Al Faleh Educational Holding Q.P.S.C INVESTOR PRESENTATIONS

17th DECEMBER 2024

AL FALEH
EDUCATIONAL HOLDING

INVEST IN EDUCATION
INVEST IN THE FUTURE

Investor Presentation
Review Of Operating and Financial for 1st Quarter
2024-25

30th November 2024

Overview:

AL FALEH EDUCATIONAL HOLDING Q.P.S.C., DOHA – STATE OF QATAR is a leading international group that provides highly reputable products and services within the education and higher education sector in Qatar.

The Holding encompasses three schools, including Doha Academy and Doha International Kindergarten, all of which carry the hallmark of teaching excellence. In addition, the Holding includes a top-ranked university that is also the first UK University to operate on a dedicated campus in Qatar, AFG College with the University of Aberdeen.

INVEST IN EDUCATION
INVEST IN THE FUTURE

Operating Performance

This presentation offers a comprehensive insight into Al Faleh's financial performance, detailing revenue streams, expenditures, and financial sustainability. It underscores the institution's financial robustness and adherence to prudent management practices.

Additionally, Al Faleh's strategic priorities and initiatives aimed at fostering growth, innovation, and ongoing enhancement are elaborated. The presentation articulates the institution's forward-looking vision and unwavering dedication to elevating educational standards.
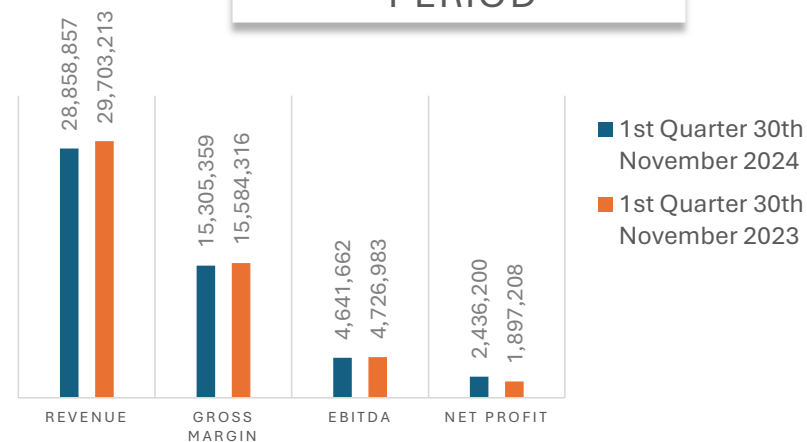
Highlights – Profit or Loss
For Interim Condensed Consolidated Financial Statements
For Three Months Period Ended November 30, 2024

Figures in QAR

	1st Quarter		Change
	30th November 2024	30th November 2023	
Revenue	28,858,857	29,703,213	-3%
Gross Margin	15,305,359	15,584,316	-2%
EBITDA	4,641,662	4,726,983	-2%
Net Profit	2,436,200	1,897,208	28%
Earning Per Share (EPS)	0.01	0.008	25%

PROFITABILITY OF THE PERIOD

Legend:
- 1st Quarter 30th November 2024
- 1st Quarter 30th November 2023

REVENUE: 28,858,857 / 29,703,213
GROSS MARGIN: 15,305,359 / 15,584,316
EBITDA: 4,641,662 / 4,726,983
NET PROFIT: 2,436,200 / 1,897,208

EARNINGS PER SHARE (EPS)

0.008 — 0.010

| 30th November 2023 | 30th November 2024 |

Highlights – Subsidiary wise Revenue Breakup
For Interim Condensed Consolidated Financial Statements
For The Three Months Period Ended November 30, 2024

Figures in QAR

Subsidiary	1st Quarter 2024-2025	
	2023-2024	% of Group Revenue
AFG College with the University of Aberdeen (AFG)	12,577,240	44%
Doha Academy W.L.L. (DA)	15,724,141	55%
Doha International Kindergraten W.L.L. (DIKG)	366,687	1%
Total Revenue	28,668,068	

REVENUE BREAKUP Q1 2024-25
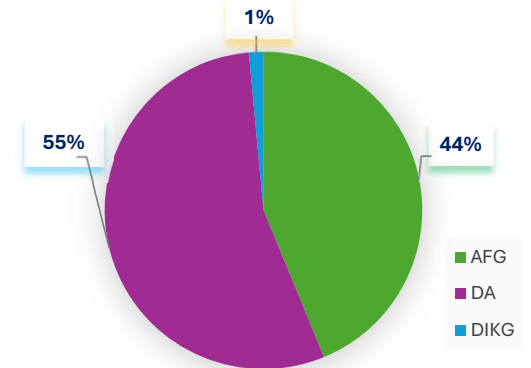
Financial Position
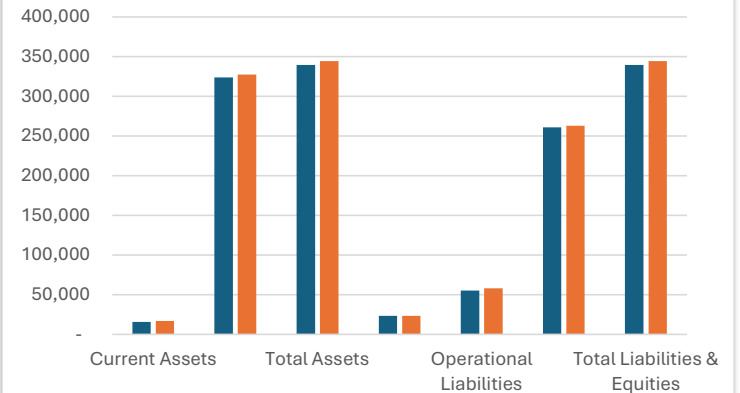
Highlights – Financial Position
For Interim Consolidated Statement of Financial Position
As At November 30, 2024

Figures in QAR

	FY 2024-25 1st Quarter	FY 2023-24 Final	Change
	30th November 2024	**31st August 2024**	
Current Assets	15,846,076	16,758,271	-5%
Non-Current Assets	323,717,825	327,458,975	-1%
Total Assets	**339,563,901**	**344,217,246**	**-1%**
Financial Debt	23,422,653	23,231,014	1%
Operational Liabilities	55,173,767	57,969,497	-5%
Equity	260,967,481	263,016,735	-1%
Total Liabilities & Equities	**339,563,901**	**344,217,246**	**-1%**

FINANCIAL POSITION

- FY 2024-25 1st Quarter 30th November 2024
- FY 2023-24 Final 31st August 2024

Highlights – Financial Covenants
For Interim Consolidated Statement of Financial Position
As At November 30, 2024

Figures in QAR

	FY 2024-25 1st Quarter	FY 2023-24 Final	Change
	30th November 2024	**31st August 2024**	
Current Assets	15,846,076	16,758,271	-5%
Current Liabilities	54,068,767	50,420,620	7%
Current Ratio	**29%**	**33%**	**-12%**
Financial Debt	23,422,653	23,231,014	1%
(-)Operational Liabilities	55,173,767	57,969,497	-5%
Equity	260,967,481	263,016,735	-1%
Debt to Equity Ratio	**0.090**	**0.088**	**2%**
Debt to Equity (On Market Cap 240mn)	(0.13)	(0.14)	-9%
Interest Coverage Ratio (Times) - ICR	**11.26**	**5.46**	**106%**

Current ratio

0.33	0.29
31-Aug-24	30-Nov-24

Quick ratio

0.30	0.28
31-Aug-24	30-Nov-24

Debt to Equity Ratio

0.088	0.090
30th November 2024	31st August 2024

Interest Coverage Ratio

| 5.46	11.26
30th November 2023	30th November 2024
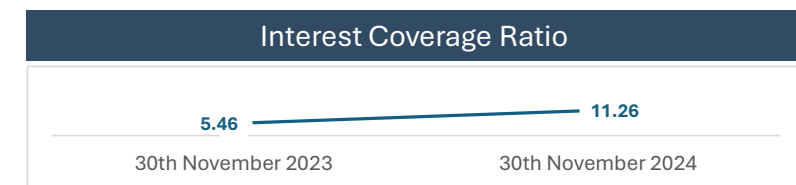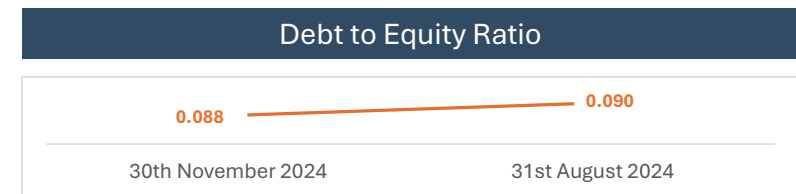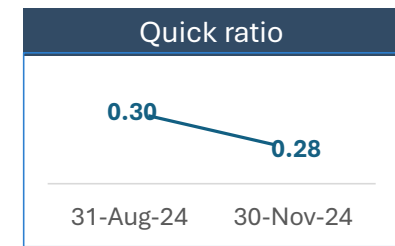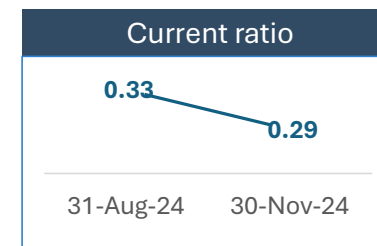
Highlights – Financial Indebtedness
For Interim Consolidated Statement of Financial Position
As at November 30, 2024

Figures in QAR

	FY 2024-25 1st Quarter	FY 2023-24 Final	Change
	30th November 2024	**31st August 2024**	
Short Term Finance Loans	15,930,976	10,758,641	48%
Non-Current Financial Loans	7,491,677	12,472,373	-40%
Total Financial Indebtedness	**23,422,653**	**23,231,014**	**1%**
Cash & Cash Equivalents	2,087,816	4,807,028	-57%
Total Liabilities & Equities	**2,087,816**	**4,807,028**	**-57%**

FINANCIAL INDEBTEDNESS

	Short Term Finance Loans	Non-Current Financial Loans
30th November 2024	15,930,976	7,491,677
31st August 2024	10,758,641	12,472,373
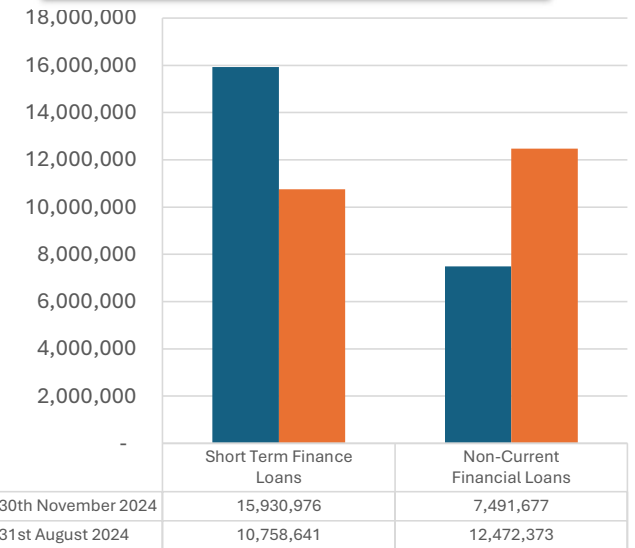
Future Outlook

❑ **K-12 Local Expansion in Qatar including forging partnerships with the top UK providers**

❑ **HE Regional and International Expansion**

❑ **Horizontal Expansions into Educational Resources Distribution**

Thank You

Got any questions ?

AL FALEH
EDUCATIONAL HOLDING

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