



KUWAIT : 16/11/2023

الكويت في: 2023/11/16

To: Boursa Kuwait Company

السادة / شركة بورصة الكويت المحترمين،،،
تحية طيبة وبعد ،،،

**Subject: Integrated Holding Co (KSCP)
Analyst / investors Conference for
Third quarter 2023**

**الموضوع : انعقاد مؤتمر المحللين / المستثمرين
للمربع الثالث من عام 2023 للشركة المتكاملة
القابضة (ش.م.ك.ع.)**

With reference to the above subject, and pursuant to the requirements of Boursa Kuwait Rules as per Resolution No.(1) /2018 kindly note that the quarterly Analyst/Investors Conference (Q3/2023) was held through a Live Webcast on Thursday : 16/11/2023 at 2:00 pm local time, and there is no material information has been circulated during the Conference.

بالإشارة الى الموضوع أعلاه ، وعملاً بقواعد
البورصة الصادرة بموجب القرار رقم (1) لسنة
2018 نحيطكم علماً بأن مؤتمر المحللين /
المستثمرين للمربع الثالث من عام 2023 قد انعقد في
يوم الخميس الموافق 2023/11/16 في تمام الساعة
الثانية ظهراً وفق التوقيت المحلي عن طريق البث
المباشر علي الانترنت (webcast) ولم يتم تداول
أي معلومات جوهرية خلال المؤتمر.

Please refer to the attachment for the Presentation of Analyst / investors (Q3/2023).

مرفق طيه العرض التقديمي لمؤتمر المحللين /
المستثمرين للمربع الثالث لعام 2023.

Yours sincerely,

وتفضلوا بقبول وافر الاحترام ،،،

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

**Mahmoud Ahmed Abdelhamid
BOD Secretary**

**محمود أحمد عبد الحميد
أمين سر مجلس الإدارة**



المتكاملة
integrated

Integrated Holding Co. KSCP

Analyst Conference

Q3 2023 Results

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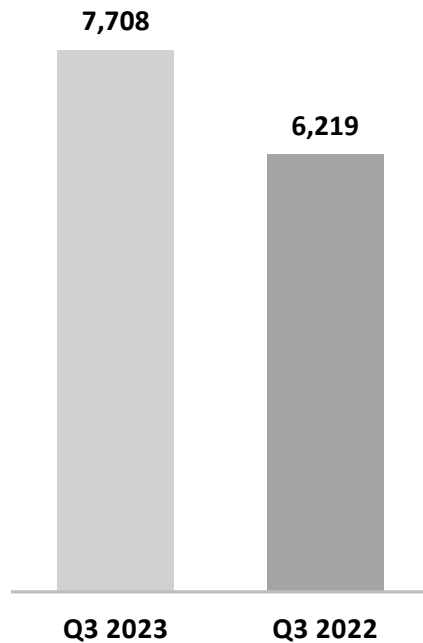
IHC Overview

- There is a continuity in the steady growth of the company's revenue and net profit over the first nine months of 2023, with operational profitability exhibiting notable growth. However, net profit has lagged behind operational profitability due to the factors such as increased provisions for doubtful debts in compliance with IFRS 9 and a decline in income from equipment sales compared to the previous year.
- The revenue rates remain steady and are expected to increase with the acceleration of project implementations, which is expected to take effect from 2024 onwards.
- The total capital expenditure for 2023 would be approximately KD 20 million, providing an opportunity to target additional revenue and foster growth in the year 2024.

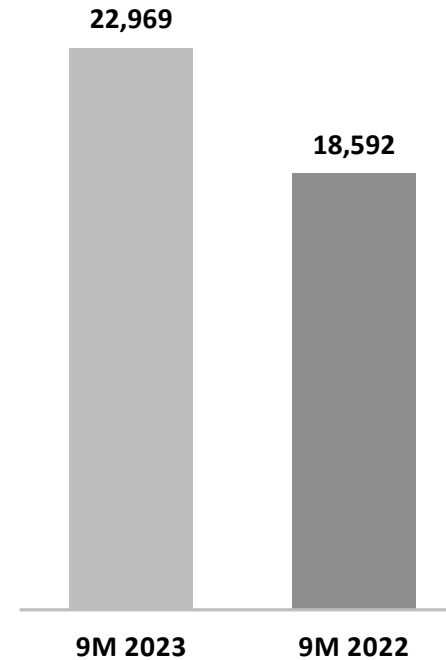
Financial Highlights

- Revenues are steady in line with Q2 2023 and shown a growth of 24% both for 9 months of 2023 as well Q3 2023 comparing with the corresponding period revenue of the previous year.

Q3 Revenue



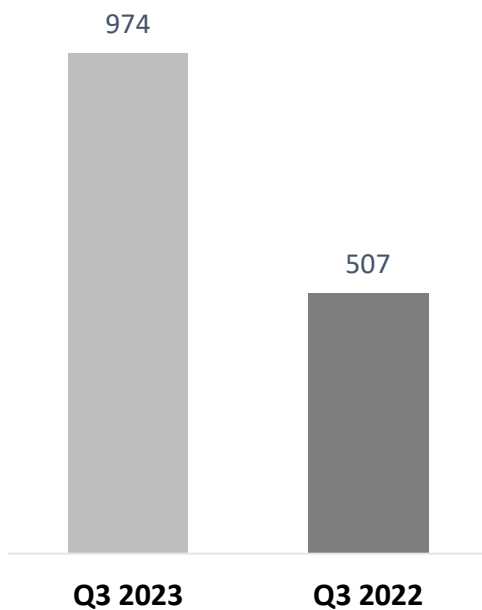
9 Months Revenue



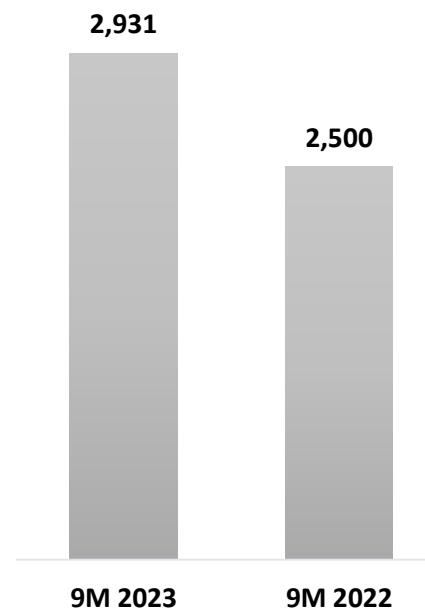
Note: Figures in KWD thousands

- Net profit for the 9 months period of 2023 is higher by 17% compared to corresponding figure of the of the year 2022. Net profit in Q3 2023 increased by 92% compared to Q3 2022.

Q3 Net Profit



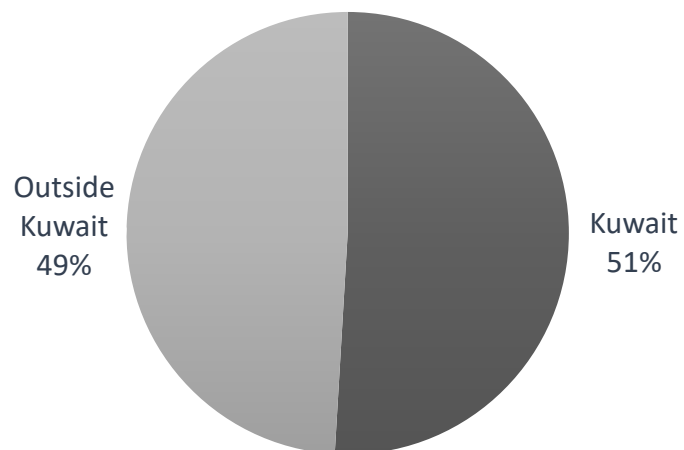
9 Months Net Profit



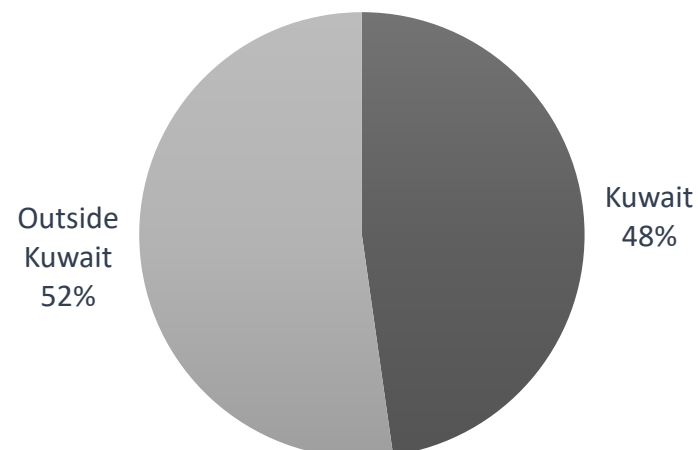
Note: Figures in KWD thousands

- The Kuwait region accounts for 51% of the total revenue in the nine months of 2023

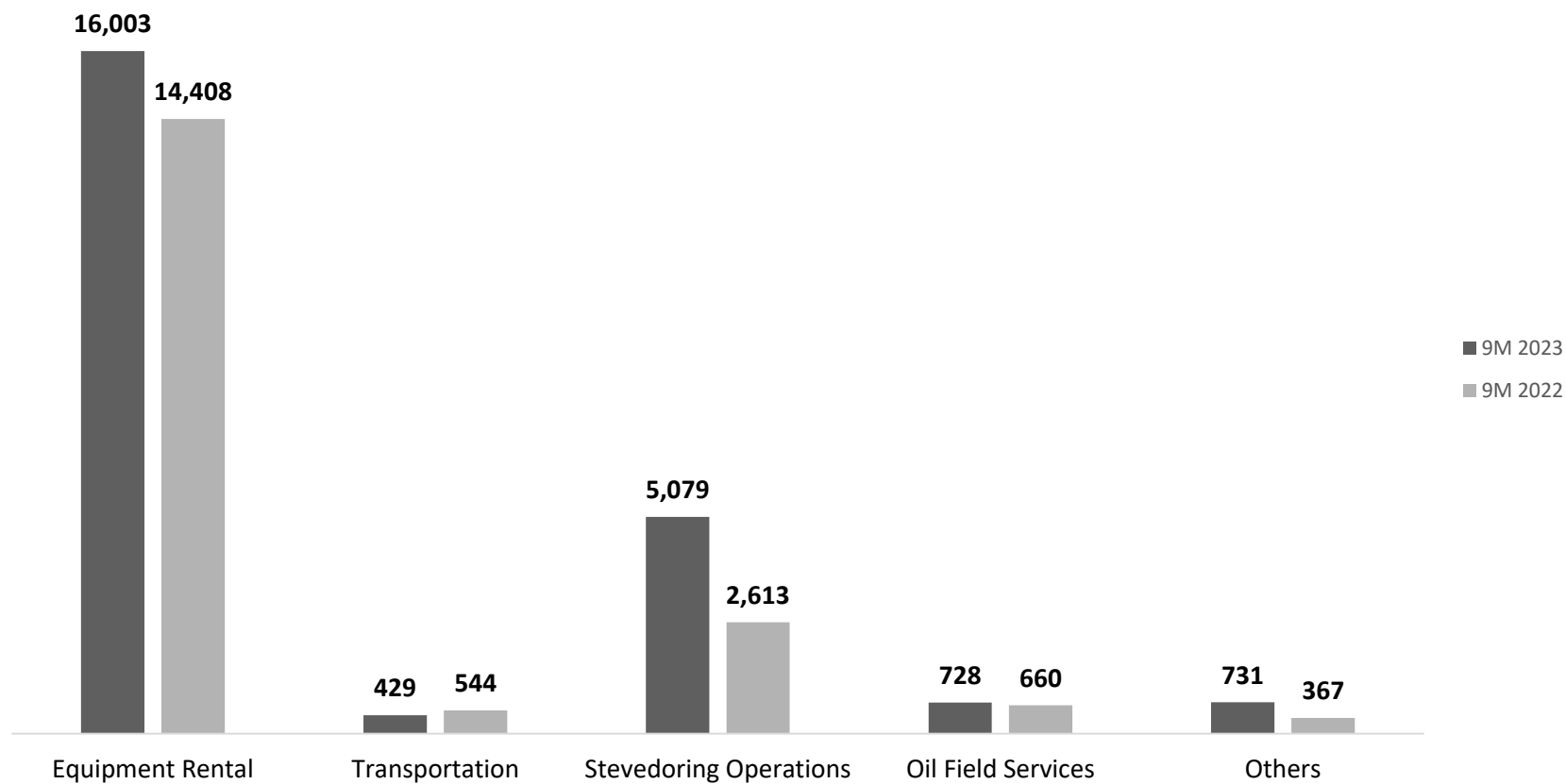
9 Months 2023



9 Months 2022



Revenue Contribution by Operational Segment



Note: Figures in KWD thousands

Financial Position

	30 Sep 2023	30 Sep 2022	Change (%)
Current Assets	19,248	20,603	(6.6%)
Property & Equipment	80,416	70,478	14.1%
Right-of-use Assets	652	562	16.0%
Intangible Assets	712	828	(14.0%)
Deferred Tax Asset	262	288	(9.0%)
Total Assets	101,290	92,759	9.2%
Borrowings	31,607	20,160	56.8%
Capex Creditors		2,993	
Trade & Other Liabilities	7,002	6,727	4.1%
Lease Liabilities	648	674	(3.9%)
Shareholders' Equity	62,033	62,205	(0.3%)
Total Equity & Liabilities	101,290	92,759	9.2%

Note: Figures in KWD Thousands

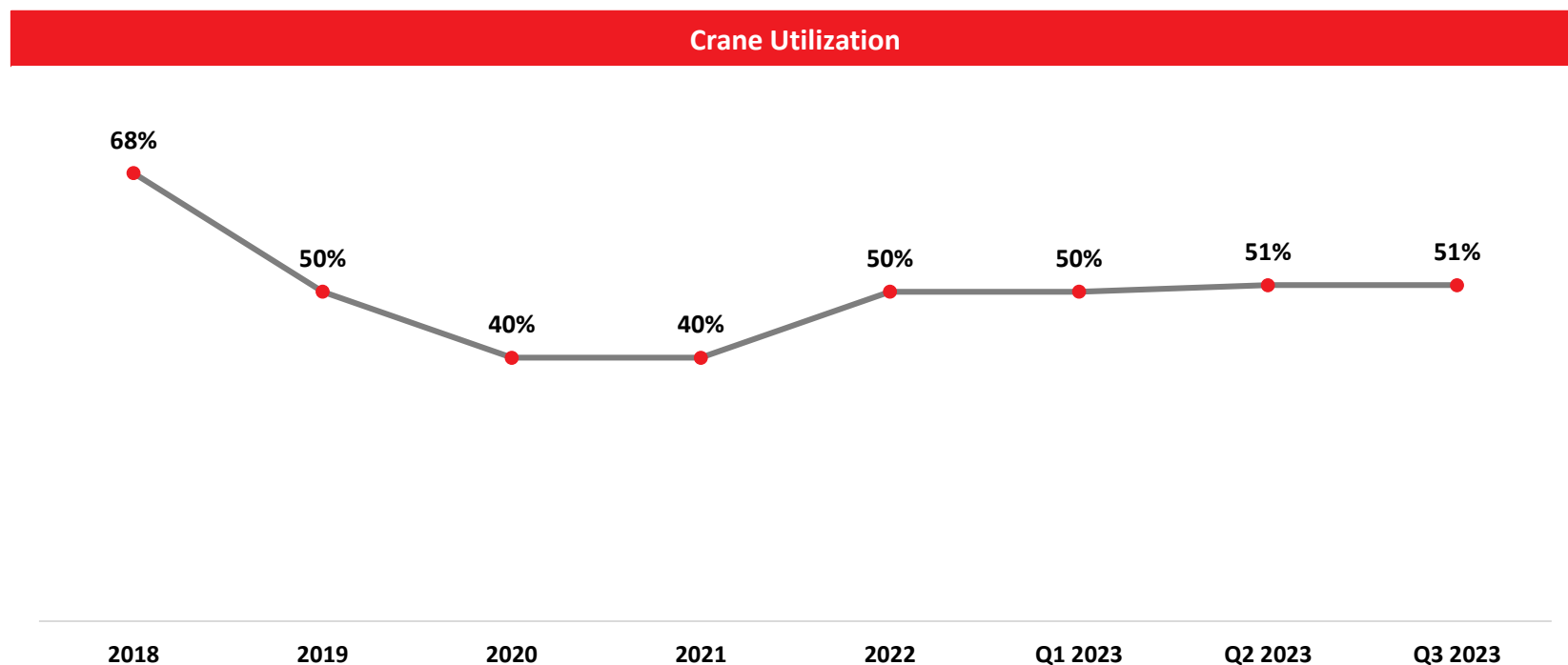
Statement of Income

	Q 3 2023			9 Months 2023		
	2023	2022	Change %	2023	2022	Change %
Revenue	7,708	6,219	23.9%	22,969	18,592	23.5%
EBITDA	4,004	3,034	32.0%	11,379	9,203	23.6%
Depreciation	(2,482)	(2,361)	5.1%	(7,030)	(6,773)	3.8%
Finance Costs	(383)	(180)	112.8%	(990)	(481)	105.8%
Net Profit	974	507	92.1%	2,931	2,500	17.2%
Earnings Per Share (fils)	3.85	2.03	89.7%	11.58	9.91	16.9%

Note: Figures in KWD Thousands

Company Highlights

- The utilization of equipment of cranes remains steady at 51%.



- The company is actively investing in capital expenditures to meet the rising demand for heavy equipment in upcoming projects. Over the past nine months, we have allocated a total of KD 17 million to capital expenditures, with a notable focus on projects in Qatar, constituting 73% of the total expenditure. Notably, 90% of this capital was dedicated to the procurement of cranes.
- Additional capital expenditure expected for Q4 2023 is KD 3 million

info@integrated-me.com