Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Year Ended Dec. 31, 2023

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, 2023

Qatari Investors Group
مجموعة المستثمرين القطريين

Financial Highlights Dec 2023 – [QAR M]

Revenue	Net Profit	EBITDA	EPS	Cash
515	187	324	0.15	733
(31%) vs. last year	(2%) vs. last year	1% vs. last year	100% as last year	(8%) 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

- Mitigated decline in revenue by optimizing costs, in addition to favorable outcome of Protec legal case
- Increase in interest income year on year

EBITDA

- As a result of strong net profit performance

EPS

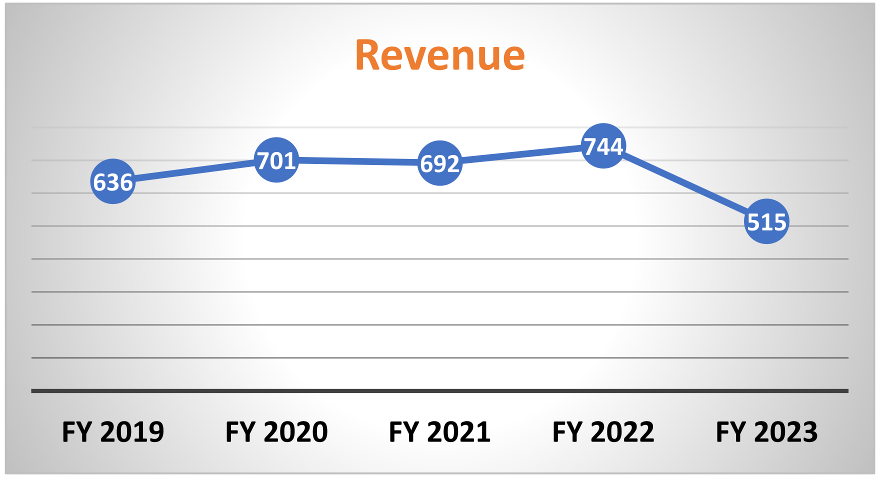
- Despite sales decline, strong profits delivered & maintained earnings per share

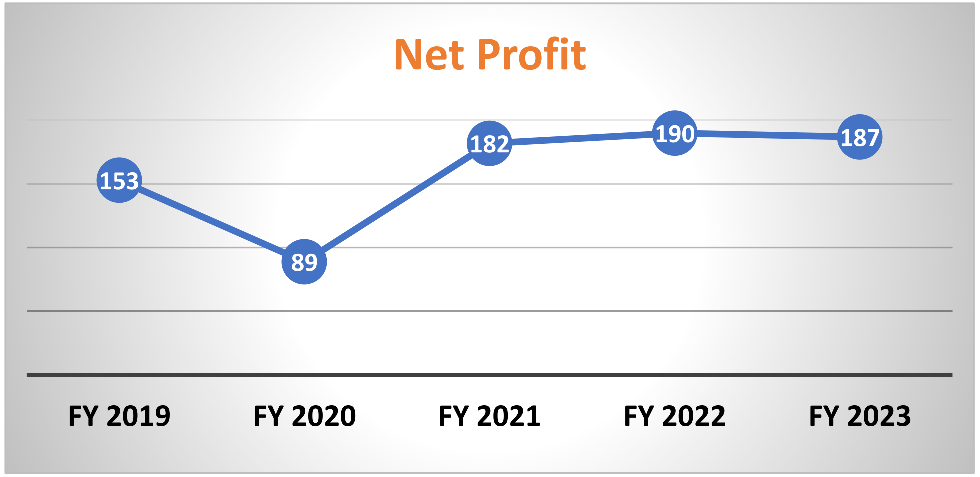
Cash

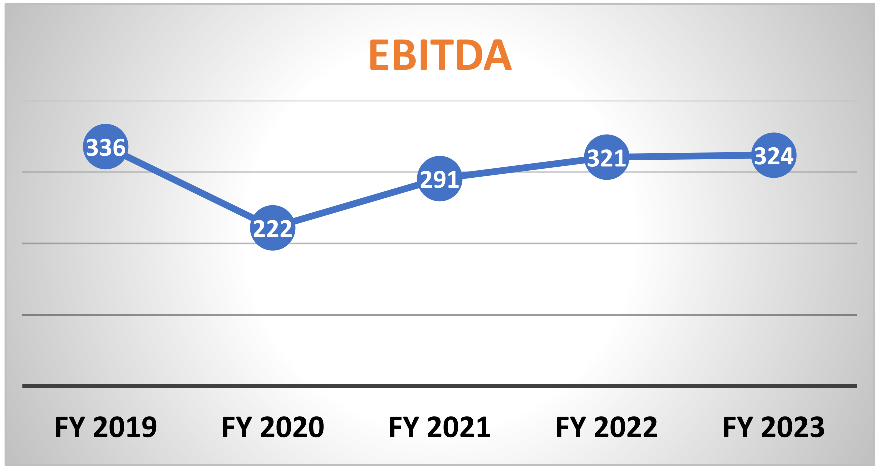
- Delivered a planned inventory build up (QAR 110 M) to mitigate anticipated gas price increase
- This was partly offset by improved A/R collections (QAR 85 M)

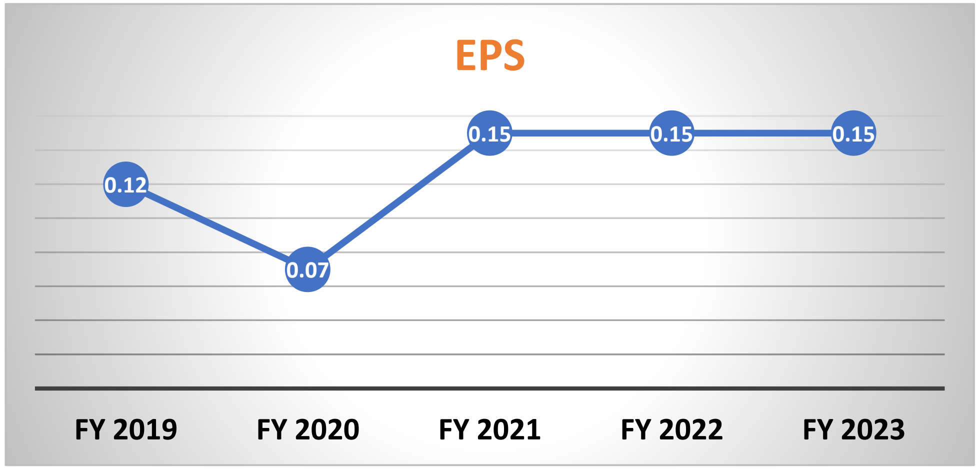
Total QIG Financial Performance (QAR M)

Group









Financial Performance Dec 2023 – [QAR M]

Year on Year

	2023	2022	Var. %
Revenue	515	744	-31%
Cost of revenue	(235)	(376)	-38%
Gross profit	281	368	-24%
Other & Investment Income	33	9	367%
Interest Income	30	14	206%
Operating Expenses	(110)	(151)	-27%
Finance costs	(41)	(41)	0.3%
Net profit before income tax	192	199	-4%
Income tax expense	(5)	(9)	-42%
Net profit after income tax	187	190	-2%
Profit per Share	0.15	0.15	100%

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
- Significant increase in the Interest Income due to the current rates.
- Reduction in Operating expenses mostly due to SWRO write off in 2022. Restated 2022 would be flat year on year

Statement of Financial Position – [QAR]

As at December 31st 2023

ASSETS	2023	2022
Property, plant and equipment	2,138,581,826	2,165,938,341
Right of use assets	128,236,975	57,906,965
Investment properties	821,050,455	844,785,968
Goodwill	230,506,403	242,506,403
Investments in associates	29,094,355	29,956,062
Financial assets at FVTOCI	9,498,293	8,405,344
Derivative financial assets	70,252,773	114,678,768
Total non-current assets	**3,427,221,080**	**3,464,177,851**
Inventories	265,064,769	155,378,932
Contract assets	7,989,628	18,579,465
Accounts receivable	178,344,071	263,705,928
Due from related parties	14,530,206	12,950,625
Advances to contractors and suppliers	4,847,248	18,851,787
Prepayments and other debit balances	69,379,514	52,581,117
Derivative financial assets	15,611,727	20,850,685
Cash and bank balances	733,335,910	799,739,381
Total current assets	**1,289,103,073**	**1,342,637,920**
Total assets	**4,716,324,153**	**4,806,815,771**

LIABILITIES	2023	2022
Bank borrowings	931,711,918	1,040,933,455
Lease liabilities	111,306,806	53,690,980
Employee’s end of service benefits	10,639,133	10,352,610
Total Non-current liabilities	**1,053,657,857**	**1,104,977,045**
Bank borrowings	112,341,968	108,861,577
Lease liabilities	21,199,912	6,273,487
Accounts payable	30,595,645	41,162,977
Due to related parties	1,530,661	1,358,076
Retention payable	9,145,118	10,256,770
Notes payable	6,674,655	2,631,175
Accruals and other liabilities	396,929,875	393,860,744
Total Current liabilities	**578,417,834**	**564,404,806**
Total liabilities	**1,632,075,691**	**1,669,381,851**
EQUITY		
Share capital	1,243,267,780	1,243,267,780
Legal reserve	621,633,890	621,633,890
Fair value reserve	5,882,493	4,789,544
Retained earnings	946,225,789	950,872,006
Hedging reserves	85,864,500	135,529,453
Proposed dividends	186,490,167	186,490,167
Equity attributable to the shareholders' of the Company	**3,089,364,619**	**3,142,582,840**
Non-controlling interest	(5,116,157)	(5,148,920)
Total equity	**3,084,248,462**	**3,137,433,920**
Total equity & liabilities	**4,716,324,153**	**4,806,815,771**

Maintained Strong Financial KPIs Year on Year

Current Ratio	2023	2022
	2.3	2.4

Days in AR	2023	2022
	126 days	129 days

Days in Inventory	2023	2022
	412 days	151 days

- **Current Ratio:**
  Ratio is stable as compared to last year. No major change in the ability to settle short term liabilities
- **Days in AR:**
  A healthy decrease in number of days taken to collect our accounts receivables
- **Days in Inventory:**
  A planned increase in days in inventory as a result of the anticipated increase in gas price in May 2024

ROA	2023	2022
	4.0 %	4.0 %

ROE	2023	2022
	6.0 %	6.1 %

Net Debt to Equity	2023	2022
	10%	11%

- **ROA:**
  Return on assets are stable year on year driven by consistent profit despite sales decline
- **ROE:**
  Ratio is stable as compared to last year. No major change in return on equity.
- **Debt to Equity:**
  Ratio is slightly improved as compared to last year. No major changes

Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group
مجموعة المستثمرين القطريين

Thank You