



# KIPCO FY 2022 INVESTOR CALL

March 2023



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Exchange rates of USD/KD of 0.3063 and of USD/JOD of 0.709 have been used in the presentation for financial numbers

## Highlights

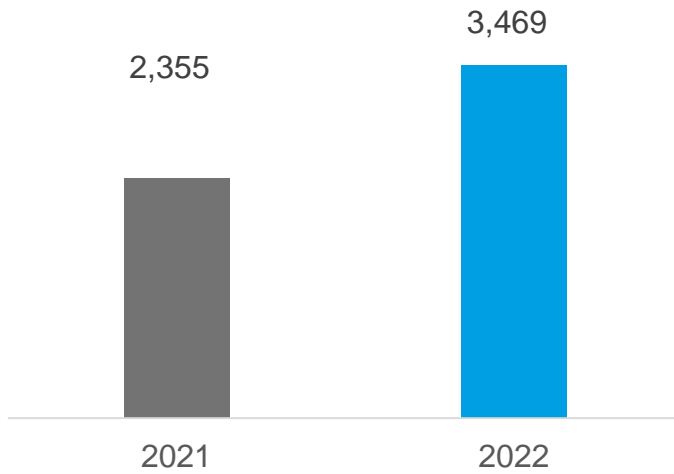
- Reported net profit of US\$82mn; Shareholders equity increased to US\$1,928mn
- Completed merger with QPIC :
  - Fully equity funded transaction; each 1 share of QPIC exchanged for 2.24 shares of KIPCO
  - Trading under a single ticker since 23rd November 2022
- Issued US\$539mn (KD165mn) 6-year senior unsecured KD bond; bought back US\$343mn of existing bonds due in 2023 & 2024
- Signed US\$525mn senior unsecured credit facility with regional/international banks; an effective tenure of 3 years
- Ended the year with strong liquidity and repaid US\$ 500mn EMTN in March 2023



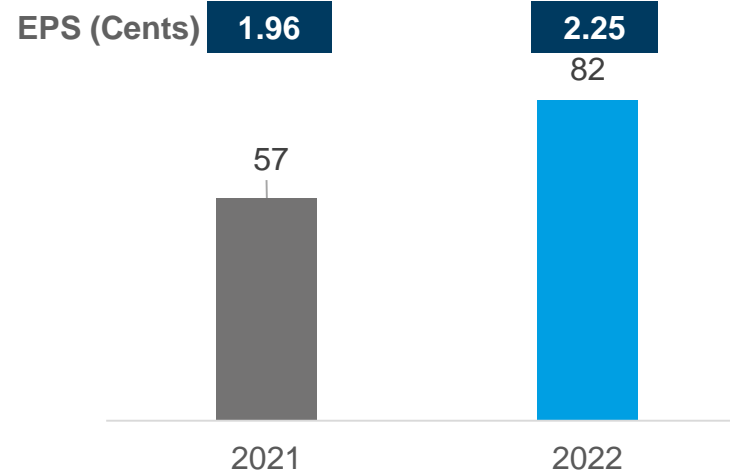
CONSOLIDATED  
FINANCIAL  
PERFORMANCE

# CONSOLIDATED FINANCIAL PERFORMANCE

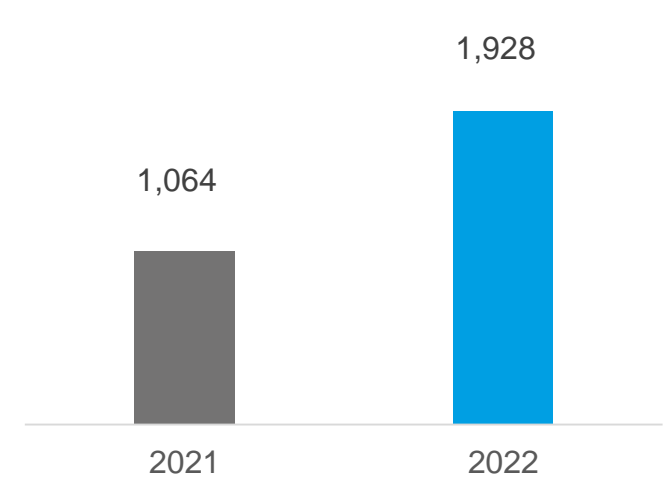
## Revenue US\$ mn



## Net Profit US\$ mn



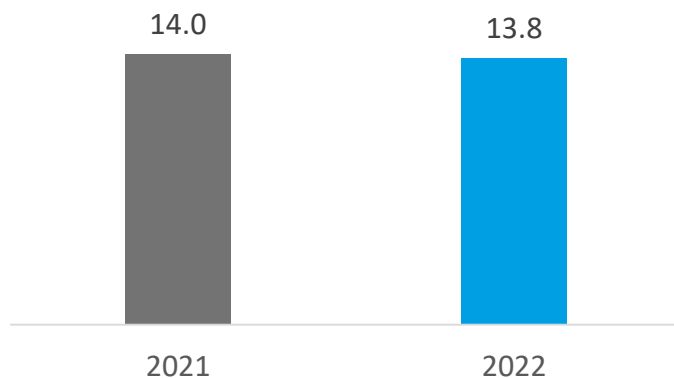
## Shareholders' Equity US\$ mn\*



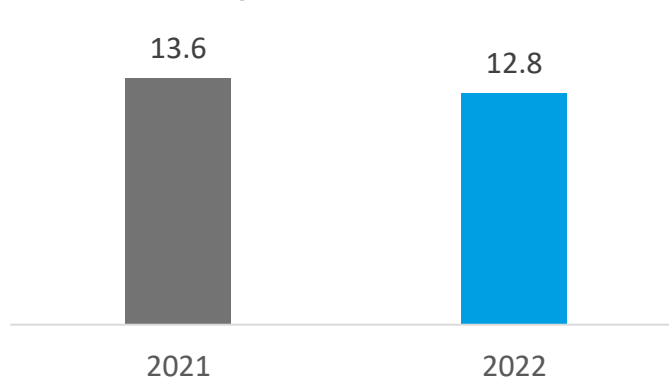
A modern glass skyscraper with a white grid overlay against a sunset sky. The grid consists of white lines that curve and converge towards the top right, creating a sense of depth and movement. The sky is a mix of blue, orange, and yellow, with a bright sun on the right side. The building's glass facade reflects the sky and the grid lines.

# PORTFOLIO FINANCIAL PERFORMANCE

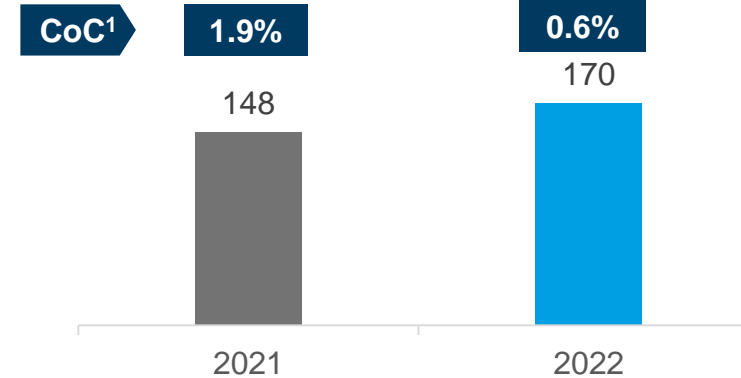
### Loans US\$ bn



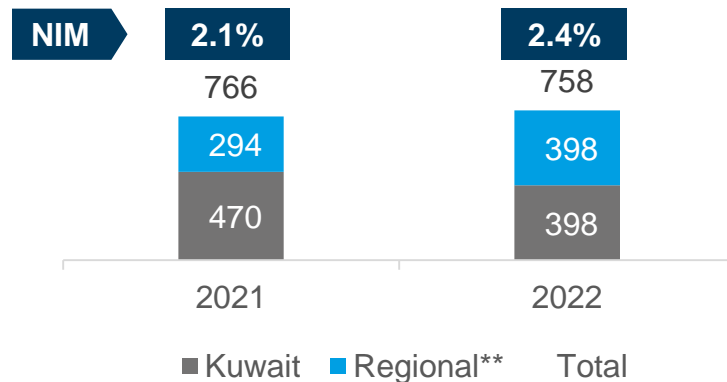
### Deposits US\$ bn



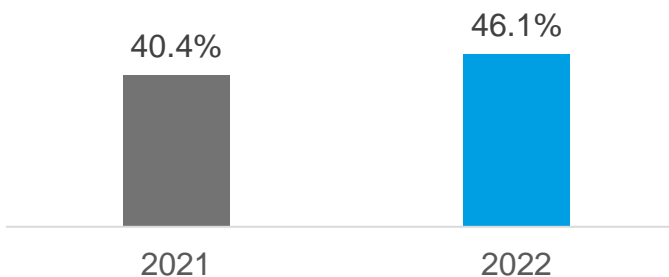
### Net Income US\$ mn



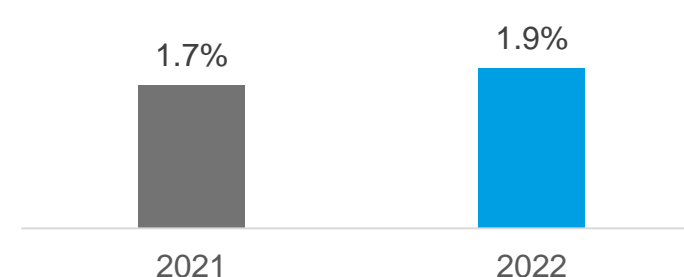
### Operating Income\* US\$ mn



### Cost to Income %

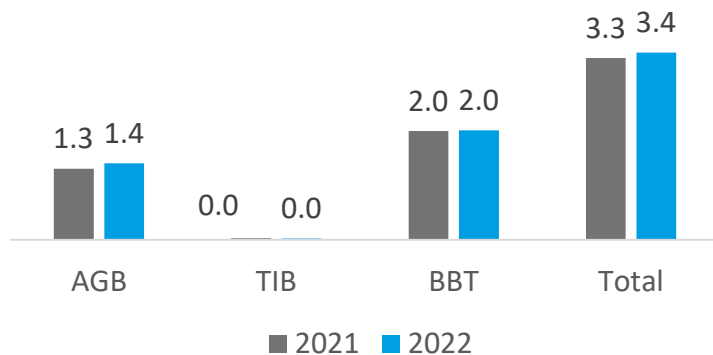


### Non Performing Loans %

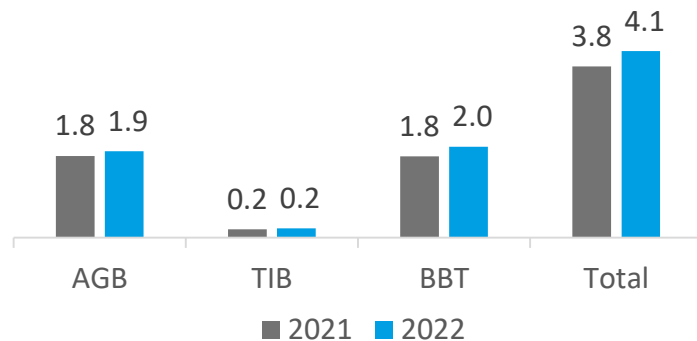


# BURGAN BANK REGIONAL OPERATIONS

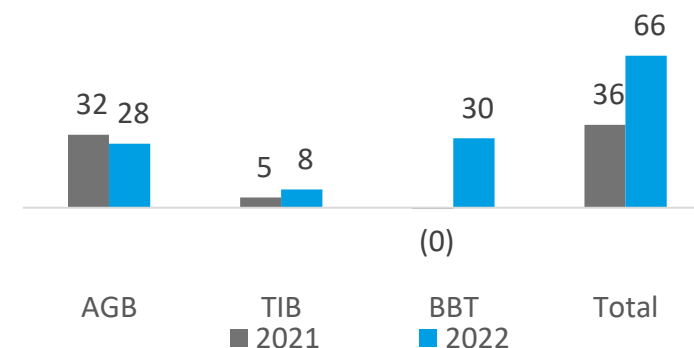
## Loans US\$ bn



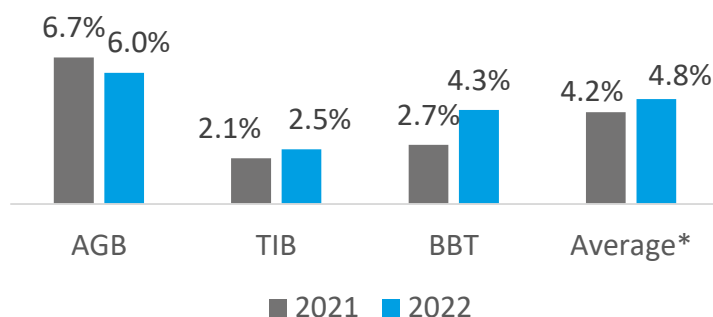
## Deposits US\$ bn



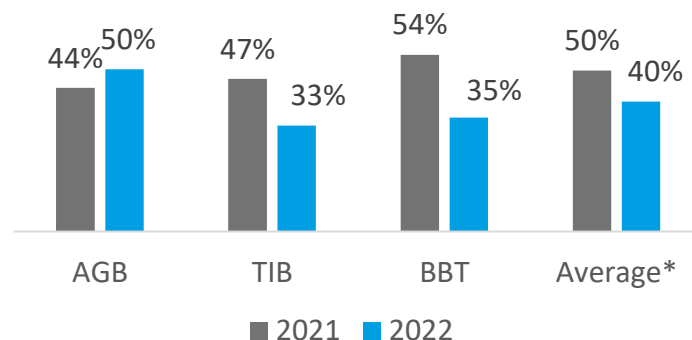
## Net Income US\$ mn



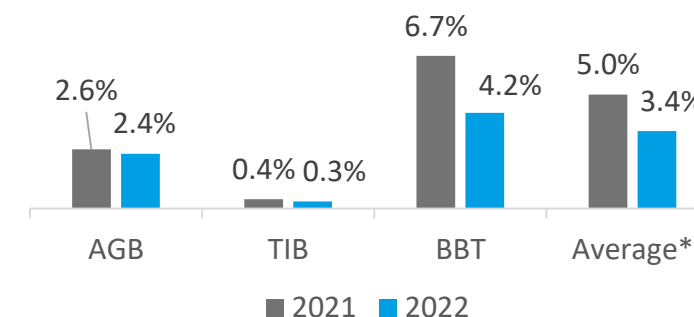
## Net Interest margin %



## Cost to Income %

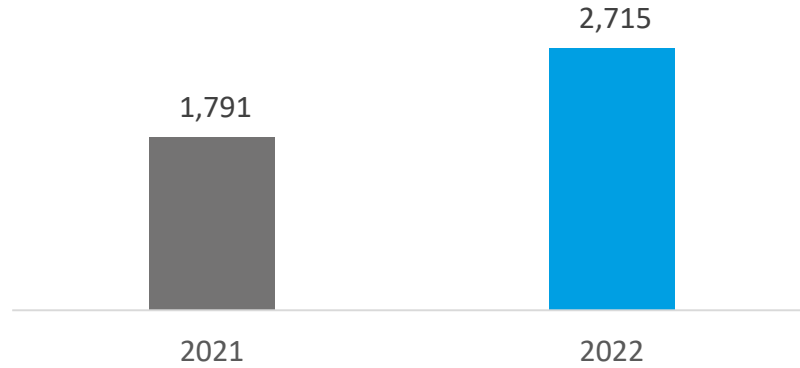


## Non-performing Loans%

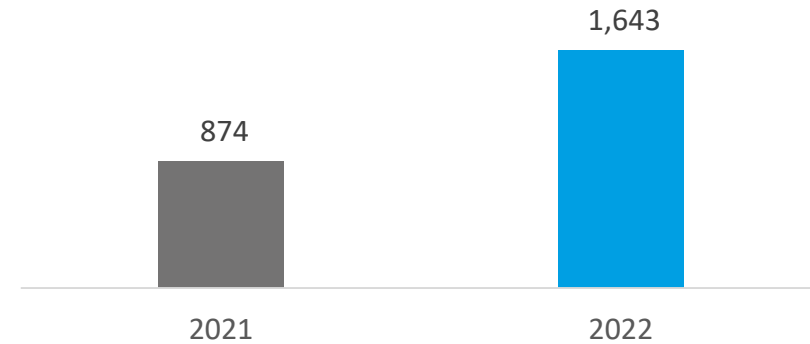




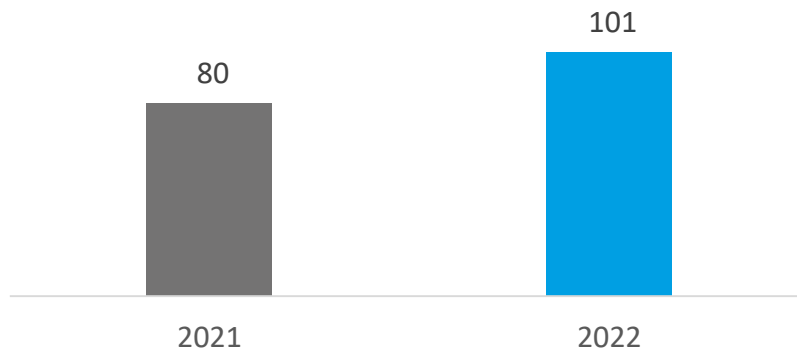
## Gross Premium Written US\$ mn



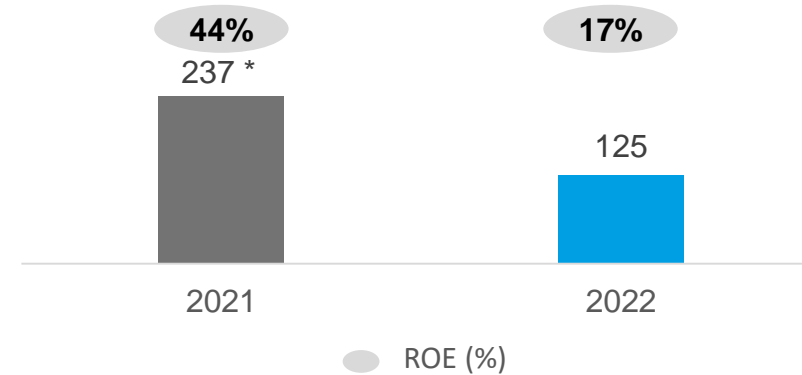
## Net Premium Written US\$ mn



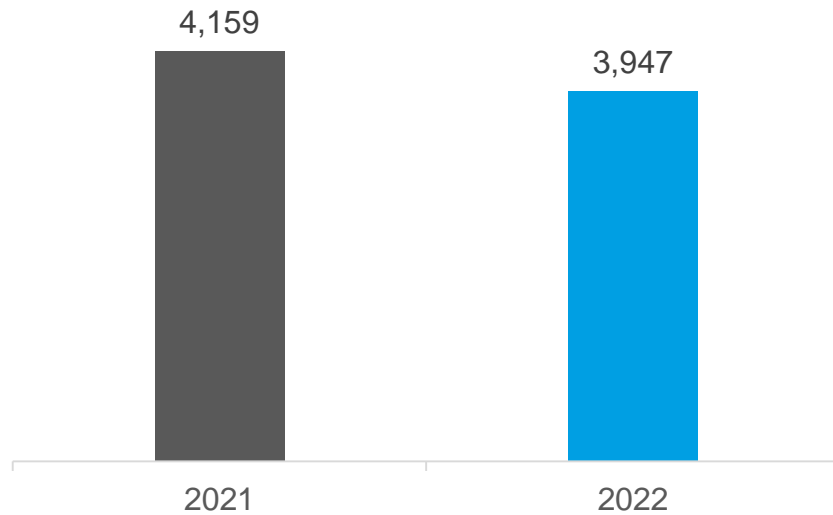
## Net Investment Income US\$ mn



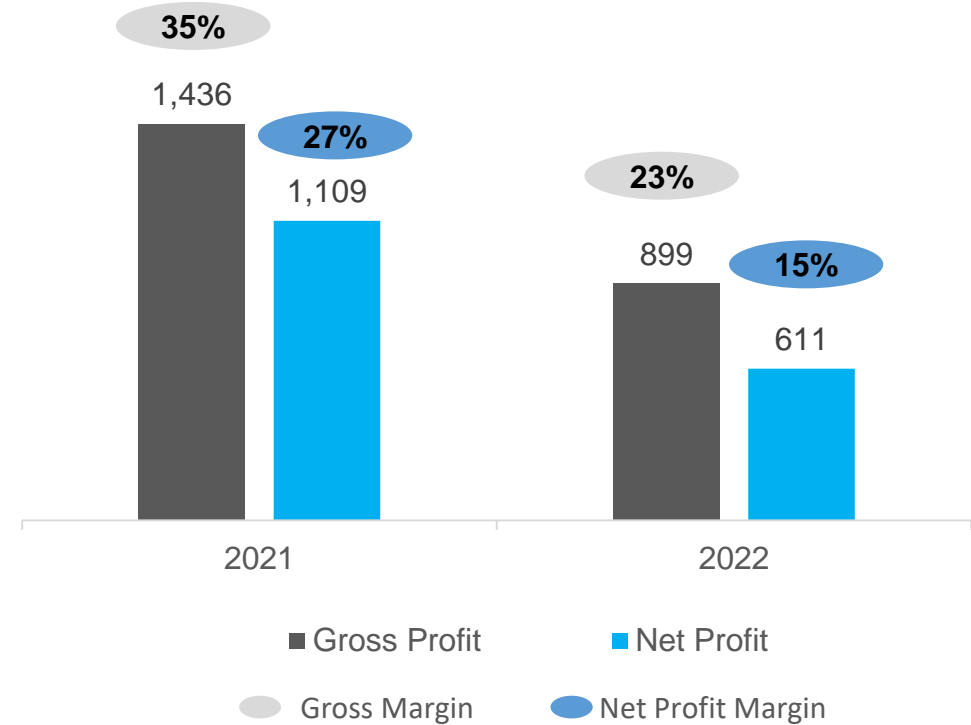
## Net Profit US\$ mn & ROE %



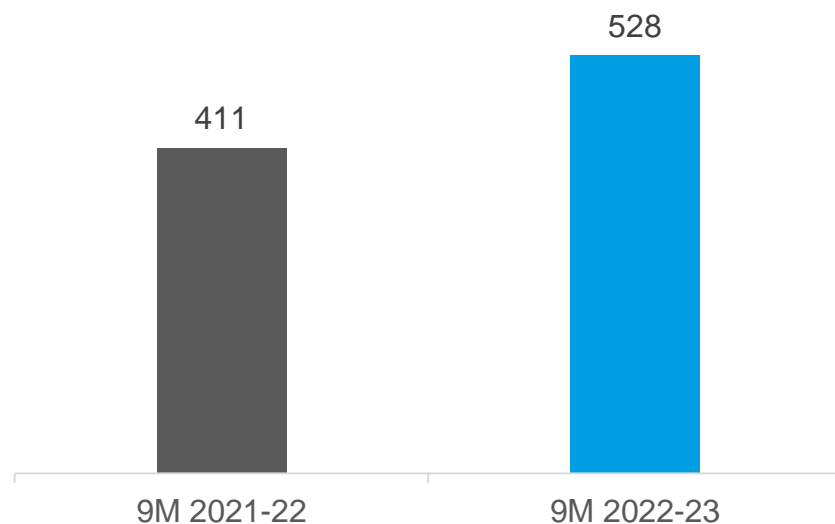
Revenue US\$ mn



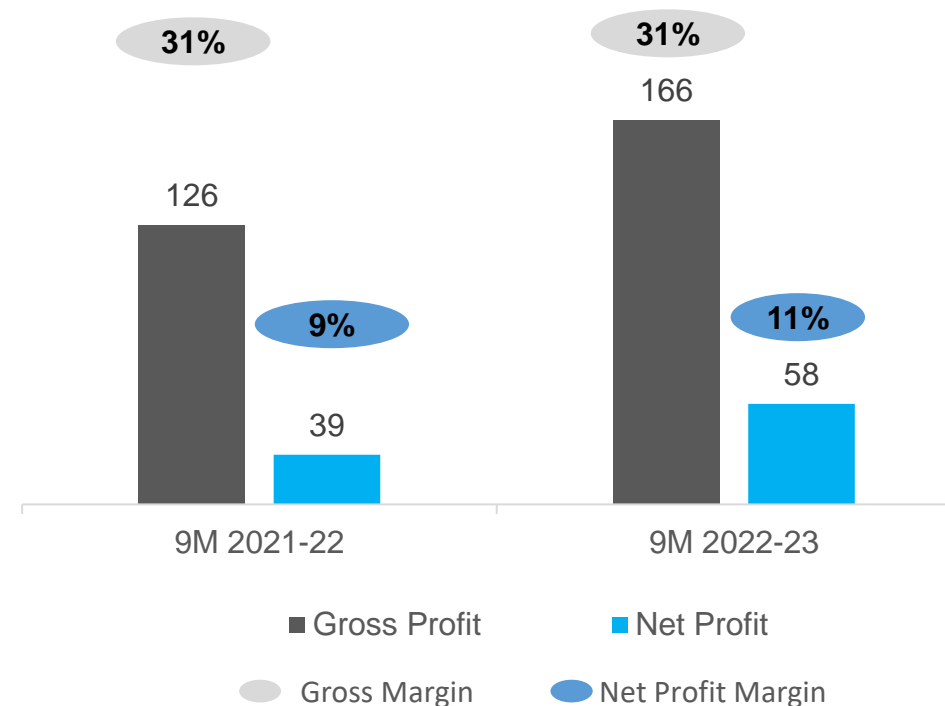
Gross Profit & Net Profit US\$ mn



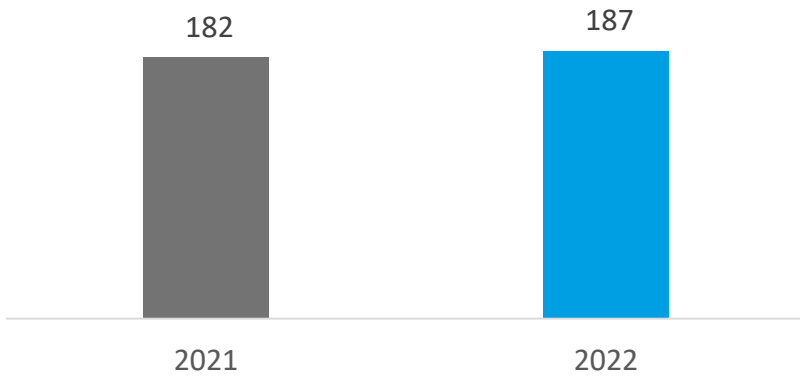
Revenue US\$ mn



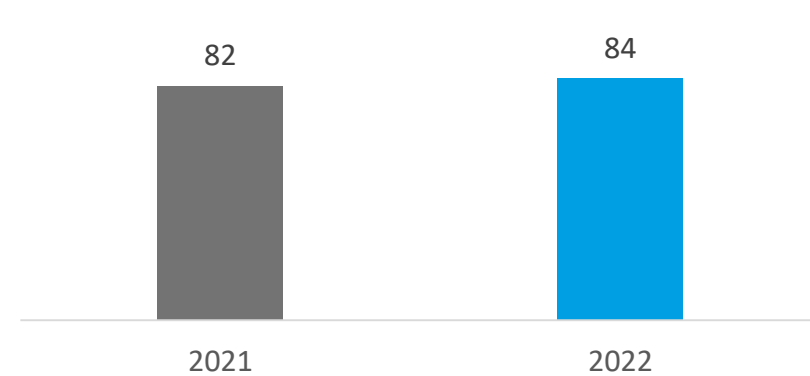
Gross Profit & Net Profit US\$ mn



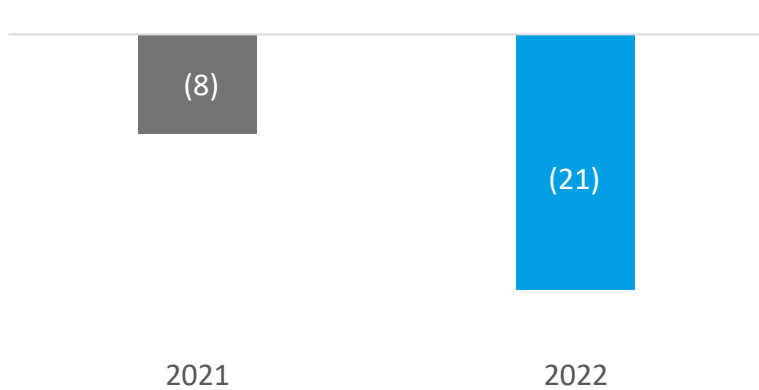
### Revenue US\$ mn



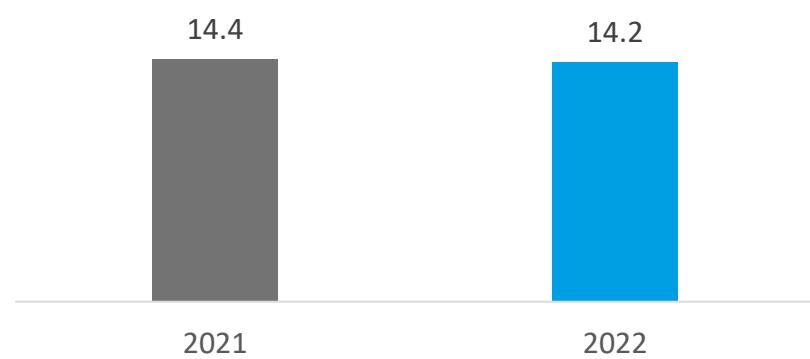
### Fee & Commission US\$ mn



### Net Loss US\$ mn



### AuM 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

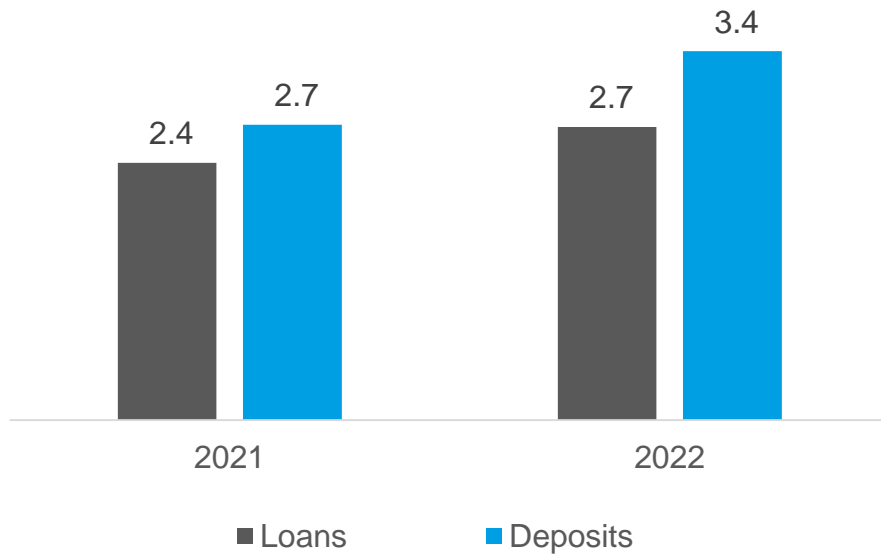
Premium content:

- 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

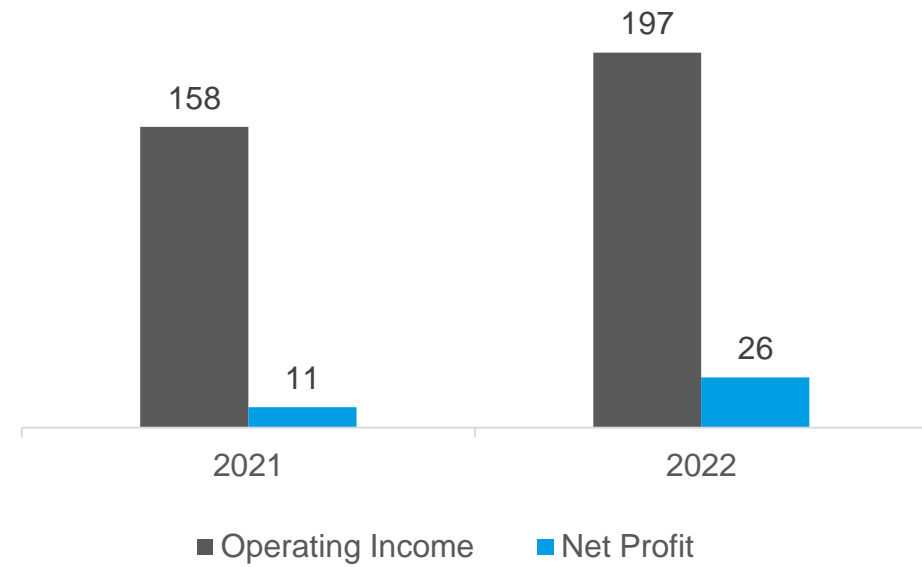
Business update:

- OSN has extended its relationship with Warner Bros. Discovery signing a new multi-year licensing deal under which it will continue to be the exclusive home for HBO content in the region.
- Continued focus on enhancing user experience along with cost optimization

Loans & Deposits US\$ bn



Operating Income & Net Profit US\$ mn



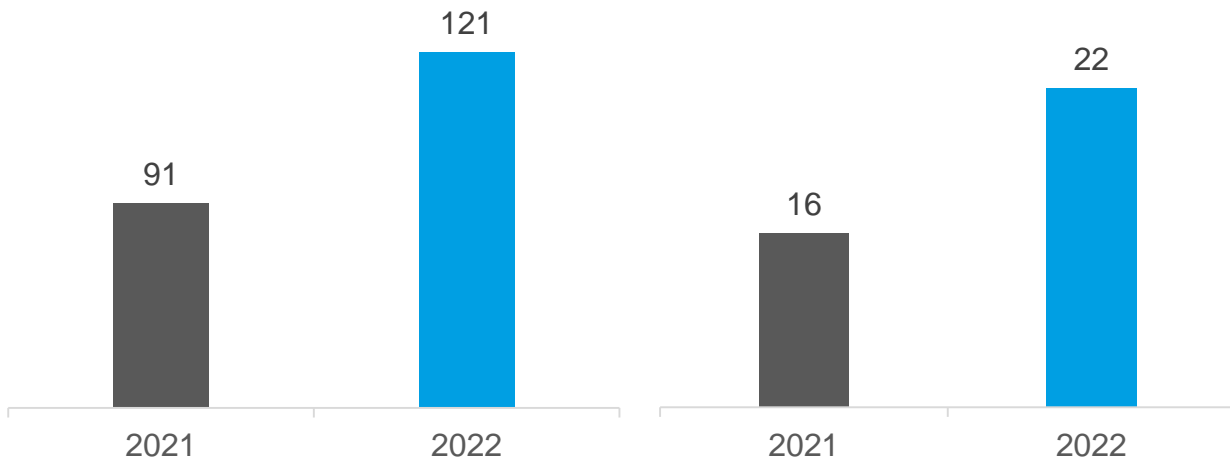
# OTHER GROUP COMPANIES

## NAPESCO – NATIONAL PETROLEUM SERVICES COMPANY



Revenue US\$ mn

Net Profit US\$ mn

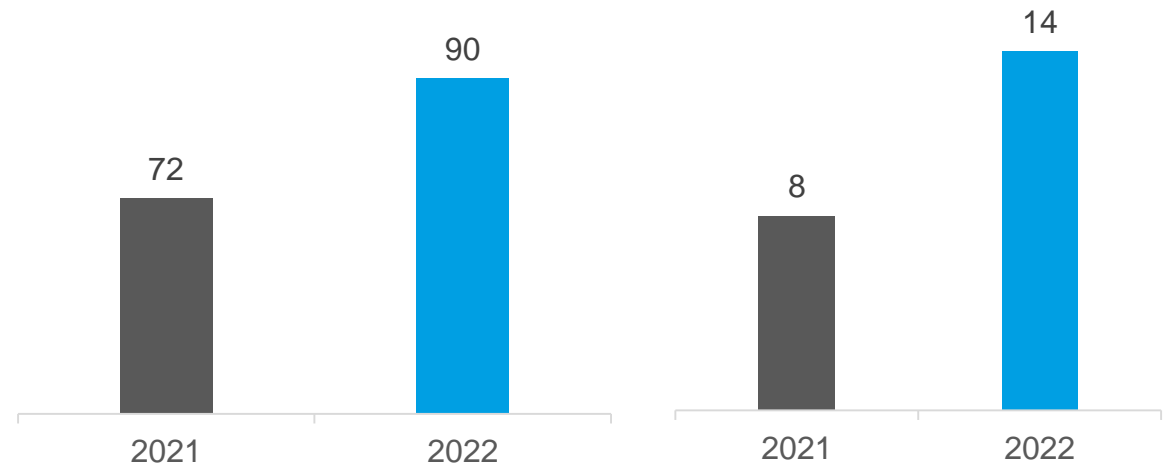


## JTC - JASSIM TRANSPORT & STEVEDORING COMPANY



Revenue US\$ mn

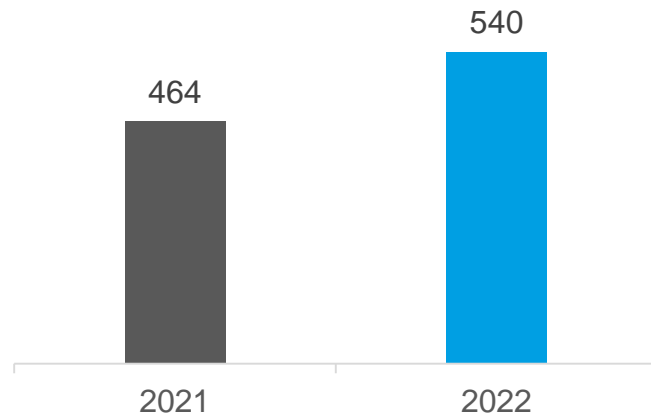
Net Profit US\$ mn



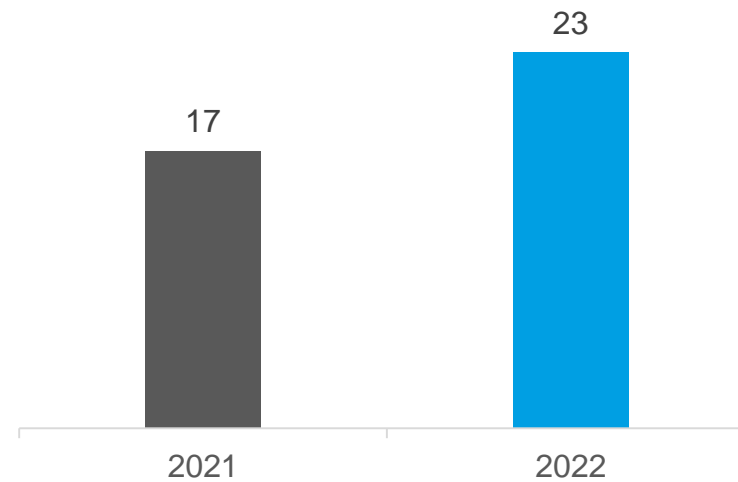
ATC – ADVANCED TECHNOLOGY COMPANY



Revenue US\$ mn



Net Profit US\$ mn







THANK YOU