

# Mabaneer

## Investors Presentation

Q1 2018 - Earnings  
Conference Call



Kuwait  
Bahrain  
Riyadh  
Khobar  
Sharjah

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## Section 1

### Mabanee, Key Projects & Outlook

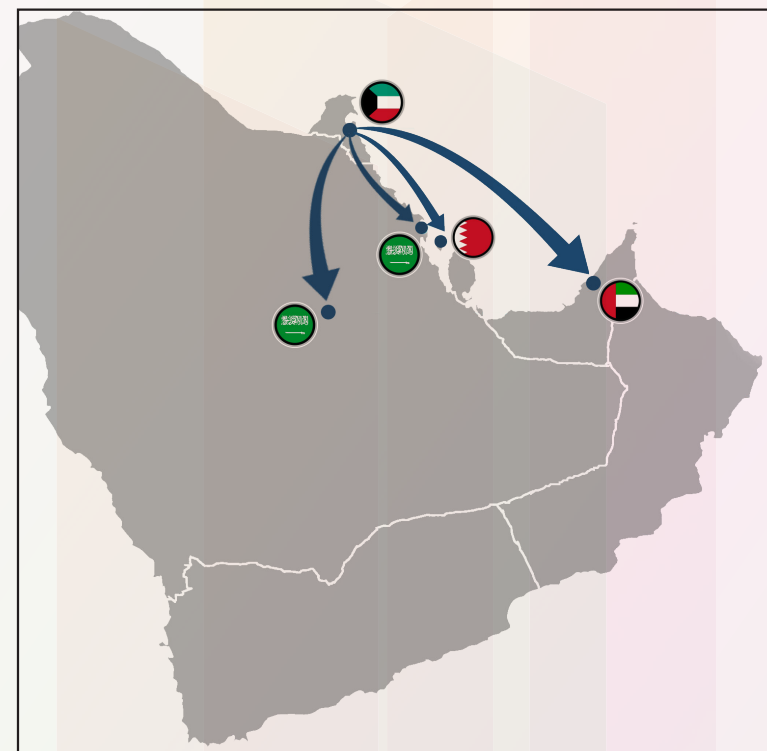
## Section 2

### Financial Performance

# MABANEE IS TRANSFORMING THE GCC RETAIL LANDSCAPE THROUGH A GROWING PORTFOLIO OF ICONIC PROJECTS.

## MABANEE'S JOURNEY: OVER 50 YEARS OF EXCELLENCE.

- Mabanee is a leading real estate Company that constitutes a cornerstone of Kuwait's development for over 50 years.
- Mabanee has the largest market capitalization in the real estate sector in Kuwait, representing more than third of the total market value.
- It was Selected as one of “ Kuwait 15 “ index, and is now member of the premier market in Kuwait Boursa.
- Building on the Massive success of The Avenues – Kuwait, Mabanee is expanding throughout the region, offering a unique shopping and leisure experience.



# THE AVENUES - KUWAIT

## Current Project

PLOT AREA		BUILT-UP AREA	
425,000 sqm		1,400,000 sqm	
LENGTH OF THE AVENUES	PARKING CAPACITY	NUMBER OF STORES	ANCHORS
1.4 km	14,000	1,100	14
CINEMAS	DISTRICTS	TOTAL COST	
28	12	600 MILLION KD	
360,000 GLA sqm			
USD 1.9 BN			





# THE AVENUES - BAHRAIN

Current Project (Phase 1 )



# THE AVENUES - BAHRAIN

Upcoming Project (Phase 2 )

**67,000** BUILT-UP AREA  
sqm

**74** TOTAL COST  
MILLION BD

**170** NUMBER  
OF STORES

**40,000** GLA  
sqm

**USD 200 MN**

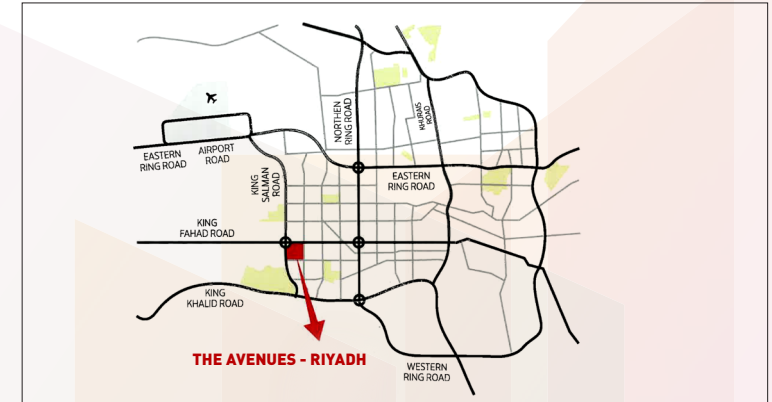




# THE AVENUES - RIYADH

Upcoming Project

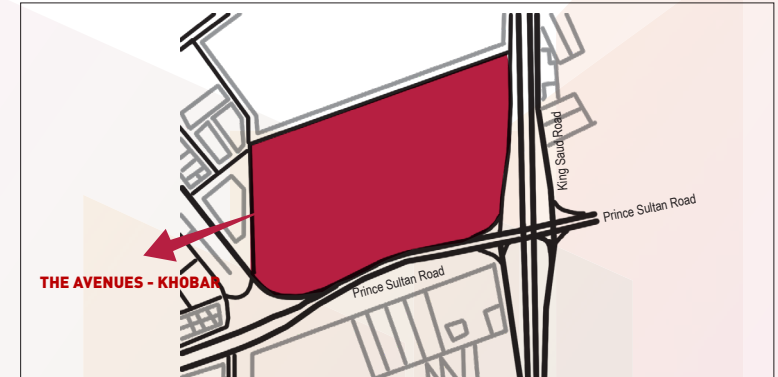
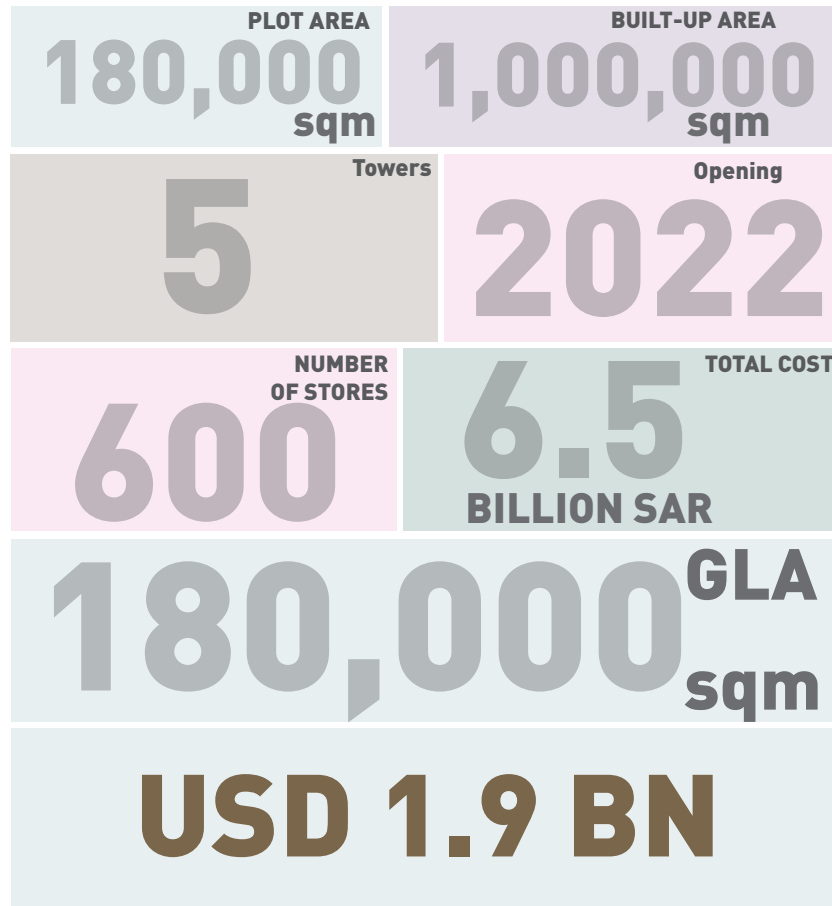
<b>PLOT AREA</b> <b>390,000</b> sqm	<b>BUILT-UP AREA</b> <b>1,800,000</b> sqm	
<b>PARKING CAPACITY</b> <b>18,000</b>	<b>NUMBER OF STORES</b> <b>1,300</b>	
<b>TOWERS</b> <b>5</b>	<b>DISTRICTS</b> <b>8</b>	<b>TOTAL COST</b> <b>14</b> BILLION SAR
<b>400,000</b> GLA sqm		
<b>USD 3.2 BN</b>		





# THE AVENUES - KHOBAR

Upcoming Project



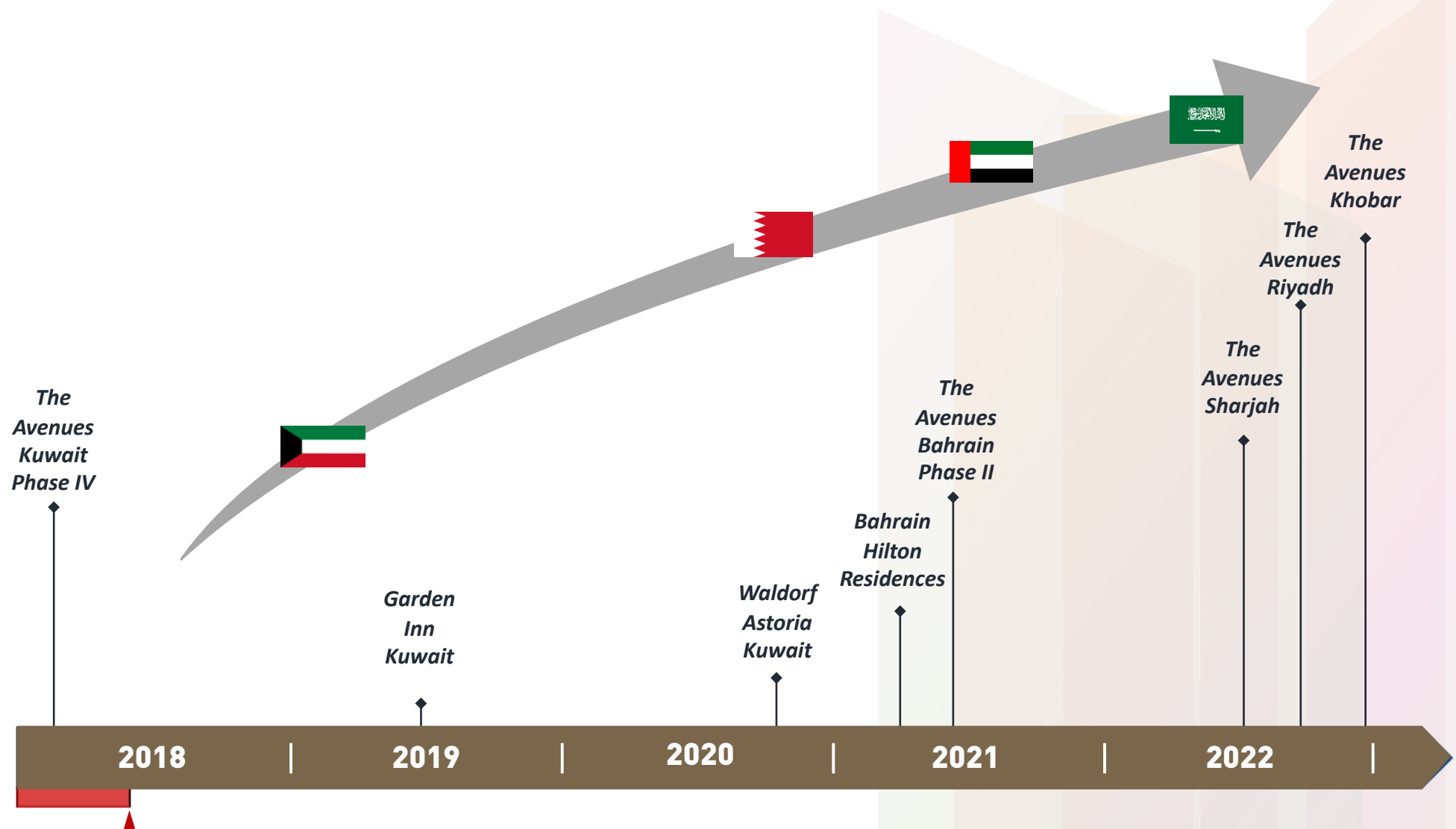
# Hotels

## Upcoming Projects

Hotel Brand	Location	Number Keys	Opening Year
 <b>Hilton</b> Garden Inn™	Kuwait	400	2019
 WALDORF ASTORIA™ <small>HOTEL &amp; RESIDENCES</small>	Kuwait	200	2020
 <b>Hilton</b> Garden Inn™	Bahrain	210	2020



# BY 2022, MABANEE WILL TRANSFORM INTO ONE THE GCC'S LARGEST DIVERSIFIED REAL-ESTATE INVESTORS AND DEVELOPERS.



# CONTENTS

## Section 1

### **Mabanee, Key Projects & Outlook**

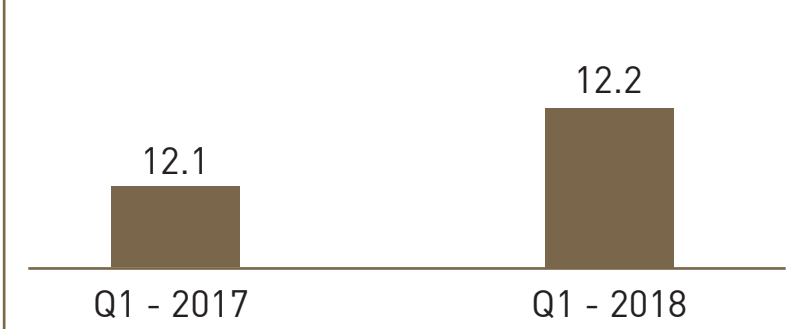
## Section 2

### **Financial Performance**

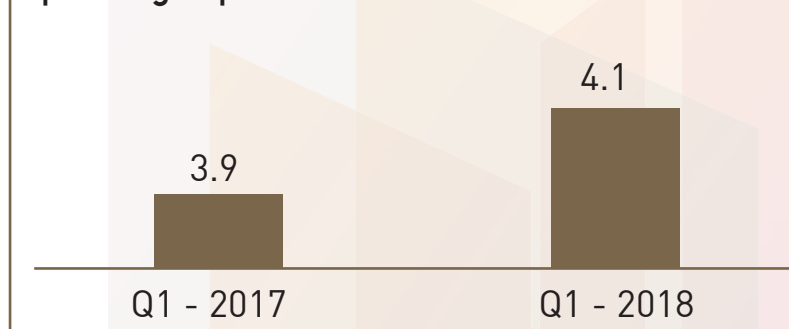


# FINANCIAL PERFORMANCE.

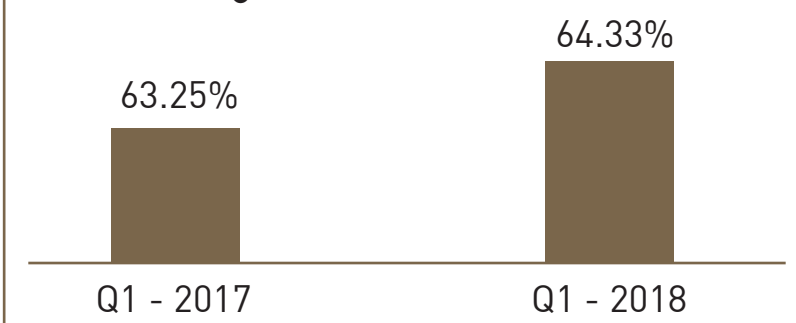
Net Profit - KD Mn



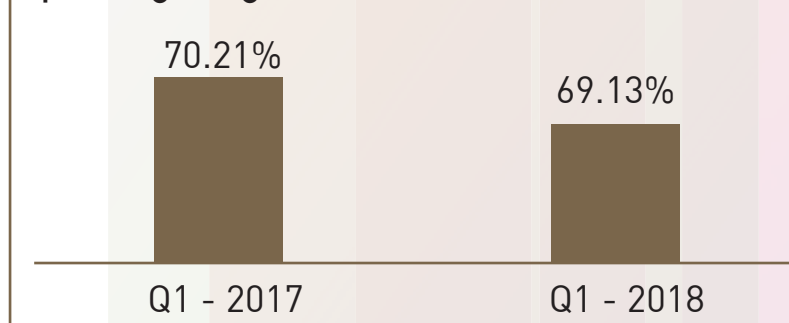
Operating Expense - KD Mn



Net Profit Margin

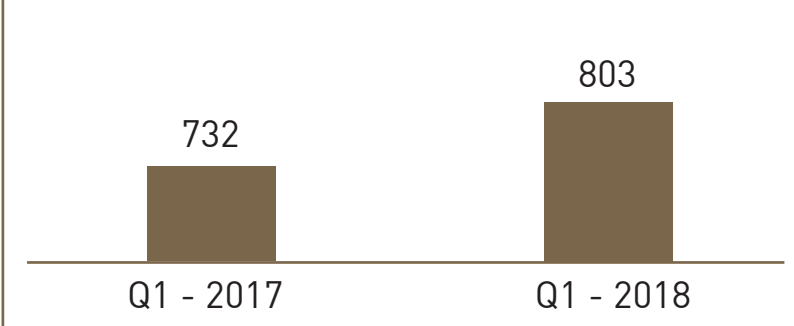


Operating Margin

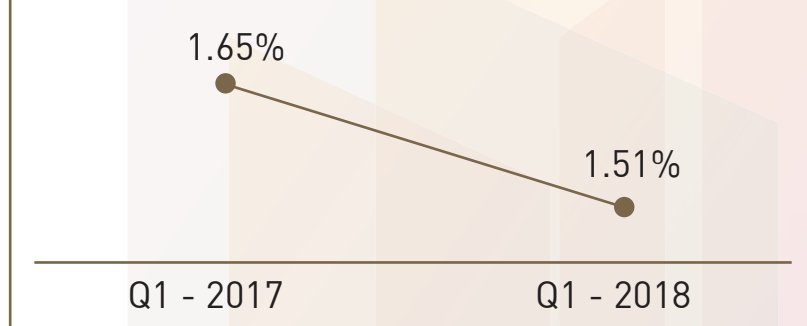


# FINANCIAL PERFORMANCE. (cont'd)

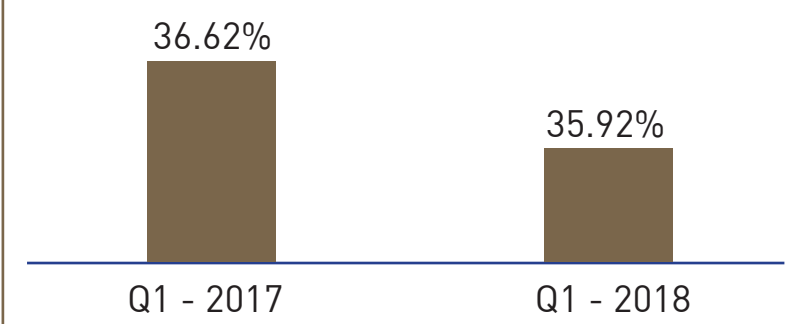
Total Assets - KD Mn



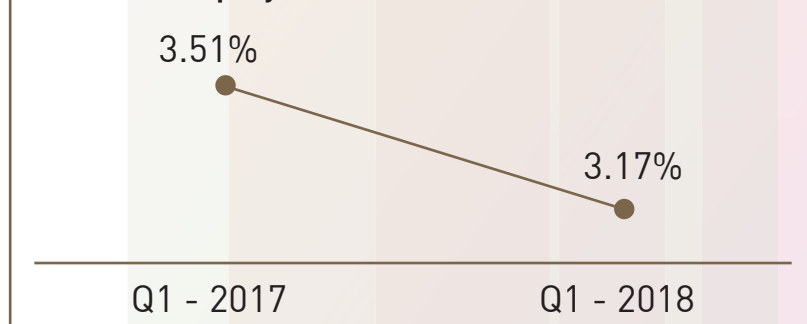
Return on Assets



Debt to asset

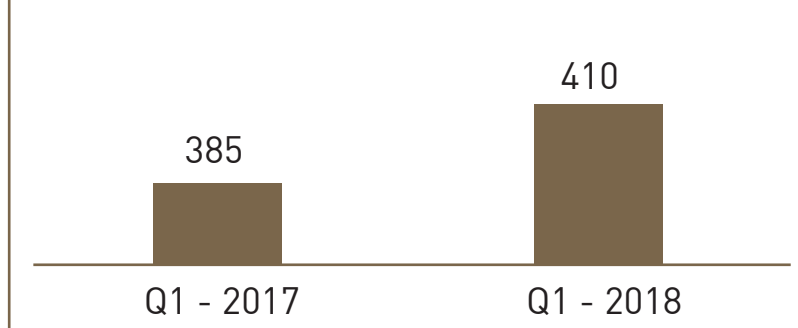


Return on Equity

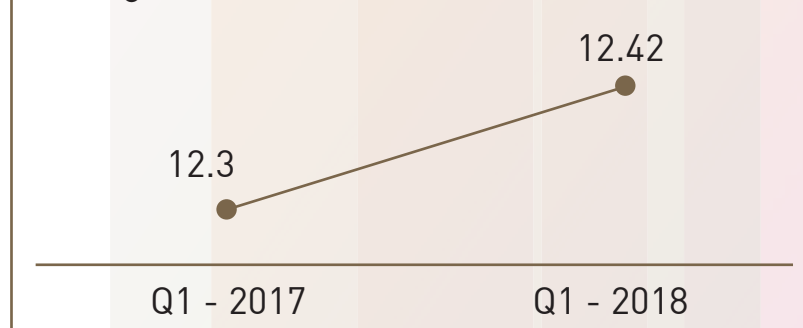


# FINANCIAL PERFORMANCE.

Book Value - KD Fils



Earning Per Share - KD Fils



# THANK YOU

