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Executives:

Mohammad Ali Al-Ansari- Board Member & Managing Director

Abdullah Dhamesh- Investor Relations Officer

**Operator:** Hello, and welcome to the Qatari German Medical Devices Company Conference Call. I would like to advise all participants that this call is being recorded. Thank you.

I'd now like to welcome Roy Thomas to begin the conference. Roy, over to you.

**Roy Thomas:** Thanks, Gavin. Hello, everyone. This is Roy Thomas from QNB Financial Services. I want to welcome everyone to Qatari German Medical Devices Company's Year-End 2022 Financial Results Conference Call.

On this call from Qatari German Medical Devices Company, we have Mohammed Ali M Al-Ansari, the board member & managing director, and Abdullah Dhamesh, the Investor Relations officer. We will conduct this conference call with management first reviewing the company's results followed by Q&A.

I will turn the call now over to Abdullah Dhamesh. Go ahead, Abdullah.

**Abdullah Dhamesh:** Okay. Thank you, Mr. Roy. And welcome everyone in our conference call for Q4 2022 for Qatari German Medical Devices.

First of all, we'd like to thank all the people for the trust that you brought during the year 2022. And we are happy to share with you our results during this quarter. And this, all our results, financial has been chaired and disclosed through our Qatar Stock Exchange and our website.

And I would like just to highlight and share with you people the success that QGMD has already done during this quarter to sustain the tune of growth during this quarter, and it shows clearly, the growth of our revenue during this quarter. We are saying about QR 42 million compared with QR 40 million in the same period for the last year. We are seeing a growth of 5.18% from that year, which is meeting our goals and meeting our plan during this year. And we are proud to say that all our procedures and action plan had come to our fruit for this period. And this one lead us to a gross profit of around QR 13.3 million compared with the last year for the same period of QR 9.9 million, we are saying a growth of 33.7% from the last year, which is also a good and beautiful achievement for the company and for the management and for us. And this one will lead us to a net profit of QR 1.8 million compared with QR 1.1 million for the same period the last year. Taking into consideration some challenges are limitations during the year 2022 and lead us to a growth in the net profit of around 5%, which also come into our agenda as of the year 2022.



We are very optimistic for the achievement. We have already been a success, and we are looking forward to sustaining our tune of achievement for the next year. Thank you, and we are ready for any questions or clarification.

**Operator:** If you wish to ask a question, please press star followed by one on your telephone and wait for your name to be announced. That is star one if you wish to ask a question. And your first question, Ejayan Al-ahbabi from our Al Rayan Investment. Your line is open.

**Ejayan Al-ahbabi:** Salam Alaikum. First, I would like to congratulate you over the performance of the year. My question is regarding your outlook for 2023. Hello?

**Mohammed Ali Al-Ansari:** Salam Alaikum. I will take the answer. My name is Mohammed Ali Al-Ansari, I'm the managing director of QGMD. Our plan is in 2023, actually, we are opening new markets, and we have a new distributor outside Qatar, and we are planning to reach 50 countries instead of 42 countries for exporting. And we have a new line incoming in tradings, and also in manufacturing. Thank you.

**Ejayan Al-ahbabi:** Perfect. Thank you very much.

**Operator:** Once again, if you wish to ask a question, please press star followed by one on your telephone and wait for your name to be announced. That is star one. If you wish to ask a question. And there are no further questions at this time. So, I'd like to hand it back to Roy Thomas.

**Roy Thomas:** And if there are no further questions, we'd like to thank the German Medical Devices Company's Management for the results update and we look forward to speaking to you all for the first quarter 2023 results conference call. Thank you.

**Abdullah Dhamesh:** Thank you.

**Operator:** That does include our conference for today. Thank you for participating. You may now all disconnect.