



Date: 23/03/2023
KREC/FIN/2023/259

التاريخ: 2023/03/23
KREC/FIN/2023/259

To: Boursa Kuwait Company

السادة / شركة بورصة الكويت المحترمين

Subject: Kuwait Real Estate Company Analyst / Investor Conference minutes for Q4 - 2022

الموضوع: محضر مؤتمر المحللين / المستثمرين لشركة عقارات الكويت عن الربع الرابع لعام 2022

Reference to the above mentioned subject, and the requirements of article No. (8-4-2) "Continuing Obligations in the Premier Market" of Boursa Kuwait rule book issued via resolution No. (1) of year 2018, and since Kuwait Real Estate Co. has been classified in the premier market, kindly note that the analyst/investor conference was conducted through (Live Webcast) at 01:30 PM on Monday 20/03/2023.

بالإشارة إلى الموضوع أعلاه، وإلى متطلبات المادة (8-4-2) "الإلتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، وحيث أن شركة عقارات الكويت تم تصنيفها ضمن مجموعة " السوق الأول"، نود أن نحيطكم علما بأن مؤتمر المحللين / المستثمرين قد انعقد عبر طريق بث مباشر على (Live Webcast) في تمام الساعة 01:30 من ظهر يوم الإثنين 2023/03/20.

Kindly note that no material information has been discussed during the conference. Please find attached the minutes of the conference in (Arabic & English) and the investors presentation for Q4, 2022.

كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، وتجدون مرفق طيه محضر المؤتمر باللغتين العربية والإنجليزية والعرض التقديمي للمستثمرين عن الربع الرابع لعام 2022.

Best Regards

وتفضلوا بقبول فائق الاحترام والتقدير،،،

محمد نوري الحمد

مساعد نائب الرئيس – إدارة الموارد البشرية والشؤون الإدارية

*CC:

CMA – Disclosure Dept

* نسخة الـ:

السادة / هيئة أسواق المال – إدارة الإفصاح



شركة عقارات الكويت ش.م.ك.ع.
Kuwait Real Estate Company K.P.S.C.

أ.ع.

تأسست عام 1972 Established in

صندوق بريد 1257، الصفاة 13013، الكويت، مبنى سوق الكويت، الدور الثامن

P.O. Box 1257, Safat 13013, Kuwait, Souk Al Kuwait Building, 8th Floor T. +965 1 828 999 F. +965 2241 8154

رأس المال المدفوع والمصدر Paid up Capital K.D. 94,736,505.900 بمقدار رأس المال المصرح به Authorized Capital K.D. 94,736,505.900

www.aqarat.com.kw info@aqarat.com.kw

سجل تجاري 64 CR No.



INVESTORS & ANALYST PRESENTATION

Q4 2022 Financial Results

March 2023




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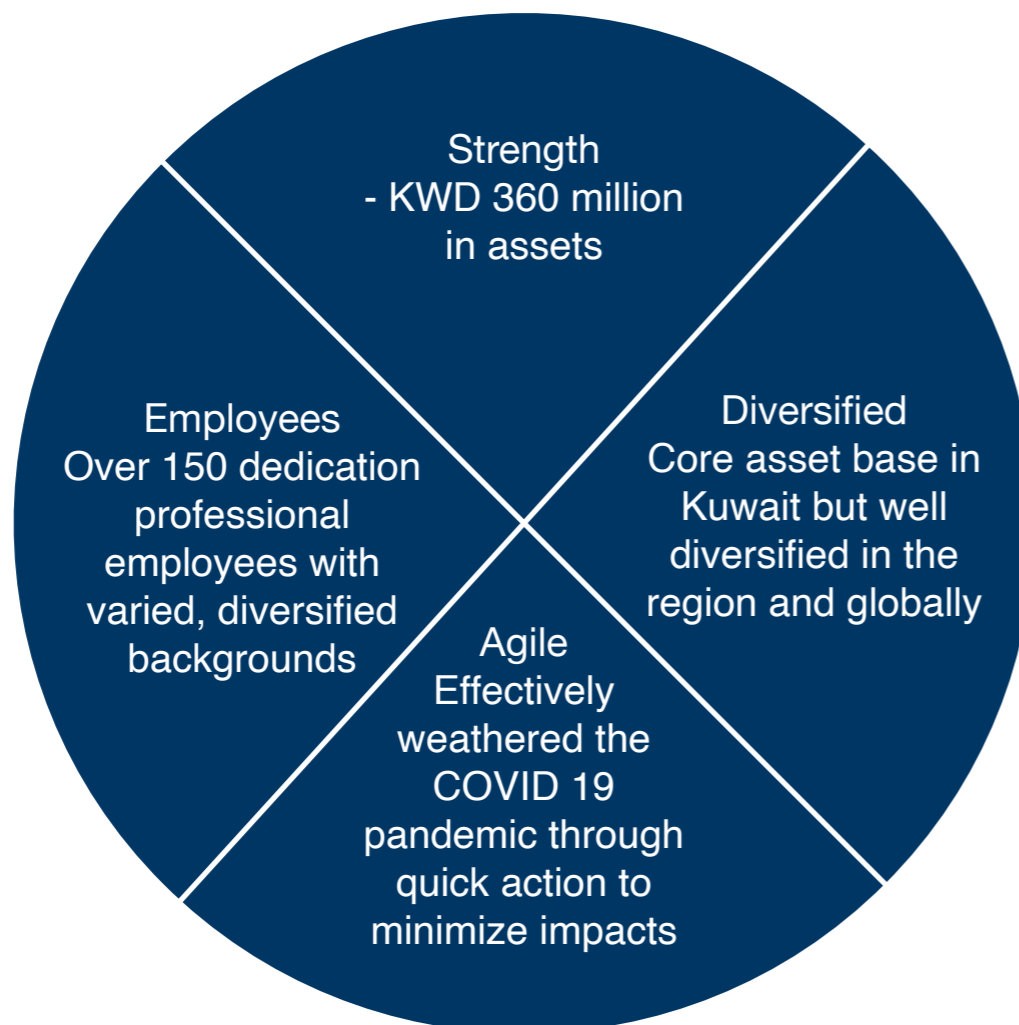
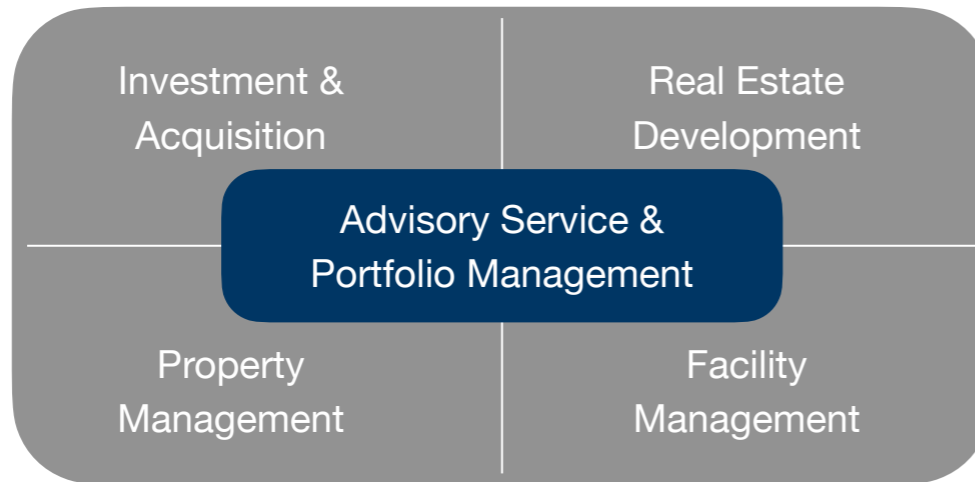
Certain statements in this presentation may constitute forward-looking statements. These statements reflect the Company's expectations and are subject to risks and uncertainties that may cause actual results to differ materially and may adversely affect the outcome and financial effects of the plans described herein. You are cautioned not to rely on such forward-looking statements. The company does not assume any obligation to update its view of such risks and uncertainties or to publicly announce the result of any revisions to the forward-looking statements made herein.

		
AQARAT OVERVIEW	BUSINESS OVERVIEW	FINANCIAL PERFORMANCE
01	02	03



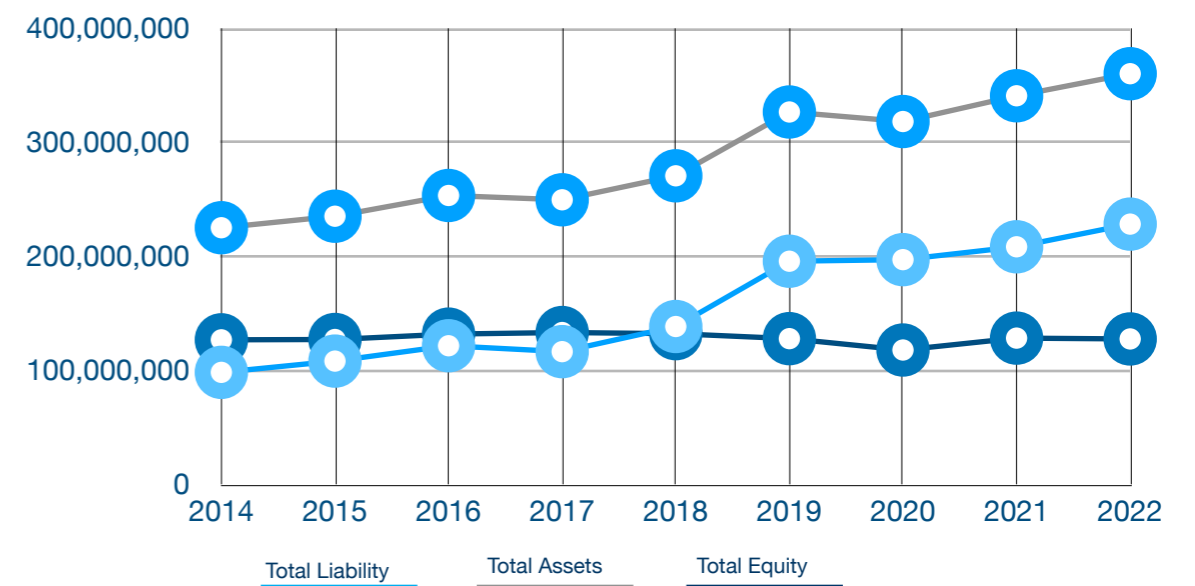
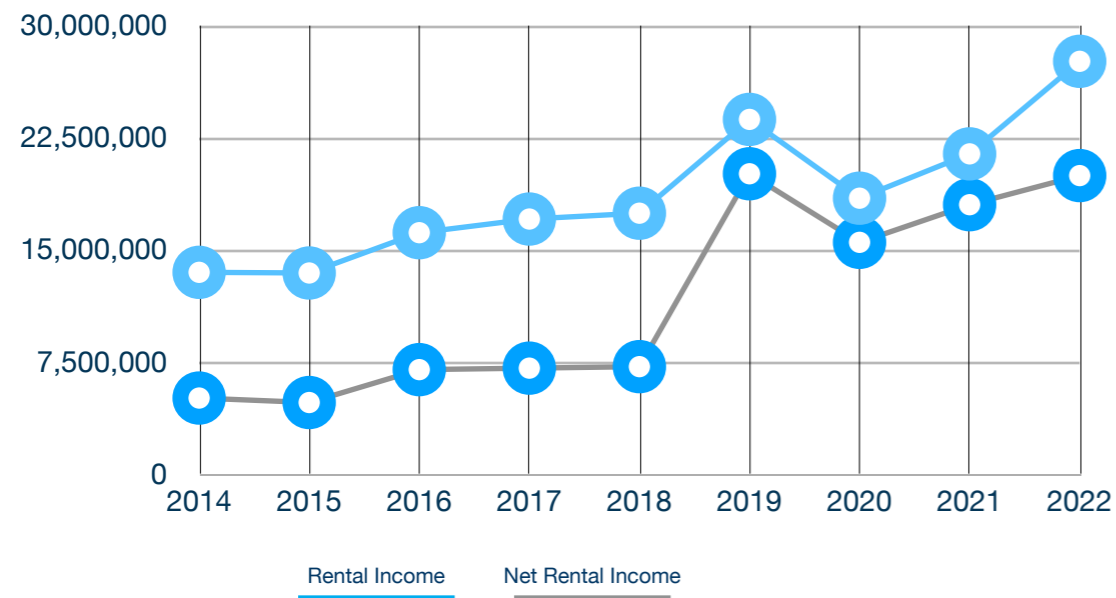
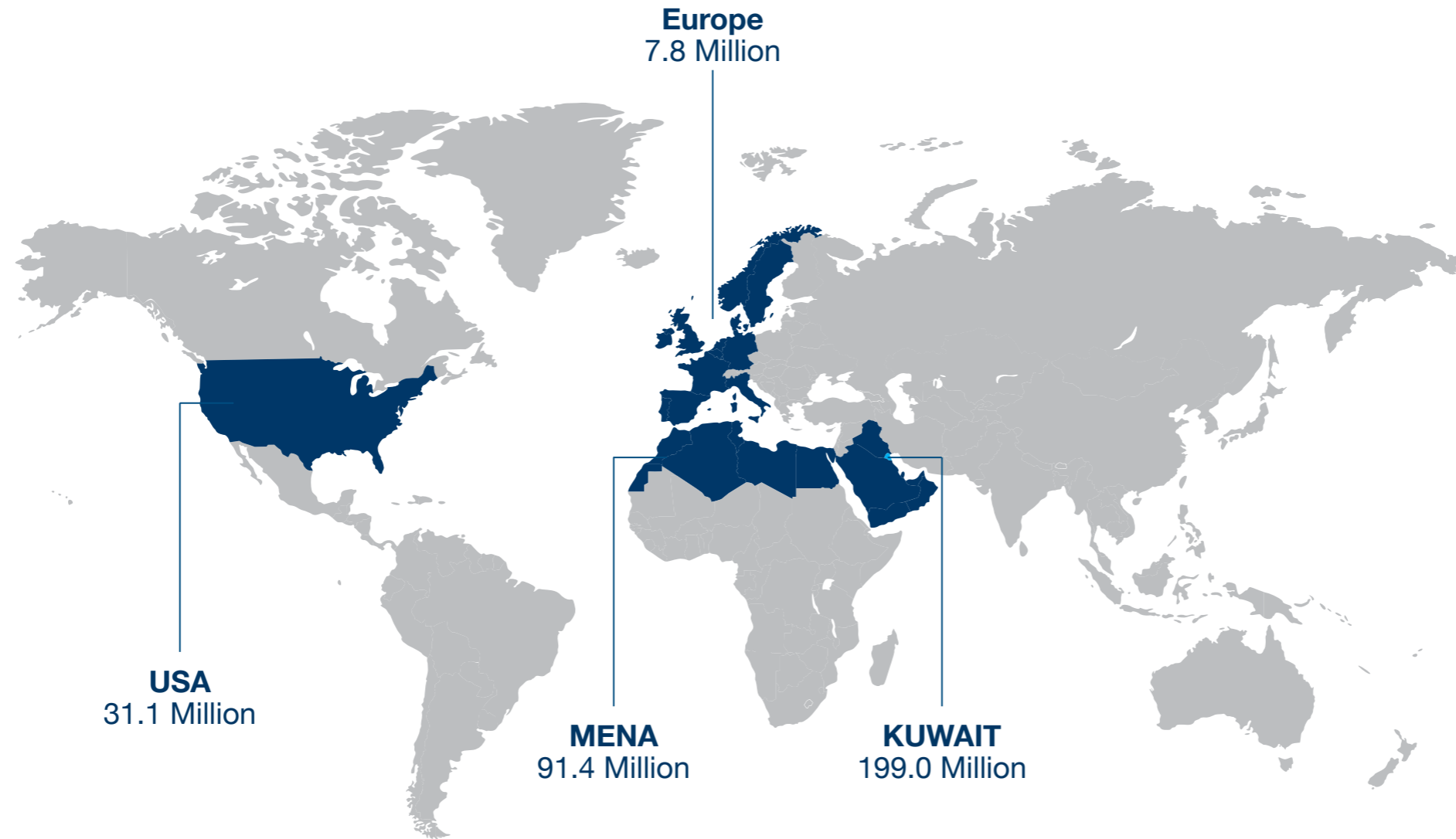
Section 1

Overview



- AQARAT (Kuwait Real Estate Company K.P.S.C), a leading Real Estate development and investment company.
- Established in 1972 and is the first real estate company to be listed on the Kuwait Stock Exchange (Boursa Kuwait) in 1984.
- Over 50 years in the field of Real Estate investment and development locally and internationally.
- As a leading integrated real estate services provider, AQARAT offers its clients a comprehensive range of high quality professional real estate services in the residential, retail, commercial and hospitality services sectors.
- AQARAT provides in depth local expertise along with a truly global presence and a proven reputation for delivering results.

Financial Data	YTD 2022	YTD 2021	% change	Q4 2022	Q4 2021	% change
Real Estate Rental Income	27,620,930	21,430,882	29%	7,501,335	5,732,888	31%
Net Rental Income	19,978,024	18,031,286	11%	4,400,186	4,164,164	6%
Income before NLST	7,876,635	7,450,589	6%	1,653,017	798,825	107%
Finance cost	-8,232,452	-5,443,212	51%	-2,999,963	-1,452,882	106%
Net Income	7,267,875	6,251,068	16%	1,630,902	661,905	146%
EPS	7.92	6.92	14%	1.76	0.71	148%
CURRENT ASSETS	44,957,679	65,258,157	-31%	44,957,679	65,258,157	-31%
Total Assets	360,531,794	341,159,449	6%	360,531,794	341,159,449	6%
CURRENT LIABILITIES	44,239,518	49,991,535	-12%	44,239,518	49,991,535	-12%
Total Liabilities	228,493,206	208,579,871	10%	228,493,206	208,579,871	10%
Debt Borrowings	175,200,780	141,734,481	24%	175,200,780	141,734,481	24%
Debt Borrowings (short term)	5,064,136	5,026,191	1%	5,064,136	5,026,191	1%
Share Capital	94,736,506	94,736,506	0%	94,736,506	94,736,506	0%
Total Equity	127,674,403	128,409,235	-1%	127,674,403	128,409,235	-1%
BV per fil	0.135	0.136	-1%	0.135	0.136	-1%





Section 2

Business Overview

INCOME YIELDING PORTFOLIO

Kuwaiti Dinars	Q4 2022	Q4 2021	YTD 2022	YTD 2021
Rental Income	7,501,335	5,732,888	27,620,930	21,430,882
Operating Expense	(3,101,149)	(1,568,724)	(7,642,906)	(3,399,596)
Net Rental Income	4,400,186	4,164,164	19,978,024	18,031,286

- In Q4 2022, AQARAT Rental Income generated KD7.5 million compared to KD 5.7 million for the same period in 2021 representing an increase of 31%.
- In comparison to Q4 2021, Q4 2022 Net Rental Income marked a increase of 6%.
- Kuwait Portfolio Occupancy in Q4 2022 averaged 91%.

INCOME GENERATING PORTFOLIO

- The income generating portfolio continued its growth during this period.
- Enhanced performance of the local portfolio.
- Domus and The 8 fueled growth.

PROJECTS UNDER DEVELOPMENT

- Slight delay in completion of Arabella Hotel.
- Domus 3 & 4 on track

AQARAT KEY PROPERTIES - KUWAIT



Souk Al-Kuwait & Souk Al-Kabir

Since its inception in 1972, AQARAT has been a pioneer in developing and advancing public-private partnerships. In fact, the first BOT ever in existence in Kuwait, Souk Al-Kuwait, was conceived of and developed by AQARAT more than four decades ago.

The two properties feature commercial and car parking building located in the busy area of the Kuwait Stock Exchange and the banking center of Kuwait City. The buildings have three main components - a multi level car park, offices as well as a retail area.

Key Figure

Units	873 & 570
Floors	12 & 13
Total Built Up Area	36,422 & 48,475



Pearl Marzouq

Located along the green lawn and promenade of the Scientific Center overlooking the sea. The property enjoys a serene location, secluded from the noise of the city. The luxurious apartments are designed to maximize natural daylight and offer ample opportunities to enhance your lifestyle. Wide, sweeping spaces offer a sense of freedom and sanctuary from the world outside. Three apartment types, each uniquely laid out to cater to your needs and desires in modern living.

Key Figure

Units	122
Floors	5
Total Built Up Area	28,000



Arabella

Located adjacent to The Palms and SAS hotels on the Al-Bidaa coast strip, Arabella features over 13,000 square meters of dining and entertainment options, with 36 indoor/outdoor units to serve as restaurants, cafes and more. Currently the property is being partially redeveloped to include a 192 key hotel.

Key Figure

Units	35
Floors	5
Total Rentable	8,676
Total Built Up Area	13,988

AQARAT KEY PROPERTIES - INTERNATIONAL



Yotel New York

The Yotel development consists of 668 rooms in the heart of Manhattan, New York City. The flagship property is designed features 12,000 sqft of dynamic and flexible space known as the Sky Lobby, and the largest outside terrace space featuring a restaurant, lounges, a terrace, exercise room etc. The hotel's 668 rooms offer a beautifully designed space in which to relax, refresh, connect and sleep.

Key Figure

Hotel Keys	721
Floors	27



501 First Street - Miami

A 472 residential units development comprising of studios, one bedroom and tow bedroom units. The project is in close proximity to the significant Miami WorldCenter neighborhood which is witnessing significant developments

Key Figure

Plot Size	27,000 SFT
Units	472



Flats Atlantic Station

The Flats Atlantic Station is a 86 unit, 281 bed multifamily rental apartment located close to several major universities as well as Atlanta's 138 acre mixed use development – Atlantic Station. All of the apartments at The Flats come fully furnished. The building offers two, three & four bedroom student apartments with a variety of layouts and floor plans to choose from.

Key Figure

Units	86
Beds	281

AQARAT KEY DEVELOPMENTS - INTERNATIONAL



Yotel Miami

The Project consists of a 48- story LEED Silver building containing 213 Yotel Miami hotel rooms and approximately 233 YotelPAD condominium residence. Both the YOTEL Miami Hotel and the YotelPAD Condominium Residence are accessed at ground level through separate lobbies and elevator banks. The building will include three passenger elevators serving the hotel, two passenger elevators serving the condominium residences , and two service elevators

Key Figure

Hotel Keys	213
YotelPAD Condos	233



Th8

Inspired by cool chic Miami style living. The 8 design is sophisticated and clean with a contemporary touch. Lightweight architecture and spacious are carried throughout the design, from the exterior focus on wide-open balconies to the airy and sleek interior where space is adorned with modern finishes, More art gallery than apartment, Th8 will be one of the Palm Jumeirah's most distinguished addresses. The Hotel is part of Th8 - a luxurious mixed-use development that comprises 190 residential apartments and a 162 key House of Originals hotel apartment complex.

Key Figure

Units	300
Floors	8
Hotel Keys	162



Domus

A state -of- the art , staff housing accommodation located within close proximity to several of Dubai's major tourism hubs. The intent is to court a variety of hospitality companies with staff housing needs located within a 25 minute radius of the site. The overall project will eventually consist of over 392,000 square feet of built up area of which 233,000 square feet of rentable area, eventually housing over 2,000 hospitality staff of varying employment levels. The project seeks to create a sense of community where hospitality professionals within several disciplines from various hotel flags and other hospitality related companies

Key Figure

Units	102 units per building
Net Rentable Area	233,000
Total Built Up Area	394,000



Section 3

Financial Highlights

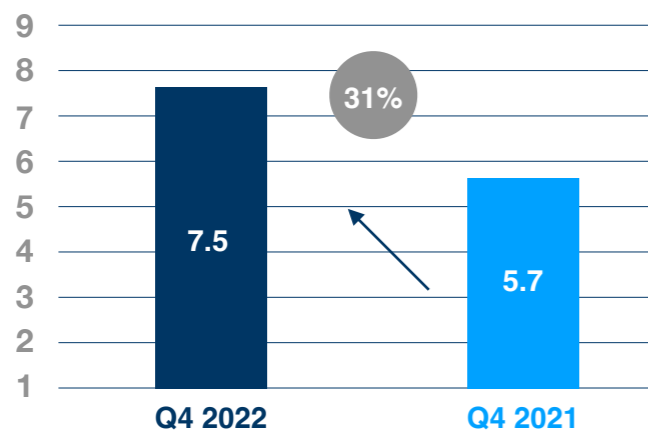
AQARAT- FINANCIAL PERFORMANCE

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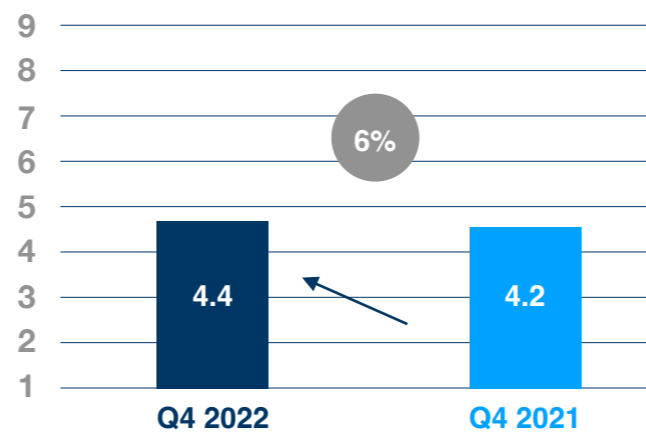
AQARAT- FINANCIAL PERFORMANCE

INCOME

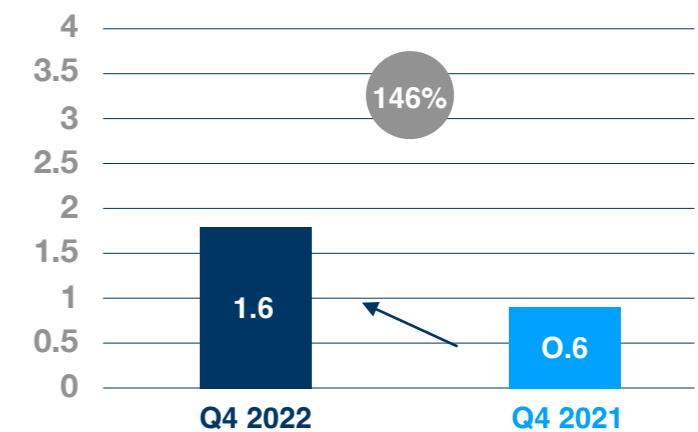
REAL ESTATE INCOME- KD Millions



NET RENTAL INCOME- KD Millions

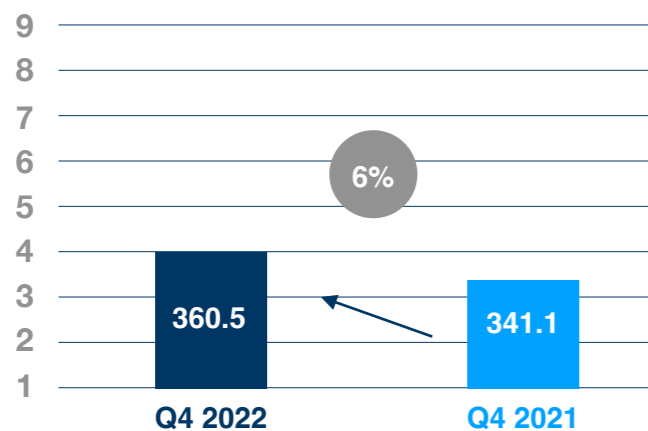


NET PROFIT- KD Millions

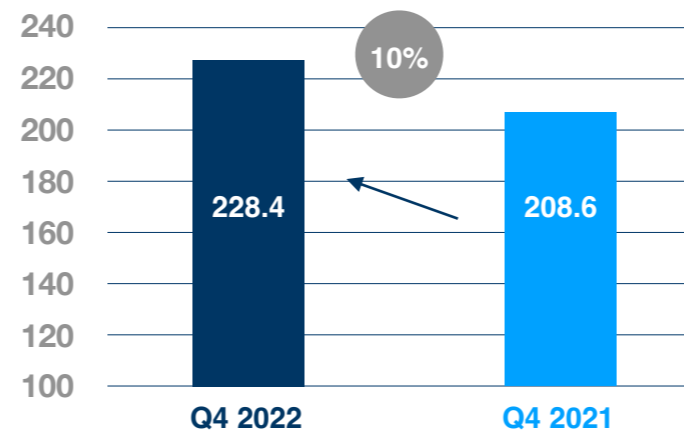


ASSETS & LIABILITIES

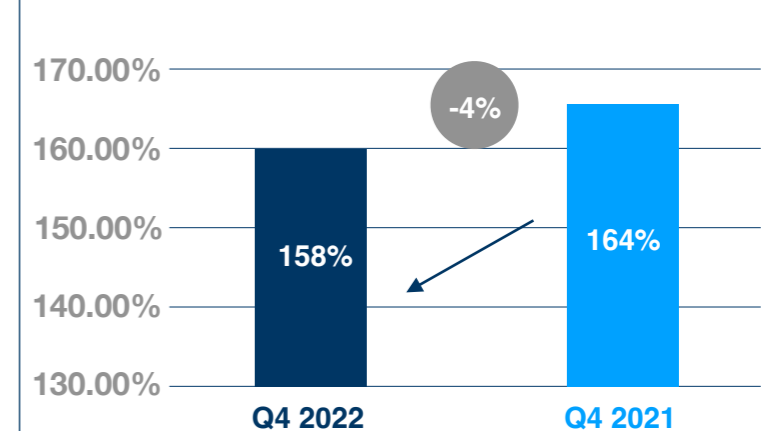
TOTAL ASSETS - KD Millions



TOTAL LIABILITIES - KD Millions



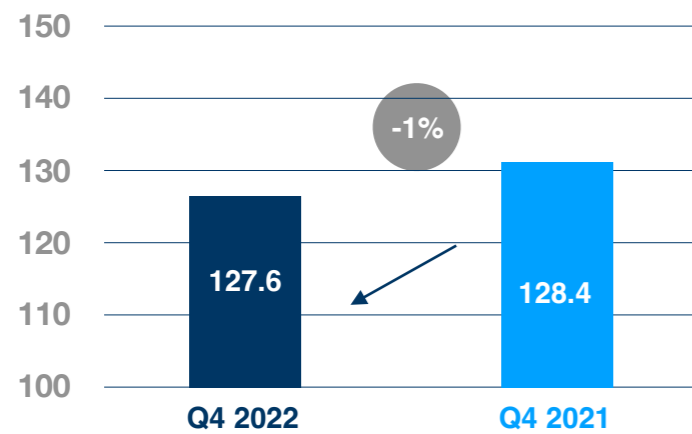
ASSET TO LIABILITIES



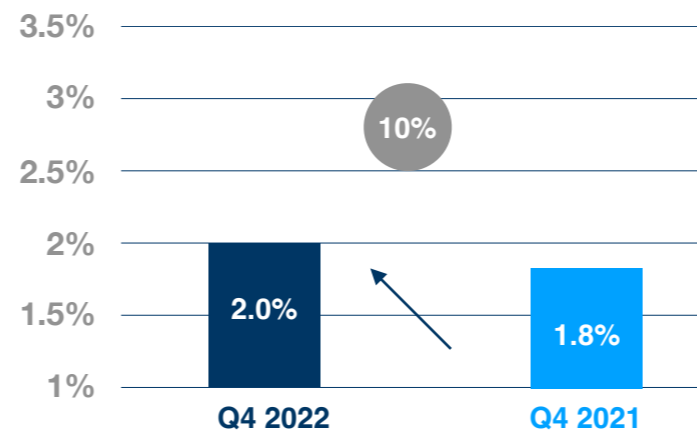
AQARAT- FINANCIAL PERFORMANCE

EQUITY

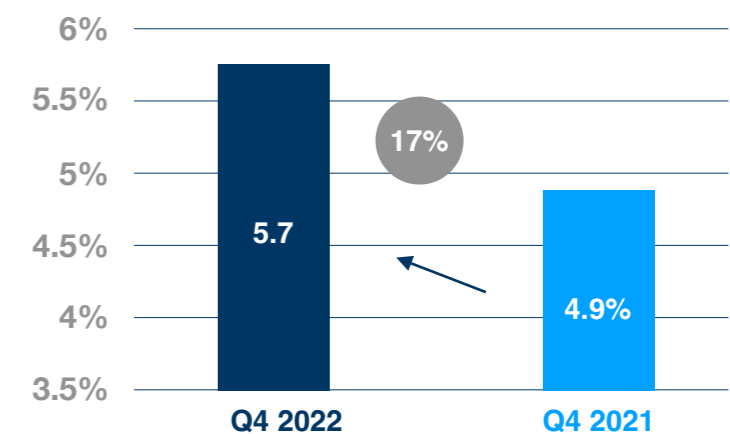
SHAREHOLDER EQUITY- KD Millions



RETURN ON ASSETS

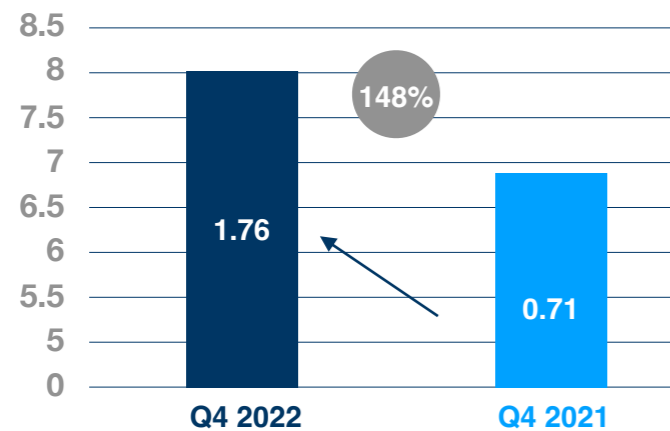


RETURN ON EQUITY



EARNINGS PER SHARE

EPS



Section 4

Questions



AQARAT
عقارات

FOR FURTHER INFORMATION PLEASE CONTACT
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Email: info@aqarat.com.kw



AQARAT
عقارات



AQARAT'S

Investors Presentation

Monday 20 March 2023

At 1:30pm (Kuwait Time)

2023

SPEAKERS

Mr. Talal Jassem Al Bahar

Vice Chairman & CEO

Mr. Maher S. Khalaf

Assistant Vice President – Finance Department

Mr. Saad Al Muneefi

Vice President – Asset Management & Investor Relations

Saad Al Muneefi

Greetings and welcome to AQARAT's Fourth Quarter 2022 Investor & Analyst conference Call to present and discuss the Company's performance for the period. Please allow me to introduce the speakers in Today's call:

Mr. Talal Al Bahar – Vice Chairman & CEO

Mr. Maher Khalaf – AVP - Finance

And myself **Saad AlMuneefi**, Vice President of the Asset Management & Investor Relation Departments.

Before we start, I would like to bring to your attention that today's presentation and discussion may contain forward looking statements based on the Company's expectations and estimates. These expectations, estimates and predictions herein are subject to certain risks and uncertainties that may cause actual results to differ materially. In this matter, I would like to refer you to the full disclosure contained in the presentation for today's call.

The fourth quarter of the year 2022 was another phenomenal period for the company despite the global economic challenges characterized by aggressive interest rate hikes and soaring inflation. The main drivers for these results are the stable income generating portfolio performance and the operations of the Domus Properties and Th8 Hotel in Dubai.

In aggregate, AQARAT recorded KD7.5million in rental revenue for the fourth quarter of 2022 compared to KD5.7 million achieved in Q4 2021. For the year 2022, the revenue increased by 29% recording KD27.6 million. As for the Net Profit for the fourth quarter, KD1.6 was achieved compared to KD661, 905 recorded for the same period in 2021.

This is just a snapshot of AQARAT's performance and we will go into more details later in the call.

During the quarter, the income-generating portfolio continued its healthy growth recording an increase of 31% and 29% respectively. This growth was fueled mainly by the operations of Domus Hospitality Staff Housing Property and Th8 Hotel in Dubai.

As for the projects under development, most projects under development locally are on schedule with the exception of Arabella Hotel, which is experiencing slight delay due to variation orders relating to the operation of the Hotel. As for Domus 3 & 4, construction is underway and is progressing as planned.

Moving to the Financial Performance Overview

AQARAT recorded a rental income of KD 7.5 million in the fourth quarter, representing an increase of 31% from the figures recorded in Q4 2021. For the year 2022, AQARAT achieved Rental income of KD27.6 million vs KD 21.4 million achieved in 2021. The Net Rental Income for the period was KD 4.4 million, an increase of 6% compared to same period last year. For the year 2022 Net Rental Income recorded is KD19.9 million compared to KD18 million achieved in 2021.

Net Profit achieved in the fourth quarter is KD1.6 million, an increase of 146% from the Net Income achieved in Q4 2021. The Net Profit achieved for the financial year 2022 is KD7.3 million, a 16% increase from the profit achieved in 2021.

The Total Liabilities increased by 10% from December 2021 level reaching KD228.5 million whereas the Total Assets increased by 6% reaching KD360.5 million. Assets to Liabilities ratio stands at 1.58.

For the financial year 2022, the ROE & ROA are 5.7% & 2% respectively compared to 4.9% & 1.8% achieved in 2021.

The EPS recorded in the fourth quarter of 2022 is 1.76 fils vs 0.71 fils recorded in Q4 2021. For the year 2022, the Company recorded an EPS of 7.92 fils compared to 6.92 fils achieved in 2021.

In light of the financial results, the Board of Directors Recommended a 3 fils cash dividend and 3% Treasury share dividend contingent on the General Assembly approval.

In Conclusion, The Board and Executive Management are pleased with the results achieved in 2022 and reiterate their committed to continue the growth and enhance the value for our shareholders and investors.

We would like to take this opportunity to thank you all for attending this session and we will open the call for any questions you may have.



مؤتمر المحللين والمستثمرين

شركة عقارات الكويت

الأثنين 20 مارس – 2023

الساعة 1:30 مساءً بتوقيت الكويت

2023

المتحدثون

السيد طلال جاسم البحر

نائب رئيس مجلس الإدارة والرئيس التنفيذي

السيد ماهر خلف

مساعد نائب الرئيس – الإدارة المالية

السيد سعد المنيفي

نائب الرئيس – إدارة الأصول وعلاقات المستثمرين

سعد المنيفي: أرحب بكم في مؤتمر المحللين والمستثمرين لشركة عقارات الكويت، لعرض ومناقشة أداء الشركة خلال الربع الأخير من عام 2022. بداية أود أن أقدم لكم المتحدثين في هذا المؤتمر:

السيد طلال جاسم البحر

نائب رئيس مجلس الإدارة والرئيس التنفيذي

السيد ماهر سمير خلف

مساعد نائب رئيس – الإدارة المالية

وأنا، سعد ناصر المنيفي

نائب رئيس – إدارة الأصول وعلاقات المستثمرين

قبل أن نبدأ، أود أن ألفت عنايتكم إلى أن عرضنا التقديمي وحوارنا النقاشي اليوم قد يحتويان على معلومات تطلعية قائمة على توقعات الشركة وتقديراتها، وتخضع هذه التوقعات والتقديرات والتنبؤات الواردة هنا لمخاطر وشكوك معينة قد تؤدي إلى اختلاف النتائج الفعلية. لذا، أود أن أحيلكم إلى الإفصاح الكامل المتضمن في العرض التقديمي لمؤتمر اليوم.

كان الربع الأخير من عام 2022 فترة استثنائية أخرى للشركة، على الرغم من التحديات الاقتصادية العالمية التي رافقت رفع أسعار الفائدة، والتضخم الموجه. وتمثلت الدوافع الرئيسية لهذه النتائج في الأداء المستقر للمحفظة المدرة للدخل، وعمليات تشغيل كل من مشروع دومس وفندق ذا8 في دبي.

إجمالاً، بلغت الإيرادات التأجيرية المحققة خلال الربع الأخير من العام 7.5 مليون دينار كويتي مقارنة بـ 5.7 مليون دينار كويتي في الربع الأخير من عام 2021، وارتفعت الإيرادات بنسبة 29% مسجلة 27.6 مليون دينار كويتي. أما صافي الربح للربع الأخير من العام، فقد حققت الشركة 1.6 مليون دينار كويتي مقارنة بمبلغ 661,905 دينار

كويتي لذات الفترة من عام 2021. هذه مجرد لمحة سريعة عن أداء شركة عقارات الكويت، وسوف نتناولها بمزيد من التفصيل لاحقاً خلال المؤتمر.

المحفظة المدرة للدخل

خلال الربع الأخير من العام، واصلت المحفظة المدرة للدخل نموها الصحي على أساس ربع سنوي وسنوي. مسجلة زيادة بنسبة 31% و29% على التوالي. وقد تم تعزيز هذا النمو بشكل رئيس من خلال العمليات التشغيلية لمشروع دومس لسكن عمال الضيافة وفندق ذا8 في دبي.

مشاريع قيد التطوير

بالنسبة للمشاريع قيد التطوير، فمعظم مشاريع الشركة المحلية تسير وفق الجدول الزمني المعد لها، باستثناء فندق أرابيلا الذي يعاني من تأخير طفيف بسبب الأوامر التغييرية المتعلقة بعمليات الفندق. أما بالنسبة لمبني دومس 3 ودومس 4 في دبي، فإن الإنشاءات جارية وتتقدم كما هو مخطط لها.

نظرة عامة على الأداء المالي

حققت شركة عقارات الكويت إيرادات تأجيرية بلغت 7.5 مليون دينار كويتي في الربع الأخير من 2022، ما يمثل زيادة بنسبة 31% عن الأرقام المسجلة في ذات الفترة من 2021. وبلغت الإيرادات التأجيرية 27.6 مليون دينار كويتي للعام 2022، مقارنة بـ 21.4 مليون دينار كويتي للعام 2021. وبلغ صافي الدخل التأجيري للفترة 4.4 مليون دينار كويتي، بزيادة قدرها 6% مقارنة بالفترة ذاتها من عام 2021. وبلغ صافي الدخل الأيجاري 19.9 مليون دينار كويتي لعام 2022، مقارنة بـ 18 مليون دينار كويتي في 2021.

بلغ صافي الربح المحقق في الربع الأخير 1.6 مليون دينار كويتي، بزيادة نسبتها 146% عن صافي الدخل المحقق في الربع الرابع من عام 2021. وبلغ صافي الربح المحقق 7.3 مليون دينار كويتي للسنة المالية 2022، أي بزيادة قدرها 16% عن الأرباح المحققة في عام 2021.

وارتفع إجمالي المطلوبات بنسبة 10% عن مستوى 2021 ليصل الى 228.5 مليون دينار كويتي، بينما ارتفع إجمالي الأصول بنسبة 6% ليصل الى 360.5 مليون دينار كويتي، وتبلغ نسبة الأصول الى المطلوبات 1.58.

في السنة المالية 2022، بلغ العائد على حقوق الملكية والعائد على الأصول 5.7% و2% على التوالي، مقارنة ب4.9% و1.8% المحققة في 2021.

بلغت ربحية السهم المسجلة في الربع الاخير من العام 1.76 فلسا مقابل 0.71 فلسا المسجلة في الربع الاخير من عام 2021. وبالنسبة لعام 2022، حققت عقارات ربحية 7.92 فلس للسهم، مقارنة ب6.92 فلسا في 2021.

في ضوء هذه النتائج المالية، أوصى مجلس الإدارة بتوزيع أرباح بقيمة 3% نقدا و3% أسهم خزينة، خاضعة لموافقة الجمعية العامة للشركة.

ختاما، يعرب مجلس الإدارة والإدارة التنفيذية عن سعادتهم بالنتائج التي تم تحقيقها في عام 2022 ويؤكدان التزامهما بمواصلة النمو وتعزيز القيمة لمساهميننا ومستثمرينا.

ونود أن ننتهز هذه الفرصة لشكركم جميعًا على حضور هذه الجلسة وسنفتح الاتصال لأي أسئلة قد تكون لديكم.