

HISTORICAL FINANCIAL PERFORMANCE

The following section presents the historical financial performance of the Group, split into real estate and non-real estate operations for the past five fiscal years (including the year ended 31 December 2021).

Real estate operations include investment properties; hospitality (only room-related); property development and sales; and construction. Non-real estate operations include fee-based development management; hospitality (non-room); and principal investments (excluding construction). Non-real estate operations also include the gain on bargain purchase that is a one-off transaction.

The last five-year average annual EBITDA percentage contribution from real estate operations to overall Aldar Group EBITDA (including the fiscal year 2021) is approximately 85%. In 2020 and 2021, the EBITDA contribution from real estate operations was below the last five-year average. In 2020, this was mainly due to a one-off sale of district cooling assets (refer to Note 45 of the consolidated financial statements). In 2021, while Real Estate operations' performance returned to pre-COVID-19 levels, contribution to overall EBITDA excluding one-off transactions increased significantly from Non Real Estate operations' performance.

	31 December 2021			31 December 2020			31 December 2019			31 December 2018			31 December 2017		
	Real estate operations AED '000	Non real estate operations AED '000	Total AED '000	Real estate operations AED '000	Non real estate operations AED '000	Total AED '000	Real estate operations AED '000	Non real estate operations AED '000	Total AED '000	Real estate operations AED '000	Non real estate operations AED '000	Total AED '000	Real estate operations AED '000	Non real estate operations AED '000	Total AED '000
Revenue	5,895,406	2,680,544	8,575,950	5,959,482	2,432,996	8,392,478	5,428,669	1,719,212	7,147,881	5,053,374	1,233,159	6,286,533	5,172,299	1,008,377	6,180,676
Direct costs	(2,996,323)	(1,975,510)	(4,971,833)	(3,330,793)	(2,071,563)	(5,402,356)	(2,859,564)	(1,518,673)	(4,378,237)	(2,480,870)	(1,173,976)	(3,654,846)	(2,602,772)	(922,399)	(3,525,171)
Gross profit	2,899,083	705,033	3,604,117	2,628,689	361,433	2,990,122	2,569,105	200,539	2,769,644	2,572,504	59,183	2,631,687	2,569,527	85,978	2,655,505
Selling and marketing expenses	(171,622)	(10,970)	(182,592)	(125,449)	-	(125,449)	(109,522)	-	(109,522)	(85,440)	-	(85,440)	(74,978)	-	(74,978)
General and administrative expenses	(757,677)	(172,844)	(930,521)	(614,128)	(75,641)	(689,769)	(566,167)	49,662	(516,505)	(436,874)	28,643	(408,231)	(288,358)	(35,131)	(323,489)
<i>Staff costs</i>	(363,783)	(87,745)	(451,529)	(253,853)	-	(253,853)	(237,423)	-	(237,423)	(218,948)	-	(218,948)	(227,767)	-	(227,767)
<i>Provisions, impairments and write-downs, net</i>	(244,900)	(2,151)	(247,051)	(272,437)	(23,365)	(295,802)	(203,981)	51,306	(152,675)	(78,691)	28,643	(50,048)	43,952	(35,131)	8,821
<i>Others</i>	(148,994)	(82,948)	(231,941)	(87,838)	(52,276)	(140,114)	(124,763)	(1,644)	(126,407)	(139,235)	-	(139,235)	(104,543)	-	(104,543)
Gain/(loss) on disposal of property, plant and equipment	-	(2,037)	(2,037)	0	54	54	23,014	(50)	22,964	-	-	-	-	-	-
Fair value loss on investment properties, net	146,383	-	146,383	(399,850)	-	(399,850)	(374,751)	-	(374,751)	(671,046)	-	(671,046)	(613,107)	-	(613,107)
Gain on transfer from DWIP to IP	-	-	-	3,343	-	3,343	-	-	-	-	-	-	-	-	-
Gain on disposal of investment properties	14,637	-	14,637	4,396	-	4,396	23,856	-	23,856	-	-	-	3,835	-	3,835
Share of results of associates and joint ventures	(8,214)	-	(8,214)	(9,875)	-	(9,875)	(3,096)	-	(3,096)	49,863	-	49,863	41,544	-	41,544
Investments in financial assets at FVTPL	(1,271)	-	(1,271)	-	-	-	-	-	-	-	-	-	-	-	-
Gain on disposal of subsidiaries	-	-	-	(0)	429,535	429,535	-	-	-	-	-	-	-	-	-
Gain on disposal of businesses	-	-	-	(0)	58,432	58,432	-	-	-	-	-	-	-	-	-
Gain on exchange of properties, net of write-downs	-	-	-	-	-	-	388,384	-	388,384	-	-	-	-	-	-
Gain on disposal of joint venture	-	-	-	-	-	-	-	-	-	30,319	-	30,319	-	-	-
Gain on bargain purchase	-	99,469	99,469	-	-	-	-	-	-	-	-	-	-	-	-
Other income	60,353	4,501	64,854	188,013	1,524	189,537	256,067	2,320	258,387	635,077	132,791	767,868	627,049	5,163	632,212
EBITDA	2,181,673	623,152	2,804,825	1,675,139	775,337	2,450,476	2,206,890	252,471	2,459,361	2,094,402	220,618	2,315,020	2,265,512	56,010	2,321,522
Depreciation and amortisation	-	-	(254,262)	-	-	(274,791)	-	-	(268,550)	-	-	(230,142)	-	-	(185,976)
Finance income	-	-	48,444	-	-	67,240	-	-	84,087	-	-	79,735	-	-	124,642
Finance costs	-	-	(265,558)	-	-	(310,697)	-	-	(349,719)	-	-	(309,749)	-	-	(254,253)
Profit for the year			2,333,449			1,932,228			1,925,179			1,854,864			2,005,935

Note: The investment in Egypt completed on 16 December 2021. As there were no significant transactions or events from the acquisition date to 31 December, our financial results for 2021 do not include the performance of SODIC and the balance sheet was consolidated as of 31 December 2021.