

Date: 09/02/2022
Ref: M.C/E.M/38/2022

التاريخ: 2022/02/09
الإشارة: ش.م/أ.ع/38/2022

To: Boursa Kuwait

السادة/ شركة بورصة الكويت المحترمين،،

**Subject: Analyst/Investor Conference Presentation of
Mabaneer's (K.P.S.C) Company for Q4/2021**

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

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 (8-4-2) "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 Wednesday 09/02/2022, at 2:00 p.m (Kuwait Local Time) (through Live Webcast) .

يرجى العلم بأن مؤتمر المحللين/المستثمرين قد إنعقد في يوم الأربعاء الموافق 2022/02/09، 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 presentations for Q4-2021.

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

This is for your information and notice.

هذا للعلم والإحاطة،،

Best Regards,

وتفضلوا بقبول فائق الاحترام،،



وليد خالد الشريان

الرئيس التنفيذي

Waleed Khaled Al Sharian

Chief Executive Officer



Q4 & FY 2021 Results Presentation

Period Ended 31 December 2021

9 February 2022



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Disclaimer/Disclosure/Forward Looking Statements

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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 117.14m.
- Constituent of two global indices the FTSE EM and MSCI EM.
- Constitutes 3.5% 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 - FY 2021

Strong Group performance

- Revenue **KD 100.51 Mn**
- EBITDA **KD 75.89 Mn**
- Net Profit **KD 55.41 Mn**

Business Highlights

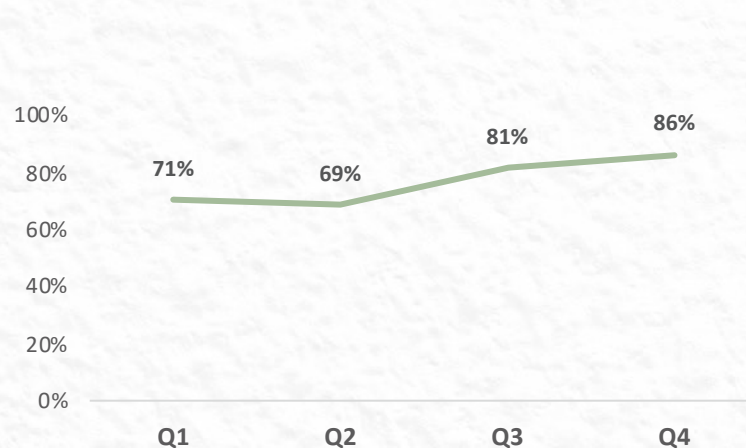
- ✓ **Strong recovery in core and non-core group's operations.**
- ✓ **Strong recovery in footfall traffic and improved leasing activities**
- ✓ **The Avenues- Riyadh and Avenues-Khobar back on track.**
- ✓ **The opening of Hilton Garden Inn Bahrain.**
- ✓ **J3-Aventura's project kickstart.**
- ✓ **ESG: positioning towards sustainable growth**

Business Update - The Avenues -Kuwait

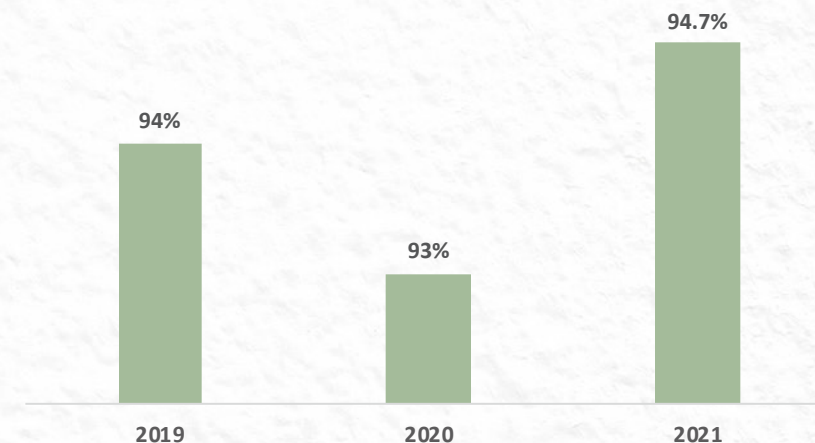


PLOT AREA 393,800 sqm	BUILT-UP AREA 1,278,300 sqm	
PARKING CAPACITY 12,500	NUMBER OF STORES 1,094	ANCHORS 14
CINEMAS 28	DISTRICTS 12	
360,000 GLA sqm		

Through 2021, foot traffic in Avenues-Kuwait has recovered to around 70% of 2019-foot traffic levels.



The Avenues occupancy rates (2019-2021)



- The Avenues maintains its leading position as the choice destination for shopping & entertainment in Kuwait.
- In 2021 Avenues operations was almost consistent with pre-pandemic levels

Business Update - Hilton Garden Inn Kuwait



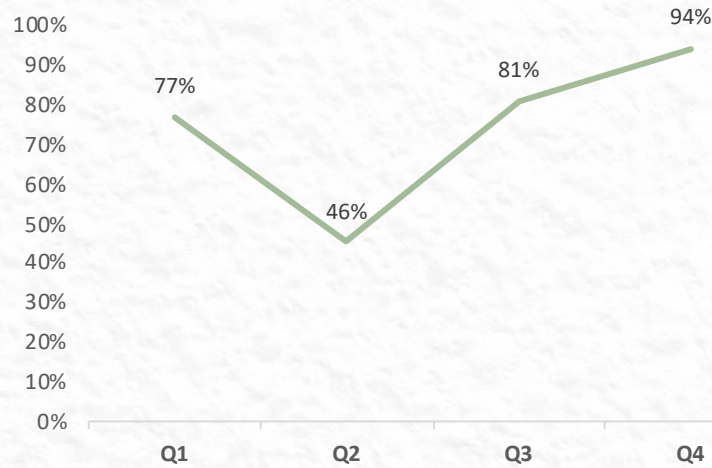
- Connected to the north side of The Avenues Mall
- Hotel's RevPAR in Q4-21 decreased by 28% vs. Q3-21.
- FY 2021 RevPAR increased by 70.3% vs. FY2020.
- Occupancy rate of 28.9% compared to 21% in 2020.
- Performance mainly driven by business recovery and loosening travel restrictions.

Business Update - The Avenues -Bahrain

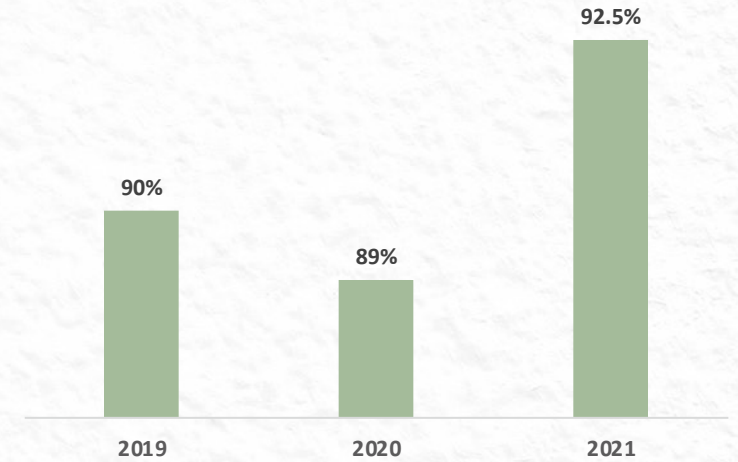


PLOT AREA 272,000 sqm	BUILT-UP AREA 136,000 sqm
PARKING CAPACITY 1,420	Number of units 120
CINEMAS 10	DISTRICTS 3
GLA 37,500 sqm	Mabane'e's ownership 35%

Through 2021, foot traffic in Avenues-Bahrain has recovered to around 81% of 2019-foot traffic levels



The Avenues occupancy rates (2019-2021)



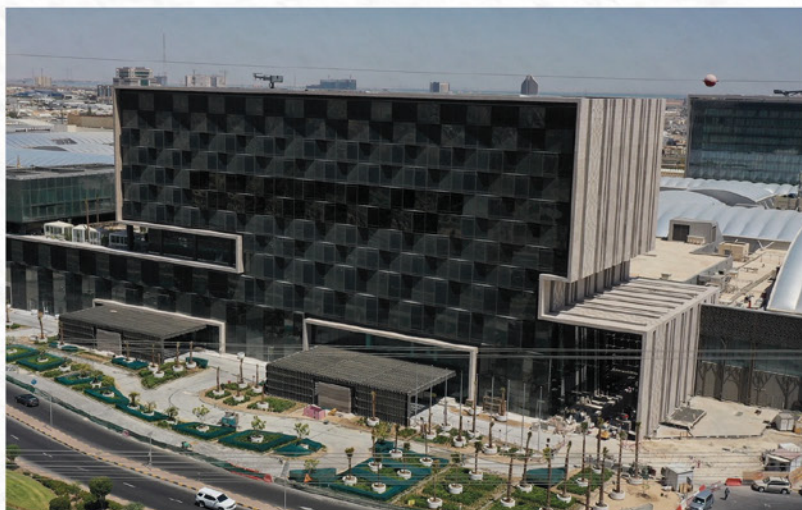
- Improved footfall traffic supported by the improved the overall health situation and ease of travel to the Kingdom.
- The opening of Hilton Garden Inn had also contributed to The Avenues' traffic from the hotel's guests.

Business Update - Hilton Garden Inn Bahrain



- Located in the heart of Bahrain Bay and directly connected to The Avenues Bahrain
- Hotel's RevPAR in Q4-21 increased by 37.5% vs. Q3-21.
- Occupancy rate of 52% since the beginning of Hotel's operation in July.
- Excellent turnout since it's opening with the ease of COVID-19 restrictions and the hike in GCC tourists.

Under Development - Waldorf Astoria



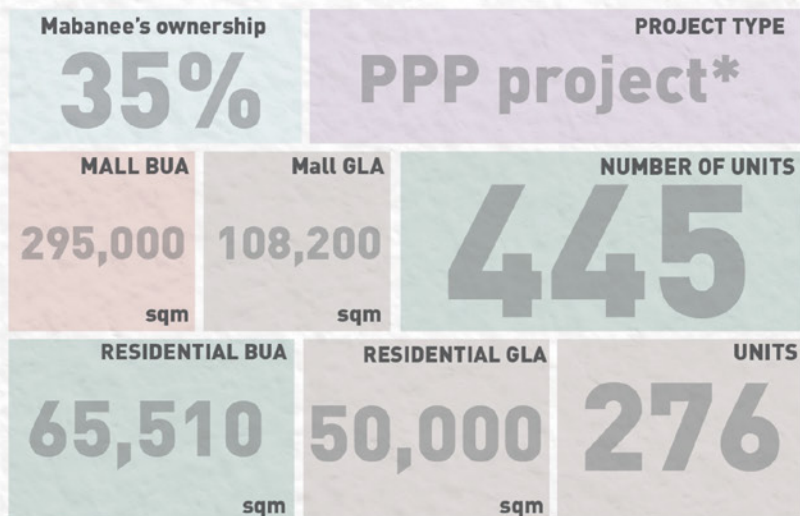
- A five-star luxury business and leisure hotel connected to the south side of The Avenues through the Prestige District.
- The hotel is in its final stages of construction with a 95% completion rate.
- Management's staff are gradually taking over to prepare for operations commencement.
- Soft opening expected in May 2022

PLOT AREA 14,500 sqm	BUILT-UP AREA 47,800 sqm
NO. KEY 200	
OPERATOR Waldorf Astoria	

Under Development - J3 Aventura



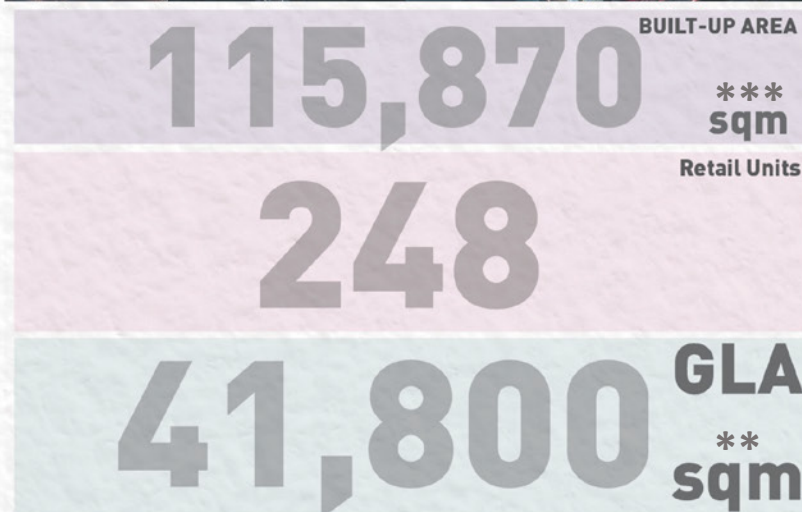
- Mabanee, the Lead Developer of a Consortium of Companies selected as the “preferred investor” for the J3 Jaber Al Ahmad Investment Opportunity from The Public Authority for Housing Welfare (PAHW).
- The executed of all major project agreements with the EPC Contractor during 2021
- anticipate the start of construction by first quarter of 2022
- Strong pre-leasing demand for the project



*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 - Phase 2 The Avenues - Bahrain

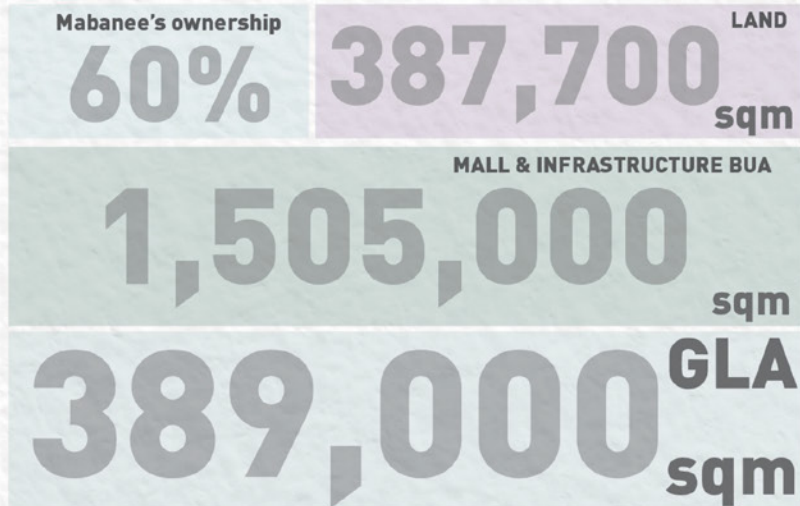


- An extension of the west part of The Avenues Mall-Bahrain.
- Leasing mix is primarily focused on retail with 77% units designated as retail and the remaining divided between F&B and FEC.
- Avenues transforming one of the top malls with regards to GLA in Bahrain with the new extension.
- Main construction works will be expected during the second quarter of 2022.

Under Development - The Avenues -Riyadh



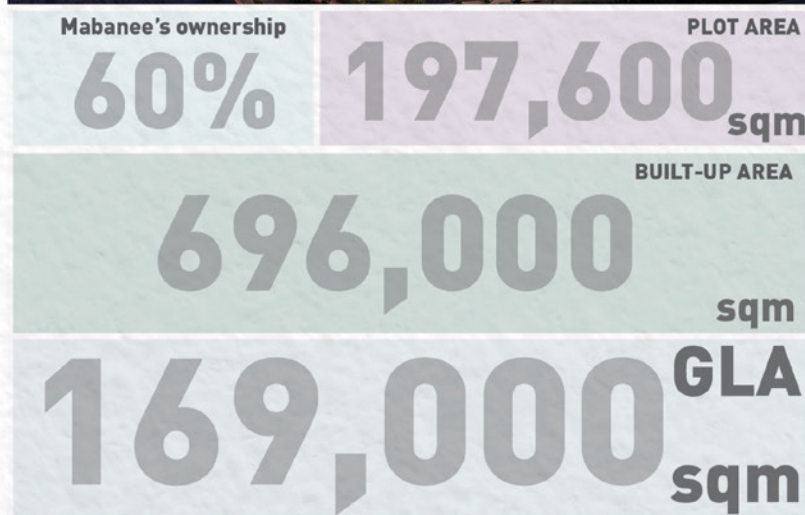
- Follows Mabanee's strategic vision in re-creating The Avenues brand across the region.
- A great introduction of super regional malls in KSA.
- Prime location in the city of Riyadh overlooking the intersection of the King Salman Road and the King Fahad Causeway.
- NESMA was assigned as the main contractor in Nov. 2021.
- Main construction works started in Jan. 2022.
- The project will be obtaining the leadership in Energy and Environmental Design (LEED) certification by the American Green Building council.



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.
- Land excavating & shoring contract signed in Q4-21.



2021 highlights show significant progress across our ESG ambitions



- Considering ESG in our operations As we position Mabaneer towards sustainable growth.
- Acceleration of Mabaneer's ESG approach has been further increased by the formation of our Environmental, Social, and Governance (ESG) Committee, which is a cross-functional management committee of Mabaneer.
- Alignment of Materiality Topics with the UN Sustainable Development Goals (SDGs)

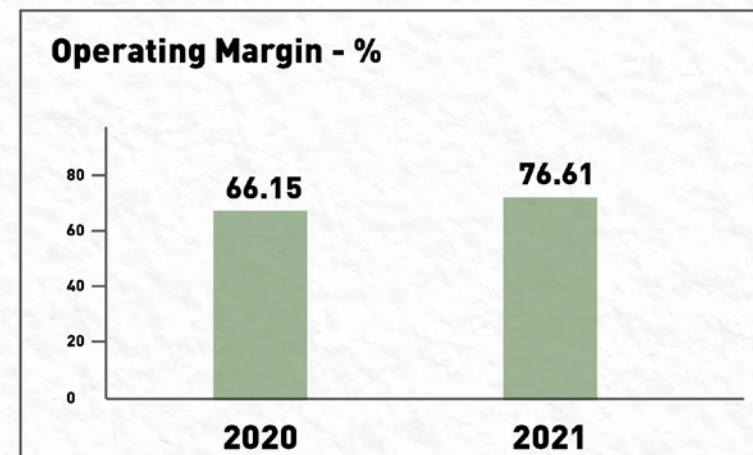
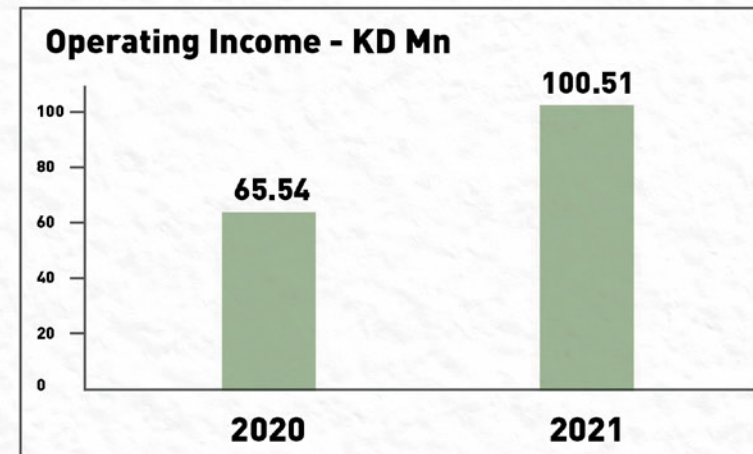
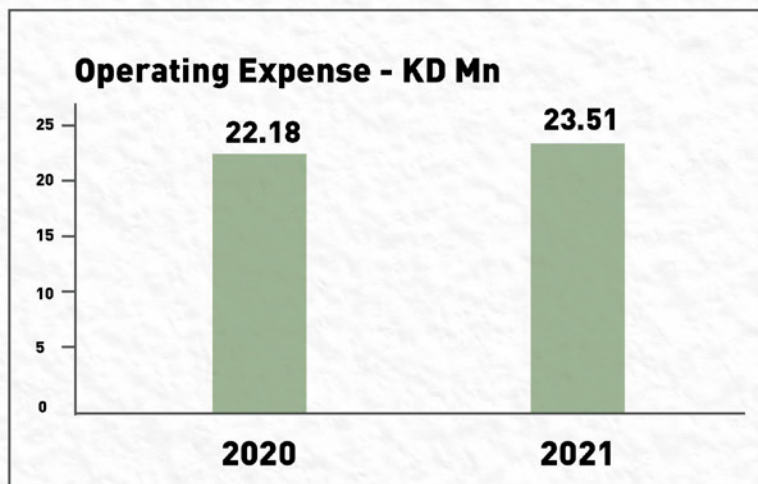
SUSTAINABLE DEVELOPMENT GOALS





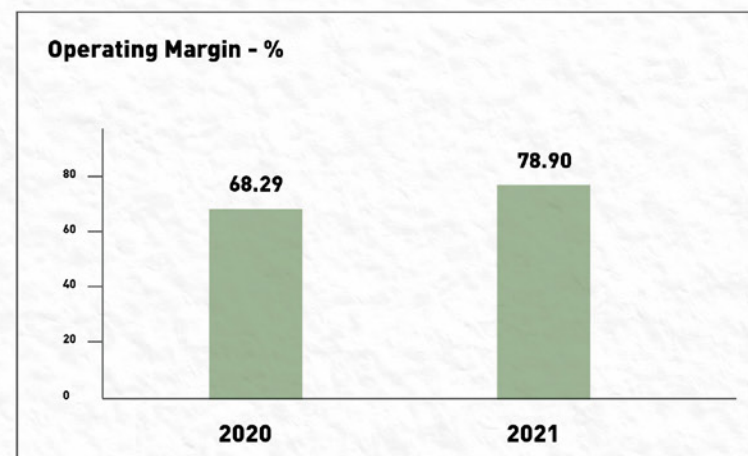
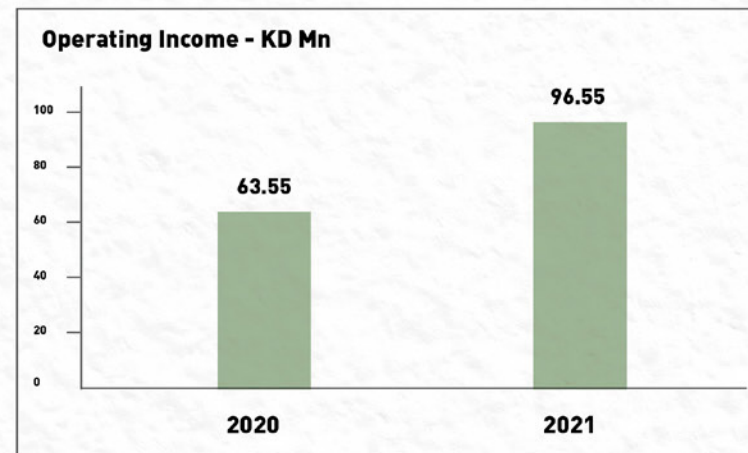
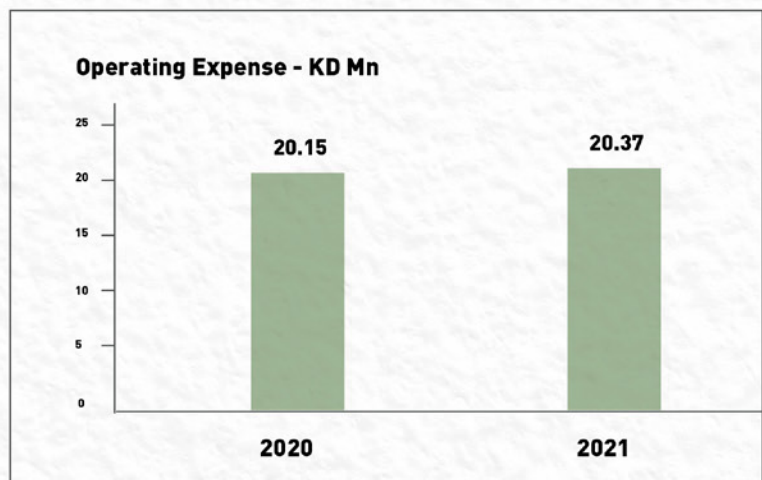
Financial Highlights/Performance

General Operating Performance



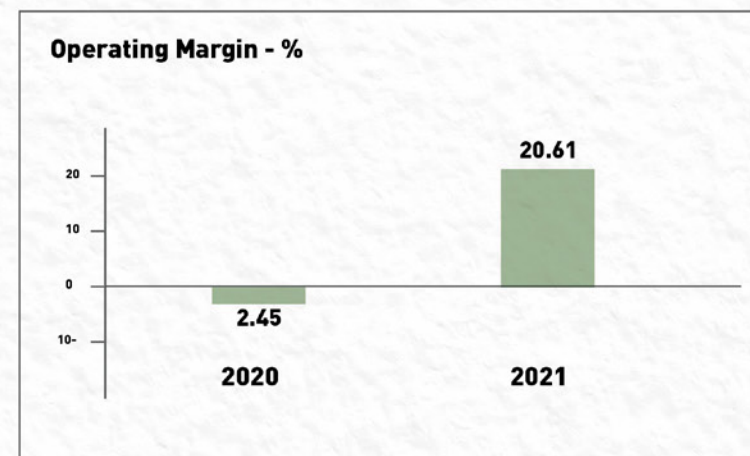
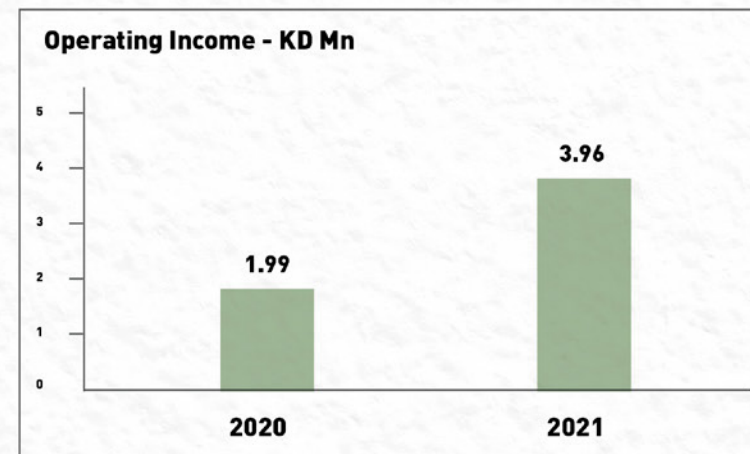
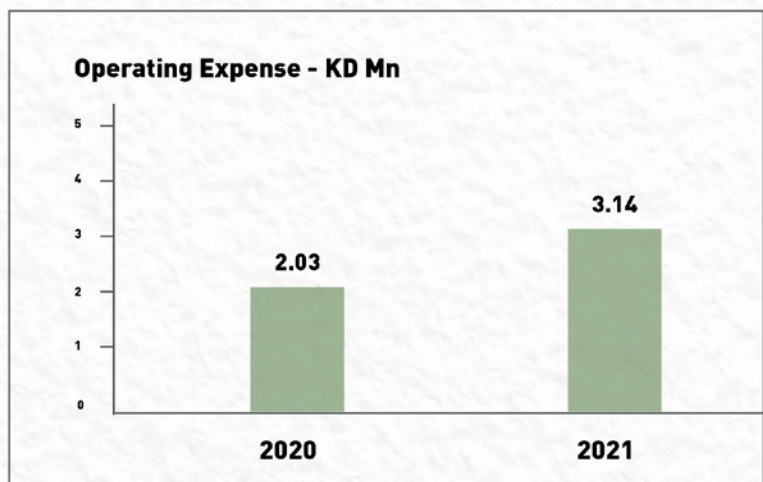
Core Business Operational Performance

Continued improvements towards pre-covid levels



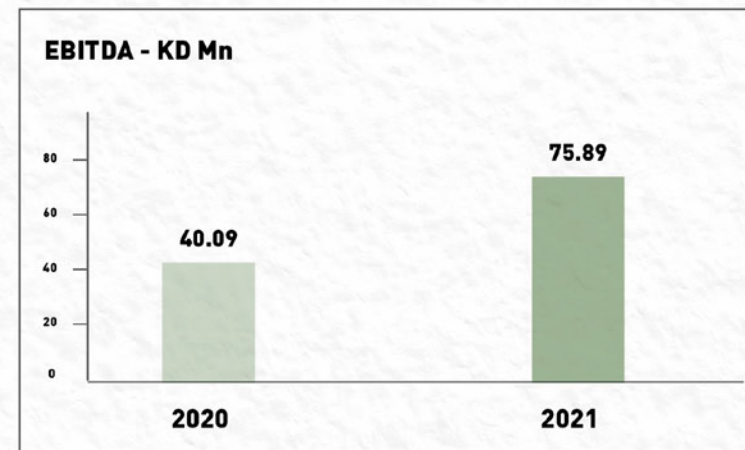
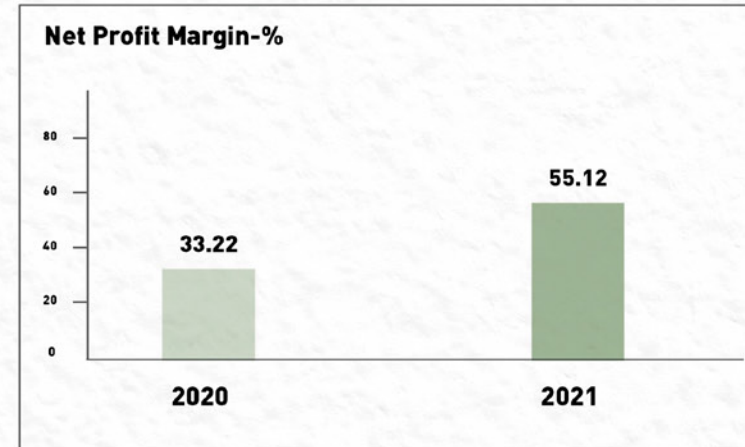
Hospitality Operational Performance

Hotel business picks up from second half of 2021

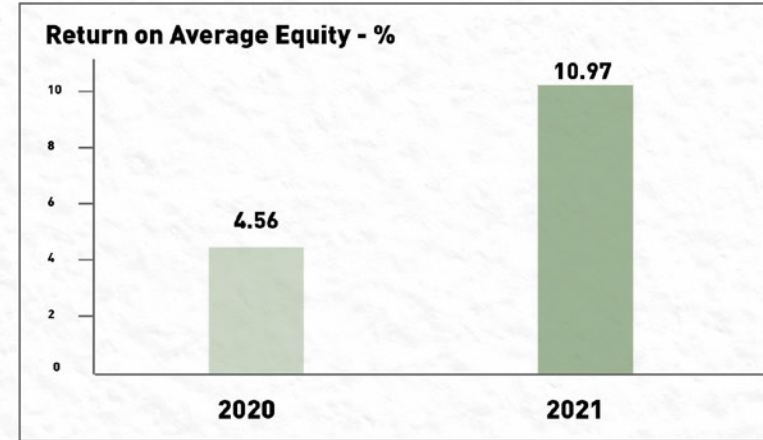
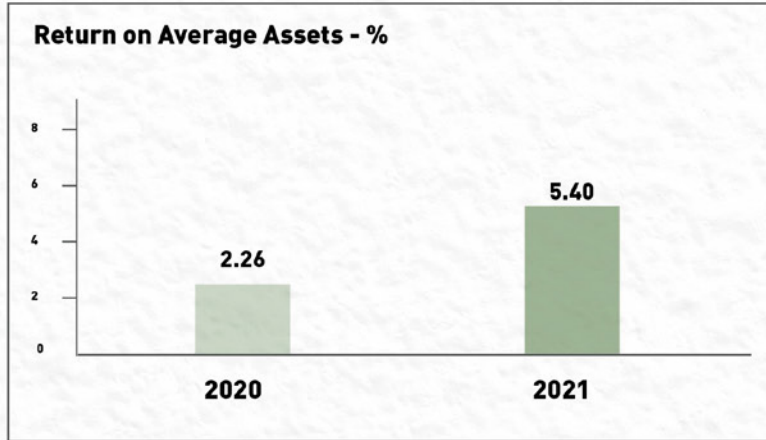


Financial Performance (Continued)

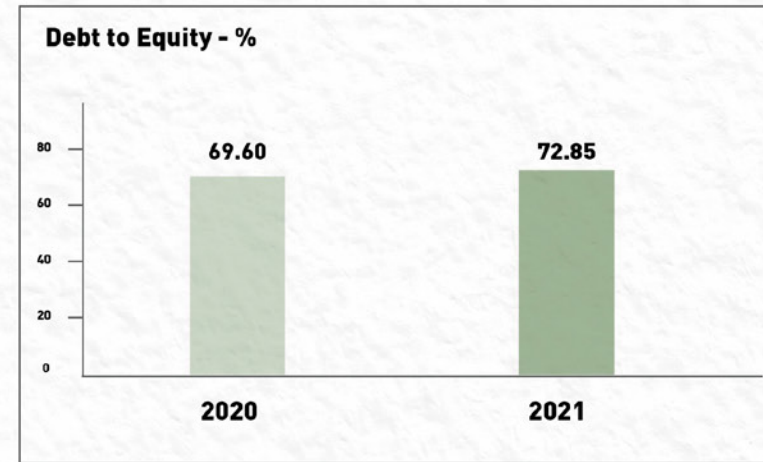
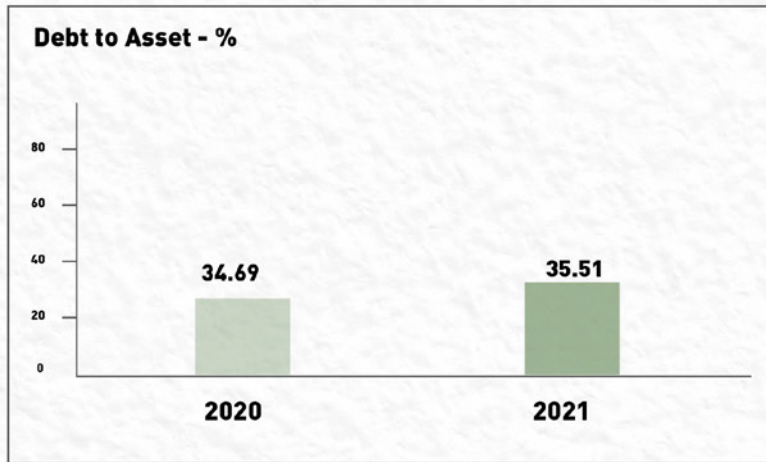
Pick up in expense, covid related, partly setoff by higher revenues



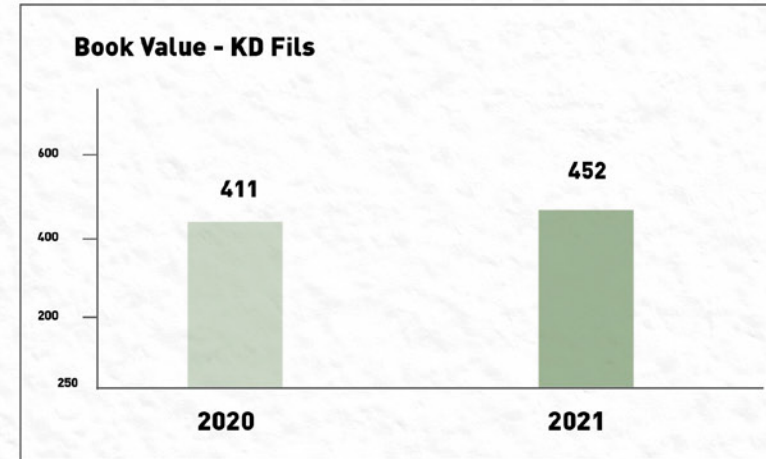
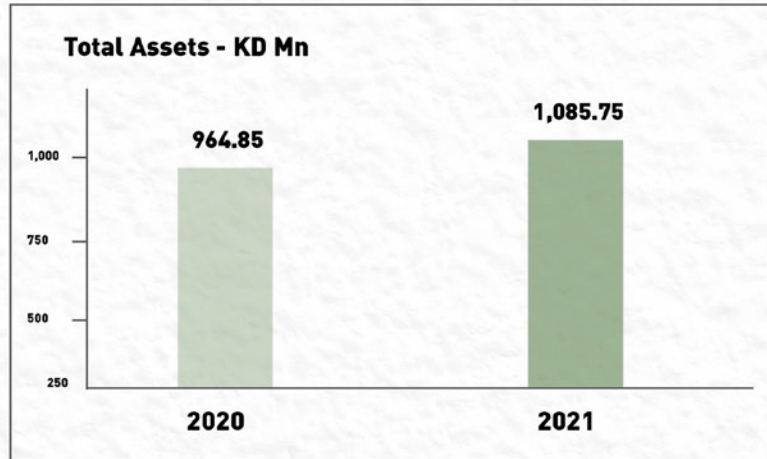
Financial Performance (Continued)



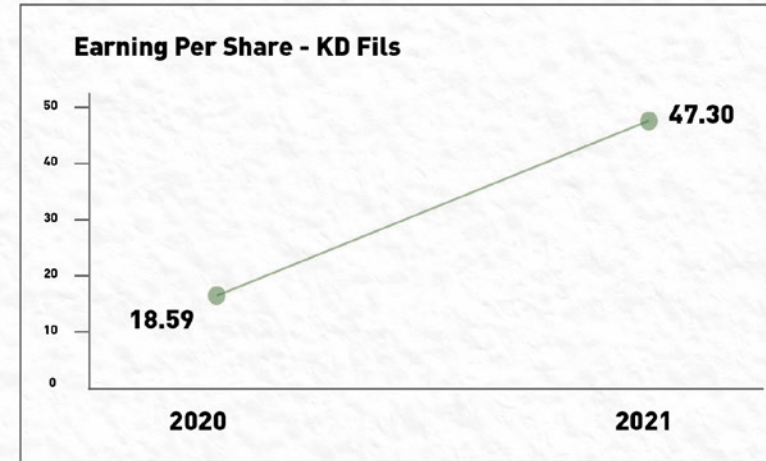
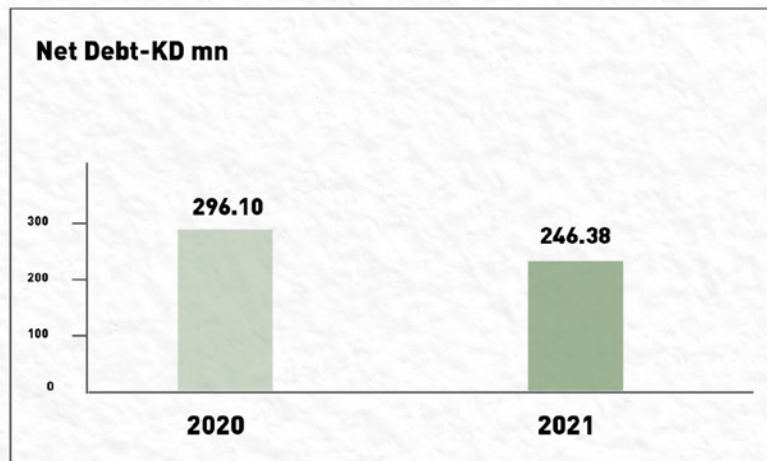
An overall business improvements



Financial Performance (Continued)



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



Appendix



Consolidated Statement of Income

(Amount in KD)

Particulars	Financial Year		Variance	
	31-Dec-21	31-Dec-20	Amount	%
Revenue				
Revenue from investment properties	96,552,378	63,551,991	33,000,387	51.93
Revenue from hotel operations	3,961,395	1,986,129	1,975,266	99.45
Total revenue	100,513,773	65,538,120	34,975,653	53.37
Cost of Revenue				
Investment properties expenses	(20,369,856)	(20,150,075)	(219,781)	(1.09)
Depreciation on investment properties	(11,337,734)	(10,997,655)	(340,079)	(3.09)
Hotel operation's expenses	(3,144,989)	(2,034,732)	(1,110,257)	(54.57)
Depreciation on hotel properties	(1,475,923)	(1,405,073)	(70,850)	(5.04)
Total cost of revenue	(36,328,502)	(34,587,535)	(1,740,967)	(5.03)
Gross profit	64,185,271	30,950,585	33,234,686	107.38
Net investment gain (loss)	10,899	(236,030)	246,929	104.62
General and administrative expenses	(2,999,456)	(4,231,219)	1,231,763	29.11
Finance costs	(5,117,955)	(5,103,163)	(14,792)	(0.29)
Other income	2,264,437	1,357,918	906,519	66.76
Share of results from associates	160,356	220,927	(60,571)	(27.42)
Profit for the period before contribution to KFAS, NLST & Zakat	58,503,552	22,959,018	35,544,534	154.82
Contribution to KFAS, NLST & Zakat	(2,576,936)	(1,023,505)	(1,553,431)	(151.78)
Directors' fees	(550,000)	(370,000)	(180,000)	(48.65)
Net profit for the year	55,376,616	21,565,513	33,811,103	156.78
Attributable to:				
Non-controlling interests	(28,774)	(203,885)	175,111	85.89
Equity holders of the parent company	55,405,390	21,769,398	33,635,992	154.51
Basic and diluted earning per share (KD fils)	47.30	18.59	28.71	154.44

Consolidated Statement of Financial Position - Assets

Particulars	Financial Year		Variance	
	31-Dec-21	31-Dec-20	Amount	%
Assets				
Non-current assets				
Property and equipment	142,736,203	119,486,091	23,250,112	19.46
Investment properties	717,104,433	738,125,496	(21,021,063)	(2.85)
Investments in associates	38,620,302	34,657,422	3,962,880	11.43
Right of use assets	25,028,783	2,574,174	22,454,609	872.30
Prepayments	8,493,565	8,503,241	(9,676)	(0.11)
Investment securities	1,898,277	2,705,282	(807,005)	(29.83)
Total non-current assets	933,881,563	906,051,706	27,829,857	3.07
Current Assets				
Receivables from associates	433,824	304,475	129,349	42.48
Accounts receivable and other assets	12,213,298	19,915,665	(7,702,367)	(38.67)
Cash and bank balances	139,220,291	38,575,085	100,645,206	260.91
Total current assets	151,867,413	58,795,225	93,072,188	158.30
Total Assets	1,085,748,976	964,846,931	120,902,045	12.53

Consolidated Statement of Financial Position - Liabilities and Equity

(Amount in KD)

Particulars	Financial Year		Variance	
	31-Dec-21	31-Dec-20	Amount	%
Equity and Liabilities				
Equity				
Share Capital	117,139,960	110,509,396	6,630,564	6.00
Retained earnings and reserves	412,168,851	370,328,312	41,840,539	11.30
Total equity attributable to equity holders of the parent company	529,308,811	480,837,708	48,471,103	10.08
Non-controlling interest	75,080,945	74,241,941	839,004	1.13
Total equity	604,389,756	555,079,649	49,310,107	8.88
Non-current Liabilities				
Provision for staff indemnity	2,606,352	2,484,201	122,151	4.92
Other non-current liabilities	22,537,615	22,375,991	161,624	0.72
Lease liabilities	17,912,659	1,413,655	16,499,004	1,167.12
Term loans	2,500,000	3,000,000	(500,000)	(16.67)
Murabaha payables	332,689,664	287,505,339	45,184,325	15.72
Total non-current Liabilities	378,246,290	316,779,186	61,467,104	19.40
Current Liabilities				
Term loans	3,000,000	5,000,000	(2,000,000)	(40.00)
Murabaha payables	47,407,486	39,172,222	8,235,264	21.02
Lease liabilities	5,944,052	162,796	5,781,256	3,551.23
Trade and other payables	46,761,392	48,653,078	(1,891,686)	(3.89)
Total current Liabilities	103,112,930	92,988,096	10,124,834	10.89
Total Liabilities	481,359,220	409,767,282	71,591,938	17.47
Total Liabilities and Equity	1,085,748,976	964,846,931	120,902,045	12.53




Q & As




Thank You

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