Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Year Ended Dec. 31, 2022

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 year ended Dec. 31, 2022

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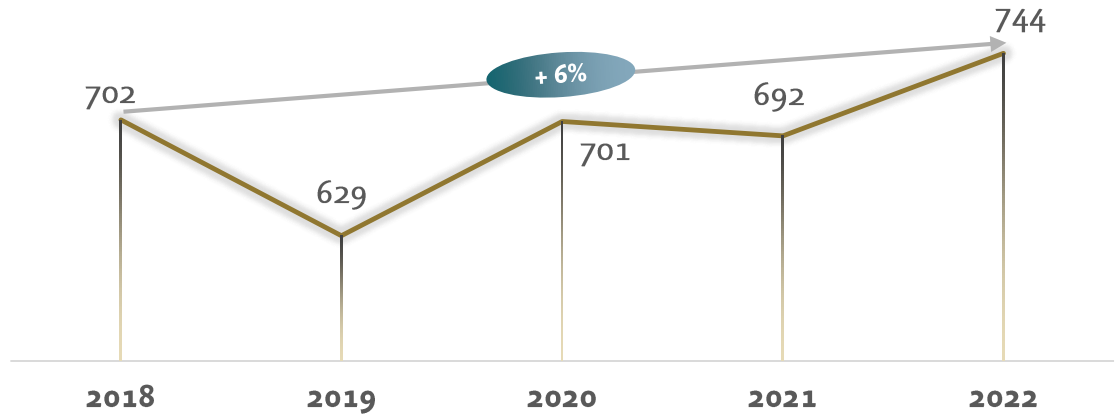
Financial Highlight 2022 – [QRm]

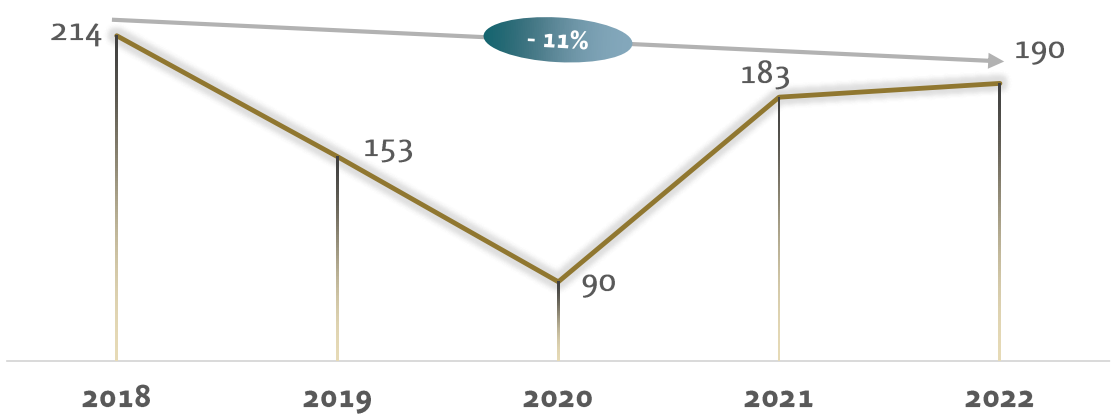
Revenue	Net Profit	EBITDA	EPS	Cash
744	190	319	0.15	800
8% vs. last year	4% vs. last year	12% vs. last year	2% vs. last year	1% vs. Dec. 31,2021
• Highest revenue in 5 years • Growth by 8% as compared to last year	• Slight Growth as compared last year • Improvement in Gross margin by 25%	• Growth in revenue by 8% against decline in OPEX by 2% (Excluding Dep. & Finance Cost)	• Similar earning per share due to the slight increase in net profit	• Slight increase in cash due to the increase in annual earnings

Financial Performance 2022 – [QRm]

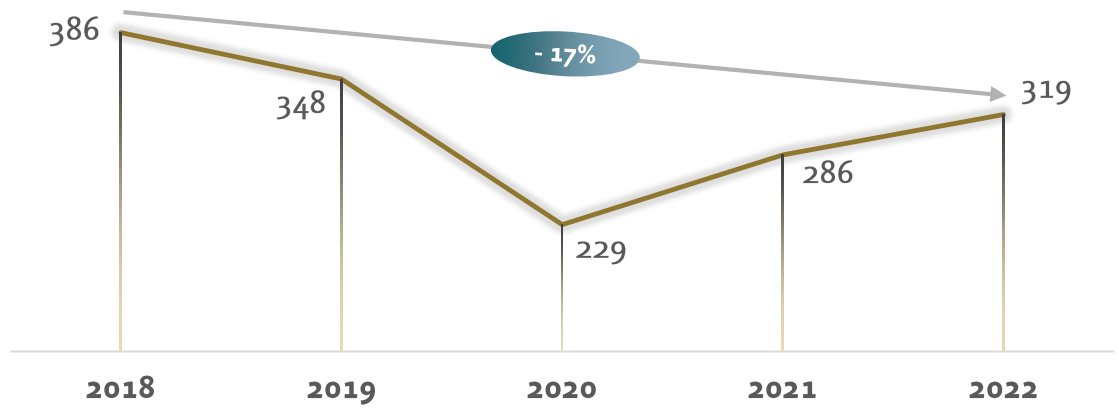
Revenue



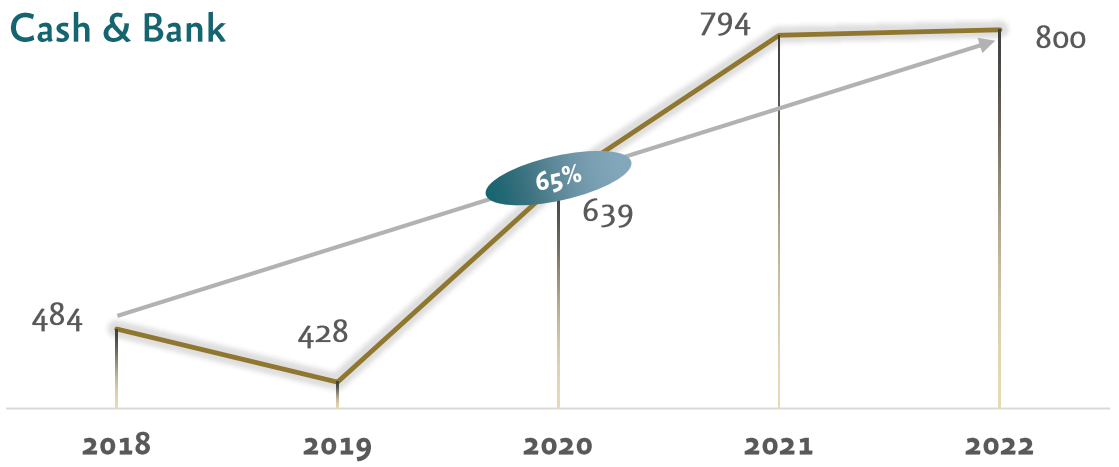
Net Income



EBITDA

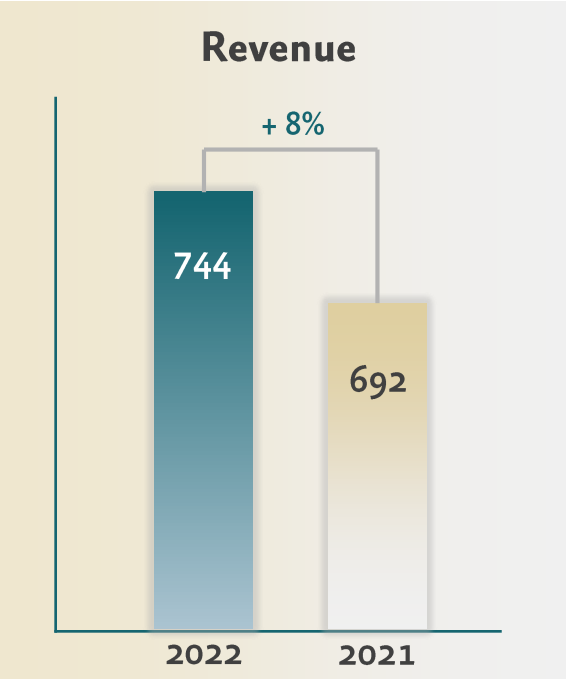


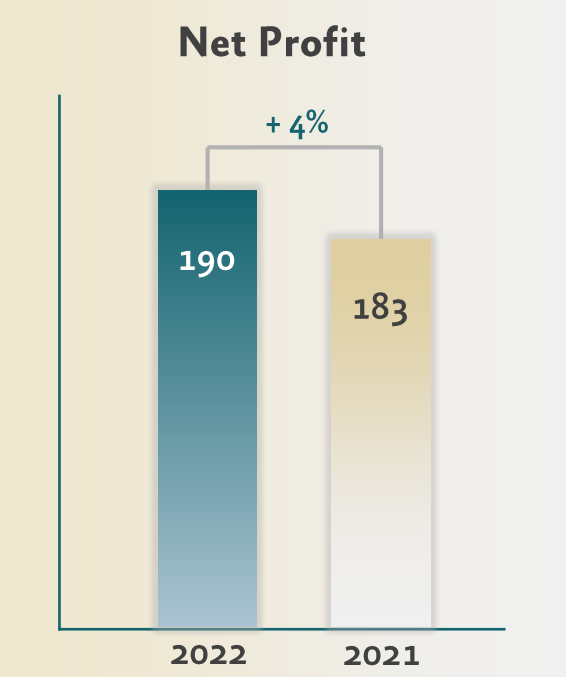
Cash & Bank

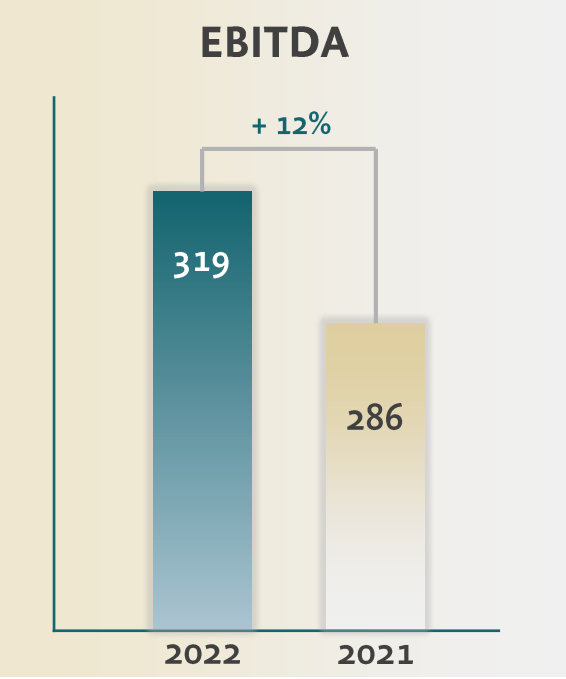


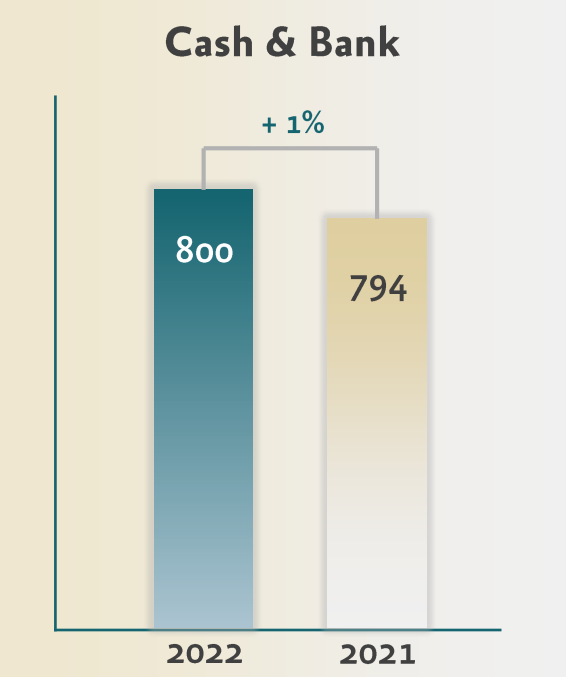
Financial Performance 2022 – [QRm]

Year on Year









Financial Performance 2022 – [QRm]

Year on Year

	2022	2021	Var. %
Revenue	744	692	8%
Cost of revenue	(376)	(399)	(6%)
Gross profit	**368**	**293**	**25%**
Other & Investment Income	33	30	12%
Valuation Gain	71	1	100%
Assets Impairment	(126)	-	100%
Operating Expenses	(105)	(94)	12%
Finance costs	(41)	(42)	(1%)
Net profit before income tax	**199**	**188**	**6%**
Income tax expense	(9)	(5)	70%
Net profit after income tax	**190**	**183**	**4%**
Profit per Share	**0.15**	**0.15**	

Commentary

- Growth in **revenue** led by the increase of Projects Development, Property, Contracting and Technology Sectors revenues.
- 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 and Income from Invested Company
- Increase in the **operating expenses** due to the increase in Bad Debt & Inventory provisions
- **Finance cost** decreased in the current year due to loan repayment.

Financial Statements

Consolidated Financial Statements

For the year ended Dec. 31, 2022

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Statement of Financial Position – [QRooo]

ASSETS	Dec. 31, 22	Dec. 31, 21
Non-current assets		
Property, plant and equipment	2,165,938	2,264,082
Right-of-use assets	57,907	65,114
Investment properties	844,786	769,232
Goodwill	242,506	312,819
Investments in associates	29,956	28,330
Financial investments at FVTOCI	8,405	9,671
Derivative financial asset	114,679	28,556
Total non-current assets	**3,464,178**	**3,477,804**
Current assets		
Derivative financial asset	20,851	4,393
Contract assets	18,579	19,744
Inventories	155,379	115,885
Prepayments & other debit balances	52,581	36,217
Advances to contractors & suppliers	18,852	19,185
Accounts receivable	263,706	239,552
Due from related parties	12,951	14,172
Cash and bank balances	799,739	793,791
Total current assets	**1,342,638**	**1,242,940**
TOTAL ASSETS	**4,806,816**	**4,720,744**

LIABILITIES	Dec. 31, 22	Dec. 31, 21
Non-current liabilities		
Bank borrowings	1,040,933	1,119,527
Lease liabilities	53,691	59,325
Employees' end of service benefits	10,353	9,521
Total non-current liabilities	**1,104,977**	**1,188,373**
Current liabilities		
Bank borrowings	108,862	153,839
Lease liabilities	6,273	6,860
Accounts payable	41,163	36,888
Due to related parties	1,358	1,751
Retention payables	10,257	5,097
Notes payable	2,631	3,231
Accruals and other liabilities	393,861	349,828
Total current liabilities	**564,405**	**557,495**
TOTAL LIABILITIES	**1,669,382**	**1,745,868**

EQUITY	Dec. 31, 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	135,529	32,949
Retained earnings	950,872	950,000
Proposed dividends	186,490	124,327
Equity attributable to shareholders	**3,142,583**	**2,978,233**
Non-controlling interests	(5,149)	-3,357
TOTAL EQUITY	**3,137,434**	**2,974,876**
TOTAL EQUITY AND LIABILITIES	**4,806,816**	**4,720,744**

Statement of Profit or Loss – [QR000]

	Dec. 31, 2022	Dec. 31, 2021
Revenue	743,600	691,668
Cost of revenue	(375,997)	(398,685)
Gross profit	**367,603**	**292,983**
Investment income	3,727	1,154
Income from short-term deposits and other income	19,524	14,859
Net change in fair values of investment properties	70,764	1,249
Selling and distribution expenses	(4,776)	(6,237)
General and administrative expenses	(100,667)	(87,272)
Finance costs	(41,302)	(41,677)
Share of profit from investments in associates	10,167	12,702
Impairment of non-current assets	(126,062)	-
Net profit for the year before income tax	**198,978**	**187,760**
Income tax expense	(8,604)	(5,146)
Net profit for the year after income tax	**190,375**	**182,615**
Earnings per share	**0.15**	**0.15**

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Thank You!