

INVESTOR PRESENTATION

December 2022





DISCLAIMER

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Except for statements of historical facts, information herein may contain projections or other forward-looking statements regarding future events or future financial performance of Barwa. These forward-looking statements are not guarantees or promises of future performance. The inclusion of such forward-looking statements shall not be regarded as a representation by Barwa, its management or any other person that the objectives or plans of Barwa will be achieved. Actual results and future events could differ materially from those anticipated in such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made. Risks and uncertainties arise from time to time, and it is impossible to predict these events or how they may affect Barwa or cause its actual results, performance or achievements to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Barwa undertakes no obligation to update or revise any forward-looking statement contained herein, whether as a result of new information, future events or otherwise.

Figures are being rounded, and that rounding differences may appear throughout the presentation.

DISCUSSION SUMMARY

- Barwa At A Glance
- Investment Rationale
- Qatar Economy
- Financial Track Record
- Annexure

BARWA AT A GLANCE

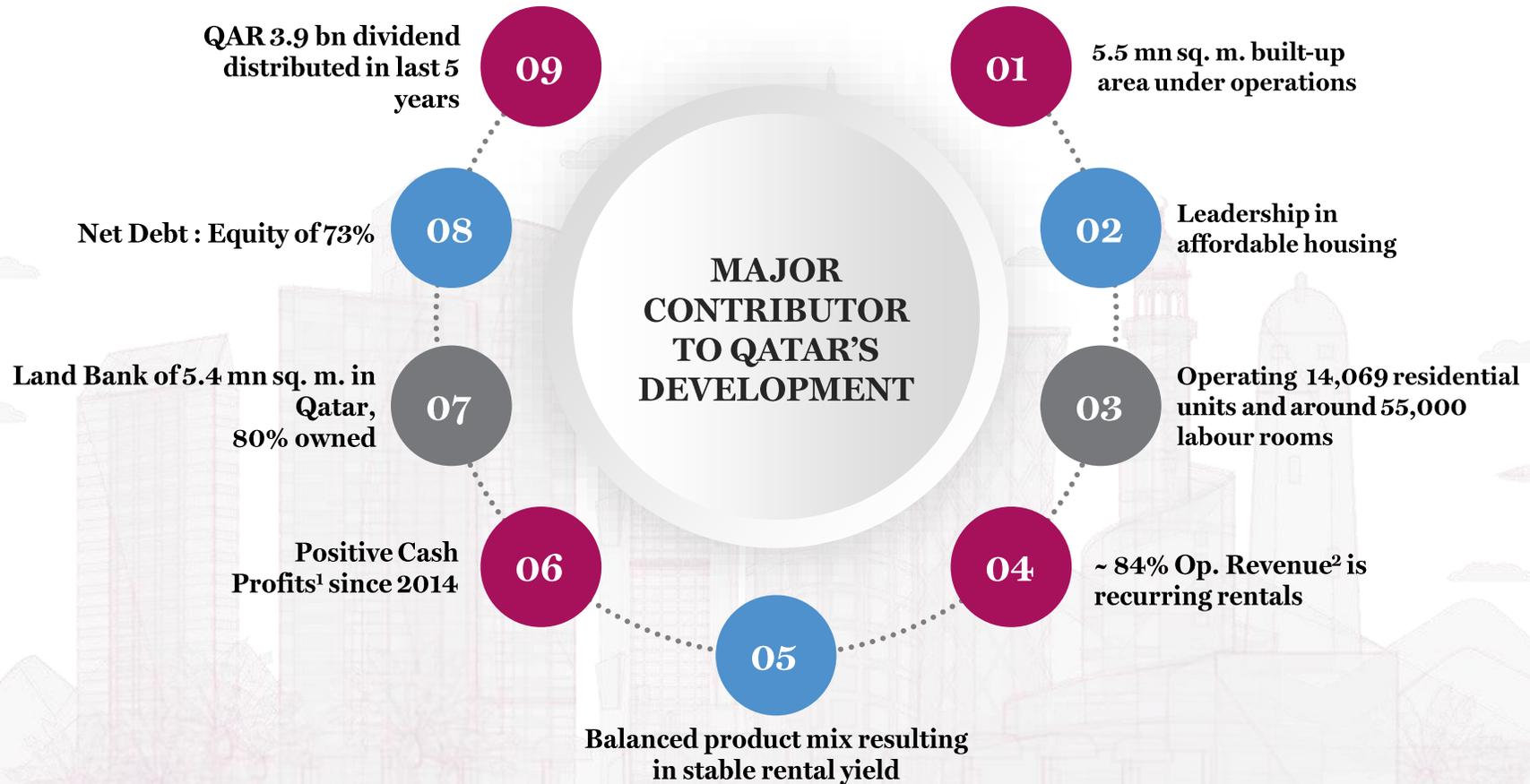
We are one of the leading real estate developers headquartered in Doha, Qatar. We develop and manage properties that reflect the changing needs of the people living, working and visiting the country.



Our expertise in developing, leasing and managing our assets, based on our understanding of the customer, drives incremental value for Barwa and our stakeholders



MAJOR CONTRIBUTOR TO QATAR'S DEVELOPMENT



¹Cash profits = PAT + Depreciation + Impairments - Share of associates - FV on Invst Properties - FV of an asset - Misc Income - Property Sales
²Op. Revenue and operating Profit is excluding Profit on sale of property and construction services and profit from sale of investments.

INVESTMENT RATIONALE



INVESTING IN BARWA

MOVING UP THE VALUE CHAIN

- Moving towards mid to high-mid residential segment in newly developed Lusail city
- Barwa selects its product offering in alignment with tangible market demand
- Developing according to the needs of the real estate market and in partnership with the government, through the projects offered by the Ashghal and MME.



PRESENCE ACROSS REAL ESTATE ECOSYSTEM

- Affordable housing solution for families & blue-collared workers
- Commercial Properties including offices, shops & warehouses to support industrial development of Qatar



STRONG BALANCE SHEET

- Net Debt : Equity is 74%
- Recurring Cash flows
- Distributed QAR 3.9 bn as dividend (2017-2021)



PROXY TO QATAR'S REAL ESTATE MARKET

BALANCED PORTFOLIO MIX OF OPERATIONAL ASSETS

- 14,069 operational residential units; around 55,000 labour rooms
- More than 330,000 sq. m. of retail & offices
- More than 448,000 sq. m. of workshops & warehouses
- 232 hotel keys



RECURRING REVENUES AND PROFITS

- Rental Revenue comprises ~84% of total operating revenue
- 94% of operating profits from net rental

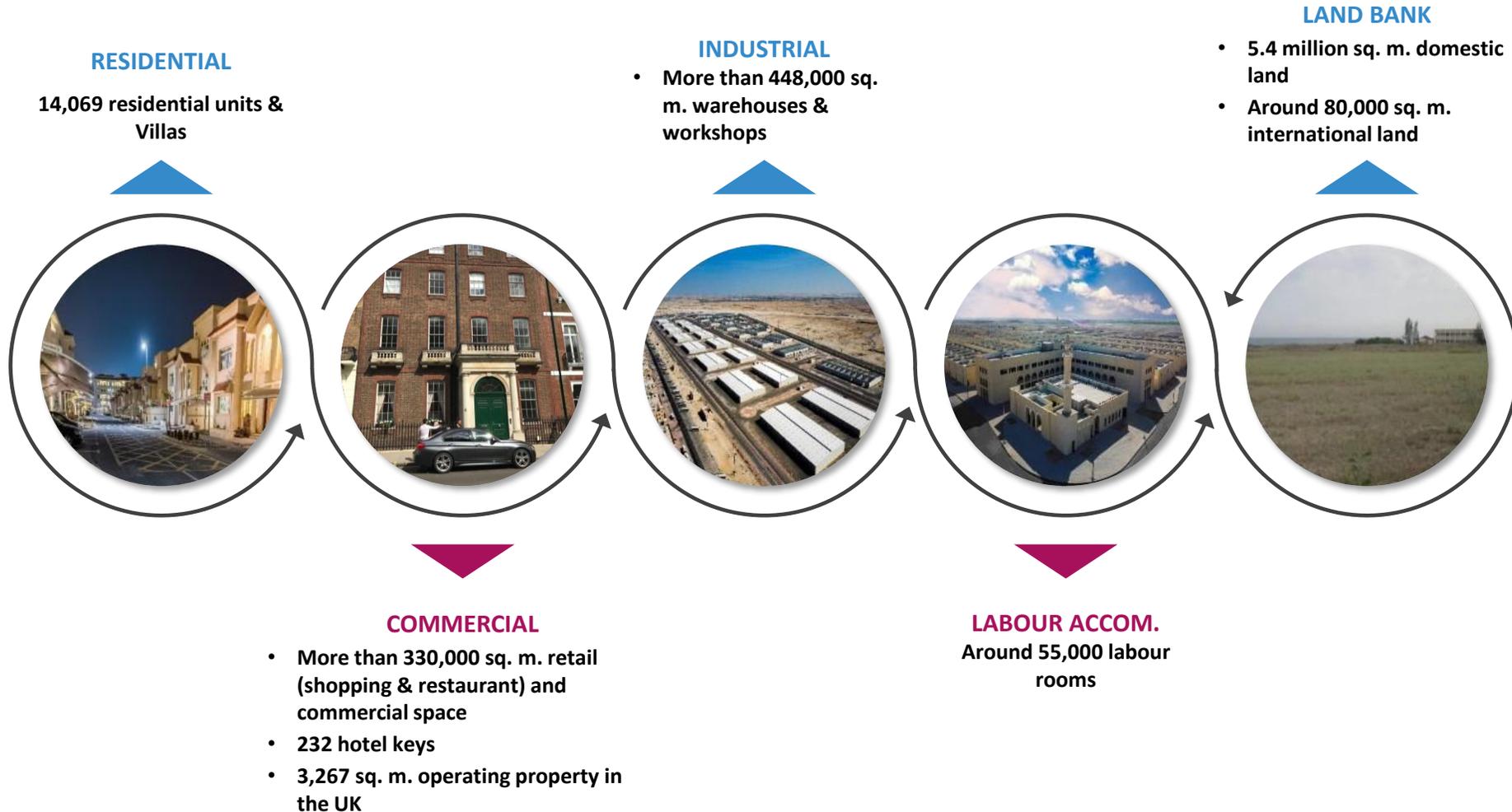


INHERENT STRENGTH BUILT OVER TIME

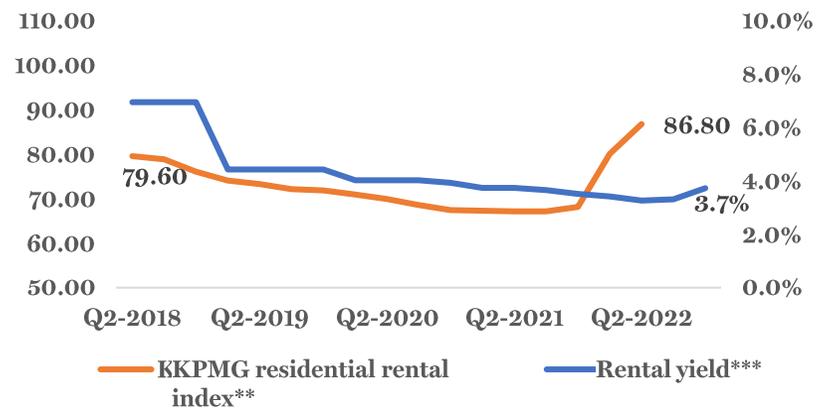
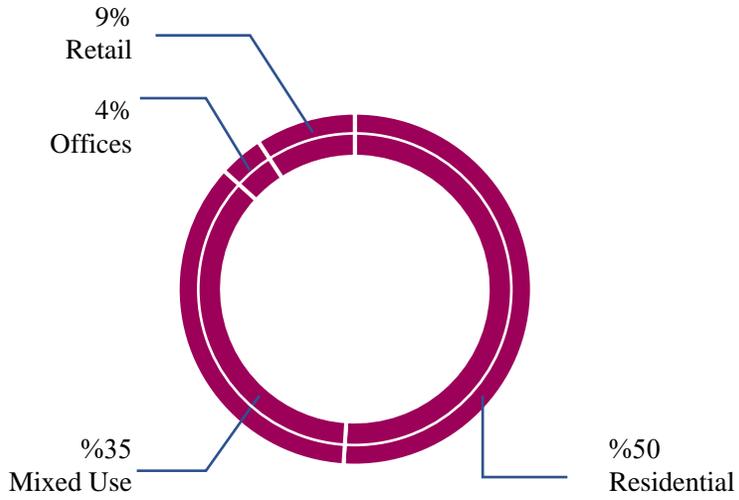
- 5.5 mn sq. m. built-up area under operations
- Land bank 5.5 mn sq. m. (Qatar 5.4 mn sq. m.; 80% owned)
- Strong brand recognition



BARWA REAL ESTATE – PORTFOLIO OVERVIEW



BALANCED PORTFOLIO OF ASSETS



CURRENT MIX

- Residential assets with labour rooms offers predictable recurring revenue
- Mixed use property leverages both commercial and residential units effectively.
- Warehouse segment complements government thrust on industrialization

FORWARD MIX

- Foray into development of assets which are aligned with long-term market requirements
- Building affordable residential units
- Increasing development in freehold areas like Lusail

WAY FORWARD IS TO CONTINUE TO MODULATE PRODUCTS BASED ON MARKET & STAKEHOLDER DEMAND

*Yield= Revenue/ Investment Properties (Operating Assets + Properties under development + Land bank) = at FV

#Reduction in yield for FY19 is on account of significant increase in value of investment properties, majorly attributable to increase in value of land banks.

**Publication of KPMG's Q4-2022 residential rental index is awaited. Hence the Residential Rental Index graph continues up to the Q2-2022 index value.

***Rental yield is presented over the fair value of the entire Qatar real estate portfolio of Barwa.

INHERENT STRENGTH BUILT OVER TIME RESULTED IN STRONG BRAND PREFERENCE

Timeliness

- Proven developer and operator of a range of assets with timely delivery
- Barwa was able to conclude the construction of Madinat Al Mawater phase 1 & phase 2 projects and Barwa Village Extension projects two months ahead of schedule

Quality

- Quality control is paramount despite tight cost measures
- Routine quality checks at various stages of project life cycle
- Barwa ensures high quality of projects despite our keenness in controlling costs
- Barwa continues to pursue high quality of construction in the future projects

Cost efficiency

- Private sector mindset- cost optimization, efficiency are the key focus areas
- Barwa strives to ensure that all projects are completed at competitive construction costs without compromising on the quality.

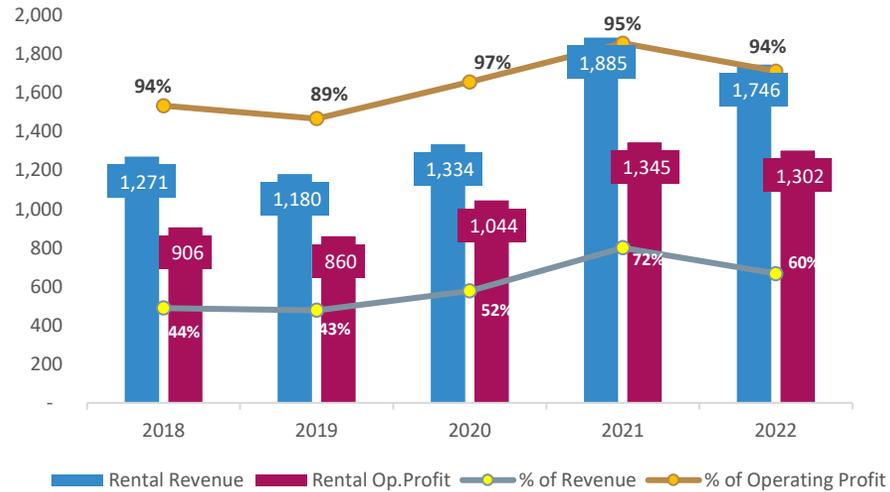
Local Expertise

- Understanding of local preferences and effectively built/enhanced private sector capabilities
- Customised delivery model to support government vision, a preferred partner for government initiatives

SIGNIFICANT RECURRING REVENUES & OPERATING PROFIT

Recurring Income Provides Better Cash Flow Visibility

QAR MN



~60%

of Total Revenues are from rentals

~94%

Operating Profit* from net rentals

Healthy Rental Income

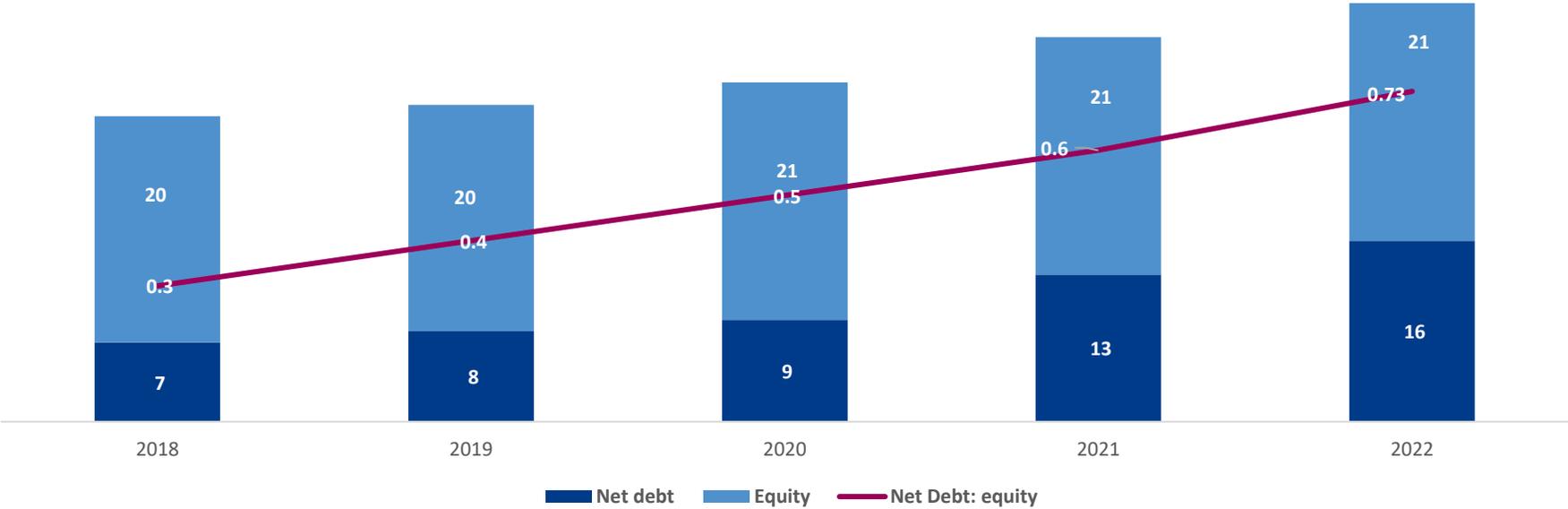
* Operating Profit is excluding Profit on sale of property and construction services and profit from sale of investments.
Built-Up Area

- 3.6 million sq. m. BUA# under operation
- Rental assets spread across residential, commercial and retail verticals
- Operating margin on recurring revenue remains stable at 66% despite challenging macro scenario
- Consistent high occupancy in residential

PRUDENT GEARING, SUFFICIENT ROOM FOR LEVERAGED GROWTH

Balance Sheet Strength provides an Opportunity for Leveraged Growth

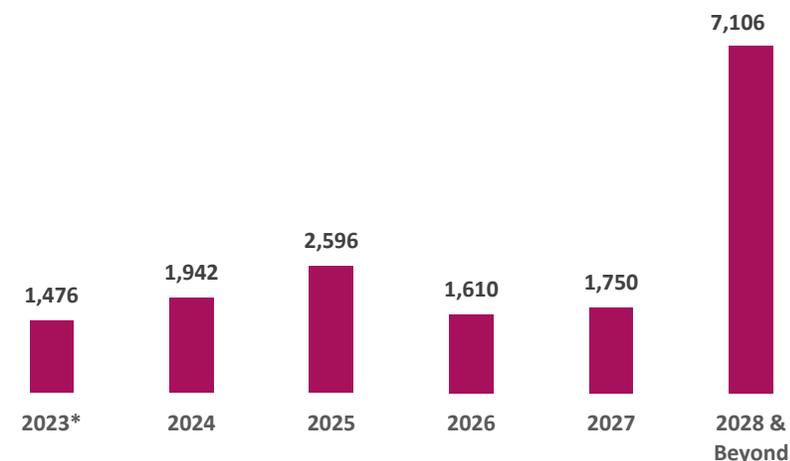
Timely sale of properties have adequately supported liquidity



COMFORTABLE LIQUIDITY POSITION, FOR PRUDENT CAPITAL ALLOCATION

QAR Million	Dec-2022
Debts	16,480
Cash	899
Net Debts	15,581
Total Equity	21,463
Total Assets	39,986
Key Ratio	Dec-2022
Net Debt/ Equity	0.73
Net Debt/ Assets	0.39
Liquidity	1,390

Comfortable Debt Maturity Profile (QAR Mn)



Liquidity – QAR 1,578 mn (Dec 2022)

QAR 714 mn

QAR 617 mn

QAR 247 mn



Cash Equivalents



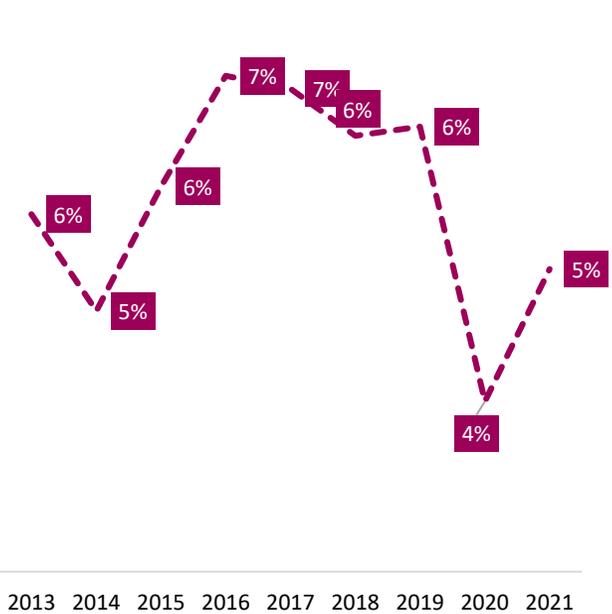
Trading Properties



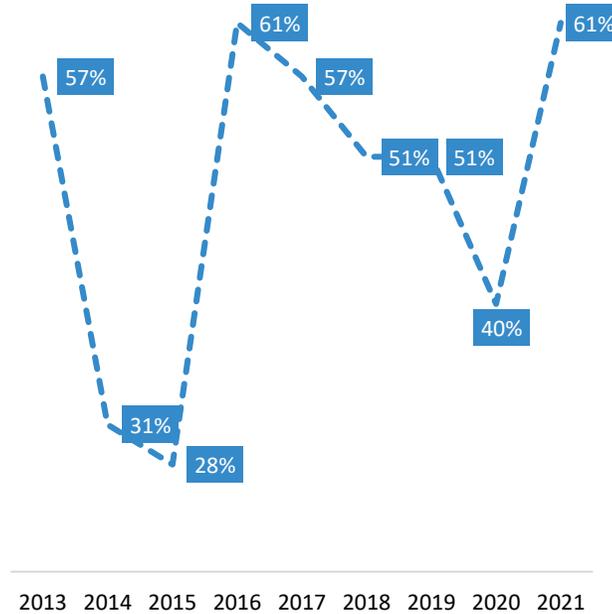
Investments

* Barwa is currently working to refinance part of the facilities to positively manage the cashflow position.

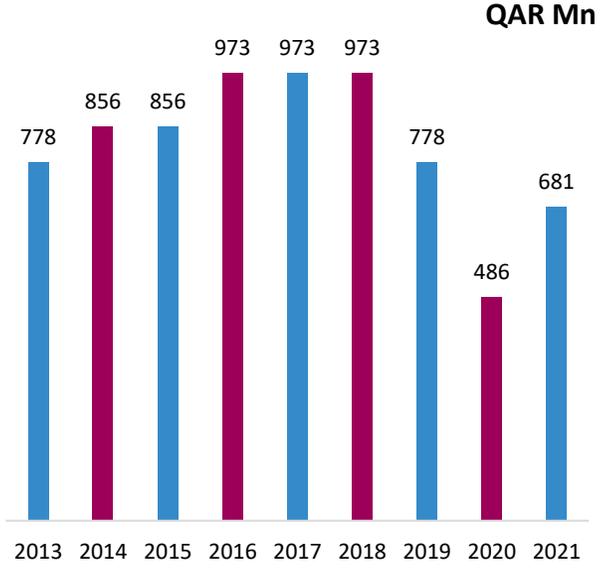
OPTIMISING SHAREHOLDER VALUE



Attractive Dividend Yield



Healthy Dividend Payout Ratio



QAR 7.4 Bn Cumulative dividends declared over 2013-21

ENHANCING ASSET PORTFOLIO

Well established



Residential & Commercial

- In-depth understanding of the sector to gauge tangible demand & deliver assets comprising of residential units, retail & 3-4 star hotels
- Select product offering in alignment with market dynamics

Labour Housing & Logistics

- Strict implementation of law banning unorganised labour housing, demand for new better quality labour homes is imminent
- Labour housing & logistics segments (warehouses) in line with the market requirements

Adding diversity



Education Sector

- Govt. allocated QAR 19.2 bn in 2019 (9.3% of total budget) for education sector ; of these QAR 6.8 bn to be spent on building new schools over 5 years
- Partnership with Ashgal and MOEHE to construct eight schools around Doha on a PPP basis

Healthcare Sector

- Govt. allocated QAR 22.7 bn in 2019 (11% of total budget) for Healthcare sector ; These spends include commencing construction of 5 new health centres
- Active consideration of opportunities to explore the healthcare segment

PREMIUMISATION TO DRIVE SUSTAINED GROWTH & BETTER PROFITABILITY

FREE HOLD ZONES EXPANSION

2004 (3 Zones)



2019 (10 Zones)



District

- West Bay (Legtaifiya)
- The Pearl- Qatar
- Al Khor Resort
- Rawdat Al Jahaniyah
- Al Qassar
- Al Dafna
- Onaiza
- Lusail**
- Al Khraij
- Jabal Theyleeb

In 2004, Qatar ratified Law 17 allowing expats to purchase property in Freehold areas, which gives buyer the title to land as well as structure

By March 2019, the number of free hold zones increased from 3 to 10

HOW IT BENEFITS BARWA?

5.5 mn sq. m.
Total land bank

5.4 mn sq. m.
Qatar land bank

3.7 million sq. m.
Land bank in Lusail

It creates opportunity for:

- Building more residential units like Lusail Dara A which have mid to high mid residential units built to sale (BTS) model for the developed units
- Outright sale of the

Till date there has been limited impact due to market conditions , The implementation of the 2-tier permanent residency system in Q3-2020 is expected to :

- ✓ Create more incentives for investors and owner occupiers to purchase real estate in Qatar
- ✓ Facilitate a more mature investment market, which will evolve over time
- ✓ Increase in the choice of product and price range available

QATAR ECONOMY



QATAR ECONOMY – AN OVERVIEW

QATAR ECONOMY IS EXPECTED TO CONTINUE THE GROWTH MOMENTUM



AT A GLANCE

- Population – 2.91 million as of December 2022 (Source: Planning & Statistics Authority).
- GDP (2022) - US\$ 221 billion (IMF estimate, October 2022).
- GDP/Capita (2022) – Intl\$ 113,675 (purchasing power parity, current prices, IMF).



POISED FOR OVERALL GROWTH

- Qatar's natural gas resources are the country's main economic engine and contains approx. 14% of all known natural-gas reserves.
- In recent years, Qatar has witnessed higher contribution of non Oil & Gas sectors like real estate, infrastructure, manufacturing & financial services as a part of GDP.
- IMF projects 2.80% CAGR growth in Qatar's GDP from 2021-2027 (constant prices).
- Population is expected to reach 2.51 million by 2027 as per the IMF.



DEMAND DRIVERS

- Residency for expats by purchasing US\$ 200,000 worth real estate.
- National Vision 2030 lays the foundation to create an impetus for long-term all-round development.

QATAR REAL ESTATE – AN OVERVIEW

Residential Sector

- Recent law amendment of expanding freehold ownership in residential sector and subsequent introduction of the 2-tier residency system to provide further incentive to foreign owners to have outright owner
- Currently facing lower demand on account of rising supply in the market

Retail Sector

- Currently witnessing a constant influx of both small and large malls in the country
- Amid competition from newly opened super regional malls, oversupply has led to reduced rentals in the sector

Commercial Sector

- Witnessing a significant expansion of Grade A commercial office space
- Addition of new office space is expected for Qatar in the next decade, most notably in Lusail's Marina District and Energy City, West Bay, and Msheireb

Healthcare Sector

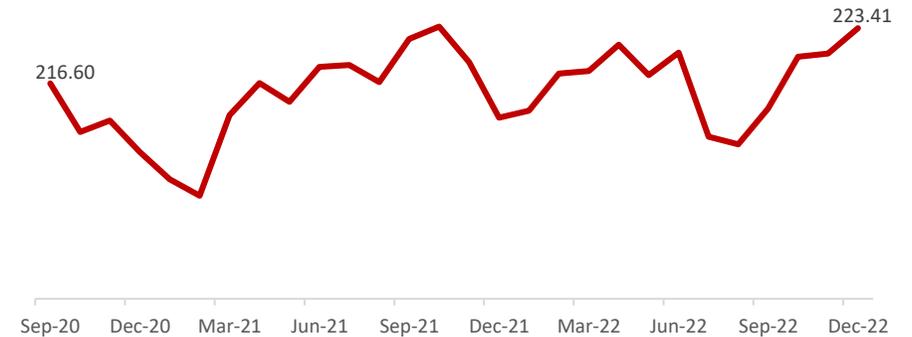
- Major projects to improve Qatar healthcare services are underway
- Major expansion projects - Hamad Medical Corporation (HMC) facilities, primary healthcare centres, emergency hospital and the establishment of new health centres over a period of five years

Education Sector

- Spending on education sector is on the Government's strategic agenda with a total outlay of QAR 19.2 billion in the budget 2019, 9.3% of the total expenditure
- Major educational projects underway in the field of engineering, medicine, law, and pharmacology of Qatar University. The fund also includes QAR 6.8 billion for launch of new schools over the next five years
- Government is considering PPP model to build schools & is floating tenders for the

(Source: Ministry of Finance, Qatar)

QATAR REAL ESTATE INDEX



Particulars	Apartment (3 BHK): Rent/Month (USD)	Buy Apartment Price/ Square Meter (USD)	Gross Rental Yield	Mortgage Interest Rate
Doha	3,482	5,045	6.37%	4.00%
Dubai	3,120	3,820	7.54%	3.85%
Kuwait City	1,864	5,803	2.96%	5.67%
Riyadh	962	1,709	5.19%	3.95%
Muscat	1,171	1,943	5.56%	4.88%
Manama	1,797	1,560	10.63%	5.94%

(Source: Numbeo, Oct-2022)

DEMAND DRIVERS

Qatar National Vision 2030

4 PILLARS OF DEVELOPMENT

Human Development: Development of all its people to enable them to sustain a prosperous society

Social Development: Development of a just and caring society based on high moral standards, and capable of playing a significant role in global partnerships for development

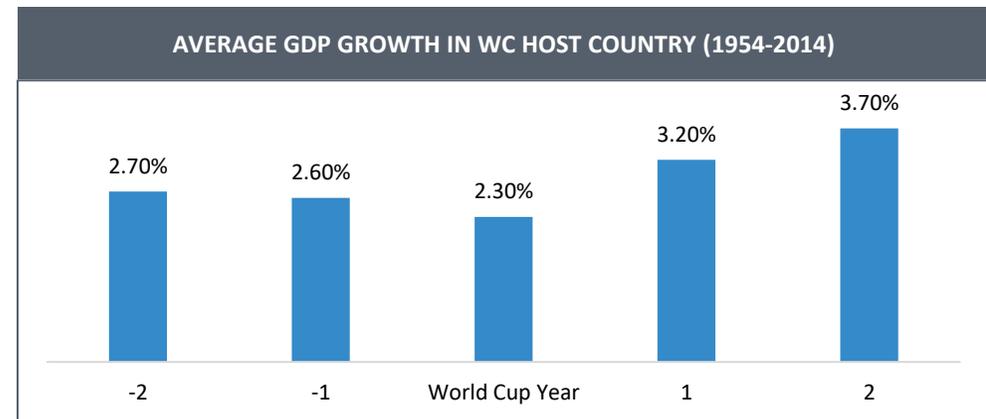
Economic Development: Development of a competitive and diversified economy capable of meeting the needs of, and securing a high standard of living for, all its people both for the present and for the future

Environmental Development: Management of the environment such that there is harmony between economic growth, social development and environmental protection

Qatar's successful bid for the World Cup has had a multi-fold positive impact on Qatar's Economy by acting as a catalyst to accelerate various projects envisaged by the government in area of :



The "Host" Effect of World Cup

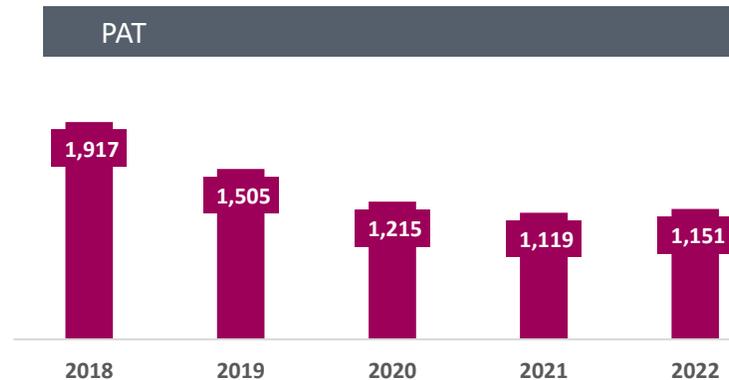
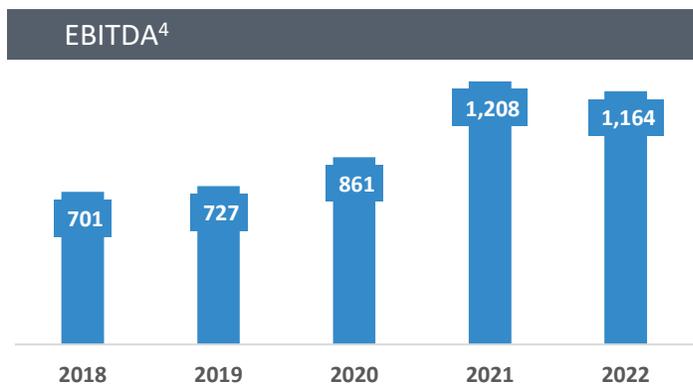
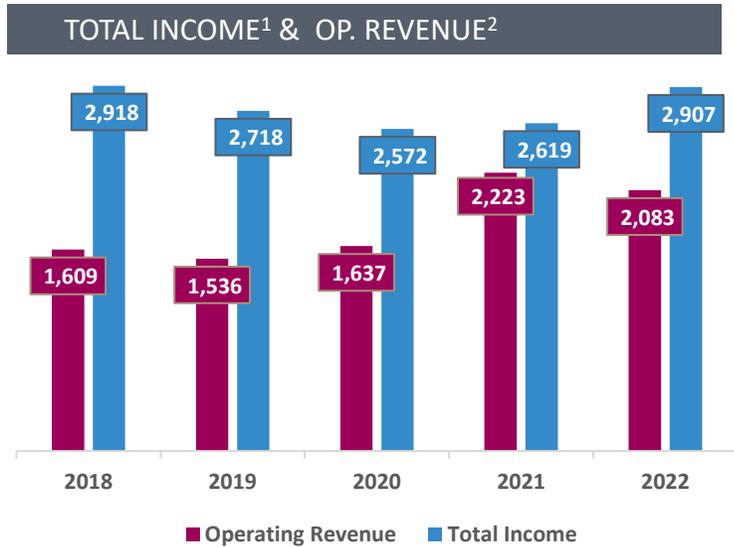


FINANCIAL TRACK RECORD



FINANCIAL OVERVIEW

(FOR THE YEAR ENDED 31 DECEMBER 2022)



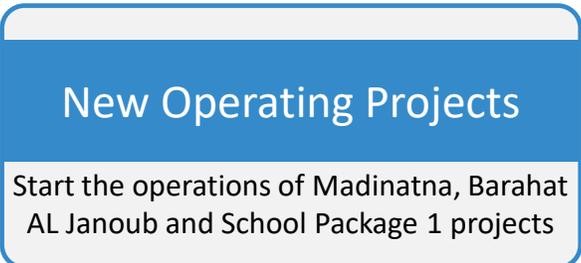
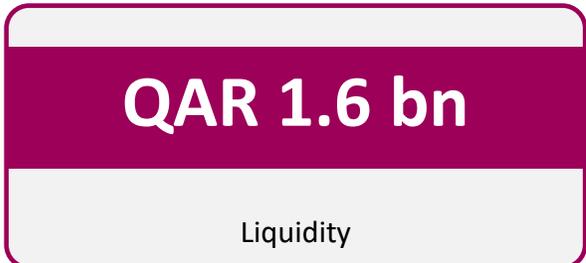
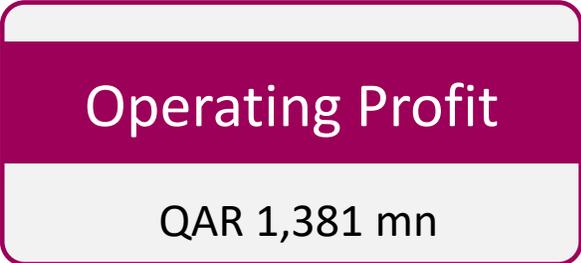
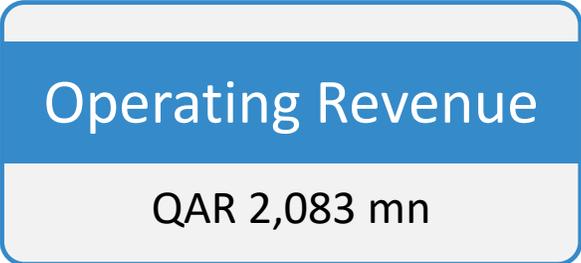
1). Total Income= Op. Revenue+Finance Lease Inc + Property sales & construction income + FV gain/loss on Invst Properties + Profit on disposal of associates + Misc. Income

2) Operating Revenue = Rental income + Income from consultancy and other services

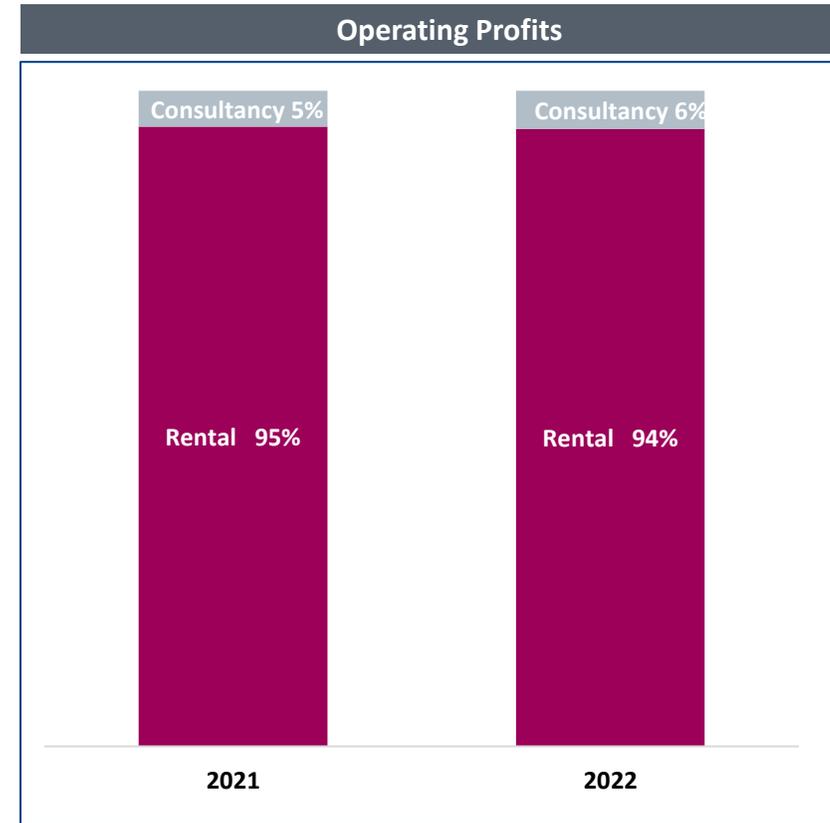
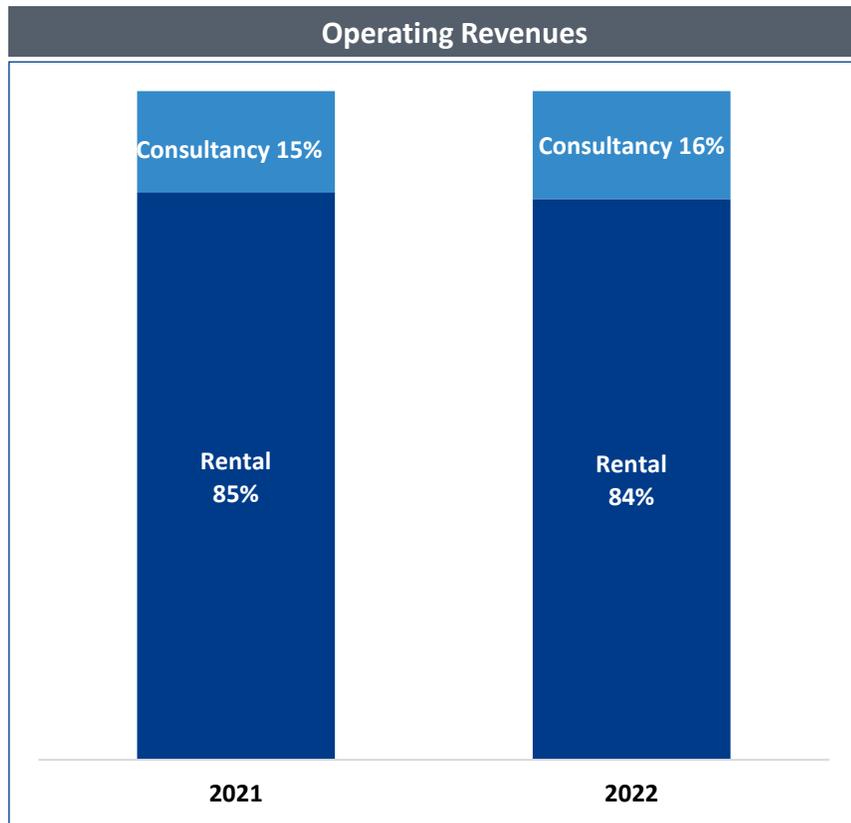
3) Operating Profit = Operating Revenue – Operating Expenses

4) EBITDA= Operating profit - G&A Costs

2022 KEY HIGHLIGHTS

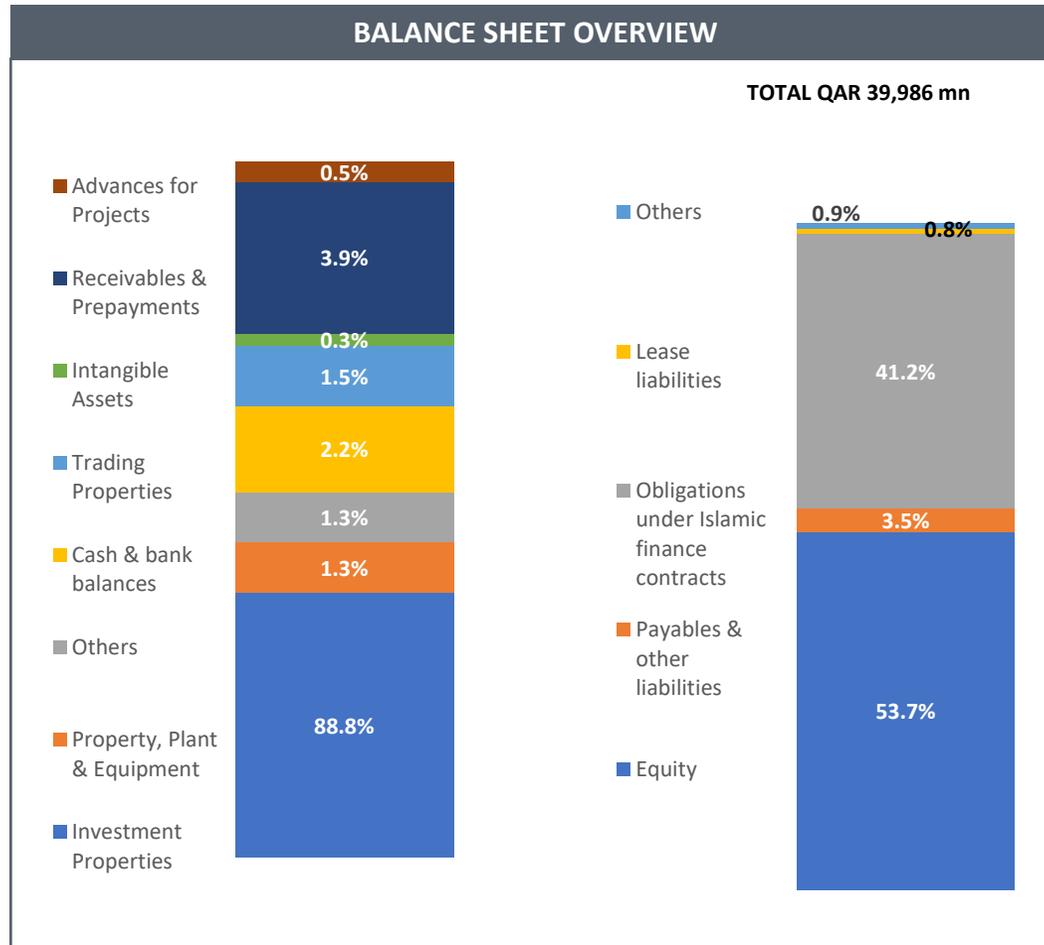


2022 vs 2021 KEY HIGHLIGHTS



BALANCE SHEET & CASH FLOW OVERVIEW

AS AT 31 DECEMBER 2022



ONGOING PROJECTS

PROJECT NAME	TIMELINE		2017				2018				2019				2020				2021				2022				2023			
	Start	Finish	Q1	Q2	Q3	Q4																								
1. Mukaynis Compound Additional works	Dec-17	Oct-22																												
2. Madinat Al Mawater Phase 3	Aug-19	Jun-23																												
3. Schools Package 1 (PPP)	Sep-20	Oct-22																												
4. Barahat Al Janoub	Aug-20	Nov-22																												
5. Madinatna	Aug-20	Nov-22																												

 COMPLETED / ONGOING PROJECTS

UPCOMING PROJECT OPPORTUNITIES

Barwa Real Estate Group is conducting feasibility studies and design enhancements for several land banks in order to ensure their best use and derive attractive returns, including:

- **Furjan Wadi Lusail**
- **Barwa Al Doha**
- **Al Khor Community**
- **Energy City**
- **Barwa City Phase 3**
- **Manateq Extension (Umm Shahrain Extension)**

Barwa Real Estate Group is also evaluating and participating in several tenders offered by Public Works Authority (PWA) for Public Private Partnership (PPP).



ANNEXURE



RESIDENTIAL PORTFOLIO

Name of Project	Residential (Units)	Nature of Project
Al Khor Community	3,171	Residential
Labor Camp 3*	982	Labor accommodation
Ras Laffan Accommodation-West Side*	688	Labor accommodation
Labor Camp 2*	662	Labor accommodation
Porta cabins 451 Phase 2*	493	Labor accommodation
Labor Camp 1*	329	Labor accommodation
Asas Towers	320	Residential
Dukhan DSSA Labor Camp*	250	Labor accommodation
Alaqaria Garden - Dukhan	48	Residential
Madinatna	6,780	Residential
Barahat Al Janoub	16,848	Labor accommodation

* Labour Rooms

MIXED USE PORTFOLIO (1/2)

Name of Project	Nature of Project	Residential/Labour (Units)	Retail (‘000 sq. m.)	Office (‘000 sq. m.)	Hotel (Keys)	Warehouse (‘000 sq. m.)
Baraha Warehouses and Workshop	Industrial	-	-	-	-	184.8
Barwa Al Sadd	Mix Use	261	4.2	41.8	232	-
Barwa Village	Mix Use	457	106.2	-	-	-
Masaken Meaismeer	Mix Use	992	2.0	-	-	-
Masaken Al Saliya	Mix Use	992	2.2	-	-	-
Barwa Al Baraha*	Mix Use	8,576	3.3	-	-	-
Al Khor Shell	Mix Use	350	1.4	-	-	-
Madinat Al Mawater (Phase 1)	Mix Use	176	17.4	-	-	0.8
Madinat Al Mawater (Phase 2)	Mix Use	176	18.7	-	-	0.8
Manateq Um Shahrain Warehouses*	Mix Use	72	1.7	0.5	-	259.5

* Labour Rooms

MIXED USE PORTFOLIO (2/2)

Name of Project	Nature of Project	Residential (Units)	Retail ('000 sq. m.)	Office ('000 sq. m.)
Barwa Village Expansion	Mix Use	177	10.7	-
(Mukaynis Compound) * Salwa Affordable Housing Development	Mix Use	25,360	13.3	5.4
Souq Mesaieed	Mix Use	138	12.3	7.1
Old Salata Building	Mix Use	-	0.9	11.6
Dukhan Commercial Complex	Mix Use	31	1.7	0.2
Souq Dukhan	Mix Use	-	3.7	1.0
Mesaeed Commercial Center	Mix Use	-	7.7	1.4
Al Khor Recreation	Retail	-	1.4	-
ASAS : Commercial Units	Retail	-	1.1	-
Alaqaria Commercial Complex	Retail	-	1.3	-
Al Khor Recreation Extension*	Mix Use	816	7.9	-

* Labour Rooms

INTERNATIONAL PORTFOLIO

Name of Project	Nature of Project	Office (‘000 sq. m.)
Cavendish	Office	1.0
North Row	Office	2.2

PROJECT STATUS (1/2)



MADINAT AL MAWATER – PHASE 3

Land Area (sq. m.)	339,716
BUA (sq. m.)	165,631
Construction Start Date	Aug - 19
Construction End Date	Aug - 22



MUKAYNIS COMPOUND – SALWA

Land Area (sq. m.)	1,179,114
BUA (sq. m.)	735,091
Construction Start Date	Dec-17
Construction End Date	Oct-22



SCHOOLS PACKAGE 1 (PPP) (8 Schools)

Total land area for 8 Schools (sq. m.)	228,440
Total BUA for 8 Schools (sq. m.)	107,000
Construction Start Date	Sep-20
Construction End Date	Oct-22

PROJECT STATUS (2/2)



BARAHAT AL JANOUB

Land Area (sq. m.)	773,457
BUA (sq. m.)	767,270
Construction Start Date	Aug-20
Construction End Date	Nov-22



MADINATNA

Land Area (sq. m.)	1,149,169
BUA (sq. m.)	1,087,785
Construction Start Date	Aug-20
Construction End Date	Nov-22

DOMESTIC LAND BANK

OwnedShell	Area ('000 sq. m.)
Lusail (Golf)	3,476
Baraha 3	523
Dara B-F	130
Al Khor Zone 7	54
Barwa Al Doha	48
Alaqaria Delta Center	38
Lehwaila Beach Club	28
Asas Marina Tower	28
Alaqaria South Gate	28
Shell Extension	15
Al-Kharaej Residential Tower	4
Leased	Area ('000 sq. m.)
Barwa City Phase 3	330
Mawater Phase 4	266
Al-Khor Zone	405
Umm Shahrain Extension	59

INTERNATIONAL LAND BANK

Land*	Area ('000 sq. m.)	Country
Bahrain Bay	12.5	Bahrain
Cyprus Land	54.7	Cyprus
Marrakech*	9.6	Morocco
Fez *	3.1	Morocco
Total	79.9	

*Includes pre-existing structures

INVESTOR RELATION TEAM

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