Qatari Investors Group Q.P.S.C

Investors Presentation

For the Nine Months Period Ended September 30, 2025

Qatari Investors Group
مجموعة المستثمرين القطريين

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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.

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Financial Performance

For the Nine Months Period Ended September 30, 2025

Financial Highlights Q3-2025 – [QAR M]

Period over Period

Revenue	Net Profit	EBITDA	EPS	Cash
433	100	187	0.08	543
18% vs. last period	(15%) vs. last period	(14%) vs. last period	(15%) vs. last period	(8%) vs. last period

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:

➢ Loan instalment
➢ 2024 dividend
➢ AR collections

Financial Performance – Q3-2025 (QAR 000)

Period over Period

	Q3-2025	Q3-2024	Var %
Revenue	432,735	366,193	18.2%
Cost of revenue	-275,017	-180,375	52.5%
Gross profit	**157,717**	**185,818**	**-15.1%**
Other & Investment Income	31,080	24,186	28.5%
Interest Income	13,905	17,638	-21.2%
Operating Expenses	-73,752	-77,808	-5.2%
Finance costs	-25,956	-28,852	-10.0%
Net profit for the year before income tax	**102,995**	**120,981**	**-14.9%**
Income tax expense	-2,554	-3,284	-22.2%
Net profit for the year after income tax	**100,441**	**117,697**	**-14.7%**

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, increase 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-Sep-25	31-Dec-24
Non-current assets		
Property, plant and equipment	2,056,198	2,103,569
Right-of-use assets	25,446	104,962
Goodwill	230,506	230,506
Investment properties	862,415	838,017
Investments in associates	19,820	21,275
Financial investments at FVTOCI	9,671	8,965
Derivative financial asset	28,167	50,143
Total non-current assets	3,232,222	3,357,436
Current assets		
Derivative financial asset	10,243	14,326
Contract assets	3,678	2,444
Inventories	310,004	320,279
Prepayments & other debit balances	51,744	64,914
Advances to contractors & suppliers	3,107	2,968
Accounts receivable	112,805	136,388
Due from related parties	9,462	11,778
Cash and bank balances	543,192	643,716
Total current assets	1,044,235	1,196,813
TOTAL ASSETS	**4,276,457**	**4,554,250**

LIABILITIES	30-Sep-25	31-Dec-24
Non-current liabilities		
Bank borrowings	667,638	806,613
Lease liabilities	24,769	88,901
Employees' end of service benefits	10,029	10,517
Total non-current liabilities	702,436	906,031
Current liabilities		
Bank borrowings	128,877	126,940
Lease liabilities	4,072	22,484
Accounts payable	34,825	34,187
Due to related parties	1,473	2,789
Retention payables	5,207	6,943
Notes payable	3,250	2,646
Accruals and other liabilities	437,556	415,590
Total current liabilities	615,258	611,579
TOTAL LIABILITIES	**1,317,694**	**1,517,610**

EQUITY	30-Sep-25	31-Dec-24
Share capital		
Share capital	1,243,268	1,243,268
Legal reserve	621,634	621,634
Fair value reserve	6,055	5,349
Hedging reserve	38,410	64,469
Revaluation surplus	8,661	-
Retained earnings	1,047,854	945,750
Proposed dividends	-	161,625
Equity attributable to shareholders	2,965,881	3,042,094
Non-controlling interests	(7,118)	(5,455)
TOTAL EQUITY	**2,958,763**	**3,036,639**
TOTAL EQUITY AND LIABILITIES	**4,276,457**	**4,554,250**

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THANK YOU