

Date: 26/10/2022
Ref: M.C/E.M/307/2022

التاريخ: 2022/10/26
الإشارة: ش.م.أ.ع/307/2022

To: Boursa Kuwait

السادة/ شركة بورصة الكويت المحترمين،،

**Subject: Analyst/Investor Conference Presentation of
Mabaneer's (K.P.S.C) Company for Q3/2022**

**الموضوع: العرض التقديمي لمؤتمر المحللين/المستثمرين لشركة
المباني (ش.م.ك.ع) للربع الثالث للعام/2022**

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 (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 Wednesday 26/10/2022, at 2:00 p.m (Kuwait Local Time) (through Live Webcast).

يرجى العلم بأن مؤتمر المحللين/المستثمرين قد انعقد في يوم الأربعاء الموافق 2022/10/26، 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 presentation for Q3-2022.

كما نرفق لكم طيه عرض مؤتمر المحللين/المستثمرين للربع الثالث من العام 2022.

This is for your information and notice.

هذا للعلم والإحاطة،،

Best Regards,

وتفضلوا بقبول فائق الإحترام،،

طارق عبدالوهاب العدساني
نائب الرئيس التنفيذي
Tareq Abdulwahab Al-Adsani
Deputy Chief Executive Officer

Q3-2022

Results Presentation

Period Ended September 30, 2022

October 2022





Tareq Al-Adsani
Deputy Chief Executive Officer



Salman Asadulla
Corporate Finance Unit Head



Reem Al-Hajri
Investor Relations, Manager

DISCLAIMER/DISCLOSURE/FORWARD LOOKING STATEMENTS






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CONTENT

5		PERFORMANCE HIGHLIGHTS
6		KUWAIT <ul style="list-style-type: none">• THE AVENUES• HILTON GARDEN INN• WALDORF ASTORIA• SABAH AL AHMAD (S3)• AVENTURA - (J3)
12		BAHRAIN <ul style="list-style-type: none">• THE AVENUES• HILTON GARDEN INN• West Expansion
16		KSA <ul style="list-style-type: none">• THE AVENUES - RIYADH• THE AVENUES - KHOBAR
20		FINANCIAL PERFORMANCE

PERFORMANCE HIGHLIGHTS 9M-2022

Strong Group performance

KD 82.59 Mn.
+ 11.99%

• Revenue

KD 61.89 Mn.
+10.66%

• EBITDA

KD 45.25 Mn.
+11.30%

• Net Profit

Business Highlights

- Continued commitment on strategy execution
- Despite ongoing challenging global environment, Mabaneer continued to perform very well with record 9 months earnings.
- Recovery in footfall traffic and improved leasing activities in both Kuwait and Bahrain.
- Continued projects execution in Kuwait, Bahrain & Saudi Arabia.
- Working towards ESG considerations in our operations while acknowledging its importance to our business and sustainability.

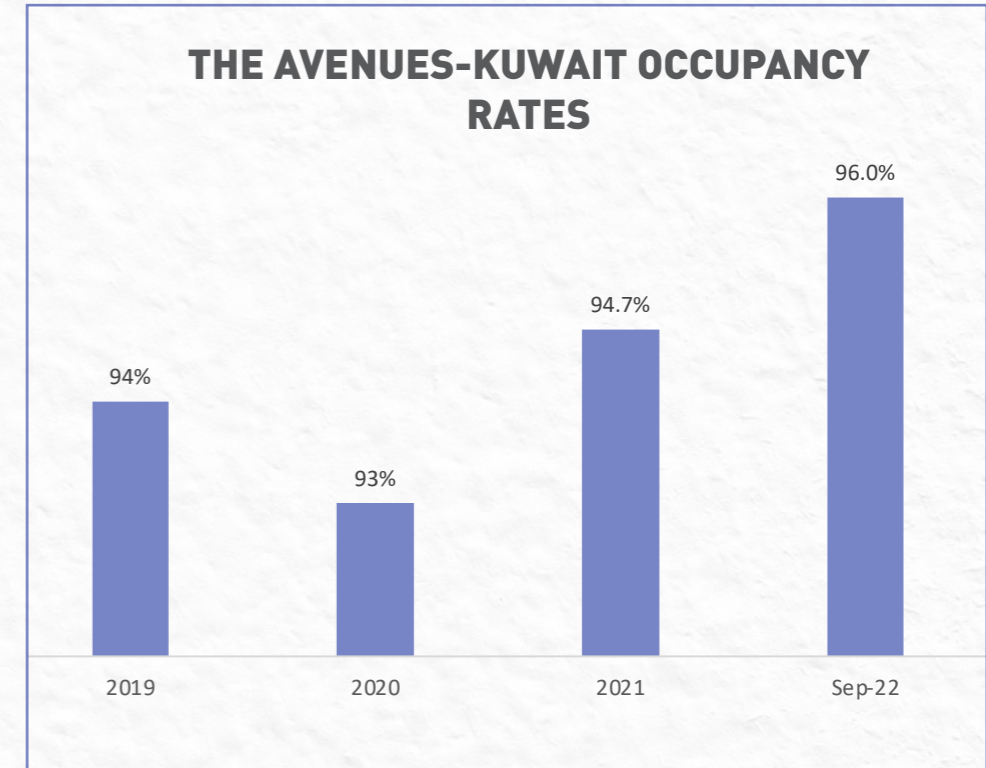
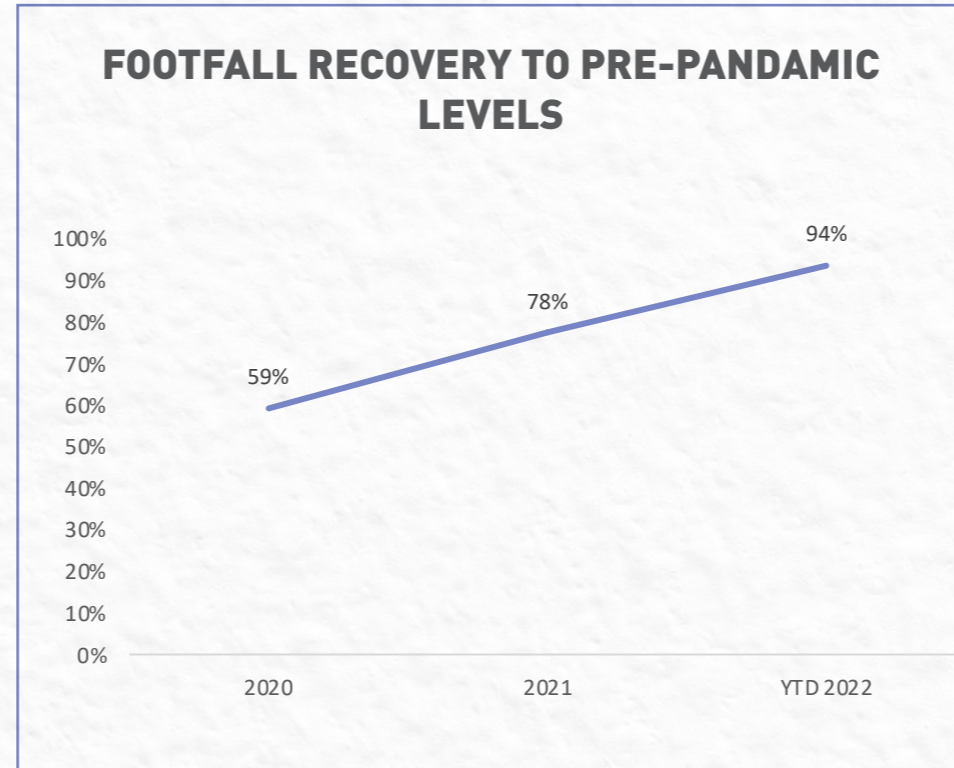
KUWAIT



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		



- Developed and managed by Mabaneer, The Avenues is the largest and most visited retail, entertainment and lifestyle destination in Kuwait and the region.
- Improved retail confidence drove higher leasing activities.
- Continued demand for space and occupancy gains.
- Improved footfall rate with 10% increase from previous quarter.

HILTON GARDEN INN - KUWAIT



PLOT AREA 16,770 sqm	BUILT-UP AREA 35,000 sqm
NO. KEY 385	
OPERATOR HILTON WORLDWIDE	

- Connected to the north side of The Avenues.
- Hotel's RevPar for 9-months period 2022 increased by 51% compared to last year.
- 9-months Occupancy at 39.22 %, +11% points vs. 2021.
- Performance was predominantly driven by leisure segment use.

WALDORF ASTORIA - KUWAIT



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

- A five-star luxury business and leisure hotel connected to the south side of The Avenues through the Prestige District.
- Latest addition to the Group's expanding hospitality portfolio.
- Soft opening in August 2022 with positive turnout to date.
- Exceptional restaurants and cafes offerings with award-winning restaurant (ROKA).

AVENTURA (J3) - KUWAIT



MABANEE'S OWNERSHIP <h1>35%</h1>		PROJECT TYPE <h1>PPP project*</h1>	
MALL BUA <h1>295,000</h1> <small>sqm</small>	MALL GLA <h1>108,200</h1> <small>sqm</small>	NUMBER OF UNITS <h1>445</h1>	
RESIDENTIAL BUA <h1>65,510</h1> <small>sqm</small>	RESIDENTIAL GLA <h1>50,000</h1> <small>sqm</small>	UNITS <h1>276</h1>	
MANAGEMENT <h1>100%</h1>		EXPECTED COMPLETION <h1>Q3 2025</h1>	

- 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).
- 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.
- The construction began on-site for most component with a progress of 6.4%.

SABAH AL AHMAD (S3) - KUWAIT



PLOT AREA

40,121
sqm

SOUK PLOT AREA

32,451
sqm

HOTEL

110

ROOMS

BUA

66,053

HOTEL OPERATOR

HILTON WORLDWIDE

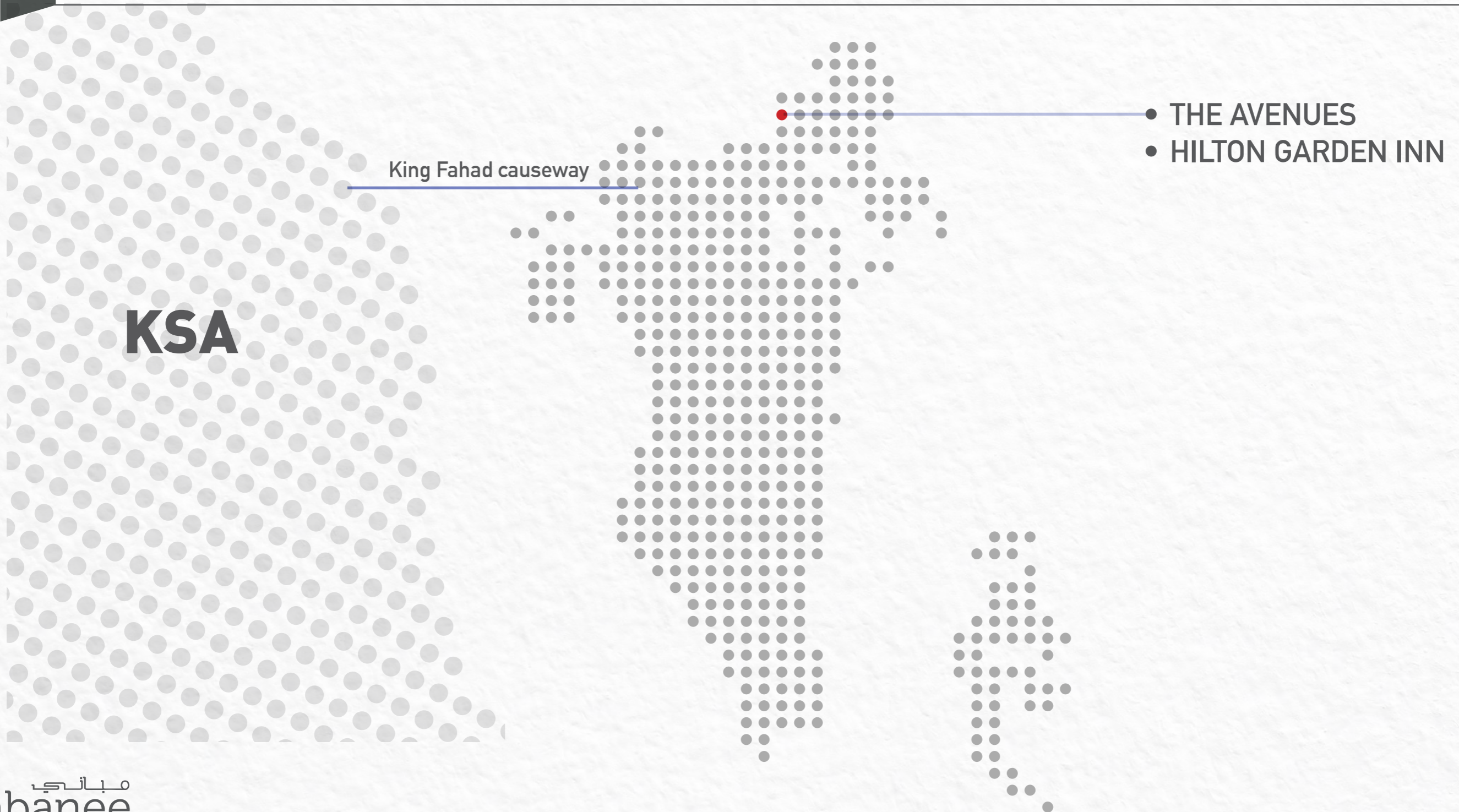
PROJECT TYPE

PPP

23,200 **GLA**
sqm

- Selected as the “preferred investor” for the S3 Sabah Al Ahmad Investment Opportunity from The Public Authority for Housing Welfare (PAHW).
- Commercial mixed-use project comprising of a retail center and 3-star hotel.
- Comprised of retail offerings such as a community cinema, supermarket, family entertainment, drive through dining and an authentic Souk experience.
- Officially awarded in October, confirming Mabanee’s status as the “Successful Investor”.

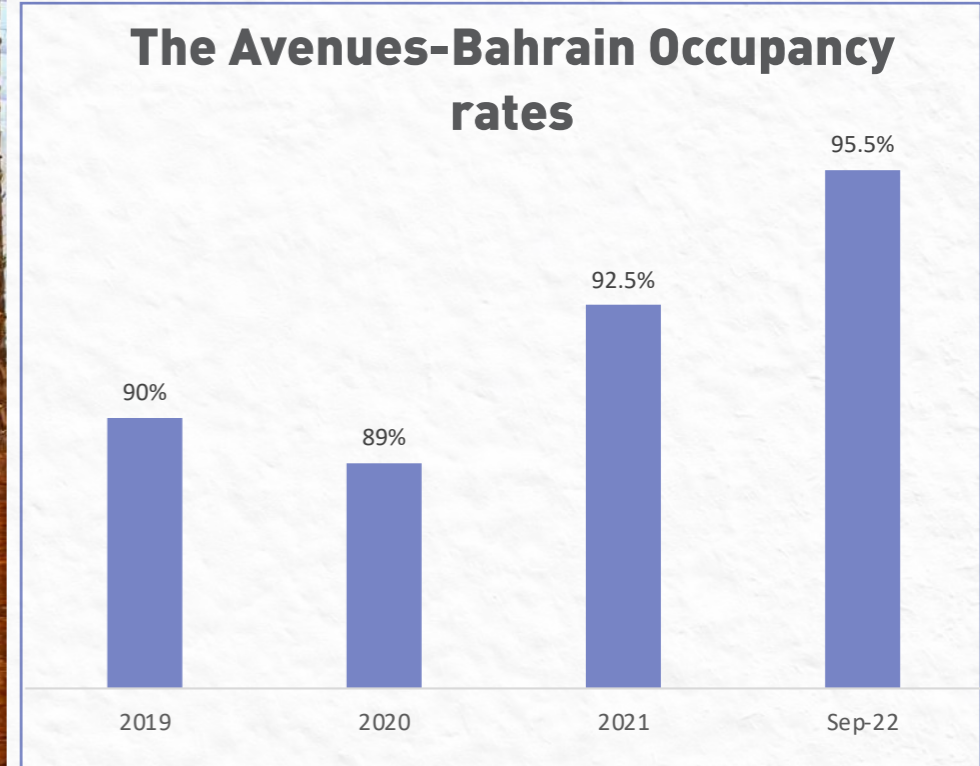
BAHRAIN



THE AVENUES - BAHRAIN

the place to be

الأفينوز
THE AVENUES
BAHRAIN البحرين



PLOT AREA 272,000 sqm	BUILT-UP AREA 136,000 sqm	
PARKING CAPACITY 1,420	NUMBER OF UNITS 120	
CINEMAS 10	DISTRICTS 3	MANAGEMENT 100%
GLA 37,500 sqm	MABANEE'S OWNERSHIP 35%	

- Located at the heart of Manama, was inaugurated in 2017. The design is inspired by The Avenues – Kuwait.
- Positive leasing activity signals retail recovery with occupancy recorded 95.5%.
- Improved footfall rate with 10% increase from previous quarter.

HILTON GARDEN INN - BAHRAIN



PLOT AREA
2,000
sqm

BUILT-UP AREA
23,600
sqm

NO. KEY
192

OPERATOR
HILTON WORLDWIDE

- Located in the heart of Bahrain Bay and directly connected to The Avenues - Bahrain.
- Good turnout on account of Eid al Adha, summer Holidays across GCC as well as other public holidays, contributed to the hotel's average occupancy rate reaching more than 70% since the beginning of the year.

WEST EXPANSION THE AVENUES - BAHRAIN

the place to be

الأفينوز

THE AVENUES

BAHRAIN البحرين



BUILT-UP AREA Mabanee's ownership
115,870 sqm **35%**

RETAIL UNITS **MANAGEMENT**
248 **100%**

EXPECTED COMPLETION
42,000 GLA sqm **Q2 2024**

- An extension of the west part of The Avenues - Bahrain.
- West Expansion will result in an increase to the total project's GLA to reach approx. 80,000 sqm
- Reclamation is fully completed. Main Contractor on site to commence structural work.



THE AVENUES - RIYADH

the place to be

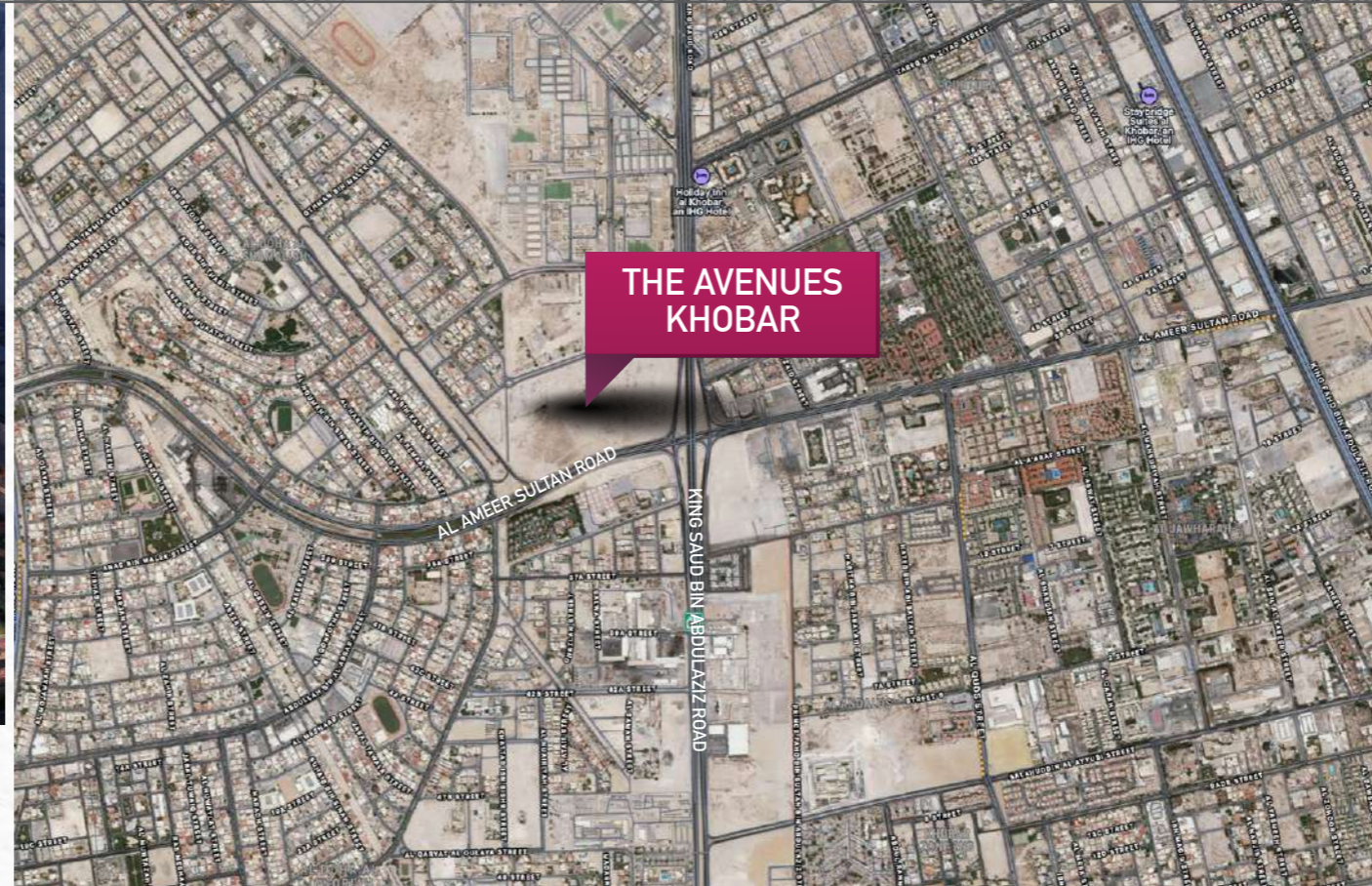
الأفينوز
THE AVENUES
الرياض RYADH



MABANEE'S OWNERSHIP	60%	LAND	387,700 sqm
MALL & INFRASTRUCTURE BUA	1,505,000 sqm	MANAGEMENT	100%
GLA	389,000 sqm	EXPECTED COMPLETION	Q4 2025

- On-site construction and external roads improvement works continues.
- 11.42% main contract progress as at end of September.
- Active leasing activities to accommodate the growing demand for space.

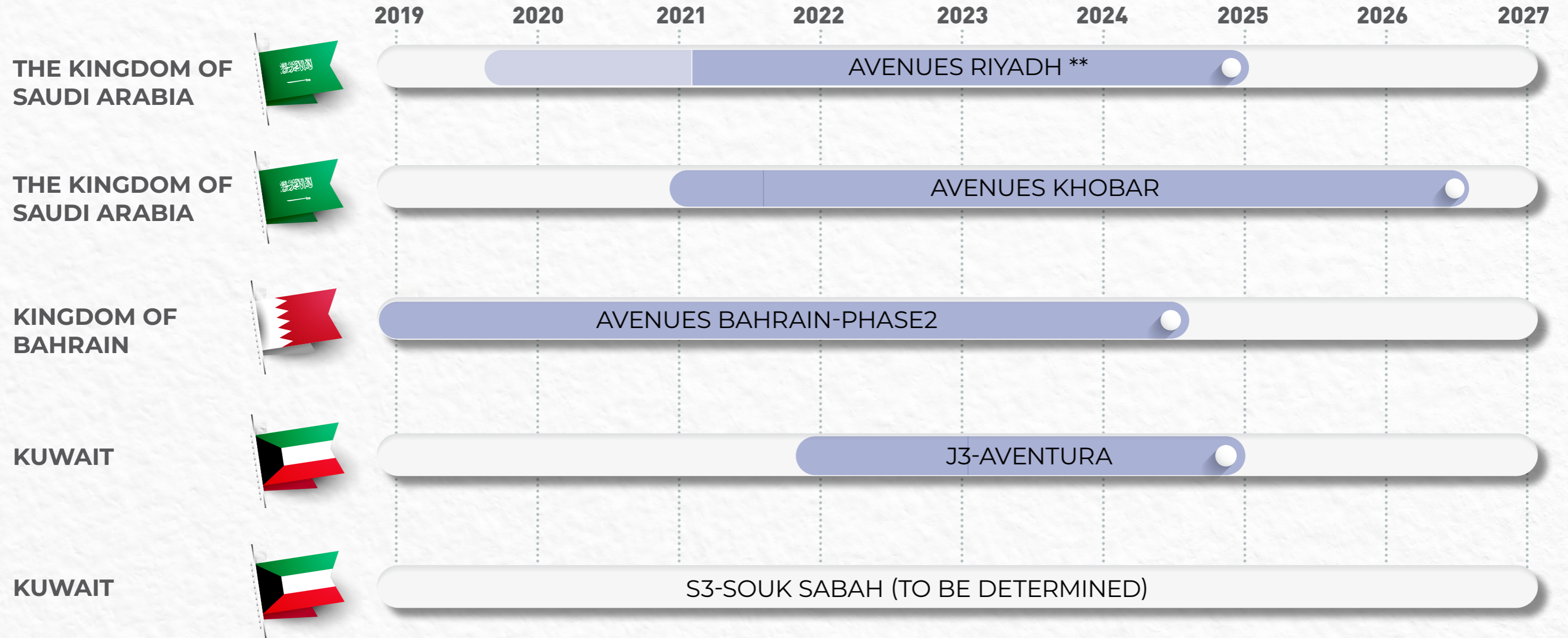
THE AVENUES - KHOBAR



MABANEE'S OWNERSHIP	60%	PLOT AREA	197,600 sqm
BUILT-UP AREA	696,000 sqm	MANAGEMENT	100%
GLA	175,000 sqm	EXPECTED COMPLETION	Q2 2026

- Enabling and bulk excavation works at 76% progress until date.
- Enabling and bulk estimated to be completed in December 2022.
- Detailed Design stage is completed.
- Tender stages are completed for most project's components.

THE ESTIMATED PROJECTS TIMELINE (UNDER DEVELOPMENT)



* Projects' timings could change from the provided estimation.

** After excavation, the delayed constructions activities was due to COVID-19 .

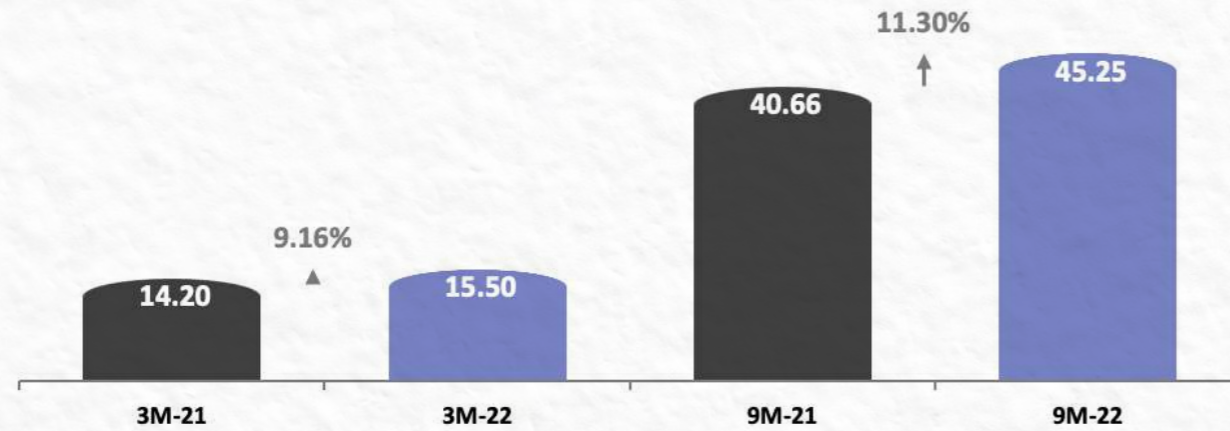


Financial Highlights Performance

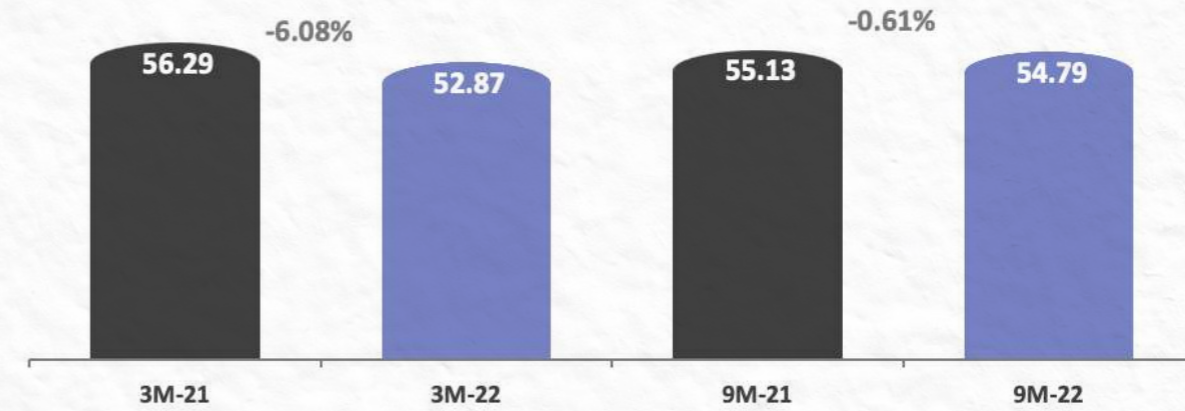
Period ending
September-30 2022

Profitability Indicators

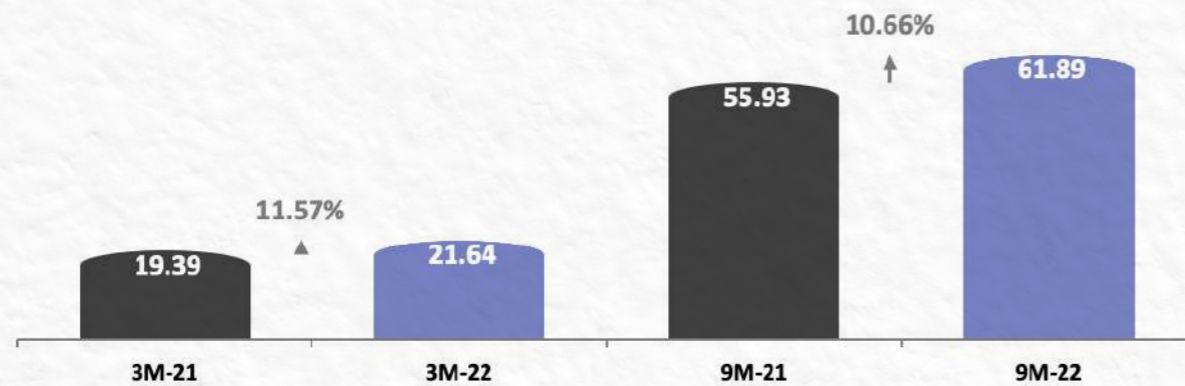
Net Profit KD Mn



Net Profit Margin %



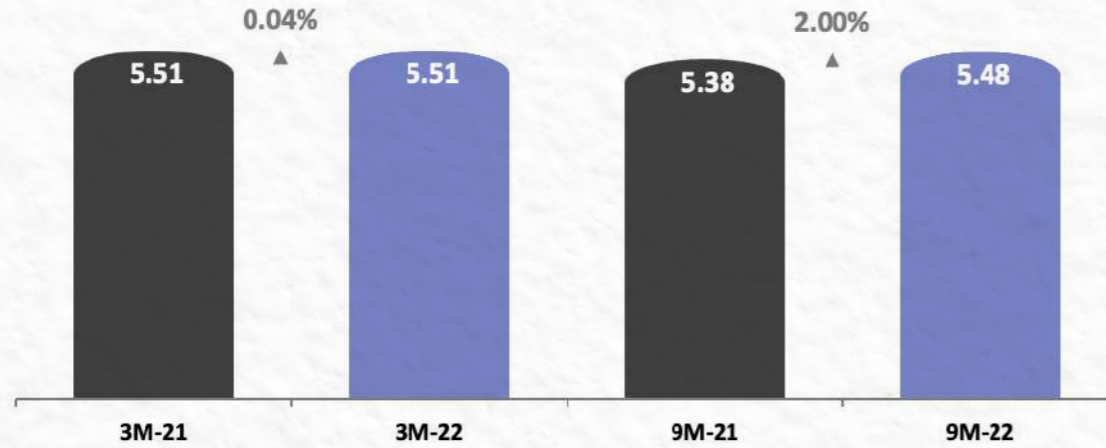
EBITDA KD Mn



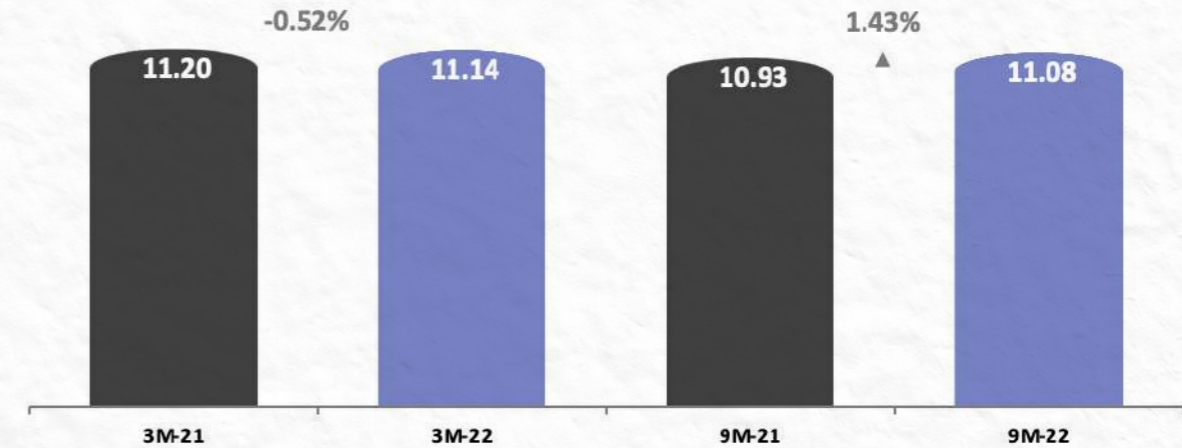
Higher occupancy at The Avenues in comparison to the previous periods has translated into a year on year growth.

Profitability Indicators (Continued)

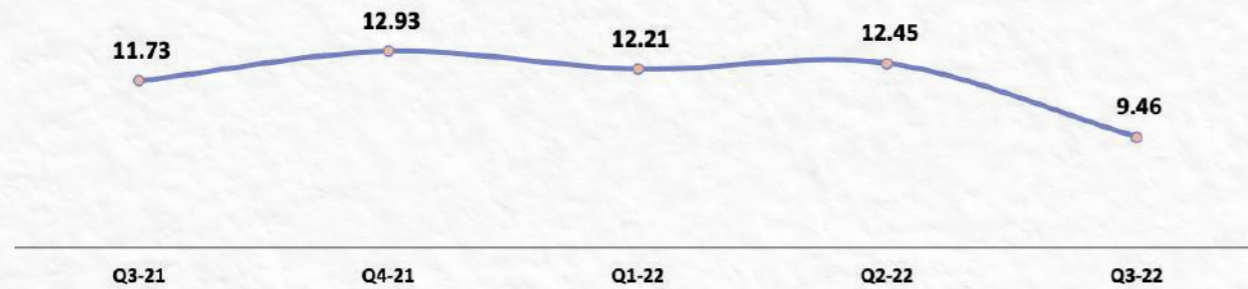
Return on Average Assets %



Return on Average Equity %



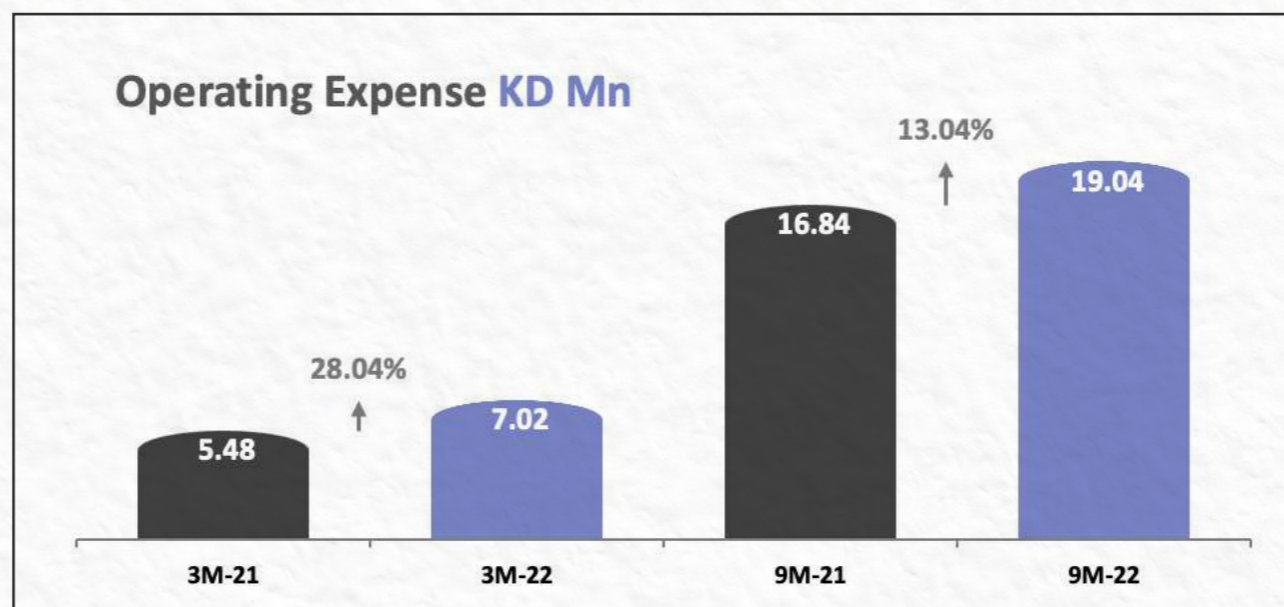
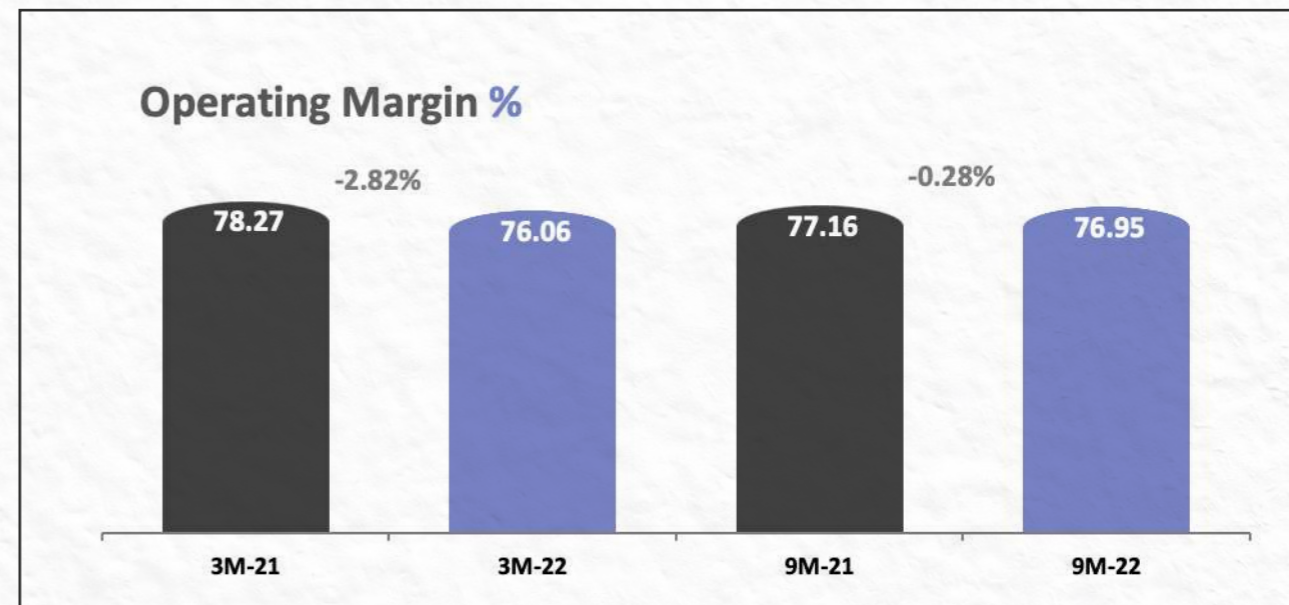
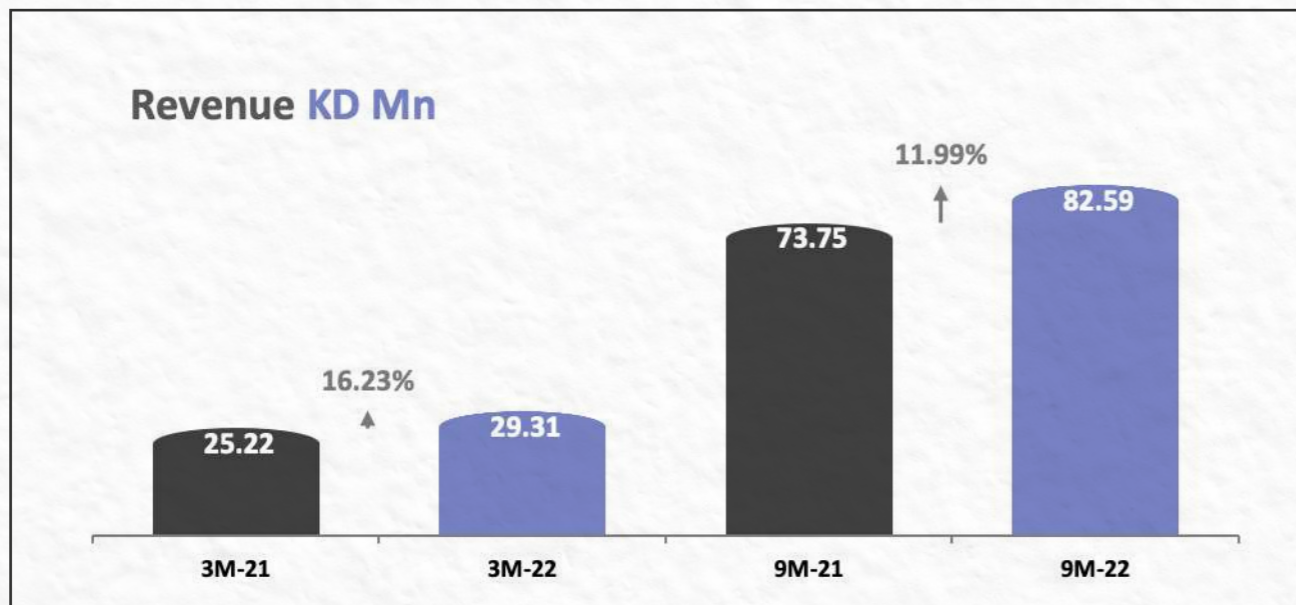
Interest Coverage Times



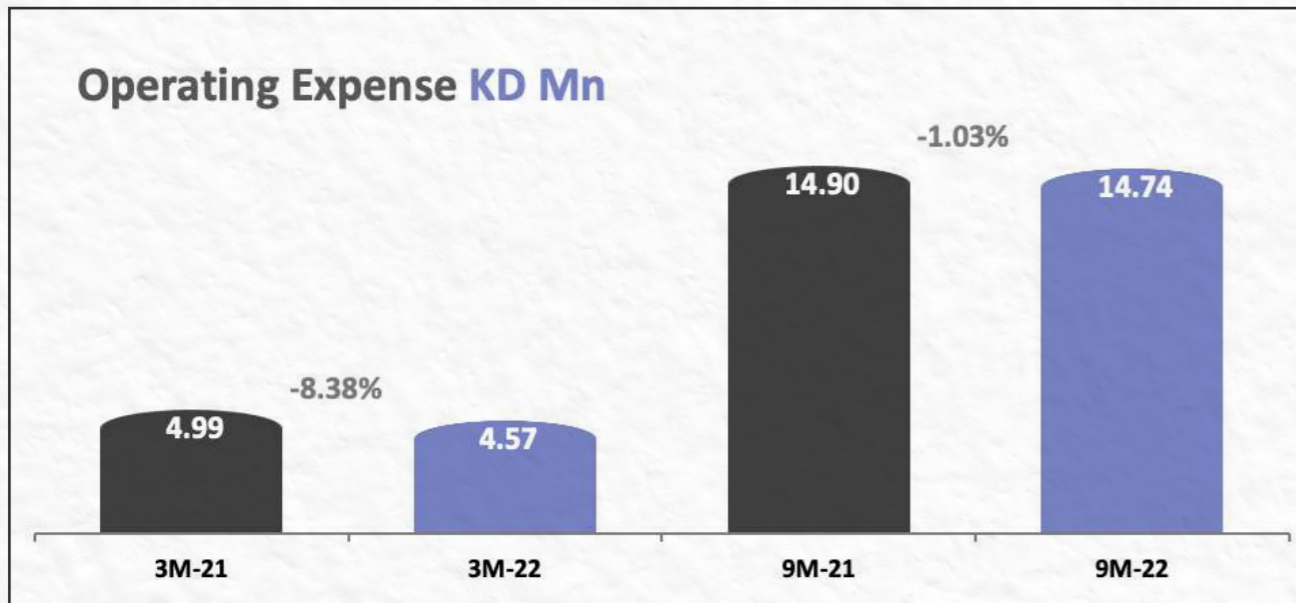
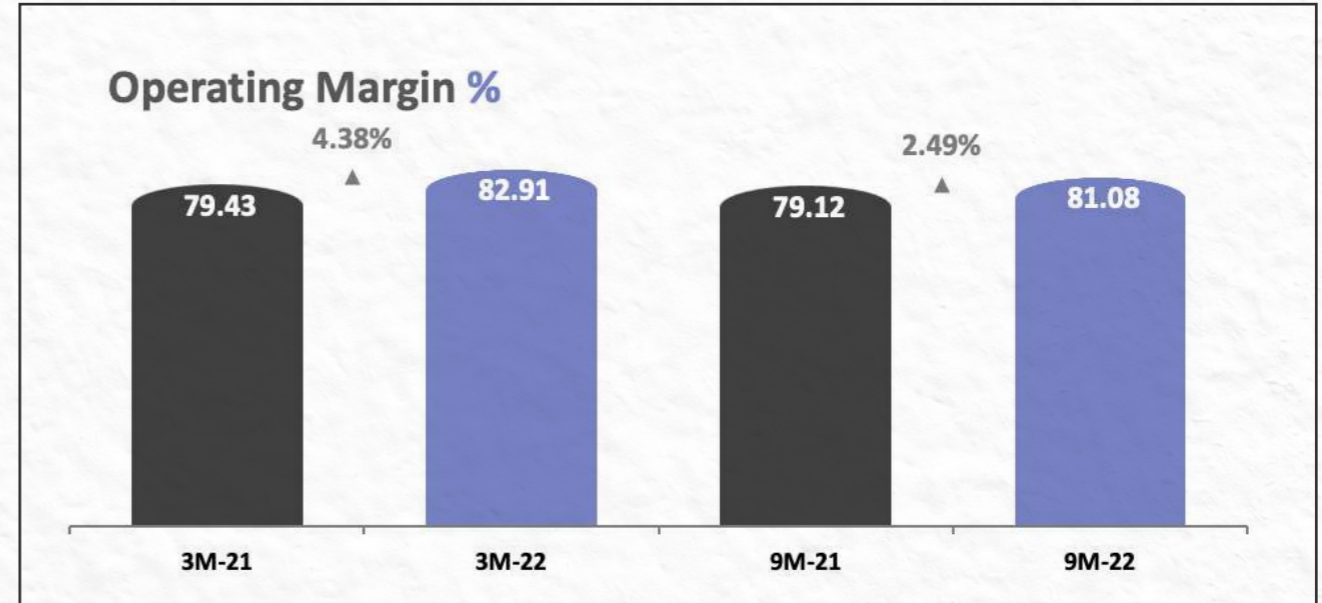
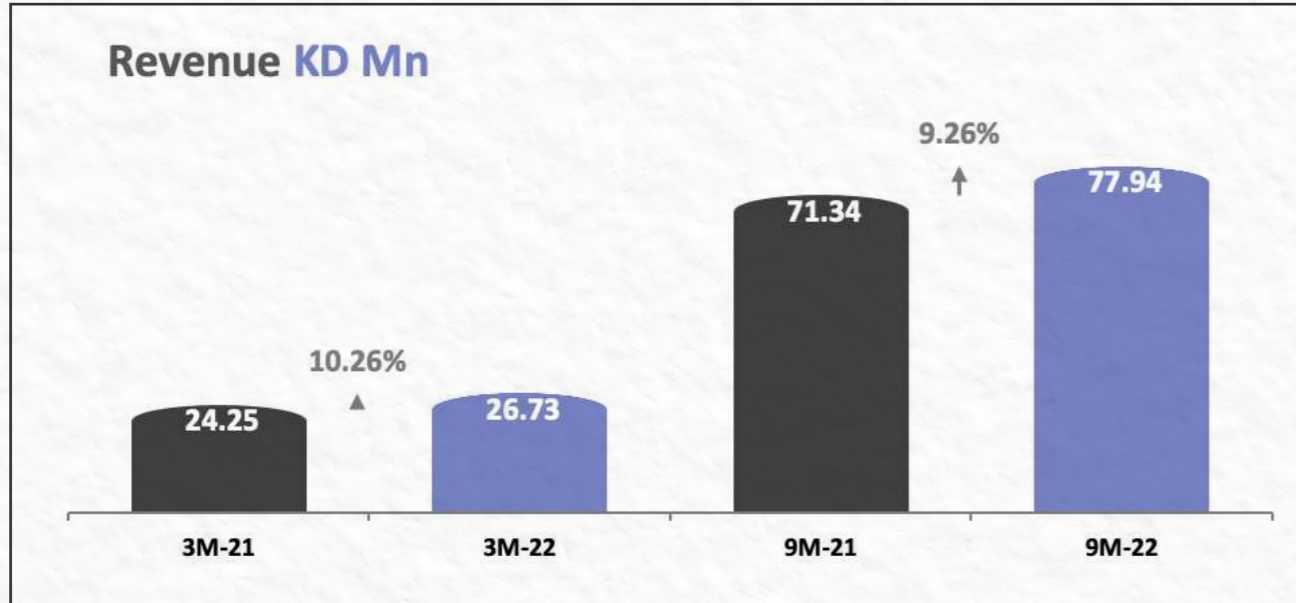
The returns are in line with the growing asset and equity base.

The interest coverage has declined with the growing central bank discount rate compared to the previous periods and the cessation of borrowing cost capitalization of our recently completed project, Waldorf Astoria Hotel.

Performance Ratios - The Group

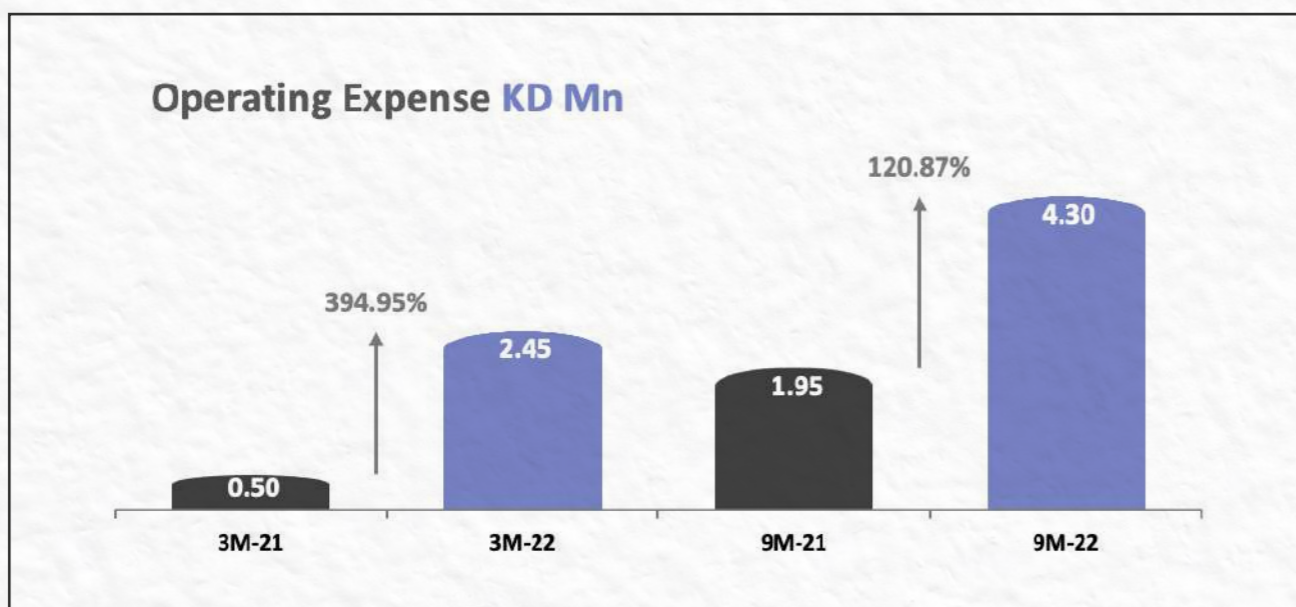
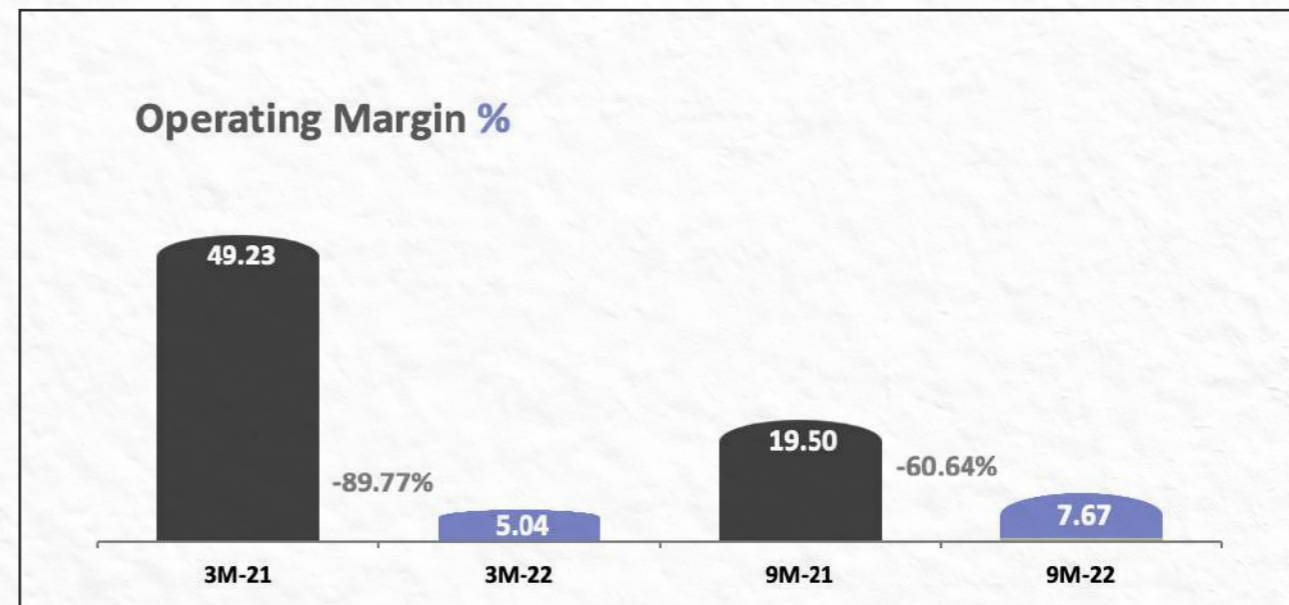
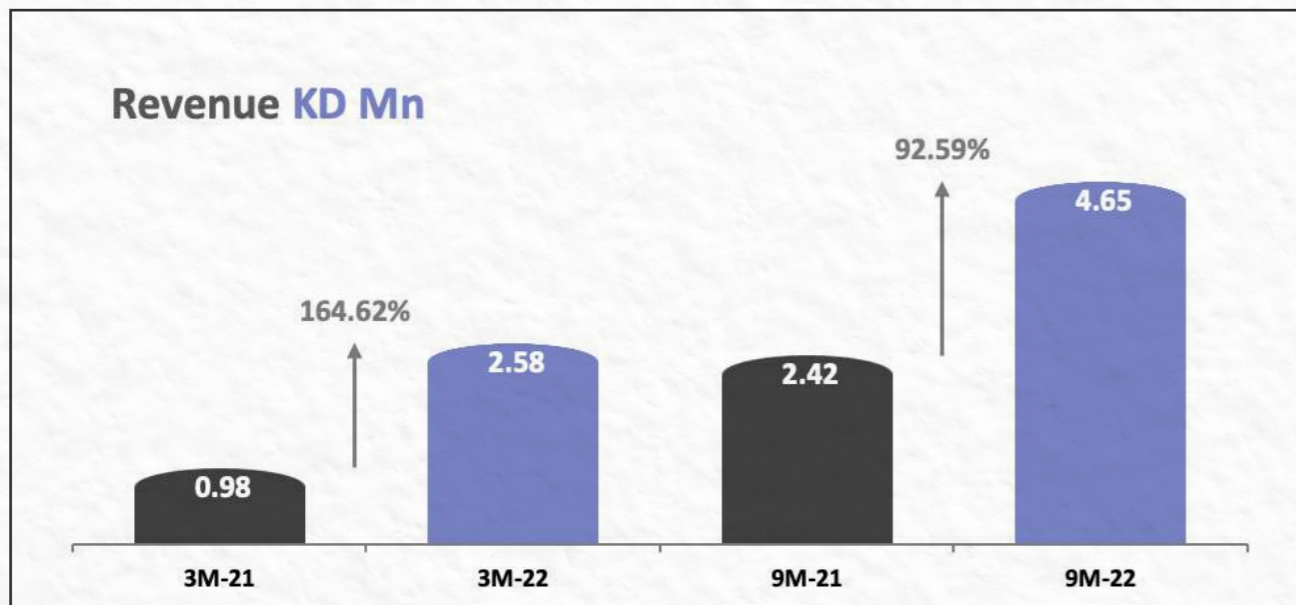


Performance Ratios - The Avenues



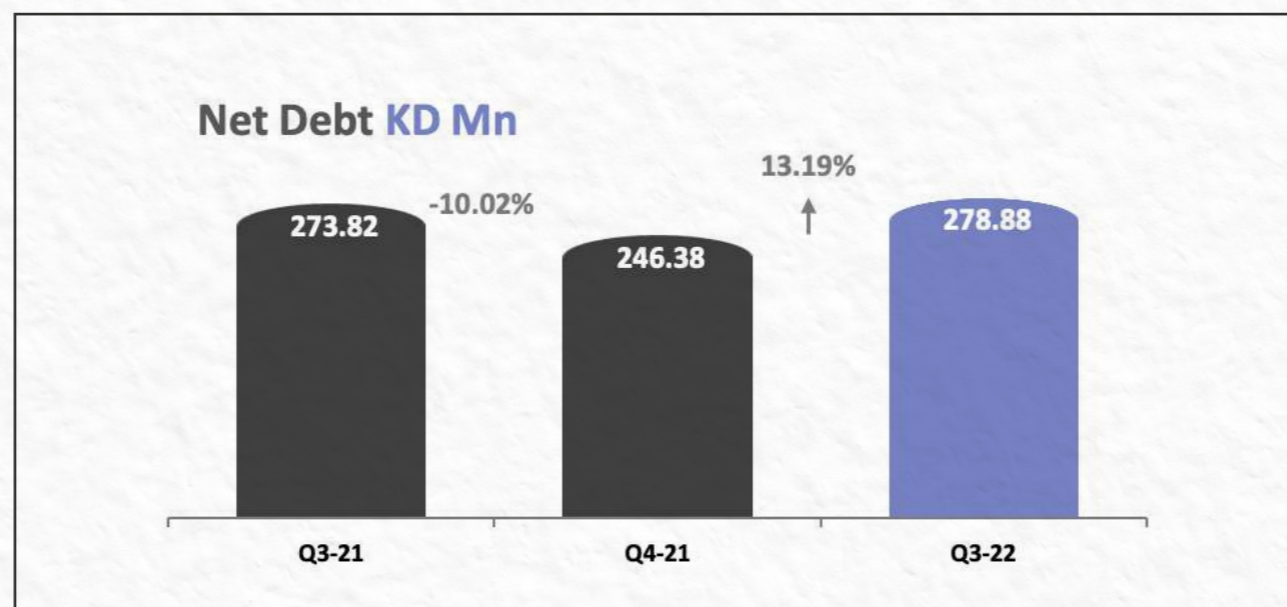
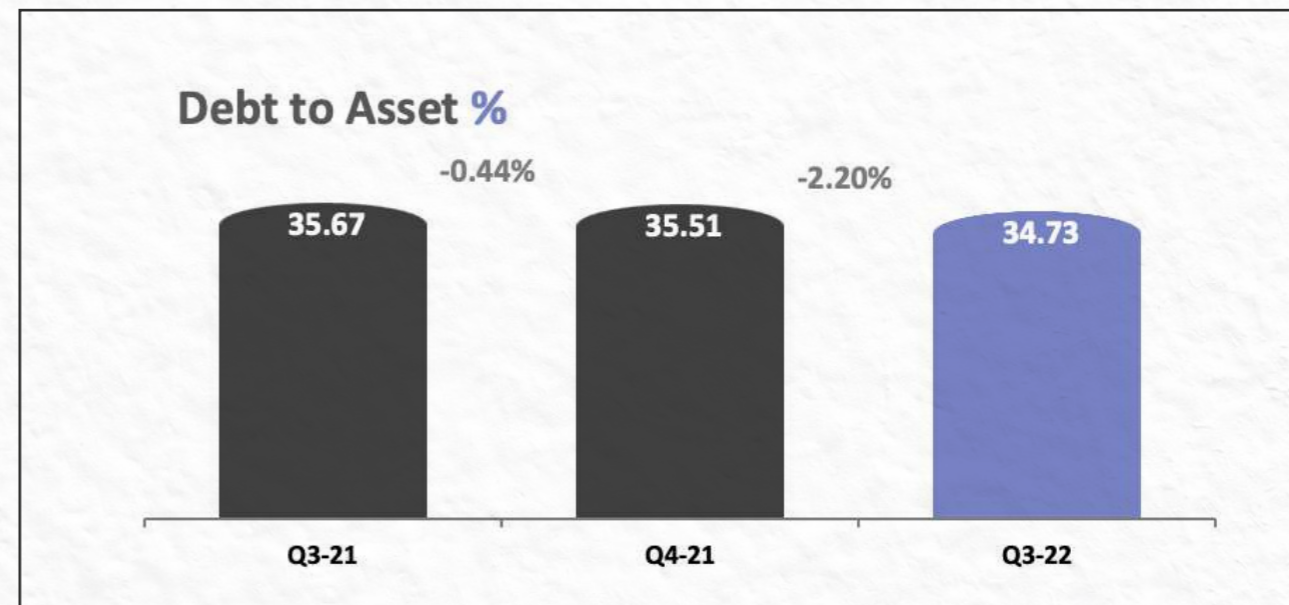
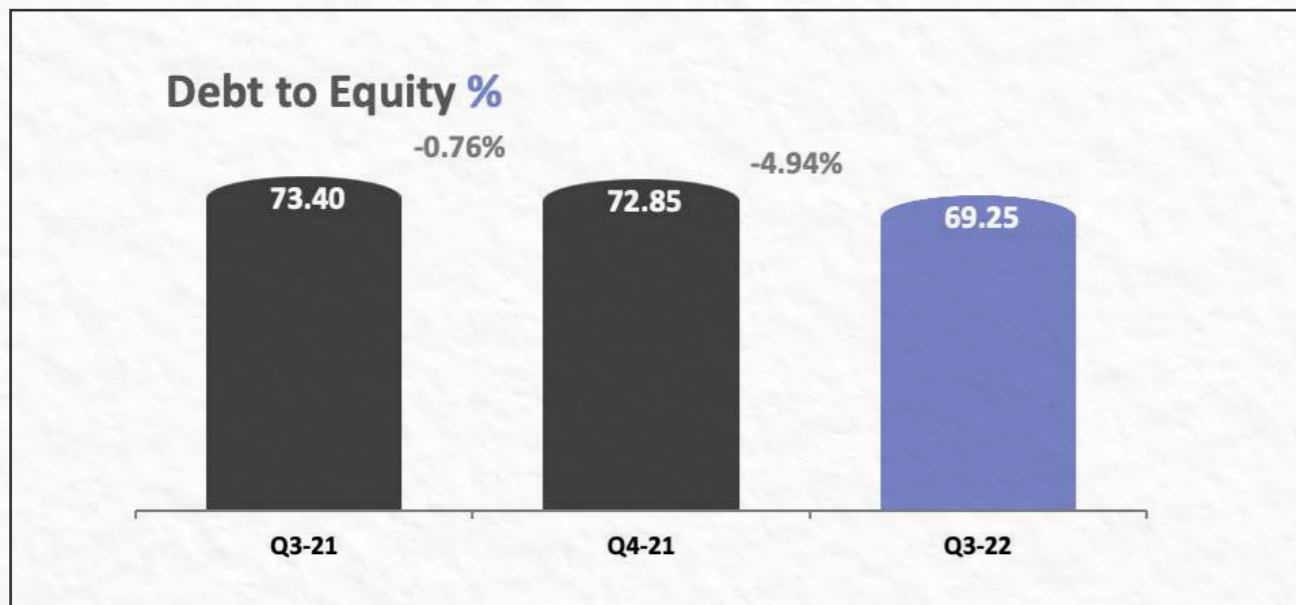
Higher occupancy at The Avenues in comparison to the previous periods has translated into a year on year growth.

Performance Ratios - Hospitality



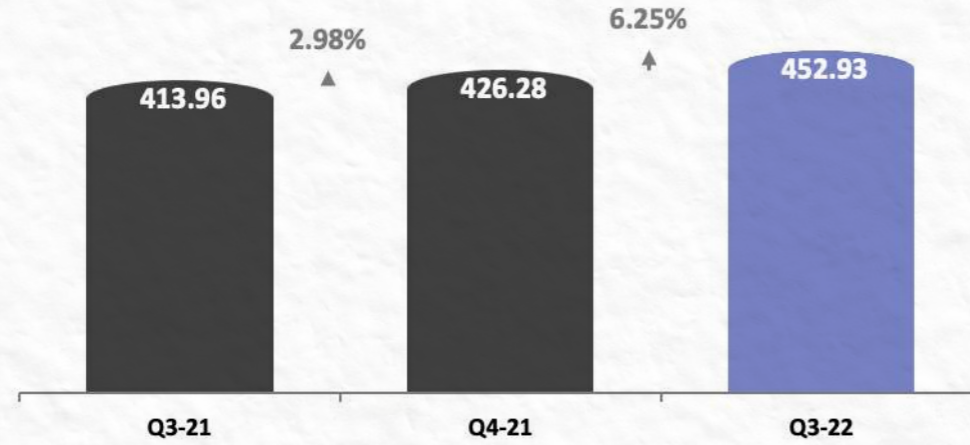
Strong performance with high RevPAR and ADR with improved occupancy with the results now including the results of Waldorf Astoria Hotel.

Debt Structure

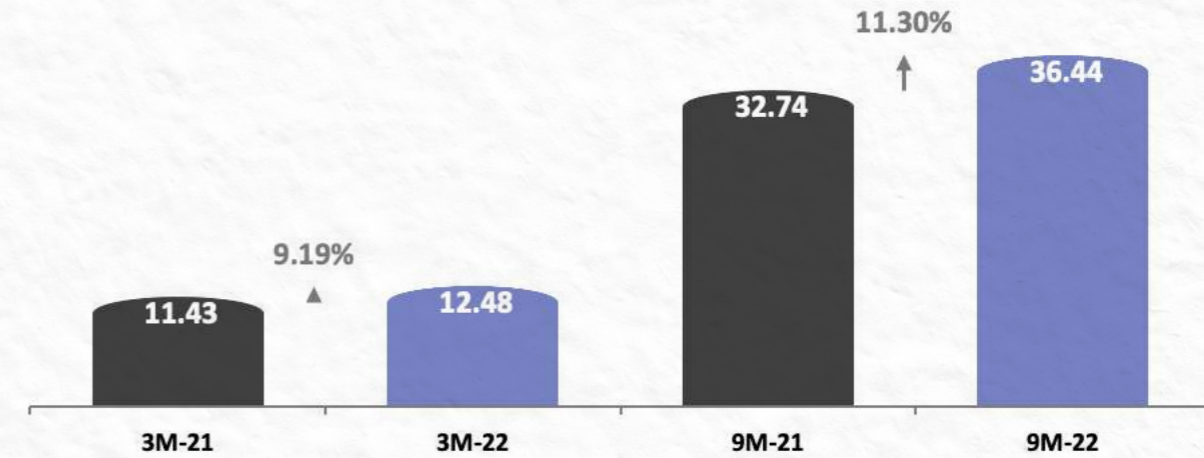


Financial Ratio and Shares

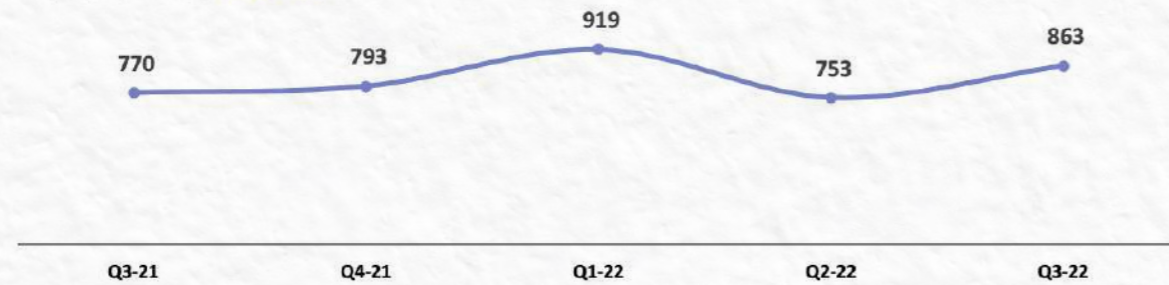
Book Value KD Fils



Earnings Per Share KD Fils

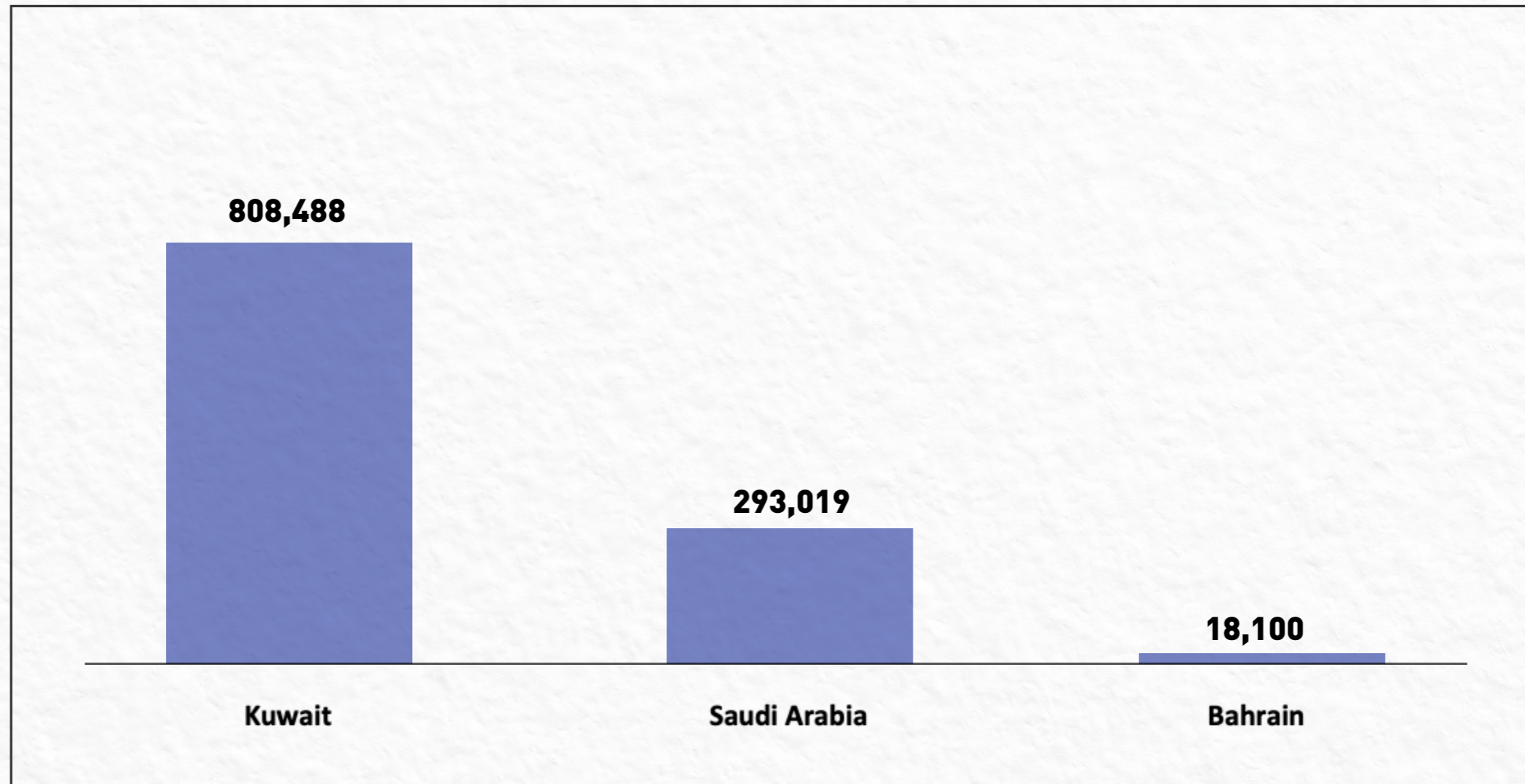


Share Price KD Fils



Investment in asset creation, shareholder's satisfaction along with retention of profits to fund our expansion has resulted in stable performance.

Group's Geographical Spread of Assets **KD'000**



Appendix



Consolidated Statement of Income

KD'000	Q3-22 3M	Q3-21 3M	YoY %	Q3-22 9M	Q3-21 9M	YoY %
Investment properties revenue	26,732	24,245	10.26	77,939	71,335	9.26
Revenue from hospitality	2,580	975	164.62	4,653	2,416	92.59
Total Operating Revenue	29,312	25,220	16.23	82,592	73,751	11.99
Investment properties expenses	(4,568)	(4,986)	8.38	(14,744)	(14,898)	1.03
Depreciation on investment properties	(2,834)	(2,834)	0.00	(8,767)	(8,503)	(3.10)
Hospitality operation's expenses	(2,450)	(495)	(394.95)	(4,296)	(1,945)	(120.87)
Depreciation on hotel properties	(660)	(369)	(78.86)	(1,430)	(1,106)	(29.29)
Total Operating Expenses	(10,512)	(8,684)	(21.05)	(29,237)	(26,452)	(10.53)
Gross Profit	18,800	16,536	13.69	53,355	47,299	12.80
Net investment gain	(7)	-	(100.00)	(9)	11	(181.82)
General and administrative expenses	(1,641)	(932)	(76.07)	(3,958)	(2,436)	(62.48)
Finance Costs	(1,917)	(1,380)	(38.91)	(4,637)	(3,779)	(22.70)
Other Income	877	559	56.89	1,782	1,220	46.07
Share of results from associates	112	25	348.00	522	222	135.14
Profit before deductions	16,224	14,808	9.56	47,055	42,537	10.62
Contribution to KFAS	(147)	(134)	(9.70)	(424)	(386)	(9.84)
Contribution to NLST	(410)	(374)	(9.63)	(1,194)	(1,077)	(10.86)
Contribution to Zakat	(164)	(150)	(9.33)	(478)	(431)	(10.90)
Profit for the period	15,503	14,150	9.56	44,959	40,643	10.62
Non-controlling interest	5	(47)	110.64	(293)	(13)	2153.85
Profit attributable to shareholders	15,498	14,197	9.16	45,252	40,656	11.30
Funds from operations (FFO)	18,736	17,427	7.51	54,957	50,693	8.41
Basic EPS (KD Fils)	12.48	11.43	9.19	36.44	32.74	11.30

Consolidated Statement of Financial Position


ASSETS (KD'000)	Q3 2022	Q3 2021	YoY %	EQUITY AND LIABILITIES (KD'000)	Q3 2022	Q3 2021	YoY %
Non-current assets				Equity			
Property and equipment	149,644	137,982	8.45	Total shareholder's equity	562,382	514,003	9.41
Investment properties	741,109	732,259	1.21	Non-controlling interest	79,722	74,253	7.37
Investments in associates	43,342	34,791	24.58	Total equity	642,104	588,256	9.15
Right of use asset	20,885	26,519	(21.25)	Non-current liabilities			
Advance payments and prepayments	39,890	8,467	371.12	Finance from banks	341,103	325,891	4.67
Investment securities	1,949	1,898	2.69	Other non-current liabilities	48,312	43,077	12.15
Total non-current assets	996,819	941,916	5.83	Total non-current liabilities	389,415	368,968	5.54
Current assets				Current liabilities			
Receivable from associates	205	382	(46.34)	Finance from banks	48,356	51,408	(5.94)
Accounts receivable and prepayments	13,685	11,928	14.73	Other current liabilities	41,414	49,072	(15.61)
Cash and cash equivalents	110,580	103,478	6.86	Total current liabilities	89,770	100,479	(10.66)
Total current assets	124,470	115,788	7.50	TOTAL EQUITY AND LIABILITIES	1,121,289	1,057,704	6.01
TOTAL ASSETS	1,121,289	1,057,704	6.01				




Q&As

Thank You


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