

شركة الصناعات الهندسية الثقيلة وبناء السفن ش.م.ك (عامة)

Heavy Engineering Industries & Shipbuilding Co. K.S.C (Public)



Date: 16th March 2025

Reference: CM/AR/032/2025

التاريخ : 16 مارس 2025

إشارة : CM/AR/032/2025

To: Boursa Kuwait

Greetings,

المحترمين

السادة / شركة بورصة الكويت

تحية طيبة وبعد،،،

Subject: Supplementary Disclosure of Analyst conference transcript for the 4th quarter of the financial year 2024:

**الموضوع: إفصاح عن معلومات جوهرية - إفصاح مُكمل
محضر مؤتمر المحللين للربع الرابع من السنة المالية 2024 :**

Reference to Our disclosure dated 11th March 2025 & article No. (7-8) "Listed Company Obligations" of Boursa Kuwait rulebook.

بالإشارة إلى إفصاحنا المؤرخ في 11 مارس 2025 ، وإلى المادة (7-8) "التزامات الشركة المدرجة" من كتاب قواعد البورصة.

We would like to inform you that the Analyst conference was held through network conference call (Live webcast) at 2:00 pm local time on Tuesday 11th March 2025.

نحيطكم علماً بأن مؤتمر المحللين قد إنعقد عن طريق بث مباشر على شبكة الإنترنت (Live Webcast) في تمام الساعة 2:00 ظهراً يوم الثلاثاء الموافق 11 مارس 2025 (وفق التوقيت المحلي).

Attached is The Analyst conference transcript & presentation for the 4th Quarter of the financial Year 2024.

مرفق طيه محضر مؤتمر المحللين والعرض التقديمي للربع الرابع من السنة المالية 2024 .

Yours Sincerely

وتفضلوا بقبول وافر التقدير والاحترام،،،



مرزوق ناصر الخرافي

رئيس مجلس الإدارة

Marzouk Naser Al-Kharafi
Chairman



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Issued and Paid-Up Capital : KD 18,024,151.700

Authorized Capital : KD 22,000,000

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نموذج الإفصاح المكمل
Supplementary Disclosure Form

Date	16 th March 2025	16 مارس 2025	التاريخ
Name of the listed company	Heavy Engineering Industries & Shipbuilding Co. K.S.C. (Public)	شركة الصناعات الهندسية الثقيلة وبناء السفن (ش.م.ك) عامة	إسم الشركة المدرجة
Disclosure title *	Supplementary disclosure of Analyst conference for the 4 th quarter of the financial year 2024	إفصاح مكمل - محضر مؤتمر المحللين للربع الرابع من السنة 2024	عنوان الإفصاح *
Date of Previous disclosure	11/3/2025	2025/3/11	تاريخ الإفصاح السابق
Developments that occurred to the disclosure	Publish the Analyst conference transcript for the 4 th quarter of the financial year 2024	نشر محضر مؤتمر المحللين للربع الرابع من السنة 2024	التطور الحاصل على الإفصاح
The financial effect of the occurring developments (if any)	Not applicable	لا ينطبق	الأثر المالي للتطور الحاصل (إن وجد)

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HEISCO

HEAVY ENGINEERING INDUSTRIES & SHIPBUILDING CO. K.S.C (Public)

ANALYST CONFERENCE TRANSCRIPT FOR THE FINANCIAL RESULTS

for 4th Quarter 2024

Tuesday 11/3/2025

HEISCO Participations:

Mr. Abdulrazzaq Alothman

Mr. Joseph Mathew

Mr. Waleed Attiya

Mr. Ahmed Jenada

Corporate Director – General Affairs

Corporate Director – Finance

Corporate Director – Project Controls

Investor Affairs Unit Lead

Conference management:

Ms. Nora El Essawy

EFG Hermes

Nora:

Good morning and good evening, ladies and gentlemen. This is Nora Essawy on behalf of Ahmed Hazem from EFG Hermes Research. We're pleased to once again host HEISCO's Q4 2024 results conference call. With us on the line today we have Mr. Abdulrazzaq Abdulqader Alothman, Corporate Director, General Affairs; Mr. Waleed Attiya, Corporate Director, Project Controls; Mr. Joseph Matthew, Corporate Director, Finance; Mr. Ahmed Mohamed Jenada, Investor Affairs, Unit Lead.

Without further delay, I would like to hand over the call to the management for the presentation. Please go ahead.

Waleed:

Thank you, Nora Good afternoon, ladies and gentlemen. We are glad to welcome you over this investor's call. I am Waleed Attiya, Corporate Director, Project Controls. Today, I'm going to cover an overview about HEISCO, especially for those who are joining us for the first time. Also, I will cover HEISCO's current strategy.

First, an overview about HEISCO. A heavy engineering industries and ship building company, HEISCO is a major engineering equipment and construction EPC contracting company based in Kuwait with a wide range of business in oil and gas, petrochemicals, power pressure equipment, manufacturing, ship building and repair, dredging and marine construction, civil construction, maintenance and other industrial services, including heavy industry projects. For the major highlights of our current strategy, HEISCO, as a group, achieved significant milestones in revenue growth, project execution and operational efficiency, positioning us for continued success in the coming quarters. HEISCO continues to strengthen its market presence across the Gulf region with a strategic focus on expanding operations, securing key approvals and forming strategic alliances.

The company is actively pursuing projects.

Nora:

I think there is a problem with the slides. You're still in the first one.

Waleed:

Thanks. Next. The company is actively pursuing projects in various sectors, including oil and gas, refineries, power and infrastructure, with a strong commitment to regional growth. HEISCO has extended its footprint into Saudi Arabia and pursuing pre-qualifications in Qatar, Oman, Bahrain and Iraq with a view to enhance its construction, maintenance and fabrication capabilities. By fostering key partnership with EPC contractors and leveraging strategic initiatives, HEISCO remains well positioned to capitalize on emerging opportunities and drive sustainable growth.

Our regional expansion structure. HEISCO tries to expand into key markets across Kuwait, Saudi Arabia, Qatar, Oman, Bahrain, Iraq, focusing on civil, mechanical, electrical and instrumentation construction maintenance as well as fabrication services within the oil and gas refineries and power sectors.



Our expansion in Saudi Arabia. HEISCO expanded operation into Saudi Arabia, enhancing its construction capabilities in the region, aligned with the Kingdoms' Vision 2030 development initiatives. Supporting its vision, we prioritize the recruitment and development of Saudi nationals and our workforce by working closely with the Human Resources Development Fund, HRDF, and other governmental agencies. Finally, an efficient resources mobilization, including equipment and materials, is crucial for successfully completing construction projects. A dedicated logistics team is ensuring timely resource delivery, prioritizing local suppliers to reduce costs and support local businesses.

Our key approvals in KSA. HEISCO's KSA branch has received approvals from prominent entities including Saudi Aramco, SABIC, Saudi Electrical Company (SEC), Red Sea Development Company, National Water Company (NWC) and more. The pre-qualification for the onshore pipeline has been submitted to Aramco. Successfully securing this pre-qualification will position us as a potential contractor for future onshore pipeline projects under Aramco.

Expansion of new fabrication facility in Saudi Arabia. HEISCO has achieved a significant milestone in its strategic expansion by declaring a 75% stake acquisition in Gulf Sky Factory (GSF) in Saudi Arabia. Once the process is finalized, it will enhance its fabrication capabilities and broaden its operational footprint in the region.

Strategic Initiatives. An experienced consultant has been engaged to obtain non-GPS scaffolding services, pre-qualification approval from Saudi Aramco supporting our expansion strategy in Saudi Arabia. Additionally, a storage yard is being built at the project site to facilitate Saudi Aramco expansion.

Expansion of subsidiary operations. Gulf Dredging, our subsidiary has secured approvals from Saudi Aramco, NEOM and Red Sea, enabling direct building and facilitating strategic expansion in KSA. Due to logistical constraints, GD is currently targeting construction projects in the Eastern Province and plans to move to other regions after establishing a stronger base.

Our engineering hub in India, HEISCO established a subsidiary named under HEISCO Engineering India Private Ltd., in India, headquartered in Chennai, to strengthen the company's EPC capabilities and delivering high quality engineering solutions across multiple industries, while supporting its expanding business activity.

Key approvals in other markets. HEISCO has secured approvals from Qatar Energy for the manufacturing of storage tanks, pressure vessels and columns, as well as from Babco and Bahrain for general mechanical and shutdown maintenance services. HEISCO and GD have registered with the Oman tender board to expand operations through a client focused marketing strategy.

Strategic partnership. HEISCO continues to establish key alliances with EPC contractors to enhance project execution and ensure effective collaboration. These partnerships play a crucial role in successfully achieving project objectives across its expanding regional operations.

Now, I will hand over the mic to Mr. Joseph Matthew, our Corporate Director of Finance, who will elaborate about our financial performance regarding the [voice fade 08:10] results.



Joseph:

Thank you, Mr. Waleed. Good afternoon, all.

I'll just take you through the highlights for 24 financials. The revenue, as you see on the slide, the revenue has gone up by 11% because of the new projects which have been awarded and the slight acceleration on the existing projects. Net profit has gone up by a substantial 28% from 7.11% to 9.07% in 24. This is because of the better margins which we managed to gain on the existing contracts, plus a couple of small claims which we received from completed contracts in Gulf Dredging and one of the joint ventures on Kuwait Port Authority.

EBITDA shows an increase of 15% and the same EPS is reflecting an increase of 28%, exactly reflecting the Assets have gone up by 11%, basically purchase of assets, then some dry docking, revamping of our existing assets too. And equity, 5%. The major moment is the addition of profit less dividend paid during the year.

The liabilities have gone up by 16%. Basically, the borrowings have increased. We had a mass demobilization on three of our maintenance manpower-oriented jobs this year. And we had, as I said, the purchase of fixed assets. So, the reason for 16% you see a substantial increase in borrowing too at 61%. Basically, we had four jobs where we had demobilization of around 1500 plus 800 plus 800 plus 120. Roughly 4200 employees were demobilized during the year, and some were also rehired on the new contracts as per the requirement from the client. So, this is the reason for borrowings going high. Plus, we had some billing, which has happened of late for which the collections have come in, in Jan, which showed a substantial collection which has brought down our overdraft level to an equitable level.

The next graph, you see the EBITDA net profit and revenue growth increases we discussed on the last slide. This is the breakdown revenue of business line where we see substantial growth in industrial oil and gas and shipyard shows a slight decline. This is because of the geopolitical situation in the region. The ships, which used to come for corrective and preventive maintenance, had some which we see that it should be back to normal in coming times.

Offshore, we have got a substantial increase, almost 63%. So, we had the revenue from Hyundai, one of the JVs that we have with the Kuwait Port Authority, and the various model from one of the jobs which was completed with PLC.

So, this is the slide which shows the common size analysis statement of income at the consolidated level. Revenue we have now and here you see a slight increase in general and administrative expenses. This is because we have two units which were getting active during FY24 which was the Saudi operations, and the India operations for which the general and administrative overheads which has been completely written off for the expenses. So, a 600,000 KD delta, which you see there. And finance cost, there are no major changes.

Expected credit loss of financial assets have got some increase. This is basically because we had some late collections, which happened, as I said before, in January and February, for which ECL slightly.



The ratios are all looking good, other than total debt to total assets, which was just a swing towards the end of the year, as I said. The collections have been good and it is coming back [voice fade 13:09]. All the issues

Now on to cash flow. The change in working capital, the 21.83 million is due to increase in trade and other receivables. As I said, 16 million KD. And December billing on couple of jobs was very high. Obviously, the collections are falling in corresponding period. And net cash used in investment activities, purchase of fixed assets, less proceeds from disposals.

Pretty much that's it, and we covered almost all and we are ready for any questions, please.

Nora:

Thank you, management, for the presentation. If you have any questions, please use the hand button or type your question in the Q&A box.

Joseph:

If anyone is interested to know the backlog and the projects going forward, I can just give a short brief on that. As of December, we have 603 million KD backlog, and as of now, speaking, we have an additional 25 million KD, which we have signed. And currently we are bidding at around, all in all, going forward, we have projects at site worth around 900 million KD to 1 billion KD total in the market for which we will be looking at reasonable share, which is too early to say as of now, but at least I can say that around 100 million KD to 150 million KD, we are at a comfortable level as of now, ready to go forward which should materialize in the coming three months. But always, there is a delay in Kuwait as we speak, as we all know. So, this is where we stand as of backlog and expected models. Thank you.

The current order book is at 628 million KD.

Nora:

As a reminder, if you have any further questions, please use the Q&A box or the hand button. We have another question, "What's the average tenor for the backlog and which segments are benefiting the most?"

Joseph:

Tenor for the backlog can vary anywhere between three years to five years. It's based on the nature of the contracts. Normally, the maintenance contracts are up for five years and construction varies between two to four years. Which segments are benefiting the most? The regular breadwinner for us is, of course, oil and gas operation maintenance contracts. Yes.



Nora:

A final reminder, if you have any further questions, please type your question in the Q&A box or use the hand button. We have another question from Ranjun, "What's the outlook for the E&P spending in Kuwait? Is there potential for this to increase going forward?"

Mr. Abdulrazzaq, you're muted.

Abdulrazzaq:

Can they just confirm on what they mean by E&P?

Nora:

Yes, I will unmute you right now. Okay, you can unmute locally.

Ranjun:

Hello, I was referring to the exploration and production expenditure by the government or the state petrochemical company, because we have been hearing that with the new government coming in that things are now rolling forward little bit faster than what it used to be previously. So, for example, if they have any plans of expanding their oil output by spending more money on exploration and production.

Abdulrazzaq:

Yes, got your question loud and clear. On a broader spectrum, what Kuwait is looking at the oil and gas expansion is between 3 billion to 5 billion KD. But when is that going to happen? The period which we are not sure of. Currently, as a company, where our verticals are and our scope remains, that's what I said, we will be focusing on building close to a billion KD worth of jobs in the coming period. But, of course, yes, Kuwait as a country, as oil and gas, they are expanding. They want to increase the output and the number, what we are looking at is between 3 billion KD to 5 billion KD. But this is at the EPC level, at a much bigger international level, what we're talking about.

Ranjun:

But I guess the direct bidders would be the larger players, but I guess you will be like a subcontractor to them?

Abdulrazzaq:

See on major oil and gas development, yes, we will be the subcontractors. We will be the Tier One subcontractor to the main contractors, who will be EPC multinationals. But there are contracts where oil and gas, in oil and gas itself, there are constructions which fall within our scope, where we directly build, and we have the maintenance contracts also. And especially with the Ministry of Electricity and Water, we have a major chunk of maintenance jobs, plus we are the most preferred local contractor for the multinationals.



Ranjun:

Okay, okay, that's clear. Thank you.

Nora:

It looks like we have no further questions. I will now hand the call to management if they have any closing remarks.

Joseph:

Thank you, everyone, and looking forward to seeing you in the next meeting.

Nora:

Thank you, everyone, for attending. You may now disconnect.



شركة الصناعات الهندسية الثقيلة وبناء السفن ش.م.ك (عامة)

HEAVY ENGINEERING INDUSTRIES & SHIPBUILDING CO. K.S.C (Public)



FY-2024 | Virtual Summit

INVESTOR PRESENTATION

Agenda

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Disclaimer

FORWARD - LOOKING STATEMENTS

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HEISCO's Vision

To become the customers' first preferred Company for Shipbuilding, Ship Repair & Maintenance, Fabrication, Oil & Gas Construction, Civil Works, Industrial Maintenance, Dredging and Offshore services in Kuwait and other Middle East and North African regions.

HEISCO's Mission

HEISCO aims to expand its business operations, focusing on countries such as Saudi Arabia, Qatar, Oman, Bahrain and Iraq. The company intends to identify potential business opportunities in these regions in the Oil & Gas, Refineries & Power sectors in Civil, Mechanical, Electrical & Instrumentation Construction and Fabrication Services

About HEISCO

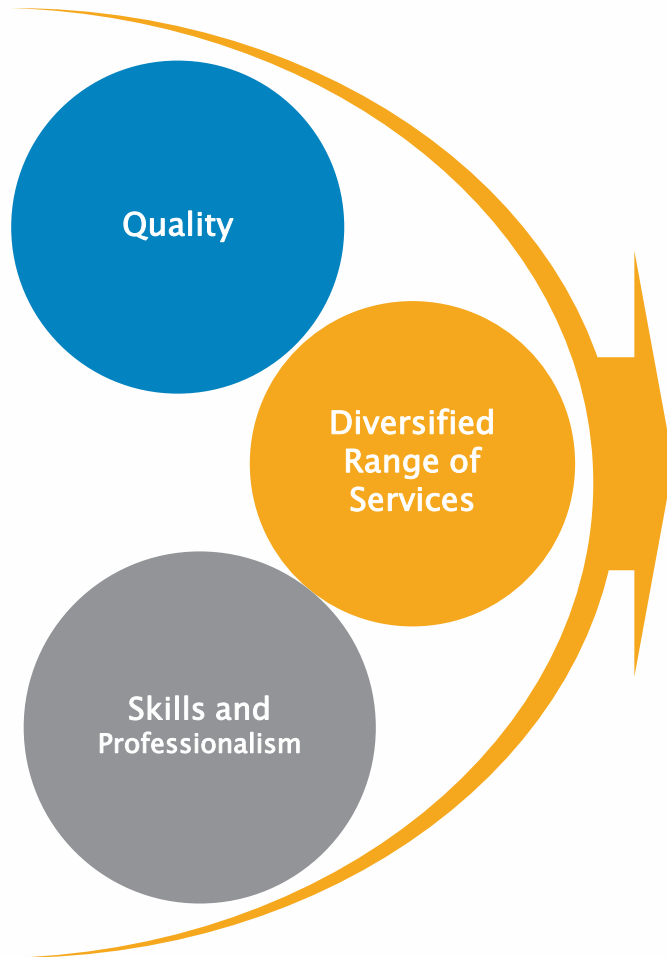
HEISCO is a dynamic group of companies committed to maintaining sustained growth by meeting its customers' schedules and quality requirements. HEISCO provides its customers value-added services at competitive prices by evolving efficient cost-control measures and regularly upgrading our resources.

HEISCO's activities are performed through a wide range of fields :

- Shipyard
- Oil & Gas Construction
- Industrial Maintenance
- Fabrication Services
- Trading
- Testing & Calibration
- Quality Control & Testing
- Scaffolding Services
- Galvanizing Plant
- Onshore & Offshore (through Gulf Dredging & General Contracting Co. K.S.C. (Closed) – subsidiary company.
- Technical Specialized Manpower Supply (through HEISCO for Technical Specialized Manpower Supply Co. W.L.L. – subsidiary company)

HEISCO/Gulf Dredging has branches in Iraq and Kingdom of Saudi Arabia to expand its services and take advantage of emerging markets in the region.

HEISCO's Strategy



- To enhance its Engineering and Design capabilities in support of the group's expanding business and to serve various clients in the region, HEISCO has established a subsidiary company, HEISCO Engineering India Pvt. Ltd., based in Chennai, India,.
- To achieve a significant milestone in its strategic expansion HEISCO has succeeded in the acquisition of Gulf Sky Factory (GSF) in Saudi Arabia, to enhance its fabrication capabilities and broadening its operational footprint in the region.
- Enlisted the expertise of a seasoned consultant to secure Non-GBS Scaffolding Services PQ approval from Aramco, as part of our strategy to enhance and broaden our scaffolding business operations in Saudi Arabia. A storage yard is under construction at our project location to facilitate inspection by Aramco.
- To become a potential contractor to Aramco for future onshore pipeline projects, HEISCO has submitted Pre-Qualification (PQ) documents for its Onshore Pipeline.
- Having received approval for the category of In-plant Projects and Safety Qualification by Aramco, HEISCO can become fully engaged in direct bidding opportunities in KSA

HEISCO's Strategy



- GD, a subsidiary of HEISCO, aims to broaden its business operations in KSA through strategic expansion initiatives. GD has successfully acquired approvals from Aramco, NEOM, Red Sea Global, and other pertinent authorities, granting it the capability to engage in direct bidding.
- In line with its expansion strategy, HEISCO KSA Branch was approved by SABIC as a Service Provider and Advanced Prequalification for the categories, Manufacturing Equipment, Heat Exchanger and Tank Maintenance, and Scaffolding services.
- HEISCO KSA Branch has also been approved Saudi Electricity Co. (SEC) for mechanical works related to pumps. It has also submitted Pre-Qualifications (PQs) for Civil Works, Construction Projects, Site Construction/Major Boiler Repairs, Tank Construction, Heat Exchangers, Fuel Pipelines, and Gas Pipelines and expects SEC's approval soon.
- HEISCO KSA branch has sought and has received NEOM's approval as a Vendor, Red Sea Development Co. as a Contractor, and National Water Company (NWC) as a Service Provider.

HEISCO's Strategy



- In line with HEISCO strategy to expand its operations in the Region, HEISCO obtained Qatar Energy PPML approval for Pressure Vessel and Column (less than 75mm thickness, CRA solid and clad, including Slug Catcher) and Fixed Roof Storage Tank with a diameter greater than 25 meters.
- As an approved Qatar Energy Project Preferred Manufacturer, HEISCO plans to establish a branch in Qatar or appoint a local agent to participate in direct bidding.
- In its efforts to expand in Bahrain, HEISCO obtained BAPCO PQ approval for shutdown and routine maintenance services. To provide better services, HEISCO intends to establish a workshop facility in Bahrain.
- HEISCO intends to broaden its business in Iraq, particularly in the promising oil sector, by engaging directly with clients and establishing partnerships with well-respected international contractors.
- HEISCO has been approved by KPC-CPQ for EPC General Contracts under the Tier-E category, and for Mega Storage Tanks exceeding 500,000 BBL under the Tier-C category, covering projects up to KD 100 million.

HEISCO's Strategy



- Seeking expansion of its business in Kuwait, HEISCO has obtained CAPT approval for Mechanical works (Category 1) in addition to the approvals for Civil works (Category 1) and Electrical works (Category 2).
- HEISCO is focusing on potential projects in Offshore and Marine Construction in the Region and as such is seeking associating with suitable partners in the respective countries for better participation.
- HEISCO and GD have registered with Oman Tender Board aiming to expand its business by developing a solid marketing strategy tailored to the Omani clients' specific needs and preferences.

PERFORMANCE HIGHLIGHTS – CONSOLIDATED

KD' Million
Except EPS & Dividend



REVENUE

↑ 11%

163.14 FY-2024

146.87 FY-2023



NET PROFIT

↑ 28%

9.07 FY-2024

7.11 FY-2023



EBITDA

↑ 15%

16.56 FY-2024

14.38 FY-2023



EPS

↑ 28%

50.34 FY-2024

39.45 FY-2023



ASSETS

↑ 11%

204.61 FY-2024

183.84 FY-2023



EQUITY

↑ 5%

77.57 FY-2024

74.03 FY-2023



LIABILITIES

↑ 16%

127.04 FY-2024

109.81 FY-2023



BORROWINGS

↑ 61%

40.94 FY-2024

25.37 FY-2023



DIVIDEND

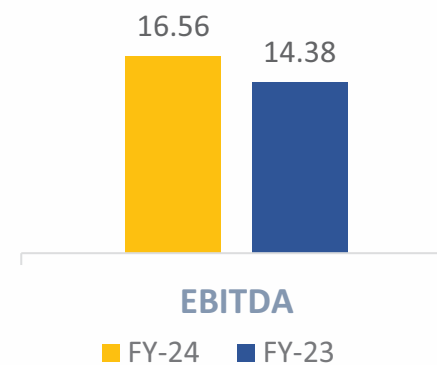
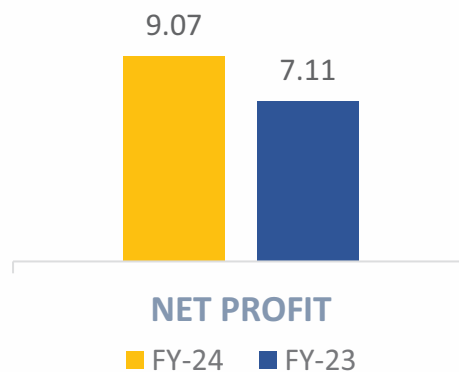
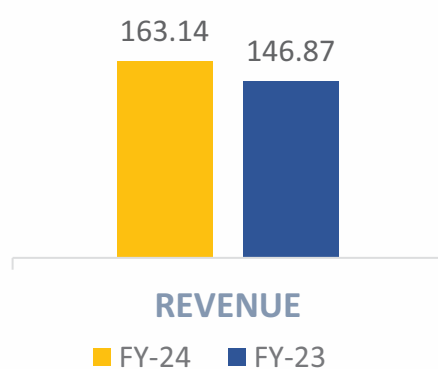
↑ 17%

35 FILS FY-2024

30 FILS FY-2023

FINANCIAL OVERVIEW – CONSOLIDATED

KD' Million

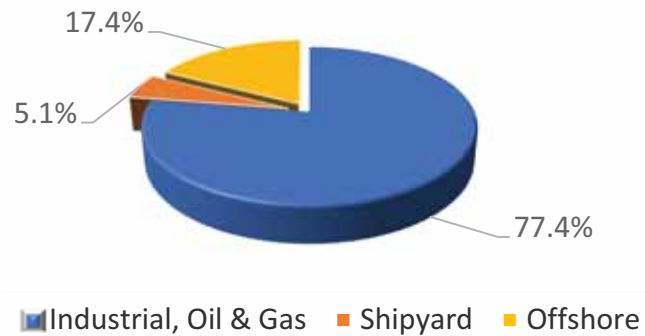


BREAKDOWN OF REVENUE BY BUSINESS LINE - CONSOLIDATED

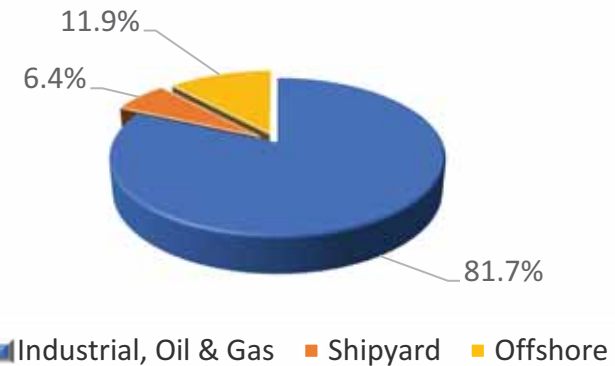
KD '000

BUSINESS LINE	FY 2024	FY 2023	FY 2024	FY 2023	% Change
INDUSTRIAL, OIL & GAS	126,316	120,042	77.4%	81.7%	5.2%
SHIPYARD	8,374	9,430	5.1%	6.4%	-11.2%
OFFSHORE	28,457	17,406	17.4%	11.9%	63.5%
TOTAL REVENUE	163,147	146,878	100%	100%	11.1%

FY-24



FY-23



COMMON SIZE ANALYSIS-STATEMENT OF INCOME - CONSOLIDATED

	FY-24	FY-23	FY-24	FY-23
Revenue	163,147,421	146,877,866	100.00%	100.00%
Cost of sales	(147,739,026)	(135,245,073)	-90.56%	-92.08%
Gross Profit	15,408,395	11,632,793	9.44%	7.92%
Other income	976,442	1,055,737	0.60%	0.72%
General and administrative expenses	(4,672,645)	(4,072,156)	-2.86%	-2.77%
Investment income / (loss)	117,771	117,570	0.07%	0.08%
Expected credit loss on financial assets (net)	(304,136)	630,141	-0.19%	0.43%
Finance costs	(1,864,670)	(1,834,664)	-1.14%	-1.25%
Foreign exchange gain/(loss)	(77,026)	58,787	-0.05%	0.04%
Profit before contribution to taxes	9,584,131	7,588,208	5.87%	5.17%
Board of Directors Remuneration	(115,000)	(115,000)	-0.07%	-0.08%
Contribution to Kuwait Foundation for Adv. of Sciences	(91,440)	(65,128)	-0.06%	-0.04%
National Labour Support Tax	(216,042)	(212,562)	-0.13%	-0.14%
Zakat expense	(86,417)	(85,025)	-0.05%	-0.06%
Net profit for the period	9,075,232	7,110,493	5.56%	4.84%

Earning per share (fils)

50.34	39.45
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RATIO ANALYSIS - CONSOLIDATED

PROFITABILITY	FY-24	FY-23	CHANGE
Gross Profit %	9.44%	7.92%	↑1.52%
EBIT %	7.02%	6.42%	↑0.60%
EBITDA %	10.15%	9.79%	↑0.36%

Net Profit Margin -%	5.56%	4.84%	↑0.72%
ROA	4.67%	3.95%	↑0.73
ROE	11.70%	9.61%	↑2.10%
ROCE	11.52%	9.66%	↑1.85

LEVERAGE	FY-24	FY-23	CHANGE
Total Debt % of Total Assets %	20.01%	13.80%	↑6.21%
Debt to Equity	1.64	1.48	↑0.16
Interest Coverage Ratio	6.14	5.14	↑1.00

LIQUIDITY	FY-24	FY-23	CHANGE
Current Ratio	1.17	1.23	↓-0.06
Quick Ratio	1.02	1.07	↓-0.05
Working Capital to Total Assets	0.09	0.11	↓-0.02

FINANCIAL POSITION / CASH FLOW - CONSOLIDATED

Consolidated Statement of Financial Position - 31 Dec 2024

	Kuwaiti Dinars	
	FY - 24	FY-23
NON-CURRENT ASSETS	81,401,016	77,449,867
CURRENT ASSETS	123,210,628	106,393,751
TOTAL ASSETS	204,611,644	183,843,618
NON-CURRENT LIABILITIES	21,851,276	23,496,523
CURRENT LIABILITIES	105,189,364	86,314,665
TOTAL LIABILITIES	127,040,640	109,811,188
EQUITY	77,571,004	74,032,430
TOTAL EQUITY AND LIABILITIES	204,611,644	183,843,618

Consolidated Statement of Cash Flow - 31 Dec 2024

	Kuwaiti Dinars	
	FY - 24	FY-23
PROFIT BEFORE CONTRIBUTION TO BOD REMUNERATION	9,584,131	7,588,208
NON-OPERATINGNGNG FOR NON-OPERATING / CASH	11,517,763	9,147,285
OPERATING PROFIT BEFORE CHANGES IN WORKING CAPITAL	21,101,894	16,735,493
CHANGES IN WORKING CAPITAL	(21,830,266)	11,771,036
NET CASH GENERATED FROM OP ACTIVITIES	(728,372)	28,506,529
NET CASH USED IN FROM INVESTING ACTIVITIES	(8,375,562)	(11,979,049)
NET CASH USED IN FROM FIN. ACTIVITIES	7,981,212	(17,611,097)
INCREASE IN CASH & CASH EQUIVALENTS	(1,122,722)	(1,083,617)
CASH & CASH EQUIV. AT BEGINNING OF PERIOD	4,475,842	5,559,459
CASH & CASH EQUIV. AT PERIOD END	3,353,120	4,475,842

COMMON SIZE ANALYSIS - STATEMENT OF FINANCIAL POSITION - CONSOLIDATED

ASSETS	FY-24	FY-23	FY-24	FY-23
<u>Non-Current Assets</u>				
Right-of-use-assets	1,295,654	1,898,896	0.63%	1.03%
Property, plant and equipment	77,072,929	72,400,692	37.67%	39.38%
Investment securities	1,605,511	1,735,595	0.78%	0.94%
Trade and other receivables	1,426,922	1,414,684	0.70%	0.77%
Total Non-Current Assets	81,401,016	77,449,867	39.78%	42.13%
<u>Current assets</u>				
Inventories	15,474,550	13,743,236	7.56%	7.48%
Contract assets	54,988,521	54,428,110	26.87%	29.61%
Trade and other receivables	49,114,728	33,356,024	24.00%	18.14%
Cash and bank balances	3,632,829	4,866,381	1.78%	2.65%
Total Current Assets	123,210,628	106,393,751	60.22%	57.87%
TOTAL ASSETS	204,611,644	183,843,618	100.00%	100.00%

COMMON SIZE ANALYSIS - STATEMENT OF FINANCIAL POSITION - CONSOLIDATED

EQUITY AND LIABILITIES	FY-24	FY-23	FY-24	FY-23
<u>Equity</u>				
Share Capital	18,024,152	18,024,152	8.81%	9.80%
Statutory reserve	10,946,089	10,946,089	5.35%	5.95%
General reserve	11,739,170	10,780,757	5.74%	5.86%
Foreign currency translation reserve	628	0	0.00%	0.00%
Investment revaluation reserve	458,718	588,802	0.22%	0.32%
Retained earnings	36,396,872	33,689,023	17.79%	18.32%
Non-controlling interests	5,375	3,607	0.00%	0.00%
Total Equity	77,571,004	74,032,430	37.91%	40.27%
<u>Non-Current Liabilities</u>				
Post employment benefits	18,507,406	19,752,216	9.05%	10.74%
Lease liabilities	337,601	914,301	0.16%	0.50%
Due to banks	1,904,163	964,163	0.93%	0.52%
Trade and other payables	1,102,106	1,865,843	0.54%	1.01%
Total Non-Current Liabilities	21,851,276	23,496,523	10.68%	12.78%
<u>Current liabilities</u>				
Lease liabilities	858,364	858,206	0.42%	0.47%
Contract liabilities	1,844,099	266,335	0.90%	0.14%
Due to banks	39,044,075	24,410,872	19.08%	13.28%
Trade and other payables	63,442,826	60,779,252	31.01%	33.06%
Total Current liabilities	105,189,364	86,314,665	51.41%	46.95%
Total liabilities	127,040,640	109,811,188	62.09%	59.73%
Total Equity and Liabilities	204,611,644	183,843,618	100.00%	100.00%



GULF DREDGING



THANK YOU



GULF DREDGING





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