

Boursa Kuwait Company, <u>Kuwait</u> المحترمين

السادة/ شركة بورصة الكويت دولة الكويت

Greetings,

Subject: QPIC's Analyst/Investor Conference Call for the period ended 31/12/2021

In reference to the subject mentioned above, and the requirements of article No. (8-4-2) "Continuing Obligations in the Premier Market" section of Boursa Kuwait rulebook issued under resolution No. 1/2018, and considering that Qurain Petrochemical Industries Company (QPIC) has been classified as part of companies within the premier market.

Kindly note that QPIC quarterly analyst/investor conference for the period ended 31/12/2021 was held today, 3/2/202 at 2:30 PM (local time) via live webinar; and that no material information has been mentioned or provided during the conference. Presentation of the webinar is enclosed hereby for reference.

تحية طيبة وبعد،،،

الموضوع: مؤتمر المحللين/المستثمرين الخاص بشركة القرين عن الفترة المالية المنتهية في 2021/12/31

بالإشارة إلى الموضوع أعلاه، وإلى متطلبات المادة (8-4-2) "الالتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، وحيث أن شركة القرين لصناعة الكيماويات البترولية (القرين) قد تم تصنيفها ضمن مجموعة "السوق الأول"، فإننا نحيطكم علماً بأن مؤتمر المحللين/المستثمرين الخاص بالنتائج المرحلية بأن مؤتمر المحللين/المستثمرين الخاص بالنتائج المرحلية في تمام الساعة الثانية والنصف عصراً (التوقيت المحلي) من يوم الخميس الموافق 2/2/22. كما يرجى العلم بأنه خلال المؤتمر لم يتم تداول أي معلومة جوهرية، ومرفق لكم العرض التقديمي للمؤتمر.

وتفضلوا بقبول فائق الاحترام،،،

Best regards,



Sadoun A. Ali Vice Chairman & CEO

سعدون عبدالله على نائب رئيس مجلس الإدارة والرئيس التنفيذى



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Investors Presentation

QPIC Earnings update for the nine months period ended 31 December 2021 (Q3 FY2021/2022)

DISCLAIMER

This presentation is not an offer or invitation to subscribe to or purchase any securities.

No warranty is given as to the accuracy or completeness of the information in this presentation. You must make your own independent investigation and appraisal of the business and financial condition of Qurain Petrochemical Industries Co. hereby referred to as ("QPIC").

Nothing in this presentation shall form the basis of any contract or commitment whatsoever. This presentation is furnished to you solely for your information. You may not reproduce it to redistribute to any other person.

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Financial Highlights

Nine-Months period ended 31 December 2021



Investor Update for the nine months period ended 31 December 2021 (Q3 2021/22)

FINANCIAL HIGHLIGHTS FOR THE PERIOD

Consolidated Income Statement

- Gross profit decreased by \checkmark 17% compared to the previous year mainly due to decreased sales revenue and increased cost of sales from our subsidiaries.
- General and Administrative expenses have decreased by ↓ 6% mainly due to decrease in intangibles amortization expenses and decrease in general and administrative expenses of subsidiaries.
- 4 Finance cost has decreased by ↓ 16% on account of reduction in interest rates and better cash management.
- 5 QPIC recorded a Net profit of KD 5.03 million, \checkmark 34% lower than KD 7.61 million for the similar period last year. Similarly, Earnings Per Share (EPS), decreased to 4.92 fils, \checkmark 34% lower than the EPS of 7.45 fils for the similar period last year.

Consolidated Statement of Financial Position at 31 December 2021

- Total assets have increased marginally to reach KD 779.93 million from KD 759.39 million as at March 31,2021, mainly due to
- acquisition of a new associate Advanced Technology Company (ATC).
- 2 Total liabilities have increased compared to last year due to increase in term loans during the period.
- 3 Total shareholders' equity has decreased by \oint 3% due to dividend payout.



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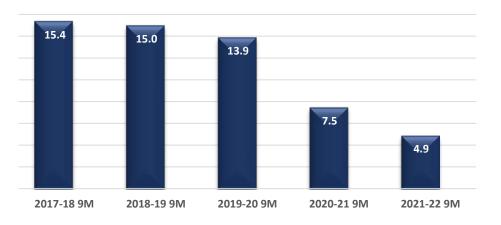
Historical Financials for the announced period

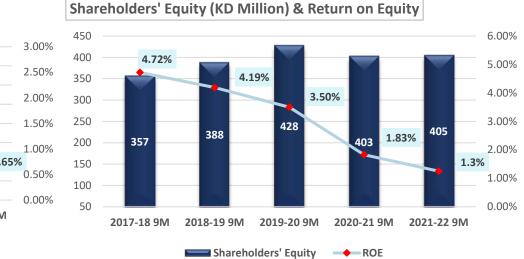
 16.0
 15.6
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 7.6
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 2017-18 9M
 2018-19 9M
 2019-20 9M
 2020-21 9M
 2021-22 9M

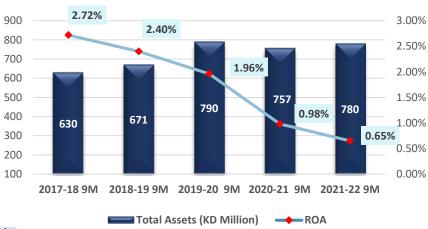
Earnings per Share (fils)





Total Assets (KD Million) & Return on Assets

Net Income(KD Million)



03 FEB 2022

Consolidated Statement of Income

	Nine months ended 31 December 2021	Nine months ended 31 December 2020	Difference 31 December 2021	Difference (%) 31 December 2021
	KD	KD	KD	%
Sales	168,257,414	174,502,129	(6,244,715)	(4%)
Cost of sales	(120,939,672)	(117,459,008)	(3,480,664)	3%
GROSS PROFIT	47,317,742	57,043,121	(9,725,379)	(17%)
Dividend, Interest and Other Income	1,675,288	2,149,173	(473,885)	(22%)
Realized and Unrealized Gains/Loss at fair value through profit or loss	(135,000)	877	(135,877)	15,493%
Share of results of associates	3,091,594	1,631,243	1,460,351	90%
General and administrative expenses	(19,068,244)	(20,179,399)	1,111,155	(6%)
Selling and marketing expenses	(18,296,043)	(18,054,615)	(241,428)	1%
Finance costs	(1,468,026)	(1,752,234)	284,208	(16%)
Profit before provision for taxation, Board of Directors' remuneration	13,117,311	20,838,166	(7,720,855)	(37%)
Provision for taxation	(116,707)	(172,771)	56,064	(32%)
Board of Directors' remuneration	(112,500)	(112,500)	-	-
Profit for the nine months	12,888,104	20,552,895	(7,664,791)	(37%)
Attributable to:				
Shareholders of the Parent Company	5,033,689	7,609,231	(2,575,542)	(34%)
Non-controlling interest	7,854,415	12,943,664	(5,089,249)	(39%)
	12,888,104	20,552,895	(7,664,791)	(37%)
Basic & diluted earnings per share attributable to shareholders of the Parent Co.	4.92 fils	7.45 fils		



Consolidated Statement Of Financial Position As At 31 December 2021

	As of	As of	Difference	Difference
ASSETS	31 December 2021	31 March 2021	2020-21 Vs. 2021-22	2020-21 Vs. 2021-22
CURRENT ASSET	KD	KD	KD	%
Cash and short term deposits	80,260,328	89,389,441	(9,129,113)	(10%)
Trade and other receivables	51,671,224	52,372,020	(700,796)	(1%)
Inventories	36,570,894	31,577,047	4,993,847	16%
Financial assets at fair value through profit or loss	1,409,073	936,073	473,000	51%
TOTAL CURRENT ASSETS	169,911,519	174,274,581	(4,363,062)	(3%)
NON-CURRENT ASSETS				
Financial assets at FV through other comprehensive income	199,995,690	200,199,568	(203,878)	-
Investment in associates	115,172,120	93,451,335	21,720,785	23%
Goodwill & Intangible assets	131,211,009	135,362,254	(4,151,245)	(3%)
Property, plant, equipment and others	163,639,952	156,104,157	7,535,795	5%
TOTAL NON-CURRENT ASSETS	610,018,771	585,117,314	24,901,457	4%
TOTAL ASSETS	779,930,290	759,391,895	20,538,395	3%
LIABILITIES AND EQUITY				
LIABILITIES				
Current liabilities				
Trade and other payables & others	71,041,465	69,434,359	1,607,106	2%
Borrowings	1,271,366	1,706,821	(435,455)	(26%)
TOTAL CURRENT LIABILITIES	72,312,831	71,141,180	1,171,651	2%
NON-CURRENT LIABILITIES				
Employees' end of service benefits	17,493,127	16,681,224	811,903	5%
Term loans	104,905,196	73,876,900	31,028,296	42%
Non-current Liabilities	7,628,199	7,597,448	30,751	-
TOTAL NON-CURRENT LIABILITIES	130,026,522	98,155,572	31,870,950	32%
TOTAL LIABILITIES	202,339,353	169,296,752	33,042,601	20%
EQUITY				
Share capital	109,919,258	109,919,258	-	-
Statutory, Voluntary and other reserves	71,101,050	71,167,041	(65,991)	-
Treasury shares	(18,609,410)	(18,794,098)	184,688	(1%)
Cumulative changes in fair value reserve	122,624,165	122,575,644	48,521	-
Retained earnings	119,962,339	131,414,219	(11,451,880)	(9%)
EQUITY ATTRIBUTABLE TO SHAREHOLDERS	404 007 400		(44,204,662)	(20/)
OF THE PARENT COMPANY	404,997,402	416,282,064	(11,284,662)	(3%)
Non-controlling interest	172,593,535	173,813,079	(1,219,544)	(1%)
TOTAL EQUITY	577,590,937	590,095,143	(12,504,206)	(2%)
TOTAL LIABILITIES AND EQUITY	779,930,290	759,391,895	20,538,395	3%
Book value	396	407	(11)	(3%)





Business Highlights For the nine-months period ended 31 December 2021



Investor Update for the nine months period ended 31 December 2021 (Q3 2021/22)

Business Highlights – Petrochemicals



Equate Group - (Equate Petrochemicals, The Kuwait Olefins Company & MEGlobal)

- > On back of strong price recoveries, the Group managed to exceed the pre-COVID levels in terms of profitability.
- Equate Group's facilities around the world continue to operate safely and maintain highly reliable production rates despite global challenges. The group remains in a leading cost competitive position and continues to deliver all of its quality products to customers globally.
- > YTD-Q3 2021 total saleable production was slightly below the same period last year owing to the production outages and capacity shortfalls in North America on the back of unfavorable weather conditions in Q1 of 2021.
- Product prices continue to maintain the upward trend since beginning of the year. YTD-Q3 EG averaged US\$ 679/MT, 56% above as compared to US\$ 435/MT during the same period in 2020 and 51% above FY 2020 average of US\$ 449/MT. PE averaged US\$ 1,204/MT, 47% above US\$ 818/MT during the same period and 42% above compared to FY 2020 (US\$ 850/MT).



KARO - Kuwait Aromatics

- KARO for YTD-Q3 posted net profits amounting to US\$ 32 million versus a net loss of US\$ 3 million last year. This was mainly due to the remarkable performance of TKSC partially offset by of KPPC net losses.
- TKSC had an excellent performance during the first nine months of the year, driven by impressive price recovery despite lower sales and production volumes resulted from an unplanned shutdown in the beginning of the year till around mid-April. However, Styrene average price during the period (US\$ 1,181/MT) was significantly above last year (US\$ 686/MT, 72% up) and FY 2020 (US\$ 754/MT, 57% up).
- KPPC incurred a marginal net loss during the first nine months of the year despite 78% higher sales mainly due to lower PX-Naphtha and LN-FRN margins. FRN increased by around 90% during the same period from US\$ 308/MT in 2020 to US\$ 588/MT in 2021. PX averaged US\$ 837/MT during the period, 50% above last year (US\$ 558/MT) and 51% above FY 2020 (US\$ 554/MT).



Business Highlights – Dairy & Foodstuff



SADAFCO – Saudia Dairy & Foodstuff Company

- The key highlight for the quarter is maintaining reporting a double digit net profit margin of 10.5%, despite the challenges of higher raw material, international logistic costs and selling & distribution costs.
- Sales for the third quarter amounted to SAR 520 million vs 482 million the same period last year, representing a healthy growth of 8% YoY, owing to the focused direct distribution in the key categories. Gross margin of 30.8 % continues to be robust despite the inflationary pressures.
- YTD-Q3 Net profit at SAR 146 million, 29% below the same period last year (SAR 204 million), on the back of lower sales driven by favorable COVID related tailwinds last year (especially in Q1), VAT increase since Q2 last year as well as higher raw materials and logistic costs.
- New Ice Cream Factory has started trial production and is on track for commercial production soon. The factory is fully geared to cater to higher production and storage demands.
- > The Board of SADAFCO has approved an interim dividend of SAR 3/ share for distribution in January 2022.



Business Highlights – Oil & Gas services



NAPESCO – National Petroleum Services Company

- > YTD-Q3 net profits amounted to KD 3.3 million, 38% below last year of KD 5.3 million.
- Revenues dropped by 3% YoY while gross margins dropped to 22% from 34% last year. Pressure on margins continues due to new contractors introduced by KOC in the well cementing market segment.
- ➤ YTD-Q3 oilfield gross margin dropped from 40% to 24% while non-oilfield margins also dropped from 18% to 16% compared to last year. Revenue mix remains in the same proportion (~70:30).



UOP – United Oil Project

- Profitability during the period dropped by 32% versus same period LYR affected by lower contribution from both UPDC and AI Khorayef and lower dividend income from NAPESCO.
- > UPDC contribution was impacted as only four rigs were operational out of eight. Al Khorayef contribution impacted by allotment of lower number of wells under the new ESP contract.



Business Highlights – Logistics & Basic Industries

JIC

JTC – Jassim Transport & Stevedoring Company

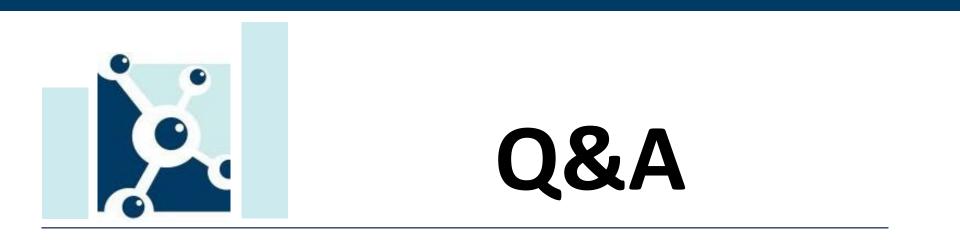
- YTD-Q3 (Sept 2021) witnessed an overall increase in revenues by 1%, as compared to the previous year mainly due to increase in Transportation division revenue by 65% supported by MEW contract and increase in revenue of Leasing equipment division by 4% driven by generator rentals and refinery and plant shutdowns in Kuwait and Qatar.
- Demand of generators from the KOC ESP segment continued its excellent run with generator utilization in Kuwait remaining above 90%.
- YTD-Q3 NIAT at KD 1.9 million was 52% below the same period last year mainly due to drop in gross margins from 34% to 22% despite marginally higher sales.
- Market conditions remain extremely challenging due to low government spending and delays/ cancellations of large projects in Kuwait as well as various business and operational difficulties due to the continuing impact of the pandemic. The current trend is likely to continue at least till the year end.
- > Aggregate handling operations at Shuaiba port commenced in June.
- > The construction of JTC first temperature-controlled warehouse at Mina Abdullah was initiated in June and is expected to be completed by the first quarter of next year.



INSHA'A – Insha'a Holding

Insha'a incurred a net loss during the nine months period, impacted by 42% lower gross profit driven by lower gross margin (18% vs 24% LYR) and 21% lower total sales partially offset by lower ECL provisioning as compared to the same period last year. Last year profitability impacted by better results of the ready mix business driven by higher margins supported by lower cement prices and additional sales to Hessah Al Mubarak District.





We are pleased to receive your questions right now

Thank you for participating. Should you be interested in obtaining any further information relating to Qurain Petrochemical Industries Co. (QPIC), kindly refer to our dedicated "Investor Relations" section on QPIC corporate website - <u>www.qpic-kw.com</u>



Investor Update for the nine months period ended 31 December 2021 (Q3 2021/22)

Appendix



APPENDIX

- QPIC Inception
- QPIC Investment Portfolio
 - EQUATE GROUP
 - KARO Kuwait Aromatics Co.
 - SADAFCO Saudia Dairy & Foodstuff Co.
 - NAPESCO National Petroleum Services Co.
 - UOP United Projects Co.
 - JTC Jassim Transport & Stevedoring Co.
 - ATC Advanced Technology Co.
 - INSHA'A Inshaa Holding Co.



Inception

Qurain Petrochemical Industries Company (QPIC) was established in 2004 by the Government of Kuwait through its Petrochemical arm (Petrochemical Industries Company) to encourage local private sector participation in the petrochemical sector of Kuwait. The KIPCO Group became the major shareholder in 2008.



VISION

To become a leading private holding company in the Energy, Petrochemical and Industrial sectors in Kuwait, and a key player in the GCC, consistently achieving shareholders expectations.

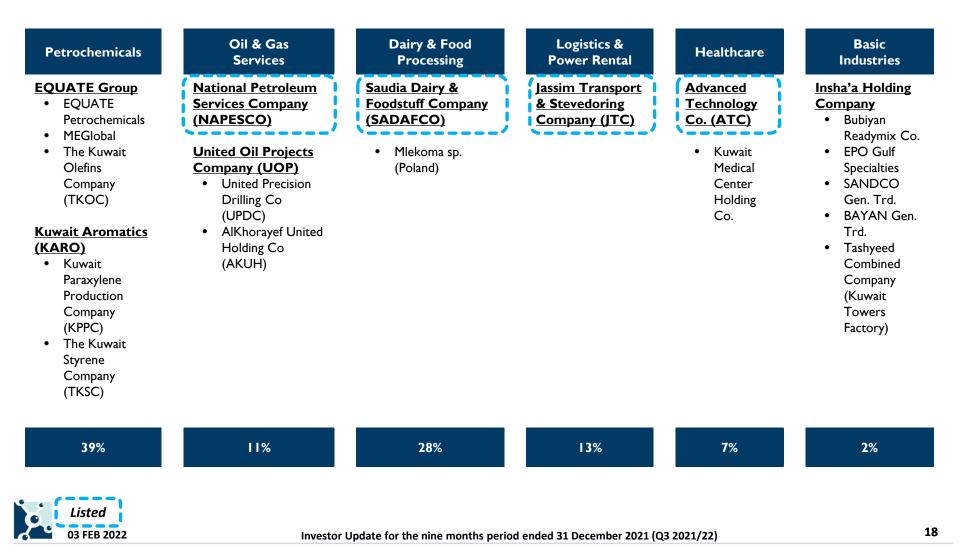
MISSION

To achieve it through direct and indirect investments in new ventures and established companies, leveraging our market/industry knowledge and innovative investment approaches to create a diversified and balanced risk – return portfolio.



Investment Portfolio

Through a well diversified and balanced portfolio, QPIC aims to maintain a positive and sustainable growth momentum. QPIC currently invests 50% into Petrochemicals and O&G and the balance is split into 4 other industrial sectors as follows:-

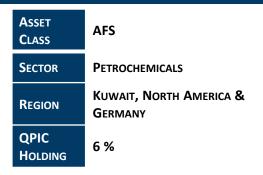


EQUATE Group





EQUATE was established in 1995 as Kuwait's first international petrochemical JV along with Dow Chemicals and commenced production in 1997. TKOC was further established in 2004 as the second JV thereafter with the exact same shareholders of EQUATE in order to further expand Kuwait's footprint as a global producer of petrochemicals. In 2015, EQUATE acquired 100% of MEGIobal, enabling EQUATE to become the world's second largest producer of Ethylene Glycol (EG).





MEGobal

- EQUATE currently owns and operates world-class petrochemical complexes in Kuwait, North America and Europe. It's products are marketed throughout Asia, the Americas, Europe, the Middle East and Africa and currently accounts for over 60% of Kuwait's exports in value from non-oil sources.
- In Q4 2019, Equate commissioned its Oyster Creek facility on the US Gulf Coast with a nameplate EG capacity of 750 KMT per annum.

	Production Capacity (metric ton per annum)					
Diviners An EQUATE Company	Product	EQUATE	ткос	MEG	Equipolymers	TOTAL
	Polyethylene	1 million	-	-	-	1 million
	Ethylene Glycol	550,000	600,000	2.1 million	-	3.24 million
	PET	-	-	-	335,000	335,000



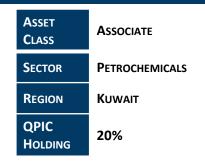
KARO – Kuwait Aromatics Co.







- Kuwait Aromatics Company (KARO) was established in 2004 as a Kuwaiti Shareholding Company with a paid-up capital of KD 250 million to invest in the manufacture of Paraxylene, Benzene, and Styrene through the two below subsidiaries:
 - KPPC is fully owned by KARO was established in 2006 as a shareholding company with an authorized capital of KD 250 million. The company commenced commercial production of Paraxylene, Benzene, and Heavy Aromatics in 2010, utilizing Naphtha from KNPC as a feedstock.
 - TKSC established in 2004 with a capital of US\$140 million, is owned 57.5% by KARO and is a joint venture with Dow Chemicals. TKSC commenced commercial production in 2009.



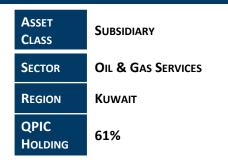
Production Capacity		(metric ton per annum)		
КРРС		ткѕс		
Benzene	393,000	Styrene Monomer	450,000	
Paraxylene	829,000			



NAPESCO – National Petroleum Services Co.



- National Petroleum Services Company (NAPESCO) was founded in 1993 as a private company offering pumping services to the Kuwait Energy Sector.
- NAPESCO was listed in 2003 on Boursa Kuwait (Kuwait Stock Exchange).
- > NAPESCO's core activities involve services within:-
 - Upstream Oilfield Services; such as well-cementing, coiled tubing and intervention as well as filtration services.
 - Downstream & Energy Services; including a number of diversified activities with HSE, Engineering and Consultancy services being the core competencies, supported by state-ofart environmental laboratory and leading technologies in waste management.
 - > QHSE implementation.







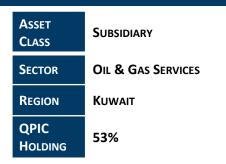
UOP – United Oil Projects







- UOP was incorporated in the early eighties under the name of Kuwait Chemical Manufacturing Company (KCMC), and is engaged in production and sale of acrylic and polyester resins.
- In 2005, the company's management adopted a new strategy to include investments in the energy sector.
- UOP's exposure to the upstream business is through its two associates:
 - United Precision Drilling Company (UPDC), which was established in 2005 with Precision Drilling to cater to the Drilling Business requirement in Kuwait, with the objective of building the largest, most technically qualified and highly regarded Drilling organization. The current JV partner is ADES International Holding PLC.
 - Al-Khorayef United Holding Company (AKUH), which is a subsidiary of Al-Khorayef, KSA in Kuwait. It offers pumping services to Kuwait Oil Company (KOC) and Joint Operation in Wafra.



SADAFCO – Saudia Dairy & Foodstuff Co.



Saudi Dairy & Foodstuff Company (SADAFCO) was established in 1976 with the formation of the Saudi Danish Dairy Company. It is currently the leading producer of UHT milk in Saudi Arabia with operations across the Middle East and it was listed on the Saudi Arabian Stock Exchange (TADAWUL) in 2005.



It has an extensive product portfolio including plain and flavored milk, Laban, soy milk, evaporated milk, date milk and thick cream, tomato paste, feta cheese, crispy snacks, juices, flavored sparkling water and still water. SADAFCO is the market leader in Saudi Arabia for UHT Milk, Tomato Paste and Ice Cream.



- It has three manufacturing facilities, two in Jeddah and one in Dammam well supported by an extensive distribution network of 500 sale routes, with over 23,500 ambient customers and 18,500 customers of frozen products.
- In 2018, SADAFCO acquired a 76% equity stake in the polish dairy producer Mlekoma, which operates two plants that are specialized in the production of powdered, condensed and fluid products as well as whole milk, cream, butter milk and fat filled powders that are exported to Europe, Africa, the Middle East and the far East.





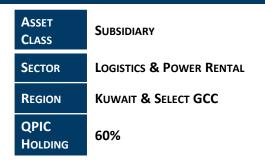
JTC – Jassim Transport & Stevedoring Co.



- Jassim Transport & Stevedoring Co. K.S.C.C. (JTC) was founded in 1979 as an inland transportation company.
- JTC has been listed on Boursa Kuwait in October 2021 under the "Industrials" sector with the ticker name "JTCKW"
- The JTC brand is associated with four core activities that serve a variety of markets throughout Kuwait and selected GCC countries. JTC operate within four core sectors:



- Ports Management; such as handling general and containerized cargo, custom bonded warehouses and customs clearance support.
- Contract Logistics; such as general transportation and land transport solutions, bulk fuel, waste water supported by JTC's open storage facilities and covered warehouses at Mina Abdullah.
- Equipment Leasing; rough terrain, all terrain, truck mounted and crawler cranes, as well as project & heavy lift to manage project logistics for bulk shipments, rig moves and oil field projects.
- Power Rental; catering towards power projects, oilfield operations and supported by JTC's strong technical expertise, customized solutions and state-of-the-art equipment.









ATC – Advanced Technology Company



Advanced Technology Company KS.C.R. شـركة التـقدم التكنولـوجـي شهيه.



مستشفـ<mark>م الكـويت</mark> KUWAIT HOSPITAL

- Advanced Technology Company K.S.C. (ATC) started operations in 1981 A as a medical equipment supplier to the Kuwait healthcare sector. The Company has been listed on Boursa Kuwait Stock Exchange since 2007.
- ATC has established itself as the leading end-to-end total healthcare solutions provider capable of delivering over 95% of a hospital's requirement.
- > ATC also holds 26.77% equity stake in Kuwait Medical Center Hldg. Co.
- QPIC completed the acquisition of 29.5% equity stake (i.e., 44.25 million shares) in Advanced Technology Company (ATC) at 500 Fils/share during September-2021.
- Products and Services:
 - Diagnostic Imaging, Life-care Solutions
 - Health Facility Infrastructure,
 - Laboratory and Environmental Solutions
 - Pharmacy Automation and Advanced Systems
 - Medical and Surgical OR Solutions
 - Infection Control, Rehabilitation & Oral Health
 - Pharma, AgriVet, & CareTech
 - Information Technology (HIS, EMR)
 - Kitchen & Laundry
 - Security & Audio Visual Solutions
 - Healthcare Manpower
 - Medical Home Care Services





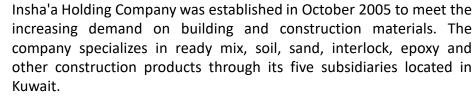


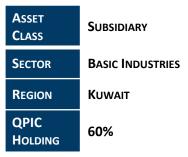




INSHA'A – Insha'a Holding Company



















Subsidiary	Ownership%
Bubiyan Ready-Mix Company	100%
EPO Gulf Specialties Company	50%
SANDCO for General Trade and Contracting Co.	50%
Bayan Establishment for General Trading and Contracting Co.	50%
Tashyeed Combined Company (Kuwait Tower Factory)	51%





THANK YOU

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Investor Update for the nine months period ended 31 December 2021 (Q3 2021/22)