QATARI INVESTORS GROUP
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Period Ended September 30, 2023

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.

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 Performance

For the period ended September 30, 2023

Qatari Investors Group
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Financial Highlight Sep 2023 – [QRm]

Revenue	Net Profit	EBITDA	EPS	Cash
386	123	222	0.1	646
(31%) vs. last year	**(18%)** vs. last year	**(12%)** vs. last year	**(18%)** vs. last year	**(19%)** vs. Dec. 31,2022

Revenue

- Major decline in Industrial sector due to the slow down in the construction sector.
- Decline in the Marine Services sector due to the drop in imports during the period

Net Profit

- As a result of decline in the revenue.
- Increase in the investment & other income
- Increase in operating expenses as a result of GW Impairment Provision

EBITDA

- As a result of decline in the net profit

EPS

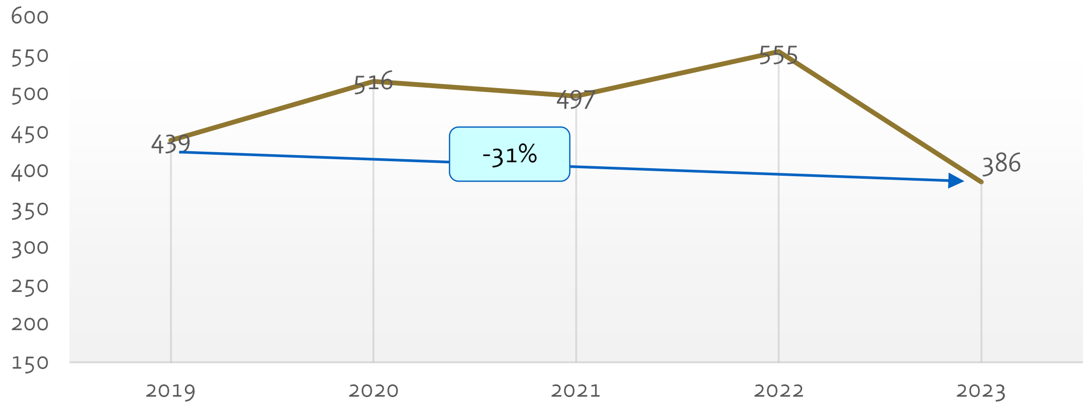
- As a result of decline in the net profit

Cash

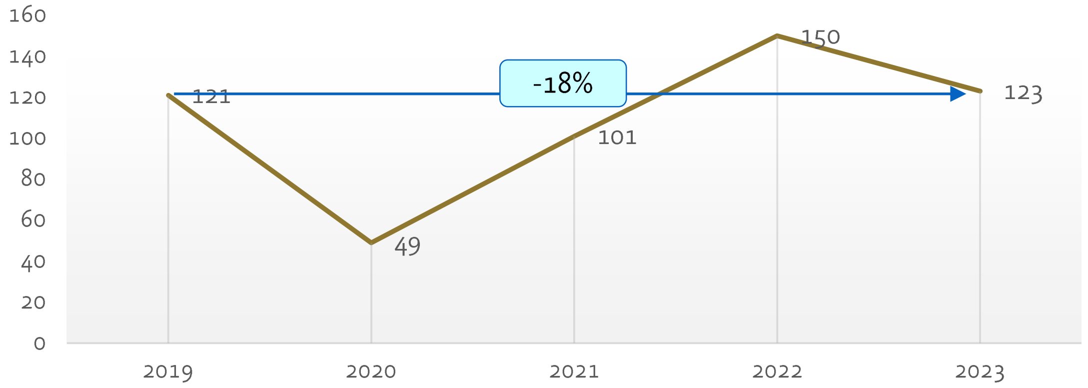
- Due to payment of the loan installment and dividends
- Delivering a planned inventory build up to mitigate anticipated gas price increase, partly offset by improved A/R collections

Financial Performance Q3, 23 – [QRm]

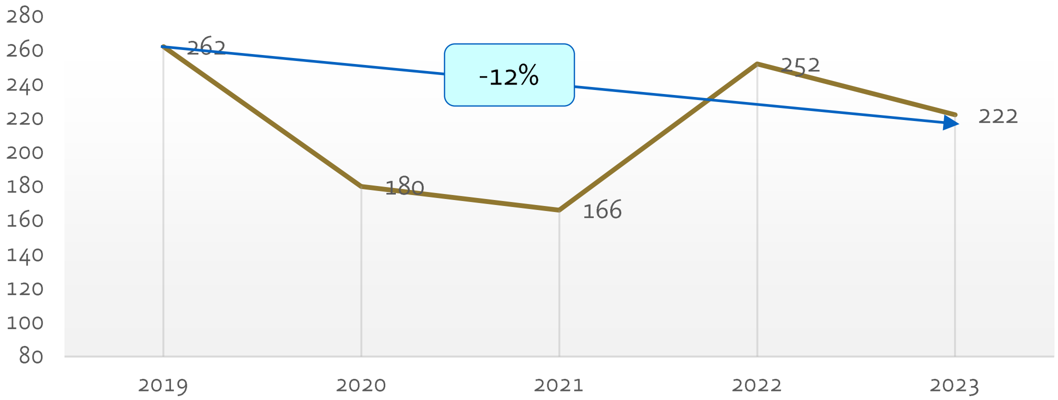
Revenue



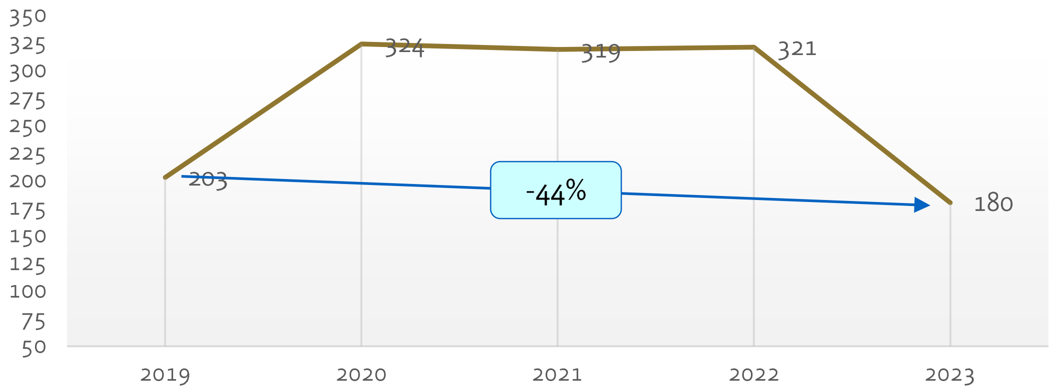
Net Income



EBITDA

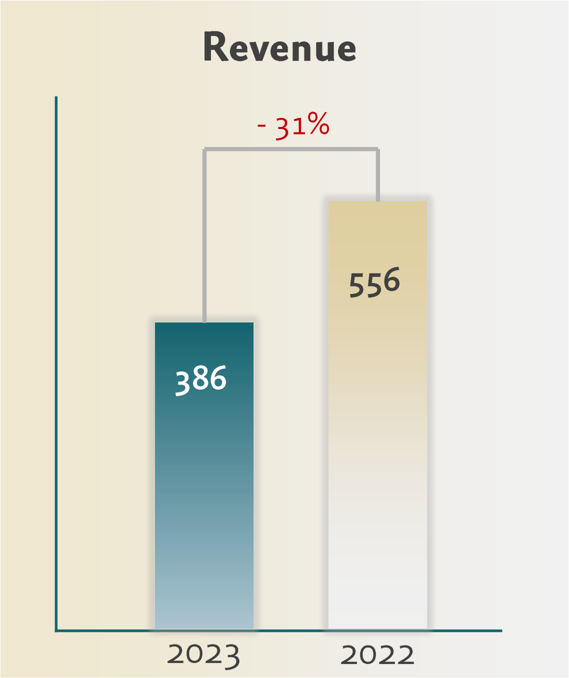


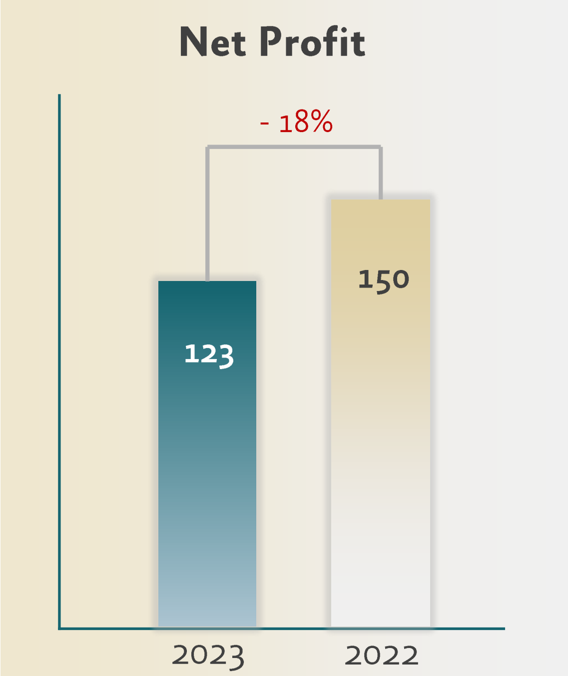
Cost of Revenue

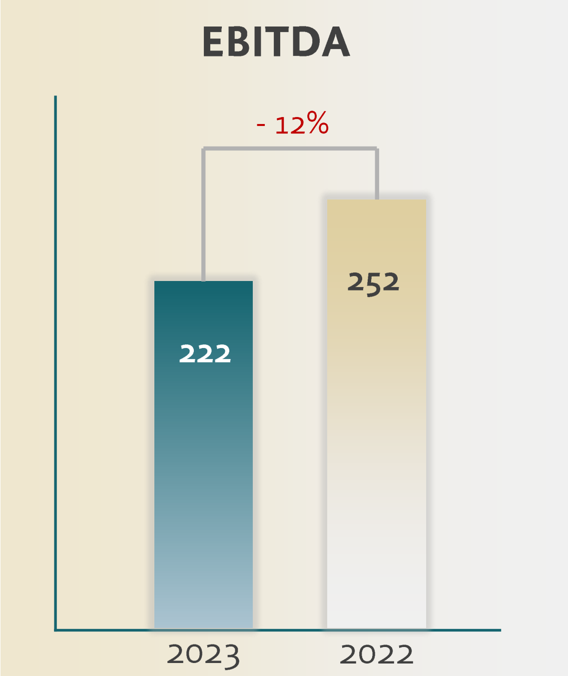


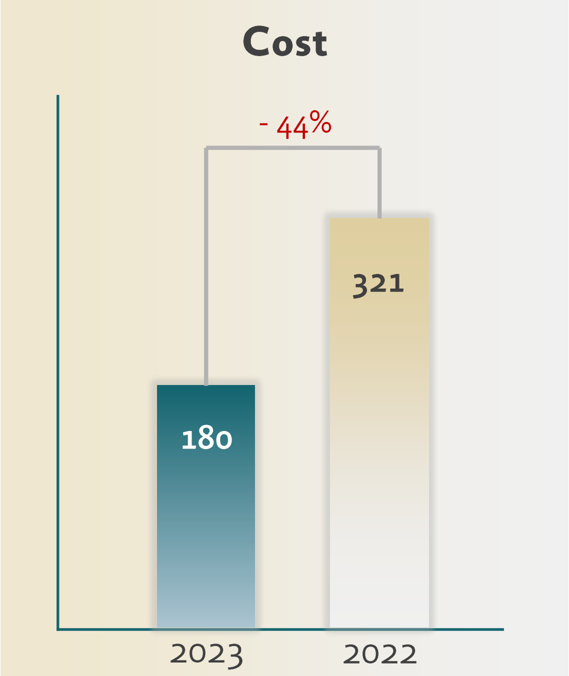
Financial Performance Q3, 23 – [QRm]

Year on Year









Financial Performance Sep 2023 – [QRm]

Year on Year

	2023	2022	Var. %
Revenue	386	556	-31%
Cost of revenue	(180)	(321)	-44%
Gross profit	206	235	-12%
Other & Investment Income	13	7	85%
Interest Income	21	8	157%
Operating Expenses	(82)	(62)	32%
Finance costs	(30)	(32)	-5%
Net profit before income tax	127	157	-19%
Income tax expense	(4)	(6)	-37%
Net profit after income tax	123	150	-18%
Profit per Share	0.10	0.12	-18%

Commentary

- Major decline in revenue as a result of slow down in the construction sector.
- Decline in the cost of operations through Employees optimization plan. In addition, last year included SWRO provision
- Increase in Investment income due to our profit share in the Look Co.
- Significant increase in the Interest Income due to the current rates.
- Increase in the Operating expenses mostly due to several reclassifications including Goodwill provision of QAR 11m
- Decrease in the finance cost as a result of loan repayment

Financial Statements

Interim Condensed Consolidated Financial Statements

For the period ended September 30, 2023

Qatari Investors Group
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Statement of Financial Position – [QR000]

ASSETS	Sep 30, 23	Dec. 31, 22
Non-current assets		
Property, plant and equipment	2,154,190	2,165,938
Right-of-use assets	133,178	57,907
Investment properties	824,869	844,786
Goodwill	242,506	242,506
Investments in associates	30,766	29,956
Financial investments at FVTOCI	9,498	8,405
Derivative financial asset	96,763	114,679
Total non-current assets	**3,491,772**	**3,464,178**
Current assets		
Derivative financial asset	20,371	20,851
Contract assets	8,543	18,579
Inventories	247,259	155,379
Prepayments & other debit balances	53,762	52,581
Advances to contractors & suppliers	12,732	18,852
Accounts receivable	212,124	263,706
Due from related parties	14,764	12,951
Cash and bank balances	646,131	799,739
Total current assets	**1,215,689**	**1,342,638**
TOTAL ASSETS	**4,707,461**	**4,806,816**

LIABILITIES	Sep 30, 23	Dec. 31, 22
Non-current liabilities		
Bank borrowings	915,679	1,040,933
Lease liabilities	114,006	53,691
Employees' end of service benefits	10,873	10,353
Total non-current liabilities	**1,040,558**	**1,104,977**
Current liabilities		
Bank borrowings	108,847	108,862
Lease liabilities	20,440	6,273
Accounts payable	20,443	41,163
Due to related parties	1,171	1,358
Retention payables	11,189	10,257
Notes payable	10,191	2,631
Accruals and other liabilities	437,621	393,861
Total current liabilities	**609,903**	**564,405**
TOTAL LIABILITIES	**1,650,462**	**1,669,382**

EQUITY	Sep 30, 23	Dec. 31, 22
Share capital	1,243,268	1,243,268
Legal reserve	621,634	621,634
Fair value reserve	5,882	4,790
Hedging reserve	117,134	135,529
Retained earnings	1,073,758	950,872
Proposed dividends	0	186,490
Equity attributable to shareholders	**3,061,677**	**3,142,583**
Non-controlling interests	(4,678)	(5,149)
TOTAL EQUITY	**3,056,999**	**3,137,434**
TOTAL EQUITY AND LIABILITIES	**4,707,461**	**4,806,816**

Statement of Profit or Loss – [QR000]

	Q3, 2023	Q3, 2022
Revenue	385,801	555,970
Cost of revenue	(180,195)	(321,013)
Gross profit	**205,606**	**234.957**
Investment income	1,824	3,727
Income from short-term deposits and other income	31,616	11,356
Selling and distribution expenses	(1,892)	(2,490)
General and administrative expenses	(89,088)	(67,460)
Finance costs	(30,248)	(31,691)
Share of profit from investments in associates	9,330	8,146
Net profit for the year before income tax	**127,149**	**156,545**
Income tax expense	(3,792)	(6,021)
Net profit for the year after income tax	**123,356**	**150,523**
Earnings per share	**0.10**	**0.12**

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Thank You!

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