



QATARI INVESTORS GROUP  
مجموعة المستثمرين القطريين

# Qatari Investors Group Q.P.S.C

Investors Presentation  
For the Period Ended June 30, 2022 (Q2)

# Disclaimer

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This presentation has been prepared for information purposes only and does not form part of any offer for sale or solicitation of any offer to subscribe for or purchase or sell any securities nor shall it or any part of it form the basis of or relied on in connection with any contract or commitment whatsoever.

Any forward looking statements contained in this presentation or communicated during the call carries significant risks and actual results can materially differ.

The company assumes no liability whatsoever in relation to confirm these forward looking statements.

# Overview

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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.



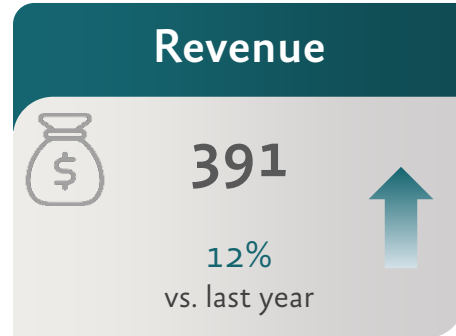
# Financial Highlights

For the period ended June 30, 2022

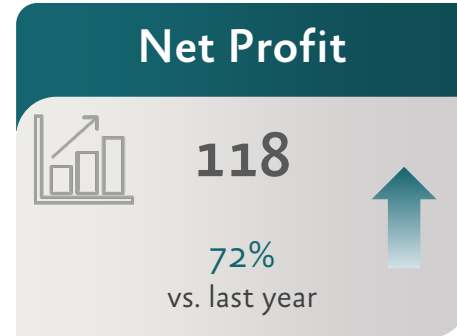


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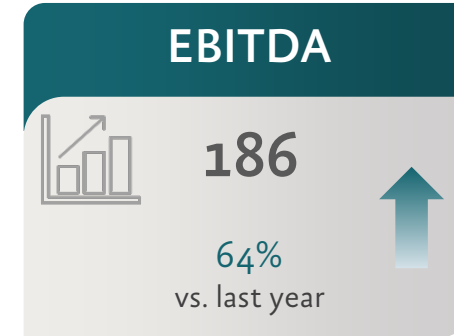
# Financial Highlight H1 2022 – [QRm]



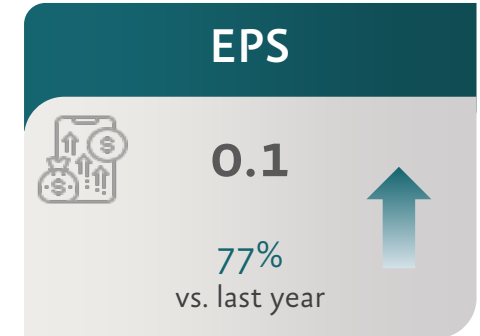
- Highest revenue in 4 years
- Growth by 12% as compared to last year
- Growth in non-industrial sectors



- Significant growth as compared last year
- Improvement in Gross margin by 30%



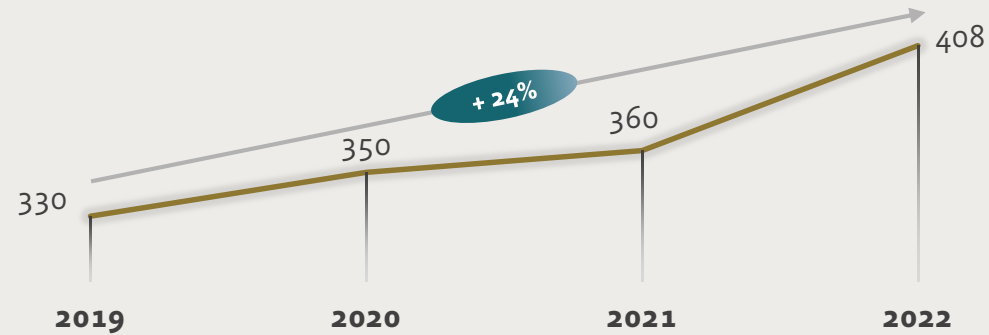
- Reduction in direct cost and improvement in the cost of production



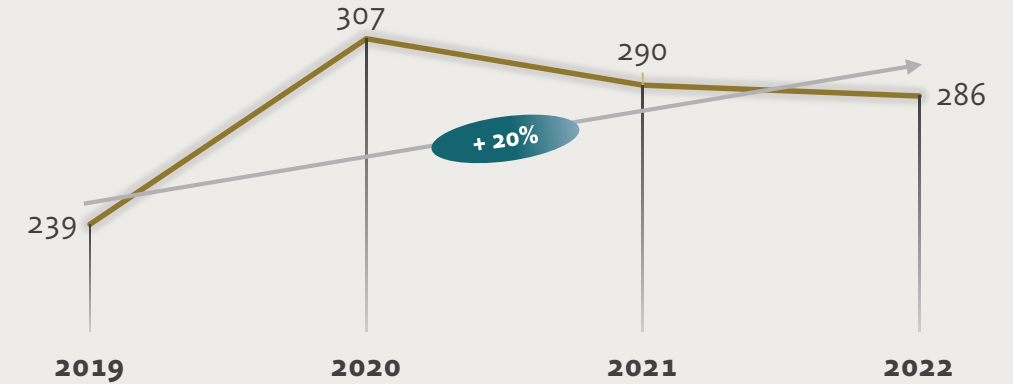
- Higher earning per share due to the increase in net profit

# Financial Performance H1 2022 – [QRm]

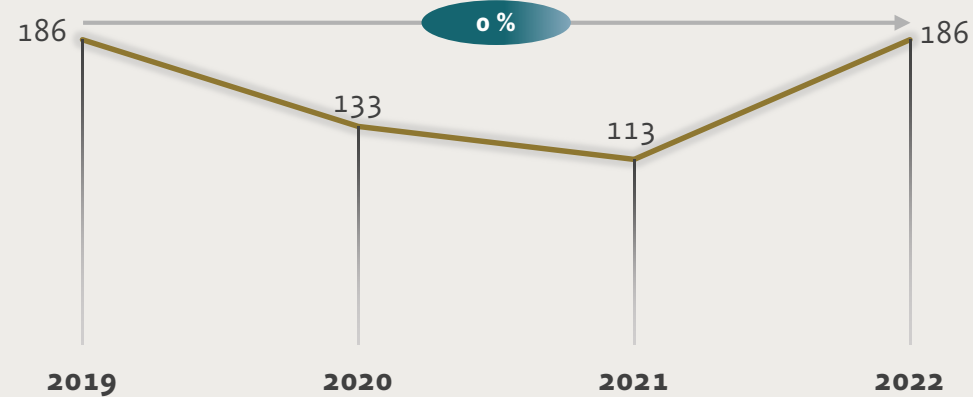
## Revenue & Income



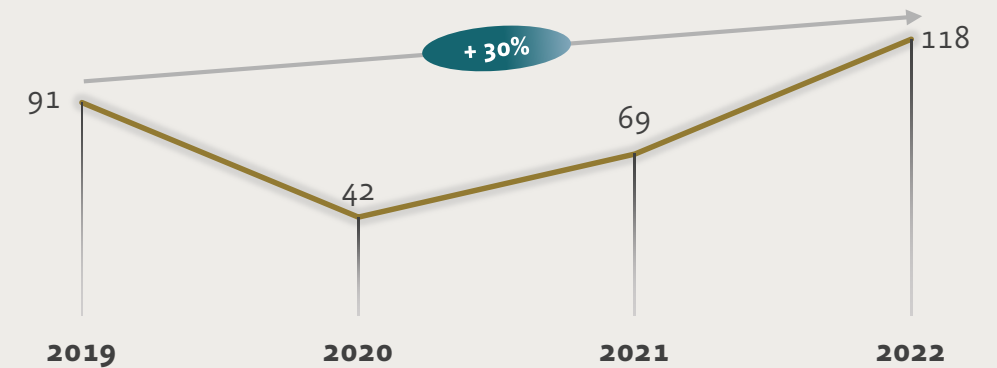
## Cost & Expenses



## EBITDA

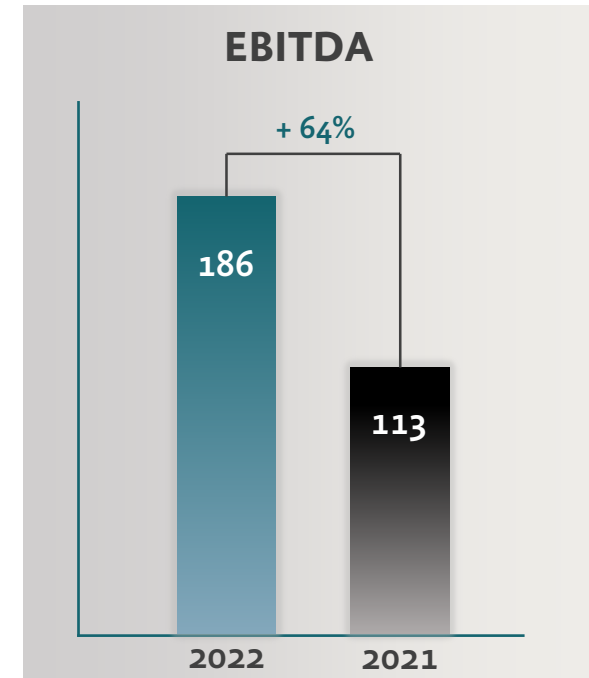
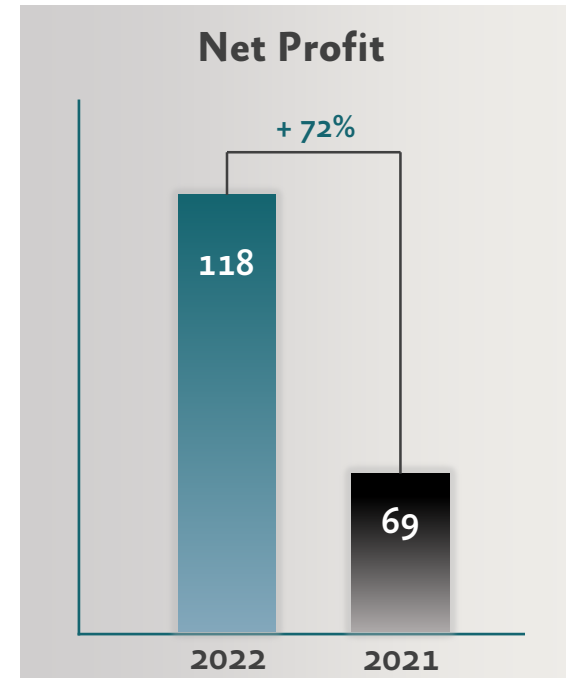
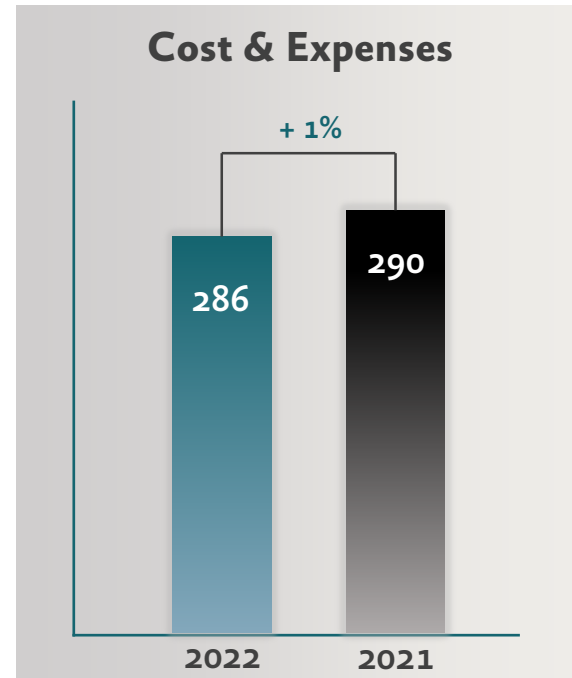
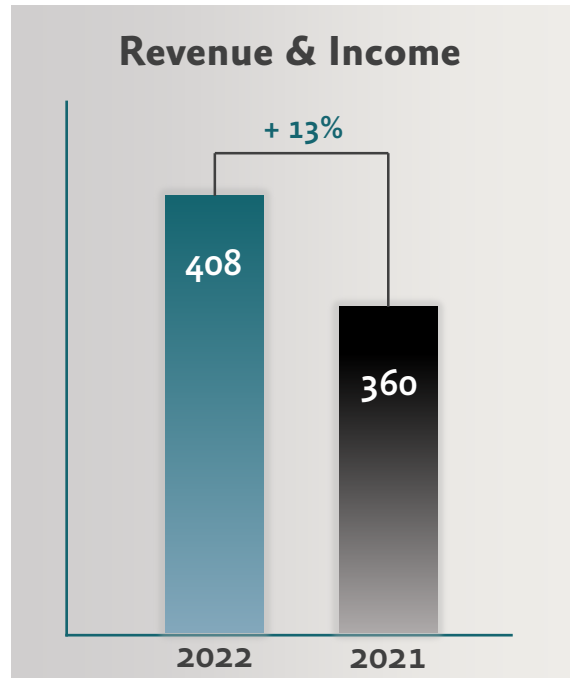


## Net Profit



# Financial Performance H1 2022 – [QRm]

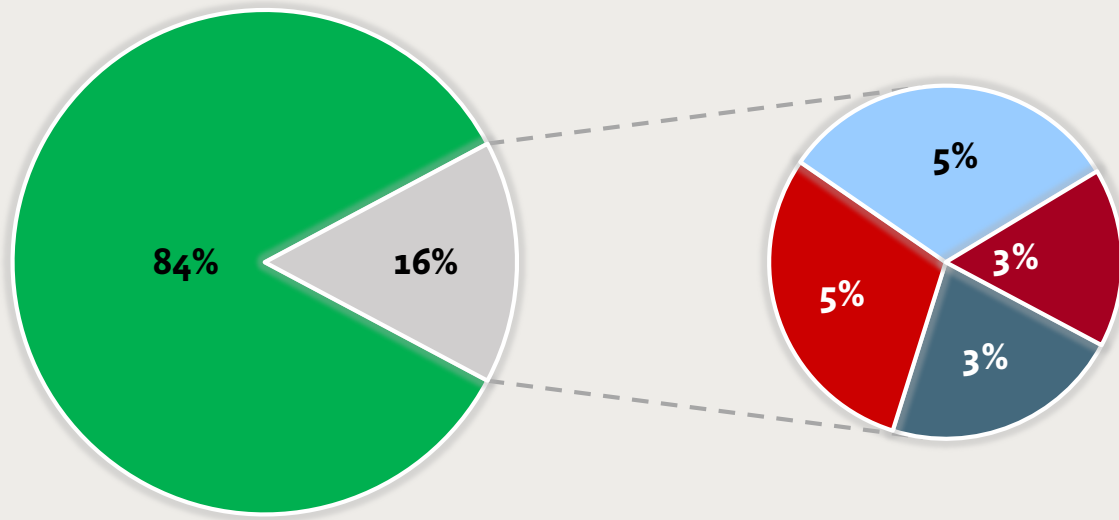
Year on Year



# Revenue Segmentation H1 2022 – [QRm]

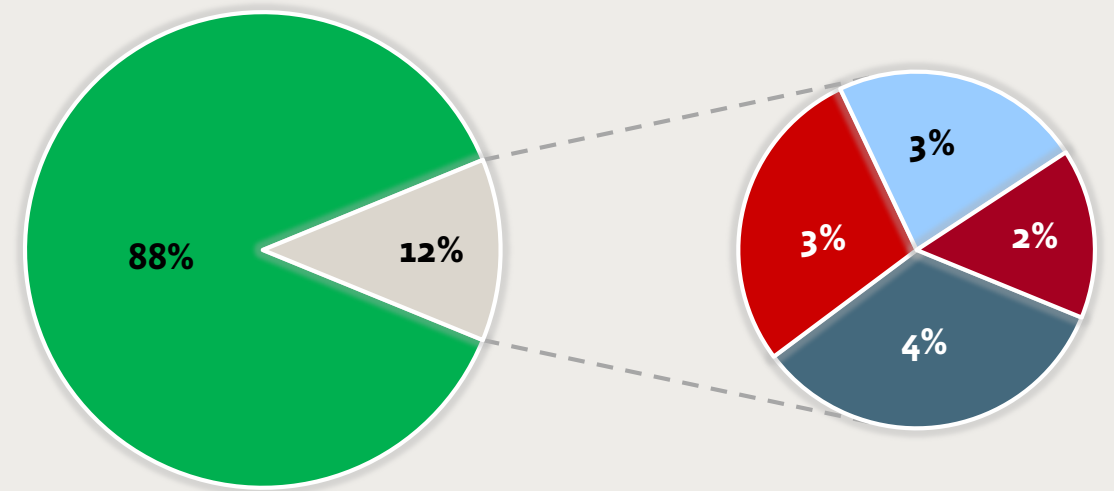
Year on Year

Group Revenue 2022



■ Industries ■ Marine Services ■ Tech. ■ Project Dev. ■ Property

Group Revenue 2021



■ Industries ■ Marine Services ■ Tech. ■ Project Dev. ■ Property



# Financial Performance H1 2022 – [QRm]

Year on Year

	Q2, 22	Q2, 21	Var. %
Revenue	391	347	12%
Cost of revenue	(213)	(226)	-6%
<b>Gross profit</b>	<b>177</b>	<b>121</b>	<b>46%</b>
Other & Investment Income	17	13	31%
Operating Expenses	(51)	(44)	15%
Finance costs	(22)	(19)	14%
<b>Net profit before income tax</b>	<b>122</b>	<b>71</b>	<b>72%</b>
Income tax expense	(4)	(2)	99%
<b>Net profit after income tax</b>	<b>118</b>	<b>69</b>	<b>72%</b>
<b>Profit per Share</b>	<b>0.10</b>	<b>0.05</b>	<b>100%</b>

## Commentary

- Growth in revenue led by increase of cement prices and growth in other sectors business operations (Mobility, Property and Security)
- Decline in the cost of revenue as a result of production resumption at the industrial sector and implementation of cost optimization plan
- Slight increase in other & investment income led by deposits interest income and Income from Invested Company
- Increase in the operating expenses due to the increase in Bad debt provision as a result of increase in revenue.

# Financial Statements

Interim Condensed Consolidated Financial Statements

For the period ended June 30, 2022



# Statement of Financial Position – [QR000]

ASSETS	June, 30. 22	Dec. 31, 21	LIABILITIES	June, 30. 22	Dec. 31, 21	EQUITY	June, 30. 22	Dec. 31, 21
<b>Non-current assets</b>			<b>Non-current liabilities</b>			Share capital	1,243,268	1,243,268
Property, plant and equipment	2,234,123	2,264,082	Bank borrowings	1,051,671	1,119,527	Legal reserve	621,634	621,634
Right-of-use assets	61,672	65,114	Lease liabilities	60,574	59,325	Fair value reserve	4,790	6,055
Investment properties	762,434	769,232	Employees' end of service benefits	9,614	9,521	Hedging reserve	111,189	32,949
Goodwill	312,819	312,819	<b>Total non-current liabilities</b>	<b>1,121,860</b>	<b>1,188,373</b>	Retained earnings	1,069,558	950,000
Investments in associates	31,299	28,330				Proposed dividends	-	124,327
Financial investments at FVTOCI	8,405	9,671	<b>Current liabilities</b>			<b>Equity attributable to shareholders</b>	<b>3,050,438</b>	<b>2,978,233</b>
Derivative financial asset	95,305	28,556	Bank borrowings	155,262	153,839	Non-controlling interests	-4,510	-3,357
<b>Total non-current assets</b>	<b>3,506,057</b>	<b>3,477,804</b>	Lease liabilities	6,762	6,860	<b>TOTAL EQUITY</b>	<b>3,045,928</b>	<b>2,974,876</b>
			Accounts payable	31,032	36,888			
<b>Current assets</b>			Due to related parties	1,812	1,751	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,774,366</b>	<b>4,720,744</b>
Derivative financial asset	15,884	4,393	Retention payables	6,158	5,097			
Contract assets	10,107	19,744	Notes payable	5,611	3,231			
Inventories	138,088	115,885	Accruals and other liabilities	399,942	349,828			
Prepayments & other debit balances	38,487	36,217	<b>Total current liabilities</b>	<b>606,579</b>	<b>557,495</b>			
Advances to contractors & suppliers	28,194	19,185						
Due from related parties	13,984	14,172	<b>TOTAL LIABILITIES</b>	<b>1,728,438</b>	<b>1,745,868</b>			
Accounts receivable	261,524	239,552						
Cash and bank balances	762,041	793,791						
<b>Total current assets</b>	<b>1,268,309</b>	<b>1,242,940</b>						
<b>TOTAL ASSETS</b>	<b>4,774,366</b>	<b>4,720,744</b>						

# Statement of Profit or Loss – [QR000]

	June 30. 22	June 30. 21
Revenue	390,528	347,359
Cost of revenue	(213,393)	(226,296)
<b>Gross profit</b>	<b>177,135</b>	<b>121,063</b>
Investment income	5,472	1,154
Income from short-term deposits and other income	5,313	5,962
Selling and distribution expenses	(1,352)	(2,432)
General and administrative expenses	(49,197)	(41,662)
Finance costs	(22,058)	(19,311)
Share of profit from investments in associates	6,633	6,041
<b>Net profit for the year before income tax</b>	<b>121,946</b>	<b>70,814</b>
Income tax expense	(3,541)	(1,781)
<b>Net profit for the year after income tax</b>	<b>118,405</b>	<b>69,033</b>
<b>Earnings per share</b>	<b>0.10</b>	<b>0.05</b>





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# Thank You!

For more Information please visit: [www.qatariinvestors.com](http://www.qatariinvestors.com)

Or email: [t.fayad@qatariinvestors.com](mailto:t.fayad@qatariinvestors.com)

