

التاريخ: 2023 / 05 / 11  
إشارة: أ.أ. 23 / 05 / 195

M/s: Disclosure department – CMA

M/s: Boursa Kuwait

Peace, mercy, and blessings of Allah be upon you,

السادة/ إدارة الإفصاح – هيئة أسواق المال

السادة/ شركة بورصة الكويت

السلام عليكم ورحمة الله وبركاته،

## Subject: Supplementary disclosure

With reference to the above subject and our previous disclosure dated 7/05/23 - Ref: A.A/191/05/23 and the regulatory term of disclosure processes as per chapter four of book ten "disclosure and transparency" of the Executive bylaw of law No. 07 of 2010 regarding the establishment of Capital market authority and dealing in securities and their amendments, and Kuwait Stock Exchange rules and regulations.

attached supplementary disclosure form regarding holding of the Analysts Conference for the first quarter ended March 31, 2023, at 12:30 noon on Thursday 11/05/2023, and conference presentation.

Yours sincerely,

Abdullah Mohammad Al-shatti  
Chief Executive Officer

### Attachments:

- Supplementary disclosure form.
- Analyst Conference Presentation for the First Quarter March 31, 2023.

## الموضوع: إفصاح مكمل

بالإشارة إلى الموضوع أعلاه، وإلى إفصاحنا السابق بتاريخ 2023/5/7 - إشارة رقم : أ.أ. 23/05/191/23، وإلى الأحكام المنظمة لعمليات الإفصاح كما بالفصل الرابع من الكتاب العاشر "الإفصاح والشفافية" من اللائحة التنفيذية للقانون رقم 07 لسنة 2010 بشأن إنشاء هيئة أسواق المال وتنظيم التعامل في الأوراق المالية وتعديلاتهما، وتعليمات وقواعد بورصة الكويت.

مرفق لكم نموذج الإفصاح المكمل وذلك بشأن انعقاد مؤتمر المحللين للربع الأول المنتهي في 31 مارس 2023 وذلك في تمام الساعة 12:30 ظهر يوم الخميس الموافق 2023/5/11، والعرض التقديمي الخاص بالمؤتمر.

وتفضلوا بقبول فائق الاحترام والتقدير،

عبدالله محمد الشطي  
الرئيس التنفيذي

شركة أعيان للإجارة والاستثمار (ش.م.ك.ع)  
A'AYAN LEASING & INVESTMENT CO. K.S.C.P.

8

### المرفقات:

- نموذج الإفصاح المكمل.
- العرض التقديمي لمؤتمر المحللين للربع الأول 31 مارس 2023.

Supplementary disclosure Form		نموذج الإفصاح المكمل
Date	2023/05/11	التاريخ
Listed Company Name:	اسم الشركة المدرجة:	
Aayan leasing and investment company K.S.C. P	شركة أعيان للإجارة والاستثمار ش.م.ك.ع	
Disclosure Title:	عنوان الإفصاح:	
Supplementary disclosure of Aayan Leasing and Investment Company regarding holding of the Analysts Conference for the first quarter ended March 31, 2023, at 12:30 noon on Thursday 11/5/2023.	إفصاح مكمل من شركة أعيان للإجارة والاستثمار بشأن انعقاد مؤتمر المحللين للربع الأول المنتهي في 31 مارس 2023 في تمام الساعة 12:30 ظهر يوم الخميس الموافق 11/5/2023.	
Date of previous disclosure	2023/05/07	تاريخ الإفصاح السابق
Developments that occurred to the disclosure:	التطور الحاصل على الإفصاح:	
<p>We would like to inform that Aayan Leasing and Investment Company has held the Analysts Conference for the first quarter ended March 31, 2023, through live broadcast via Aayan website at 12:30 noon on Thursday 11/5/2023.</p> <p>Attached the Analysts Conference presentation for the first quarter March 31, 2023.</p> <p>Aayan shall disclose minuets of the meeting within 3 working days.</p> <p>There was No material information has been circulated during the conference.</p>	<p>نود الإفادة بقيام شركة أعيان للإجارة والاستثمار بعقد مؤتمر المحللين للربع الأول المنتهي في 31 مارس 2023 عن طريق البث المباشر على موقع الشركة في شبكة الانترنت وذلك في تمام الساعة 12:30 ظهر يوم الخميس الموافق 11/5/2023.</p> <p>مرفق لكم العرض التقديمي الخاص بمؤتمر المحللين للربع الأول 31 مارس 2023.</p> <p>وسوف تقوم شركة أعيان بالإفصاح عن محضر المؤتمر خلال 3 أيام عمل من تاريخ المؤتمر.</p> <p>هذا ولم يتم تداول أي معلومات جوهرية خلال المؤتمر.</p>	
Occurring development financial effect:	الأثر المالي للتطور الحاصل (إن وجد):	
There is no financial impact on Aayan leasing and investment company group's financial position.	لا يوجد أثر مالي على المركز المالي لمجموعة شركة أعيان للإجارة والاستثمار.	



شركة أعيان للإجارة والاستثمار ش.م.ك.ع.  
A'AYAN LEASING & INVESTMENT CO. K.S.C.P.

# Analyst Conference Presentation

Q1 2023 – 11<sup>th</sup> May 2023

# Contents

1 Aayan's Board of Directors and Executive Management

2 Company Overview & Recent Developments

3 Financial Highlights

4 Q&A Session



# Disclaimer

This presentation is strictly confidential and is being shown to you solely for your information and may not be reproduced, retransmitted, further distributed to any other person or published, in whole or in part, for any purpose.

A'ayan Leasing and Investment Company K.S.C.P has prepared this presentation to the best of its abilities, however, no warranty or representation, express or implied is made as to the adequacy, correctness, completeness or accuracy of any numbers, statements, opinions, estimates, or other information contained in this presentation.

This presentation has been prepared by A'ayan Leasing and Investment Company K.S.C.P and reflects the management's current expectations or strategy concerning future events and are subject to known and unknown risks and uncertainties.

Certain portions of this document may contain "forward-looking statements", which are based on current expectations and reasonable assumptions, we can however give no assurance they will be achieved. The information contained in this presentation is subject to change and we disclaim any obligation to update you of any such changes, particularly those pertaining to the forward-looking statements. Furthermore, it should be noted that there are a myriad potential risks, uncertainties and unforeseen factors that could cause the actual results to differ materially from the forward-looking statements made herein.

We can offer no assurance that our estimates or expectations will be achieved. Without prejudice to existing obligations under Capital Markets Authority Law, we do not assume any obligation to update forward-looking statements to take new information or future events into account or otherwise. Accordingly, this presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite, subscribe for, or otherwise acquire or dispose of, securities in any company within A'ayan Leasing and Investment Company K.S.C.P.

# Board of Directors



**Mr. Mansour Hamad  
Al-Mubarak**  
Chairman



**Mr. Fahad Ali M.  
Thunayan Al-Ghanim**  
Vice Chairman



**Mr. Abdulaziz Nasser  
Al-Marzouq**  
Board Member



**Mr. Nasser Ibrahim  
Borousli**  
Board Member



**Mr. Talal Reda  
Behbehani**  
Independent  
Board Member



**Mr. Muhannad  
Mohammed Al-Sanea**  
Independent  
Board Member



**Dr. Yaqoub Ahmed  
Baqer Alabdullah**  
Independent  
Board Member

# Executive Management



**Abdullah M.  
Al-Shatti, CFA**  
CEO



**Saleh A. Al-Sarawi**  
Assistant CEO  
Real Estate



**Abdullah K.  
Abuhadedah, CFA**  
Assistant CEO  
Investment & CF



**Abdulwahab M.  
Al-Fares**  
Assistant CEO  
Business Development



**Faisal J. Al-Omar**  
Assistant CEO  
HR & Admin. Affairs



**Seyed Abu Thahir**  
Assistant CEO  
Finance & Financial  
Planning



**Hala A. Al-Dhowaihi**  
Assistant CEO  
Compliance &  
AML/CFT

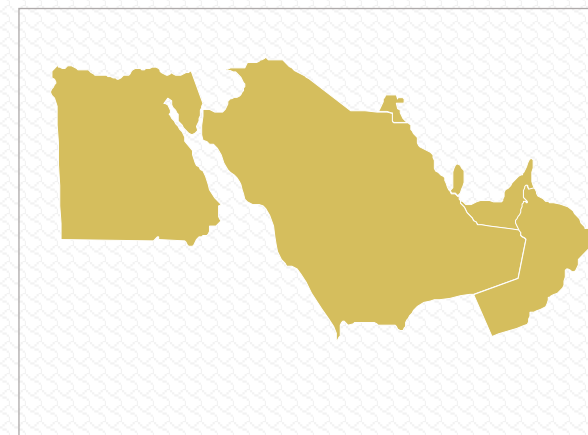


**Wael Al-Qatami**  
Senior Vice President  
Operations

# Company Overview

- Aayan Leasing and Investment Company (“**Aayan**”) was established in 1998. The company was listed in Boursa Kuwait in 2002. Aayan’s main sectors includes leasing, investment and real estate.
- Aayan is one of the leading operating lease companies in Kuwait, which has been outperforming with its exceptional achievements.
- After Aayan’s final debt settlement with its creditors, Aayan has focused on re-strengthening its direct investments sector by expanding into various opportunities to enhance its shareholders’ value.
- Real estate sector with its excellent return, adds value constantly and improves Aayan’s profitability.

## Current Presence



### Subsidiaries

**Aayan Leasing Holding Company**

100%

**East Gate Real Estate Company**

100%

**Jahra Mall - JV**

77%

**Mubarrad Holding Company**

41%

### Associates

**Oman Integral Logistics Company**

50%

**Tawazun Holding Company**

44%

**Light Fields**

30%

**A'ayan Real Estate Company**

10%



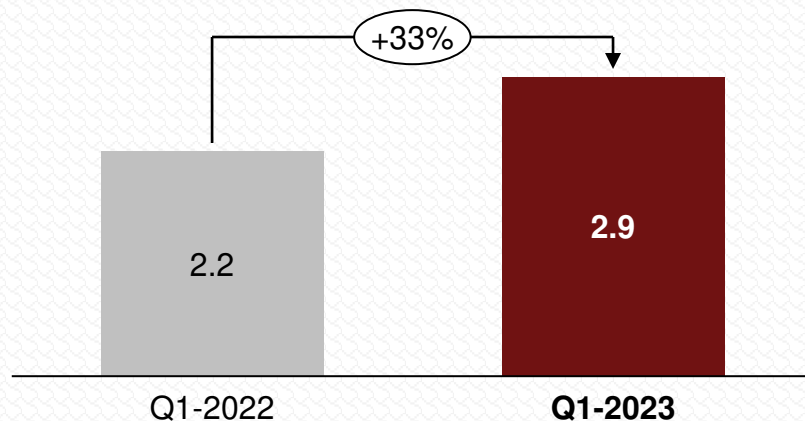
# Aayan's Recent Developments

- Finalized Aayan's strategy and approved by Board of Directors which will enhance the shareholders value, re-building its direct investments and real estate, along with leasing.
- Aayan started implementing the strategy plan successfully and begun benefiting with its excellent results.
- During 2022, Aayan has reduced its capital from KD 71 million to KD 66 million by way of cash distributions of KD 5 million to the shareholders.
- Aayan's fully-owned subsidiary, has successfully signed financing facility agreement valued KD 20 million, out of which KD 10 million has already been utilized during the year 2022.
- Aayan has been continuously exploring and evaluating various opportunities across different industries to re-build and strengthen its investment portfolio.

Key Financial Metrics (KD Thousand)	Q1 2022	Q1 2023	Change (%)
<b>Income Statement</b>			
Total revenues	4,750	6,341	34%
Profit for the year	2,214	2,943	33%
EPS (Fils)	3.10	4.43	43%
<b>Financial Position</b>			
Total assets	138,971	152,201	9%
Total liabilities	35,957	51,247	43%
Equity attributable to Aayan's Equity holders	90,164	88,772	(2%)

# Snapshot – Results & Income

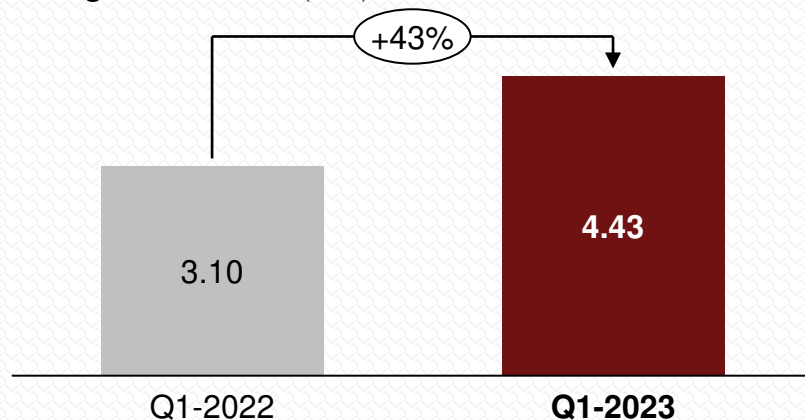
Net Profit\* (KD million)



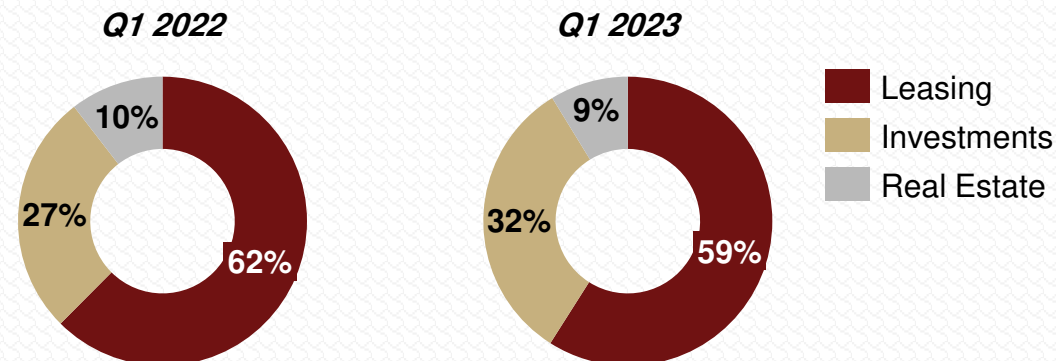
Total Income by Segment (KD million)

	Q1 2022	Q1 2023	Change (%)
Leasing	2,967	3,742	26%
Investment	1,286	2,044	59%
Real estate	497	555	12%
<b>Total</b>	<b>4,750</b>	<b>6,341</b>	<b>34%</b>

Earnings Per Share\* (Fils)



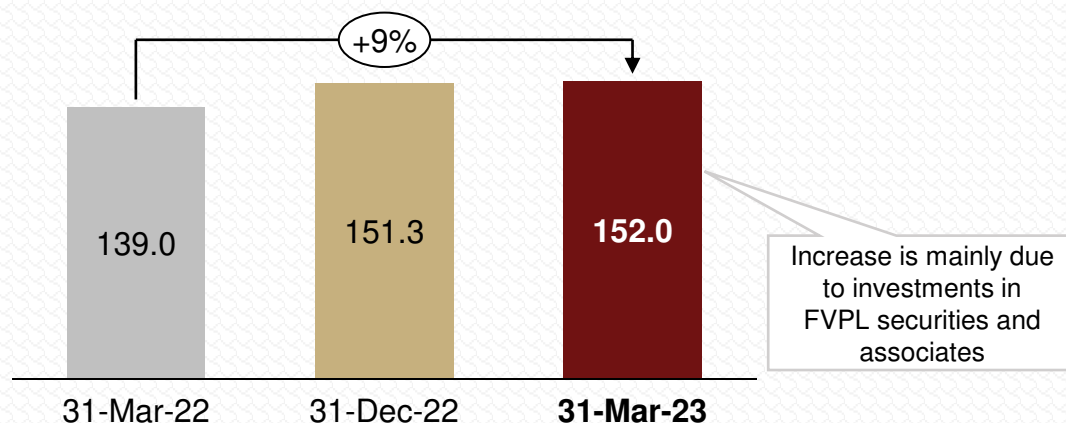
Total Income Contribution by Segment (Percentage)



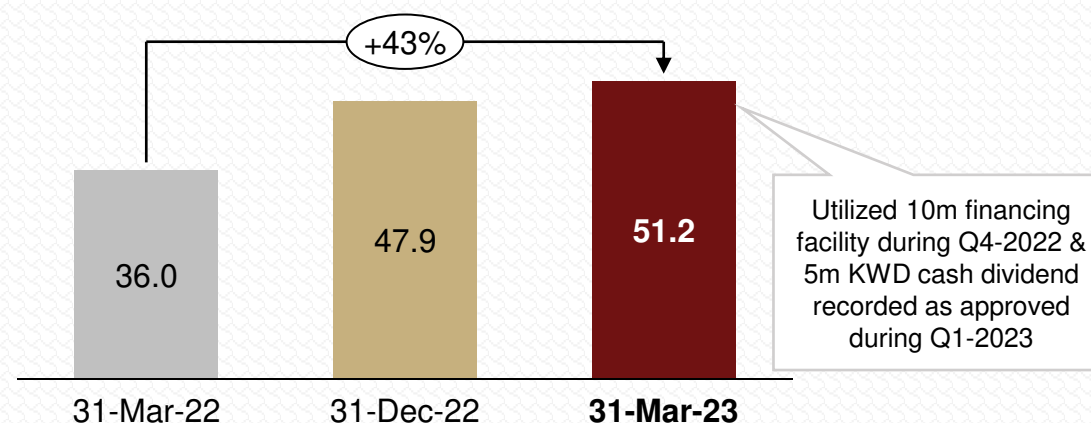
\* Attributable to Equity shareholders of ALICO

# Snapshot – Financial Position

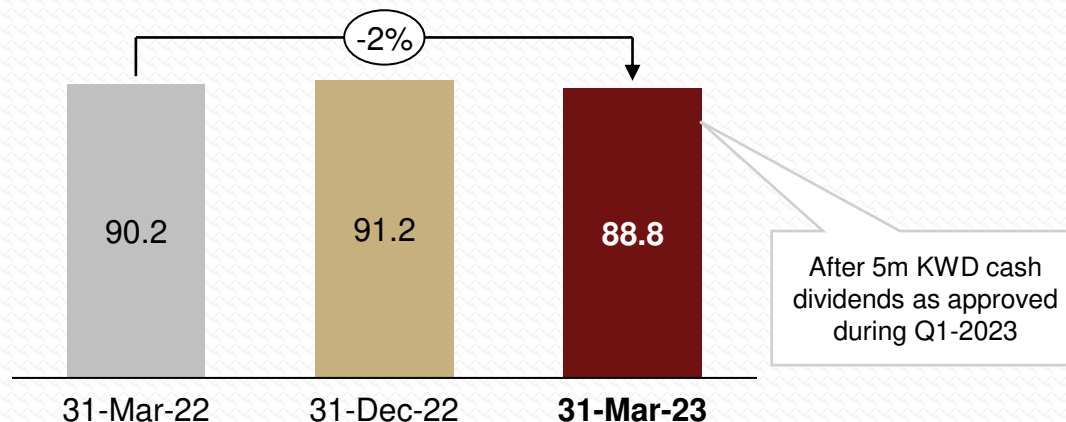
**Total Assets** (KD million)



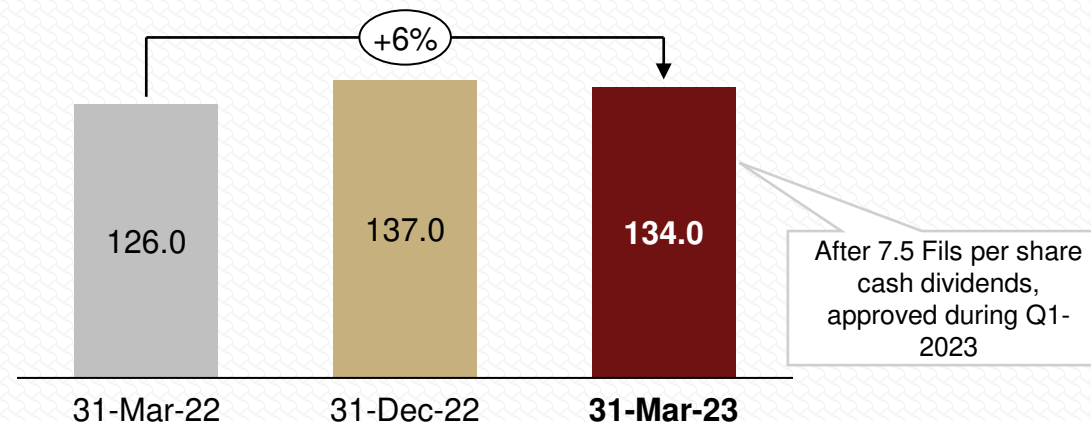
**Total Liabilities** (KD million)



**Equity attributable to Equity holders of Aayan** (KD million)\*



**Book Value Per Share** (Fils)\*



\* Dec-2022 is after 5m KWD capital reduction & Q1-2023 after 5m KWD cash dividends

# Consolidated Income Statement

(KD thousand)	Q1 2022	Q1 2023	Change (%)
Net leasing income	2,954	3,720	26%
Net real estate income	886	955	8%
Net income from investments & saving deposits	215	762	254%
Share of results of associates	106	807	661%
Advisory fees	56	63	13%
Other income	533	34	(94%)
<b>Total income</b>	<b>4,750</b>	<b>6,341</b>	<b>34%</b>
Total expenses	2,028	2,993	48%
Taxation	124	164	32%
<b>Total profit for the period</b>	<b>2,598</b>	<b>3,184</b>	<b>23%</b>
<b>Profit attributable to Aayan's equity holders</b>	<b>2,214</b>	<b>2,943</b>	<b>33%</b>
Profit attributable to non-controlling interest	384	241	(37%)
<b>EPS (Fils)</b>	<b>3.10</b>	<b>4.43</b>	<b>43%</b>

- Increase in Leasing Income, is mainly due to expansion of operating lease fleet during the year 2022, that has positively impacted during Q1-2023
- Increase in Investments is mainly due to changes in fair value of various new FVPL securities invested during year 2022
- Share of results is due to increase in results reported by associates, along with the increased stake in associates acquired during 2022
- In Q1 2023, staff, general & administration expenses constitutes of 35% of its total income as compared to 39% in Q1-2022.
- Increase in finance cost during Q1-2023 is due to utilization of KD 10 million during the year 2022.



# Consolidated Financial Position

(KD thousand)	31 Mar '22	31 Dec'22	31 Mar '23	Change	Change (%)
Cash & cash equivalents	31,481	17,014	16,935	(14,546)	(46%)
Financial assets at FVPL	1,959	9,695	10,325	8,366	427%
Investment in associates	11,184	20,092	23,016	11,832	106%
Investment properties	31,456	31,216	30,701	(755)	(2%)
Property and equipment	53,499	61,307	61,691	8,192	15%
Leasehold property	1,116	501	336	(780)	(70%)
Other assets	8,185	11,431	8,927	742	9%
Goodwill	91	91	91	-	-
<b>Total Assets</b>	<b>138,971</b>	<b>151,347</b>	<b>152,022</b>	<b>13,051</b>	<b>9%</b>
<b>Total Liabilities</b>	<b>35,957</b>	<b>47,872</b>	<b>51,247</b>	<b>15,290</b>	<b>43%</b>
Equity attributable to Aayan's Equity holders	90,164	91,224	88,772	(1,392)	(2%)
Non-Controlling Interests	12,850	12,251	12,003	(847)	(7%)
<b>Total Equity</b>	<b>103,014</b>	<b>103,475</b>	<b>100,775</b>	<b>(2,239)</b>	<b>(2%)</b>

## ASSETS

- The increase in financial assets at fair value through profit or loss securities and associates is mainly due to purchase of investments .
- Increase in property and equipment represents expansion in operating lease fleet during the year 2022.
- Other assets includes mainly trade receivables and inventory.

## LIABILITIES

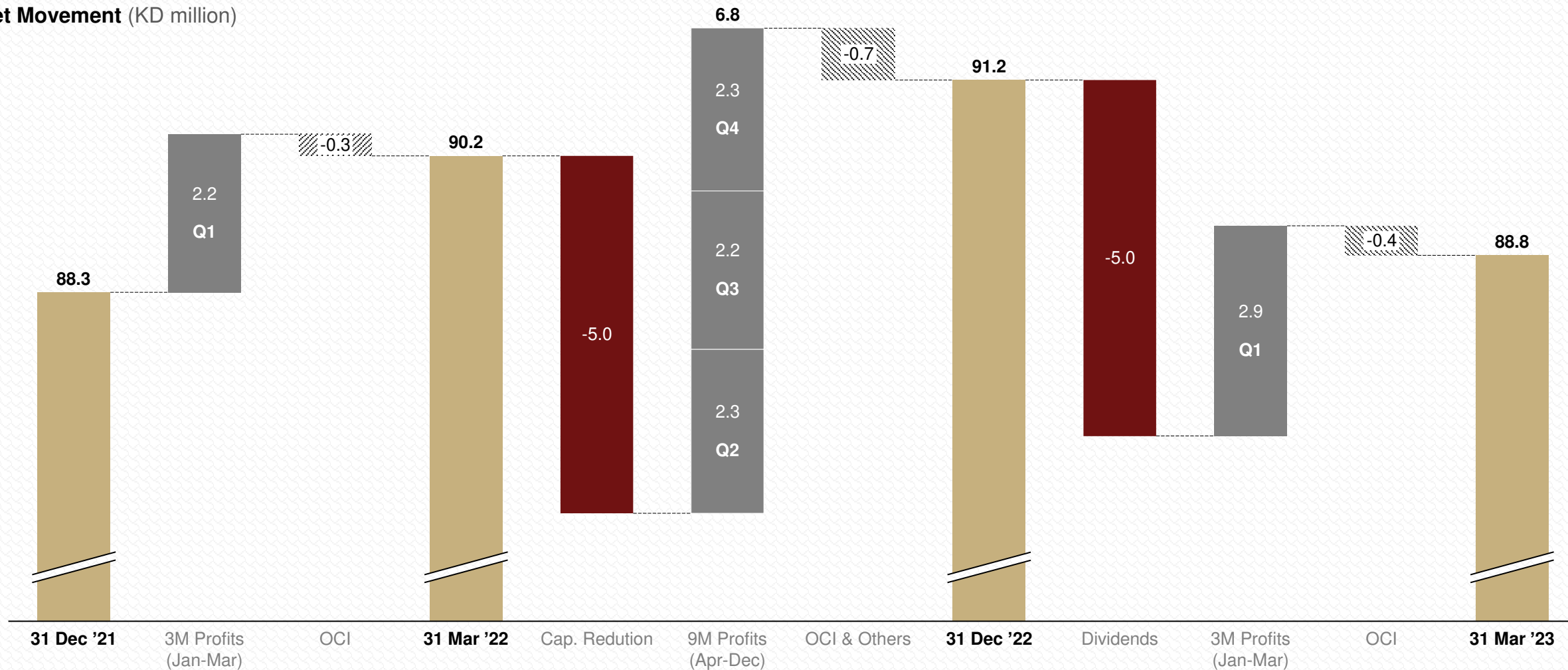
- Utilized 10m financing facility during Q4-2022
- Cash dividend ~5 million KD recorded as liability in Q1-2023

## EQUITY ATTRIBUTABLE TO AAYAN'S EQUITY HOLDERS

- Overall net reduction in equity is due to recording cash dividend of 7.5 Fils per share amounted to 5 million KD as approved by shareholders AGM during Q1-2023

# Equity attributable to Aayan's shareholders

Net Movement (KD million)



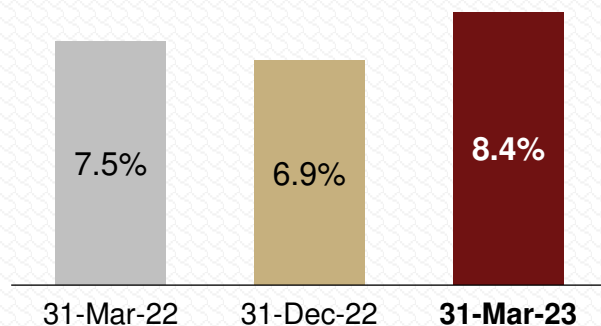
# Consolidated cash flows statement

(KD thousand)	Three Months ended 31 March	
	Q1 2022	Q1 2023
Net cash from operating activities	523	1,741
Net cash (used in) from investing activities	749	(984)
Net cash used in financing activities	(733)	(836)
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>539</b>	<b>(79)</b>
Cash and cash equivalents as at 1 January	30,889	16,998
Cash and cash equivalents as at 31 March	31,428	16,919

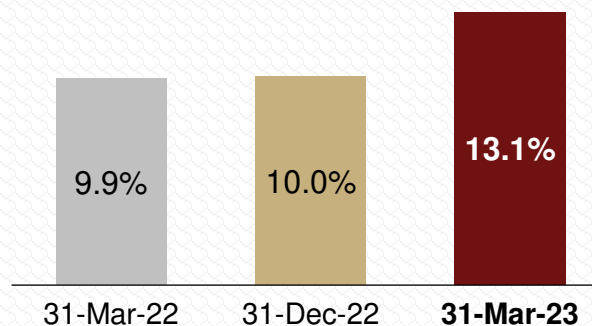
- Net cash from operating activities increased mainly due to the improvement in the company's various operations.
- Net cash used in investing activities mainly includes the purchase of associates and financial assets at fair value through profit or loss.
- Net cash used in financing activities mainly includes payments related to lease liabilities, capital reduction and Islamic financing payable
- Main reasons for the reduction in cash balance is due to the following:
  - Purchase of various investments in FVPL securities and associates
  - expansion in operating lease fleet size
  - Capital reduction of KD 5 million, as approved by shareholders in its extra ordinary general meeting held during Q2-2022

# Key Financial Ratios

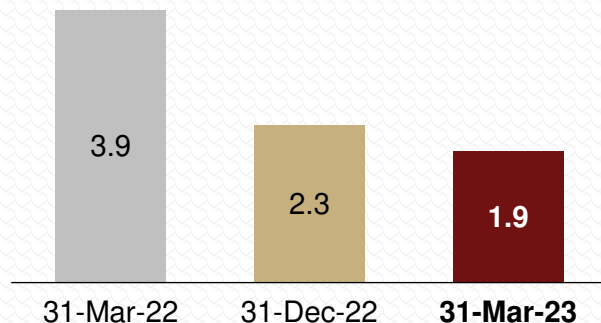
Return on Average Assets (ROAA)\* (%)



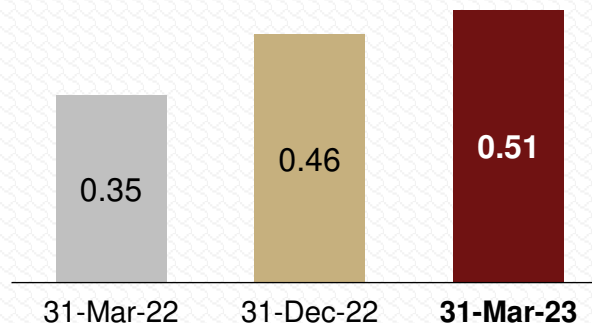
Return on Average Equity attributable to Aayan's Equity holders (ROAE)\* (%)



Current Ratio (CR) (times)



Debt to Equity (D/E) (times)

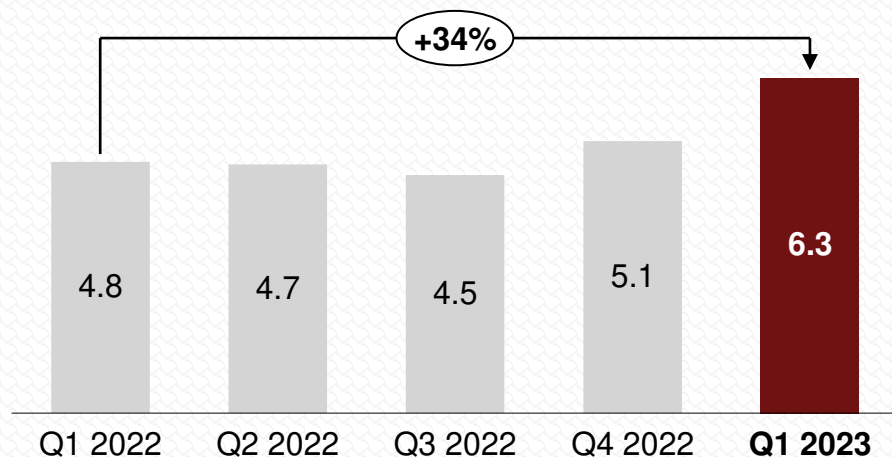


- ROAA – Increased income from Leasing and Direct Investments resulted in increase of ROAA during Q1-2023.
- ROAE – Increased results for Q1-2023 together with the reduction in equity due to cash dividend recorded during Q1-2023, which improved ROAE during Q1-2023
- CR – Reduction in current ratio resulted from investing in various assets of strategic & non-current, that were fully paid in cash which had a corresponding reduction in the current assets and still the CR remain healthy.
- D/E ratio – Increase is due to utilization of 10 million KD facility during end of year 2022

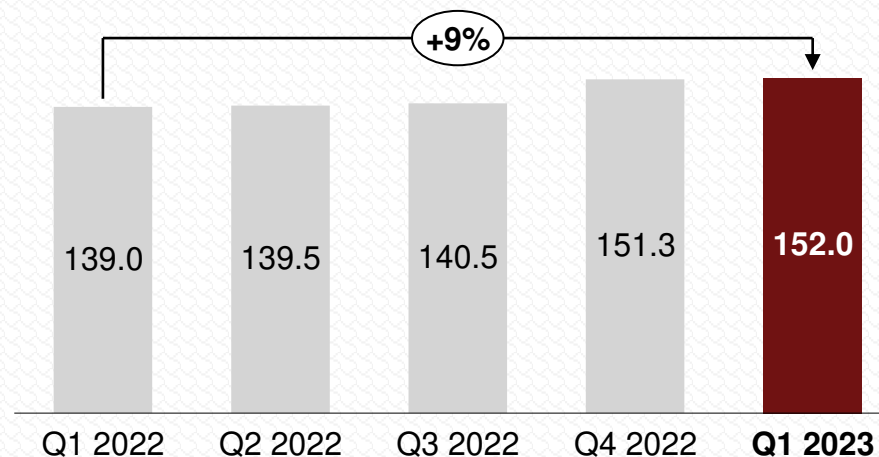


# Quarterly Trend

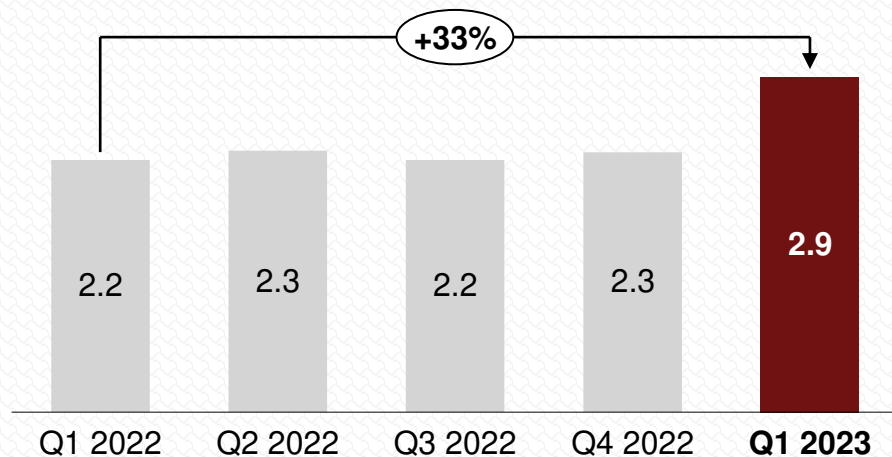
Total Income (KD million)



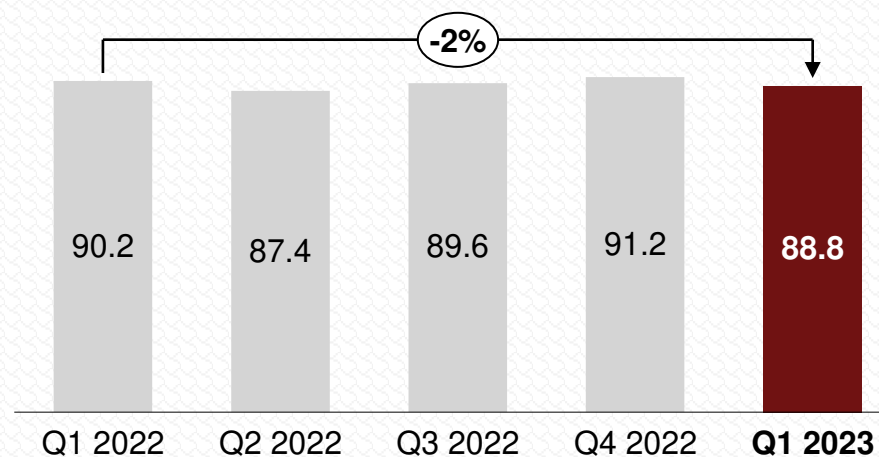
Total Assets (KD million)



Profit attributable to Equity holders of ALICO (KD million)



Equity attributable to Equity holders of ALICO (KD million)



# Q&A Session

# Thank You



شركة أعيان للإجارة والاستثمار  
A'AYAN LEASING & INVESTMENT CO. S.C.P.

## For Investor Relations

Website: <https://www.aayan.com>

Email Address: [investorrelations@aayan.com](mailto:investorrelations@aayan.com)

Telephone: 1804488 ext 459