

Ref: KIPCO/DGCEO 22/22 dated April 4, 2022

Boursa Kuwait Company
KUWAIT

السادة / شركة بورصة الكويت
المحترمين
دولة الكويت

Subject: Conducting KIPCO's Analyst/Investor
Conference call for FY/2021

الموضوع: انعقاد مؤتمر المحللين/المستثمرين لمشاريع الكويت
القابضة (كيبكو) عن السنة المالية 2021

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 3:00 PM (local time) on Monday 4/4/2022.

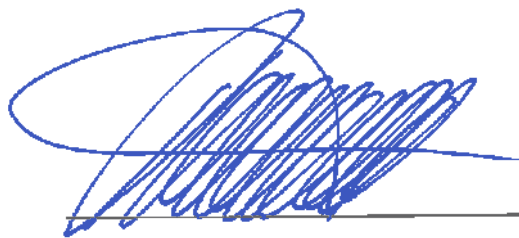
بالإشارة الى الموضوع اعلاه، والى متطلبات المادة (2-4-8) "الإلتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، وحيث أن كيبكو تم تصنيفها ضمن مجموعة "السوق الأول"، نود ان نحيطكم علما بأن مؤتمر المحللين/المستثمرين قد انعقد عبر البث المباشر لكاملة هاتفية جماعية في تمام الساعة الثالثة (التوقيت المحلي) من بعد ظهر يوم الأثنين الموافق 2022/4/4.

Kindly note that no material information has been discussed during the conference. Please find attached the investors presentation for FY-2021.

كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، وتجدون مرفق طيه العرض التقديمي للمستثمرين عن السنة المالية لعام 2021.

Sincerely,

وتفضلوا بقبول فائق الاحترام ..



Samer Khanachet
Deputy Group Chief Executive Officer

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

سامر خناشيت
نائب الرئيس التنفيذي للمجموعة

كآ

كآككو
KIPCO

شركة مشاريع الكويت (الخاصة)
Kuwait Projects Company (Holding)



Investor Presentation | April 2022

Disclaimer

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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 0.30250 has been used in the presentation for financial numbers

Impact of Russia Ukraine war on region

- Elevated global inflation
- Disruption in food supply from the two countries
- Mixed impact on the region:
 - Hydrocarbon driven economies to benefit from increase in oil and gas prices that will offset inflation to some extent
 - Non hydrocarbon economies will have dual challenge of low growth and high inflation that will also put pressure on some currencies
- Key market data – year to date change:
 - Brent oil c.34%
 - Equity markets
 - Kuwait, KSA, UAE, Qatar & Bahrain c.16%
 - Egypt c. (6%)
 - 10-year UST c. 67bps

Post covid situation in Kuwait



~7.8 million or **92.1%** of eligible population in Kuwait is fully vaccinated and majority of pandemic related restrictions have been removed



Increased production coupled with **surge in oil prices** boosted the oil revenues

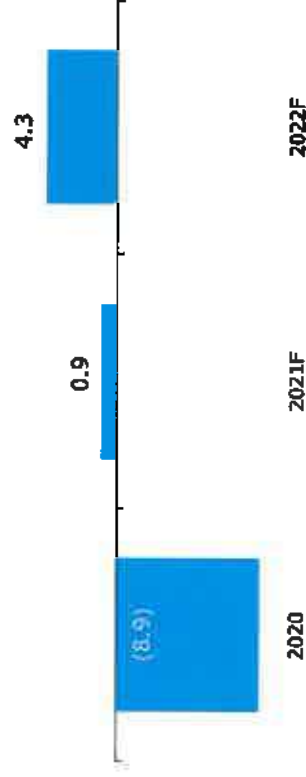


One of the highest rated sovereigns
AA-/A1/A+ (Fitch/Moody's/S&P)

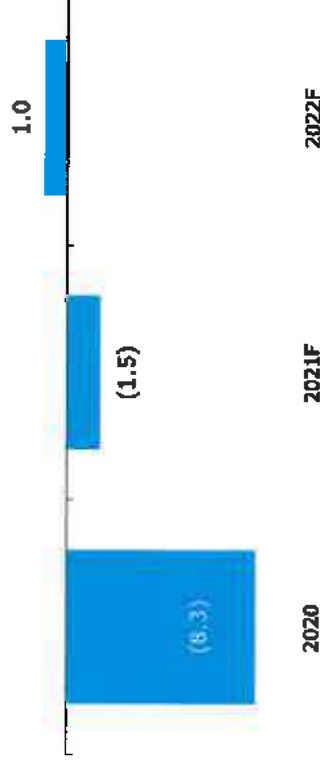


Supported by low **fiscal break-even oil price**
(US\$56 per barrel)

Robust GDP growth rate (In Percentage)



Narrowing fiscal deficit (% of GDP)



Source: IMF-WEO Database, October 2021, Rating agencies, OPEC

Kuwait Projects Company (Holding)

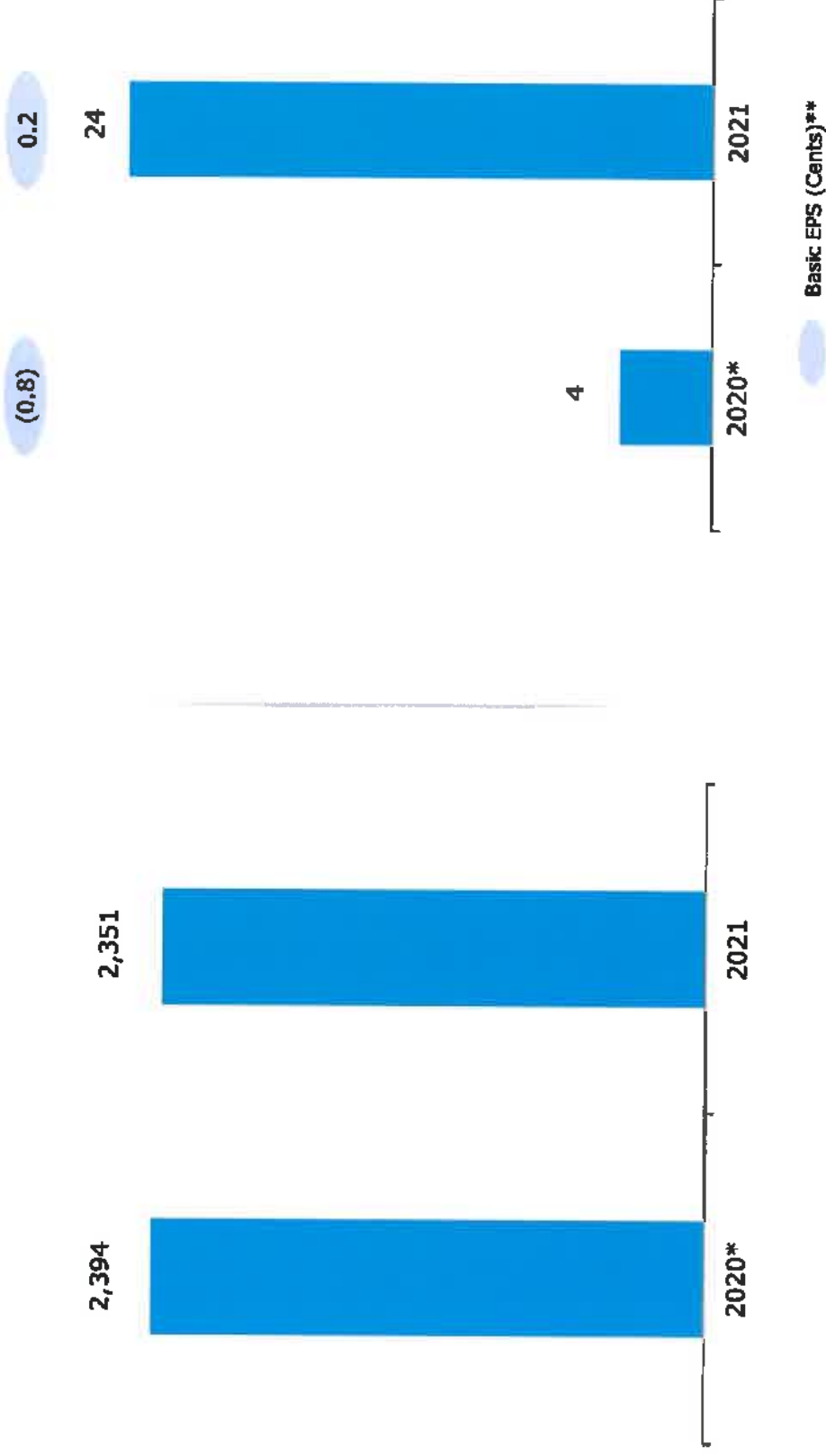
KIPCO consolidated financial performance

Revenue

USDmn

Net Profit/ (loss)

USDmn



* Restated numbers. For details please refer to note 3 and 25 of KIPCO's FY2021 financial statements
 ** after interest payment on perpetual capital securities

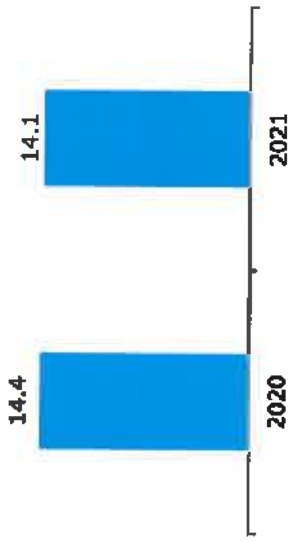
Kipco Group key recent update

- On March 14, 2022, KIPCO announced reaching a preliminary agreement to merge by amalgamation with Qurain Petrochemical Industries Company (QPIC)
- The two companies signed a Memorandum of Understanding (MoU) whereby they agreed to assess the merger proposition
- As per the MoU agreement, KIPCO shall be the merging entity and QPIC shall be the merged entity
- On completion of merger, QPIC shareholders will receive KIPCO shares. It will be a non-cash transaction for KIPCO
- The merger is subject to a detailed process as per Kuwaiti laws and regulations. This includes due diligence, valuation of both entities and fairness opinion by licensed independent advisors, in addition to regulatory approvals and the approval of shareholders in the Extraordinary General Assembly of both parties

Burgan Bank Group (BBG)

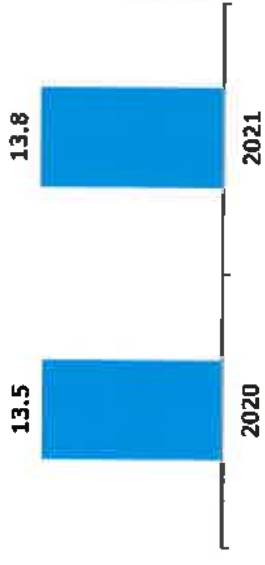
Loans

USDbn

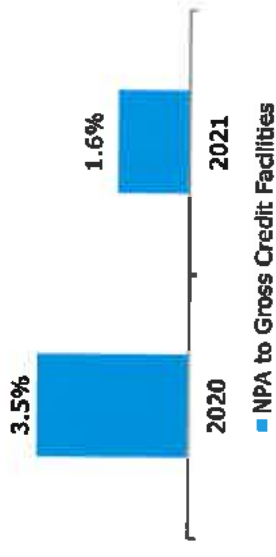


Deposits

USDbn

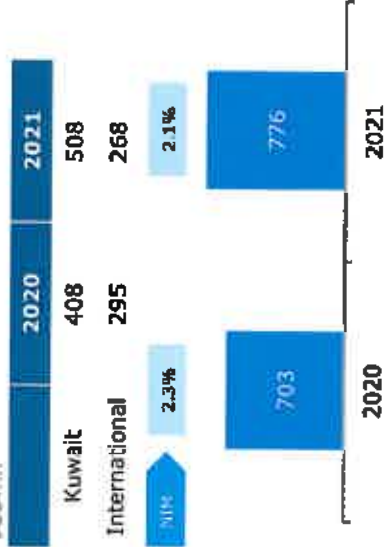


Asset Quality



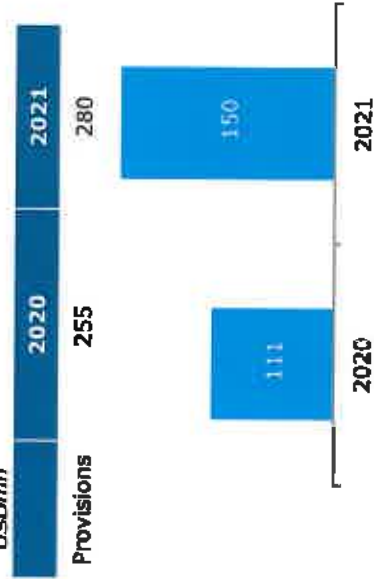
Operating Income

USDmn



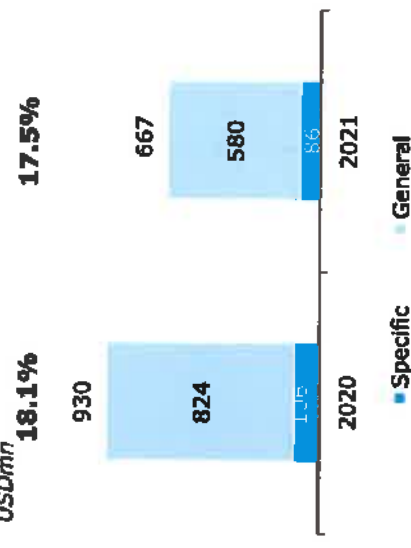
Net Profit & Provision

USDmn



Total Provision & CAR

USDmn



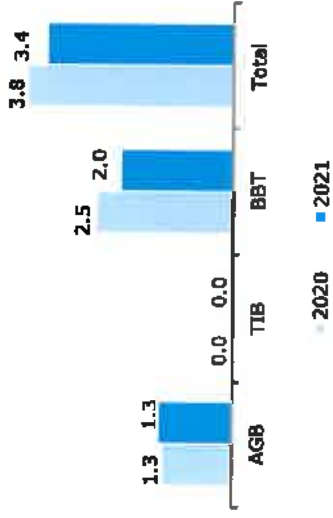
Basel III CAR

Note: During 2021, BoB is classified as "Asset held for sale".

BBG: Regional operations

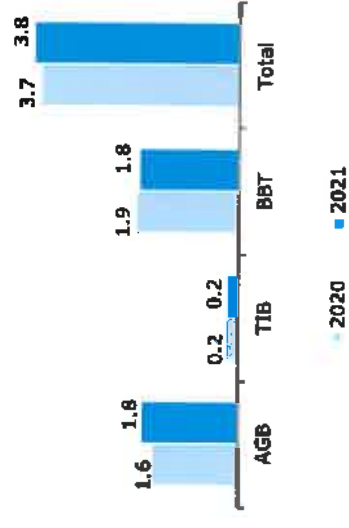
Loans[^]

USDbn



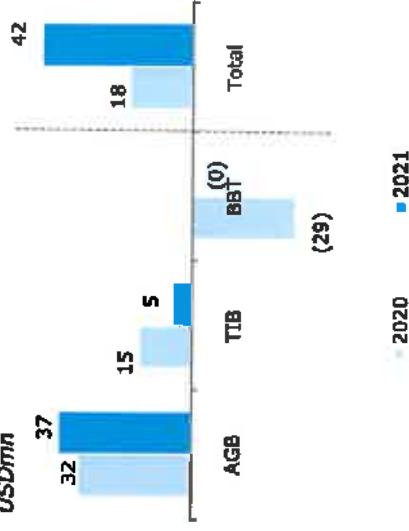
Deposits[^]

USDbn



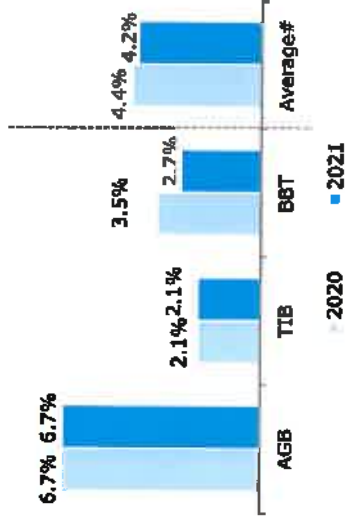
Net Profit/ (loss)

USDmn



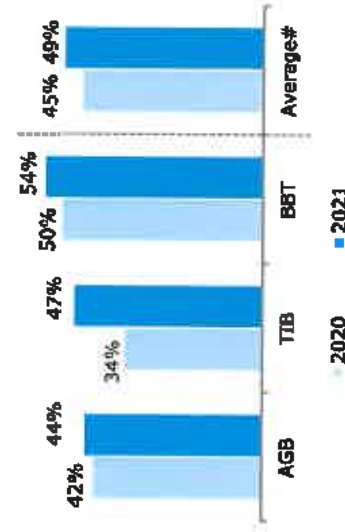
Net Interest Margin

Percentage



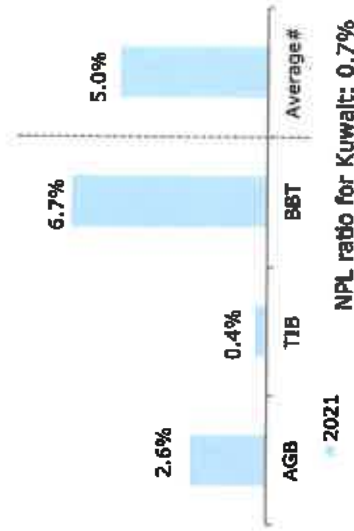
Cost to Income

Percentage



Non-Performing Loans*

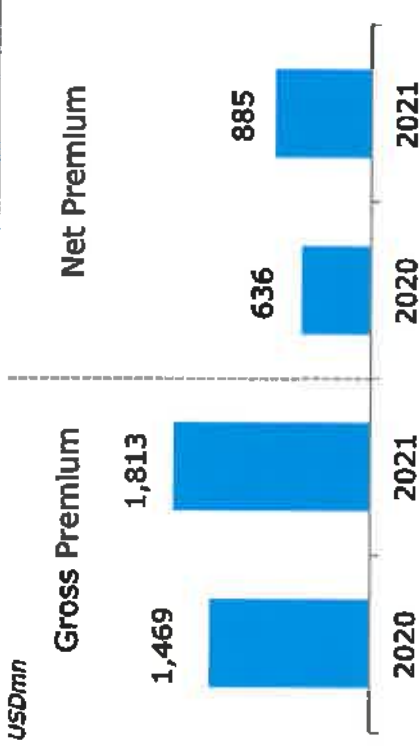
Percentage



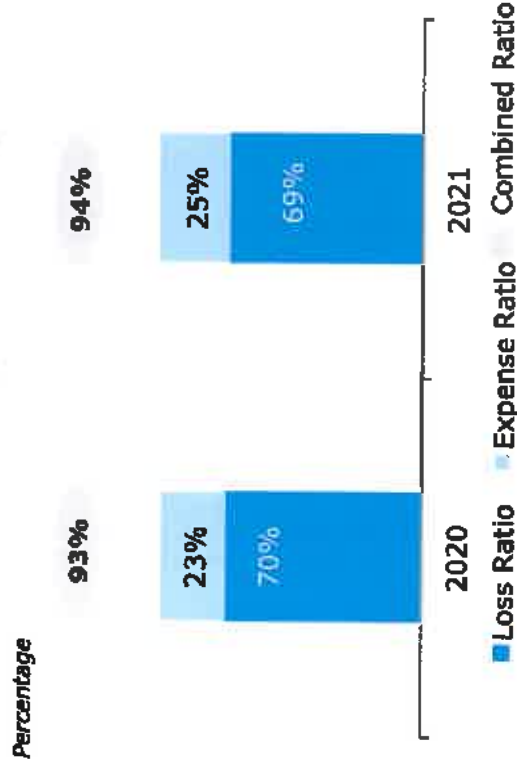
Represents weighted average figures using the denominator of respective ratio as weights
[^] BoB is classified as asset for sale, hence excluded from the results
 *NPL ratio is as per CBK computation

Gulf Insurance Group (GIG)

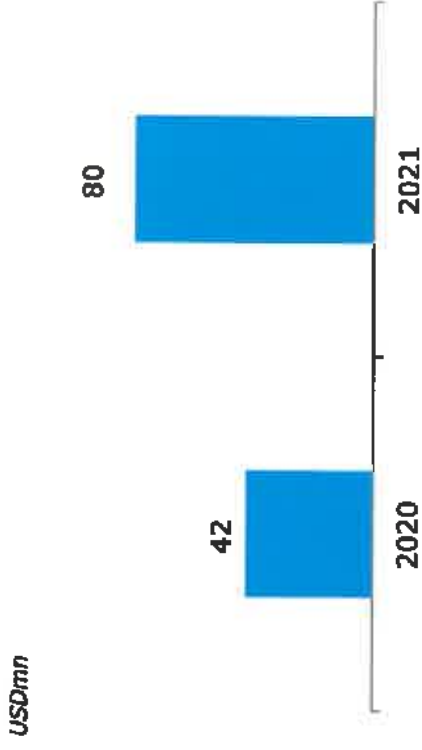
Gross and Net Premium written



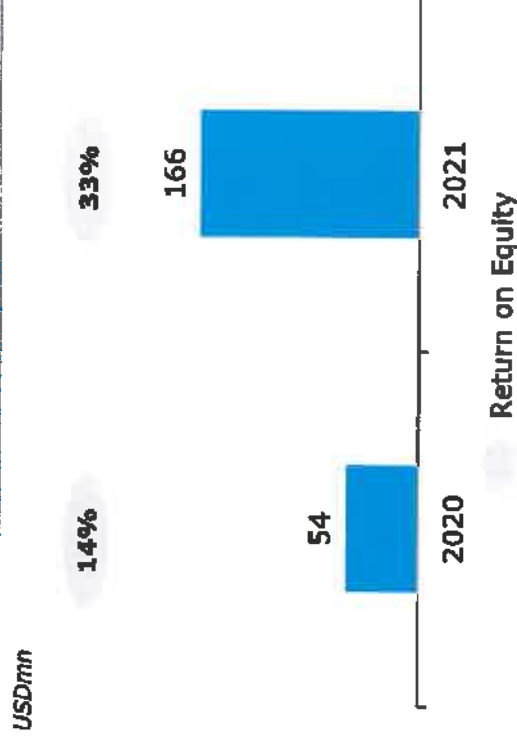
Combined Ratio



Net Investment Income



Net Profit & ROE

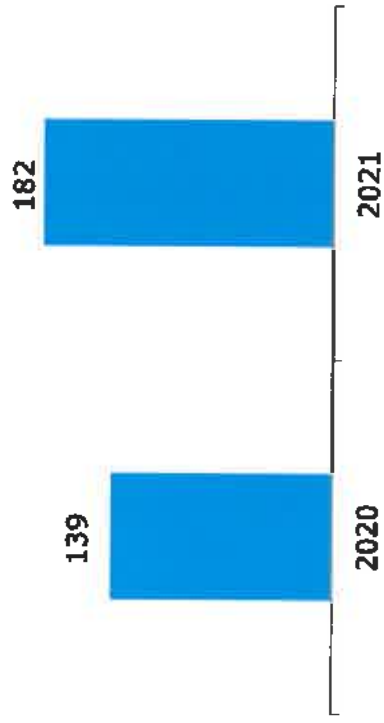


Note: GIG completed acquisition of AXA Gulf on 06 September 2021, post which its results are consolidated in GIG's financials

United Gulf Holding Company (UGH)

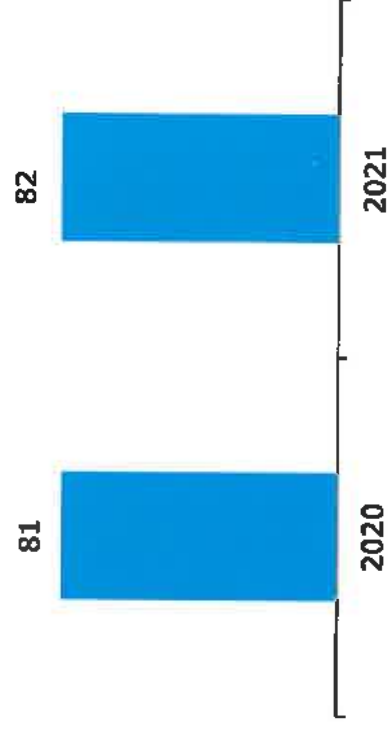
Revenue

USDmn



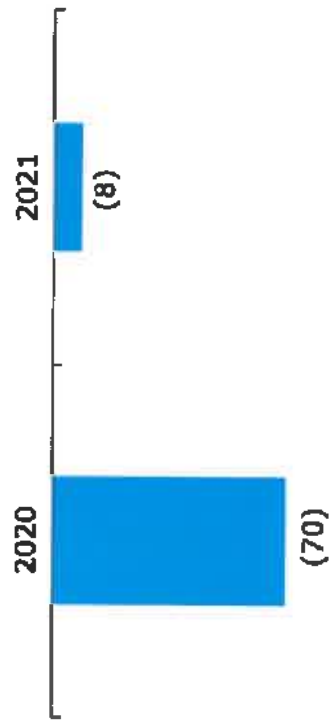
Fee & Commission Income

USDmn



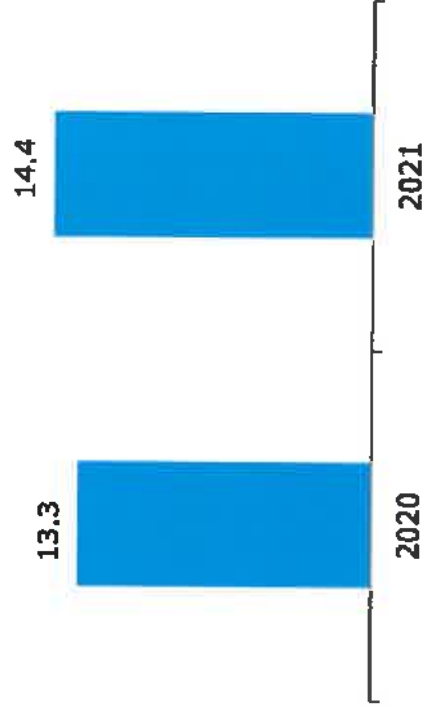
Net Profit

USDmn



AUM

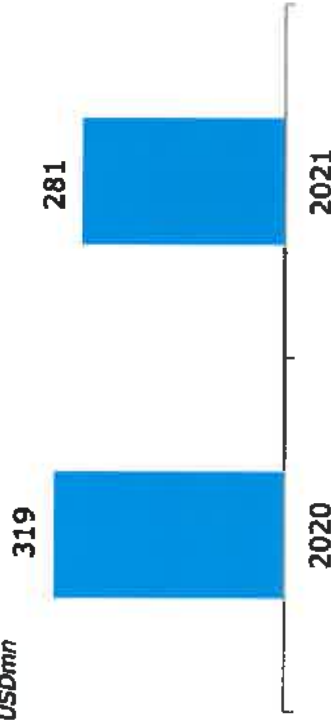
USDbn



United Real Estate (URC)

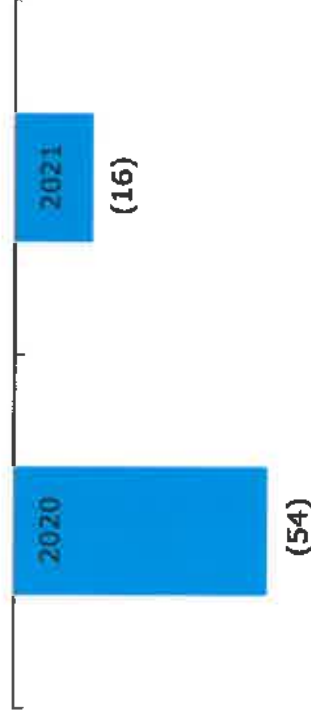
Total Revenue

USDmn



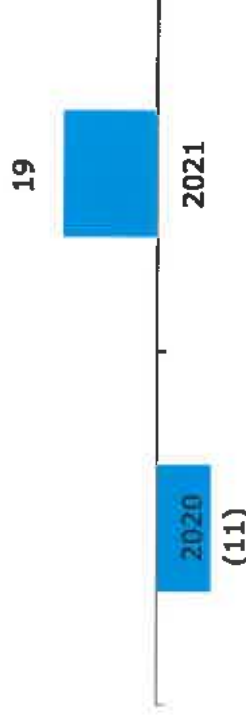
Net Profit

USDmn



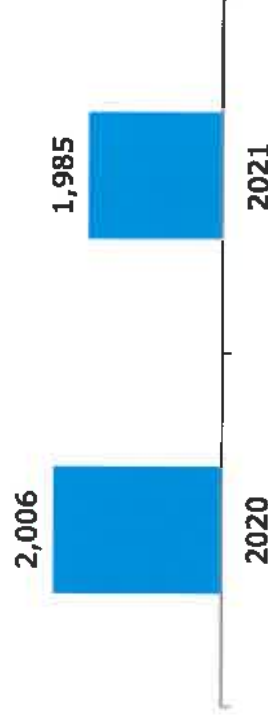
Operating Profit

USDmn



Total Assets

USDmn



Recent Update:

- On 20 March 2022, URC announced reaching a preliminary merger agreement between Al Dhiyafa Holding Company (DHC) and United Towers Holding Company (UTHC) through a signed Memorandum of Understanding (MoU), in which URC is the merging entity while both companies become the merged entities.
- The merger is expected to enhance URC's portfolio of income-generating assets, creates an added value, and strengthens shareholders' base

OSN

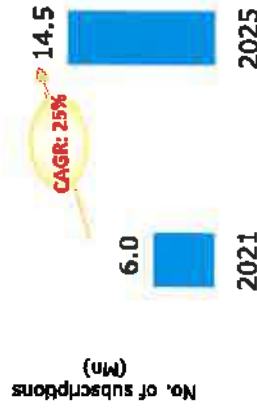
Overview

- **Largest general entertainment platform** in MENA, operating across multiple platforms:
 - *Over-the-top streaming (OTT)*
 - *Direct-to-home (DTH)*
 - *Cable fibre & Internet Protocol television (IPTV)*
 - *Business - Large commercial setups & hotels*
- **Premium content offerings with 62 channels** (including 44 HD channels and 19 owned and operated channels) in linear TV and 15,000 hours of content on-demand in streaming
 - Exclusive contracts with 7 major Hollywood studios
 - 1st pay window on Pay-tv and SVOD
 - Tailored local offering - Premium Arabic content, now including OSN Originals
- Licensed to operate in 22 countries, active in 7 core markets
- Product packages from \$10 to \$50+ p.m., capturing all income segments
- Employs ~660 people, 21 retail locations and network of 71 partners

Strategy

- Recently rebranded OSN+ replacing OSN streaming. It hosts premium international SVOD content from major studios as well as world-class Arabic original content
- Traditional OSN TV migrating to on demand
- Best in class UI/UX supported by strong analytical capabilities for optimal customer enjoyment
- OSN Originals: OSN+ is investing significantly in local premium series and features, with line up including local adaptation of smash hit series *Suits*, OSN+ Original feature film *Yellow bus*, and many more currently in development
- Partner with all major telcos in the region
- Strong management team
- Adjacencies with gaming, music, esports etc. for full ecosystem play

Expected OTT growth in MENA*



*OSN Key markets (KSA, UAE, Kuwait, Qatar, Egypt, other territories)

Source: Mckinsey & OMDIA

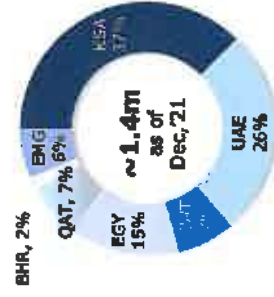
Kuwait Projects Company (Holding)

MENA Pay TV Potential

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

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

Subscriber by Country

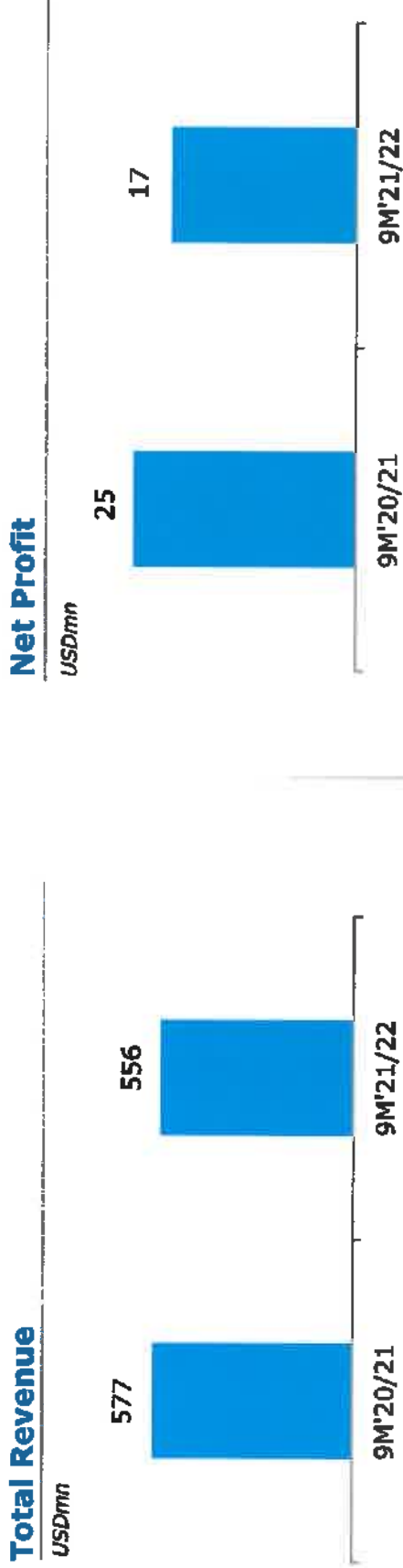


~620K OTT subscribers

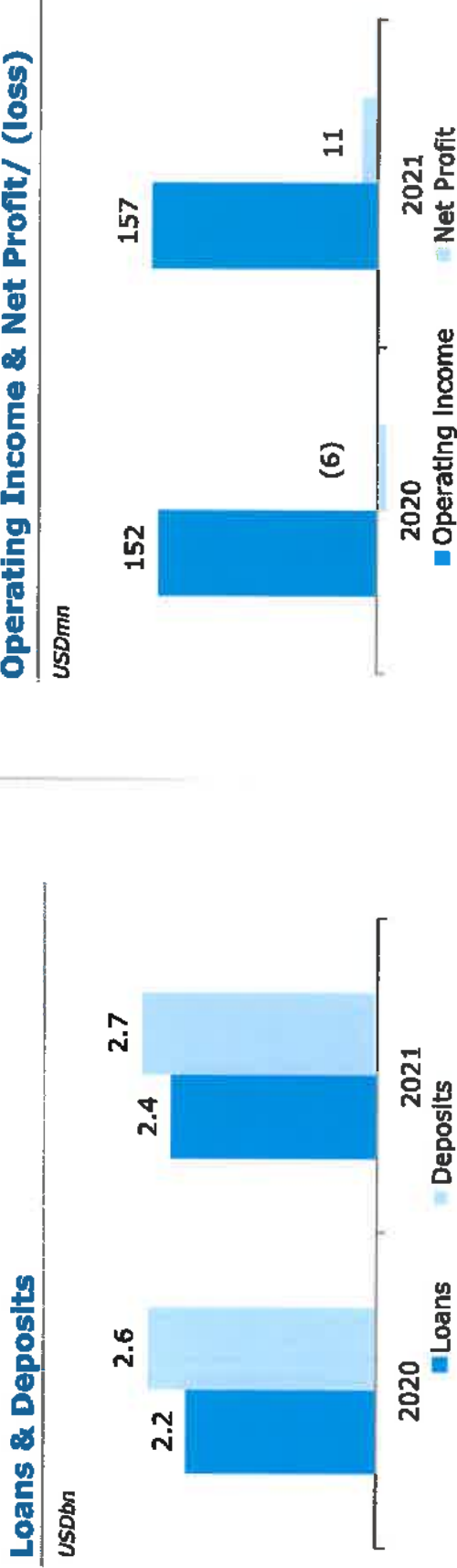
(Includes ~155K streaming users through DTH platform)

Other key entities

Qurain Petrochemical Industries Company (QPIC)*



Jordan Kuwait Bank (JKB)



*As QPIC's year end is 31st March. The above numbers are for 9 months ending 31st December 2021

Kuwait Projects Company (Holding)



Annexure



KIPCO consolidated: Balance Sheet

Consolidated Balance Sheet (USDmn)	2020*	2021
Cash in hand and at banks	4,452	4,287
Treasury bills, bonds & other debt securities	1,655	1,931
Investment in associates	1,163	1,143
Investment properties	2,064	1,612
Other investments	2,129	2,273
Loans and advances	16,349	15,839
Other assets (inc. goodwill & intangibles)	6,406	6,566
Total assets	34,219	33,652
Due to Banks & Other FI's	4,205	4,066
Deposits from Customers	17,058	17,186
Debt	6,537	5,970
Other liabilities	3,466	3,043
Equity attributable to equity holders of the Parent Company	648	1,043
Perpetual capital securities	507	507
Non-controlling interest	1,799	1,835
Total liabilities and shareholders equity	34,219	33,652

*restated; please refer Note 3 of KIPCO Consolidated financial statements for FY2021, for details on restatement

KIPCO consolidated: Income Statement

Consolidated Income Statement (USDmn)	2020*	2021
Interest income	1,086	1,013
Investment income	285	209
Fees and commission income	186	208
Share of results of associates	59	108
Share of results of a media joint venture	(20)	-
Media and digital satellite network services Income	283	322
Hospitality and real estate income	335	292
Other revenues	180	198
Total revenues	2,394	2,351
Interest Expenses	758	695
General and administrative expenses	532	587
Other expenses and provisions	1,094	1,008
Taxation	10	31
(Profit) / Loss from discontinued operations	(8)	(7)
Non-controlling Interest	5	13
Net profit/ (loss) attributable to Equity Holders of the Parent Company	4	24
Basic Earnings/ (Loss) Per Share, Cents (Reported) **	(0.8)	0.2
Basic Earnings/ (Loss) Per Share, from continuing operations, Cents (Reported)**	(1.1)	0.03

Kuwait Projects Company (Holding)

* Restated numbers. For details please refer to note 3 and 25 of KIPCO's FY2021 financial statements

** after interest payment on perpetual capital securities



kx

Thank you