

ودام الغذائية
widam food

INVESTORS CONFERENCE CALL

For the nine month period ended 30 September 2019

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ABOUT US

Widam Food Company Q.P.S.C. (the “Company”) was incorporated in accordance with the Resolution No. 75 of 2003 issued by the Minister of Economy and Finance of the State of Qatar as a Qatari Public Shareholding Company, and was registered at the Ministry of Economy and Commerce of the State of Qatar with the Commercial Registration No. 26911 dated 16 December 2003. The Company is domiciled in the State of Qatar, where it also has its principal place of business. Its registered office is at Second floor, QFB Building, Suhaim bin Hamad street, Al Saad, Doha.

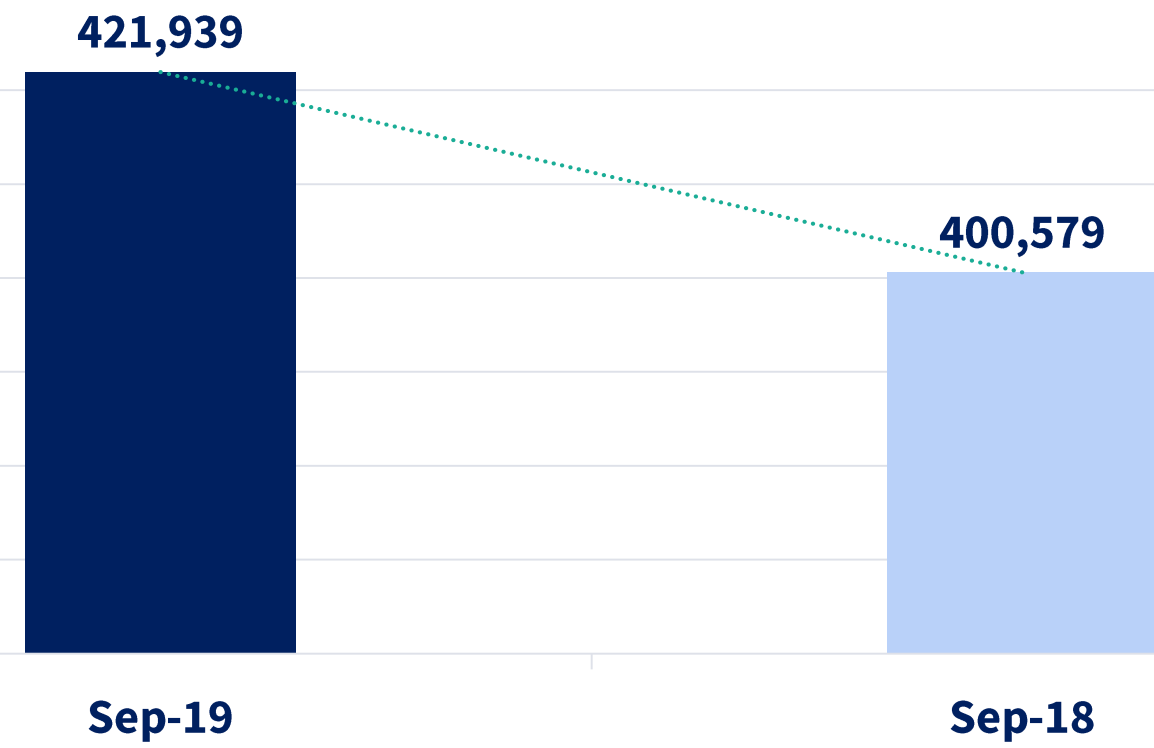
The Company’s principal activities include the import and trade of livestock, meat and feeds. In addition the Company is engaged in the slaughter of sheep and cattle and supplying the local market with fresh meat and related products

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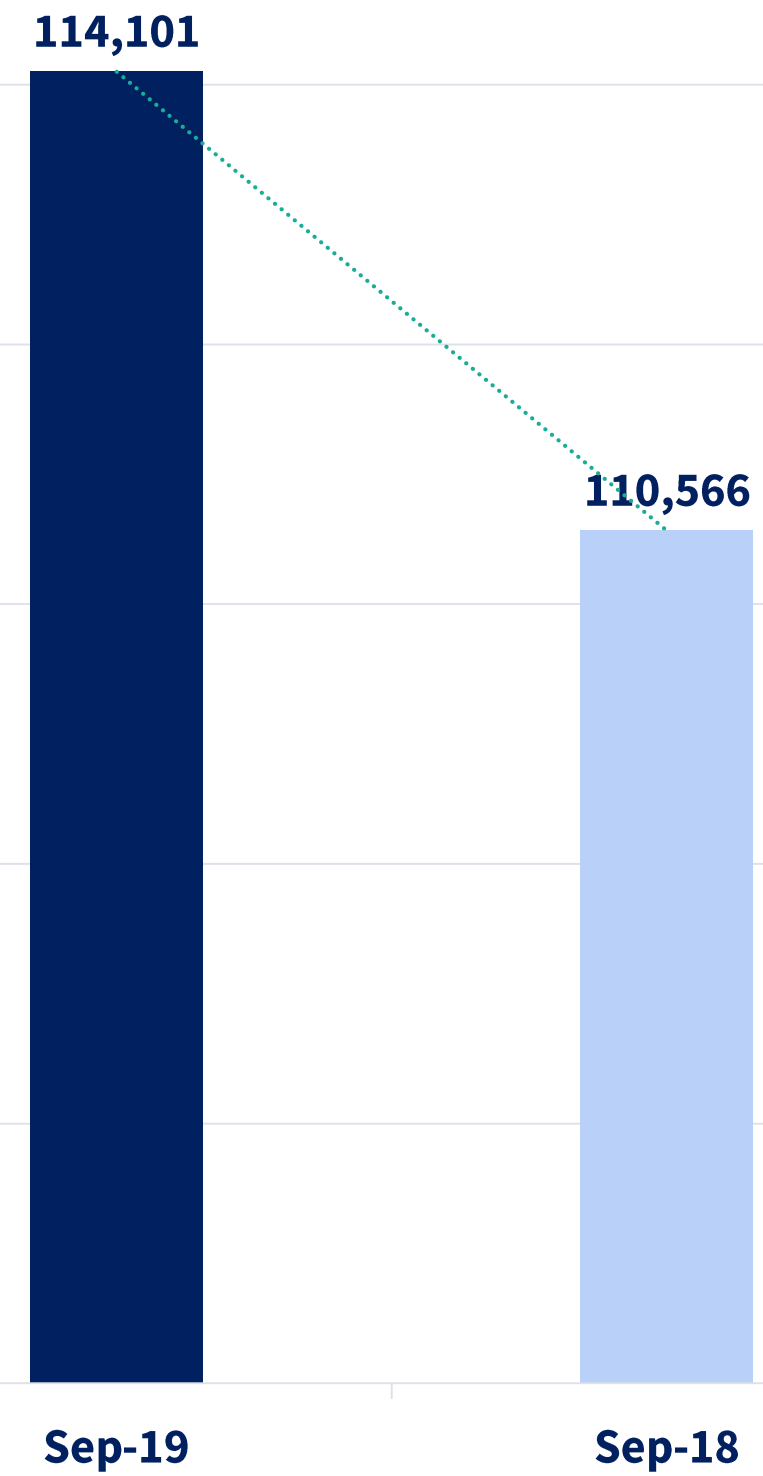
FINANCIALS RESULTS

<i>Financial Performance Overview</i>	<i>Sep-19</i>	<i>Sep-18</i>	<i>Variance</i>	<i>Variance</i>
	<i>QR'000</i>	<i>QR'000</i>	<i>QR'000</i>	<i>%</i>
For the nine month ended 30 September 2019				
Revenue	421,939	400,579	21,359	5%
Cost of sales	(693,510)	(720,944)	27,434	-4%
Government compensation	385,672	430,931	(45,259)	-11%
Gross Profit	114,101	110,566	3,535	3%
Other income	197	1,977	(1,780)	-90%
General and administrative expenses	(45,869)	(40,298)	(5,571)	14%
Operating Profit	68,429	72,246	(3,816)	-5%
Profit received from bank deposit	8,497	7,568	929	12%
Foreign exchange gain	314	(34)	348	-1024%
Profit for the period from continuing operations	77,240	79,780	(2,540)	-3%
Discontinued operation:				
Loss from discontinued operation	(13,846)	(131)	(13,715)	-100%
Profit for the period	63,395	79,649	(16,255)	-20%
Earnings per share - continuing operations	0.43	0.44	(0.01)	-3%
Basic and diluted earnings per share	0.35	0.44	(0.09)	-20%

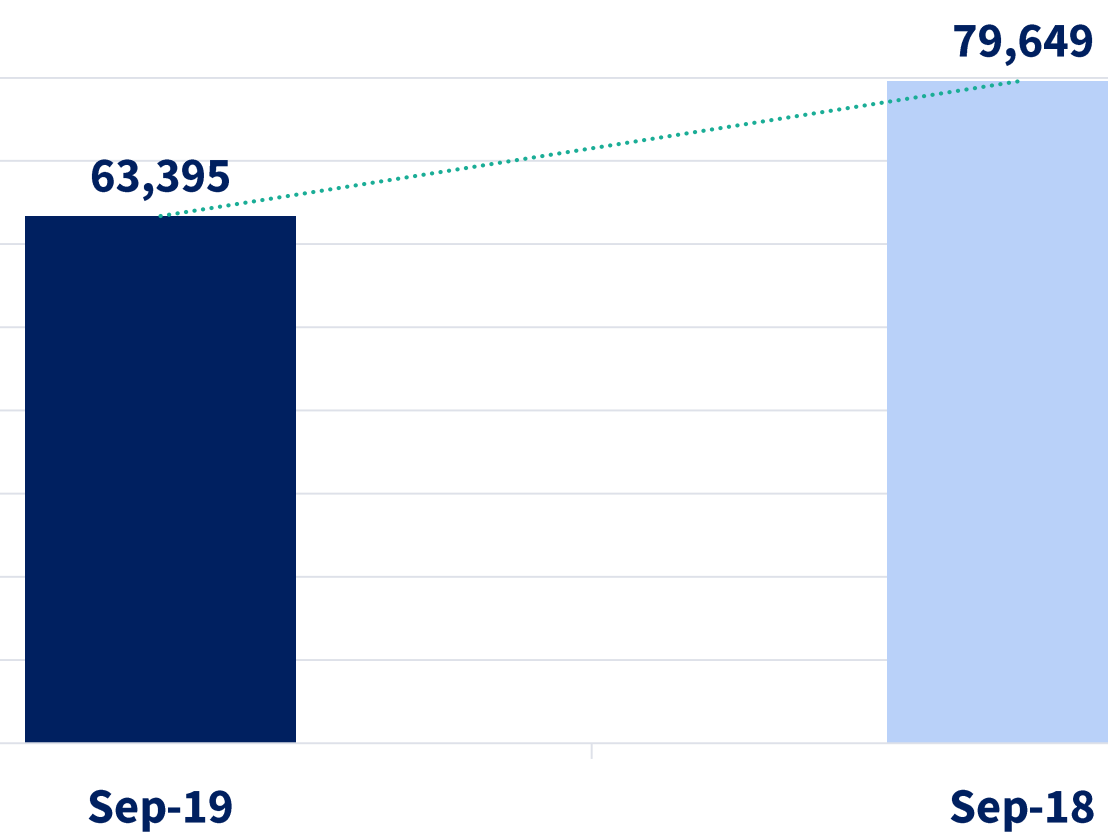
Revenue / QR'000



GP / QR'000



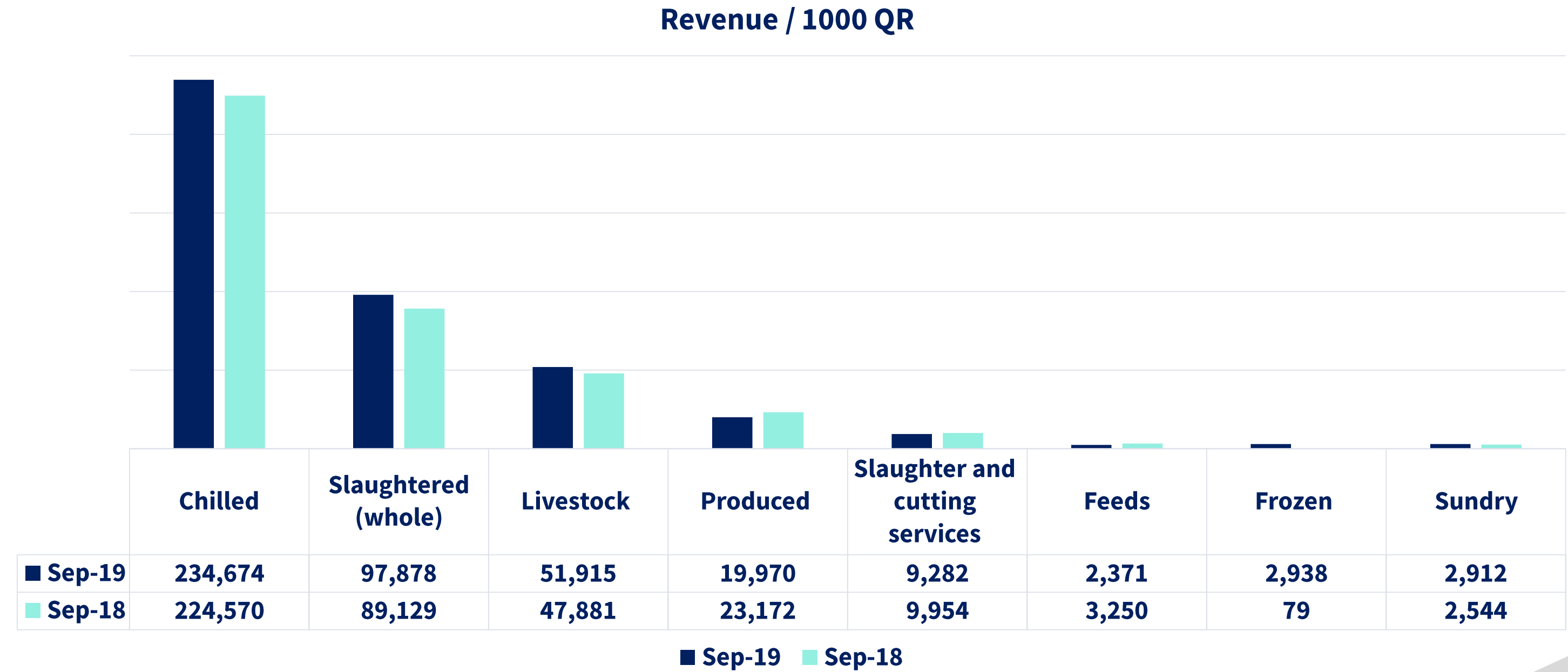
Net Income / QR'000



Q3
Performance

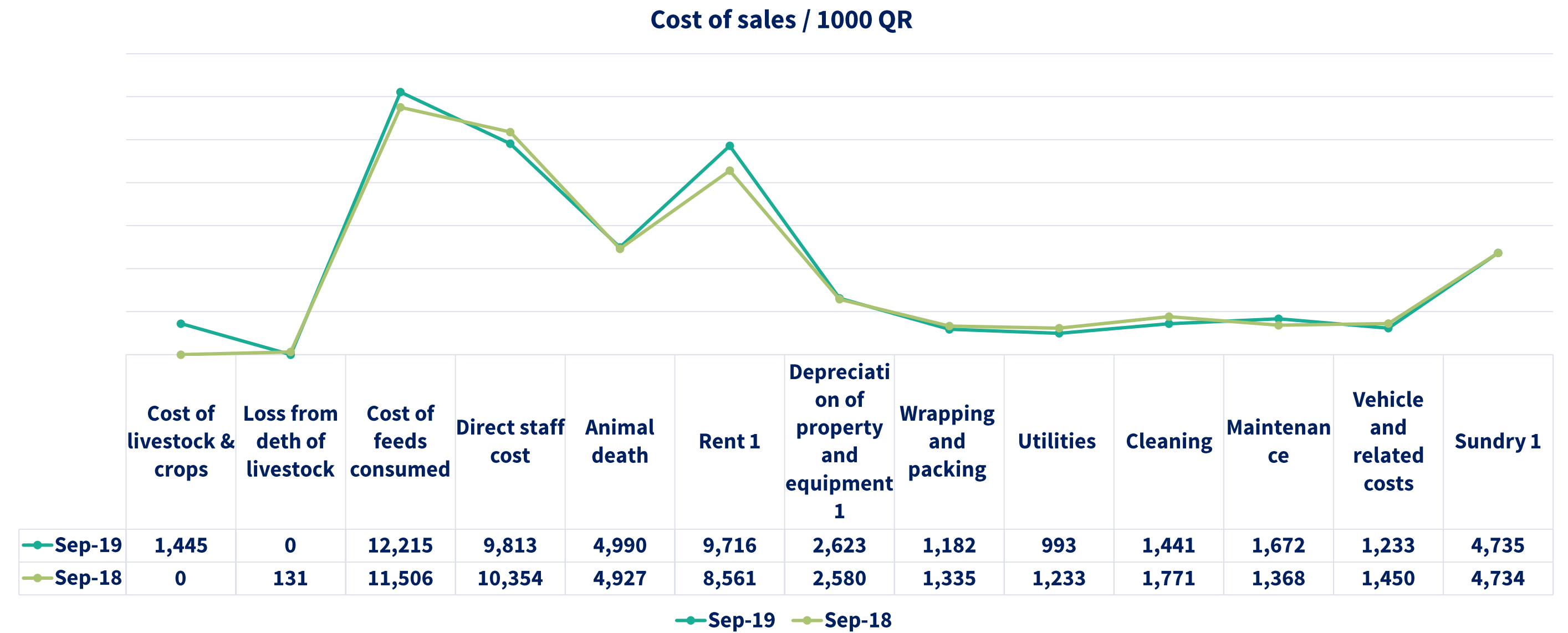
FINANCIALS RESULTS - REVENUE

Revenue (QR'000)	Sep-19	Sep-18	VAR	%
Chilled	234,674	224,570	10,103	4%
Slaughtered (whole)	97,878	89,129	8,749	10%
Livestock	51,915	47,881	4,033	8%
Produced	19,970	23,172	(3,202)	-14%
Slaughter and cutting services	9,282	9,954	(672)	-7%
Feeds	2,371	3,250	(879)	-27%
Frozen	2,938	79	2,858	3604%
Sundry	2,912	2,544	369	14%
	421,939	400,579	21,359	5%

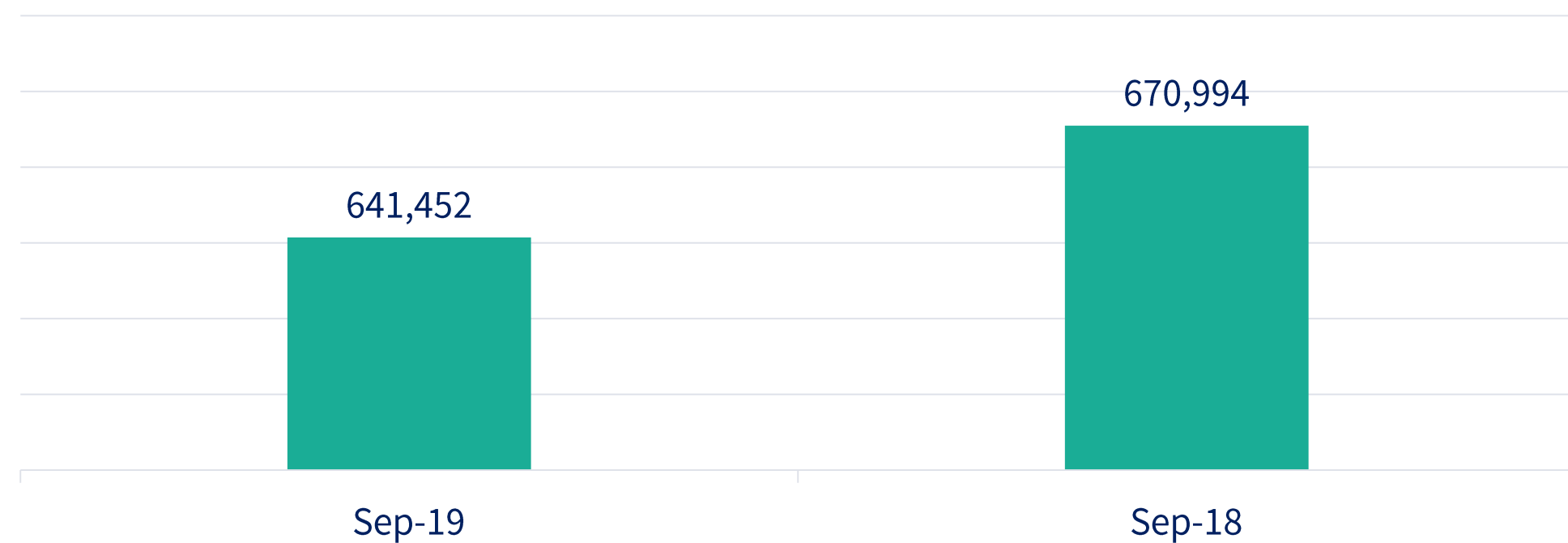


FINANCIALS RESULTS – COST OF SALES

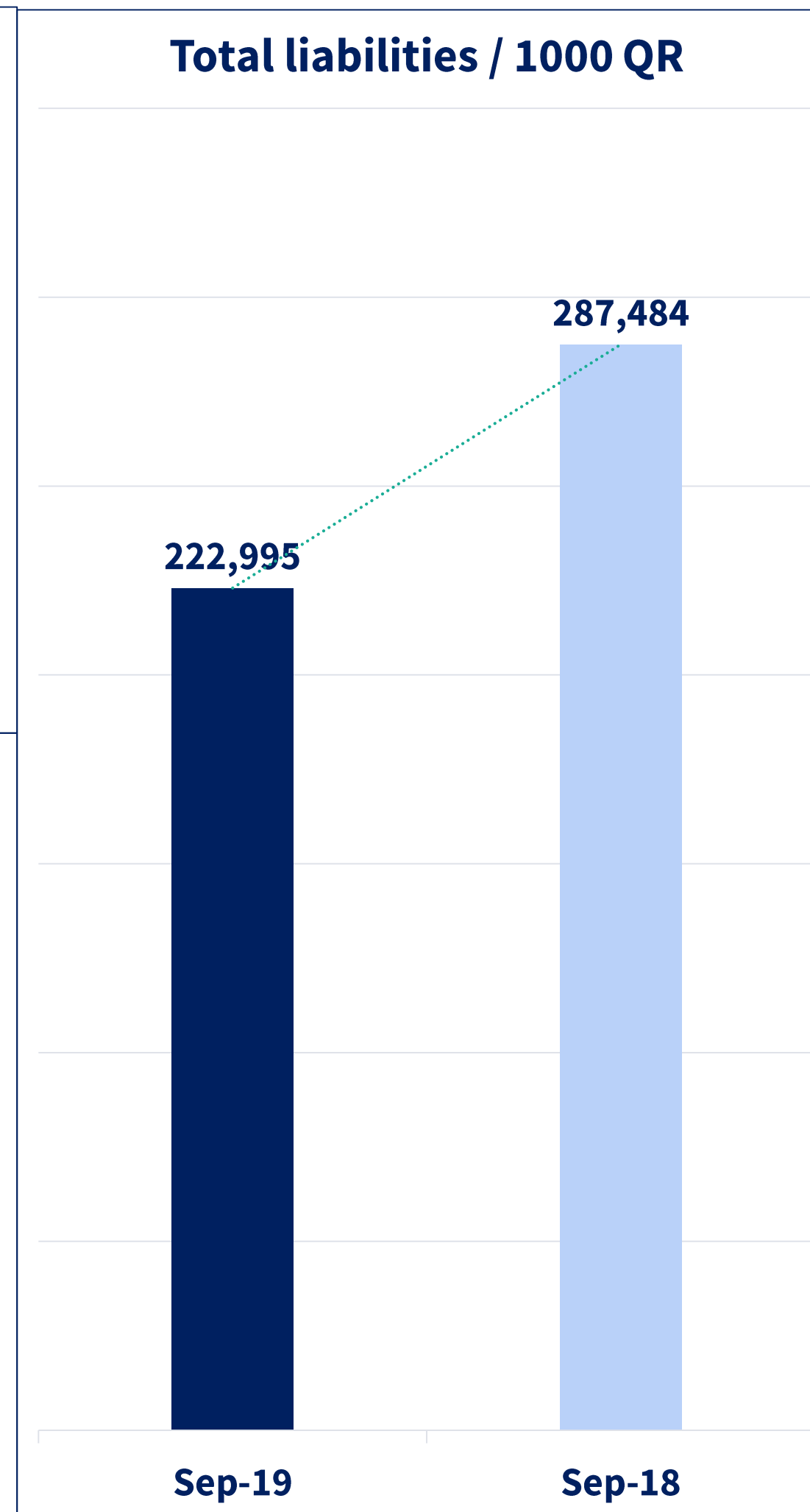
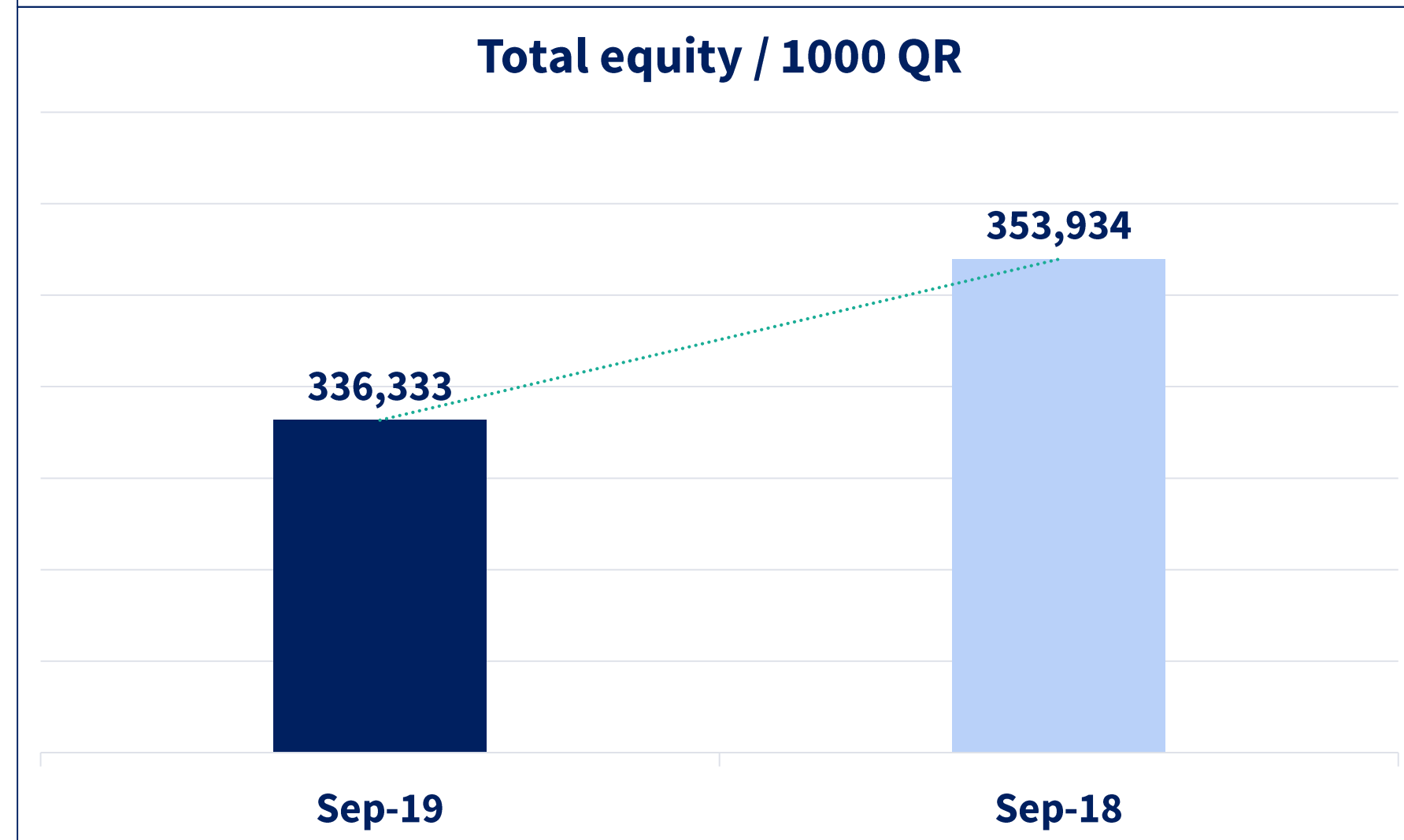
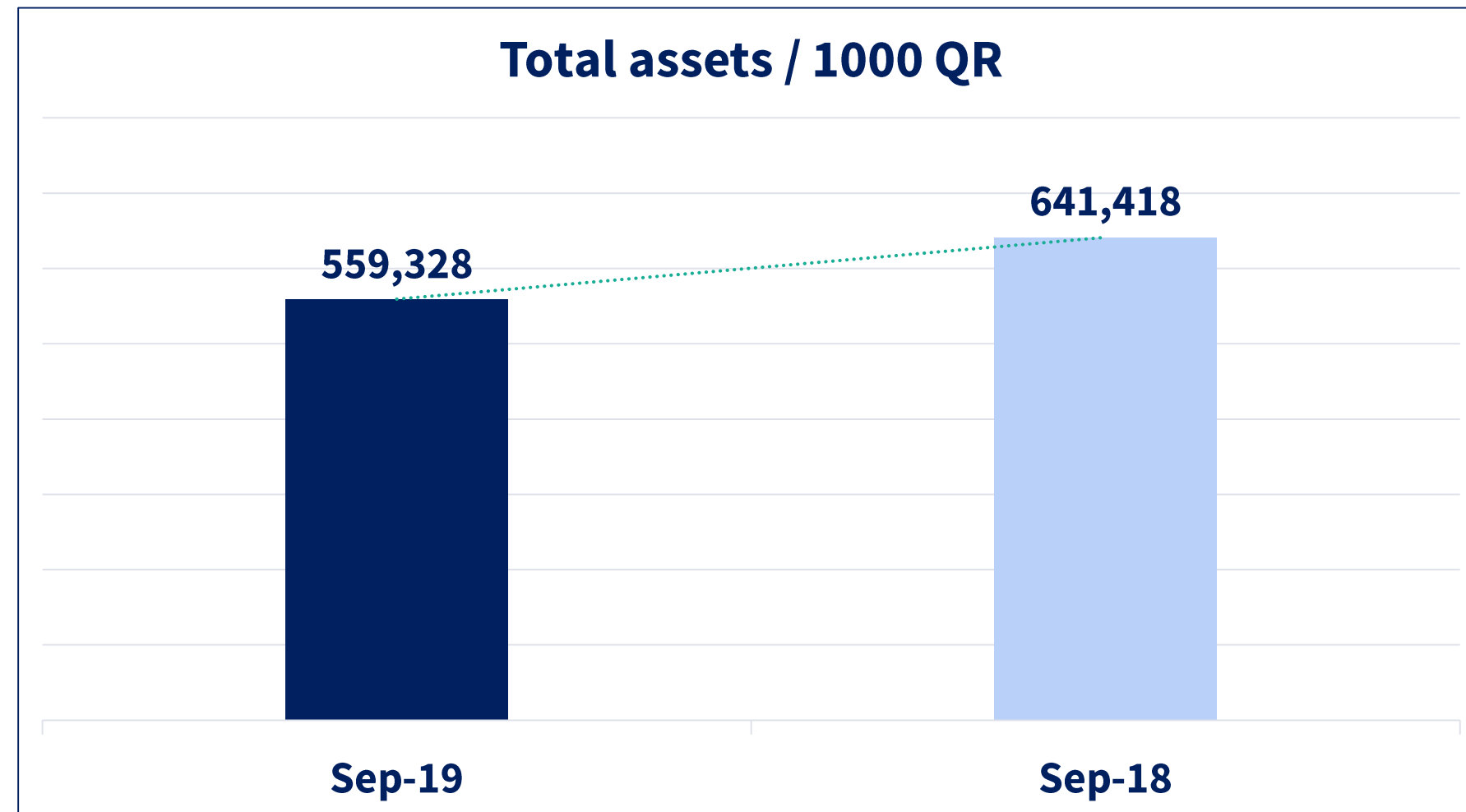
Cost Of Sales (QR'000)	Sep-19	Sep-18	VAR	%
Cost of goods sold	641,452	670,994	(29,543)	-4%
Cost of livestock & crops	1,445	0	1,445	100%
Loss from deth of livestock	0	131	(131)	-100%
Cost of feeds consumed	12,215	11,506	709	6%
Direct staff cost	9,813	10,354	(541)	-5%
Animal death	4,990	4,927	63	1%
Rent	9,716	8,561	1,155	13%
Depreciation of property and equipment	2,623	2,580	42	2%
Wrapping and packing	1,182	1,335	(153)	-11%
Utilities	993	1,233	(240)	-19%
Cleaning	1,441	1,771	(330)	-19%
Maintenance	1,672	1,368	304	22%
Vehicle and related costs	1,233	1,450	(217)	-15%
Sundry	4,735	4,734	0	0%
	693,510	720,944	(27,434)	-4%



Cost of goods sold / 1000 QR



FINANCIAL POSITION



FINANCIAL POSITION
Q3

Disclaimer

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The financial information for Q3 2019 & Q3 2018 included in this presentation is unaudited.

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Thank You

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