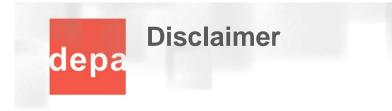
Confidential



# **Investor Update**

Depa Limited Dubai, UAE



This material contains certain statements that are "forward-looking" including management's expectations and analysis. These statements are based on management's current expectations and are naturally subject to uncertainty and changes in circumstances. Actual results may vary materially from the expectations contained herein and readers and listeners are cautioned not to place undue reliance on any forward-looking comments. Depa Ltd undertakes no obligation to update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.





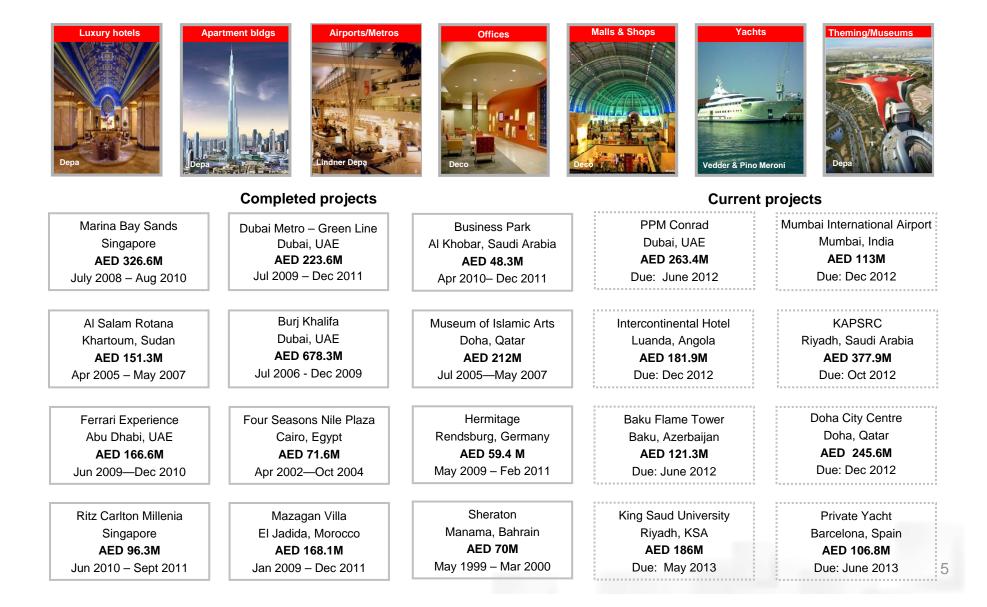
- Depa Introduction
- 2011 Overview
- Backlog
- ► Financials
- Outlook

# **Depa Introduction**



# **Complete And Diversified Interior Applications**

depa Depa is focused on building top-quality interiors for a wide range of market segments



# depa Deco: A Leader In Retail Fit-out Over 373 stores from high end to high street in the last six years



Marks & Spencer



Valentino



Potterybarn



Louis Vuitton





**Dubai International Airport** 



Dubai Metro, Lindner Depa

depa Depa: Capturing Health Care Growth Involved in a growing market



Cleveland Clinic, Abu Dhabi



Qatar Robotic Surgery Center



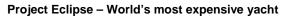
**Dubai Mall Medical Center** 













# **2011 Overview**



# **2011 Overview** depa Positive net profit after difficult 2010; record backlog

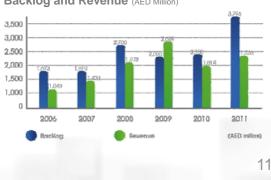
	Revenue (AED Million)		
Revenues	2007 1,420		
<ul> <li>2011 was a stabilization year for the Company's revenues</li> </ul>	2008 1,972		
<ul> <li>AED 1,736 million of revenues as compare with AED 1,814 million in 2010</li> </ul>	2009 2,689		
<ul> <li>2011 revenues were impacted by delay in project starts following Arab Spring</li> </ul>	2010 1,814		
	2011 1,736		

### **Net Profit**

- 2011 net profits were impacted by G&A increase as a result of delayed project starts
- Net profit was also impacted by provisions taken due to Arcapita bankruptcy (March 20<sup>th</sup>, 2012)



2007	181
2008	225
2009	284
2010 🤇	(206)
2011 🛑 59	



#### Backlog

- The Company's backlog reached a record high of AED 3.8 billion
- Only a minority of the backlog is constituted of UAE projects
- Even without the Doha Airport, the backlog would remain at a record high

#### Backlog and Revenue (AED Million)

# depa 2011 Overview Maintain net cash position of AED 70 million



#### Growth Markets

- Singapore continuing growth with the W Hotel and Fraser Suits
- India continuing growth with Mumbai International Airport
- New factory in China now in operation

# Completed

## Projects

- Business Park
- Mazagan Villa
- Dubai Metro Green Line
- Abu Dhabi Stock Exchange
- Hermitage

- Novotel Platinum
- Medical Research Unit
- Khadem Al Qubaisi Villa
- Welcome Pavillion
- Ritz Carlton Millenia





**FY09** 

FY10

**FY11** 

FY07 FY08

# Q1 2012 Overview

Revenue growth compared to same period last year, and strong cash generation

#### Revenues

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**Revenues** (AED Million)

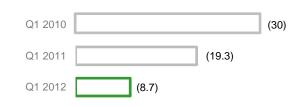
- Revenue growth of 15% over Q1 2011
   Key projects have started and revenues being generated from these areas
- Cyclicality in revenues is consistent over historical figures

### **Net Profit**

- Q1 historically a loss-making quarter
- Loss of AED 8.7 million compared with loss of AED 19.3 million for the same period last year
- Significantly cyclicality in profits skewed towards last quarter of the year



Q1 2012





### Other Highlights

- Positive cash generated from operations of AED 74.5 million
- Backlog remains at record-high level of AED 3.9 billion
- New additions to backlog of approximately AED 500 million in Q1 2012

357.9

378.1

327.2





# Backlog

**Depa** Backlog diversification has increased, with significant growth in GCC market

Project Name	Country	Total Backlog (AED)
Doha Project	Qatar	897,516,656
Singapore Projects (19 Projects) *	Singapore	452,999,428
King Abdullah Petroleum Studies and Research Center	Saudi Arabia	210,103,412
King Saud University	Saudi Arabia	182,569,199
Intercontinental Hotel	Angola	175,677,118
Morocco Hospital	Morocco	174,562,500
Baku Flame Tower	Azerbaijan	137,696,841
Twin Tower Hotel	Qatar	118,799,725
Mumbai International Airport	India	107,358,486
Private Yacht	Spain	105,327,044
Accommodation Towers	Angola	91,875,000
Regent Emirates Pearl	UAE	73,475,896
Cleveland Clinic	UAE	70,664,095
Doha City Center	Qatar	68,191,973
Private Yacht	Germany	56,881,977
Ramada Hotel	Qatar	54,971,346
Private Yacht	Holland	53,647,604
PPM Conrad Hotel	UAE	50,645,661
Private Yacht	Germany	43,977,410
Lanson Place	Malaysia	35,311,073
Traders Hotel	Qatar	34,703,215
Cairo Festival City	Egypt	31,563,822
Trader's Hotel	Malaysia	29,732,826
The Boulevard	Jordan	26,307,677
IPIC Headquarters	UAE	26,240,122
Private Yacht	Germany	25,247,961
Hamad Medical Hospital	Qatar	23,181,184
Private Yacht	Germany	21,524,628
Ritz Carlton Hotel	India	20,832,662
DLF - Magnolias	India	20,165,273
Dune Hotel	Qatar	15,956,202
Capital Centro	UAE	15,651,410
Grand Hyatt	Malaysia	15,381,875
Central Market	UAE	12,462,960
Hamad Medical Corporation	Qatar	11,182,217
Fairmont Palm Hotel & Resort	UAE	11,107,686
Urbano Taksin	Thailand	10,858,570
Al Ghurair City	UAE	10,749,035
ITC Chennai	India	10,387,656
Ritz Carlton Hotel	UAE	10,371,666
Al Raha Beach Hotel	UAE	10,255,207
		3,556,116,298

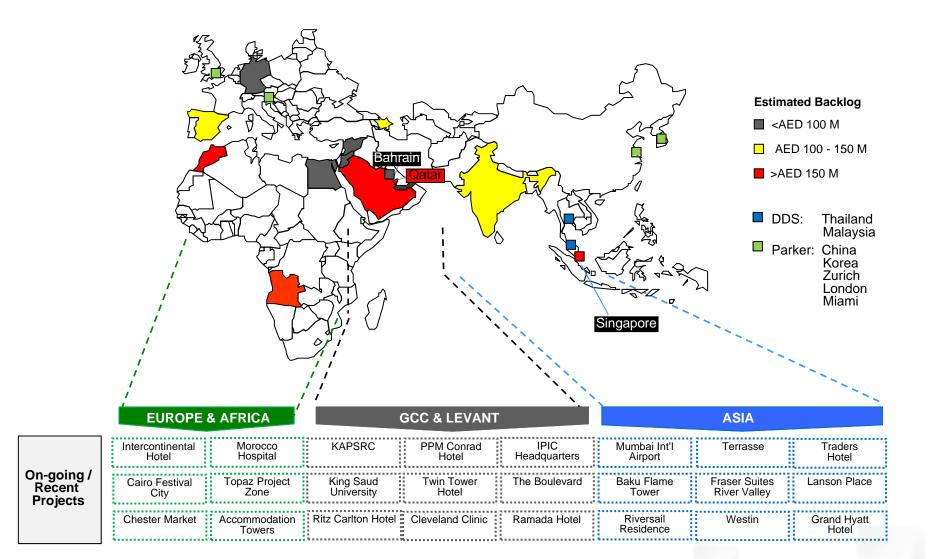
- All projects are in the advanced stage of construction.
- Depa continues to have healthy contracted backlog which stood at almost AED 3.9 billion.
- Backlog consists of 285 projects where we are already working on site and does not include projects where we have yet to begin interior works.
- Key projects represent 91% of our backlog value and are worth AED 3.6 billion.
- The remaining 9% of backlog consists of 226 projects with an average value of AED 1.5 million per project.

\* Singapore Projects: Projects over 50 M ( 2 Projects) Projects between 30 – 50M (4 Projects) Projects between 20 – 30M (2 Projects)

 $\begin{array}{l} \mbox{Projects between } 15-20M \ \ (4 \ \mbox{Projects}) \\ \mbox{Projects between } 10-15M \ \ (7 \ \mbox{Projects}) \end{array}$ 

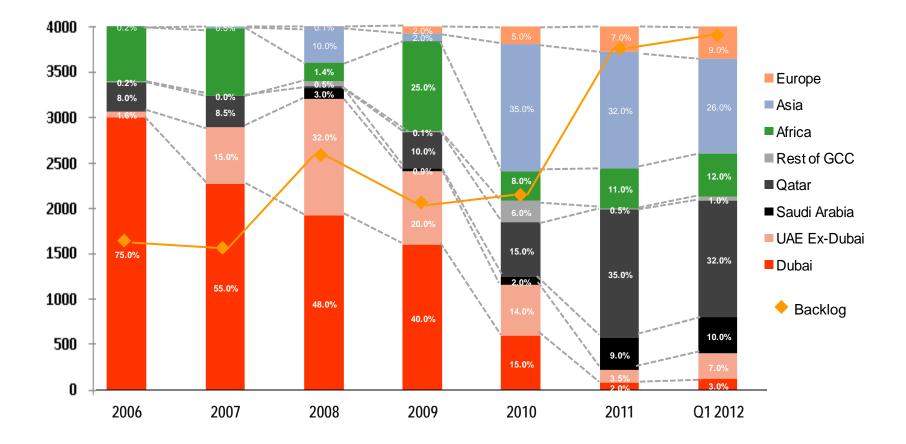
# **Backlog: Geographical Distribution**

Increased international backlog exposure and reduced regional exposure



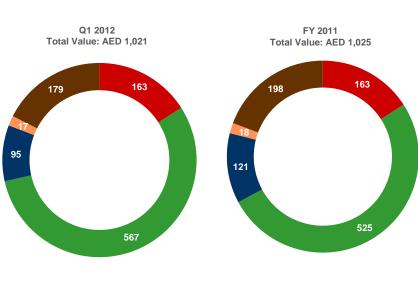
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- Efforts to diversity are successful, illustrated by UAE representing less than 6% of backlog.
- GCC portion of backlog grows significantly due to new contract wins.

depa Backlog: Geographical Distribution GCC backlog growing

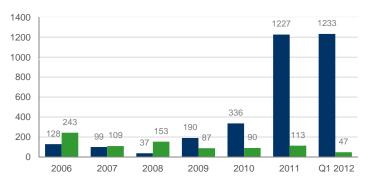


Asia Backlog

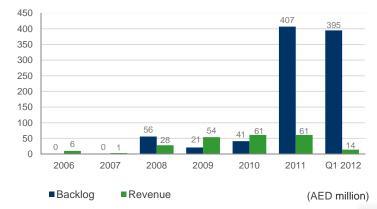
#### ■India ■Singapore ■Malaysia ■Thailand ■Azerbaijan

#### GCC Backlog

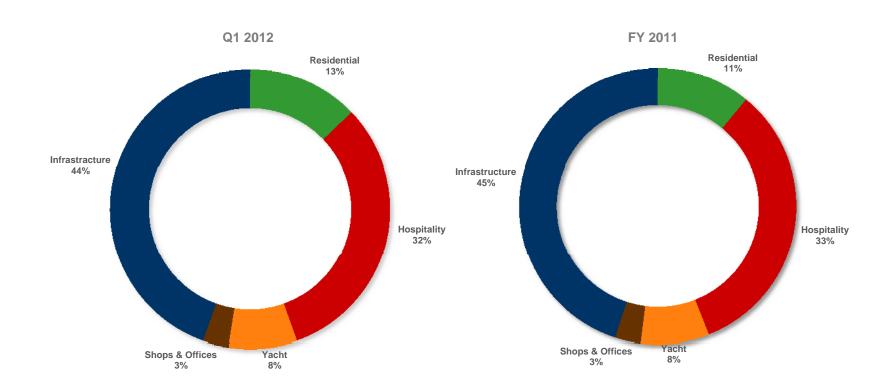
#### Qatar



#### Saudi Arabia







**Sector Backlog** 

# Financials

# **Financials: Overview**

Balance Sheet remains strong despite difficult year

AED Million	Actual Q1 2012	Actual Q1 2011	Actual Q1 2010
Revenue	378	327	358
Contract Profit	42	42	23
Contract Profit Margin	11%	13%	<b>6%</b>
G&A	(41)	(50)	(53)
% of Revenue		(15%)	(15%)
Provision for Doubtful Debts	(6)	0	0
Amortization	(8)	(10)	(3)
Profit / (Loss) from Associates	0	0	0.5
Other Income / (Expense)	5	5	0.4
Finance Costs (Net)	(1)	(2)	2
Income Tax (Expense) / Benefit	1	(5)	0.3
Net Profit / (Loss) before NCI	(8)	(20)	(30)
Net Profit / (Loss) Margin before NCI	(2%)	(6%)	(8%)
Net Profit / (Loss) after NCI	(6)	(18)	(21)
<i>Net Profit / (Loss) Margin after NCI</i>	(2%)	(6%)	(6%)







#### **Days Receivable and Payable**



Audited financials

depa

# **Financial: Selected Balance Sheet Figures**

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Actual Q1 2012	Actual Q1 2011	Actual Q1 2010
390	432	535
577	310	879
1,867	1,719	2,344
3,046	2,910	3,427
253	332	262
1,180	961	1,347
1,306	1,204	1,483
1,662	1,598	1,847
687	758	997
1.50	1.72	1.71
1.58	1.79	1.74
0.15	0.21	0.14
	390 577 1,867 <i>3,046</i> 253 1,180 <i>1,306</i> <i>1,662</i> 687 1.50 1.58	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

# depa Financial: Selected Cash Flow Figures

AED Million	Actual Q1 2012	Actual Q1 2011	Actual Q1 2010
Net Cash (used in) / generated from Operating Activities	75	(23)	17
Net Cash (used in) / generated from Investing Activities	26	3	(25)
Net Cash (used in) / generated from Financing Activities	(9)	1	0
Total Cash Balance ( * )	390	432	535
Total Bank Debt	(253)	(332)	(262)
Total Net Cash	136	100	273
CAPEX	14M	4M	5M
(*) Cash balance includes FDs with a tenor of 3 months or more amountin	g to: 1.8M	53.7M	112M

(\*\*) AR days as of Q1 2012 excluding Tiara & Meydan balances are: 86 days (excluding Unbilled) and 218 days (including Unbilled).



# Financial: Geographic Segmentation Trend (Q1 2011 – Q12012)

# Revenue

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#### **AED Million**

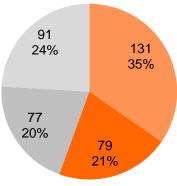
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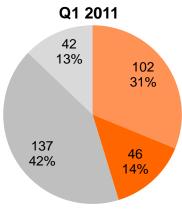
Regional Office Q1 201				Variance		
		Q1 2012	Q1 2011	Amount	Percentage	
-	Dubai	131	102	29 🕇	28%	
	Abu Dhabi	79	46	33	72%	
	Asia	77	137	(60) 🦊	(44%)	
	Europe	91	42	49	117%	
	Total	378	327	51	16%	

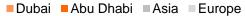
#### Regional Offices have operations in the following Countries

Dubai:	Asia:
Dubai	Singapore
Jordan	Thailand
Syria	Malaysia
Egypt	China
Azerbaijan	USA
Abu Dhabi:	Europe:
Abu Dhabi	United Kingdom
Qatar	India
KSA	Germany
Morocco	





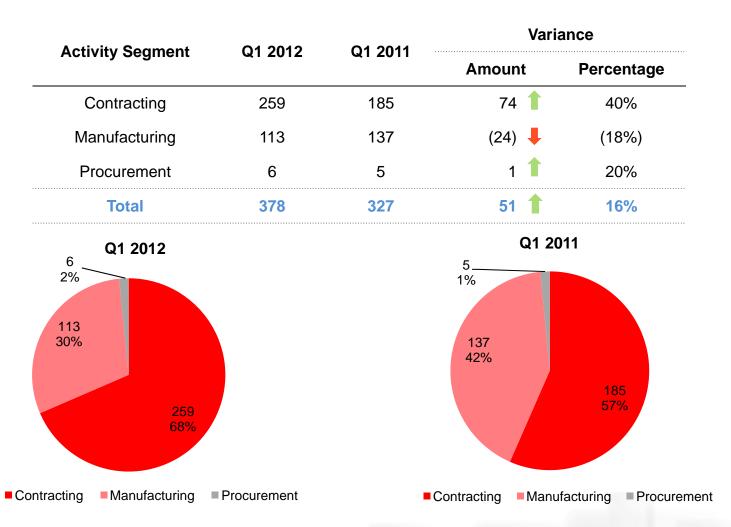






# Revenue

**AED Million** 



# Outlook





- Strong growth prospects from GCC markets
- Infrastructure and medical center projects beginning to come into backlog
- Asian markets also providing growth opportunities

