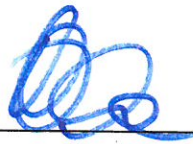


Date: 16 March 2022	التاريخ: 16 مارس 2022
To: Boursa Kuwait	الساده / شركة بورصة الكويت المحترمين
Subject: Analyst Conference Transcript for Q4 - 2021	تحية طيبة و بعد،،، الموضوع: محضر مؤتمر المحللين للربع الرابع من عام 2021
With Reference to the above subject, and pursuant to the requirements of Boursa Kuwait Rules as per Resolution No.(1) of 2018, kindly note that the quarterly Analyst Conference was held through a Live Webcast on Monday 14 March 2022 and there was no material information circulated during the conference.	بالإشارة الي الموضوع أعلاه، و عملاً بقواعد البورصة الصادرة بموجب قرار رقم (1) لسنة 2018 نحيطكم علماً بأن مؤتمر المحللين للربع الرابع من عام 2021 قد انعقد في يوم الاثنين 14 مارس 2022 عن طريق البث المباشر ولم يتم تداول اي معلومات جوهرية خلال المؤتمر.
- Attached is the presentation of the Analyst Conference and the transcript	- مرفق لكم العرض التقديمي و محضر المؤتمر و تفضلوا بقبول فائق التقدير والإحترام،،،
Financial Impact: No effect	الأثر المالي: لا يوجد اثر مالي




Mr. Andrew Paul Frain	السيد/ أندرو بول فران
Board Director and CEO	عضو مجلس إدارة والرئيس التنفيذي
Shamal Az-Zour Al-Oula Power and Water Company K.S.C. (Public)	شمال الزور الأولى للطاقة والمياه ش.م.ك - عامة



Shamal Az-Zour Al-Oula Power and Water Company KSC (Public) FY 2021 Earnings Webcast

14 March 2022

DISCLAIMER



This confidential document is provided for informational purposes only. THE INFORMATION SET OUT IN THIS PRESENTATION AND PROVIDED IN THE DISCUSSION SUBSEQUENT THERETO DOES NOT CONSTITUTE AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL SECURITIES IN ANY JURISDICTION. IT IS SOLELY FOR USE AT AN INVESTOR PRESENTATION AND IS PROVIDED AS INFORMATION ONLY. THIS PRESENTATION DOES NOT CONTAIN ALL THE INFORMATION THAT IS MATERIAL TO AN INVESTOR. THIS PRESENTATION HAS BEEN PREPARED BY AND IS THE SOLE RESPONSIBILITY OF Shamal Az-Zour Al-Oula KSCP ("THE "COMPANY").

The information contained in this document is proprietary and confidential to Shamal Az-Zour Al-Oula KSCP. You must only use such information for the purposes of discussions with Shamal Az-Zour Al-Oula KSCP and you must hold such information in strict confidence and not reproduce it or disclose it to any person, except as may be required by law.

You must not place any reliance for any purpose whatsoever on the information contained in this document. No representation or warranty, express or implied, is given by or on behalf of Shamal Az-Zour Al-Oula KSCP or any other person as to the accuracy or completeness of the information or opinions contained in this document and no liability whatsoever is accepted by Shamal Az-Zour Al-Oula KSCP or any other person for any loss howsoever arising, directly or indirectly, from any use of such information or opinions or otherwise arising in connection therewith.

Some information contained in this document has been obtained from sources prepared by other parties and it may not have been independently verified.

The supply of this document does not imply that the information within is correct at any time subsequent to the date of this document.

The information herein may be amended and supplemented and may not as such be relied upon for the purpose of entering into any transaction. This presentation may not be reproduced in whole or in part, distributed or transmitted to any other person without the Company's prior written consent. The information in this presentation and the views reflected there in are those of the Company and are subject to change without notice. All projections, valuations and statistical analyses are provided to assist the recipient in the evaluation of matters described herein. They maybe based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and to the extent that they are based on historical information, they should not be relied upon as an accurate prediction of future performance. This material is not intended to provide the basis for any recommendation that any investor should subscribe for or purchase any securities. This presentation does not disclose all the risks and other significant issues related to an investment in any securities / transaction. Past performance is not indicative of future results. The Company is under no obligation to update or keep current the information contained herein. No person shall have any right of action against the Company or any other person in relation to the accuracy or completeness of the information contained in this presentation. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and if given or made such information or representation must not be relied upon as having been authorized by or on behalf of the Company. This presentation does not constitute an offer or an agreement, or a solicitation of an offer or an agreement, to enter into any transaction (including the provision of any services). No assurance is given that any such transaction can or will be arranged or agreed. Certain statements in this presentation may constitute forward-looking statements. These statements reflect the Company's expectation and are subject to risk and uncertainties that may cause actual result to differ materially and may adversely affect the outcome and financial effects of the plan described herein. You are cautioned not to rely on such forward-looking statements. The Company does not assume any obligation to update its view of such risk and uncertainties or to publicly announce the result of any revision to any forward-looking statements made herein.

This document may contain forward-looking statements which, by their nature, involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by these statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described within this document. In particular, actual results may be adversely affected by future developments affecting inflation, interest rates, taxation, social instability or other economic, political or diplomatic or other matters. Forward-looking statements contained in this document that reference past trends or activities should not be taken as a representation that such trends or activities will continue.

BOARD & MANAGEMENT

Board of Directors



Chairman
Ahmad Othman
Al Mufham



Vice Chairman
Alexander Katon



Director and CEO
Andrew Paul
Frain



Director
Ghazi
Abdulrahman
Al Sanie



Director
Laurent Furedi



Director
Eyad Ali Al Fahh

Management Team



Director and CEO
Andrew Paul
Frain



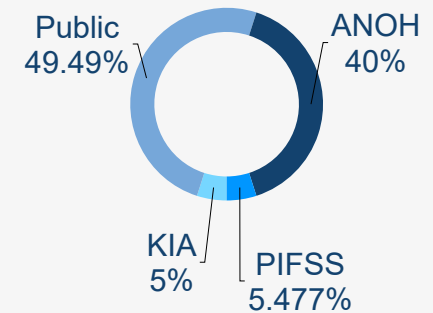
CFO
Bobby Agha



CTO
Naveen Chandra
Jha



Ownership Structure



ANOH: Azour North One Holding Company is a private entity owned by a consortium comprising ENGIE, Sumitomo Corporation, and Kuwait's A.H. Al Sagar & Brothers

KIA: Kuwait Investment Authority is the State of Kuwait's Sovereign Wealth Fund.

PIFSS: The Public Institution for Social Security is Kuwait's state-run pension fund.

Public: 50% of the Company's shares were offered to the Kuwaiti citizens in a public offering that took place in October and November of 2019.



AGENDA

- FY 2021 Highlights
- Key Events
- Questions and Answers

FY - 2021 HIGHLIGHTS


KWD MILLIONS

	4Q21	4Q20	<i>% Diff</i>	FY21	FY20	<i>% Diff</i>
Revenue	12.7	12.8	-0.5%	50.1	51.4	-2.4%
Operating Costs	4.0	4.4	-9.0%	15.0	15.6	-4.2%
Gross Profit	8.7	8.4	+4.0%	35.2	35.8	-1.7%
EBITDA	8.0	8.2	-2.0%	32.6	33.7	-3.1%
Net Profit	3.3	2.7	+21.2%	13.5	12.3	+10.3%

- Revenue was in line with management expectations for Q4 and YTD and was lower YTD due to planned outages at the plant.
- Operating costs were lower for the Q4 and YTD
- Gross profit margin remained healthy and consistent in Q4 and YTD
- EBITDA was lower in Q4 & YTD mainly due to lower operating revenue
- Net profit was higher in Q4 & YTD mainly due to lower interest expense as a result of lower interest rates compared to 2020 and loan capital repayments
- Net profit margin increased in Q4 and YTD

KEY EVENTS

- COVID-19 continues to impact the country and several businesses including plant operations. The plant is experiencing challenges with human resource but these are actively being managed given the situation. Results have not been significantly impacted and we hope the country returns back to normal soon in terms of activities, access and travel as we reach towards the tail end of the COVID-19 pandemic
- We continue to maintain a close working relationship with the MEW and invoices continue to be settled within a reasonable timeframe
- The Ordinary General Assembly has approved the 9 fils per share quarterly dividend which was paid out on 16 December 2021
- The Board has recommended a cash distribution of **5 fils per share** which is awaiting the Annual General Meeting for final approval.

An aerial photograph of a large industrial complex, possibly a refinery or chemical plant, situated along a body of green water. The facility features numerous buildings with blue roofs, large storage tanks, and extensive piping. The text "QUESTIONS AND ANSWERS" is overlaid in large white letters across the center of the image.

QUESTIONS AND ANSWERS



Investor Relations Contact:

Ali Abdulsalam
Compliance Officer and Investor Relations Manager
IR@aznoula.com

aznoula.com

ENGLISH	ARABIC
<p>Soha Saniour: Good evening everyone. My name is Soha Saniour from Arqaam Capital Equity research team. I will be hosting and moderating the call for today and I'm joined with today's speakers. Mr. Paul Frain, the company CEO, and Mr. Bobby Agha, the company's CFO. I'd like to welcome everyone to the call today. For the next few minutes, the CEO will deliver his statement and afterwards we will have the Q&A session. I will now hand over the call to you, Paul. Please go ahead.</p>	<p>سهي سنيور: مساء الخير جميعاً. اسمي سهي سنيور من فريق البحوث بأرقام كابيتال. سأستضيف وأدير المكالمات اليوم وانضم معي اليوم من المتحدثين، السيد/ بول فرين، الرئيس التنفيذي للشركة، والسيد/ بوبي آغا، المدير المالي للشركة. كما أود أن أرحب بالجميع في المكالمات. في الدقائق القليلة القادمة، سيُدلي الرئيس التنفيذي ببيانه وبعد ذلك سنفتح المجال لتلقي أسئلتكم والإجابة عليها. وسوف أنقل الكلمة الآن إلى السيد/ بول، تفضّل سيدي.</p>
<p>Paul Frain: Thank you very much, Soha. Good afternoon, everyone and welcome to our Q4 2021 earnings call. Our agenda for today's call is straightforward. We will start with a discussion of Q4's financial highlights and key events, and finally end the call with a Q&A session. I'll now be talking about our financial results for the quarter ending Q4 2021. Our Q4 operating revenues were 12.7 million Kuwaiti Dinar, slightly down by a marginal 0.5% on the same period last year. Our Q4 operating costs was 4 million Kuwaiti Dinar, down by a marginal 9% on the same period last year. Our Q4 gross profit was 8.7 million Kuwaiti Dinar, up by a marginal 4% on the same period last year. And our Q4 EBITDA was 8 million Kuwaiti Dinar, down by a marginal 2% on the same period last year. Our Q4 net profit was 3.3 million Kuwaiti Dinar, up by 21.2% on the same period last year, mainly due to lower interest costs as a result of lower interest rates and lower principle loan amounts due to repayments. The above results are in line with management expectations and the plant has performed well considering the impact of COVID 19. Our main key events to be highlighted is that the OGM approved an interim cash dividend of</p>	<p>بول فرين: شكرًا لك سهي. مساء الخير جميعاً، ومرحبًا بكم في المكالمات الجماعية لعرض النتائج المالية عن الربع الرابع من العام 2021. إن جدول أعمالنا لمكالمة اليوم واضح ومباشر. سنبدأ بمناقشة القوائم المالية والأحداث الرئيسية لشركة شمال الزور الأولى خلال الربع الرابع من العام، وأخيرًا سنُنتهي المكالمات بفتح المجال لتلقي أسئلتكم والإجابة عليها. سأنتقل الآن بالحديث عن نتائجنا المالية خلال الربع الرابع من العام 2021. بلغت إيراداتنا التشغيلية خلال الربع الرابع من العام 12.7 مليون دينار كويتي، بانخفاض طفيف نسبته 0.5% عن الفترة نفسها من العام الماضي. كما بلغت المصروفات التشغيلية خلال الربع الرابع من العام 4 مليون دينار كويتي، بانخفاض طفيف نسبته 9% مقارنة بالفترة نفسها من العام الماضي. وبلغ مجمل أرباحنا خلال الربع الرابع من العام 8.7 مليون دينار كويتي، بارتفاع طفيف نسبته 4% خلال الفترة نفسها من العام الماضي. كما بلغت الأرباح قبل الفوائد والضرائب والإهلاك والإهلاك والاستهلاك خلال الربع الرابع من العام 8 مليون دينار كويتي، بانخفاض طفيف نسبته 2% خلال الفترة نفسها من العام الماضي. كان صافي أرباحنا خلال الربع الرابع من العام 3.3 مليون دينار كويتي، بارتفاع نسبته 21.2% خلال الفترة نفسها من العام الماضي؛ ويرجع ذلك بشكل رئيسي إلى انخفاض مصروفات الفوائد نتيجة لانخفاض أسعار الفائدة وانخفاض مبالغ القروض الرئيسية بسبب عمليات إعادة السداد. كما تتوافق النتائج المذكورة أعلاه مع توقعات الإدارة، فيما كان أداء المحطة جيدًا بالنظر إلى التأثير السلبي لتفشي جائحة كورونا. وتجدر الإشارة أيضًا إلى أن أبرز أحداثنا الرئيسية التي يجب تسليط الضوء</p>

<p>9 fils per share, which was distributed on the 16th of December 2021.</p> <p>The board has also recommended a cash dividend of 5 fils per share, which is awaiting the AGM for final approval. I will now hand over to Soha to start the Q&A session. Thank you, Soha.</p>	<p>عليها هي أن مجلس الإدارة أوصى بتوزيع أرباح نقدية بقيمة 9 فلس كويتي للسهم الواحد، والتي تم توزيعها يوم 16 ديسمبر 2021. وأوصى مجلس الإدارة أيضًا بتوزيع أرباح نقدية بقيمة 5 فلس كويتي للسهم الواحد، حيث من المنتظر الموافقة عليها نهائية عند انعقاد اجتماع الجمعية العمومية العادية. وسأنتقل الكلمة الآن إلى السيدة/ سهى لفتح المجال لتلقي أسئلتكم والإجابة عليها. شكرًا لك سهى.</p>
<p>Soha Saniour: Thank you, Paul. We will now be taking questions. If you're thinking of asking a question, please go ahead and send it our way by typing your question in the chat box on the right. We'll be waiting for a minute or two to see the questions incoming. We currently have no questions on the line. Thank you very much, Paul and Bobby. And with that, we'll be concluding today's call. Thank you everyone for joining us and see you next quarter.</p>	<p>سهى سنيور: شكرًا جزيلاً لك، بول. سوف نفتح المجال لتلقي الأسئلة الآن. إن أردتم طرح سؤال، برجاء المضي قدمًا وإرساله لنا من خلال كتابته في مربع الدردشة على اليمين. ولذلك، سننتظر لمدة دقيقة أو دقيقتين لتلقي أسئلتكم. يبدو أنه لا توجد حاليًا أسئلة لطرحها. شكرًا جزيلاً لكما، بول وبوبي. بهذا نختم مكالمتنا الجماعية اليوم. شكرًا لكم جميعًا على انضمامكم لنا اليوم؛ ونراكم في الربع التالي.</p>