



Solid results with year-on-year revenue and profit growth

Presentation of financial results for the nine months ended 30 September 2023

24th October 2023

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Q3 2023 HIGHLIGHTS

- ❑ **A good performance with revenue and total net profit up 2.4% and 1.6% year-on-year, respectively, despite some operating challenges**
 - ❖ Trading and Distribution, Property, and Managed Services segments all performed strongly
 - ❖ Industrial Manufacturing impacted y-o-y by the slowdown in global shipping rates and the completion of projects related to the FIFA World Cup
- ❑ **Results demonstrate the benefits of Aamal's diversified business model and the Group's ability to seize new opportunities**
 - ❖ Significant opportunities across the healthcare sector
 - ❖ Continued development and expansion of City Center Doha
 - ❖ Positive momentum and new contract wins in Managed Services, supplemented by the acquisition of MMS
- ❑ **The outlook for Aamal remains positive**
 - ❖ Aamal continues to expand into new and complementary sectors in Qatar and beyond
 - ❖ Qatar expected to be the fastest growing economy in GCC in 2023/24 (World Bank), with significant growth drivers arising from Qatar National Vision 2030 and new infrastructure projects underway across the region

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FINANCIAL SUMMARY

QARm	9M 2023	9M 2022	% change
Revenue	1,549.4	1,513.0	2.4%
Gross profit	359.8	358.7	0.3%
Fair value gains/(losses) on investment properties	-	-	
Net profit attributable to Aamal shareholders	265.4	256.0	3.7%
Earnings per share (QR)	0.042	0.041	3.7%
Capital expenditure	18.6	34.8	(46.5%)
Gearing	2.80%	4.35%	

- Performance driven by:
 - Strong performance of Trading and Distribution; revenue up 17%, with Ebn Sina Medical maintaining its market-leading position
 - Rental increases and improved occupancy levels driving performance in the Property Segment
 - Positive momentum in the Managed Services segment; profit up by 22.7%
- Net capital expenditure down by QAR 16.2m, primarily due to the completion of work at City Center Doha
- Sustained financial strength and disciplined cost control
 - Gearing decreased to 2.80% (Q3 22: 4.35%)

Note: there may be slight differences due to rounding.

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INDUSTRIAL MANUFACTURING

QARm	9M 2023	9M 2022	% change
Revenue	323.7	420.4	(23.0%)
Net profit - fully consolidated activities	(5.9)	18.9	(131.2%)
Net underlying profit margin %	(1.8%)	4.5%	(6.3ppts)
Share of net profit of associates and joint ventures accounted for using the equity method	35.7	43.2	(17.3%)
Total net profit	29.8	62.1	(52.0%)

Note: there may be slight differences due to rounding.

- **Industrial Manufacturing segment impacted by a slower project pipeline and reduced activity post-FIFA World Cup**
 - ❖ Aamal Readymix saw a drop in revenue due to project postponement
 - ❖ Aamal Cement hit by market volatility and increased competition
 - ❖ Aamal Maritime Transportation impacted by lower shipping rates
- **Frijns Structural Steel completed work on Lusail International Circuit for the recent 2023 Qatar Grand Prix**
- **Outlook remains positive with a number of infrastructure projects underway across the region**
 - ❖ Ashghal and Kahramaa tenders worth a combined \$19.2bn

TRADING AND DISTRIBUTION

QARm	9M 2023	9M 2022	% change
Revenue	970.9	830.1	17.0%
Net profit	90.1	74.8	20.4%
Net profit margin %	9.3%	9.0%	0.3ppts

Note: there may be slight differences due to rounding.

- **Positive revenue and profit performance driven by the sustained strong performance of Ebn Sina Medical following successful enhancements to the business model**
- **Profit stable at Aamal Medical**
 - ❖ Provided the healthcare sector with its first electrical ambulance as part of efforts to minimise energy waste and extend life of assets
- **Revenue in line at Aamal Trading**
 - ❖ Promotions and price increases offset decline in revenue caused by a slowdown of industrial projects (resulting in a drop in heavy vehicle usage)
 - ❖ Profit impacted by increased warehousing costs

PROPERTY

QARm	9M 2023	9M 2022	% change
Revenue	233.6	222.1	5.2%
Net profit - fully consolidated activities	179.0	176.1	1.7%
Net underlying profit margin %	76.6%	79.3%	(2.7ppts)
Share of net profit of associates and joint ventures accounted for using the equity method	4.1	3.9	4.9%
Total net profit	183.1	180.0	1.7%

Note: there may be slight differences due to rounding.

- **Positive performance across City Center and Aamal Real Estate**
- **Revenue growth at City Center Doha**
 - ❖ New store openings
 - ❖ Rental uplift
 - ❖ Increased facilities management costs due to both the opening of new areas and investment in safety and security upgrades causing a marginal decline in net profit
- **Aamal Real Estate saw strong revenue growth driven by an increase in occupancy rate to above 95%**

MANAGED SERVICES

QARm	9M 2023	9M 2022	% change
Revenue	63.3	79.4	(20.3%)
Net profit - fully consolidated activities	7.7	5.1	51.7%
Net underlying profit margin %	12.1%	6.4%	5.8ppts
Share of net profit of associates and joint ventures accounted for using the equity method	1.8	2.7	(31.9%)
Total net profit	9.5	7.7	22.7%

Note: there may be slight differences due to rounding.

- Continued positive momentum through several new contract wins and the acquisition of Maintenance & Management Solutions (MMS), a provider of facility services
- Decline in revenue due to slowdown in activity post-FIFA World Cup
- Increase in net profit due to strong performances of Aamal Travel and Family Entertainment Center due to increased demand over summer period

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SUMMARY AND OUTLOOK

- ❑ **Good performance despite post-FIFA World Cup demand normalization and operating challenges**
 - ❑ Subsidiary companies remain partners of choice across several markets and economic sectors
 - ❑ Examining multiple promising opportunities due to diverse business platform
 - ❑ **Strong momentum with new contract wins**

- ❑ **We remain committed to generating long-term shareholder value through continued profitable operation and expansion into complementary sectors both inside and outside Qatar**

- ❑ **Well-positioned across key economic sectors and proud to play our role in Qatar's economic development**
 - ❖ Qatar National Vision 2030 continues to provide opportunities for growth
 - ❖ **Expanding business operations through acquisitions and organic growth**

ANY FURTHER QUESTIONS?



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GROUP RESULTS (BY SEGMENT)

REVENUE

QARm	9M 2023	9M 2022	Change %
Industrial Manufacturing	323.7	420.4	(23.0%)
Trading and Distribution	970.9	830.1	17.0%
Property	233.6	222.1	5.2%
Managed Services	63.3	79.4	(20.3%)
<i>less: inter-divisional revenue</i>	<i>(42.1)</i>	<i>(38.9)</i>	<i>(8.3%)</i>
Total	1,549.4	1,513.0	2.4%

NET PROFIT

QARm	Net profit 9M 2023	Net profit 9M 2022	Change %	Margin (%) 9M 2023	Margin (%) 9M 2022
Industrial Manufacturing	29.8	62.1	(52.0%)	9.2%	14.8%
Trading and Distribution	90.1	74.8	20.4%	9.3%	9.0%
Property (ex-FV gains)	183.1	180.0	1.7%	78.4%	81.0%
Managed Services	9.5	7.7	22.7%	15.0%	9.8%
<i>less: Head Office costs</i>	<i>(49.2)</i>	<i>(65.6)</i>	<i>25.0%</i>	<i>-</i>	<i>-</i>
Total	263.2	259.0	4.2%	17.0%	17.1%

Note: there may be slight differences due to rounding.

"Strength Through Diversity"

DELIVERING ON OUR INVESTMENT CASE

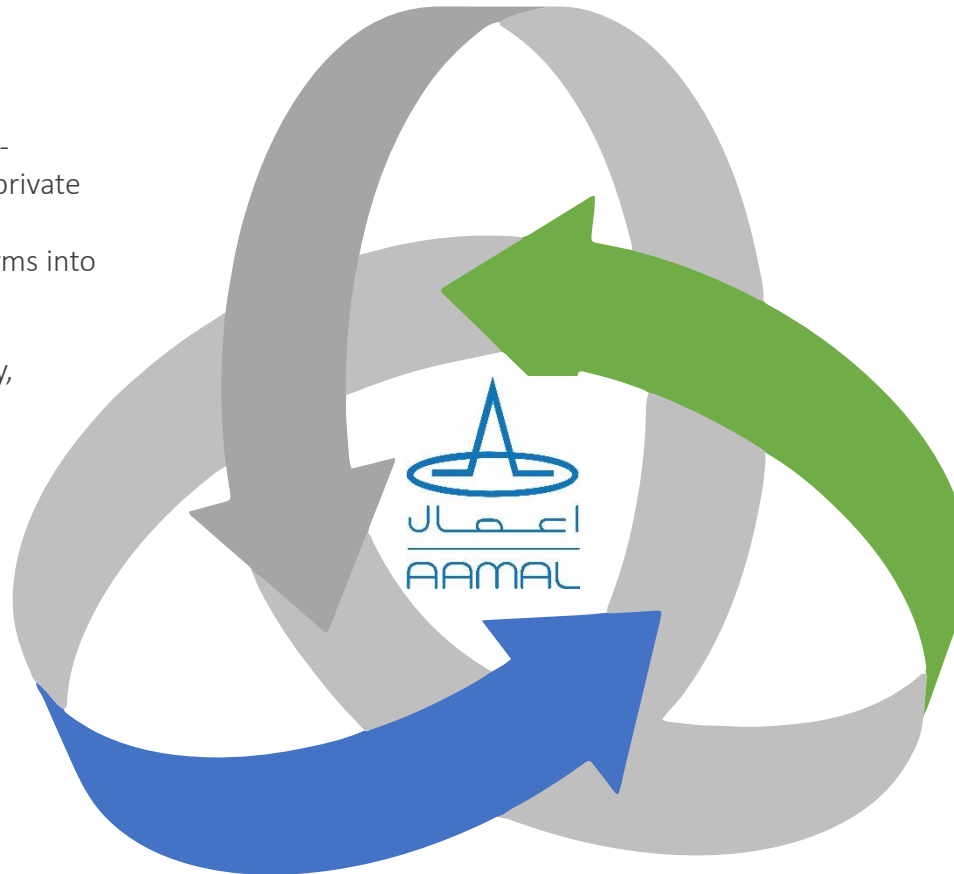
One of the largest, most diversified companies in Qatar offering investors high quality and balanced exposure to Qatar's economic growth and development

Strength through diversity

- Diversified (across 29 active business units) for balanced exposure across the Qatari economy
- Market leading positions in key growth sectors - uniquely positioned to benefit from increased private and public sector demand, particularly for infrastructure development, as Qatar's transforms into an advanced and self-sustaining economy
- Each subsidiary managed as a standalone entity, optimizing operational focus

Financial strength

- Strongly capitalised with low financial gearing and a net cash position
- Readily available access to debt capital markets
- Supportive backing from Aamal's major shareholders
- One of the highest dividend yield payers amongst QSE listed companies



Operating in an attractive, growing market

- Qatar is one of the world's fastest growing and most successful economies
- Strong market positions in key high-growth sectors
- Significant growth opportunities

Experienced, proven senior management team

- Highly effective, agile corporate decision-making
- Ability to successfully partner with leading international companies
- Talented and motivated managers with significant experience

Shukran