



KUWAIT : 15/5/2024

الكويت في: 2024/5/15

To: Boursa Kuwait Company

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

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

**الموضوع : إنعقاد مؤتمر المحللين / المستثمرين  
للمربع الأول من عام 2024 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 (Q1/2024) was held through a Live Webcast on Wednesday : 15/5/2024 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 الأول من عام 2024 قد انعقد في  
يوم الأربعاء الموافق 2024/5/15 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 (Q1/2024).

مرفق طيه العرض التقديمي لمؤتمر المحللين /  
المستثمرين للمربع الأول لعام 2024.

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**



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**Integrated Holding Co. KSCP**  
Analyst Conference  
Q1 2024 Results

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## IHC Overview

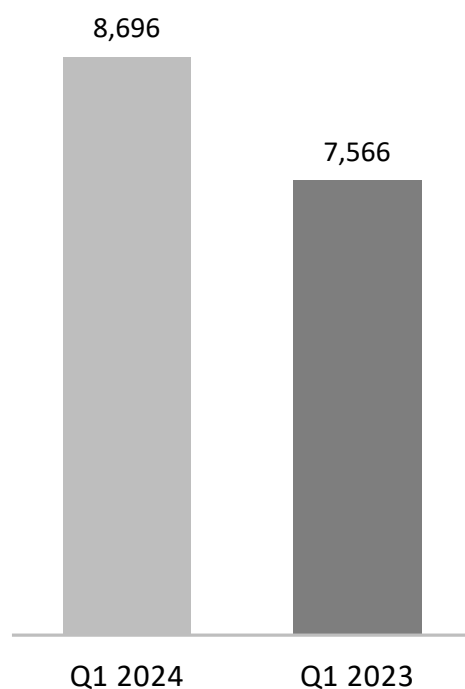
- The performance for Q1 2024 has shown a continuity in the steady growth of the company's revenue and net profit quarter to quarter basis. Compared with Q1 2023 during Q1 2024, the revenue increased by 15% , the net profit increased by 48% with operational profitability increase of 56%.
- There is a good progress in increasing the presence in KSA market which contributed 13% of the total revenue in Q1 2024. Efforts are continuing to consolidate the volume of the business in KSA market.
- There is a positive trend in the Equipment utilization rate. However, revenue rates for equipment rental are still at a historical level, which is one of the factors affecting our higher growth targets.

## Financial Highlights

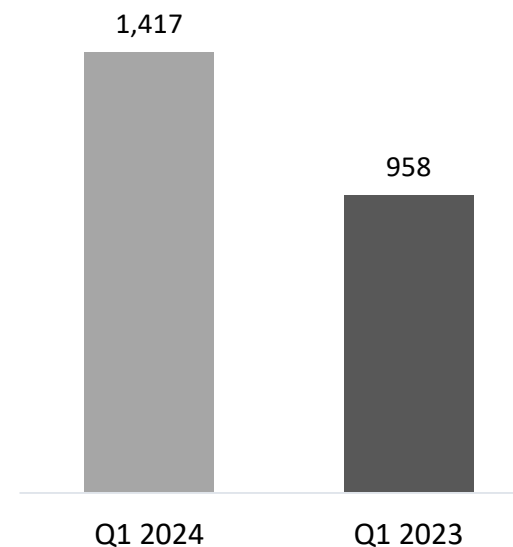
## Revenue & Net Profit

- In Q1 2024, the company's revenues demonstrated a growth rate of 14.9% compared to the revenues in Q1 2023.
- Net profit for the Q1 2024 is KD 1.417 which is an increase 48% compared to KD 0.96 million net profit in Q1 2023.

Q1 2024 Revenue



Q1 2024 Net Profit

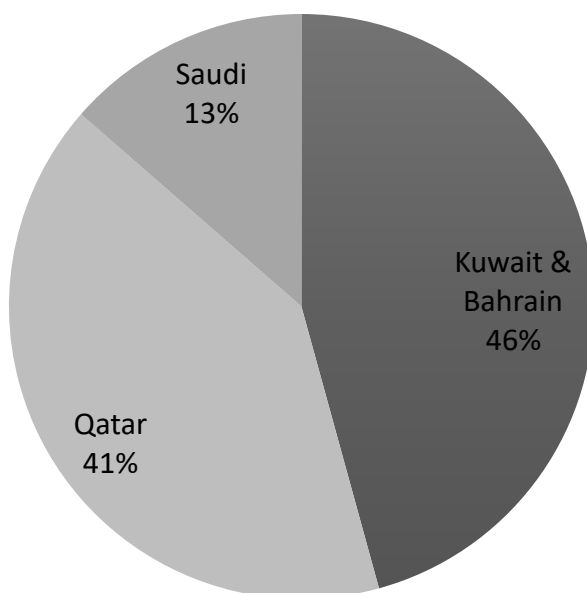


Note: Figures in KWD thousands

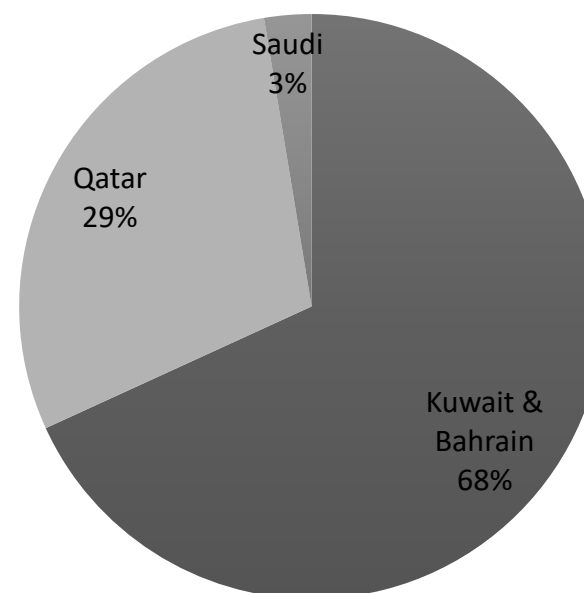
## Revenue by Geography

- KSA region started contributing significant revenue, 13% of the total revenue as against 3% in Q1 2024. This helped to overcome the shortfall in the share of revenue in Kuwait segment which has dropped to 46% from that of 68% in Q1 2023.. Revenue share from Qatar region also increased to 41% from that of 29% in the Q1 2023.

Q1 2024



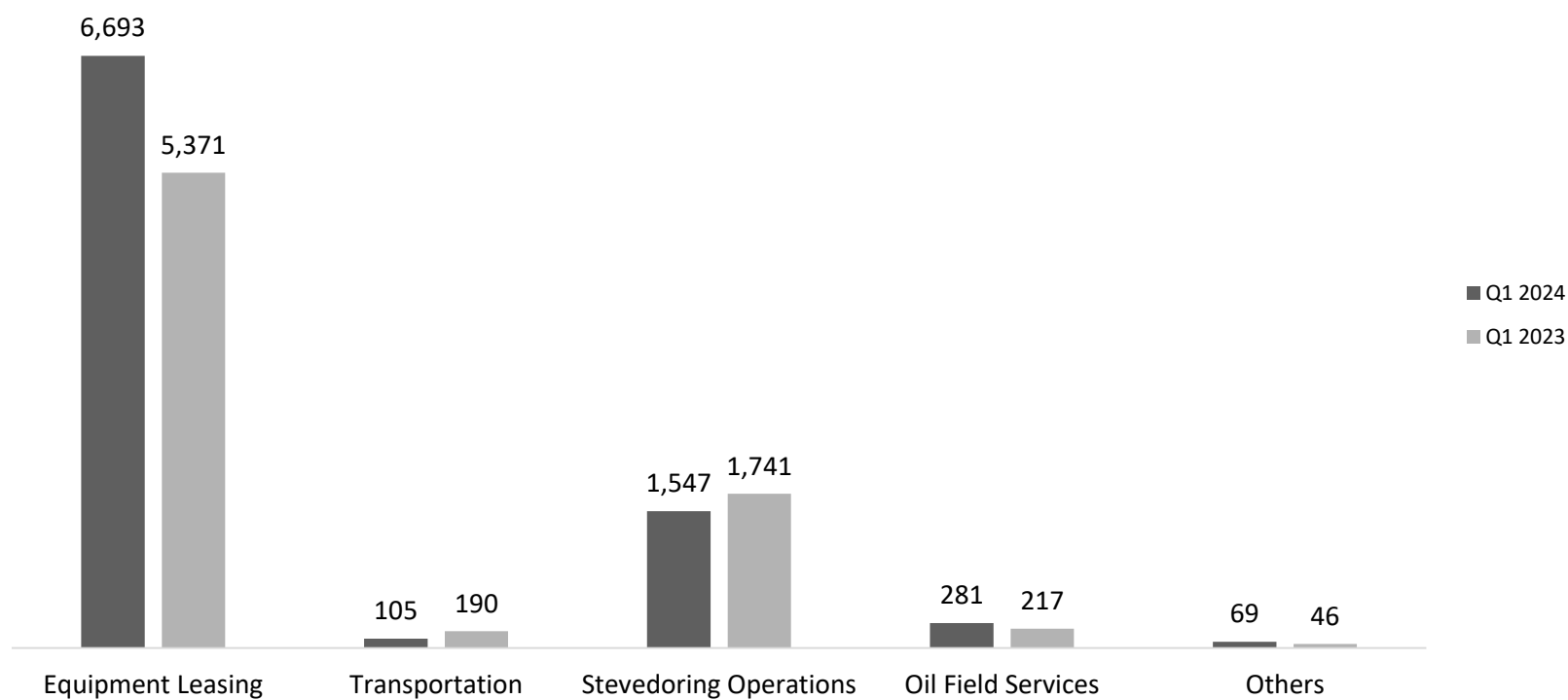
Q1 2023





## Revenue by Segment

### Revenue Contribution by Operational Segment



Note: Figures in KWD thousands

## Financial Highlights

### Financial Position

	Q1 2023	Q1 2023	Change (%)
Current Assets	21,133	18,533	14%
Property & Equipment	83,293	73,714	13%
Right-of-use Assets	496	527	(5.9%)
Intangible Assets	712	712	
Deferred Tax Asset	294	264	11.4%
<b>Total Assets</b>	<b>105,928</b>	<b>93,750</b>	<b>13%</b>
Borrowings	34,299	23,149	48.2%
Trade & Other Liabilities	6,532	4,297	52%
Lease Liabilities	663	646	2.6%
Shareholders' Equity	64,434	63,621	1.3%
<b>Total Equity &amp; Liabilities</b>	<b>105,928</b>	<b>93,750</b>	<b>13%</b>

Note: Figures in KWD Thousands

## Financial Highlights

### Statement of Income

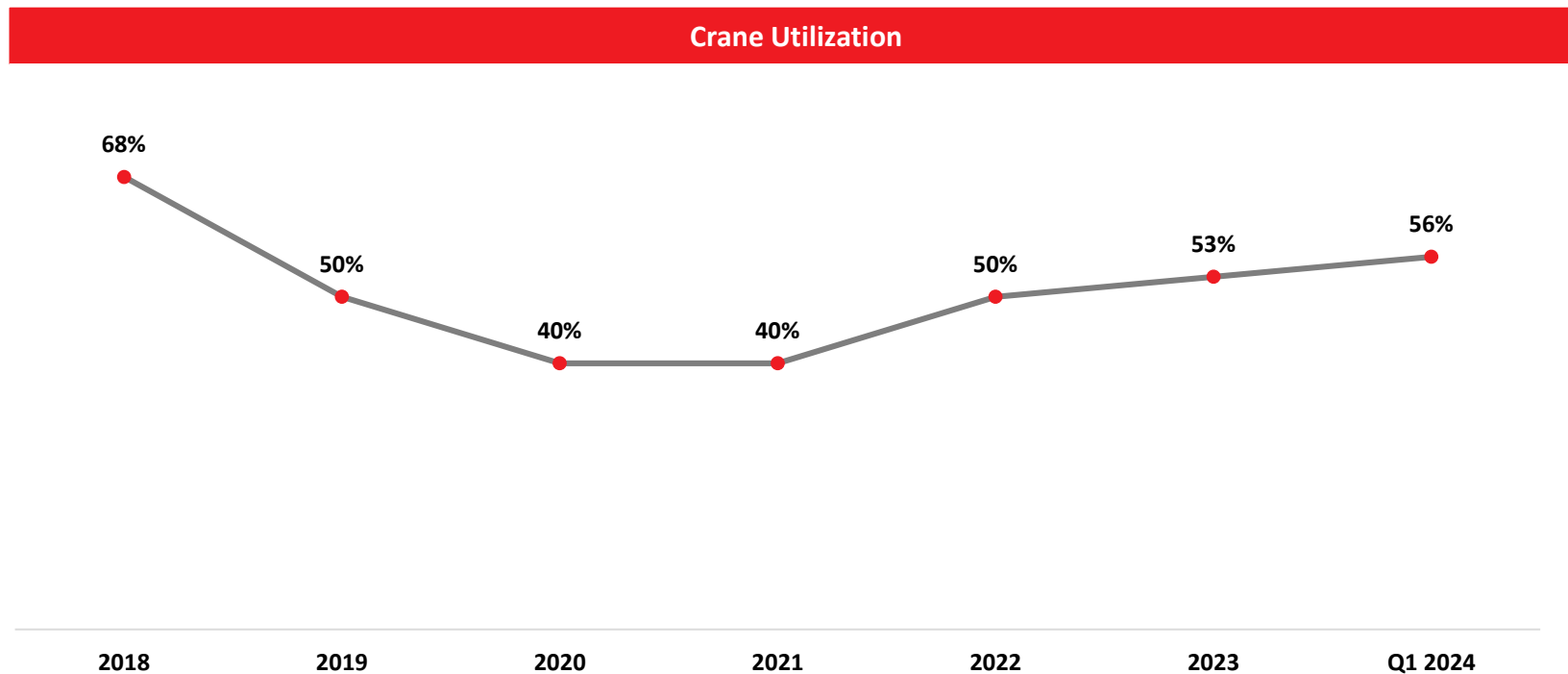
	1 <sup>st</sup> Quarter			Full Year
	2024	2023	Change %	2023
<b>Revenue</b>	8,696	7,566	14.9%	31,458
<b>EBITDA</b>	4,676	3,564	31.2%	15,192
<b>Depreciation</b>	(2,654)	(2,253)	17.8%	(9,641)
<b>Finance Costs</b>	(450)	(260)	73%	(1,451)
<b>Net Profit / (Loss)</b>	1,417	958	47.9%	4,101
<b>Earnings Per Share (Fils)</b>	5.6	3.8	47.9%	16.21

Note: Figures in KWD Thousands

## Company Highlights

## Equipment Utilization - Cranes

- There is a steady growth in the utilization of the equipment. The utilisation rate of the cranes during Q 1 2024 increased to 56% from that of 53% in 2023.



- The capex spending is a continuous process which will continue until Q2 2025. During Q1 2024, a total capital expenditure of KD 3.2 million was incurred mainly for the acquisition of Cranes, of which KD 1.9 million is for Qatar region and KD 1.2 million capex is for KSA region.
- Planned capital expenditure during 2024 is KD 17 million.

Note: Figures in KWD Thousands

**[info@integrated-me.com](mailto:info@integrated-me.com)**