

Date: 04 August 2022

التاريخ: 04 أغسطس 2022

السادة/ إدارة خدمات وتطوير الإصدار المحترمين

To: Issuers and Development Services Department Boursa Kuwait

بورصة الكويت تحية طيبة وبعد،،،

Dear Sirs,

#### Subject: Analyst Conference Meeting – Q2 of FY 2022

With reference to the above, and in line with Boursa Kuwait Securities Company (K.P.S.C)'s (Boursa Kuwait) interest in adhering to Article (7-8-1/3) of the Boursa Kuwait Rulebook regarding the Listed Companies Obligations (Analyst Conference), Boursa Kuwait would like to report the following:

- 1. The Analyst / Investor Conference for Q2 of FY 2022 was conducted via live internet broadcast on Thursday 04/08/2022 at 2:00 p.m. (local time). There was no new material information discussed during the conference.
- 2. Attached is the Investor's Presentation for Q2 of FY 2022 for your reference.
- 3. Boursa Kuwait shall disclose the minutes of the Analyst/ Investor Conference within 3 working days post the date of the conference.

الموضوع: اجتماع مؤتمر المحللين - الربع الثاني من السنة المالية 2022

بالإشارة إلى الموضوع أعلاه، وحرصا من شركة بورصة الكويت للأوراق المالية (ش.م.ك) عامة (بورصة الكويت) على الالتزام بمتطلبات المادة (7-8-3/1) من كتاب قواعد البورصة بشأن إلتزامات الشركات المدرجة (الإفصاح عن مؤتمر المحللين)، نود الإفادة بما يلي:

- عقدت بورصة الكويت مؤتمر المحللين / المستثمرين للربع الثاني من السنة المالية 2022 عن طريق بث مباشر على شبكة الإنترنت في تمام الساعة 2 بعد الظهر يوم الخميس الموافق 2022/08/04 (وفق التوقيت المحلي)، حيث لم يتم الإفصاح عن أي معلومات جو هرية جديدة خلال المؤتمر.
- 2. مرفق العرض التقديمي للمستثمرين للربع الثاني من السنة المالية 2022.
- 3. سوف تقوم بورصة الكويت بالإفصاح عن محضر المؤتمر خلال 3 أيام عمل من تاريخ المؤتمر.

Sincerely Yours,

Mohammed Naim Azad Din Chief Financial Officer

وتفضلوا بقبول فانق الاحترام والتقدير،،،

محمد نعيم آزاددين رنيس قطاع الشؤون المالية



Copy to the Capital Markets Authority.

نسخة للسادة / هيئة أسواق المال.

#### نموذج الإفصاح عن المعلومات الجوهرية

#### **Disclosure of Material Information Form**

Date	Name of the Listed Company	اسم الشركة المدرجة	التاريخ
04 August 2022	Boursa Kuwait Securities Company (K.P.S.C.)	شركة بورصة الكويت للأوراق المالية (ش.م.ك.) عامة	04 أغسطس 2022
Materia	I Information	الجوهرية	المعلومة
1. The Analyst / Investor 2022 was conducted with Thursday 04/08/2022. There was no new maduring the conference. 2. Attached is the Investor FY 2022 for your refers. Boursa Kuwait shall.	tor's Presentation for Q2 of rence. disclose the minutes of the nference within 3 working	الثاثي من السنة المالية 2022 محللين / المستثمرين للربع الثاني من ث مباشر على شبكة الإنترنت في تمام الموافق 2022/08/04 (وفق التوقيت عن أي معلومات جوهرية جديدة خلال بن للربع الثاني من السنة المالية 2022. صاح عن محضر المؤتمر خلال 3 أيام	السنة المالية 2022 عن طريق به الساعة 2 بعد الظهر يوم الخميس المحلي)، حيث لم يتم الإفصاح على المؤتمر.
the financial po	the material information on sition of the company the material information on the company.	لى المركز المالي للسركة	أثر المعلومة الجوهرية على الم

Significant Effect on the financial position shall be mentioned if the material information can measure that effect, excluding the financial effect resulting from tenders or similar contracts.

If a Listed Company, which is a member of a Group, disclosed some material information related to it and has Significant Effect on other listed companies' which are members of the same Group, the other companies' disclosure obligations are limited to disclosing the information and the financial effect occurring to that company itself.

يتم يتم ذكر الأثر على المركز المالي في حال كانت المعلومة الجوهرية قابلة لقياس ذلك الأثر، ويستثنى الأثر المالي التاتج عن المناقصات والممارسات وما يشبهها من عقود.

إذا قامت شركة مدرجة من ضمن مجموعة بالإفصاح عن معلومة جوهرية تخصها ولها انعكاس موثر على باقي الشركات المدرجة من ضمن المجموعة، فإن واجب الإفصاح على باقي الشركات المدرجة ذات العلاقة يقتصر على ذكر المعلومة والأثر المالي المترتب على تلك الشركة بعينها.







# 1H FY2022

Earnings Briefing

Naim Azad Din, Chief Financial Officer Noura Al Abdulkareem, Head of Markets

4 Aug 2022

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By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.

# **AGENDA**



No.	Segments	Slide Nos.
1	1H 2022 – Financial Highlights and Performance	4
2	Business Updates	18
3	Q&A	25





# First Half FY2022

Financial Highlights and Performance Naim Azad Din, Chief Financial Officer

### 1H FY2022 FINANCIAL HIGHLIGHTS



- Operating revenue continued its growth trajectory in 2Q 2022 and contributed towards the total increase of 23.90% YoY to KWD 18.43 million from KWD 14.88 million.
- Operating expenses reported a decrease by 17.25% YoY or by approximately KWD 1.04 million to KWD 4.99 million compared to KWD 6.03 million. This resulted in an improved Cost to Income ratio of 27.08% compared to 40.54% recorded in the corresponding period in 2021.
- Resultantly, the Operating profit improved to KWD 13.44 million from KWD 8.85 million or by 51.95%, approximately KWD 4.60 million.
- Net profit (Attributable to Equity Holders of Parent Company) surged by 36.75% YoY to KWD 10.72 million from KWD 7.84 million. This resulted in Earnings Per Share of 53.37 Fils compared to 39.03 Fils recorded in the corresponding period in 2021.
- Operating profit growth is partly driven by the strong performances in value traded that contributed to the robust growth in Trading Commission,
   Clearing and Settlement operations and lower Operating expenses recorded during the period under review.

		·
OPE	RATING REVENUE	
•	KWD	18,432,080
•	0	23.90%

**Note:** Reclassification of Reversal of ECL to Non-operating Income

VALUE TRADED								
•	KWD	8,416,501,423						
•	•	30.12%						

		•	U	•	
OPE	RATING EXP	ENSES			
•	KWD			(4,990,507	7)
•	O			(17.25)	%

**Note**: Reclassification of Reversal of ECL to Non-operating Income

COS	ST TO INCOME RATIO	
•	1H FY2022	27.08%
•	1H FY2021	40.54%

**Note:** Reclassification of Reversal of ECL to Non-operating Income

OPE	OPERATING PROFIT						
•	KWD	13,441,573					
•	•	51.95%					

**Note:** Reclassification of Reversal of ECL to Non-operating Income

ncor	me	
OPI	ERATING PROFIT MARGIN	
•	1H FY2022	72.92%
•	1H FY2021	59.46%

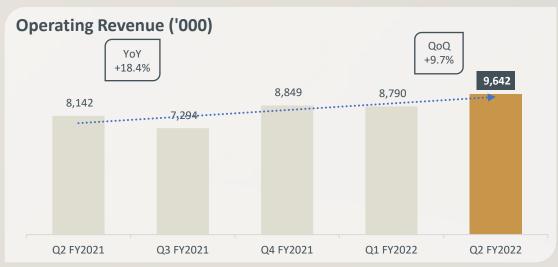
**Note:** Reclassification of Reversal of ECL to Non-operating Income

NP A	ATTRI. TO EQ. HOL	DERS OF PARENT
•	KWD	10,715,704
•		36.75%

EPS	ATTRI. TO EQ. HC	LDERS OF PARENT
•	Fils	53.37
•	0	36.75%

### FINANCIAL PERFORMANCE – QUARTERLY TREND





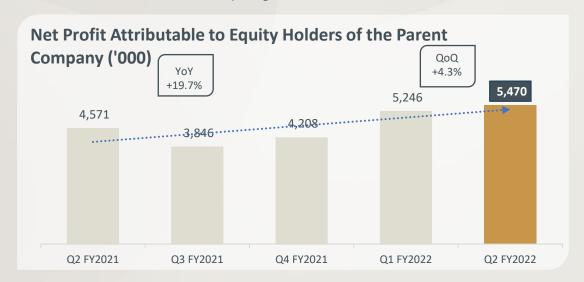
Note: Reclassification of Reversal of ECL to Non-operating Income



Note: Reclassification of Reversal of ECL to Non-operating Income

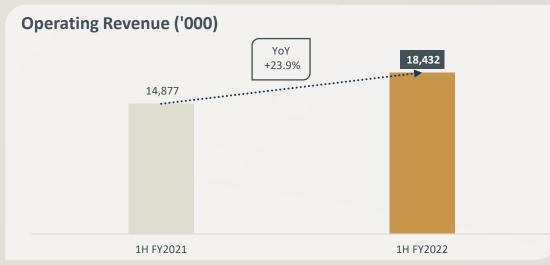


Note: Reclassification of Reversal of ECL to Non-operating Income



### FINANCIAL PERFORMANCE - YTD TREND

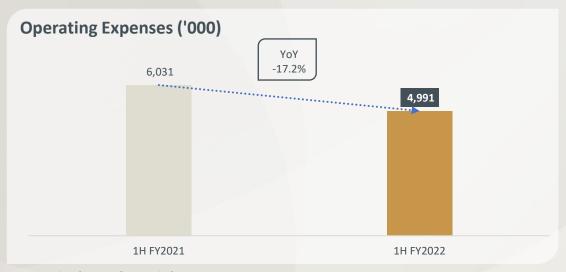




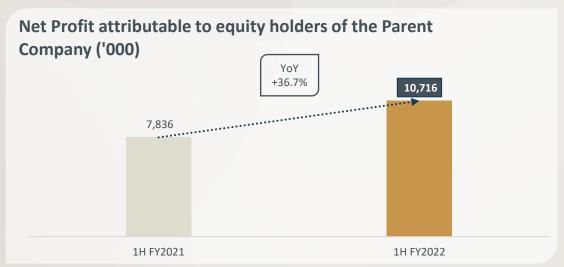
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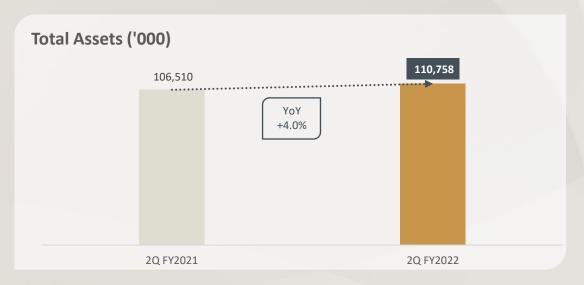


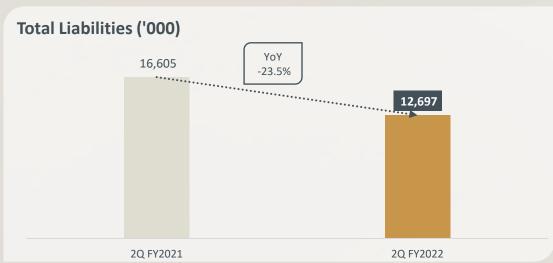
Note: Reclassification of Reversal of ECL to Non-operating Income

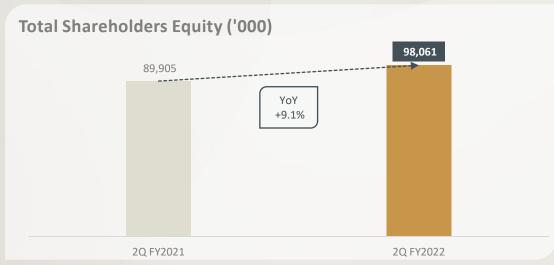


# CONSOLIDATED STATEMENT OF FINANCIAL POSITION – ANNUAL TREND









Note: Equity Attributable to Equity Holders of the Parent Company stood at KWD 58,273,583, a 10.8% increase.

### **2Q22 OPERATING REVENUE**



#### Contribution by revenue streams

		Operating Revenue ('000)														
	Subscrip	tion Fee	Trading Co	ommission	Clea	aring	Shareholders Register		areholders Register Central Depository		Settlement		Miscellaneous		Tota	al
Q2 FY2022	1,936	20.08%	2,815	29.19%	1,486	15.41%	1,015	10.52%	1,047	10.85%	765	7.93%	579	6.00%	9,642	
Q2 FY2021	1,703	20.91%	2,751	33.79%	748	9.18%	722	8.87%	769	9.45%	773	9.50%	675	8.29%	8,142	
YoY	13.72%	0	2.31%	0	98.75%	0	40.48%	0	36.02%	•	-1.12%	0	-14.29%	0	18.42%	0



### YTD OPERATING REVENUE

#### Contribution by revenue streams

		Operating Revenue ('000)																
	Subscrip	tion Fee	Trading Co	ommission	Clea	Clearing Sh		Shareholders Register		Central Depository		ntral Depository Settlement		ement	Miscellaneous		Total	
1H FY2022	3,866	20.97%	5,860	31.79%	2,411	13.08%	1,684	9.14%	1,999	10.85%	1,458	7.91%	1,154	6.26%	18,43	32		
1H FY2021	3,405	22.89%	4,518	30.37%	1,503	10.11%	1,428	9.60%	1,475	9.92%	1,351	9.08%	1,196	8.04%	14,877			
YoY	13.51%	0	29.71%	0	60.35%	0	17.96%	0	35.52%	0	7.94%	0	-3.49%	0	23.90%	0		



## **2Q22 NON-OPERATING INCOME**



### Contribution by non-operating income streams

		Non-Operating Income ('000)									
	Investment Income Interest Income Rent Other Income								Total		
Q2 FY2022	25	5.47%	289	63.26%	121	26.42%	22	4.85%	457		
Q2 FY2021	36	4.62%	235	30.58%	210	27.28%	288	37.52%	768		
YoY	-29.61%	-29.61%							-40.55%	0	

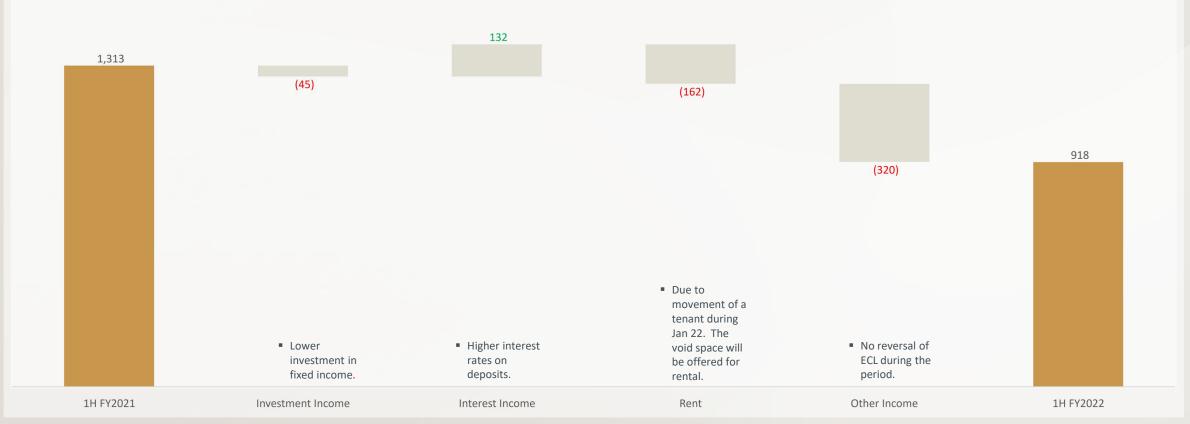


### YTD NON-OPERATING INCOME



### Contribution by non-operating income streams

		Non-Operating Income ('000)									
	Investment Income Interest Income Rent Other Income										
H1 FY2022	50	5.39%	575	62.67%	260	28.34%	33	3.60%	918		
H1 FY2021	94	7.19%	443	33.77%	422	32.14%	353	26.89%	1,313		
YoY	-47.56%	-47.56% <b>Q</b> 29.81% <b>1</b> -38.33% <b>Q</b> -90.63%							-30.05%	0	

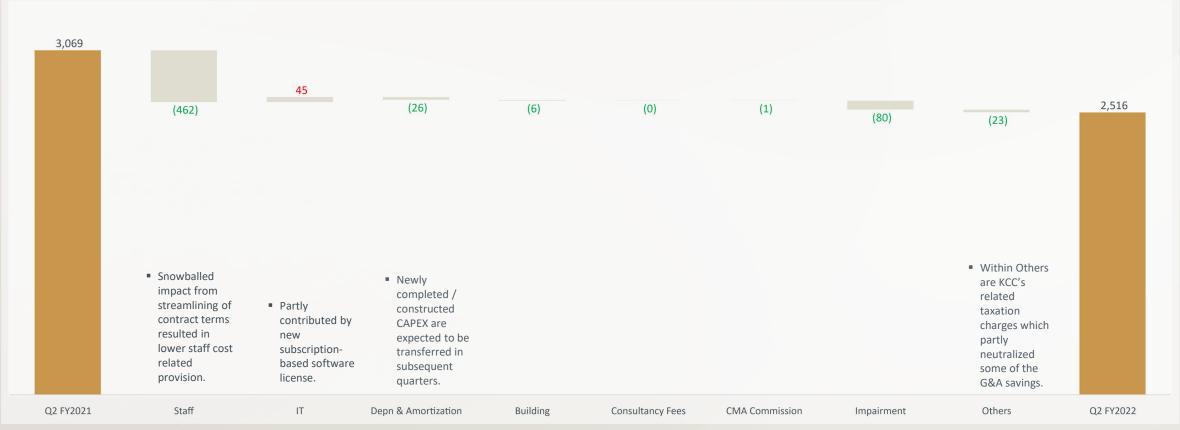


### **2Q22 OPERATING EXPENSES**



#### Prudent approach to cost management

	Operating Expenses ('000)																	
	St	aff	T	Т	Depn & An	nortization	Buil	ding	Consulta	ncy Fees	CMA Cor	nmission	Impair	rment	Oth	ers	Tota	1
Q2 FY2022	1,487	59.10%	320	12.71%	209	8.29%	63	2.52%	140	5.55%	90	3.58%	0	0.00%	208	8.26%	2,510	6
Q2 FY2021	1,949	63.50%	275	8.95%	234	7.64%	70	2.27%	140	4.55%	91	2.95%	80	2.61%	231	7.52%	3,069	9
YoY	-23.69%	0	16.39%	0	-11.02%	0	-9.06%	0	-0.13%	0	-0.62%	0	-100.00%	0	-10.00%	0	-18.01%	•

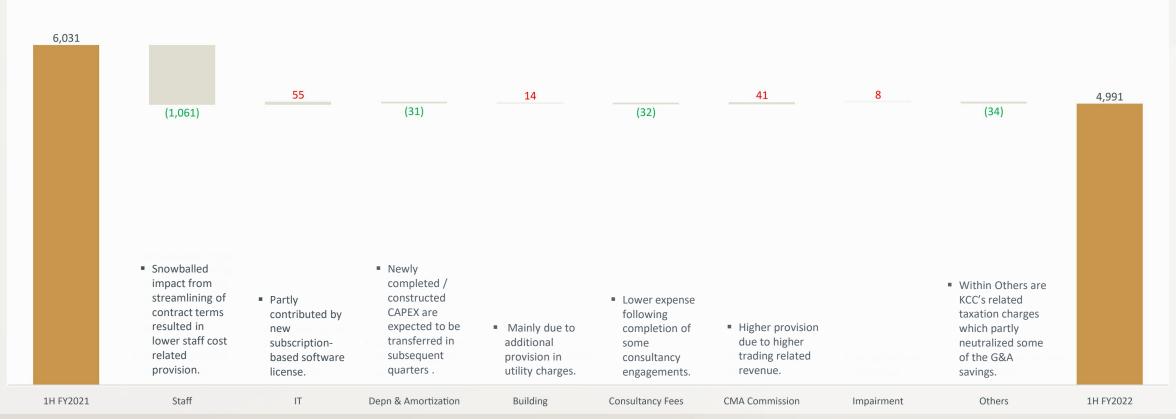


### YTD OPERATING EXPENSES



### Prudent approach to cost management

	Operating Expenses ('000)																	
	Sta	aff	ľ	Т	Depn & An	nortization	Buil	ding	Consulta	ncy Fees	CMA Cor	nmission	Impai	rment	Oth	iers	Total	
H1 FY2022	2,915	58.41%	578	11.57%	426	8.55%	143	2.86%	204	4.09%	187	3.76%	132	2.64%	406	8.13%	4,991	
H1 FY2021	3,976	65.94%	522	8.66%	457	7.58%	128	2.13%	236	3.91%	147	2.44%	124	2.05%	440	7.30%	6,031	
YoY	-26.69%	0	10.62%	0	-6.76%	0	11.25%	0	-13.41%	0	27.58%	0	6.36%	0	-7.83%	0	-17.25%	)

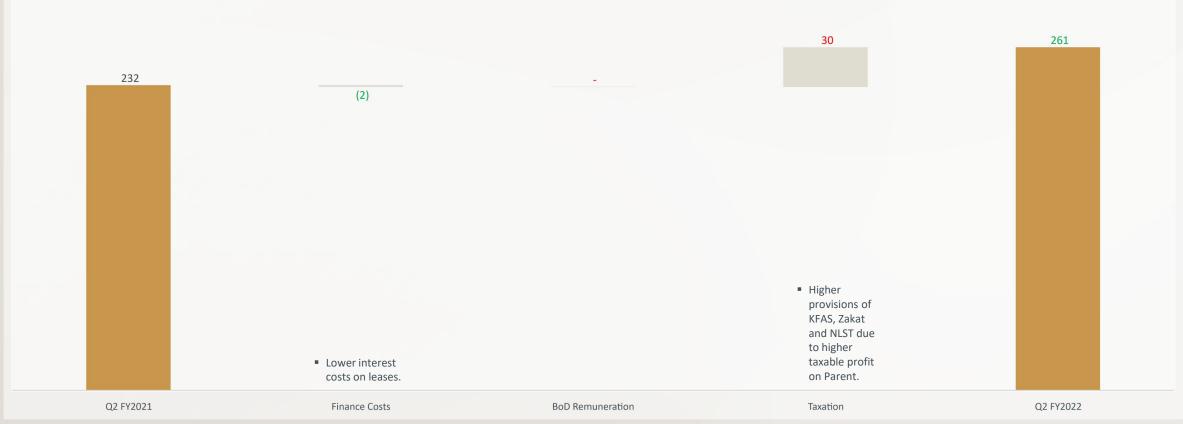


### 2Q22 NON-OPERATING EXPENSES



Net increase is mainly due to higher provisions of Taxation

	Financ	Finance Costs BoD Remuneration Taxation						
Q2 FY2022	10	3.67%	0	0.00%	251	96.33%	261	
Q2 FY2021	11	4.78%	0	0.00%	221	95.22%	232	
YoY	-13.84%	0			13.78%	0	12.46%	0

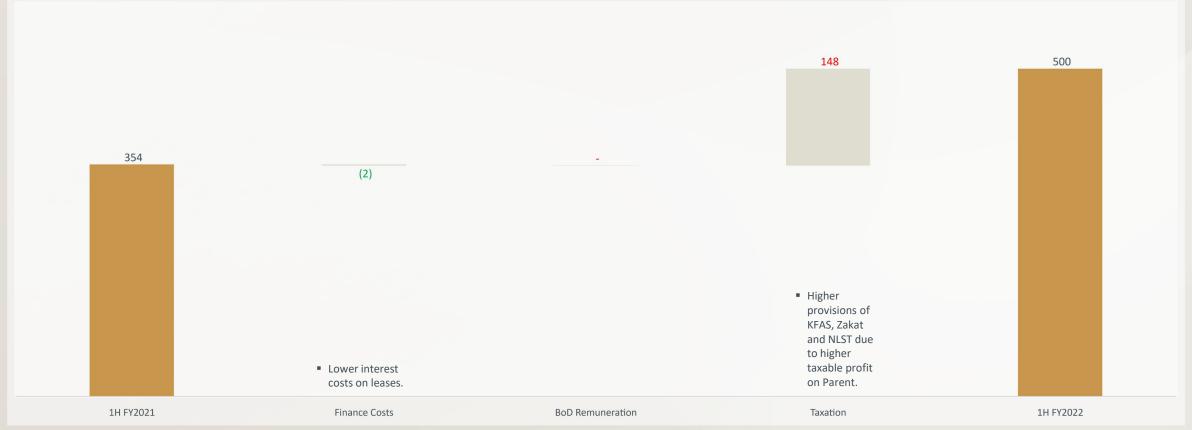


### YTD NON-OPERATING EXPENSES



Net increase is mainly due to higher provisions of Taxation

	Finance Costs BoD Remuneration Taxation							
H1 FY2022	20	4.07%	0	0.00%	479	95.93%	500	
H1 FY2021	22	6.36%	0	0.00%	331	93.64%	354	
YoY	-9.57%	0			44.73%	0	41.28%	0



### **KEY INDICATORS**



- High Operating profit margin and Return on Average Equity of 72.92% and 33.86% respectively.
- Operating revenue of KWD 18.43 million, increased by 23.90% YoY. Operating profit improved to KWD 13.44 million, up by 51.95% and Net profit (Attributable to Equity Holders of Parent Company) increased to KWD 10.72 million, up by 36.75% YoY.
- For the quarter, the blended trading commission stood at 6.42 bps compared to 6.99 bps a year earlier, down by -8.11% YoY. Year to date, the blended trading commission stood at 6.54 bps compared to 6.91 bps recorded in 2021.

	2Q FY2021	3Q FY2021	4Q FY2021	1Q FY2022	2Q FY2022
Operating Revenue ('000)	8,142	7,294	8,849	8,790	9,642
Operating Expenses ('000)	(3,069)	(2,999)	(3,644)	(2,474)	(2,516)
Cost to Income Ratio	37.69%	41.11%	41.18%	28.15%	26.09%
Operating Profit ('000)	5,074	4,295	5,205	6,315	7,126
Operating Profit Margin	62.31%	58.89%	58.82%	71.85%	73.91%
Net Profit Attributable to Equity Holder of the Parent Company ('000)	4,571	3,846	4,208	5,246	5,470
Net Profit Margin Attributable to Equity Holder of the Parent Company	56.14%	52.73%	47.56%	59.68%	56.73%
Return on Average Equity	65.66%	29.77%	28.02%	32.83%	33.86%
EPS Attributable to Equity Holder of the Parent Company (fils)	22.77	19.16	20.96	26.13	27.25
DPS (fils)	-	-	65.00	-	-
Total Dividends ('000)	-	-	13,050	-	-
Blended Trading Commission (bps)	6.99	6.98	7.03	6.67	6.42

Note: All figures in KWD unless otherwise stated and may be subject to rounding.



# First Half FY2022

**Business Updates** 

Noura Al Abdulkareem, Head of Markets

### MARKET DEVELOPMENTS

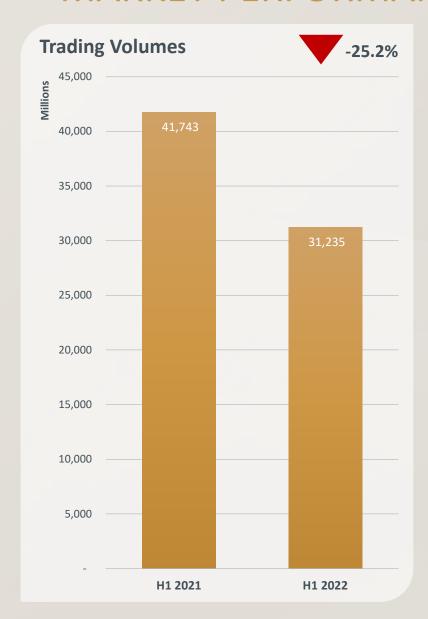


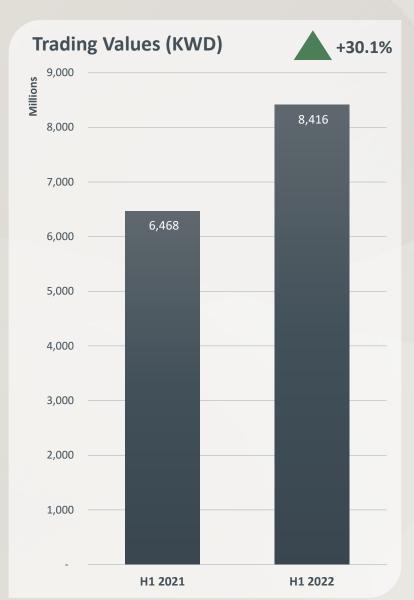
Diversifying product offerings, increasing accessibility and transparency of our Market while continuing improving infrastructures.

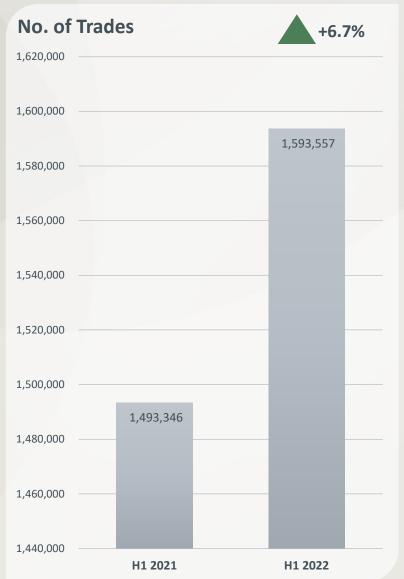
MD1	MD2	MD3.1	MD3.2	MD4
<ul> <li>Ticks &amp; Price Limits</li> <li>Settlement Cycle &amp; Corporate Actions</li> <li>Market Makers</li> <li>Randomized Closing Auction</li> </ul>	<ul> <li>Market Segmentation</li> <li>Circuit Breakers</li> <li>OTC Platform</li> <li>Boursa Kuwait Rulebook</li> </ul>	<ul> <li>REITs</li> <li>Intentional Crossing</li> <li>Trade-at-Last</li> <li>Closing Auction Amendment</li> <li>Tender Offers</li> <li>Swaps</li> <li>Short-selling &amp; SLB</li> </ul>	<ul> <li>Netting</li> <li>Tradable Rights Issue</li> <li>Margin Lending for IC</li> <li>Cash CCP</li> <li>Fixed Income</li> <li>ETFs (Equity &amp; Commodity)</li> <li>Margin Lending for QB</li> </ul>	<ul> <li>Derivatives CCP</li> <li>Derivatives (SSF &amp; IF)</li> <li>Derivatives (Options)</li> </ul>
2017	2018	2019	2020-22	2022-24

### MARKET PERFORMANCE



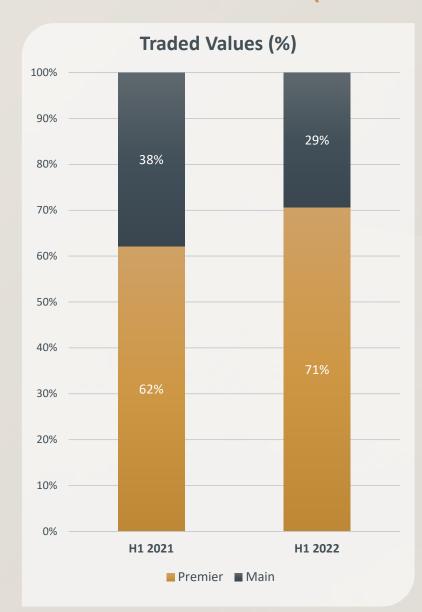


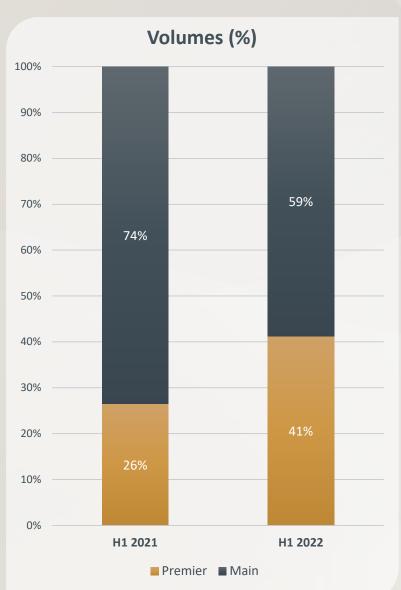


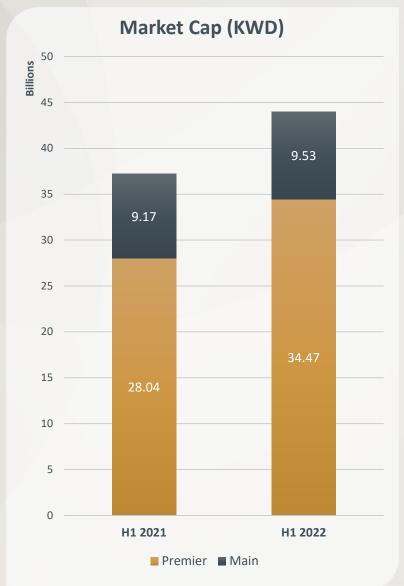


# MARKET SPLIT (Premier vs Main Markets)



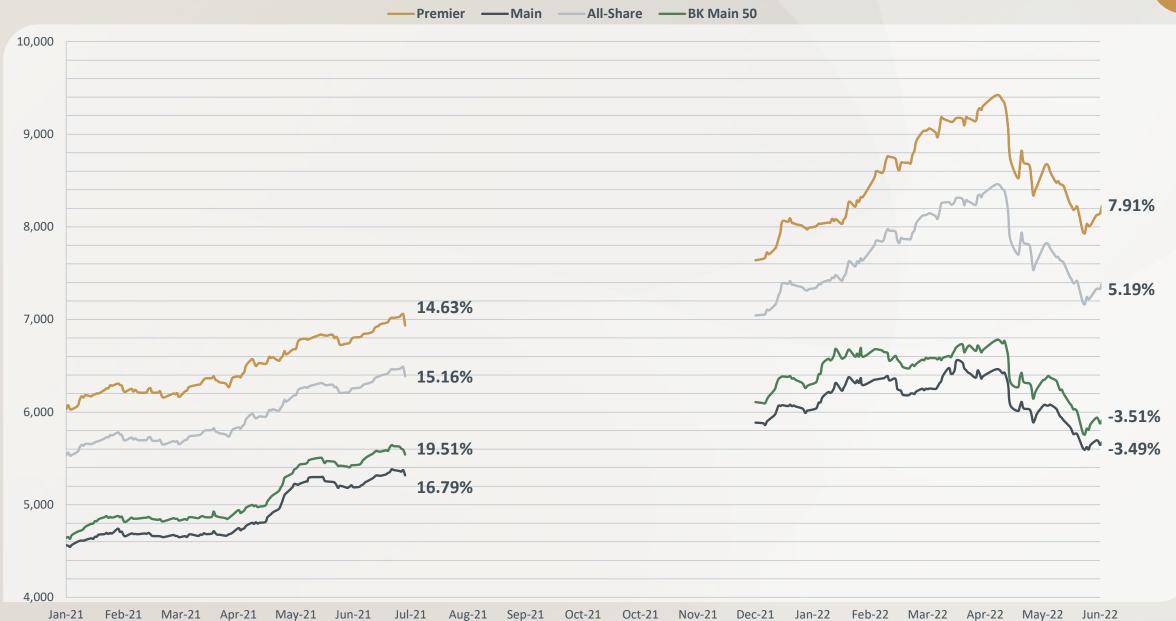






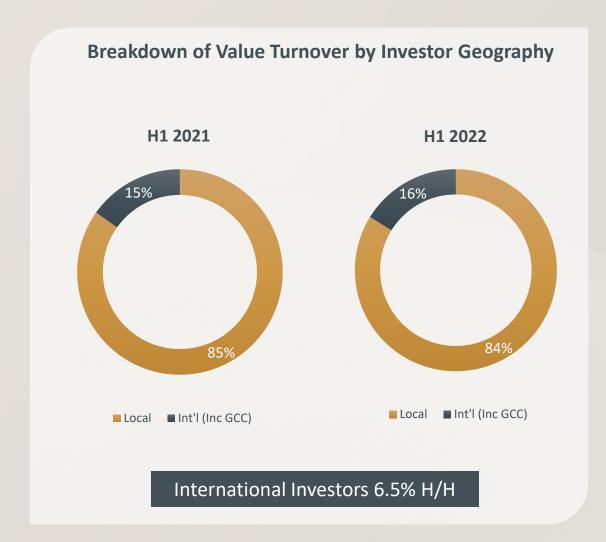
### INDEX PERFORMANCE

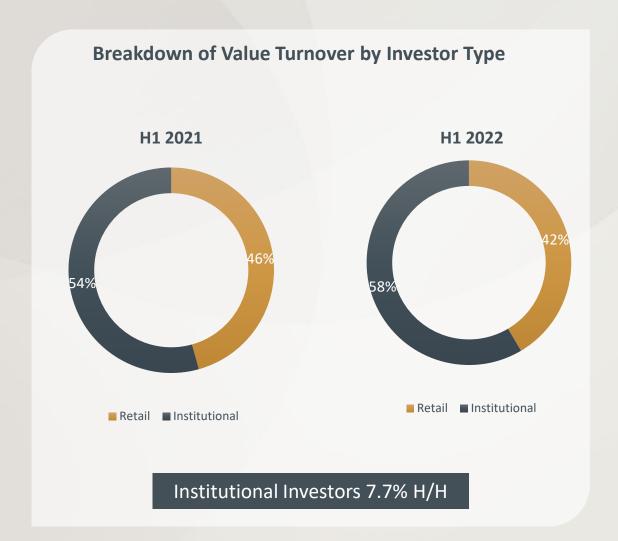




### **INVESTOR TURNOVER**

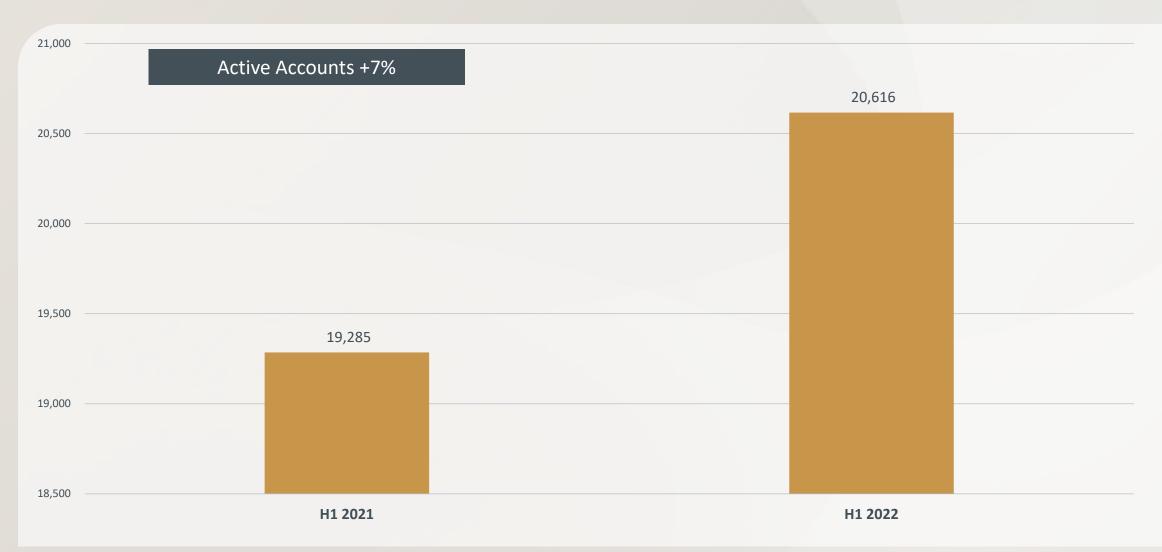






### **ACTIVE ACCOUNTS**





Active Accounts are those that have executed one trade at least in the last six months





### **BOURSA KUWAIT SHARE INFORMATION**



■ Legal Name Boursa Kuwait Securities Company K.P.S.C

■ Date Established 21 April 2014

Regulated By
Kuwait's Capital Markets Authority (CMA)

Listing Date14 September 2020

■ Exchange Ticker BOURSA

■ Code 827

Bloomberg Ticker
BOURSA KK

■ Thomson Reuters Ticker BOURSA.KW

■ ISIN KW0EQ0607022

SectorFinancial Services

■ Paid-Up Share Capital KWD 20,077,575.000

■ Outstanding Number of Shares 200,775,750

■ Par-value per Share KWD 0.100

■ **Fiscal Year** 31 December

RegistrarKuwait Clearing Company

Major Shareholders (over 5%)		
National Investments Co. and group (Al-Bawaba Al-Watania General Trading & Contracting Co.)	Direct & Indirect	15.46%
Arzan Financial Group For Financing & Investment	Direct	14.41%
Gulf Cable & Electrical Industries Co.	Indirect	14.41%
The Public Institution for Social Security	Direct	6.00%

# ANALYST COVERAGE



Research House	Analysts	Date	Target Price (KWD)	Rating
EFG HERMES	Elena Sanchez, CFA Ahmed El-Shazly	6 July 2022	3.07	BUY
Arqaam Capital	Jaap Meijer, MBA, CFA Janany Vamadeva	20 February 2022	2.59	BUY

### **AWARDS**



### WORLD FINANCE

Most Sustainable Company in the Financial Services Industry for 2022

Boursa Kuwait was awarded Most Sustainable Company in the Financial Services Industry of the Year by <u>World Finance</u>



Outstanding Contribution to Capital Market
Development – Kuwait 2021

Boursa Kuwait was recognized by Global
Business Outlook Magazine for its
"Outstanding Contribution to Capital Market
Development" in 2021.



Sustainable Stock Exchange of the Year Middle East 2022

Boursa Kuwait was awarded Sustainable Stock Exchange of the Year in the Middle East by **Pan Finance** 



Best Investor Relations Company - Kuwait 2021

Boursa Kuwait was awarded "Best Investor Relations Company" by Global Banking & Finance Review.



Sustainable Stock Exchange of the Year - MENA 2021

Boursa Kuwait was awarded Sustainable Stock Exchange of the Year in the Middle East and North Africa by **Pan Finance** 



**Best Culture of Learning 2021** 

Boursa Kuwait was awarded "Best Culture of Learning" for employers below 500 employees in the Middle East Region 2021 by <u>LinkedIn</u>.

### **AWARDS**





Second Place in the Best Annual Report – Print Category for Small Cap Companies – Middle East 2021

Boursa Kuwait's 2020 Annual Report was voted second best annual report in the print category for Small Cap Companies in the Middle East by <a href="mailto:the Middle East Investor Relations">the Middle East Investor Relations</a>
<a href="mailto:Association">Association (MEIRA)</a>



**Most Improved Company 2018** 

Boursa Kuwait was voted "Most Improved Company" by the <u>Banker Middle</u>
<u>East</u> Magazine.

cfi.co

Best Digital Transformation Strategy – GCC 2021

Boursa Kuwait won the "Outstanding Contribution to the SDGs – GCC 2021" award from **Capital Finance International** magazine.

Cfi.co

Best Investor Relations Company - Kuwait 2021

Boursa Kuwait was awarded "Best Investor Relations Company" by <u>Global Banking &</u> <u>Finance Review.</u>

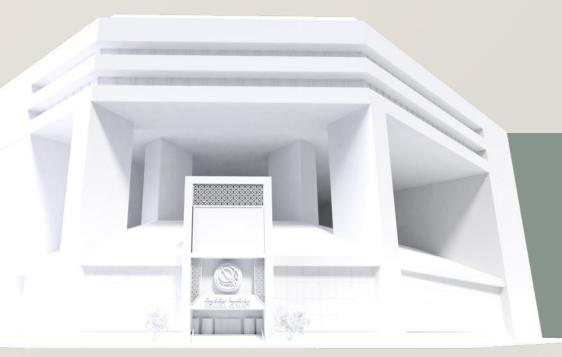


Best Securities Exchange Corporate
Governance – GCC 2018

Boursa Kuwait won the "Best Securities Exchange Corporate Governance – GCC" award from <u>Capital Finance</u> <u>International</u> magazine.

### **CONTACT INFORMATION**





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