

Date: 14/11/2024

التاريخ: 2024/11/14

To: Boursa Kuwait Company

السادة / شركة بورصة الكويت المحترمين

Dear Sirs,

تحية طيبة وبعد،

**Subject: The Commercial Real Estate Company (K.P.S.C)
Analyst/Investor Conference Presentation for Q3 of 2024**

**الموضوع: العرض التقديمي لمؤتمر المحللين / المستثمرين للشركة التجارية
العقارية (ش.م.ك.ع.) للربع الثالث من عام 2024**

In reference to the above subject, and to ensure that The Commercial Real Estate Company (K.P.S.C) is complying with the requirements of article (7-8-1/3), of the Boursa Kuwait rule book issued via resolution No. (1) of year 2018, kindly be informed that the analyst/investor conference was conducted through (Live Webcast) at 3:00 PM on Thursday, November 14, 2024.

بالإشارة إلى الموضوع أعلاه، وحرصاً من الشركة التجارية العقارية (ش.م.ك.ع.) على الإلتزام بمتطلبات المادة (7-8-1/3) من كتاب قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، نود أن نحيطكم علماً بأن مؤتمر المحللين / المستثمرين قد إنعقد عن طريق بث مباشر على (Live Webcast) في تمام الساعة 3:00 عصراً من يوم الخميس الموافق 2024/11/14.

Kindly note that no material information has been discussed during the conference. Please find attached the analyst/investors conference presentation for Q3 of 2024.

كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، وتجدون مرفق العرض التقديمي لمؤتمر المحللين/المستثمرين للربع الثالث من عام 2024.

The Commercial Real Estate Company shall disclose the minutes of the analyst/investor conference within 3 working days post the date of the conference.

سوف تقوم الشركة التجارية العقارية بالإفصاح عن محضر مؤتمر المحللين/المستثمرين خلال 3 أيام عمل من تاريخ إنعقاد المؤتمر.

Sincerely Yours,

وتفضلوا بقبول فائق الإحترام والتقدير،



صالح أحمد العريان

الرئيس التنفيذي لمجموعة الموارد البشرية والشؤون القانونية

Saleh Ahmad Al Aryan

C.E.O – Human Resources & Legal Affairs Group



نموذج الإفصاح عن المعلومات الجوهرية

2024/11/14	التاريخ
الشركة التجارية العقارية (ش.م.ك.ع)	إسم الشركة المدرجة
<p>حرصاً من الشركة التجارية العقارية (ش.م.ك.ع) على الإلتزام بمتطلبات المادة (7-8-3/1) من كتاب قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، نود أن نحيطكم علماً بأن مؤتمر المحللين / المستثمرين قد إنعقد عن طريق بث مباشر على (Live Webcast) في تمام الساعة 3:00 عصراً من يوم الخميس الموافق 2024/11/14.</p> <p>كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، وتجدون مرفق العرض التقديمي لمؤتمر المحللين/المستثمرين للربع الثالث من عام 2024.</p> <p>سوف تقوم الشركة التجارية العقارية بالإفصاح عن محضر مؤتمر المحللين/المستثمرين خلال 3 أيام عمل من تاريخ إنعقاد المؤتمر.</p>	المعلومات الجوهرية
لا يوجد أثر على المركز المالي للشركة.	أثر المعلومة الجوهرية على المركز المالي للشركة

يتم ذكر الأثر على المركز المالي في حال كانت المعلومة الجوهرية قابلة لقياس ذلك الأثر، ويستثنى الأثر المالي الناتج عن المناقصات والممارسات وما يشبهها من عقود.

إذا قامت شركة مدرجة من ضمن مجموعة بالإفصاح عن معلومة جوهرية تخصها ولها انعكاس مؤثر على باقي الشركات المدرجة من ضمن المجموعة، فإن واجب الإفصاح على باقي الشركات المدرجة ذات العلاقة يقتصر ذلك على ذكر المعلومة والأثر المالي المترتب على تلك الشركة بعينها.



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Investor Presentation

9M24 Earnings Results
Ending Sept. 2024

November 14, 2024



DISCLAIMER

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Please note that some statements in this presentation may be considered forward-looking. These statements are based on the company's current expectations and strategy, which are subject to various risks and uncertainties. Actual results may differ significantly, potentially impacting the outcomes and financial implications of the plans discussed. It's important not to rely solely on these forward-looking statements. The company is under no obligation to update its assessment of these risks and uncertainties or publicly announce any revisions to the forward-looking statements mentioned.

Al Tijaria
Milestones

1



Business
Overview &
Financial
Performance

2



ESG

3



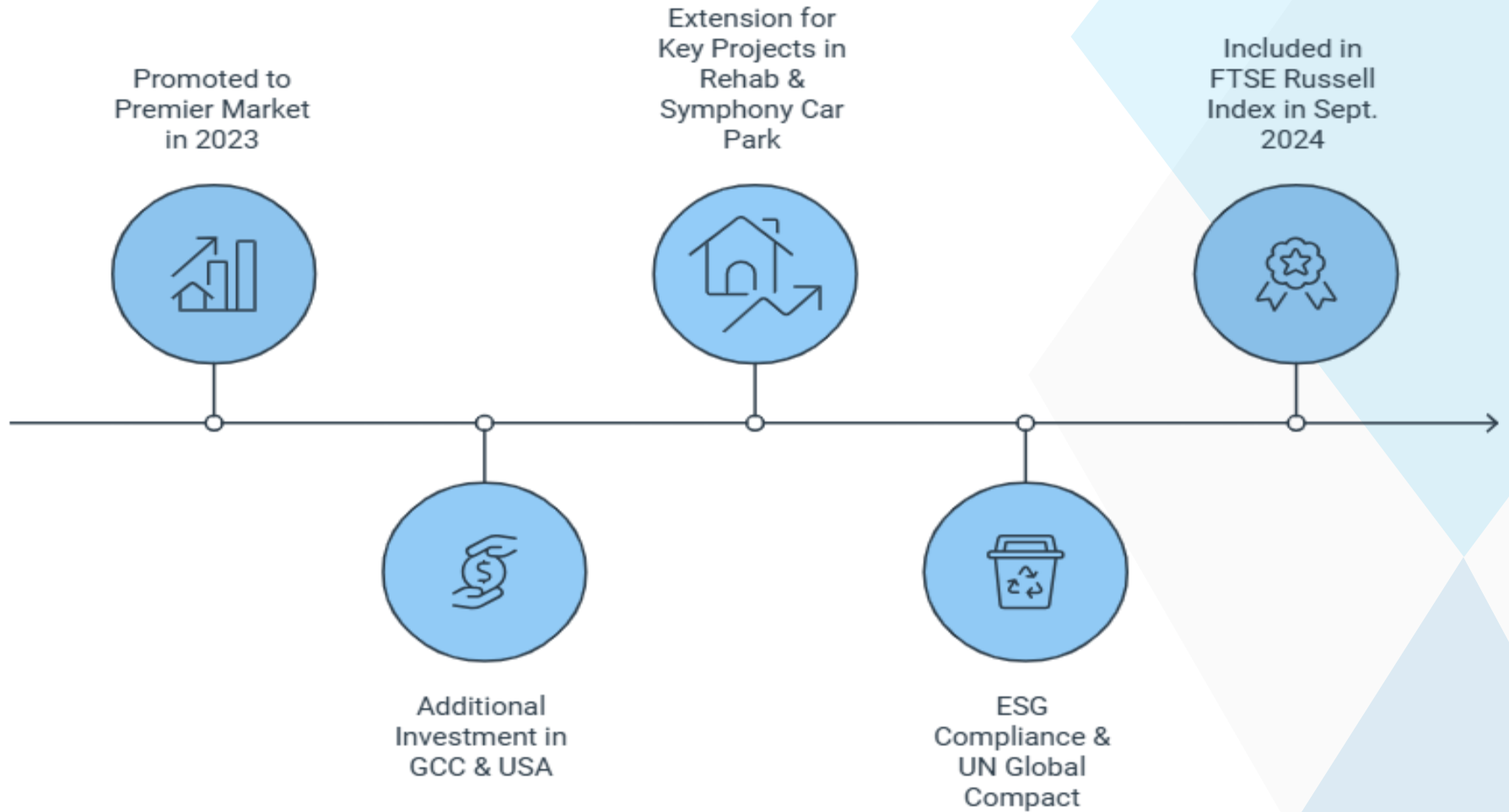
Q & A

4



SECTION 1

AL TIJARIA MILESTONES





Geographic Presence

Kuwait

Bahrain, KSA, UAE, Oman,

Jordan, Morocco,

USA, Europe, UK , Turkey

SECTION 2

BUSINESS OVERVIEW & FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE - Highlights

Income Statement (KWD Mn)	9M23	9M24	Change %
Rental Income	19.81	20.09	1.42%
Hospitality Income	2.46	2.79	13.28%
Operating Expenses	(6.51)	(6.83)	4.91%
Net income from Operating Activities	15.77	16.15	2.42%
Share of Profit from Associates	3.39	5.60	64.96%
Net Gain on Investments	3.54	5.71	61.06%
Operating Profits	22.84	27.69	21.22%
SG&A Expenses	(2.74)	(2.58)	-6.08%
Finance Cost	(8.26)	(9.50)	15.03%
Net Income	8.99	13.26	47.56%

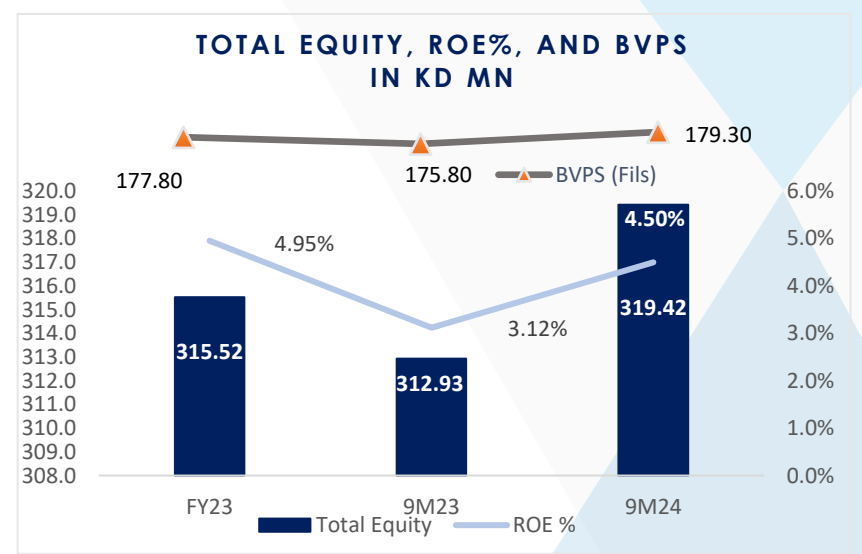
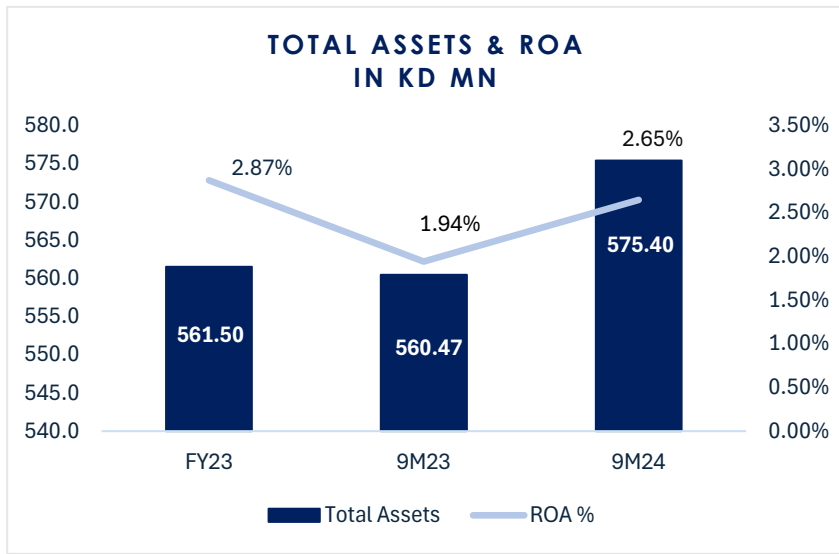
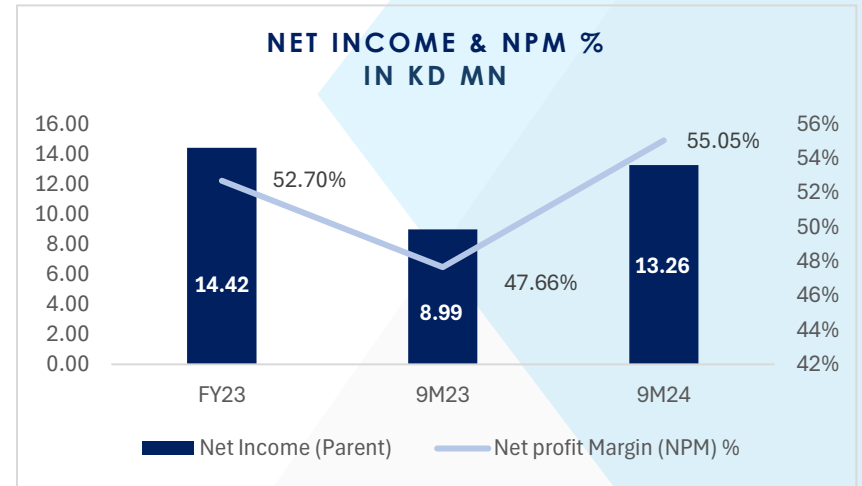
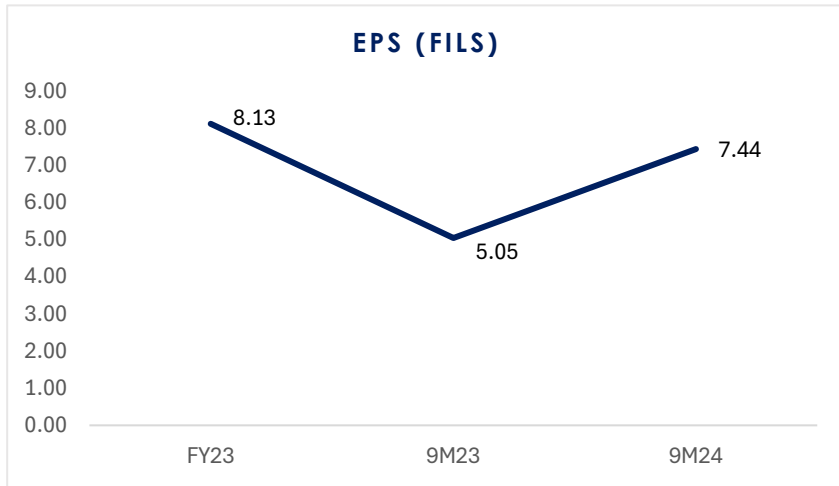
Balance Sheet (KWD Mn)	FY23	9M23	9M24	Change in Value
Investment property	369.09	370.80	369.51	(1.291)
Investments (Associates&P&L&OCI)	140.90	135.90	151.58	15.68
Land & Properties held for trading	16.91	17.04	16.82	(0.227)
Other Assets	34.60	36.73	37.49	0.76
Total Assets	561.50	560.47	575.40	14.93
Term Finance	229.27	229.39	240.49	11.098
Other liabilities	16.72	18.15	15.49	(2.655)
Total Liabilities	245.98	247.53	255.98	8.44
Total Equity	315.52	312.93	319.42	6.485

Profitability Indicators

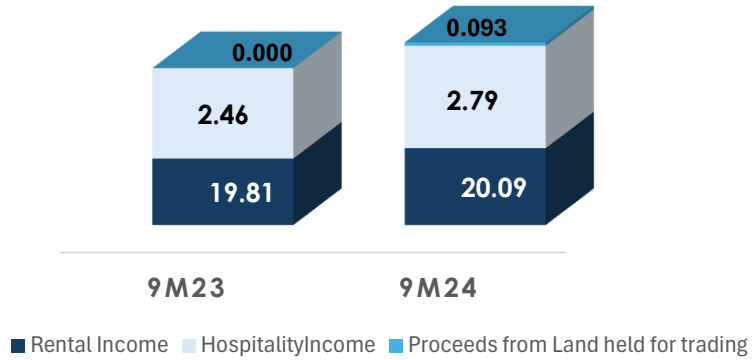
(KWD Mn)	FY23	9M23	9M24
ROA %	2.87%	1.94%	2.65%
ROE %	4.95%	3.12%	4.50%
Net profit Margin (NPM) %	52.70%	47.66%	55.05%
BVPS (Fils)	177.8	175.8	179.3
EPS (Fils)	8.13	5.05	7.44

Key Performance Indicators (KPI)	FY23	9M23	9M24
Aggregate Occupancy	93.0%	92.0%	92.0%
Debt/Equity	72.7%	73.3%	75.3%
Leverage (Total assets/Total equity)(X)	1.78	1.79	1.80
Total debt/Total assets (X)	40.8%	40.9%	41.8%

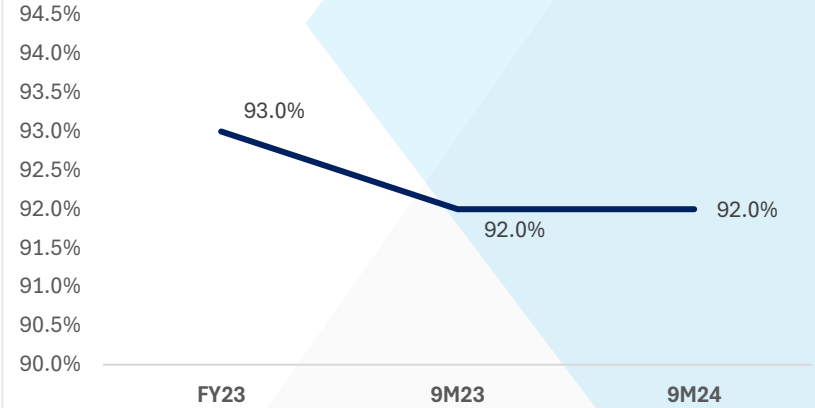
FINANCIAL PERFORMANCE – Highlights



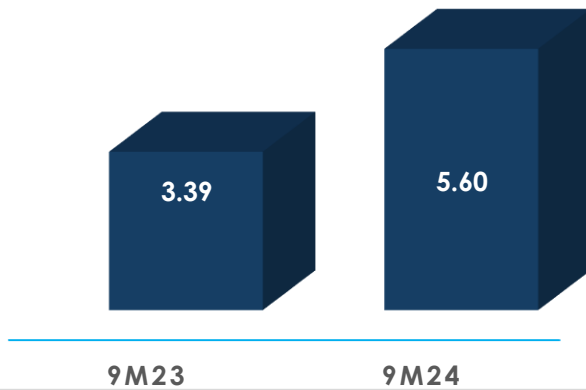
RENTAL & HOTEL INCOME (IN KD MN)



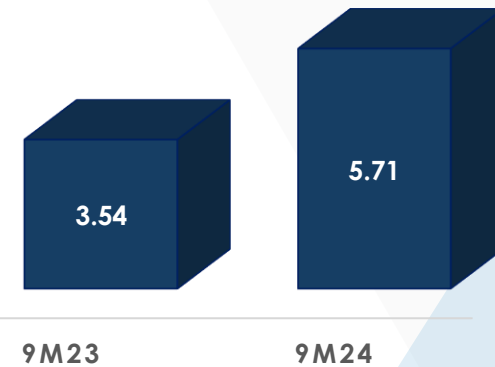
AGGREGATE OCCUPANCY %



SHARE OF PROFIT FROM ASSOCIATES (IN KD MN)



NET GAIN ON INVESTMENTS (IN KD MN)



BUSINESS OVERVIEW – Local

Al Tijaria Key Properties

Located in Sharq area facing Al Sour Street opposite to Al Shaheed Park and it is one of the most spectacular twisted skyscrapers in the world. 8th tallest in Kuwait. A skyscraper with 218 meter height. consisting of 36 office floors and a shopping center with multi brand retail shops, F&B, Entertainments and other businesses spread between basement, ground and Mezzanine 1&2.

Al Tijaria Tower

Floors	39
Retail Space	6,347 Sqm
Office Space	23,542 Sqm



Symphony Hotel

Floors	20
No. of Rooms	175
Retail Space	33,000 sqm

Symphony Offices

Floors	10 + 4 floors in T1
# of Offices	79
Offices Space	10,744 sqm

Symphony Mall

Floors	3 + B2 parking
No. of Retail Stores	114
Retail Space	8,596 sqm



A 5 star hotel , built on a plot area of 11,749 Sqm consisting of high end fashion mall which comprises of 114 units, and 10 floor of business tower offices.

Symphony Style Hotel 5-star part of Symphony Complex consisting of 175 rooms, 3 F & B Outlets, 20 Meeting Rooms, 1 Symphony Gym and Spa, A swimming pool, 2 floors of dedicated health club for Ladies called Symphony Ladies Club, 2 Ballrooms, and 1 Multipurpose Event hall for weddings and occasions.

Located at a prime location in Mahboula and is built on 5,940 sqm.

The complex consist of 11 units leased to famous restaurants such as Wok n Roll, Five Guys and U More to name a few.

Light Complex

Retail Space	2,887 sqm
No. of Units	11



Dome Complex

The Complex contains restaurants, cafes and water fountain in the middle area. Future kids joined with a total 3,000 sqm of entertainment.

Location	Mahboula
Retail Space	5,024 sqm
No. Of Units	21



BOULEVARD

Green Mall stands as a unique urban hub for recreational, social, commercial, natural and touristic attractions. It is a one-step shopping destination that embodies a diverse array of retailers, cafes and restaurants. The entire mall is equipped with a full range of facilities that guarantees convenience of both its visitors and tenants.

Location	Salmiya
Retail Space	34,982
No. of Units	150



Rehab Complex

One of the first and oldest commercial complexes in Kuwait, which combines commercial offices and shops, and the first destination for video games and lighting equipment in Kuwait,

Location	Hawally
Floors	13
Retail Space	10,895 sqm
Office Space	18,825 sqm



BUSINESS OVERVIEW – Bahrain

Al Tijaria Key Properties

Symphony Tower – Bahrain

The project is positioned next to the Diplomatic area on a 3,856-sq-m site beside the Beit Al Quran. The concrete-framed structure will incorporate 6 car park floors and total of 484 parking slots, 39 typical floors comprising of 3 Bedrooms, 2 Bedrooms, 1 Bedroom and Studio Apartments.

Location	Hooraa, Manama
Type	Furnished apartments for sale and rent
Expected Completion	2026
Floors	46
No. of Units	351
Residential Space	32,722 sqm



Janusan Complex - Bahrain

The property is located in the busy street of the Budaiya Highway with many retail outlets such as restaurants, coffee shops, shopping centers, clinics etc. surrounding the area. Strategically located with easy access, the property is in the prime location of Janusan area.

Shops	23
Villas	8
Land	6
Rental Space	5,992 sqm



Al Tijaria Regional Portfolio – Partially Owned

Bayan Reality - KSA

Established in year 2007 as Saudi closed stock company. The company's current share capital is SAR 325 Million. Sale phase already started in March 2024.

Total Area (Sqm)	621,000
Residential (Sqm)	297,463
Commercial (Sqm)	28,007
Others (Sqm)	295,530



Topsu – Turkey

A Farmland located in Afyon, Eskisher & Mahmudiye. It raises sheep farming and bee culture.

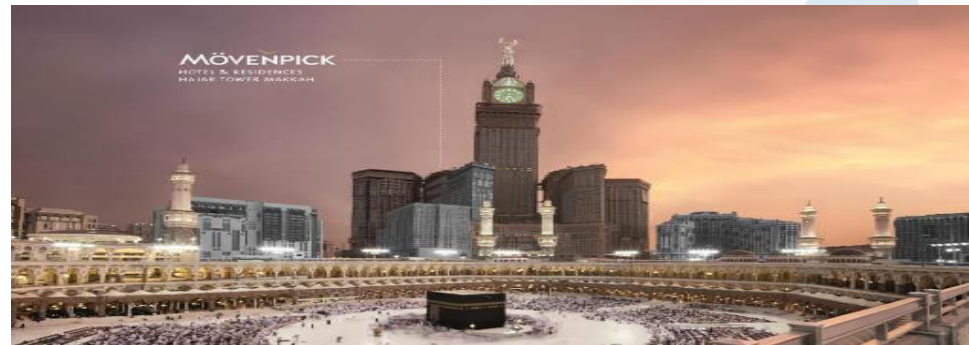
Total Area (Sqm)	12,000,000
Planted area (sqm)	10,200,000
Planted Trees	1,300,000
Fruits harvested	Apple, pear, peach, sour cherry



Hajar Tower – KSA

A 5 star hotel located in a prime location in Mekka overlooking the Holy Grand Mosque “Al Haram”

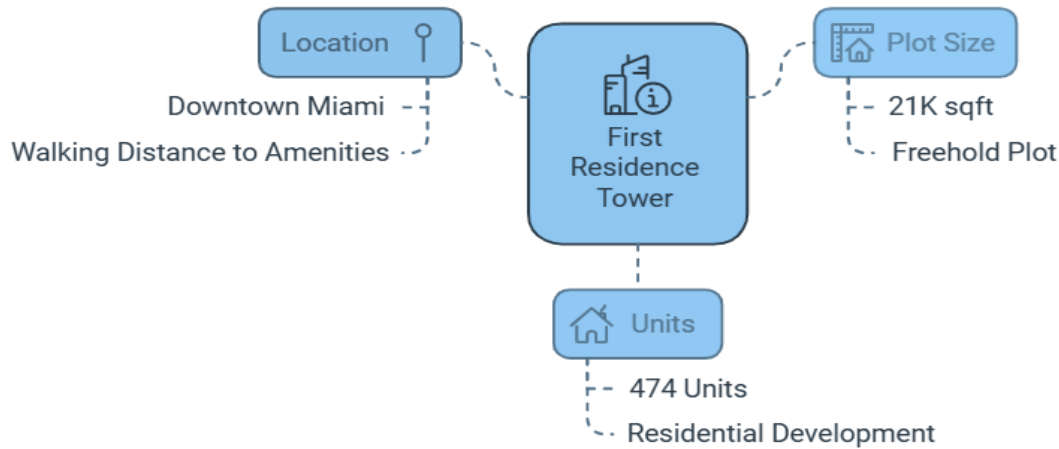
Location	Mekka
No. of floors	31
No. of keys	529
Operator	Movenpick



Al Tijaria Global Portfolio – Partially Owned

501 First Residence Tower – Miami, USA

A residential tower development project strategically located in heart of Downtown Miami, USA, at a walking distance from area's finest culinary and entertainment options.



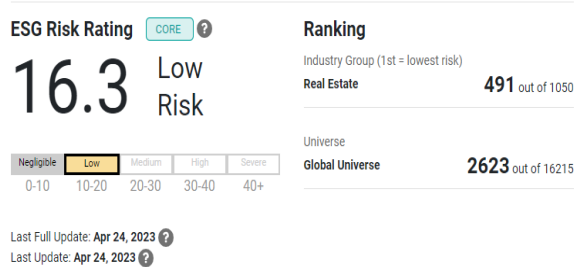
BRCM Investment – USA

A hybrid portfolio of Single family rental homes having circa. 500 homes in USA.



SECTION 3

ESG



MSCI

ESG RATINGS



By 2023, Al-Tijaria Group invested KWD 20.8 million in environmentally responsible properties, emphasizing their commitment to financial returns and environmental sustainability through BREEAM, LEED Platinum, and Good GAP certified projects. Al-Tijaria stood 1st place in Kuwait on its ability to manage ESG related risks and has the lowest ESG risk rating as per Sustainalytics.

<p>13.4% reduction in total energy consumption across properties</p>	<p>15.1% reduction in total water consumption across properties</p>	<p>13.29% Scope 2 Emission reduction from 2022</p>
<p>18% Female employee</p>	<p>11.4% Employee training investment</p>	<p>41, 256 KWD spent in FY2023 towards CSR</p>



The "Ishraqat Amal" event by Al Tijaria is an annual initiative supporting children with special needs by raising awareness, promoting community integration, and showcasing their talents to boost their self-confidence.

Al Tijaria's "Plant a Tree" initiative promotes awareness of the environmental benefits of tree planting. Starting at Boulevard in Salmiya, the campaign will expand across Kuwait, aiming to encourage widespread tree planting to improve air quality and create a healthier environment.

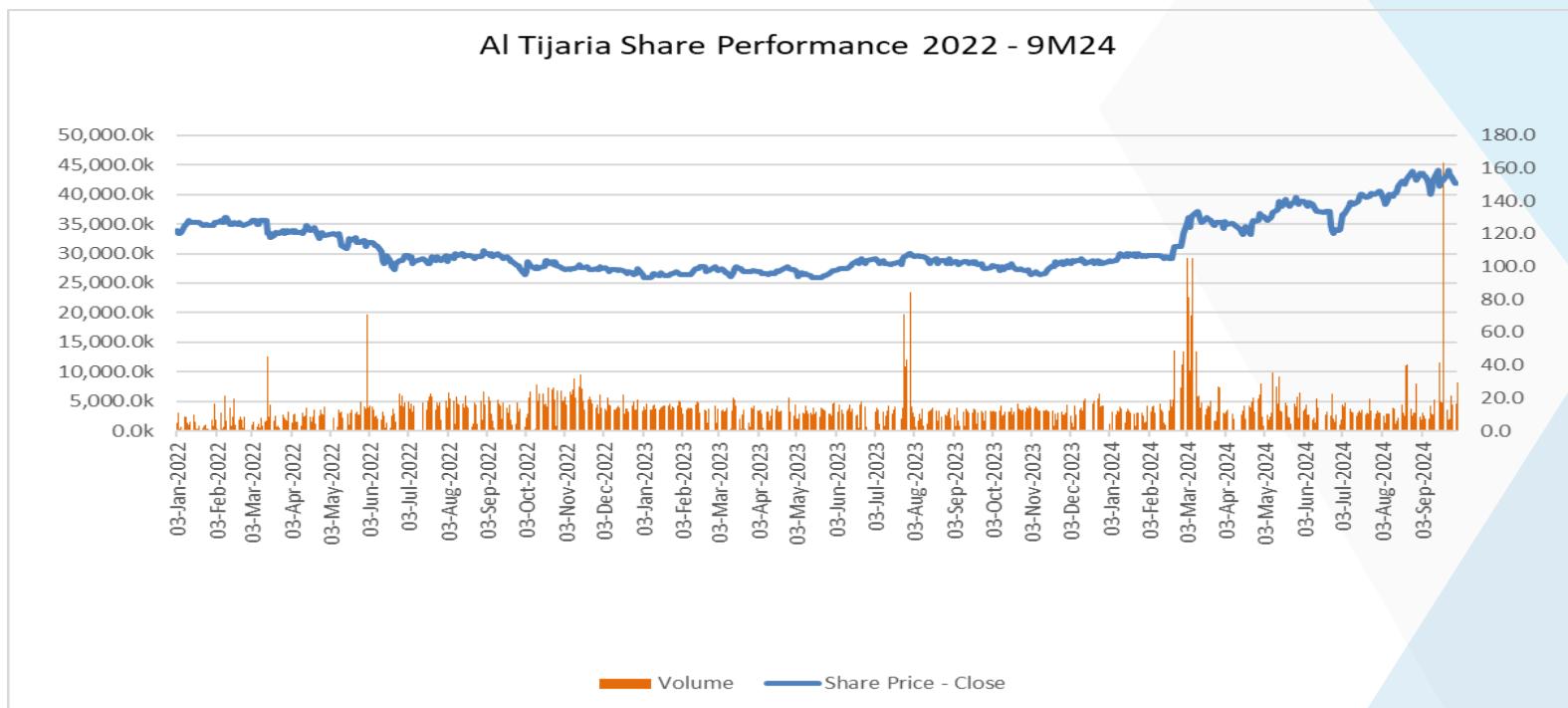
The "Lobby" project by Al Tijaria supports youth entrepreneurs by providing affordable spaces (12-100 sqm) for small and medium businesses, offering 82 offices and 32 retail shops at nominal rent.

Al Tijaria supports education by providing financial sponsorships to Kuwait University engineering students and offering internships to graduates. These initiatives encourage learning, strengthen professional skills, and contribute to community support.

Snapshot on Al-Tijaria Share Performance

Snapshot on Al-Tijaria Share Performance

fil/shr	2022	2023	Q3 2024
Average Price	111	99	131
Cash Dividends	5	3	4
Bonus Shares %	3	3	2
Dividend Yld. %	4.5%	3.0%	3.0%
Cap. Gain / Loss%	-2.1%	-10%	32%
Overall Return / Loss	2.5%	-7.3%	35.0%



Q&A

Thank you



For Further Information Please Contact the Investor Relations Unit:

Email : investors@altijaria.com

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WE SUPPORT

