



QATARI INVESTORS GROUP
مجموعة المستثمرين القطريين

QATARI INVESTORS GROUP Q.P.S.C.

FINANCIAL RESULTS : PERIOD ENDED 30 SEPTEMBER 2019

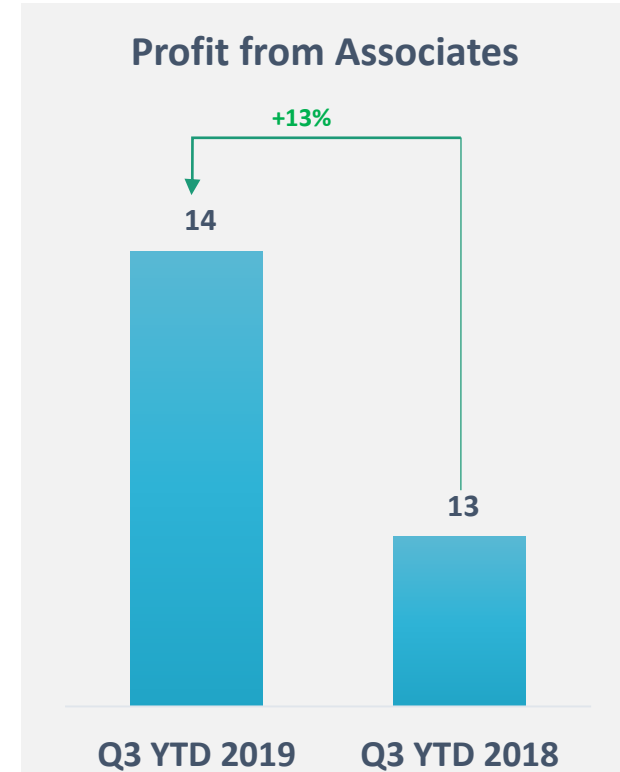
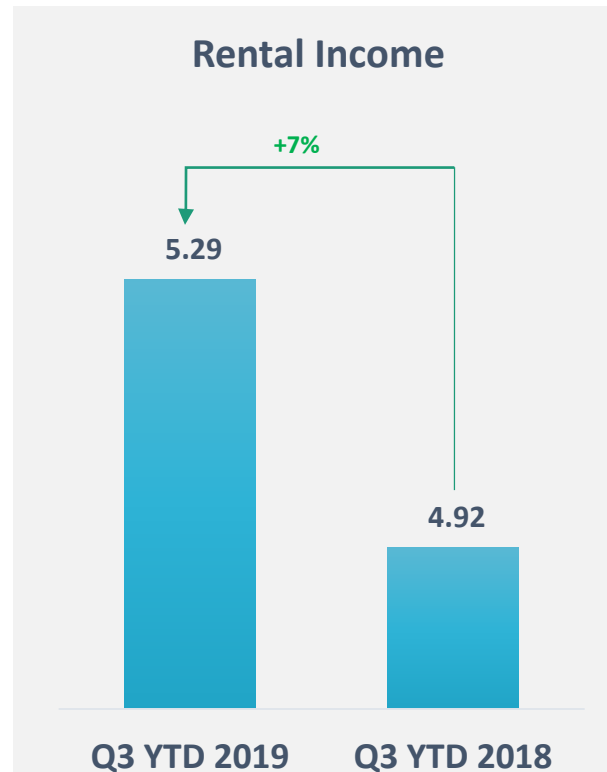
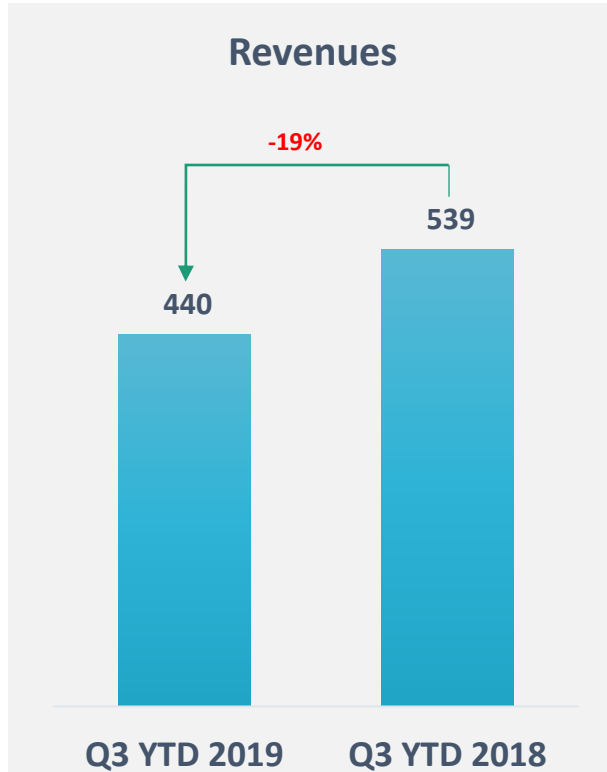
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- Any forward looking statement contained in this presentation or communicated during the call carries significant risks and actual results can materially differ . The company assumes no liability whatsoever to conform them to future decisions or events or even to update these forward-looking statements should they change.

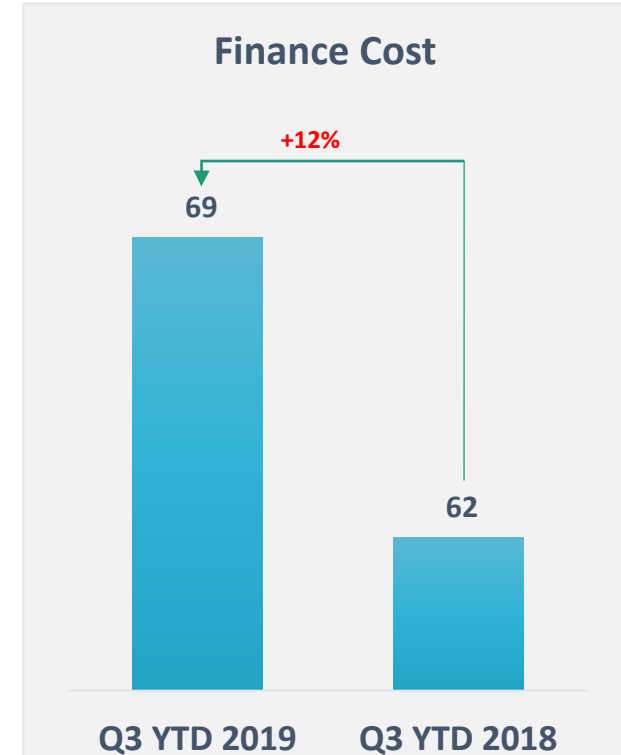
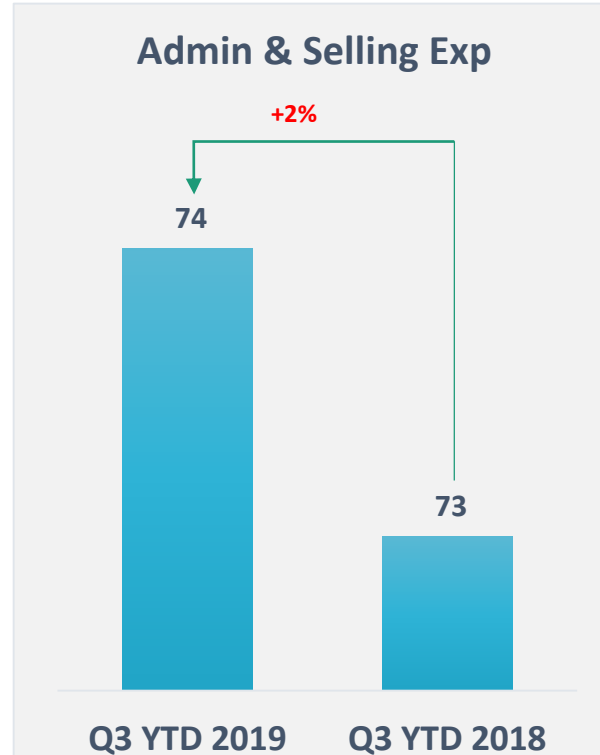
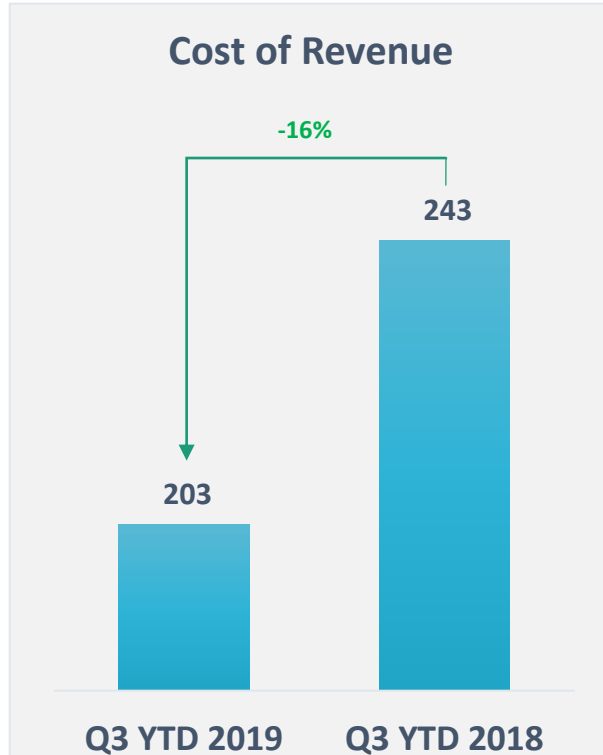
Key points to note

- On a year to date, QIG achieved QAR 115.59 million of profit (-34% vs SPYA) on revenues of QAR 439.5 million(-19.0% vs SPYA).
- In Quarter 3, QIG achieved QAR 30.6 million of profit (-21% vs SPYA) on revenues of QAR 129.2 million(-16% vs SPYA). This is also 16 percent lower than Q2 on revenues and 5% lower on profit.
- Profit per share is QAR 0.09 per share vs an adjusted QAR 0.14 per share a year ago.
- Rescheduling of long term borrowings.

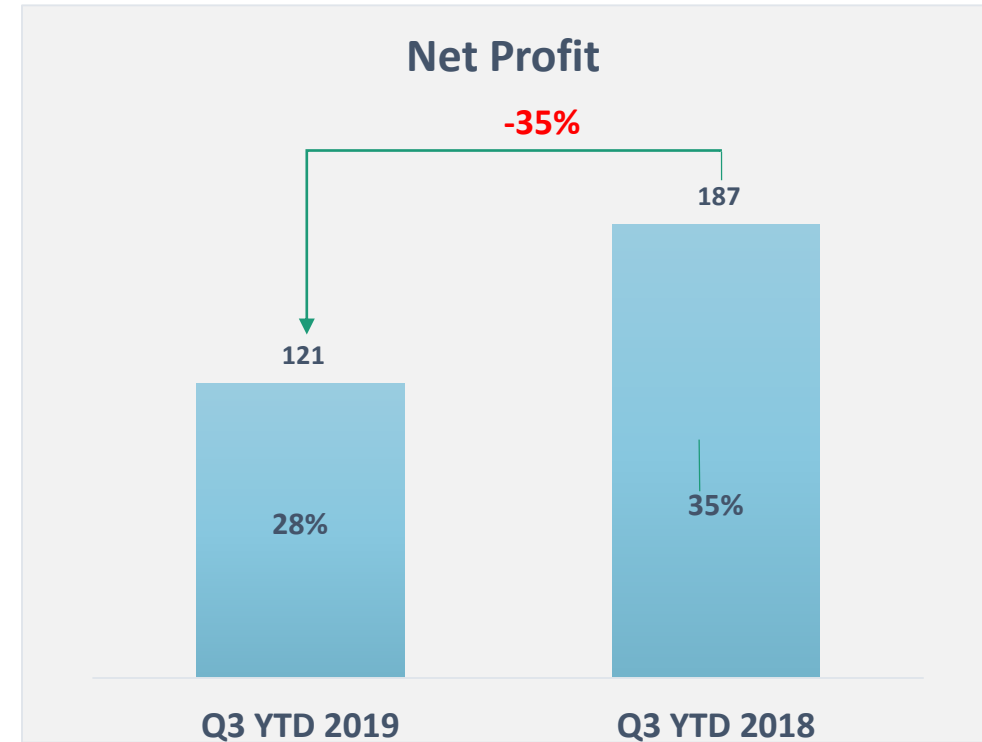
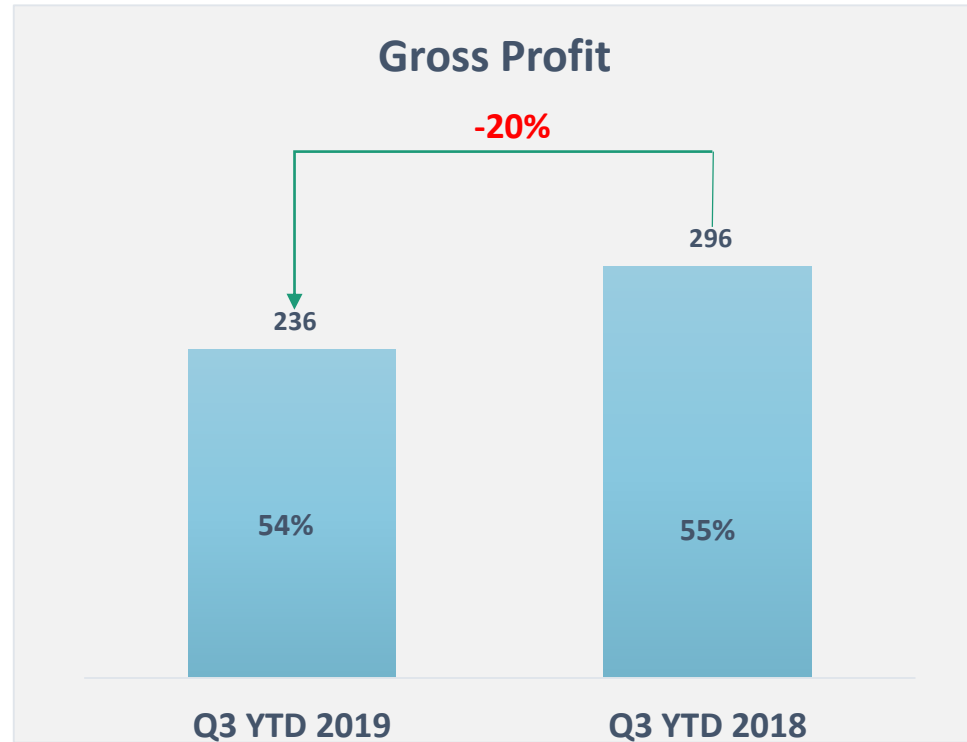
Financial Performance (YoY) QR in million



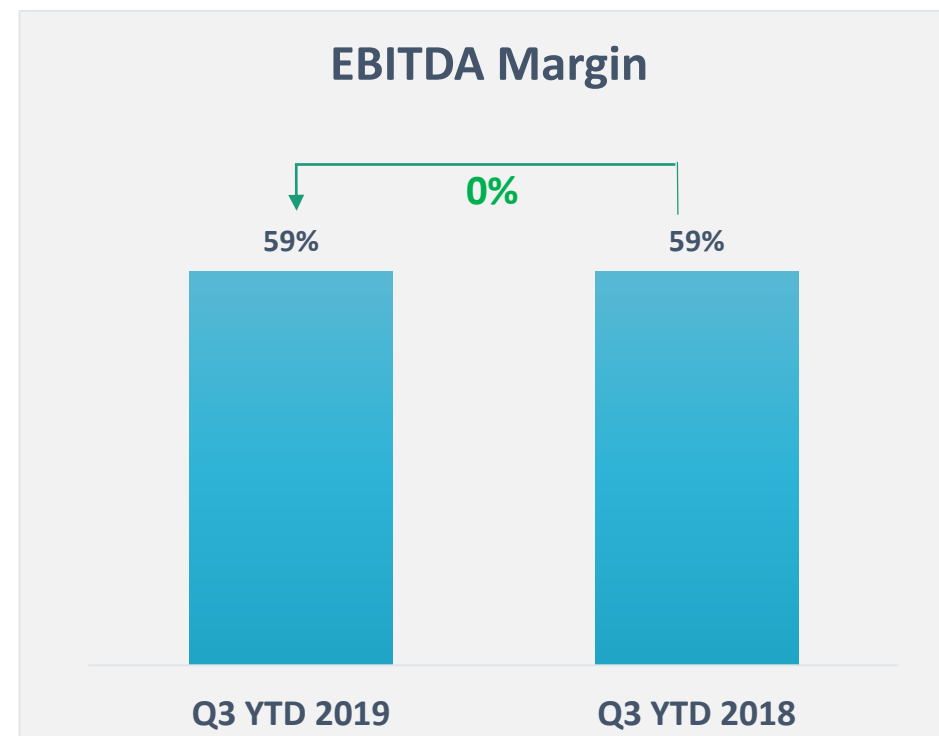
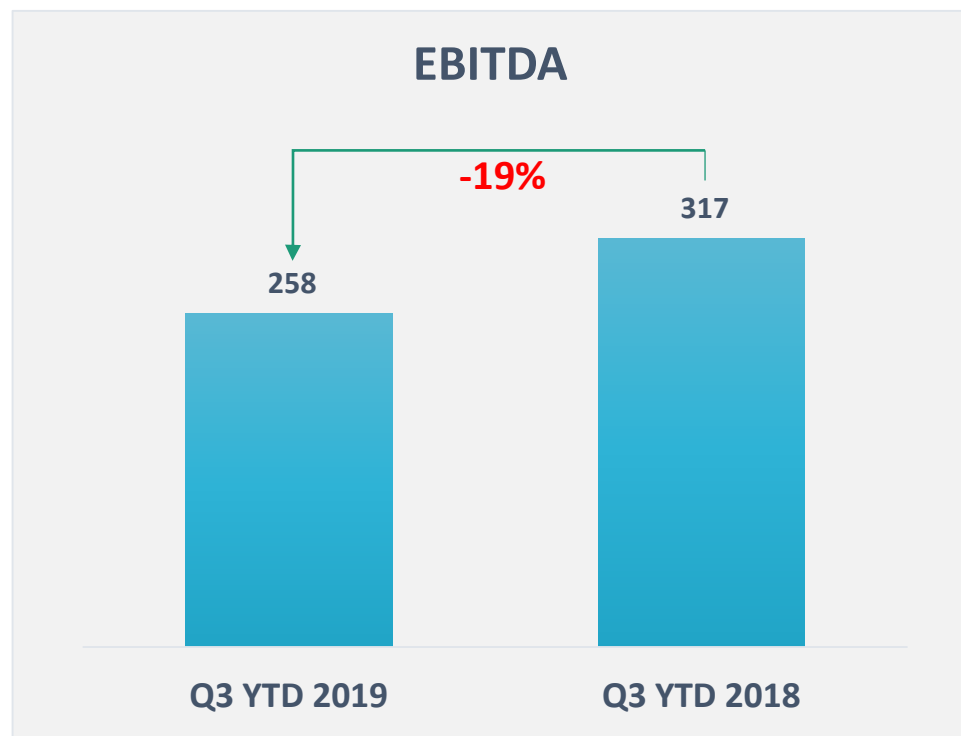
Financial Performance (YoY)... continued



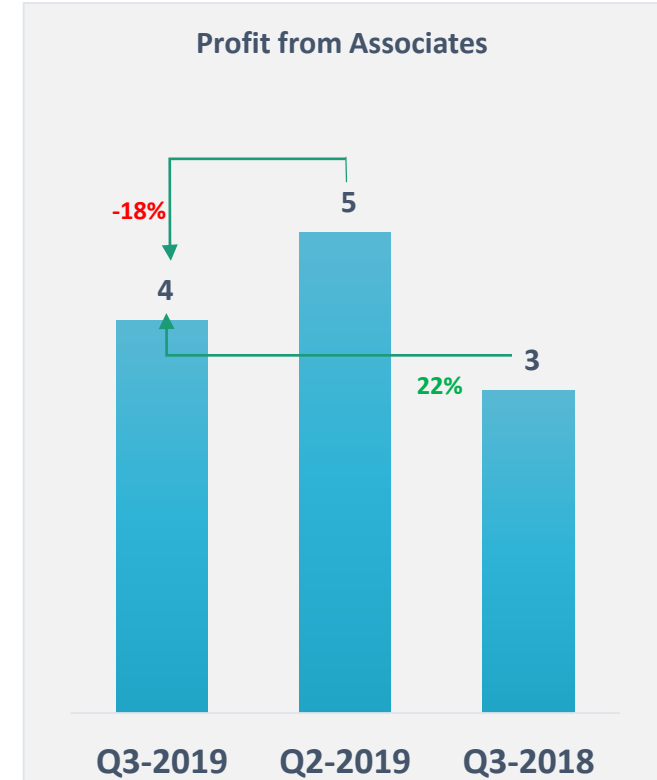
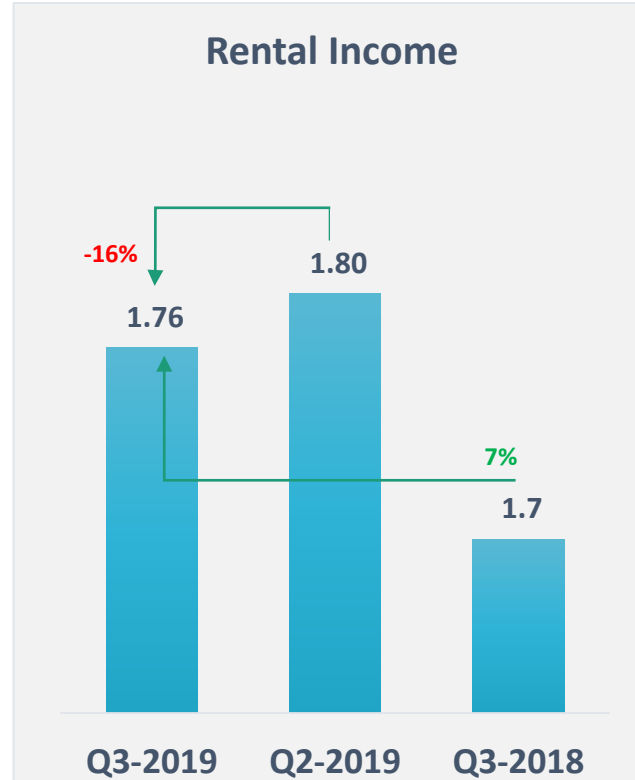
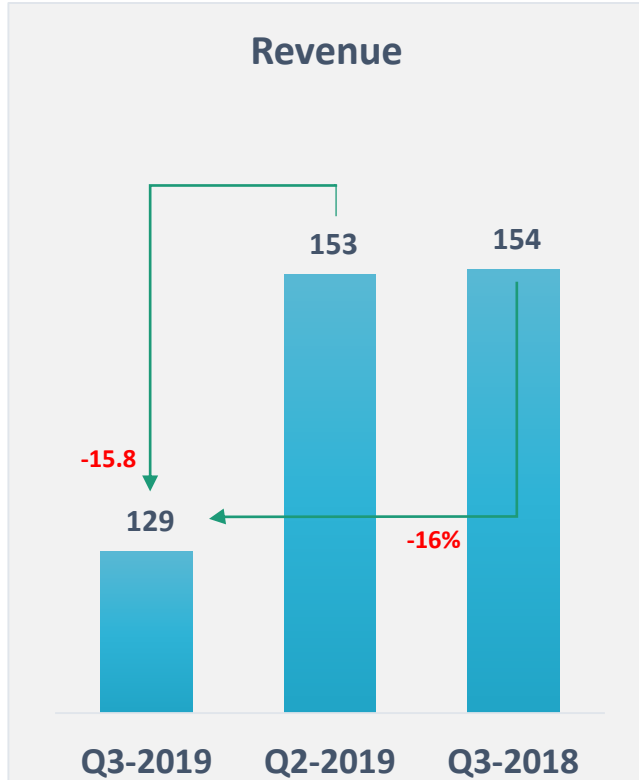
Financial Performance (YoY)... continued



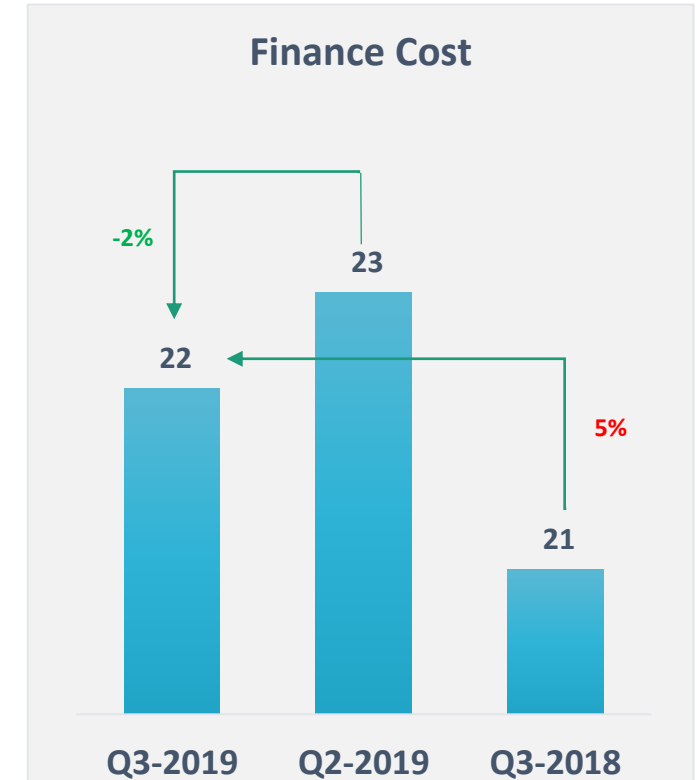
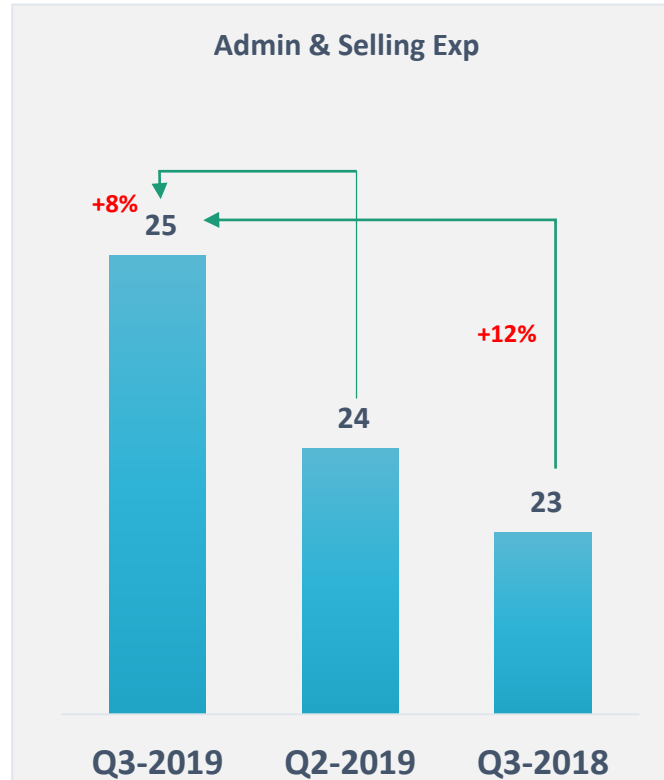
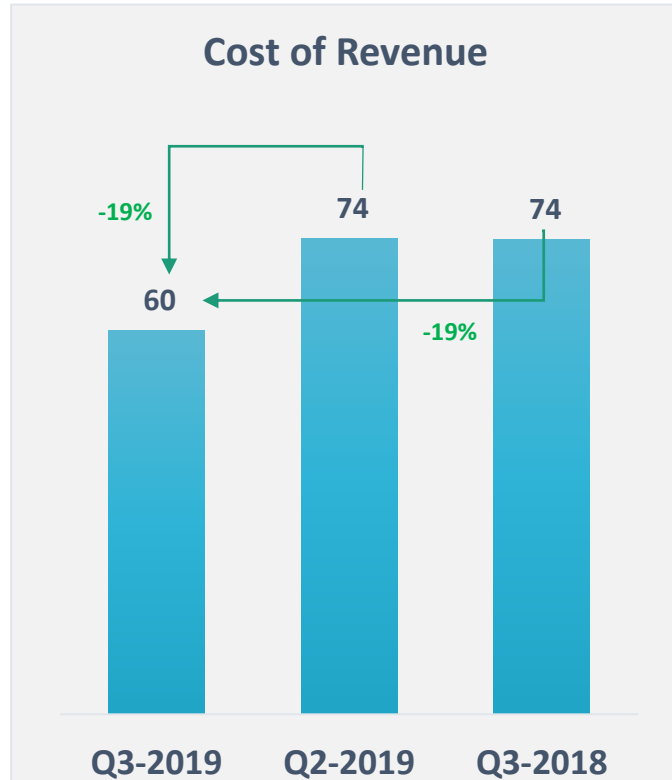
EBITDA and EBITDA Margins (YoY)



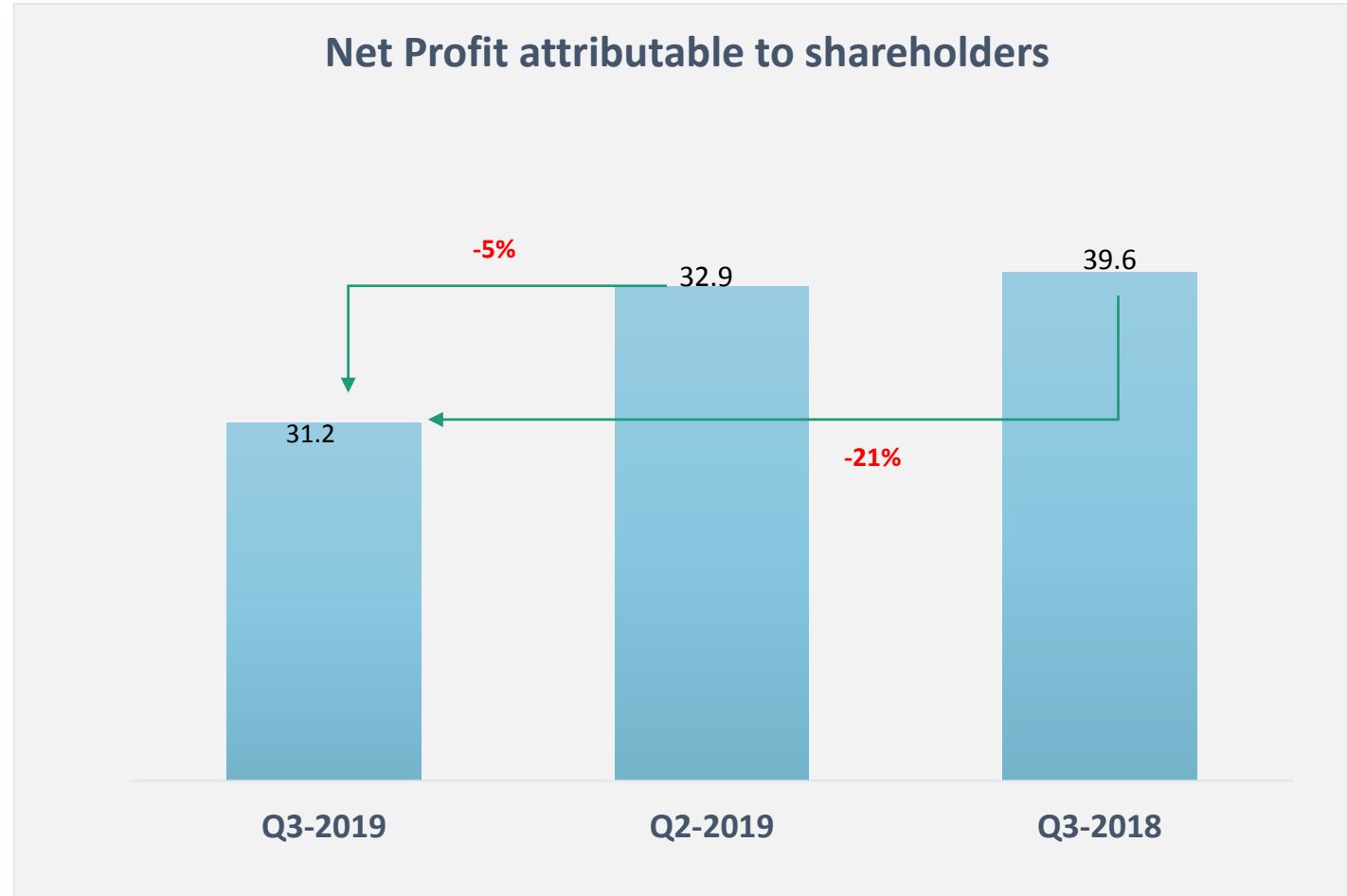
Financial Performance (Qtr Comparison) QR in million



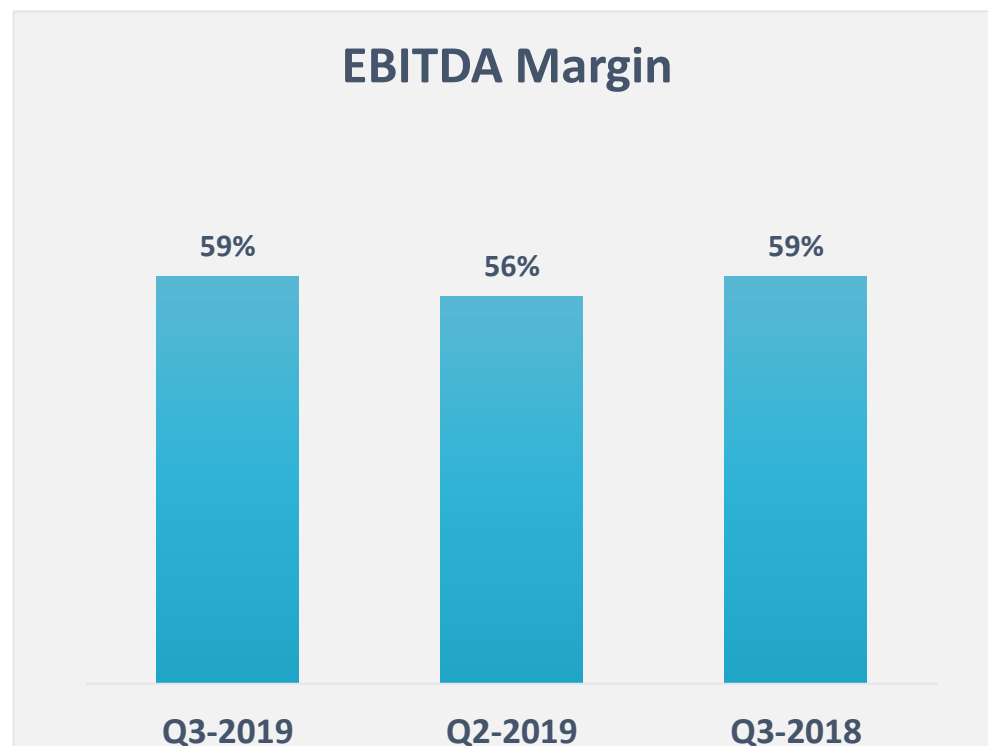
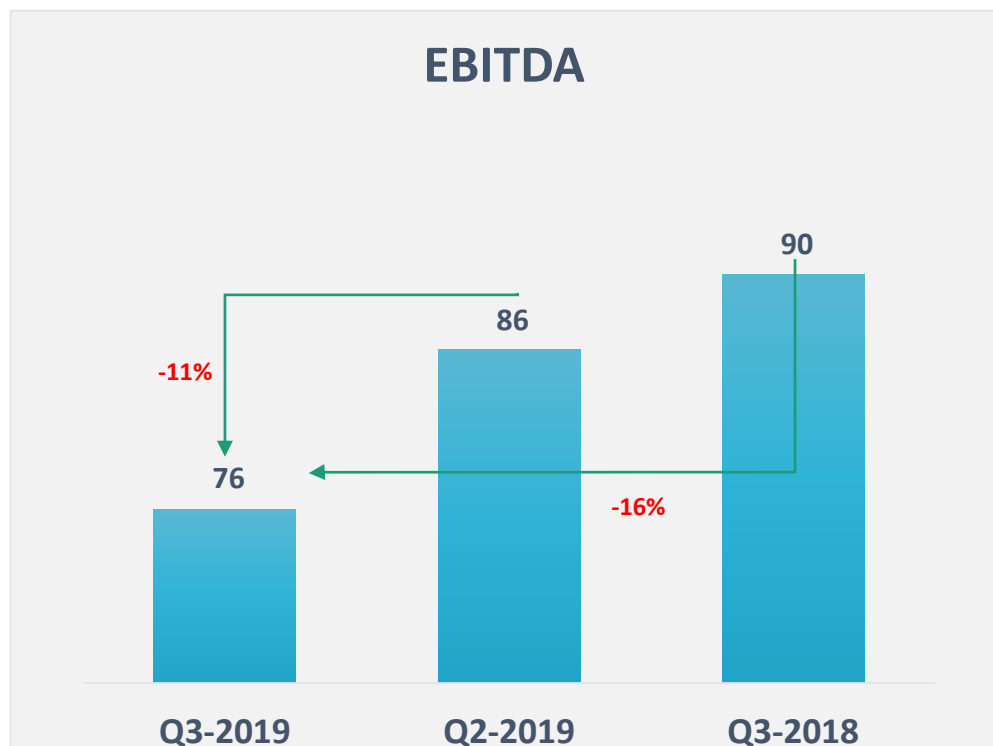
Financial Performance (Qtr Comparison)... continued



Financial Performance (Qtr Comparison)... continued



EBITDA and EBITDA Margins (Qtr Comparison)



Statement of income

For the nine months period ended 30 September

QR in million	2019	2018	Change	%
Revenue	440	539	(100)	-19%
Cost of revenue	(203)	(243)	40	-16%
Gross profit	236	296	(60)	-20%
Rental income	5	5	0	7%
Share of profit from investment in associates	14	13	2	13%
Investment income	1	1	0	10%
Selling and distribution expenses	(2)	(4)	2	-44%
General and administrative expenses	(72)	(69)	(3)	5%
Finance costs	(69)	(62)	(7)	12%
Income from deposits	6	5	1	18%
Other income	2	2	(0)	-12%
Net profit for the period	121	187	(65)	-35%
Attributable to:				
Owners of the Company	116	175	(60)	-34%
Non-Controlling Interest	6	11	(6)	-51%
Net profit for the period	121	187	(65)	-35%

Statement of income

QR in million	Quarter ended			Q3-2019 v Q3-2018		Q3-2019 v Q2-2019	
	Sep-2019	Jun-2019	Sep-2018	Change	%	Change	%
Revenue	129	153	154	(25)	-16%	(24)	-16%
Cost of revenue	(60)	(74)	(74)	14	-19%	14	-19%
Gross profit	69	79	80	(10)	-13%	(10)	-12%
Rental income	2	2	2	0	7%	(0)	-2%
Share of profit from investment in associates	4	5	3	1	22%	(1)	-18%
Investment income	1	(1)	1	0	10%	1	-200%
Selling and distribution expenses	(1)	(1)	(1)	0	-29%	(0)	2%
General and administrative expenses	(25)	(23)	(22)	(3)	14%	(2)	8%
Finance costs	(22)	(23)	(21)	(1)	5%	1	-2%
Interest and other income	2	3	2	0	24%	(1)	-25%
Net profit for the period	30	42	43	(13)	-30%	(12)	-28%
Attributable to:							
Owners of the Company	31	33	40	(8)	-21%	(2)	-5%
Non-Controlling Interest	(1)	9	3	(4)	-128%	(10)	-111%
Net profit for the period	30	42	43	(13)	-30%	(12)	-28%

Statement of financial position

QR in million	Sep-19	Dec-18
ASSETS		
Non-current assets		
Property, plant and equipment	2,275	2,339
Right of use assets	79	--
Investment properties	802	788
Goodwill	313	313
Investment in associates	57	56
Equity investments	7	5
Total non-current assets	3,532	3,502
Current assets		
Inventories	440	361
Prepayments and other debit balances	61	60
Advances to contractors and suppliers	48	50
Due from related parties	3	4
Accounts receivable	288	276
Amounts due from customers	2	1
Cash and cash equivalents	375	484
Total current assets	1,216	1,236
Total assets	4,748	4,738

Statement of financial position...continued

QR in million	Sep-19	Dec-18
EQUITY		
Share capital	1,243	1,243
Legal reserve	622	622
Fair value reserve	4	2
Retained earnings	918	802
Proposed dividends	--	93
Equity attributable to the owners of the Company	2,786	2,762
Non-controlling interest	23	40
Total equity	2,810	2,803
LIABILITIES		
Non-current liabilities		
Bank borrowings	1,426	1,482
Lease liabilities	68	--
Employees' end of service benefits	9	12
Total non-current liabilities	1,502	1,494
Current liabilities		
Bank borrowings	123	117
Lease liabilities	6	--
Accounts payable	40	52
Due to related parties	12	4
Retention payables	24	26
Notes payable	4	1
Accruals and other liabilities	227	241
Total current liabilities	436	441
Total liabilities	1,939	1,936
Total equity and liabilities	4,748	4,738