

نبني المستقبل

BUILDING THE FUTURE



**ANNUAL
REPORT**
2018 | barwa.com.qa



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H.H. SHEIKH TAMIM BIN HAMAD AL THANI
THE EMIR OF THE STATE OF QATAR



H.H. SHEIKH HAMAD BIN KHALIFA AL THANI
THE FATHER EMIR





HIS EXCELLENCY MR. SALAH BIN GHANIM BIN NASSER AL ALI

Chairman of the Board of Directors

H.E. Mr. Salah Bin Ghanim Bin Nasser Al Ali was appointed as Qatar's Minister of Sports and Culture on January 27th, 2016 after more than two years as Minister of Youth and Sports.

His Excellency held a number of public positions such as Chief of the State Audit Bureau between 2006 and 2011, during which H.E. participated in developing a strategic plan for the Bureau aimed at assisting in achieving sustainable development for Qatari society and to strengthen accountability. His Excellency was designated to take on various public service responsibilities, such as Head of the National Committee for Integrity and Transparency between 2007 and 2011.

He was also appointed as Head of the State National Day Celebrations Organizing Committee in 2008 whereas he participated in formulation of the National Day vision that calls for promoting loyalty, solidarity and pride in Qatari national identity. In 2011, he was appointed as consultant in the office of Heir Apparent till 2013. In 2012, H.E. participated in the launch of Al Rayyan TV with a mission to support the renaissance of Qatar, consolidate its national identity and take into account its sustainable development. H.E. participated in a lot of conferences and forums and provided many lectures and presentations in the field of innovations. H.E. Mr. Al Ali graduated from US-based Pacific University in 1992 with a Bachelor of Science in Engineering Management.



ISSA BIN MOHAMMED AL MOHANNADI

Vice Chairman and Managing Director

Mr. Issa Mohammed Al Mohannadi occupied the role of Qatar Tourism Authority Chairman. His project management and international business background served QTA well as it embarked on rolling out the new Tourism Sector Strategy for the State of Qatar. Prior to taking up the post of Qatar Tourism Authority Chairman in May 2012, Mr. Al Mohannadi was the co-founder and Chief Executive Officer of Msheireb Properties.

Mr. Al Mohannadi has received numerous recognitions for his contribution to Qatar's rapidly growing business community, including the title of 'Property Development CEO of the Year' at the 7th Middle East CEO of the Year Awards organized by the Middle East Institute of Excellence in 2010.

Mr. Al Mohannadi occupies a number of distinguished posts within public and private organizations in Qatar.

He is the founder and chairman of Qatar Green Building Council, which actively promotes sustainability in the domestic construction industry. He also held a variety of front line leadership positions at Ras Laffan LNG Company- RasGas Ltd.

Mr. Al Mohannadi is Chairman of Qatar Racing and Equestrian Club Board of Directors and board member of Doha Film Institute (DFI) and Qatar Airways.

He was a member of Board of trustees at Qatar Academy Al Khor-Qatar Foundation.

Mr. Al Mohannadi holds a Bachelor's degree from Texas A&M University in Kingsville, Texas, as well as specialized training certificates in project management from George Washington University, Harvard Business School, INSEAD, and Kellogg Business School.



NABEEL BIN MOHAMMED AL-BUENAIN

Board Member

Eng. Nabeel Bin Mohammed Al Buenain is the Senior Advisor to His Excellency the Minister of State for Energy Affairs. He was appointed as Vice Chairman of Qatari Diar in January 2017 and also became Chief Executive Officer of the company in April 2017 until July 2018. He has extensive experience in infrastructure development and oil and gas operations, acquired over the years in various positions at Qatar Petroleum. Eng. Nabeel Al Buenain was appointed in 2005 as Assistant Project Manager of the Common Cooling Water Project in Ras Laffan. In 2007, he was subsequently appointed

as Ras Laffan Port Expansion Project Manager, after which he was named as Executive Director of Hamad Port Projects. In January 2014, he was appointed as QP's Vice President for HSE & Business Services for nearly two years, during which he contributed significantly to the continued growth and development of the Company.

Eng. Nabeel Mohammed Al Buenain graduated in 1994 with a degree in Mechanical Engineering from Lamar University, in Beaumont, Texas, USA.

ABDULLAH BIN HAMAD AL ATTIYAH

Board Member

Eng. Abdullah bin Hamad Al Attiyah holds a MSc in Chemical Engineering from the University of Nottingham, United Kingdom and a Bachelor degree in Mechanical Engineering from Cardiff University, United Kingdom. Eng. Al Attiyah has an extensive and vast work experience in many sectors in the country, where he started his career with Qatar Petroleum as Operations Engineer until 2011 when he moved to RasGas as a Senior Project Engineer and progressed in 2012 to Onshore Development and Planning Manager.

In 2014, Eng. Al Attiyah moved on to undertake new assignment as Acting Programme Management

Office Executive Director at the Supreme Committee for Delivery and Legacy. Followed by an assignment in 2015 as Director of the Technical Office at Public Works Authority "Ashghal" and progressed to Assistant President until 2018 when he was appointed as Vice Chairman of Qatar Primary Materials Company, before being appointed by the Board as acting CEO until early May 2018. During the same period, in January 2017, Eng. Al Attiyah was appointed as a Board Member of Qatari Diar Real Estate Investment Company, until July 2018 when he became the Company's Chief Executive Officer in addition to his position as Board Member.



NASSER BIN SULTAN NASSER AL-HEMAIDI

Board Member

Nasser bin Sultan Nasser Al-Hemaidi was appointed in 2017 by Amiri Decree as a member of the Qatari Shura Council. Mr. Nasser Al-Hemaidi is a member of several boards of directors of Qatari shareholding companies. He is a member of the Board of Directors of Qatar Fuel Company WOQOD since 2008 and also a member

of the Board of Directors of Qatar National Cement Company. He also served as the Financial Director of the Qatar Olympic Committee as well as being a businessman involved in various business and economic activities. Mr. Nasser Al Hemaidi holds a Bachelor's Degree in Business Administration.



NASSER BIN ALI AL HAJRI

Board Member

Representing Al Adeed Real Estate Investment Company Mr. Nasser Ali Al Hajri works as the Financial and Administrative Control Director in the office of H.H. the Father Emir. Mr. Al Hajri holds a Masters in Business Administration specialized in banking from

the University of Finance and Banking and is currently doing his PhD in Business Finance Management; the field in which Mr. Al Hajri has prepared many research papers.



MOHAMMED BIN ABDULAZIZ AL-SAAD

Board Member

Mr. Mohammed Bin Abdulaziz Al-Saad started his career working in leading roles in the public sector; he led the investment program of Qatar's largest publicly listed real estate company at the time-Qatar Real Estate Investment Company (Al Aqaria). In late 2006, he took over as CEO of The First Investor (TFI), the leading investment firm in Qatar. His leadership brought Barwa Bank to be operational in 2009 and it kept impressively growing in both market share and profitability as he became the Vice Chairman of the bank. Mr. Al Saad

is currently the Executive Chairman of MAS Holdings and the Board Member of Qatar Fuel-WOQOD. He is also Chairman of QCON, Chairman of Native Land Investment, and the Chairman of Agency Triple Two.

Mr. Al-Saad completed his Bachelor's degree in Architectural engineering from University of Colorado at Boulder and his Executive Master's Degree in Business Administration EMBA from HEC Paris.

BOARD OF DIRECTORS' REPORT

Board of Directors' Report on the Financial Year Ending 31 December 2018 and The Company's Future Plans for 2019

Dear Esteemed Shareholders,

I have the pleasure to present to you, on behalf of myself and the members of the Board of Directors, the Annual Report on Barwa Real Estate Company's activities, performance and Consolidated Financial Statement for the year 2018, as well as the future plans for the coming year.

COMPANY'S PERFORMANCE AND ACHIEVEMENTS

The financial year 2018 witnessed the continuation of the Group's success in enhancing its operating income and financial position. The company has worked to maximize the returns on the Group's assets and to achieve sustainable development

without forgetting the role of Barwa as one of the pillars of development in the beloved State of Qatar. Barwa's business plan includes several strategic axes, the most important of which can be summarized as follows:

- ◆ Increase cooperation with the Government of the State of Qatar by continuing to develop new projects that meet the needs of the country from different real estate sectors and achieve the target return of the group.
- ◆ Development of the real estate portfolio with new projects executed in a timely and cost-effective manner through the development of the best investment plans for the development of the Group's land bank, the area of those lands, which are located within the State of Qatar total 5.8 million square meters.
- ◆ Working on the improvement of the performance of existing operational projects, as Barwa has a diversified real estate portfolio including residential units, workers' housing, warehouses, offices, shops and showrooms.

The year 2018 witnessed many achievements, including:

- ◆ In terms of financial performance, we have achieved a net profit attributable to the shareholders of the parent company amounted to QR 1,915 million and an EPS of QR 4.92 with an increase of QR 210 million, representing 12% increase compared to the year ended 31 December 2017. The Group has succeeded in enhancing its operating revenues through increasing its rental income to QR 1,271 million and an increase of QR 27 million over the year 2017. The Group also succeeded in generating profits from sale of a property and construction services amounting to QR 373 million.

The improvement in the Group's operating revenue was reflected in the total equity attributable to the equity holders of the parent company which increased by QR 422 million reaching the balance of QR 19,345 million. The total assets increased by QR 588 million exceeding the balance of QR 30.3 billion.

- ◆ Maintaining an available cash balance of QR 1.04 billion.
- ◆ Completion and start of the operations of phase two of Madinat Al Mawater and also the start of operations of Barwa Village Extension project.
- ◆ The Group's real estate portfolio has grown to include 7,232 residential units, 12,706 worker rooms, 295,891 square meters of shops, showrooms and offices and 260,959 square meters of workshops and warehouses.
- ◆ Initiating the construction of the expansion project of Al-Khor Sports Facilities, with a total built-up area of 53,639 square meters and a construction cost estimated at QR 105 million.
- ◆ Completion of the work on the affordable housing project for laborers on Salwa Road, Dara (A) project in Fox Hills Zone in Lusail City and phase nine of Al Khor project.
- ◆ Improving the operational efficiency of the Group's current projects where the occupancy rate in most of them exceeds 95%.



GOVERNANCE, SYSTEMS AND RISK MANAGEMENT:

Barwa Real Estate emphasizes the importance of promoting and spreading a culture of openness and transparency in its commercial and administrative transactions by ensuring the highest levels of compliance with Corporate Governance Code of Listed Companies, as regulated by Qatar Financial Markets Authority. Barwa Real Estate Group considers corporate governance one of the main pillars that form the guiding framework of its operational, administrative activities and dealings with all stakeholders.

Based on that, The Board of Directors, by delegating the authority to the executive management, seeks to accelerate commercial operations, eliminate complications and ensure the highest levels of operational efficiency which will have a positive impact on the company's projects and serves the interest of the shareholders. Moreover, the risk management policy plays a crucial role in creating suitable work frames in order to manage projects and investments in an effective way, while controlling operational, economical and relevant legal risks.

SOCIAL RESPONSIBILITY

At Barwa we believe that sustainable development can only be achieved through the development of an integrated community structure through the development of a range of projects that meet the needs of different communities, and on the other hand, the creation of other real estate solutions in partnership with the Government to facilitate the implementation of development plans in a record time in Qatar.

As for raising preventive awareness about safety and security requirements, we pursue our efforts to raise security and safety levels in all our projects to ensure the safety of our employees and clients. Barwa is also cooperating with the General Directorate of Civil Defense in the Ministry of Interior

to sponsor the awareness events that target various segments of society.

This is in addition to our contributions to the Social and Sports Support Fund in the State and supporting and sponsoring the activities of National Day 2018 as we believe in the role of these celebrations in establishing national identity. As well as contributing to the sponsorship of national cultural activities which reject the unjust siege on our beloved country, in addition to our ongoing charitable contributions for the benefit of humble families and elderly care and also entertainment activities for workers. The total of our contributions reached approximately QR 53.2 million for the year 2018.

HUMAN CAPITAL

At Barwa we aim to achieve a qualitative leap in the field of human resources to achieve the Group's strategy and objectives and to achieve Qatar Vision 2030 by raising the percentage of Qatarization and attracting the best national

cadres with various scientific and professional experiences and encouraging the work team to work on creativity and excellence and provide renewable ideas and problem solving through various development and training programs.

OUR FUTURE PLAN 2019

In light of our Business Plan, the Group's goals for 2019 are as follow:

- ◆ Initiating the rental of residential and commercial units in Affordable Housing Project for Laborers on Salwa Road and Dara (A) project in Fox Hills Zone in Lusail.
- ◆ Completing Warehouses and Workshops project in Barwa Al Baraha and the expansion project of Al Khor Sports Facilities and Al-Khor project (phase nine).
- ◆ Upon completion of ongoing projects, it is expected to add the following to the Group's operational portfolio by the end of 2019:
 - 4,067 residential units,
 - 573 warehouses and 135 workshops,
 - 32,399 square meters as rental space for showrooms and shops.

◆ Work has commenced on the implementation of the third phase of Madinat Al Mawater project and the third phase of Barwa Al Baraha Project.

◆ Ongoing work on the master plans and designs for many projects, including but not limited: expansion project of Um Shahrein Warehouses Complex and Lusail Golf Land Project.

◆ Continuing our efforts to improve the performance efficiency of the Group's subsidiary companies.

Furthermore, the Group will continue to analyze available investment opportunities in light of our Business Plan in order to achieve sustainable growth and ensure profitable revenues for our shareholders.

APPRECIATION

Finally, we would like to express our deepest appreciation and gratitude to the wise leadership of H.H Sheikh Tamim Bin Hamad Al Thani, the Emir of the State of Qatar, His Excellency Sheikh Abdullah Bin Nasser Khalifa Al Thani, Prime Minister and Minister of

Interior. We also extend our gratitude to the company's shareholders and employees, for their continuous support to achieve our goals which serve the interest of the country and its citizens, as well as the Qatar National Vision 2030.

SALAH BIN GHANEM BIN NASSER AL ALI
CHAIRMAN OF THE BOARD OF DIRECTORS



SHARIA SUPERVISORY BOARD REPORT

IN THE NAME OF GOD THE MERCIFUL FATWA AND SHARIA COMPLIANCE AUTHORITY REPORT REGARDING BARWA REAL ESTATE CO.

Alhamdulillah and Peace be upon His prophet Mohammed, his family, companions and followers.

We at the Fatwa and Shari'a Supervisory Authority of Barwa Real Estate Company, have checked the applied principles and the transactions related to contracts, as well as the applications which the company had implemented during the year ended 31 December 2018, and carried out the required check for giving our opinion about whether the company has complied with the provisions and principles of the Islamic Shari'a and the fatwas, decisions and specific directives previously issued from our part.

The Authority through its executive member has carried out the check which included inspecting the documentation and the adopted procedures, on the basis of examining each kind of the transactions, and in our opinion:

1. The contracts, transactions and dealings which the company concluded during the year ended 31 December 2018, which we have perused were accomplished in accordance with the provisions of the Islamic Shari'a.

2. The profit distribution and loss bearing on the investment accounts, complies with the basis approved by us in accordance with the provisions and principles of Islamic Shari'a.

3. The Charity computation (Zakat) was in accordance with the provisions and principles of Islamic Shari'a.

We seize this opportunity to express our gratitude and appreciation to the company's management for its positive response and cooperation with the Authority, and to all the shareholders and dealers with Barwa, asking God to bless their efforts for serving the Islamic economy and developing our Country in a manner that achieves welfare for all.

Alsalamu Alaykom wa Rahmat Allah wa Brakatu.

**DR. OSAMA QAIS
AL DEREAI**

**Executive member of
Shari'a Supervisory Board
of Barwa Real Estate**

MESSAGE FROM THE GROUP VICE CHAIRMAN & MANAGING DIRECTOR

Dear esteemed Shareholders,

Over the past years, Barwa Real Estate has witnessed a positive turnaround at all levels, including financial position and operating results, as well as the development of the Group's operational real estate portfolio by continuing to add new projects in line with its vision. Despite the continuation of the unjust blockage for the second year in a row on our beloved country and the resulting challenges, but with the concerted efforts of all including the support of the Government of the State of Qatar in all its ministries and bodies to all national companies, and also as a result of the support of the shareholders of the company and the sincere efforts of the Board of Directors and all employees, we are in the face of those challenges.

We are all aware of the role of Barwa Real Estate Group and its contribution to the overall development of the State of Qatar. This role as we strive to achieve sustainable development

of the company will continue to be the basis for the formulation of Barwa's investment and operational strategy, which aims to build a strong economic entity to be at the forefront of real estate developers in the State of Qatar and the region.

Barwa takes pride in the important role of the human element and the necessity of its continuous development. Barwa takes pride in the presence of many of Qatar's leading cadres who occupy most of the senior management positions in the Group. In this context, our special thanks go to Mr. Salman Bin Mohammed Al Mohannadi, former CEO of the Group for his efforts and endeavors during his past work period and wish him success in his future career.

During the fiscal year 2018, many important achievements have been made, including but not limited to:

- ◆ Increase the Group's operating revenues.
- ◆ Completion of the implementation and commencement of the operation of the second phase of Madinat Al Mawater Project and the start of the operation of Barwa Village Extension Project.
- ◆ Commencement of work on Al Khor Workers Recreation Expansion projects and the continuation of the work in Affordable Housing Development for Laborers on Salwa Road, Al Baraha Warehouses and Workshops project and Dara (A) Project in the Lusail.
- ◆ Continued work on the blueprints and concept designs for several projects, including but not limited to Lusail Land project, the third phase of the projects of Madinat Al Mawater and Barwa Al Baraha.
- ◆ Enriching the Group's assets through the acquisition of the Millennium Plaza Hotel in Al Sadd.
- ◆ Maintaining an available cash balance of QR 1.04 billion.

Our esteemed shareholders,

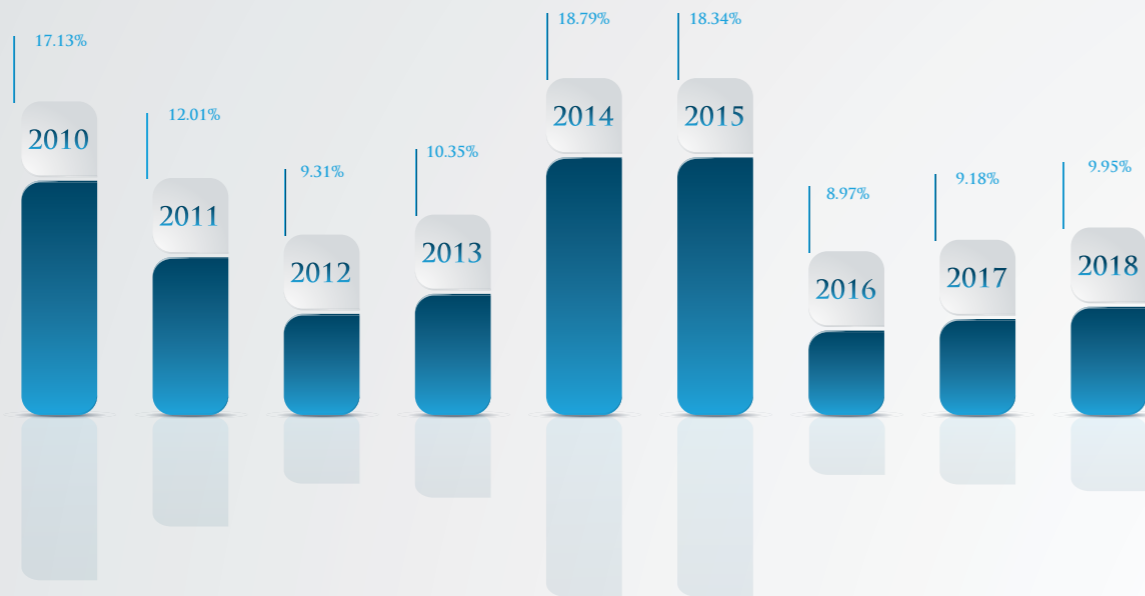
Despite all the challenges currently facing the real estate market, Barwa Real Estate continues to work with great diligence to achieve your goals and aspirations. We hope to be as valuable as your trust and we are confident that with your support and thanks to the generosity and unlimited support of His Highness Sheikh Tamim bin Hamad Al-Thani, and the support of His Excellency Sheikh Abdullah bin Nasser bin Khalifa Al-Thani the Prime Minister and Minister of Interior, we will do our utmost to achieve the objectives of the Group and to be able to face all challenges and difficulties together.

ISSA BIN MOHAMMED AL MOHANNADI

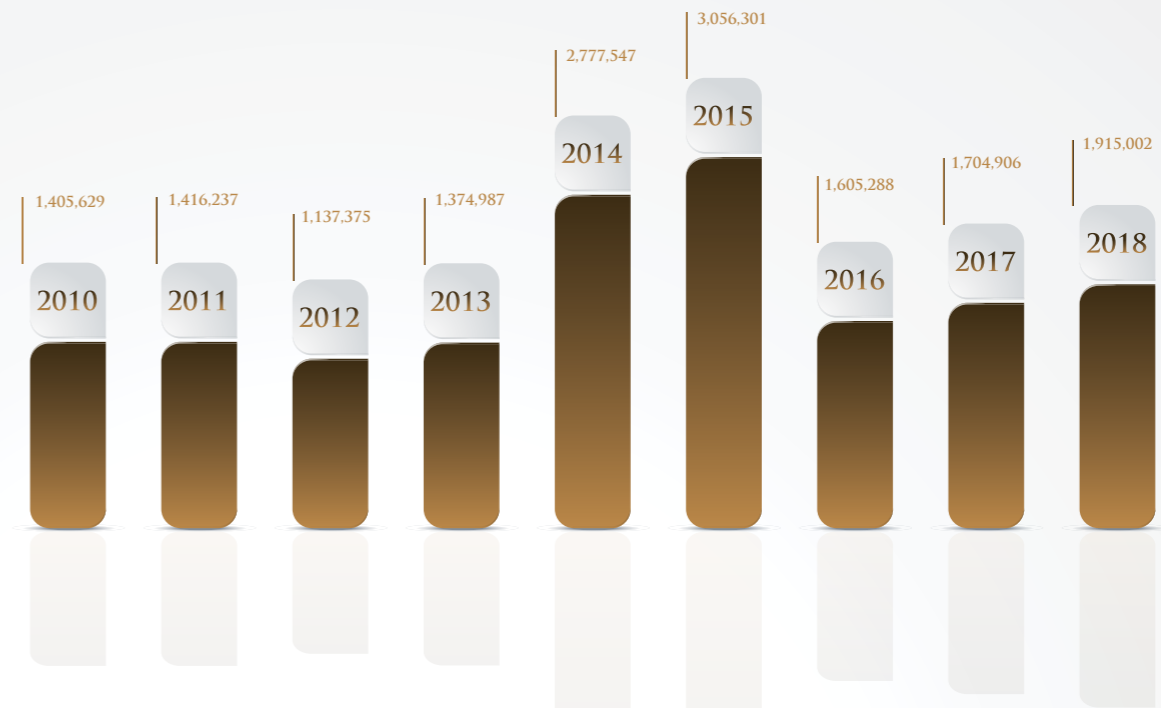
Vice Chairman and Managing Director



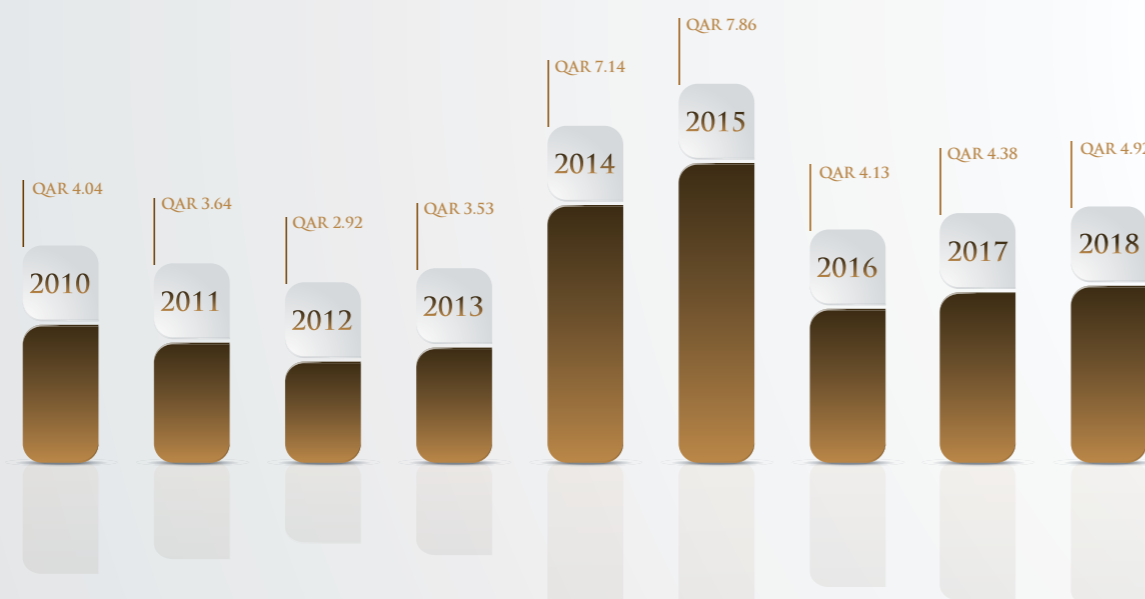
FINANCIAL HIGHLIGHTS



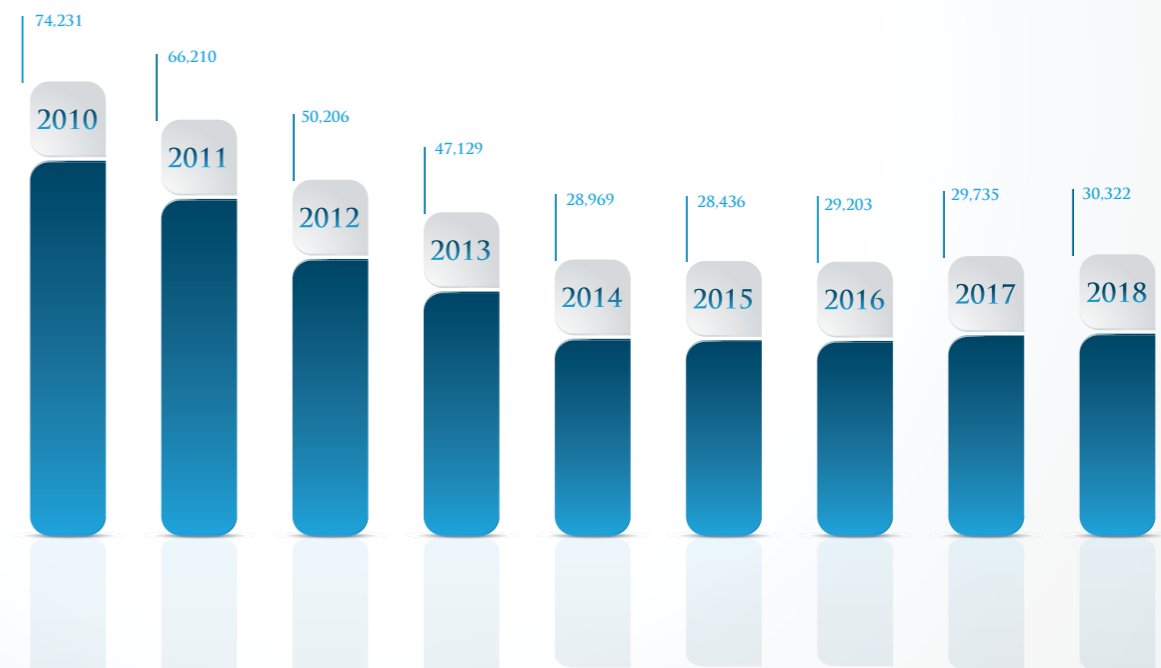
RETURN ON EQUITY



NET PROFIT ATTRIBUTABLE TO SHAREHOLDERS OF THE PARENT (QAR Thousand)

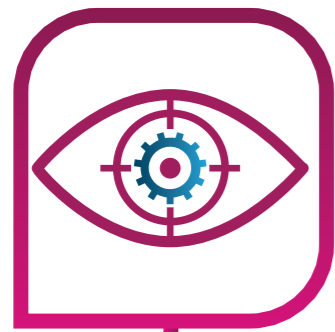


EARNINGS PER SHARE (QAR)



TOTAL ASSETS (QAR million)

COMPANY VISION AND STRATEGY



VISION

To be a reliable real estate company recognized for its strong values, excellence and sustainable returns to its stakeholders.



VALUES

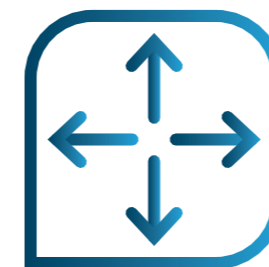
Entrepreneurship, commitment, reliability, teamwork and integrity.



MISSION

To create better places in an efficient manner for people to live, work and enjoy.

STRATEGIC DIRECTION



Barwa will make balanced income yielding investments in both its core real estate and synergistic businesses with above market return on investment.

Barwa's fundamental strategic direction is to be a real estate development and investment holding company.

The Segmented Business Model is organized around the following elements:



CORE BUSINESS

Real Estate Development, Investments and Operations (Value Creation): We will establish the Barwa way of planning and delivering projects and will replicate the model to the expanded and emerging portfolio.



EFFECTIVE GOVERNANCE

(Proper Control & Risk Management): Investment management best practices and performance management that sustain the value proposition.



SYNERGISTIC BUSINESSES

Subsidiaries (Controlling stake) Private Equity (Diversifies and enhances revenue stream)

- Well-balanced portfolio.
- Supporting profitability and sustainable growth.
- Enhance credibility and strengthen the brand geographically.

CORPORATE GOVERNANCE

Barwa Real Estate is committed to establishing and spreading a culture of openness and transparency in its commercial and administrative transactions that support its continuous effort to protect shareholder rights, and direct its business activities and administration in line with the international best practices and applicable regulatory frameworks.

This is achieved through ensuring highest levels of compliance with Corporate Governance Code of Listed Companies, as regulated by Qatar Financial Markets Authority.

From this standpoint, Barwa Real Estate Group considers corporate governance as one of the main pillars that form the guiding framework of its operational and administrative activities and dealings with all stakeholders. Barwa aims to be at the forefront in compliance with governance requirements through implementing the latest requirements and practices that ensure effective governance, enabling the Group to continually improve its governance and management frameworks, and all related activities and processes. Also, this ensures that institutional processes are carried out in a more efficient, flexible and cost-effective manner, while ensuring transparency and protecting the rights of investors, small shareholders and other stakeholders.

Barwa is currently reviewing its Corporate Governance Code to ensure compliance with the provisions of the Corporate Governance Law issued by the Board of Directors of Qatar Financial Market Authority No. 5 of 2016 and in order to reconcile its position within the reconciliation period announced by Qatar Financial Markets Authority.

Barwa Governance Code covers the basics of Governance, Board and Board Committees' duties and responsibilities, Management Committees' and their Terms of Reference, in addition to the internal and external controls of the Company, insider trading policies, policies related to conflict of interest, shareholder protection and stakeholders and community rights. Barwa Corporate Governance Code embraces effective management by accelerating business processes and decision-making, ensuring the integrity and transparency of these processes and communicating them to shareholders.

At Barwa, the Board is the main decision-making entity for the company and is accountable to shareholders for the strategic, financial and operational performance. To empower the Board to carry out its objectives, the Group has established and delegated authority to the Board committees such as Audit Committee, Remuneration Committee and Executive Committee. The Board has established their relevant terms of reference to clarify functions and facilitate work procedures to serve the Board, the Company and the shareholders, and to comply with the provisions of the governance system that define the work and competence of these committees.

The Executive Management reports regularly to the Board of Directors to update them on the company's progress towards achieving organizational goals and the financial position of the Company amongst other updates of importance and value that ensure the Board is informed of all related information in line with corporate governance principles and practices.

The Board of Directors ensures that the shareholders get their granted rights under the Law, the Corporate Governance System and the company's Articles of Association. The Company has set out in its Article of Association a policy which includes guidelines and standards to ensure the enhancement of effective relations between Barwa and its shareholders by establishing transparent channels of communication with them through the corporate website or various media and managing the Investors Relations. Barwa's Articles of Association also guarantees

the shareholders' rights stipulated in the governance system, such as the right to access the company's information and documents, timely information and shareholders' rights related to the General Assembly and their voting rights, the election of directors and the rights related to the distribution of profits and major transactions.

The Legal and Compliance Department is responsible for ensuring that Barwa Real Estate is complied with the Qatar Financial Markets authority's governance regulations, laws, regulations and procedures in Qatar and relevant international procedures and laws to achieve the highest levels of compliance.

Finally, Barwa is proud of the level and niche of Governance it has attained so far, and will continually work towards reaching higher levels to promote better transparency and distinctiveness.





BARWA REAL ESTATE GROUP

Barwa Group established in 2005 to take the lead in real estate development and investment in Qatar and the region. Since then it has proved to be a strong and dynamic contributor to the development of Qatar.

The Group seeks to contribute to the government's over-arching development plan for Qatar as set out in the Qatar National Vision 2030, which is sponsored by His Highness Sheikh Tamim bin Hamad Al Thani, The Emir. Based on this, Barwa pursues its development path in line with its established values based on excellence and achieving sustainable returns for its shareholders and partners, and in the meantime participates actively in the developmental projects that serve the country and the citizen. Barwa's real estate portfolio consists of developments as well as income-generating real estate investments. The Group also has synergistic investments focused on supporting profitability and sustainable growth to the core real estate business. It has built an enviable track record of local projects such as Barwa Al Sadd, Barwa Village and Barwa Al Baraha and it pursues its uniqueness through its diverse projects aimed at providing innovative solutions for sustainable development such as Madinat Al Mawater and Mustawdaat projects. While its main activities are Qatar-focused, investments and operations extend regionally and internationally.

BARWA AL KHOR PROJECT - SHELL STAFF HOUSING

This residential project extends over 138,000 square meters. It consists of 50 villas and 300 apartments. It also features a clubhouse, a child daycare, a supermarket and a mosque. The project was completed in the third quarter of 2016 and was rented and handed over to Shell Company for ten years.



MASAKEN MESAIMEER AND MASAKEN AL SAILIYA

Masakan Mesaimmeer and Masaken Al Sailiya are designed to provide high quality affordable community housing.

Built on two separate sites, which together comprise a total area of 400,000 square meters, the two developments consist of 62 residential buildings, offering 1,984 two and three bedroom residential units. The developments also feature playgrounds, health clubs, nurseries, a supermarket and green areas.

BARWA AL BARAHA

Extending over 1.8 million square meters in the Industrial Area, Barwa Al Baraha is a development project and it has been divided into three phases:

Phase One: This phase consists of 64 premises that include 8,576 rooms for the accommodation of 50,000 laborers and technicians, together with restaurants and retail shops. This phase has been fully completed and is currently operational.

Phase Two: This phase is under construction and includes the area adjacent to workers accommodation project which was formerly called "Truck Parking". On a plot area of 684,134 square meters, the project offers suitable spaces to be used as warehouses for small and medium enterprises and also offer mechanical and electrical workshops to meet the needs of craftsmen in the Industrial

Area. It includes the construction of 573 warehouses, and 135 workshops on a built up area of 193,000 square meters. It is expected to complete this phase in the beginning of 2019.

Phase Three: This phase includes the construction of 4,689 apartments; 1,104 of which are one-bedroom and 3,585 are two-bedroom, in addition to 22 buildings that consist of 110 retail shops and 110 offices. The project also incorporates a hypermarket, a health center and a mosque. It extends over a plot area of 522,648 square meters and a total built-up area of 473,952 square meters, and it is expected to be completed in the fourth quarter of 2021.



BARWA VILLAGE

Located in Al Wakra and spreading over 400,000 square meters with a built-up area of 186,000 square meters, Barwa Village consists of 18 commercial and residential complexes that offer 918 retail units, 96 studio apartments, 262 one-bedroom apartments and 100 two-bedroom apartments.

Project facilities feature a health club, an international school, a nursery, a medical clinic, a shopping center, commercial units, workshops, a mosque, restaurants, car parking facilities and a range of green spaces.

Once fully completed in 2010, Barwa Village project soon achieved high occupancy rates. For that reason, the Group expanded the project

through the development of an additional building stretching on a land plot of 11,094 square meters. The total built up area is 34,492 square meters with residential units and retail shops in addition to a hypermarket. The overall expansion offers a total of 71 shops and 177 different sized residential units. The construction of the project has been completed.



THE GROUP IS EXPANDING THE PROJECT THROUGH THE DEVELOPMENT OF AN ADDITIONAL BUILDING STRETCHING ON A LAND PLOT OF 11,000 SQUARE METERS.



AL KHOR WORKERS SPORTS COMPLEX

A recreation facility in Al Khor Industrial Area aims to improve the quality of life of the workers by providing integrated leisure and sports facilities. It features four cricket fields, four football pitches, three volleyball courts, four basketball courts and four kabaddi fields.

It also includes a supermarket, 35 shops, 2 open-air cinemas, a mosque, a plaza area and other facilities. The complex hosts numerous events and sports activities and it has been utilized by several government and private corporations like the Ministry of Interior which Barwa collaborated with to organize yearly programs for workers. Covering all national and sports events in Qatar, the number of visitors of the program has exceeded 734,000 during 2018. Due to the project's success in meeting the needs of the labor sector, the Group has expanded it by adding a new phase. The construction of the new phase "Al Khor Workers Recreation Expansion Project" has started on a plot area of 69,757 square meters. The expansion project consists of 216 one-bedroom apartments, 300 two-bedroom apartments, 8000 square meter hypermarket and 300 square meter multi-purpose hall. In addition to the construction of infrastructure works that consist of one electrical substation,

internal roads with parking lots for cars and buses, networks for potable water, firefighting systems, irrigation, storm water and foul water with their respective tanks. Furthermore, it will include CCTV surveillance and security rooms as well as pump rooms and a surrounding fence. With a total built-up area of 53,639 square meters, the construction work is expected to be completed in the fourth quarter of 2019.





MADINAT AL MAWATER

Madinat Al Mawater will be the main destination for all used car-related services, including sale, purchase and maintenance. Located in Rawdat Rashid near Salwa road intersection, the project extends over a land area of 1,150,000 square meters.

It provides used car showrooms, residential accommodations, workshops, in addition to retail shops. It also offers essential facilities and services such as offices for the Traffic Department and Civil Defense, banks, car insurance companies as well as a petrol station and car technical testing service. Madinat Al Mawater comes as one of Barwa Group's projects aiming to serve both community and economy of the State of Qatar. Barwa Real Estate has developed and operated the project over the duration of four years to benefit from it through the BOT system (Build-Operate-Transfer) for 30 years.

Phase One of the project has been completed in the second quarter of 2017 to include 60 used-car lots, 10 retail shops, 88 different sized apartments, 88 different sized offices, shops, workshops and a petrol station, in addition to all the infrastructure work.

Due to the growing leasing demands on the project, Barwa Real Estate has developed Phase Two of the project with a total built up area of 35,607 square meters, including 59 used car showrooms, 88 apartments, 88 offices, 10 retail shops and 5 workshops, in addition to the necessary infrastructure. All the construction works have been completed and the leasing and operation of this phase has begun. Furthermore, a plot area of 26,000 square meters have

been allocated for the establishment of a Car Inspection Service Center (Fahes) by WOQOD Company.

Phase three has been put out to tender and will be implemented on a land area of 417,631 square meters. Its components are an extension of the first phase and the second phase and will include the construction of 118 used-car lots and 352 apartments in addition to an integrated car services center, a commercial car spare parts complex, a hypermarket and a car dealer showroom with a total construction area of 167,072 square meters. This phase is expected to be completed in the first quarter of 2021.

Barwa was also commissioned to construct a used-car lot to solve the problem of traffic jams and overcrowding in the industrial area where a used-car lot for 26,905 square meters was implemented. It includes 25 car auction areas, 202 car parks for visitors and 106 car parks for auction cars.

MADINAT AL MAWATER COMES AS ONE OF BARWA GROUP'S PROJECTS AIMING TO SERVE BOTH COMMUNITY AND ECONOMY OF THE STATE OF QATAR



MUSTAWDAT PROJECT

Located in Um Shahrain area, the project's plot land is 500,000 square meters. It provides low-cost warehousing areas with a total built-up area of 259,446 square meters, including 131,671 square meters of dry storage areas, 62,812 square meters of air-conditioned storage areas, 36,992 square meters of chilled storages areas, and 19,028 square meters of freezer storages.

The project also includes a residential compound for the accommodation of workers employed in it with a total plot area of 7655 square meters, in addition to 532 square meters of offices and a total of 38 retail shops on a plot area of 1,676 square meters and a 700 square meters mosque. The infrastructure works of the project comprised of 13 electrical substations, internal roads with loading and unloading areas, networks for potable water, firefighting systems, irrigation, storm water and foul water and their respective tanks. Furthermore, it includes CCTV surveillance, pump rooms, security rooms, and a surrounding fence.

The total built-up area of the project is 273,311 square meters. The project is completed and fully leased.

The Group has added a new phase to this development by establishing Mustawdaat

Extension project in Um Shahrain. This extension project will be developed on a plot area of 59,136 square meters. It consists of 12 warehouses that can be converted into workshops for the repair and maintenance of trucks, in addition to the establishment of housing for employees and shops for the users of the project. The implementation of the project is expected to start in the third quarter of 2019 and to be completed in the fourth quarter of 2020.

The development of this project was successfully awarded to Barwa Real Estate Company as one of four logistic projects that were awarded to a number of developers in 2015.

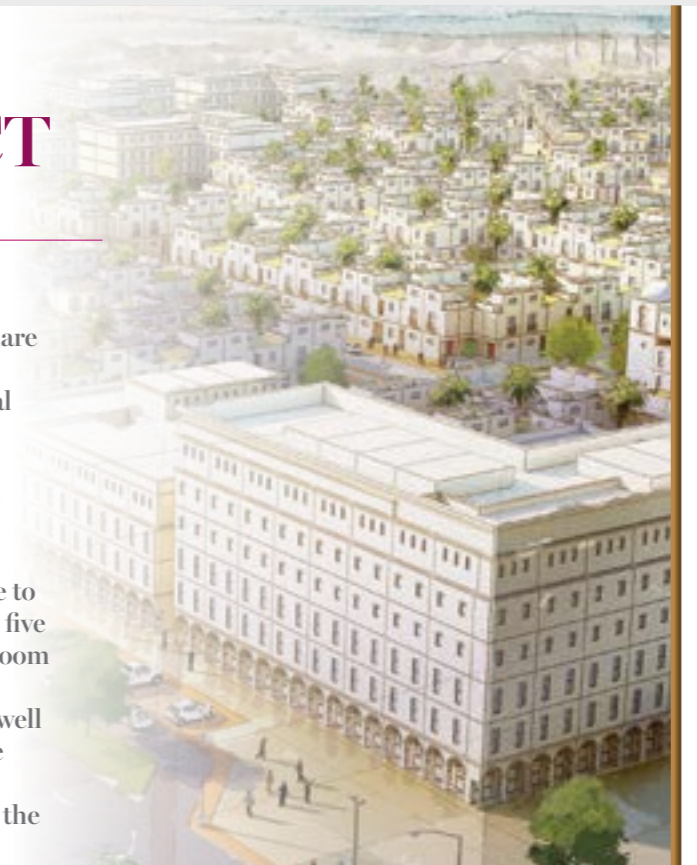
THE TOTAL BUILT-UP AREA OF THE PROJECT IS 273,311 SQUARE METERS. THE PROJECT IS IN THE TESTING AND COMMISSION STAGE AND IS FULLY LEASED.



LUSAIL PROJECT

Located in the northern part of Lusail City, the project extends over a land area of 3,476,200 square meters. It is being designed to become one of the most important integrated and vibrant residential projects in Qatar.

The innovative design of the project will combine both contemporary and traditional architectural features, while taking into account a balanced distribution of its buildings. The city will be home to all different sized villas, including three, four and five bedrooms, in addition to one, two and three bedroom apartments. Once completed, it will also offer a number of commercial buildings, retail shops as well as communal facilities, a hotel, schools, a mosque and different sized areas of greenery. The project construction work is expected to be completed in the fourth quarter of 2023.



BARWA AL DOHA COMPLEX

The project is located in Al Doha Al-Jadeeda on A-Ring Road. It will be developed on a total area of 48,000 square meters. Designed to be one of a kind project in Qatar, it consists of two parts: one residential and the other commercial and each has its own entrance to avoid traffic congestion ensuring privacy for residents who will enjoy comfortable family environment in the central greenery interior spaces of the complex. The commercial part occupies the ground floor of the project, and includes a number of shops, restaurants and public facilities, covering an area of 9,348 square meters. The residential part of the project consists of 11 floors containing 1,825 apartments ranging from one, two and three bedroom apartments, in addition to a 1,647 square meter health club and an underground car parking. It is expected to complete the project at the end of the second quarter of 2022.



DARA PROJECT

The project, located in the northern part of Fox Hills Zone in Lusail City, has been developed as a residential complex on a total plot area of 147,000 square meters. It has been divided into two phases:

Phase One: Dara A Project: Implemented on a total area of 16,415 square meters, it comprises of four residential 5 story buildings of 271 varying size units with a total built up area of approximately 41,112 square meters and one-level car parking with a total area of 13,513 square meters. Construction works are expected to be completed in the second quarter of 2019.

Phase two: Dara B - F Project: Project originally contains 53 plots, which were amalgamated to 17 plots for better land use,

with a total land area of 129,572 square meters. The project is comprised of mixed-use developments with a total built-up area of 441,182 square meters. It is expected to offer 1829 units of different sized residential apartments with underground car parking. The project will also feature commercial shops with built up area of 30,216 square meters, in addition to recreational facilities and green areas for both residents and visitors. It is expected to be completed in the second quarter of 2022.



BARWA CITY PHASE THREE

The project is located in Abu Hamour area between Barwa City and Al Montazah Street and consists of two plots of land with a total area of 329,000 square meters.

The project includes the construction of residential buildings and mixed-use buildings as well as mosques and schools with a total construction area of 428,891 square meters. The project is expected to be completed in the third quarter of 2022.



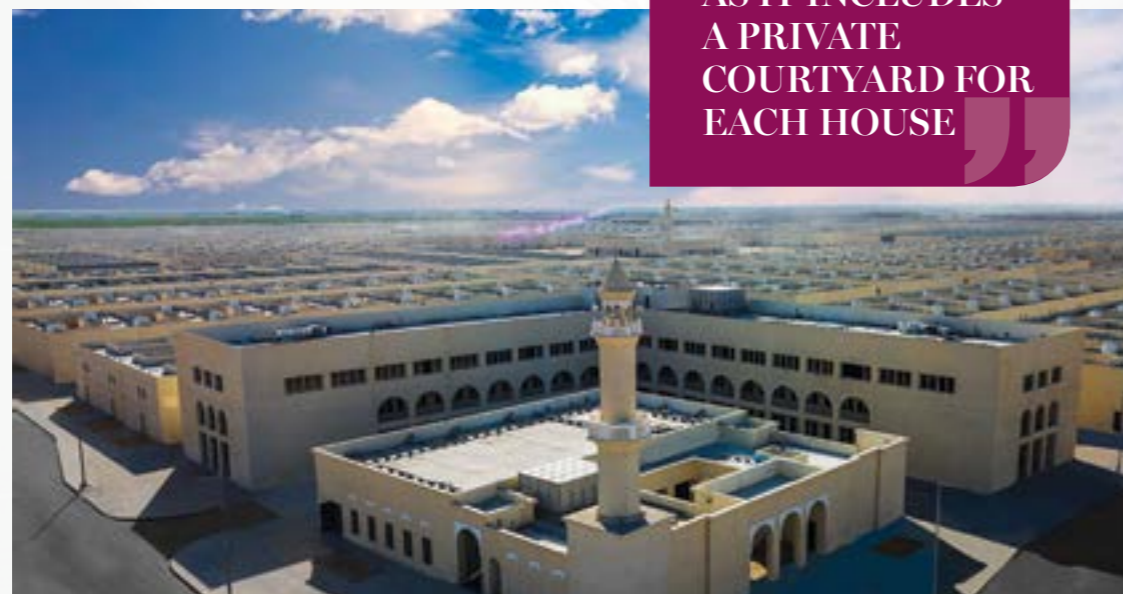
AFFORDABLE HOUSING DEVELOPMENT FOR LABORERS – SALWA ROAD

Located on Salwa Road, the project aims at developing an integrated residential city for laborers. It is being constructed on a land area of 994,567 square meters.

The project covers the construction of 3170 residential houses, each comprising of 8 bedroom units with 8 toilets, and one kitchen. In addition to that, it will include shops and mosques with project total built-up area of 730,728 square meters. Moreover, the construction will focus on providing full services covering all infrastructure works of 25 power substations, internal roads, potable water, irrigation, fire and sewage networks as well as CCTV cameras. An adjacent land plot of 183,538 square meters is allocated as parking lots for buses, in addition to a hypermarket and a security center. The project was designed to ensure the privacy of the city's residents as it includes a private courtyard for each house, allowing its residents to enjoy the outdoor activity while ensuring their privacy. The traditional Arab style of the residential units is compatible with

surrounding environmental conditions. The project comes as part of the efforts to improve the housing standards of workers in Qatar and meet the needs of the local market in line with the objectives of Qatar National Vision 2030 and Qatar's preparations for hosting the 2022 World Cup, through developing a sustainable residential environment in terms of quality and security and providing all required services and facilities. The project was launched in December 2017 and all phases of the project are expected to be completed in the third quarter of 2019.

THE PROJECT WAS DESIGNED TO ENSURE THE PRIVACY OF THE CITY'S RESIDENTS AS IT INCLUDES A PRIVATE COURTYARD FOR EACH HOUSE



AFFORDABLE HOUSING DEVELOPMENT FOR LABORERS – AL WAKRA

The project is located at Al Wakra and will be implemented on a land area of 773,457 square meters. It aims at developing an integrated residential complex to accommodate about 96,000 workers.

The project includes the establishment of 2008 residential units consisting of an Arab style house with 8 rooms and an internal courtyard for each unit, in addition to shops, mosques, a security center and a hypermarket, with a total building area estimated at 536,000 square meters.

The construction includes all infrastructure works that consist of 18 electrical substations, internal roads, networks for potable water, irrigation, fire and sewage networks as well as CCTV cameras and parking lots for cars and buses.

AFFORDABLE HOUSING DEVELOPMENT FOR LABORERS – AL KHOR

The project extends over a land area of 1,237,981 in Al Khor area and aims at developing an integrated residential complex to accommodate about 148,000 workers.

The project includes the establishment of 3100 residential units consisting of an Arab style house with 8 rooms and an internal courtyard for each unit, in addition to shops, mosques, a security center and a hypermarket, with a total building area estimated at 826,000 square meters.

The construction includes all infrastructure works that consist of 25 electrical substations, internal roads, networks for potable water, irrigation, fire and sewage networks as well as CCTV cameras and parking lots for cars and buses.



AL AQARIA REAL ESTATE PROJECTS

Al Aqaria is the largest subsidiary that is fully owned by Barwa Real Estate Group. Focusing on developing residential projects in the industrial areas of Qatar, the most prominent projects of Al Aqaria include:

AL AQARIA TOWER

Established in 2008, the administrative tower which accommodates the Company's headquarters, is located in Museum Street in Old Salata Area. It is composed of a ground floor, a mezzanine and 14 floors, including furnished and unfurnished administrative offices with multiple rental sizes. The building also provides different services such as 24 hour security and maintenance services.

ASAS TWIN TOWERS

Located in Embassies Street in West Bay, the residential towers were established in 2004. The towers, directly overlooking the sea, are composed of fully furnished family apartments, containing 2,3,4 and 5 bedrooms. They also provide various services, including central air conditioners, free Internet access, cleaning services, swimming pool, Jacuzzi, steam room, meeting room, Gym, games and entertainment room, as well as restaurant, supermarket, laundry services, limousine service, ATM service, business center and a beauty center and more amenities and services.

RAS LAFFAN PROJECTS - PHASE 1

The labor accommodation in West Side Relic is one of the projects aiming at supporting the industrial areas in Qatar. The project comprises of 4 labor accommodation blocks, consisting of two floors, in addition to the ground floor. Al Aqaria also developed 4 other accommodation blocks for Senior and Junior Staff, a two-storey building for dining halls, a mosque and a commercial block.

ASAS TWIN TOWERS LOCATED IN EMBASSIES STREET IN WEST BAY, THE RESIDENTIAL TOWERS WERE ESTABLISHED IN 2004.



AL AQARIA PROJECT MESAIEED

Al Aqaria has diversified real estate projects in Mesaieed. The company has completed the development of six labor accommodation villages on six phases. Altogether, the total accommodation units of the villages are 2072 laborer units, 1165 juniors, and 371 seniors, in addition to 3 VIP senior rooms. Each village features a number of services and recreational amenities, including Mess Halls, supermarkets, playgrounds, recreational halls and a mosque.

Moreover, Al Aqaria started to operate Dunes Mall in 2002 after completing its development. Located in the heart of Mesaieed near the big Mosque, the mall is composed of 48 multiple service shops such as banks, hypermarket, etc.

In the beginning of 2014, Al Aqaria completed the development of Souq Mesaieed. Located in the heart of the industrial city with all its premises overlooking the main street, the project spreads over an area of 45,000 square meters and

comprises of 3 blocks (G+M3+ floors), including: 96 shops, 70 office units, 138 flats, in addition to car parking that accommodates up to 657 cars for both tenants and customers.

Meanwhile, the Company is currently developing the main recreational club building of Mesaieed Business & Recreation Complex as the scope of work includes construction, completion and maintenance of the building with all associated amenity facilities and infrastructure work.

The main building contains a multipurpose hall, banquet, conference room and indoor sports halls, in addition to a gymnasium, VIP lounge, indoor sports courts, indoor swimming pool, indoor steam and sauna, main kitchen and restaurants with other amenity facilities. External works include an outdoor swimming pool, outdoor tennis court and parking (covered and exposed), as well as landscaping works.

DUKHAN CITY PROJECTS

Al Aqaria has different projects in Dukhan city that include:

Al Aqaria Labor Village Zekreet which was completed in 2009 and has 200 labor units and 48 junior units. In 2010, the company has completed Al Aqaria Garden - Dukhan that consists of 24 flats.

In 2008, it completed the development of Souq Dukhan that includes 48 commercial shops, offering diversified services, as well as Souq Zekreet which is close to Dukhan Highway, which includes 30 flats and 39 different sized shops.

Al Aqaria developed a number of projects in Dukhan city, including Dukhan Housing - Packages (1,2,3) and Dukhan Community Center that consists of a Bowling Alley, Electronics Game Area, Indoor Sports Area, Multi-purpose Lounge, Coffee Shop, Community Library, Function Hall, Management Offices, Storage Areas and Maintenance Areas with associated infrastructure and with an overall plot area of 9,633 square meters.



AL KHOR PROJECTS



Al Aqaria is currently developing two projects in Al Khor, including Al Khor Housing project Package (09) Zone 2 & Zone 4 that is comprised of 110 Villas clubbed into 55 buildings, and a Friday Mosque. The other project that Al Aqaria developed in Al Khor is Housing project Package (08) Zone 12, which includes six buildings of 72 flats on 3 floors. External works of the project comprise of hard and soft landscaping, in addition to plumbing and electrical installation.

WASEEF PROJECTS

Waseef, a subsidiary of Barwa Real Estate, is one of the largest fully integrated property and facility management services companies in Qatar.

Waseef provides extensive property management and facility management operations to Barwa's real estate projects, which include Masaken Mesaimmer, Masaken Al-Sailiya, Barwa Village, Barwa Al Sadd, Al Baraha Workers Accommodation, Barwa Al Khor-Shell Housing Development, Al-Khor Workers Sports Complex, Madinat Al Mawater Phases 2 & 1. In addition to these developments, Waseef extended its quality service offerings to external clients with prominent projects, such as the Commercial Avenue, Mesaimmer City, Manateq – Economic Zones, Umm Salal Fish Central Market and Al Erkyah City, including the recently completed projects: 44 Al Furjan Markets, Museum of Islamic Arts and MIA Park.

In addition to its already massive portfolio, Waseef has been awarded with several new BARWA projects during 2018.



INTERNATIONAL INVESTMENTS

SHAHA HOTELS INVESTMENT COMPANY

Shaza Hotels Investment Company (SHIC) was established in 2006 to invest in the leisure and hospitality sector, and in particular a niche Shari'a Compliant hotel brand focused on the MENA region. Currently, Shaza owns a number of assets in KSA, Bahrain and Morocco. In partnership with Kempinski Hotels and Resorts, the company has embarked on the development of a portfolio of hotels across Europe, Middle East and North Africa regions under the "Shaza Hotels" brand. Shaza stands out amongst hotel brands as it is designed specifically with the preferences and characteristics of intraregional travelers in mind.

NUZUL HOLDINGS

Nuzul Holdings focuses on the "serviced apartments" concept within the hospitality sector. The group currently owns 118 unit Somerset Juffair serviced residencies in Manama, Bahrain. The company also owns the top 6 floors of Al Jewar Tower in Makkah, KSA. Nuzul has signed 10-year management contract for the properties with Singapore-based Ascott International.

RIYADH LAND PLOT – KINGDOM OF SAUDI ARABIA

Located in Al Janadriyah District in the Saudi capital city of Riyadh, the vacant land plot extends over an area of 2,216,060 square meters. The master plan has been updated to include integrated residential and commercial neighborhoods with the necessary infrastructure and services for the project. The purchase of the land comes as part of the company's plan to explore investment opportunities in the real estate market in the Kingdom of Saudi Arabia, thereby supporting its land bank.

CAVENDISH PROPERTY – LONDON

Boasting a sought-after location overlooking Cavendish Square, this building dates back to the forties of the 18th century. It extends over 11,156 square feet equivalent to six floors of premium serviced office space.



ASTRAKHAN RETAIL PARK - RUSSIA

The project is a 50-50 partnership deal between Barwa Real Estate and Bauninvest Company in Russia, spreading over a land area of 150,000 square meters in Astrakhan city. The project includes retail shops and a number of restaurants with a built-up area of 60,000 square meters.

NORTH ROW PROPERTY – LONDON

North Row property is located in the prestigious Mayfair Area of London's West End, near Oxford Street. It was redeveloped and thoroughly refurbished in 2013 into high quality offices on an area totaling 24,000 square feet.

LARNACA LAND – CYPRUS

The land plot of 54,670 square meters is located in Larnaca Bay, southern Cyprus in the heart of the island's touristic quarter near the city of Larnaca. Making the proposal to develop a village for tourists is the best use of land.

INDEPENDENT SUBSIDIARIES



WASEEF

Waseef is a subsidiary of Barwa Real Estate Group and is one of the largest fully integrated asset, property and facility management service companies in Qatar. With a mission to extend its management services in Qatar and internationally, Waseef has emerged as a leading property and facility management services company that is able to offer high quality services for each stage of a property's life cycle. Services include asset, property and facility management for a number of iconic Barwa projects.



QPM PROVIDES WORLD-CLASS REAL ESTATE AND INFRASTRUCTURE PROJECT MANAGEMENT SERVICES WITH A FOCUS ON ENSURING PROJECT EFFICIENCY

QPM

Established in 2008, Qatar Project Management (QPM) is one of the region's premier project management companies and the first Qatari firm in the field. QPM provides world-class real estate and infrastructure project management services with a focus on ensuring project efficiency. The company is well positioned to provide services for civil infrastructure, commercial, leisure, real estate, and residential projects within the growing global marketplace. QPM's international and local expertise is grounded in a full range of professional project management services including project management, design management and construction management. QPM is currently managing a number of mega projects in Qatar and international markets.



COMMITMENT TO COMMUNITY

Barwa is well aware of the significant role of national companies in building integrated communities and achieving a decent life for all different categories of the community. Thus, Barwa continuously seeks to contribute effectively to all aspects of life that serve the society through enhancing partnership with the state in a number of real estate initiatives, and adopting an architectural philosophy that transcends the concepts of real estate investment in many projects, resulting in innovative residential solutions that meet the requirements of various social groups at competitive prices.

WORKERS' WELFARE

Barwa Group pays a great deal of attention to the labor sector as it is considered an important category with significant contributions to the urban and economic development of the state. Also, as a result of the acceleration of development in the country, there are high demand for various real estate initiatives and relevant services so as to raise the living standards of the lower income community. Barwa seeks to implement this strategy by providing real estate solutions to serve these categories, while providing all services and facilities required to achieve a sustainable residential environment in line with the objectives of Qatar National Vision 2030. The Affordable Housing Development for Laborers on Salwa Road is the latest project to be launched for workers by Barwa. The project includes 3,170 residential homes in addition to all the required services and facilities. It is expected to be completed in the first quarter of 2019.

This project is the second labor city to be developed by the Group after Barwa Al Baraha (Labor accommodation) project, which is located in the Industrial Area. It consists of 64 buildings, accommodating 50,000 workers and technicians and provides all the recreational and health services for its residents.

Also, Al Khor Workers Sports Complex is the third project that serves this category and includes all the facilities and sports services. It hosts many entertainment and sports events organized by the company in an annual program, in addition to the initiatives launched for workers such as celebrating the International Labors Day and national and religious celebrations. The number of visitors to this project exceeded 734,000 visitors during 2018. Due to the project's success in meeting the needs of the labor sector, the Group has expanded it by adding a new phase.

SPONSORING QATAR NATIONAL DAY CELEBRATIONS

Barwa is keen to participate in supporting and sponsoring the activities and celebrations of Qatar National Day out of its belief in the role of these celebrations in promoting loyalty, solidarity and national unity, in addition to pride in the Qatari national identity. Barwa Group has contributed to sponsoring National Day 2018 celebrations in Darb Al Saa'i. Moreover, the National Day accompanied activities were held at Barwa Al

Baraha - Workers accommodation, where a special program for the Asian communities in the country was organized, in collaboration with the Department of Public Relations, Ministry of Interior. In addition to organizing entrainment and sports activities in the Al Khor Workers Sports Complex workers, in which thousands of workers from different nationalities and cultures participated.



SAFETY & SECURITY

Barwa long excelled in providing the highest levels of security and safety at its developments for its employees, workers, customers and tenants through setting standards for application and inspection and conducting raising awareness activities. The safety and security of the tenants is on the other hand very significant to the group. Waseef, one of Barwa's Subsidiaries that handles property management, is keen on implementing safety and security measures set by the government in cooperation with the Department of Civil Defense of the Ministry of Interior in order to ensure safe living environment for the tenants. Barwa's various projects provide guards and CCTV cameras within 24/7 for extra surveillance of the properties. A firefighting system is in place in all projects which is maintained throughout the year.

The most important of all Barwa's activities in the field of security and safety is the sponsorship of all initiatives launched by the Department of Civil Defense, Ministry of Interior including Safe Camping campaign, which aims in its entirety to follow all security and safety measures during the camping season to avoid accidents. Barwa also continues to sponsor the Civil Defense Media awareness car equipped with screens, educational movies and specialized library, targeting the public during the national celebrations to provide them with necessary safety training.

NON-PROFIT SOCIAL INITIATIVES

Barwa has been keen to contribute effectively to the development of residential solutions characterized by low budget and high quality to meet the needs of all categories of society. This is clearly demonstrated in Barwa Village and Masaken Mesaimeer and Al Sayilia. Moreover, Barwa has taken advantage of some of these projects to serve community initiatives in collaboration with the Ministry of Administrative Development, Labor and

Social Affairs. Barwa also continues its charity contributions that are made in favor of families in need and initiatives aimed at elderly citizens. In addition to raising funds and urging employees in cooperation with the Qatar Charity Association in the campaigns launched by the State for the relief of the victims, including the campaign "Arsal Relief" to help immediately the Syrian refugees affected by snowstorms, frosts and rain in Lebanon.



CONNECTING BUSINESS TO OUR DEVELOPMENTS

Barwa is actively seeking to interact with corporate and business clients. Our tenants enjoy special privileges, competitive prices and sufficient grace periods to equip leased commercial units. For example, Barwa has created a unique mechanism to lease phase one and two of Madinat Al Mawater, in which it sought to attract all investors in the used car sector and provide a common ground for understanding, agreement and contracting, which serves all parties including the consumer.

It's worth mentioning that the mechanisms used to contract and lease commercial units vary according to the nature and size of the projects. This variation in contracting mechanisms provides a healthy and appropriate environment to achieve the objectives of each project.

HELPING PEOPLE FIND THEIR DREAMS

In addition to its activities as a real estate developer, Barwa continuously seeks to achieve real estate integration through its subsidiary "Waseef", providing all facilities and services within the group's projects to achieve a sustainable residential environment that meets the needs and requirements of the residents and visitors.

Waseef plays an important integrated role and covers a wide range of property management,

facility management, leasing and sales activities by providing an integrated customer service 24/7. The tenant can use these services through different platforms such as Call Centers, a website and social media networks. Waseef also makes its various services available to costumers through its digital platforms and promotional marketing campaigns. It also provides excellent rental solutions with regular maintenance services that ensure a decent lifestyle for its customers.





OUR EMPLOYEES

Barwa team are the key to the success of our business. Hence, at Barwa we respect and value the individuality and diversity that every employee brings to the business and we are keen to create an environment of mutual respect, transparency, and teamwork.

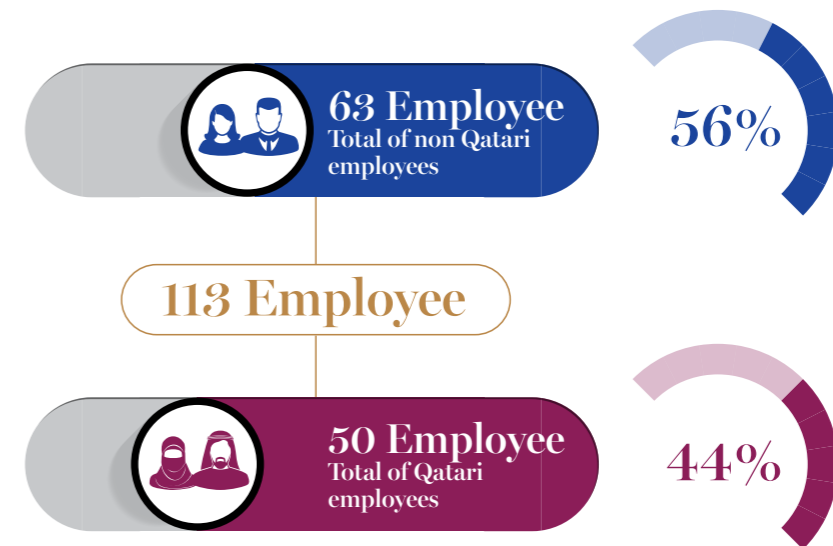
Additionally, we seek to implement a distinctive approach of human capital enrichment in order to achieve our strategy and objectives. This requires having a national caliber with a high standard of proficiency, knowledge and energy, able to commit to the group's objectives and plans, to support Barwa as a key player against the wide competition in the real estate market.

A SKILLED CALIBRE

Barwa team has diverse educational and professional backgrounds, bounded by a shared passion for problem solving, a drive to have a significant contribution to the business and capabilities to manage and cope with change and thus provide positive impact on the business. Dedicated employees make the greatest contribution to our efficiency, culture and results. Ultimately, they deliver value to our consumers, customers and all stakeholders. In Barwa, we encourage the team to be creative and innovative in generating new ideas, solving problems and promoting continuous improvement by participating in training and development programmes varying between soft skills and technical training. During 2018, most employees at Barwa were provided with development and leadership programmes. This year we aim to retain our best talents base on new company directives and provide them with a wide range of training and development programmes.

QATARIZATION

Barwa is committed towards supporting the Qatar National Vision 2030, which aims to develop Qatari nationals in order to achieve Qatar's long-term development and prosperity. Building a successful business environment and prosperous nation requires the support of an exceptional and dedicated team who are committed towards quality and consistency. We therefore focus on the nationalization of key positions through performance based learning and continuous development. To date, Qatarization measures around 44% of the total headcount where most of the senior management positions are occupied by Qatari nationals.



EMPLOYEE WELL-BEING

We place the highest priority on the health and safety of our employees. Barwa promotes periodic health and safety awareness campaigns and provide employees with a safe and ergonomic office environment. Barwa therefore sets up solutions and standards of real estate with the health and safety measures in accordance with the specifications provided by the Civil Defense Department in Qatar.

