

11 August 2025

11 أغسطس 2025

Boursa Kuwait Company
State of Kuwait

السادة شركة بورصة الكويت المحترمين
دولة الكويت

Greetings,

تحية طيبة وبعد،

**Subject: Transcript of IFA Hotels & Resorts' Q2-2025
Analysts and Investors Conference**

**الموضوع: محضر مؤتمر المحللين والمستثمرين لشركة ايفا
لل فنادق والمنتجعات للربع الثاني لعام 2025**

With reference to the above subject, this is to advise that IFA Hotels & Resorts' Q2-2025 Analysts and Investors Conference was held on Wednesday, 6 August 2025, at 1:30 PM via live broadcast.

إشارة الى الموضوع أعلاه، نود إفادتكم بأن مؤتمر المحللين والمستثمرين لشركة ايفا لل فنادق والمنتجعات للربع الثاني من عام 2025 قد انعقد يوم الاربعاء الموافق 6 أغسطس 2025 في تمام الساعة 1:30 ظهرا عن طريق بث مباشر.

Attached please find the transcripts of the conference in Arabic and English along with the investors' presentation for Q2-2025.

ونرفق لكم محضر المؤتمر باللغتين العربية والانجليزية والعرض التقديمي للمستثمرين عن الربع الثاني لعام 2025.

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

Investors and Analysts Conference مؤتمر المستثمرين والمحللين

Quarter 2 - 2025 الربع ٢ - ٢٠٢٥

6 August 2025 ٦ أغسطس ٢٠٢٥

المُحاور:

مساء الخير جميعاً، وأهلاً بكم في مؤتمر المستثمرين والمحليين الربع سنوي لشركة ايفا للفنادق والمنتجعات للربع الثاني من عام 2025. نشكركم جميعاً على حضوركم اليوم.

معنا اليوم السيد خالد اسبيته، رئيس مجلس إدارة ايفا للفنادق والمنتجعات، والسيد ويرنر برغر، الرئيس التنفيذي، والسيد نعمان نعمان، رئيس الادارة المالية، بالإضافة إلى عدد من كبار التنفيذيين مرافقتنا في استعراض النتائج المالية وتطورات الأعمال للنصف الأول من عام 2025.

نعمان:

شكراً لكم، وأهلاً بكم جميعاً. قبل أن نبدأ، أود أن أشير إلى أن هذه العرض يتضمن تصريحات تطلعية تخضع لمخاطر وشكوك. وقد تختلف النتائج الفعلية بشكل كبير عن تلك المذكورة. يُرجى الرجوع إلى صفحة إخلاء المسؤولية الكامل من العرض التقديمي.

يسعدنا أن نُعلن عن ربع قوي آخر لشركة إيفا للفنادق والمنتجعات، استكمالاً للزم من الربع الأول. بلغ صافي الربح للنصف الأول من عام 2025 نحو 14.4 مليون دينار كويتي، أي أكثر من ضعف ما تحقق في نفس الفترة من العام الماضي (6.9 مليون دينار كويتي)، بزيادة قدرها 107.5%. كما ارتفعت ربحية السهم إلى 49.4 فلساً، ما يعكس نجاح استراتيجية تحسين المحفظة الاستثمارية.

ويُعد هذا الربع مميزاً نظراً للتحسن الملحوظ في مركزنا المالي. فبعد بيع فندق فيرمونت في وقت سابق من هذا العام، شهدنا انخفاضاً كبيراً في الالتزامات المالية، حيث انخفض إجمالي القروض بنسبة 85% مقارنة بنفس الفترة من العام الماضي ليصل إلى 7.97 مليون دينار كويتي فقط. كما انخفض إجمالي الالتزامات بمقدار يقارب 50 مليون دينار كويتي، أو بنسبة 31%، مما يعكس أثر استراتيجية تحسين المحفظة. وفي الوقت ذاته، ارتفعت حقوق المساهمين بنسبة 44.3%، مما يعزز قدرتنا على إعادة الاستثمار في أصول ذات عائد أعلى.

قبل الانتقال إلى التفاصيل المالية التي سأستعرضها لاحقاً، أود أن أعيد تسليط الضوء على نموذج عمل شركة ايفا للفنادق والمنتجعات بعد صفقة فيرمونت، مع عرض لأبرز مستجدات الأعمال في كل من القطاعات الأساسية الثلاثة. ونواصل تنفيذ استراتيجية الركائز الثلاث التي أرسيت ملامح توجهنا بعد صفقة فيرمونت.

الركيزة الأولى الدخل المتكرر من الأصول التشغيلية

تواصل شركة "سترايف سيرفيسز"، مزود خدمات العقارات المتكاملة، تطورها، مع إطلاق منصة تشغيل ذكية خلال هذا الربع، وإعادة هيكلة مقررة تحت كيان خاص جديد. وحافظ نادي "أريا للعطلات" على استقراره، مع استمرار مبيعات العضوية وتحقيق الإيرادات، رغم أعمال التجديد في مناطق الشاطئ والمسبح.

الركيزة الثانية مشاريع التطوير

شهد مشروعا "أورلا دورشيستر" و"أورلا إنفينيتي" تقدماً جيداً خلال الربع الثاني، حيث بلغت نسبة الإنجاز 28.4% في "أورلا دورشيستر" و20.35% في "أورلا إنفينيتي". في جنوب إفريقيا، واصل مشروع "زيمبالي ليكس" الأداء القوي، لا سيما بعد إطلاق ملعب الجولف بتوقيع "إيرني إلس"، مما عزز مبيعات العقارات الفاخرة وجذب اهتمام المستثمرين. وقد تم بيع أكثر من 75% من وحدات "أجنحة إيرني إلس" ضمن هذا المشروع.

الركيزة الثالثة إدارة الأصول

ساهمت إيرادات الأتعاب من تطوير المشاريع، وإدارة الأصول، والمبيعات بشكل كبير، مع أداء قوي من مشروع "الطي هيلز" و"دوموس إنديغو". كما حصلت "دوموس لإدارة الإسكان" على عقود جديدة في قطاع الإسكان الفاخر في دبي، مما وسع من تواجدنا الإقليمي، وعزز موقعنا كمزود رائد لحلول سكن الموظفين.

الآن إلى أبرز النتائج المالية للربع الثاني من عام 2025: ارتفعت الإيرادات من العمليات المستمرة بنسبة 15% على أساس سنوي لتصل إلى 4.8 مليون دينار كويتي، مدفوعة في الأساس بأتعاب التطوير والمبيعات من مشروع "الطي هيلز" و"دوموس إنديغو". كما ارتفع إجمالي الربح بنسبة 60%، وقد تحسّن هامش الربح من 28.8% إلى 40.2%، ما يعكس الطبيعة مرتفعة الهامش لأنشطة الأتعاب التي تواصل تعزيز ربحية المجموعة. وارتفعت حصة الأرباح من الشركات الزميلة والمشاريع المشتركة بنسبة 53%، مدفوعة بالتقدم في مشروع "أورلا" و"أورلا إنفينيتي".

على صعيد التكاليف، ارتفعت المصروفات التشغيلية خلال هذا الربع، ويرجع ذلك بشكل أساسي إلى أن الفترة نفسها من العام الماضي استفادت من انعكاسات مؤقتة خفضت التكاليف. أما ما نراه في الربع الثاني 2025 فهو عودة إلى مستويات النفقات الطبيعية. ونتيجة لذلك، شهدت ربحية السهم تحسناً طفيفاً مقارنة بالعام الماضي، بدعم من الأداء التشغيلي المستقر والمساهمات المستمرة من المشاريع المشتركة.

الآن أستعرض سريعاً أرقام النصف الأول من السنة لإتاحة الوقت لجلسة الأسئلة والأجوبة. بلغت الإيرادات 11.3 مليون دينار كويتي، بزيادة 31% على أساس سنوي، مدفوعة بإيرادات الأتعاب عالية الهامش. وارتفع هامش إجمالي الربح إلى 39%، مقارنة بـ36% في النصف الأول من 2024. وبلغ صافي الربح 14.4 مليون دينار كويتي، بنمو 107.5% على أساس سنوي، ويشمل 11.1 مليون دينار كويتي أرباح ناتجة عن العمليات المتوقفة، والمرتبطة بعملية التخارج الناجحة من فندق فيرمونت، إضافة إلى الاعتراف بحصتنا المحتفظ بها في صندوق الضيافة التابع لشركة AIM.

بالانتقال إلى الميزانية العمومية. كما ذكرت سابقاً، فإن بيع فندق فيرمونت كان له تأثير جوهري على هيكل رأس المال. انخفض إجمالي الالتزامات بشكل كبير من 154.7 مليون دينار كويتي في الربع الثاني من 2024 إلى 107.6 مليون دينار كويتي اليوم. كما انخفضت القروض بشكل حاد، لتصل إلى 8 ملايين دينار كويتي، مقارنة بـ 54 مليون دينار كويتي سابقاً.

ونتيجة لذلك، انخفض صافي الدين إلى إجمالي الأصول بشكل ملحوظ إلى 1.2% فقط، مقارنة بـ 22% في العام الماضي، مما يمثل تحسناً كبيراً في المديونية. في الوقت نفسه، نواصل الحفاظ على مركز قوي من السيولة، مما يعزز قوة مركزنا المالي اليوم.

بشكل عام، هذا يضعنا في موقع أفضل بكثير لتمويل نمونا المستقبلي، ونحن نقوم حالياً بتقييم فرص إعادة الاستثمار التي تتماشى مع استراتيجيتنا المرتكزة على العوائد المرتفعة.

فيما يتعلق بالتحديثات الاستراتيجية، قمنا بدمج عدة منصات خدمية تحت كيان خاص (SPV) لتبسيط الحوكمة وتعزيز التكامل داخل منظومة "سترايف". كما وقعنا اتفاقية لبيع 50% من شركة فرعية جديدة تم تأسيسها تحت "سترايف" لمستثمر استراتيجي بقيمة تقديرية تبلغ 110 ملايين درهم إماراتي، مما يمثل شراكة تضيف قيمة. بالإضافة إلى ذلك، دخلنا في شراكة استراتيجية مع شركة أرزان لإدارة الاستثمار (AIM) من خلال صندوقها السكني "دوموس ريزيدينشال". توفر هذه الشراكة منصة قابلة للتوسع للنمو المستقبلي في استراتيجيتنا السكنية في دول مجلس التعاون الخليجي.

شكّل النصف الأول من عام 2025 مرحلة تحول محورية لشركة إيفا للفنادق والمنتجات، ليس على المستوى المالي فحسب، بل على المستوى الاستراتيجي أيضاً. فقد أعدنا هيكلة ميزانيتنا العمومية، ورفعنا من جودة الأرباح، وعززنا منصتنا لاستثمار فرص النمو في مجالات الدخل المتكرر، ومشاريع التطوير، والأنشطة القائمة على الرسوم.

نتطلع إلى المستقبل، حيث سنواصل التنفيذ المنضبط وتقديم مشاريعنا عالية القيمة، مع تركيز واضح دائم على تعزيز القيمة للمساهمين. شكراً لك، سيد نعمان. سنفتح الآن المجال لطرح الأسئلة.

المحاور:

شكراً لكم جميعاً على وقتكم ومشاركتكم اليوم. ونحن نتطلع إلى مشاركة المزيد من التحديثات معكم في الفترات المالية القادمة.

نعمان:



لل فنادق والمنتجعات
Hotels & Resorts

Investors and Analysts Conference مؤتمر المستثمرين والمحللين

Quarter 2 - 2025 الربع ٢ - ٢٠٢٥

6 August 2025 ٦ أغسطس ٢٠٢٥

Moderator: Good afternoon, everyone, and welcome to the IFA Hotels & Resorts Quarterly Investor Webcast for Q1 2025. Thank you all for joining us today.

With us today are Mr. Khaled Esbaitah, Chairman of IFA HR; Mr. Werner Burger, CEO; Mr. Numan Numan, CFO; and other senior members of the management team who will walk us through the financial results and business developments for the first half of 2025.

Numan: Thank you, and welcome, everyone. Before we begin, I would like to mention that this presentation includes forward-looking statements that are subject to risks and uncertainties. Actual results may differ materially from those stated. Please refer to the full disclaimer slide presented.

We are pleased to report another strong quarter for IFA Hotels & Resorts, continuing the momentum from Q1. Our net profit for the first half of 2025 reached KD 14.4 million, more than doubling from KD 6.9 million in the same period last year, an increase of 107.5%. EPS rose to 49.4 fils, reflecting the success of our portfolio optimization strategy.

This quarter is particularly notable for a sharp improvement in our financial position. Following the sale of the Fairmont Hotel earlier this year, we witnessed a substantial reduction in our debt obligations, with total borrowings down by 85% from the same period last year to just KD 7.97 million. Overall liabilities decreased by nearly KD 50 million, or 31%, underscoring the impact of our portfolio optimization strategy.

Simultaneously, shareholders' equity increased by 44.3%, further supporting our ability to reinvest in higher-return assets.

Before I dive into the financials, which I'll walk you through later in the presentation, I want to take a moment to revisit how we should now view IFA HR's business model, especially following the Fairmont transaction and walk you through key business updates across each of our core segments.

We continue to operate under our three-pillar strategy that has shaped our post-Fairmont direction:

First, we have recurring income from our **Operating Assets:**

Strive Services- our integrated real estate services provider- continues to evolve, with the launch of a smart operating platform this quarter and a planned restructuring under a new SPV.

Aria Vacation Club remained stable, with consistent membership sales and revenue generation despite ongoing renovations at the beach and pool areas.

The second pillar is our **Development Projects:**

Orla Dorchester and *Orla Infinity* both progressed well during Q2. Completion reached **28.4%** at Orla Dorchester and **20.35%** at Orla Infinity.

In South Africa, the Zimbali Lakes project continued to outperform, especially following the launch of the Ernie Els Signature Golf Course, which has driven luxury residential sales and investor interest. Part of that project is the "Ernie Els Suites" and over 75% of the units have been sold.

Third pillar is our **Management Fee Based** business:

Fee income from project development, asset management and sales continue to contribute significantly, with strong performance from *Al Tay Hills* and *Domus Indigo*. Domus Managed Housing also secured new contracts in Dubai's luxury housing segment, expanding our platform's regional footprint and further solidifying its position as a leading provider of staff accommodation solutions.

Now moving to the financial highlights for Q2 2025

In Q2, revenue from continuing operations grew by 15% year-on-year, reaching KD 4.8 million. This was largely driven by development and sales management fees from our *Al Tay Hills* and *Domus Indigo* projects, which remain key contributors to our earnings.

Gross profit also saw a solid improvement - up 60% - with the gross profit margin rising from 28.8% to 40.2%. This reflects the higher-margin nature of those fee-based activities, which continue to support profitability across the Group. Our share of profits from associates and joint ventures showed a notable increase of 53%, mainly driven by progress on the *Orla* and *Orla Infinity* projects.

On the cost side, operating expenses were higher this quarter, mainly because the same period last year benefited from some one-off reversals that temporarily lowered costs. What you're seeing in Q2 2025 is a return to normalized expense levels.

As a result, earnings per share showed a modest improvement compared to last year, supported by steady operating performance and continued contributions from our joint ventures.

Now I will quickly cover the year-to-date numbers to allow time for our Q&A session

Revenue was KD 11.3 million, up 31% YoY, driven by high-margin fee income. Our Gross Profit Margin rose to 39%, up from 36% in H1 2024. Net profit reached KD14.4 million posting 107.5% growth y-o-y, that includes KD 11.1 million profit from discontinued operations, tied to the successful divestment of Fairmont and recognition of our retained stake in the AIM Hospitality Fund.

Now turning to the balance sheet. As I mentioned earlier, the disposal of the Fairmont Hotel has had a transformative impact on our capital structure. Our total liabilities have come down significantly from KD 154.7 million in Q2 2024 to KD 107.6 million today. Borrowings were reduced sharply as well, now standing at KD 8 million, compared to KD 54 million previously.

As a result, our net debt to total assets has declined significantly to just 1.2%, down from 22% last year, marking a substantial improvement in our leverage profile. At the same time, we continue to maintain a solid liquidity position, which reinforces the strength of our financial standing today.

Overall, this puts us in a much better place to fund our future growth, and we're actively evaluating reinvestment opportunities that align with our high-return strategy.

For our strategic updates, we've consolidated several of our service platforms under a special purpose vehicle (SPV) to streamline governance and enhance synergies across the Strive ecosystem. We also signed an agreement to divest 50% of a newly formed

subsidiary under Strive to a strategic investor at a valuation of AED 110 million, marking a value-accretive partnership.

Additionally, we have entered a strategic partnership with Arzan Investment Management (AIM) through their Domus Residential Fund. This partnership provides a scalable platform for further growth across our GCC residential strategy.

The first half of 2025 has been a transformational period for IFAHR, not just financially, but strategically. We've reshaped the balance sheet, enhanced earnings quality, and reinforced our platform to capture growth across recurring income, development, and fee-based verticals.

Looking ahead, we will continue to drive disciplined execution and deliver on our pipeline of high-value projects, always with a clear focus on enhancing shareholder value.

Moderator: Thank you, Mr. Numan. We will now open the floor for questions.

No questions received for today, Mr. Numan, any closing remarks?

Numan: Thank you all for your time and participation today. We look forward to sharing further updates with you in the coming quarters.



INVESTOR PRESENTATION Q2 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 **FINANCIAL PERFORMANCE**

02 **KEY HIGHLIGHTS**

05 **Q&A**

03 **BUSINESS UPDATES**

Company Overview

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.



+5,284
Keys



+7,218
Residential units



+50
F&B
Outlets



+44
Hotels



+14
Countries



+3,000
Employees

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.

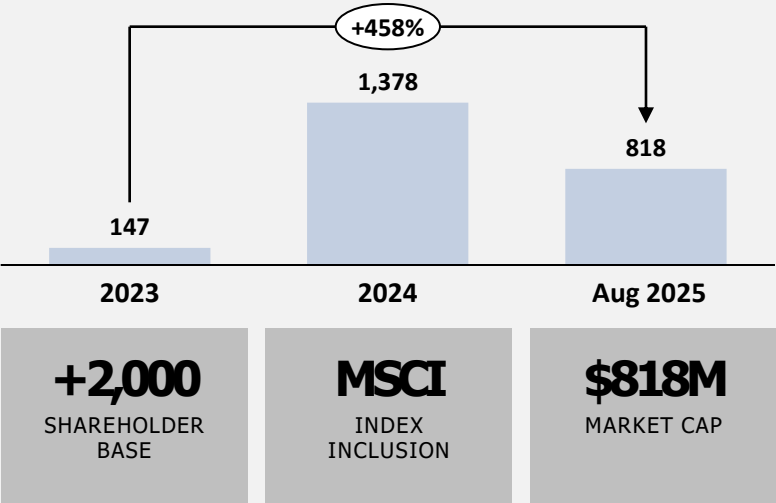
Core Businesses

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



Major Shareholders

Kuwait Real Estate Co. (AQARAT)	10.14%
Arzan	10.18%
Group of Nezar Abdulrazzaq Al-Qertas	11.41%
Group of Med Al-Bahar Holding Co.	6.30%
International Financial Advisors Holding Co.	43.22%

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 H1 Results

108% 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

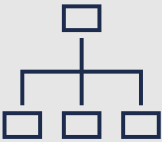
Transaction structured with both cash and partial ownership in "AIM Hospitality Fund"



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

Business Updates

Our Strategic Pillars

Shaping the future of IFA HR post Fairmont Transaction



OPERATING ASSETS

Building Resilience through our income-generating businesses that provide stable, predictable cash flows. This pillar ensures resilience across cycles and enables sustainable, balanced growth

Strive Services

- Launched a smart operating platform in Q2
- Restructuring underway under a new SPV structure

Aria Vacation Club

- Stable membership sales
- Revenue holding steady despite renovations at beach & pool

DEVELOPMENT PROJECTS

Unlocking Capital Growth and Value Creation – our development segment focuses on high-value, premium real estate projects- this pillar continues to be the key growth engine of the group

Orla Dorchester

- 28.4% completion

Orla Infinity

20.35% completion

Zimbali Lakes

- Strong demand post golf course launch >75% of Ernie Els Suites sold

MANAGEMENT FEE BUSINESS

Scalable, Asset-Light Revenue Model– this pillar generates high-margin, recurring income through fee-based services. It enhances capital efficiency and allows us to scale without significant capital deployment

AlTay Hills & Domus Indigo

- Strong development and sales management fees

Domus Managed Housing

- Secured new contracts in Dubai's luxury housing sector
- Expanding as a leading staff accommodation provider

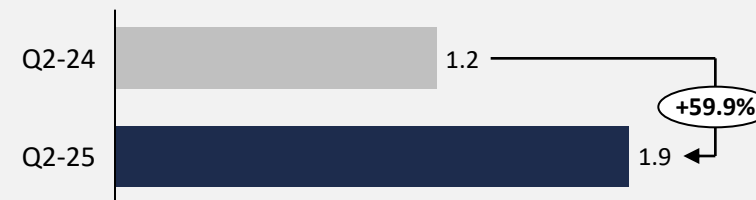
Financial Performance

P&L QTD 2025

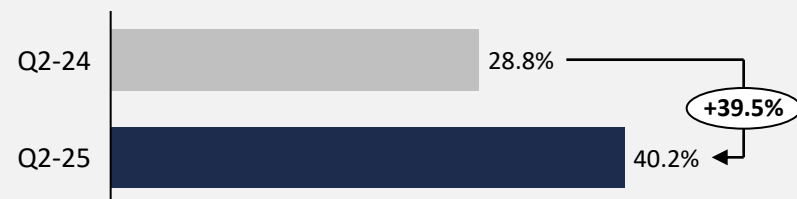
Revenue¹



Gross Profit¹



Gross Profit Margin¹



Net Profit



P&L YTD 2025

Revenue¹



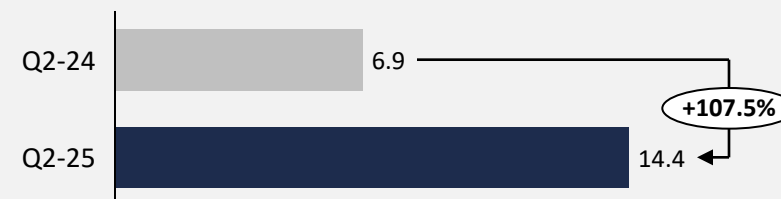
Gross Profit¹



Gross Profit Margin¹



Net Profit

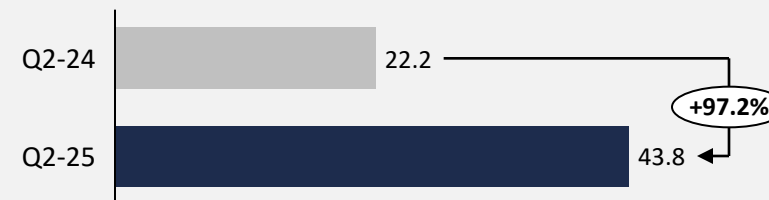


Balance Sheet Q2 2025

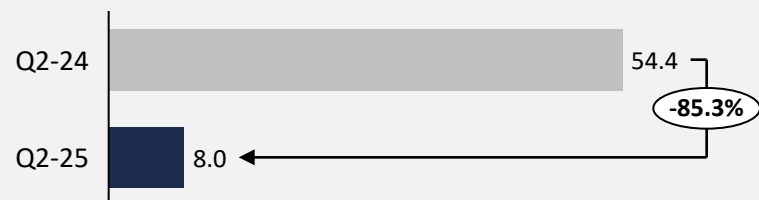
Total Assets



Total Equity



Total debt



Total Liabilities



Performance Ratios

P&L

- Profitability improved across the board, benefiting from higher-value fee income and leaner cost structure
- Interest coverage ratio remained resilient, amid higher finance costs, supported by strong operational performance and JV contributions

KPI	Q2-25	Q2-24
Gross Profit Margin	40.2%	28.8%
NP Margin	59.8%	65.8%
Interest Coverage Ratio	8.5x	10.8x

Balance Sheet

- Leverage profile significantly improved, with debt-to-assets and debt-to-equity ratios declining sharply following the Fairmont disposal
- Strong asset base of KD 178 million relative to a KD 29 million capital base reflects our ability to scale

KPI	Q2-25	Q2-24
Debt to Assets	0.04x	0.25x
Debt to Equity	0.17x	2.16x
ROA ¹	5.4%	7.7%

¹NP from continued operations and annualized

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 Execulive 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

Partners and Operators

Current



Previous





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 29,000m²
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 16,610m²
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 93,000m²
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.





الفنادق والمنتجعات
Hotels & Resorts

Zimbali Lakes

Development
Zimbali

Area 3 million m2
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 m²
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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