

Ref: KIPCO/DGCEO 127/22 dated November 16, 2022

Boursa Kuwait Company

KUWAIT

المحترمين

السادة / شركة بورصة الكويت

دولة الكويت

Subject: Conducting KIPCO's Analyst/Investor
Conference call for Q3/2022

الموضوع: انعقاد مؤتمر المحللين/المستثمرين لشركة
مشاريع الكويت القابضة "كيبكو" للربع الثالث من
السنة المالية 2022

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 a conference call at 2:00 PM (local time) on Wednesday 16/11/2022.

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 مكالمة هاتفية جماعية في تمام الساعة الثانية ظهراً (التوقيت المحلي) من يوم الأربعاء الموافق 2022/11/16.

Kindly note that no material information has been discussed during the conference. Please find attached the investors' presentation for Q3-2022.

كما يرجى العلم بأنه لم يتم تداول أي معلومة جوهرية خلال المؤتمر، وتجدون مرفق طيه العرض التقديمي للمستثمرين عن الربع الثالث لعام 2022.

Sincerely,

وتفضلوا بقبول فائق الاحترام،،



Samer Khanachet

Deputy Group Chief Executive Officer

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



سامر خنشت

نائب الرئيس التنفيذي للمجموعة



KIPCO Q3 2022 INVESTOR CALL

November 2022



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", " 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.

Exchange rates of USD/KD of 0.30985 and of USD/JOD of 0.709 have been used in the presentation for financial numbers

Highlights

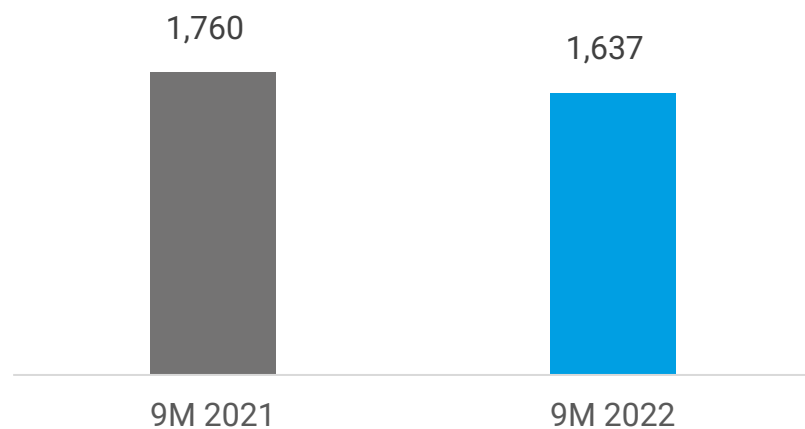
- Reported net profit of US\$19mn for 9M 2022
- Progress on the merger:
 - Received all regulatory approvals
 - Approved by shareholders at respective EGMs
 - Set the date of share swap as 23 November 2022
- Liquidity position remains strong:
 - Cash balance of US\$353mn and US\$375mn committed facility
- Published first Sustainability Report



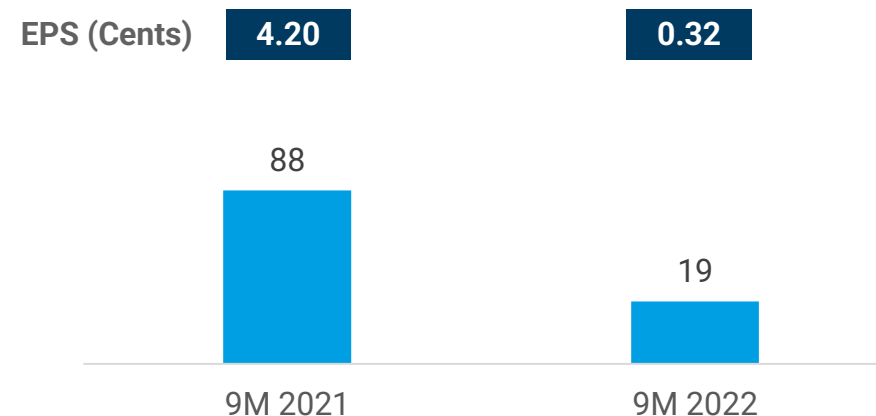
CONSOLIDATED FINANCIAL PERFORMANCE

CONSOLIDATED FINANCIAL PERFORMANCE

Revenue US\$ mn



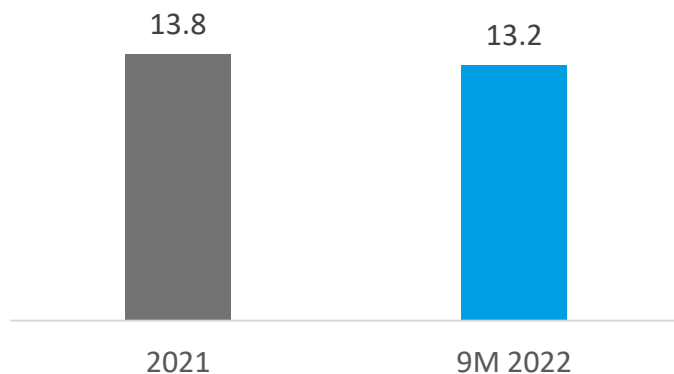
Net Profit US\$ mn



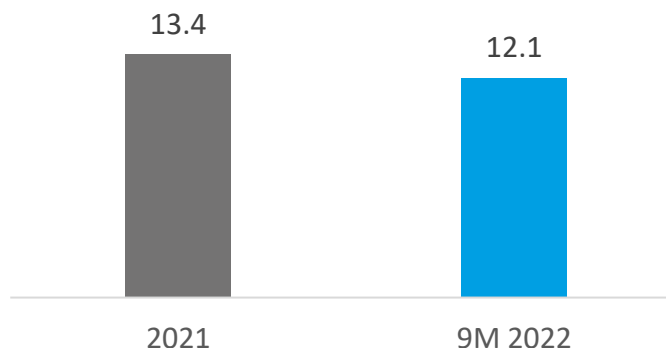


PORTFOLIO FINANCIAL PERFORMANCE

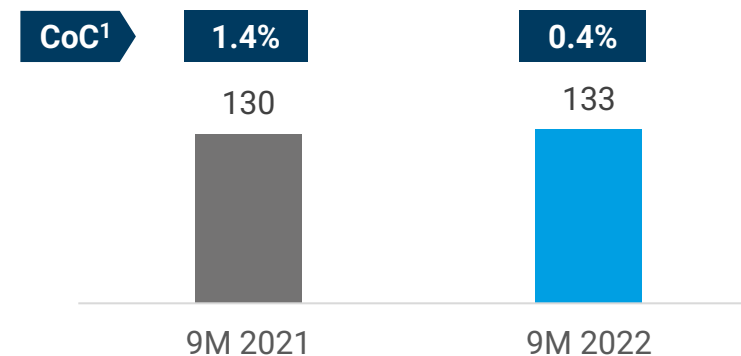
Loans US\$ bn



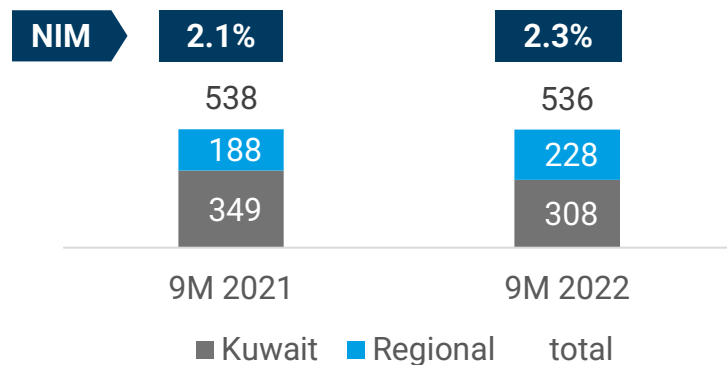
Deposits US\$ bn



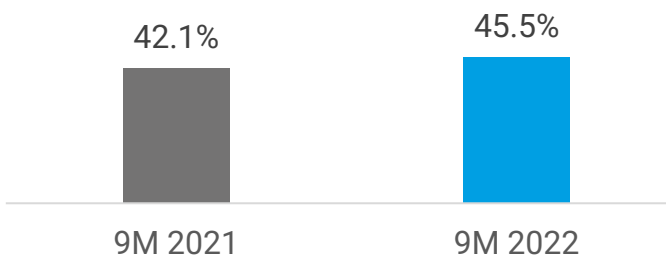
Net Income US\$ mn



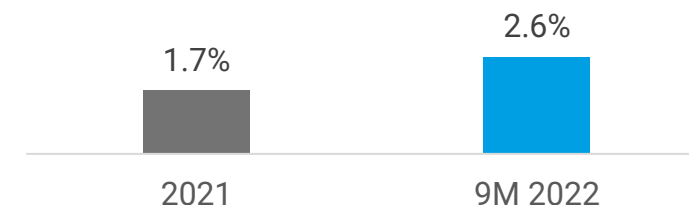
Operating Income US\$ mn



Cost to Income %

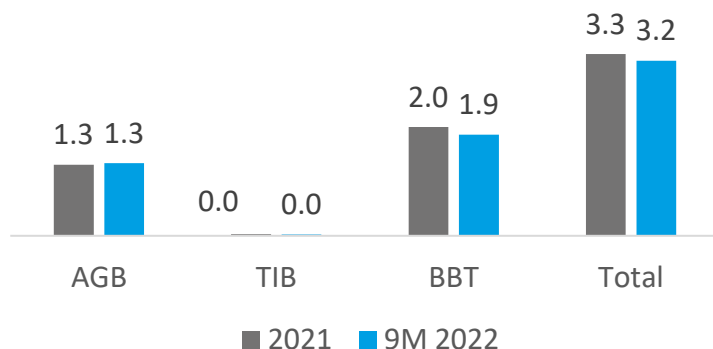


Non Performing Loans %

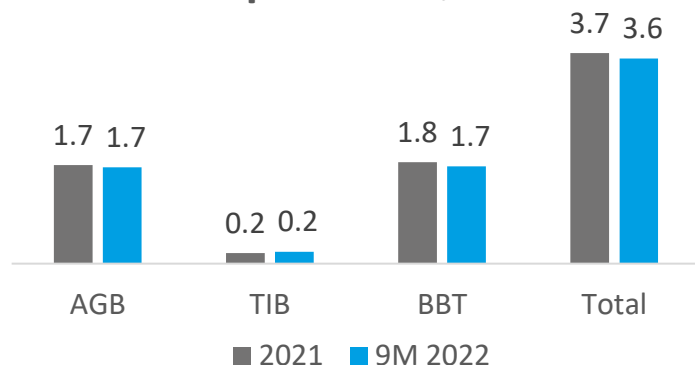


BURGAN BANK REGIONAL OPERATIONS

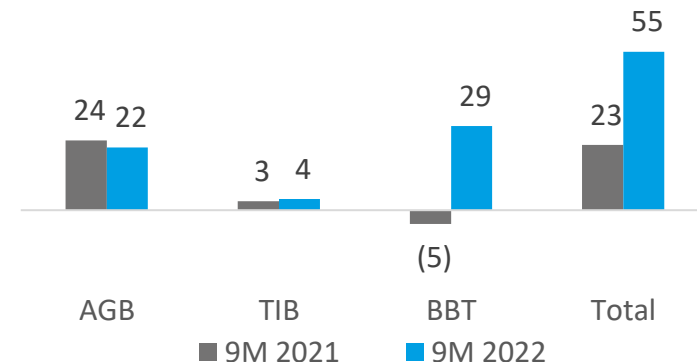
Loans US\$ bn



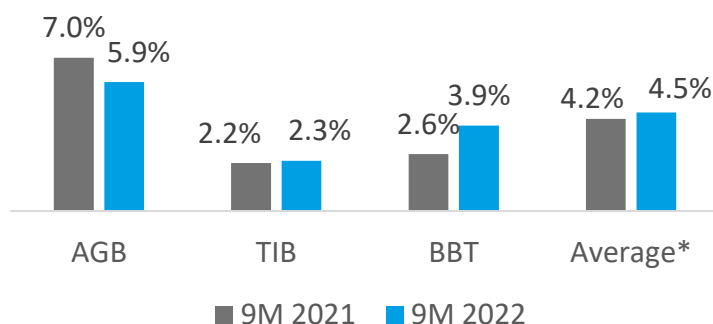
Deposits US\$ bn



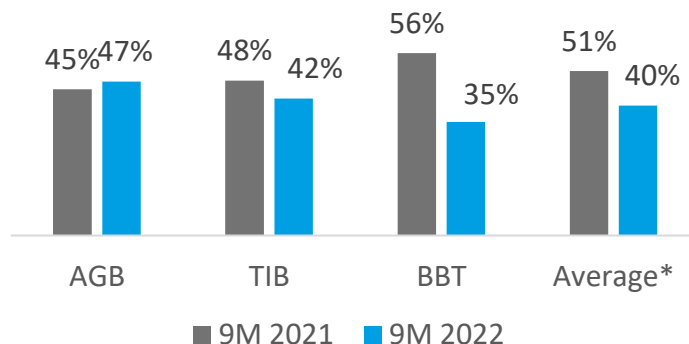
Net Income US\$ bn



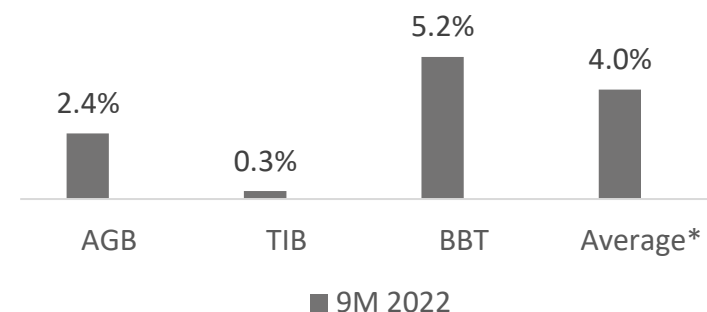
Net Interest margin %



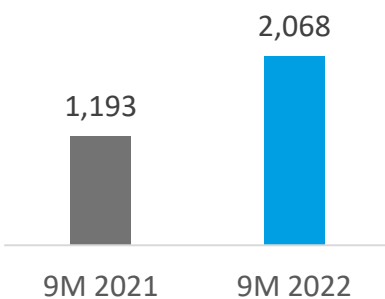
Cost to Income %



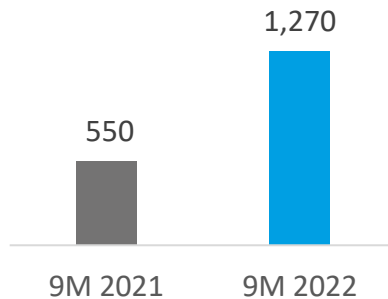
Non-performing Loans %



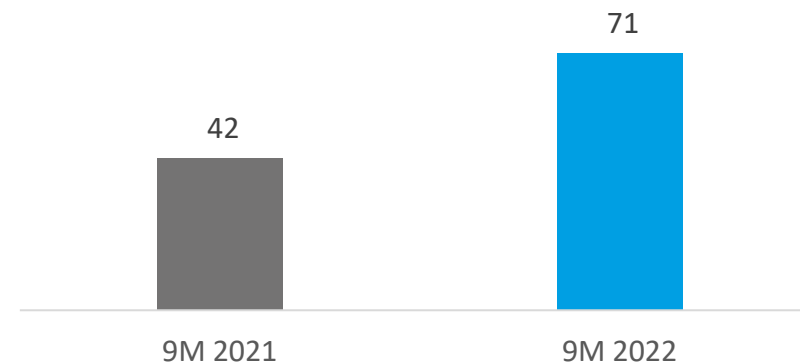
Gross Premium Written US\$ mn



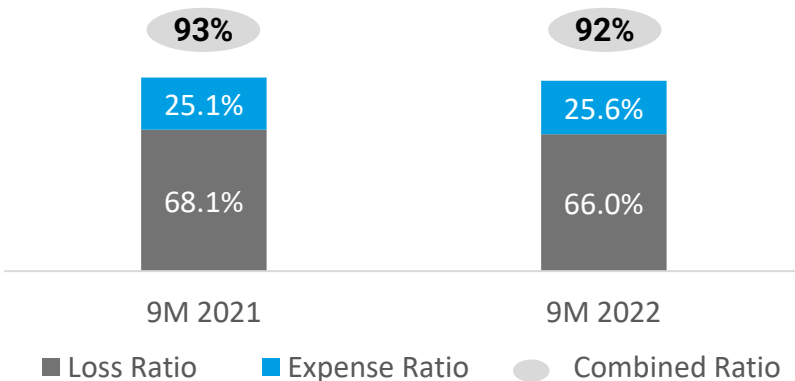
Net Premium Written US\$ mn



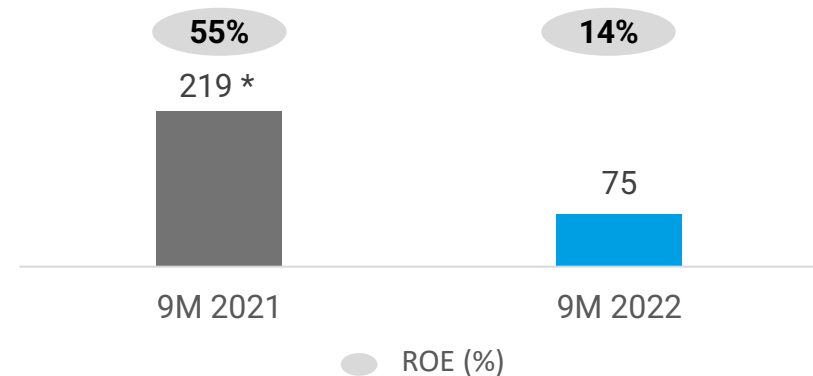
Net Investment Income US\$ mn



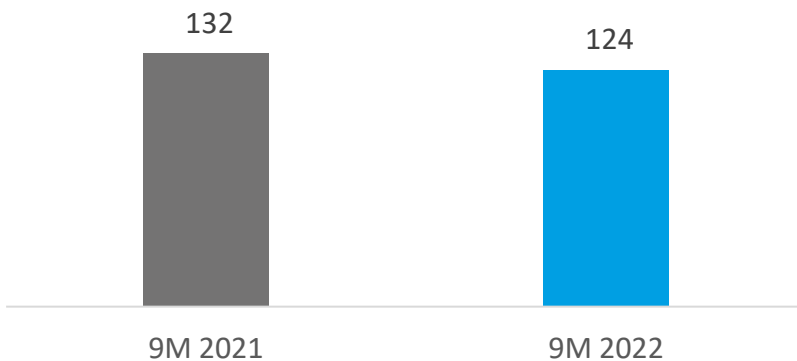
Combined Ratio %



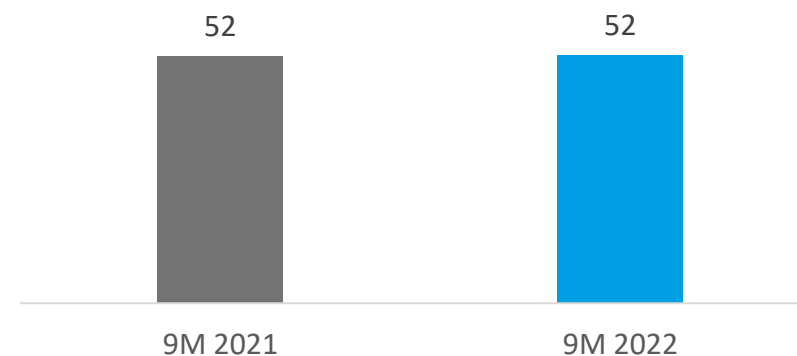
Net Profit US\$ mn & ROE %



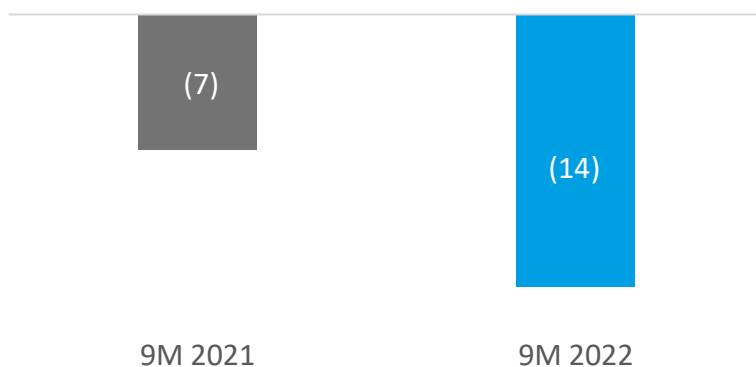
Revenue US\$ mn



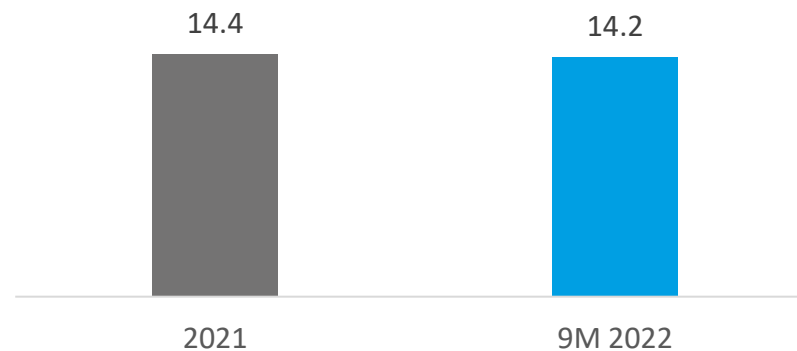
Fee & Commission US\$ mn



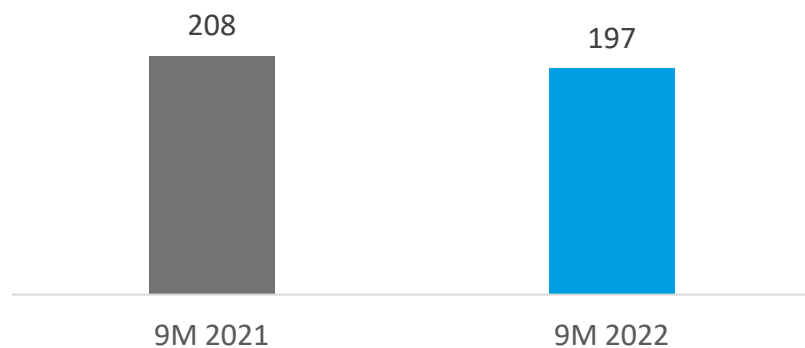
Net Loss US\$ mn



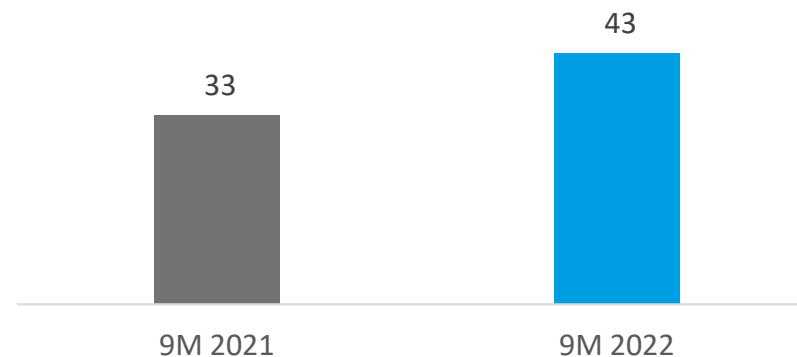
AuM US\$ bn



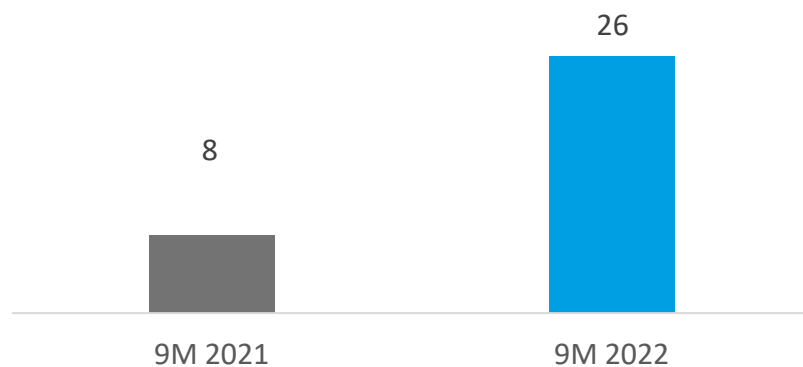
Revenue US\$ mn



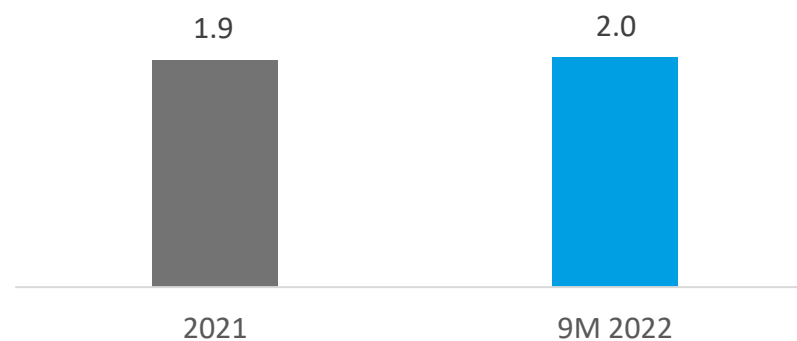
Operating Profit US\$ mn



Net Profit US\$ mn



Total Assets US\$ bn



OSN: OVERVIEW AND UPDATE

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

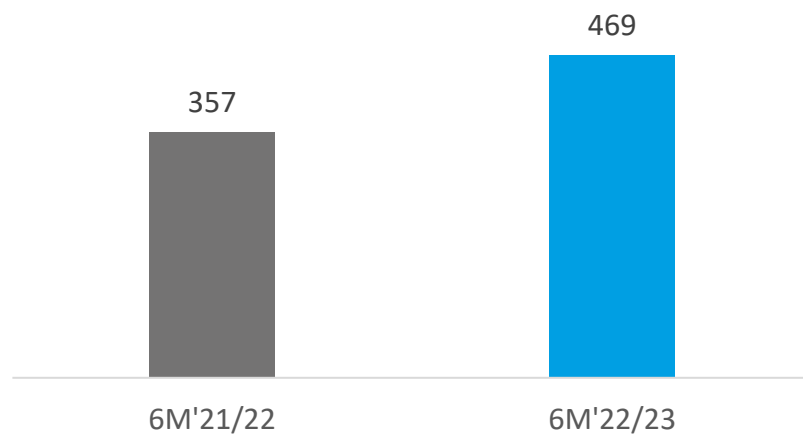
Premium content:

- 67 channels (including 43 HD channels and 18 owned and operated channels) in linear TV
- 18,000 hours of content on OSN+
- Exclusive contracts with 4 major Hollywood studios; 1st pay window on Pay-tv and SVOD; Tailored Arabic language content
- Licensed to operate in 22 countries, active in 7 core markets
- Employs ~590 people, 27 retail locations and network of 69 partners

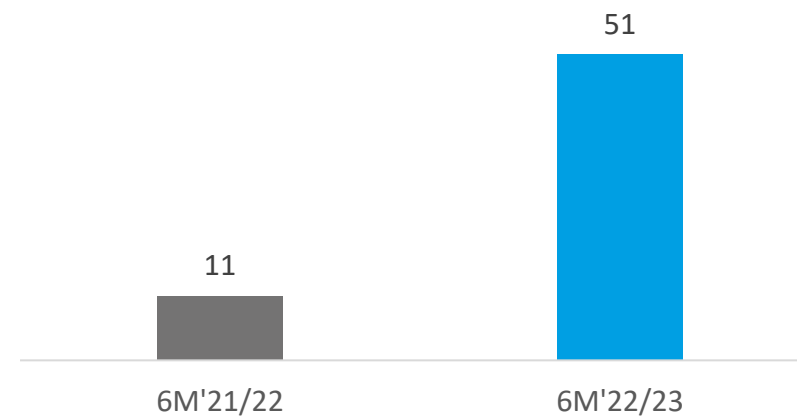
Business update:

- Focused on enhancing user experience on its digital platforms along with cost optimization

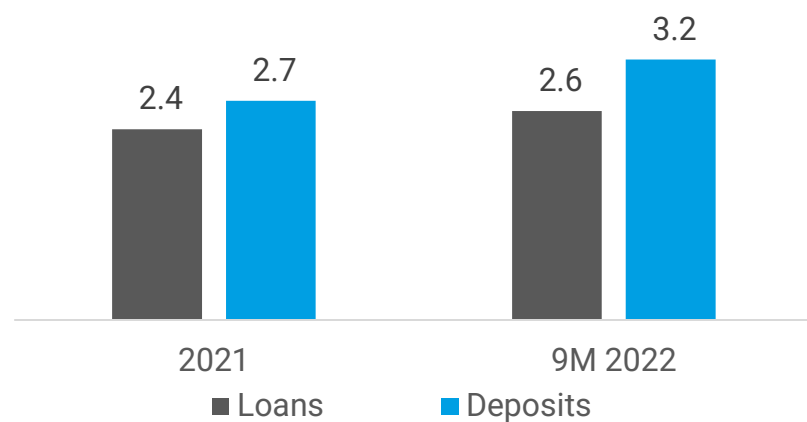
Revenue US\$ mn



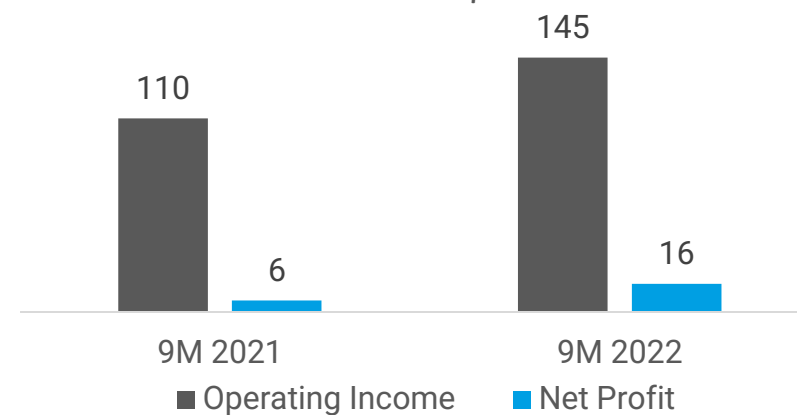
Net Profit US\$ mn



Loans & Deposits US\$ bn



Operating Income & Net Profit US\$ mn





THANK YOU