategy. We aim to create long-term value while minimizing environmental impact across all our operations. This includes reducing our carbon footprint, adopting renewable energy solutions, and participating in responsible community initiatives that support the well-being of the communities in which we operate. We are committed to keeping pace with global sustainability standards in our growth trajectory.

Our Commitment



Integrating the United Nations SDGs in our Operations

Governance, Compliance and Risk Management



ESG in Business



Employee Value Proposition



Responsible Procurement & Supply Chain



Climate Action



Corporate Social Responsibility



Diversity & Inclusion



FINANCIAL
STATEMENTS AND
KEY HIGHLIGHTS

2

KEY HIGHLIGHTS

1,309m

Revenue
Q1 2024 = 797m (▲ 64%)

416m

Gross Profit
Q1 2024 = 196m (▲ 113%)

273m

EBITDA
Q1 2024 = 179m (▲ 51%)

170m

Net Profit
Q1 2024 = 113m (▲ 51%)

32%

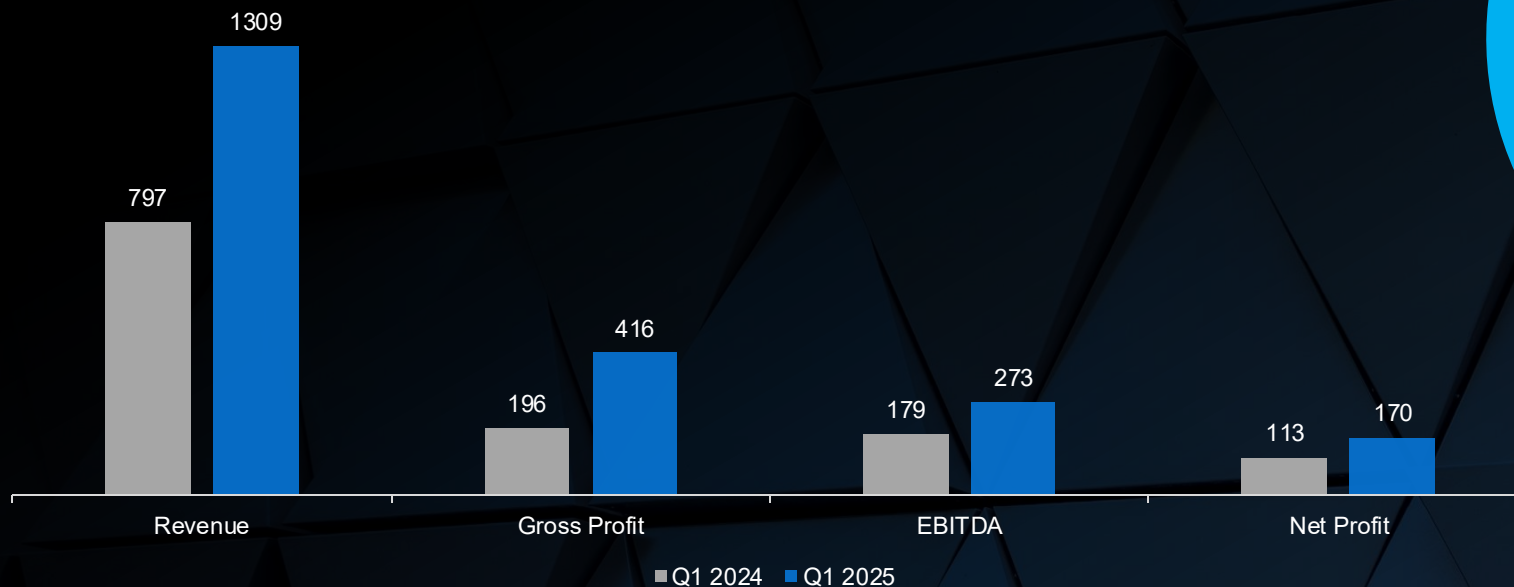
Gross Profit Margin
Q1 2024 = 25% (▲ 7%)

21%

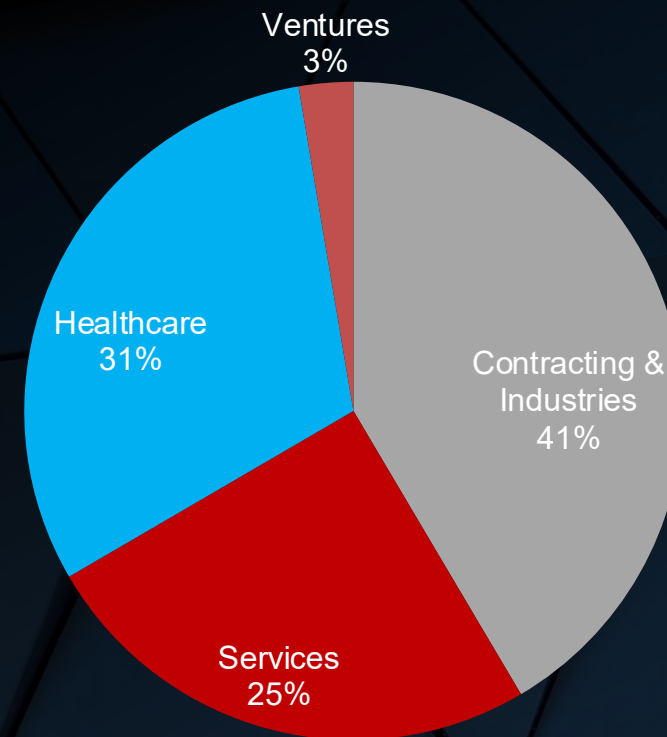
EBITDA Margin
Q1 2024 = 22% (▼ 1%)

13%

Net Profit Margin
Q1 2024 = 14% (▼ 1%)



Revenue Contribution by Cluster



11,936m

Total Assets
(FY 2024 = 11,304m)

1,253m

Working Capital
(FY 2024 = 818m)

6,998m

Non-Current Assets
(FY 2024 = 6,735m)

4,938m

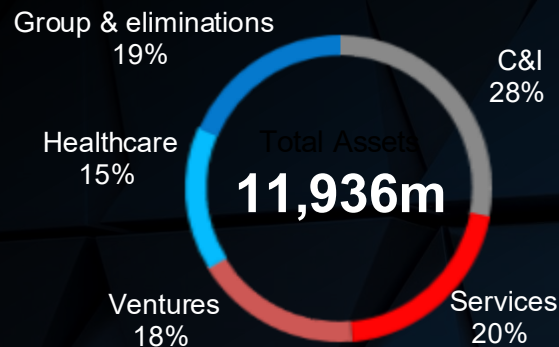
Current Assets
(FY 2024 = 4,569m)

5,405m

Equity
(FY 2024 = 5,236m)

3,654m

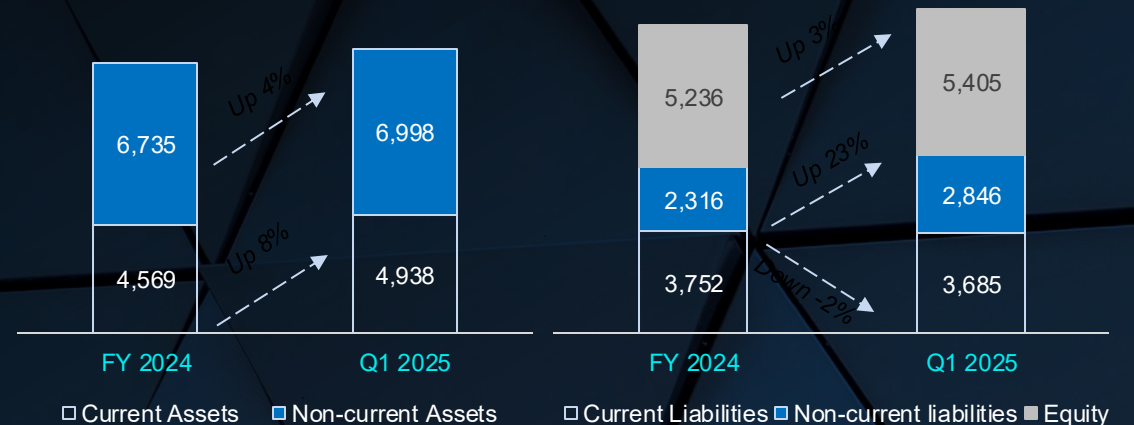
Borrowings
(FY 2024 = 3,447m)



Restated basic and diluted earnings per share

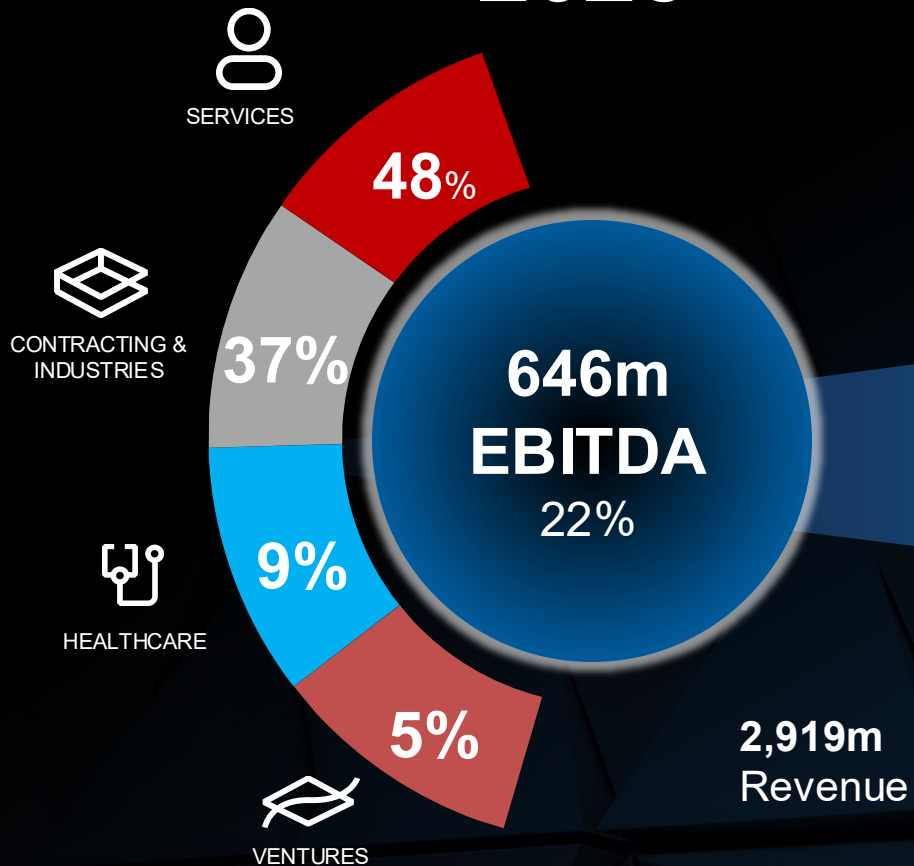


Assets Liability Management (ALM)



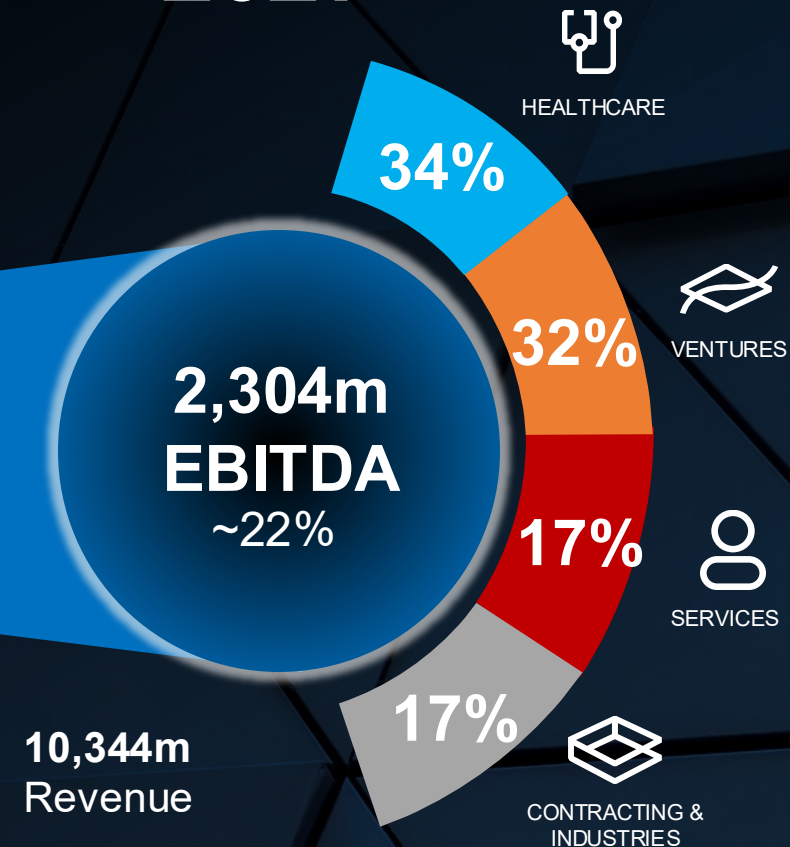
A STRATEGY OF DIVERSIFICATION

2023



X 3.6

2027



OPERATIONAL
HIGHLIGHTS FOR
Q1 2025

3

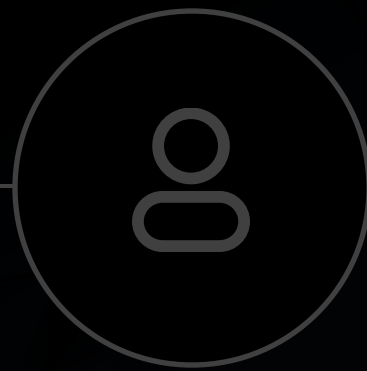
▶ FOUR CLUSTERS

83 companies



HEALTHCARE

Apex
Health



SERVICES

▶ **elegancia**
services



VENTURES

▶ **Estithmar**
ventures



CONTRACTING & INDUSTRIES

▶ **elegancia**
contracting & industries

▶ THE VIEW HOSPITAL DELIVERS TOP LINE RESULTS

▶ **Estithmar**
Holding استثمار القايسة



In Affiliation With
 Cedars
Sinai

Continued increase in **patient satisfaction**
resulting in increasing visits

+100% increase in
international visiting physicians

Community engagements



Apex
Health



Started in October 2024

Quick ramp up to **+15,000 patients in Q1**

Committed to technological innovations and new trends



The hospitals under the Apex Health O&M contract were the **contributors to the sector's revenue**

Al Nasriya Iraq 492 Bed hospital
Karbala Iraq 490 Bed hospital
Misurata Libya 120 Bed hospital

Introducing **protocols and processes**, to enhance healthcare standards

Investing in local talent through training programs for medical and administrative staff.



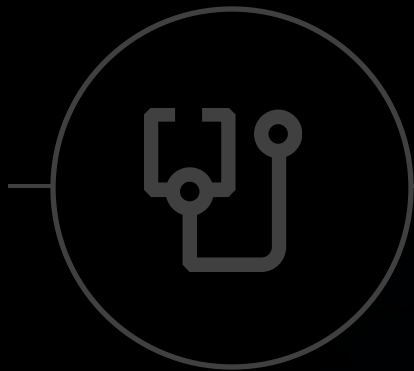
Achieved Significant Acceleration in the Construction Progress of the **Algerian Qatari German Hospital**, after the signing of the contracting agreements

300 Bed tertiary hospital with state-of-the-art technological equipment



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83 companies



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SERVICES EXPANSION TO KSA, IRAQ, AND JORDAN

Market leader in Facilities Management and Catering Services

Maintained a **95% client retention rate**, demonstrating strong customer satisfaction and loyalty

Established operations in **KSA, Jordan, and Iraq**



FM Services - Al Nasriya Teaching Hospital



Soft FM Services – Queen Alia Int'l Airport



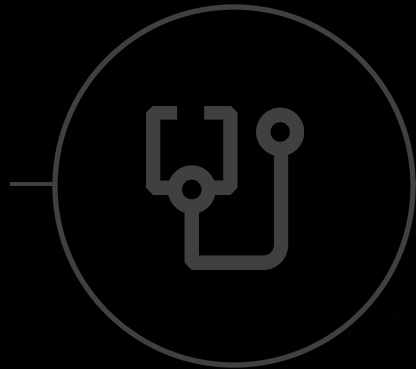
FM Services - Imam Al Hassan Al Mujtaba Teaching Hospital



Catering Services – Hayyak Airport – 30 Lounges

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83 companies



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Apex
Health



SERVICES

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services



VENTURES

▶ **Estithmar**
ventures



CONTRACTING & INDUSTRIES

▶ **elegancia**
contracting & industries

AL MAHA ISLAND CONTINUES TO ATTRACT VISITORS

Over **13,000** Visitors to the island Daily

Approximately **250,000 visitors** to the third season of Lusail Winter Wonderland

3,500 visitors to our world-class restaurants daily

The successful opening of **Berenjak**, with the upcoming launches of **Park Chinois** and **Bar Du Port** set to further enhance the F&B portfolio

A **premier leisure destination**, attracting high footfall, with a premium entertainment **calendar of celebrity concerts and events**



▶ UNPARALLELED EXPERIENCES

Shifted from operational model to **stable revenue** via fixed leasing agreement

High occupancy rates exceeding support **Qatar's tourism** sector



▶ ONGOING CONSTRUCTION PROGRESS

Rixos Baghdad is progressing on construction schedule
Off-plan residences sales expected to start May 2025

Rosewood Maldives construction progress remains on schedule

Rosewood Maldives signed F&B contracts with Ogata and LPM.



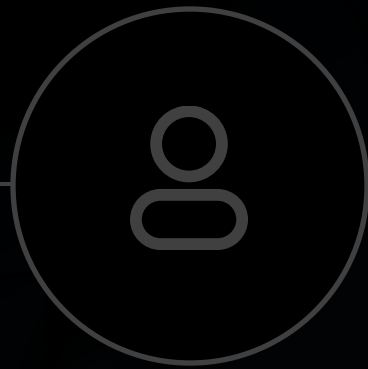
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ventures



CONTRACTING & INDUSTRIES

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Strategic projects **reached peak delivery in Q1**, significantly contributing to overall revenue performance.

Shura Island: MEP Works for 5 Hotels
HC01 – Grand Hayatt 430 Keys
HE03 – Miraval 180 Keys
HE04 – Four Seasons 180 Keys
HW03 – Jumeirah 200 Keys
HW04 – Fairmont 200 Keys

Sindalah Island: Yacht Club
Landscape & Fit-Out of Yacht Club
Fit-Out of 6 Restaurants

Red Sea Int'l Airport
Fit-Out

Rosewood Amaala
Fit-Out

Four Seasons Resort & Residences
Water Solutions

Riyadh Sports Boulevard
Steel Works for x8 Pedestrian Bridges

Shura Island- 5 Hotels



Scope: MEP Works

Red Sea Int'l Airport



Scope: Fit-Out

Sindala Island- Yacht Club



Scope: Fit-Out

ROSEWOOD
AMAALA



Scope: Fit-Out

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Holding استثمارة القابضة

Thank You.