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ESHRAQ

Q3 2024 Business Review

No statement in this document is intended to be nor may be construed as a profit forecast. Any statements made in this document which could be classed a “forward-looking” are based upon various assumptions, including management’s examination of historical operating trends, data contained in the Company’s records and other data available from third parties. Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant risks, uncertainties and contingencies. Forward-looking statements are not a guarantees of future performance. Risks, uncertainties, contingencies could cause the actual results of operations, financial condition and liquidity of the Company to differ materially from those results expressed or implied in the document by such forward-looking statements. No representation or warranty is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved. No reliance should be placed on any forward-looking statement.

Q3 2024: FINANCIAL AND OPERATIONAL HIGHLIGHTS

Strong improvement in profitability with progress on refreshed strategy

Operational



Good progress on new strategy, actively evaluating direct Private Equity opportunities, as well as income-generating Real Estate assets



Strategic exits of investment positions within the Goldilocks Fund, coupled with AED 403 million reduction in liabilities



Healthy occupancy in Real Estate assets, with average occupancy of c.97% in Q3 2024

Financial



Goldilocks Fund net investment value grew to AED 1.044 billion as at 30 September 2024



Gross Profit from commercial operations totaled AED 2.8 million



Profit for the period of AED 6.7 million vs. net loss reported in Q3 2023

RECAP: FUTURE ESHRAQ

Under its refreshed strategy, Eshraq will have control of its destiny by focusing on directly-held Private Equity investments complemented by cash generation from minority equity stakes, Real Estate and prudent liquidity management.

Status Quo Eshraq

Real Estate, Private Equity and public equities

Indirect holdings

Limited control

Less focus on cash generation



Future Eshraq

Focused regional Private Equity strategy

Direct holdings

Significant control of investments

Cash generating assets

RECAP: SPOTLIGHT ON STRATEGIC PILLARS

1 Core Business
Direct Private
Equity exposure

1

Sourcing & Screening <ul style="list-style-type: none">• Ensure quality deal flow• Optimize screening process• Strategic capital deployment	Transaction Structuring <ul style="list-style-type: none">• Attractive valuation• Value lever identification• Aligned incentives	Value Realization <ul style="list-style-type: none">• Lever activation• Capable management• Exit planning
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2 Complementary
yield-generating assets

2

Minority Equity Stakes <ul style="list-style-type: none">• Stable dividend paying stocks• Protected minority stakes	Real Estate <ul style="list-style-type: none">• Positive net operating yields after leverage
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3 Treasury management

3

Capital Preservation

- Low-risk approach
- Effective cash management generating stable returns


Key operational enablers

People <ul style="list-style-type: none">• Investing in skilled investment professionals• Optimized organizational structure	Processes <ul style="list-style-type: none">• Robust due diligence and investment committee processes• Governance and oversight	Systems <ul style="list-style-type: none">• Enabling platforms (IR CRM, best-in-class market intelligence, secure data rooms, etc.)
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STRATEGIC SHIFT TO LONG-TERM GROWTH THROUGH PRIVATE EQUITY

Eshraq targets investing into 1-2 high-growth businesses per-year, with a medium-term objective of yielding attractive cash flows as assets mature and become ready to exit.



Targeted activity

Intended deal size range	Geographic focus	Execution target
USD 50-100m	 <p>Focusing on UAE and GCC</p>	<p>1-2 deals/year In line with transaction profile criteria</p>

Targeted outcomes

Value creation	Investment period	Ownership
<p>20-30% asset growth Ambitious growth targets set to justify targeted investments</p>	<p>5-7 years Holding period for investments, driving value in target company</p>	<p>50-70% direct equity stakes (control)</p>

Targeting 50-70% direct equity stakes in fast-growing businesses

 Real Estate Investments
  Energy and Energy Services
  Consumer
  Islamic Finance

 Infrastructure & Logistics
  Technology
  Healthcare
  Food & Agriculture

Good progress in building Private Equity capabilities

- ✓ Eshraq has identified several opportunities in Q2 and Q3 2024 and is actively evaluating them, focusing on high-growth GCC companies.
- ✓ Although still in the early stages of screening, Eshraq is actively evaluating opportunities in attractive and strategic sectors, on which it will make further announcements to the market should these materialize.
- ✓ Eshraq is prioritizing direct Private Equity investments, targeting high-growth potential companies to create long-term value.
- ✓ The company is committed to efficient sourcing and screening of potential deals, ensuring high-quality, steady deal flow for strategic capital deployment.



PORTFOLIO GROWTH TO BE COMPLEMENTED BY INCOME-GENERATING ASSETS

In support of liquidity management to enable growth of the core Private Equity portfolio, Eshraq will selectively invest in assets that offer reliable cash flows that stabilise earnings and support its operations.

1

Eshraq will **continue to selectively invest in income generating minority equity stakes, fixed income assets and Real Estate** to generate reliable cash flows and balance its investment portfolio.

2

This will be **complementary to the core Private Equity portfolio**, with a focus on **stable dividend paying stocks and leveraging the existing Real Estate portfolio** to deliver consistent returns through market cycles.

3

Management intends to maintain a **more selective portfolio of income generating commercial and residential Real Estate assets**, with a focus on stable, cash-generating properties that offer an attractive counterbalance to the dynamic nature of the core Private Equity portfolio.

Good progress in investing in income-generating Real Estate

- ✓ Eshraq is one of four investors in the **Ocean House luxury residential project on Palm Jumeirah, Dubai**
- ✓ **Awarded a construction contract worth AED c. 380 million**, which is expected to complete in H1 2026, having obtained all necessary approvals.
- ✓ **>90% of units sold, with sales value reaching AED c. 1.2 billion as of September 2024**, and an average selling price of > AED 5,200 per square foot.



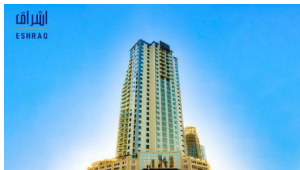
TRANSITION PLANS FOR LEGACY ASSETS: REAL ESTATE

Eshraq will execute a transition plan for its existing Real Estate portfolio and is in the process of creating a Real Estate Development Fund to generate stable rental revenue and develop future assets

Eshraq is executing a detailed multi-step plan to ensure optimal value creation and extraction from the Real Estate portfolio

Eshraq's current portfolio of residential, commercial and tourism developments:

Marina Rise



- Developed, income-generating asset
- Prime location on Abu Dhabi's Reem Island
- Includes residential and commercial properties

Real Estate assets may offer stable revenue and cash generation. The future of each asset is being evaluated accordingly.

Plot-specific feasibility studies are underway to inform the go-forward Real Estate strategy, on which announcements will be made in due course. Decisions will be made under the guiding principle of **maximizing value from non-performing assets**

4 strategic options for Real Estate assets

1

Develop plots for subsequent lease
(long-term income generation)

2

Develop plots for subsequent sale

3

Develop strategic plots, sell, swap or exit others

4

Sell, swap or exit plots
(immediate monetization)

Good progress in transitioning legacy assets

- ✓ Plans to establish a **Real Estate Development Fund** to **generate stable rental revenue and develop future real estate assets**, evolving from Eshraq's previous land monetization program.
- ✓ **The Fund will act as a one-stop-shop**, offering local and global landowners end-to-end real estate development solutions.
- ✓ Anticipated structure aims to **generate recurring fees from real estate advisory, fund management, project development, asset management, and structuring services**. The fund also explores new revenue streams through plot acquisitions funded by future returns.
- ✓ **The Real Estate Development Fund is currently in legal due-diligence and design phase**, with the conceptual structure in place, comprising an advisory firm and real estate funds.



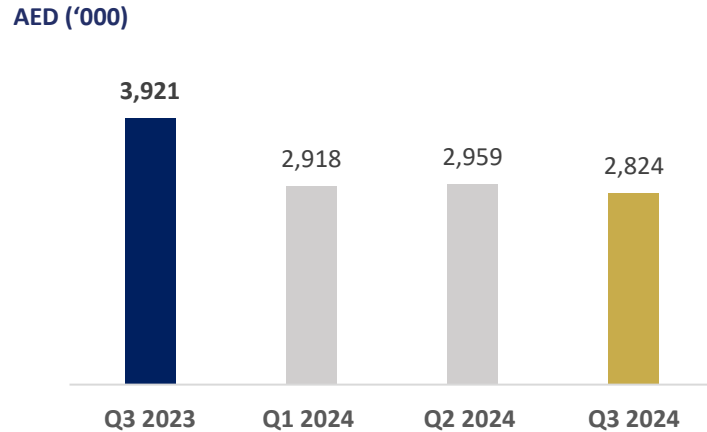
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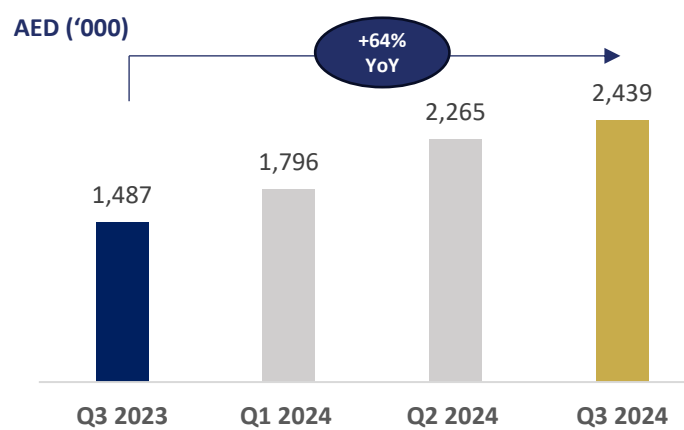
Q3 2024 Financial Review

Q3 2024: SIGNIFICANT PROGRESS

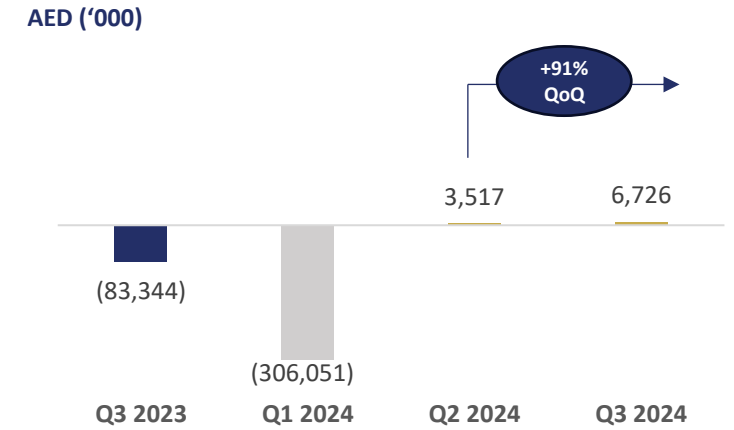
Q3 '24 gross profit from commercial operations of AED 2.8 million



Q3 '24 finance income up 64% year-on-year



Q3 '24 profit for the period of AED 6.7 million



Q3 2024 financial highlights

- **Commercial Real Estate operations generated AED 4.0 million** of revenue in Q3 2024, down 42% year-on-year due to a decline in rental income following the **profitable sale of Real Estate assets** in Dubai in 2023
- **Finance Income of AED 2.4 million** in Q3 2024, up 8% versus Q2 2024 and 65% year-on-year
- **Profit for the period of AED 6.7 million**, primarily due to **strategic exits** and **revaluation of assets within the Goldilocks Fund**, which took place in Q1 2024
- **Total liabilities reduced by c.11% since year-end 2023** to AED 145.2 million, as Eshraq continued to **deleverage its balance sheet**, with **Goldilocks reducing its liabilities** by AED 403 million

Q3 2024: REAL ESTATE PERFORMANCE

Real Estate assets Q3 2024 financial performance (AED '000)

Marina Rise	Q3 2023	Q3 2024
Revenue	3,413	3,725
Profit/(loss)	2,424	2,634




Q3 2024 Real Estate financial and strategic highlights

Commercial Real Estate operations generated AED 4.0 million of revenue in Q3 2024



Gross profit from commercial operations reached AED 2.8 million



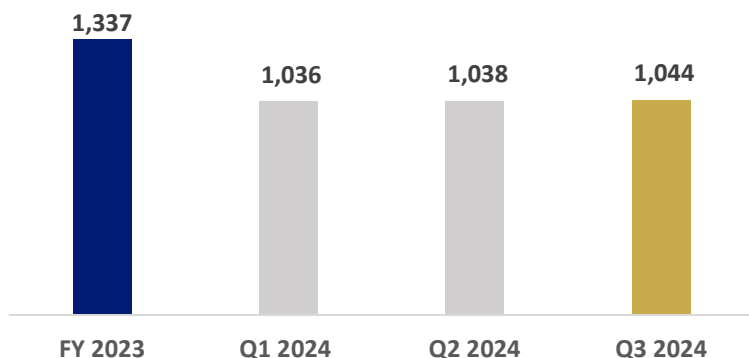
Healthy occupancy, with average Real Estate occupancy increasing to c.97% in Q3 2024 (vs. c.94% in Q3 2023)



Q3 2024: GOLDILOCKS FUND PERFORMANCE

Fund's performance¹ in Q3 2024 improved following strategic exits from certain investment positions

AED ('000)



Q3 2024 Goldilocks investment breakdown - top three holdings

Investment	% of portfolio Q3 2024*	% of portfolio Q2 2024**	QoQ
Thalassa Investments	50.2%	50.3%	-0.1%
NCM Investment Company ²	35.7%	36.5%	-0.8%
Islamic Arabic Insurance Co (Salama)	7.5%	7.6%	-0.1%

* Holdings as at 30 September 2024. ** Holdings as at 30 June 2024.

Goldilocks Q3 2024 financial and strategic highlights

Eshraq is working towards finalizing an agreement with SHUAA Capital to redeem assets in the Goldilocks Fund, aiming to gain full control over its holdings and investment decisions, and is committed to concluding the discussions as soon as possible

Goldilocks Fund underlying net investment value of AED 1.044 billion in Q3 2024

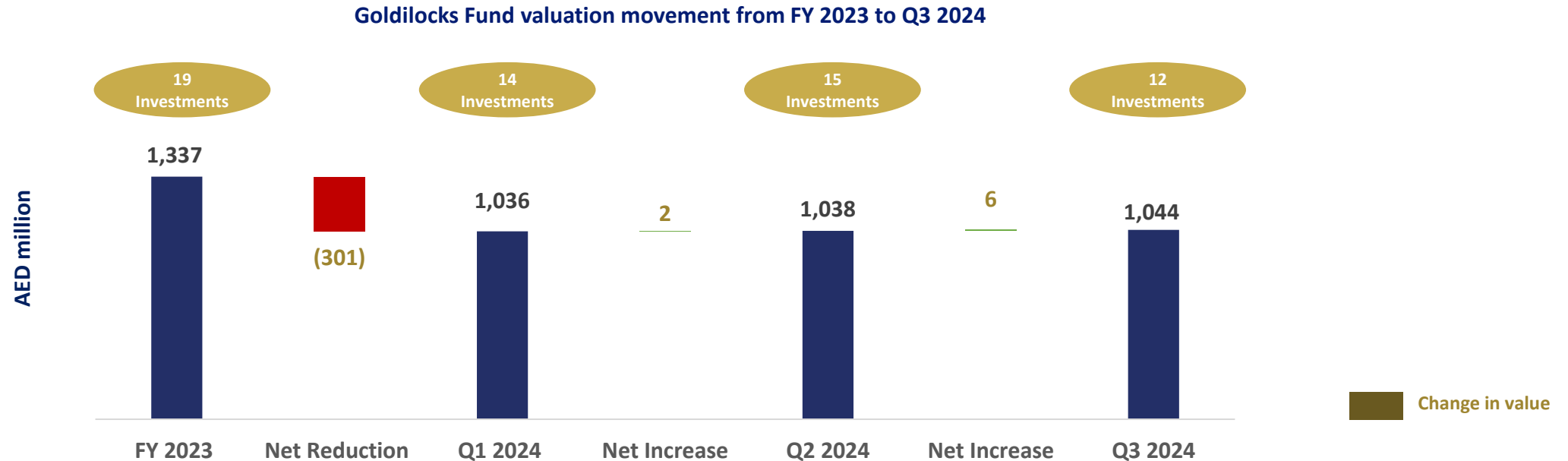
Liabilities reduced by AED 403 million in the nine-month period to AED c.108 million

12 investments in the portfolio with a carrying value as at 30 September 2024

1. Fund net performance as of 30 September 2024
2. NCM Investment Company holdings includes NCM Financial UK Ltd

IMPROVED VALUE OF GOLDILOCKS FUND IN Q3 2024

Reduction in the number of investments within the Goldilocks Fund from 19 in FY 2023 to 12 in Q3 2024.



Overview

- **Total underlying net investment value was AED 1.044 billion at the end of Q3 2024**, having stood at AED 1.038 billion at the end of Q2 2024.
- **Goldilocks reduced liabilities by AED 403 million in the nine-month period** from AED c. 510 million to AED c.108 million at the end of Q3 2024.
- **Improvement in investment value was the result of either a partial or full exit from certain investment positions within the Fund**, which took place in Q1 2024, with Goldilocks having 12 investments within its portfolio in Q3 2024 (vs. 15 in Q2 2024 and 19 at FY 2023).

SUMMARY OF HISTORICAL FINANCIAL PERFORMANCE

AED '000	Q3 2024	Q3 2023	FY2023	FY2022	FY2021	FY2020
Revenue from commercial operations	4,005	6,931	31,612	41,015	26,216	18,082
Direct Costs	(1,181)	(3,010)	(11,163)	(15,861)	(12,825)	(11,033)
Gross profit from commercial operations	2,824	3,921	20,449	25,154	13,391	7,049
Net finance income	9	(2,030)	(9,593)	(907)	7,862	8,322
Dividend income	-	-	416	4,294	11,712	8,143
Change in investment FVTPL	6,606	(85,042)	(543,751)	541,760	33,496	(9,487)
(Loss)/ income from investments	6,606	(85,042)	(543,335)	546,436	46,089	(1,065)
Total operating income	9,439	(83,151)	(532,479)	570,683	67,342	14,306
G&A and S&M expenses	(2,718)	(2,592)	(24,086)	(31,930)	(20,111)	(15,878)
Gain / Loss on valuation of IP	-	(163)	958	50,510	(9,110)	(79,155)
Gain / Loss on sale of Assets held for sale	-	2,558	10,459	-	-	-
Profit / (Loss) for the period	6,727	(83,344)	(545,101)	589,790	38,429	(80,032)
Total Assets	1,962,113	2,787,506	2,276,674	3,019,773	1,688,819	1,585,705
Total Equity	1,816,942	2,578,449	2,112,781	2,703,665	1,363,255	1,305,472
Book value per share (fils)	67.66	91.42	74.91	95.86	58.63	56.15
Diluted earnings / (loss) per share (fils)	0.25	(3.06)	(20.08)	30.11	1.68	(3.50)

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Thank you

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