

INVESTORS PRESENTATION: Q1-2023



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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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Company Overview =>

Financial Performance

Operational Highlights

Company Overview

- ❑ Established in 1990 with 20:80 Government – Private Equity
- ❑ 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



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



**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



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

West Bay

Corniche Park Towers, a mix of three towers interlinked by a central core and a prestigious 4-floor retail podium, is multipurpose edifice, having Hotel, Residence and Office, built along Doha City skyline at Corniche promenade.

The 38-floor Hotel Tower:

- is a 5-star hotel and will be managed by M/S Accor
- will carry a world-leading travel and lifestyle hotel brand “Swissotel”
- will house a total number of 342 Guestrooms.

The 29-floor Residence Tower:

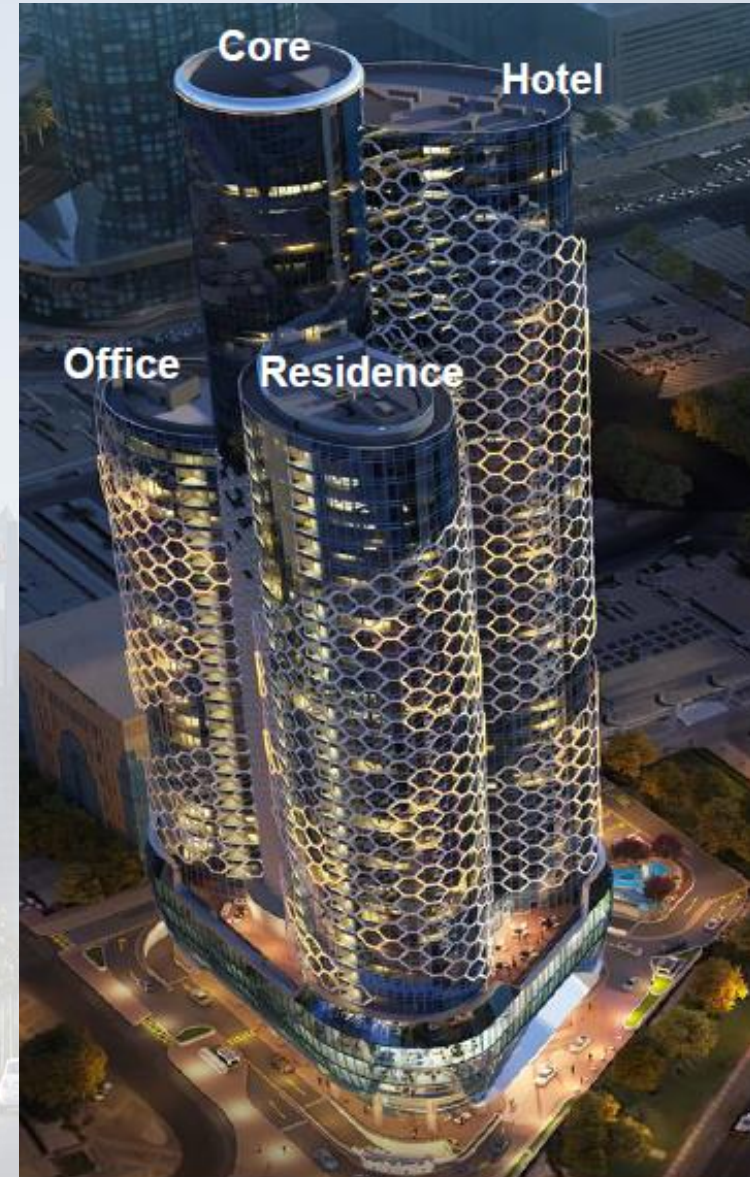
- is a luxury residential apartment,
- will carry the brand “Swissotel Residences”
- will consist a total number of 121 Bedroom Apartments.

The 24-floor Office Tower:

- is a Class A office space
- 17 floors of which will be marketed for selling or leasing.
- will house a Grab and Go café at the ground level and a Lifestyle café at the mezzanine level.

The 4-Podium levels will accommodate signature Retail areas, of approximately 4100sqm, and significant Hotel Facilities.

The Parking area will have a total of 658 car parking spaces to be located at the 4-level basement and at the ground level.



Company Overview

Financial Performance =>

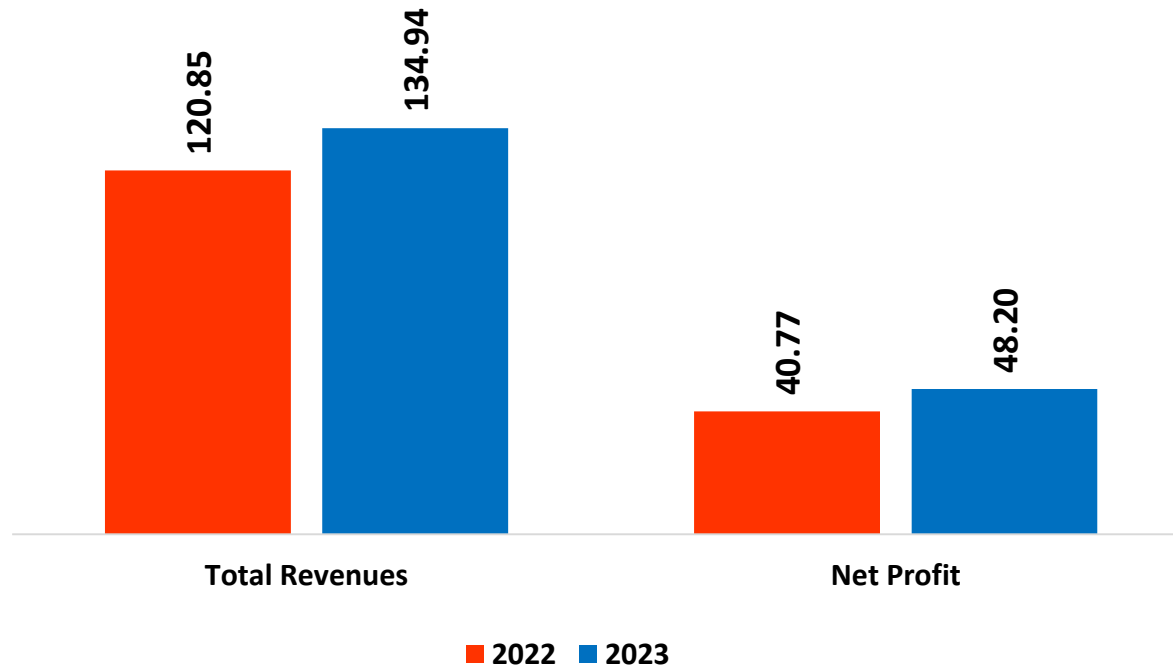
Operational Highlights

Financial Performance Overview (in QAR Millions)

	Q1-2023	Q1-2022	% Change over Last Year
Total Assets	3,603.70	3,354.82	7.4
Total Current Assets	616.02	748.00	(17.6)
Total Non-Current Assets	2,987.68	2,606.83	14.6
Total Current Liability	385.22	427.57	(9.9)
Working Capital	230.80	320.43	(28.0)
Total Equity of the Shareholders	1,795.60	1,781.62	0.8
Gross Income	134.94	120.85	11.7
Profit Before Taxes & Provisions	48.20	40.77	18.2
Other Income	16.83	9.96	69.0
Earnings Per Share (QAR)	0.101	0.086	17.4
Net Profit	48.20	40.77	18.2
Net Book Value Per Share (QAR)	3.78	3.75	0.8
Equity Attributable to Non-Controlling Interests	51.54	42.36	21.7

Total Revenues & Net Profit

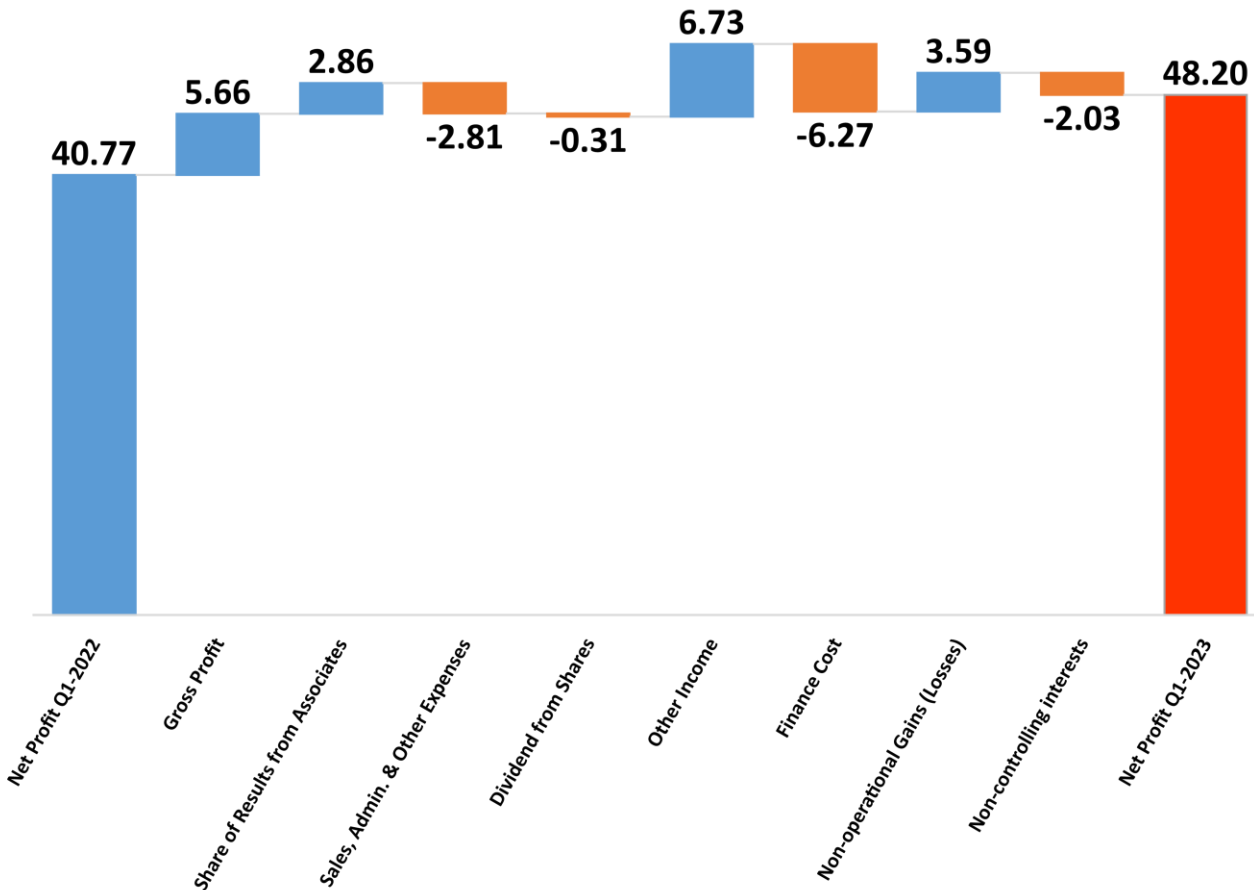
(QAR Millions)



- Total Revenues increased by 11.6% in Q1-2023 vis-à-vis Q1-2022, mainly on account of KLJ Organic Qatar, partially offset by lower revenue from QSTP.
- Net Profit up by 9%, thanks to significantly higher performance from KLJ Organic Qatar, Gasal, Q-Jet and Qatar Acids, while Amiantit and QSTP have yielded lower Net Profit than Q1-2022.

Comparative Analysis of Net Profit

(QAR Millions)

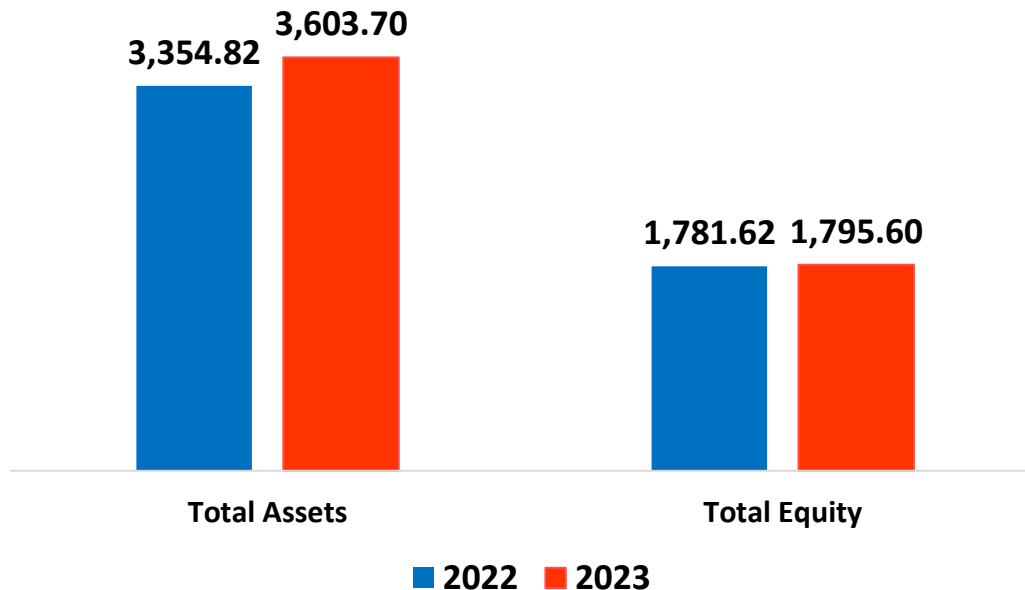


- KLJQ and Gasal have reported significantly higher profits over last year, partially offset by lower profits from Amiantit and QSTP.
- Sales & Distribution and Other Expenses up in some subsidiaries, largely in line with volume/revenue growth.

- Profit booked on partial sale of share market portfolio
- Other Income includes portion of tax exemption compensation from some associates.
- Non-Operational Gains includes adjustments related to IFRS 9 & IFRS 16 compliance

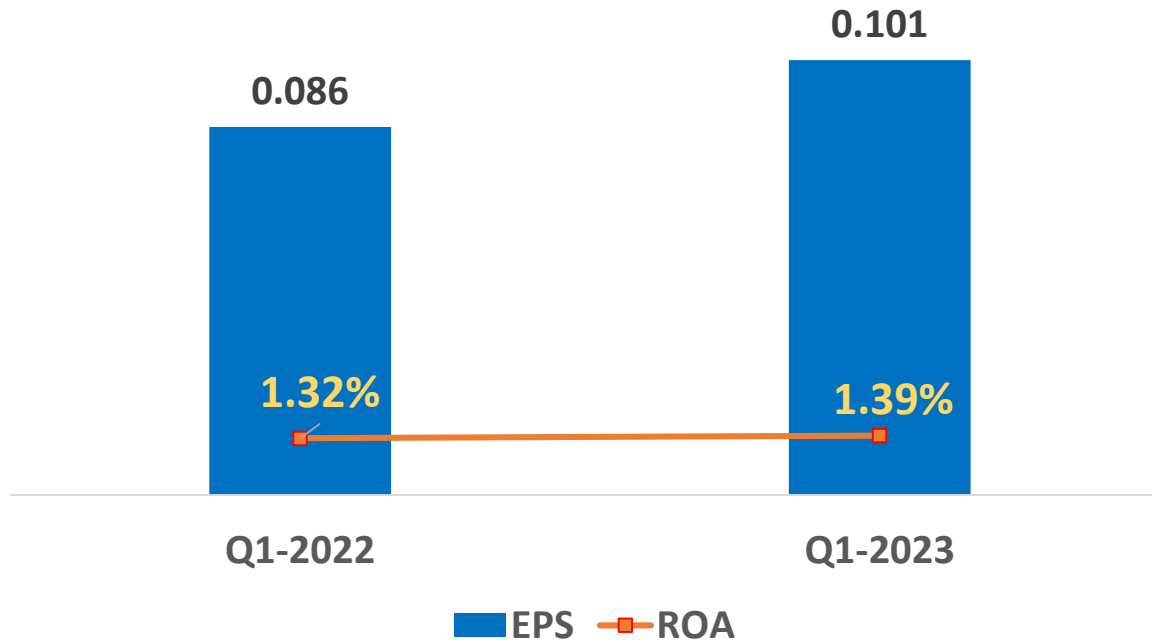
Total Assets & Total Equity

(QAR Millions)



- Additions in assets due to progress in real estate project.

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



- Both EPS & ROA are better than Q1-2022 due to higher net profit.

Project Update: Gulf Glass Factory



- Construction is currently under way and progressing according to schedule and is expected to be completed in Q3, 2023.
- First section of the building is handed-over to EPC contractor in November, 2022 to start installation of equipment.
- Shipment of various plant equipment started in December 2021. First shipment received at site in February 2022.
- So far **59** shipments have been received up-to-date (**294** containers).
- Installation of equipment has already started. Testing and commissioning will be completed in the Third quarter of 2023.
- 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 by the same civil contractor of the GGF plot.
- Commercial production is expected in Q4, 2023.

Progress Update: Real Estate

Corniche Park Towers Project



- ☐ Façade unitized panels installation work in all 3 towers is completed except for the tie back location in the Hotel Tower.
- ☐ Main Core façade work is completed except for the crown cladding installation which is nearly completed.
- ☐ Podium floors glass façade & structural band installation works are almost completed.
- ☐ Hexagonal lattice screen installation work is completed except for TC2 area in Hotel Tower.
- ☐ Tower Joinery Works in both Hotel and Apartment Towers have reached up to Level 15.
- ☐ Podium Joinery Works are in progress in Podium 3 & Podium Roof.
- ☐ Kitchen Cabinet installation in the Apartment Tower is progressing up to Level 16.
- ☐ Marble Works are in progress up to Level 36 in the Hotel Tower, up to Level 29 in the Apartment Tower and up to Level 21 in the Office Tower Toilet areas, GF – Podium Roof.
- ☐ MEP 2nd Fix Works are now almost completed from GF to Podium Roof and from Level 19 to Roof, except for QIMC Offices, Level 36 to 38.
- ☐ Glazing Works (Vanity Mirror installation) in the Hotel have reached up to Level 12 & Apartment Tower up to Level 16.
- ☐ QIMC Offices L19 to L23 Drywall Partition Works and MEP – Mechanical 1st & 2nd Fixes are in progress.
- ☐ Cold Rooms, Kitchen Counters & Equipment installation works are in progress in Basement 1 & 2 and Podium Roof.
- ☐ MEP Final Fix (Ceiling) installation has reached up to L11 & Sanitary Wares up to Level 15 in the Hotel & Apartment Towers.
- ☐ ELV Systems (SCS, GRMS, HAS) Final Fixes installation works are in progress in Hotel & Apartment Towers from Level 3 to 13.
- ☐ Vinyl Wallpaper / Wall covering is in progress on Level 3 in the Hotel, while Level 3 to 4 in the Apartment Tower.
- ☐ Wooden Parquet installation is completed from Level 3 to 7 in the Hotel, while in Apartment Tower, Level 3 completed, Level 4 to 6 is ongoing.

Progress Update: Real Estate

Corniche Park Towers Project: Actual Site Photos

Fabrication and Cladding Works



Persian Restaurant – Wooden Slats



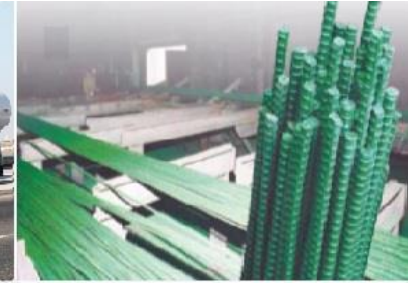
Kids' Room Cabinet at Podium 3



Podium Roof : All Day Dining



Podium Roof : Meatery Area



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