



**Investment Holding Group Q.P.S.C**  
**Investor Presentation**  
**For the Three Months Period ended 31 March 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 profits and investment returns.

### Consolidated Statement of Profit or Loss

	March 2021 QR. ‘000	March 2020 QR. ‘000
Total Revenue	<b>83,329</b>	76,120
Gross Profit	<b>22,002</b>	19,000
Gross Profit margin	<b>26%</b>	25%
<b>Net Profit for the period</b>	<b>8,260</b>	10,049
Net Profit attributable to the shareholders of IHG	<b>8,109</b>	9,682
Net Profit margin	<b>10%</b>	13%
<b>Earning Per Share (QR/share)</b>	<b>0.010</b>	0.012

### Consolidated Statement of Financial Position

	March 31, 2021 QR. ‘000	Dec. 31, 2020 QR. ‘000
Total Assets	<b>1,384,109</b>	1,374,031
Total Liabilities	<b>533,799</b>	531,981
<b>Total Shareholders’ Equity</b>	<b>850,311</b>	842,051
Equity attributable to the shareholders of IHG	<b>840,566</b>	832,457

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## Vision

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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

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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

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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

Group Board 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

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	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

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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.

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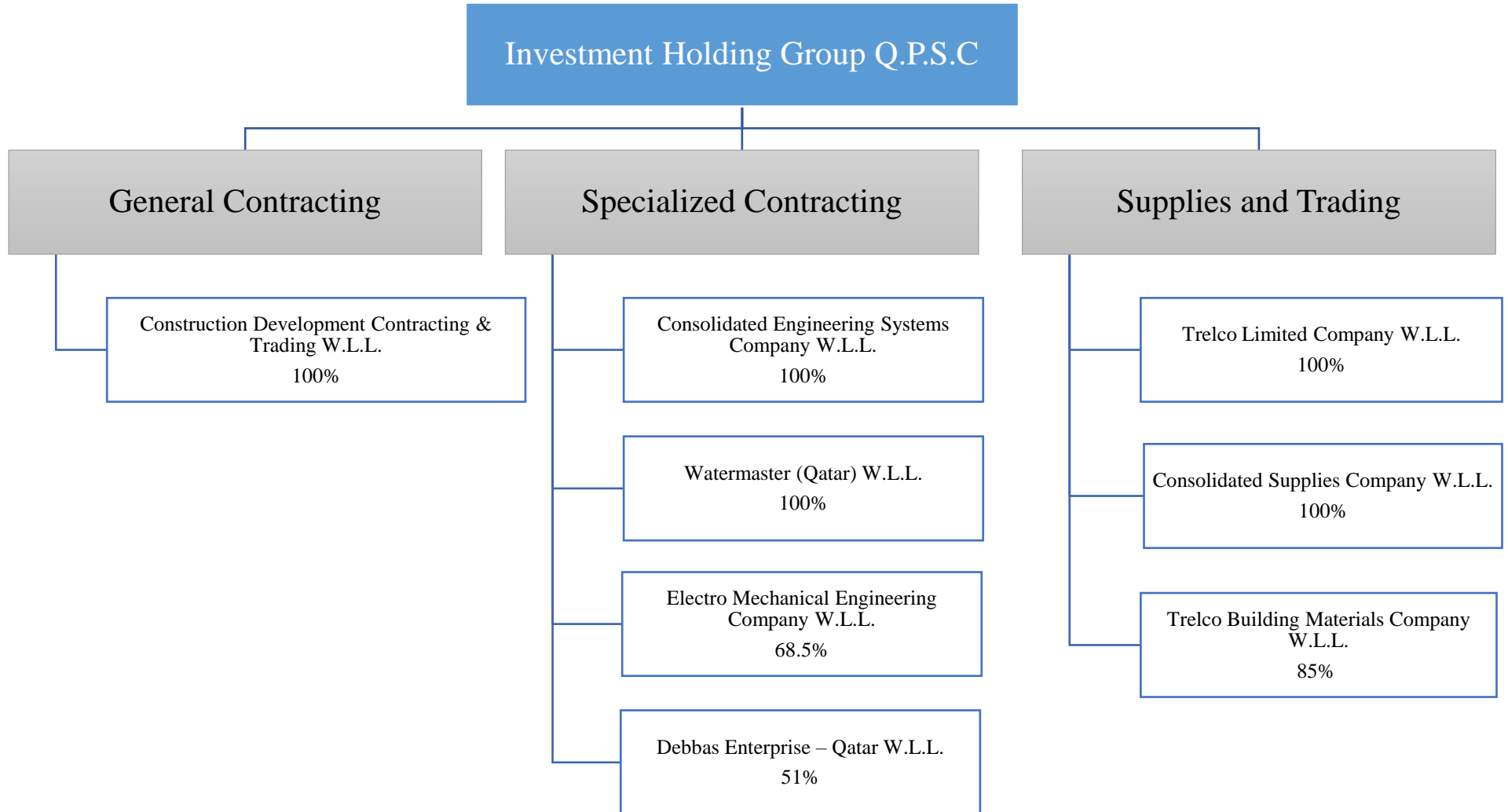
Exploring opportunities arising by the economic diversification in the local market, as part of the Qatar National Vision 2030

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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.

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- 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.

- 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.

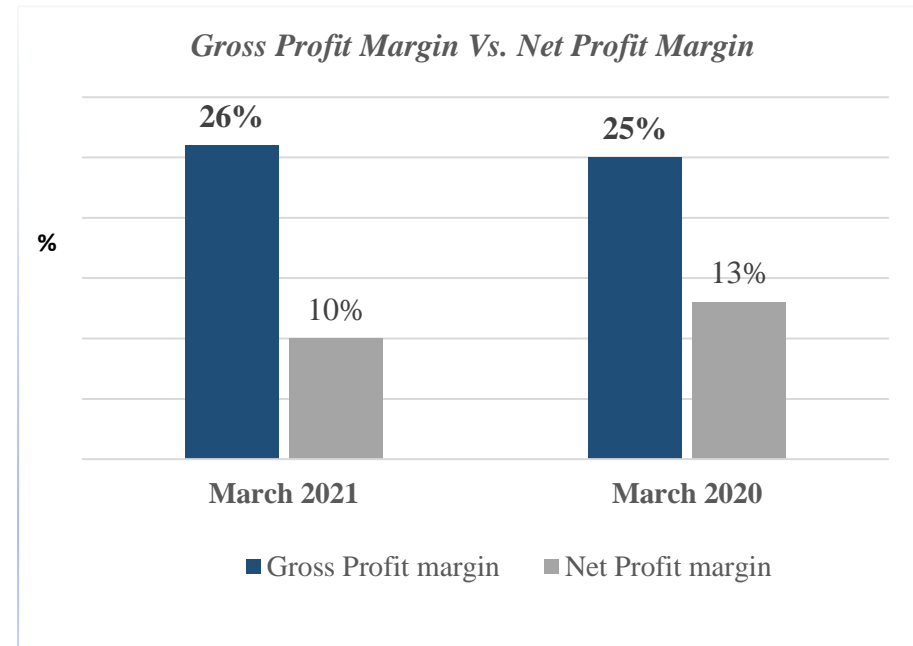
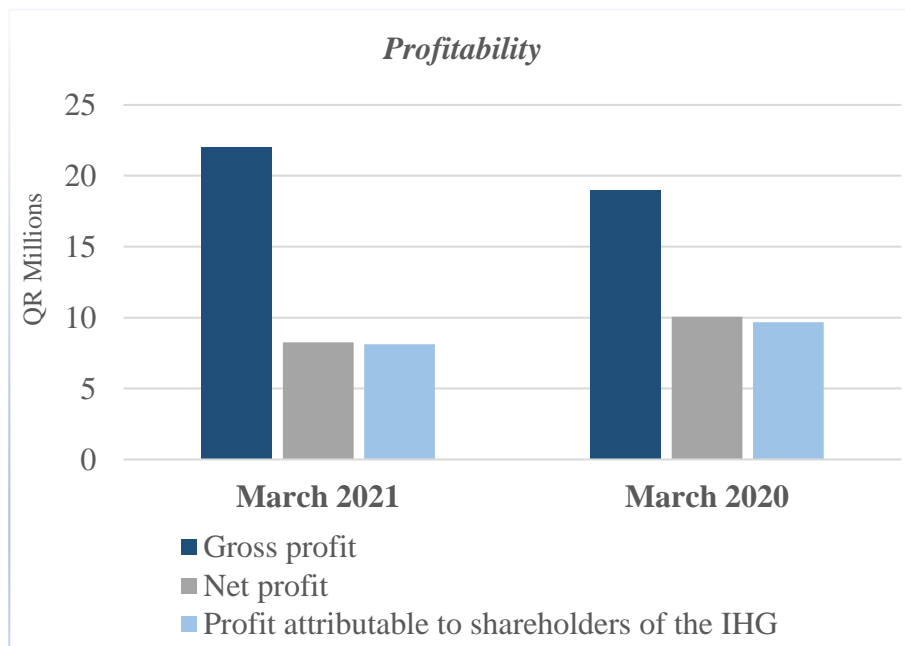


- Established in 2008.
- One of the leading providers of building materials, including (but not limited to), prop pipe supports, scaffolding, soft wood species, hard wood species, engineering panels and wood-based panels engineering products.
- Offers wide range of wooden products to its clients, mainly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



- 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.

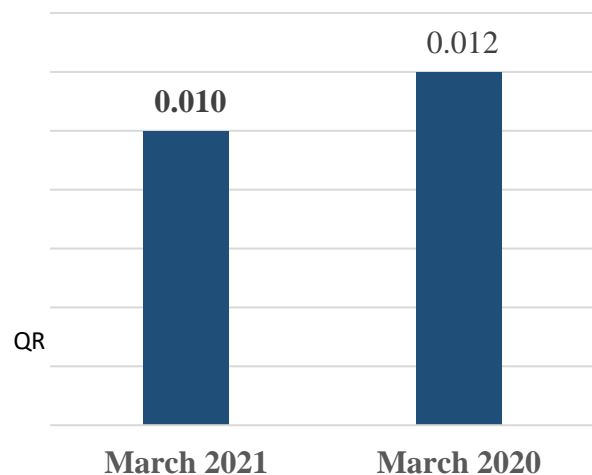
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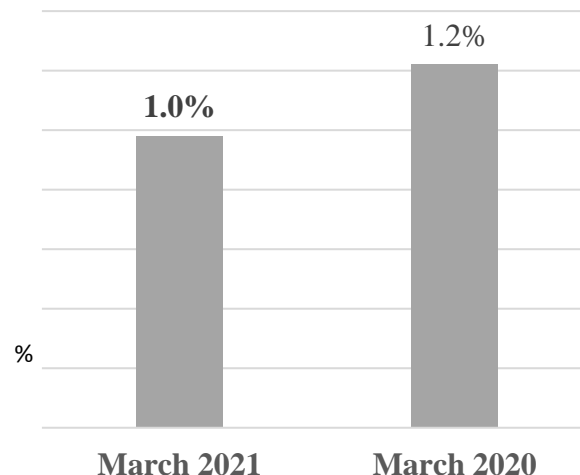
	March 2021 QR. Millions	March 2020 QR. Millions
Gross profit	22.0	19.0
Net profit	8.3	10.0
Profit attributable to shareholders of IHG	8.1	9.7

	March 2021 %	March 2020 %
Gross Profit margin	26%	25%
Net Profit margin	10%	13%

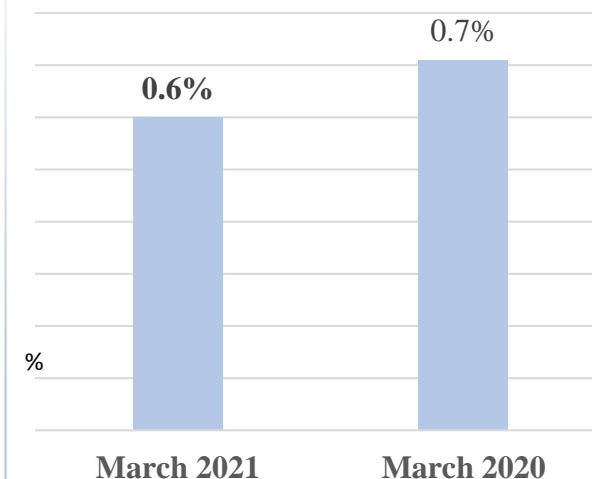
## Earning Per Share



## 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:

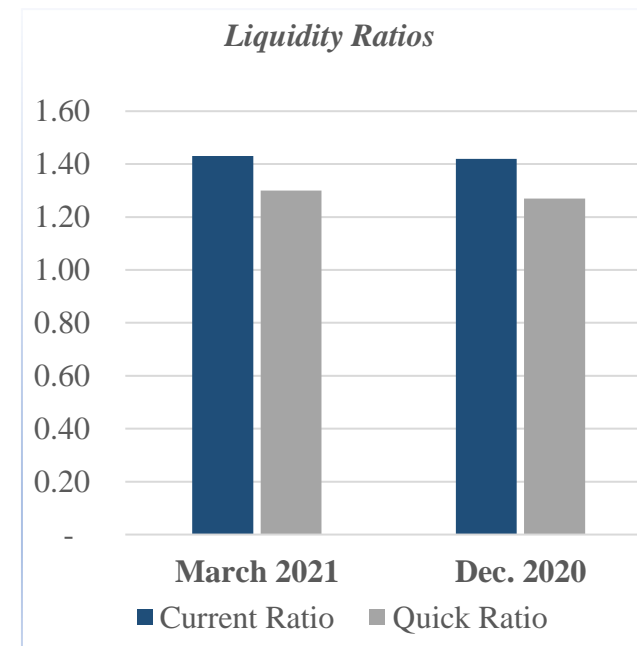
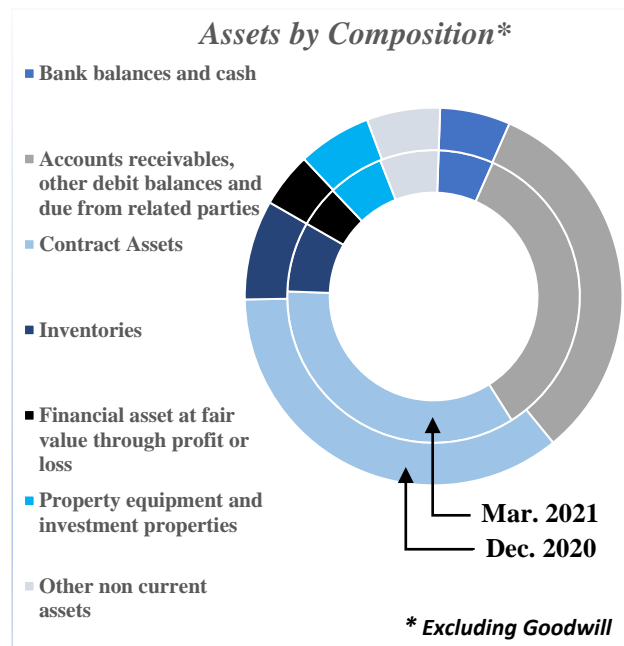
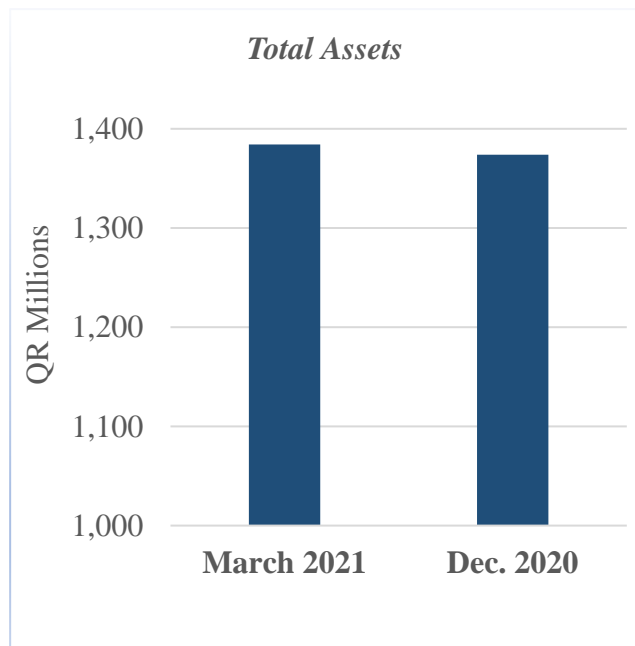
*Net profit for the period / Average Total Equity\**

*\*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*



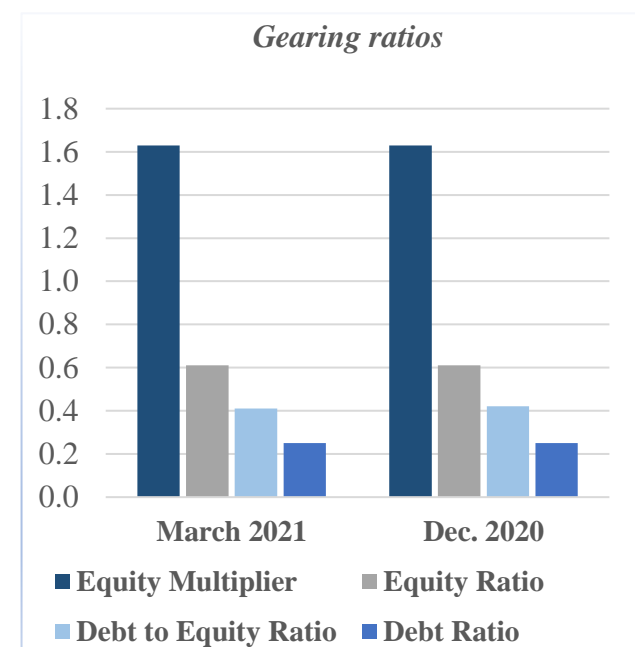
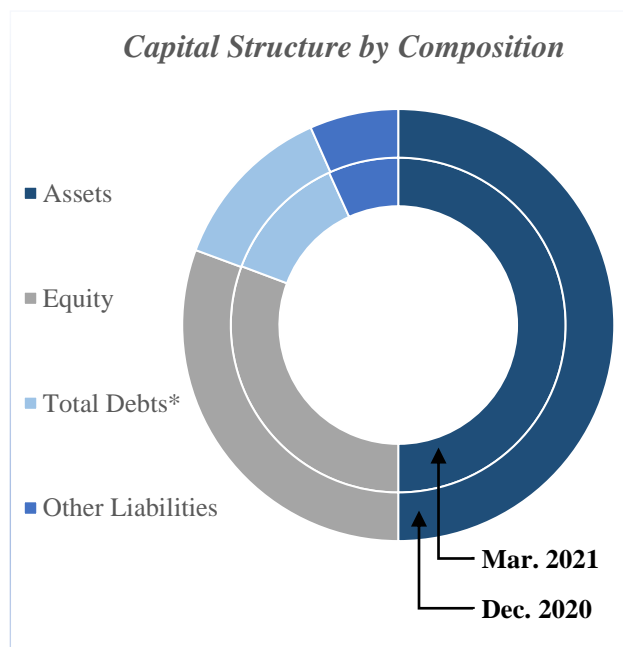
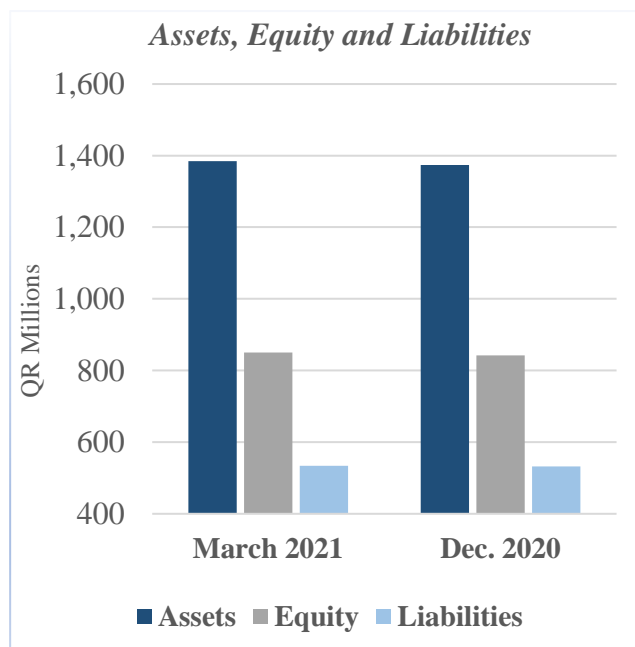
	March 2021 QR. Millions	Dec. 2020 QR. Millions
<b>Total assets</b>	<b>1,384.1</b>	<b>1,374.0</b>

	March 2021 %	Dec. 2020 %
Bank balances and cash	6.1%	6.0%
Accounts receivables, other debit balances and due from related parties	34.4%	32.5%
Contract Assets	34.5%	35.7%
Inventories	7.7%	8.5%
Financial asset at fair value through profit or loss	4.6%	4.7%
Property equipment and investment properties	6.2%	6.3%
Other non current assets	6.5%	6.3%

	March 2021 Times	Dec. 2020 Times
<b>Current ratio</b>	<b>1.43</b>	<b>1.42</b>
<b>Quick ratio</b>	<b>1.30</b>	<b>1.27</b>

**Current Ratio:**  
*Total current assets/ Total current liabilities*

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



	March 2021 QR. Millions	Dec. 2020 QR. Millions
Assets	1,384.1	1,374.0
Equity	850.3	842.0
Liabilities	533.8	532.0

	March 2021 %	Dec. 2020 %
Assets	50.0%	50.0%
Equity	30.7%	30.7%
Total debts*	12.5%	12.7%
Other liabilities	6.8%	6.6%

	March 2021 Times	Dec. 2020 Times
Equity multiplier	1.63	1.63
Equity ratio	0.61	0.61
Debt to equity ratio	0.41	0.42
Debt ratio	0.25	0.25

\* 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



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## Consolidated Statement of Financial Position

	March 31, 2021 QR. '000 (Unaudited)	December 31, 2020 QR. '000 (Audited)
<b>ASSETS</b>		
<b>Current assets</b>		
Bank and cash balances	40,931	39,937
Accounts receivables and other debit balances	211,661	197,553
Contract Assets	232,133	236,278
Due from related parties	19,720	17,814
Inventories	52,076	56,576
<b>Total current assets</b>	<b>556,520</b>	<b>548,158</b>
<b>Non-current assets</b>		
Retention receivables	41,438	38,786
Financial asset at fair value through profit or loss	31,000	31,000
Investment properties	27,904	27,904
Goodwill	711,492	711,492
Right of use Assets	2,297	2,853
Property and equipment	13,458	13,837
<b>Total non-current assets</b>	<b>827,589</b>	<b>825,873</b>
<b>Total assets</b>	<b>1,384,109</b>	<b>1,374,031</b>

	March 31, 2021 QR. '000 (Unaudited)	December 31, 2020 QR. '000 (Audited)
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	830,000	830,000
Legal reserve	12,928	12,928
Revaluation reserves	14,398	14,398
Other reserve	(138,910)	(138,910)
Retained earnings	122,149	114,040
<b>Equity attributable to the shareholders of the parent</b>	<b>840,566</b>	<b>832,457</b>
Non – controlling interests	9,745	9,594
<b>Total equity</b>	<b>850,311</b>	<b>842,051</b>
<b>Current liabilities</b>		
Bank overdrafts	9,292	9,396
Borrowings	211,984	214,827
Lease liabilities	1,402	1,781
Due to related parties	9,318	8,938
Contract Liabilities	926	1,165
Retention Payables	2,146	3,686
Dividend Payable	3,406	3,466
Accounts payable and accruals	149,450	142,296
<b>Total current liabilities</b>	<b>387,924</b>	<b>385,555</b>
<b>Non-current liabilities</b>		
Borrowings	124,914	125,353
Lease liabilities	920	1,098
Retention payables	386	812
Employees' end of service benefits	19,655	19,163
<b>Total non-current liabilities</b>	<b>145,875</b>	<b>146,426</b>
<b>Total liabilities</b>	<b>533,799</b>	<b>531,981</b>
<b>Total liabilities and equity</b>	<b>1,384,109</b>	<b>1,374,031</b>

# Consolidated Statement of Profit Or Loss and Other Comprehensive Income

	Three Months Period ended March 31, 2021 QR. '000 (Unaudited)	Three Months Period ended March 31, 2020 QR. '000 (Unaudited)
Revenue	83,329	76,120
Direct costs	(61,327)	(57,120)
<b>Gross profit</b>	<b>22,002</b>	<b>19,000</b>
Other income	1,031	8,419
General and administrative expenses	(12,639)	(13,475)
Finance costs	(2,134)	(3,894)
<b>Profit for the period</b>	<b>8,260</b>	<b>10,049</b>
<i>Profit for the period attributable to:</i>		
The shareholders of the company	8,109	9,682
Non-controlling interests	151	368
<b>Total profit for the period</b>	<b>8,260</b>	<b>10,049</b>
<b>Other Comprehensive Income</b>		
<i>Items that will not be reclassified to profit or loss in subsequent periods:</i>		
<b>Total other comprehensive income for the period</b>	<b>--</b>	<b>--</b>
<b>Total comprehensive income for the period</b>	<b>8,260</b>	<b>10,049</b>
<i>Attributable to:</i>		
The shareholders of the company	8,109	9,682
Non-controlling interests	151	368
<b>Total comprehensive income for the period</b>	<b>8,260</b>	<b>10,049</b>



**IHG**

Thank You.



Investor Relations department



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