



Investment Holding Group Q.P.S.C.
Investor Presentation
For the year ended December 31, 2021

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- 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 revenue.

Consolidated Statement of Profit or Loss

	For the year ended December 31	
	2021 QR. ‘000	2020 QR. ‘000
Total revenue	363,830	321,332
Gross profit	92,799	72,708
Gross profit margin	25.5%	22.6%
Net profit for the year	21,116	27,146
Net profit attributable to shareholders of IHG	26,325	23,365
Earnings per share (QR/share)	0.032	0.028

Consolidated Statement of Financial Position

	2021 QR. ‘000	2020 QR. ‘000
Total assets	1,418,226	1,374,031
Total liabilities	555,717	531,981
Total shareholders’ equity	862,508	842,051
Equity attributable to shareholders of IHG	858,123	832,457

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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	Khalid Ghanim S Al-Hodaifi Al-Kuwari	Chairman
2	Hamad 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	Abdul-Aziz Ghanim S Al-Hodaifi Al-Kuwari	Board Member (Non-Independent, Non-Executive)
10	Samir Abu Lughod	Board Member (Independent, Non-Executive)

Board Committees

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

Group Board 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	Group Deputy Chief Executive Officer
Sanaa Daakour	Group Head of Legal Affairs
Mohamad Rizk	Group Head of HR and Administration
Christine El Salibi	Investor Relations Officer

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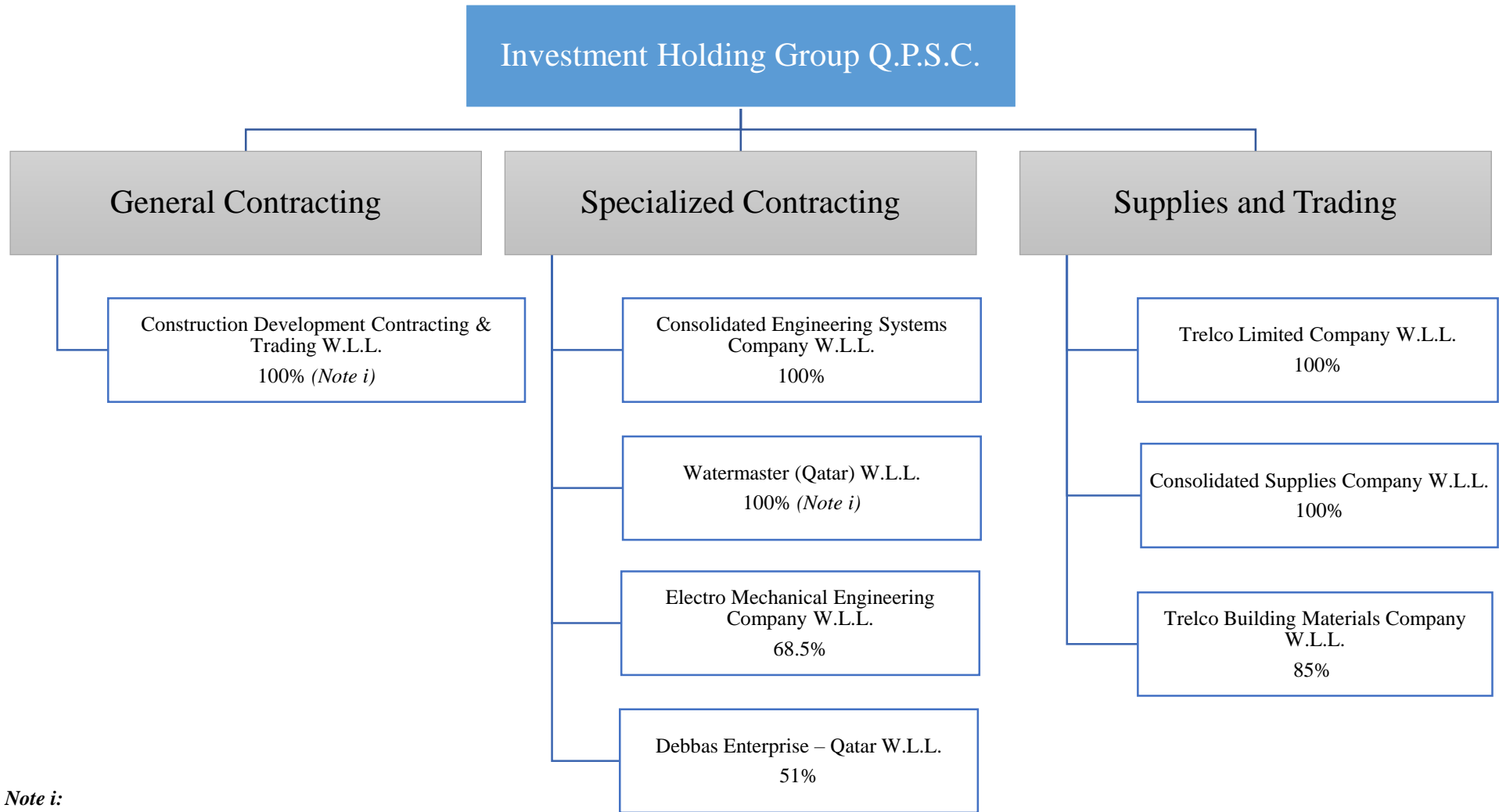


Opportunities

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.



Note i:

The Group owns indirect ownership percentage in Watermaster Qatar W.L.L. and Construction Development Contracting & Trading W.L.L. equivalent to 36.7% and 49% respectively, through its subsidiary.

- 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.



Consolidated
Engineering Systems
Company W.L.L.
(CESCO)



Consolidated Supplies
Company W.L.L.
(CSC)

- 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



Trelco Limited
Company W.L.L.
(TLC)



Watermaster Qatar
Company W.L.L.
(WMQ)

- 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.

Companies' Portfolio (Continued)

- 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



Debbas Enterprises -
Qatar W.L.L
(DEQ)



- 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 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.



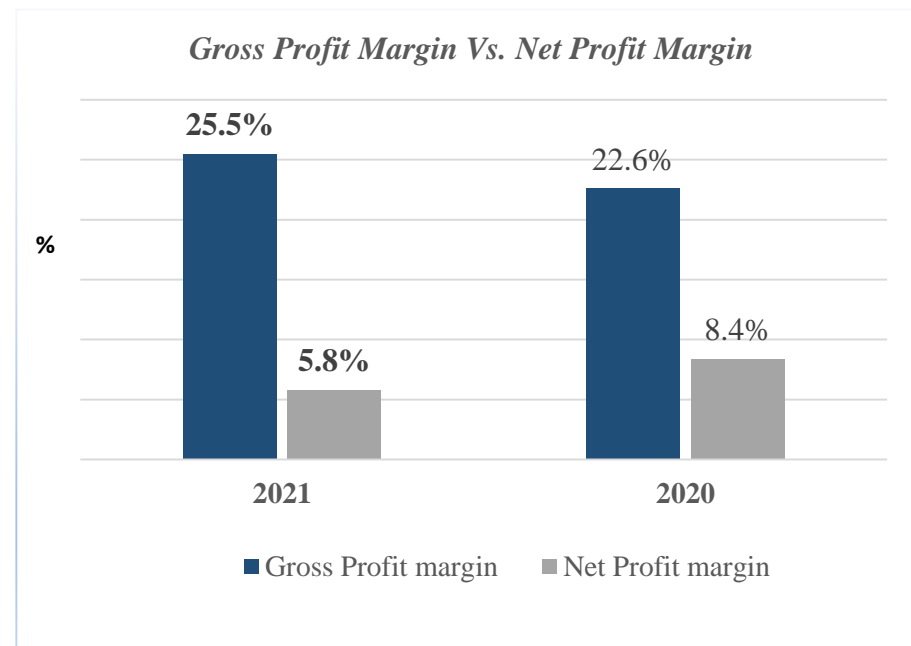
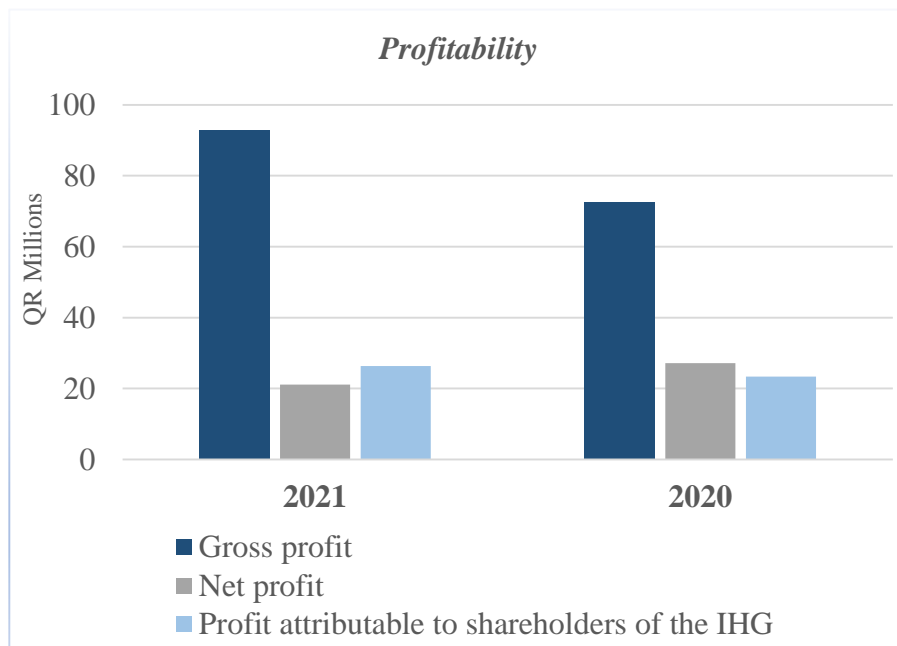
Electro Mechanical
Engineering Co W.L.L
(EMEC)

- 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.

Trelco Building
Materials
Company W.L.L.
(TBMC)

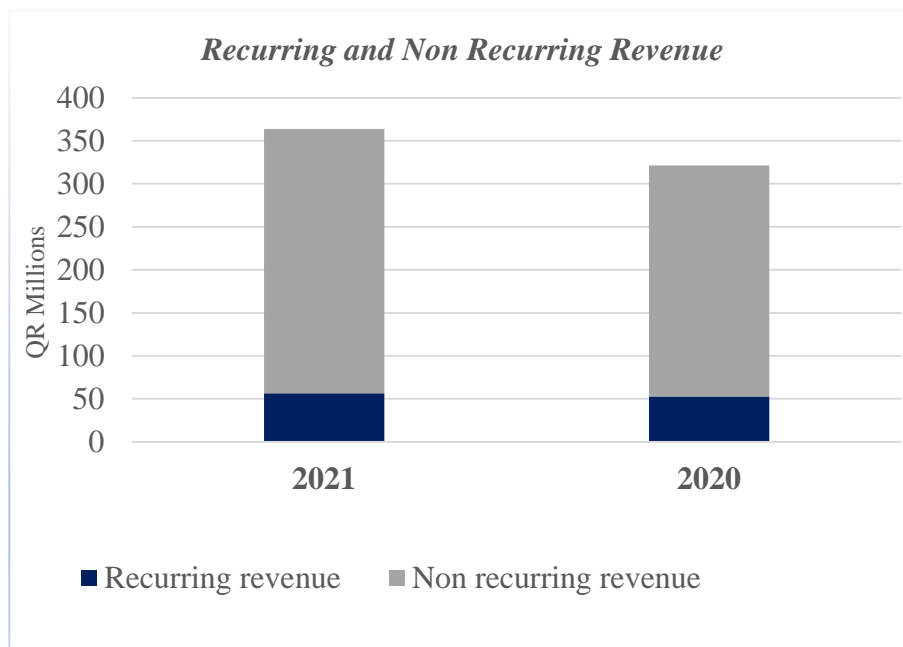


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	2021 QR. Millions	2020 QR. Millions
Gross profit	92.8	72.7
Net profit	21.1	27.1
Profit attributable to shareholders of IHG	26.3	23.4

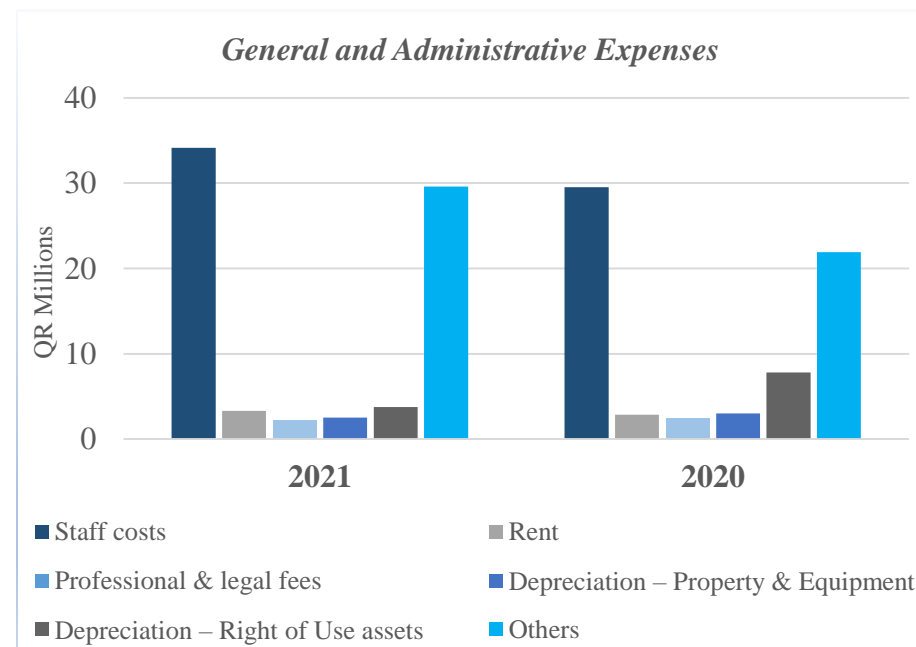
	2021 %	2020 %
Gross profit margin	25.5%	22.6%
Net profit margin	5.8%	8.4%



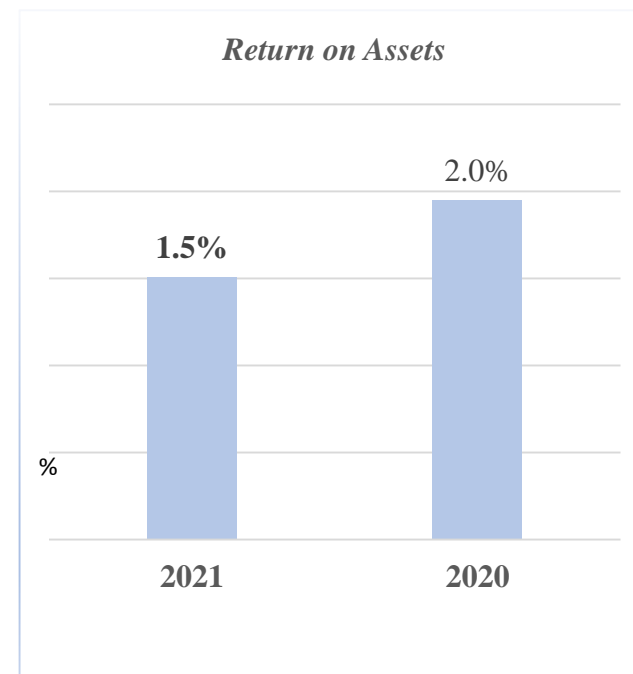
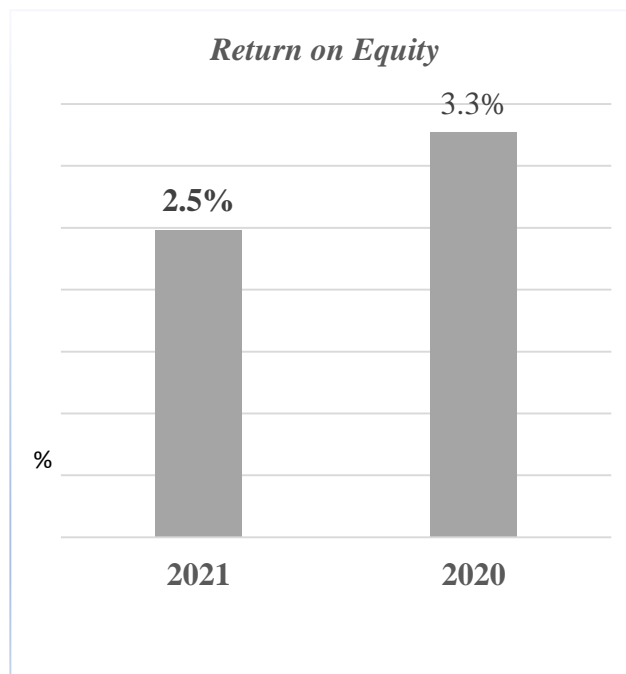
	2021 QR. Millions	2020 QR. Millions
Recurring revenue*	56.4	52.8
Non recurring revenue**	307.4	268.5
Total revenue	363.8	321.3

* Maintenance and facility management revenue.

** Contracting and trading revenue.



	2021 QR. Millions	2020 QR. Millions
Staff costs	34.1	29.5
Rent	3.3	2.8
Professional & legal fees	2.1	2.5
Depreciation – Property & Equipment	2.5	3.0
Depreciation – Right of use assets	3.8	7.8
Others	29.6	21.9



Earnings per Share:

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

Return on Equity:

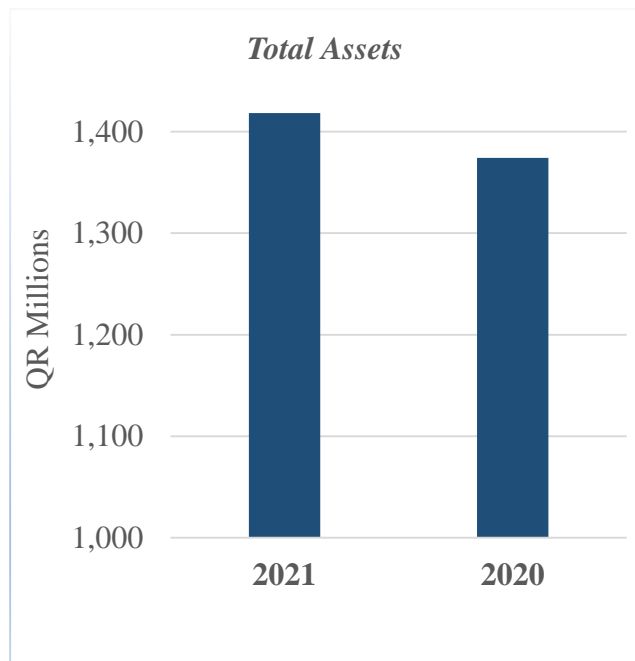
*Net profit for the year / Average Total Equity**

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

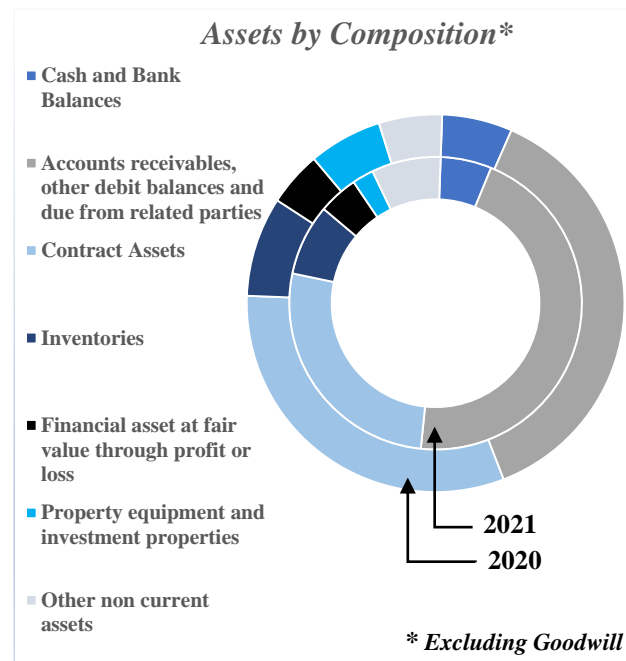
Return on Assets:

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

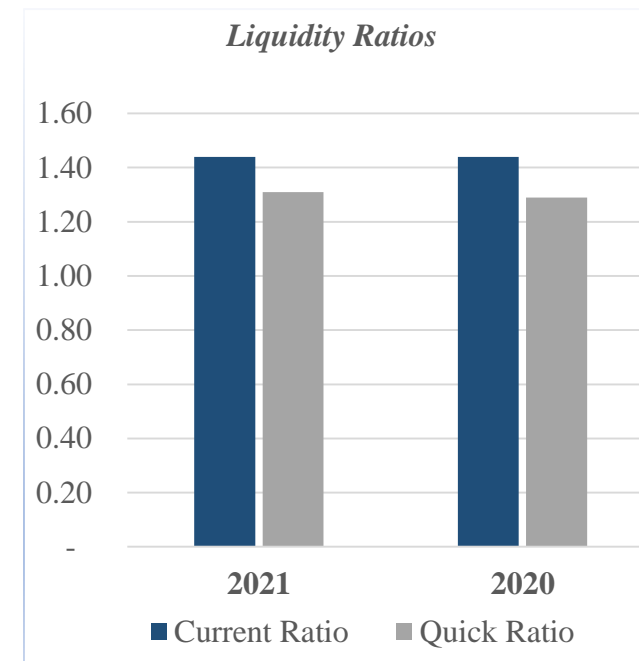
***Average Total Assets=(Beginning Total Assets + Ending Total Assets)/2*



	2021 QR. Millions	2020 QR. Millions
Total assets	1,418	1,374



	2021 %	2020 %
Cash and bank balances	5.6%	6.0%
Accounts receivables, other debit balances and due from related parties	45.4%	37.6%
Contract assets	26.7%	31.5%
Inventories	7.9%	8.5%
Financial asset at fair value through profit or loss	4.4%	4.7%
Property, equipment and investment properties	2.4%	6.3%
Other non current assets	7.6%	5.4%



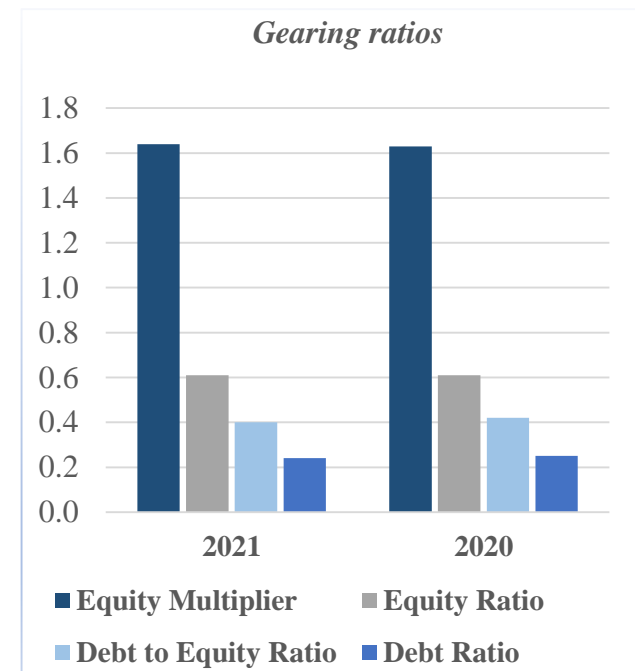
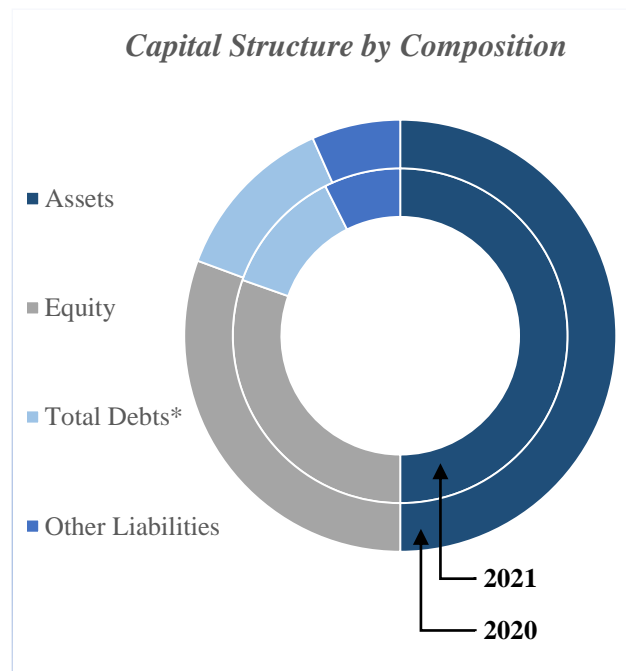
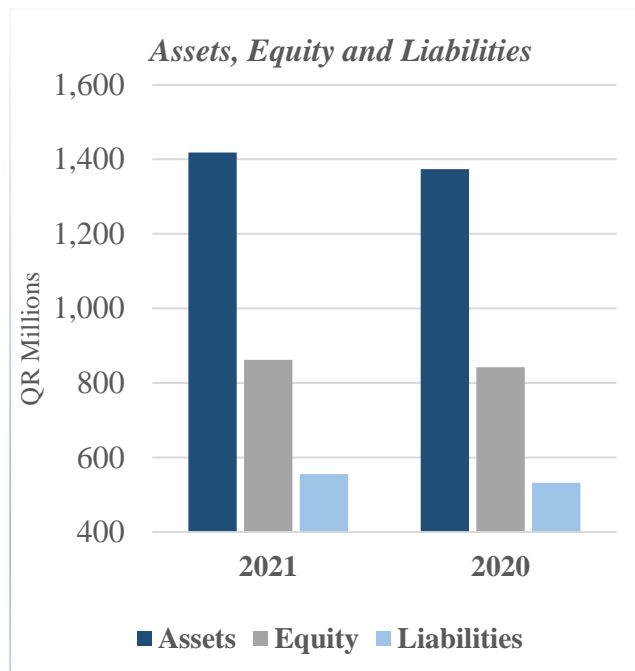
	2021 Times	2020 Times
Current ratio	1.44	1.44
Quick ratio	1.31	1.29

Current Ratio:

Total current assets/Total current liabilities

Quick Ratio:

(Total current assets – inventories)/Total current liabilities



	2021 QR. Millions	2020 QR. Millions
Assets	1,418.2	1,374.0
Equity	862.5	842.0
Liabilities	555.7	532.0

	2021 %	2020 %
Assets	50.0%	50.0%
Equity	30.4%	30.7%
Total debts*	12.2%	12.7%
Other liabilities	7.4%	6.6%

	2021 Times	2020 Times
Equity multiplier	1.64	1.63
Equity ratio	0.61	0.61
Debt to equity ratio	0.40	0.42
Debt ratio	0.24	0.25

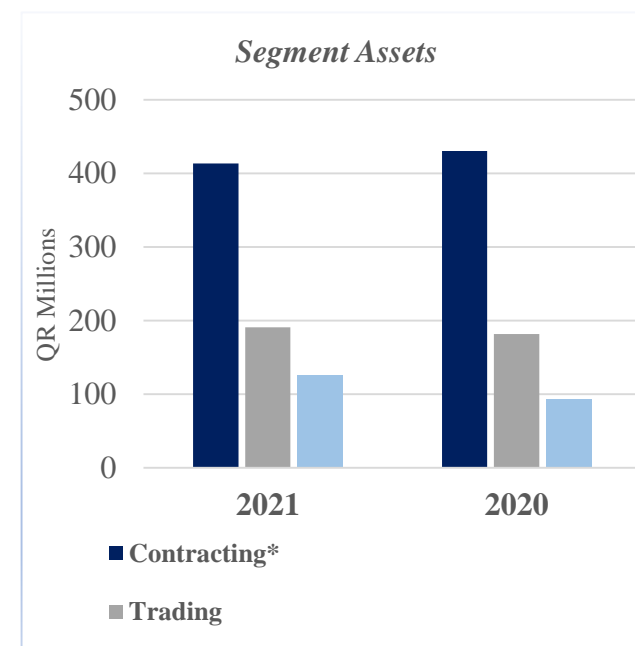
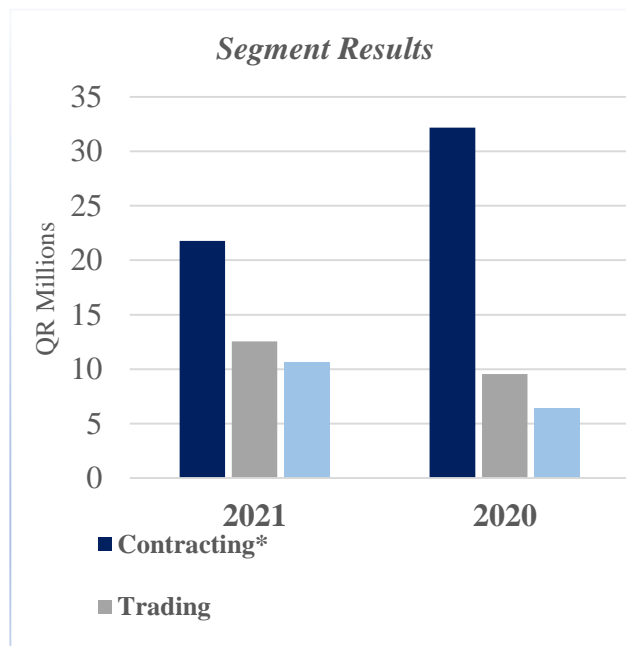
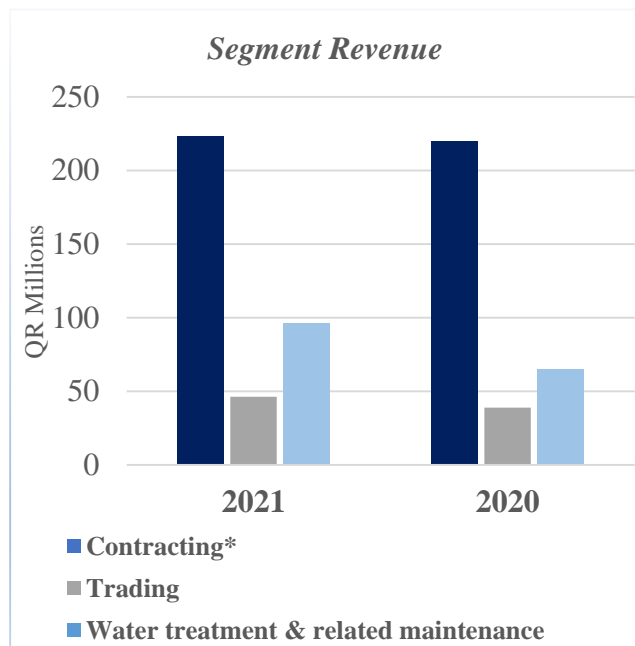
* Total debts represent all bank borrowings and bank overdrafts

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



	2021 QR. Millions	2020 QR. Millions
Contracting*	223.5	219.5
Trading	46.2	38.8
Water treatment & related maintenance	95.8	65.2

	2021 QR. Millions	2020 QR. Millions
Contracting*	21.8	32.2
Trading	12.5	9.5
Water treatment & related maintenance	10.7	6.4

	2021 QR. Millions	2020 QR. Millions
Contracting*	413.2	430.3
Trading	190.7	181.5
Water treatment & related maintenance	125.0	92.7

* Contracting segment represent the contracting and specialized contracting segments.

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Consolidated Statement of Financial Position

	2021 QR. '000 (Audited)	2020 QR. '000 (Audited)
ASSETS		
Current assets		
Cash and bank balances	39,915	39,937
Accounts receivable and other debit balances	305,181	231,403
Contract assets	188,377	208,632
Due from related parties	15,771	17,428
Inventories	55,661	56,576
Total current assets	604,905	553,976
Non-current assets		
Retention receivables	37,482	32,968
Financial asset at fair value through profit or loss	31,000	31,000
Investment properties	2,530	27,904
Goodwill	711,492	711,492
Right-of-use assets	16,580	2,853
Property and equipment	14,237	13,837
Total non-current assets	813,321	820,056
TOTAL ASSETS	1,418,226	1,374,031

	2021 QR. '000 (Audited)	2020 QR. '000 (Audited)
EQUITY AND LIABILITIES		
Equity		
Share capital	830,000	830,000
Legal reserve	14,684	12,928
Revaluation reserves	--	14,398
Other reserves	(138,910)	(138,910)
Retained earnings	152,349	114,040
Equity attributable to shareholders of the parent	858,123	832,457
Non – controlling interests	4,385	9,594
Total equity	862,508	842,051
Current liabilities		
Bank overdrafts	9,300	9,396
Borrowings	233,616	214,827
Lease liabilities	5,651	1,781
Due to related parties	6,974	8,938
Contract liabilities	--	1,165
Retention payable	1,262	3,686
Dividend payable	2,132	3,466
Accounts payable and accruals	160,530	142,296
Total current liabilities	419,466	385,555
Non-current liabilities		
Borrowings	103,271	125,353
Lease liabilities	11,409	1,098
Retention payables	1,332	812
Employees' end of service benefits	20,239	19,163
Total non-current liabilities	136,251	146,426
Total liabilities	555,717	531,981
TOTAL EQUITY AND LIABILITIES	1,418,226	1,374,031

Consolidated Statement of Profit or Loss and Other Comprehensive Income

	For the year ended December 31,	
	2021 QR. '000 (Audited)	2020 QR. '000 (Audited)
Revenue	363,830	321,332
Direct costs	(271,031)	(248,624)
Gross profit	92,799	72,708
Other income	11,993	25,095
Dividend income from financial assets	1,285	3,651
Gain arising from change on fair value of investment properties	314	5,546
General and administrative expenses	(75,432)	(67,568)
Finance costs	(9,843)	(12,285)
Net profit for the year	21,116	27,146
Other comprehensive income	-	-
Total comprehensive income for the year	21,116	27,146
<i>Attributable to:</i>		
Shareholders of the Parent	26,325	23,365
Non-controlling interests	(5,209)	3,781
Basic earnings per share		
Basic earnings per share	0.032	0.028



IHG

Thank You.



Investor Relations department



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