

التاريخ : Date 2023/5/11

الإشارة : Ref. ش.م/162/2023

Mr. Mohammad Saud Al Osaimi  
Chief Executive Officer  
Boursa Kuwait Company

السيد / محمد سعود العصيمي  
المحترم  
الرئيس التنفيذي  
شركة بورصة الكويت

Subject: Analyst Conference presentation for the  
first Quarter of the year 2023

الموضوع: العرض التقديمي لمؤتمر المحللين/ المستثمرين  
للمربع الأول من العام 2023

As per requirements stipulated in article No.(7-8) "listed company obligations" of Boursa Kuwait rule book and since Mabaneer has been classified under the Premier Market category.

عملاً بالأحكام الواردة في المادة رقم (7-8) "التزامات الشركة المدرجة" من قواعد بورصة الكويت، وحيث أن شركة المباني مصنفة ضمن مجموعة السوق الأول.

We would like to advise that Analysts/ investors conference for Q1-2023 was held through Live Webcast at 2pm (Kuwait Local time) on Thursday 11/5/2023, kindly note that during the conference there was no disclosure of any material information that is not in the public domain.

يرجى الإحاطة بأن مؤتمر المحللين/ المستثمرين للمربع الأول من العام 2023 قد انعقد عن طريق وسائل اتصال البث المباشر، في تمام الساعة الثانية (توقيت الكويت) من بعد ظهر يوم الخميس الموافق 2023/5/11 علماً بأنه أثناء المؤتمر لم يتم الإفصاح عن أية معلومات جوهرية غير متاحة للجمهور.

Attached; the presentation of the aforementioned conference and the presentation for Q1-2023.

مرفق لكم طيه العرض التقديمي للمؤتمر عن الربع الأول من العام 2023

Sincerely yours,

وتفضلوا بقبول فائق الإحترام ،،،

Waleed Khaled Alsharian  
Chief Executive Officer



وليد خالد الشريعان  
الرئيس التنفيذي

- CC , Capital Market Authority

- نسخة للسادة / هيئة أسواق المال -

**Q1 - 2023**  
**Results Presentation**  
Period Ended 31 March 2023



May 2023





**Tareq Al-Adsani**  
Deputy Chief Executive Officer



**Abhishek Rastogi**  
Director of Finance



**Reem Al-Hajri**  
Investor Relations, Manager

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# PERFORMANCE HIGHLIGHTS Q1 - 2023

## Strong Group performance

KD 30.85 Mn.  
+15.59%

- Revenue

KD 22.76 Mn.  
+15.12%

- EBITDA

KD 15.86 Mn.  
+9.26%

- Net Profit

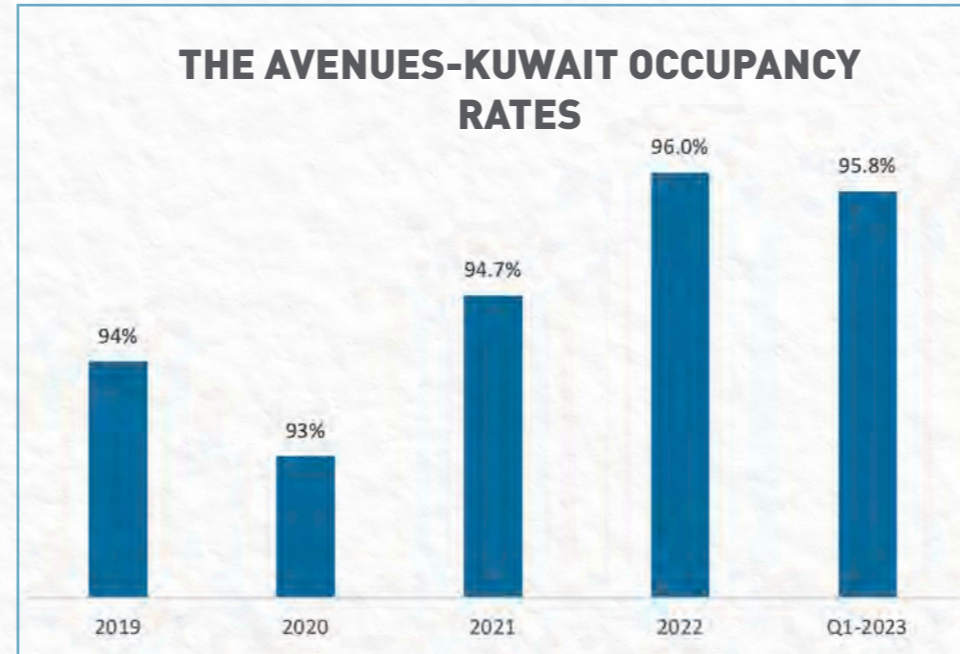
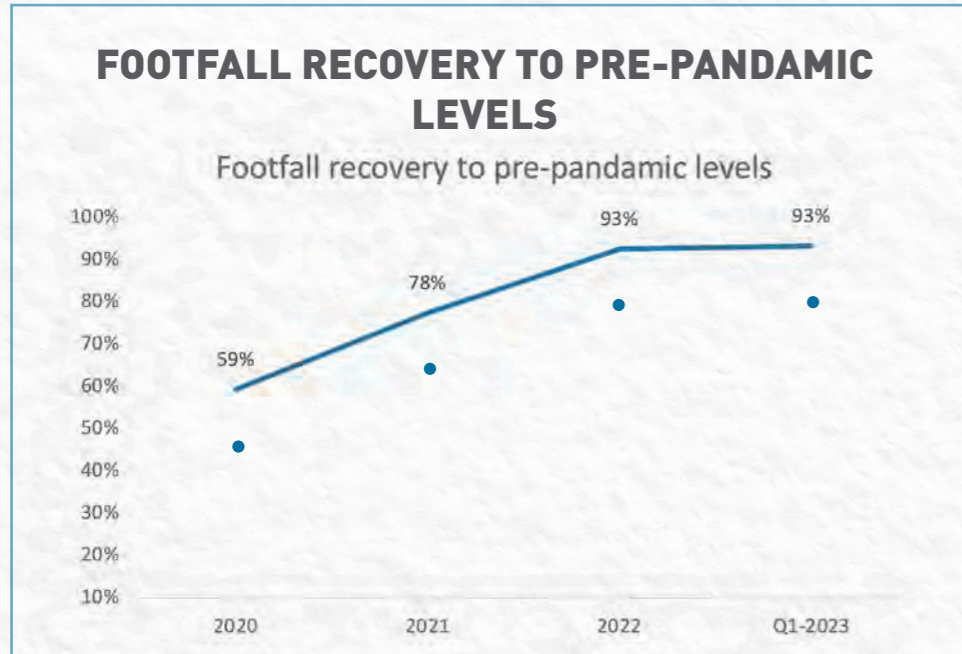
## Business Highlights

- Continued commitment to strategy execution.
- Improved footfall and occupancy rates.
- Efficiency in under-development project execution.
- Commitment towards Mabaneer's ESG maturity.

# KUWAIT



# THE AVENUES - KUWAIT

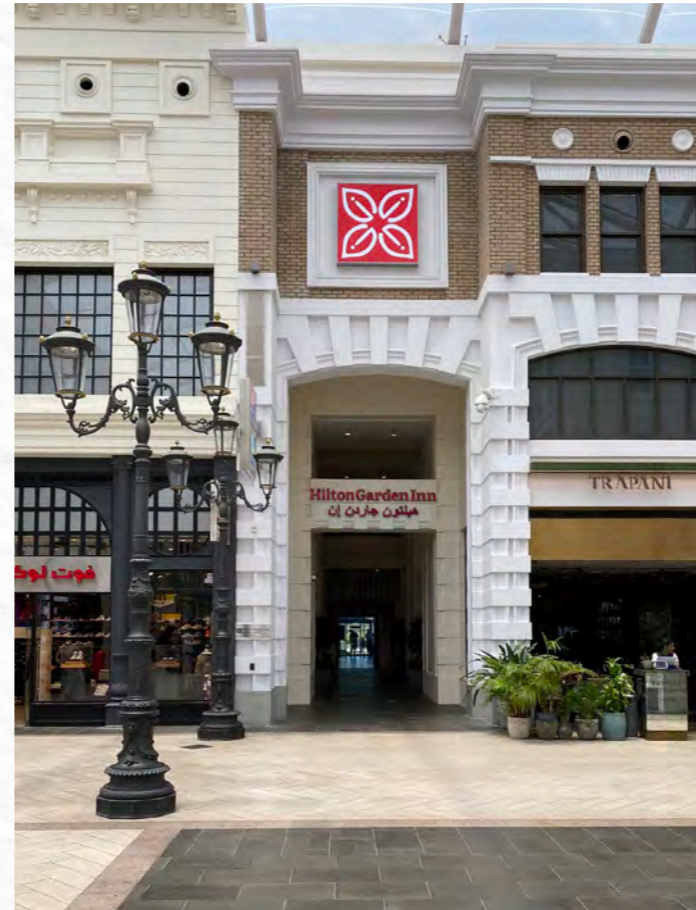


<b>PLOT AREA</b> <b>393,800</b> SQM	<b>BUILT-UP AREA</b> <b>1,278,300</b> SQM	
<b>PARKING CAPACITY</b> <b>12,500</b>	<b>NUMBER OF STORES</b> <b>1,094</b>	<b>ANCHORS</b> <b>14</b>
<b>CINEMAS</b> <b>28</b>	<b>DISTRICTS</b> <b>12</b>	
<b>360,000</b> GLA SQM		

- The Avenues remains the top choice for investors' outlets and visitors.
- Strong demand for space from renowned retail brands.
- Occupancy rate decreased slightly to 95.8% compared to Q4-22, yet up by 0.4% vs. Q1-22.
- Leasing activity remains robust with a strong leasing pipeline.
- Anticipate improved traffic flow as surrounding road network project nears completion.



# HILTON GARDEN INN - KUWAIT



**35,000** BUILT-UP AREA  
sqm

NO. KEY  
**385**

OPERATOR  
**HILTON WORLDWIDE**

- A 4-stars hotel connected to the north side of The Avenues.
- Strong transient business, corporate and group business trends.
- RevPAR improvement with year-on-year increase by 29.57% vs.Q1- 2022.
- Highest Occ. rate since opening at 46.45% during the quarter.

# WALDORF ASTORIA - KUWAIT



- A five-star luxury business and leisure hotel connected to the south side of The Avenues through the Prestige District.
- Latest addition to the Group's expanding hospitality portfolio.
- Gaining traction since its soft opening in August, the official opening in December 2022 achieved an occupancy rate of 20.6%, which further escalated to an 42.8% during Q1-23.

**47,800** BUILT-UP AREA  
sqm

NO. KEY  
**200**

OPERATOR  
**Waldorf Astoria**

# AVENTURA (J3) - KUWAIT



- 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).
- Modern architectural design in a community feel, with several facilities and services including parks, schools, and a retail component consisting of international retail and F&B brands.
- The construction on site is undergoing for the mall and the Residential Towers, achieving an overall construction progress of 16.2%.
- Strong leasing demand for the mall.

MABANEE'S OWNERSHIP		PROJECT TYPE	
<b>35%</b>		<b>PPP project*</b>	
MALL BUA	MALL GLA	NUMBER OF UNITS	
<b>295,000</b> sqm	<b>108,200</b> sqm	<b>445</b>	
RESIDENTIAL BUA	RESIDENTIAL GLA	UNITS	
<b>65,510</b> sqm	<b>50,000</b> sqm	<b>276</b>	
MANAGEMENT		EXPECTED COMPLETION	
<b>100%</b>		<b>Q3 2025</b>	

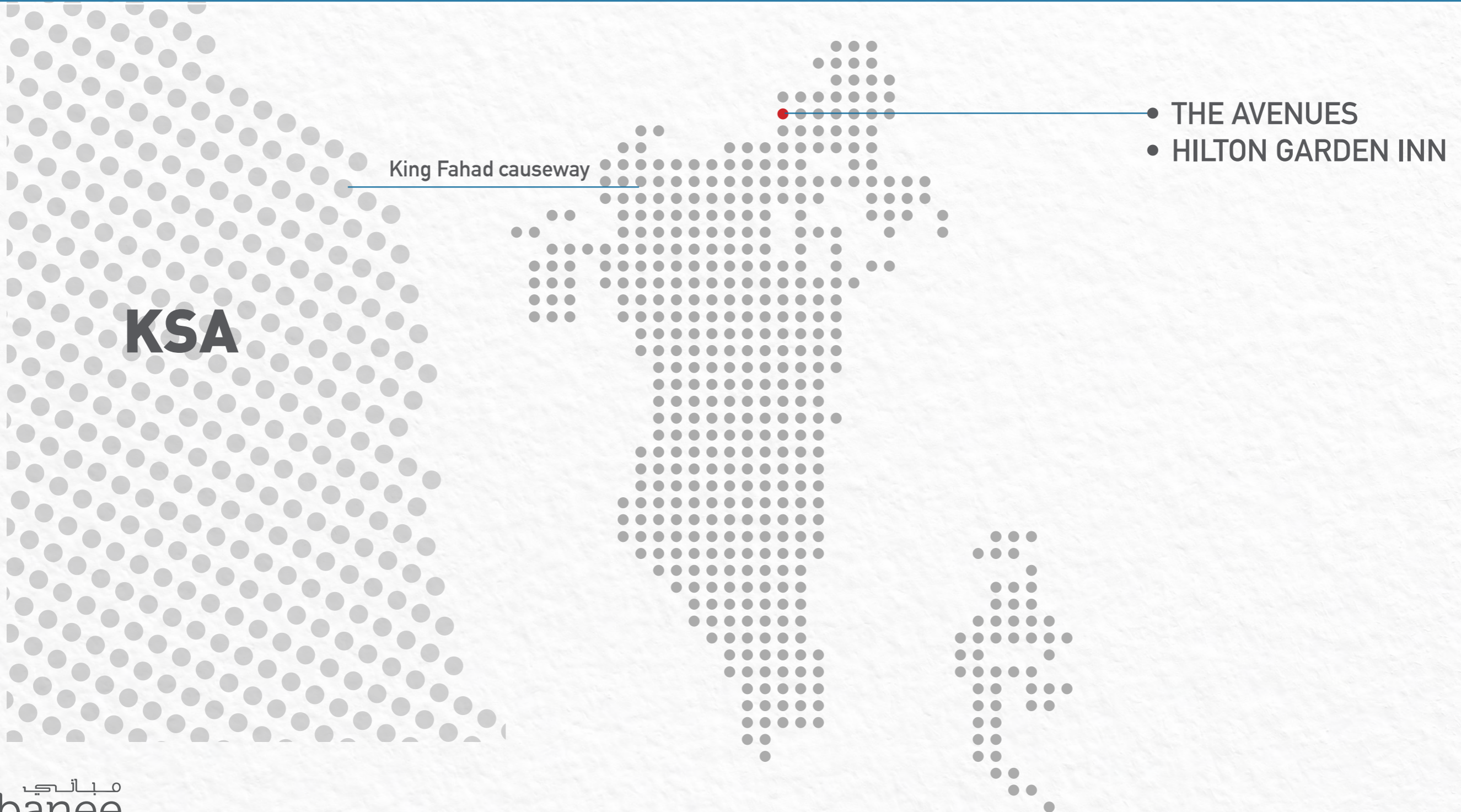
# SABAH AL AHMAD (S3) - KUWAIT



- 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, and an authentic Souk experience.
- The official partnership declaration with PAHW took place in February as the PPP agreement signed.
- Expected commencement of construction work on site during Q4-2023.

PLOT AREA		SOUK PLOT AREA	
40,121 sqm		32,451 sqm	
HOTEL		BUA	
110 ROOMS		66,053	
HOTEL OPERATOR		PROJECT TYPE	
HILTON WORLDWIDE		PPP	
23,200 GLA sqm			

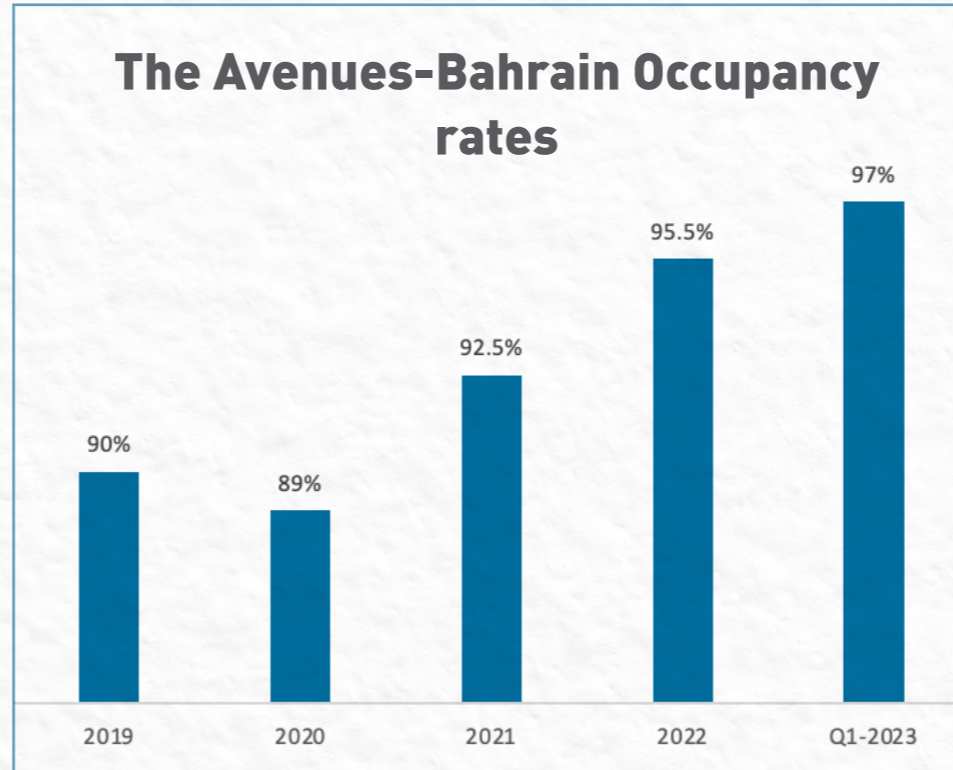
# BAHRAIN



# THE AVENUES - BAHRAIN

the place to be

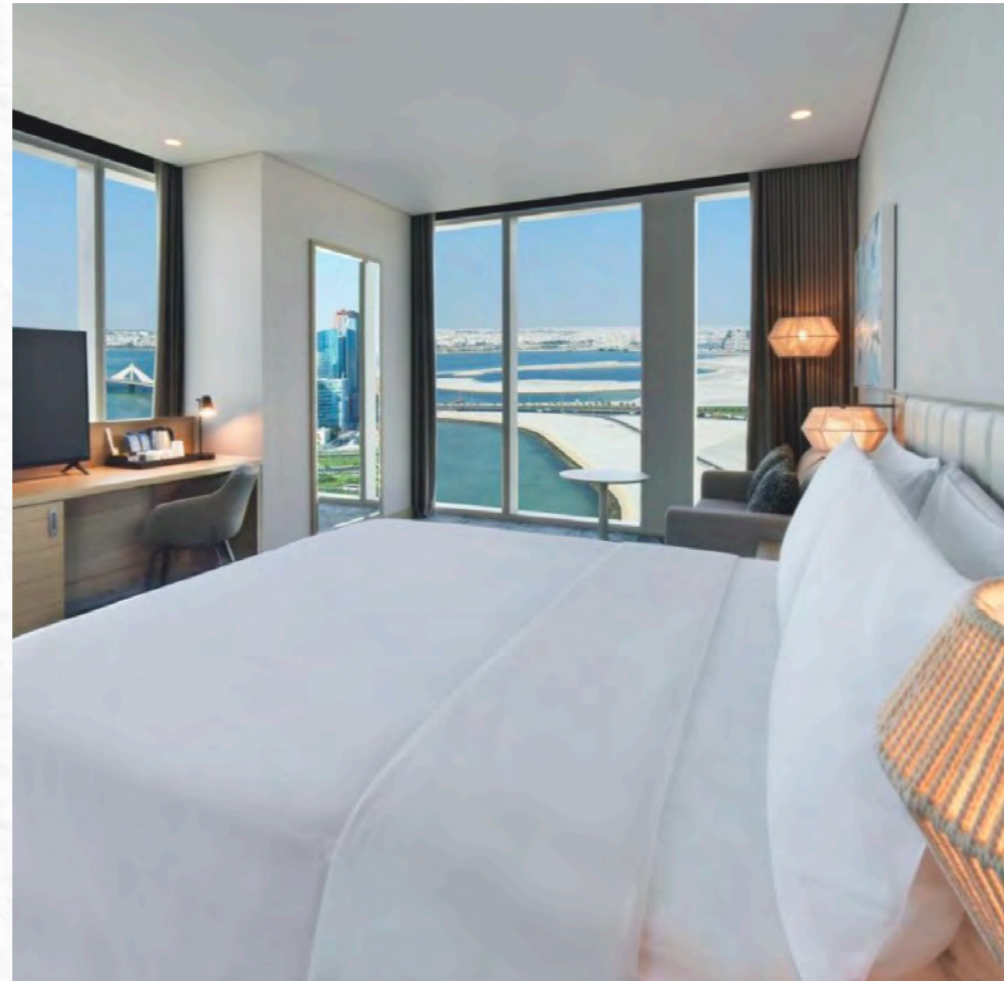
الأفينوز  
THE AVENUES  
BAHRAIN البحرين



<b>PLOT AREA</b> 86,575 sqm	<b>BUILT-UP AREA</b> 136,000 sqm	
<b>PARKING CAPACITY</b> 1,600	<b>NUMBER OF UNITS</b> 120	
<b>CINEMAS</b> 10	<b>DISTRICTS</b> 3	<b>MANAGEMENT</b> 100%
<b>GLA</b> 42,000 sqm	<b>MABANEE'S OWNERSHIP</b> 35%	

- Located at the heart of Manama, was inaugurated in 2017. The design is inspired by The Avenues – Kuwait.
- Improved occupancy rate at 97%, +3.5% from Q1-22.
- Positive momentum in leasing pipelines fueled by a good tenant demand.
- Footfall numbers have witnessed a 20% increase compared to the previous year.
- Continuous improvement in tourism and the retail landscape contributed to the increase in footfall.

# HILTON GARDEN INN - BAHRAIN



PLOT AREA  
**2,400**  
sqm

BUILT-UP AREA  
**500**  
sqm

NO. KEY

**192**

OPERATOR

**HILTON WORLDWIDE**

- Located in the heart of Bahrain Bay and directly connected to The Avenues - Bahrain.
- Occupancy rate for Q1-23 at 68% vs. Q1-22 of 61%.

# WEST EXPANSION THE AVENUES - BAHRAIN

the place to be

الأفينوز  
THE AVENUES  
BAHRAIN البحرين



- An extension of the west part of The Avenues - Bahrain.
- West Expansion will result in an increase to the total project's GLA to reach approx. 84,000 sqm.
- Main contractor on ground with a progress stands at 20%.

<b>115,870</b> sqm	BUILT UP AREA	Mabaneé's ownership	<b>35%</b>
<b>248</b>	RETAIL UNITS	MANAGEMENT	<b>100%</b>
<b>42,000</b> sqm	GLA	EXPECTED COMPLETION	<b>Q2 - Q3 2024</b>





# THE AVENUES - RIYADH

the place to be

الأفينوز  
THE AVENUES  
الرياض RYADH



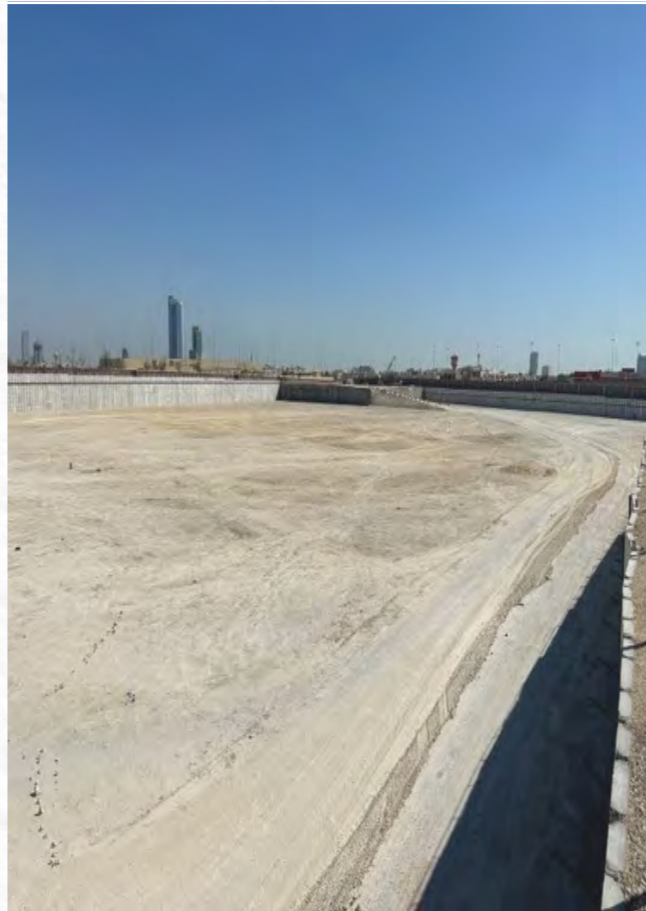
- Highly desirable location at the intersection of King Salman Road and King Fahad Causeway.
- On-site construction, district cooling plant and external roads improvement works continues.
- Overall project progress stands at 14.52%.
- Active Leasing activities to accommodate the growing demand for space.
- Strong demand for retail space to become a prominent tourism and entertainment destination.
- Strong relationship with prominent retailers from Avenues Kuwait, enhancing appeal.

MABANEE'S OWNERSHIP	60%	LAND	387,700 sqm
MALL & INFRASTRUCTURE BUA	1,505,000 sqm	MANAGEMENT	100%
GLA	389,000 sqm	EXPECTED COMPLETION	Q4 2025

# THE AVENUES - KHOBAR

the place to be

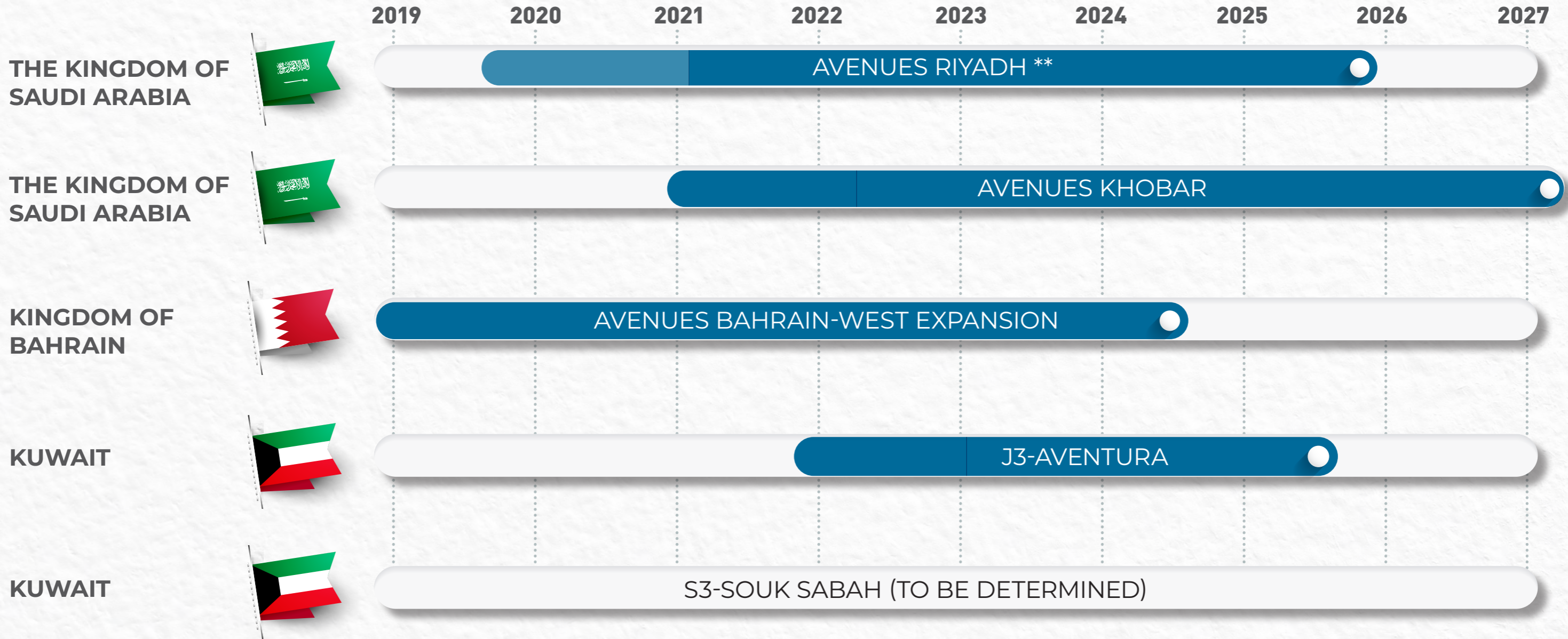
الأفينوز  
THE AVENUES  
الخبـر KHOBAR



- New development project by Mabaneer in Khobar, Eastern Province of Saudi Arabia.
- Enabling and bulk excavation works is completed.
- Detailed Design stage for all project's components are completed.
- Main construction contract expected to be awarded by year end.

MABANEE'S OWNERSHIP	60%	PLOT AREA	197,600
BUILT-UP AREA	696,000 sqm	MANAGEMENT	100%
EXPECTED COMPLETION		Q2 2027	

# THE ESTIMATED PROJECTS TIMELINE (UNDER DEVELOPMENT)

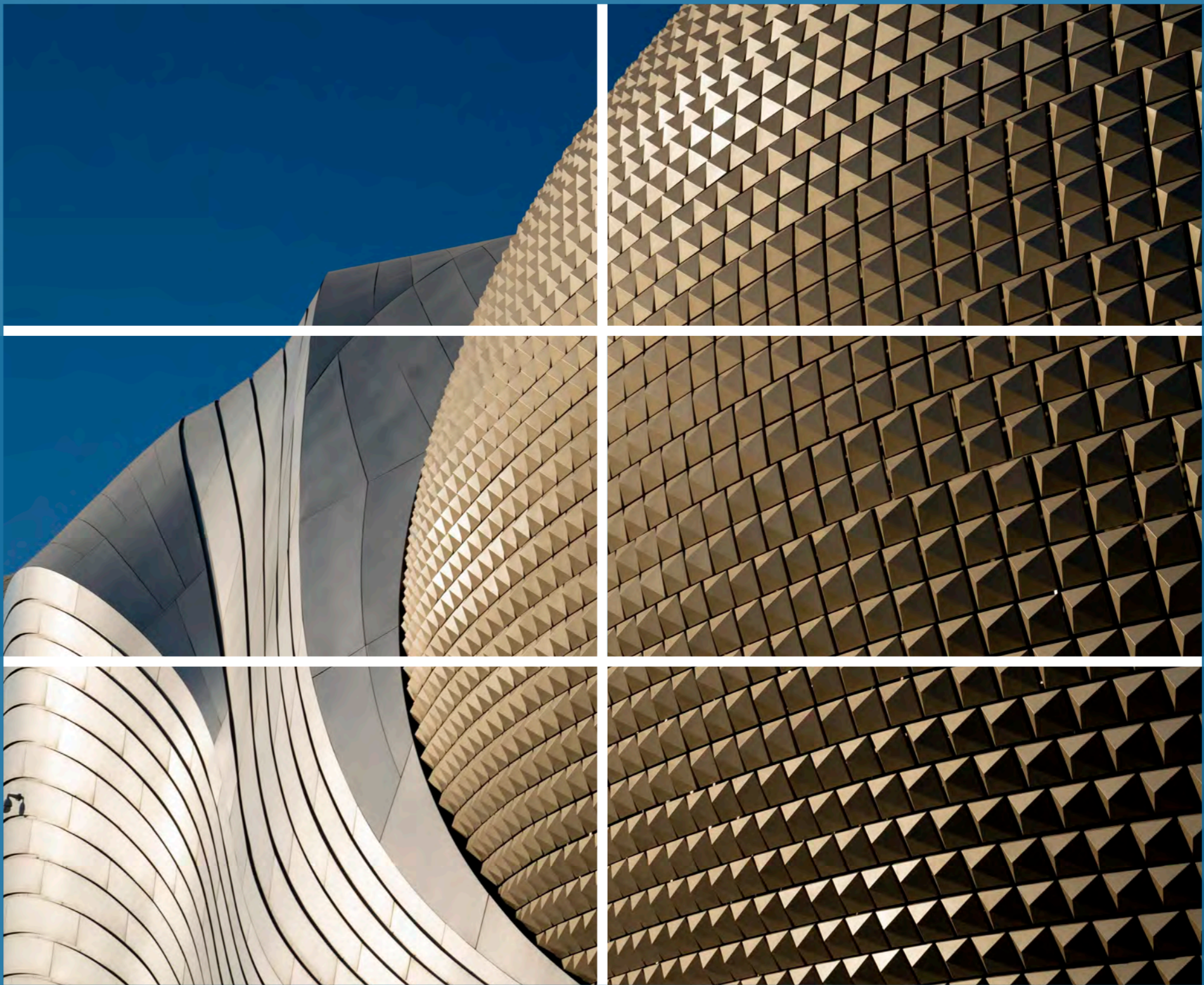


\* Projects' timings could change from the provided estimation.

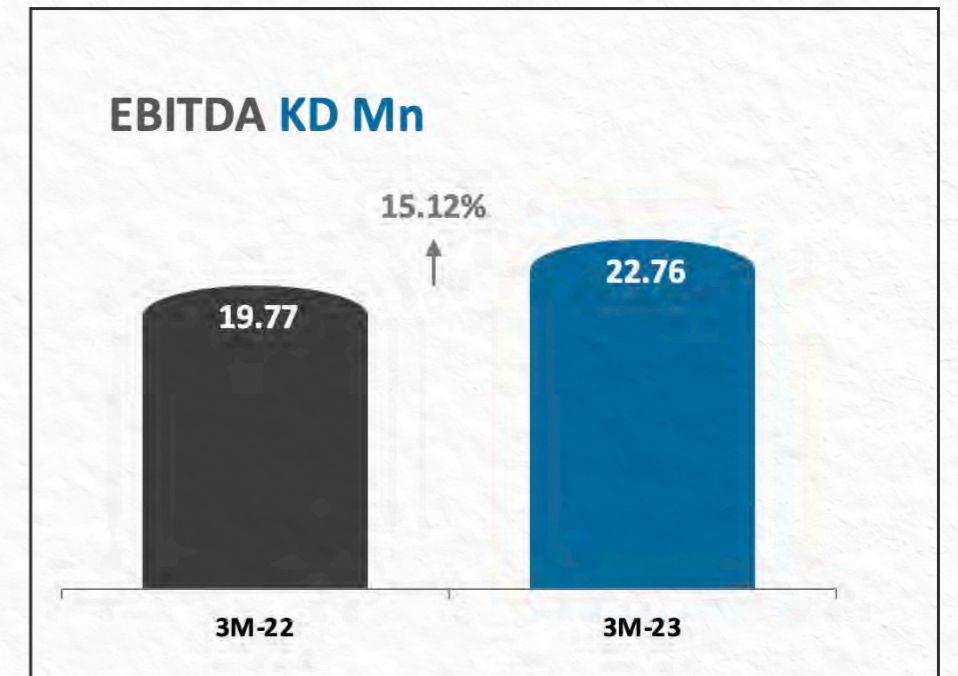
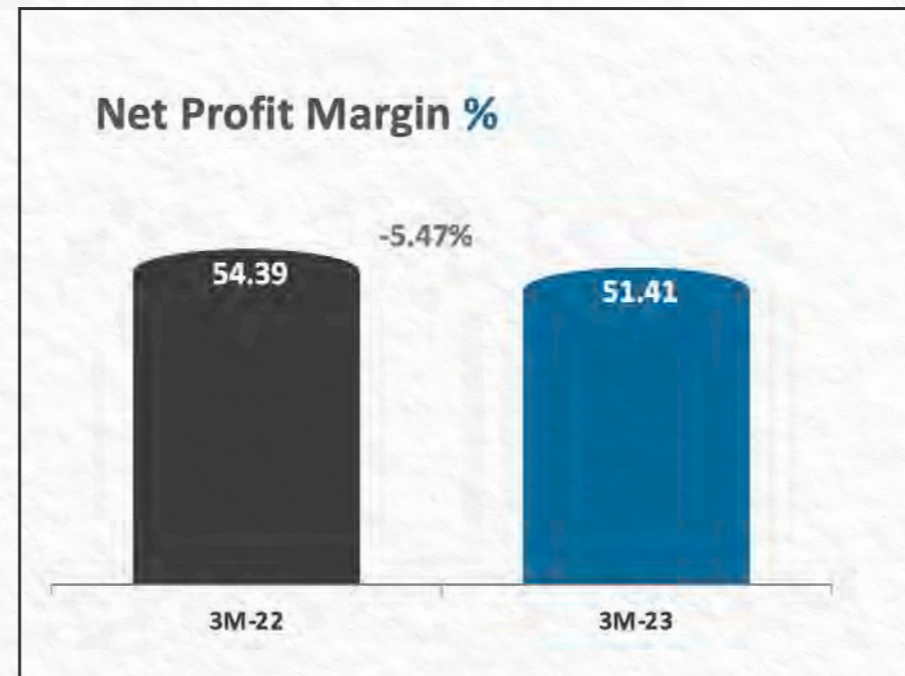
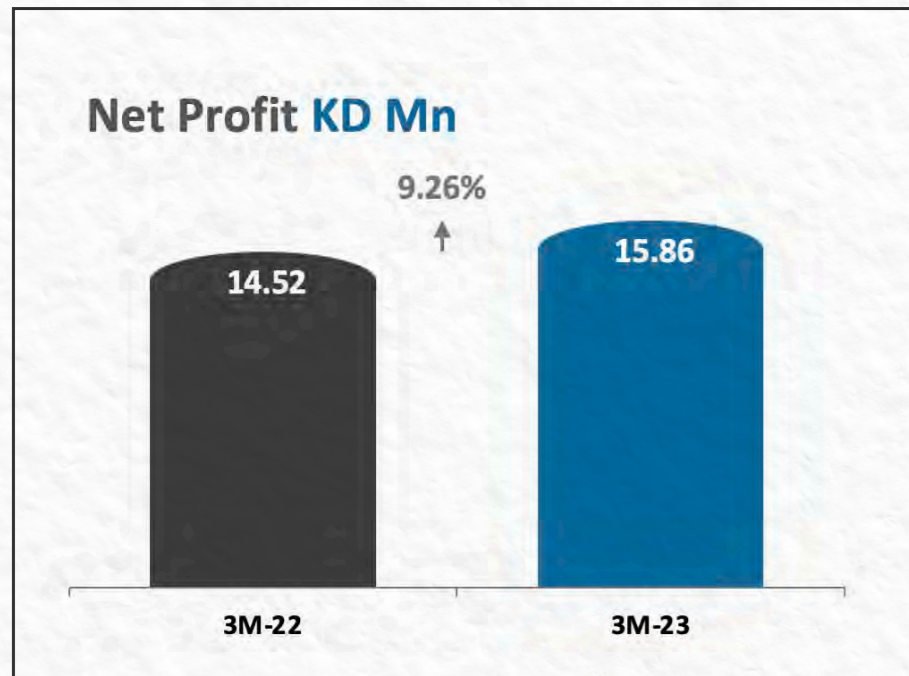
\*\* After excavation, the delayed constructions activities was due to COVID-19 .

# Financial Highlights Performance

Q1- 2023  
March 31-2023

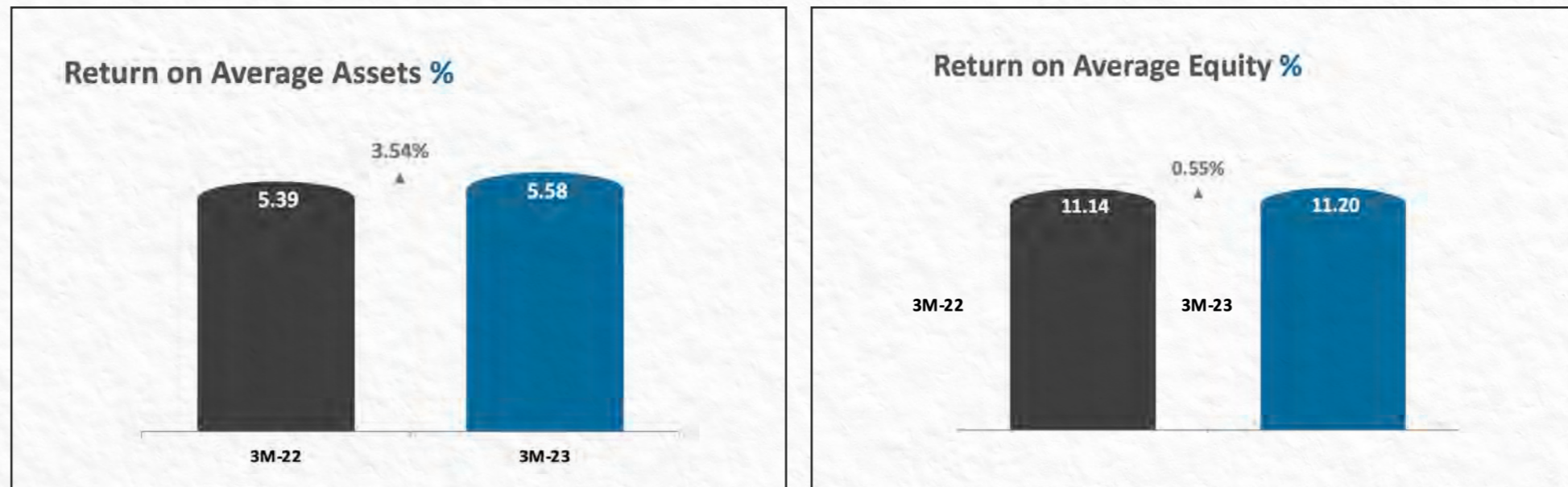


# Profitability Indicators



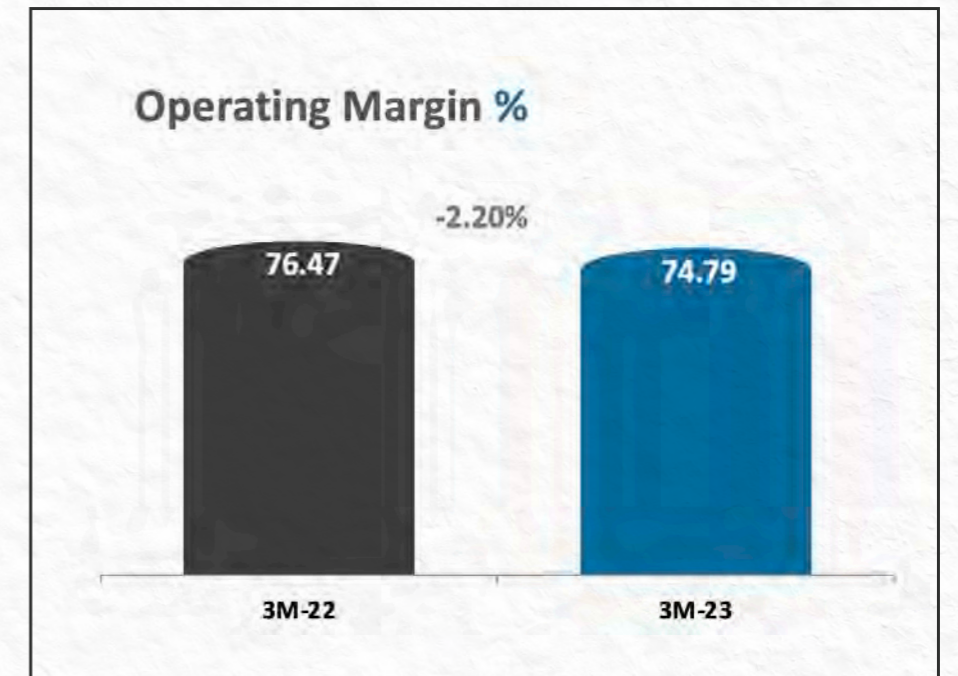
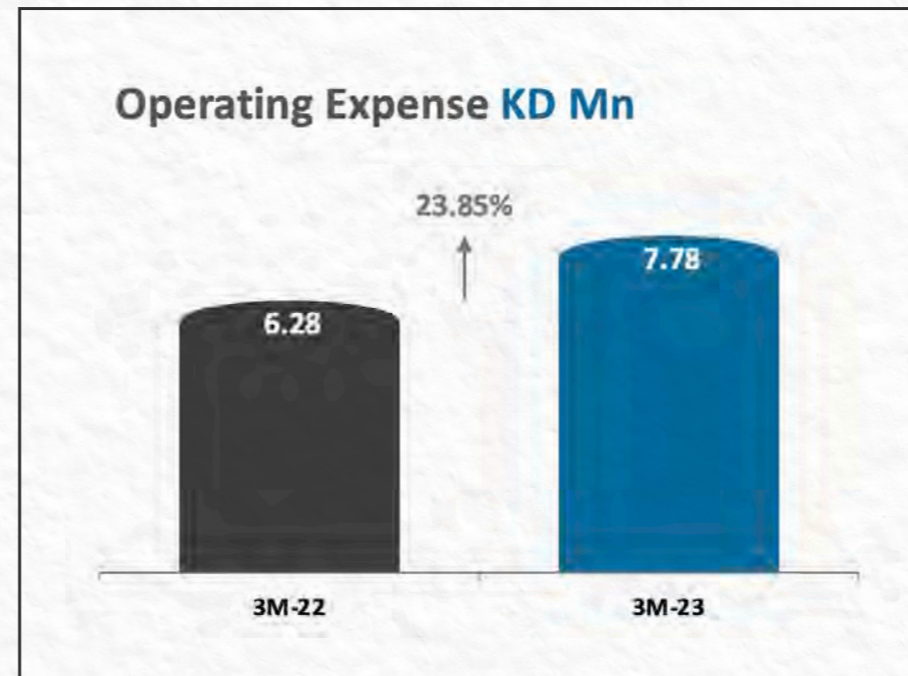
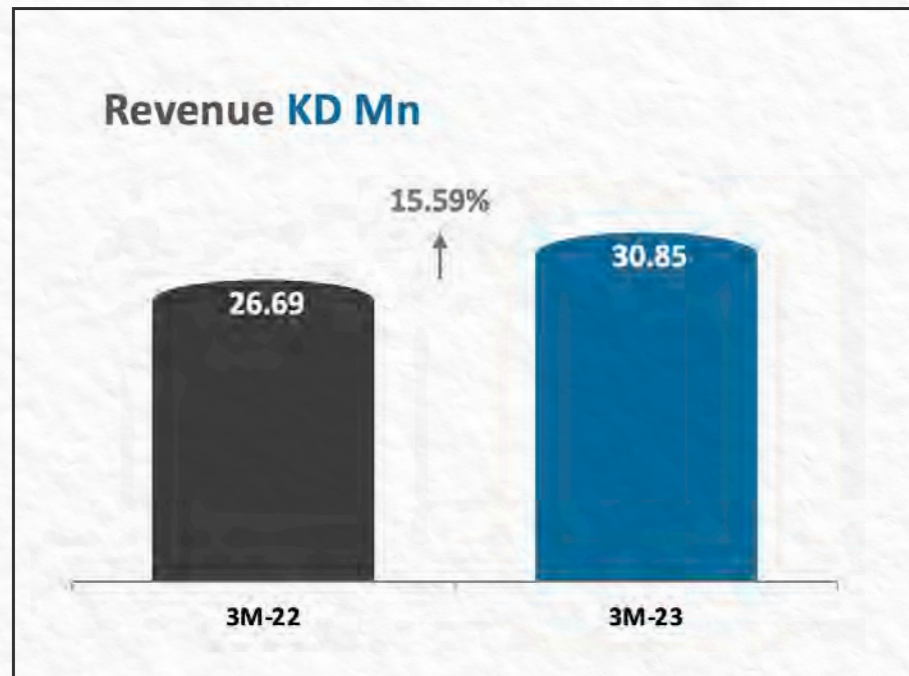
High occupancy in Avenues Kuwait in line with the previous year coupled with new tenant blend and contract uplifts has resulted in year on year growth.

# Profitability Indicators (Continued)



The returns are in line with the growing asset and equity base.

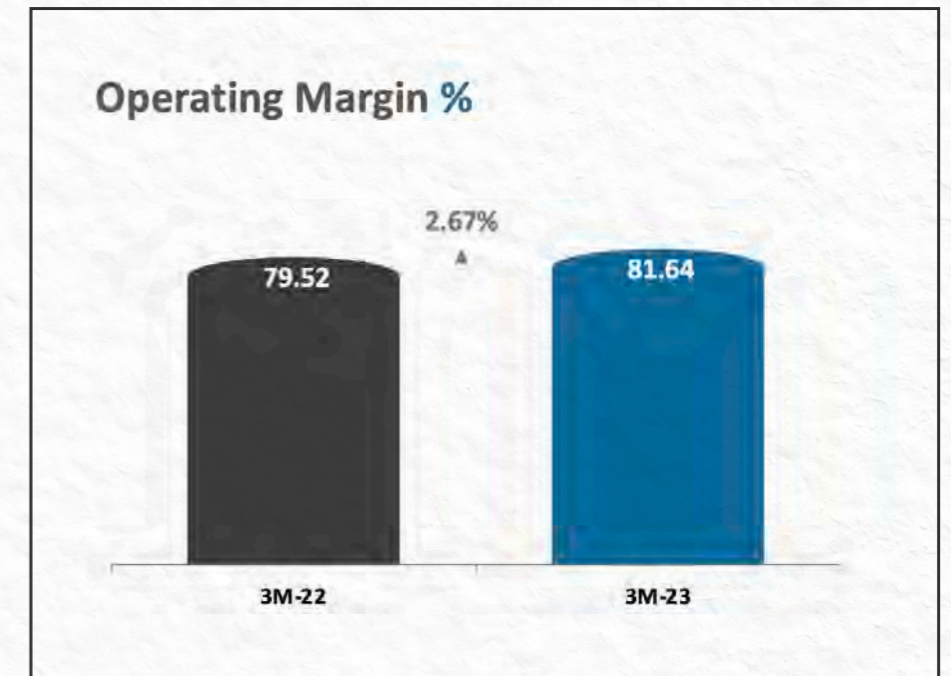
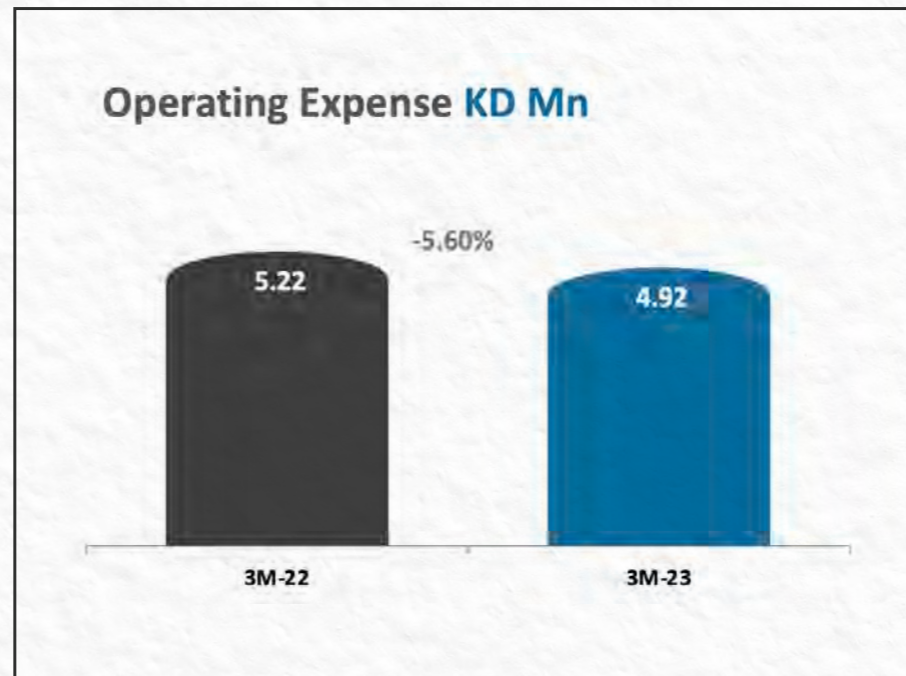
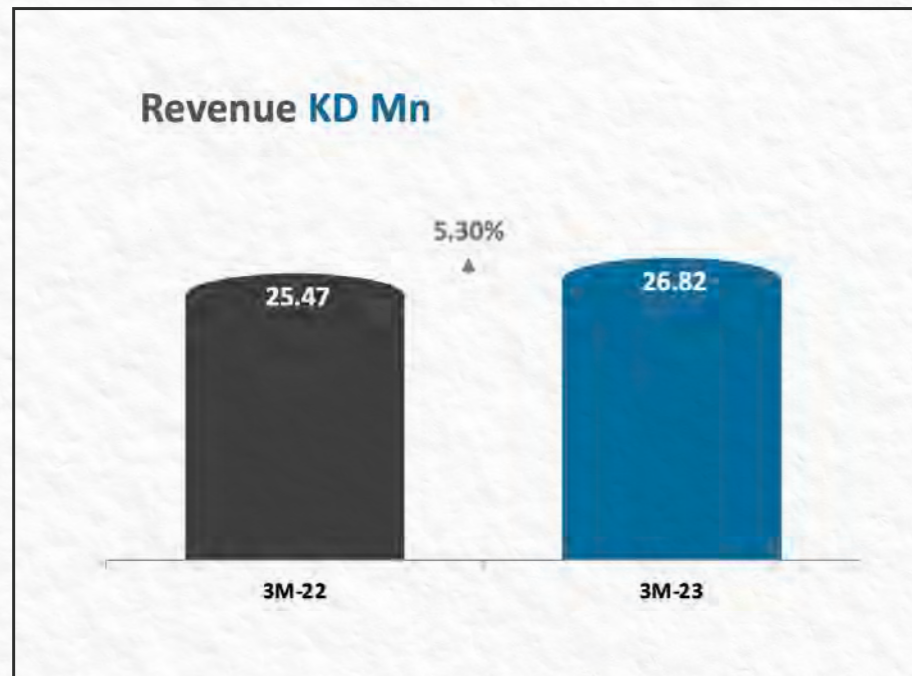
# Performance Ratios - The Group



Higher topline is driven by the addition of Waldorf Astoria Hotel - Kuwait to our portfolio of investments.

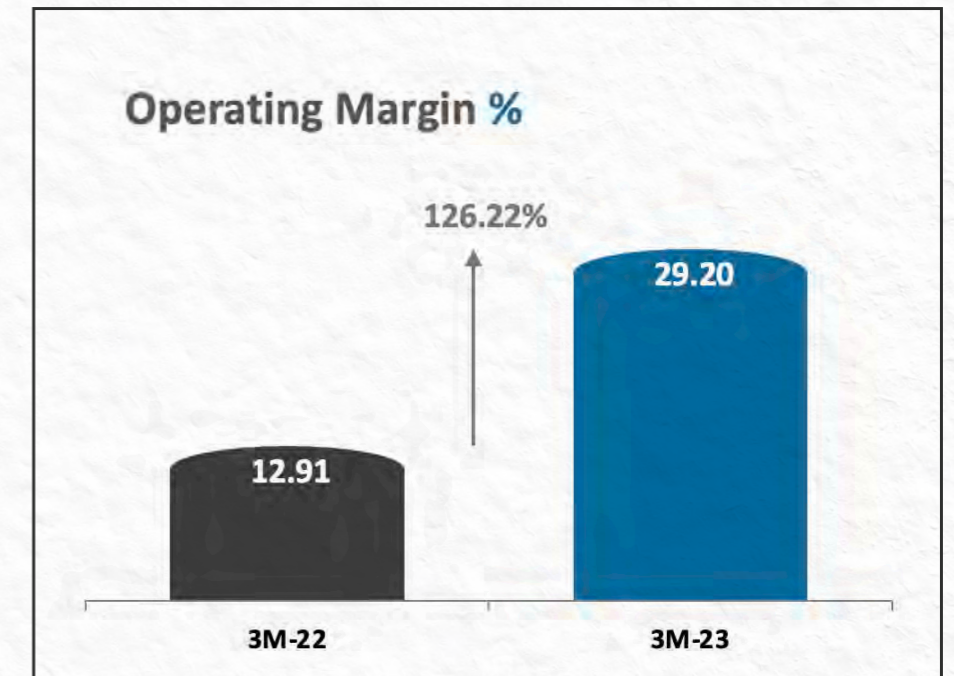
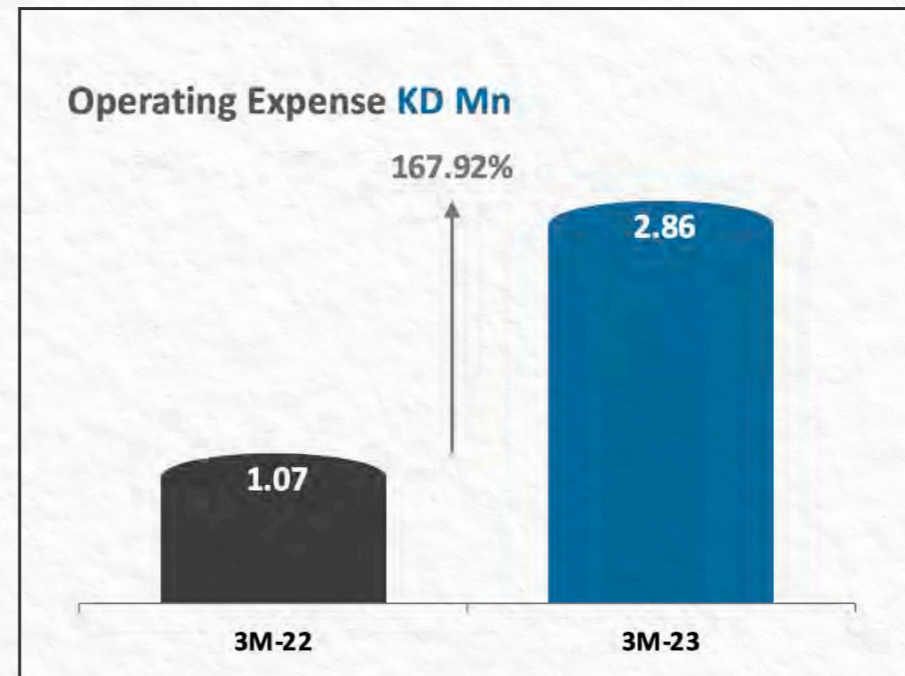
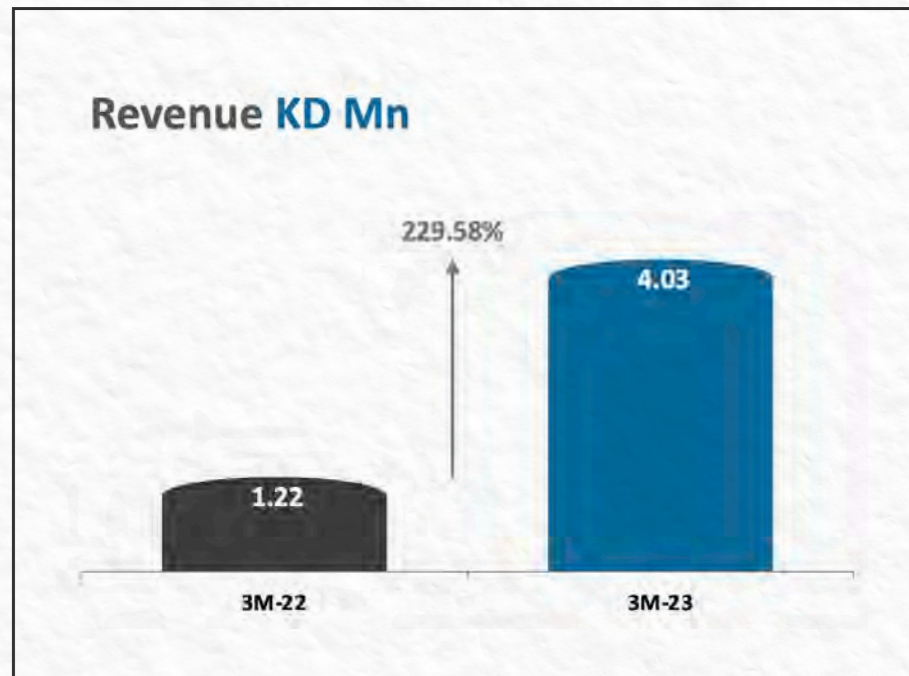


# Performance Ratios - The Avenues



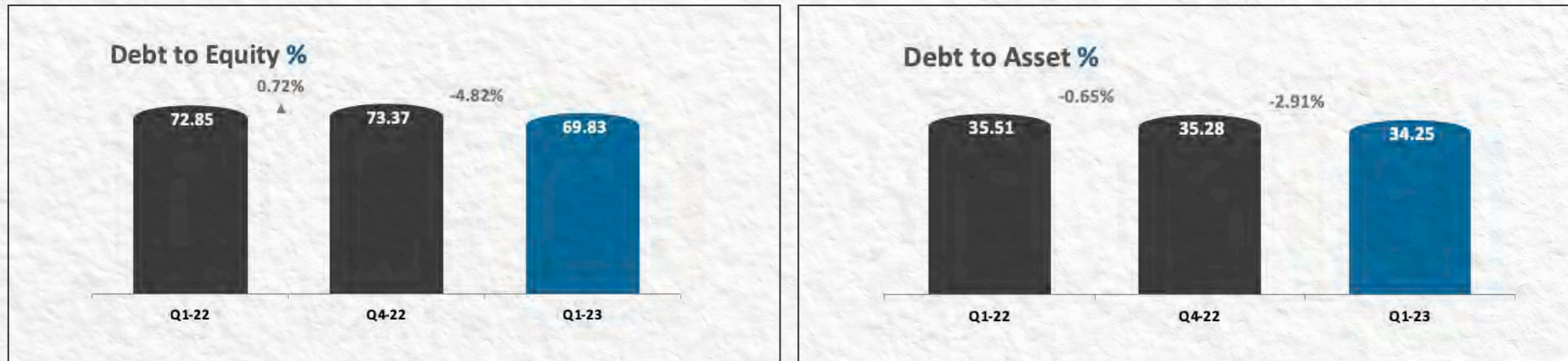
Higher revenue combined with being vigilant on costs have resulted in better operating margins.

# Performance Ratios - Hospitality



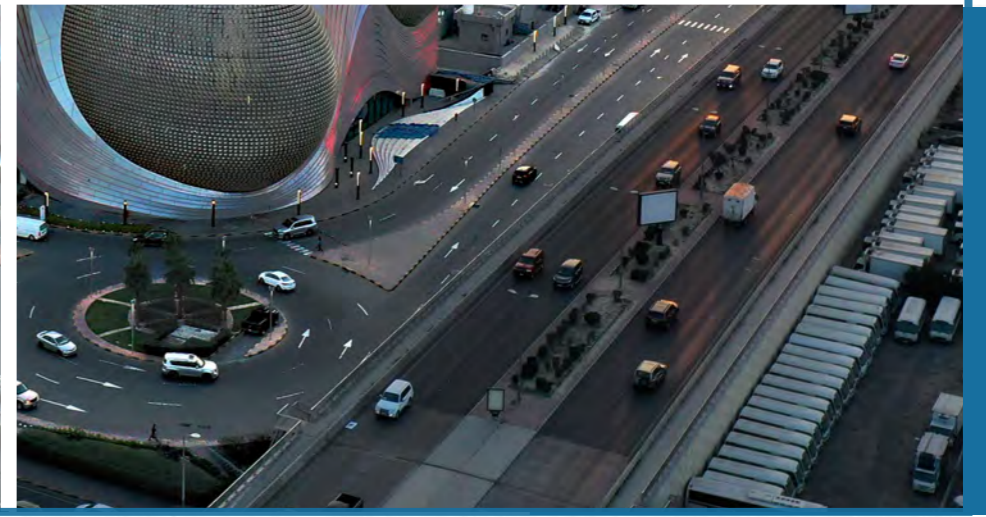
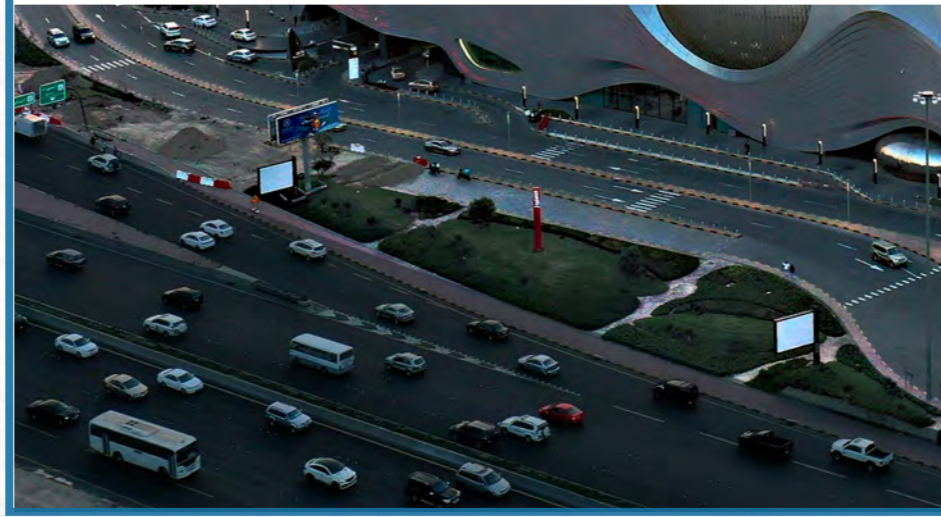
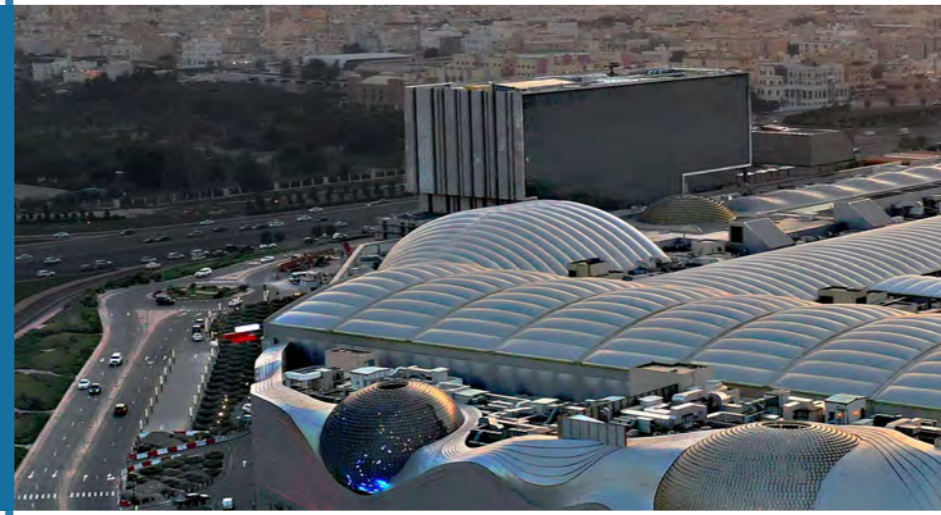
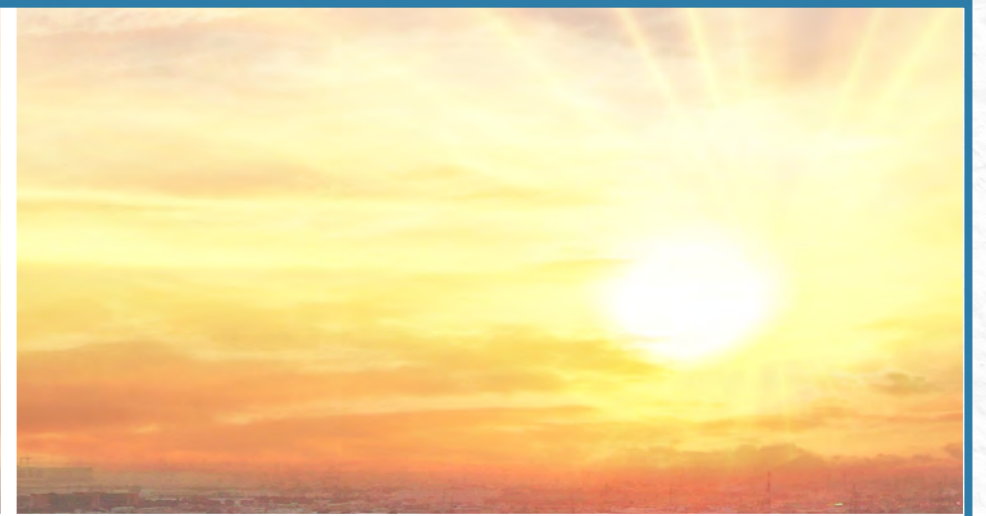
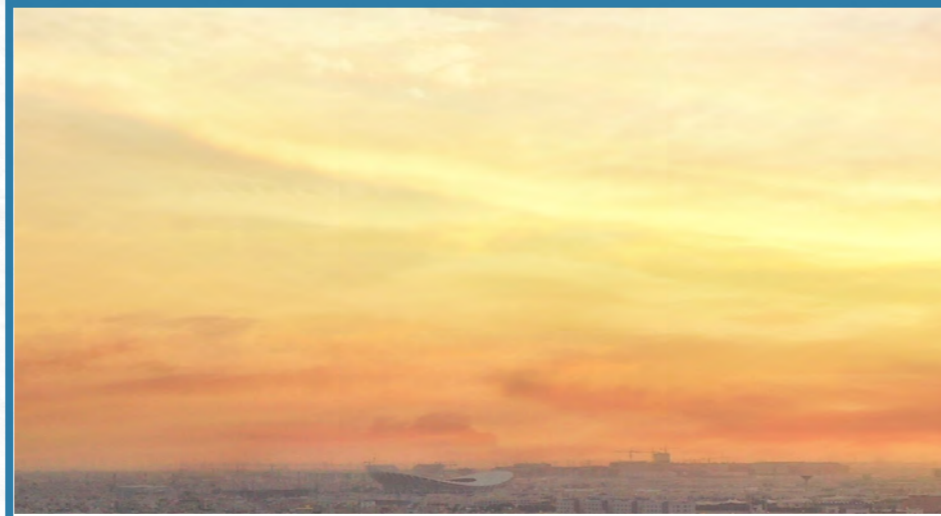
Higher revenue is mainly on account of better RevPAR and ADR driven by the opening of Waldorf Astoria Kuwait in August 2022.

# Debt Structure



Borrowings have increased in line with our expansion plans in KSA.

# Appendix



# Consolidated Statement of Income

KD'000	Q1-23 3M	Q1-22 3M	YoY %
Investment properties revenue	26,818	25,468	5.30
Revenue from hospitality	4,034	1,224	229.58
<b>Total Operating Revenue</b>	<b>30,852</b>	<b>26,692</b>	<b>15.59</b>
Investment properties expenses	(4,923)	(5,215)	5.60
Depreciation on investment properties	(2,834)	(3,099)	8.55
Hospitality operation's expenses	(2,856)	(1,066)	(167.92)
Depreciation of hotel properties	(1,067)	(401)	(166.08)
<b>Total Operating Expenses</b>	<b>(11,680)</b>	<b>(9,781)</b>	<b>(19.42)</b>
<b>Gross Profit</b>	<b>19,172</b>	<b>16,911</b>	<b>13.37</b>
Net investment loss	(11)	-	(100.00)
General and administrative expenses	(1,249)	(1,334)	6.37
Finance Costs	(2,286)	(1,333)	(71.49)
Other Income	870	490	77.55
Share of results from associates	80	207	(61.35)
<b>Profit for the period before deductions</b>	<b>16,576</b>	<b>14,941</b>	<b>10.94</b>
Contribution to KFAS	(167)	(133)	(25.56)
Contribution to NLST	(425)	(375)	(13.33)
Contribution to Zakat	(170)	(150)	(13.33)
<b>Profit for the period</b>	<b>15,814</b>	<b>14,283</b>	<b>10.72</b>
Non-controlling interest	(48)	(234)	79.49
<b>Profit attributable to shareholders</b>	<b>15,862</b>	<b>14,517</b>	<b>9.26</b>
<b>Funds from operations (FFO)</b>	<b>19,538</b>	<b>17,744</b>	<b>10.11</b>
<b>Basic EPS (KD Fils)</b>	<b>12.05</b>	<b>11.03</b>	<b>9.25</b>

# Consolidated Statement of Financial Position


ASSETS (KD'000)	Q1-23	Q1-22	YoY %	EQUITY AND LIABILITIES (KD'000)	Q1-23	Q1-22	YoY %
<b>Non-current assets</b>				<b>Equity</b>			
Property and equipment	149,270	145,461	2.62	Total shareholder's equity	573,790	528,018	8.67
Investment properties	788,966	733,727	7.53	Non-controlling interest	79,429	75,293	5.49
Investments in associates	44,387	39,456	12.50	<b>Total equity</b>	<b>653,219</b>	<b>603,311</b>	<b>8.27</b>
Advance payments and prepayments	62,022	8,525	627.53	<b>Non-current liabilities</b>			
Right of use asset	18,159	23,788	(23.66)	Finance from banks	363,500	337,517	7.70
Investment securities	1,912	1,898	0.74	Other non-current liabilities	52,762	43,160	22.25
<b>Total non-current assets</b>	<b>1,064,716</b>	<b>952,855</b>	<b>11.74</b>	<b>Total non-current liabilities</b>	<b>416,262</b>	<b>380,677</b>	<b>9.35</b>
<b>Current assets</b>				<b>Current liabilities</b>			
Receivable from associates	376	504	(25.40)	Finance from banks	37,197	49,905	(25.46)
Accounts receivable and prepayments	14,631	14,005	4.47	Other current liabilities	63,094	64,195	(1.71)
Cash and cash equivalents	90,049	130,723	(31.11)	<b>Total current liabilities</b>	<b>100,291</b>	<b>114,099</b>	<b>(12.10)</b>
<b>Total current assets</b>	<b>105,056</b>	<b>145,232</b>	<b>(27.66)</b>	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,169,772</b>	<b>1,098,087</b>	<b>6.53</b>
<b>TOTAL ASSETS</b>	<b>1,169,772</b>	<b>1,098,087</b>	<b>6.53</b>				


# Q&As

# Thank You




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