

QATARI GERMAN FOR MEDICAL DEVICES COMPANY (Q.P.S.C)

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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.

Company Overview

- QGMD 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 Quality

- QGMD is Certified EN/ISO 13485:2016
- Also ISO 9001:2015
- All of QGMD products are certified for CE Mark in compliance to European Medical Device Directive MDD/93/42/EEC including its amendments.

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







Hypodermic syringes with reuse E013: prevention feature

E013/087 PQS code:

Description: RUP syringe 2ml

Manufacturer's reference:

Q-Safe® 2-3ml

Manufactured in:

Qatari German Company for Medical Devices Company:

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

Telephone: +974 44581201 Email: sales@ggmd.com Web address: www.ggmd.com

Specifications

0.1ml 23G x 1" Graduations: Needle size: Syringe material(s): Polypropylene Yes Other needle options: Number of Fixed 3 pieces Needle fixation: components: Retraction of needle and Primary packaging: Paper blister pack RUP mechanism: plunger break RUP location: Upon completion of injection CE mark: Yes Type I B RUP type:





E013: prevention feature E013/088 PQS code: RUP syringe 5ml Description: Manufacturer's Q-Safe® 5-6ml reference: Manufactured in: Qatar Qatari German Company for Medical Devices Company: P.O.Box 22556 ABU HAMOUR Address: DOHA, STATE OF QATAR

+974 44581201

sales@qgmd.com

www.qgmd.com

Hypodermic syringes with reuse

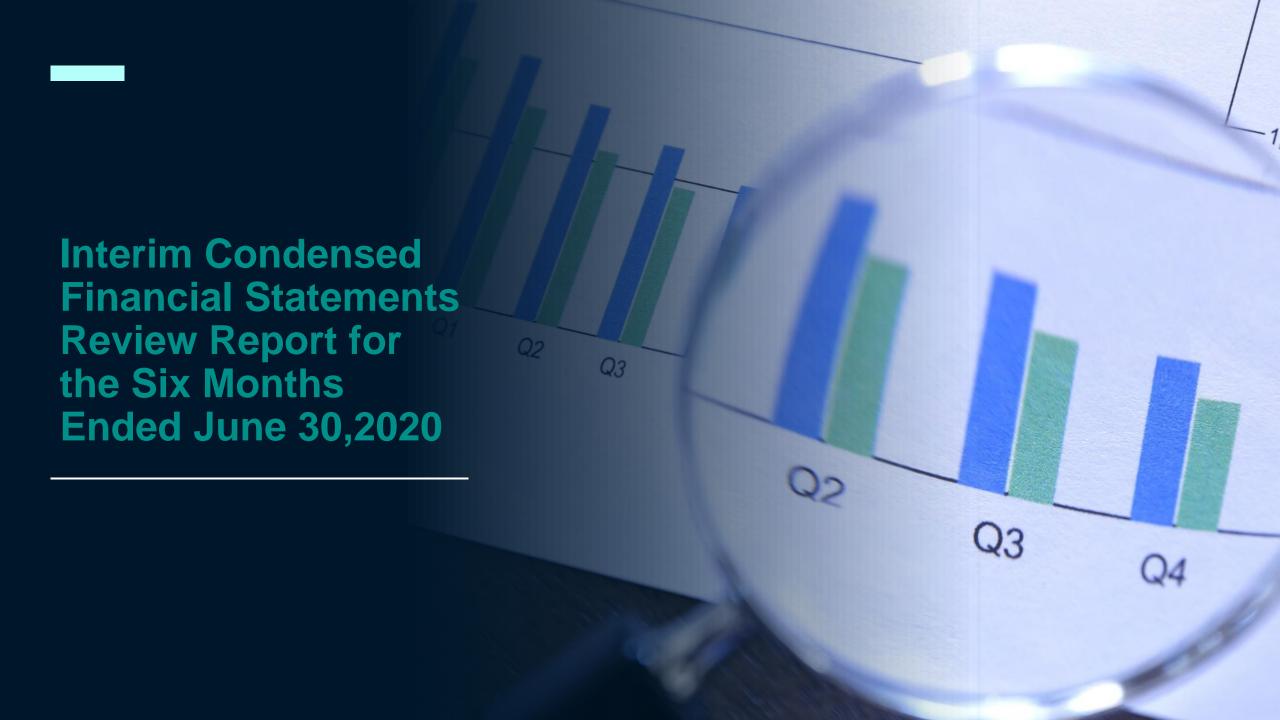
Specifications

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		

Telephone:

Web address.

Email:



STATEMENT FINANCIAL POSITION AS AT JUNE 30, 2020

	20 1 2020 (OD) D	24 December 2040 (OD.) Audited
ACCETC	30,June 2020 (QR.) Reviewed	31, December 2019 (QR.) Audited
ASSETS		
NON-CURRENT ASSETS	440.546.046	446 006 070
Property, plant, equipment and capital work in progress	113,546,846	116,286,878
Investment properties	12,590,000	12,590,000
Right-of-use assets	102,224	106,871
Intangible assets	10,329,937	10,329,937
Total Non-Current Assets	136,569,007	139,313,686
CURRENT ASSETS		
Inventories	22,387,399	11,271,253
Accounts and other receivables	10,214,174	2,581,390
Cash in hand and at banks	4,406,543	961,908
Total Commont Assets	27 000 446	14 014 551
Total Current Assets	37,008,116	14,814,551
Total Assets	173,577,123	 154,128,237
Total Assets	======	======
EQUITY AND LIABILITIES		
EQUITY		
Share capital	115,500,000	115,500,000
Legal reserve	30,343,120	30,343,120
Revaluation reserve	11,999,694	11,999,694
Accumulated losses	· ·	
Accumulated losses	-128,341,411	-127,195,066
Net Equity	29,501,403	30,647,748
Net Equity	29,301,403	30,047,740
NON-CURRENT LIABILITIES		
Employees' end of service benefits	978,224	997,117
Loans and borrowings - long term portion	117,438,450	99,968,055
Lease liabilities -long term portion	89,215	97,529
Lease national long term portion	03,213	37,323
Total Non-Current Liabilities	118,505,889	101,062,701
Total Non Garrent Elabinities	110,000,000	101)002)701
CURRENT LIABILITIES		
Loans and borrowings - short term portion	4,703,448	4,800,102
Lease liabilities -short term portion	8,313	8,032
Accounts and other payables	5,795,572	2,455,014
Bank overdraft	15,062,498	15,154,640
	, ,	
Total Current Liabilities	25,569,831	22,417,788
Total Liabilities	144,075,720	123,480,489
Total Equity and Liabilities	173,577,123	154,128,237 9
	======	======

Notes



Financial Position



INTERIM CONDENSED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (REVIEWED) FOR THE SIX MONTHS ENDED JUNE 30, 2020	Growth Ratio (%)	Six months ended June 30,2020 (QR.) (Reviewed)	Six Months ended June 30,2019 (QR) (Reviewed)	TM MEDICAL DEVICES
Revenue	<u>+176%</u>	11,353,560	4,112,483	WEDICKE DEVICES
Operating cost (Except Depreciation)	<u>+129%</u>	(8,269,540)	(3,606,164)	
Gross profit	<u>+509%</u>	3,084,020	506,319	
Other income	<u>+83.5%</u>	2,251,981	1,227,250	
Selling and distribution expenses	<u>-30%</u>	(150,209)	(215,268)	
General and administrative expenses	<u>+0.2%</u>	(2,407,670)	(2,401,750)	
Depreciation and amortization	<u>-0.95%</u>	(2,743,178)	(2,769,755)	
Finance cost	<u>-40%</u>	(1,181,289)	(1,968,406)	
Income (Loss) for the period	-79.60%	(1,146,345)	(5,621,610)	
Other comprehensive income		-0-	-0-	
Total comprehensive (loss) for the period		(1,146,345)	(5,621,610)	
EBITDA	<u>+414.46%</u>	2,778,122	(883,449)	
(Loss) per share		(0.040)	(0.040)	
Basic and diluted (loss) per share (QR.)		(0.010)	(0.049)	

INTERIM CONDENSED STATEMENT OF PROFIT OR LOSS AND OTHE
COMPREHENSIVE INCOME
(REVIEWED) FOR THE SIX MONTHS ENDED JUNE 30, 2020

Condensed Statement Six months ended June 30,2020 (QR.) (Reviewed) Three months ended June 30,2020 (QR.) (Unaudited)

Three Months ended March 31,2020 (QR) (Unaudited)



Revenue	11,353,560	9,298,528	2,055,032
Operating cost (Except Depreciation)	(8,269,540)	(6,678,934)	(1,590,606)
Gross profit	3,084,020	2,619,594	464,425
Other income	2,251,981	1,633,794	618,187
Selling and distribution expenses	(150,209)	(115,584)	(34,625)
General and administrative expenses	(2,407,670)	(1,216,223)	(1,191,447)
Depreciation and amortization	(2,743,178)	(1,361,599)	(1,381,579)
Finance cost	(1,181,289)	(325,469)	(855,820)
Income (Loss) for the period	(1,146,345)	1,234,513	(2,380,859)



Employers have an important role to play in protecting workers from COVID-19 and keeping them healthy and safe. Actions that employers should take include:



Raising awareness of the recommended measures to prevent the spread of COVID-19 by providing easily available educational materials in the languages spoken by employees.



Cleaning and sterilising work sites, housing, bathrooms, kitchens, buses, and others frequently used locations daily.



Distributing masks, soap, hand sanitizers, tissues, and advising employees on proper handwashing.

QG Control Measures Against COVID19





QGMD Support against Coronavirus

- QGMD was able to provide the key healthcare facilities in Qatar with sufficient supply of the most important devices needed for the infection control during the pandemic, two of which devices are:
- The outstanding Airinspace Mobile Hepa Filter medical grade device which assures outstanding airborne contamination risk management.
- And the Rhea machine H₂O₂ Surface Bio-Decontamination which Conform to the French standard NF-T 72-281, it uses Dry fog of H2O2 to ensure the highest surface decontamination





Syringe for COVID-19 Vaccine

- QGMD is committed to supply Syringe for COVID-19 Vaccine.
- We are in touch with UNICEF, PAHO, WHO & MoH in many countries in order to be ready to supply huge quantities once the Vaccine is out in the market for common people.



New Products and Development

In terms of social responsibility QGMD was able to secure a strategic stock of medical masks that reached 10 million medical masks during the pandemic which was tested in QGMD quality laboratory and supplied to our key customers to ensure the safety of the frontline heroes.

Ministry of Interior

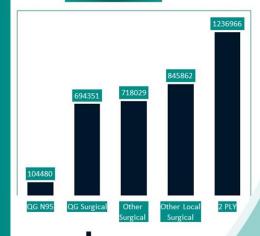
Qatar Fund

Qatar Foundation

Qatar Foundation



Particles Count



QG Face Masks comparative testing



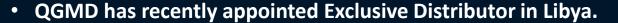
- The Higher the amount of particles count that passes through the face mask filter, the lower the efficiency of filtration.
- The test was done in room temperature, normal air, IT does <u>NOT</u> indicate the viral count passing through the different filters
- The test is just a comparative test for the efficiency of the mask filtration.
- · Comparison is based on 0.3 um particle sizes

QGMD Around the World



Oman	Philippines
UNICEF	Sudan
Papua New Guinea	Pakistan
Iran	Cyprus
Iraq	Switzerland
Libya	Poland
	South America
Romania	(P.A.H.O.)
Malaysia	Uganda

8/12/2020



- QGMD has also secured an initial order from Libya Distributor
- 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.
- 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.





New Markets



Participation in US & RUSSIA Trade mission online organized by Qatar Development Bank keeping in view potential of these markets. Meetings arranged with on an average 10 potential companies distributors in each country.



الدوحة – مباشر: تحولت الشركة القطرية الألمانية للمستلزمات الطبية للأرباح خلال الربع النه التهادي، وذلك حسب بيان لبورصة قطر أمس الأحد.

وبلغت أرباح الطبية في الثلاثة أشهر المنتهية بـ30 يونيو/حزيران 2020 نحو 1.23 مليون ريال (3*ا* دولار)، مقابل 2.63 مليون ريال (722.79 ألف دولار) خسائر في نفس الفترة من 2019.

وسجلت الشركة خسائر في النصف الأول من العام الجاري بقيمة 1.15 مليون ريال، بتراجع 79.54% ع مستواها بالستة أشهر الأولى من العام الماضي البالغ 5.62 مليون ريال.

وبلغت خسارة على السهم 0.010 ريال قطري في النصف الأول لعام 2020، مقابل 0.049 ريال قطري خسارة على السهم لنفس الفترة من 2019.

وكانت خسائر تراحعت في الربع الأول من 2020 بنسبة 20.40% إلى 2.38 مليون ريال، علماً بأنها كانت تبلغ

رفع المخزون الإستراتيجي من الكمامات الطبية...

مت الشركة القطرية الألمانية للمستلزمات الطبية بانتاج 10 ملايين كمامة طبية، وذلك من أجل ضمان توفير مخزون استراتيجي ي من الكمامات الطبية ولتلبية احتياجات السوق المحلي، وجاري العمل على زيادة إنتاجية الشركة من المستلزمات الطبية أنواعها حيث سيتم الإعلان عنها قريبا كما يوجد لدى الشركة أقنعة الوجه فئة N95 جاهزة للتوريد للجميع وبالإمكان والتواصل مع الشركة.

الشركة القطرية الالمانية للمستلزمات الطبية شعارها الجديد: تأتي سلامة الأفراد والمجتمع في دولة قطر على رأس تنسيق مع وزارة التجارة والصناعة ومن منطلق المسؤولية الاجتماعية والدور الفعال الذي تقوم به كشركة مساهمة صة ان كبار مساهميها ممثلو الجهات الحكومية في الدولة، واستجابةً لمساندة اللجنة العليا لإدارة الأزمات لأخذ العالمية المتخذة لمواجهة انتشار فيروس كورونا المستجد.

MEDICAL DEVICES

TM



Thank you

Qatari German for Medical Devices

August, 2020

www.qgmd.com