



MEKDAM
HOLDING GROUP

INVESTORS RELATION CONFERENCE CALL

30th Apr 2023



**Investors Relations Conference Call
Review of Operating and Financial
Performance
Q1 - FY 2023**

Highlights – Profit or Loss

For the period ended 31st Mar 2023

Figures in QAR

	For Three Months ended 31 st March		Change
	2023	2022	
Revenue	127,488,746	125,076,327	1.9%
Gross Margin	21,877,752	17,816,497	22.8%
EBITDA	12,308,893	9,939,849	23.8%
Net Profit before Interest	11,903,958	9,551,666	24.6%
Net Profit	9,678,674	9,478,413	2.1%
Earnings Per Share (EPS)	0.129	0.126	2.1%

Highlights – Subsidiary wise Revenue Breakup

For the period ended 31st Mar 2023

Figures in QAR

Subsidiary	For Three Months 31st March	% of Group Revenue
	2023	
Mekdam Technology	54,376,730	42.7%
Mekdam Technical Services	64,457,990	50.6%
Mekdam CAMS	5,838,892	4.6%
Mekdam Steel & Others	2,815,134	2.2%
Total:	127,488,746	

Highlights – Financial Position

As on period ended 31st Mar 2023

Figures in QAR

	For the Period ended		Change
	March 31, 2023	Dec 2022	
Current Assets	284,647,144	297,196,427	-4.2%
Non-Current Assets	62,492,176	60,454,275	3.4%
Total Assets	347,139,320	357,650,702	-2.9%
Financial Debt	118,981,534	124,082,842	-4.1%
Operational Liabilities	137,145,308	128,434,056	6.8%
Shareholder's Equity	91,012,478	105,133,804	-13.4%
Total Liabilities and Equity	347,139,320	357,650,702	-2.9%

Highlights – Financial Covenants

As on period ended 31st Mar 2023

Figures in QAR

Key Analytics	As on Period ended		Change
	March 31, 2023	December 31, 2022	
Current Assets	284,647,144	297,196,427	-4.2%
Current Liabilities	211,865,994	229,024,346	-7.5%
Current Ratio	1.34	1.30	3.5%
Total Financial Debt	118,981,534	124,082,842	-4.1%
Equity	91,012,478	105,133,804	-13.4%
Debt to Equity	1.31	1.18	10.8%
Debt to Equity (On Market Cap QAR 420 m)	0.28	0.30	-4.1%
Interest Coverage Ratio (times)	5.5	135.7	-95.9%

Highlights – Financial Indebtedness

As on period ended 31st Mar 2023

Figures in QAR

Net Financial Indebtedness	As on Period ended		Change
	March 31, 2023	Dec 2022	
Short Term Financial Loans	113,813,856	119,531,430	-4.8%
Non-Current Financial Loans	5,167,678	4,551,412	13.5%
Total Financial Indebtedness	118,981,534	124,082,842	-4.1%
Cash & Cash Equivalents	31,210,658	21,717,832	43.7%
Net Financial Indebtedness	87,770,876	102,365,010	-14.3%

Highlights – Subsidiary wise Contracts Backlog

For the period ended 31st Mar 2023

Figures in QAR

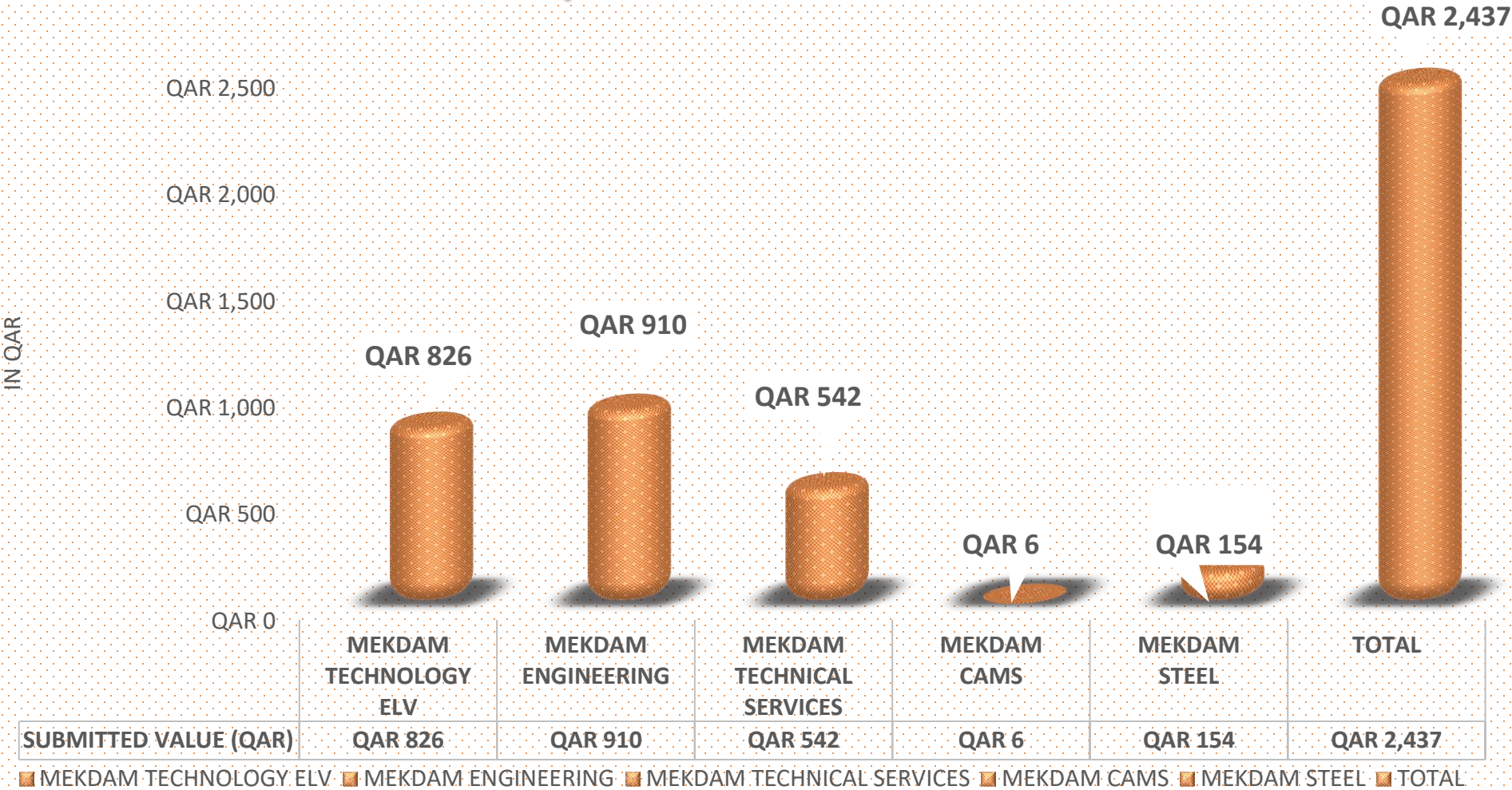
Subsidiary	Contract Value	Revenue to Complete
Mekdam Technology (ELV)	444,221,566	158,822,458
Mekdam Technology (ENG)	602,906,712	415,986,079
Mekdam Technical Services	1,086,464,513	784,480,934
Mekdam CAMS	10,673,442	7,205,014
Mekdam Steel	19,333,391	13,990,793
Total	2,163,599,624	1,380,485,279



Total Pipeline, Revenue Growth, Project Backlog, Awarded Projects



Sales Pipeline - 2023 in QAR MN





SHARE CAPITAL INCREASE



Highlights – Capital Structure Revision

As on period ended 31st Mar 2023

- Share Capital increase of QAR 30.0 million is recommended to strengthen the existing capital structure of MHG due to support high revenue growth during past three years.
- Share Capital will be revised from QAR 75.0 million to QAR 105.0 million
- New Share Capital to be raised through private placement of 30 million shares to existing shareholder in the ratio of 2 (Two) new shares to be subscribed at rebated value of QAR 2.51 against each 5 (Five) Shares currently held.
- New Share Capital will improve the gearing and liquidity ratios
- New Share Capital will improve investor, capital market and other stakeholder's confidence
- Below are some revenue vs loans vs shareholder's equity highlights necessitating the increase in share capital

Key Highlights	2022	2021	2020	CAGR
Revenue	526,984,257	284,264,816	146,334,982	53%
Financial Loans	124,082,842	30,182,628	15,298,090	101%
Shareholder's Equity	105,133,804	88,379,314	59,823,523	21%



Thank You

Mekdam Holding Group Q.P.S.C.

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