

# Investors Relations Presentation

Qatari German Medical Devices

October 27, 2019

[www.qgmd.com](http://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.



# 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**



# 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)

## Services

### **Sterilization Services:**

QGMD has signed a cooperation agreement with Al-Jazira Healthcare group to provide sterilization services which is one of the company's processes in manufacturing medical products.

### **Training services:**

QGMD is the exclusive agent for Eastwood Park Center from UK in Qatar . They are a renowned worldwide for their delivery of specialist technical, engineering and facilities and estates management training, primarily to the healthcare sector



## QGMD News

QGMD has announced the development of a safety syringe technology and acquisition of an interim patent certificate for safety syringes. The success was the culmination of a team effort between the College of Engineering and the Innovation & Intellectual Property Office at Qatar University (QU), and the medical and technical team at QGMD.



# QGMD News

QGMD in collaboration with Hamad Medical Corporation Ambulance Service has developed color-coded syringes to help clinicians identify different types of drugs during emergency. The colors are based on a standard set by the American Society for Testing and Materials (ASTM) for labels applied by the user during emergency care. Colors are used to differentiate between products, and each color refers to a specific class of drugs.



## QGMD News

- Participation in Uganda Trade mission Africa that was held on the 10<sup>th</sup> & 11<sup>th</sup> of September 2019 and organized by Qatar Development Bank.
- Managing an increase of the sales by opening local, regional & global market with taking into the account the risk assessment and challenges of these markets and the ease of trade in some countries in the world. We are currently exporting to Iraq , Malaysia , Kuwait ,Pakistan , Romania, Germany, Poland, Cyprus after covering all the needs of the local market. We are in line with Qatar National Vision 2030 and in response to the quest of many investors to participate in our facility production and opening new markets.
- Alignment with the strategic objective's by diversifying the business and sources of income. We have obtained Alicen's to open medical warehouse to obtain international drug distribution agencies covering the need of the local market.



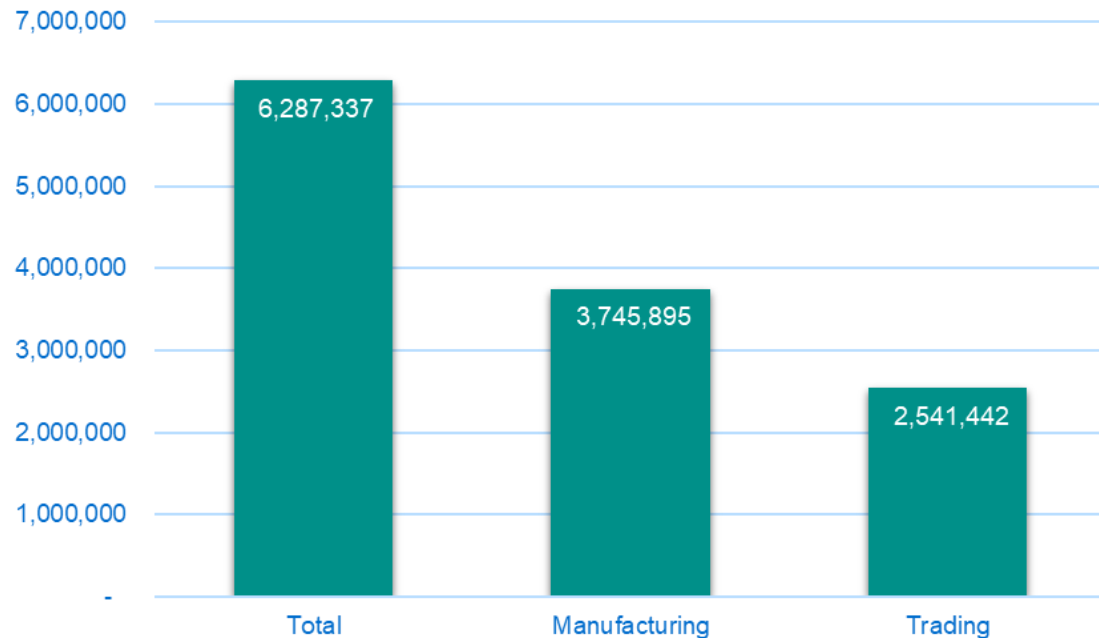
## QGMD News

- QGMD was awarded by Armstrong Medical & The 37 companies as best achiever!
- QGMD participated in the perioperative management of high-risk surgical patients that took place at Hamad Medical Cooperation on the 4<sup>th</sup> & 5<sup>th</sup> of October, 2019.

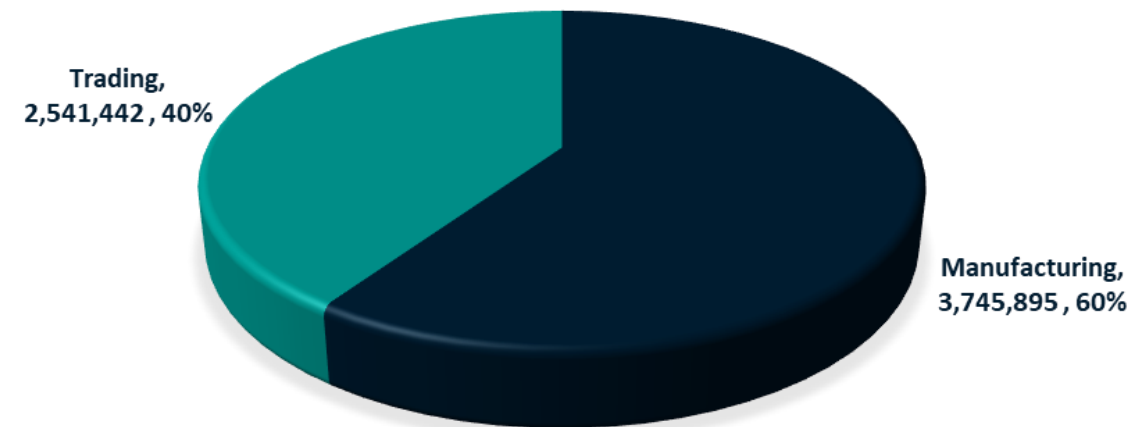




## Sales



## TOTAL SALES : 2019 JAN - SEP



# Sales January to September 2019

# Financial Highlights



Revised the costing approach to meet the export market expectation which expect to have double of the current sale value .



Improved Gross profit margin which cater to increase the operational profit by 10%.



Reduced the debt outstanding days 180 to 130.



Expanded the export market in GCC which help to increase the sales by 20% .



System implemented to reduced GOH cost by 10% .



Financial controls placed on credit sales .



Minimum Margin set up for local customers & distributors .



Successfully negotiated to collect long outstanding debts.

# Statement of Comprehensive Income

	Nine Months ended <u>30.Sep.2019</u> (Un-Audited) Qrs	Nine Months ended <u>30.Sep.2018</u> (Un-Audited) Qrs
Revenue	6,272,526	8,301,509
Direct Cost	<u>-4,075,780</u>	<u>-6,319,286</u>
<b>Gross Profit</b>	<b><u>2,196,746</u></b>	<b><u>1,982,223</u></b>
Other income	1,764,339	1,832,375
Selling and distribution expenses	-305,135	-237,317
General and administrative expenses	-5,123,739	-4,211,160
<b>Operating (Loss) Income</b>	<b><u>-1,467,789</u></b>	<b><u>-633,879</u></b>
Depreciation and amortization	-4,144,042	-1,944,091
Finance cost	<u>-2,856,191</u>	<u>-2,916,982</u>
<b>Income (Loss) for the period</b>	<b><u>-8,468,022</u></b>	<b><u>-5,494,952</u></b>
Other comprehensive income (loss)	<u>-</u>	<u>-</u>
<b>Total comprehensive income (loss) for the period</b>	<b><u>-8,468,022</u></b>	<b><u>-5,494,952</u></b>
<b>Basic and diluted earnings (loss) per share</b>	<b>-0.073</b>	<b>-0.048</b>

# Thank you

Qatari German Medical Devices

October 27, 2019

[www.qgmd.com](http://www.qgmd.com)