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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
- 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, construction materials, paper & plastic and food processing
- Six Subsidiaries and Twelve Associates
Our Subsidiaries

- **Q-ACIDS**
  - Sulphuric Acid

- **NAPICO**
  - Facial tissues, toilet rolls, kitchen rolls

- **QPS**
  - Hollow blocks, interlocks, paving stones, kerb stones

- **QSTP**
  - Washed sand, aggregate

- **KLJ ORGANIC-QATAR WLL**
  - CPW, Caustic soda, Hydrochloric acid, Calcium Chloride

- **Q-COAT**
  - Epoxy coated steel bars
Our Associates

FFS Film, Shrinkable Film
Concrete blocks, Hordi
Aviation Fuel
Glass reinforced pipes (GRP)

Urea Formaldehyde
Industrial gases (Oxygen, Nitrogen, Hydrogen, Argon)
Process, pack and market various food products
Mill-finished, powder coated and special purpose aluminium profiles

Gypsum Powder
Glass reinforced pipes (GRP) using Dual Helix technology
Wooden Pallets
Bottling & marketing of olive oil
New/ Ongoing Projects

Jahiz Packaging Co. has state-of-the-art facilities to pack loose tea into plastic bags and cartons of various sizes for the bulk and retail market. Presently, it has a contract with Unilever to pack Lipton and Red Label tea.

Gulf Glass Factory will use locally available sand to produce glass containers of various sizes and shapes. This first-of-its-kind project in factory in Qatar will serve local as well as regional food and beverages industry.
New/ Ongoing Projects

The QIMC Logistics Warehousing Project Aba Saleel has labor accommodation, dry store, cold store and wet store facilities.

Corniche Park Towers coming up on Doha corniche is an iconic high-rise multi-use tower that will host signature hotel, serviced apartments, offices, high-end retail and food & beverage outlets.
<table>
<thead>
<tr>
<th></th>
<th>Sep. 2019</th>
<th>Sep. 2018</th>
<th>% Change over 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>2,440.42</td>
<td>2,144.81</td>
<td>13.8</td>
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<tr>
<td>Total Current Assets</td>
<td>430.02</td>
<td>328.45</td>
<td>30.9</td>
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<tr>
<td>Total Non-Current Assets</td>
<td>2,004.40</td>
<td>1,816.36</td>
<td>10.4</td>
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<tr>
<td>Total Current Liability</td>
<td>201.72</td>
<td>134.90</td>
<td>49.5</td>
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<tr>
<td>Working Capital</td>
<td>228.30</td>
<td>193.55</td>
<td>18.0</td>
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<tr>
<td>Total Equity of the Shareholders</td>
<td>1,605.74</td>
<td>1,588.84</td>
<td>1.1</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>268.68</td>
<td>264.16</td>
<td>1.7</td>
</tr>
<tr>
<td>Profit Before Taxes &amp; Provisions</td>
<td>100.50</td>
<td>170.55</td>
<td>(41.1)</td>
</tr>
<tr>
<td>Other Income</td>
<td>15.89</td>
<td>27.12</td>
<td>(41.4)</td>
</tr>
<tr>
<td>Earnings Per Share (QAR) (Par value: QAR 1.00/share)</td>
<td>0.21</td>
<td>0.36</td>
<td>(41.7)</td>
</tr>
<tr>
<td>Net Profit</td>
<td>100.50</td>
<td>170.55</td>
<td>(41.1)</td>
</tr>
<tr>
<td>Net Book Value Per Share (QAR)</td>
<td>3.38</td>
<td>3.43</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Equity Attributable to Non-Controlling Interests</td>
<td>58.5</td>
<td>60.66</td>
<td>(3.6)</td>
</tr>
</tbody>
</table>
Turnover & Net Profit (Jan-Sep)
(QAR Millions)

• Total Revenues up by 1.7% over YTD 2018, while Net Profit declined by 41.1%.

• Spike in Total Revenues in 2016 due to a one-off mega order received by Q-Coat, one of our subsidiaries.

• 2017 & 2018 Net Profit was boosted by robust performance of Q-Jet, one of our associates, whose business model has changed in 2019, affecting Net Profit significantly.
Comparative Analysis of Jan-Sep Net Profit
(QAR Millions)

- Lower dividend yield from our portfolio of listed shares.
- Lower rental income from Aba Saleel (accommodation) project due to market conditions.
- No sale of listed shares held by QIMC, during 2019. Hence, no profit booked.
- Lower gains from Revaluation of listed shares portfolio (IFRS 9).
- One-off tax liability compensation received in 2018 from Gasal, an Associate.
Total Assets & Total Equity
(QAR Millions)

- Total assets have steadily grown at a CAGR of 8.8% between 2015 & 2019.
- Shareholders’ equity has grown at a CAGR of 2.1% during the same period.

* Values as on 30th Sep.
Earnings Per Share (QAR) & Return on Assets %

- Drop in both EPS & ROA due to lower Net Profit
- Nominal value per equity share changed from QAR 10 to QAR 1 in 2019

* Based on Net Profit for Jan-Sep. & No. of Shares/ Average Total Assets during Jan-Sep. EPS calculated on face value of QAR 1.00, for consistency.
Company Overview

Financial Performance

Operational Highlights =>
Operational Highlights

• KLJ Qatar commissioned its Caustic Soda plant during the year & Calcium Chloride will be commissioned very soon.

• KLJ Qatar has started exporting products to more than 25 countries in Middle East, Africa, Europe, Asia & Australia.

• The second extrusion machine installed by Qalex is now running 24 hours. Vertical powder coating and anodizing machines are running two shifts.

• Qalex has started exporting to Australia, Europe and Canada. Export to North America will start soon.

• Amiantit has completed a major pipeline refurbishment project for Qatalum. This 1.2 km pipeline internal lamination is the largest of its kind in Qatar.

• During the current Amiantit has exported its products to Oman, Malaysia, Iraq, Uzbekistan, Germany and Norway.
Operational Highlights

• An EPC contract has been signed with a reputed Italian vendor, for the design, procurement, installation and commissioning of Gulf Glass Factory project.

• Jahiz Packaging Co. started operations in March 2019 on two of its Lipton and Red Label loose tea packaging lines.

• Jahiz uses one line for large packs for bulk customers, while the other line produces the smaller sizes for retail customers.

• Corniche Park Towers Project is progressing rapidly and is ahead of schedule and within budget. Completion is envisaged by end of 2021.

• Phase 3 of Aba Saleel Logistics Warehouse project is almost complete and getting ready for official opening. The project has been on time and within budget.
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