



MEKDAM
HOLDING GROUP

INVESTORS RELATIONS PRESENTATION



**Investors Relations Presentation
Review of Operating and Financial
Performance
Q3 - FY 2023**



Operating Performance

Highlights – Profit or Loss

For the period ended 30th Sept 2023

Figures in QAR

	For Nine Months ended 30th September		Change
	2023	2022	
Revenue	377,129,417	363,082,693	3.9%
Gross Margin	64,366,352	52,444,623	22.7%
EBITDA	32,366,135	24,912,207	29.9%
Net Profit before Interest	31,040,290	23,707,772	30.9%
Net Profit	23,021,148	21,220,156	8.5%
Earnings Per Share (EPS)	0.297	0.282	

Highlights – Subsidiary wise Revenue Breakup

For the period ended 30th Sept 2023

Figures in QAR

Subsidiary	For Nine Months 30th September	% of Group Revenue
	2023	
Mekdam Technology - ELV	83,234,990	22.1%
Mekdam Technology - ENG	96,491,013	25.6%
Mekdam Technical Services	168,157,836	44.6%
Mekdam CAMS	15,932,085	4.2%
Mekdam Steel & Others	13,313,493	3.5%
Total:	377,129,417	



Financial Position



Highlights – Financial Position

As on period ended 30th Sept 2023

Figures in QAR

	For the Period ended		Change
	Sept 30, 2023	Dec 2022	
Current Assets	307,953,127	297,196,427	3.6%
Non-Current Assets	69,784,551	60,454,275	15.4%
Total Assets	377,737,678	357,650,702	5.6%
Financial Debt	42,499,352	124,082,842	-65.7%
Operational Liabilities	155,883,373	128,434,056	21.4%
Shareholder's Equity	179,354,953	105,133,804	70.6%
Total Liabilities and Equity	377,737,678	357,650,702	5.6%

Highlights – Financial Indebtedness

As on period ended 30th Sept 2023

Figures in QAR

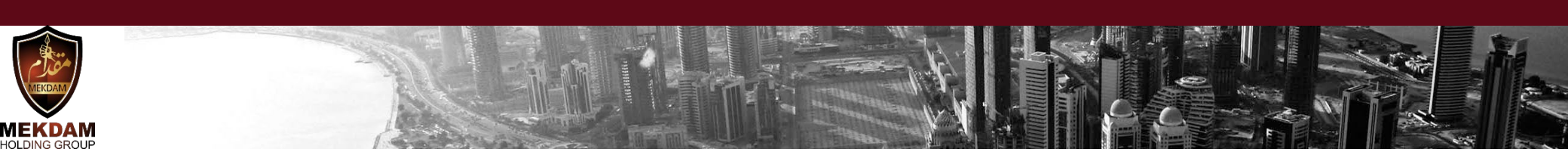
Net Financial Indebtedness	As on Period ended		Change
	September 30, 2023	Dec 2022	
Short Term Financial Loans	42,499,352	119,531,430	-64.4%
Non-Current Financial Loans	-	4,551,412	-100.0%
Total Financial Indebtedness	42,499,352	124,082,842	-65.7%
Cash & Cash Equivalents	55,275,113	21,717,832	154.5%
Net Financial Indebtedness	(12,775,762)	102,365,010	-112.5%

Highlights – Financial Covenants

As on period ended 30th Sept 2023

Figures in QAR

Key Analytics	As on Period ended		Change
	September 30, 2023	December 31, 2022	
Current Assets	307,953,127	297,196,427	3.6%
Current Liabilities	158,396,145	229,024,346	-30.8%
Current Ratio	1.94	1.30	49.8%
Total Financial Debt	42,499,352	124,082,842	-65.7%
Equity	179,354,953	105,133,804	70.6%
Debt to Equity	0.24	1.18	-79.9%
Debt to Equity (On Market Cap QAR 546 m)	0.08	0.23	-65.7%
Interest Coverage Ratio (times)	4.0	10.0	-59.7%



Business Size & Backlog

Highlights – Subsidiary wise Contracts Backlog

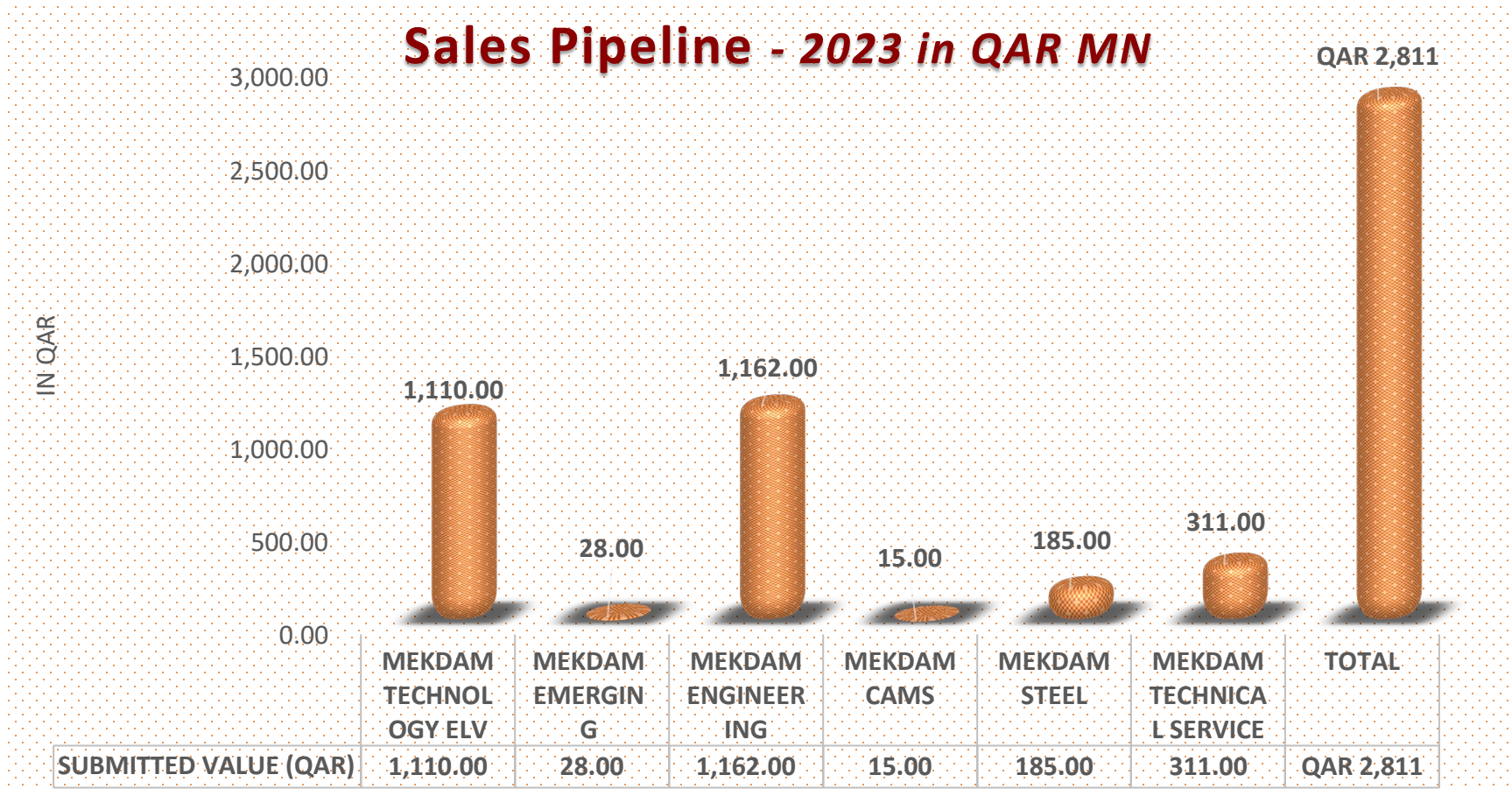
For the period ended 30th Sept 2023

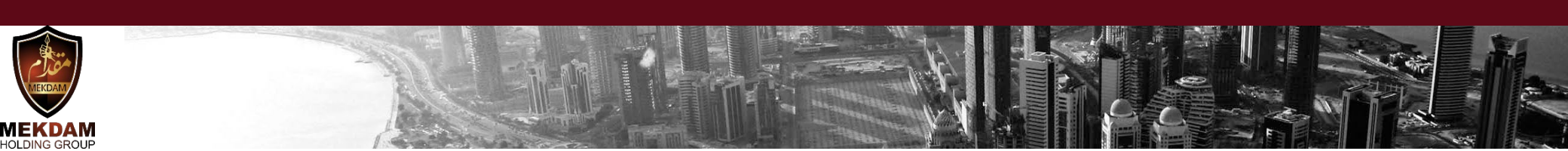
Figures in QAR

Subsidiary	Contract Value	Revenue to Complete
Mekdam Technology (ELV)	474,776,100	122,959,640
Mekdam Technology (ENG)	642,229,705	337,919,111
Mekdam Technical Services	1,651,177,387	1,247,214,716
Mekdam CAMS	11,803,758	7,503,006
Mekdam Steel	25,075,269	11,511,938
Total	2,805,062,219	1,727,108,411



Sales Pipeline





STATUS ON SHARE CAPITAL INCREASE



Highlights – Capital Structure Revision

Action	Target Dates	Comments	Status
Holding the extraordinary general assembly	Sunday June 11, 2023	Approval of the increase	Completed
The approval of the Authority to list the subscription rights	Sunday June 18, 2023		Completed
Rights issue trading period	Tuesday July 4, 2023 Monday July 17, 2023	10 trading days	Completed
subscription period	Tuesday July 25, 2023 Monday August 7, 2023	10 trading days	Completed
Sale of unsubscribed shares	Tuesday August 14, 2023 Monday August 27, 2023	10 trading days	Completed
Holding the extraordinary general assembly	Sunday September 24, 2023	Amending the article of association	Completed on 10th Sept 2023



Thank You

Mekdam Holding Group Q.P.S.C.

E1, Zone 55, Al Waab City, P.O. Box 1231, Doha – Qatar | Tel: +974 4405 9000 Fax: +974 4405 9111