

Investor Presentation
FOR THE YEAR ENDED 31 DECEMBER 2019



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Financial Performance for the year ended December 2019

1. The total revenue for the year ended December 2019 is QAR 1.38 billion in comparison to QAR 1.27 billion for the same period last year . Increase by QAR 114 million i.e 8.9%.

2. The Gross Profit for the year ended December 2019 is QAR 307 million in comparison to QAR 287 million for the same period last year . Increase by QAR 20 million i.e 7 % . . Gross profit ratio is maintained at same level of last year i.e 22 %.

3. The Net Profit for the year ended December 2019 is QAR 211.15 million in comparison to QAR 213.49 million for the same period last year .

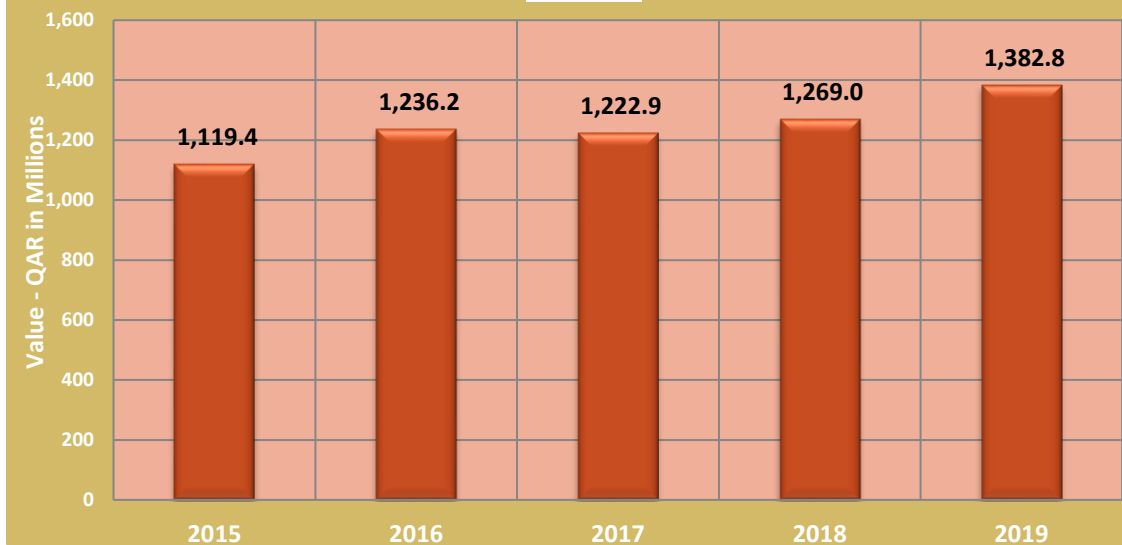
3. The EBITDA for the year ended December 2019 is QAR 289.2 million in comparison to QAR 307.3 million for the same period last year .

CONSOLIDATED STATEMENT OF INCOME	For the year ended 31 st December	
	2019	2018
Total revenue	1,382,763,949	1,268,951,727
Operating cost	(1,075,476,899)	(981,853,595)
Gross profit	307,287,050	287,098,132
Other income	63,333,038	60,084,489
General and administrative expenses	(84,961,982)	(84,736,076)
Selling and distribution expenses	(67,138,678)	(63,538,010)
Net impairment reversal / (loss) on financial assets	16,791,629	41,831,171
Finance cost	(8,663,216)	(12,347,794)
Tax Expense	(268,574)	-
Zakat contribution	(15,227,090)	(14,905,656)
Net Profit	211,152,177	213,486,256

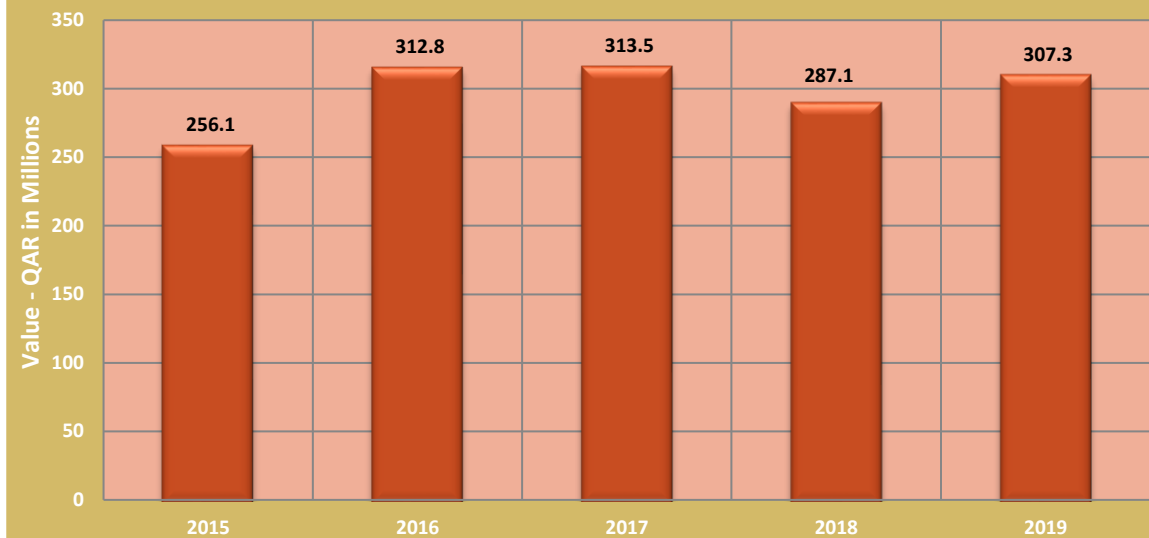
Consolidated Statement of Financial Position					
Assets	31-Dec-2019	31-Dec-2018	Equity & Liabilities	30-Dec-2019	31-Dec-2018
Property, plant and equipment	303,011,738	336,857,738	Share capital	236,997,200	236,997,200
Right of use assets	47,669,468	38,725,922	Legal reserve	563,120,753	563,120,753
Investment properties	535,894,689	539,616,481	Capital reserve	15,000,000	15,000,000
Investment securities	1,523,256	1,715,499	Retained earnings	722,920,086	718,494,333
Retention and other receivables	11,915,042	1,604,080	Total equity	1,538,038,039	1,533,612,286
Goodwill	19,704,770	19,704,770	Other non - current liabilities	30,290,921	26,450,786
Total non-current assets	919,718,963	938,224,490	Lease liability	8,412,497	-
			Due to Government of Qatar	47,591,581	47,591,581
Due from Government of Qatar	78,840,635	78,177,126	Islamic financing – non current	-	21,555,283
Due from related parties	16,554,914	14,058,183	Total non - current liabilities	86,294,999	95,597,650
Inventories	121,477,744	120,635,696	Accounts payable, retention and other payables	224,737,153	240,320,304
Accounts, retention and other receivables	375,716,561	409,036,135	Lease Liability	2,947,207	-
Investment in commodities	543,876,259	383,337,018	Due to related parties	4,846,449	6,276,904
Cash and bank balances	85,890,476	124,758,851	Islamic financing - current	285,211,705	192,420,355
Total current assets	1,222,356,589	1,130,003,009	Total current liabilities	517,742,514	439,017,563
Total assets	2,142,075,552	2,068,227,499	Total equity and liabilities	2,142,075,552	2,068,227,499

Financial year 2019 vs past years

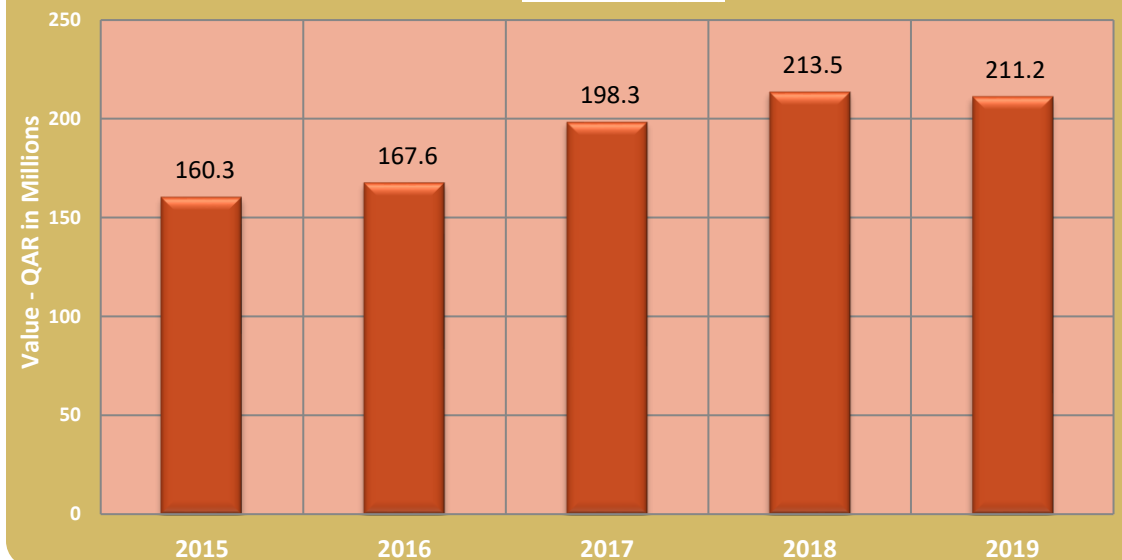
REVENUE



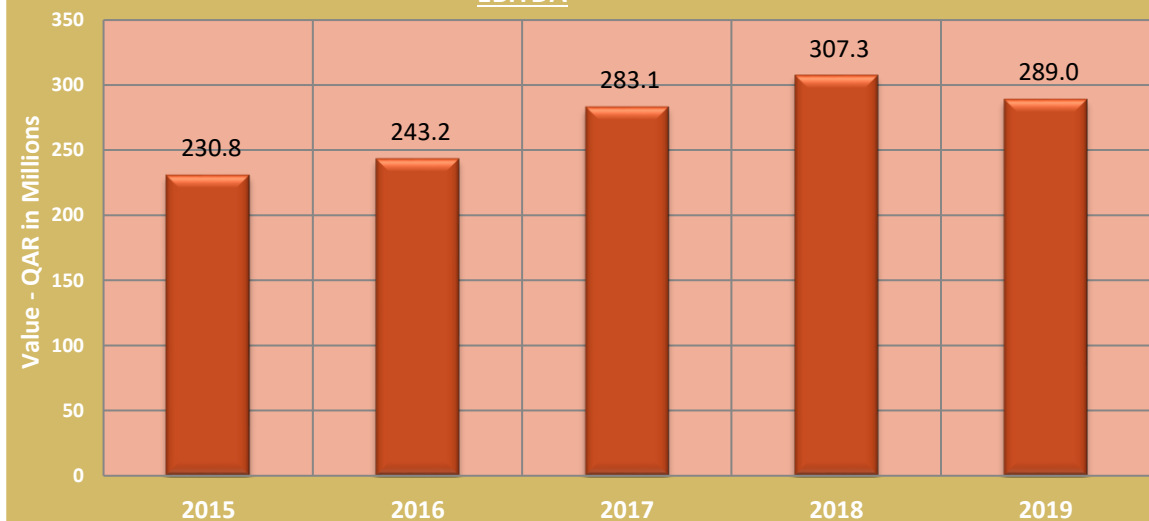
GROSS PROFIT (GP)




NET PROFIT (NP)



EBITDA





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