



شركة شمال الزور الأولى للطاقة والمياه ش.م.ك - عامة

SHAMAL AZ-ZOUR AL-OUA POWER AND WATER COMPANY K.S.C. (PUBLIC)

Date: 6 March 2023	التاريخ: 6 مارس 2023
To: Boursa Kuwait	السادة / شركة بورصة الكويت المحترمين
Subject: Analyst Conference for Quarter 4 of 2022	تحية طيبة وبعد،،، الموضوع: مؤتمر المحللين للربع الرابع من 2022
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 5 March 2023 at 1 PM and there was no material information circulated during the conference. - Attached is the presentation of the Analyst Conference and the transcript	بالإشارة الى الموضوع أعلاه، و عملاً بقواعد البورصة الصادرة بموجب قرار رقم (1) لسنة 2018 نحيطكم علماً بأن مؤتمر المحللين الربع سنوي قد انعقد في تاريخ 5 مارس 2023 في تمام الساعة 1 بعد الظهر عن طريق البث المباشر و لم يتم تداول أي معلومات جوهرية خلال المؤتمر. - مرفق لكم العرض التقديمي و محضر المؤتمر و تفضلوا بقبول فائق التقدير و الإحترام،،،
Financial Impact: No effect	الأثر المالي: لا يوجد اثر مالي



Andrew Paul Frain	أندرو بول فراين
Board of Director and CEO	عضو مجلس إدارة والرئيس التنفيذي
Shamal Az-Zour Al-Oula Power and Water Company	شركة شمال الزور الأولى للطاقة و المياه

ENGLISH	ARABIC
<p>Ali Abdulsalam: Good evening, everyone. My name is Ali Abdulsalam and I am the investor relations manager in Shamal Az-Zour. I will be hosting and moderating the call for today, and I'm joined with today's speaker, which is Mr Paul Frain, the company's CEO, and Mr Bobby Agha, the company's CFO.</p> <p>I'd like to welcome everyone to the call today. For the next few minutes, the CEO will deliver his statement, feel free to type in your questions now through the Q&A tab on top of the screen while he speaks. After his speech we will have the Q&A session. I will now hand over the call to Paul. Please go ahead.</p>	<p>علي عبدالسلام: مساء الخير جميعاً. اسمي علي عبدالسلام مدير علاقات المستثمرين في شركة شمال الزور. سأستضيف وأدير المكالمة اليوم وانضم معي اليوم من المتحدثين، السيد/ بول فرين، الرئيس التنفيذي للشركة، والسيد/ بوبي آغا، المدير المالي للشركة. كما أود أن أرحب بالجميع في المكالمة. في الدقائق القليلة القادمة، الرئيس التنفيذي سيلقي بيانه، يرجى كتابة أسئلتكم الآن من خلال علامة الـ Q&A وبعد ذلك سنفتح المجال لتلقي أسئلتكم والإجابة عليها. وسوف أنقل الكلمة الآن إلى السيد/ بول، تفضل سيدي.</p>
<p>Paul Frain: Good afternoon everyone and welcome to our Q4 2022 earnings call. Our Agenda for today's call is straight forward. We will start with a discussion of Q4's financial highlights and key events and finally end the call with a Q&A session.</p> <p>I will now be talking about our financial results for the quarter ending Q4 of 2022. Our Q4 operating revenue was 14.3 Mn KWD, up by a marginal 12.6% on the same period last year. Our operating costs was 4.3Mn KWD, up by 7.5% on the same period last year. Our gross profit was 10.1 Mn KWD, up by 16.1% on the same period last year. Our EBITDA was 9.3Mn KWD, also up by 16.3% on the same period last year. Our net profit was 4.4Mn KWD, up by 33.3% on the same period last year. Gross profit, EBITDA and net profit were up mainly due to higher availability and indexation. The above results are in line with management expectations and the plant has performed well.</p>	<p>بول فرين: شكراً لك علي. مساء الخير جميعاً، ومرحباً بكم في المكالمة الجماعية لعرض النتائج المالية عن الربع الرابع من العام 2022. جدول أعمالنا لمكالمة اليوم واضح ومباشر. سنبدأ بمناقشة القوائم المالية والأحداث الرئيسية لشركة شمال الزور الأولى خلال الربع الرابع من العام، وأخيراً سنُهي المكالمة بفتح المجال لتلقي أسئلتكم والإجابة عليها.</p> <p>سأنتقل الآن بالحديث عن نتائجنا المالية خلال الربع الرابع من العام 2022. بلغت أرباحنا التشغيلية خلال الربع الرابع من العام 14.3 مليون دينار كويتي، بارتفاع بنسبة 12.6% عن الفترة نفسها من العام الماضي. كما بلغت المصروفات التشغيلية 4.3 مليون دينار كويتي، بارتفاع بنسبة 7.5% مقارنة بالفترة نفسها من العام الماضي. وبلغ مجمل أرباحنا 10.1 مليون دينار كويتي بارتفاع بنسبة 16.1% عن الفترة نفسها من العام الماضي. كما بلغت الأرباح قبل الفوائد والضرائب والإهلاك والاستهلاك 9.3 مليون دينار كويتي، ارتفاع بنسبة 16.3% خلال الفترة نفسها من العام الماضي. صافي أرباحنا 4.4 مليون دينار كويتي، ارتفاع بنسبة 33.3% خلال الفترة نفسها من العام الماضي؛ ويرجع ذلك بشكل رئيسي إلى زيادة التوافر و المؤشرات.</p>

<p>Our main key event of Q4 to be highlighted is the approval of the 6 fils interim dividend which was distributed on 14 December 2022.</p> <p>During November and December of 2022, gas turbines major outages were completed successfully and on schedule.</p> <p>The Board has recommended an annual cash dividend of 4 fils per share which is awaiting AGM approval.</p> <p>I will transfer to Ali Abdulsalam to receive and answer your questions.</p> <p>Thanks, Ali.</p>	<p>كما تتوافق النتائج المذكورة أعلاه مع توقعات الإدارة، فيما كان أداء المحطة جيداً. وتجدر الإشارة أيضاً إلى أن أبرز أحداثنا الرئيسية التي يجب تسليط الضوء عليها هي موافقة مجلس الإدارة على توزيع أرباح نقدية مرحلية بقيمة 6 فلس كويتي للسهم الواحد، والتي تم توزيعها في شهر ديسمبر 2022. و أيضاً خلال نوفمبر وديسمبر من عام 2022، تم إنجاز العطلات الرئيسية للتوربينات الغازية بنجاح وفي الجدول الزمني المحدد. ويوصي مجلس الإدارة على توزيع أرباح سنوية بقيمة 4 فلس والتي تنتظر موافقة الجمعية العامة.</p> <p>وسأقبل الكلمة الآن إلى السيد/ علي عبدالسلام لتلقي أسئلتكم والإجابة عليها. شكراً لك علي.</p>
<p>Ali Abdulsalam 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 through typing in the Q&A tab. We will be waiting for a minute or two to see the questions that come in.</p> <p>We currently have no questions. Thank you very much, Paul and Bobby, and with that we will be concluding today's call. Thank you, everyone, for joining us, and see you next quarter.</p>	<p>علي عبدالسلام: شكراً جزيلاً لك، بول. سوف نفتح المجال لتلقي الأسئلة الآن. إن أردتم طرح سؤال، الرجاء إرساله لنا من خلال كتابته في مربع الQ&A. سننتظر لمدة دقيقة أو دقيقتين لتلقي أسئلتكم.</p> <p>لا توجد اي أسئلة حالياً. شكرا لكم بول و بوبي. و بهذا نختم مكالمة اليوم. شكرا لكم جميعا على انضمامكم إلينا و نراكم في الربع القادم.</p>



Shamal Az-Zour Al-Oula Power and Water Company KSC (Public)

Q4 – 2022 Earnings Webcast

5 March 2023

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BOARD & MANAGEMENT

Board of Directors



Chairman
Ahmad Othman
AlMujalham



Vice Chairman
Alexander Katon



**Director and
CEO**
Andrew Paul Frain



Director
Ghazi
Abdulrahman
AlSanie



Director
Laurent Furedi



Director
Eyad Ali AlFalalah

Management Team



**Director and
CEO**
Andrew Paul Frain



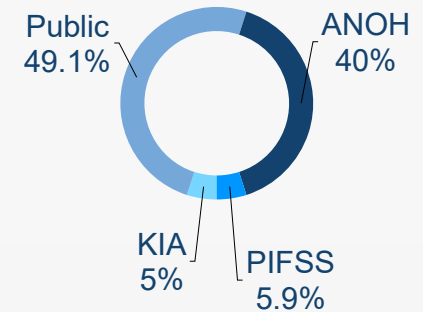
CFO
Bobby Agha



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

- Q4 2022 Highlights
- Key Events
- Questions and Answers

Q4 2022 HIGHLIGHTS


KWD MILLIONS

	4Q22	4Q21	<i>% Diff</i>	YTD22	YTD21	<i>% Diff</i>
Revenue	14.3	12.7	+12.6%	52.7	50.1	+5.2%
Operating Costs	4.3	4.0	+7.5%	16.6	15.0	+10.7%
Gross Profit	10.1	8.7	+16.1%	36.2	35.2	+2.8%
EBITDA	9.3	8.0	+16.3%	33.2	32.6	+1.8%
Net Profit	4.4	3.3	+33.3%	14.5	13.5	+7.4%

- Revenue was higher QoQ and YoY, mainly due to higher availability and indexation
- Operating costs were higher QoQ and YoY, mainly due to indexation
- Gross profit was higher QoQ and YoY, due to higher revenue over the higher operating costs
- EBITDA was higher QoQ and YoY, mainly due to higher revenue
- Net profit was higher QoQ and YoY, mainly due to higher operating Revenue
- Net profit margin was higher QoQ and YoY, mainly due to higher revenue

KEY EVENTS

- The Company continues to maintain a close working relationship with the MEW and invoices continue to be settled within a reasonable timeframe.
- The Board approved an interim cash dividend of **6 fils per share** that was distributed on 14 December 2022.
- During November and December of 2022, gas turbines major outages were completed successfully and on schedule.
- The Board has recommended a final cash dividend for the financial year 2022 of **4 fils per share** which is awaiting AGM approval.

An aerial photograph of a large industrial facility, possibly a refinery or chemical plant, situated along a body of green water. The facility features a prominent long building with a bright blue roof, numerous storage tanks, and complex piping systems. The surrounding area is sandy and includes various smaller structures and equipment. The text "QUESTIONS AND ANSWERS" is overlaid in large white letters across the center of the image.

QUESTIONS AND ANSWERS



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