

Company: QNB Financial Services Co. WLL Event
Conference Title: Qatar German Medical Devices Co. (QGMD) Q3 2021 Results conference call
Moderator: Roy Thomas
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Operator: Good day and welcome to the Qatar German Medical Devices Company Third Quarter 2021 Results Conference Call. Today's conference is being recorded. At this time, I would like to turn the conference over to Roy Thomas. Please go ahead, sir.

Roy Thomas: Hello, everyone. This is Roy Thomas from QNB Financial Services. I want to welcome everyone to Qatar German Medical Devices Companies Third Quarter 2021 Financial Results Conference Call. On this call from Qatar German Medical Devices Company, we have Mohammed Ali M Al-Ansari, the board member and managing director, and Abdullah Dhamesh, who is the finance manager. We will conduct this conference call with management first reviewing the company's results, followed by a Q&A. I will turn the call over to Abdullah Dhamesh. Go ahead Abdullah.

Abdullah Dhamesh: Ok. Thank you, Mr Roy. Thank you for your effort. *Salam alaikum* [Foreign language] for our investors. We're now reaching a third quarter of this journey of this year, 2021. And it was a tough year for all the people and with a big challenge in all aspects being corona tests for all the people during their activities, which we believe that in Qatar German for Medical Devices that we succeed in passing this time with less of losses and less of challenge to achieve our goals. And it was a plan from 2020 till 2021 to reach to such figures, and we are happy to announce that during the QGMD history from the beginning till now, we make a record this quarter to reach a sales of 30 million riyal as of 30th September, 2021, which is more what we expect in this year. And it seems that our plans and our goals and our procedures are efficient enough to generate such these numbers during this quarter. And comparing with 2021, we need to see that our revenue has increased more than 42% from the same period of 2020, which is a

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good enhancement in our sales. Ok. Plus we have giving the same cost, same expenses comparing with the sales. Yes, we will achieve a lot of sales with a good GB, as you can see in the figures, with a challenge of the market that all the people know that we face a lot of increasing in the raw materials, increasing in the freight charges, increasing, and we see a lot of closed borders during this pandemic of corona. Even so QGMD has achieved these numbers with minimum costs that we can handle it. And if you see the figures, we reach to a profit of one million point five seven hundred sixty thousand riyals, comparing with other losses for the same period for the last year of around QR 600,000, which is around 363% improved to our figures during this period. And we see that also the basic and delivered profit bare[?] share has been gone to the positive numbers from minus 0.005 to plus 0.014. And it's a chance for us to thank all the people who trusted QGMD who booked their dreams on QGMD. And we thank also our staff to generate such these figures. And first of all, and before that, our new board in the top, Mr Ali Hassan Al- Emadi, our Chairman, and we know that we have a new board with a new blood in the company, which reach us to these figures. And the future is very optimistic for us and we are into a lot of achievements, *insha'allah*, within the coming days. Thank you. Thank you for being a partner of QGMD. Thank you for being interested in the activities and we are wishing all the luck to everyone in our call. Thank you.

Roy Thomas: Operator, you can now open the thing for questions right now.

Operator: Thank you, sir. If you would like to ask a question, please signal by pressing star one on your 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, please press star one to ask a question. We'll pause for just a moment to allow everyone an opportunity to signal for questions. Once again, that's star one to ask a question. It appears there are no questions at this time, sir.

Roy Thomas: Right. If there are no questions, we would like to thank Qatar German Medical Device company's management for the results update and look forward to speaking to you all for the final quarter results.

Operator: This concludes the call.

Abdullah Dhamesh: Thank you. Thank you Mr Roy. Thank you Ms [Inaudible].

Operator: Thank you, sir. This concludes today's call. Thank you for your participation. You may now disconnect.