Qatari Investors Group
مجموعة المستثمرين القطريين

QATARI INVESTORS GROUP
Q.P.S.C

INVESTORS PRESENTATION Q1 - 2021

Committed to Build Qatar

Since 2006

www.qatarinvestors.com

Agenda

Disclaimer

Overview

Group Headlines

Group Dashboard 2021

Financial Performance

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Overview

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.

Group Headlines

- Covid-19 pandemic continues to have mixed effect on group entities.
- Our response to the pandemic remains to refocus strategy on:

1 Resilience

2 Liquidity

3 Growth

- Succeeded on all fronts: Zero days of lost productivity | Improved Liquidity.
- Marked improvement in several balance sheet KPIs.

Group Dashboard Q1-2021

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Group Revenue
192m
+4%
+8m

Net Income
37m
+38%
+10m

Unrestricted Cash 31/03
482m
+84%
+221m

Net Margin
19%

Receivables 31/03
253m
-1.2%
-3m

Inventories 31/03
211m
-25%
-70m

Bank Loans
1.3b
-5.5%
-77m

Financial Performance

- In Q1-YTD, QIG achieved QAR 37 million of profit (+38% vs SPYA) on revenues of QAR 192 million(+4% vs SPYA).
- Profit per share is QAR 0.03 per share vs QAR 0.02 per share a year ago.

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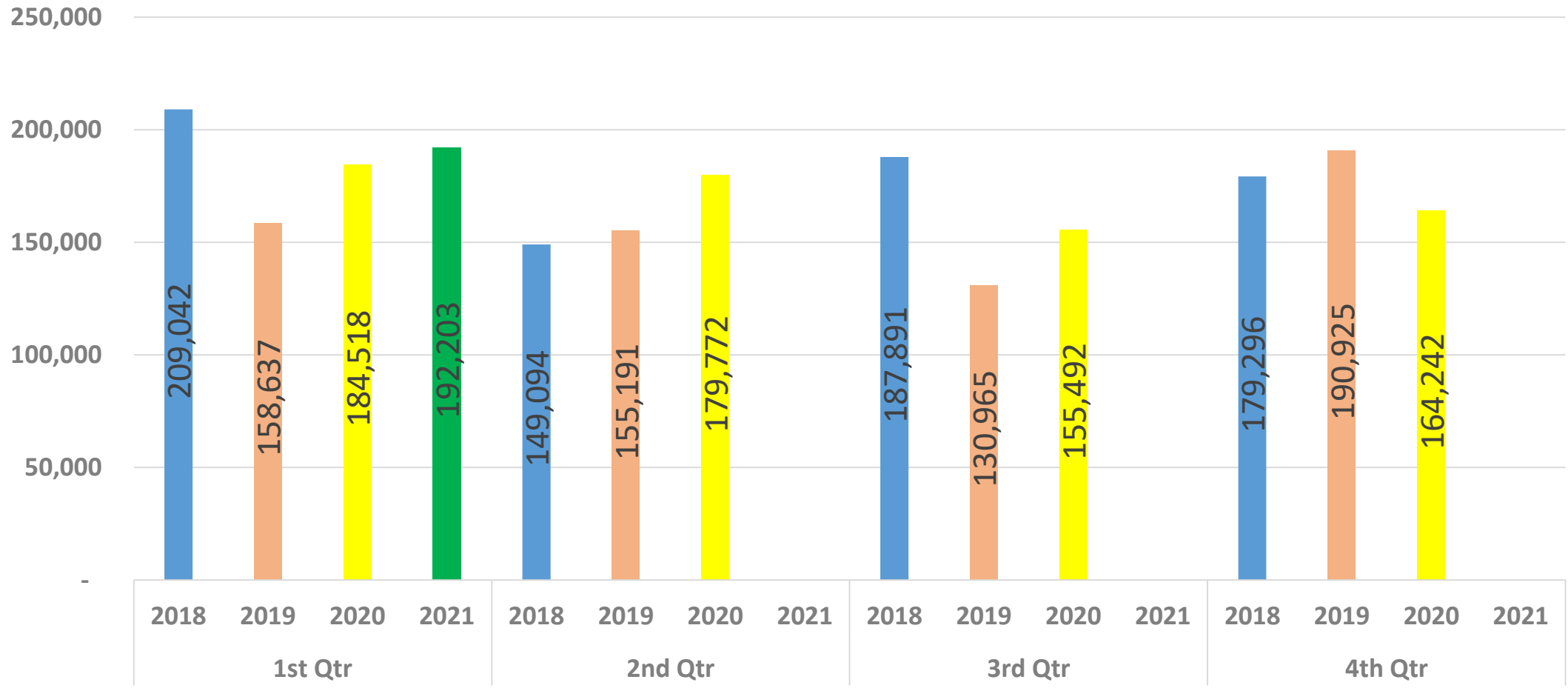
Revenue Progression



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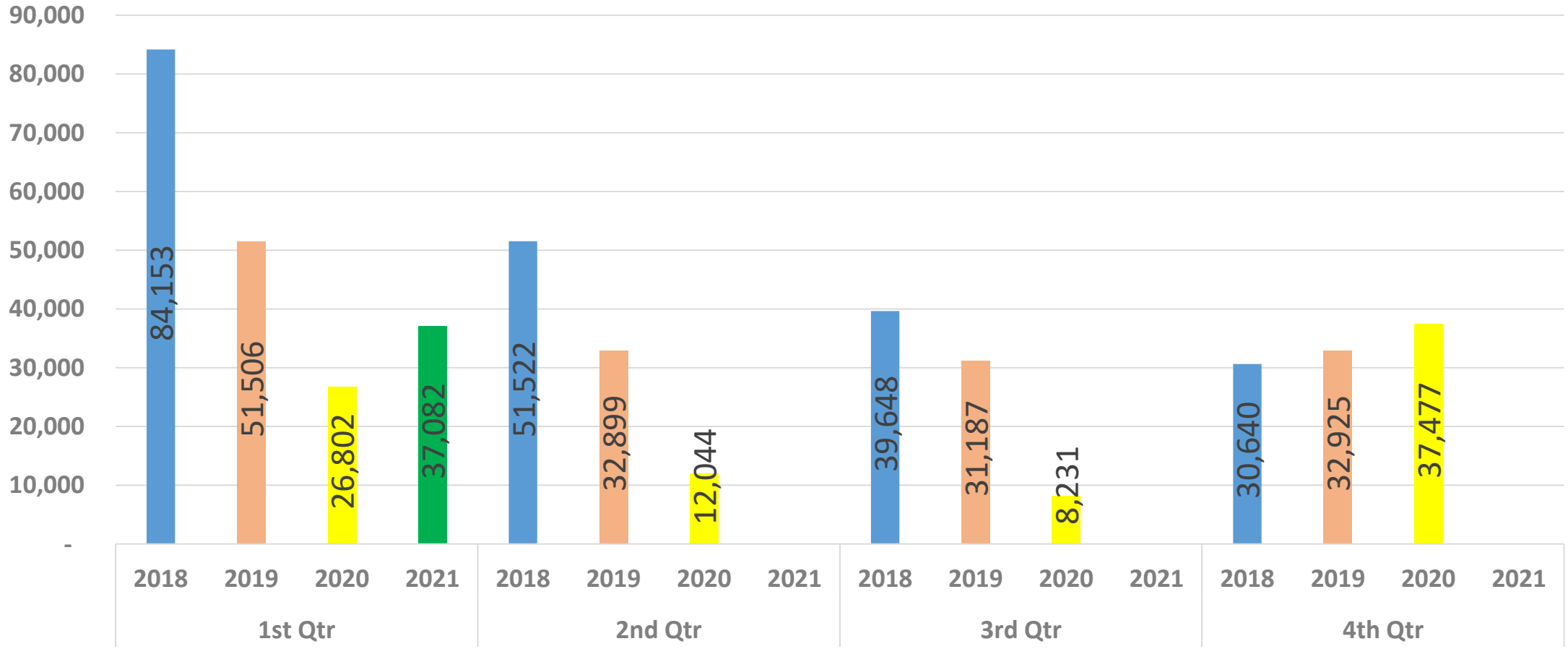
Profit progression



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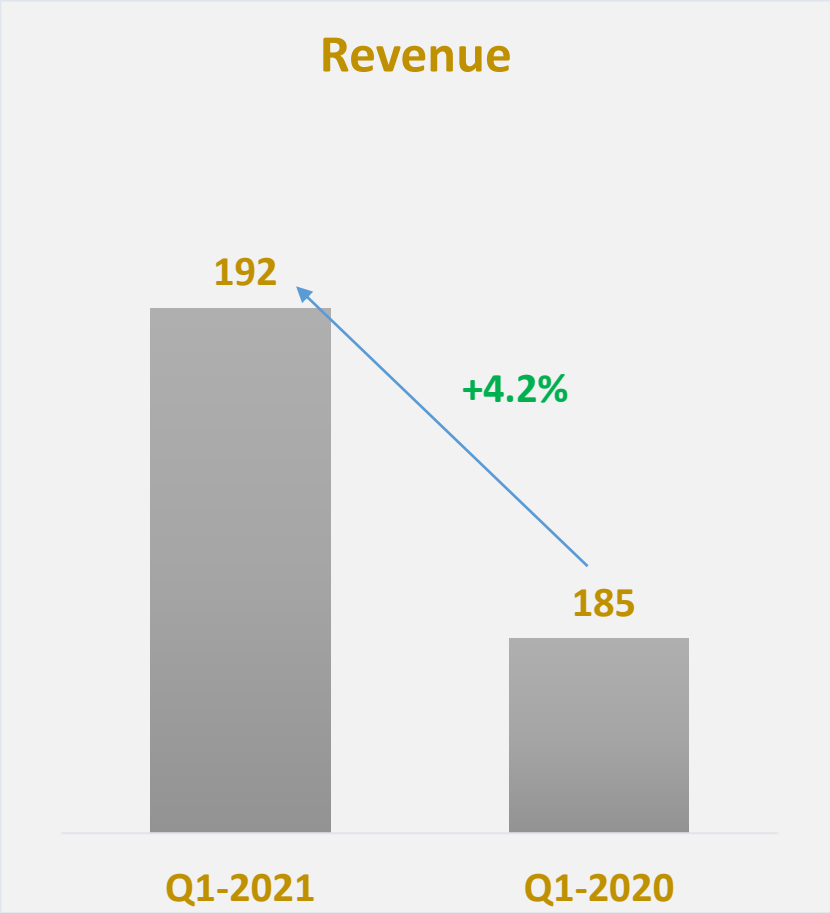
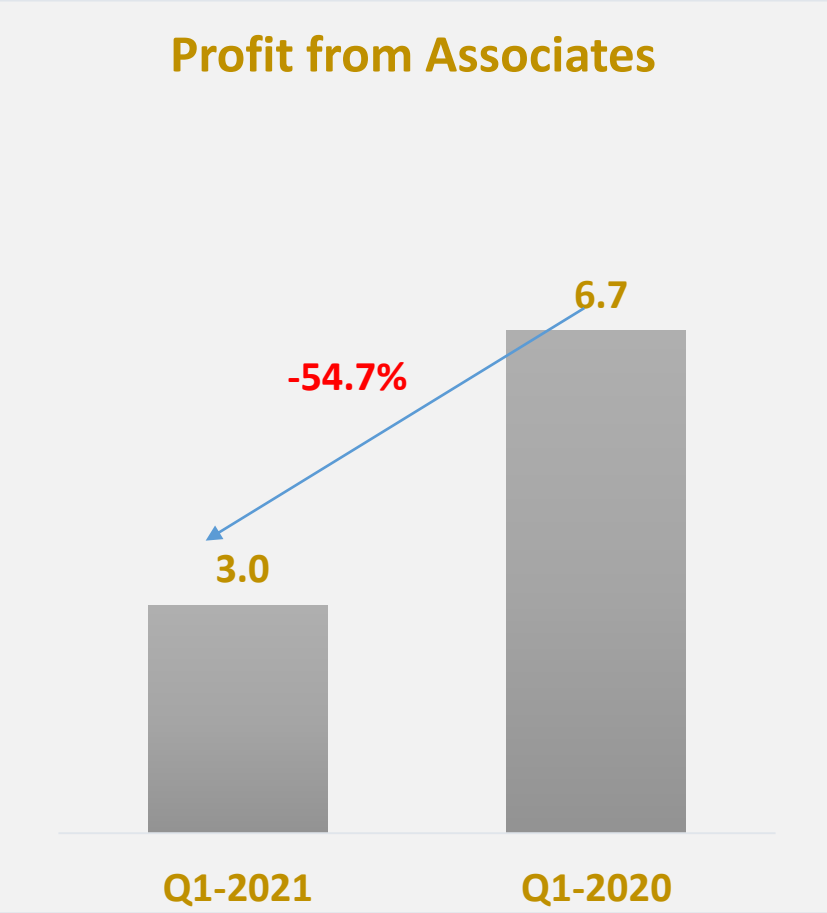
Financial Performance (QTR Comparison) QR in million





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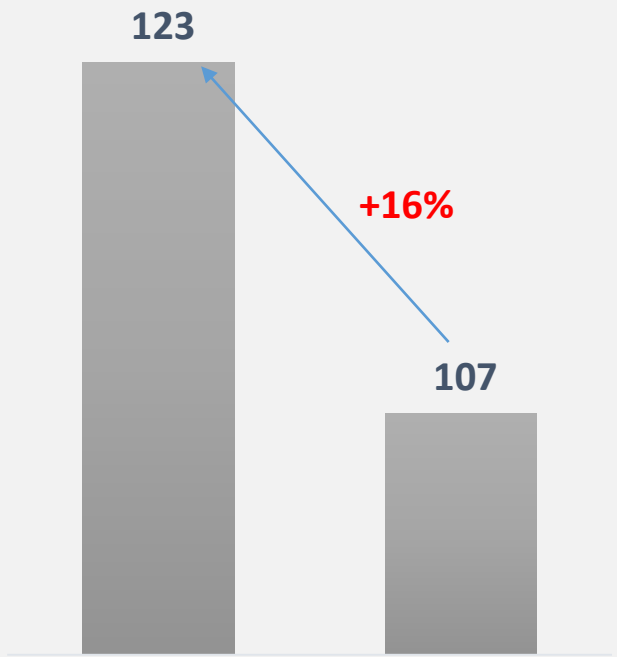
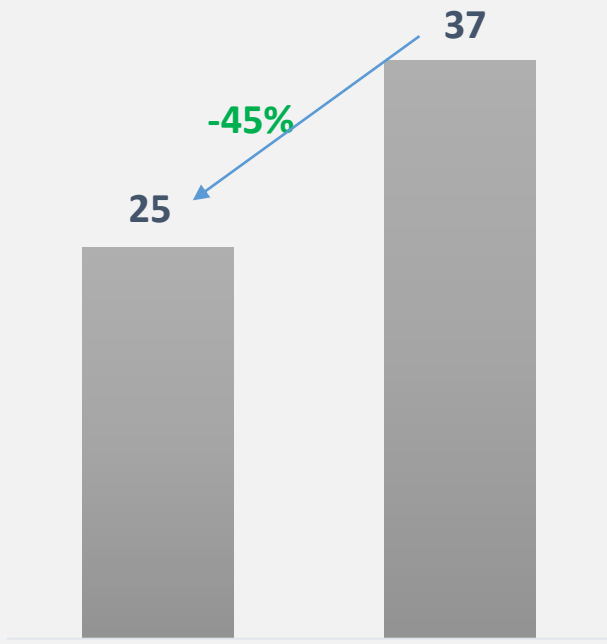
Financial Performance .... Continued

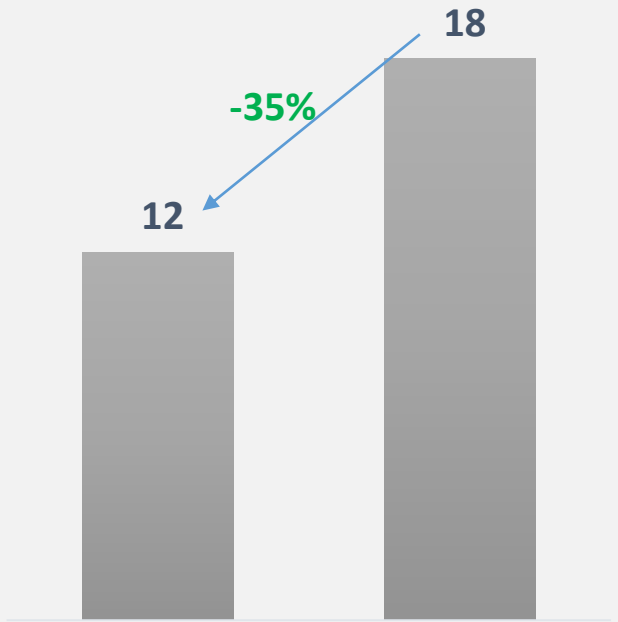
Cost of Revenue



Admin & Selling Exp



Finance Costs



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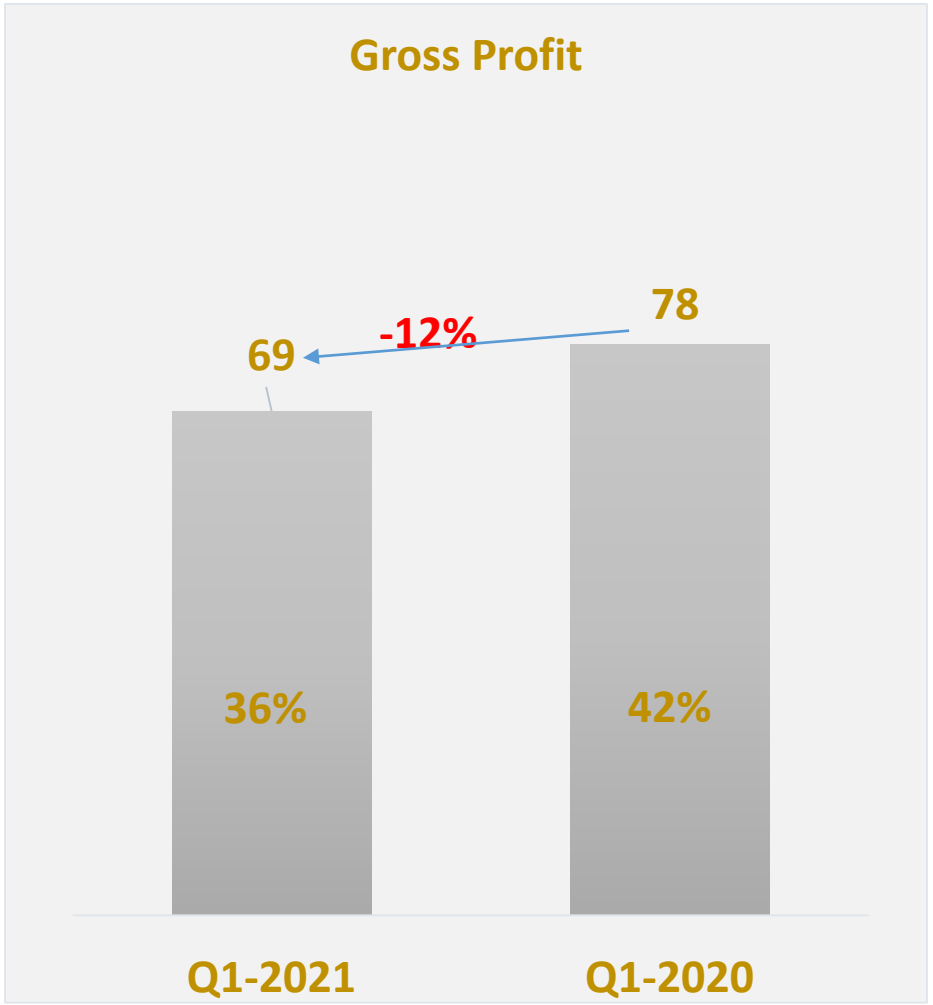
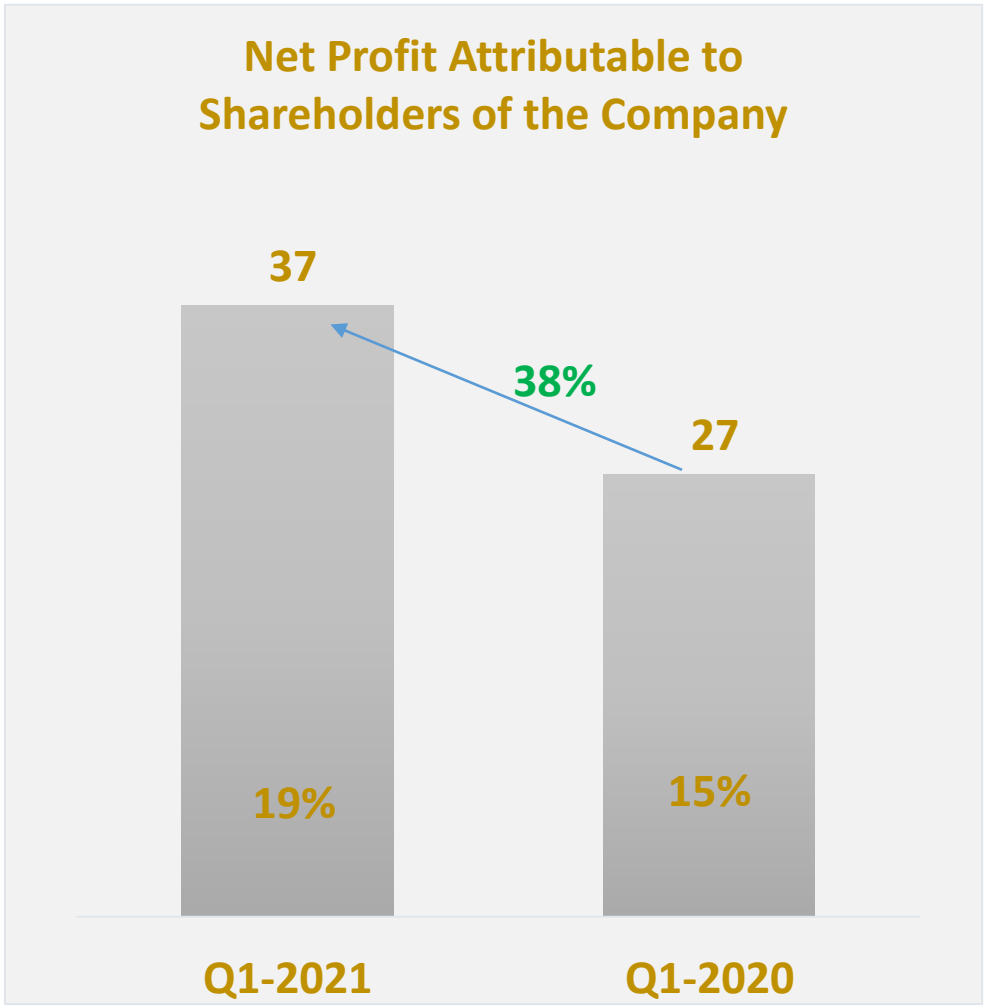
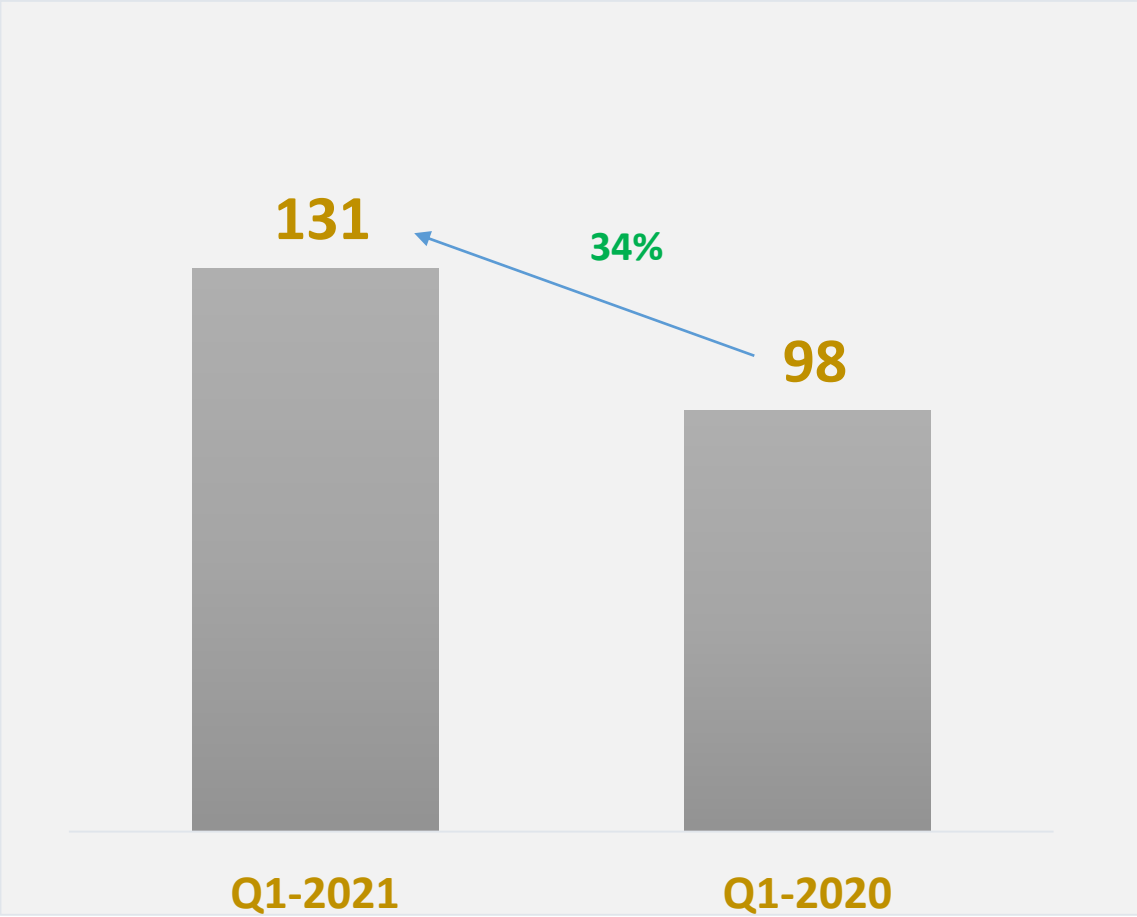
Financial Performance... Continued



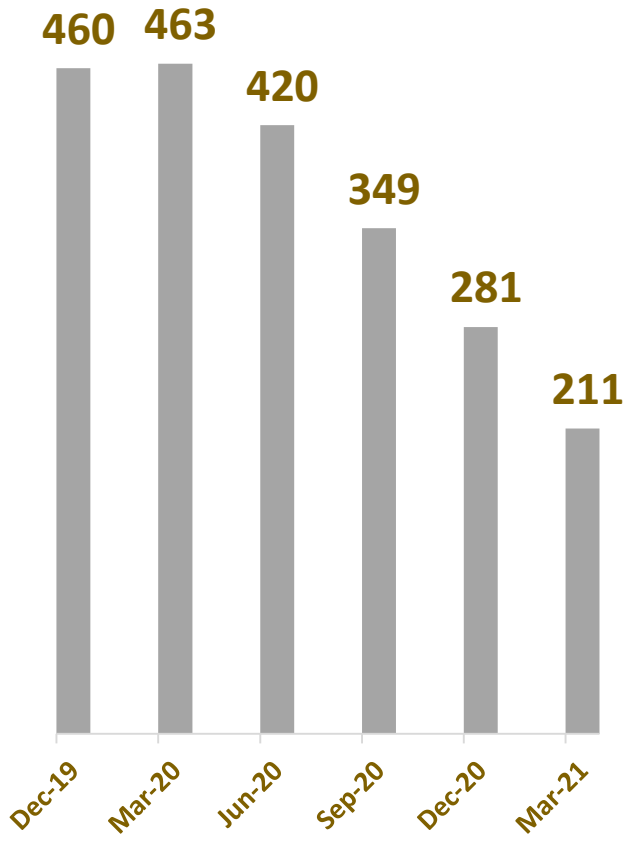


Cash generated from operations

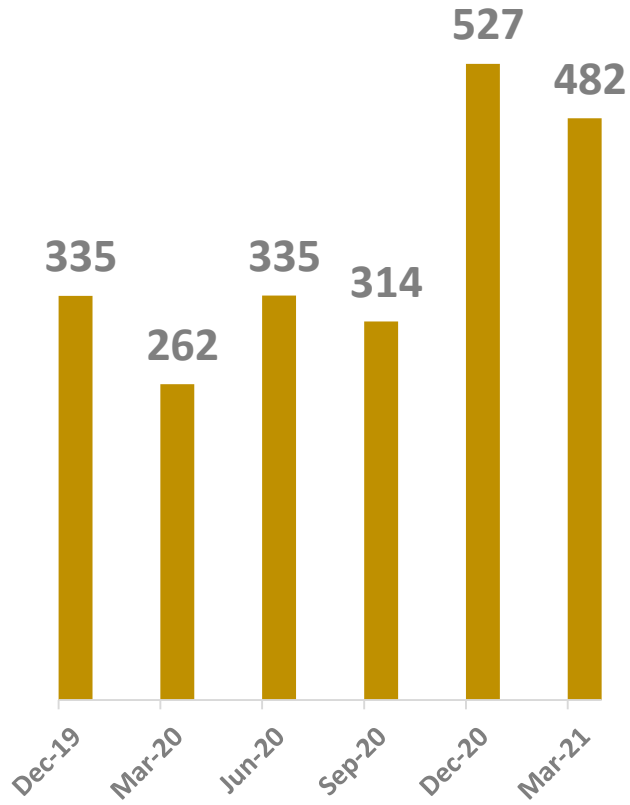


Inventories, Cash and Receivable Balances

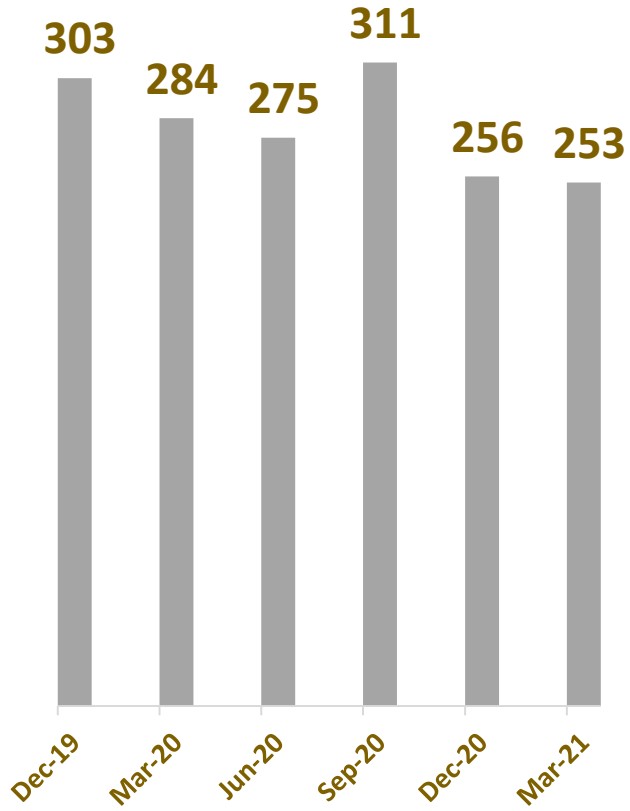
Inventories



Unrestricted Cash



Receivables



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Statement of income

QR in million	For the period ended 31 March			
	2021	**2020**	**Change**	**%**
Revenue	192	185	8	4%
Cost of revenue	(123)	(107)	(17)	16%
Gross profit	**69**	**78**	**(9)**	**-12%**
Share of profit of investment in associates	3	7	(4)	-55%
Net change in fair value of investment properties	-	-	-	
Investment income	1	1	0	11%
Selling and distribution expenses	(2)	(2)	(0)	7%
General and administrative expenses	(22)	(35)	12	-35%
Finance costs	(12)	(18)	6	-35%
Income from deposits	3	3	1	19%
Net profit for the period before tax	**40**	**34**	**6**	**18%**
Tax expense	**(1)**	**(5)**	**4**	**100%**
Net profit for the period after tax	**38**	**29**	**9**	**33%**
Attributable to:				
Owners of the Company	37	27	10	38%
Non-Controlling Interest	1	2	(1)	-39%
Net profit for the period	**38**	**29**	**9**	**33%**

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Statement of financial position

QR in million	Mar-21	Dec-20
ASSETS		
Non-current assets		
Property, plant and equipment	2,280	2,279
Right of use assets	71	73
Investment properties	763	763
Goodwill	313	313
Investment in associates	41	42
Equity investments	9	8
Total non-current assets	**3,478**	**3,478**
Current assets		
Inventories	211	281
Prepayments and other debit balances	44	42
Advances to contractors and suppliers	14	12
Due from related parties	2	2
Accounts receivable	253	256
Amounts due from customers	4	3
Cash and cash equivalents	627	639
Total current assets	**1,155**	**1,235**
Total assets	**4,632**	**4,713**

QR in million	Mar-21	Dec-20
EQUITY		
Share capital	1,243	1,243
Legal reserve	622	622
Fair value reserve	5	5
Retained earnings	924	961
Proposed dividends	-	-
Equity attributable to the owners of the Company	**2,794**	**2,831**
Non-controlling interest	46	44
Total equity	**2,840**	**2,875**
LIABILITIES		
Non-current liabilities		
Bank borrowings	1,182	1,263
Lease liabilities	66	66
Employees' end of service benefits	9	9
Total non-current liabilities	**1,257**	**1,337**
Current liabilities		
Bank borrowings	147	144
Lease liabilities	7	7
Accounts payable	17	19
Due to related parties	1	4
Retention payables	26	24
Notes payable	1	1
Accruals and other liabilities	336	302
Total current liabilities	**536**	**499**
Total liabilities	**1,793**	**1,836**
Total equity and liabilities	**4,632**	**4,713**

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Statement of cash flows

QR in thousands	Mar-21	Mar-20
OPERATING ACTIVITIES		
Net profit for the period after taxation	**38,356**	**28,896**
Adjustments for:		
Depreciation of property, plant and equipment	9,511	25,652
Depreciation on right-of-use assets	2,091	2,182
Accrued finance costs	11,616	17,798
Interest on lease liabilities	1,047	1,102
Share of profit from investments in associates	(3,023)	(6,672)
Net movement in provision for inventories	(1,230)	-
Provision for impairment of accounts receivables	776	(232)
Write off of property, plant and equipment	-	20
(Gain)/ Loss on disposal of property, plant and equipment	(649)	(920)
Provision for employees' end of service benefits	417	656
	58,912	**68,482**
Movements in working capital:		
Inventories	71,331	(3,197)
Prepayments and other debit balances	(1,828)	(1,247)
Advances to contractors and suppliers	(1,827)	3,309
Due from related parties	8	77
Accounts receivable	2,276	19,654
Contracts assets	(634)	(4,198)
Accounts payable	(1,718)	(2,352)
Due to related parties	(140)	133
Retention payables	1,668	(11)
Accruals and other liabilities	2,706	17,039
Cash generated from operations	**130,754**	**97,688**
Employees' end of service benefits paid	(152)	(185)
Finance costs paid	(1,986)	(1,311)
Net cash (used in)/ generated from operating activities	**128,616**	**96,193**

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Thank You!

For more Information please visit:
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