



Depa PLC FY2022 Financial Results



23 March 2023

Global Interior Solutions

Summary income statement

AED mn	FY 2022	FY 2021	Change
Revenue	917.8	801.6	116.2
Expenses	(879.3)	(836.9)	(42.4)
Net reversal of allowance for doubtful debts and due from construction contract customers	40.7	29.0	11.7
Share of profit /(loss) from associates	0.2	0.8	(0.6)
Profit/(loss) before interest and tax	79.4	(5.5)	84.9
Net - finance cost	(6.8)	(9.5)	2.7
Profit/(loss) before tax	72.6	(15.0)	87.6
Income tax expense	(13.5)	(12.2)	(1.3)
Profit/(loss) for the period from continuing operations	59.1	(27.2)	86.3
Profit/(loss) for the period from discontinued operations	0.0	84.3	(84.3)
Profit/(loss) for the period	59.1	57.1	2.0
Non-controlling interests	0.0	(17.3)	17.3
Profit/(loss) for the period after NCI	59.1	39.8	19.3

- Revenue increased year on year mainly due to strong recovery post Covid-19 and new projects wins in 2022
- Net reversal of provisions for doubtful debts mainly due to collection of long outstanding project related balance by Depa Interiors and a positive movement in the expected credit loss provision due to the evolution of the working capital
- DSG was classified as discontinued operation in FY2021.

Summary balance sheet

AED mn	FY 2022	FY 2021	Change
Cash and cash equivalents ¹	248.0	142.6	105.4
Restricted cash ¹	59.1	17.1	42.0
Fixed deposits ¹	0.7	0.6	0.1
Trade and other receivables	348.7	320.0	28.7
Assets classified as held for sale ³	4.8	0.0	4.8
Due from construction contract customers	165.0	190.8	(25.8)
Inventories	36.8	35.6	1.2
Total current assets	863.1	706.8	156.3
Contract retentions	113.2	166.1	(52.9)
Property, plant and equipment	105.4	119.8	(14.4)
Goodwill	32.3	32.3	0.0
Other non-current assets	25.3	28.6	(3.3)
Total non current assets	276.2	346.8	(70.6)
Total assets	1,139.3	1,053.5	85.8
Trade and other payables	593.4	651.7	(58.3)
Liabilities directly associated with assets classified as held for sale ³	1.3	0.0	1.3
Borrowings ²	13.3	54.3	(41.0)
Income tax payable	2.1	3.5	(1.4)
Current liabilities	610.2	709.6	(99.4)
Employees' end of service benefits	53.1	59.8	(6.7)
Borrowings ²	16.1	19.7	(3.6)
Other non-current liabilities	37.3	47.1	(9.8)
Non current liabilities	106.5	126.6	(20.1)
Total liabilities	716.7	836.1	(119.4)
Total equity including minorities	422.6	217.4	205.2

1. Cash balance of AED 307.8mn.
2. Reduction of AED 44.6mn of borrowings during the year, with total debt at year end of AED 29.4mn, a total external debt to equity ratio of 7%
3. At FY 2022 assets and liabilities of Eldiar are classified as held for sale
4. Net asset value per share of AED 0.31 and tangible net asset value per share of AED 0.28

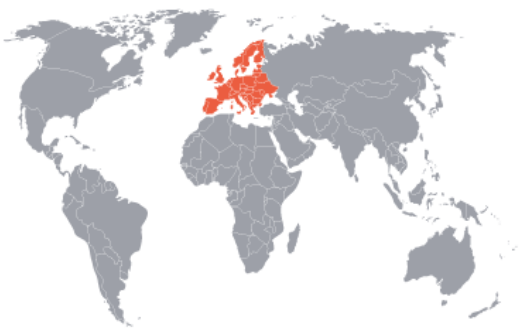
Summary cash flow

AED mn	FY2022	FY2021	Change
Operating activities	58.5	(54.5)	113.0
Working capital changes	(6.3)	109.8	(116.1)
Other movements	(21.2)	(19.2)	(2.0)
Net cash flows from operating activities	31.0	36.1	(5.1)
Investing activities			
Net capex	(11.0)	(2.7)	(8.3)
Reclassification of net cash of assets held for sale	0.0	33.2	0.0
Dividends received from associates	2.4	0.0	2.4
Proceeds from disposal of financial assets	0.0	8.1	(8.1)
Other movements	1.0	1.7	(0.7)
Net cash flows from (used in) / investing activities	(7.6)	40.3	(47.9)
Financing activities			
Movement in borrowings	(38.1)	(2.9)	(35.2)
Proceeds from issuance of share capital	150.0	0.0	150.0
Interest paid	(7.9)	(14.6)	6.7
Finance lease payments	(4.0)	(3.7)	(0.3)
Net cash flows from/(used in) financing activities	100.0	(21.2)	121.2
Net movement in cash and cash equivalents	123.4	55.2	68.2
Cash and cash equivalents at the year end	238.3	125.5	112.8
Included in cash and cash equivalent per balance sheet	237.4	125.5	111.9
Included in assets of the disposal group	0.9	0.0	0.9

- Net cash inflows from operating activities AED 31.0mn (FY2021: AED 36.1mn)
- In 2021, investing activities cashflow was positively impacted by deconsolidation of DSG (AED 33.2mn).
- Cash and cash equivalents AED 237.4mn (FY2021: AED 125.5mn)



Based in Germany, Vedder is the world's leading provider of fit-out solutions for the global superyacht, private jet and residence markets



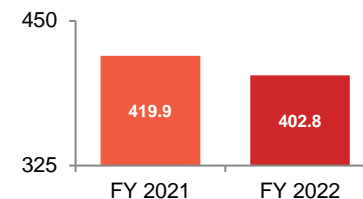
Financial highlights

- Revenue: AED 402.8mn, down 4% year on year
- EBIT: AED 38.2mn

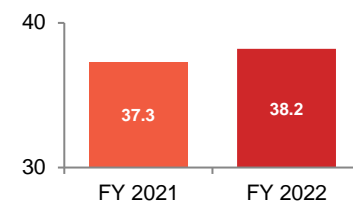
Operational highlights

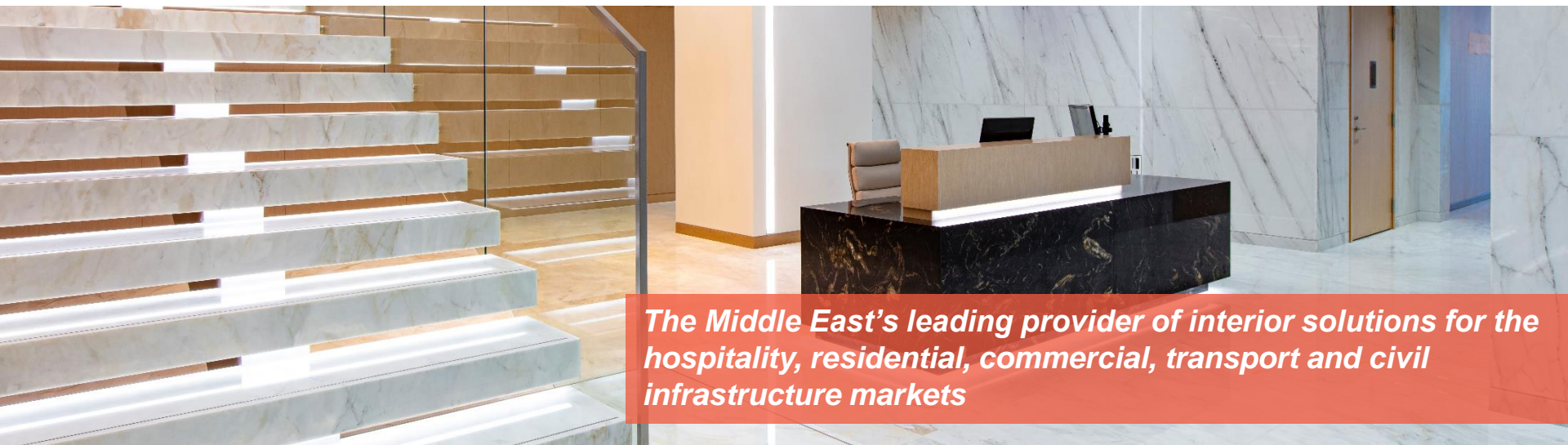
- Decrease in revenue mainly due to devaluation of Euro. Overall, in Euro terms, revenue has increased by 5.5%
- Secured new awards of three new-build superyacht interior packages, bringing new wins for 2022 to over AED 275mn

Revenue



EBIT





The Middle East's leading provider of interior solutions for the hospitality, residential, commercial, transport and civil infrastructure markets



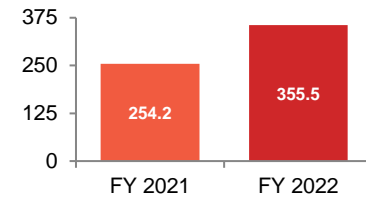
Financial highlights

- Revenue: AED 355.5mn, up 40% year on year
- EBIT: AED 40.9mn

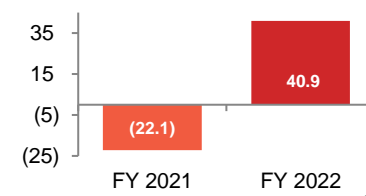
Operational highlights

- Strong growth in revenue and performance post recovery from Covid-19
- Project delivery during the year included a major hospitality project in the United Arab Emirates
- Awarded new hospitality projects in Saudi Arabia over AED 250mn and in the United Arab Emirates over AED 100mn

Revenue



EBIT





The Middle East's leading provider of interior solutions for the luxury retail market, premium marble supply and installation, and high-quality furniture and joinery works



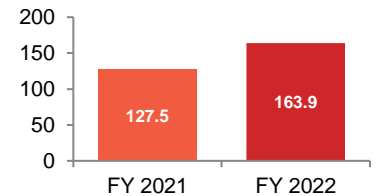
Financial highlights

- Revenue: AED 163.9mn, up 29% year on year
- EBIT: AED 10.1mn

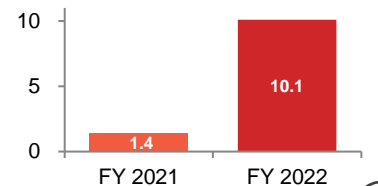
Operational highlights

- Strong relationships with long-term clients securing projects for Louis Vuitton, Versace, Dior, Chanel and Dolce & Gabbana during the period
- Deco successfully delivered a number of projects for repeat clients, including multiple projects for Dior, Givenchy and Louis Vuitton
- Carrara successfully handed over a major hospitality package in Dubai

Revenue



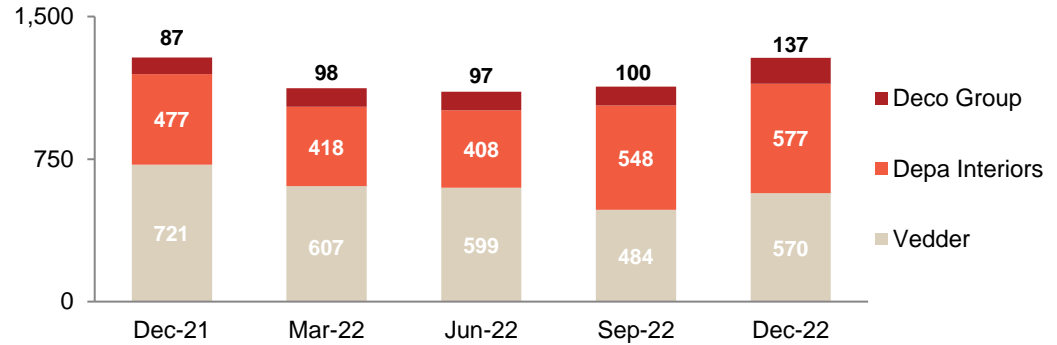
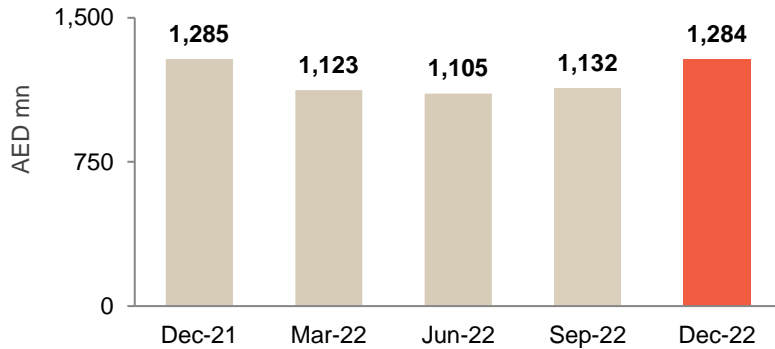
EBIT



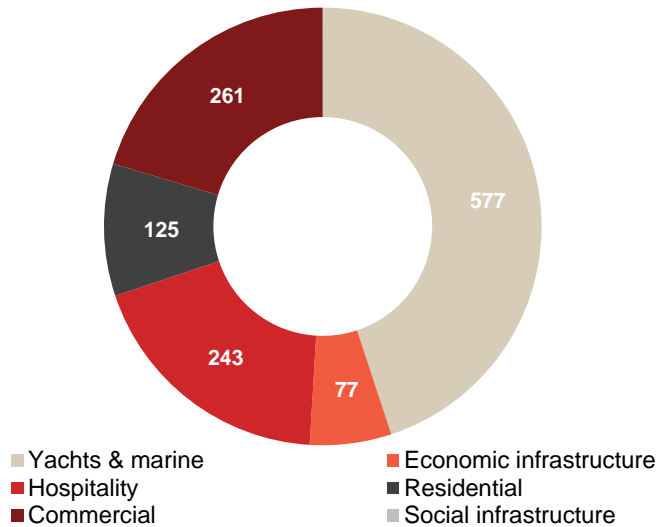
Backlog



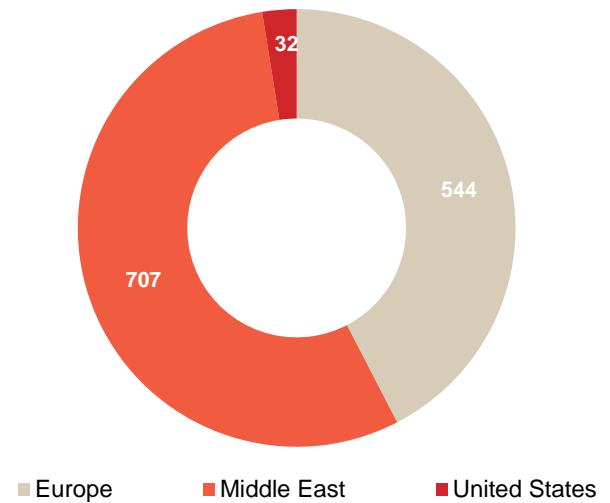
All figures in (AEDmn)



By project type



By geography



Outlook



The construction industry in the Middle East has been facing a challenging market situation in recent years. Despite the challenges, the construction industry remains a key driver of economic growth in the Middle East.

The transaction with the Public Investment Fund had led Depa to achieve growth in the Kingdom of Saudi Arabia and has also enhanced Depa's long-term strategic prospects in the Middle East. The Group's European business continues to benefit from its leading market position; however, due to devaluation of Euro in 2022, the results of the business have been affected negatively. Further, margins have decreased in the European sector due to energy shortage in Europe, and shift in the customer profile due to Russia / Ukraine crisis.



Cautionary statement

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