

PASSION FOR EXCELLENCE
DRIVING GROWTH



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9M 2022 Key Financial Highlights

Al Imtiaz portfolio demonstrated resilience in 9M 2022, delivering EBITDA of KD 3.0 Mn despite major headwinds in global markets

Key Financial Metrics

KD 18.7

Income from
Operating Activities
(Mn)

KD 3.0

EBITDA
(Mn)

KD (0.8)

Parent Net Profit
(Mn)

(0.79) fils

Earnings Per
Share

KD 264.6

Total Assets
(Mn)

KD 68.5

Total Liabilities
(Mn)

KD 173.2

Parent Equity
(Mn)

169 fils

Parent Book
Value Per Share

Key Financial Ratios

(20.9%) fils

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

(0.6)%

Return on Equity¹
%

(4.3)%

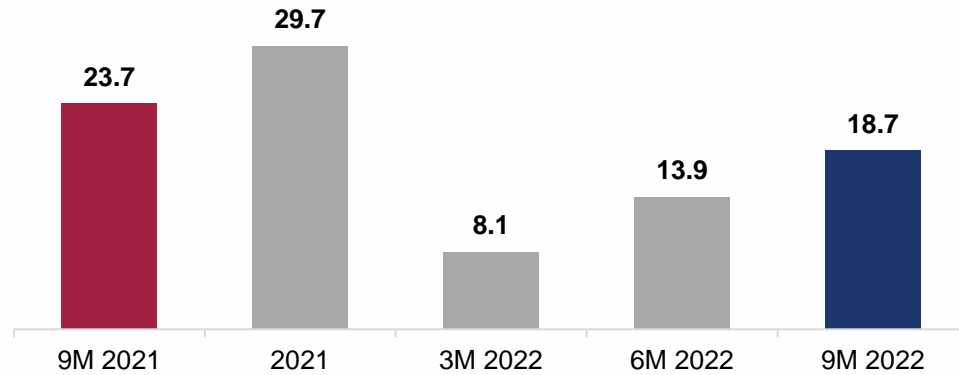
Net Profit to
Operating Income %

(0.4)%

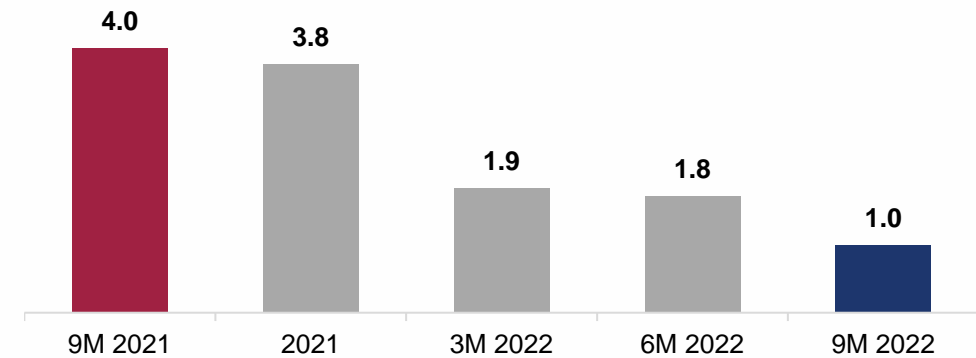
Return on Assets¹
%

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

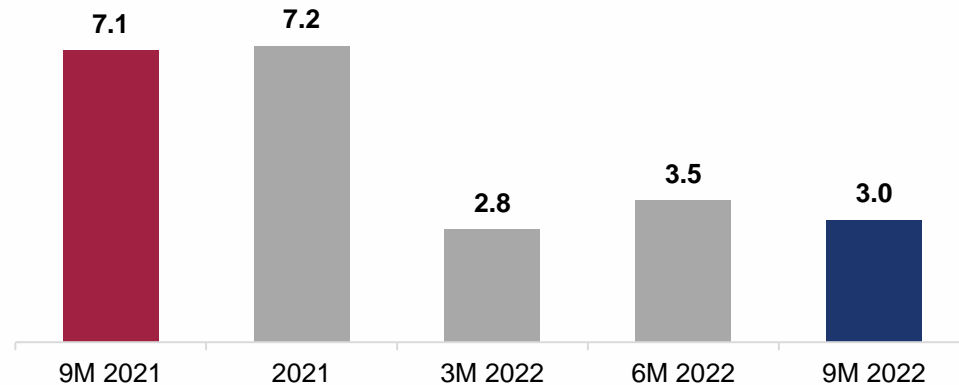
Income from Operating Activities



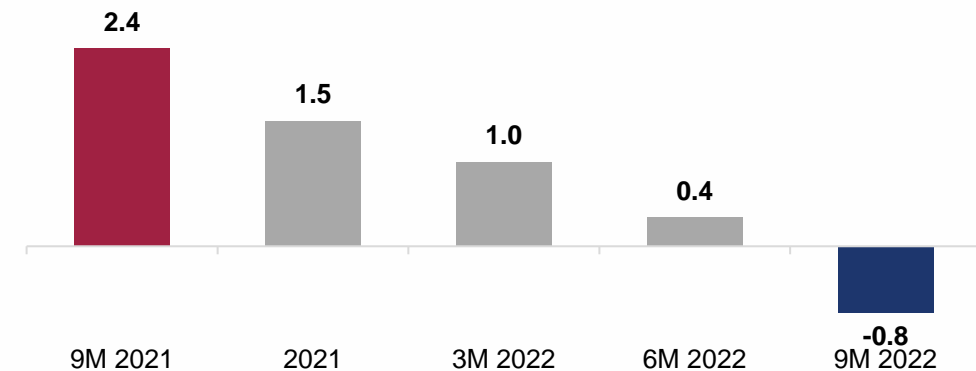
Net Income from Operating Activities



EBITDA

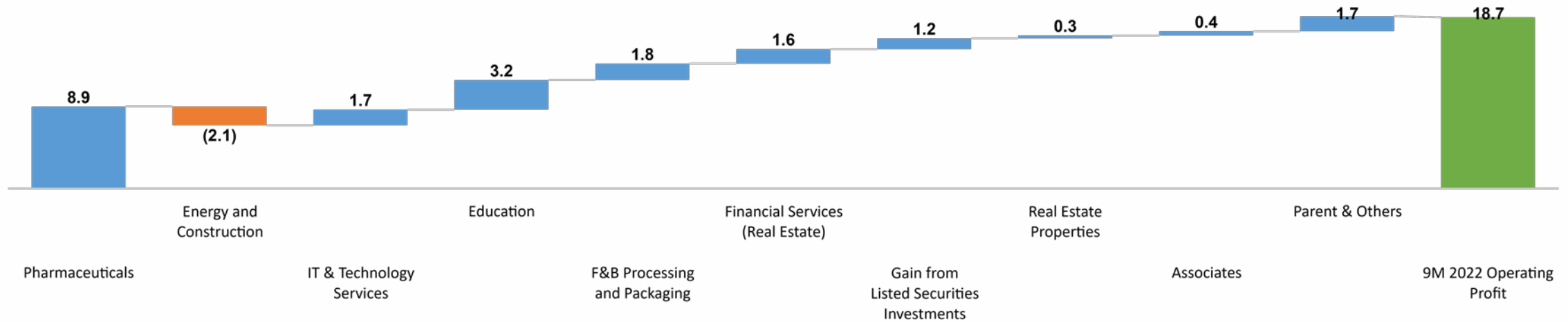


Parent Net Profit



9M 2022 Operating Income Key Drivers

9M 2022 Income from Operating Activities – KD 18.7 Mn



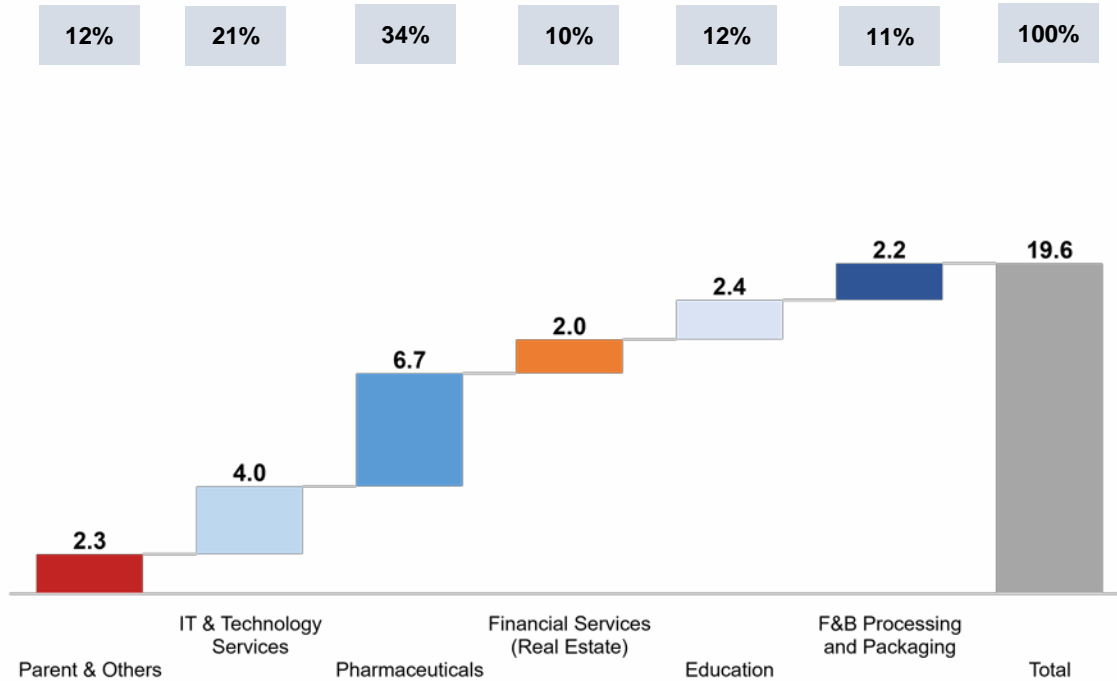
Performance Discussion

- Total Income from Operating Activities reached KD 18.7 Mn in 9M 2022, compared to KD 23.7 Mn in 9M 2021, impacted by losses from the Energy and Construction segment.
- Net Income from Operating Activities arrived at KD 1.0 Mn in 9M 2022, compared to KD 4.0 Mn in 9M 2021.
- Al Imtiaz recorded a Net Loss attributable to Parent company of KD 0.8 Mn in 9M 2022, compared to a net profit of KD 2.4 Mn in 9M 2021 which included a gain on the sale of discontinued operations amounting to KD 2.4 Mn.
- The Group recognized dividend income amounting to KD 2.2 Mn in 9M 2022.

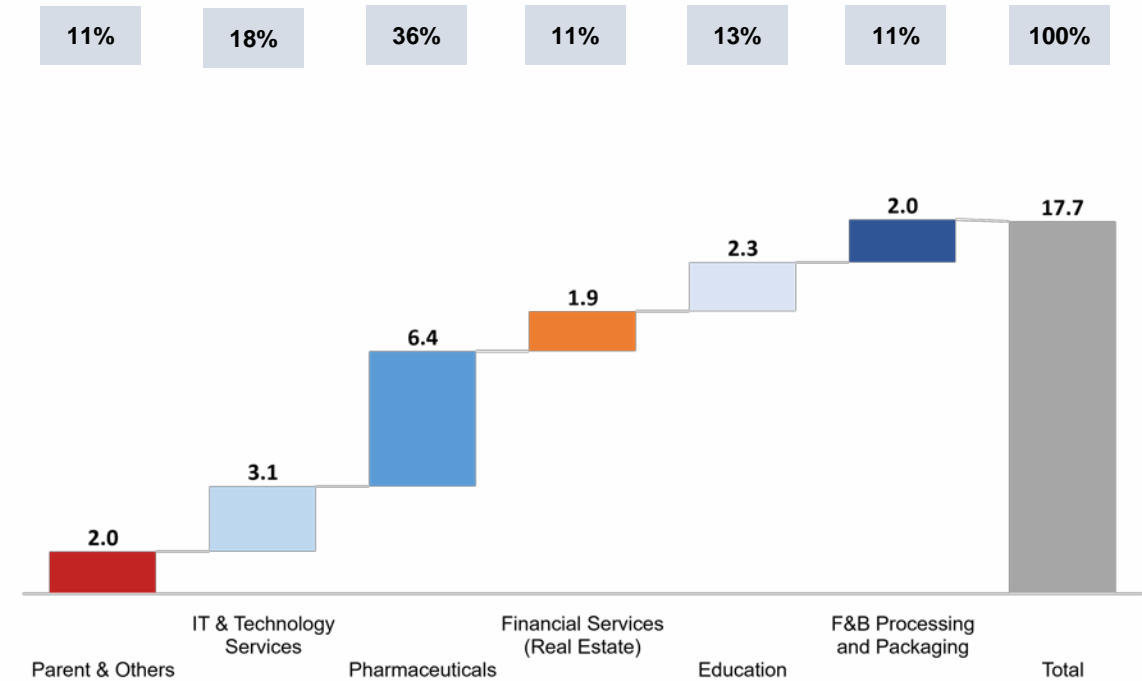
9M 2022 Expenses from Operating Activities

Operating Expenses declined 9.8% y-o-y to KD 17.7 Mn in 9M 2022 across all segments, particularly in the IT Solutions sector

Operating Expenses 9M 2021 KD 19.6 Mn



Operating Expenses 9M 2022 KD 17.7 Mn



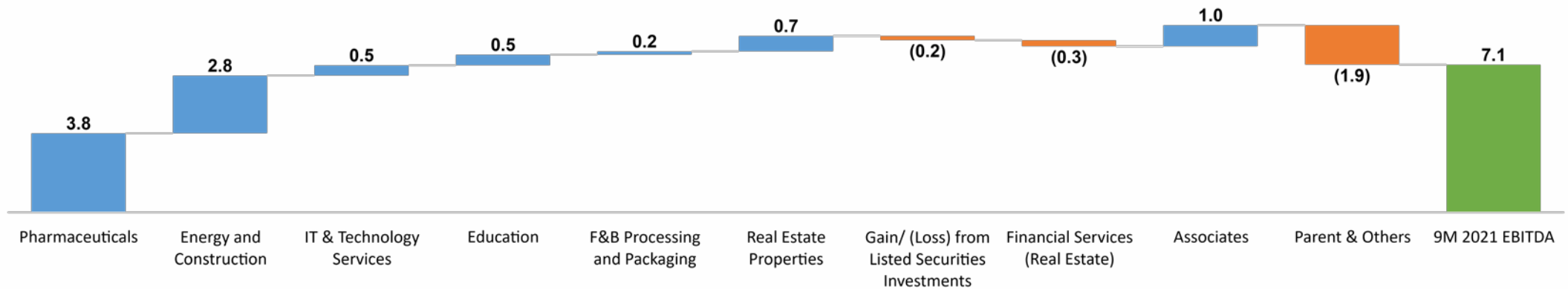
9M 2022 EBITDA

EBITDA was KD 3.0 Mn in 9M 2022 compared to KD 7.1 Mn in 9M 2021¹, impacted by losses in the IT Solutions and Energy and Construction sectors.

9M 2022 EBITDA – KD 3.0 Mn



9M 2021 EBITDA – KD 7.1 Mn

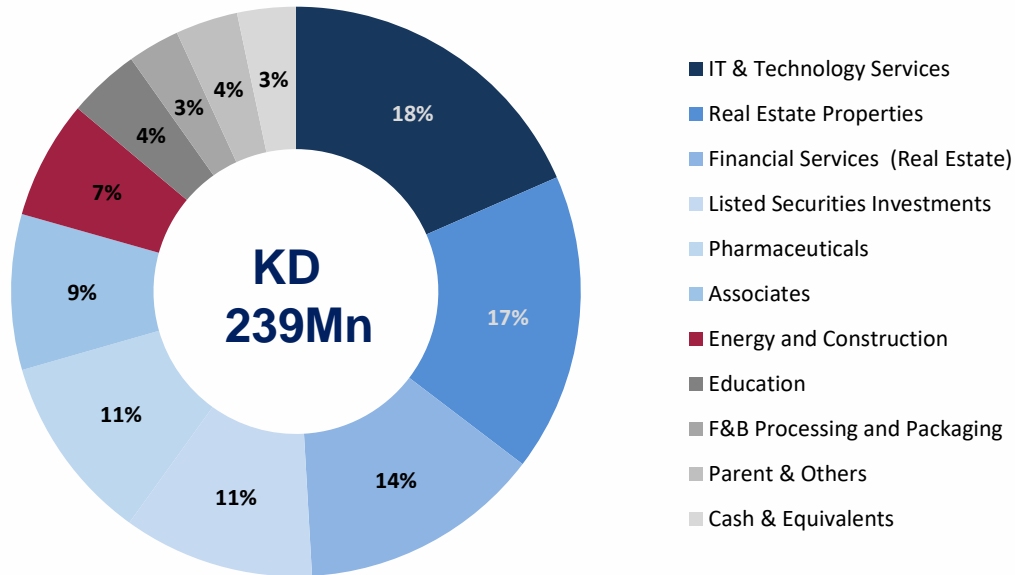


1. 9M 2021 EBITDA was lifted by KD 2.4 Mn gain from the sale of HOTECC

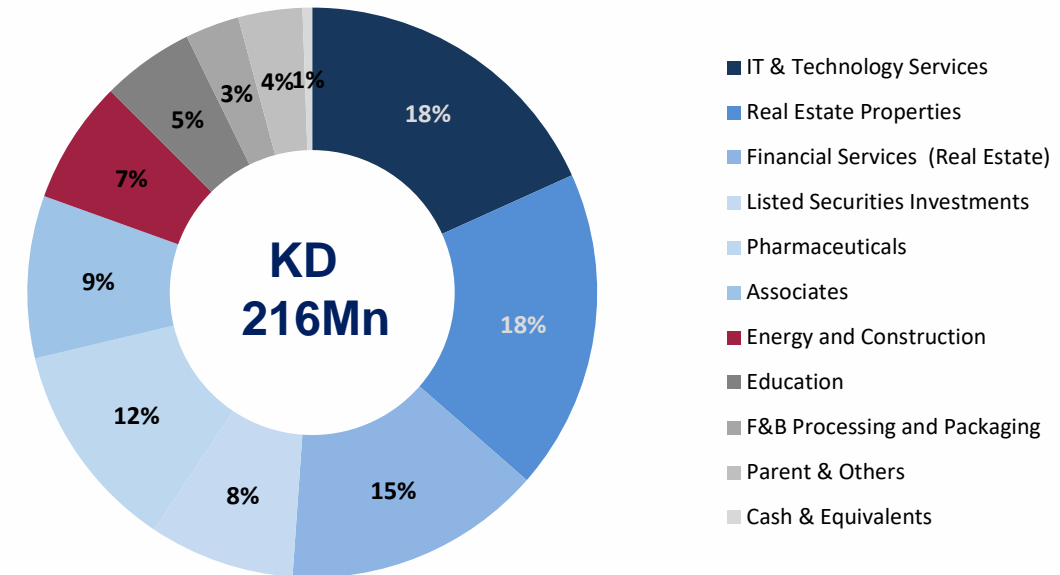
* All numbers in KD million unless specifically mentioned otherwise

Balanced Portfolio with Sectorial Diversification

Portfolio NAV as on Sep-21



Portfolio NAV as on Sep-22



NAV dropped 9.8% y-o-y in 9M 2022 to KD 216 Mn compared to KD 239 Mn in 9M 2021

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
- 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.

3111 full-time employees

20 different nationalities

715 (23%) are female

Segment Reporting

(KD Mn)	Q3 22 End	
	Sep-22	Sep-21
IT & Technology Services	1.7	4.6
Financial Services (Real Estate)	1.6	1.6
Energy and Construction	(2.1)	0.4
Pharmaceuticals	8.9	10.1
Associates	0.4	1.0
F&B Processing and Packaging	1.8	2.3
Education	3.2	2.8
Gain (Loss) from Listed Securities Investment	1.2	(0.2)
Parent & Others	1.7	0.1
Real Estate Properties	0.3	1.0
Income from Operating Activities	18.7	23.7
Operating Expenses	(17.7)	(19.6)
Net income from Operating Activities	1.0	4.1
Other Expenses and revenues	(1.0)	(3.0)
Discontinued Operation	0.0	2.4
Non-Controlling Interests	(0.8)	(1.1)
Net Profit Attributable to Parent Company	(0.8)	2.4

Income Statement

(KD Mn)	Q3 22 End	
	Sep-22	Sep-21
Gross Profit from Subsidiaries	17.3	21.3
Net investment profit (loss)	1.5	0.5
Changes in FV of investment properties	0.1	(0)
Rental Income	1.6	1.9
Associate	(1.6)	1.0
Impairment loss and other net provisions	(1.6)	(1.6)
Other Operating income	1.4	0.6
Income from Operating Activities	18.7	23.7
General and administrative expenses	(12.9)	(14.4)
Selling and marketing expenses	(4.8)	(4.7)
Other Operating expenses	0.0	(0.6)
Net Income from Operating Activities	1.0	4.0
Depreciation and amortization	(1.2)	(1.2)
Finance charges	(1.8)	(2.2)
Other Income	2.0	0.7
Profit (Loss) from Operations	0.0	1.3
Profit from Discontinued Operations	0.0	2.4
Tax	0.0	(0.2)
Profit for the Period	0.0	3.5
Net Profit Attributable to Parent Company	(0.8)	2.4
Net Profit Attributable to Non-Controlling interests	0.8	1.1
Basic and Diluted EPS to Parent (fils)	(0.79)	2.33

Balance Sheet

(KD Mn)	Sep-22	Sep-21
Cash and Cash Equivalents and Term Deposits	11.8	21.3
Financial Assets at Fair Value through Profit or Loss	28.8	33.9
Accounts Receivable	31.8	43.1
Other Assets	8.3	9.6
Wakala Investments	11.1	0.0
Properties under Development	1.3	1.3
Financial Assets at Fair Value through Other Comprehensive Income (OCI)	20.9	15.6
Investment in Associates	35.5	38.3
Investment Properties	34.2	42.8
Property, Plant and Equipment	22.5	23.1
Intangible Assets	58.4	58.6
Total Assets	264.6	287.6
Bank Facilities	7.9	10.0
Accounts Payable and Other Credit Balances	25.8	27.0
Finance Lease Obligation	0.8	1.2
Murabaha and Wakala Payable	28.5	34.6
Provision for End of Service Indemnity	5.5	5.6
Total Liabilities	68.5	78.4
Shareholder's Equity	173.2	185.5
Non-Controlling Interests	22.9	23.7
Total Equity	196.1	209.2
Total Liabilities and Equity	264.6	287.6
Book Value Per Share (fils)	169	179

Capital Structure

(KD Mn)	Sep-22	Sep-21
Short Term Debt	17.0	21.7
Long Term Debt ¹	20.1	24.0
Total Debt	37.1	45.7
Total Equity	196.1	209.2
Total Debt / Equity	0.19x	0.22x



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