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 April 20, 2023, to discuss and approve the financial statements for the period ended March 31, 2023. The Chairman of the Board of Directors indicated that Mekdam Holding Group has achieved growth in operating profits, as operating profits before banking interest amounted to QAR 11.9 million for the period ended on March 31, 2023, compared to QAR 9.6 million for the same period of the previous year, with a growth rate of 24.6%. This improvement in operating profits came as a result of the company’s ability to maintain revenue levels of QAR 127.5 million and reduce operating costs. Mekdam Holding Group achieved a net profit of QAR 9.7 million for the period ended on March 31, 2023, compared to QAR 9.5 million in the corresponding period of 2022 with a growth rate of 2.1%, as the sharp rise in interest rates curbed the growth in net profits. Earnings per share (EPS) amounted to QAR 0.129 for the period ended March 31, 2023, compared to EPS of QAR 0.126 for the period ended March 31, 2022.

The CEO, Mr. Ehab Naser, indicated that during 2023, Mekdam Holding Group was able to sign new contracts with a total value of QAR 81.1 million. The Board was also briefed on the total value of the contracts being implemented, which amounted to about QAR 2.164 million, while the value of the remaining works amounted to about QAR 1,380 million. With respect to the sales proposals, the total offers submitted and being negotiated with customers amounted to about QAR 2,437 million. The expected success rate, according to historical indicators, ranges from 20% to 30%. The customer retention rate was around 90%. 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.

وأشار الرئيس التنفيذي السيد/ إيهاب نصر، أن مجموعة مقدام القابضة قد استطاعت خلال العام 2023 توقع عقود جديدة بقيمة إجمالية بلغت 81.1 مليون ريال قطري. كما أطلقت المجلس أيضا على إجمالي القيمة الإجمالية للمعاهدات الجارية 2,164 مليون ريال قطري، فيما تبلغ قيمة الأعمال المتبقية منها حوالي 1,380 مليون ريال قطري. أما فيما يتعلق بالعروض المقدمة والجاري التفاوض عليها مع العملاء، فقد بلغت حوالي 2,437 مليون ريال قطري، وتتراوح نسبة الرسوم الموقعة وفقا للمؤشرات التاريخية من 60% إلى 30% كما بلغ معدل الاحتفاظ بالعملاء حوالي 90%. وقد أكد مجلس الإدارة على الإدارة التنفيذية أهمية هذه المؤشرات، حيث تعد هذه المؤشرات العامل الرئيسي في بناء توقعات الإيرادات وصاصي الربح المستقبلية وتعزيز قيمة حقوق المساهمين.
As for the financial position of Mekdam Holding Group, the Group has maintained its liquidity levels of 82.0% of its assets, which are current assets. The current ratio (current assets to current liabilities) is 1.3 times. The group also maintained low levels of indebtedness, with net indebtedness (bank loans minus cash and bank balances) amounting to QAR 87.8 million. These loans are granted to the company in the form of projects financing that end with the implementation of these projects and their delivery to customers. The Board reviewed the results of the credit rating, where Standard & Poor's confirmed the credit rating of Mekdam Holding Group at (gcBB).

The Board reviewed the growth rates in previous years, as the company's revenues grew by 94.3% and 85.4% in the years 2021 and 2022, respectively, compared to previous years. Earnings per share grew by 21.1% and 20% in the years 2021 and 2022, respectively, compared to previous years. The Board of Directors of the group believes that the group's business is promising and there are great opportunities for steady growth. In order to support the continuous growth processes, the Board recommend to the Extraordinary General Assembly to increase the group’s capital by 40% (from QAR 75 million to QAR 105 million) by offering 30 million ordinary shares for subscription at discounted price of QAR 2.51 to the existing shareholders of the Mekdam Holding Group, so that the shareholder is entitled to subscribe by (2) two shares for every (5) five shares owned (the “subscription rights”).

The board also reviewed the performance of the stock on the Qatar Stock Exchange, where the Mekdam Holding Group was able to transfer the listing of shares from the venture market to the main market, as of January 2, 2023. The group was also able to increase the shareholder base to approximately 600 shareholders. The founders, through the listing, offered about 33.8% of the group's capital. The group aims to increase the shareholder base to about 1,000 shareholders and float 50% of the capital by end of year 2023.