



AQARAT

عقارات

Date: 21/05/2025
KREC/FIN/2025/16

التاريخ: 2025/05/21
KREC/FIN/2025/16

To: Boursa Kuwait Company

السادة/ بورصة الكويت المحترمين

**Subject: Analyst / Investor Conference
Presentation of Kuwait Real Estate Company
(K.P.S.C) for Q1 / 2025**

**الموضوع: العرض التقديمي لمؤتمر المحللين / المستثمرين
لشركة عقارات الكويت (ش.م.ك.ع) للربع الأول لعام 2025**

Reference to the aforementioned subject and pursuant to the provisions of article No. (8-4-2) "Continuing Obligations in the Premier Market" of Boursa Kuwait Rulebook for the year 2018 Kindly be informed that the Analyst / Investor Conference was held on Wednesday, 21/05/2025 at 01:30 PM through a live webcast.

بالإشارة إلى الموضوع أعلاه، وعملا بأحكام المادة رقم (8-4-2) "الالتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة لسنة 2018، يرجى العلم بأن مؤتمر المحللين / المستثمرين قد انعقد في يوم الأربعاء الموافق 2025/05/21 في تمام الساعة 01:30 ظهرا عن طريق بث مباشر.

Moreover, please note that no material information has been disclosed during the conference. Attached is the Analyst/ Investor's conference presentation for Q1 2025.

علما بأنه أثناء المؤتمر لم يتم الإفصاح عن أية معلومات جوهرية. كما نرفق لكم طيه عرض مؤتمر المحللين / المستثمرين للربع الأول من العام 2025.

Best Regards

وتفضلوا بقبول فائق الاحترام والتقدير،،،

طلال جاسم البحر

نائب رئيس مجلس الإدارة

والرئيس التنفيذي

*CC:

* نسخة الين

CMA – Disclosure Dept.

السادة / هيئة أسواق المال – إدارة الإفصاح



AQARAT

عقارات

أ.ع.

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

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. 100,420,696.200 مقدار رأس المال المصرح به Authorized Capital K.D. 100,420,696.200

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

سجل تجاري 64 CR No.

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Kuwait Real Estate Company

21 May 2025

FIRST QUARTER 2025 EARNINGS PRESENTATION



AQARAT
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Forward-Looking Statements Disclaimer

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



AGENDA

01 COMPANY OVERVIEW

02 KEY HIGHLIGHTS

03 FINANCIAL
PERFORMANCE

04 BUSINESS UPDATES

05 Q&A

06 KEY PROPERTIES

COMPANY OVERVIEW

AQARAT (Kuwait Real Estate Company K.P.S.C), a leading Real Estate development and investment company was established in 1972. It was the first real estate company to be listed on the Kuwait Stock Exchange (Boursa Kuwait) in 1984. The company is classified under the "Premier Market" based on Boursa Kuwait's Market Segmentation.

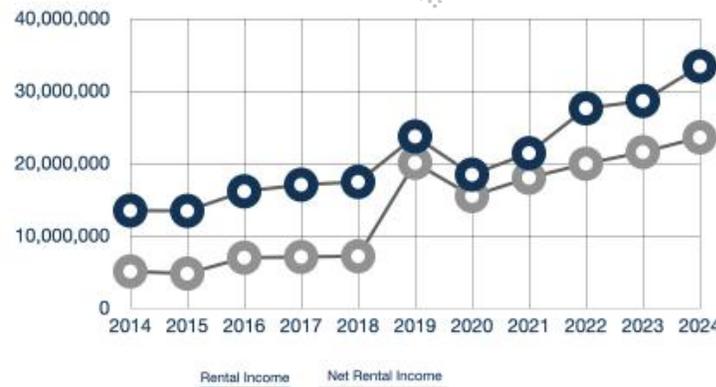
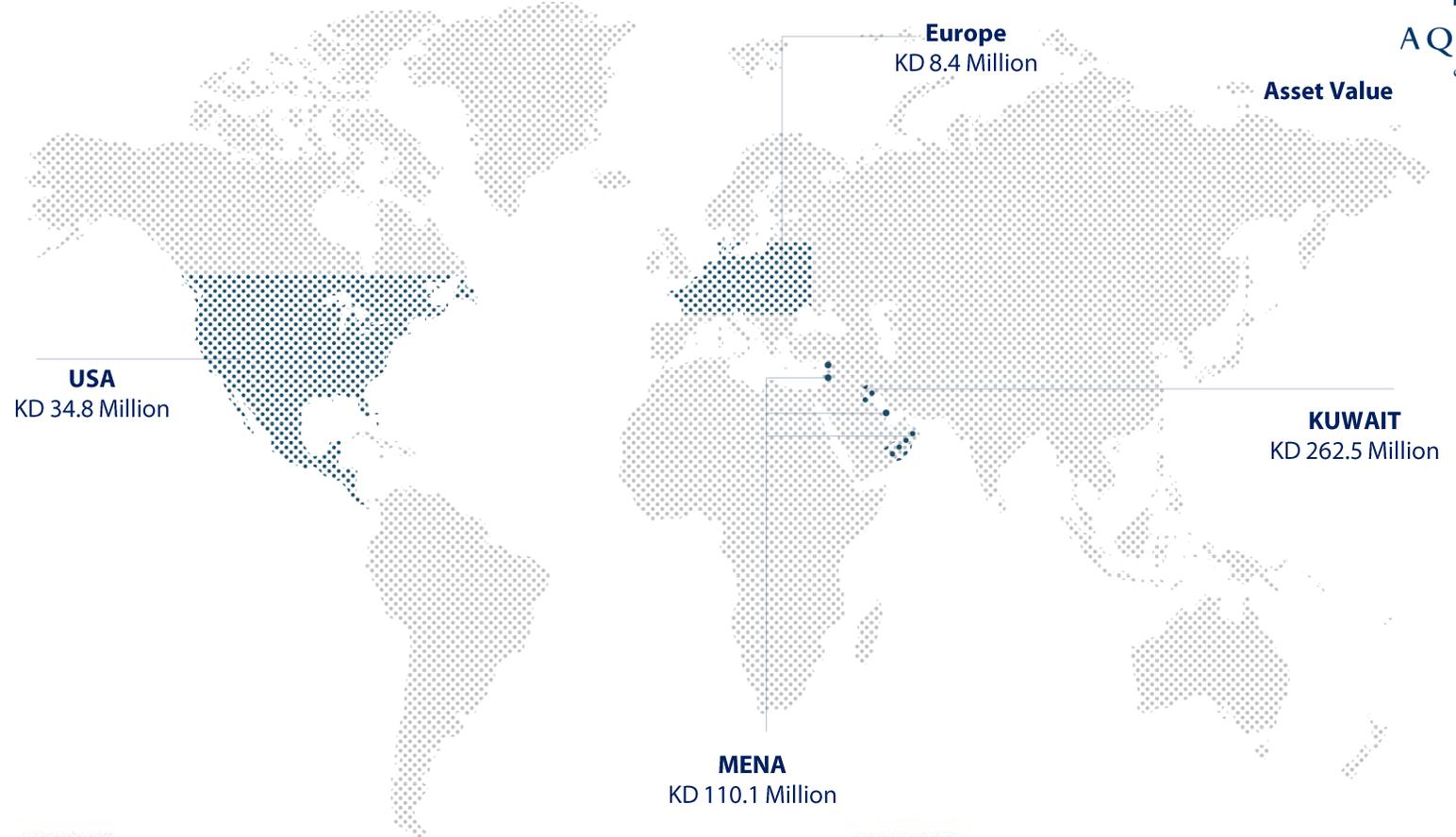
Proven development track record generating significant value creation over 52+ years in the field of Real Estate investment and development locally and internationally. The company's portfolio today consists of notable projects in the premium residential, integrated staff housing, commercial and hospitality sectors.

As pioneers in developing mixed-use assets, integrated communities and luxurious hospitality assets, AQARAT continues to build on the momentum from previous decades while leaving an enduring legacy of excellence in every project developed.

Diverse portfolio of Assets across different sectors and regions



AQARAT
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Key Highlights



AQARAT
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Q1 2025

REVENUE

KD 9.5M

NET PROFIT

KD 4M

TOTAL ASSETS

KD 479.4M

Al Tay Hills – Sharjah

- Largest Project to date
- Setting a new baseline of profitability for the years to come
- 85% sold, including full sales of Phases 1 and 2

Domus Platform Expansion

- Core to our income growth strategy, and hedges against hospitality sector volatility
- AED 100 mln strategic investment in Domus Fund

Resilient operating performance

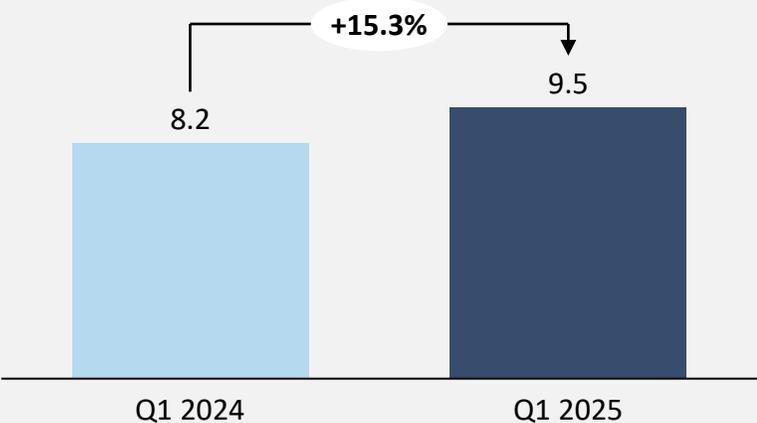
- 26% gross profit increase y-o-y, driven by strong performance from Kuwait and UAE assets
- Temporary dip in NP due to timing of project delivery

Financial Highlights

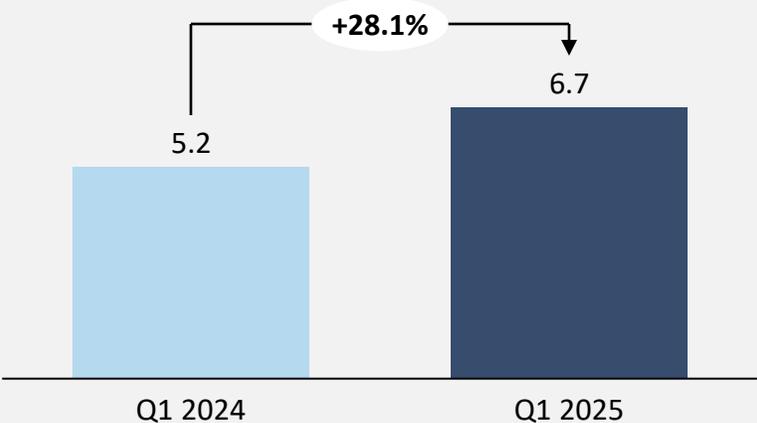
Income Statement Q1 2025

KD Million

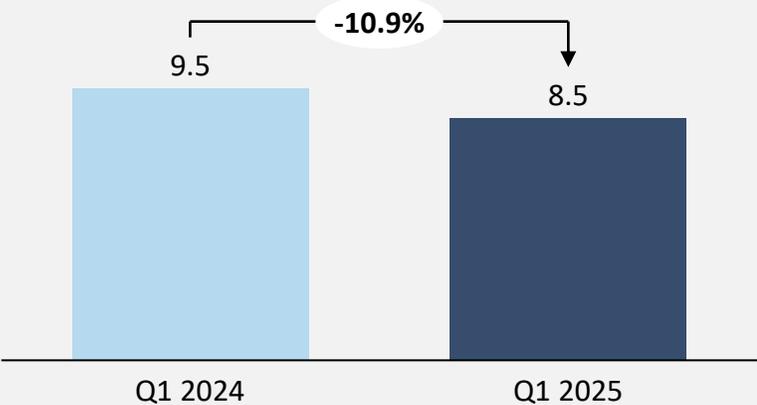
Rental Income



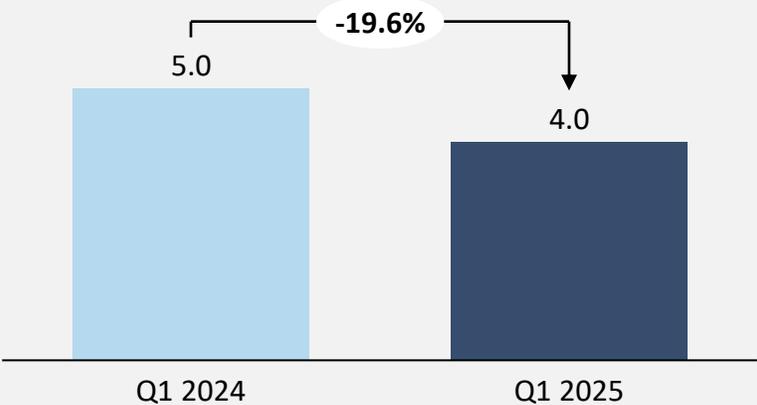
Gross Income



EBITDA



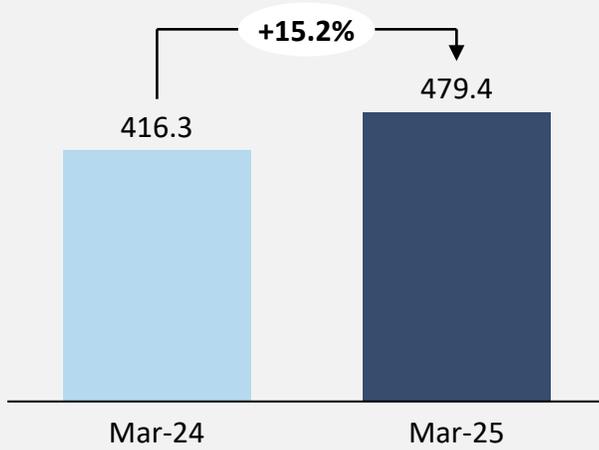
Net Income



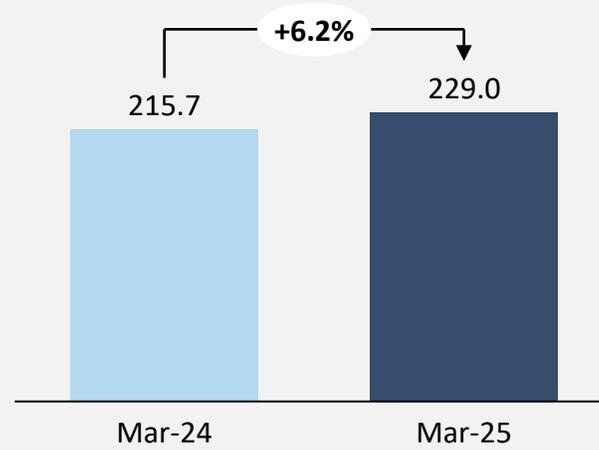
Balance Sheet Q1 2025

KD Million

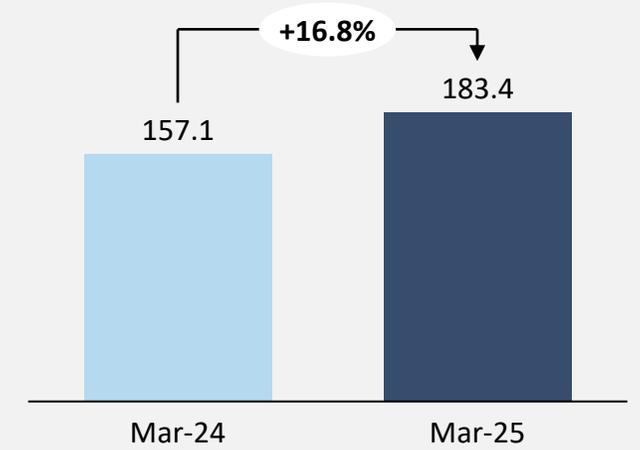
Total Assets



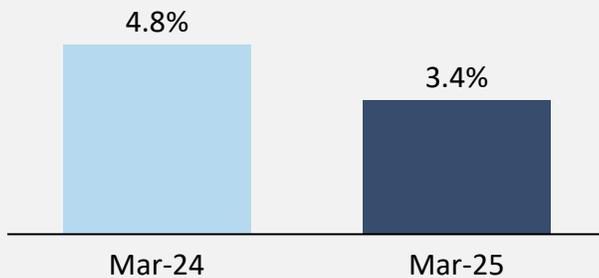
Total Debt



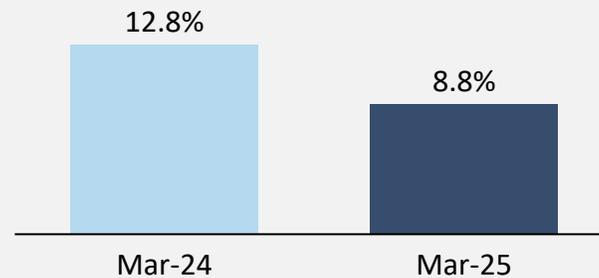
Total Equity



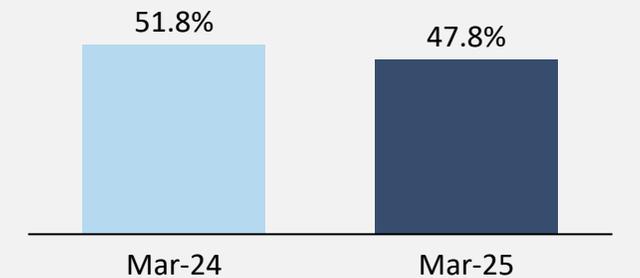
Return on Assets¹



Return on Equity¹



Debt to Assets



¹net profit annualized

Financial Snapshot

		Financial Data		
		Q1 2025	Q1 2024	% change
IS	Rental Income	9,490,308	8,231,137	15.3%
	Operating Expenses	-2,771,722	-2,987,049	-7.2%
	Gross Income	6,718,586	5,244,088	28.1%
	<i>Gross Income Margin</i>	70.8%	63.7%	
	EBITDA	8,457,668	9,495,327	-10.9%
	Finance Cost	-2,971,428	-3,132,462	-5.1%
	Net Income	4,036,110	5,018,986	-19.6%
	<i>Net Income Margin</i>	42.5%	61%	
	EPS (Fils)	4.12	5.16	-20.2%
BS	Current Assets	118,433,445	68,540,610	72.8%
	TOTAL ASSETS	479,415,371	416,264,029	15.2%
	Current Liabilities	80,288,953	51,996,806	54.4%
	TOTAL LIABILITIES	278,510,058	246,511,793	13%
	TOTAL DEBT	228,996,923	215,700,795	6.2%
	Share Capital	100,420,696	94,736,506	6%
	Total Equity	183,374,455	157,063,874	16.8%

Business Updates

Real Estate Portfolio Kuwait

Solid performance with high occupancy rates across key properties

- Sabhan Labor Housing Project reached 50% completion and remains on track for delivery in the beginning of 2026.
- Launched leasing activity for 41 retail units at the Riggae Commercial Complex, enhancing the utility of our local assets.

Projects under development

Sabhan (BOT)
Sabhan, Kuwait

Q1 2026
Completion

40,000
sqm

- 16 INTEGRATED RESIDENTIAL COMPLEXES TO ACCOMODATES 3,000 WORKERS
- 2 COMMERCIAL COMPLEXES
- ADMINISTRATIVE AND GOVERNMENT BUILDINGS
- RECREATIONAL FACILITIES
- 20 YEAR CONTRACT PERIOD

Real Estate Portfolio UAE

Projects under development

Al Tay Hills
Sharjah -UAE

2028
Completion

1,100
Villas/Townhouses

- DESIGN APPROVED & MAJORITY OF PERMITTING OBTAINED
- LAUNCHED IN JAN 2025
- LOCATED IN THE EMIRATE OF SHARJAH WITH CLOSE PROXIMITY TO DUBAI
- SPANS AN AREA OF 552,486 SQUARE METERS OF LAND

AlTay Hills: Redefining Sustainable Living in the Emirate of Sharjah

- Unique investment opportunity in the vibrant real estate market, offering a blend of comfort, prime location, and lifestyle amenities that set it apart from other projects
- First and second phase sold out and signed AED 2.1 billion in sales deals during the first week.

Real Estate Portfolio UAE

Projects under development

Domus 5
Dubai Production City

Q4 2025
Completion

552
Modules

- PART OF THE 5 BUILDING STAFF HOUSING PROJECT
- 102 UNITS (500 MODULES) PER BUILDING
- LOCATED WITHIN CLOSE PROXIMITY TO SEVERAL OF DUBAI'S MAJOR TOURISM HUBS

Strong market in the leasing and hospitality sector

- Domus 1 to 4 fully leased and operational. Domus 5 construction reached 50%.
- Committed AED 100 million as a strategic investor in the newly launched **Domus Real Estate Fund** to capitalize on the strong demand.

Real Estate Portfolio USA

Projects under development

501 First Residences
Miami

Q4 2025
Completion

476
Units

- 40-STORY TOWER OFFERING CONDOMINIUM RESIDENCES
- LOCATED IN DOWNTOWN MIAMI

Solid Performance across our investments in the US

- 501 Residences in Miami reached 87% completion as of the end of March 2025, with final delivery on track for the end 2025
- The project has seen strong demand, positioning it as a landmark addition to AQARAT's U.S. portfolio

Aqarat Key Assets Portfolio

AQARAT Key Properties

KUWAIT

AQARAT's presence locally in real estate evolved with its establishment in 1972 by owning the first luxury seafront residential complex Pearl Al-Marzouq.

AQARAT manages three of the most iconic BOT projects: Souk Al-Kuwait, Souk Al-Kabeer and Souk Al-Safat in Kuwait city. It also owns several other key properties including Arabella, Al-Durrar, Block A, Block 107, Building 84-87 in Al-Riggae, Ibn Khaldoun Complex, Al-Maseel Pearls, Al-Manar Complex, and Pearls Fintas



Souk Al-Kuwait & Souk Al-Kabir

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 and retail.

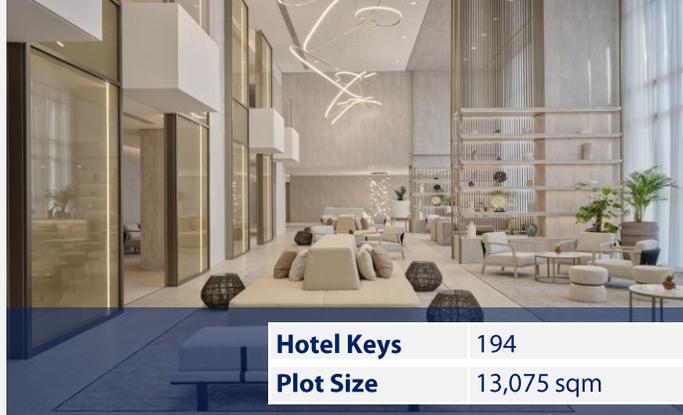


Pearl Marzouq

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. Wide, sweeping spaces offer a sense of freedom and sanctuary from the world outside. Three apartment types, each uniquely laid out to cater to the clients needs and desires in modern living.

AQARAT Key Properties

KUWAIT



Hotel Keys	194
Plot Size	13,075 sqm

Arabella Beach Hotel and Complex

Located adjacent to The Palms and SAS hotels on the Al-Bidaa coast strip, Arabella features over an area of 13,000 square meters with 25 indoor/outdoor units to serve as restaurants, cafes and more. Currently the property includes a prestigious five-star Vignette Collection Hotel with a state-of-the-art gym and beach club offering a sophisticated and upscale environment for members.



Hotel Rooms	90
Plot Size	6,000 sqm

Al Riggae Hotel and Complex

AQARAT's development team delivered the new project, a 2-star hotel, Riggae Tower hotel, consisting of 90 units targeted for individuals that seek long stays. The project also consists of a commercial area that was recently renovated. Previously it was the Ministry Justice Complex encompassing a total area of 20,000 square meters. The project location provides easy access to Kuwait's main transportation arteries allowing for efficient transport of staff to their respective employment locations.

AQARAT Key Properties

KUWAIT



Units	140
Plot Size	9,026 sqm

Pearl Marzouq



Units	185
Plot Size	6,000 sqm

Block 107, Riggae



Units	151
Plot Size	4,000 sqm

84-87, Riggae



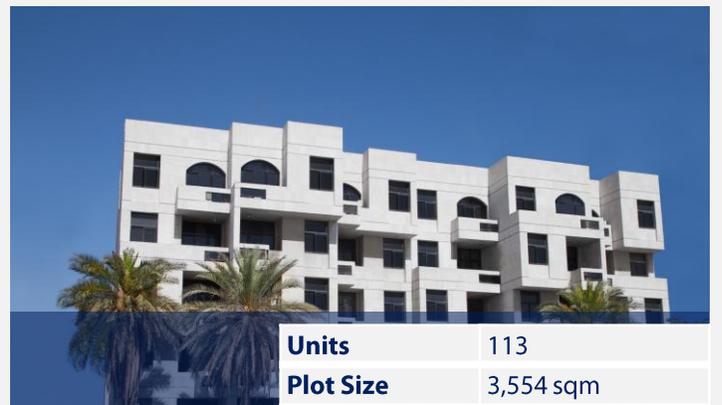
Units	187
Plot Size	3,227 sqm

Ibn Khaldoun



Units	69
Plot Size	897 sqm

AlMaseel



Units	113
Plot Size	3,554 sqm

Pearl AlFintas

AQARAT Key Properties

UAE

Capitalizing on its knowledge and expertise in the market, AQARAT continues to expand its footprint in the UAE through high-performing hospitality and staff housing assets. In 2025, the company launched a large-scale residential development on a prime 6 million sq.ft. land parcel in Sharjah, reinforcing its long-term growth strategy in the region.



Villas	1,100
Plot Size	6 million sqft

Al-Tay Hills - Sharjah

Al-Tay Hills in Sharjah is AQARAT's most ambitious UAE project, redefining sustainable living. With AED 3.5 billion and spanning over six million sq. ft., the master planned community includes 1,100 villas and townhouses, a 2.5 km green river, parks, trails, and retail. Phased handovers begin Q1 2028, blending modern living with Emirati heritage.



Units	102 per building
Plot Size	392,000 sqft

Domus Staff Housing

Domus is a purpose-built staff housing community strategically located within 25 minutes of Dubai's key tourism and hospitality zones. Designed to serve the accommodation needs of leading hotel groups and service providers, the project currently houses over 7,000 hospitality staff across multiple employment levels. Domus fosters a connected, community-oriented environment across five residential buildings—four of which are operational, with the fifth scheduled for completion by end-2025.

AQARAT Key Properties

UAE



Th8 Palm Dubai Beach Resort

Th8 is a Vignette Collection Hotel by IHG, inspired by Miami's cool, chic lifestyle. Located on the iconic Palm Jumeirah, the development features light, open architecture and modern finishes across 110 luxury residences and a 162-key hotel apartment complex.



Fairmont Hotel , The Palm

Aqarat owns a portfolio of units in Fairmont Hotel, The Palm. Situated on the western portion of the Palm Jumeirah's trunk in close proximity to the business districts of Dubai Media City and Dubai Internet City. The residences are also just a five-minute drive from the popular restaurants and beaches of Dubai Marina.

AQARAT Key Properties

USA



Hotel Keys	213
Yotel Pads	233

Yotel Miami

The Project consists of a 48- story LEED Silver building containing 213 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.



Rooms	713
Floors	27

Yotel New York

The YOTEL development consists of 713 rooms in the heart of Manhattan, New York City. The flagship property design feature 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 713 rooms offer a beautifully designed space in which to relax, refresh, connect and sleep.

AQARAT Key Properties

USA



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CONTACT US

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(AQARAT)**

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