

Investors Relations Presentation

Qatari German Medical Devices

First Quarter , 2020

www.qgmd.com

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.

A close-up photograph of a healthcare professional wearing a blue surgical cap and a blue face mask, with their eyes closed. The background is a solid light blue.

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



QG Fight Against COVID19



QG Control Measures Against COVID19

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.

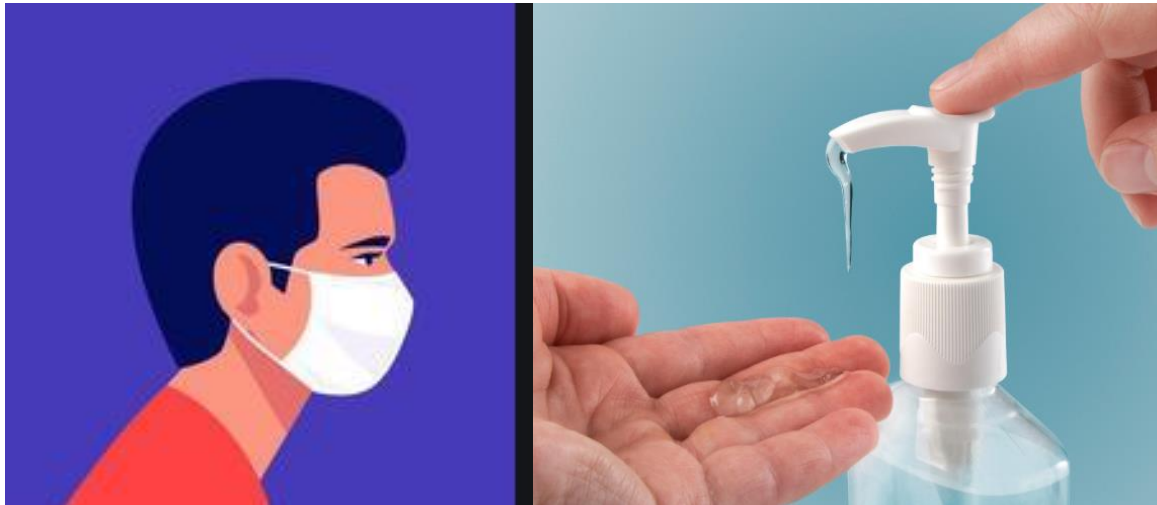
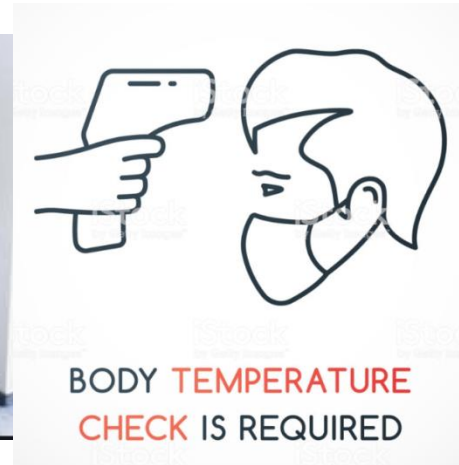
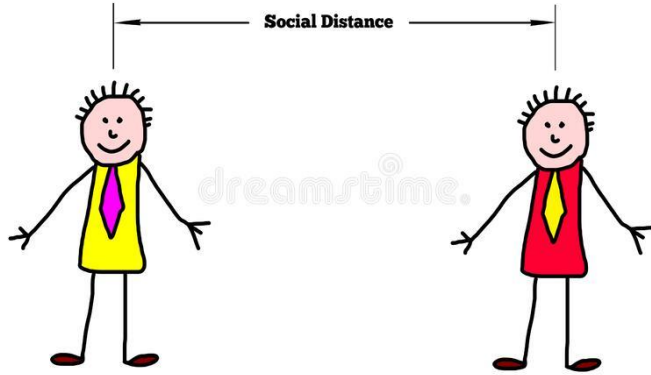


Training employees on how to apply preventative measures at work and home to decrease their susceptibility to the virus.




Ensuring that workers are regularly screened and tested for the virus.

QG Control Measures Against COVID19



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:	0.067USD		
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.



Q JectUltra® 0.5ml Insulin Syri



HEPA GRADE AIR FILTRATION UNIT

airinspace
Safe Air, Better Health

HEPA SENTINEL

- Cost effective
- Quiet operation
- Particle filtration up to 99.999%*
- High Airflow range up to 1200 m³/h
- Very mobile and easy to use

*HEPA14: 99.999% HEPA efficiency, 0.3µm and 0.1µm

HEPA Sentinel, the latest innovation in the range of mobile air filtration systems from Airinspace, is designed for hospitals to manage their airborne infection risk in both clinical and social areas.

Offering high efficiency HEPA H14 filtration combined with a large surface area, the HEPA air purifier Sentinel is highly efficient, quiet and economical. Its compact dimensions are well suited to the room volumes to be treated.

The HEPA Sentinel combines high performance with ergonomics and is specially designed with low noise levels for the comfort of patients and healthcare staff.

Quick to connect and set up
Large air flow
Low noise operation
Quick to connect and set up
Quick to connect and set up
Quick to connect and set up
Quick to connect and set up



QGMD News

- In coordination with Qatar Chamber & QDB, Qatari German For Medical Devices Company participated in Made in Qatar Expo which was held in Kuwait from 19 – 22 Feb 2020.
- 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.

From Qatar to the World

QGMD - Global Leader in Medical Device Technology



Oman

UNICEF

Papua New Guinea

Iran

Iraq

Libya

Romania

Malaysia

Philippines

Sudan

Pakistan

Cyprus

Switzerland

Poland

South America
(P.A.H.O.)

Uganda

"The safety of individuals and society in the State of Qatar, is our top priority"



The advertisement features a central image of a hand holding a surgical face mask. To the left is a box of 'QG FACE MASK DISPOSABLE SURGICAL FACE MASK' with '50 Pcs.' and 'Not reusable' indicated. The QG logo is in the top right corner. The background is a gradient of blue and green.

تأتي سلامة الأفراد والمجتمع في
دولة قطر على رأس أولوياتنا
"The safety of individuals and society in
the State of Qatar, is our top priority"

بالإشارة إلى قرار مجلس الوزراء الصادر بالإنشاء إلزامية استخدام قناع الوجه للأشخاص في ٢٠٢٠ وبالتنسيق مع وزارة التجارة والصناعة عملت الشركة القطرية الألمانية للمستلزمات الطبية (ش.م.ع.ق) من منطلق المسؤولية الاجتماعية ضمان مخزون استراتيجي من الكمادات الطبية وصل إلى ١٠ مليون كمادة طبية.

وتعيب الشركة الجمهور بالتنسيق والتواصل معنا عبر قنوات التواصل الآتية:

البريد الإلكتروني على العنوانين :

info@qgmd.com
sales@qgmd.com

أرقام الهاتف:

المكتب : +٩٧٤ ٤٤٥٨ ١٢٠١
الجوال : +٩٧٤ ٥٠٨٨ ١٣٠
+٩٧٤ ٦٦٦٩ ٩٥٥
+٩٧٤ ٦٦٢٣ ١١٩١

و يمكنكم التواصل مع السيد عيسى خالد المسلماني
عضو مجلس الإدارة وعضو المكتب عبر البريد الإلكتروني: eisa.almaslmani@qgmd.com

Referring to the cabinet's decision has made wearing of face masks mandatory from Sunday April 26, 2020 and In coordination with the ministry of Commerce & Industry, the Qatari German for Medical devices Company (Q.P.S.C) worked in terms of social responsibility to ensure a strategic stock of medical masks that reached 10 million medical masks.

The company invites the public to coordinate and communicate with us through the following communication channels:

Through emails:

info@qgmd.com
sales@qgmd.com

Through Phone:

Office No: +974 4458 1201
Mobile No: +974 5088 0130
+974 6666 9025
+974 6623 1191

You can contact Mr. Eisa Khalid Al- Maslamani our Board Member & Managing Director via email : eisa.almaslmani@qgmd.com

QGMD News

In coordination with Ministry of Commerce & Industry & to support Govt decision to mandatory wear face mask QGMD worked in terms of Social responsibility to ensure a Strategic stock of 3 Ply Surgical Face Masks up to 10 Million Pcs & more to come.

QGMD News

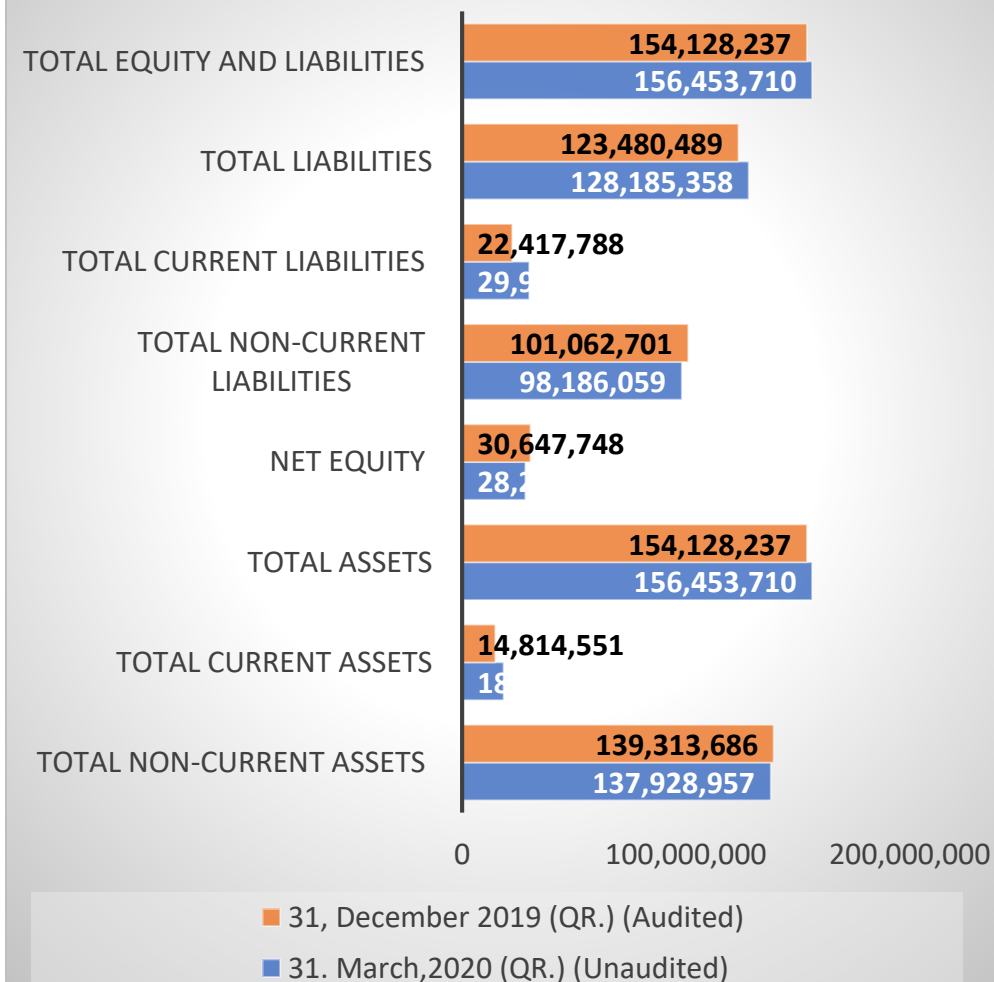
- COVID – 19
- QGMD is committed to supply all Medical products which may help Paramedic Staff , Patients & other people. To do that we have the below items in Pipeline to serve the community.
- Face Shield , Goggles , N95 Masks & PPE





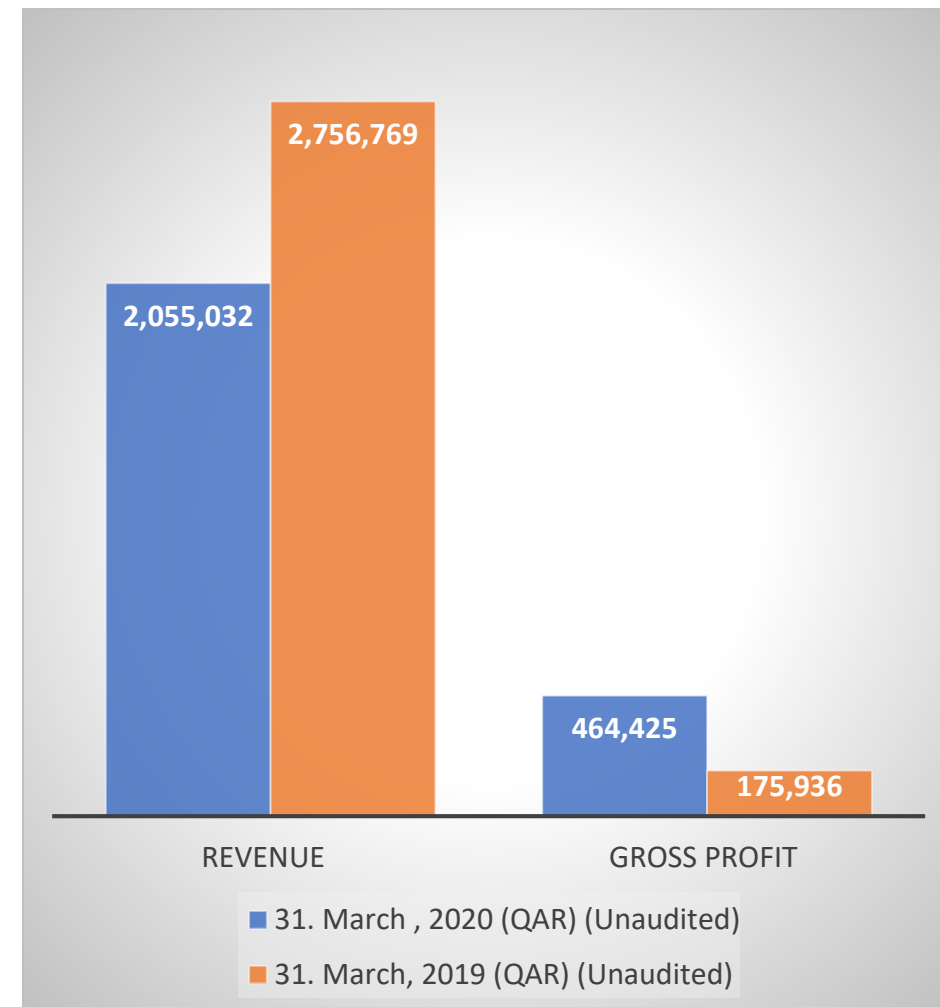
	31. March,2020 (QR.)	31, December 2019 (QR.)
ASSETS	(Unaudited)	(Audited)
NON-CURRENT ASSETS		
Property, plant, equipment and capital work in progress	114,902,149	116,286,878
Investment properties	12,590,000	12,590,000
Right-of-use assets	106,871	106,871
Intangible assets	10,329,937	10,329,937
Total Non-Current Assets	137,928,957	139,313,686
CURRENT ASSETS		
Inventories	11,070,741	11,271,253
Accounts and other receivables	5,783,061	2,581,390
Cash in hand and at banks	1,670,950	961,908
Total Current Assets	18,524,753	14,814,551
Total Assets	156,453,710	154,128,237
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	(129,574,462)	(127,195,066)
Net Equity	28,268,352	30,647,748
NON-CURRENT LIABILITIES		
Employees' end of service benefits	953,672	997,117
Loans and borrowings - long term portion	97,134,857	99,968,055
Lease liabilities -long term portion	97,529	97,529
Total Non-Current Liabilities	98,186,059	101,062,701
CURRENT LIABILITIES		
Loans and borrowings - short term portion	7,311,036	4,800,102
Lease liabilities -short term portion	29,268	8,032
Accounts and other payables	7,529,097	2,455,014
Bank overdraft	15,129,899	15,154,640
Total Current Liabilities	29,999,299	22,417,788
Total Liabilities	128,185,358	123,480,489
Total Equity and Liabilities	156,453,710	154,128,237

STATEMENT OF FINANCIAL POSITION AS ON MARCH 31, 2020



**STATEMENT OF PROFIT OR LOSS
AND OTHER COMPREHENSIVE
INCOME
FOR THE THREE MONTHS
ENDED MARCH 31, 2020**

	31. March 2020 (QR.)	31. March 2019 (QR.)
	(Unaudited)	(Unaudited)
Revenue	2,055,032	2,756,769
Operating cost (Except Depreciation)	(1,590,606)	(2,580,834)
Gross profit	464,425	175,936
Other income	618,187	610,213
Selling and distribution expenses	(34,625)	(89,096)
General and administrative expenses	(1,191,447)	(1,246,897)
Depreciation and amortization	(1,381,579)	(1,299,759)
Operating (loss) before finance cost for the year	(1,525,039)	(1,849,603)
Finance cost	(855,820)	(1,150,395)
Income (Loss) for the period	(2,380,859)	(2,999,998)
Other comprehensive income	-0-	-0-
Total comprehensive (loss) for the period	(2,380,859)	(2,999,998)
	=====	=====
(Loss) per share		
Basic and diluted (loss) per share (QR.)	(0.021)	(0.026)
	=====	=====



Analysis of INTERIM CONDENSED FINANCIAL STATEMENTS FOR THE THREE MONTHS ENDED MARCH 31, 2020

- **During THREE MONTHS ENDED MARCH 31,2020 the following achieved**

- I. General & Admin Expenses reduced by 4%
- II. Gross profit Increase to read QAR 464,426 (22.60%)
- III. Imperilment loss nil
- IV. No Provision taken for Trade Receivables
- V. No Provision taken for slow moving items for inventory
- VI. Finance Cost reduced by 25.60%

Thank you

Qatari German Medical Devices

First Quarter , 2020

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