

التاريخ: 2023/11/09
إشارة: أ.أ. 23/11/390

M/s: Disclosure department – CMA

M/s: Boursa Kuwait

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

السادة/ إدارة الإفصاح – هيئة أسواق المال

المحترمين

السادة/ شركة بورصة الكويت

المحترمين

السلام عليكم ورحمة الله وبركاته،

Subject: Supplementary disclosure

الموضوع: إفصاح مكمل

With reference to the above subject and our previous disclosure dated 05/11/2023 - Ref: A.A/380/10/23 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 third quarter ended September 30, 2023, at 1:00 p.m. on Thursday 09/11/2023, and conference presentation.

بالإشارة إلى الموضوع أعلاه، وإلى إفصاحنا السابق بتاريخ 2023/11/05 - إشارة رقم: أ.أ. 23/10/380/10/23، 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 بشأن انعقاد مؤتمر المحللين للربع الثالث المنتهي في 30 سبتمبر 2023 في تمام الساعة 1:00 من ظهر يوم الخميس الموافق 2023/11/09، والعرض التقديمي الخاص بالمؤتمر.

Yours sincerely,

وتفضلوا بقبول فائق الاحترام والتقدير،

Abdullah Mohammad Al-Shatti
Chief Executive Officer

عبدالله محمد الشطي
الرئيس التنفيذي

Attachments:

- Supplementary disclosure form.
- Analysts Conference Presentation for the third Quarter September 30, 2023.

شركة أعيان للإجارة والاستثمار (ش.م.ك.ع.)

A'AYAN LEASING & INVESTMENT CO.

30 سبتمبر 2023

المرفقات:

- نموذج الإفصاح المكمل.

- العرض التقديمي لمؤتمر المحللين للربع الثالث 30 سبتمبر 2023.

Supplementary disclosure Form		نموذج الإفصاح المكمل	
Date	2023/11/09	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 third quarter ended September 30, 2023, at 1:00 p.m. on Thursday 09/11/2023.	إفصاح مكمل من شركة أعيان للإجارة والاستثمار بشأن انعقاد مؤتمر المحللين للربع الثالث المنتهي في 30 سبتمبر 2023 في تمام الساعة 1:00 من ظهر يوم الخميس الموافق 2023/11/09.		
Date of previous disclosure	2023/11/05	تاريخ الإفصاح السابق	
Developments that occurred to the disclosure:	التطور الحاصل على الإفصاح:		
We would like to inform that Aayan Leasing and Investment Company has held the Analysts Conference for the second quarter ended September 30, 2023, via live broadcast at 1:00 p.m. on Thursday 09/11/2023. There was No material information has been circulated during the conference, we also attached the Analysts Conference presentation for the third quarter September 30, 2023. Aayan shall disclose minutes of the Conference within 3 working days.	نود الإفادة بقيام شركة أعيان للإجارة والاستثمار بعقد مؤتمر المحللين للربع الثالث المنتهي في 30 سبتمبر 2023 عن طريق البث المباشر عبر شبكة الانترنت وذلك في تمام الساعة 1:00 من ظهر يوم الخميس الموافق 2023/11/09. هذا ولم يتم تداول أي معلومات جوهرية خلال المؤتمر، كما نرفق لكم العرض التقديمي الخاص بمؤتمر المحللين للربع الثالث 30 سبتمبر 2023. وسوف تقوم شركة أعيان بالإفصاح عن محضر المؤتمر خلال 3 أيام عمل من تاريخ المؤتمر.		
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.		

أعيان^s

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

Analyst Conference Presentation

Q3 2023 – 9th November 2023

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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.

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Board of Directors



**Mansour Hamad
Almubarak**
Chairman



**Fahad Ali
Alghanim**
Vice Chairman



**Abdulaziz Nasser
Almarzouq**
Board Member



**Nasser Ibrahim
Boursly**
Board Member



**Talal Reda
Behbehani**
Independent Board Member



**Muhannad
Mohammed Alsanea**
Independent Board Member



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

Executive Management



Abdullah M. Alshatti, CFA
CEO



Saleh A. Alsarawi
Assistant CEO
Real Estate



Abdullah K. Abuhadedah, CFA
Assistant CEO
Investment & CF



Abdulwahab M. Alfares
Assistant CEO
Business Development



Faisal J. Alomar
Assistant CEO
HR & Admin. Affairs



Seyed Abu Thahir
Assistant CEO
Finance & Financial
Planning



Hala A. Aldhowaihi
Assistant CEO
Compliance &
AML/CFT



Wael Alqatami
Senior Vice President
Operations

Company Overview

- A'ayan Leasing and Investment Company (“**A'ayan**”) was established in 1998. The company was listed in Boursa Kuwait in 2002. A'ayan's main sectors includes leasing, investment and real estate.
- A'ayan is one of the leading operating lease companies in Kuwait, which has been outperforming with its exceptional achievements.
- After A'ayan's final debt settlement with its creditors, A'ayan 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 A'ayan's profitability.

Current Presence



Subsidiaries	A'ayan Leasing Holding Company 100%	East Gate Real Estate Company 100%	Jahra Mall - JV 77%	Mubarrad Holding Company 41%
	Oman Integral Logistics Company 50%	Tawazun Holding Company 44%	Light Fields 30%	A'ayan Real Estate Company 10%
Associates				

A'ayan's Recent Developments

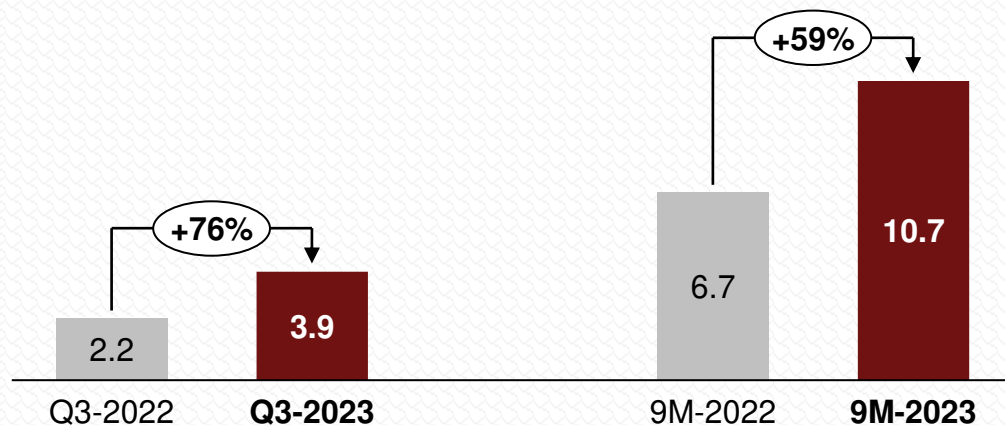
- A'ayan's results for the nine months ending 30th Sep 2023 is, further a clear indication of successful achievement in enhancing A'ayan shareholders' equity value, as a result from implementing the approved strategy of re-building direct investments sector and expanding operating lease portfolio
- During Q1-2023, A'ayan distributed 7.5 Fils per share (~ KD 5 million) cash dividends for the year 2022, as approved by shareholders in A'ayan's AGM
- A'ayan has been continuously exploring and evaluating various opportunities across different sectors to re-build and further strengthen its investment and real estate portfolio
- In addition, we have only utilized half of the financing facility of KD 20 million that has been granted to our fully-owned subsidiary. Still, KD 10 million yet to be utilized

Key Financial Metrics (KD'000)			
	<u>9M 2022</u>	<u>9M 2023</u>	<u>Δ (%)</u>
<u>Income Statement</u>			
Total income	13,958	20,037	44%
Net Profit*	6,722	10,722	59%
EPS* (Fils)	9.75	16.15	66%
<u>Financial Position</u>			
	<u>30 Sep 2022</u>	<u>30 Sep 2023</u>	<u>Δ (%)</u>
Total assets	140,511	153,622	9%
Total liabilities	38,432	45,268	18%
Equity*	89,552	96,432	8%

* Attributable to Equity shareholders of A'ayan

Snapshot – Results & Income

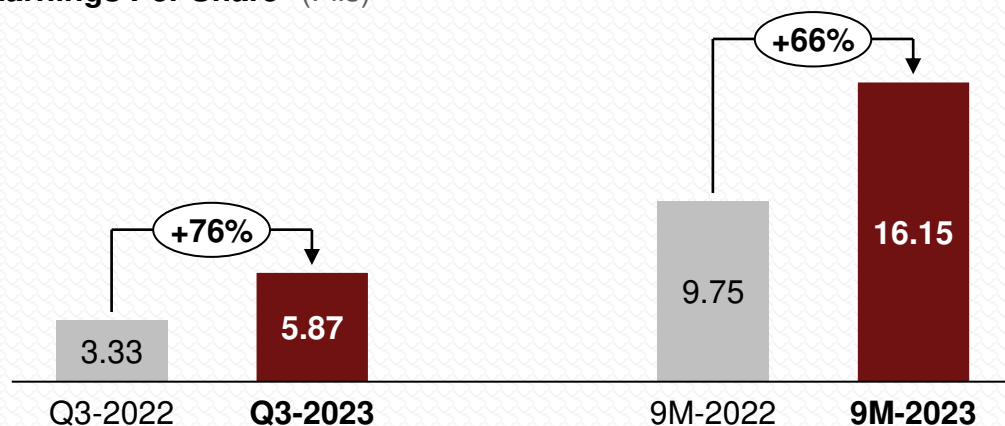
Net Profit* (KD'000)



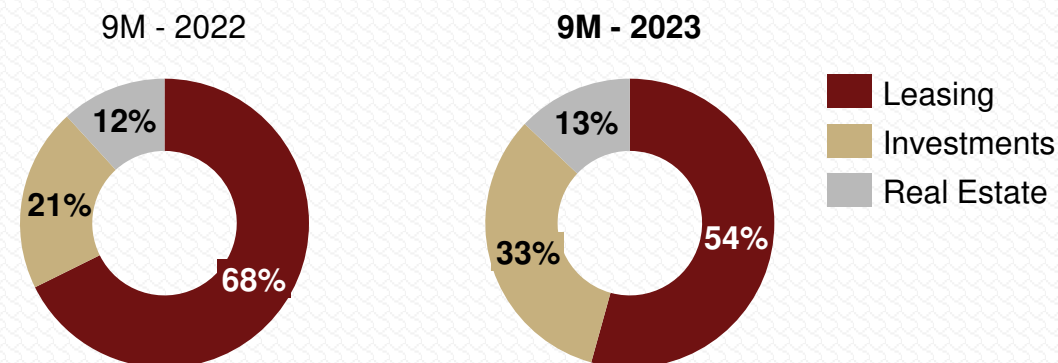
Total Income by Segment (KD'000)

	9M-2022	9M-2023	Δ (%)
Leasing	9,447	10,881	15%
Investment	2,865	6,560	129%
Real estate	1,646	2,596	58%
Total	13,958	20,037	44%

Earnings Per Share* (Fils)



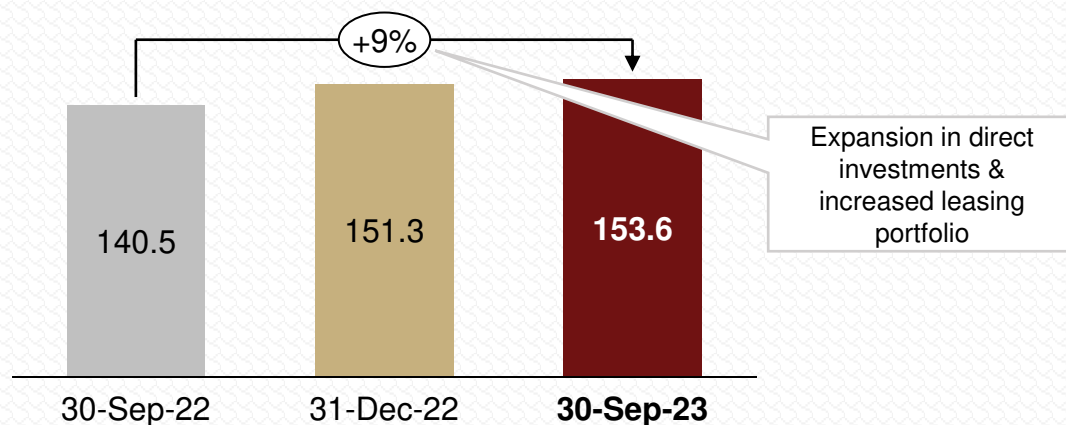
Total Income Contribution by Segment (%)



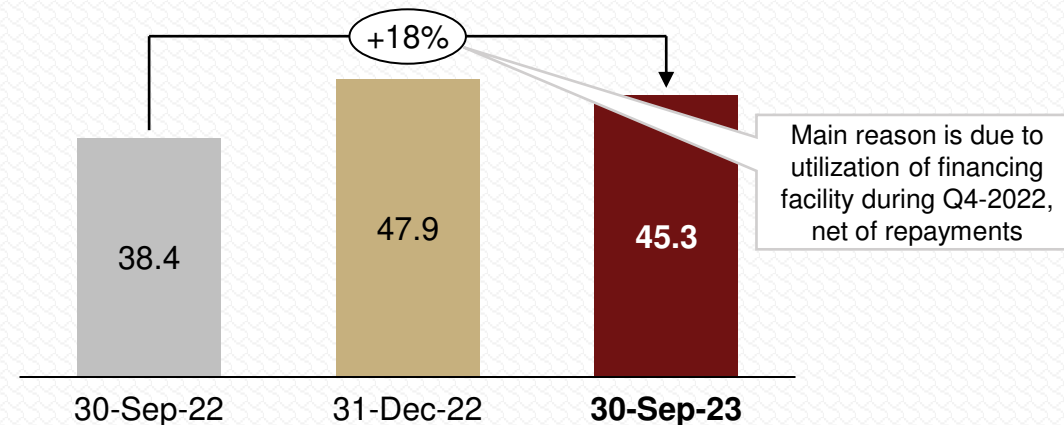
* Attributable to Equity shareholders of A'ayan

Snapshot – Financial Position

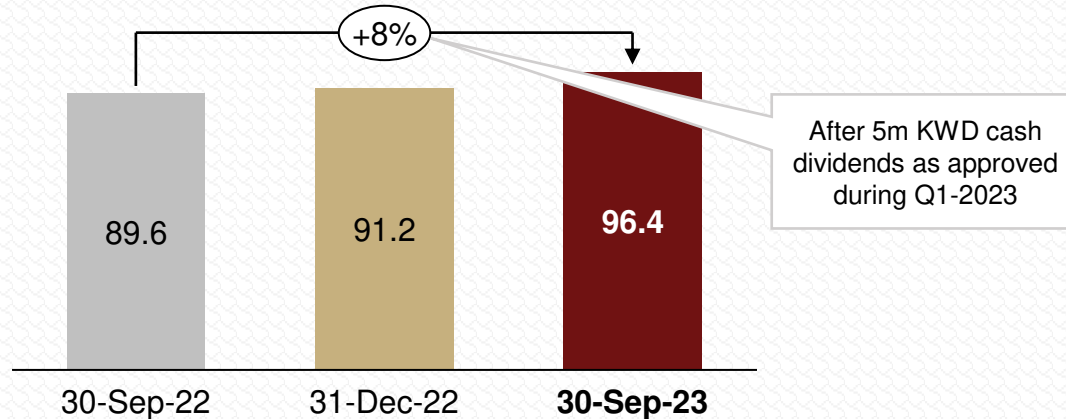
Total Assets (KD Million)



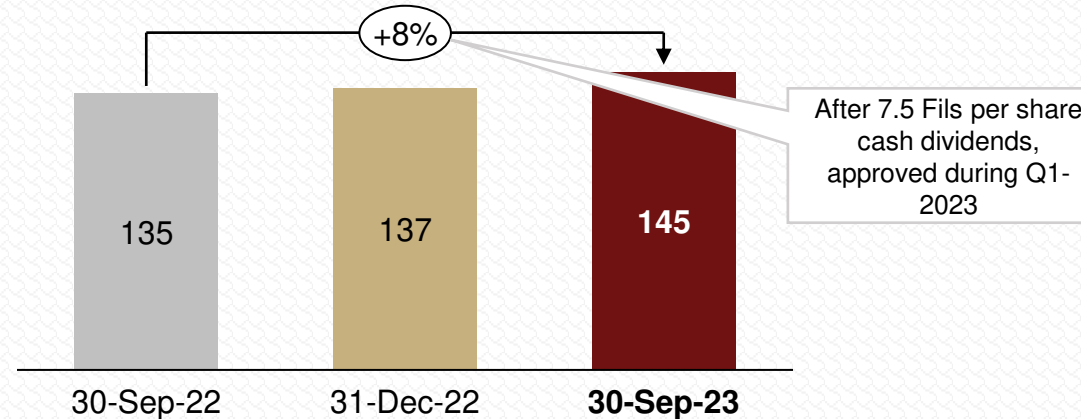
Total Liabilities (KD Million)



Equity attributable to Equity holders of A'ayan (KD Million)*



Book Value Per Share (Fils)*



* 30-Sep-2022 is after 5m KWD capital reduction & 30-Sep-2023 is after 5m KWD cash dividends

Consolidated Income Statement

(KD'000)	Q3-2022	Q3-2023	Δ (%)	9M-2022	9M-2023	Δ (%)
Net leasing income	3,152	3,546	13%	9,240	10,788	17%
Net real estate income	1,029	1,933	88%	2,869	3,837	34%
Net income from invest. & saving deposits	-21	1,034	5024%	323	3,117	865%
Share of results of associates	218	181	-17%	534	1,988	272%
Advisory fees	65	77	18%	187	202	8%
Islamic financing income	9	5	-44%	15	11	-27%
Other income	54	31	-43%	790	94	-88%
Total income	4,506	6,807	51%	13,958	20,037	44%
Total expenses	1,947	2,439	25%	6,042	8,028	33%
Taxation	111	227	105%	350	595	70%
Total profit for the period	2,448	4,141	69%	7,566	11,414	51%
Profit attrib. to A'ayan's equity holders	2,213	3,895	76%	6,722	10,722	59%
Profit attrib. to non-controlling interest	235	247	5%	844	693	-18%
EPS (Fils)	3.33	5.87	76%	9.75	16.15	66%

Overall increase in YTD-2023 results is mainly due to :

- Increase in net leasing income, as a result of the expansion in operating lease fleet
- Increase in net income from investments & savings deposits are mainly from both dividend income and changes in fair valuation of various financial assets at FVTPL, which were mainly invested during the year 2022
- Increase in share of results of associates (SOR) is mainly due to performance of various associate companies during 9M-2023. Moreover, A'ayan's additional acquisition in 2022 in one of its existing associate companies further elevated SOR
- Real Estate's revenue growth of 34% is mainly due to gain recorded on its sale of certain investment properties

Consolidated Financial Position

(KD'000)	Sep-22	Dec-22	Sep-23	Sep-23 vs Sep-22	Δ (%)
Cash & cash equivalents	16,305	17,014	19,215	2,910	18%
Financial assets at FVPL	8,695	9,695	12,110	3,415	39%
Investment in associates	10,770	20,092	20,079	9,309	86%
Investment properties	32,984	31,216	28,086	(4,898)	-15%
Property and equipment	60,813	61,307	64,147	3,334	5%
Leasehold property	670	501	-	(670)	-100%
Other assets	10,183	11,431	9,894	(289)	-3%
Goodwill	91	91	91	-	-
Total Assets	140,511	151,347	153,622	13,111	9%
Total Liabilities	38,432	47,872	45,268	6,836	18%
Equity attrib. to A'ayan's Equity holders	89,552	91,224	96,432	6,880	8%
Non-Controlling Interests	12,527	12,251	11,922	(605)	-5%
Total Equity	102,079	103,475	108,354	6,275	6%

ASSETS

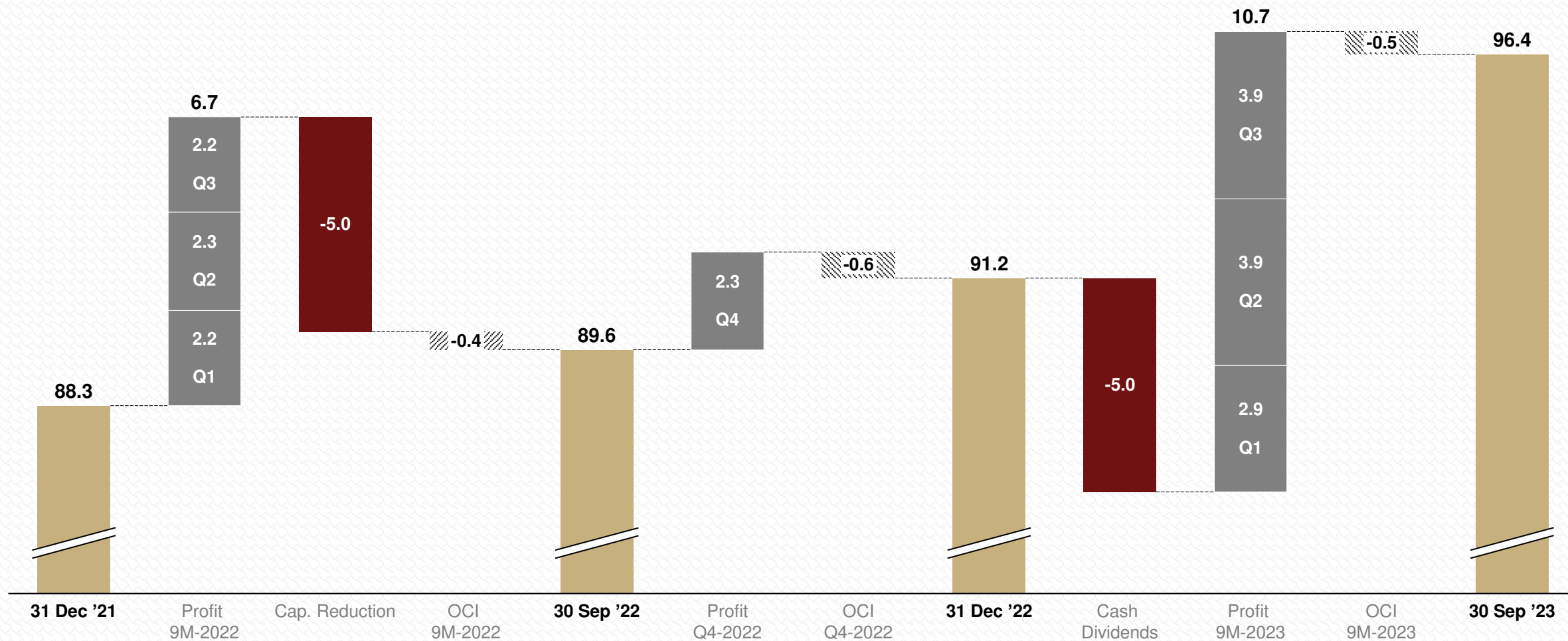
- Increase in financial assets at FVTPL is mainly due to purchase of investments during the year 2022 along with its changes in fair valuation until year-to-date
- Increase in associates mainly from :
 - acquisition of new strategic investment & additional stake in an existing associate company
 - share of results of associates, after netting off distributions from various associate companies by way of dividends and capital reduction
- Increase in property and equipment represents expansion in operating lease fleet since 2022
- Reduction in Investment properties is mainly due to sale of certain properties during YTD 2023.

LIABILITIES

- Utilized 10 million financing facility during Q4-2022
- Settlement of Islamic financing payable during YTD-2023

Equity attributable to A'ayan's shareholders

Net Movement (KD million)



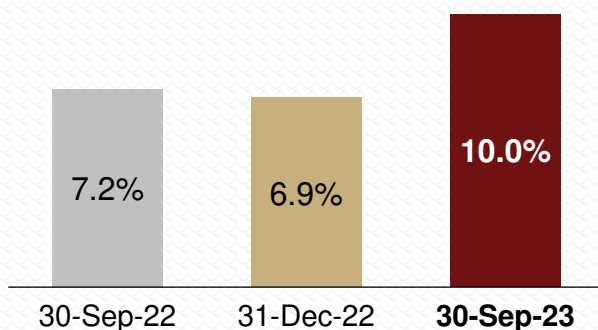
Consolidated cash flows statement

(KD thousand)	<i>Nine Months ended 30 Sep</i>	
	YTD 2022	YTD 2023
Net cash (used in) from operating activities	(593)	5,628
Net cash (used in) from investing activities	(7,062)	7,103
Net cash used in financing activities	(6,945)	(10,531)
Net (decrease) increase in cash and cash equivalents	(14,600)	2,200
Cash and cash equivalents as on 1 January	30,889	16,998
Cash and cash equivalents as on 30 Sep	16,289	19,198

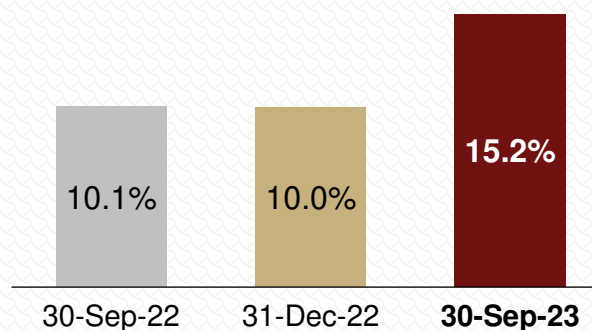
- Increase in Net cash from operating activities is mainly due to the improvement in the company's various operations.
- Net cash from investing activities resulted in an increase, from cash dividends from various associates and financial assets at FVTPL, capital reduction proceed received from an associate, in addition to proceeds received from sale of investment properties.
- Net cash used in financing activities during YTD 2023 mainly includes dividend payments by A'ayan and its subsidiaries companies to its shareholders, further to its repayment of Islamic finance payable, payment of financing cost and lease liabilities.
- On an overall, during YTD 2023, A'ayan Group reported net cash inflows which had resulted from both of its core operational & investment activities.

Key Financial Ratios

Return on Average Assets (ROAA)* (%)



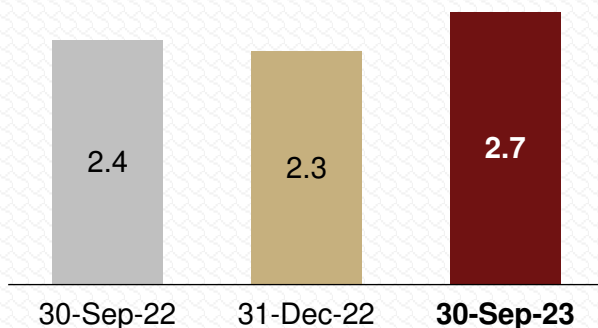
Return on Average Equity attributable to A'ayan's Equity holders (ROAE)* (%)



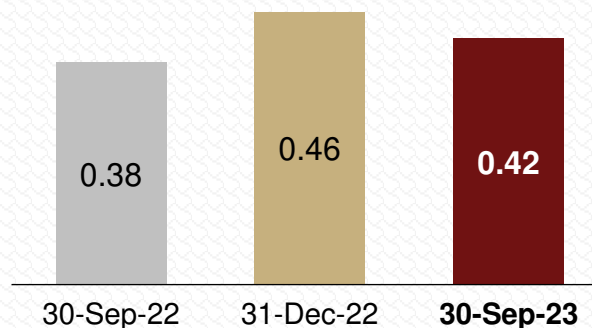
- ROAA & ROAE – Increased net results due to income from leasing, direct investments & Real Estate resulted in increase of both ROAA & ROAE during YTD-2023.

- CR – Despite investing in various strategic & non-current assets, which reduced the current assets, CR still remain consistently healthy

Current Ratio (CR)



Debt to Equity (D/E)

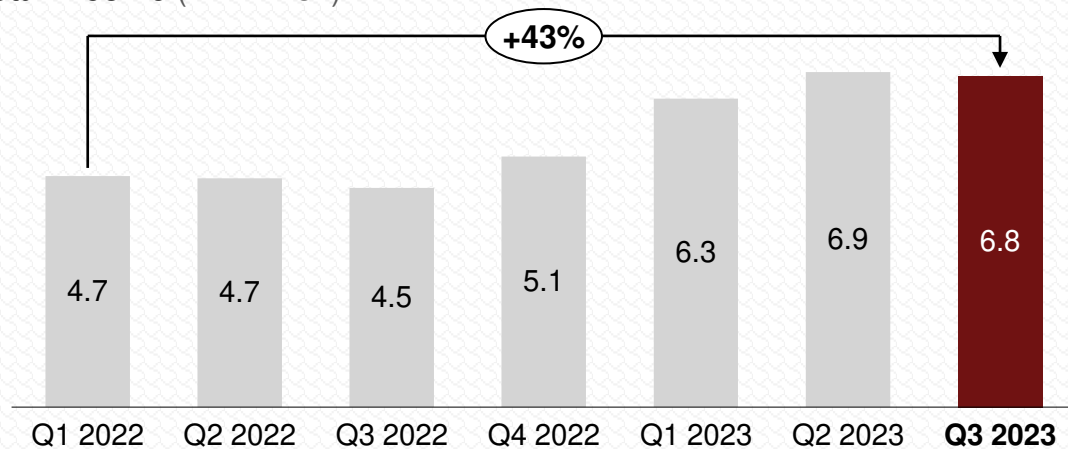


- D/E ratio – Increase is mainly due to utilization of KD 10 million facility during end of year 2022, netting of KD ~3 million repayments during YTD 2023

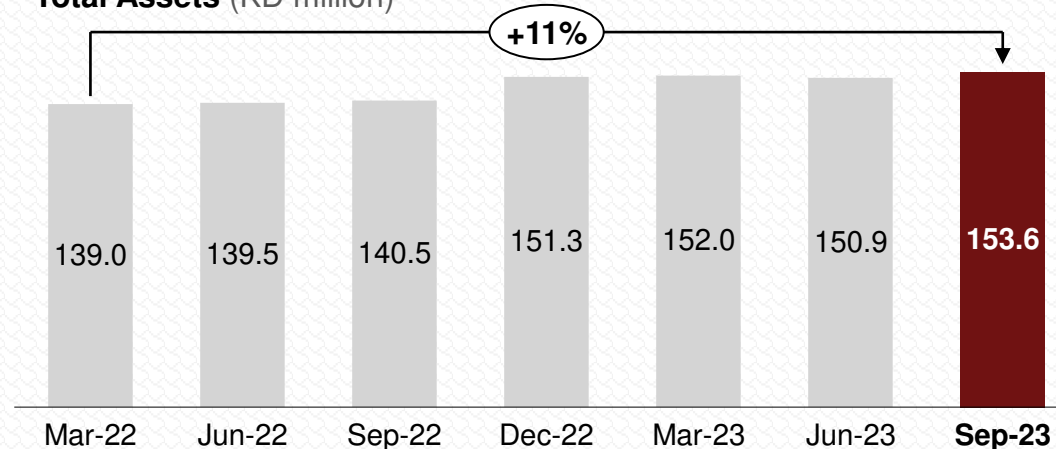
* Annualized for YTD returns

Quarterly Trend

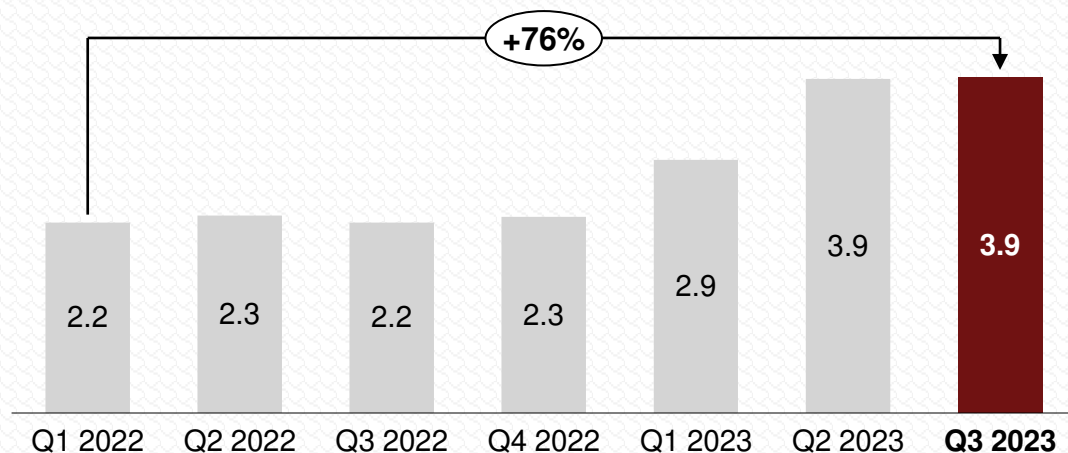
Total Income (KD million)



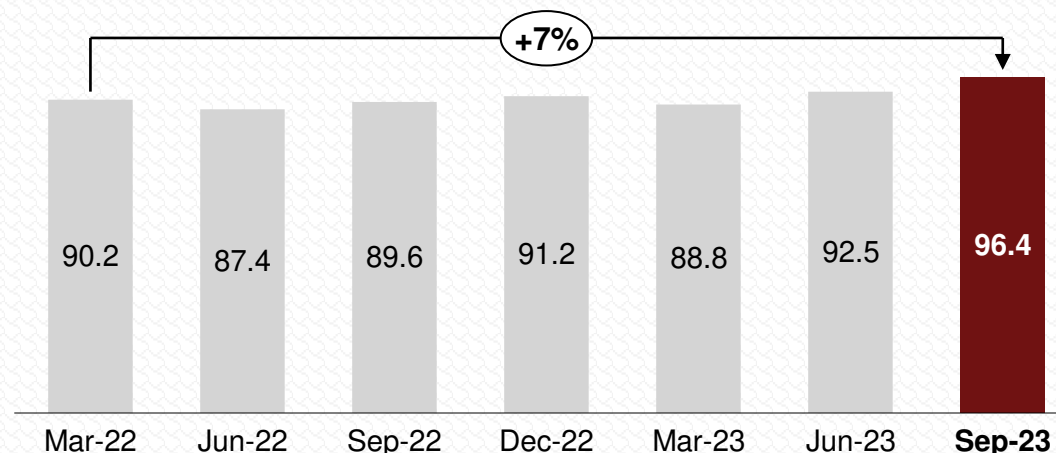
Total Assets (KD million) *



Profit attributable to Equity holders of A'ayan (KD million)



Equity attributable to Equity holders of A'ayan (KD million) *



* At the end of period

Q&A Session

Thank You

أعيان

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

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