



Date: 18/08/2024

Ref.: Ib/17/2024

التاريخ: 2024/08/18

الإشارة: إب/17/2024

To: Boursa Kuwait Co.

Dear Sirs,

المحترمين

السادة / شركة بورصة الكويت

تحية طيبة وبعد،

**Subject: Analyst/Investors Conference transcript for the Second quarter of the year 2024**

**الموضوع: محضر مؤتمر المحللين/المستثمرين للربع الثاني 2024**

With reference to the above subject, and as per requirements stipulated in article No. (7-8) "Listed company obligations" of Boursa Kuwait rule book, kindly find enclosed the Transcript of the Analyst/Investors conference for the Second quarter of the year 2024, which conducted on Wednesday, 14/08/2024.

بالإشارة إلى الموضوع أعلاه، وعملاً بالأحكام الواردة في المادة (7-8) "التزامات الشركة المدرجة" من كتاب قواعد بورصة الكويت، فإننا نرفق لكم طيه محضر مؤتمر المحللين/المستثمرين عن الربع الثاني من العام 2024، والمنعقد يوم الأربعاء الموافق 2024/08/14.

Best regards,

مع خالص التحية ،،،

Ghazi F. Alnafisi  
Chairman

غازي فهد النفيسي  
رئيس مجلس الإدارة

\*Copy to the Capital Markets Authority.



\*نسخة للسادة / هيئة أسواق المال

<b>Salhia Real Estate Company</b>	شركة الصالحية العقارية
<b>Earnings Call Transcript</b>	محضر مؤتمر المحللين
<b>Q2 2024</b>	الربع الثاني 2024
<b>Wednesday, Aug 14, 2024</b>	الأربعاء الموافق 14 أغسطس 2024



## Transcript

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Salhia Real Estate Company Q2 2024 earnings call and webcast

Wednesday, 14 August 2024

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### **Hussein Fares**

Good morning and good afternoon, everyone and thank you for joining us today. This is Hussein Fares from Arqaam Capital, and I am pleased to welcome you to Salhia's Real Estate Company's second quarter 2024 earnings webcast. I am joined today by Mr. Fahad Alshaya representing Salhia's management.

Please note that if you wish to ask questions during the presentation, kindly type them in the chat box and send them directly to Arqaam Capital. Without further ado, I will now hand over the call to Fahad.

### **Fahad Al Shaya**

Good afternoon, everyone, and welcome to Salhia Real Estate's second-quarter 2024 earnings call. My name is Fahad Alshaya and today I'll be guiding you through our presentation, offering insights and addressing any questions you may have during the Q&A session afterwards. Thank you for joining us and let's dive into the details.

Before we proceed, I want to emphasize that today's discussion will include forward-looking statements reflecting the company's expectations, predictions and estimates. These statements do not guarantee our future performance, achievements or results. Please be informed that the accompanying presentation, along with the supplemental financial information, will be accessible on our website at [www.salhia.com](http://www.salhia.com) under the investor relations section. Please revert to page 2 in the presentation for the full disclaimer.

Quick quarter review, quarterly net profit stands at KD 5.10 million driven by an 11% increase in revenue and a 26% rise in EBITDA. The growth in revenue affirms our dedication and commitment to executing our vision and strategies. On to our local projects, all our local investments share a common feature, a mall, an office tower and a hotel.

Consisting of three properties, a mall, a tower and a five-star business hotel located in one of the best areas in the city. Salhia Commercial Complex, home to several high-end brands, is considered to be one of the most sophisticated shopping centers in Kuwait. The front-facing facade of the mall received major uplift and was fully completed in late May, showcasing a modern aesthetic appeal.

Our occupancy levels are consistently falling within our preferred range, maintaining a strong 98% occupancy rate from its stores and a 96% occupancy rate from its offices. We remain committed to maintaining its position as a leading choice for luxury shopping and are excited to further enhance



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### Salhia Real Estate Company Q2 2024 earnings call and webcast

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the retail environment to surpass the expectations of our valued visitors and tenants. Sahab Tower maintains a 92% occupancy rate from both domestic and international businesses.

J.W. Marriott, a five-star business hotel, is scheduled to open to the public later this year after major renovations to both the mall structure and hotel. The hotel will consist of 14 floors, 181 rooms, and will boast two restaurants. I will share more details in the following quarters before its scheduled opening.

Arraya, located in one of the busiest streets in the city, comprises of a mall, a 25-story tower and a four-star Courtyard Marriott Hotel and Convention Hall. The mall, with a strong 90% occupancy rate of these units, hosts an assortment of stores, dining options and boutique shops. Arraya Tower maintains a strong 96% occupancy rate, serving as the ultimate destination for efficiently meeting all client needs, complemented by a 24-hour facility and support.

Located next to Arraya Center is Courtyard Marriott Hotel, a distinguished four-star hotel consisting of 264 rooms, three dining venues, six furnished banquet halls and a dedicated business center. The hotel's RevPAR increased by 4% compared to the same period last year. The multi-purpose Convention Hall is crafted to accommodate diverse needs, ranging from weddings, corporate gatherings and exhibitions.

Assima, strategically located at the heart of the city, stands as a prestigious complex featuring a multi-story mall, a contemporary office tower and a long-term residence managed by Marriot International. Assima Mall, the largest shopping destination in Kuwait City, spans with a built-up area of 180,000 square meters, a 72,000 gross leasable area and seven anchoring units. With an impressive 98% occupancy rate, Assima Mall has solidified this reputation as an iconic destination, offering casual shopping, local dining and family-friendly entertainment.

It stands out as the premier choice for casual shopping and community entertainment. Looking ahead, our vision for Assima Mall involves elevating the retail landscape to enrich the shopping experience of esteemed visitors. To achieve this, we have implementing strategic improvements that maintain and uphold the highest standards of professionalism and will guarantee customer satisfaction.

Adjacent to the mall stands a 51-story office tower, currently with a 20% occupancy rate, housing a diverse mix of domestic and international businesses, supported by round-the-clock facility and maintenance services, providing an optimal environment for our tenants. To maintain tenant stability, we're actively evaluating all applications to ensure the selection of tenants that aligns with our dedication to cultivating a thriving business environment and improving the overall tenant experience.





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### Salhia Real Estate Company Q2 2024 earnings call and webcast

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Marriott Executive Apartments, operated by Marriott International, sets a new standard in the hospitality sector in Kuwait, featuring 11 floors with views overlooking Assima Mall. It is designed to accommodate both business trips and vacations, offering accommodations for short and extended stays, featuring 164 fully serviced apartments with access to services like dining, conference spaces, and a fully equipped fitness center to facilitate its guests. The hotel's RevPar increased by 141% compared to the same period last year.

Concluding our local investments is Salhia International Entertainment Center, a fully owned subsidiary of Salhia Real Estate Company. We have secured an exclusive license from National Geographic to build the first family entertainment center in Kuwait under the brand name National Geographic Ultimate Explorer, offering an interactive and entertaining experience for both adults and children to enjoy. It covers an area of 5,000 square meters within Assima Mall and has made a significant impact on visitors, attracting children and families, as well as schools and private events.

Earlier this year, Salhia made its latest venture with the acquisition of Anwar Al Sabah property, a neighboring land to Salhia Commercial Complex spanning 9,284 square meters divided into four plot areas.

At this moment, there isn't much I can share as we are still in the research and design phase to determine the optimal approach moving forward. However, as mentioned in the previous quarter, the land was purchased for 70 million KD, partially financed through a corporate loan and the acquired land will be subdivided into four plot areas and some areas will be sold and the remaining will facilitate the expansion of Salhia. Further details regarding development will be shared in the upcoming quarters once everything is finalized and made clear.

On to our foreign investments. With Salhia's success in its local projects, Salhia is actively involved in major development projects on both local and international fronts. In the UK, notable endeavors include the Beorma quarter in Birmingham and Lolworth development project in Cambridge, each playing a distinctive role in urban renewal and community enhancement.

Salhia International Birmingham Limited, a wholly owned subsidiary of Salhia Real Estate, began construction on phase two of the project in August of 2023. Located in one of the busiest streets in Birmingham, it features a 30-story tower with 14,000 square meters of commercial offices and 125 high-quality residential apartments. Phase one has already been completed and is fully let to Adagio Hotel and the Prince's Trust.

With construction underway, phase two of the project is expected to be completed in mid-2026.



## Transcript

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### Salhia Real Estate Company Q2 2024 earnings call and webcast

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To gain a comprehensive understanding of the project's specifics and its phases, highlighted is each phase along with the property distribution. Phase one, marked in red on the map, has been successfully completed and is fully operational and fully leased.

Phase two, highlighted in blue, is currently under construction and is scheduled for completion by 2026. The green highlighted area represents phase three, the final phase, which is still in the R&D stage.

Here are some snapshots of phase two of the project. As you can see, the development is currently underway and making steady progress towards the scheduled completion in 2026.

Lolworth Development Limited, a 100% owned subsidiary land option, is strategically located approximately 11 kilometers to the northwest of Cambridge City, with an estimated land area of over 1 million square meters, offering an excellent opportunity to develop a leading employment center with the capacity to facilitate business and logistic services.

To gain insight into our projected timeline for our ongoing projects, Assima Tower was successfully completed in early 2024 and we're on track to complete JW Marriot within this calendar year.

Going into this quarter financials, the group's net profit decreased by 30% in Q2-24, amounting to KD 5.10 million, whilst our EBITDA increased by 26%. The net profit margins have seen downward trend in comparison to the same period last year, mainly due to the increase in depreciation along with the increase in finance costs related to Assima project. The extraordinary gains from recovery of insurance also claims from the previous year.

Continuing with the profitability indicators, a 41% decrease in return on assets and a 32% decrease in return on equity can be attributed to the same factors discussed earlier in the previous slide. The increase in depreciation along with the increase in finance costs related to the Assima project.

The consolidated top-line performance has risen year-on-year by 11%, showing an improved performance from our operational assets. Our operating expenses is lowered due to the fixtures and improvements made to Assima's parking garage, as well as the accumulated electricity consumption during Q1-23 during Assima's development.

Overall operating income from our real estate properties has increased by 11% for Q2-24. The increase in the core revenue reflects our efforts to increase occupancy, tenant mix, and related revenues. Increase in gross profit margin by 7% compared to the same period last year.



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The operating expenses of our properties have declined by 12% for Q2-24 compared to the same period last year, mainly due to the mentioned accumulated electricity consumption and the fixtures to the Assima parking garage.

The operational performance from our hospitality business has increased by 9% to KD 2.88 million in comparison to the same period last year. This is on account of better ADR and REVPAR driven by the opening of Marriott Executive Apartments in 2024.

Increase in gross profit margin by 8% compared to the same period last year, reflecting our improved efficiency and strong financial performance.

The borrowings at the group level have increased earlier this year as we have obtained additional debt to fund the purchase of Anwar Al-Sabah property and also the financing of Assima project. As mentioned earlier, with the newly purchased property of Anwar Al-Sabah, we see that the group will continue spending on development and asset creation while we remain optimistic about our financial results for the year.

For further financial information, please refer to the appendix for the consolidated financial position and income statement. Thank you for your time. I would like to revert back to Hussein for your questions.

### **Hussein Fares**

Thank you, Fahad, for the presentation. We will now take questions. If you would like to ask a question, please type it in the chat box and send it directly to Arqaam Capital.

We have our first question from Hamza. In the cash flow statement, why did the interest cost paid more than double in Q2-24 compared to Q2'23?

### **Fahad Al Shaya**

This is mainly due to the increase in depreciation along with the increase in finance costs related to Assima project. Mainly the transferring of Assima from construction in progress to asset along with additional debt to fund the purchase of Anwar Al-Sabah property.

### **Hussein Fares**

We have a follow-up question. Can you give the outstanding capex for all projects and how much of this is equity finance?



## Transcript

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### **Fahad Al Shaya**

Let me begin with our projects under construction in Kuwait. Firstly, we have the JW Marriott which has a total renovation of 22 million approximately and is fully financed by Salhia. In the UK, the project in Birmingham specifically is valued approximately to be 130 million sterling pounds and is also fully owned and financed 50% by Salhia and 50% through a corporate loan.

### **Hussein Fares**

When do you expect your various project completions to impact your P&L?

### **Fahad Al Shaya**

The stabilization period for each project typically ranges from six months to a year. That's contingent upon factors such as size and location. While it's challenging to provide a definitive time frame at this stage, it's generally observed that the projects require six months to a year to stabilize following completion.

The time frame for the completion of our projects is as follows: Beorma project by 2026, JW Marriott this calendar year, and the new Salhia extension or specifically Anwar Al-Sabah property is still in the R&D phase, planning from 2027 to start and to be completed in 2030.

### **Hussein Fares**

Given that occupancy at Assima is likely to stay at current levels, should we expect flat revenues in the coming two quarters?

### **Fahad Al Shaya**

Yes, given that occupancy at Assima is likely to remain at current levels, we should expect flat revenues in the coming quarters and with no significant changes in occupancy, there won't be much variation in rental income, leading to a stable but flat revenue performance.

### **Hussein Fares**

It appears there are no more questions, and we have addressed all inquiries in the chat box. Thank you for joining the call today. I will now hand it back to Salhia's management for any closing remarks.

### **Fahad Al Shaya**

If you have any further questions, kindly share them in the following email: [ir@salhia.com](mailto:ir@salhia.com). Thank you all for your time. I hope you have a great day. Thank you.

Maintenance Works for Preparing Employee Residence - 2024

SALHIA REAL ESTATE CO.

# Q2-2024 Results Presentation

Period Ended 30-June-24



SALHIA





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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

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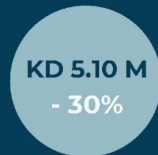
## Group Performance



Revenue



EBITDA



Net Profit

# Performance Highlights Q2-2024

## Business Highlights

- Decrease in Net Profit due to depreciation & Finance cost Increase
- Continued commitment to strategy execution.
- Efficiency in under development project execution.
- Commitment towards Salhia's Shareholders.





# LOCAL INVESTMENT'S



# LOCAL INVESTMENT



## SALHIA

- Salhia Complex
- Sahab Tower
- Salhia Plaza
- JW Marriot Hotel
- Anwar Al Sabah Property



## ARRAYA

- Arraya Commercial Centre
- Arraya Plaza
- Arraya Tower
- Marriot Courtyard Hotel
- Convention Hall



## ASSIMA

- Assima Complex
- Assima Tower
- Marriot Executive Apartments (MEA)

**Salhia International  
Entertainment Center (SIEC)**



SALHIA

## General Knowledge

92,375  
SQM

Built Up  
Area

56,775  
SQM

Gross Leasable  
Area

96%

Q2 -24 Office  
Occupancy

98%

Q2 -24 Store  
Occupancy

### Salhia Complex

- The first multi-purpose retail and leisure development in the GCC region.
- 26,857 square meters of space for commercial offices.
- Three floors of retail, and five floors of offices located above the stores

### Sahab Tower

- Connected to the Salhia Commercial Complex through a suspended bridge on the mezzanine floor.
- 92% occupancy rate from both foreign and national businesses.
- Built Up Area SQM – 11,148 & Gross Leasable Area – 10,750

# SALHIA





## General Knowledge

33,323  
SQM

Built Up Area

181

Number of  
Rooms

2024

Expected  
Opening

2

Number of  
Restaurants

### JW Marriot

- JW Marriott is in the center of Kuwait City's business and financial district.
- Connected to Salhia Complex & near well-known retail centers.
- Targeted Opening late 2024
- Operated by Marriot International

# JW MARRIOTT

## General Knowledge

97,208  
SQM

Built Up  
Area

53,579  
SQM

Gross Leasable  
Area

96%

Q2 -24 Tower  
Occupancy

90%

Q2 -24 Mall  
Occupancy

### Arraya Centre

- Situated in the heart of Kuwait City
- Featuring a range of shops, upscale eateries and casual hangouts.
- Six-floors car park accommodating 1,400 cars, connected by suspended bridges overlooking the Arraya Plaza.

### Arraya Tower

- 57 floors designated for office workspaces.
- Area of 1,265.5 square meters, soars approximately 300 meters in height.
- 24-hour facility and maintenance support.
- Built Up Area SQM – 64,523 & Gross Leasable Area – 36,106 SQM



SALHIA

# MARRIOT COURTYARD

## General Knowledge

29,008  
SQM

Built Up Area

264

Number of  
Rooms

22

Number of  
Floors

3

Number of  
Restaurants

### Marriot Courtyard

- Adjacent to Arraya Centre and is in the center of the city.
- 6 fully furnished banquet halls, a business center, and a cutting-edge swimming pool and fitness center.
- Operated by Marriot International

### Convention Hall

- 2,750 SQM ballroom adjacent to the hotel catering to weddings, events and exhibitions.
- Competitive occupancy maintained as of Q3-2023
- 24-hour facility and maintenance support.



## General Knowledge

180,500  
SQM

Built Up  
Area

71,924  
SQM

Gross Leasable  
Area

98%

Q1 -24  
Occupancy

13

Anchor  
Units

### Assima Mall

- 20,000 SQM across four basements, a ground floor, and six floors of shops, restaurants, entertainment venues, etc.
- Strong Demand for space from known brands.
- Largest Mall in Kuwait City

# ASSIMA MALL

## General Knowledge

99,500  
SQM

Built Up  
Area

59,524  
SQM

Gross Leasable  
Area

20%

Q2 -24  
Occupancy

51

Number of  
Floors

# ASSIMA TOWER

### Assima Tower

- Occupancy rate stands at 20% as of Q2 - 2024
- Project Completion January 2024.
- Connected to Assima Mall, featuring a multi-story parking facility designed for the convenience of both visitors and tenants.



## General Knowledge

25,100  
SQM

Built Up Area

164

Number of  
Rooms

11

Number of  
Floors

1

Number of  
Restaurants

MEA

### Marriot Executive Apartments

- Operated by Marriot International
- First Marriot Executive Apartments in Kuwait
- Available for short and long stay residency.
- Fully equipped fitness center, dining amenities and rentable conference spaces.

## General Knowledge

5,097  
SQM

Built Up  
Area

15

Number of  
Attractions

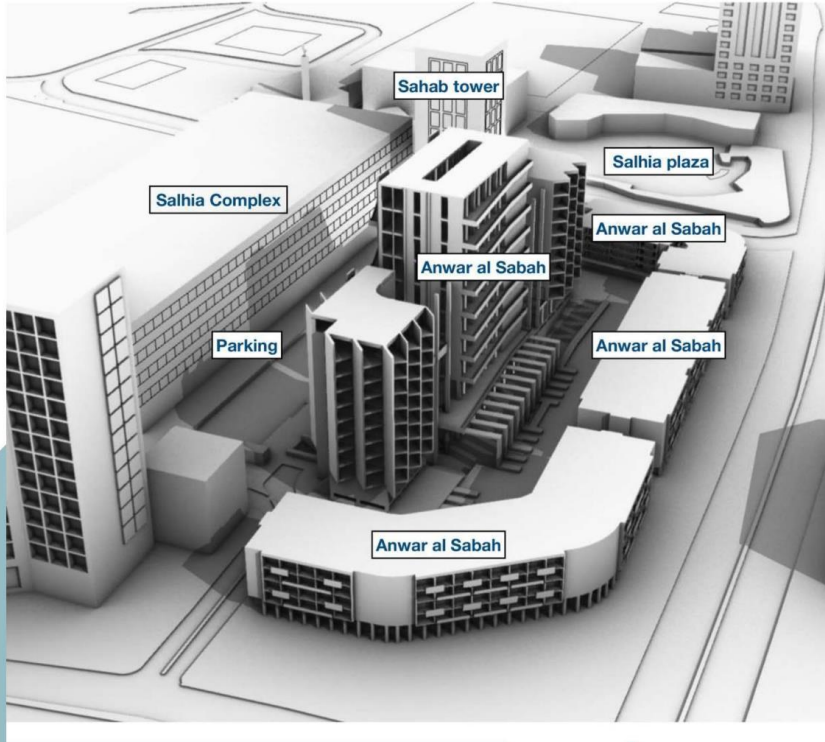
KD  
266,975

6M -24  
Revenue

### Salhia International Entertainment Center

- Exclusive National Geographic licensee.
- Kuwait's first National Geographic entertainment center.
- For children aged 4 to 14.
- Incorporating cutting-edge VR and 4D technology to provide an ultimate experience.

SIEC



# ANWAR ALSABAH PROPERTY

## Acquired Land in Q1 - 2024

A neighboring land to Salhia Commercial Complex divided into 4 plots.

9,284  
SQM

Plot  
Area

KD 70 M

Land  
Purchased

4

Number of  
Plot's



SALHIA

# FOREIGN INVESTMENT'S





# FOREIGN INVESTMENT



## BEORMA QUARTER, BIRMINGHAM

(Salhia International Birmingham Limited)

- Phase 1 – Adagio Hotel & Prince's Trust
- Phase 2 – Residential Apartment & Office Tower



## LOLWORTH DEVELOPMENT LIMITED (LDL)

- Fully owned subsidiary – Land Option



## General Knowledge

8,268  
M2

Plot Area

35,000  
M2

Phase 2 –  
Built Up Area

2026

Phase 2 Expected  
Completion

125

Number of  
Apartments

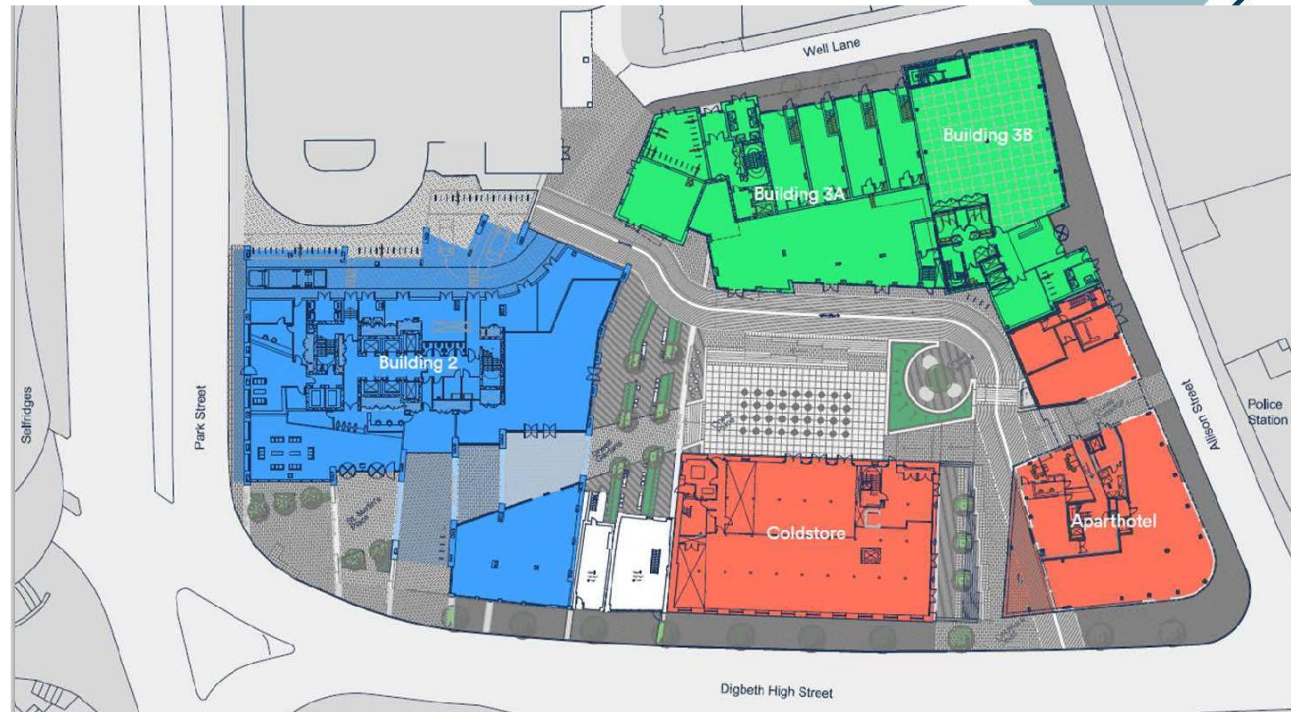
### Beorma Quarter Project

- A large-scale revitalization initiative incorporating a mix of office spaces, hotels, and residential apartments.
- Located in the center of Birmingham and adjacent to a 93,000 m2 shopping center.
- Phase 2 Expected completion mid 2026.
- Highest residential tower in Birmingham.
- 100% Owned Subsidiary.

# BEORMA QUARTER

# BEORMA QUARTER - PROJECT PHASES

- Phase 1
- Phase 2
- Phase 3



## PHASE 1



## PHASE 2

- 170,000 sq ft Grade A office
- 125 apartments
- A diverse range of associated retail offerings

## PHASE 3

- 60,000 sq ft Grade A offices
- 69 apartments at a range of price points
- Live / work units to Well Lane
- A diverse range of associated retail offerings





# PROGRESS SNAPSHOT'S

Beorma Quarter - Q2 - 2024





## General Knowledge

> 1 M  
SQM

Land Area

UK

Location

1992

Established

# LOLWORTH DEVELOPMENT

### Lolworth Developments Ltd

- Lolworth Development– An estimated land area of over 1 million square meters (land option), northwest of Cambridge City Center.
- A prime strategic location for developing a leading technology center to facilitate business and logistic services.



# EST. PROJECTS TIMELINE UNDER DEVELOPMENT

2024 - 2026

**JAN - 2024**

Assima Tower  
(Kuwait)

**DEC - 2024**

JW Marriot  
(Kuwait)

**Q3 - 2026**

Beorma Tower &  
Residency  
(Birmingham, UK)

22

\*Projects\* timings could change from the provided estimation.



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# Q2-2024 FINANCIAL HIGHLIGHTS

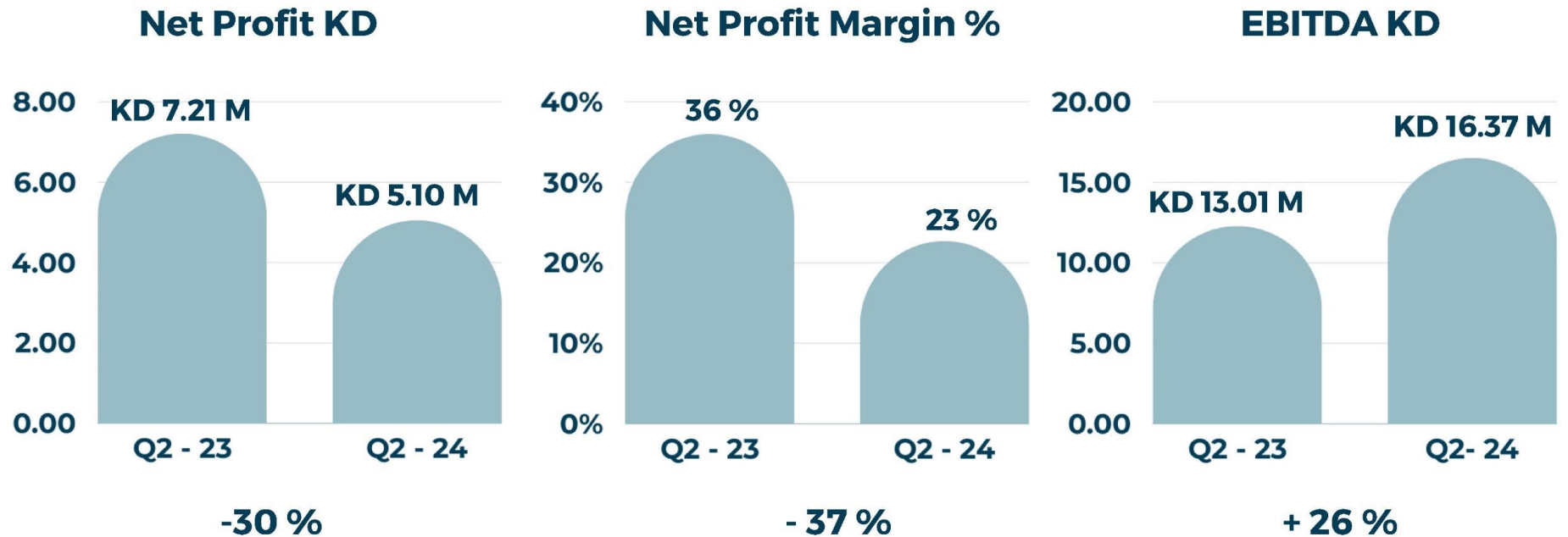
30-June-24

23



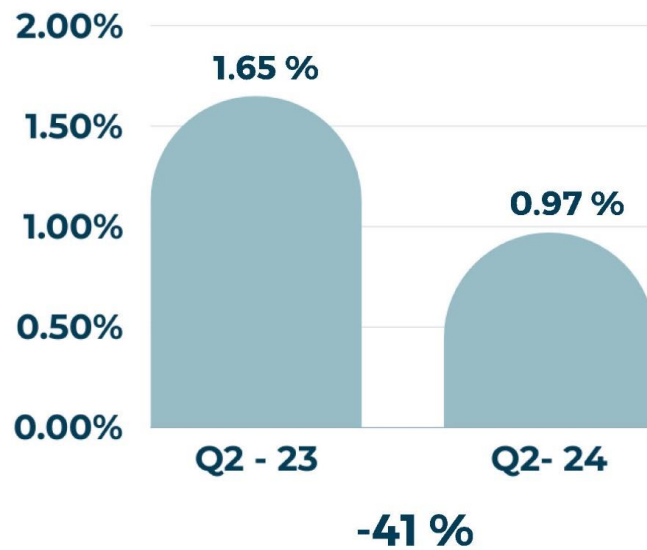
SALHIA

# Profitability Indicators

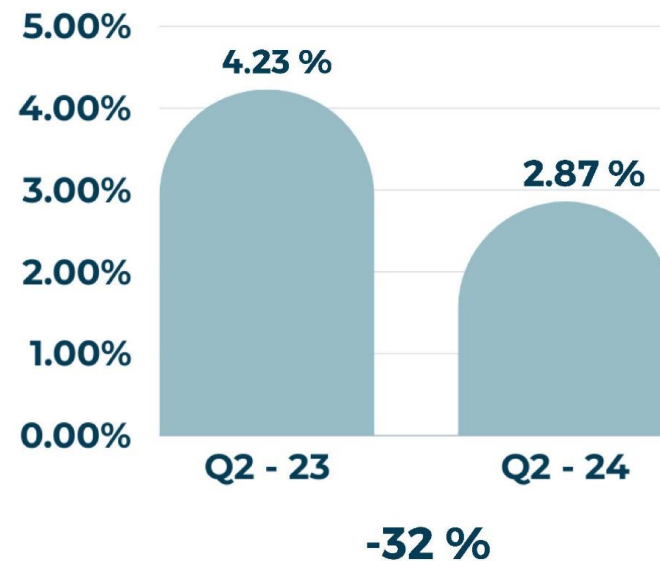


# Profitability Indicators (Continued)

## Return on Assets %

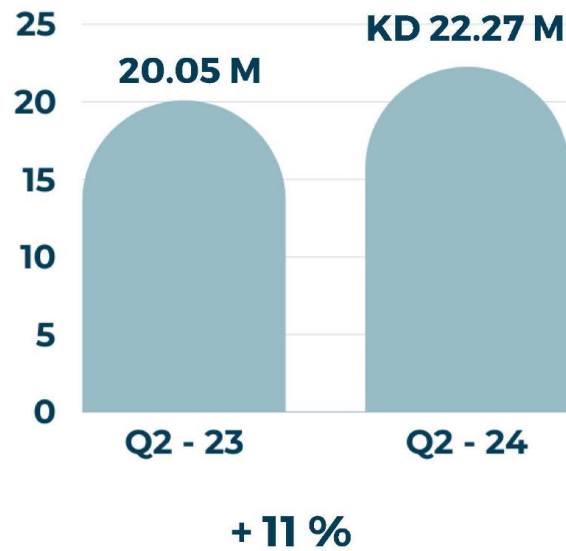


## Return on Equity %

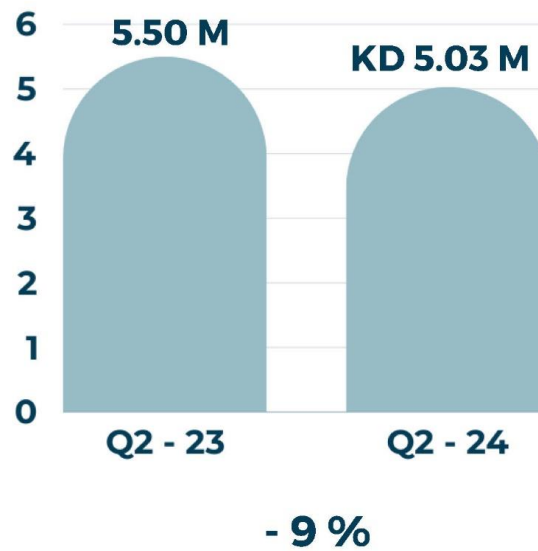


## Performance Ratios - The Group

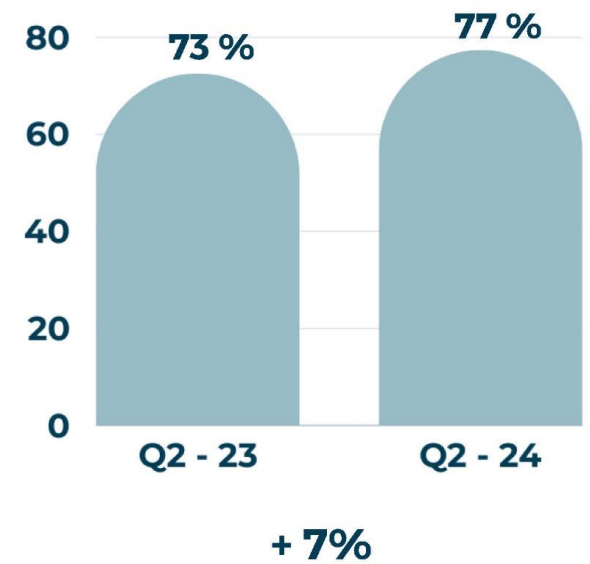
Revenue KD



Operating Expense KD

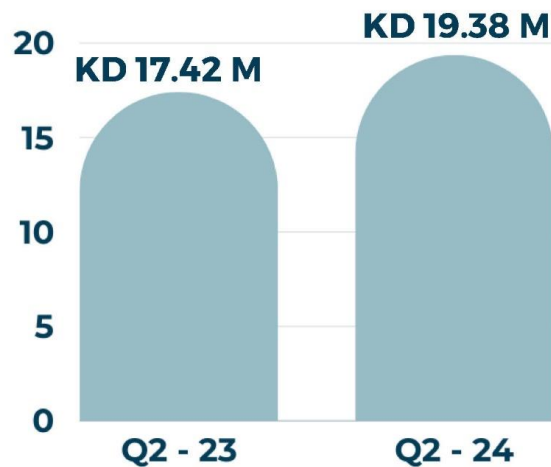


Gross Profit Margin %



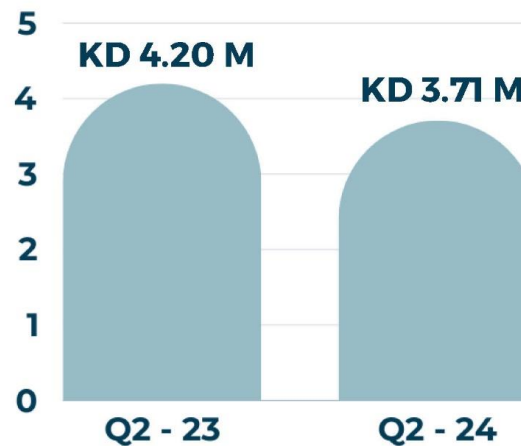
# Performance Ratios - Real Estate

## Revenue KD



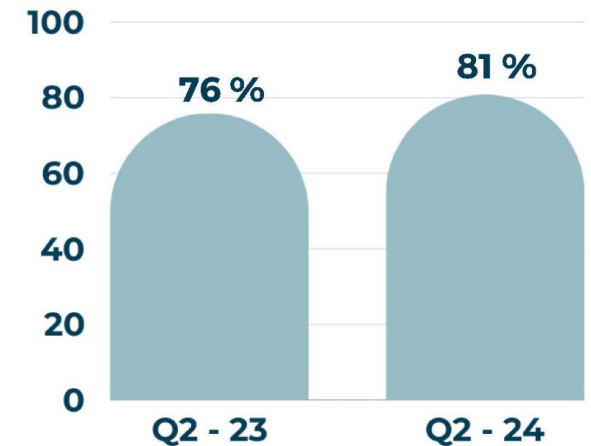
+ 11 %

## Operating Expense KD



- 12 %

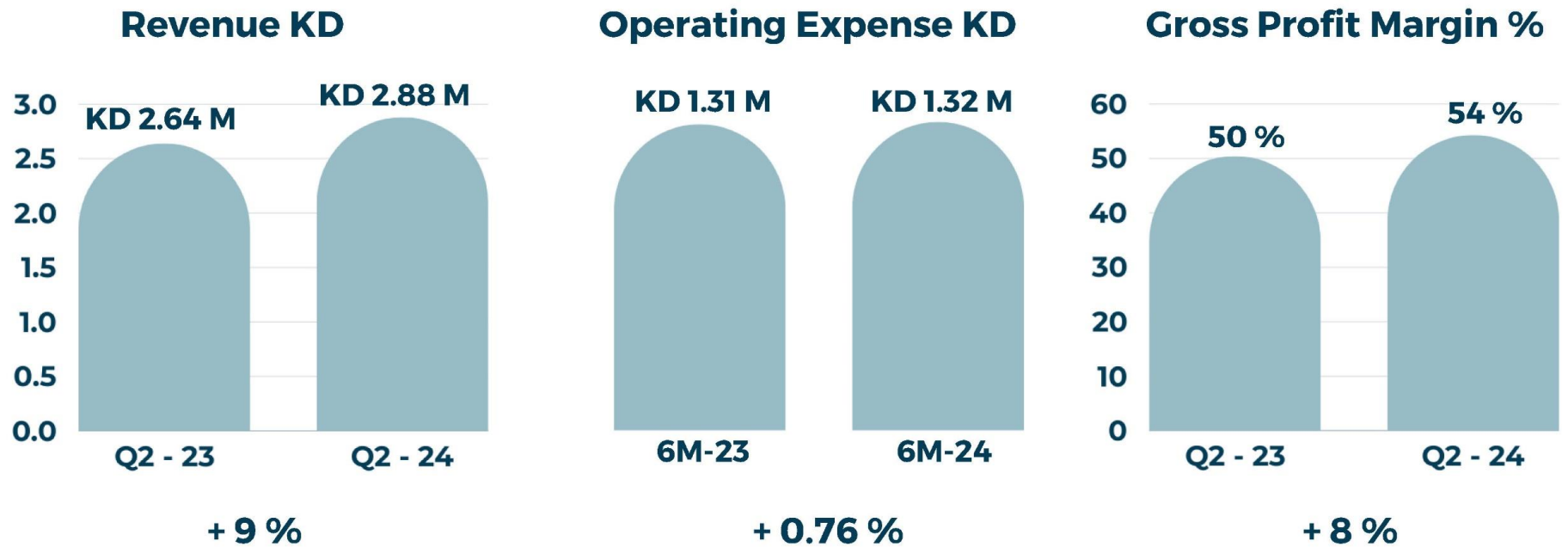
## Gross Profit Margin %



+ 7 %

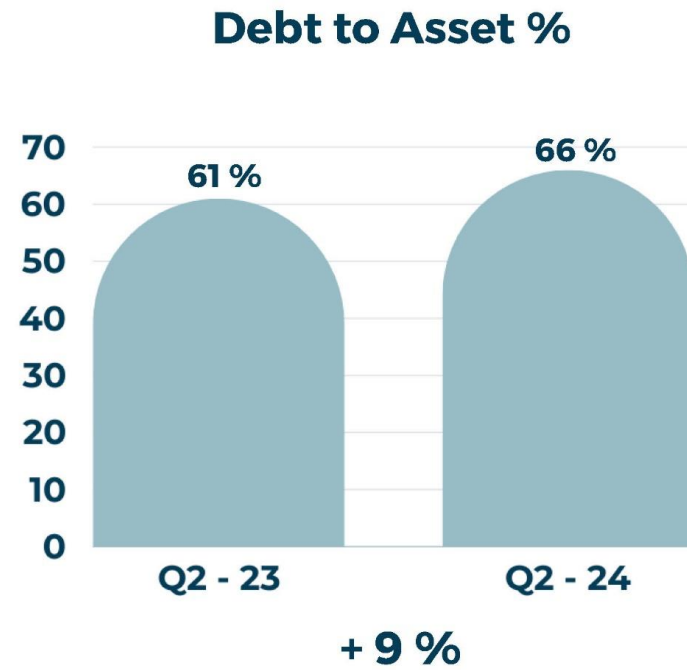
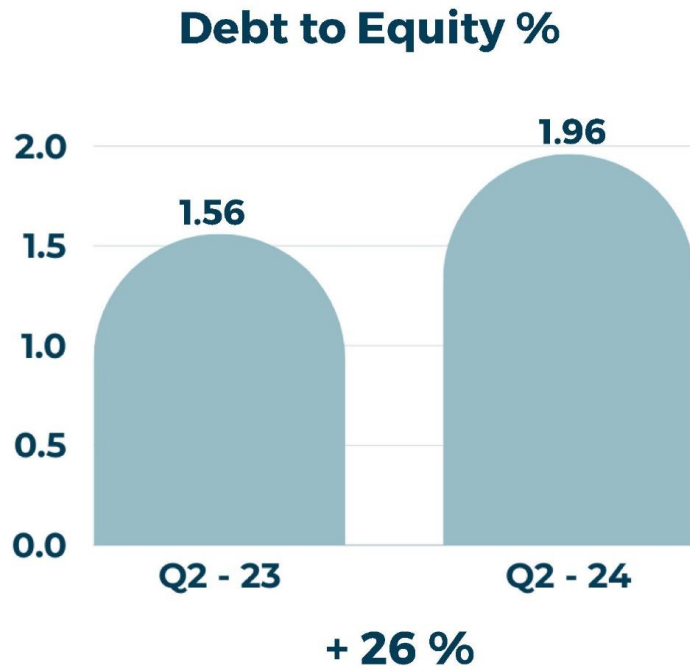


## Performance Ratios - Hospitality





# Debt Structure



SALHIA REAL ESTATE CO.

# APPENDIX

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# Consolidated Statement of Financial Position

		<b>30 June 2024 KD</b>	<b>(Audited) 31 December 2023 KD</b>	<b>30 June 2023 KD</b>
	<i>Notes</i>			
<b>ASSETS</b>				
Cash on hand and at banks	4	5,432,709	6,192,906	7,076,884
Inventories		199,564	202,205	215,148
Accounts receivable and other assets		10,283,074	24,933,379	6,585,118
Financial assets at fair value through other comprehensive income	5	6,922,406	6,868,210	6,180,407
Investment in a joint venture		10,444,998	9,802,678	12,679,136
Investment properties	6	435,878,780	360,996,365	358,327,752
Property and equipment		54,008,168	49,126,804	45,301,260
<b>TOTAL ASSETS</b>		<b>523,169,699</b>	<b>458,122,547</b>	<b>436,365,705</b>

## Consolidated Statement of Financial Position (Cont'd)

	Notes	30 June 2024 KD	30 June 2023 KD
<b>LIABILITIES AND EQUITY</b>			
<b>LIABILITIES</b>			
Due to banks and financial institution	4	14,235,600	6,776,389
Accounts payable and other liabilities		37,679,057	39,607,250
Commercial financing	7	21,358,160	14,688,600
Islamic financing	7	273,367,084	204,681,995
<b>TOTAL LIABILITIES</b>		<b>346,639,901</b>	<b>265,754,234</b>
<b>EQUITY</b>			
Share capital	8	59,354,144	56,527,756
Share premium		35,055,163	35,055,163
Treasury shares	9	(7,142,472)	(5,931,332)
Treasury shares reserve		6,118,701	5,708,079
Statutory reserve		30,280,511	30,280,511
Voluntary reserve		20,489,290	20,489,290
Retained earnings		45,495,691	42,668,466
Fair value reserve		13,825	(728,175)
Foreign currency translation reserve		(13,263,248)	(13,612,610)
<b>EQUITY ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT COMPANY</b>		<b>176,401,605</b>	<b>170,457,148</b>
Non-controlling interests		128,193	154,323
<b>TOTAL EQUITY</b>		<b>176,529,798</b>	<b>170,611,471</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>523,169,699</b>	<b>436,365,705</b>



## Consolidated Statement of Income

	Note	Three months ended 30 June		Six months ended 30 June	
		2024	2023	2024	2023
		KD	KD	KD	KD
Revenue		11,112,085	10,250,435	22,268,097	20,054,665
Operating costs		(2,284,266)	(2,617,653)	(5,030,610)	(5,501,689)
<b>Gross profit</b>		<b>8,827,819</b>	<b>7,632,782</b>	<b>17,237,487</b>	<b>14,552,976</b>
Share of joint venture's results, net of tax		318,985	519,212	1,549,157	297,643
General and administrative expenses		(851,424)	(1,310,814)	(2,266,164)	(2,558,608)
Depreciation and amortization		(2,025,280)	(1,774,787)	(3,962,743)	(3,241,328)
Sales and marketing expenses		(110,084)	(123,881)	(320,577)	(308,542)
Dividends income		63,756	58,415	80,634	58,415
Recovery of insurance claims		-	-	-	750,000
Other income, net		(60,181)	(7,482)	87,329	222,631
Finance costs		(3,852,573)	(1,321,012)	(7,071,288)	(2,186,313)
<b>PROFIT BEFORE PROVISION FOR CONTRIBUTION TO KUWAIT FOUNDATION FOR THE ADVANCEMENT OF SCIENCES ("KFAS"), NATIONAL LABOUR SUPPORT TAX ("NLST") AND ZAKAT</b>		<b>2,311,018</b>	<b>3,672,433</b>	<b>5,333,835</b>	<b>7,586,874</b>
KFAS		(22,935)	(36,126)	(52,949)	(75,486)
NLST		(57,338)	(90,316)	(132,372)	(188,715)
Zakat		(22,935)	(36,126)	(52,949)	(75,486)
<b>PROFIT FOR THE PERIOD</b>		<b>2,207,810</b>	<b>3,509,865</b>	<b>5,095,565</b>	<b>7,247,187</b>
<b>Attributable to:</b>					
Equity holders of the Parent Company		2,190,296	3,450,054	5,056,612	7,208,910
Non-controlling interests		17,514	59,811	38,953	38,277
		<b>2,207,810</b>	<b>3,509,865</b>	<b>5,095,565</b>	<b>7,247,187</b>
<b>BASIC AND DILUTED EARNINGS PER SHARE ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE PARENT COMPANY</b>	3	<b>3.82 fils</b>	<b>6.03 fils</b>	<b>8.81 fils</b>	<b>12.54 fils</b>





# Q&A

# THANK YOU



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