



Earnings Flash Note  
United Development Company  
2Q 2024/6M 2024



## United Development Company (UDCD)

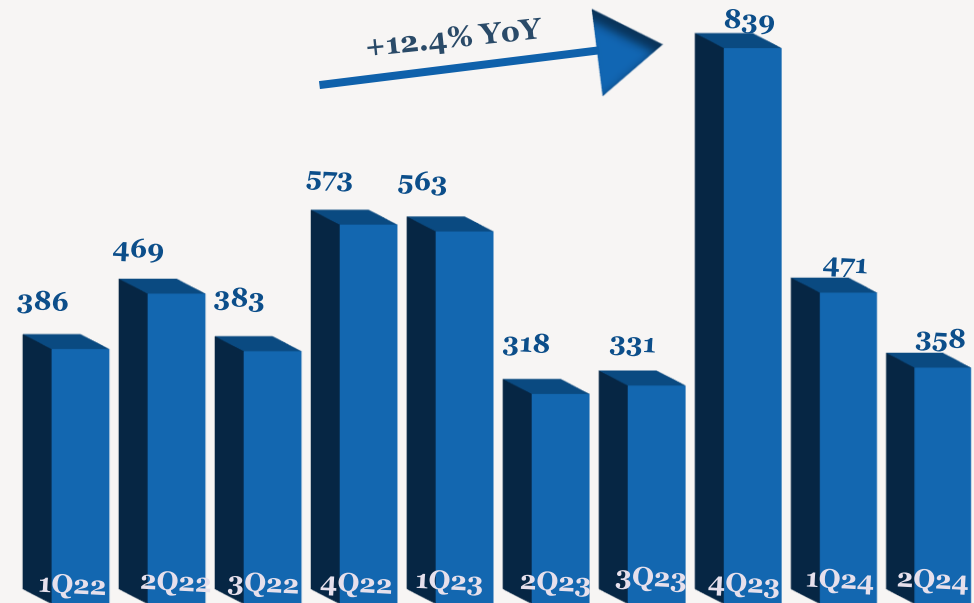
- > Net profit decreased by 26.9% YoY to QR73mn (+0.5% QoQ) in 2Q2024 primarily due to lower other operating income. For 6M2024, net profit was down 22.5% YoY to QR145mn.
- > Revenue increased by 12.4% YoY (-24.0% QoQ) to QR358mn in 2Q2024. For 6M2024, revenue was down 6.0% YoY to QR829mn
- > Gross profit increased by 40.8% YoY to QR144mn (-15.7% QoQ) while the corresponding margin increased by 8.1ppts YoY to 40.2% in 2Q2024. For 6M2024, gross profit was up by 5.4% YoY to QR314mn.
- > Operating profit was down 42.2% YoY (+7.3% QoQ) to QR124mn in 2Q2024 while the corresponding margin decreased by 32.6ppts YoY to 34.6% in 2Q2024. For 6M2024, operating profit came in at QR239mn (-30.0% YoY).
- > For 2Q2024, EPS came at QR0.021 vs. QR0.028 in 2Q2023. For 6M2024, EPS was 0.041 vs. 0.053 in 6M2023.
- > As of 24th July 2024, the stock has increased 6.7% YTD, outperforming the QSE index, which was down by 6.4% YTD.
- > The stock is currently trading at a TTM P/E multiple of 11.2x.

### 2Q/6M 2024 Earnings Performance

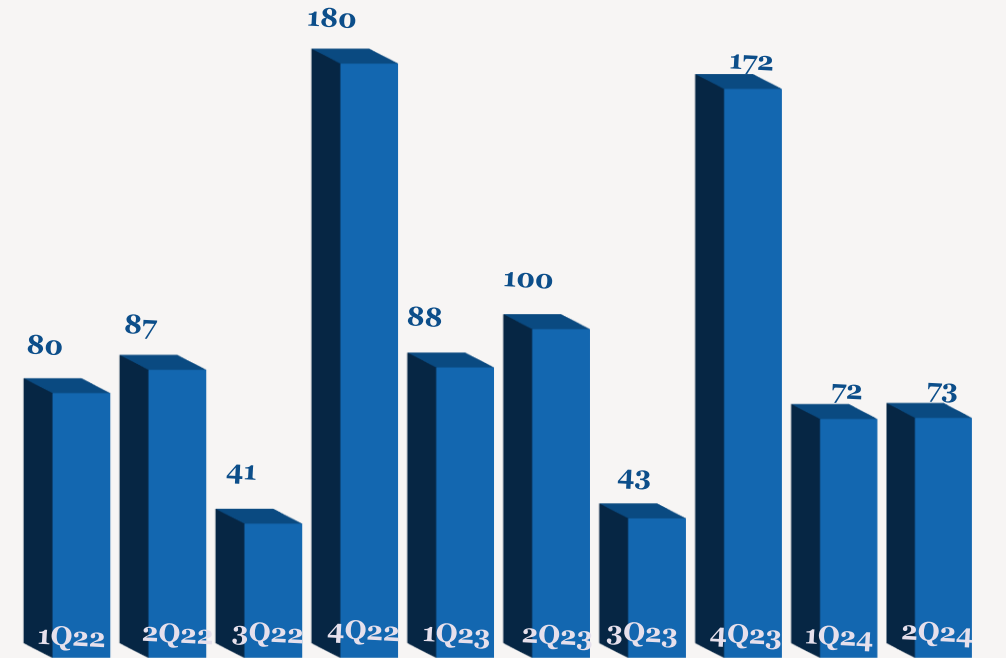
	2Q2024	2Q2023	YoY	1Q2024	QoQ	6M2024	6M2023	YoY
Sales	358	318	12.4%	471	-24.0%	829	881	-6.0%
Gross Profit	144	102	40.8%	170	-15.7%	314	298	5.4%
Gross Margin %	40.2%	32.1%		36.2%		37.9%	33.8%	
Operating Profit	124	214	-42.2%	115	7.3%	239	342	-30.0%
Operating Margin %	34.6%	67.2%		24.5%		28.9%	38.8%	
Net Profit to Equity	73	100	-26.9%	72	0.5%	145	188	-22.5%
Net Margin %	20.4%	31.3%		15.4%		17.5%	21.3%	
EPS (QR)	0.021	0.028	-26.9%	0.020	0.5%	0.041	0.053	-22.5%

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

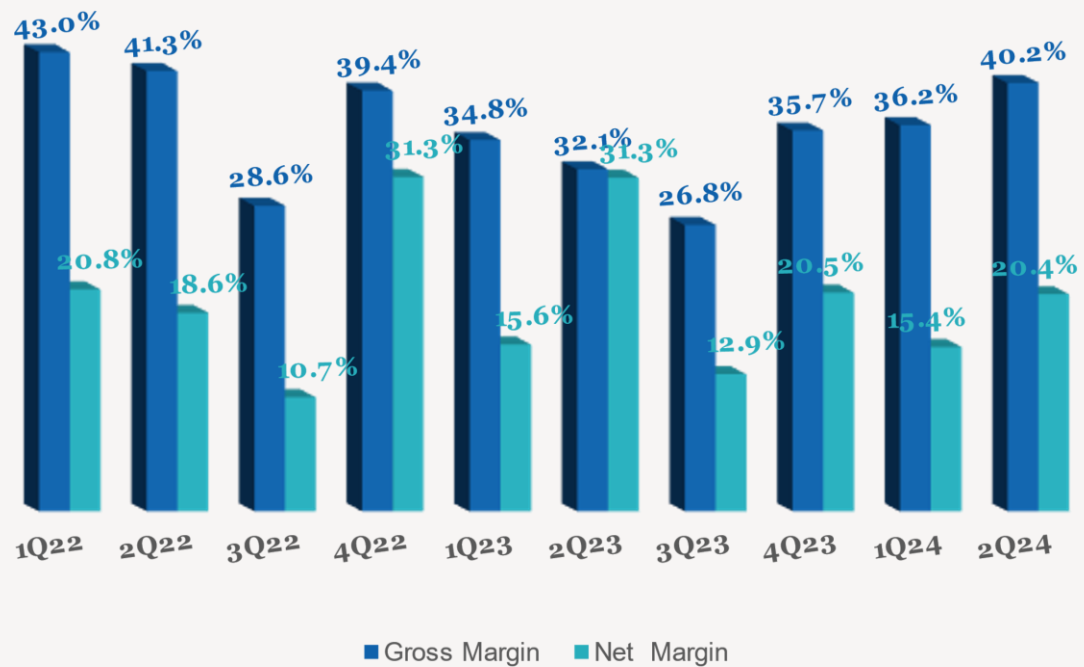
### Quarterly Sales Trend (QRmn)



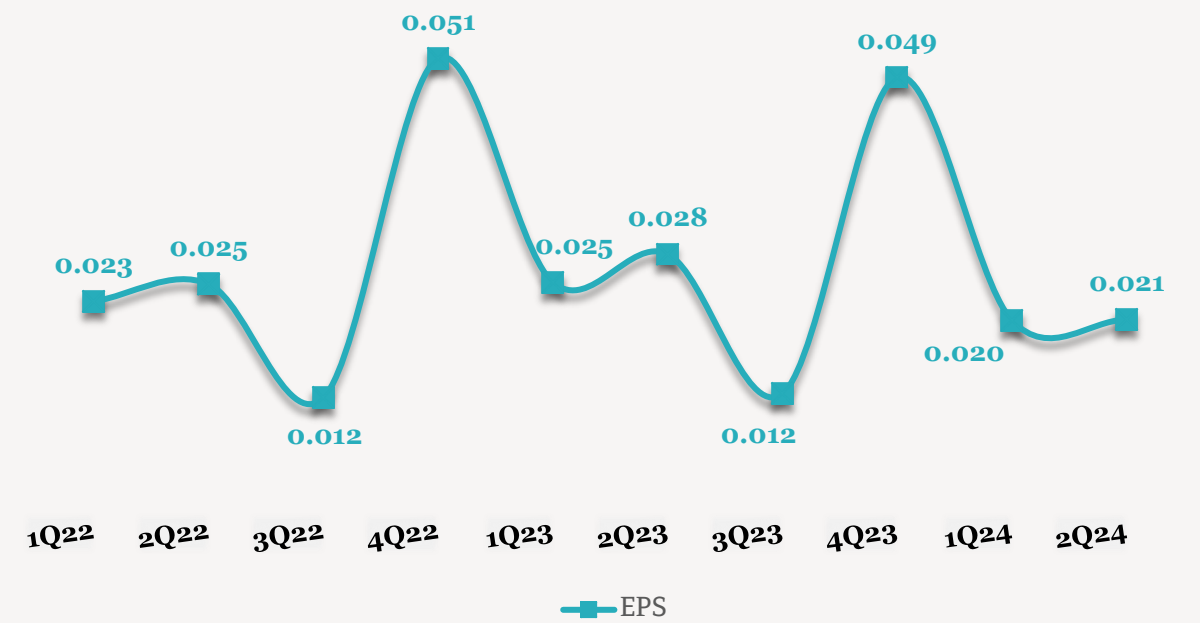
### Quarterly Earnings Trend (QRmn)



### Quarterly Margin Trend



### EPS (QR) Trend





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