

Date: 12/05/2022
Ref: M.C/E.M/142/2022

التاريخ: 2022/05/12
الإشارة: ش.م.أ.ع./142/2022

To: Bursa Kuwait

السادة / شركة بورصة الكويت المحترمين،،

**Subject: Analyst/Investor Conference Presentation of
Mabaneer's (K.P.S.C) Company for Q1/2022**

**الموضوع: العرض التقديمي لمؤتمر المحللين/المستثمرين لشركة
المباني (ش.م.ك.ع) للربع الأول للعام/ 2022**

With reference to the aforementioned subject, and as per article No. (8-4-2) "Continuing Obligations in the Premier Market" of Boursa - Kuwait Rule Book issued as per decision No. (1) for year 2018, and since Mabaneer Company has been classified in the Premier Market.

بالإشارة إلى الموضوع أعلاه، وعملاً بأحكام المادة رقم (2-4-8) "الإلتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، وحيث تم تصنيف شركة المباني ضمن مجموعة السوق الأول.

Kindly be informed that the Analyst/Investor Conference was held on Thursday 12/05/2022, at 2:00 p.m (Kuwait Local Time) (through Live Webcast) .

يرجى العلم بأن مؤتمر المحللين/المستثمرين قد إنعقد في يوم الخميس الموافق 2022/05/12، في تمام الساعة الثانية بعد الظهر (بتوقيت الكويت المحلي) عن طريق بث مباشر على (Live Webcast) .

Moreover, please note that no material information has been disclosed during the conference.

علماً، بأنه أثناء المؤتمر لم يتم الإفصاح فيه عن أية معلومات جوهرية.

Furthermore, attached is the Analyst/Investor's Conference presentation for Q1-2022.

كما نرفق لكم طيه عرض مؤتمر المحللين/المستثمرين للربع الأول من العام 2022.

This is for your information and notice.

هذا للعلم والإحاطة،،

Best Regards,

وتفضلوا بقبول فائق الاحترام،،



طارق عبدالوهاب العدساني

نائب الرئيس التنفيذي

Tareq Abdulwahab Al-Adsani

Deputy Chief Executive Officer



مبانى
mabaneer

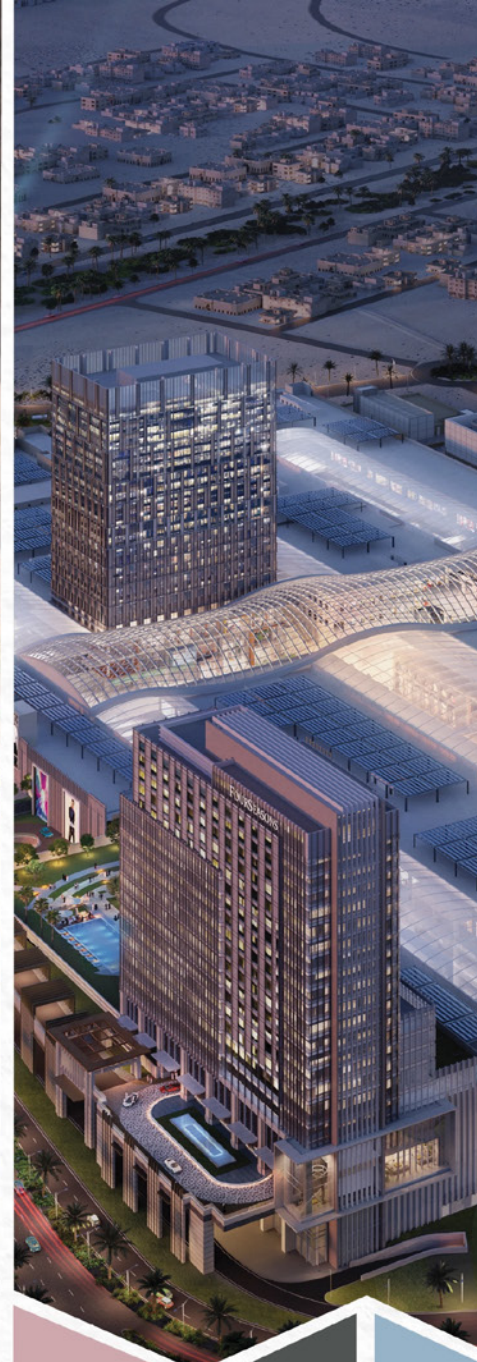
Q1-2022 Results Presentation

Period Ended March 31, 2022

12 May 2022



Copyright © 2022 Mabaneer. All rights reserved.



Disclaimer/Disclosure/Forward Looking Statements

The information set out in this presentation and provided in the discussion subsequent thereto does not constitute an offer, an agreement, or a solicitation of an offer to buy or sell securities. It is solely for use at an investor presentation and is provided as information only. This presentation has been prepared by, and is the sole responsibility of, Mabanee Co.

The information herein may be amended and supplemented and may not as such be relied upon for the purpose of entering into any transaction. This presentation may not be reproduced, distributed or transmitted without the Company's prior written consent. All projections, valuations and statistical analyses are provided to assist the recipient in the evaluation of the matters described herein. They may be based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and therefore should not be relied upon as an accurate prediction of future performance.

Mabanee Co. is under no obligation to update the information contained herein. No person shall have any right of action against the Company or any other person in relation to the accuracy or completeness of the information contained in this presentation. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation, and if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the company. Certain statements in this presentation may constitute forward-looking statements.

These statements reflect the Company's expectations and are subject to risks and uncertainties that may cause actual results to differ materially and may adversely affect the outcome and financial effects of the plans described herein. You are cautioned not to rely on such forward-looking statements. The company does not assume any obligation to update its view of such risks and uncertainties or to publicly announce the result of any revisions to the forward-looking statements made herein

Company Overview



- A leading real estate company instrumental in Kuwait's development for 50+ years.
- Kuwaiti shareholding company with a paid-up capital of KD 124.17m.
- Constituent of two global indices the FTSE EM and MSCI EM.
- Constitutes 3.3% of Kuwait Borsa market cap
- Largest real estate co. in Kuwait (by market cap)
- Developed notable destinations and projects

❖ Expanding regionally.

❖ Expansion into developing & managing other real-estate products and footprint.

❖ Achieving excellence in operations and embracing ESG.

❖ Expanding hotel affiliations portfolio

Performance Highlights – Q1 2022

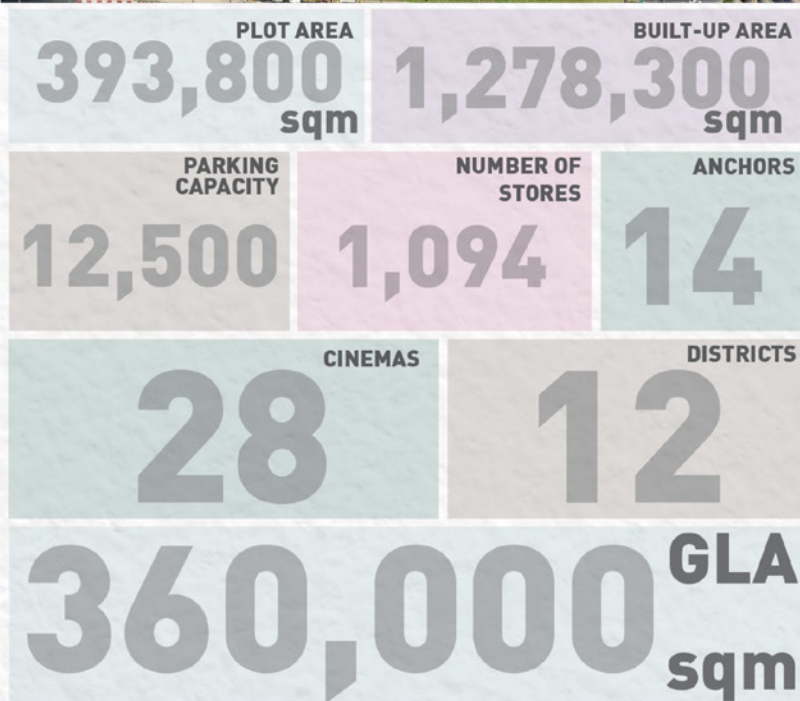
Strong Group performance

- Revenue **KD 26.69** Mn. **+11.14%**
- EBITDA **KD 19.77** Mn. **+8.37%**
- Net Profit **KD 14.52** Mn. **+10.79%**

Business Highlights

- ✓ Overall country recovery from impacts of COVID-19.
- ✓ Recovery in footfall traffic and improved leasing activities.
- ✓ Preferred bidder for Sabah Al Ahmad (S3) investment opportunity.
- ✓ ESG: positioning towards sustainable growth

Business Update - The Avenues -Kuwait

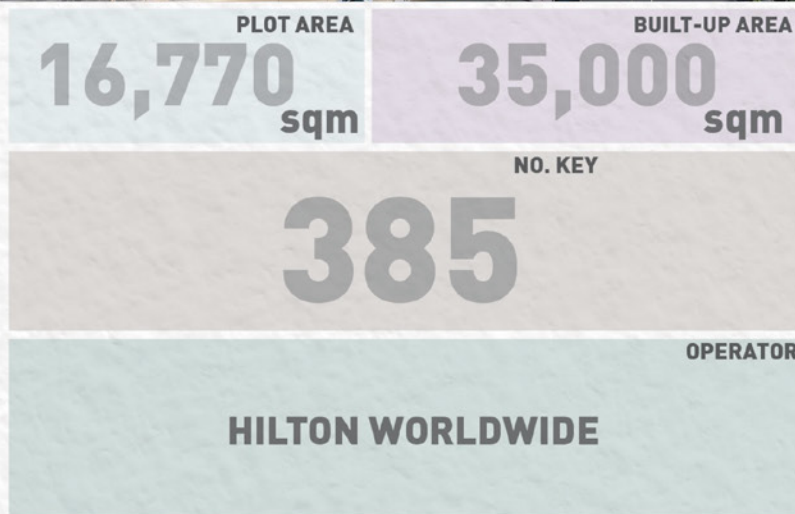


- The Avenues maintains its leading position as the choice destination for shopping & entertainment in Kuwait.
- Continued demand for space and occupancy gains, reaching 95.4% on Q1-22.
- Improved footfall rate due to the lifting of COVID-19 related restrictions and allowing unvaccinated people to enter the Mall.

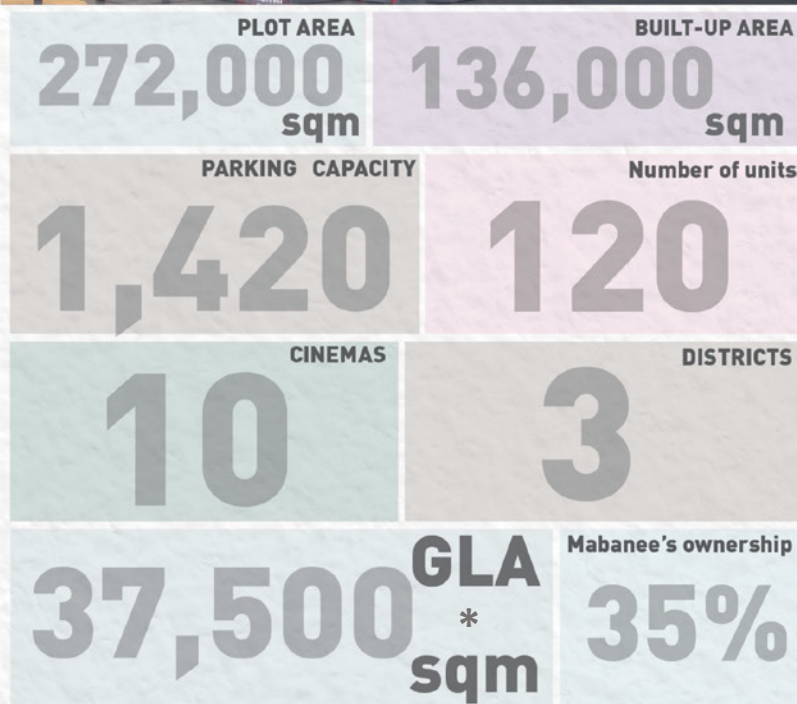
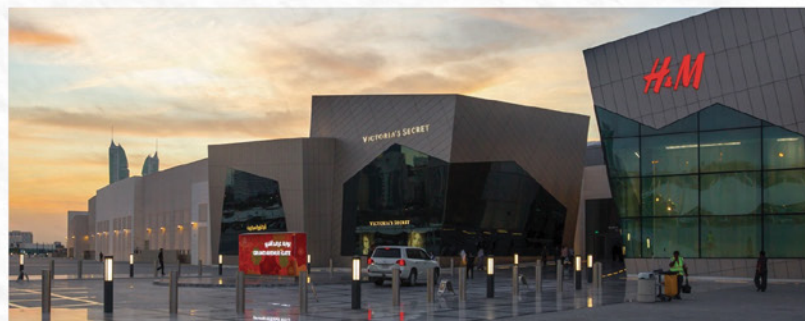
Business Update - Hilton Garden Inn Kuwait



- Connected to the north side of The Avenues Mall
- Hotel's RevPAR in Q1-22 increased by 18% vs. Q4-21.
- Hotel's occupancy rate at 34%.
- Performance mainly driven by transient, corporate, and meetings businesses

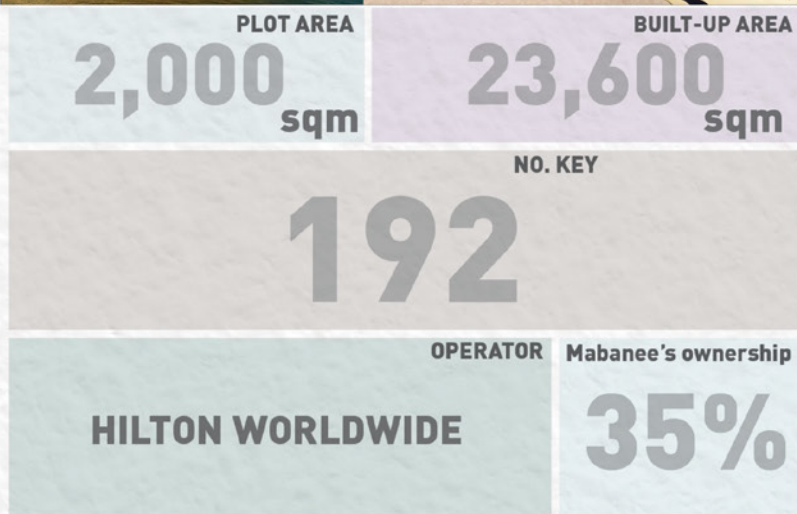


Business Update - The Avenues -Bahrain



- Improved footfall traffic supported by the improved overall health situation and ease of travel to the Kingdom.
- Strategic direction to gain market share
- Occupancy rate remains at 92.5%

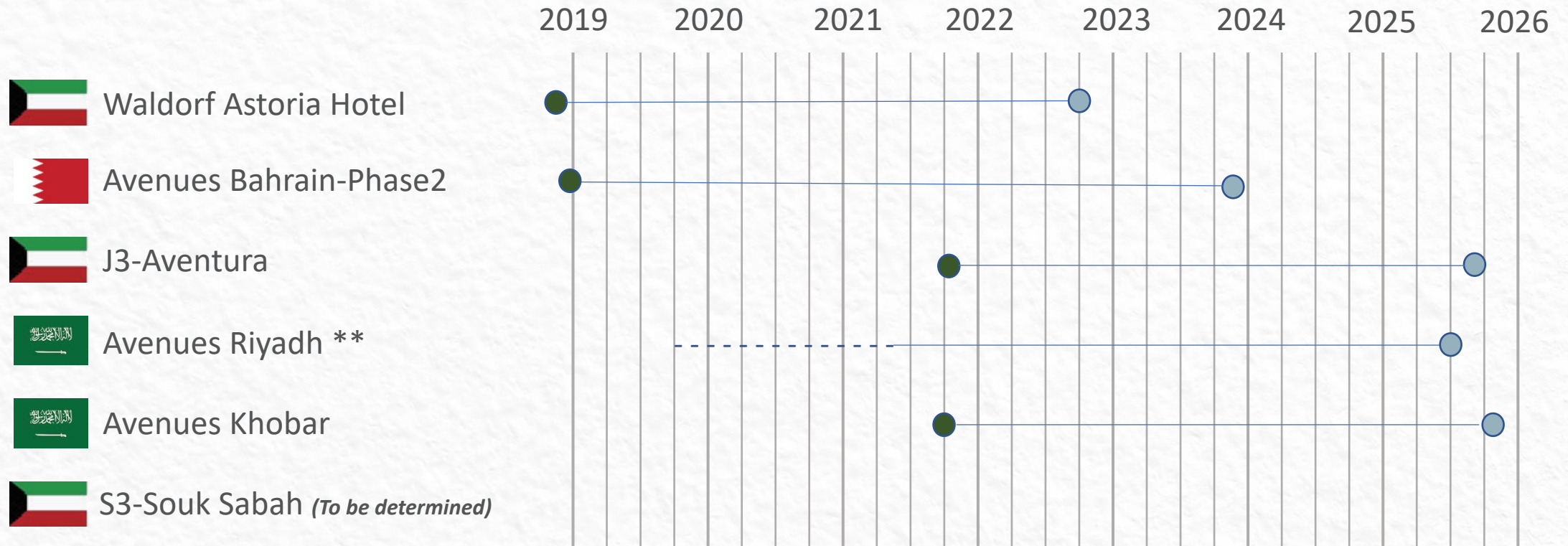
Business Update - Hilton Garden Inn Bahrain



- Located in the heart of Bahrain Bay and directly connected to The Avenues Bahrain
- Hotel's RevPAR in Q1-22 increased by 37.5% vs. Q4-21.
- Occupancy rate for the quarter 61%
- Performance fueled by extended holidays of Kuwait National Day, Formula1 Grand Prix.

Under development

*Estimated Projects' timeline



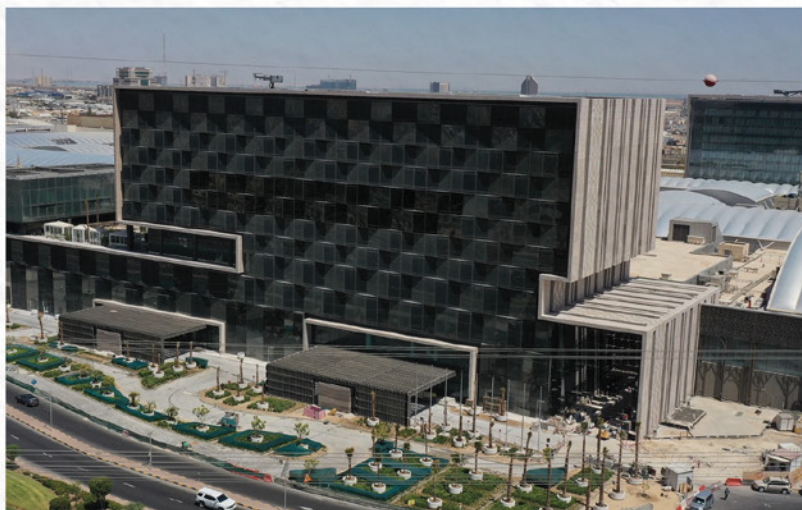
* Projects' timings could change from the provided estimation.

** After excavation, the delayed constructions activities was due to COVID-19.

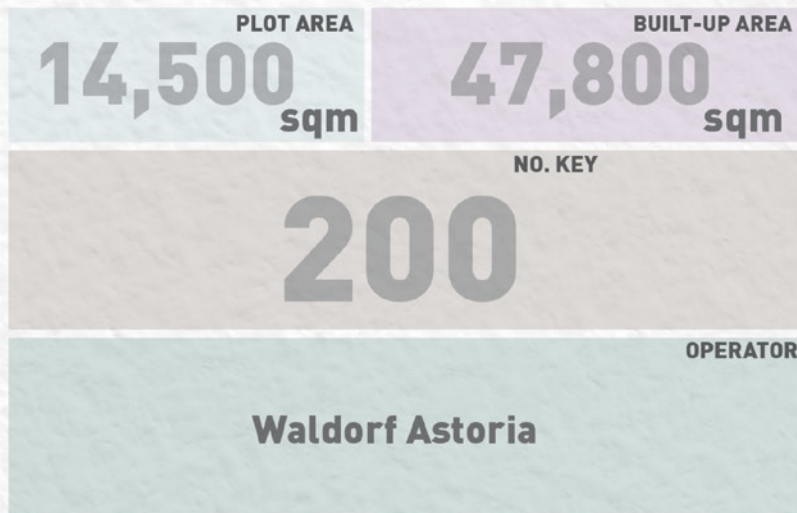
● Project Start

● Estimated project completion

Under Development - Waldorf Astoria



- A five-star luxury business and leisure hotel connected to the south side of The Avenues through the Prestige District.
- A team with global experience from renowned brands in the hospitality industry.
- The Hotel is in its final stages of construction with a 96% completion rate.
- Soft opening expected in Q3-2022



Under Development - J3 Aventura



- Mabaneer, the Lead Developer of a Consortium of Companies selected as the “preferred investor” for the J3 Jaber Al Ahmad Investment Opportunity from The Public Authority for Housing Welfare (PAHW).
- Supervision team fully operational onsite in preparation for site preparatory and mobilization works
- Anticipated start of construction by second quarter of 2022
- Strong pre-leasing demand for the project
- Expected completion time Q2-2025

Mabaneer's ownership		PROJECT TYPE	
35%		PPP project*	
MALL BUA	Mall GLA	NUMBER OF UNITS	
295,000 sqm	108,200 sqm	445	
RESIDENTIAL BUA	RESIDENTIAL GLA	UNITS	
65,510 sqm	50,000 sqm	276	

*Public-private partnership (PPP) model is a situation where a public sector entity or the government signs a long-term agreement with companies in the private sector for delivering a public service.

**Content is not final and may be subject to minor modifications

Under Development – Sabah Al Ahmad (S3)



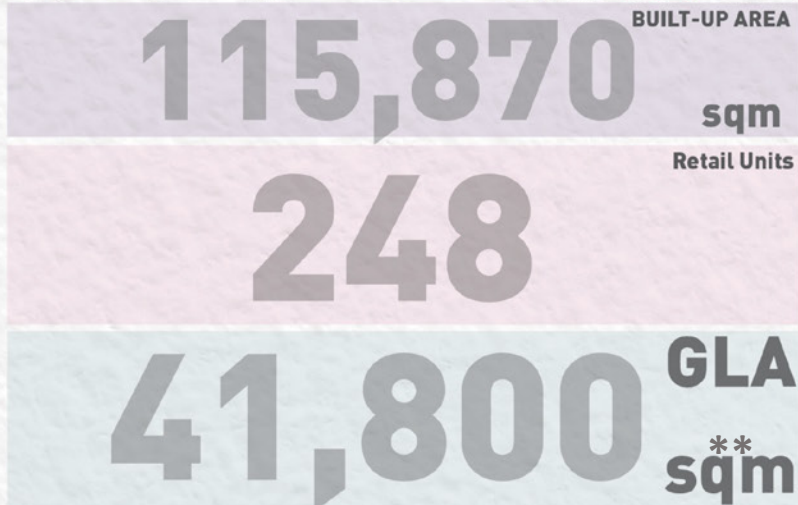
- selected as the “preferred investor” for the S3 Sabah Al Ahmad Investment Opportunity from The Public Authority for Housing Welfare (PAHW).
- Commercial mixed-use project comprising of a retail center and 3-star hotel
- Comprised of retail offerings such as a community cinema, supermarket, Family entertainment, drive through dining and an authentic Souk experience

40,121 PLOT AREA sqm	32,451 Souk plot area sqm
110 Hotel Rooms	66,053 BUA
HILTON WORLDWIDE OPERATOR	PPP Project type
23,200 GLA sqm	

Under Development - Phase 2 The Avenues - Bahrain

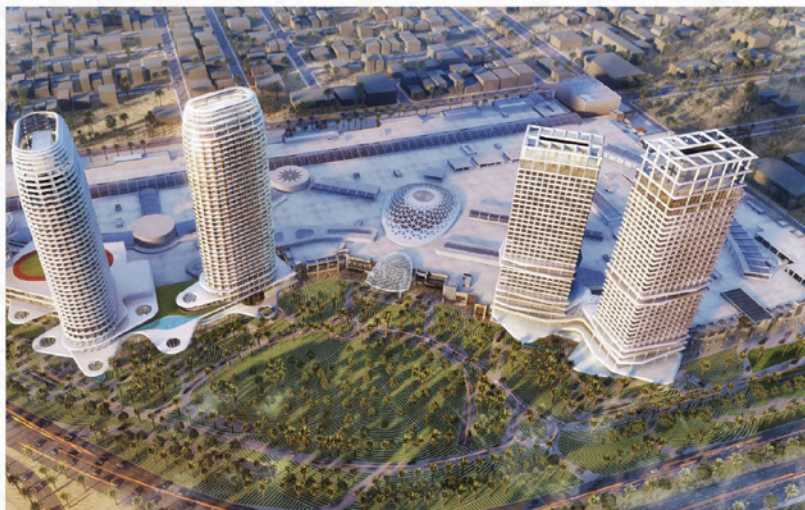


- An extension of the west part of The Avenues Mall-Bahrain.
- The completion of the filling and piling work is on-going
- Main construction works will be expected during the second quarter of 2022.
- Expected completion time Q4-2023

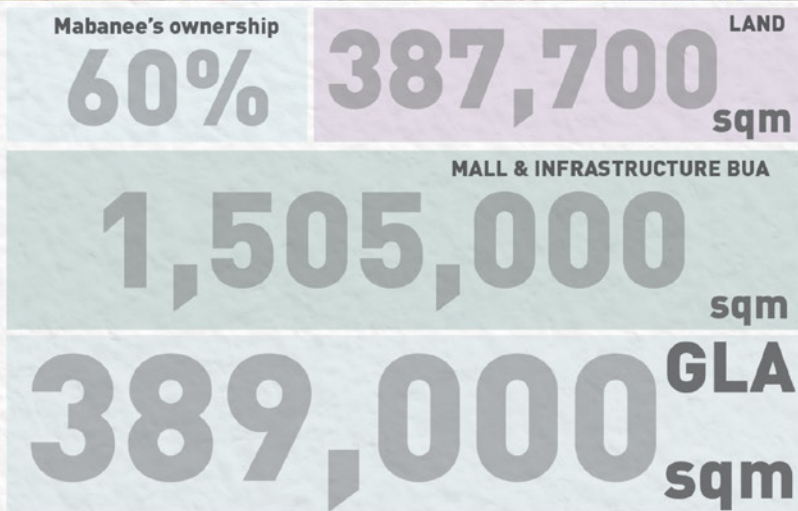


**Including storage and office spaces

Under Development - The Avenues -Riyadh



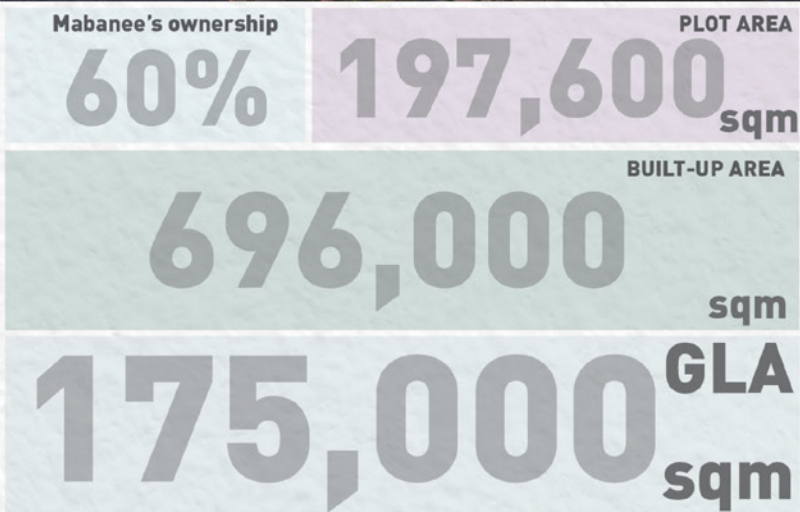
- Follows Mabanee's strategic vision in re-creating The Avenues brand across the region.
- A great introduction of super regional malls in KSA.
- Prime location in the city of Riyadh overlooking the intersection of the King Salman Road and the King Fahad Causeway.
- Construction commenced on January 15, 2022, with 3% main works progress on site until date.
- The project will be obtaining the leadership in Energy and Environmental Design (LEED) certification by the American Green Building council.
- Expected completion time is Q2-2025



Under Development - The Avenues -Khobar



- Includes commercial and entertainment areas, as well as two towers that will house class A office space and The Four Seasons Hotel, with potential addition of two more towers in the future with mixed-use areas.
- A prominent addition to the eastern province retail & entertainment footprint.
- Enabling and bulk excavation works started on November 22, 2021, with 32% progress.
- Expected completion time is Q4-2025

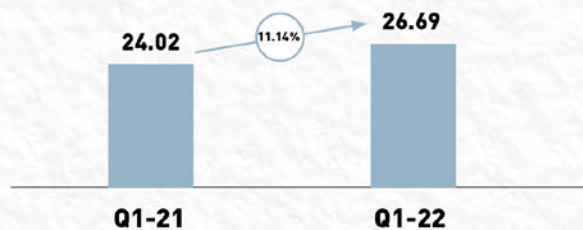


Financial Highlights Performance

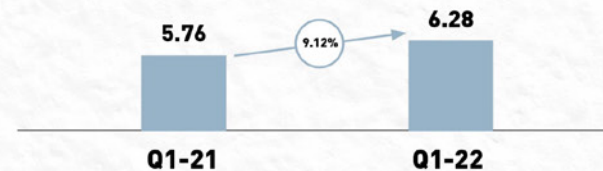


General Operating Performance

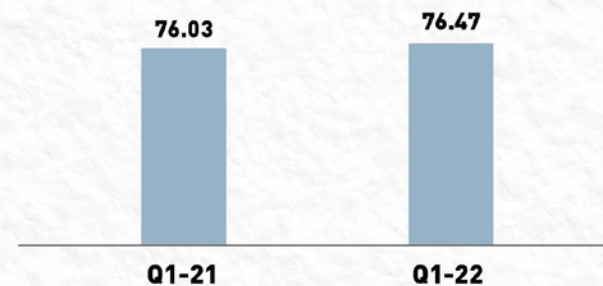
Revenue - KD Mn



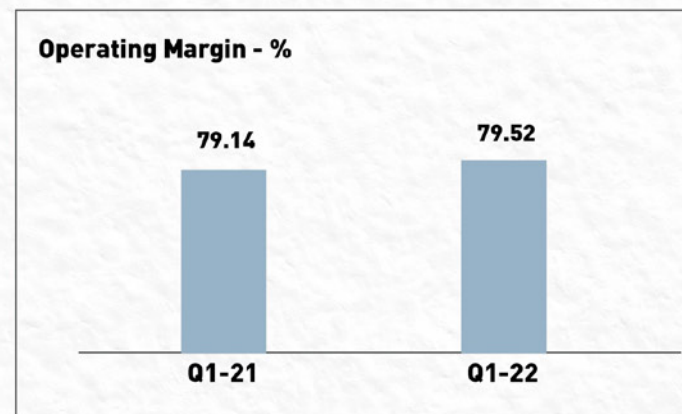
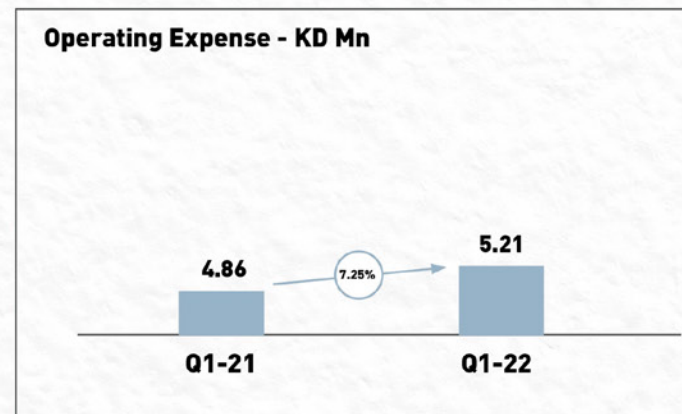
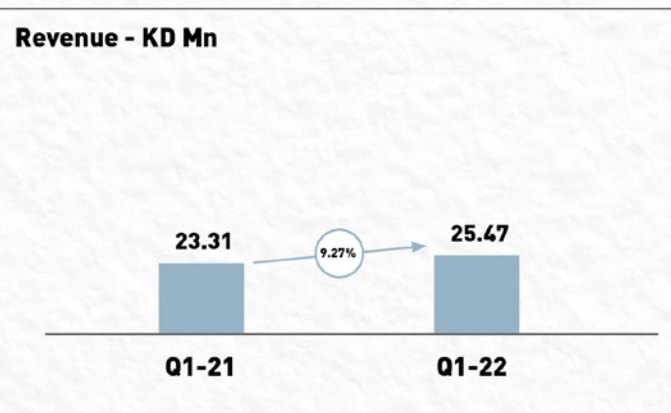
Operating Expense - KD Mn



Operating Margin - %



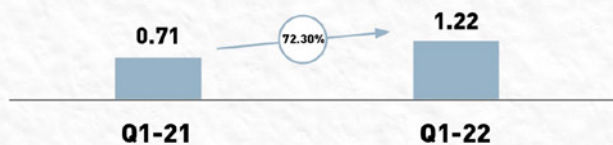
Core Business Operational Performance



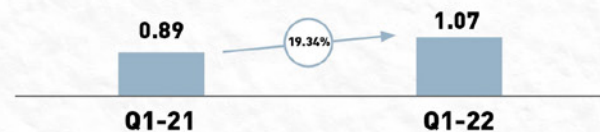
Continuous improvement in The Avenues occupancy in comparison to the previous period of Q1-2021

Hospitality Operational Performance

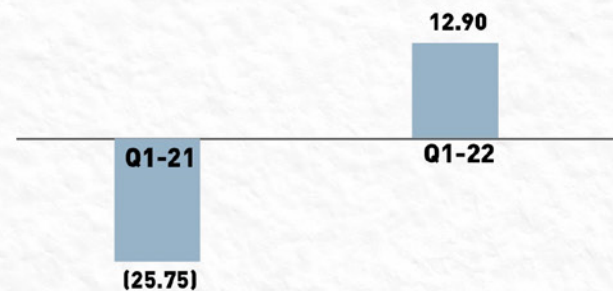
Revenue - KD Mn



Operating Expense - KD Mn

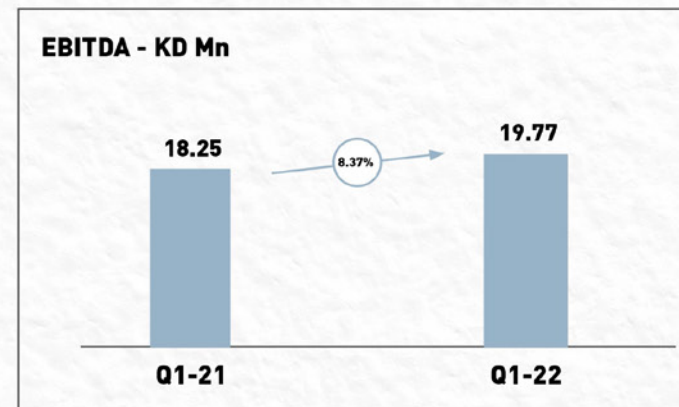
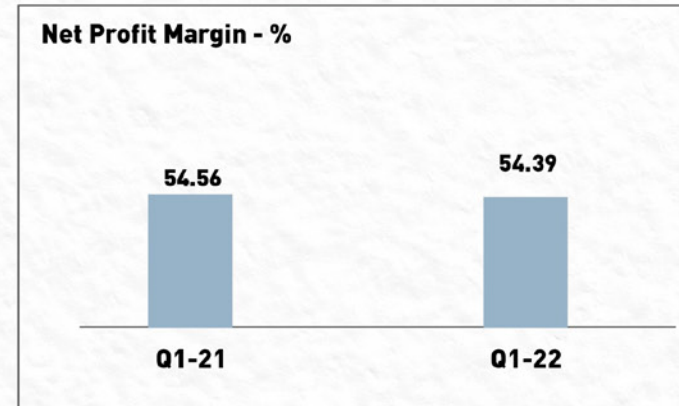
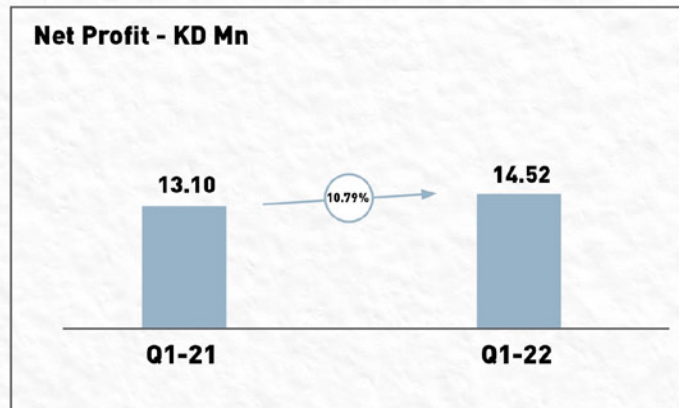


Operating Margin - %



Hotel RevPAR has been improved in comparison to the previous period of Q1-2021

Financial Performance (Continued)



Pick up in expense partly set off with increased revenues

Financial Position as at 31.03.2022(Continued)

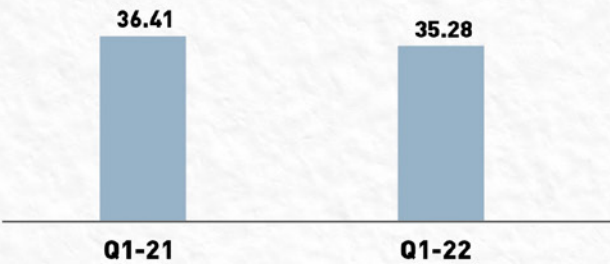
Return on Average Assets - %



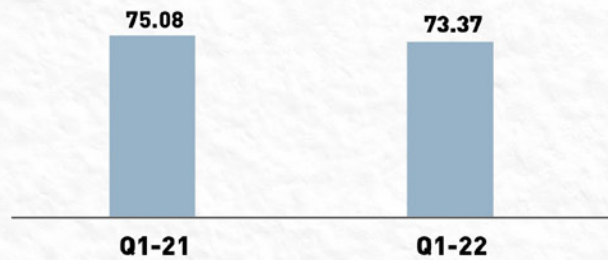
Return on Average Equity - %



Debt to Assets - %



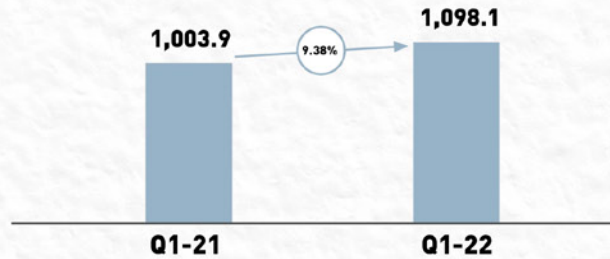
Debt to Equity - %



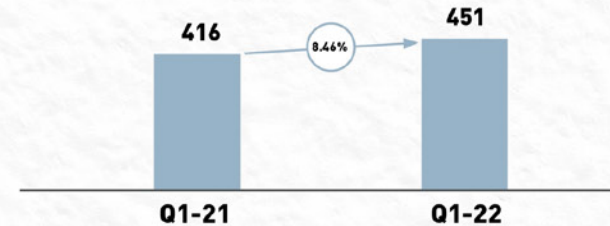
Overall business improvements

Financial Position as at 31.03.2022(Continued)

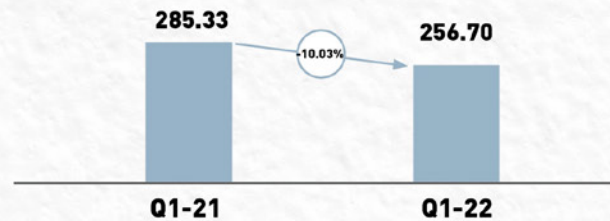
Total Assets - KD Mn



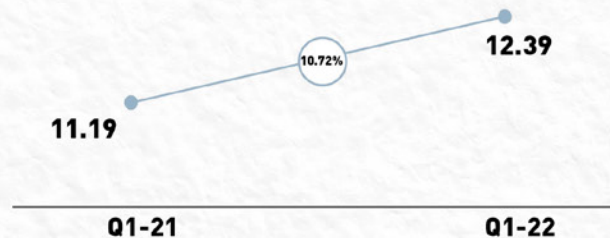
Book Value - KD Fils



Net Debt - KD Mn



Earning Per Share - KD Fils



Investment in asset creation, along with retention of profits to fund expansion

Appendix



Consolidated Statement of Income

(Amount in KD)

Particulars	Financial Year - 3m		Variance	
	31-Mar-22	31-Mar-21	Amount	%
Revenue				
Revenue from investment properties	25,468,421	23,307,490	2,160,931	9.27
Revenue from hospitality	1,224,256	710,554	513,702	72.30
Total revenue	26,692,677	24,018,044	2,674,633	11.14
Cost of Revenue				
Investment properties' expenses	(5,214,892)	(4,862,506)	(352,386)	(7.25)
Depreciation on investment properties	(3,098,549)	(2,834,420)	(264,129)	(9.32)
Hotel operation's expenses	(1,066,387)	(893,539)	(172,848)	(19.34)
Depreciation on hotel properties	(401,156)	(369,438)	(31,718)	(8.59)
Total cost of revenue	(9,780,984)	(8,959,903)	(821,081)	(9.16)
Gross profit	16,911,693	15,058,141	1,853,552	12.31
Net investment gain	-	13,764	(13,764)	(100.00)
General and administrative expenses	(1,333,872)	(783,004)	(550,868)	(70.35)
Finance Costs	(1,332,635)	(1,136,791)	(195,844)	(17.23)
Other Income	489,895	548,927	(59,032)	10.75
Share of results from associates	206,870	88,614	118,256	133.45
Profit for the period before cotribution to KFAS, NLST & Zakat	14,941,951	13,789,651	1,152,300	8.36
Contribution to KFAS, NLST & Zakat	(658,277)	(616,964)	(41,313)	(6.70)
Net profit for the year	14,283,674	13,172,687	1,110,987	8.43
Attributable to:				
Non-Controlling Interest	(234,099)	69,044	(303,143)	(439.06)
Equity holders of the parent company	14,517,773	13,103,643	1,414,130	10.79
Basic and diluted earning per share (KD fils)	12.39	11.19	1.20	10.72

Consolidated Statement of Financial Position - Assets

(Amount in KD)

Particulars	Financial Year			Variance	
	31-Mar-22	31-Dec-21	31-Mar-21	Amount	%
Assets					
Non-current assets					
Property and equipment	145,460,638	142,736,203	125,389,074	2,724,435	1.91
Investment properties	733,727,395	717,104,433	735,810,267	16,622,962	2.32
Investment in associates	39,455,668	38,620,302	34,706,996	835,366	2.16
Right of use of assets	23,788,444	25,028,783	2,730,494	(1,240,339)	(4.96)
Prepayments	8,525,177	8,493,565	8,488,706	31,612	0.37
Investments Securities	1,898,277	1,898,277	1,914,903	-	-
Total non-current assets	952,855,599	933,881,563	909,040,440	18,974,036	2.03
Current Assets					
Receivable from Associates	503,928	433,824	312,411	70,104	16.16
Accounts receivable and prepayments	14,003,931	12,213,298	14,378,325	1,790,633	14.66
Cash and bank balances	130,723,490	139,220,291	80,203,274	(8,496,801)	(6.10)
Total current assets	145,231,349	151,867,413	94,894,010	(6,636,064)	(4.37)
Total Assets	1,098,086,948	1,085,748,976	1,003,934,450	12,337,972	1.14

Consolidated Statement of Financial Position - Liabilities and Equity

(Amount in KD)

Particulars	Financial Year			Variance	
	31-Mar-22	31-Dec-21	31-Mar-21	Amount	%
Equity and Liabilities					
Equity					
Share Capital	117,139,960	117,139,960	117,139,960	-	-
Reserves	410,878,313	412,168,851	369,684,475	(1,290,538)	(0.31)
Total equity attributable to equity holders of the parent	528,018,273	529,308,811	486,824,435	(1,290,538)	(0.24)
Non-controlling interest	75,292,822	75,080,945	74,138,465	211,877	0.28
Total equity	603,311,095	604,389,756	560,962,900	(1,078,661)	(0.18)
Non-current Liabilities					
Provision for staff indemnity	2,763,626	2,606,352	2,517,312	157,274	6.03
Other non-current liabilities	22,302,114	22,537,615	22,575,228	(235,501)	(1.04)
Lease Liabilities	18,094,006	17,912,659	1,594,804	181,347	1.01
Term loans	2,500,000	2,500,000	4,000,000	-	-
Murabaha payables	335,016,863	332,689,664	316,063,309	2,327,199	0.70
Total non-current Liabilities	380,676,609	378,246,290	346,750,653	2,430,319	0.64
Current Liabilities					
Term loans	2,000,000	3,000,000	2,000,000	(1,000,000)	(33.33)
Murabaha payables	47,904,674	47,407,486	43,467,846	497,188	1.05
Lease Liabilities	6,034,711	5,944,052	181,432	90,659	1.53
Trade and other payables	58,159,859	46,761,392	50,571,619	11,398,467	24.38
Total current Liabilities	114,099,244	103,112,930	96,220,897	10,986,314	10.65
Total Liabilities	494,775,853	481,359,220	442,971,550	13,416,633	2.79
Total Liabilities and Equity	1,098,086,948	1,085,748,976	1,003,934,450	12,337,972	1.14




Q & As



Thank You

MABANEE COMPANY K.P.S.C

 P.O. Box 5132 Safat | 13052 Kuwait

 +965 222 444 29

 investorsrelations@mabanee.com

 www.mabanee.com