Qatari Investors Group
مجموعة المستثمرين القطريين

QATARI INVESTORS GROUP Q.P.S.C

INVESTORS PRESENTATION Q3 - 2021

Committed to Build Qatar

Since 2006

www.qatarinvestors.com

Agenda

Disclaimer

Overview

Group Dashboard

Financial Performance

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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 Dashboard Q3 –YTD-2021

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Group Revenue
497m
-5%
-24m

Net Income
100m
+112%
+53m

Unrestricted Cash 30/09
627m
+100%
+313m

Net Margin
20%

Receivables 30/09
259m
+1%
+3m

Inventories 30/09
119m
-57%
-161m

Bank Loans
1.3b
-10%
-144m

Financial Performance

- In Q3 YTD, QIG achieved QAR 99.7 million of profit (+112% vs SPYA) on revenues of QAR 497 million(-5% vs SPYA).
- Profit per share is QAR 0.08 per share vs QAR 0.04 per share a year ago.

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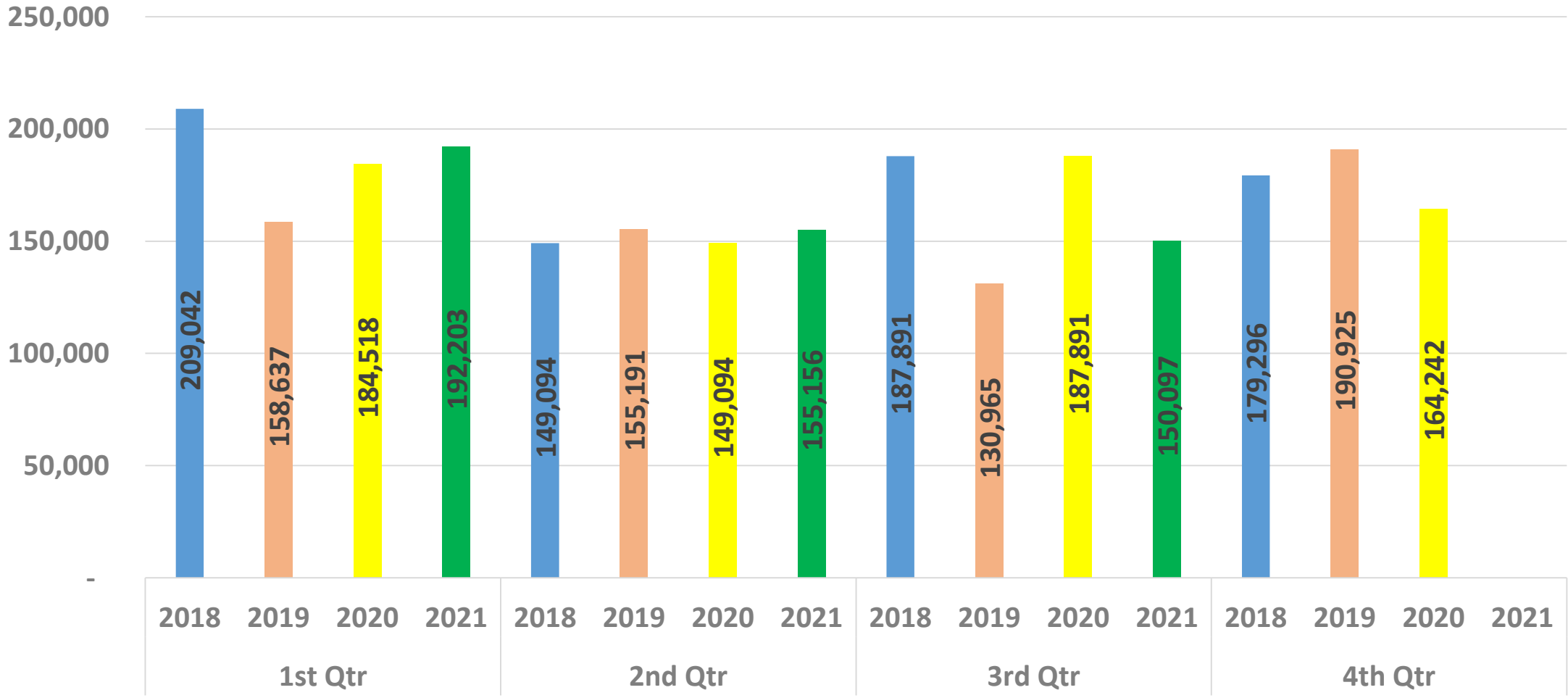
Revenue **Progression**



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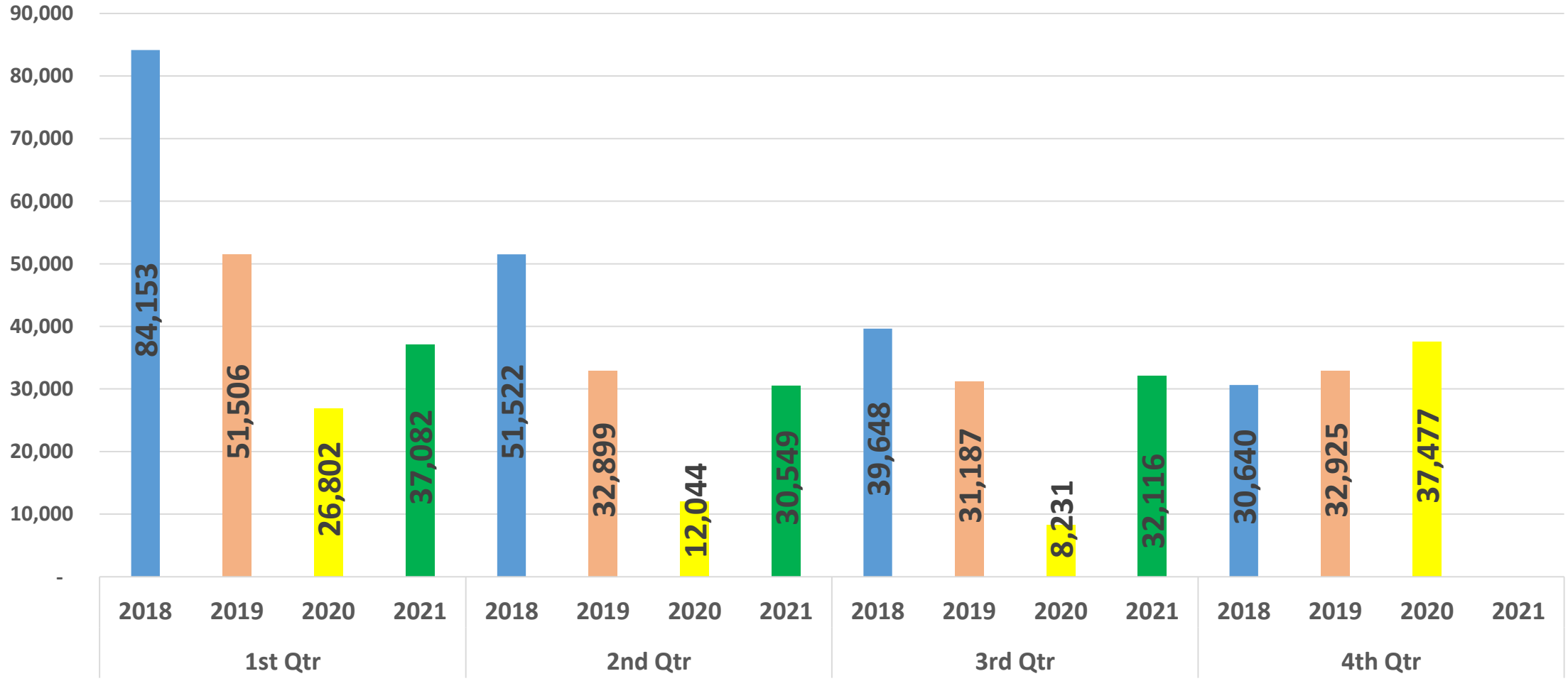
Profit progression



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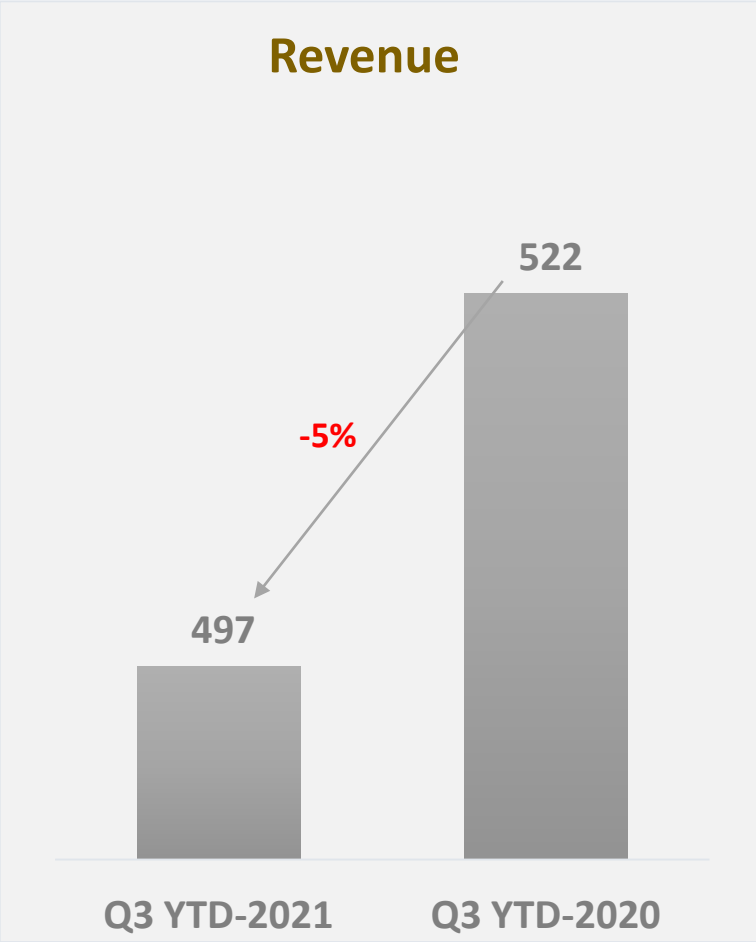
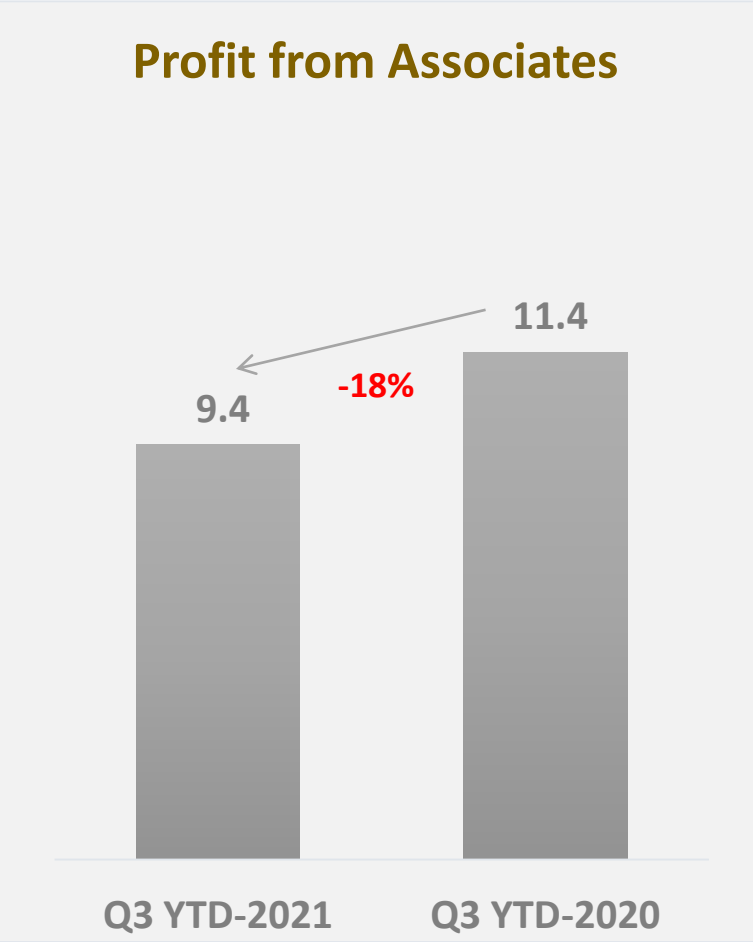
Financial Performance (9 months Comparison) QR in million





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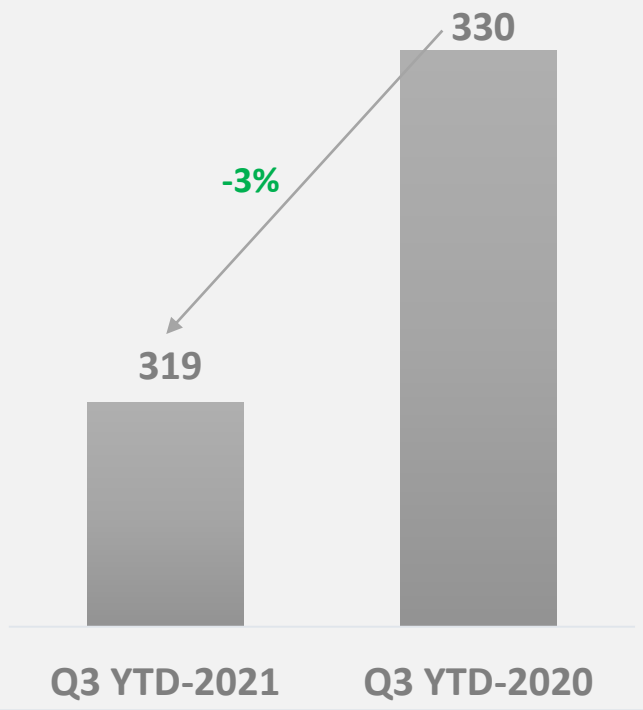
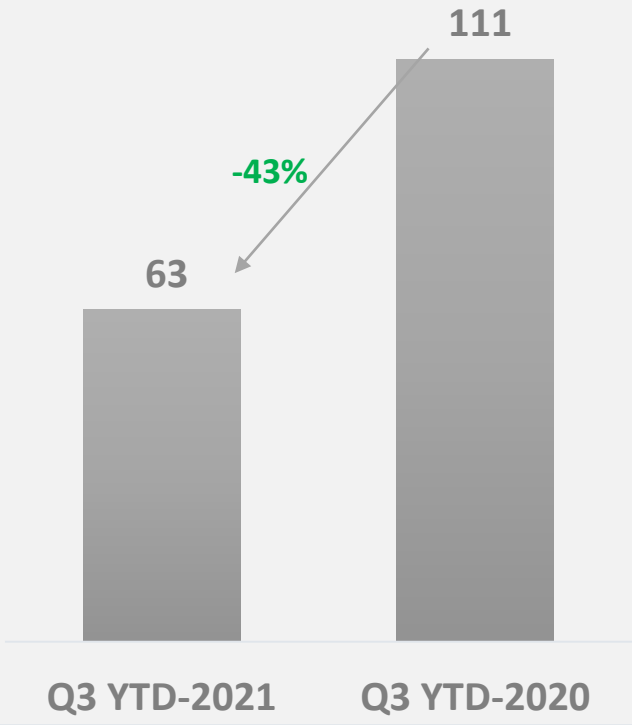
Financial **Performance** .... Continued

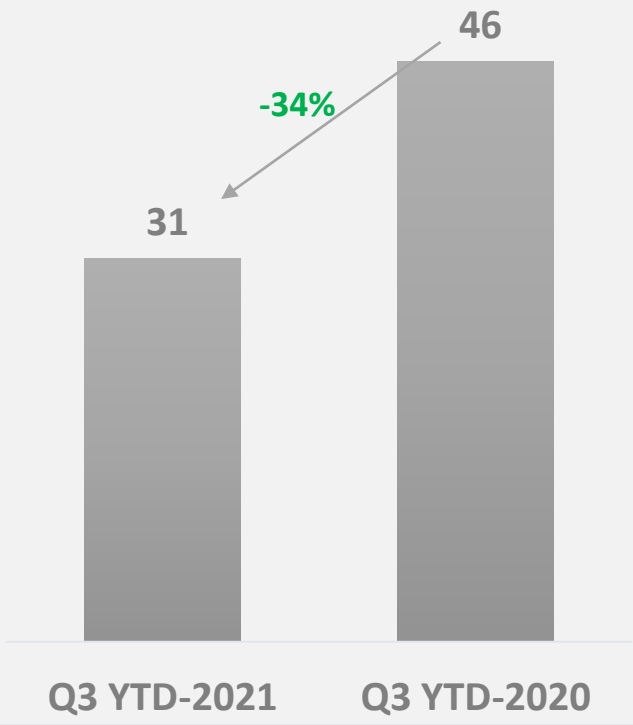
Cost of Revenue



Admin & Selling Exp



Finance Cost



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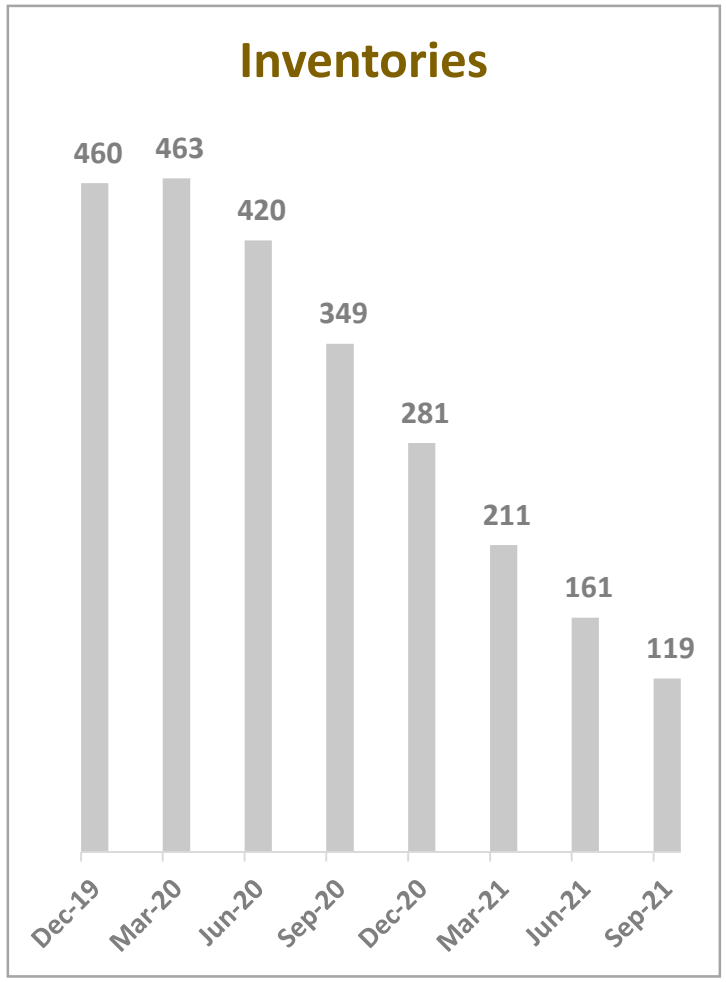
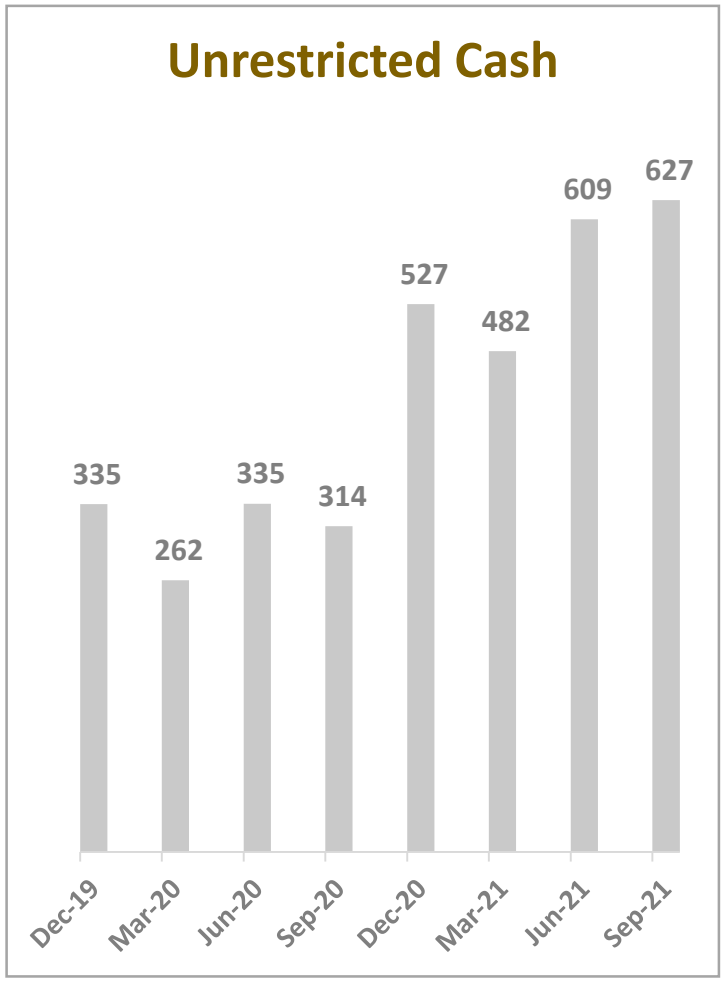
Financial Performance... Continued

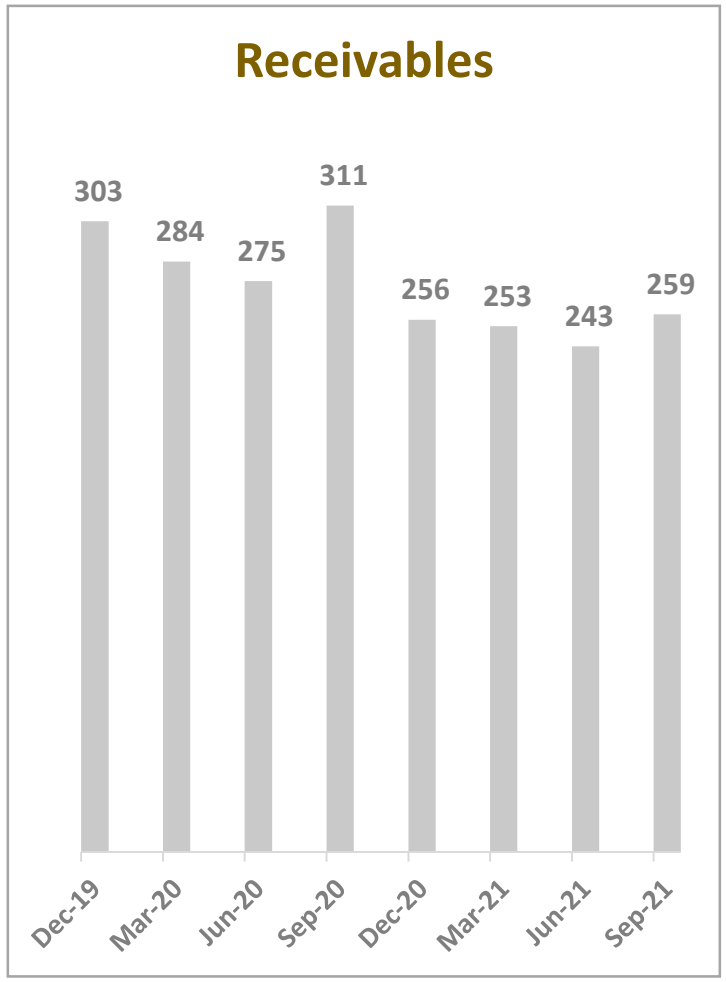
Gross Profit

Net Profit Attributable to Shareholders

Inventories, Cash and Receivable Balances







Statement of income

QR in million	For the period ended 30 September 2021	2020	Change	%
Revenue	497	522	(24)	-5%
Cost of revenue	(319)	(330)	11	-3%
Gross profit	**178**	**191**	**(13)**	**-7%**
Share of profit of investment in associates	9	11	(2)	-18%
Net change in fair value of investment properties	-	-	-	
Investment income	1	1	0	11%
Selling and distribution expenses	(4)	(7)	3	-44%
General and administrative expenses	(59)	(104)	45	-43%
Finance costs	(31)	(46)	16	-34%
Interest and other income	9	8	1	16%
Net profit for the period before tax	**104**	**54**	**50**	**93%**
Tax expense	**(3)**	(4)	2	-41%
Net profit for the period after tax	**101**	**49**	**52**	**105%**
Attributable to:				
Owners of the Company	100	47	53	112%
Non-Controlling Interest	2	2	(1)	-32%
Net profit for the period	**101**	**49**	**52**	**105%**

Statement of financial position

QR in million	Sep-21	Dec-20
ASSETS		
Non-current assets		
Property, plant and equipment	2,278	2,279
Right of use assets	67	73
Investment properties	763	763
Goodwill	313	313
Investment in associates	41	42
Financial assets at FVTOCI	9	8
Total non-current assets	**3,471**	**3,478**
Current assets		
Inventories	119	281
Prepayments and other debit balances	43	42
Advances to contractors and suppliers	15	12
Due from related parties	3	2
Accounts receivable	259	256
Contract assets	6	3
Cash and bank balances	735	639
Total current assets	**1,181**	**1,235**
Total assets	**4,652**	**4,713**

QR in million	Sep-21	Dec-20
EQUITY		
Share capital	1,243	1,243
Legal reserve	622	622
Fair value reserve	5	5
Retained earnings	986	961
Proposed dividends	-	-
Equity attributable to the owners of the Company	**2,857**	**2,831**
Non-controlling interest	46	44
Total equity	**2,903**	**2,875**
LIABILITIES		
Non-current liabilities		
Bank borrowings	1,111	1,263
Lease liabilities	59	66
Employees' end of service benefits	9	9
Total non-current liabilities	**1,179**	**1,337**
Current liabilities		
Bank borrowings	152	144
Lease liabilities	7	7
Accounts payable	22	19
Due to related parties	1	4
Retention payables	26	24
Notes payable	5	1
Accruals and other liabilities	357	302
Total current liabilities	**571**	**499**
Total liabilities	**1,749**	**1,836**
Total equity and liabilities	**4,652**	**4,713**

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Statement of cash flows

QR in thousands	Sep-2021	Sep-2020
OPERATING ACTIVITIES		
Net profit for the period after income tax	**101,325**	49,406
Adjustments for:		
Depreciation of property, plant and equipment	**27,641**	75,923
Depreciation of Right-of-use assets	**6,274**	6,665
Accrued finance cost	**29,436**	45,975
Interest on lease payments	**3,119**	3,375
Income tax expenses	**2,578**	4,351
Share of profit from investment in associates	**(9,356)**	(11,439)
Write-off of property, plant and equipment	**204**	990
(Gain) on disposal of property, plant and equipment	**(1,602)**	(3,947)
(Gain) on de-recognition of lease assets	**-**	(24)
Provision for impairment of accounts receivables	**(620)**	3,529
Net movement in provision for inventories	**(1,814)**	(6,909)
Employees' end of service benefits	**1,400**	1,722
	158,585	169,618
Movements in working capital :		
Inventories	**163,277**	117,417
Prepayments and other debit balances	**(1,112)**	9,707
Advances to contractors and suppliers	**(3,429)**	16,410
Accounts receivable	**(2,528)**	(11,100)
Contract assets	**(2,851)**	(2,417)
Accounts payable	**2,750**	(15,288)
Due to/ Due from related parties	**(2,400)**	1,669
Retention payables	**2,151**	40
Accruals and other liabilities	**62,413**	33,969
Cash generated from operations	**376,857**	320,024
Employees' end of service benefits paid	**(777)**	(1,415)
Income tax paid	**(3,024)**	(5,610)
Finance cost paid	**(42,167)**	(72,681)
Net cash generated from operating activities	**330,889**	240,319

	Sep-2021	Sep-2020
INVESTING ACTIVITIES		
Purchases of property, plant and equipment	**(28,131)**	(12,221)
Additions to investment properties	**-**	(28,065)
Proceeds from sales of property, plant and equipment	**2,461**	4,041
Additions to investment in associates	**(510)**	-
Dividends from investments in associates	**10,206**	3,330
Net cash (used in) investing activities	**(15,974)**	(32,915)
FINANCING ACTIVITIES		
Repayment of bank borrowings	**(141,828)**	(148,364)
Loan obtained	**10,963**	4,682
Payment of lease liabilities	**(10,203)**	(10,134)
Payment of social and sports activity contribution	**(2,114)**	(3,713)
Notes payable	**3,231**	(2,673)
Dividends paid	**(74,596)**	(68,380)
Net cash (used in) financing activities	**(214,547)**	(228,582)
Net increase/ (decrease) in cash and cash equivalents	**100,368**	(21,178)
Unrestricted cash and cash equivalents at the beginning of the period	**526,758**	334,831
Unrestricted cash and cash equivalents at the end of the period	**627,126**	313,653

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Thank You!

For more Information please visit:
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