



Investor Presentation

Q3 2024

# AGENDA

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

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# COMPANY OVERVIEW

# 1

## ▶ FOUR CLUSTERS



# 66 COMPANIES



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



CATERING  
FACILITIES MANAGEMENT  
RESOURCES  
GABRO  
SUPPLY & TRADING



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



MEP  
LANDSCAPE  
MARINE  
CONTRACTING  
KITCHENS  
CESCO  
WATER SOLUTIONS  
SWITCHGEARS  
STEEL  
JOINERY  
STONES



CONTRACTING  
SERVICES

# ▶ OUR STORY

NOV 2020

▶ **elegancia**  
group

Elegancia group was formed out of several leading companies of different sectors to play an instrumental roll in building Qatar

▶ **elegancia**  
services

Unified services and has been leading the market since 2010

▶ **elegancia**  
contracting & industries

Instrumental in delivering key projects for Qatar 2022 since 2021

JAN - NOV 2021

▶ **elegancia**  
healthcare

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

▶ **Estithmar**  
ventures

Launch of Estithmar Ventures in line with Qatar Vision 2030 to develop significant destinations

APR 2022

▶ **Estithmar**  
Holding استثمر القابضة

Become publicly listed through a reverse acquisition transaction with IHG

▶ **elegancia**  
healthcare

▶ **elegancia**  
services

▶ **Estithmar**  
ventures

▶ **elegancia**  
contracting & industries

Launch of The View Hospital in Afflication with Cedars Sinai

**FIFA 2022 Related Projects**

Opening of:  
Al Maha Island  
Katara Hills (Hilton LXR)  
Maysan Resort (Hilton LXR)

Delivering C&I projects related to the FIFA World Cup 2022  
+100 projects

MAR - OCT 2023

**March:**  
Establishes Elegancia Arabia in KSA

**March:**  
Begins developing Rosewood Hotel & Resort in the Maldives

**July:**  
Awarded 5 MEP Projects in KSA

**August:**  
Groundbreaking RIXOS project in Iraq

**October:**  
Signs MOU to build Algerian-Qatari-German Hospital partnership in Algeria

**International Expansion**

KSA  
IRAQ  
ALGERIA  
JORDAN  
LIBYA  
MALDIVES  
KAZAKHSTAN

2024

**Apex**  
Health

Elegancia Healthcare rebrands as Apex Health

**March:**  
Launch of Korean Medical Center in Lusail

**April:**  
Signing O&M agreement for two hospitals in Iraq

# ▶ BOARD OF DIRECTORS



**Mr. Moutaz Al-Khayyat**  
Chairman



**Mr. Ramez Al-Khayyat**  
Vice Chairman and President  
Chair, Executive Committee  
Chair, Investment 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. 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 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 & Diversified  
 Workforce  
**91** Different Nationalities  
 & Backgrounds



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



**Walid Shalan**  
 Group Chief Financial  
 Officer



**Marwan Dimas**  
 Group Chief Marketing  
 & Sales Officer



**Riyadh Sowaity**  
 Group Chief HR Officer



**Sanaa Daakour**  
 Group Chief Legal Officer



**Abd Almunem Al-Sakka**  
 Chief Executive Officer  
 Elegancia Services



**Joe Hazel**  
 Chief Executive Officer  
 Elegancia Healthcare



**Eyad Elkhorebi**  
 Chief Executive Officer  
 Elegancia C& I



**Ahmed Zaatari**  
 Chief Executive Officer  
 EWS



**Matthew Dronsfield**  
 Chief Executive Officer  
 The View Hospital



**Ahmed El Zeftawy**  
 Chief Human Resources Officer  
 Elegancia Healthcare



**Bob Issa**  
 Chief Marketing & Sales Officer  
 Elegancia Healthcare



**Anshul Nanda**  
 Chief Financial Officer  
 Elegancia Healthcare











**Ahmad Kalla**  
 Chief Executive Officer  
 Korean Medical Center

**FINANCIAL  
STATEMENTS AND  
KEY HIGHLIGHTS**

**2**

# ▶ KEY FINANCIAL HIGHLIGHTS Q3 2024

	Q3 2023	Q3 2024	YoY Growth	
 <b>Revenue</b>	QAR 2,229 M	QAR 2,955 M	32%	
 <b>Gross Profit</b>	QAR 568 M	QAR 719 M	26%	
 <b>Net Profit</b>	QAR 307 M	QAR 353 M	15%	
 <b>EPS</b>	QAR 0.089	QAR 0.099	11%	

# KEY FINANCIAL HIGHLIGHTS Q3 2024

## 10,507m

Total Assets  
(FY 2023 = 9,016m)

## 4.8%

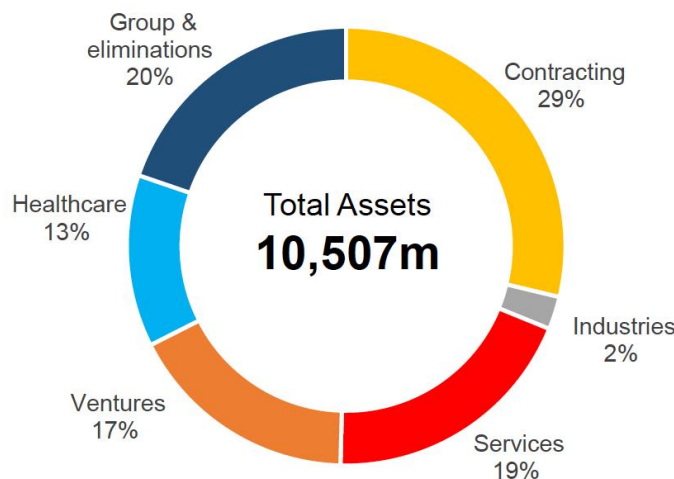
Annualised Return on Assets  
(FY 2023 = 3.9%)

## 6,359m

Non-Current Assets  
(FY 2023 = 5,818m)

## 4,148m

Current Assets  
(FY 2023 = 3,199m)



## 902m

Working Capital  
(FY 2023 = 649m)

## 1.28

Current Ratio

## 144

Days  
Cash Conversion

## 2,411m

Borrowings  
(FY 2023 = 2,117m)

## 0.56

Debt to equity

## 4.4

Interest Coverage

## 5,176m

Equity  
(FY 2023 = 4,804m)

## 8.7%

Annualised Return on Equity  
(FY 2023 = 7.2%)

## 8.4%

Annualised Return on Capital Employed  
(FY 2023 = 7.5%)

### Remarks :

- Working capital has increased by 39% compared to Dec '23
- Non-Current assets increased by 9% compared to Dec '23
- Non-Current liabilities increased by 25% compared to Dec '23
- Total Assets includes QAR 3.2b of Goodwill.

### Assets Liability Management (ALM)



**Operational  
Highlights for the  
3<sup>rd</sup> Quarter of 2024**

**3**

# International Confidence in the Group's Performance with Continued Growth and Rising Investments



**Celebrating Qatar's 1st Sukuk Issuance in Qatari Riyals at LSE**

September 19, 2024



**Signing of an MoU with the Italian Group SACE**

October 21, 2024



# Apex Health

Subsidiary of **Estithmar Holding**

- ▶ Existing Operations
  - The View Hospital [Own & Operate]
  - Korean Medical Center [Own & Operate]
  - Al Nasriya Teaching Hospital [Operate with offtake agreement]
  - Al Hasan Al Mujtaba Teaching Hospital [Operate with offtake agreement]
- ▶ Under Development
  - Algerian Qatari German Hospital [Own & Operate with offtake agreement]

The View Hospital Continues to **Deliver Top Line Results**



**+17,000**  
Patients/Month

**+25%**  
Growth in Patients  
Monthly

Visiting Doctors

**Dr. Alexandre Rasouli**  
Spine Surgeon - Beverly Hills  
California - USA  
Specializes in:  
Artificial Disc Replacement Surgeries

Visiting Doctor 17-19 September, 2024

**Thrilled to Welcome  
World-Renowned Ophthalmologists  
Arriving from Spain**

Visiting Doctors 13 September - 16 September

The World-Renowned Ophthalmologist  
**Dr. Jeroni Nadal**  
MD PHD  
Ophthalmologist & Medical Director  
Ophtalvist Clinics - Barcelona

Visiting Doctors 13 September - 16 September

**Dr. Jorge Luciano Alió y Sanz**  
Consultant Ophthalmologist  
Specializes in: Cataract, Refractive Surgery, Cornea and  
Ocular Surface Disorders

Visiting Doctor 31 August - 2 September, 2024

**Prof. Ameen Al-Herabi**  
Consultant, Head and Neck Surgery  
Specializes in: Thyroid and Parathyroid Surgeries

Visiting Doctor 29-30 September, 2024

**Dr. Moemen Alreefy**  
Consultant, Ophthalmology  
Specializes in: Cornea, Cataract and Refractive Surgery

Visiting Doctor 4-8 | 18-22 August, 2024



# KMC Quickly Increases Number of Patients Daily



## Introducing New Treatment Technologies

FIMS stands for Fluoroscopy Guided Interventional Musculoskeletal Adhesiolysis and Nerve Stimulation.

**Non-surgical, steroid-free chronic joint pain treatment.**

How does FIMS differ from traditional treatments?

- Minimally invasive procedure
- Has little to no side effects
- Cuts down recovery time
- Effective alternative to surgery



We Achieved Significant Acceleration in the  
Construction Progress of the Algerian Qatari German Hospital



**Ongoing Management and Operations at the Iraqi  
Ministry of Health Hospitals**



**AL HASAN AL MUJTABA TEACHING HOSPITAL - IRAQ**

**492 Beds**



**AL NASRIYA TEACHING HOSPITAL - IRAQ**

**492 Beds**



▶ **elegancia**  
services

Subsidiary of Estithmar Holding

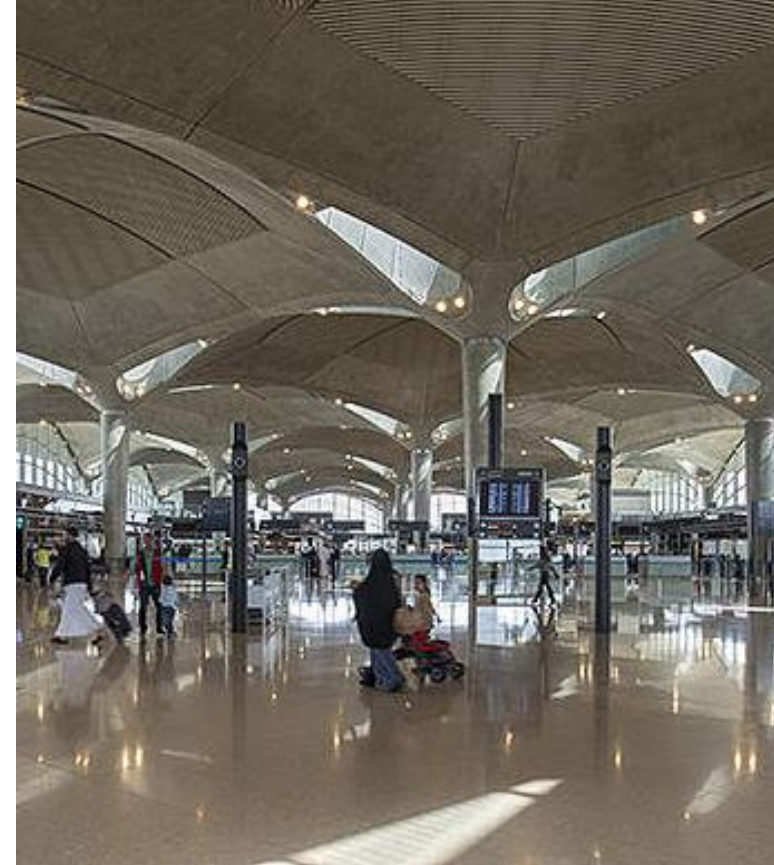
- ▶ Catering
- ▶ Facilities Management Resources
- ▶ Gabro
- ▶ Supply & Trading

+16,000  
Manpower

With a Strong Contribution from Catering Services, the Launch of Operations in Saudi Arabia has **Significantly Boosted Sector Revenues**



The Expansion of Facilities Management Services in Qatar and Jordan has Further Strengthened Revenue Growth for the Sector





# ▶ **Estithmar** ventures

Subsidiary of Estithmar Holding

## ▶ **Existing Operations**

- Al Maha Island - Qatar
- Katara Hills - Qatar
- Maysan Doha - Qatar

## ▶ **Under Development**

- Rixos Baghdad – Iraq
- Rosewood Ranfaru - Maldives

Al Maha Island Elevates Qatar's Tourism Appeal, Continues to Attract +10,000 Guests Daily, While Lusail Winter Wonderland Prepares for a Highly Anticipated Third Season



**AL MAHA**  
ISLAND LUSAIL



**Katara Hills & Maysan Continues to Maintain a Strong Occupancy Rate, Consistently Averaging between 75% and 85%**



**KATARA HILLS**  
LXR HOTELS & RESORTS



  
**MAYSAN**  
DOHA  
LXR HOTELS & RESORTS

Ongoing Construction Progress of Rosewood Maldives Ranfaru & Rixos Baghdad Hotel & Residences, Transforming Luxury Hospitality and Tourism Markets.



ROSEWOOD  
MALDIVES RANFARU



RIXOS  
BAGHDAD  
HOTEL & RESIDENCES



▶ **elegancia**  
contracting & industries  
Subsidiary of Estithmar Holding

Specialized Contracting

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

**GRADE A**

**+12,000 Manpower**

# Urban Development in Saudi Arabia Through Major Projects and Trusted Partnerships in the Specialized Contracting Sector



## 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

► **Estithmar**  
Holding استثمرار القابضة

Thank You.