

SHAFAFIYAH
FORUM 2021



الشفافية
منتدى 2021

Investor Presentation

APRIL 2021

URC

شركة العقارات المتحدة
United Real Estate Co



DISCLAIMER

This presentation is not an offer or invitation to subscribe for or purchase any securities. No warranty is given as to the accuracy or completeness of the information in this presentation. You must make your own independent investigation and appraisal of the business and financial condition of URC.

Nothing in this presentation shall form the basis of any contract or commitment whatsoever. This presentation is furnished to you solely for your information. You may not reproduce it to redistribute to any other person.

This presentation contains forward-looking statements may be identified by such words as “may”, “plans”, “expects”, “believes” and similar expressions, or by their context. These statements are made on the basis of current knowledge and assumptions. Various factors could cause future results, performance or events to differ materially from those described in these statements. No obligation is assumed to update any forward-looking statements.

By participating in this presentation or by accepting any copy of this slides presented, you agree to be bound by the foregoing limitations.

1

2020 Highlights

2

Strategic Focus and Outlook

3

Hessah Al Mubarak Project Update

4

Assoufid Project Update

2020 Highlights

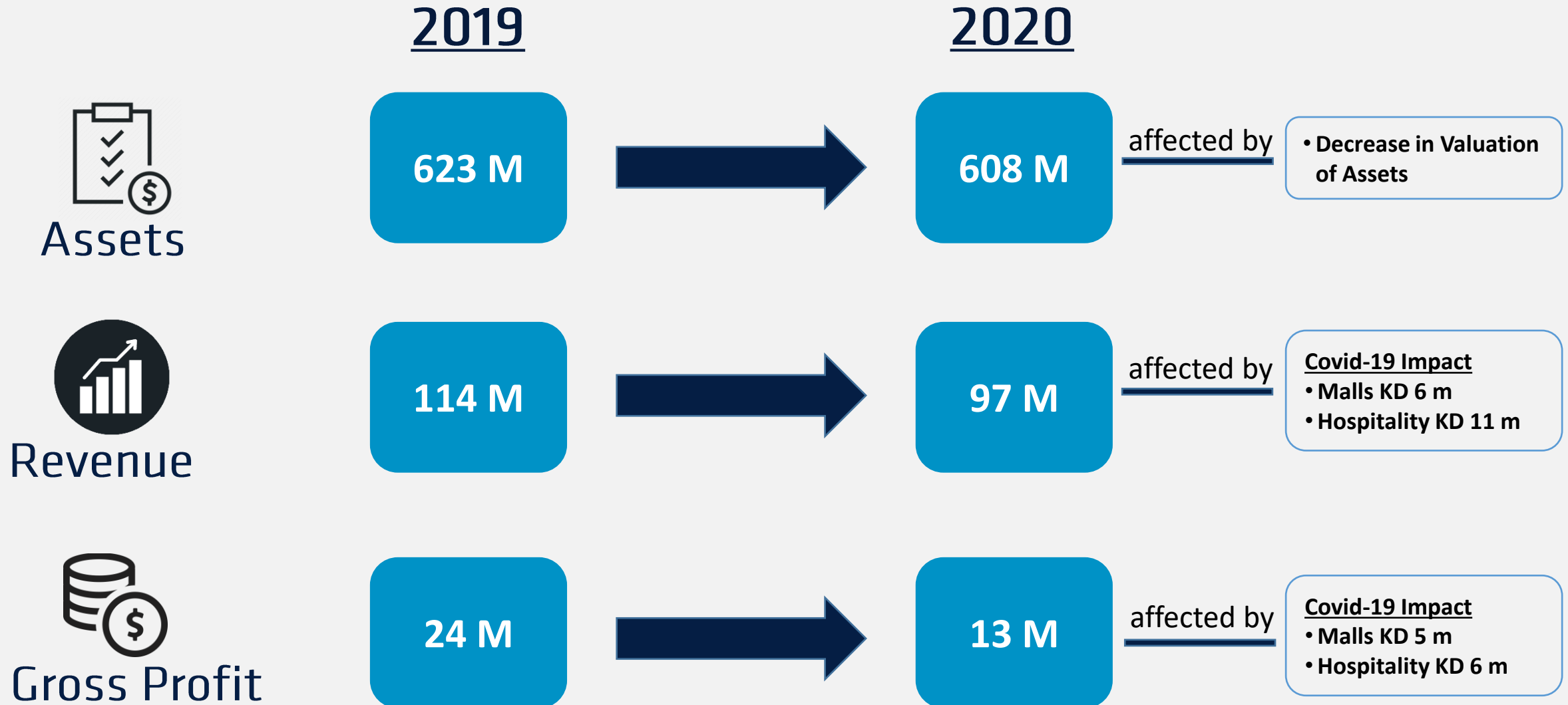
SHAFAFIYAH
FORUM 2021



الشفافية
منتدى 2021



2020 Performance



2020 Performance - Companies & Assets



- ↓ Mall operations affected due to closures and curfews
- ↑ Maintained close to full occupancy in 2020 (Retail at full occupancy)



- ↑ Minimal interruption of progress in projects (due to special permits)
- ↑ Net profit of KD 3 million reported



- ↑ Net profit increased by 13% in 2020 vs 2019
- ↑ Signed several new contracts during 2020

2020 Performance - Companies & Assets



- ↑ Stable occupancy at around 72%
- ↑ Cost savings due to various initiatives



- ↓ Mall operations affected due to closures and curfews
- ↑ Maintained low tenant turnover and steady cash flow



- ↓ Severe impact due to Covid on hotels (closure and curfews)
- ↑ Cost savings due to various initiatives
- ↑ Additional bank facilities at subsidized rates



- ↑ Sold apartments at total value of USD 19 million
- ↑ Repaid entire debt from the sale proceeds

Debt Management

Despite challenges that came with COVID-19:

Delayed debt installments



Reduced weighted average cost of debt

5.18%



3.61%

Increased weighted average maturity of loans

2.27 years

4.43 years



& Negotiated relaxed bond covenants which provide flexibility to operate without any breach



شركة العقارات المتحدة
United Real Estate Co

Strategic Focus & Outlook

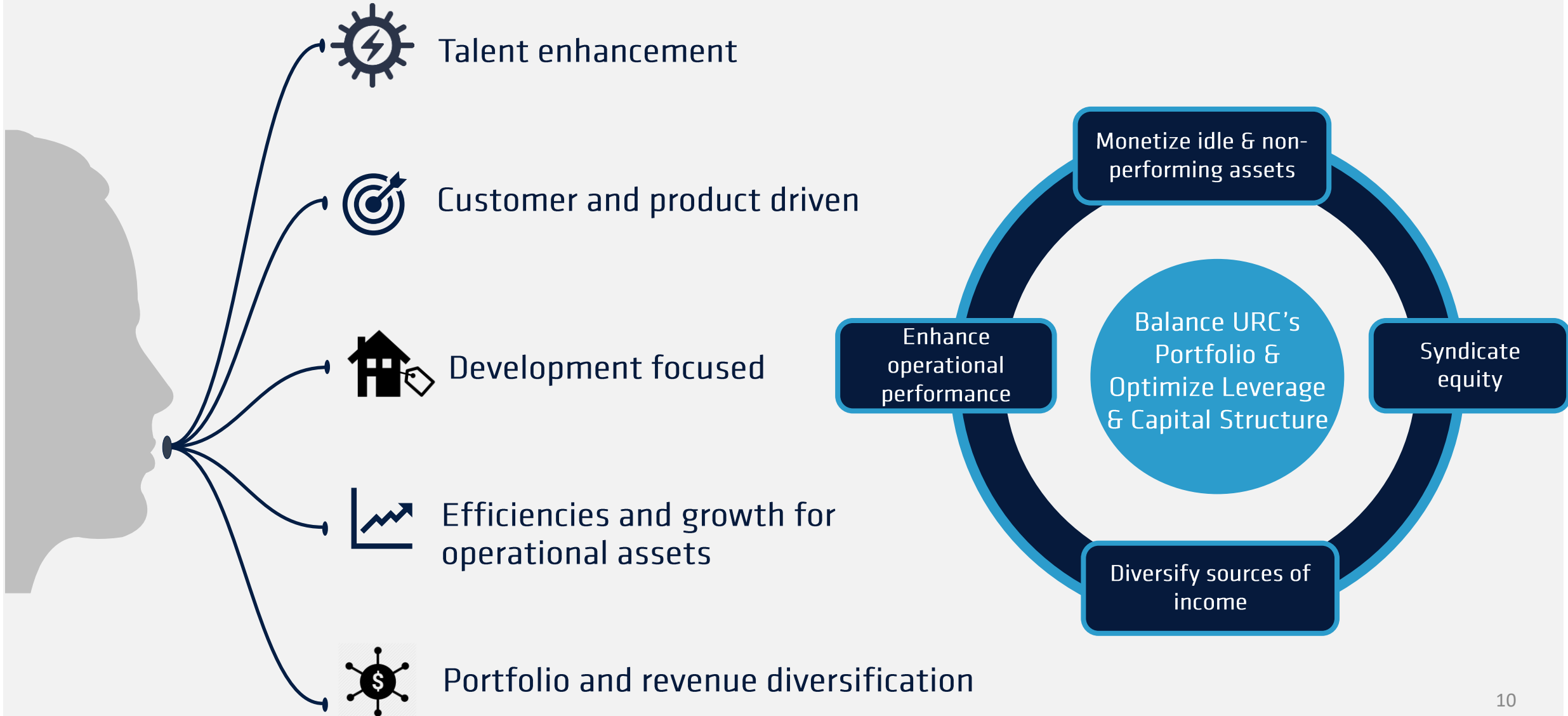
SHAFAFIYAH
FORUM 2021



الشفافية
منتدى 2021



Strategy Focus & Objectives





Improve Revenues and
Operating Profit



Continue progress on
Development Projects – Hessah
Al Mubarak District and
Assoufid



Monetize Assets and Improve
Cash Flows from Operations

URC

شركة العقارات المتحدة
United Real Estate Co

Hessah Al Mubarak Project Update

SHAFAFIYAH
FORUM 2021



الشفافية
منتدى 2021



Hessah Al Mubarak District (HAMD)



- First residential district developed by the private sector
- Premium location in the heart of Kuwait
- Total built-up area of 381,000 sqm
- Including 24,400 sqm dedicated to gardens and open spaces
- Comprises residential buildings, serviced apartments, offices, clinics, health clubs, commercial and retail spaces, as well as food and beverage outlets

HAMD Components



Hessah Towers
Luxury Apartments
Ongoing



Byout Hessah
Luxury Townhouses & Apartments
Ongoing



Commercial District
F&B, Retail, Offices, & Clinics
Ongoing

Hessah Towers



- Launched in March 2018
- 40-floor residential twin towers
- Simplex & duplex 3-bedroom apartments
- 103 units sold (49% of total)
- Designed by SSH



Amenities:

- 24/7 reception and security
- Pool and outdoor entertainment area
- Children's pool and play area
- Rooftop garden
- Gym & sauna
- Private parking

Byout Hessah



- Launched in January 2021
- Two low-rise apartment buildings surrounded by townhouses
- **Townhouse units:** 11 units sold (28%) (4-bedroom)
- **Apartment Units:** 7 units sold (7%) (2-bedroom)
- Designed by SSH

Amenities:

- Pool
- Gym
- Indoor/outdoor MP areas
- Indoor/outdoor kids areas
- 24/7 reception and security
- Private parking

Construction Status – *as of second week of April 2021*



Hessah Towers

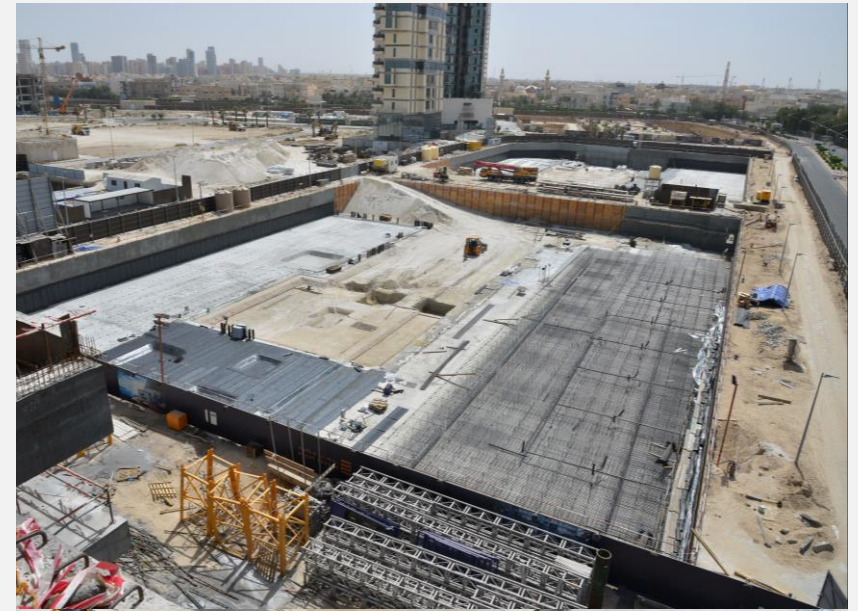
- Main works estimated to be completed by Q3 2022

Construction Status – *as of second week of April 2021*



Byout Hessah

- Main works commenced in April 2021 and expected to be finalized by Q1 2023



The Commercial District



Target Launch
Components

Designed by

Ongoing enabling works

Retail, F&B Outlets, Clinics, Offices, Serviced
Apartments

Nikken Sekkei (Japan) & PACE (Kuwait)



Assoufid Project Update

SHAFAFIYAH
FORUM 2021



الشفافية
منتدى 2021



Assoufid Project



➤ Project ASSOUFID is a gated mixed-use development in the Moroccan city of Marrakech, that spreads over 2.4 million m² of naturally elevated land

➤ Phase 1

High-end, 18-hole golf course spreading over 638K m² with incredible views of the snow-capped Atlas Mountains

➤ Phase 2

The Phase II of the project consists of the **residential component** (apartments, residential villas), the **hospitality component** (a luxury hotel and branded villas), the **retail component**



Assoufid Project – Project Developed (Phase I)



Assoufid Golf Club, Marrakech is one of Morocco's finest, new golf clubs that presents an exceptional experience for the discerning golfer by delivering high levels of service in a unique, indigenous setting...



Morocco's
Best Golf Course



Africa's
Best Golf Course



Morocco's
Best Golf Course



A Luxury 18-hole course on an undulating terrain...

Facilities Clubhouse



Restaurant



Practice Facilities



Assoufid Project Pipeline



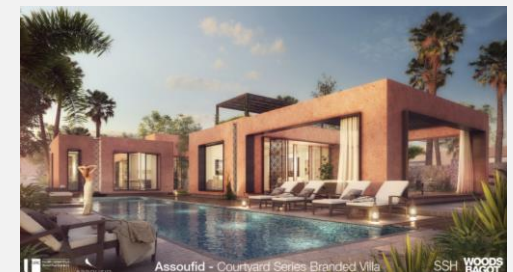
Branded
Villas



Luxurious
Hotel



Apartments



Residential
Villas



Retail
shops

Assoufid Hospitality Component



The Hotel

Relatively small inventory of 80 keys
Target to open in 2024

- Create a luxury destination & potential synergies between components



Branded Villas (50 units)

Target completion in Q4 2023

- Provide luxury villas in terms of design, features, spacious areas, quality of finishing
- Targeting HNWI

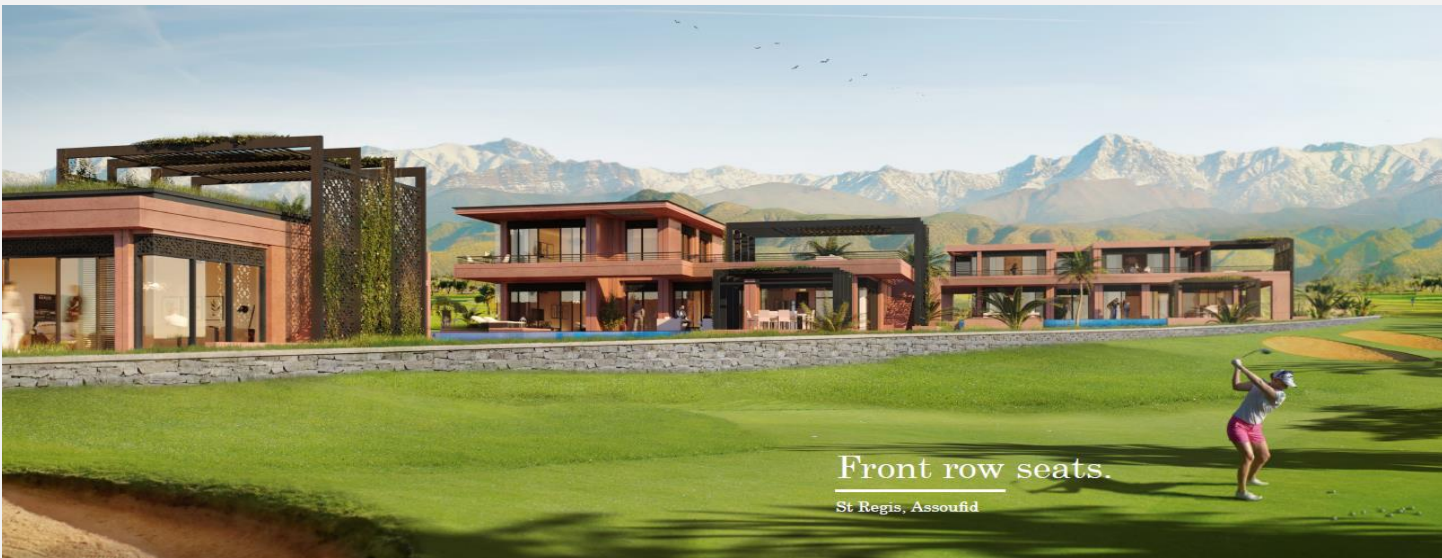
Assoufid Project Residential Component



The Apartments (120 units)

Target completion in Q4 2023

- Introduce a new product: luxury apartments in the outskirts of the city.



Residential Villas (25 units)

Target completion in Q4 2023

- ✓ Front-line golf properties
- ✓ Provide same product as branded villas excluding hotel services

Assoufid Project Apartments & Retail Component



Retail component

1,400 sqm

Target completion in 2023

➤ Include a luxury retail component to serve the Assoufid community



شركة العقارات المتحدة
United Real Estate Co

SHAFAFIYAH
FORUM 2021



الشفافية
منتدى 2021

Thank You