

INVESTOR RELATION PRESENTATION

FOR Q4-2021 | MAZAYA REAL ESTATE DEVELOPMENT Q.P.S.C.



TORNADO TOWER
WEST BAY

DOHA, QATAR
P.O. Box 18132

Tel +974 40121212
Fax +974 40121213

www.mazayaqatar.com

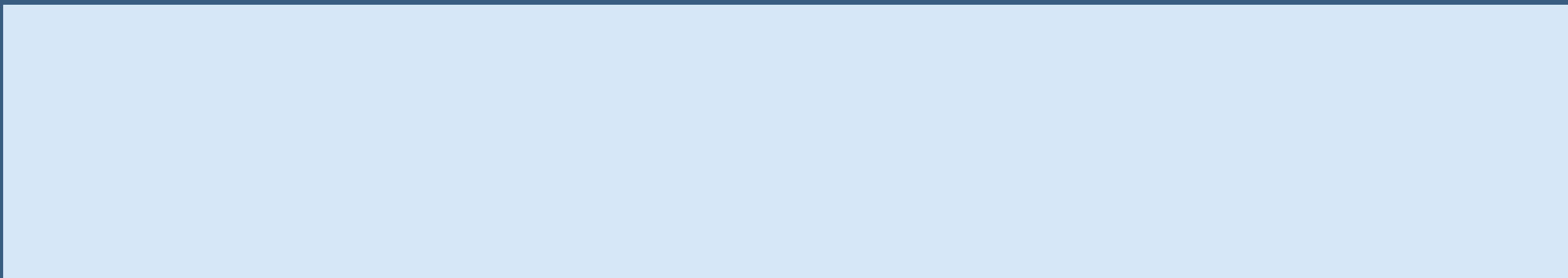
ABOUT MAZAYA

Mazaya Real Estate Development is a "Qatari Public Shareholding Company", established on 10 January 2008 with a capital of QR 1 Billion. It was established under Article No.68 of the Law No. 5 of 2002 concerning the issuance of commercial companies, and according to the terms and conditions of the Memorandum of Association of the company and its Articles of Association. The establishment of the company was approved under a decision by his Excellence Minister of Business and Commerce No. 22 of 2008. The Articles of Association was further amended in accordance to Law No. 11 of 2015. The company's shares were listed on the Qatar Stock Exchange on the 17 October 2010. On July 17, 2019 the capital was split to become 1,157,625,000 Shares equivalent to QR 1,157,625,000 (1 QR per Share) from 115,762,500 Shares equivalent to QR 1,157,625,000 (10 QR per Share).

The company operates in agreement with the provisions of the Islamic law, and specializes in such real estate investment and development as: the establishment of residential, commercial and industrial compounds, real estate studies and consulting, contracting, maintenance, brokerages and commission agencies, property-related commercial and real estate representation, marketing, buildings and facilities management, mechanical and electrical equipment and appliances, import and export related to company purposes, and investment of company funds as a form of effective management of the company's liquidity at the discretion of the Board of Directors, and any other activities or purposes as subsequently determined by the General Meeting of the company to the extent permitted under the Qatari regulations and laws in force and effect.



FINANCIALS



Balance Sheet Actual Dec 2021 Vs Actual Dec 2020

	31 December 2021	31 December 2020	Variance	
	QR	QR	QR	%
ASSETS				
Non-current assets				
Property and equipment	551,366	522,394	28,972	6%
Investment properties	769,030,098	900,098,548	(131,068,450)	-15%
Project in progress	--	65,996,712	(65,996,712)	-100%
Right-of-use of assets	1,757,505	3,927,020	(2,169,515)	-55%
Investment securities	18,355,561	18,705,561	(350,000)	-2%
Wakala investments	27,677,197	29,177,197	(1,500,000)	-5%
Finance lease receivable	1,102,424,267	1,134,532,248	(32,107,981)	-3%
	1,919,795,994	2,152,959,680	(233,163,686)	-11%
Current assets				
Finance lease receivable	32,107,981	30,177,236	1,930,745	6%
Receivables and prepayments	35,830,624	9,506,526	26,324,098	277%
Islamic bank balances and cash	63,255,393	79,368,669	(16,113,276)	-20%
	131,193,998	119,052,431	12,141,567	10%
TOTAL ASSETS	2,050,989,992	2,272,012,111	(221,022,119)	-10%

Balance Sheet Actual Dec 2021 Vs Actual Dec 2020

	31 December 2021	31 December 2020	Variance	
	QR	QR	QR	%
EQUITY AND LIABILITIES				
Equity				
Share capital	1,157,625,000	1,157,625,000	-	0%
Treasury shares	--	(8,983,416)	8,983,416	-100%
Legal reserve	58,005,878	58,005,878	-	0%
Retained earnings	(232,606,681)	42,836,137	(275,442,818)	-643%
Total equity	983,024,197	1,249,483,599	(266,459,402)	-21%
Non-current liabilities				
Islamic finance facilities	800,000,000	690,083,735	109,916,265	16%
Lease liabilities	--	2,033,430	(2,033,430)	-100%
Employees' end of service benefits	1,925,180	2,915,962	(990,782)	-34%
	801,925,180	695,033,127	106,892,053	15%
Current liabilities				
Islamic finance facilities	151,879,315	66,108,368	85,770,947	130%
Lease liabilities	1,713,698	2,914,008	(1,200,310)	-41%
Income tax payable	352,738	379,248	(26,510)	-7%
Payables and other liabilities	112,094,864	258,093,761	(145,998,897)	-57%
	266,040,615	327,495,385	(61,454,770)	-19%
Total liabilities	1,067,965,795	1,022,528,512	45,437,283	4%
TOTAL EQUITY AND LIABILITIES	2,050,989,992	2,272,012,111	(221,022,119)	-10%

Income Statement Actual Dec 2021 Vs. Dec 2020

	31 December 2021	31 December 2020	Variance	
	QR	QR	QR	%
Finance income	70,522,764	72,337,407	(1,814,643)	-3%
Rental income	32,735,381	27,549,814	5,185,567	19%
Revenue from property management	822,987	--	822,987	100%
Operating expenses	(12,866,888)	(9,650,416)	(3,216,472)	33%
Income from operations	91,214,244	90,236,805	977,439	1%
Net fair value (loss) / gain on investment properties	(198,400,000)	3,654,190	(202,054,190)	-5529%
Impairment loss on project in progress	(68,300,099)	--	(68,300,099)	100%
Share of loss from investment in associate	(350,000)	(932,955)	582,955	-62%
Provision for impairment on Wakala investments	(1,500,000)	(1,500,000)	-	0%
Gain on sale of property and equipment	--	236,000	(236,000)	-100%
Other income	709,744	516,464	193,280	37%
General and administrative expenses	(25,415,813)	(23,385,863)	(2,029,950)	9%
Amortization of rights-of-use assets	(1,302,288)	(2,356,211)	1,053,923	-45%
Depreciation	(406,922)	(177,464)	(229,458)	129%
Finance costs	(44,643,927)	(34,879,900)	(9,764,027)	28%
Profit for the year	(248,395,061)	31,411,066	(279,806,127)	-891%
Income tax	(353,354)	(379,248)	25,894	-7%
Net profit	(248,748,415)	31,031,818	(279,780,233)	-902%
Other comprehensive income	-	-	-	-
Total comprehensive income for the year	(248,748,415)	31,031,818	(279,780,233)	-902%
Basic and diluted earnings per share	(0.21)	0.03	(0.24)	-883%



PROJECTS



MAZAYA



Revaluation of investments

The company carried out a comprehensive re-evaluation of the real estate portfolio which led to a decrease of 11% in the company's assets. A provision was reserved for QR 272 million against real estate investments, as follows:

TALA Residence

Tala Residence was leased to Qatar Foundation on a 10-year contract that ends in August 2022, and if it is leased in the current market situation compared to that time, there will be a significant decrease in the rental value. Accordingly, a provision was booked for the decrease in accordance with international accounting standards, amounting to QR 148 million. Approximately 54% of the Provisions for the year 2021.



Marina Project - Lusail

With regard to the Marina project, which faced many challenges, we are currently reviewing with Qatar Foundation the terms of the contract concluded with them under BOT and looking for ways to change the project's activity to suit developments and changes in the real estate market in general and the Lusail area in particular, and given the uncertainty in the possibility of continuing the project, a provision has been reserved for the full book value of the project. In the event that an agreement is reached, and the project is launched, part or all of these provisions can be recovered. The allocation for the Marina project is A provision of QR70 million was booked. Approximately 26% of the Provisions for the year 2021.



AL-SADD PROPERTY

On the date specified earlier. It was stated that the Ministry officially received the buildings and accompanying facilities which were thoroughly inspected in early August. Accordingly, the rent will be calculated from the beginning of August with an estimated annual return of 7.5% for a period of 5 years, subject to renewal.

Our contribution comes in response to the call from the Supreme Committee for the delivery and legacy of Real estate owners and developers. It is to reach out to them in order to provide their properties in the preparations for the 2022 World Cup. As per the leasing system, the buildings will be handed over to the Supreme Committee for Delivery & Legacy to host the public and visitors coming to attend the World Cup matches. This is based on the memorandum signed between the Ministry of Administrative Development, Labor and Social Affairs and the Supreme Committee for Delivery & Legacy for 2022.

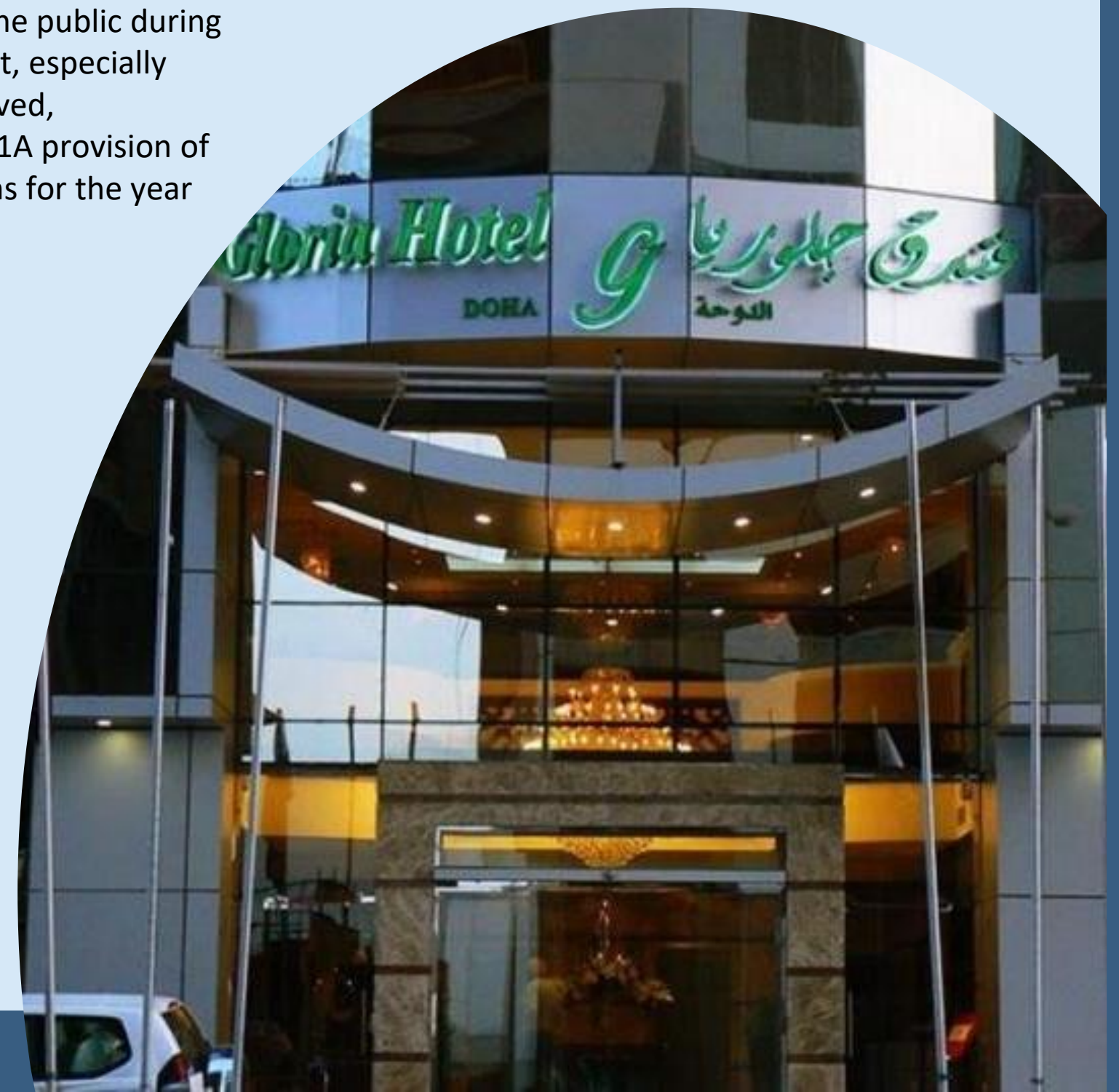
Mazaya is keen on the state's participation ensuring the comfort and safety of all guests (fans & visitors) in addition to giving them an exceptional and unique experience during their stay.

The project consists of 155 housing units covering an area of 6659 square meters. It is divided into two types of units, including both two and three bedrooms. Each building has a swimming pool and fitness rooms. The buildings also have private parking spaces for 165 cars. The project is located in a popular location, Al Sadd area which is also convenient as it is close to all the services required on a daily basis



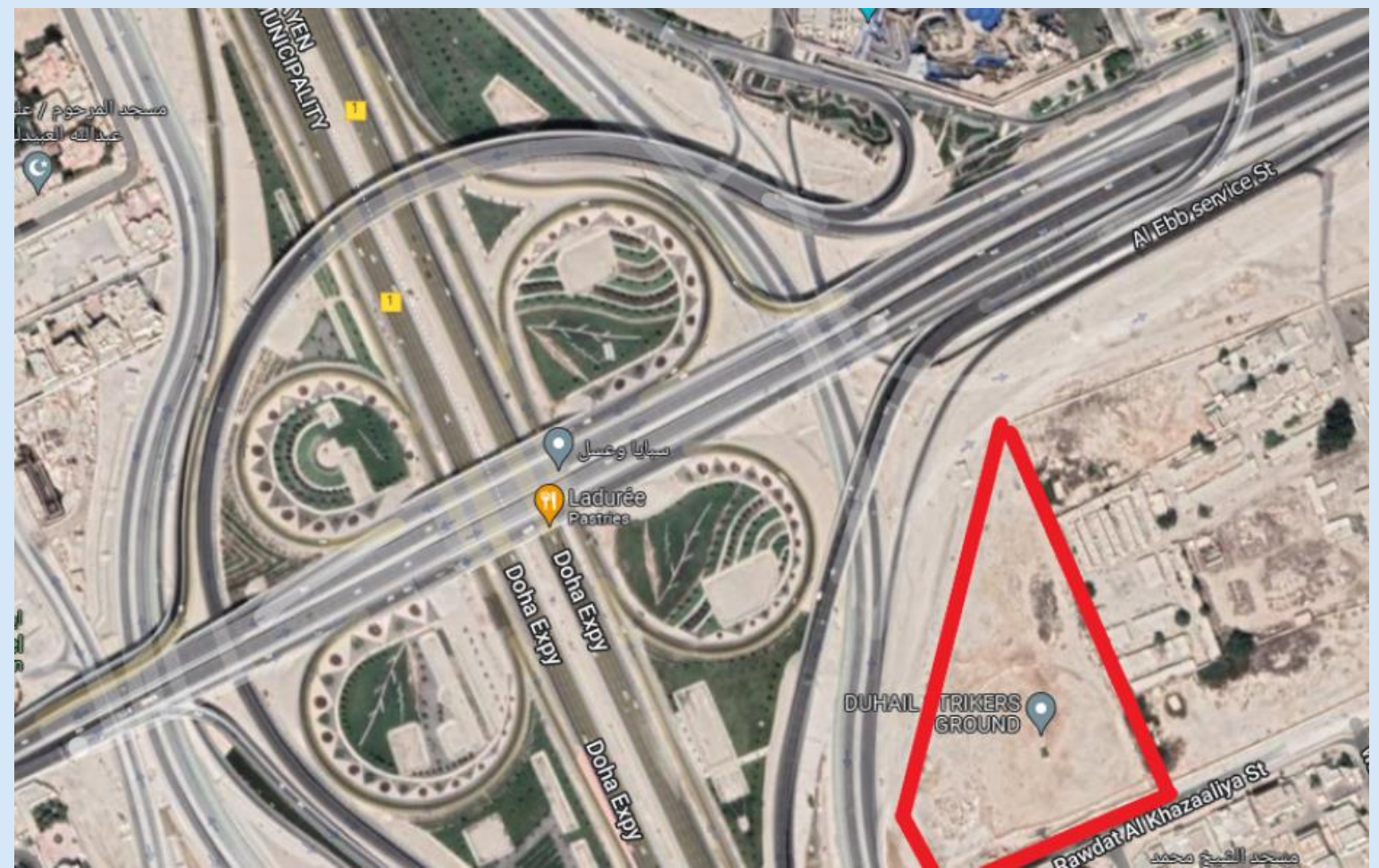
Gloria Hotel

The company is currently carrying out a comprehensive maintenance of the Gloria Hotel and its complete renovation to keep pace with the requirements of the tourism market and meet the needs of visitors to Qatar and the public during the 2022 World Cup. In order to show the real value of the project, especially during the renewal period, a provision of QR 20 million was reserved, approximately 7.5% of the size of the allocations for the year 2021A provision of 20 million riyals was booked. Approximately 7.5% of the Provisions for the year 2021.



Al Da'ayen land

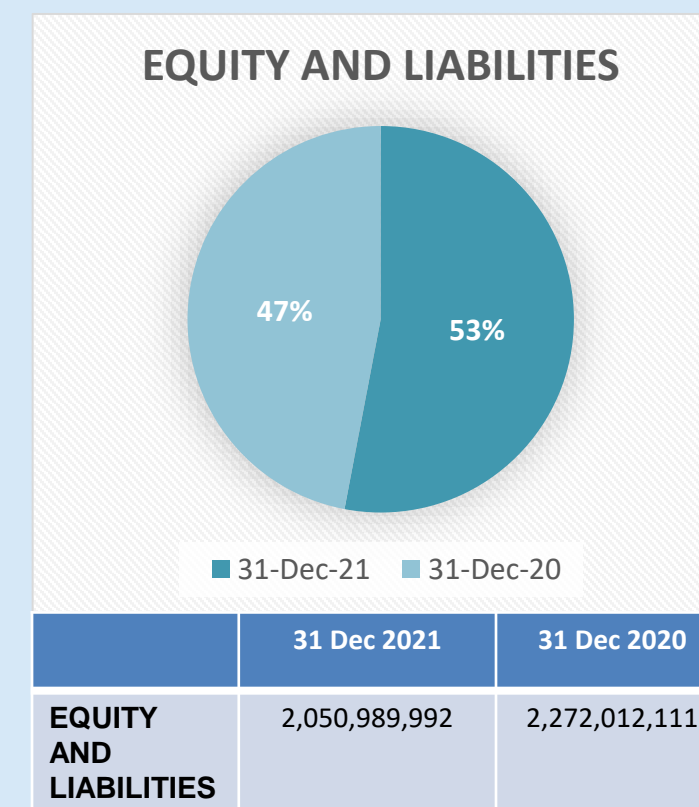
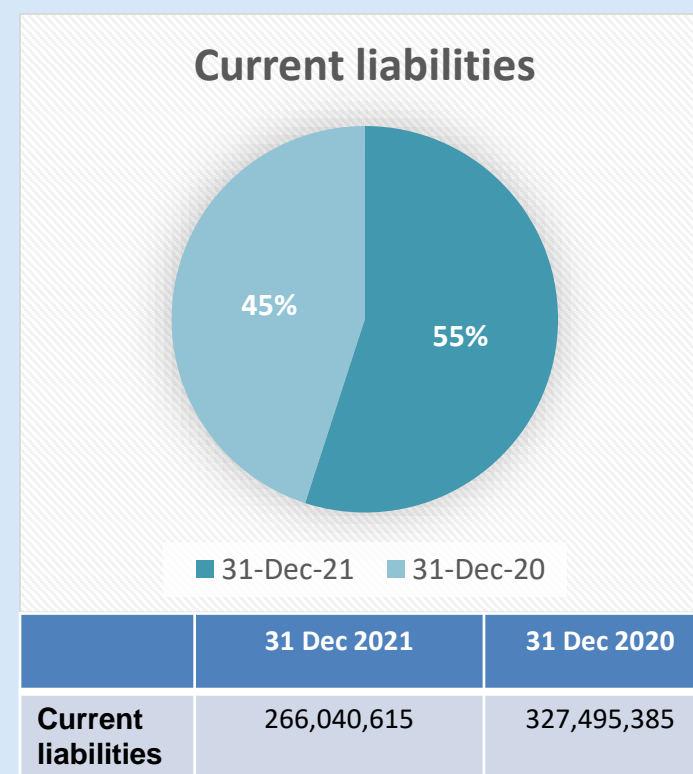
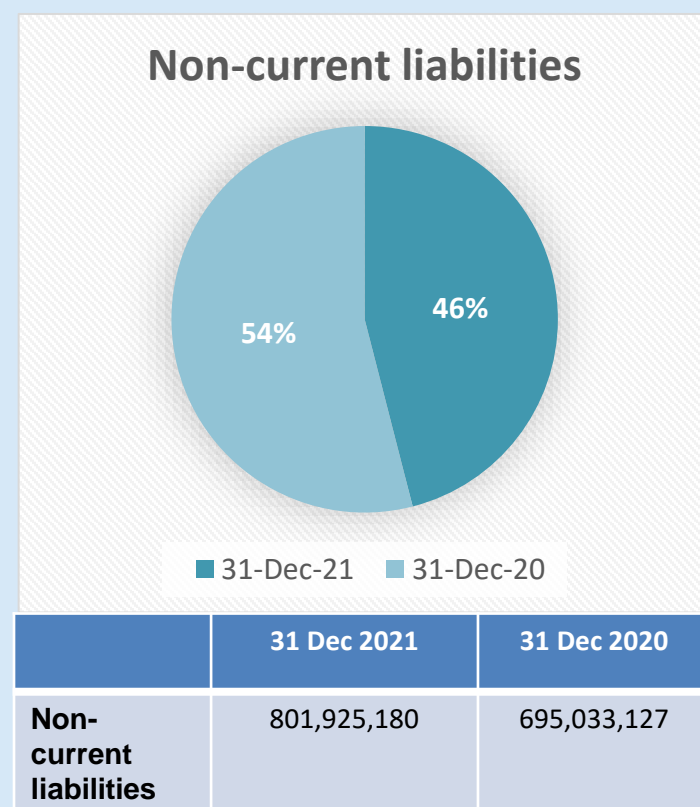
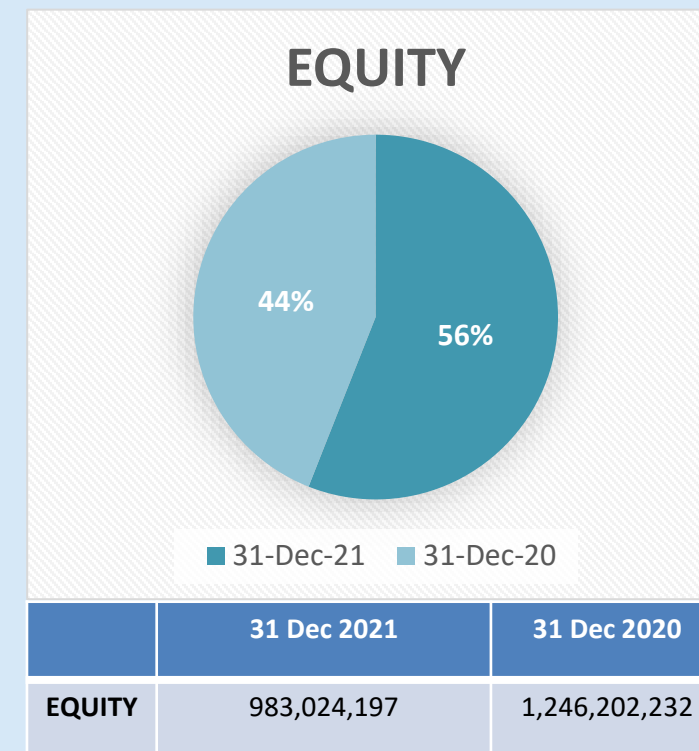
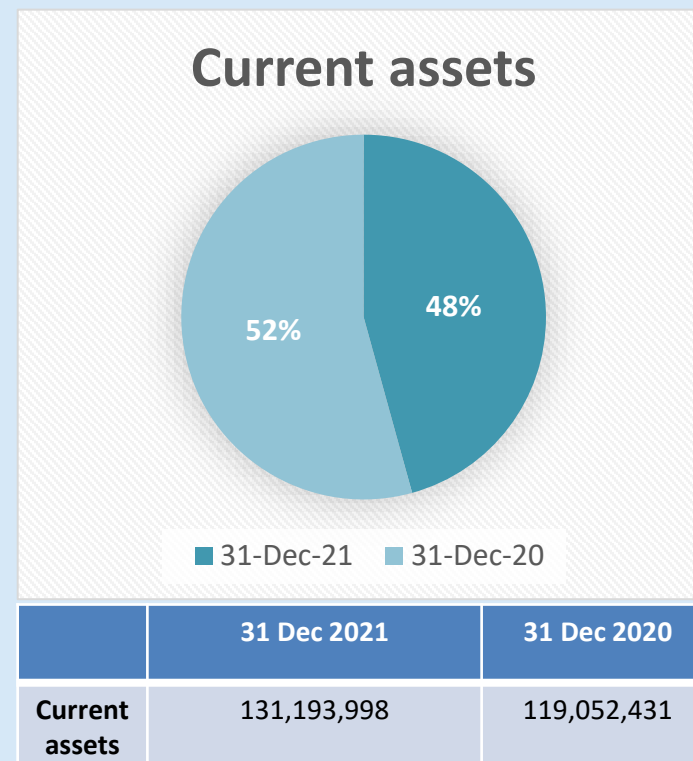
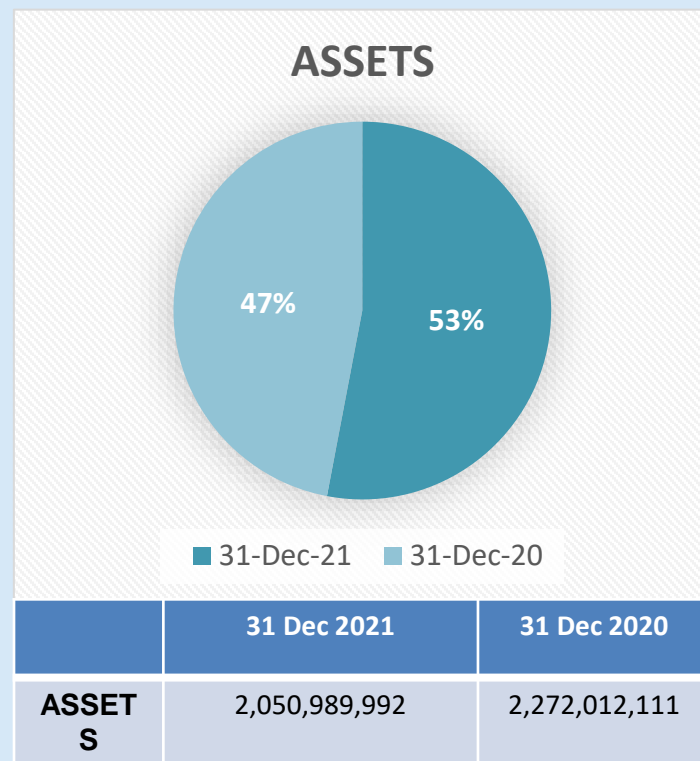
As for Al Da'ayen land, in the year 2020, the use of the land was changed from commercial land to residential land, and during this period, negotiations were conducted with the concerned authorities, either to restore the commercial license or replace it with another land that allows the company to develop it. In order to hedge any decrease in value, a provision of 30 million riyals has been booked, approximately 11% of the provisions for the year 2021.



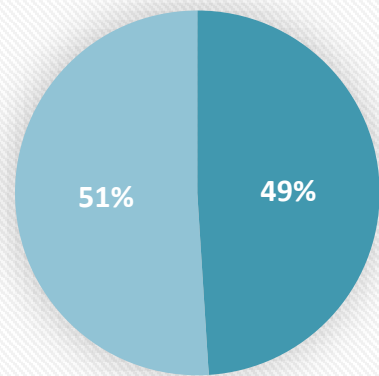


The Company Strategy

- Enhancing investments and developing the real estate portfolio with 500 million riyals, which started by investing 220 million riyals in real estate with fixed income for several years with an estimated return of 7%, and the portfolio will be completed within the next two years.
- The company will start activating real estate development activity through the sale of residential units and the first of these projects will be launched in 2022.
- The company will also seek to benefit from the renaissance in the tourism sector, as it is currently working to benefit from it by securing accommodation for visitors during the 2022 World Cup period inside its properties. And It will seek to benefit from the facilities offered by the government to activate the market by supporting tourism, golden residency and foreign ownership.



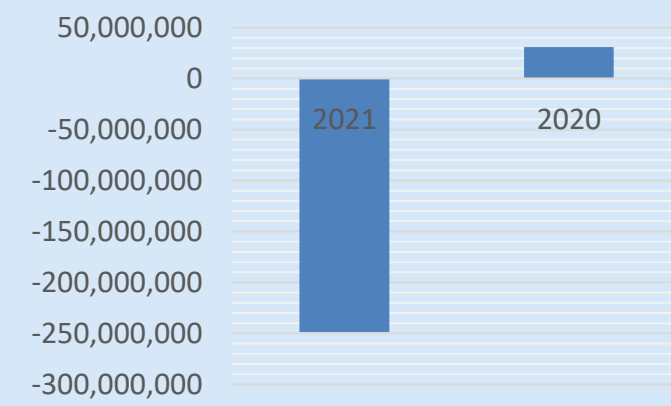
Gross profit



■ 31-Dec-21 ■ 31-Dec-20

	31 Dec 2021	31 Dec 2020
Gross profit	91,214,244	90,736,805

Total comprehensive income for the year



	31 Dec 2021	31 Dec 2020
Total comprehensive income	(248,748,415)	31,031,818



Q&A



MAZAYA

THANK YOU

