

Investor Presentation

Q3- 2024



الأندلس 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



Q3 2024 APC Performance Summary



170M

Revenue (SAR)

61%

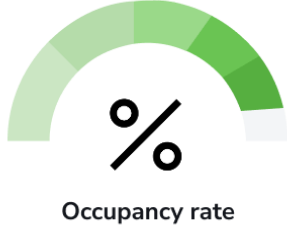
Gross Profit Margin

25%

Operating Profit Margin

42%

EBITDA Margin



>6.7m

Total Mall Footfall

93%

Avg Occupancy Rate of
Retail Portfolio

100%

Avg Occupancy Rate of
Offices Portfolio

72%

Avg Occupancy Rate of
Hospitality Portfolio



>13

Total Projects

2.282B

Total Assets (SAR)

956.8M

Total Debits
Bank Facilities (SAR)

MSCIIndex

APC Joined in
August 2023



30.95

Highest during last 52
week (SAR) *

18.82

Lowest during last 52
week (SAR) *

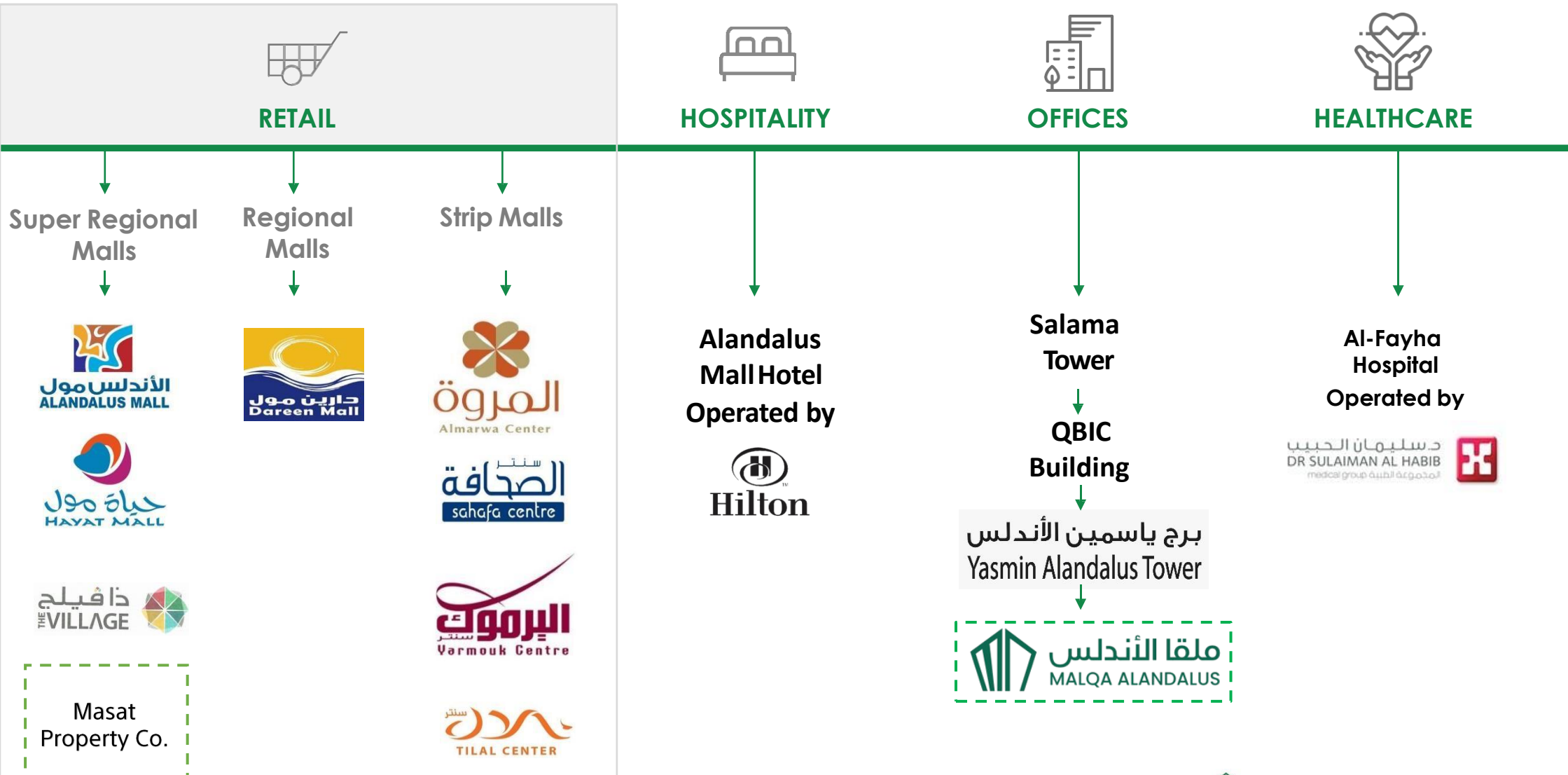
24.38

Prev. Close 30 Sep 2024
(SAR) *

2.23%

Total Foreign ownership*

Commercial Sectors



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



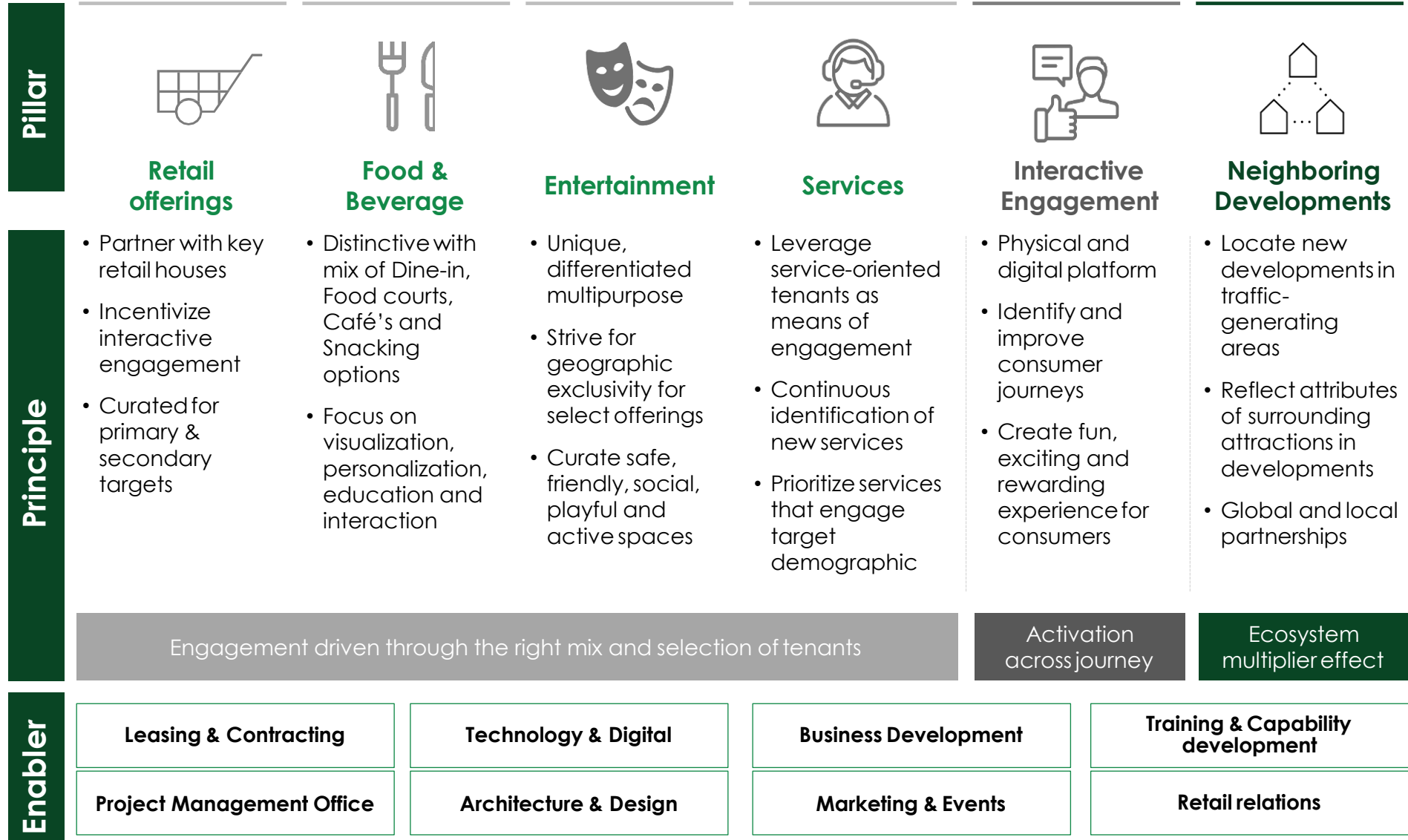
Identify and selectively invest in **developing new or existing projects and services** that position the Company's properties as the **preferred destination** for consumers

Strategic Investments & Partnerships

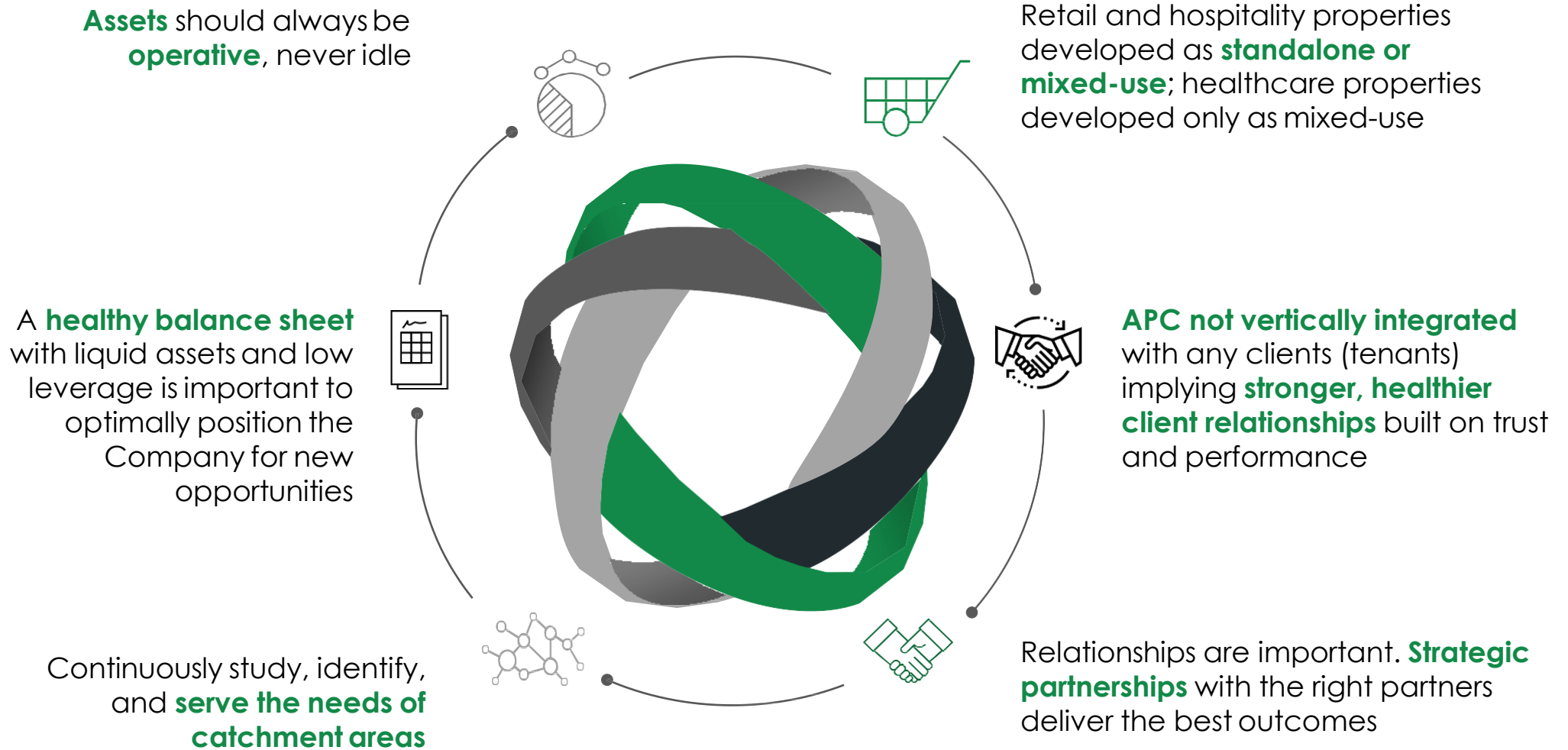


Explore strategic **investments and partnerships at regional and global levels** in order to expand the portfolio across **offerings, services and developments** that cater to consumer needs

Our Six Pillar Strategy to Enhance Value & Generate Growth

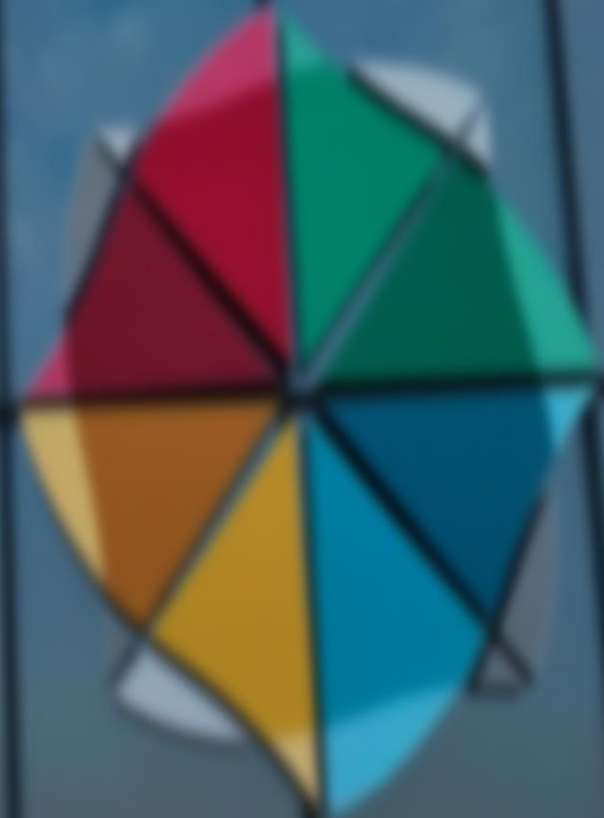


Commercial Principles




Operational Performance

ذافيلج
THE VILLAGE





The Company Portfolio

	TYPE	# NO	GLA	TOTAL FOOTFALL	Units	Avg Occupancy
 Retail	Super Regional Malls	3	263k	6.7M	1,152	88%
	Regional Malls	1	44k	1.7M	245	93%
	Strip Malls	4	28k	-	151	96%
 Hospitality	Hotels	1	-	-	164 Key	76%
	Towers	2	41.2k	-	-	100%
 Offices	Plaza	1	21.2k	-	-	100%
	Hospitals	1	245 Clinic	-	350 Beds	-



Healthcare

Retail - Super Regional Malls

Profile

Location:	Jeddah
Stores :	358
Total Area:	148,481 sqm
GLA -A:	88,863 sqm
GLA -B:	14,000 sqm
Ownership:	Al Ahli REIT Fund1 (68.73% APC)
Operated by:	Alandalus Property Co.
Occupancy Rate:	95%
Avg. Rent:	SAR 1,515

Alandalus Mall



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Retail - Super Regional Malls

Profile

Location:	Riyadh
Stores :	355
Total Area:	226,108 sqm
GLA	89,700 sqm
Ownership:	Hayat Property Co. (25 % APC)
Operated by:	Alandalus Property Co.
Occupancy Rate:	93%
Avg. Rent:	SAR 1,504

Hayat Mall



Retail - Super Regional Malls

Profile

Location:	Jeddah
Stores :	446
Total Area:	208,000 sqm
GLA:	85,290 sqm
Ownership:	Al-Jawhara Al-Kubra Co. (25 % APC)
Operated by:	Hamat Holding Co.
Occupancy Rate:	77%
Avg. Rent:	SAR 873

The Village Mall



Retail - Regional Malls

Profile

Location:	Dammam
Stores :	199
Total Area:	59,000 sqm
GLA:	47,666 sqm
Ownership:	Alaswq AlMutatura Co. (50 % APC)
Operated by:	Hamat Holding Co.
Occupancy Rate:	93%
Avg. Rent:	SAR 580

Dareen Mall



Retail - Strip Malls

Profile

Location:	Riyadh
Stores :	20
Offices :	8
Total Area:	12,395 sqm
GLA:	7,213 sqm
Ownership:	Rented Land since 2013
Operated by:	Alandalus Property Co.
Occupancy Rate:	100%
Avg. Rent:	SAR 873

Al-Sahafa Center



Retail - Strip Malls

Profile

Location:	Riyadh
Stores :	20
Total Area:	9,021 sqm
GLA:	5,064 sqm
Ownership:	Rented Land since 2013
Operated by:	Alandalus Property Co.
Occupancy Rate:	100%
Avg. Rent:	SAR 1,078

Tilal Center



Retail - Strip Malls

Profile

Location: Riyadh
Stores : 26
Total Area: 10,822 sqm
GLA: 5,457 sqm
Ownership: Rented Land since 2013

Operated by: Alandalus Property Co.

Occupancy Rate: 94%

Avg. Rent: SAR 1,050

Al-Yarmouk Center



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Retail - Strip Malls

Profile

Location:	Jeddah
Stores :	46
Offices :	31
Total Area:	17,030 sqm
GLA:	9,780 sqm
Ownership:	Manafee Alandalus Co. (70 % APC)
Operated by:	Alandalus Property Co.
Occupancy Rate:	94%
Avg. Rent:	SAR 1,084

Al- Marwa Center



Hospitality

Profile

Location:	Jeddah
Area:	28,255 sqm
Number of Room:	164 hotel Suite
Ownership:	Al Ahli REIT Fund I (68.73% APC)
Operated by:	Alandalus Property.
Occupancy Rate:	76.23%
RevPAR:	SAR 292.44

Alandalus Mall Hotel



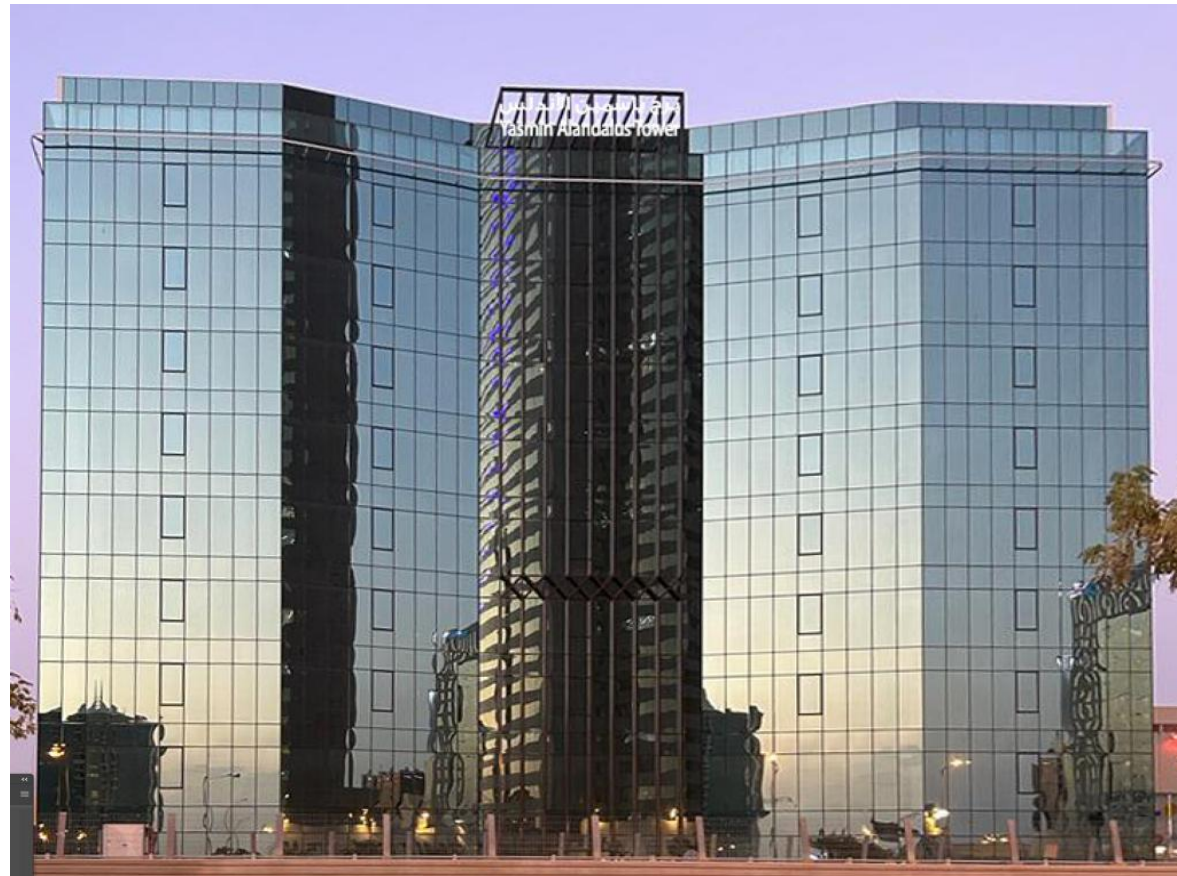
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Offices

Profile

Location:	Riyadh
Net Leasable Area:	9,838 sqm
Ownership:	APC 100%
Annual Rental Value:	SAR 19.9 Million without including VAT
Rental Period:	5 years Starting from July 2024

Yasmeen Alandalus Tower



Offices

Profile

Location:	Riyadh
Net Leasable Area:	21,253 sqm
Ownership:	Al Ahli REIT Fund I (68.73% APC)
Annual Rental Value:	SAR 21.6 Million without including VAT
Rental Period:	3 years since JUN 2023

Qbic Plaza



Offices

Profile

Location:	Jeddah
Net Leasable Area:	31,420 sqm
Ownership:	Al Ahli REIT Fund I (68.73% APC)
Annual Rental Value:	SAR 23 million without including VAT
Rental Period:	5 years since AUG 2019

Salama Tower



HEALTHCARE

Profile

Location: Jeddah

Number of beds : 350

Number of clinics : 245

Ownership: West Jeddah Hospital
Company (50 % APC)

Operated by: Dr. Suliman Alhabib
Medical service
Group

Opening: March 2024

Dr. Suliman Alhabib medical Hospital | Al-Fayaha Hospital

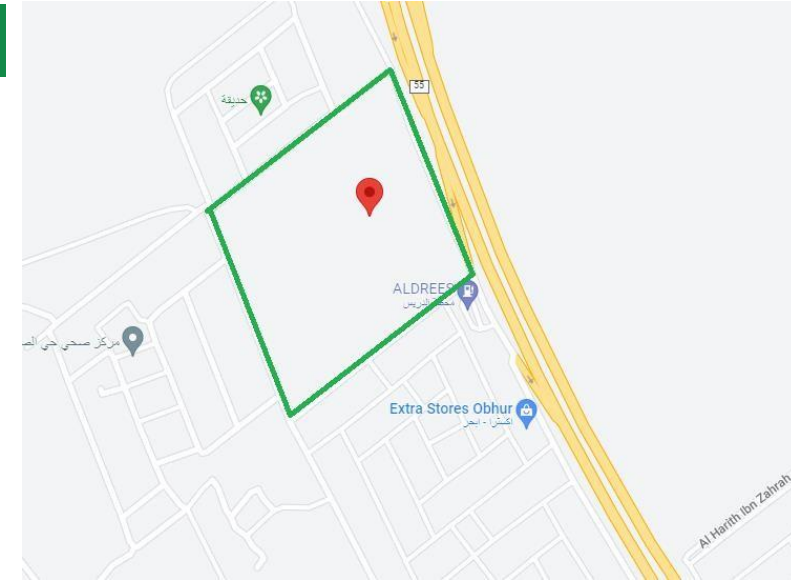


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Ongoing Investments

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 (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)

Location:

- Riyadh - Al Malqa District

Type:

- 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.

Area:

- 5,700 sqm

Ownership:

- Mawared Al-Tamayoz Real Estate Company (100% owned by Alandalus Property Co.)

Project Cost:

- Approximately 140 million Saudi riyals, excluding the rental value of the land

Expected completion

date of the project:

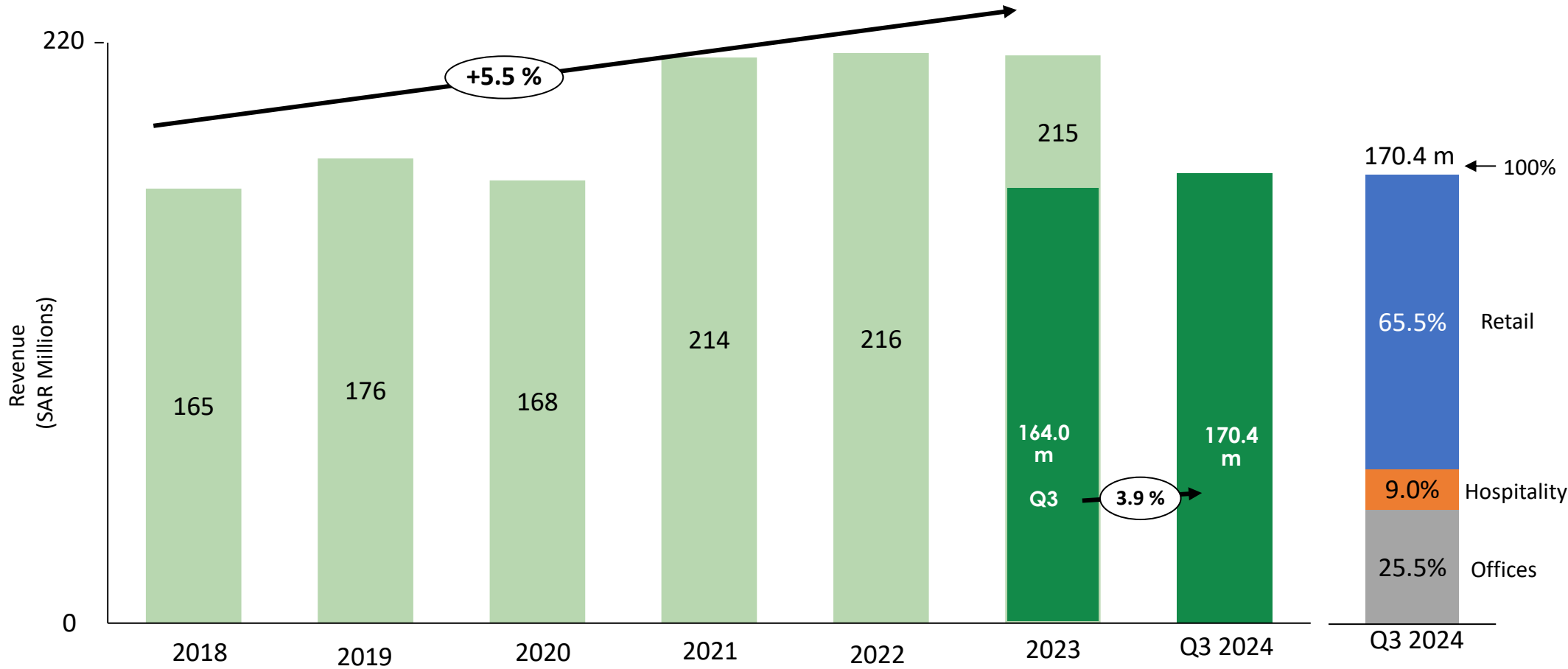
- During the First quarter of 2027



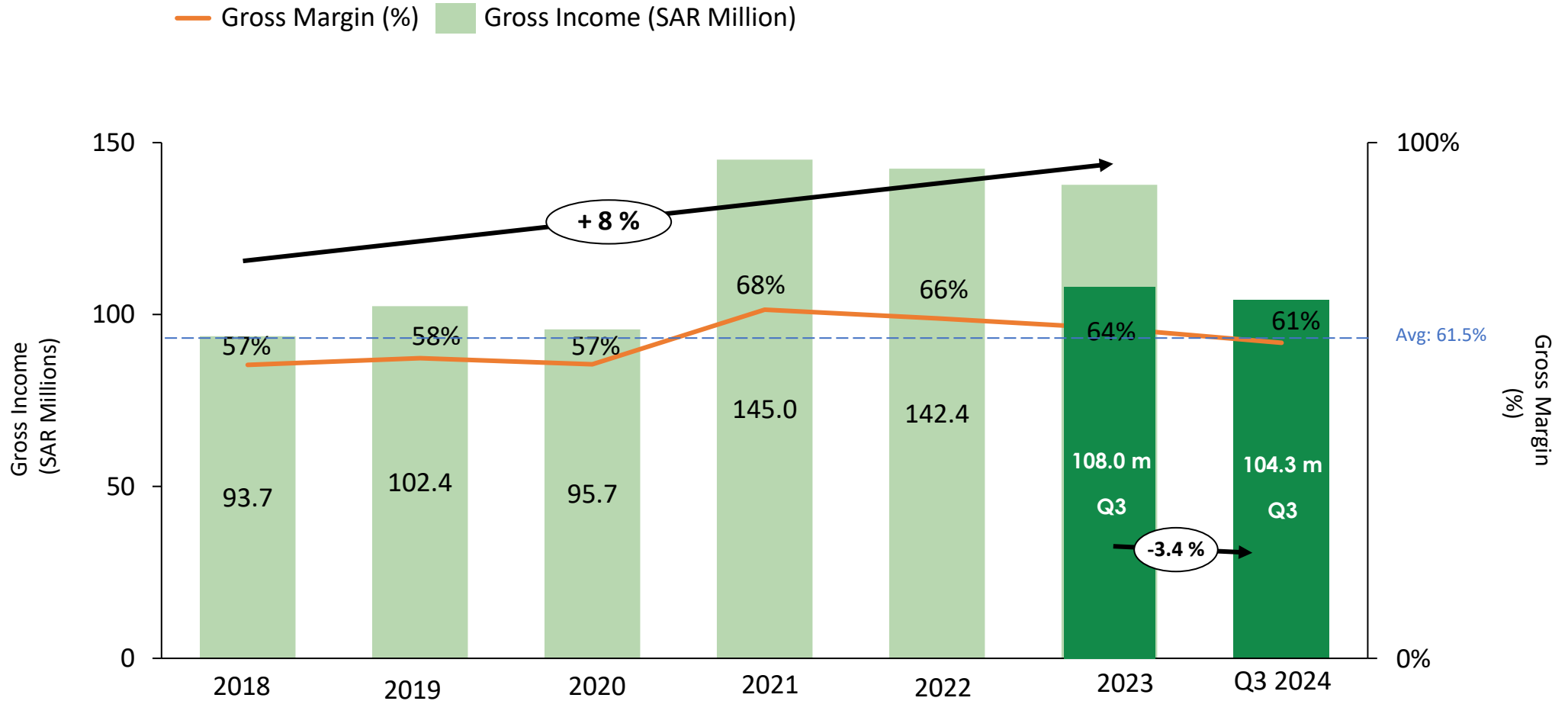
Financial Performance



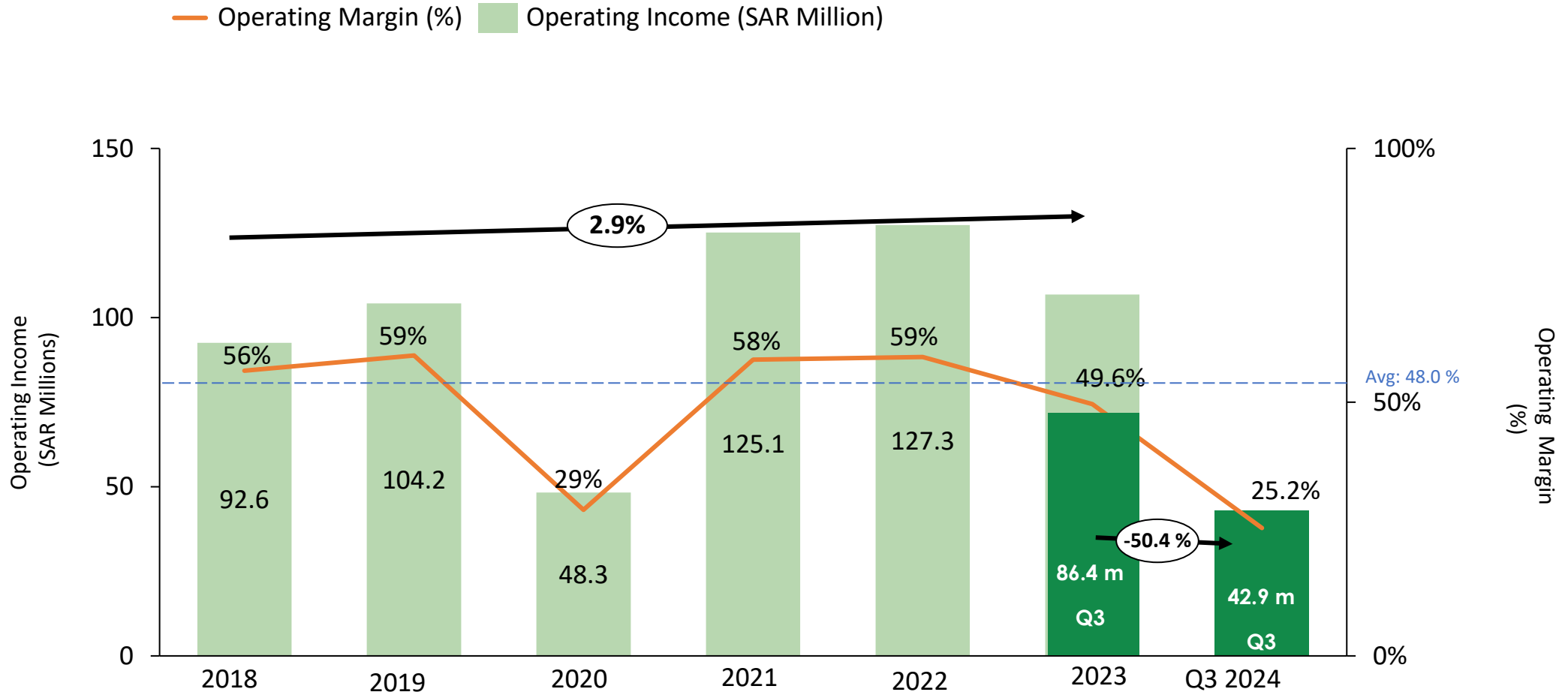
Revenue



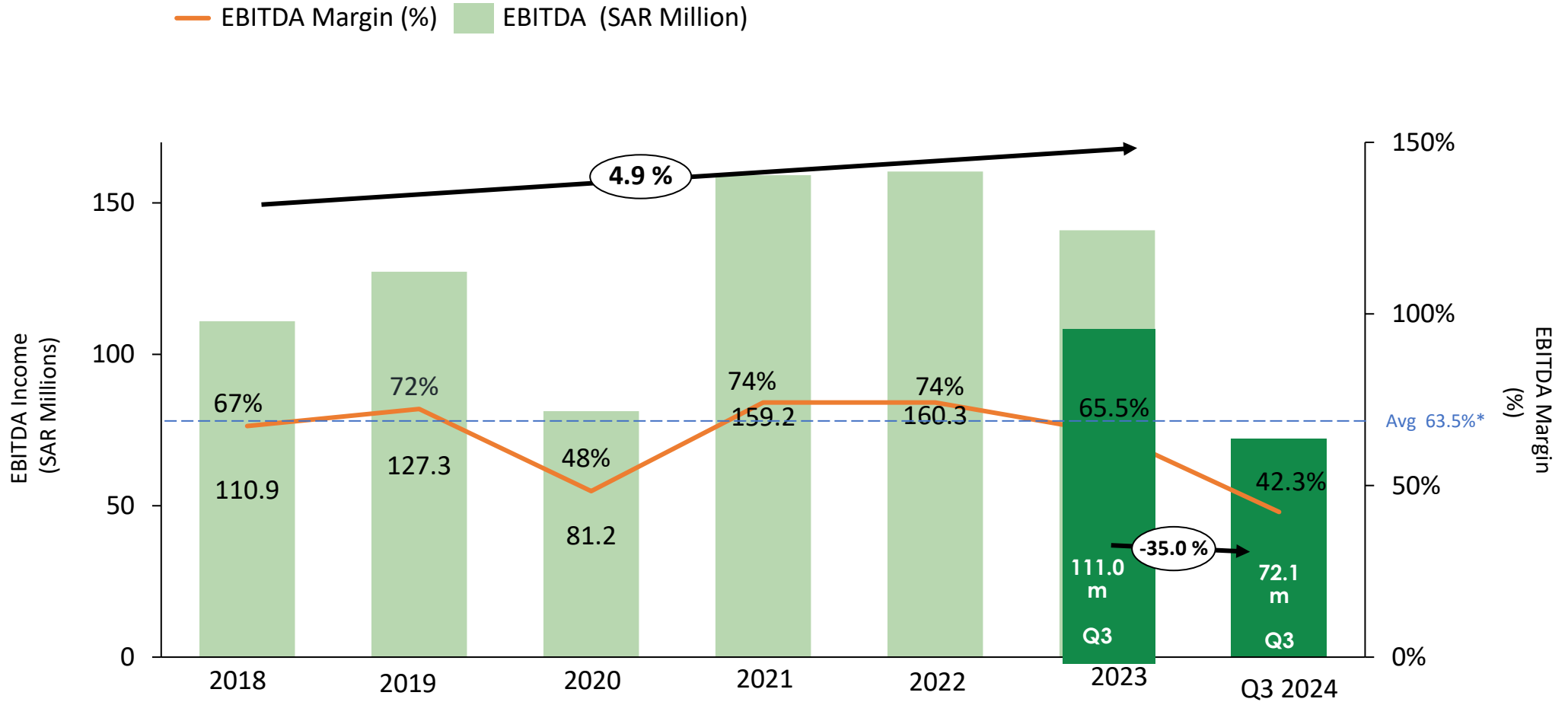
Gross Income & Margin



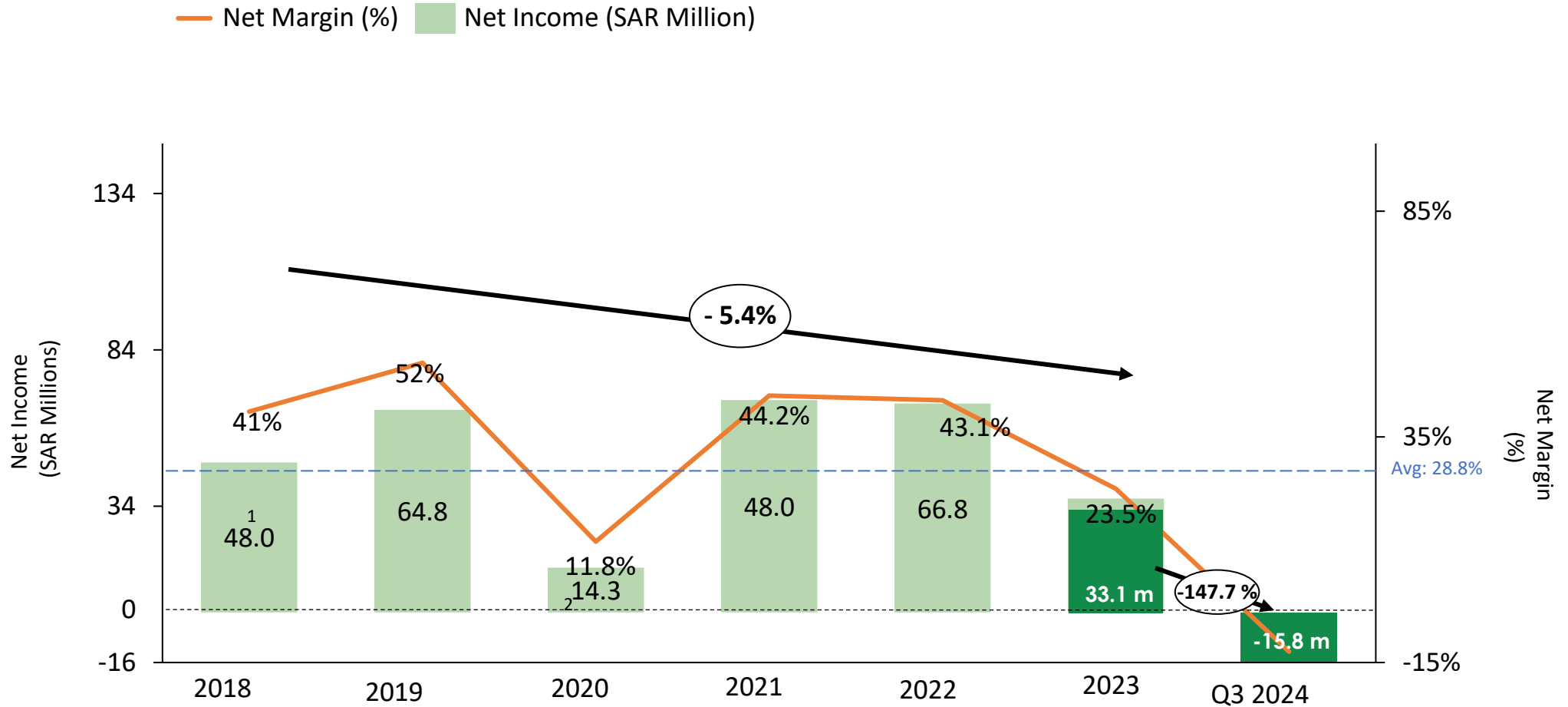
Operating Income & Margin



EBITDA & Margin



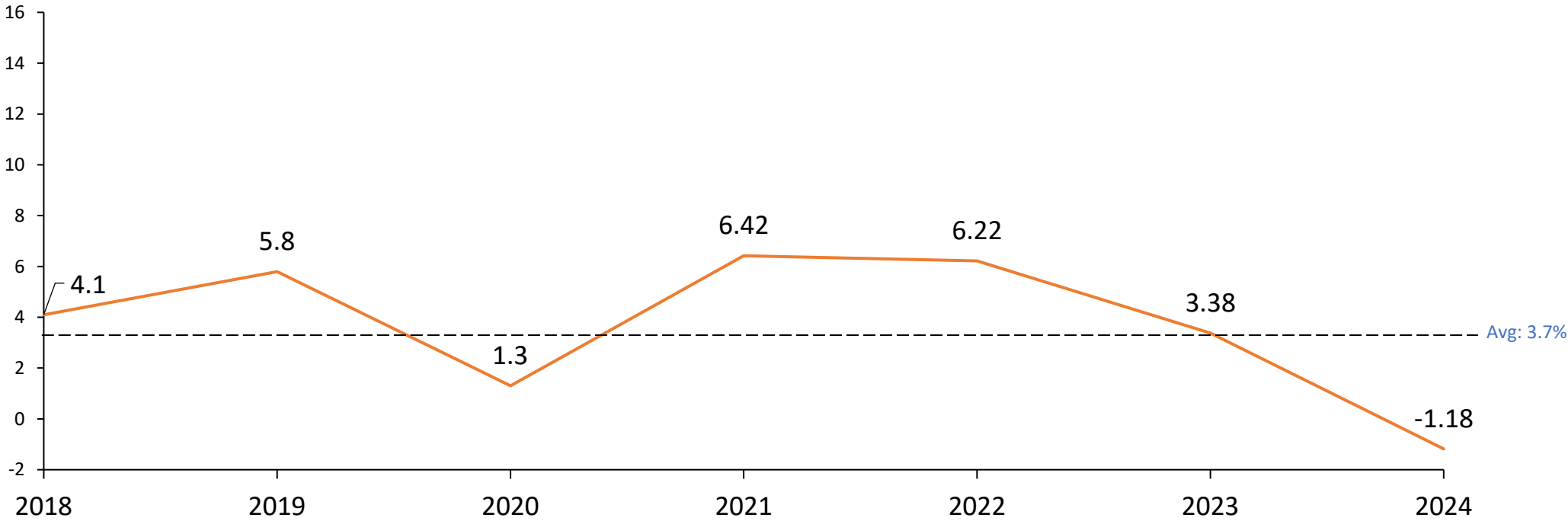
Net Income (shareholders) & Margin



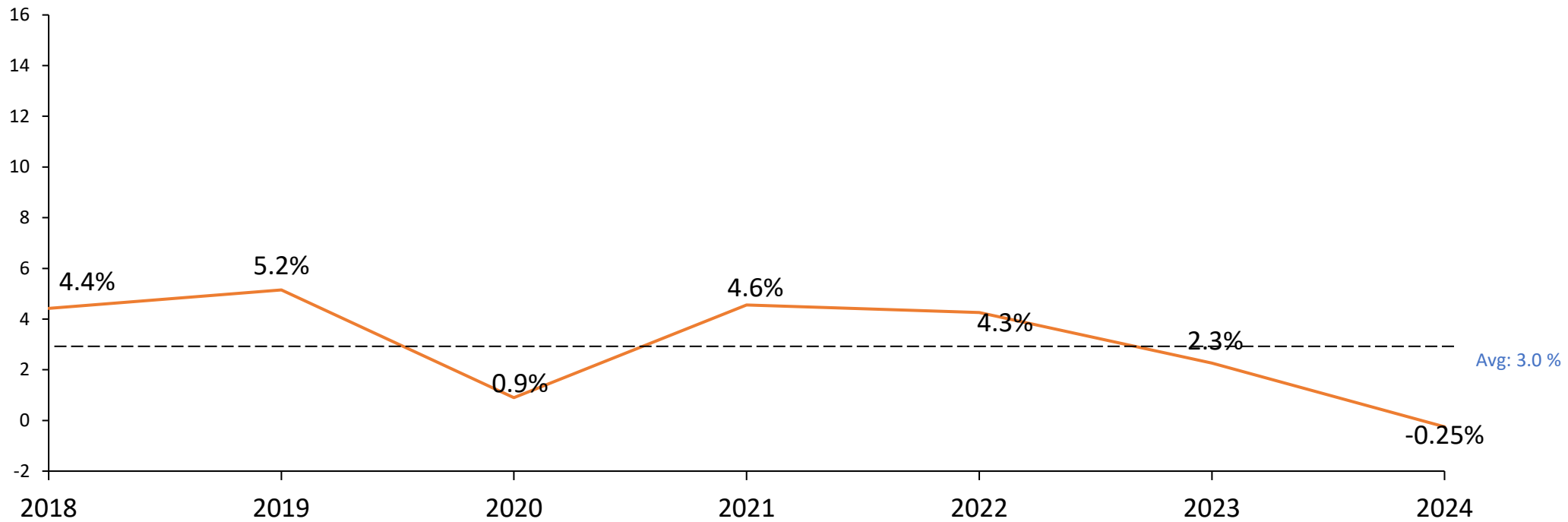
1 – Change in ownership of Alandalus Mall and Staybridge Suites from 100% to 68.73%

2 – Includes Impairment of SAR 32m

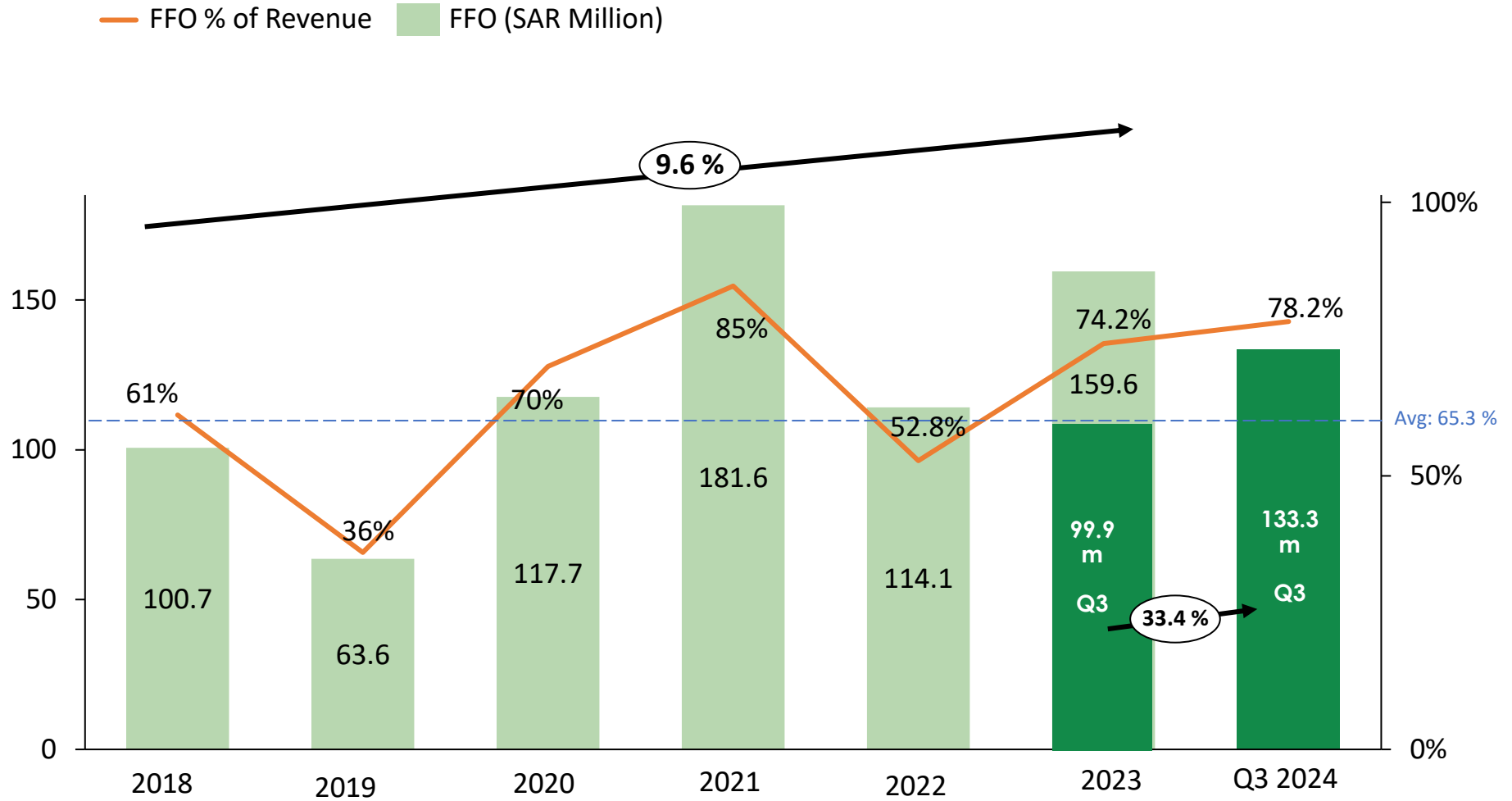
Return on Equity (ROE)



Return on Assets (ROA)

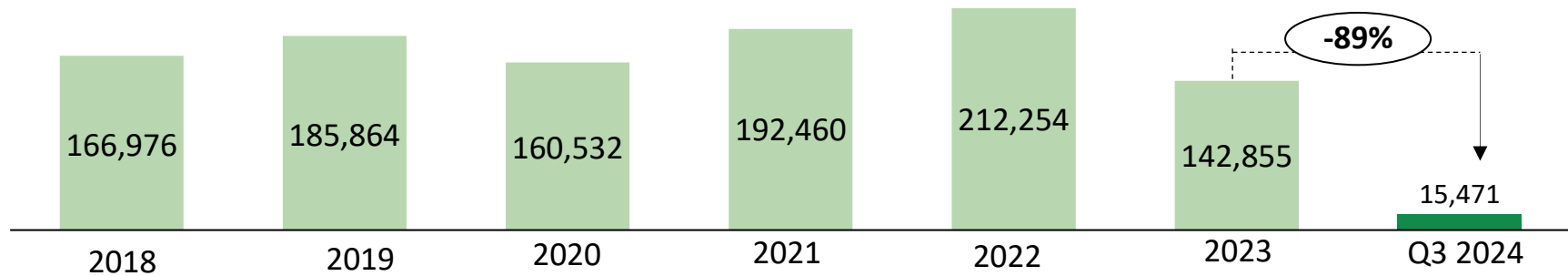


Funds From Operations (FFO)

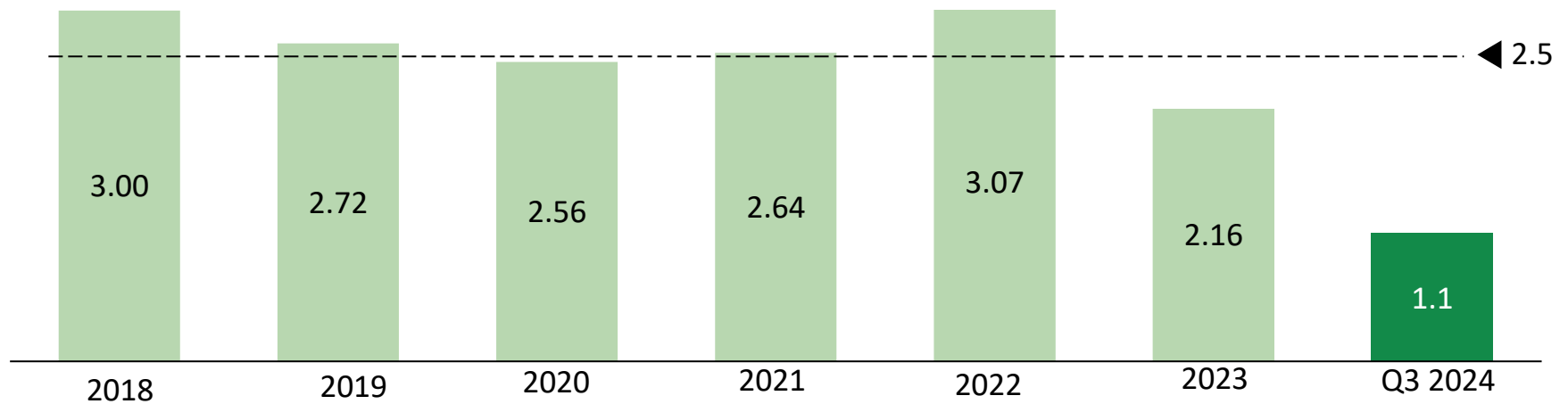


Liquidity

Net Working Capital '000

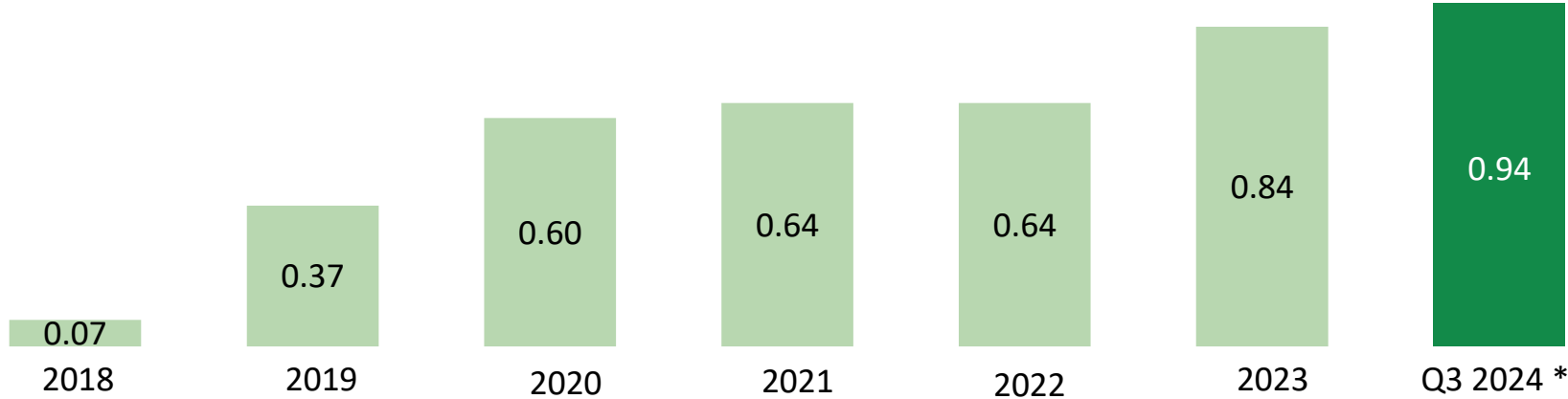


Current Ratio

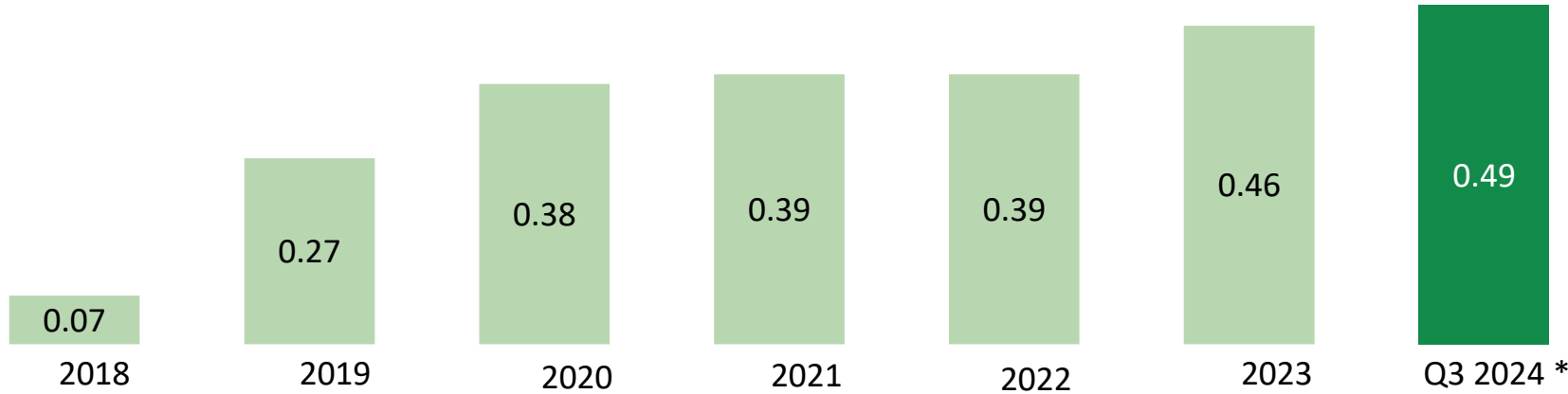


Leverage

Debt-Equity Ratio



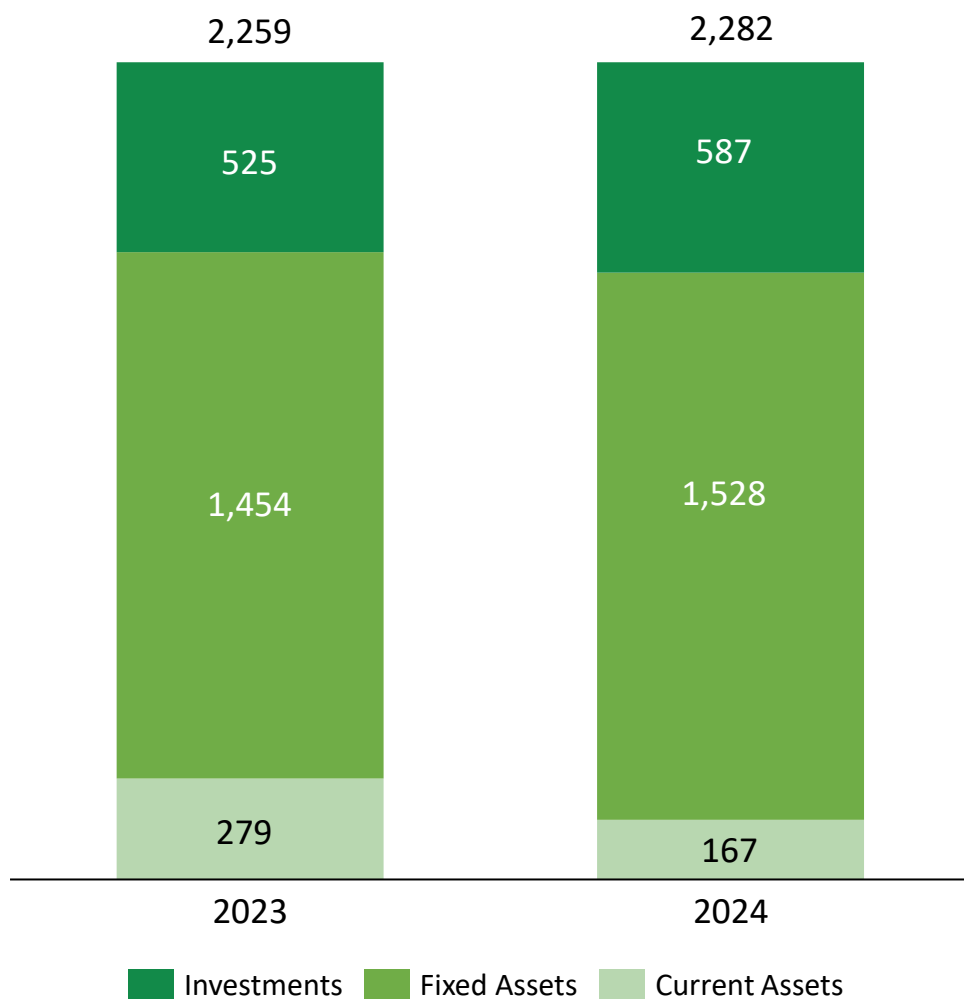
Debt-Assets Ratio



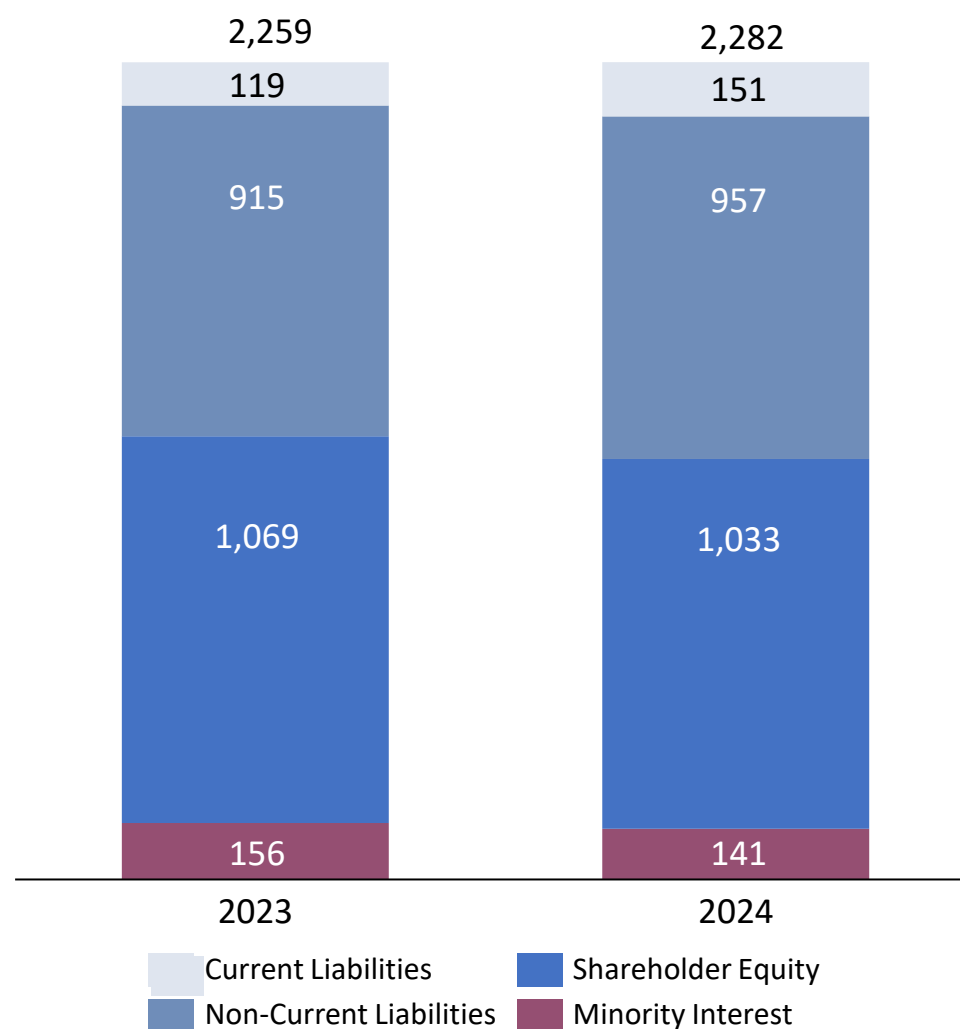
Note: * Debt-Equity ratio and Debt-Asset ratio would be 82% and 42%, respectively, if the impact of IFRS 16 is excluded

Consolidated Balance Sheet as at 30 September 2024

Total Assets (SAR million)



Total Liabilities & Equity (SAR million)





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Member with Middle East Investor Relations
Association since 2018

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

<http://www.alandalus.com.sa>

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