

### **Mekdam Holding Group Q.P.S.C**

The Board of Directors of Mekdam Holding Group Q.P.S.C., chaired by Sheikh Mohammed bin Nawaf bin Nasser bin Khalid Al Thani, held a session on August 2, 2021, to discuss and approve the financial statements for the period ended June 30, 2021. The Chairman of the Board of Directors indicated that Mekdam Holding Group's revenue reached QAR 99.2 million for the period ended June 30, 2021, compared to QAR 73.8 million for the same period of the previous year with a growth rate of 25.6%. The easing of Coronavirus restrictions has accelerated the pace of business implementation and recovery of the previous decline in the project execution and profitability. Mekdam Holding Group achieved a net profit of QAR 13.3 million for the period ended on June 30, 2021, compared to QAR 12.4 million in the corresponding period of 2020 with a growth rate of 7.4%. This growth in net profit is mainly attributable to the growth in business volume. Earnings per share (EPS) amounted to QR 0.266 for the first half of 2021 compared to EPS of QR 0.247 for the first half of 2020. The CEO, Mr. Ehab Naser, indicated that during the first half of 2021, Mekdam Holding Group was able to sign new contracts with a total value of QAR 336.1 million Qatari riyals exceeding the annual target for 2021. The Board was also briefed on the total value of the contracts being implemented, which amounted to about QAR 970 million, while the value of the remaining works amounted to about QAR 625 million. With respect to the sales proposals, the total offers submitted and being negotiated with customers amounted to about QAR 1,805 million. The Board of Directors emphasized the importance of these indicators to the executive management, as these indicators are the key factor in building revenue expectations, net future profits and enhancing the value of shareholders' equity.

As for the financial position of Mekdam Holding Group, it grew by 20.3% by end of June 30, 2021, compared to December 31, 2020, because of the steady expansion of the group's business volume. As of June 30, 2021, Mekdam Holding Group has maintained its liquidity levels of 72.8% of its assets, which are current assets. The current ratio (current assets to current liabilities) is 2.5-times. The group also maintained low levels of indebtedness, with net indebtedness (bank loans minus cash and cash balances) amounting to QAR 14.5 million.

The Board reviewed a range of non-financial achievements during the first half of 2021, including but not limited to, Mekdam Holding Group signed more than 160 contracts with major international companies in the field of information technology that requires complex prerequisites and qualification conditions, Mekdam Holding Group was classified Grade (A) by the Government Procurement Regularity Department of the Ministry of Finance, Mekdam

Holding Group was classified as Grade (A) by Kahramaa, in addition to that Mekdam Holding Group was awarded the title of the Great place to work (Great Place to Work®). Mekdam Holding Group was distinguished by obtaining from S&P Global Ratings a credit rating (gcBBB-), and this rating placed the Group in the list of 25 best private companies in the Middle East and North Africa (MENA). The record of achievements has been strengthened by meeting the requirements of the Communications Department of the Ministry of Interior through the development of the patented early warning system, which is registered under the Group's name. The system has attracted more than 4,000 customers connections. There has been increase in the qualification of professional cadres that has been enhanced through continuous training due to the steady growth in the number of employees which exceeded over 700, in which most of them were highly trained professional cadres who have obtained professional degrees in their respective fields. Furthermore, Mekdam Holding Group addressed the provision of new services such as the distance education system at the level of the State of Qatar, which was recently developed for the Ministry of Education and Higher Education. Mekdam also extended its business lines in the field of cybersecurity, which is witnessing a steady growth in the current era.

The Board also reviewed the results of the listing on the venture market, that took place on August 2, 2021. The listing of Mekdam Holding Group on the Qatar Stock Exchange was welcomed by investors. This reflected in an increase in the market value of the shares from the initial price, and the Group was able to increase its shareholder base to about 280 shareholders, about 87% of who are Qatari. By the end of 2021, the Group aims to increase its shareholder base to about 500 shareholders and float 25% of the capital.

At the conclusion of the session, the Board reviewed the Group's performance compared to the performance of the financial market on the Qatar Stock Exchange, in which the annual rate of return to market cap (inverted P/E ratio) of the Group was about 7.3%, exceeding the annual rate of return to market cap on the Qatar Stock Exchange which was at 5.4% as of June 30, 2021. The Board considered this percentage to be a catalyst for investment in Mekdam Holding Group and stressed on executive management for the need to maintain this ratio and exploit the technological activities of Mekdam Holding Group. Finally, the above plans and strategy can provide opportunities for investment and growth of the Group which in turn can add to the growth rate of the company and enhance shareholders' value.