



Earnings Flash Note  
Dlala Brokerage and Investment  
Holding Co  
3Q2023 / 9M2023



## Dlala Brokerage and Investment Holding Co (DBIS)

- > **Net loss narrowed to QR1.5mn in 3Q2023 compared to net loss of QR3.1mn in 3Q2022** aided by lower general and administration expenses (-56.6% YoY, -9.4% QoQ). For 9M2023, net loss came at QR4.6mn vs net profit of QR1.9mn in 9M2022.
- > **Net Brokerage Commission Income decreased by 41.0% YoY (+10.9% QoQ)** to QR4.3mn in 3Q2023 while for 9M2023, it dropped by 44.2% YoY to QR12.1mn.
- > **Gross profit decreased by 46.8% YoY to QR2.4mn (+2.1% QoQ) while the corresponding margin declined by 6.2ppts YoY (-4.9ppts QoQ) to 57.3% in 3Q2023.**
- > **Net operating income was down by 59.5% YoY to QR3.9mn (-28.4% QoQ) due** to lower gain on sale of investment securities as well as lower net fair value gain on investment securities.
- > **For 3Q2023, EPS was at -QR0.008 vs -0.011 in 3Q2022 while for 9M2023, EPS was -QR0.024 vs QR0.007 in 9M2022.**

> **As of 24<sup>th</sup> Oct 2023, the stock has increased 16.7% YTD, outperforming the QSE index, which was down by 11.1% YTD.**

### 3Q2023 Earnings Performance

	3Q2023	3Q2022	YoY	2Q2023	QoQ
Brokerage Commission Income	4.3	7.2	-41.0%	3.8	10.9%
Gross Profit	2.4	4.6	-46.8%	2.4	2.1%
Gross Margin %	57.3%	63.5%		62.2%	
Net operating income	3.9	9.7	-59.5%	5.5	-28.4%
Net Profit to Equity	-1.5	-3.1	NM	-0.5	NM
Net Margin %	NM	NM		-13.6%	
EPS (QR)	-0.008	-0.011	NM	-0.003	NM

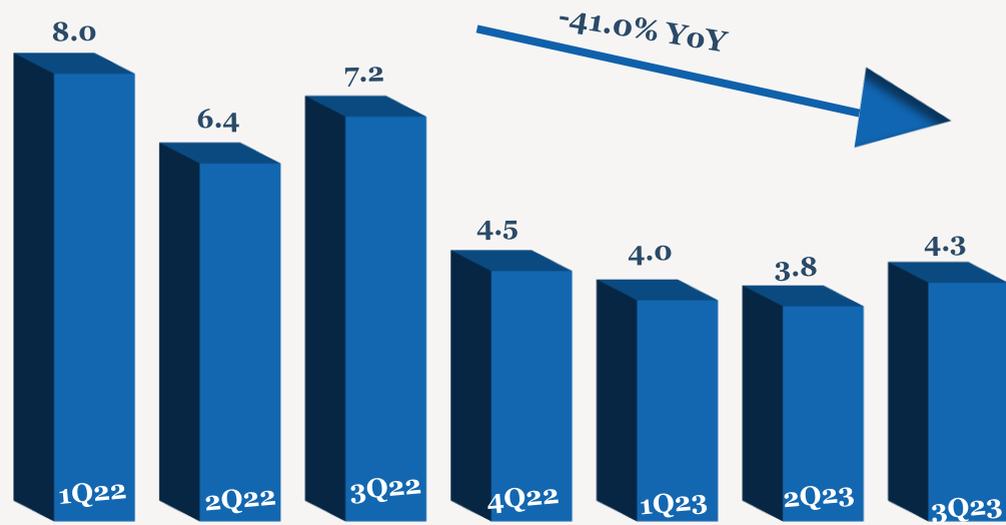
Note: Values are expressed in QR'mn unless explicitly stated

### 9M2023 Earnings Performance

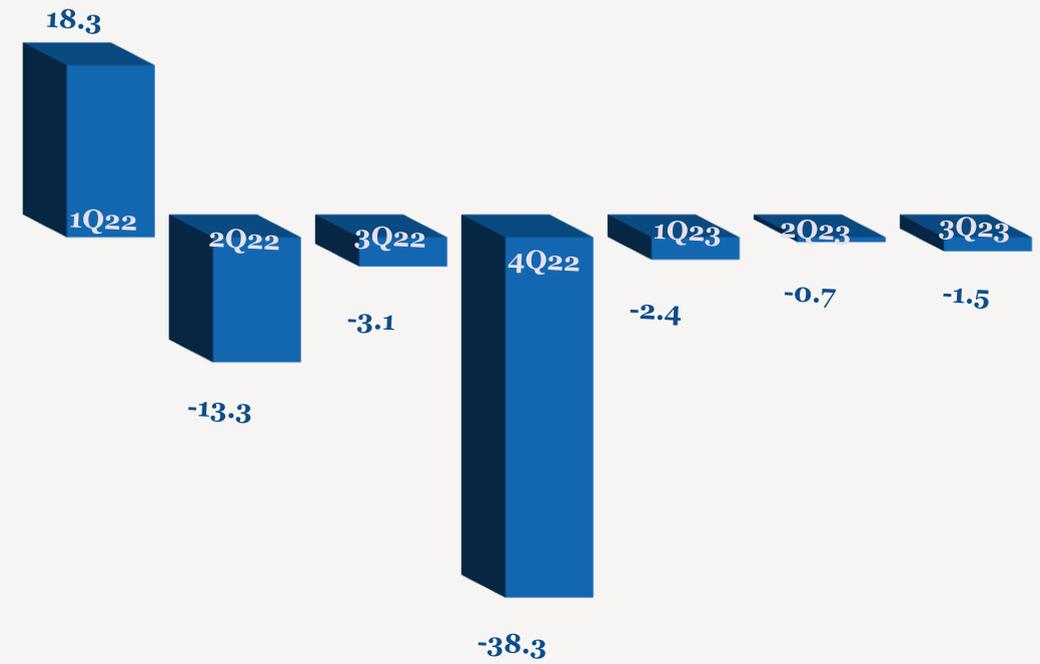
	9M2023	9M2022	YoY
Brokerage Commission Income	12.1	21.6	-44.2%
Gross Profit	7.3	13.8	-47.0%
Gross Margin %	60.4%	63.7%	
Net operating income	14.2	29.2	-51.6%
Net Profit to Equity	-4.6	1.9	NM
Net Margin %	N/M	12.2%	
EPS (QR)	-0.024	0.007	NM

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

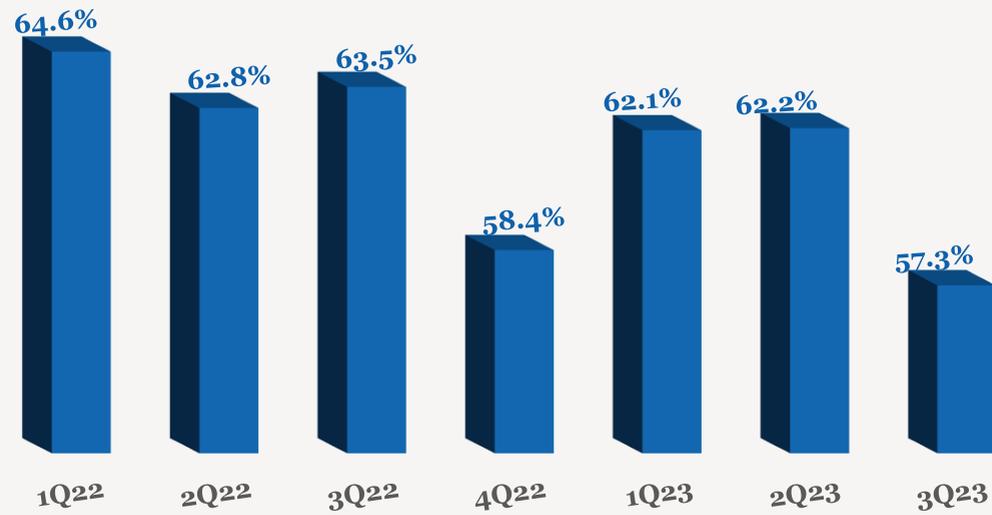
Quarterly Brokerage Commission Income Trend (QRmn)



Quarterly Earnings Trend (QRmn)

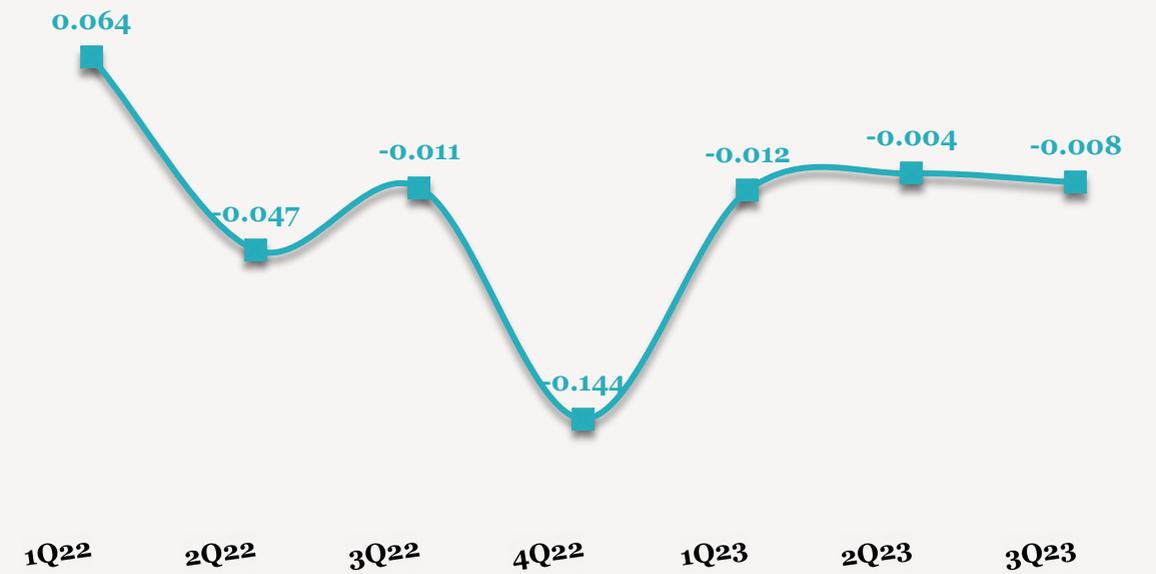


Quarterly Margins Trend



■ Gross Margin (%)

EPS (QR) Trend



■ EPS

## Contacts

QNB Financial Services Co. W.L.L.  
Contact Center: (+974)4476 6666  
[info@qnbfs.com.qa](mailto:info@qnbfs.com.qa)  
Doha, Qatar

Saugata Sarkar, CFA, CAIA Head  
of Research  
[saugata.sarkar@qnbfs.com.qa](mailto:saugata.sarkar@qnbfs.com.qa)

Shahan Keushgerian Senior  
Research Analyst  
[shahan.keushgerian@qnbfs.com.qa](mailto:shahan.keushgerian@qnbfs.com.qa)

Phibion Makuwerere, CFA  
Senior Research Analyst  
[phibion.makuwerere@qnbfs.com.qa](mailto:phibion.makuwerere@qnbfs.com.qa)

Roy Thomas  
Senior Research Analyst  
[roy.thomas@qnbfs.com.qa](mailto:roy.thomas@qnbfs.com.qa)

Dana Saif Al Sowaidi  
Research Analyst  
[dana.alsowaidi@qnbfs.com.qa](mailto:dana.alsowaidi@qnbfs.com.qa)

Disclaimer and Copyright Notice: This publication has been prepared by QNB Financial Services Co. W.L.L. ("QNBFS") a wholly-owned subsidiary of Qatar National Bank (Q.P.S.C.). QNBFS is regulated by the Qatar Financial Markets Authority and the Qatar Exchange. Qatar National Bank (Q.P.S.C.) is regulated by the Qatar Central Bank. This publication expresses the views and opinions of QNBFS at a given time only. It is not an offer, promotion or recommendation to buy or sell securities or other investments, nor is it intended to constitute legal, tax, accounting, or financial advice. QNBFS accepts no liability whatsoever for any direct or indirect losses arising from use of this report. Any investment decision should depend on the individual circumstances of the investor and be based on specifically engaged investment advice. We therefore strongly advise potential investors to seek independent professional advice before making any investment decision. Although the information in this report has been obtained from sources that QNBFS believes to be reliable, we have not independently verified such information and it may not be accurate or complete. QNBFS does not make any representations or warranties as to the accuracy and completeness of the information it may contain, and declines any liability in that respect. For reports dealing with Technical Analysis, expressed opinions and/or recommendations may be different or contrary to the opinions/recommendations of QNBFS Fundamental Research as a result of depending solely on the historical technical data (price and volume). QNBFS reserves the right to amend the views and opinions expressed in this publication at any time. It may also express viewpoints or make investment decisions that differ significantly from, or even contradict, the views and opinions included in this report. This report may not be reproduced in whole or in part without permission from QNBFS.

*COPYRIGHT: No part of this document may be reproduced without the explicit written permission of QNBFS.*