

Our ref: KIPCO/TM 292/19 dated July 30, 2019

**Boursa Kuwait Company**  
**KUWAIT**

السادة / شركة بورصة الكويت  
المحترمين  
دولة الكويت

**Subject: Conducting KIPCO's Analyst/Investor**  
**Conference call for Q2/2019**

**الموضوع: انعقاد مؤتمر المحللين/المستثمرين لشركة مشاريع**  
**الكويت القايزة "كيبكو" للربع الثاني من السنة المالية 2019**

With reference to the above subject, and the requirements of article No. (2-4-8) "Continuing Obligations in the Premier Market" of Boursa Kuwait rule book issued via resolution No. (1) of year 2018 and its amendments, and since KIPCO has been classified in the premier market, Kindly note that the quarterly analyst/investor conference was conducted through a conference call at 1:30 PM (local time) on Tuesday 30/7/2019.

بالإشارة الى الموضوع اعلاه، والى متطلبات المادة (2-4-8) "الإلتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018 وتعديلاته، وحيث أن كيبكو تم تصنيفها ضمن مجموعة "السوق الأول"، نود ان نحيطكم علما بأن مؤتمر المحللين/المستثمرين قد انعقد عبر مكالمة هاتفية جماعية في تمام الساعة الواحدة و النصف عصراً (التوقيت المحلي) من يوم الثلاثاء الموافق 2019/7/30.

Please note that no material information has been discussed during the conference. Also, please find attached the investor presentation for Q2-2019.

كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، و تجدون مرفق طيه العرض التقديمي للمستثمرين عن الربع الثاني لعام 2019.

Sincerely,

وتفضلوا بقبول فائق الاحترام،،



Investor Presentation | July, 2019

# 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 to 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.*

*Note: : Exchange rate of USD/KD of 0.30315 has been used in the presentation for financial numbers*



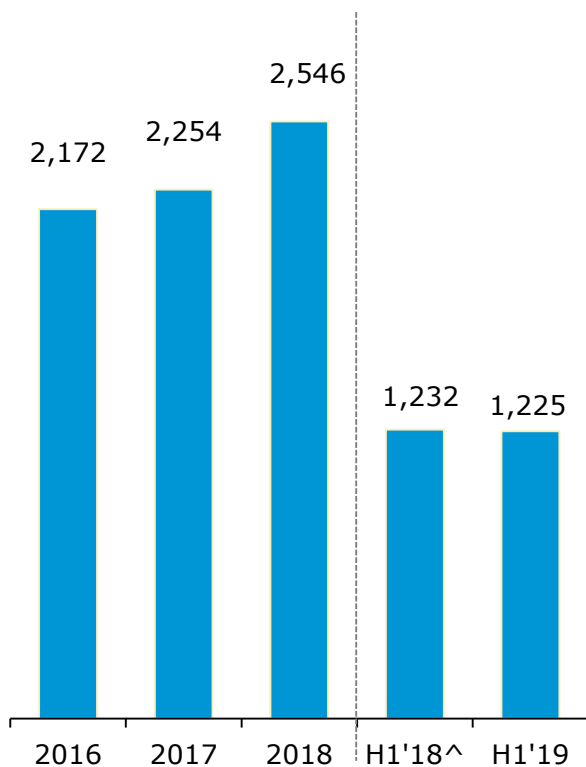
Performance Update



# KIPCO consolidated: Financial performance

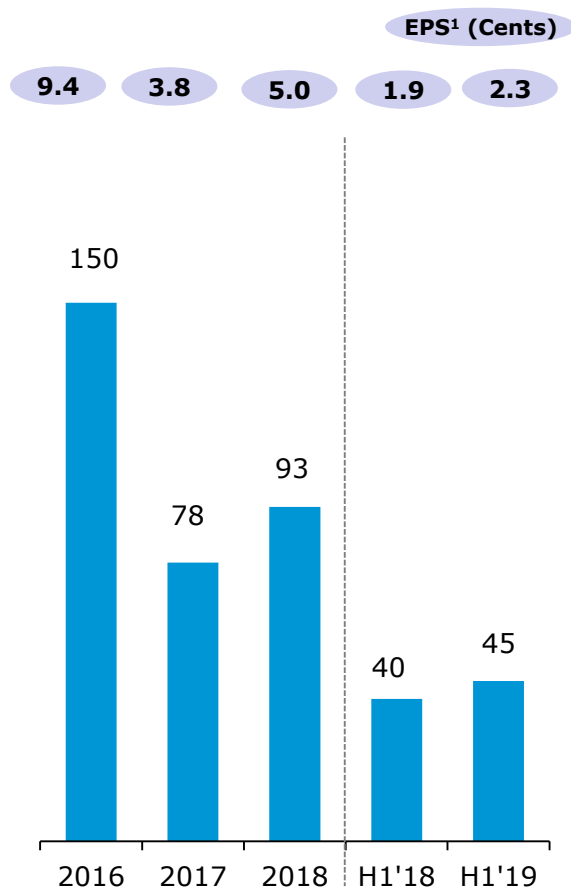
## Revenue

USDmn



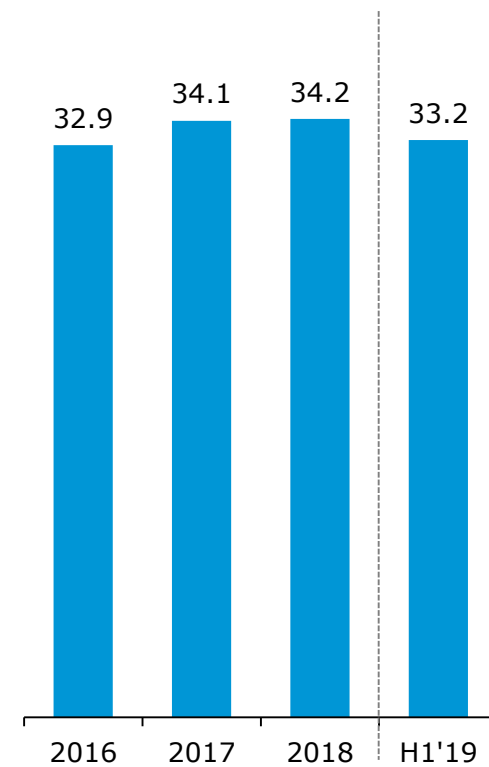
## Net Profit

USDmn



## Consolidated Assets

USDbn



<sup>^</sup> Restated to reflect change in classification of OSN as a discontinued operation, accordingly share of loss from OSN has been classified as loss from discontinued operation

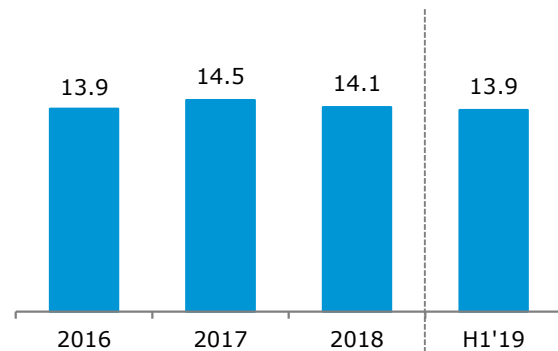
Note: Exchange rate of USD/KD of 0.30315 has been used in the presentation for financial numbers

<sup>1</sup>Basic Earning per share (reported)

# Burgan Bank Group (BBG)

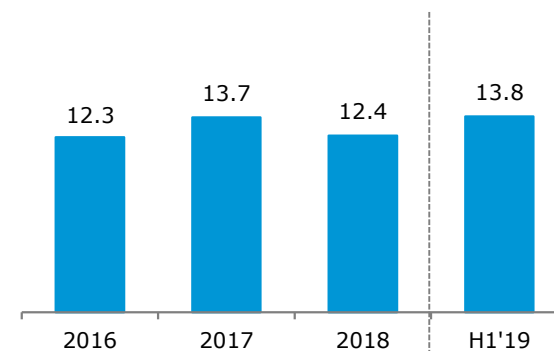
## Loans

USDbn



## Deposits

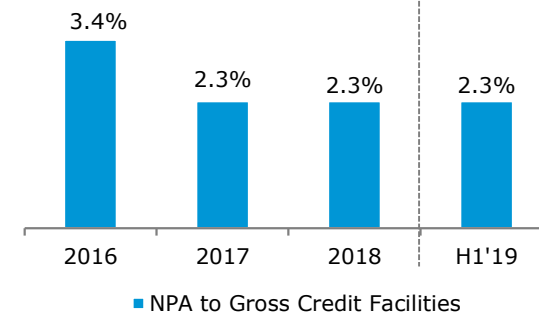
USDbn



## Asset Quality

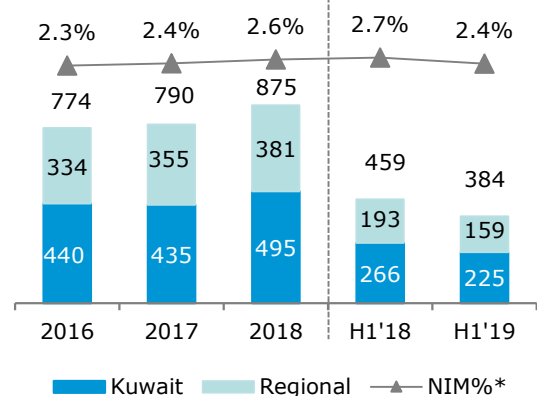
■ NPA coverage with collateral  
■ NPA coverage without collateral

2016	2017	2018	H1'19
194%	233%	241%	249%
124%	159%	171%	179%



## Operating Income

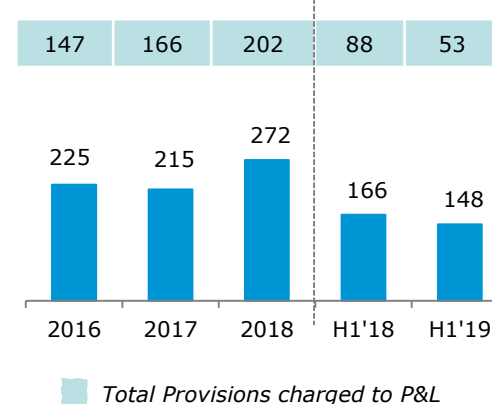
USDmn



\* Annualizing factor used for NIM calculation is 2.0

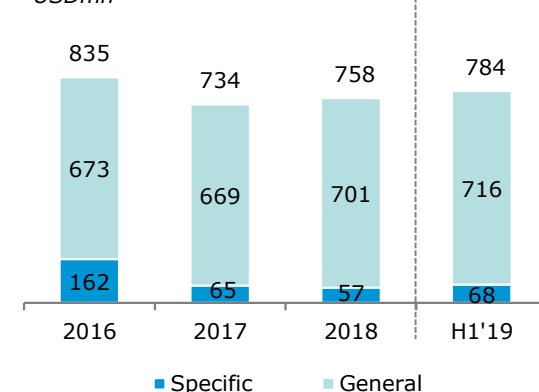
## Net Profit & Provision

USDmn



## Total Provision

USDmn

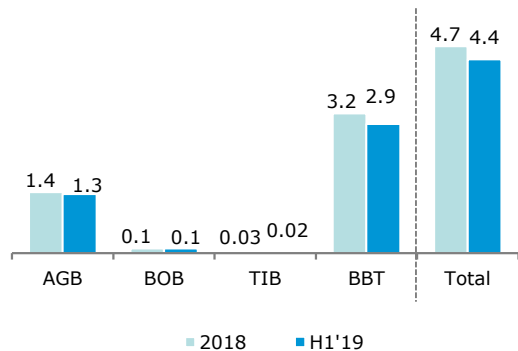


**Strong performance reflecting operational capabilities with strict focus on asset quality;  
Reported Basel III CAR as of 30<sup>th</sup> June 2019: 17.0%**

# BBG: Regional operations

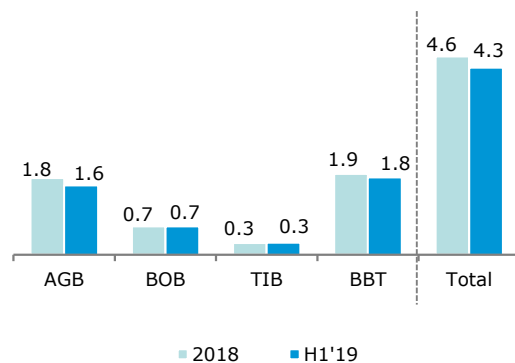
## Loans

USDbn



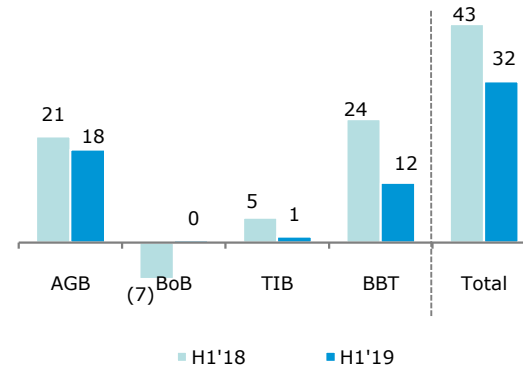
## Deposits

USDbn



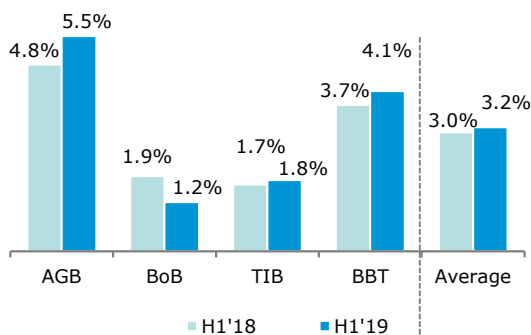
## Net Profit

USDmn



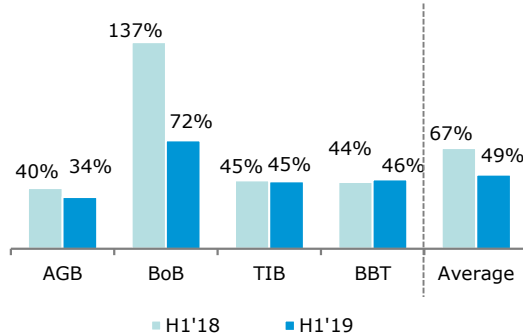
## Net Interest Margin\*

Percentage



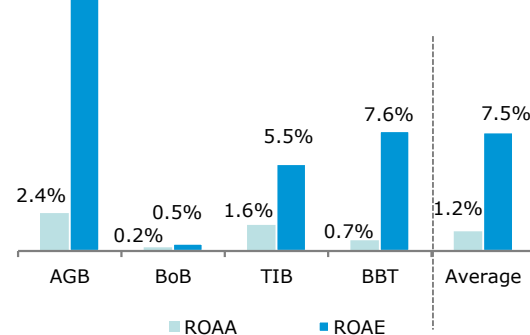
## Cost to Income

Percentage



## Return on Assets & Equity\*

Percentage



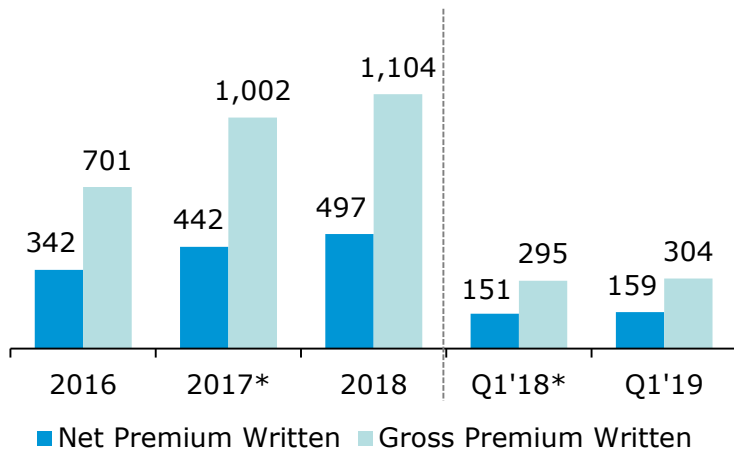
\* Annualizing factor used in H1'19 for AGB, TIB, BBT calculation is 2.4 due to five month reporting



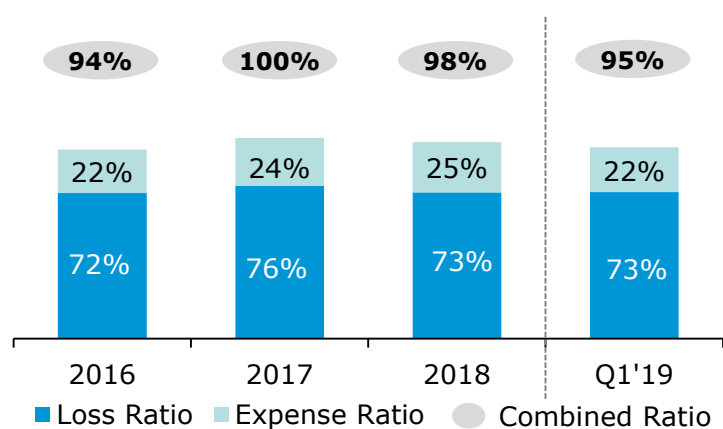
# Gulf Insurance Group (GIG)

## Gross & Net Premium Written

USDmn

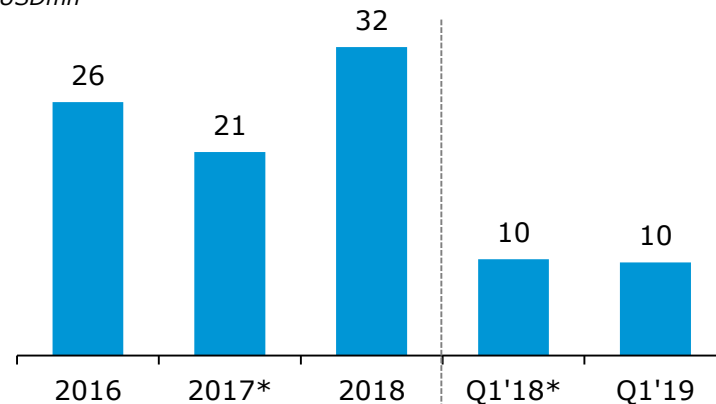


## Combined Ratio



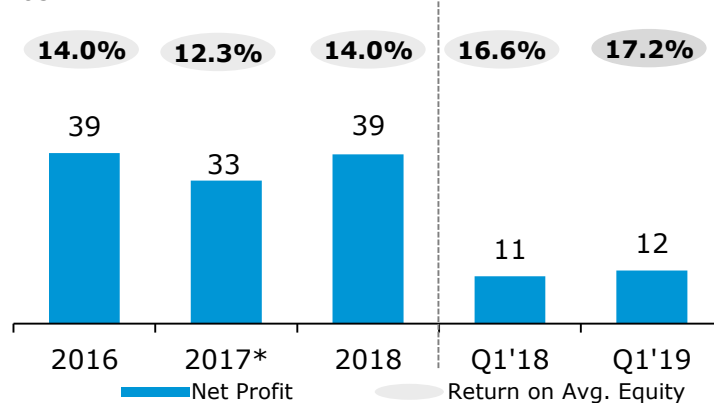
## Net Investment Income

USDmn



## Net Profit & ROE

USDmn



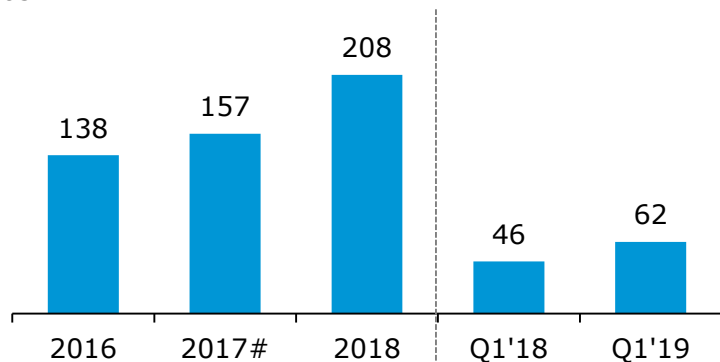
\*Restated



# United Gulf Holding Company (UGH)\*

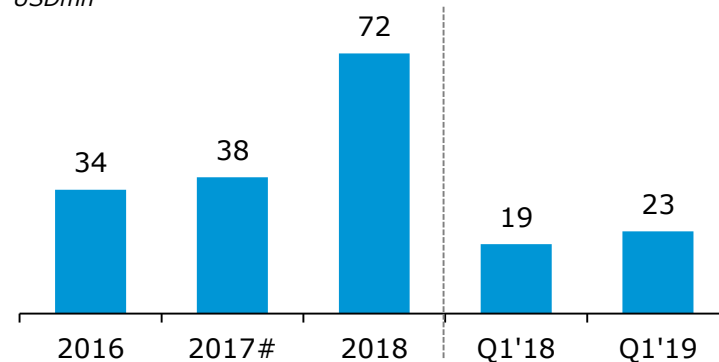
## Revenue

USDmn



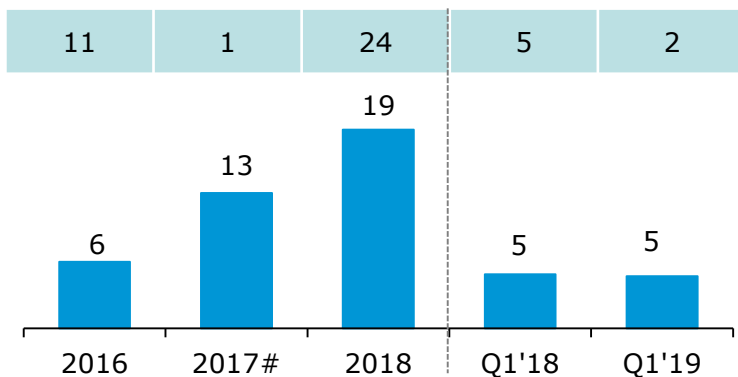
## Fee & Commission Income

USDmn



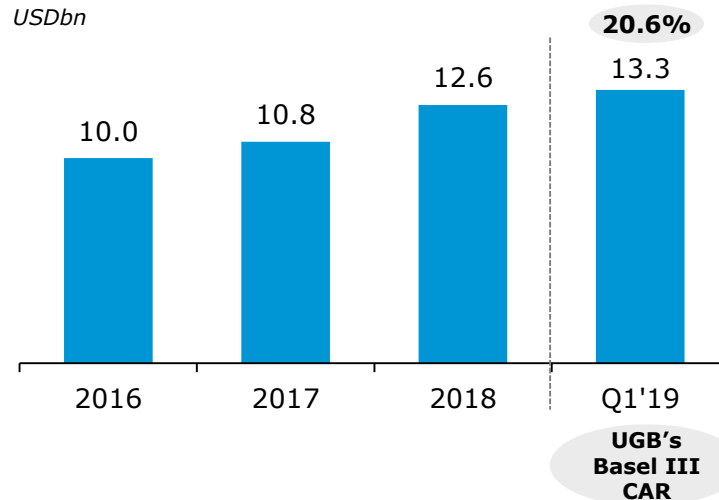
## Net Profit & Provisions

USDmn



## AuM & Capitalisation

USDbn

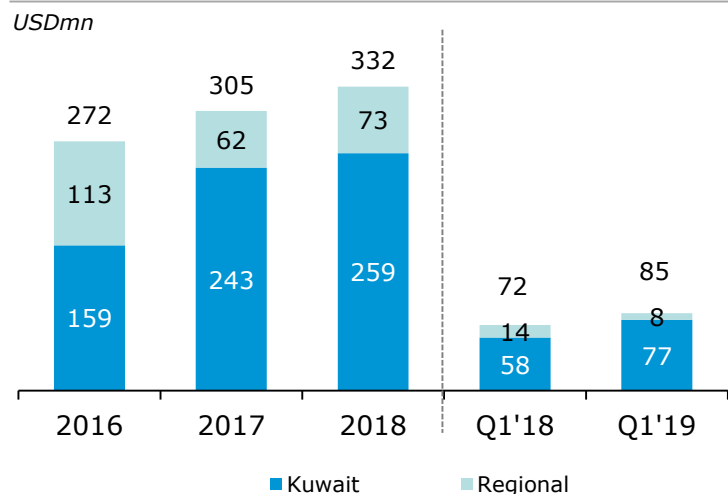


\*United Gulf Bank (UGB) has undergone corporate reorganization (in September 2017) and has split its operations across a holding company - United Gulf Holding Company B.S.C. (UGH) and the regulated banking entity- UGB. For details, please refer press release: [UGB reorganization press release](#). Financials for the years ending 2015 and 2016 and the nine months ending September 2017 correspond to erstwhile UGB

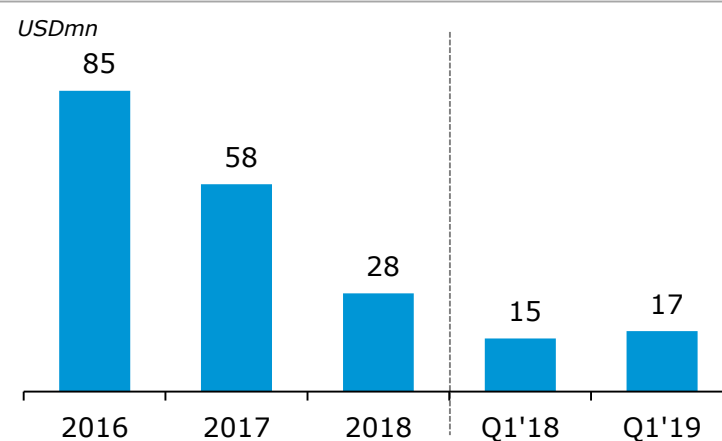
# As UGH was incorporated in September 2017, financials of UGH for 2017 comprise of first nine months results for UGB and Q4'17 results for UGH

# United Real Estate Company (URC)

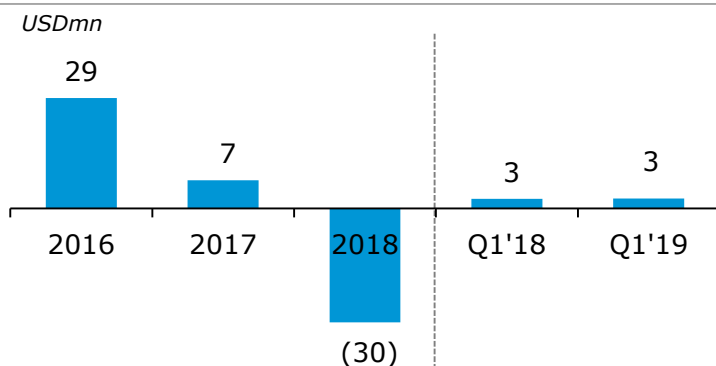
## Total Revenue<sup>1</sup>



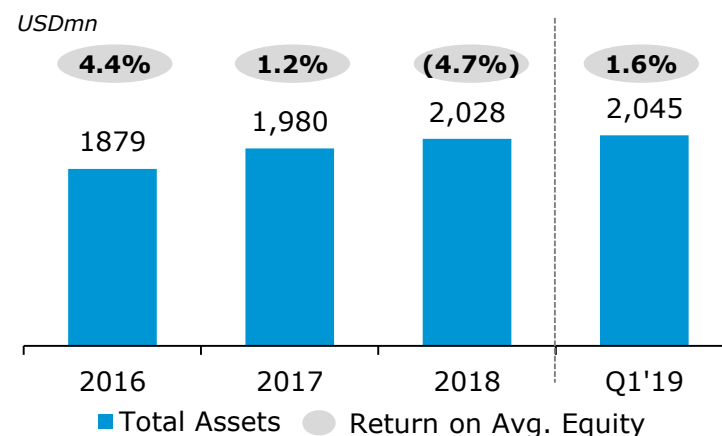
## Operating Profit<sup>2</sup>



## Net Profit



## Total Assets & ROE



<sup>1</sup>Revenue includes income from operational properties, gain on sale of properties, fixed assets & associates, valuation gain on properties, investment income, share in associates' income, interest income & forex ; <sup>2</sup>Operating Profit includes gain on sale of associates, share in associates' income, interest income & forex gains

# OSN

Leading 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

Subscriber base of around 1.2mn, 117k subs for WAVO, 45k subs for OSN Play and 137k subs for OSN Demand

First in the region to introduce digital platform with OSN Play in 2012. Launched its OTT proposition OSN Go in 2014; WAVO has been re-launched in April 2019 with superior user interface and functional capabilities, benchmarked with leading OTT players globally and has seen overwhelming response

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

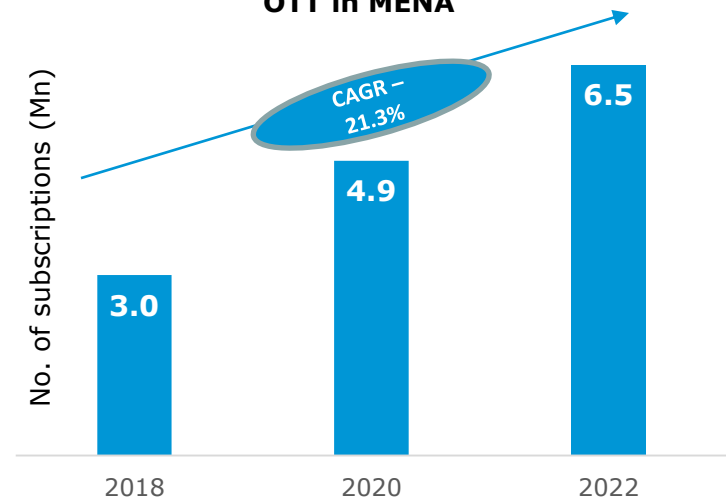
Premium content offerings with over 96 channels incl. 57 HD channels, and 21 owned and operated with 16 Filipino channels

~1,291 employees in 13 offices, 30 retail locations across MENA and a network of 166 partners

## Low Pay TV penetration in MENA indicates huge market potential

	Population (Mn)	Pay TV/ TV Households (%)
<b>MENA Region<sup>1</sup></b>	<b>367</b>	<b>~10%</b>
<b>Latin America</b>	621	44%
<b>UK</b>	67	56%
<b>India</b>	1,352	66%
<b>US</b>	330	79%

## Strong expected growth of OTT in MENA



Source: IHS Market

<sup>1</sup>MENA 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);

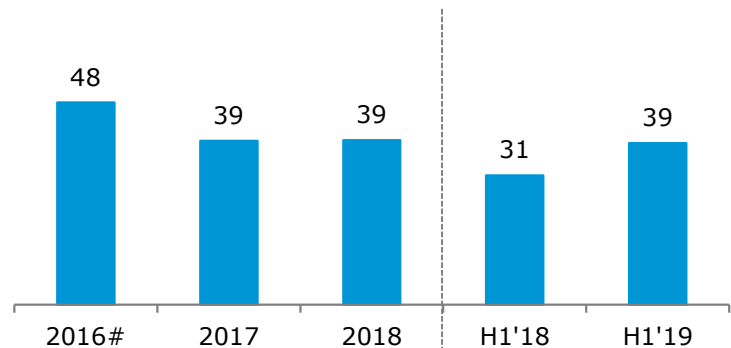
Source: IMF WEO Database April 2019, Euromonitor, Statista, Nielsen, Broadband TV News, Economic times

# Other key entities:

## United Industries Company (UIC)

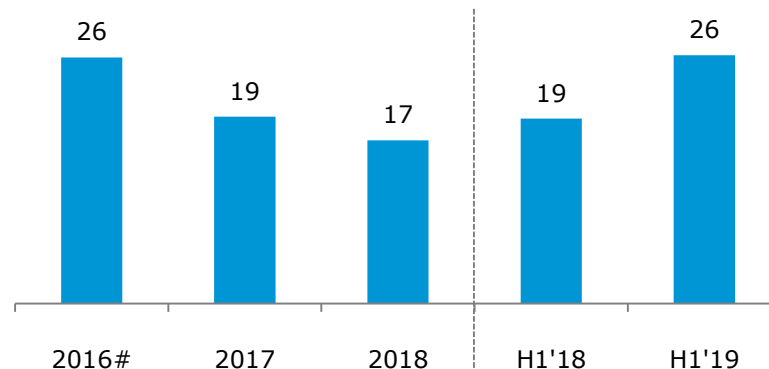
### Total Revenue

USDmn



### Net Profit

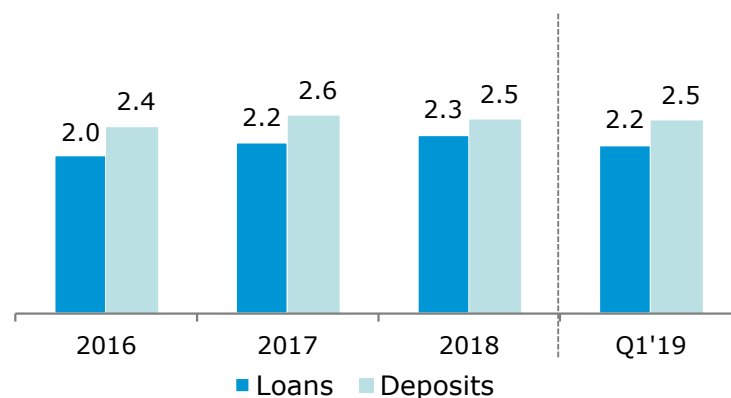
USDmn



## Jordan Kuwait Bank (JKB)

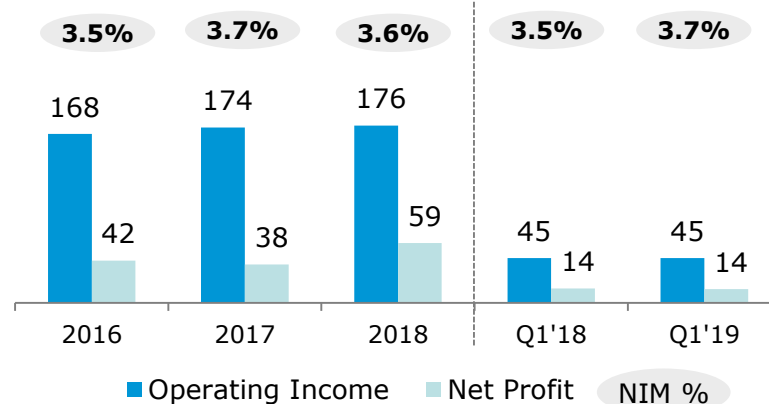
### Loans & Deposits

USDbn



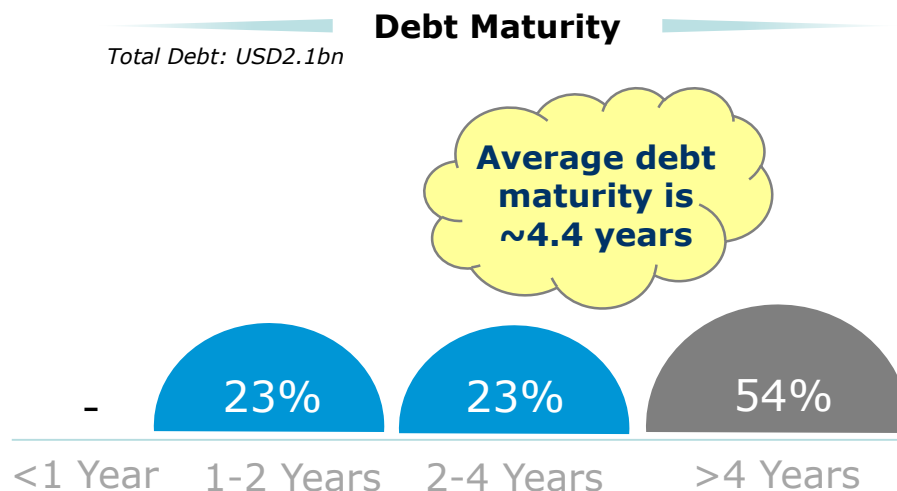
### Operating Income & Net Profit

USDmn



# Includes USD13mn one-off income on reclassification of investment from AFS to associate  
 Notes: Exchange rate of USD/JOD of 0.709 as of 31 March 2019 has been used for conversion

# KIPCO parent debt profile: As at 30 June 2019



- Cash & bank balance of USD827mn
  - The current cash balance covers all debt obligations due till 2022 (1.7x coverage for 2020)
- Placements are with investment grade rated domestic institutions; having short duration and are typically rolled over on a monthly basis

***KIPCO has a comfortable cash balance covering all debt obligations till 2022***

# KIPCO consolidated: Balance Sheet

Consolidated Balance Sheet (USDmn)	2016	2017 Restated	2018	H1 2019
Cash in hand and at banks	4,793	5,160	6,965	5,127
Treasury bills, bonds & other debt securities	2,220	2,126	2,388	2,295
Investment in associates	1,455	1,234	1,083	1,128
Investment in a media joint venture	492	585	-	-
Non-current assets held for sale	-	-	616	663
Investment properties	1,410	1,719	2,056	2,060
Other investments	1,869	2,061	1,705	1,734
Other assets (inc. goodwill & intangibles)	20,576	21,123	19,277	20,181
<b>Total assets</b>	<b>32,814</b>	<b>34,008</b>	<b>34,090</b>	<b>33,187</b>
Due to Banks & Other FI's	7,591	6,621	6,769	4,394
Deposits from Customers	15,844	16,861	16,067	17,681
Debt	4,213	4,881	6,026	5,851
Other liabilities	1,168	1,660	1,906	1,942
Equity attributable to equity holders of the Parent Company	1,550	1,444	911	844
Perpetual capital securities	481	481	481	483
Non-controlling interest	1,967	2,059	1,930	1,992
<b>Total liabilities and shareholders equity</b>	<b>32,814</b>	<b>34,008</b>	<b>34,090</b>	<b>33,187</b>

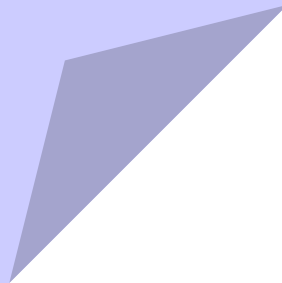
# KIPCO consolidated: Income Statement

Consolidated Income Statement (USDmn)	2016	2017 Restated	2018	H1 2018 Restated	H1 2019
Interest income	1,224	1,270	1,464	721	678
Investment income	92	233	120	29	37
Fees and commission income	184	174	200	78	93
Share of results of associates	118	42	61	42	54
Share of results of a media joint venture	(21)	-	-	-	-
Hospitality and real estate income	254	308	360	154	190
Other revenues	320	227	342	208	173
<b>Total revenues</b>	<b>2,172</b>	<b>2,254</b>	<b>2,546</b>	<b>1,232</b>	<b>1,225</b>
Interest Expenses	791	816	979	463	482
General and administrative expenses	563	607	632	303	306
Other expenses and provisions	468	475	549	251	277
Taxation	60	51	34	26	26
Loss from discontinued operations	-	99	76	65	-
Non-controlling interest	140	128	182	84	90
<b>Net profit attributable to Equity Holders of the Parent Company</b>	<b>150</b>	<b>77</b>	<b>93</b>	<b>40</b>	<b>45</b>
Basic Earnings Per Share, Cents (Reported)	9.4	3.8	4.9	1.9	2.3
Basic Earnings Per Share for continuing operations, Cents (Reported)	-	10.8	10.3	6.5	2.3





Thank you



# A diversified company with deep regional expertise & roots



## We are

Operating holding company with total assets of USD33.2bn<sup>1</sup>

## Geography

Middle East and North Africa (MENA)

## Sectors

Primarily financial services & media

## Track record

27 years of continuous profitability,  
17 years of continuous dividends

## Returns

Attractive shareholder return

Majority owned  
by ruling family  
of Kuwait

A transparent  
company with  
an experienced  
management  
team

Listed on  
Kuwait Stock  
Exchange with a  
market cap of  
USD1.5bn<sup>2</sup>













Credit ratings:  
S&P: BBB-  
Moody's: Baa3

***Gateway to MENA with superior access to opportunities***

<sup>1</sup>As on 30 June 2019

<sup>2</sup>As of 23 July 2019

# Our presence by geographies & sectors

Geography	Major sectors							Revenue (2018) <sup>1</sup>
	Commercial banking	Media	Insurance	Real Estate	AMIB <sup>4</sup>	Industrial	Others	
Kuwait 	●	●	●	●	●	●	●	45%
KSA 		●	●			●		4%
UAE 		●	●	●	●			5%
Bahrain 		●	●	●	●			4%
Qatar 		●		●				1%
Turkey 	●		●					17%
Jordan 	●	●	●	●				9%
Egypt 		●	●	●			●	5%
Algeria 	●	●	●					5%
Iraq 	●	●	●					1%
Malta 	●				●			2%
Tunisia 	●	●			●			1%
Others	●	●	●	●	●		●	1%
Revenue (Q1'19) <sup>2</sup>	44%	13%	19%	10%	4%	6%	4%	
Assets (Q1'19) <sup>3</sup>	71%	5%	5%	8%	7%	2%	2%	

## Attractive presence in high growth economies and promising sectors

Note: The business of OSN represented the entirety of the Group's media operating segment. In accordance with IFRS 5, the investment in OSN is classified as a discontinued operation and accordingly, the media segment is no longer presented in the segment note since Q3'2018

<sup>1</sup> Assuming consolidation of GIG & OSN

<sup>2, 3</sup> Total revenue of USD0.9bn and total assets of USD39.3bn respectively, based on reported

segmental revenue (before inter group eliminations) post consolidation of 100% revenue of GIG & OSN ; <sup>4</sup>AMIB = Asset Management & Investment Banking

# Core holdings

All core holdings are market leaders in their space



**Investing in companies which have potential to be market leaders**

<sup>1</sup> In terms of assets (based on latest financials)

<sup>2</sup> In terms of revenue and countries of operations

<sup>3</sup> By Gross premium written (GPW) and Direct premiums

<sup>4</sup> By GPW

<sup>5</sup> By technical profit among private sector players (all ranking is as of 31 December 2018)