

# Industries Qatar

Posts QR 3.5 Billion Net Profit



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# Commentary

The profits for the nine-month period increased by 7%, amounting to QAR 227 million, attributed to enhanced profit margins resulting from the company's effective management of operating expenses.

Gross profit margin soared from 21.0% in September 2023 to 23.8% in September 2024.

Other revenue item rose by QAR 375.5 million.

The 2023 financial statements included the company's refund of a provision about QAR 60 million.

The company's stake in associates and joint ventures declined by roughly 97 million riyals, which had an impact on profitability.

# Quarterly Income



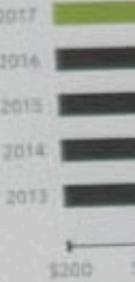
# FINANCIAL HIGHLIGHTS

FIVE-YEAR SUMMARY

## ASSETS



## GROSS LO



## Key Financial Highlights

1

### Net Profit

QR 3.5 billion for 9M 2024, up 7%.

2

### Earnings Per Share

QR 0.58 for 9M 2024 vs QR 0.54 for 9M 2023.

3

### Cash Position

QR 11.3 billion cash and bank balances.



# Operational Performance

## Production Volume

12.8 million MT, up 1% from 9M 2023.

## Utilization Rate

99%, stable compared to previous year.

## Reliability Factor

97%, demonstrating consistent operational efficiency.

# Financial Performance Overview

## Revenue

QR 12.7 billion, slight 2% decrease.

## EBITDA

QR 5.0 billion, 4% increase.

## Net Profit

QR 3.5 billion, 7% increase.



# Product Pricing Trends

1

## Price Stabilization

Prices stabilizing after 2022 peak.

2

## Supply Challenges

Geopolitical issues and production shortfalls affecting supply.

3

## Demand Factors

Economic forecasts and policies impacting product demand.



# Sales Volume Analysis

**1** Overall Increase  
Marginal increase in sales volumes vs 9M 2023.

**2** Demand Stabilization  
Gradual easing of macroeconomic challenges supporting demand.

**3** Production Levels  
Year-on-year increase supporting sales volume growth.

# COST



## Operating Cost Improvements

### Variable Costs

Lower costs due to price-linked feedstock changes.

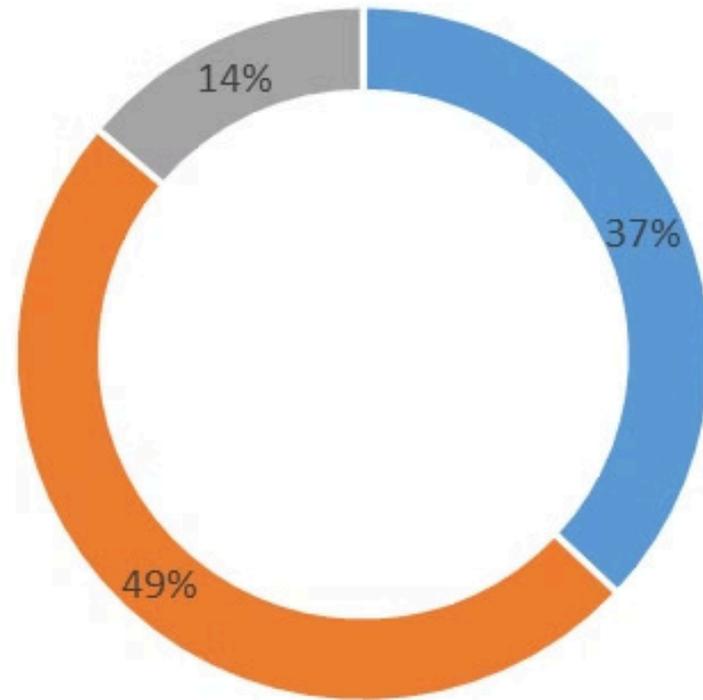
### Inventory Management

Favorable inventory movements contributing to cost reduction.

### General Inflation

Partially offset by higher general cost inflation.

# Sectoral Income



■ Petrochemicals ■ Fertilizers ■ Steel

# Petrochemicals Segment Performance

## Net Profit

QAR 1.17 billion, versus QAR1.15 billion. improvement over 9M 2023.

## Sales Volumes

Marginal improvement despite challenging conditions.

## Production Levels

Relatively stable throughout the period.



# Fertilizers Segment Highlights

## 1 Net Profit

QR 1.55 billion, notable improvement vs QR 1.36 billion in 9M 2023.

## 2 Operating Costs

Reduced costs driving profitability improvement.

## 3 Sales Volumes

Marginal improvement due to increased production.



# Steel Segment Analysis

## Net Profit

QR 435 million, marginally higher than last year.

## Revenue

Declined due to lower prices and volumes.

## Market Conditions

Challenging demand environment impacting performance.



# Cash Flow and Liquidity

## Operating Cash Flow

QR 3.0 billion positive operating cash flows generated.

## Free Cash Flow

Approximately QR 1.3 billion in free cash flows.

## Dividend Payments

QR 6.6 billion total dividends paid for 2023-2024.

# Dividend History

Date	DPS
2024 Sep	0.31
2024 Mar	0.78
2023	1.10
2022	1.00
2021	0.33

# Stock Performance

2024	+3.52%	
2023	+2.11%	
2022	-17.30%	
2021	+42.50%	
2020	+5.74%	
2019	-23.06%	
2018	+37.74%	
2017	-17.45%	
2016	+5.76%	
2015	-33.87%	
2014	-0.53%	
2013	+19.79%	
2012	+16.62%	

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