Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation

For the Year Ended December 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 year ended December 31, 2024

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Financial Highlights December 2024 – [QAR M]

Revenue	Net Profit	EBITDA	Overheads	Cash
501	**165**	**298**	**13**	**644**
(3%) vs. last year	**(12%)** vs. last year	**(8%)** vs. last year	**(3%)** as % of revenue	**(12%)** vs. Dec. 31,2023

Revenue

- AKCC volume drop by 10%
- Marine sector has major increase for Inter-Orient
- QIG Property decrease in project revenue

Net Profit

- Driven by volume drop in AKCC, recovery is done in Q4
- Decrease 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 December 2024 – [QAR M]

Year on Year

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	2024	2023	Var. %
Revenue	501	515	-3%
Cost of revenue	(253)	(235)	8%
Gross profit	248	280	-12%
Other & Investment Income	18	45	-60%
Interest Income	23	30	-23%
Operating Expenses	(81)	(113)	-34%
Finance costs	(38)	(41)	-7%
Net profit before income tax	170	192	-11%
Income tax expense	(5)	(5)	0%
Net profit after income tax	165	187	-12%

Commentary

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

Statement of Financial Position – [QAR]

	Dec 2024	Dec 2023
ASSETS		
Property, plant and equipment	2,103,569,215	2,138,581,826
Right of use assets	104,961,573	128,236,975
Investment properties	838,016,722	821,050,455
Goodwill	230,506,403	230,506,403
Investments in associates	21,274,863	29,094,355
Financial assets at FVTOCI	8,964,576	9,498,293
Derivative financial assets	50,142,720	70,252,773
Total non-current assets	**3,357,436,072**	**3,427,221,080**
Inventories	320,279,337	265,064,769
Contract assets	2,444,321	7,989,629
Accounts receivable	136,388,044	178,344,071
Due from related parties	11,777,591	14,530,206
Advances to contractors and suppliers	2,967,757	4,847,248
Prepayments and other debit balances	64,914,342	69,379,513
Derivative financial assets	14,326,492	15,611,727
Cash and bank balances	643,715,564	733,335,910
Total current assets	**1,196,813,448**	**1,289,103,073**
Total assets	**4,554,249,520**	**4,716,324,153**

	Dec 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
Hedging reserves	64,469,212	85,864,500
Retained earnings	945,749,529	946,225,789
Proposed dividends	161,624,811	186,490,167
Equity attributable to the shareholders' of the Company	**3,042,093,997**	**3,089,364,619**
Non-controlling interest	(5,454,621)	(5,116,157)
Total equity	**3,036,639,376**	**3,084,248,462**
LIABILITIES		
Bank borrowings	805,170,278	931,711,918
Lease liabilities	88,901,063	111,306,806
Employee’s end of service benefits	10,516,783	10,639,133
Total Non-current liabilities	**904,588,124**	**1,053,657,857**
Bank borrowings	128,382,692	112,341,968
Lease liabilities	22,484,427	21,199,912
Accounts payable	34,187,021	30,595,645
Due to related parties	2,789,202	1,530,661
Retention payable	6,942,765	9,145,118
Notes payable	2,645,725	6,674,655
Accruals and other liabilities	415,590,188	396,929,875
Total Current liabilities	**613,022,020**	**578,417,834**
Total liabilities	**1,517,610,144**	**1,632,075,691**
Total equity & liabilities	**4,554,249,520**	**4,716,324,153**

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Thank You