



Investors Relations Presentation

Qatari German Medical Devices

March 31, 2020

www.qgmd.com

Disclaimer



The following presentation is made only to, and is directed only at, persons to whom such a presentation may lawfully be communicated (“relevant persons”). Any person who is not a relevant person should not act or rely on this presentation or any of its contents.

This presentation contains forward-looking statements that are subject to risks and uncertainties, including statements about QGMD’s beliefs and expectations.

These forward-looking statements are based on assumptions that QGMD has made in light of its experience in the industry in which it operates, as well as its perceptions of historical trends, current conditions, expected future developments and other factors which QGMD believes are appropriate under the circumstances.

Prospective investors should understand that these statements are not guarantees of future performance or results.

Due to these factors, QGMD cautions that prospective investors should not place undue reliance on any forward-looking statements. Further, any forward-looking statement speaks only as of the date on which it is made.

New risks and uncertainties arise from time-to-time, and it is impossible to predict these events or how they may affect QGMD.

Peace of mind for healthcare professionals



Agenda

- Company Overview

QGMD Production facilities & Machineries

Recognition & Quality Assurance at QGMD

- What we do?

- QGMD News

- Sales Figures

- Financial Highlights

Statement of Comprehensive Income

Company Overview



- QG Medical Devices is one of the leading manufacturers of Medical Devices in the Middle East and the only Manufacturing Company producing syringes and IV cannulas in Qatar. Headquartered in Doha, Qatar.
- QG Medical Devices Co. was established in the year 2000, with collaboration of a German Company to produce high quality medical devices in Qatar; utilizing best of breed technology and machines.
- QG Medical Devices is a Public Listed Company in Qatar Stock Exchange. Top Governmental Organizations are the major Share Holders.



QGMD Production Facilities & Machineries

QG Medical Devices is equipped with state of art production facility designed by reputable innovative technology providers from Germany, Switzerland and Italy.



Recognitions & Quality Accreditation

**Russian Certificate
PCT for product
registration**



ISO 9001:2015



**ISO 13485:2016
EN ISO 13485:2016**



**ISO 13485:2016
EN ISO 13485:2016**



Quality in Focus



QUALITY CONTROL



**QUALITY
MANAGEMENT
SYSTEM**



Certification and Accreditation



Certified to
ISO 9001 : 2015



Certified to
ISO 13485 : 2016

CE
1639

Medical Device Directive (MDD)
93/42/EEC
as amended by 2007/42/EC

On-Going to



World Health Organization Accreditation for Q SAFE Re-Use Prevention Syringes



PERFORMANCE QUALITY SAFETY



E013: Hypodermic syringes with reuse prevention feature

PQS code: E013/087

Description: RUP syringe 2ml

Manufacturer's reference: Q-Safe® 2-3ml

Manufactured in: Qatar

Company: Qatari German Company for Medical Devices

Address: P.O.Box 22556 ABU HAMOUR
DOHA, STATE OF QATAR

Telephone: +974 44581201

Email: sales@qgmd.com

Web address: www.qgmd.com

Specifications

| | | | |
|------------------------------|---|--------------------------------|--------------------|
| Graduations: | 0.1ml | Needle size: | 23G x 1" |
| Syringe material(s): | Polypropylene | Other needle options: | Yes |
| Number of components: | 3 pieces | Needle fixation: | Fixed |
| RUP mechanism: | Retraction of needle and plunger break | Primary packaging: | Paper blister pack |
| RUP location: | Upon completion of injection | CE mark: | Yes |
| RUP type: | Type I B | | |
| Pieces per carton: | 1000 | Volume per carton (m3): | 0.08m3 |
| Minimum order: | 100000 | Weight per carton (kg): | 4.2kg |
| Year base price: | 2013 | Incoterms: | EXW |
| Price per unit: | 0.087USD | | |
| Quality standard: | - ISO 9001 - ISO 13485 - | | |
| Comments: | 100 units per pack | | |
| Current PQS status: | pre-qualified; 25 Apr 2013 Valid until: May, 2020 | | |

Note: If Current PQS status is 'Suspended' or 'Withdrawn',



PERFORMANCE QUALITY SAFETY



E013: Hypodermic syringes with reuse prevention feature

PQS code: E013/088

Description: RUP syringe 5ml

Manufacturer's reference: Q-Safe® 5-6ml

Manufactured in: Qatar

Company: Qatari German Company for Medical Devices

Address: P.O.Box 22556 ABU HAMOUR
DOHA, STATE OF QATAR

Telephone: +974 44581201

Email: sales@qgmd.com

Web address: www.qgmd.com

Specifications

| | | | |
|------------------------------|---|--------------------------------|--------------------|
| Graduations: | 0.5ml | Needle size: | 23G x 1" |
| Syringe material(s): | Polypropylene | Other needle options: | Yes |
| Number of components: | 3 pieces | Needle fixation: | Fixed |
| RUP mechanism: | Needle retraction and plunger break | Primary packaging: | Paper blister pack |
| RUP location: | Upon completion of injection | CE mark: | Yes |
| RUP type: | Type I B | | |
| Pieces per carton: | 1000 | Volume per carton (m3): | 0.09m3 |
| Minimum order: | 100000 | Weight per carton (kg): | 6.5kg |
| Year base price: | 2013 | Incoterms: | EXW |
| Price per unit: | 0.080USD | | |
| Quality standard: | - ISO 9001 - ISO 13485 - | | |
| Comments: | | | |
| Current PQS status: | pre-qualified; 25 Apr 2013 Valid until: May, 2020 | | |

Note: If Current PQS status is 'Suspended' or 'Withdrawn',

What We Do?

QGMD is striving to become a leading medical devices manufacturer in the healthcare industry worldwide, as well as a strong partner in the medical trading and services industry; by continuing to introduce innovative and superior medical devices which guarantee better patient care.

- We strive :
- To introduce cutting edge solutions to the medical devices industry whereby Patient and Medical Staff Care are the core of our innovation
- To provide the international health community with safe, effective, and efficient medical devices of the highest quality.
- To reduce/eliminate (where possible) any potential risks associated with Medical industry .
- To guarantee a continued R&D and investment to produce innovative medical devices for the benefit of our patients and medical staff, and the community as a whole.
- To increase the trading and services lines by acquiring more medical partnership with local, regional and international agencies.
- QGMD is committed to develop innovative products that meet the requirements of the local and international market.



Manufacturing (Q JECT, Q SAFE, Q JECT Ultra, Q FLOW, Q NEED)



Trading (Medical Consumables, Medical Equipment & Furniture)

QGMD News

- QGMD was awarded by Armstrong Medical & The 37 companies as best partner achiever!
- QGMD was awarded to supply various medical supply with contract value of **QAR 18.6 Million** (8.8 M airinspace ; 1.5 M Pall; 400K for gloves; 2.9 M for 37 companies; 200K for Trademed (underpads); 3.4 M for IV set; 500K for various medical consumables; 900 K for PHCC for supply of medical consumables)
- QGMD participated in the perioperative management of high-risk surgical patients that took place at Hamad Medical Cooperation on the 4th & 5th of October,2019.



QGMD News

- QGMD was visited by ICIN-Scientific Bureau Iraq to finalize partnership for the IRAQI Tenders of KIMADIA and private sector
- QGMD was visited by Al Duwaila Pharma to finalize partnership for the IRAQI Tenders of KIMADIA and private sector



QGMD News

- QGMD was visited by MSB Medical Pakistan to sign the agreement of exclusive distribution of QG products in Pakistan
- Order value closed was **QAR 500,000** for the first confirmed order; forecasted for the rest of the year at **QAR 3.65 Million**



QGMD News

- QGMD was awarded with the Long Term Agreement with WHO- PAHO (World Health Organization- Pan American Health Organization) for the supply of conventional syringes for the year 2020-2021

- 1cc with needle G22x 1 ½ = 2.4 Million pcs.

- 1cc with needle G23x 1 = 5.6 Million pcs.



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SCON2019-00588
02 January 2020



QATARI GERMAN COMPANY FOR MEDICAL DEVICES COMPANY

Building#136 Street 54
PO Box 22556 Abu Hamour Doha,
Qatar

Attn: Tariq El Natsheh
Sales Marketing Manager

Solicitation Reference: PRO-1923ITBRF
CONVENTIONAL SYRINGES 2020-2021

Dear Tariq El Natsheh:

Your bid (including all required attachments) dated 15 September 2019 in response to the Pan American Health Organization, Regional Office of World Health Organization (PAHO) PRO-1923ITBRF, has been retained by PAHO. Pursuant to section 2, paragraph 27.1 of the bid solicitation, this Notification is issued to inform you of the products and prices retained by PAHO for purchase from QATARI GERMAN COMPANY FOR MEDICAL DEVICES COMPANY. In the event PAHO should have any requirements therefore through 31 December 2021. As stated in section 2, paragraph 27.2 of the bid solicitation, issuance of this Notification does not in any manner whatsoever constitute a commitment or guarantee by PAHO for the purchase of any product.

To the extent that PAHO elects to purchase products from QATARI GERMAN COMPANY FOR MEDICAL DEVICES COMPANY, PAHO shall issue a Purchase Order pursuant to section 2, paragraph 27.3 QATARI GERMAN COMPANY FOR MEDICAL DEVICES COMPANY guarantees the prices set forth in this Notification through 31 December 2021.

| Description | Presentation | Year | Value in USD | Quantity |
|---|--------------|------|--------------|-----------|
| MEDICAL SYRINGE WITH NEEDLE: 1CC 22G X 1 1/2" | EACH | 2020 | 0.0230/Each | 1,400,000 |
| MEDICAL SYRINGE WITH NEEDLE: 1CC 22G X 1 1/2" | EACH | 2021 | 0.0230/Each | 1,400,000 |
| MEDICAL SYRINGE WITH NEEDLE: 1CC 23G X 1" | EACH | 2020 | 0.0207/Each | 2,800,000 |
| MEDICAL SYRINGE WITH NEEDLE: 1CC 23G X 1" | EACH | 2021 | 0.0207/Each | 2,800,000 |

Sincerely,

Daniel Rodriguez
Director
Procurement and Supply Management (PRO)

Statement of Comprehensive Income



| | 2019 Audited | 2018 Audited |
|--|----------------------------|----------------------------|
| Revenue | 8,143,891 | 11,403,126 |
| Operation Cost (Except Depreciation) | (7,371,608) | (8,477,236) |
| <u>Gross Profit</u> | <u>772,283</u> | <u>2,925,890</u> |
| Other Income | 3,000,867 | 2,929,704 |
| Selling and Distribution expenses | (437,536) | (301,701) |
| General & Admin Expenses | (4,592,369) | (8,662,417) |
| Depreciation & Amortization | (5,530,376) | (5,702,461) |
| <u>Operation (Loss) Before Finance Cost</u> | <u>(6,787,131)</u> | <u>(8,810,985)</u> |
| Finance Cost | (3,599,146) | (4,022,752) |
| <u>(Loss) for the Year</u> | <u>(10,386,277)</u> | <u>(12,833,737)</u> |
| (Loss) Per Share | | |
| Basic and diluted (Loss) per share (QR) | (0.090) | (0.111) |

Analysis of the financial statements for the year 2019

- **During 2019 the following achieved**
 - I. General & Admin Expenses reduced by 46.98%
 - II. Imperilment loss nil
 - III. No Provision taken for Trade Receivables
 - IV. No Provision taken for slow moving items for inventory
 - V. Finance Cost reduced by 10.53%

Ratio Analysis

Liquidity

■ Sum of 2019 ■ Sum of 2018 ■



| | Average Collection Period | Current Cash Debt Coverage Ratio | Current Ratio | Days in Inventory |
|---------------|---------------------------|----------------------------------|---------------|-------------------|
| ■ Sum of 2019 | 170.163 | 0.088 | 0.658 | 581.21 |
| ■ Sum of 2018 | 204.711 | -0.042 | 0.827 | 532.84 |
| ■ | | | | |

Ratio Analysis

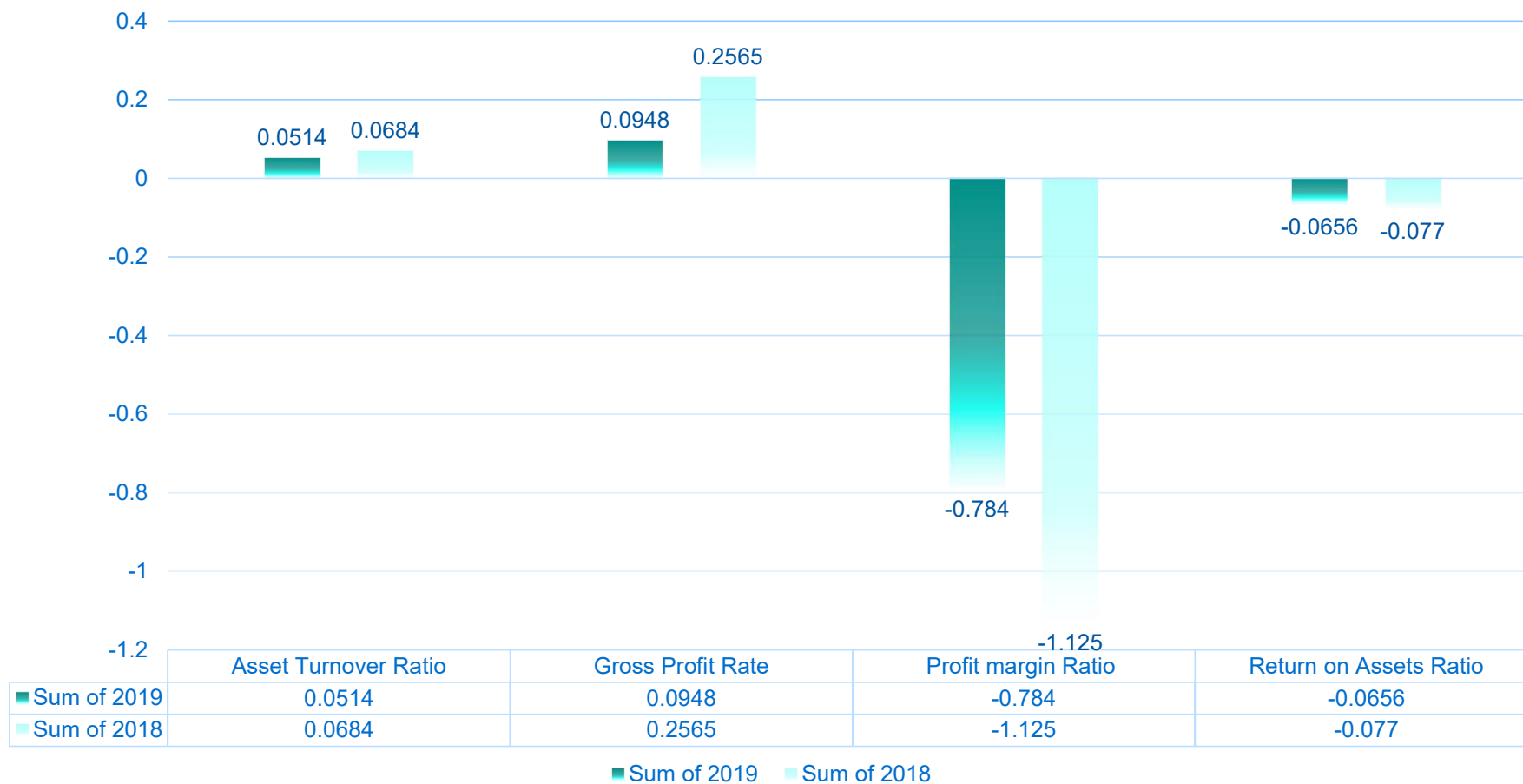
Solvency



■ Sum of 2019 ■ Sum of 2018

Ratio Analysis

PROFITABILITY



Thank you

Qatari German Medical Devices

March 31, 2020

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