



المحترمين

السادة / شركة بورصة الكويت

تحية طيبة وبعد ،،،

الموضوع: إفصاح من (ميزان) بشأن مؤتمر المحللين/المستثمرين للربع الأول من العام 2024

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 سنوي لمناقشة نتائج البيانات المالية للشركة عن الفترة المنتهية في 31 مارس 2024 وذلك اليوم الإثنين الموافق 2024/05/13 عن طريق البث المباشر على شبكة الإنترنت (Live Webcast) في تمام الساعة 02:00 بعد الظهر بالتوقيت المحلي لدولة الكويت. ونود الإشارة إلى عدم تداول أي معلومات جوهرية خلال المؤتمر.

مرفق لكم مرفق العرض التقديمي للمستثمرين عن الربع الأول للعام 2024 .

وتفضلوا بقبول فائق الاحترام ؛،،،

شركة ميزان القابضة

مدير الإدارة القانونية

وليد علي خليل



نموذج الإفصاح عن المعلومات الجوهريّة

2024/05/13	التاريخ
شركة ميزان القابضة (ش.م.ك.ع.)	اسم الشركة المدرجة
فقد تم عقد مؤتمر المحللين و المستثمرين الربع سنوي لمناقشة نتائج البيانات المالية للشركة عن الفترة المنتهية في 31 مارس 2024 وذلك اليوم الإثنين الموافق 2024/05/13 عن طريق البث المباشر على شبكة الإنترنت (Live Webcast) في تمام الساعة 02:00 بعد الظهر بالتوقيت المحلي لدولة الكويت. ونود الإشارة إلى عدم تداول أي معلومات جوهريّة خلال المؤتمر. مرفق لكم مرفق العرض التقديمي للمستثمرين عن الربع الأول للعام 2024 .	المعلومة الجوهريّة
-	أثر المعلومة الجوهريّة على المركز المالي للشركة

شركة ميزان القابضة
مدير الإدارة القانونيّة
وليد علي خليل



Q1 2024 Earnings Presentation

May 13, 2024



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Agenda

- Tailwinds & Headwinds
- Q1 2024 Highlights
- Results
- Financial Review
- Q&A





Mezzan Today: Tailwinds

- Accelerated portfolio & channel mix changes to mitigate input cost volatility and protect margins.
- Materializing efficiencies behind changes in own manufacturing landscape.
- Effective CAPEX management through prioritization of production and generating demand-focused investments.
- Rejuvenating our IS/IT landscape to support speed in decision making.





Mezzan Today: Headwinds

- Potential disruptions in the volatile supply environment, we are actively optimizing inventory management to accommodate these potential disruptions.
- Financing cost, though in line with investment plan associated with our healthcare division, we will continue to proactively seek opportunities to lower these commitments.





Mezzan Today: Earnings Highlights

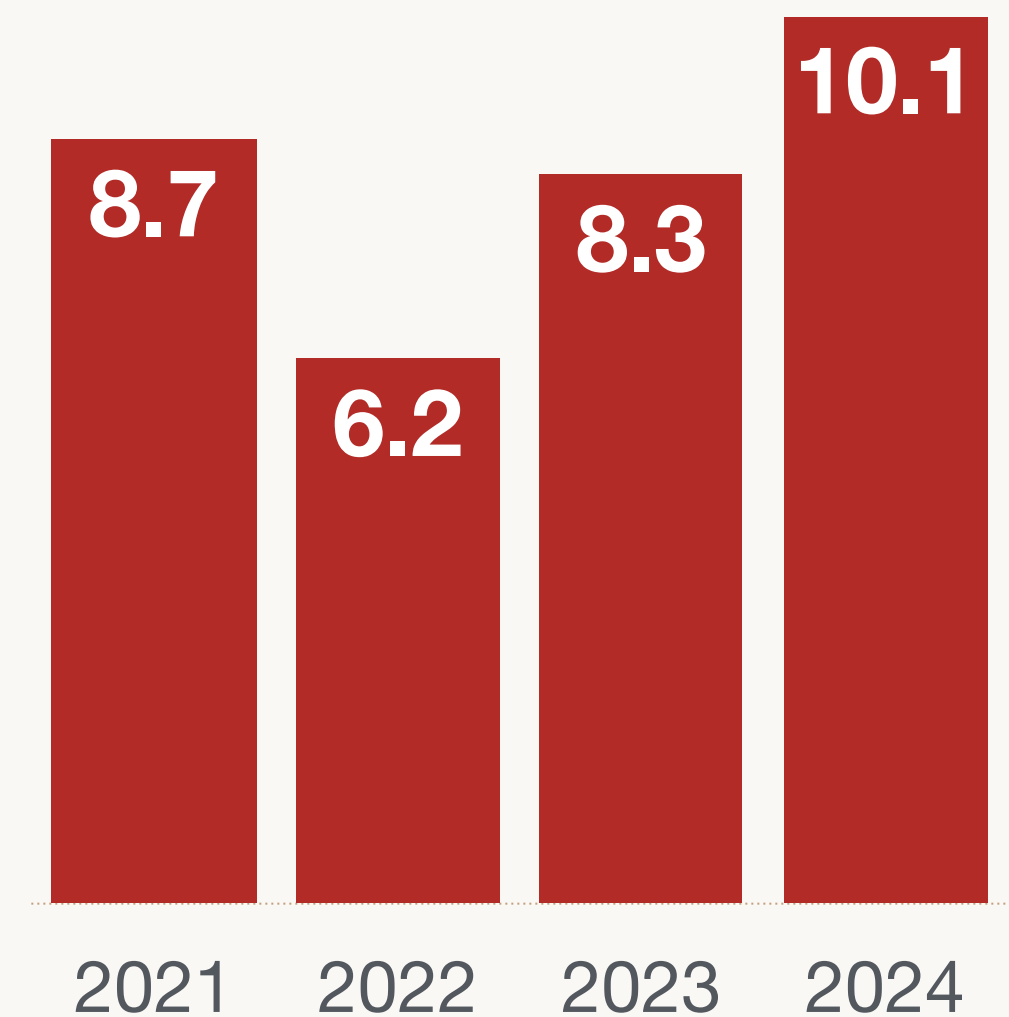
KD Millions

	Q1'24	Q1'23	% Diff
Revenue	85.5	79.0	+8.2%
EBITDA	10.1	8.3	+21.7%
Net Income	6.1	4.6	+32.1%
Net Profit	5.7	4.3	+33.9%

Attributable to Equity Holders of Parent Company

Q1 EBITDA (2020-2023)

KD Millions



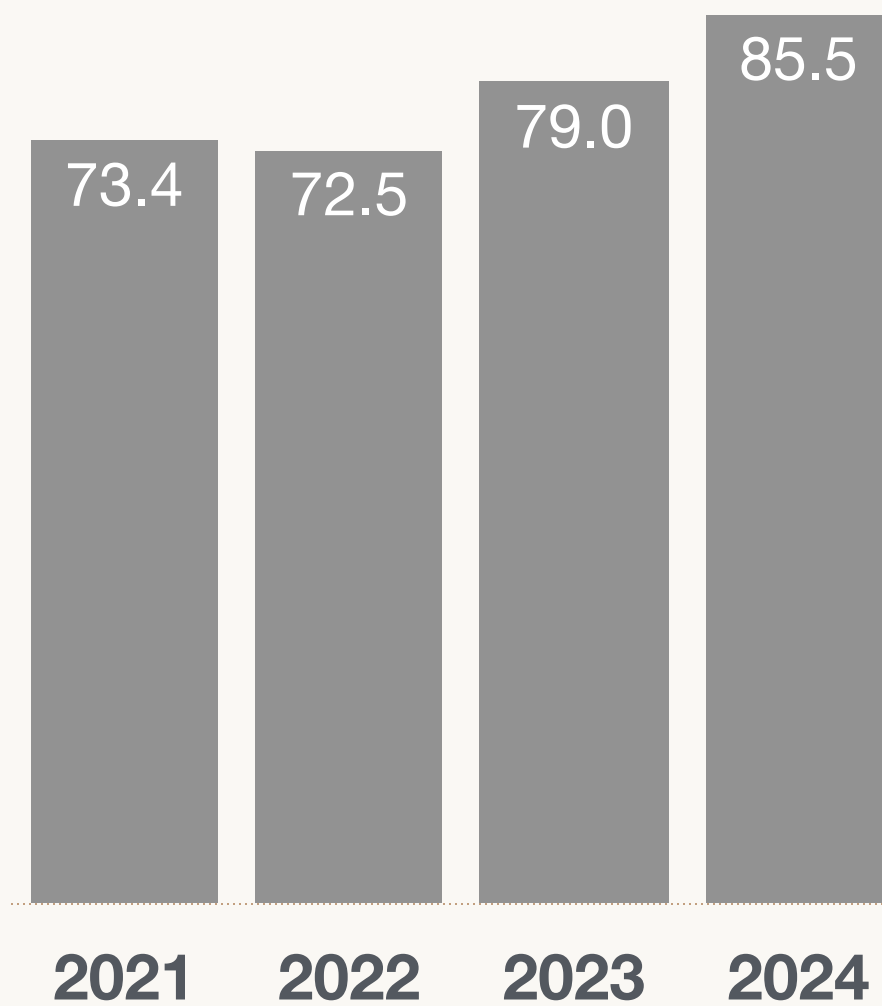
Note: All figures are rounded. Manual calculations for the variances and percentage difference may not align with the presented figures.



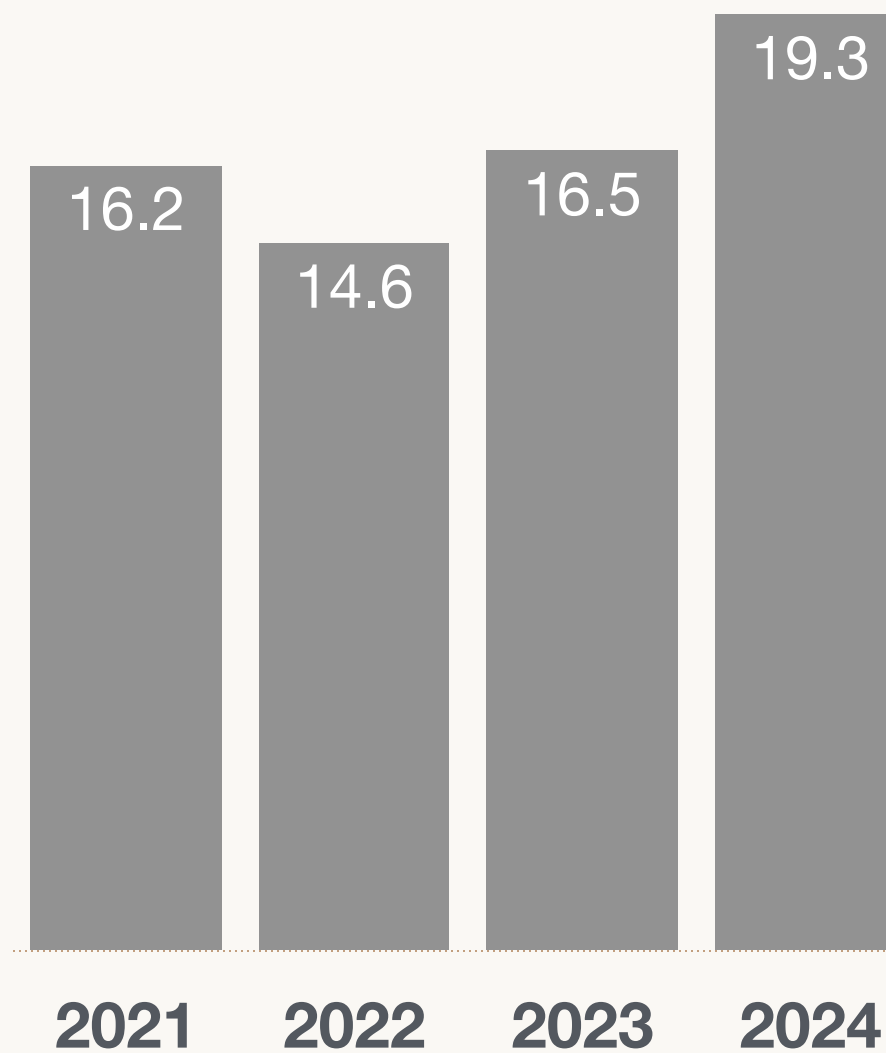
Mezzan Today: Q1 Comparative Performance

KD Millions

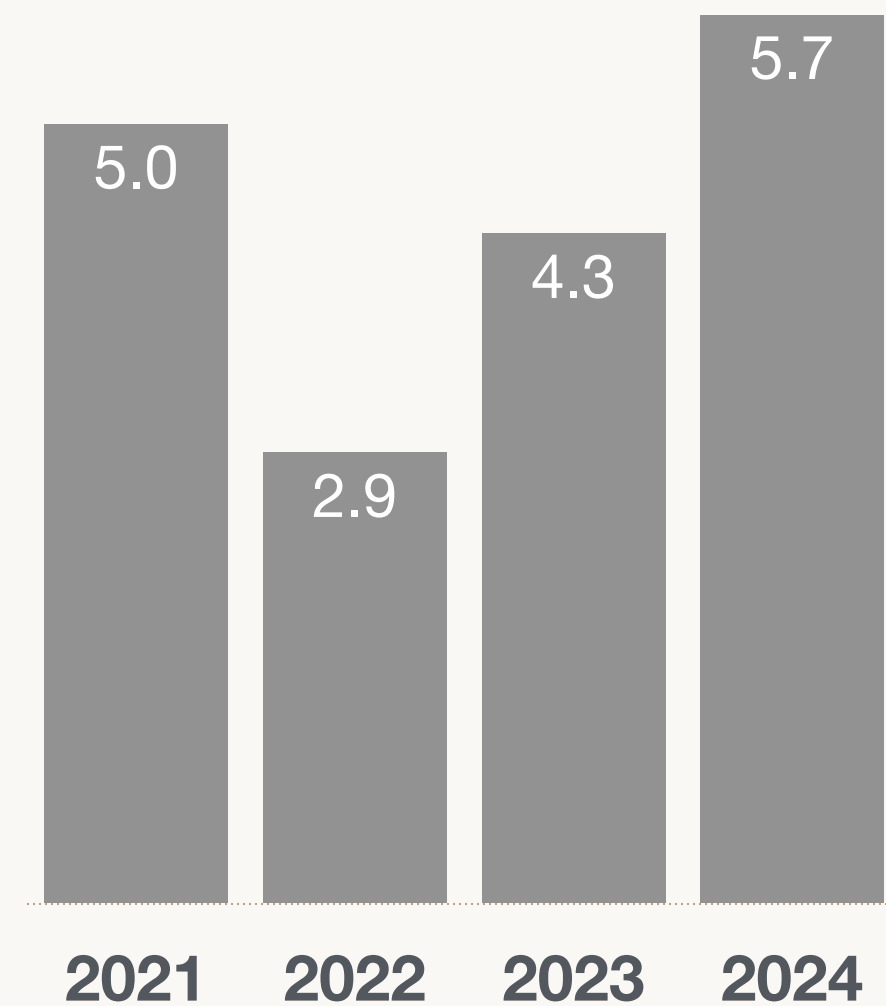
Q1 Revenue



Q1 Gross Profit



Q1 Net Profit (to shareholders)



Note: All figures are rounded. Manual calculations for the variances and percentage difference may not align with the presented figures.





Financial Review





Q1'24 Revenue: Contribution by Business Line

FOOD REVENUE +7%

Vs.Q1'23



61.4%

Share of of total Group Revenue

NON-FOOD REVENUE +10.2%

Vs.Q1'23



38.6%

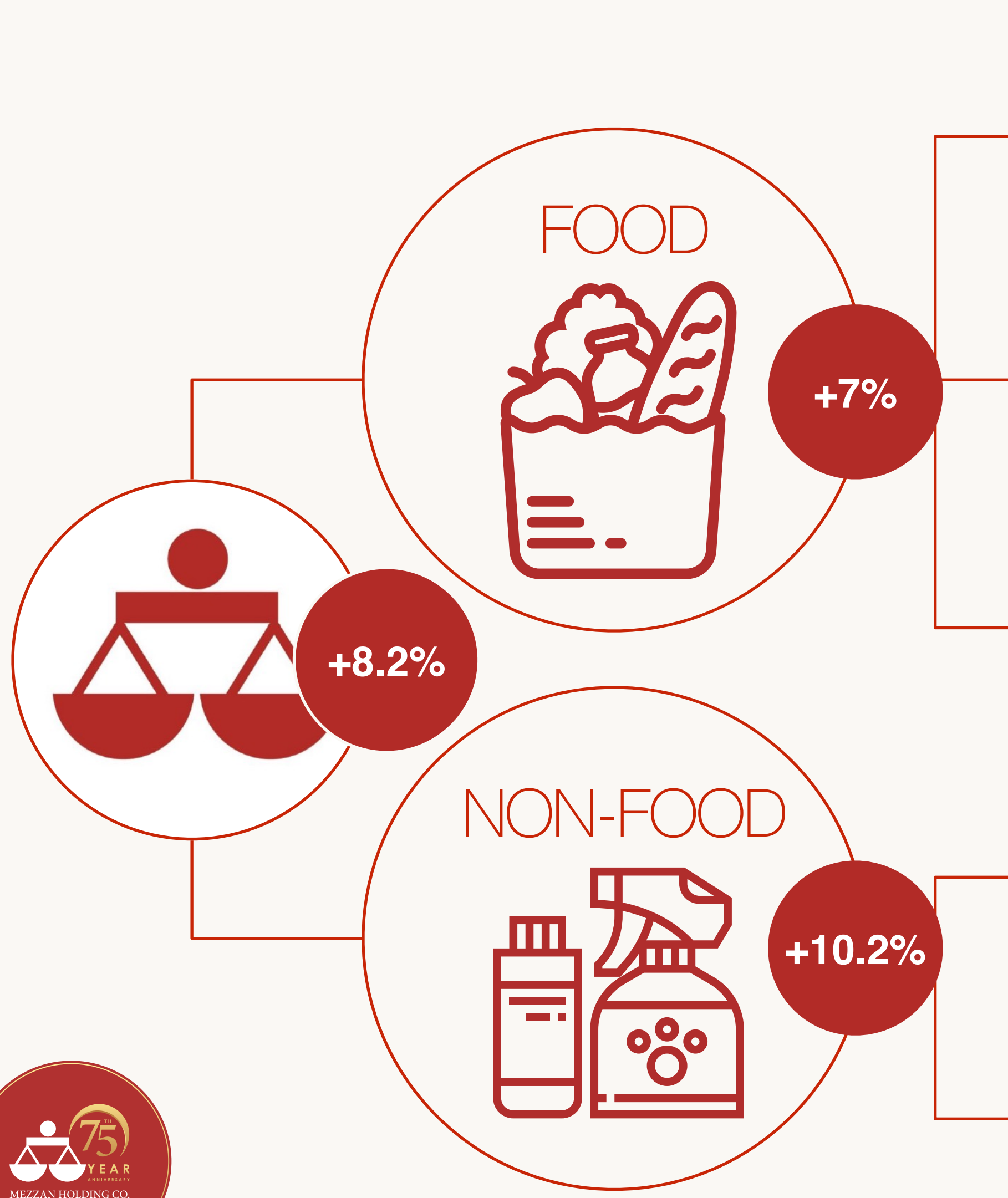
Share of of total Group Revenue





Q1'24 Revenue: Growth by Business Division

Vs.Q1'23



Manufacturing & Distribution

51.0%
of Group revenue

+8.4%

Catering

5.6%
of Group revenue

-12.1%

Services

4.8%
of Group revenue

+22.5%

FMCG & Healthcare

36.6%
of Group revenue

+11.5%

Industrials

2.0%
of Group revenue

-8.7%



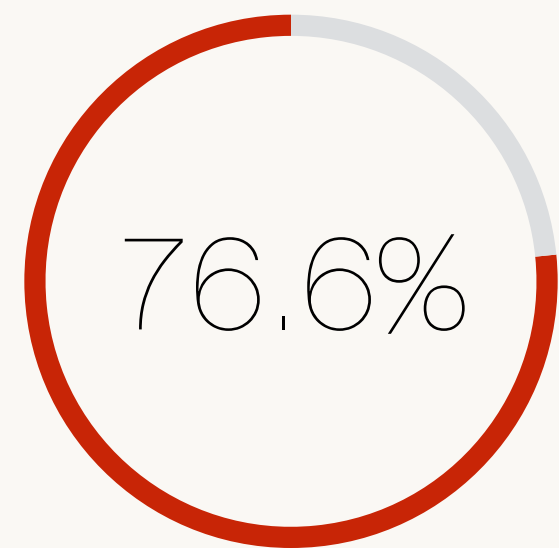


Q1'24 Revenue: Contribution and Growth by Country

○ Top-line Contribution

Vs.Q1'23

Kuwait



76.6%



+9.9%

UAE

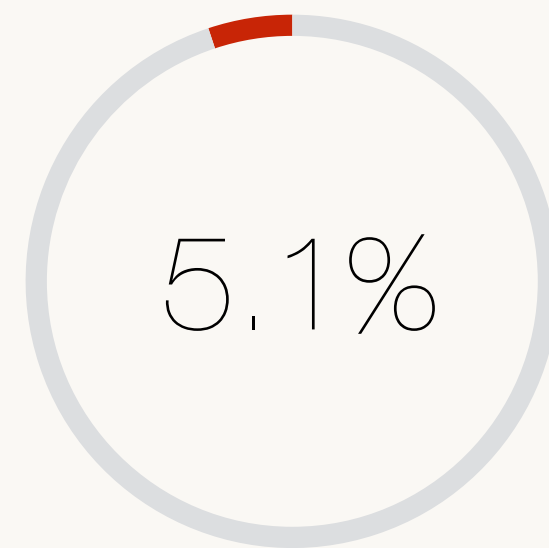


11.0%



+5.8%

Qatar

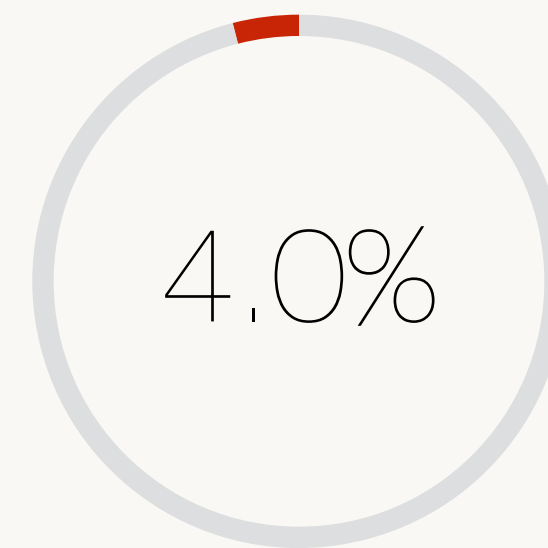


5.1%



-19.3%

Jordan

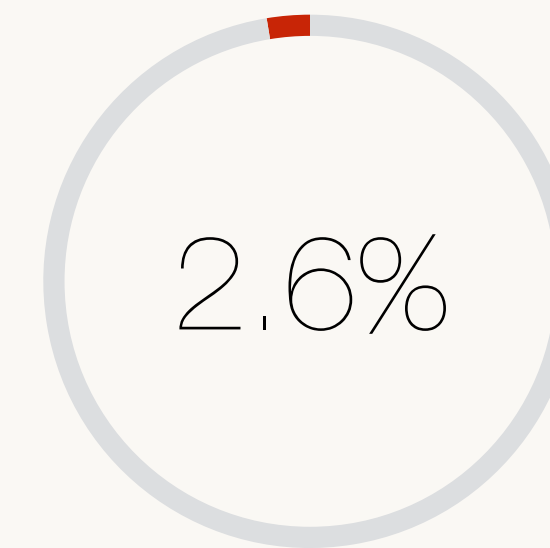


4.0%



+39.3%

KSA

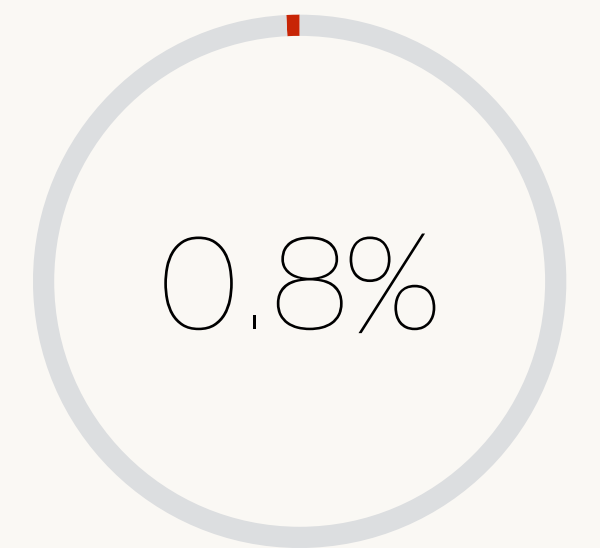


2.6%



+5.3%

Iraq



0.8%



+13.6%





Q1'24: P&L

KD Millions

	Q1'24	Q1'23	% Diff
Revenue	85.5	79.0	8.2%
Gross Margin	19.3	16.5	17.1%
	<i>GM %</i>	<i>20.9%</i>	1.7%
SG&A / Other	-11.4	-10.3	-10.3%
Operating Profit	7.9	6.1	28.6%
Other	-1.5	-1.4	-13.3%
Underlying Profit before Tax	6.4	4.8	33.0%
Tax	-0.3	-0.2	-54.7%
	<i>UNP %</i>	<i>5.8%</i>	22.7%
Net Profit Attributable to Shareholders	5.7	4.3	33.9%

Note: All figures are rounded. Manual calculations for the variances and percentage difference may not align with the presented figures.





Q1'24: CASHFLOW

KD Millions

	2024	2023	Diff
Operating Cashflow before WC changes	10.3	8.7	1.7
Working Capital / Other	-5.4	2.5	-7.9
Operating Cashflow	5.0	11.2	-6.2
Capital / Other	-1.7	-0.8	-0.9
Cash flow before Financing	3.3	10.4	-7.1
Dividends & Purchase of treasury shares	0.0	-0.3	0.3
Financing Costs / Other	-1.9	-1.8	-0.1
Cash flow after Financing	1.3	8.2	-6.9
FX translation	0.0	0.0	0.0
YTD Change in Net Debt	1.3	8.2	6.9



Cash on hand, as of 31 March 2024, have increased by KWD 5.1mn.

YOY Working Capital increased by KWD 8.9mn and working capital days increased by 2.8 days.

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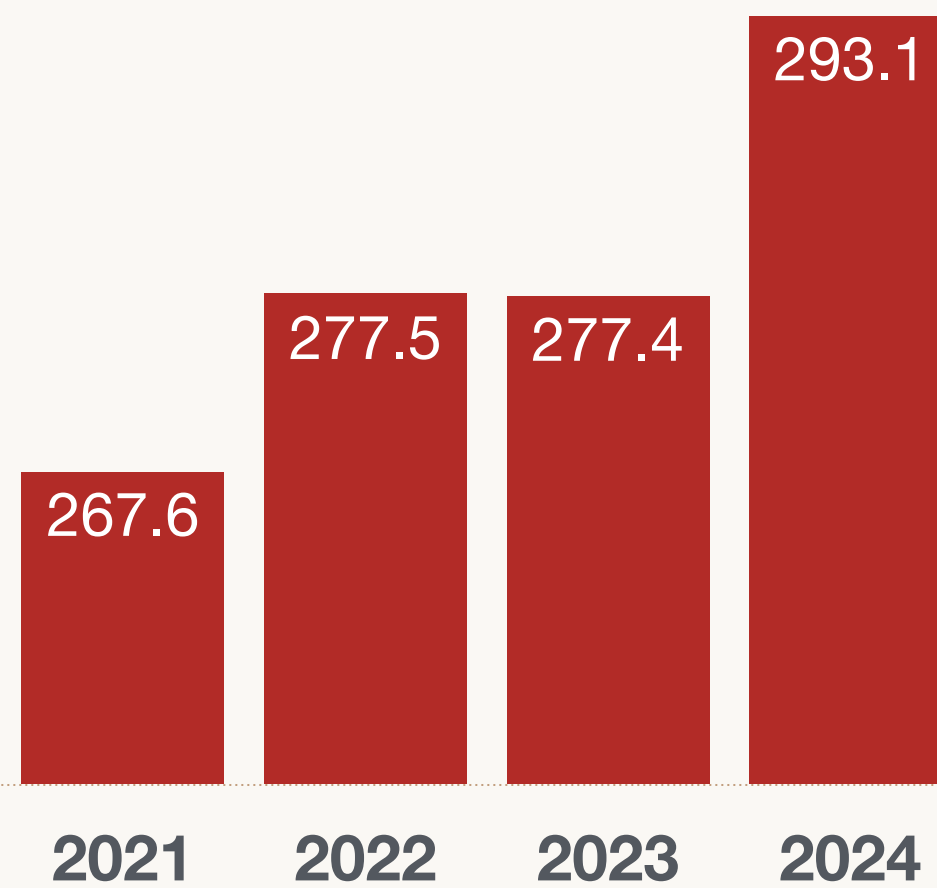


Balance Sheet as of March 31, 2024

KD Millions

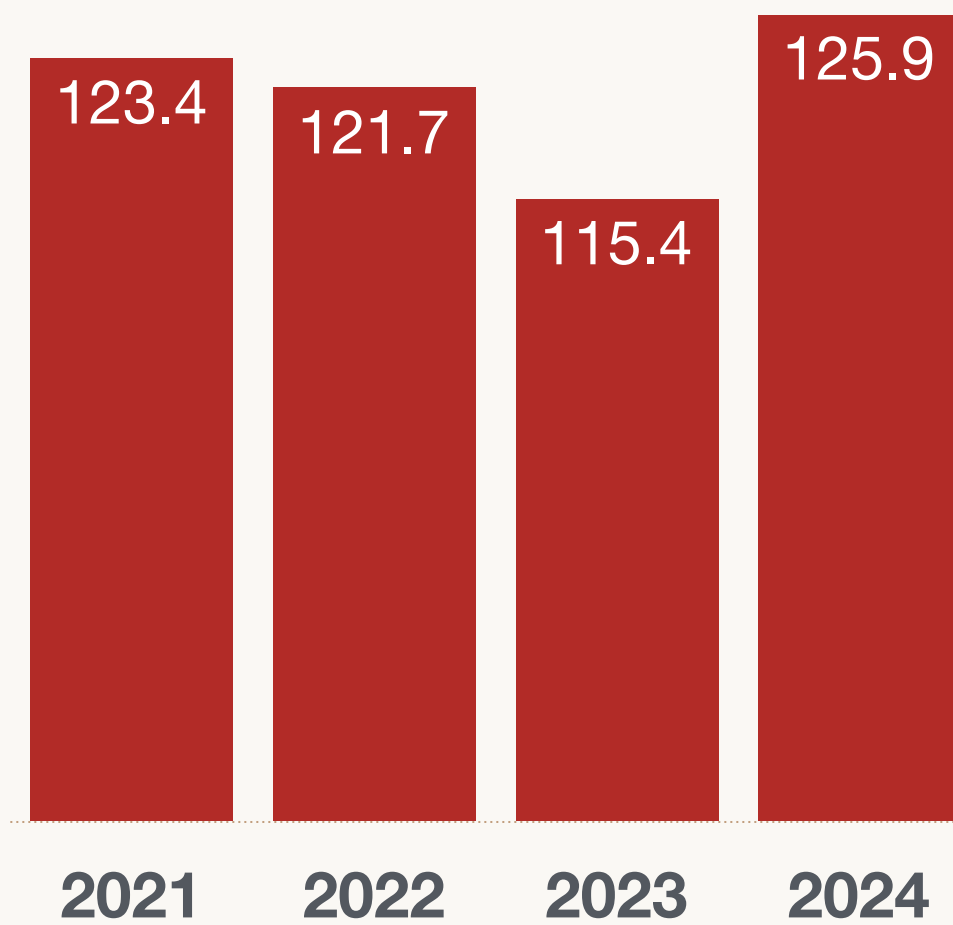
Total Assets

KD Millions



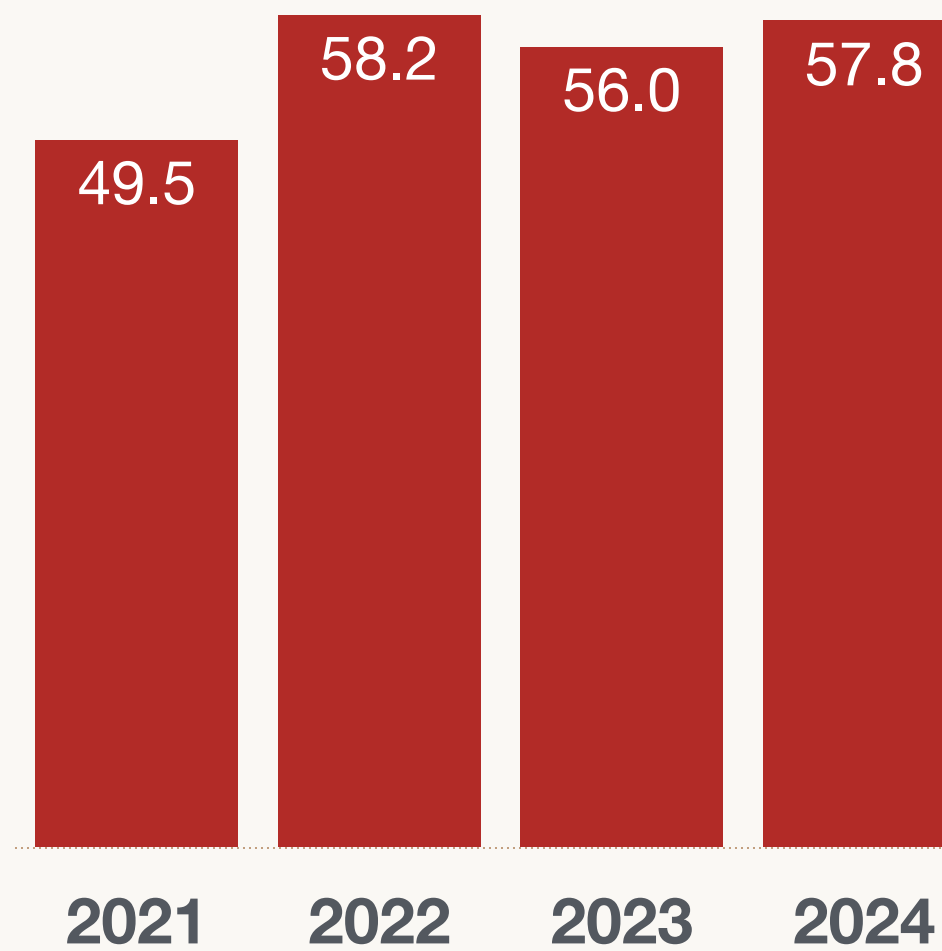
Equity

KD Millions



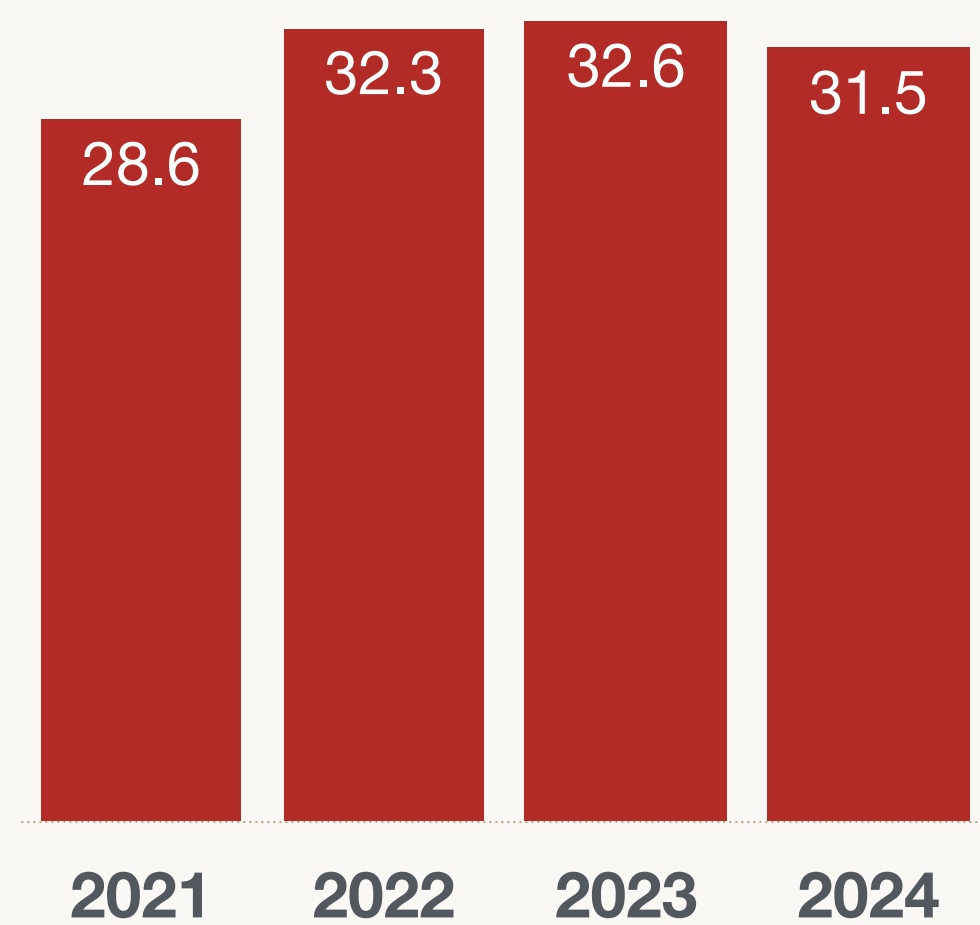
Net Debt

KD Millions



Net Debt to Capitalization

%



Note: All figures are rounded. Manual calculations for the variances and percentage difference may not align with the presented figures.





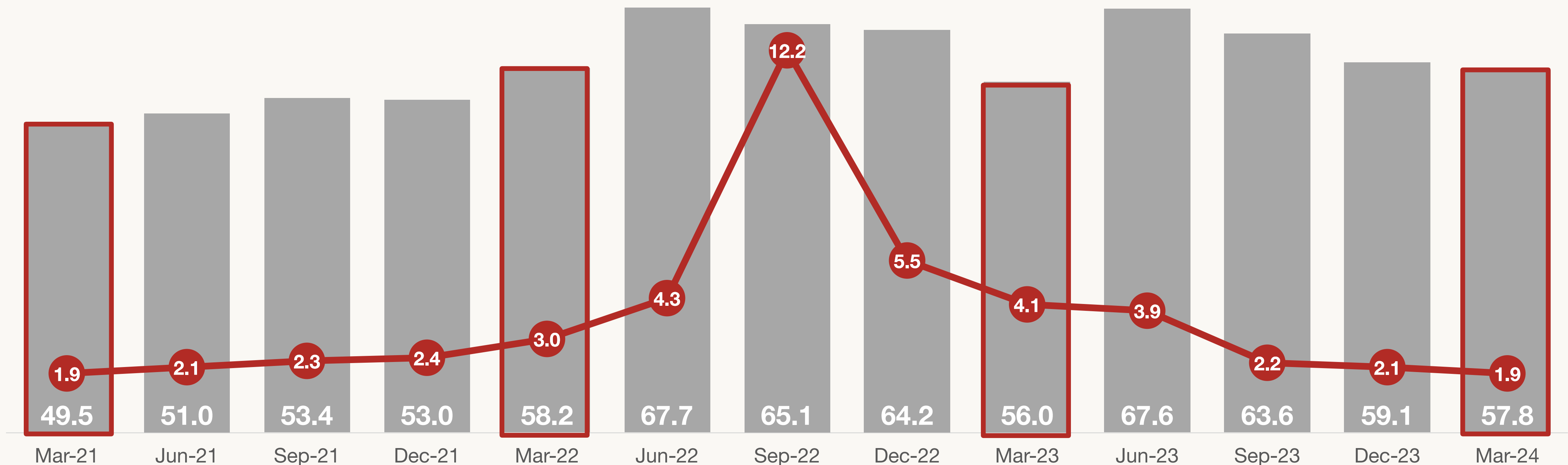
A note on debt levels

KD Millions



As of 31 March 2024: Net Debt stood at KWD 57.8mn, down by KWD 1.3mn from December 2023 levels.

- LTM Net Debt / EBITDA of 1.9x down by 2.2x vs Q1 2023



■ Net debt ● Net Debt/EBITDA (LTM)



Q&A





Investor Relations Contact

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