



*Salam International Investment - SIIS;
2019 3Q*

Investor relations Conference Call

QNB Financial Services

3 November 2019



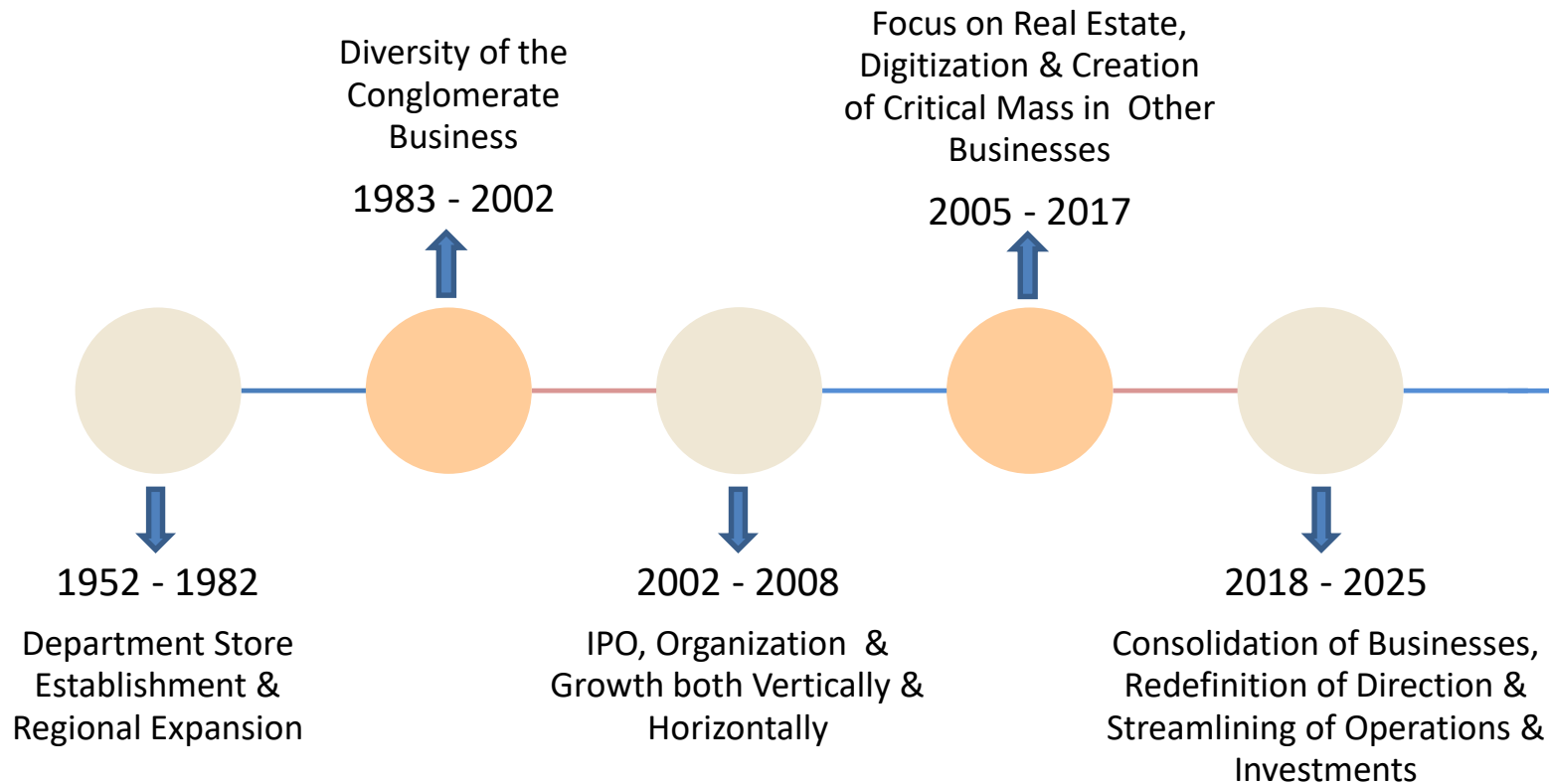
Agenda

- Introduction
- Salam , a Portfolio Investor
- Summary Major Milestones
- Financials
- Q & A

SIIL As: “Portfolio Investor”

- As a public shareholding company from Qatar our primary business activities are : Contracting, Trading Retail and Distribution and Real Estate.
- An Investor who is looking for insightful portfolio management and growth, and clients / partners who are looking for value.
- Our target is producing best return on investment for our shareholders by maximizing shareholder value. We allocate our capital in our primary field of activities based on specific principles priorities.
- Guided by our clear risk appetite and best return periods.
- Achievement of Corporate strategy is measured by 22 corporate KPIs.
- Determining the Salam corporate strategy is a process that takes into account market economic conditions. Through maximizing profitability; corporate strategy sets clear guidelines and the goals for all business activities within Salam.

Salam International Historical Timeline & Milestones



Who is Salam in Generations?



First Generation (30 years):

1952 Salam Studio opened its doors

1954 Salam Studio and Stores created

1963 Second Store (Al Rayan store) opened

1966 Salam Abu Dhabi (UAE) opened

1967 Salam Dubai (UAE) opened

1975 Third Store in Qatar (Al Sadd store) opened

1979 Salam Al Ain (UAE) opened

1982 February 22, Salam Plaza opened its doors

1982 November, the founder Mr.

Abdul Salam Mohammed Abu Issa, passed away.

Second Generation (35 years):

1982 The second generation of the business started

1985 Salam started the Contracting Sector

1988 Salam moves into Broadcasting and IT Sector

1994 Salam started Contracting works in the region

1998 Salam turns some of its regional business into the public sector

2000 Salam commences aggressive regional growth

2002 Salam turns merges all of its business into the public company under the name; Salam International Investment Company (**SIIL**)

2003 SIIL embarks on implementation of ERP systems, Corporate Strategy, Processes Enhancement and Corporate IT structures.

2005 Salam Stores merges into SIIL & Salam Establishes its real estate arm (Salam Bounian)

2006 SIIL commences on consolidating into active synchronized divisions

2012 SIIL implements sustainable Profitable growth policy through creating value strategy

Third Generation (2018 onwards):

2012 The Third Generation, Mr. Abdul Salam Abu Issa joins SIIL

2015 SIIL starts consolidation of business units into critical mass units

2016 SIIL identifies businesses that can go abroad such as Interiors and Technology

2016 SIIL starts its first operational units in Italy

2018 Mr. Abdul Salam Abu Issa appointed as CEO of SIIL

Salam International : Companies' Clusters

Salam International Business Activities

Fit out
Contracting

Retail & Distribution

Real ESTATE

Investment

SIIL Subsidiaries

Salam Enterprises.
Salam Industries.

Salam Petroleum
Services.
Protect.
QGC.

Salam Stores.
Distribution.

Salam Technology.
iTelegent.

GSE
SICE

Stream
Medico

Salam Hospitality

Atelier21
MDC
SE Dubai

Investments & Partnerships

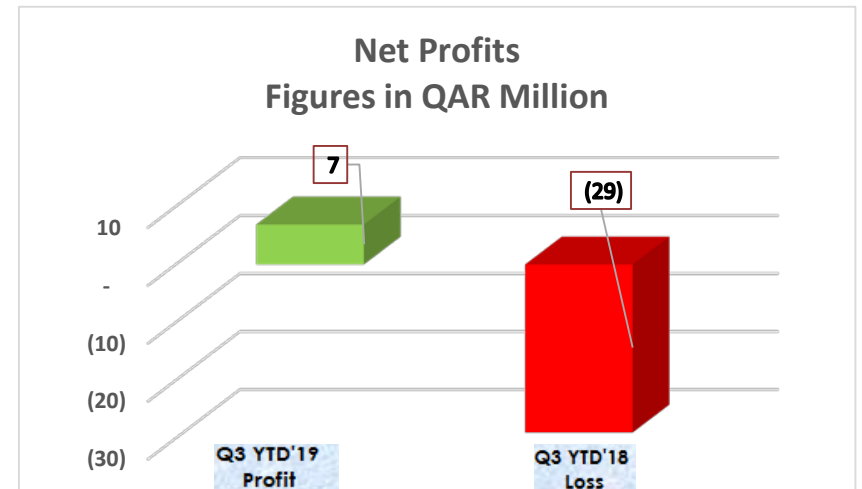
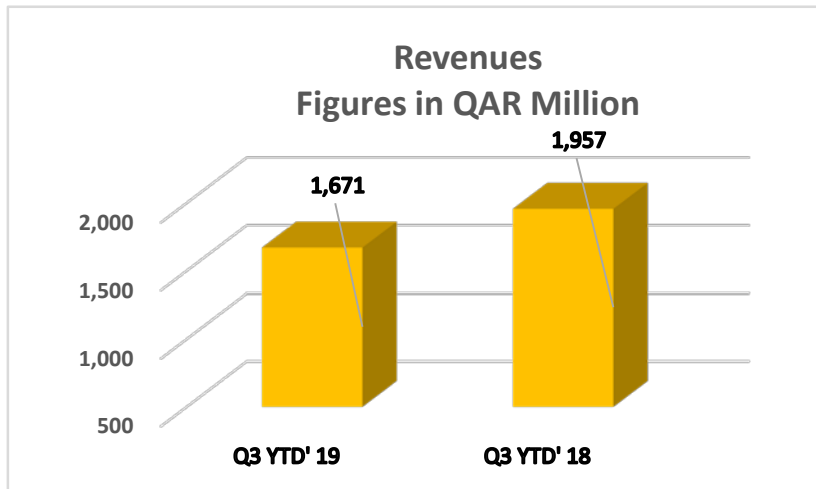
4 Homes

New Image

Just Kidding

SIIL Financials- Q3 2019

(Fig. in QAR Million)



Income State Q3YTD'19 Vs Q3 YTD'18

(Fig.in QAR Million)

	Q3 YTD' 19	Q3 YTD' 18
Operating income	1,671	1,957
Operating cost	1,283	1,521
Gross profit	388	436
GP Margin %	23%	22%
Other Operating income	5	3
Other Income	57	31
S G&A	299	357
Finance costs	88	83
Depreciation of PPE & ROU IFRS	55	59
Profit for the year	7	(29)

Financial position Q3'19 – Balance Sheet

(Fig.in QAR Million)

	Q3 YTD' 19	Q4 YTD' 18
Property, plant and equipment	400	457
Investment properties	1,545	1,564
Other Non-Current Assets	654	597
Total Current Assets	2,419	2,328
Total Assets	5,019	4,946
Equity	1,311	1,310
Borrowings	1,628	1,518
Short Term Loans	190	311
Short Term Project finance & LTR	730	694
Trade and other payable	1,161	1,113
Total Equity and Liabilities	5,019	4,946

Question & Answers

Thank you

