

**Salam International Investment Limited Q.P.S.C.**

**Consolidated financial statements**

**31 December 2023**

**Salam International Investment Limited Q.P.S.C.**

**Consolidated financial statements**

**As at and for the year ended 31 December 2023**

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<b>Contents</b>	<b>Page(s)</b>
Independent auditor's report	1-5
<b>Consolidated financial statements</b>	
Consolidated statement of financial position	6-7
Consolidated statement of profit or loss	8
Consolidated statement of comprehensive income	9
Consolidated statement of changes in equity	10-11
Consolidated statement of cash flows	12-13
Notes to the consolidated financial statements	14-82



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## Independent auditors' report

### To the Shareholders of Salam International Investment Limited Q.P.S.C.

#### Opinion

We have audited the consolidated financial statements of Salam International Investment Limited Q.P.S.C. and its subsidiaries (together the "Group"), which comprise the consolidated statement of financial position as at 31 December 2023, the consolidated statements of profit or loss, comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising material accounting policies and other explanatory information.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2023, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board (IFRS Accounting Standards).

#### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants International Code of Ethics for Professional Accountants (including International Independence Standards) (IESBA Code), together with the ethical requirements that are relevant to our audit of the consolidated financial statements in the State of Qatar, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



## Independent auditors' report (continued)

### Key Audit Matter

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

### Valuation of Investment Properties

See Note 12 to the consolidated financial statements.

The key audit matter	How the matter was addressed in our audit
<p>We focused on this area because of the following reasons:</p> <ul style="list-style-type: none"> <li>▪ The fair value of Group's investment properties as at 31 December 2023 amounted to QR 2,243,726,706 (2022: QR 2,370,885,601), which represents 50% (2022: 51%) of the Group's total assets, hence a material portion of the consolidated statement of financial position as at 31 December 2023.</li> <li>▪ Valuation of investment properties involves the use of significant judgements and estimates.</li> </ul>	<p>Our audit procedures in this area included, among other things:</p> <ul style="list-style-type: none"> <li>▪ Evaluating design and implementation and operating effectiveness of key controls over the methods, assumptions and data used in estimation of the fair value of the investment properties</li> <li>▪ Evaluating the external valuer's competence, capabilities and objectivity;</li> <li>▪ Inspecting the valuation reports and assessing whether any matters identified in them have a potential impact on the amounts recorded and / or the disclosures in the consolidated financial statements;</li> <li>▪ Agreeing the property information in the valuation reports to the underlying property records held by the Group;</li> <li>▪ Involving our own valuation specialist to assist us in the following matters;               <ul style="list-style-type: none"> <li>- assessing the consistency of the valuation basis and appropriateness of the methodology used, based on generally accepted valuation practices;</li> <li>- evaluating the appropriateness of the assumptions applied to key inputs such as discount rate, terminal growth rate, expected net cash flows and comparable market rate which included comparing these inputs with externally derived data as well as our own assessments based on our knowledge of the Group and industry.</li> </ul> </li> <li>▪ Evaluating the adequacy of the financial statement disclosures including disclosures of key assumptions, judgements and sensitivities</li> </ul>



## Independent auditors' report (continued)

### Other Information

The Board of Directors is responsible for the other information. The other information comprises the information included in the Annual Report, but does not include the consolidated financial statements and our auditors' report thereon. Prior to the date of this auditors' report, we obtained the report of the Board of Directors which forms part of the Annual Report, and the remaining sections of the Annual Report are expected to be made available to us after that date.

Our opinion on the consolidated financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements, or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, on the other information that we have obtained prior to the date of this auditors' report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of Board of Directors for the Consolidated Financial Statements

The Board of Directors is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS Accounting Standards, and for such internal control as the Board of Directors determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the Board of Directors is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

### Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.



## Independent auditors' report (continued)

### Auditors' Responsibilities for the Audit of the Consolidated Financial Statements (continued)

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the Board of Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the Board of Directors, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



## Independent auditors' report (continued)

### Report on Other Legal Requirements

As required by the Qatar Commercial Companies Law No. 11 of 2015, whose certain provisions were subsequently amended by Law No. 8 of 2021 ("amended QCCL"), we also report that:

- i) We have obtained all the information and explanations we considered necessary for the purposes of our audit.
- ii) The Company has maintained proper accounting records and its consolidated financial statements are in agreement therewith.
- iii) We have read the report of the Board of Directors to be included in the Annual Report, and the financial information contained therein is in agreement with the books and records of the Company.
- iv) Furthermore, the physical count of the Company's inventories was carried out in accordance with established principles.
- v) We are not aware of any violations of the applicable provisions of the amended QCCL or the terms of the Company's Articles of Association having occurred during the year which might have had a material effect on the Company's consolidated financial position or performance as at and for the year ended 31 December 2023.

15 February 2024  
Doha  
State of Qatar

Yacoub Hobeika  
KPMG  
Qatar Auditor's Registry Number 289  
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**Salam International Investment Limited Q.P.S.C.**

**Consolidated statement of financial position  
As at 31 December 2023**

In Qatari Riyals

	Note	31 December 2023	31 December 2022
<b>Assets</b>			
Property and equipment	9	260,170,628	284,326,849
Right-of-use assets	10 (l)	68,982,943	78,637,376
Intangible assets and goodwill	11	70,410,197	73,976,632
Investment properties	12	2,243,726,706	2,370,885,601
Equity-accounted investees	13	209,751,637	212,683,483
Investment securities	14	93,843,039	87,099,465
Retention receivables	15 (l)	34,137,381	43,259,430
Loans to associate companies	18 (b)	24,435,928	23,842,487
Other assets	16	10,471,620	11,272,372
<b>Non-current assets</b>		<b>3,015,930,079</b>	<b>3,185,983,695</b>
Inventories	17	291,948,052	281,468,399
Due from related parties	18 (d)	276,930,306	246,625,945
Retention receivables	15 (l)	30,813,534	45,930,427
Contract assets	19	147,850,834	137,318,369
Trade and other receivables	20	308,440,320	504,983,295
Other assets	16	128,034,642	144,262,766
Cash and cash equivalents	21	257,994,794	92,810,183
<b>Current assets</b>		<b>1,442,012,482</b>	<b>1,453,399,384</b>
<b>Total assets</b>		<b>4,457,942,561</b>	<b>4,639,383,079</b>



The notes on pages 14 to 82 are an integral part of these consolidated financial statements.



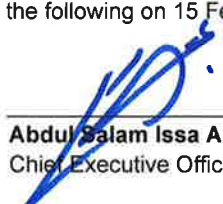
Salam International Investment Limited Q.P.S.C.

Consolidated statement of financial position (continued)  
As at 31 December 2023

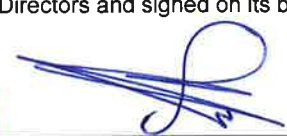
In Qatari Riyals

	Note	31 December 2023	31 December 2022
<b>Equity</b>			
Share capital	22	1,143,145,870	1,143,145,870
Legal reserve	23	319,987,382	477,675,924
Fair value reserve		(26,704,981)	(36,661,963)
Retained earnings / (accumulated losses)		36,454,600	(161,840,172)
<b>Equity attributable to owners of the Company</b>		<b>1,472,882,871</b>	<b>1,422,319,659</b>
Non-controlling interests	24	257,787,082	246,922,663
<b>Total equity</b>		<b>1,730,669,953</b>	<b>1,669,242,322</b>
<b>Liabilities</b>			
Borrowings .	25	1,764,089,424	1,811,237,584
Lease liabilities	10 (II)	59,155,872	67,895,323
Employees' end of service benefits	26	52,687,100	56,164,592
Retention payables	15 (II)	3,576,979	3,729,541
Trade and other payables	28	550,000	1,100,000
<b>Non-current liabilities</b>		<b>1,880,059,375</b>	<b>1,940,127,040</b>
Due to related parties	18 (e)	2,042,955	1,424,632
Bank overdrafts	21	50,438,787	80,096,311
Borrowings	25	329,724,836	475,771,739
Lease liabilities	10 (II)	8,149,001	11,218,289
Retention payables	15 (II)	10,379,358	11,487,375
Advances from customers		72,752,258	77,233,260
Contract liabilities	19	39,073,992	30,217,564
Other liabilities	27	136,581,429	135,290,130
Trade and other payables	28	198,070,617	207,274,417
<b>Current liabilities</b>		<b>847,213,233</b>	<b>1,030,013,717</b>
<b>Total liabilities</b>		<b>2,727,272,608</b>	<b>2,970,140,757</b>
<b>Total equity and liabilities</b>		<b>4,457,942,561</b>	<b>4,639,383,079</b>

These consolidated financial statements were approved by the Board of Directors and signed on its behalf by the following on 15 February 2024:

  
Abdul Salam Issa Abu Issa  
Chief Executive Officer and Board Member



  
Hakmat Abdel Fattah Younis  
Chief Financial Officer

The notes on pages 14 to 82 are an integral part of these consolidated financial statement



**Salam International Investment Limited Q.P.S.C.**

**Consolidated statement of profit or loss  
As at 31 December 2023**

In Qatari Riyals

	Note	2023	2022
Revenue from contract with customers		1,422,541,032	1,480,117,690
Real estate revenue		116,052,648	111,119,339
<b>Revenue</b>	29	<b>1,538,593,680</b>	1,591,237,029
Operating cost	30	(1,078,947,287)	(1,150,365,798)
<b>Gross profit</b>		<b>459,646,393</b>	440,871,231
Other income	32	49,941,279	42,072,973
General and administrative expenses	31	(337,119,356)	(329,151,409)
Impairment of goodwill	11 (i)	-	(15,178,083)
Allowance for impairment of financial assets and contract assets	41 C (I)	(19,560,879)	(30,604,353)
Net gain on investment properties	33	21,355,958	60,295,963
<b>Operating profit</b>		<b>174,263,395</b>	168,306,322
Finance cost		(143,632,880)	(110,674,719)
Finance income		15,452,042	8,218,048
<b>Net finance cost</b>	34	<b>(128,180,838)</b>	(102,456,671)
Share of profit of equity accounted investees, net of tax	13	8,905,407	16,091,238
<b>Profit before tax</b>		<b>54,987,964</b>	81,940,889
Income tax expense	35	(2,412,664)	(1,467,314)
<b>Profit for the year</b>		<b>52,575,300</b>	80,473,575
<b>Profit attributable to:</b>			
Owners of the Company		41,516,301	60,232,742
Non-controlling interests	24	11,058,999	20,240,833
<b>Profit for the year</b>		<b>52,575,300</b>	80,473,575
<b>Earnings per share</b>			
Basic and diluted earnings per share	37	<b>0.036</b>	0.053



The notes on pages 14 to 82 are an integral part of these consolidated financial statements.

**Salam International Investment Limited Q.P.S.C.**

**Consolidated statement of comprehensive income  
For the year ended 31 December 2023**

In Qatari Riyals

	<b>2023</b>	2022
<b>Profit for the year</b>	<b>52,575,300</b>	80,473,575
<b>Other comprehensive income:</b>		
<i>Item that will not be reclassified to profit or loss:</i>		
Equity investments at FVOCI – net change in fair value	14 11,144,296	(3,946,689)
<b>Other comprehensive income for the year</b>	<b>11,144,296</b>	(3,946,689)
<b>Total comprehensive income for the year</b>	<b>63,719,596</b>	76,526,886
<b>Total comprehensive income attributable to:</b>		
Owners of the Company	51,473,283	56,093,884
Non-controlling interests	12,246,313	20,433,002
<b>Total comprehensive income for the year</b>	<b>63,719,596</b>	76,526,886



The notes on pages 14 to 82 are an integral part of these consolidated financial statements.

Salam International Investment Limited Q.P.S.C.

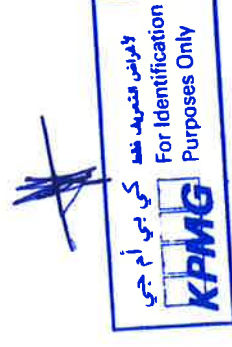
Consolidated statement of changes in equity  
For the year ended 31 December 2023

In Qatari Riyals

	Attributable to owners of the Company					Non-controlling interests	Total	Total equity
	Share capital	Legal reserve	Fair value reserve	Retained earnings	Total			
Balance at 1 January 2023	1,143,145,870	477,675,924	(36,661,963)	(161,840,172)	1,422,319,659	246,922,663	1,669,242,322	
Profit for the year	-	-	-	41,516,301	41,516,301	11,058,999	52,575,300	
Other comprehensive income for the year	-	-	9,956,982	-	9,956,982	1,187,314	11,144,296	
<b>Total comprehensive income for the year</b>	-	-	9,956,982	41,516,301	51,473,283	12,246,313	63,719,596	
<i>Transactions with owners of the Company</i>								
Net movement in non-controlling interests	-	-	-	-	-	(1,079,468)	(1,079,468)	
Acquisition of non-controlling interests without a change in control (Note 36 (c))	-	-	-	127,836	127,836	(302,426)	(174,590)	
Total transactions with owners of the Company	-	-	-	127,836	127,836	(1,381,894)	(1,254,058)	
Transfer to legal reserve	-	4,151,630	-	(4,151,630)	-	-	-	
Absorption of accumulated losses (i)	-	(161,840,172)	-	161,840,172	-	-	-	
Transfer to social and sports development fund (Note 38)	-	-	-	(1,037,907)	(1,037,907)	-	(1,037,907)	
	-	(157,688,542)	-	156,650,635	(1,037,907)	-	(1,037,907)	
<b>Balance at 31 December 2023</b>	<b>1,143,145,870</b>	<b>319,987,382</b>	<b>(26,704,981)</b>	<b>36,454,600</b>	<b>1,472,882,871</b>	<b>257,787,082</b>	<b>1,730,669,953</b>	

(i) During the year, the Group utilised the legal reserve to absorb accumulated losses as of 31 December 2022, which amounted to QR 161,840,172. This absorption was approved in the Extraordinary General Assembly Meeting held on 1 November 2023.

The notes on pages 14 to 82 are an integral part of these consolidated financial statements.



Salam International Investment Limited Q.P.S.C.

Consolidated statement of changes in equity (continued)  
For the year ended 31 December 2023

In Qatari Riyals

	Attributable to owners of the Company					Non-controlling interests	Total equity
	Share capital	Legal reserve	Fair value reserve	Accumulated losses	Total		
Balance at 1 January 2022	1,143,145,870	471,652,650	(32,523,105)	(214,782,176)	1,367,493,239	220,805,203	1,588,298,442
Profit for the year	-	-	-	60,232,742	60,232,742	20,240,833	80,473,575
Other comprehensive income for the year	-	-	(4,138,858)	-	(4,138,858)	192,169	(3,946,689)
<b>Total comprehensive income for the year</b>	-	-	(4,138,858)	60,232,742	56,093,884	20,433,002	76,526,886
<i>Transactions with owners of the Company</i>							
Net movement in non-controlling interests	-	-	-	-	-	(272,783)	(272,783)
Acquisition of non-controlling interests without a change in control (Note 36 (c))	-	-	-	238,354	238,354	(816,314)	(577,960)
Absorption of losses attributable to non-controlling interests	-	-	-	-	-	6,773,555	6,773,555
Total transactions with owners of the Company	-	-	-	238,354	238,354	5,684,458	5,922,812
Transfer to legal reserve	-	6,023,274	-	(6,023,274)	-	-	-
Transfer to social and sports development fund (Note 38)	-	-	(1,505,818)	(1,505,818)	(1,505,818)	-	(1,505,818)
<b>Balance at 31 December 2022</b>	<b>1,143,145,870</b>	<b>477,675,924</b>	<b>(36,661,963)</b>	<b>(161,840,172)</b>	<b>1,422,319,659</b>	<b>246,922,663</b>	<b>1,669,242,322</b>

The notes on pages 14 to 82 are an integral part of these consolidated financial statements.



**Salam International Investment Limited Q.P.S.C.**

**Consolidated statement of cash flows  
For the year ended 31 December 2023**

In Qatari Riyals

	Note	2023	2022
<b>Cash flows from operating activities</b>			
Profit before tax		54,987,964	81,940,889
<i>Adjustments for:</i>			
- Depreciation of property and equipment	9	52,676,354	62,012,640
- Write-offs of property and equipment and intangible assets	9 & 11	3,868,365	31,626
- Amortization of intangible assets	11	3,684,479	3,812,537
- Depreciation on right-of-use assets	10 (I)	12,683,421	15,080,952
- Net gain on fair valuation of investment properties	12	(24,128,235)	(56,503,813)
- Loss / (gain) on disposal of investment properties	33	2,772,277	(3,792,150)
- Gain on disposal of investment in equity-accounted investees	32	-	(3,554,108)
- Goodwill written off	11	-	15,178,083
- Provision for slow moving inventories	17	12,303,189	10,211,228
- Allowance for impairment of financial assets and contract assets.	41 C (I)	19,560,879	30,604,353
- Provision for employees' end of service benefits	26	9,317,072	8,466,019
- Profit on disposal of property and equipment	32	(3,987,256)	(495,705)
- Finance costs	34	145,406,349	119,468,942
- Interest income	34	(13,562,735)	(7,688,980)
- Dividend income	34	(1,889,307)	(529,068)
- Lease concession received	32	(1,427,956)	(2,920,158)
- Gain on derecognition of right-of-use assets and lease liabilities	32	(3,886,471)	(214,658)
- Share of results from equity-accounted investees	13	(8,905,407)	(16,091,238)
		<u>259,472,982</u>	<u>255,017,391</u>
Changes in:			
- Inventories		(22,782,842)	(83,282,817)
- Other assets		17,028,876	12,650,926
- Due from related parties		(31,819,983)	(30,378,726)
- Retention receivables		24,238,942	28,310,402
- Contract assets		(10,673,131)	224,070,729
- Trade and other receivables		189,599,660	(144,282,304)
- Due to related parties		618,323	(23,072,482)
- Retention payables		(1,260,579)	(6,797,742)
- Advances from customers		(4,481,002)	(34,002,493)
- Contract liabilities		8,856,428	(20,997,788)
- Trade and other payables		(9,753,800)	6,766,319
- Other liabilities		(777,548)	(32,551,729)
Cash generated from operating activities		<u>418,266,326</u>	<u>151,449,686</u>
Employees' end of service benefits paid	26	(12,794,564)	(12,798,265)
Income tax paid		<u>(1,381,724)</u>	<u>(267,590)</u>
<b>Net cash from operating activities</b>		<b><u>404,090,038</u></b>	<b><u>138,383,831</u></b>

The notes on pages 14 to 82 are an integral part of these consolidated financial statements.

**Salam International Investment Limited Q.P.S.C.**

**Consolidated statement of cash flows (continued)**  
**For the year ended 31 December 2023**

In Qatari Riyals

	Note	2023	2022
<b>Cash flows from investing activities</b>			
Acquisition of property and equipment	9	(38,069,458)	(41,786,854)
Proceeds from disposal of property and equipment	9	9,683,119	2,141,264
Proceeds from sale of investment securities	14	4,400,722	17,495,809
Proceeds from disposal of investment properties	12	148,514,853	18,415,912
Acquisitions of investment in equity-accounted investees	13	(528,000)	(528,000)
Cash received from business acquisition	36	-	64,395
Proceeds from disposal of equity-accounted investees	13	-	4,015,000
Acquisitions of intangible assets	11	(132,947)	(34,521)
Dividends received from equity-accounted investees	13	12,365,253	18,118,623
Dividends received	34	1,889,307	529,068
Interest received		2,008,018	152,881
<b>Net cash from investing activities</b>		<b>140,130,867</b>	<b>18,583,577</b>
<b>Cash flows from financing activities</b>			
Proceeds from borrowings	25	475,771,342	403,141,478
Repayment of borrowings	25	(686,824,602)	(558,843,386)
Net movement in margin deposits against guarantees		(3,004,293)	(402,999)
Net movement in term deposit	21	(84,760,000)	-
Acquisition of non-controlling interests	36	(174,590)	(577,960)
Net movement in non-controlling interests	24	(1,079,468)	(272,783)
Payment of lease liabilities	10 (II)	(9,523,300)	(9,304,555)
Finance costs paid		(127,548,152)	(83,225,758)
<b>Net cash used in financing activities</b>		<b>(437,143,063)</b>	<b>(249,485,963)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>107,077,842</b>	<b>(92,518,555)</b>
Cash and cash equivalents at 1 January		9,956,457	102,475,012
<b>Cash and cash equivalents at 31 December</b>	21	<b>117,034,299</b>	<b>9,956,457</b>



The notes on pages 14 to 82 are an integral part of these consolidated financial statements.

## **Salam International Investment Limited Q.P.S.C.**

### **Notes to the consolidated financial statements As at and for year ended 31 December 2023**

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#### **1 Reporting entity**

Salam International Investment Limited Q.P.S.C. (the "Company" or "SIIL") is a public shareholding company incorporated in the State of Qatar under Amiri Decree No. (1) on 14 January 1998. The registered address of the Company is PO Box 15224, Doha, State of Qatar. The commercial registration number of the Company is 20363. The shares of the Company are listed on Qatar Stock Exchange.

These consolidated financial statements as at and for the year ended 31 December 2023 comprise the Company and its subsidiaries (together referred to as the "Group").

The primary activities of the Group are to establish, incorporate, acquire, and own enterprises in the contracting, energy and industry, consumer and luxury products, technology, real estate, and development sectors, and to invest in securities in local and overseas market. There were no changes to the primary activities compared to the comparative period.

There is no ultimate parent and controlling party for the Company as the shares of the Company are owned by multiple shareholders.

#### **2 Basis of accounting**

These consolidated financial statements have been prepared in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board (IFRS Accounting Standards). They were authorised for issue by the Company's board of directors on 15 February 2024.

Details of the Group's accounting policies, including changes thereto, are included in Note 7

#### **3 Functional and presentation currency**

These consolidated financial statements are presented in Qatari Riyal, which is the Company's functional currency. All amounts have been rounded to the nearest Qatari Riyal, unless otherwise indicated.

#### **4 Basis of measurement**

These consolidated financial statements have been prepared under historical cost basis except for the equity securities at FVOCI and investment properties which are measured on fair value basis on reporting date.

#### **5 Use of judgement and estimates**

In preparing these consolidated financial statements, management has made judgements and estimates that affect the application of Group's accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively.

Information about critical estimates and judgments in applying accounting policies that have the most significant effect on the amounts recognised in the consolidated financial statements are as follows.

##### *Revenue from contract with customers*

The Group makes judgments in determining the performance obligations that exist in contracts with customers. Judgments are also applied in determining timing of transfer of control at a point in time or over time, cost to complete and percentage of completion. Where the standalone selling price is applicable, management uses estimates to determine it based on the cost plus mark-up depending on the nature of goods and services to be provided to different customers.



**5 Use of judgement and estimates (continued)**

*Impairment of inventories*

Inventories are held at the lower of cost and net realizable value less cost to sale. When inventories become old or obsolete, an estimate is made of their net realizable value. For individually significant amounts this estimation is performed on an individual basis. Amounts which are not individually significant, but which are old or obsolete, are assessed collectively and a provision applied according to the inventory type and the degree of ageing or obsolescence, based on historical selling prices.

*Impairment of non-financial assets (other than inventories)*

The carrying amounts of the Group's non-financial assets other than goodwill (Property and equipment, right-of-use assets and equity accounted investees) are reviewed at each reporting date to determine whether there is any indication of impairment. That assessment requires judgement. Goodwill is tested annually for impairment. The determination of recoverable amounts of non-financial assets (the higher of their fair values less costs of disposal and their "value in use") requires management to make significant judgments, estimations and assumptions. In particular the assessment of "value in use" requires management to estimate expected future cash flows from an asset or a cash generating unit and also to choose an appropriate discount rate to discount those cash flows to present value.

*Useful lives, residual values and related depreciation charges of property and equipment and right-of-use assets*

The Group's management determines the estimated useful lives of its property and equipment and right-of-use assets for calculating depreciation. This estimate is determined after considering the expected usage of the asset or physical wear and tear. Management reviews the residual value and useful lives annually and future depreciation charge would be adjusted where the management believes the useful lives differ from previous estimates.

*Provision for expected credit losses of financial assets and contract assets*

The Company uses a provision matrix to calculate ECLs for its financial assets and contract assets. The provision rates for trade receivables and accrued income are based on days past due for the group of various customer segments that have similar loss patterns (i.e., customer type and coverage by letters of credit and other forms of credit insurance). The provision matrix is initially based on the Company's historical observed default rates. The Company will calibrate the matrix to adjust the historical credit loss experience with forward-looking information. For instance, if forecast economic conditions (i.e., gross domestic product) are expected to deteriorate over the next year which can lead to an increased number of defaults, the historical default rates are adjusted. At each reporting date, the historical observed default rates are updated and changes in the forward-looking estimates are analysed.

*Valuation of lease liabilities and right-of-use assets*

The application of IFRS 16 requires the Group to make judgements and estimates that affect the valuation of the lease liabilities and right-of-use assets. These include determining the contracts in scope of IFRS 16, determining the contract term and the finance cost rate used for discounting of future cash flows.

The lease term determine by the Group comprises the non-cancellable period of lease contracts, periods covered by an option to extend the lease if the Group is certain to exercise that option and periods covered by an option to terminate the lease if the Group is reasonably certain not to exercise that option.

The present value of the lease payments are determined using the discount rate representing the rate of finance cost swap applicable for currency of the lease contract and for similar tenor, corrected by the average credit spread of entities with rating similar to the Group's rating, observed in the period when the lease contract commences or is modified.

**Measurement of fair values**

A number of Group's accounting policies and disclosures require the measurement of fair values, for both financial and non-financial assets and liabilities.

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

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**5 Use of judgement and estimates (continued)**

**Measurement of fair values (continued)**

The Group has an established control framework with respect to the measurement of fair values. This includes a valuation team that has overall responsibility for overseeing all significant fair value measurements, including Level 3 fair values, and reports directly to the chief financial officer.

The valuation team regularly reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or pricing services, is used to measure fair values, then the valuation team assesses the evidence obtained from the third parties to support the conclusion that these valuations meet the requirements of the standards, including the level in the fair value hierarchy in which the valuations should be classified.

Significant valuation issues are reported to the Group's audit committee

When measuring the fair value of an asset or a liability, the Group uses observable market data as far as possible. Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs for the asset or liability that are not based on the observable market data (unobservable inputs).

If the inputs used to measure the fair value of an asset or a liability fall into different levels of the fair value hierarchy, then the fair value measurement is categorised in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement.

The Group recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

Further information about the assumption made in measuring fair values is included in the following notes:

- Note 12 – Investment properties
- Note 41 – Investment securities

**6 Changes in material accounting policies**

***New standards, amendments, and interpretations effective for annual reporting period beginning on 1 January 2023.***

The Group adopted below amended IFRS Accounting Standards ("IFRS" or "standards") that are effective for the annual reporting period beginning on 1 January 2023:

<b>Effective date</b>	<b>New standards or amendments</b>
1 January 2023	<ul style="list-style-type: none"><li>• IFRS 17 Insurance Contracts, including amendments.</li><li>• Disclosure of Accounting Policies (Amendments to IAS 1 and IFRS Practice Statement 2) *</li><li>• Definition of Accounting Estimates (Amendments to IAS 8)</li><li>• Deferred Tax related to Assets and Liabilities arising from a Single Transaction (Amendments to IAS 12)</li></ul>
23 May 2023	<ul style="list-style-type: none"><li>• Amendments to IAS 12 - International Tax Reform – Pillar Two Model Rules</li></ul>

**6 Changes in material accounting policies (continued)**

***New standards, amendments, and interpretations effective for annual reporting period beginning on 1 January 2023 (continued).***

\* The Group also adopted Disclosure of Accounting Policies (Amendments to IAS 1 and IFRS Practice Statement 2) from 1 January 2023. Although the amendments did not result in any changes to the accounting policies themselves, they impacted the accounting policy information disclosed in the consolidated financial statements.

The amendments require the disclosure of 'material', rather than 'significant', accounting policies. The amendments also provide guidance on the application of materiality to disclosure of accounting policies, assisting entities to provide useful, entity-specific accounting policy information that users need to understand other information in the consolidated financial statements. Management reviewed the accounting policies and made updates to the information disclosed in Note 7 Material accounting policies (2022: Significant accounting policies) in certain instances in line with the amendments. Other than the above, these amendments had no impact on the consolidated financial statements of the Group.

***New standards, amendments and interpretations to standards not yet effective, but available for early adoption.***

The below new and amended IFRS Standards ("IFRS" or "standards") that are available for early adoption for financial years beginning on or after 1 January 2023 have not been applied in preparing these consolidated financial statements.

Effective date	New standards or amendments
1 January 2024	<ul style="list-style-type: none"> <li>• Non-current Liabilities with Covenants (Amendments to IAS 1)</li> <li>• Classification of Liabilities as Current or Non-current (Amendments to IAS 1)</li> <li>• Lease Liability in a Sale and Leaseback (Amendments to IFRS 16)</li> <li>• Supplier Finance Arrangements – Amendments to IAS 7 and IFRS 7</li> </ul>
1 January 2025	<ul style="list-style-type: none"> <li>• Lack of Exchangeability – Amendments to IAS 21</li> </ul>
Available for optional adoption/effective date deferred indefinitely	<ul style="list-style-type: none"> <li>• Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to IFRS 10 and IAS 28)</li> </ul>

Management does not expect that the adoption of the above new and amended standards will have a significant impact on these consolidated financial statements.

**7 Material accounting policies**

The Group has consistently applied the following accounting policies to all periods presented in these consolidated financial statements, except if mentioned otherwise:

**a) Basis of consolidation**

**i) Business combinations**

The Group accounts for business combinations using the acquisition method when control is transferred to the Group. The consideration transferred in the acquisition is generally measured at fair value, as are the identifiable net assets acquired. Any goodwill that arises is tested annually for impairment. Any gain on a bargain purchase is recognised in profit or loss immediately. Transaction costs are expensed as incurred, except if related to the issue of debt or equity securities.

The consideration transferred does not include amounts related to the settlement of pre-existing relationships. Such amounts are generally recognised in profit or loss.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

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**7 Material accounting policies (continued)**

**a) Basis of consolidation (continued)**

**i) Business combinations (continued)**

Any contingent consideration is measured at fair value at the date of acquisition. If an obligation to pay contingent consideration that meets the definition of a financial instrument is classified as equity, then it is not remeasured and settlement is accounted for within equity. Otherwise, other contingent consideration is remeasured at fair value at each reporting date and subsequent changes in the fair value of the contingent consideration are recognised in profit or loss.

If share-based payment awards (replacement awards) are required to be exchanged for awards held by the acquiree's employees (acquiree's awards), then all or a portion of the amount of the acquirer's replacement awards is included in measuring the consideration transferred in the business combination. This determination is based on the market-based measure of the replacement awards compared with the market-based measure of the acquiree's awards and the extent to which the replacement awards relate to pre-combination service.

**ii) Subsidiaries**

Subsidiaries are entities controlled by the Group. The Group 'controls' an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date on which control commences until the date on which control ceases.

Details of changes in Group's subsidiaries are disclosed in Note 36.

**iii) Non-controlling interests**

Non-controlling interests are measured at their proportionate share of the acquiree's identifiable net assets at the date of acquisition.

Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions.

Details of changes in Group's interest in subsidiaries are disclosed in Note 36.

**iv) Loss of control**

When the Group loses control over a subsidiary, it derecognises the assets and liabilities of the subsidiary, and any related non-controlling interest (NCI) and other components of equity. Any resulting gain or loss is recognised in profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost.

**v) Interests in equity-accounted investees**

The Group's interests in equity-accounted investees comprise interests in associates and joint ventures.

Associates are those entities in which the Group has significant influence, but not control or joint control, over the financial and operating policies. A joint venture is an arrangement in which the Group has joint control, whereby the Group has rights to the net assets of the arrangement, rather than rights to its assets and obligations for its liabilities.

Interests in associates and the joint venture are accounted for using the equity method. They are initially recognised at cost, which includes transaction costs. Subsequent to initial recognition, the consolidated financial statements include the Group's share of the profit or loss and other comprehensive income of equity accounted investees, until the date on which significant influence or joint control ceases.

**7 Material accounting policies (continued)**

**a) Basis of consolidation (continued)**

**vi) Transactions eliminated on consolidation**

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions are eliminated. Unrealised gains arising from transactions with equity accounted investees are eliminated against the investment to the extent of the Group's interest in the investee. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

**b) Foreign currency**

**i) Foreign currency transactions**

Transactions in foreign currencies are translated into the respective functional currency of the Group at the exchange rates at the dates of the transactions.

Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the exchange rate at the reporting date. Non-monetary assets and liabilities that are measured at fair value in a foreign currency are translated into the functional currency at the exchange rate when the fair value was determined. Non-monetary items that are measured based on historical cost in a foreign currency are translated at the exchange rate at the date of the transaction. Foreign currency differences are generally recognised in profit or loss and presented within other income.

However, foreign currency differences arising from the translation of the following items are recognised in OCI:

- an investment in equity securities designated at FVOCI
- a financial liability designated as a hedge of the net investment in a foreign operation to the extent that the hedge is effective; and
- qualifying cash flow hedges to the extent that the hedges are effective.

**ii) Foreign operations**

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on acquisition, are translated into functional currency at the exchange rates at the reporting date. The income and expenses of foreign operations are translated into functional currency at the exchange rates at the dates of the transactions.

Foreign currency differences are recognised in OCI and accumulated in the translation reserve, except to the extent that the translation difference is allocated to NCI.

When a foreign operation is disposed of in its entirety or partially such that control, significant influence or joint control is lost, the cumulative amount in translation reserve related to that foreign operation is reclassified to profit or loss as part of the gain or loss on disposal. If the Group disposes of part of its interest in a subsidiary but retains control, then the relevant proportion of the cumulative amount is reattributed to NCI. When the Group disposes of only part of an associate or joint ventures while retaining significant influence or joint control, the relevant proportion of the cumulative amount is reclassified to profit or loss.

**c) Revenue from contracts with customers**

Revenue is measured based on the consideration specified in a contract with a customer. The Group recognises revenue when it transfers control over a good or service to a customer.

The following table provides information about the nature and timing of the satisfaction of performance obligations in contracts with customers, including significant payment terms, and the related revenue recognition policies.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

**7 Material accounting policies (continued)**

**c) Revenue from contracts with customers (continued)**

Type of revenue	Nature, timing of satisfaction of performance obligations, significant payment terms	Revenue recognition policies
Rendering of services	Revenue is recognised over time as those services are provided. Since the customer consumes the benefits as and when services are rendered by the Group. Invoices are usually issued upon completion of the job or as agreed in the specific contract.	Revenue is recognised over time as the services are provided. The stage of completion for determining the amount of revenue is assessed based on the input method. The related costs are recognised in consolidated statement of income when they are incurred.
Technology contracts	The Group has determined that for technology contracts, the customer controls all of the work in progress as the hardware / software are being manufactured / developed / purchased. This is because under those contracts, hardware / software are made to a customer's specification and if a contract is terminated by the customer, then the Group is entitled to reimbursement of the costs incurred to date, including a reasonable margin. Invoices are issued according to the contractual terms.	Revenue from these contracts and the associated costs are recognised over time. Progress is determined based on the input method. The total consideration in the contract is allocated between all goods and services based on their stand-alone selling prices. In case where the stand-alone selling price is not applicable, it is determined based on the cost-plus mark-up depending on the nature of goods and services to be provided to different customers.  Un-invoiced amounts are presented as contract assets.
Construction contracts	The Group builds civil construction and fit-out works for customers based on their designs and on their premises.  Each project commences on receipt of advances from a customer and its length depends on the complexity of the design.	Revenue is recognised over time based on the cost-to-cost input method. The related costs are recognised in consolidated profit or loss when they are incurred.  Advances received are included in contract liabilities.
Revenue from sale of goods	Revenue is recognised when the control of the goods are transferred to the buyer. Invoices are generated and revenue is recognised at that point in time.  Some contracts permit the customer to return an item. Return goods are exchanged only for new goods. i.e. no cash refunds are offered.	Revenue from sale of goods (i.e. retail sales, sale of spare parts, whole-sale sales) is recognised at the point in time when control of the asset is transferred to the customer, generally on delivery of the goods. Revenue was recognised when the goods are delivered and have been accepted by the customers.  Revenue is recognised to the extent that it is highly probable that a significant reversal in the amount of cumulative revenue recognised will not occur.

**7 Material accounting policies (continued)**

**c) Revenue from contracts with customers (continued)**

**Rental income**

Rental income is recognised as revenue on a straight-line basis over the term of the lease. Lease incentives granted are recognised as an integral part of the total rental income, over the term of the lease. Rental income from investment property is included as part of other income in the separate statement of profit or loss and other comprehensive income.

**d) Finance income and finance costs**

The Group's finance income and finance costs include:

- interest income;
- interest expense;
- dividend income;
- the foreign currency gain or loss on financial assets and financial liabilities;

Interest income or expense is recognised using the effective interest method. Dividend income is recognised in profit or loss on the date on which the Group's right to receive payment is established.

The 'effective interest rate' is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument to:

- the gross carrying amount of the financial asset; or
- the amortised cost of the financial liability.

In calculating interest income and expense, the effective interest rate is applied to the gross carrying amount of the asset (when the asset is not credit-impaired) or to the amortised cost of the liability. However, for financial assets that have become credit-impaired subsequent to initial recognition, interest income is calculated by applying the effective interest rate to the amortised cost of the financial asset. If the asset is no longer credit-impaired, then the calculation of interest income reverts to the gross basis.

**e) Property and equipment**

*Recognition and measurement*

Items of property and equipment are measured at cost, which includes capitalised borrowing costs, less accumulated depreciation and any accumulated impairment losses.

If significant parts of an item of property and equipment have different useful lives, then they are accounted for as separate items (major components) of property and equipment.

Any gain or loss on disposal of an item of property and equipment is recognised in profit or loss.

*Subsequent expenditure*

Subsequent expenditure is capitalized only if it is probable that future economic benefits associated with the expenditure will flow to the Group.

*Depreciation*

Depreciation is calculated to write off the cost of items of property and equipment less their estimated residual values using the straight-line method over their estimated useful lives, and is generally recognised in consolidated statement of profit or loss. Land is not depreciated.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

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**7 Material accounting policies (continued)**

**e) Property and equipment (continued)**

The estimated useful lives of property and equipment for the current and comparative periods are as follows:

Building	10-20 years
Leasehold improvement	3-4 years
Furniture and fixtures	4-7 years
Motor vehicles	5 years
Equipment and tools	3-5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

*Capital work in progress*

Capital work in progress represents projects in the course of construction for the purposes of use in future. Capital work in progress is carried at cost, less any recognized impairment loss. Upon completion these projects will be transferred to property and equipment

**f) Intangible assets and goodwill**

Recognition and measurement

*Goodwill*

Goodwill arising on the acquisition of subsidiaries is measured at cost less accumulated impairment losses.

*Research and development*

Expenditure on research activities is recognised in consolidated statement of profit or loss as incurred.

Development expenditure is capitalised only if the expenditure can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable and the Group intends to and has sufficient resources to complete development and to use or sell the asset. Otherwise, it is recognised in profit or loss as incurred. Subsequent to initial recognition, development expenditure is measured at cost less accumulated amortisation and any accumulated impairment losses.

*Other intangible assets*

Other intangible assets that are acquired by the Group and have finite useful lives are measured at cost less accumulated amortisation and any accumulated impairment losses.

*Subsequent expenditure*

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure, including expenditure on internally generated goodwill and brands, is recognised in consolidated statement of profit or loss as incurred.

*Amortisation*

Amortisation is calculated to write off the cost of intangible assets less their estimated residual values using the straight-line method over their estimated useful lives, and is generally recognised in consolidated statement of profit or loss. Goodwill is not amortised.

The estimated useful lives for current and comparative periods are as follows:

Development cost	5 years
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Amortisation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.



**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

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**7 Material accounting policies (continued)**

**g) Investment property**

Investment property is initially measured at cost and subsequently at fair value with any change therein recognised in profit or loss.

Any gain or loss on disposal of investment property (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss. When investment property that was previously classified as property and equipment is sold, any related amount included in the revaluation reserve is transferred to retained earnings.

Rental income from investment property is recognised as other revenue on a straight-line basis over the term of the lease. Lease incentives granted are recognised as an integral part of the total rental income, over the term of the lease.

**h) Inventories**

Inventories are measured at the lower of cost and net realisable value. The cost of inventories is based on the weighted average and first in first out principle. In the case of manufactured inventories and work in progress, cost includes an appropriate share of production overheads based on normal operating capacity.

**i) Cash and cash equivalents**

Cash and cash equivalents in the statement of financial position comprise cash at banks and in hand and short-term deposits with a maturity of three months or less.

For the purpose of the consolidated statement of cash flows, cash and cash equivalents consist of cash and short-term deposits as defined above, net of any outstanding bank overdrafts.

**j) Financial instruments**

**i) Recognition and initial measurement**

Trade receivables are initially recognised when they are originated. All other financial assets and financial liabilities are initially recognised when the Group becomes a party to the contractual provisions of the instrument.

A financial asset (unless it is a trade receivable without a significant financing component) or financial liability is initially measured at fair value plus, for an item not at FVTPL, transaction costs that are directly attributable to its acquisition or issue. A trade receivable without a significant financing component is initially measured at the transaction price.

**ii) Classification and subsequent measurement**

*Financial assets*

On initial recognition, a financial asset is classified as measured at: amortised cost; FVOCI – debt investment; FVOCI – equity investment; or FVTPL.

Financial assets are not reclassified subsequent to their initial recognition unless the Group changes its business model for managing financial assets, in which case all affected financial assets are reclassified on the first day of the first reporting period following the change in the business model.

A financial asset is measured at amortised cost if it meets both of the following conditions and is not designated as at FVTPL:

- it is held within a business model whose objective is to hold assets to collect contractual cash flows; and;
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

**7 Material accounting policies (continued)**

**j) Financial instruments (continued)**

**ii) Classification and subsequent measurement (continued)**

*Financial assets (continued)*

A debt investment is measured at FVOCI if it meets both of the following conditions and is not designated as at FVTPL:

- it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets; and
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

On initial recognition of an equity investment that is not held for trading, the Group may irrevocably elect to present subsequent changes in the investment's fair value in OCI. This election is made on an investment-by-investment basis.

All financial assets not classified as measured at amortised cost or FVOCI as described above are measured at FVTPL. On initial recognition, the Group may irrevocably designate a financial asset that otherwise meets the requirements to be measured at amortised cost or at FVOCI as at FVTPL if doing so eliminates or significantly reduces an accounting mismatch that would otherwise arise.

*Financial assets – Business model assessment*

The Group makes an assessment of the objective of the business model in which a financial asset is held at a portfolio level because this best reflects the way the business is managed and information is provided to management. The information considered includes:

- the stated policies and objectives for the portfolio and the operation of those policies in practice. These include whether management's strategy focuses on earning contractual interest income, maintaining a particular interest rate profile, matching the duration of the financial assets to the duration of any related liabilities or expected cash outflows or realising cash flows through the sale of the assets;
- how the performance of the portfolio is evaluated and reported to the Group's management;
- the risks that affect the performance of the business model (and the financial assets held within that business model) and how those risks are managed;
- how managers of the business are compensated – e.g. whether compensation is based on the fair value of the assets managed or the contractual cash flows collected; and
- the frequency, volume and timing of sales of financial assets in prior periods, the reasons for such sales and expectations about future sales activity.

Transfers of financial assets to third parties in transactions that do not qualify for derecognition are not considered sales for this purpose, consistent with the Group's continuing recognition of the assets.

Financial assets that are held for trading or are managed and whose performance is evaluated on a fair value basis are measured at FVTPL.

*Financial assets – Assessment whether contractual cash flows are solely payments of principal and interest*

For the purposes of this assessment, 'principal' is defined as the fair value of the financial asset on initial recognition. 'Interest' is defined as consideration for the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time and for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as a profit margin.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

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**7 Material accounting policies (continued)**

**j) Financial instruments (continued)**

**ii) Classification and subsequent measurement (continued)**

*Financial assets – Assessment whether contractual cash flows are solely payments of principal and interest (continued)*

In assessing whether the contractual cash flows are solely payments of principal and interest, the Group considers the contractual terms of the instrument. This includes assessing whether the financial asset contains a contractual term that could change the timing or amount of contractual cash flows such that it would not meet this condition. In making this assessment, the Group considers:

- contingent events that would change the amount or timing of cash flows;
- terms that may adjust the contractual coupon rate, including variable-rate features;
- prepayment and extension features; and
- terms that limit the Group's claim to cash flows from specified assets (e.g. non-recourse features).

A prepayment feature is consistent with the solely payments of principal and interest criterion if the prepayment amount substantially represents unpaid amounts of principal and interest on the principal amount outstanding, which may include reasonable additional compensation for early termination of the contract. Additionally, for a financial asset acquired at a discount or premium to its contractual par amount, a feature that permits or requires prepayment at an amount that substantially represents the contractual par amount plus accrued (but unpaid) contractual interest (which may also include reasonable additional compensation for early termination) is treated as consistent with this criterion if the fair value of the prepayment feature is insignificant at initial recognition.

*Financial assets – Subsequent measurement and gains and losses*

Financial assets at FVTPL	These assets are subsequently measured at fair value. Net gains and losses, including any interest or dividend income, are recognised in profit or loss.
Financial assets at amortised cost	These assets are subsequently measured at amortised cost using the effective interest method. The amortised cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognised in profit or loss. Any gain or loss on derecognition is recognised in profit or loss.
Equity investments at FVOCI	These assets are subsequently measured at fair value. Dividends are recognised as income in profit or loss unless the dividend clearly represents a recovery of part of the cost of the investment. Other net gains and losses are recognised in OCI and are never reclassified to profit or loss.

*Financial liabilities – Classification, subsequent measurement and gains and losses*

Financial liabilities are classified as measured at amortised cost or FVTPL. A financial liability is classified as at FVTPL if it is classified as held-for-trading, it is a derivative or it is designated as such on initial recognition. Financial liabilities at FVTPL are measured at fair value and net gains and losses, including any interest expense, are recognised in profit or loss. Other financial liabilities are subsequently measured at amortised cost using the effective interest method. Interest expense and foreign exchange gains and losses are recognised in profit or loss. Any gain or loss on derecognition is also recognised in profit or loss.

**7 Material accounting policies (continued)**

**j) Financial instruments (continued)**

**iii) Derecognition**

*Financial assets*

The Group derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantially all of the risks and rewards of ownership of the financial asset are transferred or in which the Group neither transfers nor retains substantially all of the risks and rewards of ownership and it does not retain control of the financial asset.

The Group enters into transactions whereby it transfers assets recognised in its consolidated statement of financial position, but retains either all or substantially all of the risks and rewards of the transferred assets. In these cases, the transferred assets are not derecognised.

*Financial liabilities*

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled, or expire. The Group also derecognises a financial liability when its terms are modified and the cash flows of the modified liability are substantially different, in which case a new financial liability based on the modified terms is recognised at fair value.

On derecognition of a financial liability, the difference between the carrying amount extinguished and the consideration paid (including any non-cash assets transferred or liabilities assumed) is recognised in profit or loss.

**iv) Offsetting**

Financial assets and financial liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group currently has a legally enforceable right to set off the amounts and it intends either to settle them on a net basis or to realise the asset and settle the liability simultaneously.

**k) Impairment**

***Non-derivative financial assets***

*Financial instruments and contract assets*

The Group recognises loss allowances for ECLs on:

- financial assets measured at amortised cost; and
- contract assets.

The Group also recognises loss allowances for ECLs on lease receivables, which are disclosed as part of trade and other receivables.

The Group measures loss allowances at an amount equal to lifetime ECLs, except for the following, which are measured at 12-month ECLs:

- debt securities that are determined to have low credit risk at the reporting date; and
- other debt securities and bank balances for which credit risk (i.e. the risk of default occurring over the expected life of the financial instrument) has not increased significantly since initial recognition.

Impairment allowances for trade receivables (including lease receivables) and contract assets are always measured at an amount equal to lifetime ECLs.

**7 Material accounting policies (continued)**

**k) Impairment (continued)**

***Non-derivative financial assets (continued)***

*Financial instruments and contract assets (continued)*

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECLs, the Group considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Group's historical experience and informed credit assessment and including forward-looking information.

The Group assumes that the credit risk on a financial asset has increased significantly if it is more than 90 days past due. The Group considers a financial asset to be in default when the borrower is unlikely to pay its credit obligations to the Group in full, without recourse by the Group to actions such as realising security (if any is held), or the financial asset is more than 730 days past due.

Lifetime ECLs are the ECLs that result from all possible default events over the expected life of a financial instrument.

12-month ECLs are the portion of ECLs that result from default events that are possible within the 12 months after the reporting date (or a shorter period if the expected life of the instrument is less than 12 months).

The maximum period considered when estimating ECLs is the maximum contractual period over which the Group is exposed to credit risk.

*Measurement of ECLs*

ECLs are a probability-weighted estimate of credit losses. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity in accordance with the contract and the cash flows that the Group expects to receive).

ECLs are discounted at the effective interest rate of the financial asset.

*Credit-impaired financial assets*

At each reporting date, the Group assesses whether financial assets carried at amortised cost are credit-impaired. A financial asset is 'credit-impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred.

Evidence that a financial asset is credit-impaired includes the following observable data:

- significant financial difficulty of the borrower or issuer;
- a breach of contract such as a default or being more than 730 days past due;
- the restructuring of a loan or advance by the Group on terms that the Group would not consider otherwise;
- it is probable that the borrower will enter bankruptcy or other financial reorganisation; or
- the disappearance of an active market for a security because of financial difficulties.

*Presentation of allowance for ECL in the consolidated statement of financial position*

Loss allowances for financial assets measured at amortised cost are deducted from the gross carrying amount of the assets.

**7 Material accounting policies (continued)**

**(k) Impairment (continued)**

***Non-derivative financial assets (continued)***

*Write-off*

The gross carrying amount of a financial asset is written off when the Group has no reasonable expectations of recovering a financial asset in its entirety or a portion thereof. The Group individually makes an assessment with respect to the timing and amount of write-off based on whether there is a reasonable expectation of recovery. The Group expects no significant recovery from the amount written off. However, financial assets that are written off could still be subject to enforcement activities in order to comply with the Group's procedures for recovery of amounts due.

***Non-financial assets***

At each reporting date, the Group reviews the carrying amounts of its non-financial assets (other than investment property and inventories) to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. Goodwill is tested annually for impairment.

For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or CGUs. Goodwill arising from a business combination is allocated to CGUs or groups of CGUs that are expected to benefit from the synergies of the combination.

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. Value in use is based on the estimated future cash flows, discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

An impairment loss is recognised if the carrying amount of an asset or CGU exceeds its recoverable amount.

Impairment losses are recognised in profit or loss. They are allocated first to reduce the carrying amount of any goodwill allocated to the CGU, and then to reduce the carrying amounts of the other assets in the CGU on a pro rata basis.

An impairment loss in respect of goodwill is not reversed. For other assets, an impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

**(l) Employees' end of service benefits**

The Group provides end of service benefits to its expatriate employees in accordance with Qatar labour law. The entitlement to these benefits is based upon the employees' final salary and length of service, subject to the completion of minimum service period. The expected costs of these benefits are accrued over the period of employment.

With respect to its national employees, the Group makes contributions to the General Pension Fund Authority calculated as a percentage of the employees' salaries. The Group's obligations are limited to these contributions, which are expensed when due.

**(m) Provision**

Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The unwinding of the discount is recognised as finance cost.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for year ended 31 December 2023**

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**7 Material accounting policies (continued)**

**(n) Income tax**

Income tax comprises the expected tax payable on the taxable profit for the year, adjusted for any corrections to the tax payable of previous years. It is calculated on the basis of the tax laws enacted (Income Tax Law No. 24 of 2018 and Ministerial Decision No. 39 of 2019) or substantively enacted at the reporting date in the State of Qatar. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation.

If applicable tax regulation is subject to interpretation and there is uncertainty over a treatment chosen by the Company that it is not probable that the tax authority will accept, it establishes a provision where appropriate on the basis of amounts expected to be paid to the tax authorities. Provisions made in respect of uncertain tax positions are re-assessed whenever circumstances change or there is new information that affects the previous judgements and estimates.

Deferred tax is recognised in respect of temporary differences arising between the carrying amounts of assets and liabilities reported in the financial statements and their respective amounts used for tax purposes. Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled using tax rates based on tax laws that have been enacted (Income Tax Law No. 24 of 2018) or substantially enacted by the reporting date in the State of Qatar.

**(o) Leases**

At the inception of a contract, the Group assess whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Group uses the definition of a lease in IFRS 16.

**i. As a lessee**

At commencement or on modification of a contract that contains a lease component, the Group allocates the consideration in the contract to each lease component on the basis of its relative stand-alone prices. However, for the leases of property the Group has elected not to separate non-lease components and account for the lease and non-lease components as a single lease component.

The Group recognises a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Group by the end of the lease term or the cost of the right-of-use asset reflects that the Group will exercise a purchase option. In that case the right-of-use asset will be depreciated over the useful life of the underlying asset, which is determined on the same basis as those of property and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Group's incremental borrowing rate. Generally, the Group uses its incremental borrowing rate as the discount rate.

The Group determines its incremental borrowing rate by obtaining interest rates from various external financing sources and makes certain adjustments to reflect the terms of the lease and type of the asset leased.

**7 Material accounting policies (continued)**

**(o) Leases (continued)**

**i. As a lessee (continued)**

Lease payments included in the measurement of the lease liability comprise the following:

- fixed payments, including in-substance fixed payments;
- variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date;
- amounts expected to be payable under a residual value guarantee; and
- the exercise price under a purchase option that the Group is reasonably certain to exercise, lease payments in an optional renewal period if the Group is reasonably certain to exercise an extension option, and penalties for early termination of a lease unless the Group is reasonably certain not to terminate early.

The lease liability is measured at amortised cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Group's estimate of the amount expected to be payable under a residual value guarantee, if the Group changes its assessment of whether it will exercise a purchase, extension or termination option or if there is a revised in-substance fixed lease payment.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the right-of-use asset has been reduced to zero. Right-of-use assets that meet the definition of investment property are presented within investment property.

**Short-term leases and leases of low-value assets**

The Group has elected not to recognise right-of-use assets and lease liabilities for leases of low-value assets and short-term leases, including IT equipment. The Group recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

**ii. As a lessor**

At inception or on modification of a contract that contains a lease component, the Group allocates the consideration in the contract to each lease component on the basis of their relative stand-alone prices.

When the Group acts as a lessor, it determines at lease inception whether each lease is a finance lease or an operating lease.

To classify each lease, the Group makes an overall assessment of whether the lease transfers substantially all of the risks and rewards incidental to ownership of the underlying asset. If this is the case, then the lease is a finance lease; if not, then it is an operating lease. As part of this assessment, the Group considers certain indicators such as whether the lease is for the major part of the economic life of the asset.

When the Group is an intermediate lessor, it accounts for its interests in the head lease and the sub-lease separately. It assesses the lease classification of a sub-lease with reference to the right-of-use asset arising from the head lease, not with reference to the underlying asset. If a head lease is a short-term lease to which the Group applies the exemption described above, then it classifies the sub-lease as an operating lease.

If an arrangement contains lease and non-lease components, then the Group applies IFRS 15 to allocate the consideration in the contract.

The Group applies the derecognition and impairment requirements in IFRS 9 to the net investment in the lease. The Group further regularly reviews estimated unguaranteed residual values used in calculating the gross investment in the lease.

The Group recognises lease payments received under operating leases as income on a straight-line basis over the lease term as part of 'other revenue'.



**7 Material accounting policies (continued)**

**p) Operating profit**

Operating profit is the result generated from the continuing principal revenue-producing activities of the Group as well as other income and expenses related to operating activities. Operating profit excludes net finance costs, share of profit of equity-accounted investees and income taxes.

**q) Fair value measurement**

Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access at that date. The fair value of a liability reflects its non-performance risk.

A number of the Group's accounting policies and disclosures require the measurement of fair values, for both financial and non-financial assets and liabilities (see Note 5).

When one is available, the Group measures the fair value of an instrument using the quoted price in an active market for that instrument. A market is regarded as 'active' if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

If there is no quoted price in an active market, then the Group uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

If an asset or a liability measured at fair value has a bid price and an ask price, then the Group measures assets and long positions at a bid price and liabilities and short positions at an ask price.

The best evidence of the fair value of a financial instrument on initial recognition is normally the transaction price – i.e. the fair value of the consideration given or received. If the Group determines that the fair value on initial recognition differs from the transaction price and the fair value is evidenced neither by a quoted price in an active market for an identical asset or liability nor based on a valuation technique for which any unobservable inputs are judged to be insignificant in relation to the measurement, then the financial instrument is initially measured at fair value, adjusted to defer the difference between the fair value on initial recognition and the transaction price. Subsequently, that difference is recognised in profit or loss on an appropriate basis over the life of the instrument but no later than when the valuation is wholly supported by observable market data or the transaction is closed out.

**8. Financial risk and capital management**

The Group has exposure to the following risks from its use of financial instruments:

- Credit risk;
- Liquidity risk; and
- Market risk;

**Risk management framework**

The Group's board of directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The board of directors has established the Risk Management Committee, which is responsible for developing and monitoring the Group's risk management policies. The committee reports regularly to the board of directors on its activities.

The Group's risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to maintain a disciplined and constructive control environment in which all employees understand their roles and obligations.

**8. Financial risk and capital management (continued)**

**Risk management framework (continued)**

The Group Audit Committee oversees how management monitors compliance with the Group's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Group. The Group Audit Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

**i) Credit risk**

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers and investments in debt securities.

**Trade and other receivables and contract assets**

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. However, management also considers the factors that may influence the credit risk of its customer base, including the default risk of the industry and country in which customers operate.

The Risk Management Committee has established a credit policy under which each new customer is analysed individually for creditworthiness before the Group's standard payment and delivery terms and conditions are offered.

Further information about the Group's exposure to credit risk are provided in Note 41.

**ii) Liquidity risk**

Liquidity risk is the risk that the Group will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Group's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when they are due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

Further information about the Group's exposure to liquidity risk are provided in Note 41.

**iii) Market risk**

Market risk is the risk that changes in market prices – such as foreign exchange rates, interest rates and equity prices – will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

**Currency risk**

Currency risk is the risk that the value of a financial instrument will fluctuate due to a change in foreign exchange rates.

The Group's exposure to currency risk on transactions with related parties and borrowings that are denominated in a currency other than the respective functional currency are limited to those currencies which are pegged against USD such as AED, RO, JD etc. The Group's exposure to other currency risk is minimal.

In respect of other monetary assets and liabilities denominated in foreign currencies, the Group ensures that its net exposure is kept to an acceptable level.

**8. Financial risk and capital management (continued)****iii) Market risk (continued)***Interest rate risk*

Interest rate risk is the probability of a decline in the value of an asset resulting from unexpected fluctuations in interest rates.

The Group adopts a policy of ensuring that majority of its interest rate risk exposure is at a fixed rate.

*Equity price risk*

Equity price risk is the risk that the fair values of equity decreases as a result of changes in price indices of investments in other entities' equity instruments as part of the Group's investment portfolio.

Further information about the Group's exposure to market risk are provided in Note 41.

**Capital management**

The Group manages its capital to ensure that it will be able to continue on a going concern basis while maximizing the return to stakeholders through the optimization of the debt and equity balance.

**Gearing ratio**

The Group's management reviews the capital structure on a regular basis. As part of this review, the management considers the cost of capital and the risks associated with each class of capital.

The gearing ratios at the year end are as follows:

	<b>2023</b>	2022
Debt (Note 25)	2,093,814,260	2,287,009,323
Cash and cash equivalents (net of bank overdraft)	<u>(207,556,007)</u>	<u>(12,713,872)</u>
<b>Net debt (a)</b>	<b><u>1,886,258,253</u></b>	<b><u>2,274,295,451</u></b>
<b>Equity (b)</b>	<b><u>1,730,669,953</u></b>	<b><u>1,669,242,322</u></b>
<b>Net debt to equity</b>	<b><u>109%</u></b>	<b><u>136%</u></b>

(a) Net debt is defined as long and short-term borrowing, net of cash and cash equivalents.

(b) Equity includes all share capital, reserves and accumulated losses of the Group.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2022**

In Qatari Riyals

**9 Property and equipment**

	Land and buildings (i) & (ii)	Leasehold improvements	Furniture and fixtures	Motor vehicles	Equipment and tools	Capital work in progress	Total
<b>Cost</b>							
Balance at 1 January 2023	304,991,085	327,024,086	92,937,429	42,441,164	223,991,652	8,182,699	999,568,115
Additions	438,520	3,212,611	412,599	3,405,824	6,349,780	24,250,124	38,069,458
Disposals	-	(58,834)	(664,316)	(3,853,935)	(13,920,504)	-	(18,497,589)
Transfers	-	5,112,669	-	-	44,473	(5,157,142)	-
Write-offs	-	(14,507,696)	(2,237,495)	-	(2,911,297)	-	(19,656,488)
Balance at 31 December 2023	305,429,605	320,782,836	90,448,217	41,993,053	213,554,104	27,275,681	999,483,496
<b>Accumulated depreciation</b>							
Balance at 1 January 2023	147,751,663	254,540,949	85,988,803	36,450,970	190,508,881	-	715,241,266
Depreciation (iii)	9,013,435	23,174,282	3,184,812	3,114,575	14,189,250	-	52,676,354
Disposals	-	(62,466)	(565,894)	(3,828,379)	(8,344,987)	-	(12,801,726)
Write-offs	-	(11,001,149)	(1,911,608)	-	(2,890,269)	-	(15,803,026)
Balance at 31 December 2023	156,765,098	266,651,616	86,696,113	35,737,166	193,462,875	-	739,312,868
<b>Carrying amounts</b>							
At 31 December 2023 (iv)	148,664,507	54,131,220	3,752,104	6,255,887	20,091,229	27,275,681	260,170,628

Salam International Investment Limited Q.P.S.C.

Notes to the consolidated financial statements  
As at and for the year ended 31 December 2022

In Qatari Riyals

9 Property and equipment (continued)		Land and buildings (i) & (ii)	Leasehold improvements	Furniture and fixtures	Motor vehicles	Equipment and tools	Capital work in progress	Total
<b>Cost</b>								
Balance at 1 January 2022		305,159,372	304,742,426	97,871,166	42,263,334	200,281,983	10,963,672	961,281,953
Reclassifications		-	(128,718)	120,199	-	(936,321)	944,840	-
Adjustments		(126,057)	(50)	(1,878)	(283,765)	(5,510,574)	-	(5,922,324)
Balance at 1 January 2022 (adjusted)		305,033,315	304,613,658	97,989,487	41,979,569	193,835,088	11,908,512	955,359,629
Additions		-	8,331,936	553,614	2,120,157	26,675,632	4,105,515	41,786,854
Disposals		(42,230)	(1,220,191)	(5,839,512)	(1,852,735)	(10,597,280)	-	(19,551,948)
Transfers		-	6,947,023	417,262	-	51,000	(7,415,285)	-
Reclassification to intangible assets		-	-	-	-	-	(1,380,139)	(1,380,139)
Reclassification from investment property (Note 12)		-	5,118,561	-	-	760,414	964,096	6,843,071
Acquired through business combination (Note 36)		-	3,233,099	41,185	194,173	13,266,798	-	16,735,255
Write-offs		-	-	(224,607)	-	-	-	(224,607)
Balance at 31 December 2022		304,991,085	327,024,086	92,937,429	42,441,164	223,991,652	8,182,699	999,568,115
<b>Accumulated depreciation</b>								
Balance at 1 January 2022		138,702,730	232,174,049	87,616,504	35,362,189	183,414,085	-	677,269,557
Reclassifications		(630)	(112,150)	112,780	5	(5)	-	-
Adjustments		(126,108)	1,399	(4,446)	(283,765)	(5,509,404)	-	(5,922,324)
Balance at 1 January 2022 (adjusted)		138,575,992	232,063,298	87,724,838	35,078,429	177,904,676	-	671,347,233
Depreciation (iii)		9,217,896	23,089,579	3,857,589	3,202,894	22,644,682	-	62,012,640
Disposals		(42,225)	(611,928)	(5,381,406)	(1,830,353)	(10,040,477)	-	(17,906,389)
Write-offs		-	-	(212,218)	-	-	-	(212,218)
Balance at 31 December 2022		147,751,663	254,540,949	85,988,803	36,450,970	190,508,881	-	715,241,266
<b>Carrying amounts</b>								
<b>At 31 December 2022 (iv)</b>		157,239,422	72,483,137	6,948,626	5,990,194	33,482,771	8,182,699	284,326,849

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**9 Property and equipment (continued)**

- (i) This includes buildings costing value at the reporting date amounted to QR 162,519,738 (2022: QR 162,519,738) that have been constructed on lands leased from various Government agencies in the State of Qatar and United Arab Emirates.
- (ii) This also includes land and buildings (Salam Plaza) with a net book value at the reporting date amounted to QR 94,359,672 (31 December 2022: QR 97,246,289) (Note 25) that is being utilised by the Group entities. This property is mortgaged to a local bank against the facilities obtained by the Group.
- (iii) Depreciation charge has been allocated in the consolidated statement of profit or loss as follows:

	2023	2022
Operating cost (Note 30)	5,712,034	17,531,807
General and administrative expenses (Note 31)	46,964,320	44,480,833
Depreciation in the consolidated statement of profit or loss	<u>52,676,354</u>	<u>62,012,640</u>

- (iv) In the statement of cash flows, proceeds from disposal of property and equipment comprise:

	2023	2022
Carrying amounts	5,695,863	1,645,559
Gain from sales of property and equipment (Note 32)	3,987,256	495,705
Proceeds from disposal of property and equipment	<u>9,683,119</u>	<u>2,141,264</u>

**10 Leases**

**A. Group as lessee**

The Group leases land and other properties such as retail outlets, staff accommodation, warehouse and factory facilities. The leases typically run for a period up to 30 years. Lease payments are renegotiated periodically to reflect the market rentals. Some leases provide for additional rent payments that are based on changes in local price indices.

The Group leases some properties with contract terms of less than one year. These leases are short-term and/or leases of low value items. The Group has elected not to recognise right-of-use assets and lease liabilities for these leases.

Information about leases for which the Group is a lessee is presented below.

**I. Right-of-use assets**

Right-of-use assets related to leased properties that do not meet the definition of investment property are presented separately in the consolidated statement of financial position. The carrying amounts of right-of-use assets are as below:

**10 Leases (continued)****A. Group as lessee (continued)****I. Right-of-use assets (continued)**

	<b>Land and other properties</b>	
	<b>2023</b>	<b>2022</b>
<b>Costs</b>		
Balance at 1 January	145,224,313	135,336,597
Additions	22,685,289	15,477,506
Derecognition (i)	<u>(39,493,943)</u>	<u>(5,589,790)</u>
<b>Balance at 31 December</b>	<b><u>128,415,659</u></b>	<b><u>145,224,313</u></b>
<b>Accumulated depreciation</b>		
Balance at 1 January	66,586,937	53,921,004
Depreciation (ii)	12,683,421	15,080,952
Derecognition (i)	<u>(19,837,642)</u>	<u>(2,415,019)</u>
<b>Balance at 31 December</b>	<b><u>59,432,716</u></b>	<b><u>66,586,937</u></b>
<b>Carrying amounts</b>		
<b>At 31 December</b>	<b><u>68,982,943</u></b>	<b><u>78,637,376</u></b>

(i) Derecognition of the right-of-use assets is a result of cancellation of certain lease contracts during the current and comparative years.

(ii) Depreciation charge has been allocated in the consolidated statement of profit or loss as follows:

	<b>2023</b>	<b>2022</b>
Operating cost (Note 30)	2,243,326	2,823,837
General and administrative expenses (Note 31)	<u>10,440,095</u>	<u>12,257,115</u>
Depreciation in the consolidated statement of profit or loss	<b><u>12,683,421</u></b>	<b><u>15,080,952</u></b>

**II. Lease liabilities**

	<b>2023</b>	<b>2022</b>
Balance at 1 January	79,113,612	79,250,248
Additions	22,685,289	15,477,506
Interest expense (i)	4,098,966	3,915,274
Principal repayments	(9,523,300)	(9,304,555)
Interest paid	(4,098,966)	(3,915,274)
Rent concession received on account of COVID-19 (ii)	-	(2,920,158)
Rent concession	(1,427,956)	-
Derecognition	<u>(23,542,772)</u>	<u>(3,389,429)</u>
<b>Balance at 31 December</b>	<b><u>67,304,873</u></b>	<b><u>79,113,612</u></b>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**10 Leases (continued)**

**A. Group as lessee (continued)**

**III. Lease liabilities (continued)**

Lease liabilities are presented in the consolidated statement of financial position as follows:

	<b>2023</b>	2022
Current	8,149,001	11,218,289
Non-current	59,155,872	67,895,323
	<b><u>67,304,873</u></b>	<u>79,113,612</u>

The maturity analysis of the contractual undiscounted cash flows of lease liabilities is as follows:

	<b>2023</b>	2022
No later than 1 year	11,646,514	16,147,220
Later than 1 year and no later than 5 years	35,469,088	50,672,317
Later than 5 years	49,188,340	42,783,160
Total undiscounted lease liabilities at 31 December	96,303,942	109,602,697
Future finance charges of finance leases	(28,999,069)	(30,489,085)
Lease liabilities included in the statement of financial position at 31 December	<b><u>67,304,873</u></b>	<u>79,113,612</u>

(i) Interest on lease liabilities has been allocated in the consolidated statement of profit or loss is as follows:

	<b>2023</b>	2022
Operating cost (Note 30)	833,405	1,083,472
General and administration cost (Note 31)	-	324
Finance costs (Note 34)	3,265,561	2,831,478
	<b><u>4,098,966</u></b>	<u>3,915,274</u>

(ii) As a consequence of COVID-19 pandemic, the Group received rent concessions from various lessors related to its certain lease properties during the comparative year. There were no other changes to the terms and condition of the lease agreements. The Group applied practical expedient as per IFRS 16 as these rent concessions met all the conditions required to apply the practical expedient. Accordingly, the Group recognised rent concession of QR 2,920,158 in comparative year. (Note 32)

**III. Amounts recognised in consolidated statement of profit or loss**

	<b>2023</b>	2022
Depreciation of right of use assets [Note 10 (A) (I)]	12,683,421	15,080,952
Interest on lease liabilities [Note 10 (A)(II)]	4,098,966	3,915,274
Expenses relating to short-term leases and leases of low value assets (Note 31)	10,398,759	10,655,239
Rent concession received on account of COVID-19 (Note 32)	-	(2,920,158)
Rent concession (Note 32)	(1,427,956)	-
	<b><u>25,753,190</u></b>	<u>26,731,307</u>



**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**10 Leases (continued)**

**A. Group as lessee (continued)**

**IV. Amounts recognised in consolidated statement of cash flows**

	<b>2023</b>	<b>2022</b>
Lease principal payments	9,523,300	9,304,555
Interest on lease liabilities	4,098,966	3,915,274
Total cash outflow for leases	<u>13,622,266</u>	<u>13,219,829</u>

**B. Group as lessor**

The Group leases out its investment properties consisting of its owned commercial properties as well as leased properties. All leases including sub leases are classified as operating leases from a lessor perspective.

**I. Operating lease**

The Group leases out its investment properties. The Group has classified these leases as operating leases, because they do not transfer substantially all of the risks and rewards incidental to the ownership of the assets. Note 12 sets out information about the operating leases of investment property.

Rental income recognised by the Group during 2023 was QR 116,052,648 (2022: QR 111,119,339) (Note 29).

The following table sets out a maturity analysis of lease payments, showing the undiscounted lease payments to be received after the reporting date.

	<b>2023</b>	<b>2022</b>
Less than one year	78,942,039	76,899,862
One to two years	32,646,132	44,199,848
Two to three years	21,971,889	9,997,043
Three to four years	15,575,800	2,961,950
Four to five years	-	72,000
<b>Total</b>	<u>149,135,860</u>	<u>134,130,703</u>

**II. Finance lease**

The Group does not have any assets under finance lease in which it act as lessor.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**11 Intangible assets and goodwill**

	<b>2023</b>	2022
Goodwill (i)	45,447,432	45,447,432
Intangible assets (ii)	<u>24,962,765</u>	<u>28,529,200</u>
	<b><u>70,410,197</u></b>	<b><u>73,976,632</u></b>

(i) Goodwill

Goodwill acquired in a business combination is allocated, at acquisition, to the cash generating units (CGUs) that are expected to benefit from that business combination. The movements in the carrying amount of goodwill is as follow.

	<b>2023</b>	2022
Balance at 1 January	45,447,432	60,625,515
Impairment loss	<u>-</u>	<u>(15,178,083)</u>
<b>Balance at 31 December</b>	<b><u>45,447,432</u></b>	<b><u>45,447,432</u></b>

*Impairment testing for CGUs containing goodwill*

For the purpose of impairment testing, the carrying amounts of goodwill has been allocated to the Group's CGUs (the subsidiary companies) as follows:

	<b>2023</b>	2022
Salam Petroleum Services W.L.L., Qatar	12,937,048	12,937,048
Salam Enterprises Company L.L.C., UAE	11,062,279	11,062,279
Salam Technology W.L.L., Qatar	9,596,160	9,596,160
Salam Industries W.L.L., Qatar	7,531,543	7,531,543
Qatari German Switchgear Company W.L.L., Qatar	2,705,253	2,705,253
Salam Enterprises W.L.L., Qatar	<u>1,615,149</u>	<u>1,615,149</u>
	<b><u>45,447,432</u></b>	<b><u>45,447,432</u></b>

The recoverable amount of these CGUs was based on fair value less costs of disposal, estimated using discounted cash flows. The fair value measurement was categorised as a Level 3 fair value based on the inputs in the valuation technique used.

The key assumptions used in the estimation of recoverable amount are set out below. The values assigned to the key assumptions represent management's assessment of future trends in the relevant industries and have been based on historical data from both external and internal sources.

	<b>2023</b>	2022
Discount rate	<u>11%</u>	<u>11%</u>
Terminal growth rate	<u>2.3%</u>	<u>2.3%</u>
Budgeted EBITDA growth rate (average of next five years)	<u>18%</u>	<u>21%</u>

**11 Intangible assets and goodwill (continued)**

(i) Goodwill (continued)

*Impairment testing for CGUs containing goodwill (continued)*

The discount rate was based on a post-tax measure estimated based on the historical industry average weighted average cost of capital.

The cash flow projection includes specific estimates for five years for each CGU and a terminal growth rate thereafter. The terminal growth rate is determined based on management's estimate of long-term compound annual EBITDA growth rate, consistent with the assumption that a market participant would make.

Budgeted EBITDA was estimated taking into account past experience, adjusted as follows.

- Revenue growth was projected taking into account the average growth levels experience over the past five years and the estimated sales volume and price growth for the next five years.
- Environmental costs are assumed to grow with inflation in other years

During the comparative year, the carrying amount of the CGUs exceeded it estimated recoverable amount by approximately QR 15,178,083. Therefore, impairment loss of QR 15,178,083 was recognised. The impairment loss was fully allocated to goodwill and included in consolidated statement of profit or loss.

Management has identified that a reasonably possible change in discount rate could cause the carrying amount to exceed the recoverable amount. The following table shows the amount by which an assumption would need to change individually for estimated recoverable amount to be equal to the carrying amount.

	<b>Change required for carrying amount to equal recoverable amount</b>	
	<b>2023</b>	<b>2022</b>
Discount rate	<u>19.6%</u>	<u>18.5%</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**11 Intangible assets and goodwill (continued)**

(ii) Intangible assets

Intangible assets include costs incurred for computer software and ERP system. The costs incurred for computer software are amortized over a period of five years, being their expected useful lives.

	<b>2023</b>	2022
<b>Cost</b>		
Balance at 1 January	80,493,638	79,098,215
Additions	132,947	34,521
Reclassification from property and equipment	-	1,380,139
Write-off	<u>(1,644,591)</u>	<u>(19,237)</u>
<b>Balance at 31 December</b>	<b><u>78,981,994</u></b>	<b><u>80,493,638</u></b>
<b>Accumulated amortisation</b>		
Balance at 1 January	51,964,438	48,151,901
Amortisation (Note 31)	3,684,479	3,812,537
Write off	<u>(1,629,688)</u>	<u>-</u>
<b>Balance at 31 December</b>	<b><u>54,019,229</u></b>	<b><u>51,964,438</u></b>
<b>Carrying amounts at 31 December</b>	<b><u>24,962,765</u></b>	<b><u>28,529,200</u></b>

**12 Investment properties**

**I. Reconciliation of carrying amount**

The movements in the investment properties during the year are as follows:

	<b>2023</b>	2022
Balance at 1 January	2,370,885,601	2,266,079,798
Reclassification from other assets (i)	-	69,768,823
Reclassification to property and equipment (Note 9)	-	(6,843,071)
Disposals (ii)	<u>(151,287,130)</u>	<u>(14,623,762)</u>
Net fair value gain(iii)	24,128,235	56,503,813
<b>Balance at 31 December</b>	<b><u>2,243,726,706</u></b>	<b><u>2,370,885,601</u></b>

Investment properties comprises a number of completed commercial, residential and industrial properties that are leased to third parties and vacant lands.

- (i) This represents transfer of advances paid in the prior years to purchase a plot of land from the artificial world island project established in Dubai to the investment property during the comparative year as the respective land has been legally registered in the name of a subsidiary "Salam Bounian Development Company P.Q.S.C." on 2 June 2022.
- (ii) This represents the disposal of lands in Dubai during the year for net proceeds of QR 148,514,853 (2022: QR 18,415,912). The Group recognised a loss of QR 2,772,277 (2022: gain of QR 3,792,150) on disposal of these investment properties during the year (Note 33).

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**12 Investment properties (continued)**

**I. Reconciliation of carrying amount (continued)**

- (iii) Changes in fair values are recognised as a gain or loss in the consolidated statement of profit or loss and included in net gain on investment properties (Note 33). These losses or gains are unrealised.

Investment properties consist of following:

	<b>2023</b>	2022
Completed properties	2,218,499,010	2,257,128,713
Vacant lands	<u>25,227,696</u>	<u>113,756,888</u>
	<b><u>2,243,726,706</u></b>	<b><u>2,370,885,601</u></b>

Investment properties are located in State of Qatar, United Arab Emirates and State of Palestine. The below table summarize the investment properties by their location.

	<b>2023</b>	2022
Completed properties		
<i>Located in State of Qatar</i>	2,139,400,000	2,117,000,000
<i>Located in United Arab Emirates</i>	<u>79,099,010</u>	<u>140,128,713</u>
	<b><u>2,218,499,010</u></b>	<b><u>2,257,128,713</u></b>
Vacant land		
<i>Located in United Arab Emirates</i>	3,792,079	92,603,960
<i>Located in State of Palestine (Ramallah)</i>	<u>21,435,617</u>	<u>21,152,928</u>
	<b><u>25,227,696</u></b>	<b><u>113,756,888</u></b>
	<b><u>2,243,726,706</u></b>	<b><u>2,370,885,601</u></b>

- The Group has no restrictions on the realisability of its investment properties and has no contractual obligations either to purchase, construct or develop investment properties other than those disclosed in Note 25
- Certain investment properties of the Group with fair value at 31 December 2023 of QR 2,166,400,000 (31 December 2022: QR 2,094,000,000) are mortgaged to a local bank against the facilities obtained by the Group (Note 25).
- The rental income recognised by the Group during the year was QR 107,025,140 (2022: 101,362,177) and included as part of real estate revenue (Note 29).
- Maintenance expense incurred by the Group during the year for its investment properties was QR 7,608,345 (2022: QR 5,678,020) and included in operating cost (Note 30).

Investment properties are stated at fair value, which has been determined based on valuation performed by external independent valuers as at 31 December 2023 and 2022. The valuer is an accredited independent valuer with the recognised and relevant professional qualifications and with recent experience in the location and category of those investment properties being valued. In arriving at estimated market values, the valuers have used their market knowledge and professional judgment and not only relied on historical transactions comparable.

## 12 Investment properties (continued)

### II. Measurement of fair values

The Group's management determines the valuation policies and procedures for property valuations. Each year, the management appoints the external valuers responsible for the valuations of the Group's investment property. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained. The management engages independent and competent third-party valuation experts to countercheck the appropriateness of the methodologies used and appropriateness of the assumptions used; and to help them identify if there is any contradictory information and to reduce the estimation uncertainty involved in the estimation process.

The management decides after discussion with the external valuers:

- the valuation method to be applied for each property (the methods that are applied for fair value measurements categorised within Level 3 of the fair value hierarchy are the discounted cash flow method and the income capitalisation method; for fair value measurements in Level 2 of the fair value hierarchy, the market comparison approach is used) and;
- the assumptions made for unobservable inputs that are used in valuation methods (the major unobservable inputs are estimated rental value, rent growth per annum, long term vacancy rate, discount rate and exit yield)

#### *Income approach*

Income approach is a valuation method appraisers and real estate investors use to estimate the value of income producing real estate. It is based upon the premise of anticipation i.e., the expectation of future benefits. This method of valuation relates value to two things: the "market rent" that a property can be expected to earn and, the "reversion" (resale) when a property is sold.

The most commonly used technique for assessing market value within the income approach is discounted cash flow. This is a financial modelling technique based on explicit assumptions regarding the prospective cash-flow to a property or business and the costs associated with being able to generate the income. To this assessed cash-flow a market-derived discount rate is applied to establish a present value of the income stream. This net present value ("NPV") is an indication of market value.

#### *Market approach*

Market approach or direct comparison method is based on comparing the subject asset with identical or similar assets (or liabilities) for which price information is available, such as a comparison with market transactions in the same, or closely similar (i.e. similar properties that have actually been sold in arms'-length transactions or are offered for sale), type of asset (or liability) within an appropriate time horizon. This approach demonstrates what buyers have historically been willing to pay (and sellers willing to accept) for similar assets (or liabilities) in an open and competitive market. Generally, the opinion on value is based on evidence of open market transactions in similar property with adjustments of the comparable to differentiate the differences between the subject property and the comparable. The market approach of valuation has primarily been adopted for plots of land and residential properties.

## 12 Investment properties (continued)

## II. Measurement of fair values (continued)

The following table shows the carrying amounts and fair values of investment properties, including their fair value hierarchy

	Carrying amount	Fair value		
		Level 1	Level 2	Level 3
<i>As at 31 December 2023</i>				
Completed properties	2,218,499,010	-	102,099,010	2,116,400,000
Vacant lands	25,227,696	-	25,227,696	-
	<b>2,243,726,706</b>	-	<b>127,326,706</b>	<b>2,116,400,000</b>
<i>As at 31 December 2022</i>				
Completed properties	2,257,128,713	-	163,128,713	2,094,000,000
Vacant lands	113,756,888	-	113,756,888	-
	<b>2,370,885,601</b>	-	<b>276,885,601</b>	<b>2,094,000,000</b>

There were no transfers between level of fair value hierarchy during current year.

## 12 Investment properties (continued)

## ii. Measurement of fair values (continued)

The following table shows the valuation techniques used in measuring Level 2 and Level 3 fair values at 31 December 2023 and 2022 for investment properties, as well as the significant unobservable inputs used.

Types of properties	Valuation techniques	Significant unobservable inputs	Range weighted Average		Inter-relationship between key unobservable inputs and fair value measurement
			2023	2022	
Commercial properties	<i>Discounted cash flows:</i> The valuation model considers the present value of expected net cash flows generated from investment property discounted using weighted average cost of the capital of the Group.	Expected market rental growth rate Occupancy rate Expected net cash flows	Range from 2% - 22% Range from 79% - 94% Range from QR 133 million- QR 202 million from year 2024 to 2029 8.89% - 9%	Range from 2% - 13% Range from 83% - 94% Range from QR 113 million- QR 184 million from year 2023 to 2028 8.02% - 8.1%	The estimated fair value would increase (decrease) if: * Expected market rental growth rate were higher (lower) * The Occupancy rate were higher (lower) * Expected net cash flows were higher (lower); * Discount rates were lower (higher)
Vacant land and residential properties	<i>Market comparison technique:</i> The fair values are calculated as derived from the current market prices available for the properties or nearby / adjacent properties adjusted for any differences with the comparable properties.	Price per square foot	QR 60 to QR 280 QR 138 – QR 465	QR 85 to QR 125 QR 62 – QR 483	* Exit yield rates were higher (lower) * Rental income per sqm was higher or lower If the price per sqft increased (decreased)



**12 Investment properties (continued)****III. Measurement of fair values (continued)****Sensitivity Information for investment property**

The significant unobservable inputs used in the fair value measurement categorised within Level 3 of the fair value hierarchy of the Group's investment property are:

- Projected rental revenue per annum
- Projected rent growth per annum
- Projected occupancy per annum
- Projected operating expenses per annum
- Discount rate (Weighted average cost of capital)
- Exit / terminal yield rate

Significant increases (decreases) in project rental value per annum, projected rent growth per annum and projected occupancy rate per annum in isolation would result in a significantly higher (lower) fair value measurement. Significant increases (decreases) in projected operating expenses per annum, discount rate and exit or terminal yield in isolation would result in a significantly lower (higher) fair value measurement.

A quantitative sensitivity analysis is as shown below:

<b>As at 31 December 2023</b>	<b>Sensitivity Level</b>	<b>Completed Properties</b>
Projected rental revenue per annum	+/- 0.5%	12,573,475
Projected rent growth per annum	+/- 0.5%	12,573,475
Projected occupancy per annum	+/- 0.5%	12,573,475
Projected operating expenses per annum	+/- 0.5%	2,777,908
Discount rate	+/- 0.5%	53,159,527
Exit / terminal yield rate	+/- 0.5%	96,821,499

<b>As at 31 December 2022</b>	<b>Sensitivity Level</b>	<b>Completed Properties</b>
Projected rental revenue per annum	+/- 0.5%	11,301,890
Projected rent growth per annum	+/- 0.5%	11,301,890
Projected occupancy per annum	+/- 0.5%	11,301,890
Projected operating expenses per annum	+/- 0.5%	3,741,471
Discount rate	+/- 0.5%	52,542,167
Exit / terminal yield rate	+/- 0.5%	93,433,986

**III. Amounts recognised in profit or loss**

The following amounts are recognized in consolidated statement of profit or loss:

	<b>2023</b>	<b>2022</b>
Rental income and other operating revenues (Note 29)	116,052,648	111,119,339
Direct operating expenses (including repairs and maintenance) arising from investment property that generated rental income during the year	(11,648,260)	(12,300,458)
Profit arising from investment property carried at fair value	<b>104,404,388</b>	<b>98,818,881</b>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**12 Investment properties (continued)**

**IV. Reconciliation of fair values categorized within level 3**

The reconciliation of fair values categorized within level 3 is as follows

	2023	2022
Balance as at 1 January	2,094,000,000	2,042,058,820
(Loss) / gain on valuation recognized in profit or loss	22,400,000	58,784,251
Reclassification to property and equipment (Note 9)	-	(6,843,071)
Balance as at 31 December	<u>2,116,400,000</u>	<u>2,094,000,000</u>

**13 Equity-accounted investees**

	2023	2022
Interest in joint ventures (i)	67,348,670	66,979,356
Interest in associates (ii)	142,402,967	145,704,127
	<u>209,751,637</u>	<u>212,683,483</u>

(i) Interest in joint ventures

Name of joint venture	Country of incorporation	Ownership		2023	2022
4 Homes FZCO L.L.C. (a)	UAE	70%	70%	64,543,910	61,401,567
Shift Point L.L.C. (b)	State of Qatar	51%	51%	422,490	427,590
Salam Sice Tech Solutions W.L.L.(c)	Qatar	51%	51%	2,282,270	5,050,199
Wikaya Contracting W.L.L. (d)	Qatar	50%	50%	100,000	100,000
Mideco Trading and Contracting L.L.C. (e)	Qatar	70%	70%	-	-
				<u>67,348,670</u>	<u>66,979,356</u>

a) *4 Homes FZCO L.L.C.*

4 Homes FZCO is registered with Jebel Ali Free Zone Authority (JAFZA) in United Arab Emirates under general trading license number 2854 and its representative office registered under trading License number 130096. The activities of 4 Homes FZCO are conducted in the United Arab Emirates and other GCC countries through branches and separate entities that are effectively owned by 4 Homes FZCO. They are maintaining separate trade licenses as per the regulations prevailing locally at each location. The principal activity of the 4 Homes FZCO as per its commercial license is general trading. It is generally trading in ceramics, chinaware, house ware, utensils, cutlery, silverware, household electrical appliances, novelties, decoration materials and crystal products.

b) *Shift Point L.L.C.*

This entity was incorporated in accordance with the provision of the Qatar Commercial Companies Law as a limited liability company and was registered with Ministry of Economy and Commerce of State of Qatar under registration number 62385. The principal activities of this entity are providing ERP systems and consulting services.

**Salam International Investment Limited Q.P.S.C.****Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**13 Equity-accounted investees (continued)**

(i) Interest in joint ventures (continued)

c) Salam Sice Tech Solutions W.L.L.

The Company was incorporated in accordance with the provision of the Qatar Commercial Companies Law as a Limited Liability Company and was registered with Ministry of Commerce and Industry of State of Qatar with the Commercial Registration number 52522 dated on 27 September 2011. The principal activities of the entity, which have not changed since previous year, are provision of services relating to parking management transport solutions, water treatment systems, solar systems, tolling systems and oil and gas in territory.

d) Wikaya Contracting W.L.L.

Wikaya Contracting W.L.L. is a limited liability company registered with the Ministry of Economy and Commerce in the State of Qatar under commercial registration number 62577 dated on 20 August 2014. The principal activity of the entity is provision of electrical and mechanical contracting services. However, operations of this entity have not yet been started.

e) Mideco Trading and Contracting L.L.C.

The Company was incorporated in accordance with the provision of the Qatar Commercial Companies Law as a Limited Liability Company and was registered with Ministry of Commerce and Industry of State of Qatar with the Commercial Registration number 32809 dated on 3 May 2006. The principal activities which have not changed since previous year, are execution of civil contracts relating to infrastructure type such as contracting, repairs of road, streets and sidewalks, plumbing works, sanitary works and trading building materials.

Whilst the Group's ownership proportion in these entities are above 51%, the Group exercise joint control as per the shareholders' agreements and subsequent amendments thereto. Hence, the investments are treated as the joint venture.

The movement in interest in joint ventures is presented as follows:

	<b>2023</b>	2022
Balance at 1 January	66,979,356	72,686,726
Share of results from joint venture, net	10,734,567	12,372,144
Dividend received	(10,365,253)	(17,618,623)
Disposal *	-	(460,891)
<b>Balance at 31 December</b>	<b><u>67,348,670</u></b>	<b><u>66,979,356</u></b>

During the comparative year, the Group recognised a gain of QR 3,554,108 on disposal of the joint venture Speedcast Salam L.L.C. (Note 32) for a consideration of QR 4,015,000.

The following table summarises the individually material joint ventures as included in its own financial statements. The table also reconciles the summarised financial statements to the carrying amount of the Group's interest in material joint ventures.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**13 Equity-accounted investees (continued)**

(i) Interest in joint ventures (continued)

*4 Homes FZCO L.L.C.*

	<b>2023</b>	2022
<b>Percentage ownership interest</b>	<b>70%</b>	70%
Non-current assets	35,481,060	25,688,214
Current assets	88,346,508	85,372,678
Non-current liabilities	(20,601,275)	(14,296,096)
Current liabilities	(18,590,180)	(16,617,745)
<b>Net assets (100%)</b>	<b><u>84,636,113</u></b>	<u>80,147,051</u>
Group's share of net assets (70%)	59,245,279	56,102,936
Goodwill	5,298,631	5,298,631
<b>Carrying amount of interest in joint venture</b>	<b><u>64,543,910</u></b>	<u>61,401,567</u>
	<b>2023</b>	2022
Revenue (100%)	137,538,177	128,316,420
Profit and total comprehensive income (100%)	12,409,857	10,795,066
<b>Dividend received by the Group</b>	<b><u>5,544,554</u></b>	<u>12,475,248</u>

The Group also has interest in individually immaterial joint ventures. The following table analyses, in aggregate, the carrying amount and share of profit and other comprehensive income of these joint ventures.

	<b>2023</b>	2022
Carrying amount of interest in joint ventures	<b><u>2,804,760</u></b>	<u>5,577,789</u>
Group's share of:		
- Profit	<b>2,047,670</b>	4,815,599
- OCI	<u>-</u>	<u>-</u>
	<b><u>2,047,670</u></b>	<u>4,815,599</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**13 Equity-accounted investees (continued)**

(ii) Interest in associates

Name of associate	Country of incorporation	Ownership		2023	2022
Serene Real Estate S.A.L.	Lebanon	49%	49%	116,401,537	117,901,537
Qatar Aluminum Extrusion Company P.Q.S.C	Qatar	20%	20%	17,038,248	20,003,131
Canon Office Image Solutions W.L.L. (a)	Qatar	51%	51%	6,511,049	5,226,159
Salam Stores Hugo Boss W.L.L.	Qatar	30%	30%	2,452,133	2,573,300
Dutchkid FZCO and Just Kidding General Trading Company	UAE	50%	50%	-	-
				<u>142,402,967</u>	<u>145,704,127</u>

- a) As per the shareholders' agreements and subsequent amendments thereto, the Group does not have either control or joint control over the investee and accordingly treated as associates.

The movement in interest in associates is presented as follows:

	2023	2022
Balance at 1 January	145,704,127	141,957,033
Additions	528,000	528,000
Share of results from associates	(1,829,160)	3,719,094
Dividend received	(2,000,000)	(500,000)
<b>Balance at 31 December</b>	<u>142,402,967</u>	<u>145,704,127</u>

In case where the share of losses from the result of operations of associates exceed the investments, IFRS do not allow the recognition of future losses except when the Group has legal or constructive obligations from investments or has made payments on behalf of investees

The following tables summarises the financial statements of individually material associates as included in its own financial statements. The tables also reconcile the summarised financial statements to the carrying amount of the Group's interest in individually material associates.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**13 Equity-accounted investees (continued)**

(ii) Interest in associates (continued)

*Serene Real Estate S.A.L.*

	<b>2023</b>	2022
<b>Percentage ownership interest</b>	<b>49%</b>	49%
Non-current assets	241,828,954	238,507,260
Current assets	31,919,783	33,230,068
Non-current liabilities	(244,819,031)	(244,136,389)
Current liabilities	<u>(7,803,295)</u>	<u>(5,668,599)</u>
<b>Net assets (100%)</b>	<b><u>21,126,411</u></b>	<b><u>21,932,340</u></b>
Group's share of net assets (49.99%)	10,351,941	10,963,977
Additional investment for loss abortion	70,824,263	70,824,263
Identified fair value on acquisition	32,578,067	32,578,067
Effect of share of profit or loss not recorded	<u>2,647,266</u>	<u>3,535,230</u>
<b>Carrying amount of interest in associate</b>	<b><u>116,401,537</u></b>	<b><u>117,901,537</u></b>
Revenue	<u>-</u>	<u>-</u>
Loss for the year (100%)	<b><u>(20,452,374)</u></b>	<b><u>(19,945,344)</u></b>

*Qatar Aluminum Extrusion Company P.Q.S.C.*

	<b>2023</b>	2022
<b>Percentage ownership interest</b>	<b>20%</b>	20%
Non-current assets	111,085,806	118,467,516
Current assets	321,600,489	306,391,954
Non-current liabilities	(72,526,613)	(67,166,628)
Current liabilities	<u>(287,128,446)</u>	<u>(267,455,108)</u>
<b>Net assets (100%)</b>	<b><u>73,031,236</u></b>	<b><u>90,237,734</u></b>
Group's share of net assets (20%)	14,606,248	18,047,547
Capital infusion	2,432,000	1,904,000
Effect of share of profit or loss not recorded	<u>-</u>	<u>51,584</u>
<b>Carrying amount of interest in associate</b>	<b><u>17,038,248</u></b>	<b><u>20,003,131</u></b>
Revenue	<b><u>257,088,049</u></b>	<b><u>439,098,099</u></b>
(Loss) / profit for the year (100%)	<b><u>(7,206,499)</u></b>	<b><u>12,084,962</u></b>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**13 Equity-accounted investees (continued)**

(ii) Interest in associates (continued)

The Group also has interest in a number of individually immaterial associates. The following table analyses, in aggregate, the carrying amount and share of profit and other comprehensive income of these associates.

	<b>2023</b>	2022
Carrying amount of interest in associates	<u>8,963,182</u>	<u>7,799,459</u>
Group's share of:		
- Profit	<u>1,163,724</u>	<u>1,591,280</u>
	<u>1,163,724</u>	<u>1,591,280</u>

The Group has not recognised losses totalling QR 31,337,580 (2022: QR 30,337,580) in relation to its interest in associates, because the Group has no obligation in respect of these losses. However, ECL provision has been made against receivables from these equity accounted investees.

**14 Investment securities**

	<b>2023</b>	2022
<b>Non-current investments</b>		
Quoted equity securities – at FVOCI	43,745,667	30,522,405
Unquoted equity securities – at FVOCI	<u>50,097,372</u>	<u>56,577,060</u>
<b>Balance at 31 December</b>	<u>93,843,039</u>	<u>87,099,465</u>

**Equity securities designated at FVOCI**

The Group designated the investments shown below as equity securities at FVOCI because these equity securities represent investments that the Group intends to hold for the long term for strategic purposes.

	<b>Fair value at 31 December</b>		<b>Dividend income recognised</b>	
	2023	2022	2023	2022
Quoted equity instruments	43,745,667	30,522,405	539,084	529,068
Unquoted equity instruments	<u>50,097,372</u>	<u>56,577,060</u>	<u>1,350,223</u>	-
	<u>93,843,039</u>	<u>87,099,465</u>	<u>1,889,307</u>	<u>529,068</u>

The movement in equity securities designated at FVOCI is as follows:

	<b>2023</b>	2022
Balance at 1 January	87,099,465	108,541,962
Disposals during the year	(4,400,722)	(17,495,808)
Net change in fair value during the year	<u>11,144,296</u>	<u>(3,946,689)</u>
<b>Balance at 31 December</b>	<u>93,843,039</u>	<u>87,099,465</u>

The movement in fair value reserve during the year is as follows:

	<b>2023</b>	2022
Balance at 1 January	(36,661,963)	(32,523,105)
Effect of change in fair value during the year	<u>9,956,982</u>	<u>(4,138,858)</u>
<b>Balance at 31 December</b>	<u>(26,704,981)</u>	<u>(36,661,963)</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**15 Retention**

***I. Retention receivables***

Retention receivable represents amounts withheld from the Group's issued invoices as maintenance guarantees by the clients. A portion of the retention is released at the completion date of the contract and the remaining portion is released 365 to 490 days afterwards unless otherwise stated in the respective contracts. The amounts withheld are usually 5% to 10% of each invoice.

	<b>2023</b>	2022
Retention receivables	104,362,185	128,601,127
Less: Allowance for expected credit loss	<u>(39,411,270)</u>	<u>(39,411,270)</u>
	<b><u>64,950,915</u></b>	<b><u>89,189,857</u></b>

Movement in allowance for impairment of retention receivables is as follows:

	<b>2023</b>	2022
Balance at 1 January	39,411,270	39,286,270
Allowance (reversals) during the year (Note 41 C (I))	<u>-</u>	<u>125,000</u>
<b>Balance at 31 December</b>	<b><u>39,411,270</u></b>	<b><u>39,411,270</u></b>

Retention receivables is presented in the consolidated statement of financial position as follows:

	<b>2023</b>	2022
Current	30,813,534	45,930,427
Non-current	<u>34,137,381</u>	<u>43,259,430</u>
	<b><u>64,950,915</u></b>	<b><u>89,189,857</u></b>

***II. Retention payables***

Retention payable represents amounts withheld from subcontractors' invoices as maintenance guarantees. A portion of the retention is paid at the completion date of the contract and the remaining portion is paid after 365 to 490 days unless otherwise stated in the respective contracts. The amounts withheld are usually 5% to 10% of each invoice.

	<b>2023</b>	2022
Current	10,379,358	11,487,375
Non-current	<u>3,576,979</u>	<u>3,729,541</u>
	<b><u>13,956,337</u></b>	<b><u>15,216,916</u></b>

**16 Other assets**

	<b>Current</b>		<b>Non-current</b>	
	<b>2023</b>	2022	<b>2023</b>	2022
Advance payments	85,217,744	88,473,374	3,209,685	2,938,779
Accrued income	17,387,577	28,270,096	-	-
Prepayments	4,699,379	5,942,333	7,189,194	8,333,593
Others	<u>20,729,942</u>	<u>21,576,963</u>	<u>72,741</u>	<u>-</u>
	<b><u>128,034,642</u></b>	<b><u>144,262,766</u></b>	<b><u>10,471,620</u></b>	<b><u>11,272,372</u></b>



**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**17 Inventories**

	<b>2023</b>	2022
Goods for resale	366,771,433	343,110,455
Goods in transit	<u>10,089,294</u>	<u>18,835,654</u>
	376,860,727	361,946,109
Less: provision for slow moving inventories	<u>(84,912,675)</u>	<u>(80,477,710)</u>
	<b><u>291,948,052</u></b>	<b><u>281,468,399</u></b>

Provision for slow moving inventories are determined based on the age, ability to sell and management's historical experience with respect to various items of inventories.

The movement of provision for slow moving inventories is as follows:

	<b>2023</b>	2022
Balance at 1 January	80,477,710	70,955,369
Provision during the year (1)	12,303,189	10,211,228
Write-offs during the year	<u>(7,868,224)</u>	<u>(688,887)</u>
<b>Balance at 31 December</b>	<b><u>84,912,675</u></b>	<b><u>80,477,710</u></b>

(1) Provision for the year is allocated in the consolidated statement of profit or loss as follows

	<b>2023</b>	2022
General and administrative expense (Note 31)	<u>12,303,189</u>	<u>10,211,228</u>
	<b><u>12,303,189</u></b>	<b><u>10,211,228</u></b>

**18 Related parties**

The Group enters into transactions with companies and entities that fall within the definition of a related party as contained in International Accounting Standard No. 24, Related Party Disclosures. Related parties comprise companies under common ownership and/or common management and control, key management personnel, entities in which the shareholders have controlling interest, affiliates, and other related parties.

**(a) Transactions with related parties**

	<b>2023</b>	2022
Sales of goods and services	<u>6,907,503</u>	<u>4,482,115</u>
Real estate income	<u>27,804,092</u>	<u>27,146,638</u>
Cost of goods sold	<u>862,366</u>	<u>644,685</u>
Other income	<u>751,374</u>	<u>844,023</u>
Finance income	<u>11,554,717</u>	<u>7,536,100</u>
Other expenses	<u>739,418</u>	<u>698,836</u>
Dividend received	<u>12,365,253</u>	<u>18,118,623</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**18 Related parties (continued)**

**(a) Transactions with related parties (continued)**

**Terms and conditions of transactions with related parties**

Transactions with related parties are approved by the management. These transactions were carried out at prices or terms approved by management. All outstanding balances except loan to associate companies, are of trading nature, bear no interest or securities and are receivable on demand. There have been no guarantees received for any related party receivables balances.

**(b) Loan to associate companies**

	Relationship	2023	2022
Dutchkid FZCO and Just Kidding General Trading Company	Associate	21,401,865	20,808,424
Mideco Trading and Contracting W.L.L.	Associate	3,034,063	3,034,063
		<u>24,435,928</u>	<u>23,842,487</u>

**(c) Compensation of key management personnel**

	2023	2022
<b>Short-term and long-term benefits</b>		
Salaries and other short-term benefits	20,520,845	22,591,969
Executive management bonus	5,008,003	3,514,891
End of service benefits	824,488	829,571
	<u>26,353,336</u>	<u>26,936,431</u>

**(d) Due from related parties**

	Relationship	2023	2022
Serene Real Estate S.A.L.	Associate	104,499,479	100,839,479
West Bay Medicare W.L.L.	Affiliate	121,032,101	100,498,670
Mideco Trading and Contracting W.L.L.	Associate	51,177,259	42,592,449
Salam Holdings W.L.L.	Affiliate	24,823,949	19,420,351
Qatar Boom Electrical Engineering W.L.L.	Affiliate	11,496,353	14,498,773
Salam Sice Tec Solutions W.L.L.	Associate	14,019,413	9,303,563
Burhan International Construction Company W.L.L.	Affiliate	6,754,112	6,754,112
Just Kidding	Associate	5,857,727	5,907,999
Technical Field Services	Affiliate	-	4,614,842
Qatar Aluminum Extrusion Company P.Q.S.C	Associate	1,702,623	-
Salam Stores Hugo Boss W.L.L.	Associate	1,215,896	-
Eco Engineering and Energy Solution L.L.C	Affiliate	1,250,438	1,219,692
Mr. Bassam Abu Issa	Others	453,555	469,062
Mr. Mohammad Hammoudi	Others	382,377	357,859
Amiri Gems	Affiliate	309,546	-
Atelier 101	Affiliate	274,314	224,085
Real Jubail Investment W.L.L.	Affiliate	-	242,032
Al Hussam Holding W.L.L.	Affiliate	67,101	228,868
Mr. Jamal Abu Issa	Others	-	134,260
Nasser Bin Khaleed & Son Trading Company	Others	98,051	81,780
		<u>345,414,294</u>	<u>307,387,876</u>
Allowance for impairment of due from related parties		<u>(68,483,988)</u>	<u>(60,761,931)</u>
		<u>276,930,306</u>	<u>246,625,945</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**18 Related parties (continued)**

**(d) Due from related parties (continued)**

The movement in allowance for impairment of due from related parties are as follows:

	<b>2023</b>	2022
Balance at 1 January	60,761,931	70,800,394
Allowance made during the year (Note 41 C (I))	12,476,898	8,542,659
Transfers	(140,000)	140,000
Write-offs during the year	<u>(4,614,841)</u>	<u>(18,721,122)</u>
<b>Balance at 31 December</b>	<b><u>68,483,988</u></b>	<b><u>60,761,931</u></b>

**(e) Due to related parties**

	<b>Relationship</b>	<b>2023</b>	2022
Shift Point L.L.C.	Joint venture	1,166,972	1,183,947
Other related party	Affiliate	838,932	-
Canon office Imaging W.L.L.	Associate	<u>37,051</u>	<u>240,685</u>
		<b><u>2,042,955</u></b>	<b><u>1,424,632</u></b>

**19 Contract assets and contract liabilities**

	<b>2023</b>	2022
Aggregate amount of costs incurred and recognised profit (less any recognised losses) to the reporting date	2,335,053,064	3,883,578,223
Progress billings made to customers to the reporting date	(2,216,362,537)	(3,766,563,733)
Less: Allowance for impairment of contract assets (i)	<u>(9,913,685)</u>	<u>(9,913,685)</u>
<b>Contracts-in-progress-net</b>	<b><u>108,776,842</u></b>	<b><u>107,100,805</u></b>

Presented in the consolidated statement of financial position as follows:

	<b>2023</b>	2022
Contract assets	157,764,519	147,232,054
Less: Allowance for impairment of contract assets (i)	<u>(9,913,685)</u>	<u>(9,913,685)</u>
<b>Contract assets, net</b>	<b><u>147,850,834</u></b>	<b><u>137,318,369</u></b>
Contract liabilities	<u>(39,073,992)</u>	<u>(30,217,564)</u>
<b>Contracts-in-progress-net</b>	<b><u>108,776,842</u></b>	<b><u>107,100,805</u></b>

(i) The movement in allowance for impairment of contract assets is as follows:

	<b>2023</b>	2022
Balance at 1 January	9,913,685	16,458,095
Allowance / (reversal) during the year (Note 41 C (I))	140,666	(4,618,792)
Write-offs during the year	<u>(140,666)</u>	<u>(1,925,618)</u>
<b>Balance at 31 December</b>	<b><u>9,913,685</u></b>	<b><u>9,913,685</u></b>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**19 Contract assets and contract liabilities (continued)**

The contract assets primarily relate to the Group's rights to consideration for work completed but not billed at the reporting date on several projects relating to the operating segments such as contracting, technology and energy and industry. The contract assets are transferred to receivables when the rights become unconditional. This usually occurs when the Group issues an invoice to the customer.

The contract liabilities primarily relate to the advance consideration received from customers for construction of several projects relating to the operating segments such as contracting, technology, and energy and industry, for which revenue is recognised over time.

**20 Trade and other receivables**

	<b>2023</b>	2022
Trade receivables	490,558,522	693,635,056
Notes receivables	19,591,425	9,648,238
	<u>510,149,947</u>	<u>703,283,294</u>
Less: Allowance for impairment of trade receivables	<u>(201,709,627)</u>	<u>(198,299,999)</u>
	<b><u>308,440,320</u></b>	<b><u>504,983,295</u></b>

The movement in allowance for impairment of trade receivables is as follows:

	<b>2023</b>	2022
Balance at 1 January	198,299,999	197,749,439
Allowance made during the year (Note 41 C (I))	6,943,315	14,286,061
Write-offs during the year	<u>(3,533,687)</u>	<u>(13,735,501)</u>
<b>Balance at 31 December</b>	<b><u>201,709,627</u></b>	<b><u>198,299,999</u></b>

**21 Cash and cash equivalents**

	<b>2023</b>	2022
Cash balances	1,368,300	2,489,494
Bank balances	131,866,494	85,611,055
Short term deposits (Maturity less than 90 days)	40,000,000	4,709,634
Term deposits (Maturity after 90 days)	<u>84,760,000</u>	<u>-</u>
<b>Cash and cash equivalents in the statement of financial position</b>	<b><u>257,994,794</u></b>	<b><u>92,810,183</u></b>
Less: Bank overdraft	(50,438,787)	(80,096,311)
Less: Margin deposits against guarantees	(5,761,708)	(2,757,415)
Less: Term deposits (Maturity after 90 days)	<u>(84,760,000)</u>	<u>-</u>
<b>Cash and cash equivalents in the statement of cash flow</b>	<b><u>117,034,299</u></b>	<b><u>9,956,457</u></b>

**22 Share capital**

	<b>2023</b>	2022
Authorised, issued and fully paid-up capital (1,143,145,870 shares @ QR 1 each in current and comparative year)	<u><b>1,143,145,870</b></u>	<u><b>1,143,145,870</b></u>

All shares are of same class and carry equal voting rights.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**23 Legal reserve**

In accordance with Qatar Commercial Companies Law No.11 of 2015 and the Company's Articles of Association, 10% of the net profit for each year and premium on share issuance by the Company is to be transferred to legal reserve until the reserve equals 50% of the paid-up share capital and is not available for distribution except in circumstances specified in the above Law.

**24 Non-controlling interests**

	<b>2023</b>	2022
Balance at 1 January	246,922,663	220,805,203
Share of profit for the year	11,058,999	20,240,833
Share of other comprehensive income for the year	1,187,314	192,169
Acquisition of non-controlling interest	(302,426)	(816,314)
Net movement in non-controlling interests	(1,079,468)	(272,783)
Absorption of losses attributable to non-controlling interests	-	6,773,555
<b>Balance at 31 December</b>	<b><u>257,787,082</u></b>	<u>246,922,663</u>

The following table summarises the information relating to Salam Bounian Development Company P.Q.S.C., the Group's subsidiary that has material non-controlling interest, before any intra-group eliminations.

	<b>2023</b>	2022
NCI Percentage	<b><u>29.05%</u></b>	<u>29.08%</u>
Non-current assets	1,544,548,782	1,635,060,987
Current assets	268,285,852	238,501,457
Non-current liabilities	(233,393,160)	(244,824,118)
Current liabilities	(729,451,791)	(814,894,576)
<b>Net assets</b>	<b><u>849,989,683</u></b>	<u>813,843,750</u>
<b>Net assets attributable to NCI</b>	<b><u>246,888,776</u></b>	<u>236,665,763</u>
Revenue	138,247,386	128,648,499
Profit	32,062,341	66,600,034
Other comprehensive income	4,083,592	646,455
<b>Total comprehensive income</b>	<b><u>36,145,933</u></b>	<u>67,246,489</u>
<b>Profit allocated to NCI</b>	<b><u>9,312,857</u></b>	<u>19,367,290</u>
<b>Other comprehensive income allocated to NCI</b>	<b><u>1,186,124</u></b>	<u>187,989</u>
Cash flows from operating activities	(58,793,598)	23,384,668
Cash flows from investing activities	101,227,993	13,747,662
Cash flows from financing activities	(42,240,281)	(37,846,205)
<b>Net decrease in cash and cash equivalents</b>	<b><u>194,114</u></b>	<u>(713,875)</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**25 Borrowings**

	<b>2023</b>	2022
Balance at 1 January	2,287,009,323	2,398,040,189
Proceeds from borrowings	475,771,342	403,141,478
Addition through business combination (Note 36)	-	8,427,858
Repayment of borrowings – principal	(686,824,602)	(558,843,386)
Interest expenses (Note 34) (i)	137,770,278	113,315,228
Interest paid	(119,912,081)	(77,072,044)
<b>Balance at 31 December</b>	<b><u>2,093,814,260</u></b>	<b><u>2,287,009,323</u></b>

(i) Finance costs has been allocated in the consolidated statement of profit or loss as follows:

	<b>2023</b>	2022
Finance costs	136,830,214	105,604,801
Operating cost (Note 30)	940,064	7,710,427
<b>Balance at 31 December</b>	<b><u>137,770,278</u></b>	<b><u>113,315,228</u></b>

	<b>Current</b>		<b>Non-current</b>	
	<b>2023</b>	2022	<b>2023</b>	2022
Terms loans (a)	120,034,133	121,860,145	1,764,089,424	1,811,237,584
Loan against trust receipts (b)	207,404,980	353,911,594	-	-
Project finance (c)	2,285,723	-	-	-
	<b><u>329,724,836</u></b>	<b><u>475,771,739</u></b>	<b><u>1,764,089,424</u></b>	<b><u>1,811,237,584</u></b>

a) Term loans

Term loans represent the following and carried interest at commercial market rates.

	<b>Maturity</b>	<b>2023</b>	2022
Loan 1 (i)	31 May 2040	1,198,593,326	1,187,866,661
Loan 2 (ii)	31 March 2035	318,141,000	330,141,000
Loan 3 (iii)	31 May 2040	208,132,365	207,534,443
Loan 4 (iv)	31 March 2023	-	44,543,712
Loan 5 (v)	01 May,2026	37,612,723	46,473,255
Loan 6 (vi)	31 December 2025	35,817,995	50,000,000
Loan 7 (vii)	30 April 2027	22,750,000	29,250,000
Loan 8 (viii)	11 August 2023	-	19,724,778
Loan 9 (ix)	5 May 2024	50,000,000	-
Loan 10 (x)	Various date	13,076,148	17,563,880
		<b><u>1,884,123,557</u></b>	<b><u>1,933,097,729</u></b>

(i) A term loan of QR 1.06 billion was availed. The loan is re-payable in quarterly instalments of QR 21.75 million each with bullet payments of QR 300 million and QR 100 million in 2027 and 2032 respectively, with a final instalment of QR 82.5 million in May 2040.

**25 Borrowings (continued)**

**a) Term loans (continued)**

- (ii) A term loan of QR 345.14 million was availed. This loan is repayable in 52 quarterly instalments on step up basis with a final instalment of QR 15.31 million in March 2035.
- (iii) A term loan of QR 195 million was availed. This loan is re-payable in 70 quarterly instalments of QR 4.15 million each with a bullet payment of QR 91.5 million in May 2040.
- (iv) A commodity Murabaha of QR 147 million was availed. This loan was re-payable in 9 monthly instalments of QR 17.50 million each with a final instalment due in March 2023. The loan has been fully settled during the year.
- (v) A term loan of QR 67 million was obtained to finance refurbishing at The Gate Mall. Principal payment of the loan has a grace period of one year and is re-payable in seven years after the grace period, in monthly instalments of QR 0.97 million each with a bullet payment of QR 13.01 million in May 2026.
- (vi) A term loan of QR 50 million was availed to meet working capital requirement. The loan is repayable in 36 monthly instalments of QR 1.42 million each with a final payment of QR 4.06 million in December 2025.
- (vii) A term loan of QR 32.50 million was availed. The loan principal has a grace period of one year. This loan is re-payable in 20 quarterly instalments of QR 1.625 million each with a final instalment due in April 2027.
- (viii) A term loan of QR 47.45 million (USD 13 million) was availed for general corporate purposes. The loan was repayable on a monthly basis with the last instalments due in August 2023. The loan has been fully settled during the year.
- (ix) A short-term loan of QR 50 million was availed to meet working capital requirements. The loan shall be settled with a bullet payment due in May 2024.
- (x) Various term loans were availed for general business operations; These term loans are having varying maturities.

**b) Loans against trust receipts**

These represent import credit facilities obtained from local and foreign banks, secured by full corporate guarantee of the Group and carry interest at commercial market rates. Those facilities are short term in nature and, are repayable within one fiscal year from the date of the facility.

**c) Project finances**

This represents facility obtained from a local bank and secured by full corporate guarantee of the Group. This facility carries interest at commercial market rate and obtained to finance construction projects and operations of a subsidiary under the energy and power sector. This facility is short term in nature with original repayment schedule in accordance with the project duration.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**25 Borrowings (continued)**

Securities

Loan (i) and Loan (iii) are secured over certain investment properties with a fair value of QR 2,166,400,000 (2022: 2,094,000,000) (Note 12) and also certain property and equipment with the net book value of QR 94,359,672 (2022: QR 97,246,289) (Note 9). Other loans and borrowings are secured by corporate guarantees of the Company and / or cross corporate guarantees of subsidiaries.

Reconciliation of movement of liabilities to cash flows arising from financing activities

	As at 1 January 2023	Cash flow changes	Non-cash changes – Transaction cost	As at 31 December 2023
<b>Borrowings</b>	<b>2,287,009,323</b>	<b>(211,053,260)</b>	<b>17,858,197</b>	<b>2,093,814,260</b>

	As at 1 January 2022	Cash flow changes	Non-cash changes – Transaction cost	As at 31 December 2022
Borrowings	2,398,040,189	(155,701,908)	44,671,042	2,287,009,323

**26 Employees' end of service benefits**

	<b>2023</b>	2022
Balance at 1 January	56,164,592	60,422,972
Acquired through business combination (Note 36)	-	73,866
Provision made during the year	9,317,072	8,466,019
Payments made during the year	<u>(12,794,564)</u>	<u>(12,798,265)</u>
<b>Balance at 31 December</b>	<b><u>52,687,100</u></b>	<b><u>56,164,592</u></b>

**27 Other liabilities**

	<b>2023</b>	2022
Provision for supplier dues	20,587,560	33,569,622
Staff dues and incentives	37,982,474	25,520,974
Accrued expenses	23,813,817	18,479,471
Provision for completed jobs	18,854,137	24,370,765
Dividend payable	15,459,270	15,541,525
Provision for contribution for social and sports fund (Note 38)	1,037,907	1,505,818
Other payables	<u>18,846,264</u>	<u>16,301,955</u>
	<b><u>136,581,429</u></b>	<b><u>135,290,130</u></b>



**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**28 Trade and other payables**

	<b>2023</b>	2022
Trade payables	195,368,642	199,660,310
Notes payables	3,251,975	8,714,107
	<u><b>198,620,617</b></u>	<u>208,374,417</u>

Trade and other payables are presented in the consolidated statement of financial position as follows:

	<b>2023</b>	2022
Current	198,070,617	207,274,417
Non-current	550,000	1,100,000
	<u><b>198,620,617</b></u>	<u>208,374,417</u>

**29 Revenue**

**A. Revenue streams**

The Group generates revenue primarily from the sale of products, provision of services and through construction contracts. Other sources of revenue include rental income from owned properties and leased investment properties.

	<b>2023</b>	2022
Revenue from contracts with customers	1,422,541,032	1,480,117,690
Real estate revenue		
- Rental income from investment properties (Note 12)	107,025,140	101,362,177
- Other rental income	9,027,508	9,757,162
<b>Total revenue</b>	<u><b>1,538,593,680</b></u>	<u>1,591,237,029</u>

**B. Disaggregation of revenue from contracts with customers**

In the following table, revenue from contracts with customers is disaggregated by primary geographical market, major products and services lines and timing of revenue recognition. The table also includes a reconciliation of the disaggregated revenue with the Group's reportable segments (Note 40).

<b>For the year ended 31 December</b>	<b>2023</b>	2022
<b>Primary geographical markets</b>		
State of Qatar	1,168,714,925	1,273,091,323
United Arab Emirates	147,079,885	152,949,688
Others	106,746,222	54,076,679
	<u>1,422,541,032</u>	<u>1,480,117,690</u>
<b>Major products/service lines</b>		
Contract revenue	552,528,397	638,658,968
Revenue from sale of goods	762,667,563	756,548,077
Service revenue	107,345,072	84,910,645
	<u>1,422,541,032</u>	<u>1,480,117,690</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**29 Revenue (continued)**

**B. Disaggregation of revenue from contracts with customers (continued)**

	2023	2022
<b>Type of customers</b>		
Third party customers	1,415,633,529	1,475,635,575
Related parties	6,907,503	4,482,115
	<u>1,422,541,032</u>	<u>1,480,117,690</u>
<b>Timing of revenue recognition</b>		
Products transferred at a point in time	762,667,563	756,548,077
Products and services transferred over time	659,873,469	723,569,613
<b>Revenue from contracts with customers</b>	<u>1,422,541,032</u>	<u>1,480,117,690</u>
Real estate revenue	116,052,648	111,119,339
<b>External revenue as reported (Note 40)</b>	<u><b>1,538,593,680</b></u>	<u>1,591,237,029</u>

**30 Operating cost**

	2023	2022
Contract costs*	445,087,603	517,724,211
Cost of goods sold**	552,850,613	543,146,130
Cost of service	63,437,785	56,330,884
Real estate costs	7,608,345	5,678,020
Interest charged to projects (Note 25)	940,064	7,710,427
Bank charges charged to projects	260,287	279,268
Depreciation of property and equipment (Note 9)	5,685,859	15,589,549
Depreciation of right-of-use assets (Note 10 (A) (I))	2,243,326	2,823,837
Interest on lease liabilities (Note 10 (A) (II))	833,405	1,083,472
	<u><b>1,078,947,287</b></u>	<u>1,150,365,798</u>

\* This includes depreciation of property and equipment amounted to QR 26,175 (2022: QR 1,942,258) (Note 9).

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**31 General and administrative expenses**

	<b>2023</b>	2022
Staff cost***	168,745,435	173,755,944
Depreciation of property and equipment (Note 9)	46,964,320	44,480,833
Depreciation of right-of-use assets (Note 10 (A) (I))	10,440,095	12,181,507
Amortisation of intangible assets (Note 11)	3,684,479	3,812,537
Rent expense	10,398,759	10,655,239
Repairs and maintenance	8,372,097	9,463,720
Legal and registration charges	6,195,734	7,141,174
Professional fees	10,077,970	9,057,011
Provision for slow moving inventories (Note 17)	12,303,189	10,211,228
Electricity and water	5,791,705	5,676,660
Communication	2,886,242	3,314,370
Fuel	2,414,319	2,849,141
Printing and stationery	1,406,665	1,576,156
Insurance	1,308,201	1,593,617
Advertising	2,333,729	2,308,766
Marketing expenses	29,376,231	22,474,662
Supplier contribution for marketing expenses	(12,336,747)	(10,726,785)
Write-offs of property and equipment and intangible assets	3,868,365	31,626
Entertainment	1,760,735	2,052,867
Tender fees	781,334	631,621
Travelling	1,698,352	1,266,598
Transportation	260,144	433,129
Business development	1,023,168	190,286
Donations	384,907	391,999
Subscription and catalogues	497,619	457,454
Meeting and conference	177,491	105,208
Bank charges	6,659,305	5,897,562
Others	9,645,513	7,867,279
	<u>337,119,356</u>	<u>329,151,409</u>

\*\*\* This includes depreciation of right-of-use assets amounted to QR Nil (2022: QR 75,608) and interest on lease liabilities amounted to QR Nil (2022: QR 324) (Note 10).

**32 Other income**

	<b>2023</b>	2022
Profit on disposal of property and equipment (Note 9)	3,987,256	495,705
Lease concession received due to COVID-19 (Note 10 (A) (II))	-	2,920,158
Lease concession (Note 10 (A) (II))	1,427,956	-
Service and consultancy income	2,018,619	1,328,139
Gain on disposal of investment in equity accounted investee (Note 13)	-	3,554,108
Gain on derecognition of right-of-use assets and lease liabilities	3,886,471	214,658
Consignment income	4,057,980	4,776,760
Scrap sales	1,604,197	271,783
Miscellaneous income	32,958,800	28,511,662
	<u>49,941,279</u>	<u>42,072,973</u>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**33 Net gain on investment properties**

	<b>2023</b>	2022
Net fair value gain on investment properties	24,128,235	56,503,813
(Loss) / gain on disposal of investment properties (Note 12)	<u>(2,772,277)</u>	<u>3,792,150</u>
	<b><u>21,355,958</u></b>	<b><u>60,295,963</u></b>

**34 Net finance costs**

	<b>2023</b>	2022
<b>Finance income</b>		
Interest income	13,562,735	7,688,980
Dividend income	<u>1,889,307</u>	<u>529,068</u>
	<b><u>15,452,042</u></b>	<b><u>8,218,048</u></b>
<b>Finance cost</b>		
Interest on borrowing	(137,770,278)	(113,315,228)
Interest on overdraft	(3,537,105)	(2,238,440)
Interest on lease liabilities	<u>(4,098,966)</u>	<u>(3,915,274)</u>
	<u>(145,406,349)</u>	<u>(119,468,942)</u>
Interest classified under operating cost	1,773,469	8,793,899
Interest classified under general and administrative expenses	-	324
	<b><u>(143,632,880)</u></b>	<b><u>(110,674,719)</u></b>
<b>Net finance cost recognised in profit or loss</b>	<b><u>(128,180,838)</u></b>	<b><u>(102,456,671)</u></b>

**35 Income tax expense**

The Group calculates the period income tax expense using the tax rate that would be applicable to the expected total annual earnings. The major components of income tax expense in the consolidated statement of profit or loss are:

	<b>2023</b>	2022
<b>Current tax expense</b>		
Current year	2,073,386	1,204,270
Changes in estimates related to prior years	<u>339,278</u>	<u>263,044</u>
	<b><u>2,412,664</u></b>	<b><u>1,467,314</u></b>
<b>Deferred tax expense</b>		
Origination and reversal of temporary differences	-	-
	<u>-</u>	<u>-</u>
<b>Tax expense</b>	<b><u>2,412,664</u></b>	<b><u>1,467,314</u></b>

The Group estimated the income tax expense for the year using the prevailing tax rate of 10% that would be applicable to the profit share attributable to 11.10% (2022: 12.09%) of non-Qatari shareholders of the Group. Further, the Group did not estimate significant deferred tax in respect of timing difference.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**36 Subsidiaries**

a) Details of the Group's subsidiaries are as follows:

Name of subsidiary	Principal activities	Country of incorporation	Ownership interest (%)	
			2023	2022
Salam Technology W.L.L.	Information technology	Qatar	100	100
I Telligent Technologies L.L.C.	Electronic system installation and maintenance	UAE	100	100
Stream Industrial and Engineering Company W.L.L.	Mechanical services	Qatar	100	100
Qatar German Switchgear Company W.L.L.	Switchgear manufacturing	Qatar	100	100
Salam Petroleum Services W.L.L.	Trading in chemical materials and maintenance of oil equipment	Qatar	100	100
Gulf steel and Engineering W.L.L.	Steel works	Qatar	100	100
International Trading and Contracting Company W.L.L.	Civil contracting	Qatar	100	100
Salam Enterprises Company W.L.L.	Furniture trading and contracting	Qatar	100	100
Salam Industries W.L.L.	Furniture and Interior works	Qatar	100	100
Alu Nasa Company W.L.L. (ii)	Aluminum works	Qatar	100	100
Salam Hospitality W.L.L.	Restaurants and bakeries management	Qatar	100	100
Gulf Industries for Refrigeration and Catering Company W.L.L.	Trading and maintenance of refrigerators, water coolers and air conditioners	Qatar	100	100
Holmsglen Qatar W.L.L. (ii)	Consulting and managerial studies	Qatar	98	98
Salam Bounian Development Company P.Q.S.C. (c)	Real estate	Qatar	70.95	70.92
Gulf Facility Management W.L.L. (ii)	Facility management	Qatar	70.95	70.92
Salam Enterprises L.L.C. (i)	Trading in water equipment	Qatar	100	100
Mafan Al Rasam Trading Company L.L.C.(i) (KSA)	Interior design	KSA	80	80
Modern Decoration Company L.L.C.(i)	Furniture and interiors manufacturing	UAE	100	100

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**36 Subsidiaries (continued)**

**a) Details of the Group's subsidiaries are as follows (continued)**

Name of subsidiary	Principal activities	Country of incorporation	Ownership interest (%)	
			2023	2022
Alu Nasa Aluminium Industry L.L.C. (i)	Aluminium works	UAE	100	100
Salam Group W.L.L.	Luxury Retail trading - intermediary holding company	Qatar	100	100
Salam Studio and Stores W.L.L. – Doha	Retail and wholesale of luxury consumer products	Qatar	100	100
Salam Studio and Stores L.L.C. – Dubai (i)	Retail and wholesale of luxury consumer products	UAE	100	100
Salam Studio and Stores W.L.L. – Muscat (iii)	Retail of luxury consumer products	Oman	100	100
Salam Enterprise Company – Bahrain (iv)	Furniture trading	Bahrain	80	80
Salam Amwal Holding S.A.L.	Investments	Lebanon	100	100
Salam Globex W.L.L.	Marketing and offices facilities	Qatar	100	100
Prevent and Protect W.L.L. – Qatar	Oil and gas services	Qatar	100	100
Prevent and Protect L.L.C. – Oman	Oil and gas services	Oman	100	100
New Image Building Services Gulf States L.L.C.	Building and facilities management	Qatar	70.95	70.92
Diversa S.R.L.	Trading in water equipment	Italy	100	100
Qatar Garden W.L.L.	Construction of soft and hard landscaping and supply of related materials	Qatar	100	100
Al-shamila Eco Studies and Energy Solution W.L.L.	Trading in equipment and rendering	Qatar	51	51
Amjad Company for Manufacture and printing Cardboard W.L.L.	Manufacture of bowls and boxes of cardboard	Qatar	100	100
Technovate Technology	Trading in IT equipment	Qatar	100	100
Cycure Technologies W.L.L.	Information technology services	Qatar	76	76
I Telligent Technologies W.L.L.	Trading in Computer Network and IT Consulting	Qatar	100	100
Atelier 21 L.L.C. (UAE)	Interior design	UAE	100	100
Salam Security Systems and Services O.P.C	Installation, Operation and maintenance of cameras and security surveillance	Qatar	100	100
Meta Coat W.L.L. (b)	Aluminum and powder coating services	Qatar	100	100

**36 Subsidiaries (continued)**

**a) Details of the Group's subsidiaries are as follows (continued)**

- (i) 99 % of the capital of these Group entities are commercially registered in the name of the Company and 1% is registered in the name of Salam Group W.L.L., an affiliate. The Group beneficially owned 100% of the subsidiary.
- (ii) The operations and activities of these entities are currently on hold.
- (iii) 99% of the capital of Salam Studio and Stores W.L.L. – Muscat is commercially registered in the name of the Company and 1% is registered in the name of Salam Studio and Stores W.L.L., a Group entity. The Group beneficially owned 100% of the entity.
- (iv) The capital of these entities is registered in the name of a Bahraini national for the beneficial interest of the Group.

**(b) Acquisition of a subsidiary**

In January 2022, the Group acquired additional 49% of the shares and voting interests in Meta Coat W.L.L. ("Meta Coat"). As a result, the Group's equity interest in Meta Coat W.L.L. increased from 51% to 100%, granting it absolute control of Meta Coat W.L.L.

Included in the identifiable assets and liabilities acquired at the date of acquisition of Meta Coat W.L.L. are inputs (Factory and production facilities), production processes and organised workforce. The Group has determined that together the acquired inputs and processes significantly contribute to the ability to create revenue. The Group has concluded that the acquired set is a business.

*i. Consideration paid*

The Group paid cash consideration of QR Nil to acquire additional 49% shares and the voting interests in Meta Coat W.L.L. as it was loss making entity. There are no other classes of considerations agreed or to be transferred between the parties.

*ii. Acquisition-related costs*

The Group incurred acquisition-related costs of QR Nil on legal fees and due diligence costs.

*iii. Fair value of identifiable assets acquired and liabilities assumed*

The following table summarises the recognised amounts of fair value of assets acquired, and liabilities assumed at the date of acquisition.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**36 Subsidiaries (continued)**

**(b) Acquisition of a subsidiary (continued)**

*iii. Fair value of Identifiable assets acquired and liabilities assumed (continued)*

	2022
Property and equipment	16,735,255
Cash and cash equivalents	64,395
Trade and other receivables	57,607
Due from related parties	4,100,000
Borrowings	(8,427,858)
Trade and other payables	(326,563)
Other liabilities	(908,849)
Employees' end of service benefits	(73,866)
<b>Fair value of total net identifiable assets acquired</b>	<b><u>11,220,121</u></b>

*iv. Loss arising on business combination*

Loss arising from the business acquisition has been recognised as follows:

	2022
Consideration transferred – pre-existing	11,220,121
Fair value of pre-existing interest in Meta Coat W.L.L.	-
Fair value of net identifiable assets acquired	<u>(11,220,121)</u>
<b>Net impact arising on business combination</b>	<b><u>-</u></b>

**(c) Details of the change in Group's subsidiaries are as follows:**

**Salam Bounian Development Company P.Q.S.C. – Acquisition of non-controlling interest**

During the year 2023, the Company purchased additional 19,718 shares (2022: 57,796 shares) in Salam Bounian Development Company P.Q.S.C. and reached Group's ownership to 70.95% from 70.92%. The details of the additional purchase with respective gain from purchase recognised in equity are as follows:

	2023	2022
Carrying amount of non-controlling interest acquired	302,426	816,314
Consideration paid to non-controlling interest acquired	<u>(174,590)</u>	<u>(577,960)</u>
An increase in equity attributable to owners of the Group	<b><u>127,836</u></b>	<b><u>238,354</u></b>



**Salam International Investment Limited Q.P.S.C.****Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**37 Earnings per share**

Basic earnings per share amounts are calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares outstanding at the reporting date.

The basic and diluted earnings per share are the same as there were no dilutive effects on earnings.

	<b>2023</b>	2022
Profit for the year attributable to Owners of the Company	<u>41,516,301</u>	<u>60,232,742</u>
Adjusted weighted average number of outstanding shares	<u>1,143,145,870</u>	<u>1,143,145,870</u>
<b>Basic and diluted earnings per share</b>	<u><b>0.036</b></u>	<u>0.053</u>

**38 Contribution to social and sports fund**

Pursuant to the Qatar Law No. 13 of 2008 and the related clarifications issued in 2010, which is applicable to all Qatari listed shareholding companies with publicly traded equity, the Group has to make an appropriation of 2.5% of its net profit attributable to the owners of the Company as a contribution to social and sports fund. During the year the Group has appropriated QR 1,037,907 (2022: QR 1,505,818) to the Social and Sports Development Fund of the State of Qatar.

**39 Commitments and contingent liabilities**

	<b>2023</b>	2022
Letters of credit	<u>46,583,156</u>	<u>52,522,030</u>
Letters of guarantee	<u>236,598,741</u>	<u>239,692,435</u>
Capital commitment	<u>121,035,122</u>	<u>-</u>

#### 40 Operating segments

##### I. Basis for segmentation

The Group has the following six strategic divisions, which are its reportable segments. These divisions offer different products and services and are managed separately because they require different technology and marketing strategies.

The following summary describes the operations of each reportable segment.

Reportable segments	Operations
Contracting	Civil contracting, mechanical, plumbing and electrical contracting and related services
Energy and industry	Oil and gas services including trading in chemical materials and maintenance of oil equipment
Luxury retail	Retail and wholesale of luxury consumer products
Technology	Information technology and related infrastructure project
Real estate and investments	Real estate operation and investment

The Group's chief executive officer reviews the internal management reports of each division at least quarterly.

##### II. Information about reportable segmentation

Information related to each reportable segment is set out below. Segment profit (loss) before tax is used to measure performance because management believes that this information is the most relevant in evaluating the results of the respective segments relative to other entities that operate in the same industries.

Salam International Investment Limited Q.P.S.C.

Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023

In Qatari Riyals

40. Operating segments (continued)

a) In terms of operating sectors

2023	Contracting	Energy and industry	Luxury retail	Technology	Real estate and investments	Total
External revenue	274,776,893	281,130,390	625,605,872	215,815,818	141,264,707	1,538,593,680
Inter-segment revenue	1,915,301	9,916,607	3,597,365	10,512,844	61,010,380	86,952,497
<b>Segment revenue</b>	<b>276,692,194</b>	<b>291,046,997</b>	<b>629,203,237</b>	<b>226,328,662</b>	<b>202,275,087</b>	<b>1,625,546,177</b>
<b>Segment profit / (loss)</b>	<b>695,084</b>	<b>(3,075,256)</b>	<b>(8,175,326)</b>	<b>12,320,663</b>	<b>50,810,135</b>	<b>52,575,300</b>
<b>EBITDA</b>	<b>14,137,577</b>	<b>13,037,677</b>	<b>40,614,785</b>	<b>16,148,924</b>	<b>185,499,604</b>	<b>269,438,567</b>
Interest and dividend income	-	82,727	29,580	2,327	15,337,408	15,452,042
Interest expense	1,479,094	3,627,749	15,922,231	2,363,731	122,013,544	145,406,349
Depreciation and amortisation	11,249,567	12,115,184	32,848,237	1,086,976	11,744,290	69,044,254
Share of result of equity accounted investees	-	-	8,565,731	1,284,890	(945,214)	8,905,407
Income tax expense	713,832	370,000	19,643	377,554	931,635	2,412,664
<b>Segment assets</b>	<b>363,215,758</b>	<b>334,271,219</b>	<b>469,681,344</b>	<b>156,421,032</b>	<b>3,134,353,208</b>	<b>4,457,942,561</b>
Equity-accounted investees	-	-	66,996,044	6,611,049	136,144,544	209,751,637
Capital expenditure:						
- Tangible assets	396,175	6,794,343	7,929,041	684,232	22,265,667	38,069,458
- Intangible assets	4,147	-	128,800	-	-	132,947
<b>Segment liabilities</b>	<b>196,416,437</b>	<b>158,108,671</b>	<b>317,460,147</b>	<b>112,435,174</b>	<b>1,942,852,179</b>	<b>2,727,272,608</b>

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**40. Operating segments (continued)**

a) In terms of operating sectors (continued)

2022	Contracting	Energy and industry	Luxury retail	Technology	Real estate and investments	Total
External revenue	305,367,365	300,471,128	631,374,031	211,267,035	142,757,470	1,591,237,029
Inter-segment revenue	16,512,786	11,141,537	3,692,330	2,445,649	60,842,325	94,634,627
Segment revenue	321,880,151	311,612,665	635,066,361	213,712,684	203,599,795	1,685,871,656
Segment profit / (loss)	(9,076,169)	3,060,988	70,305	8,141,180	78,277,271	80,473,575
EBITDA	1,478,726	30,559,873	50,594,403	14,221,801	185,461,157	282,315,960
Interest and dividend income	-	6,718	-	3,188	8,208,142	8,218,048
Interest expense	477,278	6,994,135	14,592,208	4,603,760	92,801,561	119,468,942
Depreciation and amortisation	9,613,448	19,995,632	35,931,890	1,254,089	14,111,070	80,906,129
Share of result of equity accounted investees	-	-	7,596,493	1,551,333	6,943,412	16,091,238
Income tax expense	464,169	509,118	-	222,772	271,255	1,467,314
Segment assets	292,381,190	287,015,140	521,547,401	364,171,051	3,174,268,297	4,639,383,079
Equity-accounted investees	-	-	63,974,867	5,326,159	143,382,457	212,683,483
Capital expenditure:						
- Tangible assets	10,337,755	23,703,501	10,539,208	782,281	13,159,364	58,522,109
- Intangible assets	-	-	34,521	-	-	34,521
Segment liabilities	196,556,060	123,229,222	393,005,326	157,602,577	2,099,747,572	2,970,140,757

Salam International Investment Limited Q.P.S.C.

Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023

In Qatari Riyals

40. Operating segments (continued)

b) In terms of geographic locations

	2023				2022				Total
	Qatar	United Arab Emirates	Others	Total	Qatar	United Arab Emirates	Others	Total	
External revenue	1,276,591,455	155,256,003	106,746,222	1,538,593,680	1,375,765,551	161,394,799	54,076,679	1,591,237,029	
Inter-segment revenue	85,562,345	602,728	787,424	86,952,497	80,269,128	634,956	13,730,543	94,634,627	
<b>Segment revenue</b>	<b>1,362,153,800</b>	<b>155,858,731</b>	<b>107,533,646</b>	<b>1,625,546,177</b>	<b>1,456,034,679</b>	<b>162,029,755</b>	<b>67,807,222</b>	<b>1,685,871,656</b>	
<b>Segment profit</b>	<b>26,767,803</b>	<b>17,166,776</b>	<b>8,640,721</b>	<b>52,575,300</b>	<b>55,258,342</b>	<b>21,899,023</b>	<b>3,316,210</b>	<b>80,473,575</b>	
<b>Segment assets</b>	<b>3,745,180,978</b>	<b>338,662,320</b>	<b>374,099,263</b>	<b>4,457,942,561</b>	<b>3,839,375,655</b>	<b>470,236,173</b>	<b>329,771,251</b>	<b>4,639,383,079</b>	
Capital expenditure:									
- Tangible assets	37,301,550	444,977	322,931	38,069,458	58,484,957	37,152	-	58,522,109	
- Intangible assets	128,800	-	4,147	132,947	34,521	-	-	34,521	
<b>Segment liabilities</b>	<b>2,614,494,331</b>	<b>76,286,003</b>	<b>36,492,274</b>	<b>2,727,272,608</b>	<b>2,849,064,579</b>	<b>77,860,113</b>	<b>43,216,065</b>	<b>2,970,140,757</b>	

**41 Financial instruments – fair values and risk management****A. Accounting classifications and fair values**

The Group's financial assets (trade and other receivables, retention receivables, due from related parties, loans to associate companies, and cash at bank) and financial liabilities (credit facilities, retention payable and trade and other payables) are measured at amortised cost and not at fair value. Management believes that the carrying values of these financial assets and financial liabilities as at the reporting date are a reasonable approximation of their fair values.

The following table shows the carrying amounts and fair values of financial assets, including their fair value hierarchy. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

**As at 31 December 2023**

	Carrying amount	Fair value		
		Level 1	Level 2	Level 3
<b>Investment securities – FVOCI</b>				
Quoted equity securities	43,745,667	43,745,667	-	-
Unquoted equity securities	50,097,372	-	-	50,097,372
	<b>93,843,039</b>	<b>43,745,667</b>	<b>-</b>	<b>50,097,372</b>

**As at 31 December 2022**

	Carrying amount	Fair value		
		Level 1	Level 2	Level 3
<b>Investment securities – FVOCI</b>				
Quoted equity securities	30,522,405	30,522,405	-	-
Unquoted equity securities	56,577,060	-	-	56,577,060
	<b>87,099,465</b>	<b>30,522,405</b>	<b>-</b>	<b>56,577,060</b>

## 41 Financial instruments – fair values and risk management (continued)

## B. Measurement of fair values

The following tables show the valuation techniques used in measuring Level 2 and Level 3 fair values for financial instruments in the statement of financial position, as well as the significant unobservable inputs used.

Valuation technique	Significant unobservable inputs	Inter-relationship between significant unobservable inputs and fair value measurement
<b><u>Market approach</u></b>		
The transaction price of an investment in an unquoted equity instrument, which is identical to the investment being valued and made close to the measurement date, might be a reasonable starting point for measuring fair value at the measurement date.	Not applicable	Not applicable
<b><u>Adjusted net asset method</u></b>		
This valuation model considers the fair value of the investee's assets and liabilities (both recognised in the statement of financial position and unrecognised).	Expected fair value of the assets and liabilities.	The estimated fair value would increase / (decrease) if the adjusted net assets were higher / (lower).
The unquoted equity securities that are carried at adjusted net assets value are valued on the basis of financial statements available.		
The management assessed that fair value considered for unquoted equity securities on the basis of adjusted net assets is appropriate as these investee's value are mainly derived from the holding of assets rather the deploying the assets.		
<b>Sensitivity analysis</b>		
For the fair valuation of unquoted equity securities that are carried at adjusted net assets value, reasonably possible changes at the reporting date to the significant unobservable input would have the following effect on other comprehensive income.		
	<b>Increase</b>	<b>Decrease</b>
<b>31 December 2023</b>		
Adjusted net assets (5% movement)	<u>2,504,869</u>	<u>(2,504,869)</u>
<b>31 December 2022</b>		
Adjusted net assets (5% movement)	<u>2,828,853</u>	<u>(2,828,853)</u>

## 41 Financial instruments – fair values and risk management (continued)

## C. Financial risk management

## I. Credit risk

The Group's maximum exposure to credit risk at the reporting date is the carrying amount of its financial assets, which are the following:

	2023	2022
<b>Financial assets</b>		
Loans to associate companies	24,435,928	23,842,487
Accrued income	17,387,577	28,270,096
Due from related parties	345,414,294	307,387,876
Retention receivables	104,362,185	128,601,127
Trade and other receivables	510,149,947	703,283,294
Bank balances	256,626,494	90,320,689
Contract assets	157,764,519	147,232,054
	<u>1,416,140,944</u>	<u>1,428,937,623</u>

Allowance for impairment losses on financial assets and contract assets recognised in consolidated profit or loss statement were as follows:

	2023	2022
Allowance for impairment loss on trade receivables (Note 20)	6,943,315	14,286,061
Allowance for impairment loss on due from related parties ((Note 18(d))	12,476,898	8,542,659
Allowance for impairment loss on retention receivables reversed (Note 15(l))	-	125,000
Allowance for impairment loss on contract assets reversed (Note 19)	140,666	(4,618,792)
Allowance for impairment of pre-existing interest in associate	-	12,269,425
	<u>19,560,879</u>	<u>30,604,353</u>

The movement in allowance for impairment loss of financial assets and contract assets are as follows:

	2023	2022
Balance at 1 January	308,386,885	324,294,198
Allowance during the year	19,560,879	30,604,353
Transfer during the year	(140,000)	140,000
Write-off of pre-existing interest in associate	-	(12,269,425)
Write-offs during the year	(8,289,194)	(34,382,241)
<b>Balance at 31 December</b>	<u>319,518,570</u>	<u>308,386,885</u>

A summary of the Group's exposure to credit risk for financial assets is as follows:

*Expected credit loss assessment*

The Group uses an allowance matrix to measure the ECLs of financial assets.

Loss rates are calculated using a 'roll rate' method based on the probability of a receivable progressing through successive stages of delinquency to write-off. Roll rates are calculated separately for exposures in different segments based on the following common credit risk characteristics – geographic region, age of customer relationship and type of product purchased.



**41 Financial instruments – fair values and risk management (continued)****C. Financial risk management (continued)****I. Credit risk (continued)**

The following table provides information about the exposure to credit risk and ECLs for due from related parties, retention receivables, contract assets and trade and other receivables.

<b>31 December 2023</b>	<b>Weighted average loss rate</b>	<b>Gross carrying amount</b>	<b>Loss allowance</b>	<b>Credit impaired</b>
Current (not paste due)	2.68%	145,388,012	3,895,093	No
1-60 days	26.18%	140,431,779	36,767,164	No
61-120 days	74.05%	24,457,071	18,109,646	No
121-365 days	18.24%	537,904,914	98,087,372	No
365-730 days	43.14%	70,070,899	30,226,898	No
More than 730 days	66.40%	199,438,270	132,432,397	Yes
		<b>1,117,690,945</b>	<b>319,518,570</b>	
<b>31 December 2022</b>	<b>Weighted average loss rate</b>	<b>Gross carrying amount</b>	<b>Loss allowance</b>	<b>Credit impaired</b>
Current (not paste due)	6.97%	311,170,688	21,687,352	No
1-60 days	23.27%	137,151,556	31,920,653	No
61-120 days	35.24%	29,020,131	10,227,556	No
121-365 days	18.84%	496,588,712	93,546,831	No
365-730 days	36.35%	105,091,159	38,203,579	No
More than 730 days	53.37%	207,482,105	112,800,914	Yes
		<b>1,286,504,351</b>	<b>308,386,885</b>	

Loss rates are based on actual credit loss experience over the past three years and adjusted for forward looking factors. These rates are multiplied by scalar factors to reflect differences between economic conditions during the period over which the historical data has been collected, current conditions and the Group's view of economic conditions over the expected lives of the receivables.

Forward looking factors are based on the actual and forecast macro-economic factors (primarily GDP).

**Cash and bank balances**

The Group held bank balances of QR 256,626,494 as at 31 December 2023 (2022: QR 90,320,689). The bank balances are held with bank and financial institution counterparties, which are rated A1 to A2 based on by Moody Rating Agency ratings.

Impairment on cash and bank balances has been measured on a 12-month expected loss basis and reflects the short maturities of the exposures. The Group considers that its cash and cash equivalents have low credit risk based on the external credit ratings of the counterparties.

**Guarantees**

The Group's policy is to provide financial guarantees only for liabilities relating to certain subsidiaries. At 31 December 2023, the Company has issued a guarantee to certain banks in respect of credit facilities granted to its subsidiaries.

**Salam International Investment Limited Q.P.S.C.**

**Notes to the consolidated financial statements  
As at and for the year ended 31 December 2023**

In Qatari Riyals

**41 Financial instruments – fair values and risk management (continued)**

**C. Financial risk management (continued)**

**II. Liquidity risk**

The following are the contractual maturities of financial liabilities and lease liabilities at the reporting date. The amounts are gross and undiscounted and exclude the impact of netting agreements:

31 December 2023	Carrying amount	Less than 1 year	Contractual cash flow		Total
			1 to 5 years	Above 5 years	
Borrowings	2,093,814,260	441,342,700	1,072,033,748	1,583,496,180	3,096,872,628
Retention payables	13,956,337	10,379,358	3,576,979	-	13,956,337
Other liabilities*	117,727,292	117,727,292	-	-	117,727,292
Due to related parties	2,042,955	2,042,955	-	-	2,042,955
Bank overdrafts	50,438,787	50,438,787	-	-	50,438,787
Notes payable	3,251,975	2,701,975	550,000	-	3,251,975
Trade payables	195,368,642	195,368,642	-	-	195,368,642
Lease liabilities	67,304,873	11,646,514	35,469,088	49,188,340	96,303,942
	<b>2,543,905,121</b>	<b>831,648,223</b>	<b>1,111,629,815</b>	<b>1,632,684,520</b>	<b>3,575,962,558</b>

31 December 2022	Carrying amount	Less than 1 year	Contractual cash flow		Total
			1 to 5 years	Above 5 years	
Borrowings	2,287,009,323	394,904,352	808,474,493	2,570,320,268	3,773,699,113
Retention payables	15,216,916	11,487,375	3,729,541	-	15,216,916
Other liabilities*	110,919,365	110,919,365	-	-	110,919,365
Due to related parties	1,424,632	1,424,632	-	-	1,424,632
Bank overdrafts	80,096,310	80,096,310	-	-	80,096,310
Notes payable	8,714,107	7,614,107	1,100,000	-	8,714,107
Trade and other payables	199,660,310	199,660,310	-	-	199,660,310
Lease liabilities	79,113,612	16,147,220	50,672,317	42,783,160	109,602,697
	<b>2,782,154,575</b>	<b>822,253,671</b>	<b>863,976,351</b>	<b>2,613,103,428</b>	<b>4,299,333,450</b>

\* Excluding provision for completed jobs

**III. Market risk**

The main risks arising from the Group's financial instruments are market risk, credit risk and liquidity risk. Market risk is the risk that changes in market prices, such as interest rates and foreign currency exchange rates that will affect the Group's income or the value of the holdings of financial instruments. Management reviews and agrees policies for managing each of these risks which are summarised below:

*Equity price risk*

The Group is subject to equity price risk in relation to equity securities at FVOCI. The Group evaluates the current market value and other factors including normal volatility in share price for quoted equities and other relevant factors such as investment manager's periodical reports relating to unquoted equities in order to manage its market risk.

## 41 Financial instruments – fair values and risk management (continued)

## C. Financial risk management (continued)

## III. Market risk (continued)

*Cash flow sensitivity analysis for variable-rate instruments*

The following table demonstrates the sensitivity of the Group's profit to reasonably possible changes in interest rates, with all other variables held constant. The sensitivity of the profit is the effect of the assumed changes in interest rate on the Group's profit (loss) for one year, based on the floating rate financial assets and financial liabilities held at 31 December 2023.

	<b>Profit (loss)</b>		<b>Profit (loss)</b>	
	<b>31 December 2023</b>		<b>31 December 2022</b>	
	<b>50 bps Increase</b>	<b>50 bps Decrease</b>	<b>50 bps Increase</b>	<b>50 bps Decrease</b>
Variable rate financial liabilities	<u>(10,663,208)</u>	<u>10,663,208</u>	<u>(11,741,320)</u>	<u>11,741,320</u>

*Foreign Currency risk*

Currency risk is the risk that the value of financial instruments will fluctuate due to changes in foreign exchange rates. The Group's functional currency and significant foreign currency transactions are denominated in currencies pegged with United States Dollar ("USD"). Therefore, the management is of the opinion that the Group's exposure to currency risk is minimal.

**Fair values**

The fair values of financial instruments, with the exceptions of investment at FVOCI, carried at cost are not materially different from their carrying values.

## 42 Comparative figures

The corresponding figures presented for 2022 have been reclassified where necessary to preserve the consistency with the 2023 figures. However, such reclassification did not have any effect on the net profit, total assets or total equity for the comparative year.