

KIPCO FY 2023 INVESTOR CALL

March 2024

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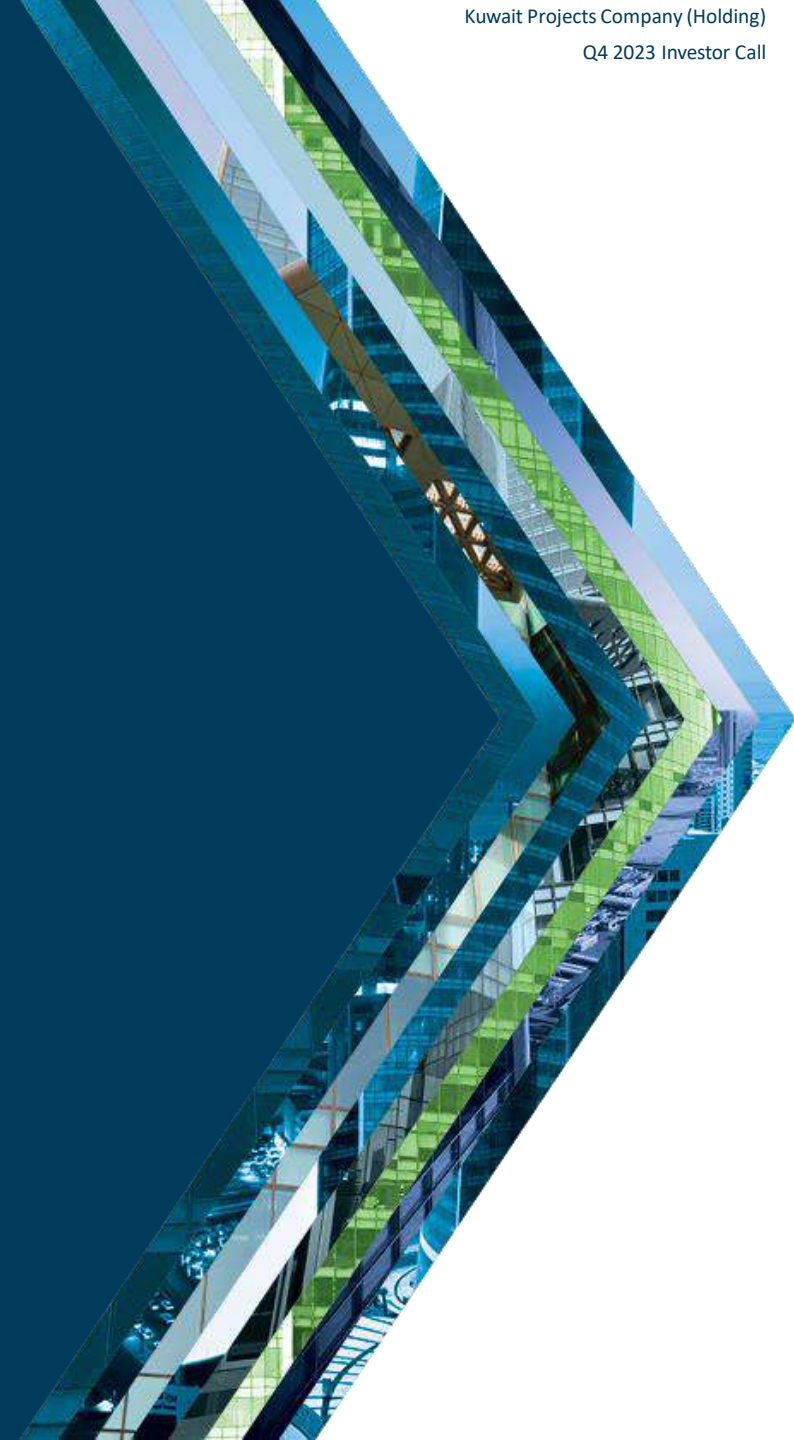
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Financial figures in this presentation have been rounded and converted to United States Dollars (US\$) using the following exchange rates:

- US\$ to Kuwaiti Dinar – (US\$/KD) 0.30670
- US\$ to Saudi Riyal – (US\$/SAR) 3.750
- US\$ to Jordanian Dinar – (US\$/JD) 0.7087

HIGHLIGHTS FOR Q4



Recent business highlights


19%
FY 2023
net profit
growth

❖ Positive performance driven by foreign banking operations, foodstuff, logistics and oil field services



❖ Partial prepayment of US\$ 330 million (KD 101.4 million) of the US\$ 525 million syndicated facility and subsequent prepayment in full, amounting to US\$ 195 million (KD 60 million)

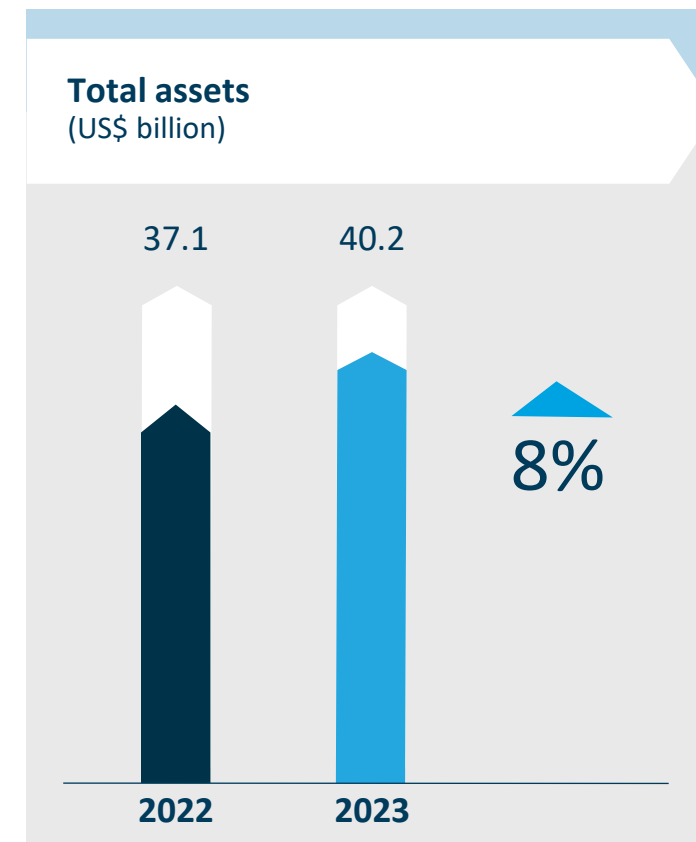
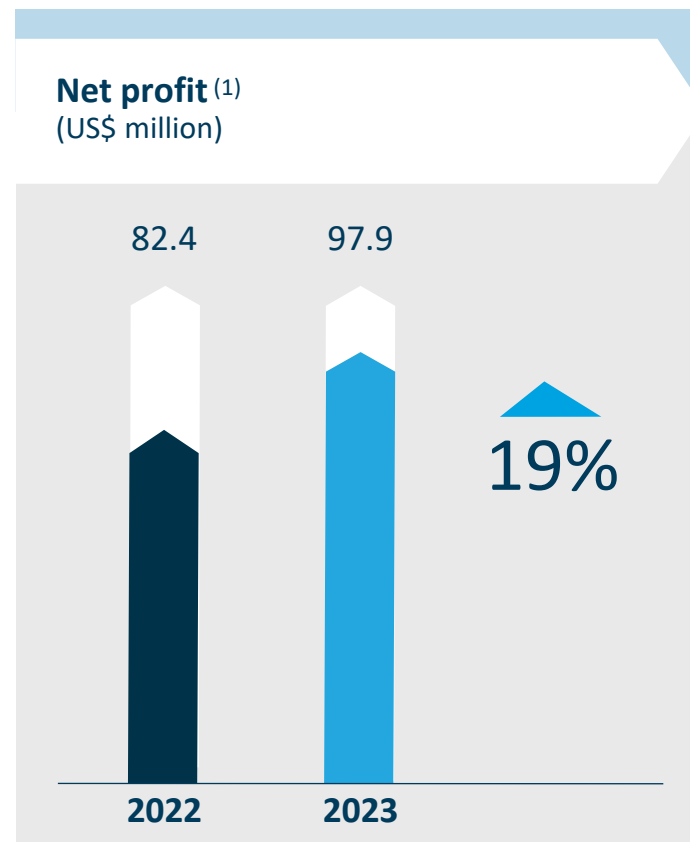
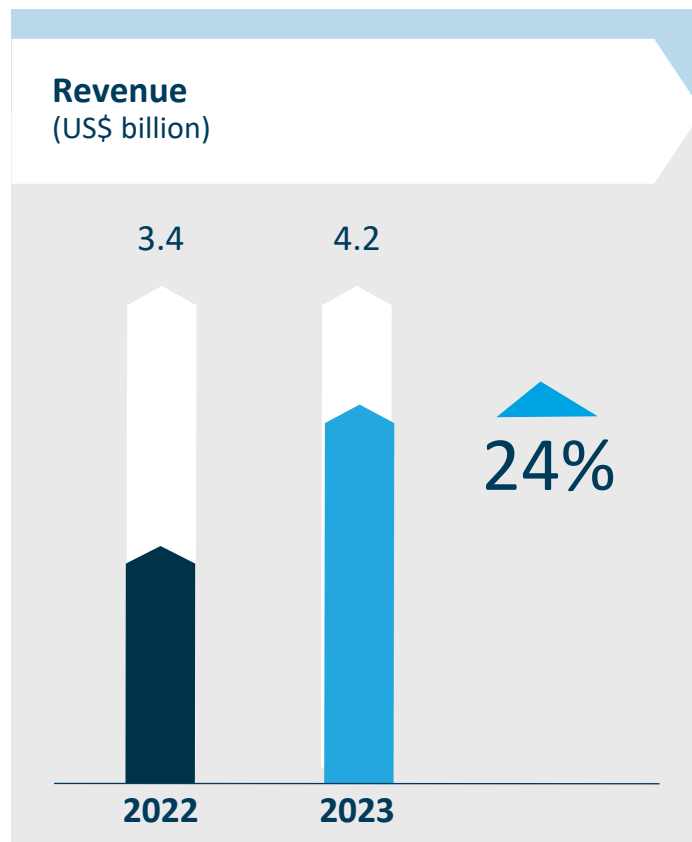
❖ Repayment of remaining portion of KIPCO's 5-year 2023 KD bond amounting to US\$ 92.9 million (KD 28.5 million)

Recent business highlights



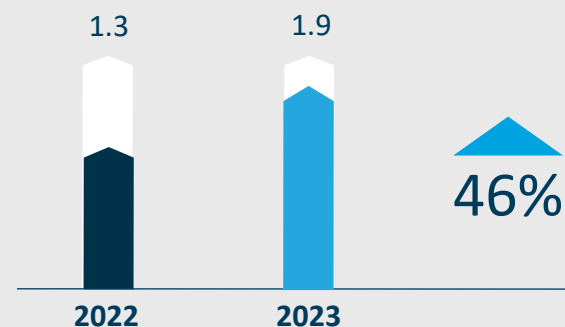
- ❖ Signed a conditional binding agreement to combine OSN's streaming business, OSN+, with Anghami
- ❖ Al Rawabi purchases 52% stake in Burgan Bank Turkey, raising KIPCO Group's effective ownership in the bank to 81.5%
- ❖ Completion of the sale of GIG, with KIPCO Group realizing a net profit of approximately US\$ 238 million (KD 73 million)
- ❖ NAPESCO bought KIPCO's 52.92% stake in UOP

Financial highlights

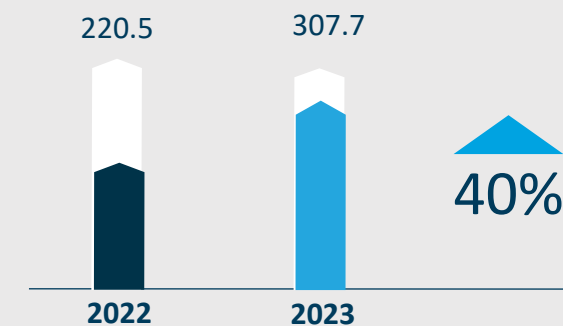


FY 2023 income breakdown

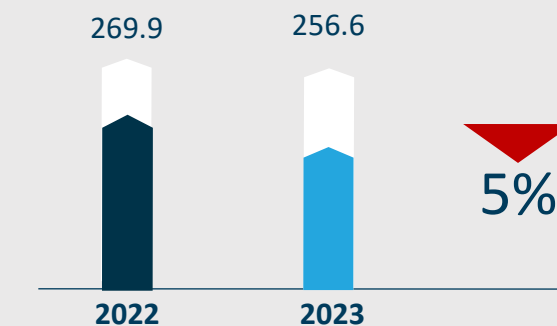
Interest income (US\$ billion)



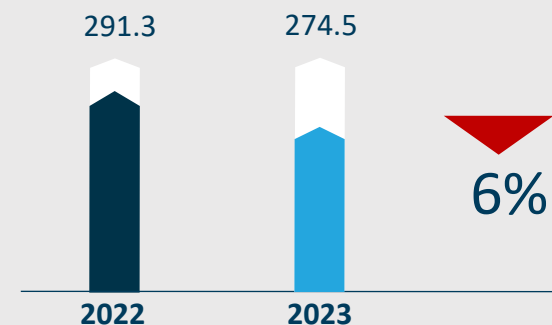
Net fee & commission income (US\$ million)



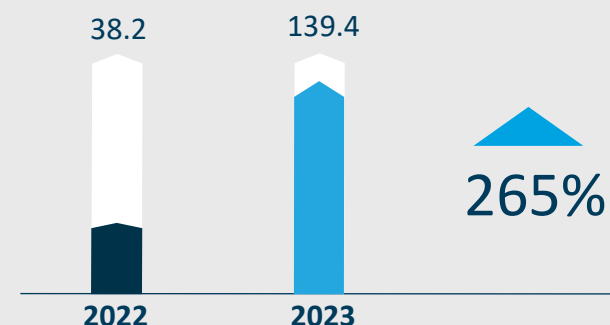
Media & digital satellite network (US\$ million)



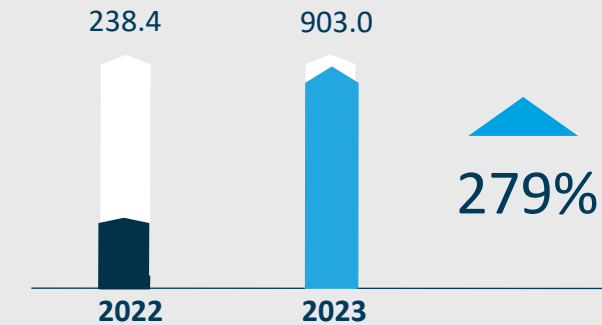
Hospitality and real estate income (US\$ million)



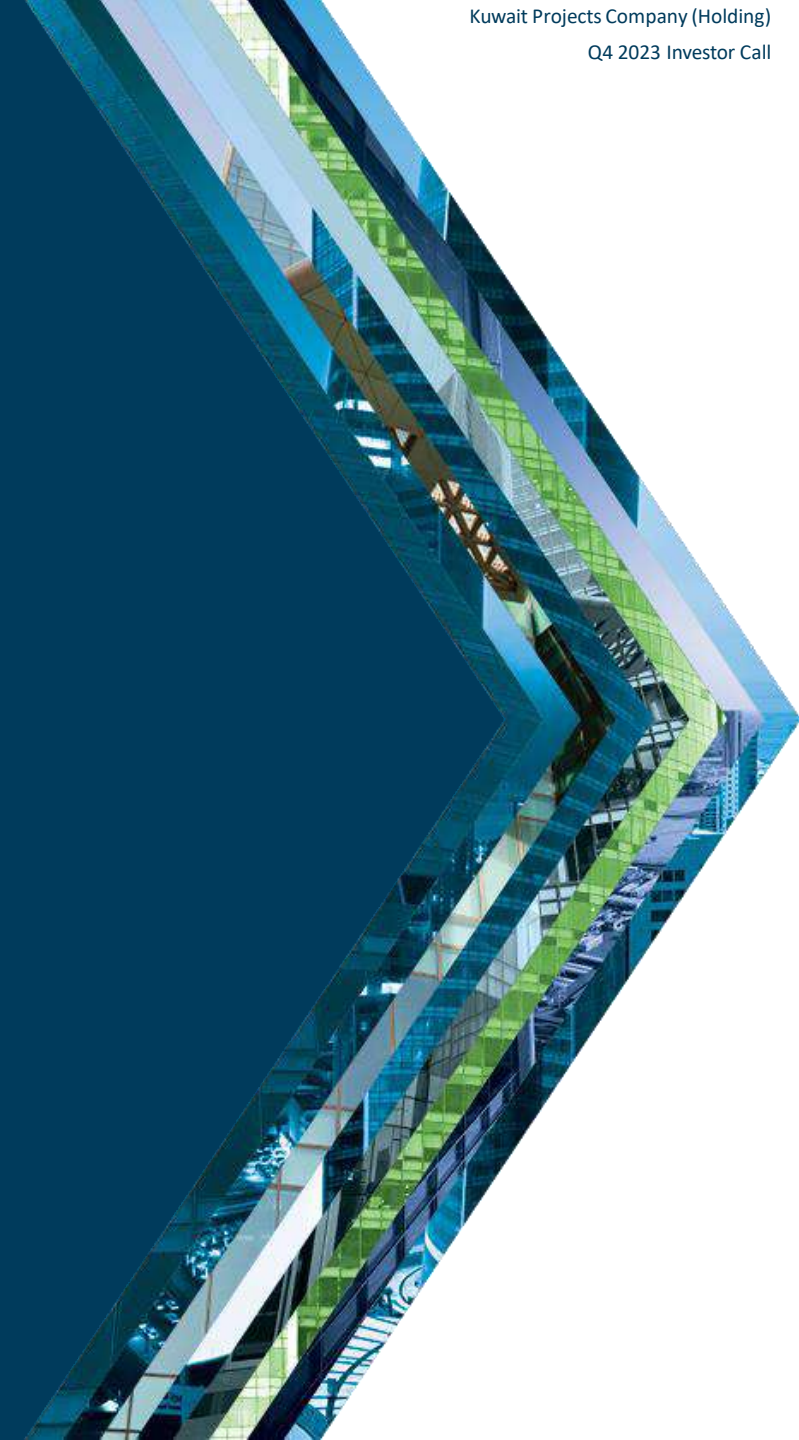
Energy income ⁽¹⁾ (US\$ million)



Industrial & logistics income ⁽¹⁾ (US\$ million)



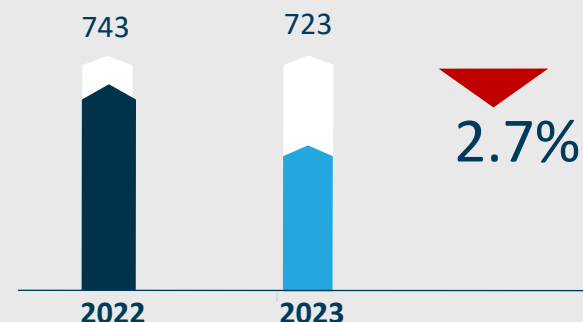
PORTFOLIO FINANCIAL PERFORMANCE



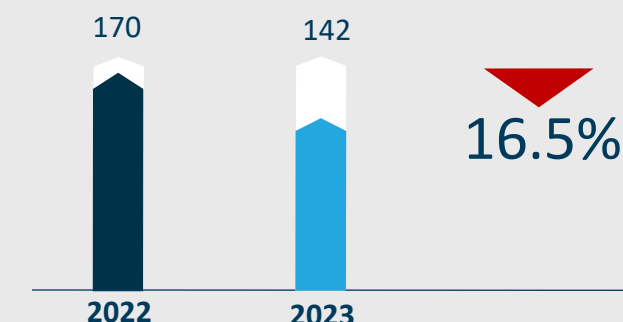
Burgan Bank Group



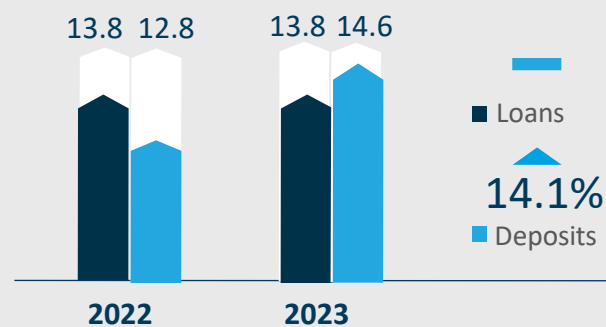
Operating income ⁽¹⁾ (US\$ million)



Net income ⁽²⁾ (US\$ million)



Loans & deposits (US\$ billion)



Key ratios

	2022	2023
Net interest margin%	2.4%	2.1%
Cost to income%	47.0%	52.4%
Cost of credit%	0.5%	0.1%
Non-performing loans ratio%	1.9%	2.0%
Provisions coverage ratio%	206%	220%

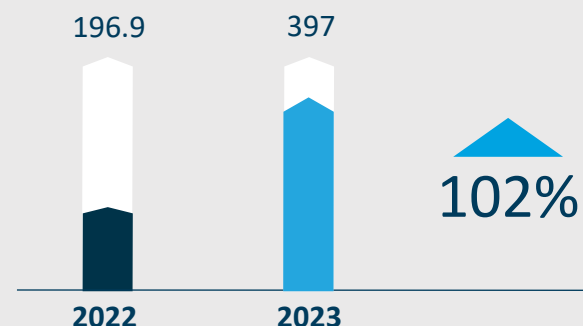
- ❖ The bank capped off a pivotal transformational year with healthy revenue, stable asset levels & solid capital base
- ❖ Strategic reallocation of its asset portfolio:
 - Sold its stake in BoB in Q1'23
 - Sold 52% of its stake in BB Turkey in Q4'23
- ❖ Sale of BB turkey stake resulted in:
 - Capital relief (CET 1 Ratio +180bps; CAR +200 bps)
- Significant reduction of FX volatility in Group's equity & income statement

Jordan Kuwait Bank

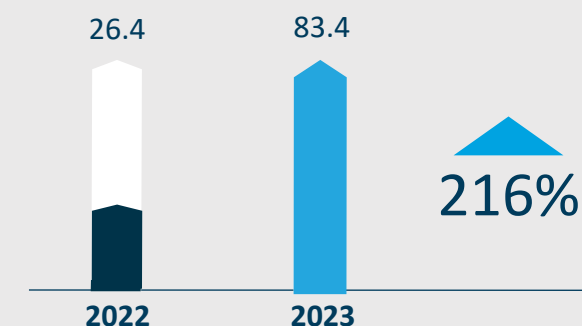


البنك الأردني الكويتي
JORDAN KUWAIT BANK

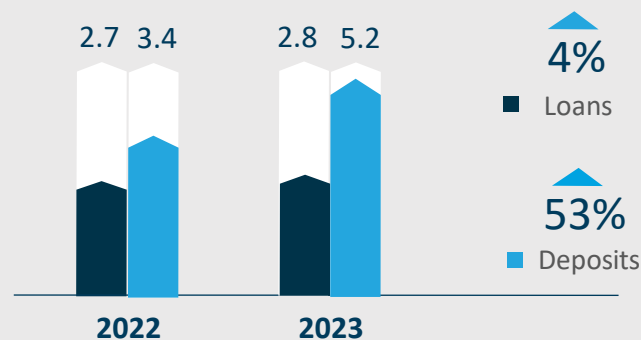
Total income (US\$ million)



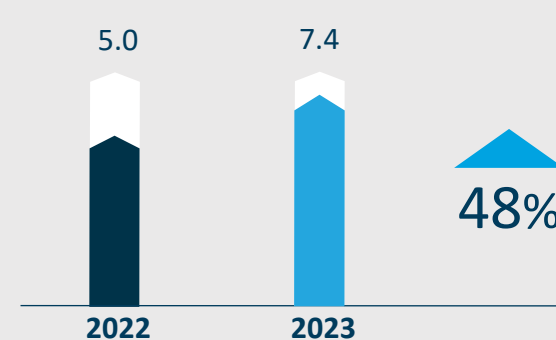
Net profit ⁽¹⁾ (US\$ million)



Loans & deposits (US\$ billion)



Total assets (US\$ billion)

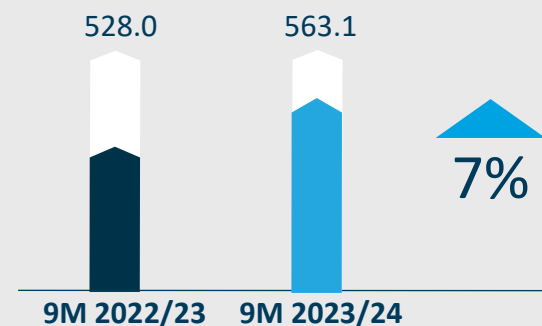


- ❖ In June, the bank acquired a 76.972% stake in UAE-based BHM Capital Financial Services. It then sold 66.97% in October to Ethmar International Holding for JOD 30.6 million (US\$ 43.2). JKB retained a 10% stake in BHM Capital.
- ❖ In Q2, issued Tier 1 capital bonds totaling JOD 89 million (US\$ 125.6 million).
- ❖ JKB issued Jordan's first green bond for US\$ 50 million.
- ❖ During the year, JKB completed the acquisition of a 53.4% stake in Bank of Baghdad.
- ❖ JKB has commenced technical, financial & legal due diligence on a possible merger with the Jordan-based Bank Al Etihad.

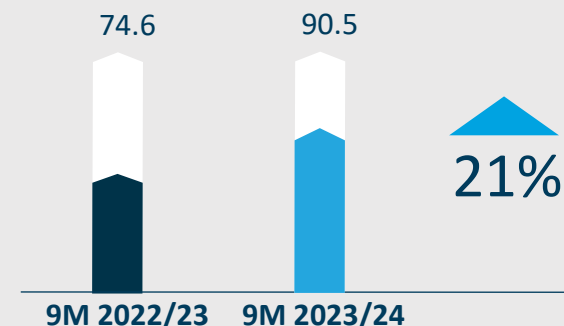
SADAFCO



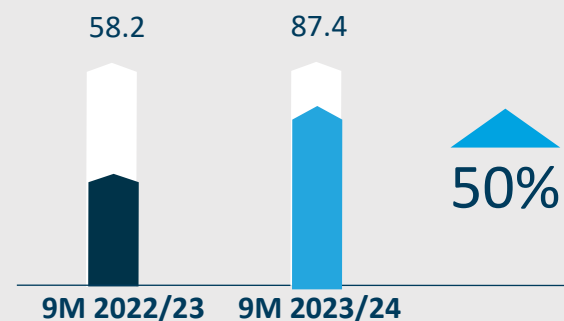
Revenue* (US\$ million)



Operating profit* (US\$ million)



Net profit* (1) (US\$ million)



- ❖ Financial position remains strong with US\$ 273 million (SAR 1.023 billion) cash balance
- ❖ Launched innovative products under **SAUDIA by Mezete**, expanding the culinary division
- ❖ Makkah depot became operational during the quarter & construction of the new Yanbu Depot has commenced

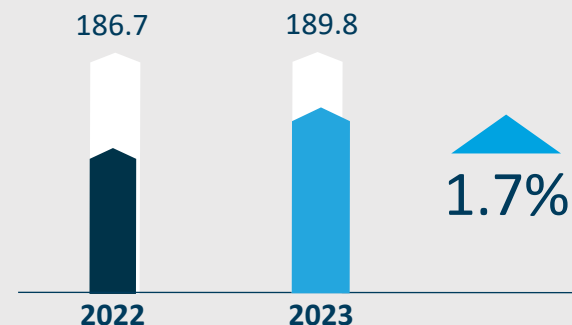
United Gulf Holding



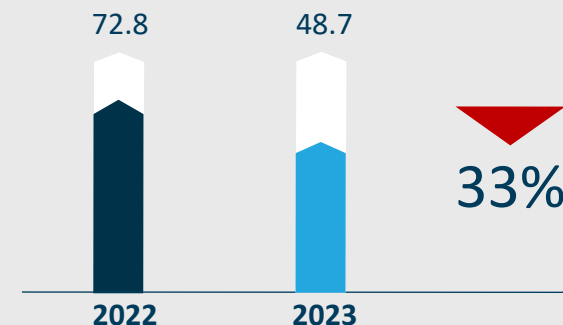
شركة الخليج المتحد القابضة
United Gulf Holding Company B.S.C.



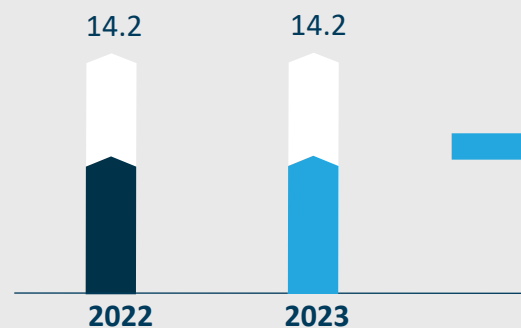
Revenue (US\$ million)



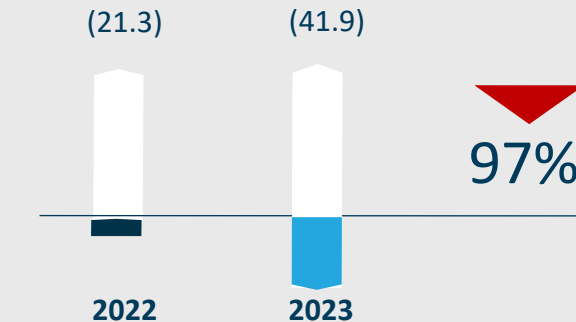
Fee & commission (US\$ million)



Assets under management (US\$ billion)



Net profit ⁽¹⁾ (US\$ million)

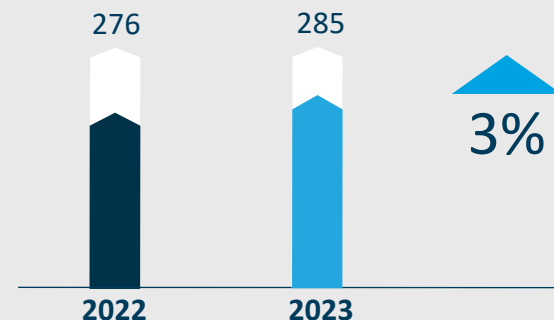


❖ **Kamco Invest** reported a net profit of KD 0.75m (US\$ 2.4 million) for 2023 versus net profit of KD 5.5 million (US\$ 18.0 million) in 2022

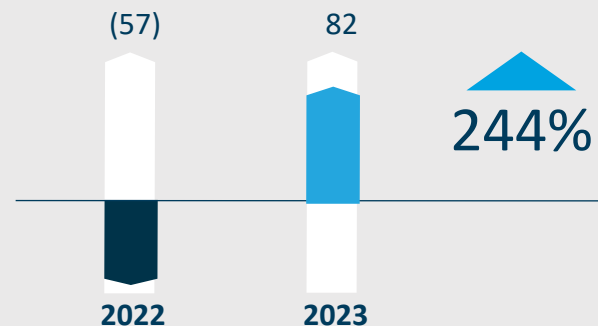
United Real Estate



Revenue
(US\$ million)



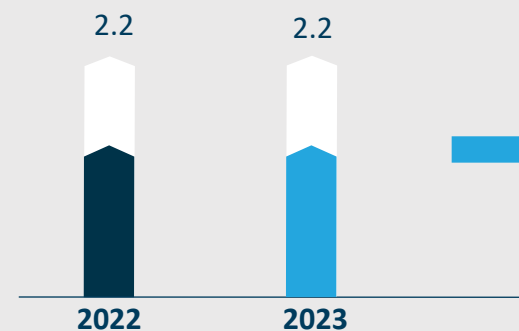
Operating income
(US\$ million)



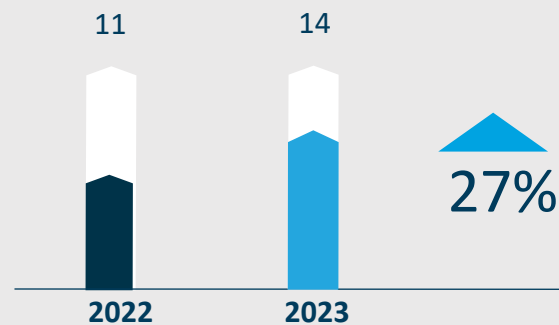
❖ Key segments:

- 36% increase in rental & hospitality income
- 20% decline in contracting & services revenue
- ❖ 3% increase in revenue for 2023 at US\$ 285m.

Total assets
(US\$ billion)



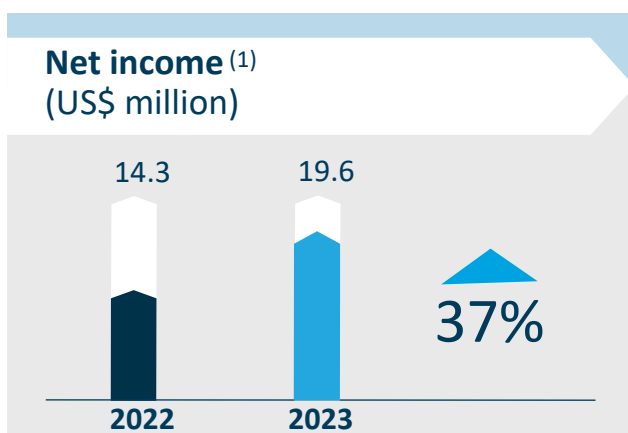
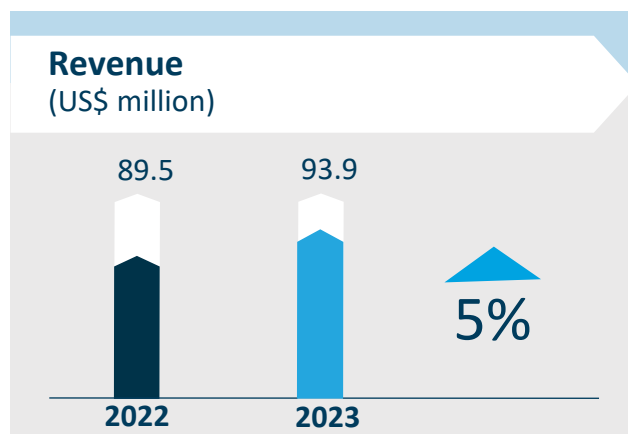
Net profit ⁽¹⁾
(US\$ million)



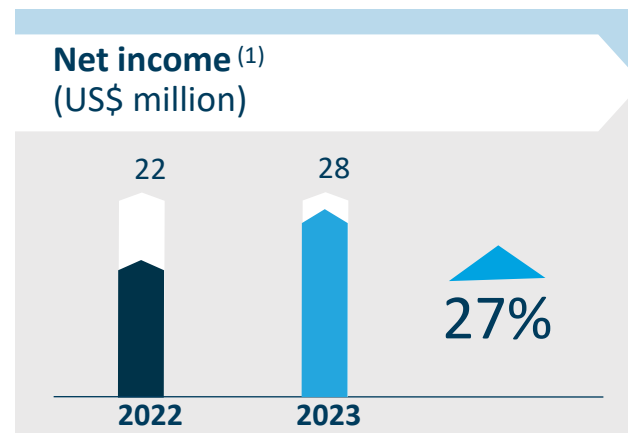
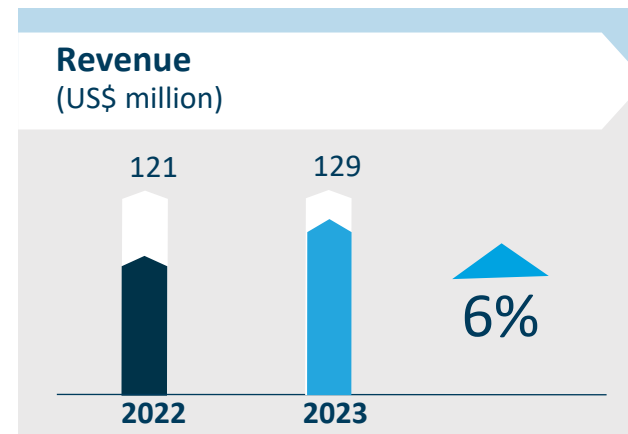
Logistics, energy and healthcare



Jassim Transport & Stevedoring

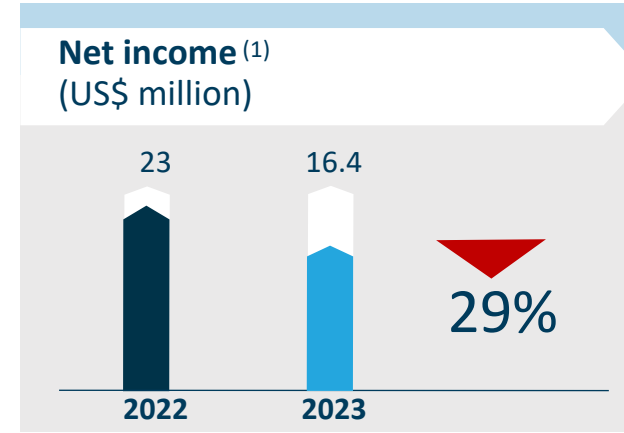
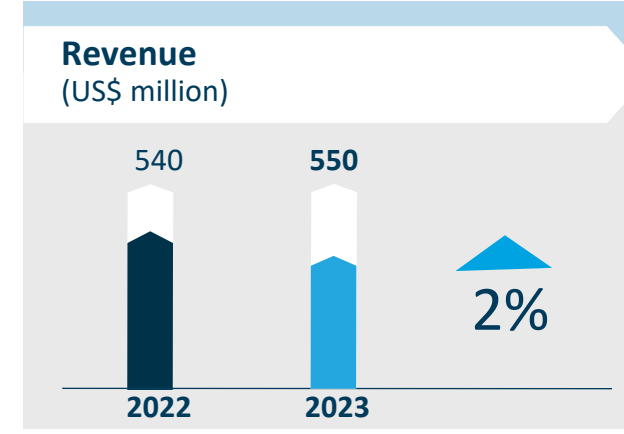


National Petroleum Services



Advanced Technology Company K.S.C.P.
شركة التقدم التكنولوجي ش.م.ك.

Advanced Technology Co.



OSN



Business update

Key business updates:

- ❖ OSN continues to work on closing the merger between Anghami and OSN+. The deal, subject to regulatory and antitrust approval will create a streaming powerhouse in the MENA region with 120 million users, 2.5+ million subscribers and US\$100 million in revenue at closing.
- ❖ Aim is to transform OSN into a media tech company with AI at its core.
- ❖ OSN continues to improve its OSNtv box, a 'dishless' plug-and-play solution that provides the best of both the linear and on-demand offerings. This is in line with OSN's strategy toward streaming TV with a linear environment.
- ❖ OSN continues to achieve cost optimization through obtaining long-term content contracts as well as operational day-to-day overheads.

THANK YOU