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



Dec. 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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Financial information presented herein is based on the audited consolidated financial statements of Qatar Electronic Systems Company (Techno Q) Q.P.S.C for the year ended 31 December 2025.

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01

Group Overview



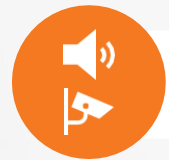
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01. GROUP OVERVIEW

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

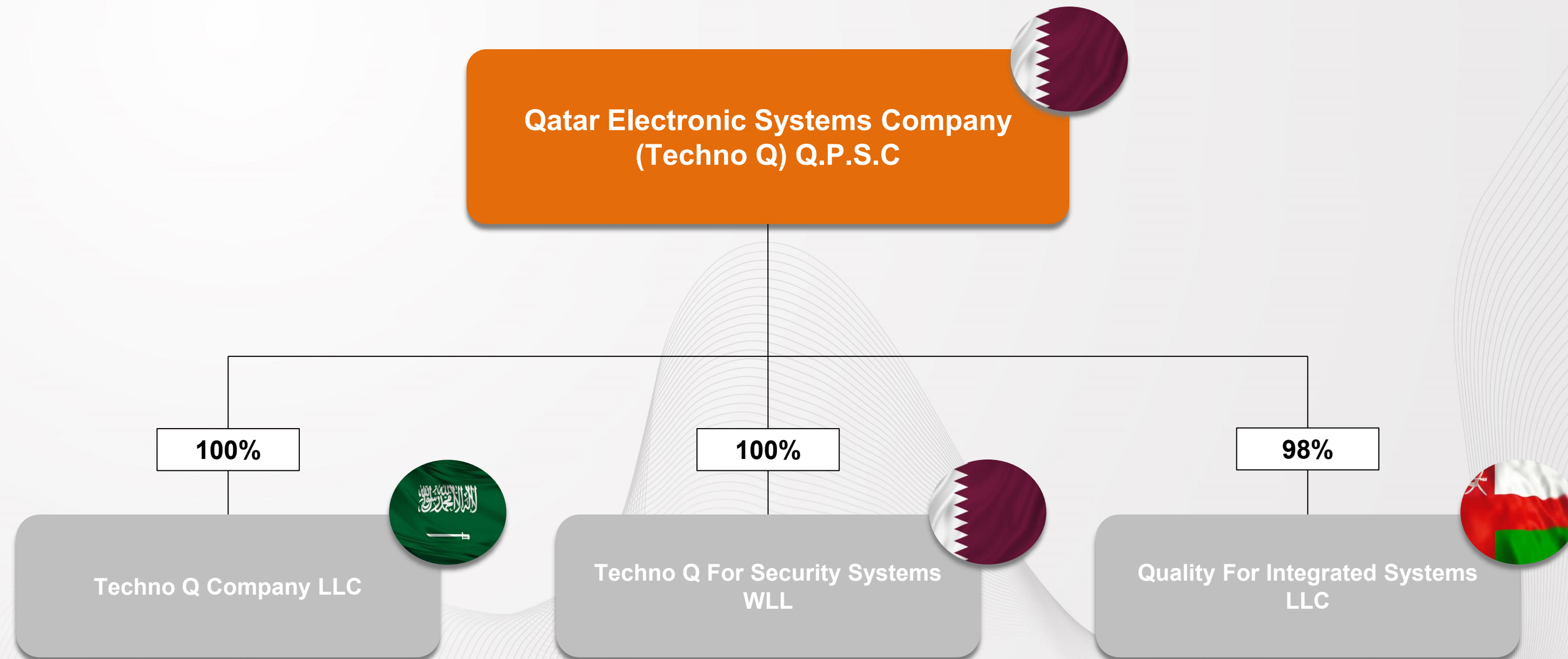
Techno Q has recently introduced IT services to its offerings that empowers businesses in Qatar with cutting-edge IT solutions, driving digital transformation through advanced infrastructures, including structured cabling, fiber-optic networks, data center integrations, and active components. Our certified 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



01. GROUP OVERVIEW

Key Milestones

1995

Techno Q was born during a casual conversation between Abdulla Alansari and Zeyad Al Jaidah; recent graduates of Lamar University in Texas.



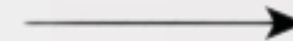
1996

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.



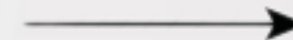
2001

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.



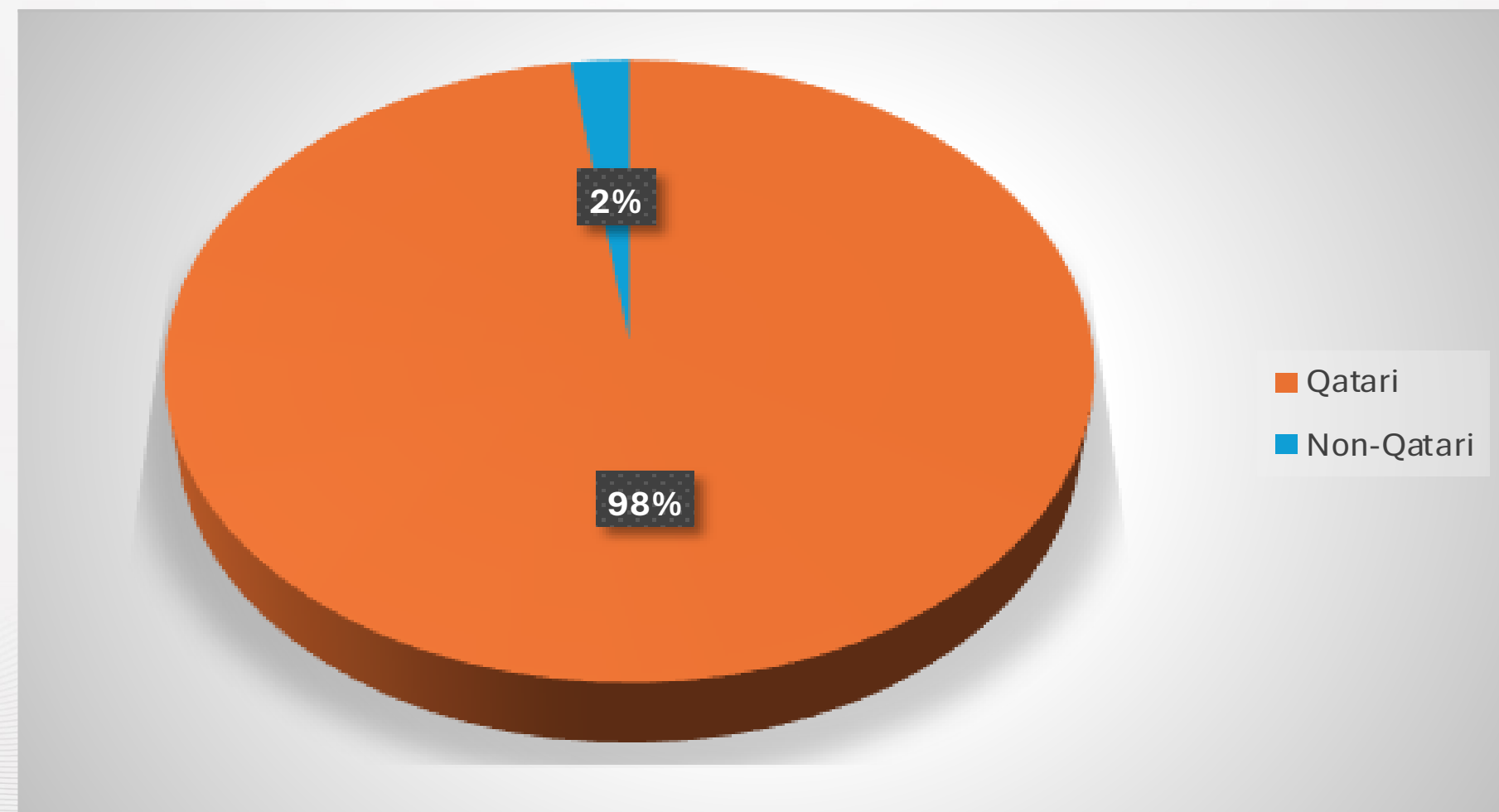
2024

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

General Information

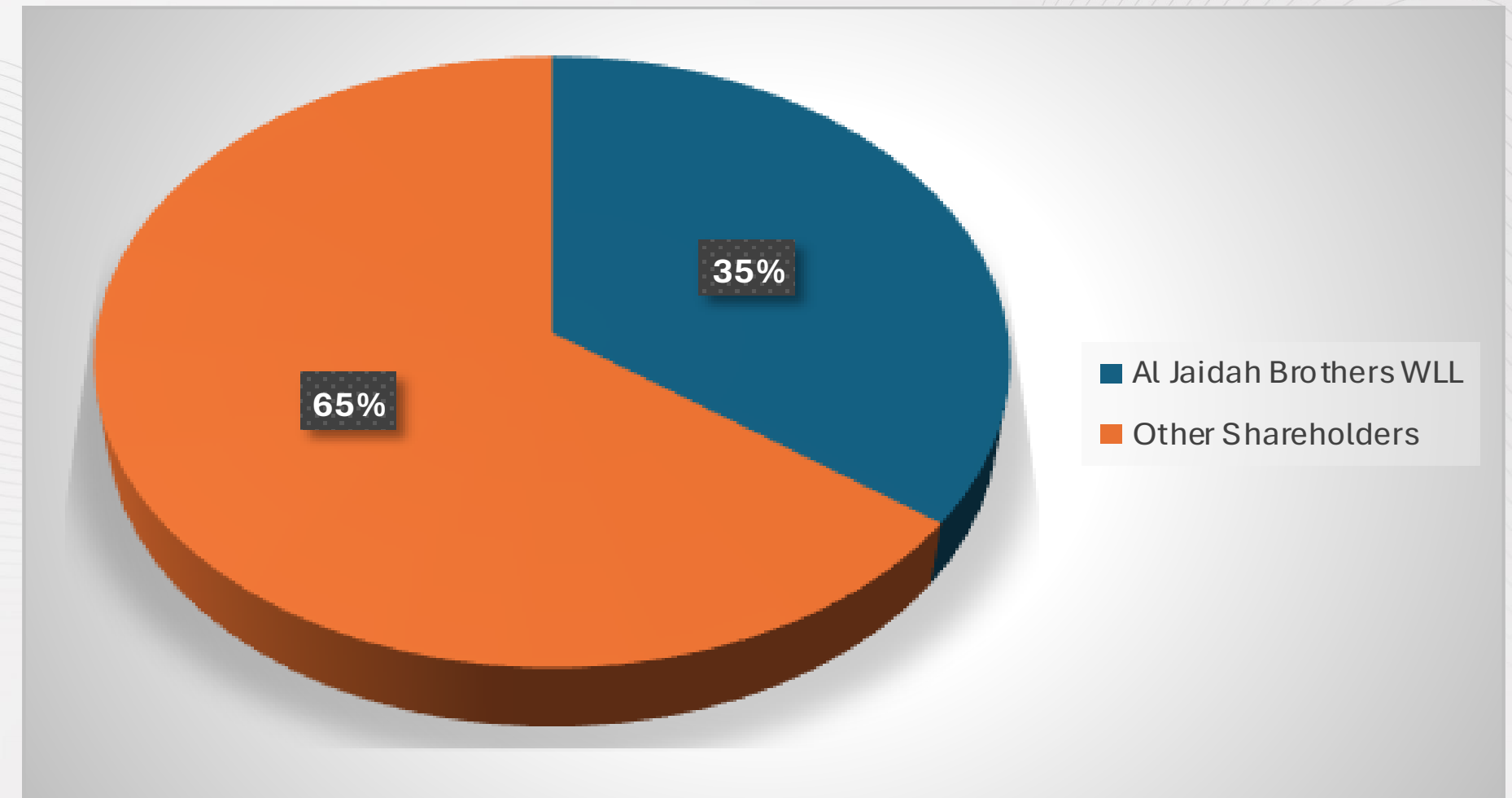
Company Name	Qatar Electronic Systems (Techno Q) Q.P.S.C
QSE Ticker	TQES
Shares outstanding	84.5 million
Market cap as of 31 December 2025	QAR 174.15 million

Breakdown of Ownership by Nationality (294 investors)



Source: EDAA as of 31 December 2025

Shareholder Structure



Source: EDAA as of 31 December 2025

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.



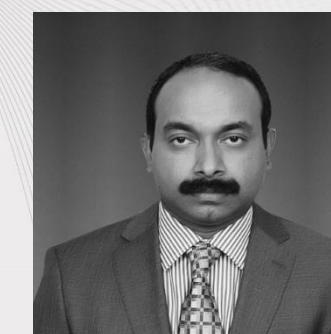
Zeyad Al Jaidah
Managing Director

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 31 December 2025 Closing price was at **QAR 2.061/share**, with a total market capitalization of **QAR174.15 million**

Over the last 6 months, the average price was at **QAR 2.5469 /share**, while the 3 months average stood at **QAR 2.2189/share**

Since listing in June 2024, Techno Q has demonstrated **stable trading performance**, with liquidity supported by consistent investor interest. Share price movements during the period reflect prevailing market conditions and trading dynamics rather than underlying operational performance.

02

Financial Highlights



02. FINANCIAL PERFORMANCE

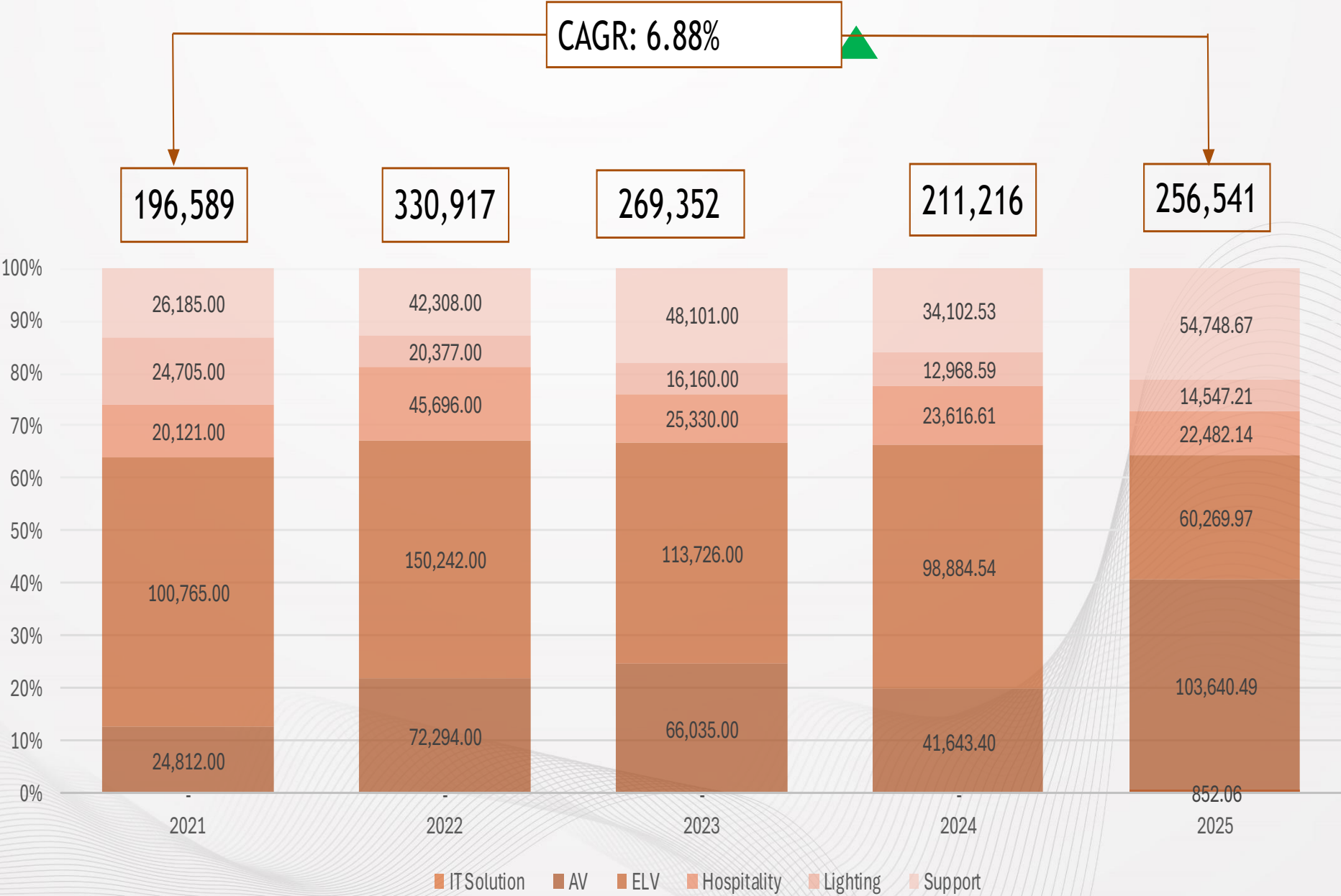
FY 2025 KEY FINANCIAL HIGHLIGHTS

Metric	Yr 2025 Value
Revenue	QAR 256.5m (+21.5%)
Gross Profit	QAR 80.6m (+10.9%)
EBITDA	QAR 29.7m (+21%)
Net Profit	QAR 26.2m (+23%)
Net Margin	~10.2%
Net Cash	QAR 49.2m

02. FINANCIAL PERFORMANCE

Techno Q's revenue increased at a CAGR of 6.88% between FY 2021 and FY 2025.

2025 REVENUE HIGHLIGHTS (QAR'000)



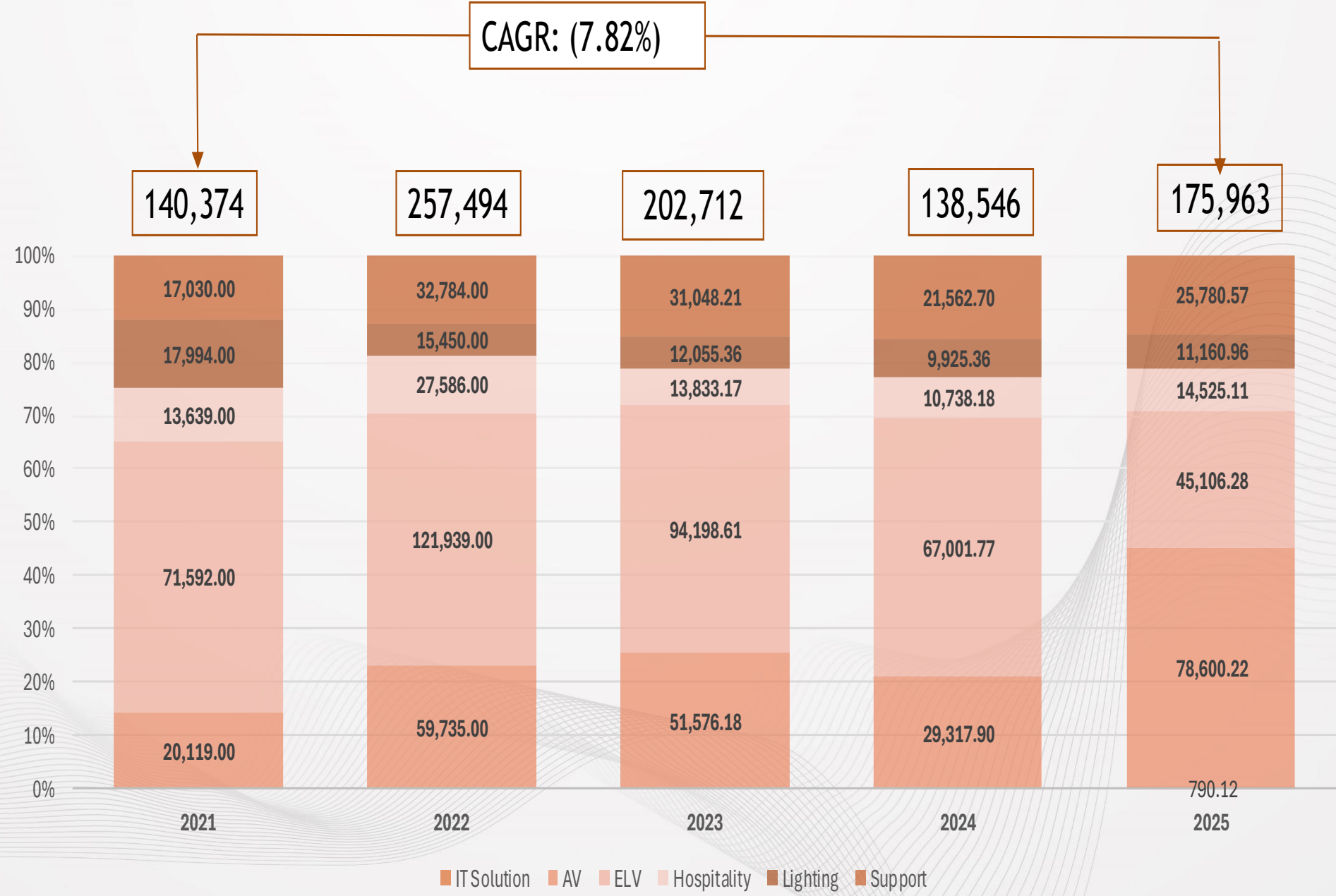
Techno Q delivered **strong revenue growth of 21.5% YoY**, reaching **QAR 256.5 million in FY 2025**, supported by improved execution and pipeline conversion. Growth was primarily driven by **AV (+>100% YoY)** and **Support (+60% YoY)**, while ELV normalized following prior peak years. The revenue mix continues to shift toward **higher-margin and recurring segments**, supporting sustainable profitability.

Over the period from FY 2021 to FY 2025, the Group achieved a **compound annual growth rate (CAGR) of 6.88%**, demonstrating consistent and sustainable growth despite changing market conditions.

02. FINANCIAL PERFORMANCE

Techno Q's direct cost increased at a CAGR of 7.84% between FY 2021 and FY 2025.

2025 DIRECT COST HIGHLIGHTS (QAR'000)



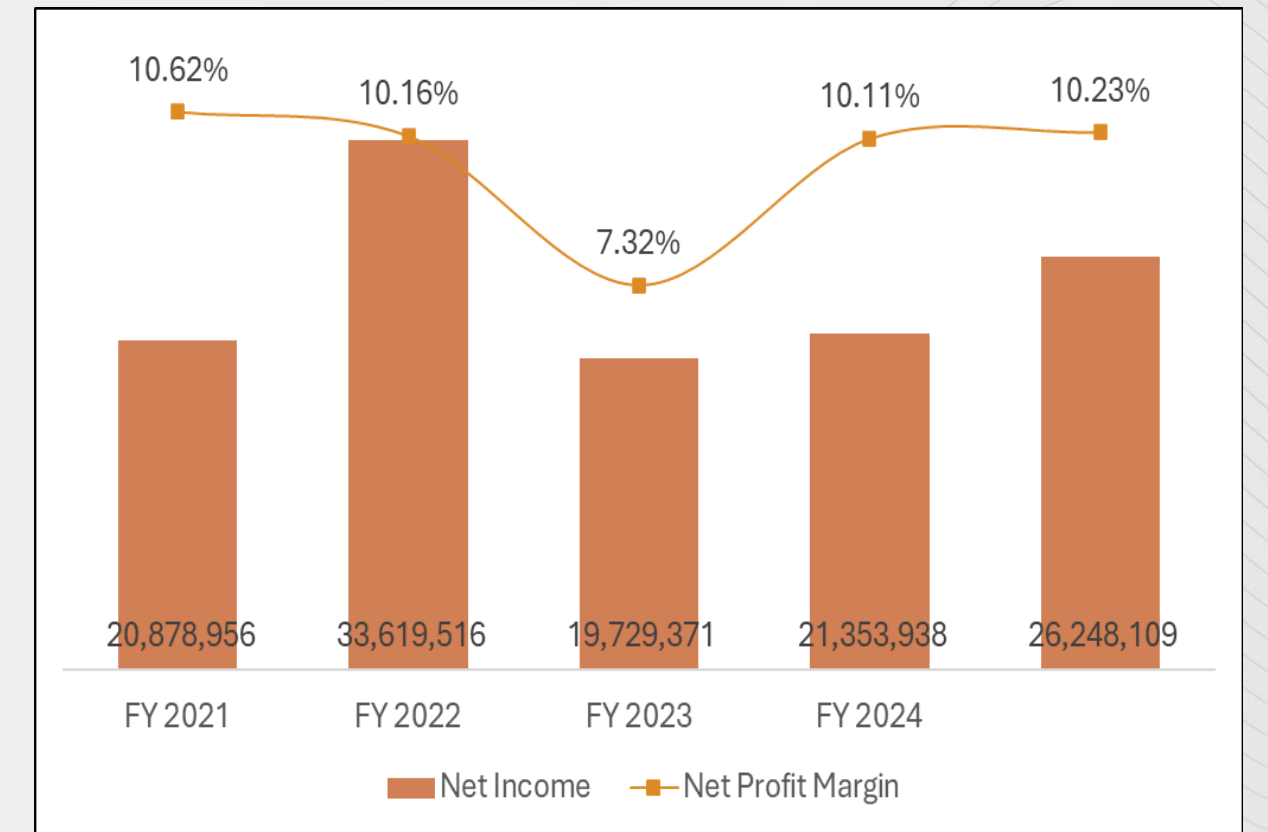
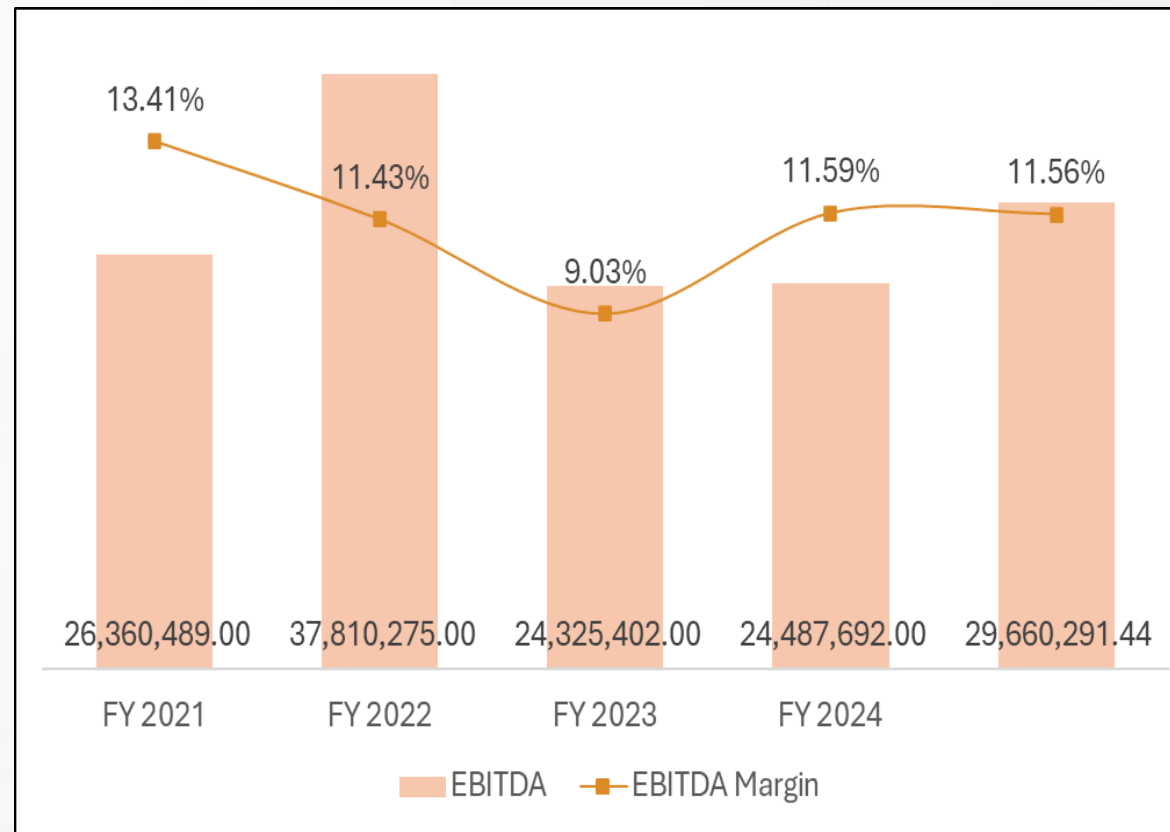
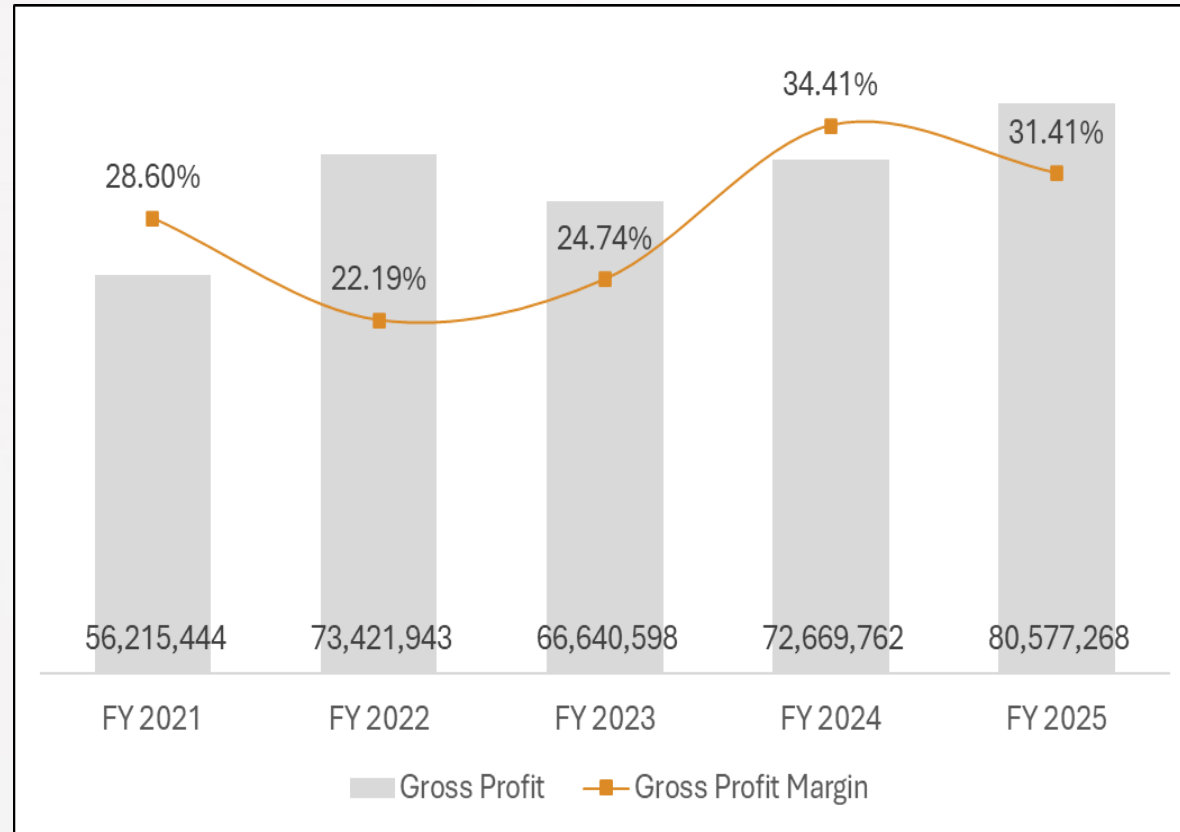
Direct costs increased by **27% YoY to QAR 176.0 million**, broadly in line with revenue growth. Cost expansion was driven by higher activity in **AV and Support segments**, while ELV costs declined following normalization of large-scale projects. The evolving cost structure reflects a shift toward **higher-value and scalable segments**, with continued cost discipline supporting stable margins.

Over the period from FY 2021 to FY 2025, direct costs grew at a **compound annual growth rate (CAGR) of 7.82%**, consistent with the Group's long-term growth strategy.

02. FINANCIAL PERFORMANCE

2025 PROFITABILITY MARGINS (QAR'000)

“Double-digit profitability sustained with strong earnings growth”



Gross profit increased to **QAR 80.6 million in FY 2025**, representing a **10.9% year-on-year growth** compared to FY 2024. While the **gross profit margin moderated slightly to 31.4% from 34.4% in FY 2024**, it remains at a strong level, reflecting normalization after peak margins while sustaining structurally improved profitability. This performance continues to be supported by disciplined pricing strategies, procurement efficiencies, and a favorable project mix across AV and service-based segments.

EBITDA rose to **QAR 29.7 million in FY 2025**, marking a **21% increase year-on-year**, driven by improved operational performance and revenue growth. The **EBITDA margin remained stable at approximately 11.6%**, broadly in line with FY 2024, demonstrating consistent operational efficiency despite business expansion. The growth reflects effective cost control, optimized overhead structure, and continued focus on efficient project execution.

Net profit increased to **QAR 26.3 million in FY 2025**, representing a **23% year-on-year growth** compared to FY 2024. The **net profit margin remained stable at approximately 10.2%**, compared to 10.1% in the previous year, indicating sustained bottom-line strength. This improvement reflects enhanced operational leverage, improved cost discipline, and a more profitable revenue mix across the Company's core business segments.

- **Overall profitability continues to strengthen**, with FY 2025 earnings levels exceeding those recorded in FY 2023 and approaching the peak performance achieved in FY 2022, highlighting the Group's improved operational discipline, margin management, and strategic focus on higher-value solutions.

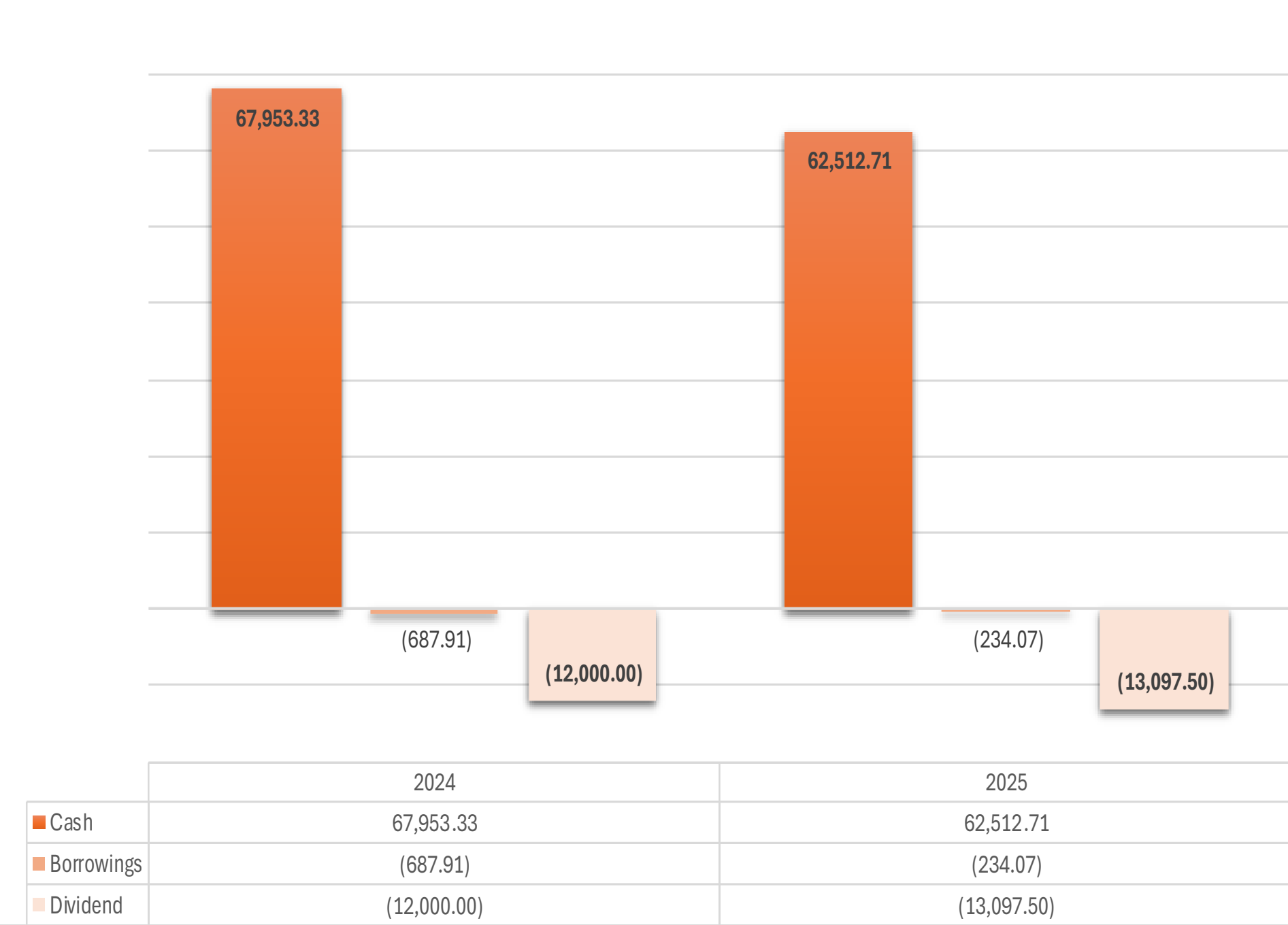
- Profitability remains **structurally strong**, supported by disciplined execution, improved project mix, and growing contribution from **higher-margin AV and recurring service revenues**.

02. FINANCIAL PERFORMANCE

NET DEBT / NET CASH

Total net cash
QAR **55.3** million

Total net cash
QAR **49.2** million



Net Cash Position

- The Group maintained a **strong net cash position of QAR 49.2 million in FY 2025**, reflecting continued financial strength and liquidity.
- Net cash decreased from **QAR 55.3 million in FY 2024**, primarily due to **higher dividend distribution of QAR 13.1 million** during the year.
- **Cash balances remained solid at QAR 62.5 million**, demonstrating strong operating cash generation and effective working capital management.
- The Group maintained **minimal borrowings**, highlighting a conservative capital structure and low financial leverage.
- The Group’s strong net cash position and minimal leverage provide **significant financial flexibility to fund growth, pursue strategic opportunities, and sustain shareholder returns.**

02. FINANCIAL PERFORMANCE

TRACK RECORD OF CONSISTENT VALUE CREATION FOR SHAREHOLDERS



Techno Q maintains a **consistent and disciplined dividend policy**, with a payout ratio of approximately **50% in FY 2025**, balancing shareholder returns with reinvestment for growth.

Over the period FY 2021–FY 2025, the payout ratio ranged between 42% and 60%, reflecting a balanced and sustainable capital allocation approach. Despite fluctuations in net income, dividends increased from QAR 8.9 million in FY 2021 to QAR 13.1 million in FY 2025, demonstrating the Company’s commitment to delivering long-term shareholder value (**subject to approval by the Annual General Meeting in accordance with applicable regulations**).



03

Major Outlook & Strategy / Ongoing Projects

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03. Outlook & Strategy – FY 2026

Positioned for sustainable growth through expansion, recurring revenues, and margin discipline

Strategic Focus

- ❖ Shift to **profitable growth & margin expansion**
- ❖ Position as **regional digital systems integrator**

Growth Drivers

- ❖ **IT & Cybersecurity expansion** (higher-margin)
- ❖ **Managed Services (recurring revenue)**
- ❖ **KSA & Oman growth acceleration**

Execution Priorities

- ❖ Strong **cost control & project selection discipline**
- ❖ **Operational efficiency & automation**
- ❖ Enhanced **governance & ESG framework**

Market Dynamics

- ❖ **Opportunities:** Digital transformation, smart infrastructure, cybersecurity demand
- ❖ **Challenges:** Margin pressure, project delays, talent competition

Key Focus 2026

Margin ↑ | IT Contribution ↑ | Recurring Revenue ↑ | Regional Expansion ↑

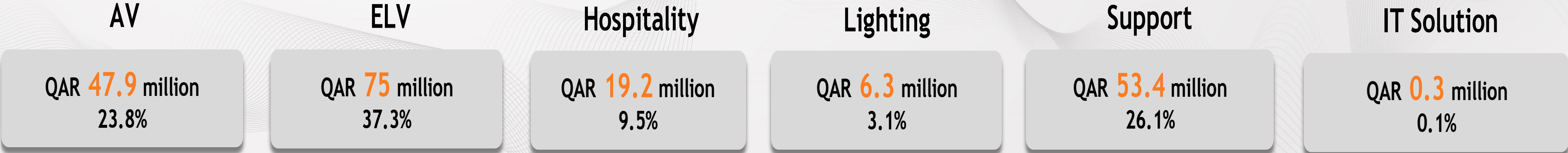
Techno Q enters 2026 with a stronger foundation, focused on profitable growth and technology-led expansion.

03. MAJOR ONGOING PROJECTS

MAJOR ONGOING PROJECTS

	PROJECT VALUE (QARm)	PERCENTAGE OF COMPLETION	REVENUE TO BE RECOGNIZED (BACKLOG) (QARm)
Total ongoing project value	661.62	69.64%	200.88

MAJOR PROJECT VALUE BY REVENUE STREAM



04

Appendix



MILLENNIUM PLAZA
میلنیوم پلازا

BARWA
بروا

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امیری قز 05

04. APPENDIX

INCOME STATEMENT

QAR'000	FY 2024	FY 2025
Revenue	211,216	256,541
Cost of sales	-138,546	-175,963
Gross profit	72,670	80,577
Other income	3,807	6,287
G&A expenses	-44,481	-54,473
Impairment of Trade Receivable	-5,859	-685
Selling & distribution expenses	-2,671	-5,037
Listing expenses	-1,856	0
EBIT	21,611	26,670
Finance cost	-245	-403
Income tax	(11)	(18)
Net profit	21,354	26,248
Earning per share (QAR / share)	0.25	0.31
No. of shares	84,500	84,500

SUMMARIZED STATEMENT OF FINANCIAL POSITION

QAR'000	FY 2024	FY 2025
Non-current assets	22,123	13,142
Current assets	234,336	266,844
Total assets	256,458	279,986
Share capital & legal reserves	90,483	93,111
Retained earning	32,055	44,234
Non-controlling interest	-21	-45
Total equity	122,517	137,299
Non-current liabilities	11,088	10,593
Current liabilities	122,854	132,094
Total liabilities	133,941	142,687
Total equity and liabilities	256,458	279,986

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Dedicated Years

Thank You

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