

# Cenomi Centers

## Earnings Presentation

For the period ending 31 March 2024

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# Q1 2024 Highlights

## Strong Q1-24 results driven by growth and key financing transactions



**31.7** m

Footfall

▲ 9.6% QOQ Q4-23

▲ 7.8% YOY Q1-23



**92.5%**

LFL<sup>1</sup> Occupancy

▼ 0.4pp QOQ Q4-23

▲ 0.2pp YOY Q1-23



SAR **585.8** m

Revenues

SAR 544 m (Q4)

▲ 7.7% QOQ Q4-23

▲ 1.6% YOY Q1-23



SAR **323.0** m

EBITDA

SAR 301.4 m (Q4)

▲ 7.2% QOQ Q4-23

▼ 40.5% YOY Q1-23



SAR **50.7** m

Net fair value gain on investment properties



SAR **5.25** bn

Shariah Compliant facilities

- Sustainability-linked pricing
- 3.5 year grace period
- 12-y term on term loan



USD **600** m

Shariah-compliant sukuk issue

- 3.2 x oversubscribed
- 9.5% profit rate



SAR **200** m

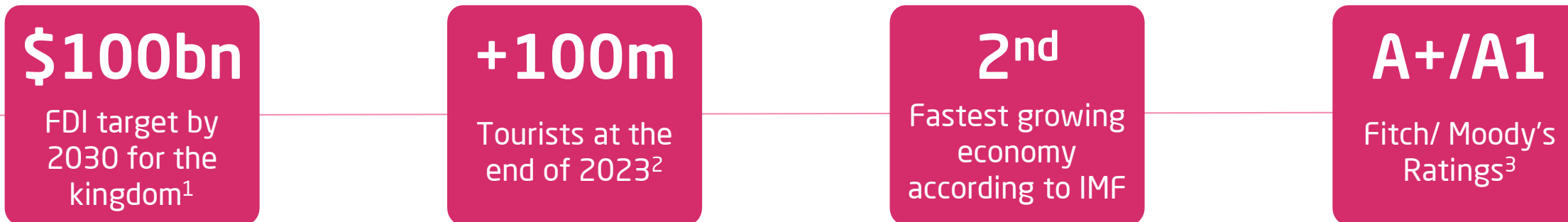
Sahara Plaza Sale

- Transaction agreed
- Pending title transfer

SAR 1.1 bn sold as of Mar-24



# Cenomi Centers is poised to benefit from favourable macro fundamentals and market opportunity



1

KSA economy continues to be the largest in the GCC with nominal GDP larger than the combined total of the rest of the GCC. Non oil growth 2.8% in Q1 24

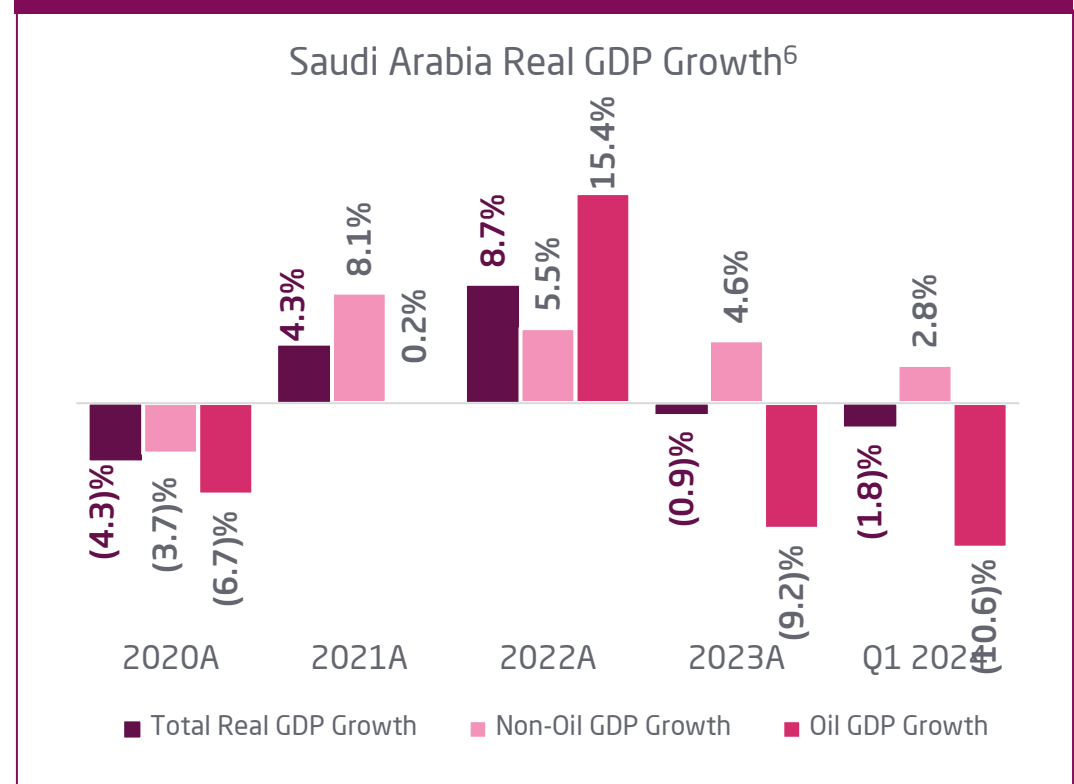
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Although real GDP shrunk in 2023 - as a result of decline in oil activities, IMF projections signal a rebound to 2.6% and 6% growth in 2024 and 2025, respectively.

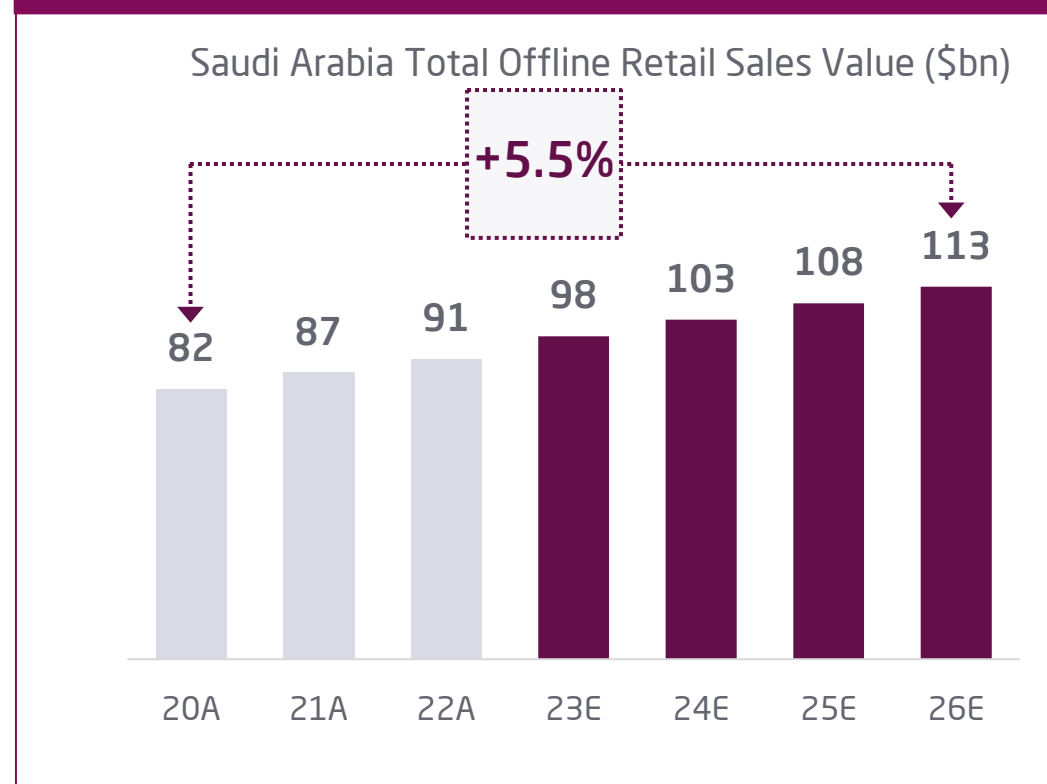
3

Saudi tourism sector continues to make tangible contribution to the economy with total inbound tourists surpassing 100mn in 2023 with attributable expenditures worth SAR 100bn<sup>4</sup>.

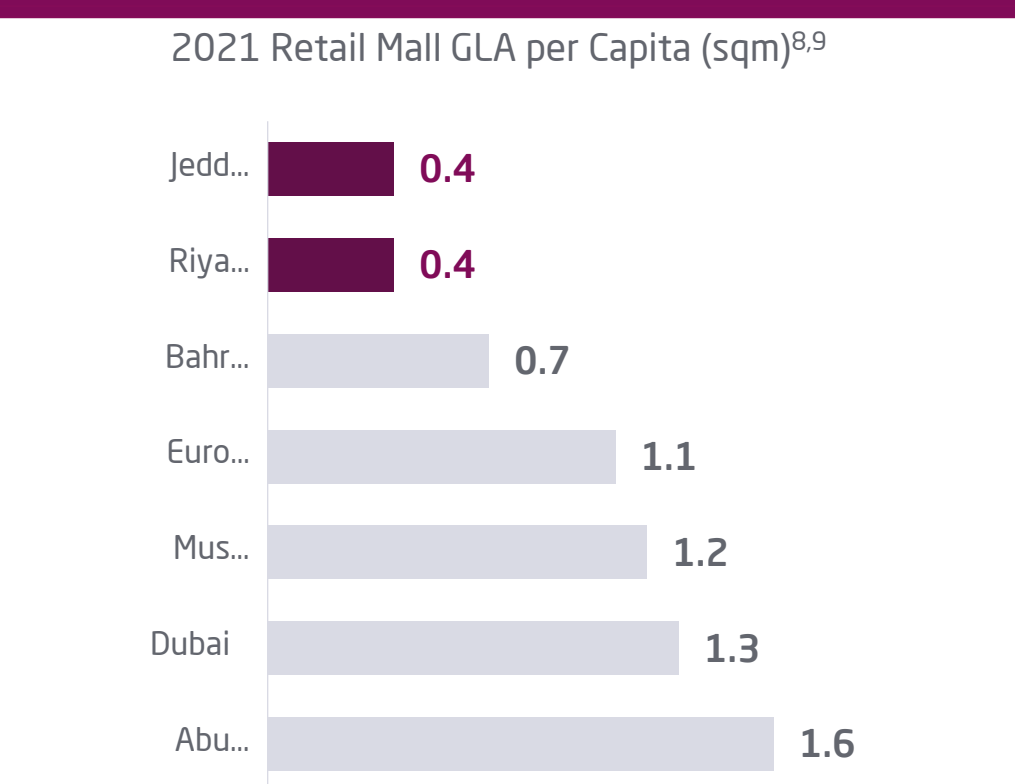
## GDP expected to strengthen in 2024 With Strong Non-Oil GDP Growth



## Retail growth in the Kingdom



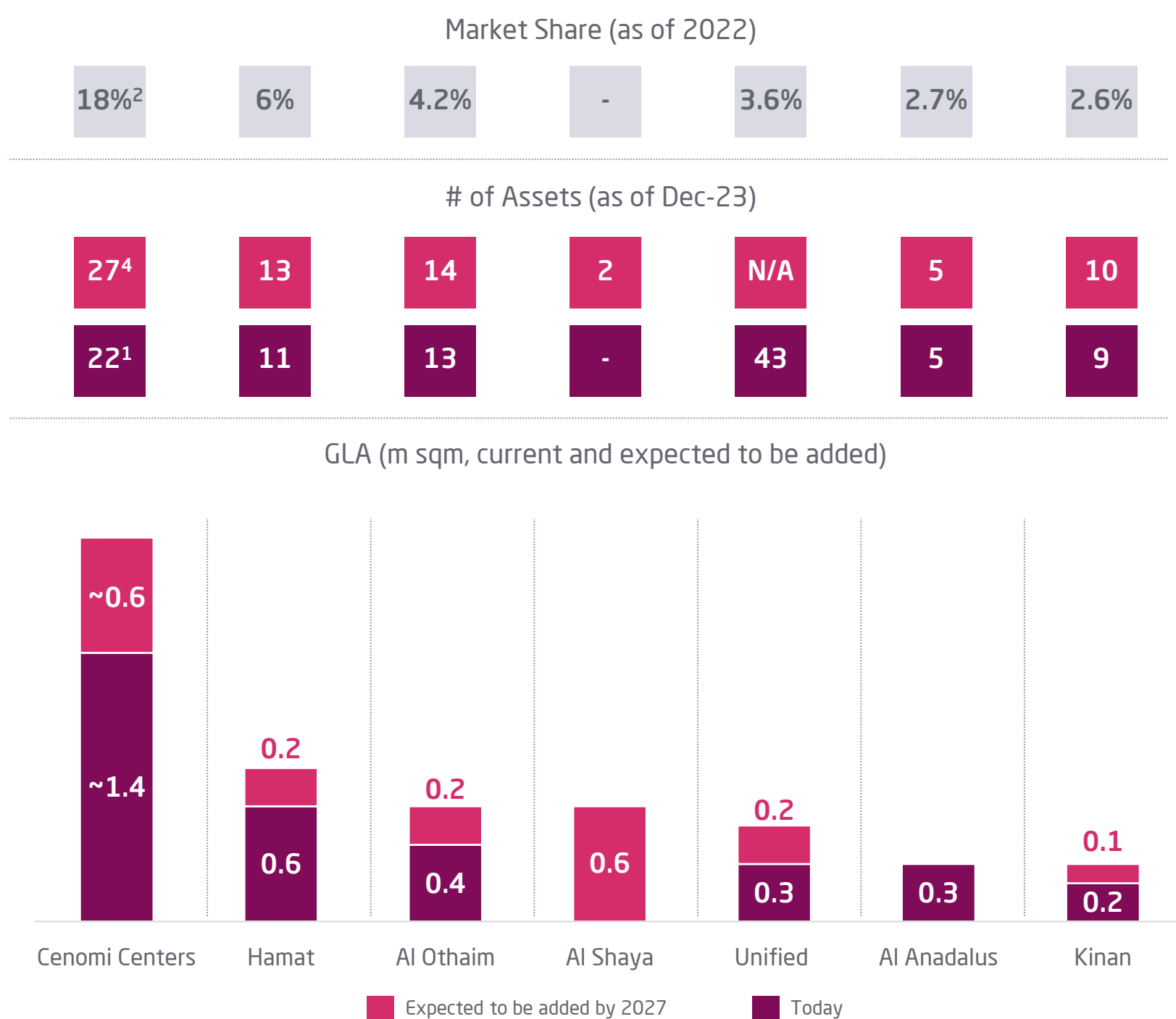
## Significant Under penetration in Riyadh & Jeddah vs. Other Major Regional Cities



# Cenomi Centers dominates Saudi Arabia's organized retail space sector and will continue to grow its portfolio to maintain its leadership

**10** Cities  
**~1.4m** GLA<sup>1</sup> (sqm)  
**~31.7m** Footfall

## Strategically Located Assets Covering ~80% of Population



**Jeddah**

- Aziz Mall
- Mall of Arabia
- Haifa Mall
- Salaam Mall
- Yasmin Mall
- Jeddah Park
- U Walk Jeddah
- Jawharat Jeddah

**Riyadh**

- Sahara Plaza<sup>3</sup>
- Salaam Mall
- Tala Mall
- The View
- Nakheel Mall
- Hamra Mall
- U Walk Riyadh
- Murcia Mall
- Jawharat Riyadh

**Makkah**

- Makkah Mall

**Qassim**

- Nakheel Plaza
- Qassim Walk

**Taif**

- Jouri Mall

**Madinah**

- Noor Mall

**Hofuf**

- Ahsa Mall

**Jubail**

- Jubail Mall
- Jubail Marina Mall

**Al Khobar**

- Jawharat Al Khobar

**DMA**

- Mall of Dhahran
- Nakheel DMA

Legend: ■ Top cities, ● Other cities

# Driving growth & business excellence through 5 Clearly defined strategic pillars

## Delivering key achievements against company strategy





**Tangible progress towards delivering flagship & lifestyle destinations and GLA enhancement by ~44% by 2027**

**3 Flagship Destinations**

Jawharat Riyadh



GLA ..... 183K sqm  
Outlets ..... 370+  
Expected Opening 2025

Jawharat Jeddah



GLA ..... 109K sqm  
Outlets ..... 190+  
Expected Opening 2025

Jawharat Al Khobar



GLA ..... 160K sqm  
Outlets ..... 380+  
Expected Opening 2027

Grand Opening Held on  
15-Feb-2024  
80% pre-let

**4 Lifestyle Destinations**

U Walk Jeddah



GLA ..... 60K sqm  
Outlets ..... 130+

Jubail Marina Mall



GLA ..... 30K sqm  
Outlets ..... 70+  
Expected Opening H2 2024

U Walk Qassim



GLA ..... 70K sqm  
Outlets ..... 135+  
Expected Opening 2026

Murcia Mall

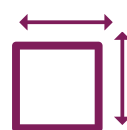


GLA ..... 45K sqm  
Outlets ..... 150+  
Expected Opening 2027

## Development of flagship Jawharats' well-underway and on track to open in H2 2025

### Jawharat Riyadh



 185,000 sqm


 300+ stores, restaurants, co-working spaces, and 50,000 sqm of office space

 30+ first-to-KSA brands and 70+ flagship stores


 First and largest dedicated luxury wing at over 25,000 sq m with 60 luxury brands and services

 38% of GLA dedicated to luxury and premium brands.

 Multiple #1 visited attractions and entertainment concepts from the US, Dubai, and Asia

 Drive tourism for KSA and create 4,000 jobs.

 Over 20 million visitors a year

 65% of High-Income Households and 75% Mid-Income Households within a 30-min drive.

 #1 retail destination in terms of spend with total spend potential of 5Bn+ SAR 2-3 x Grade A malls in Riyadh

 First Gold LEED Mall - a first for KSA malls.


### Jawharat Jeddah




 100,000 sqm GLA

 Over 190 stores

 Over 20 new brands to Jeddah and over 50 flagship stores

 Dedicated luxury wing inside a shopping mall, spanning over 20,000 sqm

 30% of GLA dedicated to luxury and premium brands.

 Unique all-age world-class entertainment concepts.

 The mall is expected to attract 18 million with a spend potential of over SAR 3Bn - 2-3 x Grade A malls in Jeddah

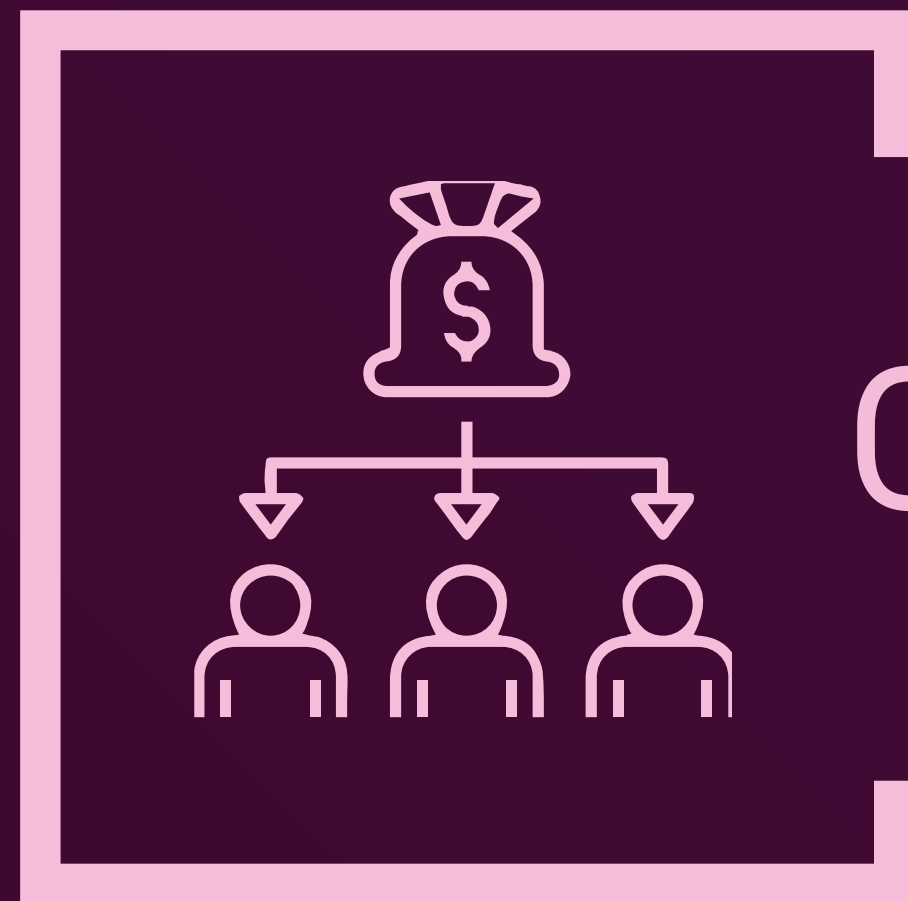
 Catchment captures all High-Income Households within a 30-min drive

 Gold LEED a first for KSA malls.

## Jawharat Riyadh: Where Lifestyle Meets Luxury

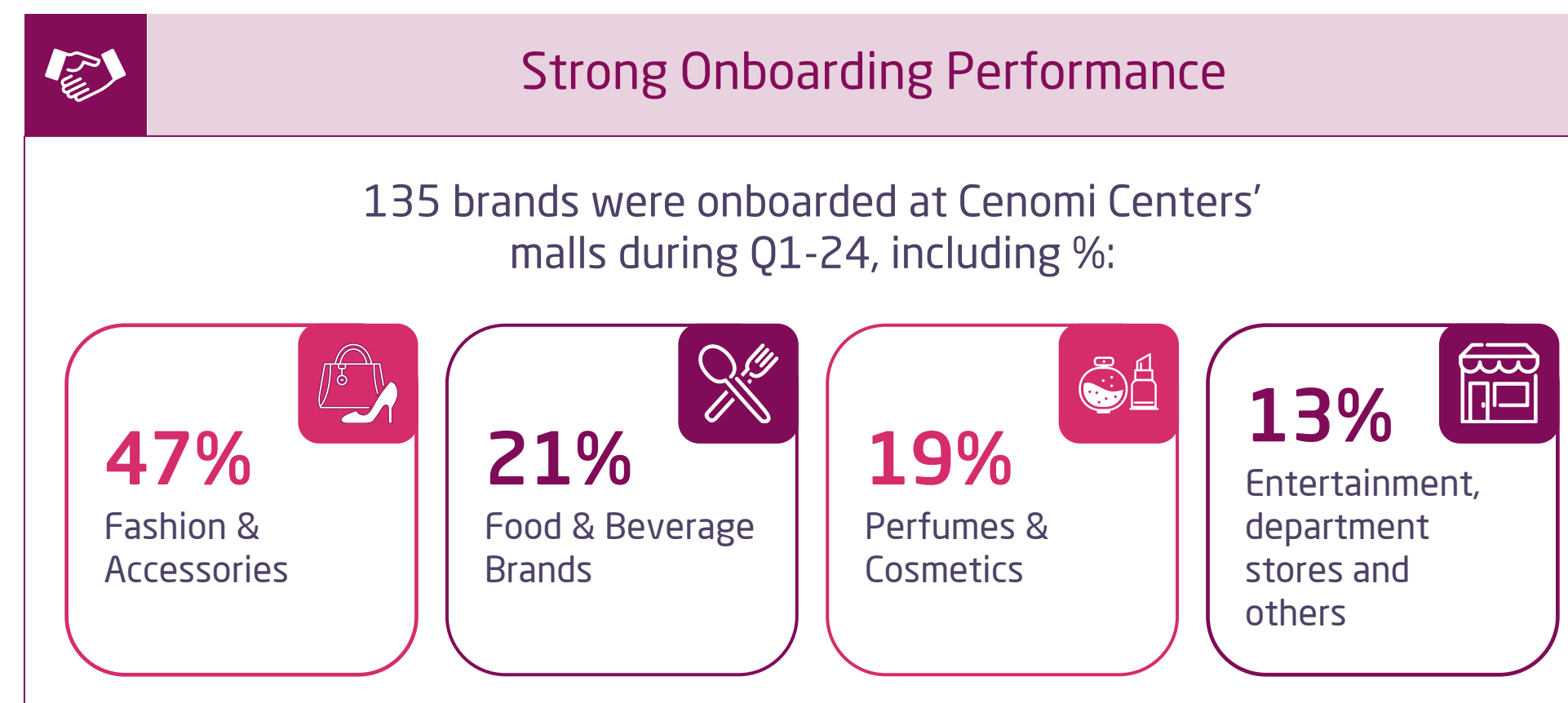
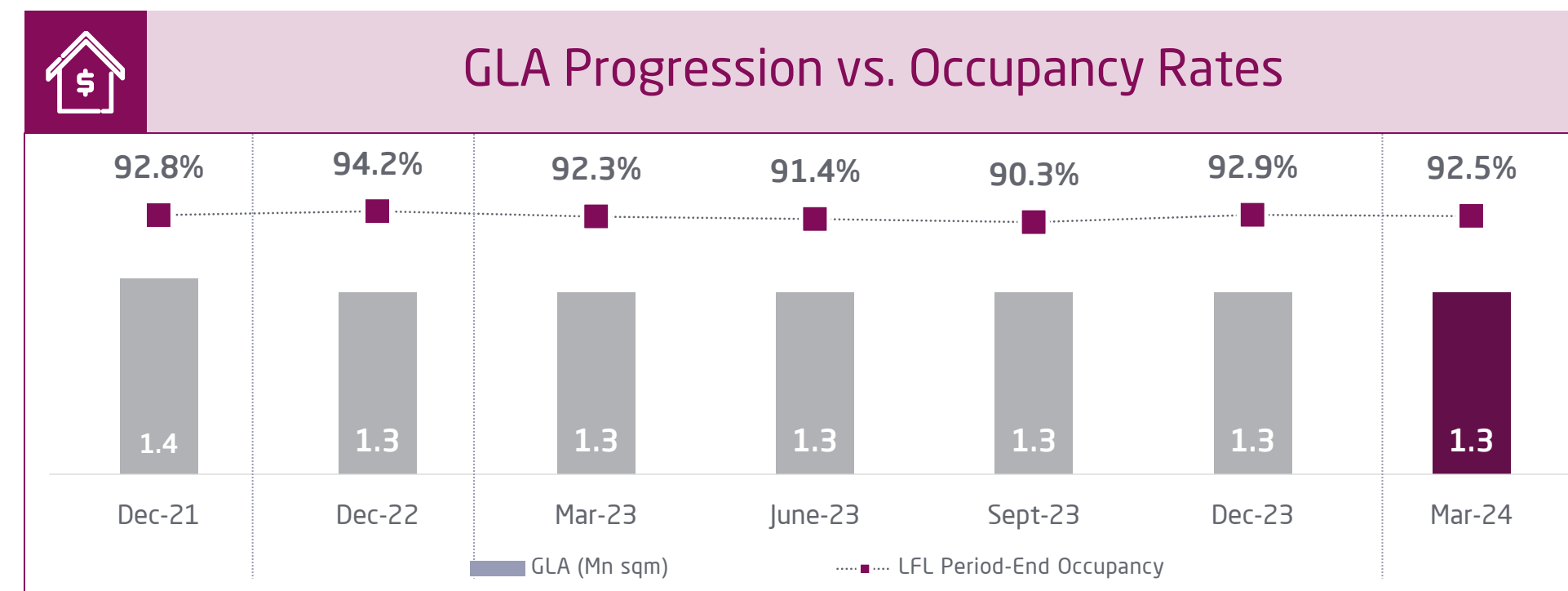
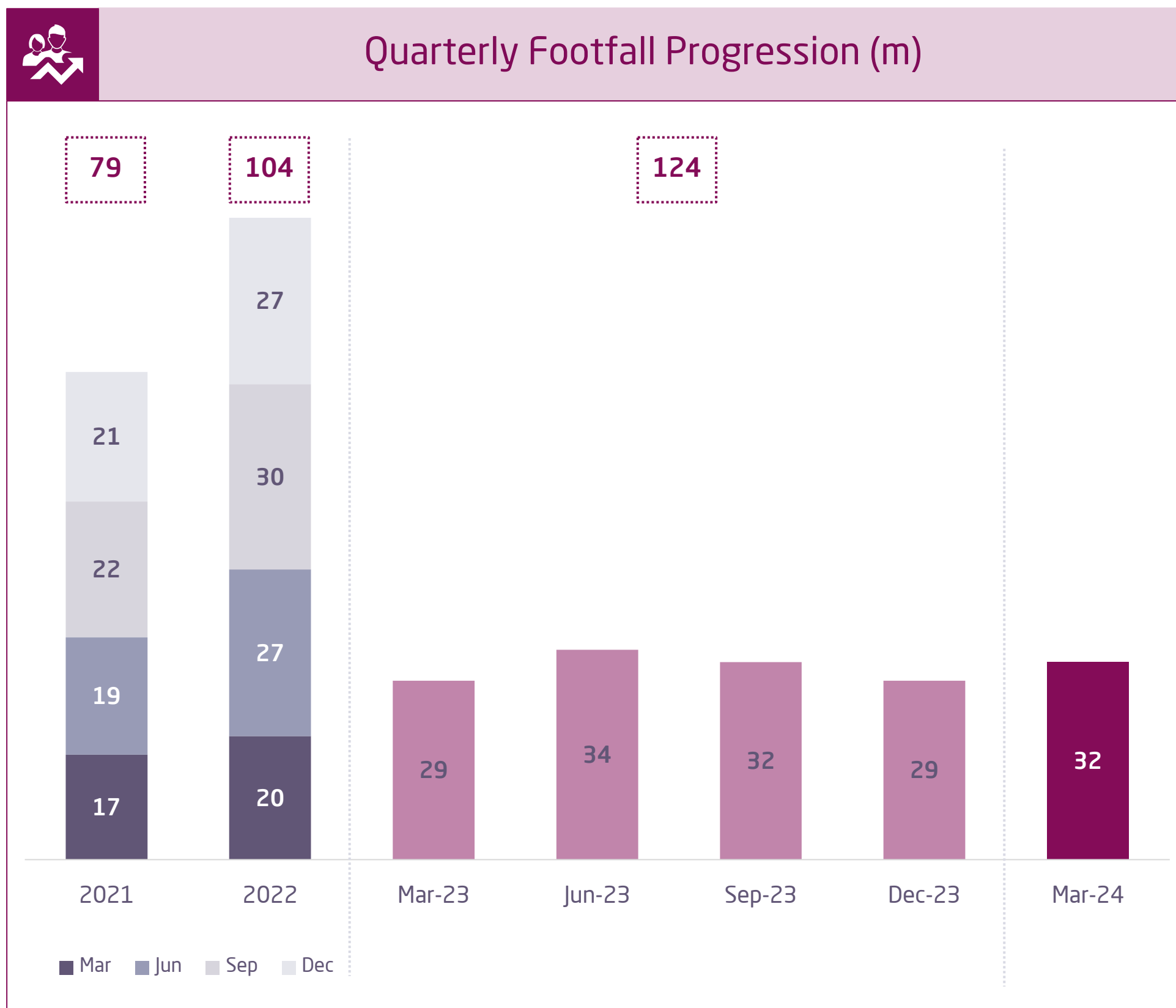


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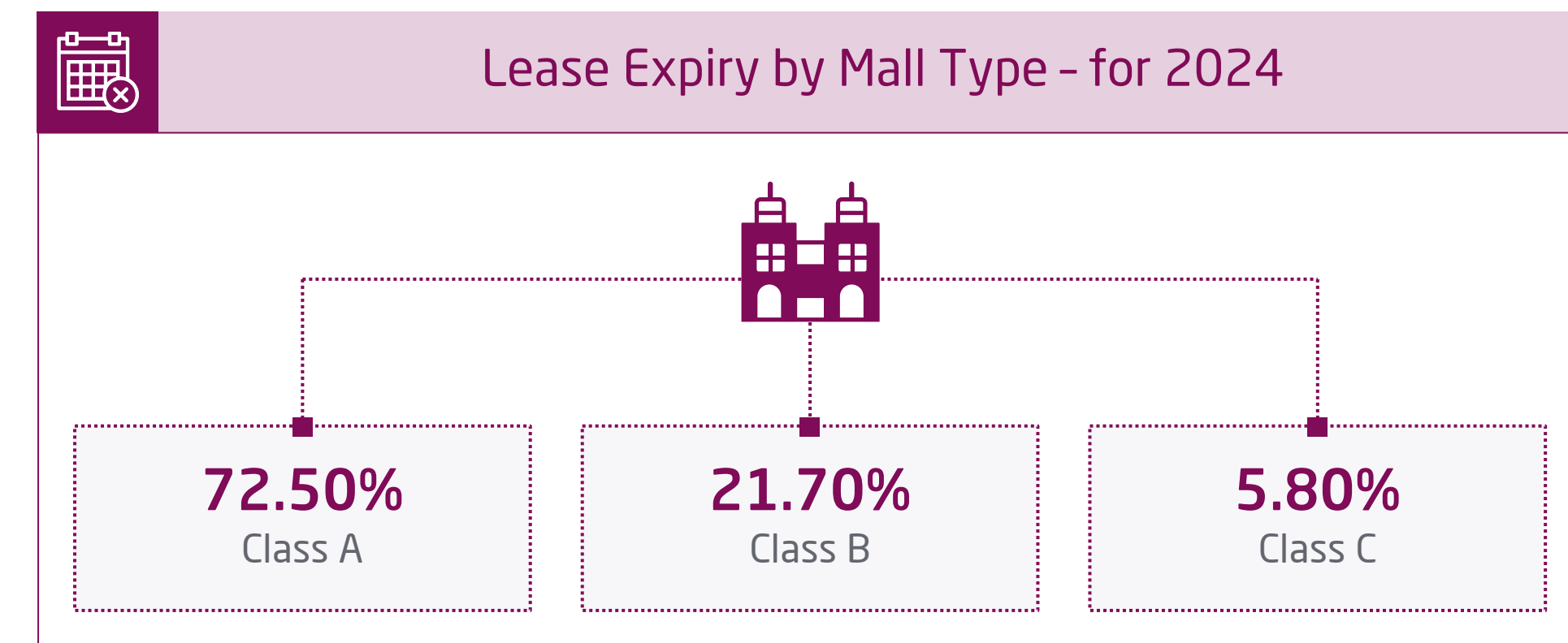
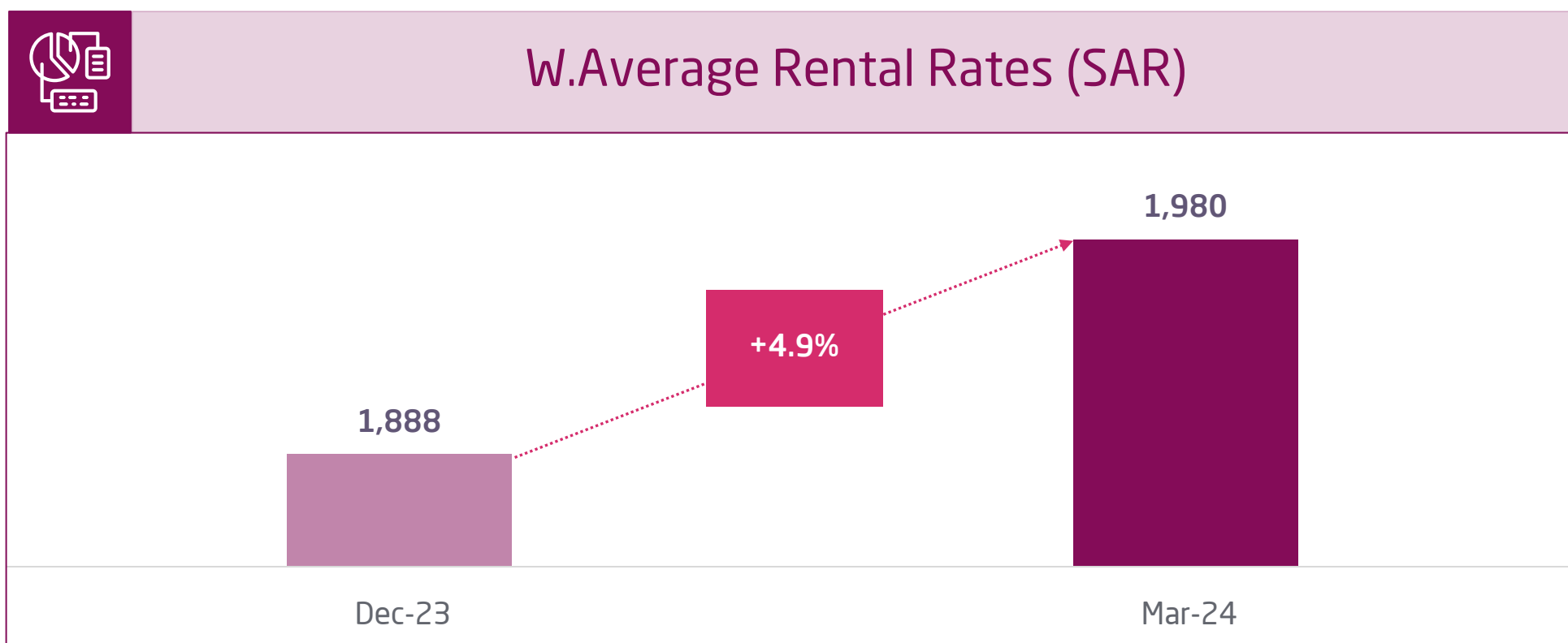
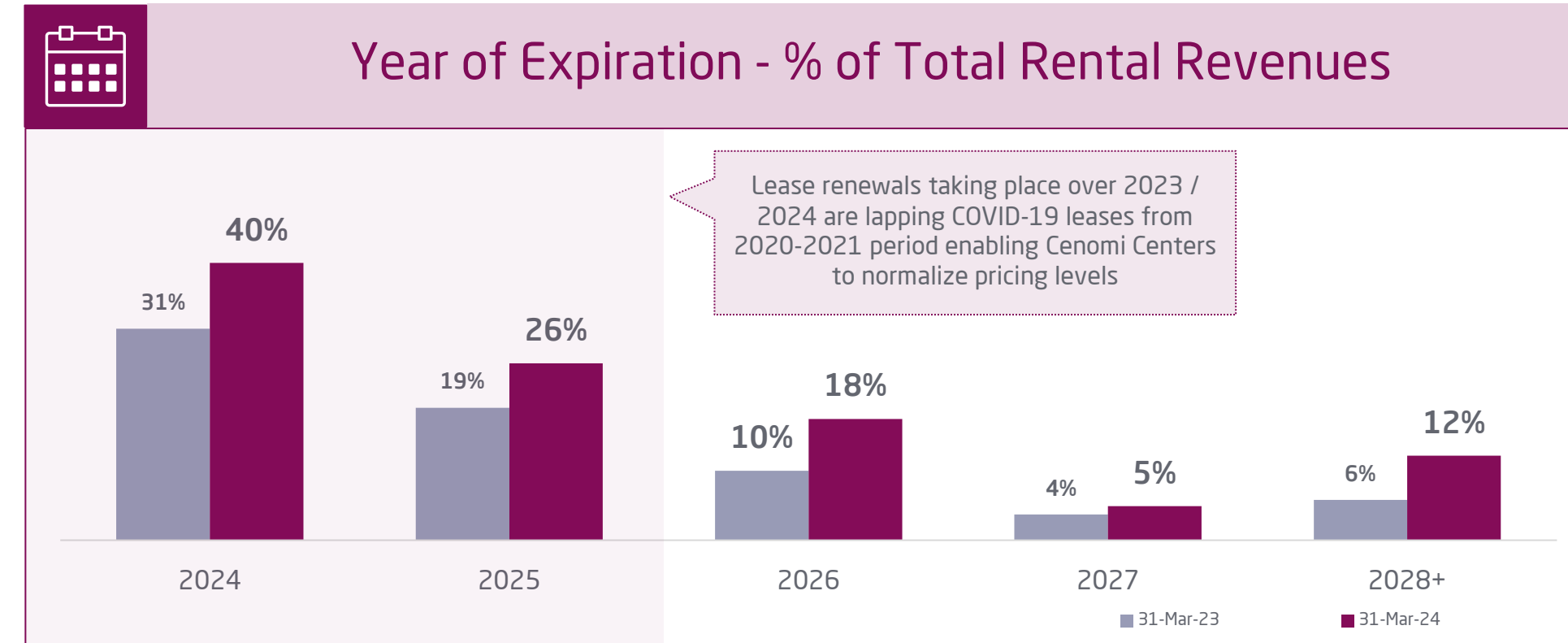
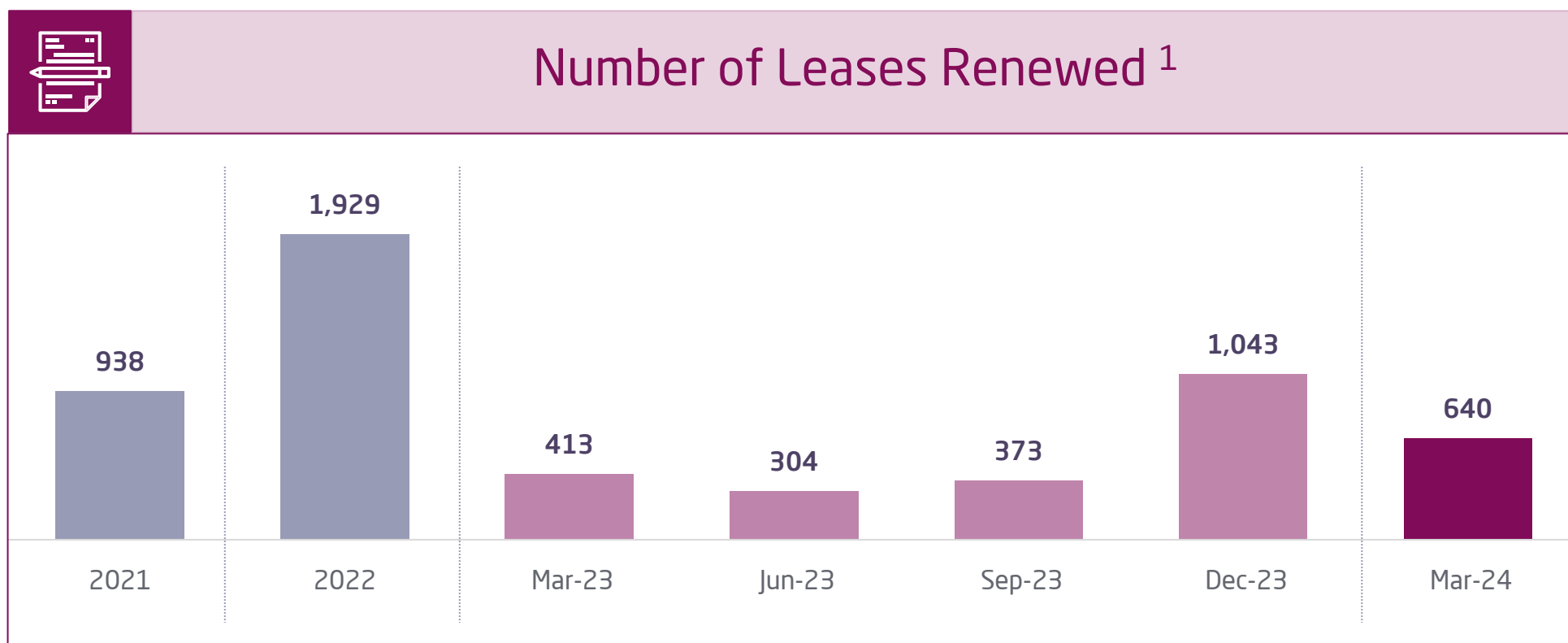


# Operational Overview

## Strong operational fundamentals



# With elevated performance across core KPIs

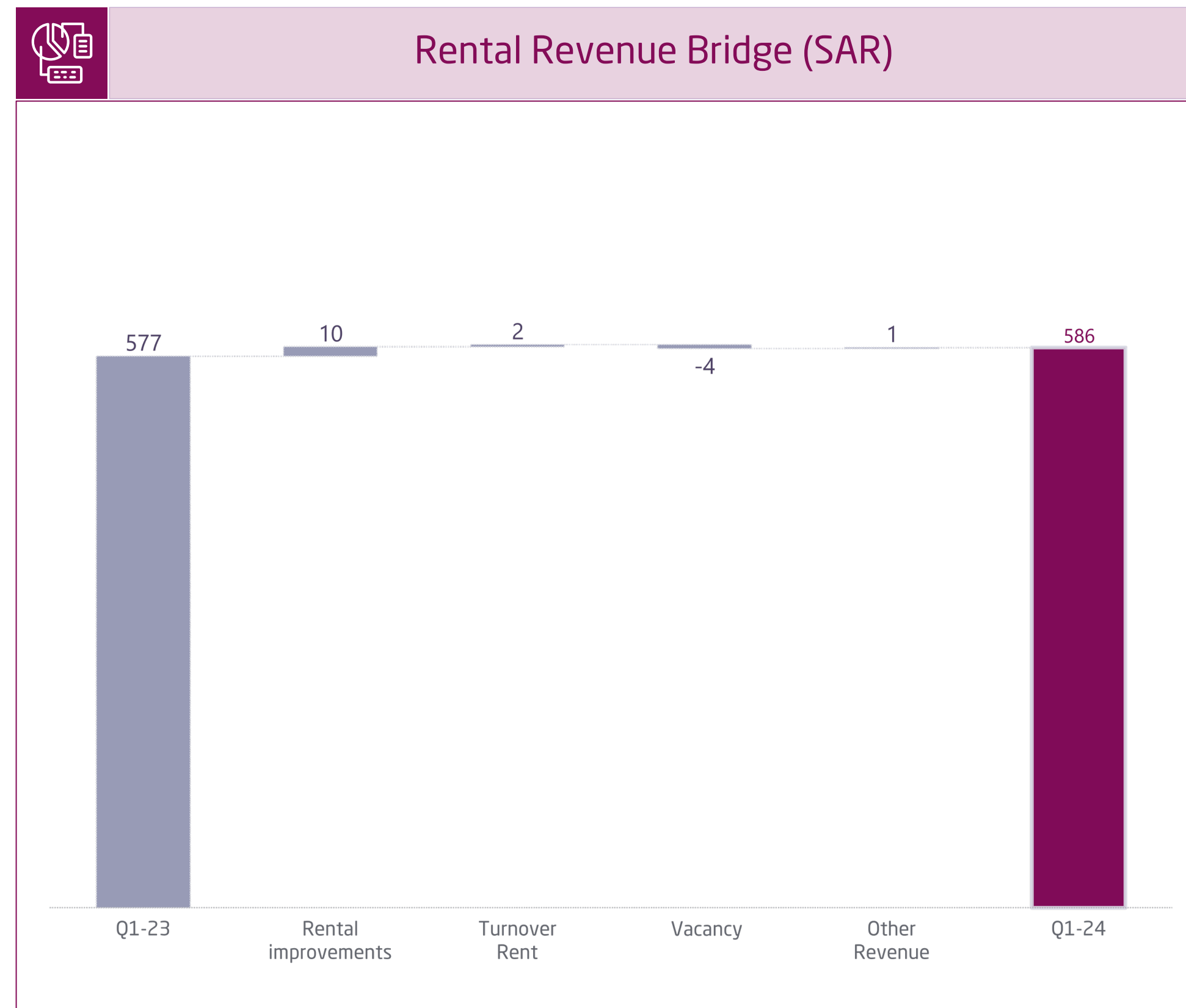
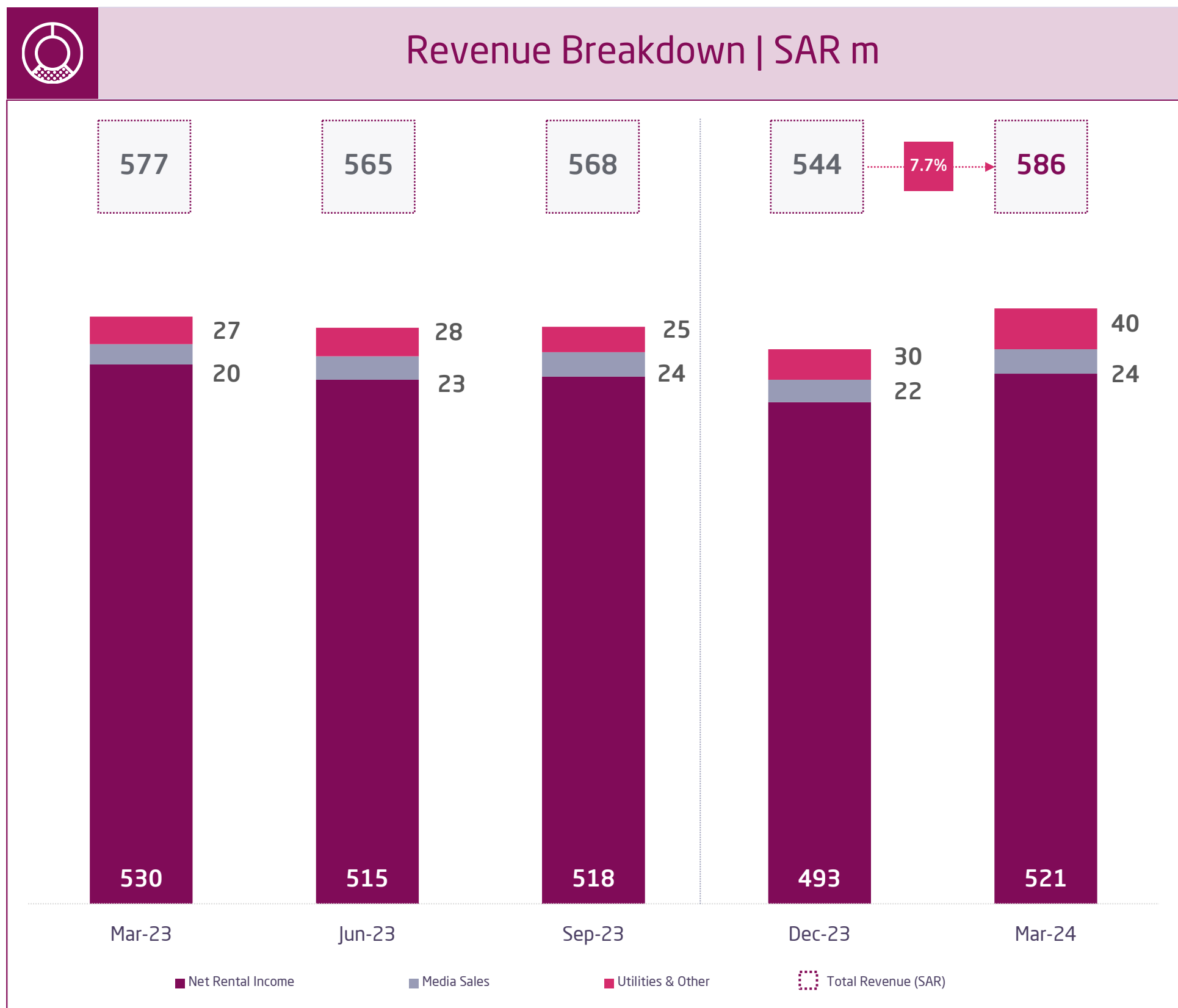


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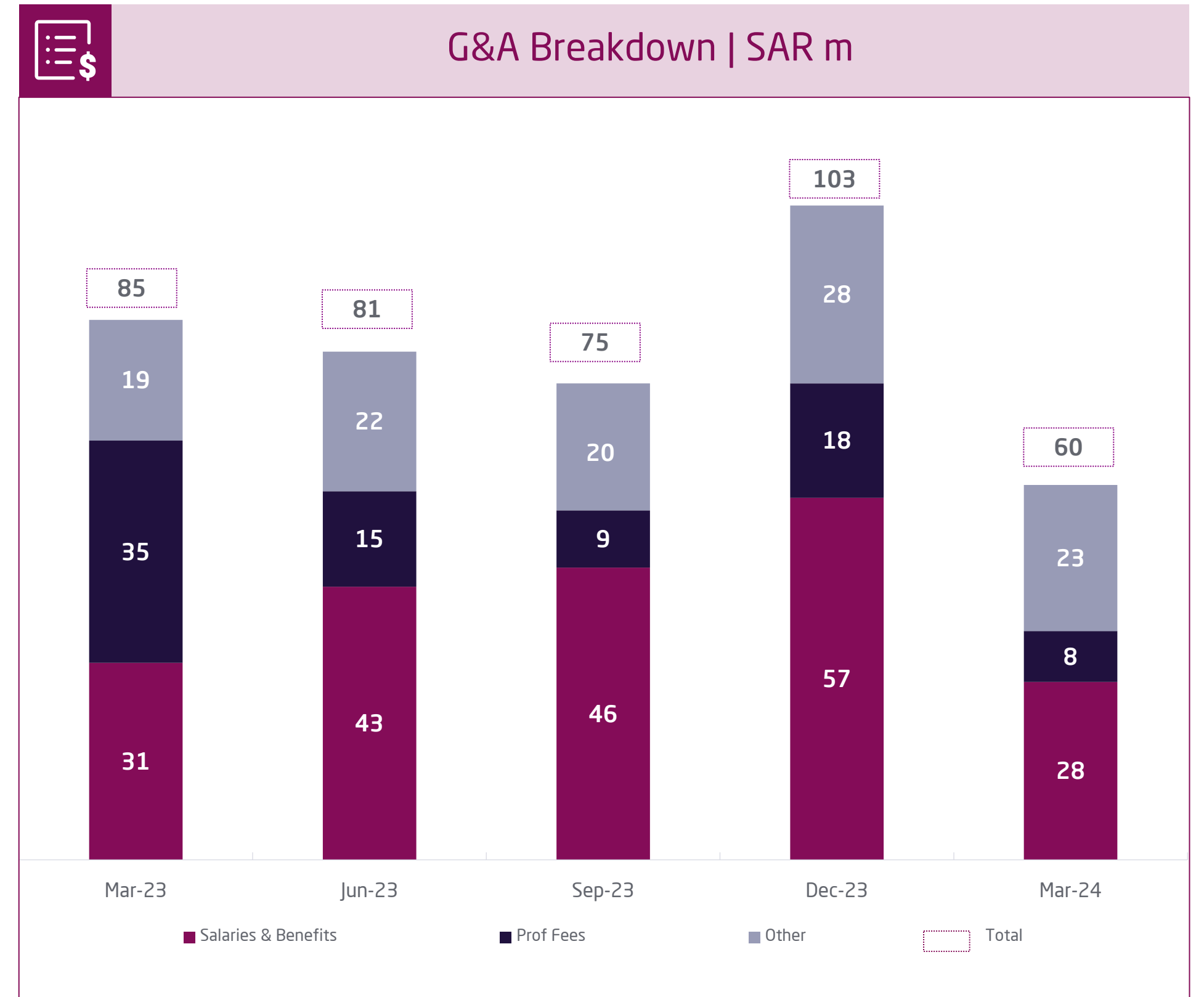
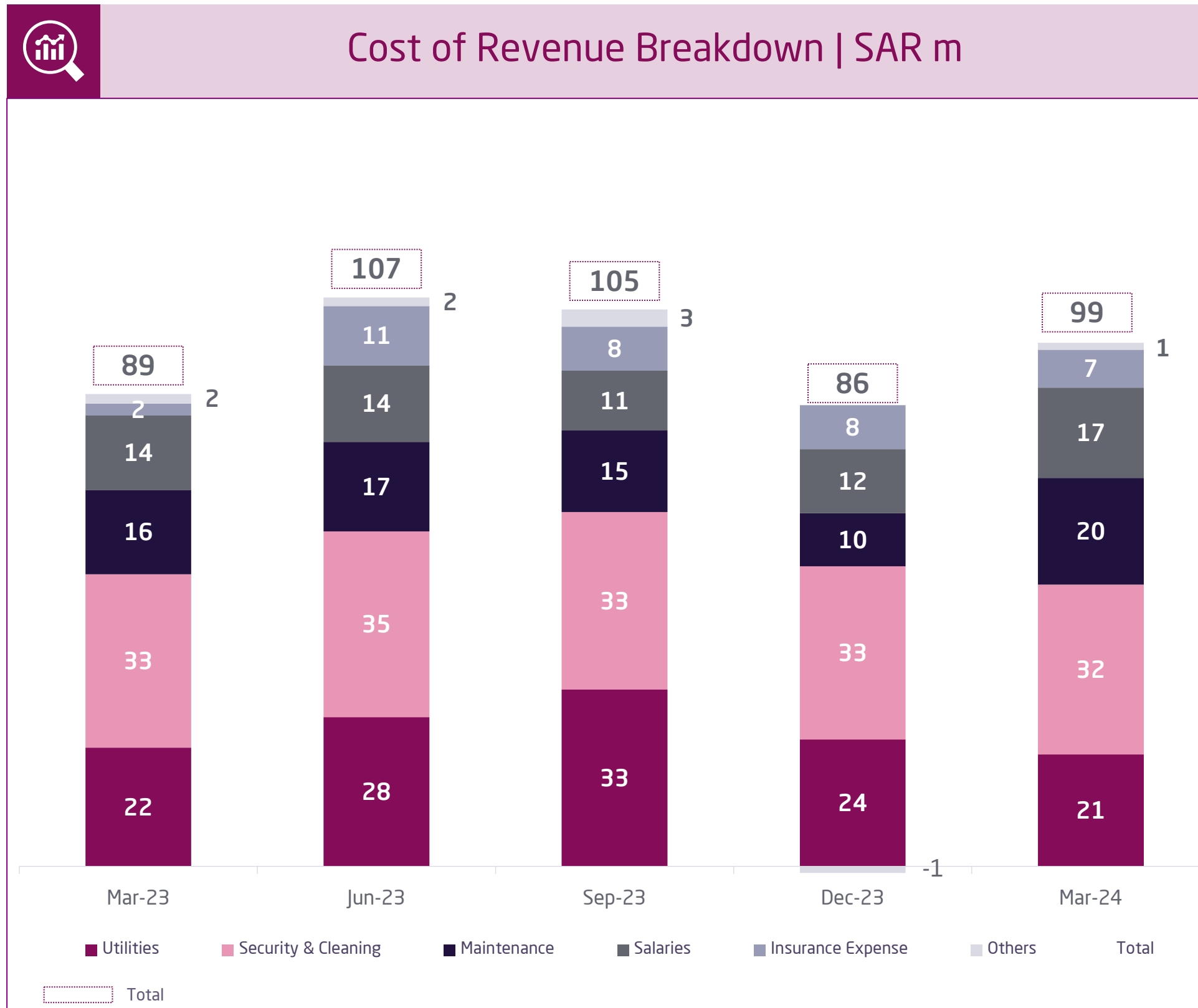
# Financial Overview

# Stable top-line growth across the portfolio

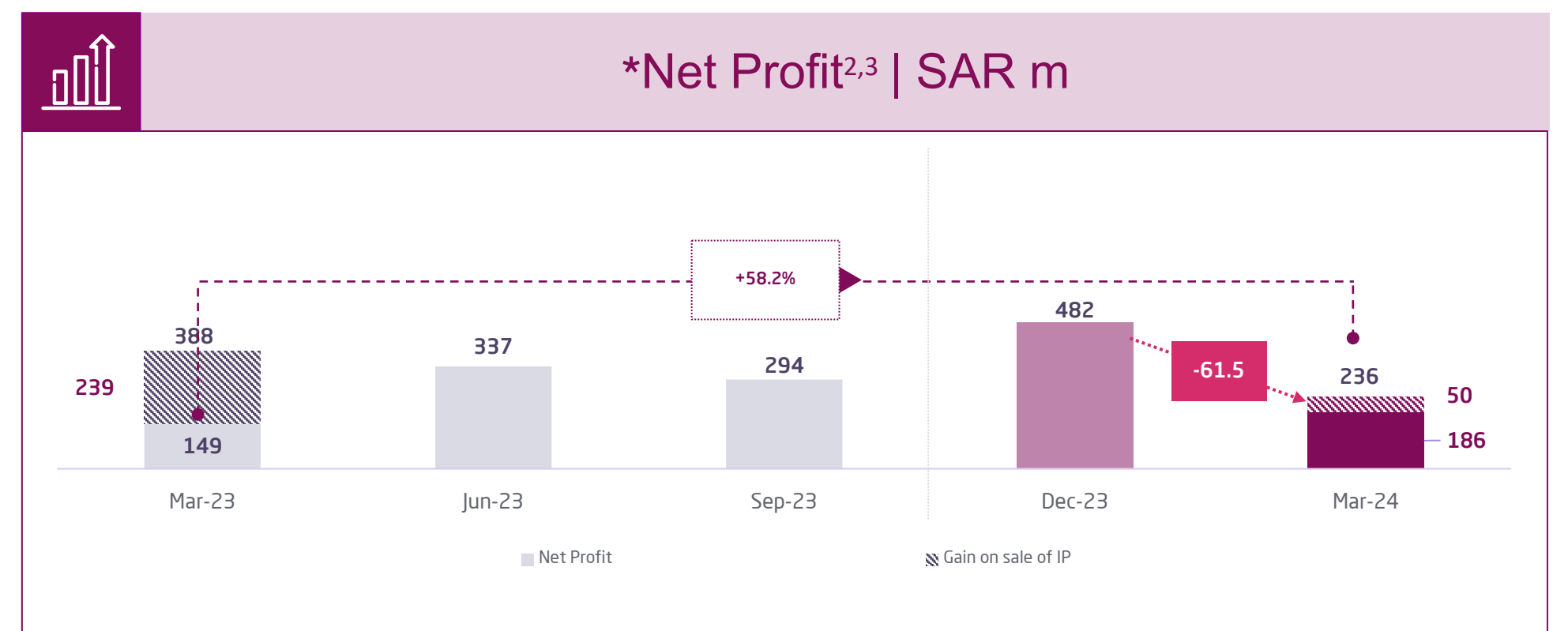
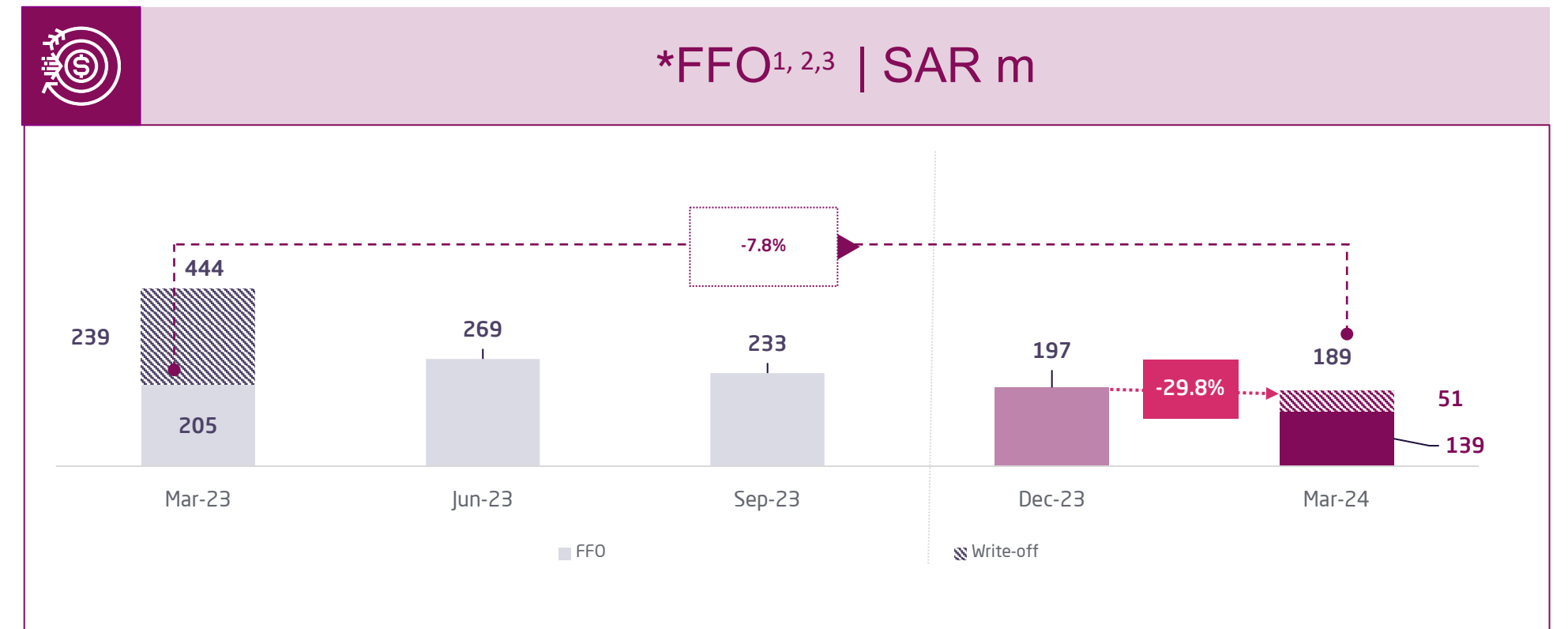
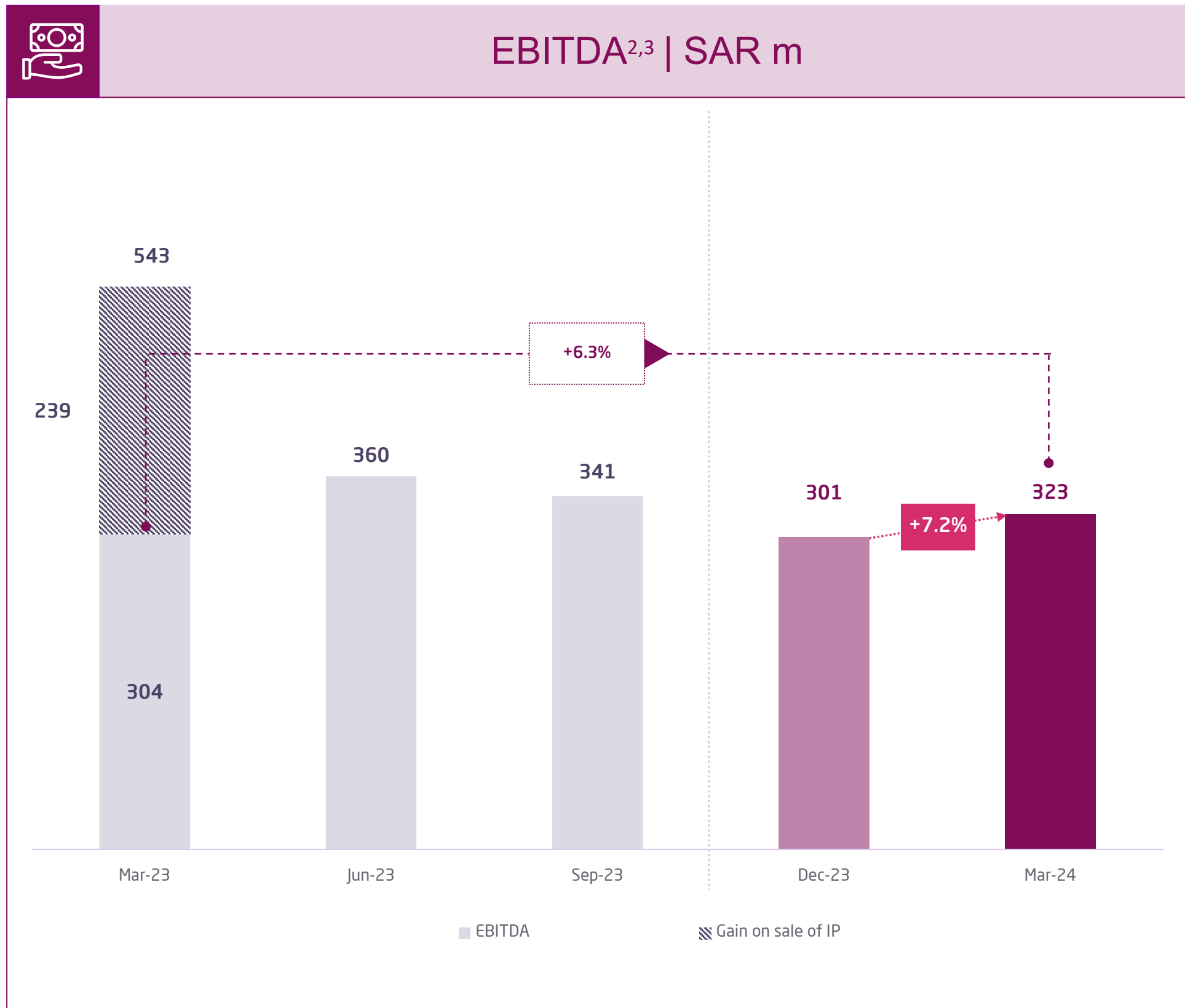




# Investments on operating expenses supporting product excellence coupled with cost control initiatives

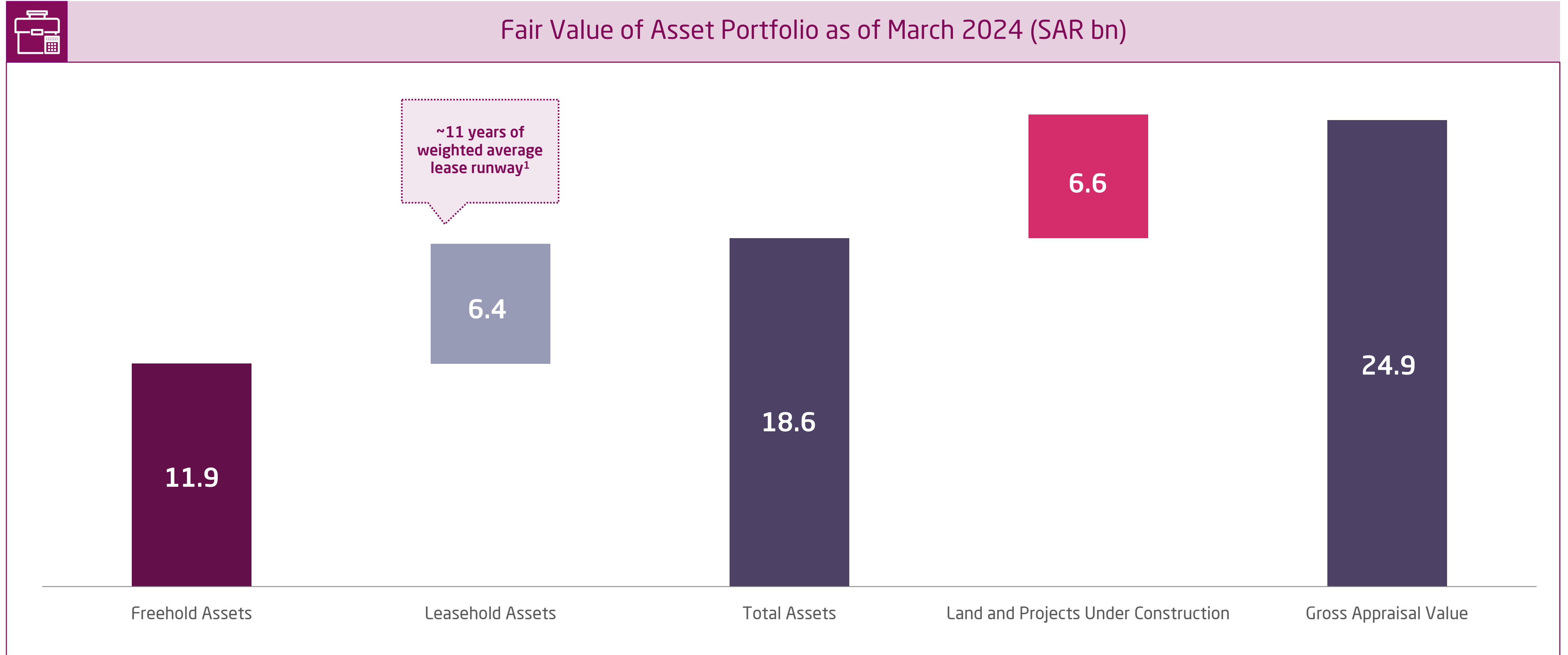


# Improved profitability margins supporting overall growth trajectory



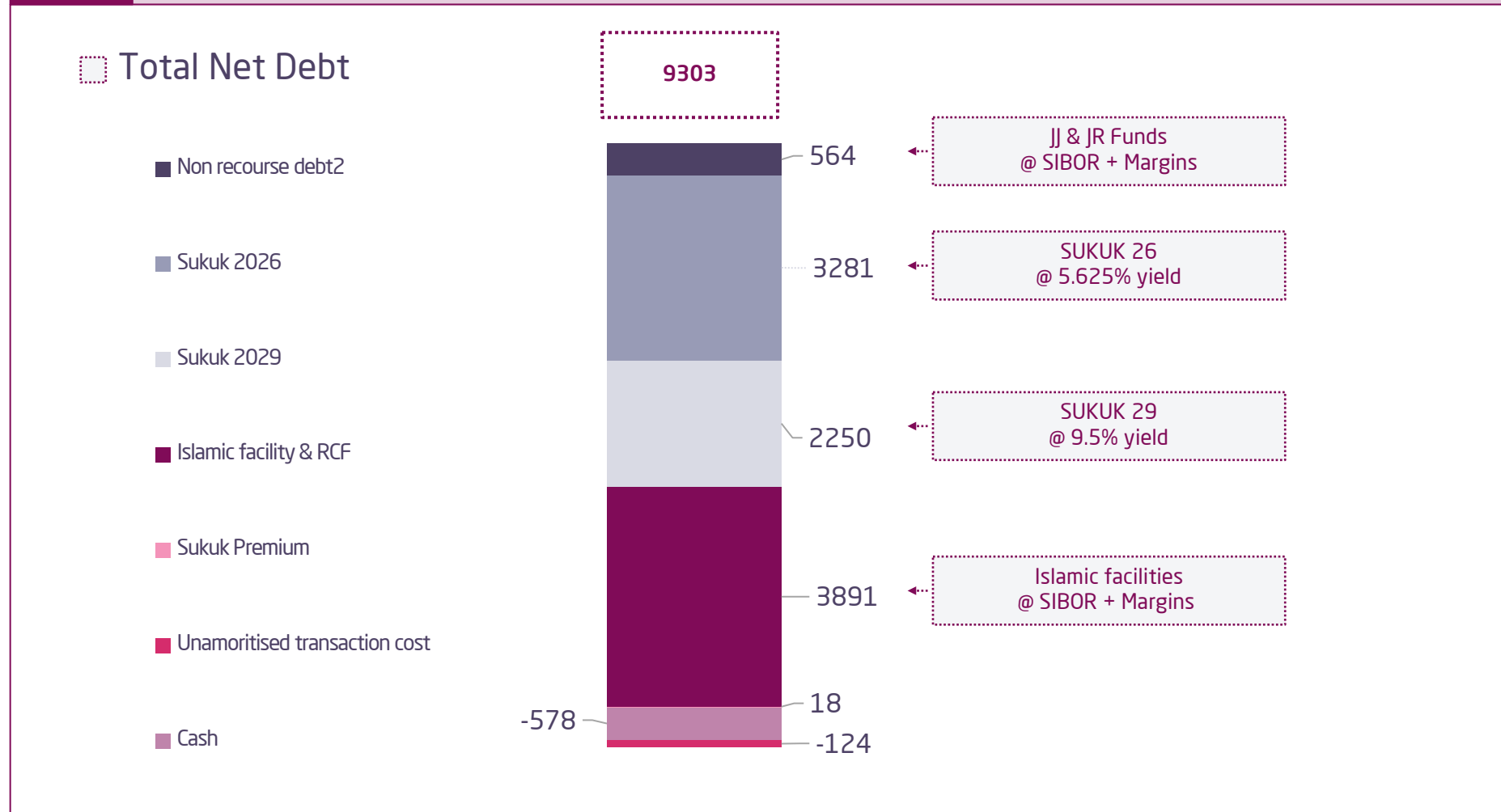
# Robust asset portfolio with key new projects held in freehold and favourable lease expiry profile on leasehold assets

Fair Value of Asset Portfolio as of March 2024 (SAR bn)

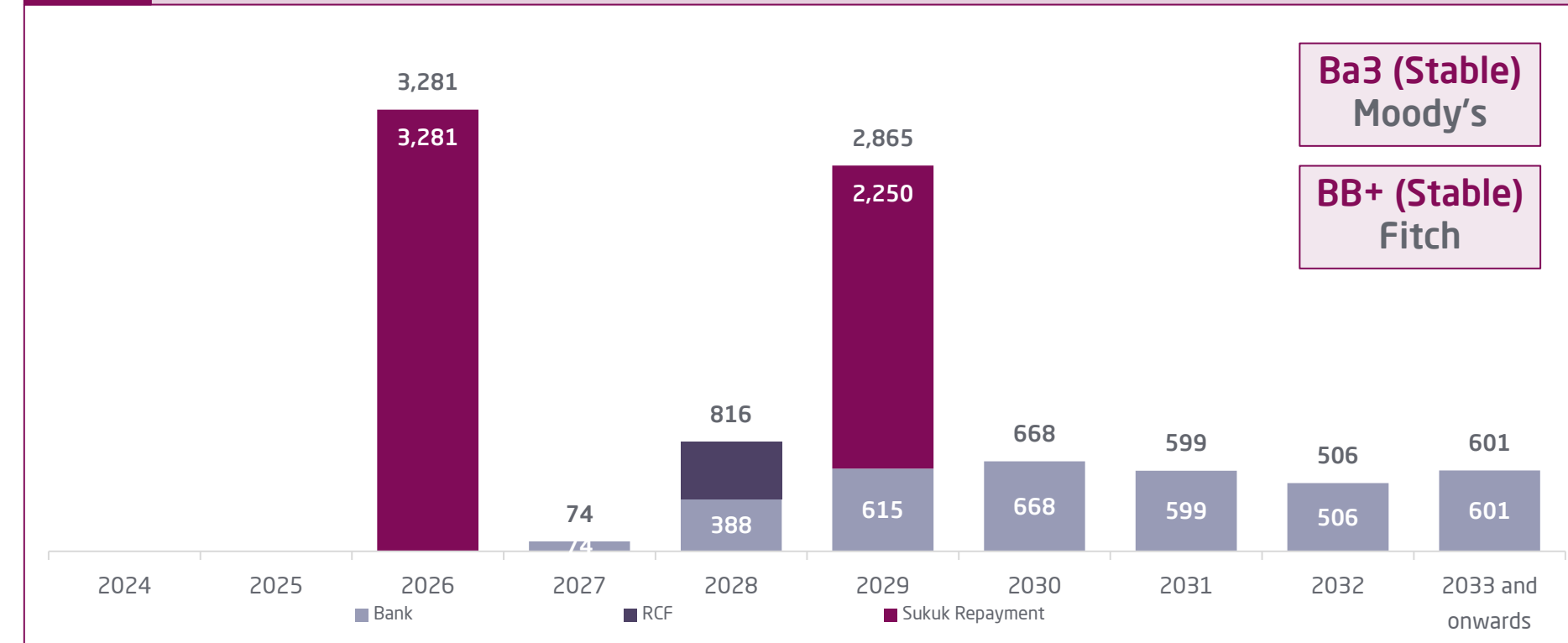


# Stable debt profile with smooth debt maturity including refinancing the sukuk maturity

## Net Debt<sup>1</sup> Breakdown as of 31-Mar-24 (SARm)



## Debt Maturity Profile – Amortizing Facility<sup>1</sup> (SARm)

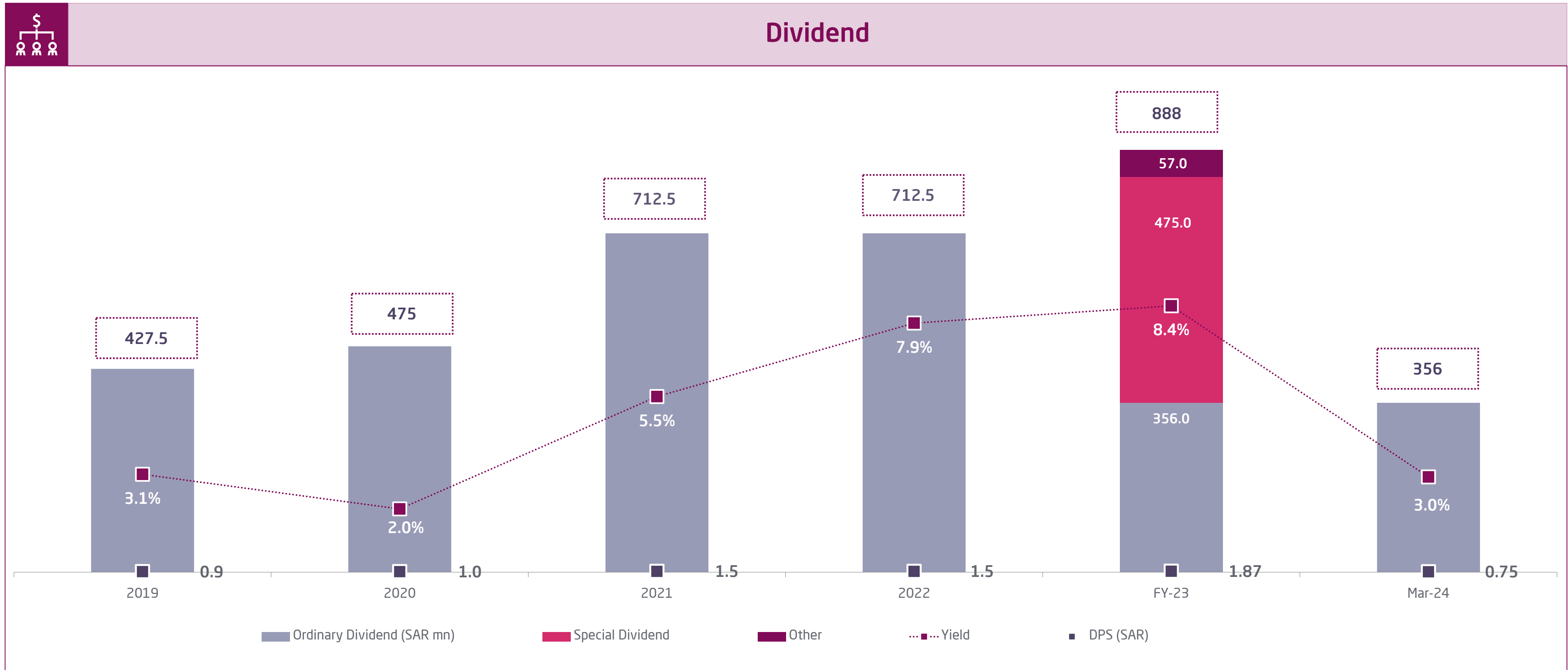


	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Secured Debt	74%	74%	34%	40%	44%
Unsecured Debt	26%	26%	66%	60%	56%
W. Avg. Cost of Debt	4.7%	3.6%	4.7%	6.4%	7.4%

Sources	Size	Status
Asset disposals	SAR 800m+	<ul style="list-style-type: none"> <li>Disposal program on track</li> <li>SAR 800m expected over 12 - 18 months</li> <li>Additional assets under consideration</li> </ul>
Accordion	SAR 1,050m	<ul style="list-style-type: none"> <li>Final discussions with three banks.</li> <li>Expected Q2 2024</li> </ul>
SAR Sukuk Program	SAR 4,500m	<ul style="list-style-type: none"> <li>Inaugural issuance target in 2024</li> </ul>
USD Sukuk Program	SAR 5,600m	<ul style="list-style-type: none"> <li>Program approval target in 2024</li> </ul>

SAR 888.3mn in dividends distributed in FY23 reflecting commitment to shareholders with retentions applied against related party dues

SAR 888.3mn in dividends distributed in FY23 reflecting commitment to shareholders with retentions applied against related party dues



06



# Summary

# Cenomi Centers: A leading player consistently unlocking growth and development



## Strong Macro Growth Tailwinds

Largest economy in the GCC with signal of strong rebound in 2024 and 2025

Tourism Growth



## Market Leader Today

Saudi Arabia's top provider of organized retail space

**10** cities  
**22** malls  
**1.4mn** sqm



## Market Leader Tomorrow

A Legacy of Consistent Delivery in the KSA Market Since 2002 (project pipeline)

Average of **1+** new centers per annum



## Redefining The Lifestyles Centers Experience

**3** flagships and **3** lifestyle destinations in the pipeline

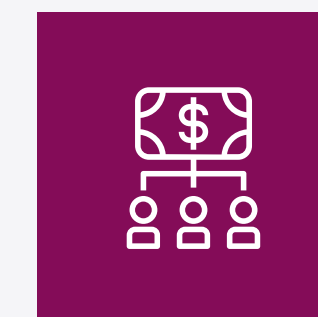


## Number One Choice for Retailers and Consumers

**135** brands onboarded in Q1-24 of which **43** are new brands

Above market occupancy and rates

Record footfall numbers



## Unlocking Value for Shareholders with Attractive Dividend Pay-out

SAR **888.3** m cash dividend distributed to shareholders for FY-23

Strong Operational and financial results with robust financial structure

07

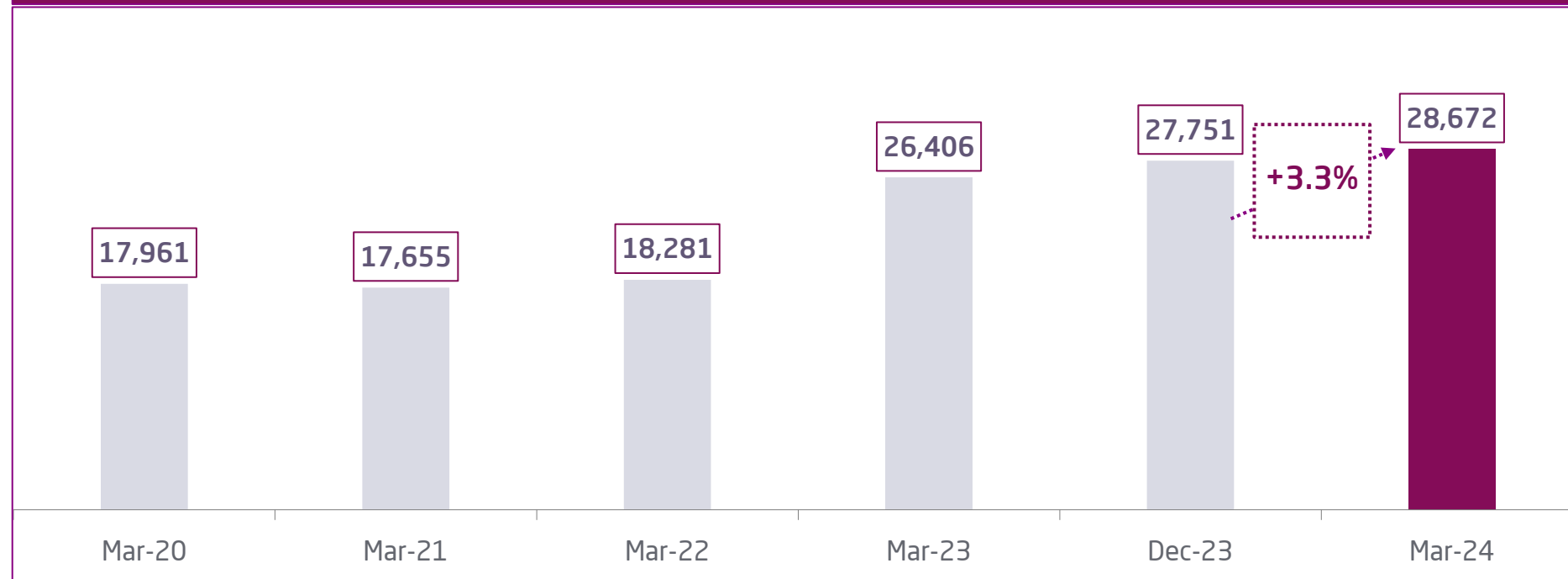


# Appendix

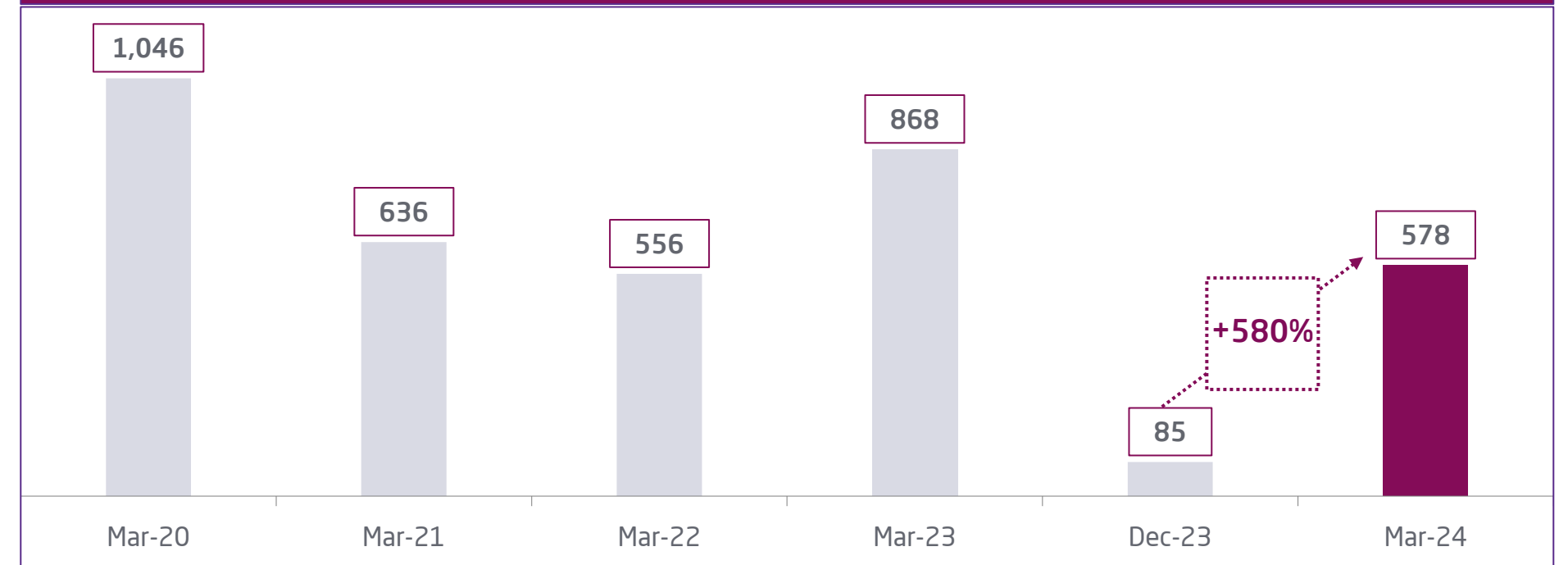


## Strong and Liquid Balance Sheet

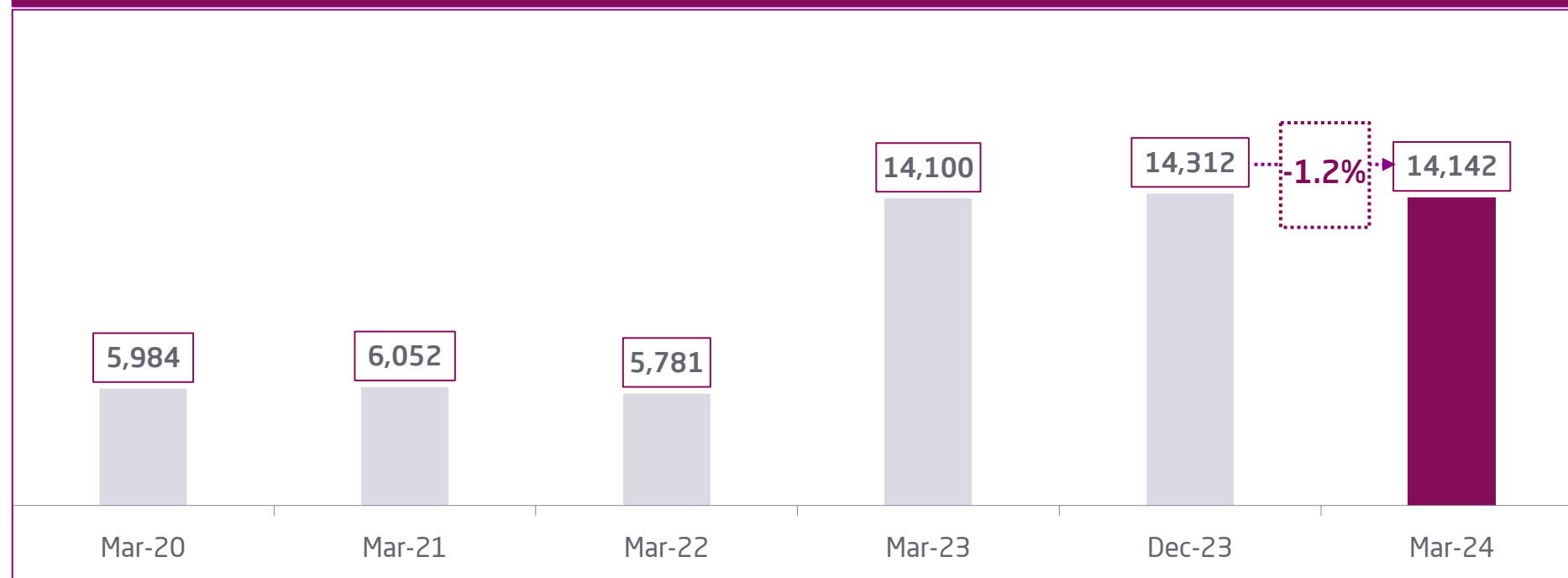
\*Total Assets | SAR MN



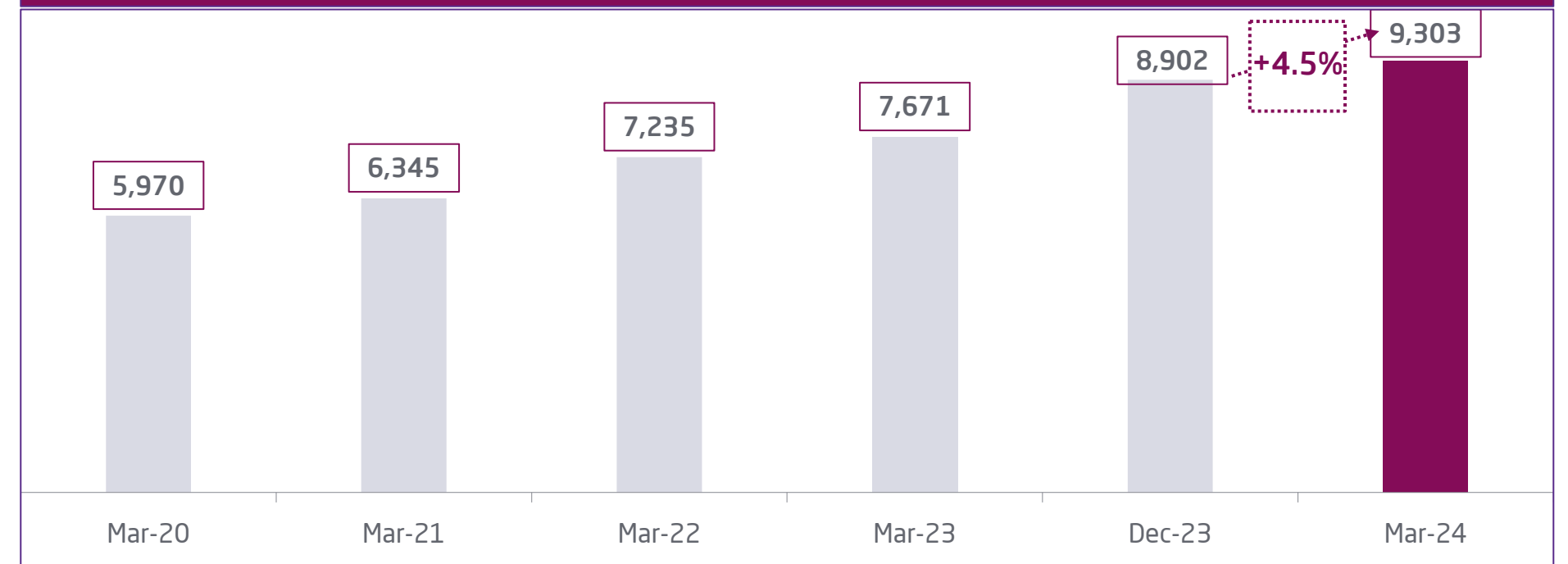
\*Cash | SAR MN



\*Equity | SAR MN



\*Net Debt | SAR MN



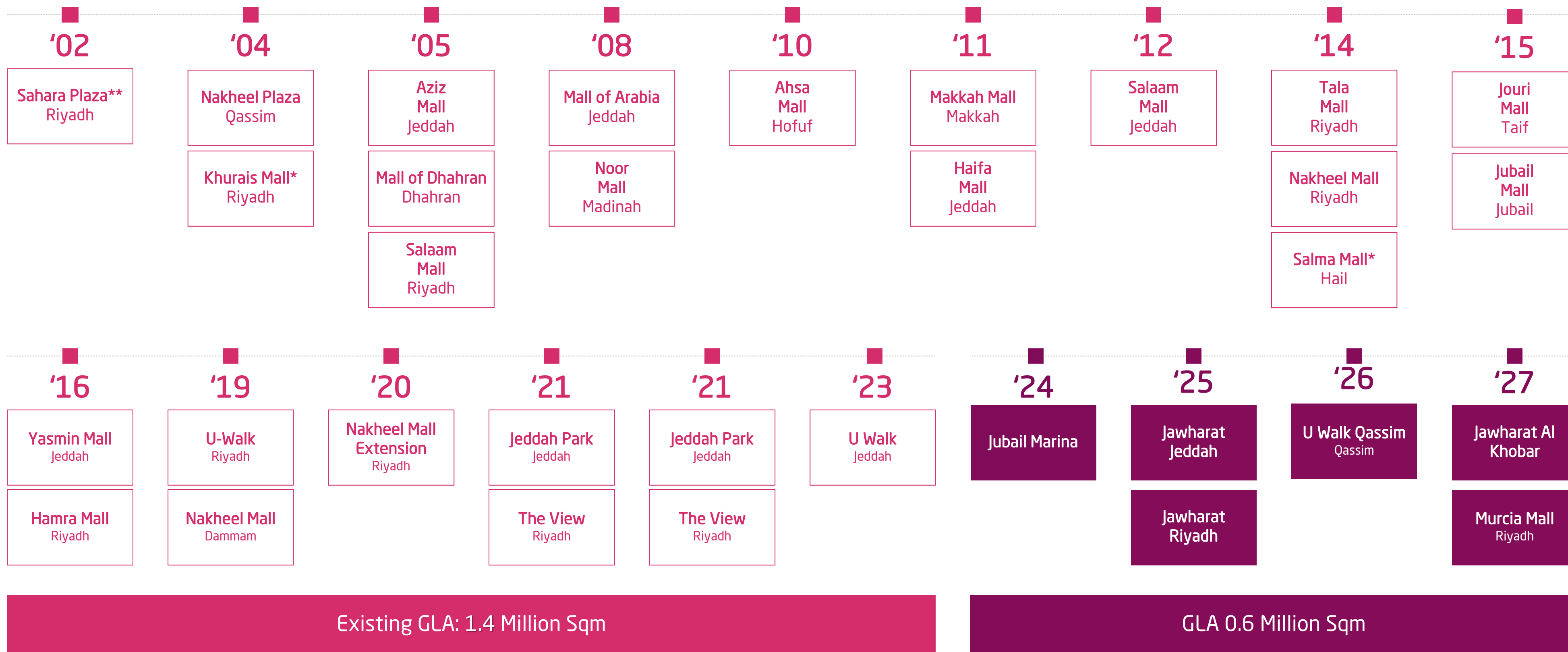
## Income Statement

Income statement (SAR Million)	Q1-24	Q1-23	% Change y-o-y
<b>Revenue</b>	<b>585.8</b>	<b>576.8</b>	<b>1.6%</b>
<b>Gross Profit (Loss)</b>	<b>487.0</b>	<b>487.7</b>	<b>-0.1%</b>
Gross Profit Margin	83.1%	84.6%	-0.1pp
<b>Operating Profit (Loss)</b>	<b>370.7</b>	<b>490.1</b>	<b>-24.4%</b>
Finance Costs Over Loans and Borrowings	(139.1)	(60.3)	130.5%
Finance Costs Over Lease Liabilities	(34.3)	(26.4)	30%
<b>Net Finance Costs</b>	<b>(173.4)</b>	<b>(86.8)</b>	<b>99.9%</b>
Share Of Profit (Loss) From Equity-accounted Investee	(0.6)	(2.9)	-78.5%
<b>Profit Before Zakat</b>	<b>196.6</b>	<b>400.4</b>	<b>-50.9%</b>
Zakat	(11.0)	(12.4)	-11.1%
<b>Net Profit</b>	<b>185.6</b>	<b>388.0</b>	<b>-52.2%</b>
Net Profit Margin	31.7%	67.3%	-35.6%
<b>EBITDA</b>	<b>323.0</b>	<b>543.1</b>	<b>-46.2%</b>
<b>EBITDA Margin</b>	<b>55.1%</b>	<b>94.2%</b>	<b>39.0%</b>
<b>FFO</b>	<b>138.6</b>	<b>443.9</b>	<b>-68.8%</b>
<b>FFO Margin</b>	<b>23.7%</b>	<b>77.0%</b>	<b>53.3%</b>

## Balance Sheet

Balance Sheet (SAR Million)	31-Mar-24	31-Dec-23	% Change
<b>ASSETS</b>			
Current Assets	2,725.3	2,106.3	29.4%
Investment properties	25,609.6	25,333.8	1.1%
Other non-current assets	337	311.1	-2.2%
<b>TOTAL ASSETS</b>	<b>28,671.9</b>	<b>27,751.2</b>	<b>3.3%</b>
<b>LIABILITIES</b>			
Current Liabilities	2,228.3	4,639.2	-52.0%
Non-Current Liabilities	12,301.3	8,800.1	39.8%
Total Equity	14,142.2	14,312.0	-1.2%
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>28,671.9</b>	<b>27,751.2</b>	<b>3.3%</b>

# Over Two Decades of Excellence: Cenomi Centers' Unwavering Commitment to Delivery Since 2002



## Our Malls

	Mall	City	Performance Category	Lease Expiry	Year Opened	GLA	Occupancy	Contribution	Cineplex Presence
1.	Mall of Dhahran	Dhahran	A	'26	'05	135,337	98.2%	11.2%	✓
2.	Salaam Mall	Jeddah	B	'32	'12	123,562	82.9%	5.2%	2024
3.	Mall of Arabia	Jeddah	A	Freehold	'08	110,210	98.1%	12.1%	✓
4.	Nakheel Mall	Riyadh	A	'34	'14	75,304	97.4%	12.6%	✓
5.	Aziz	Jeddah	B	'46	'05	66,543	93.0%	4.7%	2024
6.	Noor	Madinah	A	Freehold	'08	67,702	94.9%	5.5%	✓
7.	Yasmeen Mall	Jeddah	B	'34	'16	59,663	91.8%	5.2%	✓
8.	Hamra	Riyadh	A	Freehold	'16	55,684	97.1%	4.8%	✓
9.	Ahsa	Ahsa	C	Freehold	'10	46,887	88.0%	1.7%	✓
10.	Salaam Mall	Riyadh	B	Freehold	'05	47,683	93.6%	3.1%	✓
11.	Jouri	Taif	B	'35	'15	48,045	96.0%	5.1%	-
12.	Makkah Mall	Makkah	A	Freehold	'11	37,429	97.3%	6.6%	-
13.	Nakheel	Dammam	A	Freehold	'19	58,203	97.5%	7%	✓
14.	U-Walk	Riyadh	A	'46	'19	52,007	87.1%	3.1%	✓
15.	Nakheel Plaza	Qassim	C	'29	'04	42,759	95.7%	2.1%	✓
16.	Haifa	Jeddah	C	'32	'11	33,499	82.5%	1.5%	✓
17.	Tala	Riyadh	C	'29	'14	21,245	89.1%	1.3%	✓
18.	Jubail	Jubail	C	Freehold	'15	20,790	58.7%	0.70%	✓
19.	Sahara Plaza	Riyadh	C	Freehold	'02	14,722	96.6%	0.20%	✓
					LFL	1,117,274	92.5%	93.6%	
20.	The View	Riyadh	A	Freehold	'21	54,607	94.2%	5.2%	✓
21.	U-Walk Jeddah	Jeddah	A	2052	'23	54,502	56.3%	0.7%	✓
22.	Jeddah Park	Jeddah	A	Operational Agreement	'21	120,755	74.1%	0.5%	✓
					Total	1,347,138	90.1%	100%	

## Significant progress on non-core asset sale program with ~SAR 1.1bn unlocked to date

~SAR 200m sale of Sahara Plaza is the most recent milestone in Cenomi Centers' non-core asset sale program <sup>1</sup>

City	Location	Land Size (sqm)	Market Value (SAR)
Riyadh	King Fahad Road - Olaya	18,000	Sold at <b>230m</b>
Riyadh	Adjacent to Jawharat Riyadh	118,000	Sold at <b>645m</b>
Al Ahsa	Granada District	29,384.90	Sold at <b>62.5m</b>
Riyadh	Sahara Plaza	13,000	Sold at <b>200m</b>
Qassim	Adjacent to U-Walk Qassim	1,216,000	<b>~800m</b>
Others	-	603,000	




# Thank you

## Contacts

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