



Investor Presentation | June 2020

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Note: : Exchange rate of USD/KD of 0.30305 has been used in the presentation for financial numbers



Executive Summary

A diversified company with deep regional expertise & roots



We are

Operating holding company with total assets of USD34.0bn¹

Geography

Middle East and North Africa (MENA)

Sectors

Primarily financial services & media

Track record

28 years of continuous profitability,
18 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
USD1.1bn²













Credit ratings:
S&P: BB+
Moody's: Baa3

Gateway to MENA with superior access to opportunities

¹As on 31 December 2019

² As of 31 May 2020

Our presence by geographies & sectors

Geography	Major sectors							Revenue (2019) ¹
	Commercial banking	Media	Insurance	Real Estate	AMIB ⁴	Industrial	Others	
Kuwait 	●	●	●	●	●	●	●	47%
KSA 		●	●			●		3%
UAE 	●	●	●	●	●			4%
Bahrain 		●	●		●			5%
Qatar 		●		●				1%
Turkey 	●		●					13%
Jordan 	●	●	●	●				11%
Egypt 		●	●	●			●	6%
Algeria 	●	●	●					5%
Iraq 	●	●	●		●			1%
Malta 	●				●			2%
Tunisia 	●	●			●			1%
Others	●	●	●	●	●		●	1%
Revenue (2019) ²	47%	11%	18%	11%	5%	4%	4%	
Assets (2019) ³	70%	4%	6%	8%	7%	3%	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

¹ Assuming consolidation of GIG & OSN

^{2, 3} Total revenue of USD3.8bn and total assets of USD40.7bn respectively, based on reported segmental revenue (before inter group eliminations) post consolidation of 100% revenue of GIG & OSN ; ⁴AMIB = 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

¹ In terms of assets (based on latest financials)

² In terms of revenue and countries of operations

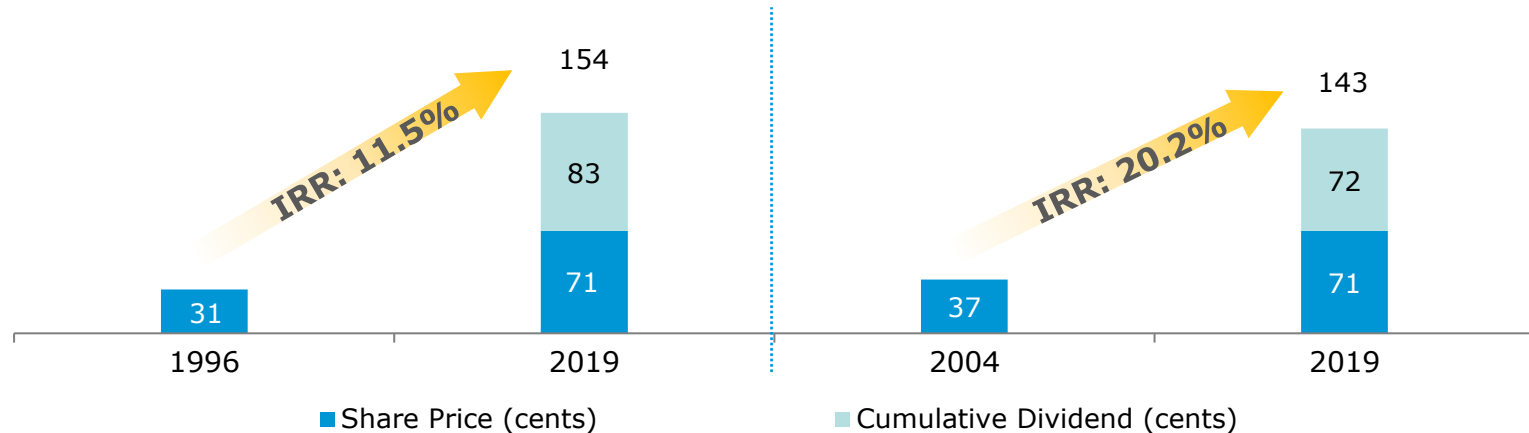
³ By Gross premium written (GPW) and Direct premiums

⁴ By GPW

⁵ By technical profit among private sector players (all rankings as of 31 December 2019)

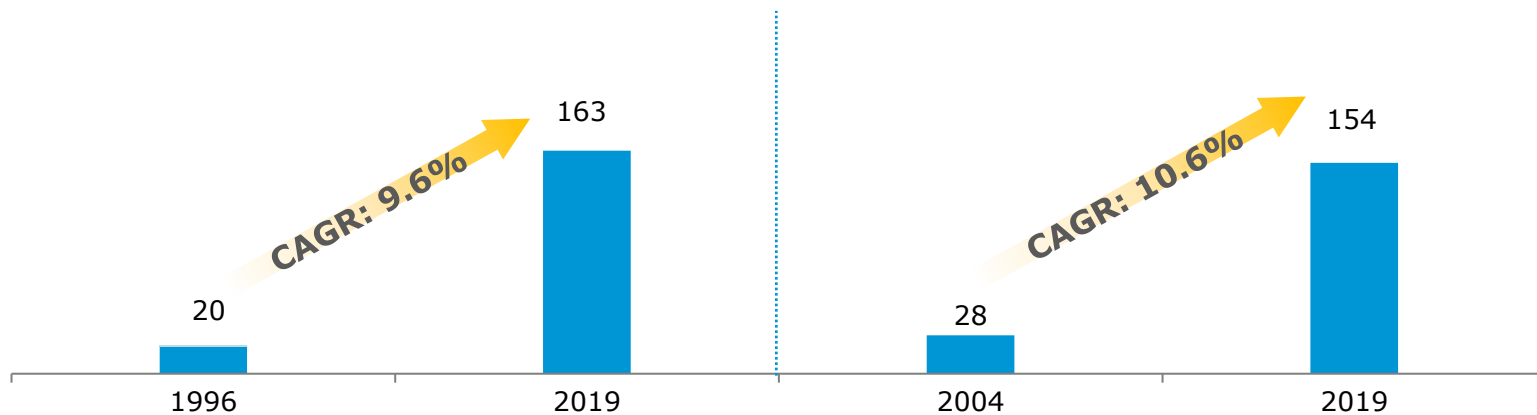
Attractive returns

Total Shareholders' Return Growth¹



¹Represents shareholders returns including dividends, bonus issue, rights issue adjustment and for other corporate actions during the holding period.

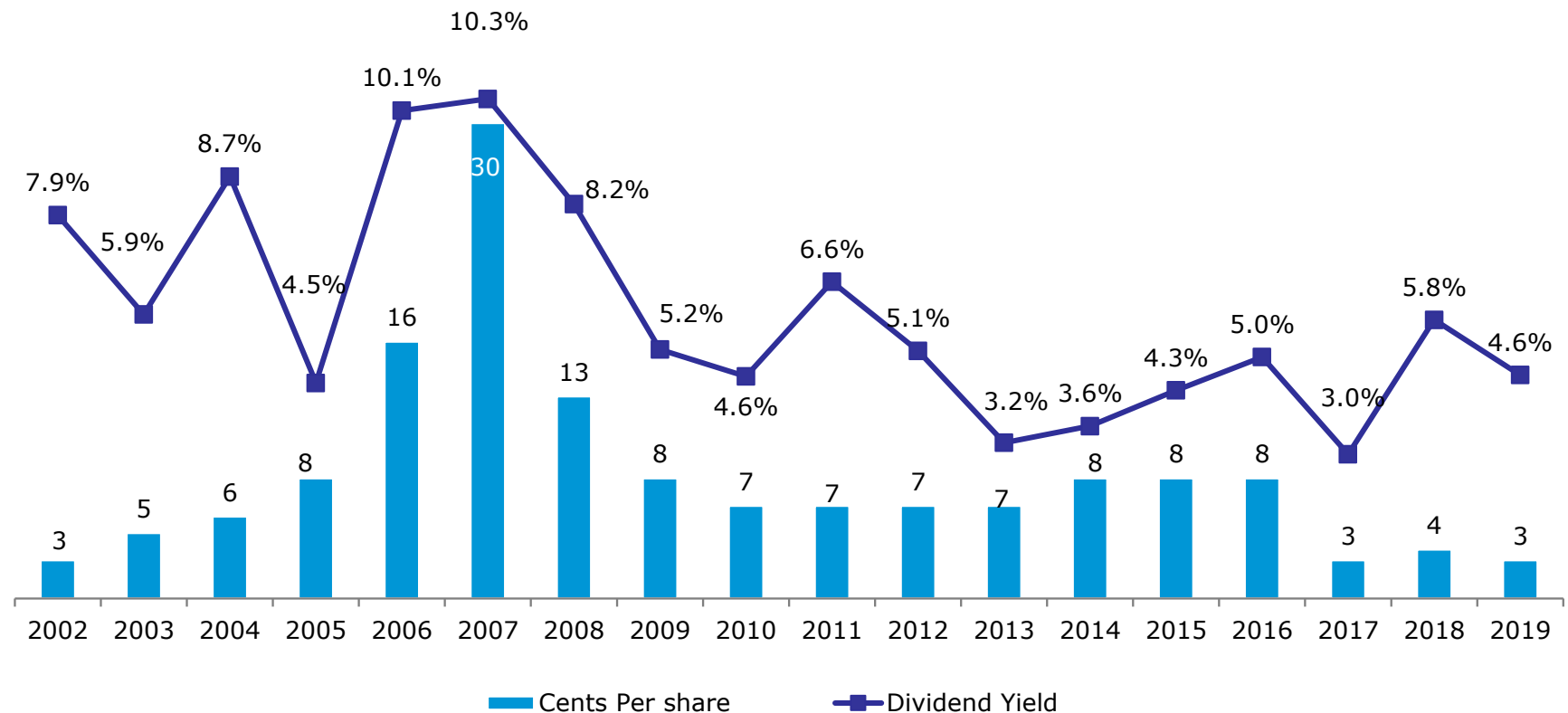
Book Value Per Share Growth (in US cents)²



²Book value growth does not consider dividends paid and is before adjustment for other corporate actions.

Continuous dividends

USD1.8bn in cash dividend paid by KIPCO since 2002



18 years of continuous dividend payments and ~6% average dividend yield

Note: In addition to the above cash dividend, KIPCO also paid stock dividend in 2007 (10%), 2009 (5%), 2010 (5%), 2011 (5%), 2012 (5%), 2013 (5%) and 2017 (5%)
Dividend yield is computed as (Dividend paid for the year/ Closing share price of the year)



Strategy

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*

Invest in companies with sustainable and predictable cashflows

Controlling or majority stakes

Main Entities	 بنك بروٲان BURGAN BANK	 osn	 UGH	 KAMCO INVEST	 gig شركة التأمين البحرينية	 شركة العقارات المتحدة United Real Estate Co
KIPCO Effective Stakes ¹	62.8%	87.6% ⁶	93.1%	57.8% ³	45.6%	73.8%
Board Representation	6 of 9	2 of 7 ⁵	4 of 7 (UGB)	4 of 5	4 of 10 ⁴	5 of 7
Market Cap (USDmn) ²	1,712	Unlisted	1,339	80	380	178
Credit Ratings	S&P: BBB+/A2 Moody's: A3/ P2 Fitch: A+	Unrated	CI: BBB (UGB)	CI: BBB	S&P: A- 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 2019

² Market capitalisation as of 31 May 2020 (Source: Bloomberg for market price)

³ Stake in KAMCO Invest is held through UGH

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

⁶ As on 31 March 2020. Refer Note 31 in KIPCO's consolidated financial statements as on 31-Dec-19 for details

CI = Capital Intelligence

Active management

Key businesses – progress indicators

Businesses	Parameters	Then ¹	Now	Active Management – KIPCO Support & Action
	Net Interest Margin	1995 1.3%	2019 2.4%	<ul style="list-style-type: none"> Transformed from a local player to regional player Focused on growth with prudent loan underwriting
	Sub. Base	1996 -	2019 ~1.1 Mn	<ul style="list-style-type: none"> Merged with Orbit in 2009 to create leading Pay TV operator in MENA Successfully rebranded its OTT proposition, Wavo application to OSN Streaming in April 2020 Gained access to premium content Focused on subscriber acquisition
	Book Value	1998 \$193Mn	2019 \$329Mn	<ul style="list-style-type: none"> Incubated pan-MENA commercial banking network Equipped to assess / develop opportunities identified by KIPCO Refining strategy to add more value to financial services sector
	Rank# (by GPW)	1997 #3 of 5	2019 #1 of 32	<ul style="list-style-type: none"> Transformed from a local player to regional player Market leadership in 4 key geographies Partnered with Fairfax to strengthen operations and enhance growth
	AuM	2000 \$0.7Bn	2019 \$13.9Bn²	<ul style="list-style-type: none"> Spun-off AM/IB division to separate client funds from KIPCO funds Full range of asset management, investment banking and brokerage Streamlined operation in 2012 to focus on core business and initiated growth strategy in 2014 Acquired majority stake in Global Investment House and merged both operations in November 2019

Number of success stories demonstrating consistent track record of value creation

¹ Year of incorporation/acquiring substantial stake

² Includes AUM of Global Investment House

#Represents rank in Kuwait

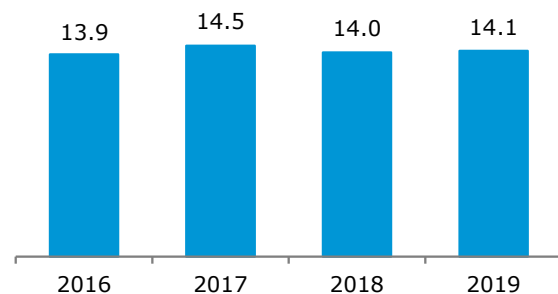


Performance Update

Burgan Bank Group (BBG)

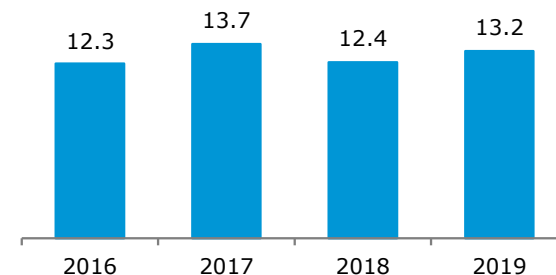
Loans

USDbn



Deposits

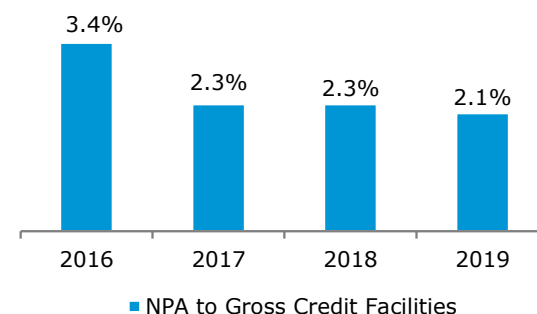
USDbn



Asset Quality

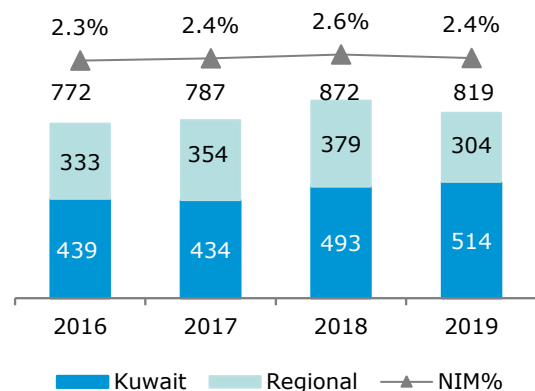
■ NPA coverage with collateral
■ NPA coverage without collateral

194%	233%	241%	281%
124%	159%	171%	202%



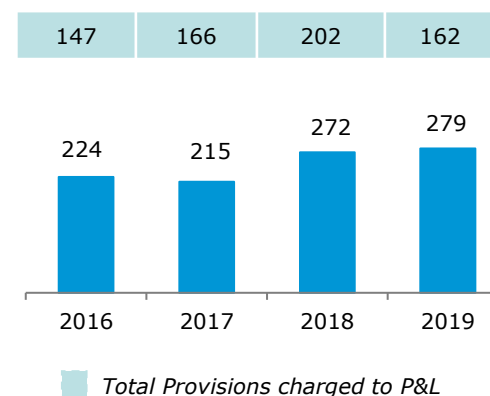
Operating Income

USDmn



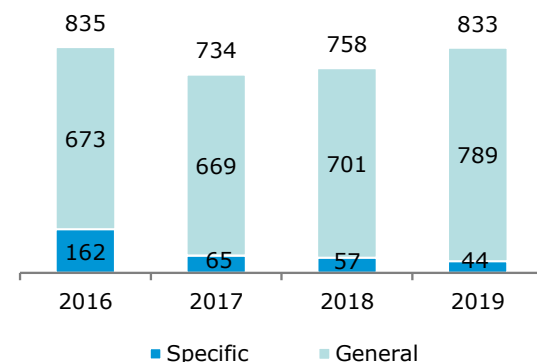
Net Profit & Provision

USDmn



Total Provision

USDmn

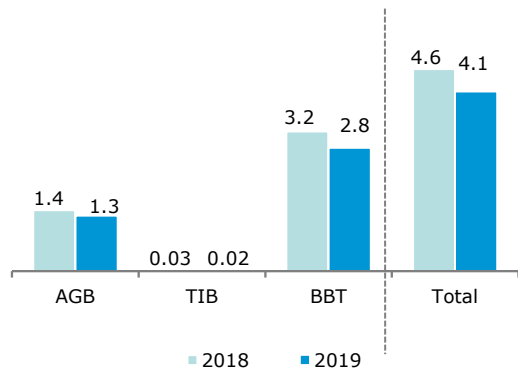


**Strong performance reflecting operational capabilities with strict focus on asset quality;
Basel III CAR : 16.8%**

BBG: Regional operations

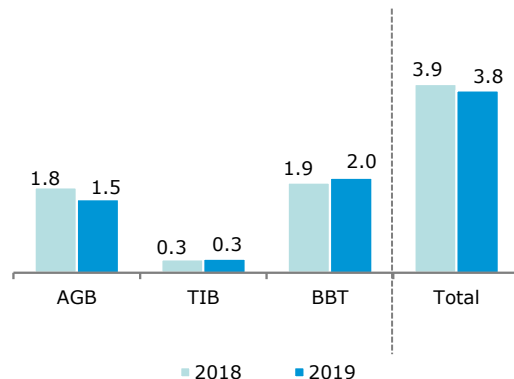
Loans[^]

USDbn



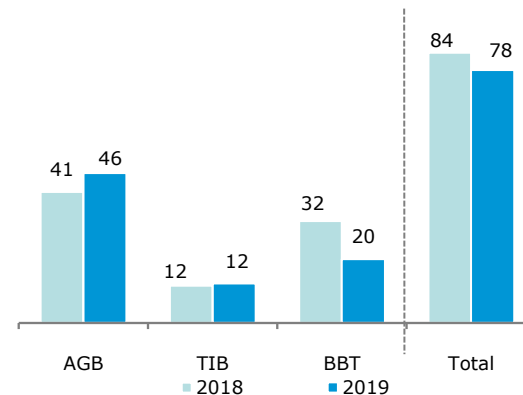
Deposits[^]

USDbn



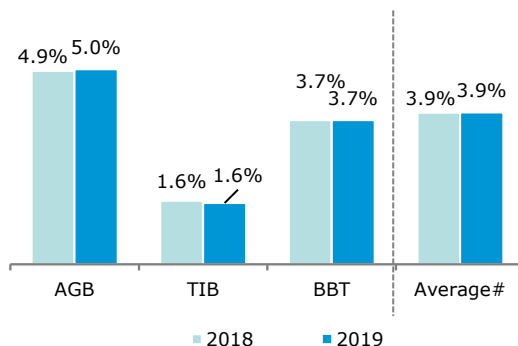
Net Profit

USDmn



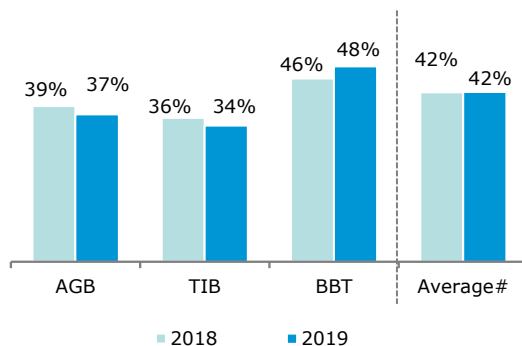
Net Interest Margin*

Percentage



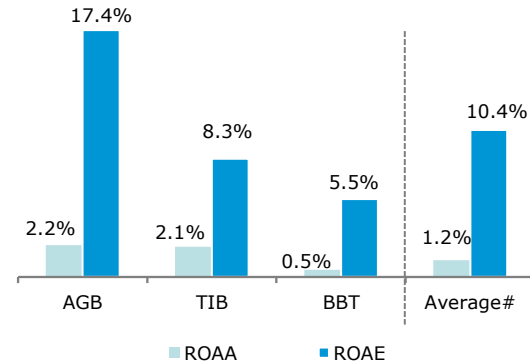
Cost to Income*

Percentage



Return on Assets & Equity*

Percentage



* For calculation of 2019 ratios for AGB, TIB, BBT net profit and net interest income of eleven month is used due to one-month lag in reporting

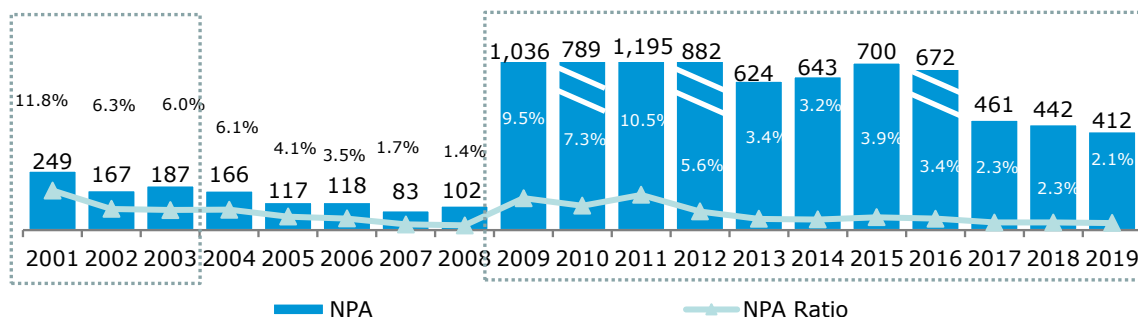
Represents weighted average figures using the denominator of respective ratio as weights

^ For 2019 BoB is classified as asset for sale thus for like to like comparison 2018 financials are adjusted

BBG: NPA¹ & provisioning trend

NPA Trend

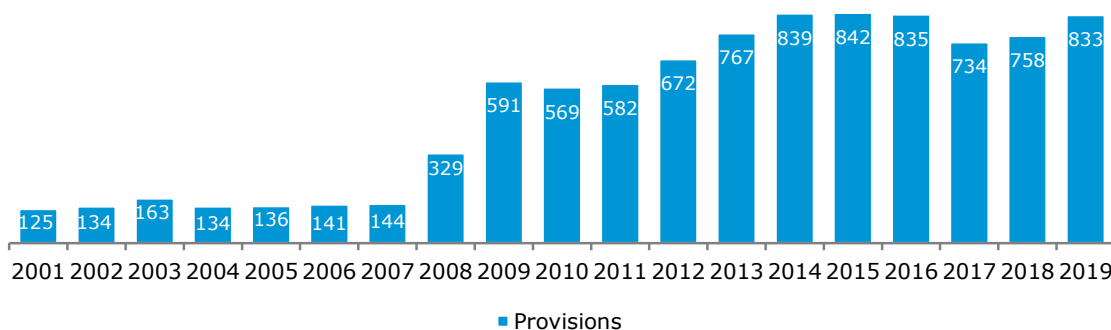
NPA (USDmn)
NPA Ratio (Percentage)



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%	241%	281%
50%	80%	87%	81%	116%	119%	165%	321%	57%	72%	49%	76%	123%	131%	120%	124%	159%	171%	202%



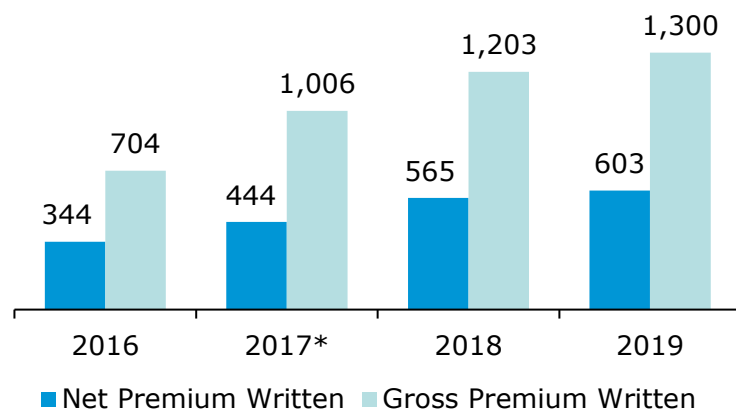
- ▶ At end of 31 December 2019, NPA coverage with provisions and collaterals was **281%**
- ▶ NPA Ratio was 2.1% as on 31 December 2019
- ▶ ~95% provisions in general category as on 31 December 2019
- ▶ Prudent approach to credit cycle
 - Loan Loss Reserves (against Loans and Advances to Customers) created during 2008-09 **higher than those created during 2000-01 cycle**

¹NPA includes on balance sheet and off balance sheet exposure

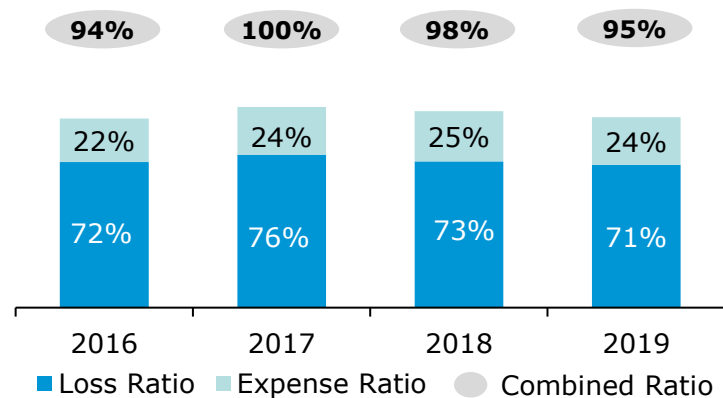
Gulf Insurance Group (GIG)

Gross & Net Premium Written

USDmn

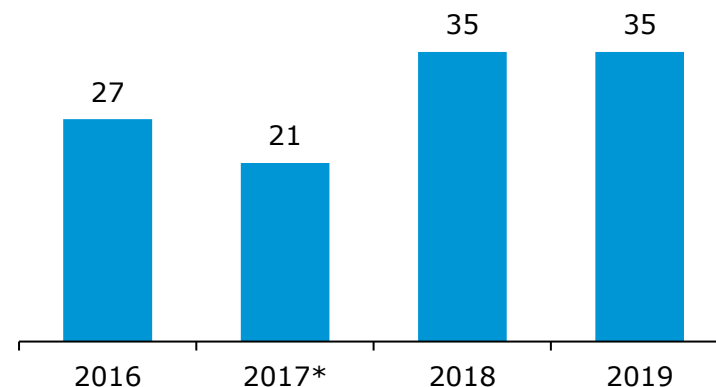


Combined Ratio



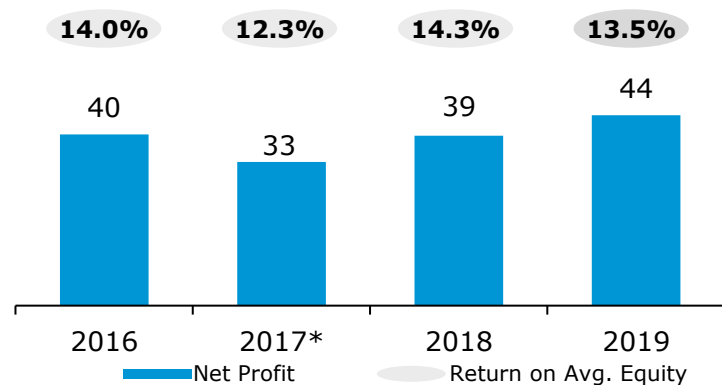
Net Investment Income

USDmn



Net Profit & ROE

USDmn



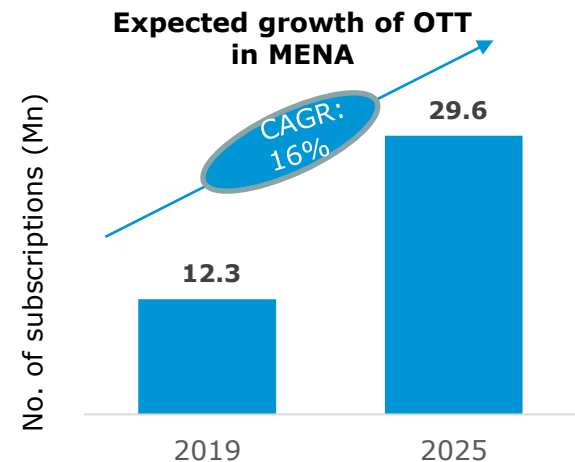
*Restated

OSN Background

- Operates an increasingly platform-agnostic pay-TV network across multiple platforms:
 - Direct-to-home (DTH), Cable fibre & Internet Protocol television (IPTV), Commercial and Over-the-top (OTT)
- Offers premium content with 85 channels and largest numbers of HD channels in the region
 - Exclusive contracts with major Hollywood studios
 - Biggest blockbuster movies and latest series
 - First window OTT rights from major studios
- Has rights across 25 countries in the MENA including majority of Western programs paired with an extensive tailored local offering
- Employs ~700 people in 13 offices, 26 retail locations across MENA and a network of 148 partners

MENA Pay Tv Potential

	Population (Mn)	TV Households (Mn)	Pay TV/ TV Households (%)
MENA Region¹	367	72	~10%
Latin America	621	56	44%
UK	67	27	56%
India	1,352	197	66%
US	329	120	79%



Source: Digital TV Research (Jan'20)

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

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

OSN Update



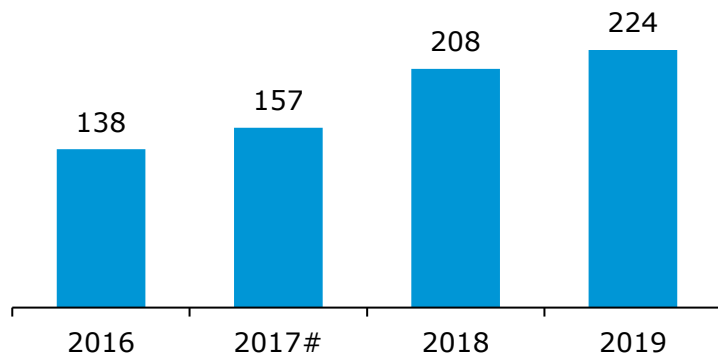
Operational turnaround complete; financial turnaround expected in 2020

Increased stake to 87.6%

United Gulf Holding Company (UGH)

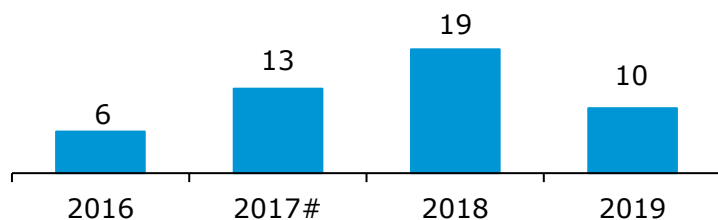
Revenue

USDmn



Net Profit & Provisions

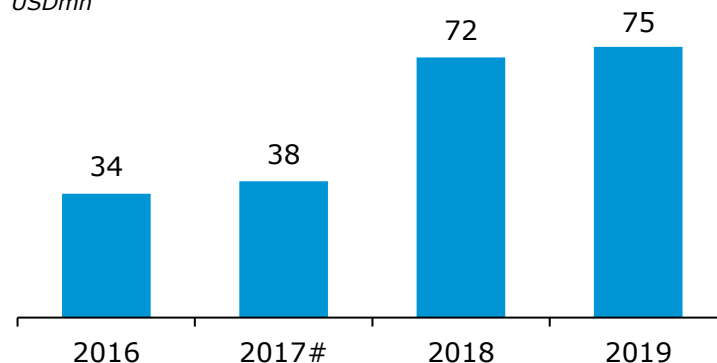
USDmn



Total Provisions Charge to P&L

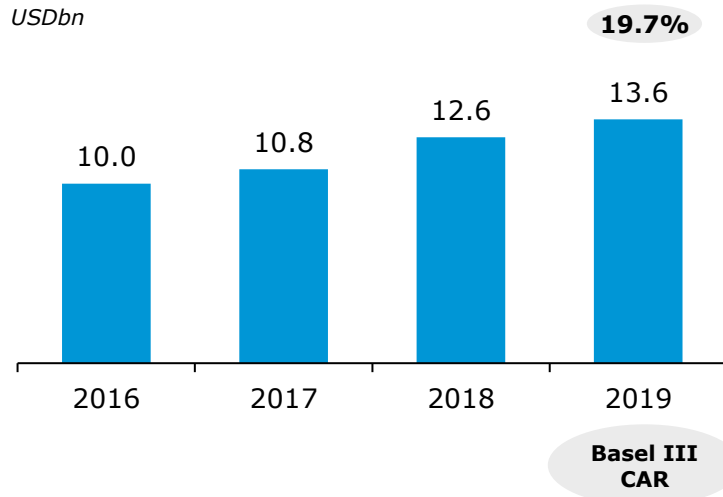
Fee & Commission Income

USDmn



AuM & Capitalisation

USDbn

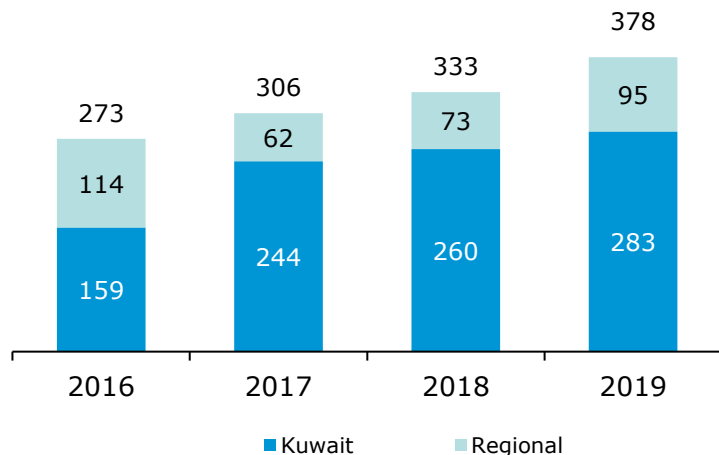


As UGH was incorporated in September 2017, financials of UGH for 2017 comprise of first nine months results for UGB and Q4'17 results for UGH

United Real Estate Company (URC)

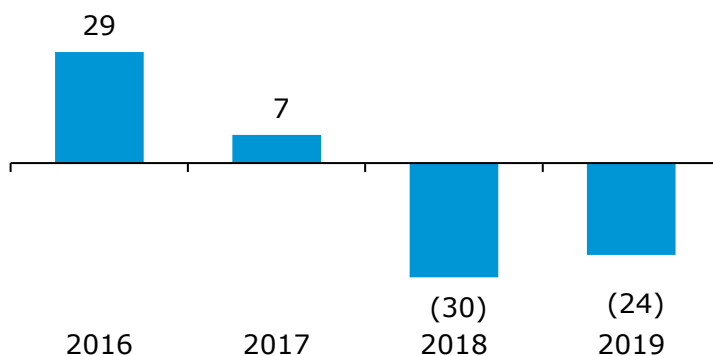
Total Revenue¹

USDmn



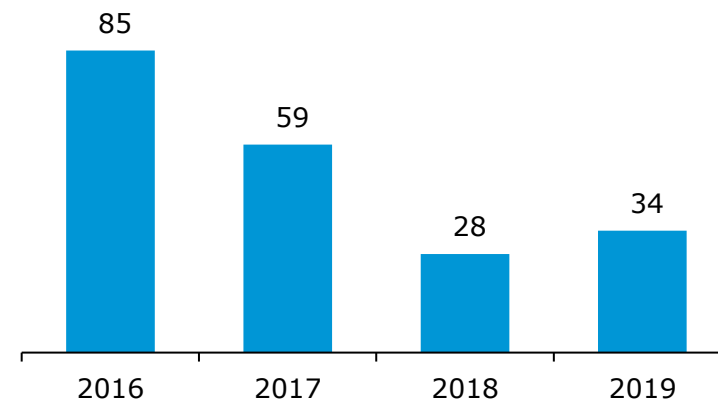
Net Profit

USDmn



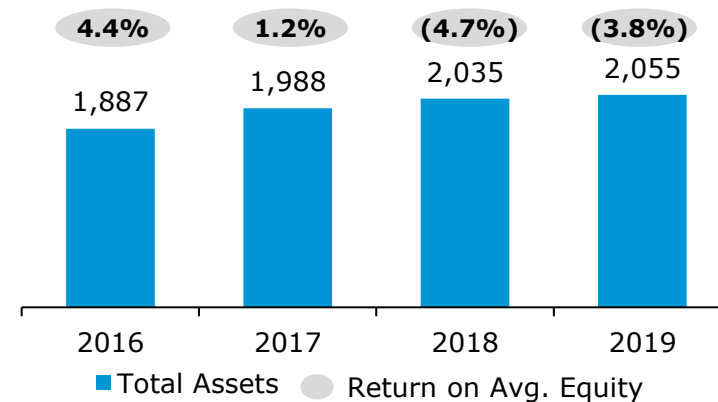
Operating Profit²

USDmn



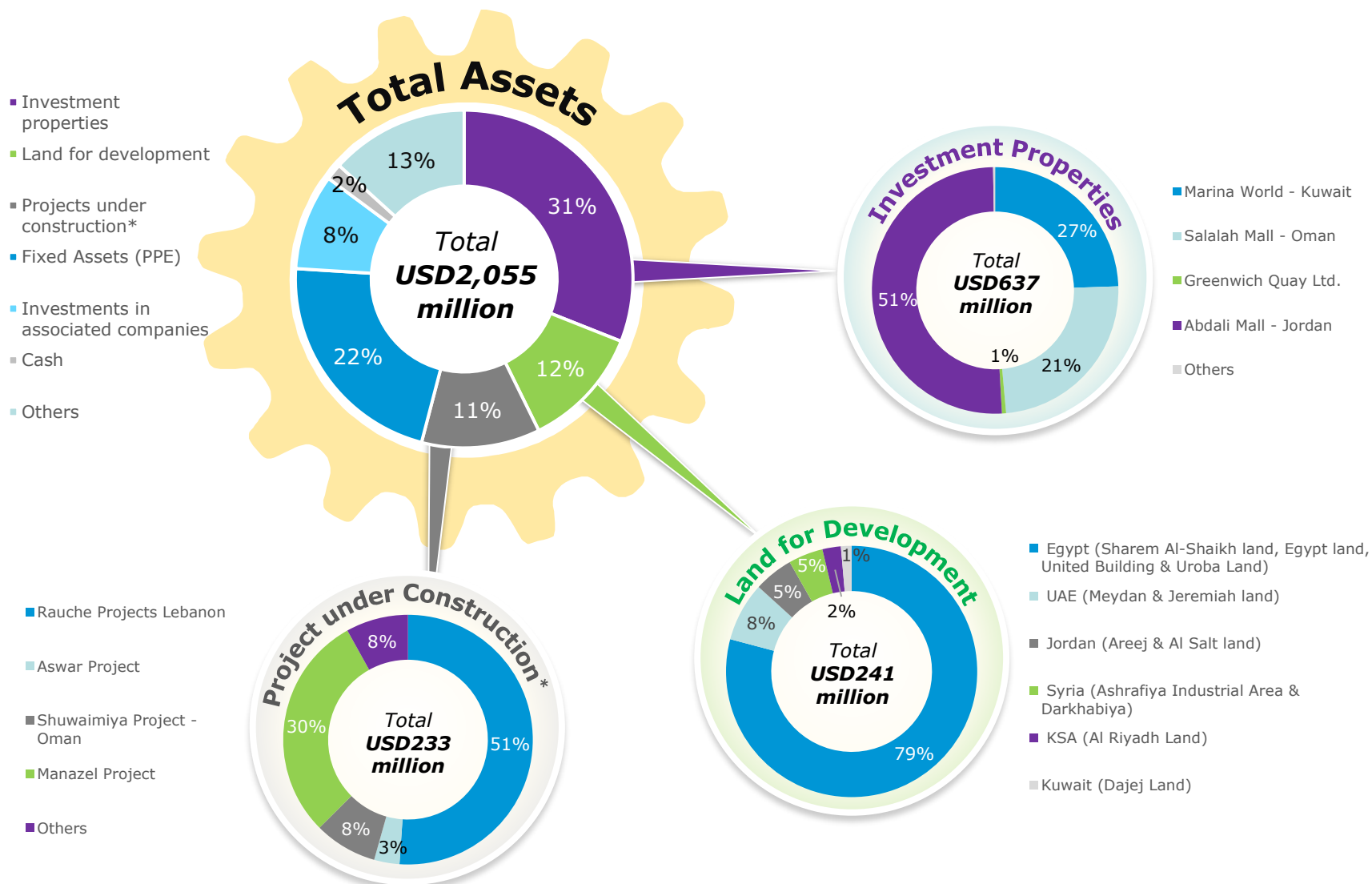
Total Assets & ROE

USDmn



¹Revenue 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 ; ²Operating Profit includes gain on sale of associates, share in associates' income, interest income & forex gains

URC: Balance sheet (Break-up)¹



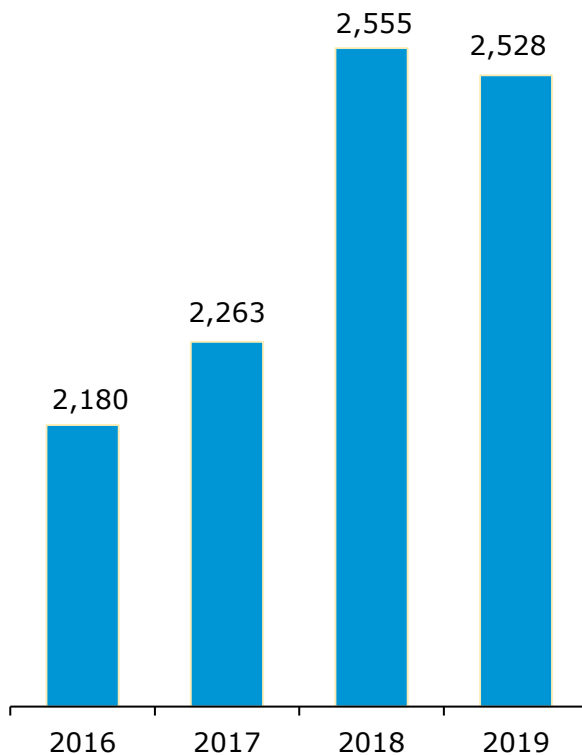
* Includes Raouche, Aswar & Manazel which are reported under inventory in the financials

¹ As on 31 December 2019

KIPCO consolidated: Financial performance

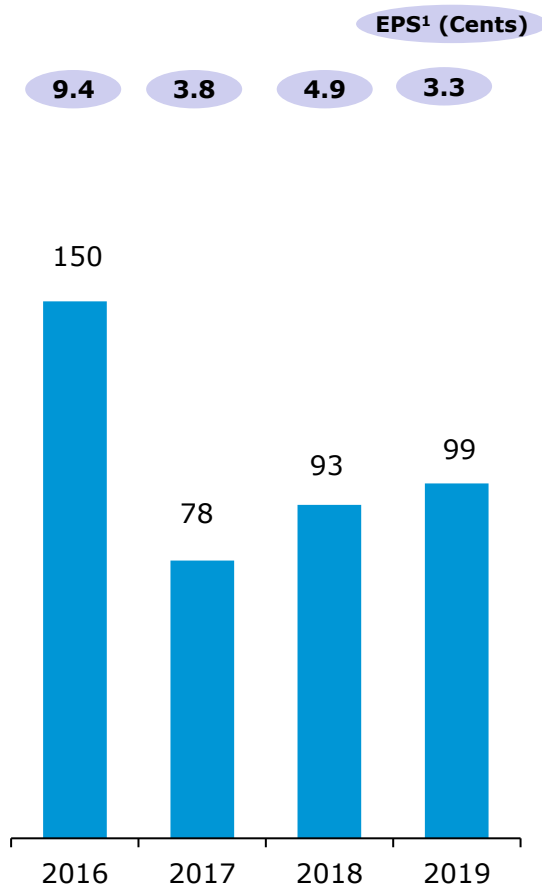
Revenue

USDmn



Net Profit

USDmn



Consolidated Assets

USDbn



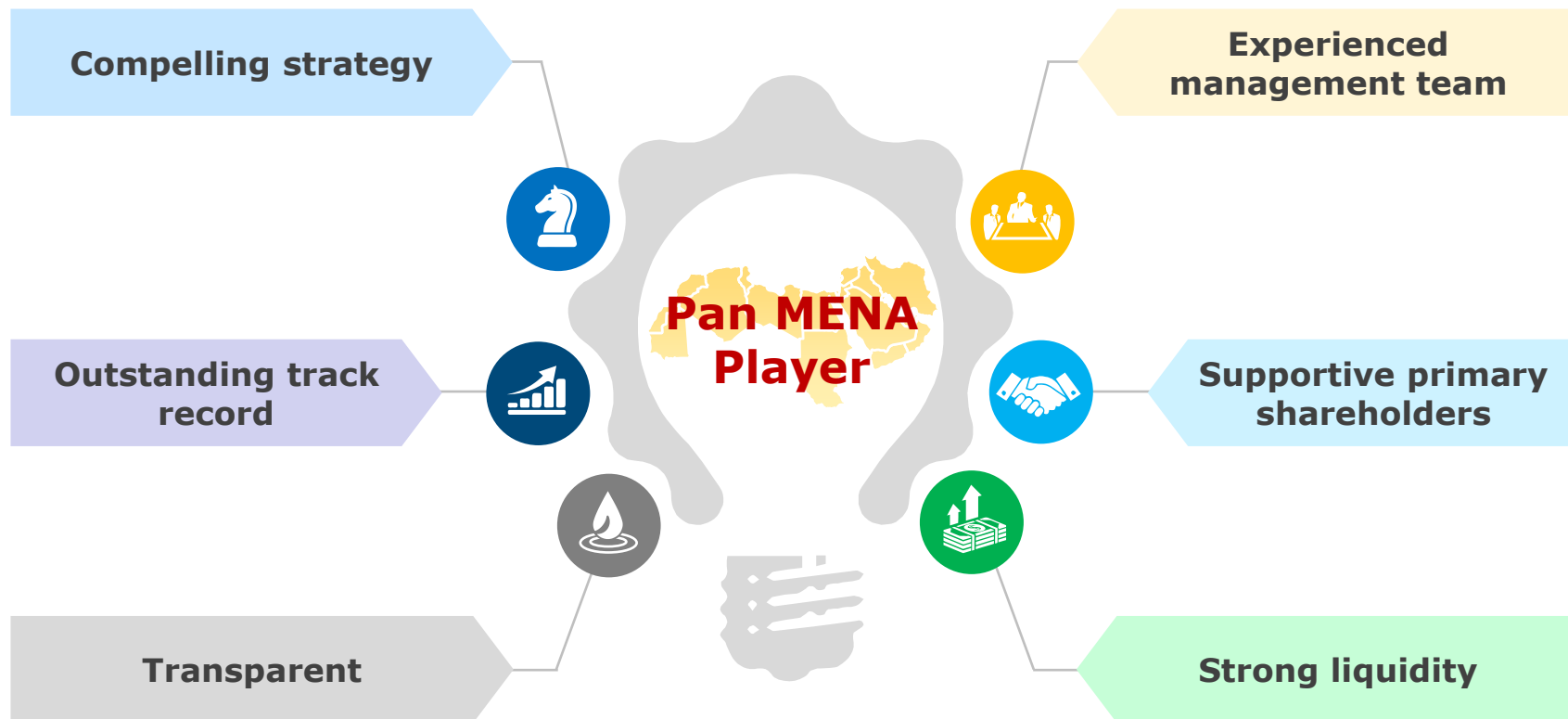
Note: Exchange rate of USD/KD of 0.30305 has been used in the presentation for financial numbers

¹Basic Earning per share (reported)



Why KIPCO

Why KIPCO?



Well positioned to deliver 15%+ return in medium term



Thank you



Annexure 1: Portfolio Companies

Burgan Bank (BB): Overview

Overview



- Kuwait based commercial bank with regional presence in seven countries
- 2nd largest conventional bank in Kuwait in terms of assets (Total Assets of USD23bn¹)
- Offers a wide range of corporate, retail & treasury products through a network of 164 branches¹
- Listed on the Boursa Kuwait with a market cap of USD1,712mn²
- BBB+ rating from S&P, A3 from Moody's, A+ from Capital Intelligence and A+ from Fitch Ratings.
- KIPCO group holds 62.8% stake, while KIPCO directly holds 41.3% stake¹
- First ISO certified bank in GCC to achieve certification for all its banking operations



Key highlights of 2019 results:

- ▶ Net profit margin improved from 31.1% in 2018 to 34.1% in 2019
- ▶ NPA ratio reduced to 2.1% in 2019 from 2.3% in 2018
- ▶ Basel III CAR of 16.8%¹

A regional player with presence in growth markets

¹Represents figure as on 31 December 2019

²As on 31 May 2020

Gulf Insurance Group (GIG): Overview

Overview



- Multi-line insurance provider with presence across 11 MENA countries through subsidiaries
- Provides marine, aviation, property, engineering, casualty, life & health insurance, & motor insurance
- Operates through a network of more than 50 branches in MENA
- Market leader in Kuwait (by GPW and direct premiums) for 16 consecutive years
- Market leader in 4 countries
- Listed on the Boursa Kuwait with a market cap of USD380mn²
- A- rating from S&P; A3 rating from Moody's; A rating from AM Best
- KIPCO group holds 45.6% stake, while KIPCO directly holds 40.9% stake¹



Recent Highlights

Key highlights of 2019 results:

- ▶ NPW increased by 6.7% to USD603mn in 2019 vs. USD565mn in 2018 supported by improvement in all divisions
- ▶ Net profit improved by 12% to USD44mn in 2019 from USD39mn in 2018
- ▶ Composition of GPW
 - Line of business: 55% Life & Medical; 45% Non-Life (3% Marine & Aviation, 13% Property, 15% Motor, 7% Engineering and 7% General)

Ranked 8th among the private sector players in the MENA (by GPW)

¹Represents figure as on 31 December 2019

²As on 31 May 2020

United Gulf Holding Company (UGH): Overview

Overview



شركة الخليج المتحد القابضة
United Gulf Holding Company B.S.C.

- Asset management and investment banking (AMIB) business
- Offers asset management, corporate finance advisory and brokerage services
- Listed on the Bahrain stock exchange with a market cap of USD1,339mn²
- Credit rating of BBB (UGB) from Capital Intelligence
- KIPCO group holds 93.1% stake, while KIPCO directly holds 48.4% stake¹



Recent Highlights

Key highlights of 2019 results:

- ▶ 7.9% increase in revenue to reach USD224mn in 2019 vs. USD208mn in 2018
- ▶ Fees and commission income increased by 4.1% to reach USD75mn in 2019 vs. USD72mn in 2018
- ▶ CAR for UGB is 19.7%¹

Focused on growing the financial services network across the MENA region

¹Represents figure as on 31 December 2019

²As on 31 May 2020

United Real Estate Company (URC): Overview

Overview



- Leading integrated real estate company with presence in Kuwait & MENA
- Presence across retail, hospitality, residential and office sector
- Engaged in developing Kuwait's first-ever comprehensive mixed-use district - Hessa Al Mubarak District, an urban cluster consisting of retail, office, and residential components
- Listed on the Bursa Kuwait with a market cap of USD178mn²
- Major real estate player in Kuwait, ranked third in real estate sector on KSE (total assets basis)
- KIPCO group holds 73.8% stake, while KIPCO directly holds 53.8% stake¹



Recent Highlights

Key highlights of 2019 results:

- ▶ 12.5% growth in total revenue in 2019 to reach USD375mn vs. USD333mn in 2018
- ▶ Hospitality and real estate income grew by 8.5% to reach USD356mn in 2019 vs. USD328mn in 2018
- ▶ Over the next few years, targets to develop projects in Morocco

Devoted to excellence in securing and managing the best prospect developments, providing the best quality services and allegiance to entrusted clients

¹Represents figure as on 31 December 2019

²As on 31 May 2020

Major real estate properties developed & operated by URC



*Acquired
Fairmont Hotel,
Egypt*

1979



*Developed
Al Khour Resort,
Kuwait as BOT*

1994



*Developed Saleh
Shehab, Kuwait as
BOT*

1997



*Developed
Al Shaheed Tower,
Kuwait*

1999



*Developed Marina
Hotel,
Kuwait as BOT*

1999



*Acquired
City Tower,
Kuwait*

2001



*Acquired
Bhamdoun Hotel,
Lebanon*

2001



*Acquired
Marina Plaza,
Kuwait*

2003



*Developed
Marina World,
Kuwait as BOT*

2003



*Developed
KIPCO Tower,
Kuwait*

2005



*Developed
Salah Mall,
Oman*

2012



*Developed
Abdali Mall,
Jordan*

2016

United Industries Company (UIC): Overview

Overview



- Established in 1979, UIC invests in the industrial sector in Kuwait and the region
- Major investments are OREC (36%), QPIC (31%) & ATC (19%)
- KIPCO group holds 77.8% consolidated stake, while KIPCO directly holds 53.4%¹



Key highlights of 2019 results:

- ▶ Revenue increased by 19.0% to USD47mn in 2019 vs. USD39mn in 2018 due to higher income from associates (increase of ~USD6mn)
- ▶ Net profit increased by 35.4% to USD22.9mn in 2019 vs USD17.0mn in 2018 on the back of increase in total revenue (by ~USD8mn)
- ▶ Total assets increased by 5.8% to reach USD901mn in 2019 as compared to 2018

Aims to invest in specialized activities in the Industrial sector

¹Represents figure as on 31 December 2019

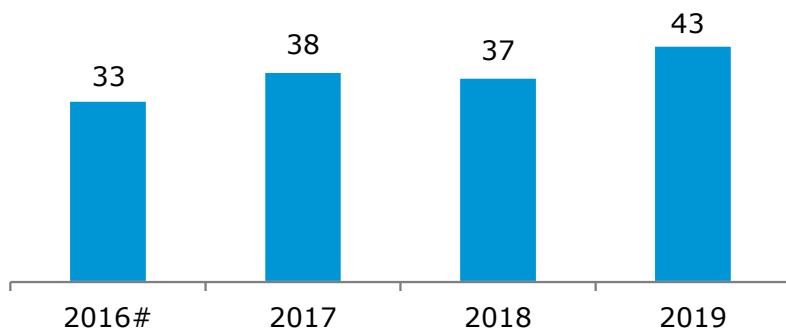
QPIC = Qurain Petrochemicals Industries Co.

ATC = Advance Technology Co.

United Industries Company: Financial performance

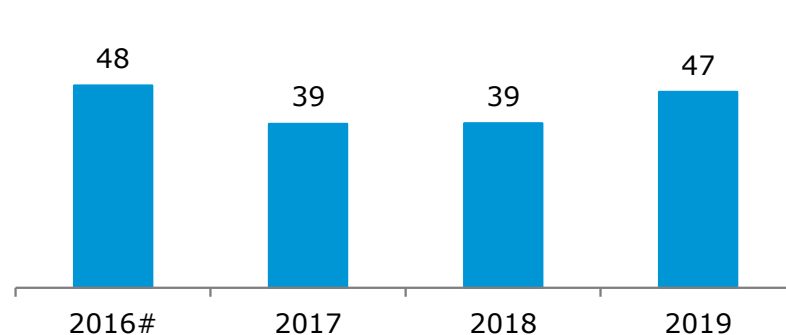
Income from Associates

USDmn



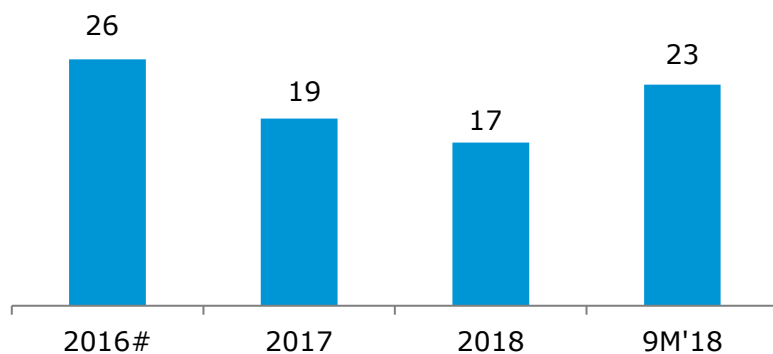
Total Revenue

USDmn



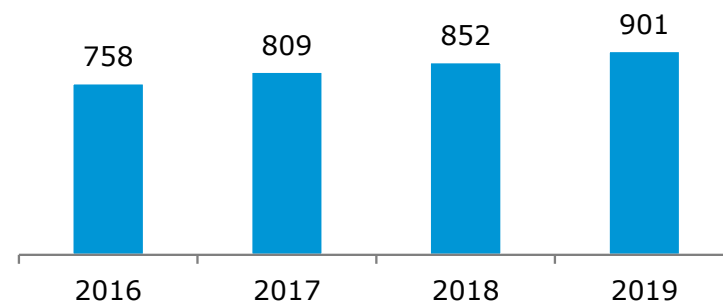
Net Profit

USDmn



Total Assets

USDmn



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

Qurain Petrochemicals Industries Co. (QPIC): Overview

Overview



- Holding company focusing on investment opportunities in food, petrochemicals, oil, gas & energy related sectors
- Four petrochemical investments in Kuwait i.e. EQUATE, TKOC, KARO & TKSC
- Listed on the Bursa Kuwait, with a market cap of USD812mn²
- KIPCO group through UIC holds 32% stake¹



Key highlights of 2019/20 results, over 2018/19 results:

- ▶ Total revenue increased by 17.3% to reach USD756mn in FY2019/20
- ▶ Total assets increased by 6.6%% to reach USD2.6bn in FY2019/20 as compared to USD2.4bn at end of FY2018/19
- ▶ Gross profit increased by 19.6% to reach USD250mn in FY2019/20 vs. USD209mn in FY2018/19

QPIC aims to become a leading company in the energy and petrochemical sectors through direct investments/ JVs/ alliances as well as through the creation of new, innovative investment opportunities in the petrochemical and related sectors

TKOC = The Kuwait Olefins Company,
Financial Year Ended : March

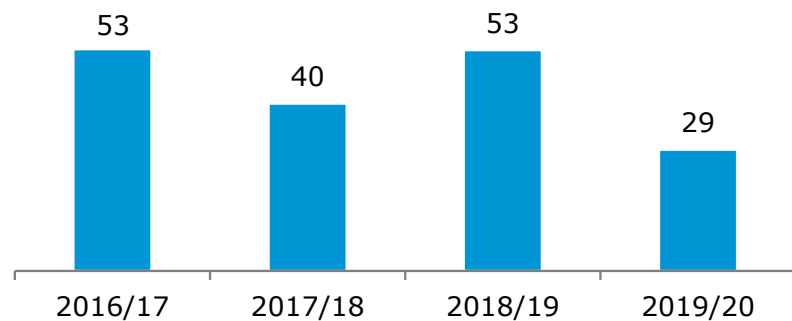
KARO = The Kuwait Aromatics Company,
¹Represents figure as on 31 December 2019

TKSC = The Kuwait Styrene Company
²As on 31 May 2020

QPIC: Financial performance

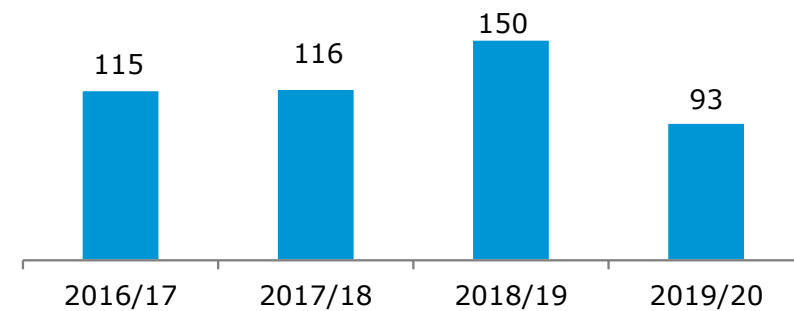
Share of Income from Associates

USDmn



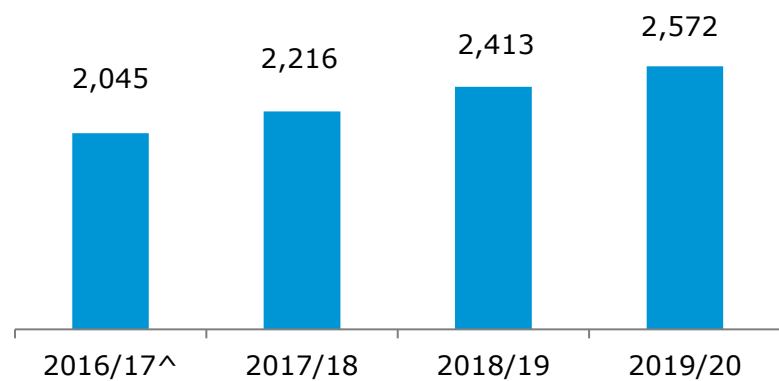
Net Profit

USDmn



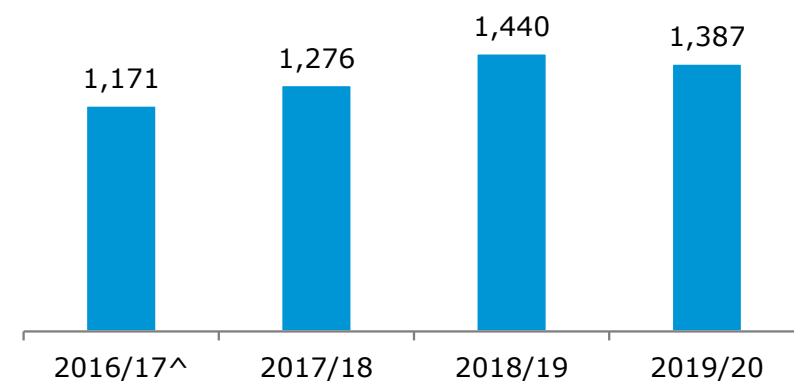
Total Assets

USDmn



Total Shareholder's Equity

USDmn



^ Restated in the 2017-18 financial statements

Jordan Kuwait Bank (JKB): Overview

Overview



- Jordan based commercial bank with operations in Jordan, Palestine and Cyprus
- Listed on the Amman stock exchange with a market cap of USD370mn²
- 5th largest conventional bank in Jordan in terms of assets (Total assets of USD3.9bn¹)
- Offers a wide range of corporate, retail & treasury products through a network of 65 branches*
- KIPCO group holds 51.1% stake¹



Key highlights of 2019 results:

- ▶ Net profit declined 29.0% to USD42.2mn in 2019 vs USD59.4mn in 2018
- ▶ Cost to Operating income ratio reduced to 50.7% in 2019 vs 41.9% in 2018

* As of 31 December 2019

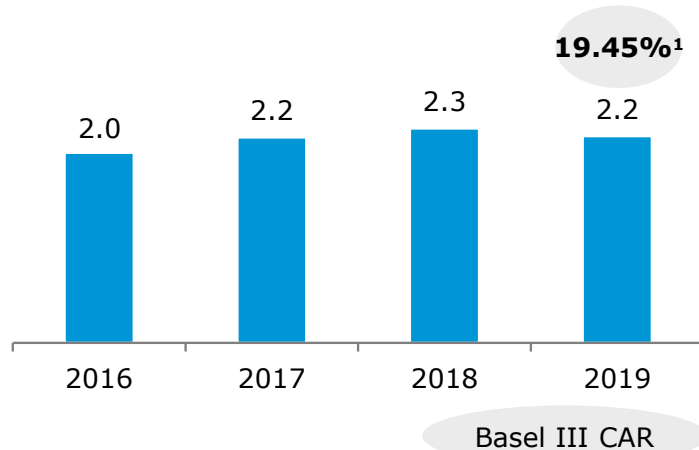
¹Represents figure as on 31 December 2019

²As on 31 May 2020

Jordan Kuwait Bank

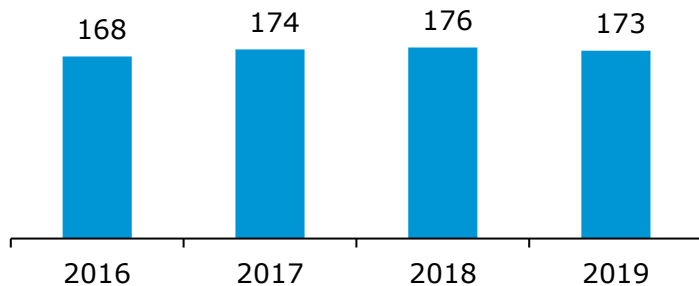
Loan Growth

USDbn



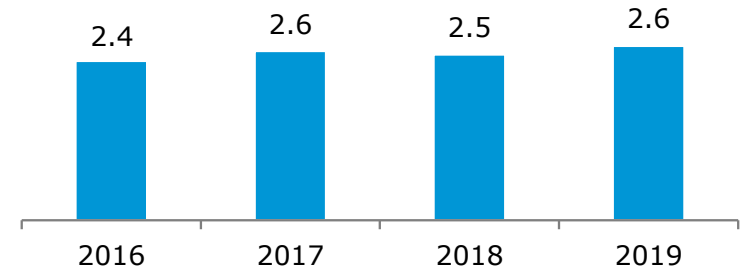
Operating Income

USDmn



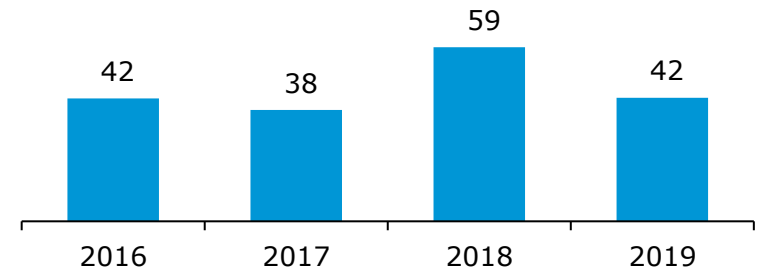
Deposit Growth

USDbn



Net Profit

USDmn



Notes: Exchange rate of USD/JOD of 0.7090 as of 31 December 2019 has been used for conversion

¹ As of 31 December 2019



Annexure 2: Executive Management

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)



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



Mazen Hawwa | Deputy Group COO And Group Executive VP - Finance

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



Eric Schumacher | Group Treasurer

- ▶ Joined KIPCO in 2019, previously held leading positions in Citi and HSBC
- ▶ Holds an MBA from Concordia University in Canada and is a Chartered Financial Analyst



Joe Kawkabani | Group Chief Strategic Initiatives Officer

- ▶ Joined KIPCO in 2018, previously set up and served as CEO of CPC Africa
- ▶ Holds a Bachelor's Degree in Business Administration from Saint Joseph University



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



Pinak Maitra | Group CFO

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



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



Annexure 3: Key Companies

KIPCO group companies



**Masaud Mahmoud
Haji Jawhar Hayat**
Vice Chairman & Group
CEO
Burgan Bank



Burgan Bank is one of Kuwait's leading commercial banks. Burgan has 30 branches in Kuwait and one of the biggest ATM networks in the country. Burgan is one of the MENAT region's fastest growing banks and has controlling stakes in Burgan Bank Turkey and Gulf Bank Algeria. Burgan is listed on the Boursa Kuwait.

www.burgan.com



**Khaled Saoud Al
Hassanf**
Group CEO
GIG



The Gulf Insurance Group (GIG) is the leading insurance company in Kuwait and has become one of the MENA region's biggest insurance networks with operating companies in Saudi Arabia, Jordan, Lebanon, Syria, Egypt and Bahrain. It also has operations in UAE and Turkey. GIG offers a full range of products including life, motor, accident and medical insurance. The company is listed on the Boursa Kuwait.

www.gulfinsgroup.com



Faisal Sarkhou
CEO
KAMCO Invest



KAMCO Invest is a regional non-banking financial powerhouse headquartered in Kuwait with offices in key regional financial markets. It offers integrated investment solutions covering asset management, investment banking and brokerage. KAMCO Invest is listed on Boursa Kuwait.

www.kamcoinvest.com



Hussain A. Lalani
CEO
UGH



United Gulf Holding Company B.S.C. (UGH) is a public Bahraini shareholding company. It operates as a non-financial holding company of the activities of KIPCO Group. Through its subsidiaries and associates it has interest in commercial and investment banking and asset management services, the holding company also manages a diversified portfolio of investments in private equity funds, private equities, structured products, trading portfolios. It is listed on Bahrain Bourse.

www.ughbh.com



Patrick Tillieux
CEO
OSN



OSN is the leading pay-TV operator in the MENA region. The company is a result of the merger between Showtime and Orbit which was completed in 2009. Offers premium content with 85 channels and largest numbers of HD channels in the region providing the latest premium entertainment including the latest Hollywood movies and series, international sports and Arabic content.

www.osn.com



Mazen Issam Hawwa
Vice Chairman and
Group CEO
URC



The United Real Estate Company (URC) is KIPCO's real estate development company. URC's assets and businesses are spread across Kuwait, Oman, Jordan, Lebanon, Egypt and Morocco in residential, commercial, office and hospitality sectors. The company is listed on the Boursa Kuwait.

www.urc.com.kw

KIPCO group companies (cont'd)



**Sheikh Khalifa
Abdulla Al Jaber Al
Sabah**
Chairman
UIC



The United Industries Company (UIC) is KIPCO's industrial holding company. UIC has holdings in a variety of industrial sectors including stakes in Qurain Petrochemical Industries Company and Advanced Technology Company

www.uickw.com



Wout Matthijs
CEO
SADAFCO



The Saudi Dairy and Foodstuff Company (SADAFCO) was established in 1976. It is a market leader in Saudi Arabia in tomato paste and ice cream, and a strong number two in drinking milk, marketing its core products under the flagship 'Saudia' brand. The company is listed on the Tadawul

www.sadafco.com



Sadoun Al Ali
Vice Chairman &
CEO
QPIC



The Qurain Petrochemicals Industries Company (QPIC) is one of the leading private investors in petrochemical projects both inside and outside Kuwait. Its petrochemical portfolio includes Equate Petrochemicals and Kuwait Aromatics Company. The company is listed on Bursa Kuwait.

www.qpic-kw.com



Fawzi Al Musallam
Vice Chairman &
CEO
KHC



The Kuwait Hotels Company (KHC) is KIPCO's hotel and hospitality services company. KHC is the holding company for Safir International Hotels – one of the region's premier hotel companies with a total of 15 hotels throughout the Middle East and North Africa.. KHC is listed on the Bursa Kuwait.

www.khc.com.kw



Narendra Baliga
CEO
PKC Advisory



PKC Advisory is KIPCO's consulting company based in India. PKC Advisory offers services and solutions in business advisory, financial research and analysis. It also provides KIPCO Group Companies and external clients with website design and management services

www.pkcadvisory.com

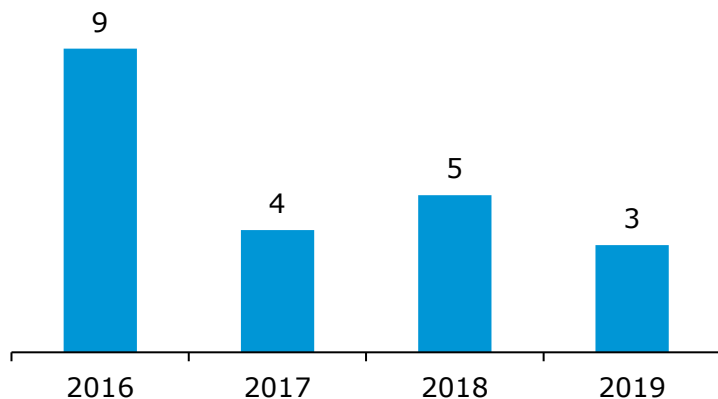


Annexure 4: Per Share Return

KIPCO: Per share return

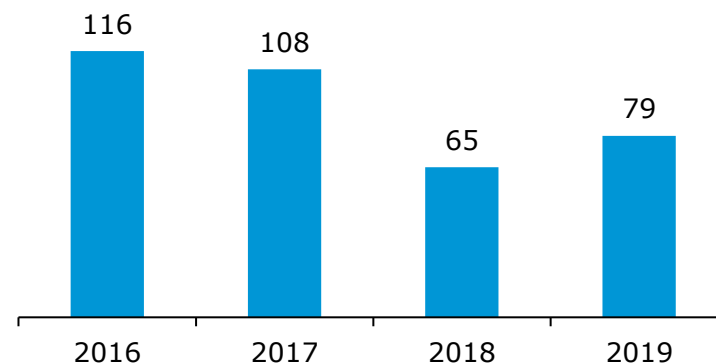
EPS¹

Cents per share



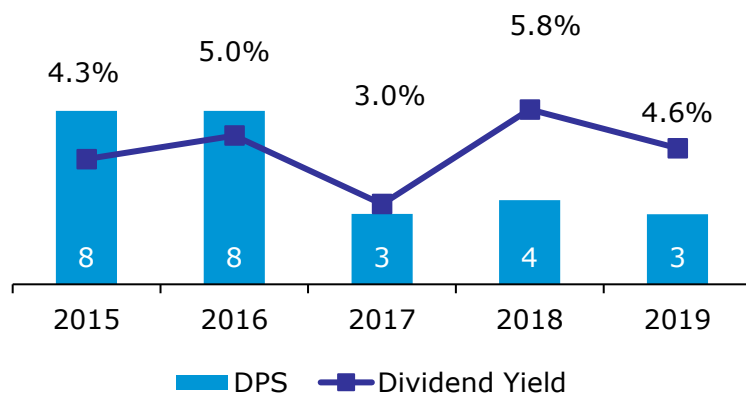
Book Value

Cents per share

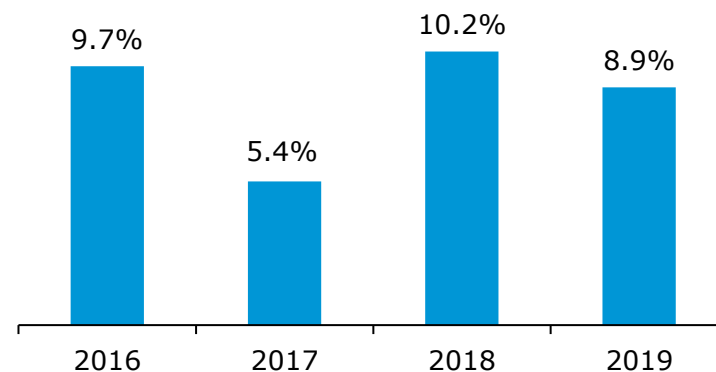


DPS

Cents per share



ROE



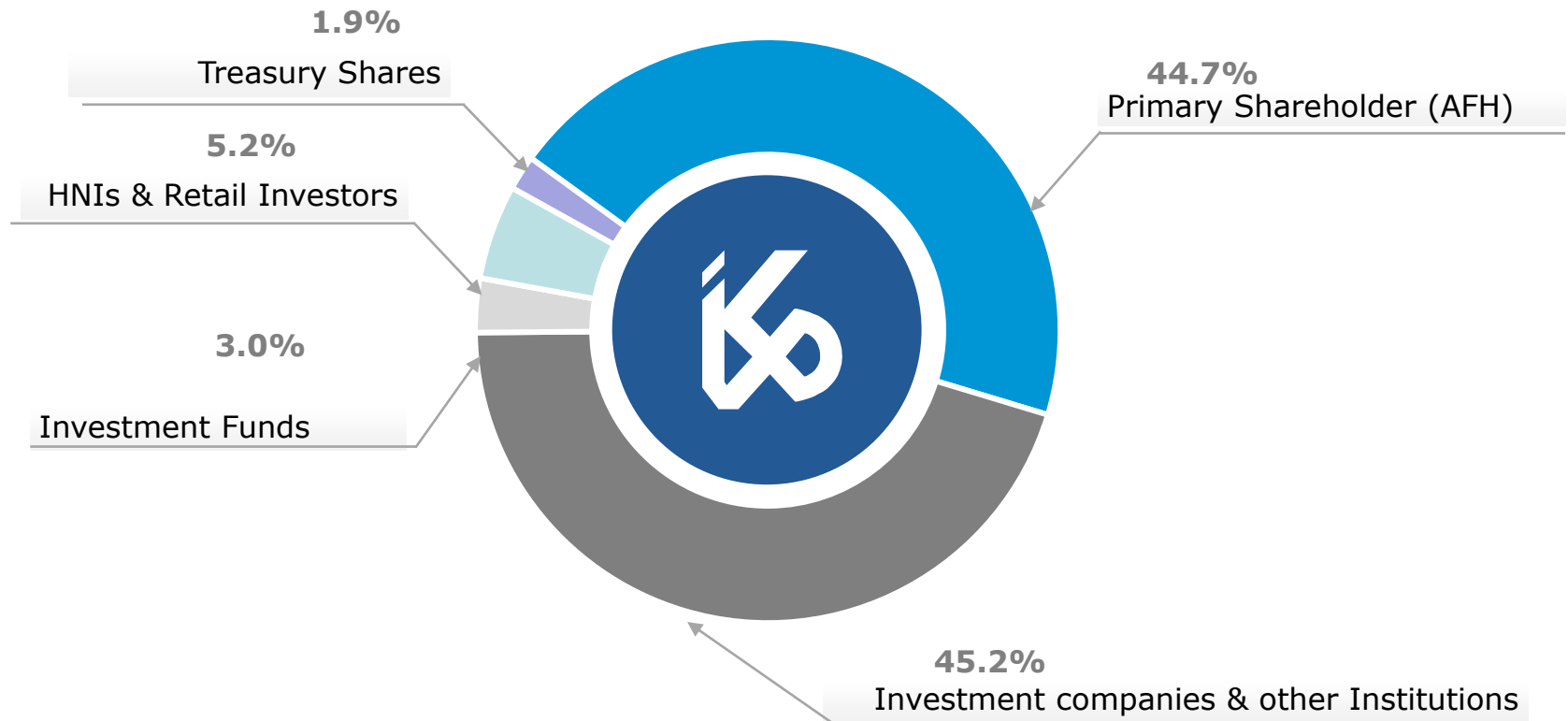
¹ Basic earnings per share (reported)



Annexure 5: Trends and data

Ownership

Shareholding Profile



Major shareholders of KIPCO are members of ruling family of Kuwait

They hold their ownership interest in KIPCO through an investment vehicle Al Futtooh Holding Company K.S.C. (AFH)

Total issued shares as of 31 December 2019: 2,000mn

KIPCO group: Market data

Entity	P/B		P/E		Market Cap (USDmn)
	2019	Current ¹	2019	Current ¹	Current ³
 كيبكو KIPCO شركة مشاريع الكويت (القياسية) Kuwait Projects Company (Holding)	0.9 ²	1.0 ²	21.4	11.3	1,078
 بنك بروتان BURGAN BANK	1.1	0.7	10.1	6.2	1,706
 شركة الخليج المتحدة القابضة United Gulf Holding Company	4.1 ²	4.1 ²	NM	NM	1,334
 gig مجموعة الخليج	1.2	1.1	10.3	8.8	379
 شركة العقارات المتحدة United Real Estate Co	0.4	0.3	NM	NM	177

Notes:

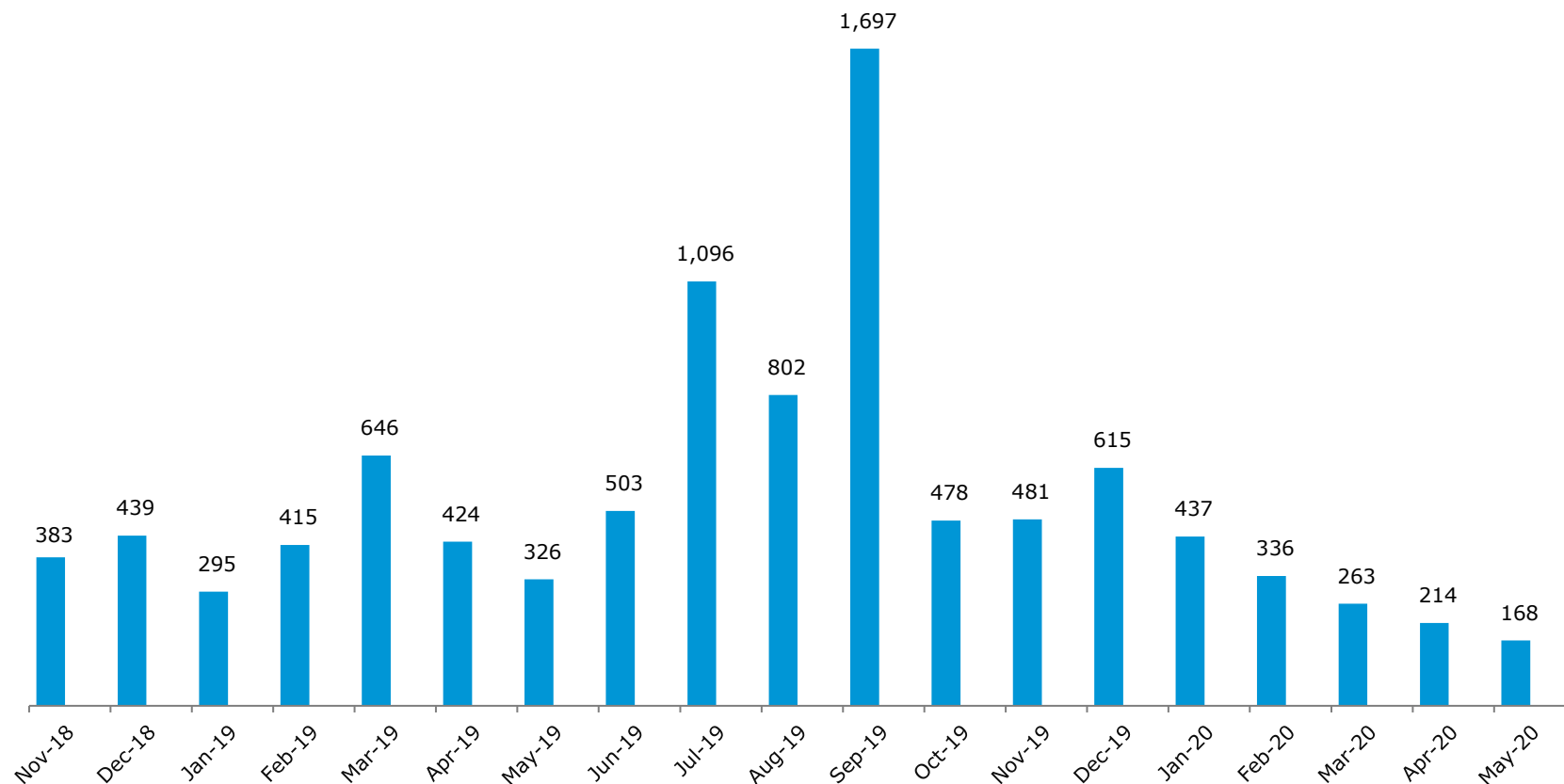
¹ P/B and P/E as of 31 May 2020 (Source: KAMCO Research)

² P/B has been calculated based on 2019 book value per share and price at end of respective periods

³ Market cap as of 31 May 2020 converted at 0.30762 (Source: Bloomberg for market price)

KIPCO: Average daily traded value

Avg. Daily traded value (USD'000)



KIPCO's stock has maintained an average daily traded value of USD0.6mn in the last 12 months

Source: Bloomberg; exchange rate used across the periods is as of 31 May, 2020 (USD/KD = 0.30762)

KIPCO consolidated: Balance Sheet

Consolidated Balance Sheet (USDmn)	2016	2017	2018	2019
Cash in hand and at banks	4,811	5,179	6,991	5,220
Treasury bills, bonds & other debt securities	2,228	2,134	2,397	1,803
Investment in associates	1,460	1,238	1,087	1,162
Investment in a media joint venture	494	587	-	-
Non-current assets held for sale	-	-	618	696
Investment properties	1,415	1,726	2,064	2,080
Other investments	1,876	2,069	1,712	2,016
Other assets (inc. goodwill & intangibles)	20,654	21,204	19,350	21,063
Total assets	32,939	34,137	34,220	34,040
Due to Banks & Other FI's	7,620	6,646	6,794	4,703
Deposits from Customers	15,904	16,925	16,128	17,608
Debt	4,229	4,899	6,049	6,378
Other liabilities	1,172	1,667	1,914	1,729
Equity attributable to equity holders of the Parent Company	1,556	1,450	914	1,117
Perpetual capital securities	483	483	483	506
Non-controlling interest	1,975	2,067	1,937	1,999
Total liabilities and shareholders equity	32,939	34,137	34,220	34,040

KIPCO consolidated: Income Statement

Consolidated Income Statement (USDmn)	2016	2017	2018	2019
Interest income	1,229	1,275	1,469	1,348
Investment income	92	234	121	113
Fees and commission income	185	175	201	215
Share of results of associates	119	42	61	76
Share of results of a media joint venture	(21)	-	-	-
Hospitality and real estate income	255	309	361	398
Other revenues	322	227	343	378
Total revenues	2,180	2,263	2,555	2,528
Interest Expenses	794	819	983	948
General and administrative expenses	566	610	635	617
Other expenses and provisions	469	477	551	637
Taxation	60	51	34	54
Loss from discontinued operations	-	100	76	-
Non-controlling interest	140	128	183	173
Net profit attributable to Equity Holders of the Parent Company	150	78	93	99
Basic Earnings Per Share, Cents (Reported)	9.4	3.8	4.9	3.3
Basic Earnings Per Share for continuing operations, Cents (Reported)	-	10.9	10.2	3.3