

التاريخ: 2023/10/31
المرجع: 2023/CAD/BK/128

السادة/ شركة بورصة الكويت
دولة الكويت

المحترمين،،،

السلام عليكم ورحمة الله وبركاته ،،،

الموضوع : اجتماع مؤتمر المحللين - الربع الثالث من السنة المالية 2023

بالإشارة إلى الموضوع أعلاه، وحرصاً من شركة مجموعة الامتياز الاستثمارية على الالتزام بمتطلبات المادة 8-4-2 من كتاب قواعد البورصة والمتعلقة بالالتزامات المستمرة المطلوبة من الشركات المدرجة المصنفة ضمن شريحة السوق الاول والتي تم تصنيف شركة مجموعة الامتياز الاستثمارية ضمنها.

يرجى العلم بأن مؤتمر المحللين للربع الثالث من العام 2023 قد انعقد في تمام الساعة الواحدة ظهراً (وفق التوقيت المحلي) يوم الثلاثاء الموافق 2023/10/31 عن طريق بث مباشر على شبكة الإنترنت، ولم يتم الإفصاح عن أي معلومات جوهرية خلال المؤتمر. نرفق لكم العرض التقديمي لمؤتمر المحللين، وسوف تقوم شركة مجموعة الامتياز الاستثمارية بالإفصاح عن محضر المؤتمر خلال ثلاثة أيام عمل من تاريخ المؤتمر.

وتفضلوا بقبول فائق الاحترام والتقدير ،،،



سعد سامي البدر
الرئيس التنفيذي بالتكليف

الامتياز
ALIMTIAZ
GROUP



Date: 31/10/2023
Ref: 2023/CAD/BK/128

**Boursa Kuwait Company
Kuwait**

Subject: Analysts' Conference Meeting - Q3 of FY 2023

In reference to the above subject, and in the interest of Al-Imtiaz Investment Group Company to adhere to the requirements of Article 8-4-2 of the Boursa Rules Book related to the ongoing obligations required of listed companies classified within the premier market segment and in which Al-Imtiaz Investment Group Company has been classified.

Kindly be informed that the Analysts' Conference for the third quarter of the year 2023 was held at 01:00 pm (local time) on Tuesday 31/10/2023 via a live webcast, there was no material information disclosed during the conference.

Please find attached copy of the Analysts' Conference Presentation, Al-Imtiaz Investment Group Company shall disclose the conference minutes within three working days post the date of the conference.

Sincerely,



Saad Sami Al-Bader
Acting Chief Executive Officer

الامتياز
ALIMTIAZ
GROUP



PASSION FOR EXCELLENCE
DRIVING GROWTH

Disclaimer

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9M 2023 Key Financial Highlights



Al Imtiaz Investment Group's liabilities decreased by 6% during the nine-month period ended 30 September 2023

Key Financial Metrics

KD 17.1

Income from
Operating Activities
(Mn)

KD 2.7

EBITDA
(Mn)

KD (1.8)

Parent Net Loss
(Mn)

(1.73) fils

Loss Per Share

KD 244.1

Total Assets
(Mn)

KD 63.2

Total Liabilities
(Mn)

KD 160.6

Parent Equity
(Mn)

157 fils

Parent Book
Value Per Share

Key Financial Ratios

(8.8)%

Income from Operating
Activities Growth % (Y-
o-Y)

(1.5)%

Return on Equity¹
%

(10.4)%

Parent Net Profit to
Operating Income %

(1.0)%

Return on Assets¹
%

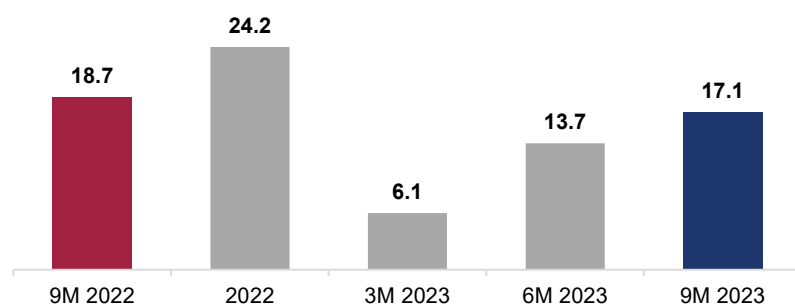
Contributions for some of the key portfolio assets are consolidated in AIIG on a quarter-lag basis.

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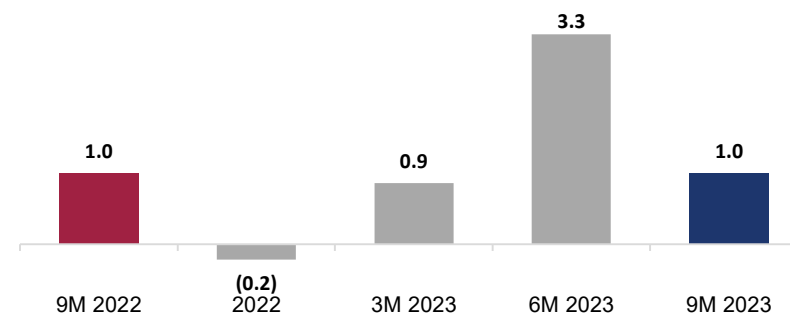
1. Annualized

9M 2023 Financial Performance

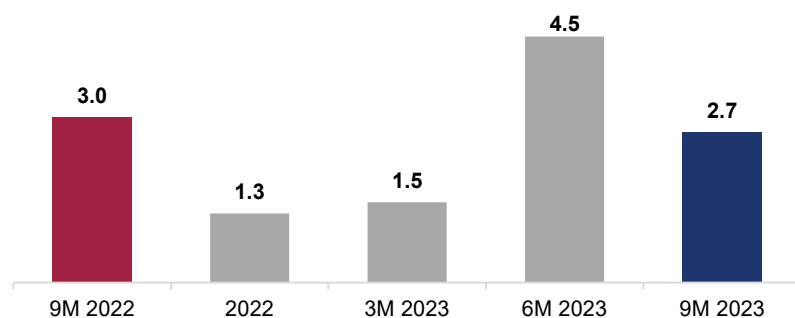
Income from Operating Activities



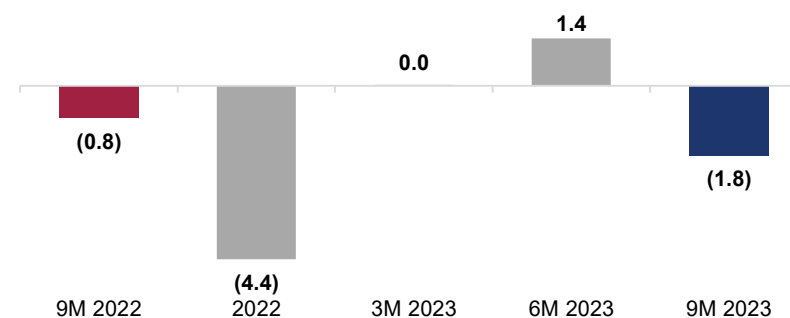
Net Income (loss) from Operating Activities



EBITDA

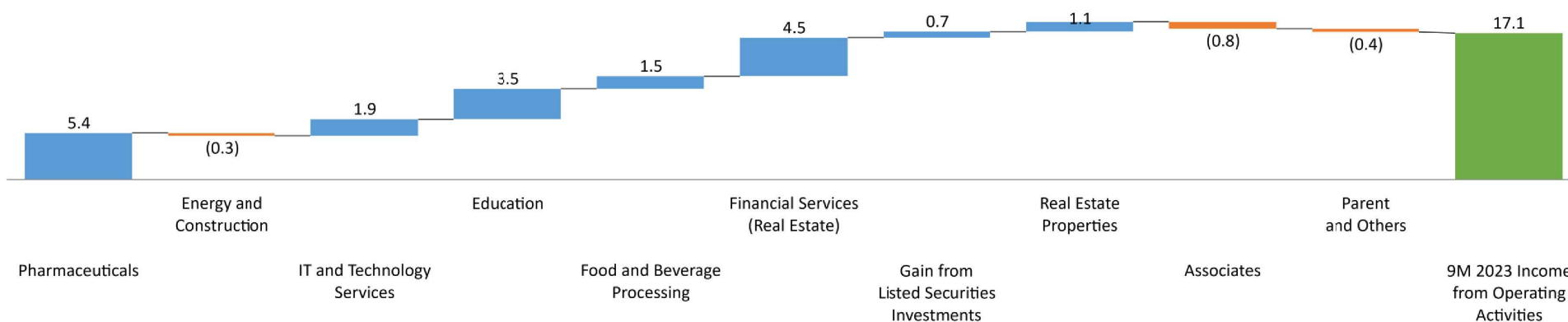


Parent Net (loss) Profit



9M 2023 Operating Income Key Drivers

9M 2023 Income from Operating Activities – KD 17.1 Mn



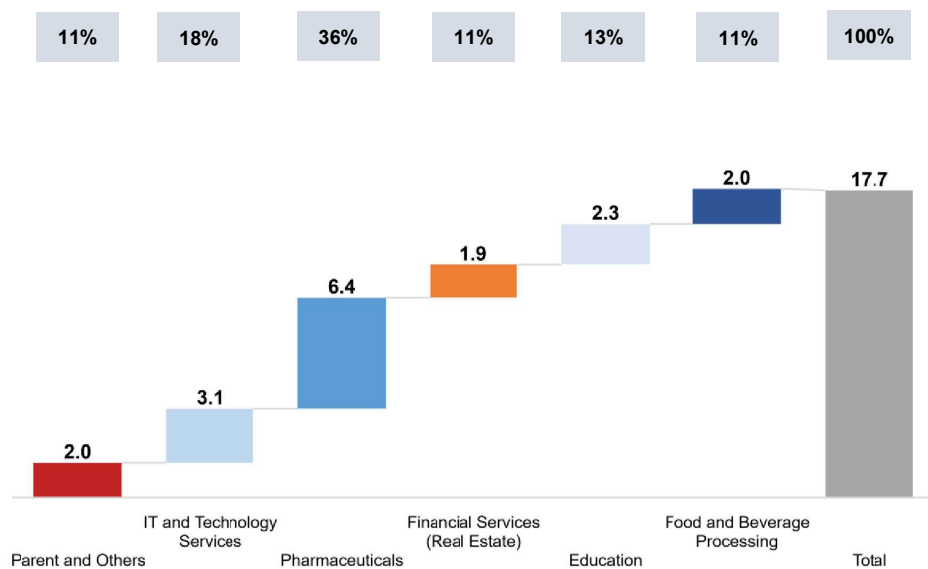
Performance Discussion

- Total Income from Operating Activities reached KD 17.1 Mn in 9M 2023, compared to KD 18.7 Mn in 9M 2022.
- Net income from Operating Activities remained flat in 9M 2023 at KD 1.0 Mn compared to 9M 2022.
- Al Imtiaz recorded a net Loss attributable to Shareholders of the Parent Company of KD 1.8 Mn in 9M 2023, compared to a net loss attributable to the Shareholders of the Parent Company of KD 0.8 Mn in 9M 2022.

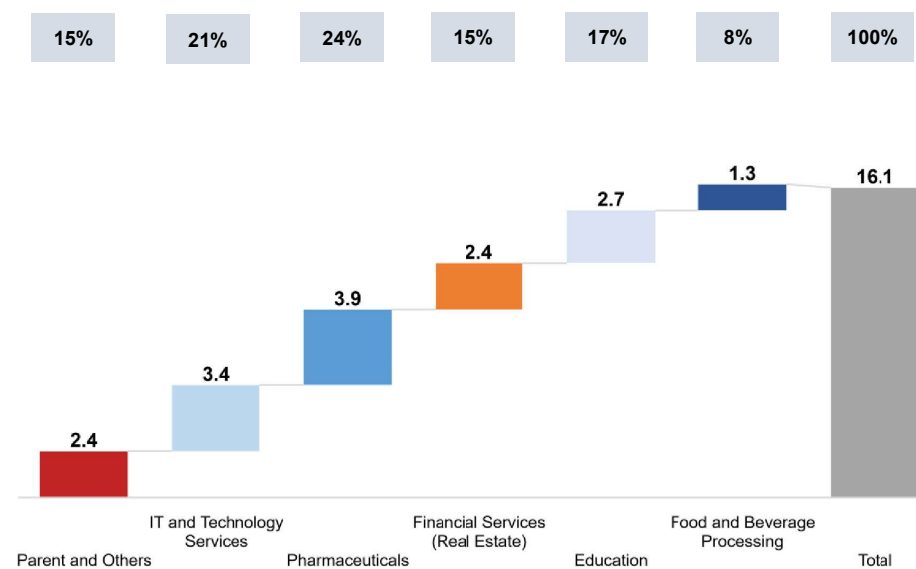
9M 2023 Operating Expenses

Operating Expenses declined 9.3% y-o-y to KD 16.1 Mn in 9M 2023
mainly in the Pharmaceuticals segment

Operating Expenses in 9M 2022 KD 17.7 Mn



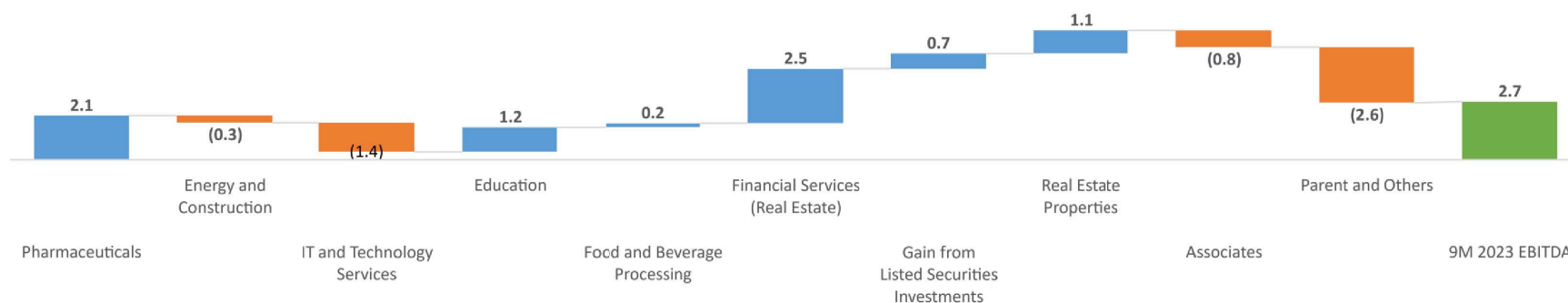
Operating Expenses in 9M 2023 KD 16.1 Mn



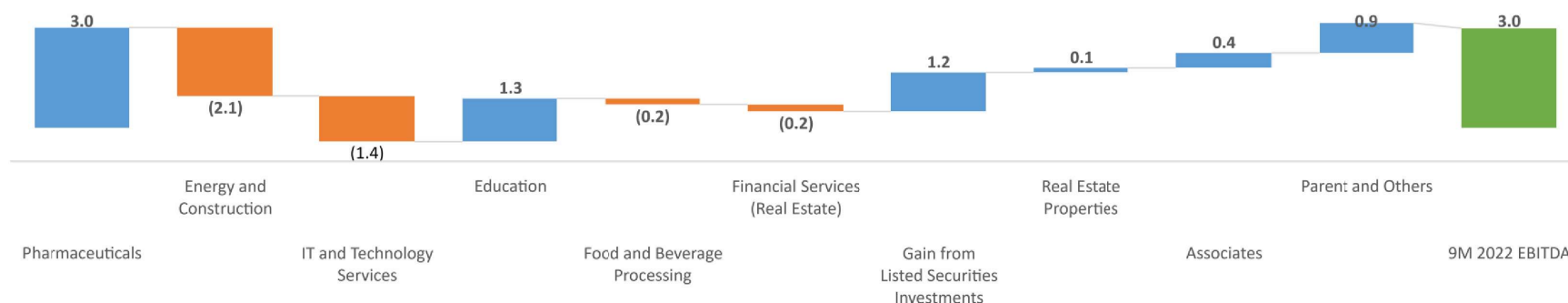
9M 2023 EBITDA

EBITDA slightly dropped to KD 2.7 Mn in 9M 2023 compared to KD 3.0 Mn in 9M 2022

9M 2023 EBITDA – KD 2.7 Mn

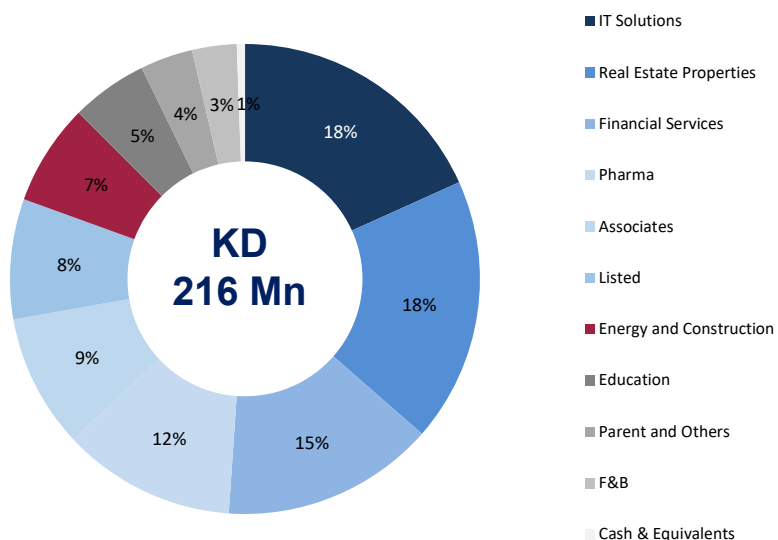


9M 2022 EBITDA – KD 3.0 Mn

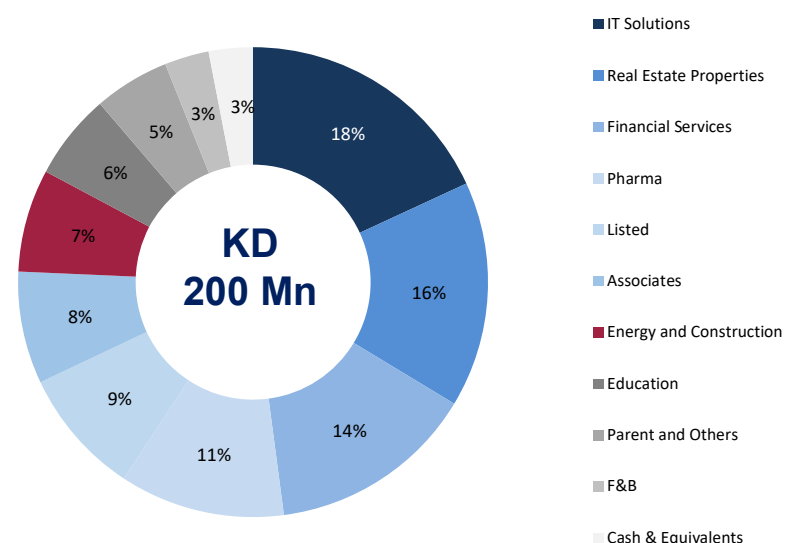


Balanced Portfolio with Sectorial Diversification

Portfolio NAV as on Sep-22



Portfolio NAV as on Sep-23



NAV dropped 7.1% y-o-y in 9M 2023 to KD 200 Mn compared to KD 216 Mn in 9M 2022

1. Portfolio NAV is calculated based on a mix of carrying value and book value for listed subsidiaries and fair value for real estate properties

* All numbers in KD million unless specifically mentioned otherwise

Key Sustainability Achievements

Key Commitments

Environment

Achieve business goals and continuity in a way that minimizes harmful effect on the environment

Society

Act ethically in accordance with Islamic and general laws & customs to ensure sustainable development of employees & society

Governance

Set transparent and clear policies to separate authority between the BOD and Executives, and facilitate decision-making

Key Initiatives

- Continue and enhance our program for **Recycling electronic and plastic waste** across the group
- Adopting a new **energy saving lighting system** in Al Dhow Tower (70% - 90% energy consumption savings)
- Backing the Kuwaiti **Autism Society**
- Backing the Kuwaiti **Heart Association**
- Sponsoring the National **Cancer Awareness** Campaign and carrying out **blood donation campaigns**
- Supporting **poverty eradication** through Zakat & Tatheer Initiatives
- Participating in preparing and distributing Iftar Ramadan
- Safe and secure **work environment**
- Conducting **motivational lectures** in creating a healthy work environment
- 2/7 **Board members are independent**
- Non-executive **audit committee members**
- Independent **Fatwa / Shari'a Board**
- 2/4 nomination & remuneration committee members are **non-executives**, & 1 member is **independent**
- Effective **fraud risk control policies**



Aligning **values & strategy** with **responsible & ethical** business practices.

2791 full-time employees

20 different nationalities

860 (30%) are female

Profit and Loss

Segment Reporting

(KD Mn)	9M 23 End	
	Sep-23	Sep-22
IT and Technology Services	1.9	1.7
Financial Services (Real Estate)	4.5	1.6
Energy and Construction	(0.3)	(2.1)
Pharmaceuticals	5.4	8.9
Associates	(0.8)	0.4
Food and Beverage Processing and Packaging	1.5	1.8
Education	3.5	3.2
Gain from Listed Securities Investment	0.7	1.2
Parent and Others	(0.4)	1.7
Real Estate Properties	1.1	0.3
Income from Operating Activities	17.1	18.7
Operating Expenses	(16.1)	(17.7)
Net Income from Operating Activities	1.0	1.0
Other Expenses and revenues	(1.4)	(1.0)
Taxes	(0.0)	0.0
Non-Controlling Interests	(1.4)	(0.8)
Net Loss Attributable to Parent Company	(1.8)	(0.8)

Income Statement

(KD Mn)	9M 23 End	
	Sep-23	Sep-22
Gross Profit from Subsidiaries	14.8	17.3
Net investment profit	2.4	1.5
Changes in FV of investment properties	(0.3)	0.1
Gain on sale of investment properties	0.0	1.4
Rental Income	1.4	1.6
Associate	(1.1)	(1.6)
Impairment losses and other net provisions	(0.1)	(1.6)
Gain on sale of properties under development	0.0	0.0
Other Operating income	0.0	0.0
Income from Operating Activities	17.1	18.7
General and administrative expenses	(12.7)	(12.9)
Selling and marketing expenses	(3.3)	(4.8)
Other Operating expenses	(0.1)	0.0
Net Income from Operating Activities	1.0	1.0
Depreciation and amortization	(1.2)	(1.2)
Finance charges	(1.9)	(1.8)
Other Income	1.7	2.0
Loss before tax	(0.4)	(0.0)
Tax	0.0	0.0
Loss for the period	(0.4)	(0.0)
Net Loss Attributable to Parent Company	(1.8)	(0.8)
Net Profit Attributable to Non-Controlling interests	1.4	0.8
Basic and Diluted EPS to Parent (fils)	(1.73)	(0.79)

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* All numbers in KD million unless specifically mentioned otherwise

Balance Sheet

Balance Sheet

(KD Mn)	Sep-23	Sep-22
Cash and Cash Equivalents	12.6	11.6
Term Deposits	0.4	0.2
Financial Assets at Fair Value through Profit or Loss	29.6	28.8
Accounts Receivable	28.0	31.8
Other Assets	5.6	8.3
Wakala Investments	6.7	11.1
Properties under Development	0.8	1.3
Financial Assets at Fair Value through Other Comprehensive Income (OCI)	17.1	20.9
Investment in Associates	29.6	35.5
Investment Properties	31.5	34.2
Property, Plant and Equipment	17.2	22.5
Intangible Assets	13.8	22.1
Goodwill	33.3	36.3
Assets classified as held for sale	17.9	0.0
Total Assets	244.1	264.6
Bank Facilities	5.1	7.9
Accounts Payable and Other Credit Balances	25.1	25.9
Finance Lease Obligation	0.5	0.8
Murabaha and Wakala Payable	24.5	28.5
Provision for End of Service		
Indemnity and other liabilities	3.8	5.4
Liabilities Classified as Held for Sale	4.2	0.0
Total Liabilities	63.2	68.5
Shareholder's Equity	160.6	173.2
Non-Controlling Interests	20.3	22.9
Total Equity	180.9	196.1
Total Liabilities and Equity	244.1	264.6
Book Value Per Share (fils)	157	169

Capital Structure

(KD Mn)	Sep-23	Sep-22
Short Term Debt	13.1	17.1
Long Term Debt	17.0	20.0
Total Debt	30.1	37.1
Total Equity	180.9	196.1
Total Debt / Equity	0.2x	0.2x



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