



KUWAIT: 16/5/2022

To: Boursa Kuwait Company

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

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 was held through a Live Webcast on Monday : 15/5/2023 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 (Q1/2023).

Yours sincerely,

Integrated Holding Co (K S C P)



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



المتكاملة
integrated

Integrated Holding Co. KSCP

Analyst Conference

Q1 2023 Results

	Page
▪ Overview	4
▪ Financial Highlights	6-10
▪ Company Highlights	12-13
▪ Q&A	

IHC Overview

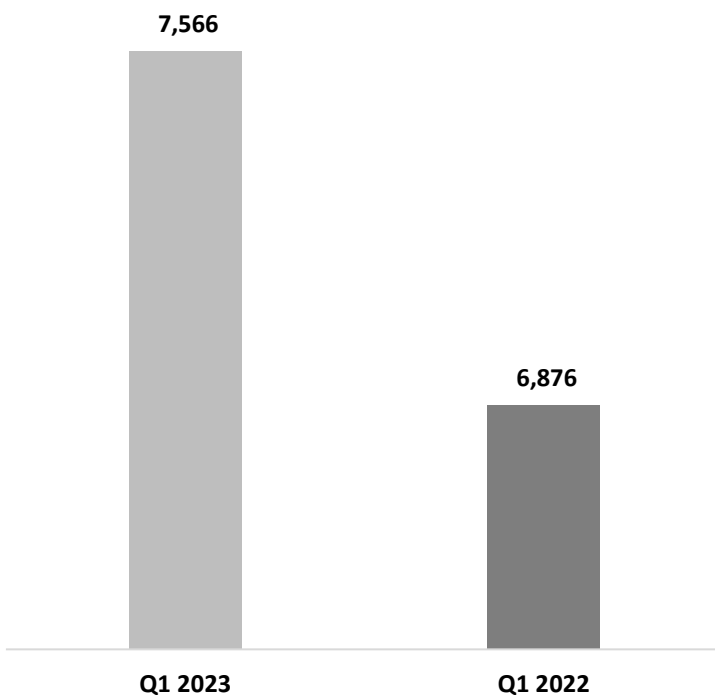
- The overall performance of the company in Q1 2023 is deemed satisfactory, marked by improvements in operational profitability. There has been a notable 7% improvement in operating profit compared to the performance in the year 2022. However, factors such as additional provisions for doubtful debts, in line with the requirements of IFRS 9, and lower income from the sale of equipment have resulted in a lower net profit for the quarter compared to Q1 2022.
- The company's efforts to expand its presence in the KSA market have begun to yield positive results. However, substantial improvements in operations are expected to materialize starting from Q3 2023.
- Mega projects in Qatar are currently in the implementation stage. However, due to resource constraints on the project side, the execution process is progressing at a slower pace. It is anticipated that a swifter execution phase will commence from Q4 2023.
- The revenue rates for rental equipment are still at historical levels, but they are expected to improve once the implementation of awarded projects gains momentum on a faster track.

Financial Highlights

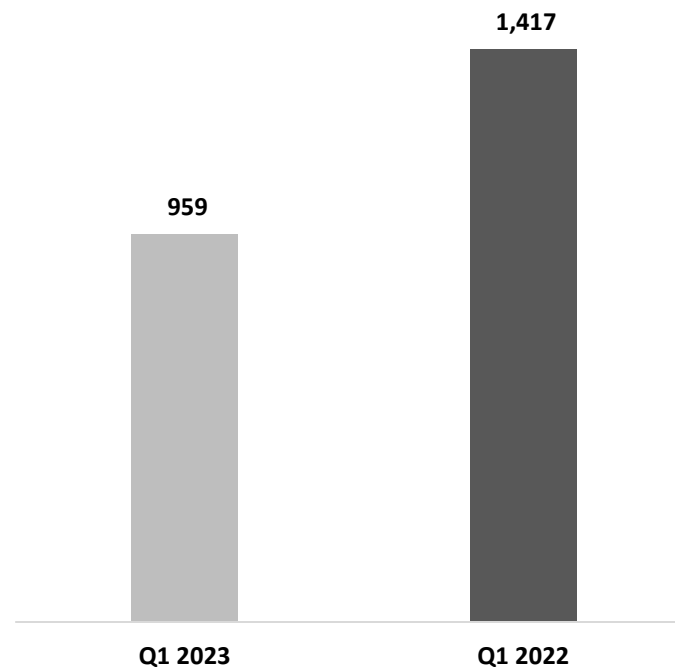
Revenue & Net Profit

- In Q1 2023, the company's revenues demonstrated a growth rate of 10% when compared to the revenues achieved in Q1 2022.
- During Q1 2023, the net profit amounted to KD 0.96 million, reflecting a decrease from the net profit of KD 1.42 million recorded in Q1 2022.

Q1 2023 Revenue



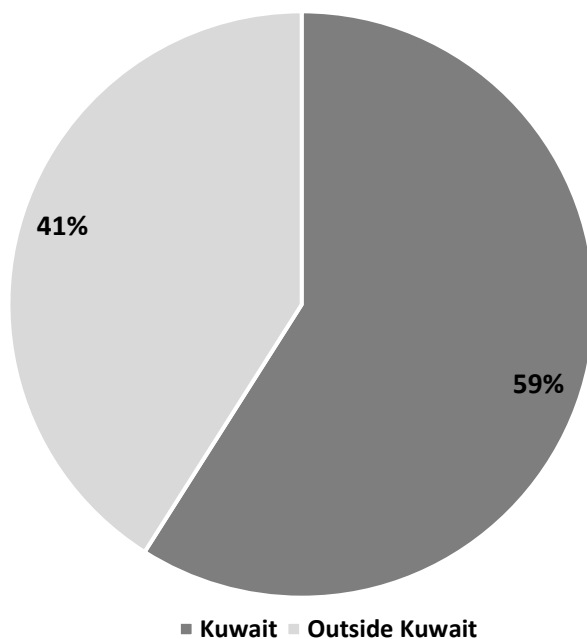
Q1 2023 Net Profit



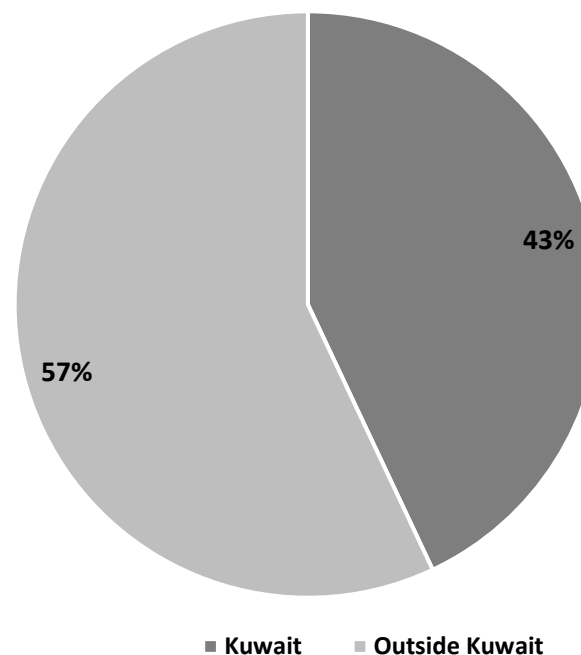
Note: Figures in KWD thousands

- In Q1 2023, there was a significant increase in the share of total revenue derived from Kuwait, accounting for 59% of the total revenue. This represents a notable rise compared to the share of 43% recorded in Q1 2022.

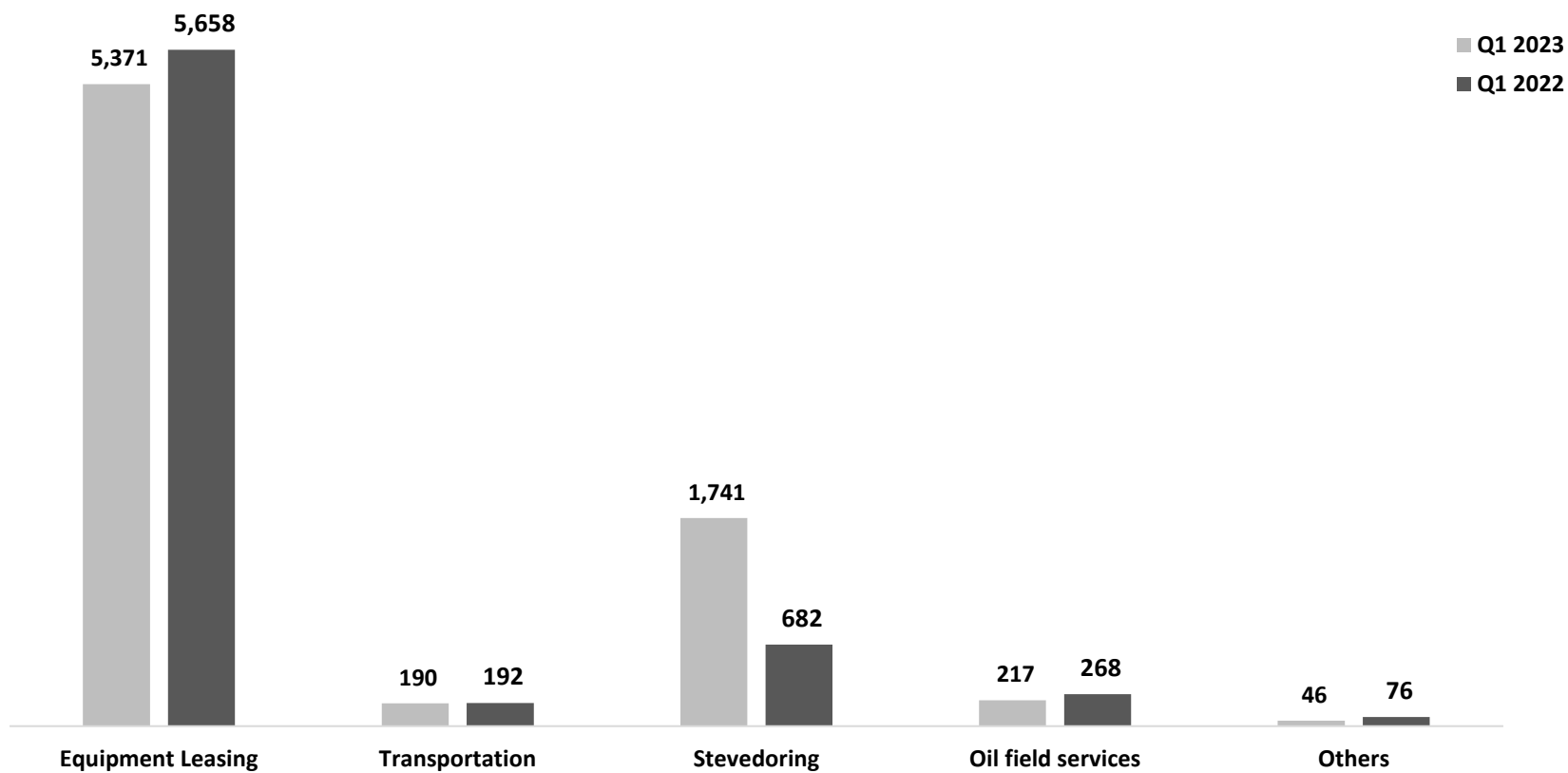
Q1 2023



Q1 2022



Revenue Contribution by Operational Segment



Note: Figures in KWD thousands

Financial Position

	Q1 2023	Q1 2022	Change (%)
Current Assets	18,533	21,860	(15.2%)
Property & Equipment	73,714	73,186	0.7%
Right-of-use Assets	527	565	(6.7%)
Intangible Assets	712	827	(13.9%)
Deferred Tax Asset	264	247	6.9%
Total Assets	93,750	96,685	(3.0%)
Borrowings	23,149	18,166	27.4%
Capex Creditors		7,350	
Trade & Other Liabilities	4,297	4,725	(9.1%)
Lease Liabilities	646	651	(0.8%)
Shareholders' Equity	63,621	63,239	0.6%
Total Equity & Liabilities	93,750	96,685	(3.0%)

Note: Figures in KWD Thousands

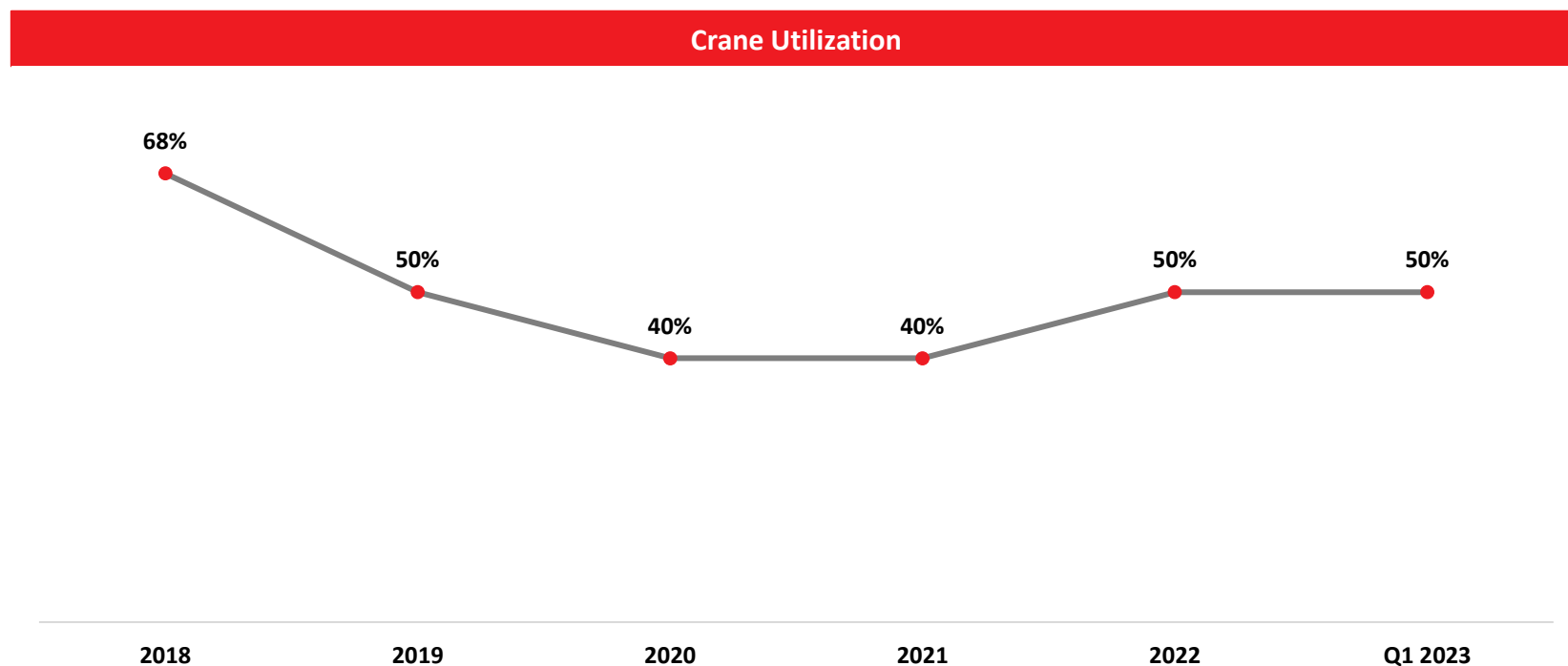
Statement of Income

	1 st Quarter			Full Year
	2023	2022	Change %	2022
Revenue	7,566	6,876	10.0%	24,730
EBITDA	4,214	3,801	10.9%	12,980
Depreciation	-2,253	-2,246	0.3%	(9,023)
Finance Costs	-260	-156	66.7%	(717)
Net Profit / (Loss)	958	1,417	(32.4%)	3,167
Earnings Per Share (Fils)	3.8	5.6	(32.1%)	12.52

Note: Figures in KWD Thousands

Company Highlights

- The utilization of equipment, particularly cranes, which accounts for 68% of the total revenue, remained relatively stable at a similar level as the year 2022.



- During Q1 2023, a total capital expenditure of KD 5.8 million was incurred for the acquisition of various equipment. This expenditure was divided between Kuwait and Qatar, with KD 2.1 million allocated to Kuwait and KD 3.7 million to Qatar. Notably, approximately 98% of the capital expenditure was dedicated to the procurement of cranes.
- Looking ahead, it is estimated that an additional capital expenditure of approximately KD 8 million will be incurred throughout the remainder of 2023. This capital outlay will primarily be directed towards catering to projects in Qatar and Saudi Arabia (KSA).

info@integrated-me.com