



# Investor Presentation

Q3 2021



الأندلس العقارية  
Alandalus Property

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# Overview



الأندلس العقارية  
Alandalus Property



**Alandalus Property** is a pioneering Tadawul-listed real estate company involved in the investment, development and operation of income-generating properties across the Kingdom of Saudi Arabia





## Vision

To become the most admired and awarded developer of preferred destination spaces by leading the transformation from transactional to engagement-focused destinations in the Kingdom of Saudi Arabia

## Mission

To develop and operate unique and compelling destinations differentiated by engaging guests, customers and communities through experiences that foster loyalty, frequency of visits and lifetime value which ultimately drive and sustain unparalleled growth



# Q3 2021 Performance at a Glance

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**> 10m**

Total Mall Footfall

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**158m**

Revenue (SAR)

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**67%**

Gross Profit Margin

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**97%**

Avg Occupancy Rate of  
Regional Malls Portfolio

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**62%**

Operating Profit Margin

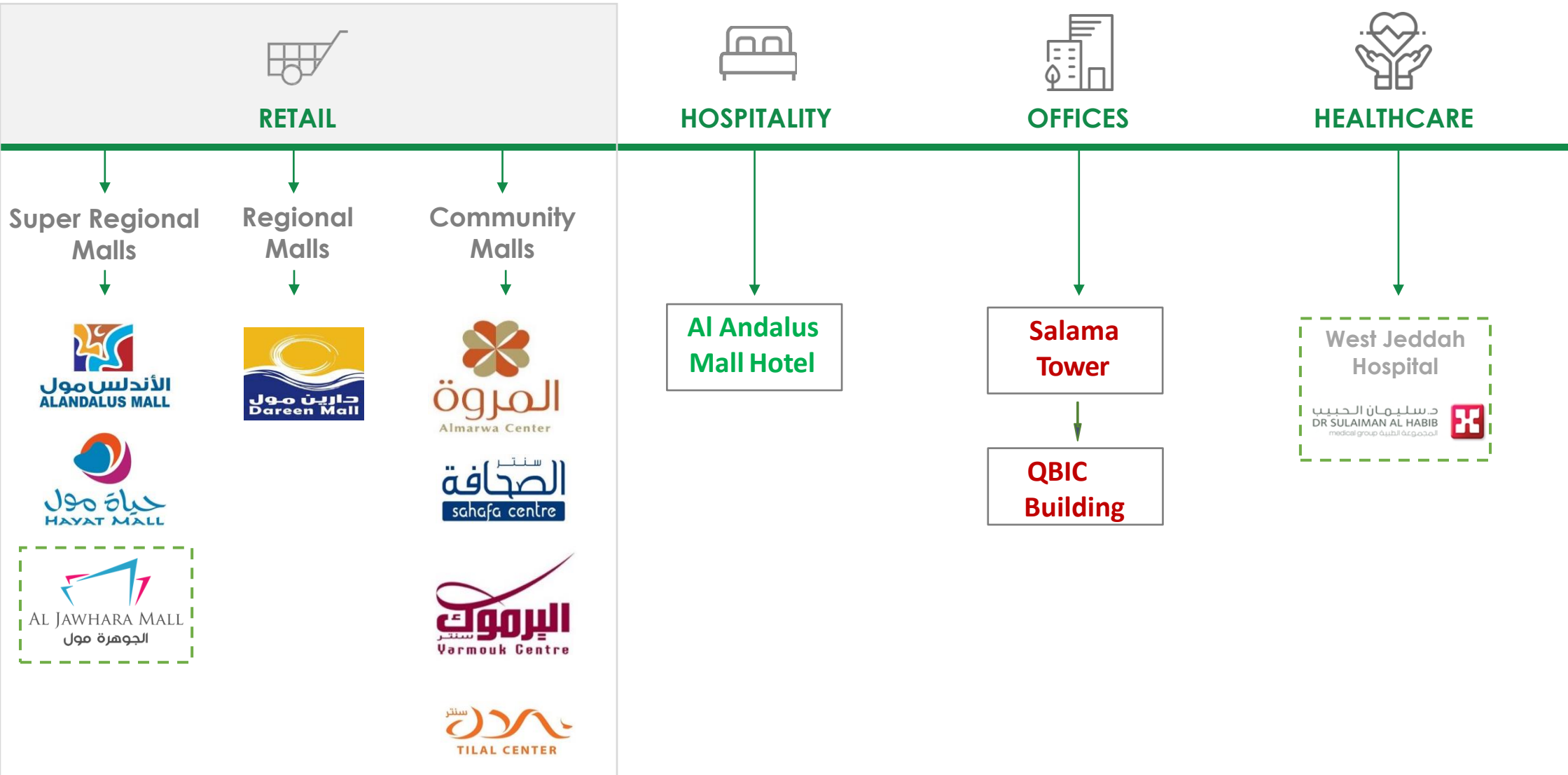
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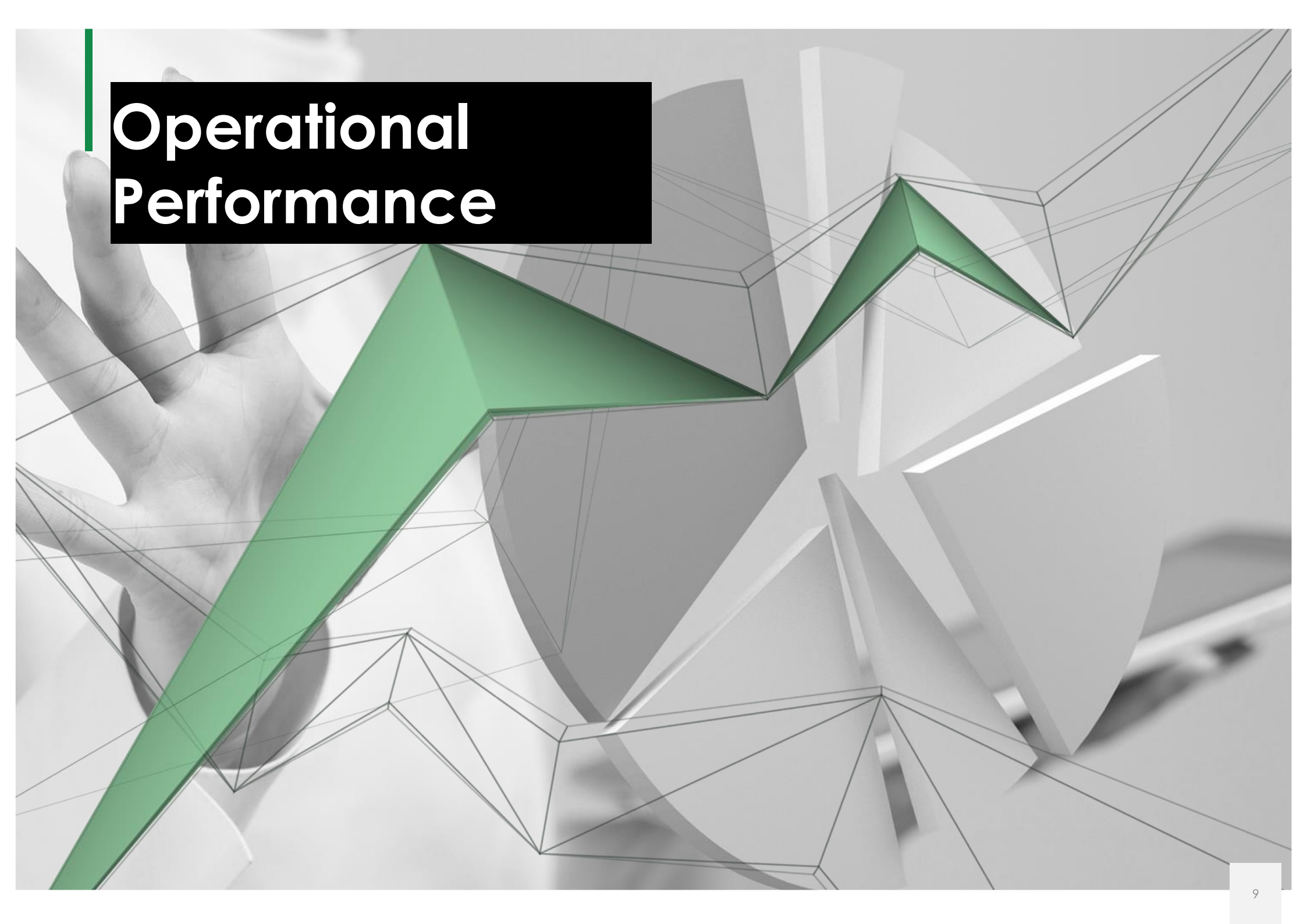
**78%**

EBITDA Margin

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# Commercial Sectors



The background of the slide is a complex, abstract composition. On the left, a grayscale image of a human hand is visible, with fingers slightly spread. Overlaid on and around the hand are several three-dimensional geometric shapes, primarily in shades of green. These shapes include a large, prominent triangular prism-like structure in the lower-left, and several smaller, more complex polyhedral forms extending towards the upper-right. A network of thin, light-gray lines crisscrosses the entire scene, creating a wireframe or mesh-like effect that connects various points on the geometric shapes and the hand. The overall aesthetic is modern, technical, and futuristic.

# Operational Performance

# Retail

|                                                                                     | TYPE                       | # OF MALLS | GLA  | TOTAL FOOTFALL |
|-------------------------------------------------------------------------------------|----------------------------|------------|------|----------------|
|    | Super<br>Regional<br>Malls | 2          | 173k | 8.6 million    |
|    | Regional<br>Malls          | 1          | 47k  | 2 million      |
|  | Community<br>Malls         | 4          | 27k  | N/A            |

# Ongoing Investments

## Al Jawhara Mall

- Location: ▪ Jeddah
- Type: ▪ Super Regional Mall
- Area: ▪ 124,880 sqm
- Ownership: ▪ Al-Jawhara Al-Kubra (25% APC)
- Total expected project cost: ▪ SAR 873 million
- Expected Opening: ▪ Q2 2022



## West Jeddah Hospital

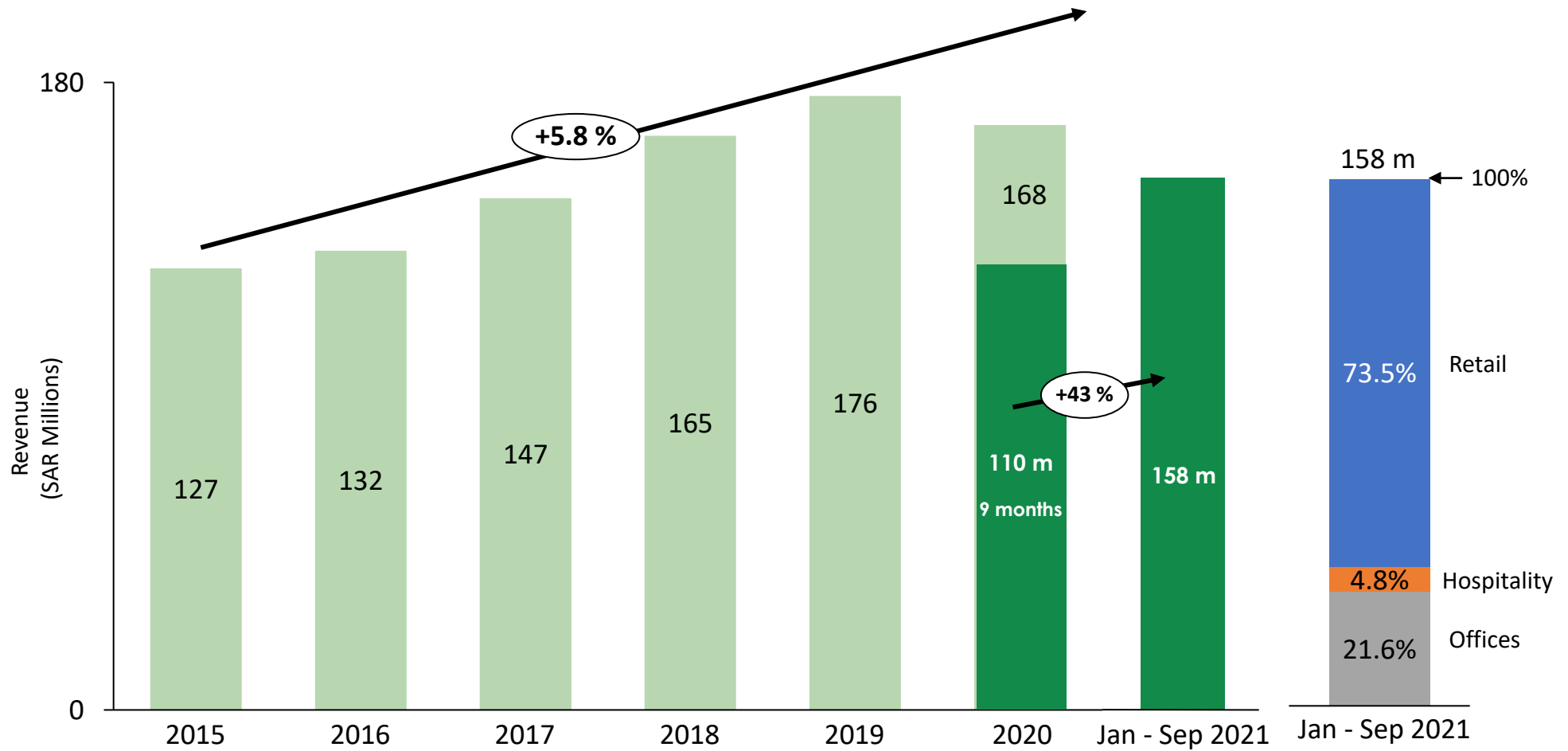
- Location: ▪ Jeddah
- Type: ▪ Healthcare
- Area: ▪ 30,251 sqm
- Ownership: ▪ West Jeddah Hospital Company (50% APC)
- Total expected project cost: ▪ SAR 1.6 billion (incl. land value)
- Expected Opening: ▪ Q4 2023



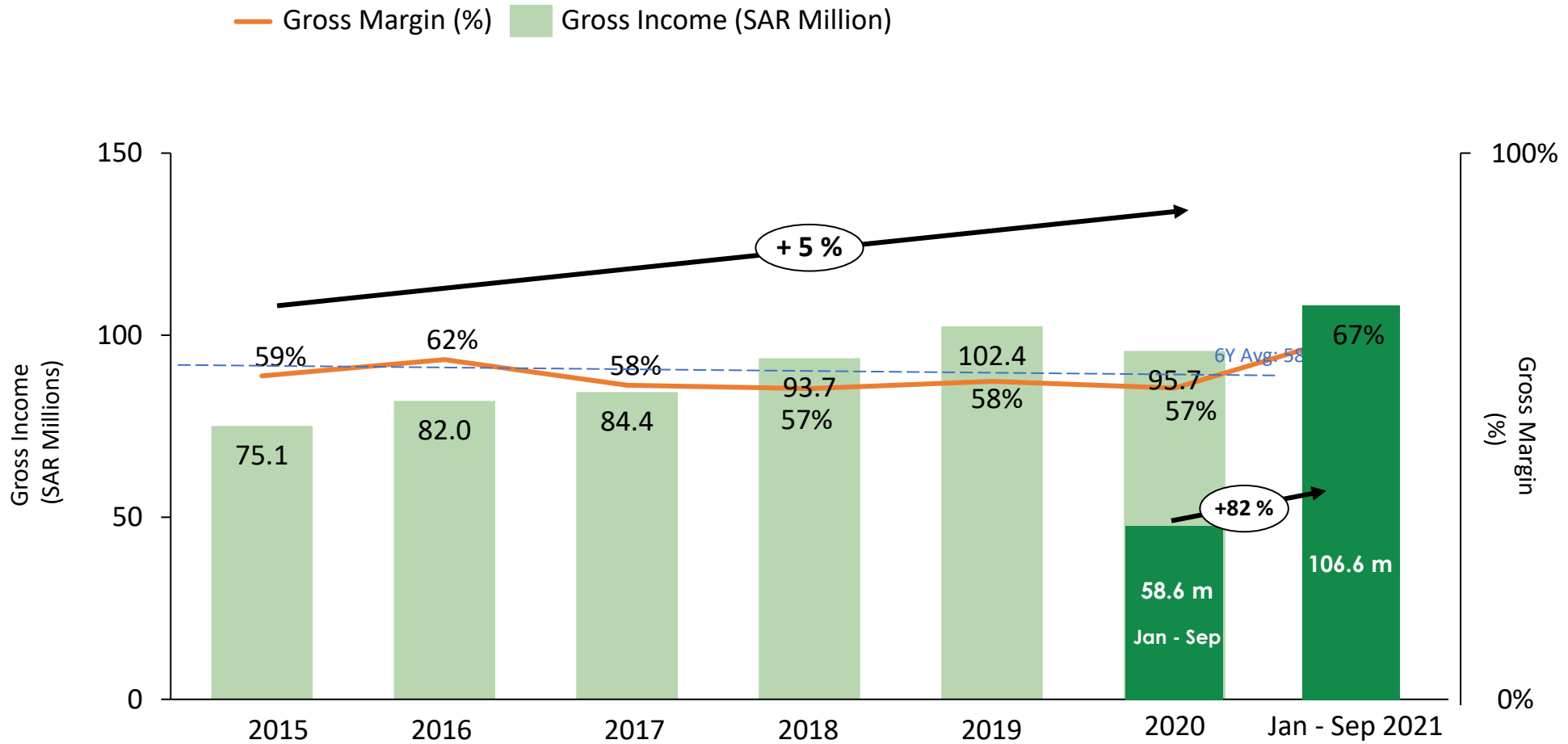
# Financial Performance



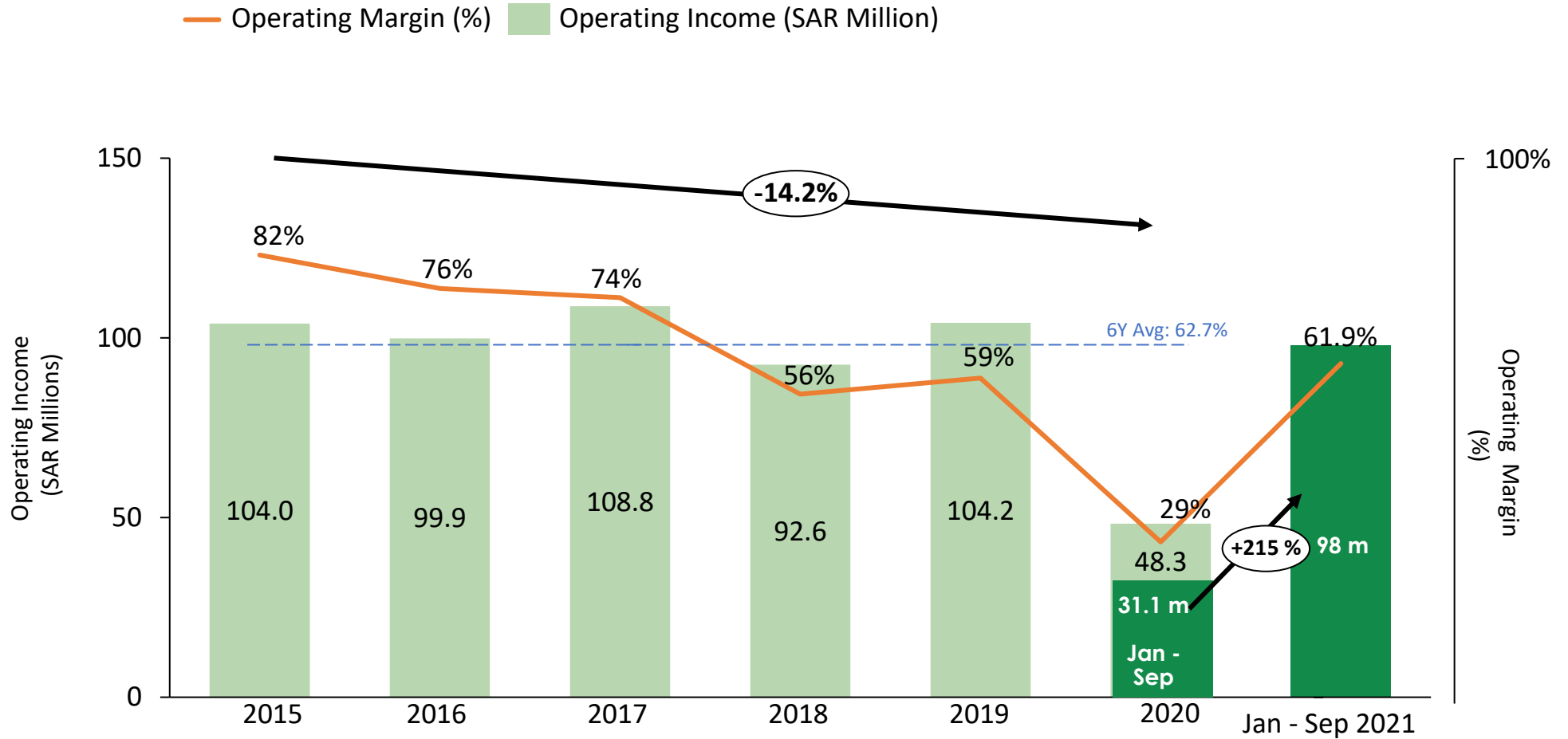
# Revenue



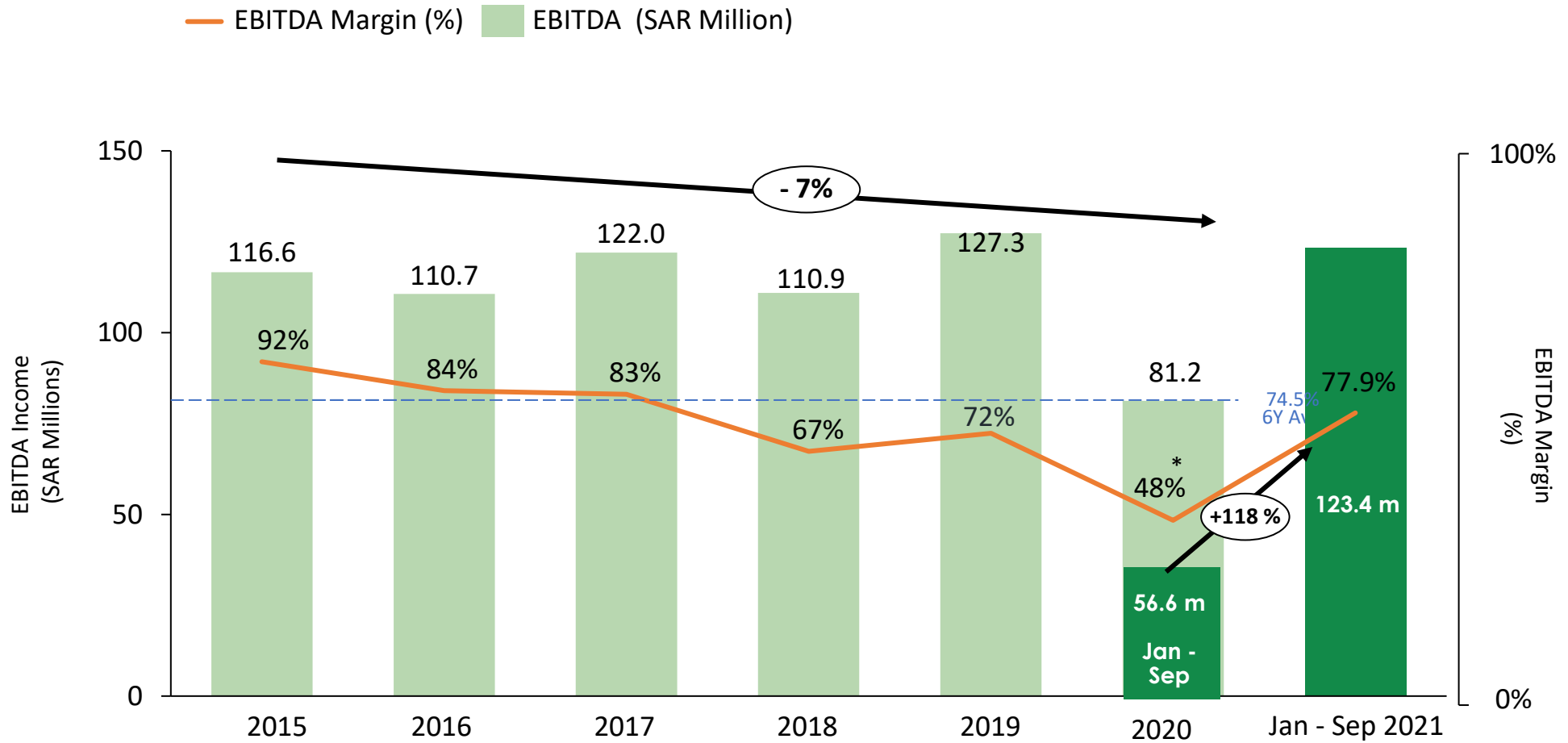
# Gross Income & Margin



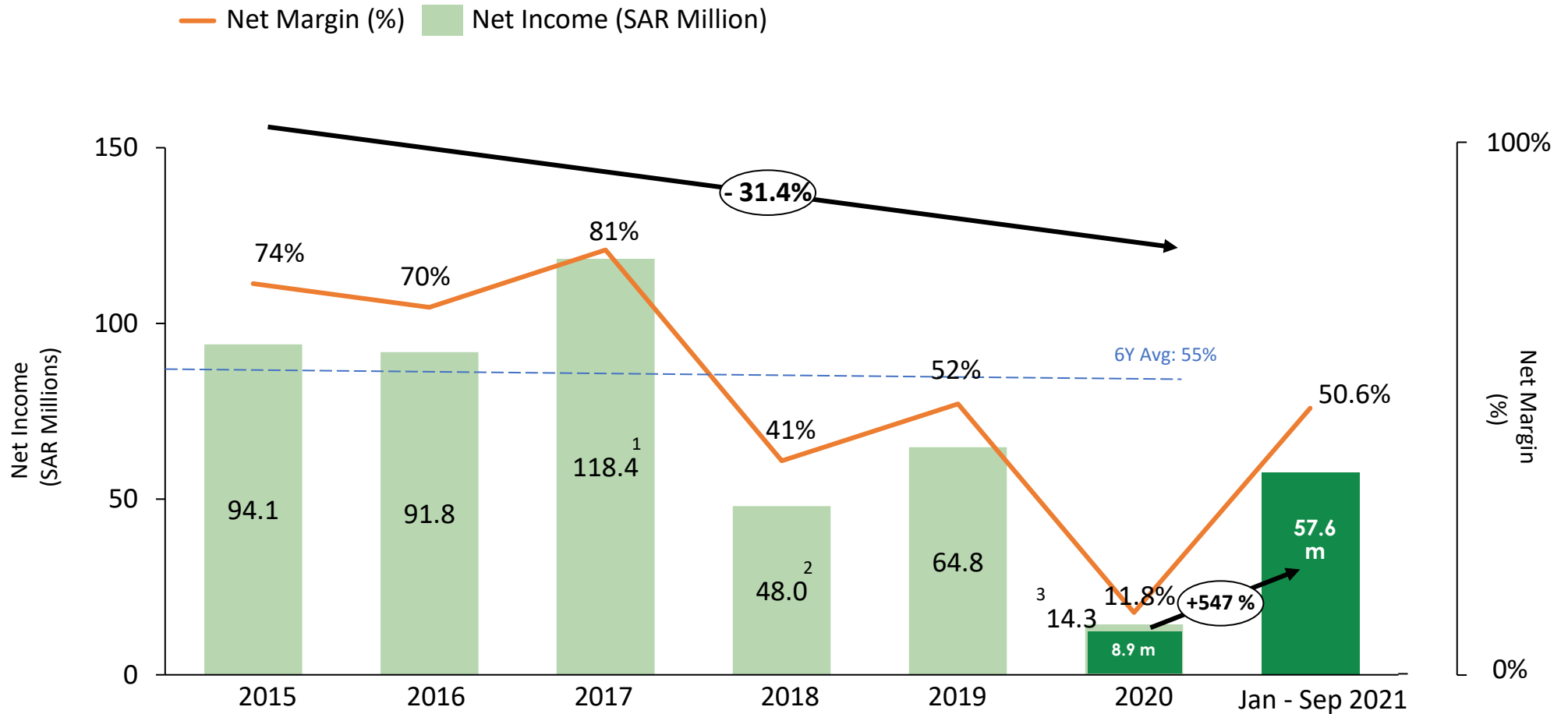
# Operating Income & Margin



# EBITDA & Margin



# Net Income (shareholders) & Margin

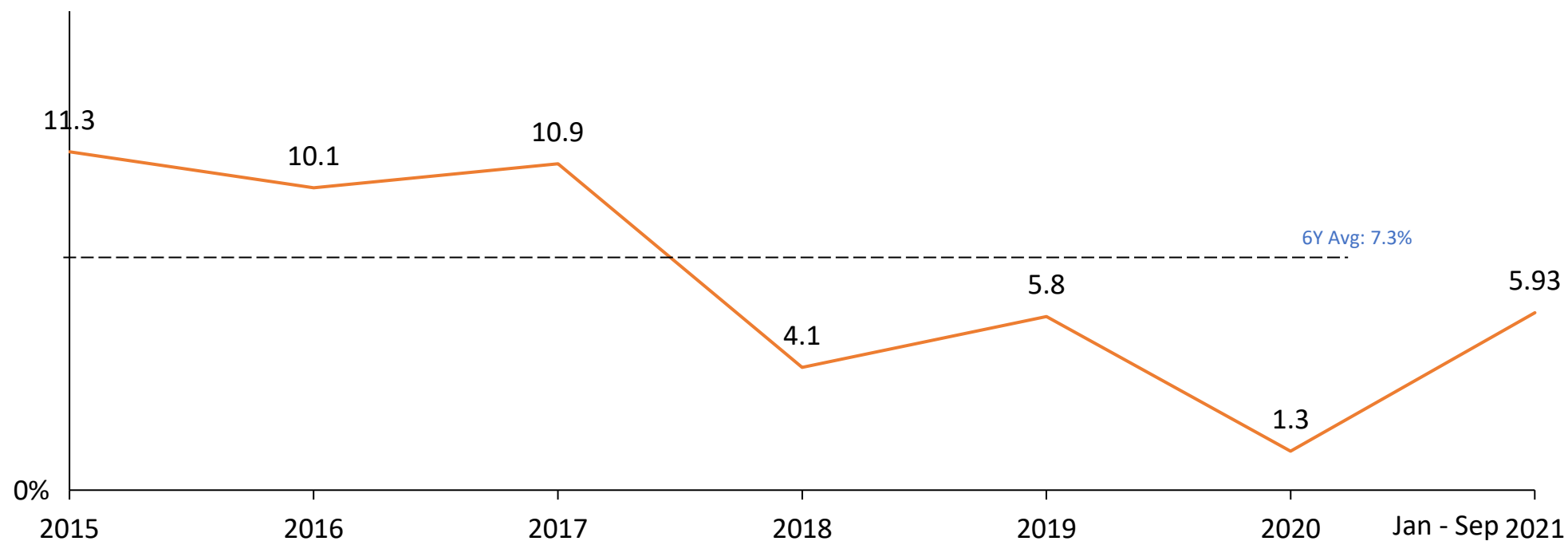


1 – Includes Extraordinary Capital Gain of SAR 22m

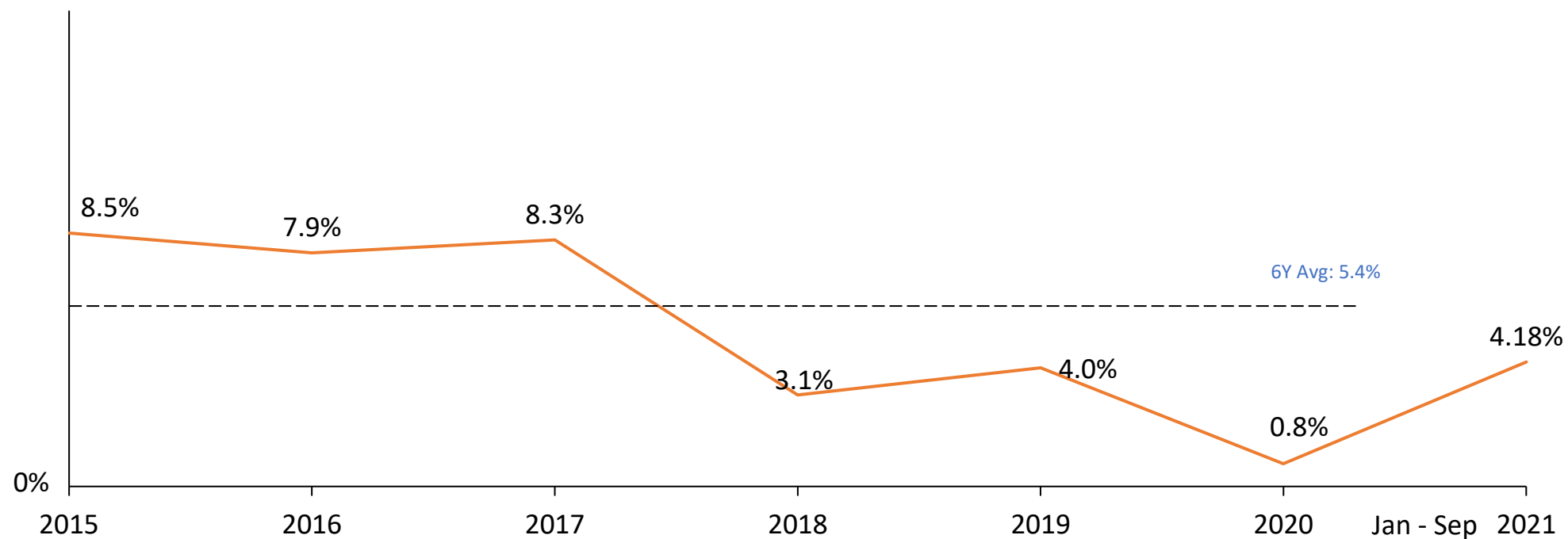
2 – Change in ownership of Alandalus Mall and Staybridge Suites from 100% to 68.73%

3 – Includes Impairment of SAR 32m

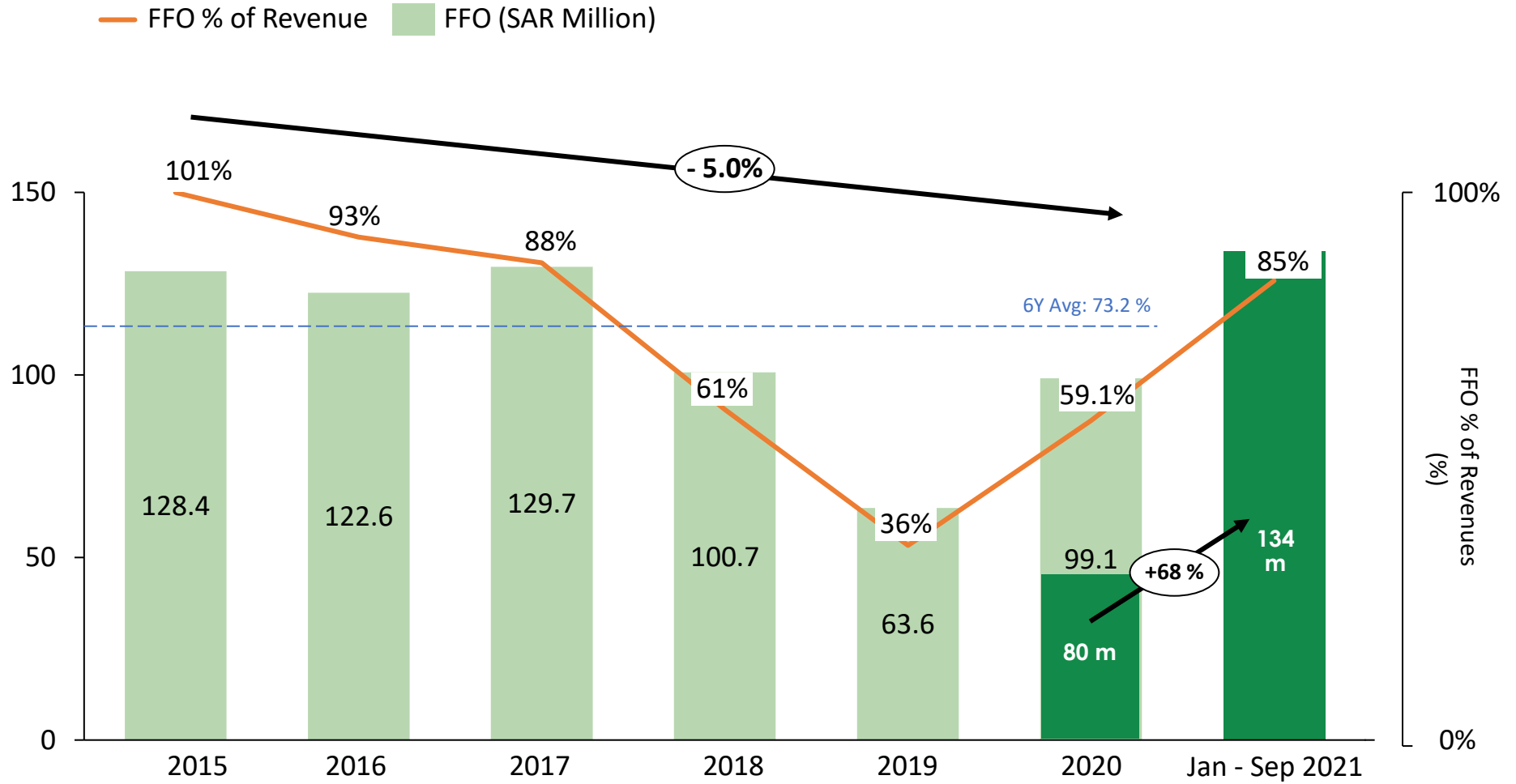
# Return on Equity (ROE)



# Return on Assets (ROA)

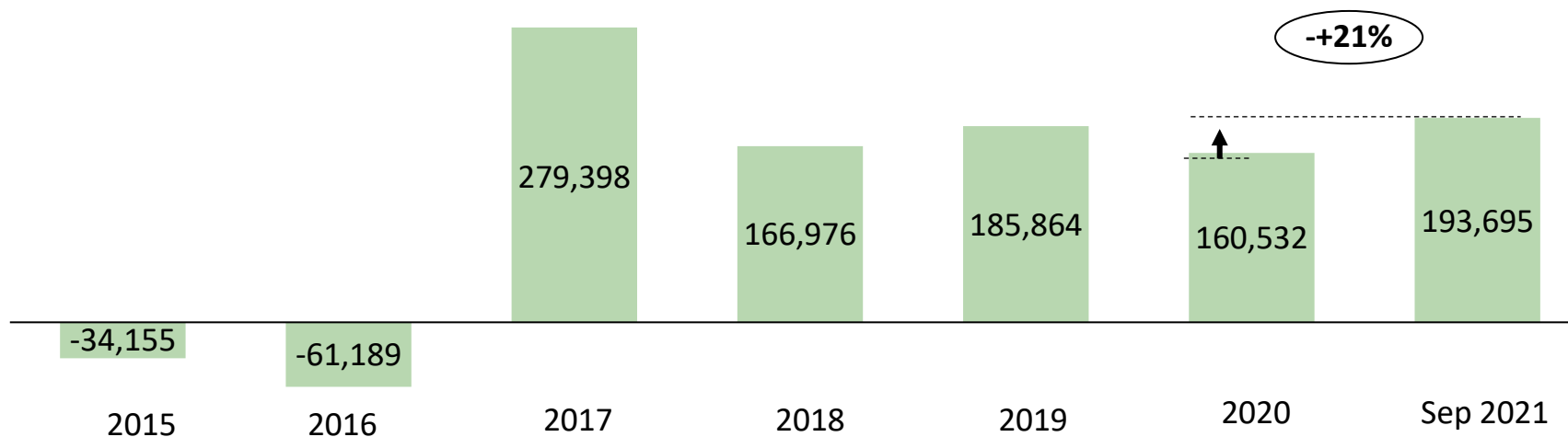


# Funds From Operations (FFO)

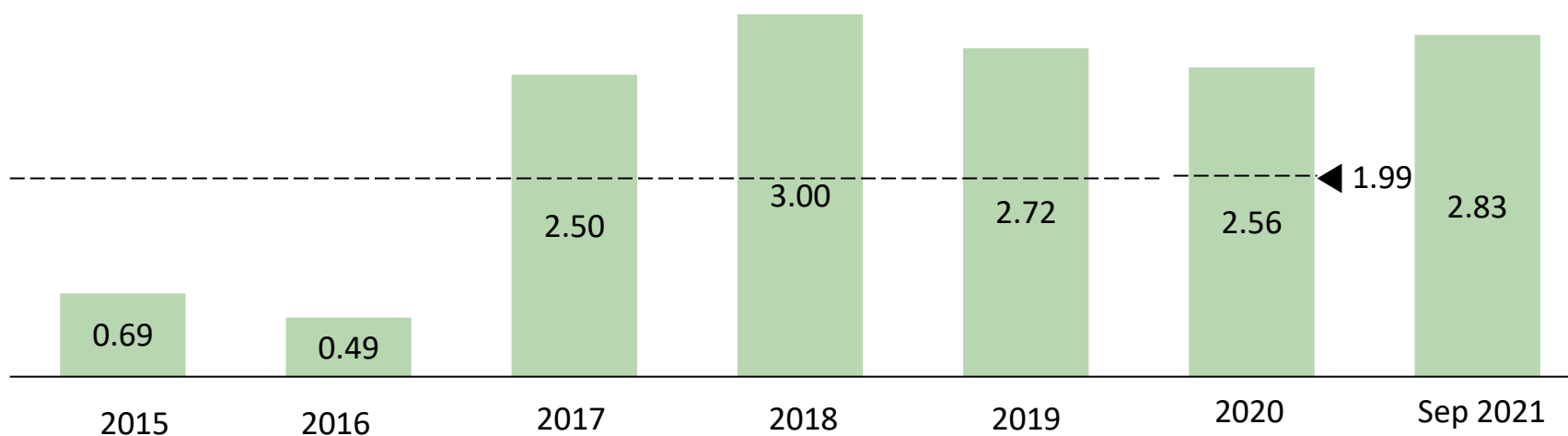


# Liquidity

## Net Working Capital

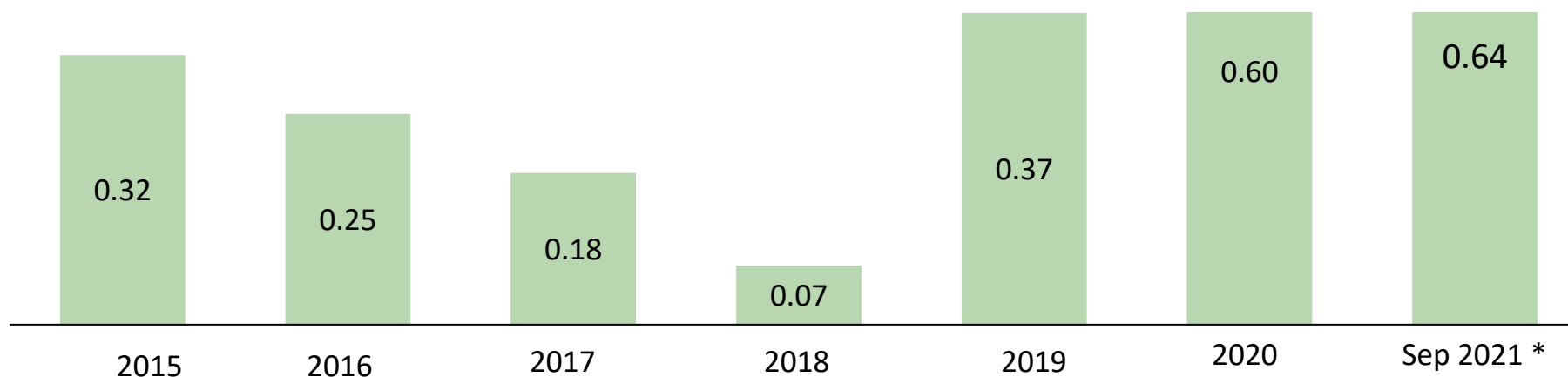


## Current Ratio

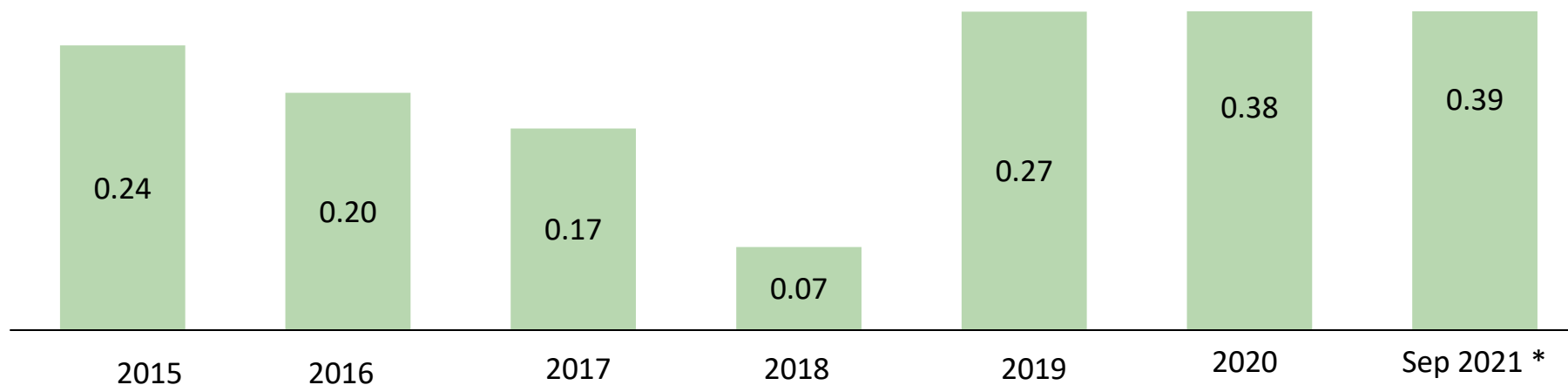


# Leverage

**Debt-Equity Ratio**



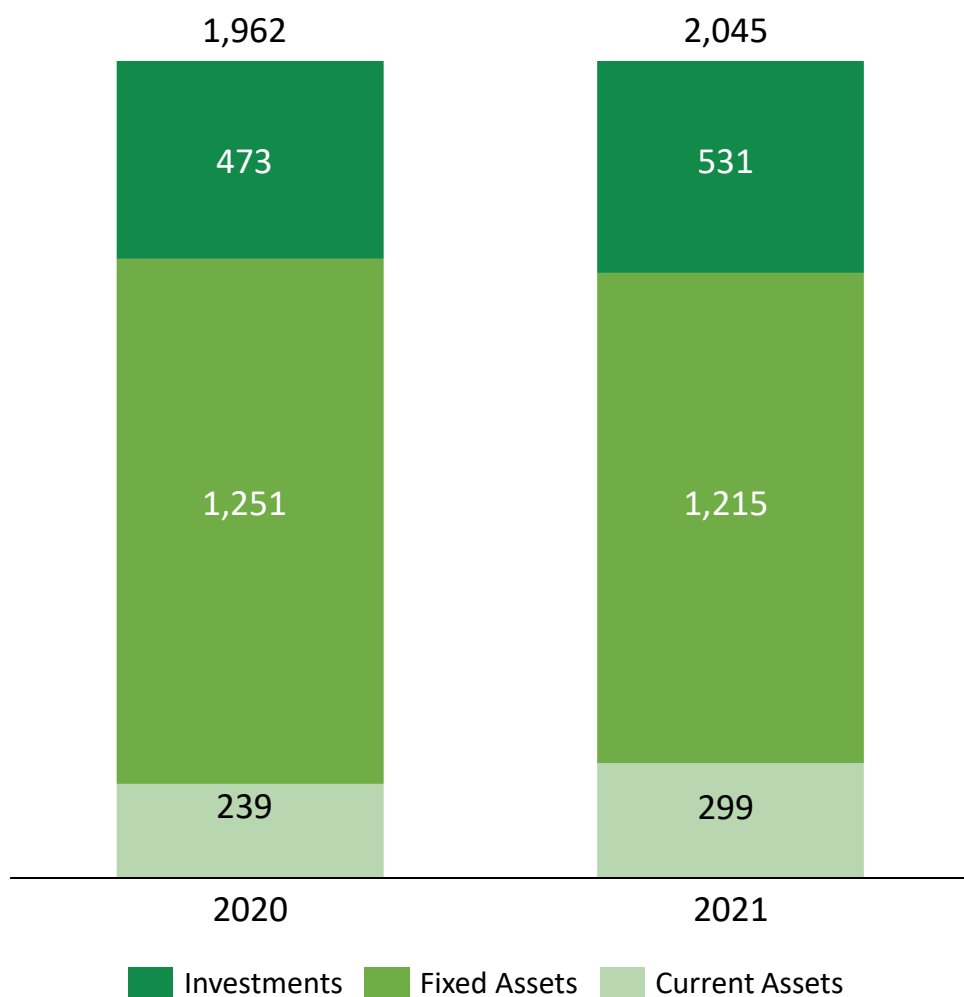
**Debt-Assets Ratio**



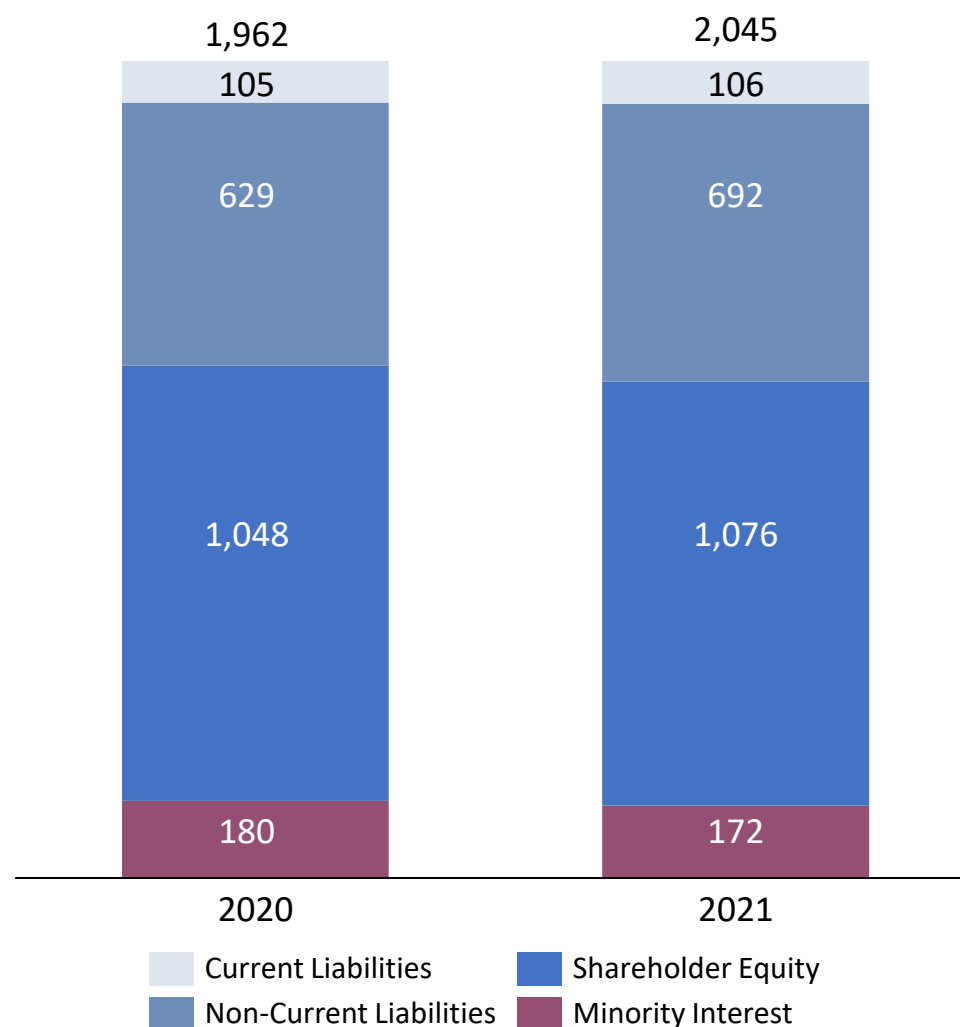
Note: \* Debt-Equity ratio and Debt-Asset ratio would be 53% and 33%, respectively, if the impact of IFRS 16 is excluded

# Consolidated Balance Sheet as at 30 SEP 2021

## Total Assets (SAR million)



## Total Liabilities & Equity (SAR million)





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