

Egypt Kuwait Holding Co. Releases Q3 2019 Earnings Results

EKH brings in its highest operating revenue since 2014, recording a y-o-y increase of 19% in Q3 2019 to USD 141.1 million; EBITDA up by 26% y-o-y to USD 53.0 million in Q3 2019, and attributable net income increased by 14% in 9M 2019 to USD 85.3 million

Key Highlights of Q3 2019

USD 141.1 mn
in Revenues

USD 50.9 mn
in Gross Profit

36%
Gross Profit Margin

USD 41.5 mn
in Operating Income

USD 53.0 mn
EBITDA

USD 44.7 mn
Attributable EBITDA

USD 38.2 mn
in Net Income

USD 30.3 mn
in Attributable Net Income

Key Highlights of 9M 2019

USD 414.0 mn
in Revenues

USD 149.9 mn
in Gross Profit

36%
Gross Profit Margin

USD 122.1 mn
in Operating Income

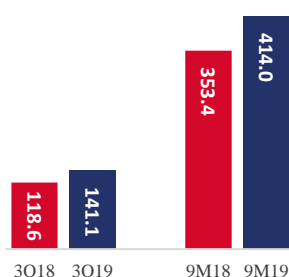
USD 152.8 mn
EBITDA

USD 120.6 mn
Attributable EBITDA

USD 110.1 mn
in Net Income

USD 85.3 mn
in Attributable Net Income

Group Revenue (USD mn)

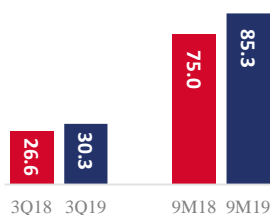


14 November 2019 | Cairo | Egypt Kuwait Holding Company (EKHO.CA on the Egyptian Exchange and EKHOLDING on the Kuwaiti Exchange), one of the MENA region's leading investment companies, reported today its consolidated results for the third quarter and nine months ended 30 September 2019.

EKH's consolidated revenues reached USD 141.1 million in the third quarter of 2019, the highest quarterly recurring revenue sans capital gain recorded by the company. The 19% y-o-y growth came on the back of successes across EKH's segments and subsidiaries, driven by a multitude of operational developments that saw ONS ramp up gas production, NatEnergy grow its gas distribution connections and expand electricity generation, and Sprea Misr effectively capture market opportunities. Profitability continues to increase, with the gross profit margin seeing a one percentage point increase y-o-y to 36%, attributable net income rising to USD 30.3 million, a 14% y-o-y increase, and attributable EBITDA seeing a notable 40% y-o-y increase to USD 44.7 million for the quarter.

On a year-to-date basis, 9M 2019 revenues came in at USD 414.0 million, a 17% rise compared to the same period last year, owing to the strong operational performance of all subsidiaries and despite AlexFert's scheduled 18-day maintenance-led hiatus in Q2 2019. Gross profit margin expanded by two percentage points to reach 36%, and attributable net income recorded a 14% increase, rising to USD 85.3 million for the nine-month period.

Attributable Net Income (USD mn)



Comments from the Chairman, Mr. Moataz Al-Alfi

This third quarter of 2019 saw all EKH segments and subsidiaries deliver solid results, confirming the soundness of the group's operational growth strategies. Progress was primarily driven by diverse initiatives undertaken and run with by our subsidiaries' managements, at the forefront of which was the anticipated ramp up of Offshore North Sinai. After the strategic decision to extend the production profile of one of ONS' wells during the previous quarters, we have now resumed our development program with operations commencing at two new wells in September and October, the full impact of

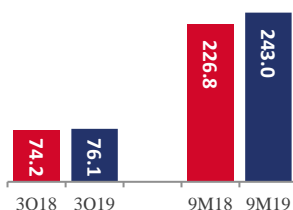
which is yet to be reflected on our results. And with our sixth well expected to come online before the year-end, we expect a steady growth in ONS results in the coming quarters.

Meanwhile, NatEnergy and Sprea Misr continue to showcase steady rises across their operations, with the former increasing its gas distribution and electricity generation rates, and the latter showing off improved performance on the back of prudent production and marketing strategies. I must also highlight markers passed by AlexFert this quarter despite its temporary halt in operations during Q2 2019. After a successful maintenance and upgrade period of 18 days, the company now holds an increased design capacity of 5%, expected to bear fruit in the coming quarters.

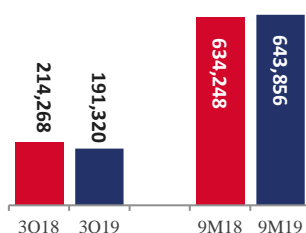
Going into the final quarter of 2019, I am pleased to announce that EKH has already surpassed its analyst consensus, with all lines of business having delivered growth on healthy margins. Having generated over USD 38 million in net income in Q3 2019 and with prospects continuously rising on the back of diverse operational growth strategies, we remain confident in our ability to deliver consistently increasing shareholder value.

59%
of Group Revenues
in 9M 2019

Revenues (USD mn)



Total Fertilizer Sales
(Tons)



Fertilizers & Petrochemicals

Egypt Kuwait Holding has investments in two operational companies in the Fertilizer & Petrochemical Segment: Alexandria Fertilizers Company (AlexFert) and Sprea Misr for Production of Chemicals & Plastics Company. The company's fertilizer and petrochemical investments encompass products ranging from urea, ammonium nitrate and melamine to formaldehyde, and liquid and powder glue. With more than 13 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.

Fertilizers & Petrochemicals

in US\$ mn unless otherwise indicated	Q3 2018	Q3 2019	% Change	9M 2018	9M 2019	% Change
Revenues	74.2	76.1	3%	226.8	243.0	7%
Gross Profit Margin	28%	26%	-2 ppt	27%	29%	2 ppt
EBITDA Margin	32%	29%	-2 ppt	31%	33%	1 ppt
Net Profit	15.4	15.2	-1%	50.0	54.2	8%
Net Profit Margin	21%	20%	-1 ppt	22%	22%	-
Net Profit attributable to EKH	10.2	11.8	16%	33.8	38.7	15%

EKH's Fertilizers & Petrochemicals segment recorded a 3% y-o-y rise in topline in Q3 2019, reaching USD 76.1 million, with growth being driven by Sprea Misr. The segment's net profit inched down 1% to USD 15.2 million in Q3 2019 due to AlexFert's 18-day maintenance shutdown. Nonetheless, EKH's attributable net profit from the segment increased by 16% y-o-y to reach USD 11.8 million. Year-to-date, segment revenues rose by 7% in 9M 2019, garnering USD 243.0 million in 9M 2019, with the EBITDA margin growing by two percentage points to 33%. Net profit rose by 8% y-o-y despite AlexFert's maintenance shutdown and with a stable net profit margin of 22%. Attributable net profit recorded USD 38.7 million in 9M 2019, a 15% rise compared to the same period last year.

AlexFert saw a 6% y-o-y decline in Q3 2019 revenues to USD 44.0 million on account of the 18-day maintenance shutdown at the end of Q2 2019 and the gradual ramp up in production in the following quarter. It is worth noting that maintenance works were completed without incident and ahead of schedule and have lifted the facility's design capacity by 5%. AlexFert's profitability during the quarter was affected by the company's fixed costs against lower production volumes, with EBITDA margin contracting six percentage points to 29% and net income down 33% y-o-y to USD 6.3 million with a 14% margin. Revenues for AlexFert in 9M 2019 expanded by 10% to reach USD 145.0 million, an increase particularly fueled by surges in urea prices in Q1 and Q2 2019. Attributable net profit remained stable at USD 28.2 million in 9M 2019.

As regard to **AlexFert's outlook**, management remains cautiously optimistic and does not factor in any major urea price movements in the coming period. Growth will thus be driven by the additional capacity gained following the maintenance work, while profitability to remain strong on account of operational efficiencies. It is worth highlighting that as EKH's business model now showcases branched-out

segments and subsidiaries operating across diverse markets, and thus the Group's results are no longer tied to the commodities market and their effect on AlexFert's performance.

Sprea Misr recorded a 17% revenue hike in Q3 2019 to USD 32.0 million after laying out a solid strategy that coupled a diverse, more profitable product mix with vigorous focus on export sales. In addition to growing the company's topline, management has demonstrated excellent skills in aligning current decreases in methanol pricing with the efficient reallocation of raw materials across Sprea's product mix, competing on serviceability and boosting profitability. Net profit for the quarter was up by an impressive 48% to USD 8.9 million, while net profit margin expanded six percentage points to 28%.

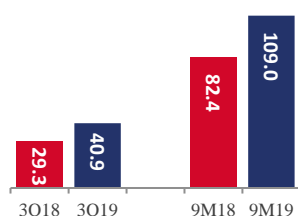
9M 2019 revenues reached USD 94.0 million, a 3% y-o-y increase supported by the company's improved product mix. EBITDA margin recorded a 3 percentage points increase, reaching 30%, and net profit saw a commendable 23% rise to USD 26.0 million y-o-y, with NPM gaining 5 percentage points to 28%.

Sprea's growth outlook rests on the company's continued ability to capture local market share with its high-quality product portfolio and increasingly venture into export markets. In that regard, the company's export sales have grown to constitute 28% of total topline in Q3 2019 versus 25% in the same period last year. Meanwhile, Sprea is currently examining the possible addition of non-formaldehyde derivative product to its roster, which is expected to maximize synergy within the group and introduce new, promising revenue streams to EKH.

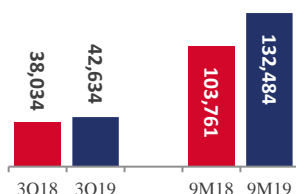
26%

of Group Revenues
in 9M 2019

Revenues (USD mn)



Household Gas Connections



Energy & Energy-Related

Egypt Kuwait Holding's investments in the Energy and Energy-Related Segment includes NatEnergy and Offshore North Sinai (ONS). EKH builds and operates gas distribution networks in Egypt through its 100%-owned subsidiary NatEnergy, which covers a wide spectrum of activities, including the transportation of natural gas to power stations and the independent production of power.

Energy & Energy-Related

in US\$ mn unless otherwise indicated	Q3 2018	Q3 2019	% Change	9M 2018	9M 2019	% Change
Revenues	29.3	40.9	39%	82.4	109.0	32%
Gross Profit Margin	44%	42%	(-2 ppt)	45%	44%	(-1 ppt)
EBITDA Margin	50%	48%	(-1 ppt)	52%	49%	(-3 ppt)
Net Profit	12.1	15.4	27%	36.2	45.5	26%
Net Profit Margin	41%	38%	(-4) ppt	44%	42%	(-2 ppt)
Net Profit attributable to EKH	10.6	13.8	30%	32.3	40.7	26%

Energy & Energy-Related brought in USD 40.9 million in revenues in Q3 2019, a 39% y-o-y increase in owed to ONS' and NatEnergy's operational improvements and expansions. Compared to Q3 2018, net profit increased by 27% to USD 15.4 million and attributable net profit reached USD 13.8 million, a 30% improvement. The nine-month period saw the segment record a 32% topline growth to USD 109.0 million, with net profit rising by 26% to USD 45.5 million and attributable net profit showing a 26% increase to USD 40.7 million.

ONS' Q3 2019 showed significant q-o-q and y-o-y growth on the back of a ramp up in production and commencement of operations at a new well in September 2019. The quarter's revenues reached USD 14.0 million; an impressive 105% q-o-q recovery and a notable 44% y-o-y. During the first half of 2019, ONS extended the production profile of its operational wells which housed higher reserves than originally estimated, with the full exploitation of the wells' potential having shifted forward ONS' development program and profitability, albeit with a higher overall return on investment. With resumption of the development program toward the tail end of Q3 2019, net profit increased 11% q-o-q and 49% y-o-y to USD 6.2 million.

On a nine-month basis, ONS has shown a 7% increase in revenues to USD 29.6 million, with net profit, fully attributable to EKH, climbing by 6% to reach USD 13.3 million.

Management is optimistic about **ONS' growth outlook** in the coming quarters. As of the end of Q3 2019, ONS held four operating wells, with a fifth and latest well coming online in October 2019. Together, these five wells produce a combined 80 mmscf per day. ONS is working toward bringing online a sixth well by the end of the year, bringing total production to 115 mmscf daily and with significant upside for the company's FY2020 performance and its incremental value to EKH.

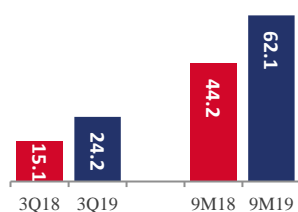
NatEnergy recorded a 37% y-o-y rise in revenues in Q3 2019, bringing in USD 26.9 million on the back of solid operational growth that saw it connect 42,634 new household clients, up 12% y-o-y. Topline growth was also supported by an expansion in electricity generation capacity. Net profit increased by 16% y-o-y to USD 9.2 million, and attributable net profit reached USD 7.6 million, a 17% y-o-y increase. On a year-to-date basis, the company recorded a 45% hike in revenues to USD 79.3 million, with net profit rising by 36% to reach USD 32.2 million and attributable net profit gaining 29% and coming in at USD 27.3 million. Total household connections reached 132,484 during the nine-month period, up by a solid 28% y-o-y driven by the market's solid fundamentals and NatEnergy strong reputation for quality and efficiency.

Meanwhile on the electricity generation front, Kahraba began reaping the full rewards of the 30MW in new capacities added in Q4 2017 and fully utilized in Q4 2018. Year-to-date, Kahraba remarkably doubled its revenues from EGP 61.0 million to EGP 120.0 million, with its net profit margin now up by 7 percentage points to 33%.

NatEnergy boasts a **strong outlook** dual driven by both its gas distribution and electricity subsidiaries. Going forward and with subsidized gas prices amended from EGP 3,500 to EGP 3,850, NatGas and Fayoum Gas are expected to improve their topline and profitability in the coming quarters. On the other hand, Kahraba is on schedule to add another 40MW in generation capacity during 2020, and is making progress in its venture into the electricity distribution market having signed 60MW contract for to the Anshas Industrial Zone.

15%
of Group Revenues
in 9M 2019

Revenues (USD mn)



Diversified

Egypt Kuwait Holding's Diversified segment includes a wide array of strategic investments, from cement production, telecommunications and infrastructure to cooling systems and insurance. In line with the company's strategy to invest in local businesses with 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 c. 50 mtpa. Other group assets in the sector include Delta Insurance, Al-Shorouk for Melamine and Resins, Globe Telecommunications, Gas Chill and Bawabet Al Kuwait Holding Company.

The third quarter of 2019 saw EKH's diversified segment record a remarkable 60% rise in revenues y-o-y to USD 24.2 million, with gross profit almost doubling to USD 13.9 million, a remarkable 82% y-o-y hike from Q3 2018's USD 7.7 million. These increases were largely driven by the results of EKH's wholly owned subsidiary Delta Insurance, which has recorded a y-o-y net profit of EGP 58 million and EGP 163 million for the nine-month period.

About EK Holding

Egypt Kuwait Holding Company (EKHO.CA on the Egyptian Exchange and EKHOLDING on the Kuwaiti Exchange) is one of the MENA region's leading investment companies, with a diversified portfolio of investments that spans the region in sectors that include fertilizers and petrochemicals, energy, cement production, insurance, information technology, transport and infrastructure. Established in 1997 by a consortium of prominent Kuwaiti and Egyptian businessmen including our former Chairman, the late Nasser Al-Kharafi, the company has flourished during the past decade as the countries of the Arab world began to liberalize their economies and open doors for private sector investments in strategic sectors that had once been off limits.

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STOCK SYMBOL

EKHO.CA

CAPITAL

Issued and Paid-In Capital: USD
256.1mn

Number of Shares: 1,024 million shares

Par Value: USD 0.25 per share

Forward-Looking Statements

Statements contained in this document that are not historical facts are based on current expectations, estimates, projections, opinions and beliefs of Egypt Kuwait Holding Company (EKH). Such statements involve known and unknown risks, uncertainties and other factors; undue reliance should not be placed thereon. Certain information contained herein constitutes "targets" or "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "seek," "should," "expect," "anticipate," "project," "estimate," "intend," "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology. Actual events or results or the actual performance of EKH may differ materially from those reflected or contemplated in such targets or forward-looking statements. The performance of EKH is subject to risks and uncertainties.

Income Statement

(in US \$)	Q3 2019	Q3 2018	9M 2019	9M 2018
Energy & Energy Related				
Revenues	40 889 374	29 340 369	108 951 729	82 429 375
% Contribution	29%	25%	26%	23%
COGS	23 740 771	16 385 896	60 744 759	44 987 524
Gross Profit	17 148 603	12 954 473	48 206 970	37 441 850
% Margin	42%	44%	44%	45%
Fertilizers & Petrochemicals				
Revenues	76 057 776	74 155 105	243 028 769	226 784 158
% Contribution	54%	63%	59%	64%
COGS	56 211 550	53 629 019	172 486 532	165 135 792
Gross Profit	19 846 226	20 526 085	70 542 238	61 648 366
% Margin	26%	28%	29%	27%
Diversified				
Revenues	24 151 753	15 104 093	62 058 079	44 220 991
% Contribution	17%	13%	15%	13%
COGS	10 237 991	7 451 823	30 881 898	22 663 100
Gross Profit	13 913 761	7 652 271	31 176 181	21 557 890
% Margin	58%	51%	50%	49%
Total Revenues	141 098 903	118 599 567	414 038 578	353 434 524
COGS	90 190 313	77 466 738	264 113 189	232 786 417
Gross Profit	50 908 590	41 132 829	149 925 389	120 648 107
% Margin	36%	35%	36%	34%
Selling Expenses	1 232 750	1 041 736	3 203 979	3 492 627
G&A	8 214 190	7 929 119	24 640 066	21 834 933
Operating Income	41 461 650	32 161 974	122 081 344	95 320 547
% Margin	29%	27%	29%	27%
Interest Net	2 793 810	3 825 535	7 351 705	11 798 757
FX Gain / Loss	2 361 983	(46 292)	1 721 421	460 193
Capital Gain	(125 714)	70 787	(112 983)	157 160
Impairment (Impairment reversal on Assets)	(83 194)	4 095 010	3 123 539	(9 712 664)
Net Provision	(1 383 736)	(98 787)	(1 964 324)	16 835 614
Other Income (Expenses)	674 866	378 433	2 638 930	1 519 666
Net Income before Tax	45 699 665	40 386 660	134 839 632	116 379 273
Income Tax	8 155 082	7 495 181	26 784 352	21 460 868
Differed Tax	(651 829)	(725 887)	(2 010 207)	(2 003 784)
Net Income from Continued Operations	38 196 412	33 617 366	110 065 487	96 922 189
Gain (Loss) from Discontinued Operations	-	-	-	-
Net Income	38 196 412	33 617 366	110 065 487	96 922 189
Non-Controlling Interest	7 916 851	6 997 336	24 776 766	21 919 545
Attributable Net Income	30 279 561	26 620 030	85 288 721	75 002 644

Balance Sheet

(in US\$)	9M 2019	FY 2018
Equity - accounted investees	19 989 068	16 219 288
Investments available -for- sale	23 214 997	32 532 597
Investments held to maturity	123 024 262	99 769 120
Property, plant and equipment & Projects under construction	246 629 936	253 207 015
Exploration & development assets	103 256 281	27 799 143
Goodwill	62 707 406	60 591 626
Other intangible assets	4 575 617	8 804 525
Other debtors & notes receivables	734 833	900 866
Total non-current assets	584 132 400	499 824 180
Cash	145 423 371	206 943 929
Investments held to maturity	273 049 584	170 080 844
Financial assets at fair value through profit and loss	42 234 783	11 990 883
Total Receivables & Other Debtors	157 424 588	120 509 885
Inventory & Work in Progress	113 376 546	107 355 162
Total Current Assets	731 508 872	616 880 703
Total Assets	1 315 641 272	1 116 704 883
Issued & paid up capital	256 110 292	256 110 292
Legal Reserve	127 240 575	126 248 763
Reserves	(122 369 893)	(141 526 773)
Share-based payments	17 561 848	17 561 848
Retained Earnings	268 432 841	248 191 799
Treasury Shares	-	(221 050)
Total equity of the owners of the parent Company	546 975 663	506 364 879
Non-Controlling Interest	209 351 662	205 417 201
Total equity	756 327 325	711 782 080
Long-Term Loans	58 229 063	18 003 469
Other Long-Term Liabilities	2 177 223	2 011 494
Deferred Tax Liability	21 585 375	23 254 655
Total Non-Current Liabilities	81 991 661	43 269 618
Provisions	21 494 492	19 374 686
Bank Facilities, Overdraft and STL	119 711 651	81 667 534
Holders' Rights and Insurance	85 855 017	69 081 331
Creditors and Other Credit Balances	250 261 126	191 529 634
Total Current Liabilities	477 322 286	361 653 185
Total Liabilities	559 313 947	404 922 803
Total SHE + Total Liabilities	1 315 641 272	1 116 704 883

Cash Flows

(in us \$)	9M 2019	9M 2018
Cash flows from operating activities	134 839 632	116 379 273
Net profit for the period before income tax		
Adjustments for:		
Depreciation & amortization	30 702 963	29 445 988
Gain on sale of investments available-for-sale	(1 545 217)	-
Company's share of profit / (loss) of associates	(454 475)	(1 936 775)
Unrealized gain of financial assets at fair value through profit and loss	(352 961)	(104 136)
Financing expenses	9 160 059	9 370 815
Interest income	(16 511 764)	(21 169 572)
Capital gains	112 983	(157 160)
Provisions no longer required	(23 326)	(17 403 129)
Provisions other than depreciation	1 987 650	567 515
Reversal of impairment loss on debtors & other debit balances	(1 014 663)	(3 800 000)
Impairment loss on debtors and other debit balances	273 565	291 224
Reversal of Impairment loss on investments	(2 382 441)	-
Impairment loss on investments	-	13 221 441
Returns from investments in treasury bills and bonds	(17 608 634)	-
	137 183 371	124 705 484
Change in:		
Financial assets at fair value through profit and loss	(29 890 939)	3 228 718
Trade & notes receivable	(15 235 357)	(25 535 851)
Other debit balances	(20 175 707)	(13 108 784)
Inventory	(1 623 882)	(5 971 525)
Work in progress	(4 397 502)	(22 050 942)
Suppliers, subcontractors, creditors & other credit balances	(12 728 220)	46 366 164
Holders' Rights and Insurance	16 773 686	-
Time Deposits	348 053	2 160 335
Provision used	(575 220)	(414 622)
Financing expenses paid	(9 160 059)	(9 370 815)
Net cash available from (used in) operating activities	60 518 224	100 008 162
Cash flows from investing activities		
Interest received	15 968 376	21 025 528
Acquiring of subsidiaries (net of cash)	-	(1 096 047)
Payments for purchase of fixed assets, projects under construction, intangibles & property assets	(4 635 028)	(26 375 440)
Payments for exploration & production assets	(45 682 998)	(17 017 182)
Proceeds from sale of fixed assets, projects under construction, intangibles & property assets	433 372	232 298
Proceeds from (Payments for) sale of investments available-for-sale	6 587 655	(3 467 062)
Proceeds from Financial investments held- to-maturity	(40 336 354)	50 558 835
Net cash used in investing activities	(67 664 977)	23 860 930
Cash flows from financing activities		
Proceeds from long-term loans	162 849 425	122 230 208
Payment of long-term loans	(85 154 216)	(121 338 871)
Payments for acquisition of non-controlling interests	(152 784)	(7 713 467)
Non-controlling stakes	(34 507)	(4 881 736)
Proceeds from sale of treasury stock	1 072 470	-
Dividends paid to non-controlling interests	(14 901 430)	-
Dividends paid	(64 718 133)	(62 906 547)
Net cash used in financing activities	(1 039 175)	(74 610 413)
Foreign currency translation differences	14 717 816	(5 561 473)
Net change in cash and cash equivalents during the period	6 531 888	43 697 206
Cash and cash equivalents at beginning of the period	224 172 327	224 520 953
Cash and cash equivalents at end of the period	230 704 215	268 218 159