



KUWAIT : 14/11/2024

To: Boursa Kuwait Company

Subject: Integrated Holding Co (KSCP)
Analyst / investors Conference for
Third quarter 2024

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 (Q3/2024) was held through a Live Webcast on Thursday : 14/11/2024 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 (Q3/2024).

Yours sincerely,



Mahmoud Ahmed Abdelhamid
Group Legal Dept.Manager



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Integrated Holding Co. KSCP

Analyst Conference

Q3 2024 Results

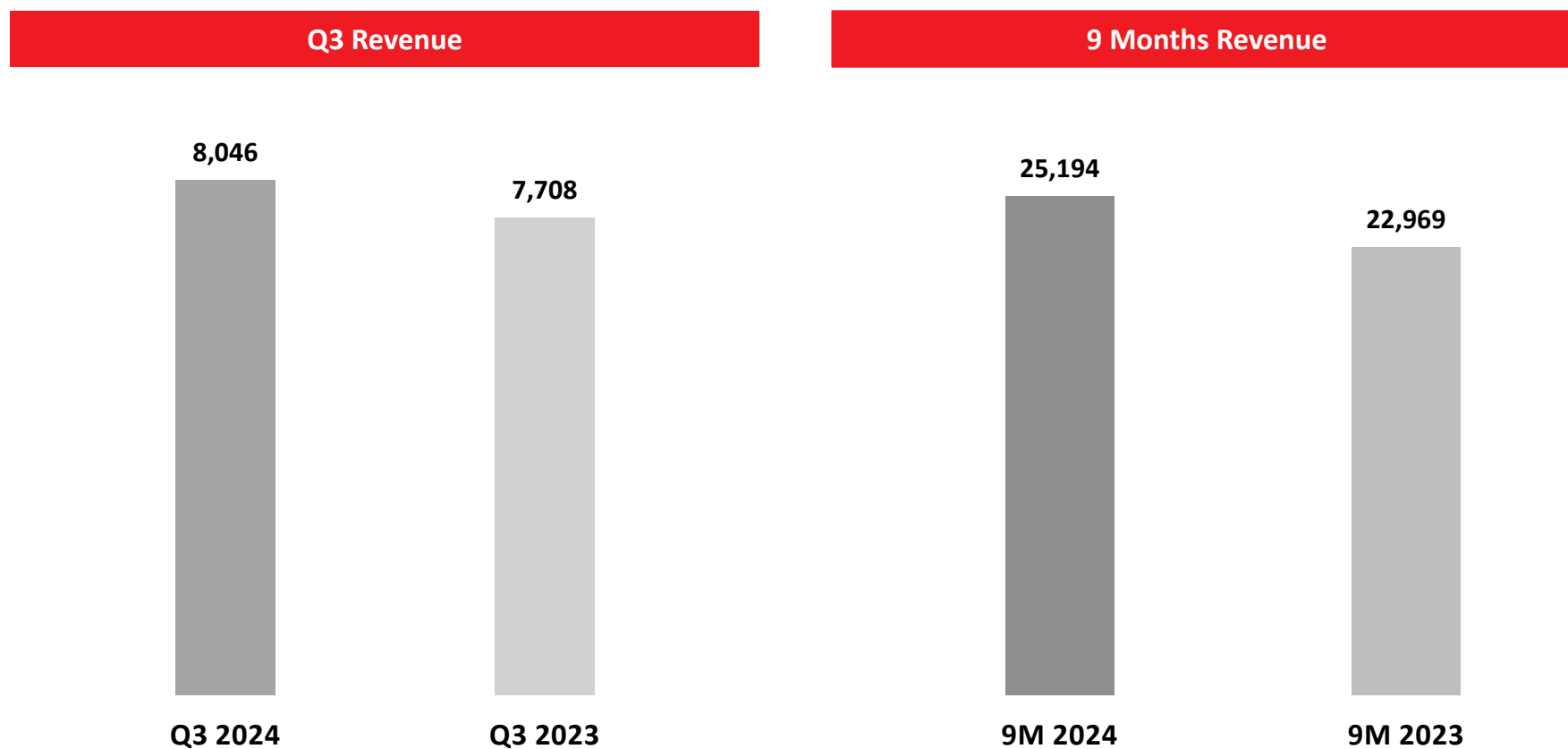
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IHC Overview

- The performance for the Q3 2024 is lower than what was expected, partially due to summer season and lower order position. Comparing with the Q2 2024, total revenue figure for the Q3 2024 dropped by 5 %. This drop in the revenue also led to the decline in the operating profit by 26% in Q3 2024. However, increase in the nonoperating income contributed to maintain the net profit at same level as that of Q2 2024.
- For the first nine months of 2024 total revenues increased by 10% and net profit increased by 45% compared to the corresponding period of the previous year.
- Q4 2024 has already shown improvement in the utilization and the project activities in Qatar is at increased level., There is slow and steady improvement in rental activities in Kuwait giving hopes for improved utilization of equipment in future. Growth in the revenue rates is still a challenge due to the increased supply of resources in the Market.

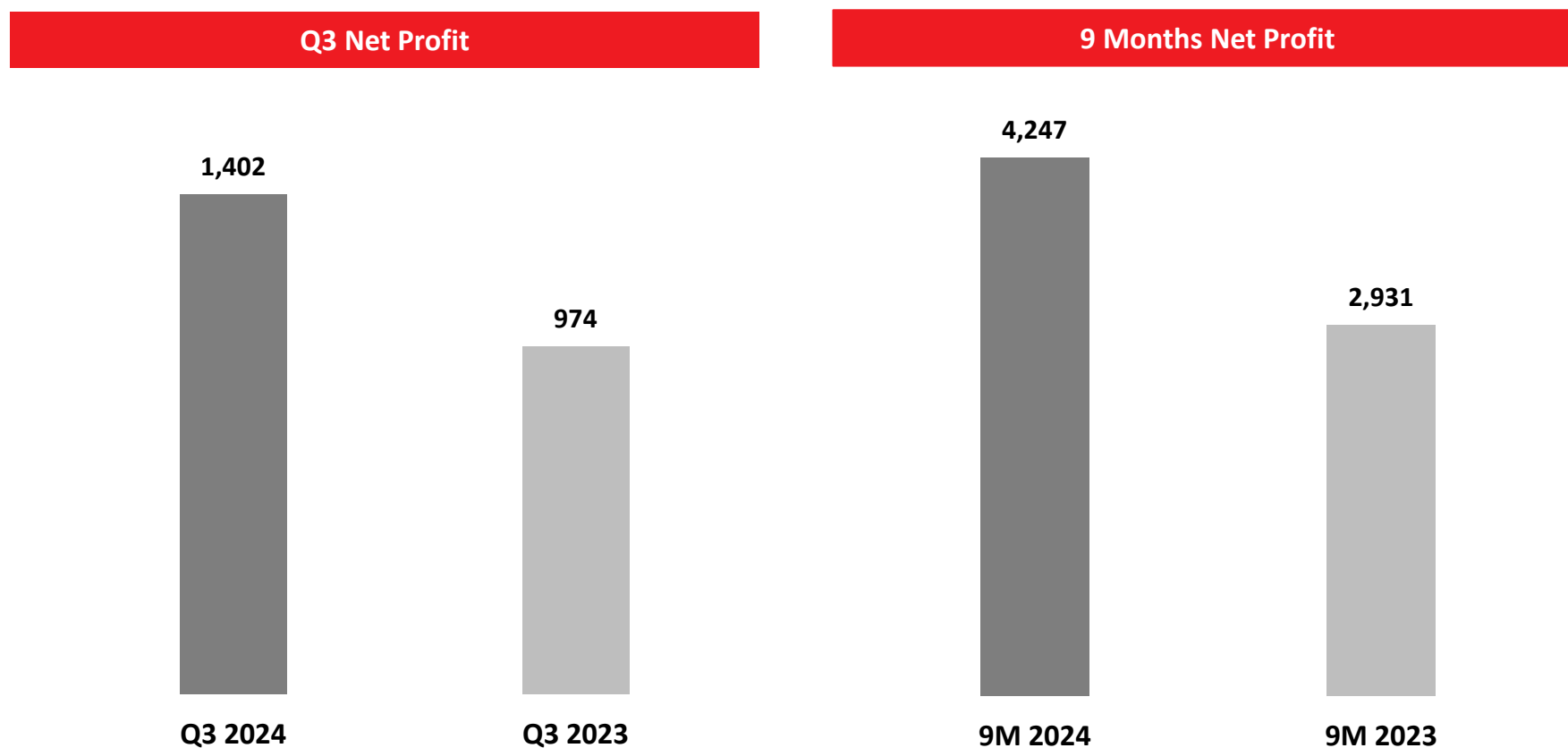
Financial Highlights

- The moment of steady growth in the total revenues has setback in Q3 2024 by 5% over Q2 2024 due to the summer season slowdown. For the first nine months of 2024 revenues increased by 10% while Q3 2024 revenues increased by 4% compared to Q3 2023.



Note: Figures in KWD thousands

- Net profit for the nine months of 2024 shown an increase by 45% compared to the corresponding period of 2023. Net profit in Q3 2024 also increased by 44% compared to Q3 2023.

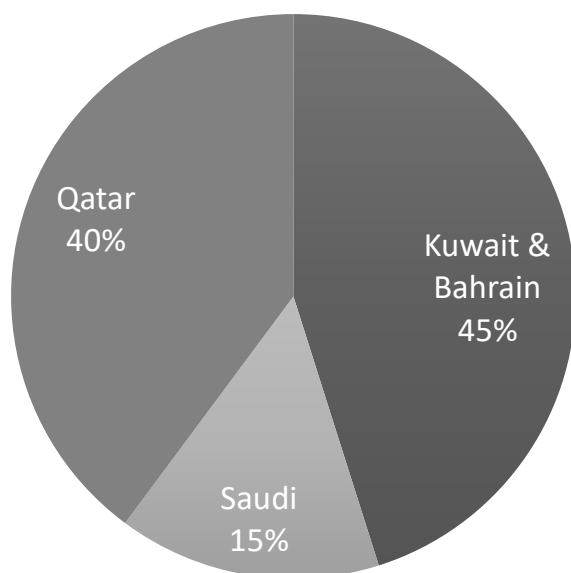


Note: Figures in KWD thousands

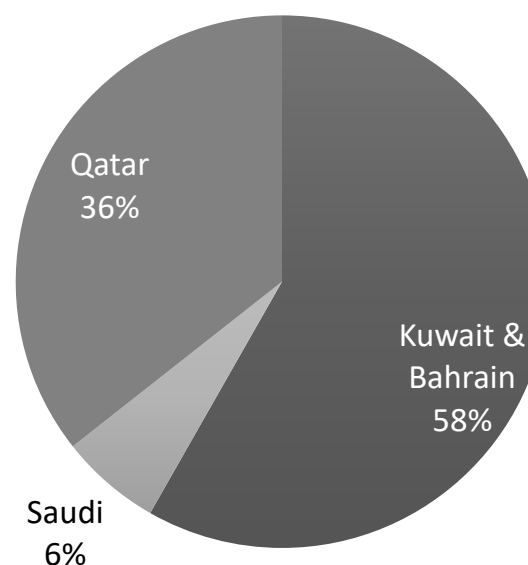
Revenue by Geography

- Revenue share of Kuwait & Bahrain region has shown decline of 13% during the current year. This shortfall is partly compensated by the revenue from the KSA region where its share increased to 15% during first nine months of year 2024 . Revenue share from Qatar region increased by 4% to 40% during first nine months of year 2024.

9 months 2024

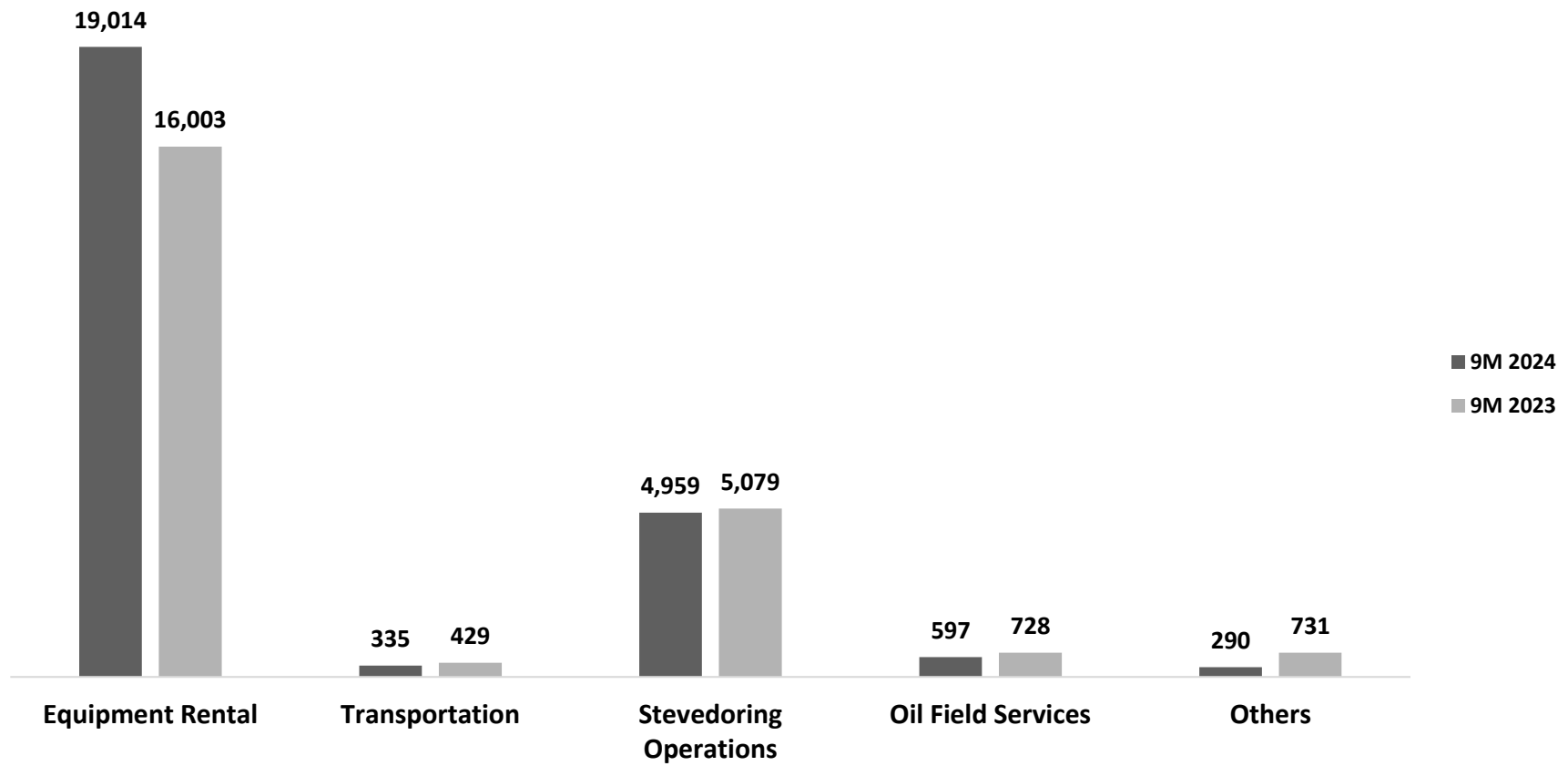


9 Months 2023



Revenue by Segment

Revenue Contribution by Operational Segment



Note: Figures in KWD thousands

Financial Position

	Q3 2024	Q3 2023	Change (%)
Current Assets	21,572	19,248	12.1%
Property & Equipment	85,397	80,416	6.2%
Right-of-use Assets	464	652	(28.9%)
Intangible Assets	711	712	
Deferred Tax Asset	296	262	13%
Total Assets	108,440	101,290	7%
Borrowings	36,253	31,607	14.7%
Capex Creditors			
Trade & Other Liabilities	9,769	7,002	39.5%
Lease Liabilities	579	648	(10.6%)
Shareholders' Equity	61,839	62,033	(0.3%)
Total Equity & Liabilities	108,440	101,290	7%

Note: Figures in KWD Thousands

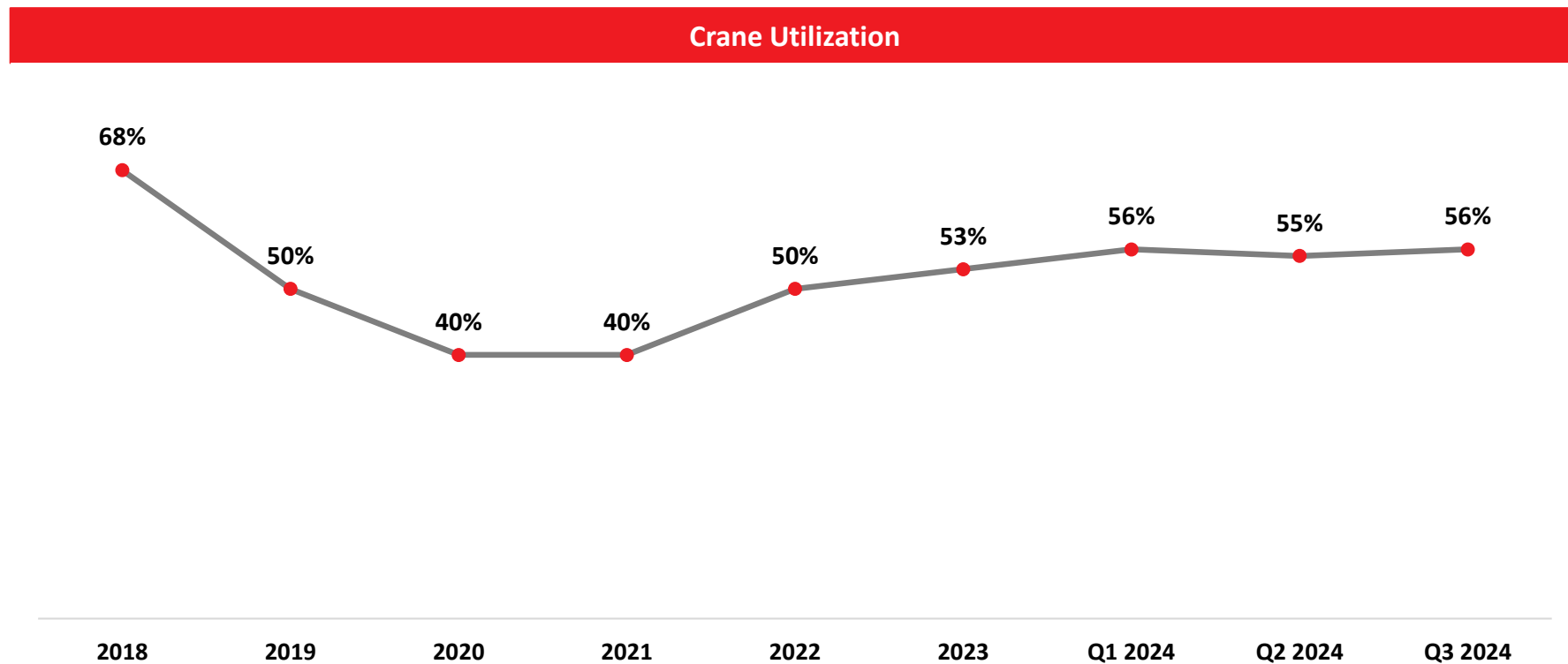
Statement of Income

	Quarter 3			9 Months		
	2024	2023	Change %	2024	2023	Change %
Revenue	8,046	7,708	4.4%	25,194	22,969	9.7%
EBITDA	4,642	4,004	15.9%	14,089	11,379	23.8%
Depreciation	(2711)	(2,482)	9.2%	(8,039)	(7,030)	14.3%
Finance Costs	(417)	(383)	8.9%	(1,373)	(990)	38.7%
Net Profit	1,402	974	44%	4,247	2,931	45%
Earnings Per Share (fils)	5.54	3.85	44%	16.79	11.58	45%

Note: Figures in KWD Thousands

Company Highlights

- The utilization of equipment, particularly cranes, which accounts for 70% of the total revenue, once again shown upward trend with an increase of 1% to 56% in Q3 2024 over 55% during Q2 2024



- Total capital Expenditure is line with our Annual plan of Capital expenditure. We invested a total of KD 11 million as capital expenditures during the first nine months of 2024. While 66% of this expenditure was for the projects in Qatar, 8% of this expenditure is towards projects in KSA. Significant portion of the capital expenditure, i.e. 75% was towards the procurement of cranes.
- Additional Capital Expenditure projections for Q4 2024 would be approximately KD 6 million bringing up the total capex for the year 2024 to KD 17 million.

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