

## INVESTORS PRESENTATION Q2-2023



# 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 Twelve Associates

# Our Subsidiaries



**Sulphuric Acid**



**Washed sand,  
aggregate**



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



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



**Tea Packaging**



**Epoxy coated  
steel bars**



**CPW, Caustic  
Soda Prills,  
Hydrochloric acid,  
Hypo**



**Glass Containers**

# Our Associates



Aviation Fuel



FFS Film, Shrinkable  
Film, Wooden Pallets



Mill-finished, powder coated  
and special purpose  
aluminium profiles



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, Kerb  
Stones, Hordi Bricks**



**Gypsum Powder**



**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 Projects: Corniche Park Towers



The Office Tower is a prime office building where QIMC headquarters will be accommodated in its top 5 floors while 17 floors will be marketed for selling and or leasing. The tower will have a Grab and Go café at its ground level and a Lifestyle café at its mezzanine.



The Residence Tower, having 29 floors, is a luxury residential apartment, consisting a total number of 121 bedroom apartments. It will also will carry the brand "Swissotel" and will be operated by M/S Accor.

*The Hotel Tower, which is the tallest tower among the three, is a 5-star hotel carrying the luxury brand "Swissotel" to be managed by M/S Accor. It will market a total number of 342 Guestrooms.*



The 4-Podium levels, having approximately 4100sqm, will house stores for signature Retail brands and essential hotel Facilities.

Company Overview

Financial Performance =>

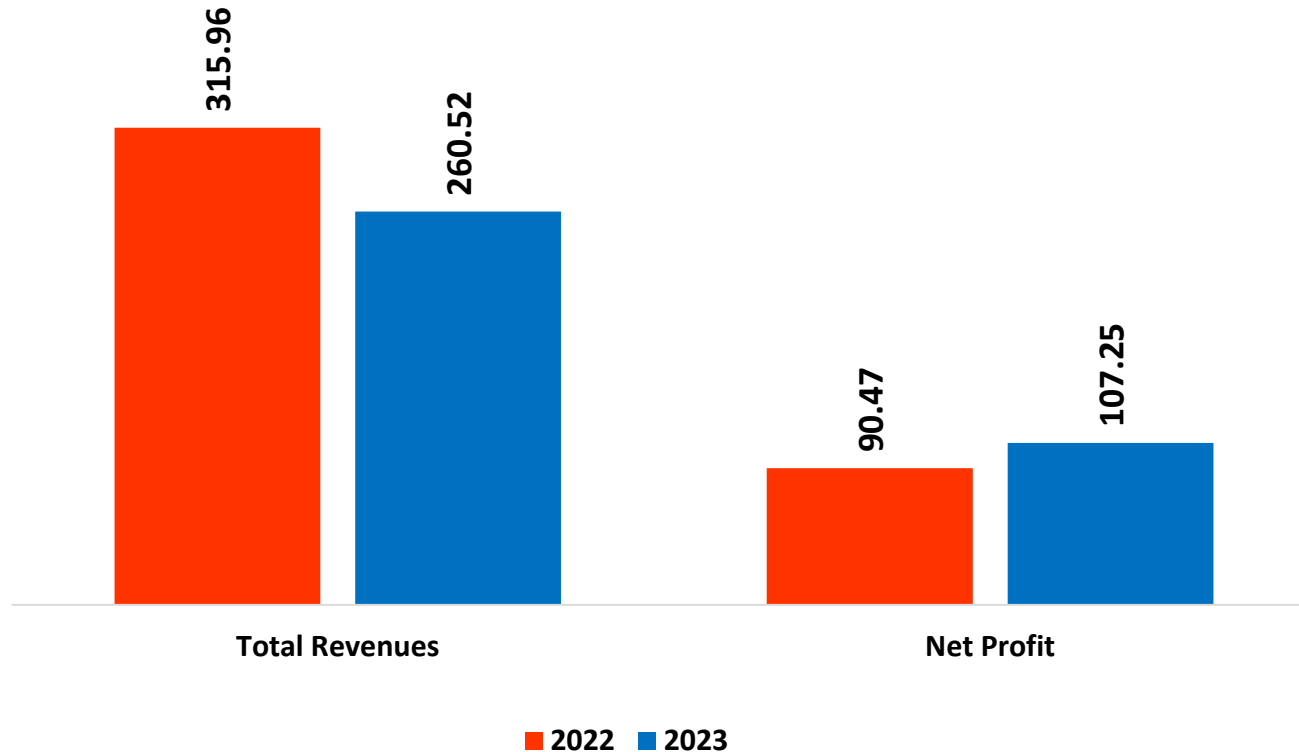
Operational Highlights

# Financial Performance Overview (in QAR Millions)

Description	Q2-2023	Q2-2022	% Change over Last Year
Total Assets	3,685.10	3,424.69	7.6
Total Current Assets	619.31	728.03	(14.9)
Total Non-Current Assets	3,065.79	2,696.66	13.7
Total Current Liability	378.14	381.19	(0.8)
Working Capital	241.17	346.84	(30.5)
Total Equity of the Shareholders	1,805.00	1,731.95	4.2
Gross Income	260.52	315.96	(17.5)
Profit Before Taxes & Provisions	107.21	90.47	18.5
Other Income	57.56	21.60	166.5
Earnings Per Share (QAR)	0.226	0.190	18.5
Net Profit	107.21	90.47	18.5
Net Book Value Per Share (QAR)	3.80	3.64	4.2
Equity Attributable to Non-Controlling Interests	53.41	46.10	15.9

# Total Revenues & Net Profit

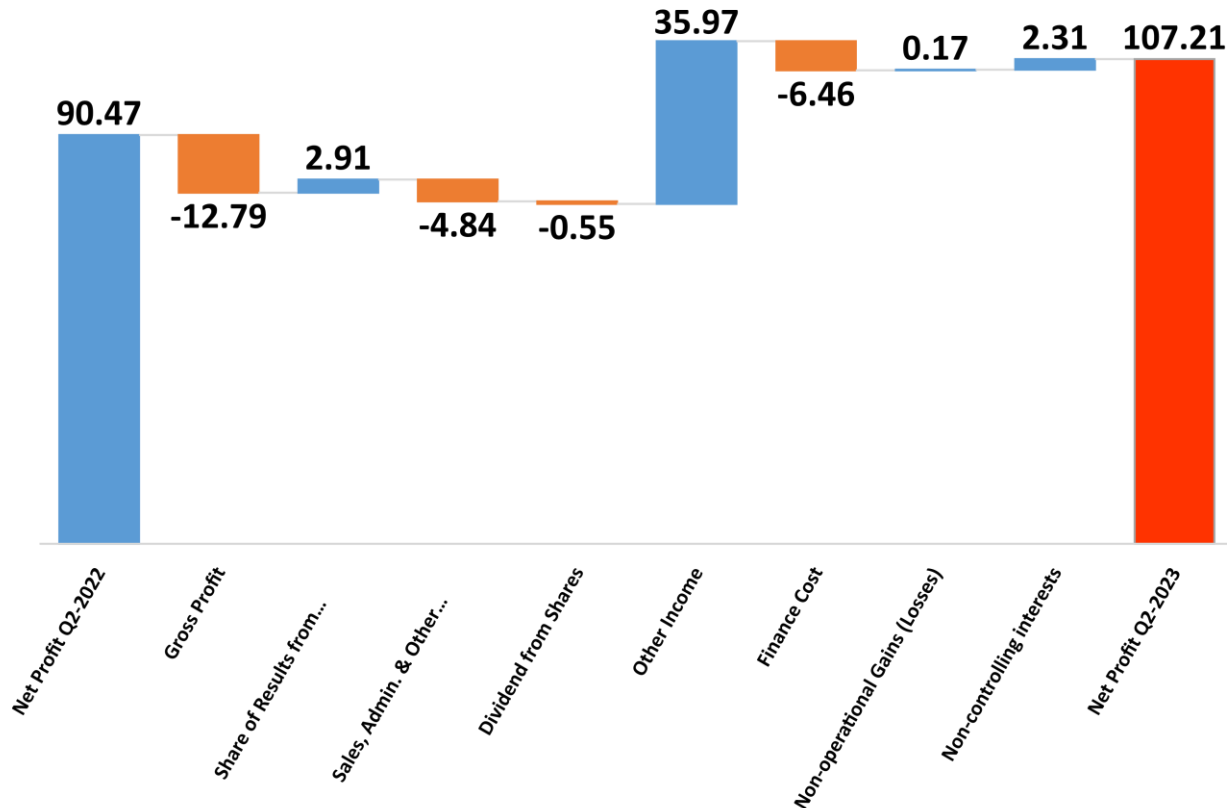
(QAR Millions)



- Total Revenues less by 17.5% vis-à-vis with Q2-2022.
- However, Net Profit up by 18.5%.

# Comparative Analysis of Net Profit

(QAR Millions)

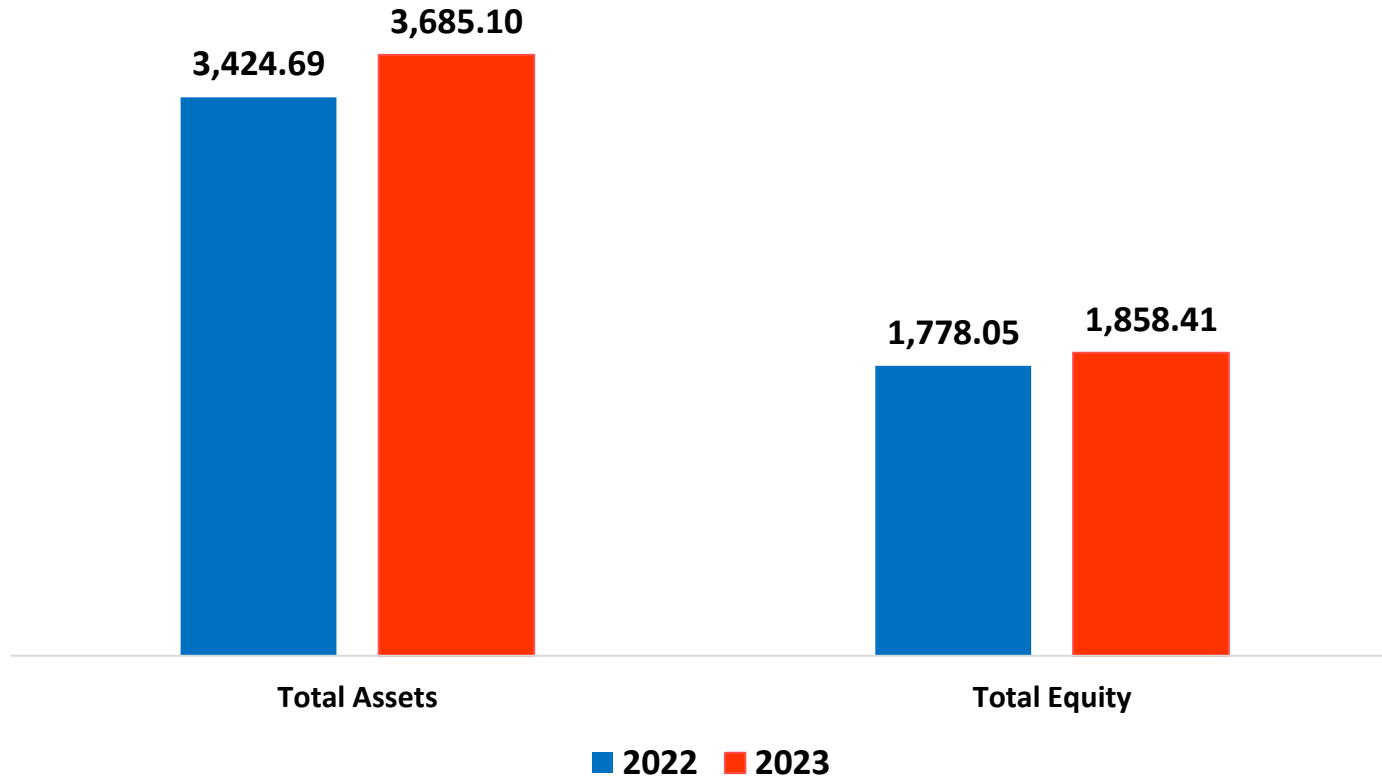


- Drop in Gross Profit due to lower performance of QSTP, QPS and KLJQ, partially offset by higher performance of Q-Acids & Q-Coat.
- Marginally better performance by Associates, particularly Gasal, GFC & Q-Jet.

- Other income higher due to higher tax exemption income from Gasal, including accruals for Jan-Jun 2023.
- Higher finance cost due to increase in interest rate in KLJQ.

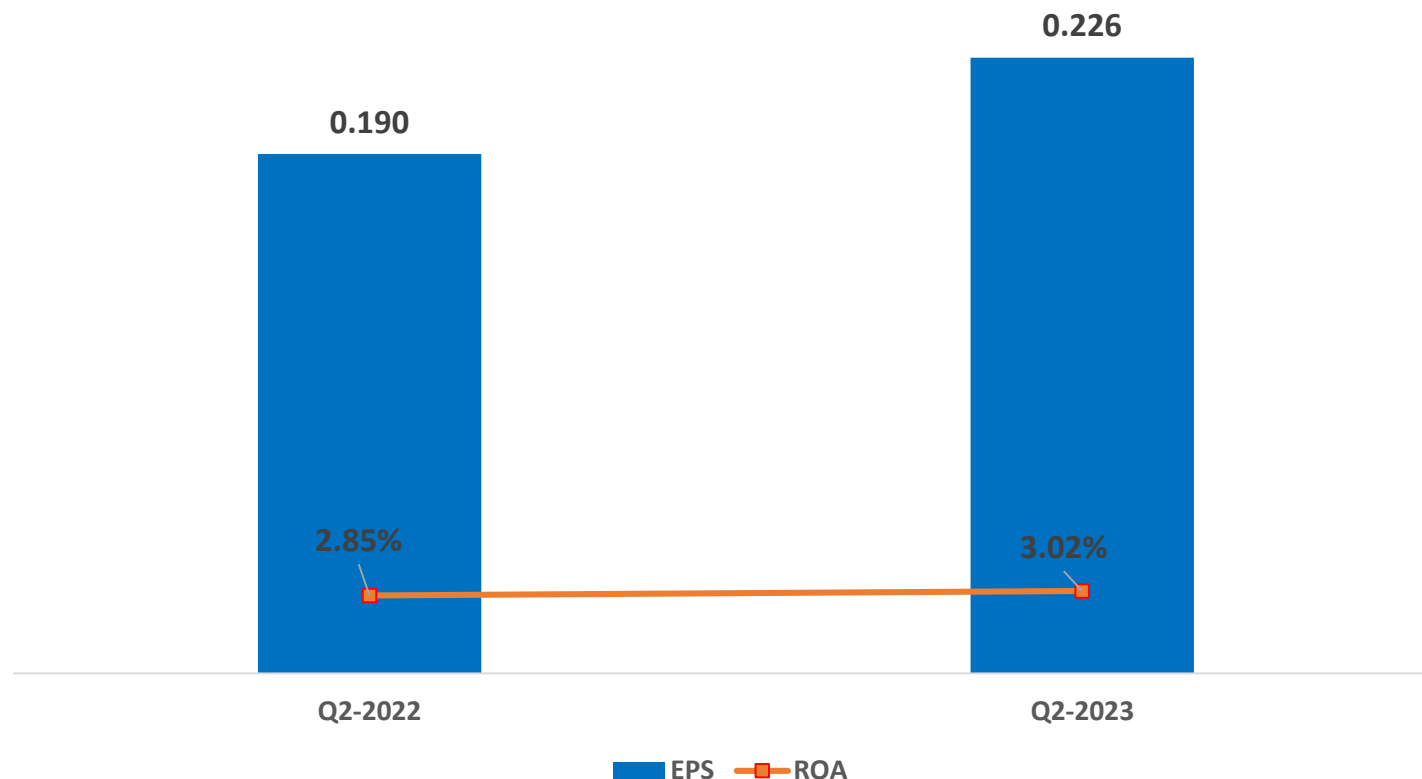
# Total Assets & Total Equity

(QAR Millions)



- Total Assets higher due to progress in Corniche Park Towers project & CAPEX in NAPICO.
- Increase in Total Equity due to positive Fair Value Reserve and higher Retained Earnings.

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



- Earnings Per Share is up by 18.5% due to increase in Net Profit.
- Return on Assets marginally high.

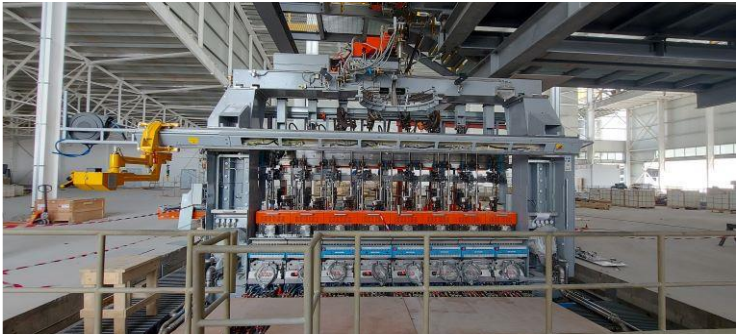


Company Overview

Financial Performance

Operational Highlights =>

# Operations Update: Gulf Glass Factory



- Construction is currently under way and progressing according to schedule and is expected to be completed in Q4, 2023.
- The main building is mostly completed. EPC contractor started installation of equipment in Q1 2023.
- Shipment of various plant equipment started in December 2021. First shipment received at site in February 2022. So far **61** shipments have been received (**297** containers).
- Installation of equipment has already started. Testing and commissioning will start Q3, 2023.
- The adjacent plot (Bravo Glass) has been acquired and it will be used to house the glass decorating line as well as additional warehouse for glass containers. The construction of the building has been completed.
- Commercial production is expected in Q1, 2024.

# Operations Update: Corniche Park Towers

## Project's Progress

### Joinery & Finishes Works

- ❑ Joinery Works in the Hotel Tower are in progress up to L21 and Apartment Tower up to L25.
- ❑ Glazing Works in the Hotel Tower have reached L29, in the Apartment Tower: L25 & Office Tower: L11.
- ❑ Kitchen Cabinet installation in the Apartment Tower is progressing up to L21.
- ❑ Wall covering installation is completed up to L6, and in progress up to L10.
- ❑ Marble Works are in progress up to L38 in the Hotel Tower, up to L29 in the Apartment Tower, up to L23 in the Office Tower and Ground Floor to Podium Roof is approx. 95% complete.
- ❑ GF to Podium Roof Joinery Works and Finishes are in progress, approaching advanced final stages of completion.

### MEP Works

- ❑ MEP Ceiling Final Fix installation has reached L14 & Sanitary Fixtures up to L17.
- ❑ ELV Systems Final Fixes installation works are in progress up to L17.
- ❑ Kitchen Equipment installation works are in progress in Basement 1 & 2 and Podium Roof.
- ❑ Kahramaa Substation connection by High Voltage Contractor is in progress.

### Façade Works

- ❑ All Tower Cranes are dismantled.
- ❑ Façade Lattices steel posts installation on tie-back locations is ongoing in the Hotel Tower.
- ❑ Podium Floors' Glass Façade & Structural Band installation works are almost completed.

### QIMC Offices Fit Out Works (L19 to L23)

- ❑ Drywall Partition Works are in progress
- ❑ MEP 2<sup>nd</sup> Fixes are in progress
- ❑ Ceiling Closure is in progress.

### Mosque

- ❑ Steel Structure Works are completed.
- ❑ Blockworks are ongoing.



# Operations Update: Corniche Park Towers

## Mezzanine and Podium's Restaurants and Dining



Lifestyle Café - Back Counters Works



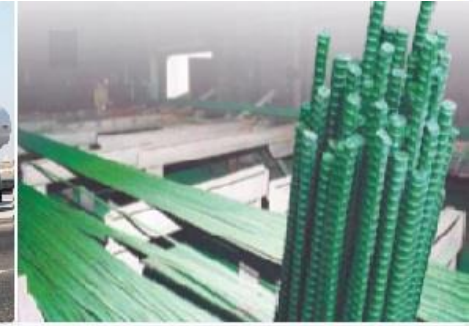
Persian Restaurant - Decorative Plaster Ceiling



Meatery Area – Wall and Ceiling Finishes



All Day Dining – Cold Kitchen Works



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)

