

A purple-themed graphic featuring various financial data visualizations such as line graphs, bar charts, and a world map. The background is filled with binary code (0s and 1s) and numerical values, creating a data-driven aesthetic.

2017

1st Quarter

Investors Presentation

Kuwait Telecommunications Company K.S.C.P

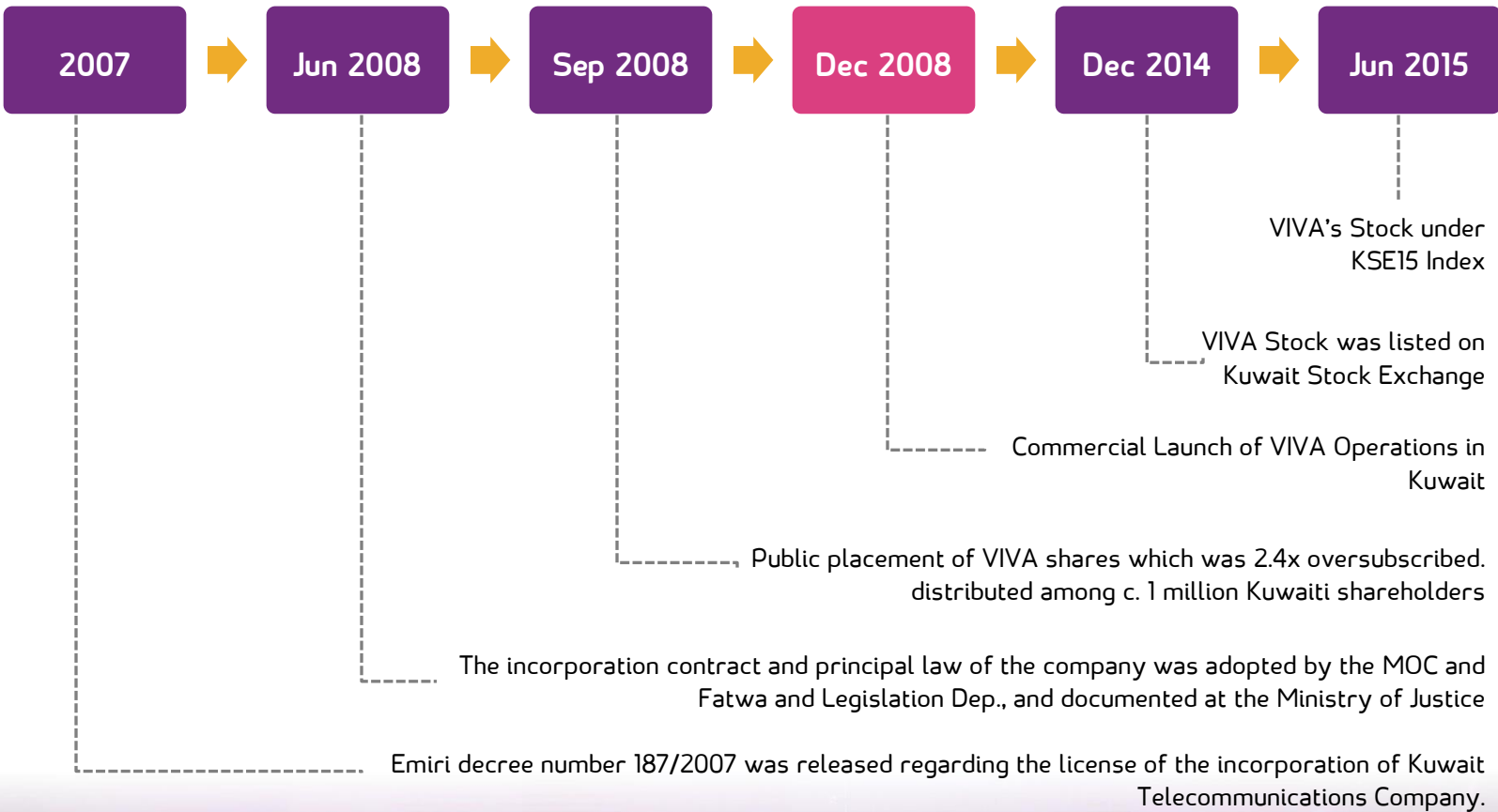
VIVA



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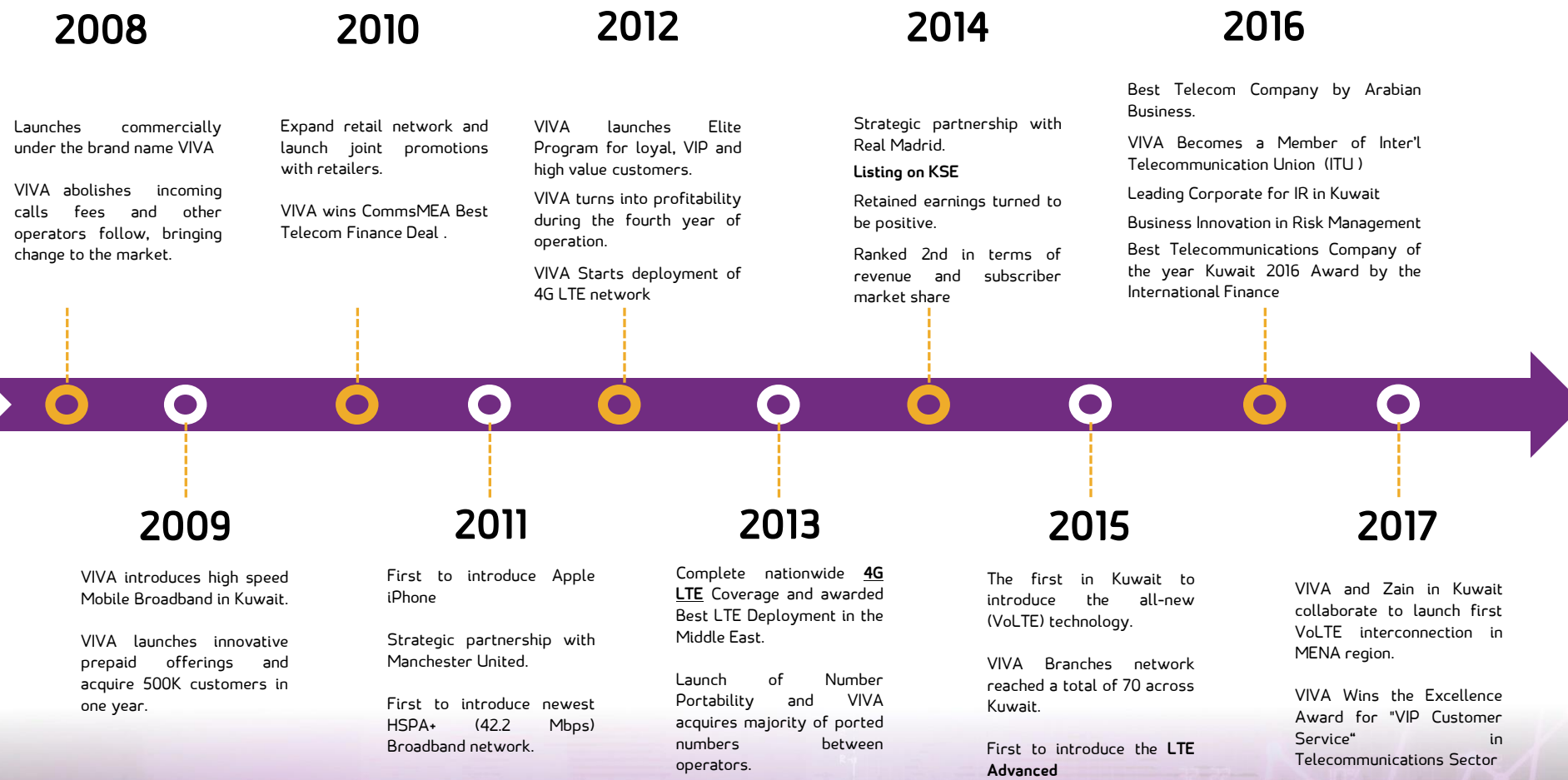
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VIVA's History in Brief



**In Compliance with the Islamic Shariah rules and principles*

Key Milestones



Vision and Values



Energetic

Our passion is performance, innovation, and delivering of superior quality. We are efficient, reliable, and highly responsive to our clients' needs.

Transparent

We are open, trustworthy and collaborative.

Our Values

Engaging

All of our activities revolve around our customers.

Fulfilling

We offer a wide range of easy to understand products. Our actions create value, helping our customers lead more rewarding and enjoyable lives

Our vision is to provide unique services and products that satisfy the aspirations of our clients and accommodate their needs, which in turn will earn us their trust. This is through presenting our customers with numerous telecommunications opportunities with the goal of boosting our relationships with them and giving them the best experience around the clock.

Our vision is embodied in a fundamental and detailed understanding of the Kuwait market and focusing on the needs of customers in everything we say and do.

We have pledged to work to enrich the lives of our customers through telecommunications, entertainment and information, and data transfer services.



Investors Relations

Shareholders' Structure



Saudi Telecom

52%



- STC, the leading regional telecom operator, won the bid for third mobile license in November 2007, and paid USD 980 million for the license.
- STC has a management agreement with VIVA.
- STC increased its ownership percentage from 26% to 51.8% through a VTO at the beginning of 2016.
- Currently, 4 out of 7 board members are representative of STC group.

Kuwaiti Government

24%



- The Kuwaiti government holds 24% of VIVA through different governmental entities.
- Currently 2 out of 7 board members are representing the Kuwaiti government bodies.

Public Shareholders

24%



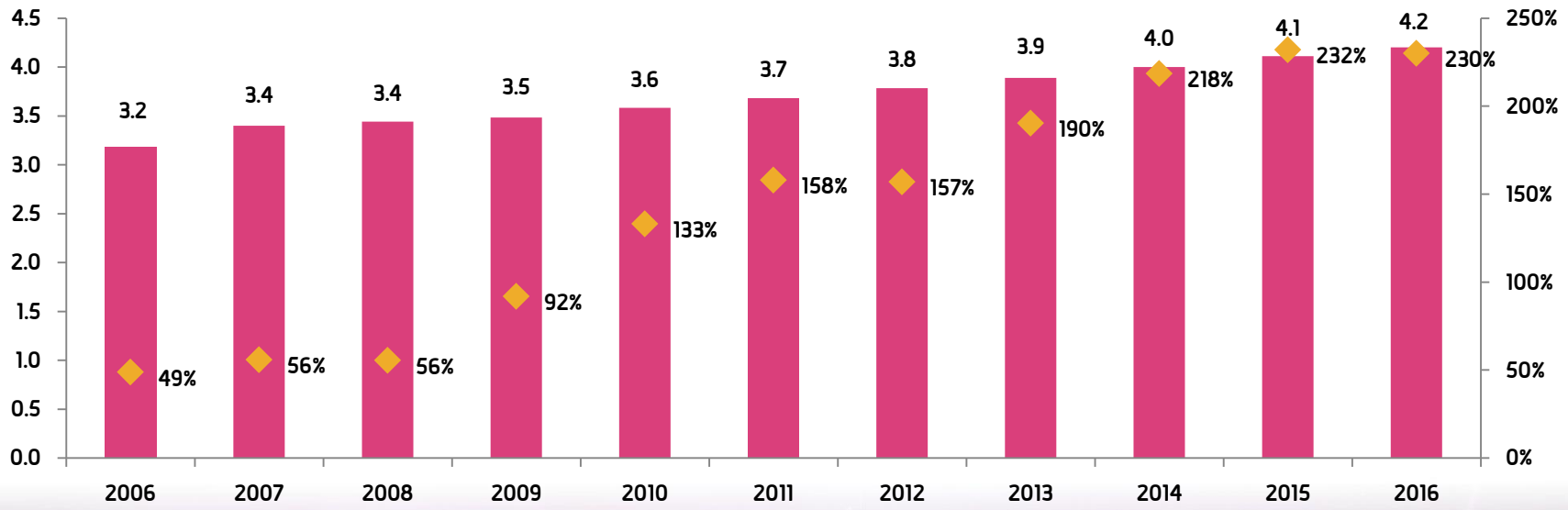
- Public Share holders consists of companies, portfolios, funds and individuals.
- The public shareholders are mix between local, regional and international investors.
- Independent Board member elected during the AGM on 16th of May 2016.

Population & Penetration

Kuwait population since 2010 is growing at the same level of 2.8% yearly and the growth is forecasted by IMF at 2.8% over the next 5 years compared to almost 1% for the global population growth. This growth coupled with rising income levels will propel growth in consumer spending.

Kuwait boasts the highest telecom penetration levels in the MENA region, which stood at the end of 2015 at 232% as reported by (ITU-D) and continued at the same level of 230% at the end of 2016, and expected to remain at same levels during 2017.

Kuwait Population (Million Person) & Penetration Rate (%)



Source of Population: IMF
Source of Penetration rate : ITU

Competitive Strengths

STC (the largest telecom company in the region) will continue to be a major shareholder and VIVA will continue to benefit from being a member of the STC group.

Through this relationship, VIVA has access to technical support, industry best practice for provision of telecom services, as well as stronger purchasing power benefiting from joint procurement and coordination of regional initiatives.

VIVA has an extensive, well-developed and increasingly sophisticated direct and indirect distribution network covering all parts of Kuwait. VIVA Inaugurates New Branches to its network amounting to a total of 73 branches across Kuwait

VIVA benefits from having a modern and efficient network that is adaptable to emerging technologies. The Network backbone is modern and has been designed to facilitate scalability of new operations and the future deployment of emerging technology.



VIVA follows a customer-centric strategy, which entails focusing on the communication needs of customers and providing differentiated service. This strategy positions VIVA as the only telecom provider in Kuwait that targets enhancing customer experience.

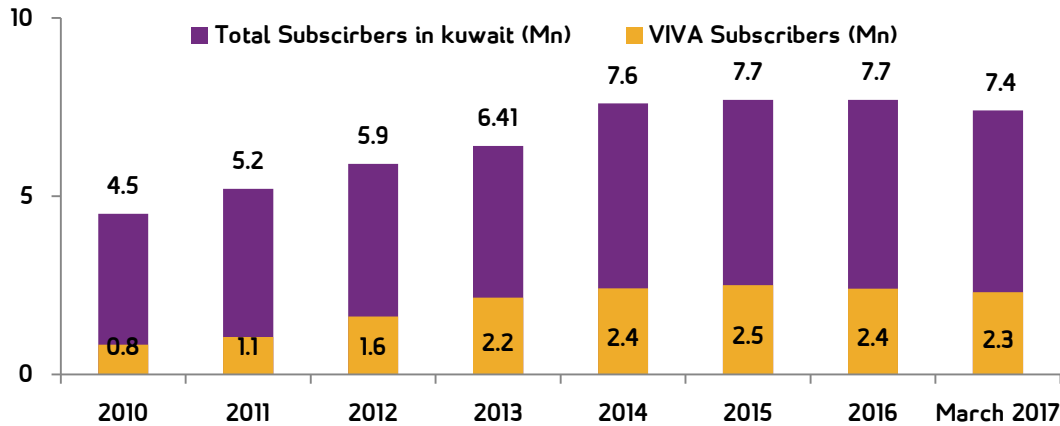
VIVA has a proven track record of successfully providing high-quality product and services to its customers. VIVA has grown rapidly since it commenced operations in December 2008 acquiring 2.3 million customers by the end of Q1 2017, which represents a market share of 31%.

Since its launch in 2008, VIVA has built a valuable brand associated with excellence.

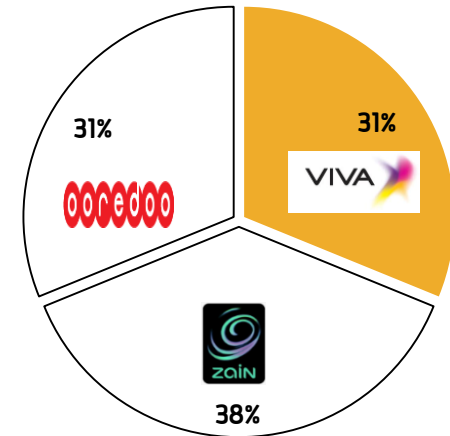
VIVA is perceived as the “challenger” bringing healthy competition to the Kuwait telecom market. VIVA’s entry prompted the incumbent players to make several tariff changes, focus on subscriber retention and introduce new services, thereby benefiting the consumer.

Market Share

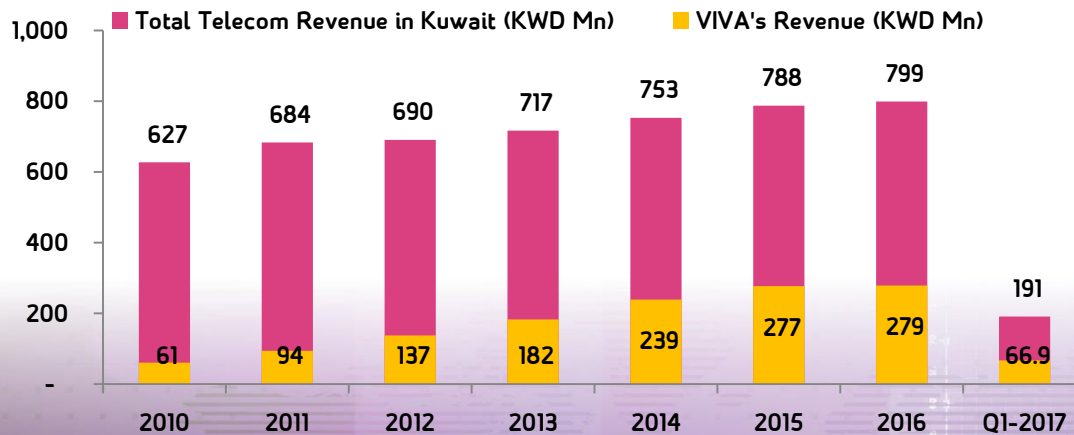
Total Subscriber Base in Kuwait (Mn)



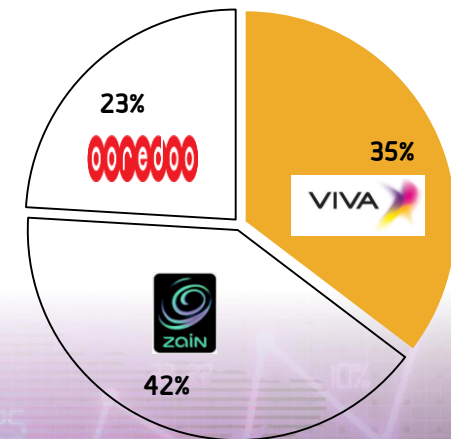
Subscriber Market Share - Mar 2017



Telecom Sector Revenues in Kuwait (KWD Mn)



Revenue Market Share - Q1 2017



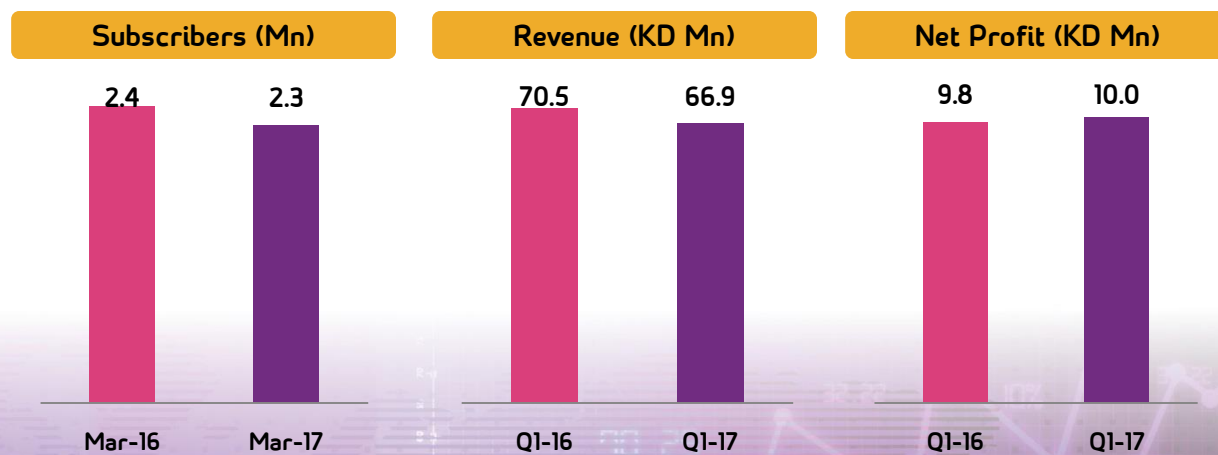
Financial Results

VIVA's achieved a revenue of KWD 66.9 million in Q1 2017 which resulted a net profit of KWD 10 million (earnings per share of 20 fils) compared to net profit of KWD 9.8 million (earnings per share of 20 fils) during Q1 2016, whereas the operational profit has reached KWD 10.7 million during Q1 2017.

On the other hand, VIVA's shareholders equity base increased by 34% to reach KD 138 million at the end of March 2017 compared to KD 103 million at the end of March 2016.

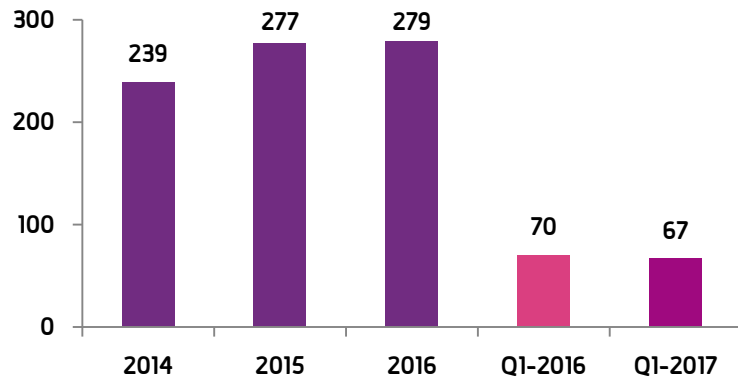
VIVA achieved these results due to the superior customer experience, high quality of services, innovative promotions and packages offered to its customers to meet their needs and expectations, inspired by our customers' confidence which motivates us to provide the best services with the highest possible quality.

| Key Figures & Ratios | Q1 - 2016 | Q1 - 2017 | Change |
|-----------------------------|-----------|-----------|--------|
| Subscribers (Mn) | 2.4 | 2.3 | -6% |
| Revenue (KD Mn) | 70.5 | 66.9 | -5% |
| Operating Profit (KD Mn) | 10.5 | 10.7 | +2% |
| Operating Profit Margin (%) | 15% | 16% | +1pt. |
| Net Profit (KD Mn) | 9.8 | 10.0 | +2% |
| Net Profit Margin (%) | 14% | 15% | +1pt. |
| EPS (Fils) | 20 | 20 | +1% |
| Equity (KD Mn) | 102.7 | 137.7 | +34% |
| BVPS (Fils) | 206 | 276 | +34% |

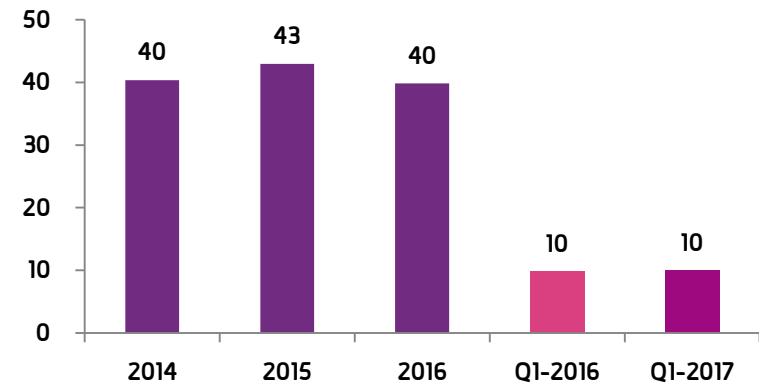


Financial Highlights

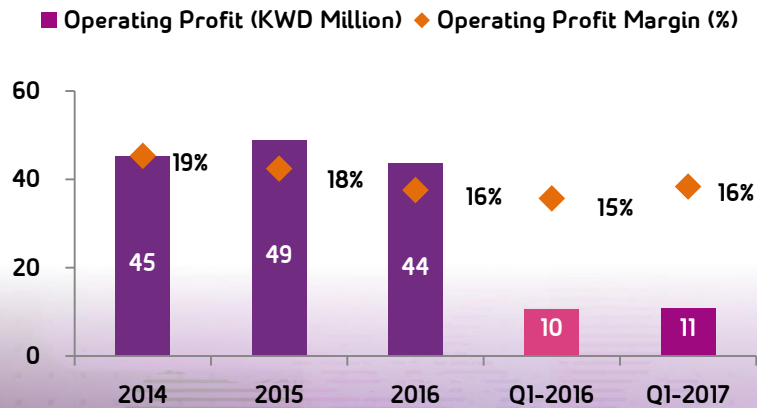
Revenue (KD Million)



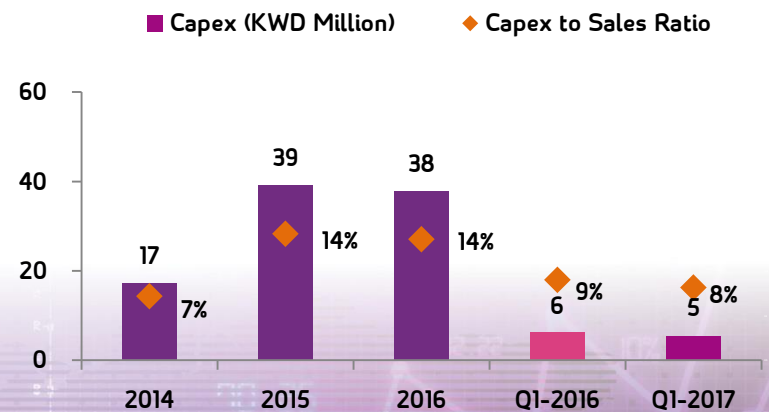
Net Profit (KD Million)



Operating Profit (KD Million)

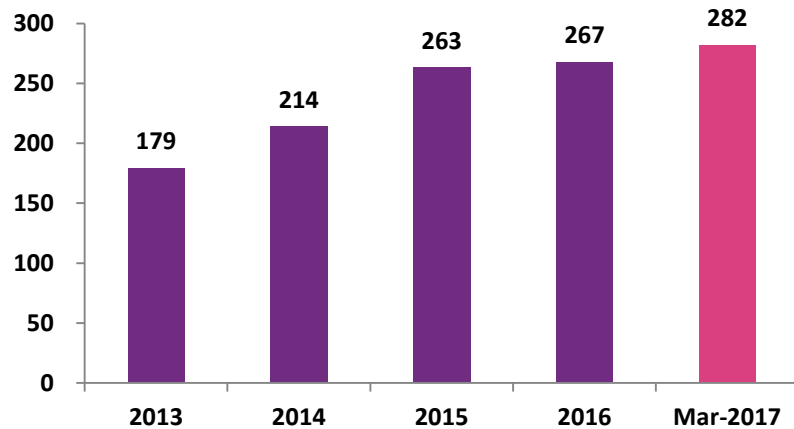


CAPEX (KD Million)

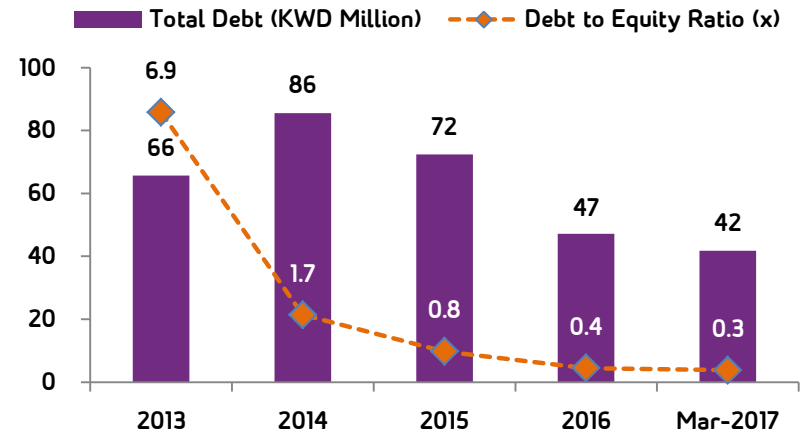


Financial Highlights

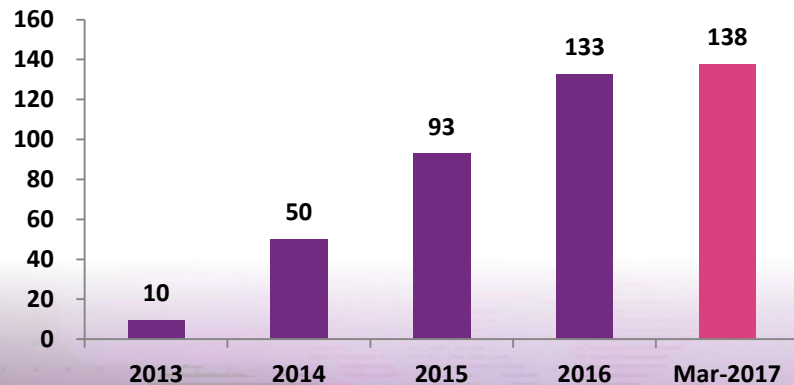
Total Assets (KD Million)



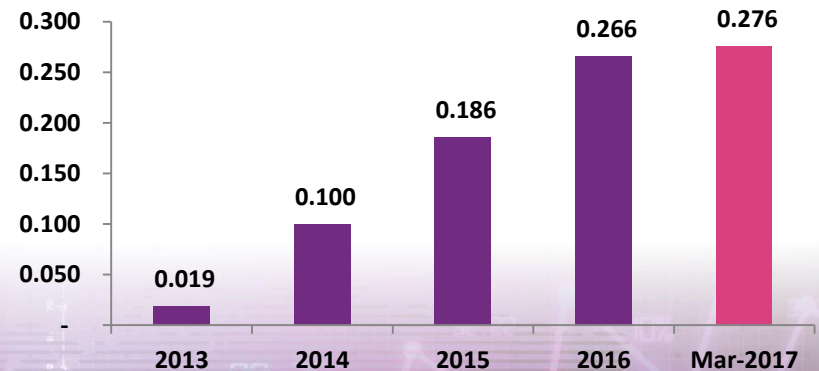
Total Debt / Equity (KD Million)



Shareholders Equity (KD Million)



Book Value Per Share (KD)

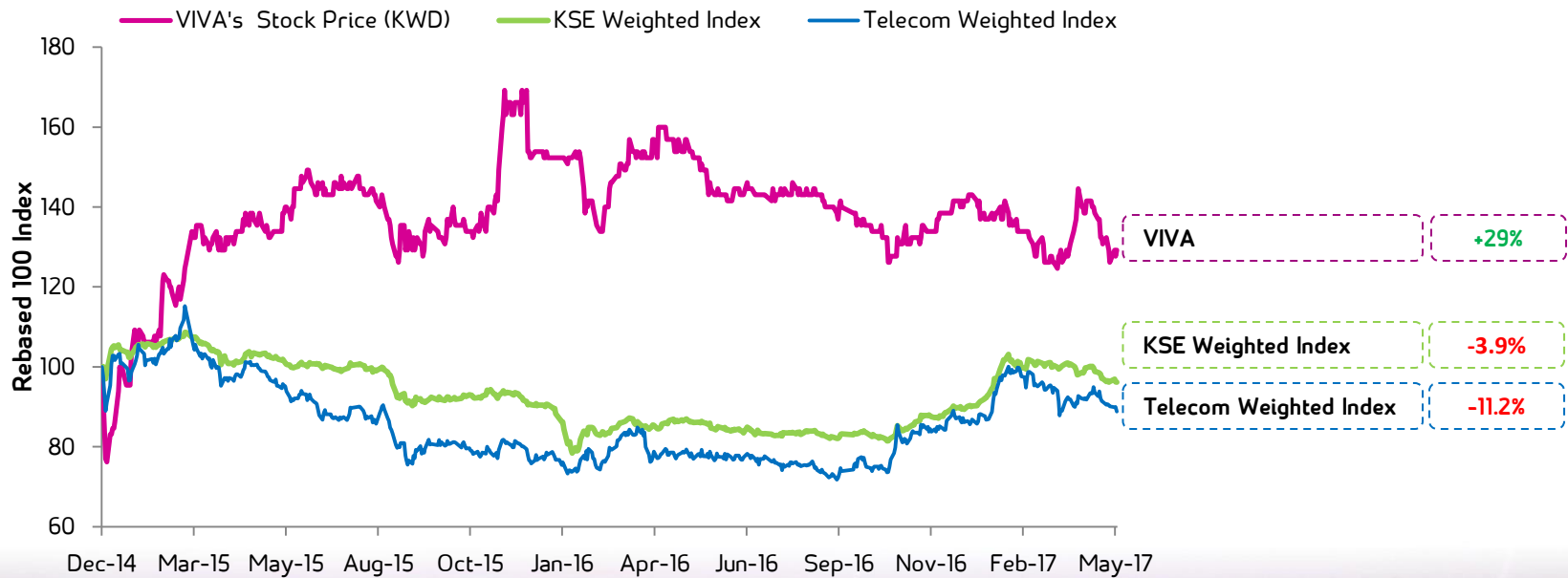


Stock Performance

| | | | |
|-------------------------|-------|--------|------|
| Closing Price (KD) | 0.840 | PE (X) | 10.5 |
| Market Cap (KD Million) | 420 | PB (X) | 3.1 |

Data as of 02 May 2017

Rebased Index Since VIVA's Listing Date 14 Dec 2014 - Stock Performance vs. KSE and Telecom weighted Indices



Appendix

- **Balance Sheet (2014-March 2017)**
- **Income Statement (2014-March 2017)**

Balance Sheet (2014-March 2017)

| Balance Sheet | 2014 KD Mn | 2015 KD Mn | 2016 KD Mn | March 2017 KD Mn |
|--------------------------------------|---------------|---------------|---------------|---------------------|
| ASSETS | | | | |
| Property and equipment | 113.1 | 125.4 | 137.7 | 138.7 |
| Intangible assets | 36.3 | 50.6 | 47.5 | 45.9 |
| Other non-current assets | 0.7 | - | - | - |
| Non-current assets | 150.1 | 175.9 | 185.2 | 184.7 |
| Inventories | 5.8 | 7.1 | 4.4 | 9.7 |
| Prepayments and other current assets | 4.7 | 5.4 | 5.0 | 4.8 |
| Trade and other receivables | 21.2 | 22.9 | 25.7 | 31.1 |
| Cash and cash equivalents | 32.3 | 51.8 | 47.2 | 51.5 |
| Current assets | 63.9 | 87.2 | 82.2 | 97.0 |
| Total assets | 214.0 | 263.1 | 267.4 | 281.7 |
| EQUITY AND LIABILITIES | | | | |
| Share capital | 49.9 | 49.9 | 49.9 | 49.9 |
| Statutory reserve | 0.0 | 4.5 | 8.7 | 8.7 |
| Voluntary reserve | - | 4.5 | 8.7 | 8.7 |
| Retained earnings (losses) | 0.0 | 33.9 | 65.4 | 70.3 |
| Total equity | 49.9 | 92.9 | 132.7 | 137.7 |
| Employees' end of service benefits | 2.6 | 2.8 | 3.2 | 3.3 |
| Islamic financing facilities | 51.6 | 31.4 | 11.6 | 10.9 |
| Non-current liabilities | 54.1 | 34.2 | 14.8 | 14.2 |
| Islamic financing facilities | 34.0 | 41.0 | 35.5 | 30.9 |
| Trade and other payables | 75.9 | 95.0 | 84.4 | 99.0 |
| Current liabilities | 109.9 | 136.0 | 119.9 | 129.9 |
| Total liabilities | 164.0 | 170.2 | 134.7 | 144.0 |
| Total equity and liabilities | 214.0 | 263.1 | 267.4 | 281.7 |

Income Statement (2014-March 2017)

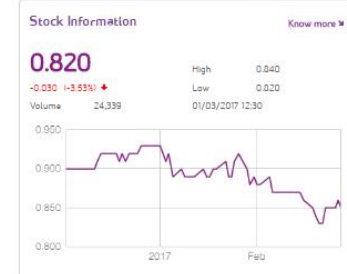
| Income Statement | 2014 KD Mn | 2015 KD Mn | 2016 KD Mn | Q1-2016 KD Mn | Q1-2017 KD Mn |
|---|---------------|---------------|---------------|------------------|------------------|
| Revenue | 239.0 | 276.9 | 279.1 | 70.5 | 66.9 |
| Operating expenses | (126.3) | (145.8) | (147.0) | (37.2) | (35.1) |
| Depreciation and amortization | (67.6) | (82.2) | (88.4) | (22.8) | (21.0) |
| Finance costs | (2.2) | (2.6) | (1.6) | (0.5) | (0.3) |
| Other income / (expense) | (1.8) | (1.0) | (0.1) | 0.4 | 0.1 |
| Profit before contribution to KFAS, Zakat and Board of Directors' remuneration | 41.0 | 45.2 | 41.9 | 10.4 | 10.5 |
| KFAS | (0.0) | (0.4) | (0.4) | (0.2) | (0.1) |
| NLST | (0.1) | (1.2) | (1.1) | (0.2) | (0.3) |
| Zakat | (0.5) | (0.5) | (0.4) | (0.1) | (0.1) |
| Board of Directors' remuneration | (0.2) | (0.2) | (0.2) | - | - |
| Net Profit and other comprehensive income for the period | 40.4 | 43.0 | 39.8 | 9.8 | 10.0 |
| Basic and diluted earnings per share (fils) | 81 | 86 | 80 | 20 | 20 |



Download VIVA IR app from the appstore



- ✓ Awarded best IR Corporate in Kuwait for the year 2016
- ✓ Proud to Serve our Investors and the Investment Community.
- ✓ First company in Kuwait to launch a mobile application for investor relations During December 2016.
- ✓ Revamped Investor Relations website to keep the investment community updated with all IR publications, disclosures, stock performance, events, analyst Coverage, Fact sheet and financial indicators and much more....
- ✓ Thanks for all the investors and analysts who voted for us in 2016 (Extel) and we look forward for your support in 2017.



Fact sheet

Financial Indicators

Financial Reports & Investor Toolkit

- Investor Presentations
 - 2016 - 01 | 02 | 03 | 04
 - 2015 - 01 | 02 | 03 | 04
- Earnings Release
 - 2016 - 01 | 02 | 03 | 04
 - 2015 - 01 | 02 | 03 | 04
- Interim Financials
 - 2016 - 01 | 02 | 03 | 04
 - 2015 - 01 | 02 | 03 | 04
- Annual Reports
 - 2015 Report
 - 2014 Report
 - 2013 Report
 - 2012 Report
 - 2011 Report

Dividends

Annually **Quarterly**

[Know more >](#)

Analyst Coverage

VIVA is monitored and analyzed by the analyst firms listed below and this list is provided solely as a convenience to our investors.

29th January 2017

Analyst Coverage & Ratings

Consensus Estimates

Recommendation Overview

[Know more >](#)

Disclosures

VIVA Disclosure for the Annual Financial results ended 31st December 2016 ... >

29th January 2017

VIVA BoD meets on 26/01/2017 to discuss the financial results... >

26th January 2017

[Know more >](#)

IR News

VIVA Wins 'Best Telecommunications Company of the year' >

29th January 2017

VIVA Achieves KD 40 Million as Net Profit In 2016 ... >

29th January 2017

[Know more >](#)

Calendar of Events

06 MAR Attending The EFG Hermes 13th Annual One on One Conference 2017 >

@ Contact us

Thank you

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Investors Relations