Qatari Investors Group
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation

For the Six Months Period Ended June 30, 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 Six Months Period Ended June 30, 2025

Financial Highlights Q2-2025 – [QAR M]

Period over Period

Revenue	Net Profit	EBITDA	EPS	Cash
297	71	131	0.06	555
20% vs. last period	1% vs. last period	(3%) vs. last period	(5%) vs. last period	(14%) vs. Dec. 31,2024

Revenue

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

Net Profit

- Increase in export expenses
- Increase in gain on disposal of assets
- Decrease in deposit income

EBITDA

- As a result of net profit performance

EPS

- As a result of net profit performance

Cash

- Key movements since Dec 24:
  - ➢ Loan instalment
  - ➢ 2024 dividend
  - ➢ AR collections

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Financial Performance – Q2-2025 (QAR 000)

Period over Period

	Q2-2025	Q2-2024	Var %
Revenue	296,791	246,731	20.3%
Cost of revenue	-185,402	-122,226	51.7%
Gross profit	**111,389**	**124,505**	**-10.5%**
Other & Investment Income	18,307	20,328	-9.9%
Interest Income	9,505	12,391	-23.3%
Operating Expenses	-49,704	-65,898	-24.6%
Finance costs	-17,540	-19,016	-7.8%
Net profit for the year before income tax	**71,956**	**72,309**	**-0.5%**
Income tax expense	-1337	-2192	-39.0%
Net profit for the year after income tax	**70,619**	**70,117**	**0.7%**

Commentry

- AKCC revenue increased due to export volume increase over the period. QSS revenue is also increased for detection part whereas the Marine revenue is dropped.
- 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

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Statement of Financial Position – [QR000]

ASSETS	30-Jun-25	31-Dec-24
Non-current assets		
Property, plant and equipment	2,068,645	2,103,569
Right-of-use assets	75,182	104,962
Investment properties	860,903	838,017
Goodwill	230,506	230,506
Investments in associates	24,275	21,275
Financial investments at FVTOCI	9,833	8,965
Derivative financial asset	33,377	50,143
Total non-current assets	3,302,720	3,357,436
Current assets		
Derivative financial asset	11,126	14,326
Contract assets	2,827	2,444
Inventories	316,973	320,279
Prepayments & other debit balances	64,547	64,914
Advances to contractors & suppliers	3,015	2,968
Accounts receivable	130,485	136,388
Due from related parties	10,970	11,778
Cash and bank balances	554,569	643,716
Total current assets	1,094,512	1,196,813
TOTAL ASSETS	4,397,232	4,554,250

LIABILITIES	30-Jun-25	31-Dec-24
Non-current liabilities		
Bank borrowings	747,215	806,613
Lease liabilities	60,348	88,901
Employees' end of service benefits	10,568	10,517
Total non-current liabilities	818,131	906,031
Current liabilities		
Bank borrowings	127,238	126,940
Lease liabilities	20,238	22,484
Accounts payable	34,483	34,187
Due to related parties	1,548	2,789
Retention payables	6,313	6,943
Notes payable	3,572	2,646
Accruals and other liabilities	450,514	415,590
Total current liabilities	643,905	611,579
TOTAL LIABILITIES	1,462,036	1,517,610

EQUITY	30-Jun-25	31-Dec-24
Share capital		
Share capital	1,243,268	1,243,268
Legal reserve	621,634	621,634
Fair value reserve	6,217	5,349
Hedging reserve	44,502	64,469
Revaluation surplus	8,661	-
Retained earnings	1,017,471	945,750
Proposed dividends	-	161,625
Equity attributable to shareholders	2,941,752	3,042,094
Non-controlling interests	(6,557)	(5,455)
TOTAL EQUITY	2,935,196	3,036,639
TOTAL EQUITY AND LIABILITIES	4,397,232	4,554,250

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THANK YOU