

Al Meera  الميرة

**Financial Results
for the year ended
31 December 2020**

**IR Presentation
01 March 2021**



A. COVID-19 IMPACT

- Al Meera's financial results for the year ended 31 December 2020 have been positively impacted by COVID-19 related activities.

B. SALES

- Group sales for the year 2020 was **QAR 3.4b**, an increase of **QAR 422.6m** or **14.2%**, compared to 2019.

C. GROSS PROFIT

- Gross profit amounted to **QAR 592.1m**, an increase of **QAR 73.5m** or **14.2%**, at gross profit margin of **17.4%**, which is the same as 2019 margin.

D. RENT INCOME

- Rental income amounted to **QAR 65.1m**, a decrease of **QAR 9.7m** or **12.9% decline**, compared to 2019.
- Al Meera provided a 1 to 4 month free rent plus rescheduling of rent payments to its retail tenants, which reduced the rental income by **QAR 10.6m**.

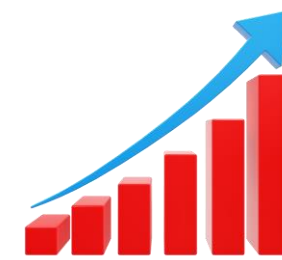
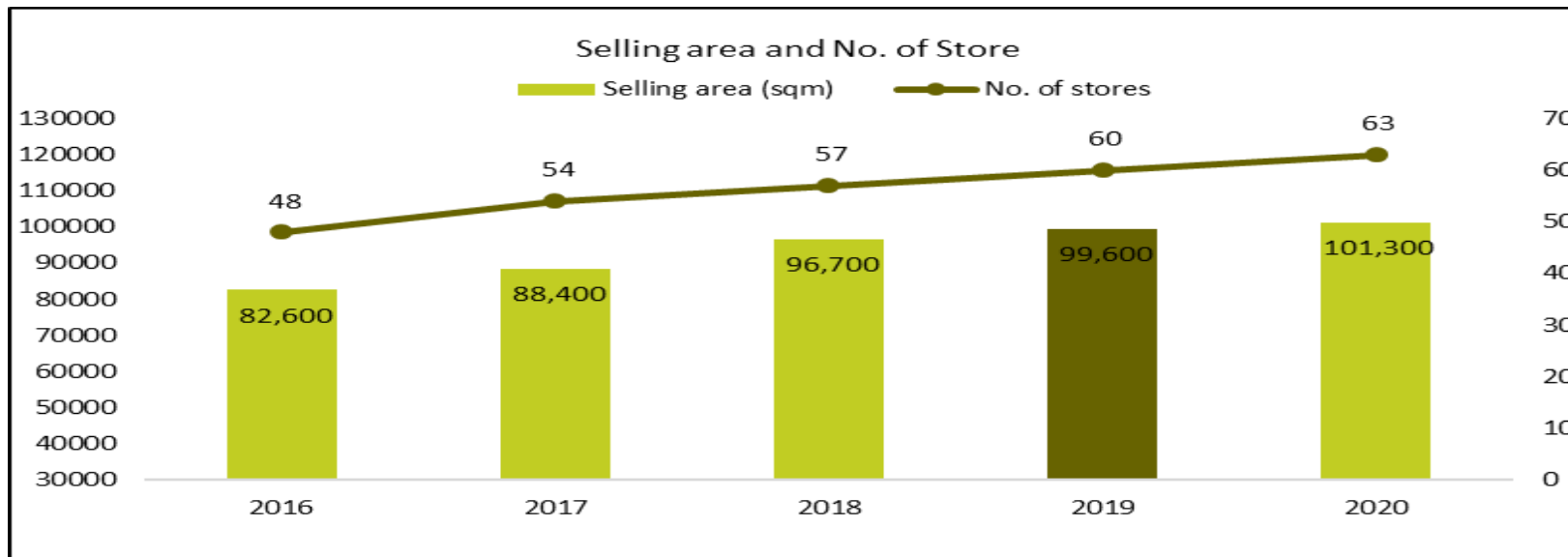
D. GENERAL AND ADMINISTRATIVE EXPENSES

Group's general and administrative expenses amounted to **QAR 331.0m**, an increase of **QAR 37.2m** or **12.7%**, mainly due to the following:

- Increase in staff cost as a result of new stores and COVID-19 related staff cost.
- Increase in safety measures, cleaning, sanitation costs, etc. and COVID-19 related Corporate Social Responsibility (CSR) expenses.

E. NET PROFIT ATTRIBUTABLE TO AL MEERA SHAREHOLDERS

Net profit attributable to Al Meera shareholders amounted to **QAR 209.0m**, an increase of **QAR 22.5m** or **12.1%**, compared to 2019.



The Group has **57** 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.

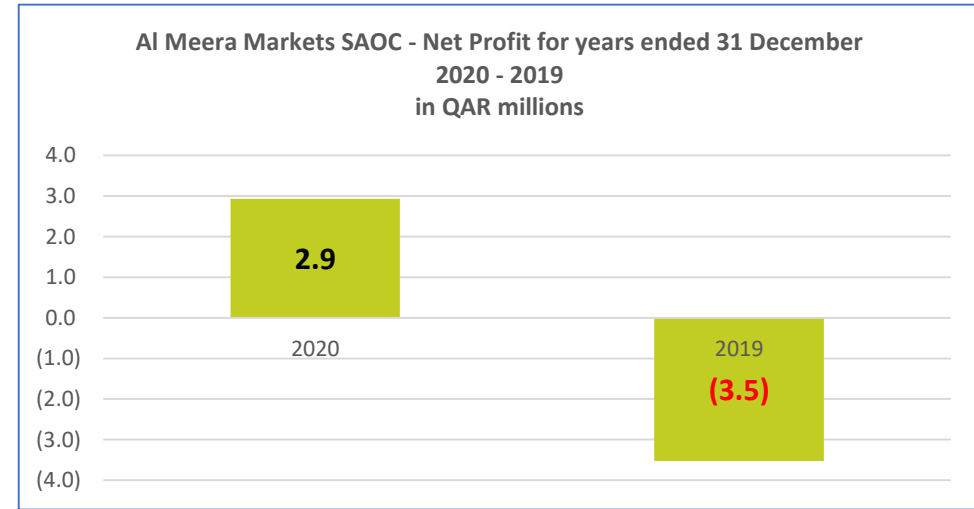
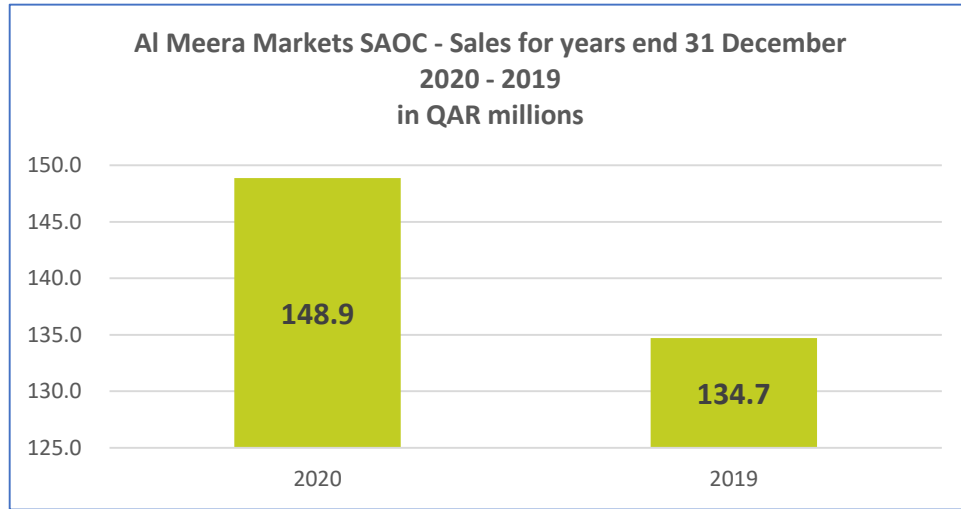
Project updates:

- Fit-out work of Al Meera’s leased store **in Al Asmakh Mall** (also known as Centrepoint Asmakh Mall) is now completed. This new store is expected to open mid-March 2021 after obtaining all necessary approvals. The store, which is in Al Saad Area, Doha, is approximately 1,200 square meter and is fitted out with Al Meera’s latest design concept. This new store will have areas dedicated for fresh produce.
- The fit-out work in both **Al Sailiya and Al Wakra Central Markets** are in progress. Al Meera store in each Central Market is approximately 1,200 square meter and will operate as Cash and Carry Store. The fit-out in Al Sailiya and Al Wakra Central Markets is expected to complete by first week of March 2021 and first week of April 2021, respectively. Al Meera store in Sailiya Central Market is anticipated to open end of March 2021, while the store in Al Wakra Central Market in the later part of 2021.
- The construction of Al Meera’s new store and mall in **Jeryan Jenaihat** is completed. This mall and store will be operational by mid-March 2021.
- Al Meera opened its **third “MAAR” convenience store at Umm Ghuwailina metro station** in September 2020.

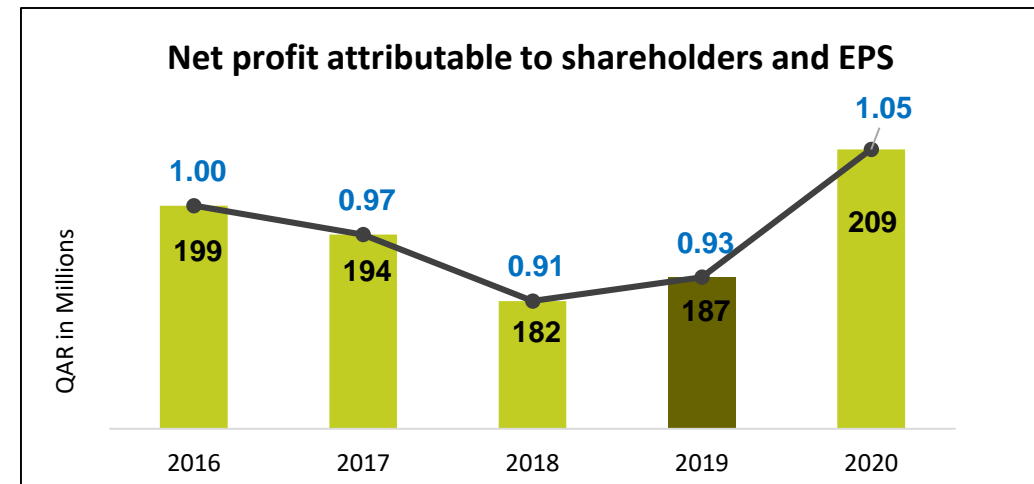
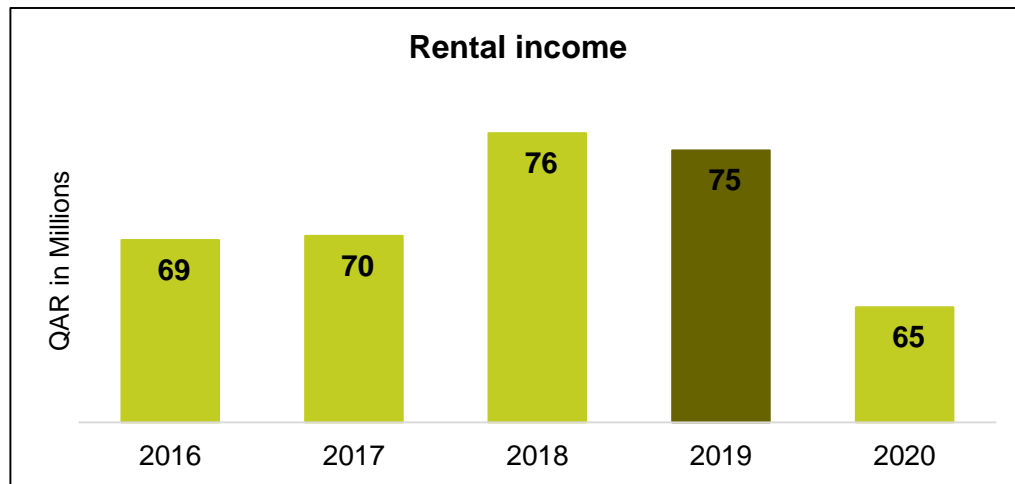
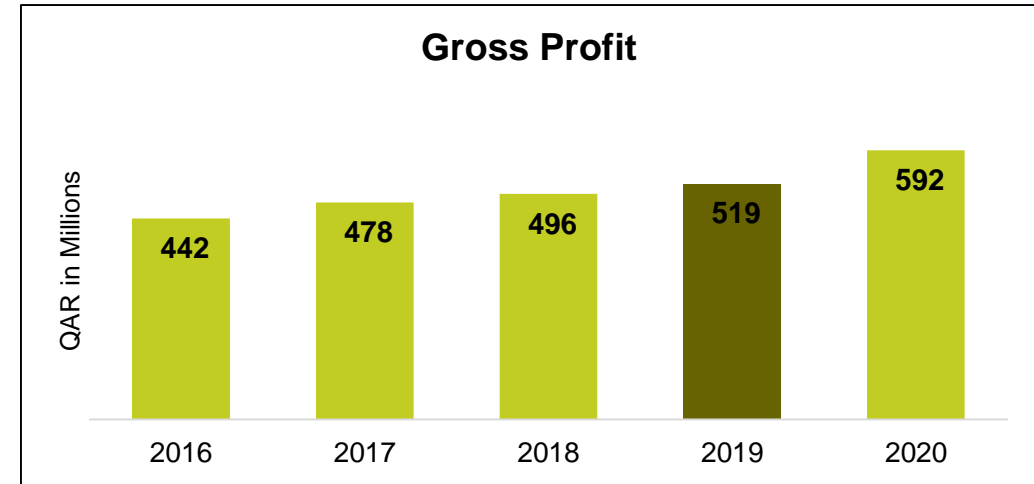
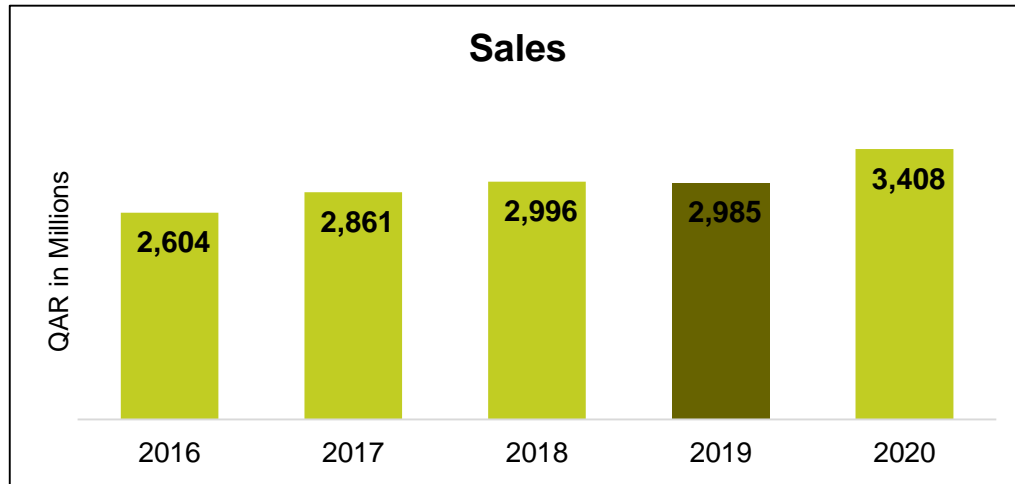
New development and renovation plan updates:

- Al Meera have started preliminary construction preparatory work on **three sites located outside of Doha**. These new stores are being built at the request of the local communities who do not have easy access to a properly managed community supermarket that can cater to their daily grocery needs. In addition to these three sites, Al Meera have **another five sites**, three are in Doha and two are outside of Doha, where detailed design work is in progress. These five new developments will each house a typical Al Meera Mall and Store and will be larger in size, compared to the three other stores outside of Doha.
- There are plans to carry out **eight major and four minor renovation works** on 12 older stores during 2021 to bring them to the same high standard of look and feel as the new stores so that our customers living in these catchment areas can enjoy the same kind of shopping experience as those who have easy access to our newer malls and stores.

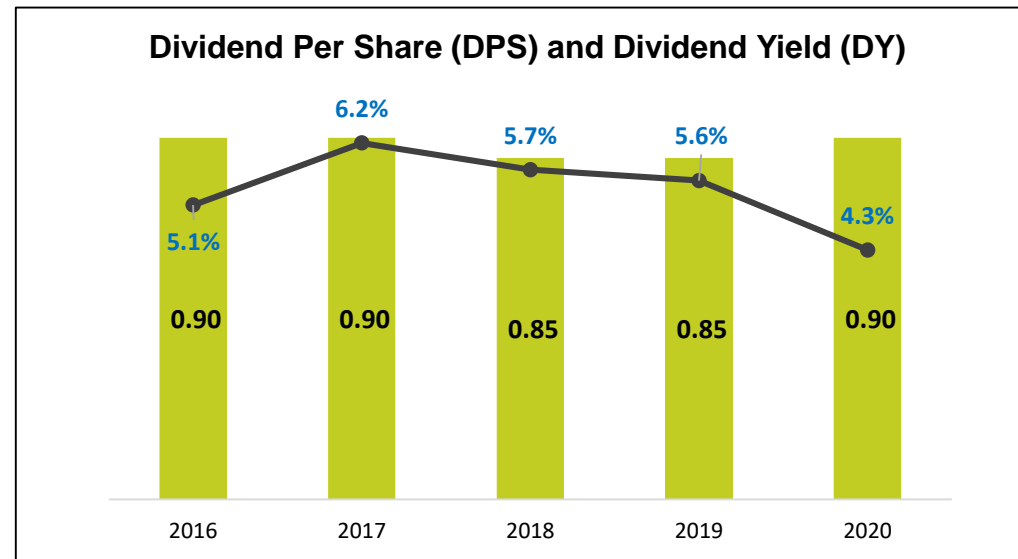
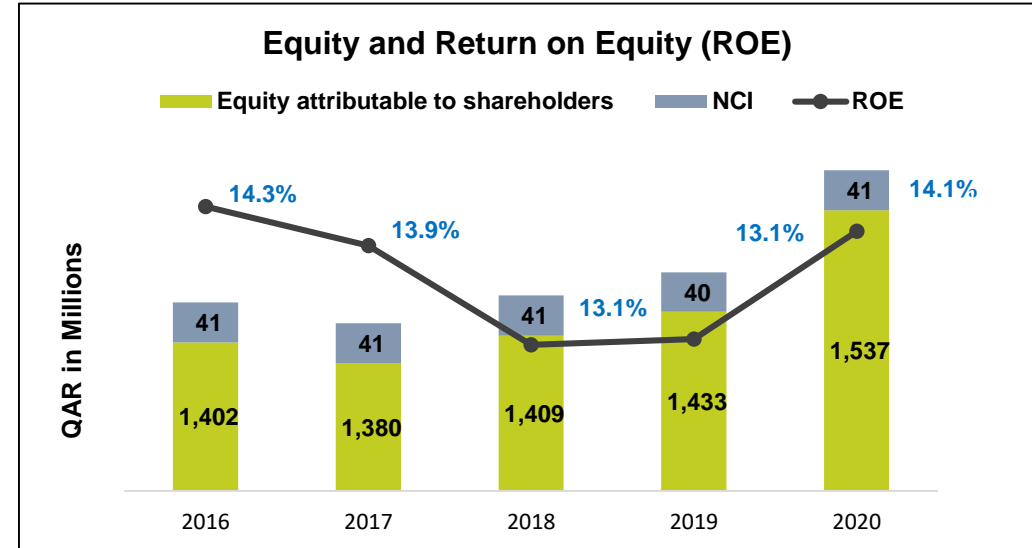
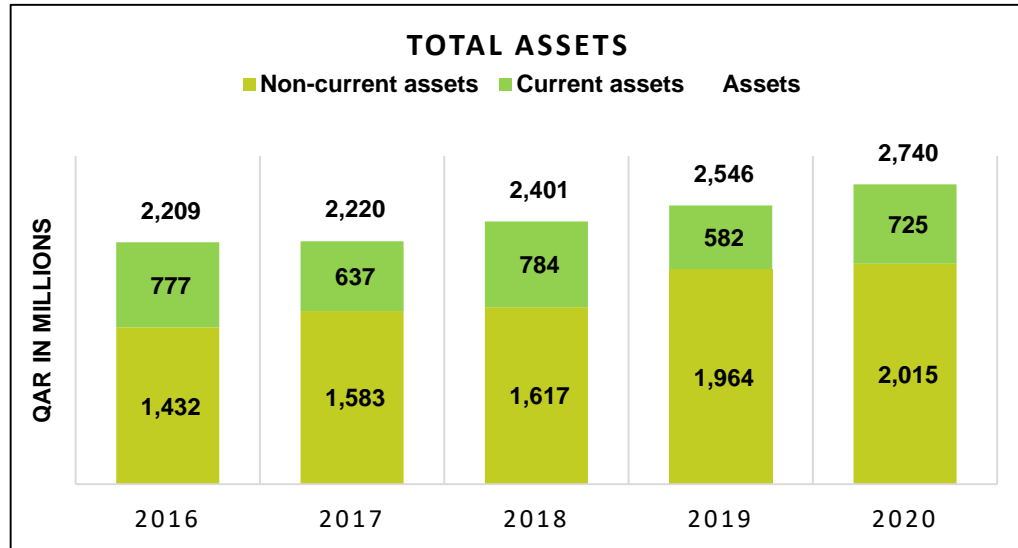
Al Meera Markets SAOC (Oman) – Sales and Net Profits for years ended 31 December 2020 - 2019



- Al Meera Oman's sales and profitability have significantly improved due to implementation of various operational strategies such as organizational restructuring leading to reduction of unnecessary manpower and maximizing efficiency of staff, better inventory management and improving the assortments.
- Sales grew by **10.5%**, compared to 2019.
- Al Meera Markets (Oman) ended the year 2020 with net profit of **QAR 2.9m**, compared to net loss of **QAR 3.5m** in 2019, an increase of **180.3%** over 2019.



To comply with requirements of Qatar Financial Markets Authority, Al Meera implemented a 10 for 1 share split effective 18 June 2019. Consequently, EPS, nominal value per share, book value per share, and dividend per share for 2016 to 2018 have been adjusted to reflect the split.



To comply with requirements of Qatar Financial Markets Authority, Al Meera implemented a 10 for 1 share split effective 18 June 2019. Consequently, EPS, nominal value per share, book value per share, and dividend per share for 2016 to 2018 have been adjusted to reflect the split.

	2020	2019	2018	2017	2016
<i>Income statement items (in QAR millions, unless otherwise stated)</i>					
Sales	3407.7	2985.2	2996.0	2861.2	2604.4
Gross profit	592.1	518.6	496.4	477.9	442.2
Net profit attributable to parent company	209.0	186.6	182.4	194.0	199.2
Earnings per share in QAR	1.05	0.93	0.91	0.97	1.00
<i>Balance sheet items (in QAR millions)</i>					
Total non-current assets	2,015.4	1,963.7	1,616.8	1,582.7	1,432.1
Total current assets	724.9	582.1	784.2	636.7	777.2
Total assets	2,740.4	2,545.8	2,400.9	2,219.4	2,209.3
Total liabilities	1,162.3	1,072.2	951.0	797.9	766.7
Total equity	1,578.1	1,473.6	1,449.9	1,421.5	1,442.6
<i>Key financial ratios (in QAR, unless otherwise stated)</i>					
Gross profit margin	17.4%	17.4%	16.6%	16.7%	17.0%
Net profit margin	6.1%	6.3%	6.1%	6.8%	7.6%
Return on average total assets	7.9%	7.5%	7.9%	8.8%	9.5%
Return on average equity attributable to equity holders of the parent	14.1%	13.1%	13.1%	13.9%	14.3%
Nominal value per share*	1.00	1.00	1.00	1.00	1.00
Price per share*	20.71	15.30	14.80	14.49	17.55
Book value per share*	7.68	7.17	7.04	6.90	7.01
Price earnings ratio (PE)	19.81	16.40	16.23	14.93	17.62
Price to book value ratio	2.69	2.13	2.10	2.10	2.50
Dividend per share*	0.90	0.85	0.85	0.90	0.90
Dividend yield	4.3%	5.6%	5.7%	6.2%	5.1%
Dividend payout	0.86	0.91	0.93	0.93	0.90

To comply with requirements of Qatar Financial Markets Authority, Al Meera implemented a 10 for 1 share split effective 18 June 2019. Consequently, EPS, nominal value per share, book value per share, and dividend per share for 2016 to 2018 have been adjusted to reflect the split.

DISCLAIMER

Information contained in this presentation is subject to change without further notice. Its accuracy is not guaranteed, and it may not contain all material information concerning the company. We and our advisors do not make any representation regarding, nor assume any liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

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.

This presentation is strictly for information only, and is not to be distributed without the explicit consent of Al Meera Consumer Goods Company Q.P.S.C. management under any circumstances.

Q & A