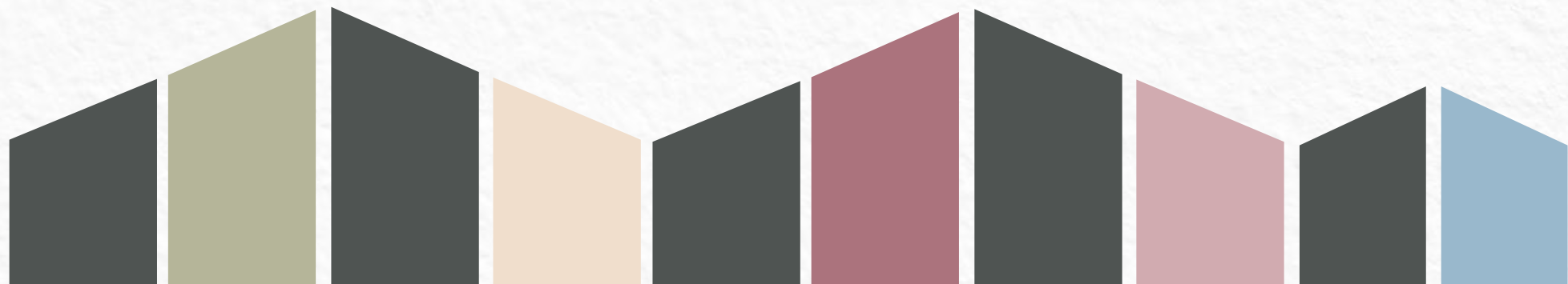


Mabanee

Investors Presentation

Q1 2019 - Earnings
Conference Call



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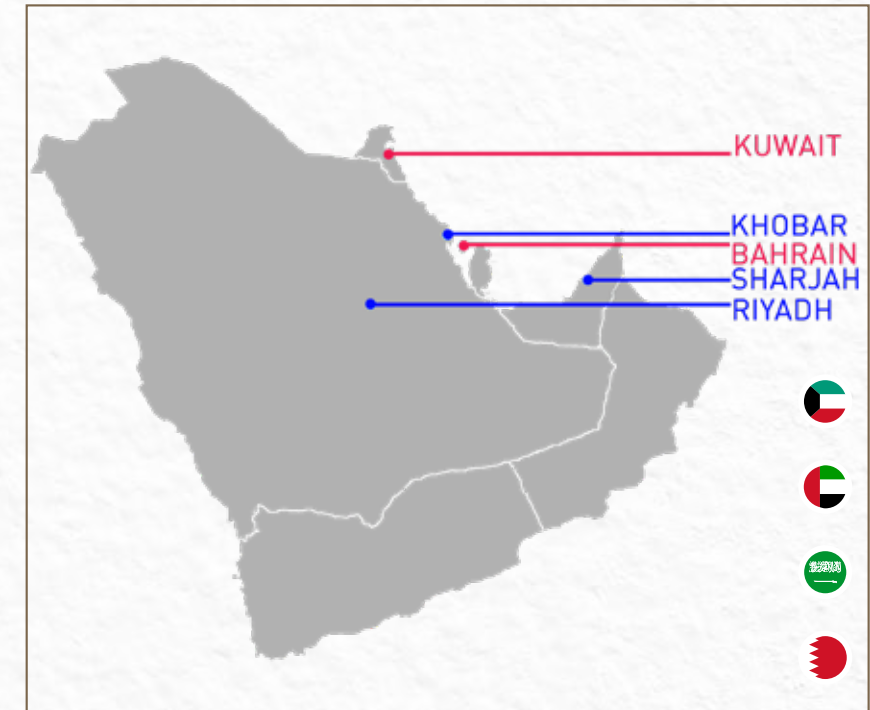
MABANEE, KEY PROJECTS & OUTLOOK

Section 3

FINANCIAL PERFORMANCE

FINANCIAL STABILITY AND WELL-PLANNED EXPANSION POLICY

- The net profit of the company for **Q1 2019** reached **KD 13,756,238** compared to **KD 12,170,387** for the same period in **2018**, representing an increase of **13%**.
- Mabanee continues its local and regional expansion by following a strategy of investing in developing and managing shopping malls in distinctive locations, while ensuring a good and continuous investment return.
- Our projects are distinguished by the development of shopping, entertainment and hospitality destinations under a brand name that has become iconic in the tourism and commercial sectors.
- The Company implements these expansions by direct investments or partnerships, in varying proportions, with a group of leading Gulf investors.
- The Company has adopted a policy of diversifying its investments by targeting new sectors such as hotels, residential and medical projects, as well as developing projects of sizes and components commensurate with the needs of each market and region.
- We believe that despite some challenges in the international retail market, certain markets continue to be an encouraging investment opportunity.



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Section 1 OVERVIEW OF MABANEE

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Section 3 FINANCIAL PERFORMANCE

KUWAIT

THE AVENUES - KUWAIT

- Phase IV is progressing as per plan with over **203** stores opened to date representing **66%** of phase IV stores
- New districts are opening gradually which will offer distinguished experiences
- Contractors started improving the traffic infrastructure, which will progress over two years, in collaboration with the Public Authority for Roads & Transportation, in order to ensure an integrated experience for the visitors
- occupancy rate for phase I, II and III is **95%**
- occupancy rate for phase IV is **94%**
- Total number of stores for all phases is **1095**, of which **1037** are rented

SMEs

The Avenues supports the small and medium enterprises by offering stores in some districts.

MEED Award

The Avenues - Kuwait Phase IV has been declared a National Winner for 2019 at MEED projects Award for the following categories:

1. Commercial Property Project of the Year
2. Tourism & Leisure Project of the Year



SALMIYA PROJECT

- A key development on the Arabian Gulf Street in Salmiya, a major urban center in Kuwait, on one of the last available sizeable land plots, benefiting of sea access and great connectivity
- This will be Mabanee's first mixed-use project outside of The Avenues and It will reflect new standards of design and experience.
- The concept and the feasibility of developing the **9,761 m2** land is under a comprehensive study

PPPs & BOT's

- Mabanee is looking forward to the possibility of partnership with the government in developing a number of its projects through PPP in Kuwait. The company was short-listed to participate in the tender for several projects



BAHRAIN

THE AVENUES - BAHRAIN

- The project is witnessing a great success and is attracting a number of visitors from Bahrain and abroad, which has driven us to update the design of the second phase of the project
- Phase II of the mall will add more leasable space to the western part of the project
- The construction of the Hilton Garden Inn hotel and phase II will commence within the next few months. The hotel will have direct access to the mall and will include **210** keys
- The occupancy rate is **85%**
- Total number of stores is **120** store of which **103** are leased
- The Avenues - Bahrain was awarded The Best Retail Architecture Award in the Arabian Property Awards



THE AVENUES - Riyadh

- The Avenues - Riyadh, Mabanee's largest project, will be one of the largest malls in the world with a unique architectural design that will include five multi-purpose towers
- The main contractor has already been selected and an agreement will be signed in near future
- **SAR 5.1 Bn** have been secured through an initial agreement with **9 GCC** banks
- A memorandum of understanding (MoU) with the Project Support Fund of the Ministry of Finance has been signed to fund part of The Avenues-Riyadh project with an amount of **SAR 500** million.

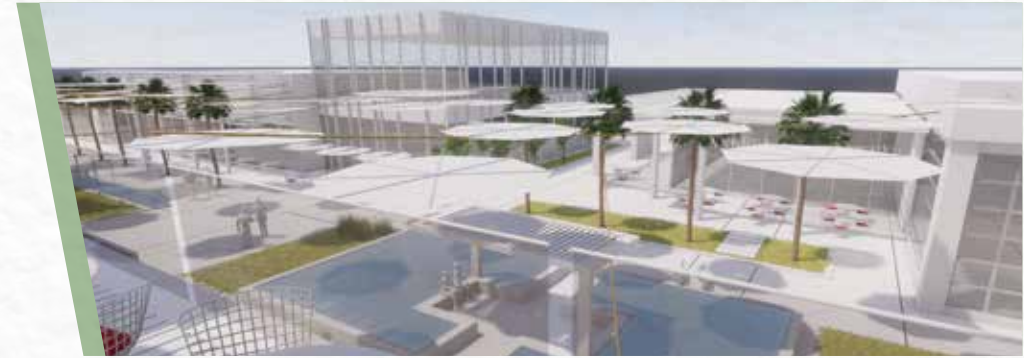
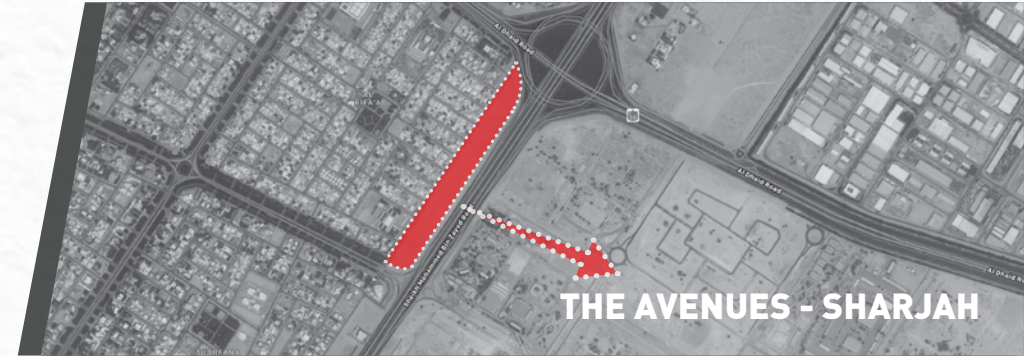
THE AVENUES - Khobar

- It is in the approval stage of the project's design. It will include commercial and entertainment areas, as well as four towers that will house residential apartments, hotels, offices, medical facilities, exhibitions, ballrooms and conference halls



THE AVENUES – Sharjah

- The Project is a strategic partnership with Shurooq; Sharjah Investment and Development Authority in the UAE.
- The development land is strategically located on Sheikh Mohammed Bin Zayed Road, a major transport artery in Sharjah.
- The project entails the investment and development of ca. **58,000 m²** GLA and a **13,000 m²**, **200** key smart urban hotel proposition over a BUA of **182,000 m²**.
- Design is under progress, working with best-in-class global architects, delivering novelty in terms of theming, design originality, fun and cultural experiences and retail mix, catering to the up-and-coming young segment of the population of Sharjah and the Northern Emirates.
- The land area is **65,000 sqm**.



Hotels

Hilton Garden Inn (2019)

- A four-star hotel with **400** guestrooms will be adjoining two of the new districts, The Forum and Electra. It will become the brand's largest hotel in Europe, Middle East, & Africa. Havelock AHI has been awarded the turnkey fit-out packages for the Hilton Garden Inn Kuwait.
- Accomplishment rate is **85.5%**

Waldorf Astoria Kuwait (2020)

- A five-star hotel with **200** guestrooms that will be located in "Prestige" district. The hotel will feature a **640** sqm ballroom, multiple dining options and an outdoor pool and Spa
- Accomplishment rate is **54%**

Hilton Garden Inn Bahrain (2021)

- The Avenues – Bahrain presents the first Hilton Garden Inn with **210** rooms and apartments with a unique sea front view – Bahrain Bay. Guests will have direct access to the mall.

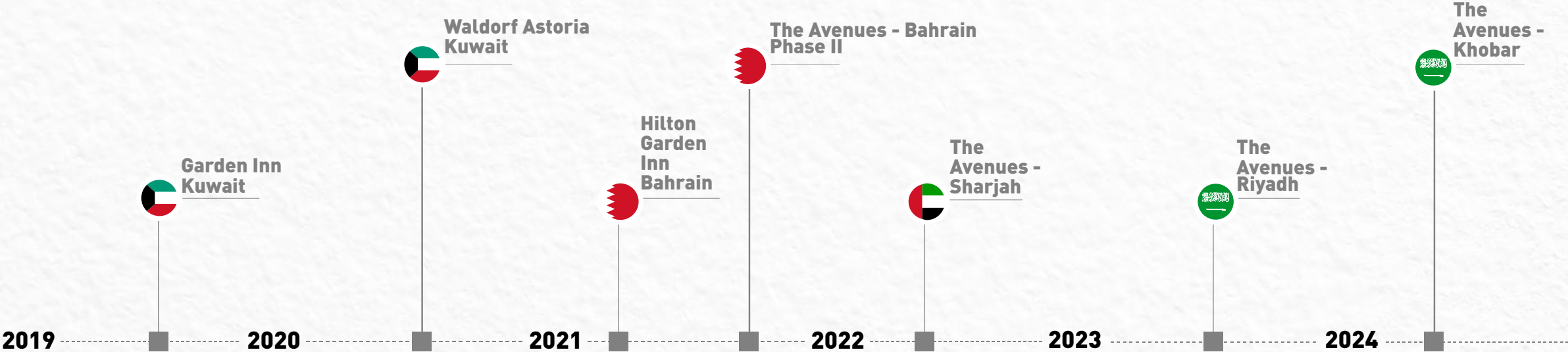
Staff Housing:

- The company has completed the construction work of the hotels' staff building, which is located in Al-Fintas area on a land space of **3800 sqm**, with a cost of up to **8 million K.D.**



Staff Housing

GCC Deveploment Time Frame



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OVERVIEW OF MABANEE

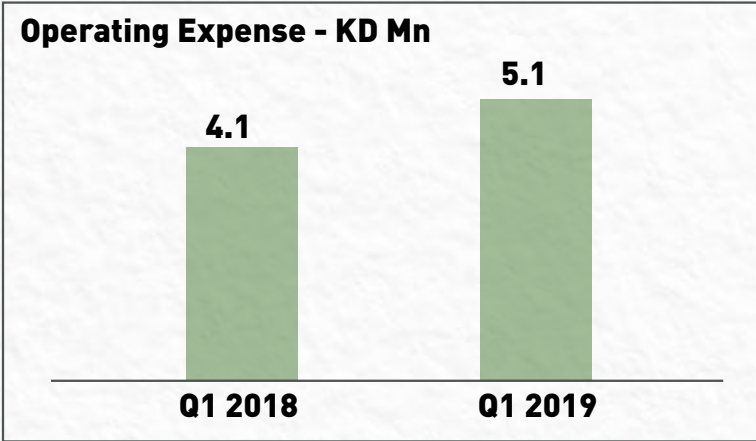
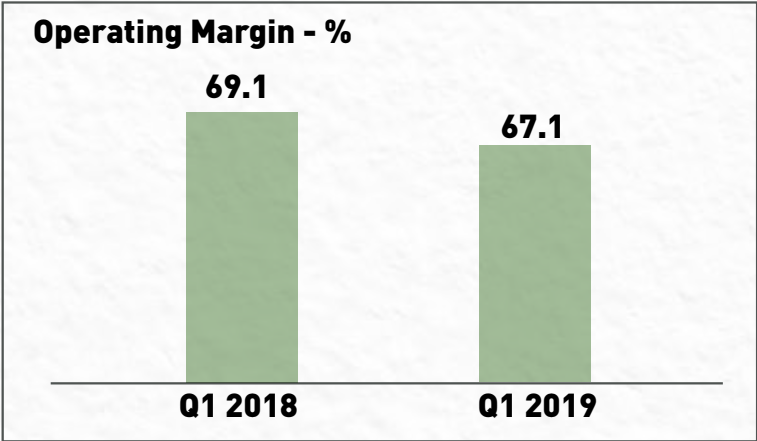
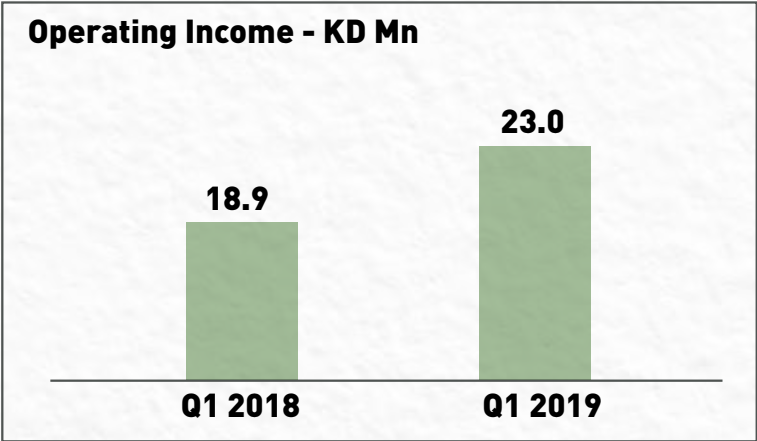
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MABANEE, KEY PROJECTS & OUTLOOK

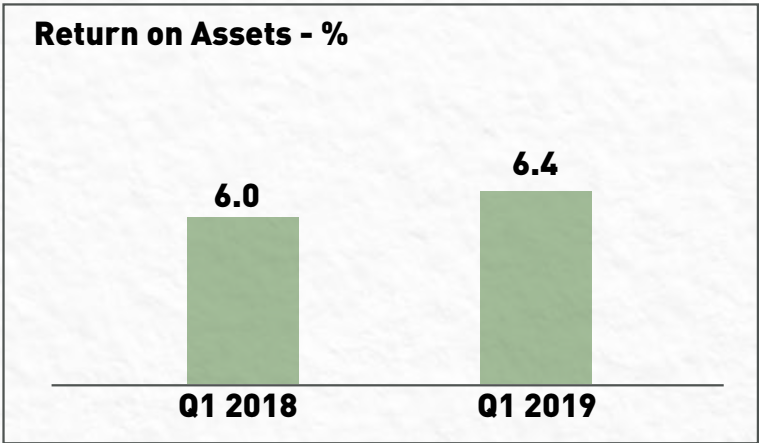
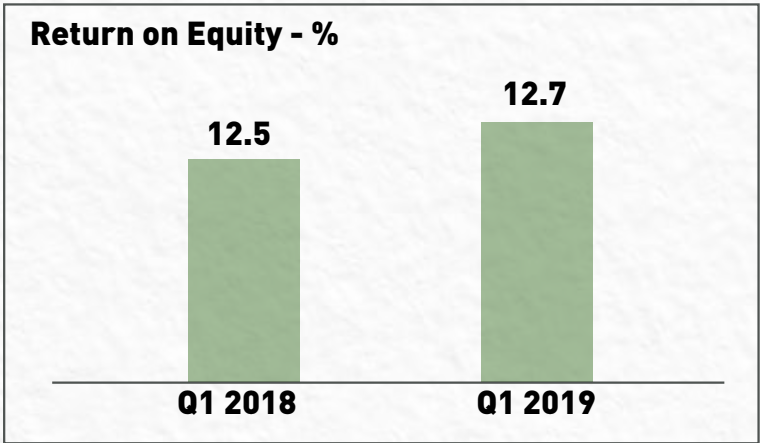
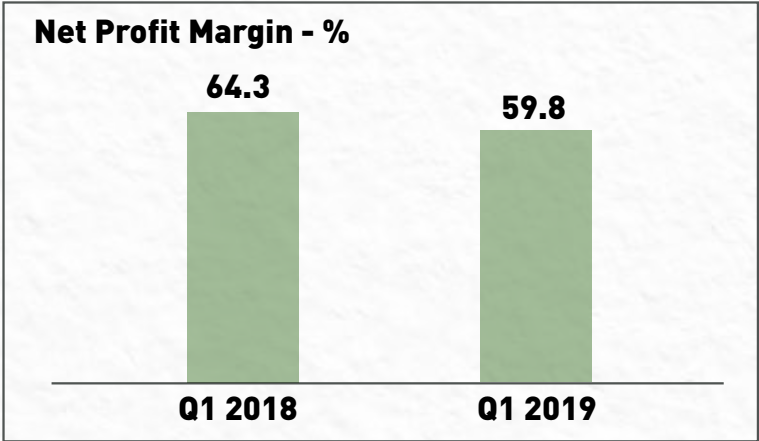
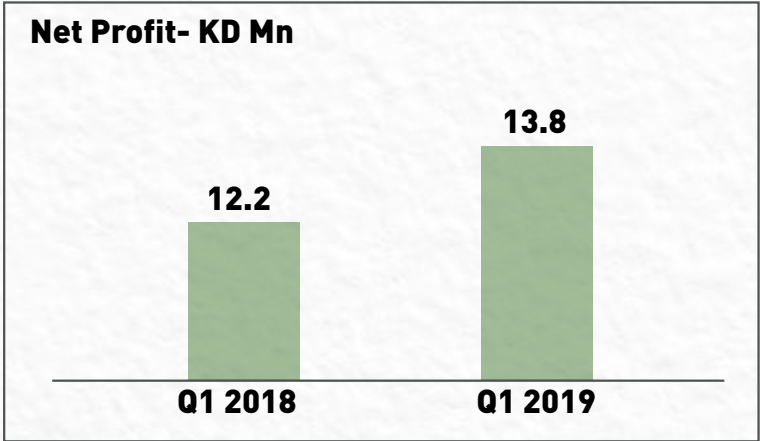
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FINANCIAL PERFORMANCE

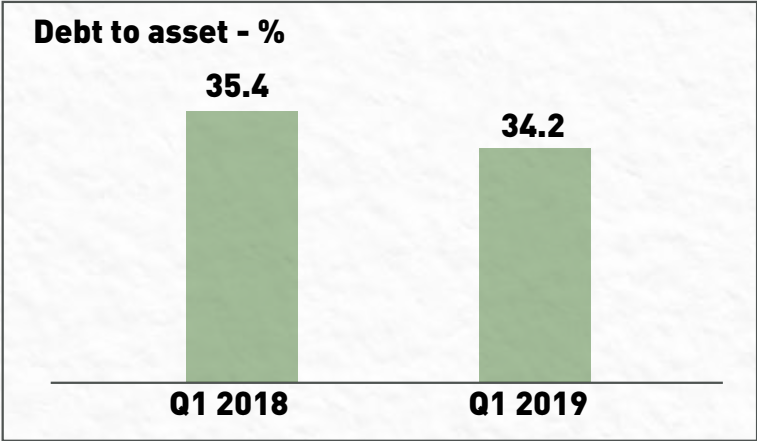
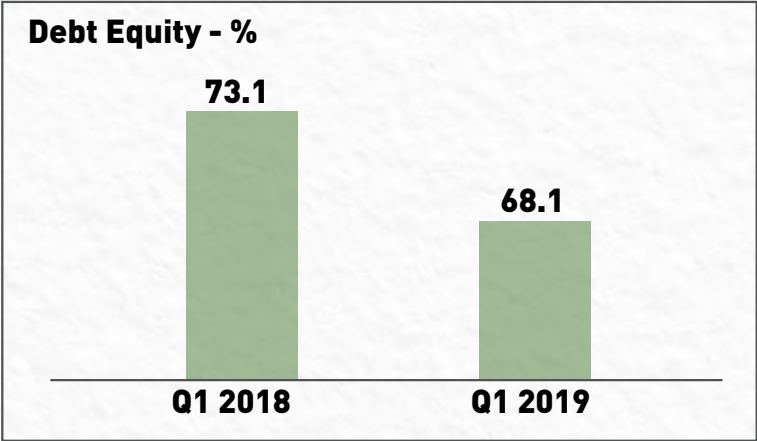
Financial Performance



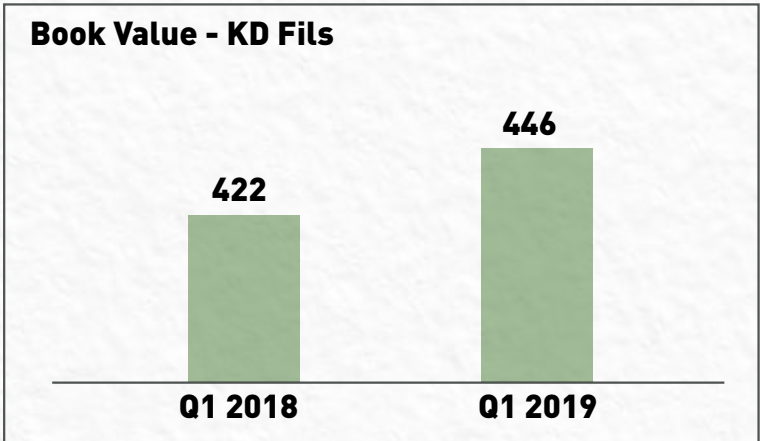
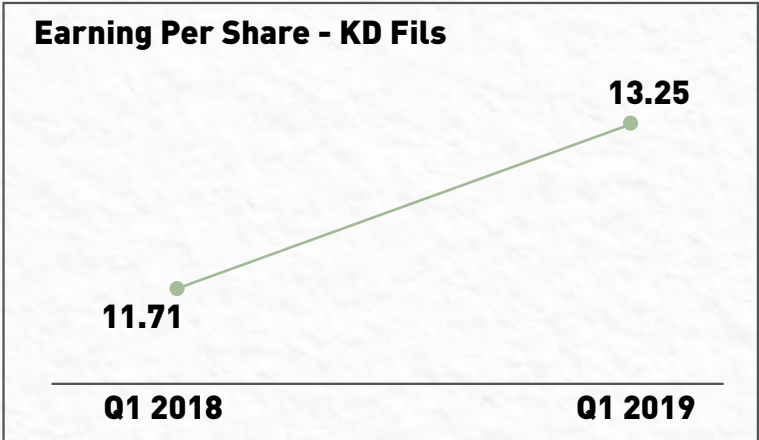
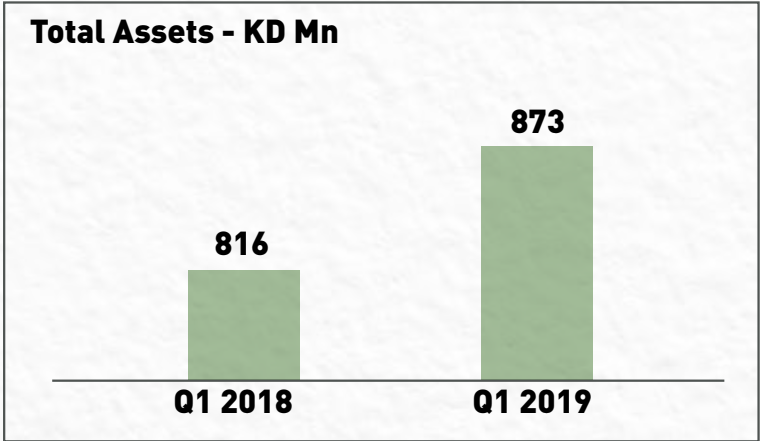
Financial Performance (cont'd)



Financial Performance (cont'd)



Financial Performance (cont'd)



Questions

Appendix

Consolidated Statement of Income

(Amount in KD)

Particulars	Q-1	
	2019	2018
Investment properties revenue	22,987,857	18,919,243
Investment properties expenses	(5,146,194)	(4,090,243)
Depreciation	(2,417,824)	(1,749,765)
Profit from operation	15,423,839	13,079,235
Net Gain/ loss from financial Investments	154,000	42,000
General and administrative expenses	(518,354)	(817,010)
Finance Costs	(775,885)	(12,558)
Other Income	85,324	381,435
Share of results from associate	19,917	(26,000)
Profit before KFAS, NLST & Zakat	14,388,841	12,647,102
Contribution to KFAS, NLST & Zakat	(646,487)	(559,580)
Director fees	(50,000)	(50,000)
Consolidated Profit for the period	13,692,354	12,037,522
Non Controlling Interest	(63,884)	(132,865)
Equity holders of the parent company	13,756,238	12,170,387

Consolidated Statement of Financial Position (Assets)

(Amount in KD)

Particulars	Financial Year	
	31-Mar-19	31-Mar-18
ASSETS		
Non-current assets		
Property and equipment	3,411,419	3,564,418
Investment properties	794,686,302	745,510,268
Investment in associates	27,754,960	5,119,116
Accounts receivable and prepayments	1,095,438	1,108,483
Investments Securities	4,340,739	5,138,106
	831,288,858	760,440,391
Current Assets		
Receivable from associates	2,614,810	25,217,813
Accounts receivable and prepayments	23,247,464	19,919,253
Cash and bank balances	16,154,499	10,368,032
	42,016,773	55,505,098
TOTAL ASSETS	873,305,631	815,945,489

Consolidated Statement of Financial Position (Liabilities and Equity)

(Amount in KD)

Particulars	Financial Year	
	31-Mar-19	31-Mar-18
EQUITY AND LIABILITIES		
Equity		
Share Capital	98,352,970	93,669,495
Reserves	340,545,236	301,350,175
Total equity attributable to equity holders of the parent company	438,898,206	395,019,670
Non-controlling interest	72,548,122	60,215,819
Total equity	511,446,328	455,235,489
Non-current Liabilities		
Provision for staff indemnity	2,090,904	1,715,192
Due to Related Parties	-	9,978,012
Other non-current liabilities	21,281,370	37,966,292
Term loans	10,000,000	14,000,000
Murabaha payables	278,509,931	249,823,735
	311,882,205	313,483,231
Current Liabilities		
Term loans	4,000,000	4,000,000
Murabaha payables	6,334,563	21,078,363
Trade and other payables	39,642,535	22,148,406
	49,977,098	47,226,769
Total Liabilities	361,859,303	360,710,000
TOTAL EQUITY AND LIABILITIES	873,305,631	815,945,489

Thank You