

KUWAIT: 14/8/2018

To: Boursa Kuwait,

After Greetings,

Subject: Analyst / investors Conference for second quarter 2018

With reference to the above subject, and pursuant to the requirements of Boursa Kuwait Rules Book issued as per Resolution No.(1) /2018 kindly note that the quarterly Analyst / Investors Conference was held through a Live Webcast on Tuesday: 14/8/2018 at 1:00 pm local time.

Please refer to the attachment for the minutes of the conference and presentation (Q2/2018) Yours sincerely,

Jassim Mostafa Boodai

Vice Chairman and CEO





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Operator:

Ladies and Gentlemen, welcome to Integrated Holding Company, second quarter, 2018 result. I will now hand you over to your host, Mr. Muhammad Haider, Arqam Capital. Sir, please, you may begin.

Muhammad Haider:

Hello everyone and welcome to the Integrated Holding Company, second quarter, 2018 earnings, conference call that's hosted by Arcon Capital. This is Muhammad Haider from Arcon Capital Research, and I'm joined today by Mr. Jassim boodai, Vice-Chairman and CEO, and Mr. Joseph Fernandez, Group Financial Controller. Without any delay, I will now hand over the call to Mr. jassim. Please go ahead.

Jassim boodai:

Yeah, thank you very much. Welcome all. I would like just to go quickly to the overview and explain a little bit the history and how we are proceeding from now. As maybe you've seen before, [inaudible 00:01:06] have been established in 2005, with the main aim to further the oil and power sector. Since inception, we have been profitable and we have been paying dividends continuously. The company is concentrating on three major plans, or two major plans. The first one is the equipment leasing which is operational leasing, whereby we rent equipment that is manned to the different [inaudible 00:01:44] contractors and the second line which is the heavy lift. Of course we have the transportation services, but we treat that as a support to other functions.

We have been, as I mentioned earlier, we have been successful since inception in having profits ending constantly every year dividends. Now this year we have been, again, quite successful and we have great goals in our first and second quarter this year. And we have the 30% extra net profit. And revenue, sorry, and the 59% in net profit.

There was three factors for the main profitability. First one was, of course, the turnover. Higher turnover. Secondly we had higher utilization, which is usually the biggest contributor to our bottom line in normal circumstances. And the third one, which is the foreign exchange. That is, of course, something that happens from time to time. During the year, the foreign exchange, especially with the Euro, have been favorable to the company. 2017 of course with the higher Euro we were affected, and now we're coming back to normal levels. And this would have also contributed to our higher profit.

One month ago we have been lifted on quite the stock exchange and we have topped it with a very good prize, that was 50% higher than the foreign [inaudible 00:03:50] 752. On closing, we over year to date, its 9592. We have been continuing to purchase and improve our fleet by acquiring new equipment

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and also by remodeling and changing the mix of equipment based on the requirements of the projects.

This year we have invested about 7.5 million KD which is about 25 million dollars in new equipment and we expect also to invest some more during this year to enhance our fleet and our operations. Now Joseph will take you to the figures.

Joseph:

Good afternoon everyone. Now we are going to the slide on revenue and net profit. The revenue for the quarter is increased by 13%. Whereas revenue for the last year, it has increased by 20%. The increase in revenue is mainly due to the fact that of utilization of the equipment. And in our case, crane utilization fees are improved by 3%. Since crane contributes around 74% of the total income. So this has one good increase. Secondly, we have purchased new equipment in second half of 2017 and current half also. This additional equipment also helped to accrue additional revenue. Then the next profit as shown as increase of 59.5% over previous quarter. And for the first half it is 54% increase. Here, this substantial increase is mainly due to [inaudible 00:06:08]. If we exclude [inaudible 00:06:11]. Next profit increase would be around 9.6% in second quarter and 28.3% increase in first half of 2018.

Jassim boodai:

This is jassim again. Just talking about the revenue by geography. If you would see that our two markets have been Kuwait and [inaudible 00:06:46]. Saudi Arabia was also there until late 2016. But that explains here. During the year 2017, of course there was the blockade against copper. That has resulted in, let's say a lot of projects being delayed because they have their own other priorities. And at the same time in 2018 we have an increase in our share in Kuwait because some of the equipment that we kept in Saudi Arabia, we have brought it back to Kuwait due to the market conditions in Saudi Arabia. We brought it back to Kuwait and this has resulted in the higher income in Kuwait.

Now we feel that copper is stabilizing and the projects are starting to move and we feel that 2019, copper will come back to normal and their implementation of their strategy to increase their [inaudible 00:07:56] production by 35% in the next five years we'll start by 2019. One more topic also, we have the large workshop and area that we have taken [inaudible 00:08:14]. This got delayed in the construction due to the blockade. Now we believe it will finish within a couple of months. And we would be ready also to receive our extra equipment. We've been delayed sending some of the equipment to copper waiting for the workshop and the storage area to be finished.

Again, we'll go to page number 7. Revenue by operation of financing. You will see that we have the goal in all aspects. Whether it's the equipment operation,

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[inaudible 00:08:55] and heavy lift, and transportation. Okay, Joseph will take [crosstalk 00:09:08] talk about the financials.

Joseph:

Thank you, this is Joseph. Now coming back to the financial position. We have improvement in current [inaudible 00:09:21]. Current [inaudible 00:09:24] mainly, composition [inaudible 00:09:27]. With the decline in [inaudible 00:09:28] by 6% and implementing the cash and bank balance. Coming back to property and equipment we have 5.7% increase. Current year we are at a 7.15 million [inaudible 00:09:48]. Then, bottlings, we have been able to reduce the bottlings by 36.6% and we are in very comfortable [inaudible 00:09:59] to take up additional bottlings for our new products. Then we have provided the [inaudible 00:10:06] line for [inaudible 00:10:06] in our financial, it is [inaudible 00:10:12]. Since [inaudible 00:10:14] explained earlier we are buying [inaudible 00:10:17] from the manufacturer on credit basis. We take suppliers security. So the [inaudible 00:10:24] 41.6% increase. This is mainly additional [inaudible 00:10:32] included, we have spent around 3.45 million for purchase of equipment, it is through credit. Since the term of purchase and credit is [inaudible 00:10:44] then bottling, we are remain credit from this supplier. We have better negotiation term with them. And this credit is over the period of one year. And we [inaudible 00:10:58] comfortable cash flow to honor the obligation on due date.

[inaudible 00:11:05] other laboratories are showing improvement in current last year. [crosstalk 00:11:11] Dividend before 30th of June. Whereas previously it was high because our dividend was approved by the [inaudible 00:11:18] in June 2017 and paid in July 17. There are some increase in current Laborites because of provisions in direct influence in expenses. And the [inaudible 00:11:35] increases exponentially since it is considered by better property.

Jassim boodai:

Now we will go to the statement of income. We have explained the revenue growth, already been explained, then the depreciation increase, as it deals to additional [inaudible 00:12:01]. Operating profit and EBITDA are.

PART 1 OF 3 ENDS [00:12:04]

Joseph:

Operating profit and EBITA are maintaining growth trend. Finance cost is showing seven, which is attributed to that reduced debt, despite increase in the borrowing rate. Now earning purchase, it is better earnings contributed for the better earnings. Coming to the key status fix, growth profit margin have improved by 9.9 % as I explained, it is due to better utilization of equipment and additional revenue contributed by new Capex. But there is a small decline in

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EBITA. EBITA margins are declined due to two reasons main, increase in general admin expenses, mainly stock cost, which is both due to revision of salaries, as well as increase in ad count, to support business development to maintain our growth. There is a increase in impairment of receivables provisions since we have adopted a offer of nine and by making profit assessment, we have booked expected credit loss.

And second quarter we have made initial public offering and all related expenses and also the expenses in connection with the listing also observed in the second quarter. These factors are contributing for lower EBITA margin. These will improve as we go forward, as for our current business strategy.

Next profit margin sale shown significant increase in the second quarter as the less second half year. As explained earlier, FOREX gain is in the second quarter is the main factor for the height in the margins. If you exclude the FOREX gain effect, the next profit margin is 42 point 2018 comparing to 39.8% of previous half year. So again, better profit help contributed to the better return on total assets, as well as return to shareholders equity.

During that quarter, as we explained we are invested on new Capex around 7.15 million out of which 3.4 million is paid through our internal generated funds. Also second quarter, we paid the dividend for the year 2017, 6.6 million.

Speaker 1:

Yes I ...

Joseph:

Mohammed now back to you for question and answers. [inaudible 00:15:35]

Speaker 2:

Operator can we please start the Q&A session?

Operator:

Sure thank you. We will now start question and answer session, ladies and gentlemen. If you wish to ask a question please press zero, one on your telephone keypad. Thank you for holding.

Our first question comes from [Rami Jamal 00:16:03]. Amwal Capital partners. Please go ahead.

Rami Jamal:

Good afternoon, this is Rami from Amwal based in Qatar. A quick question on your backlog of projects. You've mentioned that you have projects in both Kuwait and Qatar. If you can just give us a rough idea of how big of a size your backlog currently is. Thank you.

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Jassim boodai:

Yeah, well we can give you later on maybe a detailed list of the project that we have in hand, but just to give you an idea, our business is more very much related to the size of the project. If you see that for instance we are in every project. We don't bid like a tender. We usually are in the projects from the beginning to the end, these mega project. Depending on the type of equipment and the application. So our business is very much related to the number of projects that are going on. And ... but of course we have ongoing projects that are enhanced and we have future projects like shutdowns and other things that we can give you detailed list about it.

Rami Jamal:

Okay. Alright, fine. A follow-up question. So when you say that you're invited or you're available in all these projects and you don't do tenders, so are you ... Explain just the relationship between you and your clients. How does it work if you're not tendering?

Jassim boodai:

Exactly. We are on the bid. Yeah, we are on the bidder's list for all these contractors. We work from them, with them, from the tender stage to provide them with the prices and with the availability of equipment. So we work with them from a tender, very initial stages. As soon as any contractor will get it, whether it's Hyundai or it's gonna be Diao or any other international contactor, we are on their bidding. The moment they get the project they will call us in to do the supply for equipment.

That's why we I'm saying here, we are not ... we don't ... it's not [inaudible 00:18:22] contracting company where we bid and whether we lose or win. No we give our prices to all the contractors and whomever gets the project we will work with them as a support. That's why if you, for instance, you will feel that most of the projects, doing a project here in Kuwait, you will see that our equipment is there because we are flexible. We don't have a commitment or we are limited to an entry or exit in a project.

Rami Jamal:

And right now, if I were to ask, how many contractors are you dealing with in the region? And do you foresee yourselves basically purchasing further equipment to fulfill any further requirements or that has been covered for in terms of FX requirements?

Jassim boodai:

Well coming back to the number of contractors, most of the EPC contractors, these are international company. So let's say our list of customers are let's say about 30. The main contractor, of course the list could go to up to 100, but the main customer it's about 30 contractors, that are working across the region and

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the worldwide as well. These are international contractors and we are on, all of them, we are on their bidder's list.

> With regard to the equipment, yes we're continuing to purchase, as we mentioned earlier, we invested about 25 million dollar, during the first half of this year and we expect to invest some more and we believe that by 2019, we will be having another round of extensive Capex during that period.

Rami Jamal:

Alright, thank you.

Jassim boodai:

Thank you.

Operator:

Our next question from [Ankit Gupta 00:20:17] [inaudible 00:20:18] Capital.

Please go ahead.

Ankit Gupta:

Good afternoon gentlemen. Thanks for having this call and taking the questions. I have two questions. One is to follow up to your Capex. I was wondering if you can give us some specific guidance from the Capex, given the fact that you've already spent around 7 million in the first half. Second question is related to how the management looks at the company. So what are the major performance metrics you focus on when you evaluate your business? Thank

you.

Jassim boodai:

Just to again to mention that this year, 2018, we've purchased 7 million and a half KD and we expect that we will be again investing 3 to 4 million KD during the rest of the year. And how do we evaluate our business? If you can see from our balance sheet and from the figures, our main focus is on the bottom line. We can easily double our volume by increasing the number of projects or customers and volume, but we don't want to dilute our profitability. We'd like to concentrate on the profitability and the bottom line on this business.

So you will see that we are very much focused on utilization. We feel that utilization is the name of the game in this field. Any extra income that is beyond the normal will go directly to our bottom line, because of the very limited or

marginal cost that will be related to the extra business.

Ankit Gupta:

So in the light of the same, do you expect any further improvement in your asset turnover which essentially translates into better utilizations? I see you

currently have around 40%.

Joseph:

Yeah, better.

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Jassim boodai:

Yeah. Definitely, definitely.

Ankit Gupta:

And can you give us some color on the guidance for Capex for next year? I

understand that it will be 10 to 11 this year.

Jassim boodai:

Yeah, yeah I think we mentioned, as we mentioned rightly here. It's about going

to be 10 to 12 million KD.

Ankit Gupta:

Perfect. Thank you very much, I appreciate it.

Jassim boodai:

Sure.

Operator:

Our next question is from [Taher Safieddine 00:22:35] Citi Group. Please go

ahead.

Taher S.:

Well, good afternoon gentlemen. This is Taher from Citi research in Dubai. Couple of questions from my end. You talked a lot about utilization, improved utilization, mainly explaining the strong performance in the quarter. Can we get an idea about how much is the group utilization in Q2? What was that number last year? This is my first question. And the second question, along the same lines. How much of your cost are mainly fixed? Which means ideally, you will see a huge economies of scale if you want in terms of, once you improve utilization, this will trickle down into your profitability. Can you we get a sense

of the percentage of cost that are-

Jassim boodai:

Yeah, Joseph will take you from here.

Joseph:

See, utilization, we have shown better in the case of [inaudible 00:23:27]. That is the main contributor. We have 76% utilization this quarter comparing with the 73% utilization of the previous year. Then we have other range of equipment. There also our utilization is varying from 59% to 70%, which we have improved to 72%. So these factors have contributed better utilization in the rate. And coming back to the operational efficiency, when we get more additional

equipment as well as ...

PART 2 OF 3 ENDS [00:24:04]

Jassim boodai:

Get more original equipment as well as better utilization. Our main operation and expenses we can add to them. That will help us to add more as we go. I

hope I answered your query.

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Taher S.:

Yeah but just on the second one, and a ballpark figure. I'm not looking for specific, but I would expect the majority of your cost to be fixed, right? Is this a reasonable way to look at this business? [crosstalk 00:24:33]

Jassim boodai:

Variable portions of the cost is also that. As we go through the project, depending upon the project size, operating cost, real cost, [inaudible 00:24:45] and running manpower cost and the direct demand cost for used equipment, it's variable, so there are a fair amount of variable and fixed. Operations being the fixed one.

Just to give you an example, for instance. If you rent out a crane for a ten hour and you rent it out in agreement with the contractor for eighteen hours, here your difference in cost is quite small. You are having the overtime for the operator and maybe some consumables. But the extra income, you will see that it is going to be nearly double.

Just to give you an idea, how it works.

Taher S.:

Okay. All right. Just one final question before I leave it to others. In terms of market share, can't we just get an understanding on the competitive landscape. When you talk about equipment leasing, which is the major driver of your business, what is your market share in Kuwait, which is the biggest revenue contributor in terms of the landscape? This is one, and I mean- Yeah, sorry go ahead.

Jassim boodai:

Go ahead. No no go ahead.

Taher S.:

Just in terms of getting market share, in terms of cranes, for example. How competitive is the market? Is it too fragmented, or you have some other big players that compete with you on prices that are with the EPC contractor?

Jassim boodai:

Yes. Depending on the type of equipment, we talk about the competativity. As Joseph mentioned, our main income and contributor to the net profit is of course in the cranage business. Which is let's say a high cost item. Our main competitors in this area are mostly international. We do work with most of them here locally. At the end of the day, they calculate their cost by mobilization and demobilization and having to move such big parts of equipment. Or they can choose to rent from us. We not only rent to the EPC. We do work alongside most of the other large companies like [inaudible 00:27:20] people like that.

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It depends. You cannot put ... same kind of equipment, you have the same kind of competitors. In the

bigger equipment, yeah, but basically international in the equipment we have

few local.

Taher S.:

Okay. Thank you.

Jassim boodai:

Thank you.

Operator:

Our next question from Aya Salef, E&J. Please go ahead.

Speaker 3:

Hello? Hi. [inaudible 00:27:59] how are you? I just had one simple question. You mentioned that your IPO expenses led to lower margins in the second quarter. I was just wondering how much those were just to exclude them going forward

when we're looking at the company on a recurring basis. Thank you.

Jassim boodai:

The IPO expenses is not one of the contributing factors. IPO expenditures were not bad in the previous quarter. This is one of the reasons for increase. But our main cost affecting IFRS 9 or top cost, an increase in general admin cost. Then IFRS 9 impairment, which is credit loss. IFRS 9 is effective from this year. These were not that. If you are listing expenses, comparing you to the low figure, it

was not that in the previous year I have highlighted.

Speaker 3:

Okay yes but didn't you mention it was there in the second quarter of 2018?

Jassim boodai:

Right. Second quarter. We are comparing the margin decline comparing with the previous year, so these expenses were not that in the previous. That is the reason we have been highlighting something. But it is not a big expenditure. Because of impairment, IFRS 9, expected credit loss, we have to accrue. That we have taken care. As well as increased cost because increasing the head count to increase our business volume and further realign for the business development.

Speaker 3:

Okay thank you.

Jassim boodai:

Thank you.

Operator:

Our next question is from [inaudible 00:29:54].

Speaker 4:

Hello this is [inaudible 00:30:01] speaking from Camker Investments Company. I just have two questions. We were wondering if we should expect the same performance the second half this year, similar to the first half, and the second question or request, can you give us an update about the Aman Projects? Thank

you.

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Jassim boodai:

Coming back to, I don't think we'll be able to answer the question about future figures. What we can say is the projects are going on and we feel comfortable. Sorry, the second question is?

Speaker 4:

The second question about Aman Projects. Is there any update?

Jassim boodai:

Aman Project is basically a KPC, [inaudible 00:30:50] and Aman Oil Company joint venture to build a large refinery. We have already taken the land and we just did the company in Aman. We believe the project will start in 2019 and will continue for three to four years and during that period, there will be a petrol chemical plant as well. Along with the good- we believe good investments from Chinese companies in that area so we can benefit also from that business. But we are not talking about the main market Aman, we are just specifically

concentrating on the [inaudible 00:31:36] area.

Speaker 4:

Okay, just a follow up question. How much are we expecting Aman to

contribute in the future to your revenue?

Jassim boodai:

It will go gradually, like any project. It will start with the site preparation, so as we move forward, I don't see it contributing in 2019 quite significantly, but beyond that, we feel that it will be a major contributor.

Speaker 4:

Okay thank you.

Jassim boodai:

Thank you.

Operator:

Ladies and gentlemen, I would like to remind you, if you wish to ask a question, please press 01 on the telephone keypad. Thank you for holding.

Ladies and gentlemen, as a reminder, if you wish to ask a question, please press 01 on the telephone keypad. I now have follow up questions from Mr. [inaudible 00:32:36]

Rami Jamal:

Hi, Rami from [inaudible 00:32:42] again. I just want to understand how the relationship between you and your customers work, them being basically the contractors for all of these mega projects. Are you paid when these guys get paid, or you're contracted with them directly and the contractor would pay directly for your services? Who's running the receivables? That's what I'm trying to get to here.

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Integrated Holding Co. K.S.C.P P.O.Box 750, Dasman 15458, Kuwait Tel: +965 18 200 18 Fax: +965 2398 5884

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Jassim boodai:

We work with these contractors of course on a very specific term. We are not linked to their arrangements with the government. Most of these contractors are well established and they are financially capable. Of course, I mean, if we contract for 60 days, then the payment comes after 80 days or 75 days, that's understandable. But usually it's an agreed credit policy and credit them on each and every project, and that way if you see our receivables and the aging in our sheet, you will see that we have been managing that.

I hope I have answered your question.

Rami Jamal:

Yeah, that covers it very well. Thank you.

Jassim boodai:

Thank you.

Operator:

We have no other questions at this moment. I will hand it over to Mr.

Muhammad Hidash for the conclusion.

Speaker 5:

Thank you, operator. Mr. Justin, do you have any final closing remarks?

Jassim boodai:

No. Thank you very much. We appreciate all the interest and we hope that we have answered all questions. Please any other additional questions or clarifications, we are more than happy to answer it. You may contact Mr. Joseph and he will be more than happy to give detailed answers to any questions we might not have covered completely here.

Speaker 5:

Thank you, Justin, and thank you, Joseph, and thank you everyone for joining the call. Please have a nice day.

Jassim boodai:

Thank you.

Operator:

Ladies and gentlemen, this concludes this conference call. Thank you for

participating. You may now disconnect.

PART 3 OF 3 ENDS [00:35:09]

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INTEGRATED HOLDING Co. KSCP

Analyst Conference Q2 2018 Results





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Contents



المتكاملة integrated

Overview

Integrated Holding Company KSCP established in 2005 operates through its subsidiaries in the GCC across three business segments in 1) equipment operational leasing, 2) heavy lift and 3) transportation services. Over a short period of time, Integrated established itself as a market leader by providing wide range of equipment to support large and complex projects in oil & gas, energy and infrastructure projects.

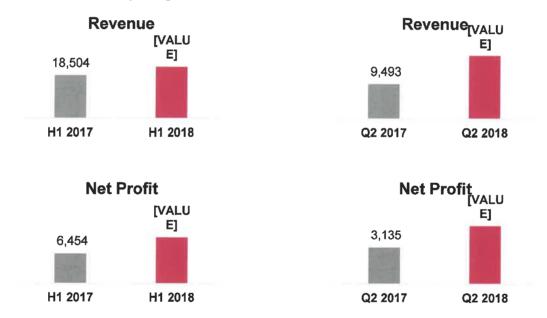
Integrated consistently showed a steady growth and the second quarter of 2018 is no exception; showing growth in Revenue by 13% and Net Profit by 59.5% over comparative period of last year. This is achieved due to a combination of higher utilization of equipment, reduced finance cost and gain from foreign exchange transactions.

Integrated successfully got listed on the Boursa Kuwait (Kuwait Stock Exchange) on 15 July 2018. The market has given very good response for the listing of shares. The first day closing price was 15% higher than the initial offer price of 730 fils per share. As of 12 August 2018, Integrated share price stands at 939 fils per share showing an increase of 28.6% from the initial offer price.

Integrated's strategy is to invest in the new equipment and upgrade the resources catering to the requirement of the EPC contractors while implementing various projects.



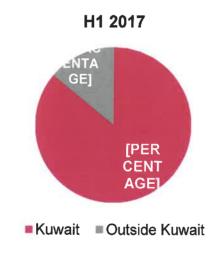
Second quarter witnessed steady growth of 13% in Revenue and 59.5% Net Profit when comparing with Q2 2017.

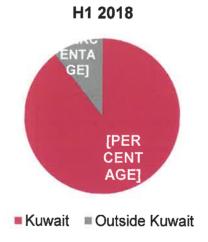


Figures in KD Thousands



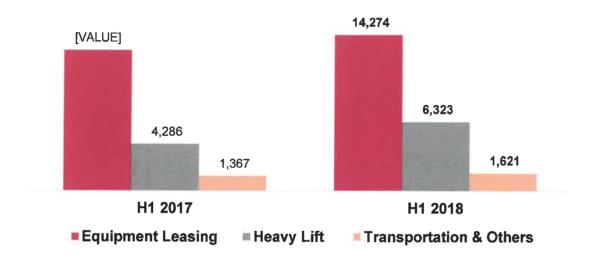
Revenue by Geography







Revenue by Operational Segment



Figures in KD Thousands

لمتكاملة integrated

Financial Highlights

Financial Position

	2018	2017	Change (%)	
	H1	H1		
Current Assets	21,047	20,370	3.3%	
Property & Equipment	71,926	68,071	5.7%	
Intangible Assets	711	711		
Total Assets	93,684	89,152	5.1%	
Borrowings	12,515	19,734	(36.6%)	
Capex Creditors	11,752	8,300	41.6%	
Trade & Other Liabilities	7,137	8,998	(20.7%)	
Shareholders' Equity	62,280	52,120	19.5%	
Total Equity & Liabilities	93,684	89,152	5.1%	

Figures in KD Thousands

لمتكاملة integrated

Financial Highlights

Statement of Income

	Quarter 2			Half year		
	2018	2017	Change %	2018	2017	Change %
Revenue	10,723	9,493	13.0%	22,218	18,504	20.1%
Depreciation	2,684	2,381	12.7%	5,318	5,031	5.7%
Operating Profit	7,112	6,375	11.6%	14,612	12,618	15.8%
EBITDA	7,133	6,520	9.4%	15,235	12,951	17.6%
Finance Costs	93	198	(53.0%)	235	400	(41.3%)
Net Profit	5,000	3,135	59.5%	9,965	6,454	54.4%
Earnings Per Share (fils)	22.73	14.25	59.5%	45.29	29.34	54.4%



Key Statistics

	Quarter 2			Half year		
	2018	2017	Change %	2018	2017	Change %
Gross Profit Margin %	53.7	48.9	9.8%	54.1	49.2	9.9%
EBITDA Margin %	66.5	68.7	(3.2%)	68.6	70.0	(2.0%)
Net Profit Margin %	46.6	33.0	41.2%	44.8	34.8	28.7%
Return on Total Assets %				10.6	7.2	47.2%
Return on Equity %				16.0	12.4	29.0%



Company Highlights

Capex

Integrated invested an amount of KD 7.15 Million on new equipment purchase during the first half of 2018, out of which KD 3.70 Million is paid through internal generated funds.

Dividend Payout

During April 2018, Integrated distributed a Cash dividend of 30 fils per share to the Shareholders amounting to KD 6.6 Million.



Q & A