

# شركة مجموعة الخليج للكابلات والصناعات الكمربائية شمك. الكويت Gulf Cables & Electrical Industries Group Co. K.S.C.P - Kuwait

Date:18/08/2024

Ref: GC/582/2024

M/S.: Boursa Kuwait Company

Greeting,

#### Subject: Analysts/Investors Conference Presentation for Q2-2024

As per requirements stipulated in article No. (7-8) "Listed Company Obligations" of Boursa Kuwait Rule Book, and since Gulf Cable Group Co. has been classified under the Premier Market category.

WE would like to advise that Analysts/Investors Conference for Q2-2024 was held through live webcast at 1:00 PM on Sunday 18 August 2024, kindly note that during the conference there was no disclosure of any material information had been discussed.

We will disclose the Conference Minutes of Meeting within 3 working days after the Conference.

Attached is the Investors Presentation for Q2-2024 for your reference.

**Best regards** 

**Basel Omran Kanaan Chief Executive Officer** 











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# H1-2024

Period Ended 30 June 2024

# **INVESTORS PRESENTATION**



Gulf Cables & Electrical Industries Group Co. K.S.C.P شركة مجموعة الخليج للكابلات والصناعات الكهربائية ش.م.ك.ع





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Certain monetary amounts, percentages and other figures included in this presentation have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables or charts may not be the arithmetic aggregation of the figures that precede them, and figures expressed as percentages in the text may not total 100% or, as applicable, when aggregated, may not be the arithmetic aggregation of the percentages that precede them.



## **Our Vision**

# ACHIEVE GCC PRODUCT INNOVATION LEADERSHIP AND EXPAND OUR PREMIER POSITION IN OUR CORE MARKETS,

WHILE DELIVERING ABOVE-MARKET GROWTH,
SUPERIOR PROFITABILITY AND STRONG CASH FLOW GENERATION
TO PROVIDE SHAREHOLDERS WITH ATTRACTIVE RETURNS,

YET MAINTAIN ABSOLUTE INTEGRITY
AND IN CONFORMITY WITH THE HIGHEST ETHICAL STANDARDS.



## **Contents**

- Performance Highlights
- Financial Overview
- Appendix



# **Performance Highlights**



#### Total Revenue<sup>1</sup>



66.7m in H1- 2024 71.2m in H1- 2023



# Sales & contracting revenue

**1** +0.2%

52.7m in H1- 2024 52.6m in H1- 2023



#### **EBITDA**

**U**-10.2%

17.2m in H1- 2024 19.2m in H1- 2023



#### **Net Profit**

**↓**-10.7%

14.8m in H1- 2024 16.6m in H1- 2023



#### **EPS**

**↓**-10.8%

71 Fils in H1- 2024 80 Fils in H1- 2023



#### **Assets**

**+5.9%** 

297.2m in Jun. 2024 280.6m in Dec. 2023



#### Liabilities

**-9.6%** 

45.1m in Jun. 2024 49.9m in Dec. 2023



#### **Borrowings**

**U-11.1%** 

28.2m in Jun. 2024 31.7m in Dec. 2023



## **Equity**

**+9.3%** 

252.1m in Jun. 2024 230.8m in Dec. 2023



# **Production Metric Ton ('000')**

**1**+2.1%

26.2MT in H1- 2024 25.7MT in H1- 2023

Note: all figures are in KWD

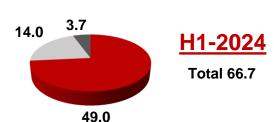
<sup>&</sup>lt;sup>1</sup> Total revenue consist of cable sales, contracting revenue and investment revenue.

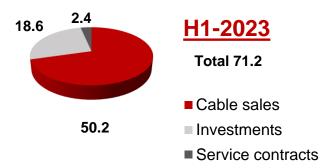


# Financial Overview – Group

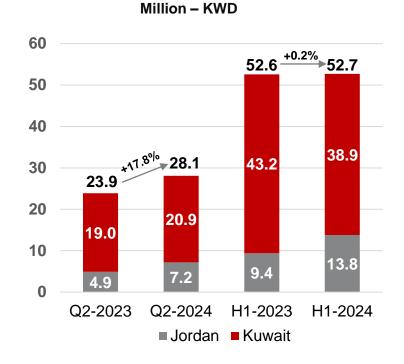
### **Total Revenue Breakdown**

Million - KWD

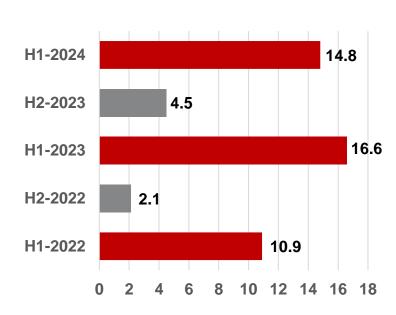




## Sales & Contracting Revenue



# Net Profit- Quarterly Basis Million - KWD



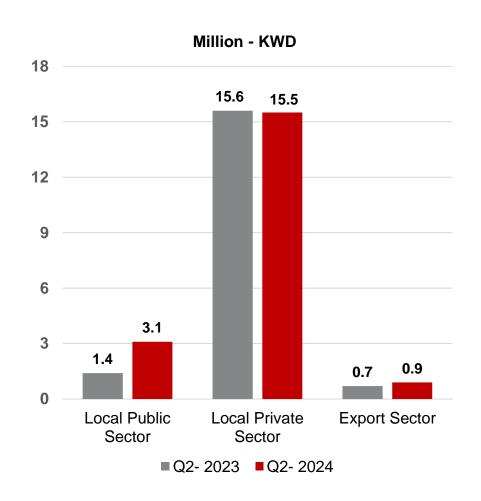
#### In H1- 2024:

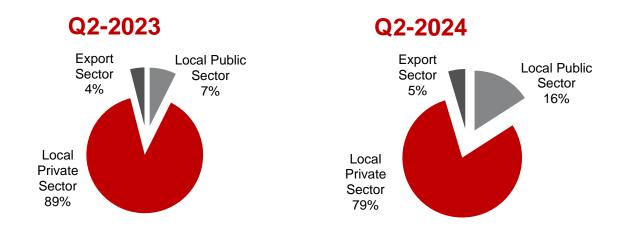
- Total revenue declined by 6.3% compared to H1-2023 from KWD 71.2m to KWD 66.7m
- Total Sales & contracting revenue for the Group saw an increase of 0.2% compared to H1-2023
- Sales & contracting revenue amounted to KWD 52.7m consists of revenue from cable sales by KWD 49.0m and service contracts revenue by KWD 3.7m
- The net profit for H1-2024 shows a decrease of 10.8% compared to H1-2023



## **Financial Overview - Gulf Cables Kuwait**

### **Breakdown of Cable Sales by Sector – Q2**





Description (Million, KWD)	Q2-2023	Q2-2024	Change	% Change
Local Public Sector	1.4	3.1	1.7	121.4%
Local Private Sector	15.6	15.5	-0.1	-0.6%
Export Sector	0.7	0.9	0.2	28.6%
Total Sales	17.7	19.5	1.8	10.2%

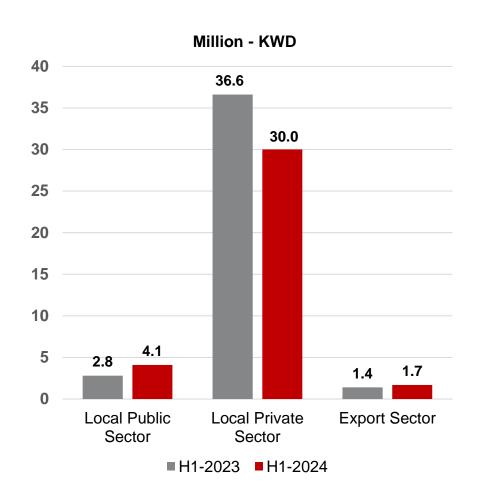
#### In Q2- 2024:

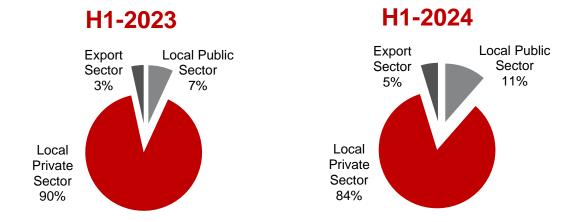
- Total sales experienced an increase of 10.2% compared to Q2-2023
- Local public sector shows an increase of 121.4% and private sector saw a nominal decrease in sales compared to Q2-2023



## Financial Overview - Gulf Cable Kuwait

### **Breakdown of Cable Sales by Sector – H1**





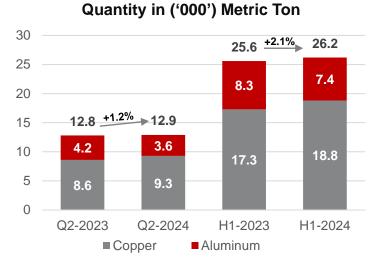
Description (Million, KWD)	H1-2023	H1-2024	Change	% Change
Local Public Sector	2.8	4.1	1.3	46.4%
Local Private Sector	36.6	30.0	-6.6	-18.0%
Export Sector	1.4	1.7	0.3	21.4%
Total Sales	40.8	35.8	-5.0	-12.3%

- Total sales decreased by 12.3% in H1-2024 due to decrease in sales to the Local Private Sector compared to first half of 2023
- Sales for the Local Public Sector increased by 46.4% compared to H1-2023 due to the increase in requirement from MEW
- Export Sector also shows an upward trend in H1-2024



# Financial Overview – Group Sales and Production by Weight

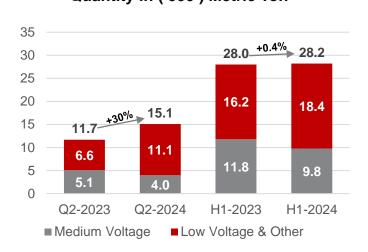
## **Production Breakdown by Material**



#### In H1- 2024:

- Total cables sales weight experienced a nominal increase of 0.4% compared to H1-2023
- In production, copper cables saw an increase of 8.4%, whereas aluminum cables displays a decrease of 10.9%
- Overall, the total cables production increased by 2.1%

# Sales Breakdown by Product Quantity in ('000') Metric Ton



Sales Breakdown by Product	Q2-2023 MT	Q2-2024 MT	H1-2023 MT	H1-2024 MT	H1% Change
Medium Voltage Cables	5,073	4,041	11,820	9,806	-17.0%
Low Voltage and Other Cables	6,565	11,093	16,224	18,356	13.1%
Total Cables	11,638	15,134	28,044	28,162	0.4%
Production Breakdown by Material	Q2-2023 MT	Q2-2024 MT	H1-2023 MT	H1-2024 MT	H1% Change
Copper Cables (Low & Medium Voltage)	8,588	9,317	17,333	18,782	8.4%
Aluminum Cables (Low & Medium Voltage)	4,162	3,590	8,318	7,408	-10.9%
Total Cables	12,750	12,907	25,651	26,190	2.1%



# **Financial Overview - Ratio Analysis**

Ratios	H1- 2023	H1- 2024	Change	FY2023
<b>Profitability</b>				
Gross Profit Margin - %	9.0%	14.6%	+5.6%	12.9%
EBITDA Margin - %	36.5%	32.7%	-3.8%	25.3%
Net Profit Margin - %	31.5%	28.1%	-3.4%	20.6%
ROA on Average Assets - % (with investment income)	5.8%	5.1%	-0.7%	7.4%
ROE on Average Equity - % (with investment income)	7.3%	6.1%	-1.2%	9.2%
<u>Leverage</u>				
Total Debt Percentage of Total Assets-%	13.1%	9.5%	-3.6%	11.3%
Debt to Equity Ratio-%	16.2%	11.2%	-5.0%	13.7%
Interest Coverage Ratio	19.4	20.7	+1.3	12.7
<u>Liquidity</u>				
Current Ratio	3.7	3.8	+0.1	3.8
Quick Ratio	2.2	1.8	-0.4	2.0
Working Capital to Total Assets	0.2	0.2	0.0	0.2

#### In H1- 2024:

- The Group's gross profit margin rose from 9% to 14.6%, primarily attributed to a decrease in the cost of revenue
- EBITDA margin shows a decrease from 36.5% to 32.7% in H1-2024. The EBITDA margin was affected mainly by reduced dividend income compared to H1-2023
- Net profit margin also diminished by 3.4% from 31.5% to 28.1%
- Both ROA on average assets & ROE on Average equity displayed decreasing trend
- Total debt percentage of total assets and debt to equity ratios showed improvement compared to H1-2023
- Debt to equity ratio saw a notable improvement of 5.0% over the same period
- Interest coverage ratio improved by 1.3 to reach 20.7 in H1-2024
- The current ratio experienced a nominal increase of 0.1 in H1-2024
- Quick ratio displayed a decrease of 0.4 in the same period
- Working capital to total assets ratio remained consistent without any changes



## Financial Overview - Financial Position & Cash Flow Statements

Financial Position (Million, KWD)	Dec. 2023	Jun. 2024	Change	% Change
Non-Current Assets	200.2	220.1	19.9	+10.0%
<b>Current Assets</b>	80.4	77.1	-3.3	-4.2%
Total Assets	280.6	297.2	16.6	+5.9%
Non-Current Liabilities	28.8	24.6	-4.2	-14.7%
Current Liabilities	21.0	20.5	-0.5	-2.5%
Total Liabilities	49.8	45.1	-4.7	-9.6%
Total Equity	230.8	252.1	21.3	9.3%
Total Liabilities & Equity	280.6	297.2	16.6	+5.9%

Cash Flow Statement (Million, KWD)	Jun. 2023	Jun. 2024	Change	% Change
Profit From Operations	16.6	14.8	-1.8	-10.7%
Non-Cash Adjustments	-15.8	-11.0	4.8	+30.5%
Changes in Working Capital	3.2	-0.9	-4.1	-129.9%
Net Cash Flow - Operating Activities	4.0	2.9	-1.1	-27.9%
Net Cash Flow - Investing Activities	23.0	13.9	-9.1	-39.7%
Net Cash Flow - Financing Activities	-22.2	-18.7	3.5	15.8%
Increase/Decrease in Cash and Cash Equivalents	4.8	-1.9	-6.7	-139.4%
Cash and Cash Equivalents at Period End	12.9	7.5	-5.4	-41.9%

#### In H1- 2024:

- Non-current assets increased by 10% in Jun.2024, driven by increase in the carrying value of investments in associates and investments at FVTOCI
- Current assets decreased by 4.2% in Jun.2024 compared to Dec.2023
- Non-current liabilities decreased by 14.7%
- Shareholder's equity witnessed a significant increase of 9.3%
- Cash inflow from operating activities decreased by 27.9% compared to H1-2023
- Cash inflow from investing activities, totaling KWD 13.9m, primarily consisted of cash dividends received
- Overall cash and cash equivalents decreased by KWD 5.4m resulting a 41.9% decrease compared to H1-2023

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## Financial Overview – Investments in Associates

	NIC			
	پائلست عماراه الـوطـنيـة پائلست ماراه الـوطـنيـة بائلست بائلست بائلست بائلست بائلست بائلست بائلست بائلست بائلست بائلست بائلست			
	Jun. 2023 Dec. 2023 Jun. 2024			
GC Effective Ownership Interest	26.98%	26.98%	26.98%	
Total Net Assets Value	175.9m	173.2m	183.7m	
GC Carrying Value of Ownership Interest	48.7m	47.9m	50.8m	
	H1-2023	Y2023	H1-2024	
Profit for the Period /Year Attributable to Shareholders of the Parent Co.	4.2m	4.1m	5.8m	
GC Share of Results	1.1m	1.1m	1.6m	
Dividends Received from the Associate	6.0m	6.0m	3.2m	

HEISCO					
HEISCO					
Jun. 2023	Dec. 2023	Jun. 2024			
28.33%	28.33%	28.33%			
69.4m	74.1m	71.9m			
30.1m	31.4m	30.8m			
H1-2023	Y2023	H1-2024			
2.5m	7.2m	3.5m			
0.7m	2.0m	1.0m			
1.0m	1.0m	1.5m			

Te	Team Holding				
TEAM  Moleting Company  Audiching Holeston					
Jun. 2023	Dec. 2023	Jun. 2024			
47.50%	47.50%	47.50%			
2.3m	2.4m	2.3m			
1.1m	1.1m	1.1m			
H1-2023	Y2023	H1-2024			
0.06m	0.2m	0.06m			
0.03m	0.08m	0.03m			
0.2m	0.2m	0.06m			

- GC carrying value of ownership interest in NIC increased by KWD 2.9m from KWD 47.9m in Dec.2023 to KWD 50.8m in Jun.2024
- The carrying value of ownership interest in HEISCO and Team Holding remained nearly unchanged compared to Dec.2023
- Share of results of NIC increased to KWD 1.6m in H1-2024 compared to KWD 1.1m in H1-2023
- Share of results of HEISCO moved up to KWD 1.0m in H1-2024 compared to KWD 0.7m in H1-2023

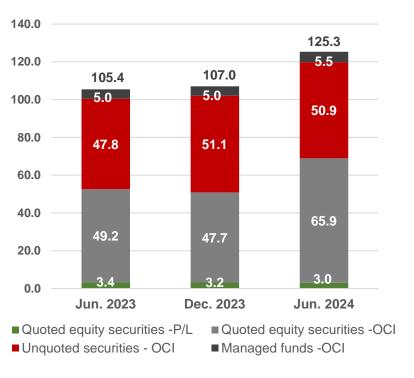
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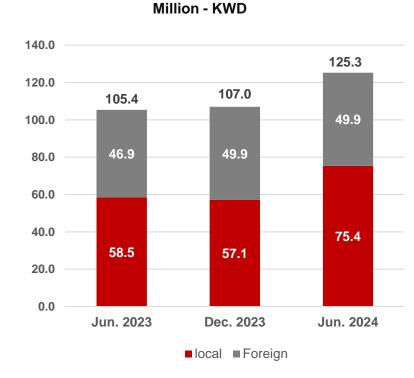
## Financial Overview - Investments at FVTOCI & FVTP/L

## Investment Portfolio Breakdown

Million - KWD



## Investments Geographical Breakdown



#### In H1- 2024:

- Total investments at FVTOCI & FVTP/L increased by 17.1% from Dec.2023
- Dividend income recognized on investments at FVTOCI & FVTP/L amounted to KWD 11.5m down from KWD 16.8m in H1-2023
- Local investments now constitute 60.2% of the total investments, up from 53.4% in December 2023





# **Consolidated Statement of Financial Position**

	30 Jun. 2023	31 Dec. 2023	30 Jun. 2024
Assets (KWD)			
Non-current assets			
Goodwill	3,603,180	3,603,180	3,603,180
Property, plant and equipment	9,534,106	9,248,051	8,635,736
Right of use asset	598,060	489,322	380,584
Investments in associates & joint venture	82,350,549	83,034,820	85,247,578
Investments at fair value through other comprehensive income	101,970,845	103,795,144	122,237,368
	198,056,740	200,170,517	220,104,446
<u>Current assets</u>			
Inventories	32,529,088	37,937,162	40,888,374
Trade accounts receivable	28,810,854	27,647,083	22,564,343
Other receivables and prepayments	1,596,673	1,705,791	2,291,635
Investments at fair value through profit or loss	3,427,265	3,214,470	3,051,313
Cash and cash equivalents	13,765,791	9,965,807	8,324,872
	80,129,671	80,470,313	77,120,537
Total Assets	278,186,411	280,640,830	297,224,983

	30 Jun. 2023	31 Dec. 2023	30 Jun. 2024
Liabilities (KWD)			
Non-current liabilities			
Provision for employees' end of service benefits	4,752,088	4,879,549	5,087,134
Term loans	15,000,000	23,691,000	19,508,000
Islamic financing	12,164,474	-	-
Lease liabilities	287,485	293,408	33,007
	32,204,047	28,863,957	24,628,141
<u>Current liabilities</u>			
Trade accounts payable	3,855,322	3,914,516	2,966,899
Other payables and accruals	8,301,817	8,860,218	8,582,214
Lease liabilities	189,270	189,270	227,124
Term loans-current portion	6,484,495	7,466,495	7,844,495
Islamic financing -current portion	1,815,789	-	-
Due to banks	884,266	565,979	842,450
	21,530,959	20,996,478	20,463,182
Total Liabilities	53,735,006	49,860,435	45,091,323
Equity (KWD)			
Share capital	20,993,131	20,993,131	20,993,131
Share premium	29,160,075	29,160,075	29,160,075
Treasury shares	(1,941,712)	(1,361,022)	(1,724,854)
Statutory, voluntary and general reserves	71,893,702	74,109,625	74,109,625
Other components of equity	57,576,336	58,867,251	79,321,300
Retained earnings	46,241,510	48,507,417	49,767,715
Total equity attributable to the owners of the Parent Company	223,923,042	230,276,477	262,572,242
Non-Controlling Interests	528,363	503,918	506,668
Total Equity	224,451,405	230,780,395	252,133,660
Total Equity and Liabilities	278,186,411	280,640,830	297,224,983



# **Consolidated Statement of Profit or Loss**

Revenue (KWD)  Sales and contracting revenue 23,852,983 28,095,895 52,586,543 52,717,858  Cost of revenue (21,458,405) (23,251,87) (47,849,166) (45,035,737)  Gross profit 2,394,578 4,844,017 4,737,377 7,682,121  Change in fair value of investments at FVTPL 57,962 (113,338) (35,829) (171,899)  Dividend income 2,697,821 2,325,097 16,788,374 11,535,097  Other investment gain 50,613 58,002 62,539 37,374  Share of results of associates & joint venture 133,741 78,444 208,745 142,437  Foreign currency exchange gain 91,874 150,437 234,025 276,316  Expenses and other charges (KWD)  General and administrative expenses (611,946) (761,369) (1,504,580) (1,446,898)  Provision (charge) / reversal for obsolete and slow-moving inventories (1,955) (1,113,389) (597,214) (1,228,695)  Finance costs (456,763) (380,572) (943,956) (787,989)		Q2-2023	Q2-2024	H1-2023	H1-2024
Cost of revenue (21,458,405) (23,251,87) (47,849,166) (45,035,737)  Gross profit 2,394,578 4,844,017 4,737,377 7,682,121  Change in fair value of investments at FVTPL 57,962 (113,338) (35,829) (171,899)  Dividend income 2,697,821 2,325,097 16,788,374 11,535,097  Other investment gain 50,613 58,002 62,539 37,374  Share of results of associates & joint venture 1,358,086 1,041,749 1,828,477 2,607,508 interest & other income 133,741 78,444 208,745 142,437 Foreign currency exchange gain 91,874 150,437 234,025 276,316 6,784,675 8,384,408 23,823,708 22,108,954  Expenses and other charges (KWD)  General and administrative expenses (611,946) (761,369) (1,504,580) (1,446,898) Provision (charge) / reversal for obsolete and slow-moving inventories Provision charge for doubtful debts and other receivables Finance costs (456,763) (380,572) (943,956) (787,989)	Revenue (KWD)				
Cost of revenue         (21,458,405)         (23,251,87)         (47,849,166)         (45,035,737)           Gross profit         2,394,578         4,844,017         4,737,377         7,682,121           Change in fair value of investments at FVTPL         57,962         (113,338)         (35,829)         (171,899)           Dividend income         2,697,821         2,325,097         16,788,374         11,535,097           Other investment gain         50,613         58,002         62,539         37,374           Share of results of associates & joint venture         1,358,086         1,041,749         1,828,477         2,607,508           Interest & other income         133,741         78,444         208,745         142,437           Foreign currency exchange gain         91,874         150,437         234,025         276,316           Expenses and other charges (KWD)         6,784,675         8,384,408         23,823,708         22,108,954           Expenses (KWD)         (1,486,033)         (1,589,255)         (3,213,122)         (3,170,419)           General and administrative expenses         (611,946)         (761,369)         (1,504,580)         (1,446,898)           Provision (charge) / reversal for obsolete and slow-moving inventories         813         27,689         (185,751)		22 052 002	29 005 905	E0 E06 E40	E2 747 0E0
Gross profit         2,394,578         4,844,017         4,737,377         7,682,121           Change in fair value of investments at FVTPL         57,962         (113,338)         (35,829)         (171,899)           Dividend income         2,697,821         2,325,097         16,788,374         11,535,097           Other investment gain         50,613         58,002         62,539         37,374           Share of results of associates & joint venture         1,358,086         1,041,749         1,828,477         2,607,508           Interest & other income         133,741         78,444         208,745         142,437           Foreign currency exchange gain         91,874         150,437         234,025         276,316           Expenses and other charges (KWD)         6,784,675         8,384,408         23,823,708         22,108,954           Expenses (KWD)         (1,486,033)         (1,589,255)         (3,213,122)         (3,170,419)           General and administrative expenses         (611,946)         (761,369)         (1,504,580)         (1,446,898)           Provision (charge) / reversal for obsolete and slow-moving inventories         813         27,689         (185,751)         78,322           Provision charge for doubtful debts and other receivables         (1,955)         (1,113,389)	Ü				
Change in fair value of investments at FVTPL Dividend income	Cost of revenue	(21,458,405)	(23,251,87)	, , ,	
investments at FVTPL Dividend income	Gross profit	2,394,578	4,844,017	4,737,377	7,682,121
investments at FVTPL Dividend income					
Other investment gain         50,613         58,002         62,539         37,374           Share of results of associates & joint venture         1,358,086         1,041,749         1,828,477         2,607,508           Interest & other income         133,741         78,444         208,745         142,437           Foreign currency exchange gain         91,874         150,437         234,025         276,316           Expenses and other charges (KWD)         6,784,675         8,384,408         23,823,708         22,108,954           Expenses and other charges (KWD)         (1,486,033)         (1,589,255)         (3,213,122)         (3,170,419)           General and administrative expenses         (611,946)         (761,369)         (1,504,580)         (1,446,898)           Provision (charge) / reversal for obsolete and slow-moving inventories         813         27,689         (185,751)         78,322           Provision charge for doubtful debts and other receivables         (1,955)         (1,113,389)         (597,214)         (1,228,695)           Finance costs         (456,763)         (380,572)         (943,956)         (787,989)		57,962	(113,338)	(35,829)	(171,899)
Share of results of associates & joint venture	Dividend income	2,697,821	2,325,097	16,788,374	11,535,097
& joint venture       1,358,086       1,041,749       1,828,477       2,607,308         Interest & other income       133,741       78,444       208,745       142,437         Foreign currency exchange gain       91,874       150,437       234,025       276,316         Expenses and other charges (KWD)         General and administrative expenses       (1,486,033)       (1,589,255)       (3,213,122)       (3,170,419)         Commercial expenses       (611,946)       (761,369)       (1,504,580)       (1,446,898)         Provision (charge) / reversal for obsolete and slow-moving inventories       813       27,689       (185,751)       78,322         Provision charge for doubtful debts and other receivables       (1,955)       (1,113,389)       (597,214)       (1,228,695)         Finance costs       (456,763)       (380,572)       (943,956)       (787,989)	Other investment gain	50,613	58,002	62,539	37,374
Foreign currency exchange gain 91,874 150,437 234,025 276,316 6,784,675 8,384,408 23,823,708 22,108,954  Expenses and other charges (KWD)  General and administrative expenses (611,946) (761,369) (1,504,580) (1,446,898)  Provision (charge) / reversal for obsolete and slow-moving inventories  Provision charge for doubtful debts and other receivables  Finance costs (456,763) (380,572) (943,956) (787,989)		1,358,086	1,041,749	1,828,477	2,607,508
gain         91,874         150,437         234,025         276,316           Expenses and other charges (KWD)         6,784,675         8,384,408         23,823,708         22,108,954           Expenses and other charges (KWD)         (1,486,033)         (1,589,255)         (3,213,122)         (3,170,419)           General and administrative expenses         (611,946)         (761,369)         (1,504,580)         (1,446,898)           Provision (charge) / reversal for obsolete and slow-moving inventories         813         27,689         (185,751)         78,322           Provision charge for doubtful debts and other receivables         (1,955)         (1,113,389)         (597,214)         (1,228,695)           Finance costs         (456,763)         (380,572)         (943,956)         (787,989)	Interest & other income	133,741	78,444	208,745	142,437
Expenses and other charges (KWD)         (1,486,033)         (1,589,255)         (3,213,122)         (3,170,419)           General and administrative expenses         (611,946)         (761,369)         (1,504,580)         (1,446,898)           Provision (charge) / reversal for obsolete and slow-moving inventories         813         27,689         (185,751)         78,322           Provision charge for doubtful debts and other receivables         (1,955)         (1,113,389)         (597,214)         (1,228,695)           Finance costs         (456,763)         (380,572)         (943,956)         (787,989)	Foreign currency exchange				
Expenses and other charges (KWD)  General and administrative expenses  Commercial expenses  Commercial expenses  Frovision (charge) / reversal for obsolete and slow-moving inventories  Provision charge for doubtful debts and other receivables  Finance costs  (1,486,033) (1,589,255) (3,213,122) (3,170,419) (1,446,898) (1,504,580) (1,446,898) (1,504,580) (1,446,898) (1,504,580) (1,446,898) (1,504,580) (1,446,898) (1,504,580) (1,446,898) (1,504,580) (1,504,580) (1,446,898) (1,504,580) (1,504,580) (1,446,898) (1,504,580) (1,504,580) (1,446,898) (1,504,580) (1,504,580) (1,446,898) (1,504,580) (1,504,580) (1,504,580) (1,504,580) (1,446,898) (1,504,580) (1,504,580) (1,504,580) (1,446,898) (1,504,580)	gain	· · · · · · · · · · · · · · · · · · ·		<u>'</u>	
(KWD)         General and administrative expenses       (1,486,033)       (1,589,255)       (3,213,122)       (3,170,419)         Commercial expenses       (611,946)       (761,369)       (1,504,580)       (1,446,898)         Provision (charge) / reversal for obsolete and slow-moving inventories       813       27,689       (185,751)       78,322         Provision charge for doubtful debts and other receivables       (1,955)       (1,113,389)       (597,214)       (1,228,695)         Finance costs       (456,763)       (380,572)       (943,956)       (787,989)		6,784,675	8,384,408	23,823,708	22,108,954
expenses (1,486,033) (1,589,255) (3,213,122) (3,170,419)  Commercial expenses (611,946) (761,369) (1,504,580) (1,446,898)  Provision (charge) / reversal for obsolete and slow-moving inventories  Provision charge for doubtful debts and other receivables  Finance costs (456,763) (380,572) (943,956) (787,989)					
Commercial expenses       (611,946)       (761,369)       (1,504,580)       (1,446,898)         Provision (charge) / reversal for obsolete and slow-moving inventories       813       27,689       (185,751)       78,322         Provision charge for doubtful debts and other receivables       (1,955)       (1,113,389)       (597,214)       (1,228,695)         Finance costs       (456,763)       (380,572)       (943,956)       (787,989)		(1,486,033)	(1,589,255)	(3,213,122)	(3,170,419)
for obsolete and slow-moving inventories  Provision charge for doubtful debts and other receivables  Finance costs  813  27,689  (185,751)  78,322  (1,955)  (1,113,389)  (597,214)  (1,228,695)  (456,763)  (380,572)  (943,956)  (787,989)	Commercial expenses	(611,946)	(761,369)	(1,504,580)	(1,446,898)
debts and other receivables Finance costs (1,933) (1,113,369) (397,214) (1,226,933) (1,113,369) (1,113	for obsolete and slow-moving	813	27,689	(185,751)	78,322
Timarios secto		(1,955)	(1,113,389)	(597,214)	(1,228,695)
(2,555,884) (3,816,896) (6,444,623) (6,555,679)	Finance costs	(456,763)	(380,572)	(943,956)	(787,989)
		(2,555,884)	(3,816,896)	(6,444,623)	(6,555,679)

	Q2-2023	Q2-2024	H1-2023	H1-2024
Profit before provision for taxation and Board of Directors' remuneration	4,228,791	4,567,512	17,379,085	15,553,275
Provision for taxation	(63,974)	(154,179)	(662,580)	(606,498)
Directors' remuneration	(77,500)	(76,250)	(155,000)	(152,500)
Profit for the Period	4,087,317	4,337,083	16,561,505	14,794,277
Profit for the period attributable to:				
Owners of the Parent Company	4,084,988	4,337,373	16,557,704	14,790,941
Non-controlling interests	2,329	(290)	3,801	3,336
Profit for the Period	4,087,317	4,337,083	16,561,505	14,794,277
			_	
Earnings Per share	20 Fils	21 Fils	80 Fils	71 Fils



# Common Size Analysis - Consolidated Statement of Financial Position

	30 Jun. 2023	31 Dec. 2023	30 Jun. 2024
Assets			
Non-current assets			
Goodwill	1.30%	1.28%	1.21%
Property, plant and equipment	3.43%	3.30%	2.91%
Right of use asset	0.21%	0.17%	0.13%
Investments in associates & joint venture	29.60%	29.59%	28.68%
Investments at fair value through other comprehensive income	36.66%	36.99%	41.13%
	71.20%	71.33%	74.05%
<u>Current assets</u>			
Inventories	11.69%	13.52%	13.76%
Trade accounts receivable	10.36%	9.85%	7.59%
Other receivables and prepayments	0.57%	0.61%	0.77%
Investments at fair value through profit or loss	1.23%	1.15%	1.03%
Cash and cash equivalents	4.95%	3.55%	2.80%
	28.80%	28.67%	25.95%
Total Assets	100%	100%	100%

- The percentage of total non-current assets increased from 71.33% in Dec.2023 to 74.05% in Jun.2024, while the percentage of total current assets has decreased proportionately from 28.67% to 25.95%
- The percentage of total liabilities dropped from 17.77% in Dec. 2023 to 15.17% in Jun.2024, on the other hand the percentage of total equity attributable to the owners of the parent company rose from 82.05% to 84.66%

	30 Jun. 2023	31 Dec. 2023	30 Jun. 2024
Liabilities			
Non-current liabilities			
Provision for employees' end of service benefits	1.71%	1.74%	1.71%
Term loans	5.39%	8.44%	6.56%
Islamic financing	4.37%	-	-
Lease liabilities	0.10%	0.10%	0.01%
	11.58%	10.29%	8.16%
Current liabilities			
Trade accounts payable	1.39%	1.39%	1.00%
Other payables and accruals	2.98%	3.16%	2.89%
Lease liabilities	0.07%	0.07%	0.08%
Term loans-current portion	2.33%	2.66%	2.64%
Islamic financing -current portion	0.65%	-	-
Due to banks	0.32%	0.2%	0.28%
	7.74%	7.48%	6.88%
Total Liabilities	19.32%	17.77%	15.17%
Equity			
Share capital	7.55%	7.48%	7.06%
Share premium	10.48%	10.39%	9.81%
Treasury shares	-0.70%	(0.48%)	(0.58%)
Statutory, voluntary and general reserves	25.84%	26.41%	24.93%
Other components of equity	20.70%	20.98%	26.69%
Retained earnings	16.62%	17.28%	16.74%
Total equity attributable to the owners of the Parent Company	80.49%	82.05%	84.66%
Non-Controlling Interests	0.19%	0.18%	0.17%
Total Equity	80.68%	82.23%	84.83%
Total Equity and Liabilities	100.00%	100%	100%



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# **Common Size Analysis - Consolidated Statement of Profit or Loss**

	Q2-2023	Q2-2024	H1-2023	H1-2024
Revenue				
Sales and contracting revenue	100.00%	100.00%	100.00%	100.00%
Cost of revenue	-89.96%	-82.76%	-90.99%	-85.43%
Gross profit	10.04%	17.24%	9.01%	14.57%
Change in fair value of investments at FVTPL	0.24%	-0.40%	-0.07%	-0.32%
Dividend income	11.31%	8.27%	31.92%	21.88%
Other investment gain	0.21%	0.21%	0.12%	0.07%
Share of results of associates & joint venture	5.69%	3.71%	3.48%	4.95%
Interest & other income	0.56%	0.28%	0.40%	0.27%
Foreign currency exchange gain	0.39%	0.53%	0.45%	0.52%
	28.44%	29.84%	45.31%	41.94%

Expenses and other charges				
General and administrative expenses	-6.23%	-5.66%	-6.11%	-6.01%
Commercial expenses	-2.57%	-2.71%	-2.86%	-2.75%
Provision (charge)/ reversal for obsolete and slow-moving inventories	0.00%	0.10%	-0.35%	0.15%
Provision charge for doubtful debts and other receivables	-0.01%	-3.96%	-1.14%	-2.33%
Finance costs	-1.91%	-1.35%	-1.80%	-1.50%
	-10.72%	-13.58%	-12.26%	-12.44%

	Q2-2023	Q2-2024	H1-2023	H1-2024
Profit before provision for taxation and Board of Directors' remuneration	17.73%	16.26%	33.05%	29.50%
Provision for taxation	-0.27%	-0.55%	-1.27%	-1.15%
Directors' remuneration	-0.32%	-0.27%	-0.29%	-0.29%
Profit for the Period	17.14%	15.44%	31.49%	28.06%

#### In H1- 2024:

- The percentage of gross profit increased by 5.56% compared to H1- 2023 (from 9.01% to 14.57%)
- Dividend income shows a decrease of 10.04% to 21.88% in H1- 2024 from 31.92% in H1-2023
- Share of results of associates & joint venture shows an increase from 3.48% to 4.95%
- Expenses and other charges slightly increased by 0.18% to 12.44%
- Profit percentage decreased by 3.43% to reach 28.06% in H1-2024 from 31.49% in H1-2023

