



Date: 18/05/2022  
Ref: 2022/CAD/BK/105

**Boursa Kuwait Company  
Kuwait**

**Subject: Analysts' Conference for Q1-2022**

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 Rules Book related to the ongoing obligations required of listed companies classified within the premier market segment and in which the Al-Imtiaz Investment Group Company has been classified.

Kindly be informed that the Analysts' Conference for the first quarter of the year 2022 was held at 01:30 pm (local time) on Wednesday 18/05/2022 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,

**Fahed Abdulrahman Al-Sane  
For/ Group Chief Executive Officer**



PASSION FOR EXCELLENCE  
DRIVING GROWTH



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## Al Imtiaz portfolio continues recovery in 2022

### Key Financial Metrics

**KD 8.1**

Income from  
Operating Activities  
(M)

**KD 2.8**

EBITDA  
(M)

**KD 1.0**

Parent Net Profit  
(M)

**1.0 fils**

Earnings Per  
Share

**KD 283.3**

Total Assets  
(M)

**KD 83.2**

Total Liabilities  
(M)

**KD 176.1**

Parent Equity  
(M)

**172 fils**

Parent Book  
Value Per Share

### Key Financial Ratios

**1.1%**

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

**2.3%**

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

**19.3%**

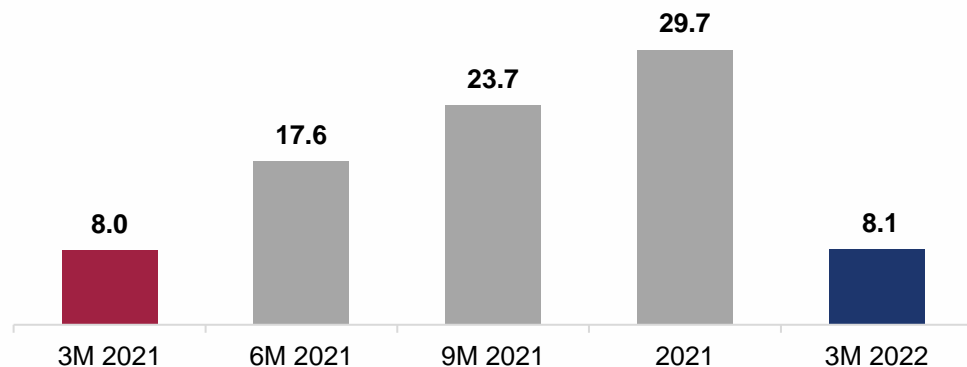
Net Profit to  
Operating Income %

**1.5%**

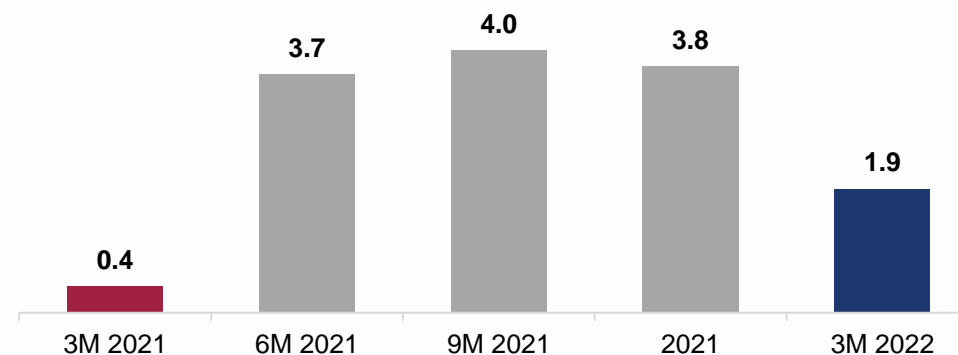
Return on Assets<sup>1</sup>  
%

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

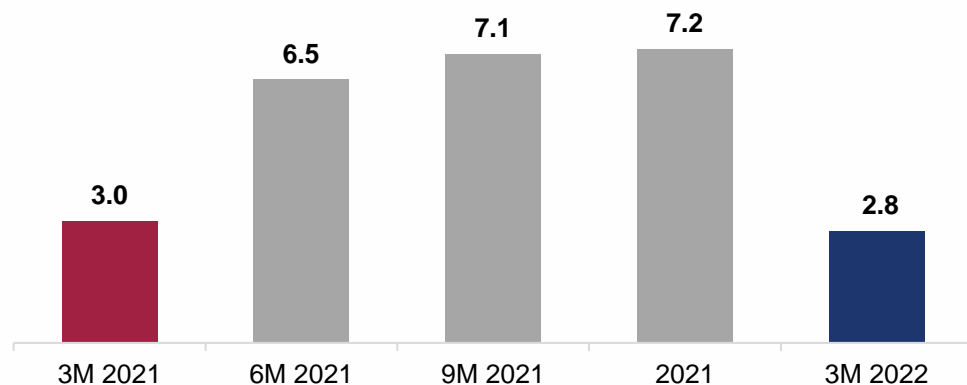
## Income from Operating Activities



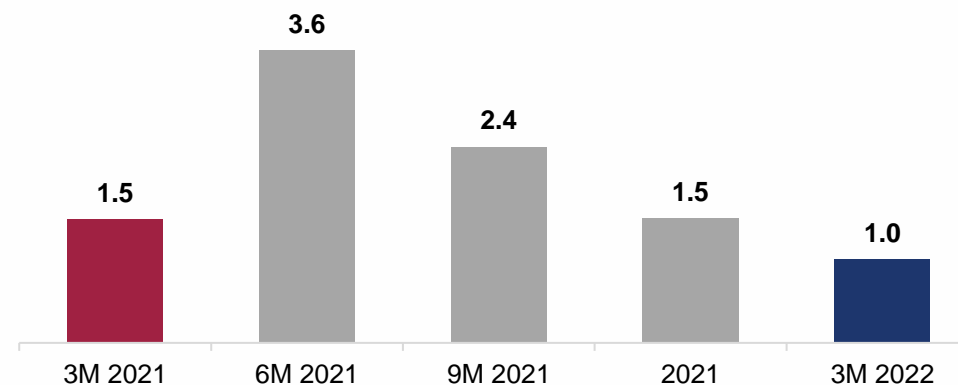
## Net Income from Operating Activities



## EBITDA

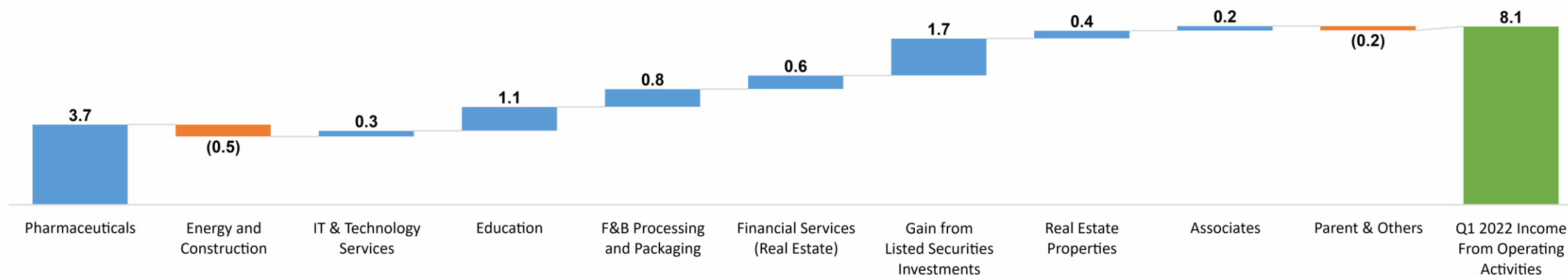


## Parent Net Profit



# Q1 2022 Operating Income Key Drivers

## Q1 2022 Income from Operating Activities – KD 8.1 M



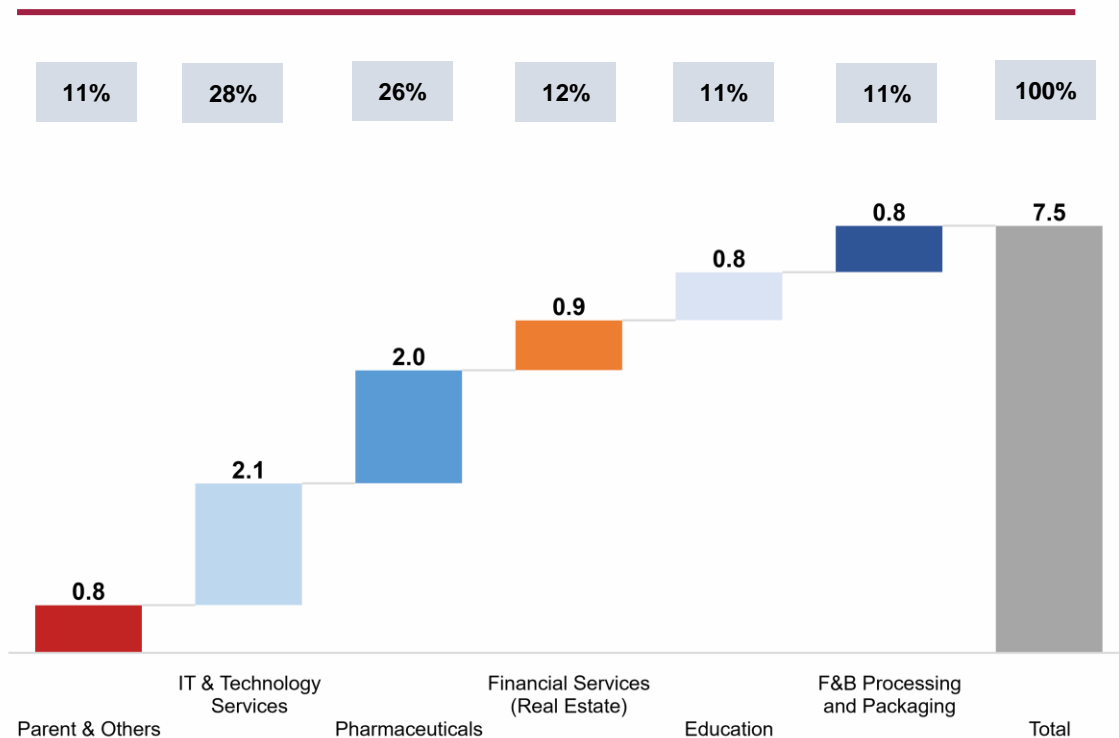
## Performance Discussion

- Total Income from Operating Activities improved 1.1% y-o-y to KD 8.1 M in Q1 2022 from KD 8.0 M in Q1 2021.
- Net Income from Operating Activities jumped 369% y-o-y to KD 1.9 M in Q1 2022, compared to KD 0.4 M in Q1 2021.
- Net Profit from Continuing Operations reached KD 1.6 M in Q1 2022, compared to a loss of KD 0.7 M in Q1 2021.
- Net Profit attributable to Parent company reached KD 1.0 M in Q1 2022, compared to KD 1.5 M in Q1 2021.
- The Group has recognized dividend income amounting to KD 1.4 M in Q1 2022.
- During the period, the Board of directors has approved the distribution of cash dividends of 9% of the nominal value of the share by 9 fils per share for the year ended 31 December 2021.

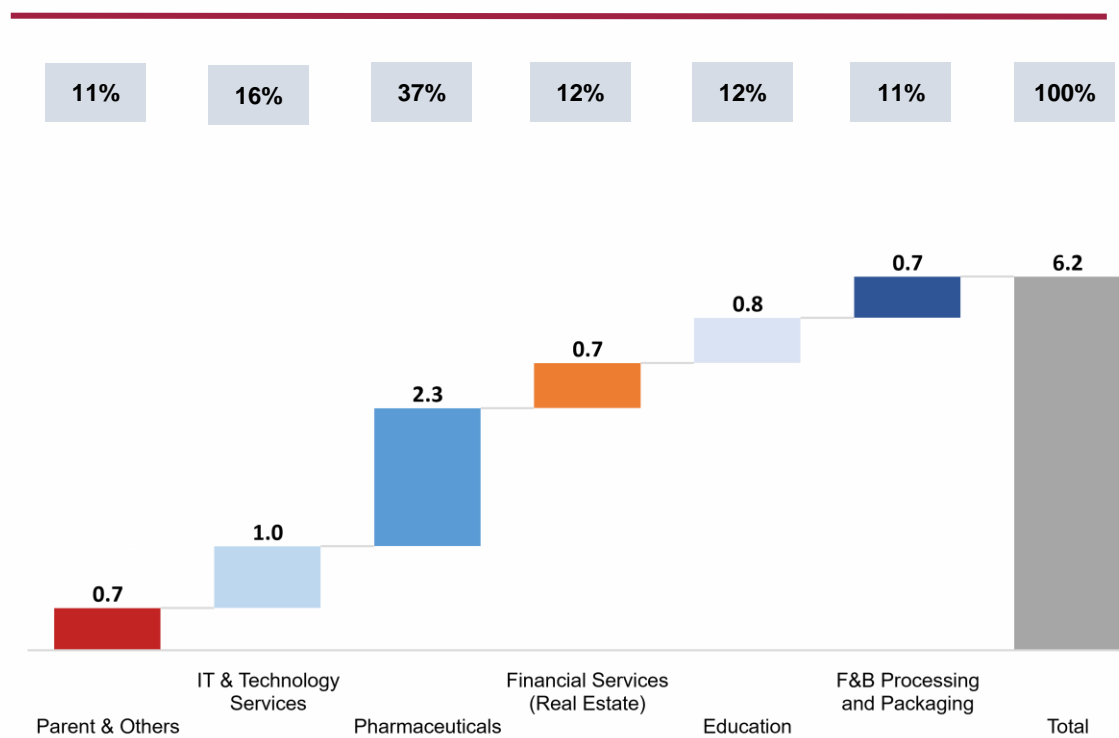
# Q1 2022 Expenses from Operating Activities

Operating Expenses dropped by 18% y-o-y to KD 6.2 M in Q1 2022 mainly on lower expenses in the IT Solutions sector

Operating Expenses Q1 2021 KD 7.5 M



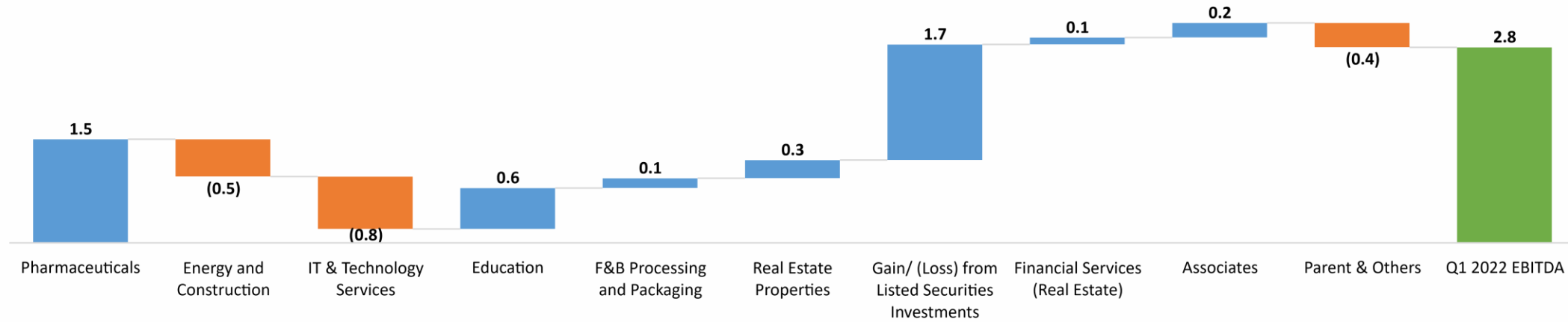
Operating Expenses Q1 2022 KD 6.2 M



# Q1 2022 EBITDA

EBITDA reached KD 2.8 M in Q1 2022 compared to KD 3.0 M in Q1 2021, slightly impacted by pre-operating expenses in the IT Solutions sector.

## Q1 2022 EBITDA – KD 2.8 M



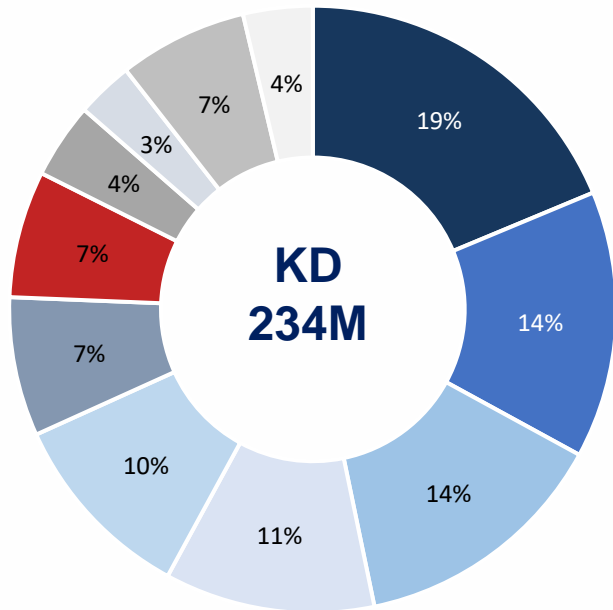
## Q1 2021 EBITDA – KD 3.0 M





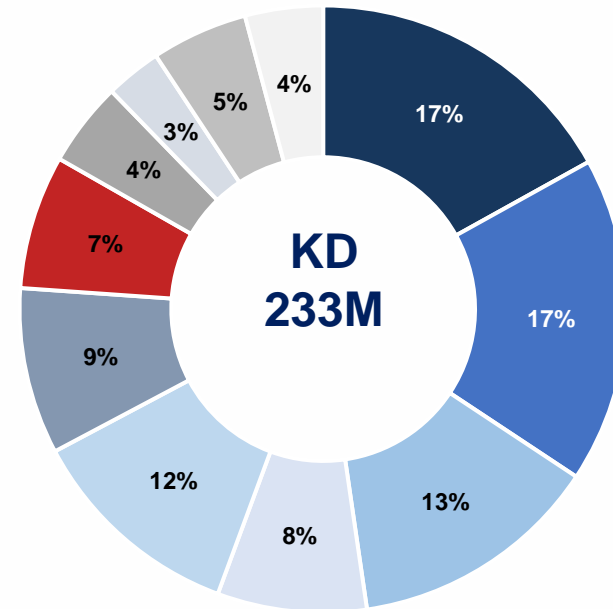
## Balanced Portfolio with Sectorial Diversification

### Portfolio NAV as on Mar-21



- IT & Technology Services
- Real Estate Properties
- Financial Services (Real Estate)
- Listed Securities Investments
- Pharmaceuticals
- Associates
- Energy and Construction
- Education
- F&B Processing and Packaging
- Parent & Others
- Cash & Equivalents

### Portfolio NAV as on Mar-22



- IT & Technology Services
- Real Estate Properties
- Financial Services (Real Estate)
- Listed Securities Investments
- Pharmaceuticals
- Associates
- Energy and Construction
- Education
- F&B Processing and Packaging
- Parent & Others
- Cash & Equivalents

NAV remained flat in Q1 2022 at KD 233 M compared to KD 234 M in Q1 2021

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



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

**2877** full-time employees

**20** different nationalities

**700 (24%)** are women



## 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**

## Segment Reporting

(KD M)	Q1 22 End	
	Mar-22	Mar-21
IT & Technology Services	0.3	2.8
Financial Services (Real Estate)	0.6	(0.1)
Energy and Construction	(0.5)	0.1
Pharmaceuticals	3.7	3.5
Associates	0.2	0.1
F&B Processing and Packaging	0.8	0.6
Education	1.1	0.9
Gain (Loss) from Listed Securities Investment	1.7	(0.3)
Parent & Others	0.2	0.4
<b>Income from Operating Activities</b>	<b>8.1</b>	<b>8.0</b>
Operating Expenses	(6.2)	(7.6)
<b>Net income from Operating Activities</b>	<b>1.9</b>	<b>0.4</b>
Other Expenses and revenues	(0.3)	(1.1)
Discontinued Operation	0.0	2.4
Non-Controlling Interests	(0.5)	(0.1)
<b>Net Profit Attributable to Parent Company</b>	<b>1.0</b>	<b>1.5</b>

## Income Statement

(KD M)	Q1 22 End	
	Mar-22	Mar-21
<b>Gross Profit from Subsidiaries</b>	<b>6.7</b>	<b>8.4</b>
Net investment profit (loss)	2.0	(0.1)
Changes in FV of investment properties	0.1	(0.0)
Selling investment properties	0.1	0.0
Rental Income	0.5	0.6
Associate	(0.3)	0.1
Impairment loss and other net provisions	(1.0)	(1.0)
<b>Income from Operating Activities</b>	<b>8.1</b>	<b>8.0</b>
General and administrative expenses	(4.7)	(5.6)
Selling and marketing expenses	(1.5)	(1.6)
Other Operating expenses	0.0	(0.4)
<b>Net Income from Operating Activities</b>	<b>1.9</b>	<b>0.4</b>
Depreciation and amortization	(0.4)	(0.4)
Finance charges	(0.7)	(1.0)
Other Income	0.8	0.2
<b>Profit (Loss) from Operations</b>	<b>1.6</b>	<b>(0.7)</b>
<b>Profit from Discontinued Operations</b>	<b>0.0</b>	<b>2.4</b>
<b>Tax</b>	<b>(0.0)</b>	<b>(0.0)</b>
<b>Profit for the Period</b>	<b>1.6</b>	<b>1.6</b>
<b>Net Profit Attributable to Parent Company</b>	<b>1.0</b>	<b>1.5</b>
Net Profit (Loss) Attributable to Non-Controlling interests	(0.5)	(0.1)
<b>Basic and Diluted EPS to Parent (fils)</b>	<b>1.0</b>	<b>1.5</b>

## Balance Sheet

(KD M)	Mar-22	Mar-21
Cash and Cash Equivalents and Term Deposits	23.8	24.8
Financial Assets at Fair Value through Profit or Loss	29.7	36.7
Accounts Receivable	35.1	43.1
Other Assets	7.8	10.0
Properties under Development	1.3	1.3
Financial Assets at Fair Value through Other Comprehensive Income (OCI)	19.5	15.4
Investment in Associates	37.9	34.2
Investment Properties	35.7	45.7
Property, Plant and Equipment	23.7	23.3
Intangible Assets	58.5	58.8
Wakala Investments	10.3	0.0
<b>Total Assets</b>	<b>283.3</b>	<b>293.5</b>
Bank Facilities	8.5	7.1
Accounts Payable and Other Credit Balances	37.5	33.4
Finance Lease Obligation	0.9	1.4
Murabaha and Wakala Payable	30.8	39.3
Provision for End of Service Indemnity	5.5	4.7
<b>Total Liabilities</b>	<b>83.2</b>	<b>85.9</b>
Shareholder's Equity	176.1	183.8
Non-Controlling Interests	24.0	23.8
<b>Total Equity</b>	<b>200.1</b>	<b>207.6</b>
<b>Total Liabilities and Equity</b>	<b>283.3</b>	<b>293.5</b>
Book Value Per Share (fils)	195	200

## Capital Structure

(KD M)	Mar-22	Mar-21
Short Term Debt	19.6	21.2
Long Term Debt <sup>1</sup>	20.7	26.6
<b>Total Debt</b>	<b>40.2</b>	<b>47.8</b>
Total Equity	200.1	207.6
<b>Total Debt / Equity</b>	<b>0.20x</b>	<b>0.23x</b>



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