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Qatar Electronic Systems (Techno Q) Q.P.S.C H1 2026 Investor Presentation

June 2026

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 primarily based on the reviewed condensed consolidated interim financial information of Qatar Electronic Systems Company (Techno Q) Q.P.S.C for the six months ended 30 June 2026. Comparative and historical financial information, where presented, is based on the relevant previously published audited or reviewed financial statements of the Group, as applicable.

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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

Qatar Electronic Systems Company (Techno Q) Q.P.S.C

- 100% — Techno Q Company LLC
- 100% — Techno Q For Security Systems WLL
- 98% — Quality For Integrated Systems LLC
- 100% — Choices Al Hadeetha for Trading and Contracting L.L.C

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.

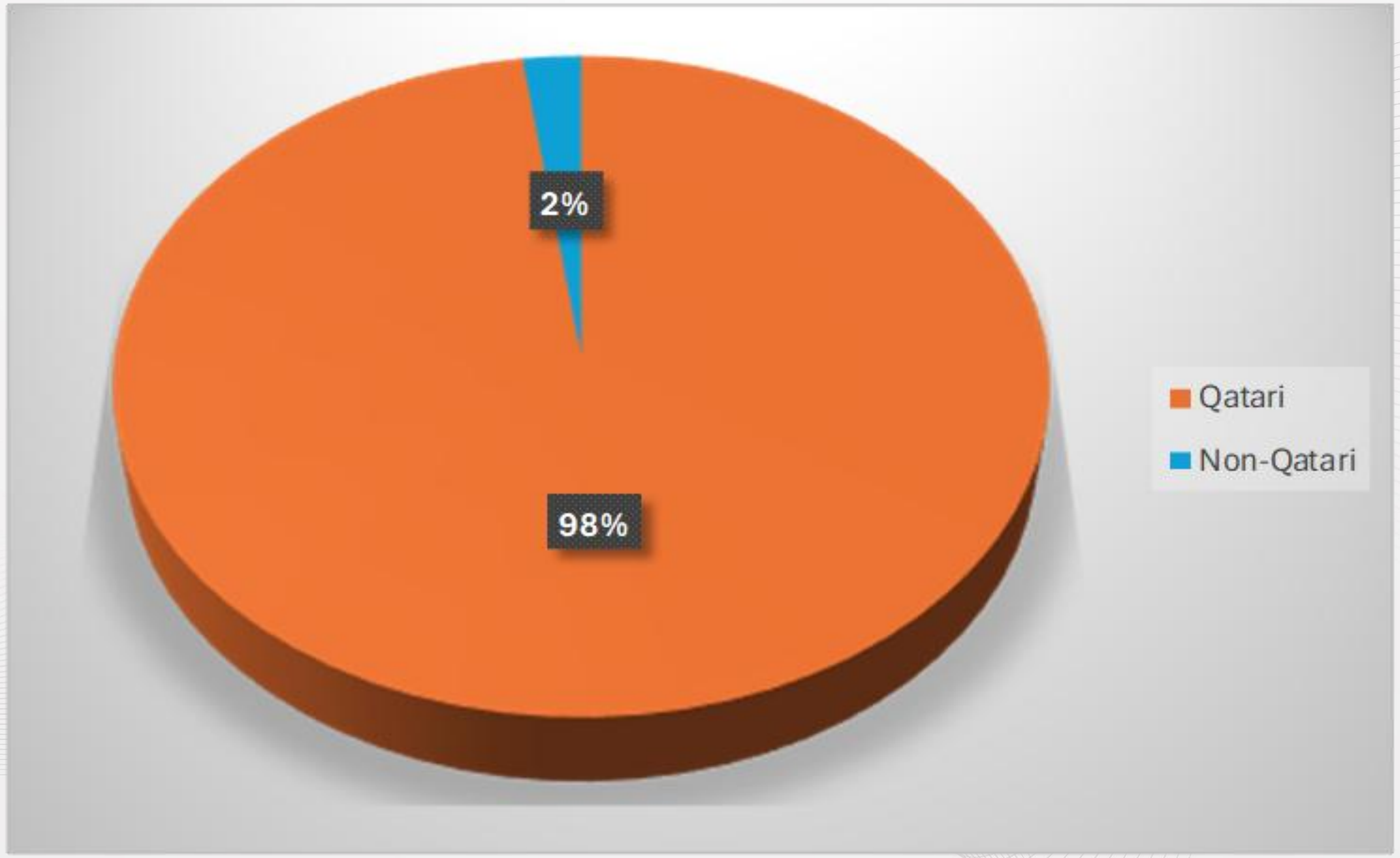
2023
Techno Q established its office/entity in KSA to participate in the country's 2030 Vision projects.

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

General Information

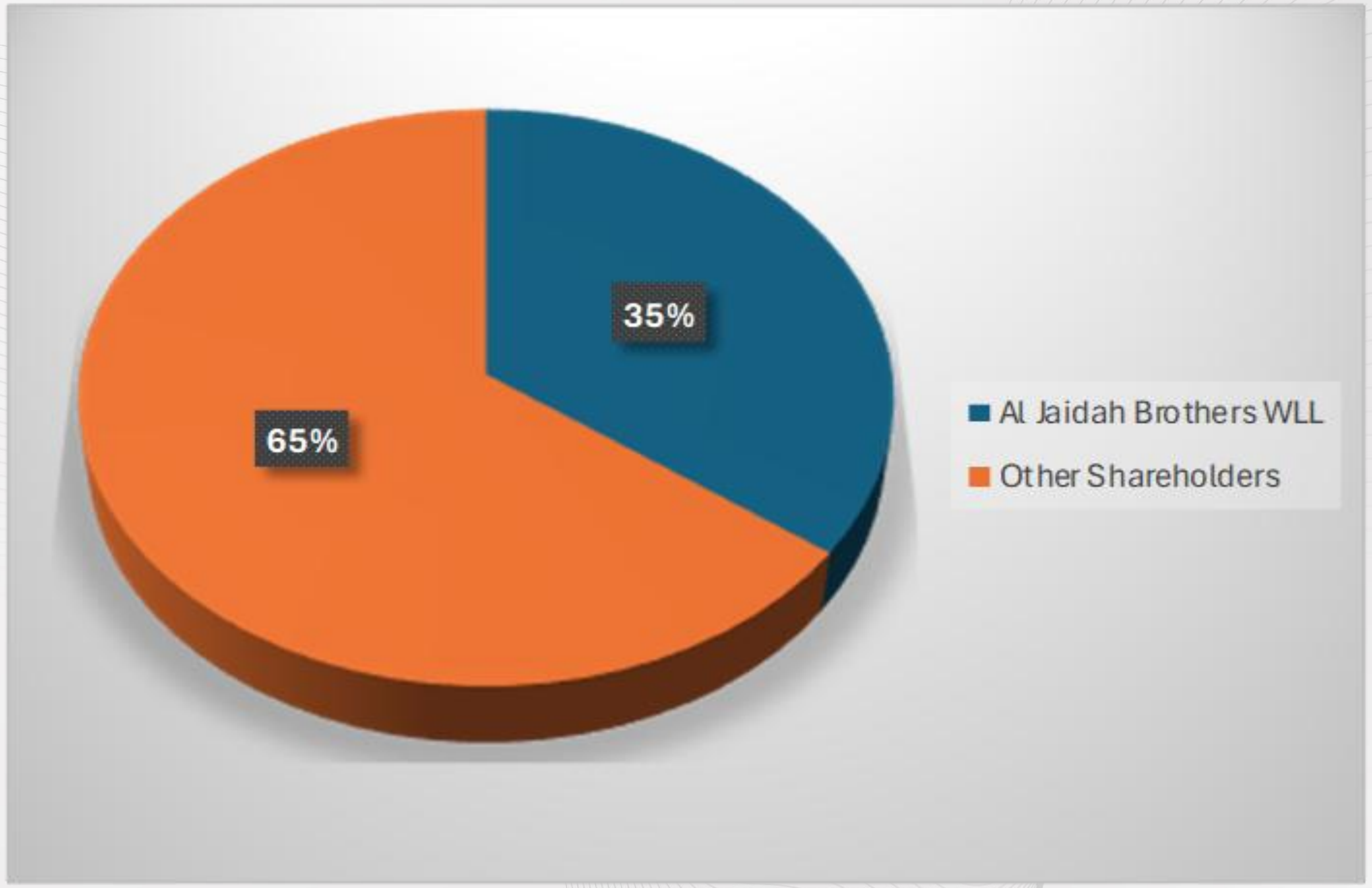
Company Name	**Qatar Electronic Systems (Techno Q) Q.P.S.C**
QSE Ticker	TQES
Shares outstanding	84.5 million
Market cap as of 30 June 2026	QAR 184.4 million

Breakdown of Ownership by Nationality (331 investors)



Source: EDAA as of 30 June 2026

Shareholder Structure



Source: EDAA as of 30 June 2026

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 2026 Closing price was at QAR 2.182/share, with a total market capitalization of QAR184.38 million

Over the last 6 months, the average price was at QAR 2.159 /share, while the 3 months average stood at QAR 2.251/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

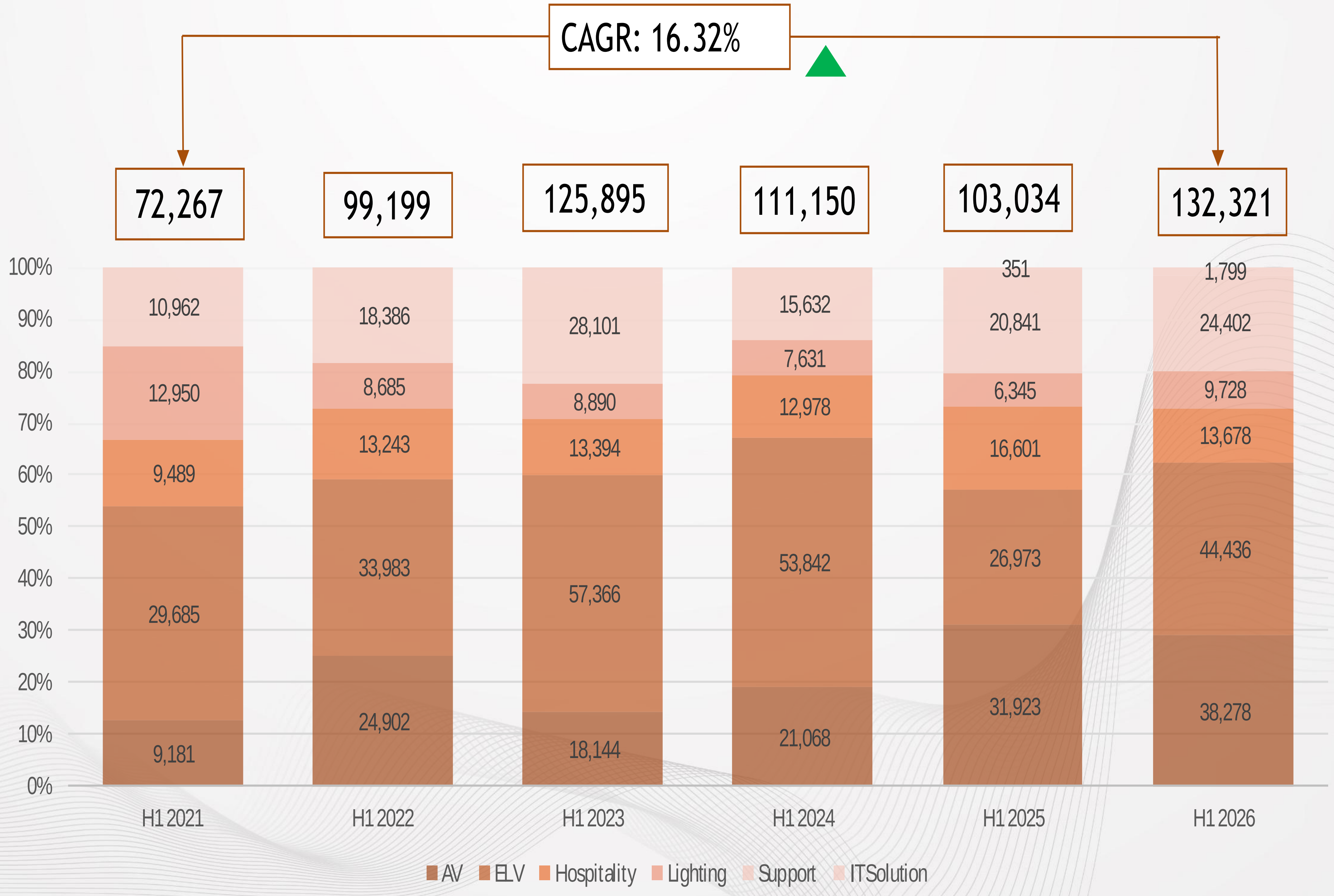
H1 2026 KEY FINANCIAL HIGHLIGHTS

Metric	H1 2026 Million QAR	Change
Revenue	QAR 132.32	28%
Gross Profit	QAR 30.50	-9%
EBITDA	QAR 9.94	-13%
Net Profit	QAR 9.52	-24%
Net Margin	7.19%	
Net Cash	QAR 29.69	

02. FINANCIAL PERFORMANCE

Techno Q's revenue increased at a CAGR of 16.32% between H1 2021 and H1 2026, reaching QAR 132.3 million.

H1 2026 REVENUE HIGHLIGHTS (QAR'000)



Techno Q delivered strong revenue growth of 28.4% YoY, reaching QAR 132.3 million in H1 2026, compared with QAR 103.0 million in H1 2025. Growth was broad-based across key business segments, led by **ELV (+64.7% YoY), Lighting (+53.3%), Support (+17.1%) and AV (+19.9%)**, partially offset by a decline in Hospitality (-17.61%). IT Solutions also recorded strong growth, albeit from a relatively small base.

H1 2026 revenue exceeded H1 2024 by 19 % and represents the highest first-half revenue across the six-year period presented. Over the period from **H1 2021 to H1 2026**, the Group achieved a **compound annual growth rate (CAGR) of 16.32%**, demonstrating a strong long-term revenue growth trajectory.

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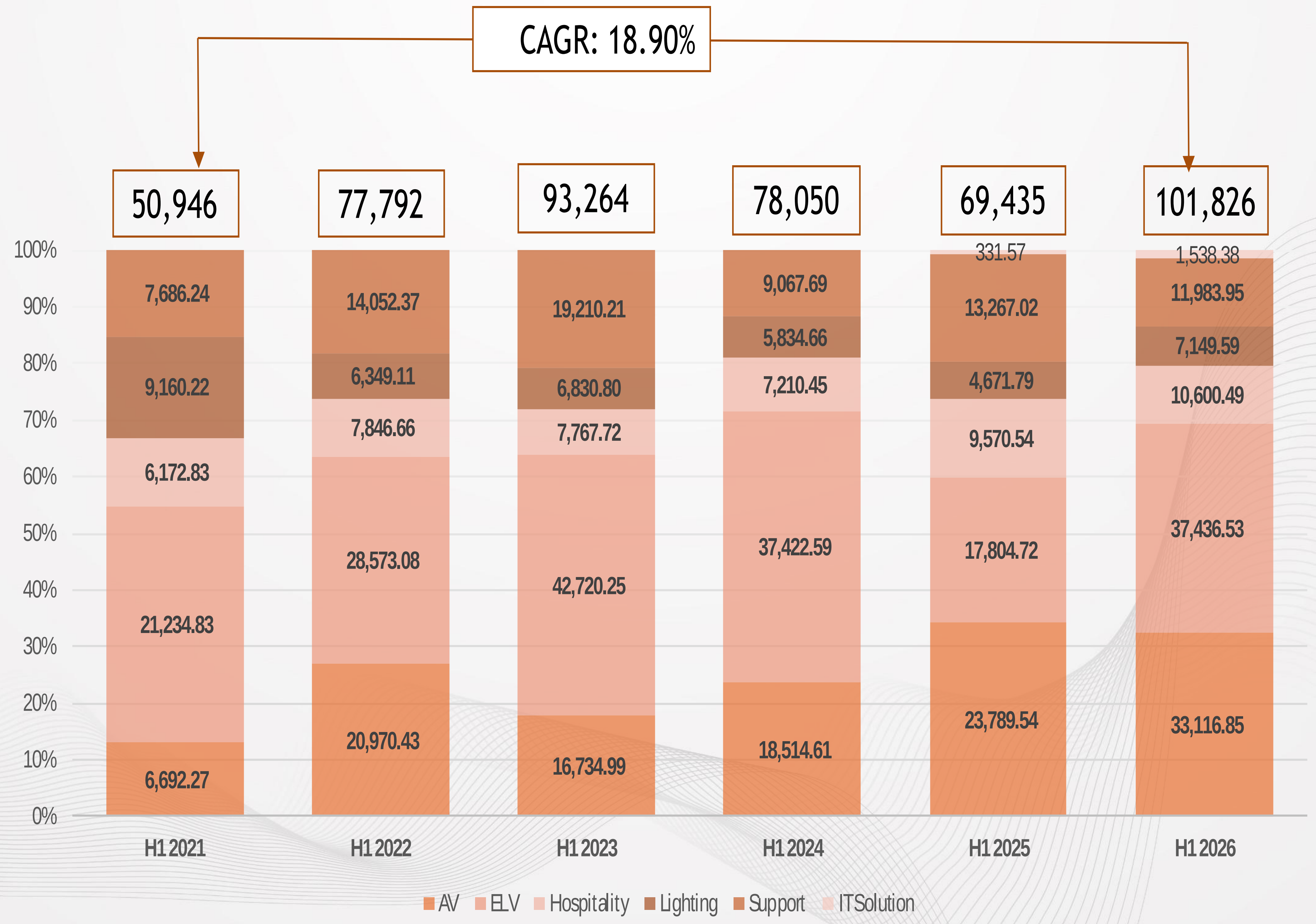
02. FINANCIAL PERFORMANCE

H1 2026 direct costs increased alongside higher project execution, with cost of sales reaching QAR 101.8 million.

H1 2026 DIRECT COST HIGHLIGHTS (QAR'000)



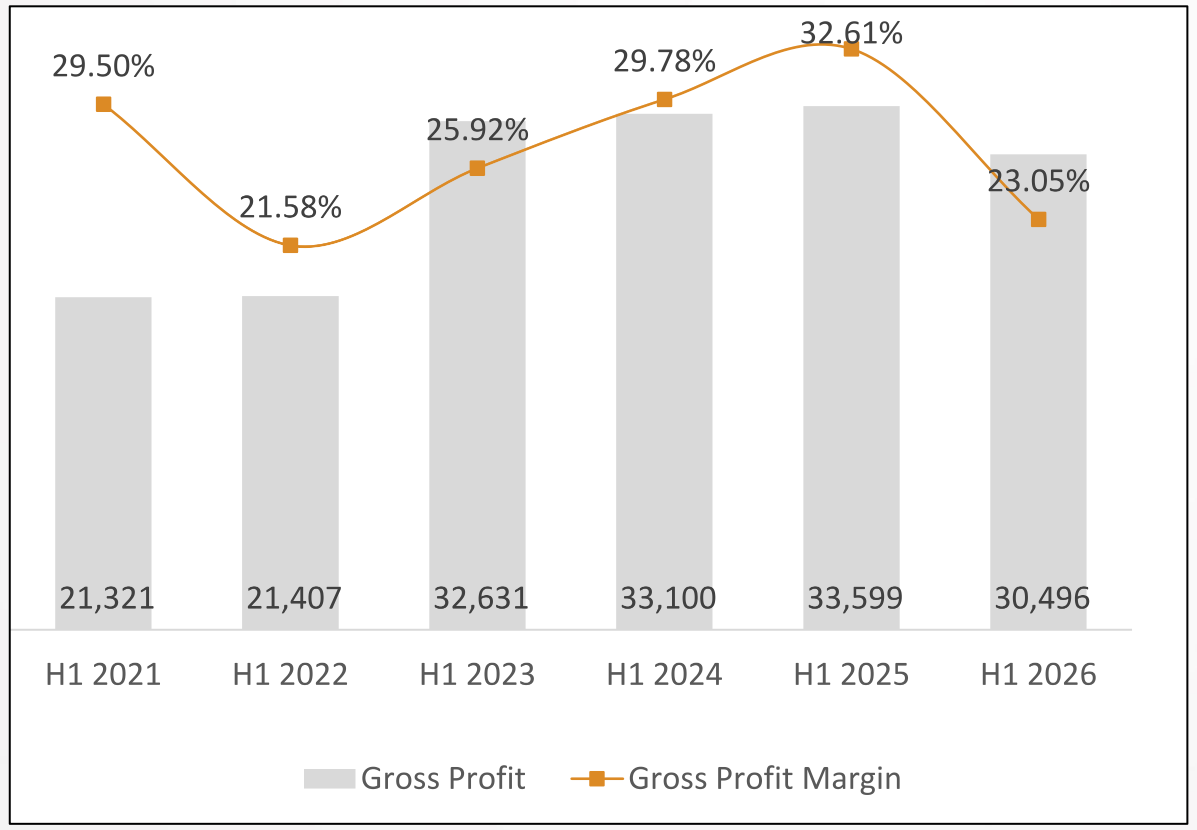
Direct costs increased by 46.65% YoY to QAR 101.8 million in H1 2026, compared with QAR 69.4 million in H1 2025, alongside the higher level of project execution and revenue growth. The increase was primarily driven by **Materials (+46.6% YoY)** and **Subcontract Costs & Provisions (+141.5% YoY)**, while **Staff Costs increased by 14.3%**. This was partially offset by a **63.0% reduction in Other Direct Costs**.

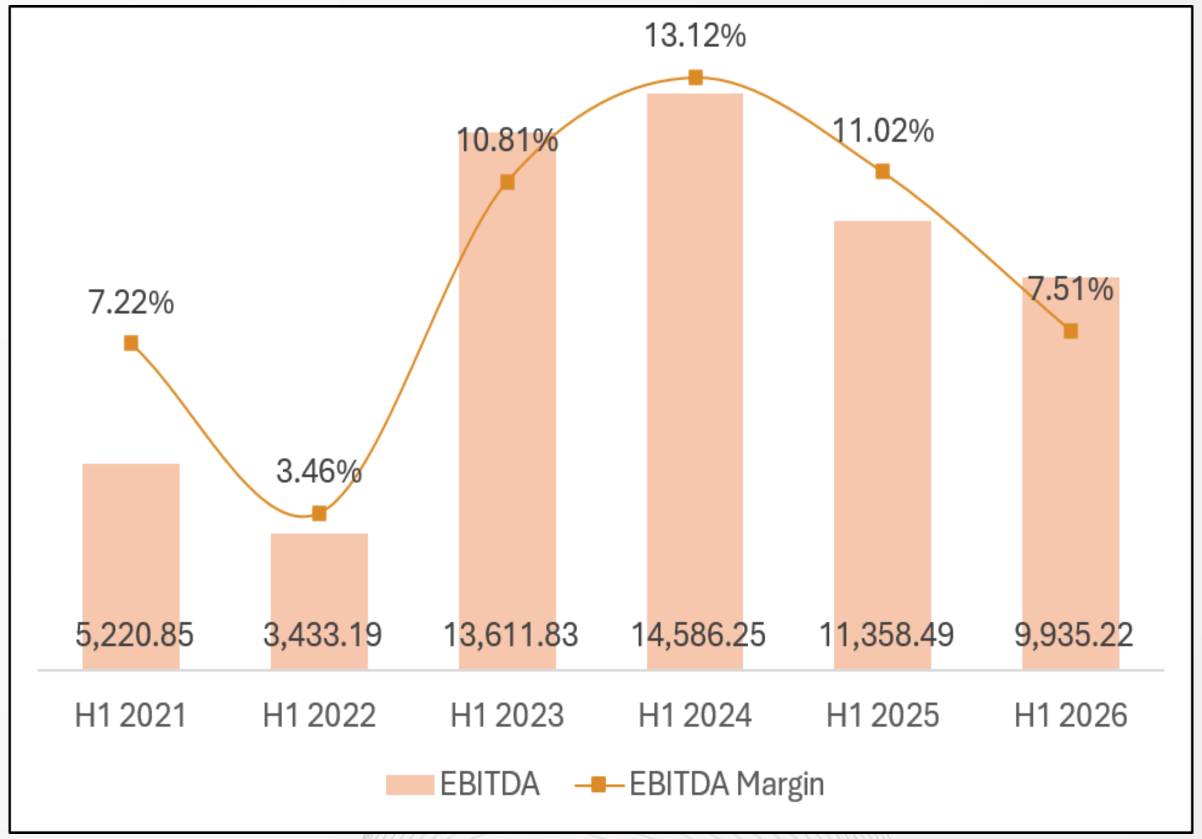
Direct costs grew faster than revenue (+28.4% YoY), resulting in gross profit of QAR 30.5 million compared with QAR 33.6 million in H1 2025. Consequently, **gross profit margin decreased to 23.05% from 32.61%**, reflecting the higher cost intensity of revenues recognized during H1 2026.

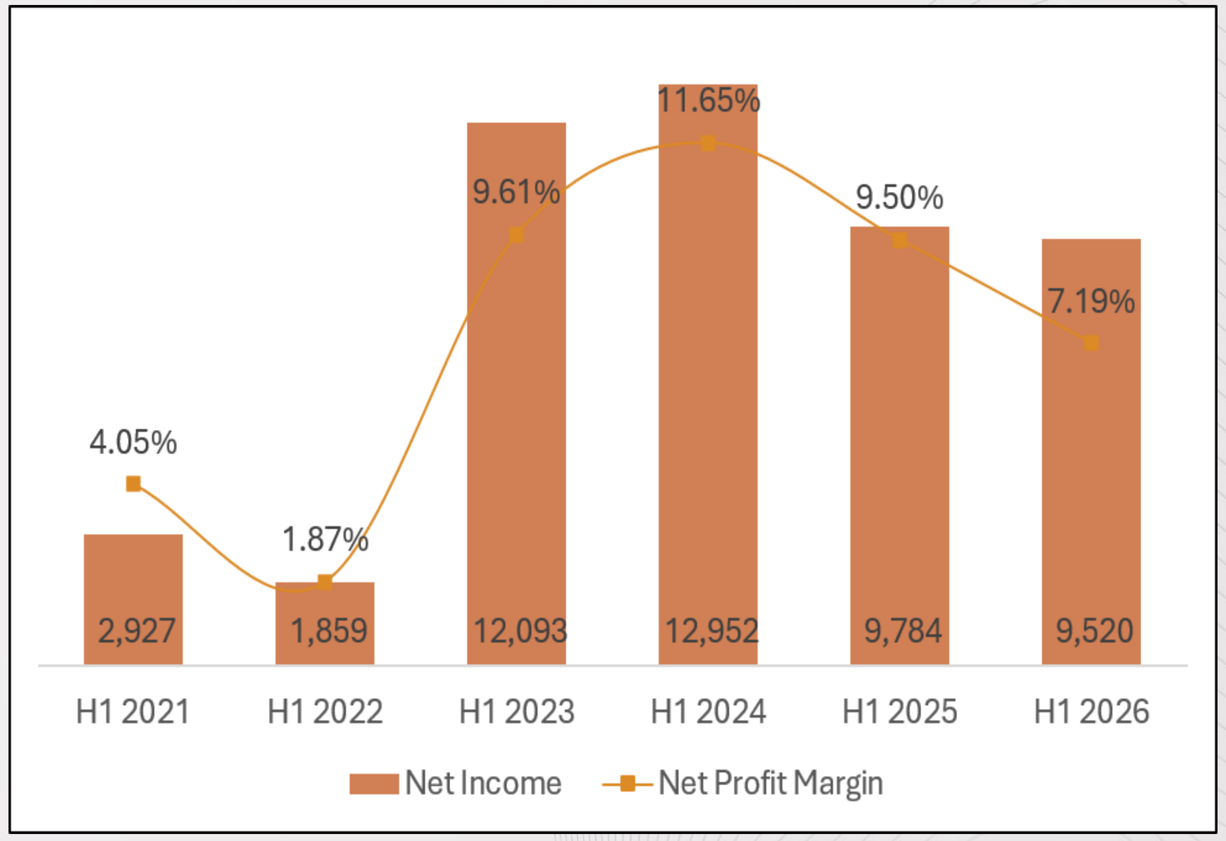
02. FINANCIAL PERFORMANCE

2026 PROFITABILITY MARGINS (QAR'000)

"Maintaining Profitability Amid a Challenging Operating Environment"







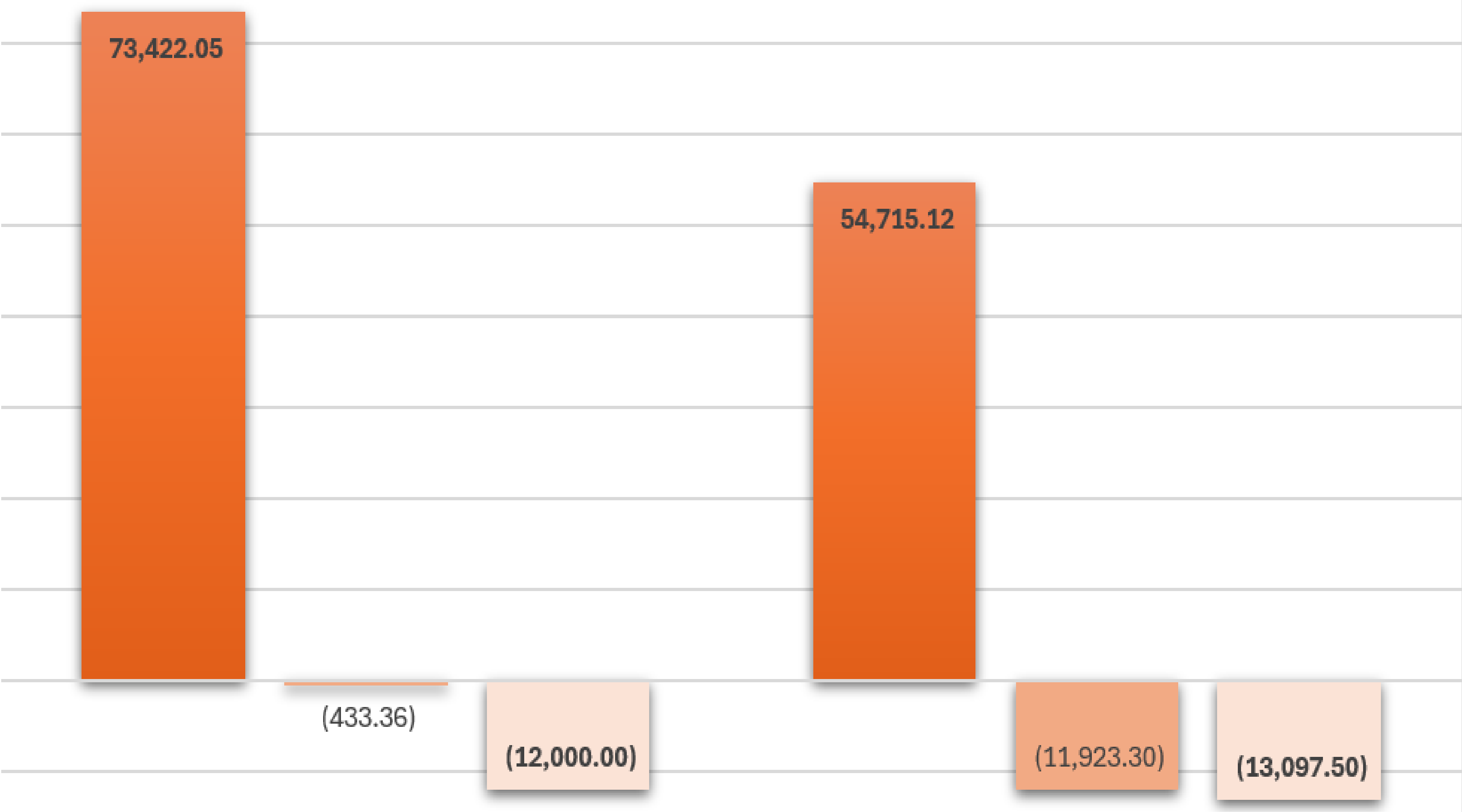
- **Gross Profit remained positive at QAR 30.5 million**, while the **Gross Profit Margin moderated to 23.05%** (H1 2025: **32.61%**). The decline primarily reflects a change in project mix, increased competitive pricing on selected projects, and higher procurement, logistics, and project execution costs.
- **Regional geopolitical developments** impacted supply chains during the period, resulting in higher international freight and shipping costs, extended procurement lead times, and increased subcontracting and other project-related operating expenses, which placed additional pressure on profitability.
- **EBITDA amounted to QAR 9.9 million**, with an **EBITDA Margin of 7.51%** (H1 2025: **11.02%**), reflecting lower gross margins during the period.
- **Net Profit reached QAR 9.5 million**, representing a **Net Profit Margin of 7.19%** (H1 2025: **9.50%**). Despite the margin compression, the Group maintained positive earnings and continued to demonstrate resilience in a more challenging operating environment.
- **Management's focus for H2 2026** is on margin recovery through disciplined project selection and pricing, procurement optimization, tighter cost-to-complete controls, subcontractor management and continued operating-cost discipline, while maintaining focus on efficient project execution and sustainable profitable growth.

02. FINANCIAL PERFORMANCE

NET DEBT / NET CASH

Total net cash
QAR 61 million

Total net cash
QAR 30 million



	H1 2025	H1 2026
Cash	73,422.05	54,715.12
Borrowings	(433.36)	(11,923.30)
Dividend	(12,000.00)	(13,097.50)

Net Cash Position

- The Group maintained a **strong net cash position of QAR 42.8 million as at H1 2026**, supported by **cash and bank balances of QAR 54.7 million** against borrowings of QAR 11.9 million.

- The Group maintained QAR 54.7 million of cash and bank balances despite increased working-capital requirements, project execution needs and QAR 13.1 million FY 2025 dividends paid during H1 2026.

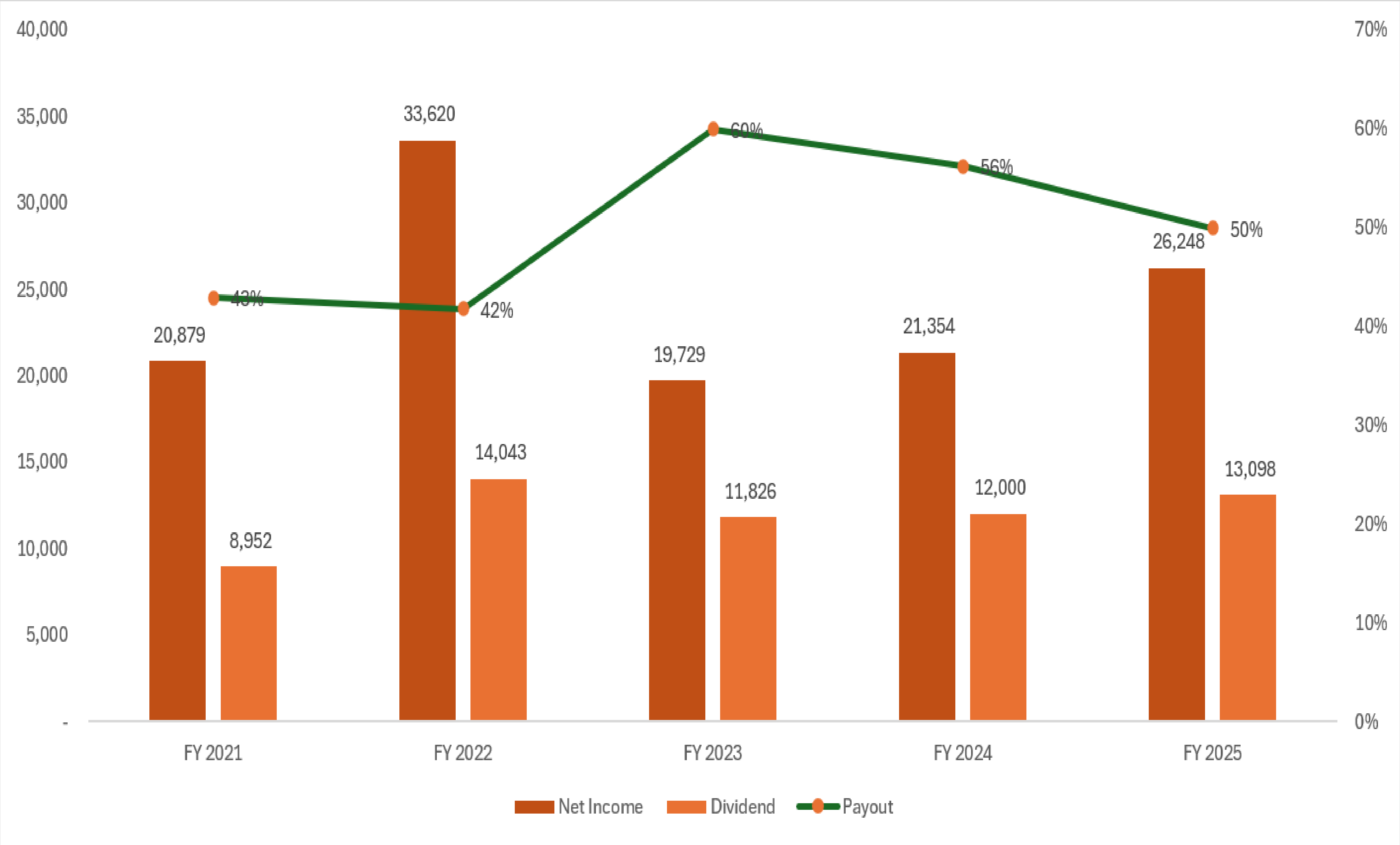
- Operating cash flow was QAR (5.2) million in H1 2026 compared with QAR 18.2 million in H1 2025, reflecting working-capital movements during the period. Management remains focused on collections, project certification and working-capital optimization.

- The increase in borrowings to **QAR 11.9 million** primarily reflects the utilization of **short-term banking facilities to finance import purchases**, supporting the Group's increased business activity and project requirements.

- Despite the increased utilization of banking facilities, the Group remains **comfortably net cash positive**, maintaining a prudent financial position and manageable leverage.

02. FINANCIAL PERFORMANCE

TRACK RECORD OF CONSISTENT SHAREHOLDER RETURNS



Techno Q maintains a consistent and disciplined dividend policy, balancing shareholder returns with the retention of sufficient resources to support growth and working capital requirements.

Over **FY2021–FY2025**, annual dividends increased from **QAR 9.0 million to QAR 13.1 million**, with the dividend payout ratio ranging between **42% and 60%**, demonstrating a sustained commitment to shareholder returns while preserving financial flexibility.

The **FY2025 dividend of QAR 13.1 million was paid during H1 2026**. Following the distribution, the Group maintained **QAR 54.7 million in cash and bank balances and a positive net cash position of QAR 42.8 million as at 30 June 2026**, supporting ongoing operations and future growth.

03

Major Outlook & Strategy / Ongoing Projects

03. PROJECT PORTFOLIO & REVENUE MIX

MAJOR ONGOING PROJECTS — AS AT 30 JUNE 2026

	TOTAL CONTRACT VALUE (QARm)	PERCENTAGE OF COMPLETION	REMAINING REVENUE TO BE RECOGNIZED (BACKLOG)
Total Contract Value of Ongoing Projects	1136.88	75.07%	283.44

H1 2026 REVENUE BY BUSINESS STREAM

AV	ELV	Hospitality	Lighting	Support	IT Solutions
QAR 37 million 28%	QAR 45.5 million 34.6%	QAR 13.6 million 10.3%	QAR 9.7 million 7.4%	QAR 24.4 million 18.4%	QAR 1.8 million 1.4%

04 Appendix

04. APPENDIX

INCOME STATEMENT

QAR'000	H1 2025	H1 2026
Revenue	103,034	132,321
Cost of sales	-69,435	-101,826
Gross profit	**33,599**	**30,496**
Other income	2,062	3,281
G&A expenses	-25,413	-26,709
Rev.Impairment of trade receivables	315	3,883
Selling & distribution expenses	-612	-943
Listing expenses	0	0
EBIT	**9,951**	**10,008**
Finance cost	-167	-488
Income tax	-	-
Net profit	**9,784**	**9,520**
Earning per share (QAR / share)	0.12	0.11
No. of shares	84,500	84,500

SUMMARIZED STATEMENT OF FINANCIAL POSITION

QAR'000	H1 2025	H1 2026
Non-current assets	9,838	13,511
Current assets	222,174	256,741
Total assets	**232,013**	**270,252**
Share capital & legal reserves	91,463	94,063
Retained earning	29,406	39,709
Non-controlling interest	-34	-50
Total equity	**120,835**	**133,722**
Non-current liabilities	10,505	10,281
Current liabilities	100,672	126,249
Total liabilities	**111,177**	**136,530**
Total equity and liabilities	**232,013**	**270,252**

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Thank You

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