



QATARI INVESTORS GROUP
مجموعة المستثمرين القطريين

Qatari Investors Group Q.P.S.C

Investors Presentation
For the Period Ended March. 31,2023

Disclaimer

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Any forward looking statements contained in this presentation or communicated during the call carries significant risks and actual results can materially differ.

The company assumes no liability whatsoever in relation to confirm these forward looking statements.

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.











Financial Performance

For the period ended March 31, 2023



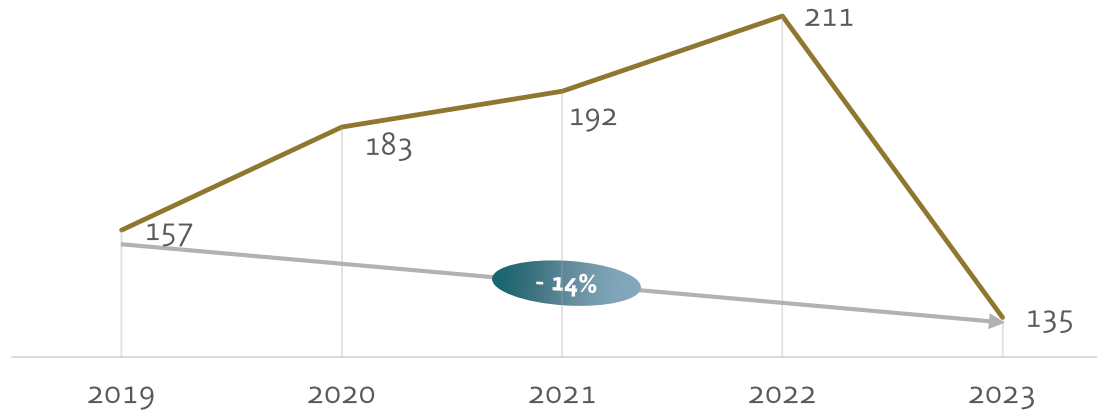
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Financial Highlight Q1, 23 – [QRm]

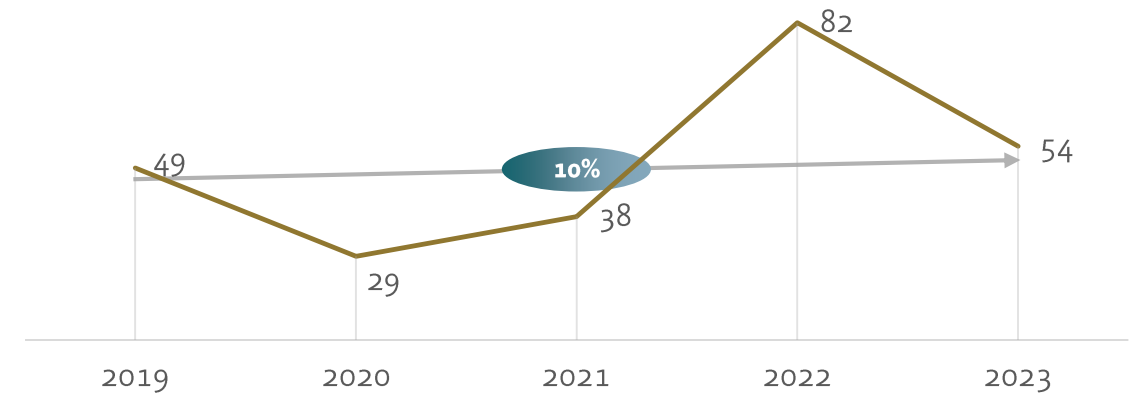
Revenue	Net Profit	EBITDA	EPS	Cash
 135 (36%) vs. last year 	 54 (33%) vs. last year 	 82 (32%) vs. last year 	 0.04 (34%) vs. last year 	 638 (20%) vs. Dec. 31,2021 
<ul style="list-style-type: none"> Major decline in Industrial sector due to the slow down in the construction sector. Decline in the Marine Services sector due to the drop in imports during the period. 	<ul style="list-style-type: none"> As a result of decline in the revenue. Slight increase in the investment & other income 	<ul style="list-style-type: none"> As a result of decline in the net profit 	<ul style="list-style-type: none"> As a result of decline in the net profit 	<ul style="list-style-type: none"> Due to payment of the loan installment and dividends. Overall market slow down in collections

Financial Performance Q1, 23 – [QRm]

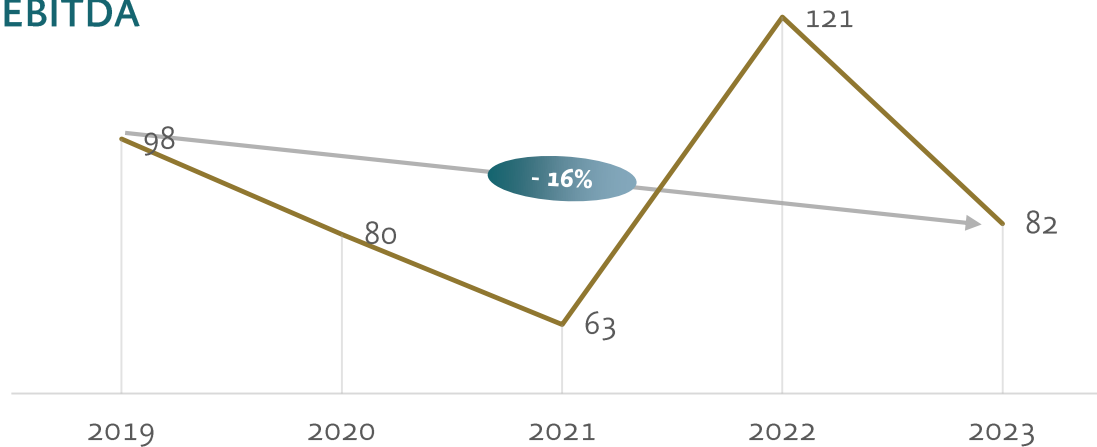
Revenue



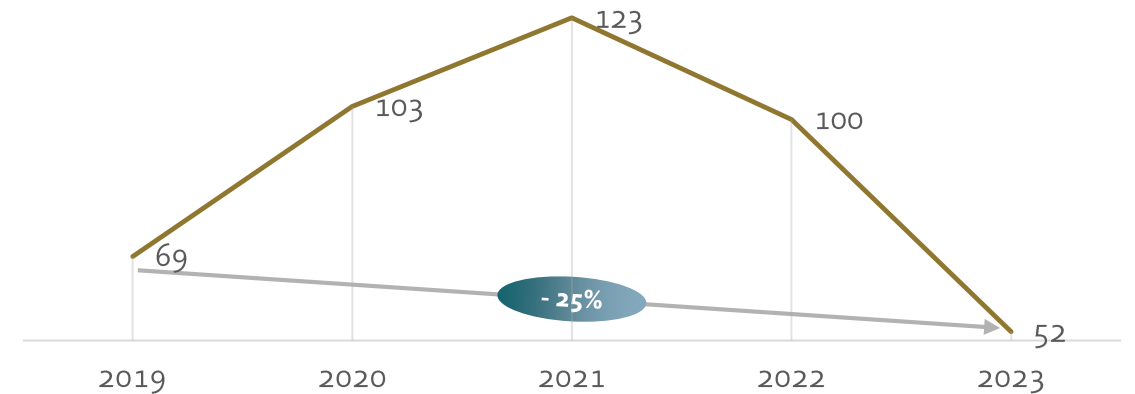
Net Income



EBITDA

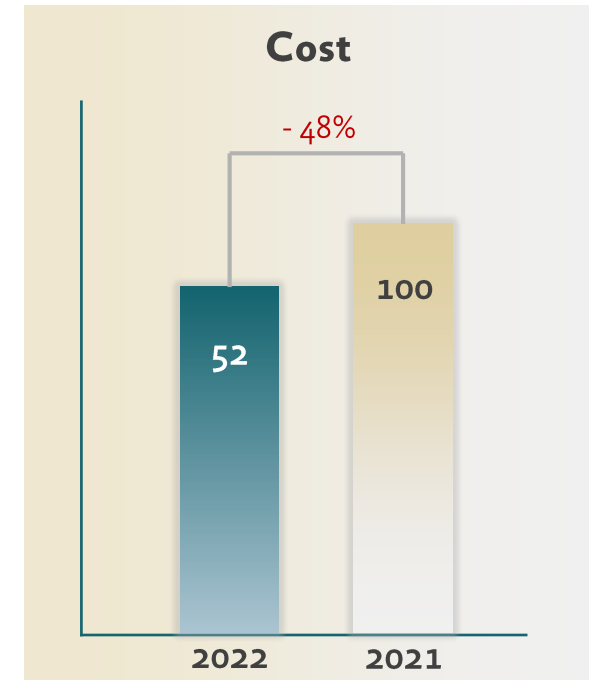
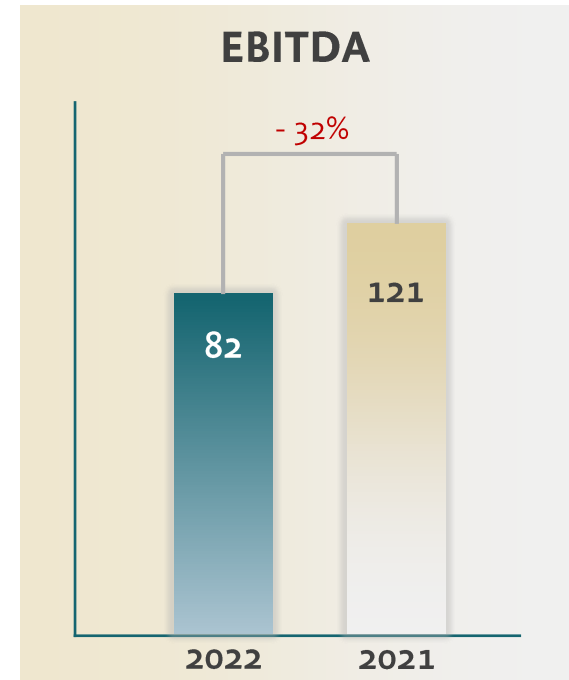
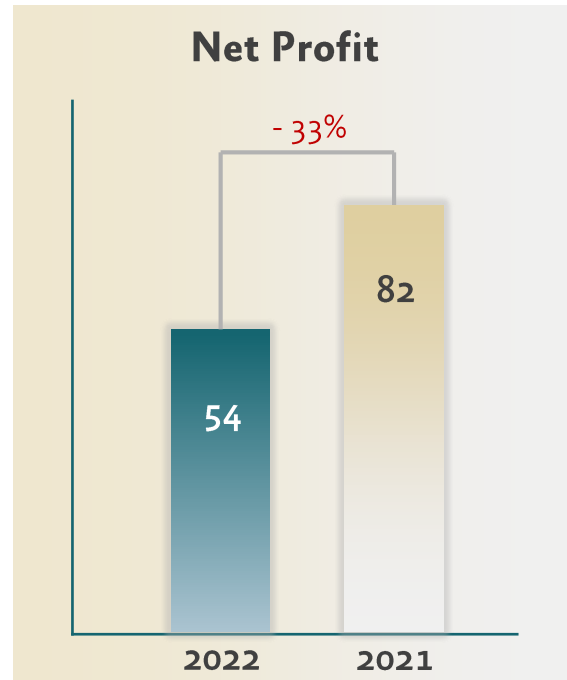
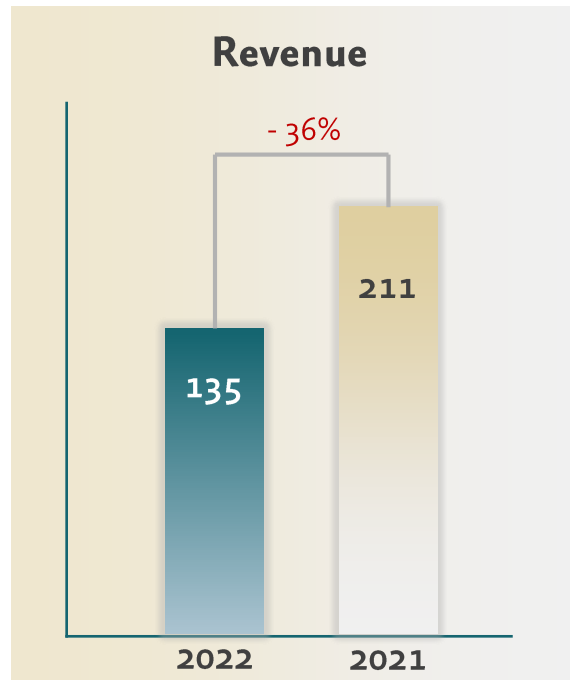


Cost of Revenue



Financial Performance Q1, 23 – [QRm]

Year on Year



Financial Performance Q1, 23 – [QRm]

Year on Year

	2023	2022	Var. %	Commentary
Revenue	134,715	210,776	(36%)	<ul style="list-style-type: none"> Major decline in revenue as a result of slow down in the construction sector. Decline in the cost of revenue as a result of production efficiencies Increase in other & investment income led by deposits interest income and Income from Invested Company Increase in the operating expenses due to the increase in provisions Decrease in the finance cost as a result of loan repayment
Cost of revenue	(51,646)	(99,605)	(48%)	
Gross profit	83,069	111,171	(25%)	
Other & Investment Income	18,485	7,903	134%	
Operating Expenses	(36,718)	(24,230)	52%	
Finance costs	(9,141)	(10,761)	(15%)	
Net profit before income tax	55,695	84,083	(34%)	
Income tax expense	(1,398)	(2,547)	(45%)	
Net profit after income tax	54,297	81,536	(33%)	
Profit per Share	0.04	0.07	(34%)	

Financial Statements

Interim Condensed Consolidated Financial Statements

For the period ended March 31, 2023



Statement of Financial Position – [QR000]

ASSETS	March 31, 23	Dec. 31, 22	LIABILITIES	March 31, 23	Dec. 31, 22	EQUITY	March 31, 23	Dec. 31, 22
Non-current assets			Non-current liabilities			Share capital	1,243,268	1,243,268
Property, plant and equipment	2,158,868	2,165,938	Bank borrowings	966,745	1,040,933	Legal reserve	621,634	621,634
Right-of-use assets	56,050	57,907	Lease liabilities	54,166	53,691	Fair value reserve	4,790	4,790
Investment properties	844,786	844,786	Employees' end of service benefits	10,278	10,353	Hedging reserve	109,699	135,529
Goodwill	242,506	242,506	Total non-current liabilities	1,031,188	1,104,977	Retained earnings	1,005,340	1,142,166
Investments in associates	34,087	29,956				Proposed dividends	-	-
Financial investments at FVTOCI	8,405	8,405	Current liabilities			Equity attributable to shareholders	2,984,730	3,147,387
Derivative financial asset	92,147	114,679	Bank borrowings	110,729	108,862	Non-controlling interests	(5,321)	(5,149)
Total non-current assets	3,436,850	3,464,178	Lease liabilities	6,000	6,273	TOTAL EQUITY	2,979,409	3,142,238
			Accounts payable	45,434	41,163			
Current assets			Due to related parties	1,553	1,358	TOTAL EQUITY AND LIABILITIES	4,635,090	4,806,816
Derivative financial asset	17,552	20,851	Retention payables	10,635	10,257			
Contract assets	11,429	18,579	Notes payable	3,508	2,631			
Inventories	192,026	155,379	Accruals and other liabilities	446,634	389,057			
Prepayments & other debit balances	53,860	52,581	Total current liabilities	624,492	559,601			
Advances to contractors & suppliers	18,027	18,852						
Accounts receivable	254,080	263,706	TOTAL LIABILITIES	1,655,681	1,664,578			
Due from related parties	13,284	12,951						
Cash and bank balances	637,982	799,739						
Total current assets	1,198,240	1,342,638						
TOTAL ASSETS	4,635,090	4,806,816						

Statement of Profit or Loss – [QR000]

	Q1, 2023	Q1, 2022
Revenue	134,715	210,776
Cost of revenue	(51,646)	(99,605)
Gross profit	83,069	111,171
Investment income	1,824	1,996
Income from short-term deposits and other income	8,942	3,353
Selling and distribution expenses	(656)	(1,080)
General and administrative expenses	(36,063)	(23,150)
Finance costs	(9,141)	(10,761)
Share of profit from investments in associates	7,719	2,554
Net profit for the year before income tax	55,694	84,083
Income tax expense	(1,398)	(2,547)
Net profit for the year after income tax	54,296	81,536
Earnings per share	0.04	0.07



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Thank You!

