

INVESTORS PRESENTATION Q3-2023



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

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Financial Performance

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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 =>

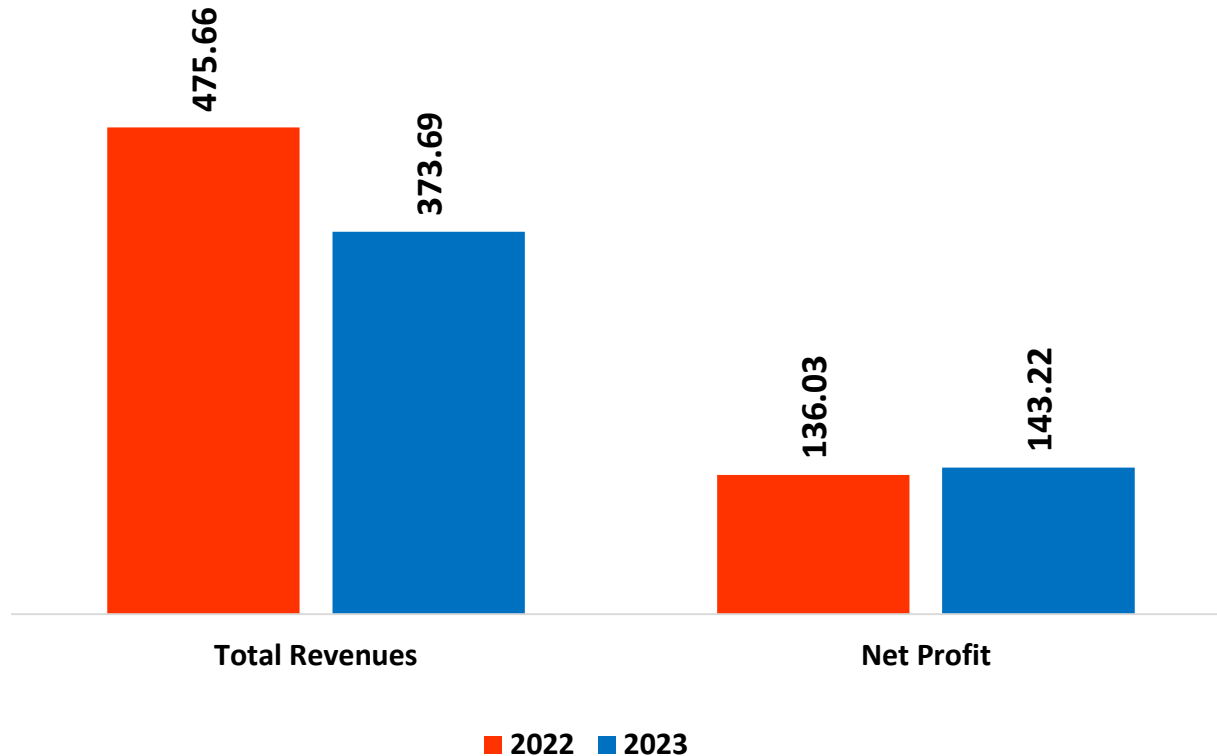
Operational Highlights

Financial Performance Overview (in QAR Millions)

	Q3-2023	Q3-2022	% Change over Last Year
Total Assets	3,650.89	3,492.06	4.5
Total Current Assets	538.80	681.49	(20.9)
Total Non-Current Assets	3,112.09	2,810.58	10.7
Total Current Liability	316.29	334.93	(5.6)
Working Capital	222.51	346.56	(35.8)
Total Equity of the Shareholders	1,914.17	1,823.50	5.0
Gross Income	373.69	475.66	(21.4)
Profit Before Taxes & Provisions	143.22	136.03	5.3
Other Income	76.84	30.80	149.5
Earnings Per Share (QAR)	0.301	0.286	5.3
Net Profit	143.22	136.03	5.3
Net Book Value Per Share (QAR)	4.03	3.84	5.0
Equity Attributable to Non-Controlling Interests	59.40	49.18	20.8

Total Revenues & Net Profit

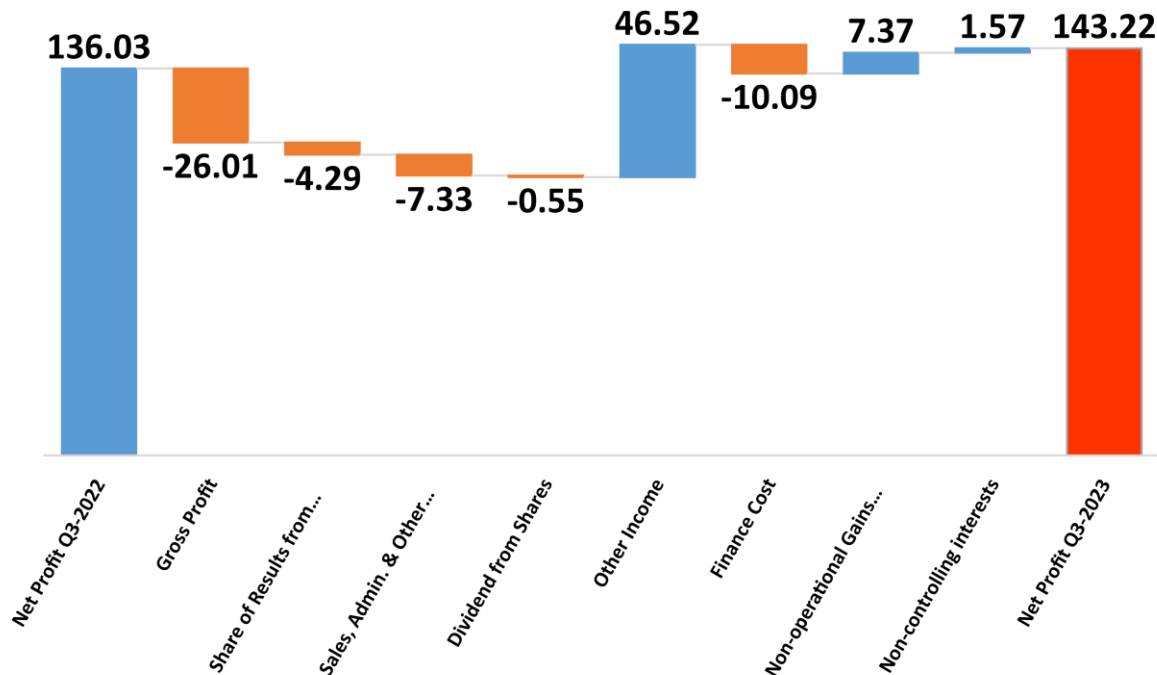
(QAR Millions)



- Total Revenues less by 22.4% vis-à-vis with Q2-2022.
- However, Net Profit up by 5.3%.

Comparative Analysis of Net Profit

(QAR Millions)

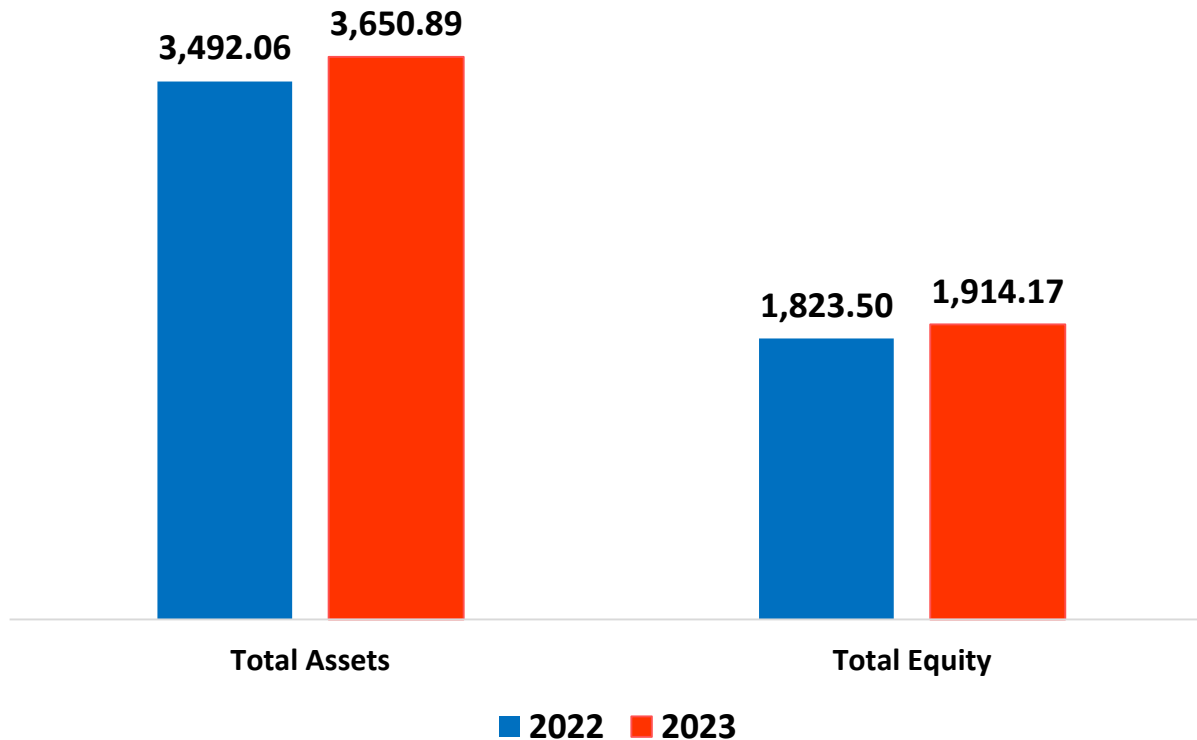


- Drop in Gross Profit due to lower performance of QSTP, QPS and KLJQ, partially offset by higher performance of Q-Acids.
- Higher profits from Gasal, GFC & Q-Jet and QSG and Amiantit, but more than offset by significantly lower performance of QPPC, and Qalex.

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

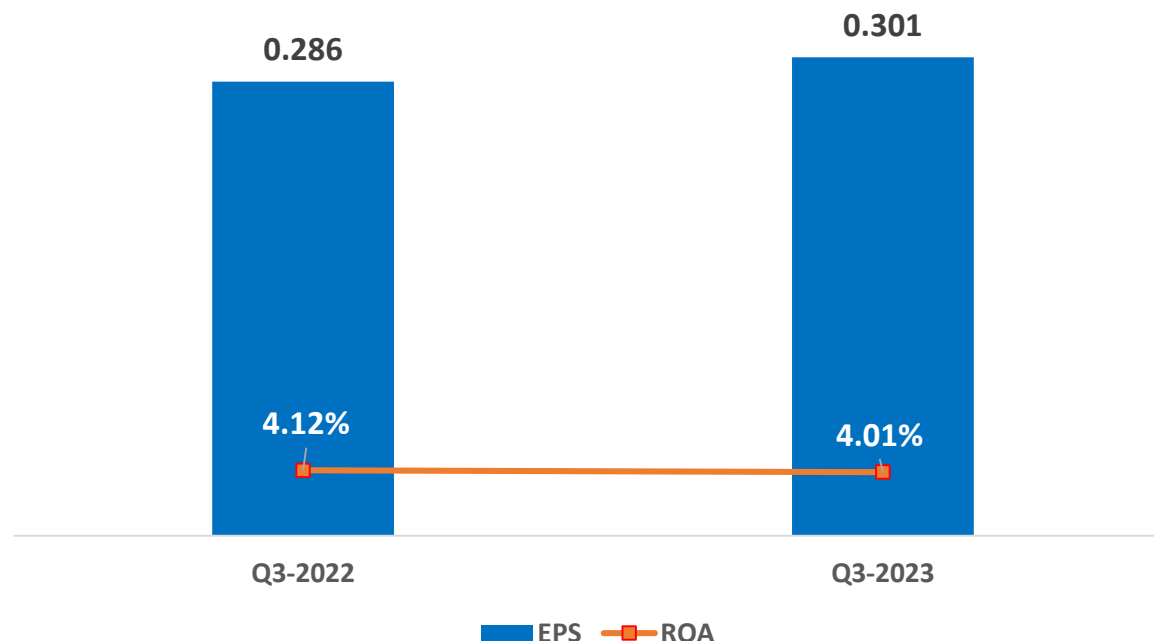
Total Assets & Total Equity

(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 5.2% due to increase in Net Profit.
- Return on Assets marginally lower due increase in Total Assets.

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Operations Update: Gulf Glass Factory



- EPC contract was signed with the renowned Falorni Gianfranco S.r.l. from Italy in December 2018 to design, supply, install and commission the plant.
- Basic Design and Detailed Engineering has been completed by the EPC contractor.
- The plant will be commissioned in the next few weeks followed by test runs and then commercial production. Testing and commissioning will start Q4, 2023.
- In September 2021, Civil contractor had been selected to construct the plant buildings and facilities.
- Construction is almost completed and the plant building is being readied for occupation.
- Equipment have been procured, delivered and installed.
- Acquisition of adjacent plot (Bravo Glass) has been completed and the ownership has been transferred to GGF (100%). The total area of the additional plot is 7,273 sq. meters. This plot 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

Joinery & Finishes Works

- ☐ Tower Joinery Works in the Hotel Tower are in progress up to L30 and Apartment Tower up to L27.
- ☐ 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 L27.
- ☐ Wall covering installation in the Hotel Tower is completed up to L19, and Apartment up to L21.
- ☐ 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. 97% 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 L28 & Sanitary Fixtures up to L25.
- ☐ ELV Systems Final Fixes installation works are in progress up to L27.
- ☐ Kitchen Equipment installation works are in progress in Basement 1 & 2, Mezzanine Floor and Podium Roof.
- ☐ Façade Lighting Fixtures installation on the lattices is in progress.

Façade Works

- ☐ Hexagonal Lattice Post & Lattice Screen installation @ Tie-back locations in the Hotel Tower is completed.
- ☐ Podium Floors' Glass Façade works are almost completed.
- ☐ Upper & Lower Band Aluminium Frame and Cladding installation above Podium Roof level is in progress.
- ☐ Installation of Glass Balustrade @ balconies in the Apartment & Office Towers is completed.
- ☐ Office Tower's Wall & Ceiling cladding works for all Balconies are completed.
- ☐ Visual inspection is completed for Curtain Wall (FS-01) & Lattice Screen (FS-08) for Façade Performance Test.

QIMC Offices Fit Out Works (L19 to L23)

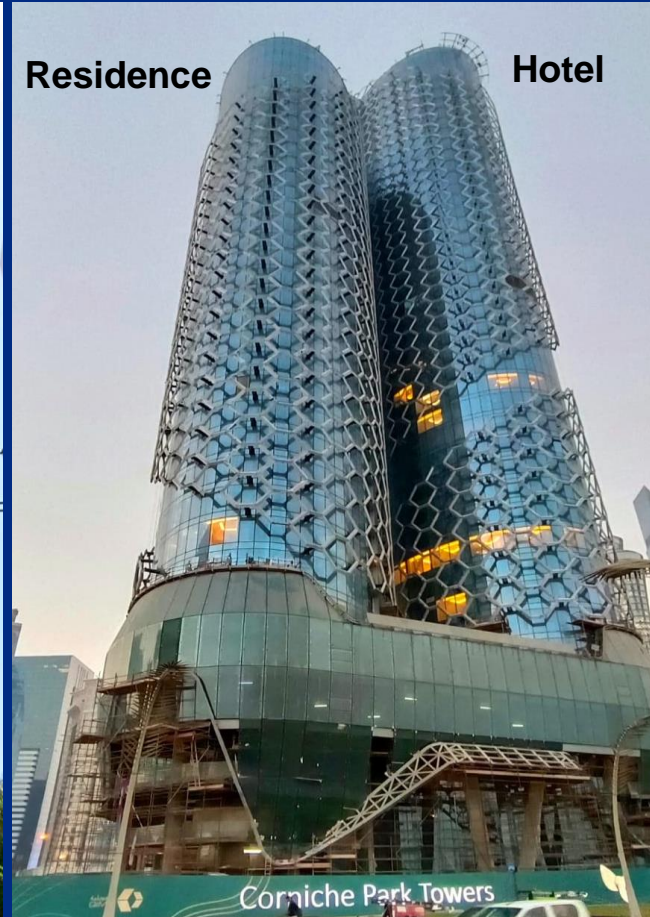
- ☐ Drywall Partition Works are in progress
- ☐ MEP 2nd Fixes are in progress
- ☐ Ceiling Closure is in progress.

Mosque

- ☐ Blockworks and Plastering works are completed.
- ☐ Finishing Works (Steel Beam Cladding, Granite Flooring & Painting Works) are ongoing.
- ☐ MEP 1st & 2nd Fixes are in progress.

Operations Update: Corniche Park Towers

Towers' External Facade



Operations Update: Corniche Park Towers

Mezzanine and Podium's Restaurants and Dining



Lifestyle Café
Counters and Hanging Shelves



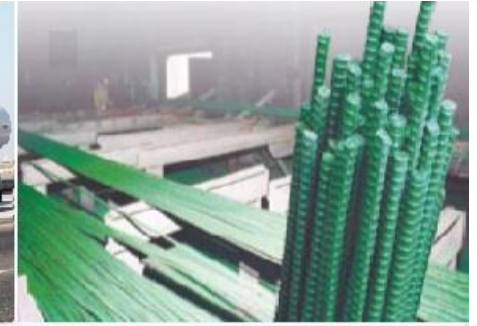
Persian Restaurant
Hookah Lounge : Banquet Seating Area



Meatery
Show Kitchen Area



All Day Dining
Hot Kitchen Counters & Hanging Shelves



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