



Investment Holding Group Q.P.S.C
Investor Presentation
For the Year ended 31 December 2020

1	Introduction	•
2	Operating Environment	•
3	Business Review	•
4	Financial Overview	•
5	Appendix	•

- Investment Holding Group Q.P.S.C (the “Company” or “IHG”) was established on May 11, 2008 and registered in the State of Qatar under commercial registration no. 39127. On May 11, 2017, the legal status of the Company was converted from limited liability company to Qatari Public Shareholding Company.
- IHG is one of Qatar’s leading companies with diversified business activities, that operates at different levels such as construction and contracting, specialized contracting (mechanical, electrical and plumbing), supply of building materials, safety equipment, wooden products, fire fighting systems, and other related materials, in addition to food, chemical and consumable supplies.
- The Group has maintained a consistent rate of growth in profits and investment returns.

Consolidated Statement of Profit or Loss

	Dec. 2020 QR. ‘000	Dec. 2019 QR. ‘000
Total Revenue	321,332	443,522
Gross Profit	72,708	107,907
Gross Profit margin	23%	24%
Net Profit for the year	27,146	54,580
Net Profit attributable to the shareholders of IHG	23,365	55,074
Net Profit margin	8%	12%
Earning Per Share (QR/share)	0.028	0.066

Consolidated Statement of Financial Position

	Dec. 31, 2020 QR. ‘000	Dec. 31, 2019 QR. ‘000
Total Assets	1,374,031	1,415,310
Total Liabilities	531,981	596,919
Total Shareholders’ Equity	842,051	818,391
Equity attributable to the shareholders of IHG	832,457	796,078

1	Introduction
2	Operating Environment
3	Business Review
4	Financial Overview
5	Appendix



Vision

The Group's vision is to invest to grow organically and inorganically in order to be recognized as a market leader in each sector in which it invests in, by achieving sustainable growth and maintaining high quality performance building on its core values, people and expertise.



Mission

The Group's mission is to contribute to the development of the local economy, deliver steady and sustainable returns for our shareholders while it diversifies its investments in a variety of sectors, including construction, manufacturing, engineering, education, healthcare, trading, hospitality and real estate.



Values

Our values define who we are and how we work with our stakeholders.

TRUST

Maintaining a transparent and long-standing relationship with our stakeholders.

INTEGRITY

Exhibiting honesty and genuineness in all what we do.

RESPONSIBILITY

We focus on finding solutions and achieving results while taking responsibility for our actions and its outcome.

EXCELLENCE

We strive excellence by delivering high quality, outstanding solutions, products and services.

Board of Directors

	Name	Designation
1	HE Ghanim Sultan Al-Hodaifi Al-Kuwari	Chairman
2	Khalid Ghanim S Al-Hodaifi Al-Kuwari	Vice Chairman
3	Sheikh Nasser bin Ali bin Saud Al Thani	Board Member (Independent, Non-Executive)
4	Hamad Abdulla Shareef Al Emadi	Board Member (Independent, Non-Executive)
5	Omer Abdulaziz Al-Marwani	Board Member (Independent, Non-Executive)
6	Abdul-Rahman Ghanim S Al-Hodaifi Al-Kuwari	Board Member (Non-Independent, Non-Executive)
7	Mohammed Ghanim S Al-Hodaifi Al-Kuwari	Board Member (Non-Independent, Executive)
8	Sultan Ghanim S Al-Hodaifi Al-Kuwari	Board Member (Non-Independent, Non-Executive)
9	Hamad Ghanim S Al-Hodaifi Al-Kuwari	Board Member (Non-Independent, Non-Executive)
10	Abdul-Aziz Ghanim S Al-Hodaifi Al-Kuwari	Board Member (Non-Independent, Non-Executive)

Board committees

Nomination and Remuneration committee	Designation
Sheikh Nasser bin Ali bin Saud Al Thani	Chairman
Khalid Ghanim Sultan Al Hodaifi Al Kuwari	Member
Hamad Abdulla Shareef Al Emadi	Member
Hamad Ghanim Sultan Al Hodaifi Al Kuwari	Member

Audit and Risk Management committee	Designation
Omar Abdul-Aziz Al-Marwani	Chairman
Sheikh Nasser Ali S Thani Al-Thani	Member
Walid Ahmed Al Saadi	Member – Board Advisor
Samir Abu Lughod	Independent Member

Executive Management

Name	Designation
Samer Wahbeh	Group Chief Executive Officer
Mohamed Ghanim Al Kuwari	Deputy CEO
Mohamed Abdalla	Group Chief Financial Officer
Sanaa Daakour	Group Head of Legal Affairs
Mohamad Rizk	Group Head of HR and Administration
Asmaa Belal	Investor Relations Officer

1	Introduction
2	Operating Environment
3	Business Review
4	Financial Overview
5	Appendix

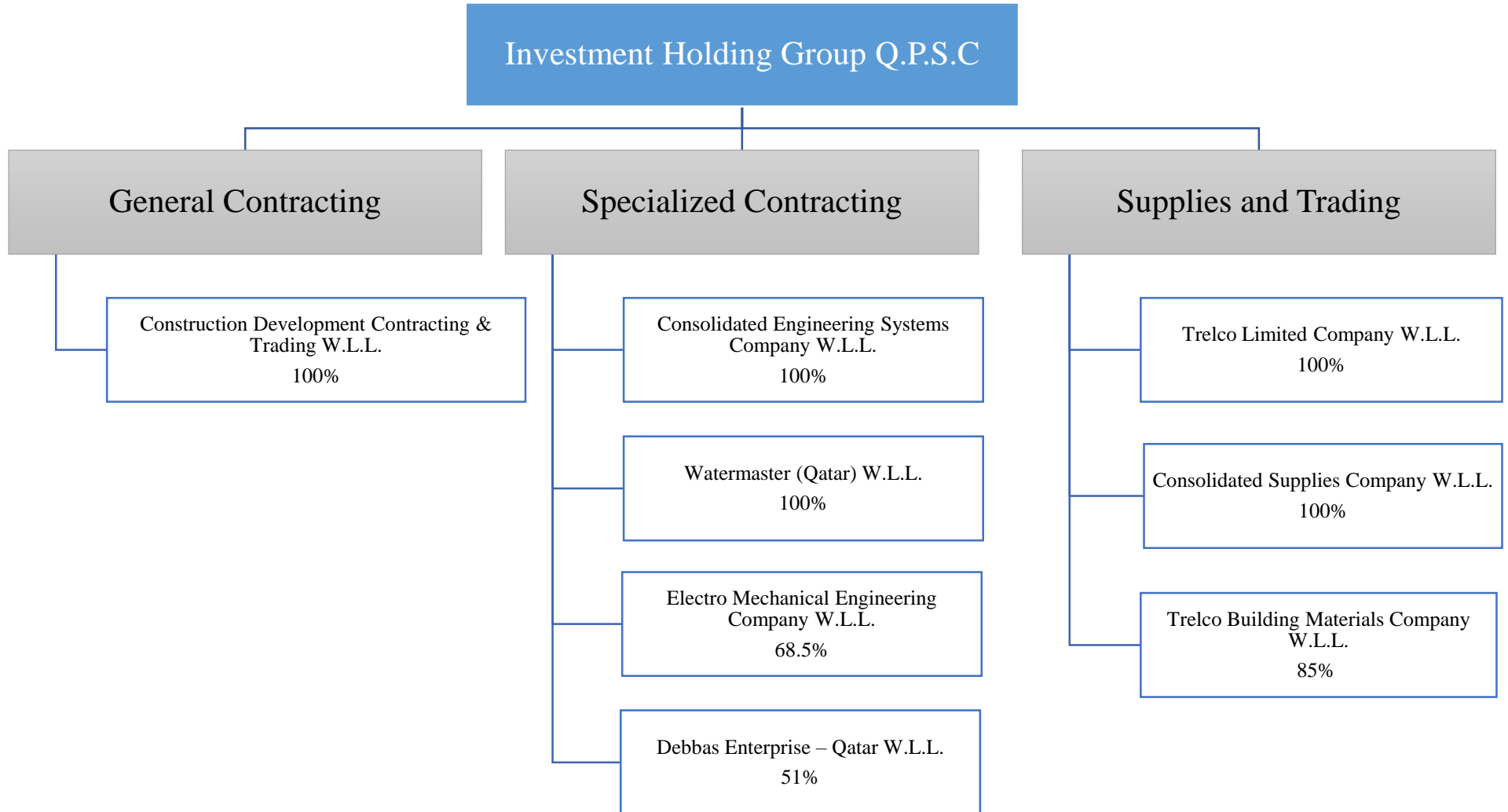


Opportunities

The Group aims to benefit from the economic growth in the country, especially in non-oil sectors, including healthcare, education and transportation, along with those related to the hosting of World Cup in 2022.

Exploring opportunities arising by the economic diversification in the local market, as part of the Qatar National Vision 2030

The Group capitalize on the country's positive sentiment in terms of new business and investment opportunities emerging from the country's objective for self-sufficiency in food production and manufacturing.



- Established in 2006
- Specialized in fire fighting and low current systems associated with commercial and residential complexes, industrial plants and military establishments. Also specializes in lighting and electrical installation material for different applications
- Certificates awarded ; ISO 9001:2015, ISO 14001:2015 and 18001:2007.



- Established in 1977.
- A supply and trading company serving diverse market sectors including information technology and communications, security, engineering, construction, transport, materials, services, energy and consumer products.
- TLC specializes in the trading of industrial materials & chemicals, oil & gas, water treatment, agricultural & health chemicals.
- One of the major suppliers of imported foods and beverages, beauty cosmetics and other consumer goods in Qatar
- Shares of Trelco Limited were transferred to IHG in 2008



- Established in 2002, CSC is a multidivisional company which is specialized in fire extinguishers refilling and servicing, supply and maintenance of electrical, lighting, sanitary-ware and personal protective equipment.
- CSC supplies other building materials such as safety equipment, power tools, hand tools, plumbing materials, lighting fixtures, binding wires and other accessories, which are commonly used in construction projects.
- Established multiple divisions with international brand names including Waiss and Hammer Man being distinguished products for sanitary ware and personal protective equipment respectively, which are exclusive trademarks for CSC.

- Established in 2006
- A leading specialized contracting company in the wellness industry, specializing in water-related projects encompassing Water Features, water/ waste water treatment, wellness & pools and musical fountains.
- Provides design of the treatment plants, sub water networks as well as supply, installation, commissioning and maintenance of the treatment plants.
- Completed around 170 projects in Qatar.
- Certificates awarded ; ISO 9001:2015, ISO 14001:2015 and 18001:2007.

- Established in early 2005
- A civil contracting company which provides a full range of construction services.
- Executed many projects including turnkey projects, design & build, maintenance & renovation and value engineering.
- More than 70 completed distinguished projects
- The Company established structural, MEP and architectural divisions, qualifying it to execute most of the construction works in house.
- Certificates awarded ; ISO 9001: 2008 and ISO 14001: 2004



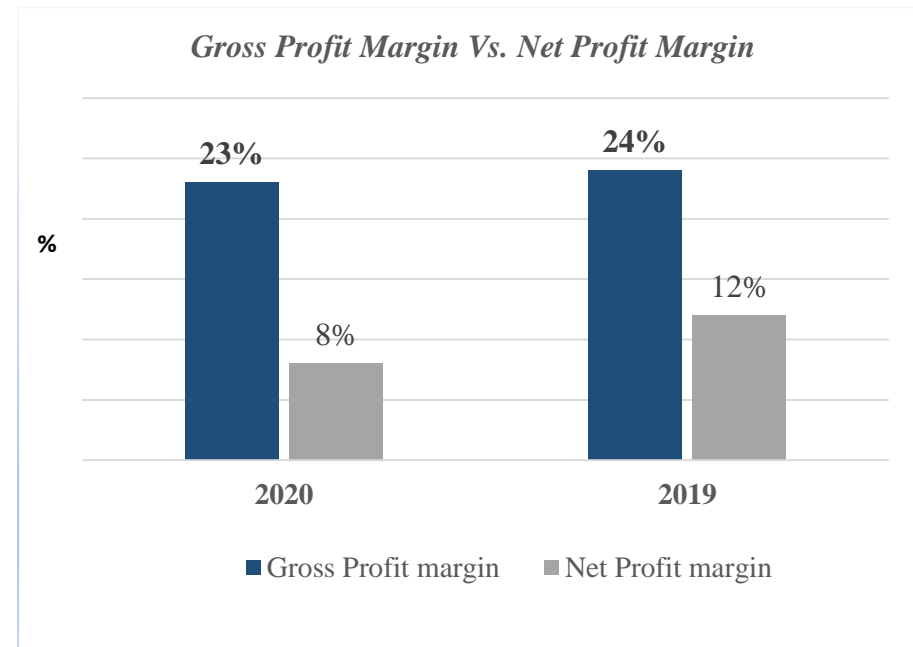
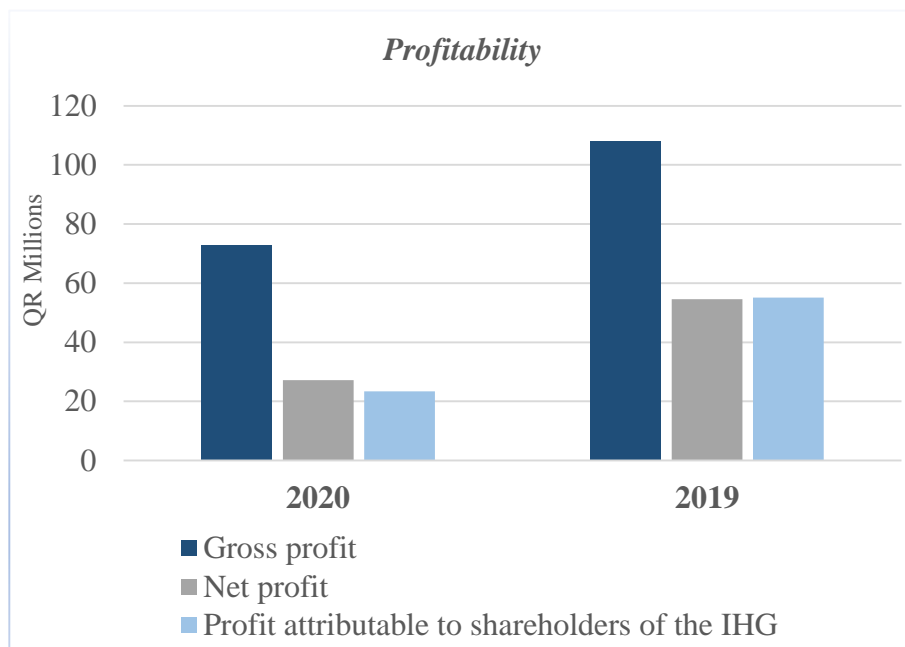
- Established in 2005.
- A premier provider of construction and contracting services in Qatar.
- Provides various mechanical, electrical and contracting activities. Its areas of specialty include installation and maintenance of HVAC, plumbing, drainage and water supply systems. It also specializes in supply, installation and maintenance of high voltage and low voltage equipment, in addition to low current, security and building management systems.
- Certificates awarded ; ISO 9001:2015, ISO 14001:2015 and ISO:45001:2018.



- Established in 2006, in partnership with Debbas Holding – Lebanon.
- An electro mechanical contracting company.
- Specialized in the electromechanical projects and services such as mechanical, electrical, plumbing, low voltage works, data center infrastructure in addition to street lighting installations.
- Structured to tackle the entire process from design support, planning and comprehensive engineering to complete execution and integrated facility management services
- Certificates awarded ; ISO 9001:2015, ISO 14001:2015 and OHSAS 18001:2007.

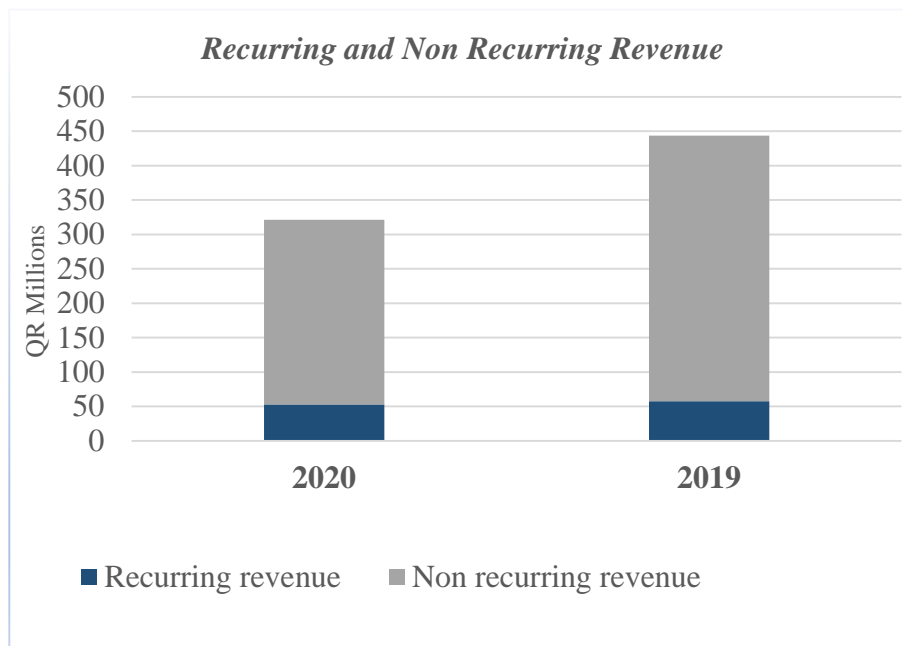
- Established in 2008.
- One of the leading providers of building materials, including (but not limited to), prop pipe supports, scaffolding, soft wood species, hard wood species, engineering panels and wood-based panels engineering products.
- Offers wide range of wooden products to its clients, mainly the civil contracting companies, joinery and wood works factories, governmental projects, factories, and individuals.
- Certificates awarded ; ISO: 9001:2015.

1	Introduction
2	Operating Environment
3	Business Review
4	Financial Overview
5	Appendix

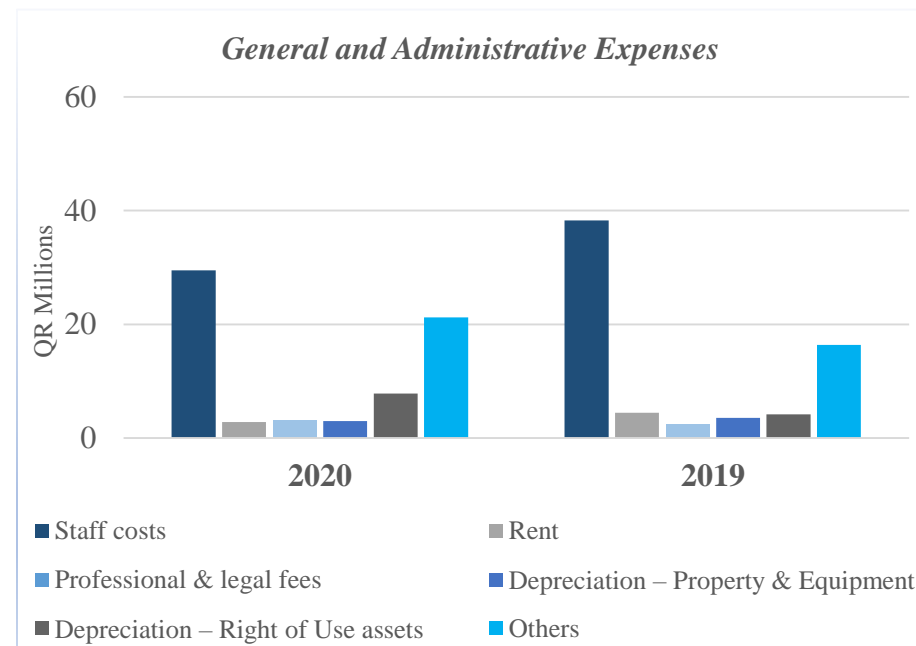


	2020 QR. Millions	2019 QR. Millions
Gross profit	72.7	107.9
Net profit	27.1	54.6
Profit attributable to shareholders of IHG	23.4	55.1

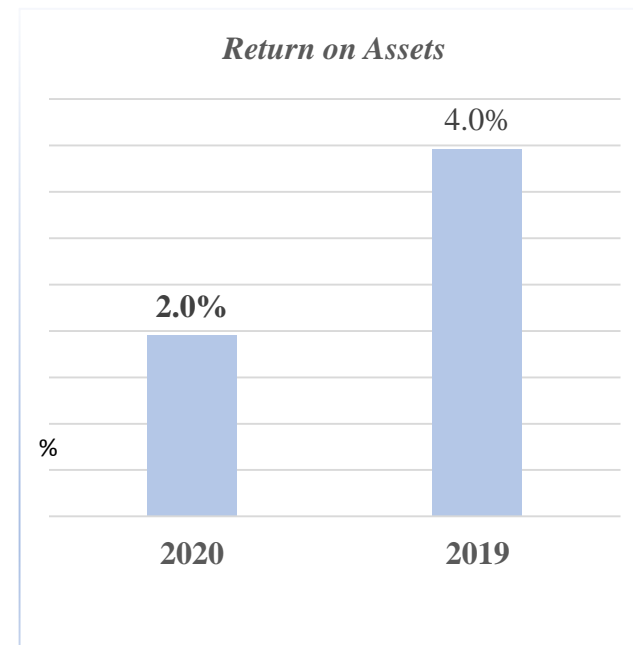
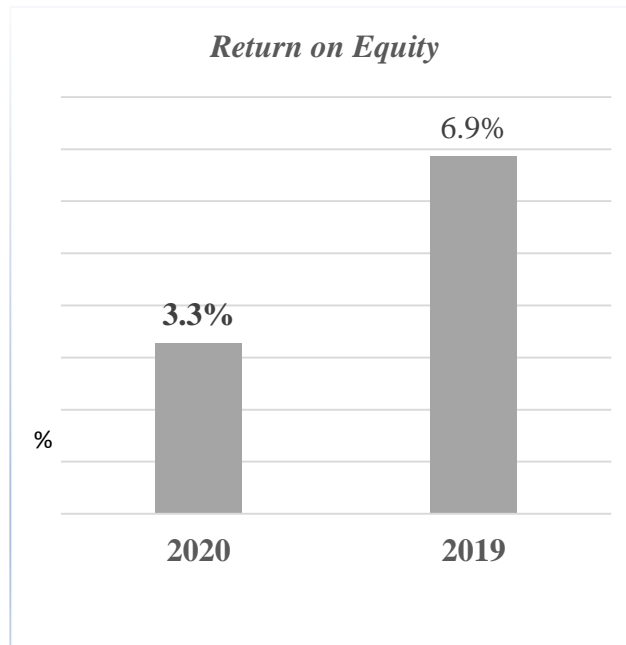
	2020 %	2019 %
Gross Profit margin	23%	24%
Net Profit margin	8%	12%



	2020 QR. Millions	2019 QR. Millions
Recurring revenue	52.8	57.4
Non recurring revenue	268.5	386.1
Total Revenue	321.3	443.5



	2020 QR. Millions	2019 QR. Millions
Staff costs	29.5	38.3
Rent	2.8	4.5
Professional & legal fees	3.1	2.3
Depreciation – Property & Equipment	3.0	3.5
Depreciation – Right of Use assets	7.8	4.2
Others	21.3	16.4



Earning per Share:

Profit for the period attributable to shareholders of IHG/Weighted average number of shares outstanding during the year

Return on Equity:

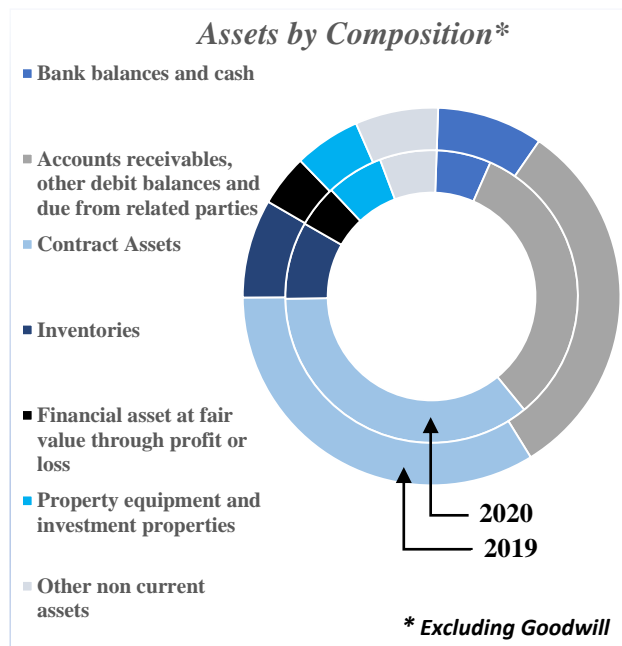
*Net profit for the period / Average Total Equity**

**Average Total Equity=(Beginning Total Equity+ Ending Total Equity)/2*

Return on Assets:

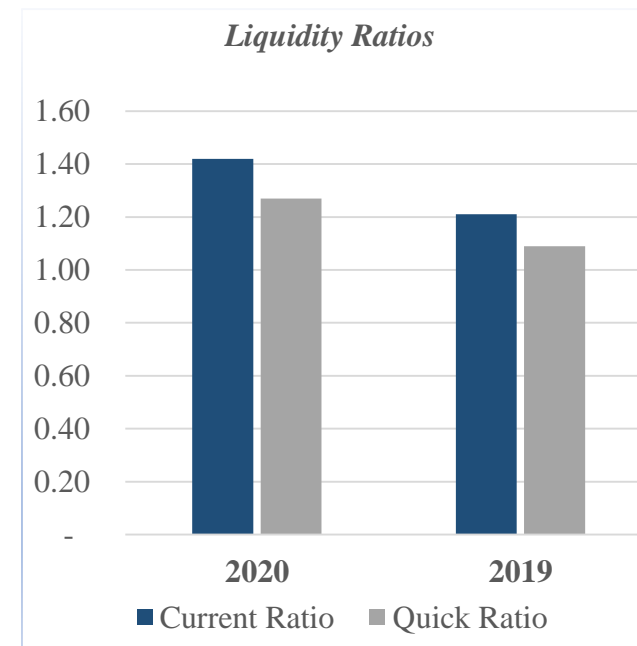
*Net profit for the period /Average Total Assets***

***Average Total Assets=(Beginning Total Assets + Ending Total Assets)/2*



	2020 QR. Millions	2019 QR. Millions
Total assets	1,374.0	1,415.3

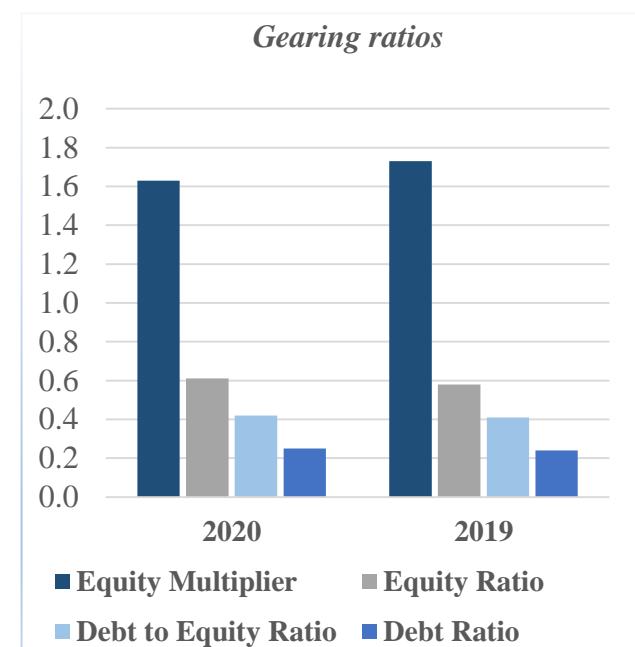
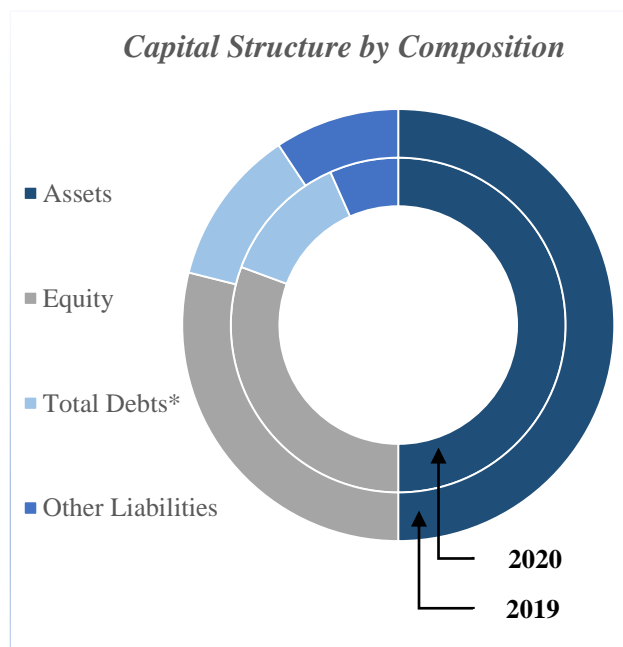
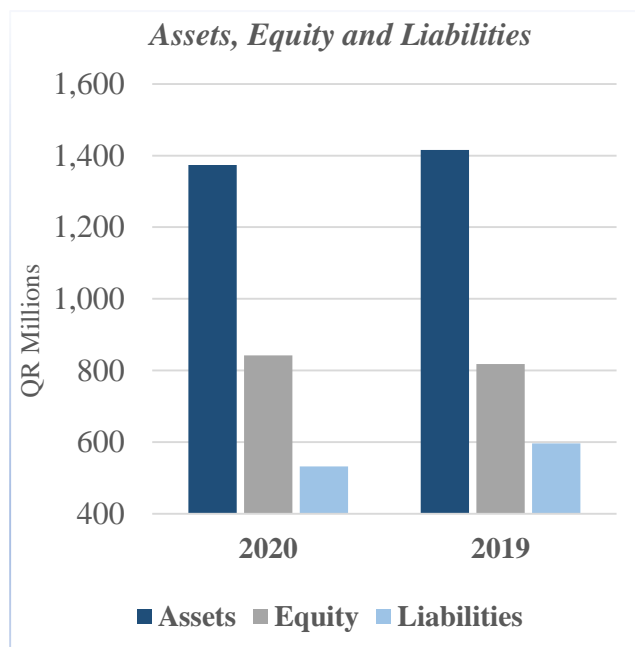
	2020 %	2019 %
Bank balances and cash	6%	9%
Accounts receivables, other debit balances and due from related parties	33%	32%
Contract Assets	36%	34%
Inventories	8%	8%
Financial asset at fair value through profit or loss	5%	4%
Property equipment and investment properties	6%	6%
Other non current assets	6%	7%



	2020 Times	2019 Times
Current ratio	1.42	1.21
Quick ratio	1.27	1.09

Current Ratio:
Total current assets/Total current liabilities

Quick Ratio:
(Total current assets – inventories)/Total current liabilities



	2020 QR. Millions	2019 QR. Millions
Assets	1,374.0	1,415.3
Equity	842.0	818.4
Liabilities	532.0	596.9

	2020 %	2019 %
Assets	50%	50%
Equity	31%	29%
Total debts*	13%	12%
Other liabilities	6%	9%

	2020 Times	2019 Times
Equity multiplier	1.63	1.73
Equity ratio	0.61	0.58
Debt to equity ratio	0.42	0.41
Debt ratio	0.25	0.24

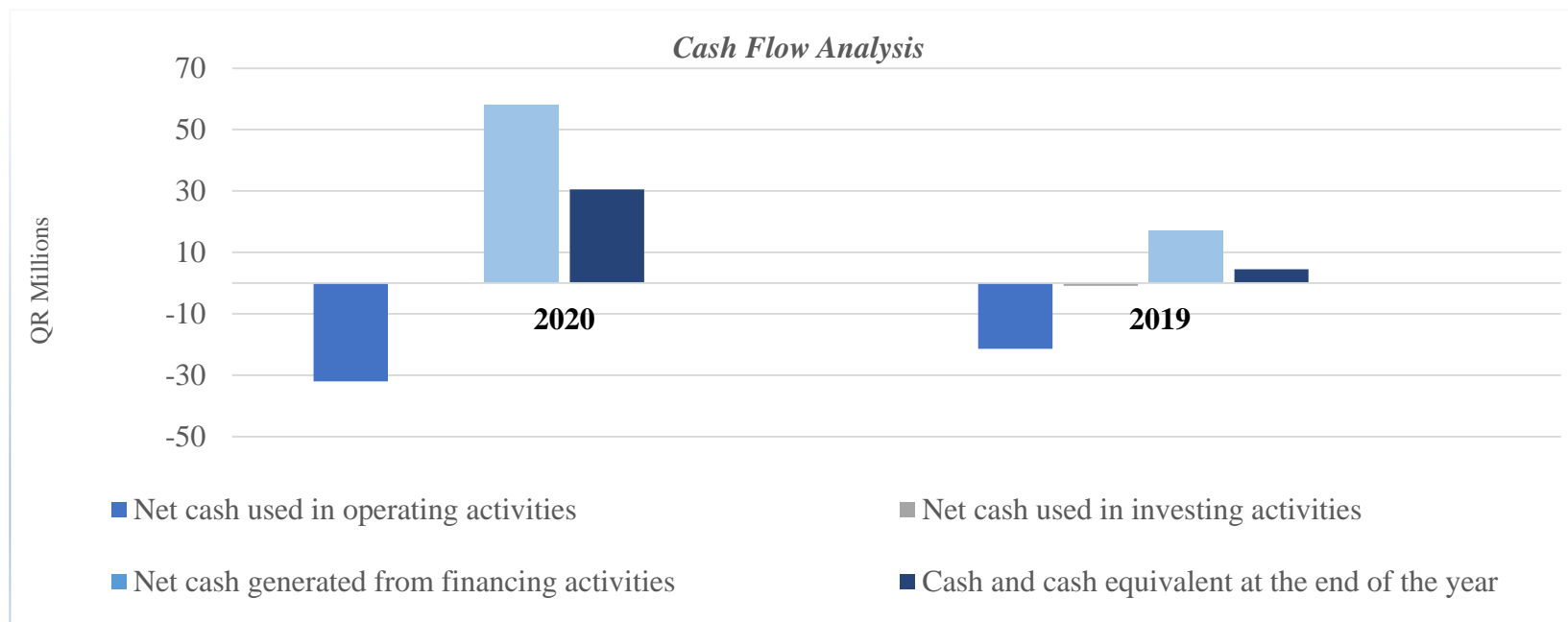
* Total borrowing represent all bank facilities and bank overdrafts

Equity Multiplier: Total assets/ Total Equity

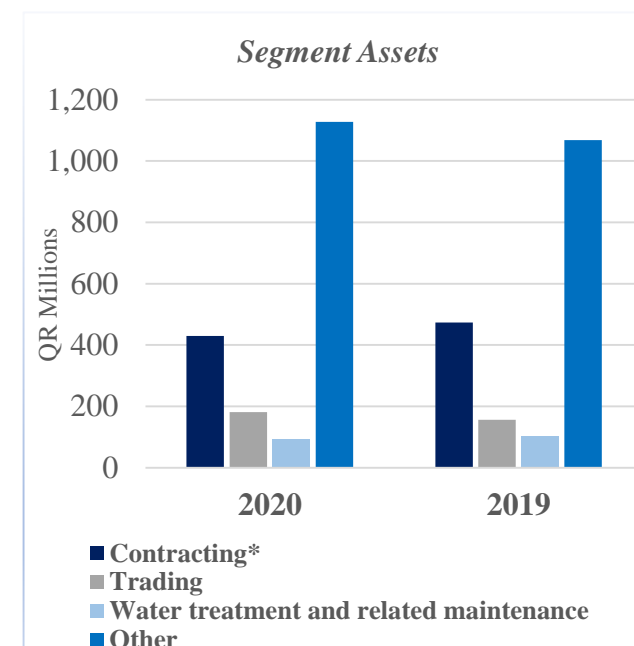
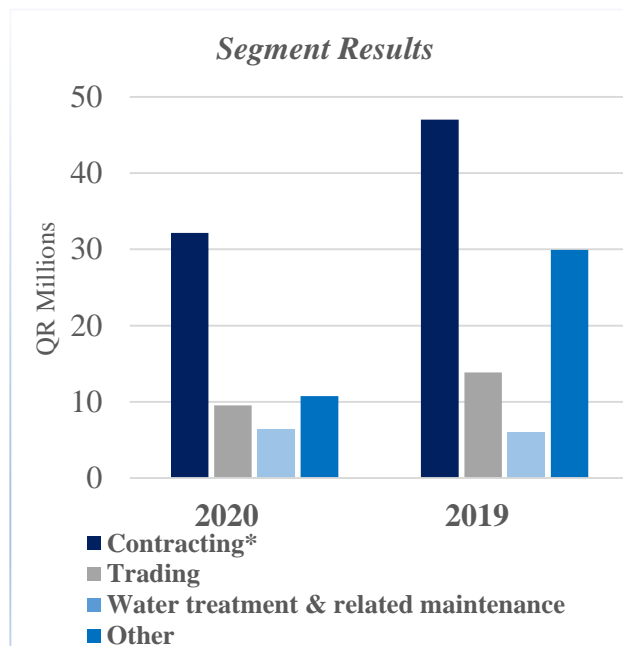
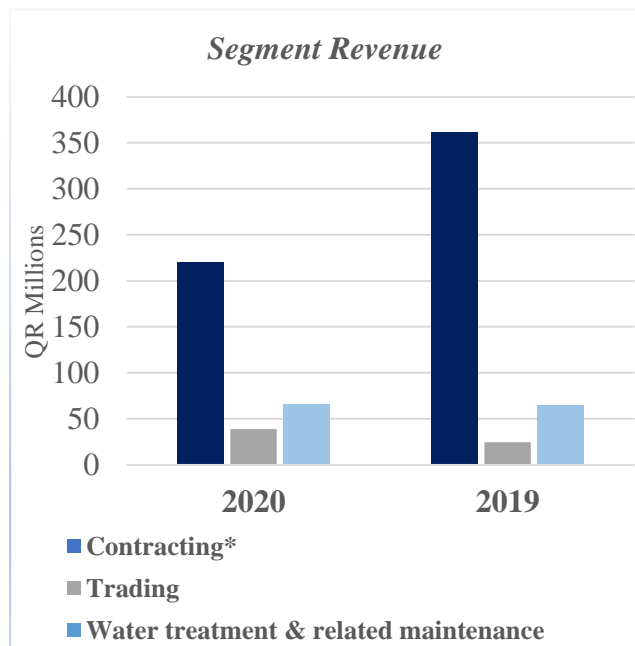
Equity Ratio: Total Equity/Total Assets

Debt to Equity Ratio: Total Debts / Total Equity

Debt Ratio: Total Debts/ Total Assets



	2020 QR. Millions	2019 QR. Millions
Net cash used in operating activities	(32.0)	(21.4)
Net cash used in investing activities	(0.1)	(0.8)
Net cash generated from financing activities	58.0	17.1
Cash and cash equivalent at the end of the year	30.5	4.6



	2020 QR. Millions	2019 QR. Millions
Contracting*	219.5	361.1
Trading	38.8	24.7
Water treatment & related maintenance	65.2	64.6

	2020 QR. Millions	2019 QR. Millions
Contracting*	32.2	47.0
Trading	9.5	13.9
Water treatment & related maintenance	6.4	5.9
Other	10.8	29.9

	2020 QR. Millions	2019 QR. Millions
Contracting*	430.3	473.2
Trading	181.5	156.2
Water treatment & related maintenance	92.7	101.6
Other	1,128.2	1,068.5

* Contracting segment represent the contracting and specialized contracting segments.

1	Introduction	•
2	Operating Environment	•
3	Business Review	•
4	Financial Overview	•
5	Appendix	•

Consolidated Statement of Financial Position

	December 31, 2020 QR. '000 (Audited)	December 31, 2019 QR. '000 (Audited)
ASSETS		
Current assets		
Bank and cash balances	39,937	63,910
Accounts receivables and other debit balances	192,821	197,046
Contract Assets	236,278	237,235
Due from related parties	22,547	25,149
Inventories	56,576	59,483
Total current assets	548,158	582,823
Non-current assets		
Retention receivables	38,786	36,888
Financial asset at fair value through profit or loss	31,000	31,000
Investment properties	27,904	22,817
Goodwill	711,492	711,492
Right of use Assets	2,853	13,119
Property and equipment	13,837	17,171
Total non-current assets	825,873	832,486
Total assets	1,374,031	1,415,310

	December 31, 2020 QR. '000 (Audited)	December 31, 2019 QR. '000 (Audited)
EQUITY AND LIABILITIES		
Equity		
Share capital	830,000	830,000
Legal reserve	12,928	11,851
Revaluation reserves	14,398	14,398
Other reserve	(138,910)	(152,508)
Retained earnings	114,040	92,337
Equity attributable to the shareholders of the parent	832,457	796,078
Non – controlling interests	9,594	22,313
Total equity	842,051	818,391
Current liabilities		
Bank overdrafts	9,396	59,332
Borrowings	214,827	185,593
Lease liabilities	1,781	8,472
Due to related parties	8,938	36,901
Contract Liabilities	1,165	4,059
Retention Payables	3,686	2,827
Dividend Payable	3,466	3,829
Accounts payable and accruals	142,296	180,832
Total current liabilities	385,555	481,845
Non-current liabilities		
Borrowings	125,353	87,796
Lease liabilities	1,098	4,796
Retention payables	812	615
Employees' end of service benefits	19,163	21,868
Total non-current liabilities	146,426	115,074
Total liabilities	531,981	596,919
Total liabilities and equity	1,374,031	1,415,310

Consolidated Statement of Profit Or Loss and Other Comprehensive Income

	Year ended Dec. 31, 2020 QR. '000 (Audited)	Year ended Dec. 31, 2019 QR. '000 (Audited)
Revenue	321,332	443,522
Direct costs	(248,624)	(335,615)
Gross profit	72,708	107,907
Other income	25,095	20,490
Dividend income from financial assets	3,651	3,860
Fair value gain on investment properties	5,546	7,160
General and administrative expenses	(67,568)	(69,170)
Finance costs	(12,285)	(15,667)
Profit for the year	27,146	54,580
<i>Profit for the period attributable to:</i>		
The shareholders of the company	23,365	55,073
Non-controlling interests	3,781	(493)
Total profit for the year	27,146	54,580
Other Comprehensive Income		
<i>Items that will not be reclassified to profit or loss in subsequent periods:</i>		
Revaluation surplus arise from transfer of property and equipment to investment property	--	14,398
Total other comprehensive income for the year	--	14,398
Total comprehensive income for the year	27,146	68,978
<i>Attributable to:</i>		
The shareholders of the company	23,365	69,471
Non-controlling interests	3,781	(493)
Total comprehensive income for the year	27,146	68,978



IHG

Thank You.



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