

Company: QNB Financial Services Co. WLL Event
Conference Title: Qatar German Medical Devices Co. (QGMD) Q4 2021 Results conference call
Moderator: Feras Al-Sarraj
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Operator: Good day, and welcome to the Qatar German Medical Devices Company Q4 2021 Results conference call. Today's call is being recorded. At this time, I would like to turn the conference over to Mr. Abdullah Dhamesh, the Finance Manager. Please go ahead, sir.

Abdullah Dhamesh: Thank you. Thank you, sirs. Bismillah al-Rahman. Greetings from Qatar Germany for Medical Devices. And we are hoping that all people keeping well and safe as well. And now we are into closing our Q4 financial results with our investors for 2021. We are very happy and we are very glad to announce that this year's QGMD hit the record in the numbers and we reach to QAR40.5 million in revenue. And this indication that our new management, our new board put the plan and which has come with the fruit for the company and for the shareholders as well. We are talking about increasement - increasing in the revenue around 65% from the same period in 2020 from QAR24 million to QAR40.5 million, which is a big jump to Qatar Germany. And we are looking for the future to increase more and more, Inshallah, with our goals put in from our new management.

And also between your hands, you can see that our gross profit. This is also a recall to QGMD has been jumping from QAR6.2 to QAR10.8 million, around QAR11 million, with 75% increase in the GB gross profit for 2021. And we are happy with this figures in spite of all the challenge that we are facing and we faced already in 2021, which is internally all globally. Globally, we will knows the limitations and the challenge for COVID-19, and what's the impact for all the companies especially in supply chain providing the share of the logistic which we have faced in the first quarter. And we put all this one in our mind to solve it, and we success during the quarter two and three to able to adjust all these gaps in logistic.

And also we are into the figures that even the EBI, which is means the earnings before interest including the depreciation, we are increasing from QAR3.7 million to QAR5.9 million, which is around 58% increasing. Also, yes, we have a challenge in some area in our financial, especially with the finance cost and the depreciation. And this one too, and to our management for a top level to solve and to make this challenge is like a good benefit for the companies. So ending, we reach to the increasing in the net profit into percent of around 35% to 34% increasing in the net profit from QAR884,000 to QAR1,180,000, which is reflecting in the positive way in the basic [inaudible]. Profit build share around 25% increasing in that one from 0.008 to 0.010. And to this, all this achievement, this enhancement in all figures, it's about plan and goals which we already achieve that area.

Also, I would like just to highlight also about the enhancement in our cash flow, free cashflow. We're seeing from QAR3 million to QAR5 million free cashflow which is indicate that our forecasting for the cashflow true, and we have the goals achieved here. This is from our side and we are willing to have the question as well. Thank you.

Operator: Speaker, should we begin the Q&A?

Bobby Sarkar: Operator, let's open up questions please.

Operator: Sure, speaker. Thank you very much. Ladies and gentlemen, if you'd like to ask a question, please signal by pressing star one on the telephone keypad. If you're using a speakerphone, please make sure your mute function is turned off to allow your signal to reach our equipment. Again, you may press star one to ask a question. We'll pause for short moment to allow everyone an opportunity to signal for a question. Speakers, we don't have any questions in line. For now, I'll hand the call over back to you.

Bobby Sarkar: Hi, this is Bobby Sarkar from QNBFS. If we have no questions, I would like to thank QGMD management for taking the time to explain to us their results, and we will pick this up next quarter. Thank you very much.

Abdullah Dhamesh: Thank you. Thank you.

Bobby Sakar: Thank you, Mr. Dhamesh[?].