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TechnoQ
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Qatar Electronic Systems (Techno Q) Q.P.S.C H1 2025 Investor Presentation

Jun. 2025

Techno Q is a regional Systems Integrator specializing in Audiovisual, Extra Low Voltage, Broadcast Infrastructure, IT Business Solutions, Lighting Systems and Hospitality Solutions.

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01 Group Overview

01. GROUP OVERVIEW

Overview

Techno Q has been in the Qatar market since 1996 operating in the Audiovisual (AV), Hospitality and Lighting segment through its own operation and in the Extra Low Voltage (ELV) and Security Systems segment through its fully owned subsidiary Techno Q Security Systems WLL

Key Services

AV/ELV Solutions

Supply, installation and commissioning of Audiovisual (AV) and Extra Low voltage Systems (ELV)

Hospitality Business solutions

Servicing all industries predominantly the hospitality sector including hotels, catering and restaurants through ERP implementation and technical services agreements.

Lighting Systems

Lighting iconic projects by helping to identify lighting needs, problems and opportunities for improvement leading to significant energy saving and cost reduction. The Company has a contract with Signify to distribute Philips lamps and other lighting items to retail shops.

Support (Continuity assurance services)

Ensure seamless system performance with customizable maintenance solutions. Our expert engineers, trained in-house and by top manufacturers, provide unmatched support and reliability.

Information Technology Services

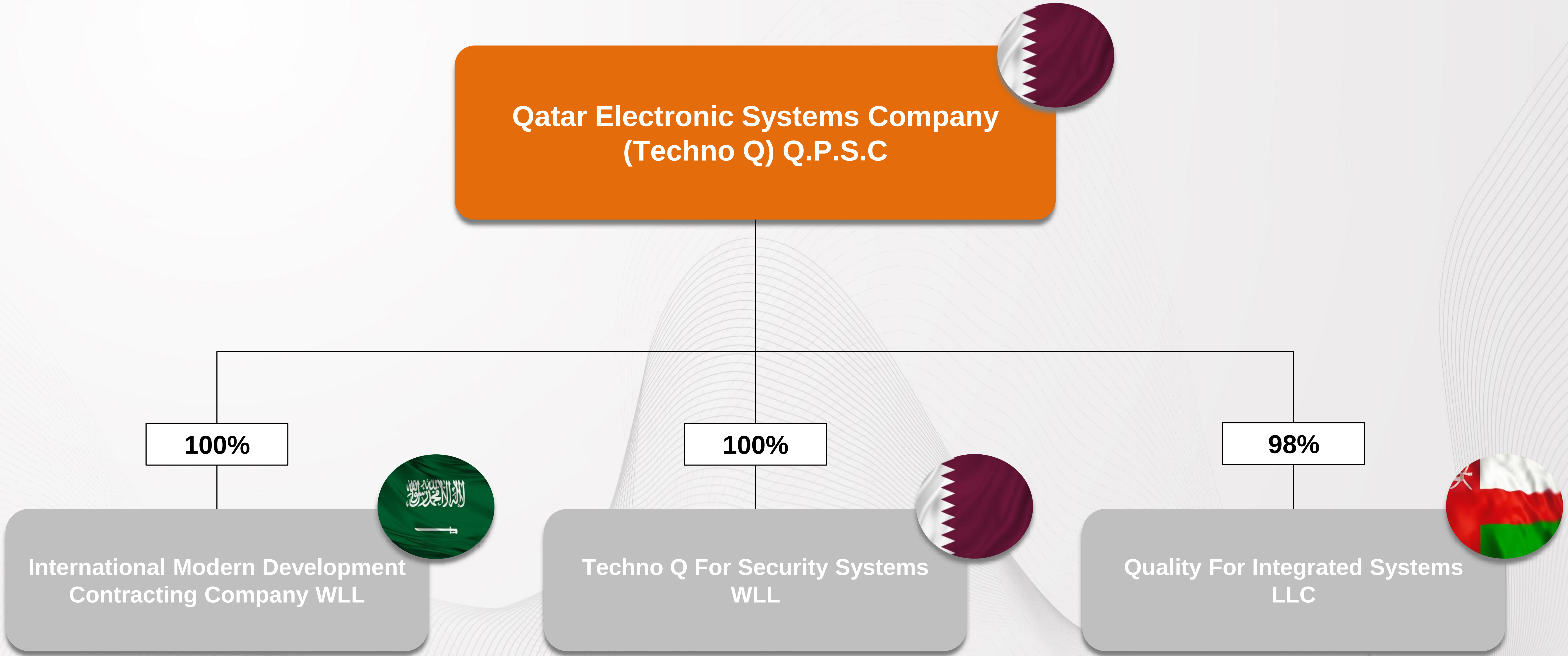
Techno Q has recently introduced IT services to its offerings that empowers businesses in Qatar with cutting-edge IT solutions, driving digital transformation through advanced infrastructures, including structured cabling, fiber-optic networks, data center integrations, and active components. Our certified experts deliver end-to-end services, from consultation to deployment, with a strong emphasis on cybersecurity, IoT integration, AI-driven innovations, and seamless cloud migration to optimize operations and secure critical digital assets.

Objective & Strategy

In alignment with Qatar's National Vision 2030 and Qatar's Digital Government strategy 2020, Techno Q seeks to maintain its position as leading ICT solutions provider through a number of strategic initiatives.

01. GROUP OVERVIEW

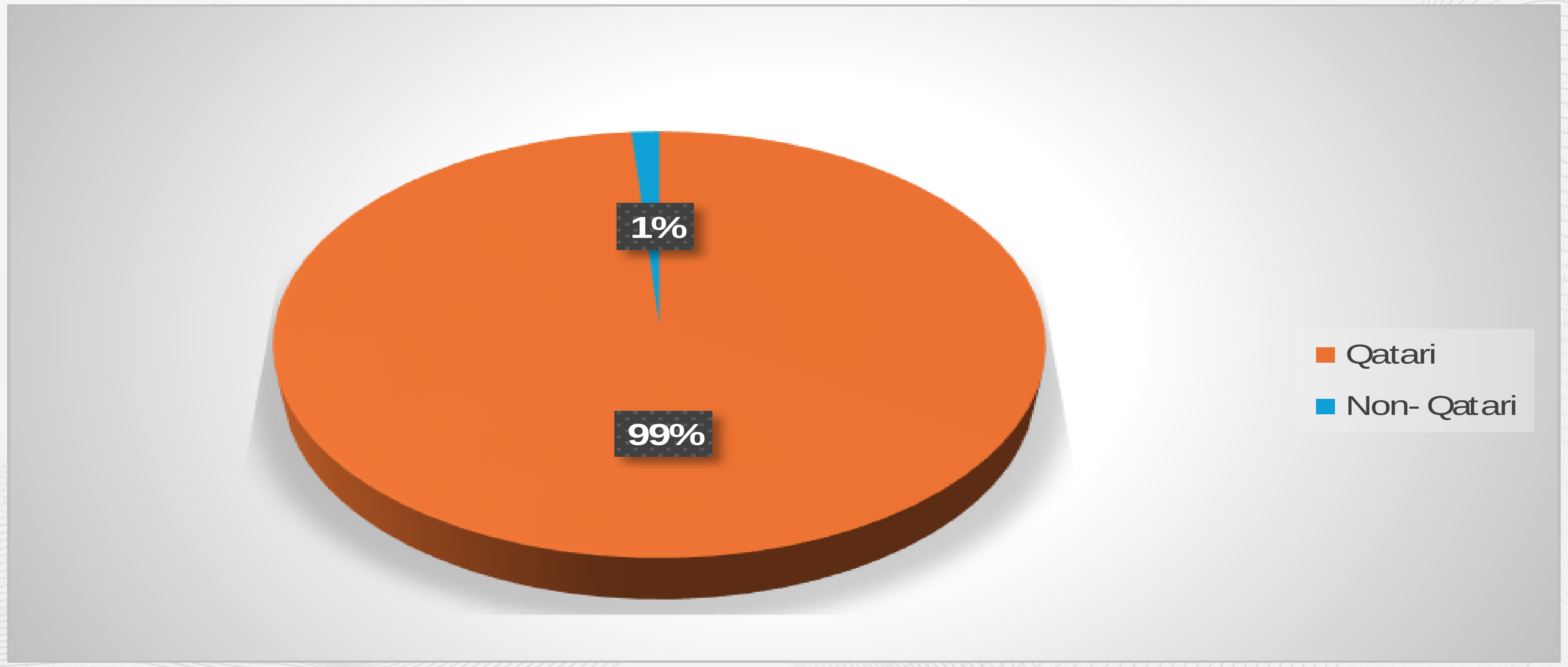
GROUP STRUCTURE



General Information

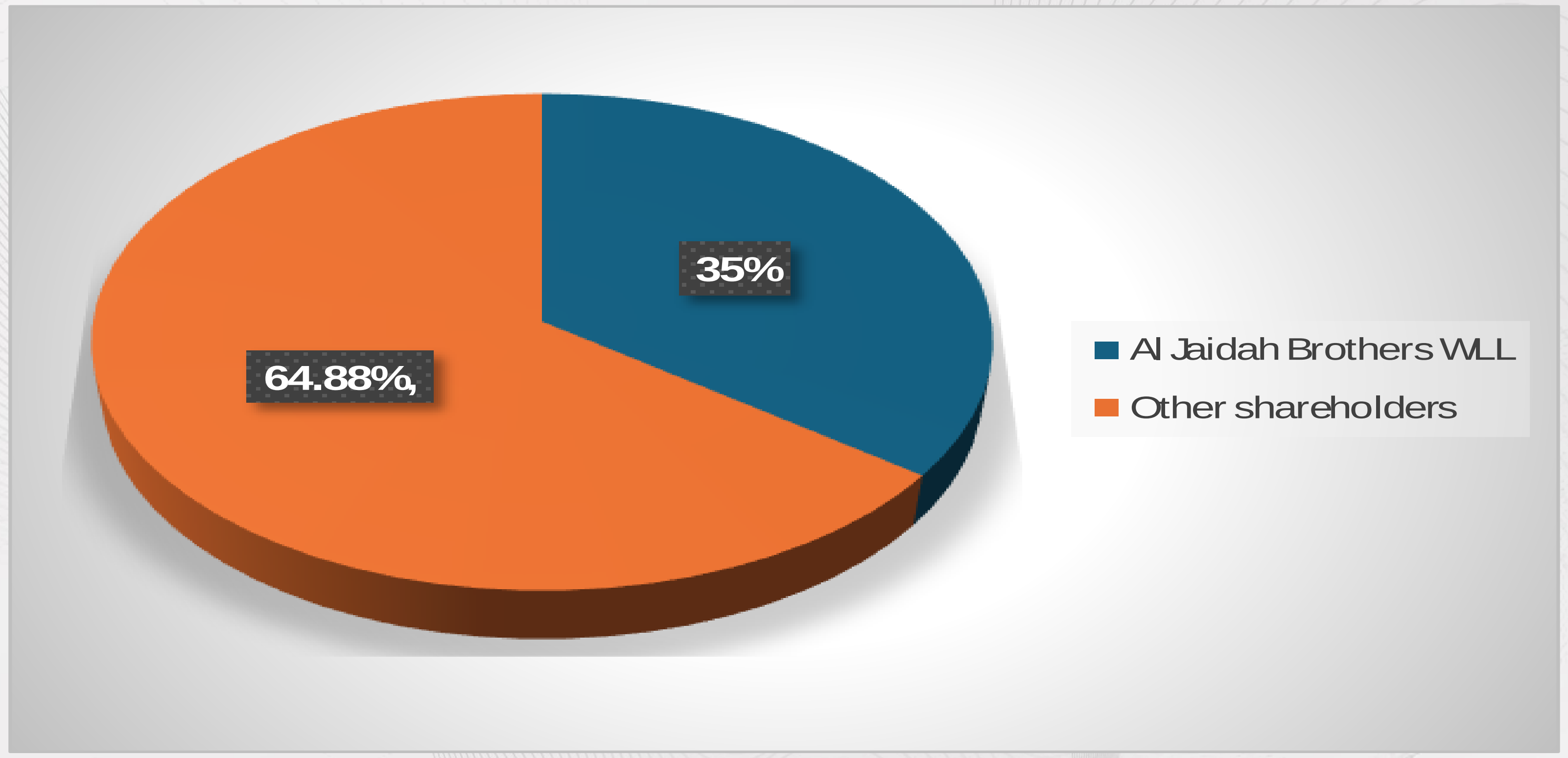
Company name	Qatar Electronic Systems (Techno Q) Q.P.S.C
QSE Ticker	TQES
Shares outstanding	84.5 million
Market cap as of 30-June 2025	QAR 235.7 million

Breakdown of ownership by nationality (214 investors)



Source: EDAA as of 30 June 2025

Shareholder Sturcture



Source: EDAA as of 30 June 2025

01. GROUP OVERVIEW

Key Milestones

1995
Techno Q was born during a casual conversation at a coffeeshop on Doha Corniche between Abdulla Alansari and Zeyad Aljaidah; recent graduates of Lamar University in Texas.

1996
Techno Q was established as a Home-theater & Audiovisual Showroom (on Salwa Road), marking its commitment to deliver High-End Audiovisual systems.

1997
Techno Q expanded its offerings by introducing Security Systems, featuring: Anti-Shoplifting, CCTV, and Intrusion Alarm Systems, enhancing safety and surveillance capabilities.

1998
Techno Q was awarded its first "turnkey" and it's first Auditorium project at the SSD Tower.

1999
Techno Q expanded its offerings to the Hospitality market sector by introducing solutions for hotels and restaurants and become the authorized partner for Micros Fidelio.

2001
Techno Q experienced a significant shift from small and medium-sized projects to major projects, most notably with Qatar Foundation and its affiliated universities.

2004
Techno Q established its first branch: Techno Q Security Systems was incorporated.

2005
Techno Q is awarded a marquee project: Main Public Address (PA) and Audiovisual (AV) systems for Khalifa Stadium in preparations for the Asian Games 2006 in Qatar, which was Techno Q's first engagement in sports market segment.

2006
Techno Q supplied and installed the first wireless and solar powered CCTV system in Qatar for the new Doha International Airport Construction project.

2008
Techno Q ventured into Lighting Solutions through a strategic partnership with Philips, becoming the official dealer for Philips Lighting in Qatar.

2010
Techno Q secured its first ever QR 100M contract for AV, LED displays, and Lighting Control at the prestigious Qatar National Convention Centre (QNCC), showcasing our expertise on a grand scale.

2012
Techno Q secured its first international project in Oman (Majlis Oman), accordingly, Techno Q Oman was established.

2015
Techno Q won one of the largest multi-million CCTV projects in Qatar for Barwa. This was pivotal for the future large scale CCTV projects that were later acquired by Techno Q.

2018
Techno Q won a tender for the supply, install, and commission of Security Systems and CCTV for seven FIFA stadiums with a total of 30,000 CCTV cameras, showcasing our capabilities in handling large-scale projects.

2023
Techno Q established its office/entity in KSA to participate in the country's 2030 Vision projects.

2024
Techno Q became a listed company in Qatar Stock Exchange and won a number of projects in KSA.

01. GROUP OVERVIEW

BOARD OF DIRECTORS

Abdulatif Al Jaidah
Chairman

Tariq Al Jaidah
Vice Chairman

Zeyad Al Jaidah
Board Member

Abdulla Al Ansari
Board Member

Salah Al Jaidah
Board Member

Ahmad Al Abdulla
Board Member

Nasser Al Ansari
Board Member

Hesham Abdulrahman
Board Member

EXECUTIVE MANAGEMENT

Abdulla Al Ansari
Group CEO

Abdulla has been holding the position of Chief Executive Officer of the Company since 1996 and prior to joining the Company held the position of Head of Maintenance Planning at QAPCO.

Hossam El Chaar
Group CFO

Hossam is a seasoned financial executive with a proven track record in strategic financial leadership, driving organizational growth, and building strong stakeholder relationships.

Mohanad Abughalwa
Head of Projects

Mohanad joined Techno Q in Jan 2008. As the Head of Projects, Mohanad plays a crucial role in the execution and oversight of project management and leadership initiatives.

Zeyad Al Jaidah
Managing Director

With almost three decades of expertise in both mechanical and civil engineering, Mr. Zeyad Al Jaidah is the Managing Director at Techno Q and is committed to propelling the company's growth across new and existing markets.

Mohamad Sadaka
Group CLCO

Mohamad joined the Company in July 2010. He has extensive experience in the commercial, corporate and contracting industries, provides strategic legal advice and services on an enterprise-wide basis

Jaikrishna Pillai
Head of Strategy

Jaikrishna joined Techno Q in Dec 2008, currently holding the position of Head of Strategy after formerly managing both Lighting Projects and Retail.

01. GROUP OVERVIEW

TRADING HISTORY

TRADING HISTORY HIGHLIGHTS

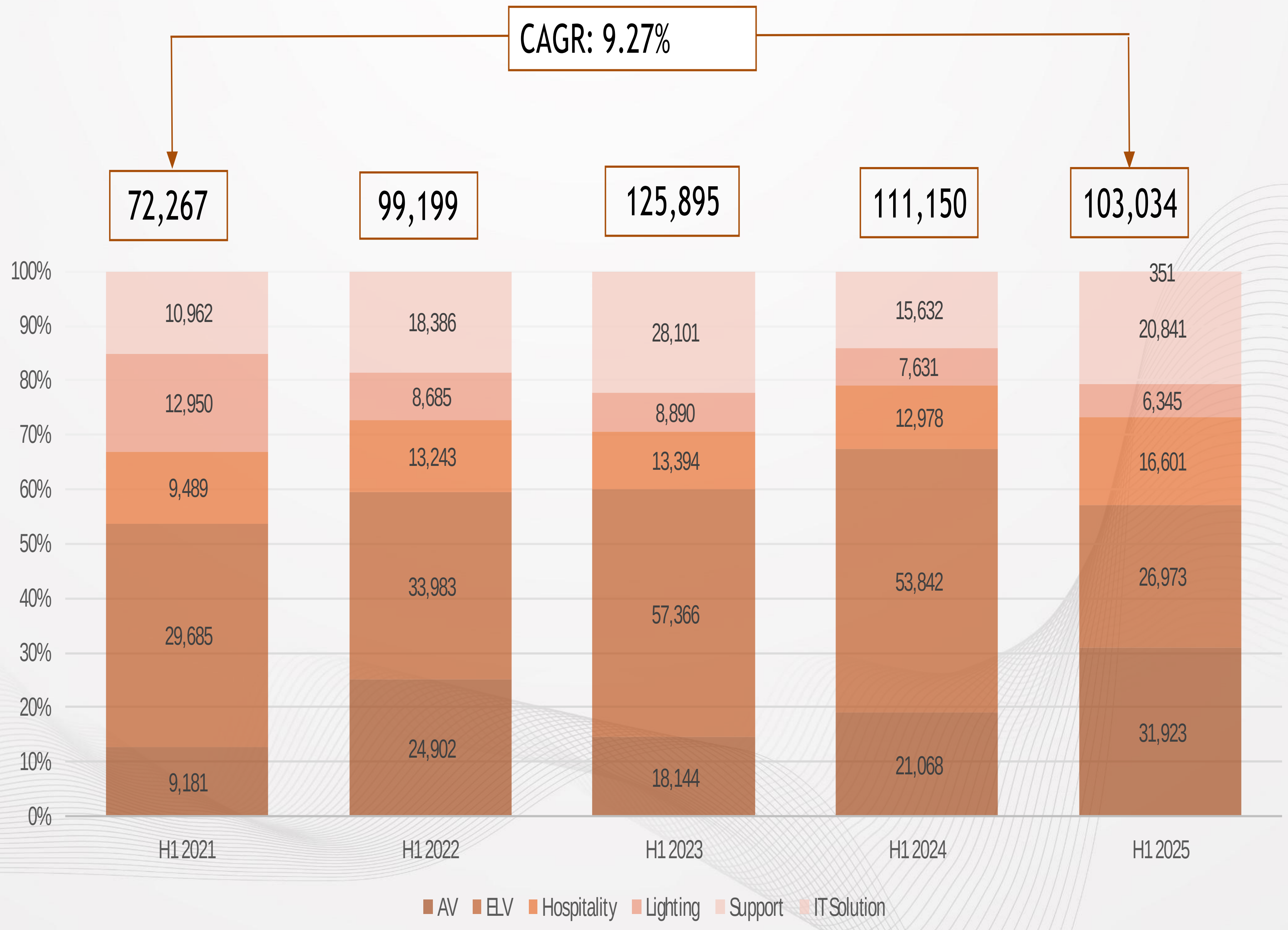
- The Company's first day of trading was on 26 June 2024 with a reference price of QAR2.9/share
- The Company's issued 84.5 million shares with a total market capitalization of QAR245.1 million as at 26 June 2024
- The share closing price in the first day of trading was QAR3.7/share representing a 27.5% increase over the reference price
- During the first day of trading the volume of trades totaled at 2.3 million
- On 30 June 2025 Closing price was at QAR 2.789/share, with a total market capitalization of QAR235.7 million
- Over the last 6 months, the average price was at QAR2.8872/share, while the 3 months average stood at QAR 2.8051/share

02 Financial Highlights

02. FINANCIAL PERFORMANCE

Techno Q's revenue increased at a CAGR of 9.27% between H1 2021 and H1 2025.

H1 2025 REVENUE HIGHLIGHTS (QAR'000)



H1 2025 Revenue Highlight

- **Multi-year growth intact:** Revenue reached **QAR 103.0m in H1'25**, reflecting a **9.27% CAGR** since H1'21 and **+42.6% vs H1'21**, despite normalization after the 2022-2023 event-driven peak in Qatar. **The Company has demonstrated consistent growth over the past five years.**

- **YoY movement: −7.3% vs H1'24 (QAR 111.2m → QAR 103.0m)**, primarily due to a cyclical pullback in **ELV** following a high base.

  - **Base-effect normalization:** Qatar mega-event-related ELV packages in 2022-2024 created a high comparison base that tapered in H1'25.
  - **Timing of revenue recognition:** Several ELV milestones shifted to H2 due to client approvals and site-readiness, deferring topline rather than reducing pipeline.
  - **Disciplined bidding/mix upgrade:** We passed on lower-margin ELV tenders and prioritized **AV + Support**, which improves quality of earnings but lowers near-term pass-through revenue.

- **Quality of revenue improving: AV + Support now ~51% of H1'25 revenue** (vs ~33% in H1'24), increasing recurrence and margin resilience.

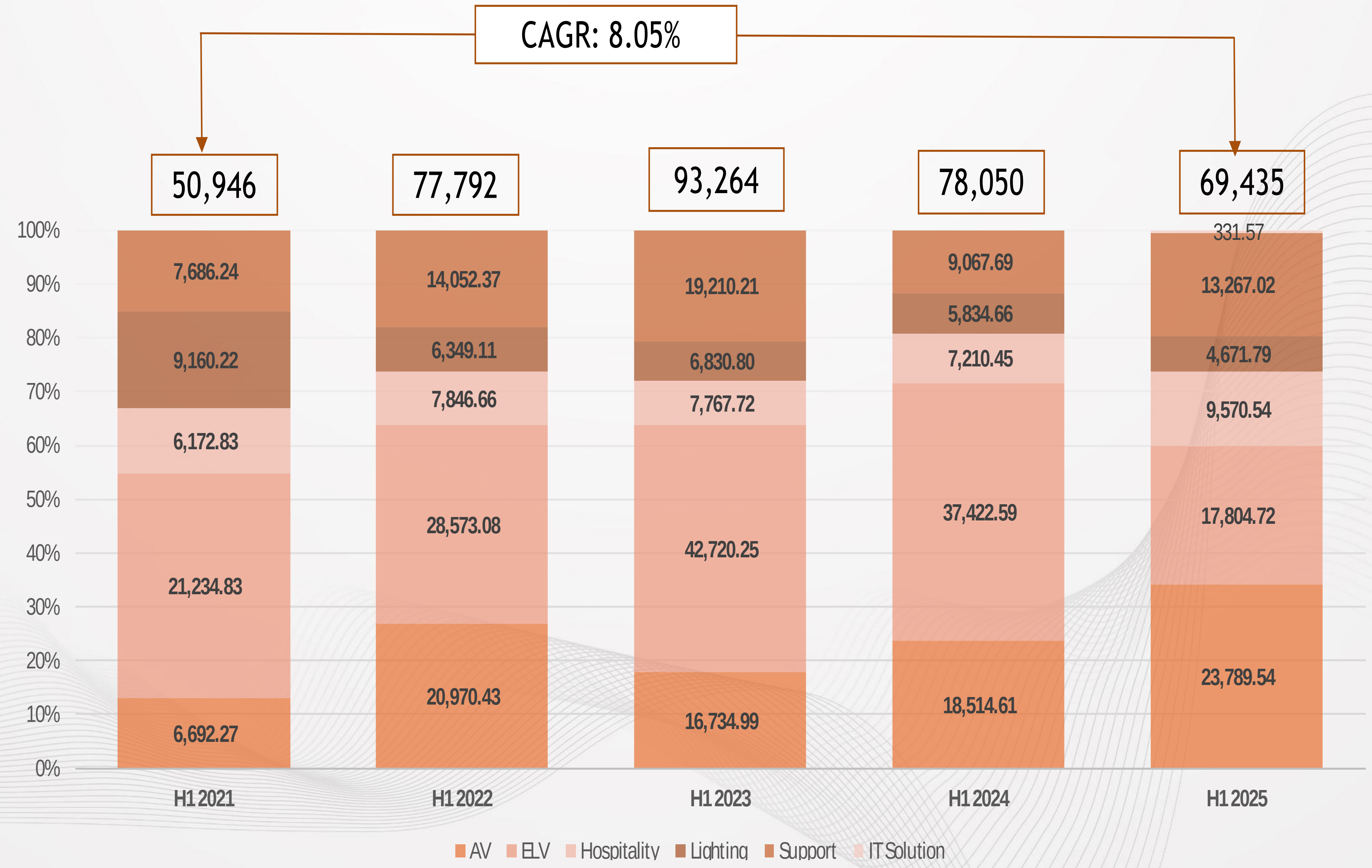
- Looking ahead, the Company is actively expanding its footprint in the Kingdom of Saudi Arabia (KSA), with projects already secured and in progress. This strategic expansion aligns with the region's growing demand for integrated solutions and positions the Company for sustainable growth in one of the largest and most dynamic markets in the region.

- TQ expects **higher order intake in H2** with scheduled awards in AV/ELV integration and Support renewals, supporting recovery of deferred milestones. **Outlook message:** Focused on **recurring services (AMC/managed)** and **selective project bidding** to mitigate ELV cyclicality, while pursuing **measured regional expansion** to support sustainable growth.

02. FINANCIAL PERFORMANCE

Techno Q's Direct Cost increased at a CAGR of 8.08% between H1 2021 and H1 2025.

H1 2025 DIRECT COST HIGHLIGHTS (QAR'000)

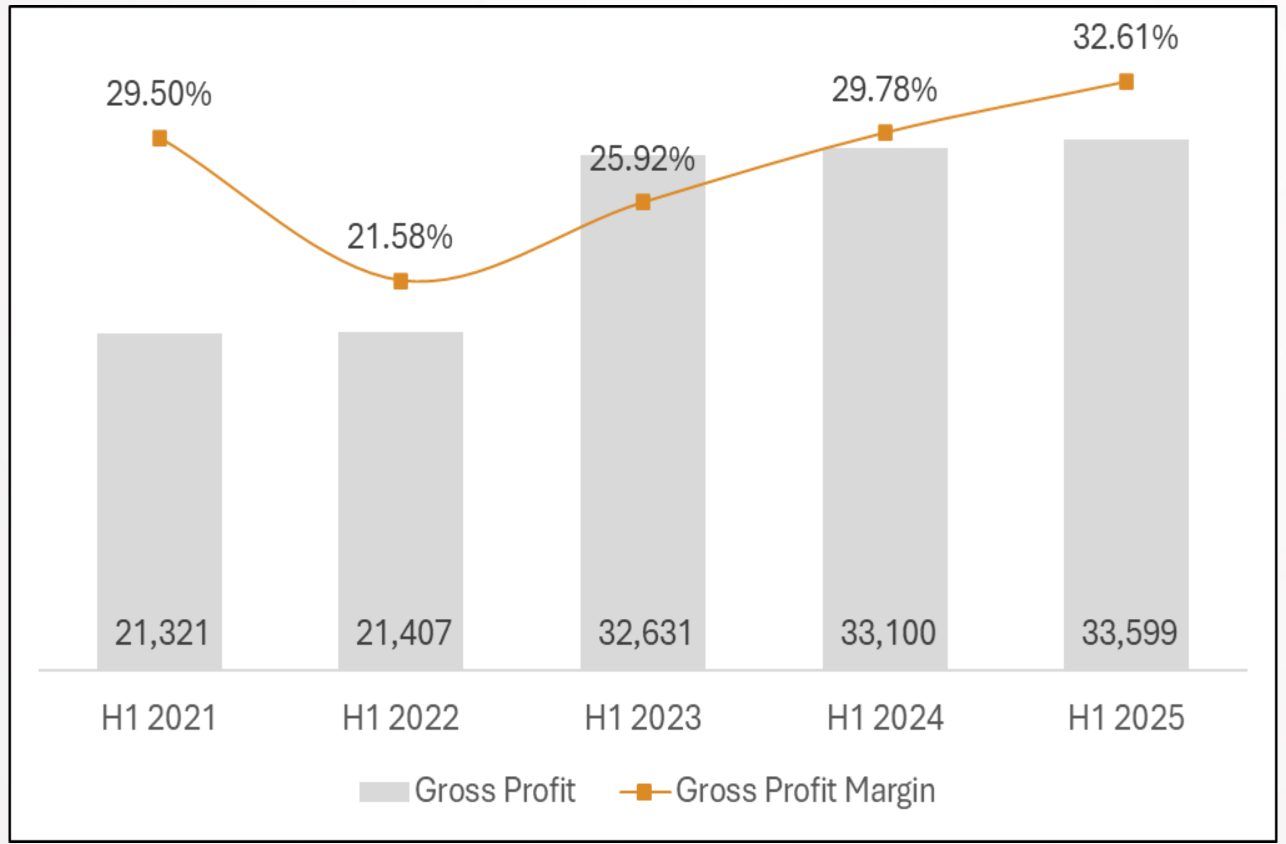


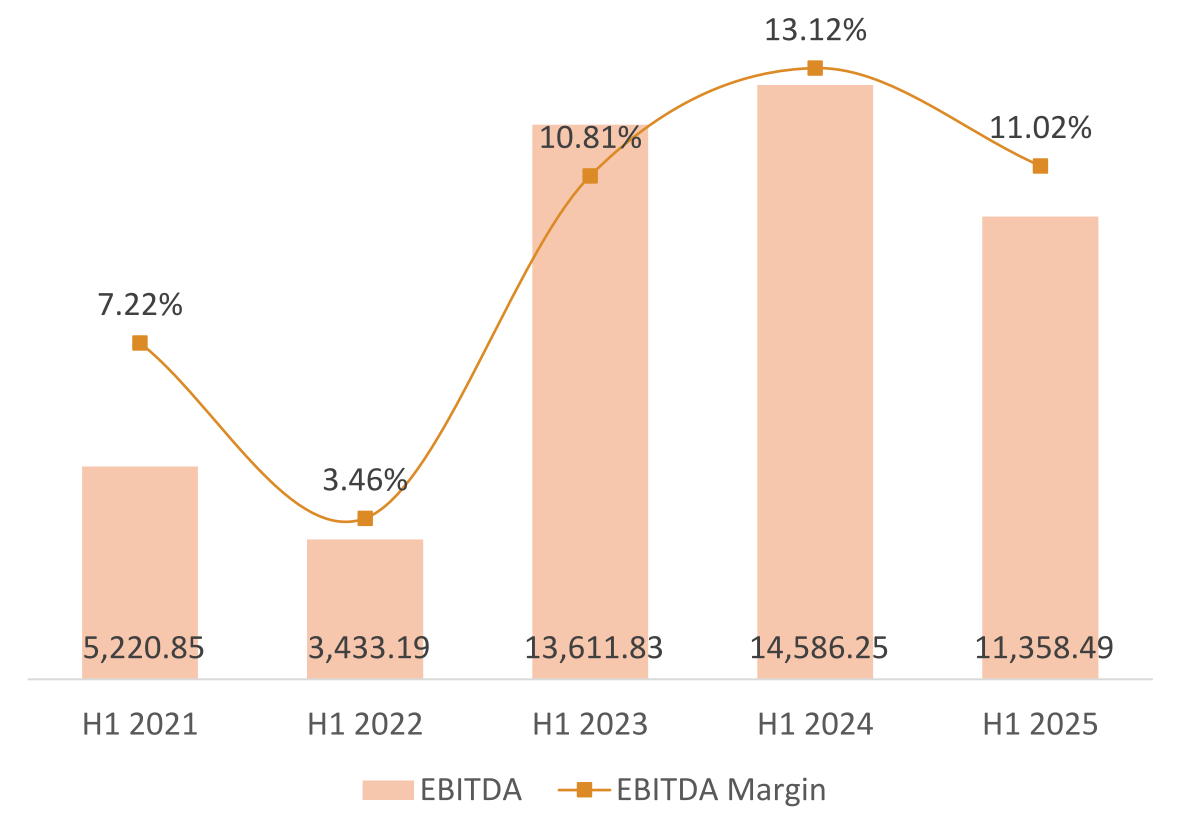
H1 2025 Direct Cost Highlights slide:

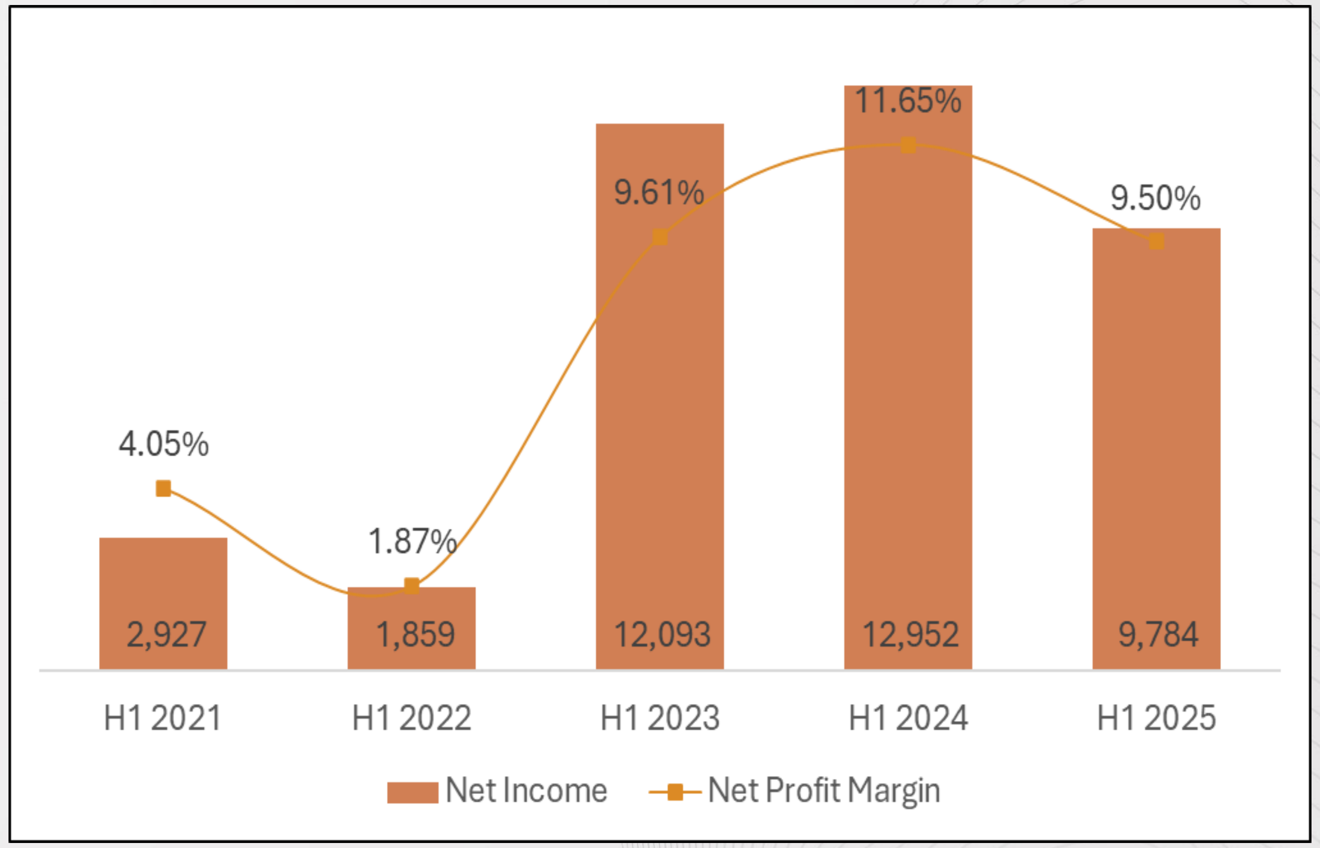
- Top line of costs: QAR 69.4m in H1'25, −11.0% YoY (H1'24: QAR 78.1m) and down from the H1'23 peak (QAR 93.3 m); multi-year CAGR +8.05% since H1'21 reflects the 2022-23 event cycle and subsequent normalization.
- Mix shift to less materials-heavy work: H1'25 cost mix AV 34% / ELV 26% / Support 19% / Hospitality 14% / Lighting 7% / IT <1% (vs H1'24: ELV 48% / AV 24% / Support 12% / Hospitality 9% / Lighting 7%).
- Margin implication: Costs fell faster than revenue (−11.0% vs −7.3%), lifting gross margin to ~32.6% (H1'24: ~29.8%) and growing gross profit to ~QAR 33.6m (+QAR 0.5m YoY).
- lower pass-through materials in ELV, disciplined bidding/pricing, and timing of milestone recognition—reducing headline cost while improving unit economics.
- As TQ awards are expected to skew to H2, costs will phase up with delivery; focus remains on procurement discipline, resource utilization, and mix quality to preserve the margin gains.

02. FINANCIAL PERFORMANCE

H1 2025 PROFITABILITY MARGINS (QAR'000)





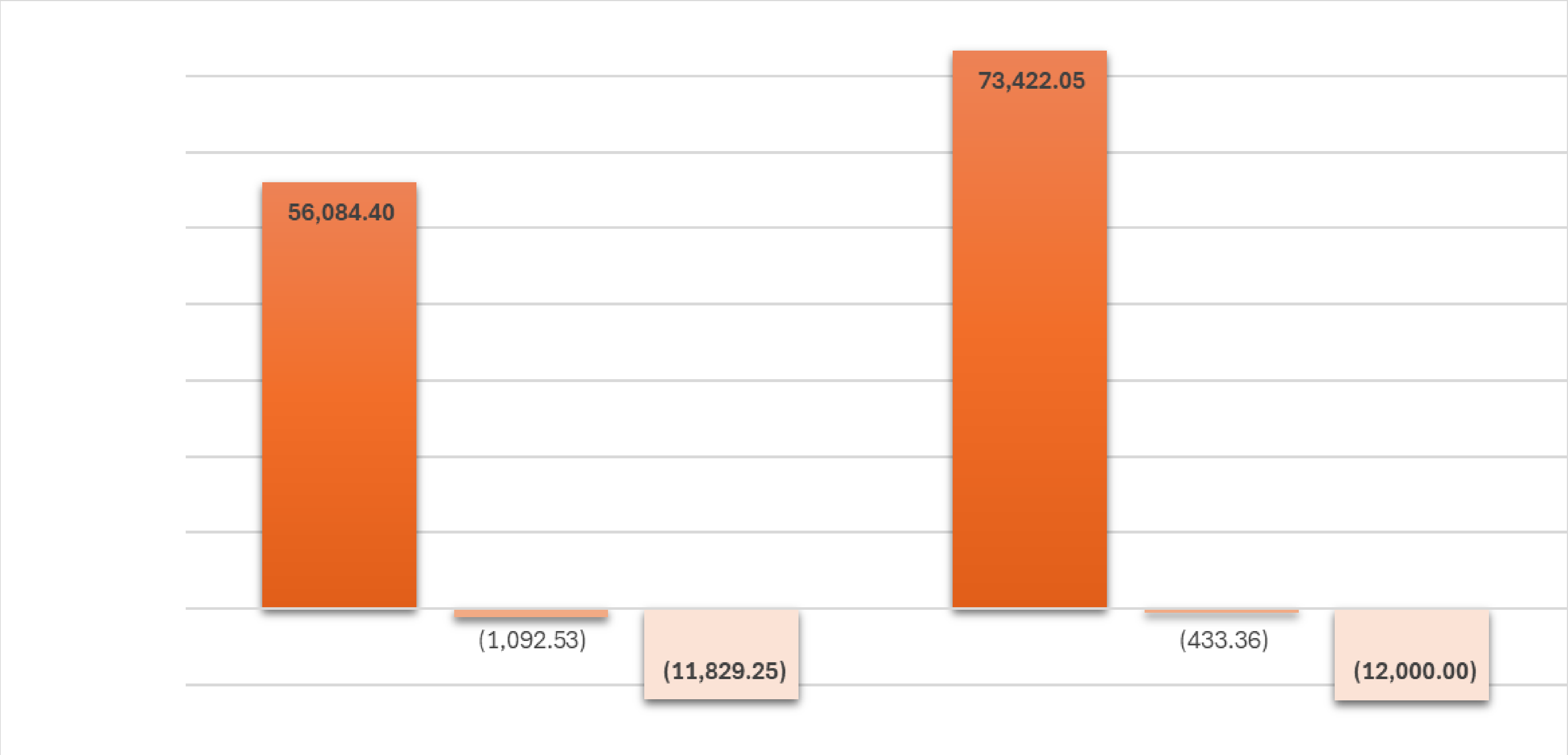


- **In H1 2025, the Group recorded a clear improvement across profitability margins, reflecting strengthened pricing discipline and cost control.** Gross margin increased from **29.8% in H1 2024 to 32.6% in H1 2025**—an expansion of **283 bps**—and gross profit rose from **QAR 33.1m to QAR 33.6m**. The uplift was driven by richer mix in **AV and Support/AMC**, disciplined bidding on ELV projects, and procurement efficiencies that reduced pass-through materials.
- **Given that H1 2022 was an exceptional period associated with large-scale projects,** the recovery in margins in **H1 2025** versus benchmark years (**H1 2021 and H1 2023**)—together with stabilization post-H1 2024—**supports a positive outlook for H2 2025 and beyond.**
- The Group's EBITDA stood at QAR 11.36 million compared to QAR 14.59 million in H1 2024, with the EBITDA margin easing from 13.12% to 11.02%. This moderation reflects a softer revenue base, although margins remain solid, underscoring continued operational efficiency and disciplined cost management..
- **In H1 2025, net income amounted to QAR 9.8 million compared with QAR 13.0 million in H1 2024, and the net profit margin stood at 9.50% (H1 2024: 11.65%).**
- This movement reflects normalization and timing effects in ELV revenues into H2, alongside continued strategic investment in capabilities and market expansion, partly offset by stronger gross margins from the AV and Support mix. **Profitability remains materially above pre-2023 levels**, and with awards expected to skew to the second half, earnings momentum is anticipated to improve in H2 2025.
- The Group's continuous focus on operational efficiencies, cost optimization, and strategic revenue diversification positions it for sustainable growth, reinforcing its long-term financial resilience.

NET DEBT / NET CASH

H1 2024 - Total net cash
QAR 43.2 million

H1 2025 - Total net cash
QAR 61 million



	H1 2024	H1 2025
Cash	56,084.40	73,422.05
Borrowings	(1,092.53)	(433.36)
Dividend	(11,829.25)	(12,000.00)

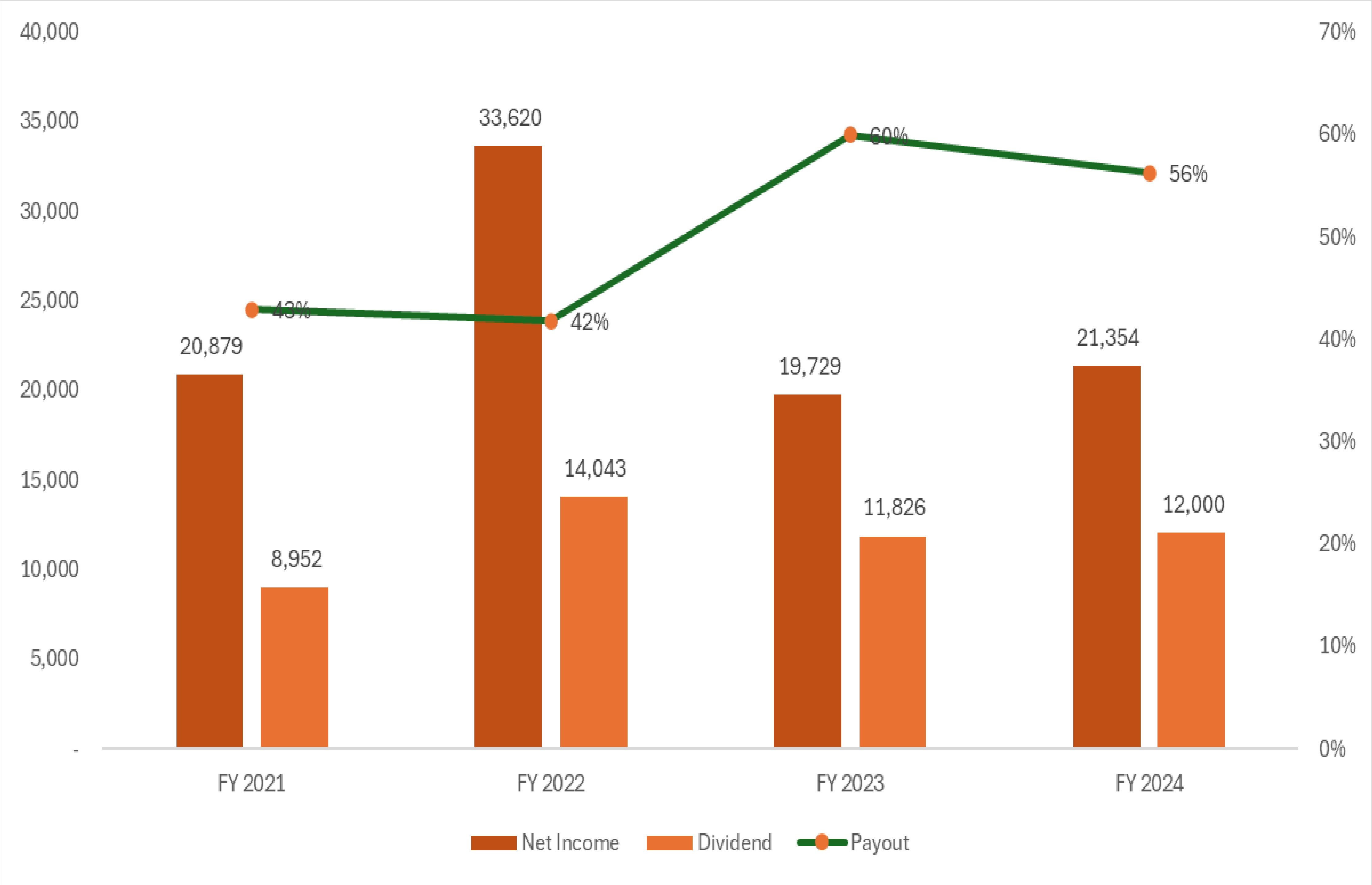
Between H1 2024 and H1 2025, the Group demonstrated a continued strengthening of its financial position:

- **Cash** increased from **QAR 56.1 million** to **QAR 73.4 million**, reflecting enhanced liquidity and a solid cash position.
- **Borrowings** were significantly reduced from **QAR 1 million** to **QAR 0.4 million**, underscoring a strategic focus on deleveraging and minimizing debt exposure.
- **Dividend Payments** remained consistent, with a slight adjustment from **QAR 11.8 million** to **QAR 12.0 million** highlighting the Group's ongoing commitment to delivering value to shareholders.
- **Total Net Cash** increased from **QAR 43.2 million** to **QAR 61 million.**

These positive trends reflect a healthier balance sheet, lower financial risk, and a disciplined capital allocation strategy aimed at supporting both growth and shareholder returns.

02. FINANCIAL PERFORMANCE

TRACK RECORD OF CONSISTENT VALUE CREATION FOR SHAREHOLDERS



Over the past four fiscal years, the Company has consistently delivered strong returns to its shareholders, maintaining a solid dividend payout policy while ensuring sustainable earnings growth. Net income has remained resilient despite market fluctuations, ranging from QAR 19.7 million to QAR 33.6 million, while annual dividend distributions have demonstrated stability and growth potential.

The dividend payout ratio has been maintained at competitive levels, rising from 43% in FY 2021 to over 50% in recent years, underscoring management's commitment to rewarding shareholders while preserving capital for strategic growth initiatives. This balanced approach reflects the Company's disciplined financial management and its long-standing focus on delivering both immediate and long-term value.

03 Major Ongoing Projects

03. MAJOR ONGOING PROJECTS

	PROJECT VALUE (QARm)	PERCENTAGE OF COMPLETION	REVENUE TO BE RECOGNIZED (BACKLOG) (QARm)
Total ongoing project value	875.51	70.71%	256.41

MAJOR PROJECT VALUE BY REVENUE STREAM

AV	ELV	Hospitality	Lighting	Support	IT Solution
QAR 31.9 million 25.5%	QAR 26.9 million 34.0%	QAR 16.6 million 42.4%	QAR 6.3 million 26.4%	QAR 20.8 million 36.3%	QAR 0.4 million 5.5%

04 Appendix

04. APPENDIX

H1 2025 Statutory Results | Income Statement and Statement of Financial Position

INCOME STATEMENT

QAR'000	H1 2024	H1 2025
Revenue	111,150	103,034
Cost of sales	-78,050	-69,435
Gross profit	**33,100**	**33,599**
Other income	2,293	2,062
G&A expenses	-21,277	-25,097
Selling & distribution expenses	-943	-612
Listing expenses	0	0
EBIT	**13,174**	**9,951**
Finance cost	-222	-167
Income tax	-	-
Net profit	**12,952**	**9,784**
Earning per share (QAR / share)	0.15	0.12
No. of shares	84,500	84,500

SUMMARIZED STATEMENT OF FINANCIAL POSITION

QAR'000	H1 2024	H1 2025
Non-current assets	13,642	8,632
Current assets	231,977	223,381
Total assets	**245,620**	**232,013**
Share capital & legal reserves	89,643	91,463
Retained earning	25,026	29,406
Non-controlling interest	-18	-34
Total equity	**114,651**	**120,835**
Non-current liabilities	7,485	9,850
Current liabilities	123,483	101,327
Total liabilities	**130,968**	**111,177**
Total equity and liabilities	**245,620**	**232,013**

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Dedicated Years

Thank You

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Techno Q
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