



المحترمين

السادة / شركة بورصة الكويت

تحية طيبة وبعد ،،،

**الموضوع: إفصاح من (ميزان) بشأن مؤتمر المحللين/المستثمرين  
لـلربع الثاني من العام 2022**

بالإشارة إلى الموضوع أعلاه؛ و إلى المادة (4-1-1) من الفصل الرابع من الكتاب العاشر (الإفصاح والشفافية) من اللائحة التنفيذية للقانون رقم 7 لسنة 2010 بشأن إنشاء هيئة أسواق المال وتنظيم نشاط الأوراق المالية. وتطبيقا لمواد القرار رقم 1 لسنة 2019 الصادر عن بورصة الكويت بشأن التزامات شركات - السوق الأول-؛ فقد تم عقد مؤتمر المحللين والمستثمرين الربع السنوي الثاني لمناقشة نتائج البيانات المالية للشركة عن الفترة المنتهية في 2022/06/30 وذلك اليوم الإثنين الموافق 2022/08/15 عن طريق البث المباشر على شبكة الإنترنت (Live Webcast) في تمام الساعة 02:00 ظهرا بالتوقيت المحلي. ونود الإشارة إلى عدم تداول أي معلومات جوهرية خلال المؤتمر لم يتم الإفصاح عنها سابقا.

مرفق لكم مرفق العرض التقديمي للمستثمرين عن الربع الثاني للعام 2022.

وتفضلوا بقبول فائق الاحترام ؛،،،

شركة ميزان القابضة (ش.م.ك.ع.)  
مدير الإدارة القانونية  
وليد علي خليل



نموذج الإفصاح عن المعلومات الجوهرية

2022/08 /15	التاريخ
شركة ميزان القابضة (ش.م.ك.ع)	اسم الشركة المدرجة
تم عقد مؤتمر المحللين والمستثمرين الربع السنوي الثاني لمناقشة نتائج البيانات المالية للشركة عن الفترة المنتهية في 2022/06/30 وذلك اليوم الإثنين الموافق 2022/08 /15 عن طريق البث المباشر على شبكة الإنترنت (Live Webcast) في تمام الساعة 02:00 ظهرا بالتوقيت المحلي. ونود الإشارة إلى عدم تداول أي معلومات جوهرية خلال المؤتمر لم يتم الإفصاح عنها سابقا. مرفق لكم مرفق العرض التقديمي للمستثمرين عن الربع الثاني للعام 2022 .	المعلومة الجوهرية
-	أثر المعلومة الجوهرية على المركز المالي للشركة

شركة ميزان القابضة (ش.م.ك.ع)

مدير الإدارة القانونية

وليد علي خليل





# Q2 2022 Earnings Presentation

August 15, 2022





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# Agenda

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- Tailwinds & Headwinds
- H1 2022 Results
- H1 2022 Financial Review
- Q&A





# Mezzan Today: Tailwinds

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- Saudi, UAE and Qatar Food segment continue to improve.
- Kuwait demand holding up well.
- Jordan KITCO salty snacks launch remains on track.



# Mezzan Today: Headwinds

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- Inflation – uncertainty around supply and pricing continues to be a strain.
- Receivables – Good long-term, customers in short-term difficulties.
- Staff churn.
- Delay in KSPICO factory upgrade.

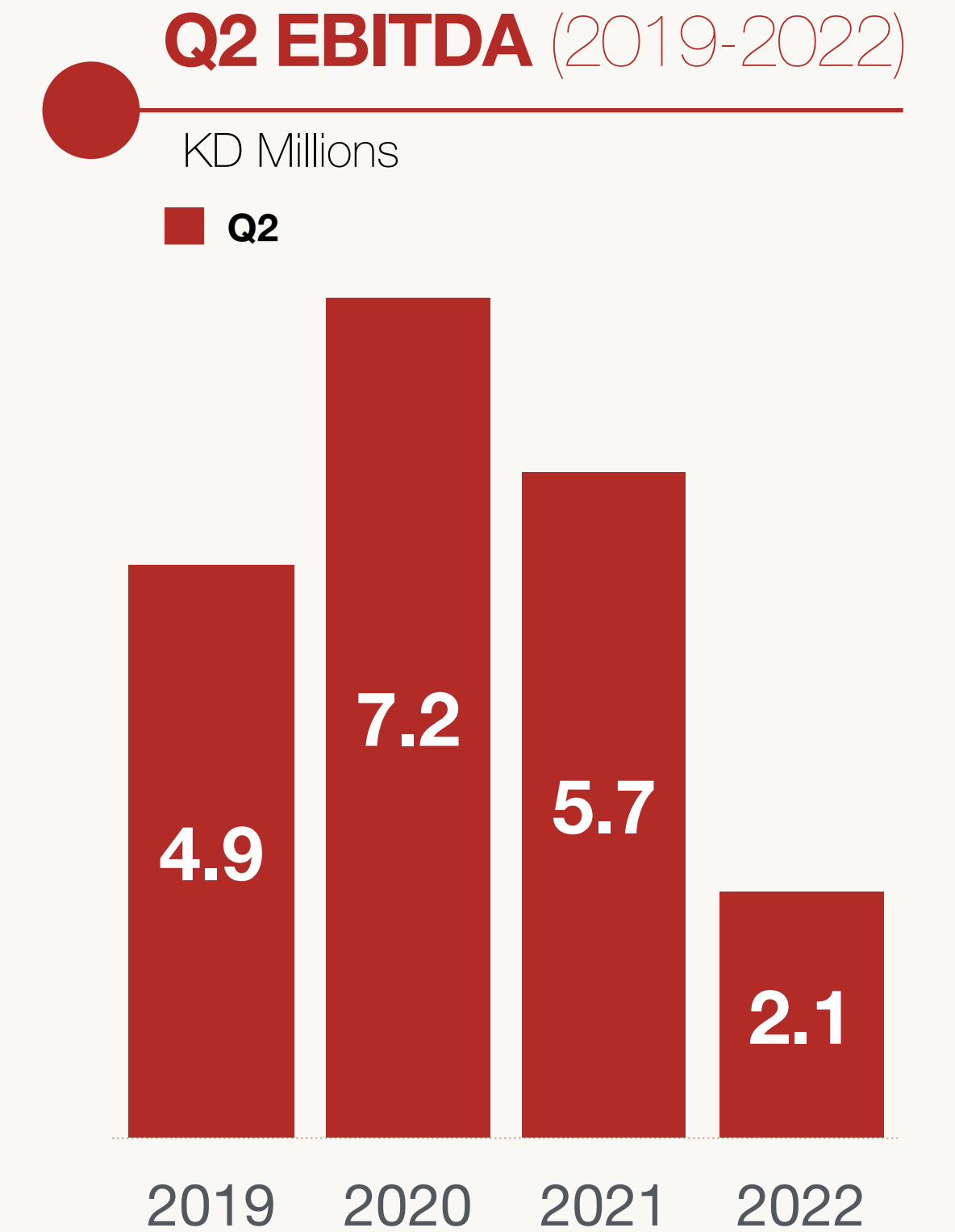




# Mezzan Today: Earnings Highlights

KD Millions

	<u>Q2'22</u>	<u>Q2'21</u>	<i>% Diff</i>	<u>H1'22</u>	<u>H1'21</u>	<i>% Diff</i>
Revenue	61.5	60.7	+1.4%	134.0	134.0	0.0%
EBITDA	2.1	5.7	-63.7%	8.3	14.3	-42.3%
Net Income	-1.0	2.8	-137.2%	2.0	8.3	-75.6%
Net Profit	-1.1	2.3	-146.2%	1.9	7.2	-73.9%
<i>Attributable to Equity Holders of Parent Company</i>						



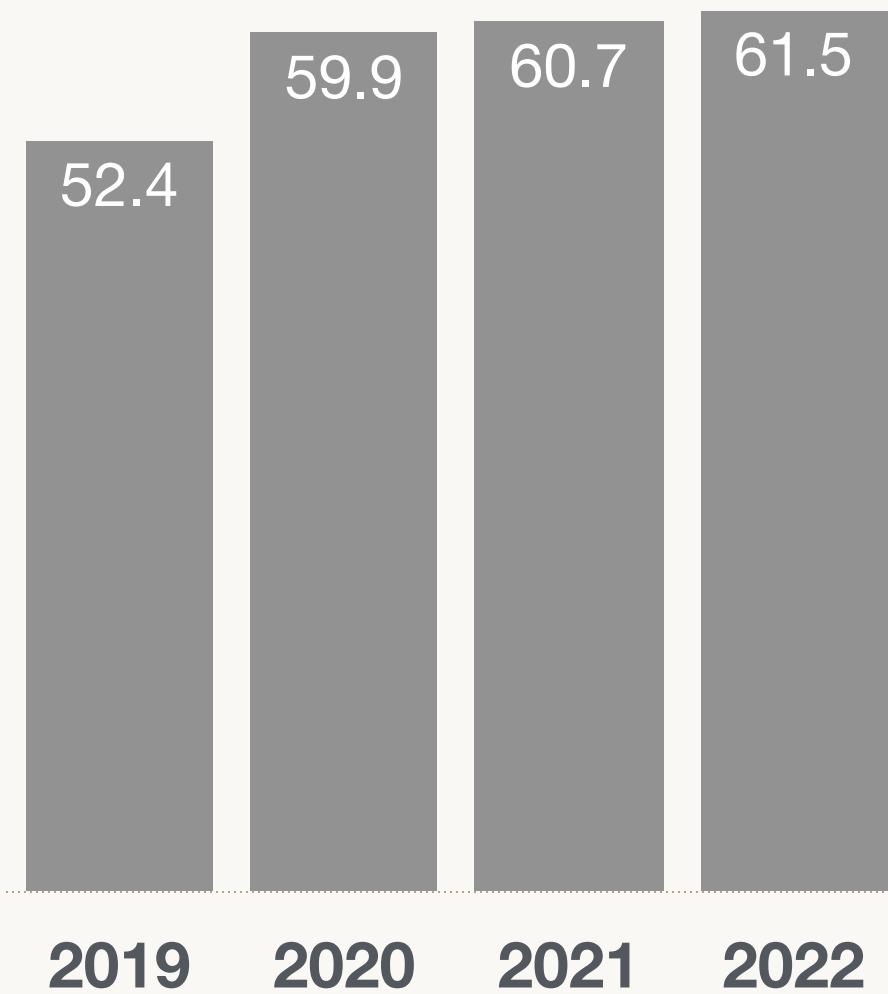




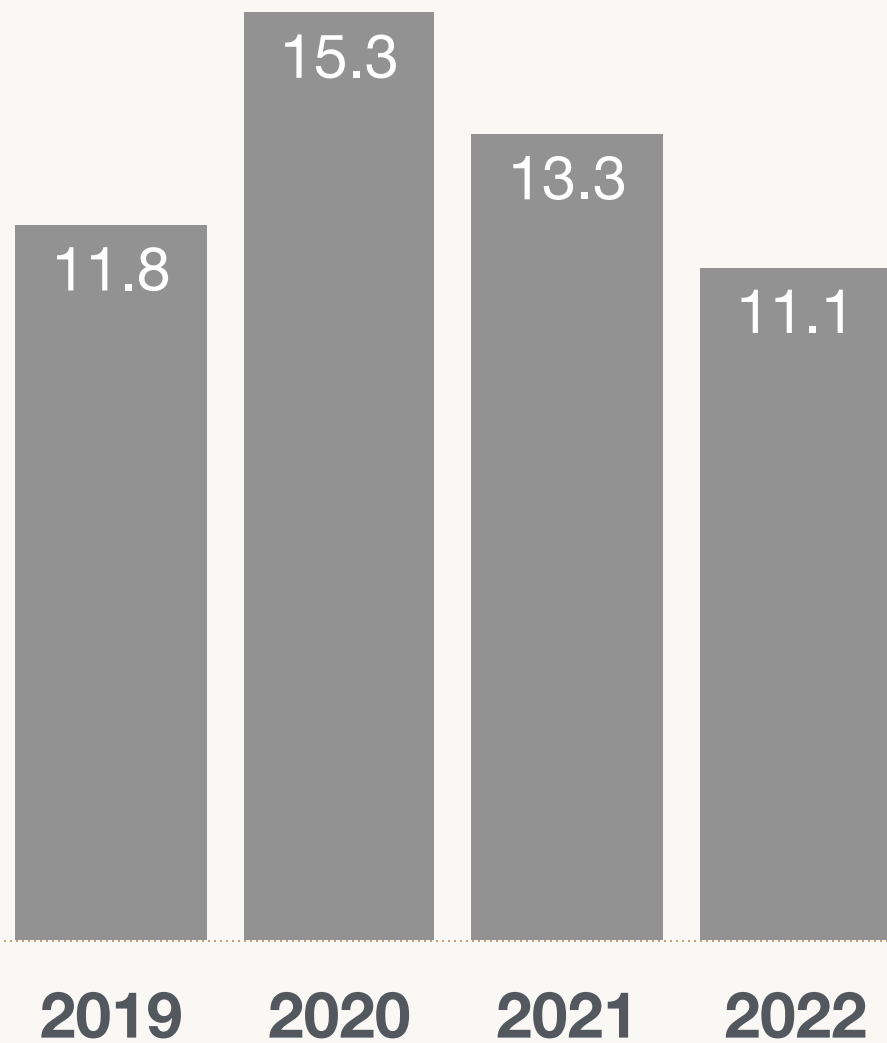
# Mezzan Today: Q2 Historical Performance

KD Millions

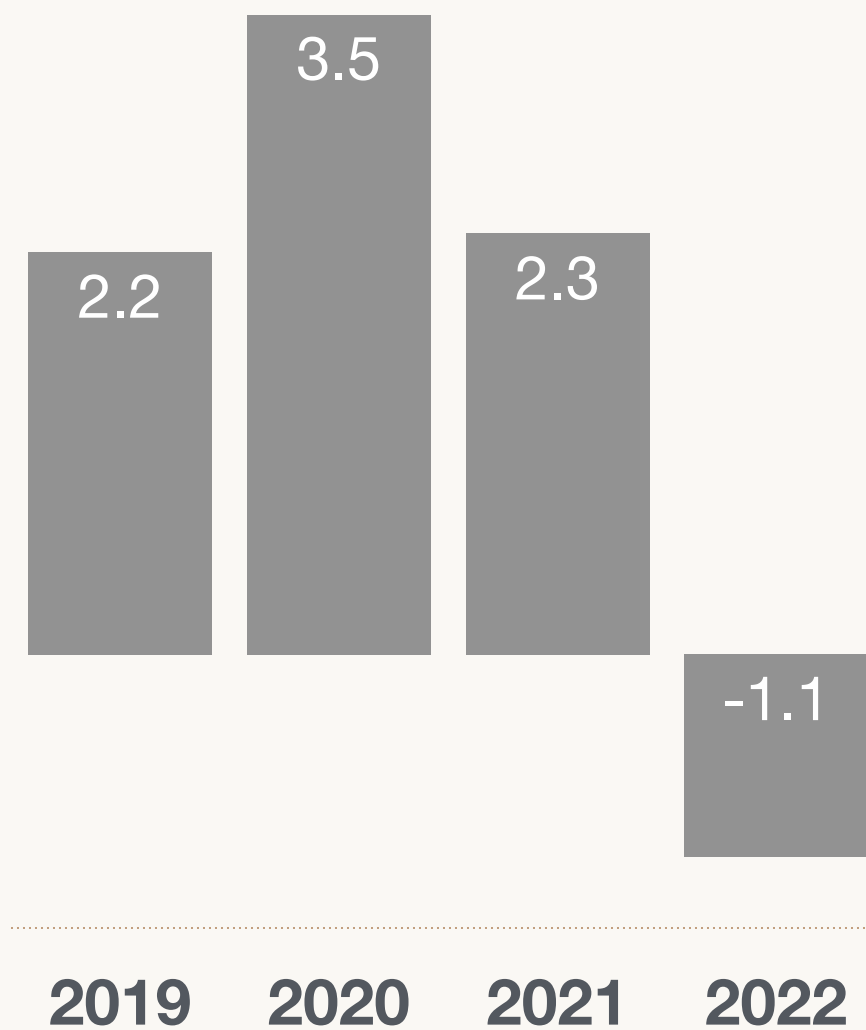
● **Q2 Revenue**



● **Q2 Gross Profit**



● **Q2 Net Profit**



# Financial Review



# H1'22 Revenue: Contribution by Business Line

● **FOOD REVENUE +3.9%**

Vs.H1'21



66%

Share of of total Group  
Revenue

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● **NON-FOOD REVENUE —6.9%**

Vs.H1'21



34%

Share of of total Group  
Revenue

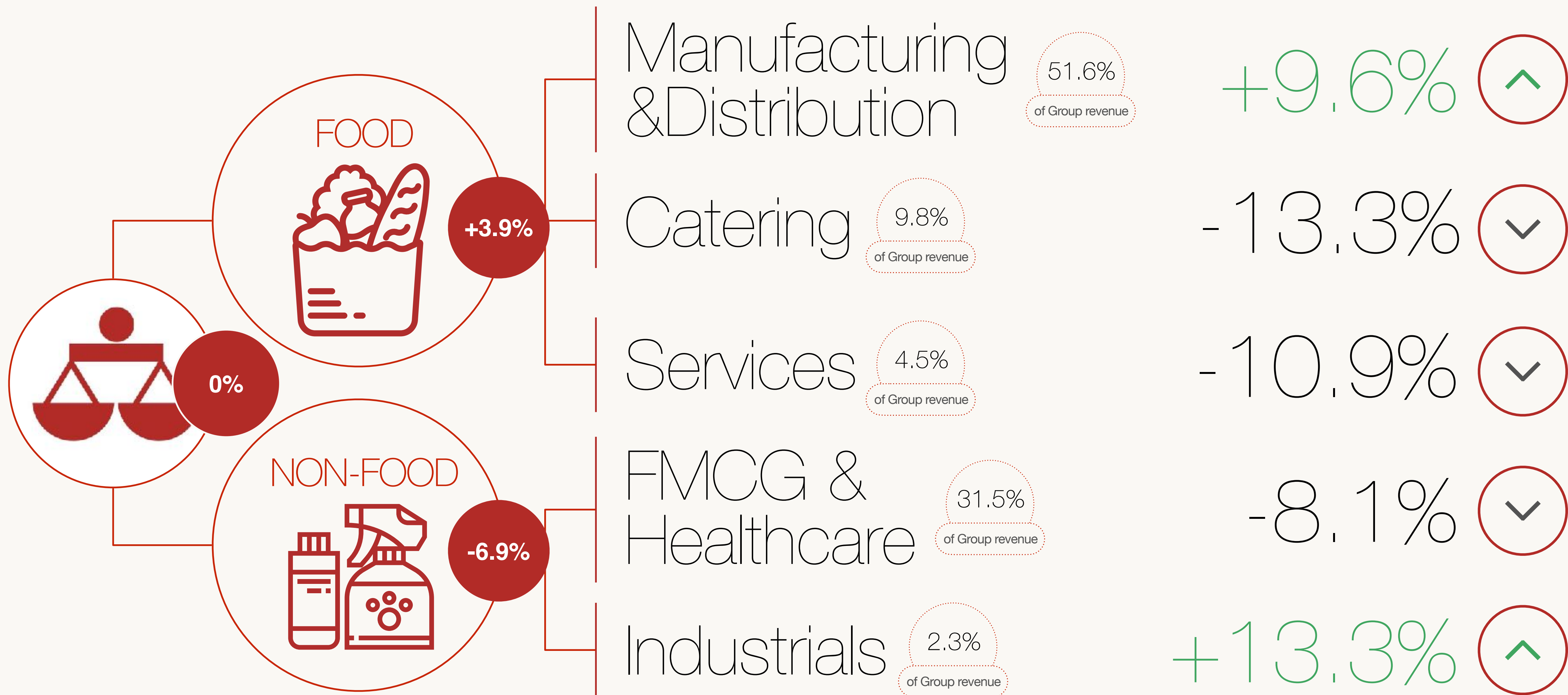
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# H1'22 Revenue: Growth by Business Division

Vs.H1'21



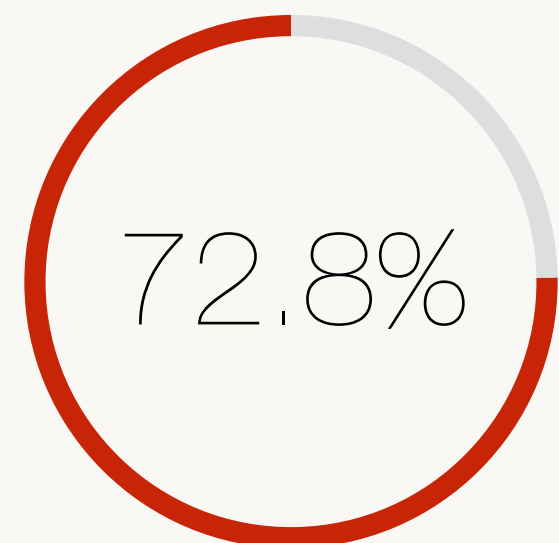


# H1'22 Revenue: Contribution and Growth by Country

 Top-line Contribution

Vs.H1'21


**Kuwait**



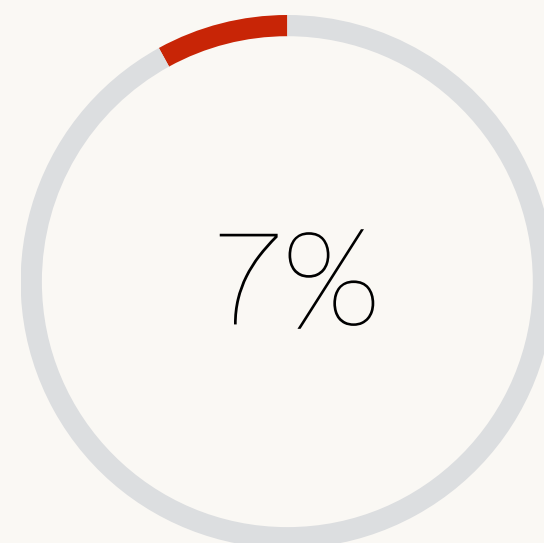
  
**-3.8%**


**UAE**



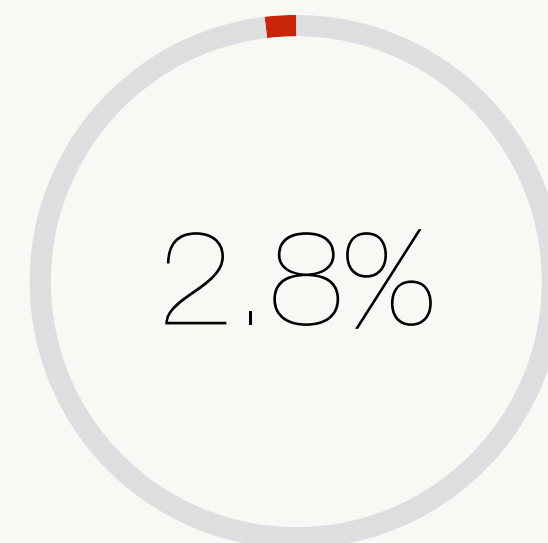
  
**+21.6%**


**Qatar**



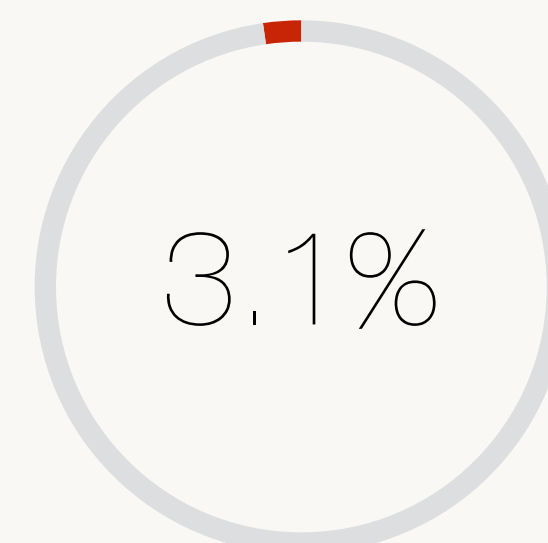
  
**-1.9%**


**KSA**



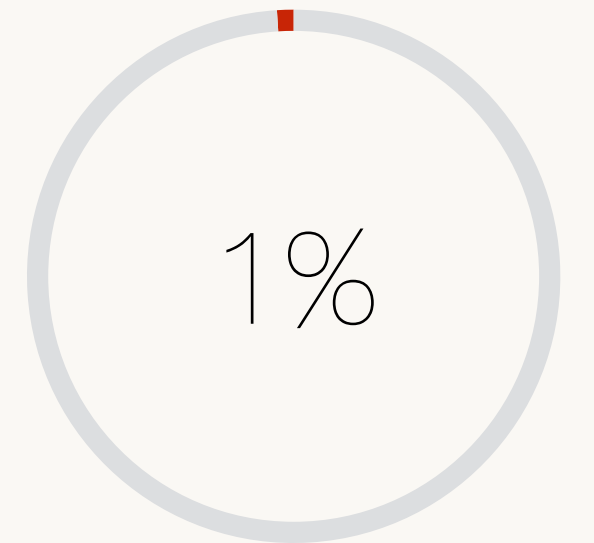
  
**+38.1%**


**Jordan**



  
**+16.7%**

**Iraq**



  
**+5.3%**



# H1'22: P&L

KD Millions

	<u>Q2'22</u>	<u>Q2'21</u>	<u>% Diff</u>	<u>H1'22</u>	<u>H1'21</u>	<u>% Diff</u>
Revenue	<b>61.5</b>	60.7	1.4%	<b>134.0</b>	134.0	0%
Gross Margin	<b>11.1</b>	13.3	-16.9%	<b>25.6</b>	29.5	-13.1%
GM %	18.0%	21.9%		19.1%	22.0%	-2.9%
SG&A / Other	<b>-11.3</b>	-9.8	-16%	<b>-22.0</b>	-19.5	-12.7%
Operating Profit	<b>-0.3</b>	3.5	-107.9%	<b>3.6</b>	10.0	-63.7%
Other	<b>-0.7</b>	-0.6	-18%	<b>-1.4</b>	-1.3	-11.3%
Underlying Profit before Tax	<b>-1.0</b>	2.9	-135%	<b>2.2</b>	8.7	-74.5%
Tax	<b>0.0</b>	-0.1	83.8%	<b>-0.2</b>	-0.4	49.5%
Underlying Net Profit	<b>-1.0</b>	2.8	-137.2%	<b>2.0</b>	8.3	-75.6%
UNP %	-1.7%	4.6%	-6.3%	1.5%	6.2%	-4.7%
Reported Net Profit	<b>-1.0</b>	2.8	-137.2%	<b>2.0</b>	8.3	-75.6%
NP %	-1.7%	4.6%	-6.3%	1.5%	6.2%	-4.7%
Net Profit Attributable to Shareholders	<b>-1.1</b>	2.3	-146.2%	<b>1.9</b>	7.2	-73.9%





# H1'22: CASHFLOW

KD Millions

	<b>2022</b>	<b>2021</b>	<b>Diff</b>
Operating Cashflow before WC changes	<b>12.1</b>	15.4	-3.3
Working Capital changes*	<b>-9.8</b>	-2.3	-7.5
Operating Cash flow	<b>2.3</b>	13.1	-10.7
Net cash used in Investing activities	<b>-8.0</b>	-2.9	-5.1
Cash flow before financing	<b>-5.6</b>	10.2	-15.8
Proceeds from loans and borrowings	<b>5.0</b>	0.1	4.9
Repayment of loans and borrowings	<b>0.0</b>	-1.1	1.1
Principal payment of lease liability	<b>-0.8</b>	-0.6	-0.2
Dividends & purchase of treasury shares	<b>-6.4</b>	-5.9	-0.4
Financing costs	<b>-1.4</b>	-1.2	-0.5
Cash flow after financing	<b>-9.3</b>	1.5	-10.8
YTD Change in Net Debt	<b>-9.2</b>	1.4	-10.6
Net (decrease) increase in cash and cash equivalents	<b>-9.2</b>	1.4	-10.6
Loans and borrowings	<b>5.0</b>	0.1	4.9
Cash and cash equivalents at 1 January 2022	<b>15.4</b>	16.3	-0.9
Cash and cash equivalents at 30 June 2022	<b>6.2</b>	17.7	-11.5



In 2022, lower operating cash flow driven by lower net profit and higher capital spend.

Net Capital Spent (Capex) before disposal of KD 8.2 million for YTD'22.

Cash in hand as of June 22:  
Decreased by KD 11.5 million v LY mainly due to decrease in net profit by KD 6.3 million and increase in investing activities.

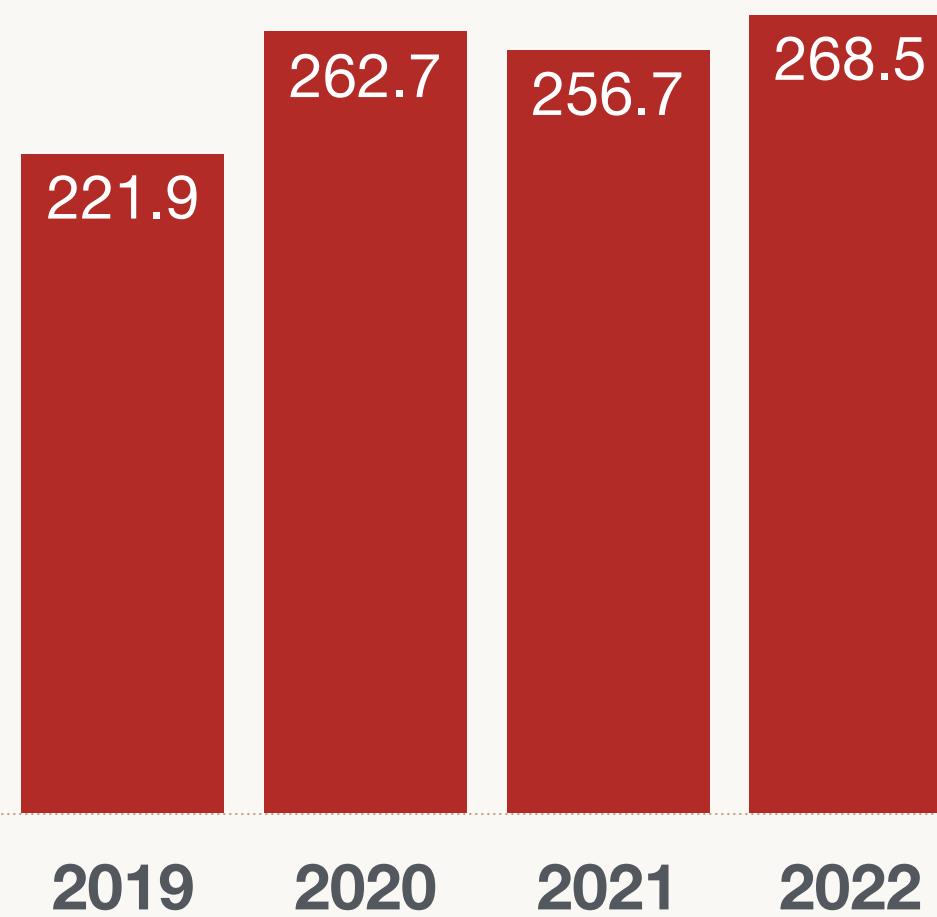


# Balance Sheet as of June 30, 2022

KD Millions

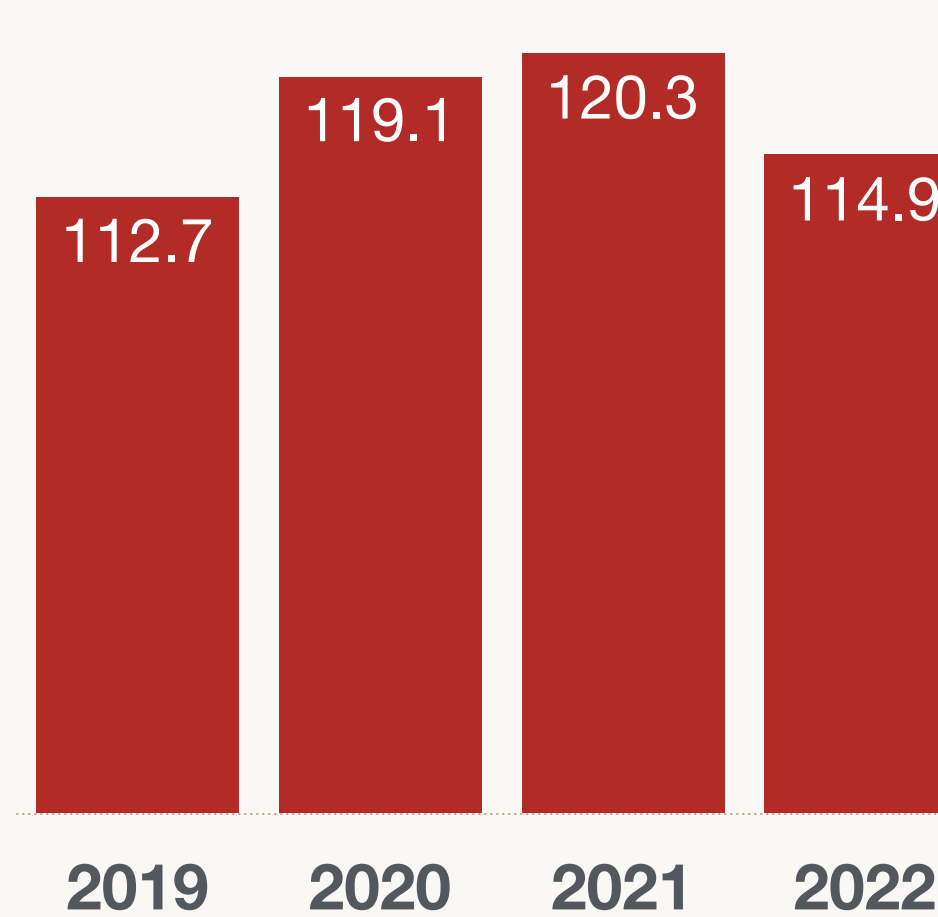
## Total Assets

KD Millions



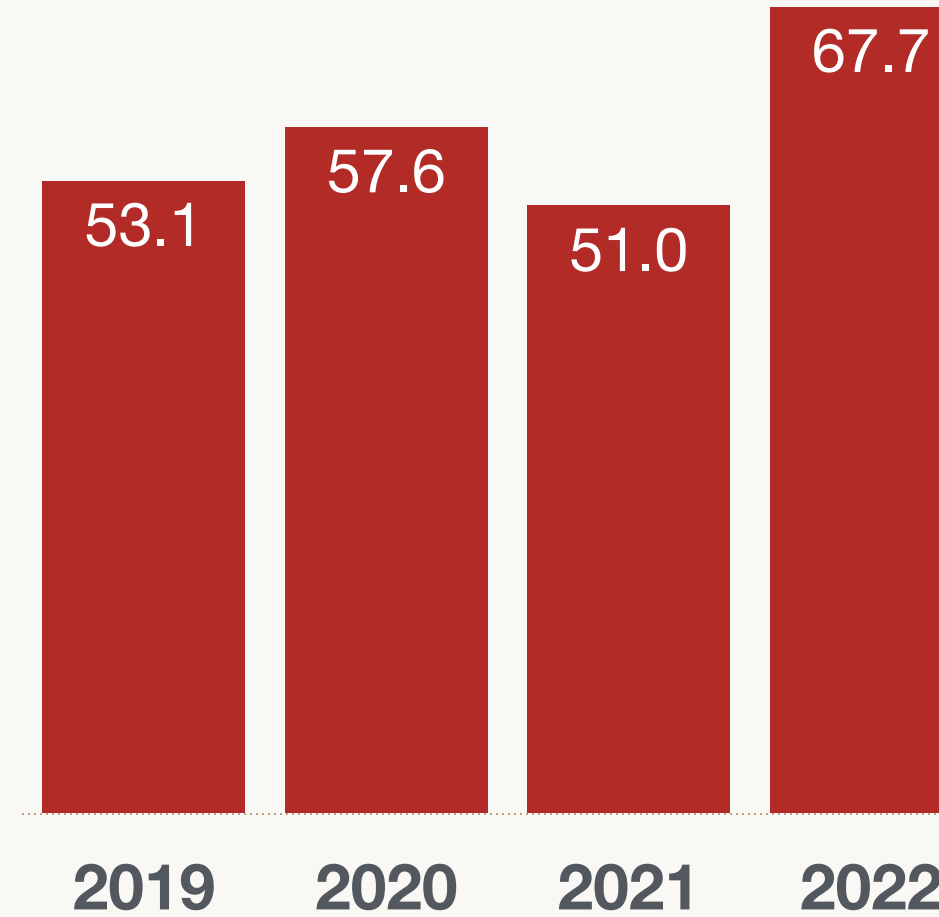
## Equity

KD Millions



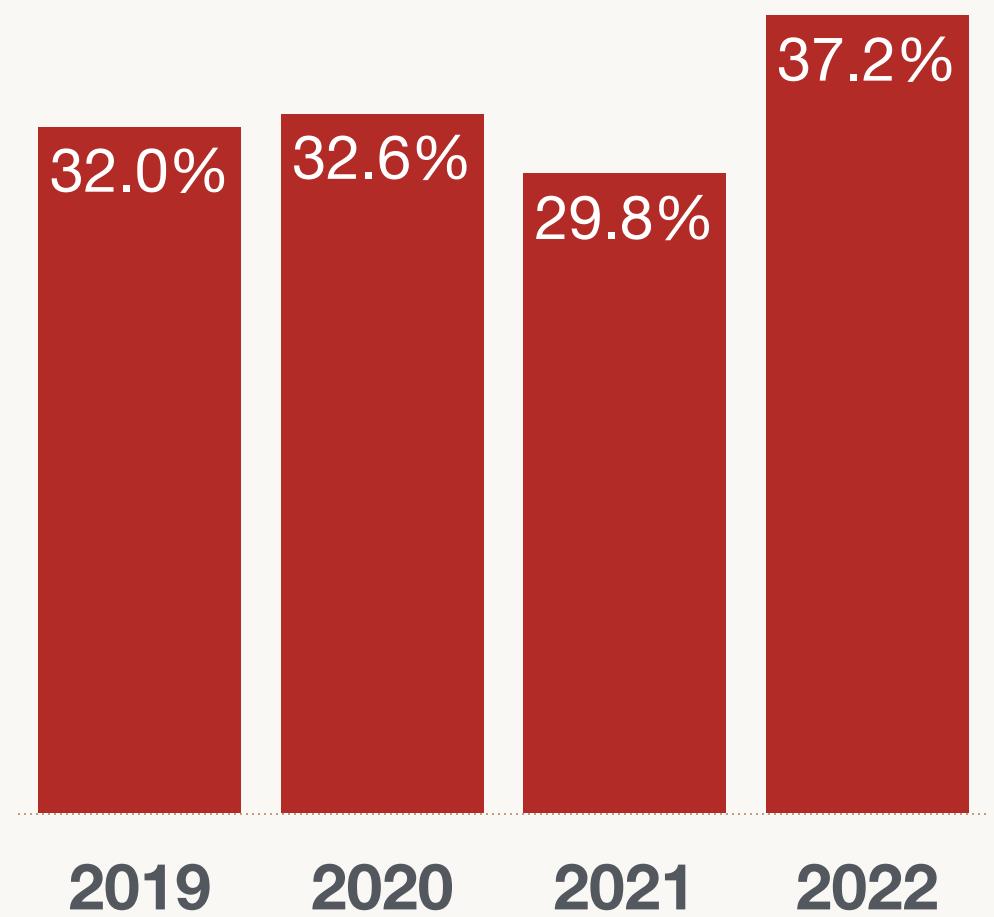
## Net Debt

KD Millions



## Net Debt to Capitalization

%





# A note on debt levels

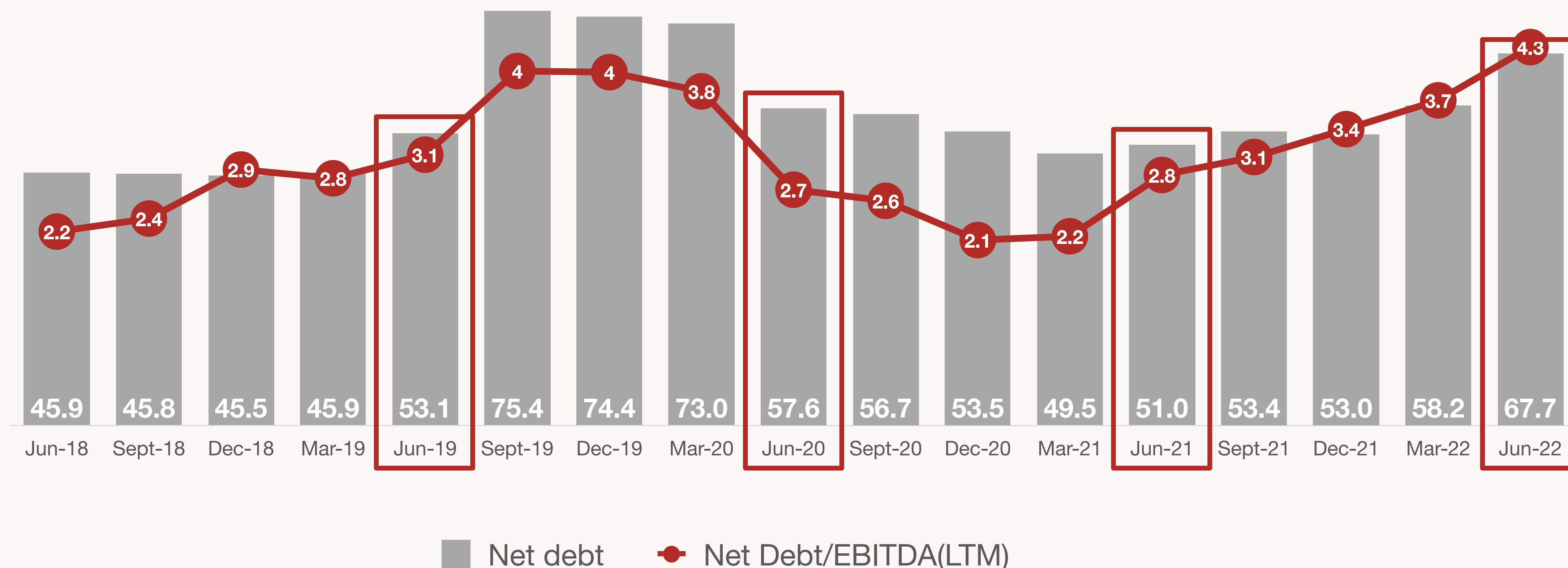
KD Millions



## Net Debt stood at **KD 67.7 million**:

Up by KD 16.7. million from June 2021 levels, mainly due to 5.1 million increase in Capital Investment and KD 11.6 million decrease in cash balances.

Net Debt / EBITDA of 4.3 (Yearly) up by 2.2 vs June 2021.







Q&A



## Investor Relations Contact

***Omar Fouda***

Investor Relations Manager  
omar.fouda@mezzan.com