

التاريخ: 2024/11/14
إشارة: أ.أ. 2024/11/392

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 مُكمل

With reference to the above subject and our previous disclosure dated 07/11/2024- Ref: A.A/386/11/24 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 on September 30, 2024, at 12:45 PM on Thursday 14/11/2024, and conference presentation.

Yours sincerely,

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, 2024.

المرفقات:

- نموذج الإفصاح المكمل.
- العرض التقديمي لمؤتمر المحللين للربع الثالث 30 سبتمبر 2024.

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

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Supplementary disclosure Form		نموذج الإفصاح المكمل	
Date	2024/11/14	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 regarding holding of the Analysts Conference for the Third quarter ended on September 30, 2024.	إفصاح مكمل بشأن انعقاد مؤتمر المحللين للربع الثالث المنتهي في 30 سبتمبر 2024 .		
Date of previous disclosure	2024/11/07	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 Third quarter ended on September 30, 2024, via live broadcast at 12:45 PM on Thursday 14/11/2024.	نود الإفادة بقيام شركة أعيان للإجارة والاستثمار بعقد مؤتمر المحللين للربع الثالث المنتهي في 30 سبتمبر 2024 عن طريق البث المباشر عبر شبكة الانترنت وذلك في تمام الساعة 12:45 من ظهر يوم الخميس الموافق 2024/11/14.		
There was No material information has been circulated during the conference, we also attached the Analysts Conference presentation for the Third quarter ended in September 30, 2024.	هذا ولم يتم تداول أية معلومات جوهرية خلال المؤتمر، كما نرفق لكم العرض التقديمي الخاص بمؤتمر المحللين للربع الثالث 30 سبتمبر 2024.		
Aayan shall disclose minutes of the Conference within 3 working days from the date of holding.	هذا وستقوم شركة أعيان بالإفصاح عن محضر المؤتمر خلال 3 أيام عمل من تاريخ الانعقاد.		
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.
(8)

Handwritten signature/initials.

أعيان^s

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

Analyst Conference Presentation

9M 2024 – 14th November 2024

Contents

1 A'ayan's Board of Directors and Executive Management

2 Company Overview & Recent Developments

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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
Chief of Compliance



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 Bursa 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 77.1%	Mubarrad Holding Company 41.7%
	Associates			
	Oman Integral Logistics Company 50%	Tawazun Holding Company 45.5%	Light Fields 30%	A'ayan Real Estate Company 9.1%

A'ayan's Recent Developments

- Aayan's results for the nine months ending 30th September 2024 has further enhanced Aayan shareholders' equity value
- Aayan Group received approval to extend leasehold rights in a real estate project in Jahra area, which will further improve the operational results during the extended lease period
- During the period, Aayan Group has paid its first two instalments totaled KD 2 million out of its utilized KD 10 million facility. Still KD 10 million facility is yet to be utilized by the Group
- For the 2nd consecutive year, Aayan has distributed a cash dividend of 7.5 Fils per share (~ KD 5 million) for the fiscal year 2023
- Aayan has been continuously exploring and evaluating various opportunities across different sectors to re-build and further strengthen its investment and real estate portfolio

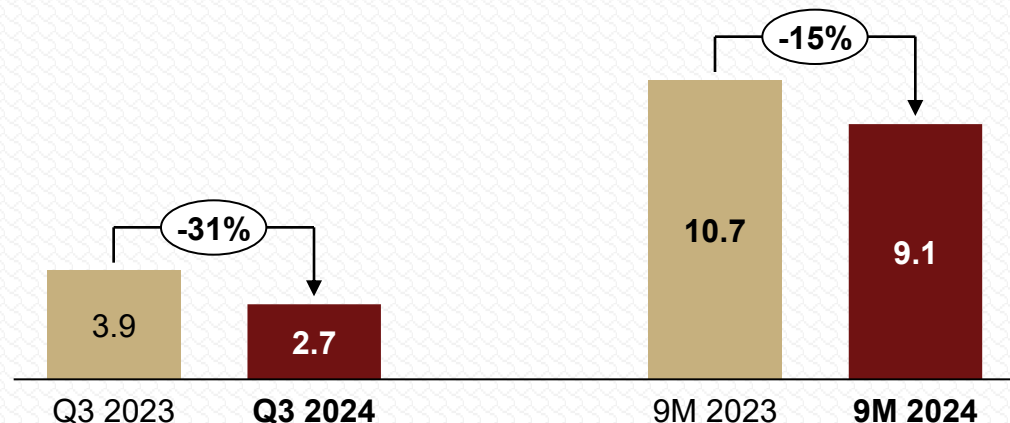
Key Financial Metrics (KD'000)

Income Statement	9M 2023	9M 2024	Δ (%)
Total income	20,037	17,282	-14%
Net Profit*	10,721	9,140	-15%
EPS* (Fils)	16.15	13.76	-15%
Financial Position	30 Sep'23	30 Sep'24	Δ (%)
Total assets	153,622	164,804	7%
Total liabilities	45,268	51,750	14%
Equity*	96,432	101,479	5%

* Attributable to Equity shareholders of A'ayan

Snapshot – Results & Income

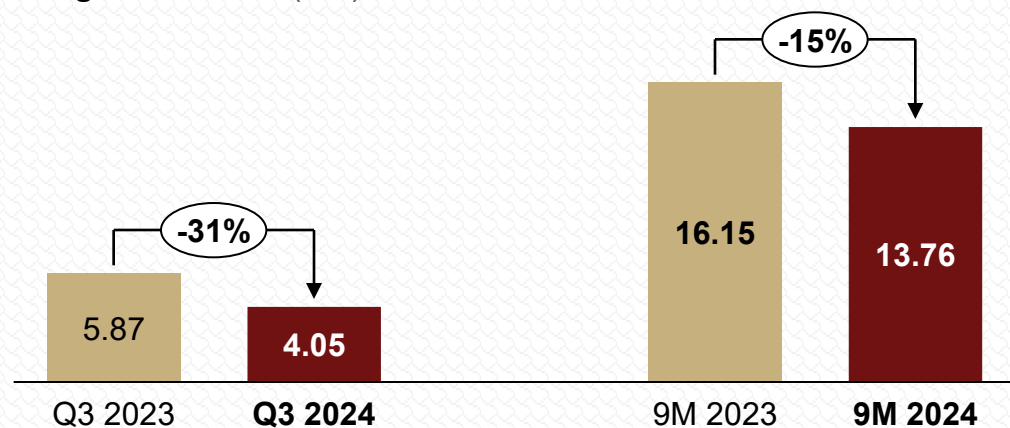
Net Profit* (KD million)



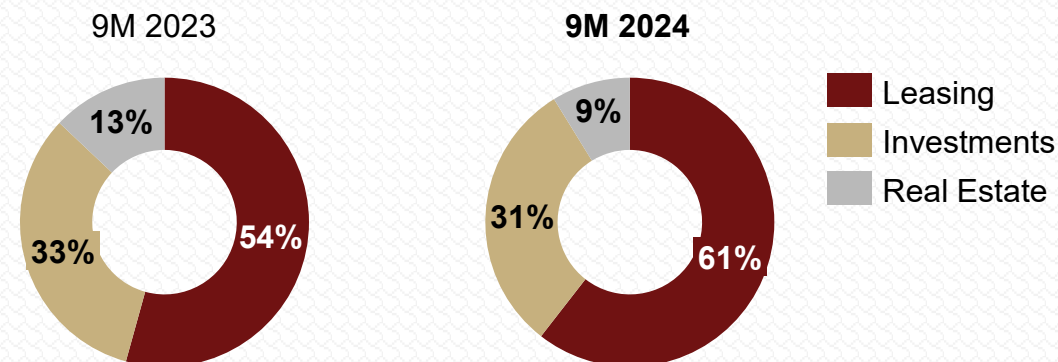
Total Income by Segment (KD'000)

Segment	9M 2023	9M 2024	Δ (%)
Leasing	10,881	10,460	-4%
Investment	6,560	5,303	-19%
Real estate	2,596	1,519	-41%
Total	20,037	17,282	-14%

Earnings Per Share* (Fils)



Total Income Contribution by Segment (%)



* Attributable to equity holders of A'ayan

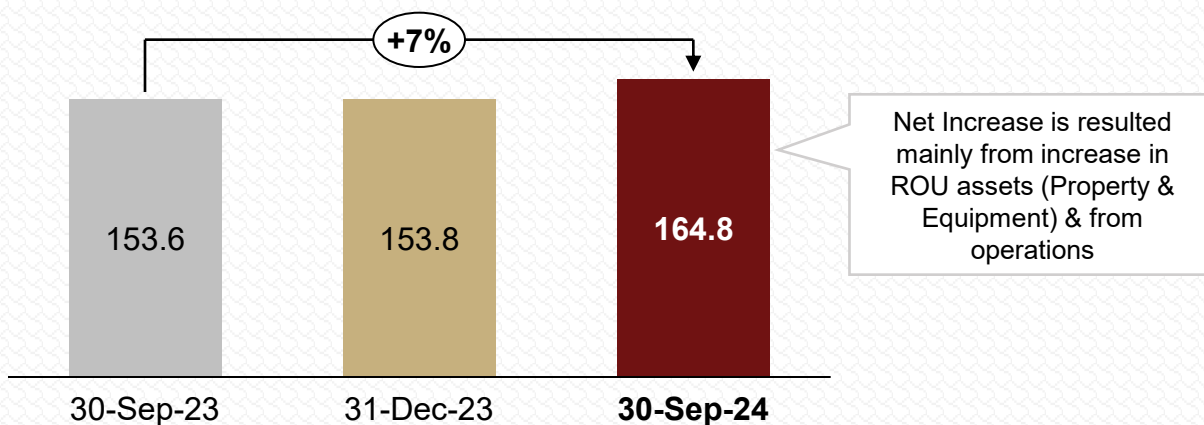
Consolidated Income Statement

(KD thousand)	Q3 2023	Q3 2024	Δ (%)	9M 2023	9M 2024	Δ (%)
Net leasing income	3,546	3,511	-1%	10,788	10,300	-5%
Net real estate income	1,933	964	-50%	3,837	3,051	-20%
Net income from investments & saving deposits	1,034	771	-25%	3,117	2,235	-28%
Share of results of associates	181	192	6%	1,988	1,420	-29%
Advisory fees	77	61	-21%	202	176	-13%
Islamic financing income	5	10	100%	11	23	109%
Other income	31	7	-77%	94	77	-18%
Total income	6,807	5,516	-19%	20,037	17,282	-14%
Total expenses	2,439	2,282	-6%	8,028	6,678	-17%
Taxation	227	201	-11%	595	602	1%
Total profit for the period	4,141	3,033	-27%	11,414	10,002	-12%
Profit attributable to Aayan's equity holders	3,894	2,690	-31%	10,721	9,140	-15%
Profit attributable to non-controlling interest	247	343	39%	693	862	24%
EPS (Fils)	5.87	4.05	-31%	16.15	13.76	-15%

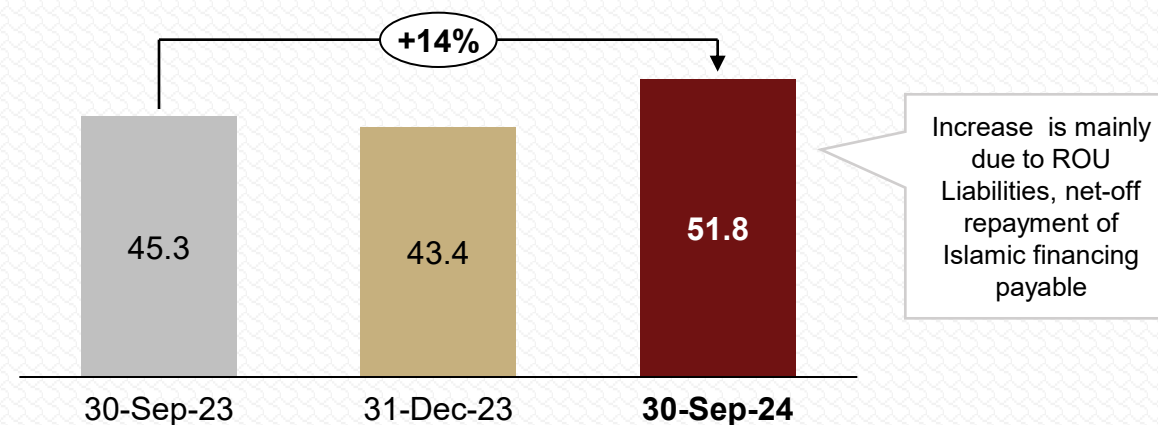
- During 9M-2024, Group reported an increase in the operating lease rental income
- Secondary cars market in Kuwait, in general, had witnessed a downward trend in its margin, which impacted Aayan Group, despite revenues from sale of used cars has increased during 9M-2024
- The performance of the equity portfolio during the first nine months of 2024 has impacted the Group's financial assets at FVTPL
- Drop in share of results of associates is due to recording provision reversal during 9M-2023, while operational share of results have increased during 9M-2024
- Real estate income in the previous period includes gain on sale of real estate around KD 1 million

Snapshot – Financial Position

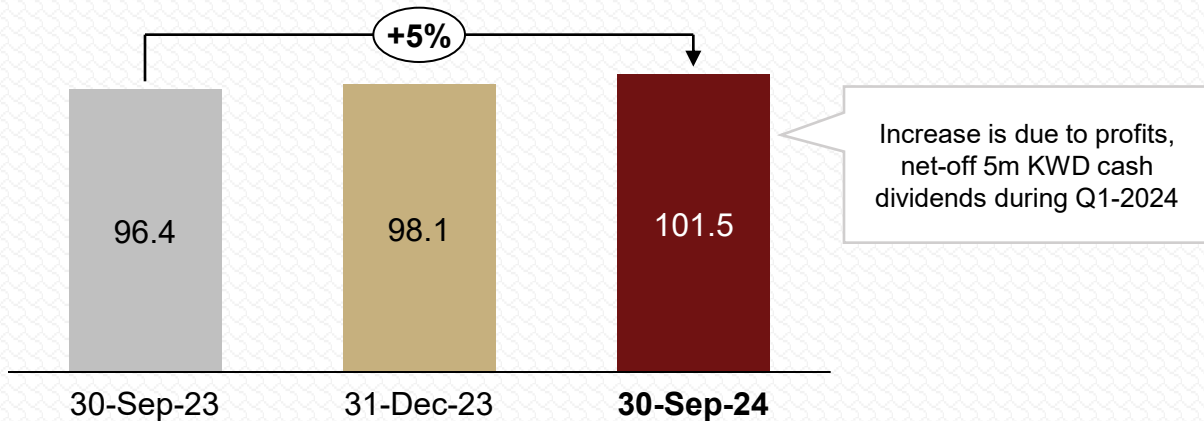
Total Assets (KD Million)



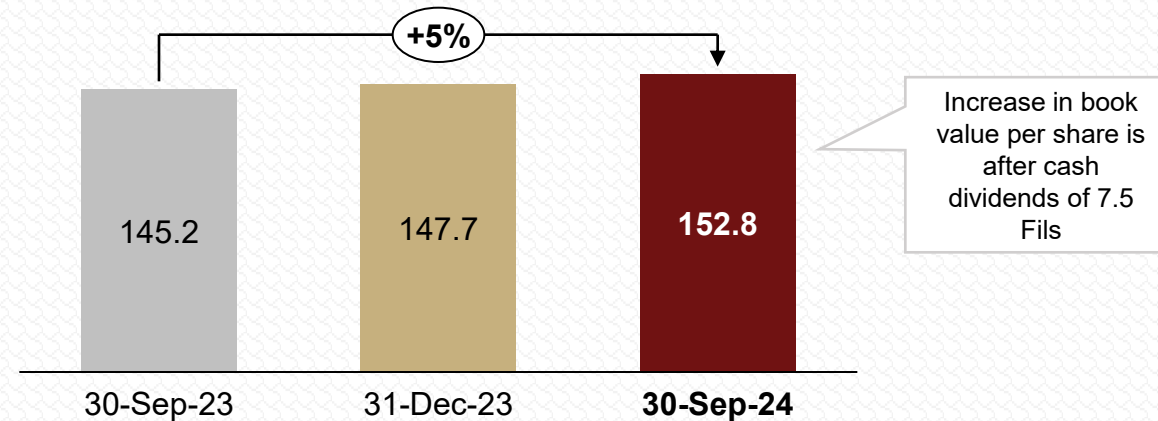
Total Liabilities (KD Million)



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



Book Value Per Share (Fils)*



* after KD 5 million cash dividends each for the fiscal years 2022 and 2023

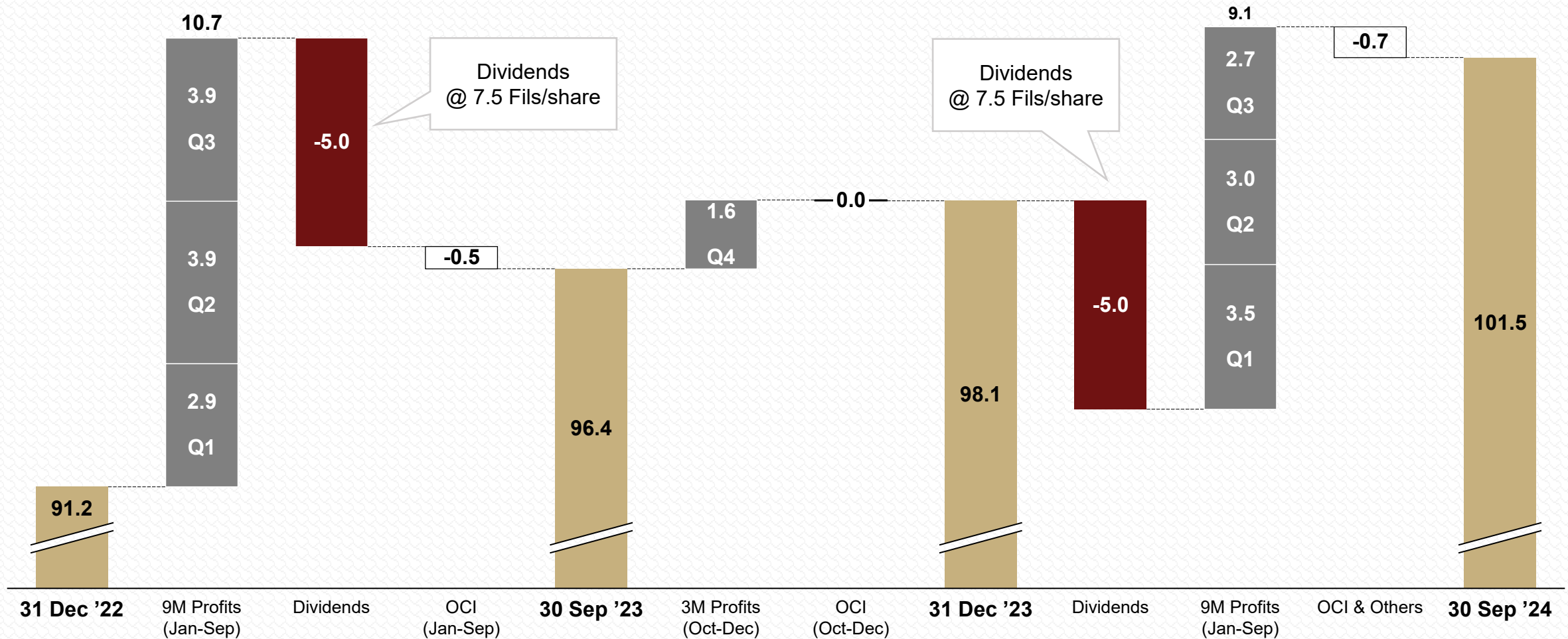
Consolidated Statement of Financial Position

(KD thousand)	30 Sep'23	31 Dec'23	30 Sep'24	Δ (KD)	Δ (%)
Cash & cash equivalents	19,215	19,734	15,117	(4,098)	-21%
Financial assets at FVTPL	12,110	11,687	12,015	(95)	-1%
Investment in associates	20,079	18,061	19,224	(855)	-4%
Investment properties	28,086	30,604	30,298	2,212	8%
Property and equipment	64,147	65,131	77,526	13,379	21%
Other assets	9,894	8,577	10,624	730	7%
Goodwill	91	-	-	(91)	-100%
Total Assets	153,622	153,794	164,804	11,182	7%
Total Liabilities	45,268	43,420	51,750	6,482	14%
Equity attributable to Aayan's Equity holders	96,432	98,057	101,479	5,047	5%
Non-Controlling Interests	11,922	12,317	11,575	(347)	-3%
Total Equity	108,354	110,374	113,054	4,700	4%

- Increase in property and equipment during the period mainly includes:
 - Extension of leasehold rights in a real estate project in Jahra Area (KD 11 million), with a corresponding increase in the liabilities and
 - Increase in leased assets
- The increase in investment properties is attributed to purchases made during the period

Equity Attributable to A'ayan's Shareholders

Net Movement (KD million)



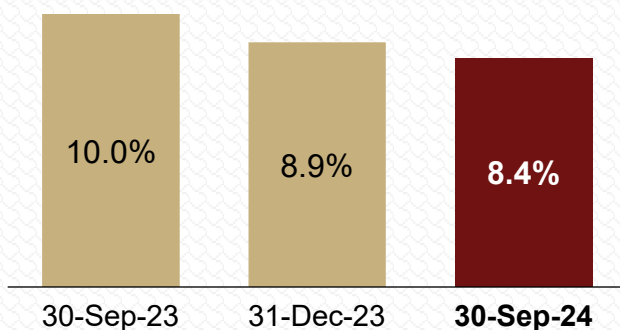
Consolidated Statement of Cash Flows

(KD thousand)	<i>For nine months ending 30 September</i>	
	2023	2024
Net cash from operating activities	5,628	4,176
Net cash from investing activities	7,103	1,029
Net cash used in financing activities	(10,531)	(9,822)
Net (decrease) increase in cash and cash equivalents	2,200	(4,617)
Cash and cash equivalents as on 1 January	16,998	19,718
Cash and cash equivalents as on 30 September	19,198	15,101

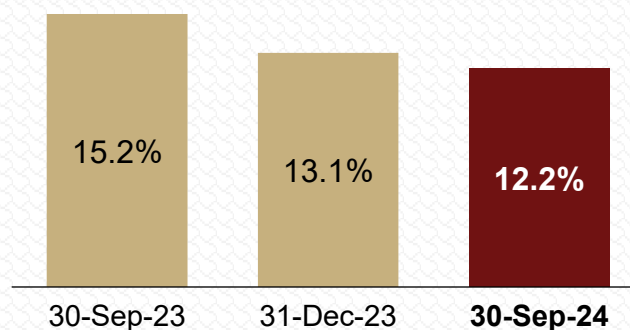
- Increase in net cash from operating activities is mainly due to the improvement in the company's various operations
- Net cash from investing activities YTD 2024 mainly resulted from cash dividends from financial assets at FVTPL and associates, whereas YTD 2023 also includes capital reduction proceed received from an associate & proceeds received from sale of investment properties
- Net cash used in financing activities mainly includes dividend payments by A'ayan and its subsidiaries companies to its shareholders, further to repayment of Islamic finance payable, payment of financing cost and lease liabilities.

Key Financial Ratios

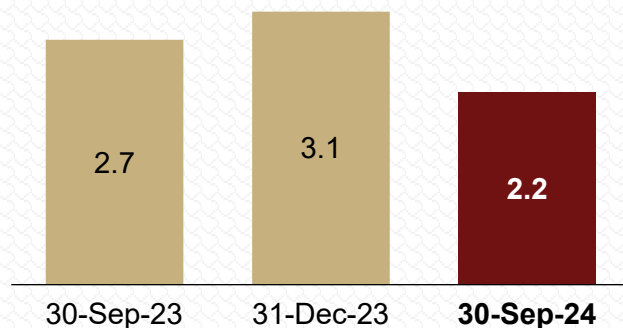
Return on Average Assets (ROAA)* (%)



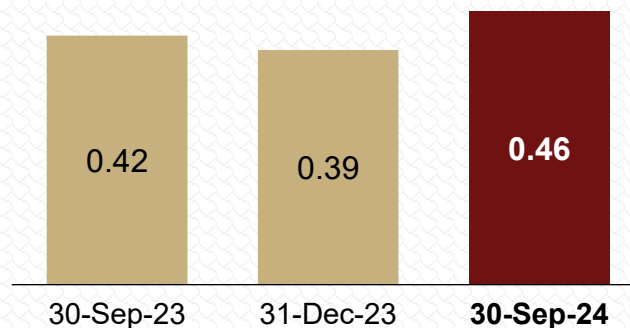
Return on Average Equity attributable to A'ayan's Equity holders (ROAE)* (%)



Current Ratio (CR)



Debt to Equity (D/E)



■ ROAA & ROAE

- Returns on Average Assets reached 8.4% & Returns on Average Equity reached 12.2%, despite the increase of total assets size during the period

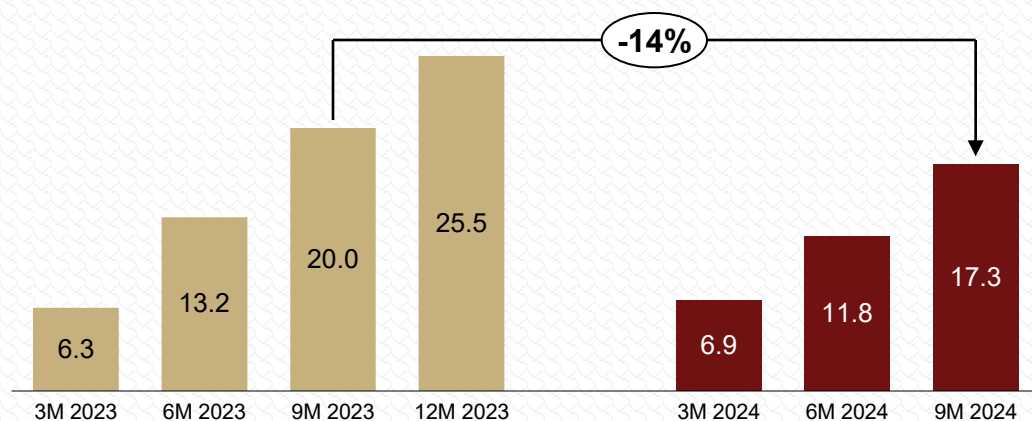
■ CR & D/E Ratios

- Both Current & Debt Equity Ratios remains steadily healthy during 9M 2024

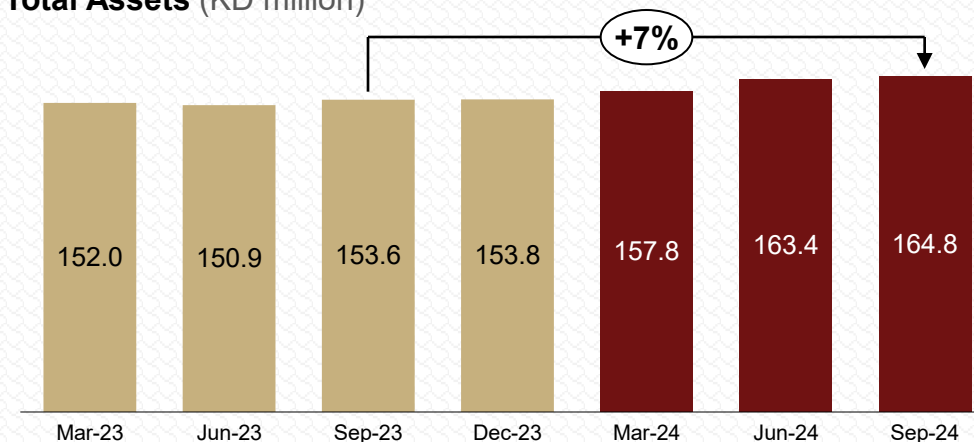
* annualized

Key Quarterly Trend

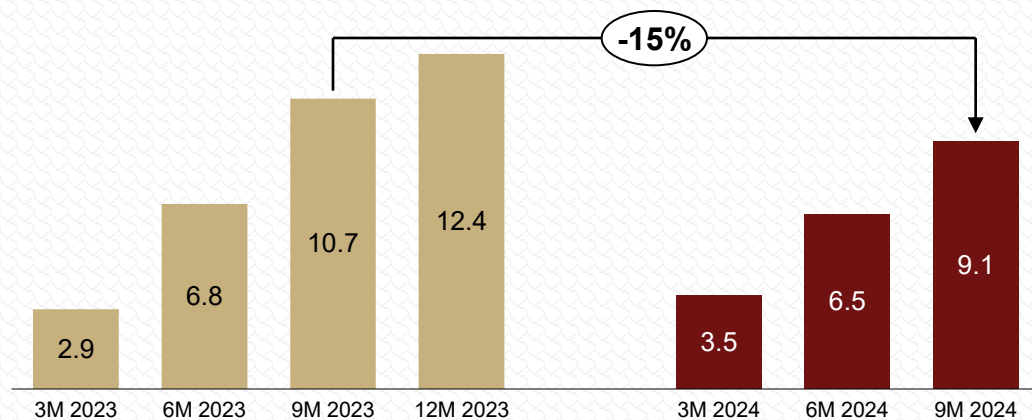
Total Income (KD million)



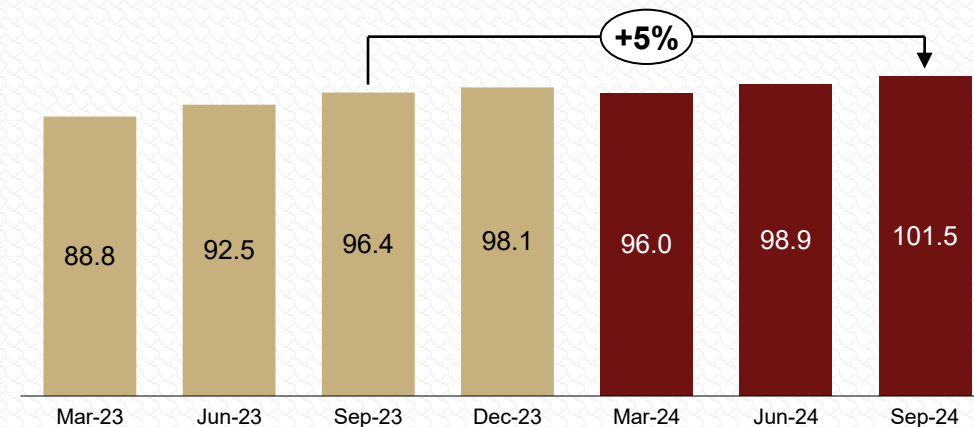
Total Assets (KD million)*



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
AAYAN LEASING & INVESTMENT CO. S.C.P.

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