

Quarterly Financial communication Second quarter 2020

Press Release

During the second quarter of the year, the activity of the Group has suffered from the consequences of health emergency and the general lockdown applied on the country. Thus, the level of presales and deliveries fell significantly during this period. The production on our sites was strongly impacted due to measures applied to decrease the number of on-site employees from our partners.

Consequently, the performance of the Group was marked by a decrease in the level of presales and the turnover by 65% and 24% respectively. The overall debt slightly decreased compared to the closed balance of 2019.

Key indicators at the end of June 2020

Presales
870 units

Consolidated Turnover
470 M MAD

Global Debt*
2,74 Billion MAD

* Including leasing, the application of IFRS 16 and excluding cash

Presales

The health emergency and the applied lockdown in the country had a negative impact on the decision making regarding house acquisitions by potential buyers. Thus, the presales of the Group decreased accordingly to reach 870 units during the first half of the year, compared to 2 502 units during the same period of the previous year, hence a decrease of almost 65%.

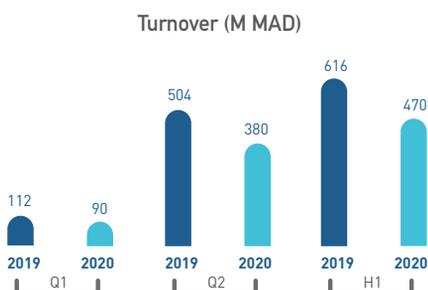


Turnover**

The lockdown has also resulted in a decrease in the actual acquisition of units already presold. In fact, our turnover dropped from 616 M MAD at the end of the first half of 2019 to 470 M MAD at the end of the first half of 2020, hence a decrease of almost 24%.

All the turnover comes from units developed by Résidences Dar Saada Ltd.

The turnover's trend by period is as follows:

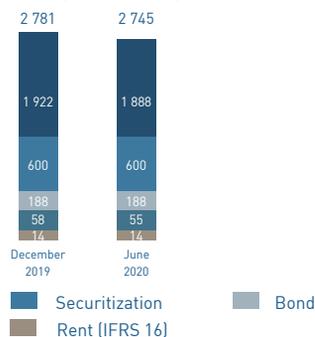


Debt**

The overall debt at the end of June 2020, including leasing, the application of IFRS 16 and excluding cash, stands around 2,74 Billion MAD compared to 2,78 Billion MAD at the end of 2019, thus a slight decrease by 1%.

The global debt is detailed as follows:

Debt * (MAD Million)



* Including leasing, the application of IFRS 16 and excluding cash

Consolidation Scope

No change in the scope of consolidation has occurred compared to the end of 2019.

Investment

Land Reserve

Résidences Dar Saada group did not made any land acquisition during the first half of 2020.

Prospects

The current health crisis emphasized the crisis of the real estate sector, that was already struggling with a significant drop of the presales level, the turnover, and production. As a result, the semi annual and the annual income will be strongly impacted.

As stated at the previous press release, we are currently working closely with all stakeholders of the industry to find solutions in order to limit the negative impacts of the crisis.

** These indicators are an estimation of the closing balance that will be audited in September 2020