

شركة مجموعة الخليج للكابلات والصناعات الكهربائية شاميك - الكويت Gulf Cables & Electrical Industries Group Co. K.S.C.P - Kuwait

Date:05/04/2023

Ref:GC/ 287/2023

M/S. Boursa Kuwait Company

Greeting,

Subject: Analysts/Investors Conference Presentation for 2022

As per requirements stipulated in article No. (7-8) "Listed Company Obligations" of Boursa Kuwait Rule Book, and since Gulf Cable Group Co. has been classified under the Premier Market category.

WE would like to advise that Analysts/Investors Conference for 2022 was held through live webcast at 1:30 PM on Tuesday 04 April 2023, kindly note that during the conference there was no disclosure of any material information had been discussed.

We will disclose the Conference Minutes of Meeting within 3 working days after the Conference.

Attached is the Investors Presentation 2022 for your reference.

Best regards

Basel Omran Kanaan Chief Executive Officer











INVESTORS PRESENTATION

Year Ended 31 December 2022



Gulf Cables & Electrical Industries Group Co. K.S.C.P شركة مجموعة الخليج للكابلات والصناعات الكهربائية $_{\infty,0.2}$

Cables that pulse with life



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Certain monetary amounts, percentages and other figures included in this presentation have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables or charts may not be the arithmetic aggregation of the figures that precede them, and figures expressed as percentages in the text may not total 100% or, as applicable, when aggregated, may not be the arithmetic aggregation of the percentages that precede them.



Our Vision

ACHIEVE GCC PRODUCT INNOVATION LEADERSHIP AND EXPAND OUR PREMIER POSITION IN OUR CORE MARKETS,

WHILE DELIVERING ABOVE-MARKET GROWTH,
SUPERIOR PROFITABILITY AND STRONG CASH FLOW GENERATION
TO PROVIDE SHAREHOLDERS WITH ATTRACTIVE RETURNS,

YET MAINTAIN ABSOLUTE INTEGRITY
AND IN CONFORMITY WITH THE HIGHEST ETHICAL STANDARDS.



Contents

- Performance Highlights
- Financial Overview
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Performance Highlights



Total Revenue¹

+39.0%

113.0m in Y2022 81.3m in Y2021



Sales & contracting revenue

+49.6%

102.5m in Y2022 68.5m in Y2021



EBITDA

... -6.8%

18.1m in Y2022 19.4m in Y2021



Net Profit

4 -19.6%

13.0m in Y2022 16.1m in Y2021



EPS

l. aa

-19.2%

62 Fils in Y2022 77 Fils in Y2021



Assets

▶ -8.1%

290.6m in Y2022 316.4m in Y2021



Liabilities

-30.0%

62.2m in Y2022 88.8m in Y2021



Equity

1 +0.4%

228.3m in Y2022 227.5m in Y2021



Production Metric Ton ('000')

+51.4%

50.8MT in Y2022 33.6MT in Y2021



Dividend



60% of share par value

60 fils² in Y2022 60 fils in Y2021

Note: all figures are in KWD

¹ Total revenue consist of cable sales, contracting revenue and investment revenue.

² Proposed by the Board of Directors and subject to General Assembly approval.



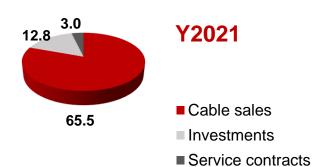
Financial Overview - Group



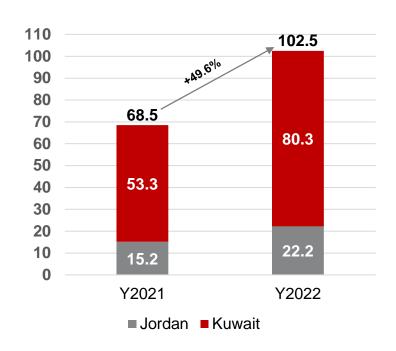
Total Revenue Breakdown

Million - KWD

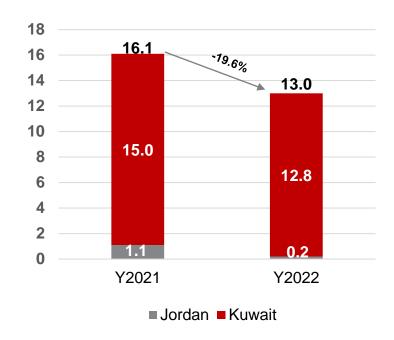
99.3



Sales & Contracting Revenue Million - KWD



Net Profit Breakdown by Country Million - KWD



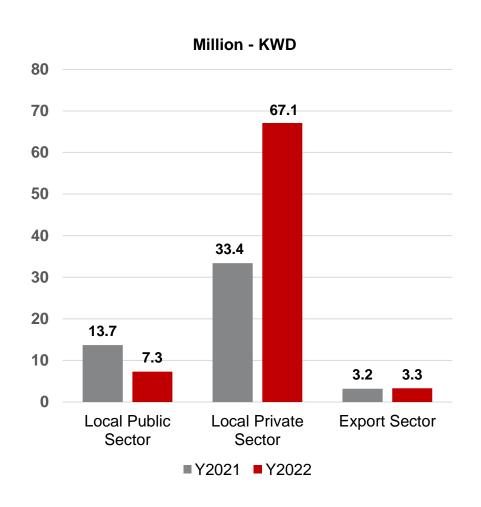
In Y2022:

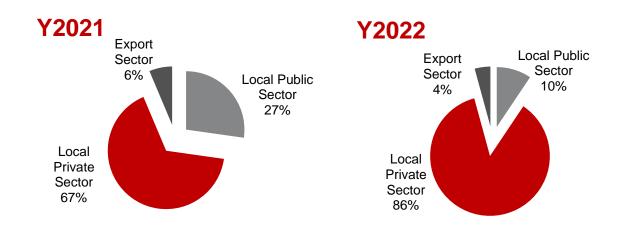
- Total revenue grew by 39% compared to Y2021 from KWD 81.3m to KWD 113m.
- Total sales & contracting revenue for the Group increased by 49.6% compared to Y2021.
- Sales & contracting revenue from Kuwait consists of revenue from cable sales, amounted to KWD 77.1m and service contracts revenue, amounted to KWD 3.2m.
- Net profit for the Group decreased by 19.6% compared to Y2021.



Financial Overview - Gulf Cables Kuwait

Breakdown of Cable Sales by Sector





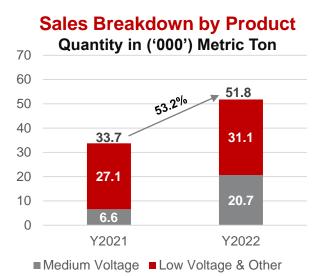
| Description (Million, KWD) | Y2021 | Y2022 | Change | % Change |
|----------------------------|-------|-------|--------|----------|
| Local Public Sector | 13.7 | 7.3 | -6.4 | -47.1% |
| Local Private Sector | 33.4 | 67.1 | 33.7 | 100.9% |
| Export Sector | 3.2 | 3.3 | 0.1 | 4.6% |
| Total Sales | 50.3 | 77.7 | 27.4 | 54.5% |

- Total sales increased by 54.5% in Y2022 due to increase in sales of medium voltage cables for the Local Private Sector compared to Y2021.
- Sales for the Local Public Sector declined by 47.1% compared to Y2021 due to the less requirement from MEW.

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Financial Overview – Group Production and Sales by Weight



Production Breakdown by Material



| Sales Breakdown by Product (Weight) | Y2021 MT | Y2022 MT | % Change |
|-------------------------------------|-------------|-------------|----------|
| Medium Voltage Cables | 6,637 | 20,685 | 211.7% |
| Low Voltage and Other Cables | 27,130 | 31,061 | 14.5% |
| Total Cables | 33,767 | 51,746 | 53.2% |

| Production Breakdown by Material | Y2021 MT | Y2022 MT | % Change |
|--|-------------|-------------|----------|
| Copper Cables (Low & Medium Voltage) | 24,772 | 38,204 | 54.2% |
| Aluminum Cables (Low & Medium Voltage) | 8,794 | 12,627 | 43.6% |
| Total Copper & Aluminum Cables | 33,566 | 50,831 | 51.4% |

In Y2022:

- The sales weight of medium voltage cables increased by 211.7% as a result of increased demand from the Private Sector for PAHW projects in GC-Kuwait and increase in the export sales to Iraq from GC-Jordan.
- Low Voltage Cables sales displayed an increase of 14.5% compared to Y2021 due to increased supply to contractors of various projects of PAHW & MEW from GC Kuwait and IDECO from GC Jordan.
- Total cable sales shows a 53.2% growth from Y2021.
- Production weight displays growth for both Copper and Aluminum cables a combined growth of 51.4%.



Financial Overview - Ratio Analysis

| Ratios | Y2021 | Y2022 | Change |
|--|-------|-------|--------|
| <u>Profitability</u> | | | |
| Gross Profit Margin - % | 19.8% | 12.6% | -7.2% |
| EBITDA Margin - % | 28.3% | 17.6% | -10.7% |
| Net Margin - % | 23.5% | 12.6% | -10.9% |
| ROA on Average Assets - % (with investment income) | 6.2% | 4.3% | -1.9% |
| ROE on Average Equity - % (with investment income) | 7.8% | 5.7% | -2.1% |
| <u>Leverage</u> | | | |
| Total Debt Percentage of Total Assets-% | 22.8% | 15.3% | -7.5% |
| Debt to Equity Ratio-% | 31.7% | 19.5% | -12.2% |
| Interest Coverage Ratio | 51.0 | 8.3 | -42.8 |
| <u>Liquidity</u> | | | |
| Current Ratio | 4.4 | 3.7 | -0.8 |
| Quick Ratio | 2.6 | 1.9 | -0.7 |
| Working Capital to Total Assets | 0.2 | 0.2 | 0.0 |

- Group's gross profit margin decreased from 19.8% to 12.6%. This was due to the increased cost of revenue and low margin on high value purchase orders.
- EBITDA margin shows a decline from 28.3% in 2021 to 17.6% in Y2022, the high margin in 2021 was on account of the gain on bargain purchase of Associate

- Total debt percentage of total assets and debt to equity ratios improved in comparison with Y2021 due to the settlement of borrowings amounted KWD 28.2m in Y2022.
- Interest coverage ratio dropped to 8.3x as finance costs for Y2022 increased significantly compared to Y2021.
- The Group displays a nominal decrease in its current ratio & quick ratio in Y2022.
- Working capital to total assets remain same



Financial Overview - Financial Position & Cash Flow Statements

| Financial Position (Million, KWD) | Dec. 2021 | Dec. 2022 | Change | % Change |
|--------------------------------------|-----------|-----------|--------|----------|
| Non-Current Assets | 229.3 | 210.8 | -18.5 | -8.1% |
| Current Assets | 87.1 | 79.8 | -7.3 | -8.4% |
| Total Assets | 316.4 | 290.6 | -25.8 | -8.1% |
| | | | | |
| Non-Current Liabilities | 69.2 | 40.4 | -28.8 | -41.5% |
| Current Liabilities | 19.7 | 21.8 | 2.1 | 10.7% |
| Total Liabilities | 88.9 | 62.2 | -26.7 | -30.0% |
| | | | | |
| Total Equity | 227.5 | 228.3 | 0.8 | 0.4% |
| Total Liabilities & Equity | 316.4 | 290.6 | -25.8 | -8.1% |

| Cash Flow Statement (Million, KWD) | Y2021 | Y2022 | Change | % Change |
|--|-------|-------|--------|----------|
| Profit From Operations | 16.1 | 13.0 | -3.1 | -19.6% |
| Non-Cash Adjustments | -8.3 | -6.0 | 2.3 | 28.5% |
| Changes in Working Capital | 5.8 | -2.8 | -9.6 | -149.5% |
| Net Cash Flow - Operating Activities | 13.6 | 4.2 | -9.4 | -69.3% |
| | | | | |
| Net Cash Flow - Investing Activities | -74.9 | 28.8 | 103.7 | 138.5% |
| | | | | |
| Net Cash Flow - Financing Activities | 54.1 | -44.0 | -98.1 | -181.4% |
| | | | | |
| Increase / Decrease in Cash and Cash Equivalents | -7.2 | -11.0 | 3.8 | -53.0% |
| Cash and Cash Equivalents at Year End | 19.0 | 8.0 | -11.0 | -57.7% |

In Y2022:

- Non-current assets shrank by 8.1% in Dec 2022 compared to Dec 2021 due to decrease in the investments at FVTOCI.
- Current assets of the Group shows a decrease of 8.4%.
- Non-current liabilities considerably decreased by 41.5% as a result of settlement borrowings.
- Shareholder's equity shows a nominal increase 0.4%.
- Cash inflow from investing activities shows KWD 28.8m mainly due to dividends income received and proceeds from sale of investments at FVTOCI.
- Cash outflow for financing activities reached KWD 44m mainly as a result of an early settlement of borrowings amounted to KWD 28.2m and cash dividend paid to shareholders amounted to KWD 12.5m.



Financial Overview – Investments in Associates & Joint Venture

| | NIC | | |
|--|---|--------|--|
| | ئئــرکــة الاســـــــــــــــــــــــــــــــــــ | | |
| | Dec. 2021 Dec. 2022 | | |
| GC Effective Ownership Interest | 25.37% | 26.98% | |
| Total Net Assets Value | 216.8m | 198.8m | |
| GC Carrying Value of Ownership Interest | 55.0m 54.9m | | |
| | Y2021 | Y2022 | |
| Profit for the Year Attributable to shareholders of the parent Co. | 24.4m | 8.7m | |
| GC Share of Results | - | 2.1m | |
| Dividends Received from the Associate | - | 9.6m | |

| HEISCO | | |
|-----------|-----------|--|
| HEISCO | | |
| Dec. 2021 | Dec. 2022 | |
| 28.33% | 28.33% | |
| 68.8m | 70.7m | |
| 29.9m | 30.5m | |
| Y2021 | Y2022 | |
| 6.4m | 5.6m | |
| 0.3m | 1.6m | |
| - | 1.0m | |

| Team Holding | | | |
|--|-----------|--|--|
| TEAM MILETARY CAMPANY Analotting Campany | | | |
| Dec.2021 | Dec. 2022 | | |
| 47.50% | 47.50% | | |
| 2.6m | 2.6m 2.7m | | |
| 1.2m | 1.3m | | |
| Y2021 | Y2022 | | |
| 0.3m | 0.1m | | |
| 0.13m | 0.03m | | |
| - | - | | |

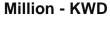
- In Q4-2021, the Group acquired National Investments Co. (NIC) and Heavy Engineering Industries & Shipbuilding Co. (HEISCO).
- The Group acquired additional 1.58% in NIC in Y2022.
- Share of results of NIC is KWD 2.1m for Y2022 and (Nil) in Y2021, as GC recognized NIC as an associate company at the end of Dec 2021.
- Share of results HEISCO is KWD 1.6m for Y2022 and KWD 0.3m in Y2021 (which represents a portion of one month only Dec 2021 as GC recognized HEISCO as an associate company at the beginning of Dec 2021).
- The Group participated with KWD 2.5m investment in the recently incorporated joint venture- Gulf & Riyadh Electric Wires, Cables and Electronic Manuf. Co. representing 50% ownership.

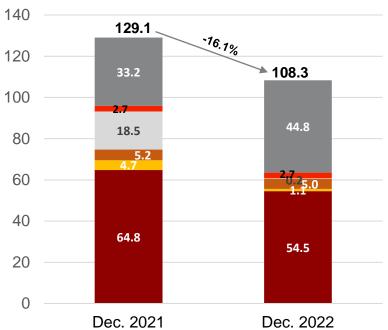
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Financial Overview - Investments at FVOCI

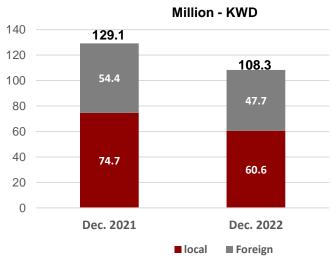
Investment Portfolio Breakdown





- Foreign unquoted securities
- Foreign unquoted securities held through managed portfolios
- Foreign quoted securities held through managed portfolios & others
- Local managed funds
- Local unquoted securities held through managed portfolios
- Local quoted securities held through managed portfolios

Investments Geographical Breakdown



■ The investments at FVOCI are held in equity instruments for medium to long term strategic objectives. The Group intends to hold these investments for a long-term period.

In Y2022:

- Total investments at FVOCI decreased by 16.1% from Dec 2021 to Dec 2022.
- Gain on sale of investment amounted to KWD 19.0m recognized directly in retained earnings within equity during Y2022.
- Dividend income on investments amounted to KWD 6.8m compared to KWD 1.6m in Y2021.

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Appendix





Consolidated Statement of Financial Position

| | 24 Dec. 2000 | 24 Day 2004 |
|--|--------------|---------------------------------------|
| Assets (KWD) | 31 Dec. 2022 | 31 Dec. 2021 |
| Non-current assets | | |
| Goodwill | 3,603,180 | 3,603,180 |
| | | , , , , , , , , , , , , , , , , , , , |
| Property, plant and equipment | 9,261,814 | 9,771,992 |
| Right of use asset | 468,675 | 612,883 |
| Investments in associates & joint venture | 89,122,225 | 86,168,913 |
| Investments at fair value through other comprehensive income | 108,310,882 | 129,097,281 |
| | 210,766,776 | 229,254,249 |
| | | , |
| Current assets | | |
| Inventories | 37,385,413 | 35,196,042 |
| Trade accounts receivable | 31,100,230 | 31,788,814 |
| Other receivables and prepayments | 2,028,887 | 1,134,062 |
| Investments at fair value through profit or loss | 596,767 | - |
| Cash and cash equivalents | 8,694,999 | 18,981,488 |
| | 79,806,296 | 87,100,406 |
| Total Assets | 290,573,072 | 316,354,655 |

| | 31 Dec. 2022 | 31 Dec. 2021 |
|---|--------------|--------------|
| Liabilities (KWD) | | |
| Non-current liabilities | | |
| Provision for employees' end of service benefits | 4,597,596 | 4,410,937 |
| Terms loans | 17,500,000 | 26,334,495 |
| Islamic financing facilities | 18,072,368 | 38,000,000 |
| Lease liabilities | 289,140 | 428,888 |
| | 40,459,104 | 69,174,320 |
| <u>Current liabilities</u> | | |
| Trade accounts payable | 3,660,167 | 2,038,235 |
| Other payables and accruals | 8,937,217 | 9,662,081 |
| Lease liabilities | 151,416 | 151,416 |
| Term loans-current portion | 6,534,495 | 5,818,161 |
| Islamic financing facilities-current portion | 1,815,789 | 2,000,000 |
| Due to banks | 668,952 | - |
| | 21,768,036 | 19,669,893 |
| Total Liabilities | 62,227,140 | 88,844,213 |
| Equity (KWD) | | |
| Share capital | 20,993,131 | 20,993,131 |
| Share premium | 29,160,075 | 29,160,075 |
| Treasury shares | (1,686,080) | (575,724) |
| Statutory, voluntary and general reserves | 71,893,702 | 70,459,281 |
| Other components of equity | 65,297,391 | 82,741,073 |
| Retained earnings | 42,164,366 | 24,227,964 |
| Total equity attributable to the owners of the Parent Company | 227,822,585 | 227,005,800 |
| Non-Controlling Interests | 523,347 | 504,642 |
| Total Equity | 228,345,932 | 227,510,442 |
| Total Equity and Liabilities | 290,573,072 | 316,354,655 |



Consolidated Statement of Profit or Loss

| | Y2022 | Y2021 |
|---|--------------|--------------|
| Revenue (KWD) | | |
| | | |
| Sales and contracting revenue | 102,496,345 | 68,490,740 |
| Cost of revenue | (89,558,281) | (54,929,195) |
| Gross profit | 12,938,064 | 13,561,545 |
| | | |
| Dividend income | 6,763,284 | 1,614,982 |
| Other investment gain/(losses) | 22,559 | (19,563) |
| Change in fair value of inv, at FVTPL | (81,993) | - |
| Gain on Sale of Inv. at FVTPL | 85,629 | - |
| Share of results of associates & joint venture | 3,760,024 | 411,251 |
| Gain on bargain purchase of an associate | - | 10,834,531 |
| Interest & other income | 64,202 | 39,669 |
| Foreign currency exchange gain | 446,386 | 201,756 |
| | 23,998,155 | 26,644,171 |
| Expenses and other charges (KWD) | | |
| General and administrative expenses | (4,531,221) | (5,070,842) |
| Commercial expenses | (2,656,219) | (1,794,983) |
| Provision charge for doubtful debts | (376,000) | (1,867,916) |
| Provision charge for obsolete and slow- moving inventories | (1,809) | (27,074) |
| Finance costs | (1,991,275) | (350,316) |
| | (9,556,524) | (9,111,131) |

| | Y2022 | Y2021 |
|--|-------------|------------|
| Profit before taxation and Directors' remuneration | 14,441,631 | 17,533,040 |
| | | |
| Taxes relating to overseas subsidiary | (84,745) | (279,744) |
| Provision for contribution to KFAS,NLST & Zakat | (1,090,897) | (821,203) |
| Provision for directors' remuneration | (305,000) | (310,000) |
| Profit for the Year | 12,960,989 | 16,122,093 |
| | | |
| Profit for the year attributable to: | | |
| Owners of the Parent Company | 12,948,313 | 16,057,067 |
| Non-controlling interests | 12,676 | 65,026 |
| Profit for the Year | 12,960,989 | 16,122,093 |
| | | |
| Earnings Per share | 62 Fils | 77 Fils |



Common Size Analysis - Consolidated Statement of Financial Position

| | 31 Dec. 2022 | 31 Dec. 2021 |
|--|--------------|--------------|
| Assets (KWD) | | |
| Non-current assets | | |
| Goodwill | 1.24% | 1.14% |
| Property, plant and equipment | 3.19% | 3.09% |
| Right of use asset | 0.16% | 0.19% |
| Investments in associates & joint venture | 30.67% | 27.24% |
| Investments at fair value through other comprehensive income | 37.27% | 40.81% |
| | 72.53% | 72.47% |
| | | |
| <u>Current assets</u> | | |
| Inventories | 12.87% | 11.13% |
| Trade accounts receivable | 10.70% | 10.05% |
| Other receivables and prepayments | 0.70% | 0.36% |
| Investments at fair value through profit or loss | 0.21% | _ |
| Cash and cash equivalents | 2.99% | 6.00% |
| | 27.47% | 27.53% |
| Total Assets | 100% | 100% |

- The percentage of total non-current assets has slightly risen from 72.47% in Dec. 2021 to 72.53% in Dec. 2022, on the other hand the percentage of total current assets has slightly dropped from 27.53% to 27.47%.
- The percentage of total liabilities has dropped from 28.08% in Dec. 2021 to 21.42% in Dec. 2022, on the other hand the percentage of total equity attributable to the owners of the Parent Company has risen from 71.76% to 78.40%.

| | 30 Dec. 2022 | 31 Dec. 2021 |
|---|--------------|--------------|
| 11-11111 (171417) | 30 Dec. 2022 | 31 Dec. 2021 |
| Liabilities (KWD) | | |
| Non-current liabilities | | |
| Provision for employees' end of service benefits | 1.58% | 1.39% |
| Terms loans | 6.02% | 8.32% |
| Islamic financing facilities | 6.22% | 12.01% |
| Lease liabilities | 0.10% | 0.14% |
| | 13.92% | 21.86% |
| <u>Current liabilities</u> | | |
| Trade accounts payable | 1.26% | 0.64% |
| Other payables and accruals | 3.08% | 3.05% |
| Lease liabilities | 0.05% | 0.05% |
| Term loans-current portion | 2.25% | 1.84% |
| Islamic financing facilities-current portion | 0.63% | 0.63% |
| Due to banks | 0.23% | - |
| | 7.50% | 6.22% |
| Total Liabilities | 21.42% | 28.08% |
| Equity | | |
| Share capital | 7.22% | 6.64% |
| Share premium | 10.04% | 9.22% |
| Treasury shares | -0.58% | -0.18% |
| Statutory, voluntary and general reserves | 24.74% | 22.27% |
| Other components of equity | 22.47% | 26.15% |
| Retained earnings | 14.51% | 7.66% |
| Total equity attributable to the owners of the Parent Company | 78.40% | 71.76% |
| Non-Controlling Interests | 0.18% | 0.16% |
| Total Equity | 78.58% | 71.92% |
| Total Equity and Liabilities | 100% | 100% |

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Common Size Analysis - Consolidated Statement of Profit or Loss

| | Y2022 | Y2021 |
|---|---------|---------|
| Revenue | | |
| | | |
| Sales and contracting revenue | 100.00% | 100.00% |
| Cost of sales and Contracts with Customers | -87.38% | -80.20% |
| Gross profit | 12.62% | 19.80% |
| | | |
| Dividend income | 6.60% | 2.36% |
| Other investment gain/ losses | 0.02% | -0.03% |
| Change in fair value of inv, at FVTPL | -0.08% | - |
| Gain on Sale of Inv. at FVTPL | 0.08% | - |
| Share of results of associates & joint venture | 3.67% | 0.60% |
| Gain on bargain purchase of an associate | - | 15.82% |
| Interest and other income | 0.06% | 0.06% |
| Foreign currency exchange gain | 0.44% | 0.29% |
| | 23.41% | 38.90% |
| Expenses and other charges | | |
| | | |
| General and administrative expenses | -4.42% | -7.40% |
| Commercial expenses | -2.59% | -2.62% |
| Provision charge for doubtful debts | -0.37% | -2.64% |
| Provision charge for obsolete and slow-moving inventories | -0.00% | -0.04% |
| Finance costs | -1.94% | -0.51% |
| | -9.32% | -13.30% |

| | Y2022 | Y2021 |
|--|--------|--------|
| Profit before taxation and Directors' remuneration | 14.09% | 25.60% |
| | | |
| Taxes relating to overseas subsidiary | -0.08% | -0.41% |
| Provision for contribution to KFAS,NLST & Zakat | -1.06% | -1.20% |
| Provision for directors' remuneration | -0.30% | -0.45% |
| Profit for the Period | 12.65% | 23.54% |

- The percentage of gross profit for Y2022 decreased by 7.18% compared to prior year (from 19.80% to 12.62%), due to increase in the cost of sales percentage and low margin in high value orders.
- Dividend income increased from 2.36% in to 6.60%.
- Share of results of associates & joint venture increased by 3.07% for nine-month results compared to same period of prior year (from 0.60% to 3.67%) due to acquisition of new associate companies in Dec.2021.
- Expenses and other charges percentage decreased by 3.98% to 9.32%
- Profit percentage decreased by 10.89%.



Thank You

Gulf Cables & Electrical Industries Group Co. K.S.C.P شركة مجموعة الخليج للكابلات والصناعات الكهربائية شميع











