HUMANSOFT

القـــابـضـــة

(ش.م.ك.ع)

التاريخ: 05 نوفمبر 2026

السادة/ شركة بورصة الكويت **المحترمين**

تحية طيبة وبعد،،

الموضوع: انعقاد مؤتمر المحللين/المستثمرين للربع الثالث لعام 2026

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".

يرجى الإحاطة بأن مؤتمر المحللين/المستثمرين للربع الثالث من العام 2026 قد انعقد يوم **الخميس الموافق 05 نوفمبر 2026** في تمام الساعة الثالثة ظهراً (وفق التوقيت المحلي)، ولم يتم تداول أي معلومة جوهرية خلاله وأن الشركة سوف تقوم بالإفصاح عن محضر المؤتمر خلال الموعد المحدد وفقاً للقواعد المعتمدة.

مرفق طيه العرض التقديمي للمؤتمر سالف الذكر أعلاه.

وتفضلوا بقبول فائق الاحترام،،،

Date: 05 November 2026

M/S . / Boursa Kuwait Company

Greetings,

Subject: Analysts/Investors Conference Call for the Third Quarter of 2026

Pursuant to the provisions of the Article (8-4-2) "Premier Market Continuous Obligations" of the Boursa Rules issued under resolution No. 1 of 2018, and since Humansoft Holding (KSCP) is classified under the Premier Market.

Kindly note that the Investor/Analyst Conference Call for the Third quarter of the year 2026 was held at 3:00 PM (local time) **on Thursday 05 November 2026.** No significant material information has been discussed during the Conference Call. Humansoft will disclose the minutes of the Conference Call in line with regulations.

Kindly find attached the above-mentioned conference presentation.

Yours Sincerely,

طارق فهد العثمان

نائب رئيس مجلس الإدارة والرئيس التنفيذي

Tareq Fahad AlOthman

Vice Chairman and Chief Executive Officer

NR

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Humansoft Holding Company KSCP

Investor Presentation

Q3 2026 Results

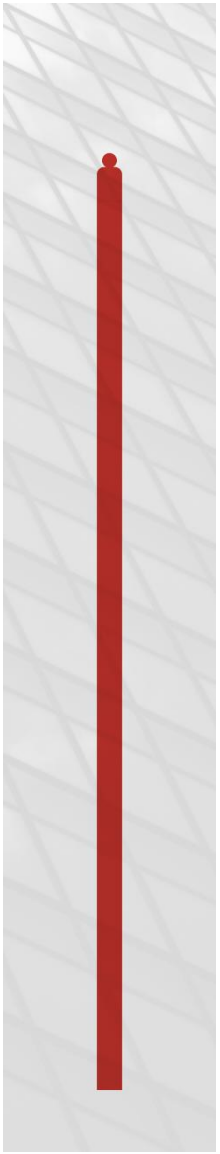
5 November 2026

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

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Disclaimer

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- This presentation does not contain all of the information that is material for an investment decision.
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KEY HIGHLIGHTS

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Key Highlights

A New Academic Journey Begins: Welcoming 2026-2027

AUM and ACM combined enrolled **3,371** new students in Fall 2026, taking the total enrolled students in Fall 2026 to **13,215**.

Orientation programs introduced new students to academic expectations, institutional resources, and campus life, supporting their smooth transition into higher education.

New and returning students began the academic year in an engaging campus environment, with activities fostering creativity, innovation, and student involvement, including *Club Connect*, a dedicated event showcasing student clubs and extracurricular opportunities.









Key Highlights

AUM Ranks #1 in Kuwait in QS Arab Region Rankings 2027

The American University of the Middle East (AUM) has been ranked #1 in Kuwait for the fifth consecutive year, while securing 22nd place in the QS Arab Region Rankings 2027.

Maintaining its position among the region's leading universities, AUM continues to demonstrate its commitment to excellence in education, research, and innovation, reinforcing its standing in Kuwait and across the Arab region.

Source: *QS Arab Region Rankings 2027, Quacquarelli Symonds,* October 2026



Key Highlights

Advancing Research Excellence and Global Impact

AUM continues to strengthen its research environment through a sustained commitment to academic excellence, innovation, and impactful scholarly contributions.

This commitment is reflected in the recognition of 16 AUM faculty members among the World's Top 2% Scientists in the Stanford/Elsevier 2026 database, compared with 9 in the previous year, highlighting the University's expanding research contributions and international visibility.

Source: *Ioannidis, J. P. A. (2026). August 2026 data-update for "Updated science-wide author databases of standardized citation indicators."* Elsevier Data Repository, 7 October 2026.



Key Highlights

Fostering a Vibrant Community On and Beyond Campus

AUM continued to enrich campus life and community engagement through initiatives promoting experiential learning, teamwork, and well-being.

Highlights included the sponsorship of *Ma'a Al Talaba* program in collaboration with the Ministry of Education, engaging high school students in knowledge-based competitions; a field visit to Asnan Tower, offering practical learning opportunities; and the KIPCO Sports Friendly Weekend, fostering teamwork and sportsmanship.

Faculty and staff also participated in First Aid and CPR Certification Program, strengthening emergency preparedness and campus safety.



Ma'a Al Talaba (With Students) Program Empowering High School Students



Asnan Tower Field Visit Connecting Learning with Real-World Experience



KIPCO Sports Friendly Weekend Celebrating Teamwork and Sportsmanship



First Aid and CPR Certification for Faculty and Staff

AT A GLANCE

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At a Glance

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AUM
American University Of The Middle East

ACM
American College of the Middle East

Leading
private higher education company in the GCC

25+
years of operating experience

13,215[1]
enrolled students in AUM and ACM

University of choice
for Engineering and Business

KD 75.1 million
in revenue[2]

KD 37.3 million
in EBITDA[2]

4%
2016-2025 Revenue CAGR

275 fils
Cash Dividend per share for FY 2025

[1] enrolled beginning of the Fall 2026 semester
[2] LTM Q3 2026

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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 in Kuwait
QS World University Rankings 2027

#22 in the Arab Region
QS Arab Region University Rankings

Among World's Top 650 Universities
QS World University Rankings

International Accreditations
Institutional & Programmatic

#1 in Kuwait
Sustainability Rankings 2025-2026
QS | UI GreenMetric | 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

Board & Executive Management

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Board & Executive Management

Board of Directors

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

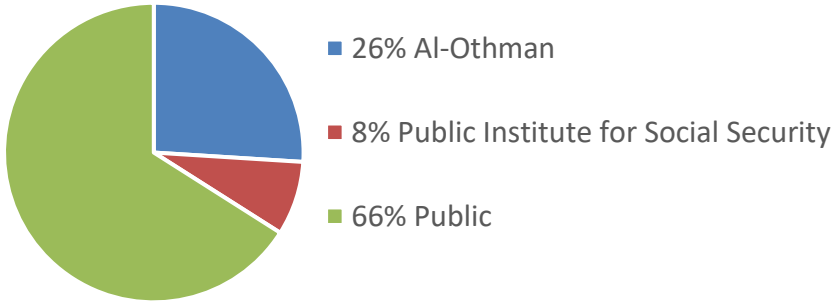
Executive Management

Name	Position
Mr. Mohammad Murtadha Othman	CEO - Al Arabia Educational Enterprises Co.
Dr. Shqipe Gerguri Rashiti	President AUM
Mr. Anup Dhand	CFO
Ms. Nisreen Rasheed	VP - Compliance & Administration
Dr. Mohaned Hassanin	President ACM

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Share Price Performance

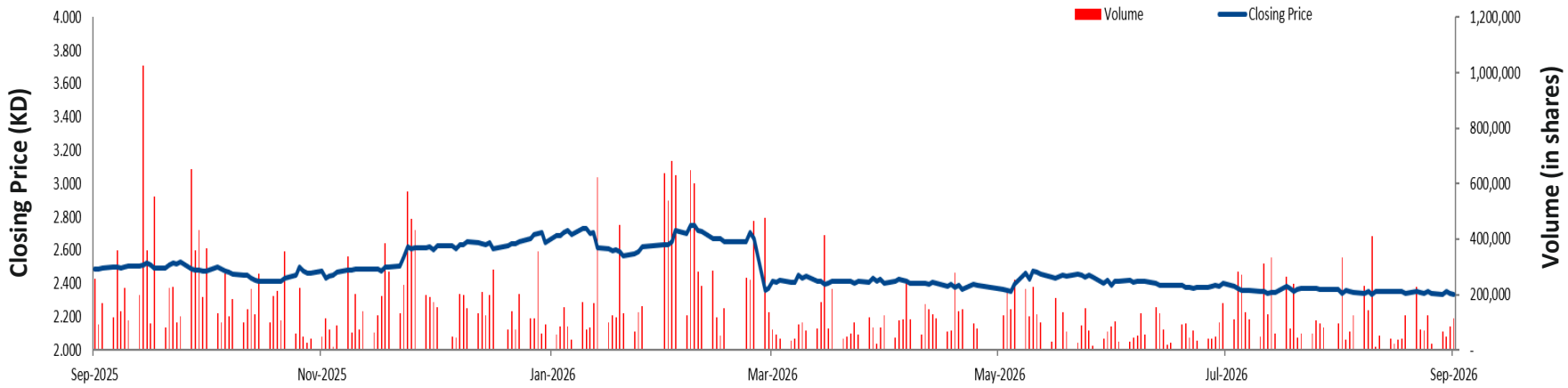
Shareholding (30 September 2026)



	KD
Closing price as at 30 September 2026	2.336
Market Cap (KD mn) [1]	313
Market Cap (USD bn)	1.0
6m avg. daily trading volume (% of shares outstanding)	0.08%
52-weeks high [2]	2.750
52-weeks low [2]	2.333

Current trading multiples [3]	
EV/EBITDA (LTM Q3 2026)	6.6X
P/E (LTM Q3 2026)	9.3X
Cash dividend yield (FY 2025 dividends)	11.8%

1-year share price performance



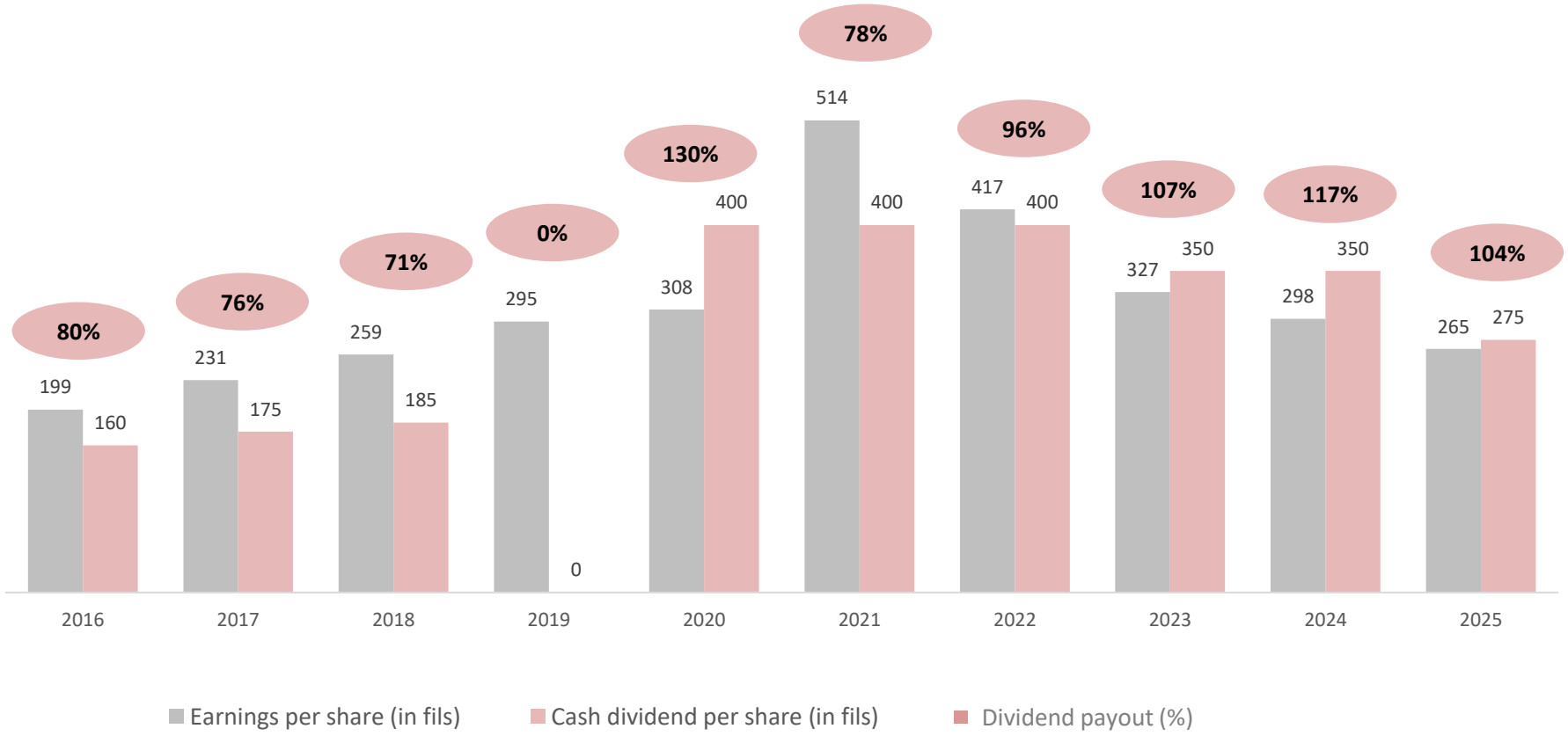
1) Based on 134,123,331 shares outstanding
2) Based on closing share price
3) Based on closing share price of KD 2.336 as at 30 September 2026 and LTM Q3 2026 financials

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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 approved at AGM for FY 2025.
- The payout ratio of the cash dividend for FY 2025 is 104%.

EPS / Dividend / Dividend payout



Research Coverage

Broker	Target price	Date of report	Analyst
HSBC	3.500	3 August 2026	• Ankur Agarwal
arqaam CAPITAL	3.500	30 July 2026	• Christine Kalindjian
SICO Est 1995 سيكو	3.300	28 September 2025	• Ahmed AlDoseri
EFG HERMES	3.280	8 March 2026	• Hatem Alaa • Mirna Maher
citi	3.000	29 July 2026	• Michel Salameh

Q3 2026 Financial Performance

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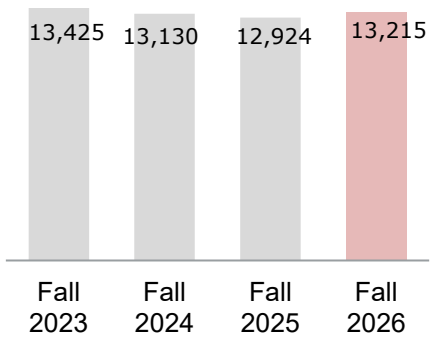
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Financial Performance – Q3 2026

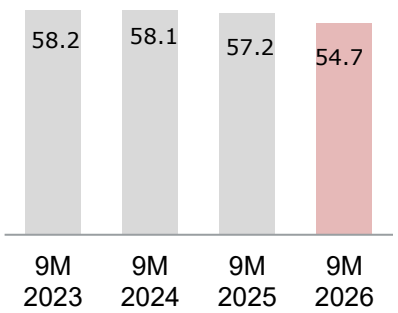
- 9M 2026 revenue was KD 54.7 million as compared to KD 57.2 million in 9M 2025, mainly due to recording revenue in 9M 2026 net of the reduction in Library, Internet and students' activity fees for scholarship students and due to the change in the number of enrolled students.
- 9M 2026 EBITDA is KD 26.5 million as compared with 9M 2025 EBITDA of KD 28.0 million.
- 9M 2026 net profit is KD 23.8 million as compared with 9M 2025 net profit of KD 25.5 million, mainly due to AUM's one-time contribution of KD 2 million to Kuwait Emergency Response Fund.
- Total equity and Total assets as of 30 Sep 2026 were KD 97.7 million and KD 142.7 million, as compared to KD 100.7 million and KD 143.6 million, respectively, as of 30 Sep 2025.

Key figures and ratios	Q3 2025	Q3 2026	Change	9M 2025	9M 2026	Change
Number of Students (Fall)	12,924	13,215	2%	12,924	13,215	2%
Revenue (KD mn)	17.4	17.0	-2%	57.2	54.7	-4%
EBITDA (KD mn)	8.1	7.4	-9%	28.0	26.5	-5%
EBITDA margin (%)	47%	43%	-4%	49%	48%	-1%
Net Profit (KD mn)	7.2	6.5	-11%	25.5	23.8	-7%
Net margin (%)	42%	38%	-4%	45%	44%	-1%
EPS (in fils)	54	48	-11%	190	178	-6%
Equity (KD mn)	100.7	97.7	-3%	100.7	97.7	-3%
Total Assets (KD mn)	143.6	142.7	-1%	143.6	142.7	-1%

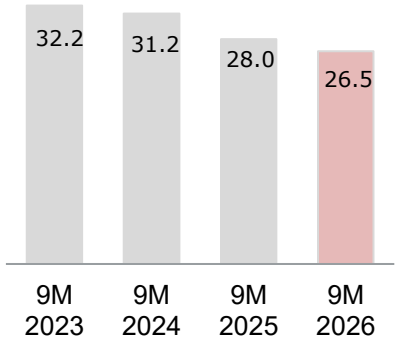
Number of students *



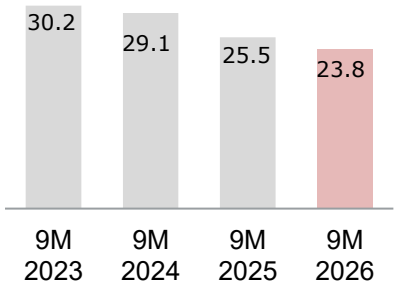
Revenue (KD mn)



EBITDA (KD mn)



Net profit (KD mn)



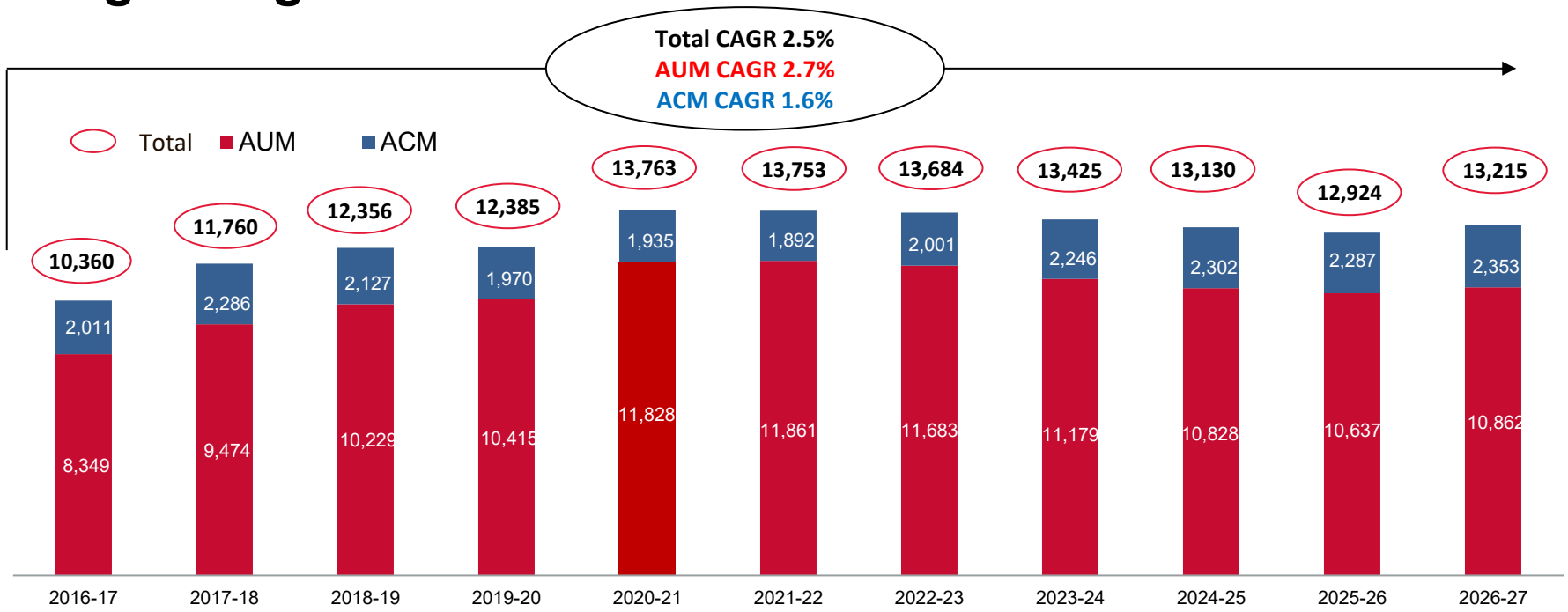
* enrolled beginning of the Fall semester

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Student Enrollment growing at a CAGR of 2.5%

Total students enrolled

(beginning of the Fall semester)



AUM %	81%	81%	83%	84%	86%	86%	85%	83%	82%	82%	82%
ACM %	19%	19%	17%	16%	14%	14%	15%	17%	18%	18%	18%

Deferred income as of 30 September 2026

- Deferred Income of KD 27.3 million as of 30 September 2026, relates to unrecognised revenue of the Fall 2026 semester.

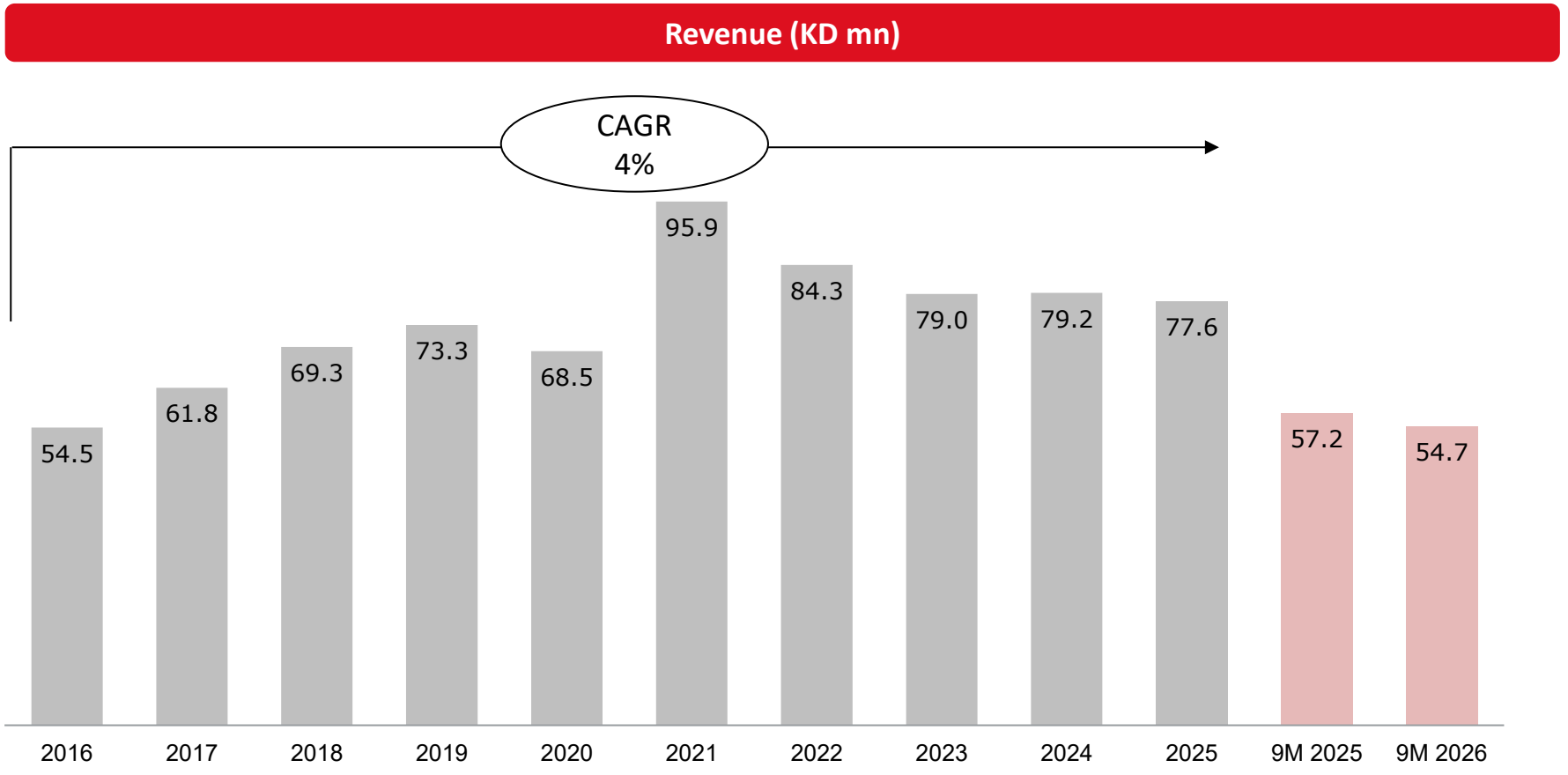
Key Financials

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Key Financials – Revenue Trends

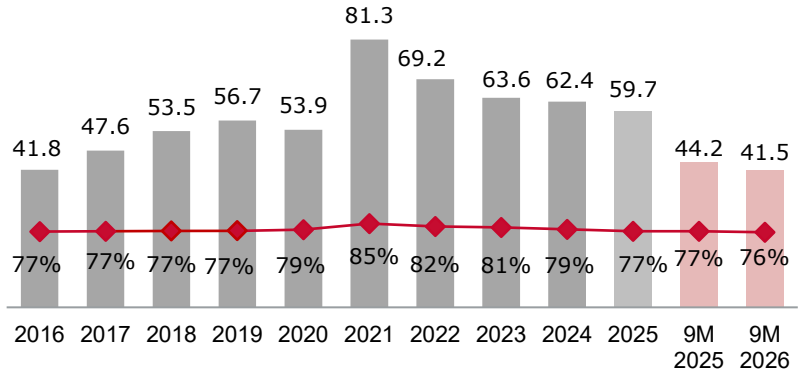
- Revenue grew at a CAGR of 4% in the period 2016-2025 and was KD 77.6 million in FY 2025.
- 9M 2026 revenue was KD 54.7 million as compared to KD 57.2 million in 9M 2025, mainly due to recording revenue in 9M 2026 net of the reduction in Library, Internet and students' activity fees for scholarship students and due to the change in the number of enrolled students.



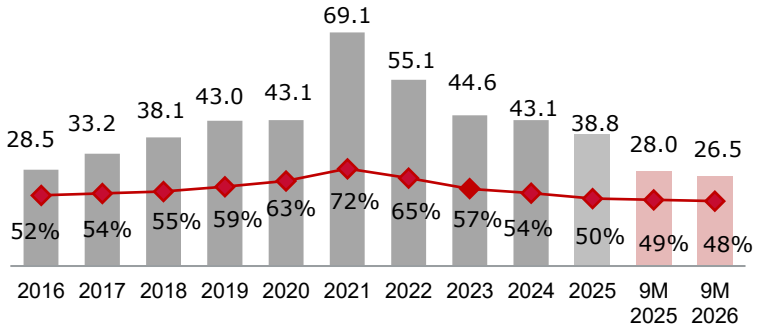
Key Financials – Consistently High Margins

- Gross profit amounted to KD 41.5 million for 9M 2026. Gross profit margin was 76% in 9M 2026
- EBITDA amounted to KD 26.5 million for 9M 2026. EBITDA margin was 48% in 9M 2026
- 9M 2026 net profit is KD 23.8 million as compared with 9M 2025 net profit of KD 25.5 million, mainly due to AUM's one-time contribution of KD 2 million to Kuwait Emergency Response Fund. Net profit margin was 44% in 9M 2026.

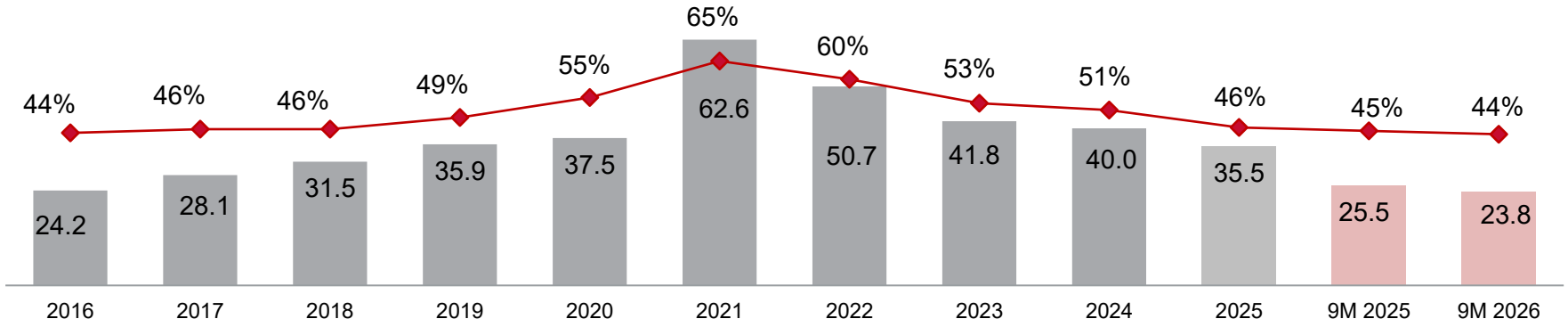
Gross profit (KD mn) and gross profit margin



EBITDA (KD mn) and EBITDA margin



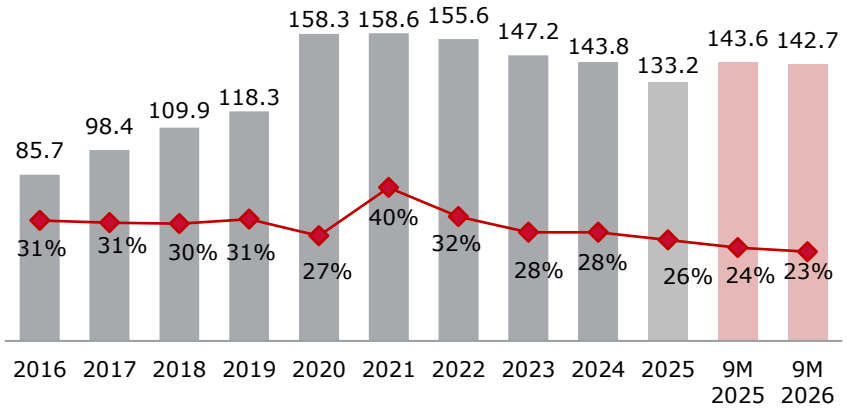
Net profit (KD mn) and net profit margin



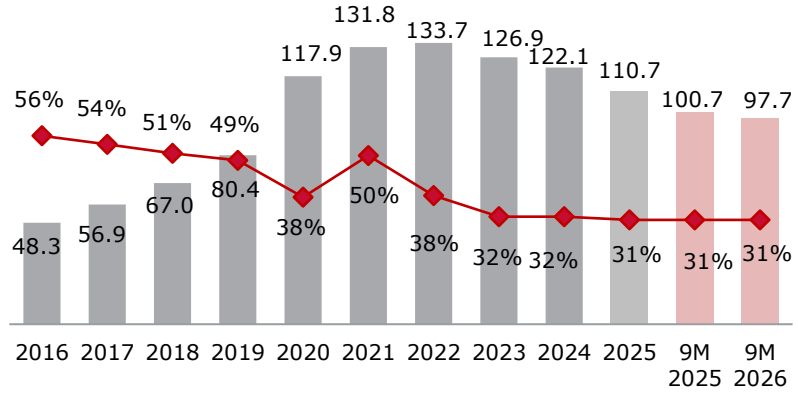
Key Financials – Consistent High ROAA and ROAE

- Humansoft's fortress balance sheet, high ROAA & ROAE provide protection, resilience, and enable Humansoft to remain robust.
- Humansoft's ROAA was 23% in 9M 2026
- Humansoft's earnings have resulted in an ROAE of 31% in 9M 2026
- Humansoft has a net cash position of KD 66.8 million as of 30 September 2026
- KD 33 million capex was incurred during the year 2016 to 2018 to make significant additions to the campus infrastructure

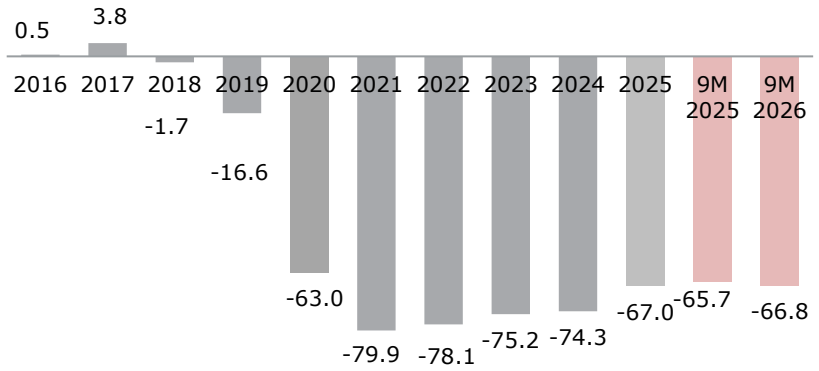
Total assets (KD mn) and ROAA



Total equity (KD mn) and ROAE

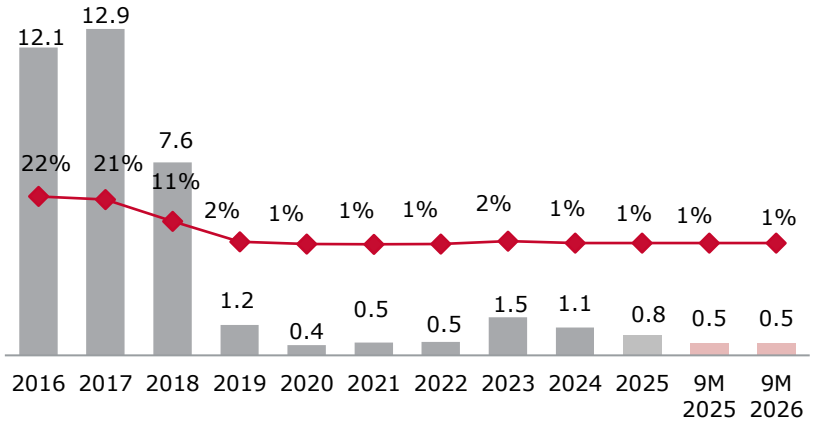


Net Debt [1] (KD mn)



[1] Debt less cash

Capex (KD mn) and capex as % of revenue



STRONG EQUITY STORY

Solid track record
Strategic pillars
Long term focus

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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**

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Strategic pillars

1

Academic excellence

2

Operating efficiency

3

Shareholder value

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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