



Investment Holding Group Q.P.S.C

Investor Presentation

Period ended 31 March 2020

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

- Investment Holding Group W.L.L. (IHG) was registered as a limited liability company in 2008 to consolidate the investments of the group that were made in various companies since 1975. The legal status of the group was converted to a Qatari public shareholding company effective 11th 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.

Financial Snapshot

Financial Position (QAR 000)	Q1 2020	2019
Total Assets	1,420,629	1,422,203
Total Liabilities	592,189	603,812
Shareholders' Equity	805,759	796,078

Financial Snapshot

Profitability (QAR 000)	Q1 2020	Q1 2019
Total Revenue	76,120	96,257
Gros Profit	19,000	25,577
Gross Profit margin	25%	27%
Net Profit for the period	10,049	16,846
Net Profit Attributable for Equity Holders of IHG	9,682	15,682
Net Profit Margin	13%	18%
Earning Per Share	0.012	0.019

Operating Segment Results

Operating Results (QAR 000)	Q1 2020	Q1 2019
Contracting	7,000	14,833
Trading	1,231	5,293
Water treatment and related maintenance	682	1,605
Others	1,102	(4,137)

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



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 of the Committee
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 of the Committee
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

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

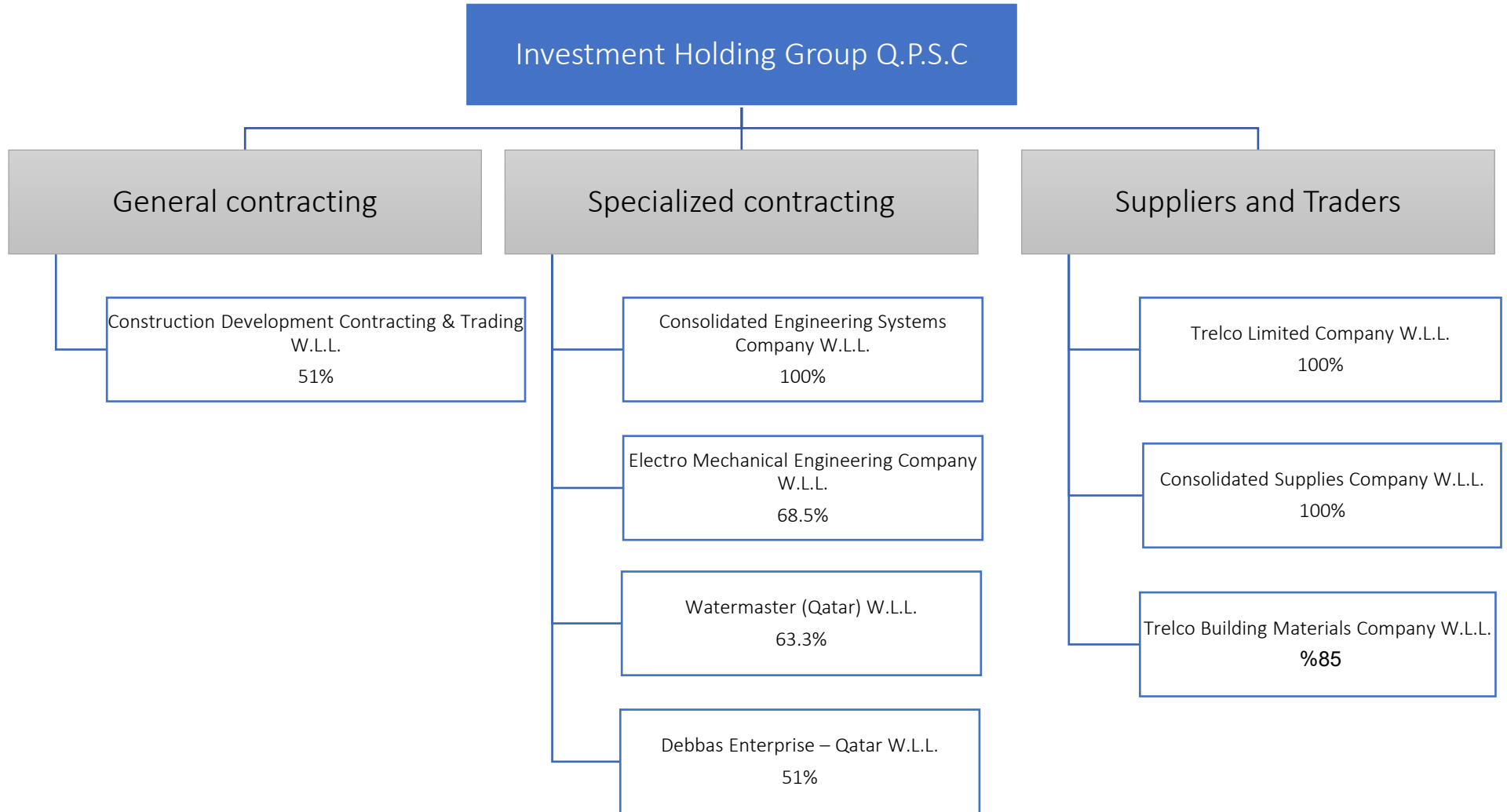


Opportunities

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.



- 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.



- 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



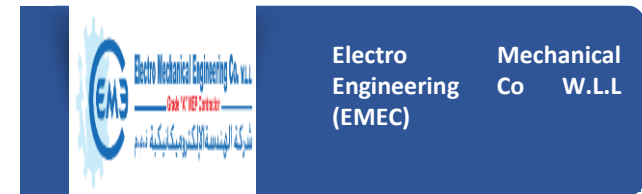
- Established in 2002, CSC is a multidivisional company which is specialized in fire extinguishers refilling and servicing, supply and maintenance of electrical, lighting, sanitary-ware and personal protective equipment.
- CSC supplies other building materials such as safety equipment, power tools, hand 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.
- ISO 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.

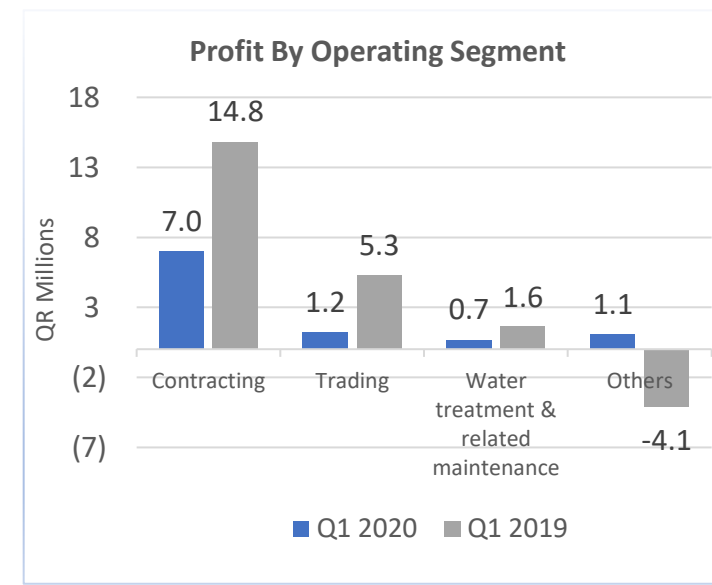
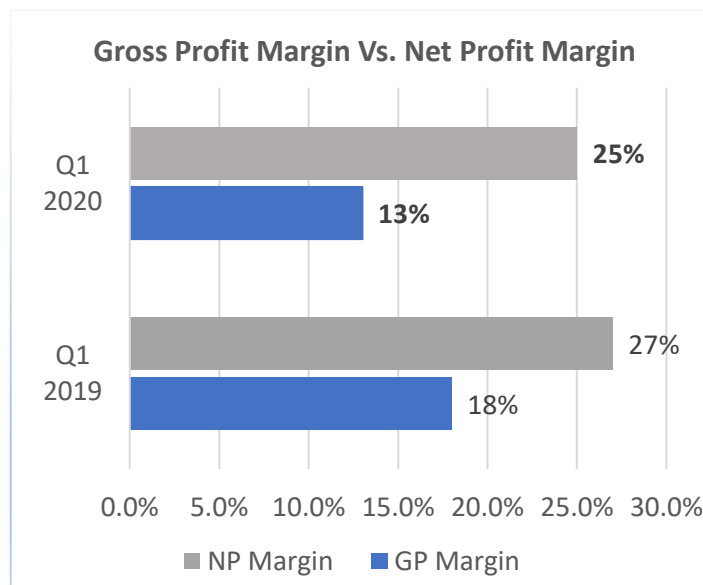
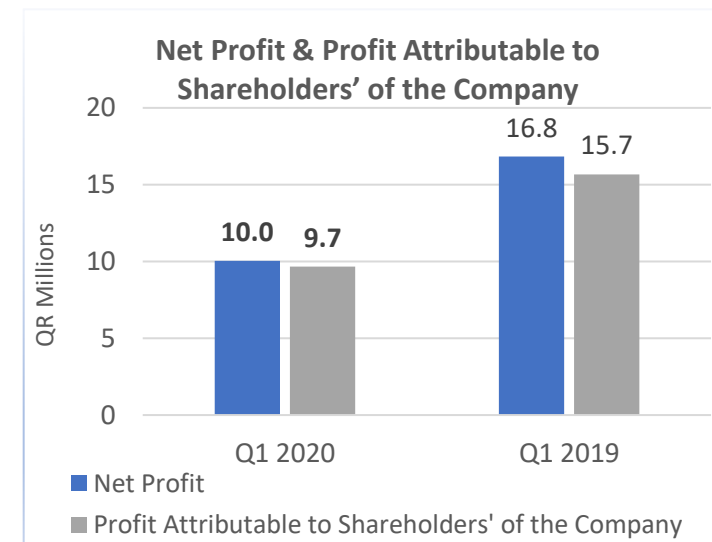
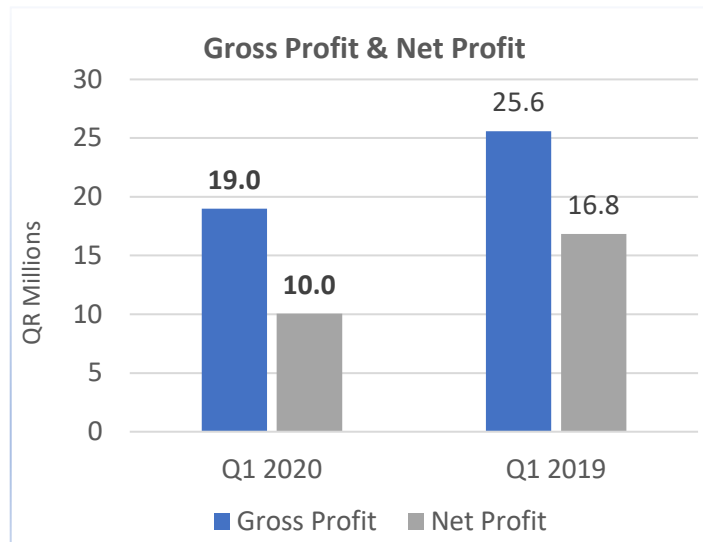


- Established in 2006, in partnership with Debbas Holding – Lebanon.
- An electro mechanical contracting company.
- Specialized in the electromechanical projects and services such as mechanical, electrical, plumbing, low voltage works, data center infrastructure in addition to street lighting installations.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

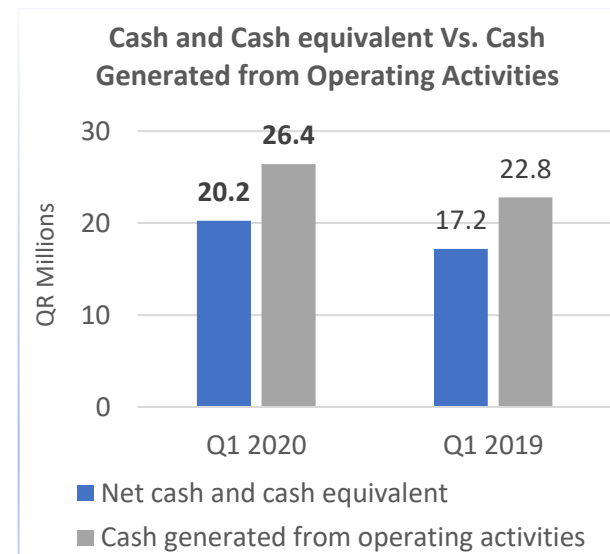
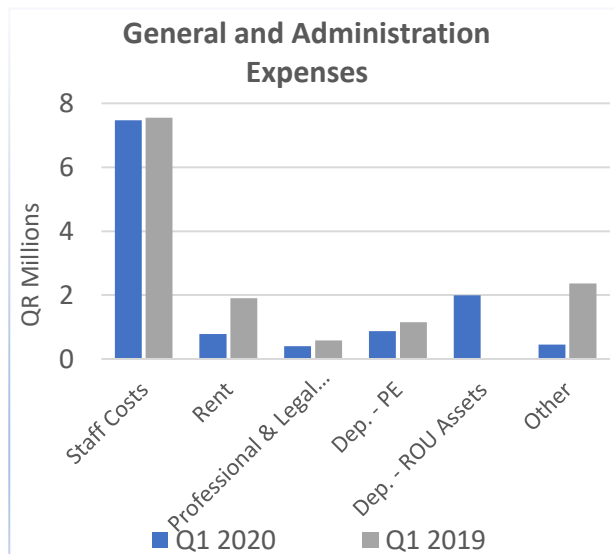
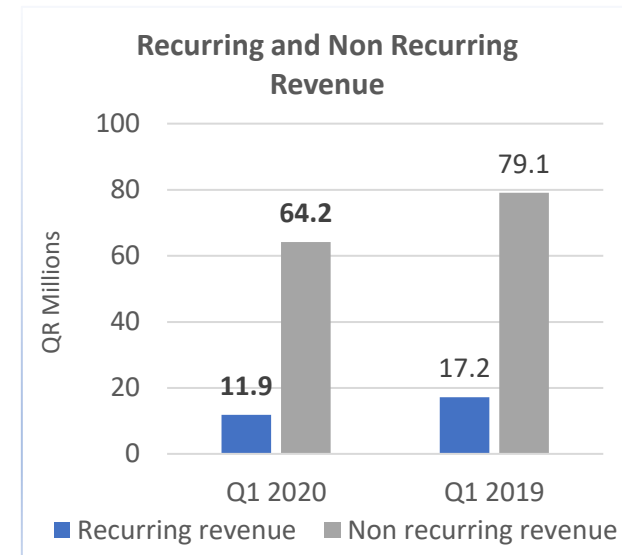
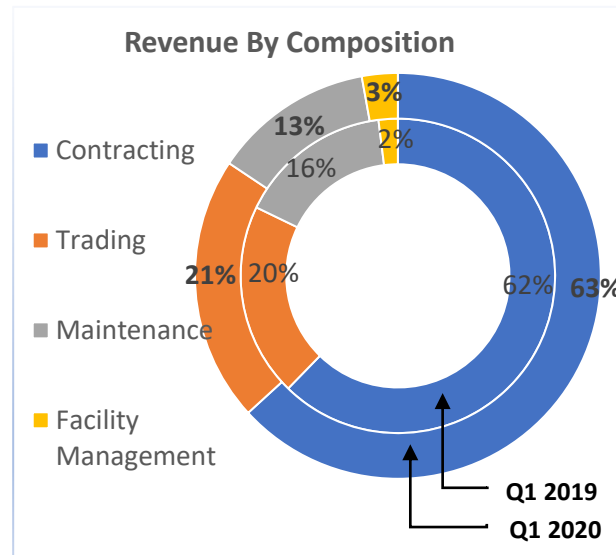
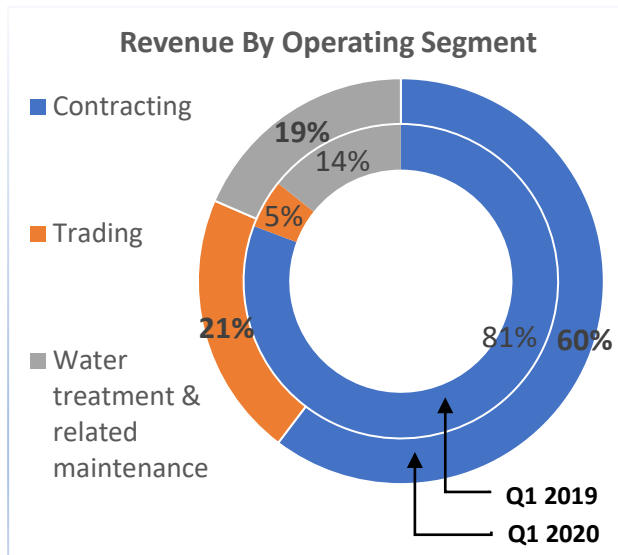
1	Introduction
2	Operating Environment
3	Business Review
4	Financial Overview
5	Appendix

Summary

- **Continues profitability** ; Gross profit and net profit reported QR 19 Mn and QR 10 Mn respectively, in Q1 2020
- **Maximizing the Shareholders' Return** ; Profit attributable to shareholders' of the company reported 9.7 Mn in Q1 2020



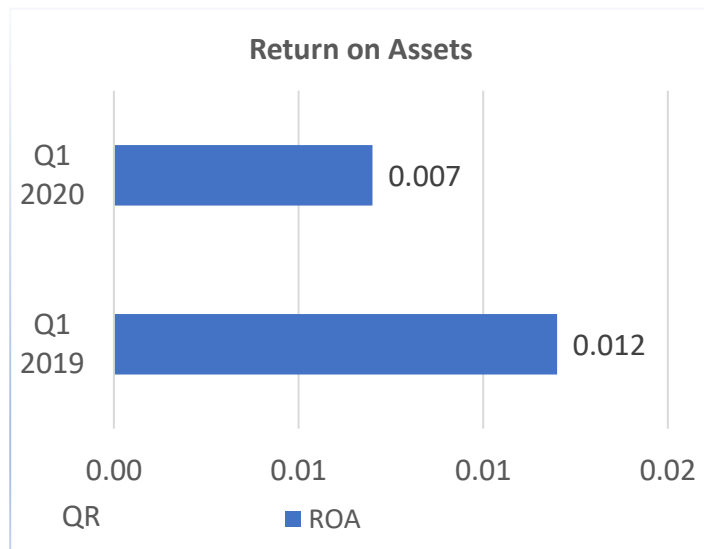
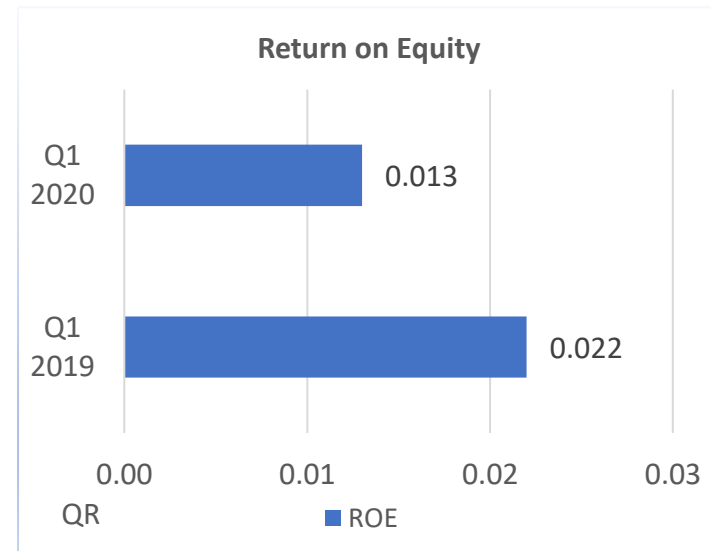
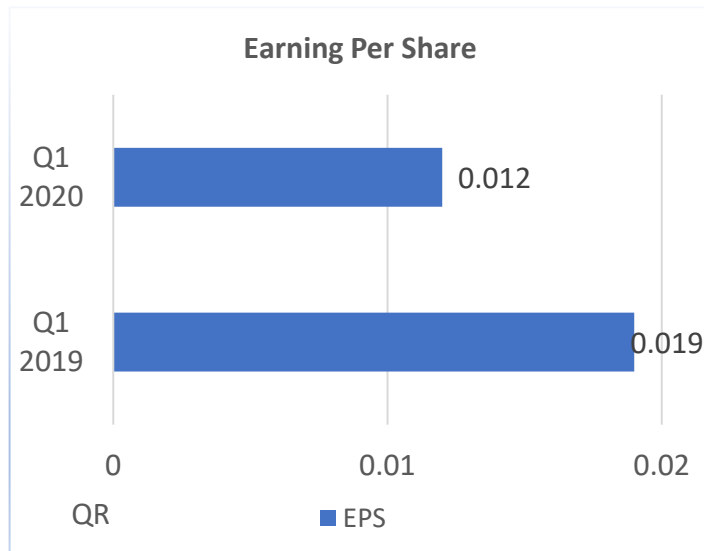
Financial Highlights – Revenue, Expense and Operating Cash Flow



Maximizing Shareholders' Return

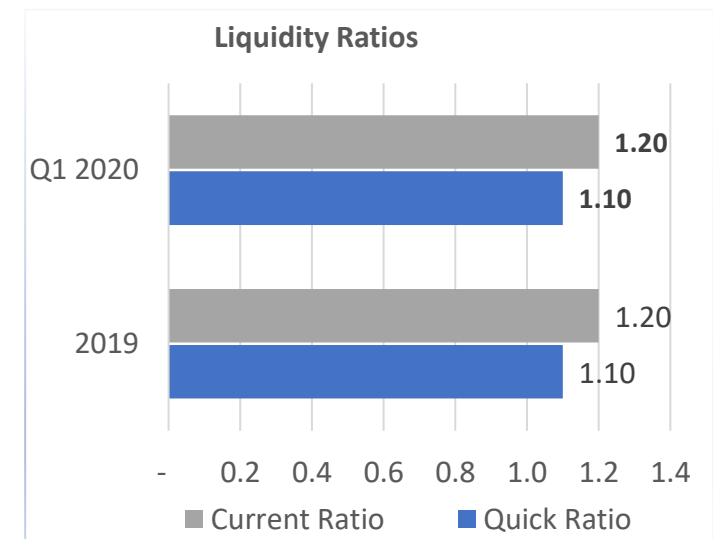
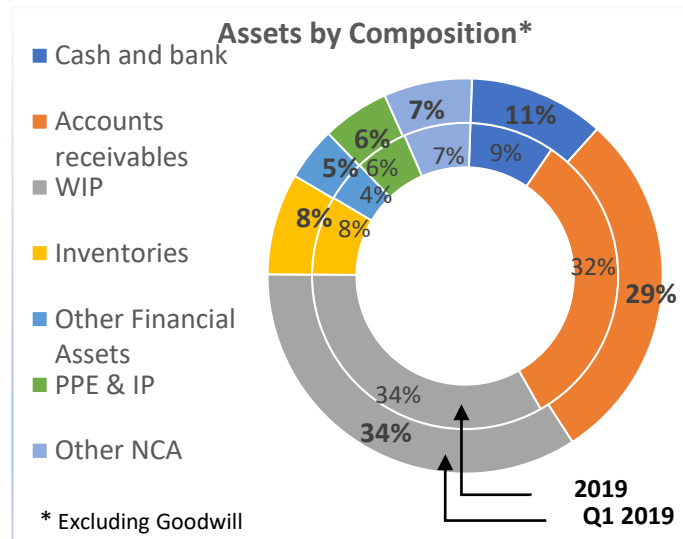
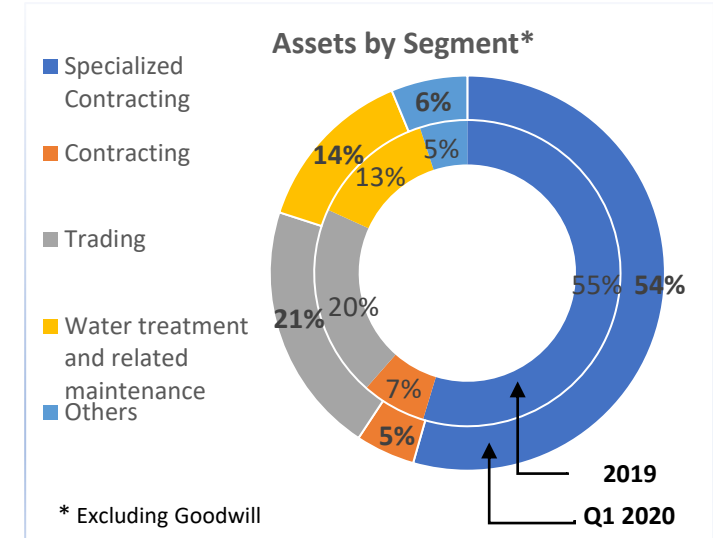
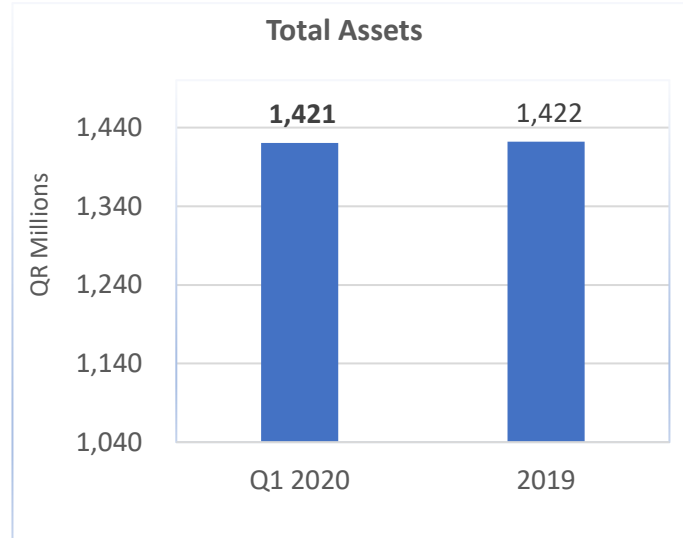
Summary

- Earning Per Share (EPS) reported QR 0.012 in Q1 2020.
- Return on Equity (ROE) reported QR 0.013 in Q1 2020
- Return on Assets (ROA) reported QR 0.007 in Q1 2020



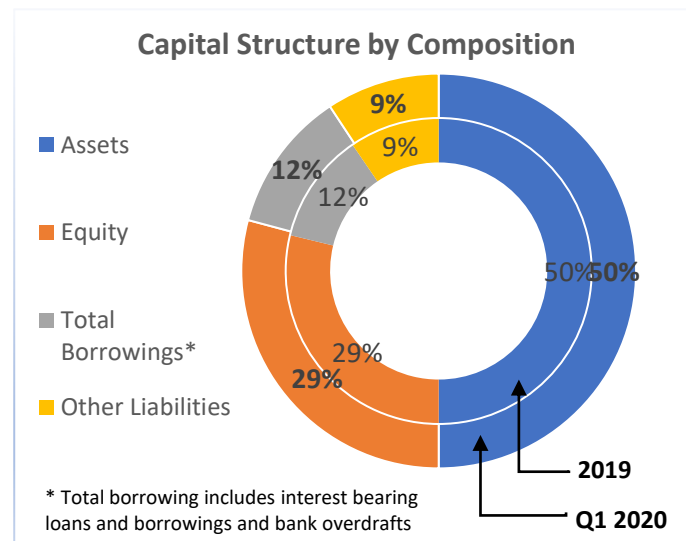
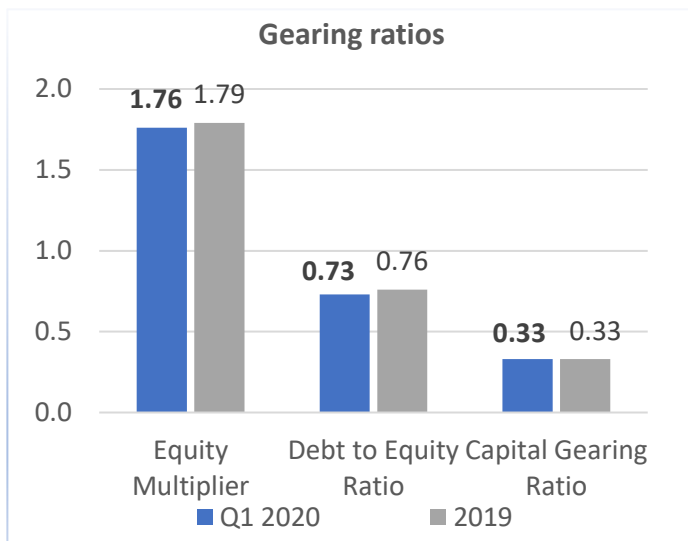
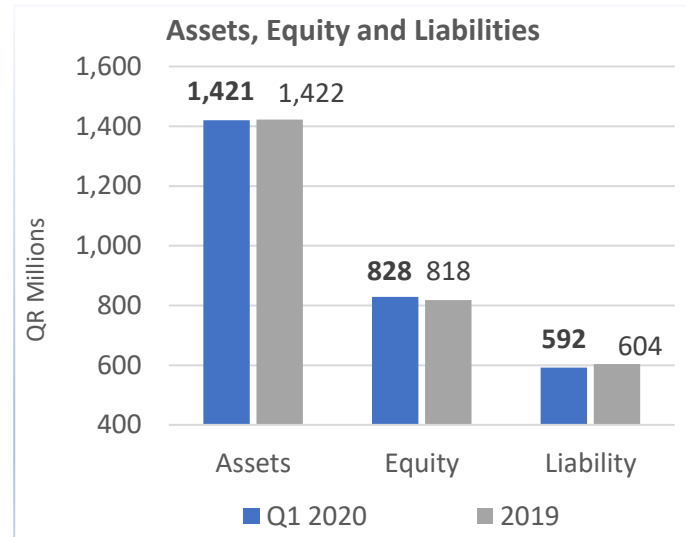
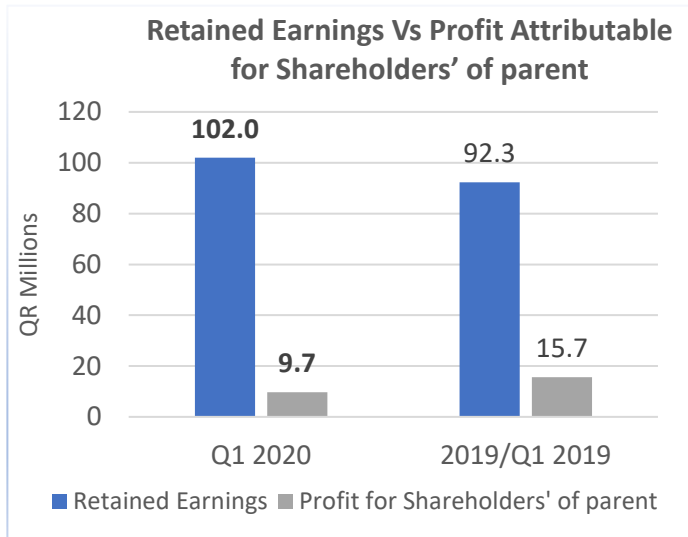
Summary

- **Assets Growth**; Total assets reported QR 1.421 Bn in Q1 2020.
- **Healthy Liquidity** : Secure the Group's financial position by maintaining healthy levels of liquidity



Summary

- **Continues growth in retained earning** ; retained earning improved by 10.5% in Q1 2020.
- **Stable Capital Structure**; Total Equity reached QAR 828 Mn at a stable Capital Gearing in Q1 2020.



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

Consolidated Statement of Financial Position

(QAR 000)	Q1 2020	2019
ASSETS		
Current assets		
Bank balances and cash	78,730	63,910
Accounts receivables and other debit balances	187,032	203,939
Gross amounts due from customers on contract work	243,112	237,235
Due from related parties	20,033	25,149
Inventories	59,001	59,483
Total current assets	587,908	589,717
Non-current assets		
Retention receivables	40,095	36,888
Financial assets at fair value through profit or loss	31,000	31,000
Investment properties	22,665	22,817
Goodwill	711,492	711,492
Right of use Assets	11,122	13,119
Property and equipment	16,346	17,171
Total non-current assets	832,721	832,486
Total assets	1,420,629	1,422,203

(QAR 000)	Q1 2020	2019
EQUITY AND LIABILITIES		
Equity		
Share capital	830,000	830,000
Legal reserve	11,851	11,851
Revaluation reserves	14,398	14,398
Other reserves	(152,508)	(152,508)
Retained earnings	102,018	92,337
Equity attributable to the shareholders of the Company	805,759	796,078
Non – controlling interests	22,681	22,313
Total equity	828,440	818,391
Current liabilities		
Bank overdrafts	58,487	59,332
Borrowings	181,872	185,593
Lease liabilities	6,737	8,472
Due to related parties	43,286	43,795
Gross amounts due to customers on contract work	4,741	4,059
Dividend Payable	3,829	3,829
Accounts payable and accruals	179,179	183,659
Total current liabilities	478,129	488,738
Non-current liabilities		
Borrowings	87,796	87,796
Lease liabilities	4,394	4,796
Retention payables	615	615
Provision for employees' end of service benefits	21,255	21,868
Total non-current liabilities	114,059	115,074
Total liabilities	592,189	603,812
Total liabilities and equity	1,420,629	1,422,203

Consolidated Statement of Profit Or Loss and Other Comprehensive Income

(QAR 000)	Q1 2020	Q1 2019
Revenue	76,120	96,257
Direct costs	(57,120)	(70,681)
Gross profit	19,000	25,577
Other income	6,919	6,326
Fair value gain on investment properties	-	2,248
General and administrative expenses	(11,975)	(13,557)
Finance costs	(3,894)	(3,746)
Profit for the period	10,049	16,846
Profit for the period attributable to:		
Equity holders' of parent	9,681	15,682
Non-controlling interests	368	1,164
Total profit for the period	10,049	16,846
Other Comprehensive Income		
<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	-	29,250
Total other comprehensive income for the period	-	29,250
Total comprehensive income for the period	10,049	46,096
Attributable to:		
Equity holders' of parent	9,681	44,932
Non-controlling interests	368	1,164
Total comprehensive income for the period	10,049	46,096



IHG

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Thank You.



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