



Ominvest: A Legacy of Success

Investor presentation – H1 2023

6 September 2023

Disclaimer

This presentation contains statements and comments relating to Oman International Development and Investment SAOG (“ominvest”) and its business, financial position and other matters. This presentation, its contents and the discussions held in relation to this presentation do not constitute and should not be considered to constitute a solicitation or an advice to buy, sell or trade any products, services, securities or otherwise. No warranty is given as to the accuracy or completeness of the information in this presentation. You must make your own independent investigation and appraisal of the business and financial condition of ominvest.

All statements and comments, other than statements of historical facts, should be considered as forward-looking statements and such statements, comments, projections, estimates and expectations should not be taken to imply any indication, assurance or guarantee of future performance.

Forward looking statements and comments reflect management’s expectations and assumptions and should be viewed with caution as they are subject to risks, uncertainties, market conditions, changes in strategies and factors relating to the business and operations of ominvest and therefore the actual performance of

ominvest could be materially different from any future performance expressed or implied in such forward-looking statements and comments. All subsequent written and oral forward-looking statements attributable to ominvest are expressly qualified in their entirety by reference to these cautionary statements.

ominvest shall not accept any obligation to update any information presented herein. In the event that a person does not fully understand the contents of this presentation, such person should consult their legal counsel, accountant, stock-broker, or other financial advisor. Any and all investments in the market carry risks, including market risks, to varying degrees which must be considered.

This presentation and the discussions held contain data, writings and information that are proprietary in nature and are for information purposes only and any reproduction, distribution or disclosure of such information must not be made without the prior written consent of ominvest. By entering this session or participating in the presentation or by accessing this presentation and its contents or reading any transcripts published in relation to this presentation, the recipient agrees to accept and be bound by the conditions set forth above.

Contents

OMINVEST OVERVIEW	04
SELECT PORTFOLIO AND KEY HIGHLIGHTS H1 2023	13
CONTACT DETAILS	20

Ominvest Overview

Transforming Businesses To Enrich Societies

We are a purpose driven organisation

Our purpose aligns with our strong belief that business can be a significant catalyst for creating scalable economic, social and environmental value. It provides clear direction for our daily actions; unites our people together; and guides us towards fulfilling our vision.

We **transform businesses** in ways that contribute to their growth and excellence. In addition to providing our affiliate companies with growth capital, we work closely with them to build their operational and technical expertise.

We strongly believe in the important role of business in **enriching societies**; our investment philosophy underpins that belief. Through our portfolio companies we provide societies with valuable services and solutions.



Integrity



Collaboration



Excellence



Innovation



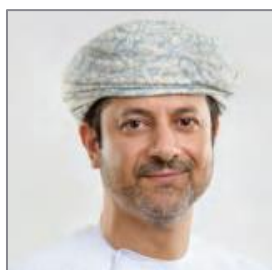
**Good
Citizenship**

Progressive Board of Directors

With high quality expertise across diverse areas



Khalid Muhammad AlZubair
Chairman



**Sheikh Khalid
Abdullah Al Khalili**
Deputy Chairman



**Engineer Jamal
Shamis Al Hooti**
Director



**Brigadier Jamal
Said Al Tai**
Director



**Muhammad Husam
AlZubair**
Director



**Dr. Rashid Ali Al
Balushi**
Director



**Khaula Hamood Al
Harthi**
Director



Najat Ali Al-Lawati
Director



**Evangelos
Papadopoulos**
Director

Guides and supports the management team to achieve superior and sustainable performance while adhering to highest professional and ethical standards.

Executive management leaders with extensive experiences



AbdulAziz Al Balushi
Group Chief Executive Officer



Sanjay Kawatra
Deputy Group CEO



Al Wadhah Sulaiman Al-Adawi
Chief Business Officer



Nasser Al Shibli
Chief Real Estate Officer



Waleed Al Yarubi
Chief Risk, Strategy & Governance Officer



Chetan Kejriwal
Chief Financial Officer



Sarah Lashkoo
Company Secretary & Chief Legal Officer



Muneer Al Mughairy
Chief Audit Officer



Marwa Al Kharusi
VP, Human Resources and Admin



Hamid Al Harthi
Head of Compliance and Corporate Governance



Anwar Al Jabri
CEO - Jabreen Capital



Badar Al Shanfari
Deputy CEO - Jabreen Capital



Lo'ai Bataineh
CEO - OIHL, DIFC

Dedicated

Creative

Agile

Collaborative

Character

Culture

Ominvest at a Glance

Founded in 1983, Ominvest is one of the **largest listed investment** companies in the region and has been **consistently profitable** with an enviable track record of **uninterrupted dividend** payments to shareholders. Ominvest owns **high quality assets** in **diversified sectors** and have portfolio companies that are **market leaders**.



Net profits increased by 28% to

OMR 18 million



High quality and diverse portfolio group assets

OMR 1.3 billion



Consistently profitable with CAGR 2001-2022

19%



Uninterrupted cash dividend

25%

Dividend yield 2022



Listed investments constitute

80%



Leading investment company with market capitalization of 04-09-2023 (400bz)

OMR 267 million



Return on equity 2023

16.7%

Annualized Parent Company



Portfolio turnover since 2020

Profitable Exits OMR New Investments OMR

218 170

million million



Healthy cashflow and moderately leveraged at

1.18



Led by a **progressive board** and a **capable management team**

dedicated to enhancing value for all stakeholders

Achieved major milestones over the recent years

- Transformation of Ominvest through **merger** with **ONIC Holding**.
- Diversification into insurance sector.
- **Increase** in parent company **assets** from USD 275 million to USD 623 million

- Disposal of **non-core industrial** investments resulting in shareholder value accretion.
- **Successful IPO** of NLGIC and Al Ahlia Insurance at attractive valuations

- Expansion into **Asian markets** for private equity investments via **East Bridge**, and established office in **Singapore**.

- Issued **Perpetual Sukuk** amounting to USD 135 million by conversion of treasury shares.
- Established a full-fledge office at Dubai International Financial Centre (**DIFC**).
- Launched **Global Capital Markets** Programme to grow and diversify.
- Expansion into **logistics sector** in USA and Europe through Jabreen Capital.
- New investments in **schools** and **real estate**.

- Increased shareholding in **International General Insurance (IGI)** from 14.5% to 20.5%.
- Investment in **greenfield hospital** project in KSA with guaranteed returns.
- Highest ever **dividend** declaration – 105%
- Redemption of ominvest **perpetual bonds (RO 60.6 million)**.
- Acquisition of 30% stake in **leading FINTECH** company in Oman.

2015 2016 2017 2018 2019 2020 2021 2022 2023

- **Boosted NLGIC's capital** to grow regionally, thus achieving market leadership in Oman with significant regional operations.

- Optimized capital structure via issuance of **perpetual bonds**.
- **National Finance merged with Orix Leasing**, resulting into a market leader.
- Accumulated 9.99% stake in **Bank Muscat**, the largest bank in Oman at attractive valuation.
- Formation of **Jabreen Capital** as a private equity arm of ominvest.





- Completion of **Alizz Islamic Bank** acquisition by **Oman Arab Bank**.
- **Sale of partial stake** in Oman Arab Bank at attractive valuation.
- **Successful listing** of Oman Arab Bank.
- Sold a portion of **treasury shares** at attractive valuation & enhanced liquidity.
- Acquired control over **U-Capital**, which in turn acquired **Gulf Bader Capital Markets**.
- **IGI** listing at NASDAQ and partial exit at 2x book value
- Invested in **schools** (USD 45m) with attractive guaranteed IRR and yield.

- **NLGIC** completed a 100% acquisition of **RSA Middle East** with an aspiration to become a leading multiline insurer in the region.
- Increased shareholding in **Takaful Oman** to 56% and gained control.
- Acquired controlling stake in a **niche tech company**.
- Launched mixed used development "**La Vie**" in Muscat Hills

We aspire to be an eminent investment group in MENA region with significant global reach and impact

Below is select list of Ominvest's portfolio companies:

Insurance

	52% Largest insurance co. in Oman. Presence in UAE & Kuwait.
	NLGC owns 100% Leading P&C insurance co. in MENA. Presence in Bahrain, KSA & UAE.
	20% Leading international specialist (re)insurance co. listed on NASDAQ USA.
	56% Islamic insurance co. in Oman.




Technology

	60% Cybersecurity services co. in Oman accredited by Ministry of Transport, Communications and Information Technology.
	30% Leading FINTECH company in Oman.



Global Capital Markets

	Oman International Holding Limited office in DIFC to manage proprietary Global Capital Markets portfolio of over USD 256 mn.
---	--



Banking

	32% Leading banking franchise in Oman. Total assets of RO 3.95 bn.
	OAB owns 100% Leading Islamic bank in Oman.
	9.1% Oman's largest bank. Total assets of RO 13.4 bn.
	9% Fastest growing Omani bank with strong KPIs. Total assets of RO 3.2 bn.

Leasing

	35% Largest leasing co. in Oman. Market share of 48%.
	18% Financing of private, commercial and heavy vehicles in Bahrain.

Real Estate

	100% Real estate project development co.
	100% ORIS is developing a mixed-use project "La Vie" within Muscat Hills

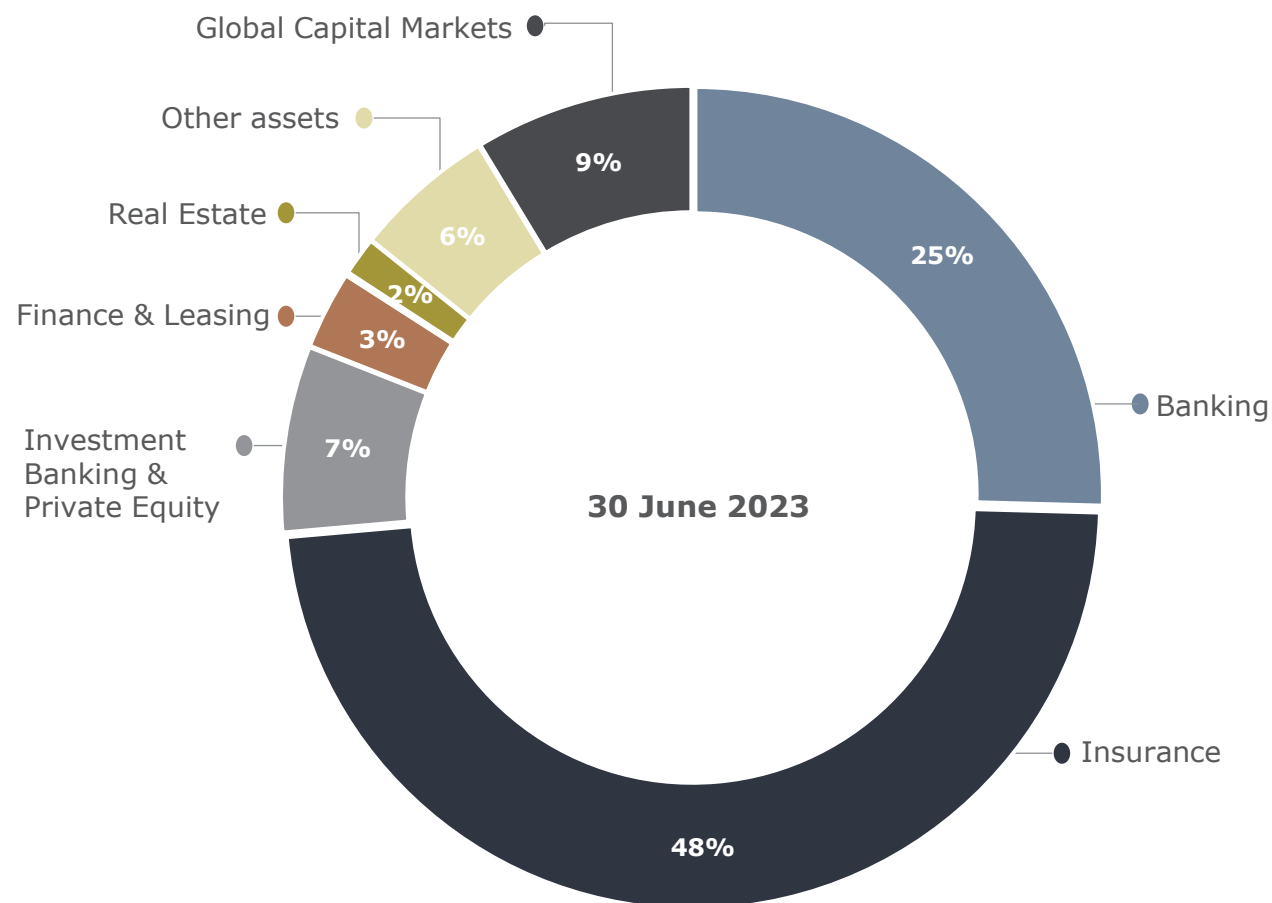
Private Equity and Investment Banking

	100% One of Oman's largest private equity firms.
	43% Leading Private Equity firm in Singapore / Korea with AUM of USD 1.2 bn.
	66% Largest non-banking investment bank in Oman. Manages AUM of USD 1.33 bn.
	10-15% Korean Kitchenware & Vietnamese Media co.
	5% Vietnamese healthcare co.
	15% - 40% Chain of schools across the GCC.
	USA logistics real estate assets rented to FEDEX / Amazon.
	Investment in Saudi Hospital.

ominvest actively diversifies its portfolio across sectors

- Diversification across companies, sectors and geographies is key to manage the concentration risks associated with large investments in single company and/or sector.
- We have successfully diversified away from the banking sector which comprised 97% of Group assets in 2014 compared to 25% presently.
- 43% of our group consolidated assets are outside Oman compared to less than 1% in 2014.

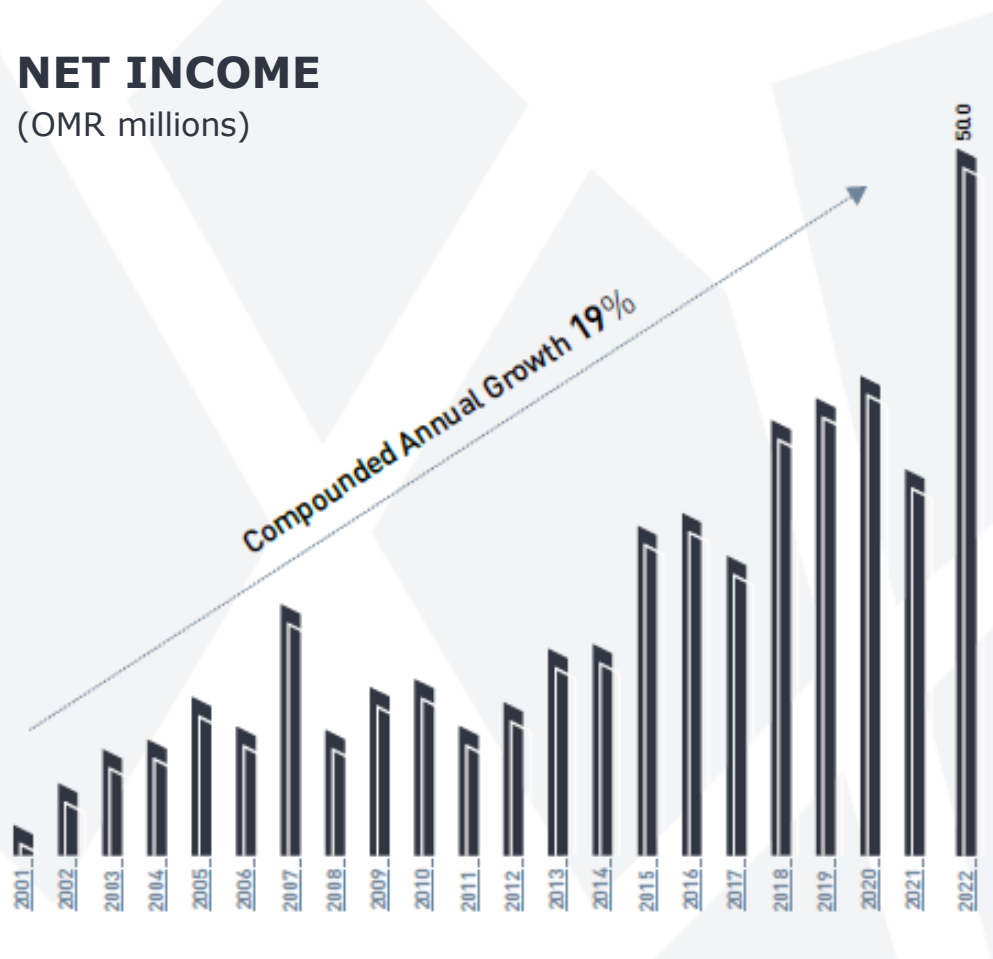
Diversification of Group's Consolidated Assets



Our Journey So Far

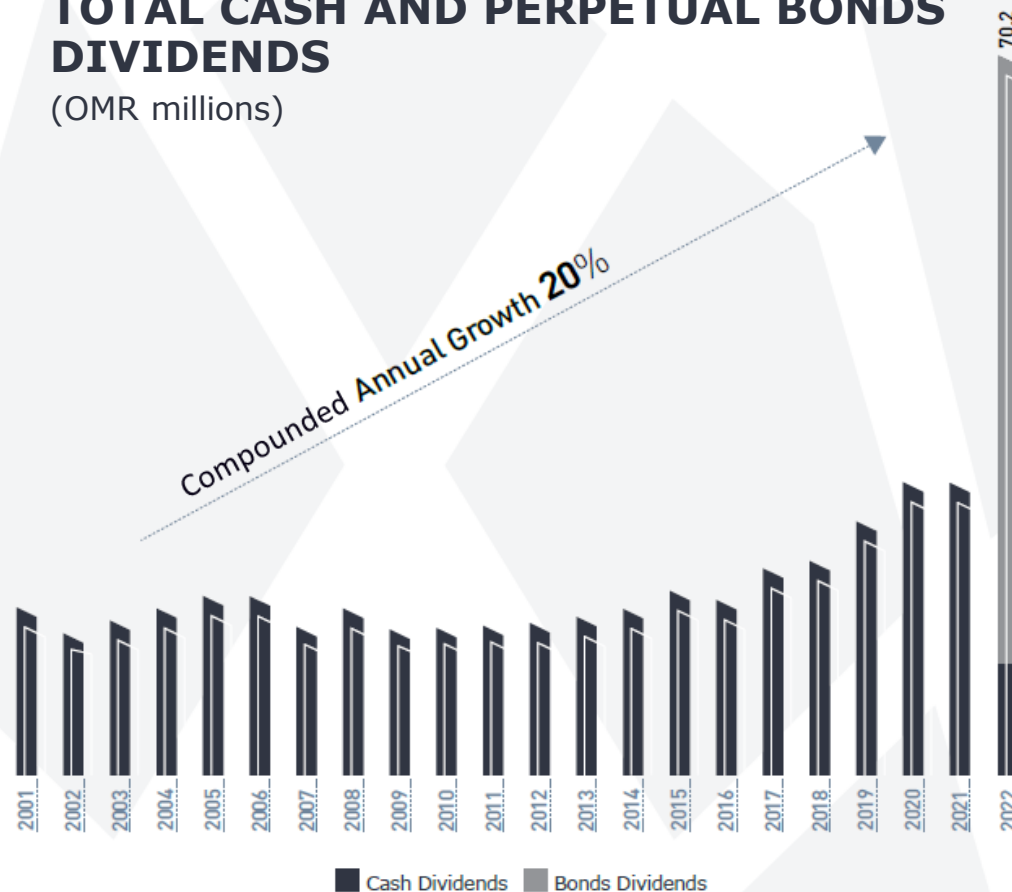
NET INCOME

(OMR millions)



TOTAL CASH AND PERPETUAL BONDS DIVIDENDS

(OMR millions)



For 2022, considering the Company's strong performance, financial and liquidity position, 105% dividend (15% cash and 90% perpetual bonds) was declared.

Key highlights H1 2023

Financial Performance H1 2023

	<i>H1 2023</i> <i>(RO'000)</i>	<i>H1 2022</i> <i>(RO'000)</i>
Total revenue *	218,127	112,626
Total expenses	(200,719)	(97,402)
Profit before tax	17,408	15,224
Income tax expense	(334)	(544)
Profit for the period	17,074	14,680
Profit for the year attributable to:		
Equity holder of the Parent Company	18,047	14,088
Non-controlling interests	(973)	592
Profit for the period	17,074	14,680

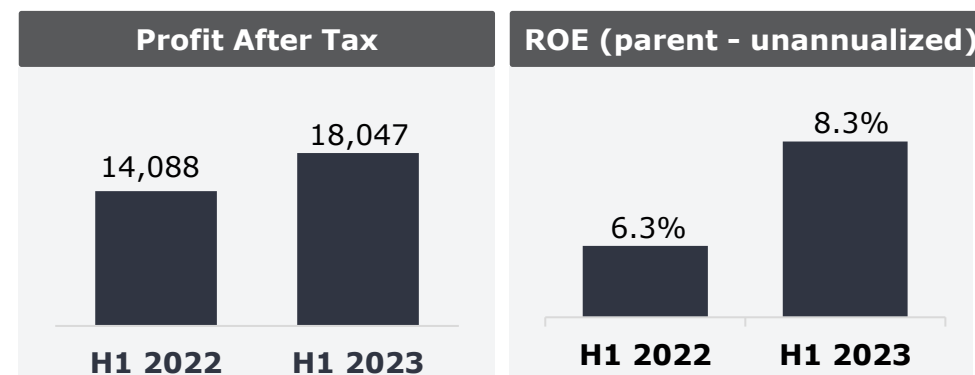
2023 Updates

Revenue contributions from our key segments was as follows:

	<i>H1 2023</i> <i>(RO'000)</i>	<i>H1 2022</i> <i>(RO'000)</i>
Insurance	168,192	88,093
Banking	15,337	13,417
Other investment income	34,598	11,116
Total revenues	218,127	112,626

* RSA revenues were consolidated into Ominvest Group revenues effect from 1-7-2022, consequently, revenues for H1 2022 were lower.

Profit attributed to equity shareholders increased by 28% to RO 18 million during H1 2023 compared to RO 14.1 million during the previous period.

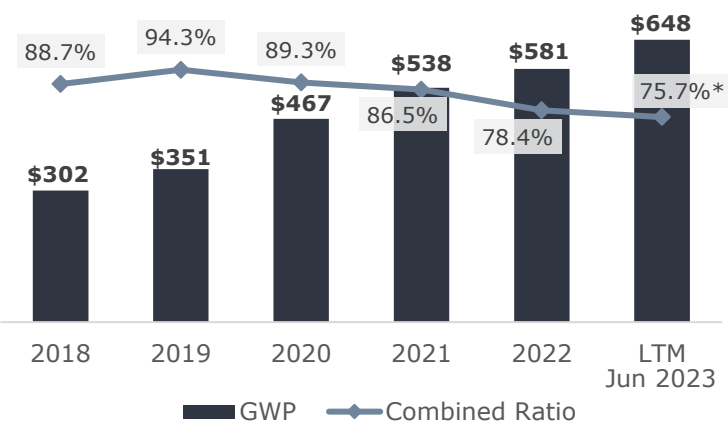


Key Highlights

Increased stake in International General Insurance (IGI)

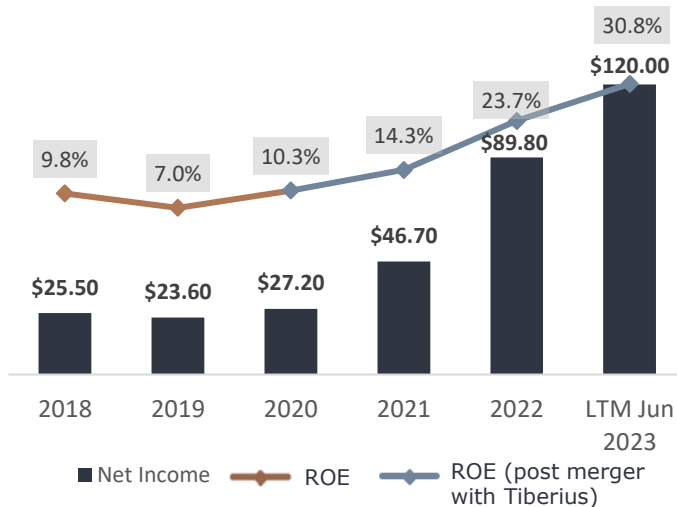
IGI is an international specialist (re)insurance group with a deep technical expertise providing coverage across a diversified portfolio of specialty lines and is listed on NASDAQ. IGI has operations in Bermuda, United Kingdom, Jordan, Morocco, Malaysia, Malta, United Arab Emirates and the Cayman Islands. We monitored the company for the past two years post their listing in NASDAQ and then during February 2023, we increased our shareholding from 14.5% to 20.5% after obtaining regulatory approvals in several jurisdictions. IGI is classified as an associate investment.

Accelerating Growth in GWP



*IGI H1 2023 Combined Ratio

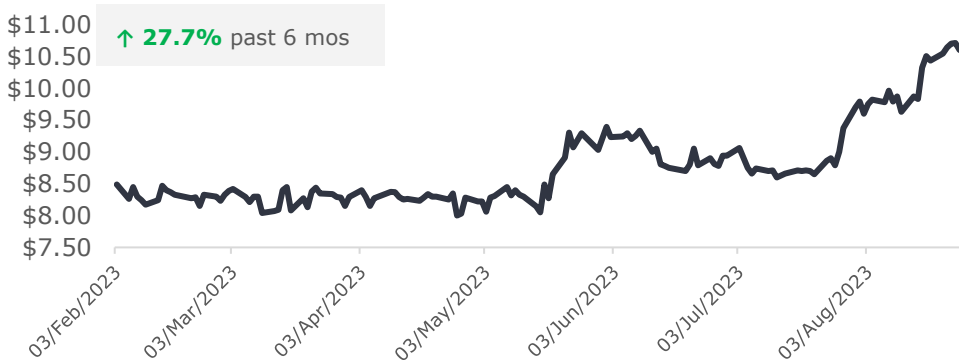
Profitability and ROE



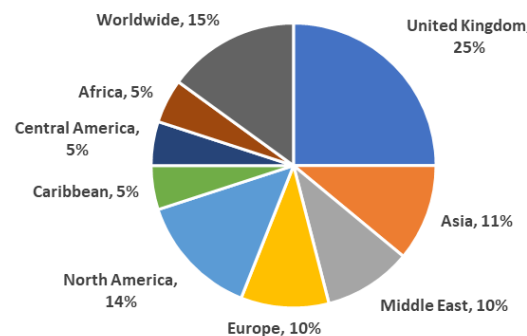
HI 2023 Financial Performance Overview

- 10-year GPW CAGR is 12% and combined ratio average is 87.6%
- Gross written premium of \$373.5 mn (21.6% growth from H1 2022).
- Underwriting income of \$90 mn (9.8% growth from H1 2022).
- Net income of \$74.4 mn, a 52.7% increase compared to H1 2022 which is driven by disciplined underwriting, higher net premiums earned, and higher net investment income.
- 75.7% combined ratio compared to 73.5% in H1 2022 due to higher loss and loss adjustment expense ratio.

Share Price Performance (past 6 months)



GWP by Geography



IGI's market cap is USD 0.5 billion with a credit rating of A by AM BEST and A- by S&P Global.

Key Highlights (continued)

Perpetual bonds redemption

During the period, Board decided to redeem 7.75% the perpetual bonds issued on 4 June 2018 amounting to RO 60.6m, on its first call date. The strong financial and liquidity position of the Group enabled us to take this strategic step. These bonds were replaced by issuance of 5.25% new perpetual bonds. Following the redemption, the perpetual bonds were delisted from Muscat Stock Exchange. We are thankful to the bondholders for their participation and continued support.

Credit rating

Capital Intelligence Ratings (CI) has affirmed our long- term international credit rating at 'BB' our outlook was revised from stable to positive. CI mentioned that Ominvest's ratings continue to be supported by the Company's status as the leading listed investment company in Oman, and as one of the largest in the GCC region. Other supporting factors are the good profitability record at the total comprehensive income (TCI) level, the Company's still moderate leverage and debt to equity ratios, the effective liquidity and high quality of the asset base, as well as the maturity profile of the debt funding base. CI mentioned that the ratings are still principally constrained by the sovereign ratings for Oman, it is very probable the ominvest ratings would be significantly higher than at present were the degree of sovereign constraint to be lessened. In terms of non-financial supporting factors, the Company has a strong and experienced management team, a well-defined strategy and investment philosophy, robust governance, and solid risk management architecture.

Key Highlights (continued)

National Life

National life and its subsidiaries - RSA and Al Ahlia insurance have come together to form a new unified brand "LIVA". National Life has recovered in the second quarter of 2023 by achieving profit after tax of RO 1.1m compared to loss after tax of RO 2.6m in first quarter of 2023. The primary factors driving the turnaround are disciplined underwriting, alongside minimizing risks, with strong processes and tools to maintain business quality and strength. National Life is actively implementing remediation measures across all lines of business to rebalance portfolios affected by post-Covid market conditions in key markets. There is a lot of positive momentum in several areas of its business due to integration and we remain optimistic about the future. The synergies and efforts invested in over the past 12 months are expected to emerge in the second half of this year. This significant milestone will further support our position as a leading insurer across the GCC region.

Oman Arab Bank

Oman Arab Bank (OAB) profit increased by 64% to RO 11.5 million during H1 2023 compared to RO 7 million in H1 2022. Net loans and advances, including Islamic finance, increased by 12% and customer deposits went up 11% during the period. OAB continues to maintain a conservative position for creating loan loss provisions. Alizz Islamic Bank SAOC, a fully owned subsidiary of OAB, has consistently increased its profits and assets since the merger with OAB in 2020.

National Finance

National Finance (NFC) reported an increase of 8% in profit to RO 5.4m for the six-month ended 30 June 2023. During the period, NFC repaid its perpetual bonds amounting to RO 18.2m on the first call date. NFC continues to adopt a prudent approach to credit approvals keeping in view the overall macroeconomic scenario and perceived increase in credit risk

Key Highlights (continued)

Ahli Bank takeover and merger

- A Consortium led by Ominvest made a public announcement of a potential acquisition of Ahli Bank SAOG, subject to regulatory approvals. The major members of the Consortium were Arab Bank plc and ominvest. The strategic objective of the offer was to support Ahli Bank's growth as an anchor shareholder during the intervening period and explore the potential merger of Oman Arab Bank SAOG (an entity controlled by the Consortium) and Ahli Bank SAOG. A fully owned subsidiary of ominvest also own 8.68% shareholding in Ahli Bank and the offer made by the consortium was fair and equal to all the shareholders, including the minority shareholders.
 - Subsequently, the Consortium decided to withdraw the offer as Ahli Bank came up with a rights issue of RO 50 million and Central Bank of Oman was not in the position to grant the required exemptions requested by the Consortium. We participated in the rights issue and wish the continued success to Ahli Bank SAOG.
-

LA VIE

In regard to investments in Real Estate, the Group is also embarking on a new real estate project 'LA VIE', which is progressing as per the development plan. The project entails developing a golf course, hotel and residential units. The development is situated in the heart of Muscat's emerging urban center, Madinat Al Irfan, one of the capital's most sought-after locations.

Liquidity position

- Active treasury management following prudent policies.
- We hold large block of shares with control premium or significant influence. These large block enjoy premium valuations compared to market prices which can be demonstrated with our recent divestments.
- Robust liquidity position with sufficient cash balances / banking limits.
- Debt to equity position is prudent and leverage can be increased to 1.5 times to carefully boost performance.
- USD loans are hedged naturally due to USD assets held.

We commit to integrating sustainable practices across our operations and investment activities

Ominvest has recently embarked on its ESG journey with a vision to become a leading **responsible investor**. To date, we have made many strides in sustainability including:



Established a centralised function to support in setting a sustainability strategy and monitor its implementation across Ominvest.



Developed an organisation-wide ESG Framework focusing on Sustainable Operations and Responsible & Impact Investing.



Developed first Sustainability Report for internal purpose in accordance with GRI, the most widely recognized sustainability reporting standards.



Appointed 10 ESG Champions across the Group to manage and implement ESG efforts and initiatives.

Aligned ESG Framework to various **sustainability standards** including



نتقدم بثقة
Moving Forward
with Confidence

Stakeholder Capitalism
framework by





Thank You

Contact Us:

Hana Al Maani
Head of Investor Relations
Hana.almaani@ominvest.net
00968- 9810 4167