

Date: 11th May 2023

التاريخ: 11 مايو 2023

M/S . / Boursa Kuwait Company

المحترمين

السادة/ شركة بورصة الكويت

Greetings,

تحية طيبة وبعد،،

Subject: Analysts/Investors Conference Call for the first Quarter of 2023

الموضوع: انعقاد مؤتمر المحللين/المستثمرين للربع الأول لعام 2023

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 2023 was held at 3:00 PM (local time) on **Thursday 11 May 2023**. 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 2023 قد انعقد يوم الخميس الموافق **11 مايو 2023** 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 المعتمدة.

Kindly find attached the above-mentioned conference presentation.

مرفق طيه العرض التقديمي للمؤتمر سالف الذكر أعلاه.

وتفضلوا بقبول فائق الاحترام،،،

Yours Sincerely,



دلال حسن السبتي

رئيس مجلس الإدارة

Dalal Hasan Al Sabti
Chairperson of the Board of Directors

Q1 2023



Humansoft Holding Company KSCP

Investor Presentation

Q1 2023 Results

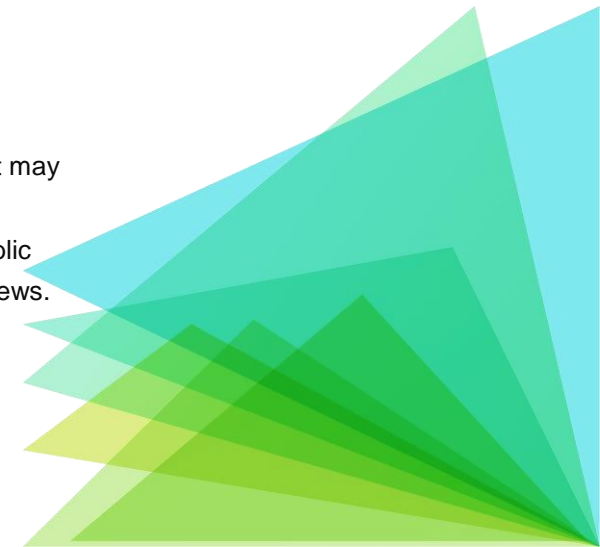
9 May 2023

Disclaimer: Nothing in this document constitutes an offer to sell or a solicitation of an offer to buy any securities



Disclaimer

- The information set out in this presentation and provided in the discussion subsequent thereto does not constitute an offer or solicitation of an offer to buy or sell securities. It is solely for use at an investor presentation and is provided as information only.
- This presentation does not contain all of the information that is material for an investment decision.
- This presentation has been prepared by Humansoft Holding Company K.S.C.P. (“Humansoft”) and may not be reproduced (in whole or in part), distributed or transmitted to any other person without Humansoft’s prior written consent.
- The information in this presentation and the views reflected therein are those of Humansoft and are subject to change without notice.
- This presentation does not disclose all the risks and other significant issues related to an investment in any securities/transaction.
- Historical information should not be relied upon as an accurate prediction of future performance. Humansoft is under no obligation to update or keep current the information contained herein.
- No person shall have any right of action against Humansoft or any other person in relation to the accuracy or completeness of the information contained in this presentation.
- Any forward-looking statement or views in this presentation or subsequent discussion are subject to risks and uncertainties that may cause actual results to differ. Humansoft does not assume any obligation to update such views or statements and make any public announcements regarding the revisions to such statements or views.



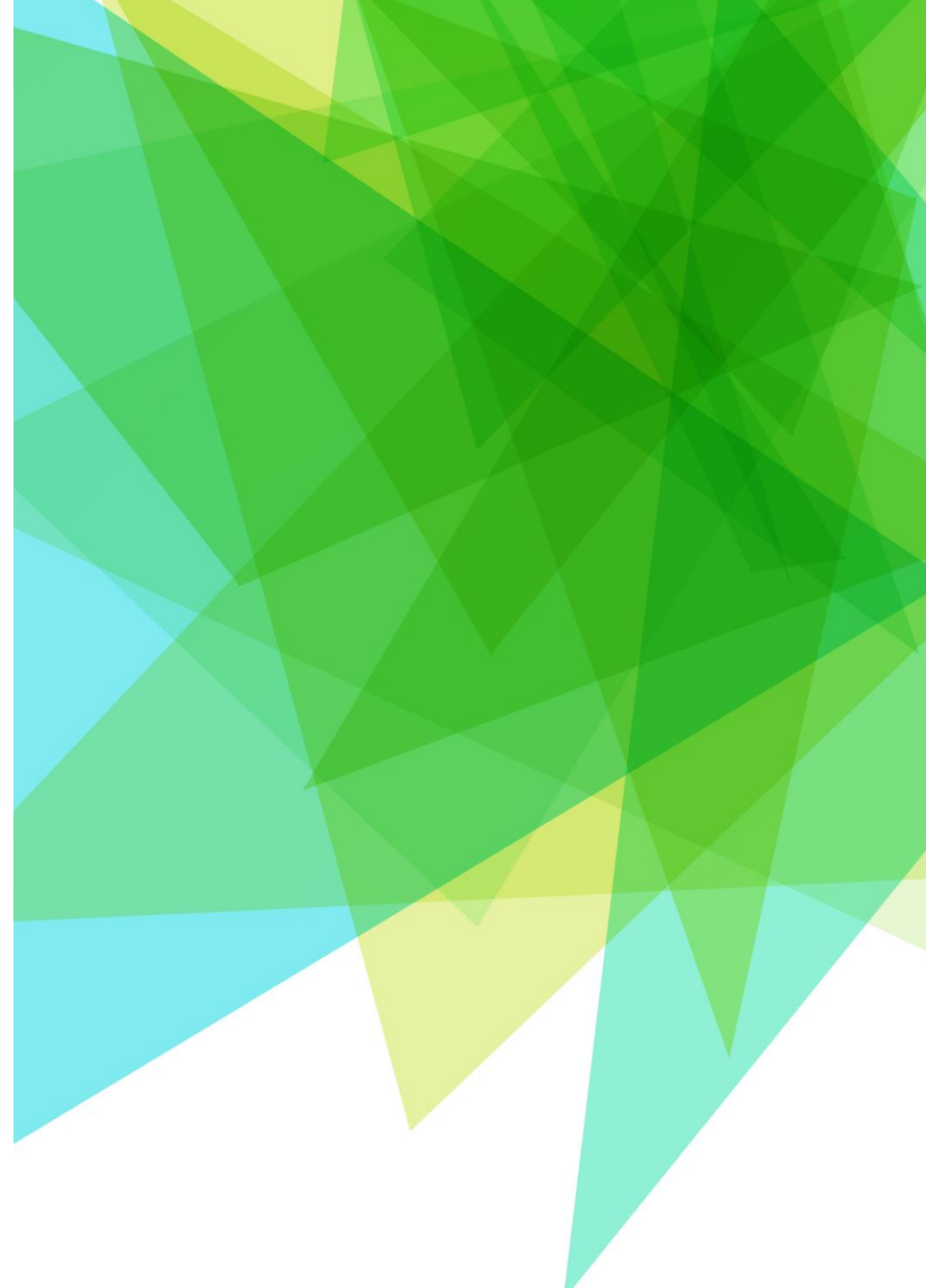
Contents

Key highlights	4-8
At a glance	9-10
We are proud of our achievements	11
Board & Executive Management	12-13
Share price performance	14
Consistently High EPS & Dividend payout	15
Research coverage	16
Revenue recognition	17
Q1 2023 Financial performance	18-19
Student enrollment	20
Key Financials	21-24
Strong Equity Story	25-28



Q1 2023

KEY HIGHLIGHTS



Key Highlights

Celebrating the Rewarding Journey of Students and their Parents

Over a period of one week, AUM and ACM communities gathered to celebrate the success of their 2022 graduates, at the Cultural Center.

The Management, faculty, staff, and parents attended the graduation ceremony.



Key Highlights

Hosting of QS Higher Ed Summit: Middle East & Africa 2023

AUM hosted the QS Higher Ed Summit Middle East & Africa 2023 under the theme “Envisioning a meaningful future: Purpose-driven higher education in the Middle East and Africa” from March 12 to 14, 2023.

During these three days hundreds of higher education leaders discussed Higher Education trends and challenges in the region.



Key Highlights

AUM hub for regional and local events promoting and supporting Entrepreneurship and Innovation

In January 2023, AUM hosted the **Global Symposium for Entrepreneurship Educators (SEE) - MENA Region Edition** in collaboration with Babson College. Participants from the region and Kuwait connected to learn about the latest trends in entrepreneurship education.

Kuwait Top Entrepreneurs 2023 Forum by Forbes Middle East and Qabas in collaboration with AUM was held in March 2023.

AUM Startup Challenge 2023 also took place during Spring semester, in its third edition.



Global Symposium for Entrepreneurship Educators (SEE) - MENA Region Edition in collaboration with Babson College



Kuwait Top Entrepreneurs 2023 Forum by Forbes Middle East and Qabas in collaboration with AUM



AUM Startup Challenge 2023 and Exhibition of students' innovative projects tackling UN SDGs

Glimpses from the vibrant campus life during Spring 2023



AIMultaqa Prize for Arabic Short Story 2023



Annual concert for Students and other festivities for Kuwait National and Liberation Days



Brands League 2023



Gathering for Alumni



Special event for Faculty & Staff during Ramadan 2023

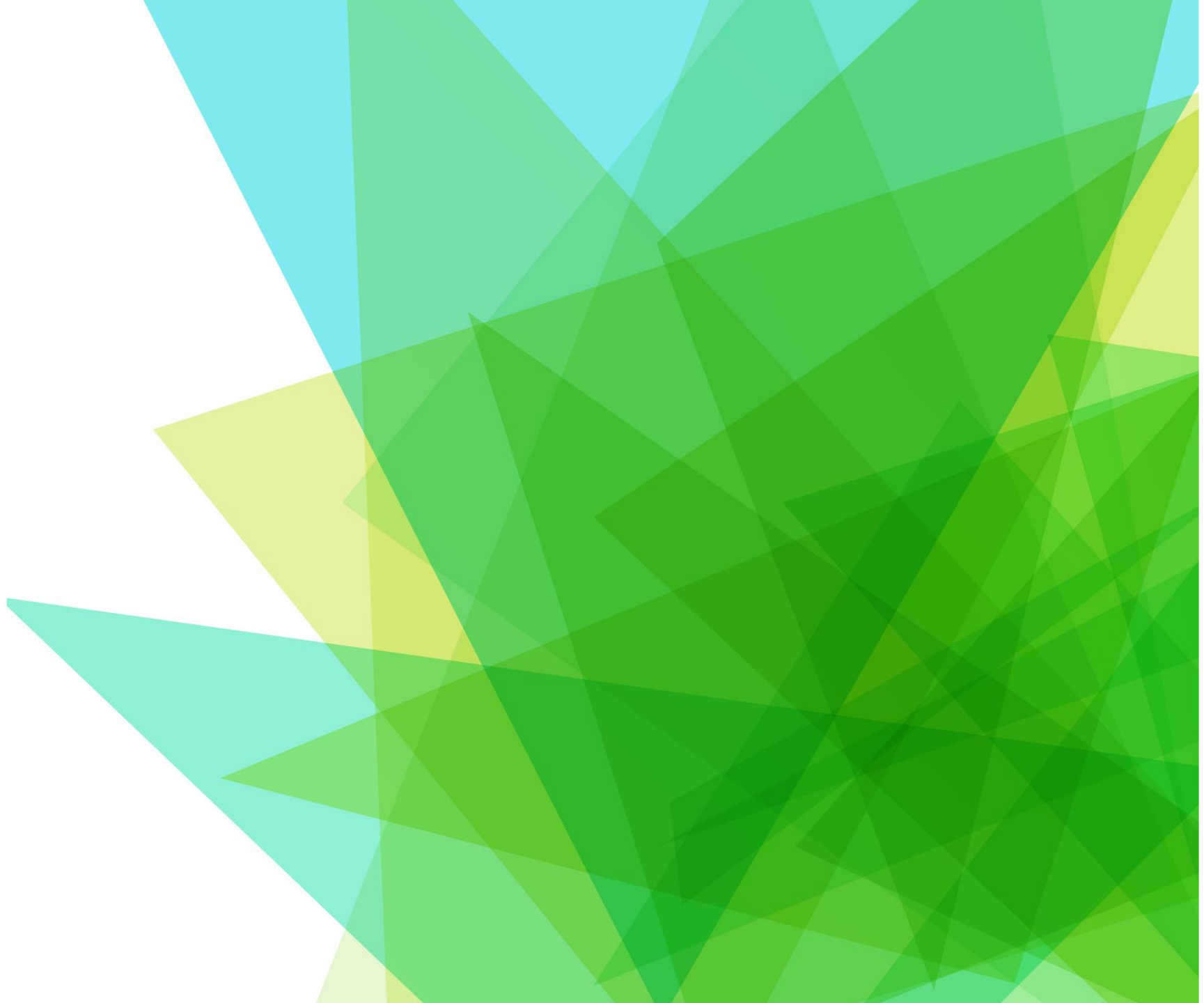


Certificate Programme for Academic Laboratories Safety

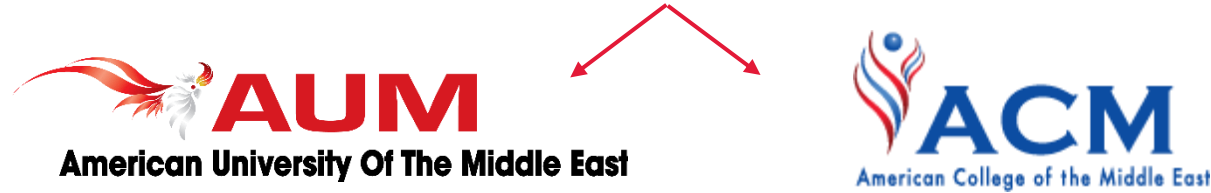
Q1 2023

AT A GLANCE

HUMAN**SOFT**
Empowering People Through Knowledge



At a Glance



Leading

private higher education company in the GCC

20+

years of operating experience

13,684¹

enrolled students in AUM and ACM

University of choice

for Engineering and Business

KD 81.5 million

in revenue²

KD 50.4 million

in EBITDA²

29%

2013-2022 net profit CAGR

400 fils Cash + 5% Bonus Shares

Dividend per share for FY 2022

¹ enrolled beginning of the Fall 2022 semester

² LTM Q1 2023

We are proud of our achievements

#1 Ranking

University
in Kuwait

#1 Ranking

Green & Sustainable
University in Kuwait

Internationally Accredited

Engineering &
Business Majors

International Relations

Purdue University

UC Berkeley

HEC Montreal

Babson College

CMS – CERN

PRME

Over 750

trees have been
planted in the campus

Over 60%

female
students

Over 70

different staff
nationalities

Over 150

community engagement
initiatives since 2018

Over 100

academic competitions
since 2018

Over 30

sports achievements
since 2018

Q1 2023

Board & Executive Management

HUMANSOFT
Empowering People Through Knowledge

Board & Executive Management

Board of Directors

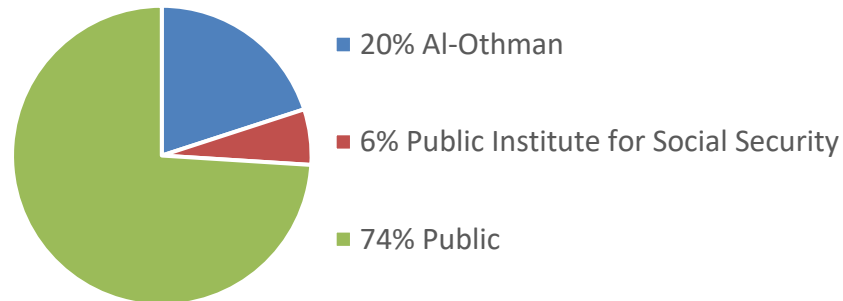
Name	Position
Ms. Dalal Hasan Al Sabti	Chairperson
Mr. Tareq Fahad Al Othman	Vice Chairman
Mr. Mayank Hasmukhlal Baxi	Director
Mr. Hasan Qasim Al Ali	Director
Mr. Abdulrazaq Abdulla Mohammad Ahmed	Director

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 2023)

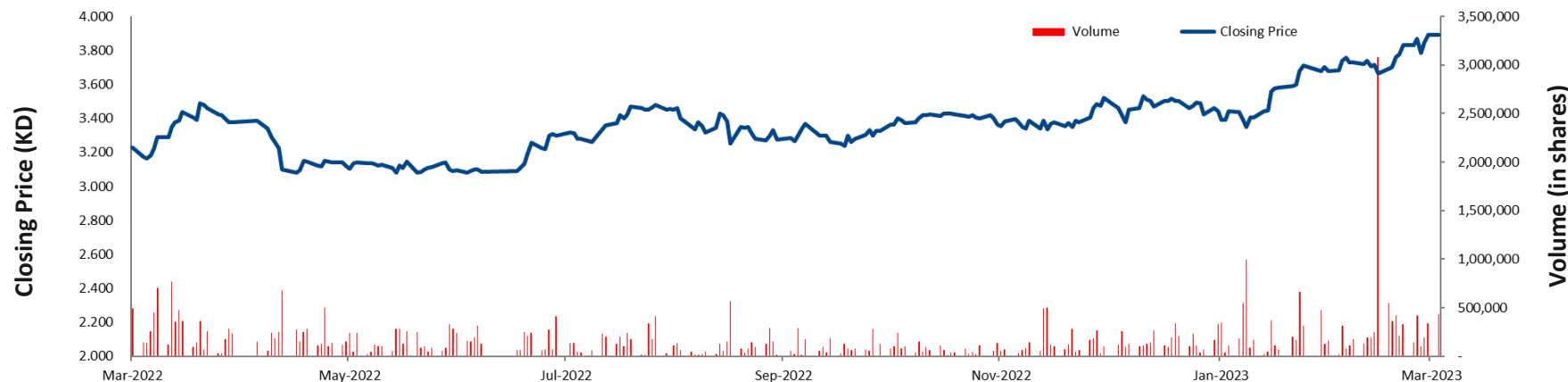


	KD
Closing price as at 30 March 2023	3.891
Market Cap (KD mn) ¹	473
Market Cap (USD bn)	1.5
6m avg. daily trading volume (% of shares outstanding)	0.15%
52-weeks high ²	3.891
52-weeks low ²	3.079

Current trading multiples ³

EV/EBITDA (LTM Q1 2023)	7.3X
P/E (LTM Q1 2023)	10.2X
Cash dividend yield (based on FY 2022 dividends)	10.3%

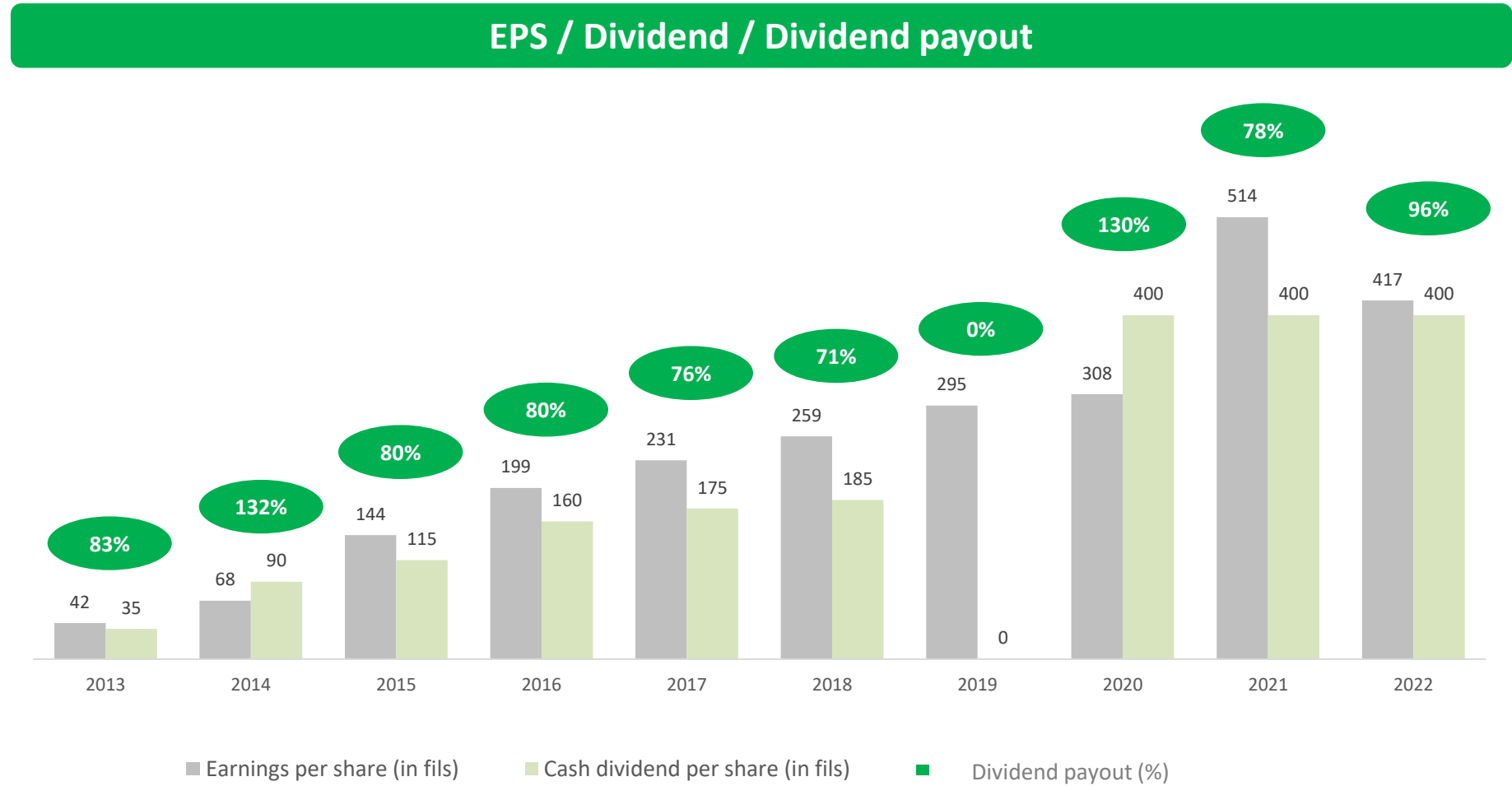
1-year share price performance



- 1) Based on 121,654,352 shares outstanding
- 2) Based on closing share price
- 3) Based on closing share price of KD 3.891 as at 30 March 2023 and LTM Q1 2023 financials

Consistently high EPS & Dividend payout

- Average dividend payout in last 10 years has been in excess of 70%.
- EPS for 2022 was 417 fils as compared to 514 fils in FY2021.
- Cash dividend of 400 fils per share and Bonus shares of 5% is approved in the AGM for FY 2022
- Payout ratio of the dividend for FY 2022 is 96% as compared to 78% for FY 2021.



Research Coverage

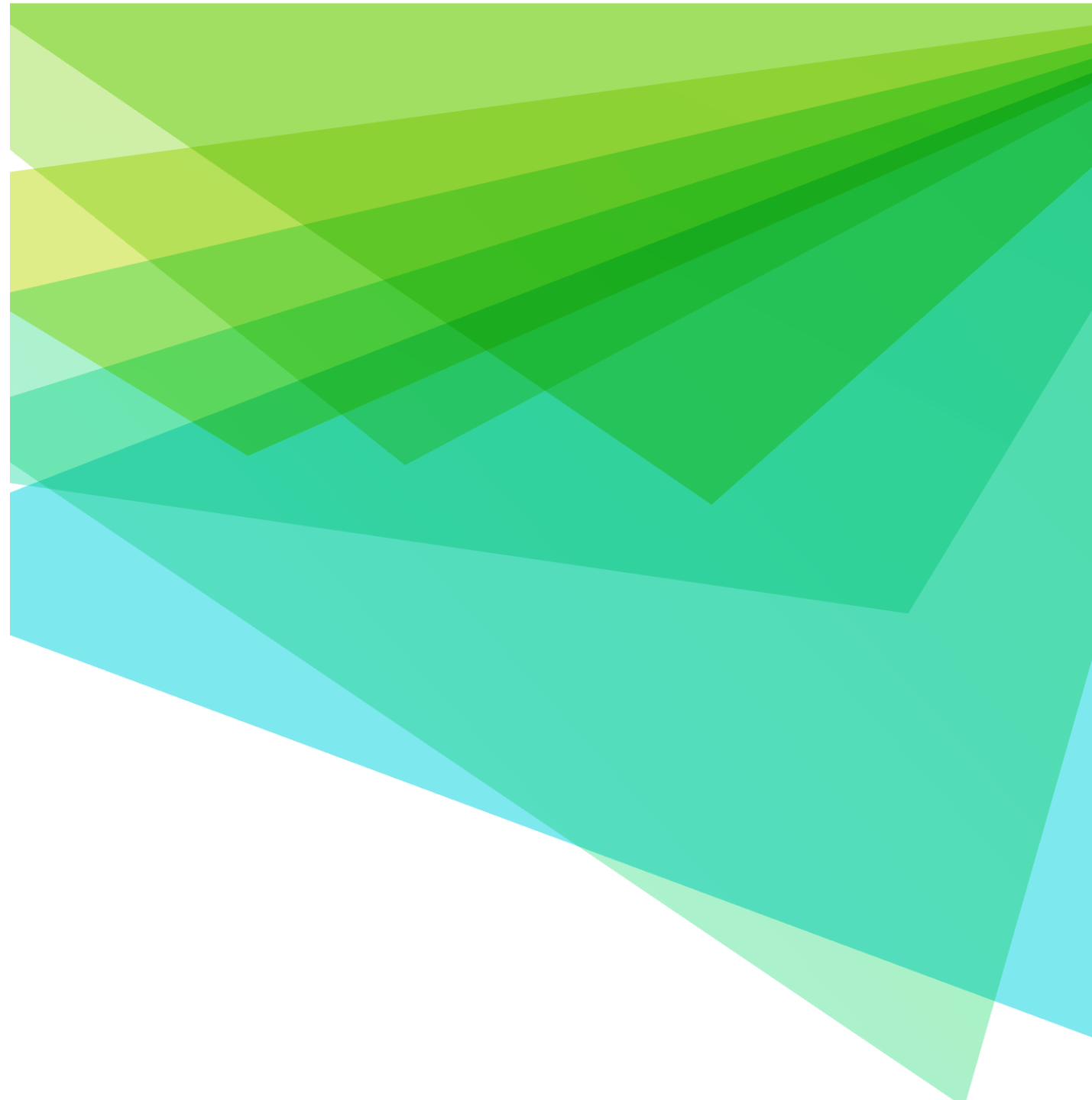
Broker	Target price	Date of report	Analyst
	5.050	28 February 2023	<ul style="list-style-type: none"> • Hatem Alaa • Mirna Maher
	4.900	16 January 2023	<ul style="list-style-type: none"> • Ankur Agarwal
	4.750	15 December 2022	<ul style="list-style-type: none"> • Christine Kalindjian
	4.300	16 August 2022	<ul style="list-style-type: none"> • Reem Albarri
	4.200	22 February 2023	<ul style="list-style-type: none"> • Michel Salameh
	3.715	15 November 2022	<ul style="list-style-type: none"> • Thomas Mathew

Revenue Recognition

FY 2019 (Normal Year)	FY 2020 (COVID Year)	FY 2021 (COVID Year)	FY 2022 (Converging to normalcy)	FY 2023 (Normal Year)
<p><u>Q1</u></p> <ul style="list-style-type: none"> • 20% Fall 2018/2019 • 40% Spring 2019 <p><u>Q2</u></p> <ul style="list-style-type: none"> • 60% Spring 2019 <p><u>Q3</u></p> <ul style="list-style-type: none"> • 100% Summer 2019 • 20% Fall 2019/2020 <p><u>Q4</u></p> <ul style="list-style-type: none"> • 60% Fall 2019/2020 	<p><u>Q1</u></p> <ul style="list-style-type: none"> • 20% Fall 2019/2020 • 20% Spring 2020 <p><u>Q2</u></p> <ul style="list-style-type: none"> • 38% Spring 2020 <p><u>Q3</u></p> <ul style="list-style-type: none"> • 42% Spring 2020 • 100% Summer 2020 <p><u>Q4</u></p> <ul style="list-style-type: none"> • 50% Fall 2020/2021 	<p><u>Q1</u></p> <ul style="list-style-type: none"> • 50% Fall 2020/2021 • 25% Spring 2021 <p><u>Q2</u></p> <ul style="list-style-type: none"> • 75% Spring 2021 <p><u>Q3</u></p> <ul style="list-style-type: none"> • 100% Summer 2021 <p><u>Q4</u></p> <ul style="list-style-type: none"> • 75% Fall 2021/2022 	<p><u>Q1</u></p> <ul style="list-style-type: none"> • 25% Fall 2021/2022 • 40% Spring 2022 <p><u>Q2</u></p> <ul style="list-style-type: none"> • 60% Spring 2022 <p><u>Q3</u></p> <ul style="list-style-type: none"> • 100% Summer 2022 • 20% Fall 2022/2023 <p><u>Q4</u></p> <ul style="list-style-type: none"> • 60% Fall 2022/2023 	<p><u>Q1</u></p> <ul style="list-style-type: none"> • 20% Fall 2022/2023 • 40% Spring 2023

Q1 2023

Q1 2023 Financial Performance

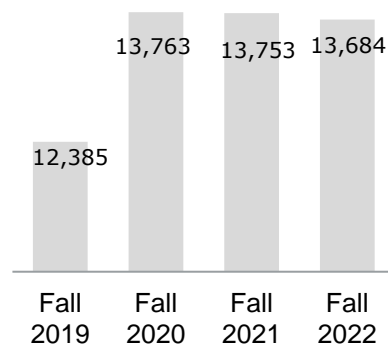


Financial Performance – Q1 2023

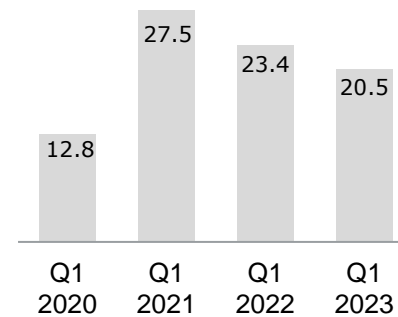
- Q1 2023 revenue was 12% lower compared to Q1 2022 mainly due to the changes in the academic calendar, experienced in Q1 2022.
- Q1 2023 EBITDA of KD 11.6 million was 29% lower than Q1 2022.
- Q1 2023 net profit of KD 11.0 million was 27% lower than Q1 2022.
- Total equity and Total assets as at 31 March 2023 was 47% higher and 2% lower respectively than 31 March 2022.

Key figures and ratios	Q1 2022	Q1 2023	Change
Number of students (Fall)	13,753	13,684	-0.5%
Revenue (KD mn)	23.4	20.5	-12%
EBITDA (KD mn)	16.3	11.6	-29%
EBITDA margin (%)	70%	57%	-13%
Net profit (KD mn)	15.1	11.0	-27%
Net margin (%)	65%	54%	-11%
EPS (in fils)	118	86	-27%
Equity (KD mn)	98.2	144.8	47%
Total assets (KD mn)	181.8	178.3	-2%

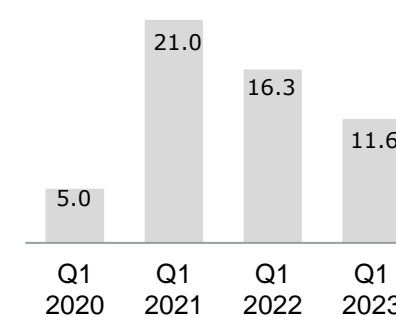
Number of students *



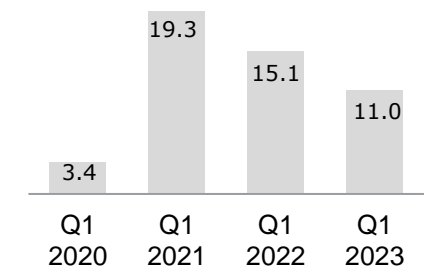
Revenue (KD mn)



EBITDA (KD mn)



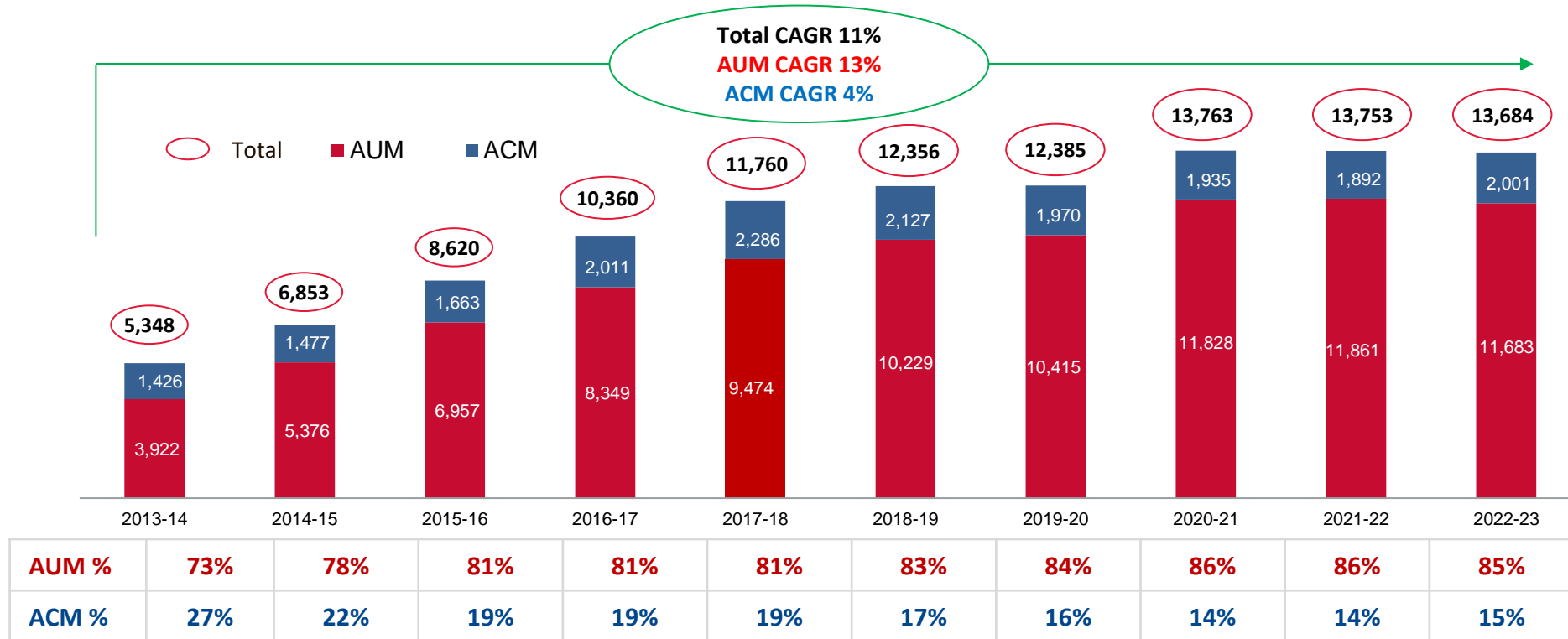
Net profit (KD mn)



* enrolled beginning of the Fall semester

Student Enrollment growing at a CAGR of 11%

Total students enrolled
(beginning of the Fall semester)



Deferred income as of 31 March 2023

- Deferred Income of KD 19.7 million as of 31 March 2023, relates to unrecognised revenue of Spring 2023 semester.

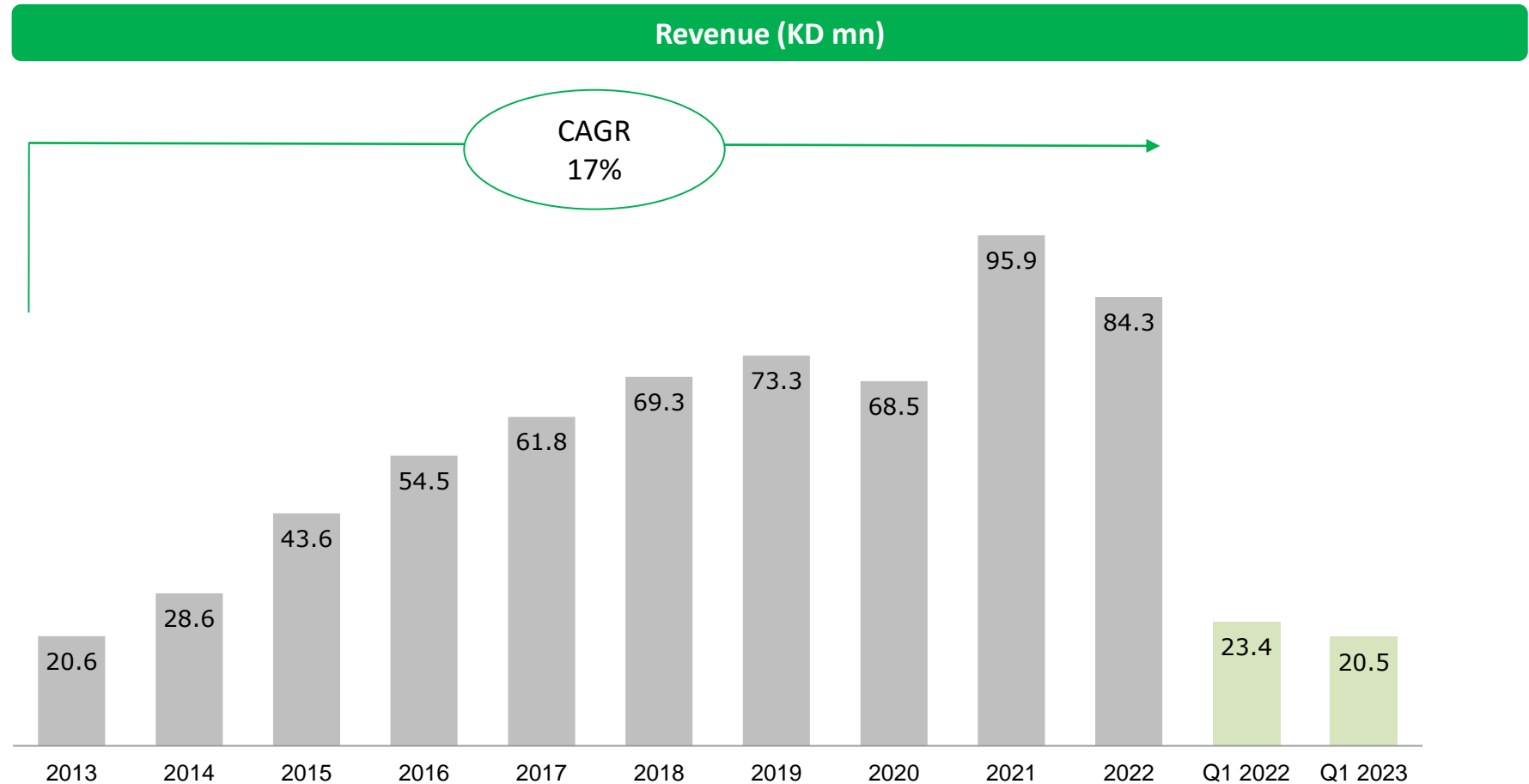
Q1 2023

Key Financials



Key Financials – Revenue Trends

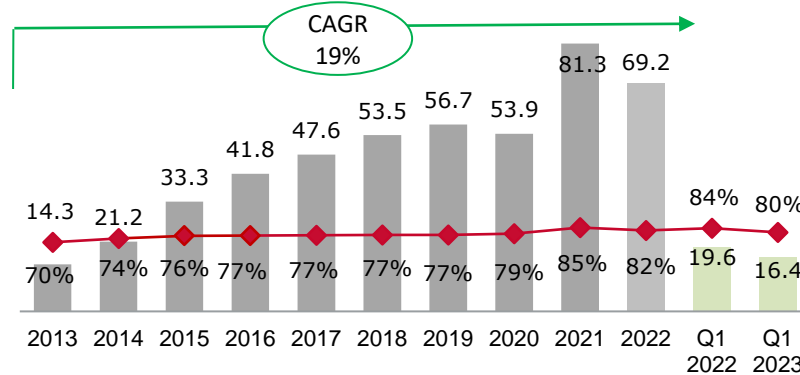
- Revenue grew at a CAGR of 17% in the period 2013-2022 and was KD 20.5 million in Q1 2023.
- Q1 2023 revenue was 12% lower compared to Q1 2022 mainly due to the changes in the academic calendar in Q1 2022.
- 25% of revenue for Fall 2021 semester was recognized in Q1 2022 as against 20% for Fall 2022 in Q1 2023.
- Academic calendar for Q1 2023 is back to normal.



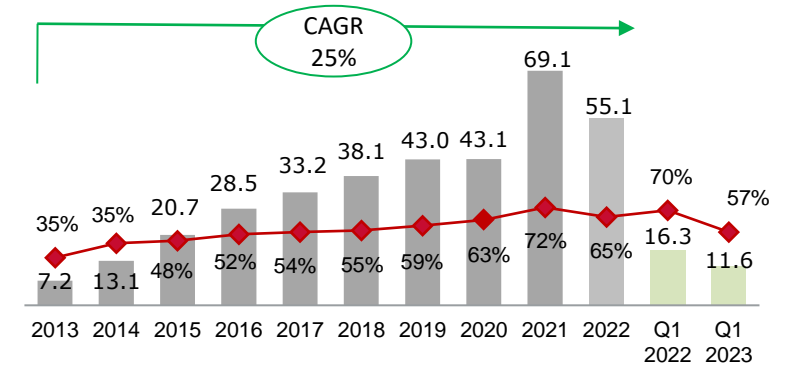
Key Financials – Consistently High Margins

- Gross profit grew at a CAGR of 19% in the period 2013-2022. Gross profit margin was 80% in Q1 2023
- EBITDA grew at a CAGR of 25% in the period 2013-2022. EBITDA margin was 57% in Q1 2023
- Net profit grew at a CAGR of 29% in the period 2013-2022. Net profit margin was 54% in Q1 2023

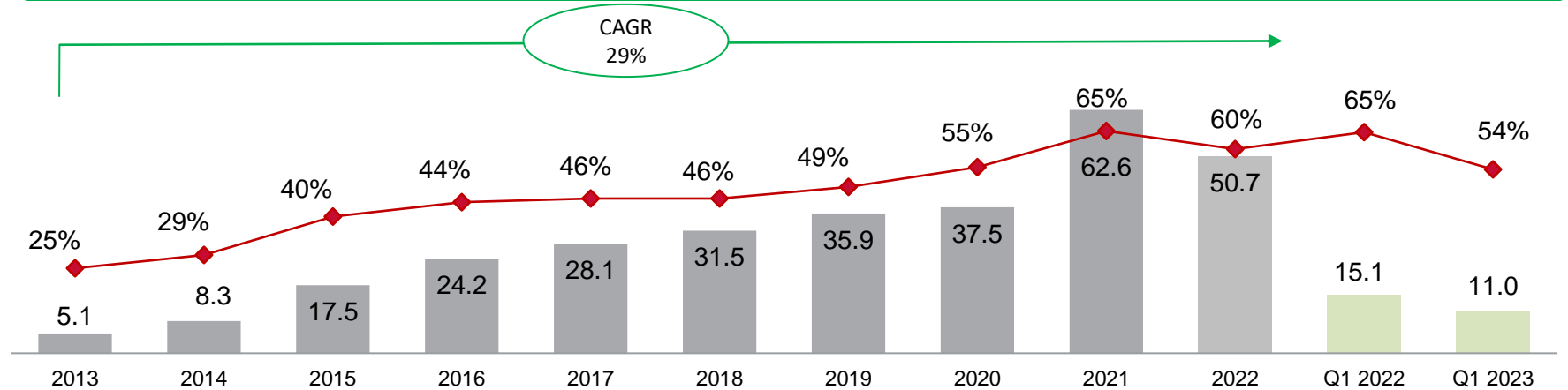
Gross profit (KD mn) and gross profit margin



EBITDA (KD mn) and EBITDA margin



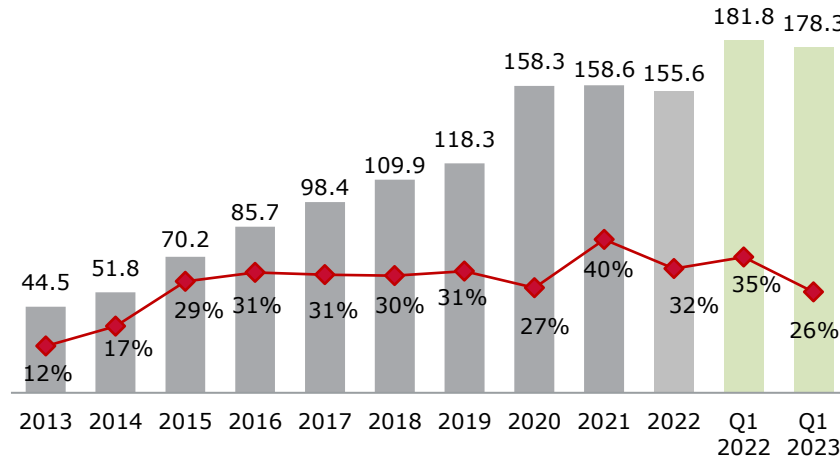
Net profit (KD mn) and net profit margin



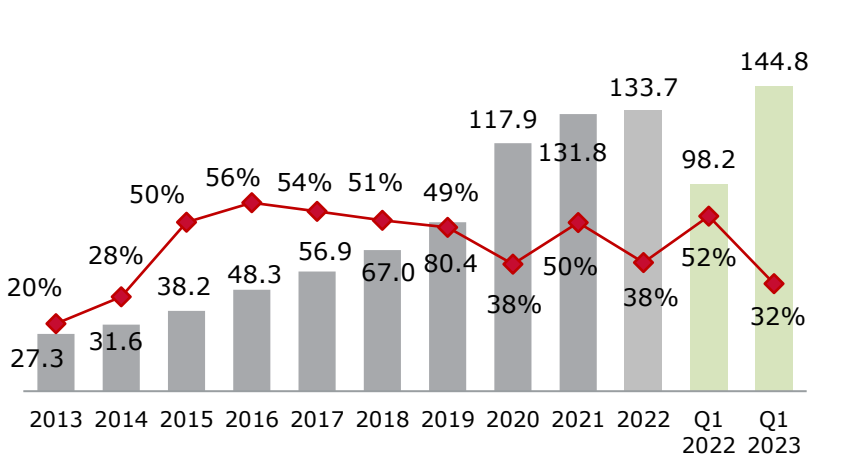
Key Financials – High ROAA and ROAE

- Humansoft’s fortress balance sheet, high ROAA & ROAE provides protection, resilience, and enables Humansoft to withstand stress events like Covid-19
- Humansoft’s annualized ROAA was 26% in Q1 2023
- Humansoft’s earnings have resulted in an annualised ROAE of 32% in Q1 2023
- Humansoft has a net cash position of KD 104.3 million as at 31 March 2023
- KD 44 million capex was incurred during the year 2015 to 2018 to make significant additions to the campus infrastructure

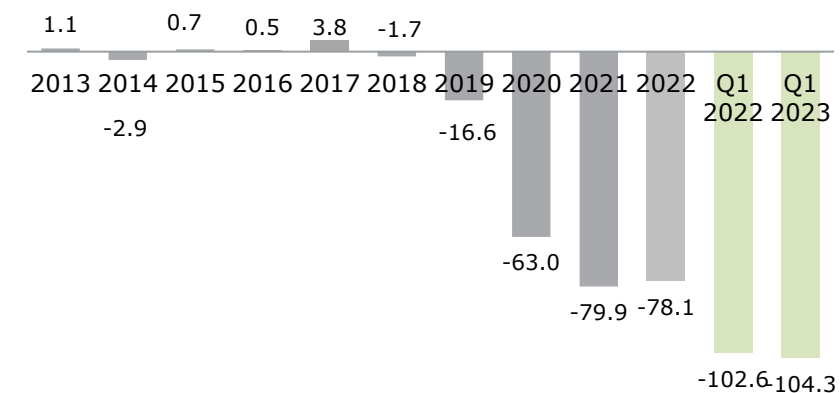
Total assets (KD mn) and ROAA



Total equity (KD mn) and ROAE

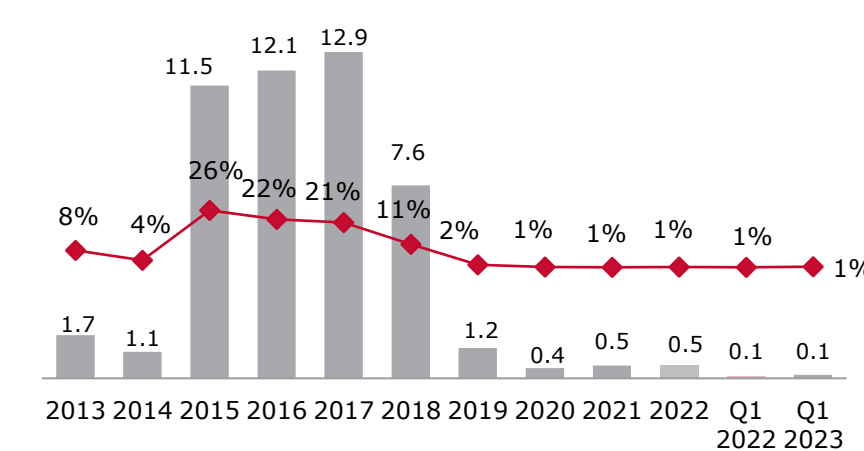


Net Debt ¹ (KD mn)



¹ Debt less cash

Capex (KD mn) and capex as % of revenue

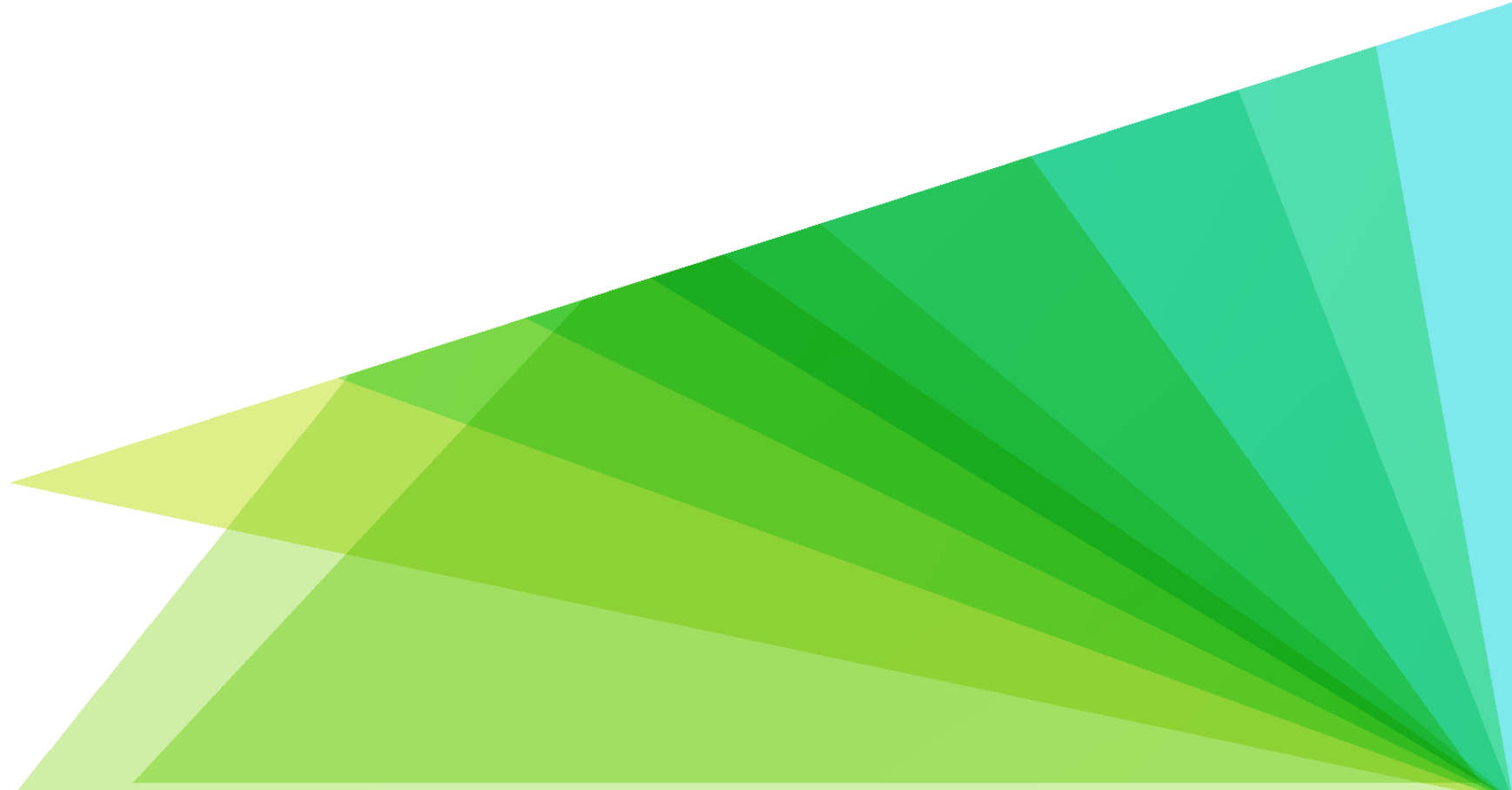


Q1 2023



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, expanding international collaborations and accreditations, 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