

FORWARD LOOKING  
FUTURE READY

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## Performance Driven by 23.7% y-o-y Growth in Operating Portfolio Revenue of KD 35.7 mn

### Key Financial Metrics

### Key Financial Ratios

**KD 51.0**

Total Revenue  
(mn)

**KD 29.2**

EBITDA  
(mn)

**KD 20.0**

Net Profit  
(mn)

**19 fils**

Earnings per  
Share

**(33.1)%**

Revenue Growth  
% (Y-o-Y)

**9.7%**

Return on Equity  
%

**KD 369.9**

Total Assets  
(mn)

**KD 127.5**

Total Liabilities  
(mn)

**KD 206.2**

Parent Equity  
(mn)

**182 fils**

Book Value per  
Share

**(35.1)%**

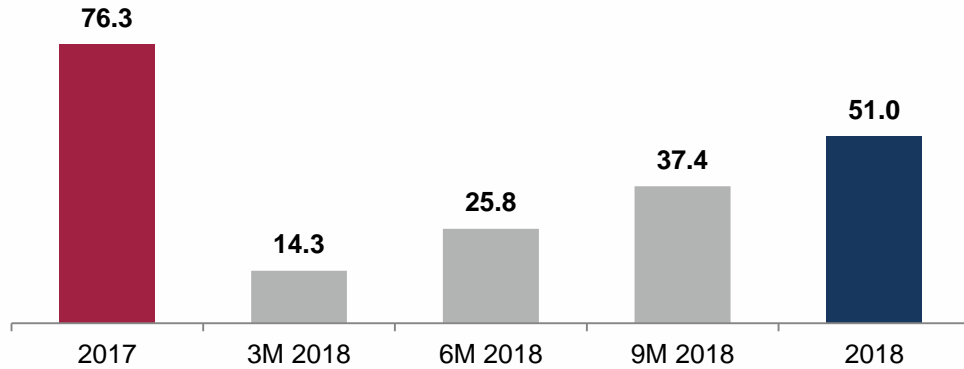
Net Profit\* Growth  
% (Y-o-Y)

**5.4%**

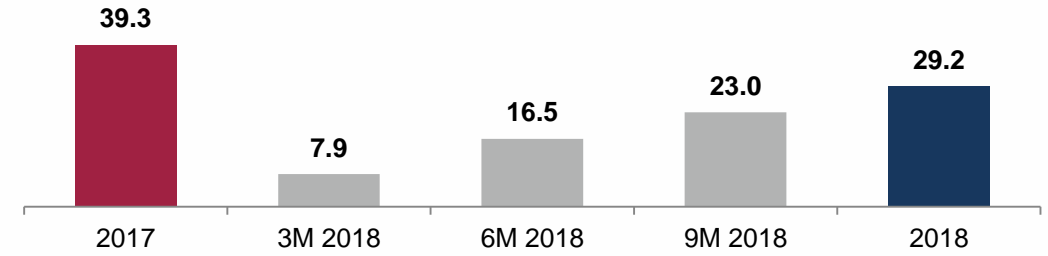
Return on Assets  
%

Capital Intelligence rating of Al Imtiaz is BBB long-term, A3 short term with a positive outlook

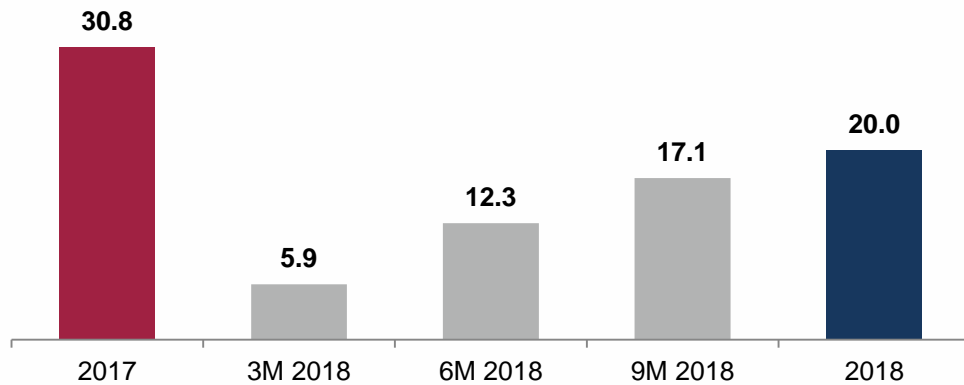
## Total Revenue (KD mn)



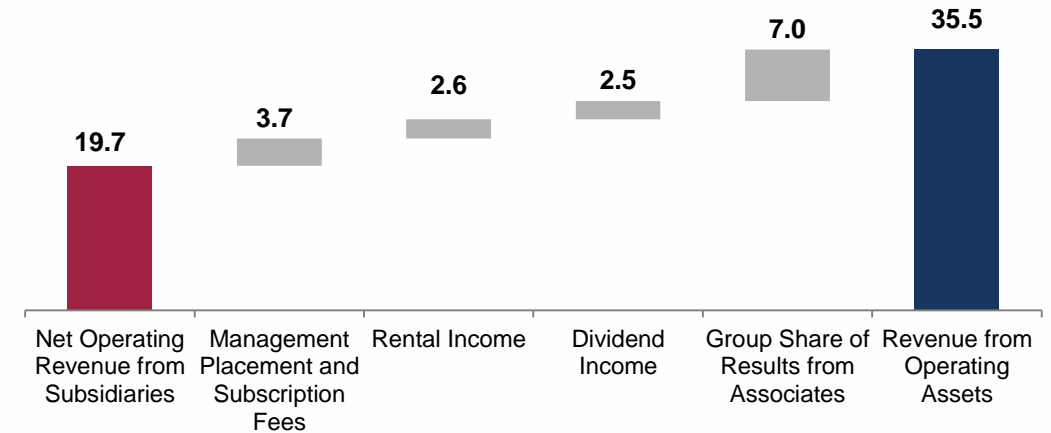
## EBITDA (KD mn)

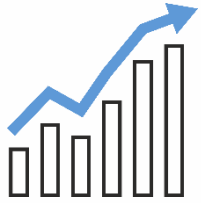


## Net Profit (KD mn)



## 2018 Revenue from Operating Assets (KD mn)





## Strategic Focus on Growth

### Re-Organization

Continue to optimize governance, policies and procedures

### Develop Core Assets

Invest in core operating assets to fund their growth

### Expansion

Strategic plan drives growth through geographic expansion across the priority industry verticals

### Diversification

Analysis of industry sectors, near term trends and specific opportunities to deploy capital

## 2018 Portfolio Developments

### Dimah Capital

Real Estate Investment

Dimah Capital successfully obtained the approvals for its merger with Al Bilad Investment Company from regulatory authorities and its shareholders in an EGM on 25 November 2018. The merger is expected to be completed by the end of January 2019

### Integrated Technology Holding Company

IT and Technology Services

Al Imtiaz subsidiary acquired an IT and technology services company with operations across the GCC region for a value of KD 40.4 mn

### Majd Food Company

F&B Processing and Packaging

Acquired an additional 49% direct stake in Majd Food Company, a food and beverage processing and packaging company, with total direct ownership reaching 61%






## Merger Between Dimah Capital and Al Bilad Investment Company



- Dimah Capital successfully obtained the approvals for its merger with Al Bilad Investment Company from regulatory authorities and its shareholders in an EGM on 25 November 2018. The merger is expected to be completed by the end of January 2019
- For Dimah Capital, shareholder benefits include:
  - Increase in total AUM by 50.2%
  - Increase of 30% in client base (compared to 2017)
- For Al Bilad, shareholder benefits include:
  - Increase in international (UK, US and Europe) real estate portfolio with strong yield and returns
- Overall the merger will enable the new Dimah Capital to streamline its organizational structure and retain in depth industry expertise

# Key Operating Portfolio Companies

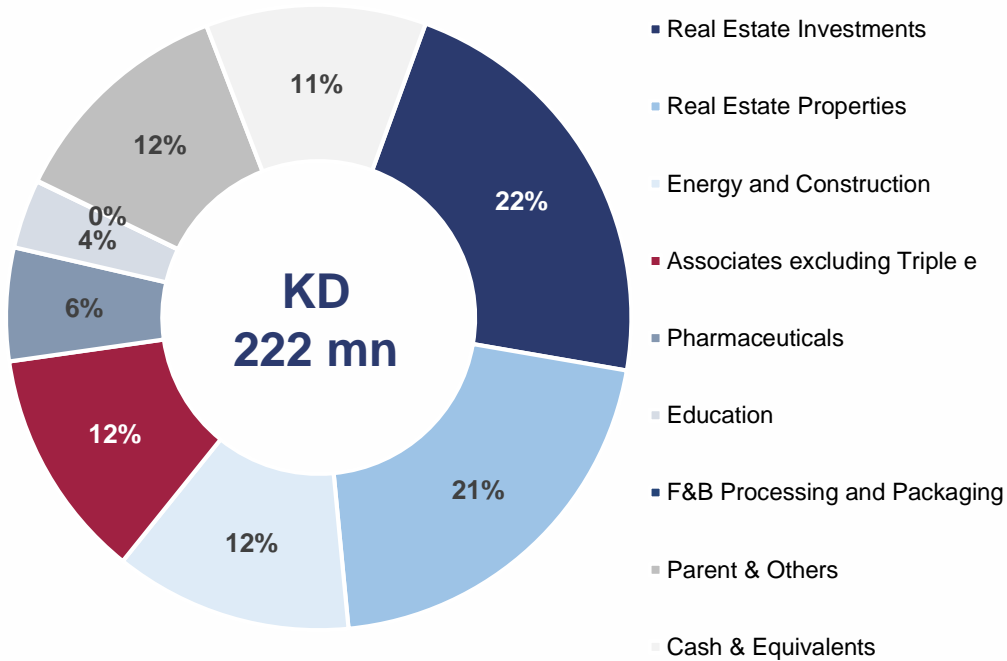
	 <b>Dimah Capital Investment</b>	 <b>Al Bilad Real Estate Investment</b>	 <b>Al Ritaj Holding</b>	 <b>Integrated Technology Holding</b>
<b>Brief Description</b>	Real estate focused investment management company with a network of institutional and high net worth clients	Disciplined investment approach focused on higher yielding cash generating real estate assets and capital appreciation	Manufactures branded generic pharmaceuticals in Egypt with an international distribution network	Regional IT services and Technology
<b>Ownership</b>	68.1%	67.6%	92.5%	100%
<b>Reported As</b>	Subsidiary	Subsidiary	Subsidiary	Subsidiary
<b>Reporting Segment</b>	Financial Investments	Financial Investments	Healthcare	IT & Technology Services
<b>Sector</b>	Real Estate Investments	Real Estate Investments	Pharma	IT & Technology Services
<b>Current markets</b>	US, Europe, GCC, Kuwait	US, Europe, GCC, Kuwait	Egypt	GCC, MENA

	  <b>Amman Arab University</b>	 <b>House of Trade Engineering and Construction</b>	 <b>Majd Food</b>	 <b>Triple e Holding</b>
<b>Brief Description</b>	Private multidisciplinary university that offers specialized under graduate and post graduate courses	Engineering, construction and maintenance contracting company that caters to oil & gas, infrastructure and construction industries	Food and beverage processing and packaging company	Service provider to the oil and gas and energy sectors
<b>Ownership</b>	98.6%	50.7%	61.0%	47.0%
<b>Reported As</b>	Subsidiary	Subsidiary	Subsidiary	Associate
<b>Reporting Segment</b>	Education	Oil, gas and construction	Food and beverage	Oil, gas and construction
<b>Sector</b>	Education	Energy and Construction	F&B Processing and Packaging	Energy and Construction
<b>Current markets</b>	Jordan	GCC, Kuwait	GCC, Kuwait	Kuwait

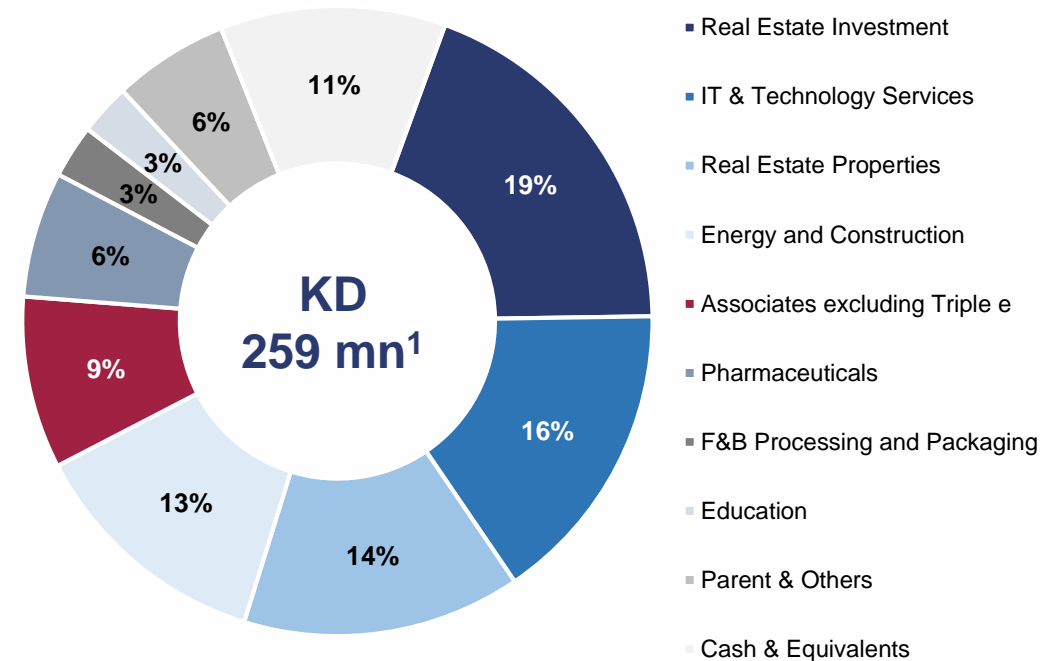


## Diversification through the acquisition of Operating Assets NAV<sup>1</sup> Growth of 16.7% y-o-y and 7.1% q-o-q

### NAV as on Dec-17



### NAV as on Dec-18



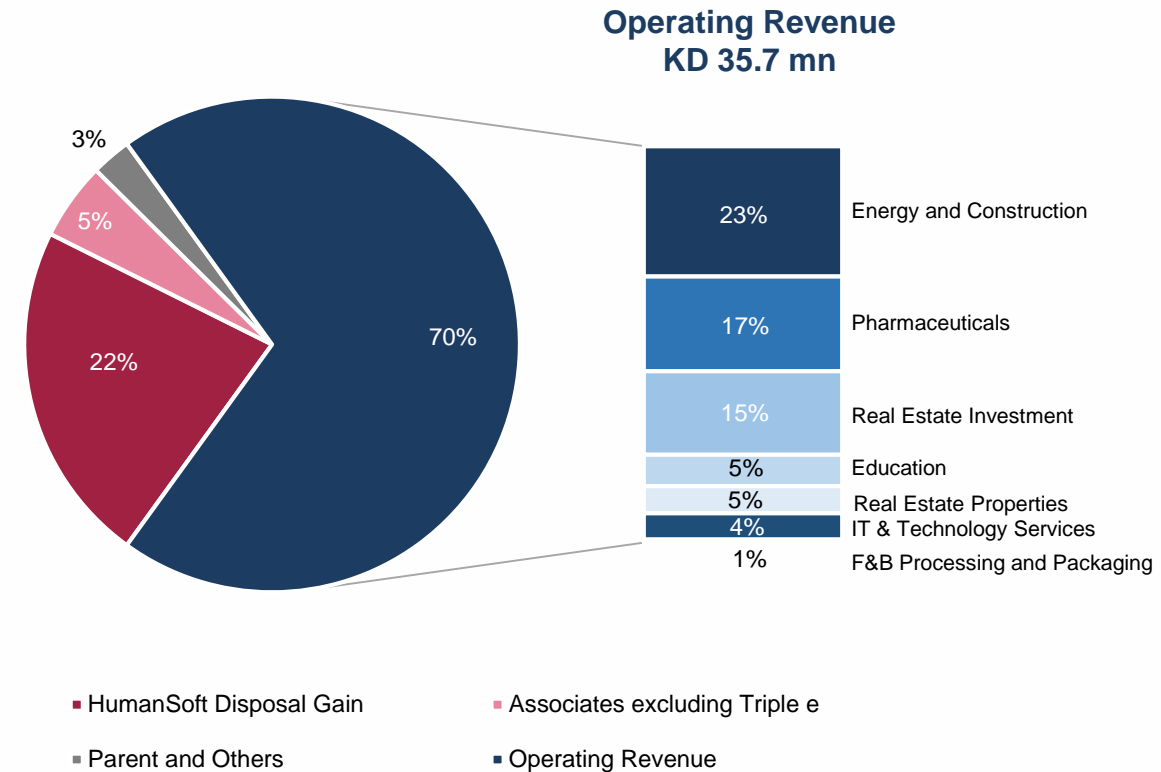
1. Dec 2018 NAV ex-dividend of KD 7.6 million

## 23.7% y-o-y Growth in Operating Revenue

### Performance Discussion

- Operating Revenue increased by 23.7% y-o-y from KD 28.9 to KD 35.7 mn in 2018
- Energy and Construction revenue up 72.9% from KD 6.8 mn in 2017 to KD 11.7 mn in 2018
  - Revenues reflect a gain of KD 3.5 mn from the sale of an asset at Triple e
  - New contracts and cost-cutting initiatives at HOTECC have started to contribute to enhanced growth both at the revenue and profit levels
- Delta Pharmaceuticals, a subsidiary of Al Ritaj, delivered lower financial results compared to 2017 due to a challenged sales environment and rising input costs
- Real Estate Properties revenue increased from KD 1.4 mn to KD 2.3 mn and includes a gain from disposal of KD 0.925 mn
- Gain from partial sale of HumanSoft of KD 11.4 mn with cash proceeds of KD 13.0 mn. Remaining equity position in HumanSoft of 7.0%

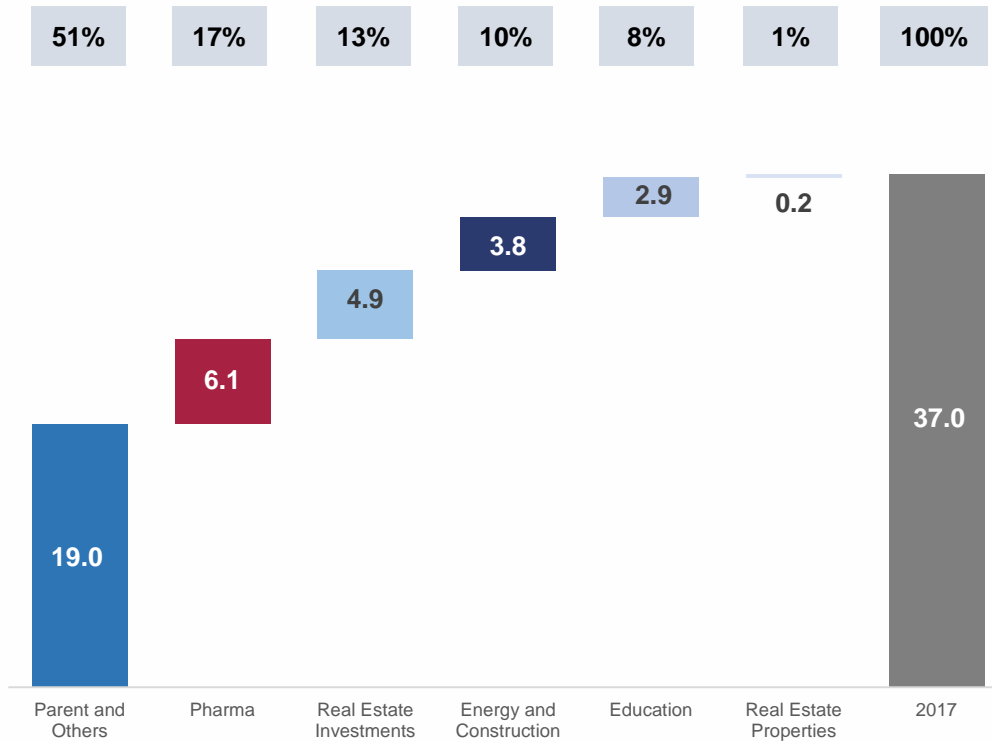
### 2018 Total Revenue KD 51.0 mn



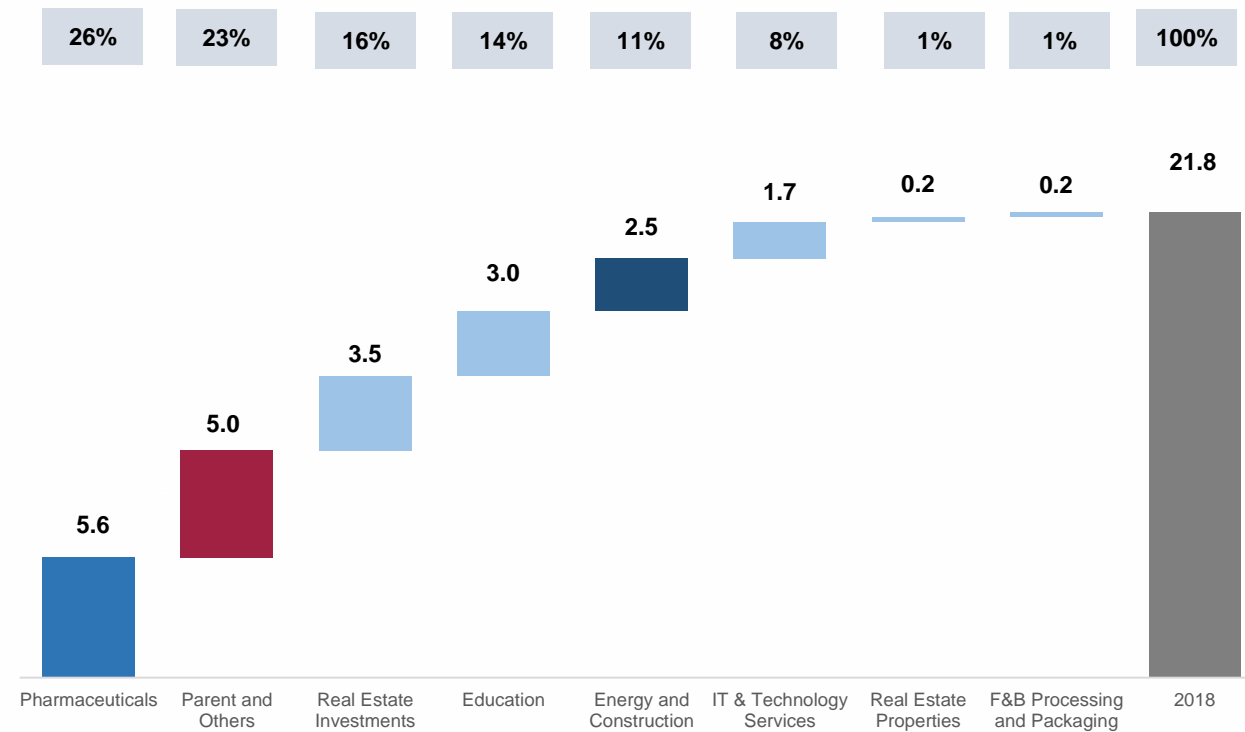
# 2018 Operating Expenses

Operating Expenses excluding provisions and impairments increased from KD 19.2 mn in 2017 to KD 21.2 mn in 2018

## Operating Expenses 2017 – KD 37.0 mn

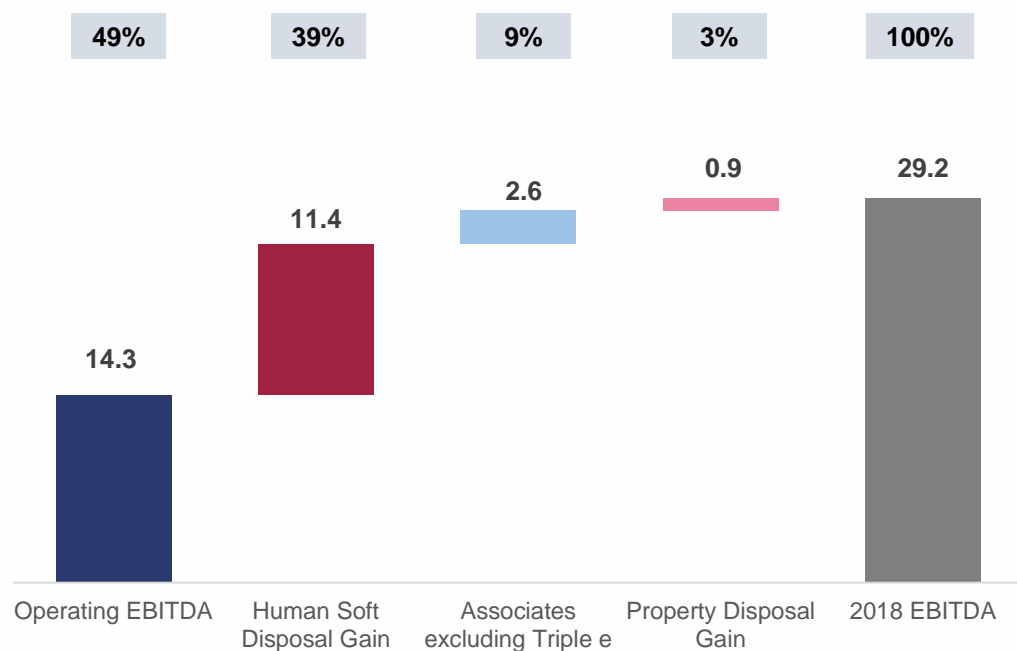


## Operating Expenses 2018 – KD 21.8 mn

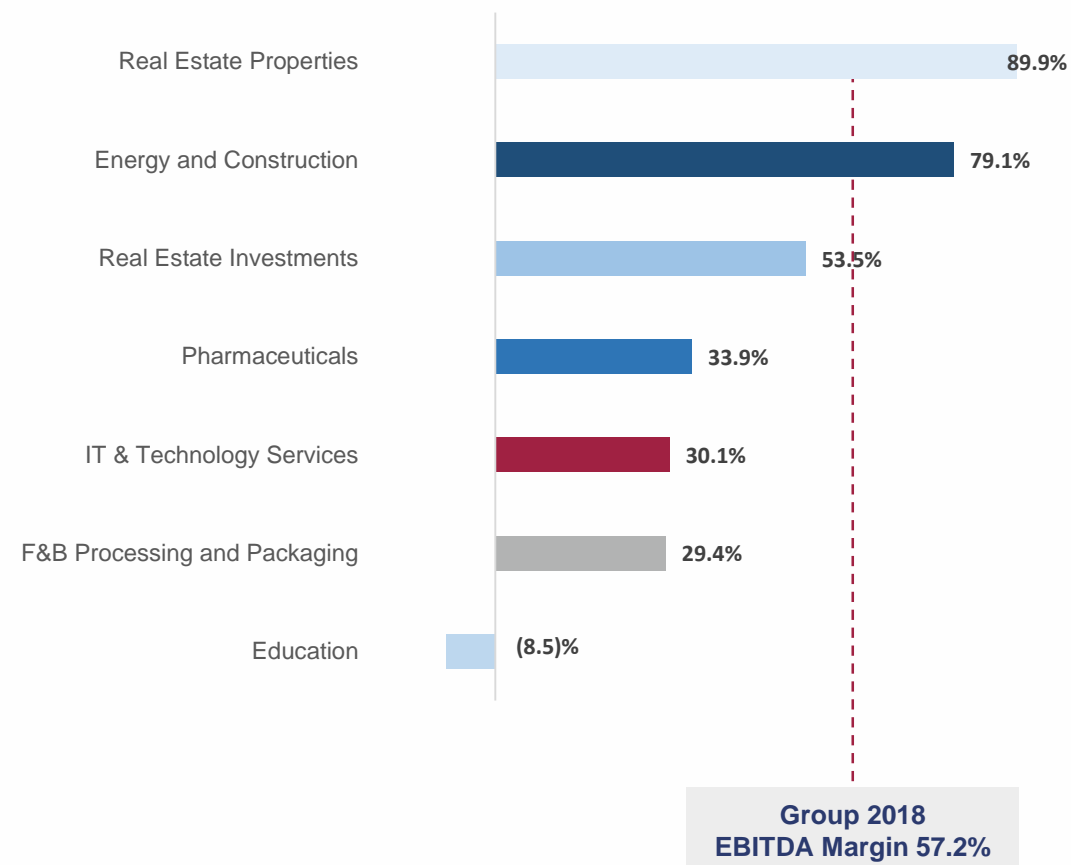


1. Operating expenses include provisions and impairment of KD 17.8 million in 2017 and KD 0.6 million in 2018  
 2. All numbers in KD million unless specifically mentioned

## 2018 EBITDA KD 29.2 mn

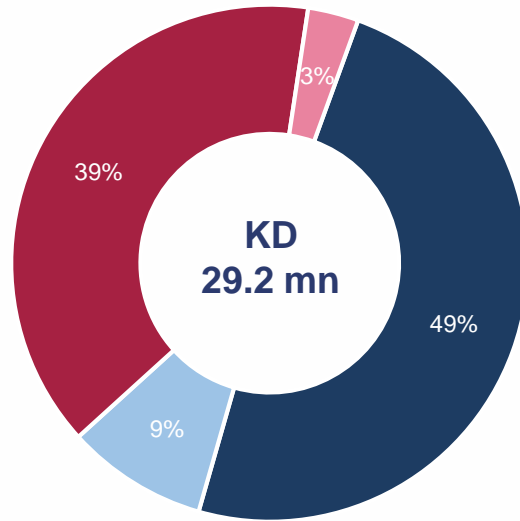


## 2018 Operating EBITDA Margins



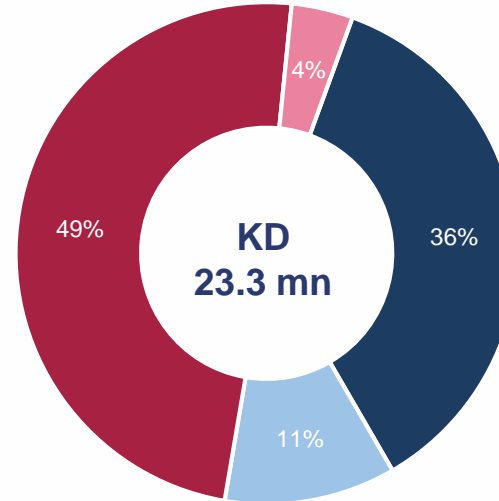
## 49% of 2018 EBITDA delivered from Operating Portfolio

### 2018 EBITDA

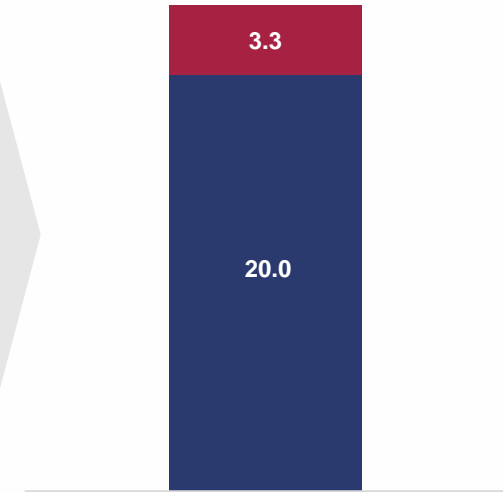


- Operating EBITDA
- Associates excluding Triple e
- Human Soft Disposal Gain
- Property Disposal Gain

### 2018 Net Profit



- Operating Net Profit
- Associates excluding Triple e
- Human Soft Disposal Gain
- Property Disposal Gain



Net Profit

- Non-controlling Interests
- Net Profit Attributable to Shareholders

#### Costs allocated to EBITDA:

Depreciation and Amortization of KD 2.20 mn, Finance Charges of KD 3.09 mn and NLST & BoD Remuneration of KD 0.56 mn

## Segment Reporting

(KD mn)	Year Ended	
	Dec-17	Dec-18
Associates	47.0	14.0
Pharmaceuticals	9.3	8.5
Real Estate Investment	8.5	7.5
Energy and Construction	6.8	11.7
Real Estate Properties	1.4	2.3
Education	2.9	2.8
Food & Beverages	-	0.3
IT Solutions	-	2.5
Parent	0.0	0.3
Others	0.5	0.8
<b>Total Revenue</b>	<b>76.3</b>	<b>51.0</b>
SG&A Expenses	(18.8)	(19.7)
Provisions and Impairment	(17.8)	(0.6)
Other Expenses	(0.4)	(1.5)
<b>EBITDA</b>	<b>39.3</b>	<b>29.2</b>
<b>Net Profit Attributable to Parent Shareholders</b>	<b>30.8</b>	<b>20.0</b>
Earnings per Share (fils)	29.6	19.2

## Revenue from Operating Assets

(KD mn)	Year Ended	
	Dec-17	Dec-18
Net Operating Revenue from Subsidiaries	16.6	19.7
Group's Share of Results from Associates	5.9	7.0
Management, Placement and Subscription Fees	4.1	3.7
Rental Income	2.8	2.6
Dividends Income	2.3	2.5
<b>Revenue from Operating Assets</b>	<b>31.7</b>	<b>35.5</b>

## Balance Sheet

(KD mn)	Mar-18	Jun-18	Sep-18	Dec-18
Cash and Cash Equivalents and Term Deposits	61.7	52.6	28.0	47.2
Financial Assets at fair value through other comprehensive income (OCI)	36.2	33.8	25.7	24.9
Accounts Receivable	39.0	35.8	59.2	65.2
Other Assets	30.3	32.0	32.8	35.3
Investment in Associates	30.0	44.2	45.6	44.5
Investment Properties	61.5	63.5	62.0	58.3
Properties Under Development	2.4	2.4	2.4	2.4
Property, Plant and Equipment	30.0	28.2	31.9	31.5
Intangible Assets	22.0	22.0	59.7	60.6
<b>Total Assets</b>	<b>313.1</b>	<b>314.5</b>	<b>347.3</b>	<b>369.9</b>
Bank Facilities	6.5	6.1	6.0	7.3
Accounts Payable and Other Credit Balances	40.6	41.7	64.7	62.5
Finance Lease Obligation	0.5	0.6	1.8	1.6
Murabaha and Wakala Payable	20.5	22.5	25.1	49.9
Provision for End of Service Indemnity	3.9	3.7	6.0	6.3
<b>Total Liabilities</b>	<b>71.9</b>	<b>74.6</b>	<b>103.6</b>	<b>127.5</b>
Shareholder's Equity	193.2	202.1	207.7	206.2
Non Controlling Interests	48.0	37.8	36.0	36.3
<b>Total Equity</b>	<b>241.2</b>	<b>239.9</b>	<b>243.7</b>	<b>242.4</b>
<b>Total Liabilities and Equity</b>	<b>313.1</b>	<b>314.5</b>	<b>347.3</b>	<b>369.9</b>
Book Value Per Share (fils)	170	178	183	182

## Capital Structure

(KD mn)	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18
Short Term Debt	6.0	7.0	6.7	7.8	8.8
Long Term Debt*	19.9	20.5	22.5	25.1	49.9
<b>Total Debt</b>	<b>25.9</b>	<b>27.5</b>	<b>29.2</b>	<b>32.9</b>	<b>58.7</b>
Total Equity	245.9	241.2	239.9	243.7	242.4
<b>Total Debt / Equity</b>	<b>0.11x</b>	<b>0.11x</b>	<b>0.12x</b>	<b>0.13x</b>	<b>0.24x</b>

- Dividend of 7 fils per share approved at AGM on 21 March 2018
- IFRS 9 adopted January 2018 (impact on BV of KD 1.9 mn)



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