

Samer Khanachet  
Group Chief Operating Officer

سامر خنشيت  
الرئيس التنفيذي لعمليات المجموعة

Our ref: KIPCO/GCOO 10/21 dated March 24, 2021

Boursa Kuwait Company  
KUWAIT

السادة / شركة بورصة الكويت  
المحترمين  
دولة الكويت

**Subject: Conducting KIPCO's Analyst/Investor  
Conference call for FY/2020**

**الموضوع: انعقاد مؤتمر المحللين/المستثمرين لمشاريع الكويت  
القابضة (كيبكو) عن السنة المالية 2020**

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 since KIPCO has been classified in the premier market, Kindly note that the analyst/investor conference was conducted through live conference call at 1:00 PM (local time) on Wednesday 24/3/2021.

بالإشارة الى الموضوع اعلاه، والى متطلبات المادة (2-4-8) "الإلتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، وحيث أن كيبكو تم تصنيفها ضمن مجموعة "السوق الأول"، نود ان نحيطكم علما بأن مؤتمر المحللين/المستثمرين قد انعقد عبر البث المباشر لمكالمة هاتفية جماعية في تمام الساعة الواحدة (التوقيت المحلي) من بعد ظهر يوم الأربعاء الموافق 2021/3/24.

Kindly note that no material information has been discussed during the conference. Please find attached the investors presentation for FY-2020.

كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، وتجدون مرفق طيه العرض التقديمي للمستثمرين عن السنة المالية لعام 2020.

Sincerely,

وتفضلوا بقبول فائق الاحترام،،



Samer Khanachet  
Group Chief Operating Officer

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

مكا

سامر خنشيت  
الرئيس التنفيذي لعمليات المجموعة

###



# Disclaimer

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*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.*

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*Note: : Exchange rate of USD/KD of 0.30325 has been used in the presentation for financial numbers*

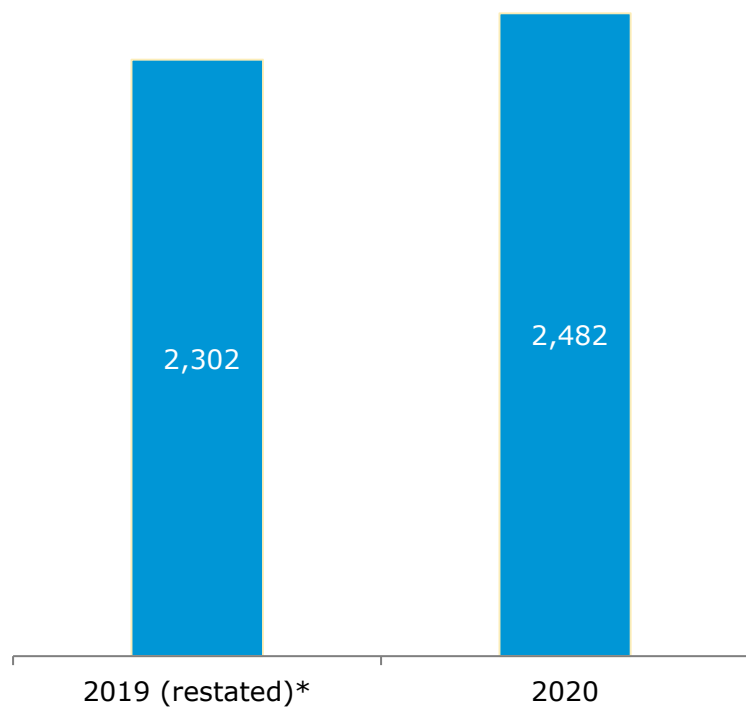


## Performance Update

# KIPCO consolidated: Financial performance

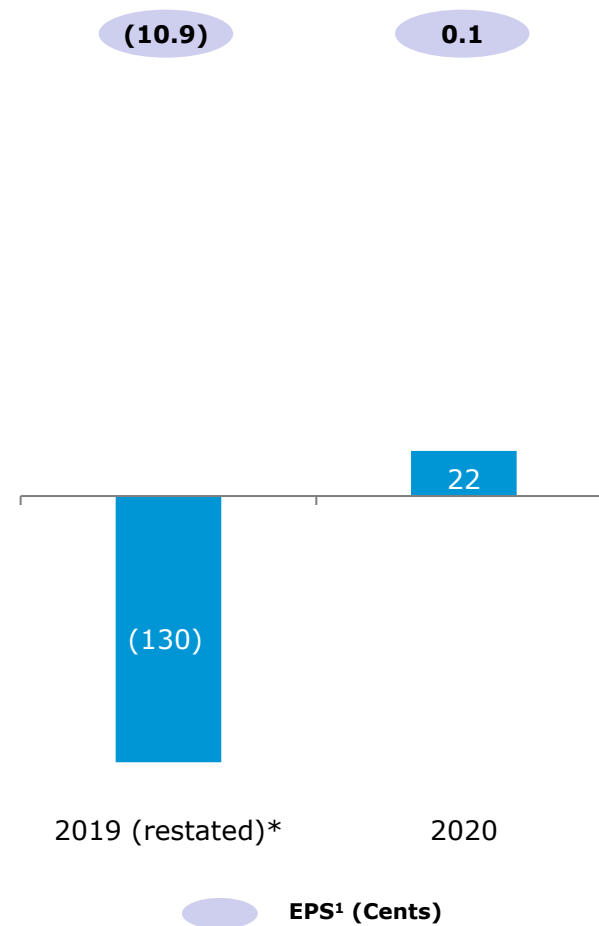
## Revenue

USDmn



## Net Profit

USDmn



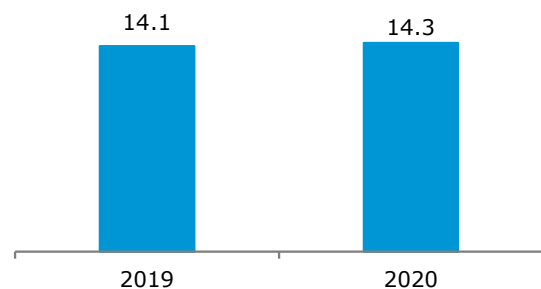
\*Please refer Notes 2 and 3 for details on restatement

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

# Burgan Bank Group (BBG)

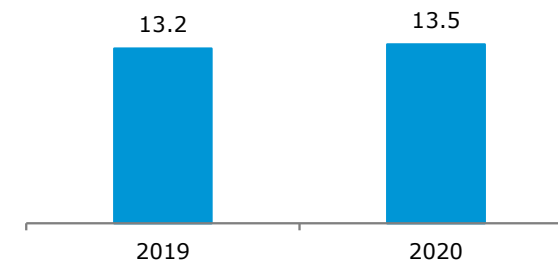
## Loans

USDbn



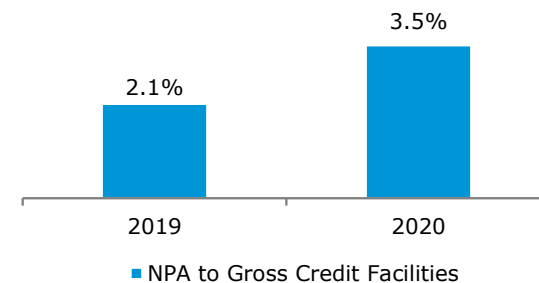
## Deposits

USDbn



## Asset Quality

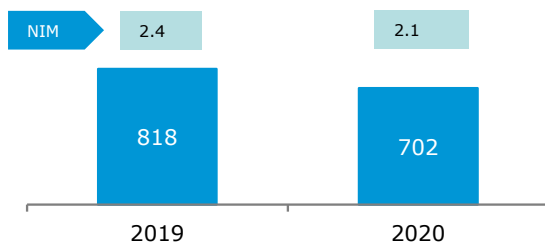
NPA coverage with collateral		NPA coverage without collateral	
2019	281%	202%	214%
2020	214%	136%	136%



## Operating Income

USDmn

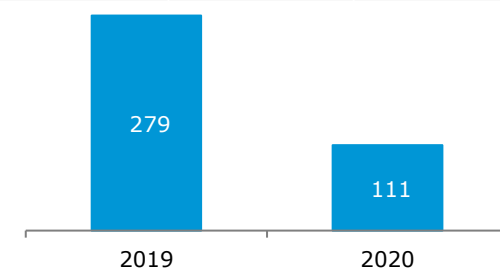
	2019	2020
Kuwait	514	407
International	304	294



## Net Profit & Provision

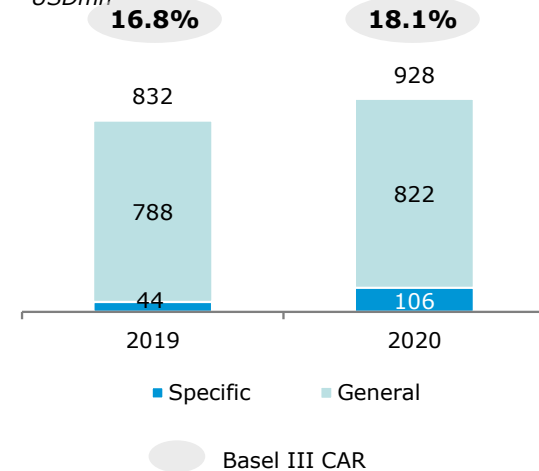
USDmn

	2019	2020
Provisions	162	254



## Total Provision & CAR

USDmn

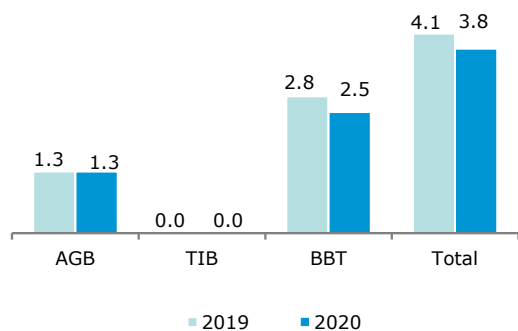


Note: Financial results of 2019 include only eleven months performance of subsidiaries.

# BBG: Regional operations

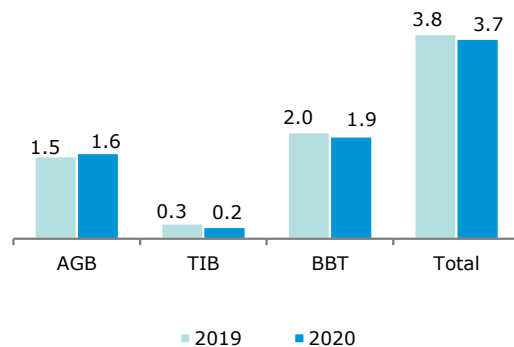
## Loans<sup>^</sup>

USDbn



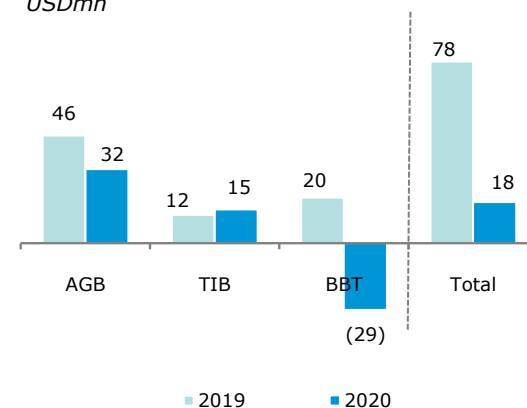
## Deposits<sup>^</sup>

USDbn



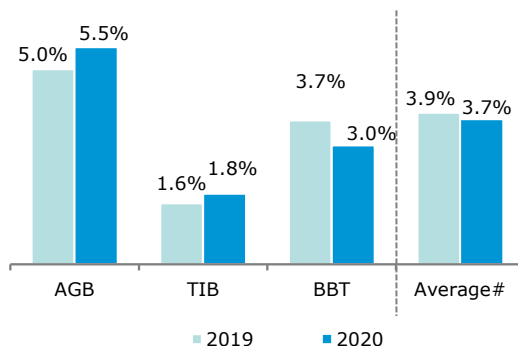
## Net Profit

USDmn



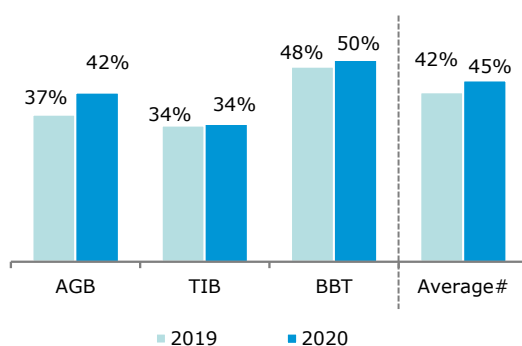
## Net Interest Margin

Percentage



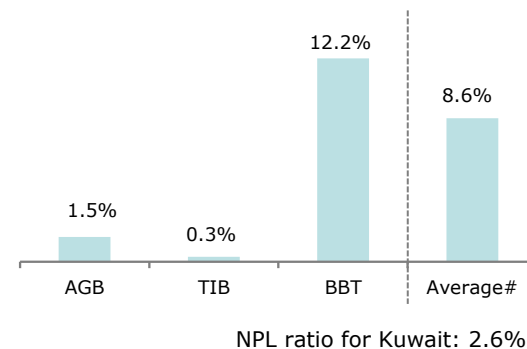
## Cost to Income

Percentage



## Non-Performing Loans\*

Percentage



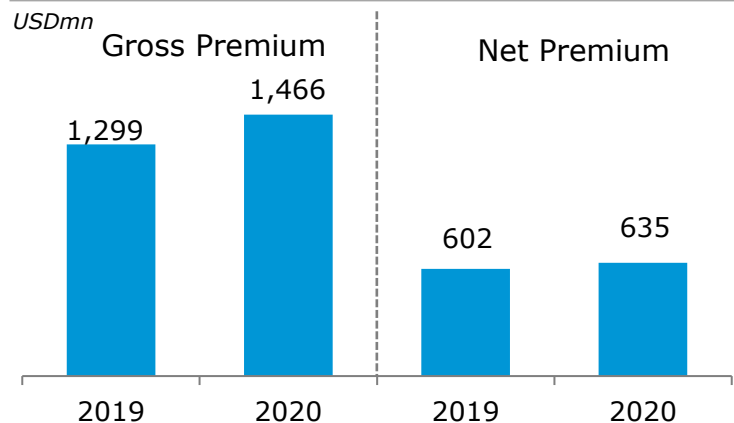
# Represents weighted average figures using the denominator of respective ratio as weights

<sup>^</sup> For 2019 and 2020, BoB is classified as asset for sale, hence excluded from the results

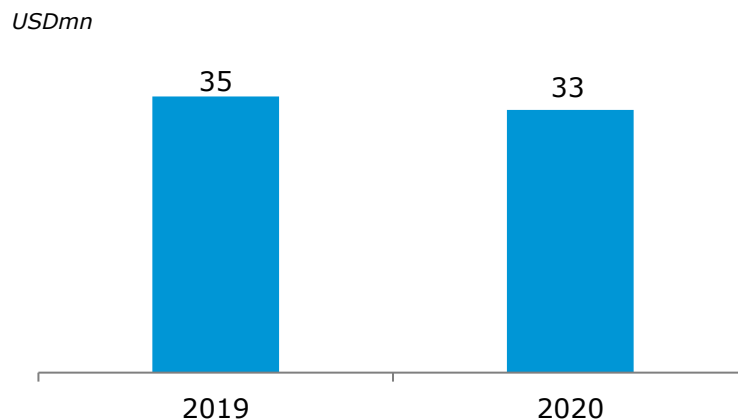
\*NPL ratio is as per CBK computation

# Gulf Insurance Group (GIG)

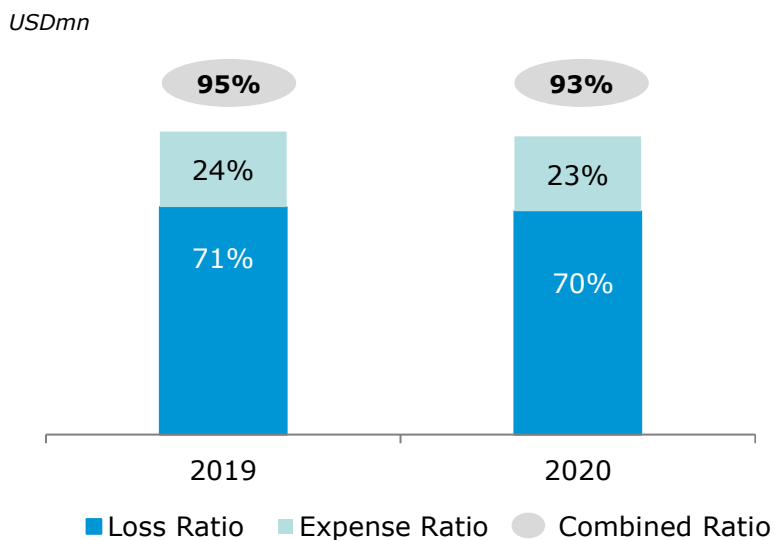
## Gross and Net Premium written



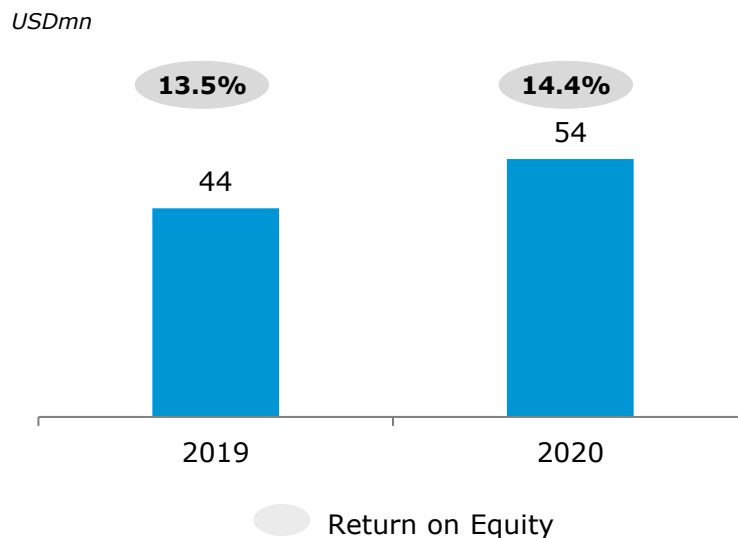
## Net Investment Income



## Combined Ratio



## Net Profit & ROE

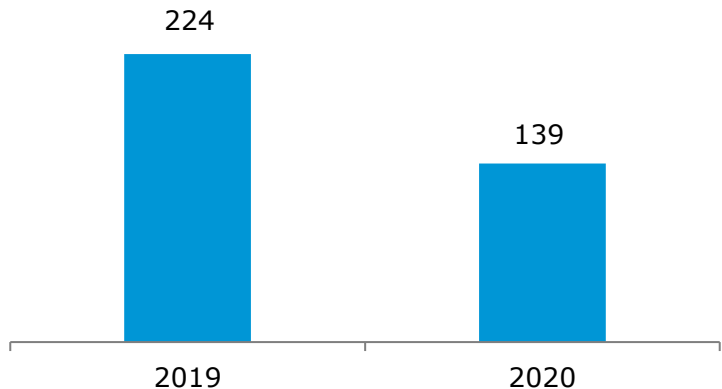




# United Gulf Holding Company (UGH)

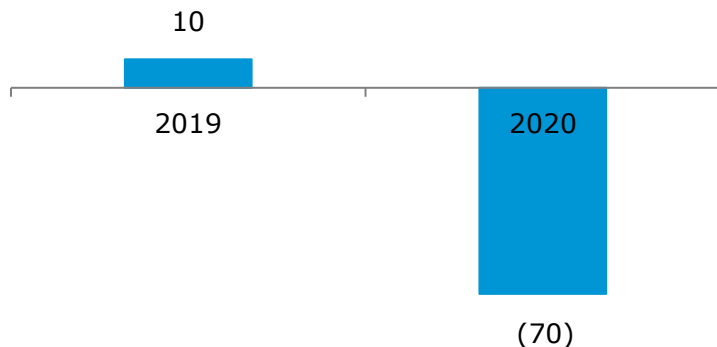
## Revenue

USDmn



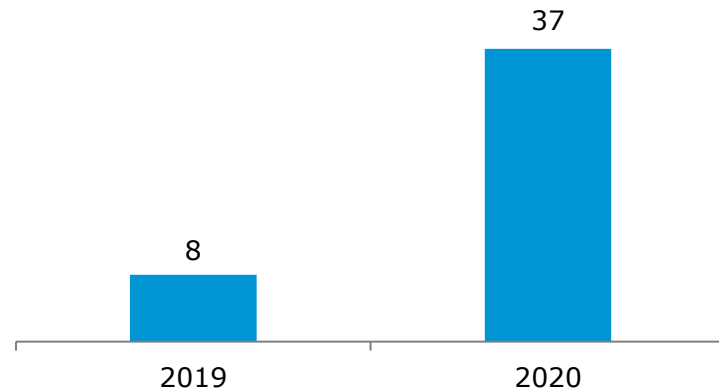
## Net Profit

USDmn



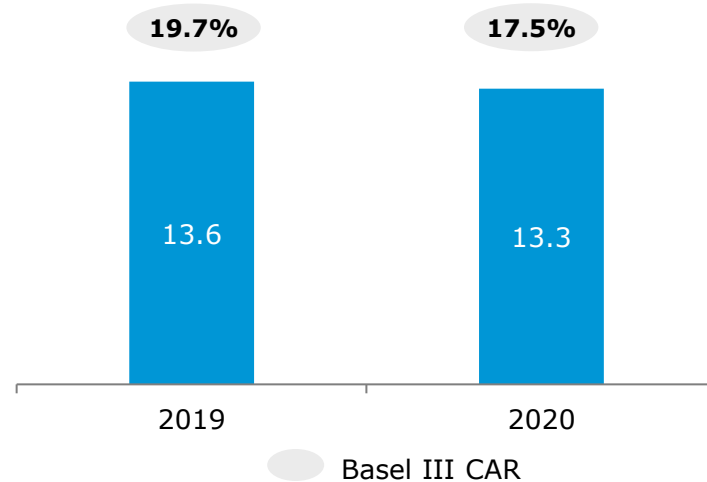
## Provisions for Credit Losses

USDmn



## AuM & Capitalisation

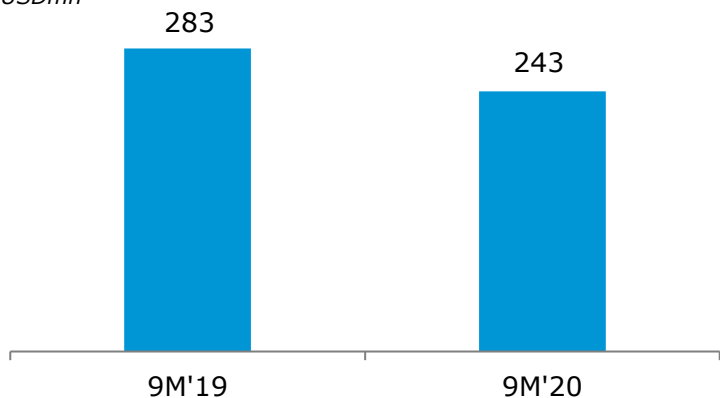
USDbn



# United Real Estate (URC)

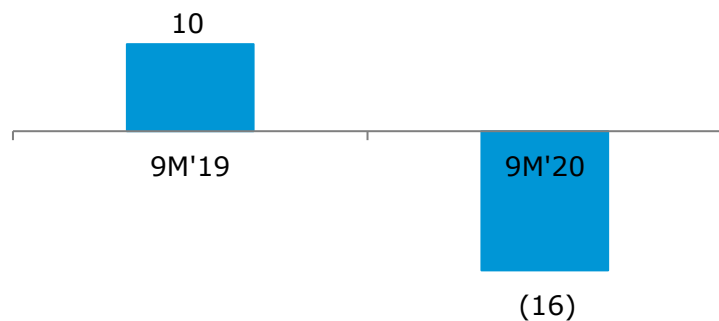
## Total Revenue

USDmn



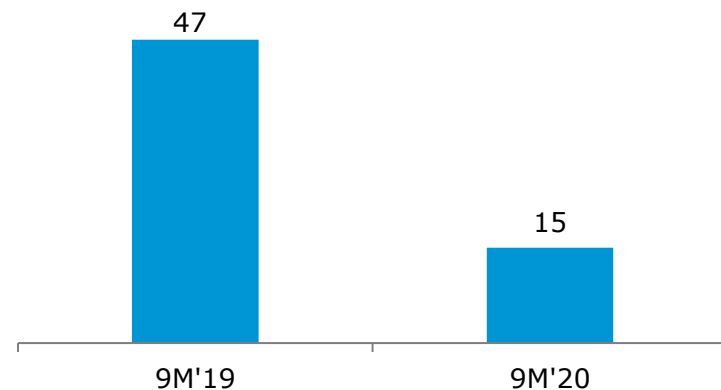
## Net Profit

USDmn



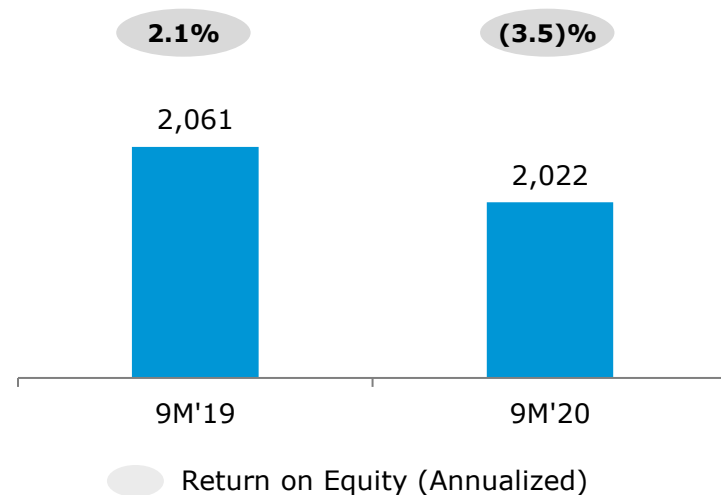
## Operating Profit

USDmn



## Total Assets & ROE

USDbn



# OSN

## Overview

- ▶ **Largest pay-tv and on-demand video provider in MENA, operating across multiple platforms:**
  - Direct-to-home (DTH)
  - Cable fibre & Internet Protocol television (IPTV)
  - Over-the-top streaming (OTT)
  - Business - Large commercial setups & hotels
- ▶ **Premium content offerings with 73 channels in linear TV and 30,000 hours of content on-demand in streaming OTT**
  - Exclusive contracts with 7 major Hollywood studios
  - 1<sup>st</sup> pay window on Pay-tv and SVOD
  - Tailored local offering - Premium Arabic content, now including OSN Originals
- ▶ Licensed to operate in 25 countries, active in 7 core markets
- ▶ Product packages from \$10 to \$80 p.m., capturing all income segments
- ▶ Employs ~720 people, 23 retail locations and network of 77 partners

## Strategy

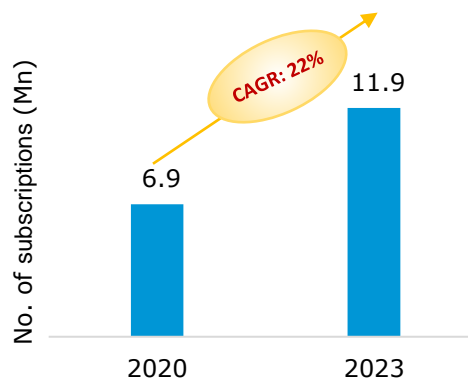
- ▶ Push growth by a connected OSN
- ▶ OSN streaming is key component for future growth
- ▶ Traditional OSN TV is migrating to on-demand
- ▶ Great UI/UX supported by strong analytical capabilities for optimal customer enjoyment
- ▶ OSN Originals launched with Aa'det Rigala, Arabic version of "Come dine with me", "No man's land" and now Kayd Majhool (thriller drama series) with big pipeline for 2021
- ▶ Strong partnership with all major MENA Telcos
- ▶ Strong executive management and Independent Directors team

Now among top 3 players in MENA with OTT subs grown multifold from ~80k in Apr'20 to ~450K

### MENA Pay Tv Potential

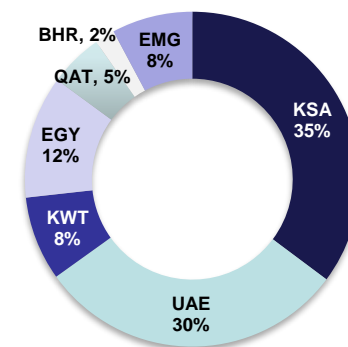
Region	Latin America	TV Household (Mn)	Pay TV/ TV Household (%)
<b>MENA Region<sup>1</sup></b>	<b>367</b>	<b>72</b>	<b>~10%</b>
Latin America	621	56	44%
UK	67	27	56%
India	1,352	197	66%
US	329	120	79%

### Expected growth of OTT in MENA



Source: Mckinsey Report (Oct'20)

### Subscribers by country



1.2mn subscribers of OSN as on 31 Dec20

<sup>1</sup>MENA 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)

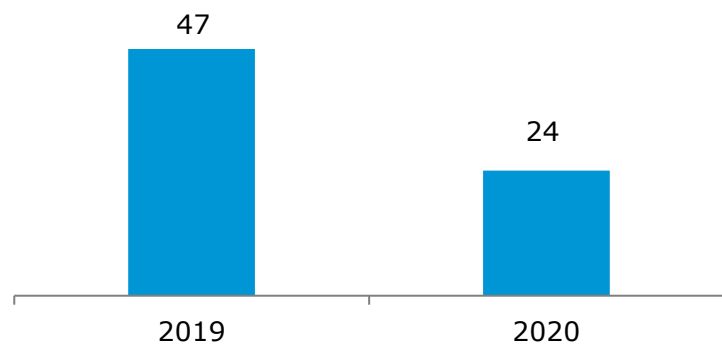
Source: IMF WEO Database October 2019, Euromonitor, Statista, Nielsen, Broadband TV News, Economic times

# Other key entities

## United Industries Company (UIC)

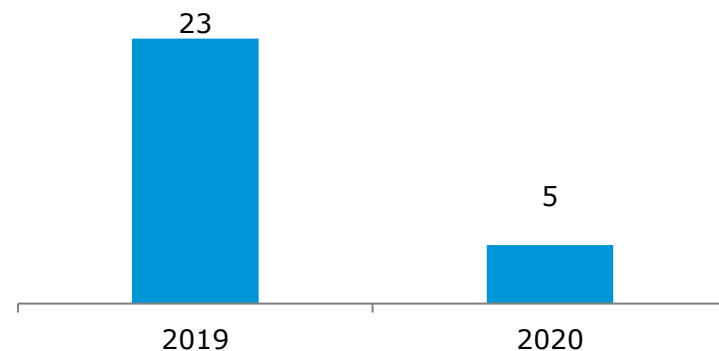
### Total Revenue

USDmn



### Net Profit

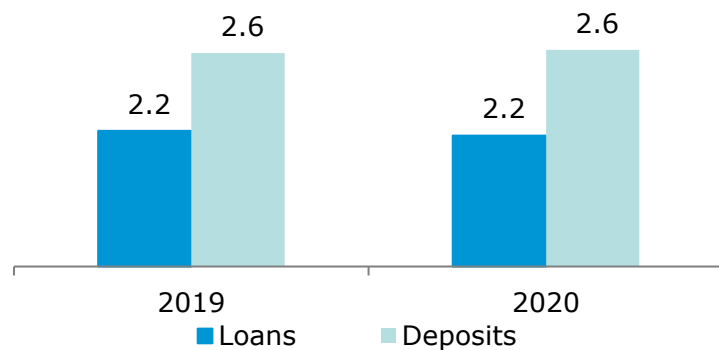
USDmn



## Jordan Kuwait Bank (JKB)

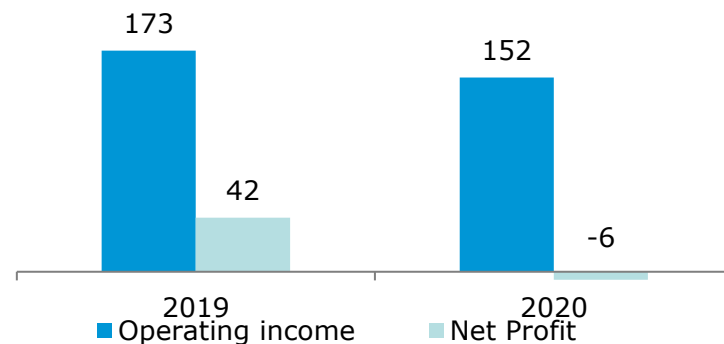
### Loans & Deposits

USDbn



### Operating Income & Net Profit

USDmn





## Annexure

# KIPCO consolidated: Balance Sheet

Consolidated Balance Sheet (USDmn)	2019*	2020
Cash in hand and at banks	5,217	4,441
Treasury bills, bonds & other debt securities	1,801	1,651
Investment in associates	1,165	1,151
Investment in a media joint venture	412	-
Investment properties	2,079	2,075
Other investments	2,015	2,124
Other assets (inc. goodwill & intangibles)	21,237	22,243
<b>Total assets</b>	<b>33,926</b>	<b>33,686</b>
Due to Banks & Other FI's	4,700	4,194
Deposits from Customers	17,596	17,016
Debt	6,374	6,521
Other liabilities	1,928	3,012
Equity attributable to equity holders of the Parent Company	828	662
Perpetual capital securities	506	506
Non-controlling interest	1,994	1,776
<b>Total liabilities and shareholders equity</b>	<b>33,926</b>	<b>33,686</b>

*\*restated*

# KIPCO consolidated: Income Statement

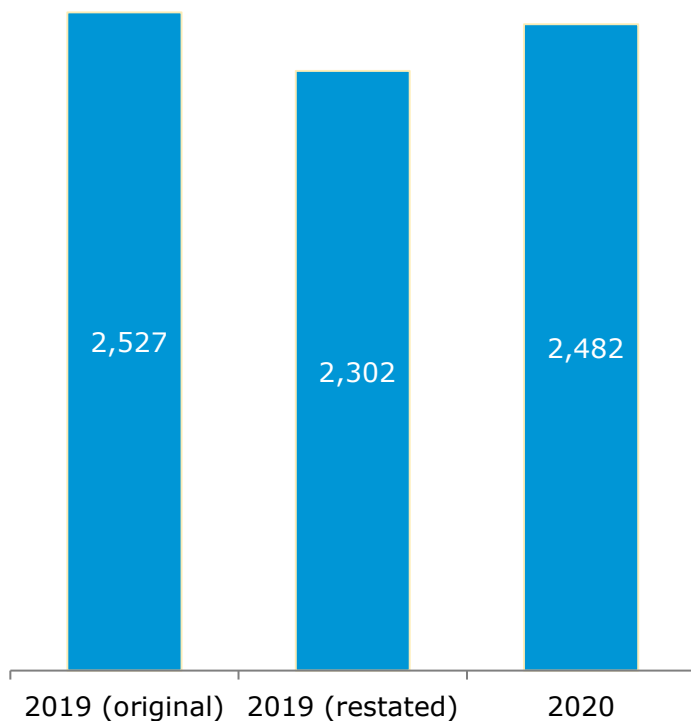
Consolidated Income Statement (USDmn)	2019*	2020
Interest income	1,347	1,083
Investment income	113	284
Fees and commission income	215	186
Share of results of associates	76	59
Share of results of a media joint venture	(224)	(20)
Hospitality and real estate income	398	334
Other revenues	378	556
<b>Total revenues</b>	<b>2,302</b>	<b>2,482</b>
Interest Expenses	954	760
General and administrative expenses	618	556
Other expenses and provisions	636	1,127
Taxation	54	10
Loss from discontinued operations	-	-
Non-controlling interest	170	7
<b>Net profit attributable to Equity Holders of the Parent Company</b>	<b>(130)</b>	<b>22</b>
Basic Earnings Per Share, Cents (Reported)	(10.9)	0.1
Basic Earnings Per Share for continuing operations, Cents (Reported)	(10.9)	0.1

*\*restated*

# KIPCO consolidated: Financial performance

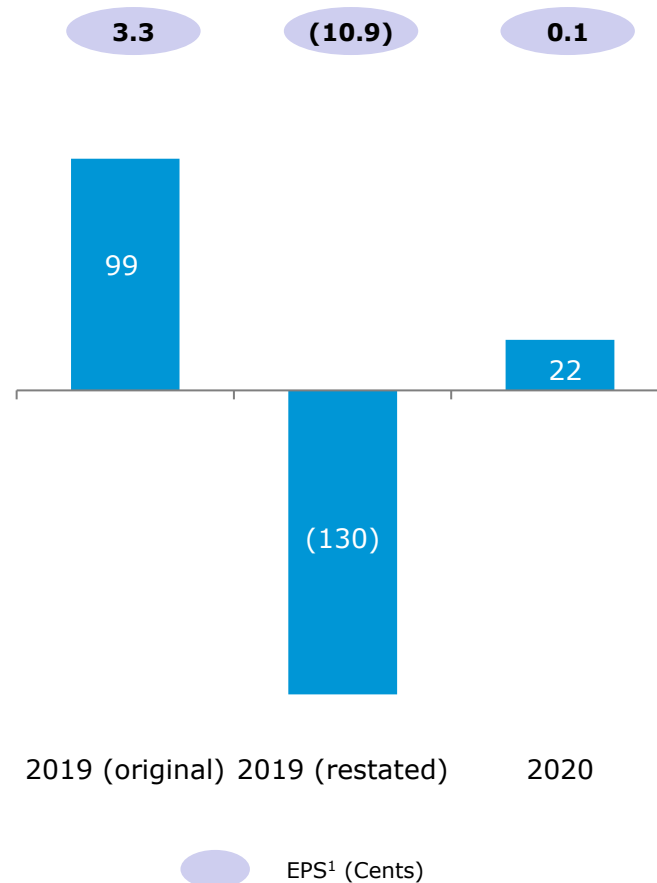
## Revenue

USDmn



## Net Profit

USDmn



*\*Please refer Notes 2 and 3 for details on restatement*

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





Thank you