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Key Investment Highlights

Our business, strategy and team



Our

Business

- ▶ Holding company with total assets of USD34.3bn¹
- ▶ Operating across the GCC and wider MENA region; presence in 24 countries
- ▶ Multi-sector operator: commercial banking, asset management and investment banking, insurance, media, real estate and industrial
- ▶ Proven track record; 26 consecutive years of profits, 16 years of dividend payment and ~14% book value per share growth in last 15 years²
- ▶ Listed on the Kuwait stock exchange with a market capitalisation of USD1.3bn³



Our

Strategy

- ▶ Controlling stakes in operating businesses in growth markets
- ▶ Seek to generate sustainable and predictable operating cash flows
- ▶ Partner with global or local businesses with a proven track record
- ▶ Maximize value from businesses with a medium-to long-term horizon
- ▶ Target 15% revenue growth and 15% ROE over the business cycle
- ▶ Selective disposal where targeted growth criteria is not met



Our

Team

- ▶ Average tenure of management is 17 years
- ▶ Vice Chairman, COO & Group CFO have been with the Group for 28 years

KIPCO is a multi-sector operating holding company with a diversified portfolio spanning the GCC and wider MENA region

¹ As of 31 December 2017

² Assuming no dividend was paid between 31 December 2002 and 31 December 2017

³ As of 19 April 2018

Note: : Exchange rate of KD/USD of 0.30175 has been used in the presentation for yearly financial numbers

Key investment highlights



Proven Track Record

- ▶ Sustained profitability for the last 26 years
- ▶ 16 years of continuous dividends



Ruling Family Shareholders

- ▶ Al Futtooh Holding Co. owned by members of Kuwaiti ruling family have a controlling stake of 44.7%
- ▶ Shareholders since 1988; have supported KIPCO in all capital raising exercises



Market Leadership¹

- ▶ Burgan Bank is #2 conventional bank in Kuwait², OSN is leading pay-TV platform in MENA³, Gulf Insurance Group is #1 insurer in Kuwait⁴, United Real Estate Company is #2 real estate player on KSE²



Strong Liquidity¹

- ▶ Cash balance of USD1,278mn; covers all debt repayments due till December 2022
- ▶ ~54% of the portfolio⁵ is listed, and can be liquidated at short notice



Credit Rating

- ▶ BBB-/Stable (S&P), Baa3/Stable (Moody's)
- ▶ Burgan Bank and Gulf Insurance Group have strong investment grade ratings



Diversified Portfolio

- ▶ Benefit from growth and economic diversification in Kuwait and the broader MENA region
- ▶ Portfolio spans multiple industries at different stages in the business life-cycle



Financial Discipline¹

- ▶ Maintained circa four dollars of assets for every dollar of net debt for 10 consecutive years
- ▶ Average debt maturity of 5 years as of 31 December 2017



"Best in Class" Transparency

- ▶ First company in the GCC to host annual investor forum with earnings guidance
- ▶ "Best in Class" Investor Relations Department with current and up-to-date disclosure

¹As of 31 December 2017

²By assets

³By revenue and countries of operations

⁴By Gross premiums & net premiums written

⁵Comprises listed principal companies and listed investments as of 31 December 2017



Business Overview

Our strategy

Building Businesses

MENA

Regional outlook

**Being first in the
region**

Thought leadership



Target ROE: 15%+

*Investing in engines of
growth*













Balanced Portfolio

Diversified revenue streams

Team Approach

*Strong managerial
expertise*

Our presence by geographies & sectors

Geography	Major sectors							Revenue (2017) ¹
	Commercial banking	Media	Insurance	Real Estate	AMIB	Industrial	Others	
Kuwait 	●	●	●	●	●	●	●	47%
KSA 		●	●			●		4%
UAE 		●	●	●	●			5%
Bahrain 		●	●	●	●			3%
Qatar 		●		●				1%
Turkey 	●							15%
Jordan 	●	●	●	●				9%
Egypt 		●	●	●			●	5%
Algeria 	●	●	●					4%
Iraq 	●	●	●					2%
Malta 	●				●			2%
Tunisia 	●	●			●			1%
Others	●	●	●	●	●		●	2%
Revenue (2017) ²	47%	17%	14%	9%	7%	4%	2%	
Assets (2017) ³	73%	4%	4%	7%	7%	2%	3%	

Attractive presence in high growth economies and promising sectors

¹ Assuming consolidation of GIG & OSN

² Total revenue of USD3.5bn, based on reported segmental revenue (before inter group eliminations) post consolidation of 100% revenue of GIG & OSN

³ Total assets of USD40.0bn, based on reported segmental assets (before inter group eliminations) post consolidation of 100% assets of GIG & OSN

Core holdings

All core holdings are market leaders in their space



Investing in companies which have potential to be market leaders

¹ In terms of assets (based on latest financials) and Direct premiums







⁴ By GPW

² In terms of revenue and countries of operations

⁵ By technical profit among private sector players (all ranking is as of 31 December 2017)

³ By Gross premium written (GPW)

Controlling or majority stakes

Main Entities						
KIPCO Effective Stakes ¹	64.1%	60.5%	96.4%	83.2% ³	45.6%	72.5%
Board Representation	6 of 9	2 of 7 ⁵	4 of 7	5 of 5	4 of 10 ⁴	4 of 7
Market Cap (USDmn) ²	1,846	Unlisted	1,239	53	391	215
Credit Ratings	S&P: BBB+/A2 Moody's: A3/ P2 Fitch: A+	Unrated	CI: BBB (UGB)	Unrated	S&P: A- (GIRI); A- (GIG) Moody's: A3 AM Best: A	CI: BBB
	Commercial Banking	Media	Asset Management & Investment Banking (AMIB)		Insurance	Real Estate

Solid & well managed portfolio of fast growing and attractive industries

Notes:

¹ Effective stakes given are as of 31 December 2017

² Market capitalisation as of 19 April 2018 (Source: Bloomberg for market price)

³ Stake in KAMCO is held through UGHC

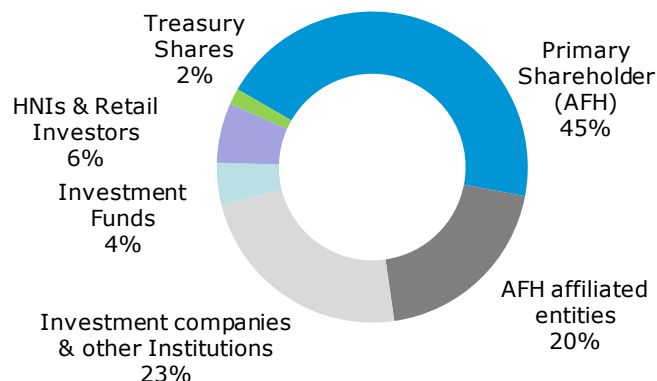
⁴ GIG has 10 board members – 4 from KIPCO, 3 from Fairfax and 3 independent directors

⁵ OSN has 7 board members – 2 each from KIPCO and Mawarid and 3 independent directors

CI = Capital Intelligence GIRI = Gulf Insurance & Reinsurance Company - the core Kuwaiti subsidiary of Gulf Insurance Group (GIG)

Supportive shareholder with ruling family links

Shareholding Profile¹



Kuwaiti Ruling Family Support

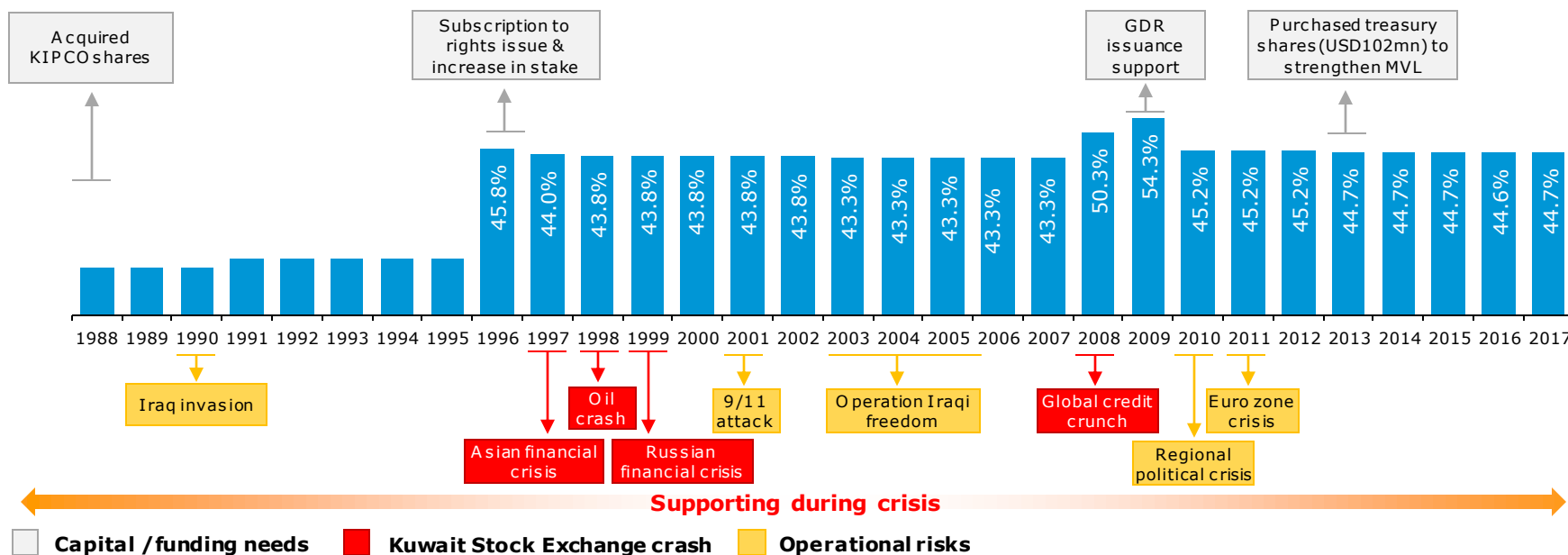
KIPCO's principal shareholder is Al Futtooh Holding Company K.S.C. (Closed) ("AFH"), a Kuwaiti company owned by members of the Kuwaiti ruling family

Direct holding of 44.7%; Shareholder since 1988

Have supported KIPCO in all its endeavours including capital raising, reduced dividends and treasury shares repurchases

Focused on promoting KIPCO as a role model for the private sector in the region

AFH's Continuing Support to KIPCO



¹As of 31 December 2017








Key developments & performance update

Burgan Bank (BB)

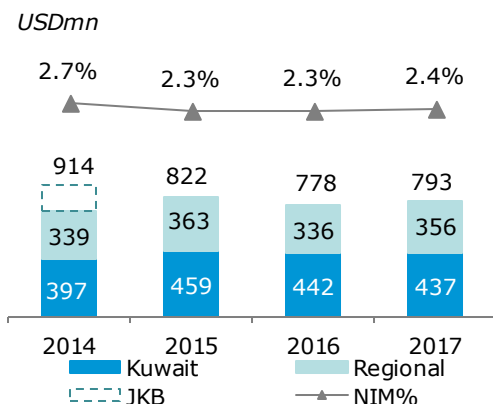
Business highlights

- ▶ Kuwait based commercial bank with a regional presence in seven countries
- ▶ 2nd largest conventional bank in Kuwait in terms of assets (Total assets of USD24.6bn¹)
- ▶ BBB+ rating from S&P and A3 from Moody's and A+ from Fitch
- ▶ Basel III capital adequacy ratio of 16.2%¹
- ▶ Listed on the KSE with a market cap of USD1,846mn as of 19 April 2018

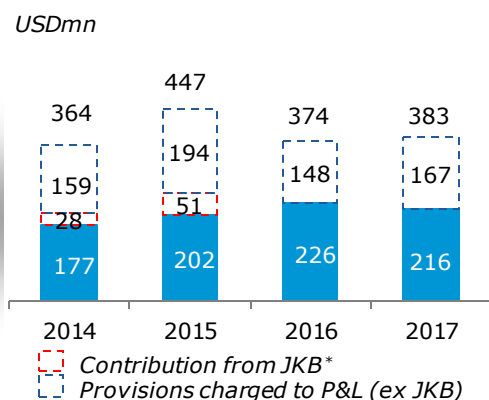
Key Franchises

Name	Market Position	Effective Stake ¹	Assets ¹ USDmn	Revenue ^{1,2} USDmn
 BURGAN BANK Kuwait	#2 conventional bank	100%	18,072	462
 BURGAN BANK Turkey	Niche player in corporate banking	99%	4,863	158
 بنك الخليج الجزائر Gulf Bank Algeria	#3 private sector bank in Algeria	86%	2,254	123
 مصرف بغداد Bank of Baghdad	#1 licensed private sector bank in Iraq	52%	898	54
 بنك تونس الدولي Tunis International Bank	Leading offshore bank in Tunisia	87%	582	19

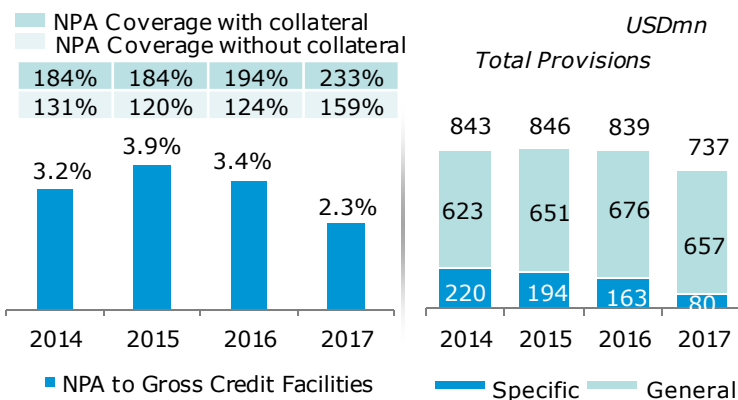
Operating Income



Net Profit & Provision



Loan Quality



BB, the commercial banking arm of KIPCO group, is a regional player with market leadership position

¹As on 31 Dec 2017

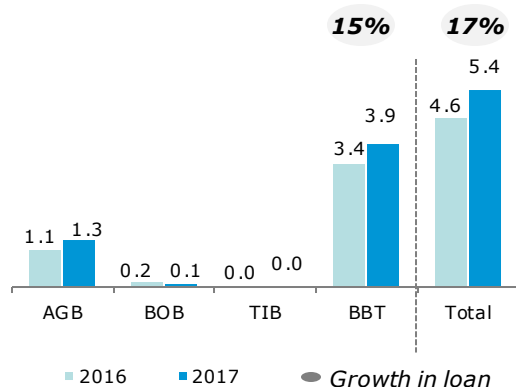
²Operating income defined as revenue

*Stake in Jordan Kuwait Bank was sold by BB to a subsidiary of KIPCO in December 2015

Burgan Bank: Regional operations

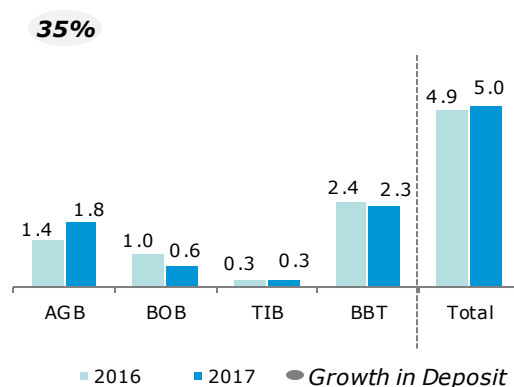
Loan Growth

USDbn



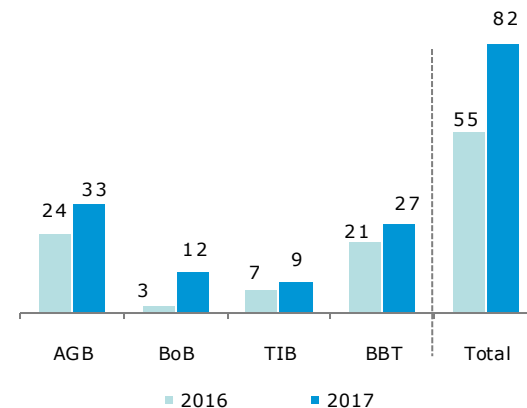
Deposit Growth

USDbn



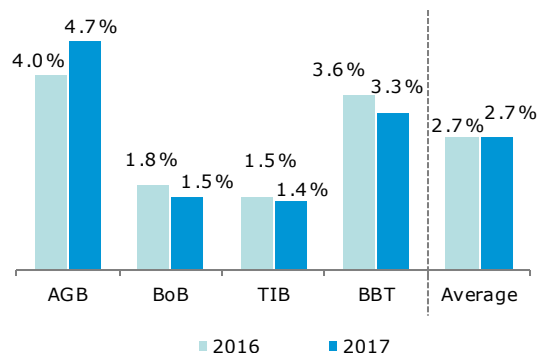
Net Profit¹

USDmn



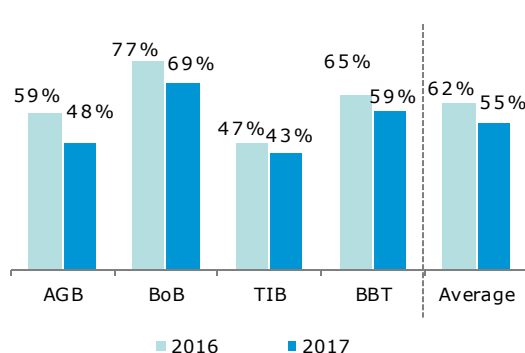
Net Interest Margin

Percentage



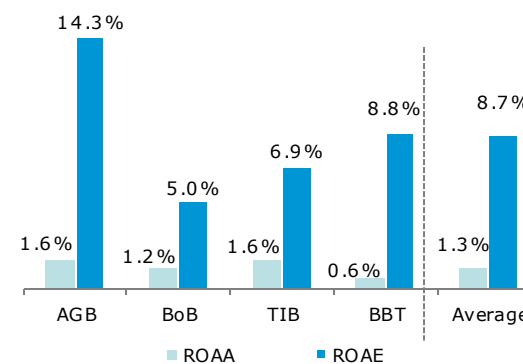
Cost to Income

Percentage



Return on Avg. Assets & Equity

Percentage



Sound performance in challenging operating environment

¹Represents 100% profits attributable to parent for each of the subsidiary;
AGB = Algeria Gulf Bank

BOB = Bank of Baghdad

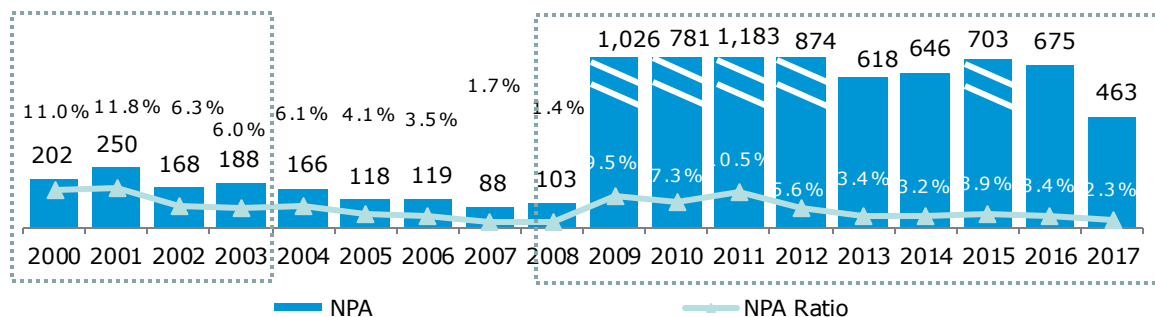
TIB = Tunis International Bank

BBT = Burgan Bank Turkey

Burgan Bank: NPA¹ & provisioning trend

NPA Trend

NPA (USDmn)
NPA Ratio (Percentage)

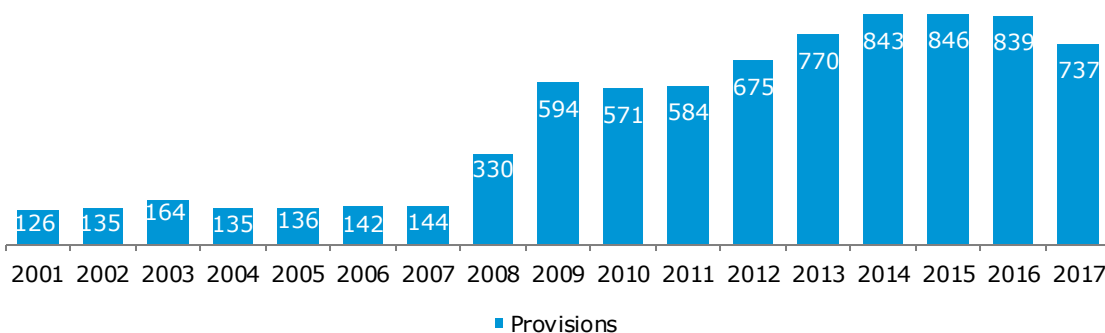


- ▶ At end of December 2017, combined coverage of non performing assets (NPA) was **233%**
- ▶ NPA Ratio was 2.3% as on 31 December 2017
- ▶ ~89% provisions in general category as on 31 December 2017
- ▶ Prudent approach to credit cycle

Provisions Trend

■ NPA Coverage with collateral
■ NPA Coverage without collateral

50%	80%	87%	81%	116%	119%	165%	321%	90%	111%	108%	144%	175%	184%	184%	194%	233%
50%	80%	87%	81%	116%	119%	165%	321%	57%	72%	49%	76%	123%	131%	120%	124%	159%



- Loan Loss Reserves (against Loans and Advances to Customers) created during 2008-09 **higher than those created during 2000-01 cycle**

¹NPA includes on balance sheet and off balance sheet exposure

Gulf Insurance Group (GIG)

Business highlights

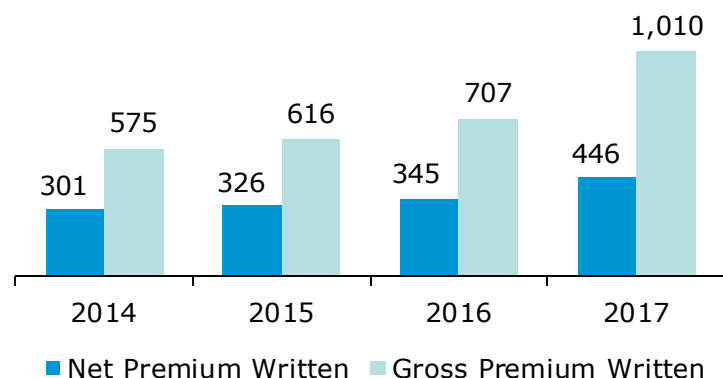
- ▶ Kuwait-based insurance company listed on the KSE
- ▶ Presence across the MENA region
- ▶ Operates through a network of 50 branches in MENA
- ▶ Market leader in Kuwait (by GPW and direct premiums) for 16 consecutive years
- ▶ GIG & GIRI: A- rating from S&P; A3 from Moody's; A- from AM Best

Key Franchises

Name	Market Position	Effective Stake ¹	Assets ¹ USDmn	Revenue ^{1,2} USDmn
Gulf Insurance & Reinsurance Company	#1 by GPW in Kuwait	99.8%	643	272
Bahrain Kuwait Insurance	#1 by GPW in Bahrain	56.1%	325	51
Arab Orient Insurance	#1 by GPW in Jordan	90.4%	165	70
Arab Misr Insurance	#1 by technical profits in Egypt	94.9%	79	26
Fajr Al Gulf Insurance	Niche player in Lebanon	92.7%	10	0.2
Dar Al Salam Insurance	Niche player in Iraq	59.8%	4	0.3

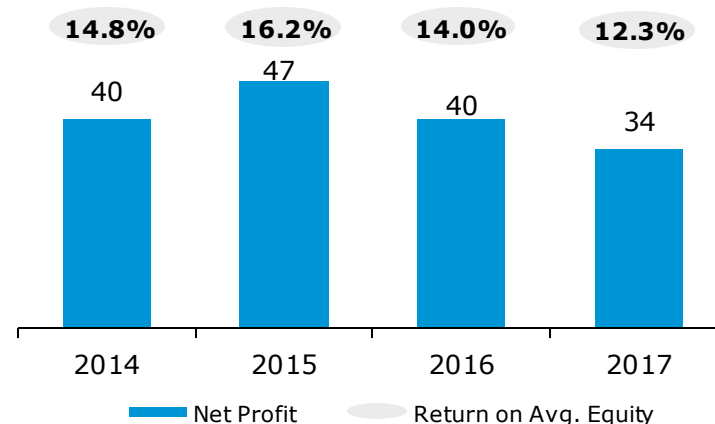
Gross & Net Premium Written

USDmn



Net Profit & ROE

USDmn



GIG, the insurance arm of KIPCO, is amongst the top insurance players in the MENA Region

¹As of 31 December 2017

²Revenue includes net premiums earned, reinsurance commission, policy issuance fees and net investment income

OSN: Overview

MENA pay TV potential

	Population (Mn)	Pay TV (Mn; Est.)	TV Households (Mn)	TV Households / Households (%)	Pay TV / TV Households (%)
MENA Region ¹	345	7	69	96%	~10%
Latin America	613	32	56	NA	57%
UK	66	15	27	97%	54%
India	1,317	148	183	62%	82%
US	325	102	118	94%	86%

Low Pay TV penetration in MENA region indicates huge market potential

Notes:

¹MENA region represents data of: Bahrain, KSA, Kuwait, Oman, Qatar, UAE, Algeria, Egypt, Jordan, Lebanon, Libya, Morocco, Sudan, Syria, Tunisia and Yemen (OSN's core and target markets);

Source: IMF WEO Database October 2017, Euromonitor, Statista

OSN: Overview...cont'd

Overview

Largest premium Pay TV operator in MENA region (HQ in Dubai), created by the merger of Showtime and Orbit in 2009

Licensed to operate in 25 countries in MENA with focus on 7 core markets

First in the region to introduce digital platform with OSN Play in 2012. Launched WAVO (OTT) in 2017

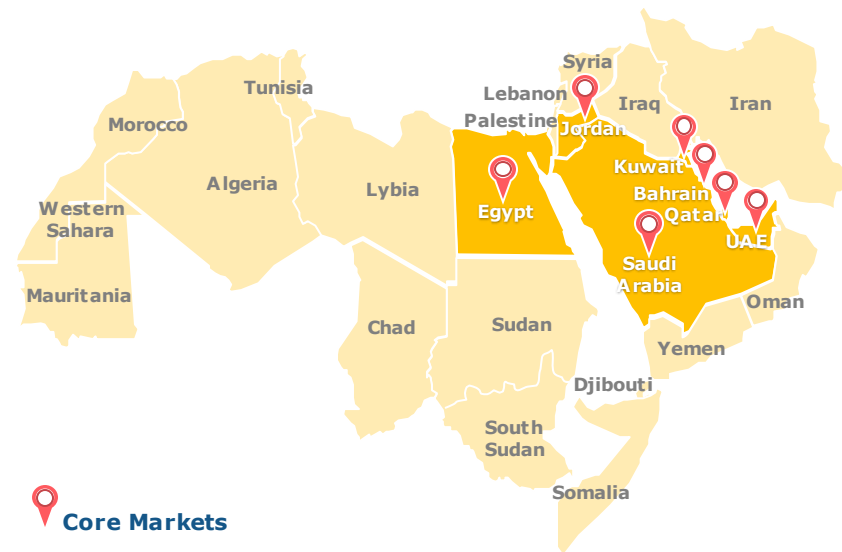
Subscriber base of around 1.1mn and 310K+ digital platform users; market leader by revenue

Exclusive access to the most comprehensive portfolio of rights from 7 major Hollywood studios

Premium content offerings with 159 channels incl. 59 HD channels (highest in the region)

~2,000 employees in 13 offices, 24 warehouses and 170 retail locations

Pan Arab reach



Strong shareholders







As of 31 December 2017

United Gulf Holding Company (UGHC)*

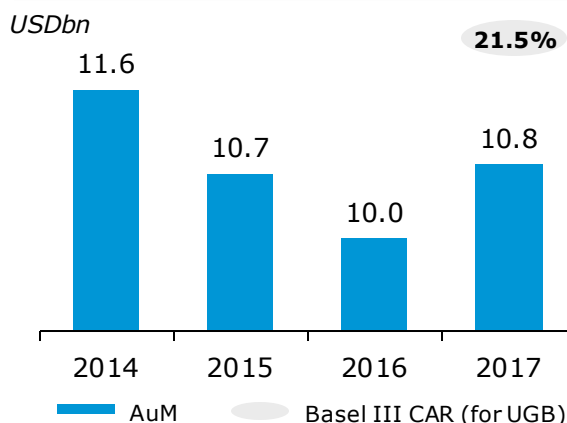
Business highlights

- ▶ Bahrain-based financial services group listed on the Bahrain Stock Exchange
- ▶ Activities include asset management, corporate finance advisory and brokerage services in a number of MENA countries
- ▶ Investments in companies in financial services and real estate sectors to provide a recurring and stable revenue stream
- ▶ Asset base of USD3.0bn¹

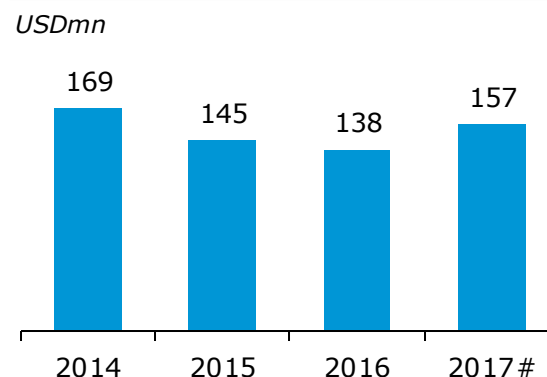
Key Franchises

Name	Market Position	Effective stake ¹	Assets ¹ USDmn	Revenue ² USDmn
 KAMCO	#1 asset management company in Kuwait by AuM	86%	239	32
 BURGAN BANK	#2 conventional bank in Kuwait by assets	15%	24,574	793
 URC شركة العقارات المتحدة United Real Estate Co	#2 real estate company in Kuwait by assets	10%	1,996	289
 FIMBANK	Niche trade finance player in Malta	61%	1,643	54

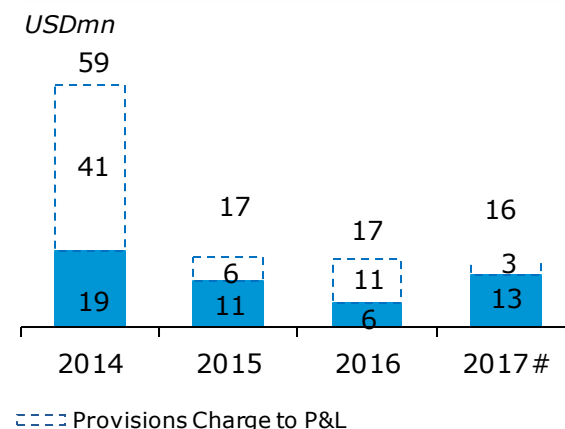
AuM & Capitalisation



Revenue



Net Profit & Provisions



UGHC, the Asset Management and Investment Banking arm of KIPCO Group, is focused on growing the financial services network across the MENA region

*United Gulf Bank (UGB) has undergone corporate reorganization (in September 2017) and has split its operations across a holding company - United Gulf Holding Company B.S.C. (UGHC) and the regulated banking entity - UGB. For details, please refer press release: [UGB reorganization press release](#)

¹As of 31 December 2017

²Operating income defined as revenue and for the period ending 31 December 2017







As UGHC was incorporated in September 2017, financials of UGHC for 2017 comprise of first nine months results for UGB and Q4'17 results for UGHC

United Real Estate Company (URC)

Business highlights

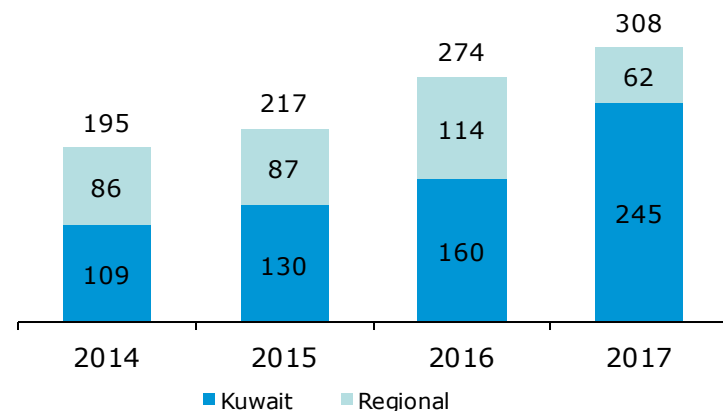
- ▶ Operations across the Middle East region through a mix of fully-owned properties, subsidiaries and investment arms
- ▶ Stable rental income; rental income growth prospects supported by newly completed Abdali mall
- ▶ Major real estate player in Kuwait, ranked second in real estate sector on KSE in terms of asset size of USD2.0bn²

Key Franchises

Country		Name of properties
Kuwait		KIPCO Tower, Al Shaheed Tower, Marina World, Marina Hotel, Saleh Shehab
Jordan		Abdali Mall, Abdali Boulevard
Oman		Salalah Mall
UAE		Meydan Office Tower
Egypt		Aswar Villas, Heliopolis, Sharm Al Sheikh
Lebanon		Bhamdoun, Rouche 1090

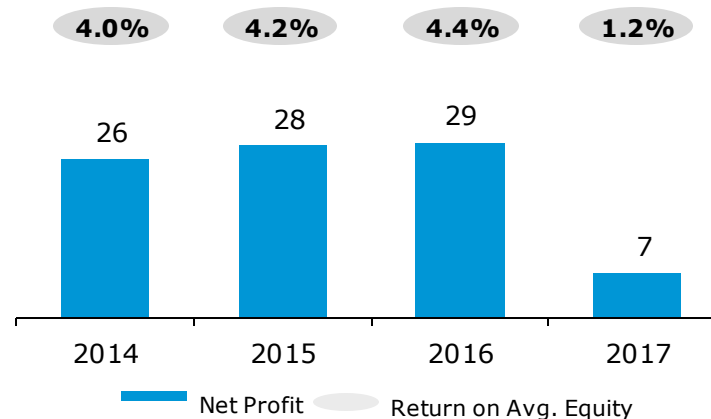
Total Revenue¹

USDmn



Net Profit & ROE

USDmn



URC is a major real estate player in Kuwait, ranked second based on its assets on KSE

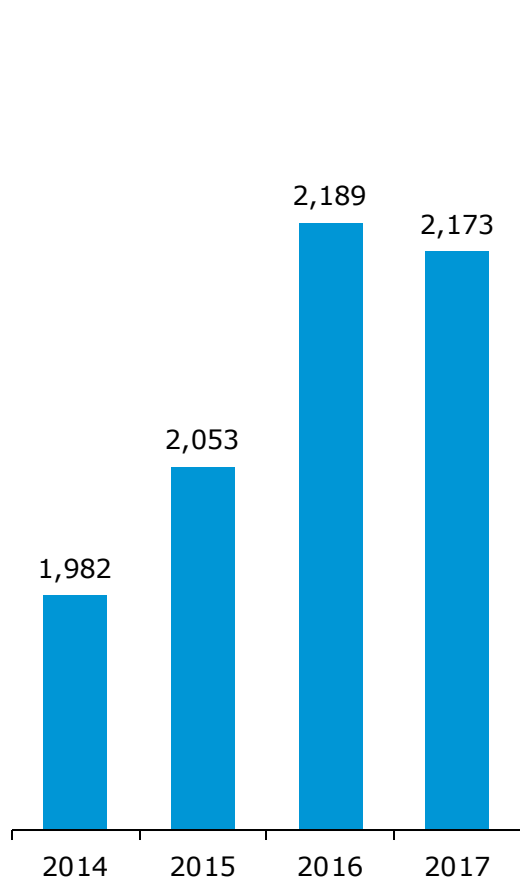
¹Total revenue includes income from operational properties, gain on sale of properties, fixed assets & associates, valuation gain on properties, investment income, share in income of associates, interest income & forex gains

²As of 31 December 2017

KIPCO consolidated: Financial performance

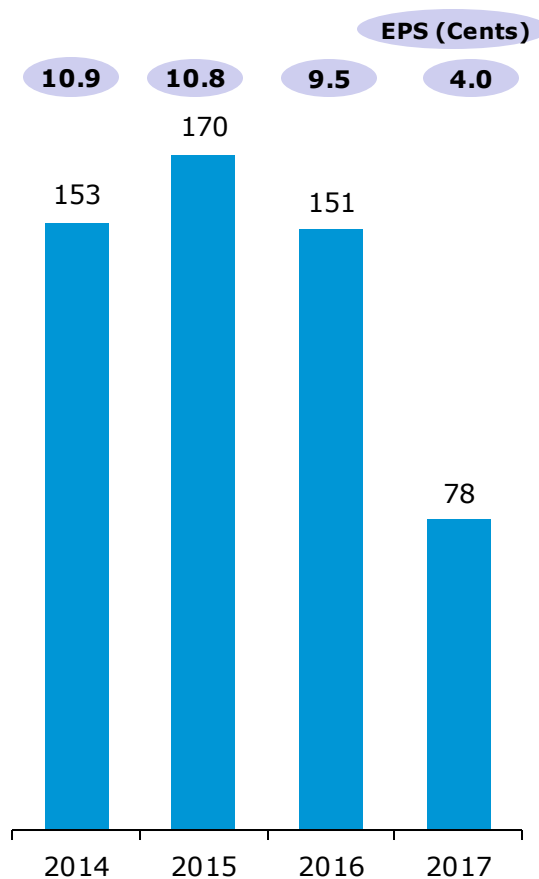
Revenue

USDmn



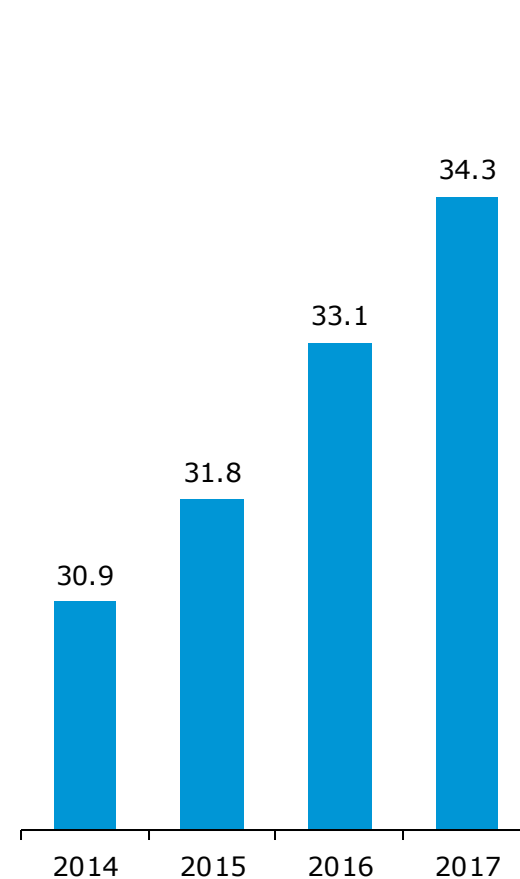
Net Income

USDmn



Consolidated Assets

USDbn





Debt Metrics

KIPCO (Parent): Debt Metrics

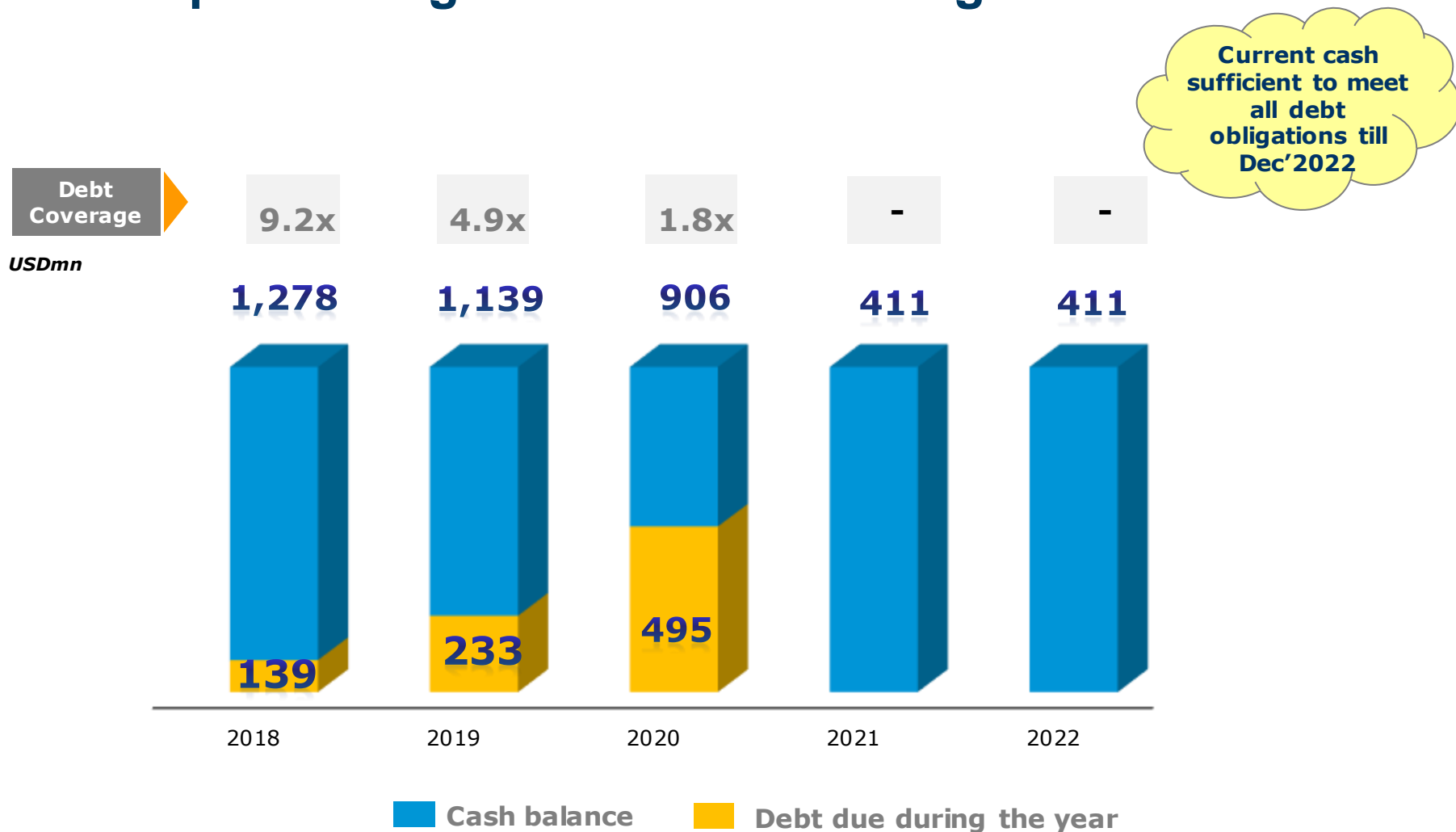
(USDmn)

KIPCO (Parent)	Financial Targets	31 December 2014	31 December 2015	31 December 2016 ¹	31 December 2017
Cash & Cash Equivalents		886	1,015	829	1,278
Gross Debt		1,846	1,901	1,634	2,184
Net Debt		959	886	805	906
Shareholders' Equity attributable to parent		1,907	1,904	1,801	1,713
Net Parent Debt / Shareholders' Equity		0.50x	0.47x	0.45x	0.53x
Estimated Investment Portfolio Value		4,037	3,610	3,258	3,672
Net Debt / Portfolio Value	20 – 30%	23.8%	24.5%	24.7%	24.7%

¹ Restated

Note: : Exchange rate of KD/ USD of 0.30175 has been used in the presentation for yearly financial numbers

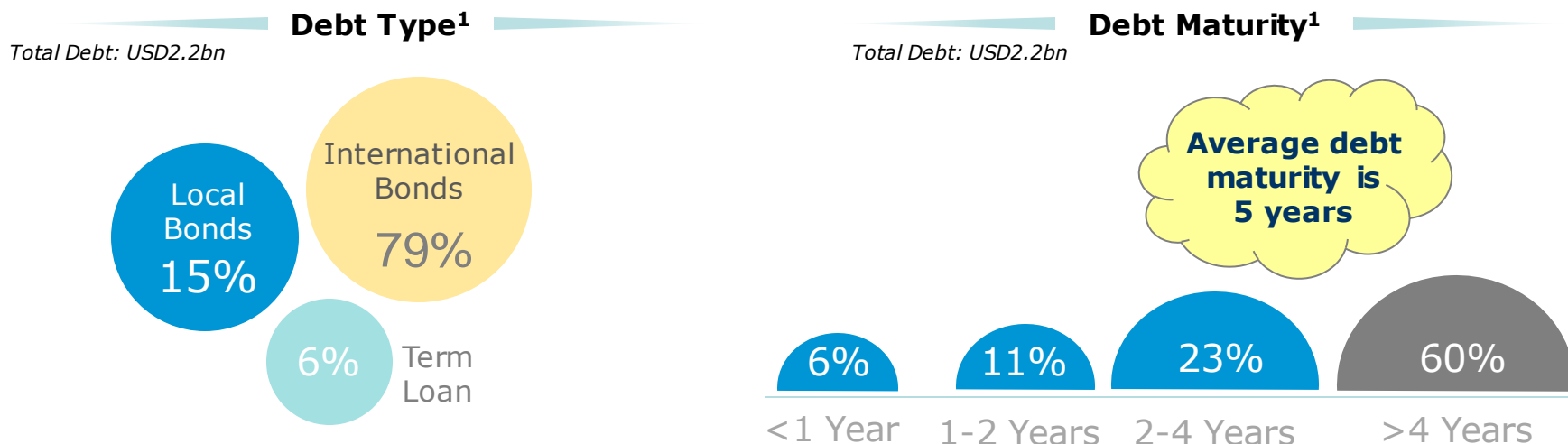
KIPCO parent: Significant cash coverage till 2022



KIPCO repaid KD42mn (USD139mn) bilateral facility due in January 2018

Debt coverage: Available Cash / Debt due in the year

KIPCO parent debt profile: As at 31 December 2017



¹As of 31 December 2017



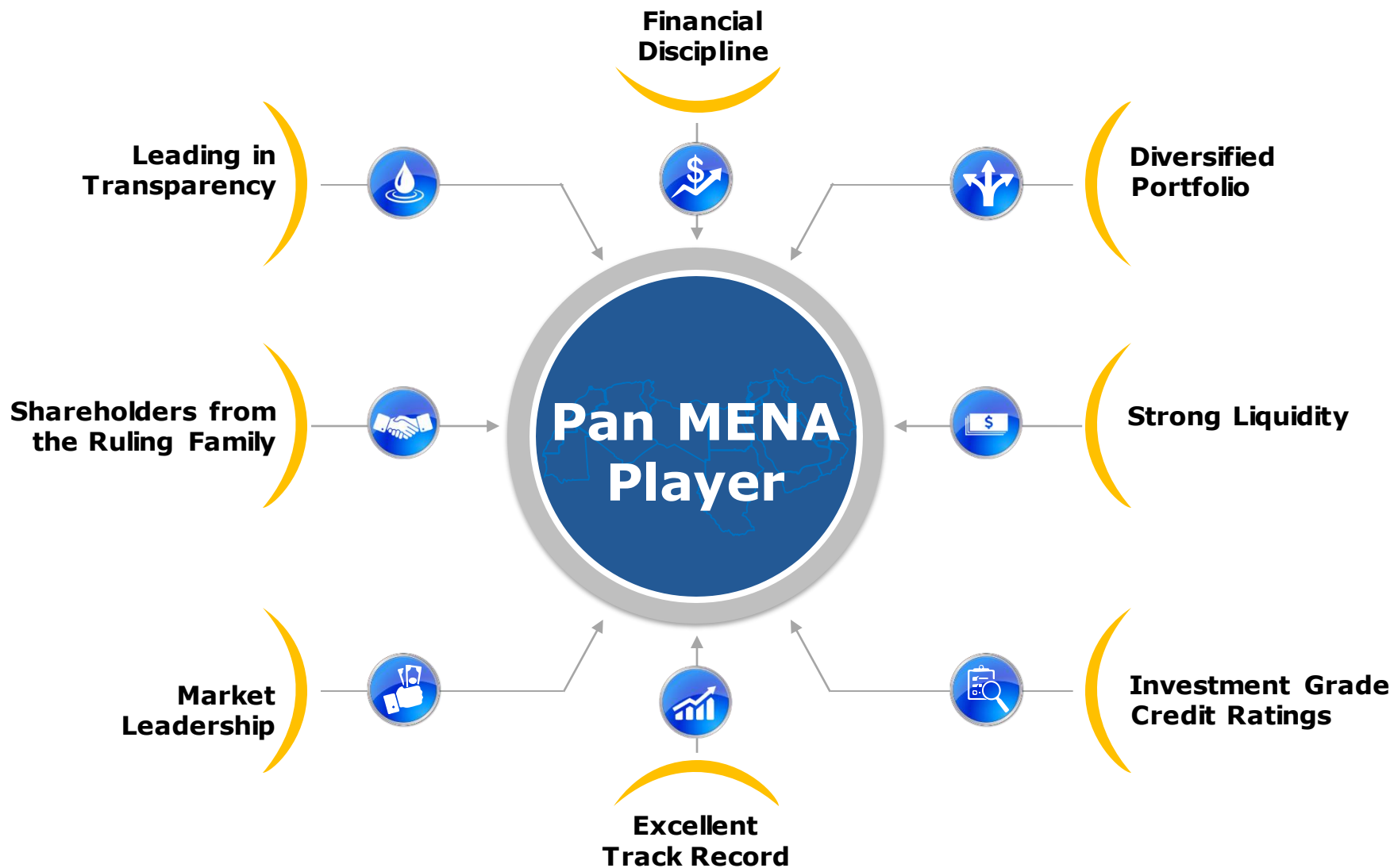
- Cash & bank balance of USD1,278mn
 - The current cash balance covers all debt obligations due till December 2022 (9.2x coverage for 2018)
- Placements are with investment grade rated domestic institutions; having short duration and are typically rolled over on a monthly basis

KIPCO repaid KD42mn (USD139mn) bilateral facility due in January 2018



Why KIPCO

Key credit highlights





Thank you





Annexure

United Industries Company (UIC)

Business highlights

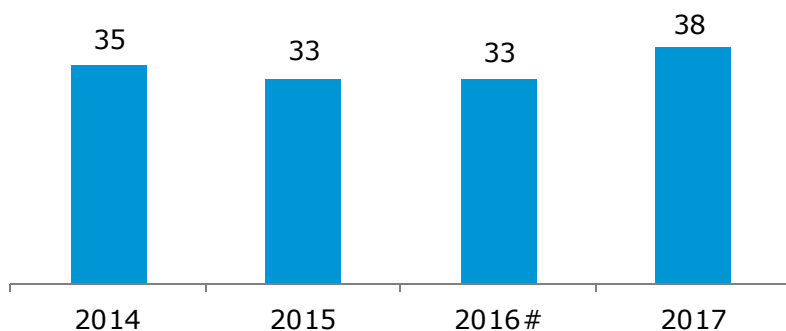
- ▶ Established in 1979, UIC operates as a holding company for the group's industrial investments
- ▶ UIC's mission is to manage a diversified portfolio of investments in the energy, food & basic industries sector

Key Franchises

Name	Market Position	Effective Stake ¹	Assets ¹ USDmn	Revenue USDmn
 Kuwait	Leading private company in petrochemical	31%	2,086	449 ²
 Kuwait	Leading distributor of healthcare equipments	19%	824	558 ³

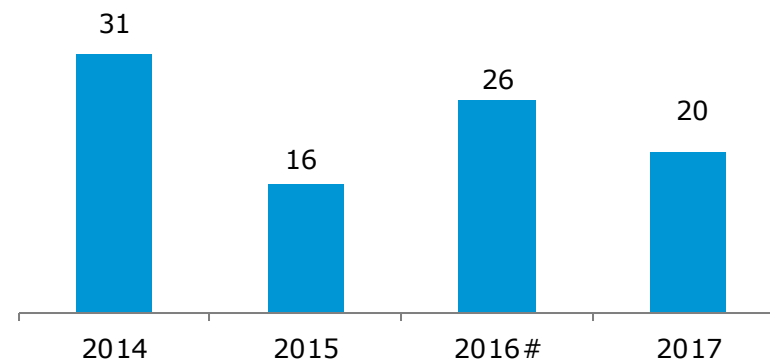
Income from Associates

USDmn



Net Profit

USDmn



UIC seeks to be a leading regional investment house with activities in the industrial sector

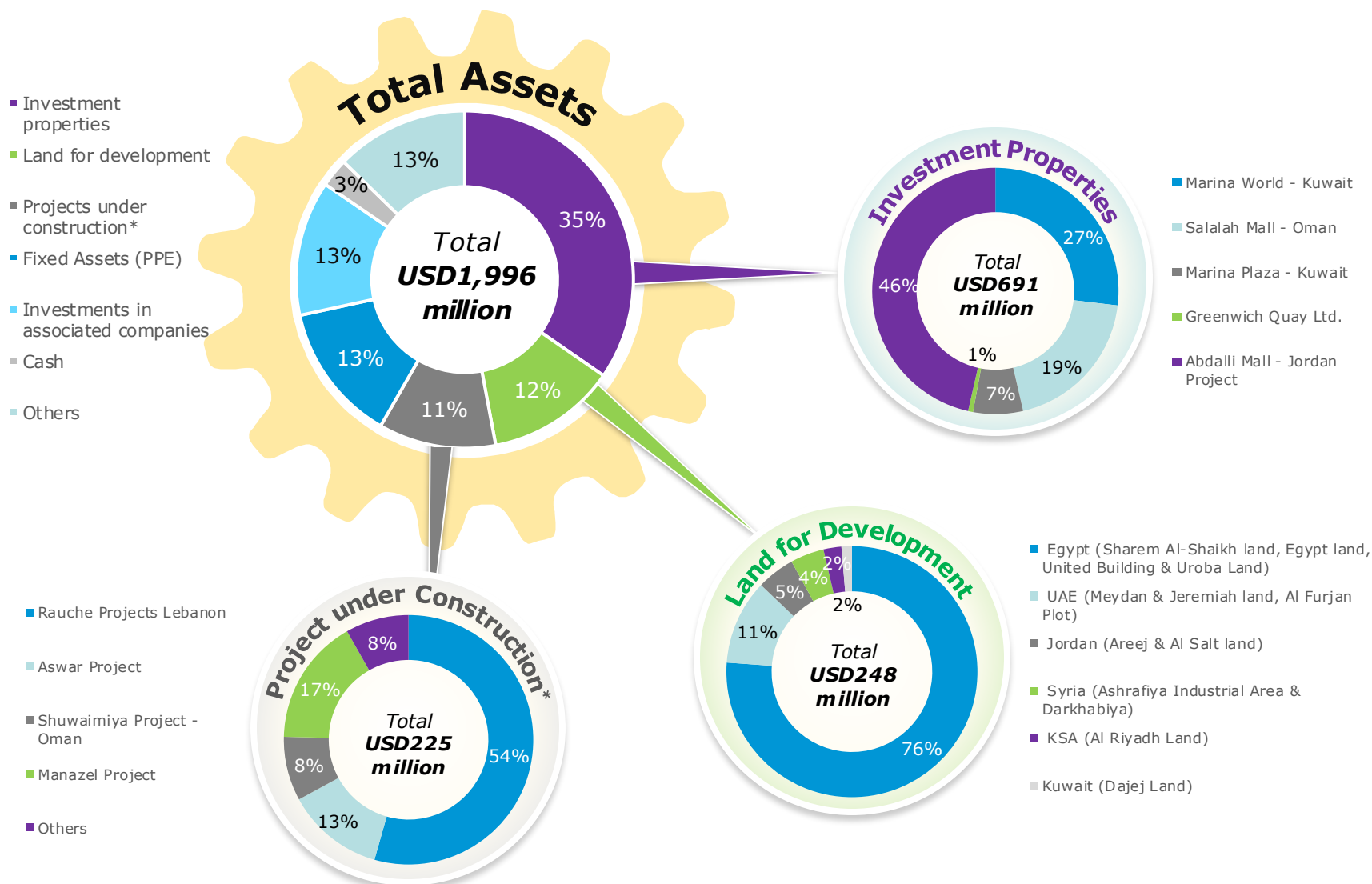
¹As of 31 December 2017

²For the nine month period ended December 2017

³For the year ended 31 December 2017

#Includes USD13mn as of one-off income on reclassification of investment from AFS to associate

URC: Balance sheet (Break-up)¹



* Includes Raouche, Aswar & Manazel which are reported under inventory in the financials

¹ As on 31 December 2017

Jordan Kuwait Bank (JKB)

Business highlights

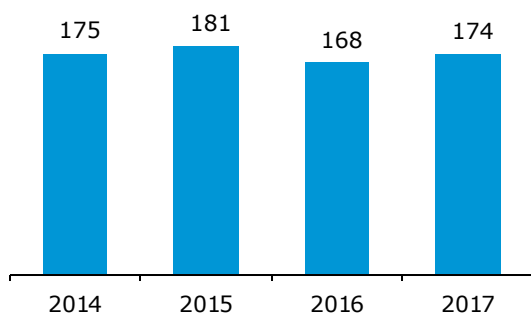
- ▶ Jordan based commercial bank with operations in Jordan, Palestine and Cyprus
- ▶ Listed on Amman Stock Exchange with a market capitalization of USD490mn¹
- ▶ 4th largest conventional bank in Jordan in terms of asset size of USD4.0bn²
- ▶ Focus on stable and essential sectors like Energy, Industry and Trade and retail and SME segment through expanded distribution network
- ▶ Capital adequacy ratio of 18.7%²

Operational highlights



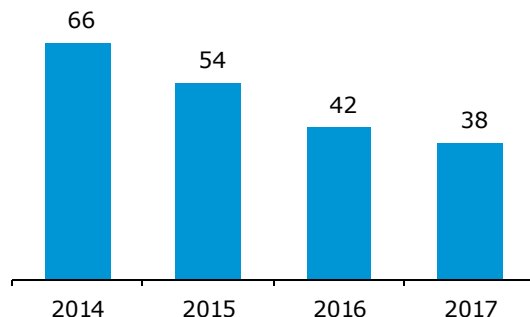
Operating Income

USDmn



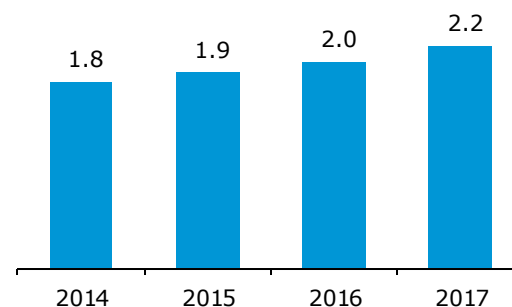
Net Profit

USDmn



Loans and Advances

USDbn



Notes:: Exchange rate of USD/JOD of 0.708 as of 31 December 2017 has been used for yearly numbers respectively
2014 financial numbers are directly reported in USD

¹ As of 19 Apr 2018

² As of 31 Dec 2017

³ As of 31 March 2018

⁴ As of 31 December 2015

⁵ Source: Central Bank of Jordan

KIPCO: Executive management



Faisal Hamad Al Ayyar
Vice Chairman - Executive

- ▶ Joined KIPCO Board in 1990
- ▶ Recipient of Arab Bankers Association of North America Achievement Award (2005)



Masaud Hayat
CEO - Banking

- ▶ Joined KIPCO Group in 1997; appointed as KIPCO's Banking CEO in 2010
- ▶ Graduate in Accounting from Kuwait University and Diploma in Banking Studies, Kuwait



Pinak Maitra
Group CFO

- ▶ Joined KIPCO in 1988
- ▶ Recipient of the MENA Private Sector CFO of the Year Award (2008)



Declan Sawey
Group Treasurer

- ▶ Joined KIPCO in 2007, previously Head Asset & Liability Management for HBOS Corporate in Edinburgh, Scotland
- ▶ Fellow of ICA, CFA and member of ACT



Mazen Hawwa
Group SVP
Finance & Operations

- ▶ Joined KIPCO in 2001, previously worked at Anderson & Co.
- ▶ Graduate of Lebanese American University, Holds CPA and CMA



Osama Al Ghousein
SVP - Banking

- ▶ Joined KIPCO Group in 2013, previously Senior Vice President in Pictet & Cie.
- ▶ Over 30 years of experience in global and regional banking



Eman Al Awadhi
Group
Communications
Director

- ▶ Joined KIPCO in 2010
- ▶ Over 10 years of experience in communications, media relations and journalism



Samer Subhi Khanachet
Group COO

- ▶ Joined KIPCO in 1990; Board and committee member of American University of Kuwait, MIT
- ▶ BSc from MIT and MBA from Harvard University



Tariq Abdulsalam
CEO - Investment

- ▶ Joined KIPCO in 1992 and became in charge of KIPCO's Investment Division from 1996 to 1999
- ▶ BSc in Accounting from Kuwait University



Khaled Al Sharrad
Group Chief HR & Admin.
Officer, Board Secretary

- ▶ Joined KIPCO in 2012, previously Head of Human Resources at the Kuwait Foreign Trading Contracting Investment Company (KFTCIC). He is on the Board of the American Management Association International in New York.



Mohsen Ali Husain
Group Chief Audit
Executive

- ▶ Joined KIPCO in 2006, previously worked at KPMG
- ▶ Holds a CPA, CISA, CIA and B.Sc. in Accounting



Adel Al Waqayan
Treasurer

- ▶ Joined KIPCO in 1995, previously with Burgan Bank Treasury
- ▶ MBA in 1986 from USI University



Tawfiq Al Jarrah
ED - Hessa Al Mubarak District

- ▶ Joined KIPCO in 2016, previously with Kuwait Commercial Markets Complex Company
- ▶ Holds a CPA and BA in business

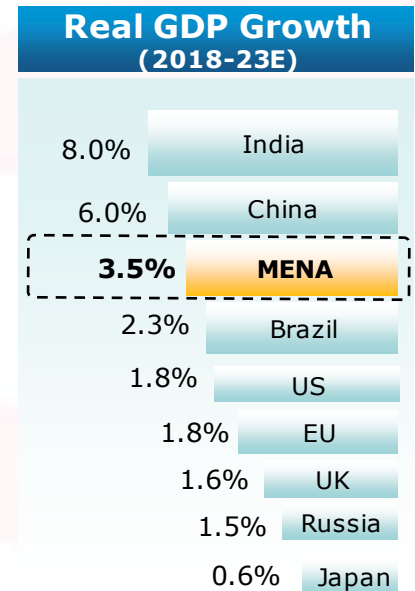


Robert Drolet
Consultant

- ▶ Joined KIPCO in 2006, previously held leadership positions for Cable & Wireless and Bell Canada
- ▶ B.LL from Laval, LL.M Osgoode, M.Litt. Oxford

Board of Directors is actively involved in overseeing the management and strategy of the company under the chairmanship of Sheikh Hamad Sabah Al Ahmad Al Sabah

MENA region: Poised for strong economic growth

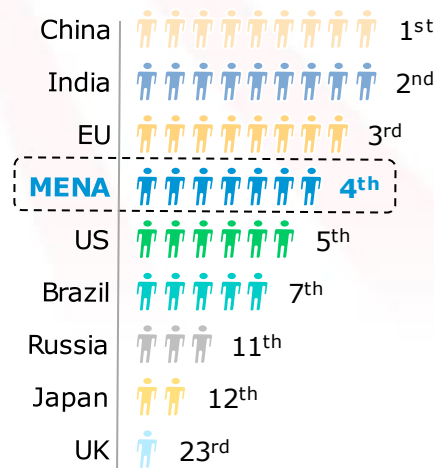


MENA region is characterized by favourable demography and business climate

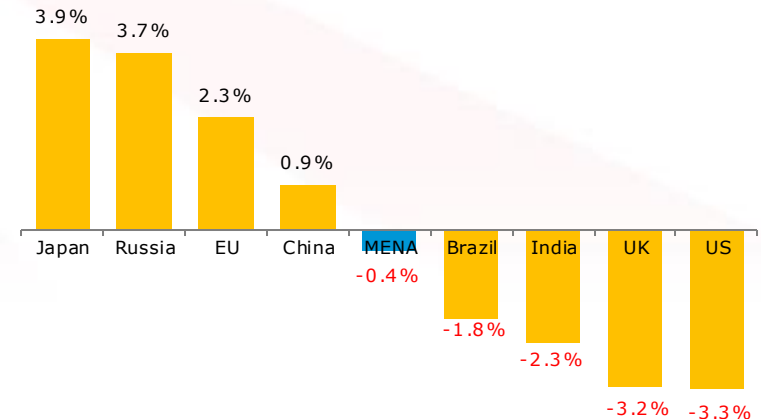
Currently low level of competition and under penetration

Small but consistently growing non-oil economy

Population 2018E



Current Account Balance as a % of GDP (2018-23E)



Source: IMF-WEO Database, April 2018

GCC region: Well positioned to deliver growth

One of the highest per capita income, large sovereign wealth funds,

30% of world's proven **oil reserves**,

along with robust and growing non-oil sector activity ...

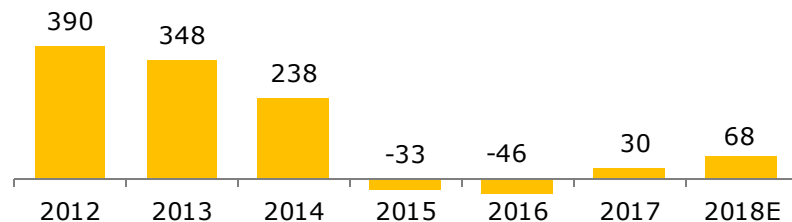
....All contribute to

STRONG GROWTH

fundamentals in the **GCC....**

Current Account Surplus

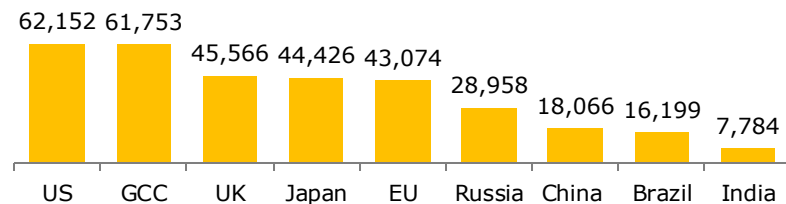
(In USDbn)



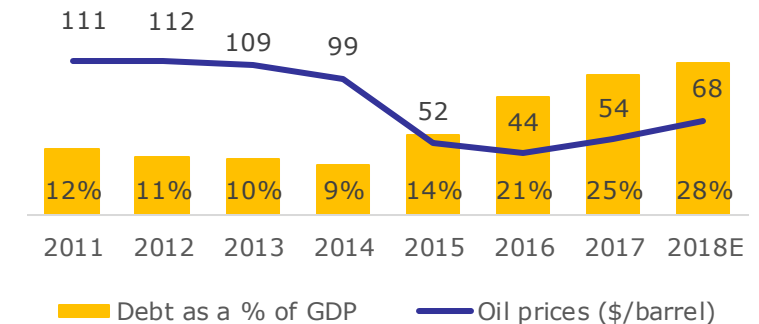
"Accumulated current account surplus of over USD1.0tn from 2012 to 2018"

GDP / Capita, PPP (2018E)

(In USD)

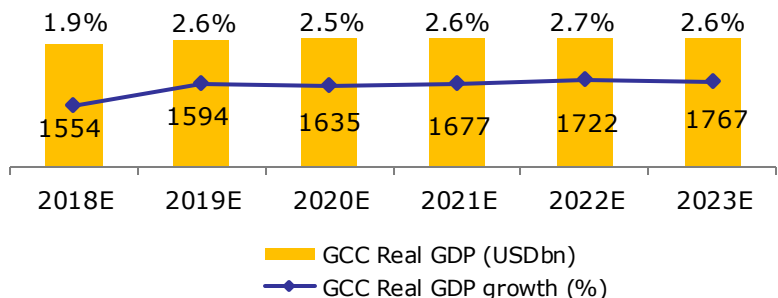


Government debt as a % of GDP



Real GDP & GDP Growth (2018-23E)

(In USDbn)



Source: IMF-WEO Database, April 2018, CIA

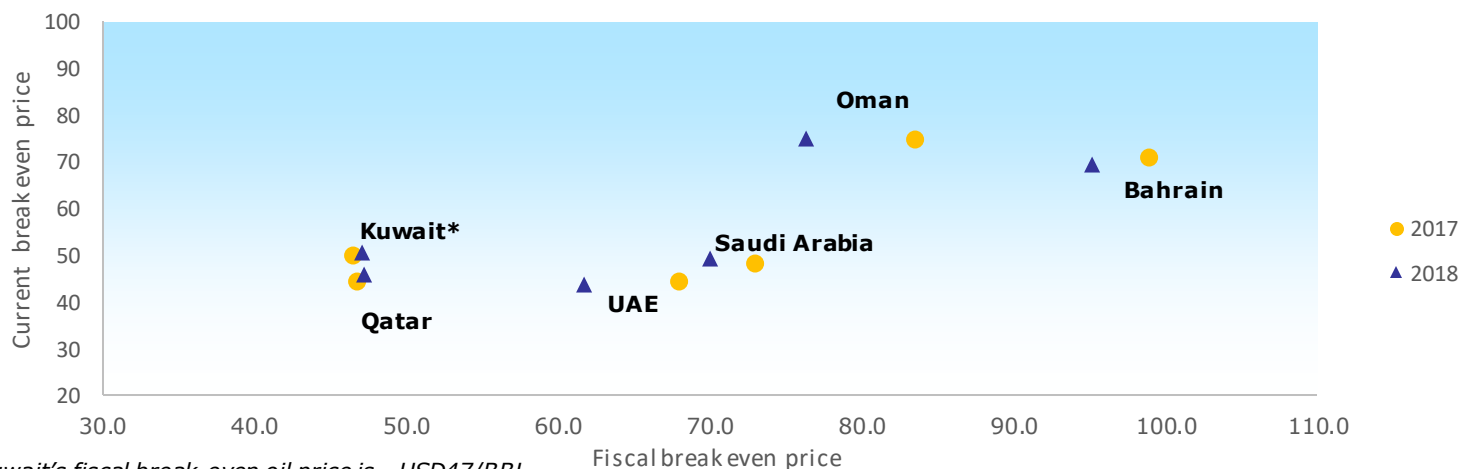
Kuwait: Protected against oil price decline

Prudent Oil Wealth Management

- ▶ Kuwaiti government's sovereign wealth fund estimated to be close to 3.9x of 2017 GDP
- ▶ Law requires 10% of revenues to be transferred to FGF (Future Generations Fund); this allocation was increased to 25% in some years of high oil prices
- ▶ Oil output to rise from 2.7mn barrels / day currently to over 3.0mn barrels/day until 2021
- ▶ With high financial buffers and substantial borrowing space, the government intends to smooth the fiscal adjustment in response to the decline in oil prices, and continue to support growth through large investment

Source: S&P Rating on Kuwait, February 2018

Fiscal and current account break even oil price (USD/ BBL)



*Kuwait's fiscal break-even oil price is ~USD47/BBL

Source: REO Database, IMF, October 2017

Kuwait has the lowest fiscal breakeven oil price in the GCC region

Kuwait: Stable macro-economic environment

Kuwait – commitment to a vision of sustainable future growth beyond oil

**Healthy
Budget
surplus with
strong asset
position**

Kuwait's credit rating stable at Aa2:

- ▶ Strong net asset position likely to persist despite rise in debt levels over the coming years
- ▶ Large hydrocarbon reserves with low fiscal break-even oil prices
- ▶ Strong GDP per capita (PPP) at USD72,000 (2016) is extremely high by international standards, providing significant buffer in terms of social stability
- ▶ Low level of Kuwait debt at 19% of the GDP (2016), provide enough headroom to accommodate the fall in fiscal balance within the Aa2 rating level
- ▶ Nominal GDP to reach its pre-oil price shock level by 2022
- ▶ Current Account Balance is expected to average 6.2% of GDP between 2017 & 2020 due to low external break-even oil prices

Source: Moody's credit opinion on Kuwait, September 2017

Demographic & External balances Snippets (2018)

2018 Macro-economic KPI's	Kuwait	Qatar	UAE	KSA	Bahrain	Oman	GCC
Population (mn)	4.5	2.8	10.4	33.0	1.5	4.3	56.5
Nominal GDP (USDbn)	135.3	183.8	411.8	748.0	37.8	82.6	1,599.4
Fiscal balance (% GDP)	1.5	0.5	(2.2)	(7.2)	(11.9)	(11.4)	(5.0)
Gross official reserves (USDbn)	34.3	31.8	74.5	457.7	2.8	19.3	620.3
Sovereign Wealth Fund (SWF) Assets (USDbn)	524.0	320.0	1319.5	717.9	10.6	24.0	2,916.0
Sovereign Wealth Fund Assets/GDP (% GDP)	387.3	174.1	320.4	96.0	28.0	29.1	182.3

Source: WEO & REO Database, IMF, April 2018 and SWF institute, February 2018

6%¹ of world's oil reserves (6th largest in the world); sufficient to last for 100+ years

¹ In 2017, As Per CIA

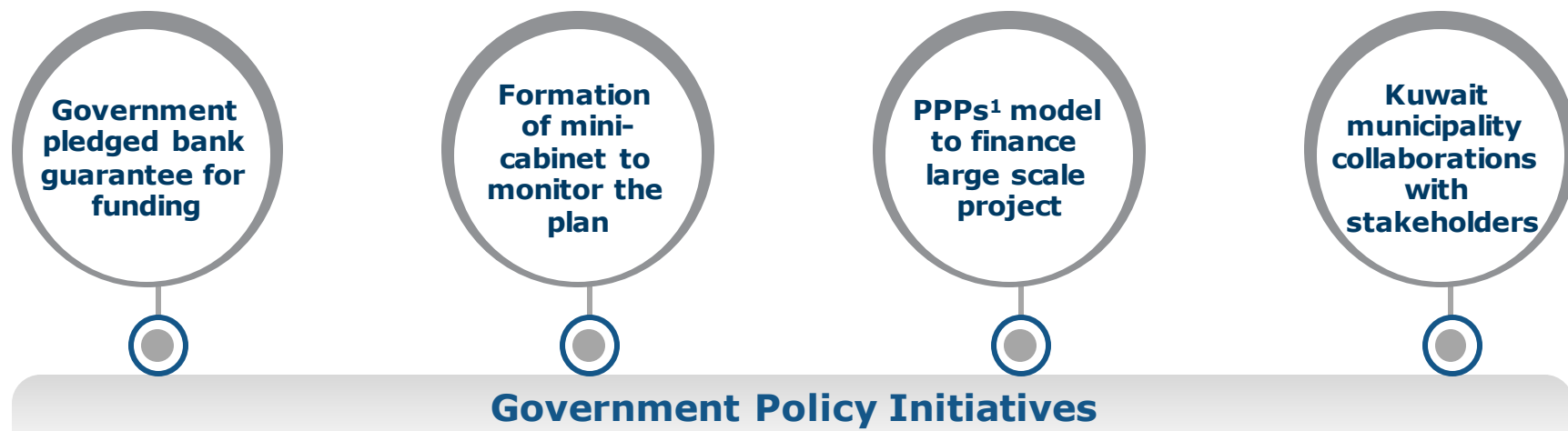
Kuwait development plan overview

Purpose

In February 2010, the Kuwaiti authorities announced a series of five-year plans stretching to 2035 aimed at diversifying the economy and expanding the role of the private sector while tackling much needed investments in health, education and infrastructure and improving the efficiency of the country's oil industry.

Outlook

Kuwait is set to launch 20 major development projects worth KD21.7bn (USD71.6bn), including a railway network project and waste management plant, as part of its 2018-2019 development plan. Of these projects, hydrocarbon sector has the larger share at KD11.9bn (USD39.4bn), accounting for nearly 55% of the total. The transport sector is the second largest beneficiary with five projects having a combined value of KD4.49bn (USD14.9bn), including Kuwait's international airport expansion.



¹ Public-Private Partnership

Source: Meed Projects, Markaz, Capital Standard and Press

Kuwait development plan: Projects in action

Key Projects under the plan

Clean Fuels Project (CFP)

- Specification upgrade and expansion of 2 existing refineries to produce 0.8mn b/d
- Underway: The project has progressed by 92% with the completion expected by Q4 2018. Cost: **USD14.6bn**

New Refinery Project (NRP)

- New 615,000 bpd refinery by KNPC
- Underway: FEED¹ pipeline awarded. Overall project progressed and completion expected in 2019. Cost: **USD12.9bn**

Kuwait Metro (PPP)

- 160km long, running across Kuwait.
- Underway: The project has progressed by 11% & expected to complete in 2019. Cost: **USD11.5bn**

South Al Mutlaa City

- 30,000 residential units, other facilities
- Underway: The overall project has progressed by 16%. Cost: **USD5.3bn**

Kuwait Airport Expansion

- To increase the annual handling capacity of the airport to 20mn passengers
- Underway: Expected completion by Q3 2022. Cost: **USD4.3bn**

Sheikh Jaber Al-Ahmad Causeway

- 36 km causeway linking Kuwait City with Subiya area in northern Kuwait
- Underway: The overall project has progressed by 87% and expected to be inaugurated in December 2018. Cost: **USD3.1bn**

LNG Import & Regasification Terminal

- 4 full containment LNG tanks each with a working capacity of 225,500 m³ regasification plant with capacity of 1500 BBTU/day
- Underway: The project have progressed by 21% and expected to complete in 2021. Cost: **USD2.7bn**

Regional Road South

- 126 km highway south of Kuwait as part of the International ME Arab Highways Network
- Underway: The overall project has progressed by 25% with the completion expected by end of 2020. Cost: **USD1.3bn**

Jurassic Non Associated Oil & Gas Reserves Expansion: Phase 2

- Production of 120,000 b/d of wet crude & more than 300mn cubic feet a day (cf/d) of sour gas
- Underway: All 3 contracts awarded. construction is now ongoing and completion date is set for May'19. Cost: **USD1.3bn**

Oil & Gas Projects*

- Awarded: Kuwait Oil Company awarded work requests of total of USD3.65bn worth of contracts in 2017. Cost: **~USD9.0bn**

Petrochemical Facility at Al-Zour

- Petrochemical plant to be integrated with Al-Zour refinery
- Bidding: FEED contract signed. Prequalification documents for EPC² contractors are expected to be completed in 2019. Cost: **USD6.6bn**

Al-Khairan Power & Desalination Plant (IWPP)

- Net capacity of a min 1,500MW of power & a min 125 MIGD of desalinated water
- Bidding: The tenders for the main contract are not yet issued and are expected to come through in 2018.. Cost: **USD1.7bn**

Al-Dibdibah Solar PP

- Capacity to produce 2,500 GWh of electricity per year at Al-Shagaya complex
- Bidding: Letters of interest submitted. Tendering by Q1 2018. Cost: **USD1.7bn**

Other projects

- Umm Al Hayman Waste Water (PPP). Cost: **USD1.6bn**
- Al-Abdaliya (ISCC) Power Plant (CSP). Cost: **USD0.7bn**
- Kabd Municipal Solid Waste Project. Cost: **USD0.9bn**

Khairan City

- 140mn m2 residential city, incl 10,000 houses, 22,000 apts, other facilities
- Planning: Study phase. Cost: **USD13.9bn**

Kuwait National Railroad (PPP)

- Railroad system (575 Km) linking Kuwait to GCC
- Planning: The Public Authority for Roads and Transportation (PART) will now manage the rail road and metro project proposals. Cost: **USD8.0bn**

Olefins III project

- Petrochemical plant to be integrated with new refinery project (Al Zour Refinery)
- Planning: FEED phase underway; Main contract to be awarded in 2019. Cost: **USD6.3bn**

USDbn		
Project Stage	2017	2015
Underway	57.0	20.1
Awarded	9.0	22.5
Bidding	13.1	1.3
Planning	28.2	28.8
Total	107.3 [^]	72.7

¹FEED= Front End Engineering Design; ²EPC=Engineering, Procurement & Construction

Source: NBK report dated January 2018

*RSM Quarterly newsletter Jan 2018 and press releases

[^]Excludes other small projects of USD0.2bn