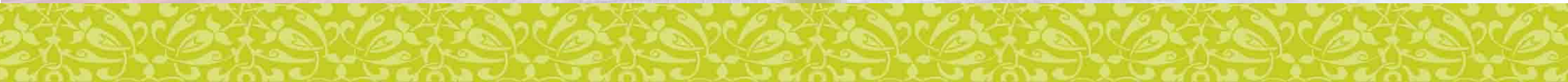


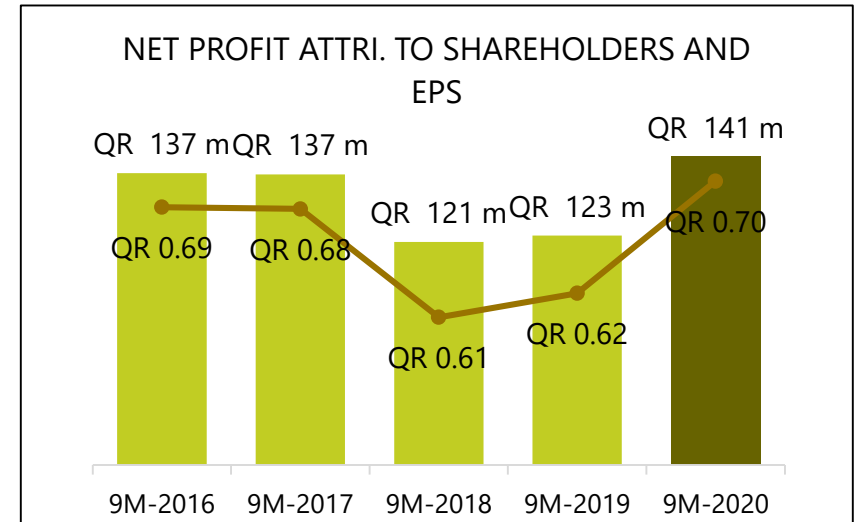
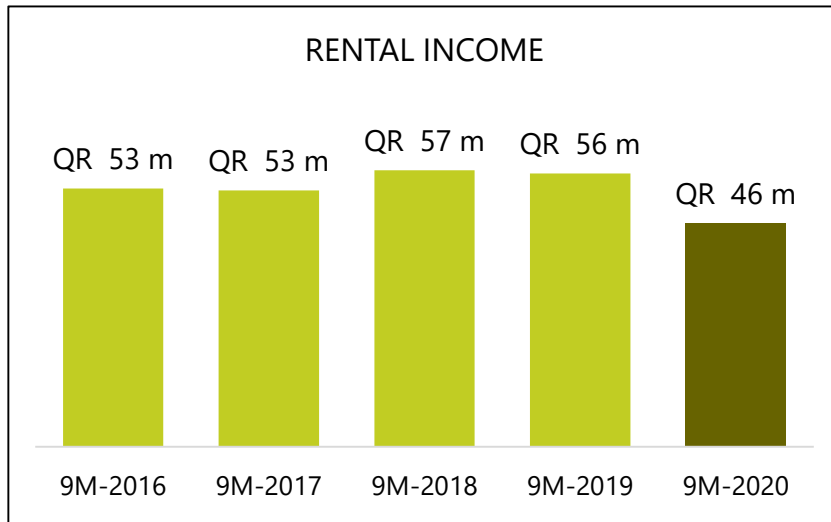
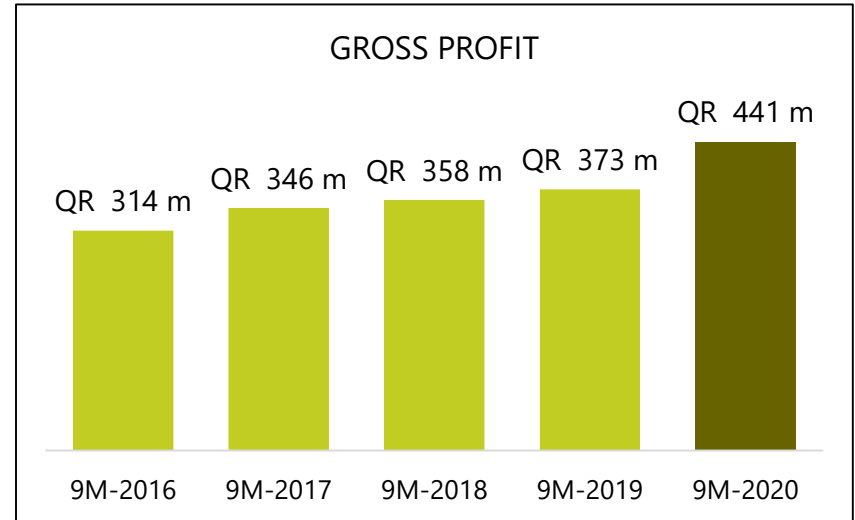
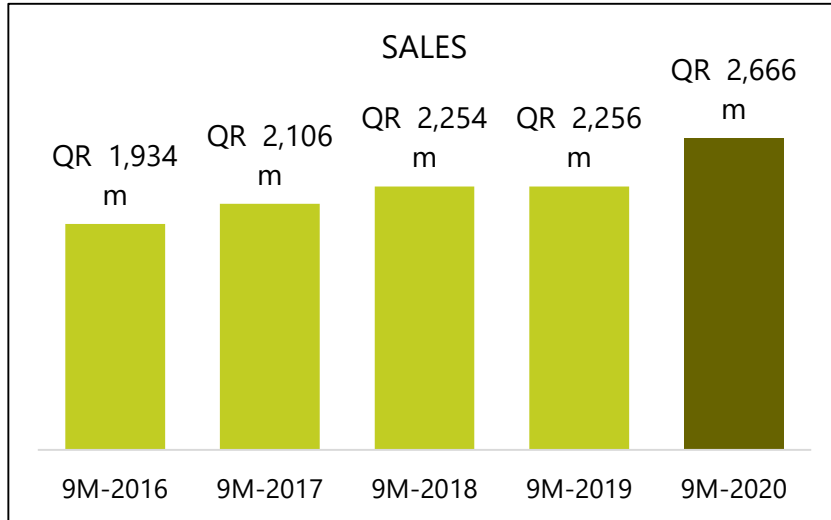
Al Meera  الميرة

**Financial Results
for the nine months ended
30 September 2020**

IR Presentation
3 November 2020



- Al Meera's sales and operating results have been positively impacted by the COVID-19 outbreak. The unprecedented demand for products across multiple categories led to strong top-line results.
- Al Meera recorded consolidated sales of **QR 2.7B** for the nine months ended 30 September 2020, a **18.2%** growth, compared to the same period in 2019.
- Gross profit amounted to **QAR 440.9M**, an increase of **QAR 68.3M**, or **18.3%** increase over the same period in 2019. Gross profit margin of **16.5%** is in line with the 2019 margin.
- Al Meera provided various incentives, including rent concessions and rescheduling of rent payments, to assist its retail tenants that have been directly affected by the COVID 19 lockdown. As a result, the Company reported rental income of **QAR 45.9M**, a decreased of **QAR 10.2M**, compared to 2019.
- Responding to the impact of COVID 19, Al Meera adopted numerous precautionary measures to ensure safety of consumers and staff. The costs of these measures, in addition to the operating cost of the 2 new stores opened in Q4 2019 and Q2 2020, have increased operating costs for the period.
- Al Meera posted a net profit attributable to equity holders of the parent of **QR 140.1M**, a growth of **13.3%**, compared to 2019.



The Group has 56 stores operating throughout the State of Qatar, and 6 stores in the Sultanate of Oman with consolidated net selling area of more than 100,000 sqm.

Project update:

- In Q3 2020, Al Meera signed a new lease agreement with Home Centre Co. W.L.L. to operate a supermarket in Al Asmakh Mall located in Al Saad Area, Doha, State of Qatar. The fit-out work is in progress and is anticipated to complete in January 2021. The store is approximately 1,200 sqm.
- In Q2 2020, Al Meera signed a contract with Hassad Food to operate two Central Markets in Qatar, one located in Al Saliya and the other in Al Wakra. The fit-out work is underway and is expected to complete in Q1 2021.

Operations update:

- Al Meera opened its third “MAAR” convenience store at Umm Ghuwailina metro station in September 2020.
- Al Meera officially opened its new store in The Mall on April 2020 with selling area of more than 1,800 sqm.



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In addition, the information contains projections and forward looking statements that reflect the company's current views only, with respect to future events and financial performance. These views are based upon current assumptions that are subject to various risks, and may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the company assumptions are correct. Actual results may differ materially from those projected.

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Q & A