

19 May 2025

19 مايو 2025

Boursa Kuwait Company

السادة شركة بورصة الكويت المحترمين

State of Kuwait

دولة الكويت

Greetings,

تحية طيبة وبعد،

**Subject: Supplementary Disclosure – Presentation of IFA Hotels & Resorts' Q1 2025 Analyst and Investor Conference**

**الموضوع: إفصاح مكمل – العرض التقديمي لمؤتمر المحللين والمستثمرين لشركة ايفا للفنادق والمنتجعات للربع الأول لعام 2025**

With reference to the above subject, this is to advise that IFA Hotels & Resorts' Q1 2025 Analyst and Investor Conference was held on Monday, 19 May 2025, at 1:30 PM via live broadcast.

إشارة الى الموضوع أعلاه، نود إفادتكم بأن مؤتمر المحللين والمستثمرين لشركة ايفا للفنادق والمنتجعات للربع الأول من عام 2025 قد انعقد يوم الاثنين الموافق 19 مايو 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،



لل فنادق والمنتجعات  
Hotels & Resorts

Khaled Saeed Esbaitah

خالد سعيد اسبيته

Chairman

رئيس مجلس الادارة

Cc: Capital Markets Authority

نسخة لهيئة أسواق المال



لل فنادق والمنتجعات  
Hotels & Resorts

# INVESTOR PRESENTATION Q1 2025



## 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**

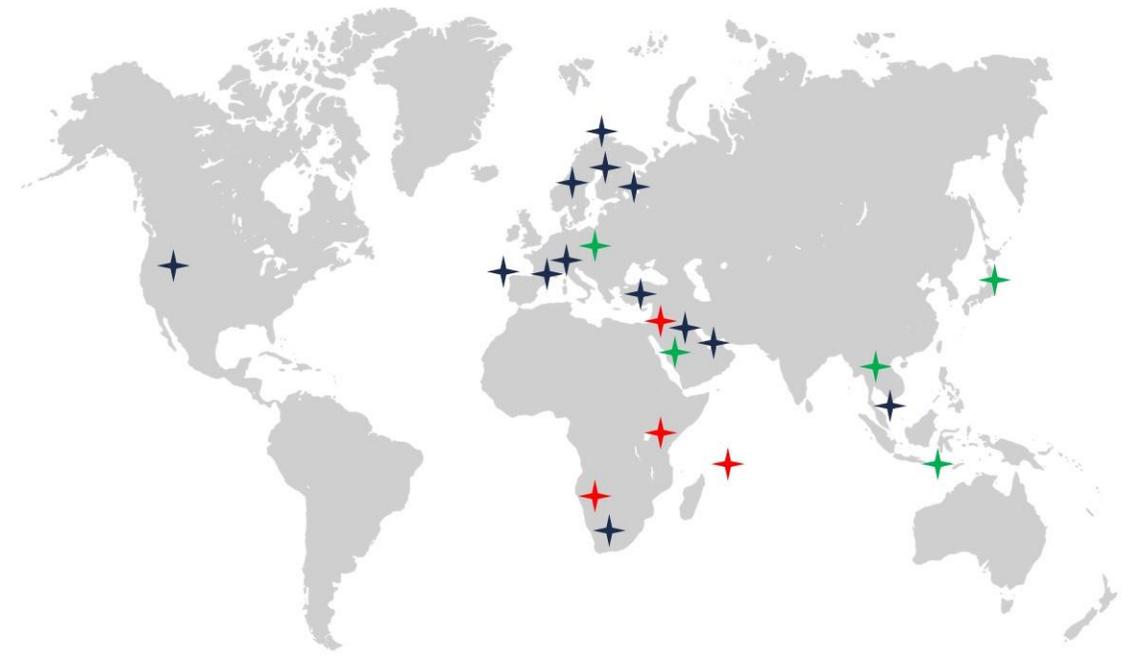
**02 KEY HIGHLIGHTS**

**05 Q&A**

**03 FINANCIAL PERFORMANCE**

# Company Overview

## Our Geographical Presence



- ◆ Exited
- ◆ Current
- ◆ Pipeline

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

# 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.

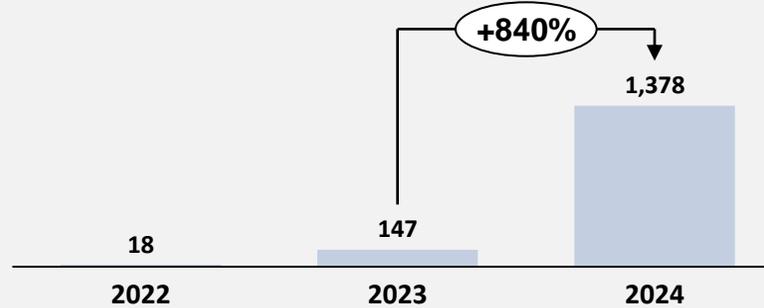
### Core Businesses

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

# 2025 - A YEAR OF STRATEGIC ACCELETATION

## From Restructuring to Rapid Growth – A Clear Path to Sustainable Value Creation

After a successful transformation in last couple of years, including strategic asset optimization and debt reduction, IFA Hotels & Resorts has entered 2025 with strong momentum. Our disciplined focus on high-value projects, operational excellence, and strategic partnerships has driven accelerated growth and positioned the company for sustained profitability.



### Strong Q1 Results

**176% y-o-y net profit growth**

Primarily driven by Fairmont sale in addition to growth in development and sales management fees



### Strategic Sale

**KD 100M Sale of Fairmont**

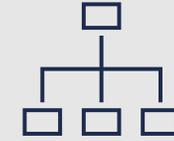
Transaction structured with both cash and partial ownership in “AIM Hospitality Fund”



### Solid Capital Structure

**KD 50M reduction in debt**

Reflecting our disciplined approach to capital management and significant financial flexibility moving forward



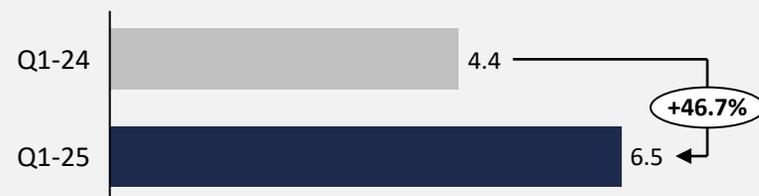
### A Focused, Agile, and Resilient Business Model

- 1. Operating Assets:** Strive Services Group and Aria Vacation Club, for steady recurring income
- 2. Development Segment:** Focus on high-value projects like Orla and Orla Infinity in Dubai, and our luxury developments in South Africa.
- 3. Management Fees:** Encompassing project management, asset management fees, sales and marketing fees, and other facility management services, providing a stable income base

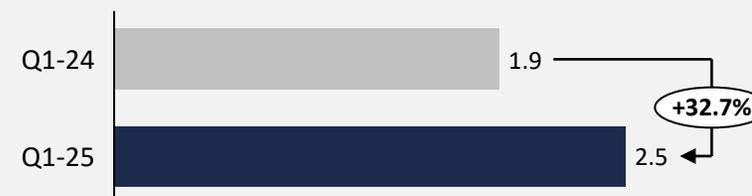
# Financial Performance

# P&L Q1-25

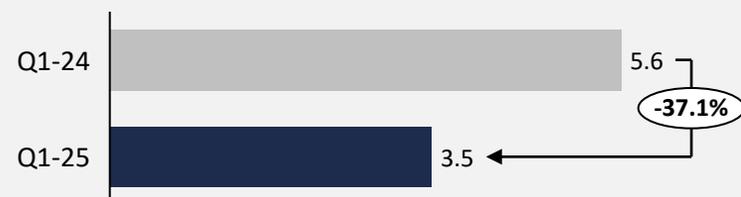
## Revenue<sup>1</sup>



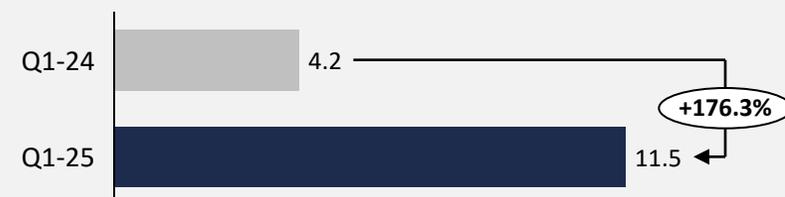
## Gross Profit<sup>1</sup>



## EBITDA<sup>1</sup>

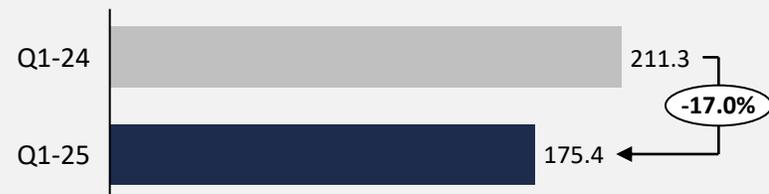


## Net Profit

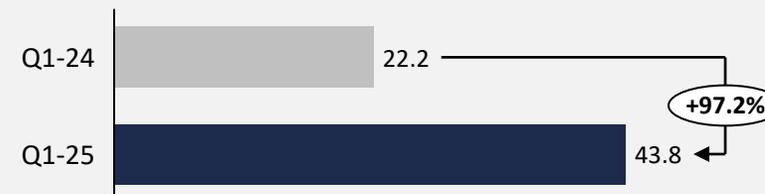


# Balance Sheet Q1-25

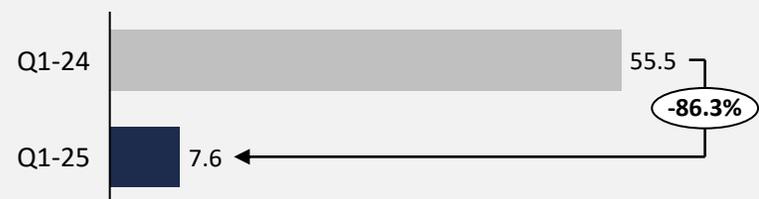
## Total Assets



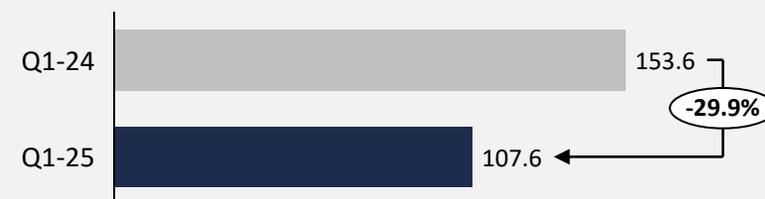
## Total Equity



## Total debt



## Total Liabilities



# Performance Ratios

## P&L

- Healthy profitability margins YoY for our continued operations
- Interest Coverage ratio at healthy level considering the higher finance costs y-o-y

KPI	Q1-25	Q1-24
Gross Profit Margin	38.7%	42.8%
EBITDA Margin	54.5%	127.1%
Interest Coverage Ratio	6.6x	15.2x

## Balance Sheet

- healthy balance sheet and significant financial flexibility moving forward
- Company with a share capital of KD ~23M has assets worth KD 175M

KPI	Q1-24	Q1-24
Debt to Assets	0.04x	0.26x
Debt to Equity	0.17x	2.50x
ROA <sup>1</sup>	26.2%	7.9%



# Business Updates

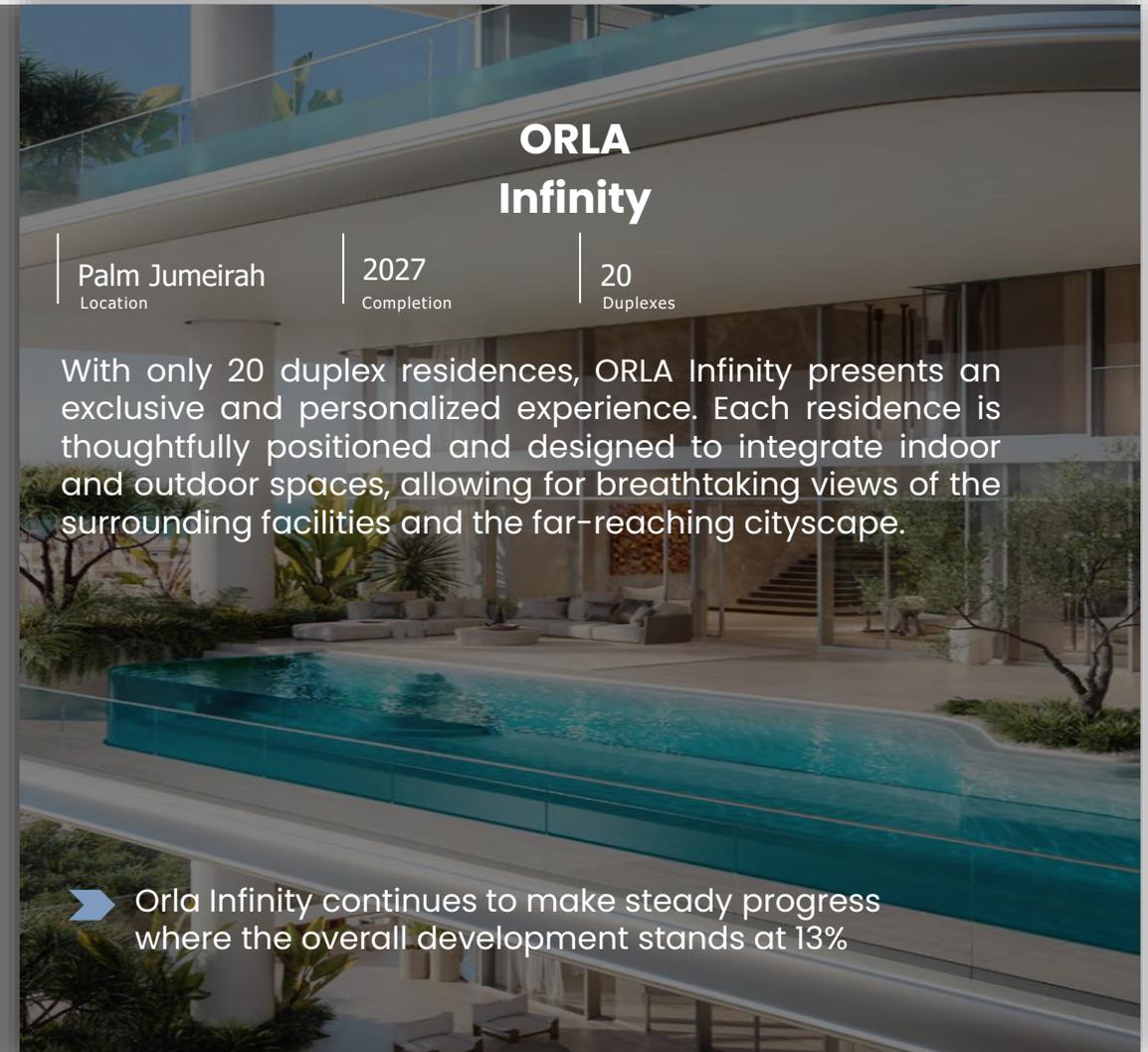


## ORLA Dorchester Collection

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 23% 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 13%

# Business Updates



- Dubai's first fully licensed timeshare company.
- 7% q-o-q increase in operational revenue.
- 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.
- Successful Launch of Ernie Els Suites project in April 2025, with over 50% of the units sold



- 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



Strive Services Group (SSG) serves as the operational vehicle delivering comprehensive property services across hospitality, residential, and mixed-use portfolios. Strive's vertically integrated platform combines global standards with localized expertise to maximize asset performance and owner returns



### Candoo Home Services

Provides a selection of B2C services on an "A la Carte" basis. These include handyman, housekeeping, renovation and home watch services with hospitality at its core.



### Domus Managed Housing

Specializes in purpose-built corporate housing. With four business streams within the company, Domus provides a turnkey housing solutions for all needs.



### Bespoke Property Management

Provides both building and individual property owners with tailored solutions to managing their property.



### Strive Facilities Management

Provides a boutique range of B2B services for commercial, hospitality and residential buildings, from integrated facility management services through to individual contracts for specific scopes of work



30

Service Lines



04

Divisions



\$2bn

Assets under management



1100

Employees

United Hospitality Management (UHM) is a globally recognized leader in luxury hospitality operations, asset management, and mixed-use development. With over three decades of industry expertise, UHM specializes in managing high-end hotels, resorts, branded residences, and holiday homes, delivering unparalleled guest experiences while maximizing returns for investors and owners.

#### Hospitality Operations & Management

- Full-service management of luxury properties under renowned brands (Marriott, Hyatt, IHG, Wyndham, Accor).
- Expertise in revenue optimization, guest experience, and cost efficiency.

#### Mixed-Use & Branded Residences

- Pioneering mixed-use developments.
- Seamless integration of residential, leisure, and commercial components.

#### Food & Beverage (F&B) and Wellness

- Curated F&B concepts with 60+ franchise and management opportunities.
- Award-winning wellness brands Global

#### Sales & Revenue Management

- Data-driven strategies to maximize RevPAR and total revenue streams.
- Centralized support for marketing, distribution, and business intelligence.

#### Technical & Advisory Services

- End-to-end solutions: feasibility studies, project management, rebranding, and asset repositioning.

#### Global Footprint

UHM's portfolio spans prime destinations in Europe (Portugal) and the Middle East (UAE, Kuwait)



**+30**

Years of Experience



**+1600**

Branded Residences



**+60**

F&B Venues



**+2000**

Employees



**+7**

International Brands



**+15**

Hotels & Resorts



ARIA Vacation Club is Dubai's first fully licensed and regulated timeshare vacation club, offering an exclusive points-based membership for luxury travel experiences. Located on the iconic Palm Jumeirah, ARIA redefines holiday ownership with flexibility, premium amenities, and access to a global network of destinations through partnerships with RCI, the world's largest timeshare exchange network.

#### Key Highlights

**Luxury Redefined:** Unparalleled beachfront access and bespoke hospitality on the Palm Jumeirah.

**Flexible Membership:** 30-year points-based system for personalized travel across 4,000+ RCI-affiliated resorts.

**Regulated & Secure:** Fully compliant with Dubai's Real Estate Regulatory Agency (RERA), ensuring member protection.

#### Exclusive Benefits:

- Priority bookings at ARIA properties.
- VIP concierge services and tailored experiences.
- Transferable membership for family or resale.

#### Unique Selling Points

- **Prime Location:** Nestled on Palm Jumeirah with private beach clubs and world-class dining.
- **Trusted Network:** RCI affiliation expands access to international resorts.
- **Transparent Model:** No hidden fees; clear terms aligned with Dubai's regulatory standards.
- **Sustainability:** Eco-conscious design and operations.

#### Target Audience

- Affluent travelers seeking hassle-free, high-end holiday ownership.
- Investors looking for alternative real estate-backed leisure assets.
- Families prioritizing flexibility and legacy travel planning.



# ORLA

## Dorchester Collection Palm Jumeirah

Value US\$407.660 million  
Area 29,000m<sup>2</sup>  
No. of units 86

A luxurious residential development on Palm Jumeirah, Dubai, managed by the prestigious Dorchester Collection and developed by IFA Hotels & Resorts and Omniyat. Designed by the renowned Foster + Partners, ORLA offers an exclusive beachfront lifestyle with a striking architectural presence and panoramic views of the Arabian Gulf, Dubai skyline, and Burj Al Arab.

The development features:

- **86 ultra-premium residences**, including 3- and 4-bedroom apartments, duplexes, and signature mansions.
- **Private terraces and pools** for many units, blending indoor and outdoor living.
- **State-of-the-art amenities**, such as a private beach, 150-meter-long infinity pool, indoor lap pool, private cinema, spa, fitness center, and an exclusive resident's lounge.
- **Tailored services** from the Dorchester Collection, ensuring a five-star hotel experience with privacy and personalization.

# ORLA Infinity

Dorchester Collection  
Palm Jumeirah

Value US\$162.751 million  
Area 16,610m<sup>2</sup>  
No. of units 20

An ultra-luxury residential development by IFA Hotels & Resorts and OMNIYAT, situated at the apex of Palm Jumeirah's crescent. This exclusive project comprises only 20 double-height duplex residences, each offering panoramic 270-degree views of Dubai's skyline and the Arabian Gulf.

The development features:

- **Exclusive Residences:** Each of the 20 duplexes includes private pools on spacious terraces, offering uninterrupted views and unparalleled privacy.
- **Prime Location:** Occupying a 29,000 square-meter beachfront plot, ORLA Infinity enjoys a privileged position with direct access to pristine sands and turquoise waters.
- **Resort-Style Amenities:** Residents have access to a private beach, infinity pool, spa, fitness center, and exclusive lounges.



# Domus

The Node  
Riyadh

Area 93,000m<sup>2</sup>  
Accommodating 10,000 Staff

A landmark development in strategic partnership with Saudi Arabia's RIKAZ Real Estate Company to create a 10,000-staff accommodation project within The Node, Riyadh's premier logistics hub. Covering 93,000 square meters within the expansive 3 million square meter complex, the project is strategically situated near key arteries such as Khurais Road and the Ring Road, ensuring seamless connectivity and accessibility.





# Zimbali Lakes

Development  
Zimbali

Area 3 million m<sup>2</sup>  
5 major projects

A premier mixed-use coastal estate in KwaZulu-Natal, blending upscale residential, commercial, and leisure offerings within a biodiverse, conservation-focused environment. Developed by Falcon Crest Real Estate, the project has achieved \$86.4 million in sales over five years, reflecting strong market demand for its unique blend of nature and sophistication.

Major projects:

- THE RIDGE
- BOULEVARD
- EVERGREEN
- OCEAN CLUB
- Tatali

# Tatali

## Signature Collection

### Zimbali Lakes

Area 3 million m<sup>2</sup>  
6 Components

Inspired by the elements of open air and flowing water, the Tatali vision is one of pure opulence and privacy. Curating a new world of retail, business and residences that have yet to be seen in KwaZulu-Natal and South Africa.

Tatali has six components:

- Tatali Society Club
- Tatali Sky
- Tatali Residences
- Tatali Mansion
- Tatali Signature Villas
- Tatali Hotel



# Contact Us

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