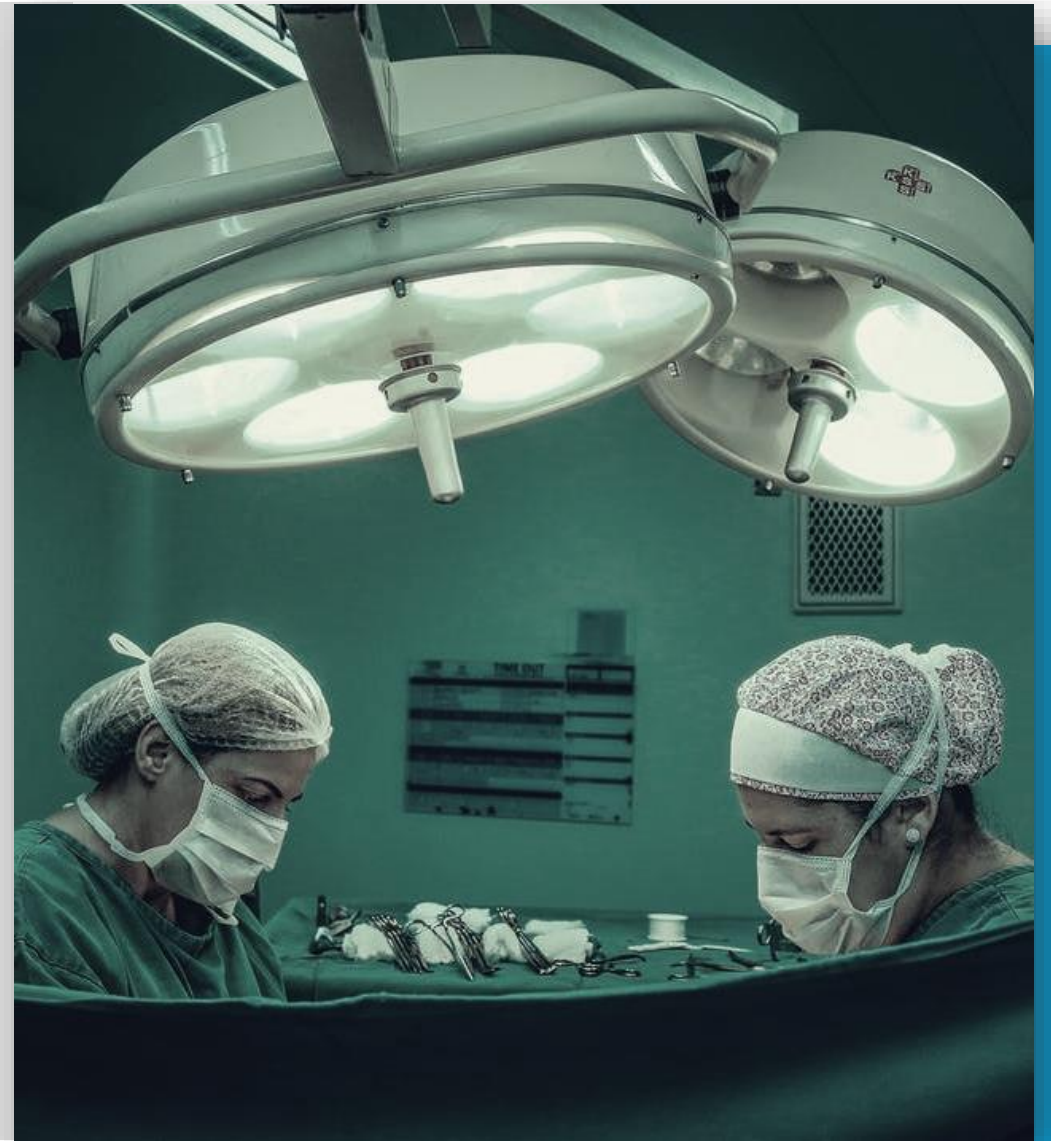


Saudi German Health

Investor Presentation – 1Q 2024



Saudi
German
Health



SGH at a Glance



8
Hospitals

~1.4k bed
Operational Capacity

~90%
Population Access

7.3k
Total Staff

1.3k
Total Doctors

2.3k
Total Nurses

3.4
Avg. Length of Stay

69%
Utilization Rate (Beds)

71%
Utilization Rate (Clinics)

576k*
Inpatient Censes

12.7mn*
Outpatient Censes

322k*
Performed Surgeries

*Aggregate figures from 2015 till 1Q 2024



Mission

To Provide Evidence-Based, Safe Medical Services Delivered with Effective Management, Engagement with Our Community and Fulfillment of Our Stakeholder's Needs.



Vision

To be the most accessible & agile healthcare group in the region, providing innovative and comprehensive patient-centric care to all patients anywhere, anytime.

TABLE OF CONTENT



01

Overview

02

Market Landscape

03

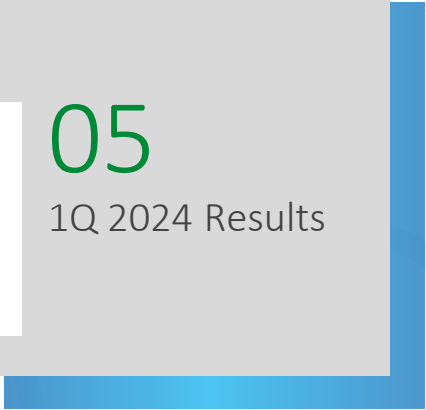
Financial &
Operational
Highlights

04

Updates &
Strategic Focus

05

1Q 2024 Results



101

Overview



Our People



Eng. Sobhi Batterjee
Chairman



Makarem Batterjee
President and Vice Chairman



Dr Ahmed Shebl
Group Chief Executive Officer



Madani Hozaien
Group Chief Financial Officer

About Saudi German Health

Saudi German Health at a Glance

Middle East Healthcare Company (MEAHCO), publicly known as Saudi German Health (SGH), is a leading healthcare provider in Saudi Arabia. Building on a long family legacy as medical pioneers in the Kingdom, Saudi German Health was founded by the Batterjee family 35 years ago to relieve people's suffering and have a positive impact on their health.

In 1988, Eng. Sobhi Batterjee, Chairman of Saudi German Health, and Dr. Khalid Batterjee, Vice President of Saudi German Health, established the first hospital in Jeddah and collaborated with German University Hospitals to bring advanced German healthcare standards and expertise to the local community for the first time in the Kingdom of Saudi Arabia. These associations inspired the 'German' in our name.

Since then, MEAHCO has been expanding and growing its presence organically on firm footing. MEAHCO is the most geographically diverse healthcare player in Saudi Arabia with a total licensed capacity of c.1.8k beds and a comprehensive network of 8 full-fledged hospitals in Jeddah, Asser, Riyadh, Madinah, Hail, Dammam, and Makkah, enabling it to access ~90% of the Kingdom's population.

A Revamped Vision

Old Branding



New Branding



Equity Growth Story

217 Licensed Beds
204 Operational Beds
131 Clinics

300 Licensed Beds
214 Operational Beds
69 Clinics

150 Licensed Beds
90 Operational Beds
24 Clinics

150 Licensed Beds
98 Operational Beds
16 Clinics

35 Operational Beds
16 Clinics
30 Clinics Complex

1988
Establishment in Jeddah

2001
Establishment in Riyadh

2017
Establishment in Hail

2020
Establishment in Dammam & Riyadh Hospital joined Mayo Clinic Network

2022
Launch of Specialized Hospital in Jeddah & Clinics Complex in Abha



2000
Establishment in Asser
400 Licensed Beds
291 Operational Beds
89 Clinics

2003
Establishment in Madinah
300 Licensed Beds
197 Operational Beds
58 Clinics

2018
Launch of Beverly Clinics in Jeddah
20 Clinics

2021
Rebranding to "Saudi German Health"

2022
Establishment in Makkah
300 Licensed Beds

2023
Medical Tower & Bed Expansion in Riyadh
143 Licensed Beds
160 Clinics

Saudi German Health's Brand Footprint



4
COUNTRIES

14
HOSPITALS

30+
YEARS

44
SPECIALITIES

Saudi Arabia

- 7 Owned
 - Jeddah
 - Asser
 - Riyadh
 - Madinah
 - Hail
 - Dammam
 - Makkah
- 1 Leased
 - Jeddah

United Arab Emirates

- 3 Hospitals
 - Dubai
 - Sharjah
 - Ajman

Egypt

- 2 Hospitals
 - Cairo
 - Alexandria

Yemen

- 1 Hospital
 - Sana



Accreditations

Jeddah Asser Riyadh Madinah Hail Dammam Makkah

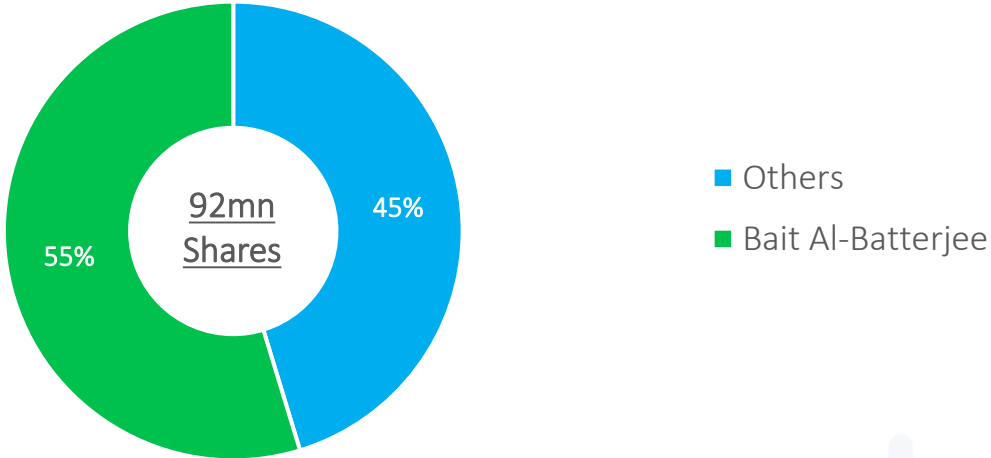


	Jeddah	Asser	Riyadh	Madinah	Hail	Dammam	Makkah
ACHS	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited
NCAHQ	Accredited	Accredited	Accredited	Accredited	In Progress	Accredited	In Progress
CBAHI	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited
HIMSS	Accredited	Accredited	Accredited	Accredited	Accredited	In Progress	In Progress
CAP	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited
AAABB	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited	In Progress

Accredited
In Progress

Share Overview

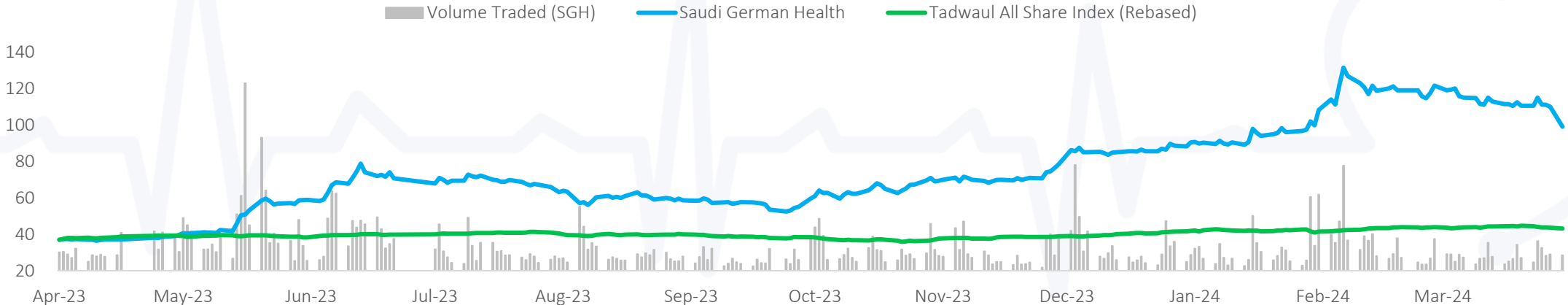
Shareholder Structure



SGH Share Data

Market Cap. (SAR mn)	9,112
Market Cap. (USD mn)	2,430
52-Week High (SAR)	131.40
52-Week Low (SAR)	36.55
3-month ADTV (SAR mn)	76
12-month ADTV (SAR mn)	56

1 Year Stock Performance vs. TASI



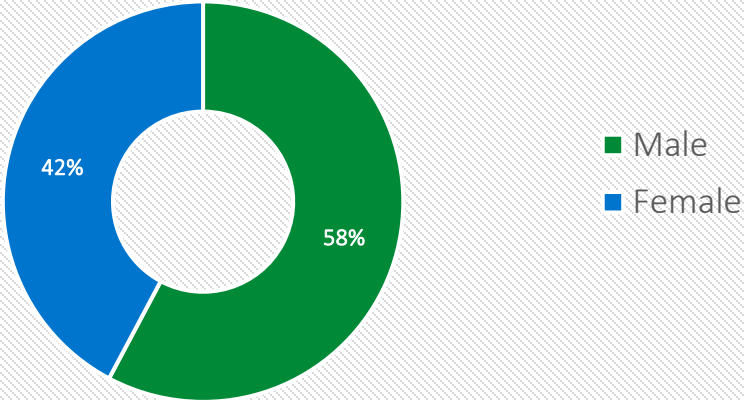
102

Market Overview

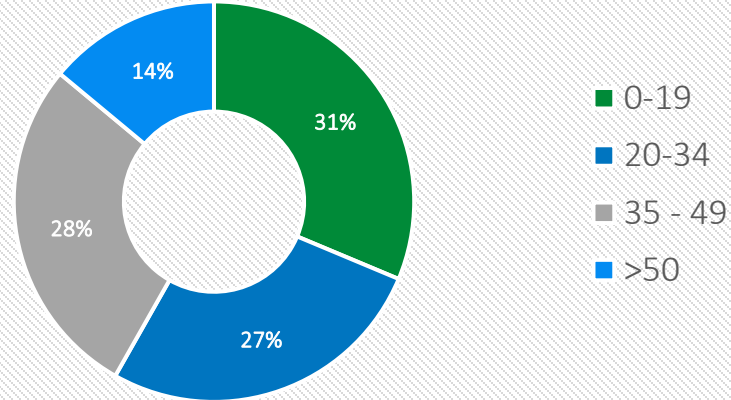


Population at a Glance

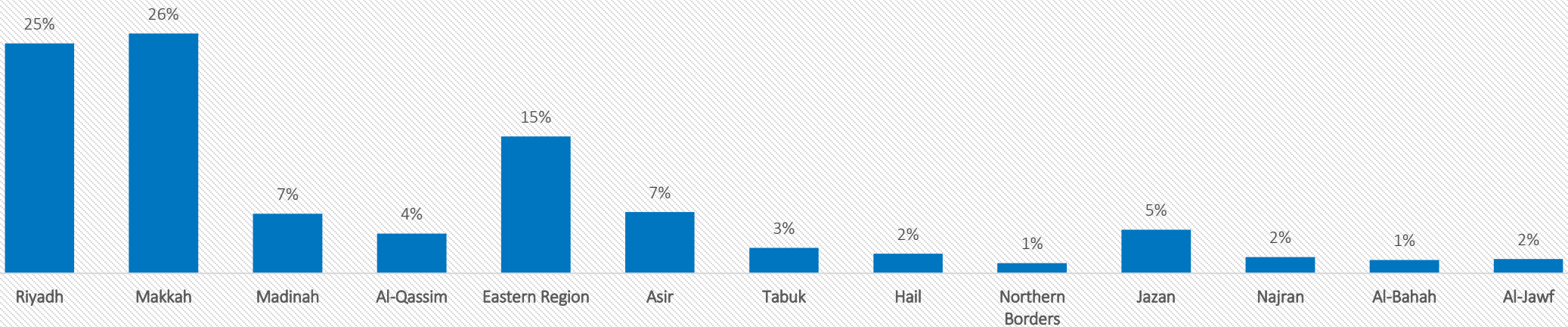
Gender Breakdown (%)



Age Breakdown (%)



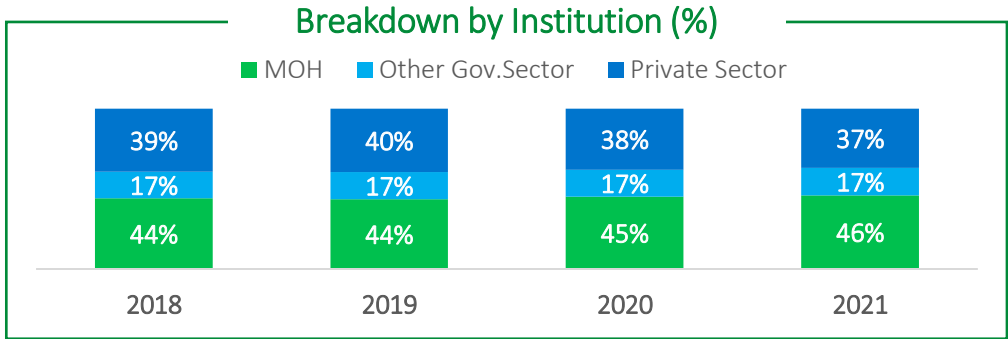
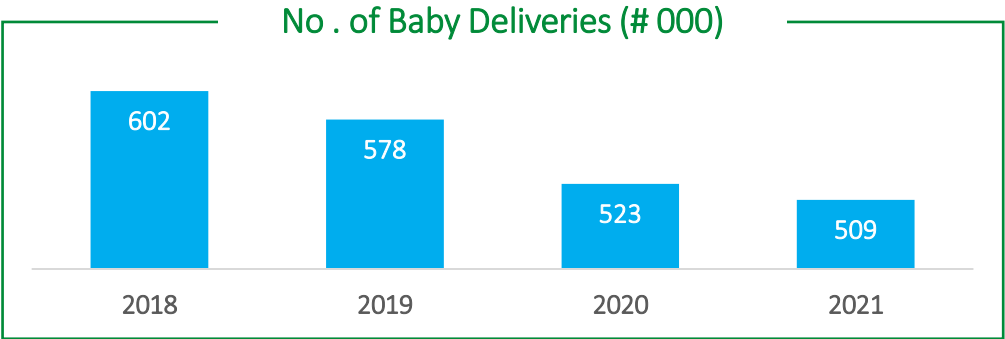
Breakdown by Administrative District (%)



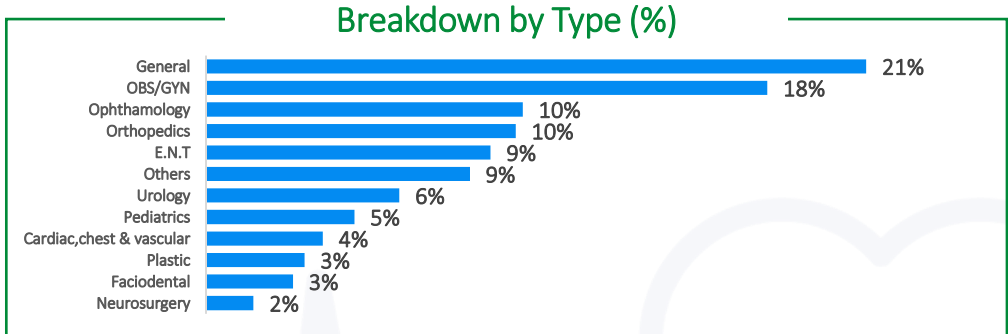
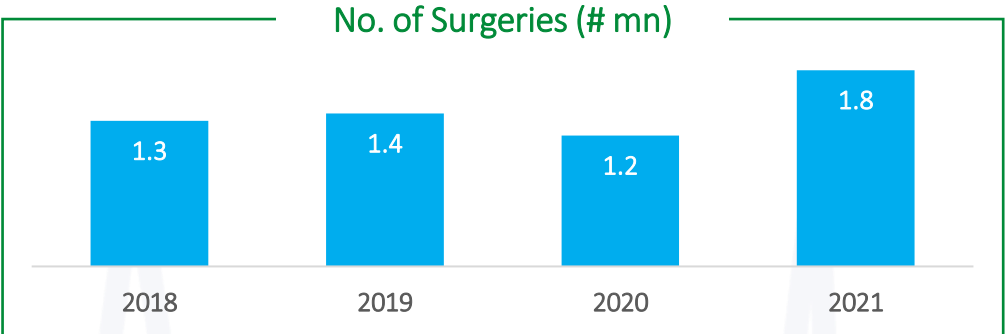
*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

Sector Growth Profile

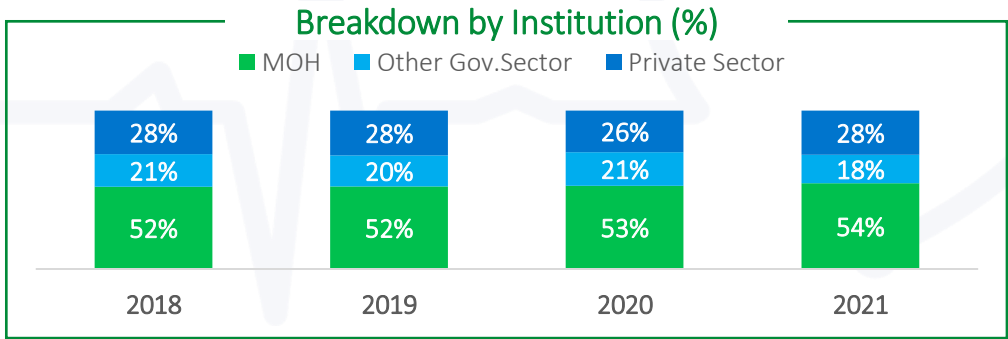
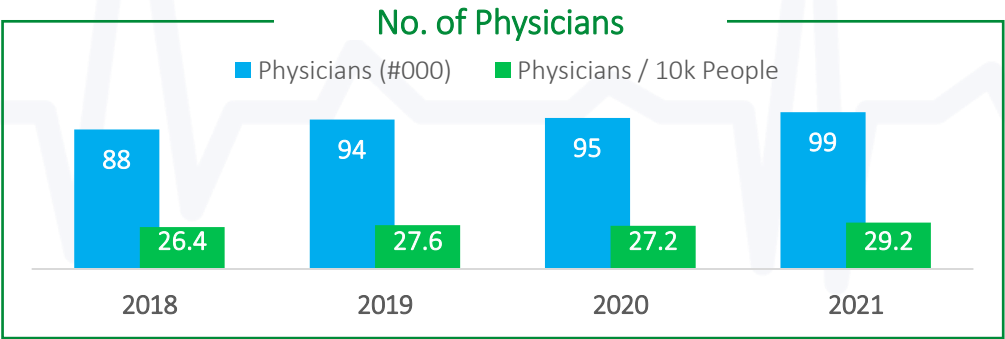
Baby Deliveries



Surgeries



Physicians

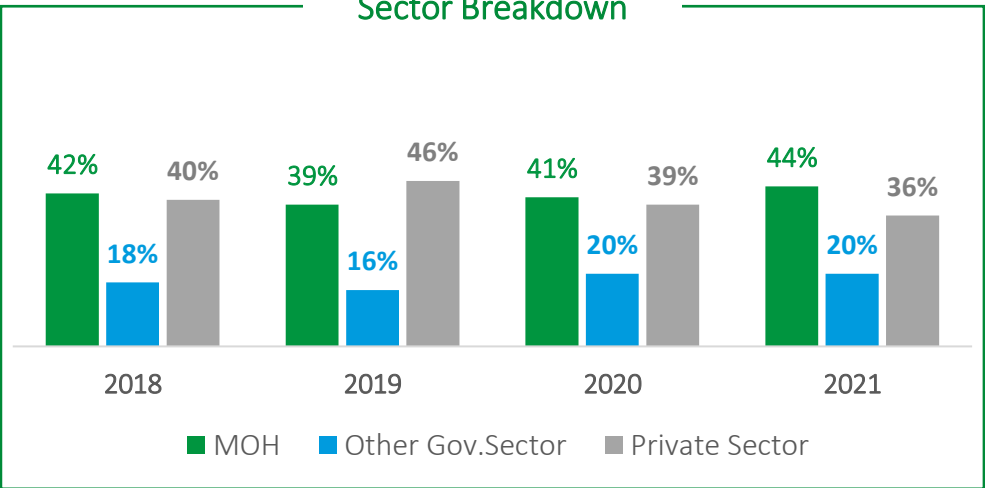
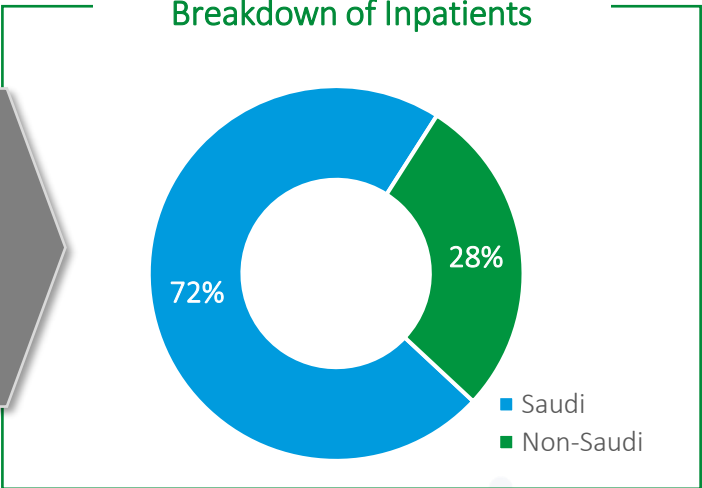


*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

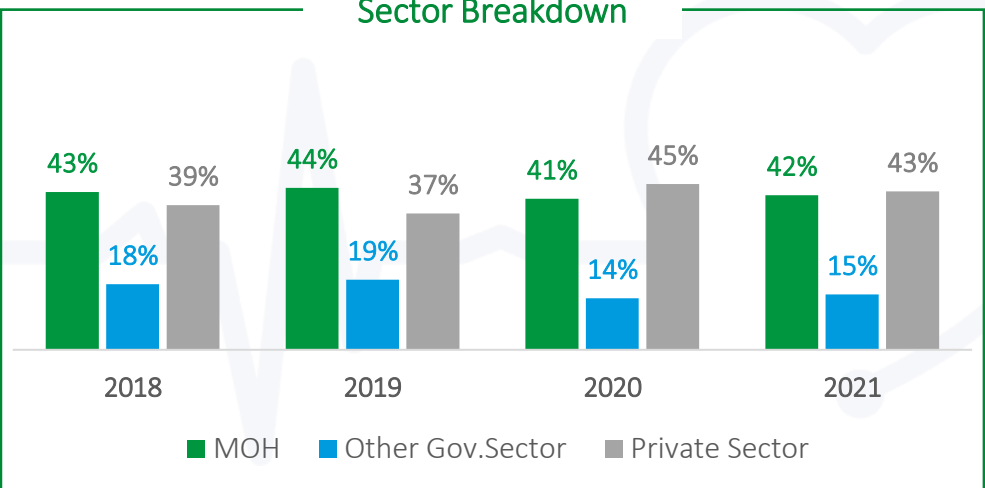
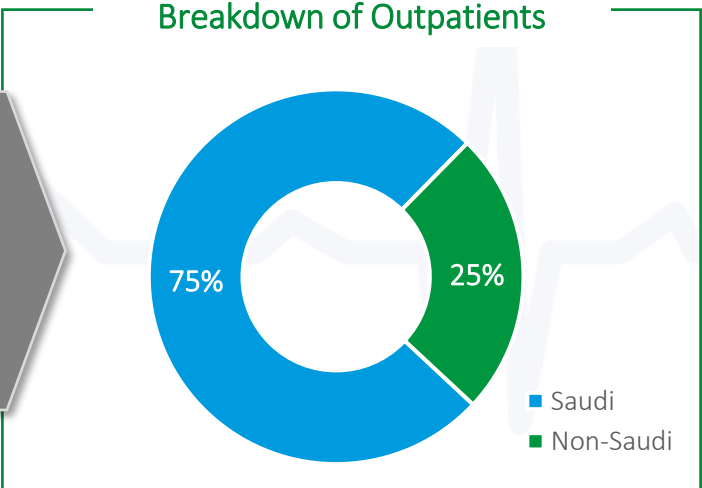
Inpatients & Outpatients at a Glance



Inpatients



Outpatients

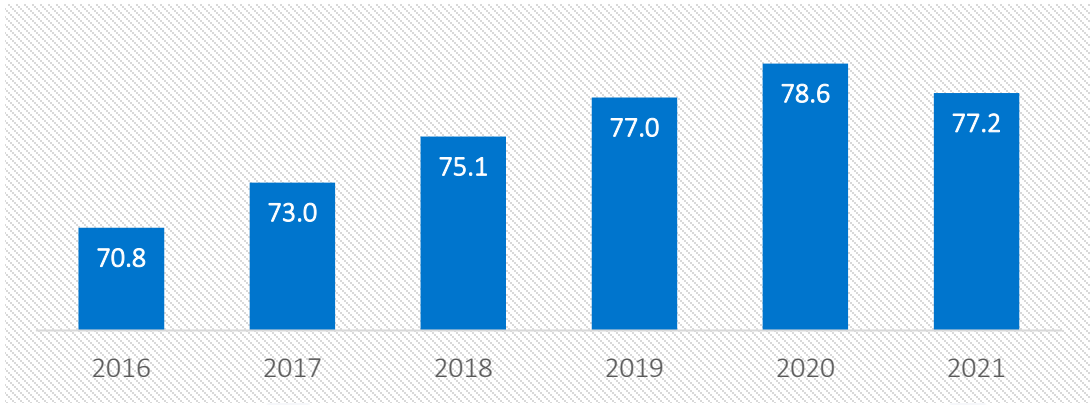


*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

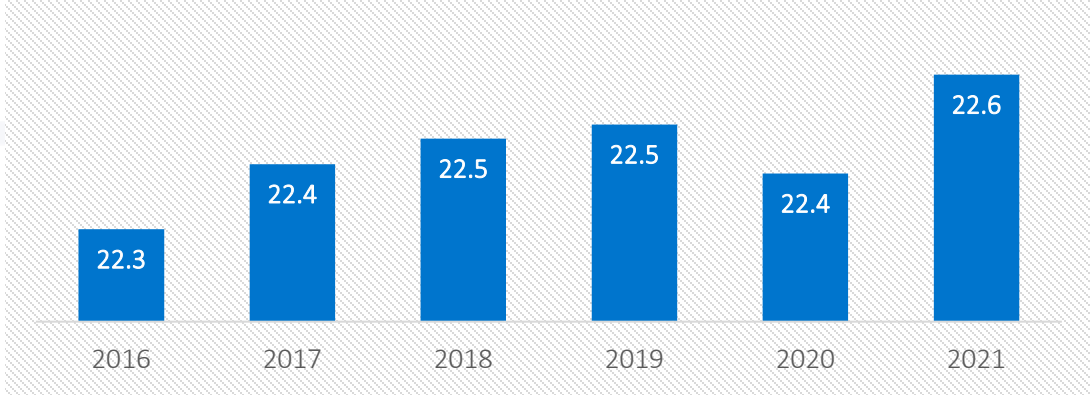
With Clear Room for Growth

Beds

No. Beds (# 000)

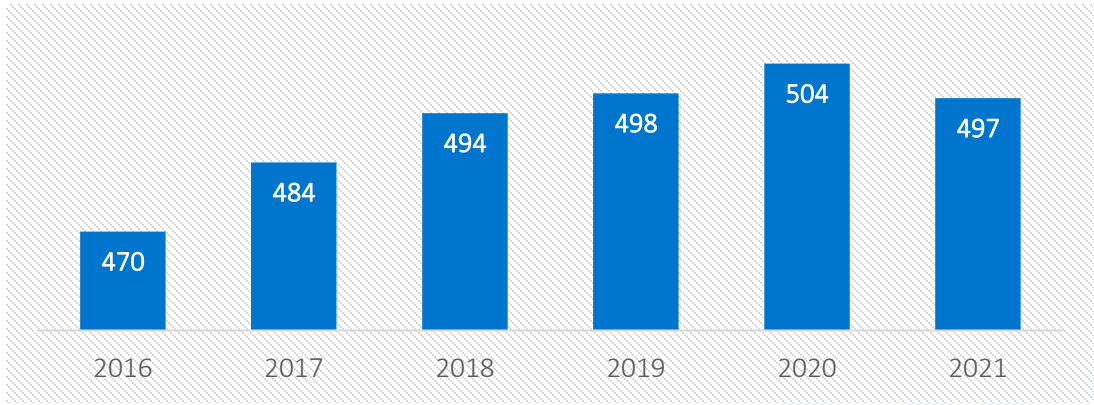


No. of Beds/ 10k Person (#)

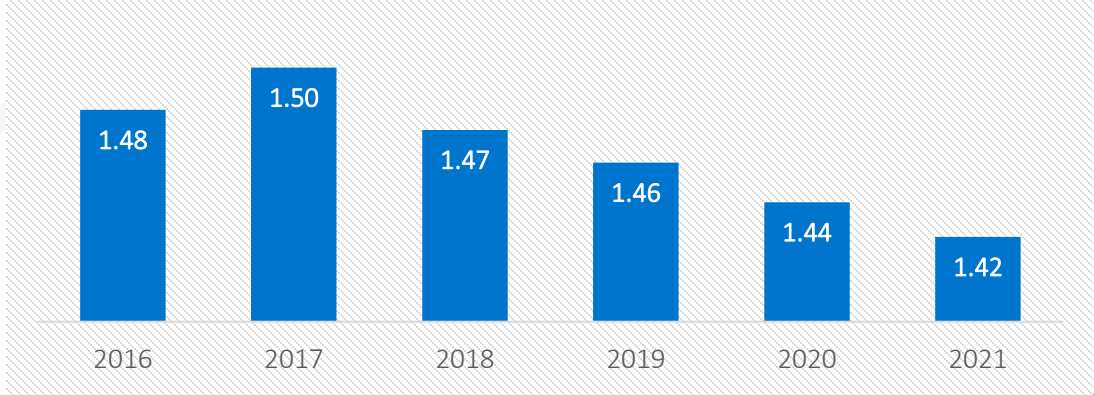


Hospitals

No. of Hospitals (#)



No. of Hospitals/ 100k Person (#)



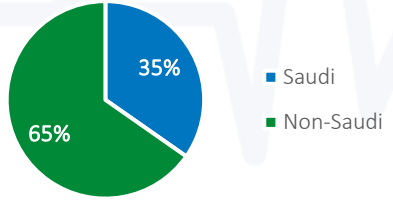
*Sources: Kingdom of Saudi Arabia – Ministry of Health

Health Insurance (1-2)

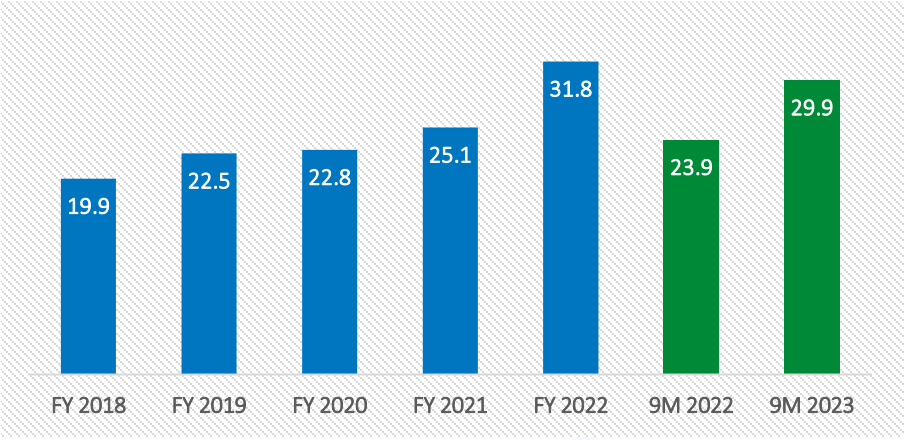
Highlights

24
Total Saudi Insurance Companies

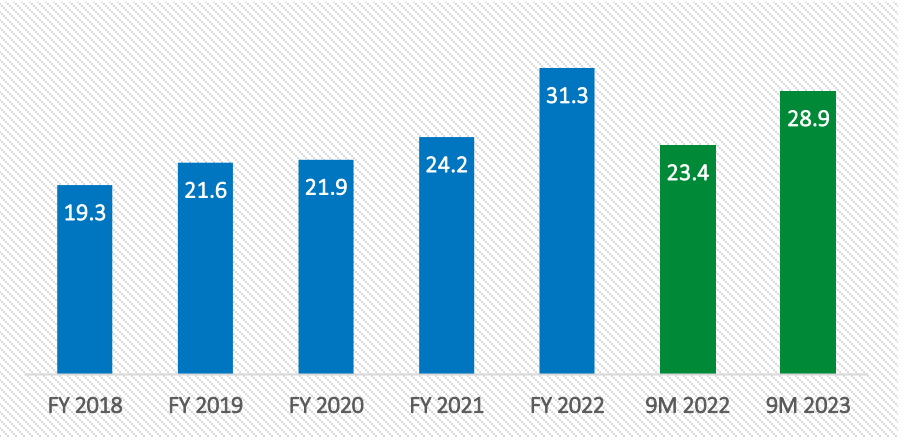
12.1mn
Contributors in Health Insurance Policies



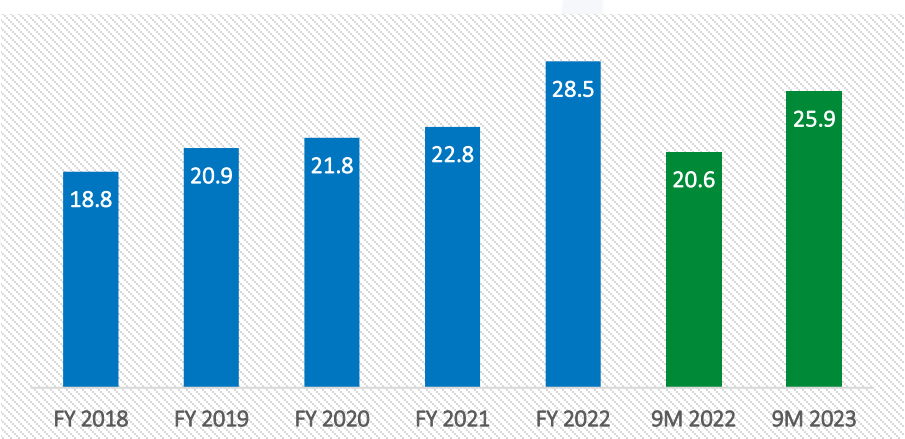
Gross Written Premiums (SAR bn)



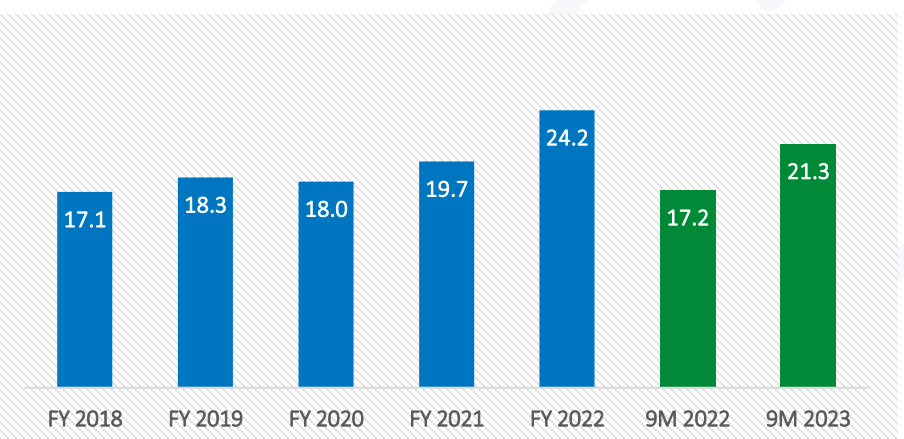
Net Written Premiums (SAR bn)



Net Earned Premiums (SAR bn)



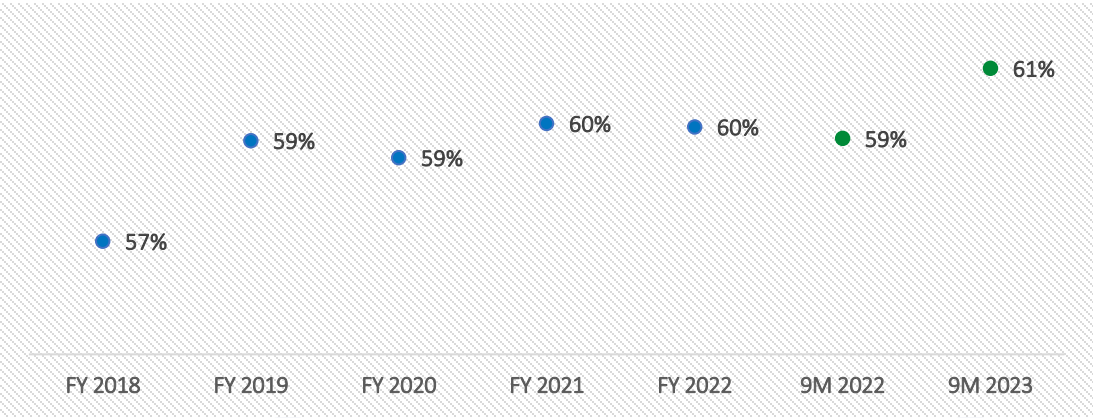
Net Claims Incurred (SAR bn)



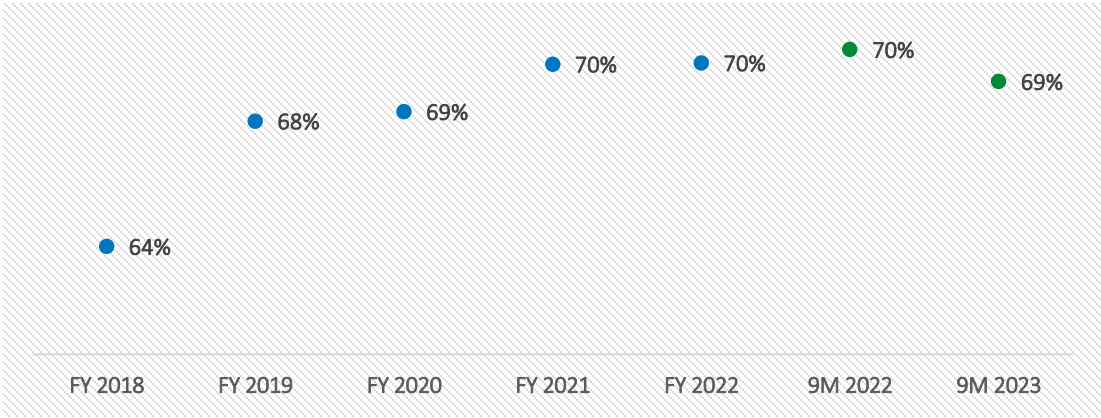
*Sources: Saudi Central Bank, Council of Cooperative Health Insurance

Health Insurance (2-2)

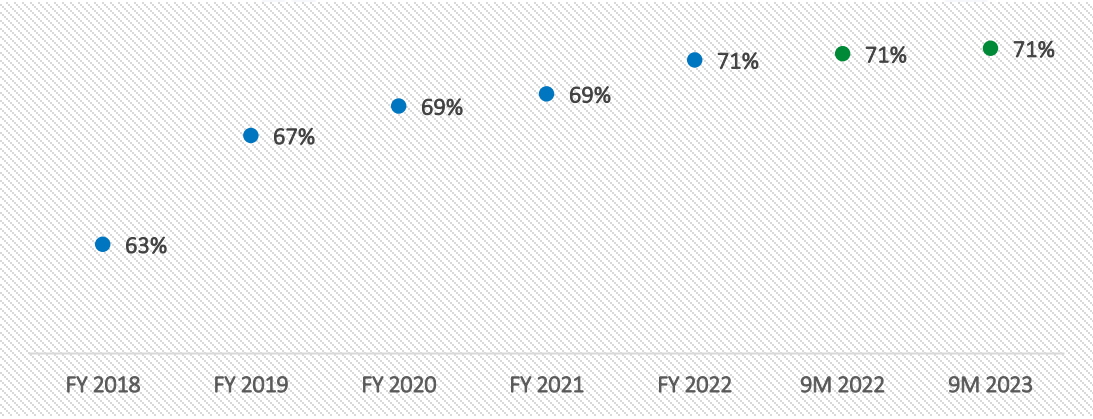
Gross Written Premiums (% of Total Market)



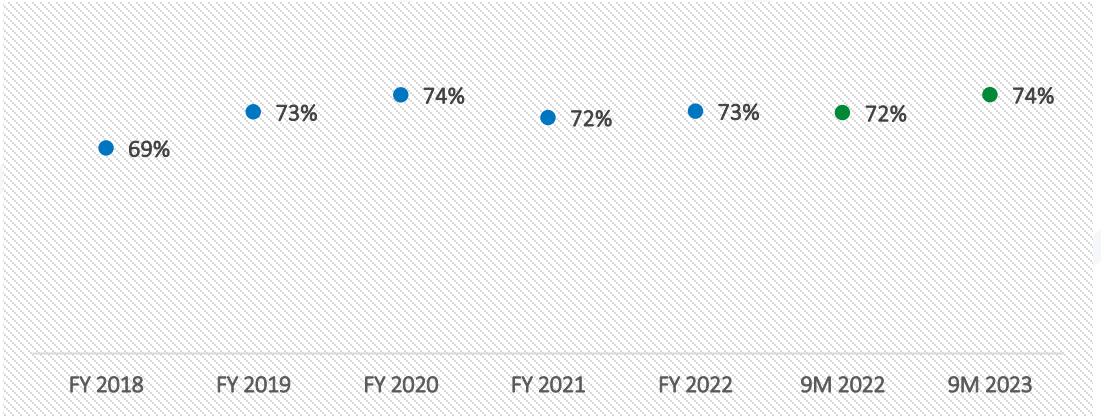
Net Written Premiums (% of Total Market)



Net Earned Premiums (% of Total Market)



Net Claims Incurred (% of Total Market)



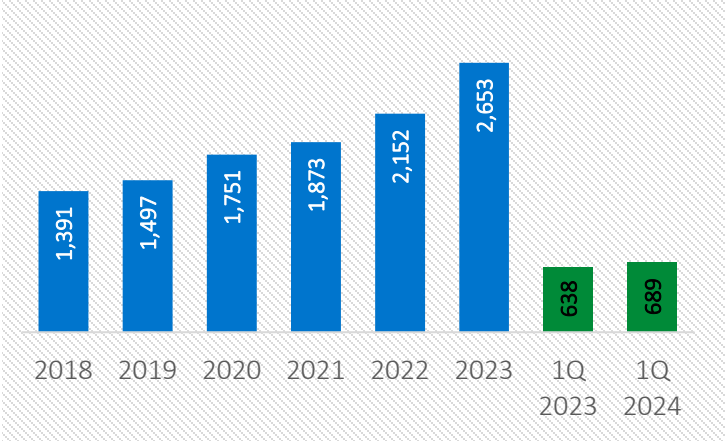
*Sources: Saudi Central Bank, Council of Cooperative Health Insurance

103

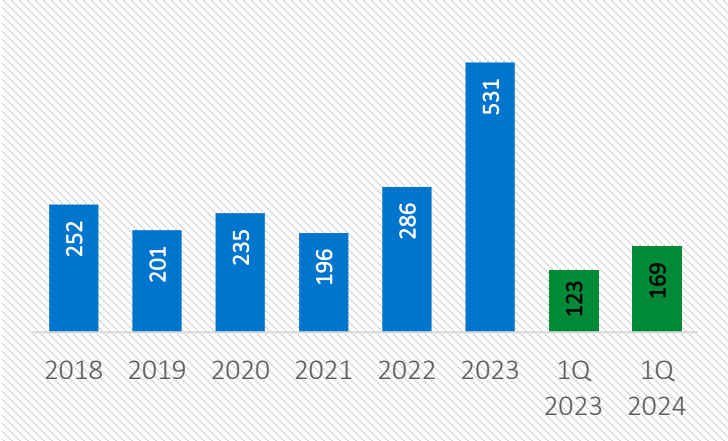
Financial & Operational Highlights

Key P&L Indicators

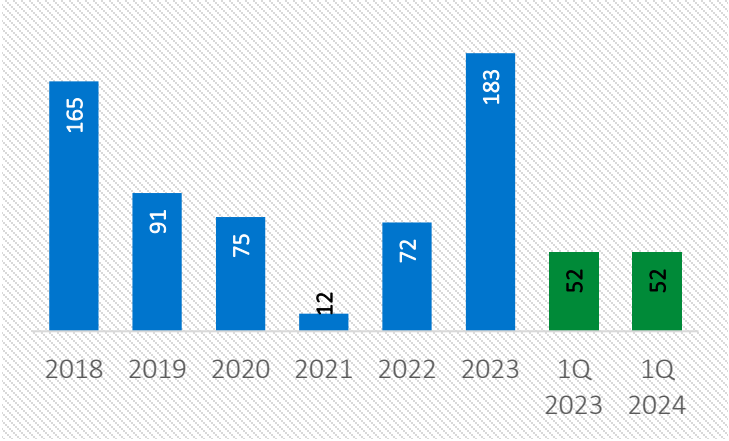
Revenue (SAR mn)



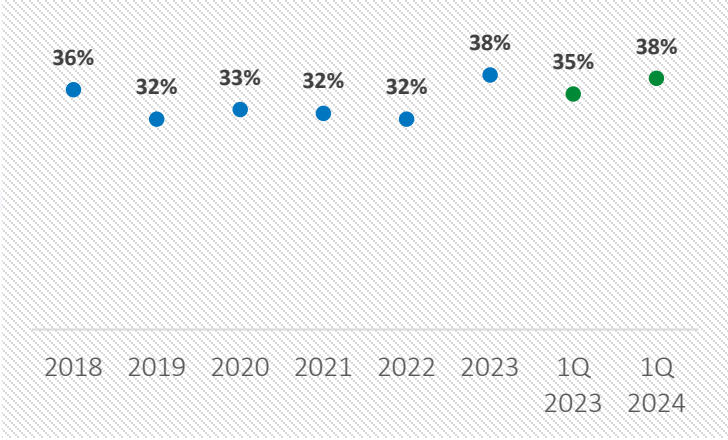
EBITDA (SAR mn)



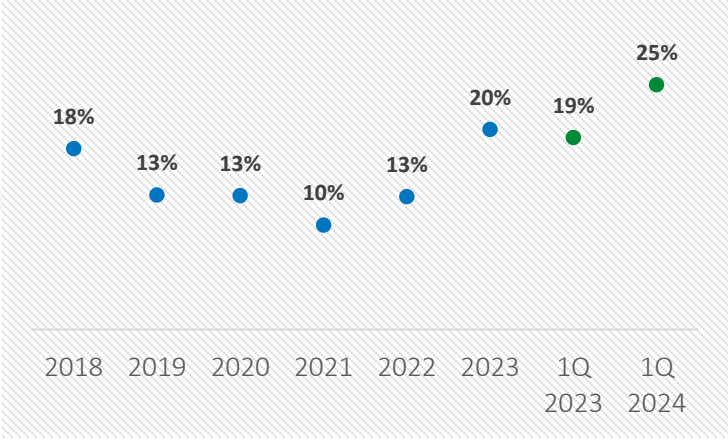
Net Profit After Zakat (SAR mn)



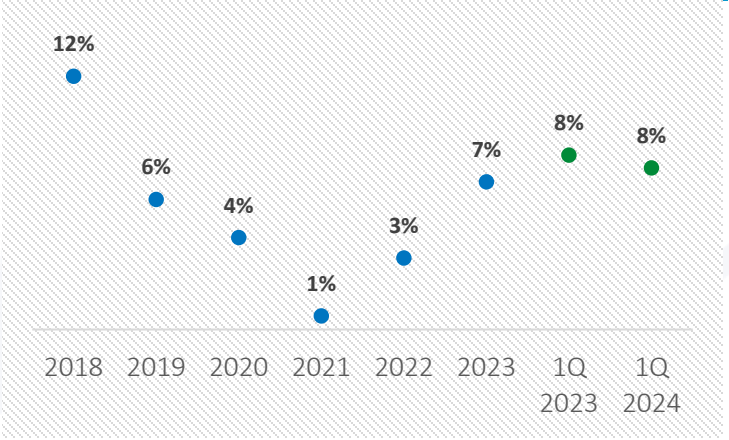
Gross Profit Margin (%)



EBITDA Margin (%)

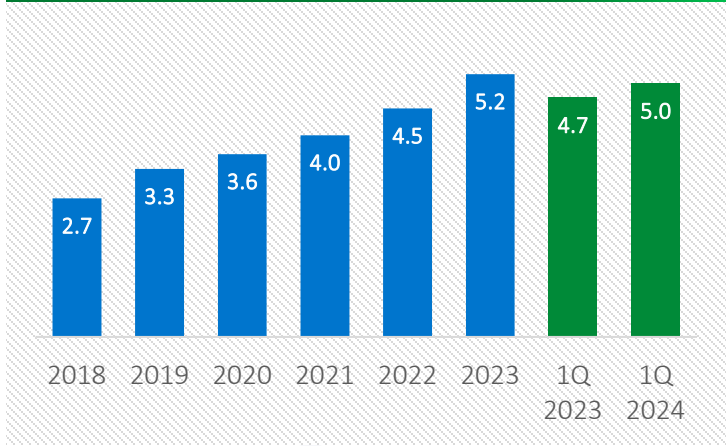


Net Profit Margin (%)

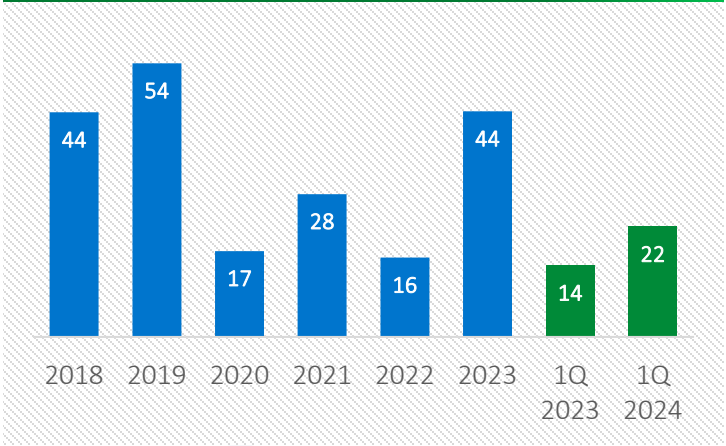


Key Balance Sheet Metrics

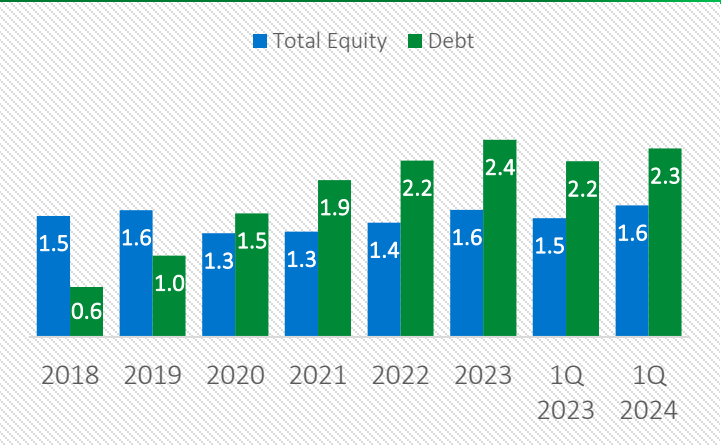
Assets (SAR bn)



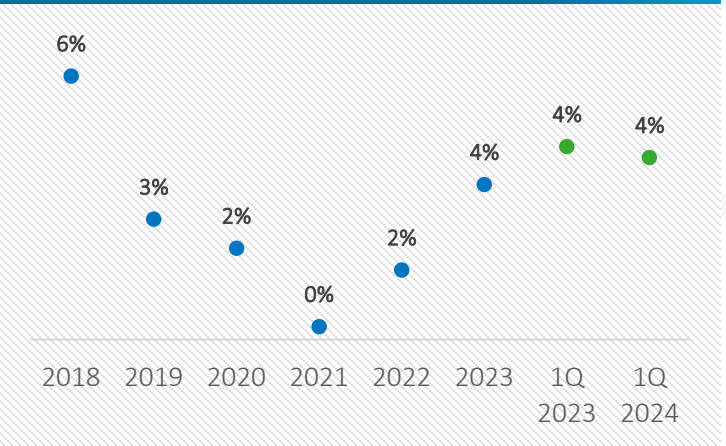
Cash & Cash Equivalent (SAR mn)



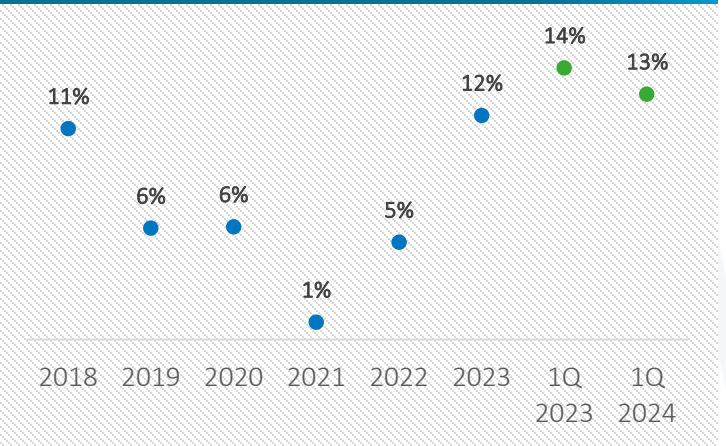
Capital Structure (SAR bn)



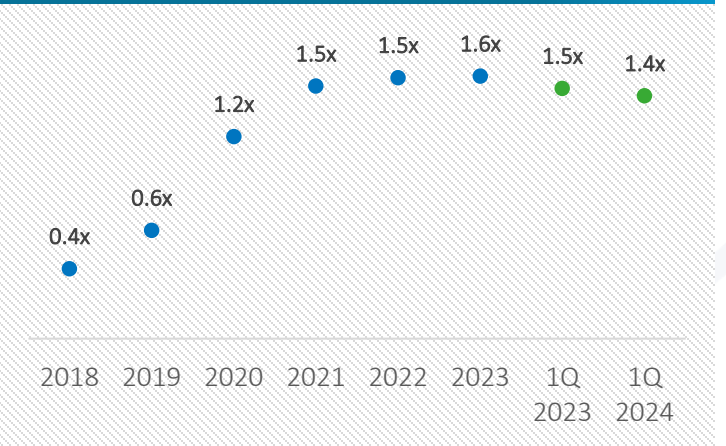
Return on Assets (%) - Annualized



Return on Equity (%) - Annualized



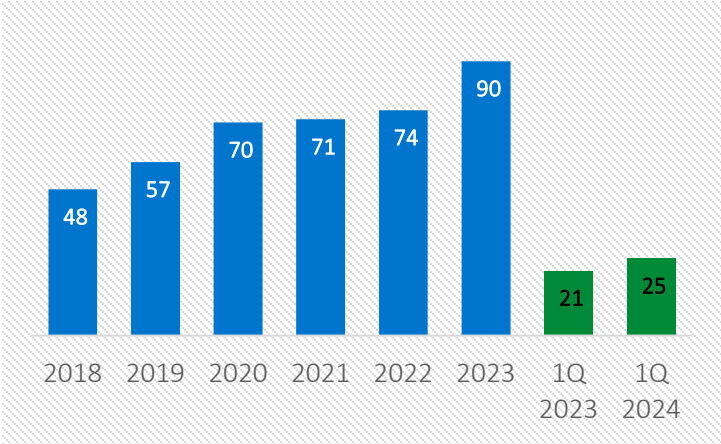
Debt / Equity (x)



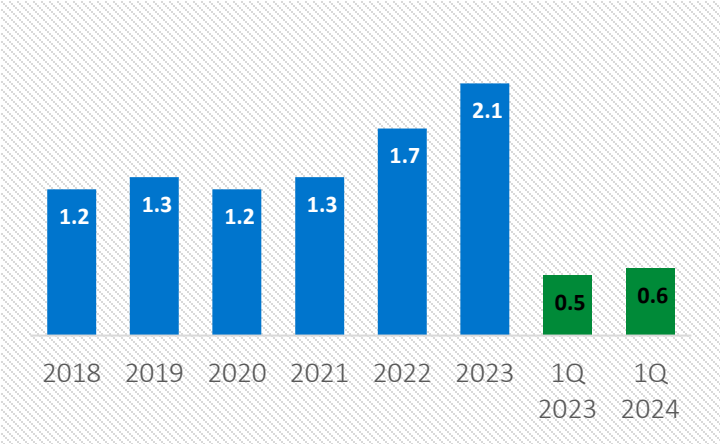
Key Operational Metrics (1-2)



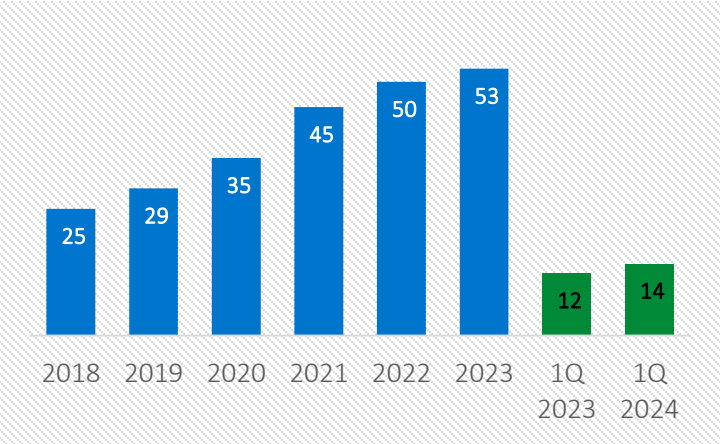
Inpatient Cases (# 000)



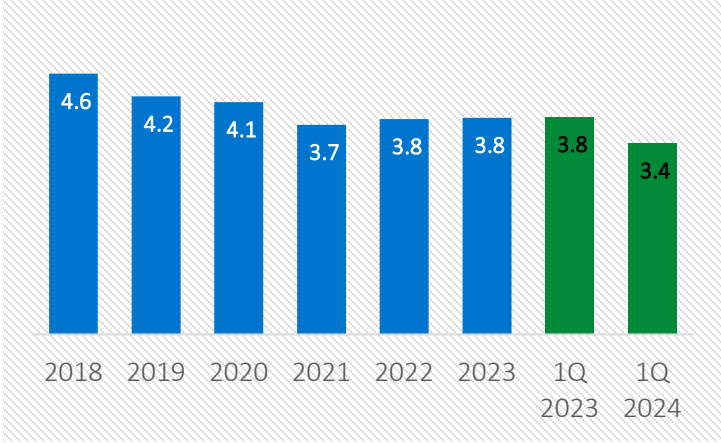
Outpatient Cases (# mn)



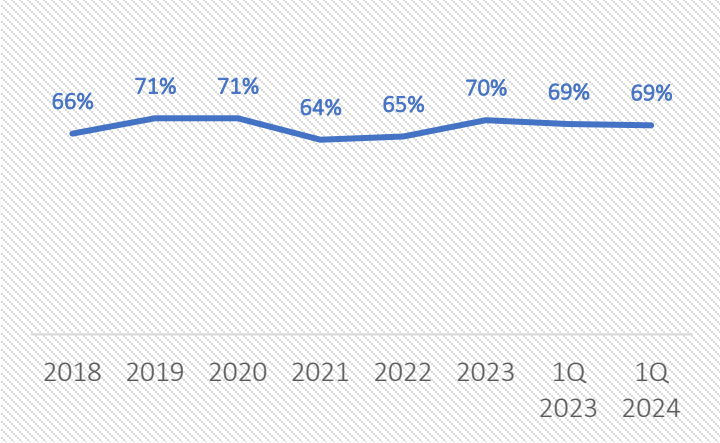
Performed Surgeries (# 000)



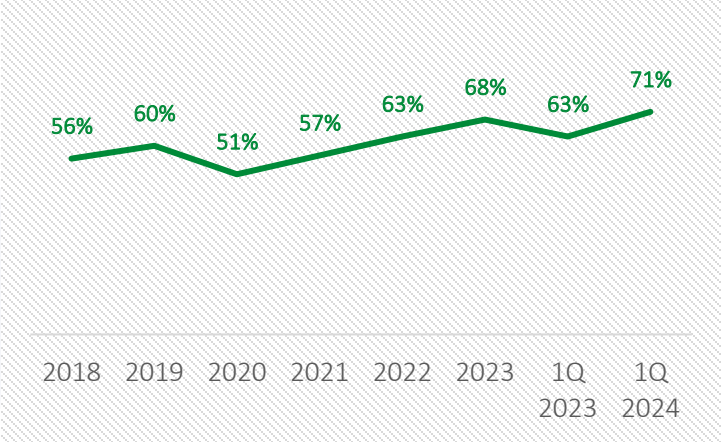
Average Length of Stay (# Days)



Beds Utilization Rate (%)

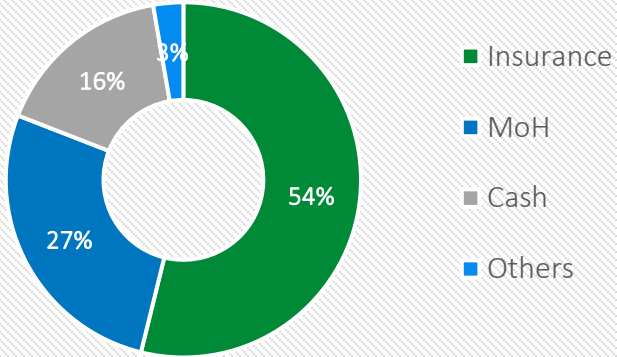


Clinics Utilization Rate (%)

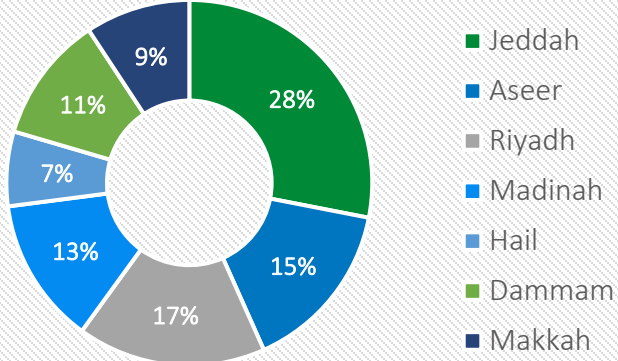


Key Operational Metrics (2-2)

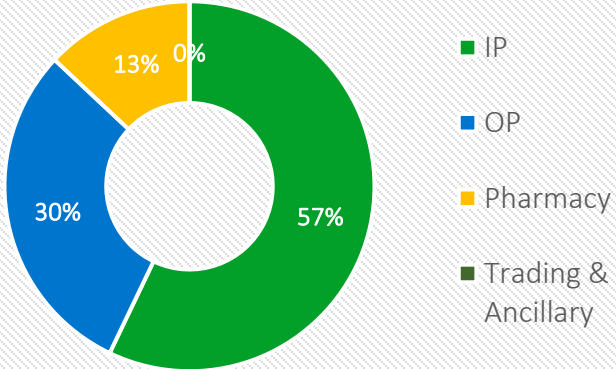
Revenue by Clientele



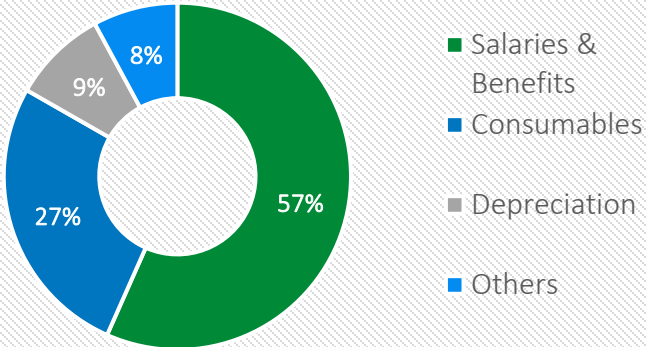
Revenue by Region



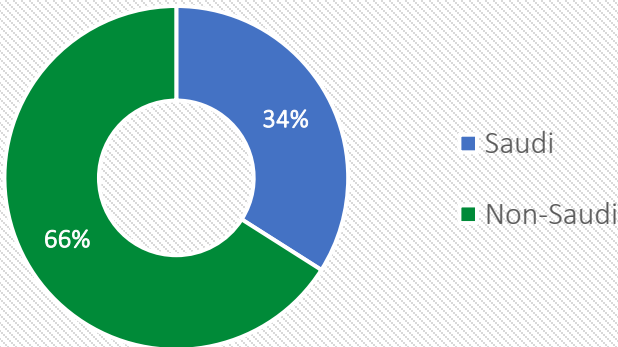
Revenue by Type of Service



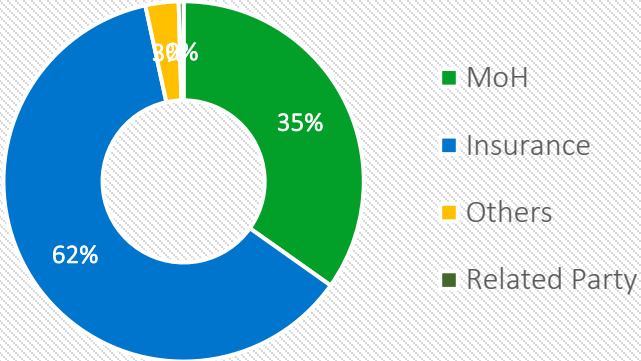
CoGS Breakdown



Saudization Rate (%)



Receivables Breakdown (%)



104

Updates & Strategic Focus



Expansion & CAPEX



SGH Jeddah



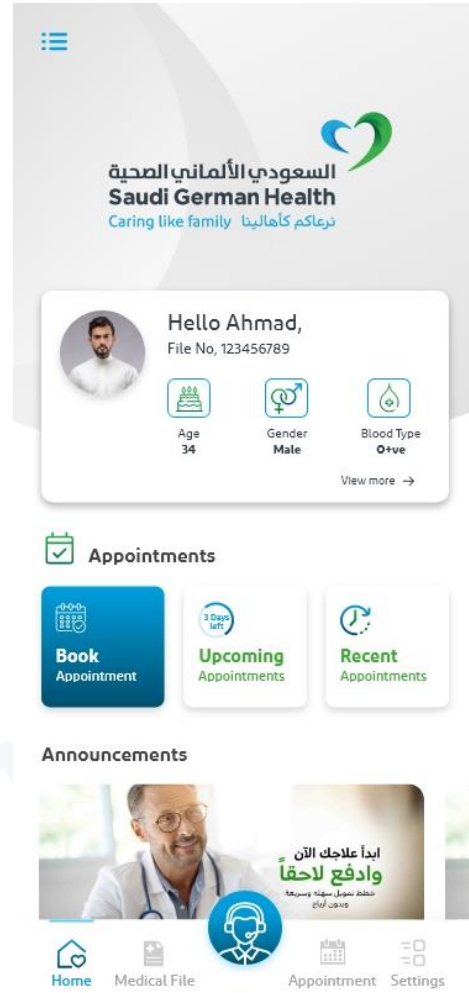
Hospital Renovation
& Tower Expansion

SAR 399
million

194 beds
22 clinics

1H
2026

Turnaround Revolution



Integration

Diversification

Digital Transformation

Accreditation

Restructure

Cost Efficiency

Technology

Patients Satisfaction

Hospitals Under Management Pipeline

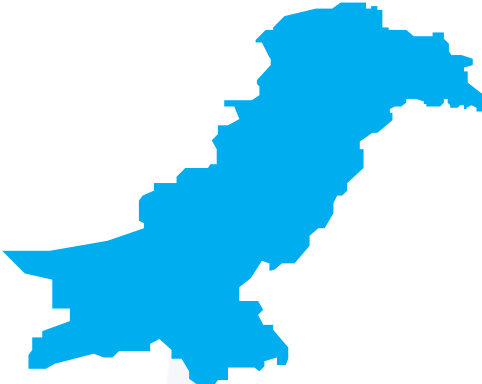


Egypt



- SGH Giza

Pakistan



- SGH Lahore
- SGH Islamabad
- SGH Karachi
- BTPL Lahore

Morocco



- SGH Casablanca



105

1Q 2024 Results



Income Statement

<i>(In SAR mn)</i>	1Q 2024	1Q 2023	Change
Revenue	689	638	8%
Cost of Revenue	(429)	(412)	
Gross Profit	260	225	15%
<i>Gross Profit Margin</i>	<i>37.7%</i>	<i>35.3%</i>	
Selling & marketing Expenses	(18)	(10)	
General & Administrative Expenses	(125)	(139)	
Operating Profit	118	77	54%
<i>Operating Profit Margin</i>	<i>17.1%</i>	<i>12.0%</i>	
Other Income	8	4	
Finance Cost	(66)	(24)	
Profit before Zakat	59	57	5%
Zakat	(7)	(5)	
Net Profit	52	52	0%
<i>Net Profit Margin</i>	<i>7.5%</i>	<i>8.1%</i>	
<i>Distributed as:</i>			
Parent Company	52	50	4%
Non-Controlling Interest	0	2	

Balance Sheet

(In SAR mn)	Mar 2024	Dec 2023
Property and Equipment	2,489	2,502
Right of Use Assets	70	55
Intangible Assets	35	31
Investment in Subsidiary / Associated Company	10	10
Total Non-Current Assets	2,604	2,598
Inventories	77	75
Account Receivable	2,116	2,301
Prepayments and Others	161	155
Cash and Bank Balances	22	44
Total Current Assets	2,376	2,575
Total Assets	4,980	5,173
Share Capital	920	920
Statutory & FX Reserves	222	221
Retained Earnings	429	377
Equity Attributable to Shareholders	1,572	1,519
Non-Controlling Interests	46	46
Total Equity	1,618	1,565
Term Loans	893	1,310
Sukuk	991	0
Lease Obligations	60	46
Other Non-Current Liabilities	8	9
Employees' End of Service Benefits	246	240
Total Non-Current Liabilities	2,198	1,606
Short-Term Borrowings	428	1,116
Other Non-Current Liabilities	3	6
Lease Obligations	13	13
Accounts Payable	442	559
Accrued Expenses and Others	252	291
Zakat Payable	25	18
Total Current Liabilities	1,164	2,003
Total Liabilities	3,361	3,608
Total Liabilities and Equity	4,980	5,173

Thank You

Investor Relations contacts

IR@sghgroup.net

Jinan Alzarkan – Investor Relations Specialist
JMAIzrkan@sghgroup.net

Khaled Sadek – Group CIO
KESadek@sghgroup.net

