



شركة مجموعة الخليج للكابلات والصناعات الكهربائية ش.م.ك.ع. - الكويت

Gulf Cables & Electrical Industries Group Co. K.S.C.P - Kuwait

Date: 27/03/2025

Ref: GC/ 189 /2025

M/S. Boursa Kuwait Company

Greeting,

Subject: Analysts/Investors Conference Presentation for 2024

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.

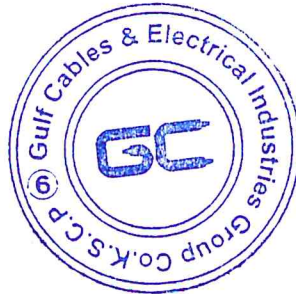
WE would like to advise that Analysts/Investors Conference for 2024 was held through live webcast at 1:30 PM on Thursday 27 March 2025, kindly note that during the conference there was no disclosure of any material information had been discussed.

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

Attached is the Investors Presentation 2024 for your reference.

Best regards

Basel Omran Kanaan
Chief Executive Officer



Cables that pulse with life كابلات تنبض بالحياة

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2024

INVESTORS PRESENTATION

Year Ended 31 December 2024



INVESTORS PRESENTATION



Gulf Cables & Electrical Industries Group Co. K.S.C.P

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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

↑ +0.9%

123.1m in Y2024
122.1m in Y2023



Sales & contracting revenue

↑ +3.0%

105.3m in Y2024
102.2m in Y2023



EBITDA

↓ -2.4%

25.3m in Y2024
25.9m in Y2023



Net Profit

↓ -1.1%

20.8m in Y2024
21.0m in Y2023



EPS

↓ -1.0%

100 Fils in Y2024
101 Fils in Y2023



Assets

↑ +16.2%

326.1m in Y2024
280.6m in Y2023



Liabilities

↑ +8.6%

54.2m in Y2024
49.9m in Y2023



Equity

↑ +17.8%

272.0m in Y2024
230.8m in Y2023



Production Metric Ton ('000')

↑ +2.9%

51.7MT in Y2024
50.3MT in Y2023



Dividend

↑ +7.7%

70 fils² in Y2024
65 fils in Y2023

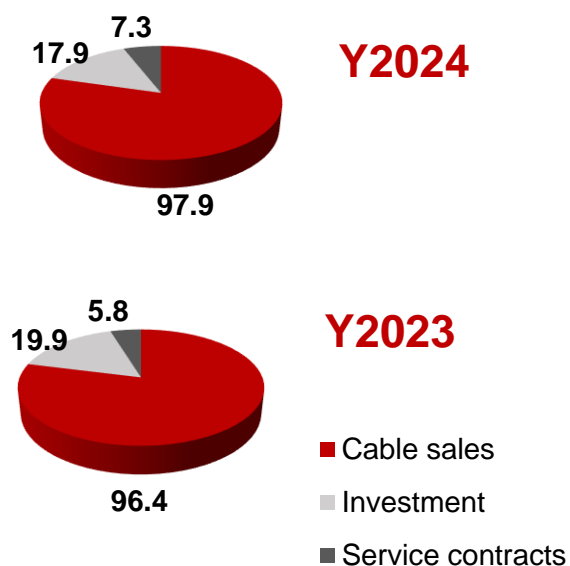
Note: all figures are in KWD except Production

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

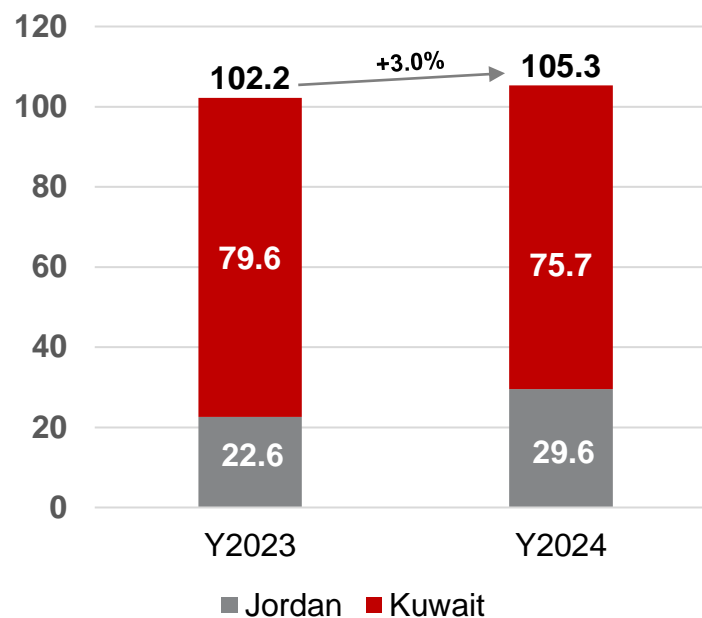
² Proposed by the Board of Directors and subject to General Assembly approval.

Financial Overview – Group

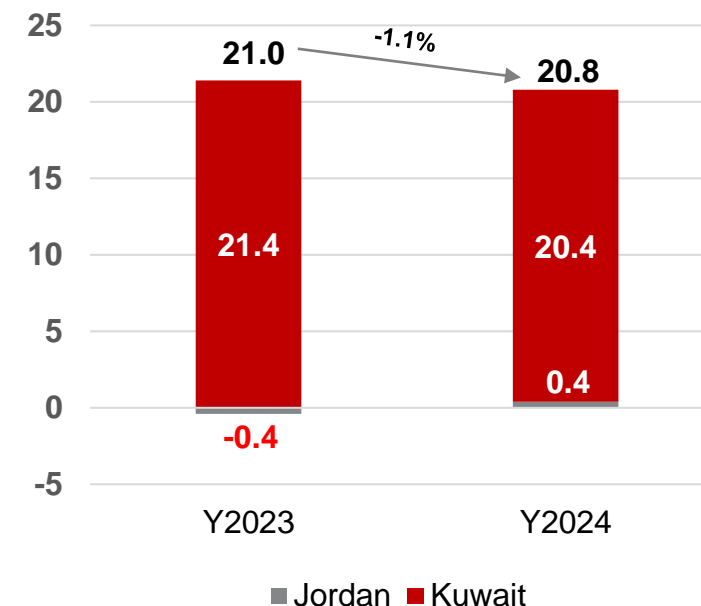
Total Revenue Breakdown
Million - KWD



Sales & Contracting Revenue
Million - KWD



Net Profit Breakdown by Country
Million - KWD

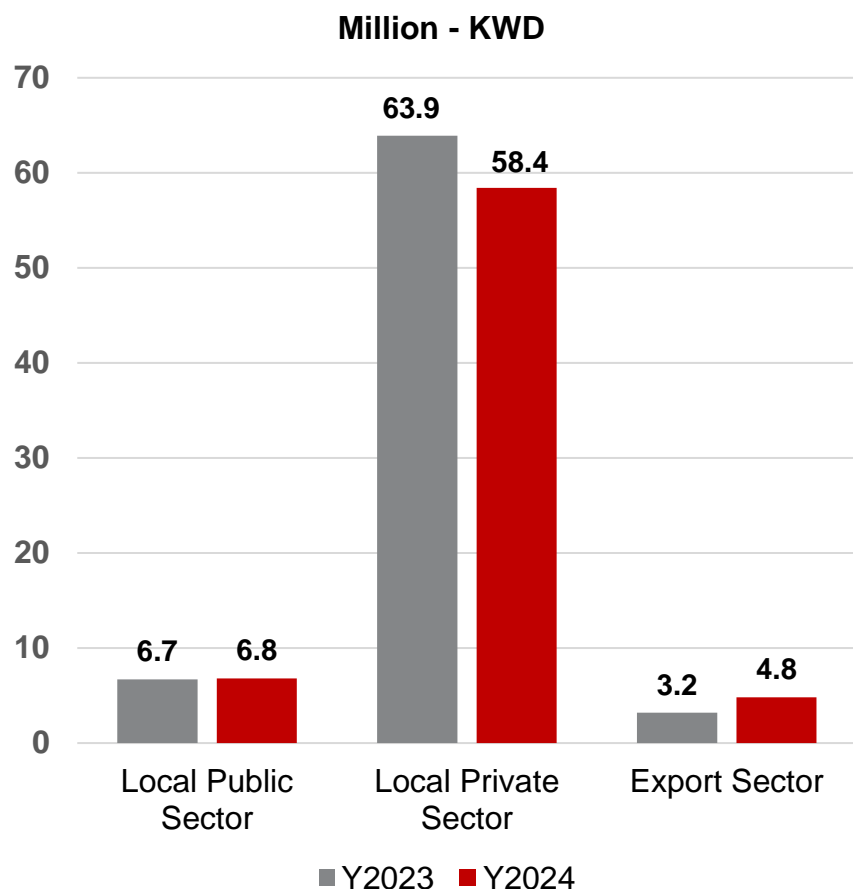


In Y2024:

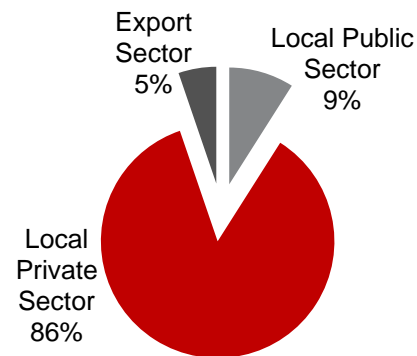
- Total revenue grew by 0.9% compared to Y2023 from KWD 122.1m to KWD 123.1m.
- Total sales & contracting revenue for the Group increased by 3.0% from Y2023.
- Sales & contracting revenue from Kuwait consists of revenue from cable sales, amounted to KWD 68.3m and service contracts revenue, amounted to KWD 7.3m.
- Net profit for the Group decreased by 1.1% compared to Y2023.

Financial Overview - Gulf Cables Kuwait

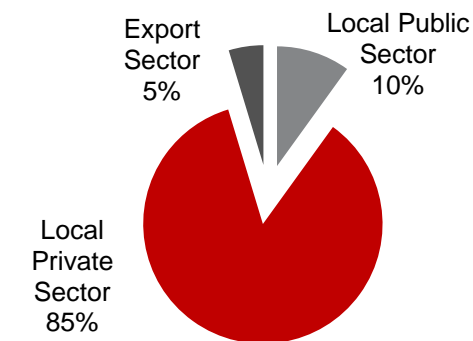
Breakdown of Cable Sales by Sector



Y2023



Y2024



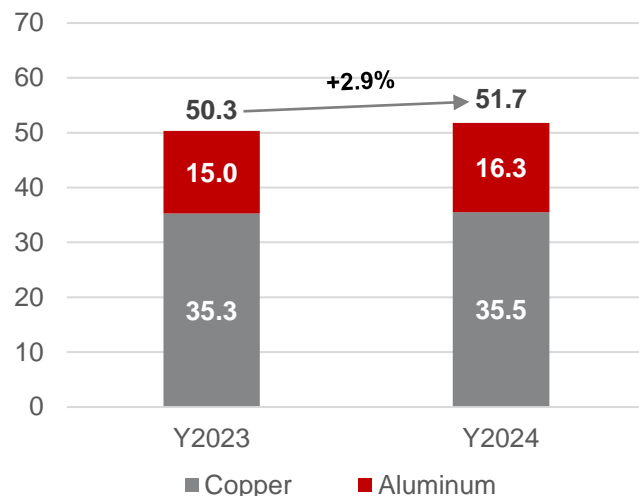
Description (Million, KWD)	Y2023	Y2024	Change	% Change
Local Public Sector	6.7	6.8	0.1	0.7%
Local Private Sector	63.9	58.3	-5.6	-8.7%
Export Sector	3.2	3.2	0.0	0.0%
Total Sales	73.8	68.3	-5.5	-7.5%

- In Y2024 total sales decreased by 7.5% compared to Y2023 mainly due to decline in sales to local private sector.
- Local private sector sales decreased by 8.7% mainly due to decrease in sales of medium voltage cables to the private contractors of PAHW projects.

Financial Overview – Group Production and Sales by Weight

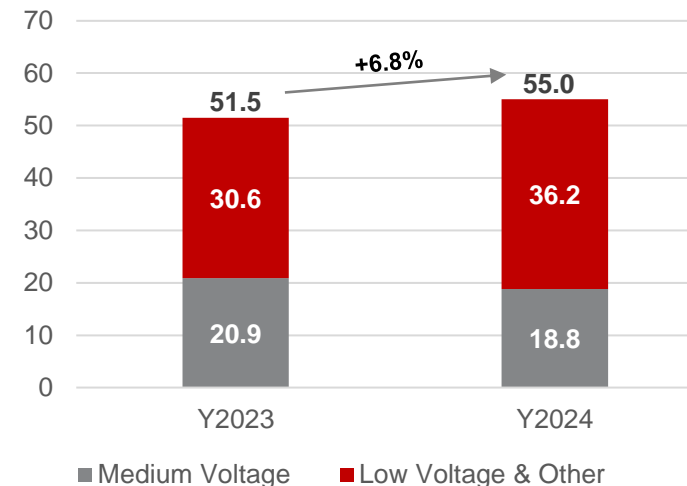
Production Breakdown by Material

Quantity in ('000') Metric Ton



Sales Breakdown by Product

Quantity in ('000') Metric Ton



In Y2024:

- Total cable sales weight increased by 6.8% compared to Y2023. This is due to the increase in Low Voltage cable sales to MEW, PAHW projects and increase in sales by the subsidiary in Jordan.
- Total production weight also witnessed an increase of 2.9%.
- Copper cables production increased by 0.5% and aluminum cables by 8.6%.

Sales Breakdown by Product	Y2023 MT	Y2024 MT	% Change
Medium Voltage Cables	20,891	18,786	-10.1%
Low Voltage and Other Cables	30,633	36,243	18.3%
Total Cables	51,524	55,029	6.8%

Production Breakdown by Material	Y2023 MT	Y2024 MT	% Change
Copper Cables (Low & Medium Voltage)	35,283	35,466	0.5%
Aluminum Cables (Low & Medium Voltage)	14,984	16,271	8.6%
Total Cables	50,267	51,737	2.9%

Financial Overview - Ratio Analysis

Ratios	Y2023	Y2024	Change
<u>Profitability</u>			
Gross Profit Margin - %	12.9%	14.8%	↑ 1.9%
EBITDA Margin - %	25.3%	24.0%	↓ -1.3%
Net Profit Margin - %	20.6%	19.7%	↓ -0.8%
ROA on Average Assets - % (with investment income)	7.4%	6.9%	↓ -0.5%
ROE on Average Equity - % (with investment income)	9.2%	8.3%	↓ -0.9%
<u>Leverage</u>			
Debt to Assets Ratio - %	11.3%	8.8%	↓ -2.5%
Debt to Equity Ratio - %	13.7%	10.6%	↓ -3.1%
Interest Coverage Ratio	12.7	15.5	↑ 2.8
<u>Liquidity</u>			
Current Ratio	3.8	2.3	↓ -1.5
Quick Ratio	2.0	0.9	↓ -1.1
Working Capital to Total Assets	0.2	0.1	↓ -0.1

- Group's gross profit margin increased slightly from 12.9% to 14.8% due to the decrease in cost of revenue on annual basis.
- EBITDA margin shows a decrease from 25.3% in Y2023 to 24.0% in Y2024, this is because of the decrease in dividend income compared to Y2023.
- Debt to assets and debt to equity ratios improved in comparison with Y2023 on account of the increase in assets due to increase in investments in associates and investments at FVTOCI carrying values and due to the settlement of borrowings amounted KWD 3.1m in Y2024.
- Interest coverage ratio increased to 15.5x with an increase of 2.8x.
- The Group displays a decrease in its current & quick ratios in Y2024.
- Overall, there is mixed movements of financial ratios, without much serious concerns.

Financial Overview - Financial Position & Cash Flow Statements



Financial Position (Million, KWD)	Dec. 2023	Dec. 2024	Change	% Change
Non-Current Assets	200.2	250.5	50.4	25.2%
Current Assets	80.4	75.6	-4.9	-6.1%
Total Assets	280.6	326.1	45.5	16.2%
Non-Current Liabilities	28.8	21.7	-7.1	-24.8%
Current Liabilities	21.0	32.4	11.4	54.5%
Total Liabilities	49.8	54.1	4.3	8.6%
Total Equity	230.8	272.0	41.2	17.8%
Total Liabilities & Equity	280.6	326.1	45.5	16.2%

Cash Flow Statement (Million, KWD)	Y2023	Y2024	Change	% Change
Profit From Operations	21.0	20.8	-0.2	-1.1%
Non-Cash Adjustments	-14.9	-11.8	3.1	20.6%
Changes in Working Capital	-0.8	3.3	4.1	512.0%
Net Cash Flow - Operating Activities	5.3	12.3	7.0	130.0%
Net Cash Flow - Investing Activities	22.7	4.0	-18.7	-81.3%
Net Cash Flow - Financing Activities	-26.7	-18.9	7.8	29.3%
Increase / Decrease in Cash and Cash Equivalents	1.4	-2.6	-4.0	-290.3%
Cash and Cash Equivalents at Year End	9.4	6.8	-2.6	-27.2%

In Y2024:

- Non-current assets increased by 25.2% in Dec. 2024 compared to Dec. 2023 mainly due to decrease in investment in associates and investments at FVTOCI.
- Current liabilities considerably increased by 54.5% as a result of shifting of long term to short term borrowings and amount payable towards the acquisition of subsidiary.
- Cash inflow from investing activities displays a decrease of KWD 18.7m mainly due to decrease in dividends income received and purchase of investments at FVTOCI.
- Cash outflow for financing activities recorded KWD 18.9m mainly as a result of an early settlement of borrowings amounted to KWD 3.1m and cash dividend paid to shareholders amounted to KWD 13.5m.

Financial Overview – Investments in Associates

	NIC		HEISCO		Team Holding	
	Dec. 2023	Dec. 2024	Dec. 2023	Dec. 2024	Dec. 2023	Dec. 2024
	 شركة الاستثمار الوطنية NATIONAL INVESTMENTS COMPANY		 HEISCO		 TEAM Holding Company شركة تمسك القابضة	
GC Effective Ownership Interest	26.98%	26.98%	28.33%	28.33%	47.50%	50.00%
Total Net Assets Value (excluding treasury shares)	173.2m	197.6m	74.1m	77.6m	2.4m	2.5m
GC Carrying Value of Ownership Interest	47.9m	54.5m	31.4m	32.4m	1.1m	1.2m
	Y2023	Y2024	Y2023	Y2024	Y2023	Y2024
Profit for the Year Attributable to shareholders of the parent Co.	4.1m	12.1m	7.2m	9.1m	0.2m	0.2m
GC Share of Results	1.1m	3.3m	2.0m	2.5m	0.08m	0.1m
Dividends Received from the Associate	6.0m	3.2m	1.0m	1.5m	0.2m	0.06m

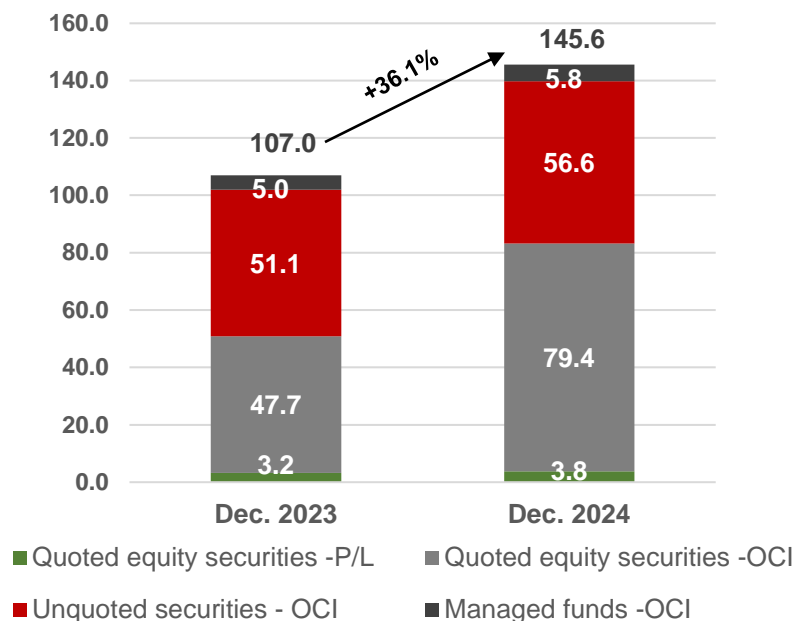
- GC Carrying Value of Ownership Interest in NIC shows a significant increase of KWD 6.6m from KWD 47.9m in Dec.2023 to KWD 54.5m in Dec.2024.
- Share of results of NIC increased to KWD 3.3m compared to KWD 1.1m.
- Share of results of HEISCO increased to KWD 2.5m compared to KWD 2.0m.
- In Y2024, dividends received from NIC KWD 3.2m compared to KWD 6.0m in Y2023 and from HEISCO KWD 1.5m against 1.0m in Y2023.

Note: all figures are in KWD

Financial Overview - Investments at FVTOCI & FVTP/L

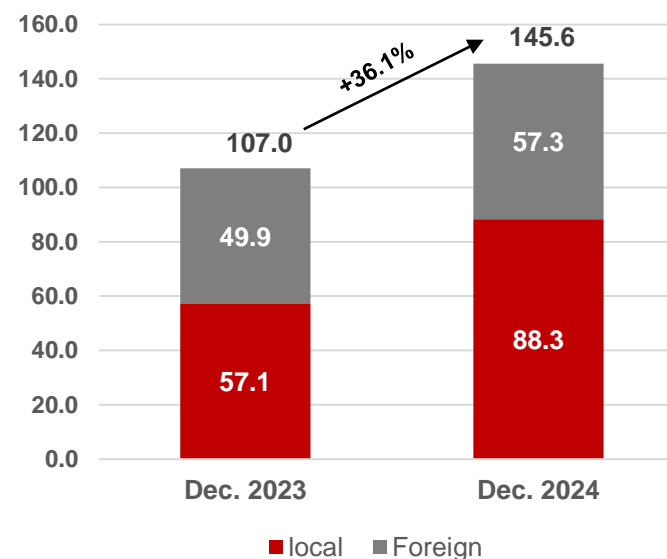
Investment Portfolio Breakdown

Million - KWD



Investments Geographical Breakdown

Million - KWD



In Y2024:

- Total investments at FVTOCI increased by 36.1% from Dec.2023 to Dec.2024.
- Total investments at FVTP/L increased from KWD 3.2m in Dec.2023 to KWD 3.8m in Dec.2024.
- Dividend income recognized on investments FVTOCI & FVTP/L decreased by 5.3m to KWD 11.6m compared to KWD 16.9m in Y2023.



QUESTIONS & ANSWERS



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APPENDIX



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Consolidated Statement of Financial Position

	31 Dec. 2023	31 Dec. 2024
Assets (KWD)		
<u>Non-current assets</u>		
Goodwill and other intangible assets	3,603,180	7,790,389
Property, plant and equipment	9,248,051	9,615,133
Right of use asset	489,322	301,076
Investments in associates & joint venture	83,034,820	90,713,766
Investments at fair value through other comprehensive income	103,795,144	141,821,815
Other receivables	-	292,842
	200,170,517	250,535,021
<u>Current assets</u>		
Inventories	37,937,162	45,494,341
Trade accounts receivable	27,647,083	15,963,732
Other receivables and prepayments	1,705,791	2,585,369
Investments at fair value through profit or loss	3,214,470	3,798,808
Cash and cash equivalents	9,965,807	7,740,901
	80,470,313	75,583,151
Total Assets	280,640,830	326,118,172

	31 Dec. 2023	31 Dec. 2024
Liabilities (KWD)		
<u>Non-current liabilities</u>		
Provision for employees' end of service benefits	4,879,549	5,609,216
Borrowings	23,691,000	16,053,000
Other payables	-	27,563
Lease liabilities	293,408	23,899
	28,863,957	21,713,678
<u>Current liabilities</u>		
Trade accounts payable	3,914,516	3,785,272
Other payables and accruals	8,860,218	15,652,005
Lease liabilities	189,270	268,042
Borrowings	7,466,495	12,044,495
Due to banks	565,979	697,782
	20,996,478	32,447,596
Total Liabilities	49,860,435	54,161,274
Equity (KWD)		
Share capital	20,993,131	20,993,131
Share premium	29,160,075	29,160,075
Treasury shares	(1,361,022)	(2,244,008)
Statutory, voluntary and general reserves	74,109,625	76,290,067
Other components of equity	58,867,251	92,423,573
Retained earnings	48,507,417	54,804,385
Total equity attributable to the owners of the Parent Company	230,276,477	271,427,223
Non-Controlling Interests	503,918	529,675
Total Equity	230,780,395	271,956,898
Total Equity and Liabilities	280,640,830	326,118,172

Consolidated Statement of Profit or Loss

	Y2023	Y2024
Revenue (KWD)		
Sales and contracting revenue	102,217,662	105,265,277
Cost of revenue	(89,034,410)	(89,676,145)
Gross profit	13,183,252	15,589,132
Dividend income	16,854,161	11,602,247
Other investments gains	107,629	107,381
Gain/(loss) from investment at FVTPL	(310,959)	157,553
Share of results of associates & joint venture	3,206,016	6,014,093
Interest & other income	492,865	268,928
Foreign currency exchange gain	472,629	511,744
	34,005,593	34,251,078

Expenses and other charges (KWD)		
General and administrative expenses	(5,753,596)	(5,868,652)
Commercial expenses	(2,975,534)	(2,830,769)
Provision charge for obsolete and slow-moving inventories	(59,403)	102,160
Provision charge for doubtful debts and other receivables	(1,166,813)	(2,199,438)
Finance costs	(1,893,072)	(1,508,772)
	(11,848,418)	(12,305,471)

	Y2023	Y2024
	KWD	KWD
Profit before provision for taxation and Board of Directors' remuneration	22,157,175	21,945,607
Provision for taxation	(833,253)	(854,186)
Board of Directors' remuneration	(305,000)	(305,000)
Profit for the Year	21,018,922	20,786,421
Profit for the year attributable to :		
Owners of the Parent Company	21,039,534	20,762,506
Non-controlling interests	(20,612)	23,915
Profit for the Year	21,018,922	20,786,421
Earnings Per share	101 Fils	100 Fils

Common Size Analysis - Consolidated Statement of Financial Position

	31 Dec. 2023	31 Dec. 2024
Assets		
<u>Non-current assets</u>		
Goodwill and other intangible assets	1.28%	2.39%
Property, plant and equipment	3.30%	2.95%
Right of use asset	0.17%	0.09%
Investments in associates & joint venture	29.59%	27.82%
Investments at fair value through other comprehensive income	36.99%	43.49%
Other receivables		0.09%
	71.33%	76.82%
<u>Current assets</u>		
Inventories	13.52%	13.95%
Trade accounts receivable	9.85%	4.90%
Other receivables and prepayments	0.61%	0.79%
Investments at fair value through profit or loss	1.15%	1.16%
Cash and cash equivalents	3.55%	2.37%
	28.67%	23.18%
Total Assets	100%	100%

- The percentage of total non-current assets has increased from 71.33% in Dec. 2023 to 76.82% in Dec. 2024, on the other hand, the percentage of total current assets has decreased proportionately from 28.67% to 23.18%.
- The percentage of total liabilities has dropped from 17.77% in Dec. 2023 to 16.61% in Dec. 2024, where as, the percentage of total equity attributable to the owners of the parent company has risen from 82.05% to 83.23%.

	31 Dec. 2023	31 Dec. 2024
Liabilities		
<u>Non-current liabilities</u>		
Provision for employees' end of service benefits	1.74%	1.72%
Borrowings	8.44%	4.92%
Other payables	-	0.01%
Lease liabilities	0.10%	0.01%
	10.29%	6.66%
<u>Current liabilities</u>		
Trade accounts payable	1.39%	1.16%
Other payables and accruals	3.16%	4.26%
Lease liabilities	0.07%	0.08%
Borrowings	2.66%	3.69%
Due to banks	0.20%	0.21%
	7.48%	9.95%
Total Liabilities	17.77%	16.61%
Equity		
Share capital	7.48%	6.44%
Share premium	10.39%	8.94%
Treasury shares	-0.48%	-0.69%
Statutory, voluntary and general reserves	26.41%	23.39%
Other components of equity	20.98%	28.34%
Retained earnings	17.28%	16.81%
Total equity attributable to the owners of the Parent Company	82.05%	83.23%
Non-Controlling Interests	0.18%	0.16%
Total Equity	82.23%	83.39%
Total Equity and Liabilities	100%	100%

Common Size Analysis - Consolidated Statement of Profit or Loss

	Y2023	Y2024
Revenue		
Sales and contracting revenue	100.00%	100.00%
Cost of revenue	-87.10%	-85.19%
Gross profit	12.90%	14.81%
Dividend income	16.49%	11.02%
Other investments gains	0.11%	0.10%
Gain/(loss) from investment at FVTPL	-0.30%	0.15%
Share of results of associates & joint venture	3.14%	5.71%
Interest and other income	0.48%	0.26%
Foreign currency exchange gain	0.46%	0.49%
	33.27%	32.54%
Expenses and other charges		
General and administrative expenses	-5.63%	-5.58%
Commercial expenses	-2.91%	-2.69%
Provision charge for obsolete and slow-moving inventories	-0.06%	0.10%
Provision charge for doubtful debts and other receivables	-1.14%	-2.09%
Finance costs	-1.85%	-1.43%
	-11.59%	-11.69%

	Y2023	Y2024
Profit before provision for taxation and Board of Directors' remuneration	21.68%	20.85%
Provision for taxation	-0.82%	-0.81%
Board of Directors' remuneration	-0.30%	-0.29%
Profit for the Year	20.56%	19.75%

- The percentage of gross profit shows an increase of 1.91% compared to Y2023.
- Dividend income shows a significant decrease of 5.47% from 16.49% in Y2023 to 11.02% in Y2024.
- Expenses and other charges are without much variances.
- Percentage of profit for the year decreased by less than 1% from 20.56% to 19.75%.



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