



1Q20 + 2Q20 Earnings Presentation

August 12, 2020



شركة ميزان القابضة
MEZZAN HOLDING CO.



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Agenda

- Tailwinds & Headwinds
- H1 2020 Highlights
- Historical Performance
- Financial Review
- Q&A



COVID-19 Opportunities and Challenges

Opportunities: **Positively Impacted**

Challenges: **Adversely Impacted**

Portfolio

- ✓ Kuwait:
- ✓ Baked Goods
- ✓ Frozen Goods
- ✓ Rice
- ✓ Tuna
- ✓ Cleaning & Detergents
- ✓ Medicine

- ✗ Vanity products
- ✗ Energy drinks
- ✗ Water
- ✗ Industrial Segment

Channel

- ✓ Cooperative Supermarkets
- ✓ Key Accounts
- ✓ Government Accounts

- ✗ Schools
- ✗ Food Service
- ✗ Exports
- ✗ Wholesale/Distributors
- ✗ Minimarts in Kuwait

Service Offering

- ✓ Catering in Kuwait

- ✗ Catering in Qatar



Mezzan Today: Tailwinds

- Strong top line performance in all key segments: Food M&D, Catering, FMCG, and Healthcare
- Opportunistic business given COVID
- Enhancing operating margins
- Enhanced profitability margins driven by economies of scale, operating leverage
- Strong performance in Kuwait, where our market depth is most observed, as well as organic growth
- Reduced borrowing on back of working capital management



Mezzan Today: Headwinds

- Performance was despite challenges in select sales channels impacted by full lockdowns, curfews, and closures (schools, food service etc.)
- Supply chain disruptions issues for some portfolio items
- Timed interruptions of business in select areas, such as Qatar
- One off costs

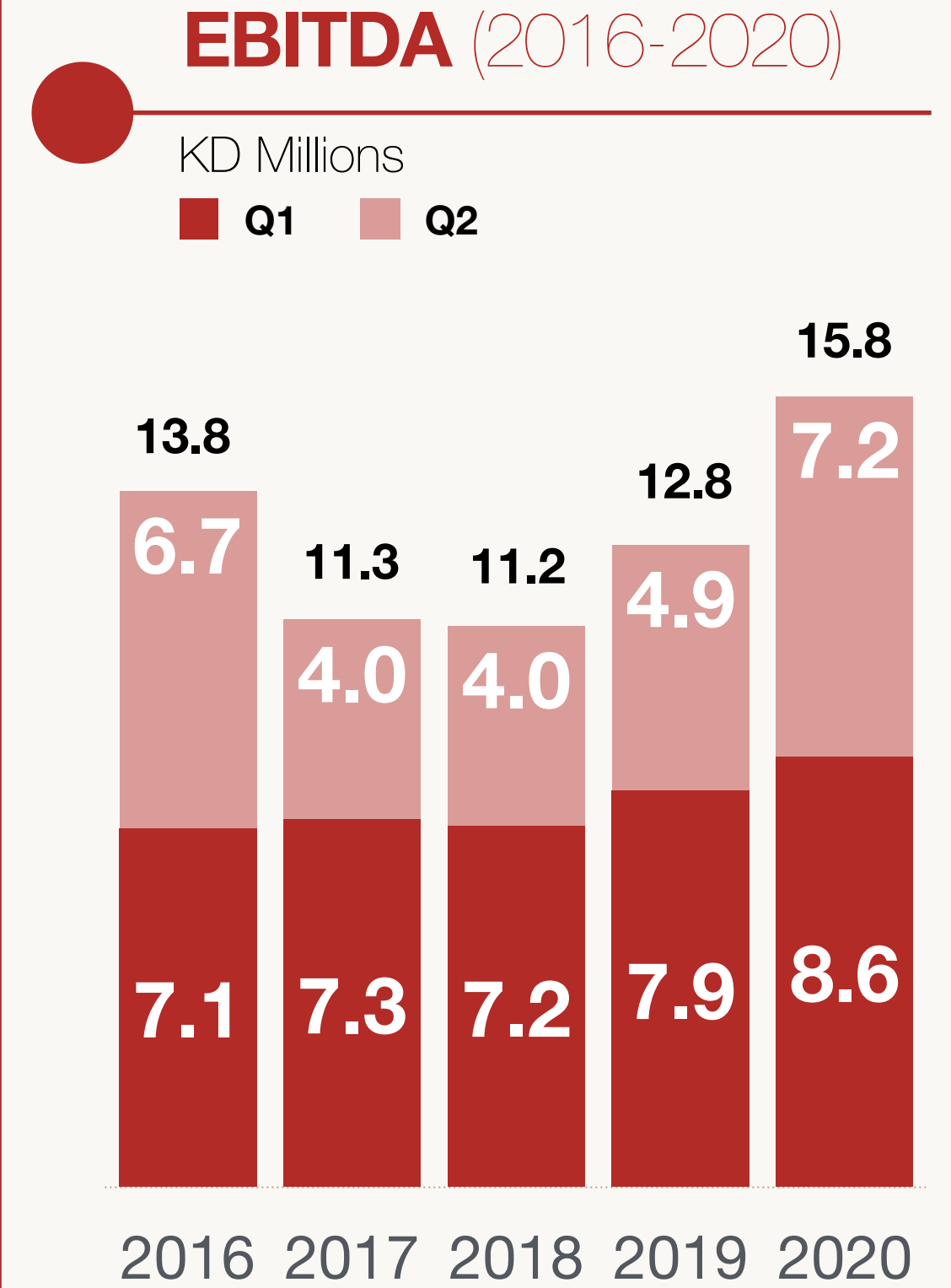


Mezzan Today: Highlights

KD Millions

	<u>1Q20</u>	<u>1Q19</u>	% Diff	<u>2Q20</u>	<u>2Q19</u>	% Diff	<u>1H20</u>	<u>1H19</u>	% Diff
Revenue	74.4	62.6	+18.8%	59.9	52.4	+14.2%	134.3	115.0	+16.7%
Gross Profit	16.6	14.5	+14.6%	15.3	11.8	+29.5%	31.9	26.3	+21.3%
EBITDA	8.6	7.9	+8.8%	7.2	4.9	+46.3%	15.8	12.8	+23.2%
Net Profit	4.6	5.1	-8.4%	3.5	2.2	+55.2%	8.1	7.3	+11.1%

*Attributable to
Equity Holders of
Parent Company*



Driven by organic and inorganic expansion programs recently completed, EBITDA improved by **46.3%** in Q2 on the back of higher gross profit and an enhanced operating leverage.

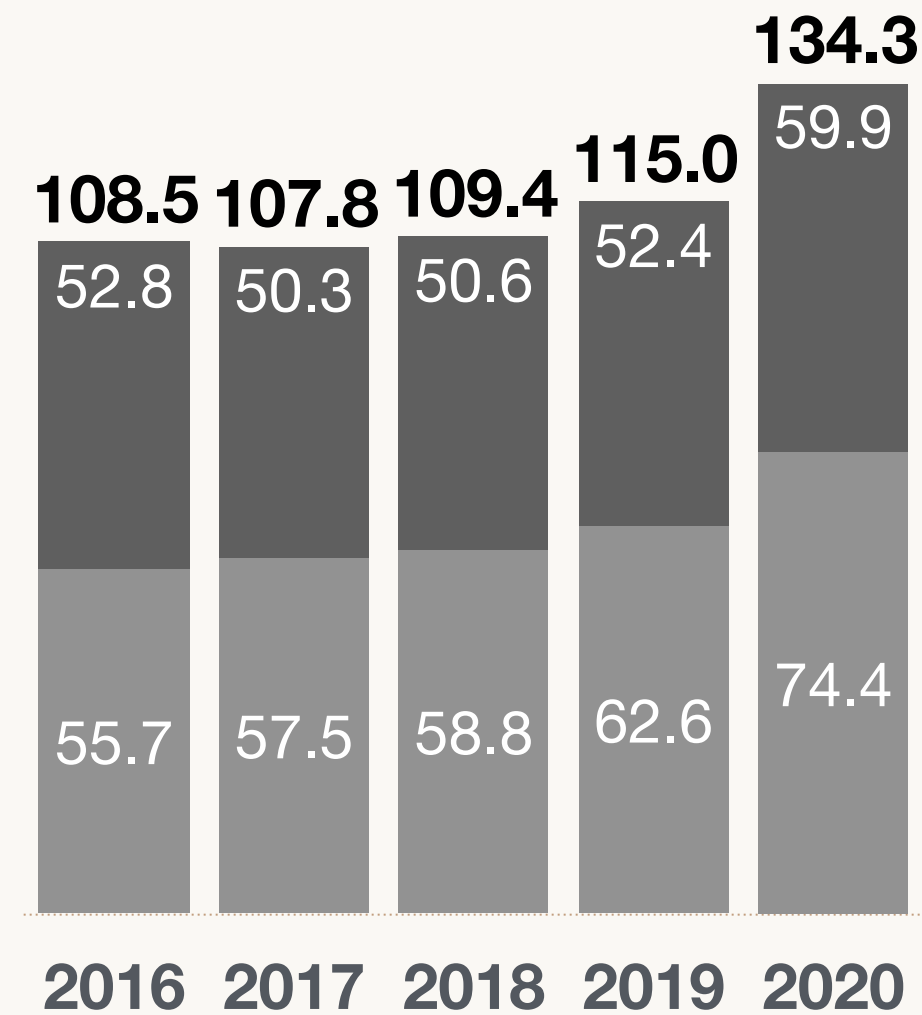


Mezzan Today: Historical Performance

KD Millions

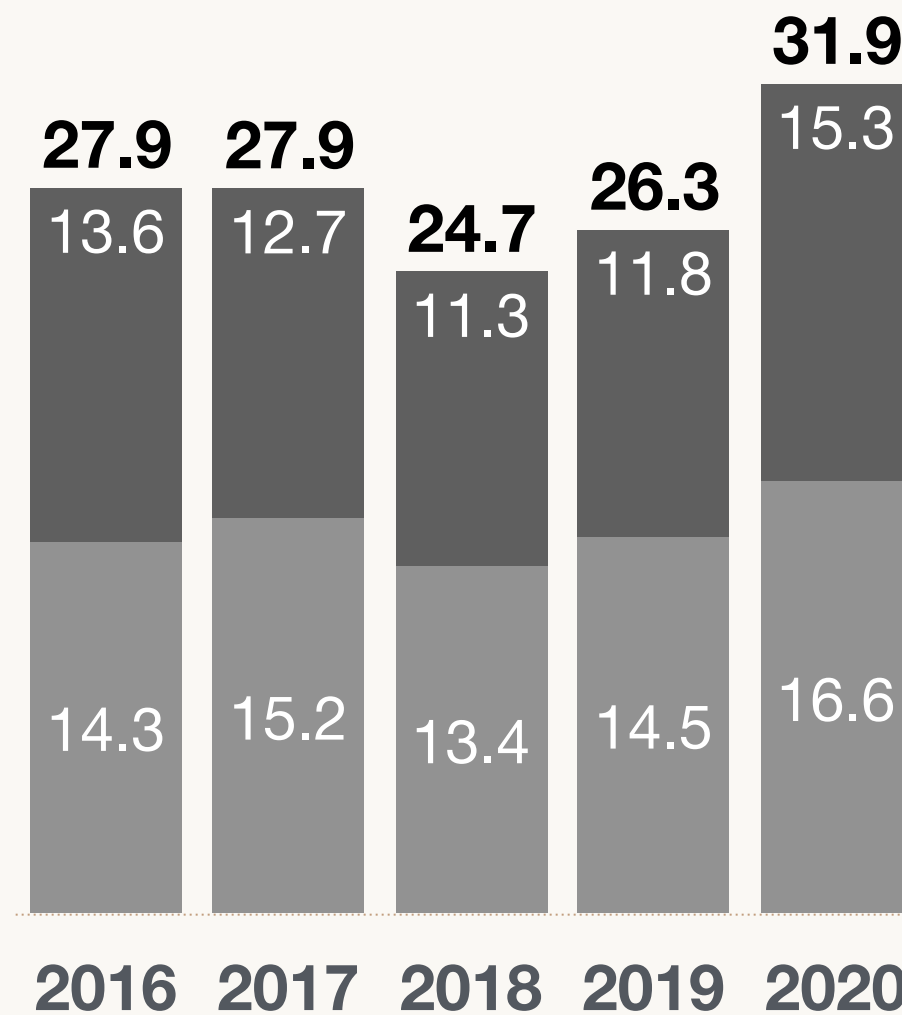
1H Revenue

■ 1Q ■ 2Q



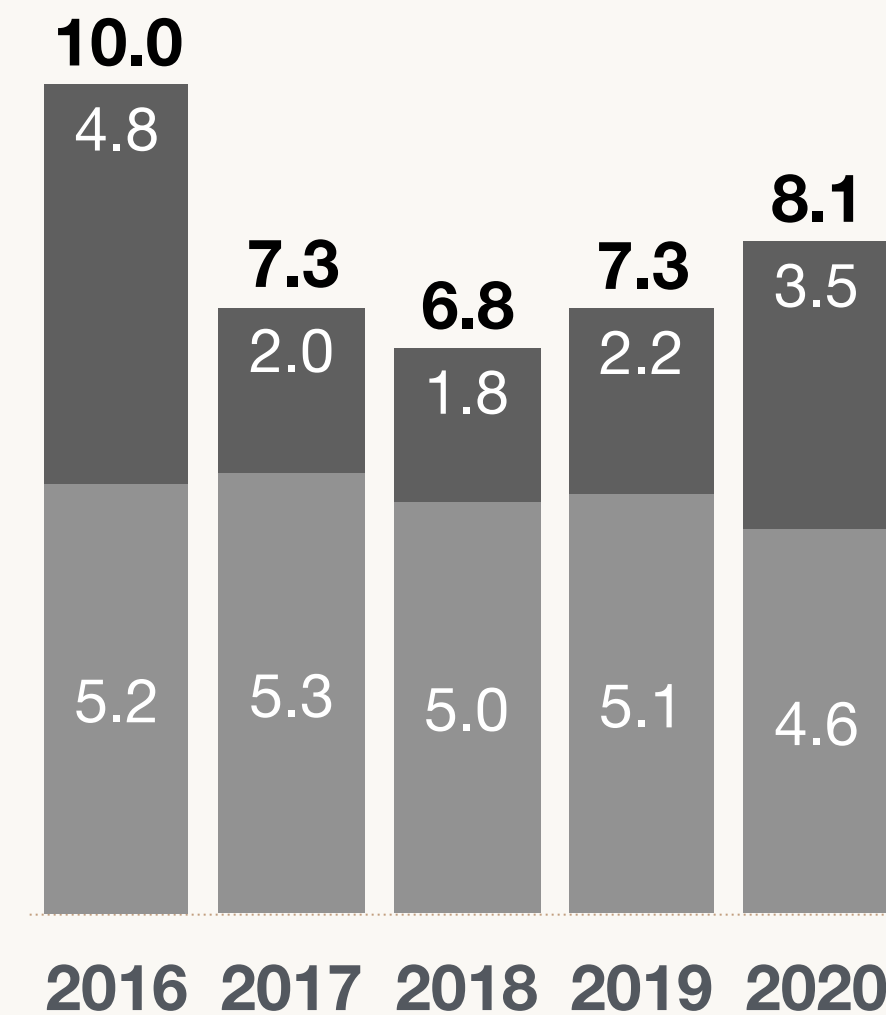
1H Gross Profit

■ 1Q ■ 2Q



1H Net Profit

■ 1Q ■ 2Q



In H1 Revenue grew by 16.7% as both the food and non-food segment displayed strong results. The growth was largely driven by Food M&D, as well as FMCG and healthcare.



In H1 Gross profit increased by 21.3%, while margins were at 23.7%, up by 80 basis points from previous period



Net income improved on the back of higher operating leverage, economies of scale, as well as inorganic growth.
(a) Attributable to equity holders so parent company

Financial Review



1H2020: Contribution by Business Line

FOOD REVENUE +9.5%

Vs.1H19



66.9%

Share of of total Group Revenue

	Growth	Share
1Q20	+8.6%	62.2%
2Q20	+10.4%	72.9%

NON-FOOD REVENUE +34.8%

Vs.1H19



33.1%

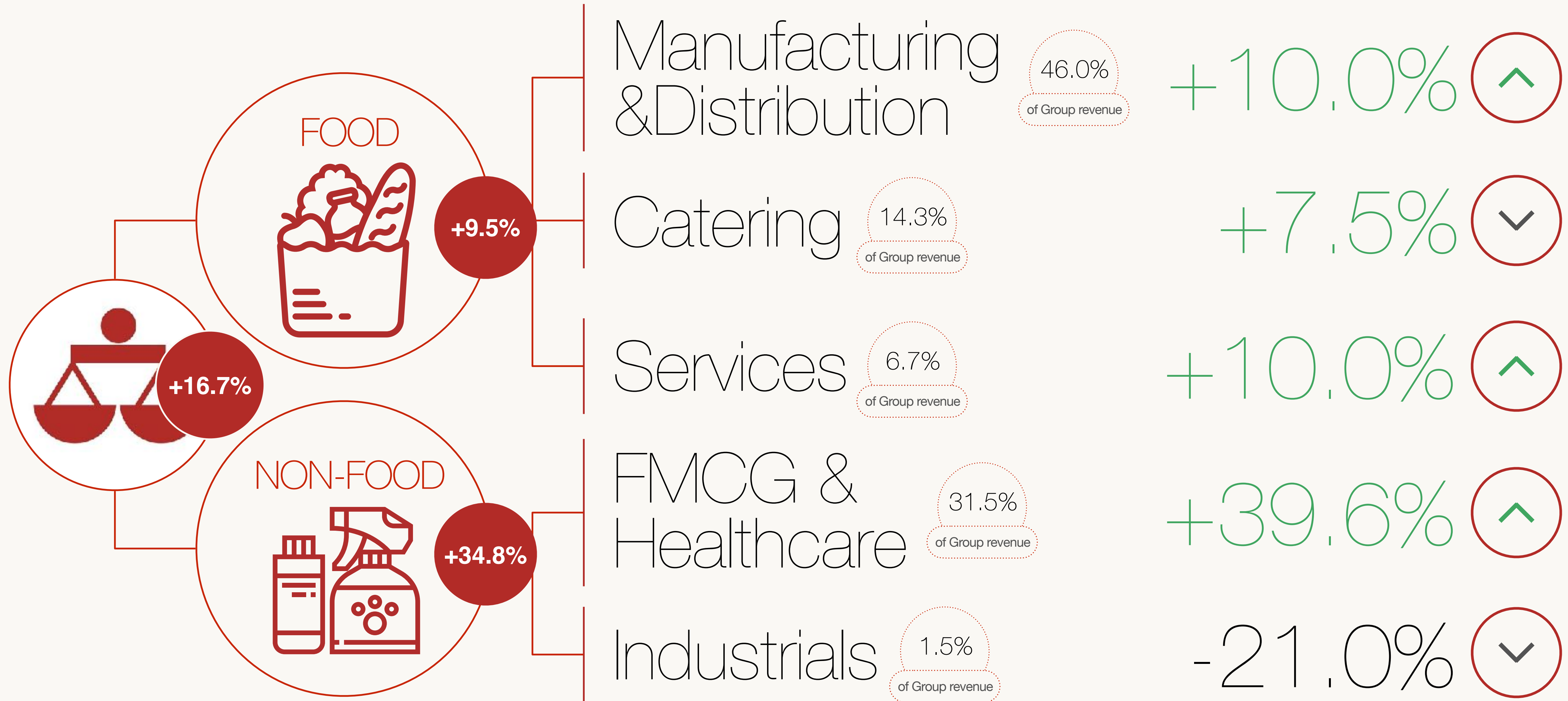
Share of of total Group Revenue

	Growth	Share
1Q20	+40.3%	37.8%
2Q20	+26.3%	27.1%



1H2020 Revenue: Growth by Business Division

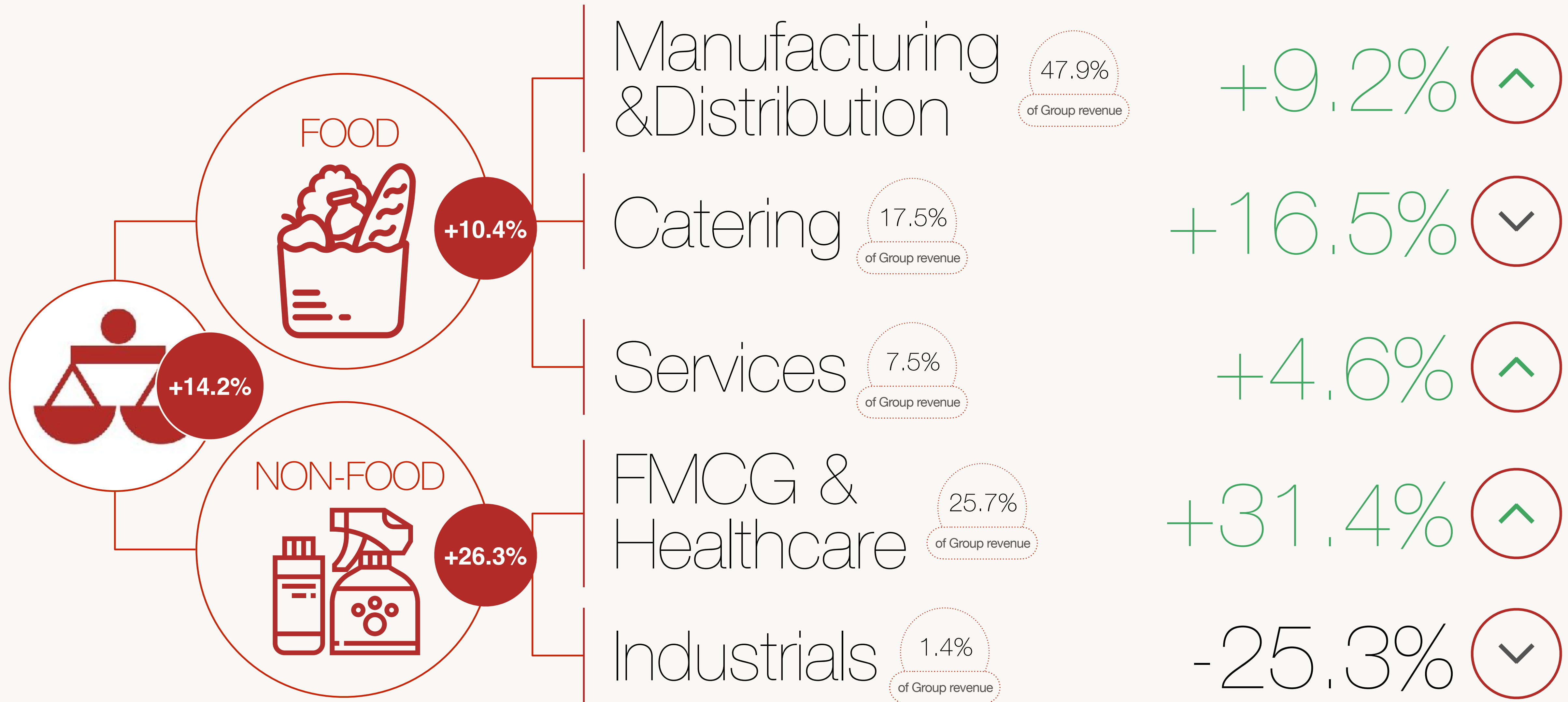
Vs.1H19





2Q2020 Revenue: Growth by Business Division

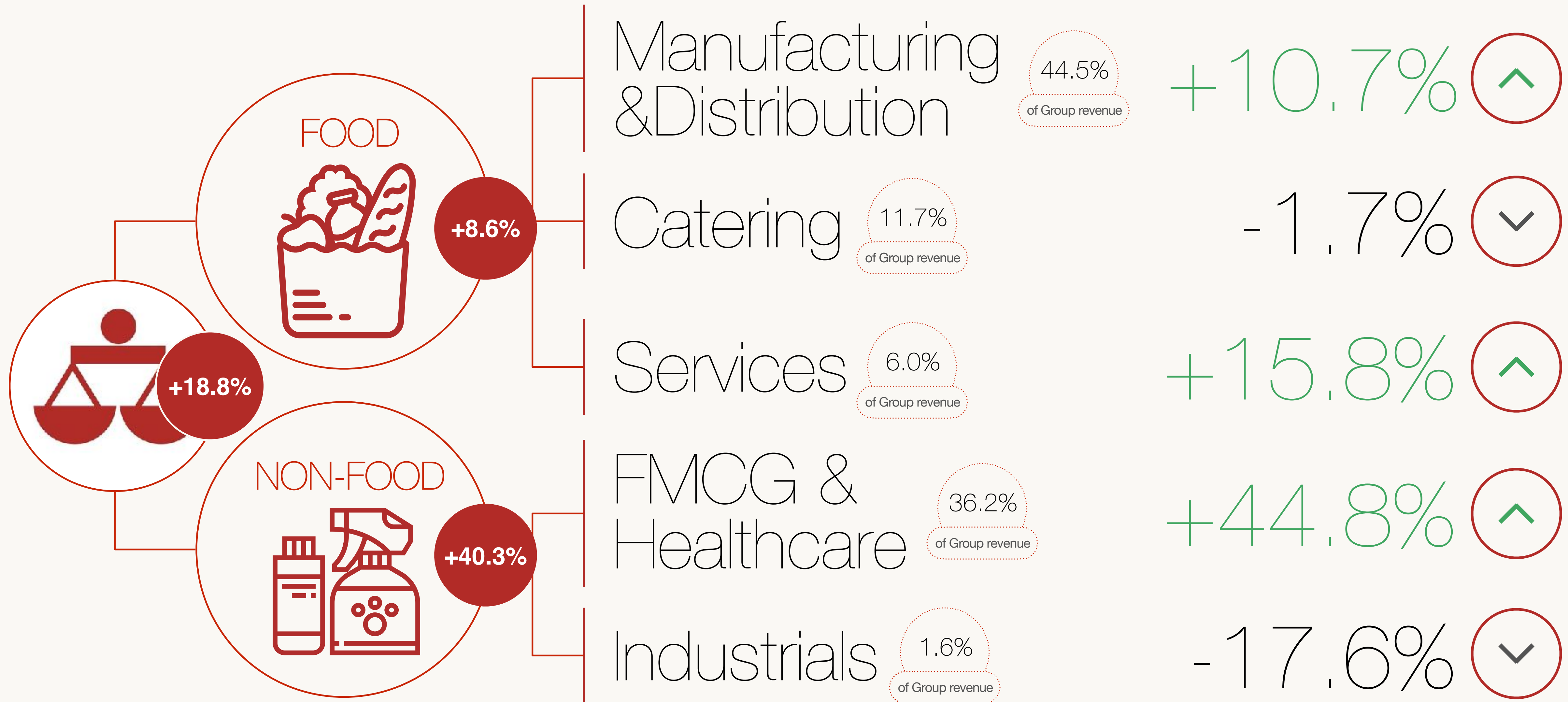
Vs.2Q19





1Q2020 Revenue: Growth by Business Division

Vs.1Q19





Revenue: Contribution and Growth by Country

Vs.1H19

1H20

Kuwait

UAE

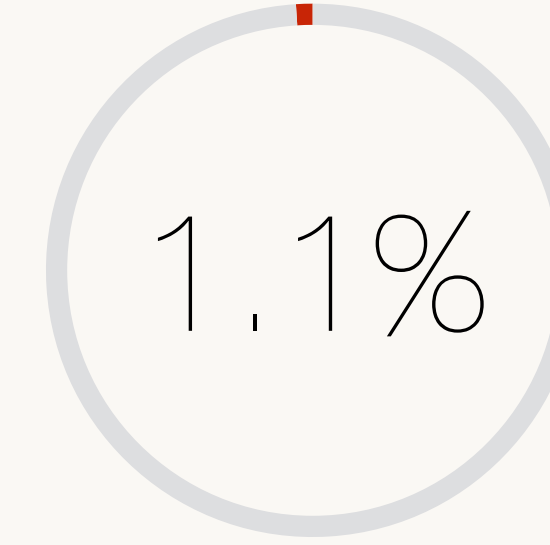
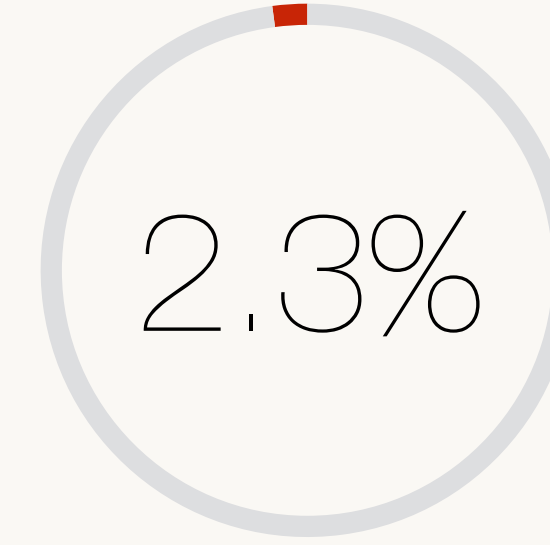
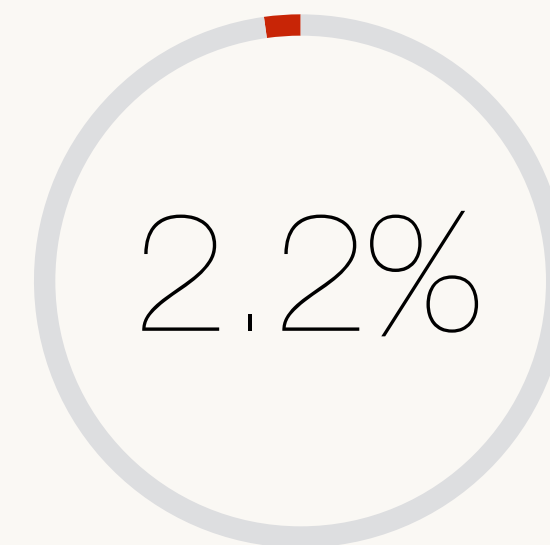
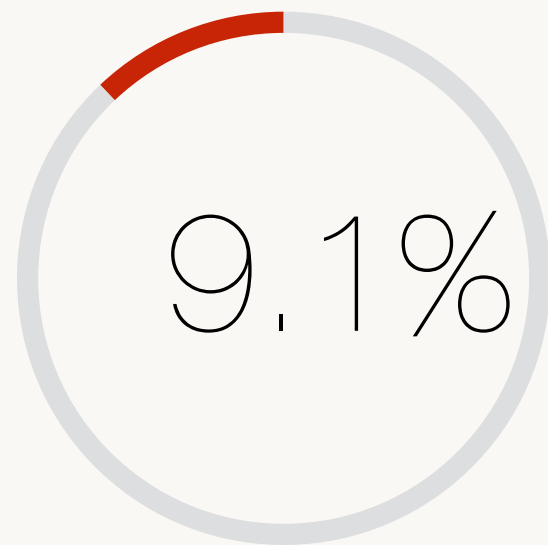
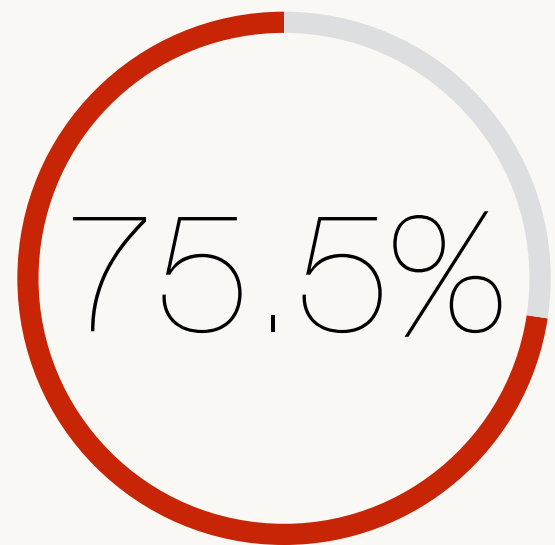
Qatar

KSA

Jordan

Afghanistan

Iraq



+23.6%

-2.4%

-5.7%

+0.5%

+6.5%

+0.1%

+71.2%

2Q20
74.4%
 +21.6%

2Q20
8.7%
 -6.2%

2Q20
8.8%
 -7.8%

2Q20
2.1%
 +19.1%

2Q20
2.3%
 +17.4%

2Q20
2.7%
 -3.5%

2Q20
1.1%
 -1.3%

1Q20
76.4%
 +25.3%

1Q20
9.5%
 +0.7%

1Q20
7.3%
 -3.6%

1Q20
1.7%
 -12.7%

1Q20
2.0%
 -2.0%

1Q20
2.0%
 +4.3%

1Q20
1.0%
 +346%

Vs.2Q19

Vs.1Q19



P&L

KD Millions

	1Q20	1Q19	% Diff	2Q20	2Q19	% Diff	1H20	1H19	% Diff
Revenue	74.4	62.6	+18.8%	59.9	52.4	+14.2%	134.3	115.0	+16.7%
Gross Margin	16.6	14.5	+14.6%	15.3	11.8	+29.5%	31.9	26.3	+21.3%
GM%	22.3%	23.1%		25.5%	22.5%		23.7%	22.9%	
SG&A	-10.2	-8.4	+21.2%	-10.3	-8.7	+19.1%	-20.6	-17.1	+20.1%
Others	-1.0	-0.8	+22.9%	-0.9	-0.8	+5.3%	-1.9	-1.7	+14.1%
Underlying profit before tax	5.4	5.3	+2.6%	4.1	2.3	+77.8%	9.4	7.5	+25.4%
Tax	-0.2	-0.2	-0.5%	-0.2	-0.1	+75.1%	-0.4	-0.3	+25.7%
Net Profit	5.2	5.1	+2.7%	3.9	2.2	+77.9%	9.0	7.2	+25.4%
NPM%	6.9%	8.0%		6.4%	4.1%		6.7%	6.2%	
Net Profit to Shareholders	4.6	5.1	-8.4%	3.5	2.2	+55.2%	8.1	7.3	+11.1%



Cashflow

KD Millions

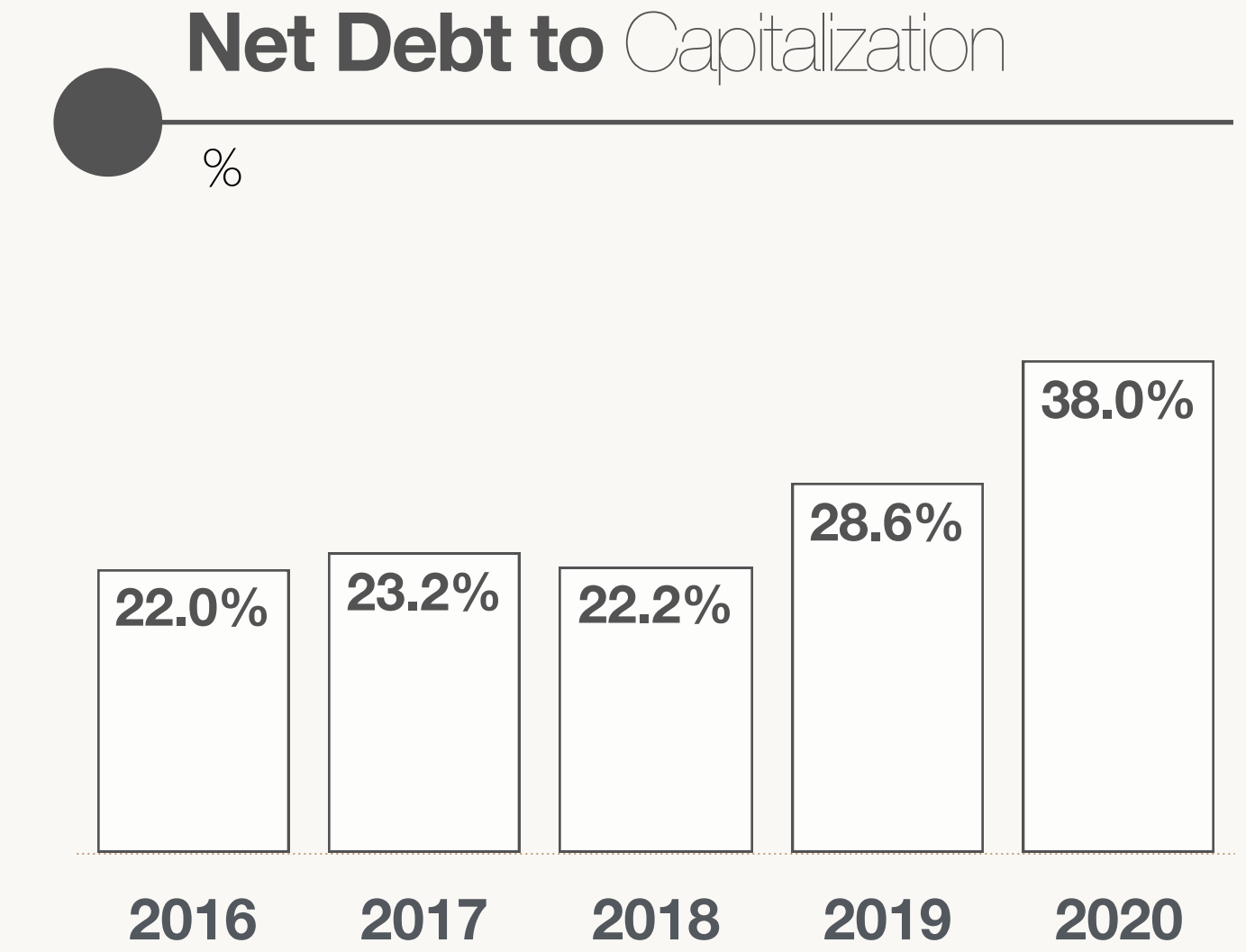
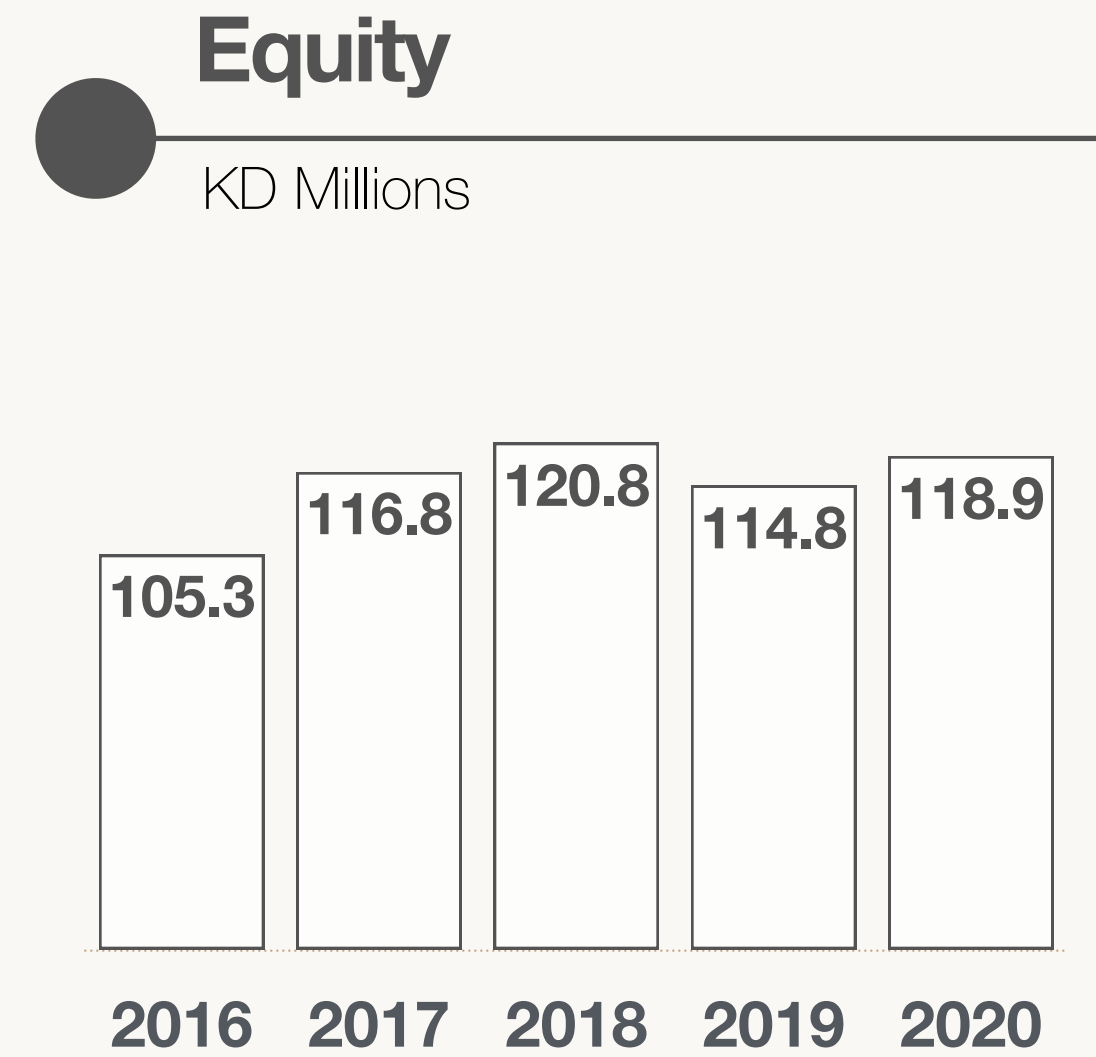
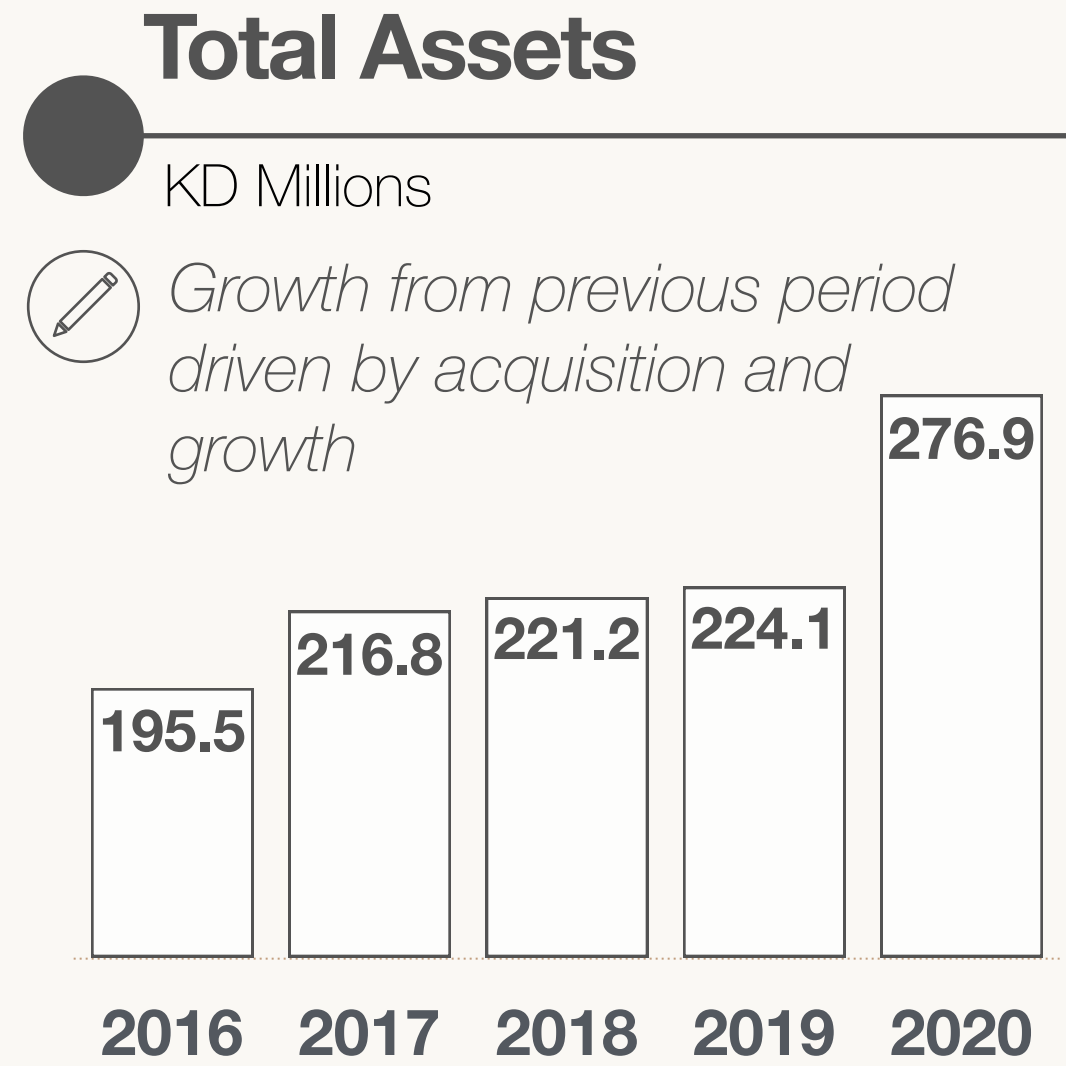
	1Q20	1Q19	<i>Diff</i>	2Q20	2Q19	<i>Diff</i>	1H20	1H19	<i>Diff</i>
Operating Cash Flow <i>before WC changes</i>	9.2	7.9	1.29	8.9	5.1	3.77	18.1	13.0	5.06
Working Capital	-3.8	-6.0	2.16	7.9	-5.0	12.97	4.1	-11.0	15.13
Operating Cash Flow	5.4	2.0	3.45	16.8	0.1	16.74	22.2	2.0	20.19
CAPEX / Other investing activities	-2.1	-1.2	-0.86	-0.4	-1.2	0.84	-2.4	-2.4	-0.02
Cash Flow before financing	3.3	0.8	2.59	16.4	-1.2	17.58	19.8	-0.4	20.17
Dividends / Financing / Other	-1.3	-1.1	-0.23	-1.2	-6.2	4.99	-2.5	-7.2	4.76
Decrease (Increase) in Net Debt	2.0	-0.3	2.36	15.3	-7.3	22.57	17.3	-7.6	24.93



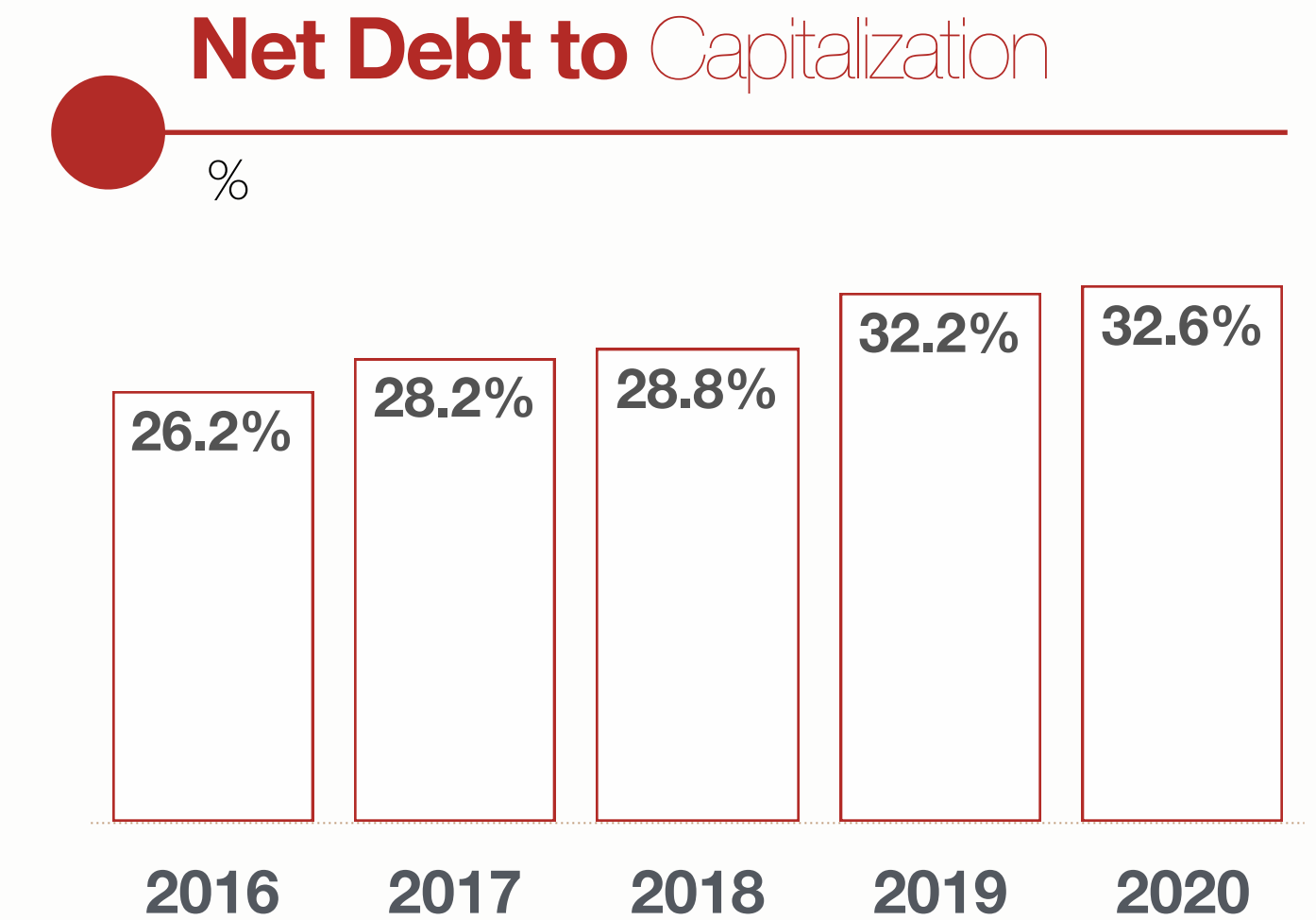
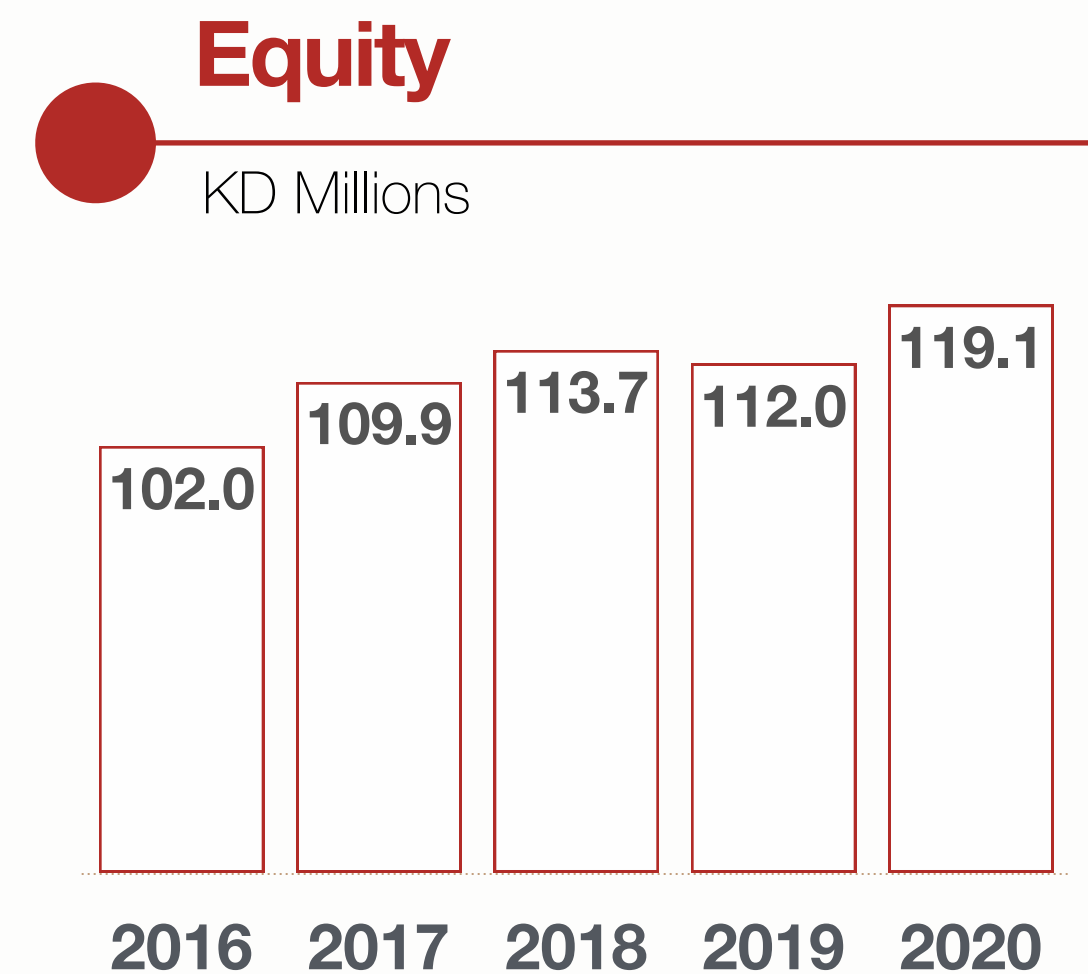
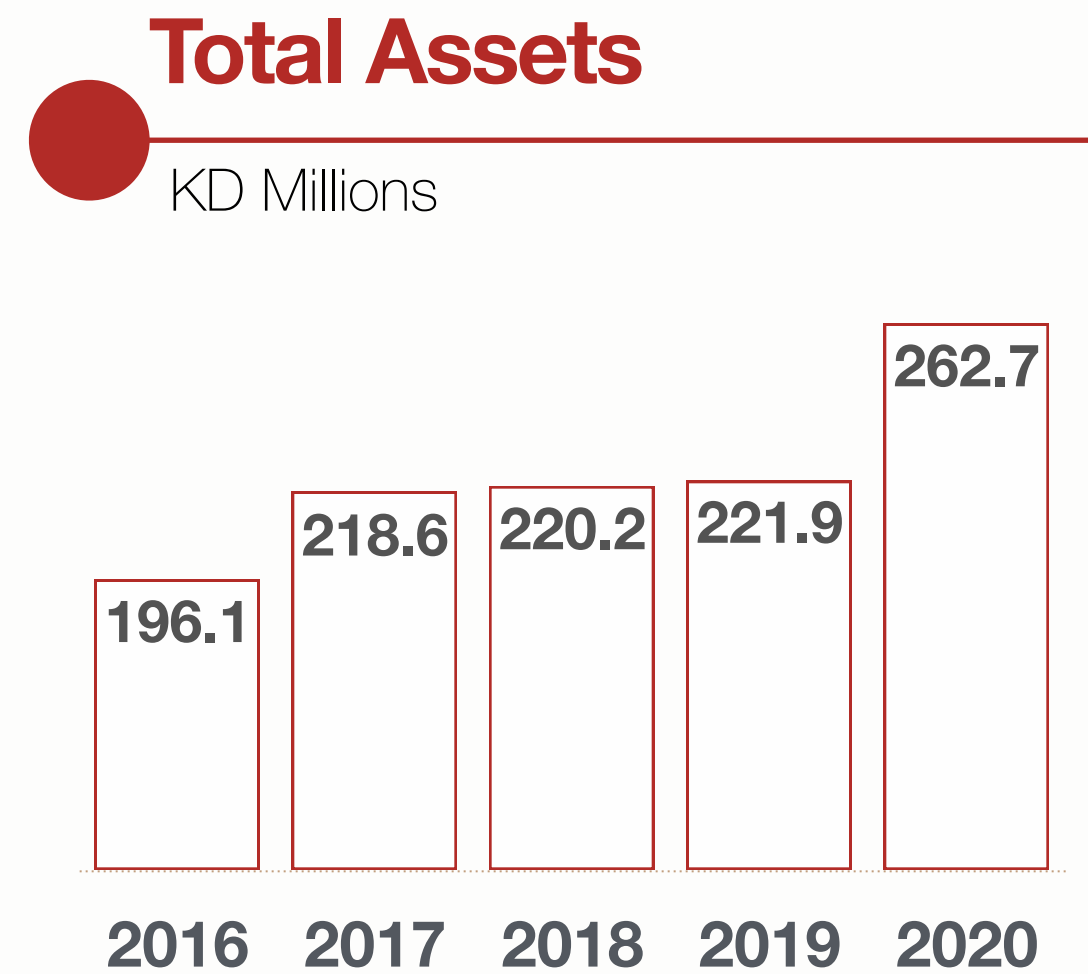
Balance Sheet as of March 31

KD Millions

As of March 31



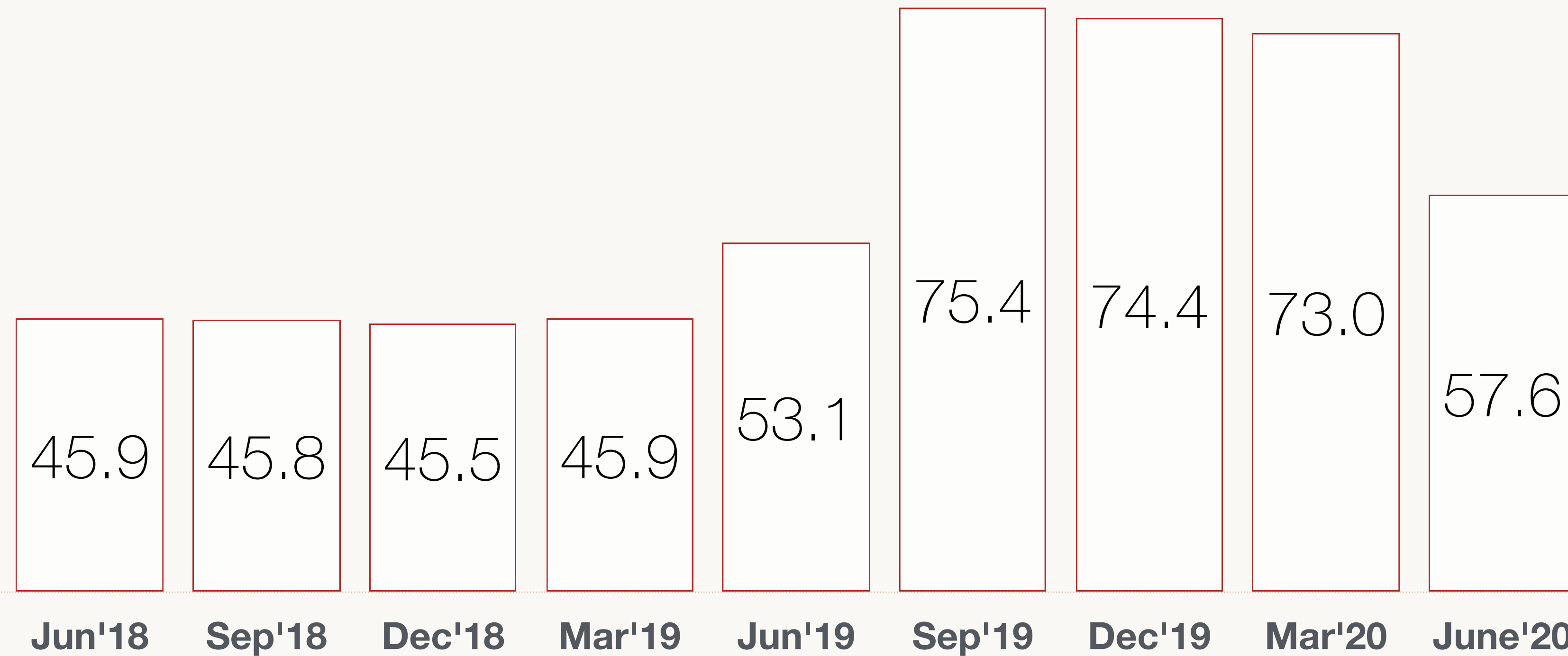
As of June 30





Net Debt as of June 30

KD Millions



Net Debt (LHS)



Net debt dropped from KWD74.4m in Dec 2019, to KWD73.0m in March 2020 to KWD 57.6m in June 2020

Growth from pervious driven by acquisition and growth



Q & A

