



**Investment Holding Group Q.P.S.C**  
**Investor Presentation**  
**For the Nine Months Period ended 30 September 2020**

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- Investment Holding Group W.L.L. (the “Company” or “IHG”) was registered as a limited liability company in 2008 to consolidate the investments of the Company that were made in various companies since 1975. The legal status of the Company was converted to a Qatari public shareholding company effective 11<sup>th</sup> May 2017.
- IHG is registered in the State of Qatar under CR. No. 39127.
- IHG is one of the 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

	Sep. 2020 QR. ‘000	Sep. 2019 QR. ‘000
Total Revenue	<b>238,072</b>	323,029
Gros Profit	<b>55,792</b>	73,476
Gross Profit margin	<b>23%</b>	23%
<b>Net Profit for the period</b>	<b>30,229</b>	34,534
Net Profit attributable to the shareholders of IHG	<b>26,739</b>	34,535
Net Profit margin	<b>13%</b>	11%
<b>Earning Per Share (QR/share)</b>	<b>0.032</b>	0.042

### Consolidated Statement of Financial Position

	Sep. 30, 2020 QR. ‘000	Dec. 31, 2019 QR. ‘000
Total Assets	<b>1,403,863</b>	1,415,310
Total Liabilities	<b>555,243</b>	596,919
<b>Total Shareholders’ Equity</b>	<b>848,620</b>	818,391
Equity attributable to the shareholders of IHG	<b>836,181</b>	796,078

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### Mission

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.



### Vision

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.



### Strategies

- ❖ Activate management on the portfolio companies, to guarantee work continuity and optimize profit. In fulfilling this strategy, IHG management will regularly review the strategic plans developed by subsidiaries' management to ensure being responsive to the changing business environment in which the Group and its subsidiaries operate.
- ❖ Diversify the Group's investments portfolio in an aim to diversify its income, minimize risk, boost bottom line and improve the Group's cash flow. In our diversification, we are targeting companies in defensive industries with high profit margins and low risk levels.
- ❖ Deleverage the Group's balance sheet to reduce interest payments, resulting in an increase in the cash flow. This will enable the Group to reinvest in new opportunities and guarantee a sustainable growth.
- ❖ Bolster the Group's relationship with existing clients by addressing their demands and maintaining the highest quality standards at the same time.
- ❖ Establish and leverage on strategic partnerships and joint ventures with industry leaders in order to increase success rate in obtaining new project work and strengthen the Group's brand and reputation.
- ❖ Sustain revenue growth and profitability through project selection by focusing on markets where the Group can capitalize on its expertise and track record and through targeting specialized projects with high profit margins.
- ❖ Secure the Group's financial position by establishing and maintaining strong relationships with banks in Qatar, to ensure self-sufficiency for existing capital needs and maintaining healthy levels of liquidity. Additionally, we are actively targeting the areas for reducing operational costs and increasing efficiencies of our portfolio companies, while complying with the highest standards of quality and safety.
- ❖ Foster a working environment that promotes professional growth through provision of training and development to employees in order to attract, develop and retain the best available personnel for positions of substantial responsibility.

## 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

## Executive Management

Name	Designation
Samer Wahbeh	Group Chief Executive Officer
Mohamed Ghanim Al Kuwari	Deputy CEO
Mohamed Abdulla	Group Chief Financial Officer
Sanaa Daakour	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



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)

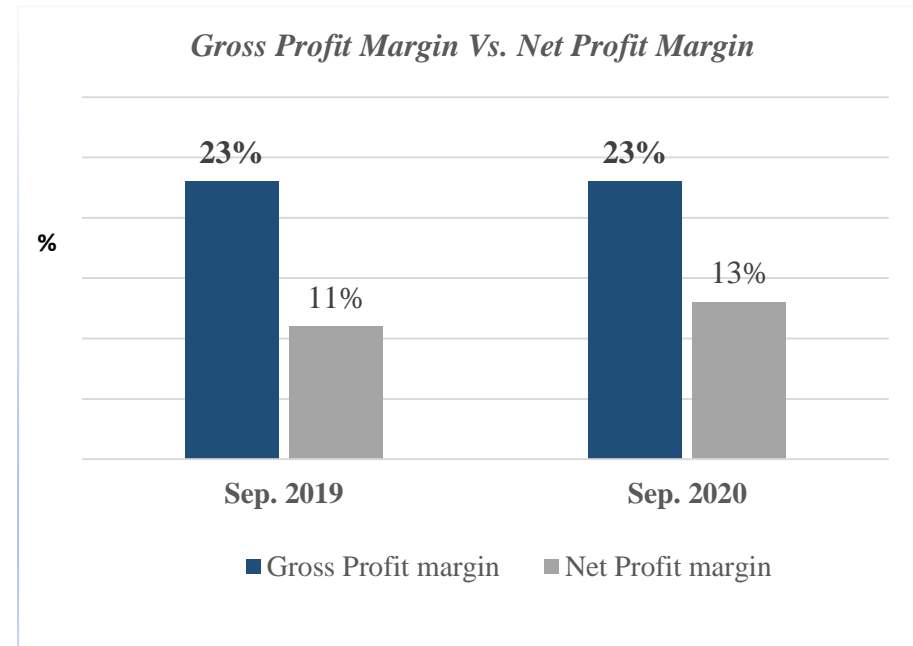
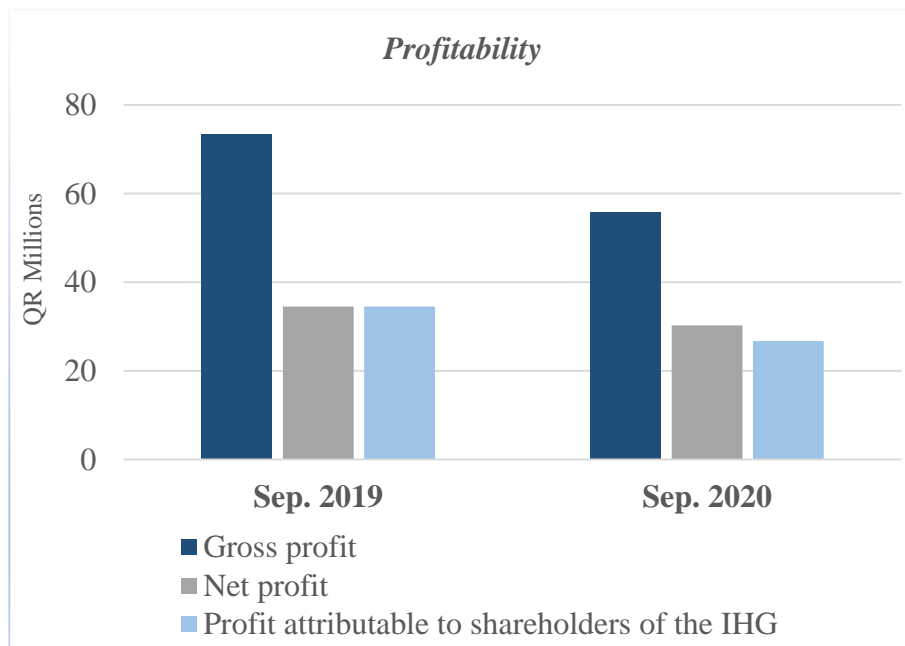
- Established in 2008.
- One of the leading providers of building materials, including (but not limited to), prop pipe supports, scaffolding, soft wood species, hard wood species, engineering panels and wood-based panels engineering products.
- Offers wide range of wooden products to its clients, mainly 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)

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

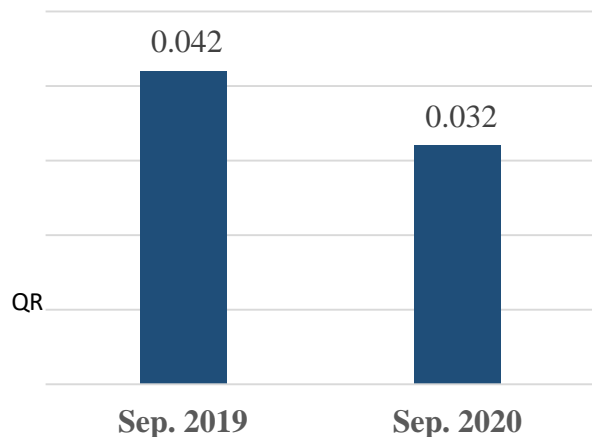
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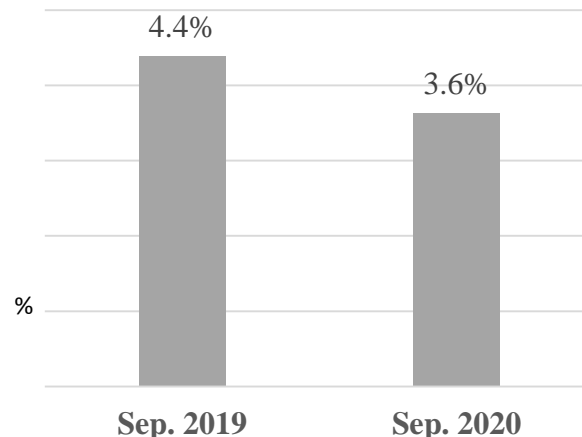
	Sep. 2020 QR. Millions	Sep. 2019 QR. Millions
Gross profit	55.8	73.5
Net profit	30.2	34.5
Profit attributable to shareholders of IHG	26.7	34.5

	Sep. 2020 %	Sep. 2019 %
Gross Profit margin	23%	23%
Net Profit margin	13%	11%

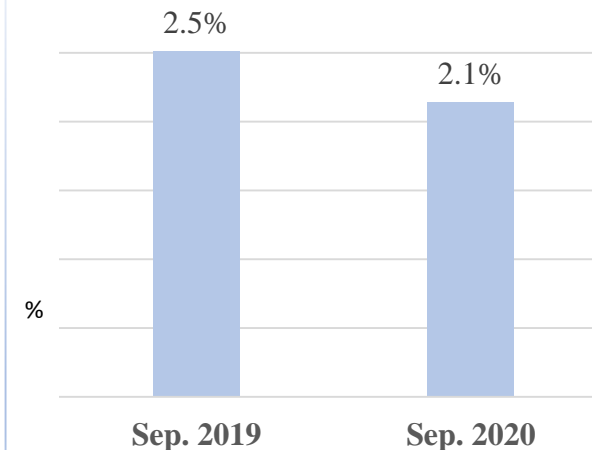
## Earning Per Share



## 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:

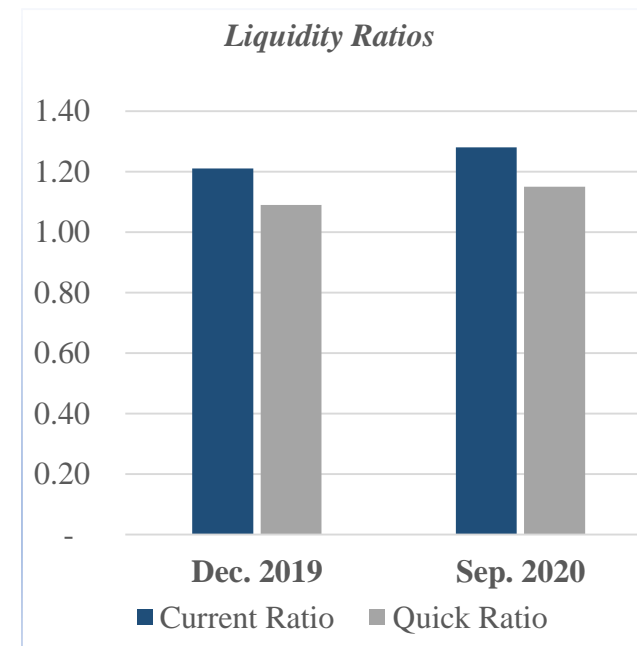
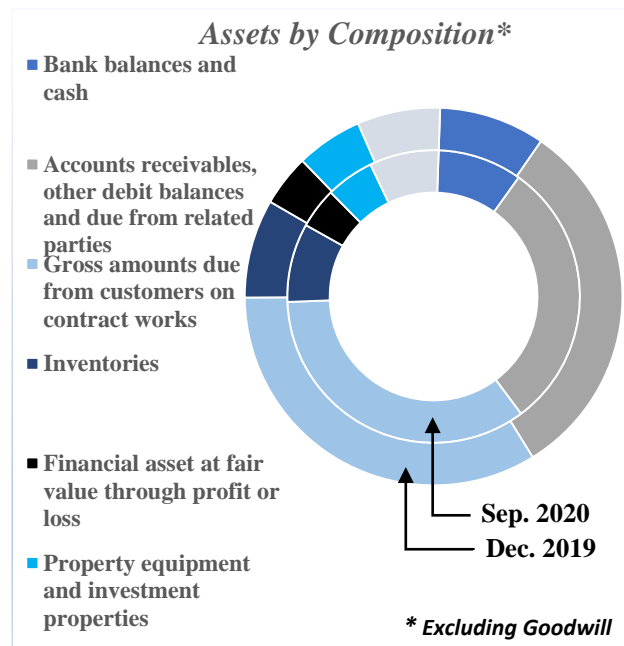
*Net profit for the period / Average Total Equity\**

*\*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*



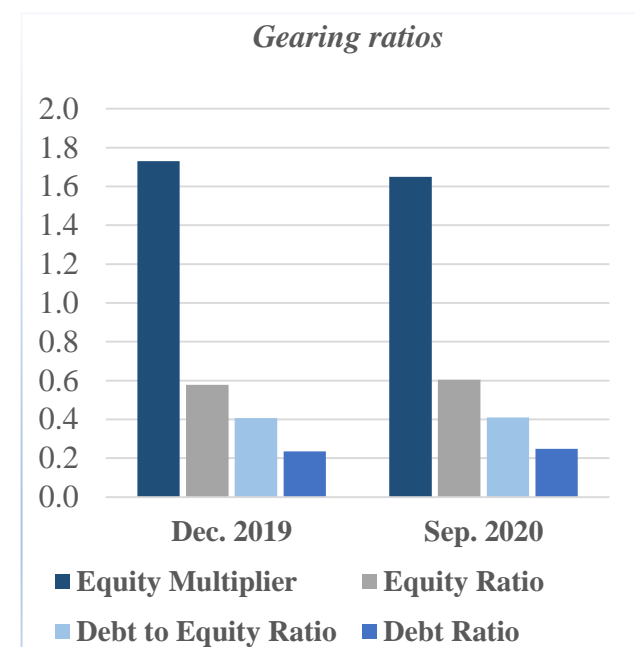
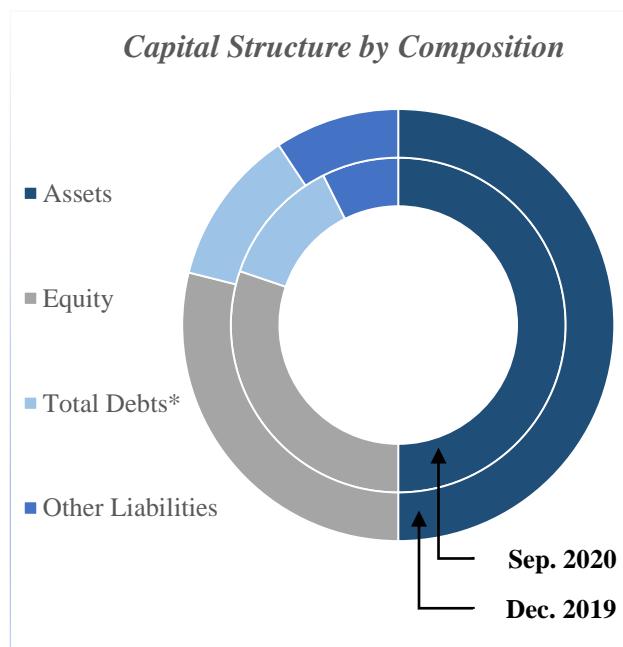
	Sep. 2020 QR. Millions	Dec. 2019 QR. Millions
<b>Total assets</b>	<b>1,403.9</b>	<b>1,415.3</b>

	Sep. 2020 %	Dec. 2019 %
Bank balances and cash	9%	9%
Accounts receivables, other debit balances and due from related parties	30%	32%
Gross amounts due from customers on contract works	35%	34%
Inventories	9%	8%
Financial asset at fair value through profit or loss	4%	4%
Property equipment and investment properties	5%	6%
Other non current assets	8%	7%

	Sep. 2020 Times	Dec. 2019 Times
<b>Current ratio</b>	<b>1.28</b>	<b>1.21</b>
<b>Quick ratio</b>	<b>1.15</b>	<b>1.09</b>

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

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



	Sep. 2020 QR. Millions	Dec. 2019 QR. Millions
Assets	1,403.9	1,415.3
Equity	848.6	818.4
Liabilities	555.2	596.9

	Sep. 2020 %	Dec. 2019 %
Assets	50%	50%
Equity	30%	29%
Total debts*	12%	12%
Other liabilities	8%	9%

	Sep. 2020 Times	Dec. 2019 Times
Equity multiplier	1.65	1.73
Equity ratio	0.60	0.58
Debt to equity ratio	0.41	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

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## Consolidated Statement of Financial Position

	Sep. 2020 QR. '000 (Unaudited)	Dec. 2019 QR. '000 (Audited)
<b>ASSETS</b>		
<b>Current assets</b>		
Bank balances and cash	64,579	63,910
Accounts receivables and other debit balances	188,218	197,046
Gross amounts due from customers on contract work	239,624	237,235
Due from related parties	18,920	25,149
Inventories	60,288	59,483
<b>Total current assets</b>	<b>571,629</b>	<b>582,823</b>
<b>Non-current assets</b>		
Retention receivables	47,065	36,888
Financial assets at fair value through profit or loss	31,000	31,000
Investment properties	21,994	22,817
Goodwill	711,492	711,492
Right of use Assets	5,996	13,119
Property and equipment	14,687	17,171
<b>Total non-current assets</b>	<b>832,234</b>	<b>832,486</b>
<b>Total assets</b>	<b>1,403,863</b>	<b>1,415,310</b>

	Sep. 2020 QR. '000 (Unaudited)	Dec. 2019 QR. '000 (Audited)
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	830,000	830,000
Legal reserve	11,851	11,851
Revaluation reserves	14,398	14,398
Other reserves	(139,145)	(152,508)
Retained earnings	119,076	92,337
<b>Equity attributable to the shareholders of the parent</b>	<b>836,181</b>	<b>796,078</b>
Non – controlling interests	12,439	22,313
<b>Total equity</b>	<b>848,620</b>	<b>818,391</b>
<b>Current liabilities</b>		
Bank overdrafts	64,345	65,155
Borrowings	200,144	179,771
Lease liabilities	2,346	8,472
Due to related parties	21,264	36,901
Gross amounts due to customers on contract work	1,704	4,059
Dividend Payable	3,524	3,829
Accounts payable and accruals	152,921	183,659
<b>Total current liabilities</b>	<b>446,249</b>	<b>481,845</b>
<b>Non-current liabilities</b>		
Borrowings	83,333	87,796
Lease liabilities	3,763	4,796
Retention payables	64	615
Employees' end of service benefits	21,834	21,868
<b>Total non-current liabilities</b>	<b>108,995</b>	<b>115,074</b>
<b>Total liabilities</b>	<b>555,243</b>	<b>596,919</b>
<b>Total liabilities and equity</b>	<b>1,403,863</b>	<b>1,415,310</b>

# Consolidated Statement of Profit Or Loss and Other Comprehensive Income

	Nine months period ended 30 Sep. 2020 QR. '000 (Unaudited)	Nine months period ended 30 Sep. 2019 QR. '000 (Unaudited)
Revenue	238,072	323,029
Direct costs	(182,280)	(249,552)
<b>Gross profit</b>	<b>55,792</b>	<b>73,476</b>
Other income	22,948	14,596
Fair value gain on investment properties	--	2,248
General and administrative expenses	(39,607)	(44,521)
Finance costs	(8,904)	(11,265)
<b>Profit for the period</b>	<b>30,229</b>	<b>34,534</b>
<i><b>Profit for the period attributable to:</b></i>		
Equity holders' of the parent	26,739	34,535
Non-controlling interests	3,490	(1)
<b>Total profit for the period</b>	<b>30,229</b>	<b>34,534</b>
<b>Other Comprehensive Income</b>		
<i>Items that will not be reclassified to profit or loss in subsequent periods:</i>		
Revaluation surplus from transfer of property and equipment to investment property	--	14,625
<b>Total other comprehensive income for the period</b>	<b>--</b>	<b>14,625</b>
<b>Total comprehensive income for the period</b>	<b>30,229</b>	<b>49,159</b>
<i><b>Attributable to:</b></i>		
Equity holders' of the parent	26,739	49,160
Non-controlling interests	3,490	(1)
<b>Total comprehensive income for the period</b>	<b>30,229</b>	<b>49,159</b>



**IHG**

Thank You.



Investor Relations department



+974 44681810



[Investor.relations@ihgqatar.com](mailto:Investor.relations@ihgqatar.com)



[www.ihgqatar.com.com](http://www.ihgqatar.com.com)

