



Earnings Flash Note

Dlala Brokerage and Investment Holding Company

3Q 2024/9M 2024

Dlala Brokerage and Investment Holding Company (DBIS)

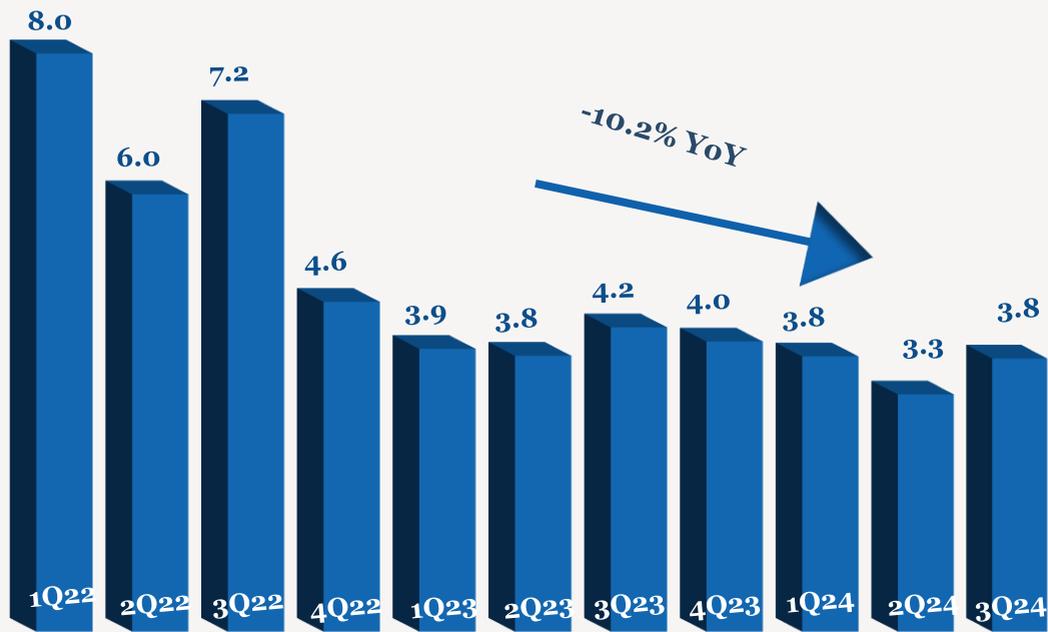
- > Net profit came to QR3.8mn (Vs. Loss of QR1.7mn in 3Q2023) in 3Q2024 as against the net profit of QR0.4mn in 2Q2024 primarily due to a higher fair value gains on investment securities of QR3.5mn in 3Q2024. For 9M2024, net loss came at QR0.7mn as against the loss of QR4.6mn in 9M2023.
- > **Brokerage Commission Income decreased by 10.2% YoY (+15.1% QoQ) to QR3.8mn in 3Q2024.** For 9M2024, brokerage commission income was down 9.0% YoY to QR10.9mn.
- > **Gross profit decreased by 7.2% YoY to QR2.2mn (+24.8% QoQ) while the corresponding margin declined by 1.9ppts YoY to 58.6% in 3Q2024.** For 9M2024 gross profit was down 16.8% to QR6.0mn.
- > **For 3Q2024, EPS came at QR0.020 vs. Loss Per Share of QR0.009 in 3Q2023.** For 9M2024, Loss per share was 0.004 vs 0.024 in 9M2023.
- > As of 22nd October 2024, the stock has decreased 6.6% YTD, Underperforming the QSE Index, which was down by 2.3% YTD.

3Q/9M 2024 Earnings Performance

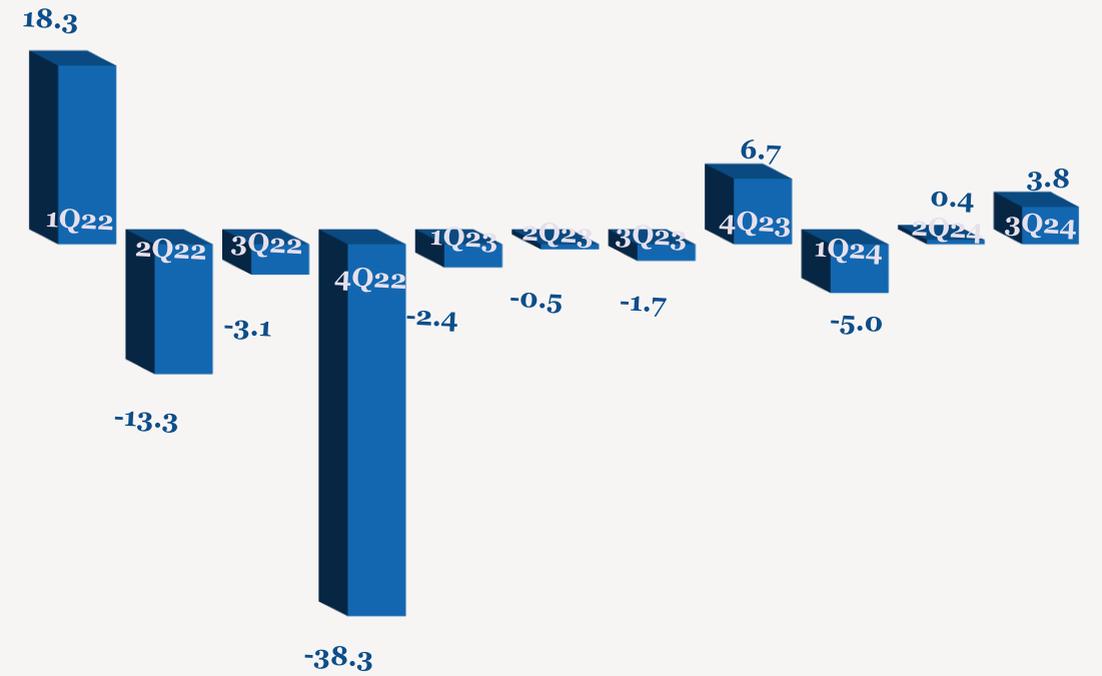
	3Q2024	3Q2023	YoY	2Q2024	QoQ	9M2024	9M2023	YoY
Brokerage Commission Income	3.8	4.2	-10.2%	3.3	15.1%	10.9	11.9	-9.0%
Gross Profit	2.2	2.4	-7.2%	1.8	24.8%	6.0	7.2	-16.8%
Gross Margin %	58.6%	56.7%		54.0%		54.9%	60.1%	
Net operating income	9.0	3.9	129.6%	4.9	86.4%	14.3	14.2	1.2%
Net Profit to Equity	3.8	-1.7	NM	0.4	771.8%	-0.7	-4.6	-84.3%
Net Margin %	101.3%	-40.5%		13.4%		-6.6%	-38.5%	
EPS (QR)	0.020	-0.009	NM	0.002	771.8%	-0.004	-0.024	-84.3%

Note: Values are expressed in QR'mn unless explicitly stated

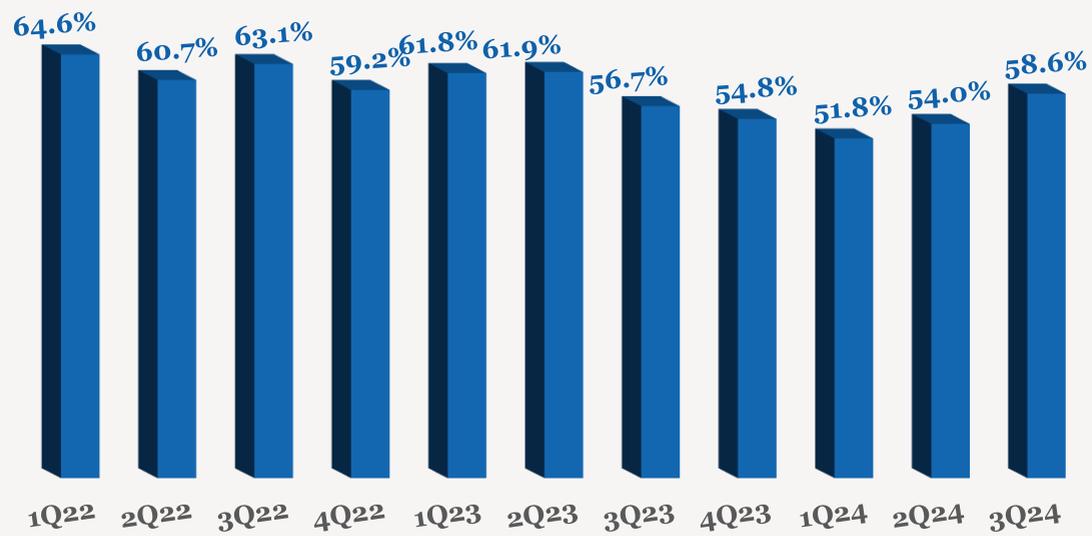
Quarterly Brokerage Commission Income Trend (QRmn)



Quarterly Earnings Trend (QRmn)

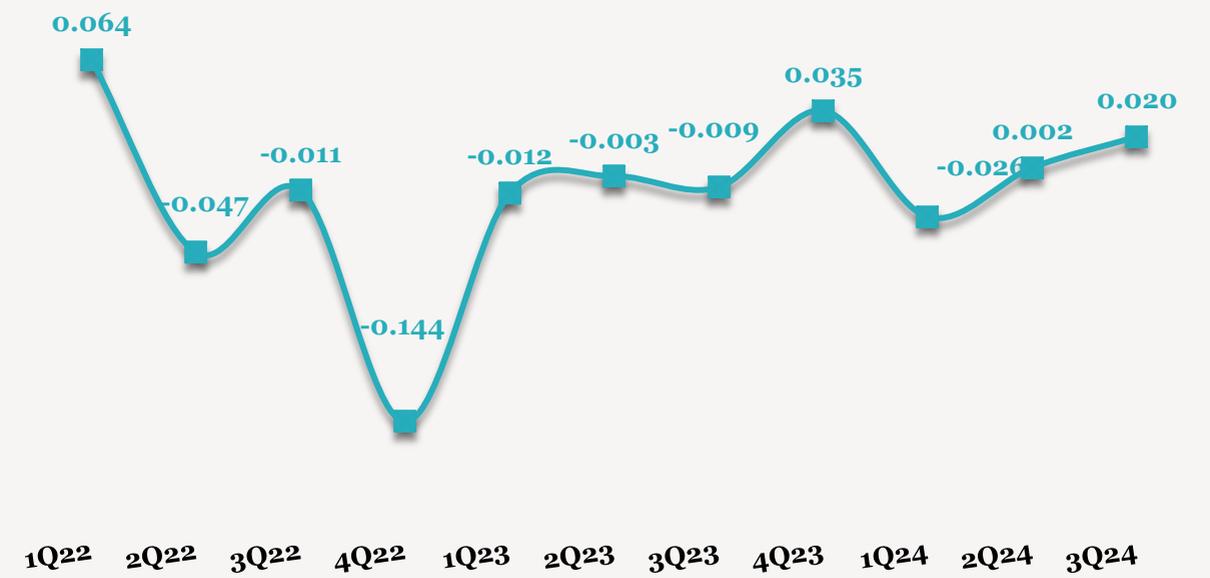


Quarterly Margin Trend



■ Gross Margin (%)

EPS (QR) Trend



—■ EPS

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