



Investment Holding Group Q.P.S.C.
Investor Presentation
For the nine-months period ended September 30, 2021

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 revenue.

Interim Consolidated Statement of Profit or Loss

	Nine months period ended September 30,	
	2021 QR. ‘000	2020 QR. ‘000
Total revenue	244,336	238,072
Gross profit	66,862	55,792
Gross profit margin	27.4%	23.4%
Net profit for the period	21,891	30,229
Net profit attributable to shareholders of IHG	23,052	26,739
Earnings per share (QR/share)	0.028	0.032

Interim Consolidated Statement of Financial Position

	September 30, 2021 QR. ‘000	December 31, 2020 QR. ‘000
Total assets	1,369,920	1,374,031
Total liabilities	505,979	531,981
Total shareholders’ equity	863,942	842,051
Equity attributable to shareholders of IHG	855,509	832,457

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	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
Mohamed Abdalla	Group Chief Financial Officer
Sanaa Daakour	Group Head of Legal Affairs
Mohamad Rizk	Group Head of HR and Administration
Christine El Salibi	Investor Relations Officer

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

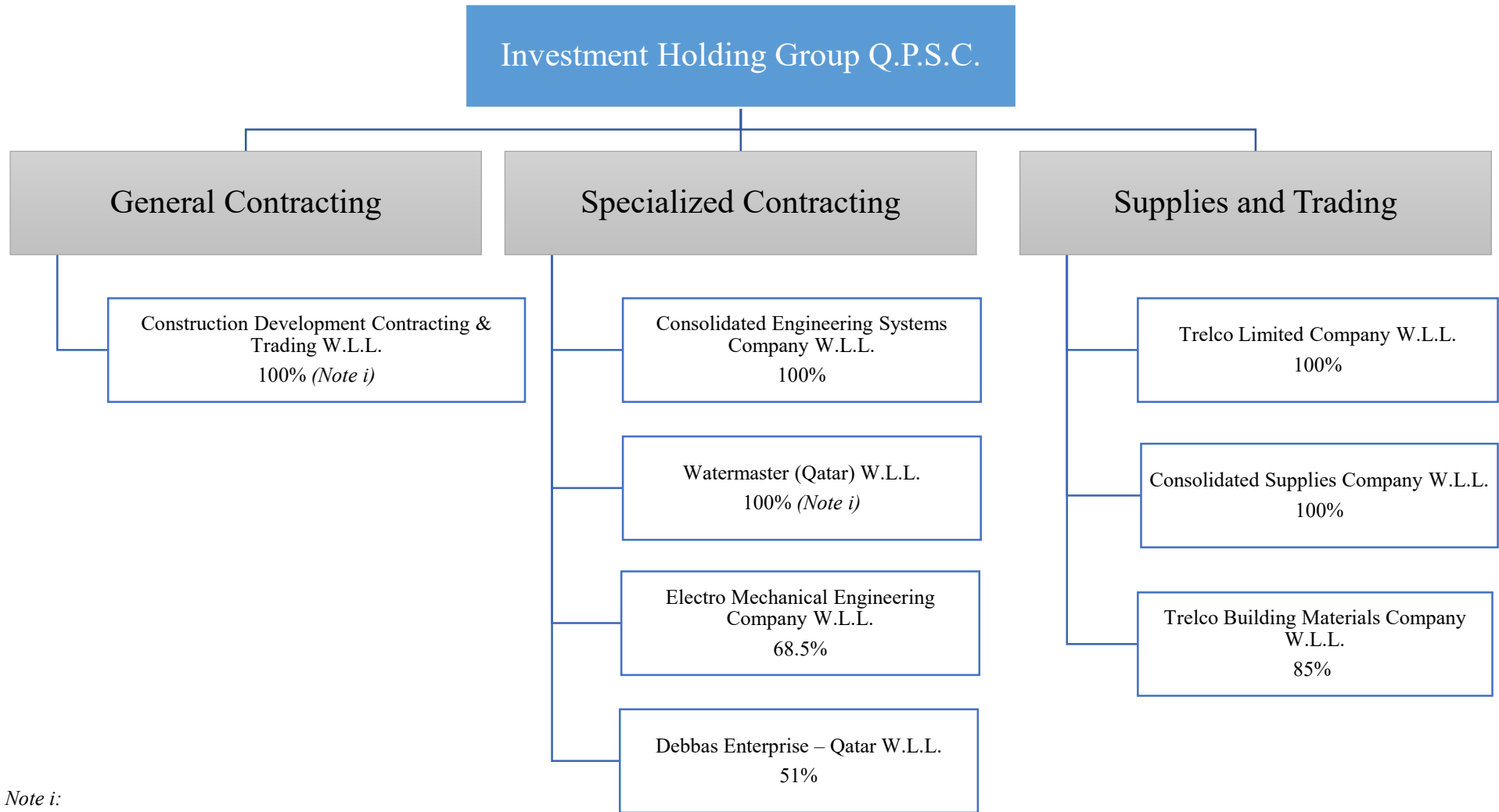


Opportunities

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.



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, Trelco Limited Company W.L.L. which is 100% owned by Investment Holding Group Q.P.S.C.

- 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



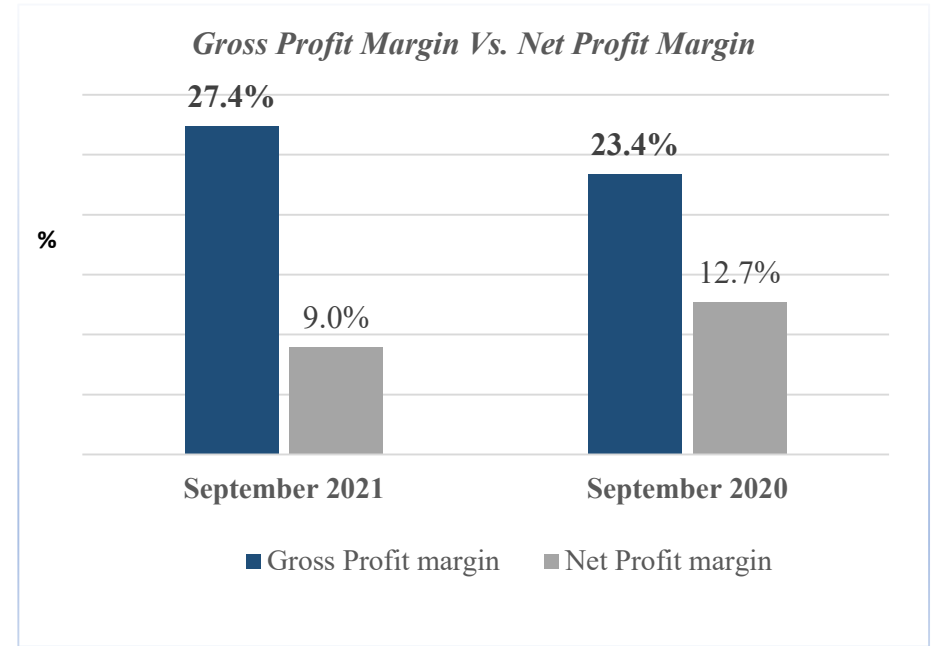
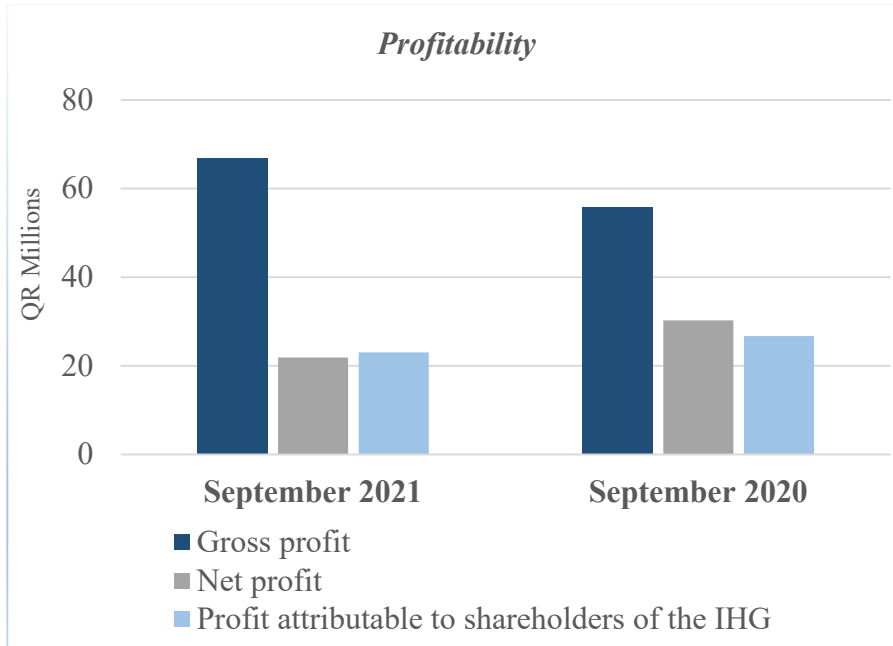
- Established in 2006, in partnership with Debbas Holding – Lebanon.
- An electro mechanical contracting company.
- Specialized in the electromechanical projects and services such as mechanical, electrical, plumbing, low voltage works, data center infrastructure in addition to street lighting installations.
- 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.



- 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.

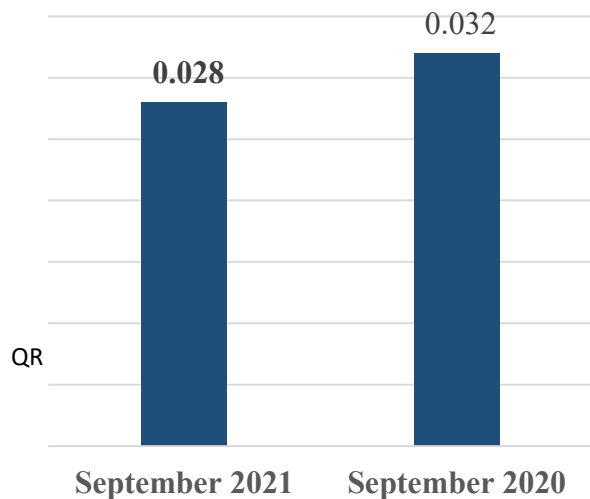
1	Introduction
2	Operating Environment
3	Business Review
4	Financial Overview
5	Appendix



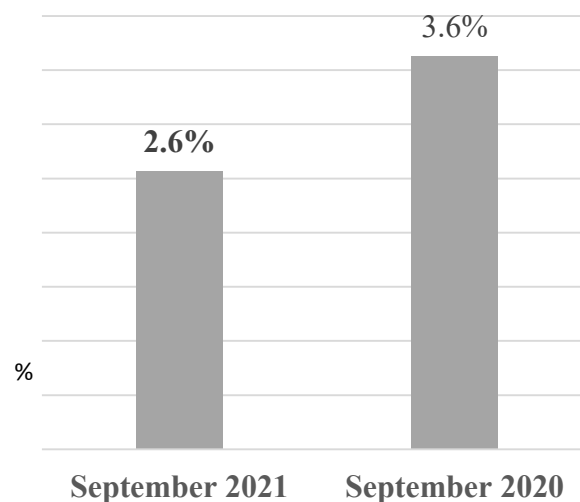
	<u>Nine months period ended</u> <u>September 30,</u>	
	2021 QR. Millions	2020 QR. Millions
Gross profit	66.9	55.8
Net profit	21.9	30.2
Profit attributable to shareholders of IHG	23.1	26.7

	<u>Nine months period ended</u> <u>September 30,</u>	
	2021 %	2020 %
Gross profit margin	27.4%	23.4%
Net profit margin	9.0%	12.7%

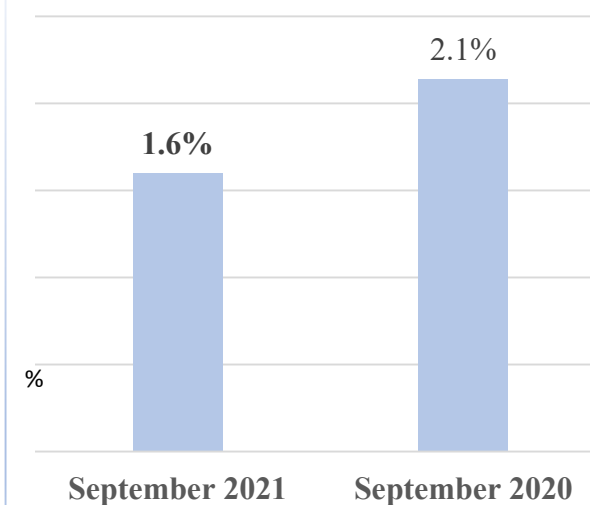
Earnings Per Share



Return on Equity



Return on Assets



Earnings per Share:

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

Return on Equity:

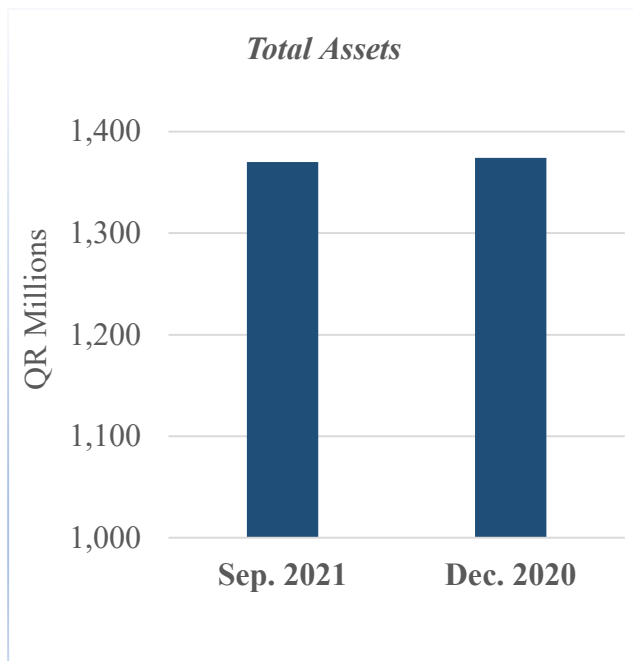
*Net profit for the period / Average Total Equity**

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

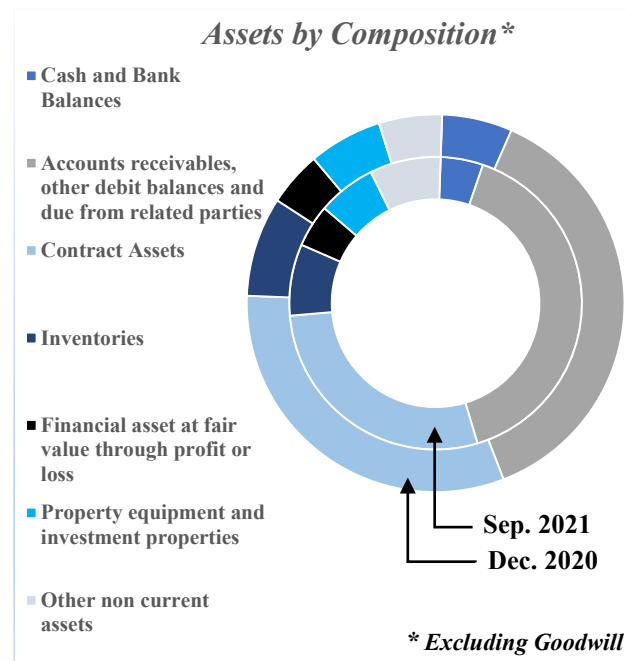
Return on Assets:

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

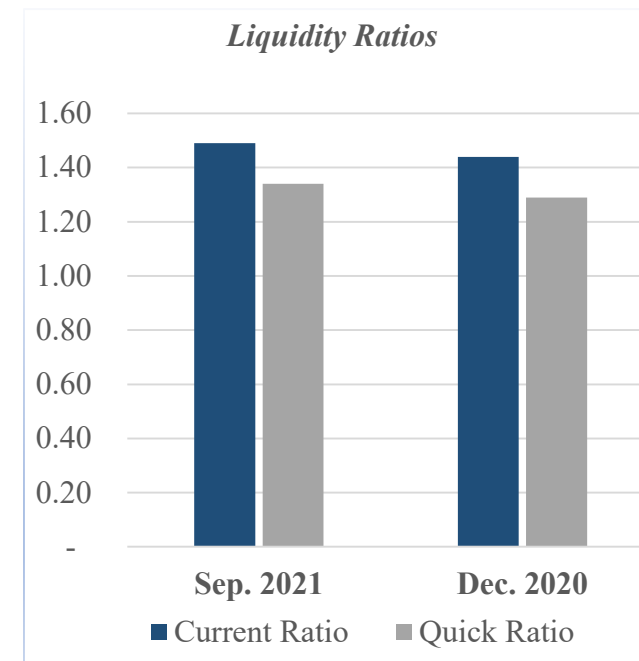
***Average Total Assets=(Beginning Total Assets + Ending Total Assets) /2*



	Sep. 2021 QR. Millions	Dec. 2020 QR. Millions
Total assets	1,370	1,374



	Sep. 2021 %	Dec. 2020 %
Cash and bank balances	4.7%	6.0%
Accounts receivables, other debit balances and due from related parties	40.1%	37.6%
Contract assets	28.3%	31.5%
Inventories	7.9%	8.5%
Financial asset at fair value through profit or loss	4.7%	4.7%
Property, equipment and investment properties	6.4%	6.3%
Other non current assets	7.9%	5.4%



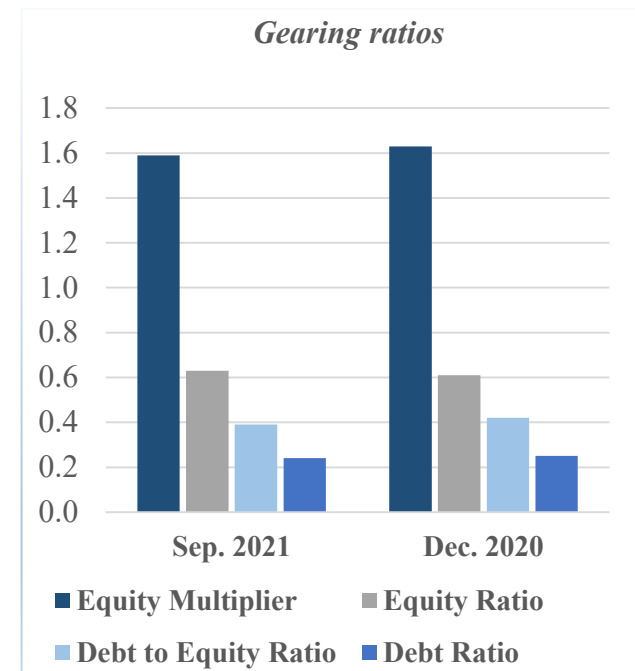
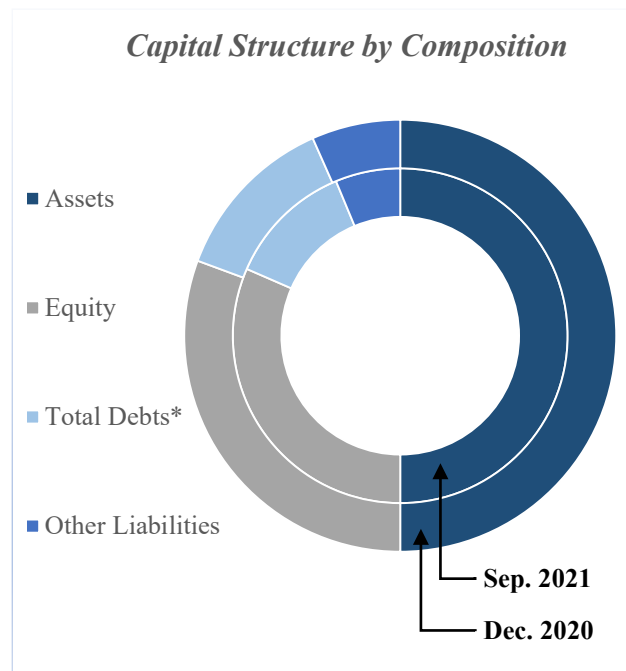
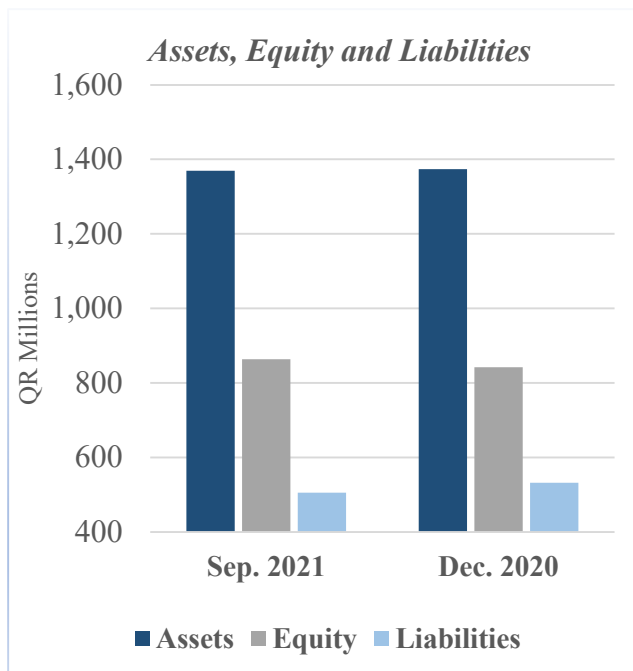
	Sep. 2021 Times	Dec. 2020 Times
Current ratio	1.49	1.44
Quick ratio	1.34	1.29

Current Ratio:

Total current assets/ Total current liabilities

Quick Ratio:

(Total current assets – inventories)/Total current liabilities



	Sep. 2021 QR. Millions	Dec. 2020 QR. Millions
Assets	1,370	1,374
Equity	864	842
Liabilities	506	532

	Sep. 2021 %	Dec. 2020 %
Assets	50.0%	50.0%
Equity	31.5%	30.7%
Total debts*	12.2%	12.7%
Other liabilities	6.3%	6.6%

	Sep. 2021 Times	Dec. 2020 Times
Equity multiplier	1.59	1.63
Equity ratio	0.63	0.61
Debt to equity ratio	0.39	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

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

Consolidated Statement of Financial Position

	September 30, 2021 QR. '000 (Unaudited)	December 31, 2020 QR. '000 (Audited)
ASSETS		
Current assets		
Cash and bank balances	30,938	39,937
Accounts receivable and other debit balances	247,167	231,017
Contract assets	186,098	208,632
Due from related parties	16,995	17,814
Inventories	52,055	56,576
Total current assets	533,253	553,976
Non-current assets		
Retention receivables	37,576	32,968
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	14,177	2,853
Property and equipment	14,518	13,837
Total non-current assets	836,667	820,056
TOTAL ASSETS	1,369,920	1,374,031

	September 30, 2021 QR. '000 (Unaudited)	December 31, 2020 QR. '000 (Audited)
EQUITY AND LIABILITIES		
Equity		
Share capital	830,000	830,000
Legal reserve	12,928	12,928
Revaluation reserves	14,398	14,398
Other reserves	(138,910)	(138,910)
Retained earnings	137,092	114,040
Equity attributable to shareholders of the parent	855,509	832,457
Non – controlling interests	8,433	9,594
Total equity	863,942	842,051
Current liabilities		
Bank overdrafts	9,309	9,396
Borrowings	208,605	214,827
Lease liabilities	4,152	1,781
Due to related parties	7,724	7,640
Contract liabilities	--	1,165
Retention payable	1,066	3,686
Dividend payable	2,692	3,466
Accounts payable and other credit balances	125,475	143,594
Total current liabilities	359,025	385,555
Non-current liabilities		
Borrowings	116,298	125,353
Lease liabilities	10,192	1,098
Retention payable	1,309	812
Employees' end of service benefits	19,154	19,163
Total non-current liabilities	146,954	146,426
Total liabilities	505,979	531,981
TOTAL EQUITY AND LIABILITIES	1,369,920	1,374,031

Consolidated Statement of Profit Or Loss and Other Comprehensive Income

	Nine months period ended September 30,	
	2021 QR. '000 (Unaudited)	2020 QR. '000 (Unaudited)
Revenue	244,336	238,072
Direct costs	(177,475)	(182,280)
Gross profit	66,862	55,792
Other income	6,080	22,948
General and administrative expenses	(43,132)	(39,607)
Finance costs	(7,918)	(8,904)
Net profit for the period	21,891	30,229
Other comprehensive income	--	--
Total comprehensive income for the period	21,891	30,229
<i>Attributable to:</i>		
Shareholders of the Parent	23,052	26,739
Non-controlling interests	(1,161)	3,490
	21,891	30,229
Basic and diluted earnings per share		
Basic earnings per share	0.028	0.032



IHG

Thank You.



Investor Relations department



+974 44681810



Investor.relations@ihgqatar.com



www.ihgqatar.com.com

