Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Period Ended March 31, 2025

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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, 2025

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Financial Highlights March 2025 – [QAR M]

Period over Period

Revenue	Net Profit	EBITDA	EPS	Cash
137	41	73	0.034	500
2% vs. last period	(4%) vs. last period	(5%) vs. last period	(4%) vs. last period	(22%) vs. Dec. 31, 2024

Revenue

- QSS revenue increase for detection part
- Decline in the Marine Services sector due to further drop in imports and exports during the period

Net Profit

- Increase in export expenses
- Increase in gain on disposal of assets

EBITDA

- As a result of decline in the net profit

EPS

- As a result of decline in the net profit

Cash

- Key movements since Dec 24:
  - Loan instalment
  - 2024 dividend
  - A/R collection

Financial Performance March 2025 – [QAR M]

Period over Period

	2025	2024	Var. %
Revenue	136,532	133,339	2%
Cost of revenue	-80,177	-63,418	26%
Gross profit	56,355	69,921	-19%
Other & Investment Income	11,923	8,043	48%
Interest Income	4,688	6,986	-33%
Operating Expenses	-21,854	-30,862	-29%
Finance costs	-8,683	-10,099	-14%
Net profit before income tax	42,428	43,989	-4%
Income tax expense	-951	-971	-2%
Net profit after income tax	41,477	43,018	-4%

Commentary

- Revenue is slightly improved due to QSS increase in detection part along with a decline in Marine section. However, AKCC revenue remain at par over the period.
- Gross profit margin lower due to export expenses, cost of detection material, and revision of accruals.
- Gain on disposal of assets, decrease in associate profit and reduction in provisions
- Reduction in deposits and interest rates
- Reduction in Operating expenses mostly due to:
  - Lower provisions including ECL
  - Employees’ cost optimization

Statement of Financial Position – [QAR]

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	Mar-2025	Dec-2024
ASSETS		
Property, plant and equipment	2,091,335,234	2,103,569,215
Right of use assets	79,510,366	104,961,573
Investment properties	838,911,800	838,016,722
Goodwill	230,506,403	230,506,403
Investments in associates	21,974,552	21,274,863
Financial assets at FVTOCI	8,964,576	8,964,576
Derivative financial assets	42,154,383	50,142,720
Total non-current assets	**3,313,357,314**	**3,357,436,072**
Inventories	331,455,212	320,279,337
Contract assets	2,803,798	2,444,321
Accounts receivable	126,634,003	136,388,044
Due from related parties	11,953,962	11,777,591
Advances to contractors and suppliers	2,432,629	2,967,757
Prepayments and other debit balances	55,446,542	64,914,342
Derivative financial assets	12,970,580	14,326,492
Cash and bank balances	500,348,258	643,715,564
Total current assets	**1,044,044,984**	**1,196,813,448**
Total assets	**4,357,402,298**	**4,554,249,520**

	Mar-2025	Dec-2024
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	5,348,775
Hedging reserves	55,124,963	64,469,212
Retained earnings	987,704,227	945,749,529
Proposed dividends	-	161,624,811
Equity attributable to the shareholders' of the Company	**2,913,079,635**	**3,042,093,997**
Non-controlling interest	(5,932,201)	(5,454,621)
Total equity	**2,907,147,434**	**3,036,639,376**
LIABILITIES		
Bank borrowings	732,415,125	806,612,915
Lease liabilities	67,941,766	88,901,063
Employee's end of service benefits	10,654,896	10,516,783
Total Non-current liabilities	**811,011,787**	**906,030,761**
Bank borrowings	127,316,904	126,940,055
Lease liabilities	18,450,674	22,484,427
Accounts payable	38,046,573	34,187,021
Due to related parties	3,638,120	2,789,202
Retention payable	6,204,602	6,942,765
Notes payable	435,510	2,645,725
Accruals and other liabilities	445,150,694	415,590,188
Total Current liabilities	**639,243,077**	**611,579,383**
Total liabilities	**1,450,254,864**	**1,517,610,144**
Total equity & liabilities	**4,357,402,298**	**4,554,249,520**

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Thank You

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