

## Estithmar Holding (IGRD)

<b>Recommendation</b>	<b>ACCUMULATE</b>	<b>Risk Rating</b>	<b>R-4</b>
<b>Share Price</b>	<b>QR3.549</b>	<b>Target Price</b>	<b>QR3.769</b>
<b>Implied Upside</b>	<b>6.2%</b>	<b>Old Target Price</b>	<b>QR3.170</b>

**Another Blockbuster Quarter On Upbeat Healthcare Prognosis; Cashflow Deteriorates; Raising PT**  
 Similar to 1Q, Estithmar Holding's 2Q2025 earnings climbed 185.8% to QR312.6mn, markedly outperforming our expectations, driven by another blockbuster quarter from the healthcare unit. Again, the healthcare performance more than compensated for weaknesses/misses in other divisions, notably the contracting & industries segment, which remains in a loss position YTD. This strong 2Q print, however, came at the cost of high working capital requirements, with YTD operating cashflows lower than last year, which has seen the group adding more debt. The sharp turnaround in healthcare was underpinned by a major new services contract signed between IGRD and the government, executed via the Hamad Medical Corporation, which can now refer Qatari citizens for treatment. While the HMC-IGRD contract was signed in 1Q2025, four other private hospitals have since entered into similar agreements with HMC early July. These include, Al-Ahli Hospital (MCGS), Al Emadi Hospital, Aman Hospital and Doha Clinic Hospital. This development materially alters the group's earnings profile from last year, with healthcare now dominant in IGRD's SoTP valuation; it now accounts for ~94% of value from ~47% at end-FY2024. A back-of-the-envelope approach to valuing the healthcare unit is in terms of **Medicare Group** (Ticker: MCGS; Rating: Accumulate; TP: QR5.962), a locally listed pure-play, which has a current EV of QR1.6bn. Extrapolating our FY2025E data, IGRD's healthcare division is worth >10x MCGS based on EBITDA & earnings, and ~5.0x MCGS based on sales. We have updated our estimates (divisional detail on page 2). We see FY2025 NP increasing by 230.9% to QR1.34bn vs. the previous estimate of QR789.4mn, leading to a revised QR3.769 PT/share from QR3.170. This valuation excludes the group's greenfield investments – in Maldives, Algeria, Iraq, etc. – that have not begun contributing to Estithmar's performance. Consequently, we have also excluded Sukuk financing related to these new ventures. **The potential upside from IGRD's greenfield optionality leads us to maintain our Accumulate rating.** A point we have made since initiating coverage in 2022, is that the group's earnings mix is undergoing a fundamental shift toward higher-margin revenue sectors – healthcare, tourism, and services. We see these segments more than offsetting cyclical headwinds in contracting and industries, and the optionality embedded in the group's greenfield investments further strengthens the medium-term upside case. While we still expect high variability in quarterly earnings vs. our model, we believe the group's longer-term thesis is on track.

### Highlights

- 2Q2025 profit considerably above our estimates driven by strong revenue growth and GPM/NPM expansion.** Earnings rose 185.8%/78.8%/38.9% YoY/QoQ/Est. to QR312.6mn on much stronger aggregate revenue/margins driven primarily by the healthcare division. Group NP margin came in at 16.7%, stronger than 14.9% modeled, compared with 14.6% in 2Q2024 and 12.9% in the previous quarter. Group GP margin expanded to 36.2% from 29.2% in 2Q2024 and 31.8% in the previous quarter. The operating margin expanded to 23.3% from 18.3% in 2Q2024 and 17.4% in 2Q2024.
- Group revenue climbed 107.5%/34.7% YoY/QoQ to QR1.76bn, ahead of our QR1.59bn estimate.** While all divisional revenue rose YoY, their performances were mixed in relation to our estimates: Services unit was in-line; healthcare, ventures and corporate came above estimates; while contracting & industries missed. (See page 2 for more details.)
- Segment earnings/margins remain highly volatile; bar healthcare, they were mostly lower in 2Q2025 YoY: (i) Healthcare** sales climbed 279.7% YoY (QoQ: 50.4%) to QR729.4mn. NP margin expanded 6.7x/1.0x to 25.9% from 6.1%/25.6% in 2Q2024/1Q2025. **(ii) Services segment** revenue rose 10.8% YoY (QoQ: 6.6%) to QR422.2mn; NP margin declined to 16.7% from 18.0% (last quarter: 15.3%) in 2Q2024. **(iii) Contracting & industries** top-line rose 36.4% YoY (last quarter: -16.0%) to QR550.1mn. However, the division recorded a loss of QR12.4mn from profit of QR39.7mn (last quarter loss: QR12.6mn) in 2Q2024. **(iv) Ventures** revenue increased 10.7% to QR20.8mn YoY (QoQ: -50.6%). The unit made a loss of QR1.3mn, an improvement from a loss of QR2.7mn in 2Q2024; 1Q2025 profit of QR13.3mn was bolstered by QR40mn support from the government, received in the first quarter of each year.

### Catalysts

- Significant catalysts:** (1) Positive sales & operation updates of new healthcare/tourism businesses (2) New product launches/offshore expansion (3) Dividend distribution launch, though unlikely to happen soon.

### Recommendation, Valuation and Risks

- Recommendation and Valuation:** We maintain our Accumulate rating but revise our 12-month TP to QR3.769 implying 6.2% upside potential, using a SoTP weighted-average of the DCF and EBITDA Exit Multiple valuation methods. IGRD's thesis is premised on future growth geared towards higher-margin sectors – healthcare, tourism and services – set to more than offset the slowdown in traditional sectors (construction & industries) as the economy matures; supported by Qatar's 2030 "advanced economy" goal. Meanwhile, traditional segments have renewed success offshore, improving their contribution to the group for the foreseeable future.
- Key risks:** (1) Dilution risk (2) Execution risk and slow ramping up of new projects (3) Elevated debt levels (4) Conglomerate discount (4) Geopolitics

### Key Financial Data and Estimates

Group	2023	2024	2025E	2026E	2027E	2028E	2029E
EPS (QR)	0.102	0.119	0.357	0.373	0.338	0.348	0.359
P/E (x)	34.74	29.88	9.93	9.51	10.50	10.19	9.90
EV/EBITDA (x)	28.15	26.10	9.07	8.53	8.98	8.69	8.41
DPS (QR)	-	-	-	0.22	0.29	0.30	0.30
DY (%)	0.0%	0.0%	0.0%	6.3%	8.1%	8.3%	8.6%

**Source:** Company data, QNB FS Research; Note: All data based on current number of shares; These estimates may not reflect the most recent quarter

### Key Data

Current Market Price (QR)	3.549
Dividend Yield (%)	0.0
Bloomberg Ticker	IGRD QD
ADR/GDR Ticker	N/A
Reuters Ticker	IGRD.QA
ISIN	QA0006UVF886
Sector*	Industrials
52wk High/Low (QR)	3.640/1.521
3m Average Vol. ('mn)	8.0
Mkt. Cap. (\$'bn/QR'bn)	3.6/13.3
EV (\$'bn/QR'bn)	4.4/16.0
Shares Outstanding (mn)	3,744.4
FO Limit* (%)	49.0
Current Institutional FO* (%)	2.6
1-Year Total Return (%)	107.7
Fiscal Year-End	December 31

**Source:** Bloomberg (as of July 31, 2025), \*Qatar Exchange (as of July 30, 2025); Note: FO is foreign ownership

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## Financial Statements and Forecasts

### 2Q2025 Condensed Income Statement vs. Estimates (QR'Mn)

	2Q24	1Q25	2Q25	2Q25e	YoY	QoQ	Vs. Estimates
<b>Revenue</b>	<b>850.14</b>	<b>1,309.28</b>	<b>1,763.77</b>	<b>1,578.56</b>	107.5%	34.7%	11.7%
Healthcare	192.09	485.03	729.40	500.00	279.7%	50.4%	45.9%
Services	381.00	396.25	422.24	425.88	10.8%	6.6%	-0.9%
Contracting & Industries	403.29	654.97	550.09	700.00	36.4%	-16.0%	-21.4%
Ventures/Tourism	18.77	42.11	20.78	15.10	10.7%	-50.6%	37.7%
Corporate/Eliminations	(145.02)	(269.07)	41.26	(62.42)	N.M.	N.M.	N.M.
<b>Gross Profit</b>	<b>248.16</b>	<b>416.14</b>	<b>637.71</b>	<b>498.00</b>	157.0%	53.2%	28.1%
Healthcare	77.28	273.68	456.61	282.13	490.8%	66.8%	61.8%
Services	91.88	89.91	91.51	95.97	-0.4%	1.8%	-4.6%
Contracting & Industries	73.93	67.24	74.24	120.34	0.4%	10.4%	-38.3%
Ventures/Tourism	5.07	(14.68)	15.35	(0.43)	202.8%	N.M.	N.M.
Corporate/Eliminations	0.00	-	-	-	-100.0%	No change	In-line
<b>Net Profit</b>	<b>123.77</b>	<b>169.54</b>	<b>295.11</b>	<b>234.94</b>	138.4%	74.1%	25.6%
Healthcare	11.73	124.00	299.57	129.67	2454.5%	141.6%	131.0%
Services	68.65	60.49	70.57	65.84	2.8%	16.7%	7.2%
Contracting & Industries	39.68	(12.60)	(12.41)	65.87	N.M.	-1.5%	N.M.
Ventures/Tourism	(2.73)	13.25	(1.29)	(11.32)	-52.6%	N.M.	-88.6%
Corporate/Eliminations	6.44	(15.61)	(61.32)	(15.12)	N.M.	292.7%	305.4%
<b>Minorities</b>	<b>14.42</b>	<b>(5.25)</b>	<b>(17.47)</b>	<b>9.97</b>	N.M.	232.5%	-275.3%
<b>Attributable Profit</b>	<b>109.36</b>	<b>174.79</b>	<b>312.59</b>	<b>224.97</b>	<b>185.8%</b>	<b>78.8%</b>	<b>38.9%</b>
<b>NP Margin</b>	<b>14.6%</b>	<b>12.9%</b>	<b>16.7%</b>	<b>14.9%</b>	<b>2.2ppts</b>	<b>3.8ppts</b>	<b>1.8ppts</b>
Healthcare	6.1%	25.6%	41.1%	25.9%	35.0ppts	15.5ppts	15.1ppts
Services	18.0%	15.3%	16.7%	15.5%	-1.3ppts	1.4ppts	1.3ppts
Contracting & Industries	9.8%	-1.9%	-2.3%	9.4%	-12.1ppts	-0.3ppts	-11.7ppts
Ventures/Tourism	-14.5%	31.5%	-6.2%	-75.0%	8.3ppts	-37.7ppts	68.7ppts
Corporate/Eliminations	-4.4%	5.8%	-148.6%	24.2%	-144.2ppts	-154.4ppts	-172.8ppts
<b>GP Margin</b>	<b>29.2%</b>	<b>31.8%</b>	<b>36.2%</b>	<b>31.5%</b>	<b>7.0ppts</b>	<b>4.4ppts</b>	<b>4.6ppts</b>
Healthcare	40.2%	56.4%	62.6%	56.4%	22.4ppts	6.2ppts	6.2ppts
Services	24.1%	22.7%	21.7%	22.5%	-2.4ppts	-1.0ppts	-0.9ppts
Contracting & Industries	18.3%	10.3%	13.5%	17.2%	-4.8ppts	3.2ppts	-3.7ppts
Ventures/Tourism	27.0%	-34.9%	73.9%	-2.9%	46.9ppts	108.7ppts	76.7ppts
Corporate/Eliminations	0.0%	0.0%	0.0%	0.0%	0.0ppts	0.0ppts	0.0ppts

Source: Company data, QNB FS Research

### QNB FS Estimates Revision (QR'Mn)

Group	2023	2024	2025E			2026E			2027E		
			Current	Previous	▲	Current	Previous	▲	Current	Previous	▲
<b>Revenue</b>	<b>2,919.1</b>	<b>4,216.3</b>	<b>6,486.2</b>	<b>6,093.1</b>	6.5%	<b>6,647.3</b>	<b>6,239.0</b>	6.5%	<b>6,784.1</b>	<b>6,367.4</b>	6.5%
Services	1,606.7	1,619.4	1,670.9	1,674.5	-0.2%	1,704.3	1,708.0	-0.2%	1,738.4	1,742.2	-0.2%
Contracting & Industries	1,236.6	1,950.9	2,225.0	2,652.8	-16.1%	2,269.5	2,705.9	-16.1%	2,314.9	2,760.0	-16.1%
Healthcare	304.4	950.0	2,764.4	2,060.0	34.2%	2,847.4	2,121.8	34.2%	2,904.3	2,164.3	34.2%
Ventures/Tourism	178.2	138.7	132.4	126.7	4.5%	139.0	133.0	4.5%	146.0	139.7	4.5%
Corporate/Eliminations	(406.9)	(442.8)	(306.4)	(421.0)	-27.2%	(312.9)	(429.8)	-27.2%	(319.4)	(438.7)	-27.2%
<b>Gross Profit</b>	<b>801.3</b>	<b>1,015.3</b>	<b>2,396.5</b>	<b>1,737.1</b>	38.0%	<b>2,468.4</b>	<b>1,843.3</b>	33.9%	<b>2,376.6</b>	<b>1,931.0</b>	23.1%
<b>Other income</b>	<b>96.6</b>	<b>96.8</b>	<b>100.3</b>	<b>102.5</b>	-2.1%	<b>100.4</b>	<b>102.7</b>	-2.1%	<b>58.0</b>	<b>60.3</b>	-3.7%
<b>EBITDA</b>	<b>548.7</b>	<b>633.7</b>	<b>1,742.8</b>	<b>1,133.9</b>	53.7%	<b>1,830.9</b>	<b>1,257.0</b>	45.7%	<b>1,752.9</b>	<b>1,358.8</b>	29.0%
<b>Operating Profit (ex. associates)</b>	<b>389.3</b>	<b>477.9</b>	<b>1,556.0</b>	<b>961.3</b>	61.9%	<b>1,619.5</b>	<b>1,059.7</b>	52.8%	<b>1,519.2</b>	<b>1,139.6</b>	33.3%
<b>Attributable Earnings</b>	<b>347.8</b>	<b>404.3</b>	<b>1,338.0</b>	<b>789.4</b>	69.5%	<b>1,397.9</b>	<b>881.7</b>	58.5%	<b>1,266.0</b>	<b>916.9</b>	38.1%
<b>EPS</b>	<b>0.102</b>	<b>0.119</b>	<b>0.357</b>	<b>0.211</b>	69.5%	<b>0.373</b>	<b>0.235</b>	58.5%	<b>0.338</b>	<b>0.245</b>	38.1%
<b>DPS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	N.A.	<b>0.224</b>	<b>0.141</b>	58.5%	<b>0.287</b>	<b>0.208</b>	38.1%

Source: Company data, QNB FS Research

**Income Statement (QR'Mn)**

Group	2023	2024	2025E	2026E	2027E	2028E	2029E
<b>Revenue</b>	<b>2,919.1</b>	<b>4,216.3</b>	<b>6,486.2</b>	<b>6,647.3</b>	<b>6,784.1</b>	<b>6,923.8</b>	<b>7,066.5</b>
Services	1,606.7	1,619.4	1,670.9	1,704.3	1,738.4	1,773.2	1,808.6
Contracting & Industries	1,236.6	1,950.9	2,225.0	2,269.5	2,314.9	2,361.1	2,408.4
Healthcare	304.4	950.0	2,764.4	2,847.4	2,904.3	2,962.4	3,021.6
Ventures/Tourism	178.2	138.7	132.4	139.0	146.0	153.3	160.9
Corporate/Eliminations	(406.9)	(442.8)	(306.4)	(312.9)	(319.4)	(326.2)	(333.0)
<b>Gross Profit</b>	<b>801.3</b>	<b>1,015.3</b>	<b>2,396.5</b>	<b>2,468.4</b>	<b>2,376.6</b>	<b>2,425.0</b>	<b>2,474.4</b>
<b>Other income</b>	<b>96.6</b>	<b>96.8</b>	<b>100.3</b>	<b>100.4</b>	<b>58.0</b>	<b>58.1</b>	<b>58.3</b>
<b>EBITDA</b>	<b>548.7</b>	<b>633.7</b>	<b>1,742.8</b>	<b>1,830.9</b>	<b>1,752.9</b>	<b>1,813.2</b>	<b>1,873.9</b>
<b>Operating Profit (ex. associates)</b>	<b>389.3</b>	<b>477.9</b>	<b>1,556.0</b>	<b>1,619.5</b>	<b>1,519.2</b>	<b>1,559.0</b>	<b>1,599.8</b>
<b>Attributable Earnings</b>	<b>347.8</b>	<b>404.3</b>	<b>1,338.0</b>	<b>1,397.9</b>	<b>1,266.0</b>	<b>1,303.9</b>	<b>1,342.5</b>
<b>EPS</b>	<b>0.102</b>	<b>0.119</b>	<b>0.357</b>	<b>0.373</b>	<b>0.338</b>	<b>0.348</b>	<b>0.359</b>
<b>DPS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.224</b>	<b>0.287</b>	<b>0.296</b>	<b>0.305</b>

Source: Company data, QNB FS Research

**Cash flow Statement (QR'Mn)**

Group	2023	2024	2025E	2026E	2027E	2028E	2029E
Cash generated from operating activities	227.2	58.9	1,664.5	1,876.2	1,758.6	1,817.7	1,877.2
Net cash generated from operating activities	189.0	32.0	1,629.6	1,839.8	1,725.7	1,783.9	1,842.4
Net cash used in investing activities	(292.8)	(961.2)	(685.5)	(598.3)	(542.7)	(484.7)	(494.7)
Net cash generated from financing activities	129.9	1,082.5	(229.6)	(1,066.8)	(1,302.7)	(1,333.5)	(1,365.1)
<b>Changes in cash</b>	<b>26.1</b>	<b>153.3</b>	<b>714.5</b>	<b>174.8</b>	<b>(119.7)</b>	<b>(34.3)</b>	<b>(17.3)</b>
Opening cash	166.6	192.7	346.0	1,060.4	1,235.2	1,115.5	1,081.2
<b>Closing cash</b>	<b>192.7</b>	<b>346.0</b>	<b>1,060.4</b>	<b>1,235.2</b>	<b>1,115.5</b>	<b>1,081.2</b>	<b>1,063.9</b>
Restricted cash	4.8	88.2	88.2	88.2	88.2	88.2	88.2
<b>Total cash</b>	<b>197.5</b>	<b>434.2</b>	<b>1,148.7</b>	<b>1,323.5</b>	<b>1,203.8</b>	<b>1,169.5</b>	<b>1,152.2</b>

Source: Company data, QNB FS Research

**Balance Sheet (QR'Mn)**

Group	2023	2024	2025E	2026E	2027E	2028E	2029E
<b>ASSETS</b>							
Property, Plant & Equipment	1,853.2	2,182.2	2,713.2	3,127.4	3,460.1	3,711.1	3,949.6
Investment properties	320.3	807.2	807.2	807.2	807.2	807.2	807.2
Intangibles	34.8	38.5	27.4	19.5	13.9	9.9	7.0
Goodwill	3,240.0	3,240.0	3,240.0	3,240.0	3,240.0	3,240.0	3,240.0
Right-of-use assets	257.6	268.3	247.1	227.6	209.7	193.1	177.9
Investments in equity accounted investees	29.8	41.7	42.1	42.6	43.0	43.5	44.0
Financial assets @ FVTPL	31.0	31.1	31.1	31.1	31.1	31.1	31.1
Retention receivables	50.9	125.6	143.2	146.1	149.0	152.0	155.0
<b>Total Non-Current Assets</b>	<b>5,817.6</b>	<b>6,734.6</b>	<b>7,251.3</b>	<b>7,641.5</b>	<b>7,953.9</b>	<b>8,187.9</b>	<b>8,411.9</b>
Inventories	220.1	310.2	337.9	344.7	351.5	358.6	365.7
Accounts receivable and other debit balances	1,429.3	2,087.5	2,201.2	2,228.4	2,256.2	2,284.5	2,313.4
Due from related party	743.2	531.0	531.0	531.0	531.0	531.0	531.0
Contract assets	524.9	1,128.2	1,286.7	1,312.5	1,338.7	1,365.5	1,392.8
Retentions receivable	83.6	78.3	89.9	91.8	93.7	95.7	97.7
Cash and bank balances	197.5	434.2	1,148.7	1,323.5	1,203.8	1,169.5	1,152.2
<b>Total Current Assets</b>	<b>3,198.6</b>	<b>4,569.4</b>	<b>5,595.4</b>	<b>5,831.8</b>	<b>5,774.9</b>	<b>5,804.7</b>	<b>5,852.8</b>
<b>TOTAL ASSETS</b>	<b>9,016.1</b>	<b>11,304.0</b>	<b>12,846.8</b>	<b>13,473.3</b>	<b>13,728.8</b>	<b>13,992.6</b>	<b>14,264.7</b>
<b>EQUITY &amp; LIABILITIES</b>							
Capital	3,404.0	3,404.0	3,404.0	3,404.0	3,404.0	3,404.0	3,404.0
Legal reserve	56.9	56.9	190.7	330.5	457.1	587.4	721.7
Other reserve	3.9	-	-	-	-	-	-
Revaluation reserve	-	2.8	2.8	2.8	2.8	2.8	2.8
Reserve for renewal of FF&E	0.7	-	-	-	-	-	-
Retained earnings	1,342.5	1,736.7	2,907.5	3,291.9	3,323.5	3,356.1	3,389.7
<b>Equity attributable to equity holders of the parent</b>	<b>4,808.0</b>	<b>5,200.4</b>	<b>6,505.0</b>	<b>7,029.2</b>	<b>7,187.5</b>	<b>7,350.4</b>	<b>7,518.3</b>
Non-controlling interests	(4.5)	35.3	103.3	174.3	238.6	304.9	373.1
<b>Total Shareholders' Equity</b>	<b>4,803.6</b>	<b>5,235.8</b>	<b>6,608.3</b>	<b>7,203.5</b>	<b>7,426.1</b>	<b>7,655.3</b>	<b>7,891.3</b>
Provision or employees' end of service benefits	98.6	112.9	112.9	112.9	112.9	112.9	112.9
Interest bearing loans and borrowings-LT	1,279.7	1,281.1	1,281.1	1,281.1	1,281.1	1,281.1	1,281.1
Sukuk-LT	-	645.9	645.9	645.9	645.9	645.9	645.9
Loans from related parties	29.5	9.9	9.9	9.9	9.9	9.9	9.9
Retentions payable	1.3	4.0	4.0	4.0	4.0	4.0	4.0
Lease liabilities-LT	253.4	262.6	249.0	236.1	223.8	212.2	201.2
<b>Total Non-Current Liabilities</b>	<b>1,662.6</b>	<b>2,316.3</b>	<b>2,302.7</b>	<b>2,289.8</b>	<b>2,277.5</b>	<b>2,265.9</b>	<b>2,254.9</b>
Due to related parties	125.3	170.9	170.9	170.9	170.9	170.9	170.9
Accounts payable and other credit balances	1,579.4	2,015.8	2,195.9	2,239.8	2,284.6	2,330.3	2,376.9
Contract liabilities	16.3	37.0	41.2	42.1	42.9	43.8	44.6
Lease liabilities-ST	16.8	9.6	9.1	8.7	8.2	7.8	7.4
Income tax payable	4.3	8.2	8.2	8.2	8.2	8.2	8.2
Sukuk-ST	-	19.2	19.2	19.2	19.2	19.2	19.2
Loans & borrowings	807.8	1,491.1	1,491.1	1,491.1	1,491.1	1,491.1	1,491.1
Interest bearing loans and borrowings-ST	661.1	1,491.1	1,491.1	1,491.1	1,491.1	1,491.1	1,491.1
Bank overdraft	146.7	-	-	-	-	-	-
<b>Total Current Liabilities</b>	<b>2,549.9</b>	<b>3,751.9</b>	<b>3,935.7</b>	<b>3,980.0</b>	<b>4,025.2</b>	<b>4,071.3</b>	<b>4,118.4</b>
<b>Total Liabilities</b>	<b>4,212.6</b>	<b>6,068.2</b>	<b>6,238.4</b>	<b>6,269.8</b>	<b>6,302.7</b>	<b>6,337.3</b>	<b>6,373.3</b>
<b>TOTAL SHE &amp; LIABILITIES</b>	<b>9,016.1</b>	<b>11,304.0</b>	<b>12,846.8</b>	<b>13,473.3</b>	<b>13,728.8</b>	<b>13,992.6</b>	<b>14,264.7</b>

Source: Company data, QNB FS Research



**Ratios**

	2024	2025E	2026E	2027E	2028E	2029E
<b>Growth Rates</b>						
Revenue	44.4%	53.8%	2.5%	2.1%	2.1%	2.1%
Gross Profit	26.7%	136.0%	3.0%	-3.7%	2.0%	2.0%
EBITDA	15.5%	175.0%	5.1%	-4.3%	3.4%	3.3%
EBIT	22.8%	225.6%	4.1%	-6.2%	2.6%	2.6%
NP	16.3%	230.9%	4.5%	-9.4%	3.0%	3.0%
EPS	16.3%	200.8%	4.5%	-9.4%	3.0%	3.0%
DPS	N.A.	N.A.	N.M.	28.3%	3.0%	3.0%
<b>Operating Ratios</b>						
Gross Margin	24.1%	36.9%	37.1%	35.0%	35.0%	35.0%
EBITDA Margin	15.0%	26.9%	27.5%	25.8%	26.2%	26.5%
EBIT Margin	11.3%	24.0%	24.4%	22.4%	22.5%	22.6%
Net Margin	9.6%	20.6%	21.0%	18.7%	18.8%	19.0%
<b>Working Capital Ratios</b>						
Inventory Days	35	30	30	29	29	29
Average Collection Period	181	124	122	121	120	119
Payable Days	230	196	196	189	189	189
<b>Liquidity Ratios</b>						
Current Ratio	1.2	1.4	1.5	1.4	1.4	1.4
Quick Ratio	1.1	1.3	1.4	1.3	1.3	1.3
<b>Finance Ratios*</b>						
Debt-Equity Ratio	75%	59%	55%	53%	52%	51%
Net Debt/Equity	66%	41%	35%	36%	36%	35%
Net Debt-to-Capital	51%	33%	29%	30%	30%	29%
Net Debt/EBITDA	5.4	1.5	1.4	1.5	1.4	1.4
Interest Coverage	3.1	7.2	7.5	7.1	7.3	7.5
<b>Return Ratios</b>						
ROIC	6.7%	19.6%	19.3%	17.4%	17.4%	17.4%
ROE	7.8%	20.6%	19.9%	17.6%	17.7%	17.9%
ROA	3.6%	10.4%	10.4%	9.2%	9.3%	9.4%
<b>Valuation Ratios</b>						
PE Ratio	29.9	9.9	9.5	10.5	10.2	9.9
PEG Ratio	1.8	0.1	2.1	(1.1)	3.4	3.3
P/CF	205.2	8.0	7.1	7.6	7.3	7.1
P/BV	2.32	2.04	1.89	1.85	1.81	1.77
EV/EBITDA	26.1	9.1	8.5	9.0	8.7	8.4
EV/Sales	0.6	0.3	0.3	0.3	0.3	0.3
EV/EBIT	5.4	1.2	1.0	1.2	1.2	1.1
Dividend Yield	0.0%	0.0%	6.3%	8.1%	8.3%	8.6%
FCF Yield	-6.7%	7.0%	9.2%	8.8%	9.7%	10.1%

\*Debt includes leases

Source: Company data, QNB FS Research

Recommendations		Risk Ratings	
<i>Based on the range for the upside / downside offered by the 12-month target price of a stock versus the current market price</i>		<i>Reflecting historic and expected price volatility versus the local market average and qualitative risk analysis of fundamentals</i>	
<b>OUTPERFORM</b>	Greater than +20%	<b>R-1</b>	Significantly lower than average
<b>ACCUMULATE</b>	Between +10% to +20%	<b>R-2</b>	Lower than average
<b>MARKET PERFORM</b>	Between -10% to +10%	<b>R-3</b>	Medium / In-line with the average
<b>REDUCE</b>	Between -10% to -20%	<b>R-4</b>	Above average
<b>UNDERPERFORM</b>	Lower than -20%	<b>R-5</b>	Significantly above average

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