



*Salam International Investment - SIIS;
2022 Q4
Investor Relations Conference Call*

QNB Financial Services
13 February 2023



Consolidated statement of income as on 31st Dec 2022

| Qr. Millions (M) | 2022 | 2021 | Variance |
|--|------------|------------|------------|
| Operating revenue | 1,591 | 1,554 | 37 |
| Operating cost | (1,150) | (1,137) | (13) |
| Gross Profit | 441 | 417 | 24 |
| Other operating <u>income</u> | 54 | 45 | 9 |
| General and administrative expenses | (263) | (256) | (7) |
| Share of result from equity-accounted investees | 16 | 12 | 4 |
| Profit Before One Time Cost , Finance Cost & Depreciation | 248 | 218 | 30 |
| <u>One Time Cost/ Income</u> | | | |
| Allowance for impairment of financial assets and contract assets | (31) | (11) | (20) |
| Goodwill written off | (15) | - | (15) |
| EBITDA | 202 | 208 | (5) |
| Finance costs | (117) | (106) | (11) |
| Depreciation and amortisation | (60) | (63) | 3 |
| Net fair value gain on investment properties | 57 | 32 | 25 |
| Income tax expenses | (1) | (1) | (0) |
| Profit for the Period | 80 | 69 | 11 |
| Non-controlling interests | 20 | 7 | 13 |
| Profit for the Owners | 60 | 62 | (2) |

Financial position as at 31st Dec 2022

| Assets | 2022 | 2021 |
|---------------------------------------|--------------|--------------|
| Properties own use & Fixed asset | 284 | 284 |
| Investment properties | 2,371 | 2,266 |
| Investments | 300 | 323 |
| Other Assets | 1,592 | 1,710 |
| Cash and bank balances | 93 | 155 |
| Total Assets | 4,639 | 4,738 |
| | | |
| Liabilities | | |
| Equity | 1,669 | 1,588 |
| Interest bearing loans and borrowings | 2,287 | 2,398 |
| Other Liabilities | 683 | 752 |
| Total Liabilities | 4,639 | 4,738 |

Question & Answers

Thank you

