

## INVESTORS PRESENTATION Q1-2022



# Disclaimer

The historical information relating to Qatar Industrial Manufacturing Company (Q.S.C.) (QIMC hereinafter) contained in this presentation/report are fair and accurate to the best of our knowledge. The presentation may contain futuristic information and statements, that are based on information available and reasonable assumptions made at the time of preparing this report. However, such forecasts and forward-looking information and statements are subject to known and unknown risks of various kinds and should not be construed as guaranteed future performance. The actual outcomes may be significantly different from what is stated herein.

QIMC, its subsidiaries and associates, Board of Directors, executives, employees, partners, advisors and contractors shall not be held liable for any direct/indirect loss, damage or adverse effects, whatsoever, resulting from the use and interpretation of the historical information and forecasts contained herein.

QIMC is not liable to disclose in this presentation, any market-sensitive confidential information that may either be in contravention of the terms and conditions of its agreements with Vendors and other business associates or adversely affect future business prospects of QIMC or that of any of its subsidiaries and associates.

For more detailed financial information, please refer the QIMC's financial statements available on QIMC website ([www.qimc.com.qa](http://www.qimc.com.qa)) or the website of Qatar Exchange ([www.qe.com.qa](http://www.qe.com.qa)).

# Table of Contents

Company Overview

Financial Performance

Operational Highlights

Company Overview =>

Financial Performance

Operational Highlights

# Company Overview

- ❑ Established in 1990
- ❑ Listed on Qatar Exchange from inception
- ❑ Paid-up Share Capital: QAR 475.2 Million
- ❑ 475,200,000 Shares of nominal value of QAR 1.00
- ❑ Core competency in establishing and managing Small & Medium sized manufacturing companies
- ❑ Diversified portfolio across chemicals, petrochemicals, energy services, construction materials, paper & plastic and food processing
- ❑ Eight Subsidiaries and Thirteen Associates

# Our Subsidiaries



**Sulphuric Acid**



**CPW, Caustic  
soda,  
Hydrochloric acid,  
Calcium Chloride**



**Hollow blocks,  
interlocks, paving  
stones, kerb stones**



**Washed sand,  
aggregate**



**Epoxy coated  
steel bars**



**Facial tissues, toilet  
rolls, kitchen rolls**



**Tea Packaging**



**Glass  
Containers**

# Our Associates



Aviation Fuel



FFS Film, Shrinkable  
Film



Wooden  
Pallets



Urea Formaldehyde



Industrial gases  
(Oxygen, Nitrogen,  
Hydrogen, Argon)



Calcium  
Chloride

# Our Associates (continued)



**Glass reinforced  
pipes (GRP)**



**Glass reinforced  
pipes (GRP) using  
Dual Helix technology**



**Concrete blocks,  
Hordi**



**Gypsum Powder**



**Mill-finished, powder coated  
and special purpose  
aluminium profiles**



**Process, pack and  
market various food  
products**



**Bottling & marketing  
of olive oil**



# Ongoing Projects: Gulf Glass Factory



The Gulf Glass Factory (GIZAZ) will utilize locally available sand and Natural Gas, modern technologies and equipment to produce high quality, light weight glass containers of various colors, sizes and shapes.

The project will be located in the New Industrial Area in Doha which is fully developed with modern infrastructure and utilities. The Design capacity of the plant will be 200 tons per day of glass containers (nearly 1 million bottles and jars per day).



This first-of-its-kind environment-friendly factory in Qatar will serve local, regional as well as worldwide food and beverage industry.

## *Ongoing Project: Corniche Park Towers*

***Corniche Park Towers is mixed-use development rising on a 10,435 sqm of land alongside Corniche road, intermingling with the subtle waterfront skyline.***

***It is a combination of three towers namely Hotel, Residence and Office Towers, linked by a central core and a prestigious 4-floor retail podium.***

**Hotel Tower is a 38-floor tower that will consist of a total number of 342 Guestrooms. It will carry the brand “Corniche Park Towers Swissotel Hotel” and will be managed by a 5-star Hotel Operator, M/S Accor.**

**Residence Tower has 29 floors that will consist of a total number of 121 Bedroom Apartments. Corniche Park Towers’ Residential Tower will be branded as Middle East’s very first “Swissotel Residence”.**

**Office Tower has 24 floors in total, 17 floors of which will be marketed for selling or leasing. In the Office Tower, there will be a Grab and Go café at the ground level and a Lifestyle café at the mezzanine level.**

**In the 4-Podium Levels, signature Retail Area, of approximately 4100sqm, and Hotel Facilities will be accommodated.**

**The Parking area will be located at the 4-level basement and at the ground level with provision of 658 total car parking spaces.**

# New/ Ongoing Projects (continued)



*QIMC Logistics Warehouse (Aba Saleel) is a multifaceted development located at the new Orbital highway , covering a total surface area of 100,000 square meters, is a secured and eco-friendly compound. QIMC Logistics Warehouse is an amalgamation of four buildings intended for diverse use.*

*It is a well-maintained complex comprising two state-of-the-art accommodation facilities, an administration building with uniquely designed façade and a warehouse with fully furnished cold and dry storage rooms.*

Company Overview

Financial Performance =>

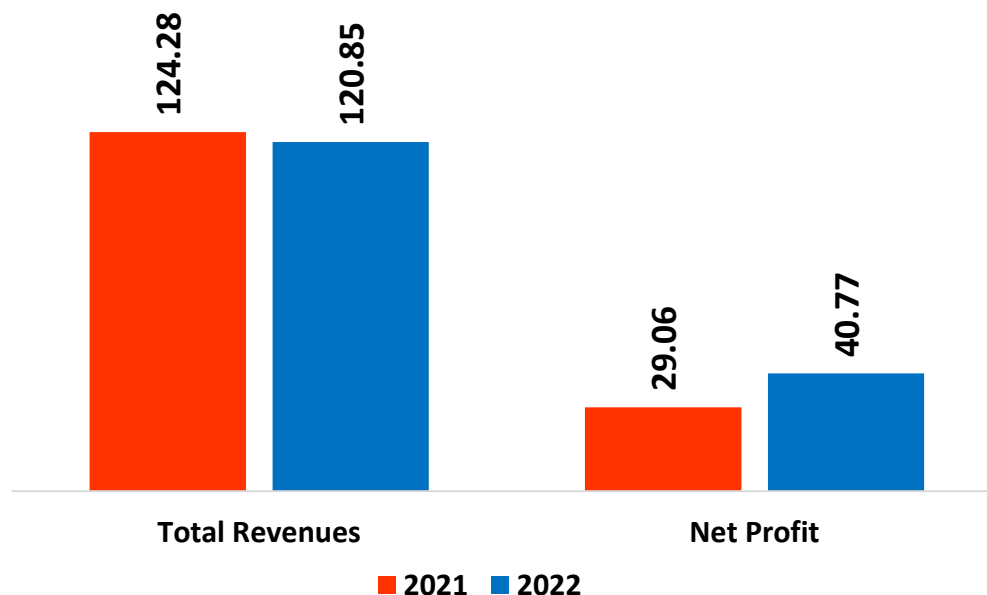
Operational Highlights

## Financial Performance Overview (in QAR Millions)

	31st March 2022	31st March 2021	% Change over Last Year
Total Assets	3,354.82	2,802.04	19.7
Total Current Assets	748.00	566.62	32.0
Total Non-Current Assets	2,606.83	2,235.42	16.6
Total Current Liability	427.57	298.66	43.2
Working Capital	320.43	267.96	19.6
Total Equity of the Shareholders	1,739.25	1,581.63	10.0
Gross Income	120.85	124.28	(2.8)
Profit Before Taxes & Provisions	40.77	29.06	40.3
Other Income	9.96	8.26	20.6
Earnings Per Share (QAR)	0.086	0.061	40.3
Net Profit	40.77	29.06	40.3
Net Book Value Per Share (QAR)	3.66	3.33	10.0
Equity Attributable to Non-Controlling Interests	42.36	47.53	(10.9)

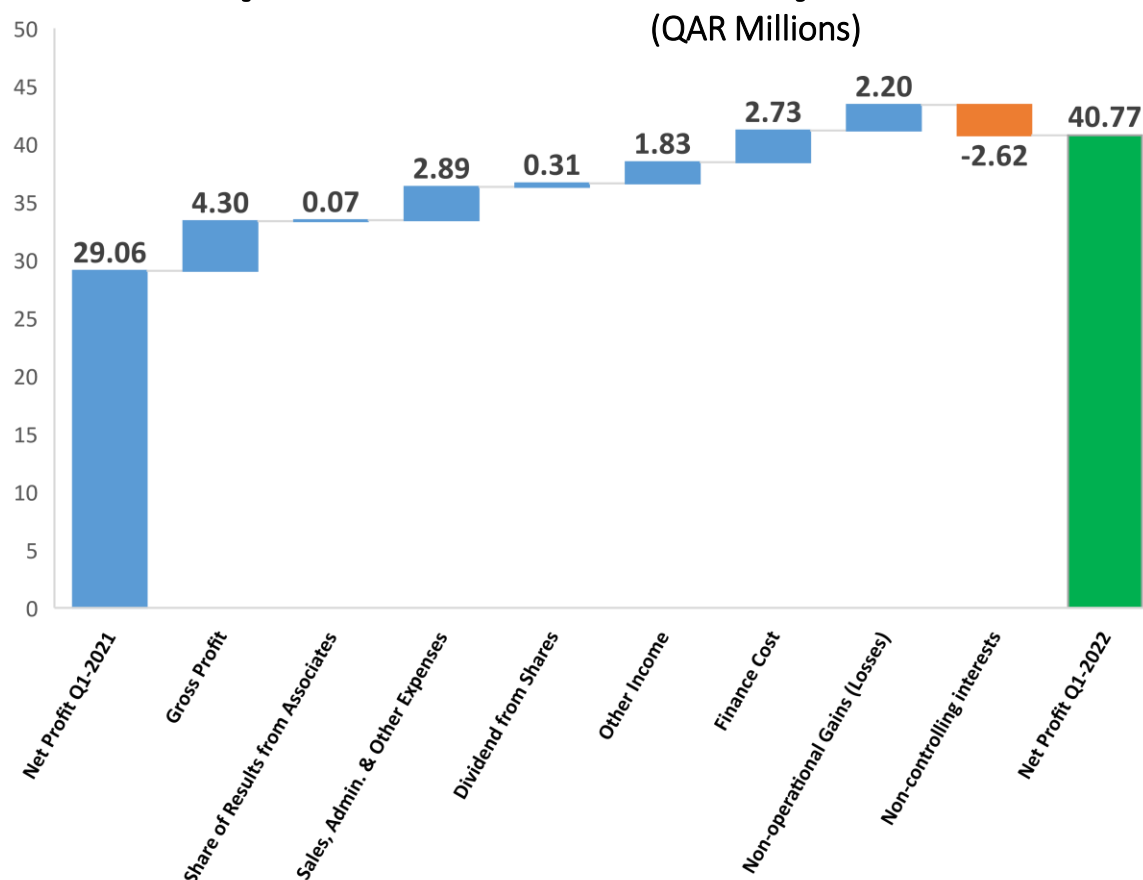
# Total Revenues & Net Profit

(QAR Millions)



- Total Revenues in line with Q1-2021.
- Net Profit up by 40%.

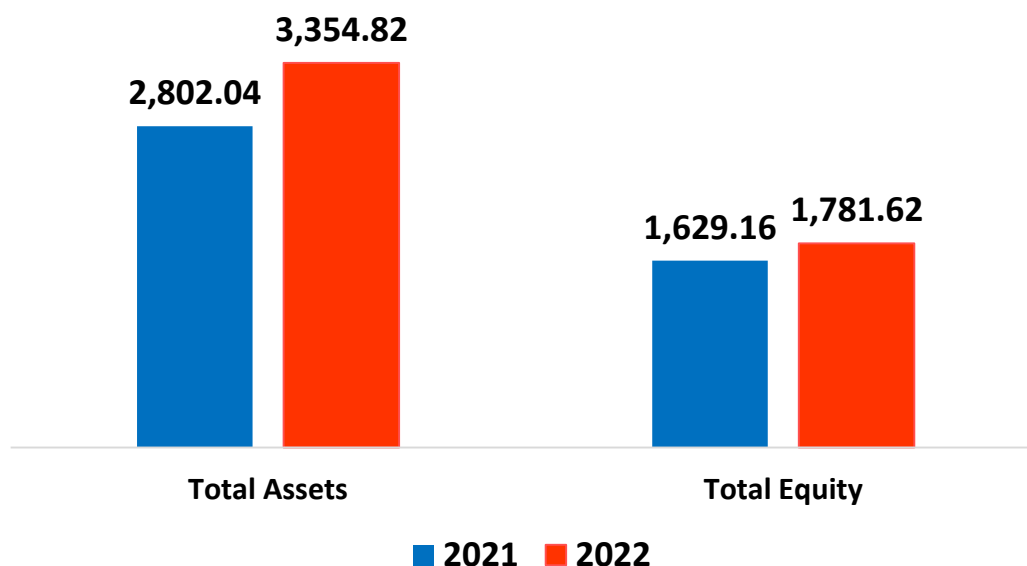
# Comparative Analysis of Net Profit



- Gross Profit up as all subsidiaries except Q-Acids and Q-Coat have performed better, as compared to Q1-20.
- Share of results from Associates in line with last year.
- Q-Jet, QSG, QCBC & Gasal have performed better than last year, while QPPC, Amiantit, Qalex & GFC have reported lower net profit
- Marginally lower dividend yields from share market investments, due to portfolio changes.
- Sales & Distribution and General & Administration expenses optimized.
- Slight increase in rental income from Logistics Warehouse Complex.
- Finance cost lower due to reduction in bank interest on loan taken by KLJQ.

# Total Assets & Total Equity

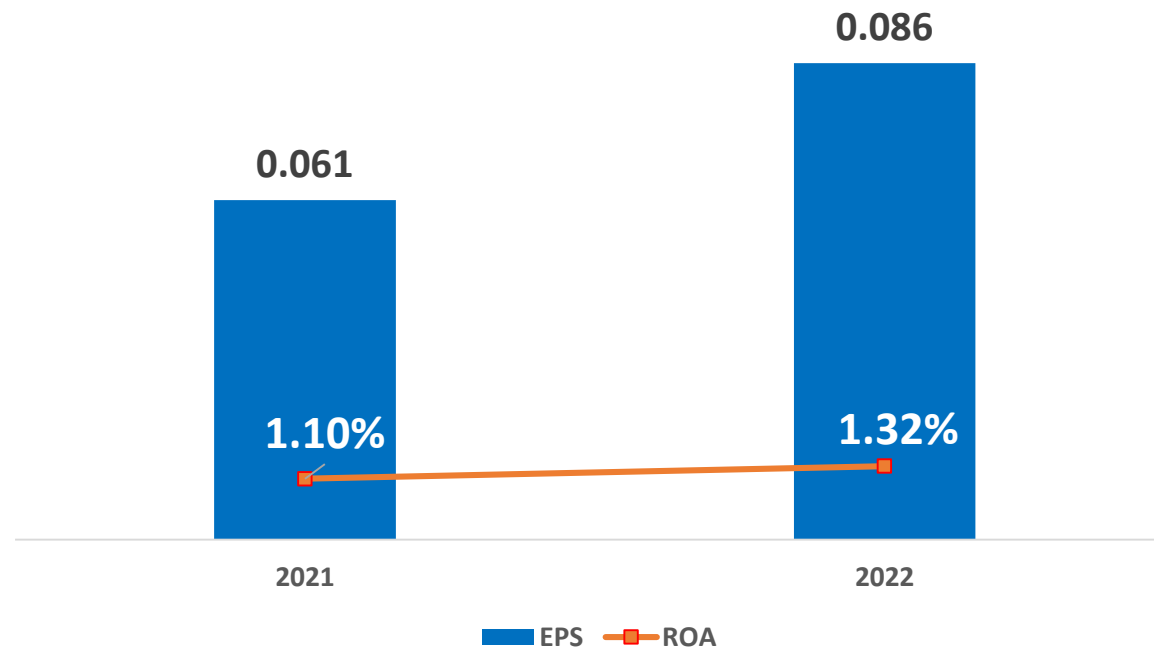
(QAR Millions)



- Increase in assets due to upcoming QIMC Towers and CAPEX in subsidiaries.
- Increase in Total Equity due to positive Fair Value Reserve and higher Retained Earnings.



# Earnings Per Share (QAR) & Return on Assets %



**Both EPS & ROA are better than last year due to higher net profit.**

Company Overview

Financial Performance

Operational Highlights =>

# Operational Highlights

- **KLJ exported its products to more than 25 countries in Middle East, Africa, Europe, Asia and the Americas.**
- **Qatar Paving Stones is exploring export opportunities in Kuwait.**
- **Qalex has exported its products to Europe, Australia, Africa as well as to USA, besides Middle East.**
- **Qatar Clay Bricks Co. has started commercial production of standard and large size kerb stones on its new machine.**

# Operational Highlights (continued)

**Gulf Glass Factory (Gizaz):** Construction is currently under way and progressing according to schedule and is expected to be completed within 2022 while installation of equipment, testing and commissioning of the plant will be completed in the second quarter of 2023. Commercial production is expected in July 2023.



EPC contract was signed with World class company from Italy in December 2020 to design, supply, install and commission the plant. Many activities are well underway including; detailed engineering, procurement of equipment, etc. The first shipments of plant materials and equipment have already been delivered to the plant.

## *Corinche Park Towers Project's Progress*

- All concrete works for the towers were finished.
- Façade installation works are completed up to Level 35 for Hotel, Level 27 for Residence, and Level 22 Office Towers.
- Glass Façade installation for podium levels is ongoing.
- Installation of panels of main core façade is ongoing at Level 24.
- Hexagonal lattice installation is in progress.
- Fit-out and Joinery works fabrication for the towers and podium levels are continuously progressing at the factories in Doha.
- Fit-out and Joinery works installation is progressing for all towers whilst initial (first-fix) installation is also ongoing at podium level.
- FFE and Artworks for mock-up rooms have been delivered to site and have been inspected.
- IFC for the Specialty Persian Restaurant has been issued.

# MOCK-UP

## HOTEL ROOMS & APARTMENTS



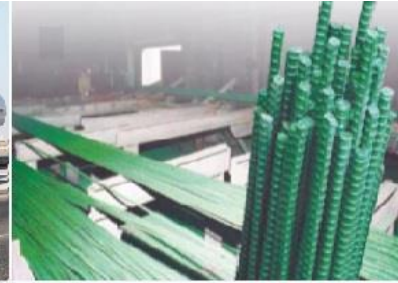
## RESIDENTIAL APARTMENTS



## OFFICE







For more information, please contact:

Investor Relations

QIMC

16<sup>th</sup> Floor, Al Dana Tower, West Bay

P. O. Box 16875, Doha, Qatar

Phone: +974-44344222

E-mail: [qimc@qimc.com.qa](mailto:qimc@qimc.com.qa)

Website: [www.qimc.com.qa](http://www.qimc.com.qa)

