Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Quarter Ended Mar. 31, 2024

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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.

Financial Performance

For the period ended March 31, 2024

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Financial Highlights Mar 2024 – [QAR M]

Revenue	Net Profit	EBITDA	Overheads	Cash
133	43	76	-6	602
(1%) vs. last year	(20%) vs. last year	(7%) vs. last year	-4% as % of revenue	(18%) vs. Dec. 31,2022

Revenue

- Like for like total revenue growth (excluding cement price factor) is + 8%
- Decline in the Marine Services sector due to further drop in imports and exports during the period

Net Profit

- Driven by price difference in cement, anticipating recovery starting April 1st
- Increase in interest income year on year

EBITDA

- As a result of net profit performance

Overheads

Key movements:

- Lower ECL
- Lower legal fees

Cash

- Key movements since Dec 23:
  - ➢ Loan instalment
  - ➢ 2023 dividend
  - ➢ A/R collection

Financial Performance Mar 2024 – [QAR M]

Year on Year

	2024	2023	Var. %
Revenue	133	135	-1%
Cost of revenue	(63)	(52)	23%
Gross profit	70	83	-16%
Other & Investment Income	8	12	-33%
Interest Income	7	6	8%
Operating Expenses	(31)	(37)	-17%
Finance costs	(10)	(9)	11%
Net profit before income tax	44	55	-21%
Income tax expense	(1)	(1.4)	-31%
Net profit after income tax	43	54	-21%

Commentary

- Revenue is flat year on year despite lower cement selling price in Q1 24 (QAR 220 Vs 250 per ton). Like for like growth, excluding price difference, is +8%
- Gross profit margin lower due to price, expected profit recovery from April 1st when price is restored to QAR 250
- Increase in the Interest Income due to the current rates
- Reduction in Operating expenses mostly due to:
  - Lower legal fees
  - Lower ECL compared to Q1 23

Statement of Financial Position – [QAR]

As at March 31st	Mar 2024	Dec 2023
ASSETS		
Property, plant and equipment	2,131,788,938	2,138,581,826
Right of use assets	122,355,517	128,236,975
Investment properties	821,050,455	821,050,455
Goodwill	230,506,403	230,506,403
Investments in associates	33,243,229	29,094,355
Financial assets at FVTOCI	9,498,293	9,498,293
Derivative financial assets	72,322,023	70,252,773
Total non-current assets	**3,420,764,858**	**3,427,221,080**
Inventories	268,174,253	265,064,769
Contract assets	2,500,907	7,989,629
Accounts receivable	164,110,045	178,344,071
Due from related parties	11,848,303	14,530,206
Advances to contractors and suppliers	6,948,383	4,847,248
Prepayments and other debit balances	62,252,276	69,379,513
Derivative financial assets	17,016,947	15,611,727
Cash and bank balances	602,163,753	733,335,910
Total current assets	**1,135,014,867**	**1,289,103,073**
Total assets	**4,555,779,725**	**4,716,324,153**

	Mar 2024	Dec 2023
LIABILITIES		
Bank borrowings	856,193,487	931,711,918
Lease liabilities	107,739,095	111,306,806
Employee's end of service benefits	10,250,107	10,639,133
Total Non-current liabilities	**974,182,689**	**1,053,657,857**
Bank borrowings	114,494,360	112,341,968
Lease liabilities	21,683,137	21,199,912
Accounts payable	31,544,008	30,595,645
Due to related parties	1,036,342	1,530,661
Retention payable	7,935,537	9,145,118
Notes payable	5,724,940	6,674,655
Accruals and other liabilities	454,927,523	396,929,875
Total Current liabilities	**637,345,847**	**578,417,834**
Total liabilities	**1,611,528,536**	**1,632,075,691**
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	5,882,493
Retained earnings	989,681,741	946,225,789
Hedging reserves	89,338,970	85,864,500
Proposed dividends	-	186,490,167
Equity attributable to the shareholders' of the Company	**2,949,804,874**	**3,089,364,619**
Non-controlling interest	(5,553,685)	(5,116,157)
Total equity	**2,944,251,189**	**3,084,248,462**
Total equity & liabilities	**4,555,779,725**	**4,716,324,153**

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Thank You

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