

6 April 2025

6 ابريل 2025

Boursa Kuwait Company

State of Kuwait

Greetings,

السادة شركة بورصة الكويت المحترمين

دولة الكويت

تحية طيبة وبعد،

Subject: Supplementary Disclosure – Presentation of IFA Hotels & Resorts' Q4 2024 Analyst and Investor Conference

الموضوع: إفصاح مكمل – العرض التقديمي لمؤتمر المحللين والمستثمرين لشركة اي فا للفنادق والمنتجعات للربع الرابع لعام 2024

With reference to the above subject, this is to advise that IFA Hotels & Resorts' Q4 2024 Analyst and Investor Conference was held on Sunday, 6 April 2025, at 1:30 PM via live broadcast.

إشارة الى الموضوع أعلاه، نود إفادتكم بأن مؤتمر المحللين والمستثمرين لشركة اي فا للفنادق والمنتجعات للربع الرابع من عام 2024 قد انعقد يوم الاحد الموافق 6 ابريل 2025 في تمام الساعة 1:30 ظهرا عن طريق بث مباشر.

We also wish to notify you that no material information was disclosed during the conference.

كما نود إفادتكم بأنه أثناء المؤتمر لم يتم الإفصاح عن أية معلومات جوهرية.

Attached, please find the conference presentation.

ونرفق لكم العرض التقديمي للمؤتمر.

Best regards

وتفضلوا بقبول وافر التحية،



Khaled Saeed Esbaitah خالد سعيد اسبيته

Chairman رئيس مجلس الادارة



لل فنادق والمنتجعات
Hotels & Resorts

Cc: Capital Markets Authority

نسخة لهيئة أسواق المال



لل فنادق والمنتجعات
Hotels & Resorts



INVESTOR PRESENTATION FY/Q4 2024

Forward-Looking Statements Disclaimer

This presentation contains forward-looking statements and information that are based on IFA Hotels and Resorts' current expectations, estimates, and projections about the company and the industry in which it operates. These statements are subject to risks, uncertainties, and assumptions that could cause actual results to differ materially from those expressed or implied in the forward-looking statements. The company does not undertake any obligation to update or revise any forward-looking statements, except as required by applicable law. Past performance is not indicative of future results. This presentation is for informational purposes only and is not intended as an offer or solicitation for the sale or purchase of any securities.

Agenda

01 **COMPANY OVERVIEW**

04 **BUSINESS UPDATES**

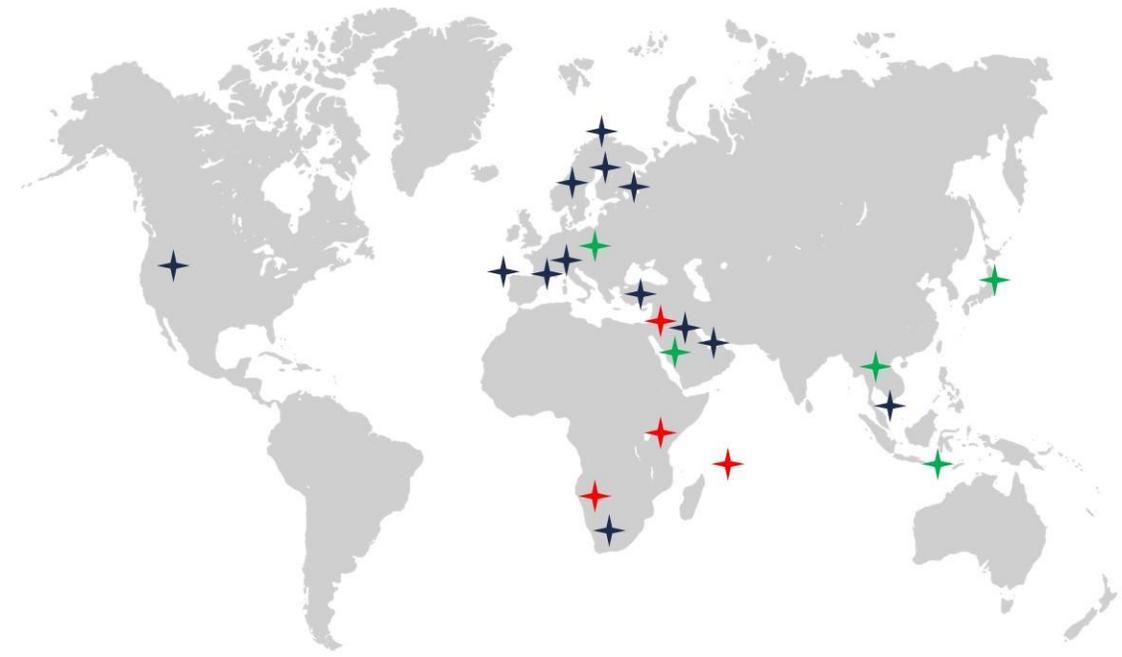
02 **KEY HIGHLIGHTS**

05 **Q&A**

03 **FINANCIAL PERFORMANCE**

Company Overview

Our Geographical Presence



- ◆ Exited
- ◆ Current
- ◆ Pipeline

<p>15000+ Keys ◆◆◆</p>	<p>21+ Countries ◆◆◆</p>
<p>50+ F&B outlets ◆◆</p>	<p>10+ International brands ◆◆◆</p>
<p>3000+ Employees ◆</p>	<p>44+ Hotels ◆◆◆</p>

COMPANY SNAPSHOT

IFA Hotels & Resorts (IFA HR) is a premier developer and operator of luxury mixed-use destinations, specializing in branded residences, hospitality, and integrated lifestyle communities. With a portfolio spanning the Middle East, Africa, and Europe, IFA HR collaborates with iconic global brands to deliver long-term value and exceptional customer experiences.

Partners and Operators



Company Profile



Overview

IFA Hotels & Resorts (IFA HR), established in 1995 and listed on Boursa Kuwait since 2006, is a leading developer of mixed-use hotel and residential resorts, as well as luxury leisure services.

The company has a strong global presence and is currently focused on two key objectives: maintaining its core businesses in existing markets by offering high-quality products, and expanding into residential property management services, both retail and wholesale. IFA HR is also actively exploring emerging markets for strategic acquisitions and partnerships to grow its portfolio across the Middle East, Europe, and Africa.

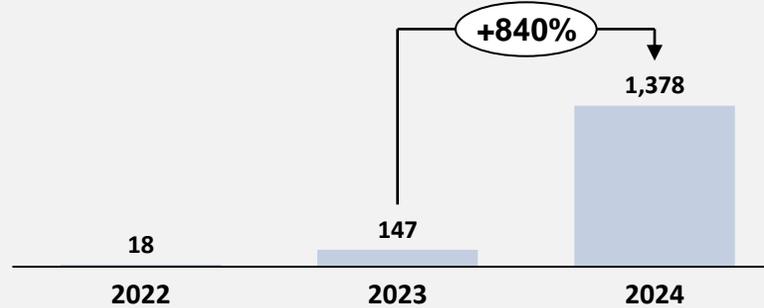
Core Businesses

Master Planning	Facility Management
Real Estate Development	Project Management
Income Generating Assets	Time Share

Geographical Presence

UAE | EUROPE | AFRICA

3-year Mcap Performance USD Mln



+2,000 SHAREHOLDER BASE	MSCI INDEX INCLUSION	\$1.4B MARKET CAP
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Major Shareholders

IFA 43.22%	Med Al Bahar 6.3%
Group of Nezar 11.41%	KRE 8.49%
Arzan 10.18%	

Servicing Platform



Key Highlights

2024 - A YEAR OF TRANSFORMATIONAL GROWTH



The Company withstood the test of time over the past several years, navigating through the financial crisis and challenging market environment. In 2023, major restructuring plans occurred which included writing off accumulated losses and paying back certain loans. This has positioned us to focus on our core businesses driving stronger growth

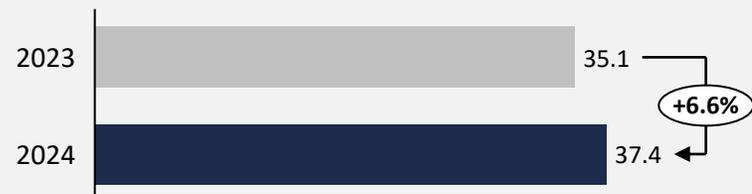
Debt as % of Assets	Debt / EBITDA	Interest Coverage Ratio
25%	2.0X	3.5X
TOTAL ASSETS	EBITDA GROWTH YoY	EBIT Growth YoY
KD227.5M	+12.2%	+11.4%

On track on delivering future growth post restructuring initiatives

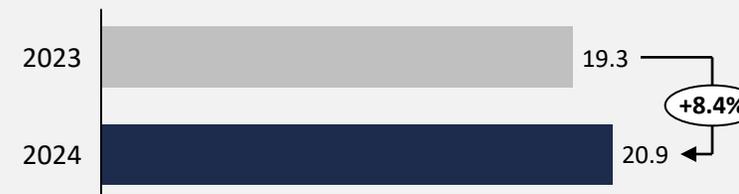
Financial Performance

P&L YTD 2024

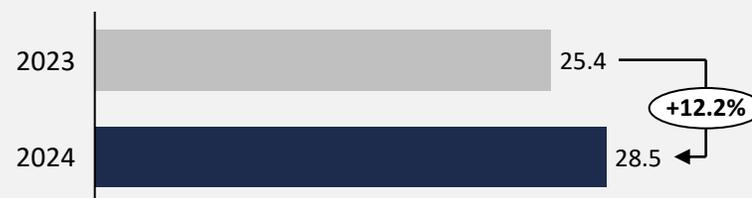
Revenue



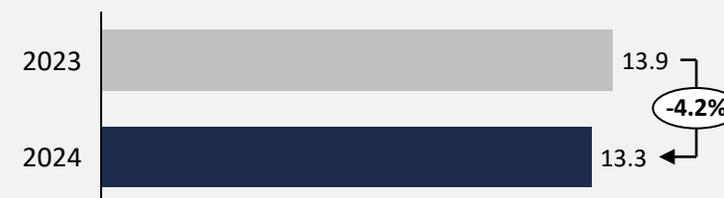
Gross Profit



EBITDA

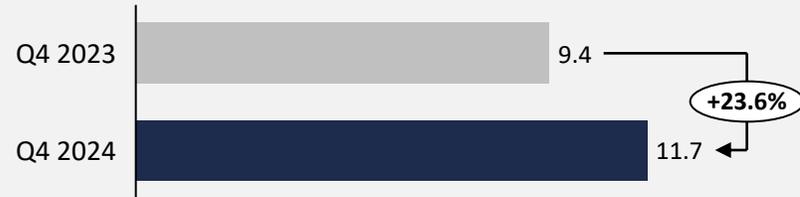


Net Profit

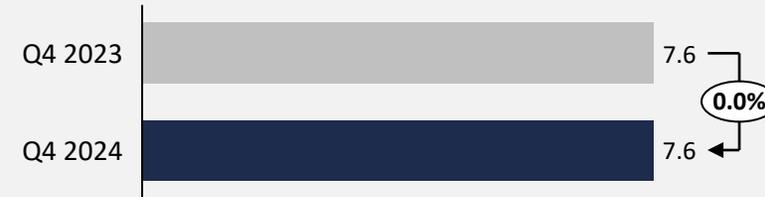


P&L QTD 2024

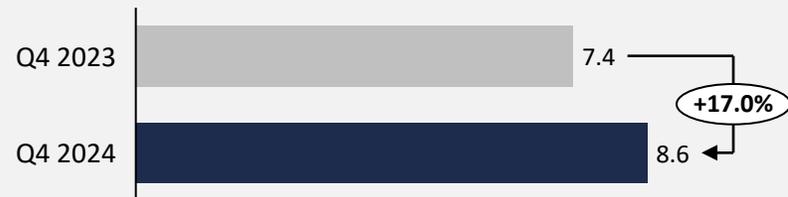
Revenue



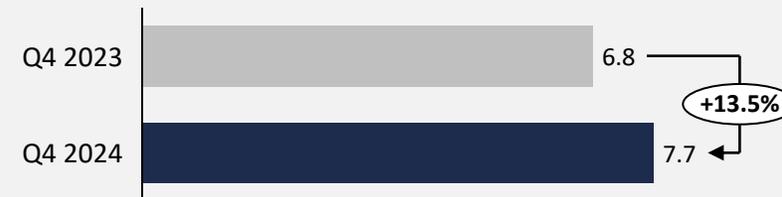
Gross Profit



EBITDA

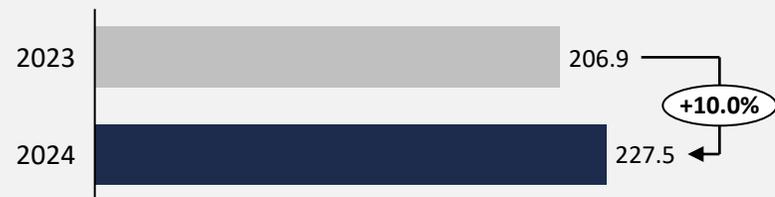


EBIT

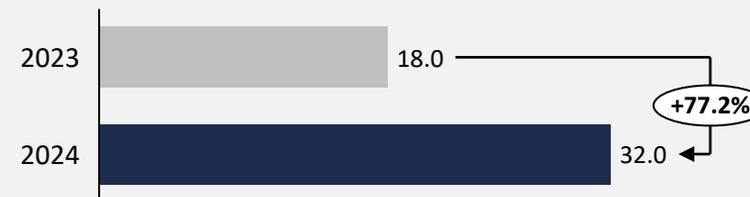


Balance Sheet 2024

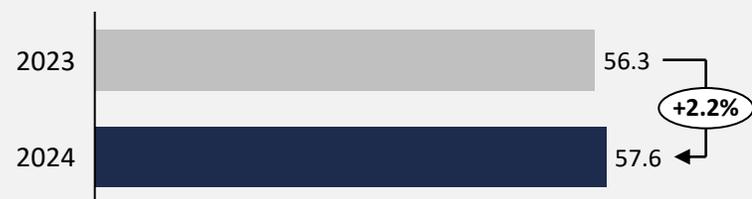
Total Assets



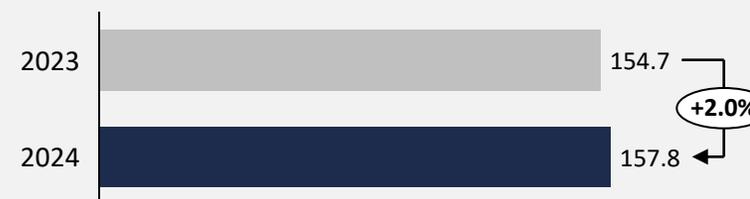
Total Equity



Total debt



Total Liabilities



Performance Ratios

P&L

- Improved profitability margins YoY
- Successful cost rationalization measures
- Interest Coverage ratio at healthy level considering the higher finance costs in 2024

KPI	2024	2023
Gross Profit Margin	55.8%	54.9%
EBITDA Margin	76.2%	72.4%
Interest Coverage Ratio	3.5x	4.1x

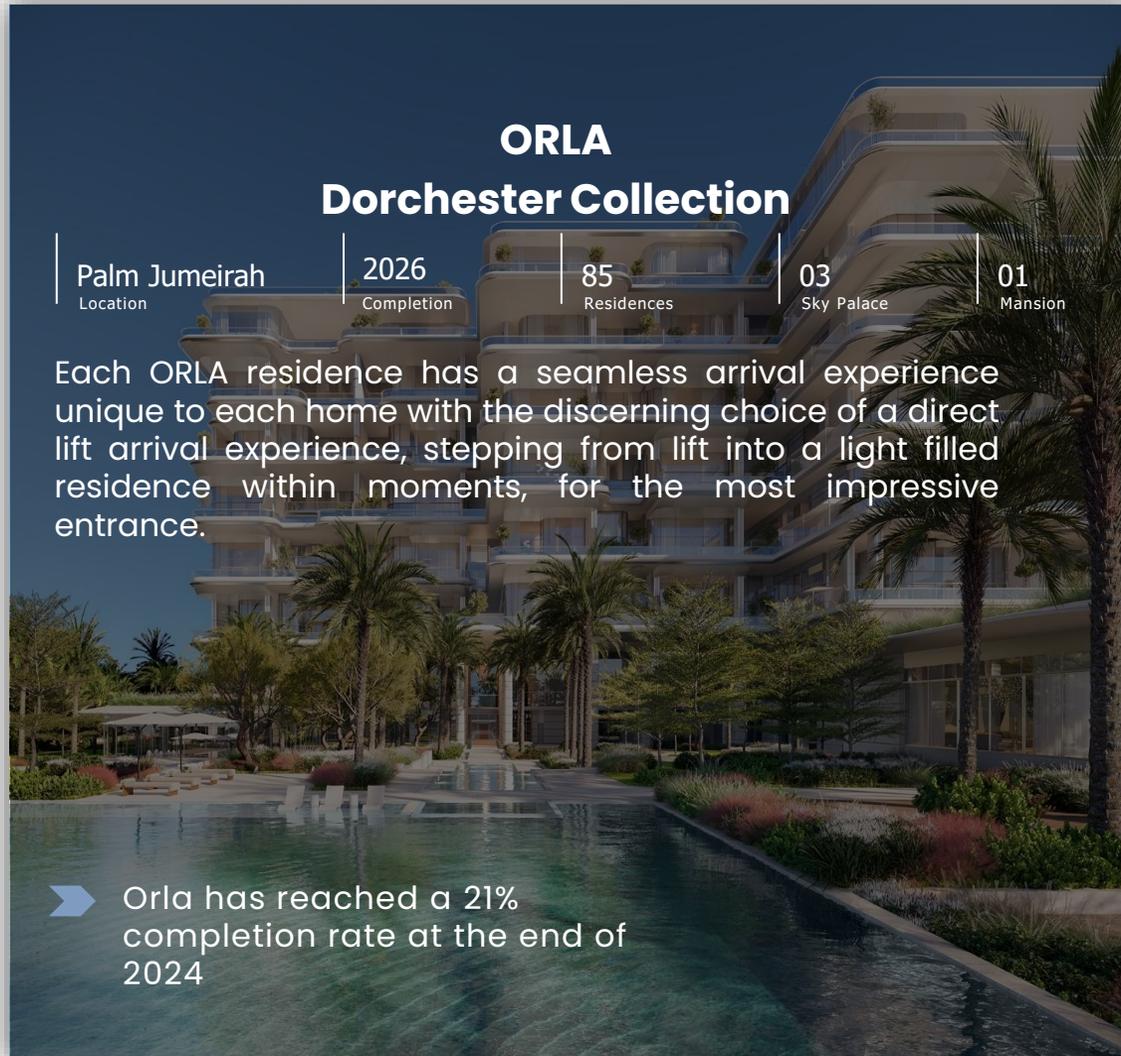
Balance Sheet

- Low leverage ratios considering the strong earning power
- Company with a share capital of KD ~23M has assets worth KD 227M

KPI	2024	2023
Debt to Assets	0.25x	0.27x
Debt to Equity	1.8x	3.1x
ROA	5.9%	6.7%

Business Updates

Business Updates

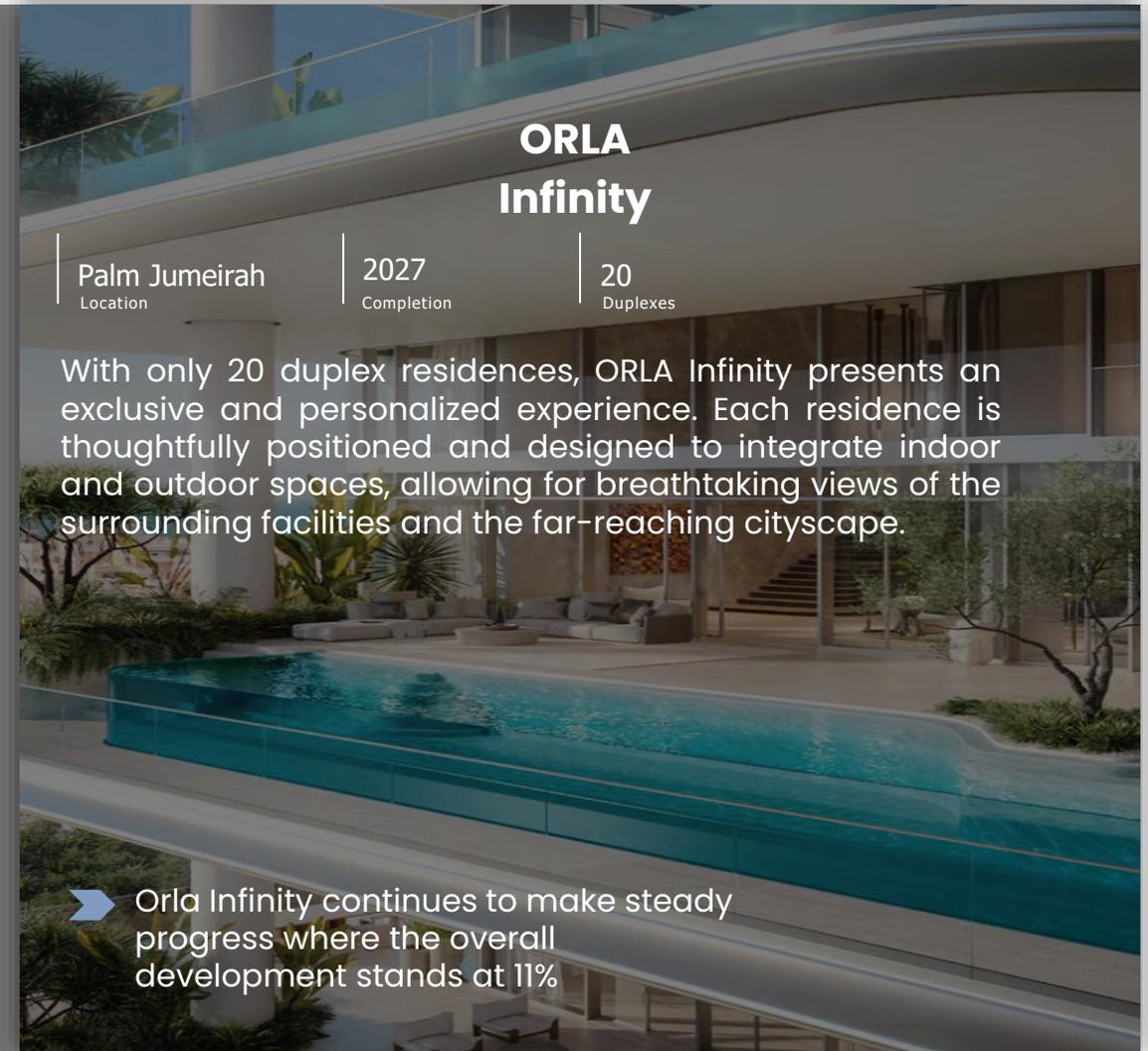


ORLA Dorchester Collection

Palm Jumeirah Location	2026 Completion	85 Residences	03 Sky Palace	01 Mansion
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Each ORLA residence has a seamless arrival experience unique to each home with the discerning choice of a direct lift arrival experience, stepping from lift into a light filled residence within moments, for the most impressive entrance.

➤ Orla has reached a 21% completion rate at the end of 2024



ORLA Infinity

Palm Jumeirah Location	2027 Completion	20 Duplexes
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With only 20 duplex residences, ORLA Infinity presents an exclusive and personalized experience. Each residence is thoughtfully positioned and designed to integrate indoor and outdoor spaces, allowing for breathtaking views of the surrounding facilities and the far-reaching cityscape.

➤ Orla Infinity continues to make steady progress where the overall development stands at 11%

Business Updates



- Dubai's first fully licensed timeshare company.
- 50% increase in operational revenue and profits year-on-year.
- Continued investment in prime properties enhances member experiences and ensures long-term sustainability.



- Entered Saudi Arabia with a large-scale housing facility in Riyadh for 10,000+ workers.
- First venture outside the UAE, marking significant growth in corporate housing.



- Leading integrated property management company in Dubai.
- Expanded workforce to over 1,000 employees.
- Significant growth in market presence and efficiency through tech investments.



- Completed land transfer for Phases 1 & 2 valued at ZAR 127 million.
- Sold all 32 Boulevard Edge apartments.
- Ernie Els Signature Golf Course opening in April 2025 to boost appeal.



- Strong performance in luxury real estate and hospitality despite market challenges.
- Tatali Signature Villas- the only development in KwaZulu-Natal with a 'Municipal Resort 5' designation- sold 11 of 14 premium plots within 48 hours.

Our Servicing Platform



Domus Managed Housing specializes in purpose-built corporate housing. With four business streams within the company, Domus provides a turnkey housing solution for all needs. Domus Blue specializes in blue collar workers, Domus Core in hospitality staff, Domus Family on managers and those with families, and Domus Executive specializes in co-living accommodation.



- Region's First Branded Beachfront Timeshare Product
- Points based 30-year membership
- Fully capitalized with robust and diverse shareholders
- Best practice documentation & Industry proven consumer protection
- High standard of real estate inventory and operational management



More than 7,000 residences in current portfolio – The only Property Operator based on The Palm Dubai. Strive is an Integrated Property Services company with 30+ specialized services and 1 BILLION ft2 of AUM. Strive Services Group has 4 independent companies that provide collaborative solutions.



United Hospitality Management (UHM) is a global hospitality management company with 30+ years of luxury hospitality expertise having partnered with world-class brands including The Luxury Collection by Marriott, Vignette Collection by IHG, Hyatt, Wyndham, Sheraton and Yotel.

Q&A



Appendix

Consolidated statement of profit or loss

	Year ended 31 Dec 2024	Year ended 31 Dec 2023
	KD	KD
Revenue	37,443,179	35,117,324
Cost of revenue	(16,531,584)	(15,829,772)
	20,911,595	19,287,552
Net income from ticket sales and related services	442,938	267,290
Share of results of associates and joint ventures	18,594,691	7,301,531
Change in fair value of investment properties	62,006	41,822
Gain on transfer of trading properties to investment properties	2,025,076	-
Gain on sale of investment properties	-	70,567
Gain on sale of assets held for sale	-	13,539,953
Interest income	680,543	374,336
Other income	364,200	1,120,198
	43,081,049	42,003,249
Expenses and other charges		
Staff costs	(3,626,733)	(3,356,328)
Sales and marketing expenses	(1,599,617)	(1,524,577)
Other operating expenses and charges	(9,185,931)	(11,244,241)
Net impairment losses and provision charges	(153,739)	(453,680)
Depreciation	(3,413,761)	(2,886,331)
Finance cost	(7,186,779)	(5,496,603)
	(25,166,560)	(24,961,760)
Profit for the year before taxation	17,914,489	17,041,489
Taxation	(1,166,148)	(900,564)
Profit for the year	16,748,341	16,140,925
Attributable to:		
Owners of the Parent Company	13,335,871	13,914,688
Non-controlling interests	3,412,470	2,226,237
	16,748,341	16,140,925
Basic and diluted earnings per share attributable to the owners of the Parent Company (Fils)	58.2	60.7

Consolidated statement of financial position	31 Dec.	31 Dec.
	2024	2023
	KD	KD
Assets		
Non-current assets		
Goodwill	1,180,534	1,177,107
Property, plant and equipment	82,922,485	82,996,790
Right-of-use assets	1,232,127	840,253
Investment properties	6,787,903	2,581,275
Investment in associates and joint ventures	97,192,614	78,617,826
Accounts receivable and other assets	5,064,762	5,144,625
Net investment in sub-finance lease	1,531,891	1,222,516
Investments at fair value through other comprehensive income	1,079,425	946,372
Total non-current assets	196,991,741	173,526,764
Current assets		
Accounts receivable and other assets	15,884,365	16,454,709
Trading properties	5,733,304	7,881,437
Net investment in sub-finance lease	802,136	683,962
Cash and cash equivalents	8,061,156	8,331,381
Total current assets	30,480,961	33,351,489
Total assets	227,472,702	206,878,253

Consolidated statement of financial position	31 Dec.	31 Dec.
	2024	2023
	KD	KD
Equity and Liabilities		
Equity attributable to the owners of the Parent Company		
Share capital	22,928,069	18,342,455
Share premium	246,011	246,011
Treasury shares	(246,011)	(246,011)
Statutory and voluntary reserves	5,705,248	2,914,148
Other components of equity	(12,887,612)	(13,481,906)
Retained earnings	16,233,322	10,274,165
Equity attributable to the owners of the Parent Company	31,979,027	18,048,862
Non-controlling interests	37,702,734	34,121,937
Total equity	69,681,761	52,170,799
Non-current liabilities		
Borrowings	53,739,366	49,776,109
Lease liabilities	2,232,026	1,484,157
Redeemable preference shares	3,240,674	3,050,024
Advances received from customers	2,706,046	693,052
Due to related parties	7,535,456	8,590,908
Provision of employees' end of service benefits	1,675,455	1,636,234
Total non-current liabilities	71,129,023	65,230,484
Current liabilities		
Due to related parties	55,433,775	54,078,492
Accounts payable and other liabilities	26,049,410	24,982,773
Lease liabilities	709,766	586,921
Borrowings	3,822,505	6,520,427
Advances received from customers	646,462	3,308,357
Total current liabilities	86,661,918	89,476,970
Total liabilities	157,790,941	154,707,454
Total equity and liabilities	227,472,702	206,878,253

Contact Us

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