



# FY 2023 Investor Presentation

As of February 2024

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# PRESENTING TEAM



**Faisal Al Nassar**

Chief Executive Officer



**Ziyad Al Dahami**

Head of Treasury and Investor Relations



# AGENDA

 Financial Performance

 Project Update

 Operational Highlights

 Appendix #1  
Summarized Financials

 Appendix #2  
About HMG

د. سليمان الحبيب  
DR SULAIMAN AL HABIB  
المجموعة الطبية  
medical group







# Financial Performance

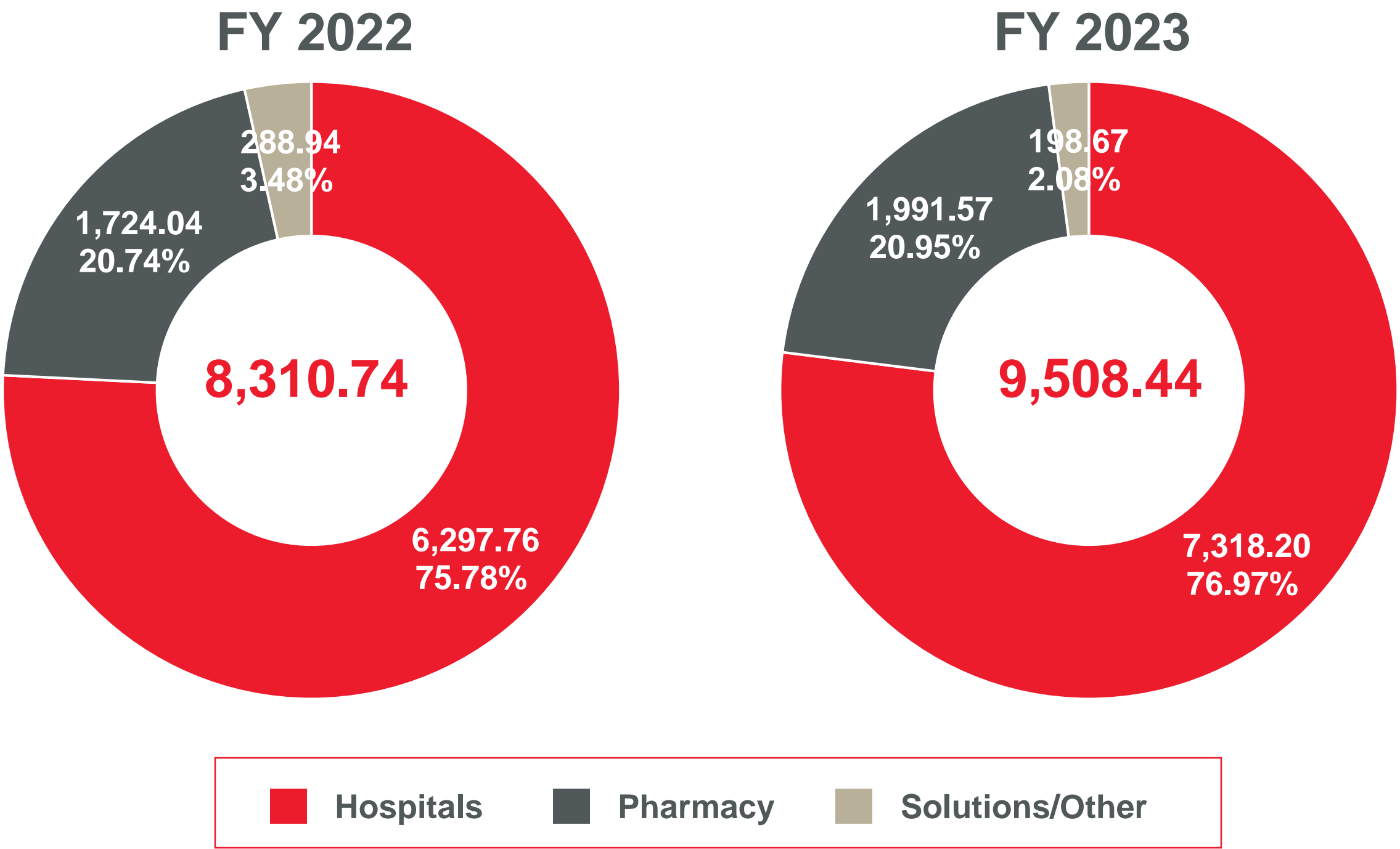


# KEY FINANCIAL HIGHLIGHTS : FY 2023

## Revenue by segment

SAR million

+14.41%



### Gross profit

18.99%

FY 2023

3,270.05

FY 2022

2,748.14

SAR (Millions)

### Gross profit Margin

FY 2023

34.39%

FY 2022

33.07%

### EBITDA

18.49%

FY 2023

2,530.60

FY 2022

2,135.63

SAR (Millions)

### EBITDA margin

FY 2023

26.61%

FY 2022

25.70%

### Net income

23.94%

FY 2023

2,046.01

FY 2022

1,650.75

SAR (Millions)

### Net income margin

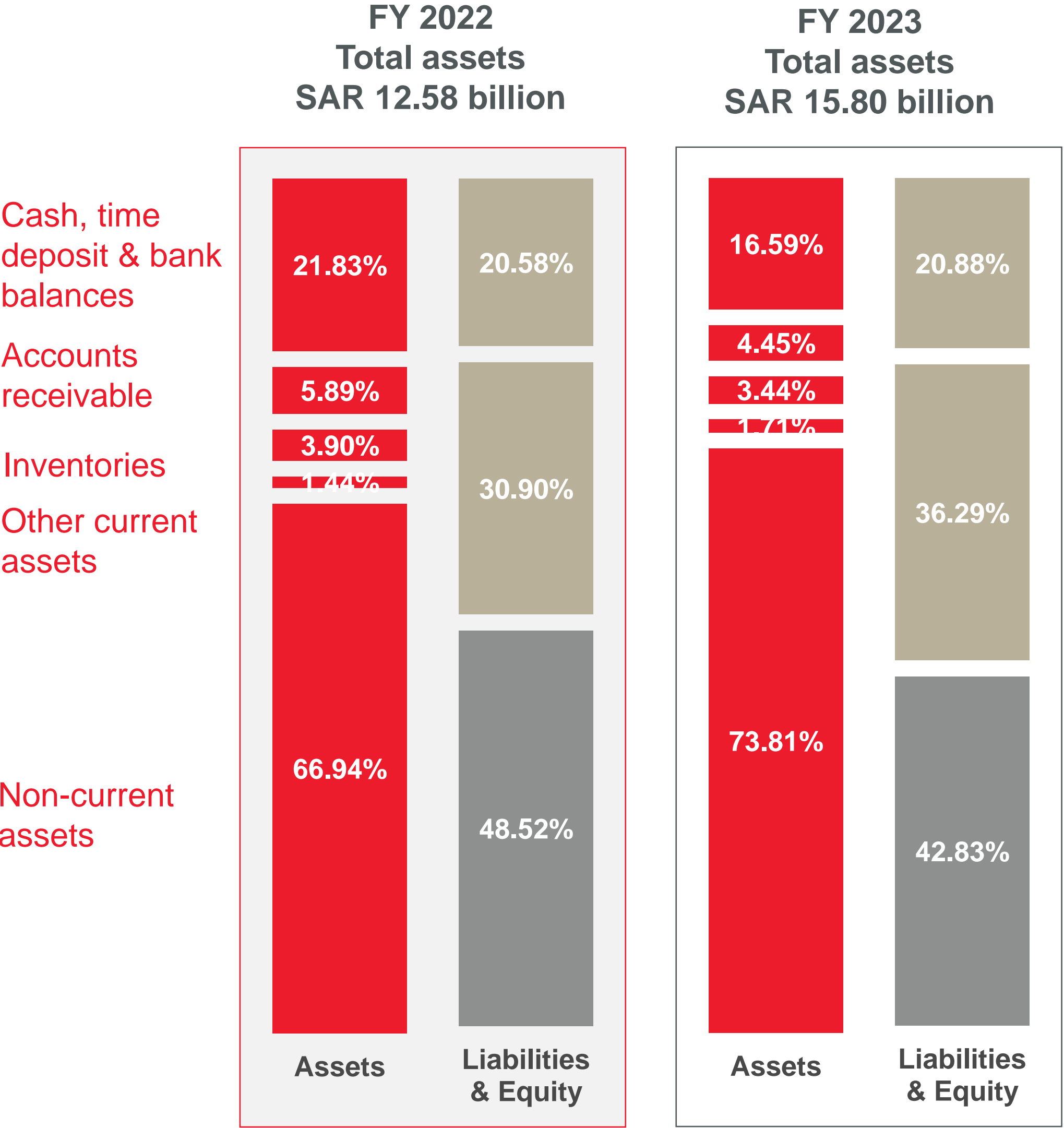
FY 2023

21.52%

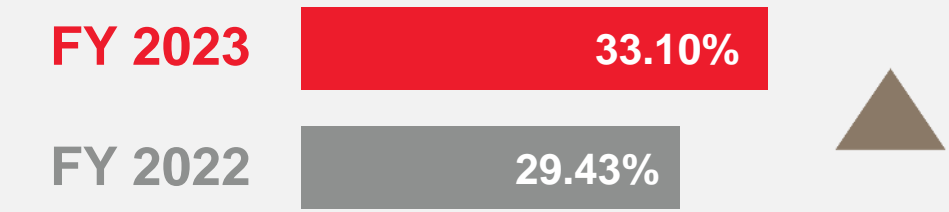
FY 2022

19.86%

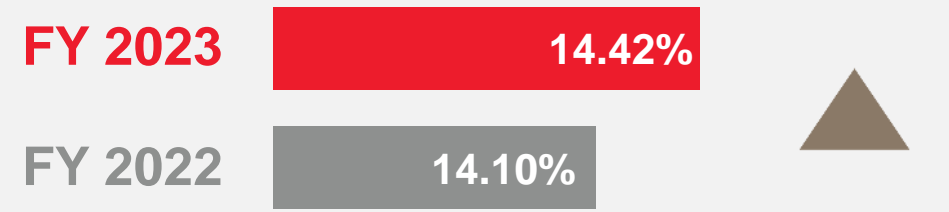
# BALANCE SHEET HIGHLIGHT



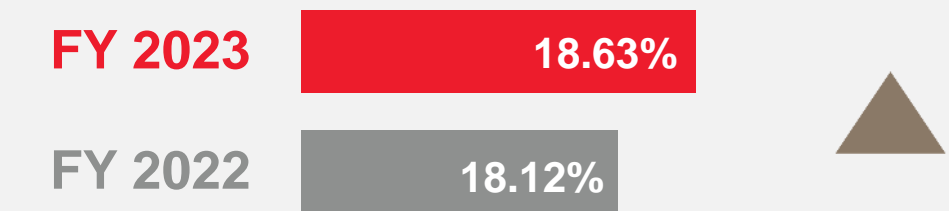
## ROE



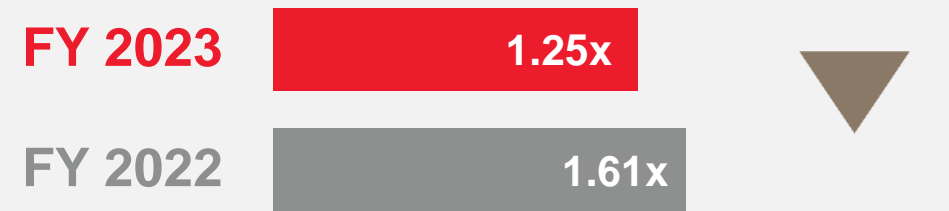
## ROA



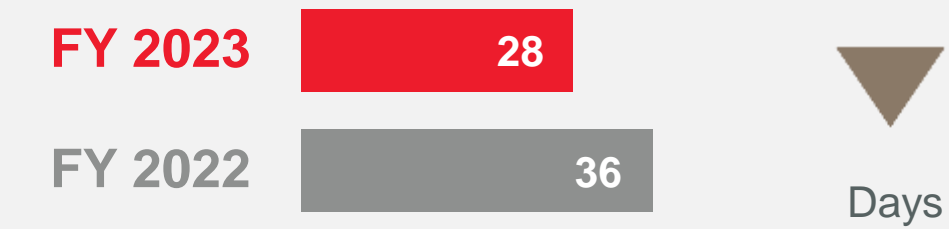
## ROCE



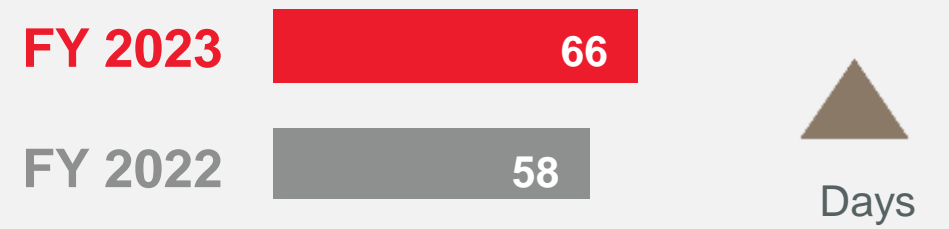
## Current Ratio



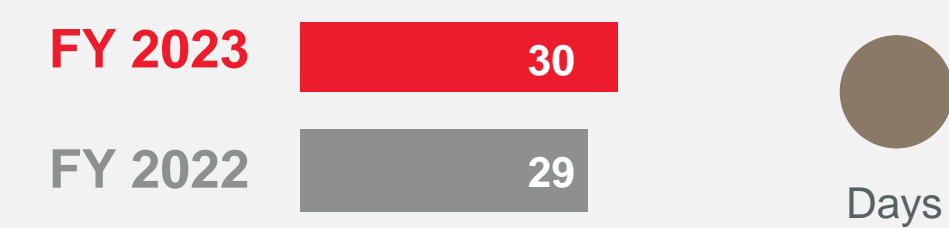
## Receivables



## Payables



## Inventory

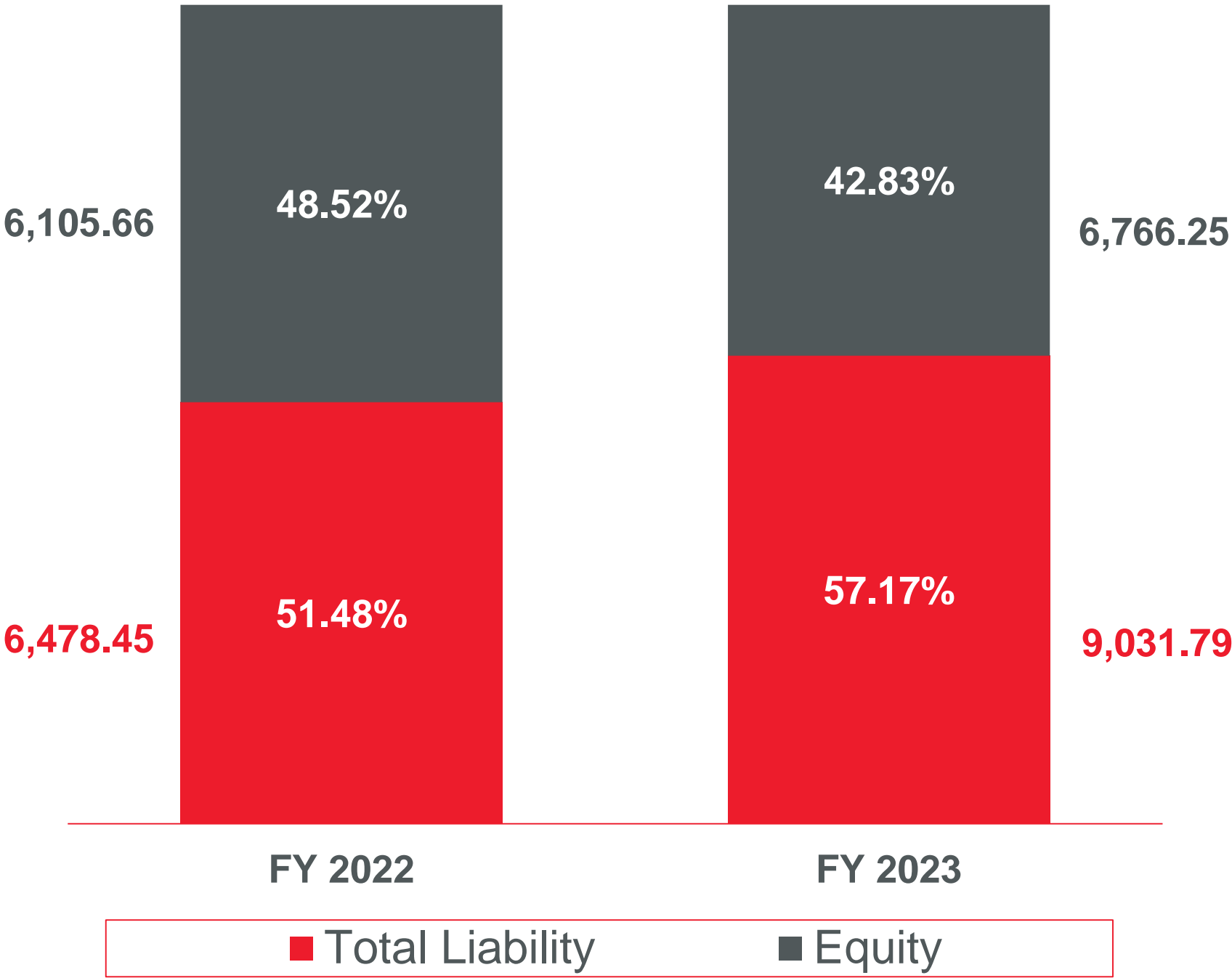


## Cash cycle



# LOW LEVERAGE LEVELS

## Total liabilities and equity SAR million



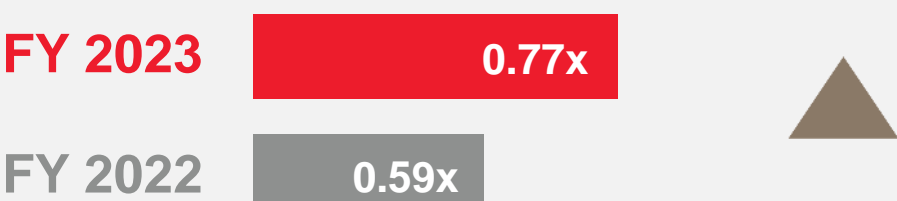
### Total Liabilities/Total Assets



### Total Liabilities/Equity



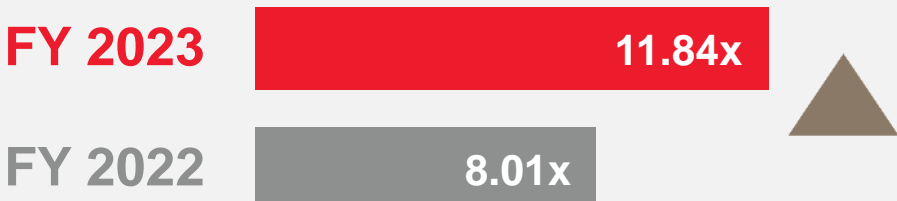
### Debt / Equity



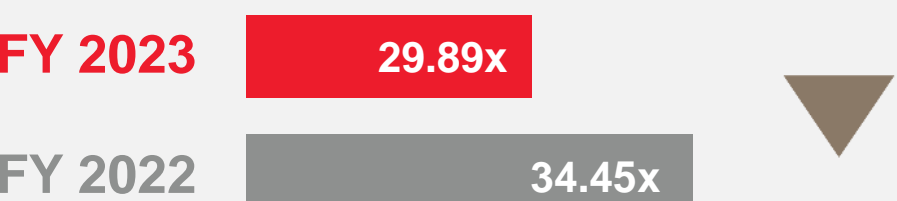
### Net Debt / EBITDA



### DSCR



### Interest Coverage ratio





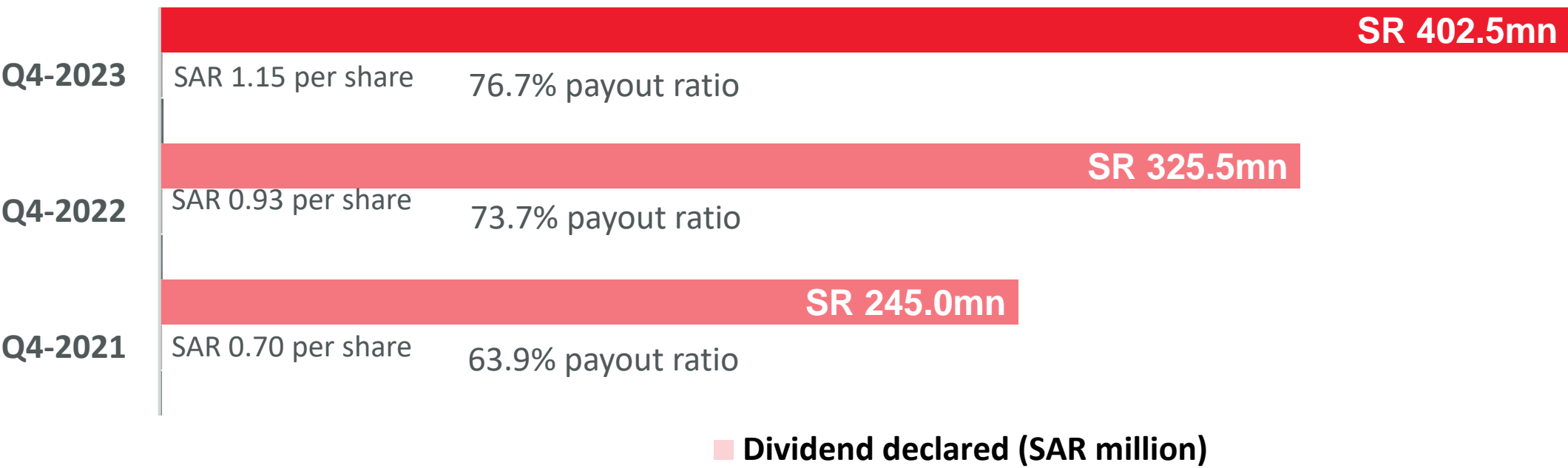
# TOTAL CASH DIVIDENDS FOR SHAREHOLDERS

## Declared dividends

Q4 2023	SAR 1.15 per share	SR 402.5mn	76.7% Payout
Q3 2023	SAR 1.17 per share	SR 409.5mn	75.2% Payout
Q2 2023	SAR 1.00 per share	SR 350.0mn	71.9% Payout
Q1 2023	SAR 1.00 per share	SR 350.0mn	71.5% Payout
Q4 2022	SAR 0.93 per share	SR 325.5mn	73.7% Payout
Q3 2022	SAR 0.86 per share	SR 301.0mn	71.6% Payout
Q2 2022	SAR 0.86 per share	SR 301.0mn	75.6% Payout
Q1 2022	SAR 0.83 per share	SR 290.5mn	74.4% Payout
Q4 2021	SAR 0.70 per share	SR 245.0mn	63.9% Payout
Q3 2021	SAR 0.70 per share	SR 245.0mn	70.3% Payout
Q2 2021	SAR 0.70 per share	SR 245.0mn	75.3% Payout
Q1 2021	SAR 0.70 per share	SR 245.0mn	76.8% Payout
Q4 2020	SAR 0.60 per share	SR 210.0mn	66.1% Payout
Q3 2020	SAR 0.60 per share	SR 210.0mn	70.3% Payout
Q2 2020	SAR 0.40 per share	SR 140.0mn	72.8% Payout
Q1 2020	SAR 0.50 per share	SR 175.0mn	71.0% Payout

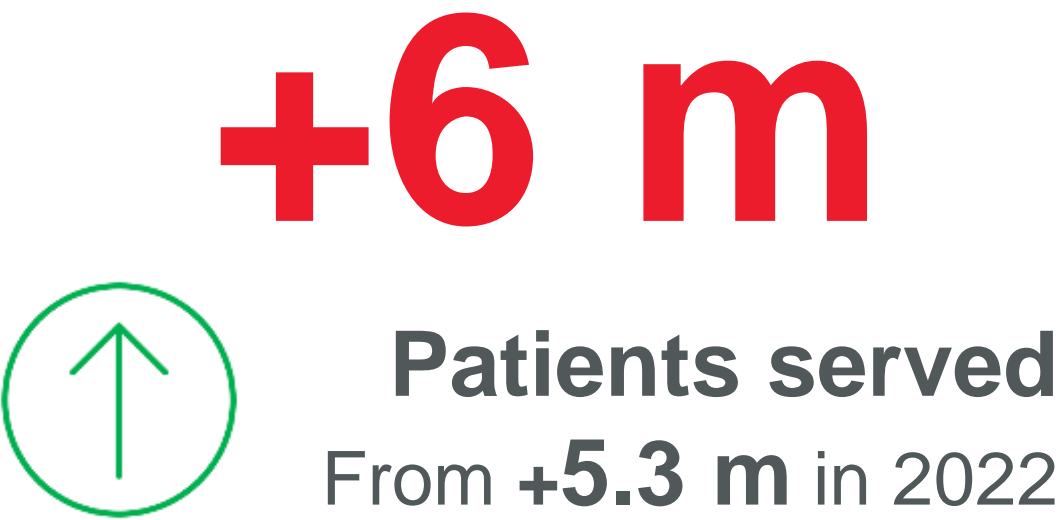
## Declared Cash dividends / Q4 2023

Total distributed dividends	SAR 402.50 million
% of capital	11.50% (equivalent to SAR 1.15 per share)
Eligibility date	Close of trading on Wednesday, 21 <sup>st</sup> February 2024
Date of distribution	Monday, 4 <sup>th</sup> March 2024

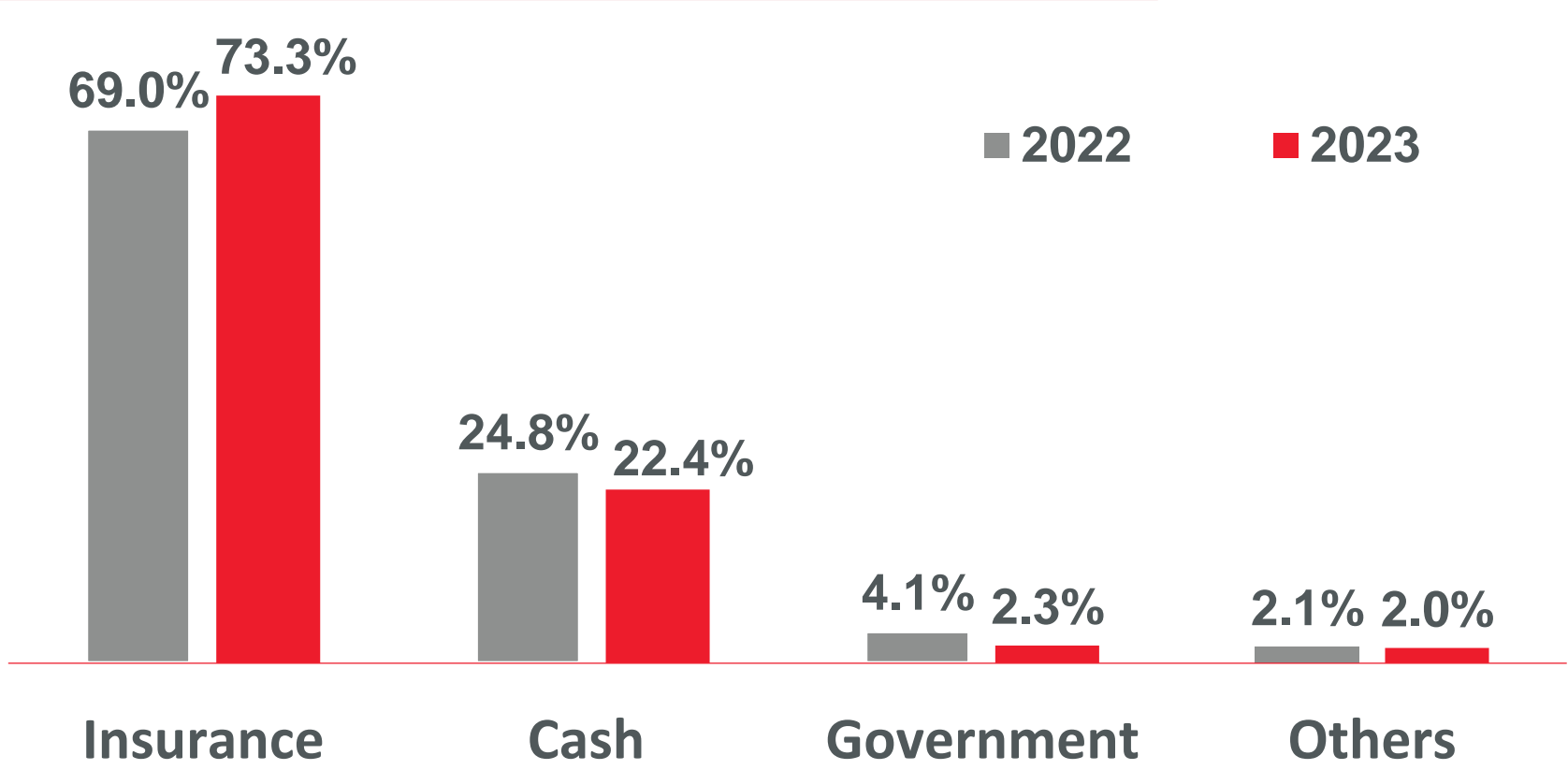


# HIGHLIGHTS: 2023 PATIENT OVERVIEW

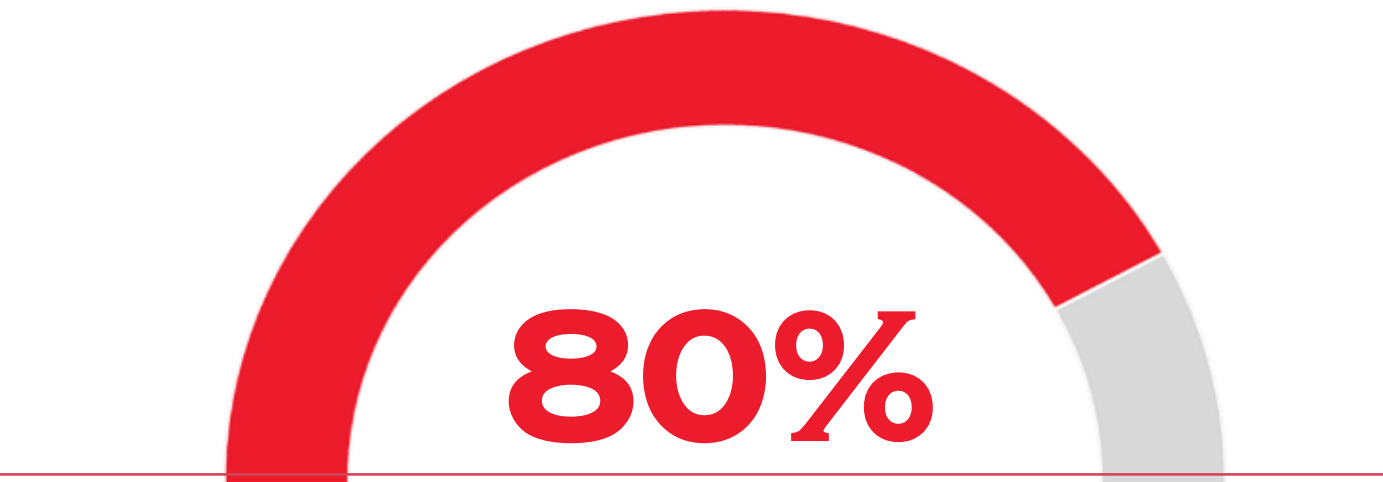
## Patient overview



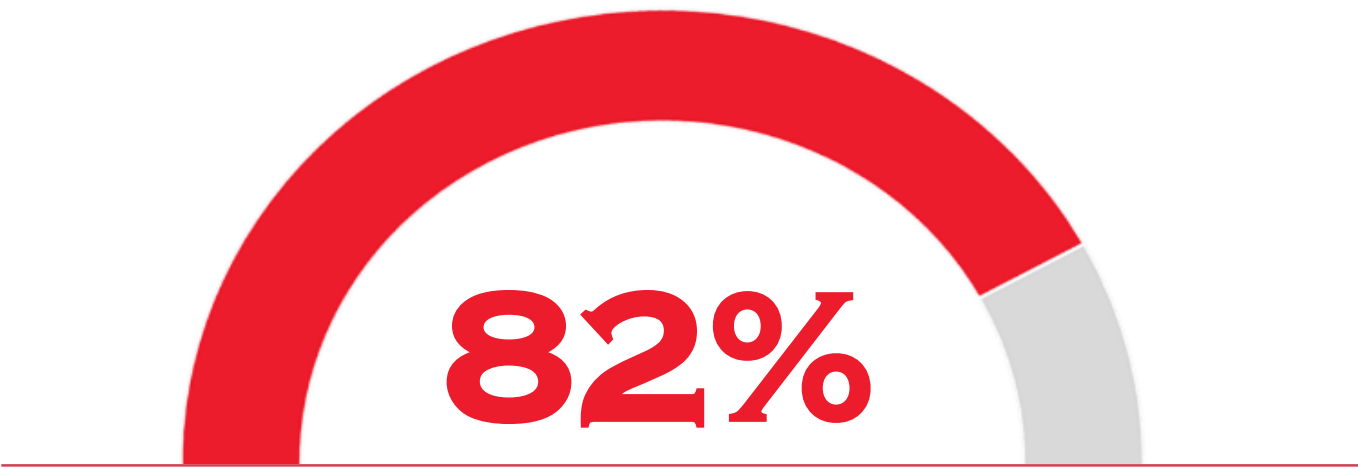
Revenue by type



Bed occupancy - overall



Bed occupancy - ICU







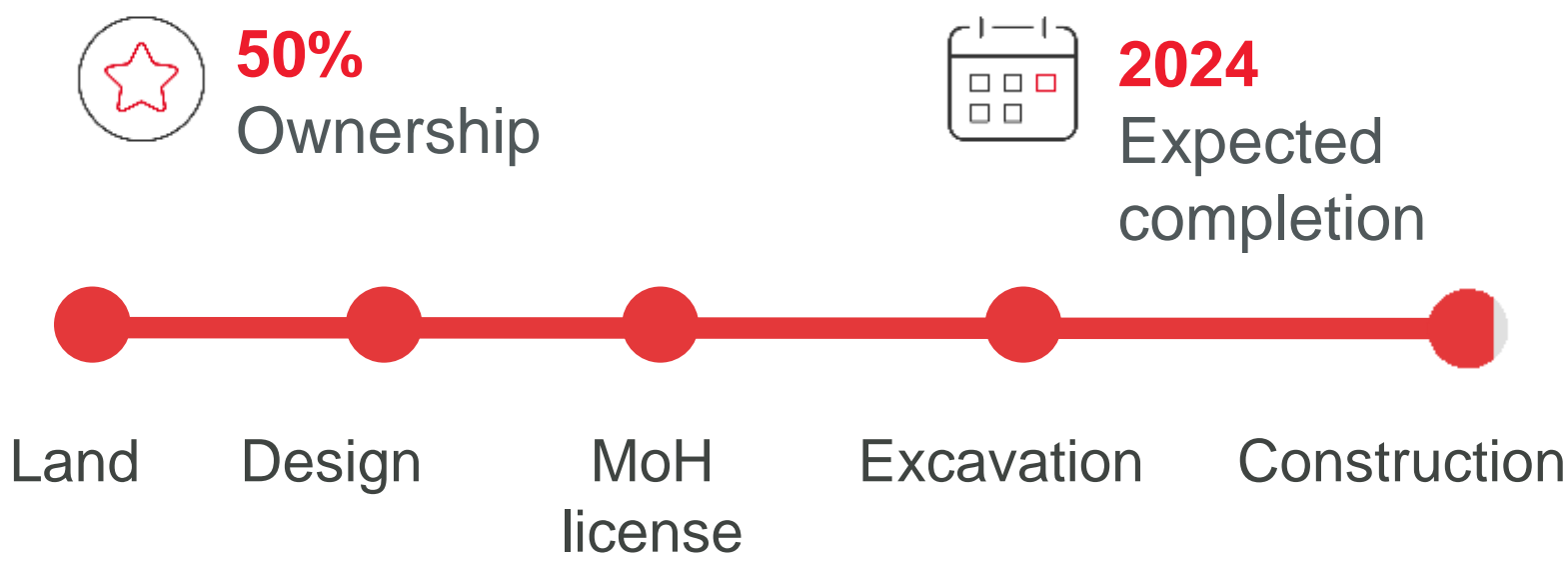
# Projects Update



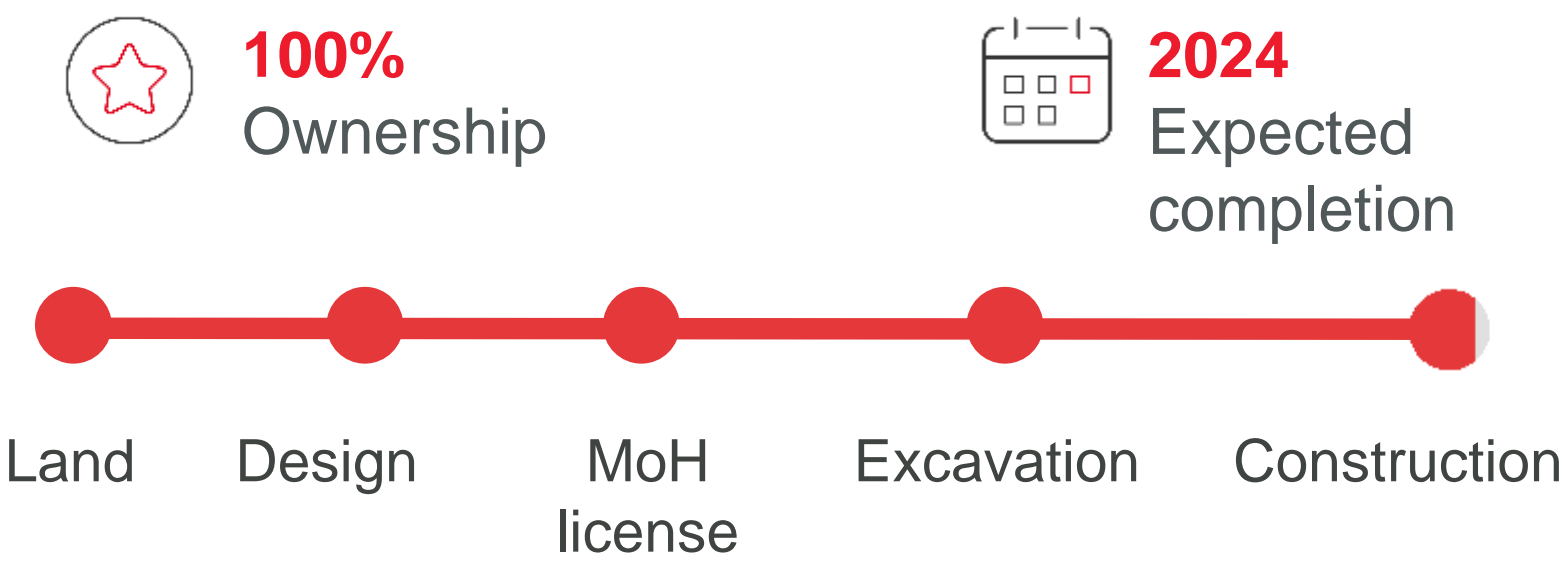
# PROJECTS UPDATE

Solidifying our market leadership through a robust expansion plans and progressing our projects

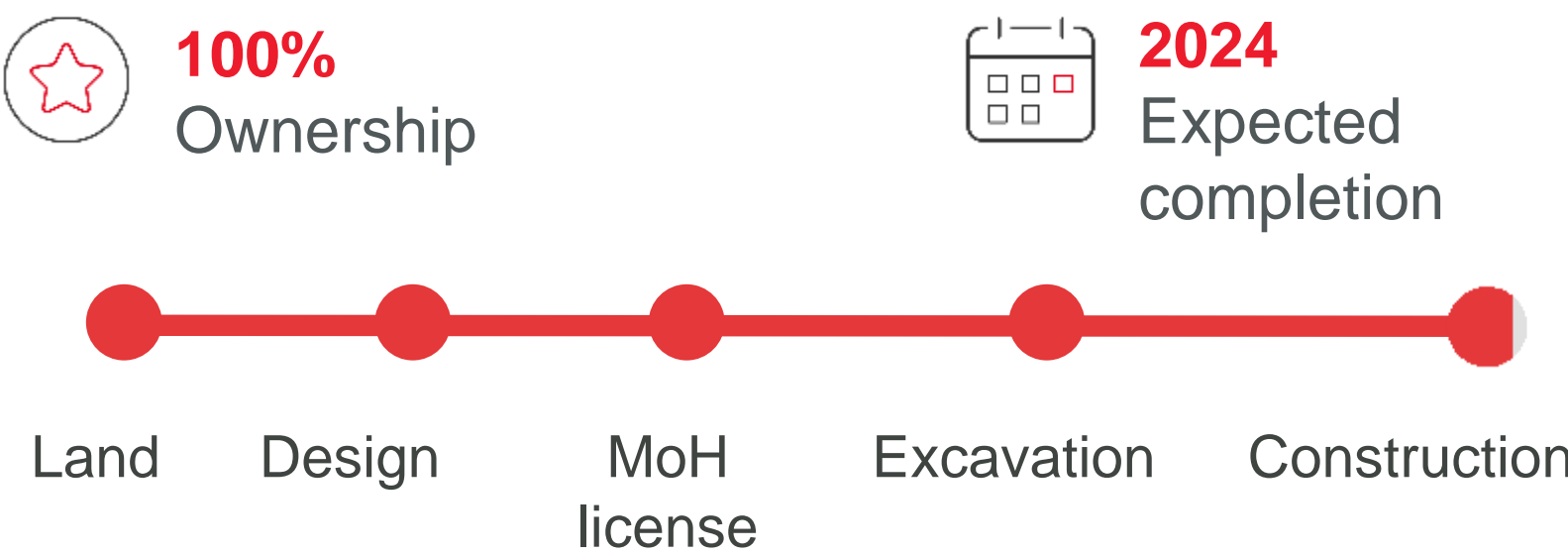
## South-West Jeddah Hospital



## North Riyadh Hospital



## Expansion of Qassim Hospital

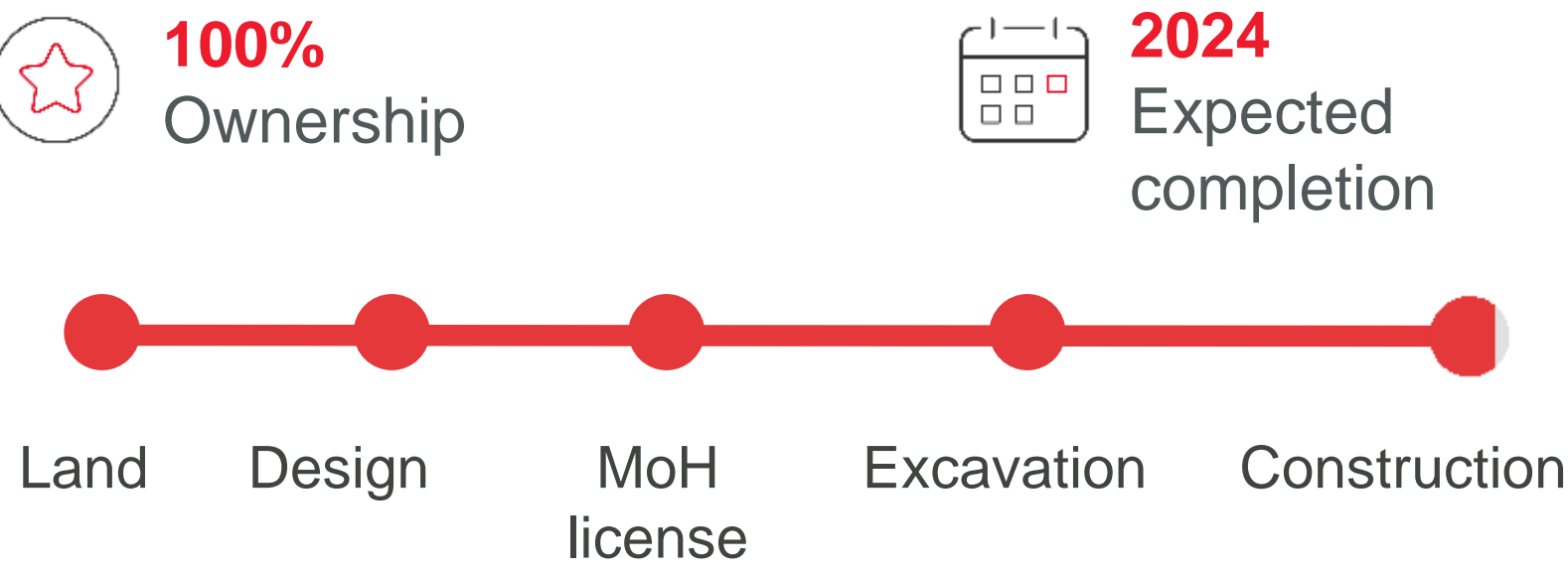




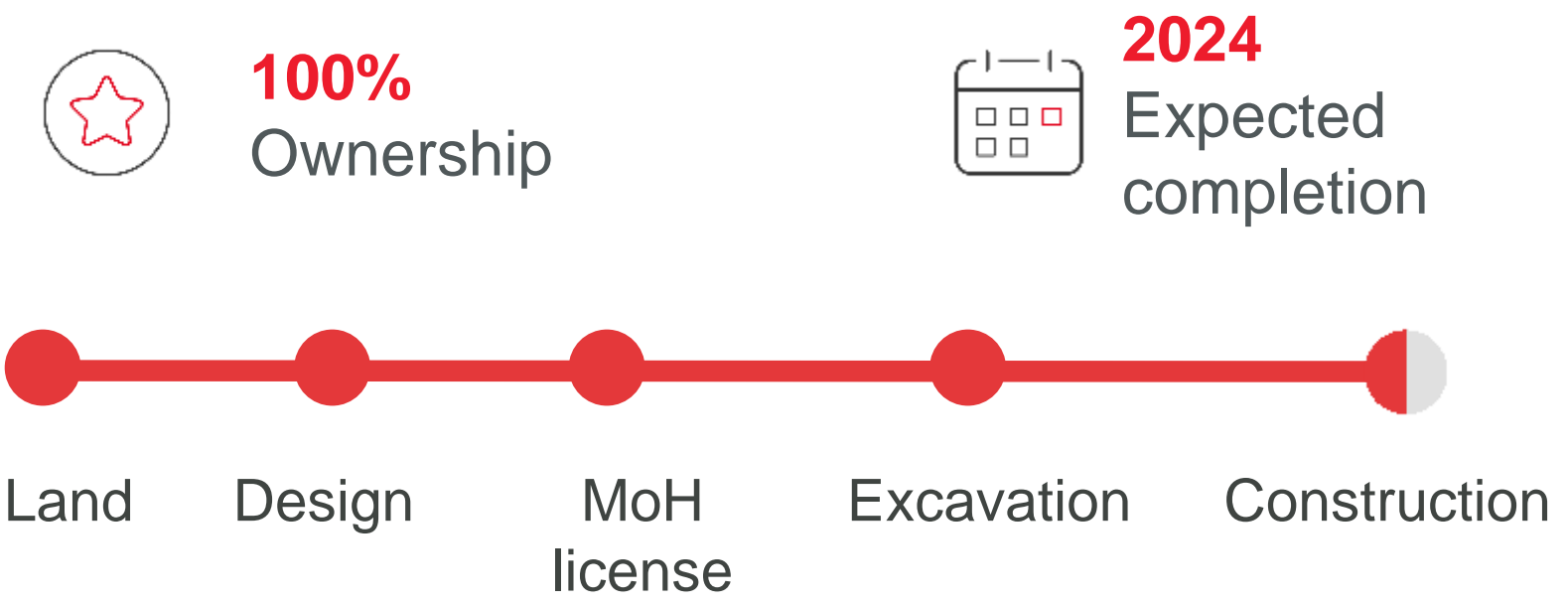
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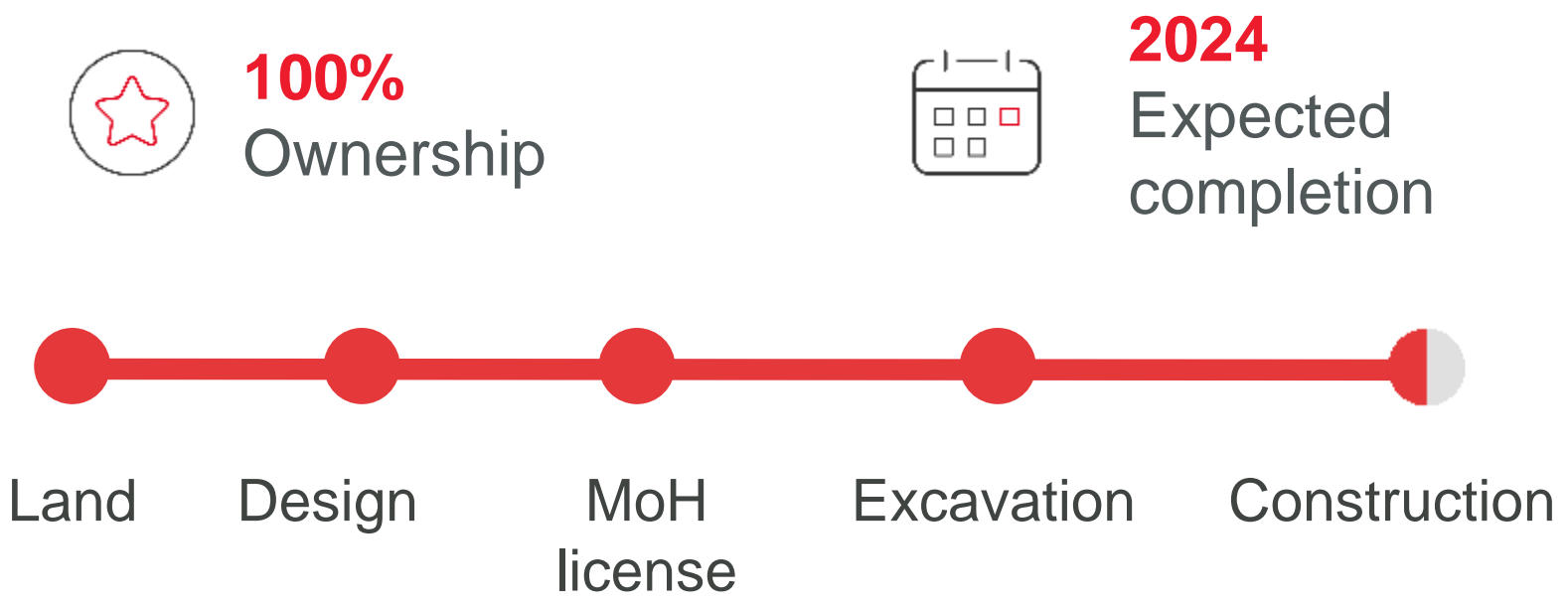
## Buraidah Medical Center



## Maternity and Pediatric Hospital (New Takhassusi Expansion)



## North Jeddah Hospital

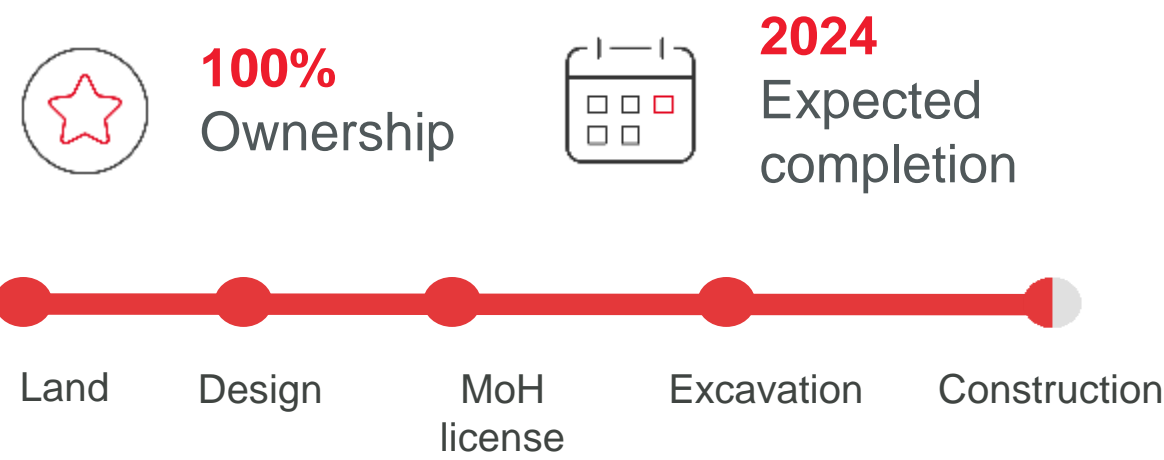




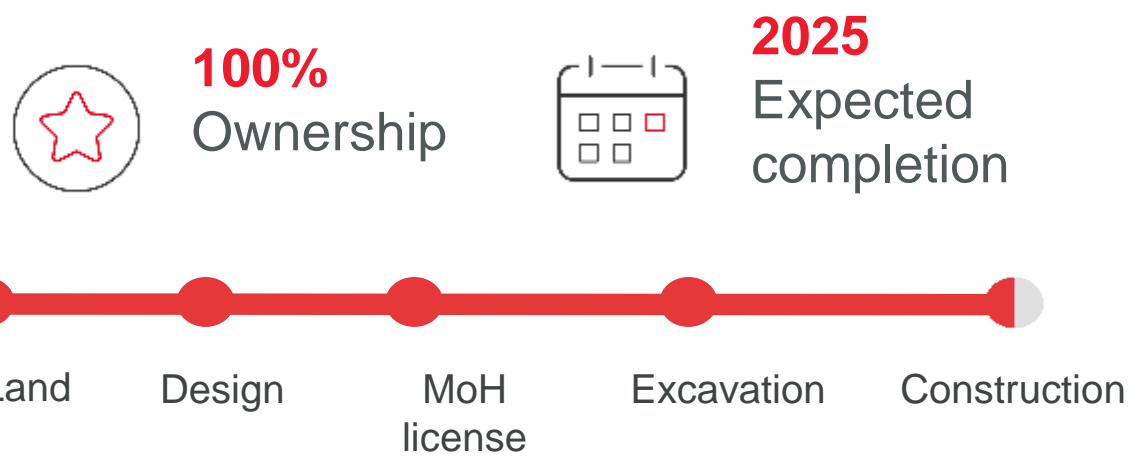
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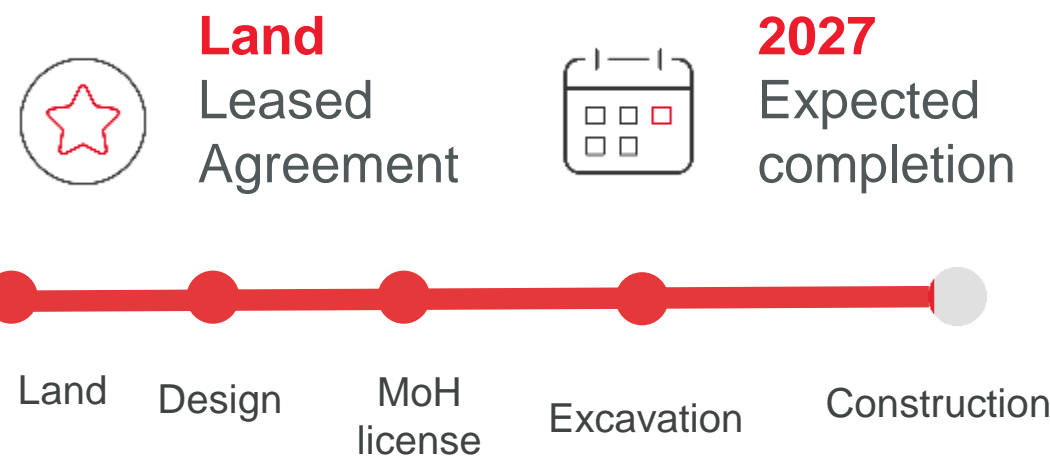
## Sehat Al Kharj Hospital



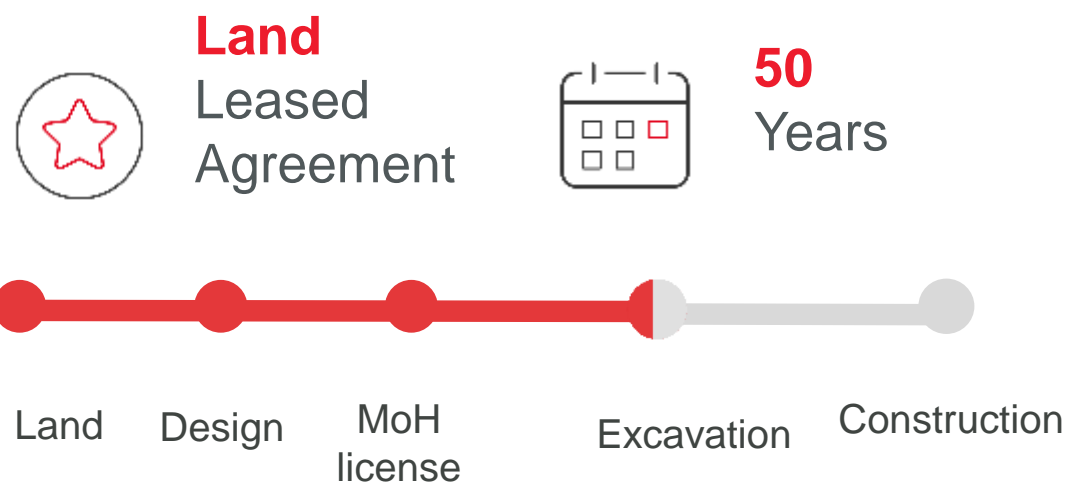
## Hamra Hospital



## Tabuk Hospital



## Madinah Hospital





# Operational Highlights

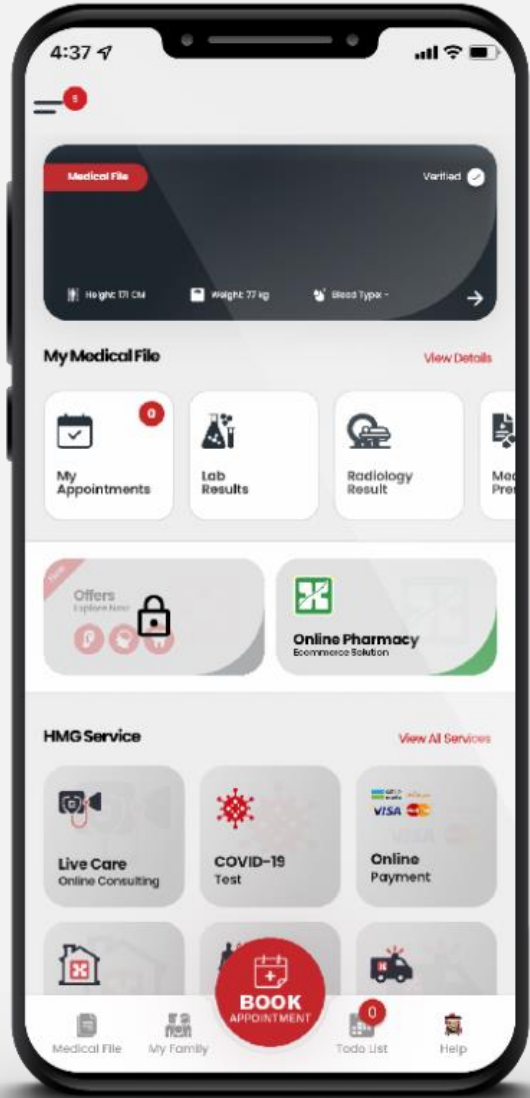


Key Highlights

- Launched three medical centers in Riyadh: Digital City, Narjis and Ghadeer.
- Announced to establish the 140 beds Hospital in Tabuk city at an estimate total cost of SAR 420 million.
- Signed conditional investment agreement with Royal Commission for Jubail and Yanbu to construct and operate a hospital in Jubail Industrial City.
- Signed strategic partnership with King Abdullah Economy city (KAEC) to establish medical center.
- First private healthcare provider in the Kingdom to use AI technology to detect breast cancer.
- Signed cooperation agreement with University College London Global Business School of Health (UCL GBSH) to empower our leaders with modern skills crucial for effective healthcare management, which include tailored educational and training programs for the Group's personnel.
- Signed agreements with multiple national and international universities to develop and qualify national human resources in the healthcare sector.

HMG Mobile Application

- Interaction **+551.8 m** ▲ 10%
- Booked Appointments **+4.05 m** appointments ▲ 40%
- Habib Live Care **+290 k** transactions ▲ 117%
- E-Pharmacy **+197 k** transactions ▲ 144%
- Home Health care **+22 k** transactions ▲ 11%



▲ Annual Growth



# FY 2023 HIGHLIGHTS

## RECOGNITIONS & ACCREDITATIONS

HMG continues to receive recognitions and accreditations from organizations around the world in recognition of our service quality and standards.



ISQuaEEA | International Society for Quality in Health Care External Evaluation Association  
Accredited Standards 2023-2027



EFQM



World Health Organization  
REGIONAL OFFICE FOR THE Eastern Mediterranean

Level-4 certification of Patient Safety Friendly Hospital Framework (PSFH)



JOINT COMMISSION INTERNATIONAL  
QUALITY APPROVAL



SRC  
CENTER OF EXCELLENCE  
SURGICAL ONCOLOGY  
SURGICAL ONCOLOGY  
ENDOSCOPY  
MINIMALLY INVASIVE SURGERY  
SURGICAL ONCOLOGY  
ENDOSCOPY  
UROLOGY  
UROLOGY  
UROLOGY  
UROLOGY



BETTER PROCESS  
GHA  
GLOBAL HEALTHCARE ACCREDITATION  
BETTER PERFORMANCE



SACIS  
Saudi Arabian Cardiac Interventional Society



AACN  
BEACON AWARD  
FOR EXCELLENCE™



adbb  
Association for the Advancement of Blood & Biotherapies



CAP  
ACCREDITED  
COLLEGE of AMERICAN PATHOLOGISTS



INTERNATIONAL FINANCE  
AWARDS 2023  
★★★★★  
BEST DIGITAL TRANSFORMATION HEALTHTECH COMPANY  
SAUDI ARABIA



TUV NORD  
ISO 20000  
TUV NORD  
ISO 27001



ISO  
9001:2015

# FY 2023 HIGHLIGHTS

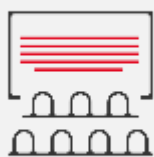
## MEDICAL EXCELLENCE

Creating the medical practitioners of the future and promoting health and well-being



### Research Center

- **4** Journals issued
- **20+** Research papers published in Dr. Sulaiman Al Habib Medical Journal
- **130+** Research proposals submission to IRB



### Continuous Medical Education

<b>230+</b> Activities	<b>500+</b> Hours
<b>460+</b> Speakers	<b>9,400+</b> Participant



### Postgraduate Program

**30+**  
Residency & Fellowship program in Riyadh and Khobar accredited by Saudi Commission for Health Specialties (SCFHS)

**200+**  
Total participants in residency and fellowship program

**380**  
Enrolled in Riyadh and Khobar across **5** SCFHS- accredited diploma



### Undergraduate Program

**2,900+** Undergraduate and interns

**24** Governmental and Private Universities



### CPR

**980+** Courses

**6,200+** Participant



# FY 2023 HIGHLIGHTS

## OUR PEOPLE

Continued to attract and retain top talent in the Kingdom



### People

**17,500+**  
Employees

**58%** female  
**42%** male  
Staff ratio

**+39%**  
Saudization

**80+**  
Nationalities

**120+** recruiting  
offices across the  
globe

In-house HMG training for our people:

- **2,100+** trainings conducted
- **5,200+** employees participated
- **8,100+** training hours



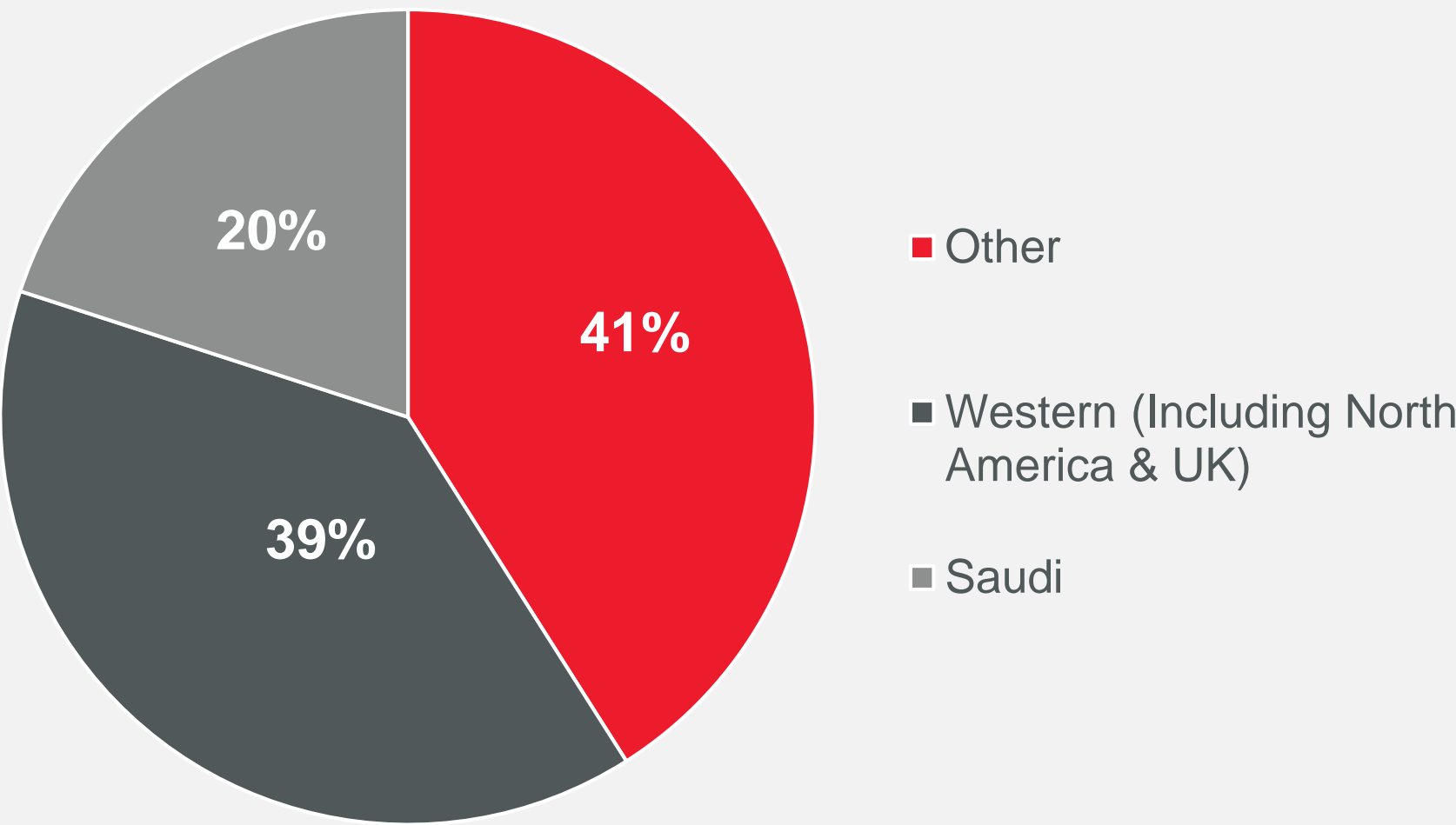
### Physicians

**3,900+**  
Physicians

**+90%**  
Retention Rate

**15+** average years  
Experience

### Physician Qualifications






# FY 2023 HIGHLIGHTS

## ESG & SUSTAINABILITY

The Group’s ESG structures and targets aim to maximize the benefits we deliver in terms of patient health, the broader contexts of social and human development, and responsible environmental stewardship

### ESG Roadmap

HMG is undertaking a four-phase exercise to start integrating ESG into our business practices and to measure and report on our ESG performance.

-  **ESG benchmarking:** Traffic light assessment of existing key problem areas.
-  **Materiality assessment:** Stakeholder mapping and materiality assessment
-  **Formulating strategy:** Developed a Sustainability Strategy to serve as a Vision document. Established a cross-functional committee to help operationalize the ESG strategy
-  **Implementation and Reporting:** Preparation of all the necessary requirements/documentation to disclose information in accordance with GRI and SASB reporting standards. On track to deliver HMG’s first ESG standalone report in 2024

### CSR Activities

-  Celebrated World Blood Donor Day in partnership with National Association for the Blind "Kafeef" and launched a pioneering Braille blood donation form.
-  Supported a clothing donation campaign for Ehtwaa, one of Saudi Arabia's most respected non-profit organizations.
-  Sponsored the fifth Sports Championship for specially-abled people.
-  Signed a cooperation agreement with the Saudi Federation of Sports Medicine in the fields of training and education.
-  Organized the Irish Fellowship Exam in Clinical Medicine after its success in Obstetrics, Gynecology, and Internal Medicine.
-  Premium medical sponsor of Riyadh Season for the fourth consecutive time.
-  Medical sponsor for Formula 1 Saudi Arabian Grand Prix, FIFA Club World Cup, Saudi Cup for Equestrian and Horse Racing, and Saudi Games.
-  Conducted over 60 events, awareness and wellness campaigns in different locations in Dubai.





Appendix #1

# Summarized Financials



# SUMMARY: BALANCE SHEET

As of 31 December 2023

SAR million	FY 2023	FY 2022
Current Assets	4,137.83	4,160.48
Investment in Associates	197.59	187.00
Investments in equity instruments – Sukuk	300.00	300.00
Property and Equipment	11,162.62	7,936.64
Total Assets	15,798.04	12,584.12
Current Liabilities	3,299.16	2,590.31
Non-Current Liabilities	5,732.63	3,888.14
Equity attributable to equity holders of the parent	6,485.49	5,878.70
Non-controlling interests	280.76	226.97
Total Liabilities and Equity	15,798.04	12,584.12



# SUMMARY: INCOME STATEMENT

As of 31 December 2023

SAR million	FY 2023	FY 2022	Change %
Revenue	9,508.44	8,310.74	14.41%
Cost of revenue	(6,238.39)	(5,562.60)	12.15%
Gross profit	3,270.05	2,748.14	18.99%
Selling and marketing expenses	(402.70)	(324.78)	23.99%
General and administrative expenses	(771.70)	(722.87)	6.76%
Operating income	2,095.65	1,700.49	23.24%
Other income	122.27	125.92	38.17%
Share of income of associates	22.18	19.61	(2.90%)
Finance costs	(70.11)	(49.36)	42.04%
EBT and before non-controlling interests	2,169.99	1,796.66	20.78%
Zakat	(68.52)	(107.71)	(36.38%)
Income before non-controlling interests	2,101.47	1,688.95	24.42%
Non-controlling interests	(55.46)	(38.20)	45.18%
Net income (Attributable to Equity holders of the Parent)	2,046.01	1,650.75	23.94%



# SUMMARY: CASH FLOW STATEMENT

As of 31 December 2023

SAR million	FY 2023	FY 2022
Net cash from operating activities	3,244.15	2,843.68
Net cash used in investing activities	(3,486.63)	(1,939.40)
Net cash from (used in) financing activities	115.87	(801.12)
Cash and cash equivalents at the beginning of the year	2,746.99	2,643.83
Cash and cash equivalents at the end of the year	2,620.38	2,746.99





Appendix #2

# About HMG

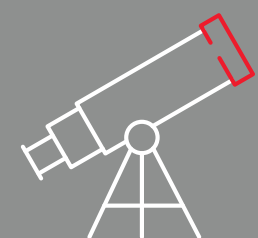


# A FULLY INTEGRATED HEALTHCARE SERVICES PROVIDER



Dr. Sulaiman Al Habib Medical Services Group Company (HMG) is a diversified healthcare leader in the Middle East, recognized for comprehensive healthcare services, forward-thinking innovation and the superior patient experience in the region.

## OUR VISION



To be the most trusted healthcare provider in medical excellence and patient experience globally.

## OUR MISSION



To develop and operate state-of-the-art medical facilities and provide innovative healthcare services to create value for people.



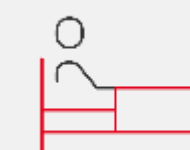
**25**  
Medical Facilities



**60+**  
Sub-specialties



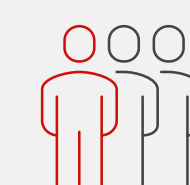
**24**  
Pharmacies



**1,900+**  
Beds



**3,900+**  
Physicians



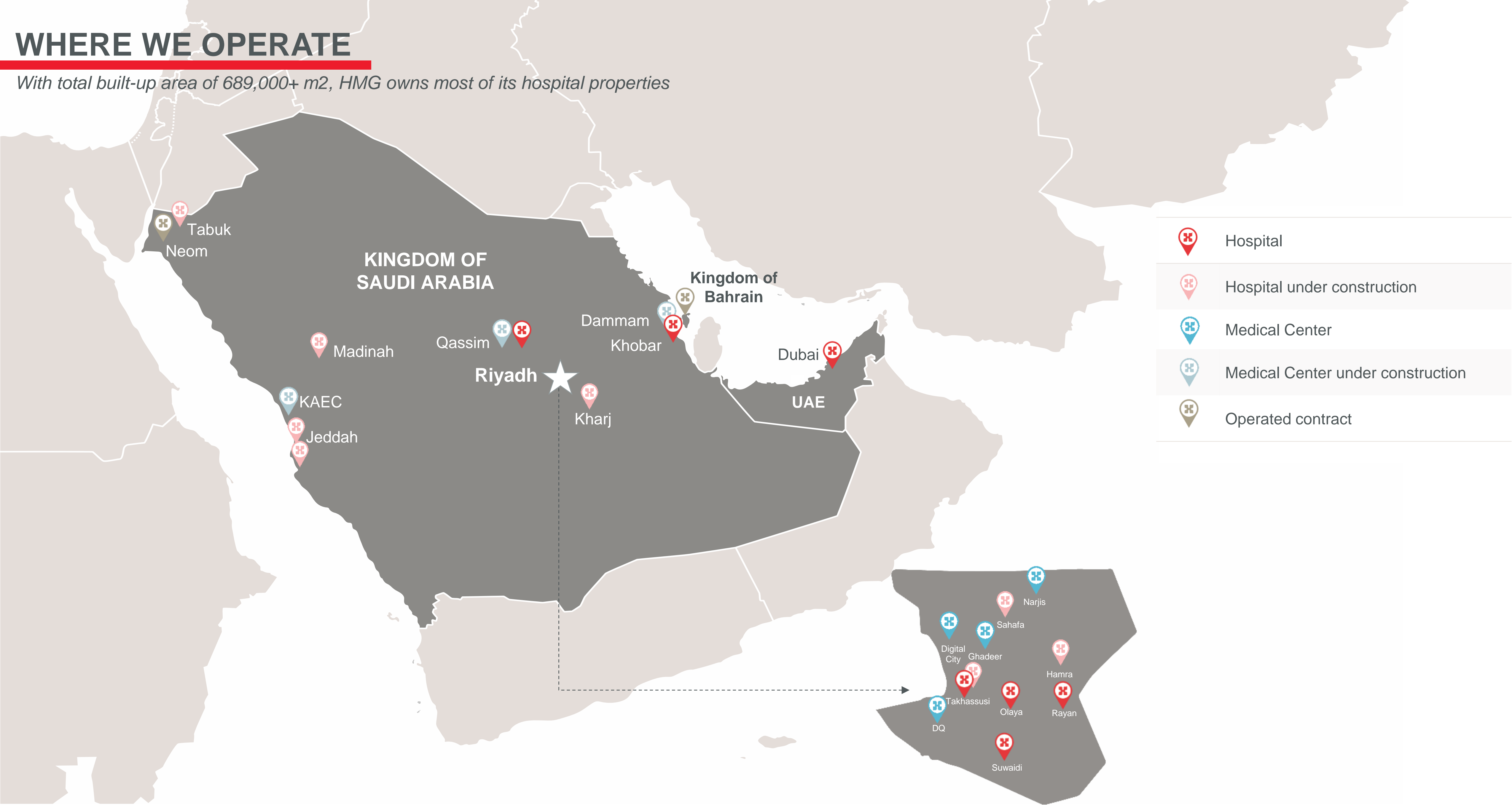
**17,500+**  
Staff



**Upcoming Projects:**  
**8 Hospitals**  
**2 Medical Centers**

# WHERE WE OPERATE

With total built-up area of 689,000+ m2, HMG owns most of its hospital properties





# OUR STRATEGY

Our well-defined growth strategy  
enhanced by our core values

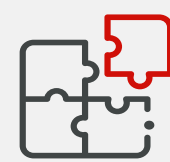
## Our Value



Integrity &  
Trust



Attract & Invest  
in the best  
People



Excellence  
and Quality



Care for  
Patients and  
Communities



One  
Team



Innovate,  
Simplify &  
Always improve



Safety &  
Security



Accountability



Think Big &  
Act Fast

## Our Pillar

### Strengthening our core

**Drivers:** Human capital, cutting-edge technology and operational efficiency  
**Outcomes:** Patient centric healthcare

### Expanding our reach

**Drivers:** Central region, other major Saudi cities, wider GCC  
**Outcomes:** Organic growth while considering inorganic opportunities

### Broadening our services

**Drivers:** Design and develop, operate and manage, digital healthcare solutions  
**Outcomes:** Creation of new business lines

## Our Priorities



Provide integrated  
healthcare services



Maintain position as  
leading brand in the market



Meet demand in growing  
sectors and diversify  
income sources



Increase operational  
efficiency



Expand to new  
locations



Attract and retain highly  
qualified physicians,  
healthcare practitioners &  
administrative staff



# KEY MESSAGE

Strategic pillars underpin our drive to deliver best-in-class healthcare services



## Best-in-class

- Regional integrated healthcare provider with **25+ year track record**
- **Resilient revenues** and **stable gross margins** supported by economies of scale, strong cash flow management and healthy balance sheet
- **Defined strategy** to strengthen core, expand reach and broadening the services



## Catalysts for value creation

- **Technology:** Pioneer in healthcare technology, award-winning hospital information system (HIS) & other 19 Technology Products
- **Robust expansion plan:** 8 new Hospitals and 2 new Medical Centers under construction and expansion.
- **Supporting medical community:** Heavily invested in creating an enabling environment conducive to research, innovation and scientific creativity in the Kingdom, in line with the objectives of the 2030 Vision



## Efficiency drivers

- **Efficient cash conversion cycle:** shortest CCC in the industry, proactive collection process
- **Cost efficiency:** economies of scale and cost efficiency on a growing patient volume base
- **Technology to drive operational efficiency:** best in class HIS, patients and physicians apps and rapidly growing business solutions including special focus on automation of services



# BUSINESS STRUCTURE

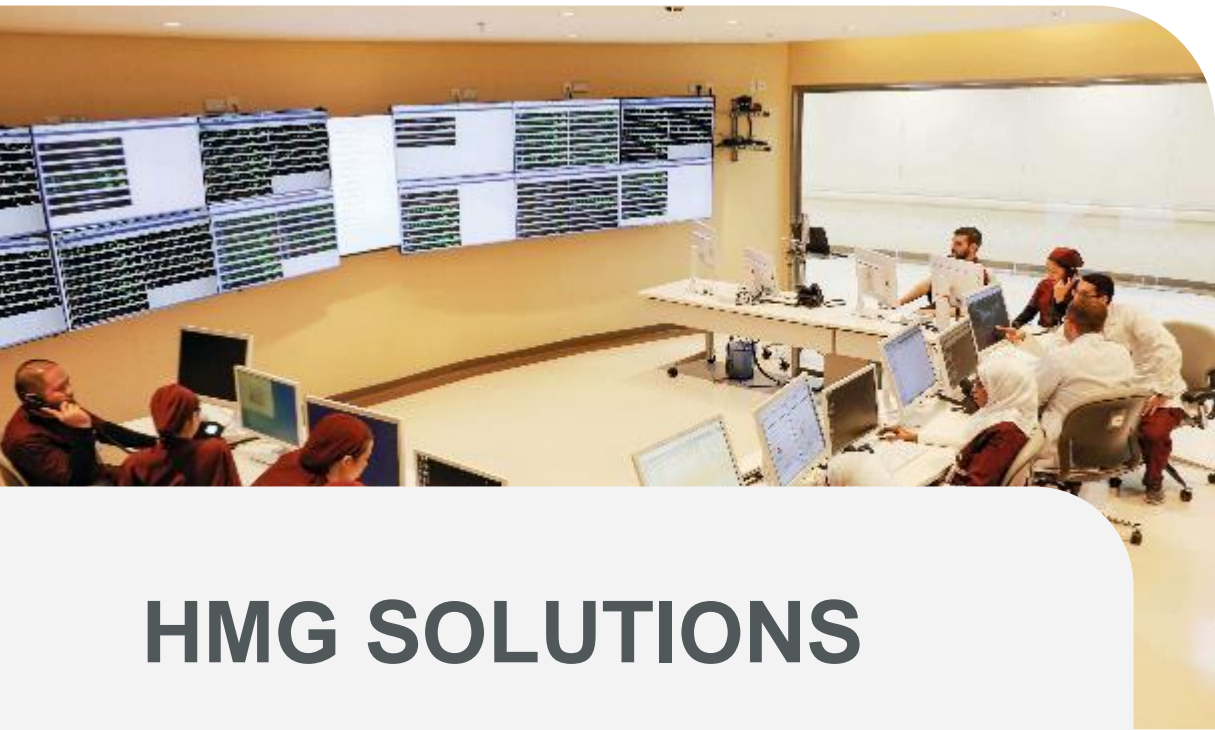
A fully integrated healthcare services provider



## HOSPITALS & HEALTHCARE FACILITIES



## PHARMACIES



## HMG SOLUTIONS

25	Medical Facilities
6 m+	Patients
8	Future Hospitals
2	Future Medical Centers
1900+	Beds

Outpatient pharmacies as part of the hospitals

24 Pharmacies in Saudi Arabia and Dubai

E- pharmacy services

Cloud Solutions	Providing leading-edge technological solutions to boost healthcare quality and patient experience
MD Lab	Offering advanced laboratory testing services
Home Healthcare	Delivers convenience of care at comfort of home
FLOW Medical Solutions	A 360-degree integrated healthcare technology and technical solutions provider managing medical equipment
Taswyat	Provides complete end-to-end healthcare Revenue Cycle Management (RCM) services



# BUSINESS MODEL

Through our vertically integrated business model, we are committed to create sustainable value for our stakeholders

## OUR KEY STRENGTHS

Cutting-edge Technology

Leading Brand in Prime Locations

Strategic Relationships and In-house Expertise

Experienced Management and Qualified Health Practitioners

Reputation for Medical Excellence

## WHAT WE DO



Facilities and services



Digital healthcare solutions



Design, develop and operate

## HOW WE MAXIMISE VALUE

Patient-centric approach

Continuum of care

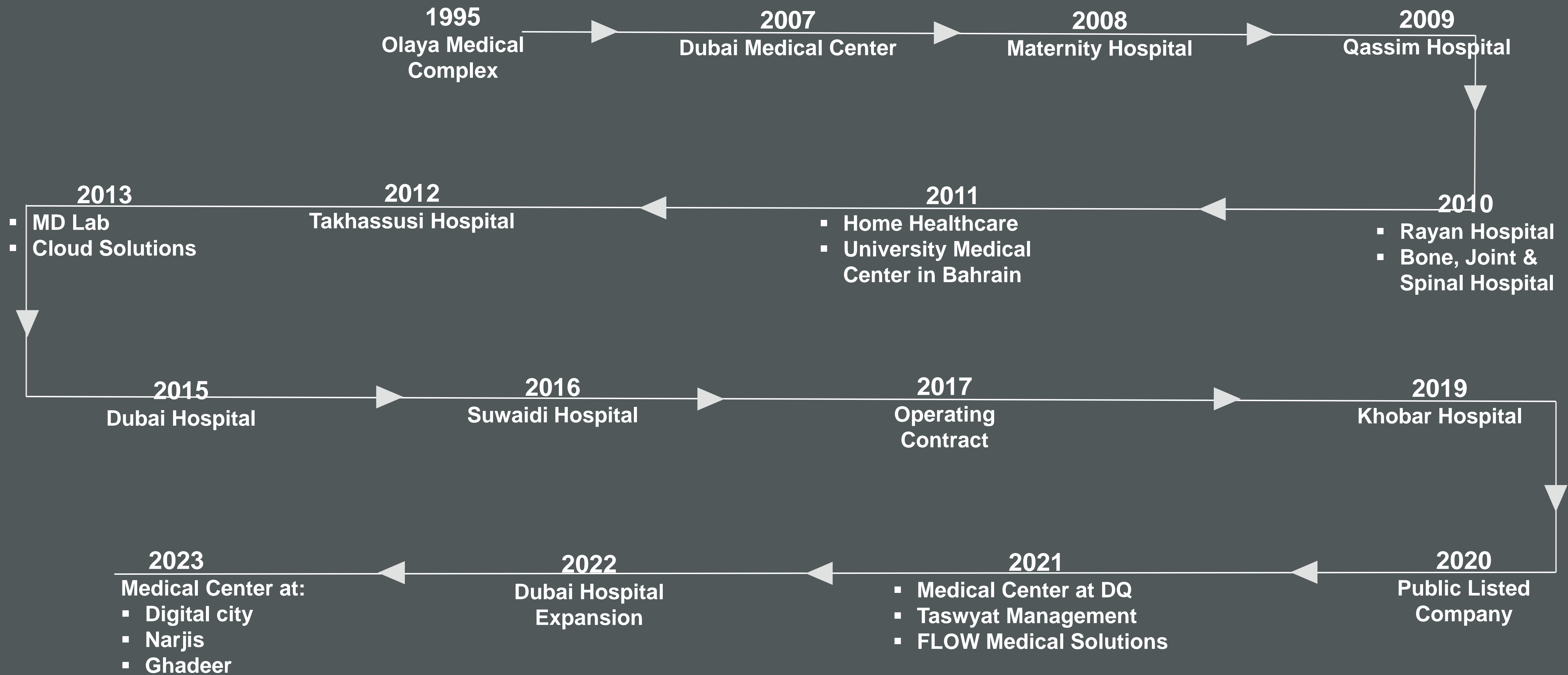
Value engineering

Sound risk management

Adapting to change



# OUR STORY





# MEDICAL EXCELLENCE

Medical Operation Strategic Pillars

## Patient Safety

HMG artificial heart and lung program is one of many sophisticated services that increases our confidence in the advanced quality care we provide to our patients.

## Patient Experience

Introducing new services, such as fast track clinic for patients who need intravenous medications, has received wide acclaim from our patients

## Performance & Efficiency

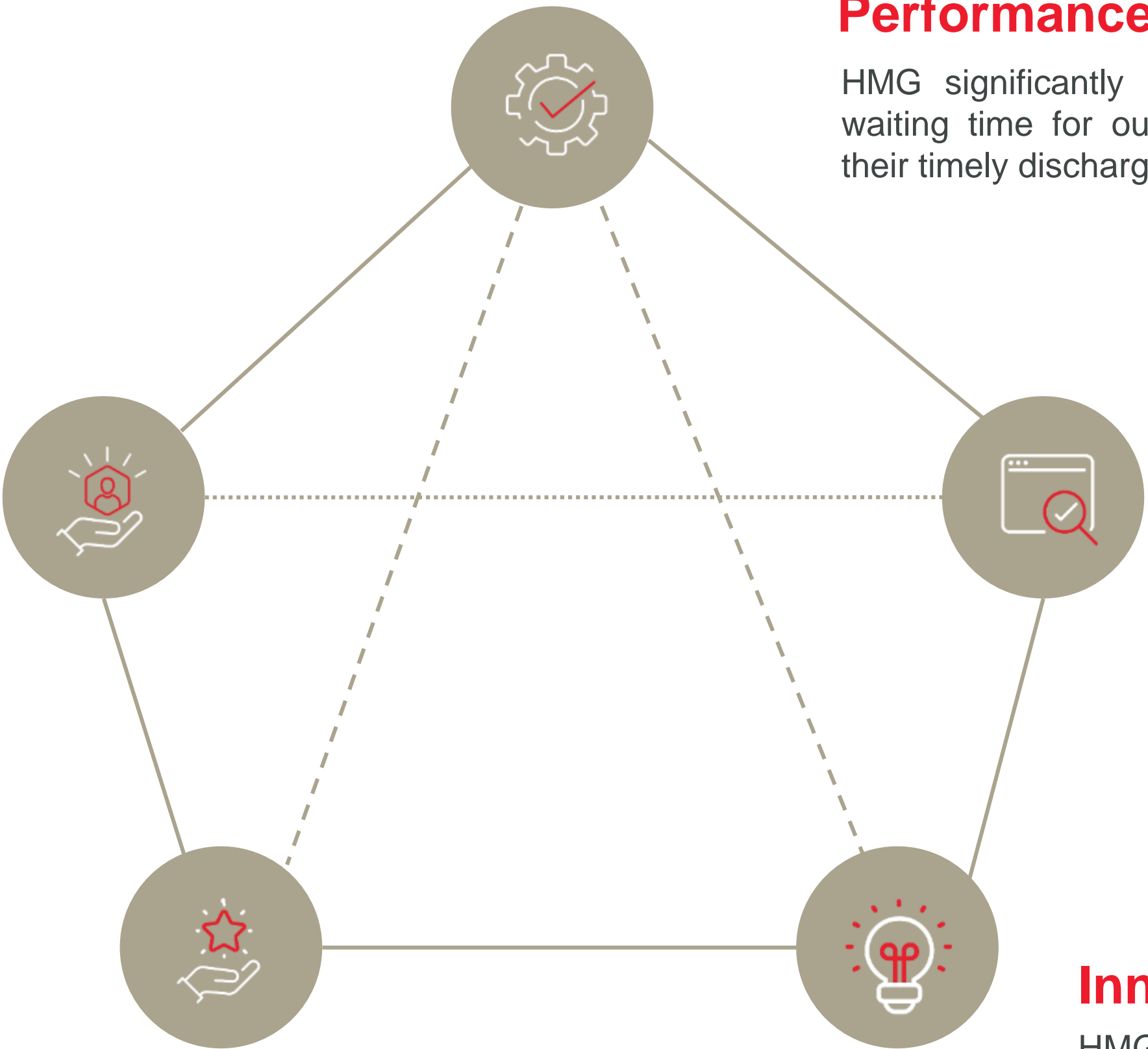
HMG significantly reduced the admission waiting time for our patients and ensured their timely discharge from our hospitals.

## Standardization

HMG works tirelessly to ensure that all services provided by HMG are standardized by meeting widely acceptable international standards.

## Innovation

HMG remains focused on providing seamless, integrated medical experiences for our patients through procuring and implementing cutting edge innovative technology to provide optimum quality of care.



# PIONEER IN HEALTHCARE TECHNOLOGY

Better medical outcomes, exceptional patient experience, and advanced operational practices

## Tele-medicine



### Tele-Cardiology (Nabad 24 program)

Designed to treat heart attacks remotely

### Tele-ICU Center

World record-breaking, working 24/7, provides continuous real-time monitoring of ICUs

### Tele-stroke

First facility in the region to use tele-medicine technology to rapidly diagnose and react to stroke remotely

### Tele EEG

The 1<sup>st</sup> tele EEG center in the Middle East; utilizes latest cutting-edge technology under supervision of highly trained and experienced epileptologist.

### Tele-radiology

Improving efficiency and quality of care as well as central reporting 24/7

## HIS (VIDA)



Pioneer in healthcare technology, award-winning hospital information system (HIS) marked under VIDA brand.

- **VIDA is first-of-its-kind electronic portal** that helps in storing and managing medical procedures, diagnostics, and analysis.
- Integrates healthcare provision stages in a paperless environment.
- Web-Based (Cloud Based)
- Built using the industry's best practices and healthcare standards such as HL 7, ICD 10, CPT.
- Achieved **HIMSS stage 7 accreditation** in all HMG's hospital in KSA.
- Implemented VIDA in **40+ MoH facilities**

## Developing cutting edge technology



**14** Digital healthcare

**19** Products

**25+** Clients

**35+** International partnerships

**70+** University student internships

**15+ Years of experience**  
in deploying technology solutions  
in healthcare domain



# DIVERSE BOARD OF DIRECTORS

*Our success is driven by our people*

## 3 NON-EXECUTIVES



**Dr. Sulaiman Al Habib**  
Chairman



**Mr. Mazen Al Rumaih**  
Vice Chairman



**Eng. Saleh Al Habib**  
Board Member

## 2 EXECUTIVES



**Mr. Faisal Al Nassar**  
Board Member,  
CEO



**Mr. Hesham Al Habib**  
Board Member and Chief  
Business Development &  
Strategy

## 3 INDEPENDENTS



**Mr. Obaid Al Rasheed**  
Board Member



**Dr. Abdulrahman Al Taraigi**  
Board Member



**Mr. Rasheed Al Rasheed**  
Board Member



# HMG's COMMITTEES

Our success is driven by our people

## AUDIT COMMITTEE



**Dr. Abdulrahman Al Turaigi**  
Chairman



**Mr. Rasheed Al Rasheed**  
Member



**Mr. Turki Al Luhaid**  
Member

## NOMINATION & RENUMERATION COMMITTEE



**Mr. Obaid Al Rasheed**  
Chairman



**Eng. Saleh Al Habib**  
Member



**Mr. Ahmad Al Sudais**  
Member

## EXECUTIVE COMMITTEE



**Mr. Mazen Al Rumaih**  
Chairman



**Eng. Saleh Al Habib**  
Member



**Mr. Faisal Al Nassar**  
Member



**Mr. Hesham Al Habib**  
Member

## PATIENT SAFETY & QUALITY OF CARE COMMITTEE



**Prof. Mahmoud Al Ahwal**  
Chairman



**Dr. Abdulelah Al Hawsawi**  
Member



**Prof. Abdullah Al Herbish**  
Member



# EXPERIENCED SENIOR MANAGEMENT

Highly experienced, high caliber management



**Mr. Faisal Al Nassar**  
CEO

## CORE FUNCTIONS



**Dr. Abdulwahab Al Abdulwahab**  
Chief Operating Officer



**Prof. Awad Al Omari**  
Chief Medical Officer &  
CEO of Critical Care Co.



**Prof. Abdullah Al Herbish**  
Senior Vice President,  
Physicians Affairs



**Prof. Sulaiman Al Majed**  
Senior Vice President,  
Medical Affairs

## CORPORATE FUNCTIONS



**Mr. Hesham Al Habib**  
Chief Business  
Development & Strategy



**Mr. Saud Al Arifi**  
Vice President,  
General Counsel of  
the Group



**Mr. Mustapha Al Aoui**  
Vice President,  
Supply Chain



**Ms. Emmeline Roodenburg**  
Vice President,  
Strategy



**Mr. Badr Al Rowaili**  
Vice President,  
Human Resources



**Eng. Abdullah Al Sudais**  
CEO of Primary  
Healthcare Co.



**Eng. Abdulelah Al Mayman**  
CEO of Cloud  
Solutions



**Mr. Riyadh Bajodah**  
CEO of Taswyat Co.



**Dr. Riyadh Al Atiqi**  
General Director  
Pharmacy Company



**Eng. Feras Al Humayed**  
CEO of FLOW  
Medical Solutions



**Mr. Vimal Subramanian**  
Head of Internal  
Audit



# Thank you

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