# **Investment Portfolio Segments**

#### Fertilizers & Petrochemicals

Egypt Kuwait Holding has investments in two operational companies in the Fertilizer and Petrochemical Segment: Alexandria Fertilizers Company (AlexFert) and Sprea Misr for Production of Chemicals and Plastics Company. The company's fertilizer and petrochemical investments encompass products ranging from urea, ammonium nitrate

### 2018 Operational Highlights

- Management successfully improved efficiency at Sprea's sulfonated naphthalene formaldehyde (SNF) operation, with utilization rates on the mend due to an improved supply of crude naphthalene (a primary raw material for SNF).
- · Improving raw material supplies also led to lower prices, which together with management's improved cost and pricing methodologies saw Sprea's profitability enhanced on the standalone and consolidated levels.
- Sprea is working to expand its regional footprint in the formica sheets space and is utilizing a production line newly added in 2018 to penetrate neighboring markets.
- AlexFert continued to operate at full utilization rates, with improved operational efficiency leading to a six percentage-point expansion in its EBITDA margin.
- · Improved margins were achieved on the back of stable natural gas costs, subdued growth in OPEX, as well as higher demand from AlexFert's key export market in India.

### **Energy & Energy Related**

Egypt Kuwait Holding's investments in the Energy and Energy-Related segments include NatEnergy, a fullyowned subsidiary, and Offshore North Sinai (ONS). EKH builds and operates gas distribution networks in Egypt

### 2018 Operational Highlights

- NatEnergy outperformed competition in 2018 to grow installations to an all-time high of c. 149,000 households.
- Newly added capacities of 30 MW at NatEnergy's electricity generation subsidiary helped drive organic growth in 2018, coinciding with rising demand and price liberalization.
- ONS continued to ramp up production during the year, with its third and most recent well commencing production at the tail end of Q3 2018.

and melamine to formaldehyde and liquid and powder glue. With more than 10 years of nitrogen fertilizer operational expertise, EKH has targeted investments with access to key export markets including the United States and Europe, diverse products across several industries, and strong cash-flow generating businesses.



through NatEnergy, which covers a wide spectrum of activities, including the distribution of natural gas to power stations and the independent production of power.

- Newly added capacities of 30 MW in Kahraba during 2018 come at a time when demand is on the rise and electricity prices are liberated.
- EKH has earmarked the necessary CAPEX to continue drilling new wells as it seeks to maximize value from ONS' Tao and Kamose fields, where recent seismic surveys have revealed significant additional reserves.
- EKH acquires 100% of natural gas distribution player Shield Gas in the UAE, marking its first expansion beyond Egypt.

#### Diversified

Egypt Kuwait Holding's Diversified segment includes a wide array of strategic investments, from cement to cooling systems and insurance. In line with the large and defensible market positions, EKH owns c. 38% of the Building Materials Industries Company

(BMIC) in Egypt, a country home to the largest cement market in Africa, with total consumption of production, telecommunications and infrastructure c. 50 mtpa. Other group assets in the sector include Delta Insurance, Al-Shorouk for Melamine and Resins, company's strategy to invest in local businesses with Globe Telecommunications, Gas Chill and Bawabet Al Kuwait Holding Company.

## **Board of Directors**

Mr. Moataz Al-Alfi Chairman of the Board and CEO

Mr. Loay Jassim Al-Kharafi Vice Chairman of the Board

Mr. Sherif El-Zayat Chief Executive Officer

Mr. Ibrahim Mahlab Board Member

Mr. Saad Al-Saad Board Member

Mr. Abdel Mohsen Al-Fares **Board Member** 

Mr. Marzouk Al-Ghanim

Mr. Assad Al-Banwan **Board Member** 

Mr. Hussein Al-Kharafi Board Member

Mr. Ayman Laz **Board Member** 

Sheikh Mubarak Abdulla Al-Mubarak Al-Sabah Board Member

Eng. Amin Abaza Board Member

Mr. Talal Jassim Al-Kharafi **Board Member** 

Mr. Husam Mohamed El-Sayed

Mr. Ismail Osman Board Member

Mr. Mohamed Kamel Board Member

Mr. Marzouk Nasser Al-Kharafi **Board Member** 

Mr. Hussam Al-Kharafi **Board Member** 

Mr. Waleed El Zorba **Roard Member** 

# **Management Team**

Mr. Moataz Al-Alfi Chairman of the Board and CEO

Mr. Sherif El-Zayat Chief Executive Officer

Mr. Ayman Laz Advisor to the Chairman and CEO

Mr. Medhat Bonna Group Chief Financial Officer

Mr. Khaled El-Demerdash Group Legal Counsel

Mr. Hany Ezzat

Mr. Hany Azzam Head of Corporate Governance

Mr. Mohamed Wafaei Head of Internal Audit

Mr. Elhamy El Sheikh Senior Sector Head - Gas Distribution & Electricity

Mr. Sayed Hussein

Mr. Tamer Badrawi Chief Human Resources & Communication Officer Mr. Alaa El-Banna Senior Sector Head - Fertilizers & Upstream Oil & Gas

> Mr. Mahmoud Hamza General Legal Counsel — International

Mr. Haitham M. Abdel Moneim Investor Relations Director

# **Investor Relations**

### **Stock Trading Symbol**

EKHO.CA EKHK.KW

### **Stock Exchange Listings**

The Egyptian Exchange (EGX) is the principal market for EKH common stock, which is also listed on the Kuwait Stock Exchange.

**Shareholding** Structure









Investing Across the

Full Energy

Value Chain

# Chairman's Note

### Dear Stakeholders.

In 2018 Egypt began to enjoy the fruits of the government's far-reaching reform program. The economy has grown at its fastest rate in several years and the highest among its peers in the MENA region. Having prudently anchored our strategy to capitalize on the evolving macro environment and the government's efforts to industrialize the nation, EKH was optimally placed to reap the gains from Egypt's economic resurgence in 2018. In parallel with this, we restructured our portfolio to position EKH as the sole, fully-integrated energy company in Egypt, further underscoring our leading position in the market. I am proud to report that the year saw us once again consistently deliver growth, both financially and operationally, that leaves me confident in our continued success and ability to stay true to our investment strategy in the year to come.

Our performance throughout the year saw us deliver growth through multiple avenues, including full integration across the energy value chain with the consolidation of our upstream operations, aggressive expansion in our energy distribution and electricity generation, the organic growth inherent in our petrochemical and fertilizer businesses, and the successful diversification of our assets. Our performance has once again driven portfolio growth in a manner that sustainably creates value for our stakeholders, delivering both top- and bottom-line growth year on year and continued margin expansion.

EKH follows an efficient investment allocation strategy that allows a rapid response to evolving market trends and provides exposure to the opportunities created by Egypt's continuing industrialization drive. Our distinctive model leaves us well placed to benefit from developments in what are projected to be the Egyptian economy's main growth sectors with the renewed dynamism of the energy space and a greater emphasis on export success and import-substitution.

Our teams' skill and dedication, coupled with the trust our partners continue to place in us, allowed EKH's subsidiaries across a wide variety of sectors to outperform their wider markets in 2018. Constant efforts to refine operational efficiency have also played a major role in ensuring continued success, with our Energy and Energy-Related segment proving particularly profitable during the year, putting EKH in the perfect position to leverage Egypt's plan to transform into a regional energy hub and creating a new and important value stream.



Moataz Al Alfi
Chairman of the Board and CEO

In saying this, I would like to take this moment to extend a word of thanks to our valued Board of Directors for their deft support and each and every member of the ever-growing EKH team for their dedication, hard work, and commitment to excellence as we work strengthen our positioning in the market.

Moving forward, EKH will continue to rely on the calibrated investment strategy and rigorous culture of asset assessment that have driven growth in years past. With the Egyptian economy projected to continue picking up steam in 2019, we will focus on generating the profitable synergies our business model makes possible and capturing growth in a manner that will create lasting value for our shareholders.

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Moataz Al-Alfi Chairman of the Board and CEO

## EKH at a Glance

Egypt Kuwait Holding Company (EKHO.CA on the Egyptian Exchange and EKHOLDING on the Kuwait Stock Exchange) was founded in 1997 by a consortium of prominent Kuwaiti and Egyptian businessmen. Over the past two decades, the company has established itself as one of the MENA region's leading and fastest-growing investment companies, cultivating a diversified portfolio of investments that spans 5 sectors, from fertilizers and petrochemicals to gas distribution and electricity generation, building materials and insurance. The past decade in particular has seen the company flourish as the countries of the Arab world began to liberalize their economies, opening doors for private sector investments in strategic sectors that had once been off limits. Today, EKH stands as the only fully-integrated energy company in Egypt.

Its portfolio of companies currently employs over 5,000 people and has the potential for ongoing job creation as companies and investments mature. As long-term investors, the company takes pride in growing the businesses in which it invests and positively contributing to the economic growth of the region with an eye for helping Egypt grow into a regional energy hub.

EKH has deployed its resources in a manner that has largely shielded the company from the full impact of the social and

1.1 USD bn

712.5<sub>mn</sub>

total equity book value

5,000+

professionals employed by the holding

company and its subsidiaries

20% average return on equity

256.1 USD mn

1.1 USD bn

cumulative net profit (2005-2018)

economic upheaval that has characterized its operating environment during the past several years. The company's ability to drive revenue growth and margin expansion across its investment portfolio is a testament to the resilience of its strategy and the dedication of its management teams.

While maintaining the growth and profitability of its investments, EKH also recognizes the importance of being a responsible investor and leading by example. The company works to minimize the environmental impact of all its business operations and promotes the conversion of businesses and households to natural gas through its investment in NatEnergy, a leading Egyptian gas distribution business.

Through its ongoing support for Injaz Egypt, an organization working to bridge the gap between the education system and the private sector, EKH has positively impacted 400,000 Egyptian students in more than 451 public schools and 21 universities in 26 governorates since 2003. It continues to support vocational training initiatives as well as community development and healthcare drives that seek to enrich Egypt's job market, provide safe and sustainable housing Egyptians, and improve the lives of thousands of people

2018 was characterized by significant growth in the company's energy business, with ONS's production profile having been upgraded from P1 reserves of 113 bcf at the beginning of the year to 218 bcf at the close of 2018. The company restructured its portfolio to position itself as the sole, full-integrated energy producer in Egypt and took steps to streamline its portfolio to main investments in

companies that expand its footprint.

2018 Highlights

EKH's consolidated revenues in FY 2018 recorded USD 480.2 million, up 16% y-o-y, driven by a strong performance at the Energy and Energy-Related segment with on-the-ground

operational improvements, as well as the consolidation of ONS starting Q1 2018. Top-line growth was also supported by EKH's Fertilizers and Petrochemicals segment and was in excess of non-recurring gains of USD c.50 million were recorded by the Diversified segment in FY 2017. Net income for FY 2018 posted USD 125.2 million, down by 7% y-0-y due to the non-recurring gains in FY 2017. Normalizing these gains would see EKH's net income record a 47% increase in FY 2018 compared to a normalized USD 84.9 million in FY 2017. EKH's consolidated attributable net income was USD 95.1 million in FY 2018, up 40% compared to a normalized USD 68.8 million in FY 2017.

