

FY 2025



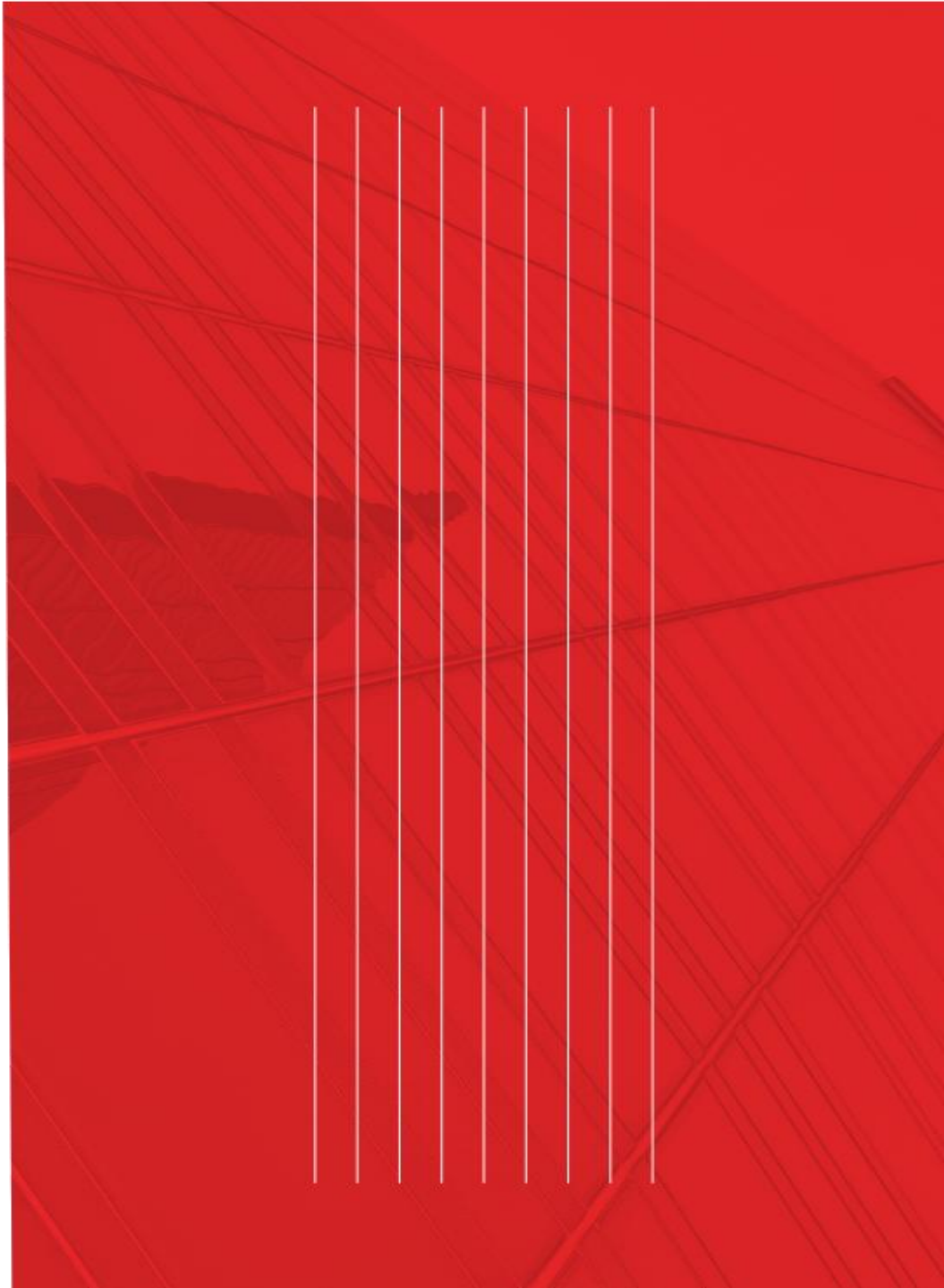
Humansoft Holding Company KSCP

Investor Presentation

FY 2025 Results

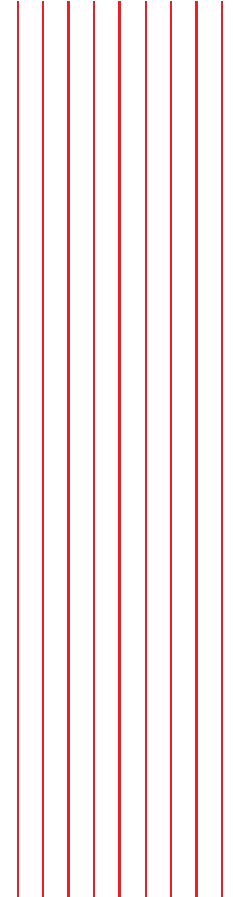
15 February 2026

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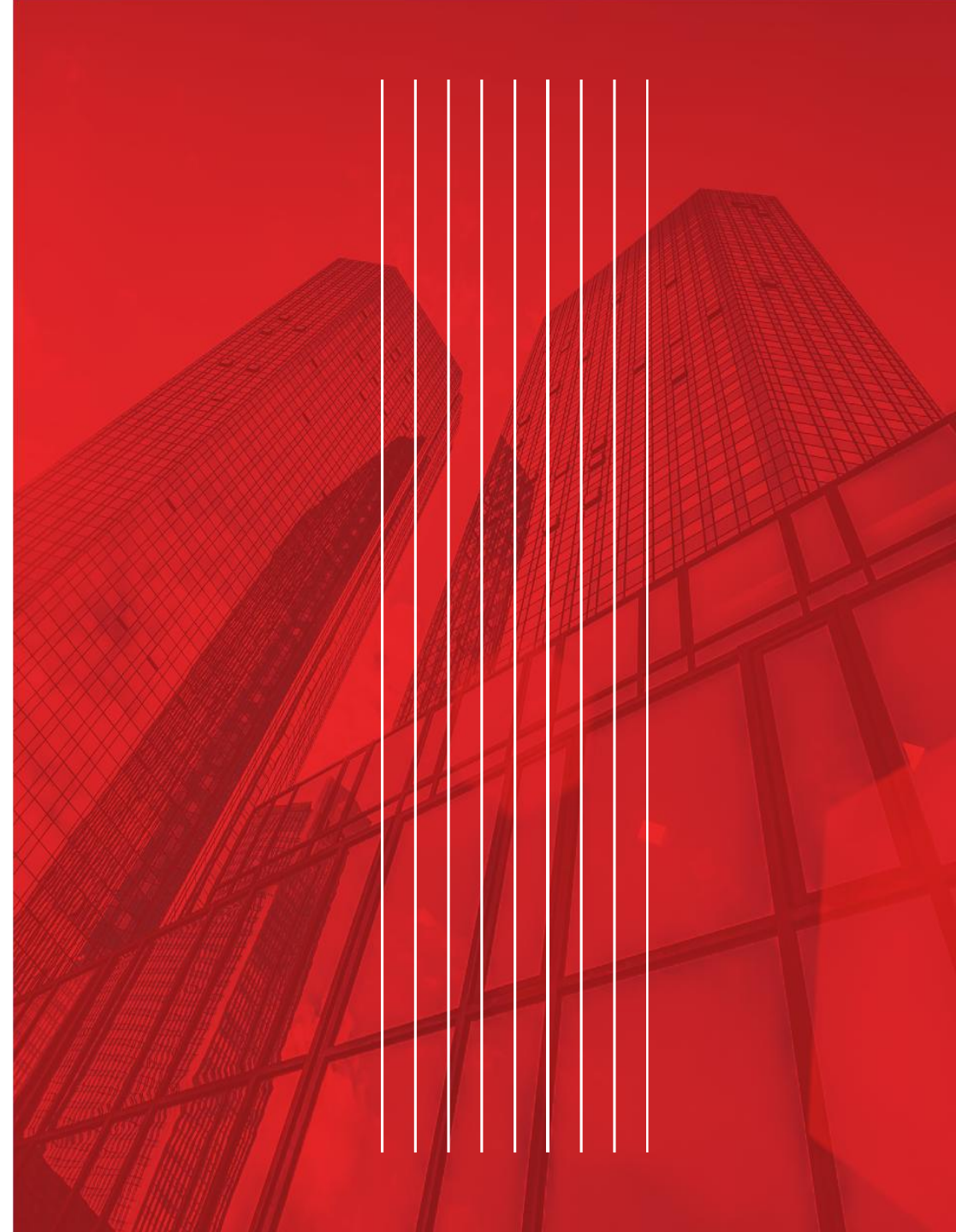
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FY 2025

KEY HIGHLIGHTS



Key Highlights

Advancing Sustainability, Driving Impact, Green Leadership

AUM and ACM continue to embed sustainability-driven practices, strengthening long-term environmental and societal impact.

AUM ranked #1 in Kuwait in global sustainability rankings (2025-2026):

- **QS Sustainability Rankings 2026** (released November 2025): #509 globally, advancing from #818 in the previous year
- **UI GreenMetric World University Rankings 2025** (released December 2025): #176 globally, #5 in the Gulf Region
- **THE Impact Rankings 2025** (released earlier in June 2025): ranked in the 201–300 global band

AUM

#1
in Kuwait

Advancing Sustainability | Driving Impact | Green Leadership

Global Rankings 2025-2026

 <p>WORLD UNIVERSITY RANKINGS SUSTAINABILITY 2026</p> <p>#509 worldwide</p>	 <p>Times Higher Education Impact Rankings 2025</p> <p>#201-300 worldwide</p>	 <p>UI GreenMetric</p> <p>#176 worldwide Top 5 in the Gulf Region</p>
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Key Highlights

Student-Led Innovation at the Forefront of Technology

As part of our commitment to experiential learning and youth empowerment in a rapidly evolving technological landscape, student-led innovation is fostered through technology-driven initiatives at the institutional, local, and global levels, engaging both university students and the wider youth community.

Through hosting, participating in, and organizing events and competitions in robotics, artificial intelligence, cybersecurity, and automation, AUM continues to create inclusive platforms for hands-on learning, collaboration, and creativity.



Hosted Robotex Kuwait 2025 - 2nd Edition, bringing together over 500 school students



AUM at Robotex International 2025 “Connecting Industry Interest with the next generation”, Estonia



AUM Students showcased innovative projects in AI, cybersecurity, and automation at Nexus 2025



CyberSec Competition by AUM Artificial Minds Club, highlighted students’ cybersecurity skills

Key Highlights

Class of 2025 Graduation: Honoring the Shared Milestone of Graduates and Parents

Over the course of one week, the AUM and ACM communities came together at the Cultural Center to celebrate the achievements of the Class of 2025.

Graduation ceremonies were attended by management, faculty, staff, and proud parents, honoring the dedication, perseverance, and success of our graduates.



Key Highlights

Fall 2025: Enriched with Connections and Achievement Through Engagement

AUM continues to enrich connections and celebrate achievement through a diverse range of student-centered initiatives spanning sports, entrepreneurship, leadership, and community engagement.

Participation in international forums and championships, alongside the organization of entrepreneurship fairs and inclusive community events, reflects our commitment to holistic development, experiential learning, and meaningful collaboration with students, alumni, and the wider community at the institutional, regional, and global levels.



Active participation in the GPCA Youth Forum 2025 in Bahrain, held as part of the 19th Annual GPCA Forum



A Milestone at the World Interuniversity Championship (WIUC 2025) in Barcelona, with Winning Padel Teams



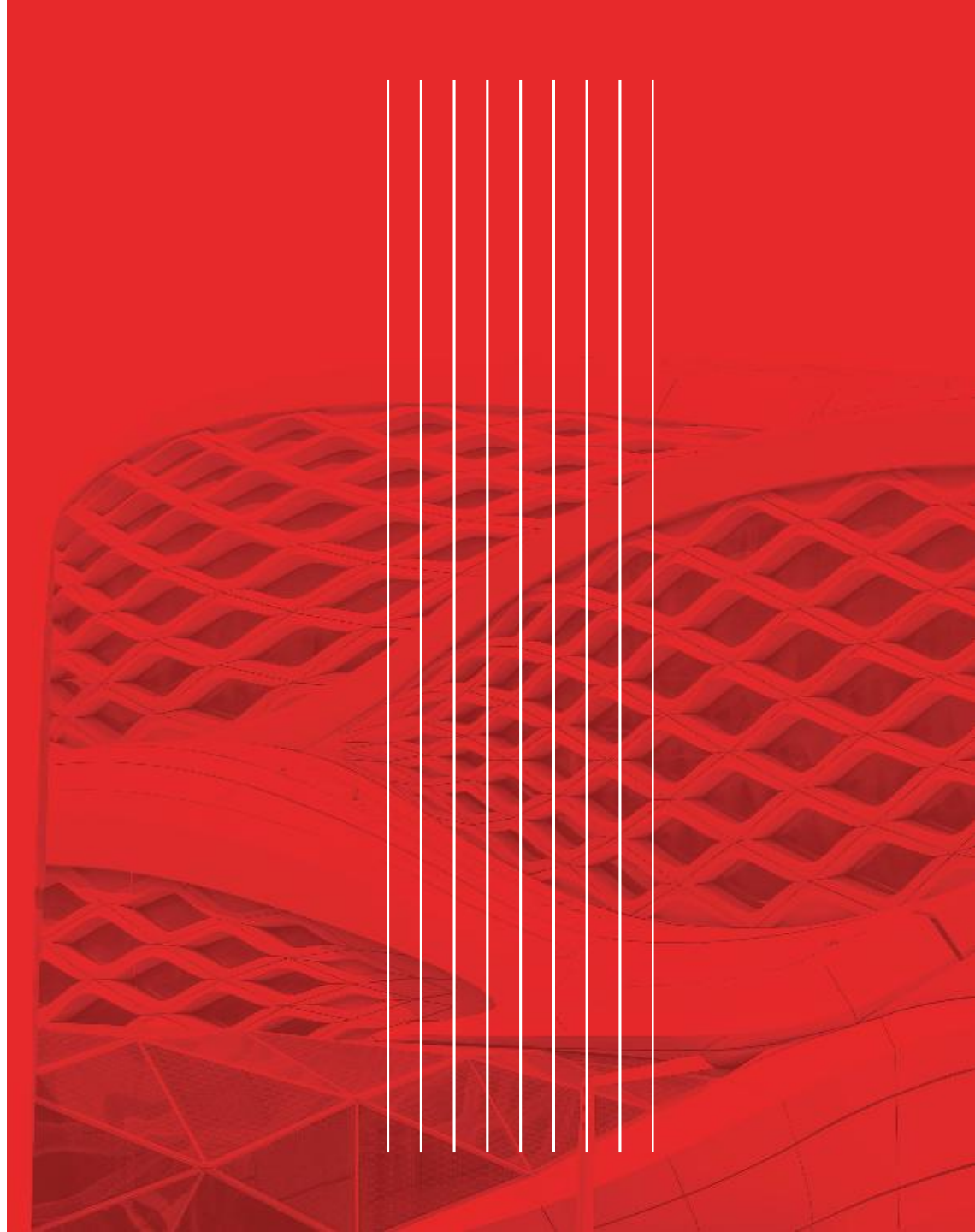
Organization of AUM Winterpreneur Fair - 2nd Edition engaging students and Alumni



Participation in the RoadRush Festival 2025 in support for sports and women

FY 2025

AT A GLANCE



At a Glance



Leading

private higher education company in the GCC

25+

years of operating experience

12,924¹

enrolled students in AUM and ACM

University of choice

for Engineering and Business

KD 77.6 million

in revenue²

KD 38.8 million

in EBITDA²

4%

2015-2025 Student Enrollment CAGR

275 fils

Proposed Cash Dividend per share for FY 2025

¹ enrolled beginning of the Fall 2025 semester

² FY 2025

We are proud of our achievements

The following rankings reflect the most recent releases for the year 2026. As for the 5-year period, it covers 2021 to 2025.

#1 Ranking

University in Kuwait in QS and THE World Rankings

#19

University in the Arab countries as per QS Arab Region Rankings

World's Top 300

Best Universities in Business and Engineering subjects by QS

International Accreditations

Institutional & Programmatic

#1 Ranking

University in Kuwait in Sustainability rankings by QS, GreenMetric and THE

Over 50%

Female students

Over 60

Different staff nationalities

Over 1500

Trees planted in the campus

International Relations

Purdue University
UC Berkeley
HEC Montreal
Babson College
CMS – CERN
PRME

~3600

Scopus-indexed publications in the last 5 years

Over 150

Community engagement initiatives in the last 5 years

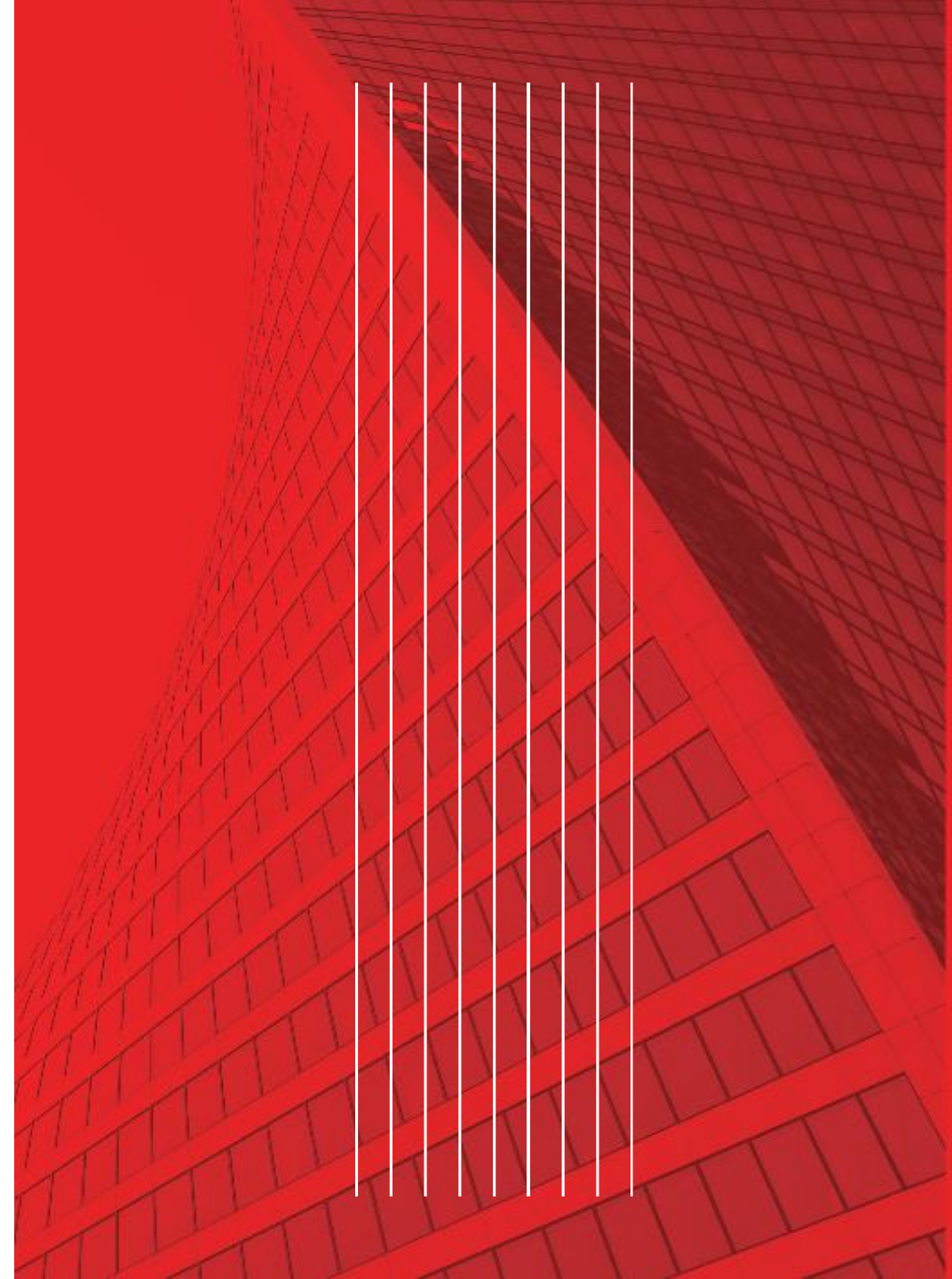
Over 150

Achievements in Academic & Sports competitions in the last 5 years

FY 2025

Board & Executive Management

HUMAN**SOFT**
Empowering People Through Knowledge



Board & Executive Management

Board of Directors

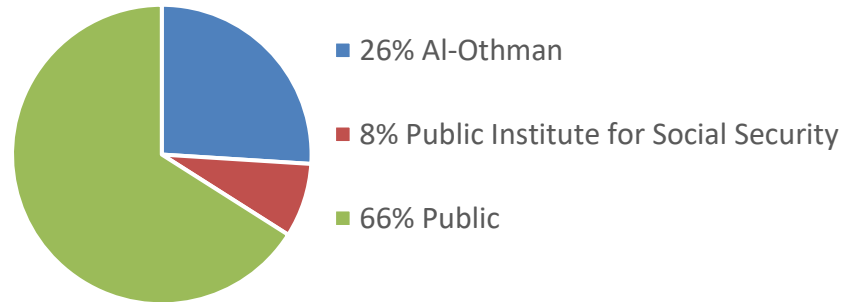
Name	Position
Mr. Tareq Fahad AlOthman	Chairman
Mr. Mayank Hasmukhlal Baxi	Vice Chairman
Ms. Dalal Hasan Al Sabti	Director
Mr. Hasan Qasim Al Ali	Director
Mr. Abdulrazaq Abdulla Mohammad Ahmed	Director

Executive Management

Name	Position
Dr. Georges Yahchouchi	Humansoft CEO, & President AUM
Mr. Anup Dhand	CFO
Ms. Nisreen Rasheed	VP - Compliance & Administration
Dr. Mohaned Hassanin	President ACM

Share Price Performance

Shareholding (31 December 2025)

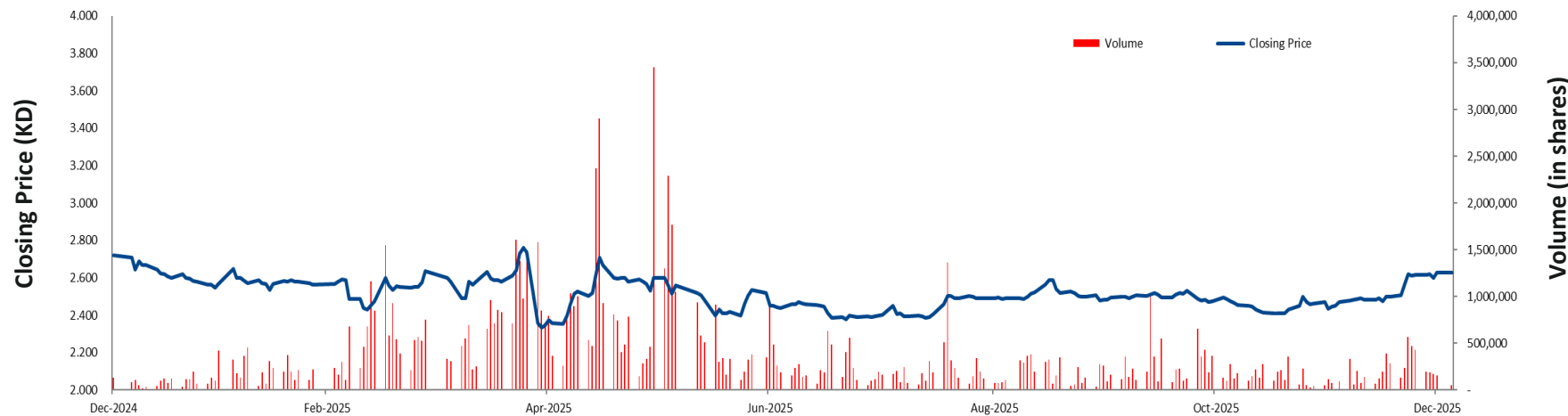


	KD
Closing price as at 31 December 2025	2.626
Market Cap (KD mn) ¹	352
Market Cap (USD bn)	1.2
6m avg. daily trading volume (% of shares outstanding)	0.16%
52-weeks high ²	2.761
52-weeks low ²	2.334

Current trading multiples ³

EV/EBITDA (FY 2025)	7.4X
P/E (FY 2025)	10X
Cash dividend yield (Proposed FY 2025 dividends)	10.5%

1-year share price performance

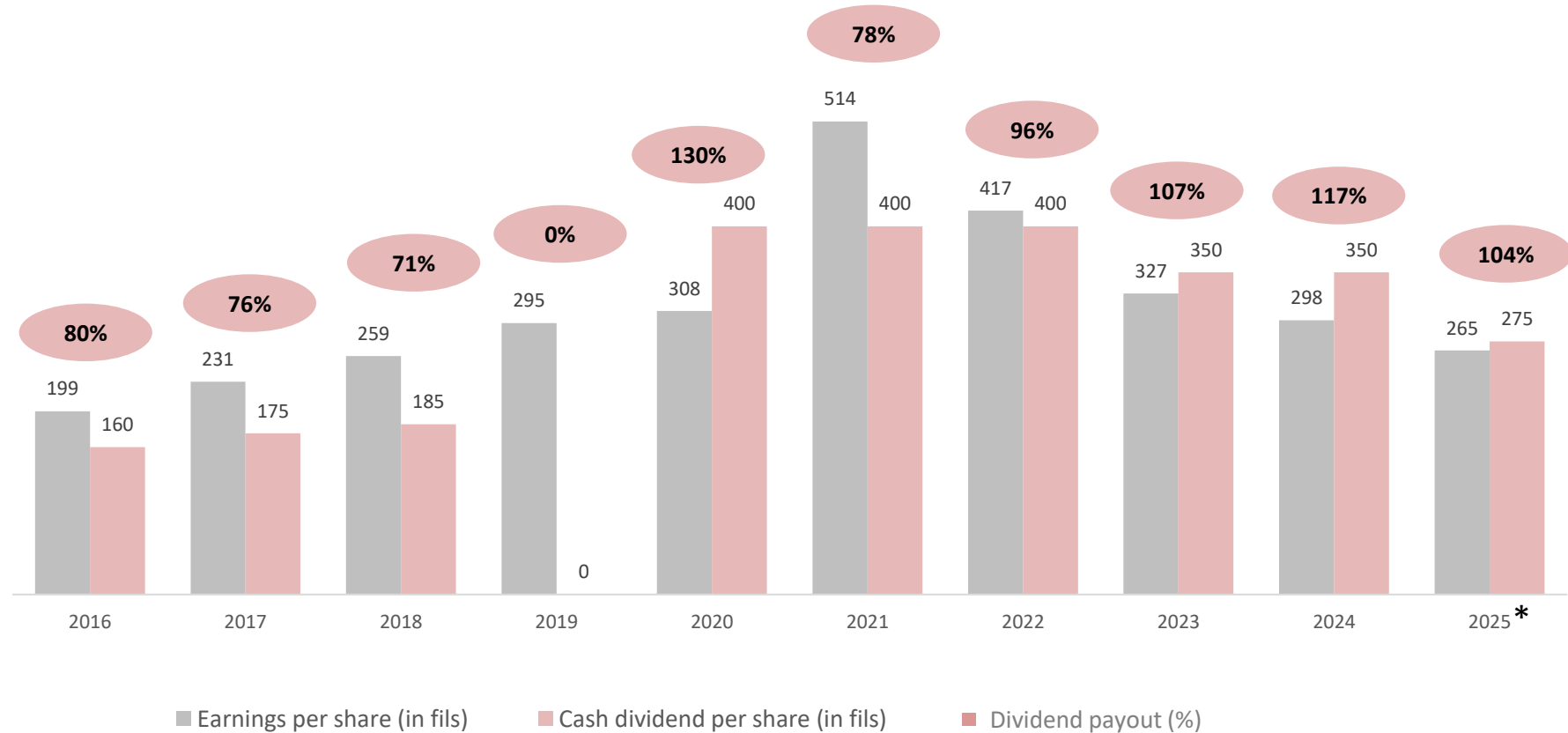


- 1) Based on 134,123,331 shares outstanding
- 2) Based on closing share price
- 3) Based on closing share price of KD 2.626 as at 31 December 2025 and FY 2025 financials

Consistently high EPS & Dividend payout

- Average dividend payout in last 10 years has been in excess of 70%.
- Cash dividend of 275 fils per share is proposed for FY 2025
- The payout ratio of the proposed cash dividend for FY 2025 is 104% as compared to 117% for FY 2024.

EPS / Dividend / Dividend payout



* Cash Dividend of 275 fils per share has been Proposed for FY 2025

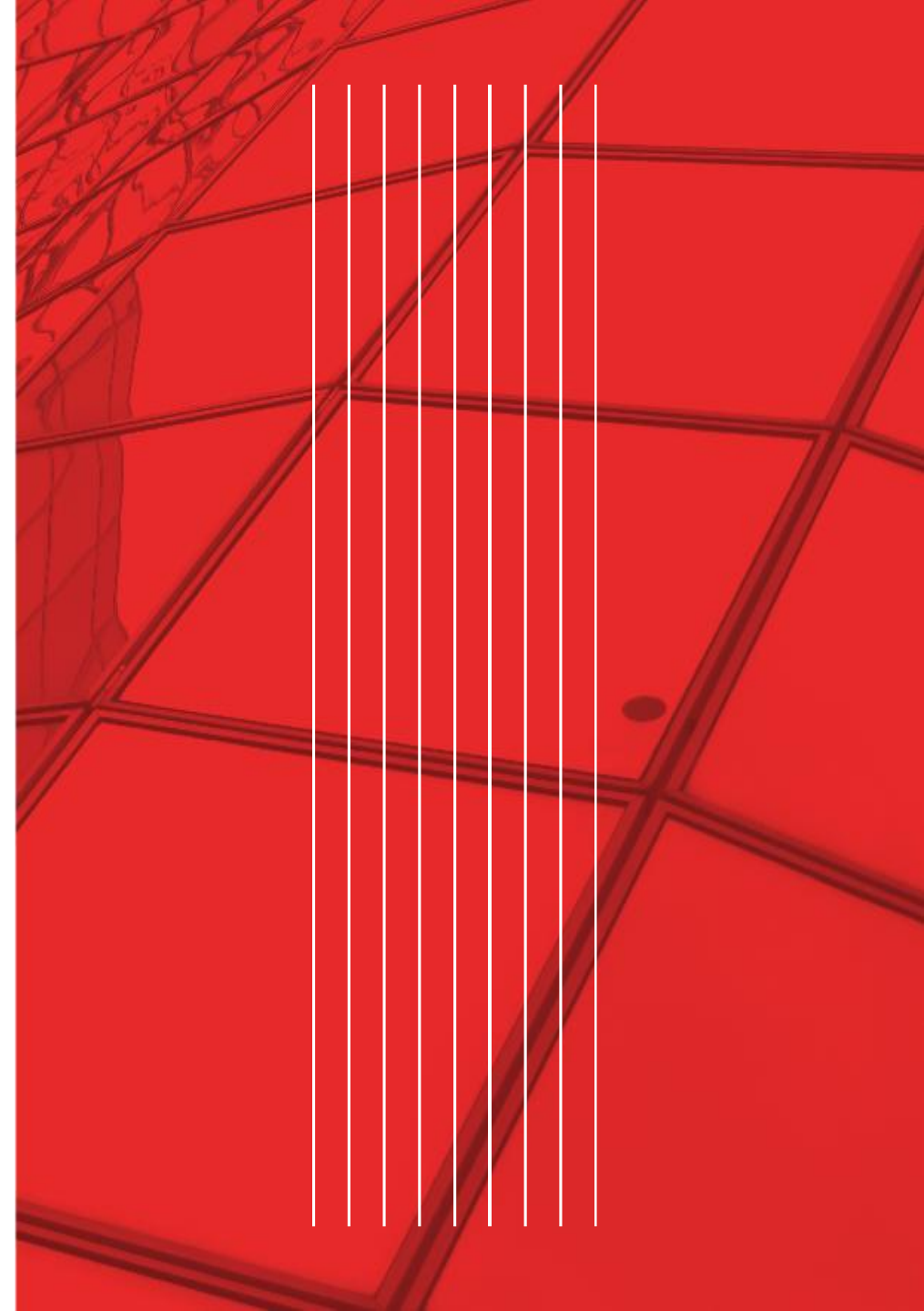
Research Coverage

Broker	Target price	Date of report	Analyst
	3.700	6 May 2024	<ul style="list-style-type: none"> • Michel Salameh
	3.500	16 January 2026	<ul style="list-style-type: none"> • Ankur Agarwal
	3.500	17 December 2025	<ul style="list-style-type: none"> • Christine Kalindjian
	3.450	15 April 2025	<ul style="list-style-type: none"> • Hatem Alaa • Mirna Maher
	3.300	28 September 2025	<ul style="list-style-type: none"> • Ahmed AlDoseri

FY 2025

FY 2025 Financial Performance

HUMAN**SOFT**
Empowering People Through Knowledge

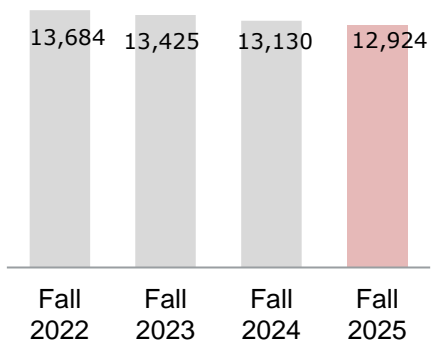


Financial Performance – FY 2025

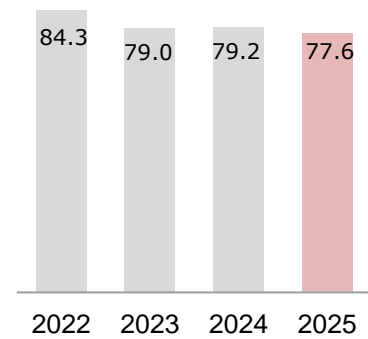
- FY 2025 revenue was KD 77.6 million as compared to KD 79.2 million in FY 2024, mainly due to the change in the number of enrolled students.
- FY 2025 EBITDA is KD 38.8 million as compared with FY 2024 EBITDA of KD 43.1 million.
- FY 2025 net profit is KD 35.5 million as compared with FY 2024 net profit of KD 40 million.
- Total equity and Total assets as of 31 December 2025 were KD 110.7 million and KD 133.2 million as compared to KD 122.1 million and KD 143.8 million respectively as of 31 December 2024.

Key figures and ratios	Q4 2024	Q4 2025	Change	FY 2024	FY 2025	Change
Number of Students (Fall)	13,130	12,924	-2%	13,130	12,924	-2%
Revenue (KD mn)	21.1	20.4	-3%	79.2	77.6	-2%
EBITDA (KD mn)	11.8	10.7	-9%	43.1	38.8	-10%
EBITDA margin (%)	56%	53%	-3%	54%	50%	-4%
Net Profit (KD mn)	10.8	10.0	-8%	40.0	35.5	-11%
Net margin (%)	51%	49%	-2%	51%	46%	-5%
EPS (in fils)	81	75	-7%	298	265	-11%
Equity (KD mn)	122.1	110.7	-9%	122.1	110.7	-9%
Total Assets (KD mn)	143.8	133.2	-7%	143.8	133.2	-7%

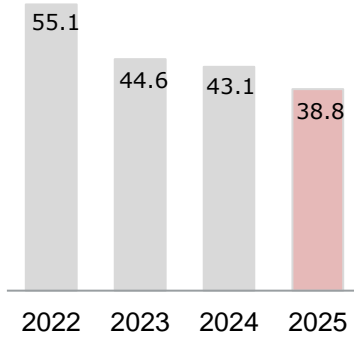
Number of students *



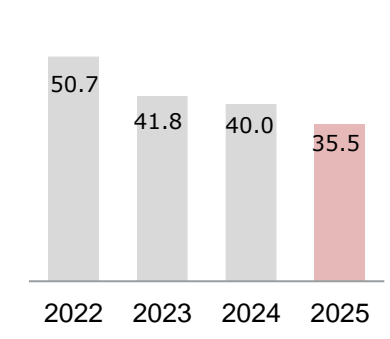
Revenue (KD mn)



EBITDA (KD mn)



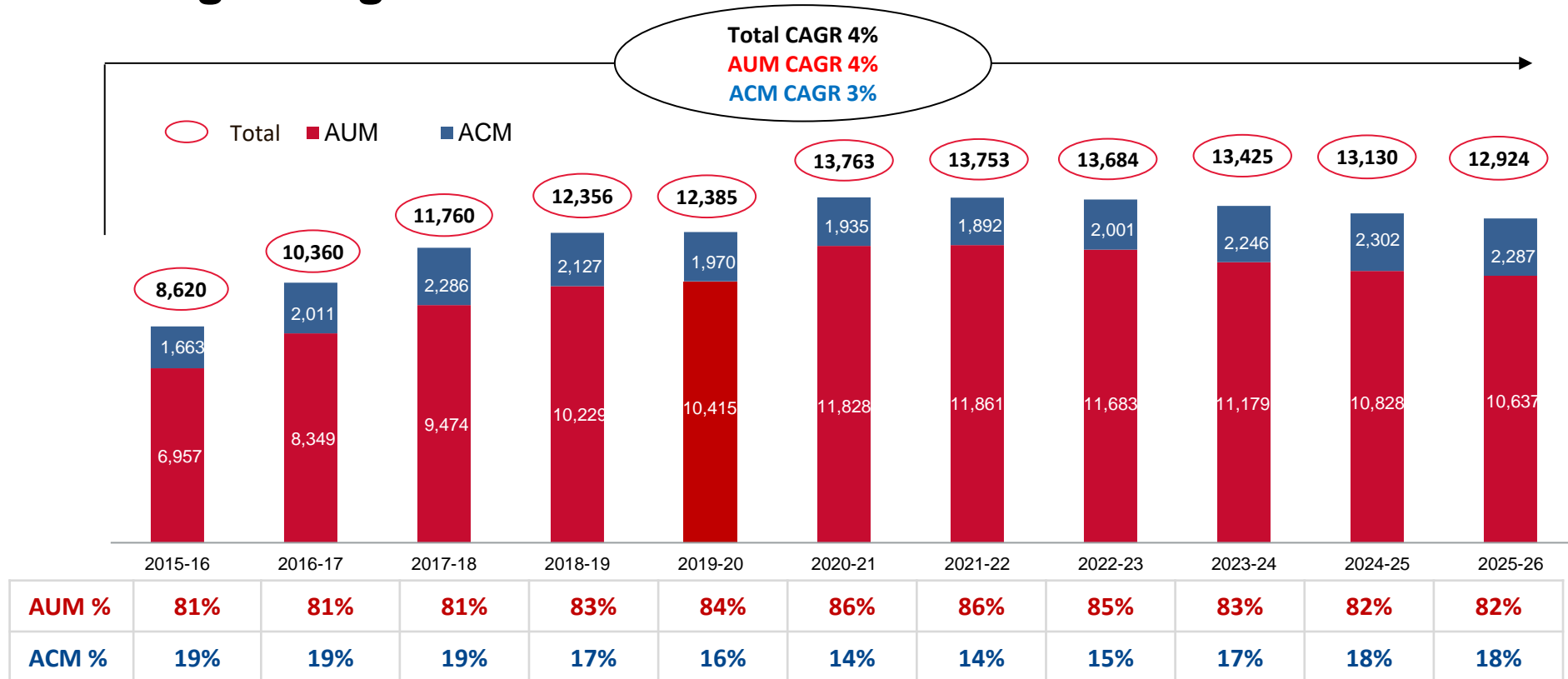
Net profit (KD mn)



* enrolled beginning of the Fall semester

Student Enrollment growing at a CAGR of 4%

Total students enrolled
(beginning of the Fall semester)

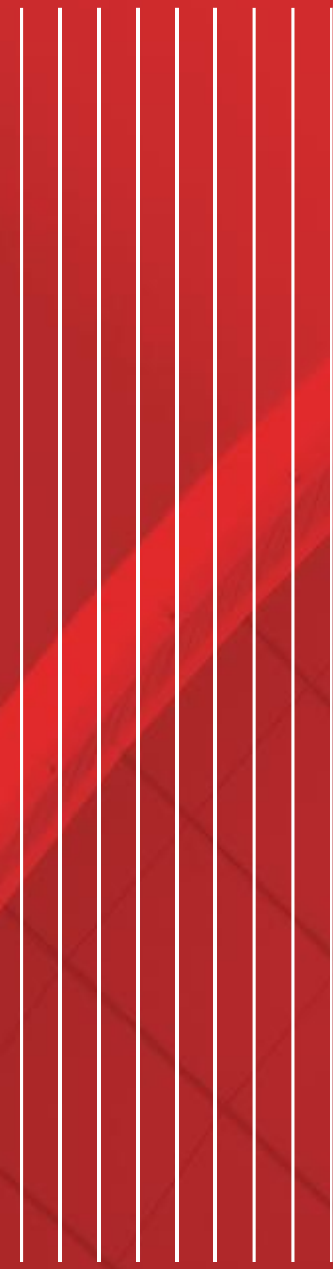


Deferred income as of 31 December 2025

- Deferred Income of KD 6.6 million as of 31 December 2025, relates to unrecognised revenue of the Fall 2025 semester.

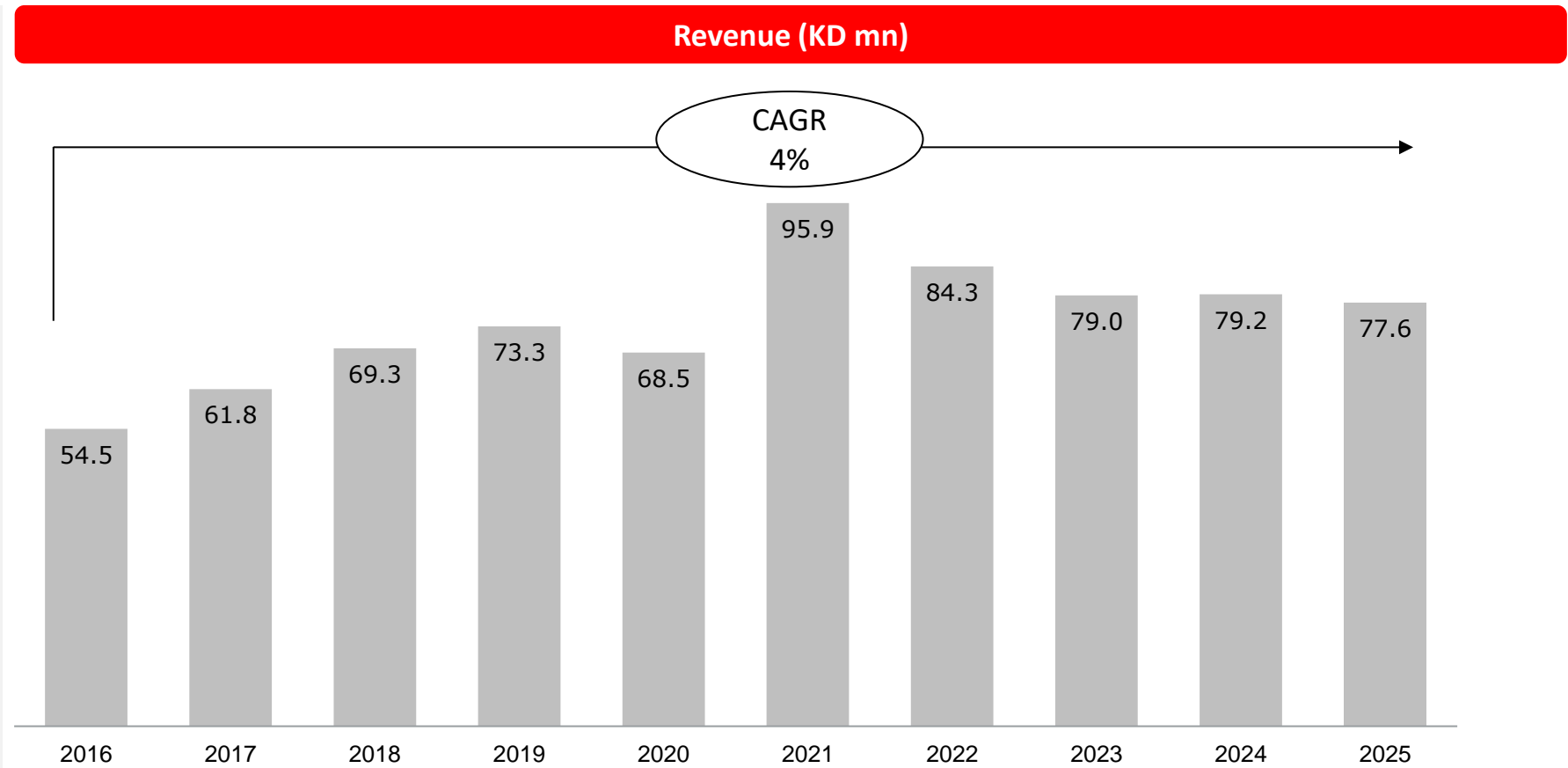
FY 2025

Key Financials



Key Financials – Revenue Trends

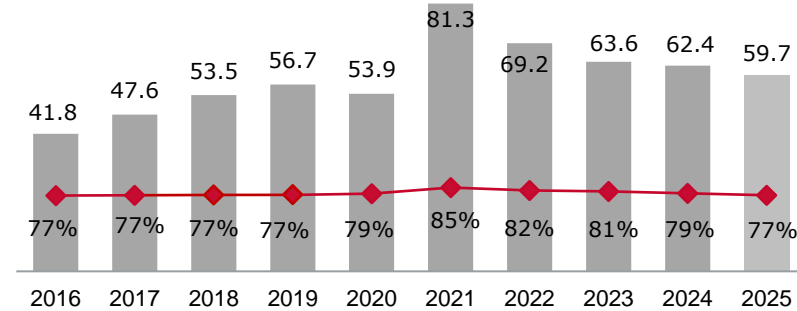
- Revenue grew at a CAGR of 4% in the period 2016-2025 and was KD 77.6 million in FY 2025.
- FY 2025 revenue was KD 77.6 million as compared to KD 79.2 million in FY 2024, mainly due to the change in the number of enrolled students.



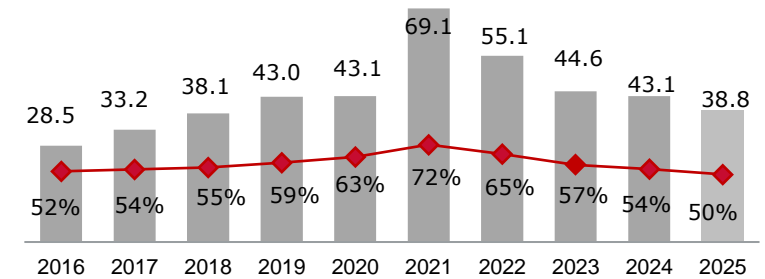
Key Financials – Consistently High Margins

- Gross profit amounted to KD 59.7 million for FY 2025. Gross profit margin was 77% in FY 2025
- EBITDA amounted to KD 38.8 million for FY 2025. EBITDA margin was 50% in FY 2025
- Net profit amounted to KD 35.5 million for FY 2025. Net profit margin was 46% in FY 2025

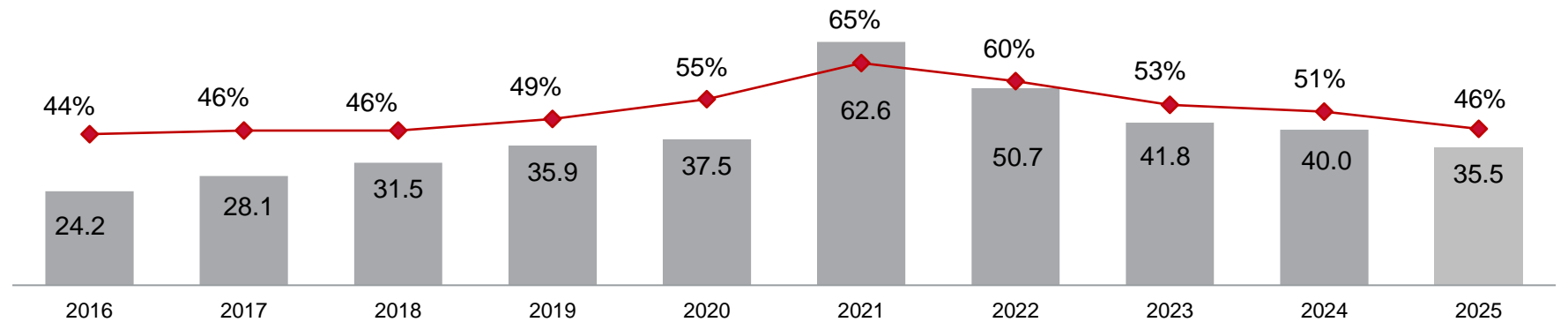
Gross profit (KD mn) and gross profit margin



EBITDA (KD mn) and EBITDA margin



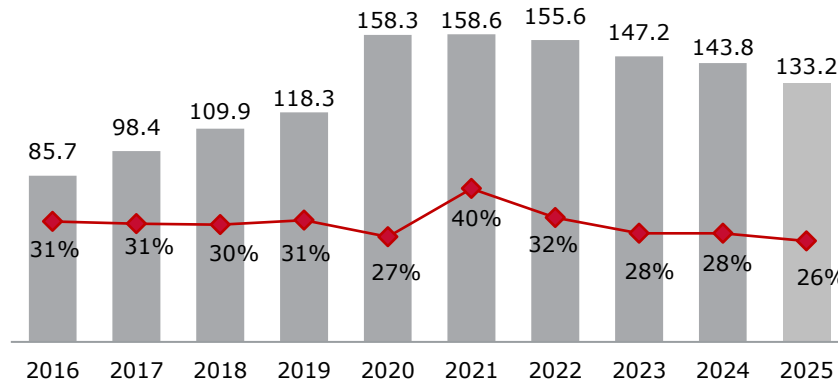
Net profit (KD mn) and net profit margin



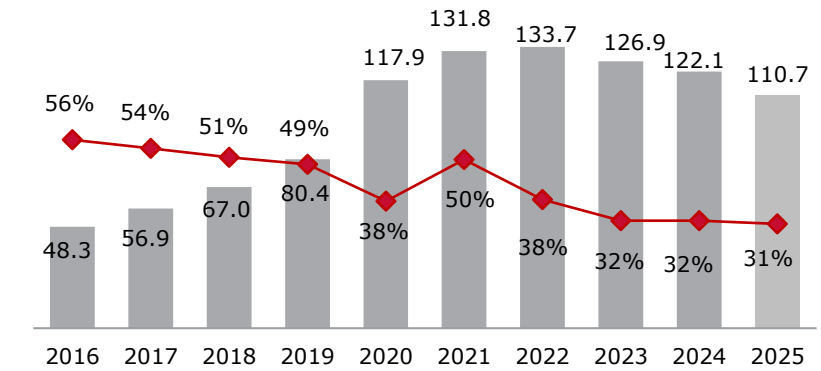
Key Financials – Consistent High ROAA and ROAE

- Humansoft’s fortress balance sheet, high ROAA & ROAE provide protection, resilience, and enable Humansoft to remain robust.
- Humansoft’s ROAA was 26% in FY2025
- Humansoft’s earnings have resulted in an ROAE of 31% in FY 2025
- Humansoft has a net cash position of KD 67 million as of 31 December 2025
- KD 33 million capex was incurred during the year 2016 to 2018 to make significant additions to the campus infrastructure

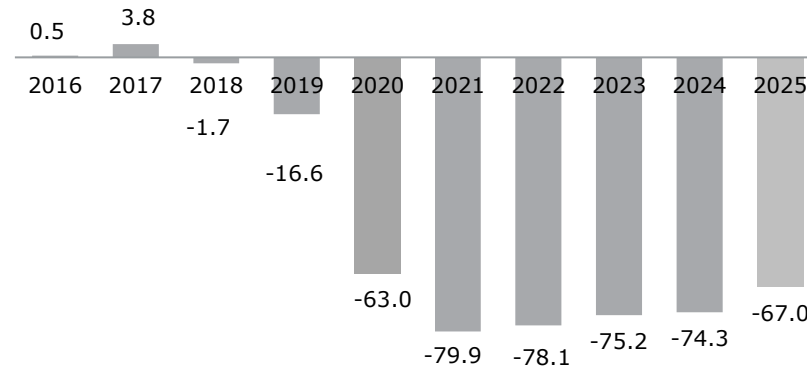
Total assets (KD mn) and ROAA



Total equity (KD mn) and ROAE

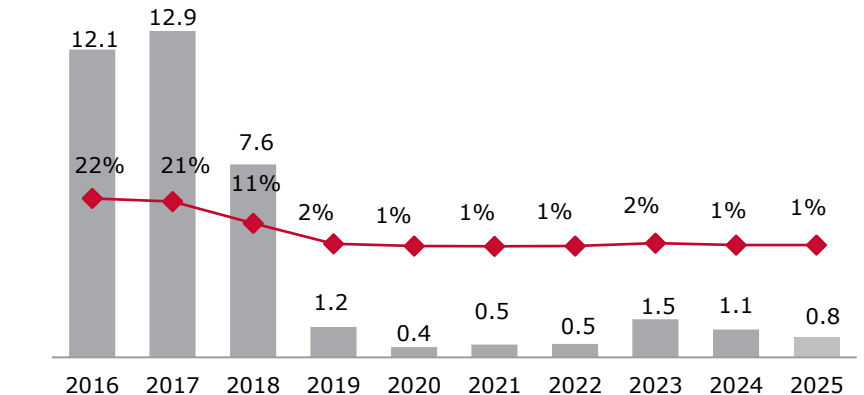


Net Debt ¹ (KD mn)



¹ Debt less cash

Capex (KD mn) and capex as % of revenue



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 consistent dividend payout
- We aim to deliver sustainable dividends going forward whilst maintaining financial flexibility