

Earnings Flash Note  
National Leasing  
4Q 2023 / FY 2023





## National Leasing (NLCS)

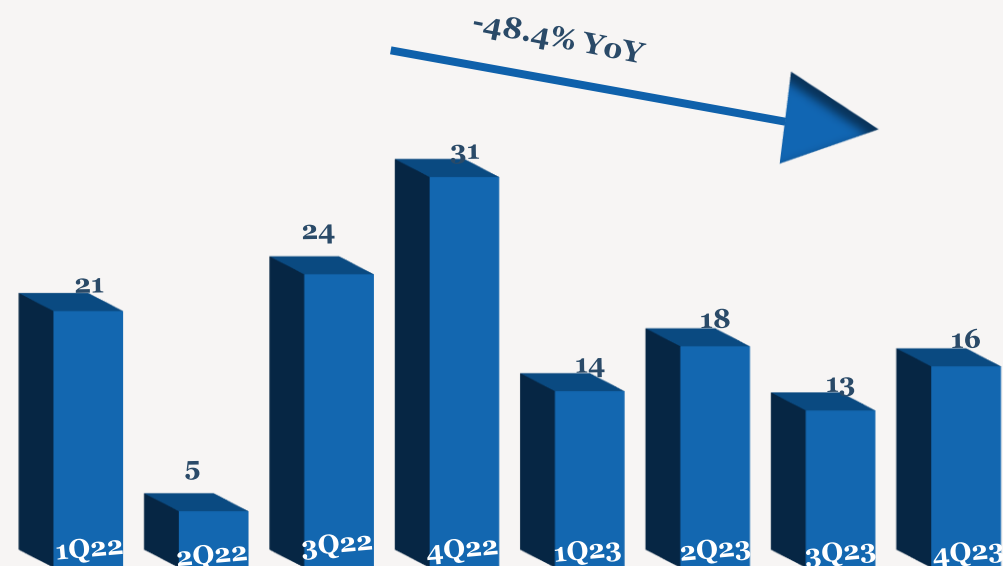
- > NLCS 4Q2023 net profit rose 28.4% YoY to reach QR3.6mn (+10.8% QoQ) as the revenue from core business rose 23.4% YoY. For FY2023, net profit decreased by 19.4% YoY to QR15.4mn.
- > Gross profit was down by 56.5% YoY (+46.8% QoQ) to QR11.9mn while the corresponding margin contracted by 13.7ppts YoY to 73.4% in 4Q2023.
- > Operating profit jumped by 135.7% YoY to QR15.2mn in 4Q2023 and the margin improved to 93.9% compared to 20.6% in 4Q2022. For FY2023, operating profit was down 18.5% YoY to QR16.1mn.
- > For 4Q2023, EPS came at QR0.007 vs. QR0.006 in 4Q2022 while for FY2023, EPS was QR0.031 vs QR0.039 in FY2022.
- > As of 24th Jan 2024, the stock has gained 8.9% YTD, outperforming the QSE index, which is down by 4.2% YTD.
- > The stock is currently trading at a TTM P/E multiple of 25.7x.
- > The Board announced a DPS of QR0.03 for 2023 which translates into a yield of 3.8%.

### 4Q/FY 2023 Earnings Performance

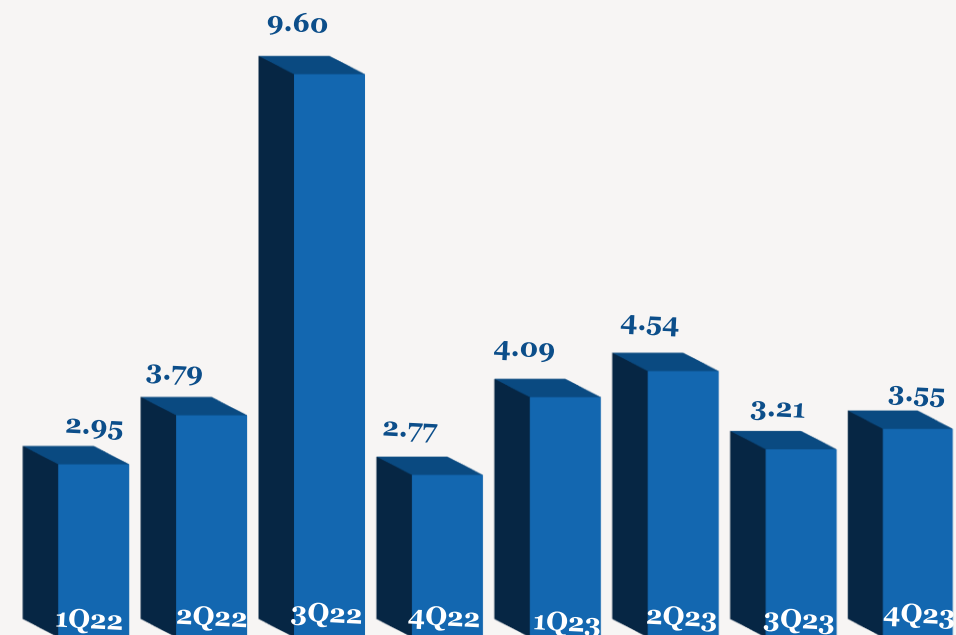
	4Q2023	4Q2022	YoY	3Q2023	QoQ	FY2023	FY2022	YoY
Revenue	16.18	31.37	-48.4%	12.65	28.0%	60.81	80.10	-24.1%
Gross Profit	11.88	27.31	-56.5%	8.09	46.8%	41.39	63.32	-34.6%
Gross Margin %	73.4%	87.1%		64.0%		68.1%	79.1%	
Operating Profit	15.20	6.45	135.7%	-0.36	NM	16.06	19.71	-18.5%
Operating Margin %	93.9%	20.6%		-2.9%		26.4%	24.6%	
Net Profit to Equity	3.55	2.77	28.4%	3.21	10.8%	15.40	19.11	-19.4%
Net Margin %	22.0%	8.8%		25.4%		25.3%	23.9%	
EPS (QR)	0.007	0.006	28.4%	0.006	10.8%	0.031	0.039	-19.4%

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

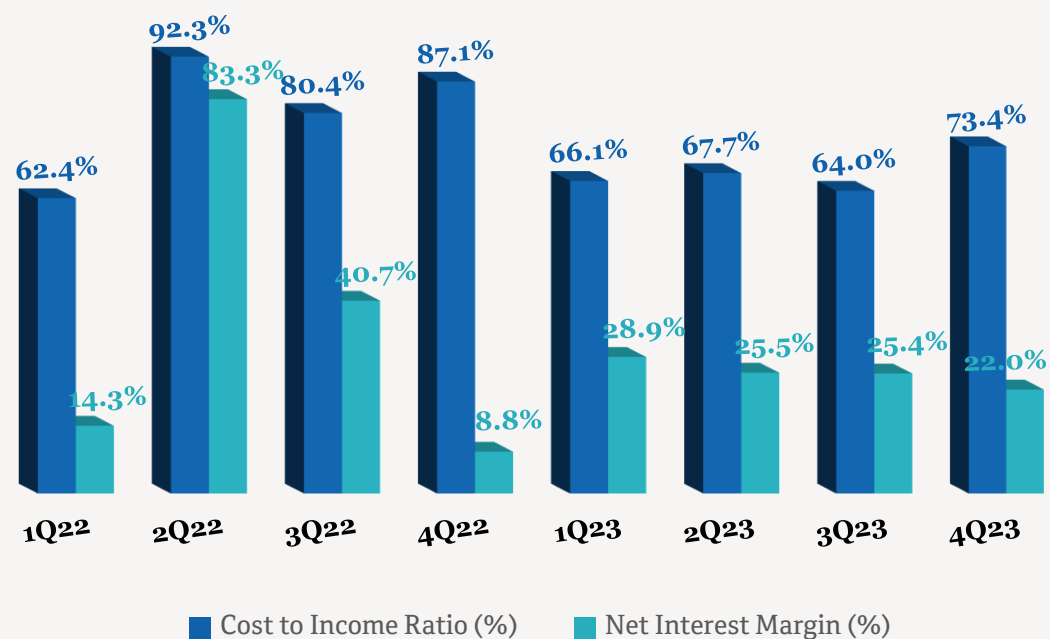
### Quarterly Sales Trend (QRmn)



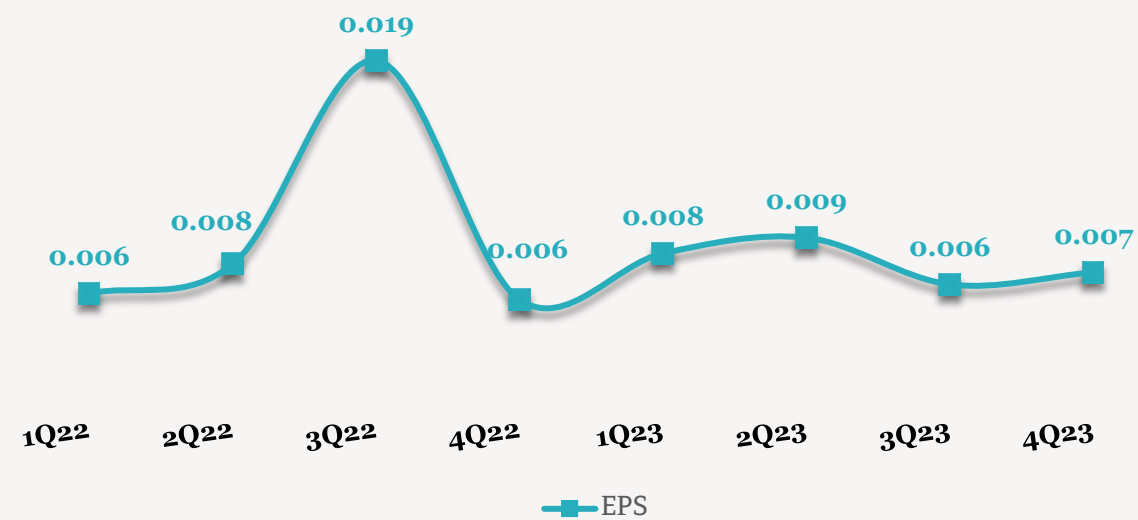
### Quarterly Earnings Trend (QRmn)



### Quarterly Margin Trend



### EPS (QR) Trend



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