



SHAFAFIYAH  
FORUM 2015

كيبكو  
KIPCO  
شركة مشاريع الكويت (القابضة)  
Kuwait Projects Company (Holding)



Growing in  
**Strength**

Investor Presentation | March, 2015

# Disclaimer

This presentation is not an offer or invitation to subscribe to 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 KIPCO

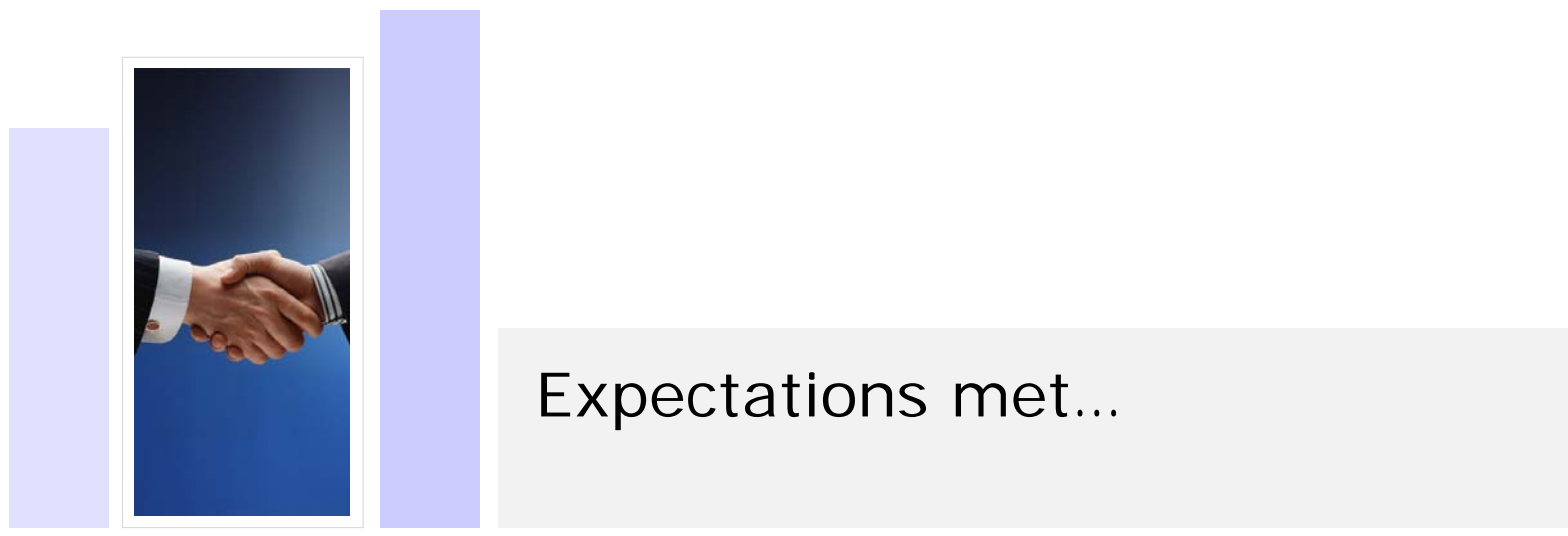
Nothing in this presentation shall form the basis of any contract or commitment whatsoever. This presentation is furnished to you solely for your information. You may not reproduce it or redistribute to any other person.

This presentation contains forward-looking statements. These 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 the slides presented, you agree to be bound by the forgoing limitations.

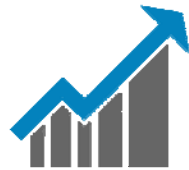


# Index



# KIPCO's strength

## 3 pillars of KIPCO's strength...



I.  
Operating  
Profit  
Growth



II.  
Low  
Leverage

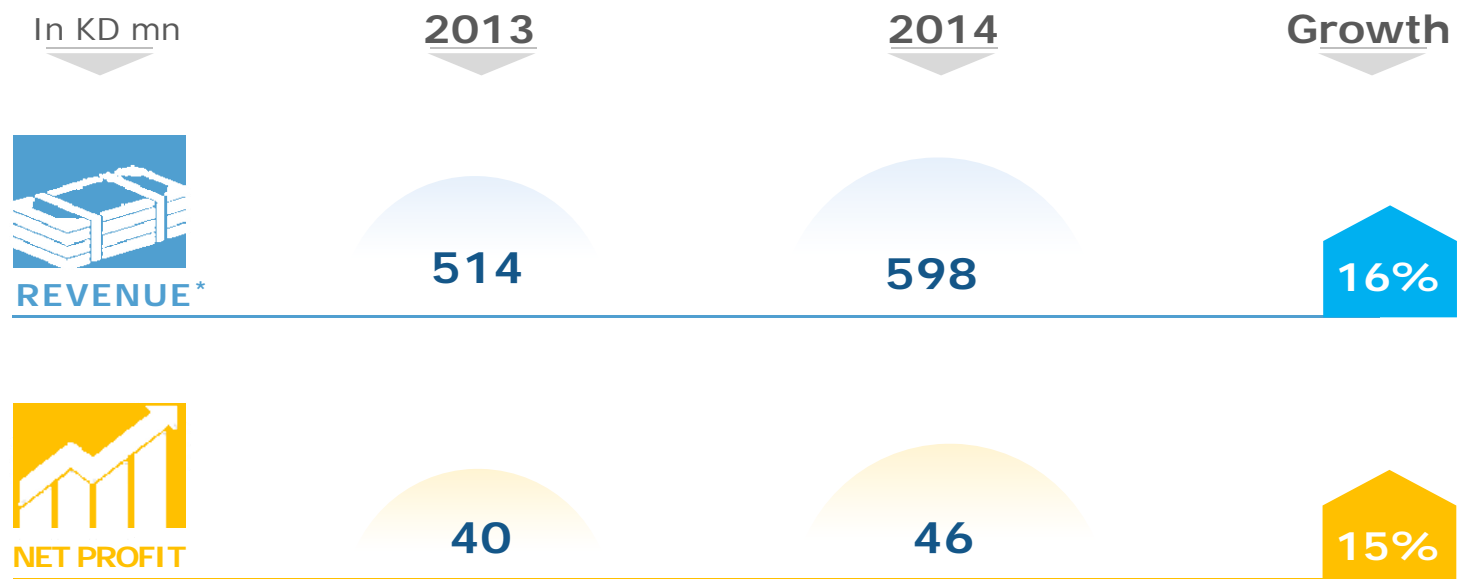


III.  
Strong  
Liquidity



# I. KIPCO – Growth continues...

We expected double digit growth for 2013-16...

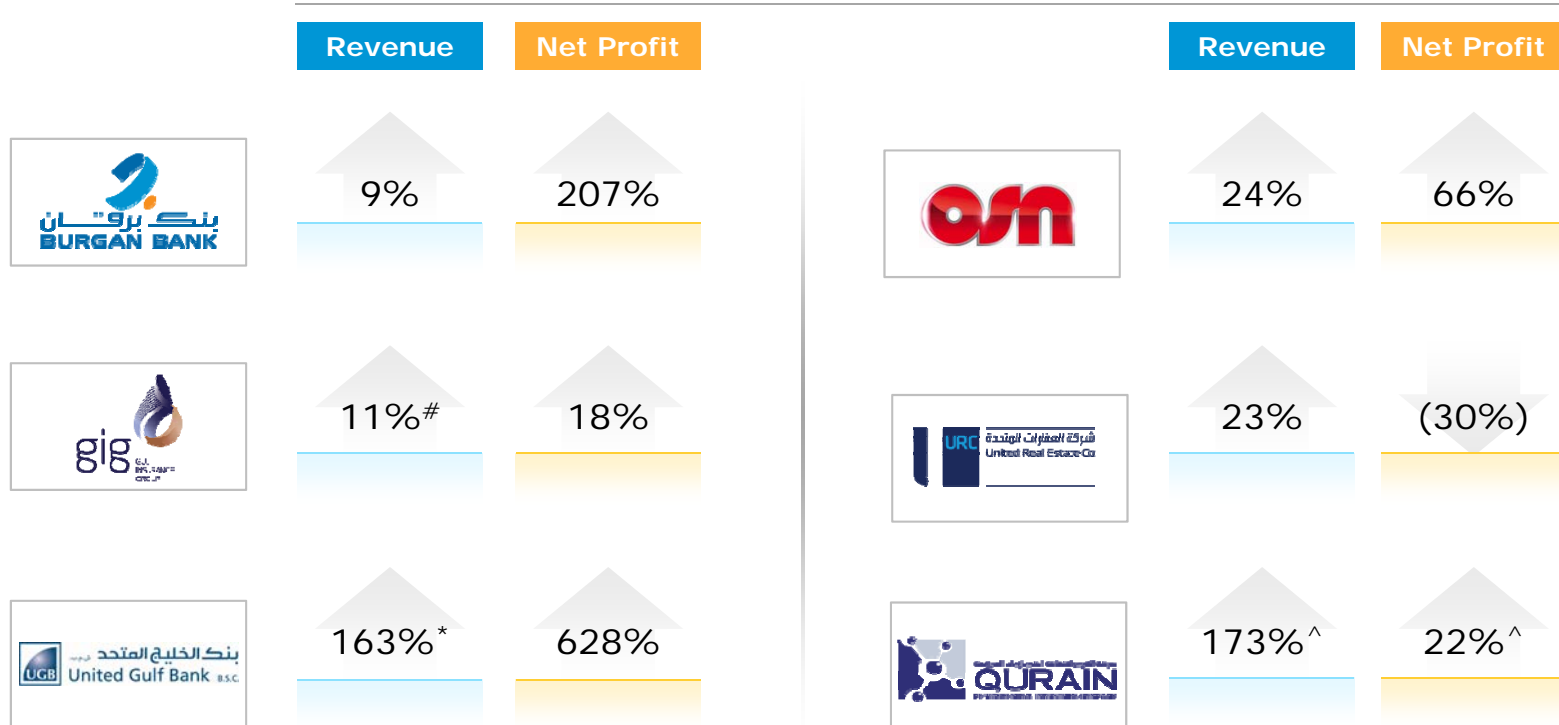


...and on target

\* Revenue from continuing operations

# ...driven by growth in core companies

## Growth 2014



**All core companies are profitable & growing**

# Gross Premium Written. \* Includes effect of FIMBank consolidation. ^Revenue is defined as sales + dividend income + share of associates. Numbers are based on trailing 12 months. Revenue growth includes consolidation of SADAFCO.

## II. Low leverage...

Lower dependence on debt, less than 30% of assets are financed by debt



**Core operating  
Investments#**

KD **3,100** mn



\* Net debt is defined as net debt of KIPCO parent and Group entities excluding deposits and inter-bank borrowings of banking subsidiaries

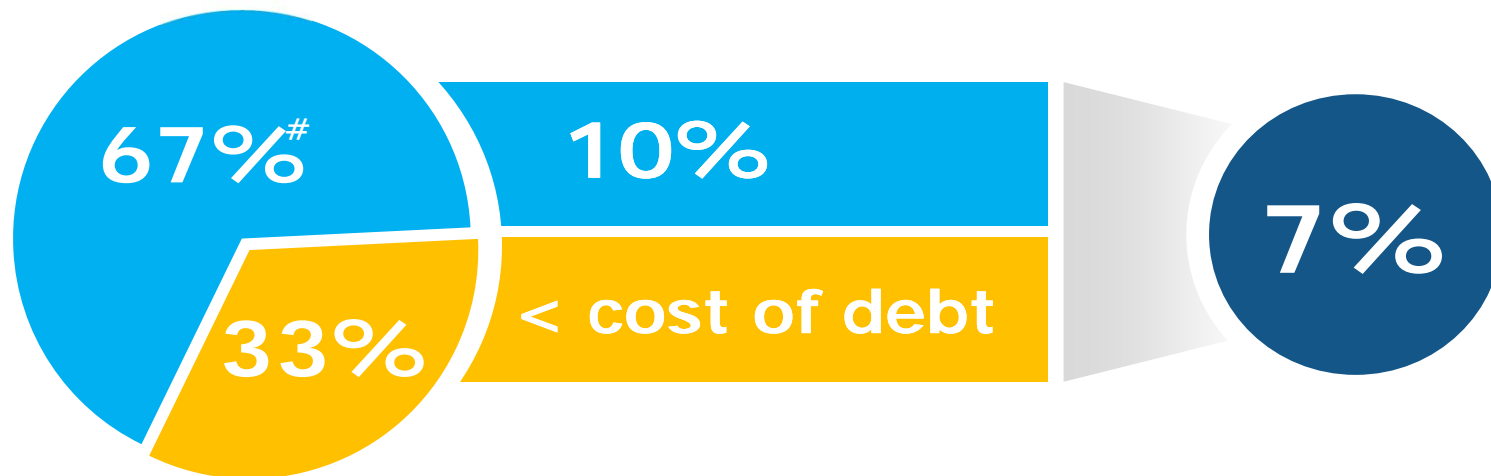
# Includes aggregation of KIPCO Group investments in subsidiaries, associates and other investments

## ...with healthy portfolio returns

**Core operating  
Investments\***

KD **3,100** mn

**Portfolio return<sup>^</sup>**



**Resulting in operating profit growth**

\* Includes aggregation of KIPCO Group investments in subsidiaries, associates and other investments. ^ Return is defined as net profit divided by average carrying value of investment in respective entities. #Represents portfolio that generates return higher than the funding cost of investing entity



## III. Strong liquidity...

To repay maturing debts...

**3.4 years**

Average debt maturity

**52%**

Debt maturing after 4 years

**\$913mn**

in cash and bank balances  
as of December 2014

**Proactive liability management resulting in  
solid credit profile**



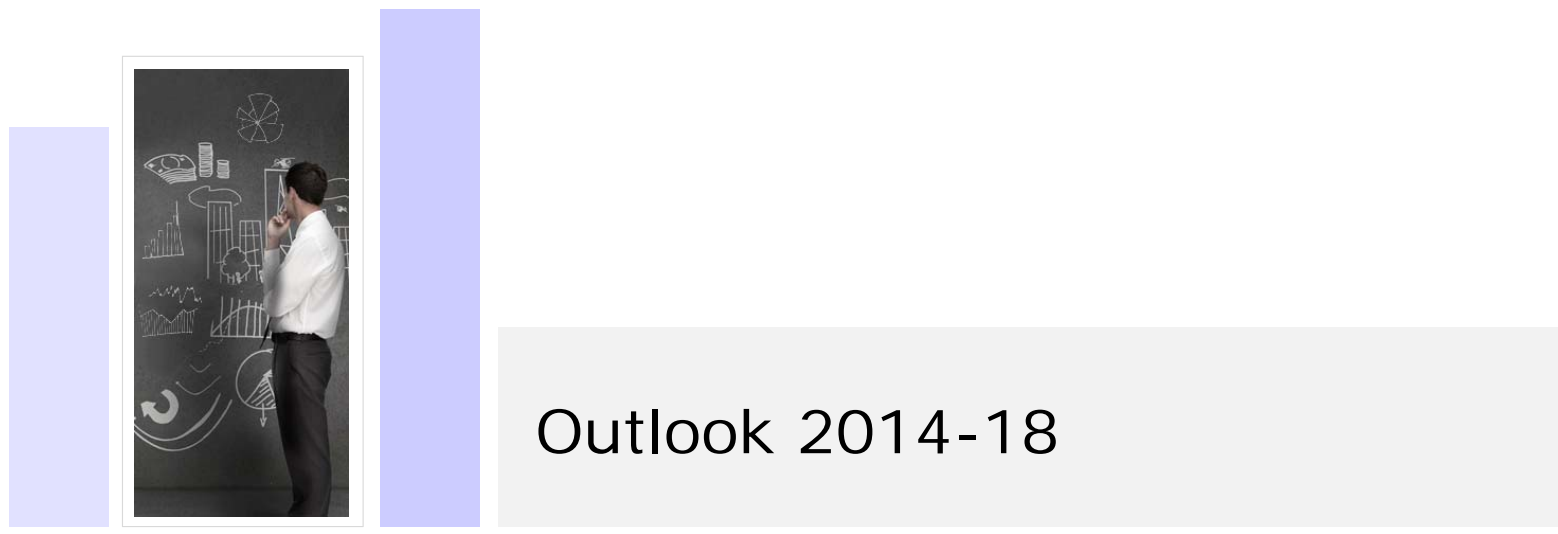
...and KIPCO track record continues

**23**  
Years of  
**Profitability**

1992 2014



# Index



# Targeting to double profit

from 2014-18...

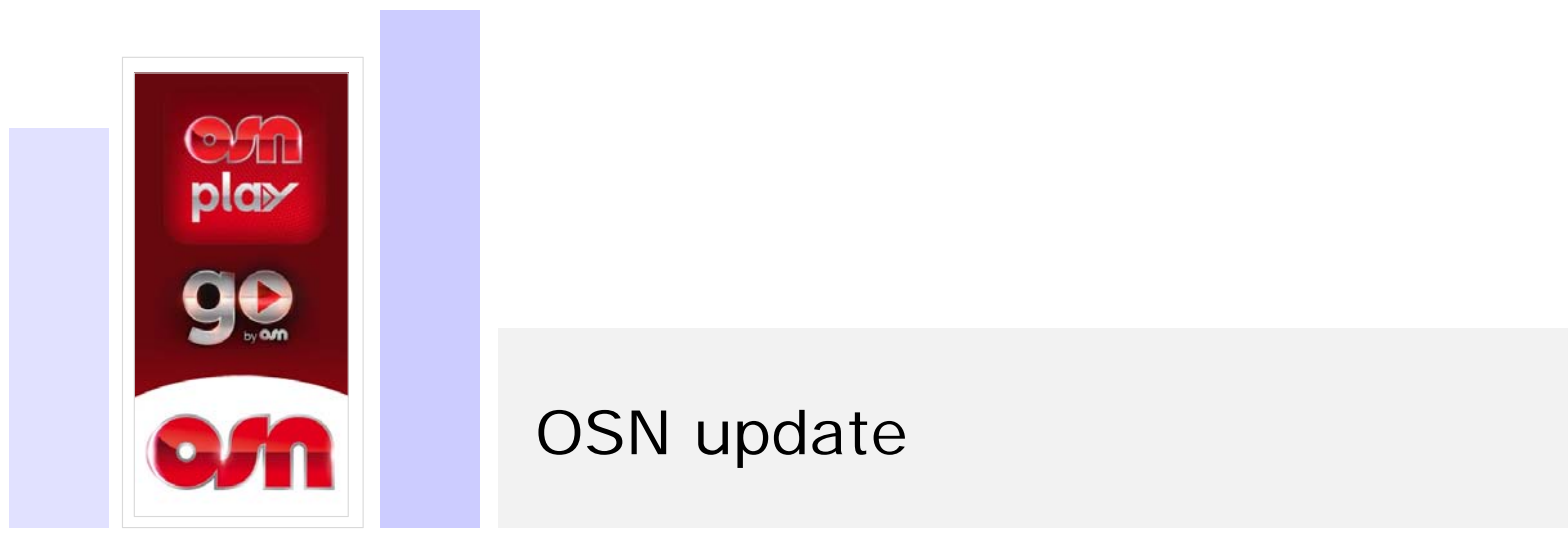
## ...driven by

- underlying operating profit growth
- lower cost of debt
- Stability of management team

...without counting for growth in core portfolio value (capital gains)



# Index



# OSN update

## 2010–2014 Growth



Subscribers

2.5x



Revenues

2.2x

## 2014 Growth



EBITDA

16%

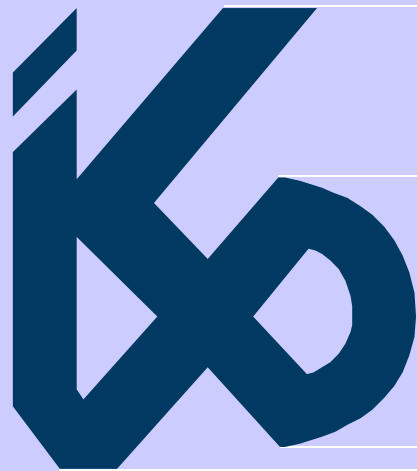


Profit

66%

**Around \$1bn dividend potential in next 5 years**





Thank you