



Investment Holding Group Q.P.S.C.
Investor Presentation
For the Three Months Period ended 31 March 2022

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.
- On April 11, 2022, IHG acquired Elegancia Group Holding W.L.L. (Formerly known as Elegancia Group Administrative Consultancy W.L.L.) and its subsidiaries through a reverse acquisition transaction.

Consolidated Statement of Profit or Loss

	March 2022 QR. ‘000	March 2021 QR. ‘000
Total Revenue	97,438	83,329
Gross Profit	20,841	22,002
Gross Profit margin	21.4%	26.4%
Net Profit for the period	6,447	8,260
Net Profit attributable to the shareholders of IHG	8,573	8,109
Net Profit margin	6.6%	9.9%
Earning Per Share (QR/share)	0.0103	0.0098

Consolidated Statement of Financial Position

	March 31, 2022 QR. ‘000	Dec 31, 2021 QR. ‘000
Total Assets	1,368,753	1,418,226
Total Liabilities	499,797	555,717
Total Shareholders’ Equity	868,956	862,508
Equity attributable to the shareholders of IHG	866,697	858,123

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	Position
1	Mr. Mohamad Moataz Mohamad Al-Khayat	Chairman
2	Mr. Ramez Mohamad Al-Khayat	Vise Chairman
3	Mr. Khalid Ghanim Sultan Al Hodaifi Al Kuwari	Board Member (Non-Independent, Non-Executive)
4	Mr. Hamad Ghanim Sultan Al Hodaifi Al Kuwari	Board Member (Non-Independent, Non-Executive)
5	Mr. Mohammed Ghanim S Al Hodifi Al-Kuwari	Board Member (Non-Independent, Non-Executive)
6	Sheikh Suhaim Bin AbdulAziz Al Thani	Board Member (Independent, Non-Executive)
7	Mr. Abdulla Darwish Al Darwish	Board Member (Independent, Non-Executive)
8	Dr. Bothaina Al Ansari	Board Member (Independent, Non-Executive)
9	Mr. Ibrahim Abdulla Al Abdulla	Board Member (Independent, Non-Executive)
10	Mr. Eyad Ihsan Abdel Rahim (Representing Urbacon Trading and Contracting Company)	Board Member / Managing Director (Non-Independent, Executive)
11.	Mr. Mohamad Mohamad Sadiq Al-Dawamaneh (Representing Highness Holding Company)	Board Member (Non-Independent, Executive)

Executive Management

Name	Designation
Mr. Henrik Christiansen	Group Chief Executive Officer
Mr. Gerard Patrick Hutchinson	Chief Financial Officer
Mrs. Sanaa Daakour	Group Legal Director
Mr. Riyadh Al Sowaity	Group HR Director

Board Committees

Group Board Nomination and Remuneration Committee	Position
Dr. Bothaina Hassan F H Al- Ansari	Chairwoman of the Committee
Mr. Ebrahim Abdulla A Al- Abdulla	Member
Mr. Eyad Ehsan Mohammad AbdulRahim	Member
Mr. Mohamad Aldawaneh	Member
Mr. Murad Sahawneh	Member

Group Board Audit and Risk Management Committee	Position
Mr. Abdulla Darwish A D Al- Darwish	Chairman of the Committee
Mr. Ibrahim Abdulla A Al- Abdulla	Member
Mr. Eyad Ehsan Mohammad AbdulRahim	Member

Group Board Executive Committee	Position
Mr. Ramez Al-Khayyat	Chairman of the Committee
Mr. Eyad Ehsan Mohammad AbdulRahim	Member
Mr. Mohamad Aldawamneh	Member

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

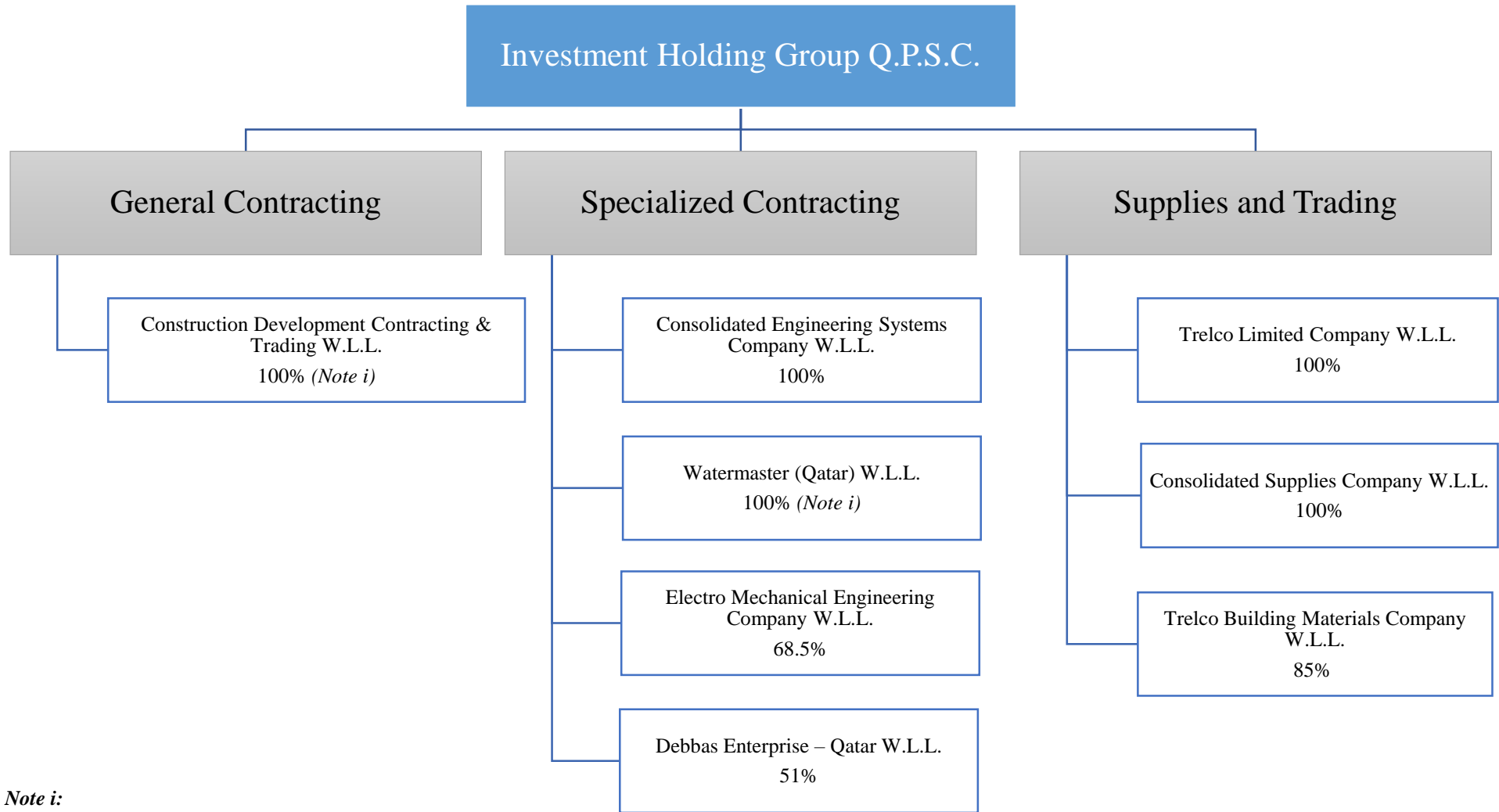


Opportunities

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.



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

- 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



Construction
Development
Contracting
&
Trading Co. W.L.L.
(CDCT)



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

debbas
DEBBAS ENTERPRISE - QATAR WLL

- 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.
Grade 'A' MEP Contractor
شركة الهندسة الإلكترونية والكهربائية ندمم

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

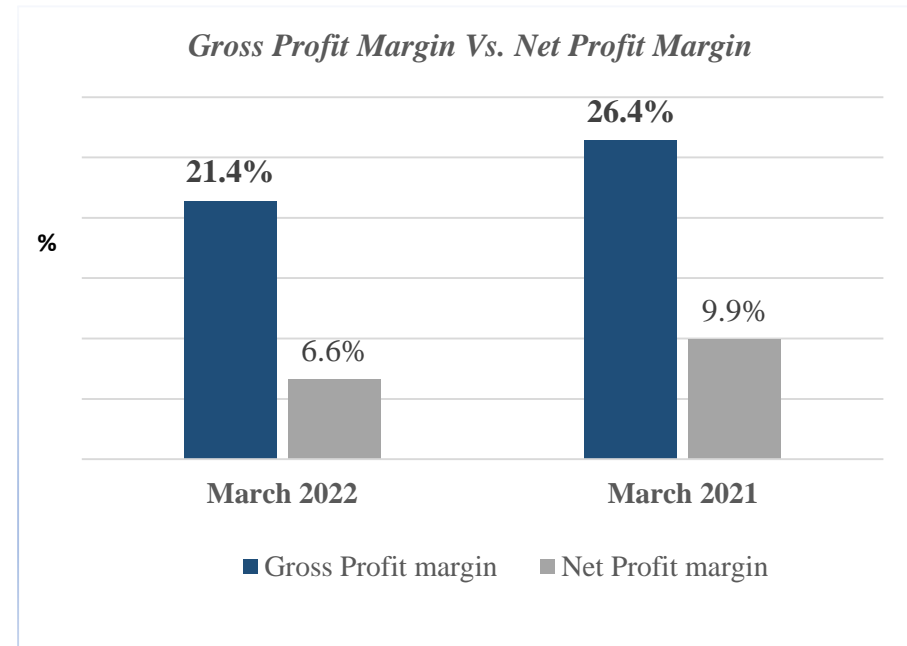
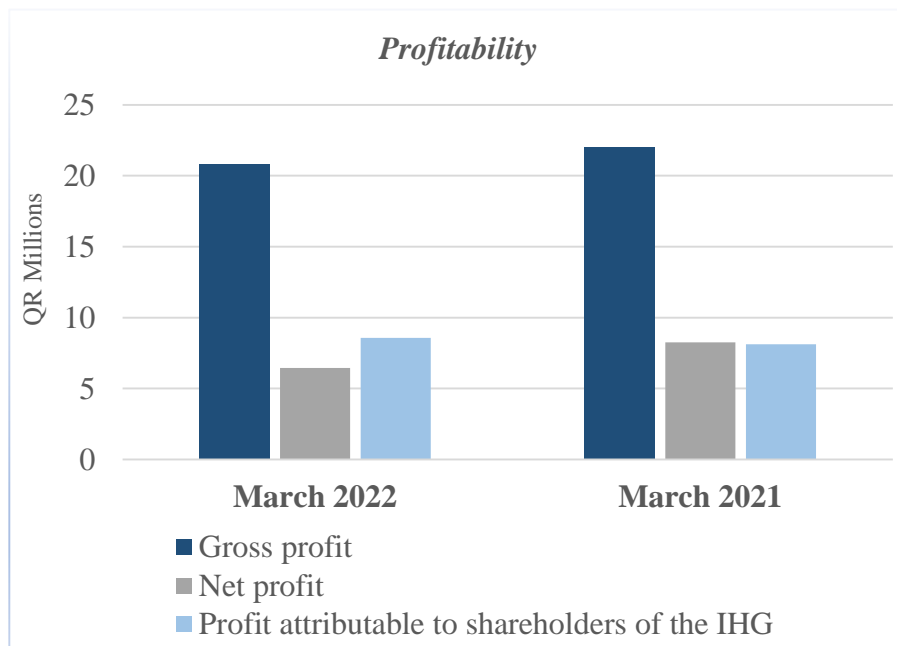


Trelco Building
Materials
Company W.L.L.
(TBMC)

TBMC
شركة تريكو لمواد البناء
TRELCO BUILDING MATERIALS CO
Wood & Steel Suppliers

- 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.

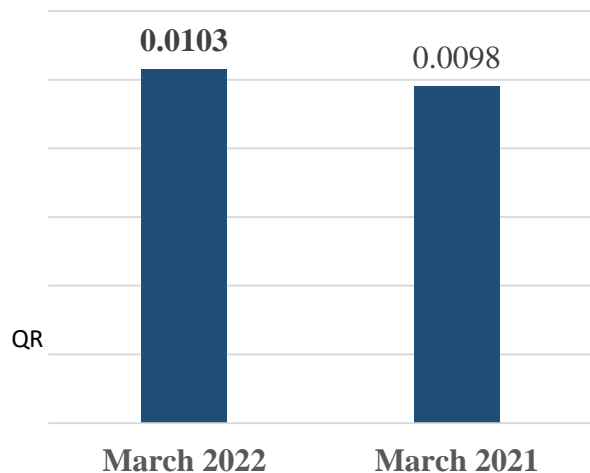
1	Introduction
2	Operating Environment
3	Business Review
4	Financial Overview
5	Appendix



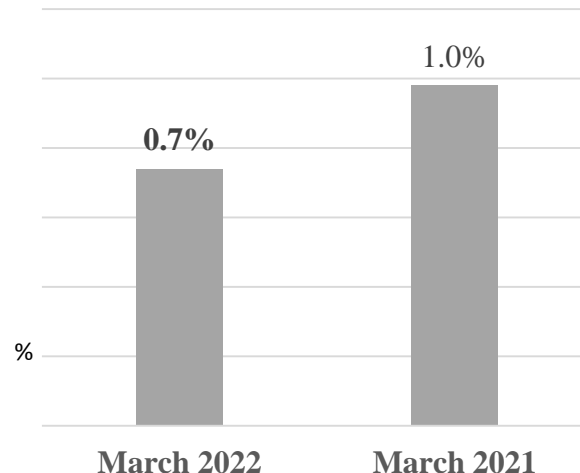
	March 2022 QR. Millions	March 2021 QR. Millions
Gross profit	20.8	22.0
Net profit	6.4	8.3
Profit attributable to shareholders of IHG	8.6	8.1

	March 2022 %	March 2021 %
Gross Profit margin	21.4%	26.4%
Net Profit margin	6.6%	9.9%

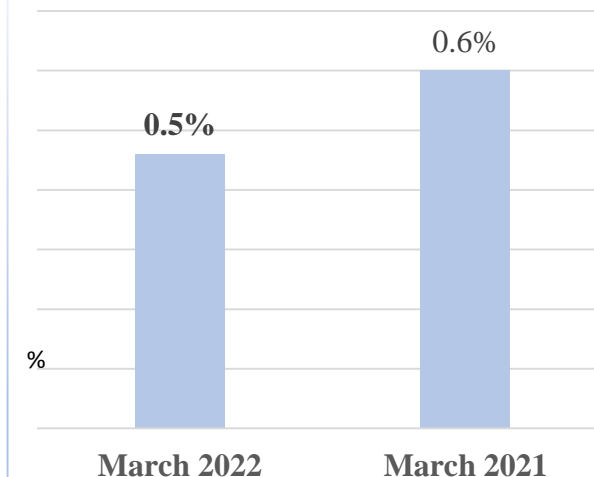
Earning Per Share



Return on Equity



Return on Assets



Earning per Share:

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

Return on Equity:

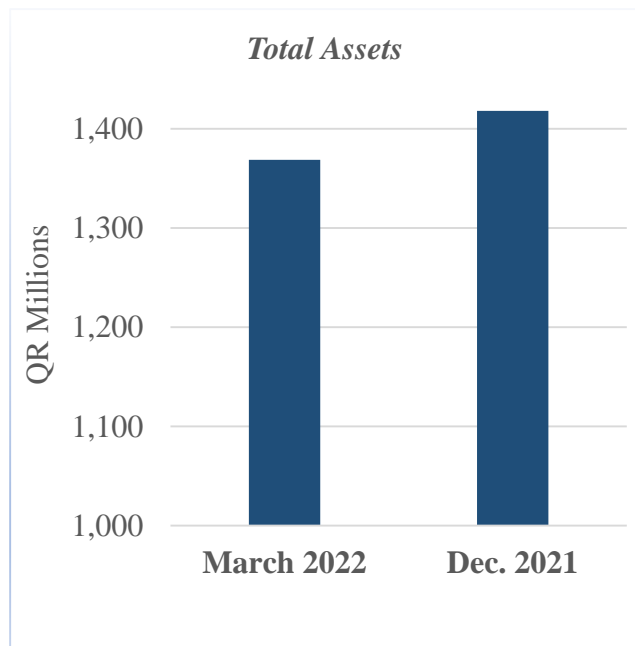
*Net profit for the period / Average Total Equity**

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

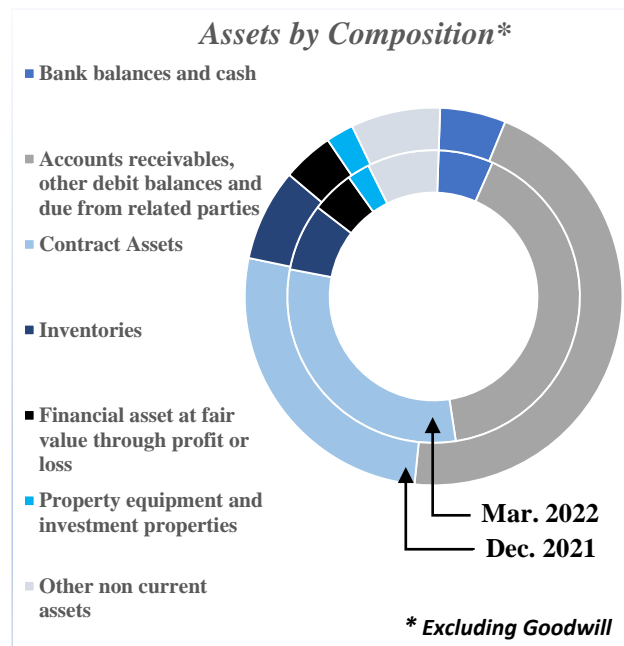
Return on Assets:

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

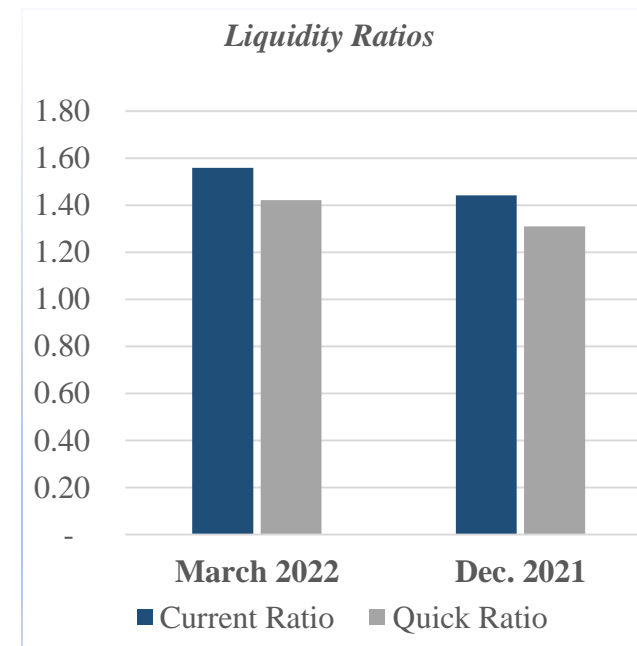
***Average Total Assets=(Beginning Total Assets + Ending Total Assets)/2*



	March 2022 QR. Millions	Dec. 2021 QR. Millions
Total assets	1,368.8	1,418.2



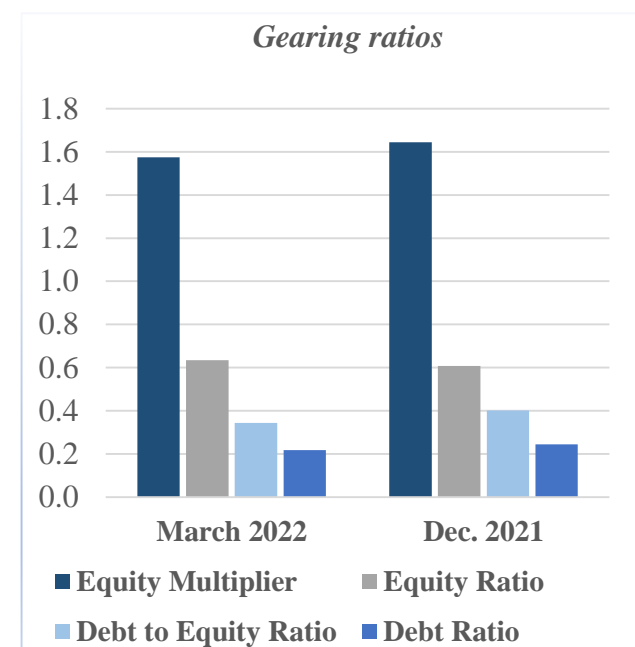
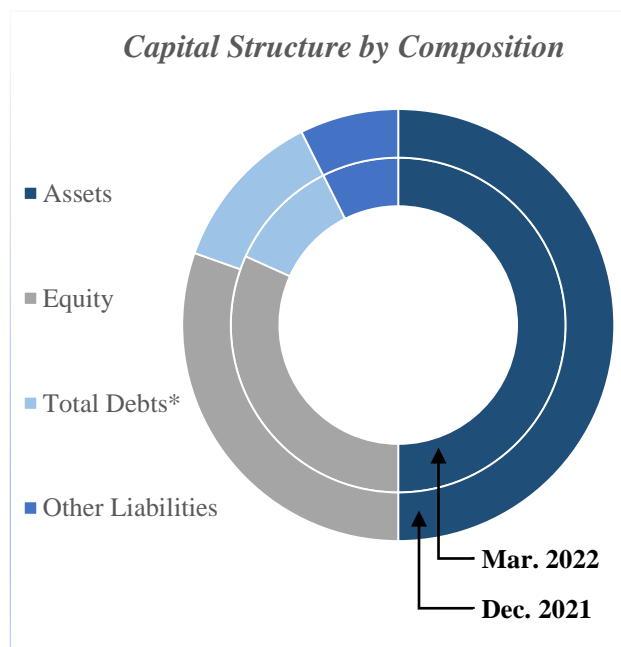
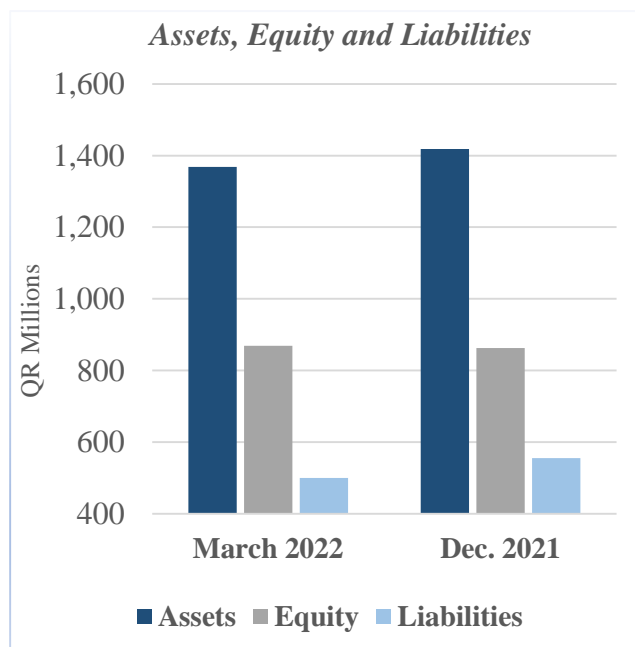
	March 2022 %	Dec. 2021 %
Bank balances and cash	6.1%	5.6%
Accounts receivables, other debit balances and due from related parties	41.0%	45.4%
Contract Assets	30.4%	26.7%
Inventories	7.4%	7.9%
Financial asset at fair value through profit or loss	4.7%	4.4%
Property equipment and investment properties	2.5%	2.4%
Other non current assets	7.9%	7.6%



	March 2022 Times	Dec. 2021 Times
Current ratio	1.56	1.44
Quick ratio	1.42	1.31

Current Ratio:
Total current assets/ Total current liabilities

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



	March 2022 QR. Millions	Dec. 2021 QR. Millions
Assets	1,368.8	1,418.2
Equity	869.0	862.5
Liabilities	499.8	555.7

	March 2022 %	Dec. 2021 %
Assets	50.0%	50.0%
Equity	31.7%	30.4%
Total debts*	10.9%	12.2%
Other liabilities	7.4%	7.4%

	March 2022 Times	Dec. 2021 Times
Equity multiplier	1.58	1.64
Equity ratio	0.63	0.61
Debt to equity ratio	0.34	0.40
Debt ratio	0.22	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

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

Consolidated Statement of Financial Position

	March 31, 2022 QR. '000 (Unaudited)	December 31, 2021 QR. '000 (Audited)
ASSETS		
Current assets		
Bank and cash balances	39,798	39,915
Accounts receivables and other debit balances	253,333	305,181
Contract Assets	199,914	188,377
Due from related parties	15,879	15,771
Inventories	48,985	55,661
Total current assets	557,909	604,905
Non-current assets		
Retention receivables	36,873	37,482
Financial asset at fair value through profit or loss	31,000	31,000
Investment properties	2,530	2,530
Goodwill	711,492	711,492
Right of use Assets	15,109	16,580
Property and equipment	13,838	14,237
Total non-current assets	810,844	813,321
Total assets	1,368,753	1,418,226

	March 31, 2022 QR. '000 (Unaudited)	December 31, 2021 QR. '000 (Audited)
EQUITY AND LIABILITIES		
Equity		
Share capital	830,000	830,000
Legal reserve	14,684	14,684
Revaluation reserves	--	--
Other reserve	(138,910)	(138,910)
Retained earnings	160,922	152,349
Equity attributable to the shareholders of the parent	866,697	858,123
Non – controlling interests	2,259	4,385
Total equity	868,956	862,508
Current liabilities		
Bank overdrafts	8,835	9,300
Borrowings	179,999	233,616
Lease liabilities	5,246	5,651
Due to related parties	6,883	6,974
Retention Payables	1,220	1,262
Dividend Payable	2,108	2,132
Accounts payable and accruals	153,710	160,530
Total current liabilities	358,001	419,466
Non-current liabilities		
Borrowings	109,107	103,271
Lease liabilities	10,085	11,409
Retention payables	1,855	1,332
Employees' end of service benefits	20,749	20,239
Total non-current liabilities	141,796	136,251
Total liabilities	499,797	555,717
Total liabilities and equity	1,368,753	1,418,226

Consolidated Statement of Profit Or Loss and Other Comprehensive Income

	Three Months Period ended March 31, 2022 QR. '000 (Unaudited)	Three Months Period ended March 31, 2021 QR. '000 (Unaudited)
Revenue	97,438	83,329
Direct costs	(76,597)	(61,327)
Gross profit	20,841	22,002
Other income	701	1,031
General and administrative expenses	(13,123)	(12,639)
Finance costs	(1,972)	(2,134)
Profit for the period	6,447	8,260
<i>Profit for the period attributable to:</i>		
The shareholders of the company	8,573	8,109
Non-controlling interests	(2,126)	151
Total profit for the period	6,447	8,260
Other Comprehensive Income		
<i>Items that will not be reclassified to profit or loss in subsequent periods:</i>		
Total other comprehensive income for the period	--	--
Total comprehensive income for the period	6,447	8,260
<i>Attributable to:</i>		
The shareholders of the company	8,573	8,109
Non-controlling interests	(2,126)	151
Total comprehensive income for the period	6,447	8,260



IHG

Thank You.



Investor Relations department



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