



KUWAIT: 26/3/2020

TO: BOURSA KUWAIT,
GREETINGS,

Respectable

Subject: Integrated Holding Co (KSCP) Analyst / investors

Conference for fourth quarter 2019

With reference to the above subject, and pursuant to the requirements of Bursa Kuwait Rules as per Resolution No.(1) /2018 kindly note that the quarterly Analyst / Investors Conference was held through a Live Webcast on Thursday : 26/3/2020 at 2:00 pm local time, and there is no material information has been circulated during the conference.

Please refer to the attachment for the presentation of Analyst / Investors for (Q4/2019) and appendix no (11).

Yours sincerely,

Integrated Holding Co (K.S.C.P)



الشركة المتكاملة القابضة ن.م.ك.ع
Integrated Holding Co. K.S.C.P

Integrated Holding Co. K.S.C.P

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Paid Up Capital: K.D. 22,000,000 C.R. No: 108050
رأس المال المدفوع د.ك.: ٢٢,٠٠٠,٠٠٠ سجل تجاري رقم ١٠٨٠٥٠
An ISO certified co. (9001:2015, 14001:2015, 18001:2007)

الشركة المتكاملة القابضة ن.م.ك.ع

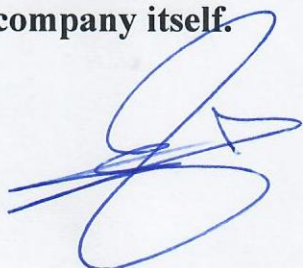
ص.ب: ٧٥٠، دسمنان، ١٥٤٥٨، الكويت
تلفون: ١٨ ٢٠٠ ١٨ ٩٦٥ + فاكس: ٥٨٨٤ ٢٣٩٨ ٩٦٥ +

Disclosure of Material Information Form

Date	26/3/2020
Name of Listed company	integrated holding co (k s c p)
Material Information	Kindly note that the quarterly Analyst / Investors Conference was held through a Live Webcast on Thursday: 26/3/2020 at 2:00 pm local time, and there is no material information has been circulated during the conference.
Significant Effect of the material information on the financial position of the company	There is no direct impact on the financial position of the company

Significant Effect on the financial position shall be mentioned if the material information can measure that effect, excluding the financial effect resulting from tenders or similar contract.

If a Listed Company , which is a member of a Group , disclosed some material information related to it and has Significant Effect on other listed companies which are members of the same Group , the other companies disclosure obligations are limited to disclosing the information and the financial effect occurring to that company itself.




الشركة المتكاملة القابضة ش.م.ك.ع
Integrated Holding Co. K.S.C.P



المتكاملة
integrated

Integrated Holding Co. KSCP

Analyst Conference

Q4/FY 2019 Results

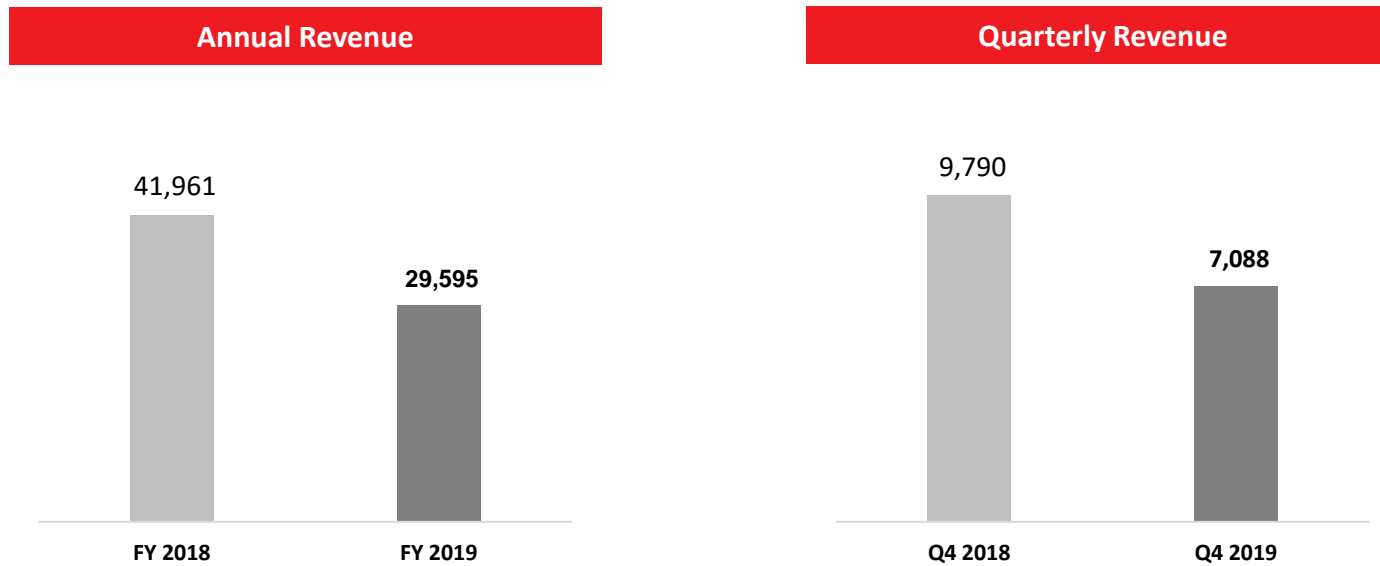
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IHC Overview

- As explained in the previous quarters, year 2019 was challenging and had a big impact on the revenue and profitability of the Company
- The decline of the revenue in 2019 by 29% comparing with the previous year is due to a combination of two factors:
 - Drop-in revenue due to competition
 - Decline in the equipment utilization rates due to the completion and near completion of the major projects in Kuwait and delay in start of expected new projects. Expected transition of the resources on completion of the major projects to new projects didn't take place due to the delay of such projects in the region
- The net profit for the full year is KD 7.9 million which is lower by 54% comparing with the net profit of the previous year. As per the IFRS 9 provisions, a charge of KD 2.1 million net impairment on receivables was recognized during 2019 which is higher by KD 1.5 million comparing with 2018 provisions. This is mainly due to the delay in collection of receivables and company expects to collect these amounts in the year 2020
- Equipment utilization rates which was showing declining trend since last quarter of 2018 has started showing improvement since Sep 2019 and we hope this will continue in forth coming quarters
- Board of Directors have proposed a dividend of 30 fils per share for the financial year ended 31 December 2019

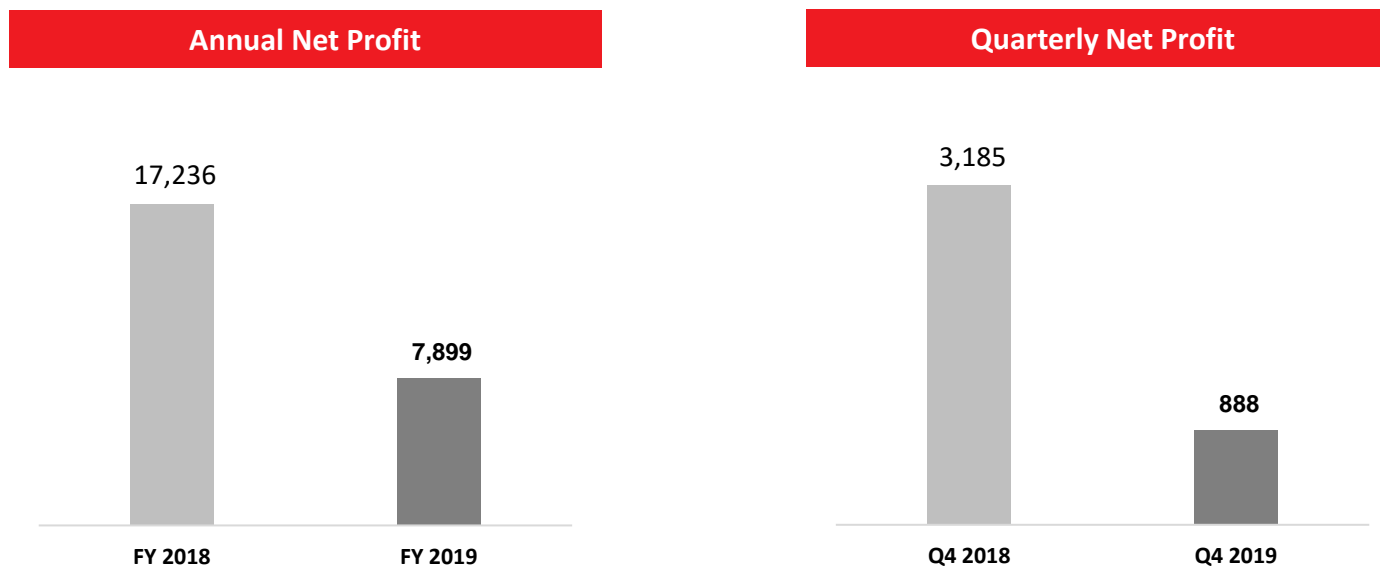
Financial Highlights

- Revenues shown a drop of 29.5% YoY in FY 2019 and by 27.6% YoY during Q4 2019



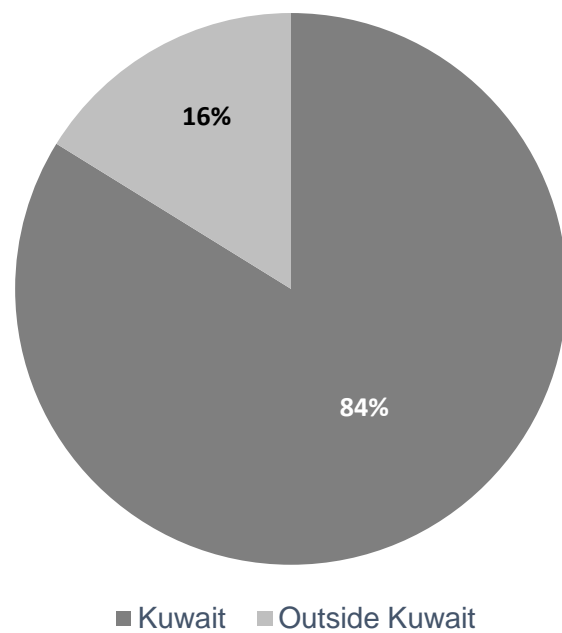
Note: Figures in KWD thousands

- Net Profit decreased 54.2% YoY in FY 2019 and 72.1% YoY during Q4 2019

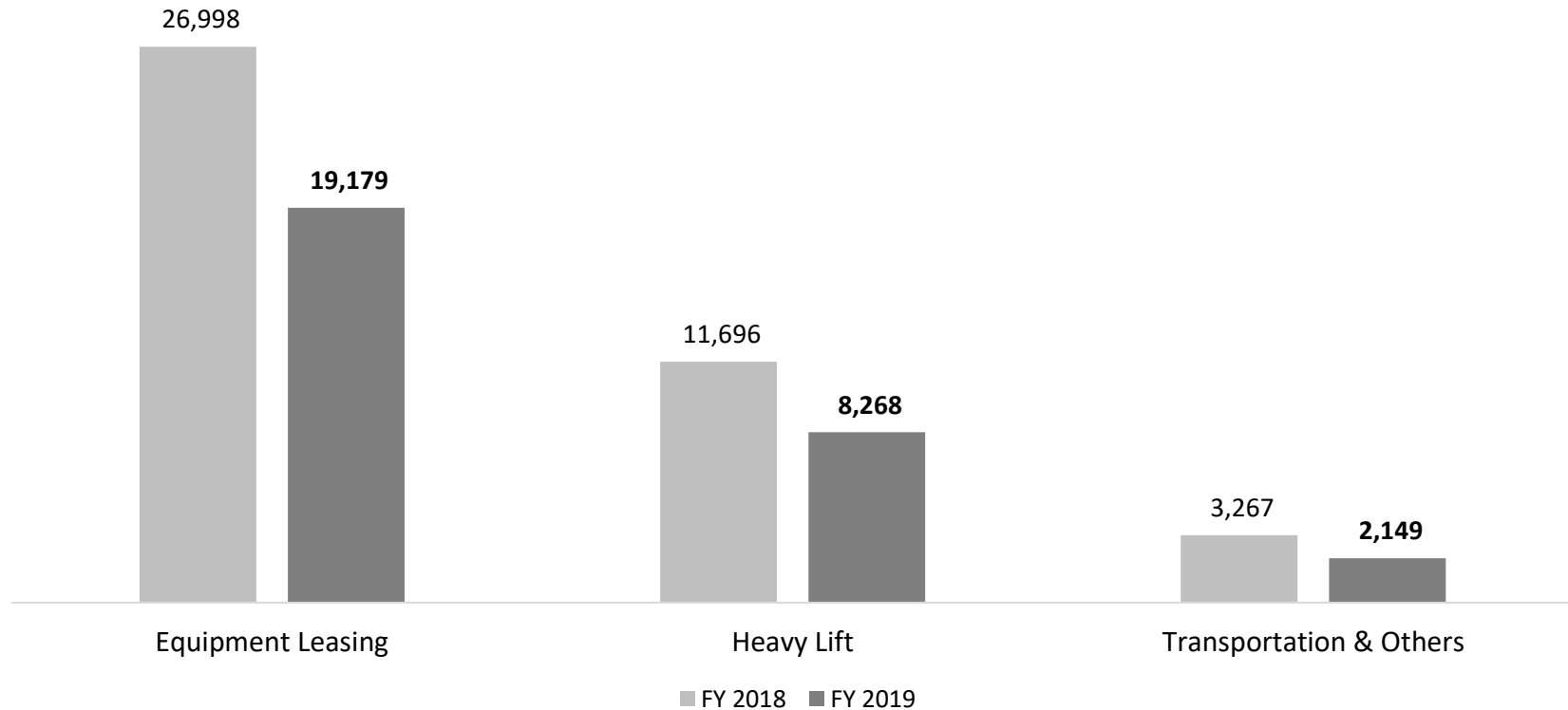


Note: Figures in KWD thousands

FY 2019



Revenue Contribution by Operational Segment



Note: Figures in KWD thousands

Financial Position

	FY 2019	FYM 2018	Change (%)
Current Assets	19,252	21,765	-11.5%
Property & Equipment	72,530	73,389	-1.2%
Right-of-use Assets	697	-	-
Intangible Assets	711	711	-
Total Assets	93,190	95,865	-2.8%
Borrowings	15,416	6,133	151.4%
Capex Creditors	2,675	13,258	-79.8%
Trade & Other Liabilities	5,763	6,960	-17.2%
Lease Liabilities	739	-	-
Shareholders' Equity	68,597	69,514	-1.3%
Total Equity & Liabilities	93,190	95,865	-2.8%

Note: Figures in KWD Thousands

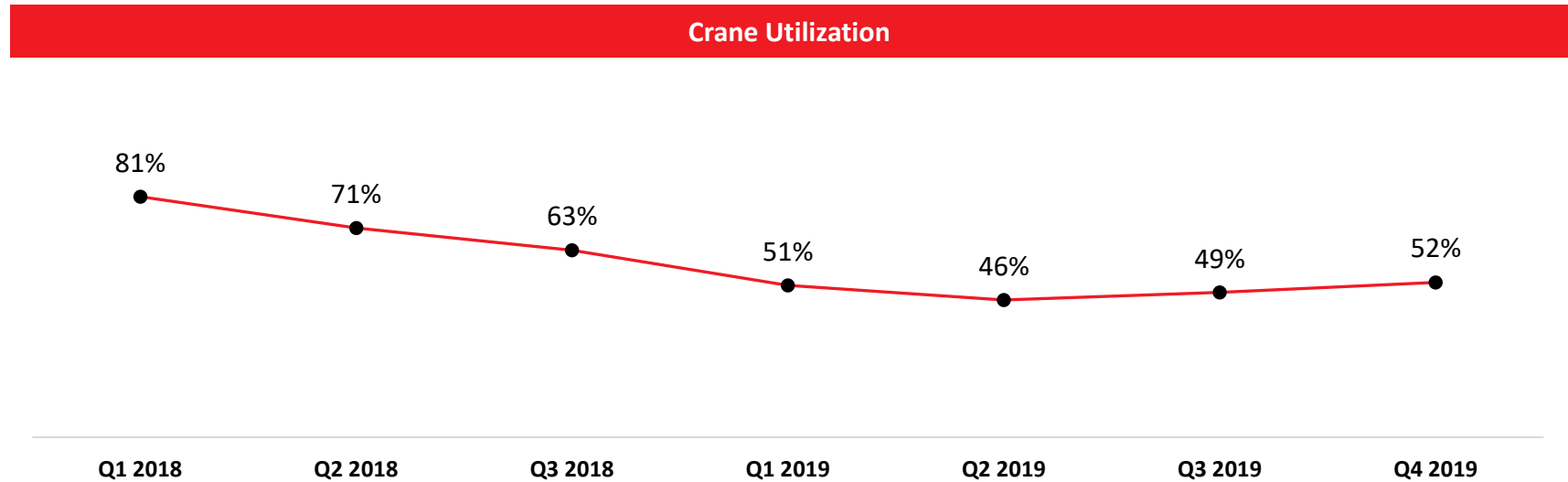
Financial Position

	4 th Quarter			Full Year		
	2019	2018	Change %	2019	2018	Change %
Revenue	7,088	9,789	-27.6%	29,595	41,961	-29.5%
EBITDA	3,307	5,863	-43.6%	16,778	28,176	-40.4%
Depreciation	2,084	2,774	-24.8%	8,191	10,814	-24.2%
Finance Costs	147	37	297.3%	524	347	51.0%
Net Profit	888	3,185	-72.1%	7,899	17,235	-54.2%
Earnings Per Share (fils)	4.04	14.48	-72.1%	35.90	78.34	-54.2%

Note: Figures in KWD Thousands

Company Highlights

- Cranes, which contributes to Revenue by around 66%, utilization has shown slight improvement since September 2019.



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