

**DAR AL ARKAN**

**دار الأركان**

# **Investor Presentation**

## **Q1 2024**



# DAR AL ARKAN

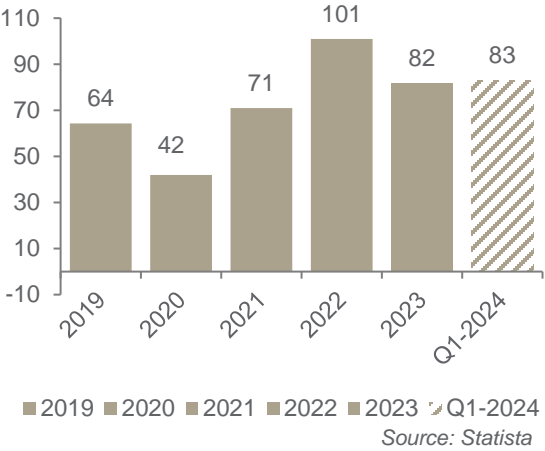
## Table of Contents

	Page No.
1. Macro Economic Overview & KSA Real Estate Market	4
2. Key Business Indicators Overview	9
3. Financial Performance Overview	12
4. Overview of Assets Portfolio	16
5. International Projects Developed by Dar Global PLC	21
6. Appendix	27

# 1 | MACRO ECONOMIC OVERVIEW & KSA REAL ESTATE MARKET

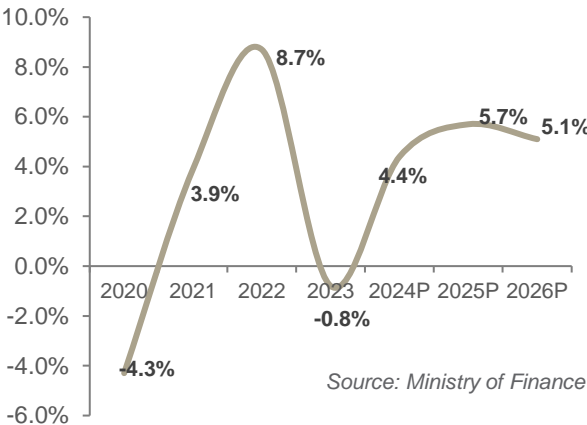
# Growth was slowed down in 2023 after an accelerated growth in 2022

Average Brent Oil Prices



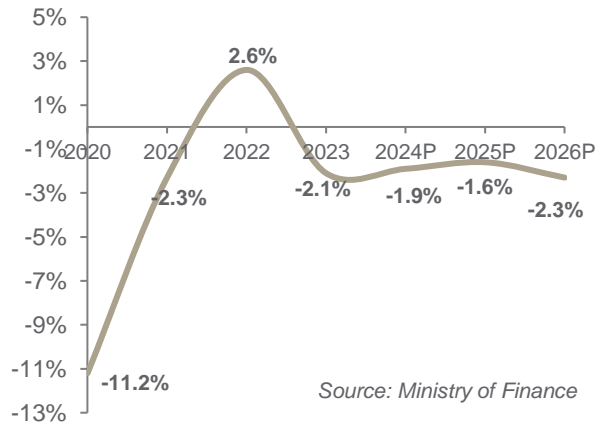
- Brent oil price stood at \$84.96 as of 31 Mar 2024.
- Brent oil price averages \$83 for the Q1-2024 slight increase from \$82 average for the full year in 2023 reflecting an increase of 1%.
- Traders are becoming more relaxed about the outlook for US interest rates as inflation eases, and although persistently poor economic data from China has continued to weigh on sentiment, there is little doubt that fundamentals are tightening.
- The Federal Reserve kept interest rates between 5.25% and 5.50% for the sixth consecutive time since raising borrowing costs in July 2023.
- As per latest IMF Economic Outlook Report, Inflation is falling faster than expected in most regions, amid unwinding supply-side issues and restrictive monetary policy. Global headline inflation is expected to fall to 5.8 percent in 2024 and 4.4 percent in 2025.
- As per IMF, Global growth is projected to stay at 3.1 percent in 2024 and rise to 3.2 percent in 2025.

GDP fall moderated in Q1 2024



- Saudi Arabia's GDP declined by 0.8% year-on-year (YoY) in 2023 compared to growth of 8.7% in 2022.
- Oil activities decreased by 9.1% YoY, while non-oil activities grew by 4.4% YoY. Government activities also rose by 2.1% YoY
- Saudi Arabia's GDP shrank by 1.8% YoY though it got better by 1.3% QoQ in the first quarter of 2024 according to latest report released by GASTAT.
- This decline is attributed to a 10.6% retreat in oil activities, despite a rise in non-oil and government activities by 2.8% and 2.0%, respectively.
- GDP from oil activities is diminishing and will continue to reduce due to continuation of reduction plan in total crude oil output in 2024 by OPEC in addition to individual output cut by Saudi Arabia.
- Non-Oil GDP has witnessed healthy growth and is predicted to grow by more than 5% in medium term, up from 4% estimated previously.
- S&P Global Ratings expects the real GDP of Saudi Arabia to grow by 2.2% in 2024, before rising further by 5% in 2025.

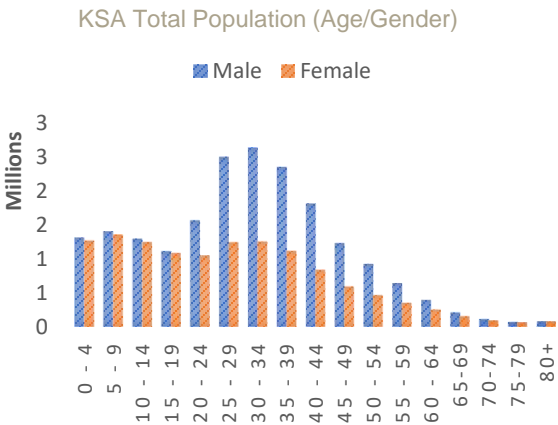
Budget deficit in Q1 2024 lower than anticipated



- Saudi Arabia posted actual revenues of SAR 1.2 trillion, 4% lower YoY and expenditure of SAR 1.3 trillion, 11% higher YoY in 2023, recording a budget deficit of SAR 80.9 billion rather than an earlier projected surplus of SAR 16 billion or 0.4% of GDP, mainly due to expansionary spending policies as it funnels money into Giga projects and reduced revenue due to lower oil prices.
- Kingdom recorded a budget deficit of SAR 12.4 billion in Q1 2024 resulting from the revenues reaching SAR 293.4 billion and expenditure to SAR 305.8 billion. Hence reflecting an improved fiscal performance compared to the approved annual budget deficit of SAR 79 billion.
- The Budget for FY 2024 aims to strengthen the Government's financial position by preserving government reserves at safe levels in order to deal with external shocks. Thus, the fiscal policy seeks to maintain the government reserves at the Saudi Central Bank (SAMA) at around SAR 395 billion by the end of FY 2024.
- The Kingdom's public debt increased to nearly SAR 1.11 trillion in Q1 2024, from SAR 1.05 trillion by the end of 2023.
- The Saudi economy is poised to grow from SAR 2.6 trillion to exceed the digital target of SAR 6.4 trillion by 2030 as per latest statement from Ministry of Investment.

The strong long-term fundamentals of the market remain intact

Positive Demographic Trends



Total population projection of 32.2 million for 2022

- Saudi Population growth of around 2.5% per year since 2010.
- Almost 63% of the Saudi population below the age of 30, entering their home making years.
- Average size per Saudi household of 5 members.
- The number of dwellings in the Kingdom reached more than 8 million, of which 51% are low rise apartments.
- Social evolution leading younger generation to seek more independent living arrangements.

Widening Supply Deficit



- Chronic under supply of residential housing.
- MoMRAH estimates suggest that the Kingdom has the requirement for an additional 1.2 million homes by 2030.
- Low home ownership penetration among Saudis, was reported at 60% in 2020 and is expected to reach 62% by 2025.
- 70% target as part of Vision 2030 for home ownership penetration.
- His Royal Highness, The Crown Prince, announced recently that the demand expectations for housing over the next 10 years to exceed 4 million units.

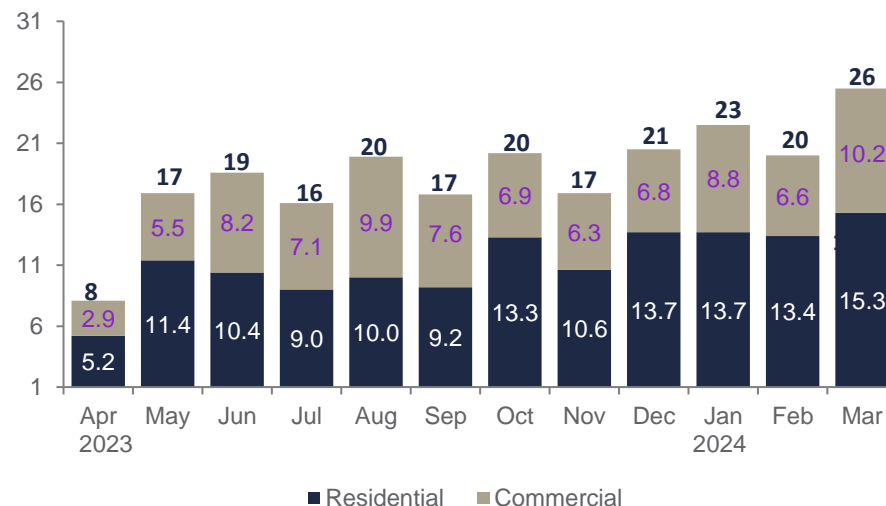
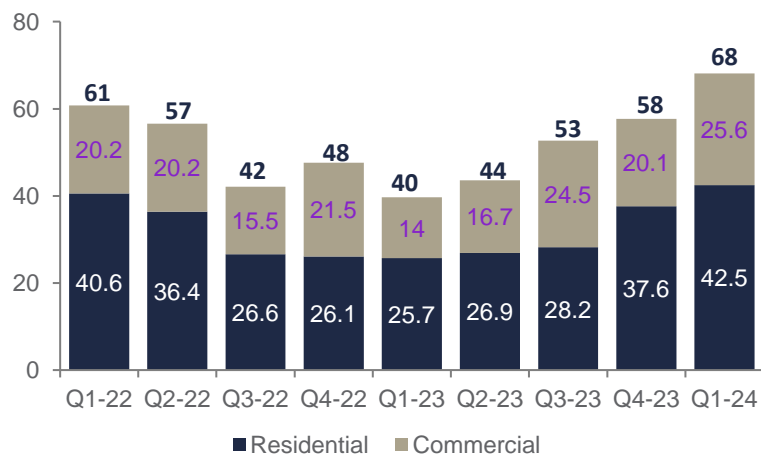
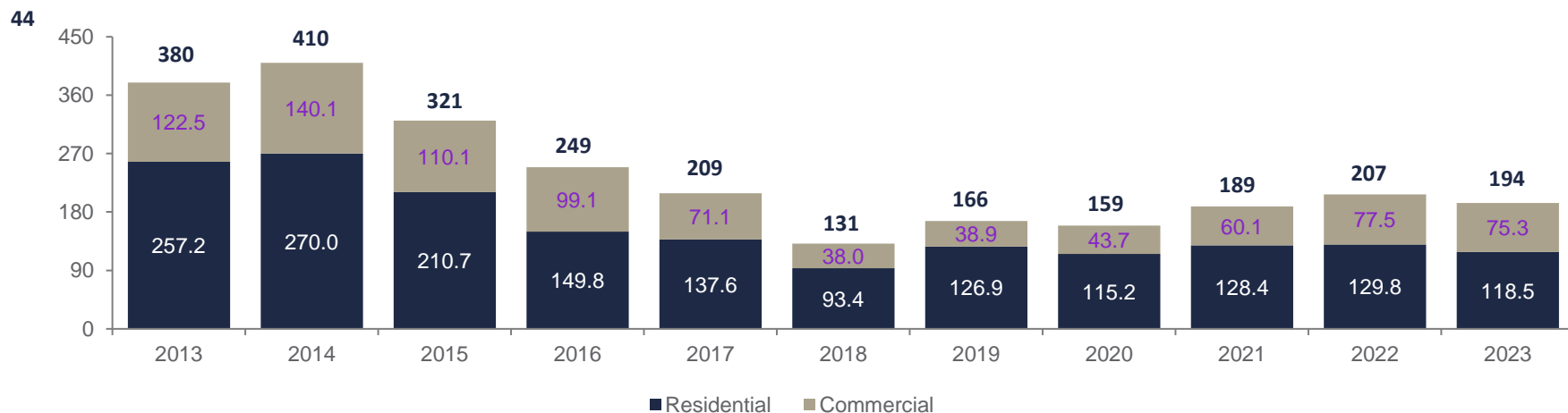
Government Support



- Real estate transactions are covered under the scope of 'Real estate Transaction tax' of 5%.
- On-going MoMRAH Sakani program for low-income households continues to honor existing participants & new participants.
- Sakani Program announced that 32,340 families benefited from the program in Q1 2024, during which a total of 25,390 Saudi households moved to their first homes.
- REDF support through interest free mortgages. 85,000 beneficiaries were enabled to own housing units in Saudi Arabia in 2023
- In 2023, REDF's mortgage guarantee scheme catered to 16,000 beneficiaries. During the same year, the fund's subsidized financing program served 112,000 beneficiaries
- Total amount deposited in the accounts of residential beneficiaries from 2017 until the end of 2023 exceeded SAR 55 billion under REDF program

## KSA Real Estate Sector Overview

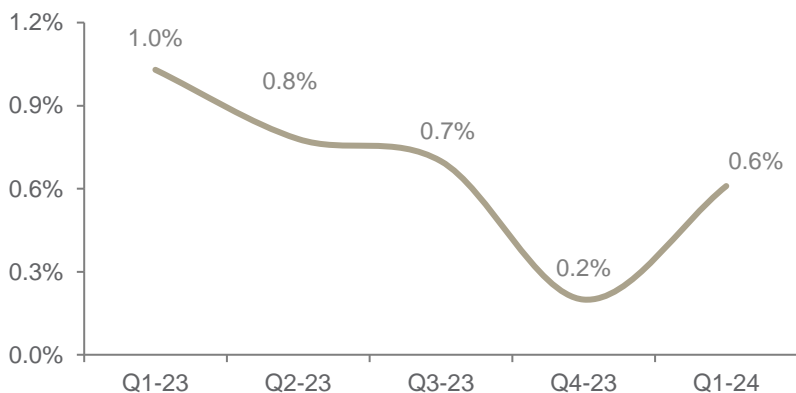
### Residential & Commercial deals reach the highest increased QoQ and YoY since Q1-22



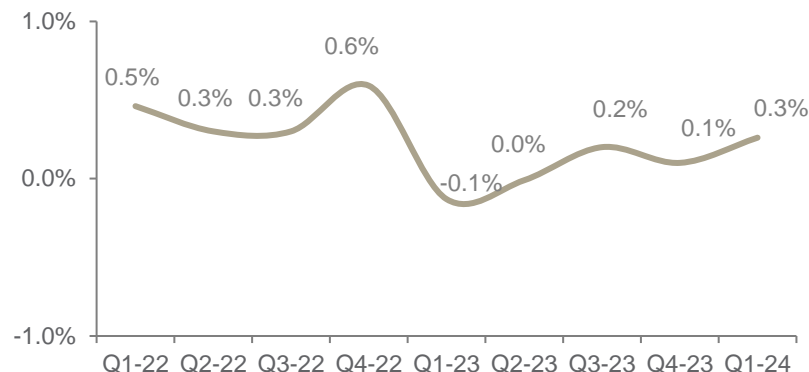
Value of Real Estate Transactions in KSA (SAR bn)

## The Real Estate Price Index slightly increased QoQ in Q1 2024

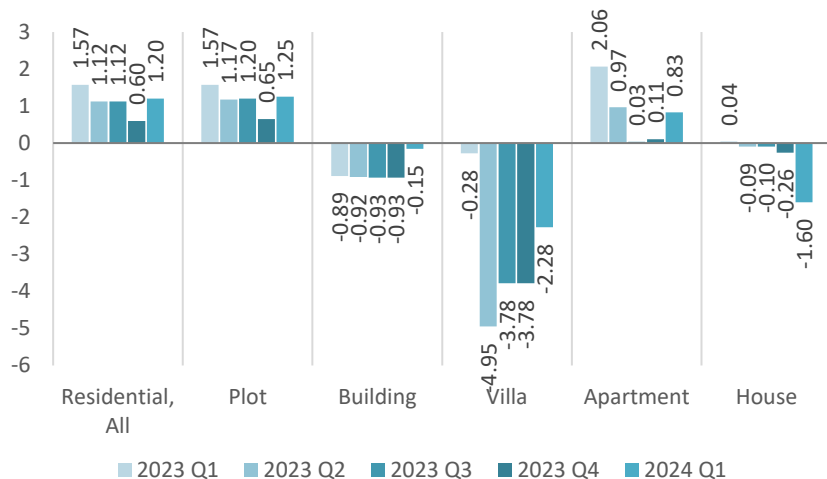
### KSA Real Estate Price Index (YoY)



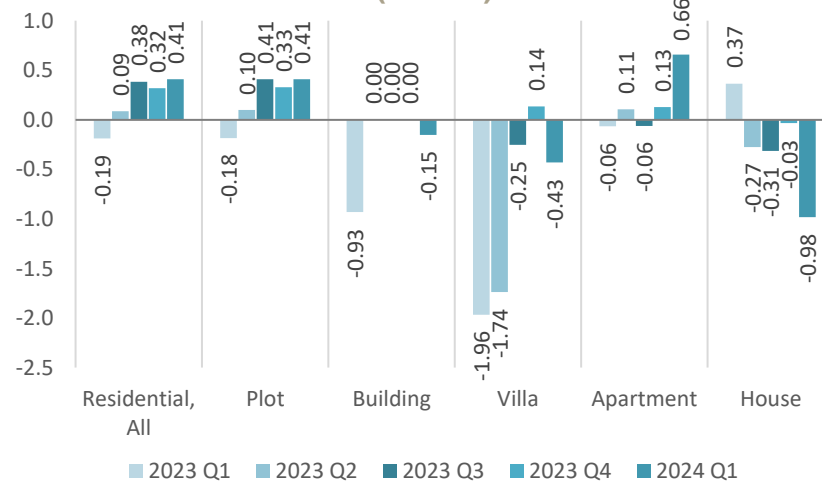
### KSA Real Estate Price Index (QoQ)



### Residential Real Estate Price Index by Type (YoY%)



### Residential Real Estate Price Index by Type (QoQ%)



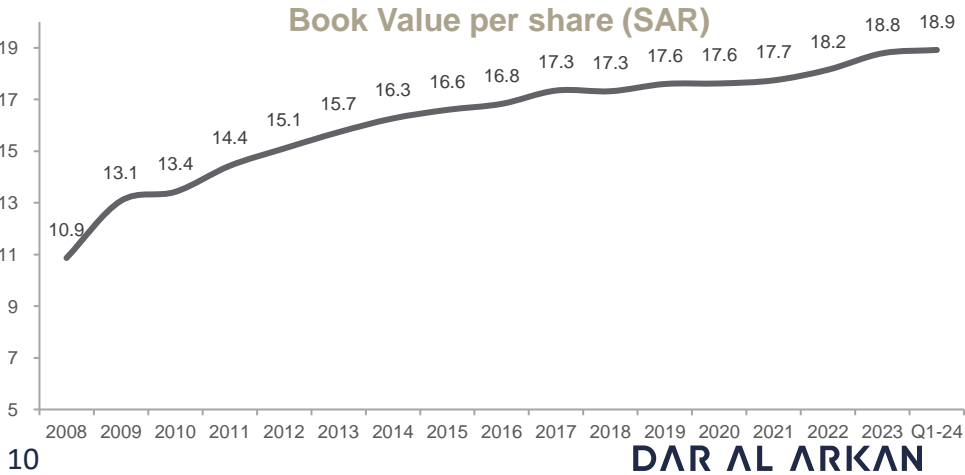
# 2 | KEY BUSINESS INDICATORS OVERVIEW

<b>Revenues (LTM) -8.6%</b>	<b>EBITDA (LTM) 34.6%</b>	<b>Investment In Development Properties (LTM) -7.8%</b>
<b>SAR 2,808 mn</b>	<b>SAR 1,504 mn</b>	<b>SAR 2,994 mn</b>
(Q1 2023 : SAR 3,070 mn)	(Q1 2023 : SAR 1,117 mn)	(Q1 2023 : SAR 3,247 mn)
<b>Cash And Bank</b>	<b>Gross Debt/ Capitalization</b>	<b>Book Value Per Share</b>
<b>SAR 5,659 mn</b>	<b>34%</b>	<b>SAR 18.9</b>
(Q1 2023 : SAR 3,866 mn)	(Q1 2023 : 30%)	(Q1 2023 : SAR 18.3)

**Strong Financial Position**

DAAR maintains a strong balance sheet with SAR 9.2 billion in cash and trade receivables against gross debt of SAR 10.7 billion. Cash balance is sufficient to meet all operating expenses and debt maturities for the next two years.

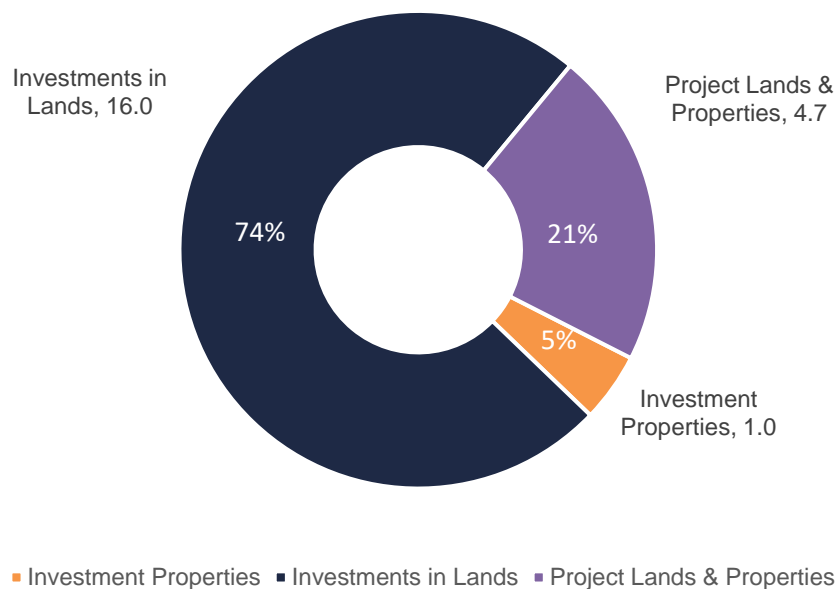
Despite carrying assets at cost, the 73% rise in book value of shares over last 15 years is reflective of the company's rising financial strength.



## Dar Al Arkan Real Estate Assets

- DAAR's Real Estate assets portfolio at cost is SAR 21.7 bn.

Real Estate Properties Break up - SAR bn

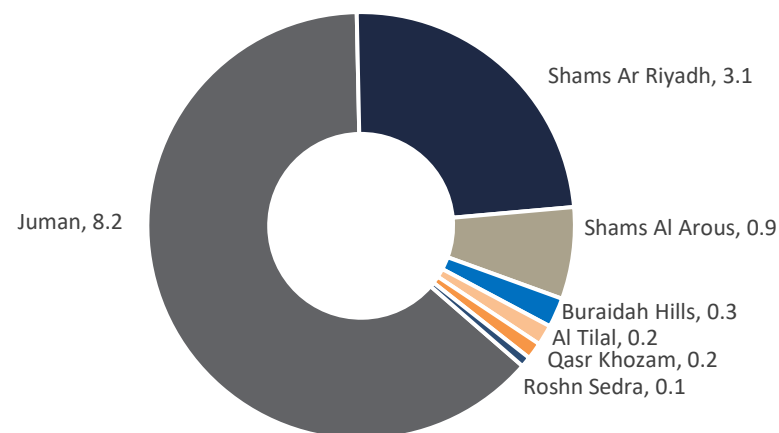


*\*Project Lands & Properties along with Investments in Lands are clubbed together as "Development Properties" in financial statements.*

- Real Estate Properties are carried at historical cost.

- DAAR has a strong pipeline of projects across the Kingdom totaling 13.0 mn sqm.

Total Land Area – SQM mn

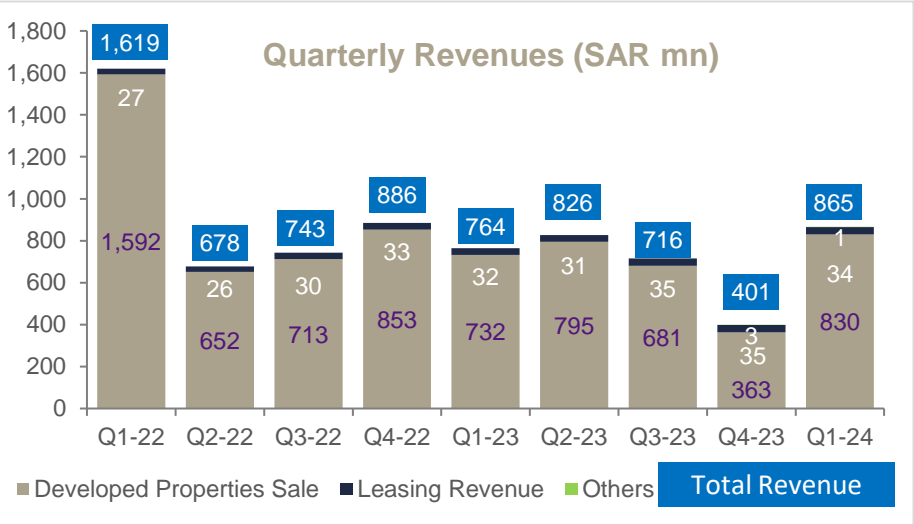


*\*DAAR holds 18% share in Juman*

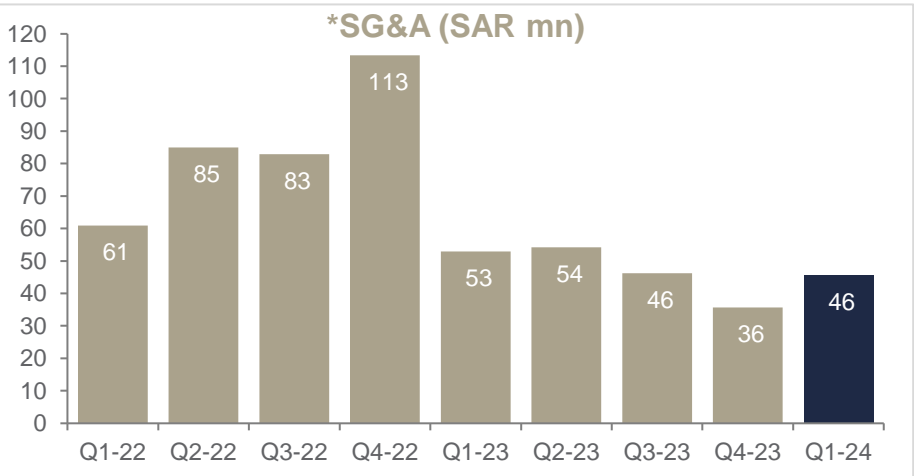
- DAAR's strategy is to increase retail sales with the objective of generating superior margins.
- DAAR is developing residential plots, villas, apartments and commercial mix-use properties and offered for sale.

# 3 | FINANCIAL PERFORMANCE OVERVIEW

Financial Performance – Q1 2024 Profitability

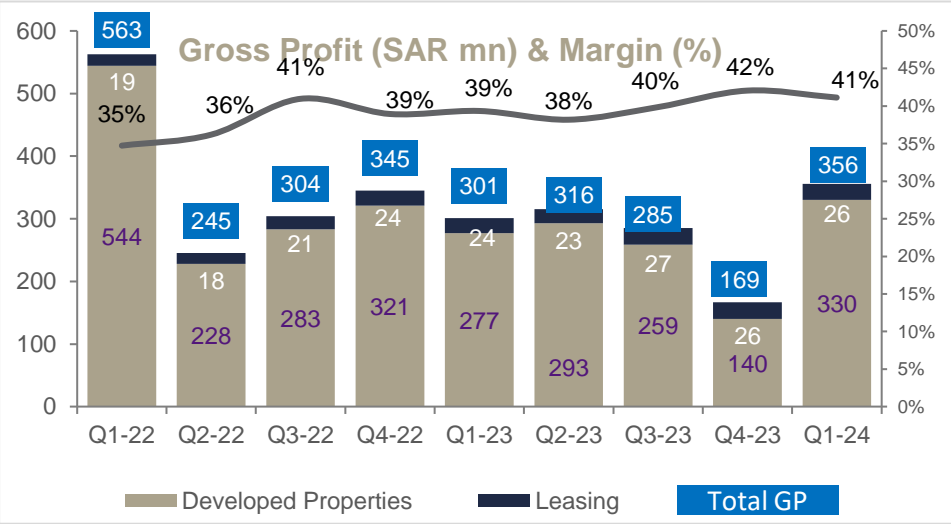


- Q1 2024 revenues improved by 13% YoY and by 116% QoQ mainly due to increase in revenue from development properties driven by increase in revenue from sale of bulk lands.

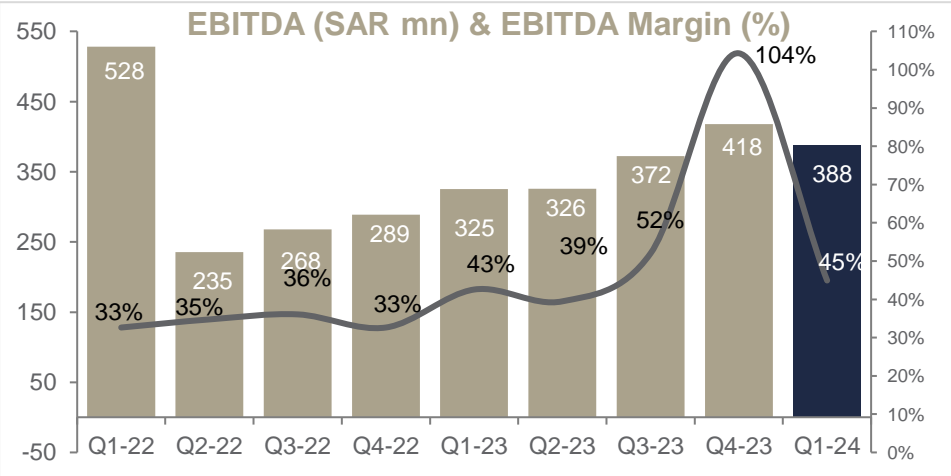


- Q1 2024 SG&A reduced YoY by 14% but increased by 28% QoQ. This increase compared to prior quarter was mainly due to increase in salaries and related employee benefits costs.

Source: Audited or Reviewed Financial Statements \*SG&A is excluding depreciation

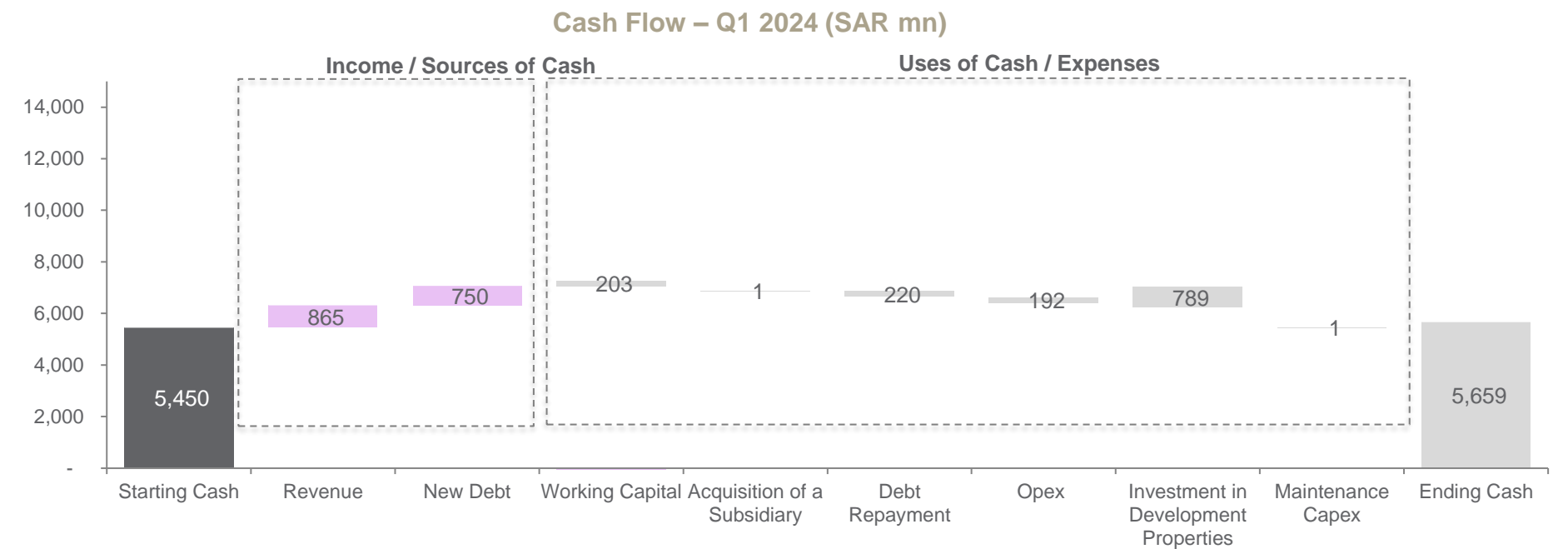


- Q1 2024 gross profit improved by 18% YoY and by 111% QoQ in absolute terms due to increased revenues.
- GP margins improved by 2% YoY on product mix.

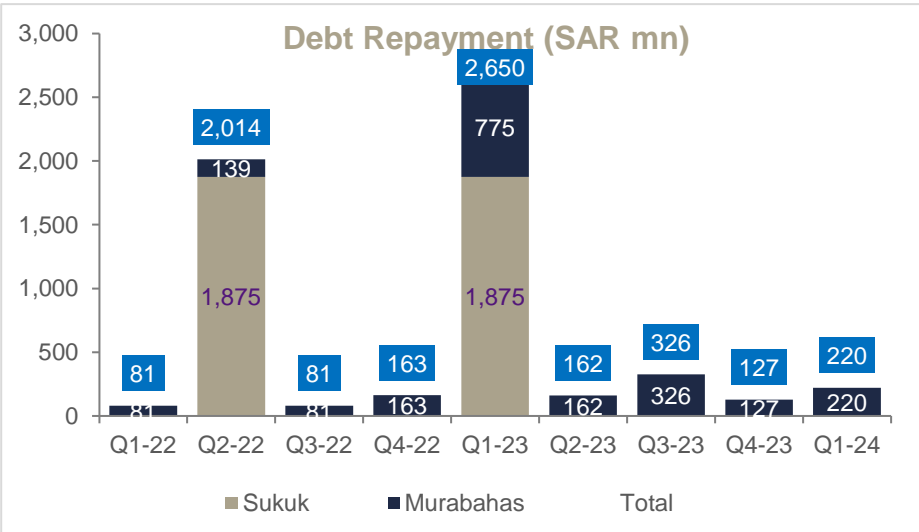


- Q1 2024 EBITDA increased by 19% YoY but reduced by 7% QoQ in absolute terms. This reduction from prior quarter is mainly due to lower share of profit from associates as share of results from Dar Global PLC not available. EBITDA margin improved by 2% YoY.

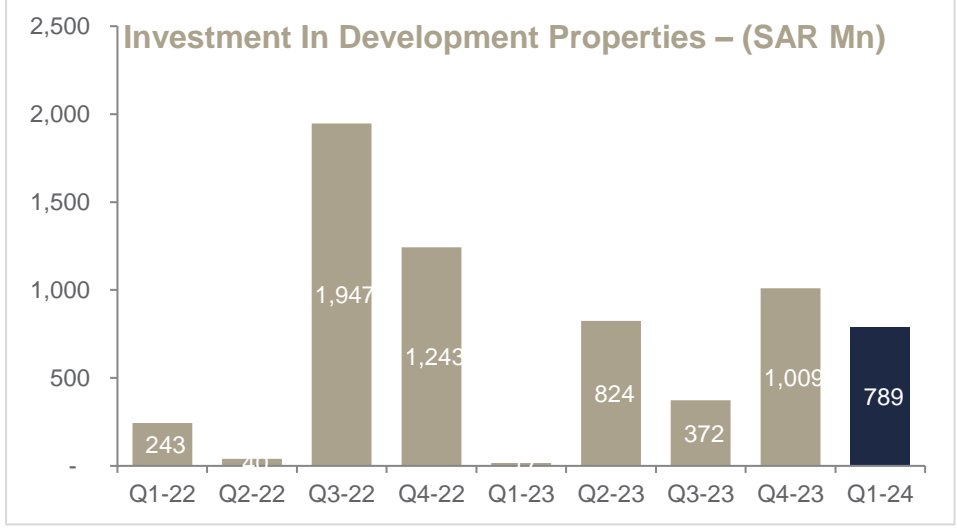
Financial Performance – Q1 2024 Cash Flow



- DAAR’s liquidity position remained strong with an ending cash balance of SAR 5.7 bn.
- Strong cash position and revenue allows DAAR to continue opportunistic and discretionary investment in development properties.

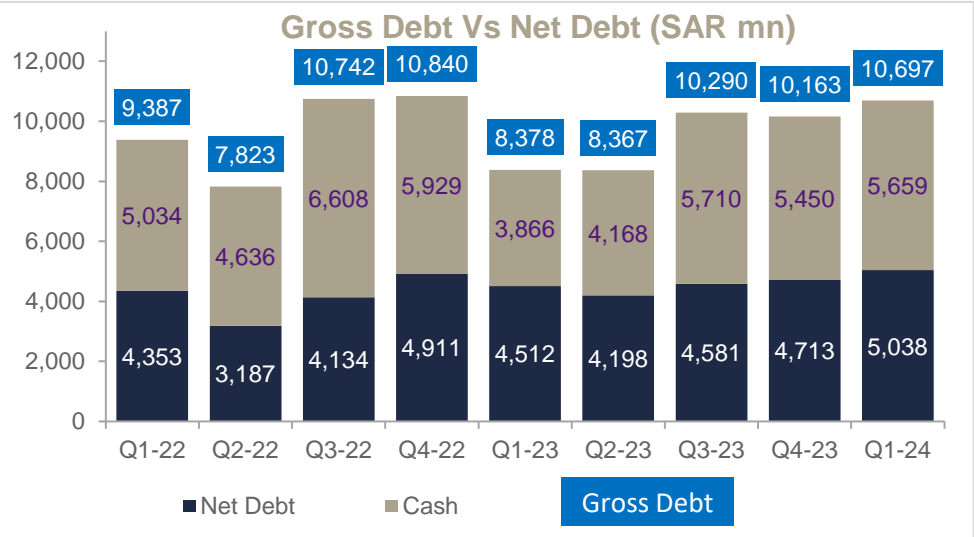


- Scheduled repayment of Sukuk and Murabaha loans.

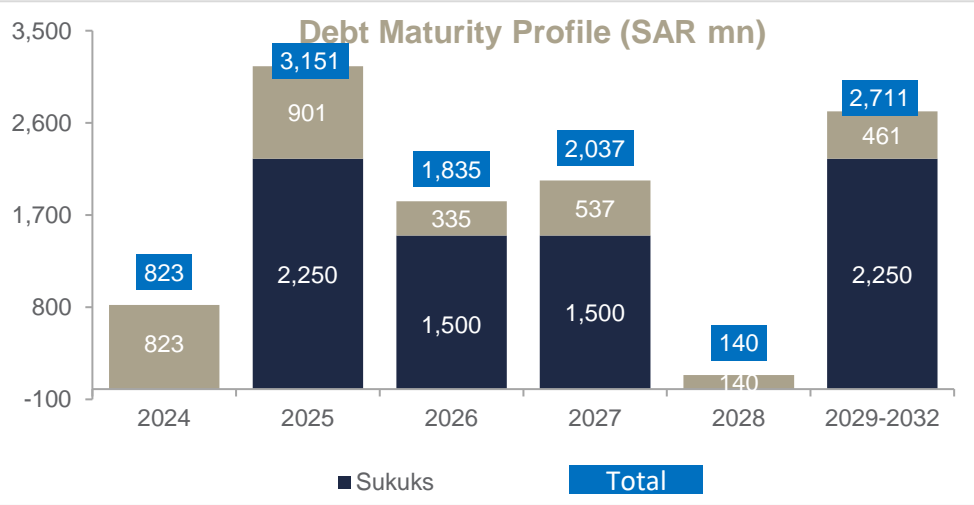


- Invested almost SAR 3 bn over last 12 months to replenish the Development Properties.

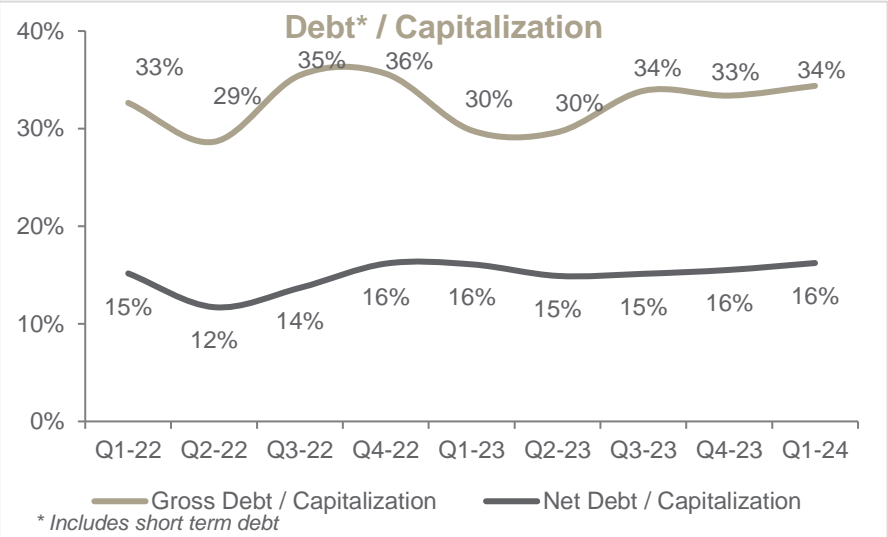
Financial Performance – Q1 2024 Debt



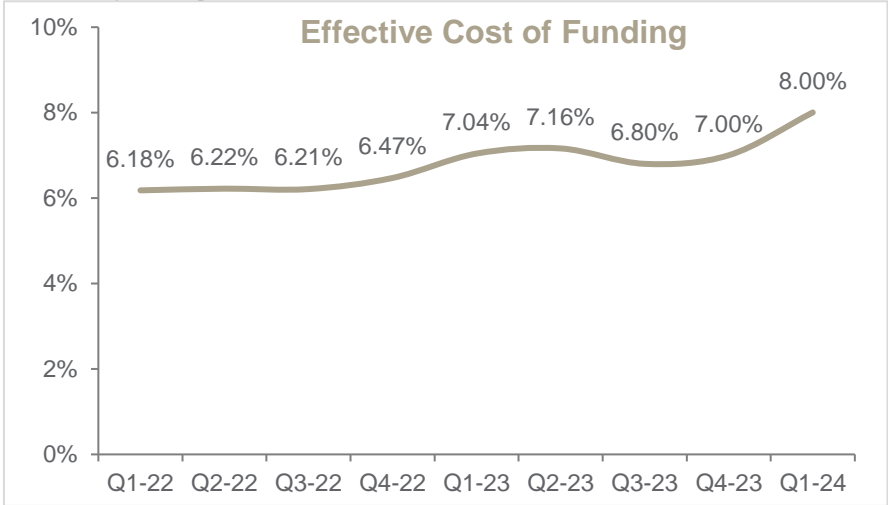
- Increase in Gross Debt during Q1 2024 resulting from net impact of new Murabaha facility of SAR 750 mn and scheduled repayment of Murabaha facilities of SAR 220 mn.



- Maturities are well spread over the next nine years and will allow for prudent investment & cash management.
- The cash balance of SAR 5.7 bn that can almost fully cover repayments till end of 2026



- Gross debt ratio increased slightly in Q1 2024 due to addition of new bank facility. Although, Net Debt ratio remained same due to corresponding increase in cash balance.



- Overall cost of funding increased YoY with constant increase in interest rates worldwide. This trend is anticipated to continue in near future resulting into increased finance costs.

# 4 |

## OVERVIEW OF ASSETS PORTFOLIO

Shams Ar Riyadh – Key Facts



Location

- Situated in the Al-Ammariyah district (King Khalid Road), part of the growing northwest corridor of Riyadh, Shams Ar Riyadh is close to the heart of the city and is located just 19 km from KKI Airport and 9 km from King Abdullah Financial Center.

Project Progress

- Total project land area is 5.0 mn sqm (out of which 1.8 mn sqm was sold to SABIC who have since developed housing for their staff).
- Upon receiving approval from WAFi for off-plan sales, DAAR started launching various zones from Q2 2018. Currently all zones are approved, and DAAR successfully launched sales for four zones.
- Infrastructure works on zones 4A and 4B have been 100% completed whereas works on other zones are more than 55% complete.
- No revenues are recognized since H1 2023 as we are waiting for approvals from regulatory authorities.

YTD Off-plan Sales Status

Particulars	Unit	Zone 1	Zone 3	Zone 4A	Zone 4B	Zone 5	Total
Salable Area	Sqm '000	510	270	502	257	383	1,921
Launch Date		Q3 2020	Q2 2020	Q1 2020	Q2 2018	Q4 2020	
Total Number of Plots	Number	771	491	406	208	189	2,065
Number of Plots Sold / Booked	Number	771	491	406	208	189	2,065
Executed Contract Sales	SAR mn	1,723	867	1,738	628	1,735	6,691
Revenue Recognized	SAR mn	NIL	NIL	505	314	NIL	819

Parisiana South



- Located in Riyadh city and easily accessed through King Fahad Road and major highways.
- Refurbished apartments with luscious landscape.
- Water feature installation surrounded by cafes, restaurants and shops.
- Private gym for men and women.
- Mostly catered to MOH beneficiaries. The booking and handing over of apartments is steadily progressing

Key Facts:

Units available for sale	1009
Units Sold/Booked	959
Units remaining	50

Shams Al Arous

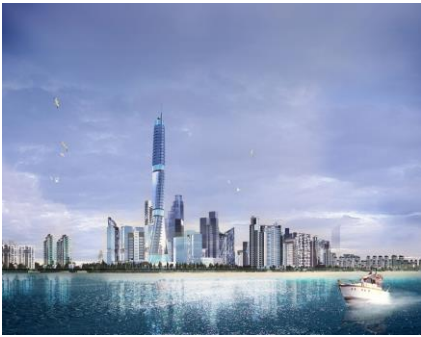


- Shams Al Arous is a master-planned, best in class integrated community project in the Jeddah city area.
- The site is located to the east of Jeddah, about 5 km from the intersection of Palestine road and Al-Harmain road.
- It features an array of residential and mixed-use buildings, in addition to schools, commercial centers, beautifully landscaped green spaces, government offices and mosques.
- Phase 1 of this project was launched officially in Q1 2021. The onsite construction work of Phase 1 is fully completed in Q1 2024.

YTD Off-plan Sales Status:

Gross Land	863k sqm
Total Plots	876
Released Plots	267
Plots Sold/Booked	262
Booked Sales	SAR 395 mn

Juman Project



- Juman project is strategically located in the Eastern Province overlooking the shores of the Arabian Gulf.
- The project aims to be the new hub for this fast growing area, becoming a waterfront luxury residential, leisure and MICE destination with hospitality projects catering for the upper middle to the upper-upper luxury segments.
- Phase 1, over an area of approximately 3 mn sqm consisting of very shallow reclamation development for a resort is planned.
- As of Q4 2023, the updated concept design was submitted to the Eastern Province Development Authority and NOC was received from Notary Public and Ministry of Industrial & Mineral Resources.

Key Facts:

Land Area	8,200k sqm mixed use land
DAAR Role	Master Developer
DAAR Holding	18% in JV

Dar Al Mashaer



- Located in holy city of Mecca on the Al Aziziyah Road and spread across 6,300 sqm land area, a mere 8 minutes drive from Al Haram.
- Comprised of 7 towers housing 314 elegant apartments and 6 penthouses with state of art amenities.
- The project offers 24 hours security, a children's play area and separate gym for men and women.
- Provides array of shopping experiences, from supermarkets to exclusive stores to cafes.
- Refurbishment was completed in June 2023, and handover of apartments have been initiated since then.
- 170 Apartments have been released for bookings and 129 apartments have been booked so far amounting to SAR 228 mn.

Commendatore Tower- Jeddah



- The Commendatore Tower is to be built on a total land area of 11,928 sqm, comprised of 48 floors Lamborghini branded residential tower, which is located on strategic location overlooking sea view and directly accessible to Jeddah Corniche road, with close proximity to Al Nawras square.
- The concept design was submitted to Jeddah municipality as special and pilot project, which was approved by the higher committee in Q2 2022. Subsequently obtained approvals on Traffic Study, Aviation authorities and enabling works.
- Detailed design of the tower is currently being carried out, that is forecasted to be completed by H1-2024. Building permit request was submitted to Jeddah Municipality at the end of 2023. Construction phase will be immediately commenced at site once building permit is obtained.
- This project is carried out by IbdAA Properties that is a limited liability joint venture company, between Dar Al Arkan Properties (a subsidiary of Dar Al Arkan) and Saleh Alsoraye (owner of that land).

Etoile Villas, Sedra- Riyadh



- Dar Al Arkan had won a contract to develop residential units in SEDRA, an integrated community project being developed in northern Riyadh by national developer ROSHN, a Public Investment Fund-backed company.
- Dar Al Arkan aims to develop three blocks of Villas as part of a bigger master development, that comprises of 163 villas to be executed on 163 plots totaling 45,544 sqm.
- The Project will be developed on serviced Plots with all the necessary infrastructure which is provided by the master developer.
- The Project includes seven villa typologies with average plot size ranging from 200 to 350 sqm, with combined total Built up area of 54,653 sqm. These Villa's will be branded with Ellie Saab.
- Development phase was completed in 2023 and construction has also commenced in H2 2023 after site hand over to Dar Al Arkan by the Master Developer (ROSHN). Progress at site is almost 50% and is estimated to be fully completed by H1 2025.
- 155 units have been released and 144 units have already been booked amounting to SAR 531 mn.

Buraidah Hills, Qassim



- Located in Buraidah city of Al-Qassim province, Buraidah Hills is a residential community comprised of high end villas, residential units and designer plots.
  - Authentic community engulfed by premium amenities
  - Series of different plot sizes, all of which equipped with the highest quality infrastructure
  - Also provides recreational activities, such as, commercial spaces, schools, markets, mosques, green spaces, gardens, walk ways & bike paths
  - The infrastructure works started on May 1, 2022, and estimated to be completed by Q2 2024. As of 31 March 2024, the infrastructure work in progress is estimated at 96%
  - 405 units have been released and 384 units have already been booked amounting to SAR 119 mn.

Al-Qasr Mall, Riyadh

Land Area	61,949 m²
Built up Area	234,147 m²
Gross Leasable Area	75,108 m²
No. of floors	3 Leasable Floors plus two parking
Parking	1,579 Parking Spaces

Latest Activity:

- 91% occupancy achieved by the end of Q1 2024.
- Total footfall for 2023 exceeded 6.5 millions visitors, representing an 8% growth versus 2022.



Al-Qasr Apartments, Riyadh

GLA	116,420 m²
Apartments	732

Latest Activity:

- 93% leased.



# 5 | INTERNATIONAL PROJECTS DEVELOPED BY DAR GLOBAL PLC

### **Dar Global Accounting and Project Update (Reference to note 29 of interim consolidated financial statements)**

- On 28 February 2023, Dar Global PLC, an indirectly wholly owned subsidiary of the Group, had listed its shares on the London Stock Exchange's main market for listed securities.
- Dar Global PLC offered 21,621,612 ordinary shares for subscription through a private placement at a price of USD 3.33 per share with a total value of USD 72 million. The company was valued at USD 600 million at the time of this subscription.
- Due to issuance of new shares by Dar Global PLC through private placement, at the time of listing, the Group's equity interest diluted from 100% to 88%.
- Due to listing requirements, the Group has lost control of the entity but exercise significant influence, hence the investment has been classified as associate and accounted for under equity method.
- The assets and liabilities of Dar Global PLC were derecognized due to loss of control. The remeasured fair value of the retained interest amounted to SR 1.2 billion and no gain or loss has been recognized on remeasurement of retained interest in associate.
- Please refer below for the brief overview of the project portfolio of Dar Global PLC in the next 4 pages.

Urban Oasis Tower, Dubai



- The Urban Oasis Tower is located in the Business Bay area of Dubai.
- It is a 34 storied tower and currently co-branded with Missoni.
- It is group's first international project and contains the region's first ever bespoke Missoni-inspired living spaces.
- Initial launch of sales of the project started in Q4 2017 in Dubai, followed by January launch in KSA. Subsequently, it was rebranded and relaunched in Q4 2021.
- Construction is nearing completion with forecasted project completion to be Q1 2024.
- For further details please refer this link <https://darglobal.co.uk/urban-oasis-by-missoni/>

Da Vinci Tower, Dubai



- Da Vinci Tower is a residential building in Downtown Dubai with interiors designed by Pagani.
- It is strategically located along the canal part of Business Bay district in Downtown Dubai. It overlooks the world's tallest building Burj Khalifa and is a stone throw away from Marasi Business Bay.
- The tower is a true geometric symphony of perfection comprised of 3 basement levels, a ground floor and 19 floors of residential masterpieces.
- The refurbishment stage of the project is expected to be fully completed by Q4 2024.
- For further details please refer this link <https://darglobal.co.uk/davinci-tower-by-pagani/>

W Residences, Dubai



- The W Residences is a residential building in one of the most prominent and affluent neighborhoods in the world, Downtown Dubai.
- It is a distinct residential tower strategically located by Business Bay, where Dubai's major landmarks are your natural view.
- It offers superlative amenities that features a clubhouse, guest suites, a cutting-edge fitness center, a communications space with a private cinema, game room, business offices with co-working space and meeting rooms, an infinity outdoor pool, and a colossal terrace with a lounge area, dining area, and a walk track.
- Launch of the project was made in early 2022 and the projected completion date is Q2 2026.
- For further details please refer this link <https://darglobal.co.uk/w-residences/>

DG 1, Dubai



- DG 1 (Dar Global 1) Tower is located in the premium location by the canal in Downtown Dubai.
- The architecture of DG1 fully reflects its dynamic attitude. Like an haute couture creation, its distinctive twisting profile opens the doors of imagination.
- DG1 stands out from the cluttered panorama since it recalls a piece of art rather than a conventional tower.
- Crafted by Gensler Architects, the most avant-garde designers of our time, this tower embodies a shape that reshapes the city around it.
- It features the infinity pool with outstanding views of the Dubai Canal and city landmarks and fully equipped Gym.
- Launch of the project was made in Q1 2023. Construction on the project commenced in Q4 2024 and the estimated completion date is by the end of 2026.
- For further details please refer this link <https://darglobal.co.uk/dg1/>

Sidra Project



- The Sidra project site is situated in Ravne, Vareš, 38 km outside Sarajevo, Capital of Bosnia & Herzegovina.
- The largest single real estate development project in the country.
- The project aims to provide low-Rise residential holiday villas, commercial area, hotel and recreational facilities.
- The lot areas range from 350 to 6,767 square meters, each one meticulously designed and overlooking breathtaking landscapes all year long.
- Total project land area is 539k sqm. Infrastructure works are currently underway.
- For further details please refer this link <https://darglobal.co.uk/sidra-bosnia/>

Aida, Oman



- In Dec 2021, Dar Al Arkan signed an MOU with Omran to develop a 3.4 mn sqm site part of the hilltop site of Yitti & Yenkit, Muscat.
- AIDA sits in the heart of Muscat, 130m above the shores. Surrounded by nature, outdoor activities and 5-star landmark destinations.
- This project comprises of 3,500 residential units consisting of medium-sized villas, townhouses and low-rise apartments. It also features two charming hotels, a plaza filled with cafes and restaurants in addition to an 18 holes' luxury golf course and a golf club in partnership with Trump International Organization.
- The project will be phased over 10 years with a plan to launch one phase per year.
- The first phase of the project consisting of 616 units was launched in Q1 2023 and generated significant interest from customers worldwide. Infrastructure works commenced in Q2 2023 with phase one expected to complete in Q1 2027 and the entire project to complete in December 2034.
- For further details please refer this link <https://darglobal.co.uk/aida/>

Les Vagues, Qatar



- Les Vagues by Elie Saab sets new standards of luxury living in Qatar with an architectural design that enhances the appeal of seafront living .
- Situated in Qetaifan Island North, a place of unimaginable beauty is paradise on earth for Haute Couture living.
- Launched in partnership with Qetaifan Projects, a leading Qatari real estate development company fully owned by Katara Hospitality.
- Les Vagues features 303 opulent one, two and three-bedroom sea-front residencies with a variety of majestic balconies and terraces and floor-to ceiling windows for residents to enjoy uninterrupted panoramic views of the sea.
- Sales of the first lot of Les Vagues residences have officially been launched in October 2022.
- Construction of the phase 1 of this project commenced in Q1 2024 and is expected to be completed by Q1 2027.
- For further details please refer this link <https://darglobal.co.uk/les-vagues/>

Tierra Viva, Spain



- Tierra Viva in Behanavis – Costa del Sol is an exclusive residential community of 53 exclusive luxury villas, with design inspired by Automobili Lamborghini.
- Benahavis is a Spanish town and municipality in the province of Malaga, which is located seven kilometers from the coast and is in close proximity to the resort of Marbella.
- The complex sits gently on the side of a hill with every villa standing on a different height and enjoying unobstructed views of the Mediterranean Sea.
- This project was launched in Q2 2023 and currently it's under construction that is expected to be completed by end of 2026.
- For further details please refer this link <https://darglobal.co.uk/tierra-viva/>

Marea, Finca Cortesin, Spain



- Marea, our second project in Spain was unveiled in August 2023, with interiors designed by Missoni.
- Dar Benahavis acquired a plot of land in Q4 2022 in the municipality of Casares in the province of Malaga in southern Spain.
- This development plot is located in one of the sought-after enclaves of the Andalucia coast, not far from the Finca Cortesin resort which has an 18-hole championship golf course rated among Spain's best golf courses.
- The total land area of this project is 16,467 sqm, of which buildable land constitutes 9,386 sqm.
- Dar Global intends to build 64 villas on this land, with the residents getting access to the private golf course of the Finca Cortesin resort and 24/7 concierge home services.
- Construction is expected to commence in Q2 2024, and the project is expected to be completed in Q2 2027.
- For further details please refer this link <https://darglobal.co.uk/marea/>

Tabano, Spain



- Dar Tabano acquired six plots of land in September 2022 in the municipality of Manilva in the province of Malaga on its border with the province of Cadiz in southern Spain.
- The plots are located approximately 45 minutes distance from Marbella by car and are close to several polo clubs and one of the best beach areas of la Costa del Sol.
- The total land area of the Tabano project is 4,650,092 sqm with the net total buildable area of 1,586,000 sqm, consisting of 200 land plots.
- Dar Spain intends to develop residential units on these available land plots.
- The Tabano project is currently in the early permitting stage and is expected to be completed in December 2029.

8min-to-Central, London



- Experience the finest in contemporary living in the exclusive 8min-to-Central residential building.
- Nestled in the highly sought-after area of Ealing Broadway, this prestigious property offers the perfect blend of quaint urban living and proximity to central London.
- 8min-to-Central boasts an exceptional positioning, just a 2-minute walk from the tube and Crossrail station
- This exclusive development offers nine meticulously designed units of 1, 2 and 3 bedrooms, each thoughtfully crafted to provide a haven of elegance and comfort.
- From spacious living areas to designer finishes, every detail has been carefully considered to create a truly exceptional living experience
- This project is under construction and phase 1 is estimated to be ready by Q2 2024.
- For further details please refer this link <https://darglobal.co.uk/8min-to-central/>

Oh So Close, London



- Oh So Close offers an extraordinary residential setting, where modern design seamlessly blends with the peaceful beauty of nature.
- Nestled just steps away from the picturesque Walpole Park and serene Lammas Park, this prestigious property offers the perfect combination of tranquility and convenience.
- Located with the convenience of being a mere 10-minute stroll from West Ealing Station, the heart of Central London can be reached effortlessly within minutes using the recently inaugurated Elizabeth line.
- It features a variety of seventeen 1, 2, and 3-bedroom homes, including spacious duplexes and remarkable lower ground apartments.
- This project is under construction and phase 1 is estimated to be ready in Q2 2024.
- For further details please refer this link <https://darglobal.co.uk/oh-so-close/>

Old Park Lane, London



- Dar Al Arkan Global UK Holdings Ltd and FCP (London) Ltd entered into a joint venture in November 2022 to acquire the Fourth Floor Flat of 149 Old Park Lane, London, United Kingdom.
- The 471 sqm flat has views over Green Park and is in close proximity to Hyde Park, The Ritz, Harrods and Knightsbridge.
- This property is a single apartment on one floor of the building
- The shareholders of the joint venture planned to reconfigure and improve the existing layouts and undertake a full refurbishment of the flat, with an expected completion of the refurbishment in Q1 2024.

6 |

## APPENDIX

## Appendix I – Statement of Financial Position

SAR in 000s	FY 2021	FY 2022	FY 2023	Q1 2023	Q1 2024
Investment properties, net	1,110,414	1,077,808	1,028,213	1,057,839	1,016,241
Long-term development properties	19,285,287	20,563,563	20,261,809	19,186,003	20,553,813
Property and equipment, net	77,653	86,056	103,769	74,348	106,040
Investment in associates and joint ventures	1,195,144	1,030,125	2,603,245	2,169,643	2,577,892
Investment in financial assets	0	215,040	191,730	211,680	176,400
<b>Total non-current assets</b>	<b>21,668,498</b>	<b>22,972,592</b>	<b>24,188,766</b>	<b>22,699,513</b>	<b>24,430,386</b>
Short-term development properties	369,682	144,332	111,478	124,938	111,509
Trade receivables and others	5,770,074	4,455,050	3,882,659	3,829,625	4,202,391
Inventories	0	12,022	22,568	12,353	22,940
Cash and cash equivalents	4,153,426	5,928,857	5,449,833	3,866,352	5,659,186
<b>Total current assets</b>	<b>10,293,182</b>	<b>10,540,261</b>	<b>9,466,538</b>	<b>7,833,268</b>	<b>9,996,026</b>
<b>TOTAL ASSETS</b>	<b>31,961,680</b>	<b>33,512,853</b>	<b>33,655,304</b>	<b>30,532,781</b>	<b>34,426,412</b>
Borrowing-long-term maturity portion	7,039,241	7,814,295	9,032,366	7,377,821	7,344,915
End of service indemnities	22,550	26,911	31,627	27,599	37,413
<b>Total non-current liabilities</b>	<b>7,061,791</b>	<b>7,841,206</b>	<b>9,063,992</b>	<b>7,405,420</b>	<b>7,382,328</b>
Borrowing-Short-term maturity portion	2,374,182	2,959,484	1,047,940	941,255	3,277,235
Trade payables and others	3,029,444	2,721,583	2,942,702	2,120,687	3,017,785
Zakat provision	336,633	386,452	308,789	347,026	313,170
<b>Total current liabilities</b>	<b>5,740,259</b>	<b>6,067,519</b>	<b>4,299,431</b>	<b>3,408,968</b>	<b>6,608,190</b>
<b>Total liabilities</b>	<b>12,802,050</b>	<b>13,908,725</b>	<b>13,363,423</b>	<b>10,814,388</b>	<b>13,990,518</b>
Share capital	10,800,000	10,800,000	10,800,000	10,800,000	10,800,000
Statutory reserve	1,155,147	1,199,319	1,260,395	1,199,319	1,260,395
Other reserves	0	5,040	85,024	1,680	69,694
Retained earnings	7,204,483	7,599,769	8,146,462	7,717,394	8,300,055
<b>Total shareholders' equity</b>	<b>19,159,630</b>	<b>19,604,128</b>	<b>20,291,881</b>	<b>19,718,393</b>	<b>20,430,144</b>
<b>Non-controlling interests</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,750</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>31,961,680</b>	<b>33,512,853</b>	<b>33,655,304</b>	<b>30,532,781</b>	<b>34,426,412</b>

## Appendix II – Statement of Profit or Loss

SAR in 000s	FY 2020	FY 2021	FY 2022	FY 2023	Q1 2023	Q1 2024
Revenue	1,944,854	2,493,078	3,925,499	2,707,100	764,323	864,920
Cost of revenue	(1,270,204)	(1,596,350)	(2,467,912)	(1,636,694)	(463,483)	(509,123)
<b>Gross profit</b>	<b>674,650</b>	<b>896,728</b>	<b>1,457,587</b>	<b>1,070,406</b>	<b>300,840</b>	<b>355,797</b>
%	34.7%	36.0%	37.1%	39.5%	39.4%	41.1%
Operating expenses	(161,109)	(200,559)	(342,076)	(188,981)	(52,944)	(45,593)
Operating profit	513,541	696,169	1,115,511	881,425	247,896	310,204
%	26.4%	27.9%	28.4%	32.6%	32.4%	35.9%
Income from Associates	18,583	19,748	16,413	312,033	24,365	6,909
Depreciation & amortization	(10,223)	(11,386)	(15,858)	(16,115)	(2,806)	(4,986)
<b>EBIT</b>	<b>521,901</b>	<b>704,531</b>	<b>1,116,066</b>	<b>1,177,343</b>	<b>269,455</b>	<b>312,127</b>
%	26.8%	28.3%	28.4%	43.5%	35.3%	36.1%
Other income	143,361	93,888	153,957	213,534	44,327	62,460
Finance cost	(645,883)	(662,977)	(681,637)	(764,459)	(193,141)	(217,056)
<b>PBT</b>	<b>19,379</b>	<b>135,442</b>	<b>588,386</b>	<b>626,418</b>	<b>120,641</b>	<b>157,531</b>
%	1.0%	5.4%	15.0%	23.1%	15.8%	18.2%
Zakat	(585)	(2,922)	(146,666)	(15,660)	(3,016)	(3,938)
<b>Net Income</b>	<b>18,794</b>	<b>132,520</b>	<b>441,720</b>	<b>610,758</b>	<b>117,625</b>	<b>153,593</b>
%	1.0%	5.3%	11.3%	22.6%	15.4%	17.8%
<b>EBITDA</b>	<b>720,490</b>	<b>846,832</b>	<b>1,320,205</b>	<b>1,441,613</b>	<b>325,164</b>	<b>388,370</b>
%	37.0%	34.0%	33.6%	53.3%	42.5%	44.9%

# Appendix III – Statement of Cash Flows

SAR in 000s	FY 2021	FY 2022	FY 2023	Q1 2023	Q1 2024
Profit before Zakat	135,442	588,386	626,418	120,641	157,531
<b>Adjustments for:</b>					
Depreciation & Amortization	48,905	50,182	50,247	11,382	13,457
Provision for expected credit losses	4,453	0	0	0	0
Donations	0	1,637	0	0	0
End of service indemnities	4,557	6,485	5,111	959	810
Gain on disposal of investment in associates	0	(40,378)	0	0	0
Finance costs	662,977	681,637	764,459	193,141	217,056
(Loss) Gain on disposal of property and equipment	0	(8)	0	0	0
Share of net profit from associates and joint ventures	(19,748)	(16,413)	(312,033)	(24,365)	(6,909)
<b>Operating cash flow before WC movements</b>	<b>836,586</b>	<b>1,271,528</b>	<b>1,134,202</b>	<b>301,758</b>	<b>381,945</b>
Development properties – net	(694,309)	(1,039,884)	350,498	1,408,765	(288,534)
Trade receivables and others	(1,125,349)	1,315,058	572,391	625,425	(236,172)
Inventories	0	(12,022)	(10,546)	(331)	(372)
Trade payables and others	1,786,706	(322,478)	202,434	(600,896)	34,215
<b>Cash from operations</b>	<b>803,634</b>	<b>1,212,202</b>	<b>2,248,979</b>	<b>1,734,721</b>	<b>(108,918)</b>
Finance costs	(630,945)	(656,840)	(735,839)	(185,640)	(209,221)
Zakat paid	(103,483)	(96,847)	(93,323)	(42,442)	0
End of service indemnities paid	(2,400)	(4,386)	(3,384)	(271)	(190)
<b>Net Cash flow from (used in) operating activities</b>	<b>66,806</b>	<b>454,129</b>	<b>1,416,433</b>	<b>1,506,368</b>	<b>(318,329)</b>
Investment in associates	(1,849)	(75,341)	(1,157,793)	(1,115,153)	0
Proceeds from disposal of investment in associates / Acquisition of a subsidiary, net of cash acquired	0	87,117	0	0	(788)
Proceeds from disposal of property and equipment	0	0	13,661	13,357	0
Investment properties	(542)	(5,594)	(427)	(418)	0
Purchase of property and equipment (net)	(6,587)	(20,439)	(19,323)	(4,455)	(1,069)
<b>Net cash flows used in investing activities</b>	<b>(8,978)</b>	<b>(14,257)</b>	<b>(1,163,882)</b>	<b>(1,106,669)</b>	<b>(1,857)</b>
Long term borrowings	(836,062)	1,335,559	(722,094)	(2,462,204)	530,010
Payment of principal portion of lease liabilities	0	0	(9,481)	0	(471)
<b>Net cash flows from (used in) financing activities</b>	<b>(836,062)</b>	<b>1,335,559</b>	<b>(731,575)</b>	<b>(2,462,204)</b>	<b>529,539</b>
<b>Increase / (decrease) in cash and cash equivalents</b>	<b>(778,234)</b>	<b>1,775,431</b>	<b>(479,024)</b>	<b>(2,062,505)</b>	<b>209,353</b>
<b>Cash and cash equivalents, beginning of the period</b>	<b>4,931,660</b>	<b>4,153,426</b>	<b>5,928,857</b>	<b>5,928,857</b>	<b>5,449,833</b>
<b>Cash and cash equivalents, end of the period</b>	<b>4,153,426</b>	<b>5,928,857</b>	<b>5,449,833</b>	<b>3,866,352</b>	<b>5,659,186</b>

## Disclaimer

**THIS PRESENTATION IS NOT FOR PUBLICATION, RELEASE OR DISTRIBUTION, DIRECTLY OR INDIRECTLY, INTO AUSTRALIA, CANADA, JAPAN OR THE UNITED STATES.**

**THIS PRESENTATION IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL SECURITIES. IT IS SOLELY FOR USE AT AN INVESTOR PRESENTATION AND IS PROVIDED AS INFORMATION ONLY. THIS PRESENTATION DOES NOT CONTAIN ALL OF THE INFORMATION THAT IS MATERIAL TO AN INVESTOR.**

The securities mentioned herein have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (the **Securities Act**) nor with any securities regulatory authority of any state or other jurisdiction in the United States and may not be offered or sold in the United States or sold to, or for the account or benefit of U.S. persons (as such term is defined in Regulation S under the Securities Act) except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. No public offer of, or registration of any part of, the securities mentioned herein is being made in the United States.

This announcement is not being made, and this announcement has not been approved, by an authorised person for the purpose of section 21 of the Financial Services and Markets Act 2000 (the **FSMA**). Accordingly, this communication is not being distributed to, and must not be passed on to the general public in the United Kingdom. This communication is directed solely at (i) persons outside the United Kingdom, (ii) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 as amended (the **Order**), (iii) high net worth entities, and other persons to whom it may lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order and (iv) any other persons to whom it may otherwise be lawfully distributed in accordance with the Order (all such persons in (i)-(iv) above being **relevant persons**). Any investment activity to which this communication relates will only be available to and will only be engaged with relevant persons. Any person who is not a relevant person should not act or rely on this communication or any of its contents. This communication does not constitute an offer of securities to the public in the United Kingdom pursuant to an exception contained in the FSMA in connection with offers to a restricted category of qualified investors.

This presentation is provided for information purposes and is intended for your use only. The provision of information is not based on your individual circumstances and should not be relied upon as an assessment of suitability for you of a particular product or transaction. Even if we possess information as to your objectives in relation to any transaction or series of transactions, this will not be deemed sufficient for any assessment of suitability for you of any transaction or series of transactions. Any person considering the purchase of the securities described herein must inform

himself independently based solely on the prospectus in relation to such securities (including any supplement thereto) available when orders are confirmed before taking any investment decision.

This presentation contains data compilations, writings and information that are proprietary and protected under copyright and other intellectual property laws, and may not be redistributed or otherwise transmitted by you to any other person for any purpose.

This presentation may contain "forward-looking" information. Such information may include, but is not limited to, projections, forecasts or estimates of cash flows, yields or return, scenario analyses and proposed or expected portfolio composition. Any forward-looking information is based upon certain assumptions about future events or conditions and is intended only to illustrate hypothetical results under those assumptions (not all of which are specified herein or can be ascertained at this time). When evaluating any forward looking information you should understand the assumptions used and, together with your independent advisors, consider whether they are appropriate for your purposes. Any estimates and opinions included herein constitute judgments as of the date hereof and are subject to change without any notice.

This presentation does not disclose all the risks and other significant issues related to an investment in any securities/transaction. Prior to transacting, potential investors should ensure that they fully understand the terms of any securities/transaction and any applicable risks. This document is not a prospectus for any securities and does not contain an offer to sell any securities. Investors should only subscribe for any securities on the basis of information in the relevant prospectus and term sheet, including (without limitation) the risks described in the relevant prospectus, and not on the basis of any information provided herein. The merits or suitability of any securities to any investor's particular situation should be independently determined by such investor. Any such determination should involve, inter alia, an assessment of the legal, tax, accounting, regulatory, financial, credit and other related aspects of any securities.

This presentation is strictly private and confidential and may not be taken away, reproduced or further distributed to any other person or published, in whole or in part, for any purpose.

By accepting this document you will be taken to have represented, warranted and undertaken that (i) you are a person to whom this presentation may be given (as described above); (ii) you have read and agree to comply with the contents of this notice; and (iii) you will treat and safeguard as strictly private and confidential all such information and take all reasonable steps to preserve such confidentiality.

## OUR OFFICES

---

### RIYADH, KSA

12622 Makkah Road,  
Al Wizarat,  
Beside Riyadh Marriott Hotel,  
Riyadh.  
800 123 3333  
info@alarkan.com

---

### BEIJING, CHINA

303-309, North Tower,  
Beijing Kerry Centre,  
No.1 Guanghua Road,  
Chaoyang District  
Beijing  
+86 132 5888 6222

---

### LONDON, UK

50 Hans Crescent,  
Knightsbridge,  
London, SW1X 0NA

---

### MARBELLA, SPAIN

Marbella's Golden Mile at  
Marbella Club Hotel

---

### DUBAI, UAE

Conrad Dubai,  
Sheikh Zayed Road,  
Opposite World Trade Centre,  
PO Box 2523, Dubai.  
+971 800 40404  
info@alarkan.com

---

### SARAJEVO, BiH

Ul. Fra Andela,  
Zvizdovica Br. 1,  
D-mezanin,  
71 000 Sarajevo,  
BiH  
info@alarkan.com

---

### RIYADH, KSA

Shams Ar Riyadh,  
13913 Salbukh Road,  
Riyadh.  
800 123 3333  
info@alarkan.com

---

### MEDINA, KSA

Prince Sultan Road  
– Al Hijra, Al Madinah  
Al Munawarah,  
Medina.  
800 123 3333  
info@alarkan.com

---

### RIYADH, KSA

Al Aflaj,  
As Suwaidi,  
12796, Riyadh.  
800 123 3333  
info@alarkan.com

---

### JEDDAH, KSA

Ash Shati, 23613,  
King Abdulaziz Road,  
Jeddah.  
800 123 3333  
info@alarkan.com



# Thank you

Investor Relations  
Riyadh – Saudi Arabia  
Tel: +966 11 206 9888 Ext:1680  
[ir@alarkan.com](mailto:ir@alarkan.com)