

السادة/ شركة بورصة الكويت  
دولة الكويت

السلام عليكم ورحمة الله وبركاته،،

### الموضوع : مؤتمر المحللين للربع الثالث من العام 2022

بالإشارة إلى الموضوع أعلاه، وحرصاً من شركة مجموعة الامتياز الاستثمارية على الإلتزام 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 2022 قد انعقد في تمام الساعة 01:30 (وفق التوقيت المحلي) من بعد ظهر يوم الأربعاء الموافق 2022/11/02 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 ،،

أعزى

نواف حسين معرفي  
الرئيس التنفيذي للمجموعة  
عضو مجلس الإدارة

الإمتياز  
ALIMTIAZ  
GROUP



Date: 02/11/2022  
Ref: 2022/CAD/BK/158

**Boursa Kuwait Company  
Kuwait**

**Subject: Analysts' Conference for Q3-2022**

With 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 Kuwait 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 2022 was held at 01:30 pm (local time) on Wednesday 02/11/2022 via a live webcast, there was no material information disclosed during the conference.

Attached is 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,

**Nawaf H Marafi  
Group Chief Executive Officer  
Board Member**



PASSION FOR EXCELLENCE  
DRIVING GROWTH



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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 Equity<sup>1</sup>  
%

**(4.3)%**

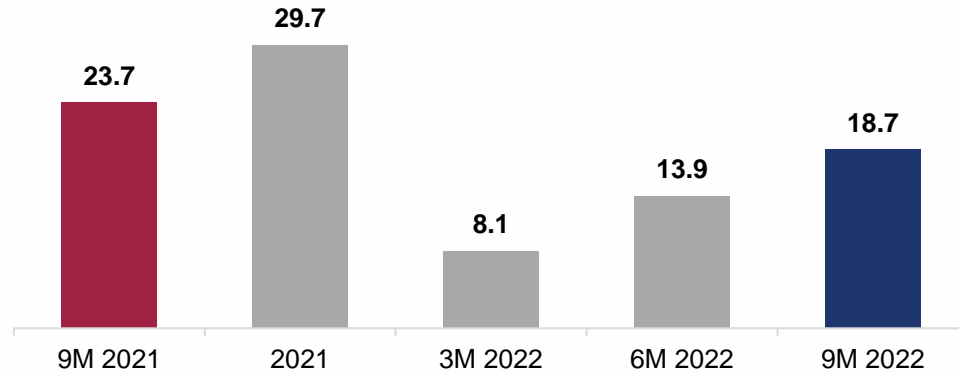
Net Profit to  
Operating Income %

**(0.4)%**

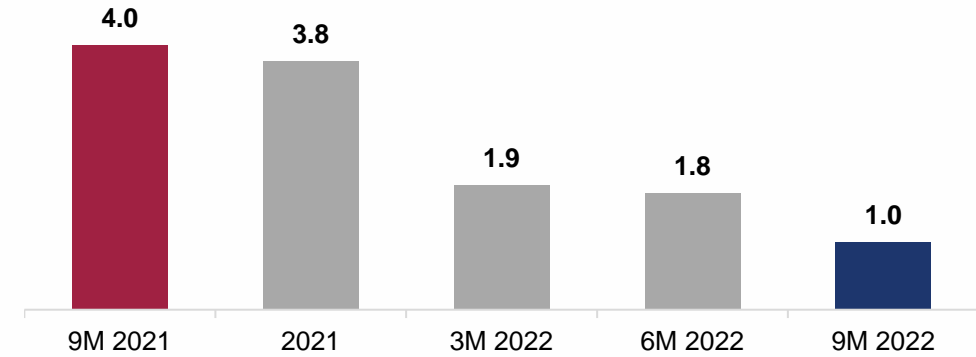
Return on Assets<sup>1</sup>  
%

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

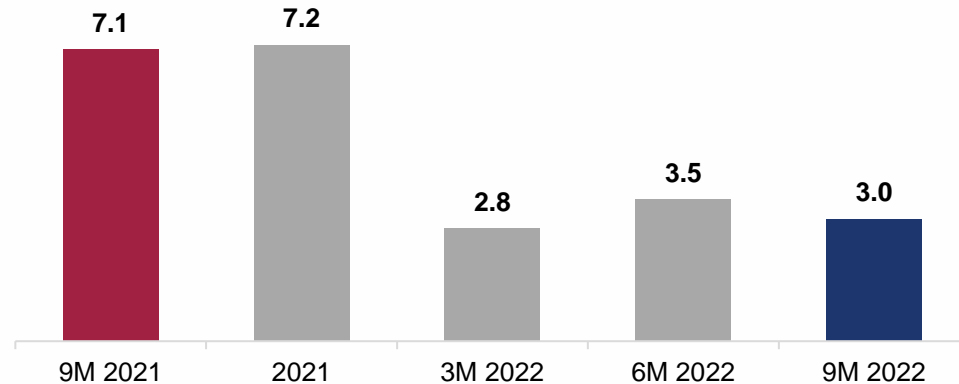
## Income from Operating Activities



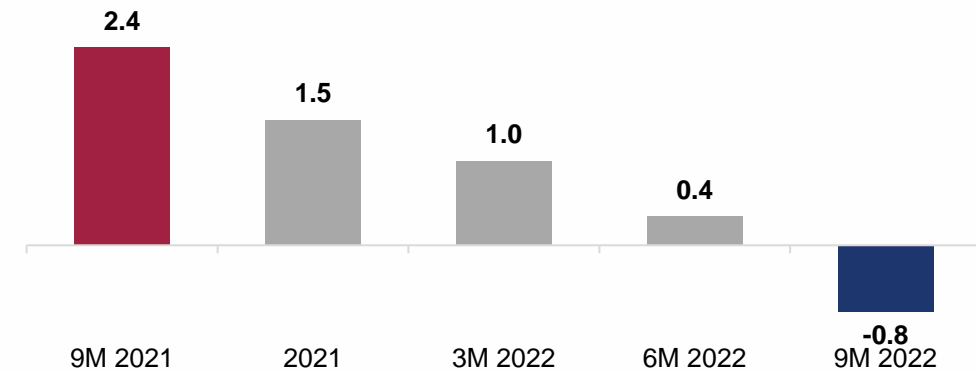
## Net Income from Operating Activities



## EBITDA

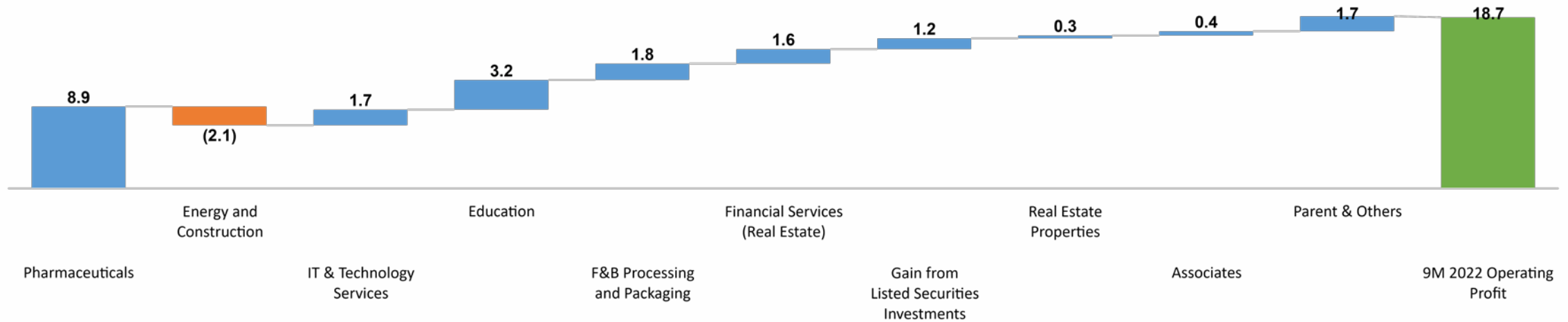


## Parent Net Profit



# 9M 2022 Operating Income Key Drivers

## 9M 2022 Income from Operating Activities – KD 18.7 Mn



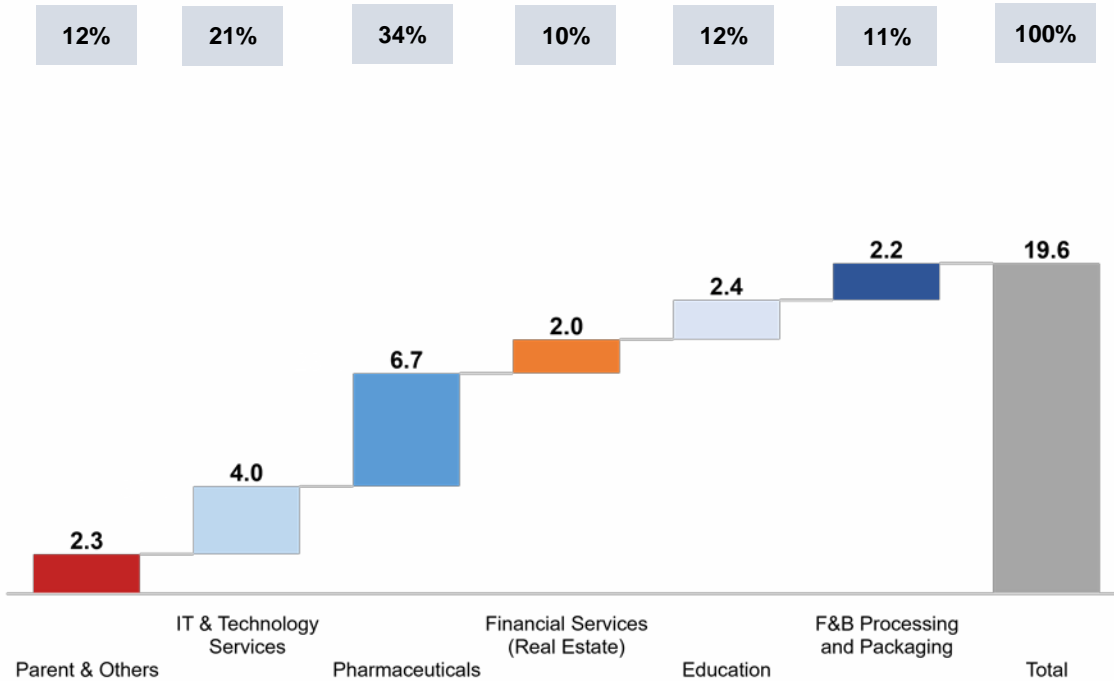
## Performance Discussion

- 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.

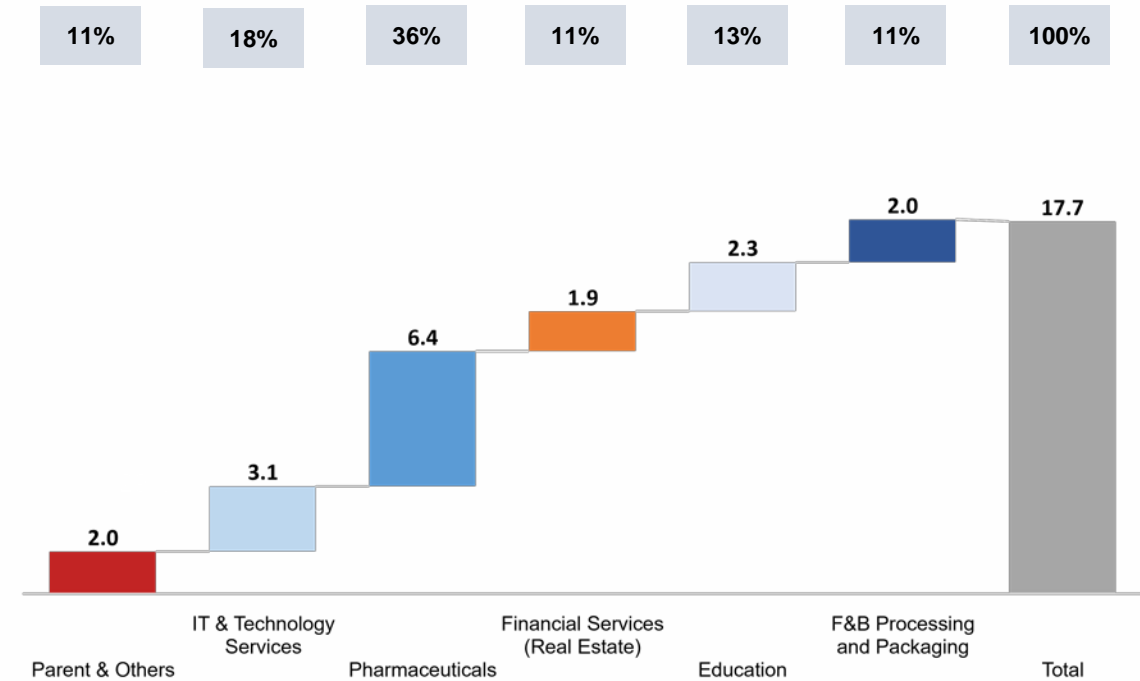
# 9M 2022 Expenses from Operating Activities

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



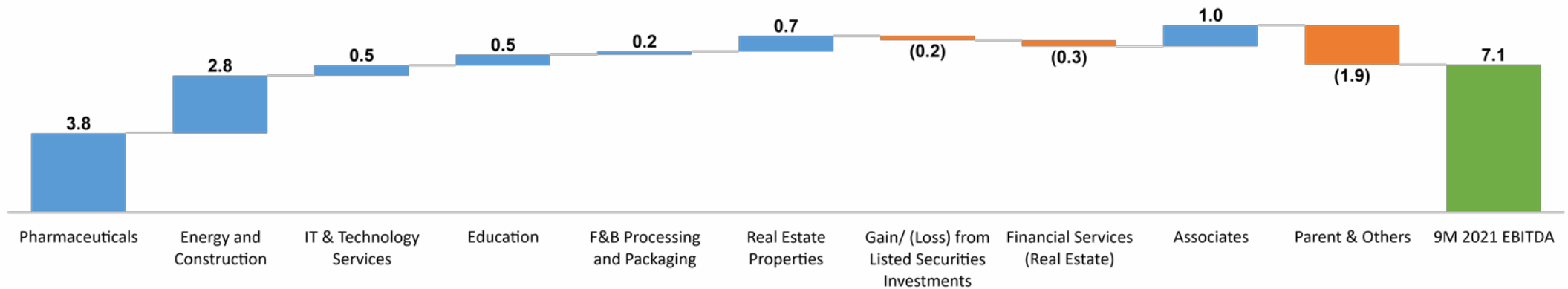


EBITDA was KD 3.0 Mn in 9M 2022 compared to KD 7.1 Mn in 9M 2021<sup>1</sup>, impacted by losses in the IT Solutions and Energy and Construction sectors.

## 9M 2022 EBITDA – KD 3.0 Mn



## 9M 2021 EBITDA – KD 7.1 Mn

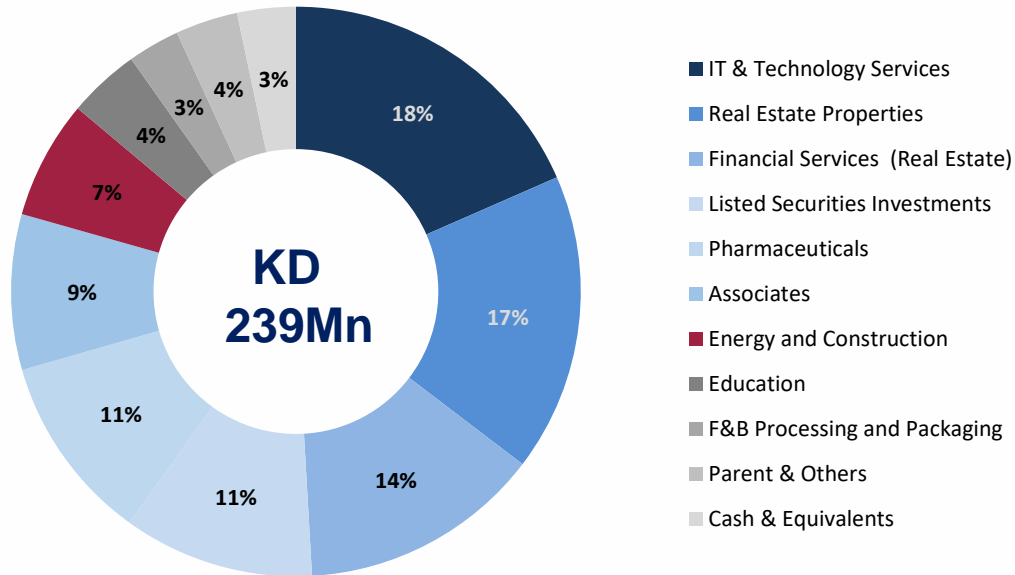


1. 9M 2021 EBITDA was lifted by KD 2.4 Mn gain from the sale of HOTECC

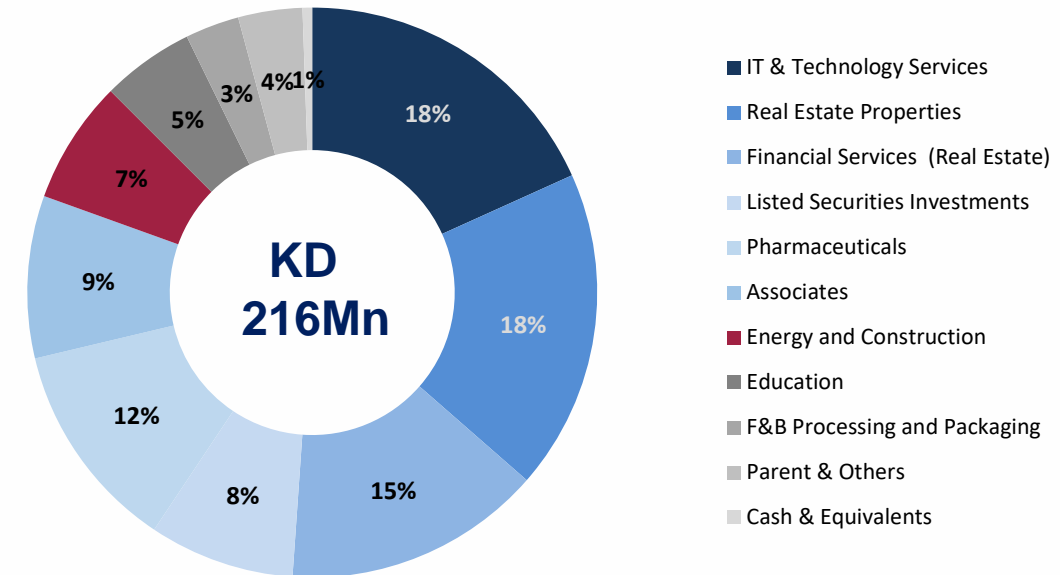
\* All numbers in KD million unless specifically mentioned otherwise

## 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
<b>Income from Operating Activities</b>	<b>18.7</b>	<b>23.7</b>
Operating Expenses	(17.7)	(19.6)
<b>Net income from Operating Activities</b>	<b>1.0</b>	<b>4.1</b>
Other Expenses and revenues	(1.0)	(3.0)
Discontinued Operation	0.0	2.4
Non-Controlling Interests	(0.8)	(1.1)
<b>Net Profit Attributable to Parent Company</b>	<b>(0.8)</b>	<b>2.4</b>

## Income Statement

(KD Mn)	Q3 22 End	
	Sep-22	Sep-21
<b>Gross Profit from Subsidiaries</b>	<b>17.3</b>	<b>21.3</b>
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
<b>Income from Operating Activities</b>	<b>18.7</b>	<b>23.7</b>
General and administrative expenses	(12.9)	(14.4)
Selling and marketing expenses	(4.8)	(4.7)
Other Operating expenses	0.0	(0.6)
<b>Net Income from Operating Activities</b>	<b>1.0</b>	<b>4.0</b>
Depreciation and amortization	(1.2)	(1.2)
Finance charges	(1.8)	(2.2)
Other Income	2.0	0.7
<b>Profit (Loss) from Operations</b>	<b>0.0</b>	<b>1.3</b>
<b>Profit from Discontinued Operations</b>	<b>0.0</b>	<b>2.4</b>
<b>Tax</b>	<b>0.0</b>	<b>(0.2)</b>
<b>Profit for the Period</b>	<b>0.0</b>	<b>3.5</b>
<b>Net Profit Attributable to Parent Company</b>	<b>(0.8)</b>	<b>2.4</b>
Net Profit Attributable to Non-Controlling interests	0.8	1.1
<b>Basic and Diluted EPS to Parent (fils)</b>	<b>(0.79)</b>	<b>2.33</b>

## 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
<b>Total Assets</b>	<b>264.6</b>	<b>287.6</b>
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
<b>Total Liabilities</b>	<b>68.5</b>	<b>78.4</b>
Shareholder's Equity	173.2	185.5
Non-Controlling Interests	22.9	23.7
<b>Total Equity</b>	<b>196.1</b>	<b>209.2</b>
<b>Total Liabilities and Equity</b>	<b>264.6</b>	<b>287.6</b>
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 <sup>1</sup>	20.1	24.0
<b>Total Debt</b>	<b>37.1</b>	<b>45.7</b>
Total Equity	196.1	209.2
<b>Total Debt / Equity</b>	<b>0.19x</b>	<b>0.22x</b>



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