Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Period Ended Sep. 30, 2022 (Q3)

Disclaimer

This presentation has been prepared for information purposes only and does not form part of any offer for sale or solicitation of any offer to subscribe for or purchase or sell any securities nor shall it or any part of it form the basis of or relied on in connection with any contract or commitment whatsoever.

Any forward looking statements contained in this presentation or communicated during the call carries significant risks and actual results can materially differ.

The company assumes no liability whatsoever in relation to confirm these forward looking statements.

Overview

QIG is a diversified conglomerate listed on the Qatar Stock Exchange. The group owns and operates several subsidiaries in diverse sectors. Historically, the group's focus has been on B2B operations.

QIG's subsidiaries are a mix of organically grown enterprises and international partnerships. Our brands have an established presence and a record of accomplishment in the Qatari market, serving flagship projects, customers and facilities in the private and public sectors.

Through our subsidiaries, we add sustainable value to our shareholders with prudent management, diversification and agility. For our customers and partners, we work tirelessly to maintain trust, satisfaction and reliability.

Our activities drive the long-term growth and development of our subsidiaries while fresh opportunities in Qatar and overseas are sought.

Financial Highlight

For the period ended Sep 30, 2022

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Financial Highlight Q3 2022 – [QRm]

Revenue

556

12%
vs. last year

- Highest revenue in 4 years
- Growth by 12% as compared to last year
- Growth in non-industrial sectors by 4%

Net Profit

151

49%
vs. last year

- Significant growth as compared last year
- Improvement in Gross margin by 32%

EBITDA

251

49%
vs. last year

- Growth in revenue and income by 12% against decline in OPEX by 6% (Excluding Dep. & Finance Cost)

EPS

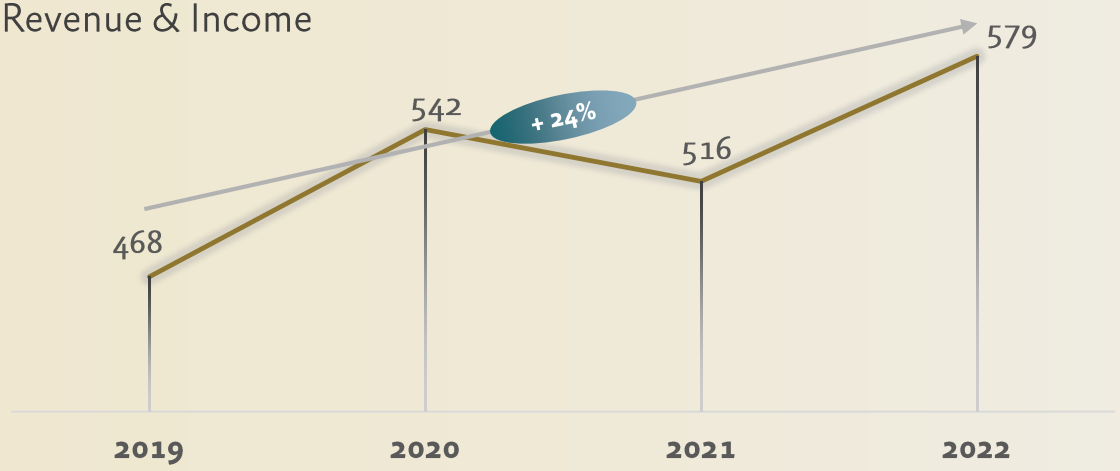
0.12

49%
vs. last year

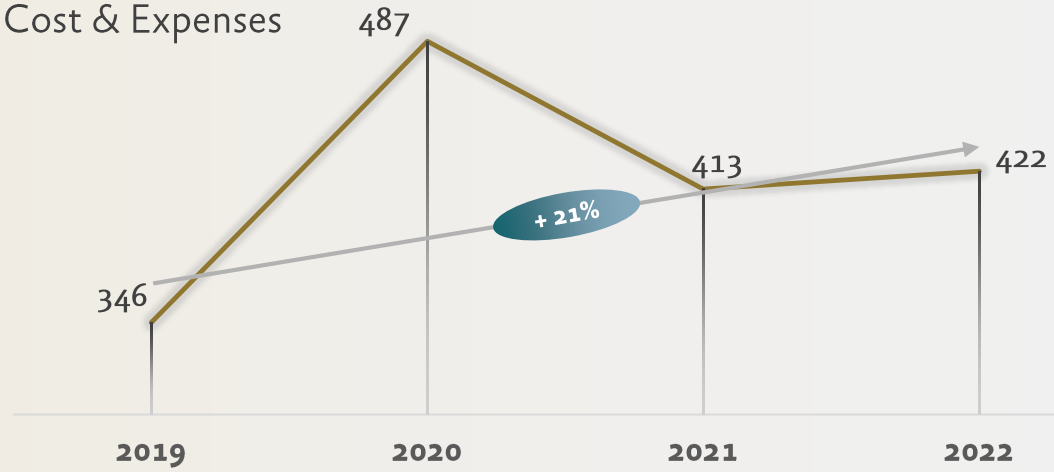
- Higher earning per share due to the increase in net profit

Financial Performance Q3 2022 – [QRm]

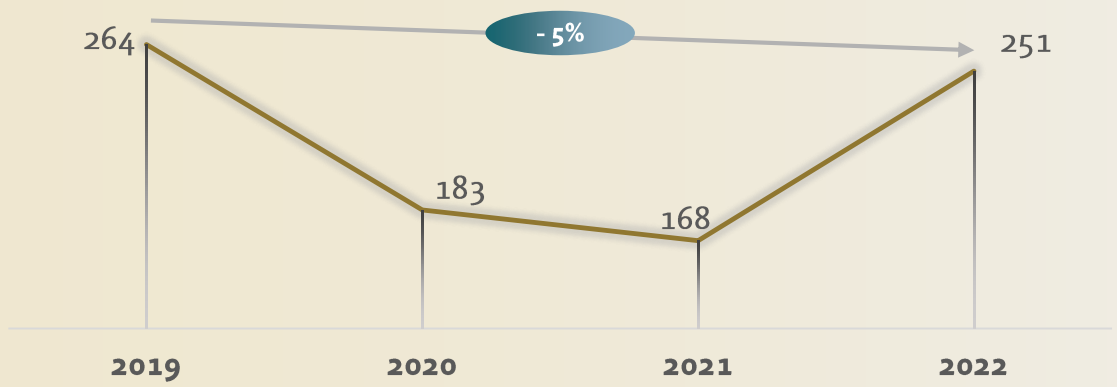
Revenue & Income



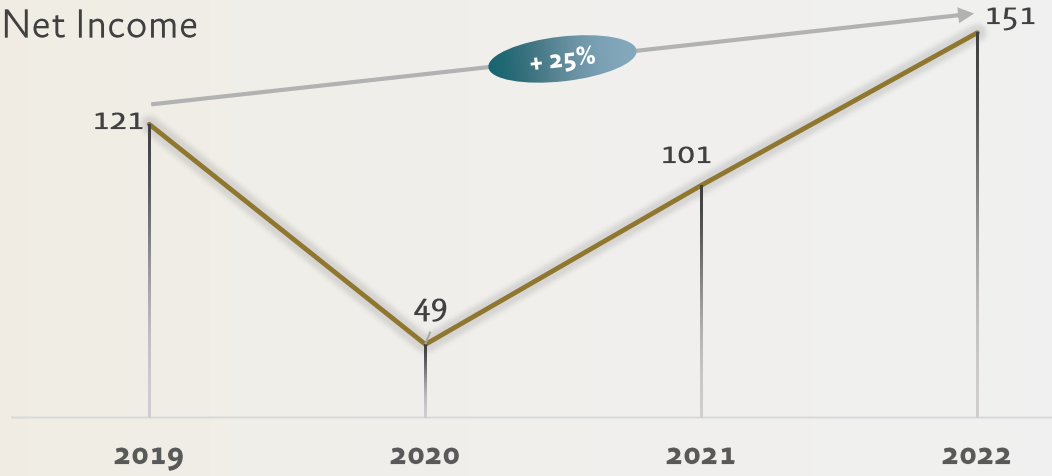
Cost & Expenses



EBITDA

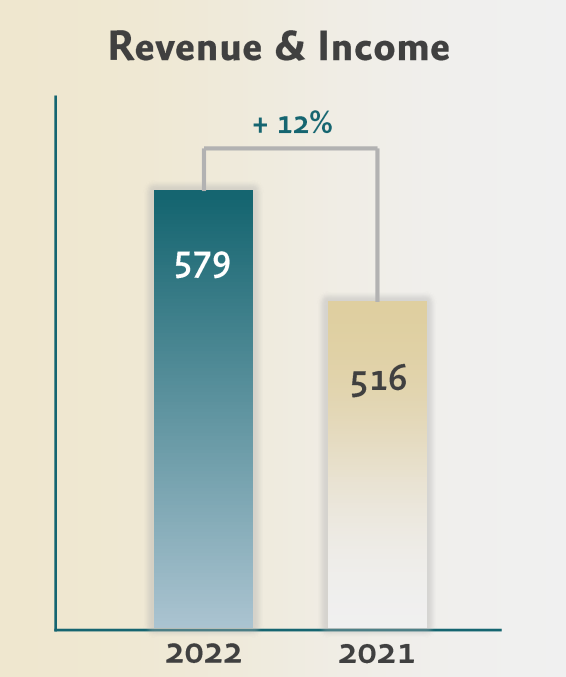


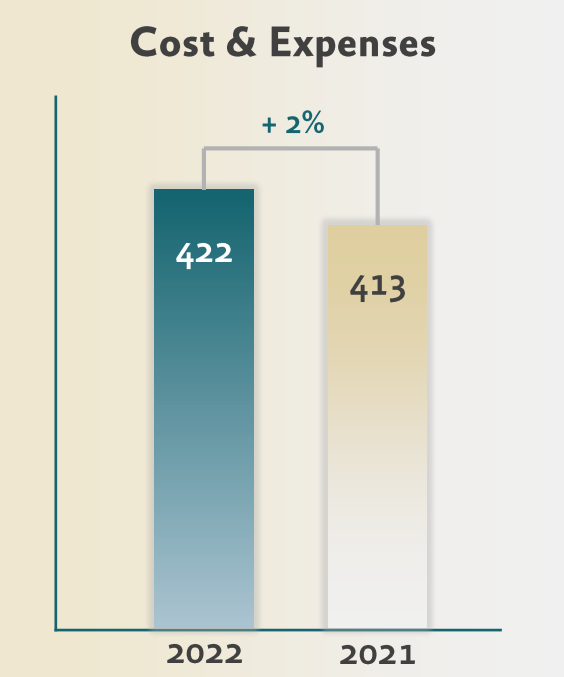
Net Income

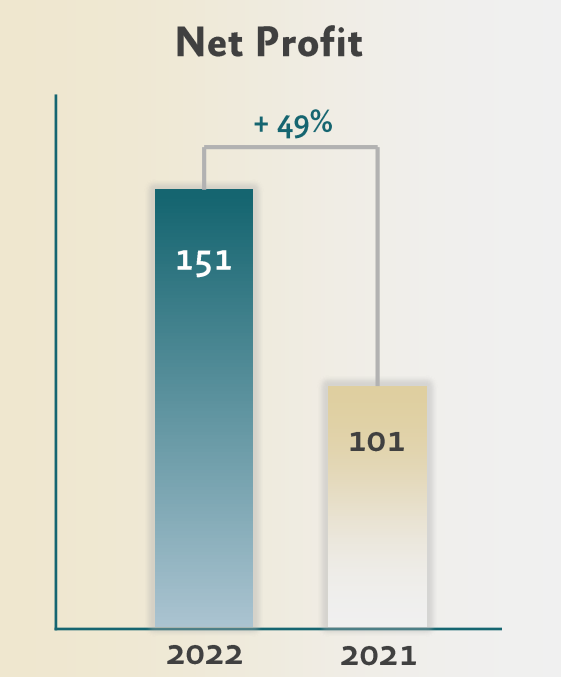


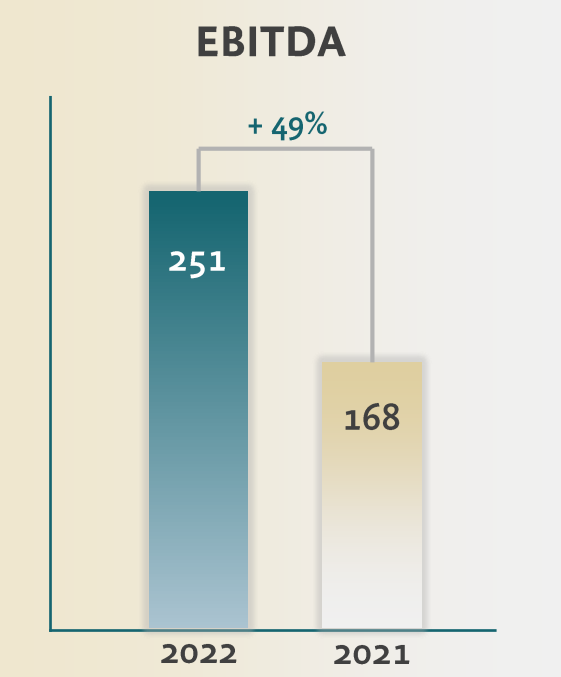
Financial Performance Q3 2022 – [QRm]

Year on Year









Financial Performance Q3 2022 – [QRm]

Year on Year

	Q3, 22	Q3, 21	Var. %
Revenue	556	497	12%
Cost of revenue	(321)	(319)	1%
Gross profit	**235**	**178**	**32%**
Other & Investment Income	23	20	18%
Operating Expenses	(69)	(63)	10%
Finance costs	(32)	(31)	4%
Net profit before income tax	**157**	**104**	**51%**
Income tax expense	(6)	(3)	100%
Net profit after income tax	**151**	**101**	**49%**
Profit per Share	**0.12**	**0.08**	**49%**

Commentary

- Growth in **revenue** led by increase of cement prices and growth in other sectors business operations (Mobility, Property and Security)
- Decline in the **cost of revenue** as a result of production resumption at the industrial sector and implementation of cost optimization plan
- Increase in **other & investment income** led by deposits interest income
- Increase in the **operating expenses** due to the increase in Bad debt & Inventory provisions
- **Finance cost** increased in the current year due to interest rate increase.

Financial Statements

Interim Condensed Consolidated Financial Statements

For the period ended Sep 30, 2022

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Statement of Financial Position – [QRooo]

ASSETS	Sep, 30. 22	Dec. 31, 21
Non-current assets		
Property, plant and equipment	2,200,973	2,264,082
Right-of-use assets	59,620	65,114
Investment properties	762,437	769,232
Goodwill	312,819	312,819
Investments in associates	27,783	28,330
Financial investments at FVTOCI	8,405	9,671
Derivative financial asset	103,134	28,556
Total non-current assets	**3,475,172**	**3,477,804**
Current assets		
Derivative financial asset	17,963	4,393
Contract assets	10,312	19,744
Inventories	147,020	115,885
Prepayments & other debit balances	39,907	36,217
Advances to contractors & suppliers	28,453	19,185
Accounts receivable	267,576	239,552
Due from related parties	11,613	14,172
Cash and bank balances	729,115	793,791
Total current assets	**1,251,929**	**1,242,940**
TOTAL ASSETS	**4,727,101**	**4,720,744**

LIABILITIES	Sep, 30. 22	Dec. 31, 21
Non-current liabilities		
Bank borrowings	1,004,319	1,119,527
Lease liabilities	52,921	59,325
Employees' end of service benefits	10,208	9,521
Total non-current liabilities	**1,067,447**	**1,188,373**
Current liabilities		
Bank borrowings	129,307	153,839
Lease liabilities	6,386	6,860
Accounts payable	25,011	36,888
Due to related parties	1,137	1,751
Retention payables	7,975	5,097
Notes payable	3,582	3,231
Accruals and other liabilities	398,329	349,828
Total current liabilities	**571,727**	**557,495**
TOTAL LIABILITIES	**1,639,174**	**1,745,868**

EQUITY	Sep, 30. 22	Dec. 31, 21
Share capital	1,243,268	1,243,268
Legal reserve	621,634	621,634
Fair value reserve	4,790	6,055
Hedging reserve	121,070	32,949
Retained earnings	1,102,183	950,000
Proposed dividends	-	124,327
Equity attributable to shareholders	**3,092,944**	**2,978,233**
Non-controlling interests	(5,017)	-3,357
TOTAL EQUITY	**3,087,927**	**2,974,876**
TOTAL EQUITY AND LIABILITIES	**4,727,101**	**4,720,744**

Statement of Profit or Loss – [QR000]

	Sep 30. 22	Sep 30. 21
Revenue	555,970	497,456
Cost of revenue	(321,013)	(319,144)
Gross profit	**234,957**	**178,312**
Investment income	3,727	1,154
Income from short-term deposits and other income	11,356	9,123
Selling and distribution expenses	(2,491)	(3,980)
General and administrative expenses	(67,460)	(59,470)
Finance costs	(31,691)	(30,591)
Share of profit from investments in associates	8,146	9,356
Net profit for the year before income tax	**156,545**	**103,903**
Income tax expense	(6,022)	(2,578)
Net profit for the year after income tax	**150,523**	**101,325**
Earnings per share	**0.12**	**0.08**

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Thank You!

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