Qatari Investors Group
مجموعة المستثمرين القطريين

QATARI INVESTORS GROUP Q.P.S.C

INVESTORS PRESENTATION Q2 - 2021

Committed to Build Qatar

Since 2006

www.qatarinvestors.com

Agenda

Disclaimer

Overview

Group Headlines

Group Dashboard

Financial Performance

Disclaimer

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

Group Headlines

- Covid-19 pandemic had mixed effect on group entities.
- Our response to the pandemic was to refocus strategy in March 2020 on:

1 Resilience

2 Liquidity

3 Growth

- Succeeded on all fronts: Zero days of lost productivity | Improved Liquidity | Single digit top line growth.
- Marked improvement in several balance sheet KPIs.

Group Dashboard HY1 2021

Group Revenue
347m
+4%
+14m

Net Income
68m
+74%
+29m

Unrestricted Cash 30/06
609m
+82%
+274m

Net Margin
19%

Receivables 30/06
243m
-5%
-12m

Inventories 30/06
161m
-43%
-120m

Bank Loans
1.3b
-5%
-64m

Financial Performance

- In HY-1, QIG achieved QAR 67.6 million of profit (+74% vs SPYA) on revenues of QAR 347 million(+4% vs SPYA).
- Profit per share is QAR 0.05 per share vs QAR 0.03 per share a year ago.

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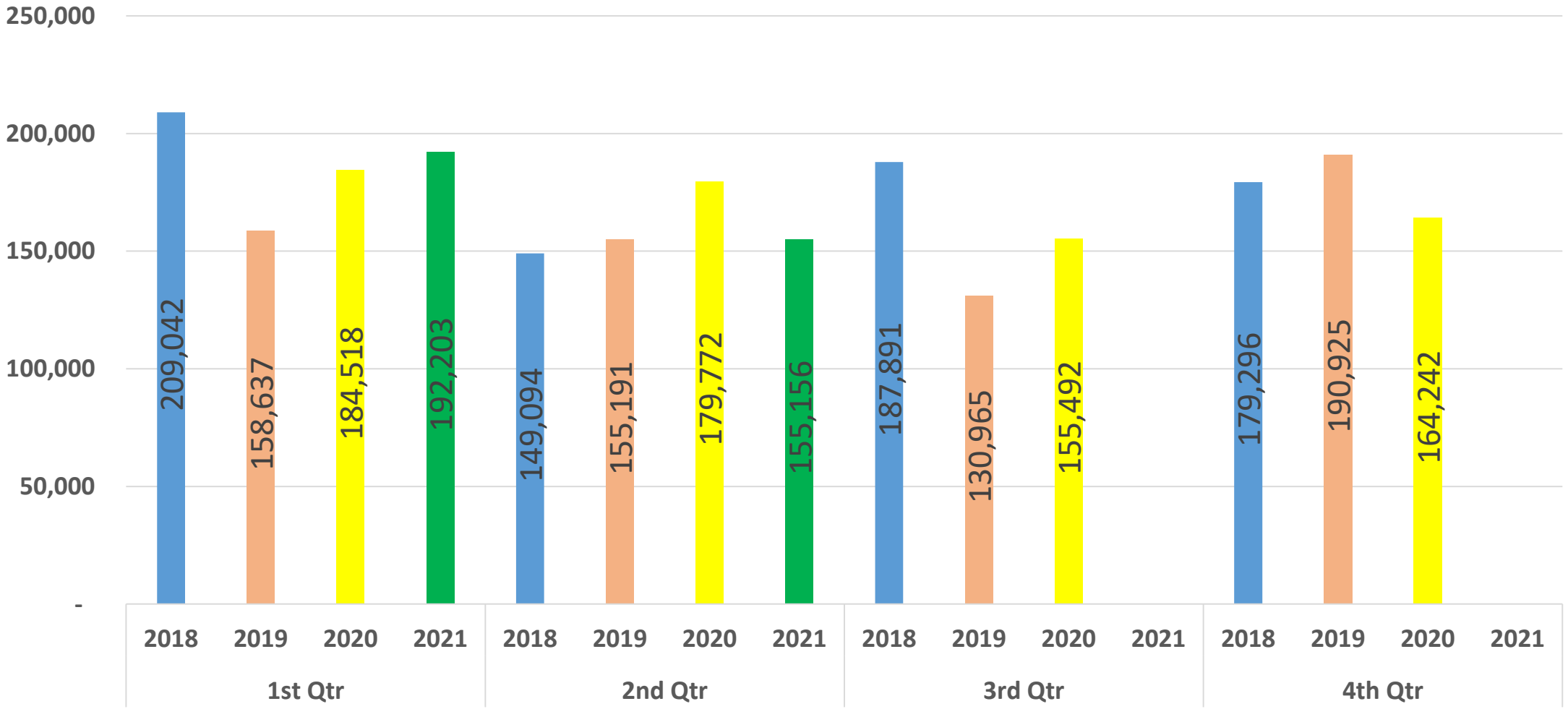
Revenue Progression



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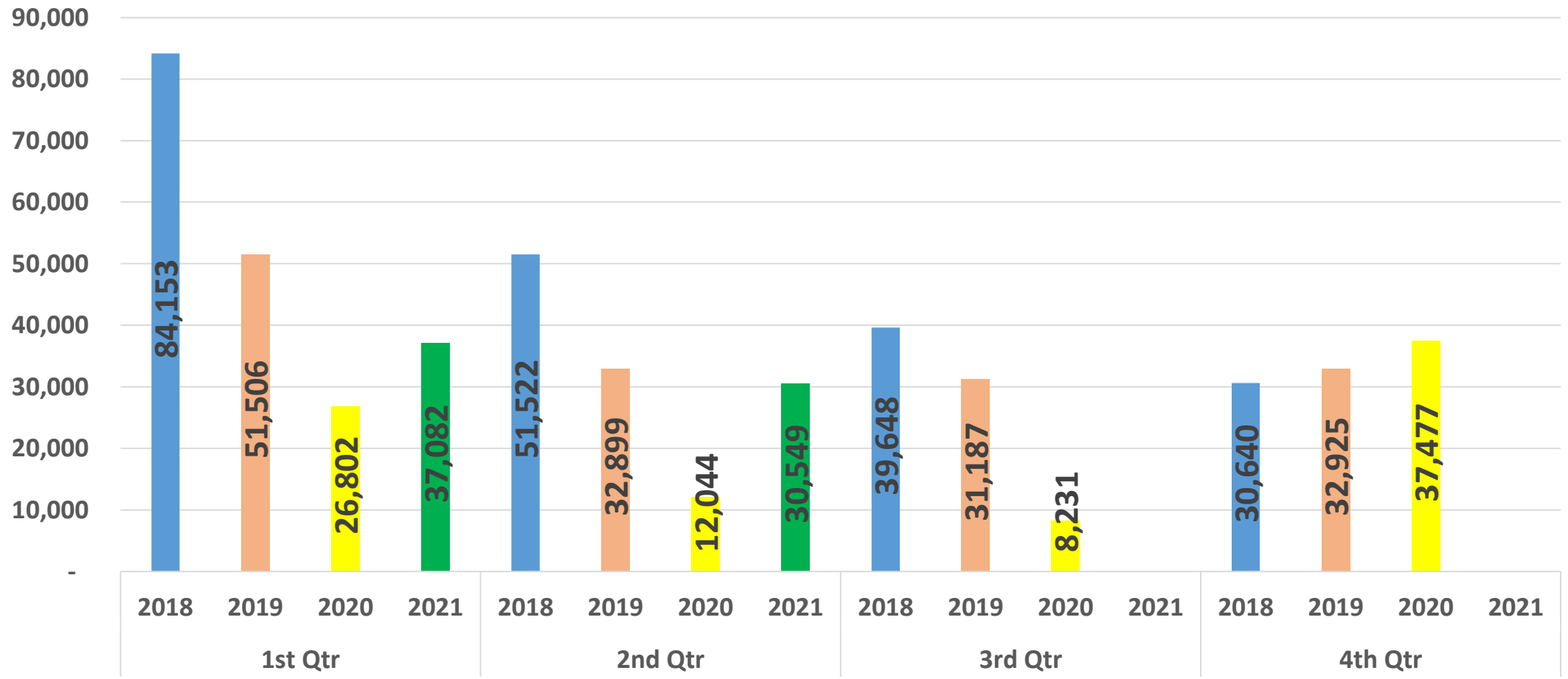
Profit progression



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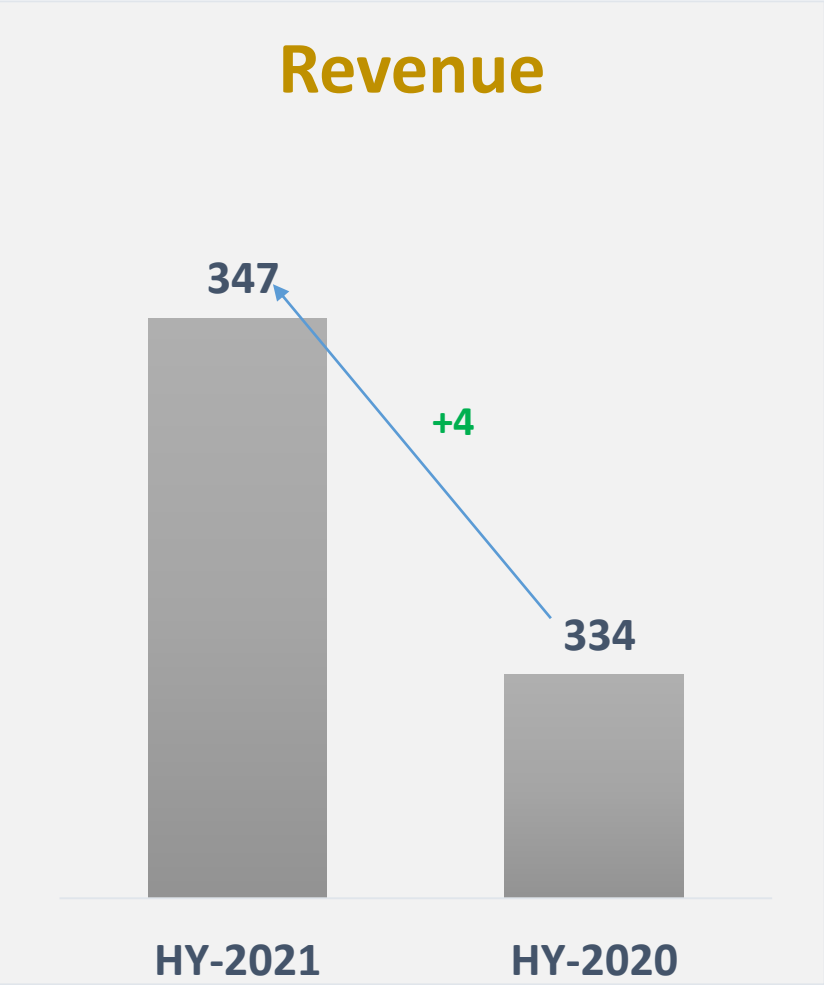
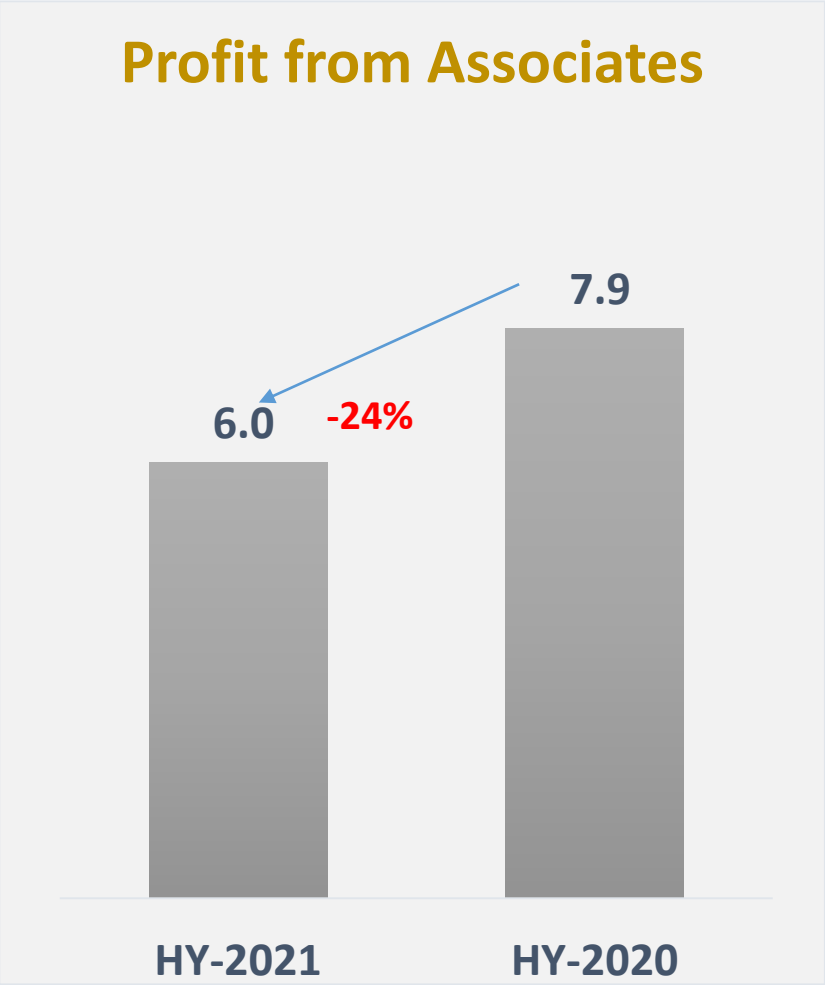
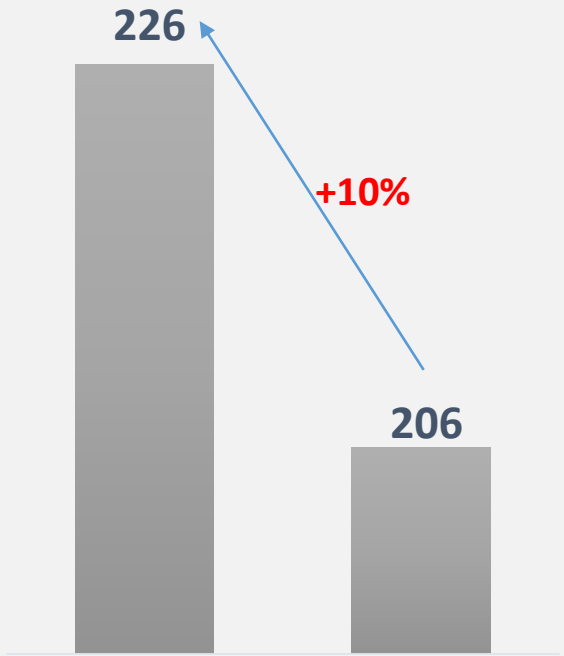
Financial Performance (QTR Comparison) QR in million



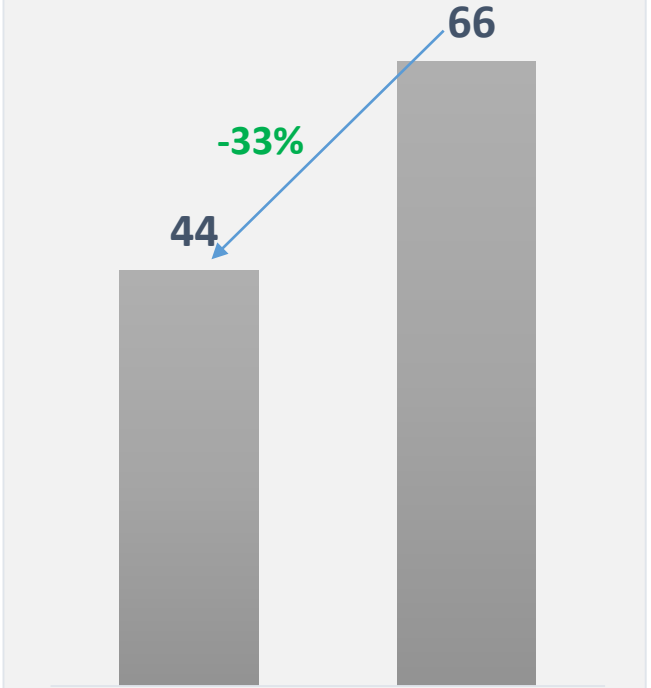


Financial Performance .... Continued

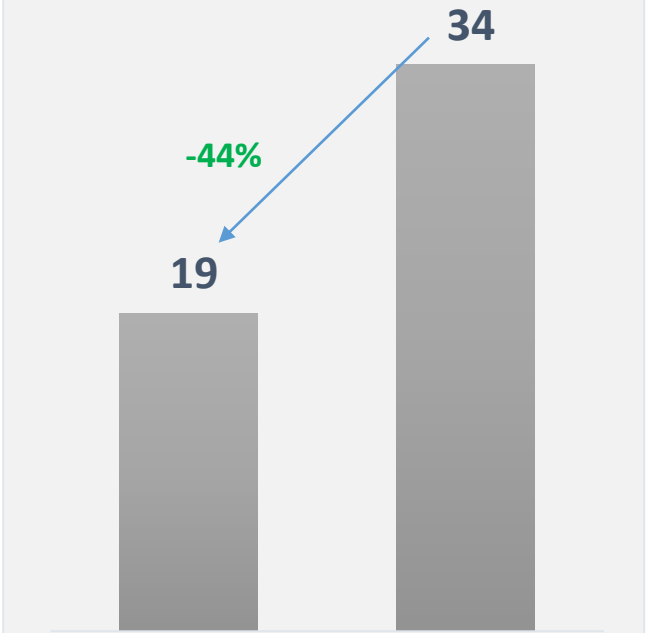
Cost of Revenue



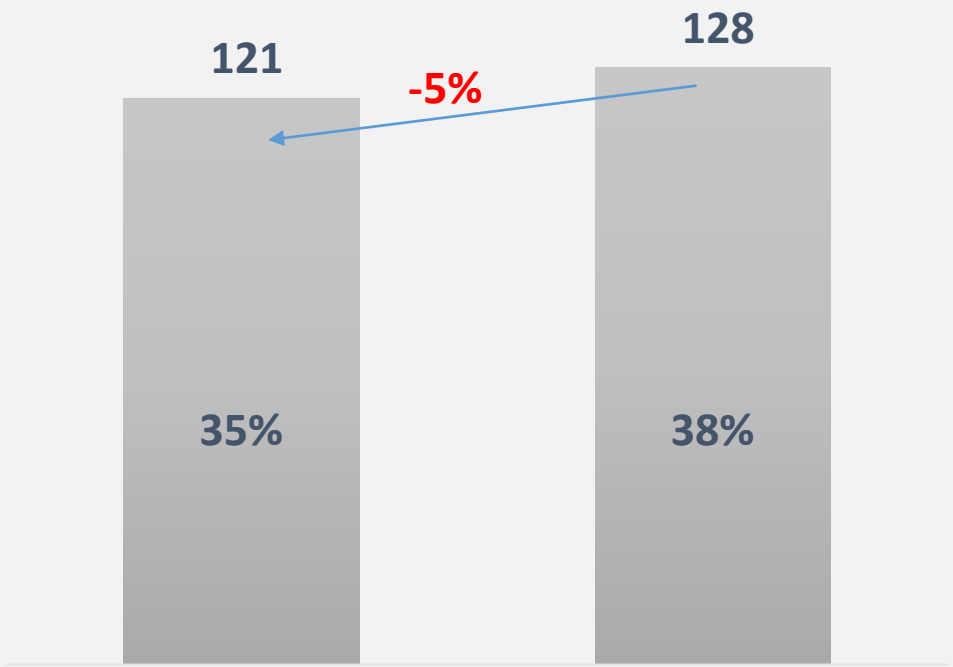
Admin & Selling Exp



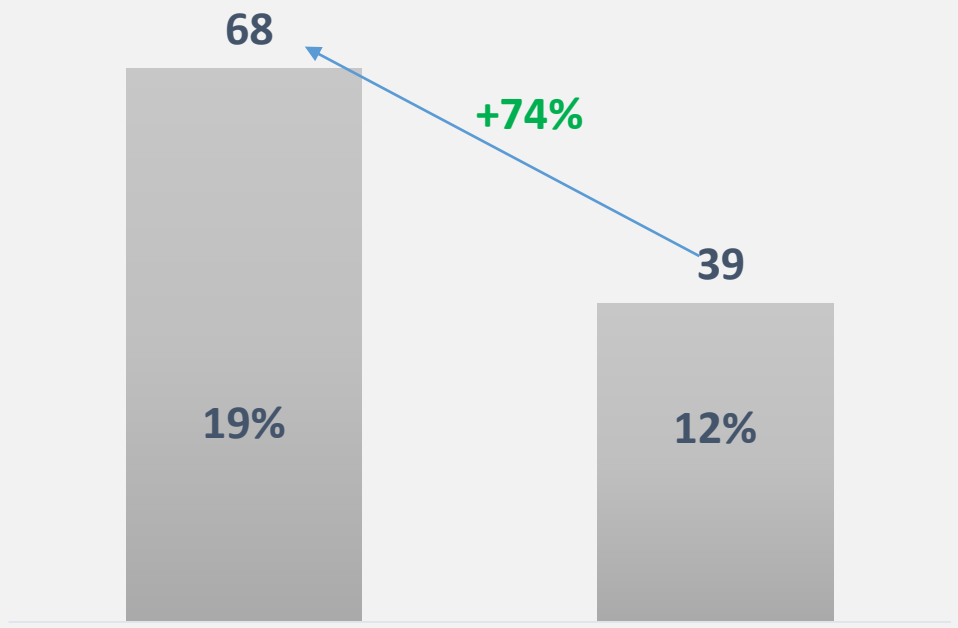
Finance Cost



Gross Profit

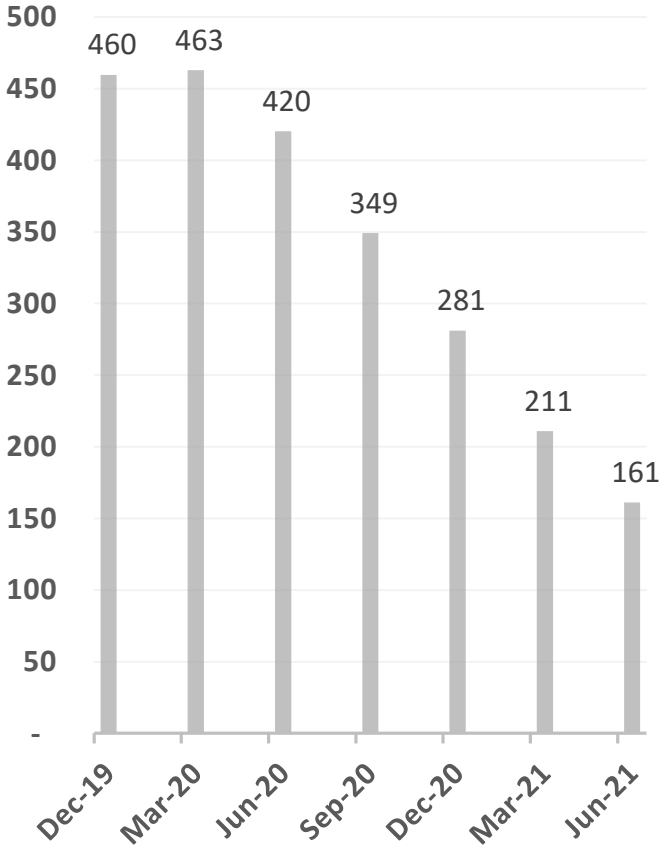


Net Profit Attributable to Shareholders

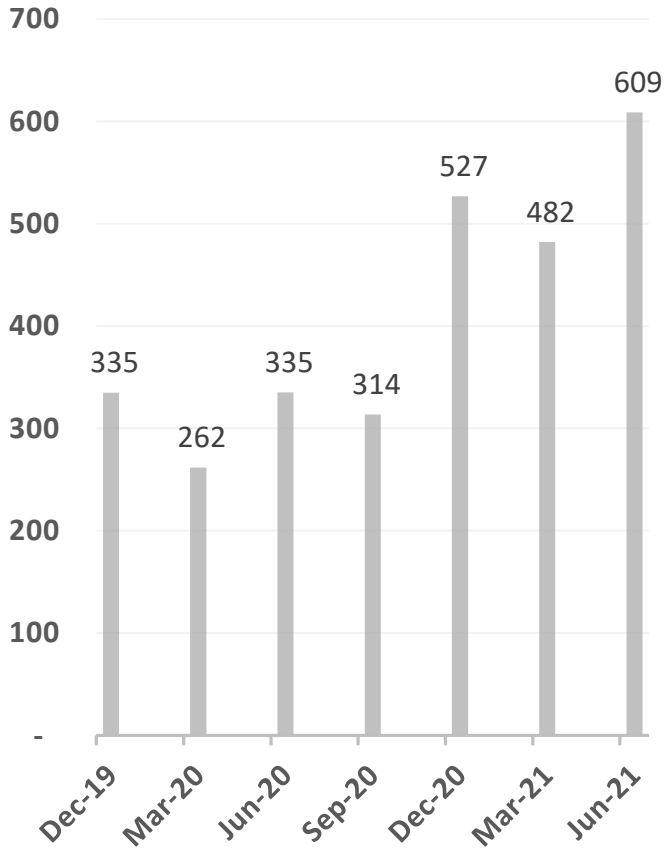


Inventories, Cash and Receivable Balances

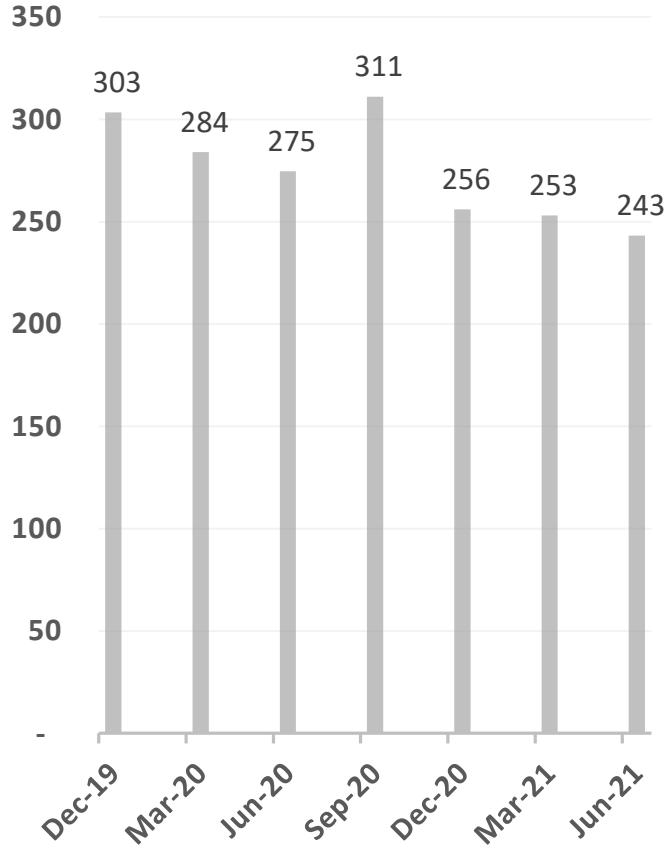
Inventories



Unrestricted Cash



Receivables



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Statement of income

QR in million	For the period ended 30 June			
	2021	2020	Change	%
Revenue	347	334	14	4%
Cost of revenue	(226)	(206)	(20)	10%
Gross profit	**121**	**128**	**(7)**	**-5%**
Share of profit of investment in associates	6	8	(2)	-24%
Net change in fair value of investment properties	-	-	-	
Investment income	1	1	0	11%
Selling and distribution expenses	(2)	(2)	(1)	33%
General and administrative expenses	(42)	(64)	23	-35%
Finance costs	(19)	(34)	15	-44%
Income from deposits	6	7	(1)	-11%
Net profit for the period before tax	**71**	**43**	**28**	**66%**
Tax expense	**(2)**	**(1)**	**(1)**	**80%**
Net profit for the period after tax	**69**	**42**	**27**	**66%**
Attributable to:				
Owners of the Company	68	39	29	74%
Non-Controlling Interest	1	3	(1)	-49%
Net profit for the period	**69**	**42**	**27**	**66%**

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Statement of financial position

QR in million	Jun-21	Dec-20
ASSETS		
Non-current assets		
Property, plant and equipment	2,275	2,279
Right of use assets	69	73
Investment properties	763	763
Goodwill	313	313
Investment in associates	45	42
Equity investments	9	8
Total non-current assets	**3,474**	**3,478**
Current assets		
Inventories	161	281
Prepayments and other debit balances	46	42
Advances to contractors and suppliers	17	12
Due from related parties	3	2
Accounts receivable	243	256
Amounts due from customers	4	3
Cash and cash equivalents	742	639
Total current assets	**1,215**	**1,235**
Total assets	**4,689**	**4,713**

QR in million	Jun-21	Dec-20
EQUITY		
Share capital	1,243	1,243
Legal reserve	622	622
Fair value reserve	5	5
Retained earnings	954	961
Proposed dividends	-	-
Equity attributable to the owners of the Company	**2,825**	**2,831**
Non-controlling interest	46	44
Total equity	**2,871**	**2,875**
LIABILITIES		
Non-current liabilities		
Bank borrowings	1,193	1,263
Lease liabilities	66	66
Employees' end of service benefits	9	9
Total non-current liabilities	**1,269**	**1,337**
Current liabilities		
Bank borrowings	149	144
Lease liabilities	7	7
Accounts payable	22	19
Due to related parties	1	4
Retention payables	26	24
Notes payable	2	1
Accruals and other liabilities	343	302
Total current liabilities	**550**	**499**
Total liabilities	**1,818**	**1,836**
Total equity and liabilities	**4,689**	**4,713**

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Statement of cash flows

QR in million	Jun-21	Jun-20
OPERATING ACTIVITIES		
Net profit for the period after taxation	69,033	41,590
Adjustments for:		
Depreciation of property, plant and equipment	19,091	51,110
Depreciation on right-of-use assets	4,182	4,541
Accrued finance costs	19,311	35,376
Income tax expense	1,781	991
Interest on lease liabilities	2,088	2,244
Share of profit from investments in associates	(6,041)	(7,904)
Write off of property, plant and equipment	181	20
(Gain)/ Loss on disposal of property, plant and equipment	(1,376)	(2,814)
Provision for impairment of accounts receivables	34	(208)
Net movement in provision for inventories	(945)	(6,909)
Provision for employees' end of service benefits	892	1,229
	108,230	**119,268**
Movements in working capital:		
Inventories	120,692	46,215
Prepayments and other debit balances	(3,815)	4,004
Advances to contractors and suppliers	(5,044)	6,962
Accounts receivable	12,311	29,066
Contracts assets	(435)	(4,134)
Accounts payable	3,098	(16,179)
Due from / to related parties	(2,529)	1,098
Retention payables	1,866	28
Accruals and other liabilities	20,446	(5,919)
Cash generated from operations	**254,820**	**180,409**
Employees' end of service benefits paid	(434)	(953)
Finance costs paid	(21,667)	(39,511)
Net cash generated from operating activities	**232,719**	**139,945**

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Statement of cash flows

	Jun-21	Jun-20
INVESTING ACTIVITIES		
Purchases of property, plant and equipment	(16,213)	(6,354)
Additions to investment properties	141	(4,942)
Proceeds from sales of property, plant and equipment	1,968	2,841
Additions to investment in associates	(510)	-
Dividends from investments in associates	3,606	3,330
Net cash (used in) investing activities	**(11,008)**	**(5,125)**
FINANCING ACTIVITIES		
Repayments of borrowings	(69,639)	(59,571)
Proceeds from borrowings	7,627	1,740
Payment of lease liabilities	(1,364)	(1,294)
Payment of social and sports fund contribution	(2,114)	(3,713)
Notes payable	422	(3,383)
Dividends paid to the shareholders / non-controlling interests	(74,596)	(68,380)
Net cash (used in) financing activities	**(139,664)**	**(134,601)**
Net increase in unrestricted cash and cash equivalents	**82,047**	**220**
Unrestricted cash and cash equivalents at the beginning of the peiod	526,758	334,831
Unrestricted cash and cash equivalents at the end of the period	**608,805**	**335,051**

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Thank You!

For more Information please visit:
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