Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Quarter Ended June 30, 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 June 30, 2024

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Financial Highlights June 2024 – [QAR M]

Revenue	Net Profit	EBITDA	Overheads	Cash
247	**71**	**135**	**14**	**625**
(8%) vs. last year	**(30%)** vs. last year	**(16%)** vs. last year	**5%** as % of revenue	**(15%)** vs. Dec. 31,2023

Revenue

- AKCC volume drop by 11% in Q2-24
- Marine sector has major increase for Inter-Orient
- QIG Property decrease in project revenue

Net Profit

- Driven by volume drop in AKCC, recovery expected in Q3 as export started
- Increase in interest income year on year

EBITDA

- As a result of net profit performance

Overheads

Key movements:

- Lower ECL
- Lower legal fees
- Managing provisions

Cash

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

Financial Performance June 2024 – [QAR M]

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Year on Year

	2024	2023	Var. %
Revenue	247	266	-8%
Cost of revenue	(122)	(124)	-1%
Gross profit	125	144	-13%
Other & Investment Income	20	19	5%
Interest Income	12	13	-8%
Operating Expenses	(66)	(52)	27%
Finance costs	(19)	(19)	0%
Net profit before income tax	72	104	-31%
Income tax expense	(2)	(3)	-33%
Net profit after income tax	70	101	-31%

Commentary

- Major decline in revenue as a result of slow down in the construction sector.
- Decline in the cost of revenue as a result of production efficiencies
- A slight decrease in the Interest Income due to the current rates
- Increase in Operating expenses mostly due to:
  - Lower legal fees
  - Lower ECL
  - Provision movements

Statement of Financial Position – [QAR]

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	Jun 2024	Dec 2023
ASSETS		
Property, plant and equipment	2,122,931,375	2,138,581,826
Right of use assets	116,481,085	128,236,975
Investment properties	821,449,021	821,050,455
Goodwill	230,506,403	230,506,403
Investments in associates	34,671,788	29,094,355
Financial assets at FVTOCI	8,964,576	9,498,293
Derivative financial assets	67,528,918	70,252,773
Total non-current assets	**3,402,533,166**	**3,427,221,080**
Inventories	290,607,712	265,064,769
Contract assets	1,806,809	7,989,629
Accounts receivable	134,589,837	178,344,071
Due from related parties	12,028,247	14,530,206
Advances to contractors and suppliers	17,541,531	4,847,248
Prepayments and other debit balances	72,909,730	69,379,513
Derivative financial assets	16,882,230	15,611,727
Cash and bank balances	624,551,675	733,335,910
Total current assets	**1,170,917,771**	**1,289,103,073**
Total assets	**4,573,450,937**	**4,716,324,153**

	Jun 2024	Dec 2023
EQUITY		
Share capital	1,243,267,780	1,243,267,780
Legal reserve	621,633,890	621,633,890
Fair value reserve	5,348,775	5,882,493
Retained earnings	1,016,899,369	946,225,789
Hedging reserves	84,411,148	85,864,500
Proposed dividends	-	186,490,167
Equity attributable to the shareholders' of the Company	**2,971,560,962**	**3,089,364,619**
Non-controlling interest	(5,673,233)	(5,116,157)
Total equity	**2,965,887,729**	**3,084,248,462**
LIABILITIES		
Bank borrowings	873,183,029	931,711,918
Lease liabilities	104,253,345	111,306,806
Employee's end of service benefits	10,512,328	10,639,133
Total Non-current liabilities	**987,948,702**	**1,053,657,857**
Bank borrowings	115,421,612	112,341,968
Lease liabilities	21,974,274	21,199,912
Accounts payable	24,505,336	30,595,645
Due to related parties	2,914,258	1,530,661
Retention payable	7,637,677	9,145,118
Notes payable	5,366,666	6,674,655
Accruals and other liabilities	441,794,683	396,929,875
Total Current liabilities	**619,614,506**	**578,417,834**
Total liabilities	**1,607,563,208**	**1,632,075,691**
Total equity & liabilities	**4,573,450,937**	**4,716,324,153**

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Thank You

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