



Earnings Flash Note
Dlala Brokerage and Investment Holding Company
4Q 2023 / FY 2023



Dlala Brokerage and Investment Holding Company (DBIS)

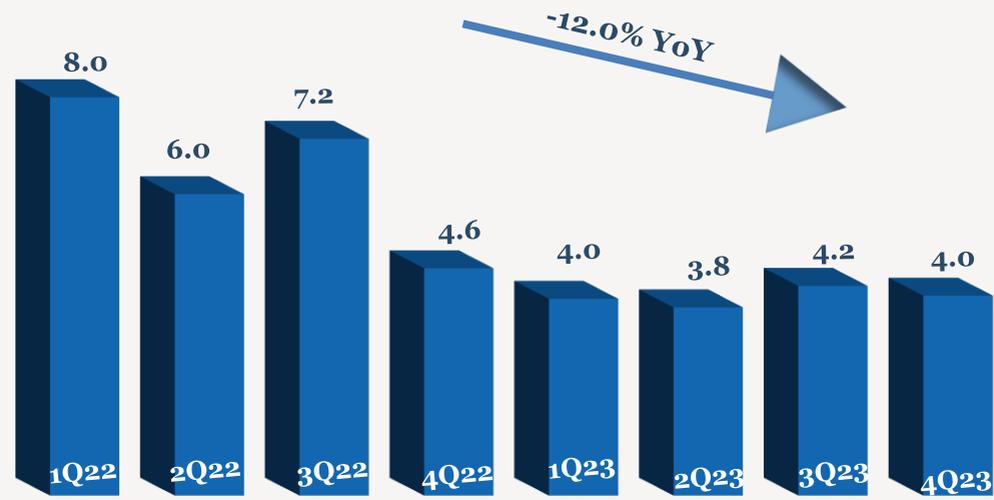
- > Net profit came to QR6.7mn in 4Q2023 compared to net loss of QR38.3mn in 4Q2022 driven by lower provision for legal cases of QR 2.0mn (vs QR 20.9mn in 4Q2022). For FY2023, net profit came to QR2.1mn vs net loss of QR36.4mn in FY2022.
- > Brokerage Commission Income decreased by 12.0% YoY (-4.7% QoQ) to QR4.0mn in 4Q2023 while for FY2023, it dropped by 38.0% YoY to QR16.0mn.
- > Gross profit decreased by 18.5% YoY to QR2.2mn (-7.9% QoQ) while the corresponding margin declined by 4.4ppts YoY (-1.9ppts QoQ) to 54.8% in 4Q2023. For FY2023, gross profit fell by 41.6% to QR9.4mn.
- > For 4Q2023, net operating income was QR10.7mn (vs net operating loss of QR5.4mn in 4Q2022). For FY2023, it rose 4.0% to QR24.8mn.
- > For 4Q2023, EPS came in at QR0.035 vs loss per share of 0.144 in 4Q2022 while for FY2023, EPS was QR0.011 vs loss per share of QR0.137 in FY2022.
- > As of 28th Feb 2024, the stock has increased 0.5% YTD, outperforming the QSE index, which was down by 3.1% YTD.
- > The Board of Directors recommended retaining the earnings.

4Q/FY 2023 Earnings Performance

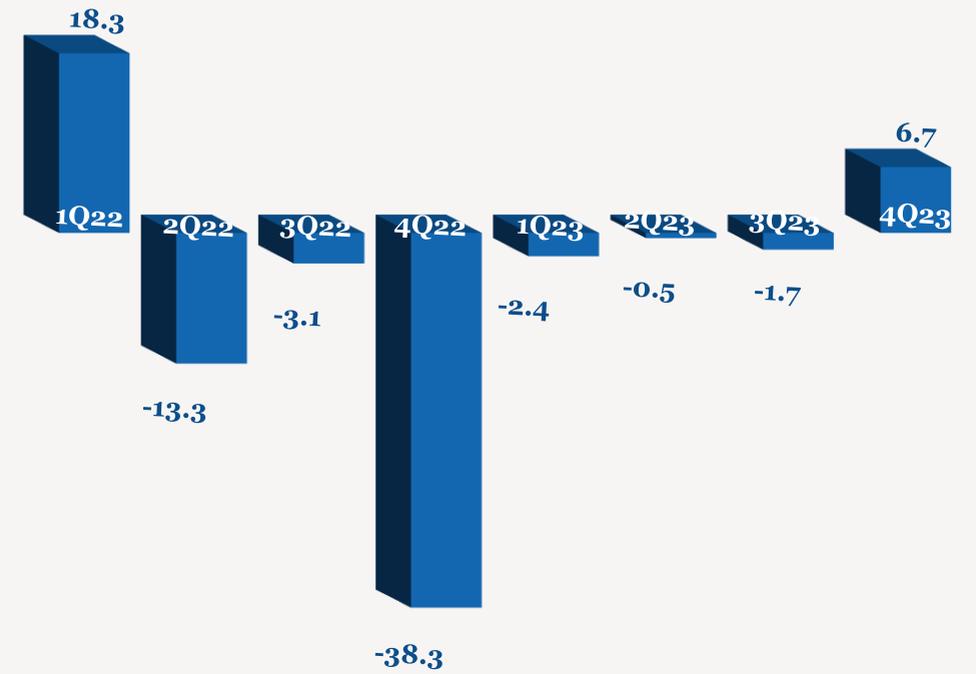
	4Q2023	4Q2022	YoY	3Q2023	QoQ	FY2023	FY2022	YoY
Brokerage Commission Income	4.0	4.6	-12.0%	4.2	-4.7%	16.0	25.8	-38.0%
Gross Profit	2.2	2.7	-18.5%	2.4	-7.9%	9.4	16.0	-41.6%
Gross Margin %	54.8%	59.2%		56.7%		58.7%	62.3%	
Net operating income	10.7	-5.4	NM	3.9	170.6%	24.8	23.9	4.0%
Net Profit to Equity	6.7	-38.3	NM	-1.7	NM	2.1	-36.4	NM
Net Margin %	167.0%	NM		NM		13.2%	NM	
EPS (QR)	0.035	-0.144	NM	-0.009	NM	0.011	-0.137	NM

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

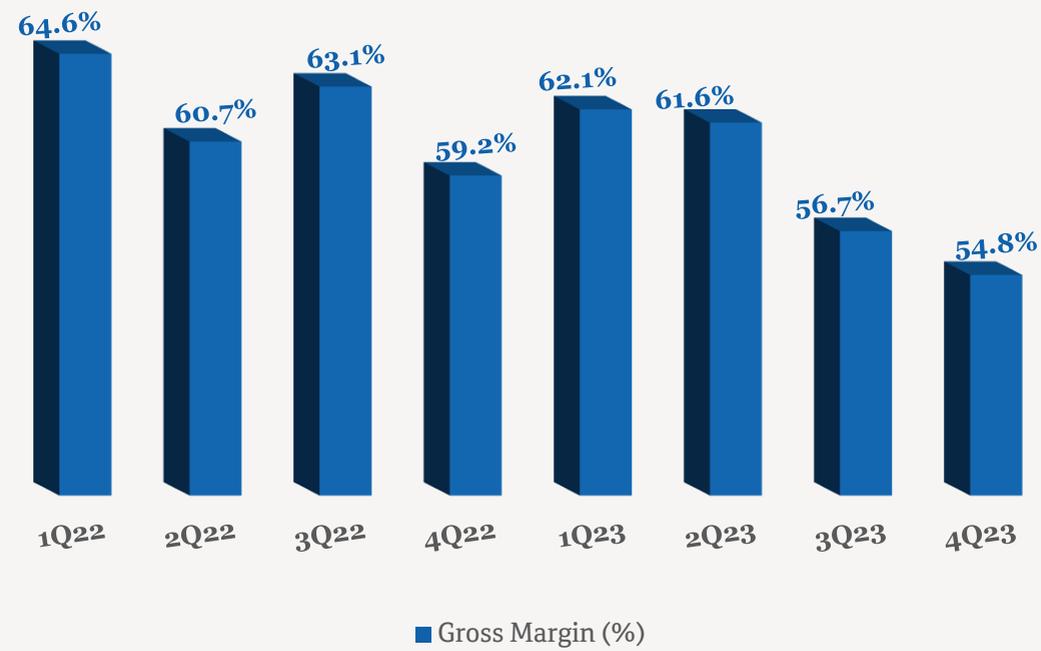
Quarterly Brokerage Commission Income Trend (QRmn)



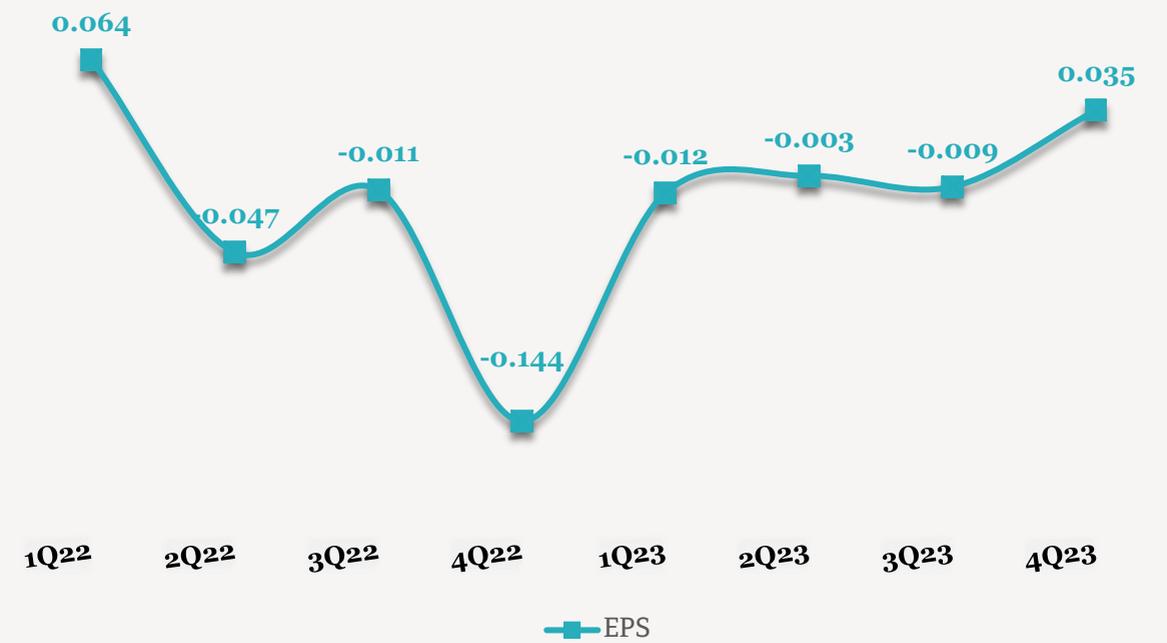
Quarterly Earnings Trend (QRmn)



Quarterly Margin Trend



EPS (QR) Trend



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