



QATARI INVESTORS GROUP  
مجموعة المستثمرين القطريين

# Qatari Investors Group Q.P.S.C

Investors Presentation  
For the Period Ended June 30, 2023

# 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 Performance

For the period ended June 30, 2023



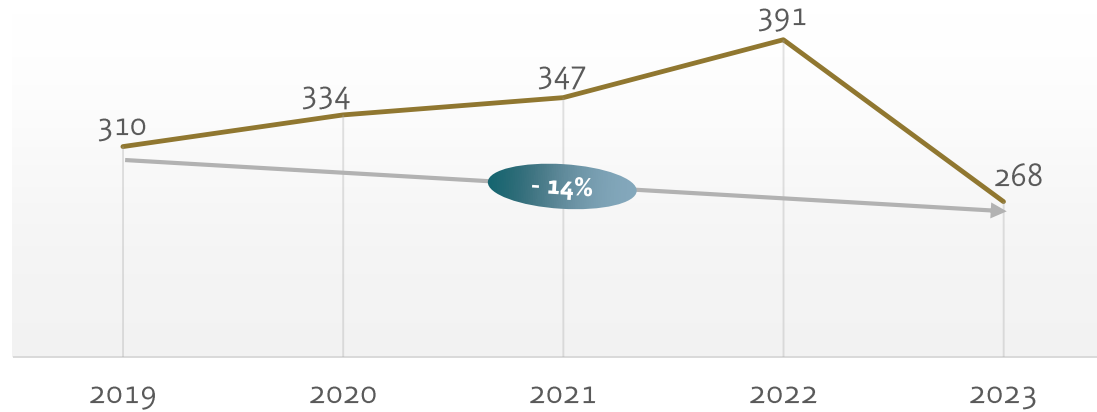
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# Financial Highlight Q2, 23 – [QRm]

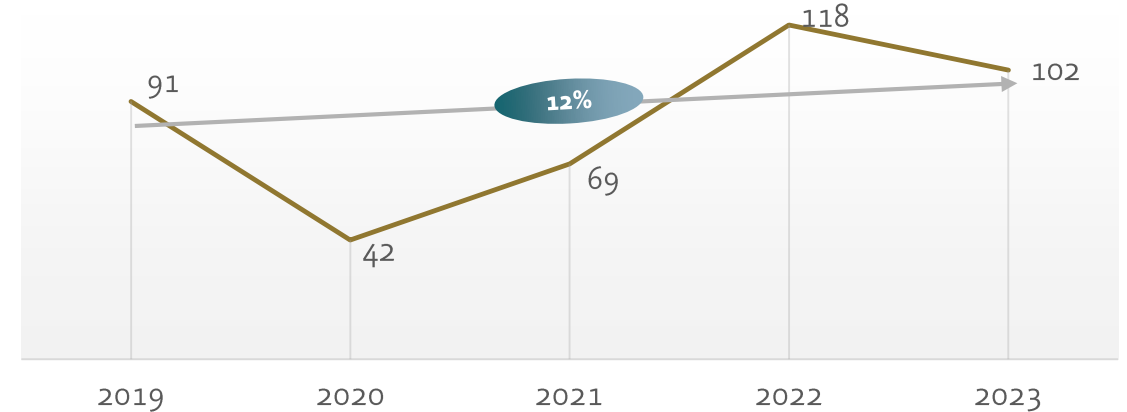
Revenue	Net Profit	EBITDA	EPS	Cash
 <b>268</b> <b>(31%)</b> vs. last year	 <b>102</b> <b>(14%)</b> vs. last year	 <b>161</b> <b>(14%)</b> vs. last year	 <b>0.08</b> <b>(20%)</b> vs. last year	 <b>680</b> <b>(15%)</b> vs. Dec. 31, 2022
<ul style="list-style-type: none"> <li>Major decline in Industrial sector due to the slow down in the construction sector.</li> <li>Decline in the Marine Services sector due to the drop in imports during the period.</li> </ul>	<ul style="list-style-type: none"> <li>As a result of decline in the revenue</li> <li>Increase in the investment, Interest income and Other Income</li> </ul>	<ul style="list-style-type: none"> <li>As a result of decline in the net profit</li> </ul>	<ul style="list-style-type: none"> <li>As a result of decline in the net profit</li> </ul>	<ul style="list-style-type: none"> <li>Due to payment of the loan installment and dividends</li> <li>Overall market slow down in collections</li> </ul>

# Financial Performance Q2, 23 – [QRm]

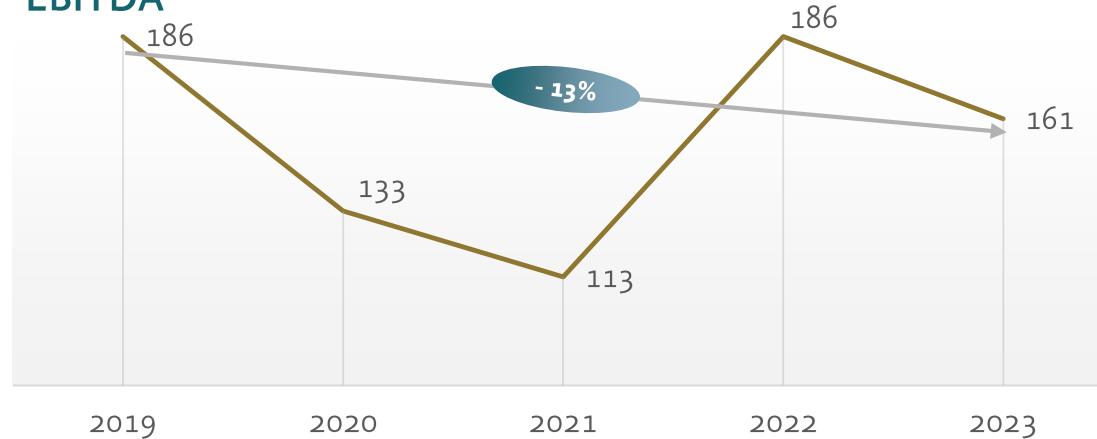
## Revenue



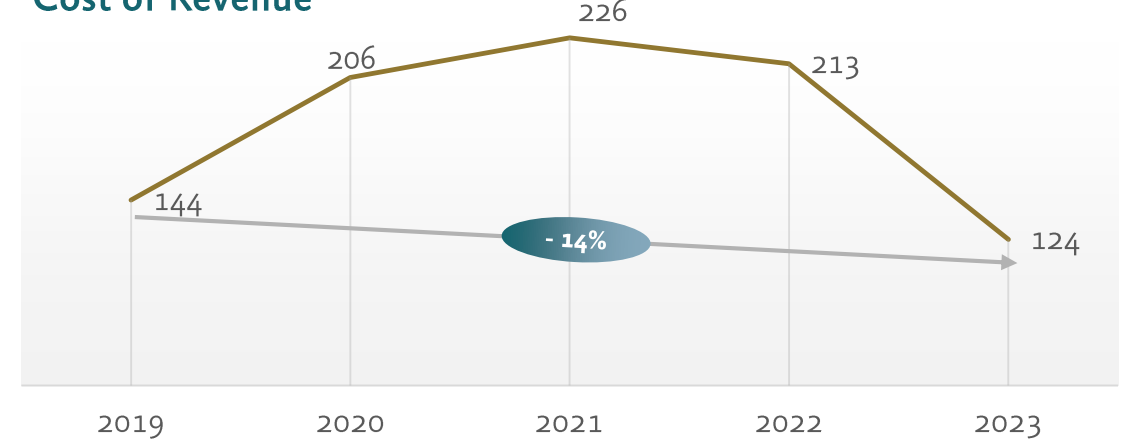
## Net Income



## EBITDA

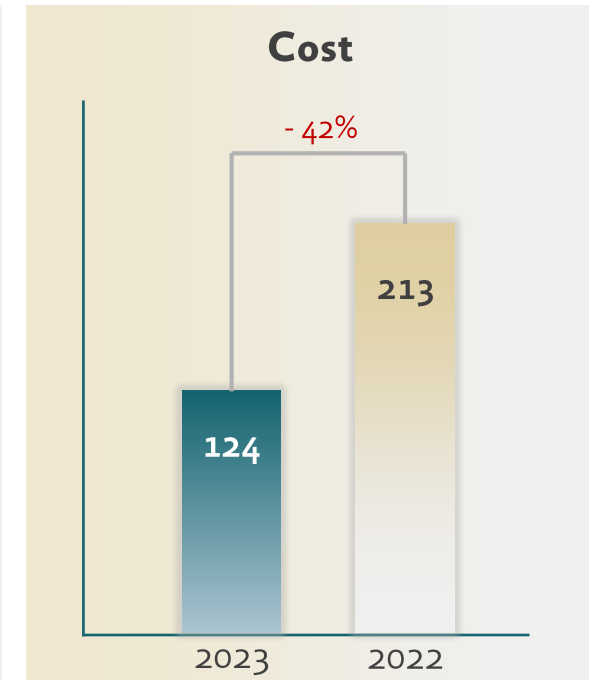
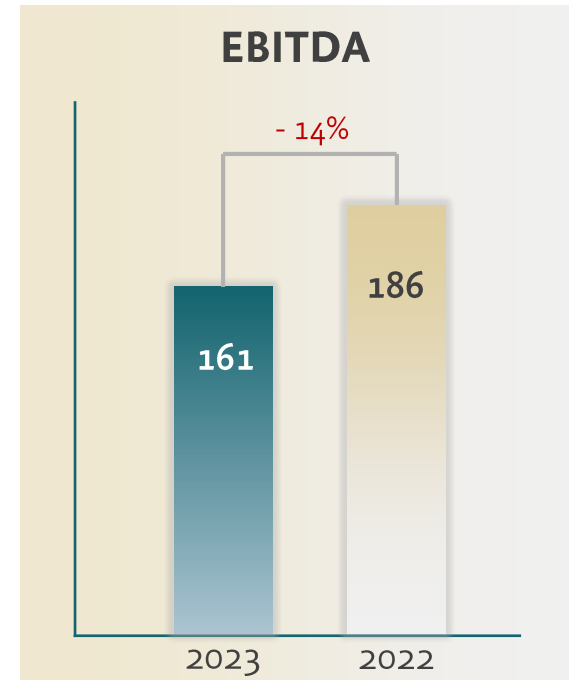
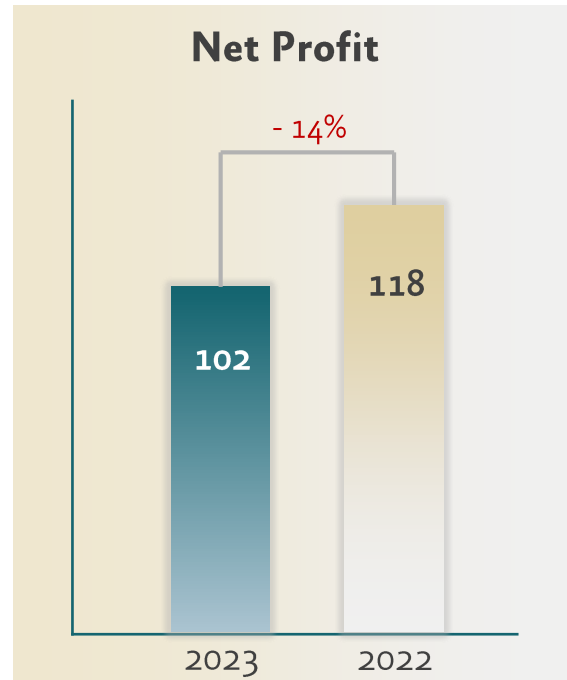
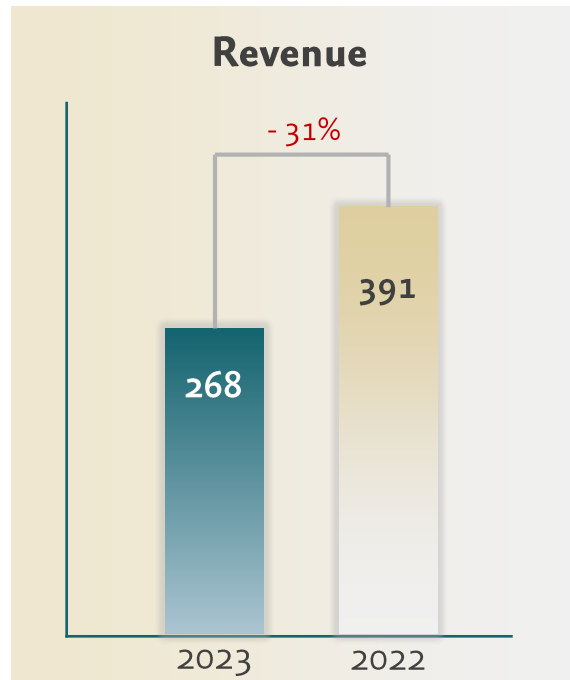


## Cost of Revenue



# Financial Performance Q2, 23 – [QRm]

Year on Year



# Financial Performance Q2, 23 – [QRm]

Year on Year

	2023	2022	Var. %	Commentary
Revenue	267,629	390,528	(31%)	<ul style="list-style-type: none"> <li>Major decline in revenue as a result of slow down in the construction sector.</li> <li>Decline in the cost of revenue as a result of production efficiencies</li> <li>Increase in other &amp; investment income led by deposits interest income and Income from Invested Company</li> <li>Increase in the operating expenses due to the increase in provisions</li> <li>Decrease in the finance cost as a result of loan repayment</li> </ul>
Cost of revenue	(123,886)	(213,393)	(42%)	
<b>Gross profit</b>	<b>143,743</b>	<b>177,135</b>	<b>(19%)</b>	
Other & Investment Income	31,839	17,418	83%	
Operating Expenses	(52,487)	(50,549)	4%	
Finance costs	(18,677)	(22,058)	(15%)	
<b>Net profit before income tax</b>	<b>104,418</b>	<b>121,946</b>	<b>(14%)</b>	
Income tax expense	(2,875)	(3,541)	(19%)	
<b>Net profit after income tax</b>	<b>101,543</b>	<b>118,405</b>	<b>(14%)</b>	
<b>Profit per Share</b>	<b>0.08</b>	<b>0.10</b>	<b>(20%)</b>	



# Financial Statements

Interim Condensed Consolidated Financial Statements

For the period ended June 30, 2023



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# Statement of Financial Position – [QR000]

ASSETS	June 30, 23	Dec. 31, 22	LIABILITIES	June 30, 23	Dec. 31, 22	EQUITY	June 30, 23	Dec. 31, 22
<b>Non-current assets</b>			<b>Non-current liabilities</b>			Share capital	1,243,268	1,243,268
Property, plant and equipment	2,165,788	2,165,938	Bank borrowings	983,493	1,040,933	Legal reserve	621,634	621,634
Right-of-use assets	56,790	57,907	Lease liabilities	57,330	53,691	Fair value reserve	5,882	4,790
Investment properties	824,869	844,786	Employees' end of service benefits	10,573	10,353	Hedging reserve	122,962	135,529
Goodwill	242,506	242,506	<b>Total non-current liabilities</b>	<b>1,051,396</b>	<b>1,104,977</b>	Retained earnings	1,052,478	950,872
Investments in associates	36,727	29,956				Proposed dividends	-	186,490
Financial investments at FVTOCI	9,498	8,405	<b>Current liabilities</b>			<b>Equity attributable to shareholders</b>	<b>3,046,224</b>	<b>3,142,583</b>
Derivative financial asset	102,468	114,679	Bank borrowings	112,877	108,862	Non-controlling interests	(5,212)	(5,149)
<b>Total non-current assets</b>	<b>3,438,646</b>	<b>3,464,178</b>	Lease liabilities	6,030	6,273	<b>TOTAL EQUITY</b>	<b>3,041,012</b>	<b>3,137,434</b>
			Accounts payable	31,661	41,163			
<b>Current assets</b>			Due to related parties	1,807	1,358	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,705,800</b>	<b>4,806,816</b>
Derivative financial asset	20,494	20,851	Retention payables	11,011	10,257			
Contract assets	11,388	18,579	Notes payable	7,312	2,631			
Inventories	219,174	155,379	Accruals and other liabilities	442,693	393,861			
Prepayments & other debit balances	66,419	52,581	<b>Total current liabilities</b>	<b>613,392</b>	<b>564,405</b>			
Advances to contractors & suppliers	19,297	18,852						
Accounts receivable	236,781	263,706	<b>TOTAL LIABILITIES</b>	<b>1,664,788</b>	<b>1,669,382</b>			
Due from related parties	14,051	12,951						
Cash and bank balances	679,549	799,739						
<b>Total current assets</b>	<b>1,267,154</b>	<b>1,342,638</b>						
<b>TOTAL ASSETS</b>	<b>4,705,800</b>	<b>4,806,816</b>						

# Statement of Profit or Loss – [QR000]

	Q2, 2023	Q2, 2022
Revenue	267,629	390,528
Cost of revenue	(123,886)	(213,393)
<b>Gross profit</b>	<b>143,743</b>	<b>177,135</b>
Investment income	1,824	5,472
Income from short-term deposits and other income	13,211	3,504
Selling and distribution expenses	(1,232)	(1,352)
General and administrative expenses	(51,254)	(49,197)
Finance costs	(18,677)	(22,058)
Share of profit from investments in associates	10,191	6,633
<b>Net profit for the year before income tax</b>	<b>104,418</b>	<b>121,946</b>
Income tax expense	(2,875)	(3,541)
<b>Net profit for the year after income tax</b>	<b>101,543</b>	<b>118,405</b>
<b>Earnings per share</b>	<b>0.08</b>	<b>0.10</b>



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# Thank You!

