

# INVESTOR PRESENTATION

Q1- 2025



الاندلس العقارية  
Alandalus Property

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# Overview







**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. Founded by a group of businessmen in Riyadh in **2006**, with a paid-in capital of SAR **238.9** million. This capital was **raised three times** to reach **933,333,330 SAR**, with 93,333,333 capital shares.



## 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.

# Q1 2025 APC Performance Summary



**56M**

Revenue (SAR)

**60.2%**

Gross Profit Margin

**25.1%**

Operating Profit Margin

**42.2%**

EBITDA Margin



**>5.2m**

Total Mall Footfall

**94%**

Avg Occupancy Rate  
of Retail Portfolio

**100%**

Avg Occupancy Rate  
of Offices Portfolio

**86.3%**

Avg Occupancy Rate  
of Hospitality Portfolio



**>13**

Total Projects

**2.211B**

Total Assets (SAR)

**853M**

Total Debts  
Bank Facilities (SAR)

**MSCI Index**

APC Joined in  
August 2023



**26.80**

Highest during Q1 2025  
( SAR )\*

**22.76**

Lowest during Q1 2025  
( SAR )\*

**23.50**

Prev. Close 31 Mar 2025  
( SAR )\*

**2.25%**

Total Foreign  
ownership\*



# Commercial Sectors



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Alandalus Property

RETAIL



OFFICES



HOSPITALITY



HEALTHCARE



Super  
Regional  
Malls



Regional  
Malls



Strip  
Malls



Salama Tower

QBIC Building

برج ياسمين الأندلس  
Yasmin Alandalus Tower

Alandalus Mall  
Hotel

Operated by



Al-Fayha Hospital  
Operated by



Masat  
Property Co.



ملقا الأندلس  
MALQA ALANDALUS

# Strategic Objectives

Each business unit has a common set of strategic objectives that drive operations and functional focus

## Stakeholder Engagement



**Collaborate** with all stakeholders to **develop and provide** exceptional consumer engagement through all **services and offerings within, across, and outside** Alandalus Property developments

## Operational Performance



Drive footfall by enhancing the **consumer experience** through continuously incorporating **best practices and identifying new ideas**, while optimizing organizational efficiency, productivity and costs

## Project Acquisition



Identify and selectively invest in **developing new or existing projects and services** that position the Company's properties as the **preferred destination** for consumers

## Strategic Investments & Partnerships



Explore strategic **investments and partnerships at regional and global levels** in order to expand the portfolio across **offerings, services and developments** that cater to consumer needs

# Our Six Pillar Strategy to Enhance Value & Generate Growth

## Pillars

## Principles

## Enablers



### Retail Offerings

- Partner with key retail houses
- Incentivize interactive engagement
- Curated for primary & secondary targets



### Food & Beverage

- Distinctive with mix of Dine-in, Food courts, Café's and Snacking options
- Focus on visualization, personalization, education and interaction



### Entertainment

- Unique, differentiated multipurpose
- Strive for geographic exclusivity for select offerings
- Curate safe, friendly, social, playful and active spaces



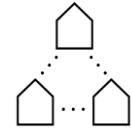
### Services

- Leverage service-oriented tenants as means of engagement
- Continuous identification of new services
- Prioritize services that engage target demographic



### Interactive Engagement

- Physical and digital platform
- Identify and improve consumer journeys
- Create fun, exciting and rewarding experience for consumers



### Neighboring Developments

- Locate new developments in traffic-generating areas
- Reflect attributes of surrounding attractions in developments
- Global and local partnerships

Engagement driven through the right mix and selection of tenants

Activation Across Journey

Ecosystem Multiplier Effect

Leasing & Contracting

Technology & Digital Business

Development

Training & Capability development

Project Management Office

Architecture & Design

Marketing & Events

Retail Relations



# Commercial Principles







Alandalus  
Property  
Q1 2025

# Operational Performance



# The Company Portfolio

	TYPE	# NO	GLA	TOTAL FOOTFALL	UNITS	AVG OCCUPANCY
 Retail	Super Regional Malls	3	246k	5.2M	1,152	91%
	Regional Malls	1	45k	1.1M	245	94%
	Strip Malls	3	28k	-	151	99%
 Hospitality	Hotels	1	-	-	164 Key	76%
	Offices Building	2	21.57k	-	-	100%
 Offices	Offices Tower	2	41.25k	-	-	100%
	Hospitals	1	250 Clinic	-	330 Beds	-
 Healthcare						



# Retail - Super Regional Malls



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## Profile

Location:	Jeddah
Stores :	356
Total Area:	148,481 sqm
GLA -A:	86,092 sqm
GLA -B:	14,114 sqm
Ownership:	Al Ahli REIT Fund 1 (68.73% APC)
Operated by:	Alandalus Property Co.
Occupancy Rate:	91%
Avg. Rent:	SAR 1,555

## Alandalus Mall



# Retail - Super Regional Malls



## Profile

<b>Location:</b>	Riyadh
<b>Stores :</b>	355
<b>Total Area:</b>	226,108 sqm
<b>GLA :</b>	89,700 sqm
<b>Ownership:</b>	Hayat Property Co .(25% APC)
<b>Operated by:</b>	Alandalus Property Co.
<b>Occupancy Rate:</b>	95%
<b>Avg. Rent:</b>	SAR 1,541

## Hayat Mall



# Retail - Super Regional Malls



## Profile

<b>Location:</b>	Jeddah
<b>Stores :</b>	446
<b>Total Area:</b>	208,000 sqm
<b>GLA :</b>	85,290 sqm
<b>Ownership:</b>	Al-Jawhara Al-Kubra Co. <b>(25% APC)</b>
<b>Operated by:</b>	Hamat Holding Co.
<b>Occupancy Rate:</b>	81%
<b>Avg. Rent:</b>	SAR 1,000

## The Village Mall





# Retail - Regional Malls



## Profile

Location:	Dammam
Stores :	245
Total Area:	59,000 sqm
GLA :	47,703 sqm
Ownership:	Al-Aswaq Al-Mutatura Co.(50% APC)
Operated by:	Hamat Holding Co.
Occupancy Rate:	94%
Avg. Rent:	SAR 900

## Dareen Mall



# Retail - Strip Malls



## Profile

<b>Location:</b>	Riyadh
<b>Stores :</b>	20
<b>Offices :</b>	8
<b>Total Area:</b>	12,395 sqm
<b>GLA :</b>	7,213 sqm
<b>Ownership:</b>	Rented Land since 2013
<b>Operated by:</b>	Alandalus Property Co.
<b>Occupancy Rate:</b>	99%
<b>Avg. Rent:</b>	SAR 870

## Al-Sahafa Center



# Retail - Strip Malls



## Profile

<b>Location:</b>	Riyadh
<b>Stores :</b>	20
<b>Total Area:</b>	9,021 sqm
<b>GLA -B:</b>	5,064 sqm
<b>Ownership:</b>	Rented Land since 2013
<b>Operated by:</b>	Alandalus Property Co.
<b>Occupancy Rate:</b>	90%
<b>Avg. Rent:</b>	SAR 1,054

## Tilal Center



# Retail - Strip Malls



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## Profile

<b>Location:</b>	Riyadh
<b>Stores :</b>	26
<b>Total Area:</b>	10,822 sqm
<b>GLA :</b>	5,457 sqm
<b>Ownership:</b>	Rented Land since 2013
<b>Operated by:</b>	Alandalus Property Co.
<b>Occupancy Rate:</b>	100%
<b>Avg. Rent:</b>	SAR 1,007

## Al-Yarmouk Center





# Offices

## Profile

**Location:** Riyadh

**Net Leasable Area:** 500 Sqm

**Ownership:** Alandalus Property Co.

**Annual Rental Value:** 500,000 SAR

**Rental Period:** Till 31 Dec 2025

## Alandalus Property Co. Building



# Offices



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## Profile

**Location:** Riyadh

**Net Leasable Area:** 9,838 Sqm

**Ownership:** Alandalus Property Co.

**Annual Rental Value:** SAR 19.9 Million

**Rental Period:** 5 Years Starting from July 2024

## Yasmeen Alandalus Tower



# Offices



## Profile

<b>Location:</b>	Riyadh
<b>Net Leasable Area:</b>	21,253 Sqm
<b>Ownership:</b>	Al Ahli REIT Fund 1 ( <b>68% APC</b> )
<b>Annual Rental Value:</b>	SAR 21.6 Million
<b>Rental Period:</b>	3 Years since June 2023

## Qbic Plaza





# Offices



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## Profile

<b>Location:</b>	Jeddah
<b>Net Leasable Area:</b>	31,420 Sqm
<b>Ownership:</b>	Al Ahli REIT Fund 1 ( <b>68% APC</b> )
<b>Operated by:</b>	Alandalus Property Co.
<b>Occupancy Rate:</b>	98%
<b>Annual Rental Value:</b>	SAR 22 Million

## Salama Tower





# Hospitality



## Profile

<b>Location:</b>	Jeddah
<b>Net leasable Area::</b>	28,255 Sqm
<b>Number of Room:</b>	164 Hotel Suite
<b>Ownership:</b>	Al Ahli REIT Fund 1 ( <b>68% APC</b> )
<b>Operated by:</b>	Hilton Worldwide
<b>Occupancy Rate:</b>	86.3%
<b>Avg. Rent:</b>	SAR 363.7 <b>Based on 109 room</b>

## Alandalus Mall Hotel



# Healthcare



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## Profile

<b>Location:</b>	Jeddah
<b>Number of Beds:</b>	330
<b>Number of Clinics</b>	250
<b>Built up Area</b>	223,006 sqm
<b>Ownership:</b>	West Jeddah Hospital Co. (50% APC)
<b>Operated by:</b>	Dr. Suliman Alhabib Medical Service Group
<b>Opening:</b>	March 2024

## Dr. Suliman Alhabib medical Hospital | Al-Fayaha Hospital



# Ongoing Investments

## Al-Sawari District Land Project

- Location:** Jeddah
- Type:** BOD still studying the best investment for the land
- Area:** 130,477 sqm
- Ownership:** Sorouh Al-Marakez Co. **(25% APC)**



## Masat Property Co. Project

- Location:** Makkah
- Type:** A unique commercial center component from two-floor with a building area of 109,360 m2 approximately and a leasable area of 50,650 m2 approximately. The project includes (350) rental units, including major showrooms, retail outlets, a hypermarket, an entertainment area, and an indoor and outdoor café and restaurant area. It consists of two floors and a multi-level parking building with approximately 1,800 parking.
- Area:** 127,434.10 Sqm
- Ownership:** Masat property company **(25% APC)**
- Project Cost:** 831 million Saudi riyals including the value of land
- Expected completion date of the project:** During The First quarter of 2027



# Ongoing Investments

## Mawared Al-Tamayoz Real Estate Company ( Malqa Alandalus )

<b>Location:</b>	Riyadh - Al Malqa District
<b>Type:</b>	An office building consisting of four floors with an estimated built-up area of 30,004 square meters and an estimated leasable area of 9,722 square meters.
<b>Area:</b>	5,700 sqm
<b>Ownership:</b>	Mawared Al-Tamayoz Real Estate Company <b>(100% owned by Alandalus Property Co.)</b>
<b>Project Cost:</b>	Approximately 140 million Saudi riyals, excluding the rental value of the land.
<b>Expected completion date of the project:</b>	During the First quarter of 2027

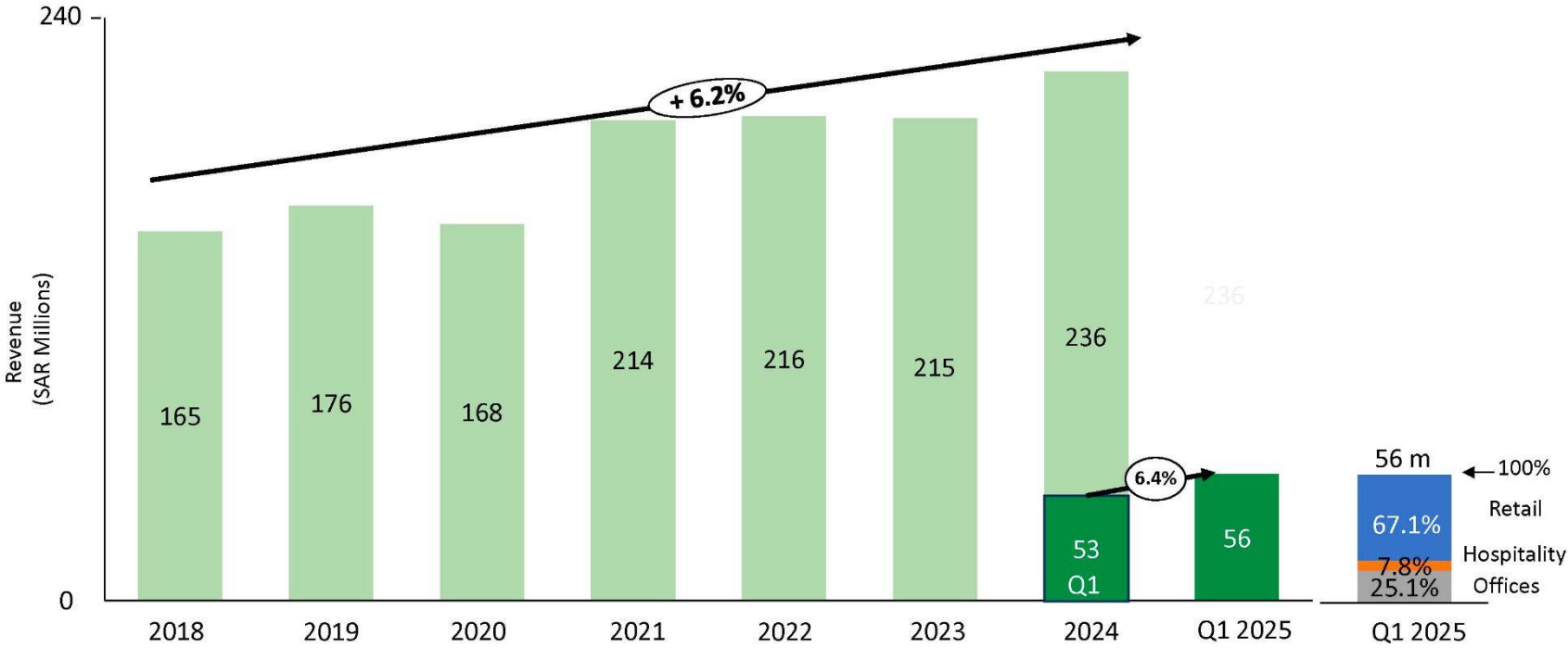




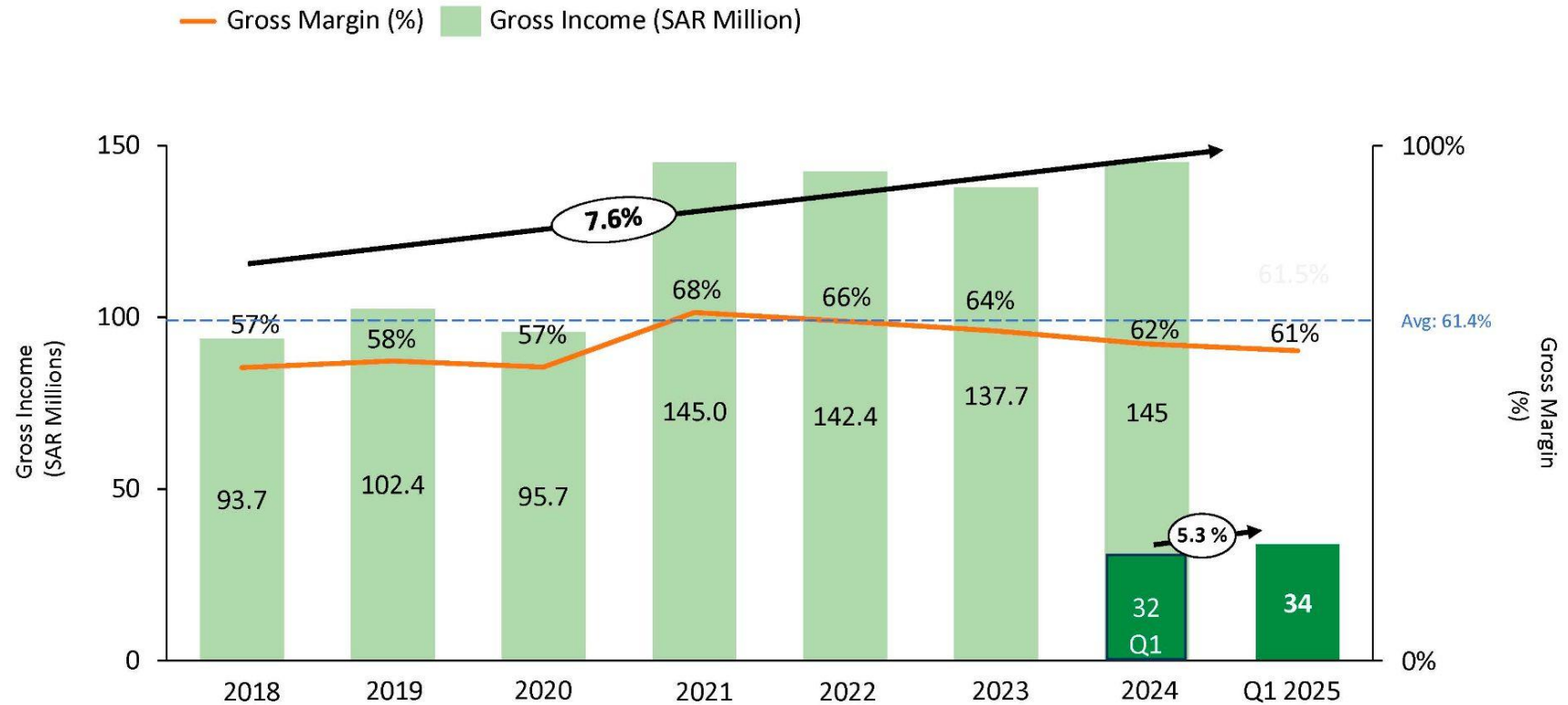
# Financial Performance



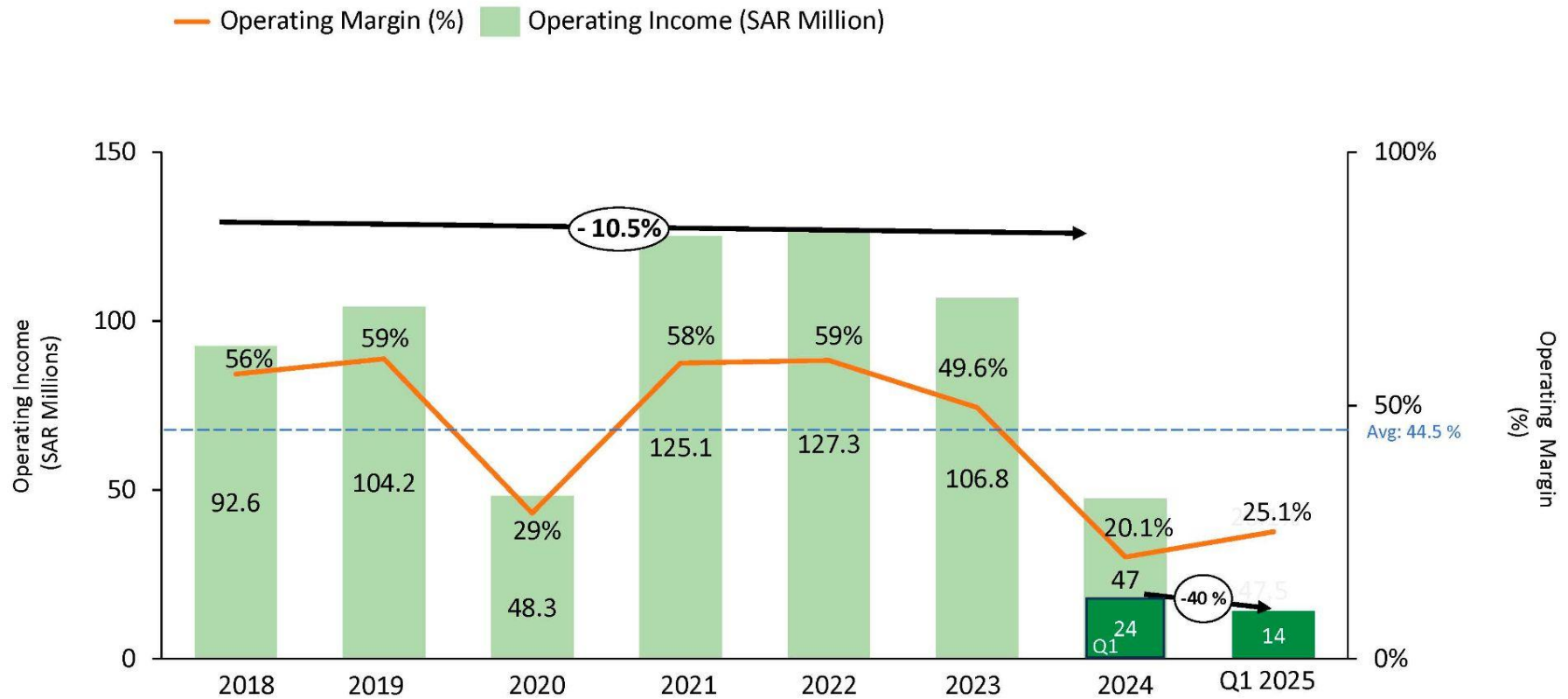
# Revenue



# Gross Income & Margin

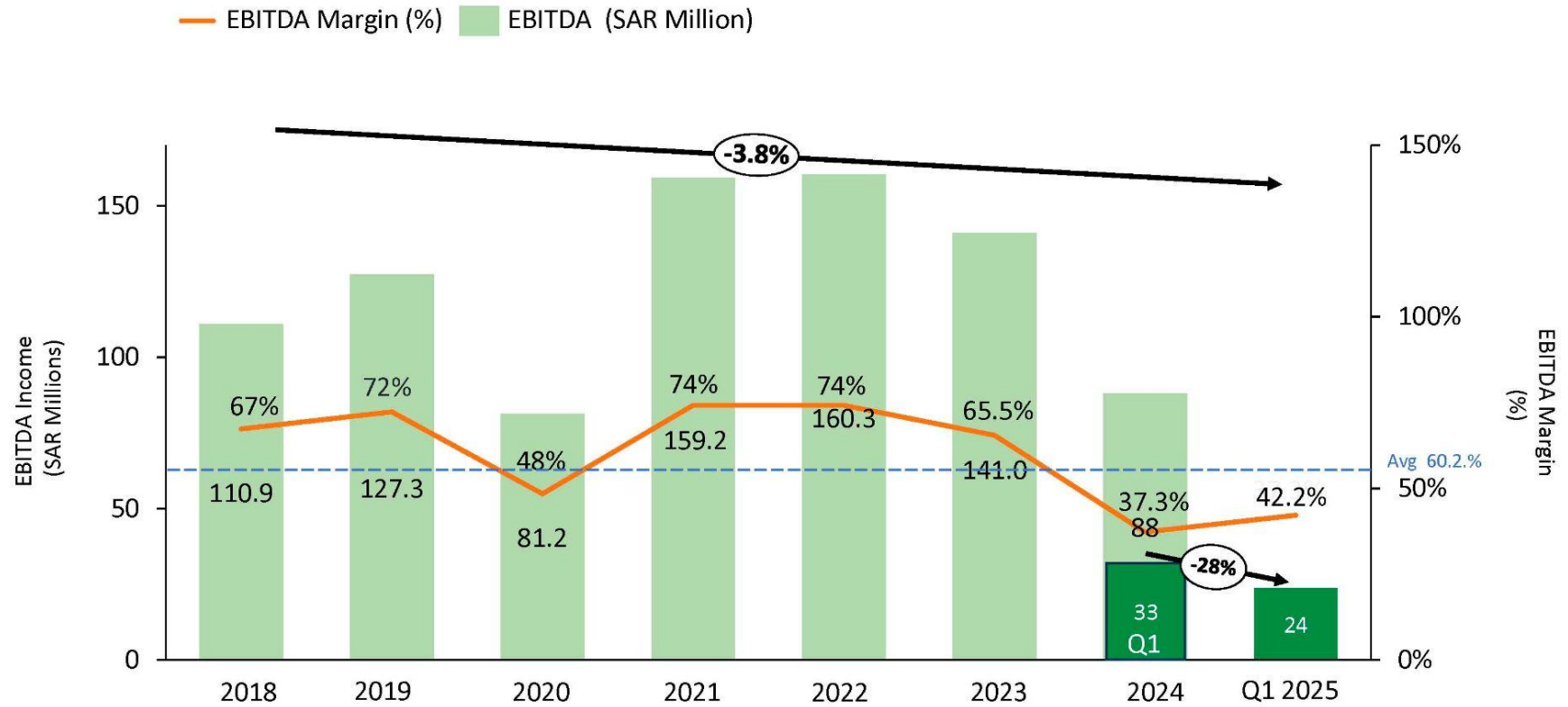


# Operating Income & Margin

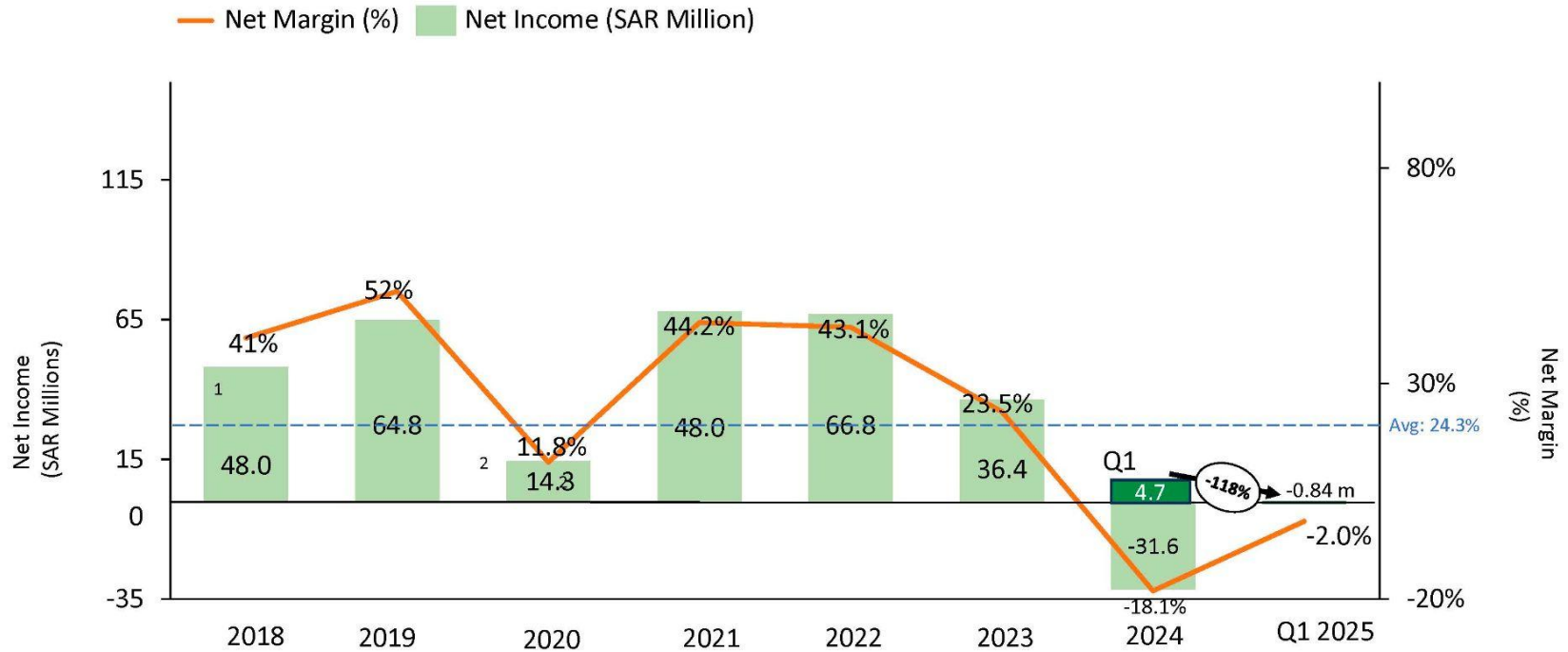




# EBITDA & Margin

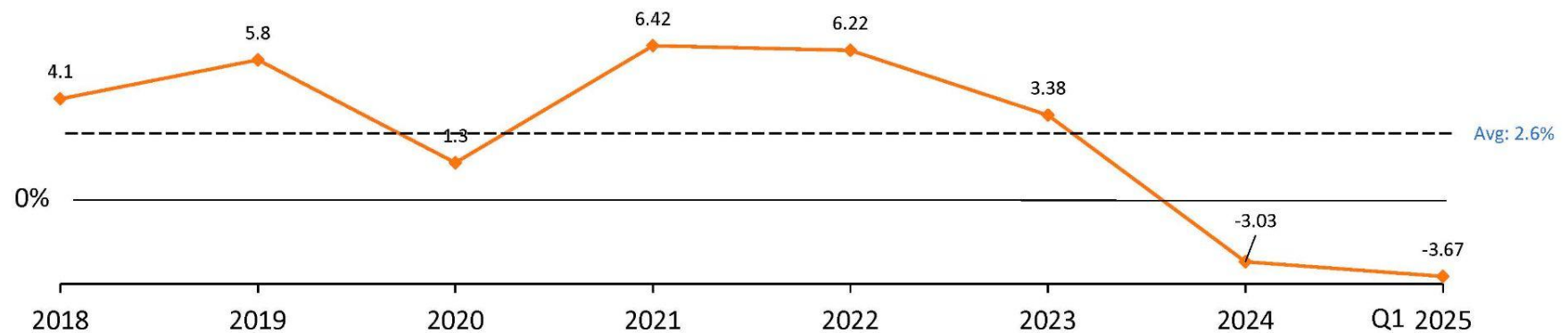


# Net Income (shareholders) & Margin

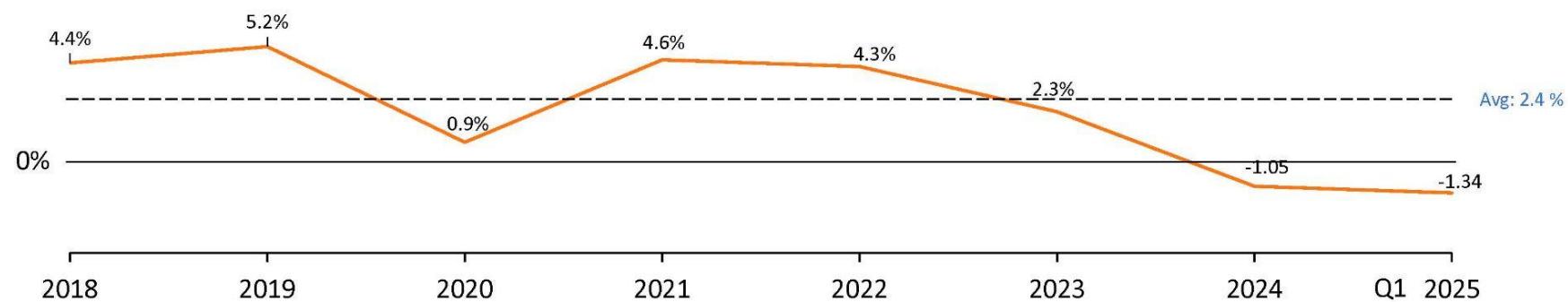


1 – Change in ownership of Alandalus Mall and Staybridge Suites from 100% to 68.73%  
2 – Includes Impairment of SAR 32m

# Return on Equity (ROE)

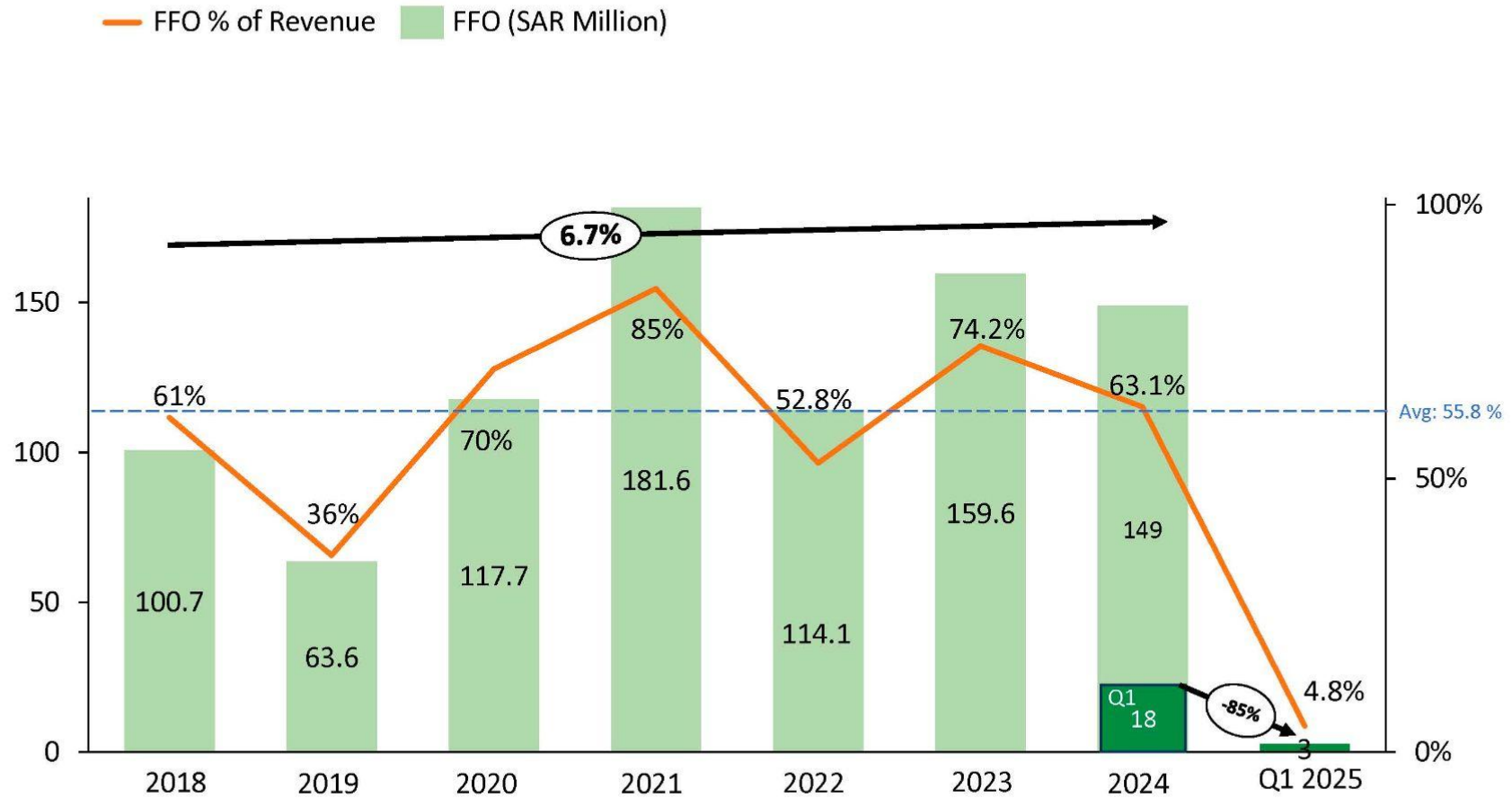


# Return on Assets (ROA)



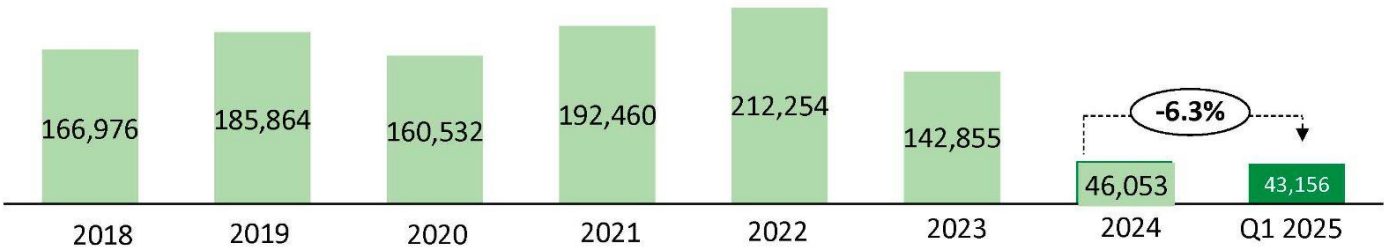


# Funds from Operations (FFO)

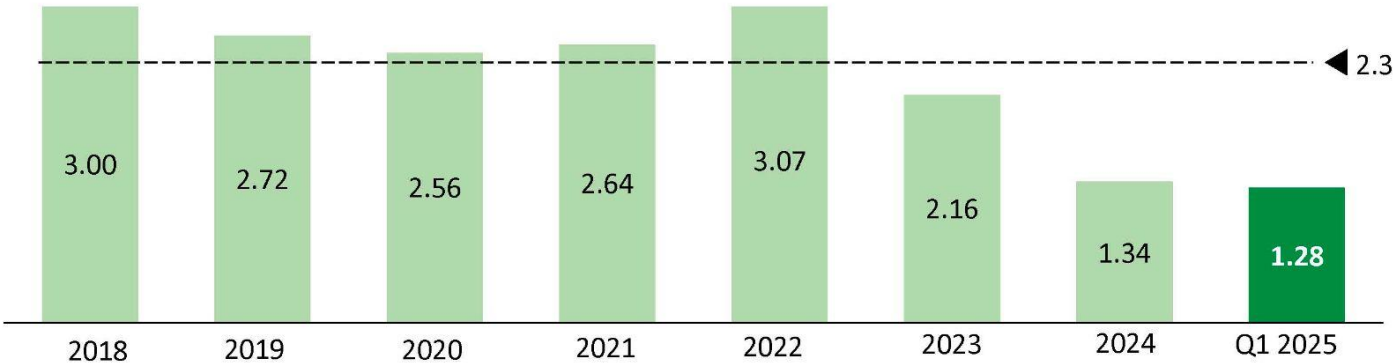


# Liquidity

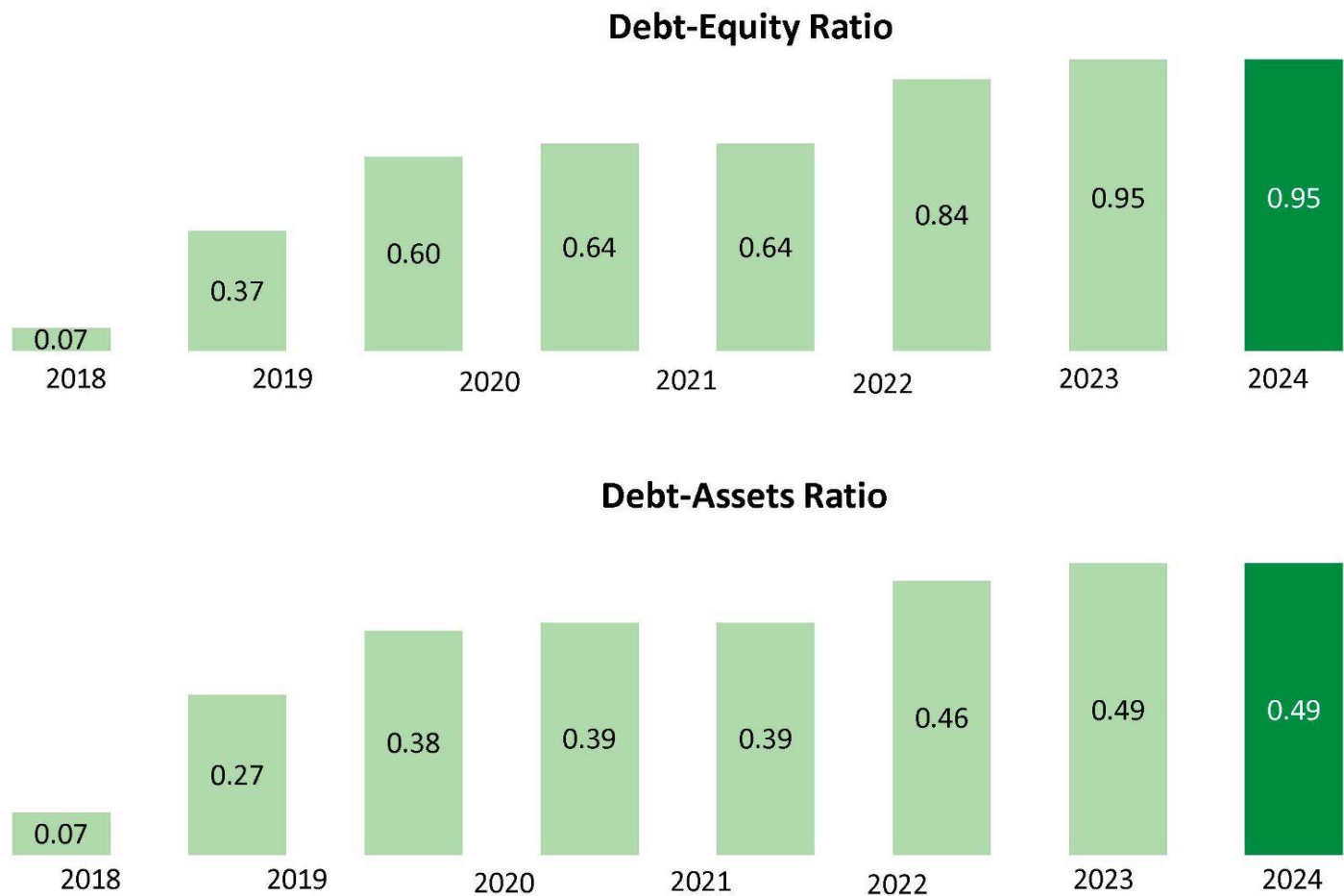
Net Working Capital



Current Ratio



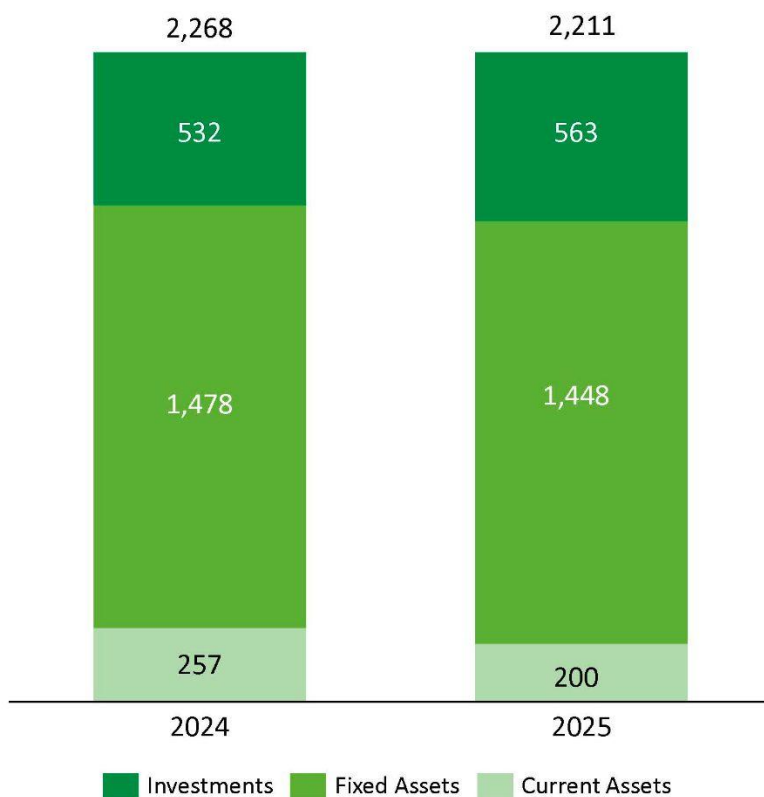
# Leverage



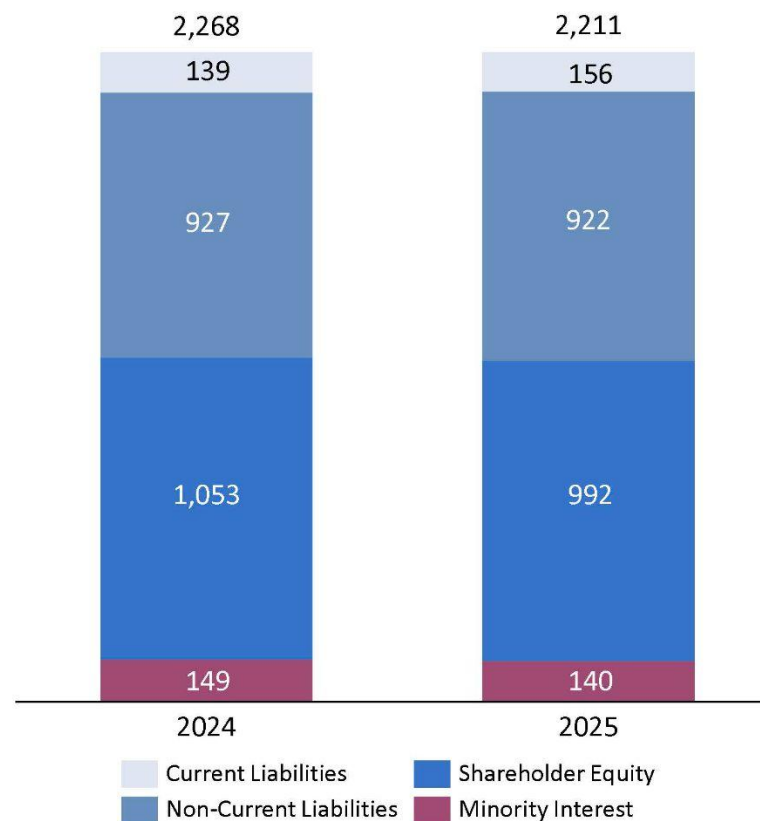
Note: \* Debt-Equity ratio and Debt-Asset ratio would be 88% and 45%, respectively, if the impact of IFRS 16 is excluded

# Consolidated Balance Sheet as of 31 March 2025

**Total Assets (SAR million)**



**Total Liabilities & Equity (SAR million)**







# Contact Us



Silver Category Award In  
Corporate social responsibility



Middle East Investor Relations Association  
Member since 2018



Most Innovative In-House  
Investor Relations Team | Real Estate



Saudi Capital Market Awards  
Sustainability Program of the -  
Year 2024 | Small-Cap

For more details on Alandalus Property Co., please visit our website:  
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