A low-angle photograph of a modern skyscraper with a curved glass facade, reflecting the sky. In the foreground, a dark, reflective surface features large, metallic, 3D letters spelling 'KAMCO INVEST'.

Kamco Investment Company

Investors Presentation – 9M 2024

13 November 2024

KAMCO
INVEST

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Kamco Invest - A regional non-banking financial powerhouse

- > An independently managed subsidiary of KIPCO Group adopting the highest standards of corporate governance
- > Headquartered in Kuwait with offices in key regional financial markets
- > Provides a comprehensive range of investment solutions
- > Licensed by Kuwait's Capital Markets Authority & Central Bank of Kuwait
- > Listed on Boursa Kuwait
- > Proven track record
- > Strong relationships and access to one of the largest investors' community in the MENA region

Business Offerings

Asset Management

- > Fund Management
- > Portfolio Management
- > Advisory Service

Investment Banking

- > Equity Capital Markets
- > Debt Capital Markets
- > Mergers & Acquisitions

Brokerage

- > Equity Trading
- > OTC Trading
- > Research

Regional Presence



Kuwait: Regulated by Capital Markets Authority & Central Bank of Kuwait

UAE: Regulated by Dubai Financial Services Authority

Saudi: Regulated by Saudi Capital Market Authority

London: Registered under UK Companies House

Assets Under Management

USD 16.2bn

- > Ranked the largest Asset Manager in Kuwait and 7th largest in the Middle East by Forbes ME for the year 2024

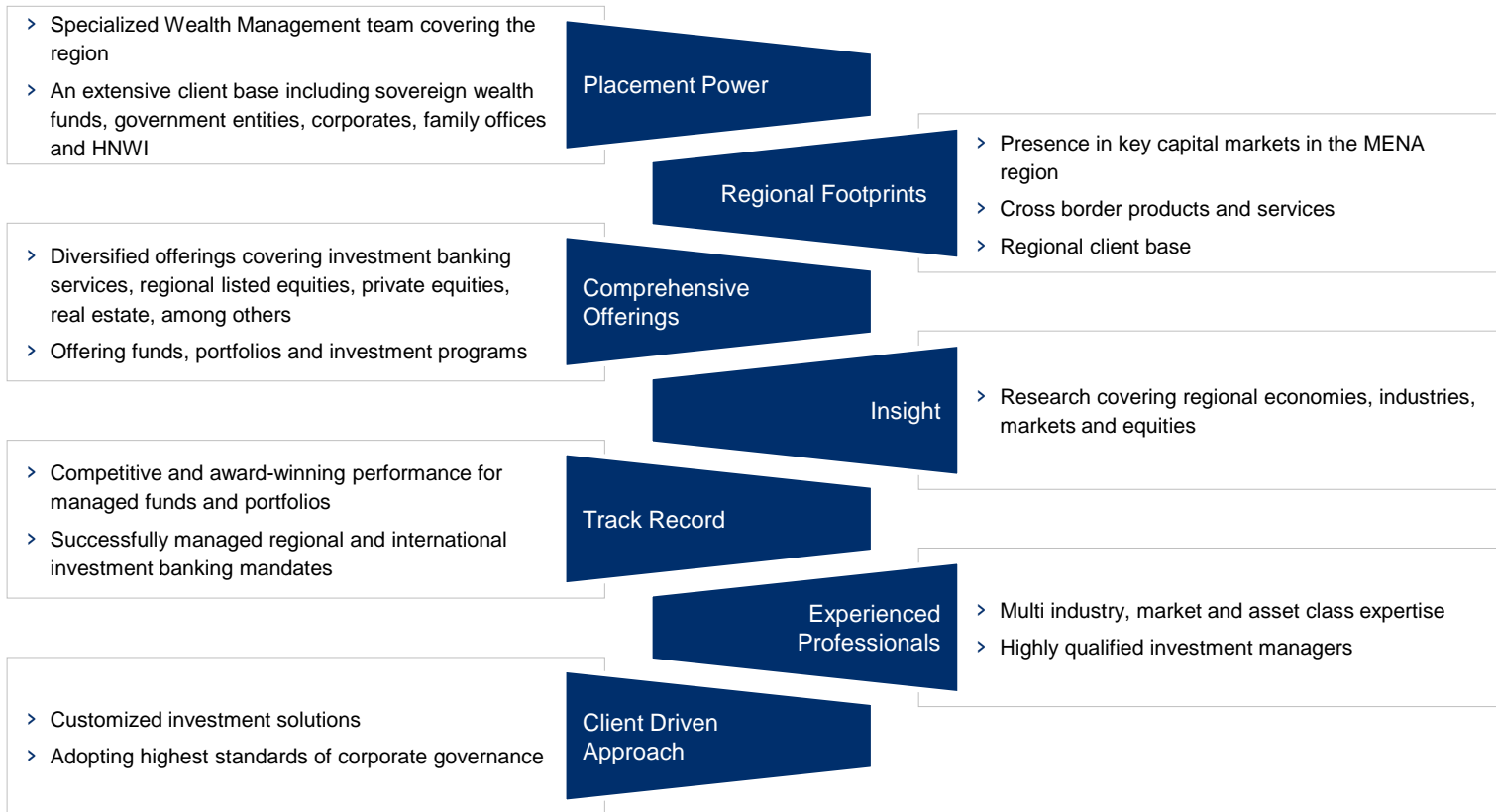
Forbes Middle East

Investment Banking Mandates

USD 39.5bn

- > Managed / co-managed around USD10.6bn in Equity finance
- > Arranged around USD19.0bn in Conventional & Islamic Debt
- > Advised M&A mandates worth USD9.9bn

Well positioned to better serve our clients

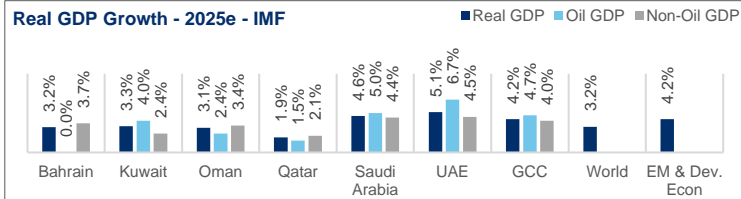
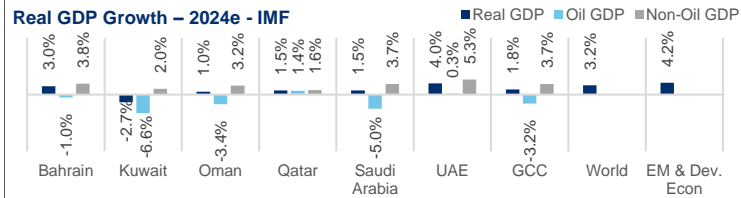




Market Overview

GDP growth and oil prices

- World economic growth is expected to come in at 3.2% this year and in 2025 mainly led by a faster-than-expected growth in the US partially offset by marginal growth in the Euro area. Growth in EM and developing economies is expected to reach 4.2% for both the years with growth mainly affected by a slowdown in China.
- Despite resilient growth in some of the advanced economies, downside risks are rising and include regional conflicts, monetary policies remaining too tight for too long, higher financial market volatility, a deeper slowdown in China and protectionist policies.
- Growth projections for the MENA region was lowered for 2024 to 2.1% mainly led by a downward revision to growth forecast for Saudi Arabia by 20 bps to 1.5% as well as for other oil exporters reflecting extension of crude oil production cuts.



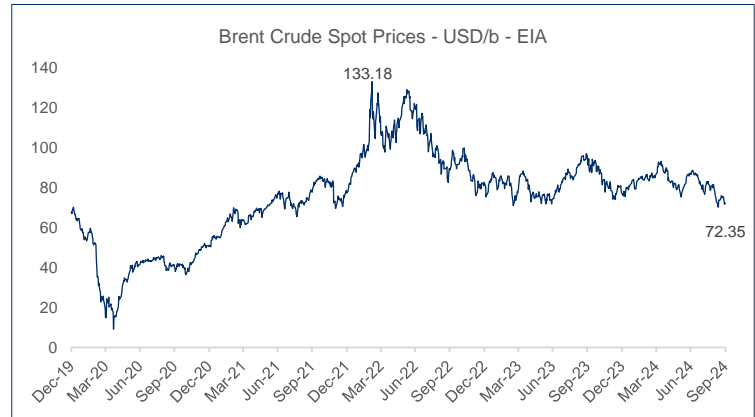
Source: IMF – WEO Oct-2024, IMF REO Oct-2024

Oil Market

- Crude oil prices witnessed the biggest decline in three quarters during Q3-2024 after falling 17.1% to close at USD 72.4/b for the Brent spot crude grade. Average crude oil prices stood at USD 80.0/b due to elevated prices during July-2024, registering a smaller q-o-q decline of 5.5%.
- The decline reflected concerns on the demand side with datapoints showing limited recovery in demand in China coupled with expectations of slower economic growth in the near term. On the supply side, the US produced at a record pace of 13.4 mb/d, further affecting the prices.

Spot Brent Oil Price Performance (q-o-q)

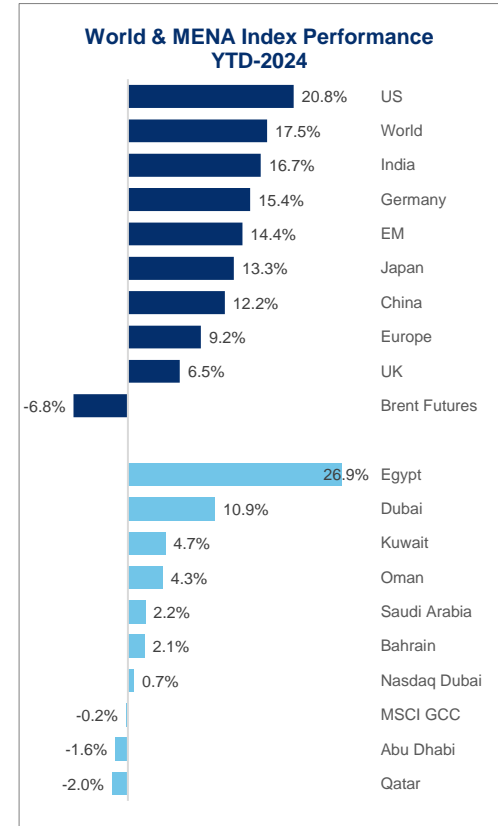
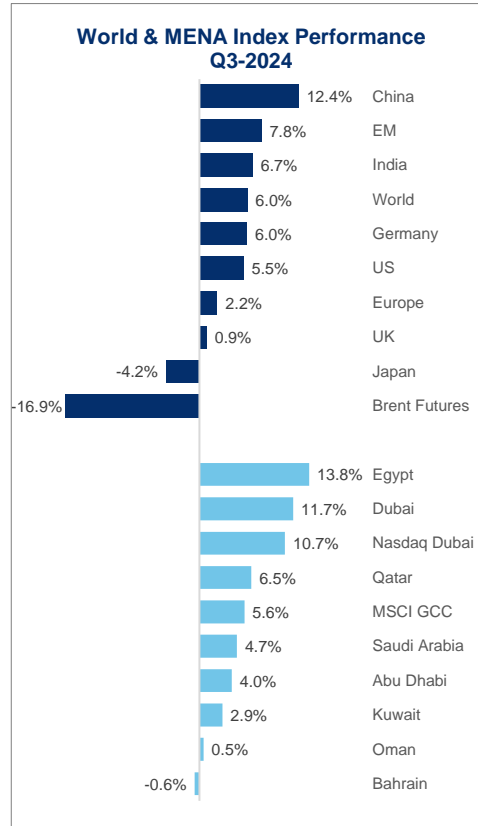
Q1 2024 Avg	Q2 2024 Avg	Q3 2024 Avg	9M 2024 Avg
▼ 1.3%	▲ 2.1%	▼ -5.5%	▲ 0.63%



Source: EIA

Capital markets performance

- Global markets witnessed a v-shaped recovery during Q3-2024 after markets slumped on worries over the health of the global economy, lofty valuations among tech stocks and the unwinding of the yen carry trade.
- High-dividend yield and low-volatility stocks led the market as investors sought stability amid global economic uncertainties. Income stocks were favored with investors looking for strong dividends as bond yields fall alongside interest rates.
- China was the best performing market during the quarter that came after the PBOC announced measures to revive the economy including lowered interest rates, liquidity infusion as well sector-specific support for the real estate sector.
- GCC Equity Markets witnessed broad-based gains during the quarter with six out of seven exchanges witnessing gains barring Bahrain that witnessed a marginal decline. GCC Pharma & Biotech was the best performing sector during the quarter with a healthy return of 27.7%, while heavyweight sectors like Bank and Materials witnessed mid-single digit gains.





Business & Financial Performance

Performance at a glance

- › Net profits of KWD3.5mn in 9M 2024
- › Fee income increased by 28.0%
- › Total income increased by 65.5%
- › Total liabilities decreased by 6.1%
- › Cash & Cash equivalent increased by 23.1%

Fee Income (KWD mn)
Total Income (KWD mn)
General & Admin. Expenses (KWD mn)
Net Profit (Loss)* (KWD mn)
Earnings Per Share (Fils)

9M 2024	9M 2023	Change
12.06	9.42	28.0%
18.51	11.18	65.5%
11.86	10.29	15.2%
3.47	(1.40)	-
10.14	(4.08)	-

Cash & Cash Equivalent (KWD mn)
Total Assets (KWD mn)
Total Liabilities (KWD mn)
Owners' Equity (KWD mn)

30 Sep 2024	31 Dec 2023	Change
32.59	26.48	23.1%
124.69	128.84	-3.2%
60.35	64.24	-6.1%
61.28	59.66	2.7%

* Attributable to Equity Holders of the Company

Accomplishments

Asset Management

- › Assets under management grew by 9.3% to reach USD16.2bn
- › Equities & Fixed Income
 - › Equity funds and managed portfolios continued to outperform their respective benchmarks
 - › Kamco Invest equity funds are amongst the best performing in Kuwait (9M 2024)
 - › Kamco Investment Fund
 - › Best conventional fund
 - › Kamco Premier Market Index Fund
 - › 4th best conventional fund
 - › Kamco Islamic Fund
 - › 3rd best Islamic fund
 - › Manages high-performing fixed income portfolios and funds, offering clients access to a broad range of fixed income products across primary and secondary markets

› Alternative Investments

- › In addition to real Estate and private equity, the team strategically expanded into the private credit market, forging partnerships with prominent international players
- › The team is also evaluating several investment opportunities in real estate and private equity.
- › Closed capital raising for a private equity fund.
- › Advised clients on various transactions including an e-commerce platform that is planned to list on the Saudi market.
- › Acted as the strategic advisor on a USD94.7mn junior financing transaction for a real estate development project in the US
- › The team continued to undergo plans to exit legacy assets held by the private equity funds and work on new initiatives and products.

Investment Banking

- › Continued to advise their clients on several transactions
- › Successfully completed 8 transactions worth USD3.1bn
 - › Largest Mandatory Tender Offer in the insurance sector
 - › 7 Sukuk and Bond issuances for companies and banks in Kuwait, Saudi, and UAE
- › Several transactions in the pipeline expected to close during 2024 across Equity Capital Markets, Debt Capital Markets, and Mergers & Acquisitions (M&A).

Accomplishments

Brokerage

- › Service offered through Oula Wasata, Kamco Invest's brokerage arm
- › Continued to build on its competitive position and attracted new clients through its online trading platforms
- › Launched an app dedicated to onboarding clients and updating client information

Regional Offices

- › Regional offices continued to strengthen their presence in their respective markets
- › Increased their contribution to the company's core businesses; namely asset management
- › Kamco Invest – Saudi signed a strategic partnership to offer leasing opportunities to their clients
- › Expanded the management team with new hires

- › Obtaining regulatory approvals to launch two Saudi products in equities and fixed income
- › In the final stages to relocate into our new office in KAFD (King Abdullah Financial District)

Sustainability

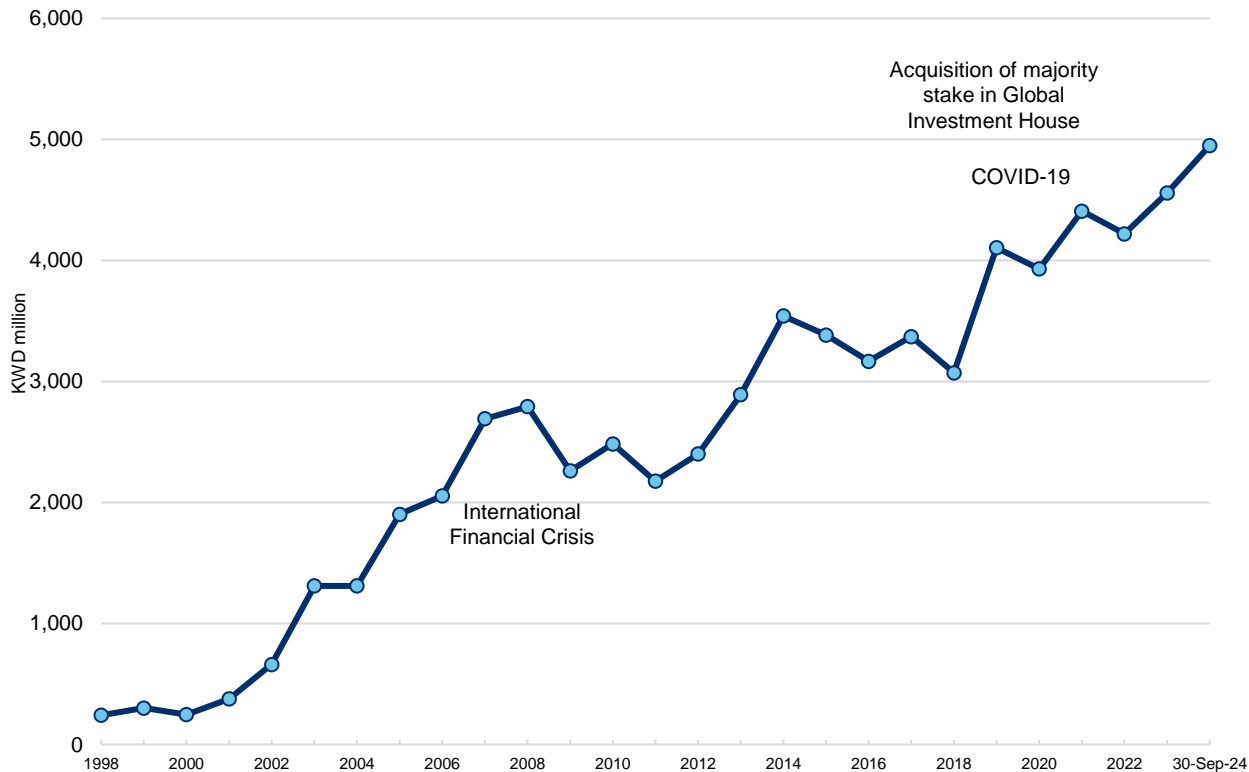
- › Released 2023 Sustainability Report under the theme "Simplifying Complexity, Maximizing Impact"
- › Report highlights efforts to maximize positive impact through ESG integration
- › Developed in line with GRI, ESG standards, KNDP, Boursa Kuwait ESG, and the UN SDGs frameworks
- › Plan to launch new products with ESG standards

Digitization

- › Launched the all-new Kamco Invest App, consisting of new added features, performance upgrades, and an enhanced user interface.
- › The app offers an integrated and seamless digital investment journey to its clients from account opening to funding and investing.
- › Integrated AI solutions into the App to enhance user experience

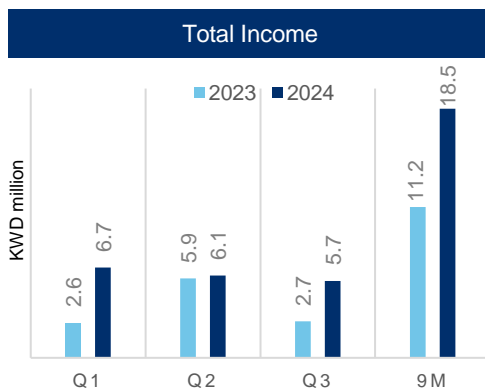
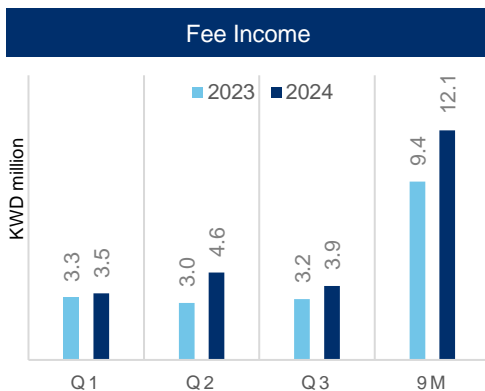
Assets Under Management

- › AUM KWD 4.95bn (USD16.2bn) as of 30 September 2024
- › CAGR 12.4% since inception in 1998



Financial Performance - Income Statement

- › Fees remain the core of our income representing 65.1% of total income
- › Fee income grew by 28.0% compared to 2023
- › Total income grew by 65.5% compared to 9M 2023



INCOME

	9M 2024 (KWD 000)	9M 2023 (KWD 000)
Fee income	12,057	9,416
Net gain (Loss) on financial assets at fair value through profit or loss	1,974	(374)
Share of results of associates	1,108	(429)
Dividend income	1,195	523
Interest income	1,020	996
Foreign exchange (loss) gain	(148)	237
Rental income	718	692
Other income	584	120

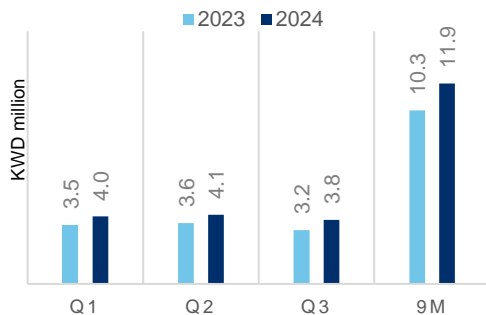
	18,507	11,180
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Financial Performance - Income Statement

› General and administrative expenses increased by 15.2%

› General and administrative expenses to fee income stood at 0.98x in 9M 2024

General & Administrative Expenses



Profit (Loss)



EXPENSES

General and administrative expenses
 Finance costs
 (Reversal of) provision for expected credit losses on loans and advances, net
 Provision for (reversal of) expected credit losses on financial assets

PROFIT FOR THE PERIOD BEFORE TAXATION

Taxation

PROFIT FOR THE PERIOD

Attributable to:

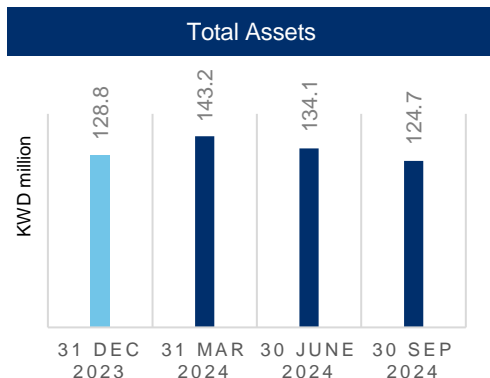
Equity holders of the Company
 Non-controlling interests

Basic and diluted earnings per share attributable to equity holders of the Company

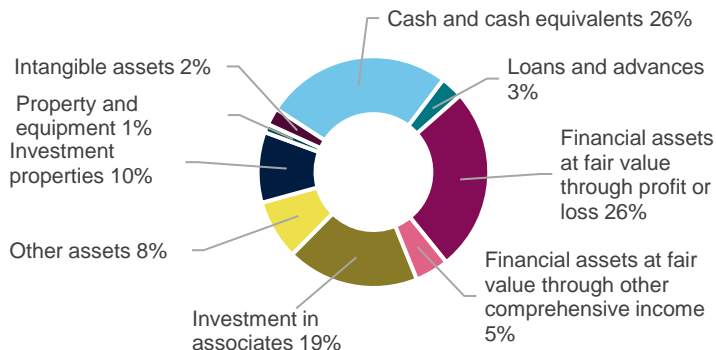
9M 2024 (KWD 000)	9M 2023 (KWD 000)
General and administrative expenses	10,295
Finance costs	2,176
(Reversal of) provision for expected credit losses on loans and advances, net	6
Provision for (reversal of) expected credit losses on financial assets	77
14,779	12,554
3,728	(1,374)
(206)	-
3,523	(1,374)
3,470	(1,395)
53	21
3,523	(1,374)
10.14 fils	(4.08) fils

Financial Position – Assets

- › Cash & cash equivalents increased by 23.1% to represent 26.1% of total assets
- › Investments to total Assets 58.8%
- › Total assets dropped by 3.2% impacted by:
 - 5% cash dividends
 - Debt reduction



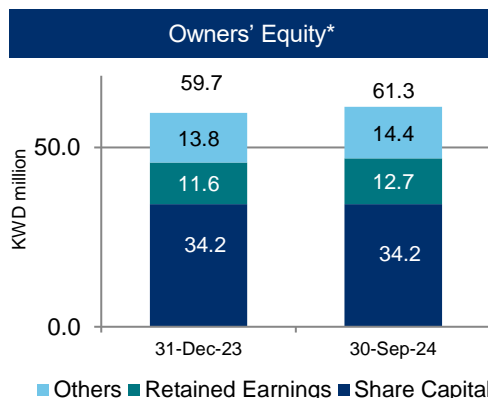
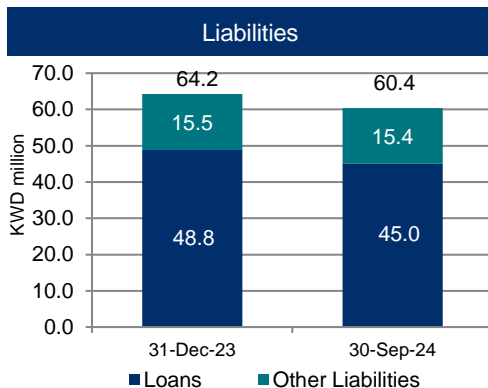
Total Assets (30 Sep 2024)



	30 Sep 2024 KWD (000)	31 Dec 2023 KWD (000)
Cash and cash equivalents	32,591	26,481
Loans and advances	3,967	4,757
Financial assets at fair value through profit or loss	32,022	38,974
Financial assets at fair value through other comprehensive income	5,885	6,391
Investment in associates	23,072	22,433
Other assets	10,403	12,749
Investment properties	12,309	12,314
Property and equipment	1,482	1,462
Intangible assets	2,958	3,284
Total assets	124,687	128,845

Financial Position – Liabilities & Equity

- › Total liabilities decreased by 6.1%
- › Owners' Equity stands at KWD61.3mn, growth of 2.7% YTD
- › Net Debt to equity* 0.20x (31 Dec 2023: 0.37x)
- › Credit Rating by Capital Intelligence (May 2024)
 - › “BBB” long-term
 - › “A3” short-term
 - › stable outlook



* Attributable to Equity Holders of the Company

LIABILITIES

Loans	45,000	48,750
Other liabilities	15,352	15,492

TOTAL LIABILITIES

60,352 64,242

EQUITY

Share capital	34,233	34,233
Share premium	9,089	9,089
Statutory reserve	7,494	7,494
Voluntary reserve	2,093	2,093
Revaluation Reserve	934	934
Cumulative changes in fair values	(5,905)	(6,708)
Foreign currency translation reserve	678	882
Retained earnings	12,667	11,648

Equity attributable to equity holders of the company

61,284 59,665

Non-controlling interests

3,051 4,938

TOTAL EQUITY

64,335 64,602

TOTAL LIABILITIES AND EQUITY

124,687 128,845



Share Information

Share Information

Legal Name	Kamco Investment Company K.S.C. (Public)	
Date Established	16 September 1998	
Regulated By	Kuwait's Capital Markets Authority (CMA) and Central Bank of Kuwait	
Listing Date	20 October 2003	
Stock Ticker	KAMCO	
Bloomberg Ticker	KAMCO KK Equity	
Thomson Reuters Ticker	KAMC.KW	
Paid Up Share Capital	KWD 34,233,263.3	
Outstanding Shares	342,332,633	
Par-value per Share	KWD 0.100	
Fiscal Year	January - December	
Registrar	Kuwait Clearing Company	
Shareholder Structure	Major Shareholders owning over 5% › KIPCO Group Companies (United Gulf Bank, Burgan Bank)	62.92%



kamcoinvest.com