

Date: 12th May 2022

التاريخ: 12 مايو 2022

M/S . / Bursa Kuwait Company

المحترمين

السادة/ شركة بورصة الكويت

Greetings,

تحية طيبة وبعد،،

Subject: Analysts/Investors Conference Call for the first Quarter of 2022

الموضوع: انعقاد مؤتمر المحللين/المستثمرين للربع الأول لعام 2022

Pursuant to the provisions of the Article (8-4-2) "Premier Market Continuous Obligations" of the Bursa Rules issued under resolution No. 1 of 2018, and since Humansoft Holding (KSCP) is classified under the Premier Market.

عملاً بأحكام المادة رقم (8-4-2) "الإلتزامات المستمرة للسوق الأول" من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018، وحيث أن شركة هيومن سوفت القابضة (ش.م.ك.ع.) مصنفة ضمن مجموعة "السوق الأول".

Kindly note that the Investor/Analyst Conference Call for the first quarter of the year 2022 was held at 3:00 PM (local time) on **Thursday 12 May 2022**. No significant material information has been discussed during the Conference Call. Humansoft will disclose the minutes of the Conference Call in line with regulations.

يرجى الإحاطة بأن مؤتمر المحللين/المستثمرين للربع الأول من العام 2022 قد انعقد يوم الخميس الموافق 12 مايو 2022 في تمام الساعة الثالثة عصراً (وفق التوقيت المحلي)، ولم يتم تداول أي معلومة جوهرية خلاله وأن الشركة سوف تقوم بالإفصاح عن محضر المؤتمر خلال الموعد المحدد وفقاً للقواعد المعمدة.

Kindly find attached the above-mentioned conference presentation.

مرفق طيه العرض التقديمي للمؤتمر سالف الذكر أعلاه.

Yours Sincerely,

وتفضلوا بقبول فائق الاحترام،،،



دلال حسن السبتي
رئيس مجلس الإدارة

Dalal Hasan Al Sabti
Chairperson of the Board of Directors

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Empowering People Through Knowledge

Humansoft Holding Company KSCP

Investor Presentation

Q1 2022 Results

11 May 2022

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Q1 2022

KEY HIGHLIGHTS



Key Highlights

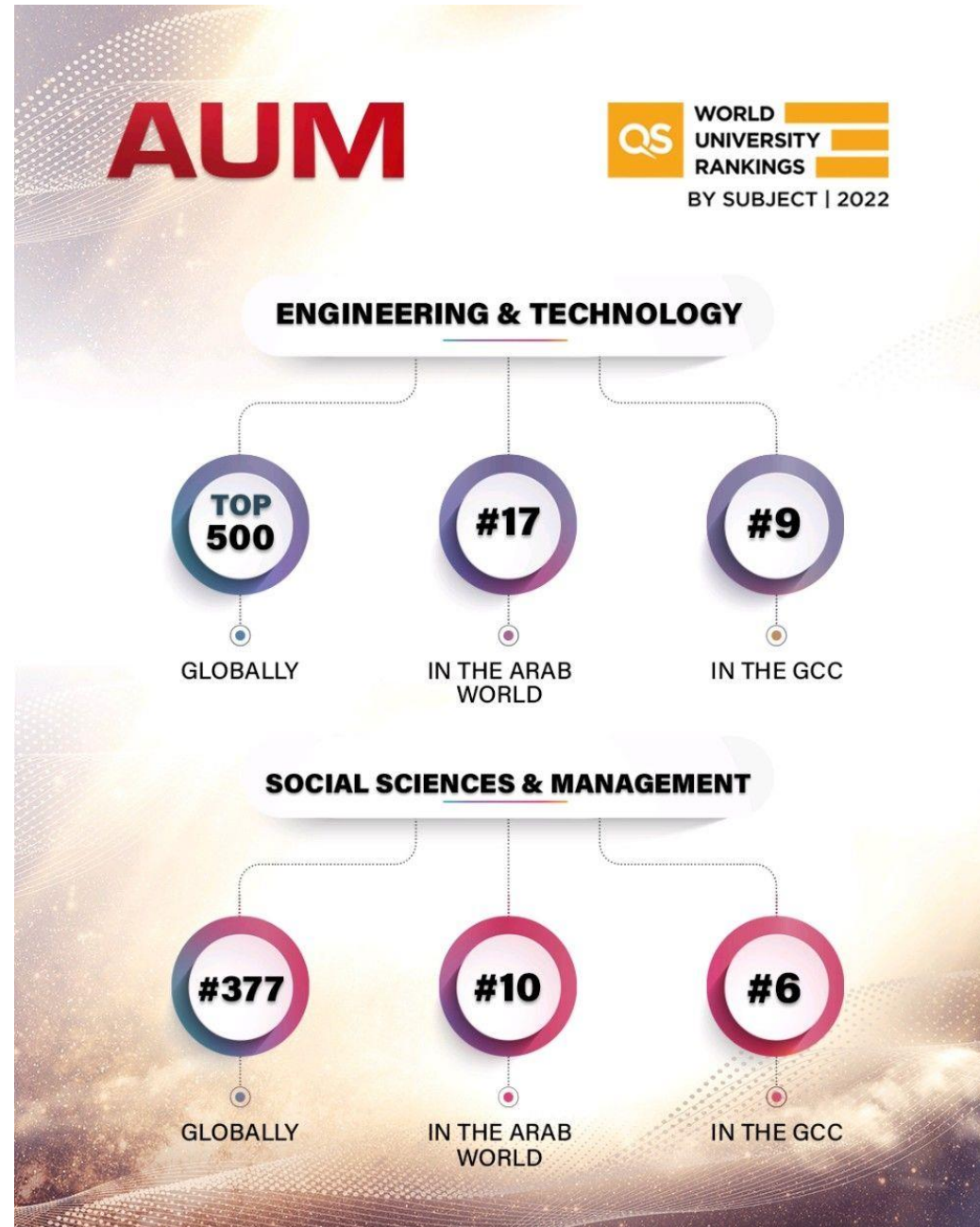
World-class Higher Education Institution with a national and regional leading role

AUM has been ranked by QS World University Rankings by Subject #1 in Kuwait for Engineering and Technology as well as Social Sciences and Management where it made it to the Top 10 across the Arab countries.

Notable Employer Reputation

In addition, AUM ranked #2 in GCC and #5 across the Arab Countries for the Employer Reputation in both broad subject areas.

Source: QS World University Rankings by Subject 2022,
Quacquarelli Symonds (QS), 6 April 2022



Key Highlights

Strengthening Partnerships for Quality Education, Innovation and Sustainability

AUM and Babson have signed a memorandum of understanding (MOU) that allows AUM Bachelor's Degree (BS) graduates, to enroll in the Graduate programs at Babson's F.W. Olin Graduate School of Business.

Many other initiatives were held inside the campus, and across the local and global communities to tackle Innovation and Sustainability.



AUM signed a Memorandum of Understanding (MOU) with Babson College



AUM Startup Challenge 2022 and Exhibition of students' innovative projects tackling UN Sustainable Development Goals



Launching of "Toward Zero Waste Campus" Initiative



AUM Supports Women and Sports by Strategically Sponsoring RoadRush

Key Highlights

Festive and stimulating beginning of the Spring 2022 Semester within a vibrant campus

Spring 2022 semester marks a very festive beginning with celebrations on Kuwait National and Liberation Days and various other occasions such as Women's Day.

AUM and ACM strive to promote a stimulating learning and working environment for the benefit of their students, faculty, staff and Alumni.



Concert by Abdallah Alruwaishid for students and alumni



Kuwait National and Liberation Days



International Women's Day



Inauguration of new Padel court on campus followed by Series of Padel Tournaments for Students and Alumni

Key Highlights

Celebrating the Rewarding Journey of Students and their Parents

Over a period of two weeks, the AUM community gathered to celebrate the success of its 2020 and 2021 graduates, at the AUM Cultural Center.

AUM Management, faculty, staff, and parents attended the graduation of more than 3000 students.



Class of 2020



Class of 2021



AT A GLANCE



At a Glance



Leading

private higher education company in the GCC

20+

years of operating experience

13,753¹

enrolled students in AUM and ACM

University of choice

for Engineering and Business

KD 91.7 million

in revenue²

KD 64.4 million

in EBITDA²

37%

2013-2021 net profit CAGR

400 fils

cash dividend per share for FY 2021

¹ enrolled beginning of the Fall 2021 semester

² LTM Q1 2022

We are proud of our achievements

#1 Ranking

University
in Kuwait

#1 Ranking

Green & Sustainable
University in Kuwait

Internationally Accredited

Engineering & Business Majors

Over 700

trees have been
planted in the campus

Over 60%

female
students

Over 70

different staff
nationalities

Over 130

community engagement
initiatives since 2014

Over 100

academic competitions
since 2014

Over 20

sports achievements
since 2018

Board & Executive Management



Board & Executive Management

Board of Directors

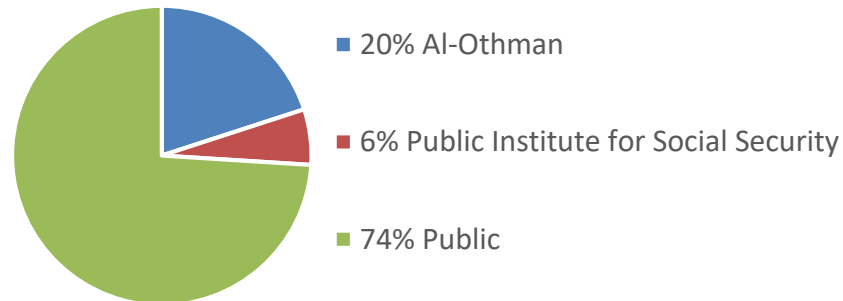
Name	Position
Ms. Dalal Hasan Al Sabti	Chairperson
Mr. Tareq Fahad Al Othman	Vice Chairman
Mr. Mayank Hasmukhlal Baxi	Director
Mr. Hasan Qasim Al Ali	Director
Mr. Abdulrazaq Abdulla Mohammad Ahmed	Director

Executive Management

Name	Position
Dr. Georges Yahchouchi	Humansoft CEO, & President AUM
Mr. Anup Dhand	CFO
Dr. Mohaned Hassanin	President ACM

Share Price Performance

Shareholding (31 March 2022)

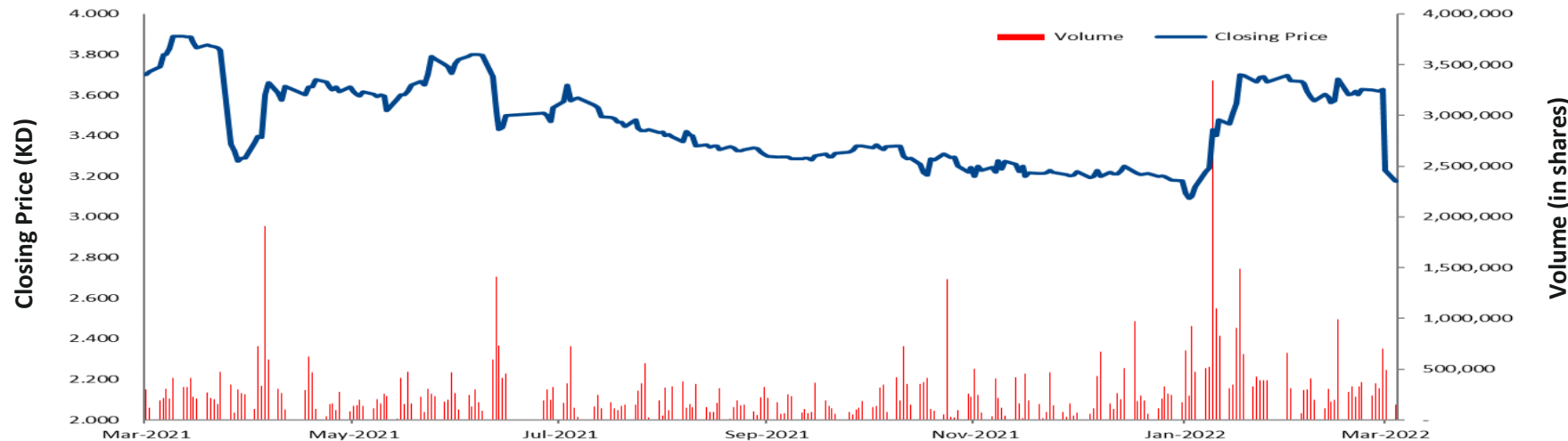


	KD
Closing price as at 31 March 2022	3.229
Market Cap (KD mn) ¹	393
Market Cap (USD bn)	1.3
6m avg. daily trading volume (% of shares outstanding)	0.27%
52-weeks high ²	3.891
52-weeks low ²	3.090

Current trading multiples ³

EV/EBITDA (LTM Q1 2022)	4.5X
P/E (LTM Q1 2022)	6.7X
Cash dividend yield (Based on FY 2021 dividends)	12.4%

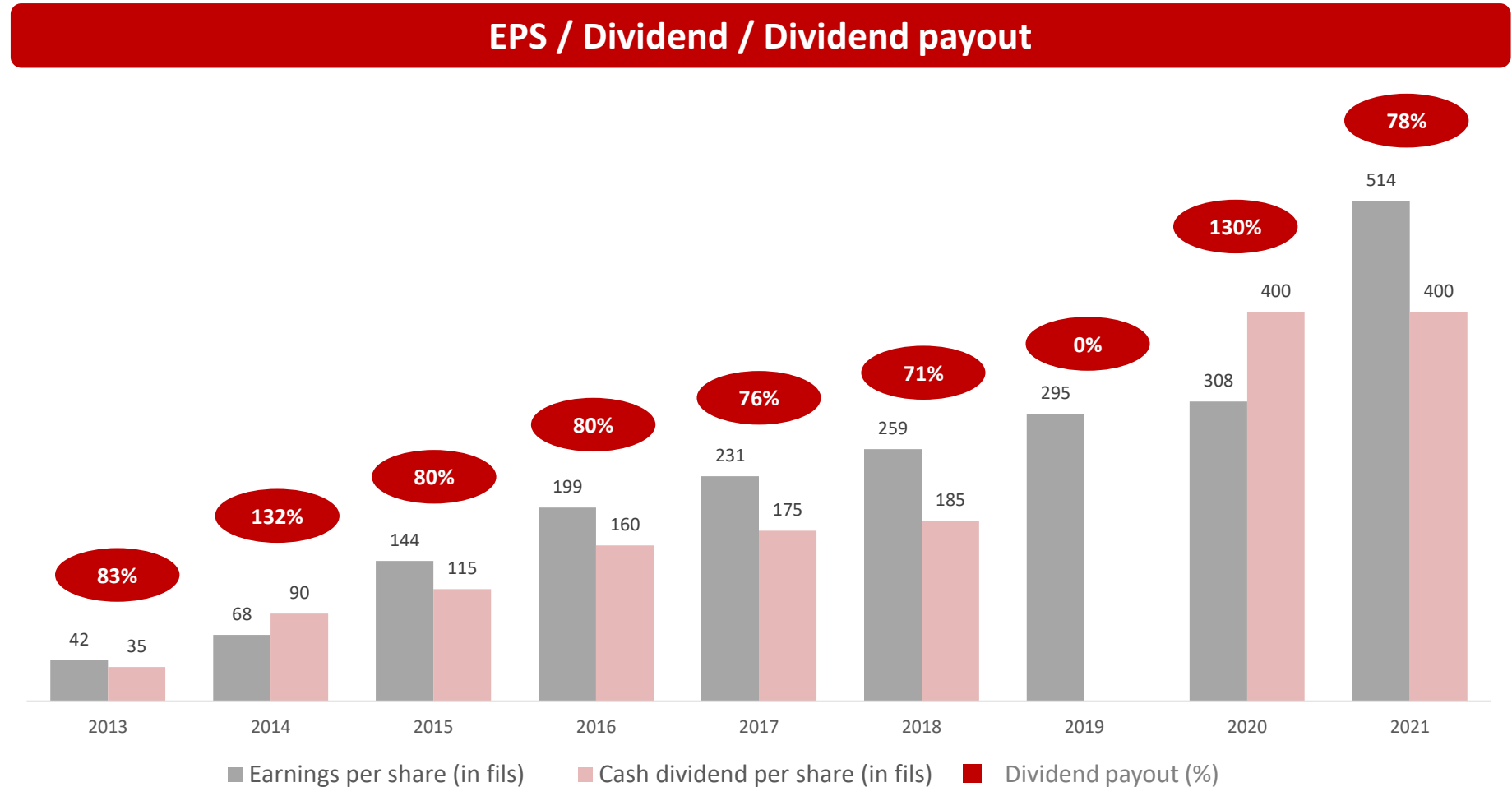
1-year share price performance



- 1) Based on 121,654,352 shares outstanding
- 2) Based on closing share price
- 3) Based on closing share price of KD 3.229 as at 31 March 2022 and LTM Q1 2022 financials

Consistently high EPS & Dividend payout

- Average dividend payout in last 10 years has been in excess of 70%.
- EPS for 2021 was 514 fils, an increase of 67% over 2020 EPS of 308 fils.
- Cash dividend of 400 fils per share was paid for FY 2021 (payout ratio of 78%).



Research Coverage

Broker	Target price	Date of report	Analyst
	5.400	15 February 2022	<ul style="list-style-type: none"> • Hatem Alaa • Mirna Maher
	5.300	24 March 2022	<ul style="list-style-type: none"> • Ankur Agarwal
	5.130	10 May 2021	<ul style="list-style-type: none"> • Aly Adel • Toka Elwazery
	4.300	10 February 2022	<ul style="list-style-type: none"> • Christine Kalindjian
	4.200	13 July 2021	<ul style="list-style-type: none"> • Nishit Lakhotia • Reem Al Barri
	3.745	19 August 2021	<ul style="list-style-type: none"> • Thomas Mathew
	3.600	13 July 2021	<ul style="list-style-type: none"> • Nithin Pejaver

Q1 2022

Q1 2022 Converging Towards Normalcy



Converging towards normalcy

Q1 2022 vs. Q1 2021

- Revenue and profitability for Q1 2021 and Q1 2022 is not comparable.
- Academic calendar was impacted due to COVID in the year 2020 and 2021, which resulted in a higher revenue in Q1 2021.
- Q1 2022 Academic calendar for Spring 2022 is back to normal.

Revenue Recognition

FY 2019 (Normal Year)

Q1

- 20% Fall 2018/2019
- 40% Spring 2019

Q2

- 60% Spring 2019

Q3

- 100% Summer 2019
- 20% Fall 2019/2020

Q4

- 60% Fall 2019/2020

FY 2020 (COVID Year)

Q1

- 20% Fall 2019/2020
- 20% Spring 2020

Q2

- 38% Spring 2020

Q3

- 42% Spring 2020
- 100% Summer 2020

Q4

- 50% Fall 2020/2021

FY 2021 (COVID Year)

Q1

- 50% Fall 2020/2021
- 25% Spring 2021

Q2

- 75% Spring 2021

Q3

- 100% Summer 2021

Q4

- 75% Fall 2021/2022

FY 2022 (Converging to normalcy)

Q1

- 25% Fall 2021/2022
- 40% Spring 2022

Q1 2022 Financial Performance

(converging towards
normalcy)

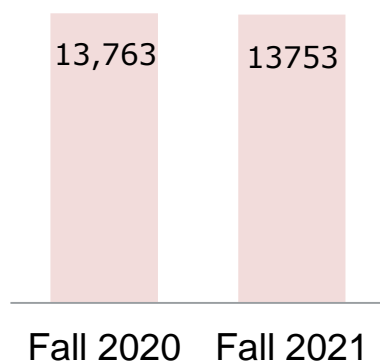


Financial Performance - Q1 2022

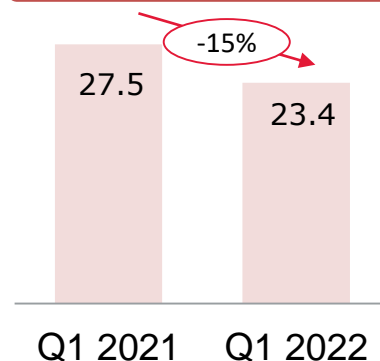
- FY 2020 and FY 2021 academic calendars were COVID impacted and are converging to normalcy in Q1 2022.
- Q1 2022 revenue was 15% lower compared to Q1 2021 mainly because of changes in the academic calendar due to Covid-19, experienced in Q1 2021.
- Q1 2022 EBITDA of KD 16.3 million was 22% lower than Q1 2021.
- Q1 2022 net profit of KD 15.1 million was 22% lower than Q1 2021
- Total equity of KD 98.2 million as at 31 March 2022 was 28% lower than 31 March 2021 due to providing for dividend for FY 2021 in Q1 2022 as per AGM approval.

Key figures and ratios	Q1 2021	Q1 2022	Change
Number of students (Fall)	13,763	13,753	-
Revenue (KD mn)	27.5	23.4	-15%
EBITDA (KD mn)	21.0	16.3	-22%
EBITDA margin (%)	76%	70%	-6%
Net profit (KD mn)	19.3	15.1	-22%
Net margin (%)	70%	65%	-5%
EPS (in fils)	159	124	-22%
Equity (KD mn)	137.2	98.2	-28%
Total assets (KD mn)	183.5	181.8	-1%

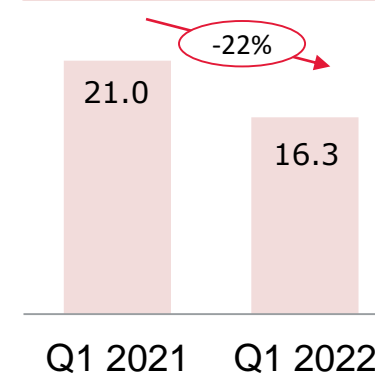
Number of students *



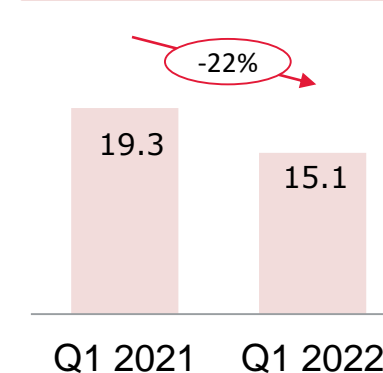
Revenue (KD mn)



EBITDA (KD mn)



Net profit (KD mn)

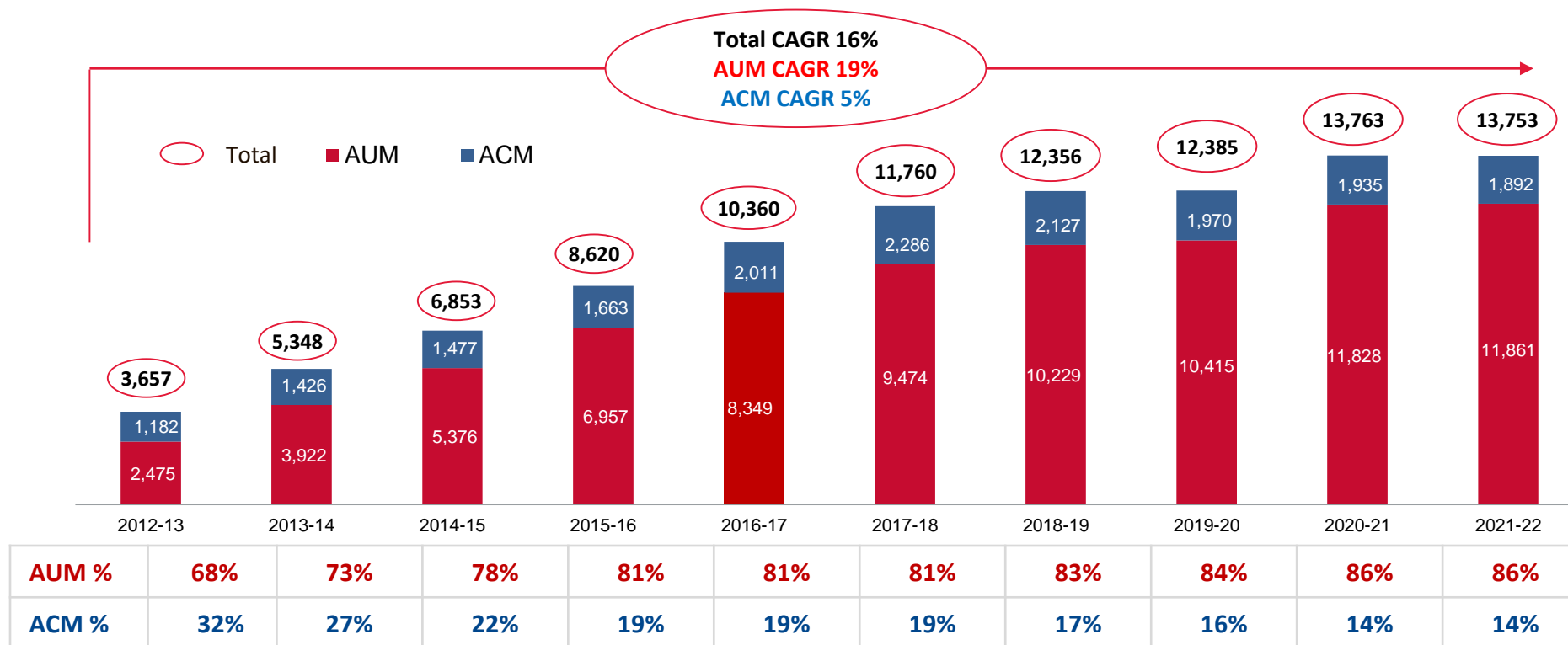


* enrolled beginning of the Fall semester

Student Enrollment growing at a CAGR of 16%

Total students
enrolled

(beginning of the
Fall semester)



Deferred income
as of
31 March 2022

- Deferred Income of KD 20.7 million as of 31st March 2022, relates to unrecognised revenue of Spring 2022 semester.

Q1 2022

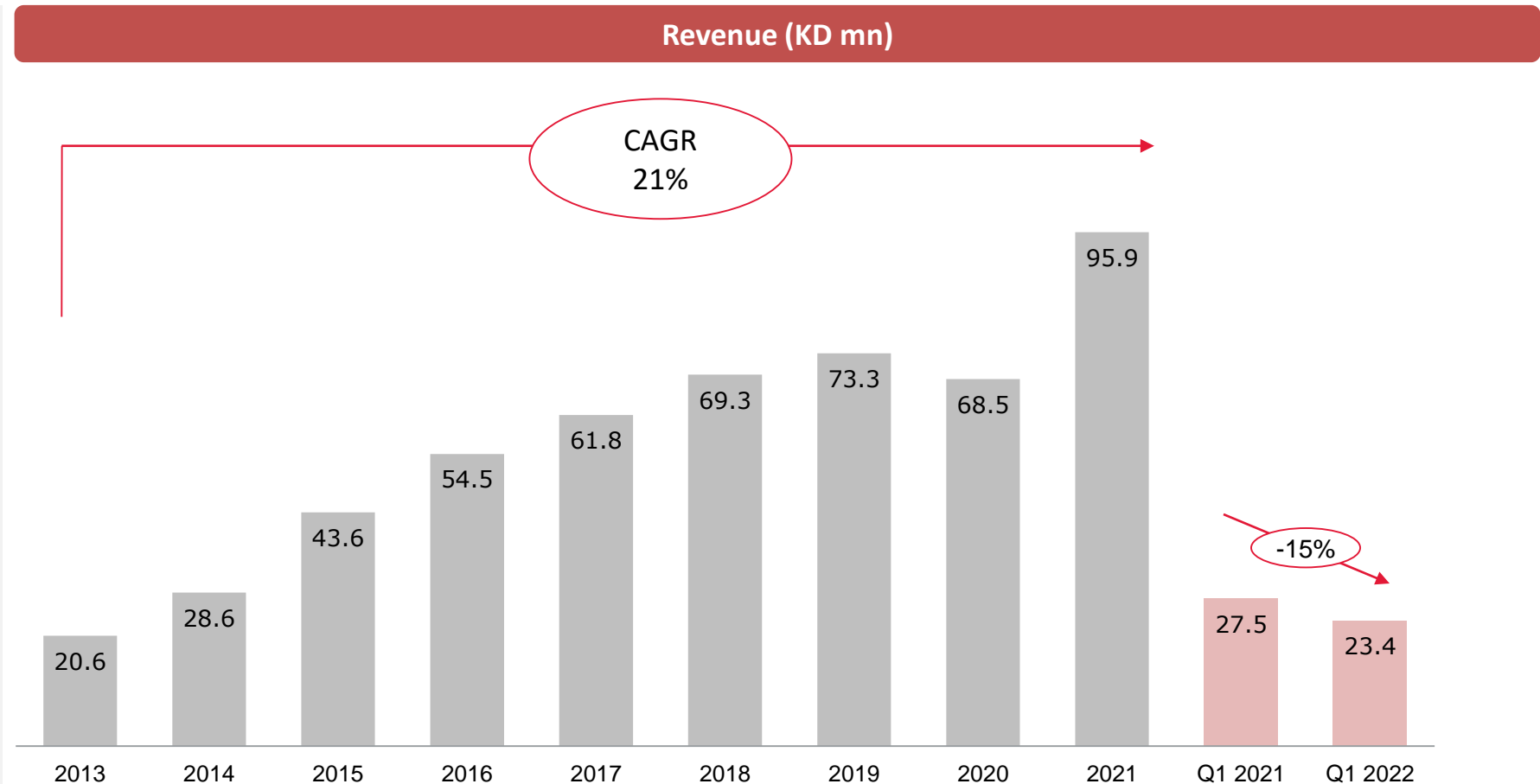
Key Financials

HUMANSOFT
Empowering People Through Knowledge



Key Financials – Persistent Growth in Revenues

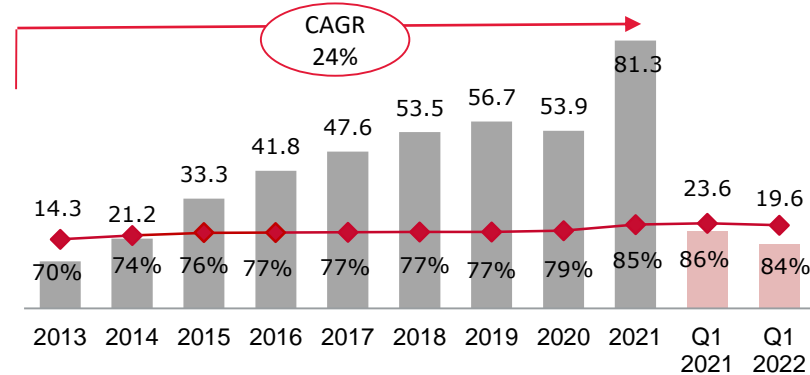
- Revenue grew at a CAGR of 21% in the period 2013-2021 and was KD 95.9 million in 2021.
- Q1 2022 revenue was 15% lower compared to Q1 2021 mainly because of changes to the academic calendar in 2020-2021 due to Covid-19.
- 50% of revenue for Fall semester was recognized in Q1 2021 as against 20% in a regular academic calendar.
- 25% of revenue for Fall 2021 was recognized in Q1 2022, as against 20% in a regular academic calendar.



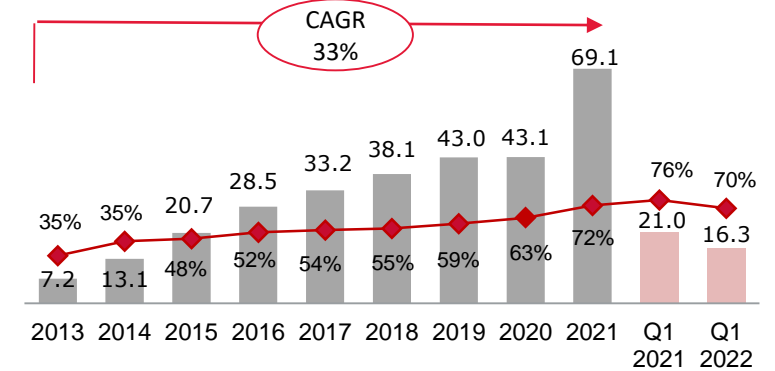
Key Financials – Consistently High Margins

- Gross profit grew at a CAGR of 24% in the period 2013-2021. Gross profit margin was 84% in Q1 2022.
- EBITDA grew at a CAGR of 33% in the period 2013-2021. EBITDA margin was 70% in Q1 2022
- Net profit grew at a CAGR of 37% in the period 2013-2021. Net profit margin was 65% in Q1 2022

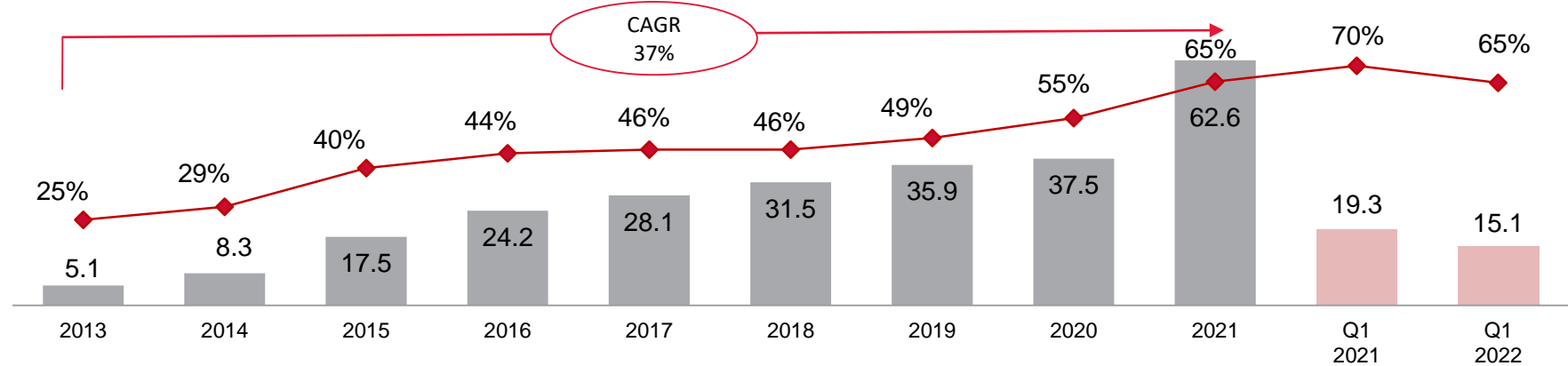
Gross profit (KD mn) and gross profit margin



EBITDA (KD mn) and EBITDA margin



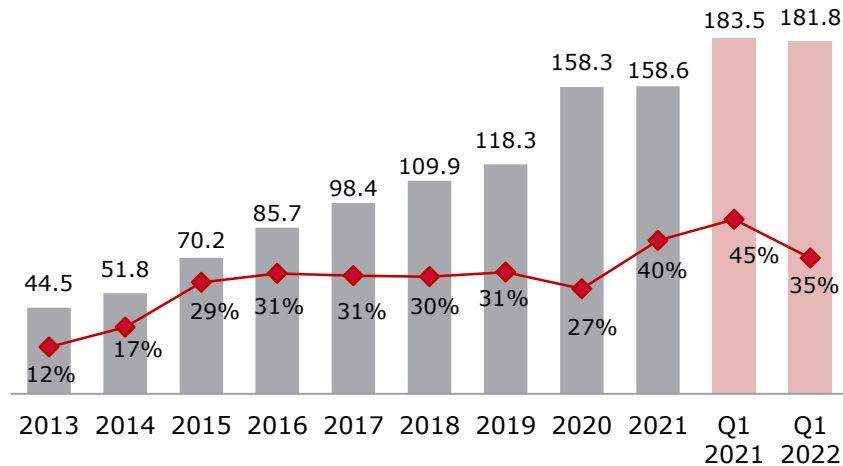
Net profit (KD mn) and net profit margin



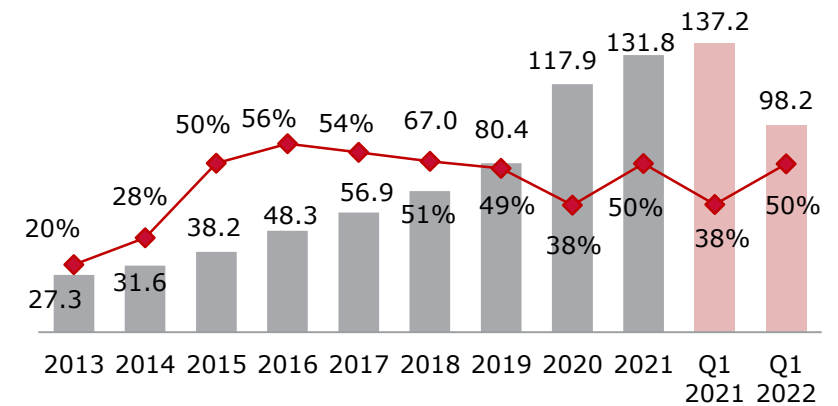
Key Financials – High ROAA and ROAE

- Humansoft's fortress balance sheet, high ROAA & ROAE provides protection, resilience, and enables Humansoft to withstand stress events like Covid-19
- Humansoft's earnings have resulted in ROAE of 50% in Q1 2022
- Humansoft's ROAA was 35% in Q1 2022
- Humansoft has a net cash position of KD 103 mn as at 31 March 2022
- KD 44 mn capex was incurred during the year 2015 to 2018 to make significant additions to campus infrastructure

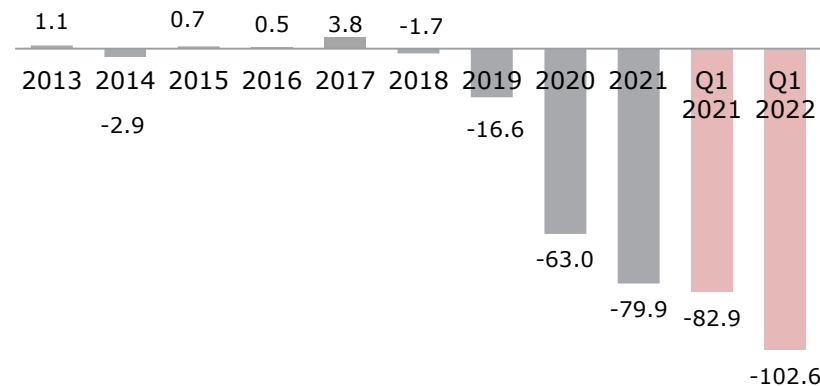
Total assets (KD mn) and ROAA



Total equity (KD mn) and ROAE

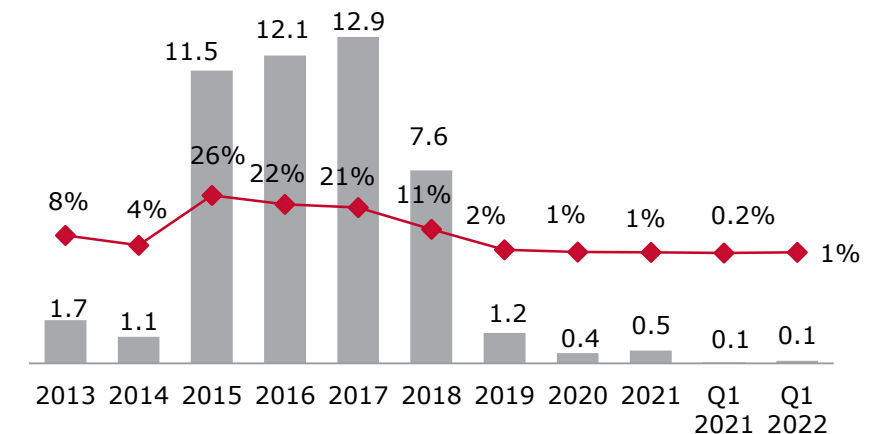


Net Debt ¹ (KD mn)



¹ Debt less cash

Capex (KD mn) and capex as % of revenue



STRONG EQUITY STORY

Solid track record
Strategic pillars
Long term focus



SOLID TRACK RECORD

- ✓ **Top university ranking, high quality learning, state of the art campus**
- ✓ **Highest number of students among private universities in Kuwait**
- ✓ **Internationally accredited Engineering & Business majors**
- ✓ **Solid financial performance, fortress balance sheet**
- ✓ **One of the largest free floats on Boursa Kuwait**

Strategic pillars

1

**Academic
excellence**

2

**Operating
efficiency**

3

**Shareholder
value**

Strategic pillars

1

Academic excellence

We are building new capabilities and continuously developing new offerings to secure our long term prospects. This includes widening the undergraduate offering by introducing new majors, offering new masters programs, securing accreditation for the new programs, and continuously developing our research capabilities

2

Operating efficiency

We are always striving to improve our operating performance. Our EBITDA margins have consistently been strong, and we aim to maintain high efficiency levels

3

Shareholder value

- We continue to focus on shareholder value. We have delivered high levels of ROAE and have grown dividend distribution
- We aim to deliver sustainable dividends going forward whilst maintaining financial flexibility