

**Company:** QNB Financial Services Co.  
**Conference Title:** Qatar Cinema and Film Distribution Co. (QCFS) Q1 2021 Results conference call  
**Moderator:** Mehmet Aksoy  
**Date:** Monday, 3 May 2021  
**Conference Time:** 10:00

Mehmet Aksoy: Hi. Good afternoon, ladies and gentlemen, this is Mehmet Aksoy from QNB Financial Services. I would like to welcome everyone to Qatar Cinema and Film Distribution Company's Q1 2021 Results conference call. On this call from QCFS, we have Mr AbdulRahman Najdi, who is the general manager; Mr Jamal Uddin Albanna[?], who is the finance manager; and Ms Walaa El-Sayed, who is the IR officer. We will conduct this conference call first with brief comments on the presentation followed by the Q&A. I will now hand the call over to Mr Jamal to get us started. Jamal, please go ahead.

Jamal Uddin: Ladies and gentlemen, good afternoon. We are indeed honoured and on behalf of Qatar Cinema Company may we welcome you and we give you a brief presentation on the financial statements of the business from 30 January to 31 March 2021. [Inaudible] on the revenue generation [inaudible] sustainability in its operations. The main activity specialised in operating our many cinemas, generating 61% of the total revenue. Secondly, [inaudible] which will be [inaudible] companies or institutions, generating revenues [inaudible] of the total of revenues.

Thirdly, the [inaudible] market will give us other revenue resulting from [inaudible]. The [inaudible] amount is 19% of the total revenue. Last, the remaining 2% of the [inaudible].

Concerning the company's finance statements for the three months ending 31<sup>st</sup> March 2021, [inaudible] decreased by almost 29% compared to the same period in the year 2020. [Inaudible] 1,045,186 in comparison to [inaudible] 1,467,260 for the same period in the previous year. The earnings per share amounted to QR 0.017 as of 31<sup>st</sup> March 2021, against earnings per share QR 0.023 for the same period in the year 2020. [Inaudible] decreased because of the following

factors. One, cinema ticket revenues have decreased by 73%, directly due to the [inaudible] and don't allow the [inaudible] corona [inaudible] on the income, which decreased by 15% [inaudible] the same period in the year 2020. [Inaudible] result in the reduce of [inaudible] by 20%. The rental income contribution [inaudible] the Group's financial [inaudible].

Number three, the new financial [inaudible] amounted to [inaudible] 29% [inaudible] on loans to finance the asset, the loan [inaudible] the liquidity volume [inaudible] six million five hundred and fifty three thousand [inaudible] compared to the end of December 2020. As the crisis enhanced at the end of December 2020, amounted to twenty three million four hundred forty seven thousand one hundred forty seven Qatari riyal. [inaudible] 10% [inaudible] 2020 based on the [inaudible] long term investment [inaudible] which will generate more future revenue which has the increased the [inaudible]. Decrease in asset in comparison with the year 2020, 169 [inaudible] value of the company asset 31<sup>st</sup> March 2021 which means [inaudible] per cent decrease in the [inaudible] in comparison in the same [inaudible] December 2020.

Ladies and gentlemen, [inaudible] March 2020 and approve the following. Number one, [inaudible] number four [inaudible] situation by extending the term of company for another 50 years starting [inaudible] 15<sup>th</sup> February 2020. Number, [inaudible] the amendment is [inaudible] number 27 of the company [inaudible] association by increasing the number of current [inaudible] of directors so that the number of board members nine members 20% on members. Number three, I believe the amendment [inaudible] article number 28 article of association of the company [inaudible] minimum ownership of the company [inaudible] of the board of directors [inaudible] 250,000 shares [inaudible] 25,000 shares.

[Inaudible]

Speaker: Thank you. If you would like to ask a question, please signal by pressing star one on your telephone keypad. If you're using a speaker phone, please make sure your mute function is

QNB Financial Services Co. – Qatar Cinema and Film Distribution Co. (QCFS) Q1 2021 Results conference call  
turned off to allow your signal to reach our equipment. Again, please press star one to ask a  
telephone question. We'll pause for just a moment to allow everyone an opportunity to signal. As  
a reminder, that is star one to ask a telephone question. We will now take our first question from  
[Inaudible] Please go ahead.

Speaker: [Inaudible] call. I'd just like to ask about [inaudible] business of the company. It seems  
that you are going towards [inaudible] other than [inaudible] and you operated this and what you  
are going to [inaudible] for the future of the [inaudible]

Speaker: Hello.

Speaker: [Inaudible]

Speaker: [Inaudible]

Speaker: Shall I repeat the question?

Speaker: Yeah. [Inaudible]

Speaker: My question is that it seems from the financial you are heavy on the real estate  
investment rather than the main business of cinema. And what is the future of your main  
business of cinema with the – or the impact of COVID-19 on the main business, how is it going  
for the future?

Speaker: Yeah, we have [inaudible] now few months on – we opened new cinema in Qatar. VIP  
cinema with high standard and also we now received [inaudible] the approval for maintenance our  
all building [inaudible] and we also have to make some maintenance in our cinema in [inaudible]  
We have [inaudible] because of corona. For Qatar you cannot open now because we wait till the

– all the cinema now closed. But you have idea, the first aim was Qatar [inaudible] finished [inaudible] will be [inaudible] the Gulf Cinema building, and this is [inaudible] more capacity [inaudible] cinema. After that, we have to [inaudible] because that is the [inaudible] aim is Qatar [inaudible] cinema [inaudible] we have our [inaudible] our [inaudible]

Speaker: [Inaudible]

Speaker: Mr [inaudible]

Speaker: Good morning. Hello. Hello. Good morning. Hello. Good morning.

Speaker: Good morning.

Speaker: Hi, how are you? Fine [Inaudible] cinemas and we have a plan to run with more cinemas also. And [inaudible] in the months we may [inaudible] cinemas if they are out because of the corona pandemic. And we wish to open our cinemas [inaudible] I believe the [inaudible] Cinema relies basically on the Gulf cinemas. And we hope to renovate it. We have [inaudible] now we almost solved this problems, we hope to proceed renovating in the few coming months.

Speaker: Okay. Thank you.

Operator: As a reminder to ask a telephone question, please signal by pressing star one. We'll pause for us a moment to allow everyone an opportunity to signal for questions. There appears to be no further questions at this time. I'd like to hand the conference back to the host for any additional or closing remarks.

Mehmet Aksoy: Hi, this is Mehmet Aksoy again. If there are no further question, then we can wind the call for today. I would like to thank everyone for participating in the call. Please reach out to team at QNB FS or Qatar Cinema if you have any further questions. Thank you.