

Date: 06/05/2021

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التاريخ: 2021/05/06

الإشارة: ش.م.أ.ع/150/2021

To: Bursa Kuwait

السادة/ شركة بورصة الكويت المحترمين،،

**Subject: Analyst/Investor Conference Presentation of
Mabaneer's (K.P.S.C) Company for Q1/2021**

**الموضوع: العرض التقديمي لمؤتمر المحللين/المستثمرين لشركة
المباني (ش.م.ك.ع) للربع الأول للعام/2021**

With reference to the aforementioned subject, and as per article No. (8-4-2) "Continuing Obligations in the Premier Market" of Bursa - 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 06/05/2021, at 2:00 p.m (Kuwait Local Time) through (Live Webcast).

يرجى العلم بأن مؤتمر المحللين/المستثمرين قد إنعقد في يوم الخميس الموافق 2021/05/06، 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 the Analyst/Investor's Conference presentations for Q1-2021.

كما نرفق لكم طيه عرض مؤتمر المحللين/المستثمرين للربع الأول من العام 2021.

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



مباني
mabaneer



Mabaneer

Investors Presentation

Q1 2021

**Earnings
Conference Call**



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, **Mabane 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.

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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.

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Section 2		OPERATIONAL PROJECTS
Section 3		PROJECTS UNDER DEVELOPMENT
Section 4		FINANCIAL PERFORMANCE

BUSINESS OVERVIEW

- A leading real estate company that constitutes a cornerstone of Kuwait's development for over **50 years**.
- Kuwaiti shareholding company with a paid-up capital of **KD 117.14m**.
- A member of the premier market in Kuwait Boursa, representing more than **3.5%** of the premier market value and has the largest market capitalization in the real estate sector in Kuwait.
- A constituent of two global indices the **FTSE EM** and **MSCI EM**.
- Developed notable destinations and projects which include shopping, entertainment, leisure and hospitality in addition to residential as part of its expansion plans.
- Ensures success by following a thorough expansion strategy through direct investments or partnerships in cooperation with a group of leading Gulf investors.
- Continues to evaluate the impact of the pandemic to project scope, costs, tenancy, timing and return on investment on all in-process and pipeline projects to determine the most appropriate strategy.
- Continues to target local **PPP**, **BOT** projects and other investment opportunities.



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KUWAIT

The Avenues

- The most-visited retail, entertainment, and lifestyle destination continues as a major tourist attraction in Kuwait and the region.
- The effect of **Covid-19** on the overall economy continues, with partial curfew beginning in **March 2021**, and travel restrictions.
- Entertainment outlets such as cinemas and kids areas remains closed in addition to the latest restrictions on restaurants' dine-in services
- Current occupancy rate is **92%** , where footfall rates dropped by **14%** from **Q1 - 2020**.
- Great conviction on the improvement of business conditions with the ease of travel restrictions .

the place to be

الأفينوز

THE AVENUES

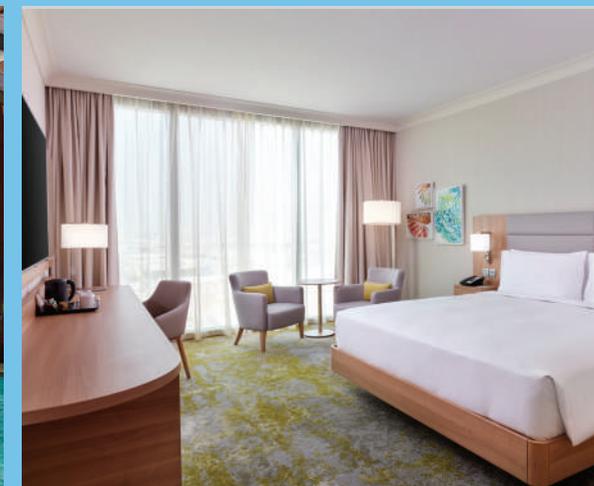
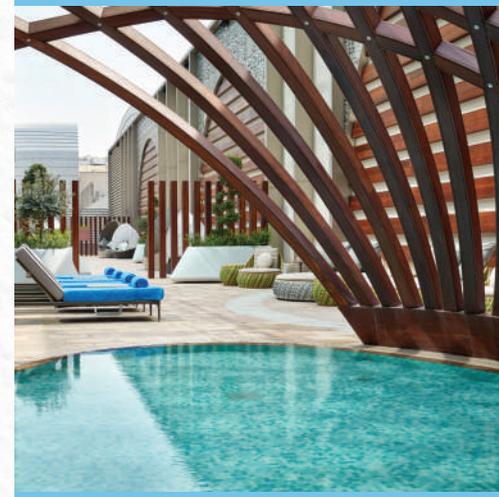
الكويت KUWAIT



KUWAIT - HOTELS

Hilton Garden-Inn

- A **four star** hotel located on the north side of **The Avenues**.
- **390** guestrooms is adjoining two districts, **The Forum** and **Electra**.
- Impacted by the additional restrictions imposed in the country in **March 2021** and the continuity of travel restrictions.
- Current occupancy is reserved for institutional quarantine.
- The hotel had up to **18%** occupancy rate in **Q1 - 2020**.



BAHRAIN

The Avenues

- One of the country's largest and most-visited retail destinations strategically located in the heart of Manama.
- The effect of **Covid-19** on the overall business environment continues.
- The suspension of certain activities related to entertainment and restaurants dine-in services continues.
- Occupancy rate of the Avenues-Bahrain remains at **89%** , where footfall rates dropped by **21%** from **Q1-2021**
- Increasing local demand due to lack of traveling out of it, despite the effect of lack of visitors travelling in from the GCC region, especially from Saudi Arabia, where restrictions on travel using the King Fahad Causeway continues till date and expected to re-open by next month.

the place to be

الأفنيوز

THE AVENUES

BAHRAIN البحرين



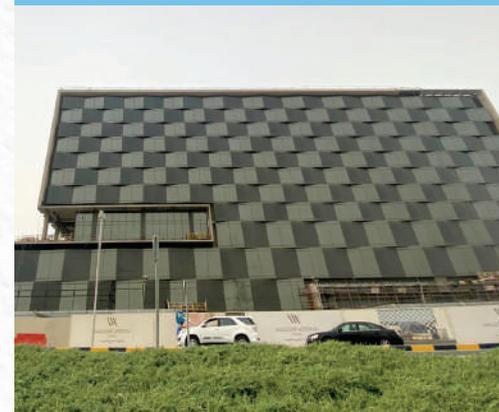
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KUWAIT - HOTELS

Waldorf Astoria Kuwait

- A **five star** luxury business and leisure hotel located on the south side of **The Avenues** overlooking the Fifth Ring Road.
- The hotel consists of **200** rooms and is connected to **The Avenues** through the Prestige District
- Hotel's construction is still ongoing with a progress rate of **85.3%**.
- **Mabaneer** continues the recruitment process of the administration team of the hotel.
- The expected time for the construction completion of the hotel is **Q3 - 2021**



BAHRAIN - HOTELS

Hilton Garden-Inn

- Enjoys direct access to **The Avenues Bahrain** and will include **197** keys.
- Overall completion rate of **90%**.
- The hotel is expected to open in **May 2021**.



KUWAIT

Jaber Al-Ahmad – 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).
- Costs **KD 156.3 m**, includes a retail **GLA of 104,000 sqm** and **276** residential units.
- 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.
- Emphasizes the concept of connectivity and greenery by emphasizing on landscaping, pedestrian and cycling routes and connectivity to the neighboring investment opportunities.
- Pedestrian-friendly environment are key pillars to the masterplan of the **J3** Investment Opportunity.
- The anticipated commencement of the project will be during **Q3 - 2021**.



BAHRAIN

The Avenues - phase 2

- An extension of the west part of **The Avenues- Bahrain** is currently in the final design's stages .
- Expectation to start main contract work on **Q4 - 2021**.
- Extends across **125,000 sqm** with a GLA of **41,200 sqm**.
- Comprised of commercial and retail spaces, souq, F&B along entertainment areas such as cinemas and children's play areas and an ice rink.
- Diversified retail offering & enriched the customer experience.



KINGDOM OF SAUDI ARABIA

The Avenues – Riyadh

- Situated in a prime location in the city and extends across **390,000 sqm** with a GLA of **400,000 sqm**.
- The project is back on operational track after 6 months of being on hold.
- The resumption of third-party activities including contracting and financing.
- Project configuration and construction timeline will be unveiled soon.

The Avenues - Khobar

- Stretching over **197,600 sqm** with a GLA of **166,000 sqm** of land space.
- Includes commercial and entertainment areas, as well as four towers that will house residential apartments, hotels, offices, medical facilities, exhibitions, ballrooms and conference halls.



UNITED ARAB EMIRATES

The Avenues - Sharjah

- The project is a strategic partnership with **Shurooq**; Sharjah Investment and Development Authority in the **UAE**.
- **The Avenues – Sharjah** will be strategically located on Sheikh Mohammed Bin Zayed Road, a major transport artery in the city, stretching over a land area of **65,000 sqm**.
- The project will entail the investment and development of **58,000 sqm** as a projected **GLA**.



KUWAIT

Salmiya Project

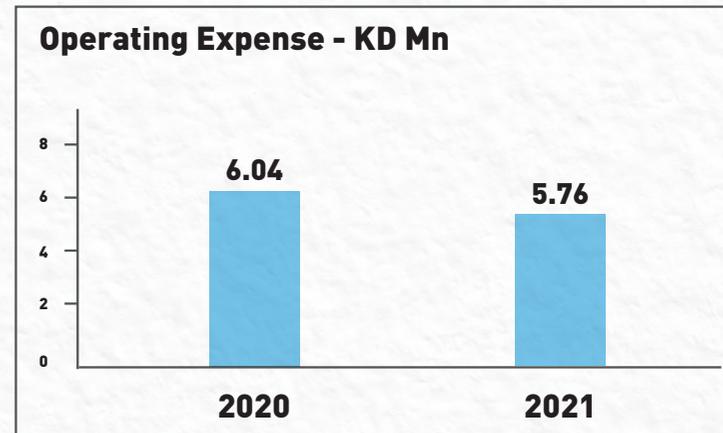
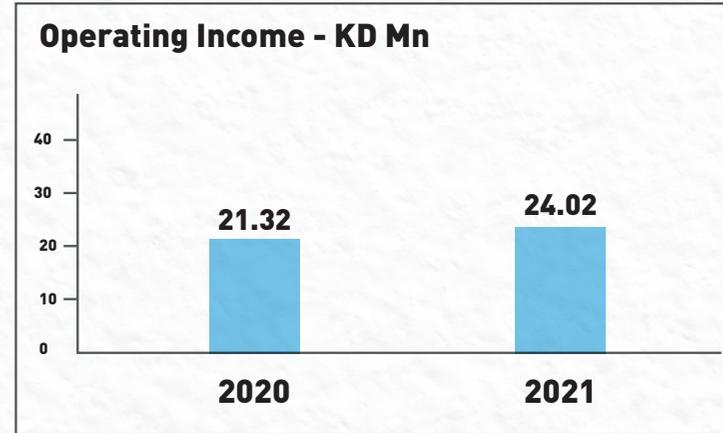
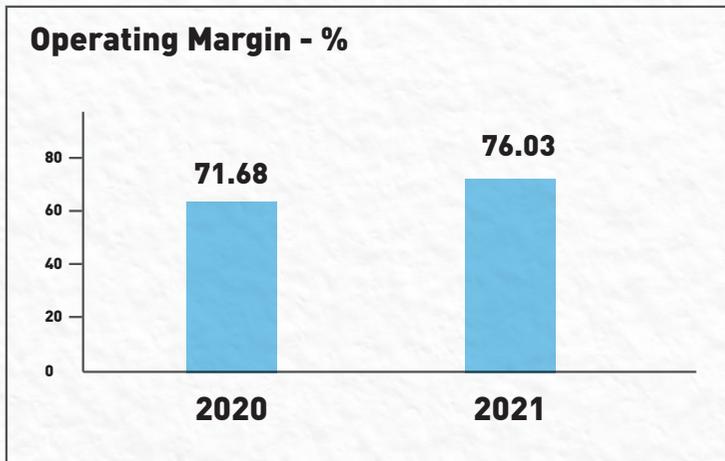
- A key development on the Arabian Gulf Street in **Salmiya**, a major urban center in Kuwait, on one of the last available sizeable land plots, benefiting of sea access and great connectivity.
- This will be **Mabaneer's** first mixed-use project outside of **The Avenues** and it will reflect new standards of design and experience.
- The concept and the feasibility of developing the **9,761 sqm** land is under a comprehensive study.



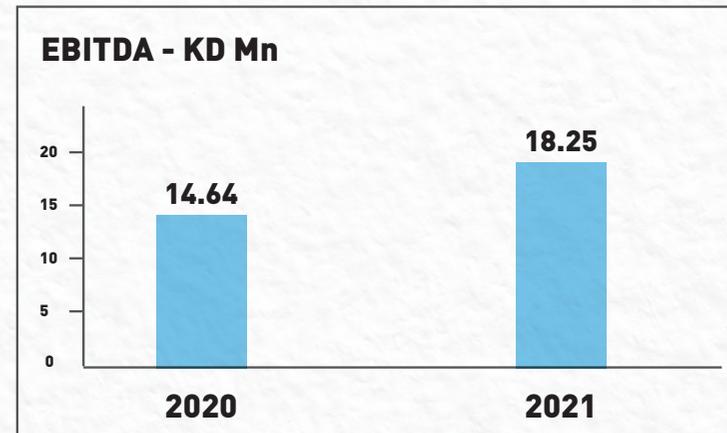
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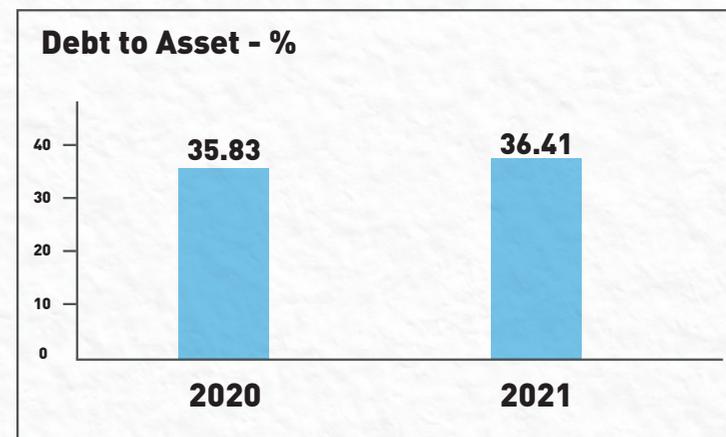
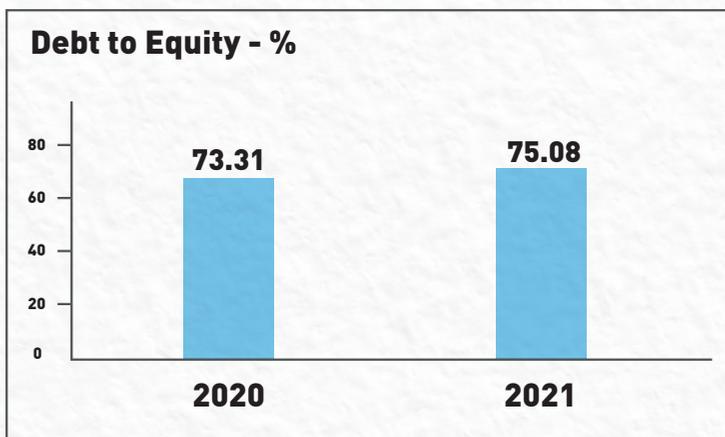
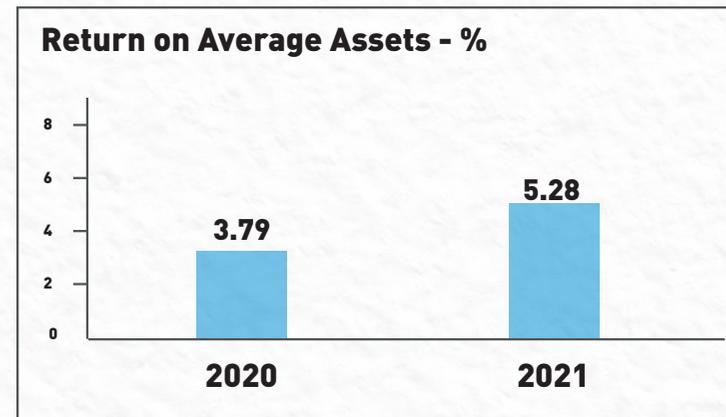
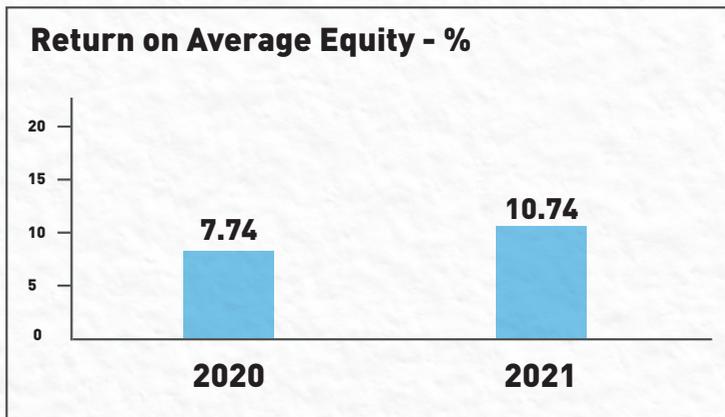
Financial Performance



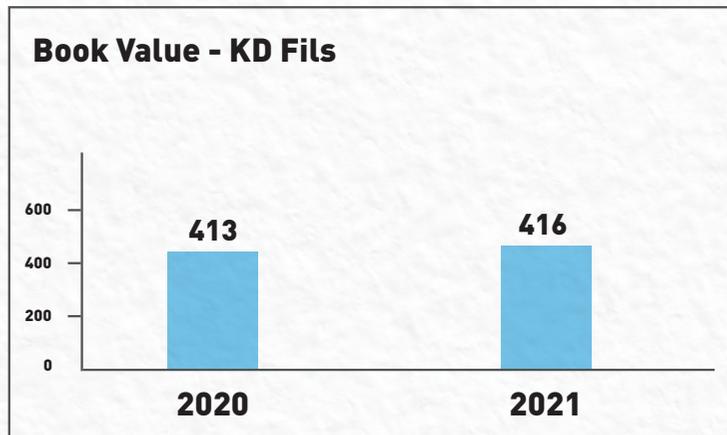
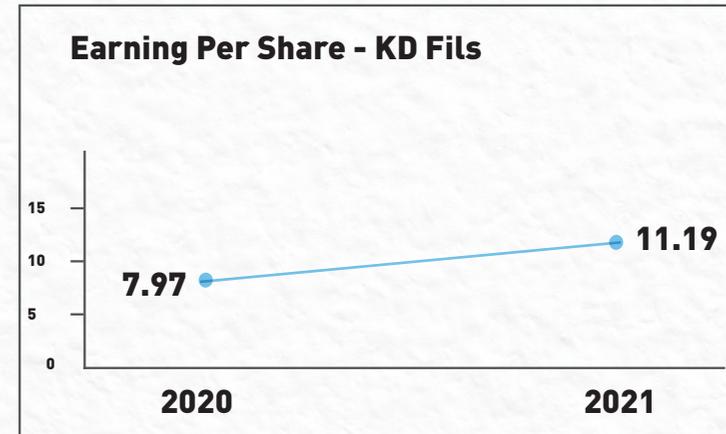
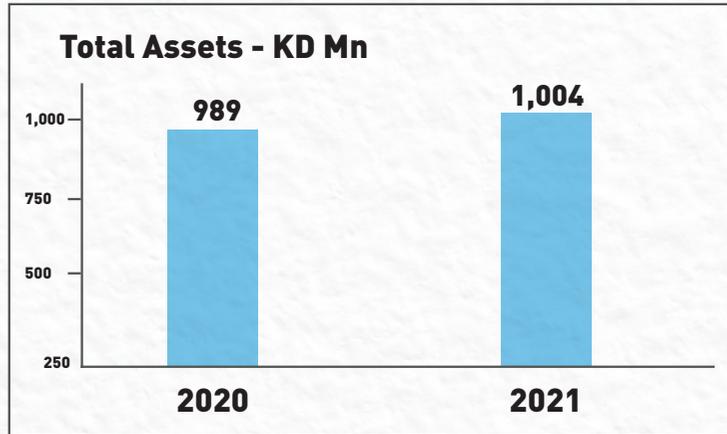
Financial Performance (Continued)



Financial Performance (Continued)



Financial Performance (Continued)



Consolidated Statement of Income

Particulars	(Amount in KD)			
	Financial Year - 3m		Variance	
	31-Mar-21	31-Mar-20	Amount	%
Revenue				
Investment properties revenue	23,307,490	20,563,941	2,743,549	13.34
Revenue from hotel operations	710,554	753,959	(43,405)	(5.76)
Total revenue	24,018,044	21,317,900	2,700,144	12.67
Cost of Revenue				
Investment properties expenses	(4,862,506)	(5,072,088)	209,582	4.13
Depreciation on investment properties	(2,834,420)	(2,749,394)	(85,026)	(3.09)
Hospitality operation's expenses	(893,539)	(964,653)	71,114	7.37
Depreciation of property and equipment	(369,438)	(342,768)	(26,670)	(7.78)
Total cost of revenue	(8,959,903)	(9,128,903)	169,000	(1.85)
Gross profit	15,058,141	12,188,997	2,869,144	23.54
Net investment gain (loss)	13,764	(648,000)	661,764	(102.12)
General and administrative expenses	(783,004)	(705,806)	(77,198)	(10.94)
Finance Costs	(1,136,791)	(1,686,538)	549,747	32.60
Other Income	548,927	475,902	73,025	15.34
Share of results from associates	88,614	88,300	314	0.36
Profit for the period before contribution to KFAS, NLST & Zakat	13,789,651	9,712,855	4,076,796	41.97
Contribution to KFAS, NLST & Zakat	(616,964)	(438,464)	(178,500)	(40.71)
Net profit for the year	13,172,687	9,274,391	3,898,296	42.03
Attributable to:				
Non-Controlling Interest	69,044	(60,538)	129,582	214.05
Equity holders of the parent company	13,103,643	9,334,929	3,768,714	40.37
Basic and diluted earning per share (KD fils)	11.19	7.97	3.22	40.40

Consolidated Statement of Financial Position - Assets

Particulars	Financial Year			Variance	
	31-Mar-21	31-Dec-20	31-Mar-20	Amount	%
Assets					
Non-current assets					
Property, plant and equipment	125,389,074	119,486,091	102,740,507	5,902,983	4.94
Investment property	735,810,267	738,125,496	745,334,445	(2,315,229)	(0.31)
Investment in associates	34,706,996	34,657,422	32,607,965	49,574	0.14
Right of use of assets	2,730,494	2,574,174	2,745,595	156,320	6.07
Prepayments	8,488,706	8,503,241	8,850,016	(14,535)	(0.17)
Investments Securities	1,914,903	2,705,282	3,698,449	(790,379)	(29.22)
Total non-current assets	909,040,440	906,051,706	895,976,977	2,988,734	0.33
Current Assets					
Receivable from Associates	312,411	304,475	97,148	7,936	2.61
Accounts receivable and prepayments	14,378,325	19,915,665	18,254,513	(5,537,340)	(27.80)
Cash and bank balances	80,203,274	38,575,085	74,848,713	41,628,189	107.91
Total current assets	94,894,010	58,795,225	93,200,374	36,098,785	61.40
Total Assets	1,003,934,450	964,846,931	989,177,351	39,087,519	4.05

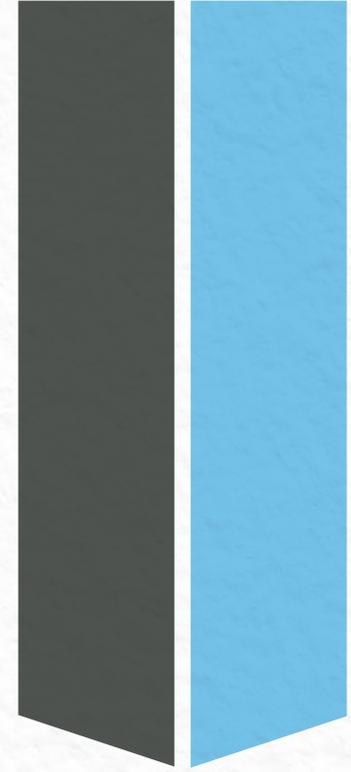
Consolidated Statement of Financial Position - Liabilities and Equity

(Amount in KD)

Particulars	Financial Year			Variance	
	31-Mar-21	31-Dec-20	31-Mar-20	Amount	%
Equity and Liabilities					
Equity					
Share Capital	117,139,960	110,509,396	104,254,148	6,630,564	6.00
Reserves	369,684,475	370,328,312	379,228,098	(643,837)	(0.17)
Total equity attributable to equity holders of the parent company	486,824,435	480,837,708	483,482,246	5,986,727	1.25
Non-controlling interest	74,138,465	74,241,941	75,133,262	(103,476)	(0.14)
Total equity	560,962,900	555,079,649	558,615,508	5,883,251	1.06
Non-current Liabilities					
Provision for staff indemnity	2,517,312	2,484,201	2,434,132	33,111	1.33
Other non-current liabilities	22,575,228	22,375,991	23,544,565	199,237	0.89
Lease Liabilities	1,594,804	1,413,655	1,466,831	181,149	12.81
Term loans	4,000,000	3,000,000	6,000,000	1,000,000	33.33
Murabaha payables	316,063,309	287,505,339	275,736,545	28,557,970	9.93
Total non-current Liabilities	346,750,653	316,779,186	309,182,073	29,971,467	9.46
Current Liabilities					
Term loans	2,000,000	5,000,000	4,000,000	(3,000,000)	(60.00)
Murabaha payables	43,467,846	39,172,222	68,696,436	4,295,624	10.97
Lease Liabilities	181,432	162,796	237,931	18,636	11.45
Accounts payable and accruals	50,571,619	48,653,078	48,445,403	1,918,541	3.94
Total current Liabilities	96,220,897	92,988,096	121,379,770	3,232,801	3.48
Total Liabilities	442,971,550	409,767,282	430,561,843	33,204,268	8.10
Total Liabilities and Equity	1,003,934,450	964,846,931	989,177,351	39,087,519	4.05

Questions

Thank You



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