



شركة الاستثمارات الوطنية  
National Investments Company

شركة الاستثمارات الوطنية	
صادر خارجي	
12/05/2026	تاريخ المراسلة
NIC - 3-25/104/19716	رقم المراسلة

Date:

12 MAY 2026

التاريخ:

To: Bursa Kuwait Company

السادة/ شركة بورصة الكويت  
المحترمين  
تحية طيبة وبعد،

Dear Sirs,

Subject: Analysts Conference Transcript for the 1<sup>st</sup>  
quarter financial statement ended 31 March 2026

الموضوع: محضر مؤتمر المحللين / المستثمرين  
للبينات المالية لفترة الربع الأول المنتهي في 31  
مارس 2026

With reference to the above subject, and in line with the requirements stipulated in Article No. (7-8) of the Bursa Rulebook, kindly find attached the Analysts Conference Meeting Transcript for the 1<sup>st</sup> quarter financial statement ended 31 March 2026, held on 10/05/2026.

بالإشارة إلى الموضوع أعلاه، والتزاماً بالمتطلبات الواردة بالمادة رقم (7-8) من كتاب قواعد البورصة، نرفق لكم محضر مؤتمر المحللين للبيانات المالية لفترة الربع الأول المنتهي في 31 مارس 2026، المنعقد بتاريخ 2026/05/10.

Sincerely Yours,

وتفضلوا بقبول فائق الاحترام،

فهد عبدالرحمن المخيزيم - Fahad Abdulrahman Al Mukhaizim

عضو مجلس الإدارة والرئيس التنفيذي - Board Member and Chief Executive Officer

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شركة الاستثمارات الوطنية  
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**Transcript of the Analysts Conference  
Meeting for the Q1 financial statements  
Ended 31 March 2026**



National Investments Company  
Earnings Call for the Q1 Financial Statements ended 31 March 2026

Sunday, May 10, 2026

An edited transcript of the National Investments Company (K.S.C.P.) earnings conference call that took place on Sunday, May 10, 2026, at 13:30 (Kuwait time).

Corporate Participants:

Mr. Almuthana Al Maktoum - Managing Director - Institutional & Wealth Management

Mr. Sulaiman Al Derbas - Managing Director - Strategy & Corporate Development

Mr. Mohammed Hussain Baig - Executive Director, Finance

Chairperson:

Ahmed El Shezly - EFG - Hermes

Ahmed

Good afternoon, everyone.

This is Ahmed El Shezly, and on behalf of EFG Hermes, I would like to welcome you all to the National Investments Company's earnings briefing for the Q1 ended March 31, 2026. It is a pleasure to have with us on the call Mr. Almuthana Al Maktoum, Managing Director - Institutional & Wealth Management, Mr. Sulaiman Al Derbas - Managing Director - Strategy & Corporate Development and Mr. Mohammed Hussain Baig, Executive Director, Finance. The call will begin with a presentation from NIC's management on the financial performance for Q1 2026, and then we will open the floor for Q&A. At this time, I would like to hand over the call to Mr. Almuthana. Please go ahead.

Al Muthana

Thank you, Ahmed.

Good afternoon, and welcome to NIC's earnings call, where we will be discussing our financial results for quarter ending on March 31, 2026. With us today are Mr. Sulaiman Al Derbas - Managing Director - Strategy and Corporate Development who will be discussing NIC achievements and strategy going forward and Mr. Mohammed Hussain Baig, Executive Director, Finance, who will be covering the financial highlights and performance.

As in our previous calls, we would like to bring to your attention the "Disclaimer" on Slide 4 of the presentation, with respect to forward-looking statements and confidential information.

During our presentation, we will not repeat the currency when discussing specific amounts, unless the amount is in a currency other than Kuwaiti Dinars.

After we conclude the presentation, we will open the floor for a Q&A session, which will be read in the order they are received on the webcast platform.

I would now like to hand over the call to Mr. Mohammed H. Baig, Executive Director, Finance of NIC.

Mohammed Hussain Baig:

Thank you Almuthana.

Good afternoon, everyone.

It's a pleasure to be with you again as we walk through National Investments Company's financial performance for the quarter ended 31 March 2026.

Our audited financial statements are available on both NIC's website and Boursa Kuwait for your reference.

The company recorded a net loss of 5.2 million for Q1 2026.

This compares to a net profit of 6.0 million and earnings per share of 7.5 fils for the comparative period of Q1 2025.

Before I walk through the financial details, it is important to contextualize these results. The S&P Kuwait Price Index declined approximately 5% during Q1 2026, driven by heightened geopolitical uncertainty and global risk-off sentiment. This stands in contrast to the 10.8% increase recorded during Q1 2025. NIC, with majority of its total assets in investments – predominantly quoted equity – NIC's reported earnings are naturally sensitive to mark-to-market movements.

Slide 6

#### Financial Performance Overview

Earnings per share decreased to (6.6) fils, compared to 7.5 fils in Q1 2025.

Now, turning to expenses.

Total operational expenditure for Q1 2026 was broadly contained.

Administrative expenses remained controlled, reflecting our continued discipline in managing the cost base.

Finance costs were modestly higher in line with the new borrowings in March 2026 to support the company's principal investment activities.

The net loss composition for Q1 reflects the impact of unrealized fair value declines on our FVTPL investment portfolio – this is valuation noise driven by the market correction, not a deterioration in our underlying operating performance.

As we note on this slide: operational resilience amid geopolitical headwinds.

Now, let's move on to the revenues:

Slide 7

Despite the challenging market environment, our recurring revenue streams continued to provide a stable foundation. Fee income – encompassing management fees, brokerage, and advisory – remained diversified across asset management, market-making, and investment banking.

This diversified recurring revenue base insulates NIC from pure market-direction dependence and continues to grow as we scale our AUM and advisory mandates. Brokerage revenues were softer, in line with reduced trading volumes on Boursa Kuwait during the quarter.

Slide 8

Other comprehensive loss on a consolidated basis during Q1 2026 amounted to (KD 25.2) million, mainly

The Other Comprehensive Income, or OCI, impact during Q1 2026 reflects temporary mark-to-market adjustments on our quoted investment portfolio held at fair value through other comprehensive income.

These are unrealized valuation movements – not realized losses – and are a direct function of the geopolitical disruption that weighed on regional equity markets during the quarter.

The underlying asset quality of our portfolio remains intact.

Total comprehensive income on a consolidated basis for Q1 2026 was (KD 30.53) million.

In terms of our balance sheet:

Slide 9

Our Net Book Value per share adjusted modestly from the levels achieved at year-end 2025, reflecting the OCI mark-to-market impact I just described.

Earnings per share for Q1 2026 reflects the quarterly net loss.

I would emphasize, as noted on this slide: NIC's operating engine continues to deliver – Q1 shifts are valuation impact, not performance deterioration.

The charts on the next slide provide a visual representation of NIC's Assets composition and investment distribution.

Slide 10

Investments

Our balance sheet remains resilient and well-capitalized. Most of our total assets continue to be held in investments, with the portfolio diversified across quoted equities, alternative investments, real estate, and strategic holdings.

Our investment breakdown demonstrates the deliberate diversification we have built over recent years, reducing concentration risk.

Slide 11

Return on Average Assets and Return on Average Equity for Q1 2026 reflect the mark-to-market loss impact on the numerator.

Our Debt-to-Equity ratio remained conservative.

## Slide 12

Assets Under Management in a fiduciary capacity continued to grow, reflecting the strength of our client confidence and the ongoing momentum in our fund and portfolio businesses.

On the share price side, NIC has delivered a total return of 513% since 2019, with an average dividend yield of 10%. This long-term track record of shareholder value creation provides important context for a single quarter's mark-to-market result.

With this, I conclude my part of the presentation and wish to hand you over to Mr. Sulaiman Alderbas - Managing Director - Strategy & Corporate Development Sector for the next part.

Sulaiman Al Derbas

Thank you, Mohammed. And good afternoon, everyone. It's a pleasure to speak with you again.

As we move forward, let's take some time today to provide you with a summary of our achievements for Q1 2026.

## Slide 14

The Asset Management team, led by Fahad AlRushaid, continues to deliver strong performance across our funds and portfolios, actively engage with regulators on new initiatives, and successfully secure new mandates within the market-making business.

Turning now to our Asset Management business. As the headline of this slide reflects, NIC continues to operate as a leading regional asset manager, with over one billion dollars in actively managed AUM, and we are delivering top-quartile, alpha-generating performance across most of our mandates.

#### Funds

Starting with our Funds. Despite a quarter marked by elevated geopolitical headwinds, our GCC funds delivered top quartile returns relative to peers. Al Mada closed the quarter up 2.73% year-to-date, and Mawarid was up 3.84% year-to-date. To put that in context, the S&P GCC Composite returned just 1.28% over the same period – so both funds materially outperformed the benchmark, and we view this as a clear validation of our investment process under stress.

#### Portfolios

Moving to Portfolios. Our actively managed GCC Equity mandate generated a 5.67% return in the first quarter, translating into roughly 400 basis points of alpha against the S&P GCC Composite. Looking across our discretionary local mandates, four out of six outperformed their respective benchmarks this quarter. We believe this consistency underscores the disciplined stock selection and risk-adjusted return generation that define our approach.

## New Products

On New Products, we have a robust pipeline being co-developed in close coordination with the CMA and Boursa. Several of these initiatives are now at advanced regulatory stages. We are targeting our first launch in the middle-to-late part of May 2026, with subsequent rollouts planned for late in the second quarter. We look forward to sharing more specifics as each product clears its final regulatory milestones.

## Market Making

Turning to Market Making on the right side of the slide. Since the inception of this business in 2021, NIC has cemented its franchise as a trusted leader in market-making services across listed Kuwaiti equities. During the first quarter, we onboarded three new mandates, bringing our total coverage to 19 listed names. Our liquidity provisioning continues to operate consistently within regulatory thresholds, and importantly, it supports our clients' Premier Market positioning and enables Main-to-Premier Market transitions – a value proposition that resonates strongly with issuers.

## Closing Takeaway

Bringing it together – and this is the takeaway at the bottom of the slide – the diversified GCC exposure embedded in our funds and portfolios provides a meaningful hedge against periods of softness in the Kuwaiti market. That diversification, combined with disciplined active management, is what reinforces the performance resilience you are seeing in our Q1 2026 numbers.

### Slides 15

The Alternatives and Investment Banking team, led by Bashar Khan, continues to demonstrate strong execution and market leadership. On the Investment Banking side, we successfully executed the IPO and listing of Trolley General Trading Company, with the IPO oversubscribed with demand of approximately USD 2.5 billion. We are currently advising clients on multiple major equity capital markets transactions. Our pipeline remains solid and well-diversified, spanning IPOs, capital increases, M&A mandates, and opportunities across key sectors such as e-commerce, F&B, and other key industries.

### Slide 16

Today we will focus on our Q1 2026 execution progress across all four strategic objectives, an assessment of where we stand against our planned timeline and what those signals heading into Q2. Significant progress has been made, especially in closing out Step 1 and rapidly advancing our progress in Step 2.

## Slide 17

As a brief point of reference, our strategy remains structured around four objectives: Strategic Partnerships, Distribution, Operating Model, and Products & Services – comprising 22 initiatives across Step 1 and 2. Our 2029 target remains unchanged, and we are looking to hopefully initiate our 3<sup>rd</sup> and final step by the end of this year. The purpose of today's update is to provide a clear, data-driven view of our progress against that framework.

## Slide 18

Step 1 is nearing full completion at 97%, and it remains on track. The results across each objective reflect consistent and disciplined execution over the past quarter.

Strategic Partnerships has reached 100% completion. Distribution stands at 99%, representing a 7% improvement from Q4 2025. The Operating Model objective has advanced to 97%, a 10% increase and demonstrating the highest level of progress within Step 1. Products & Services closed at 93%, up 5% from the prior quarter.

With the core optimization phase substantially complete, the organization is well-positioned to direct its full attention to the expansion agenda.

## Slide 19

Step 2 stands at 60% overall and remains on track. Given the scope and complexity of this phase, current progress is consistent with expectations.

Strategic Partnerships has advanced to 68%, reflecting a 32% improvement from Q4 2025. The Operating Model objective stands at 85%, up 53%, a direct result of the foundational infrastructure work completed under Step 1.

Products & Services has reached 46% completion, a 27% improvement, with development activity progressing in line with our planned timeline. Distribution currently stands at 42%, up 6%. This objective will require sustained focus through Q2 and Q3, as expansion inherently involves longer lead times, and it will be monitored closely in the months ahead.

## Slide 19

In summary, Step 1 is effectively complete, and Step 2 is advancing in accordance with the strategic plan. The acceleration in Partnerships and the Operating Model provides a strong foundation for our goal of expanding to new offerings. Distribution is progressing well, and our team is looking forward to focusing our efforts on our future expansion plans within this objective.

With that, I will hand you over to Mr. Almuthana, who will lead the Q&A session.

Almuthana

We are now ready to answer your questions. If you would like to send us a question, please write it in the designated area of the website. We will now pause for a few minutes to allow you time to send your questions.

PAUSE.

Q1: Your net loss is KD 5.3 million in Q1-26 versus a profit of KD 6.0 million a year ago – a swing of KD 11.3 million. Is this a structural deterioration in your business model or purely market-driven?

A1: The KD 11.3 million swing is almost entirely one line: unrealised FVTPL swung from a gain of KD 6.0 million in Q1-25 to a loss of KD 4.8 million in Q1-26 – a KD 10.8 million non-cash, mark-to-market movement.

The S&P Kuwait Premier Market Index fell 5.15% in Q1-26 versus +10.9% in Q1-25 – a 16 percentage-point reversal. Our result mirrors that macro shift.

That is not a structural deterioration.

A structural problem would be shown in shrinking AUM, loss of mandates, or client attrition. None of those are present.

Q2: Step 2 of your strategy shows Products & Services at only 46% completion and Distribution at 42%. These are the two revenue-generating pillars of your 2029 target. Given that we are midway through 2026, are you on track to achieve 'a leading regional investment firm by 2029'?

A2: Step 2 is at 60% overall, with Products & Services at 46% and Distribution at 42% – both in line with planned trajectories at this stage.

These phases involve regulatory approvals, partnership negotiations, and market-building with inherently longer lead times than operational objectives.

Step 1 at 97% completion demonstrates strong execution capacity – Strategic Partnerships reached 100%, Distribution 99%, Operating Model 97%.

On the 2029 target: management remains committed. The new product pipeline – first launch mid-to-late May 2026 – will directly advance Products & Services. The Trolley IPO (5x oversubscribed, USD 2.5 billion demand) and AUM at KD 1.258 billion are tangible progress indicators.

Q3: What benefits are you seeing from the Step 1 initiatives in your restructuring process? Can you give us a few anecdotes on the type of benefits or advantages you have achieved from these process change implementations?

A3: Step 1 is about focus and optimizing the core. We built the foundations – frameworks, governance, data infrastructure – and those are now producing measurable commercial outcomes.

Step 2 is about scaling what's working. I'll walk you through each pillar briefly,

On Strategic Partnerships, we now have a standardized evaluation framework and have already closed our first partnership. That gives us the readiness and credibility to pursue larger opportunities in Step 2.

On Products & Services, the focus was on fixing and optimizing our current offering, mainly around the funds and portfolios business, and we've been seeing positive inflows which are encouraging. On Distribution, we implemented a consistent pricing framework, our DIFC booking center is fully operational with live client onboarding, and the RM incentive model we deployed across Kuwait and UAE has been effective.

On the Operating Model, we have a Board-approved structure with clear governance, a live performance tracking system feeding lessons into Step 2, and a rationalized IT portfolio directing investment into targeted priorities

PAUSE.

Almuthana

Since there are no more questions at this time, we will be concluding our call. I would like to thank you all for participating in our call today. If you have further queries, please do not hesitate to send them to our investor relations e-mail and we will get back to you as soon as possible.

Thank you everyone, have a good day.