



MAZAYA

AIM TO LEAD

# AL MAZAYA HOLDING CO.

DECEMBER 2016

Any statement contained in this presentation that refers to activities estimated or anticipated future results or future activities are forward-looking statements which reflect Al Mazaya's current analysis of existing trends, information and plans. These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results to differ materially depending on factors such as the availability of resources, the timing and effect of regulatory actions, the success of new projects, the strength of competition, the success of research and development issues, unexpected contract breaches and terminations, exposure to product liability and other lawsuits, the effect of currency fluctuations and other factors. Al Mazaya does not undertake the obligation to update or alter these forward-looking statements beyond its duties as an issuer of listed securities on the Kuwait Stock Exchange.



## MAZAYA HOLDING CAPITAL STRUCTURE 2015

<b>PAID UP CAPITAL</b>	<b>KD 68,827,896</b>
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<b>NUMBER OF SHARES</b>	<b>688,278,956</b>
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<b>NUMBER OF OUTSTANDING SHARES</b>	<b>622,996,733</b>
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# MAZAYA BOARD OF DIRECTORS



Mr. Rashid Al Nafisi  
Chairman



Mr. Abdulrahman M. Rashed  
Vice Chairman



Mr. Abdul Hamid Mihrez  
Board Member



Mrs. Rasha Abdullah Al-Qenaei  
Board Member



Mr. Mohammad K. Al-Othman  
Board Member

# EXECUTIVE MANAGEMENT



Eng. Ibrahim A. Al Soqabi  
GROUP CEO



Eng. Salwa Malhas  
Chief BD & Marketing Officer



Mr. Ahmed Harfoush  
Chief Financial Officer



Dr. Abdulaziz Jarkas  
Chief Projects Officer



Eng. Abdulla Al Sultan  
Chief Property Management Officer



Mr. Khaled Abdulatif  
CEO – Mazaya Dubai



Mr. Cem Yolcu  
CEO – Mazaya Turkey

# MAZAYA HEADQUARTERS



KUWAIT

MAZAYA TOWERS  
Al Murqab Area,  
Block 3  
Al Mutanabi Street



KUWAIT

CLOVER CENTER  
Jabriya, 4th Ring Road,  
Block 1A  
Next to Champion's Gym 17th Floor



DUBAI

BUSINESS AVENUE  
Jumeirah Lake Towers  
AA1 Tower,  
45th Floor



TURKEY

MAZAYA TURKEY  
Cevizli Street. Zuhul Avenue. | Ritim  
istanbul A3 Block  
No:46| C 169 Maltepe |istanbul

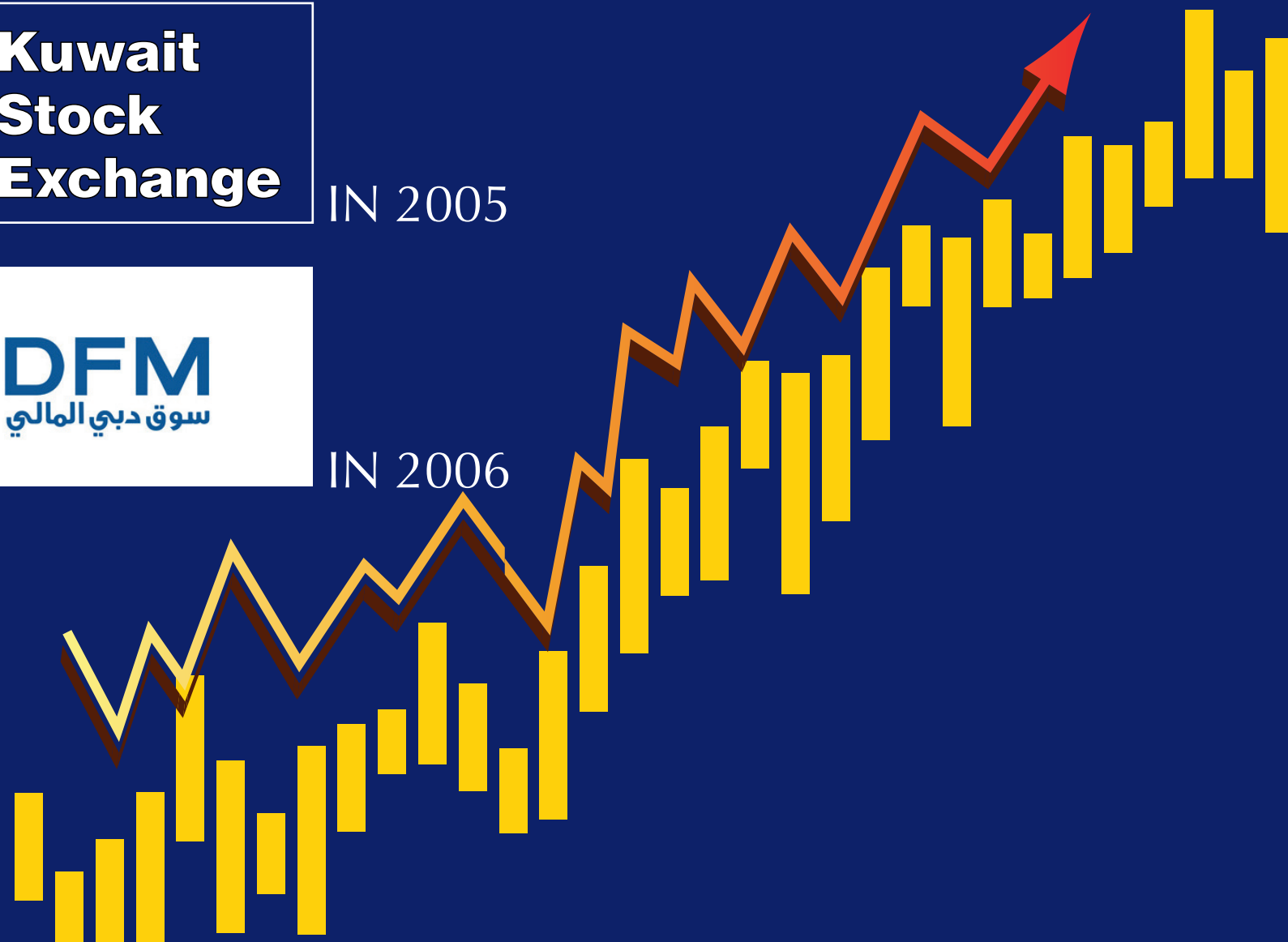
# LISTED IN DUAL MARKETS



IN 2005



IN 2006



# MAZAYA VISION & MISSION

## 1. VISION

- To be **ONE** of the **MARKET LEADERS** in Real Estate Development, Working in Targeted Prospective markets with **A STRONG BRAND** which provides **DISTINGUISHABLE PRODUCTS.**

## 2. MISSION

- **DEVELOP LAND MARK** Projects.
- **SUSTAIN** a value added quality of **PROJECTS.**
- **DEVELOP HIGH CALIBER** human Capital.
- **DIVERSIFY** the Projects to Encompass **THE WIDE SPECTRUM** of Real Estate **SEGMENTS/SECTORS.**





SECTION 1  
EXECUTIVE SUMMARY

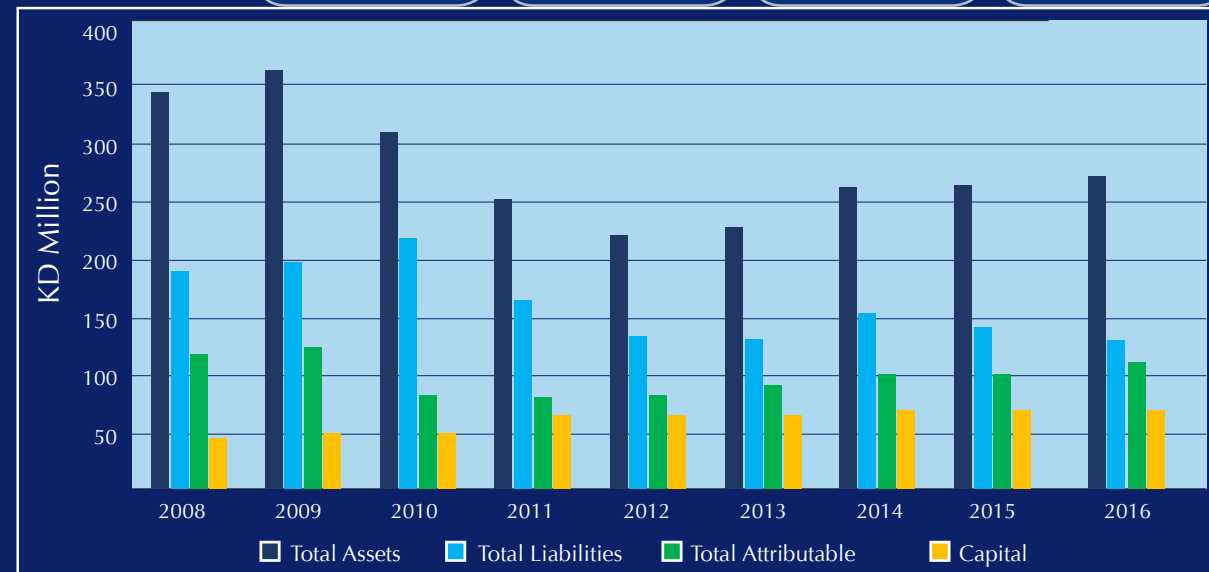
# DEC. 31, 2016 FINANCIAL HIGHLIGHTS - KD

Revenue	Rental Revenue	Operating Rev. <small>% of Total Rev</small>
<b>55.2 mn</b> <small>(2015 : 59.8 mn)</small>	<b>7.1 mn</b> <small>(2015 : 6.2 mn)</small>	<b>90 %</b> <small>(2015 : 95%)</small>
Gross Profit	Net Profit	EPS
<b>14.0 mn</b> <small>(2015 : 16.1 mn)</small>	<b>10.3 mn</b> <small>( 2015 : 9.3 mn)</small>	<b>16.51 fils</b> <small>(2015 : 15.04 mn)</small>
Total Assets	Cash	Parent Equity
<b>254 mn</b> <small>(2015 : 251 mn)</small>	<b>10.2 mn</b> <small>(2015 : 12.0 mn)</small>	<b>110 mn</b> <small>(2015 : 104 mn)</small>
Book Value	Bank Facilities	Debt Ratio
<b>177 fils</b> <small>(2015 : 168 mn)</small>	<b>86.6 mn</b> <small>(2015 : 80 mn)</small>	<b>34 %</b> <small>(2015 : 32 %)</small>
Current Ratio	Dividends (Cash)	Payout Ratio
<b>1.6 Times</b> <small>(2015 : 1.4 mn)</small>	<b>2016: 8 %</b> <small>(2015 : 7 %)</small>	<b>48.5 %</b> <small>(2015 : 46.5 %)</small>

SECTION 2  
FINANCIAL POSITION

# MAZAYA FINANCIAL POSITION

	Total Assets KD	Total Liabilities KD	Equity Attributable KD	Capital KD
<b>2008</b>	344,876,259	189,379,581	117,020,387	45,406,980
<b>2009</b>	363,716,816	197,515,653	124,128,472	49,947,652
<b>2010</b>	309,214,683	219,233,963	82,054,291	49,947,675
<b>2011</b>	252,050,012	165,183,416	81,580,034	64,931,977
<b>2012</b>	221,052,974	133,213,146	83,287,548	64,931,977
<b>2013</b>	228,116,141	130,948,803	90,960,221	64,931,977
<b>2014</b>	261,888,635	154,133,185	100,610,295	68,827,896
<b>2015</b>	251,041,687	139,587,344	104,146,575	68,827,896
<b>2016</b>	254,783,945	135,175,688	110,136,688	68,827,896

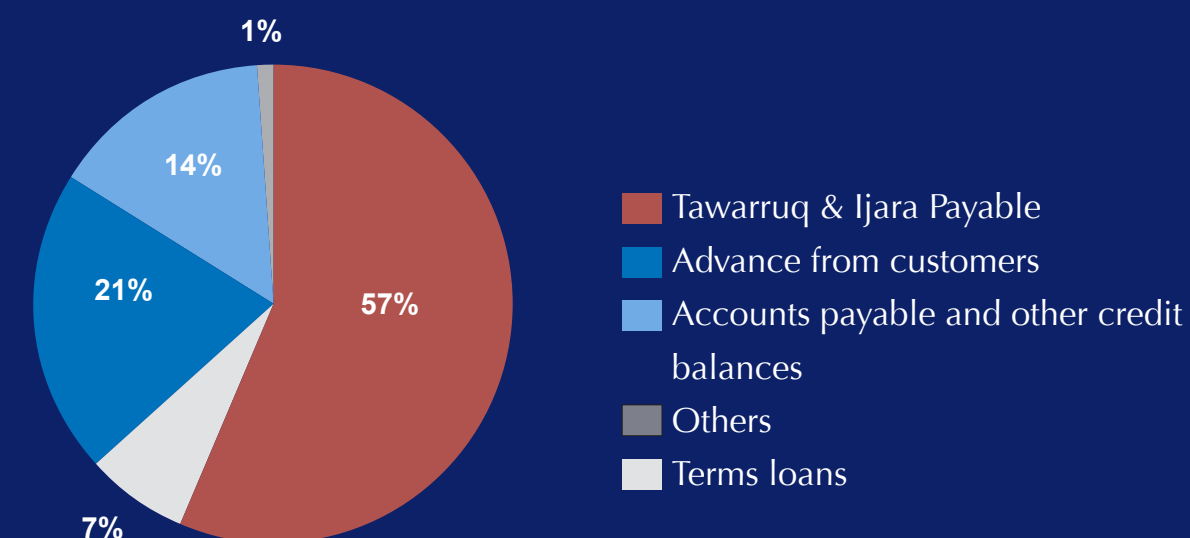
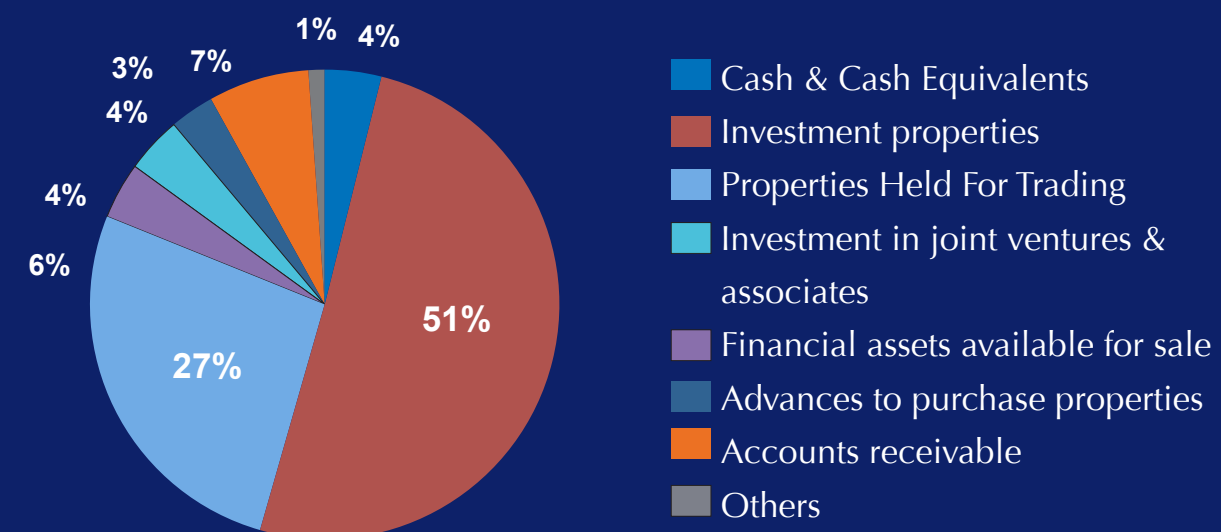


# DEC. 2016 FINANCIAL POSITION

ASSETS	%	2016 KD (mn)	2015 KD (mn)
Non Current Assets			
Cash and cash Bank balances	4 %	10.19	11.97
Investment properties	51 %	129.29	115.01
Properties held for trading	27 %	69	72
Investment in joint ventures & associates	4 %	9.35	12.17
Financial assets available for sale	4 %	9.13	11.12
Advances to purchase properties	3 %	7.50	16.16
Accounts receivable & Other debit balances	7 %	17	10
Others	1 %	2.86	2.93
<b>Total Assets</b>	<b>100 %</b>	<b>254.78</b>	<b>251.04</b>

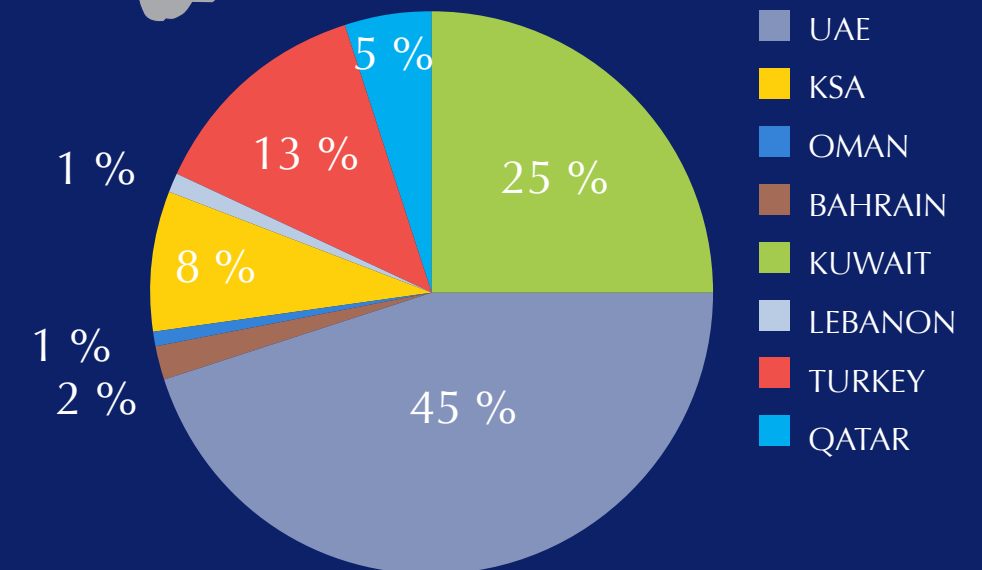
Liabilities	%	2016 KD (mn)	2015 KD (mn)
Tawarruq & Ijara Payable	57%	76.84	80.37
Term Loans	7%	9.79	-
Advance from customers	21%	27.79	42.59
Accounts payable and other credit balances	15%	19.88	15.90
Others	1%	0.87	0.73
<b>Total liabilities</b>	<b>100 %</b>	<b>135.18</b>	<b>139.59</b>

Equity	%	2016 KD (mn)	2015 KD (mn)
Share capital	62%	68.83	68.83
Reserves	22 %	24.1	21.78
Retained earnings	14%	15.39	11.92
Others	2 %	1.91	1.62
<b>Equity to Parent Company</b>	<b>100 %</b>	<b>110.14</b>	<b>104.15</b>
Non-controlling interests		9.47	7.31
<b>Total Equity</b>		<b>119.61</b>	<b>111.45</b>
<b>Total Equity &amp; Liabilities</b>		<b>254.78</b>	<b>251.04</b>

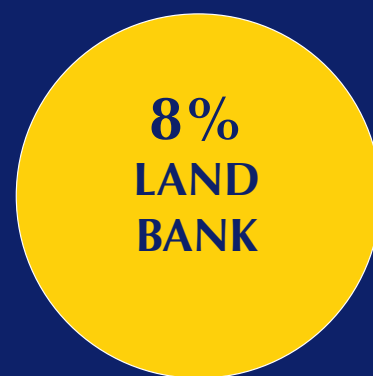


# GEOGRAPHICAL REAL ESTATE ASSETS DISTRIBUTION DEC. 2016

Country	WEIGHT OF BUSINESS	VALUE (KD)
• Kuwait	25 %	52,756,665
• UAE	45 %	93,686,186
• Bahrain	2 %	4,824,415
• Oman	1 %	2,748,030
• KSA	8 %	15,933,031
• Lebanon	1 %	2,239,252
• Turkey	13 %	26,135,655
• Qatar	5 %	9,352,843
<b>Total Assets</b>	<b>100 %</b>	<b>207,676,077</b>



# MAZAYA REAL ESTATE ASSETS BY CATEGORIES DEC. 2016



**KD 16.9 m**



**KD 70.2 m**



**KD 2.7 m**



**KD 108.6 m**



**KD 9.4 m**

Captions Sept. 2016	Land Bank	Properties under Development	Ready for Sale	Income Generating	Indirect Real Estate	Total	
Investment Properties	12,150,010	7,757,936	811,904	108,567,125	0	<b>129,286,976</b>	62%
Properties Held for trading	4,756,274	62,393,034	1,886,950	-	0	<b>69,036,258</b>	33%
Associates & Joint Venture	0	0	0	0	9,352,843	<b>9,352,843</b>	5%
<b>Total</b>	<b>16,906,284</b>	<b>70,150,970</b>	<b>2,698,854</b>	<b>108,567,125</b>	<b>9,352,843</b>	<b>207,676,077</b>	

# MAZAYA LAND BANK - KD 16.9 mn

## AbuDhabi - Morina



Location	Abu Dhabi-UAE
No. of plots	1
Total Area	63,572 Sq.Ft
BUA	382,359 Sq.Ft
Type of use	Residential
Book value KD	4.8 mn

## Lebanon



Location	Baalchami-Lebanon
No. of plots	12
Total Area	65,390 m <sup>2</sup>
BUA	N.A
Type of use	Residential
Book value KD	2.2 mn

## Kuwait - Sharq Land



Location	Sharq land - Kuwait
No. of plots	1
Total Area	2,903 m <sup>2</sup>
Type of use	Inv. & Residential
Book value KD	8.7 mn

## OMAN - Mazaya Residences



Location	Mawaleh
No. of plots	2
Total Area	8,687 m <sup>2</sup>
BUA	24,411 m <sup>2</sup>
Type of use	Residential
Book value KD	1.2 mn



# MAZAYA INCOME GENERATING PROPERTIES

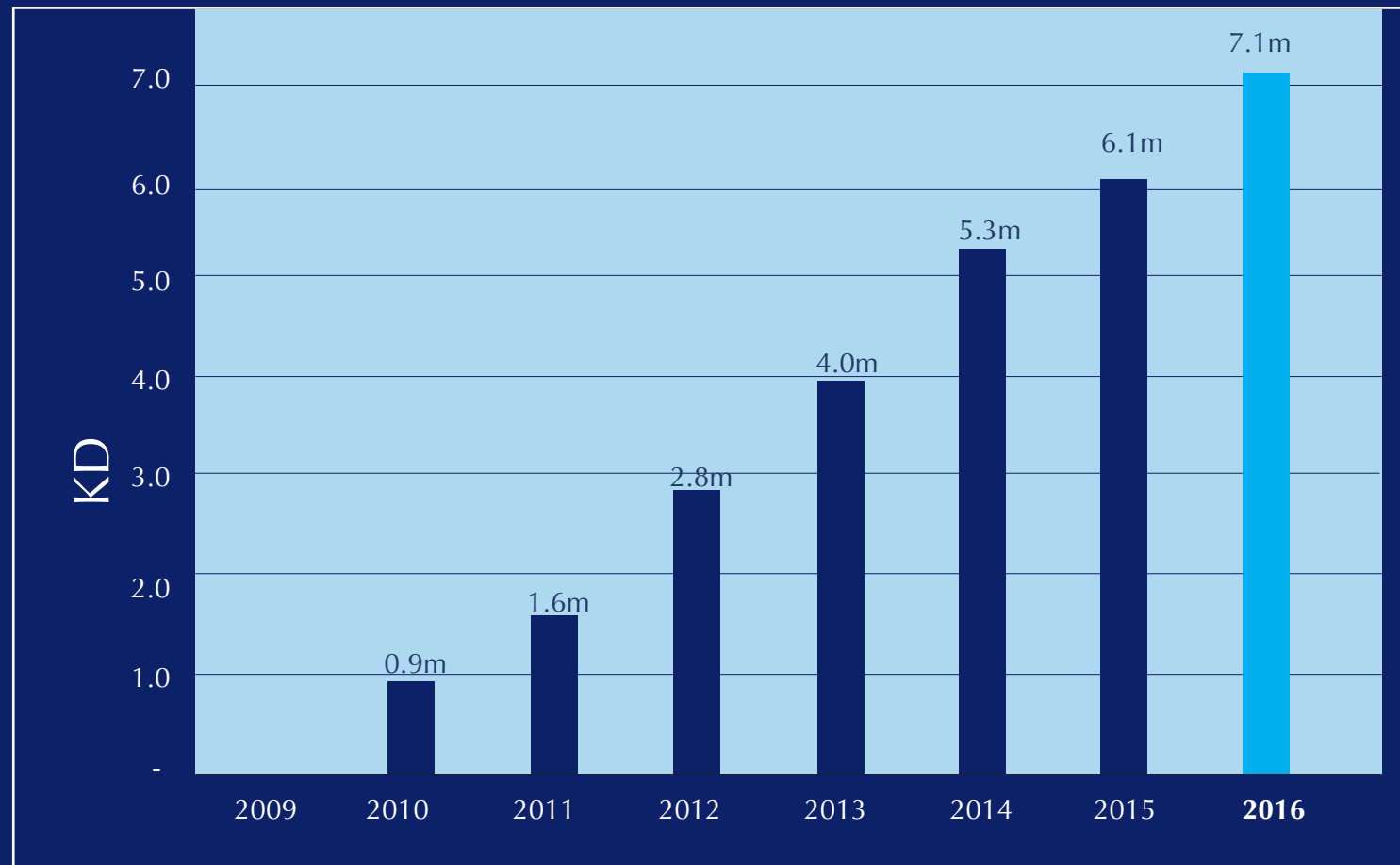
TOTAL VALUE : KD 108.6 mn

	Book Value KD- Millions	Rental Revenue KD- Millions	Occupancy
Indigo	3.0	0.33	100 %
Sky Gardens	33.1	2.05	96 %
Al Ma'ather	5.7	0.52	85 %
Clover Center	5.9	1.16	98 %
Mazaya Towers	30.9	2.13	98 %
Mazaya Logistics	4.8	0.29	80 %
Olaya Tower	10.2	0.60	68 % Newly Owend
Ritim Istanbul Mall	13.8	-	-



# STEADY INCREASE IN RENTAL REVENUE

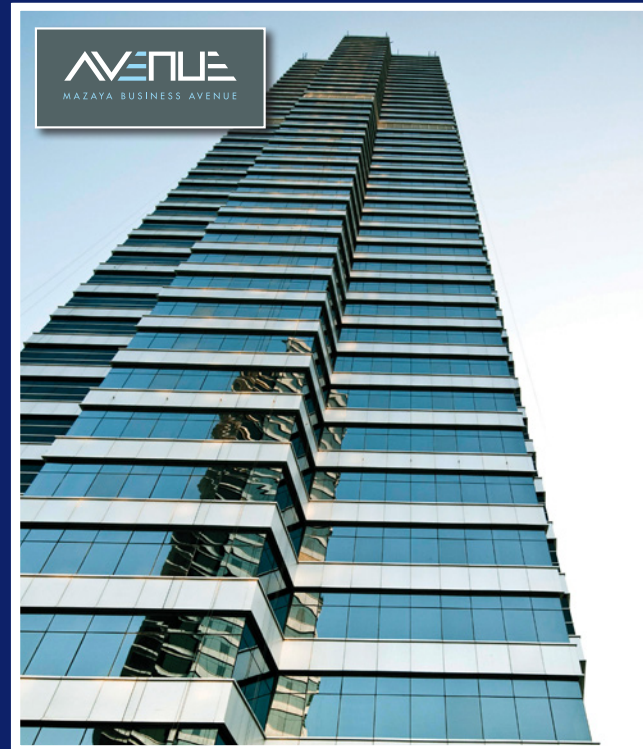
	2009	2010	2011	2012	2013	2014	2015	2016
Rental Revenue (KD)	0	944,213	1,608,759	2,843,665	3,964,882	5,302,786	6,174,264	7,112,362



■ Rental Revenue (KD)

# MAZAYA ASSETS FOR SALE - KD 2.7 mn

**Mazaya Business Avenue  
KD 2.33 mn**



- No. of units Available: 34
- Total Area Sq.Ft : 49,779

**JLT Retail Units  
KD 0.371 mn**



- No. of units Available: 1
- Total Area Sq.Ft : 4,132

# PROPERTIES UNDER DEVELOPMENT - KD 70.2 mn

## Kuwait - KD 6.2 mn



- Estimated Development cost KD 7.8 mn
- Scheduled completion: Q3 2017
- leasable area: 8,144 sq m
- Estimated Annual Income KD 852,044
- Usage: Medical Clinic center

Total Cost KD 7.8 mn

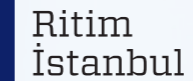
## Oman - KD 1.5 mn



- Estimated Development cost (zone 1) KD 6.8 mn
- Scheduled completion: Q1- 2018
- Zone 1 (Sales)
- Residential Sellable Area: 11,444 m2
- Commercial Sellable Area : 3,947 m2
- Estimated Revenue: KD 8.5 mn

Total Cost KD 6.8 mn

## TURKEY - KD 12.3 mn



- Developed 99 %
- Sold 80 %
- Total Revenue KD 48 mn

Total Cost KD 36 mn

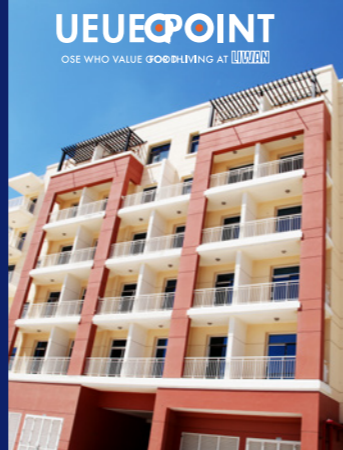
## Dubai-Liwan - KD 7.0 mn



- Newly Launched
- Number of Building 4
- Sellable area : 443,525 sq.ft
- Estimated Revenue: KD 27 mn

Total Cost KD 22 mn

## Dubai-Liwan - KD 41.4 mn



- Total number of building : 30
- Sellable area: 2.4 million sq.ft
- Area Sold to Date :88%
- Estimated Revenue: KD 131 mn

Total Cost KD 111 mn

## Dubai-Liwan - KD 1.7 mn



- Total number of building : 2
- Sellable area: 392,869 million sq.ft
- Estimated Revenue: KD 25 mn

Total Cost KD 20.8 mn

# INDIRECT REAL ESTATE - KD 9.4 mn

18



Company: Kuwaiti shareholding company (closed)

Paid-up capital: KWD 50 mn

Sector, Industry: Real Estate, Investors & Developers

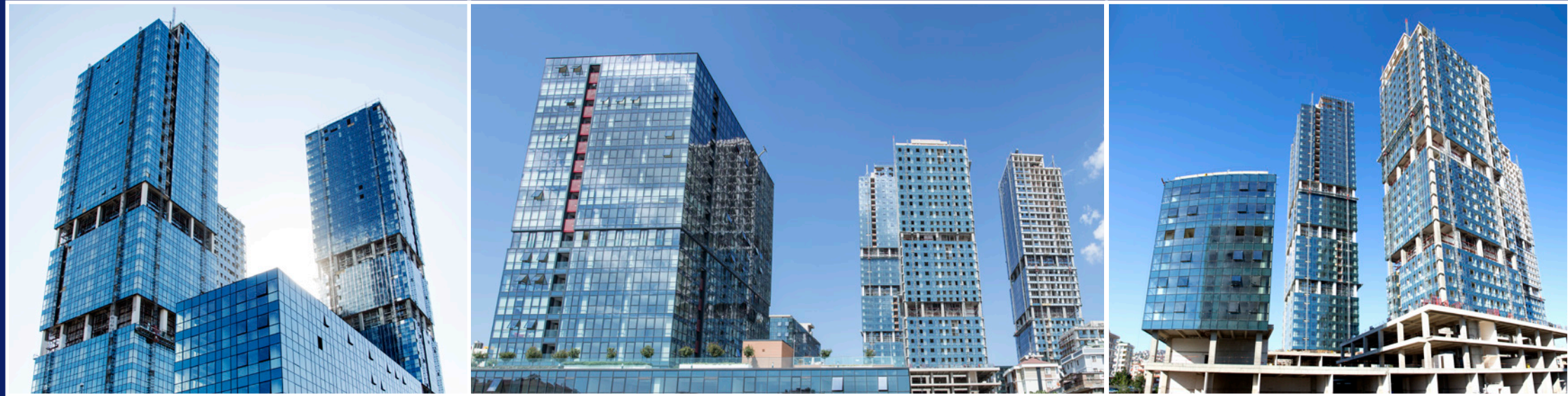
Principal Activities: purchase, development, management & organization, sale & rent of buildings

Ownership: 17.54%

Investment Book Value: KD 9.4 mn

Book Value per share: Fils 105 per share

# RITIM ISTANBUL PROJECT



During Q3, 2016, Al Mazaya acquired additional 50% ownership stake in Ritim Istanbul to have a total stake of 90% of the project.

Transaction settlement:

**20% cash and 80% in-kind.**

Total Saleable area (Residential & Offices):

**95K SqM**

Total leasable area (Mall):

**21K SqM**

Sales achieved:

**80%**

Leases secured:

**40% - 60%**

Expected Total sale revenue ( without mall Sale):

**(KD 48M)**

Expected after tax net profit ( without mall Sale):

**(KD 6.5M)**

Annual rental income on the full occupancy:

**(KD 1.5M)**

The Mall will be kept as an investment property.

# INVESTMENTS (AFS) - KD 9.1 mn

 <p>شركة التواصي للتنمية al-awadi Holding Co.</p>	 <p>UNITED TOWERS</p>	 <p>البحرين الأولى First Bahrain</p>	 <p>Global بيت الاستثمار العالمي Global Investment House</p>	 <p>GMFA Global MEVA Financial Assets U.T.D</p>
<b>KD 0.372 mn</b>	<b>KD 0.134 mn</b>	<b>KD 0.143 mn</b>	<b>KD 0.103 mn</b>	<b>KD 6.1 mn</b>
 <p>شركة مجان للتعمير Majan Development Company</p>	 <p>DUBAI GOLF CITY</p>	 <p>شركة للإستثمار SHARQ INVESTMENT</p>	 <p>QINVEST</p>	 <p>TURKAPITAL HOLDING</p>
<b>KD 0.539 mn</b>	<b>KD 0.748 mn</b>	<b>KD 0.560 mn</b>	<b>KD 0.169 mn</b>	<b>KD 0.156 mn</b>

# DUE TO BANKS - DEC. 2016

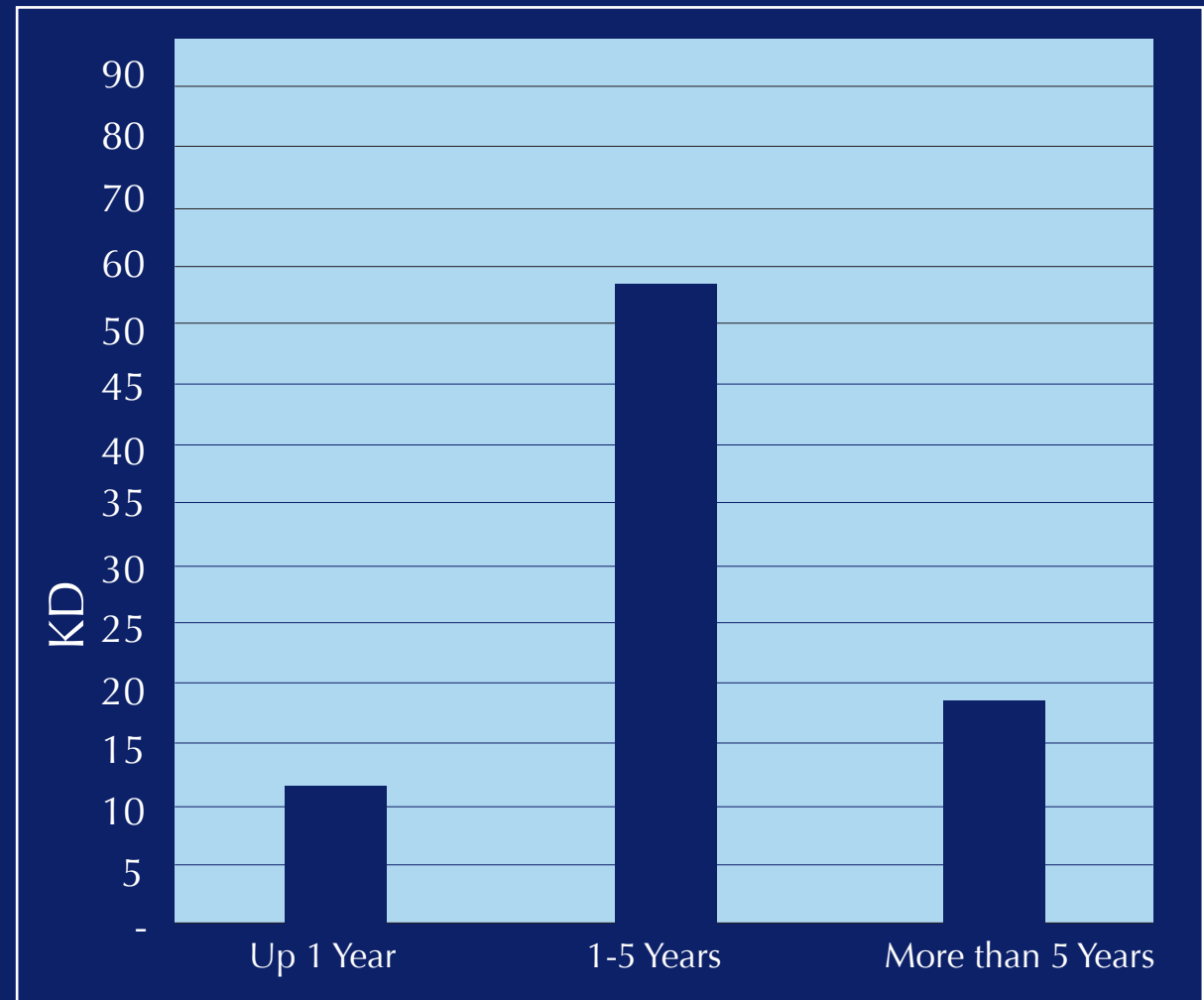
		VALUE	%
KUWAIT INTERNATIONAL BANK (KIB)		KD 26,138,397	30%
KUWAIT FINANCE HOUSE (KFH)		KD 28,765,692	33%
Mashreq Bank		KD 18,753,946	22%
Warba Bank		KD 3,184,575	4%
Odea Bank		KD 9,793,588	11%
	<b>Total Value</b>	<b>KD 86,636,199</b>	<b>100 %</b>



# WELL-STAGGERED DEBT MATURITY PROFILE

Amount in KD - Millions	up to 1 Year	1 - 5 Years	More than 5 Years	Total
Principal Installments	12,642,099	57,600,601	16,393,498	86,636,199

- About 20 % scheduled to be paid after five years.
- Debt distributed over five different banks.



# MAJOR FINANCIAL RATIOS – DEC. 2016

Dividends Yield - 2016 ( Proposed)	6.2 %
Interest Bearing Debt to Assets	34 %
Book Value (Fils)	177
ROA	6 %
ROE	9.3 %
Interest Coverage Ratio	3.42
Current Ratio	1.6

# SUMMARY

## STOCK VALUE

Book Value As of June 2016

**177 Fils**

Market Price

**126 Fils**

Arqaam Valuation

**160 Fils**

KFH Capital Valuation

**175 - 170 Fils**

## FINANCIAL RESULTS

Descriptions	2016	2015
<b>Equity</b>	110 mn	104 mn
<b>Net Profit</b>	10.3 mn	9.3 mn
<b>EPS ( Fils)</b>	16.51	15.04

## NEW POTENTIAL PROJECTS

**Kuwait**

**Clover Center**  
KD 7.8 mn

**Dubai**

**Q-Zone**  
KD 22 mn

**Oman**

**Mazaya Residence**  
KD 6.5 mn

### Major Highlights

- Strong Management with proven track record.
- Diversified Geographical Concentration.
- New Projects (Kuwait – Dubai - Oman).
- Diversified Sources of income.
- Potential increase in rental income (increase in occupancy and rates as well as new under development income generating assets).
- Available un-collateralized Income Generating Assets.
- Ability to raise more debt.
- Conservatively Valued Land Bank.
- High Liquidity.
- Available cash to complete all on-going projects.
- Dividends payout.

**Very Strong  
Operationally**

**Solid Balance  
Sheet**

**Focused on Core  
Business**

# Thank You



MAZAYA

AIM TO LEAD