

Investor Presentation- 2Q2020



شركة الشرق الأوسط للرعاية الصحية (ميكو)
MIDDLE EAST HEALTHCARE COMPANY (MEAHCO)
SAUDI GERMAN HOSPITALS GROUP
مجموعة مستشفيات السعودي الألماني

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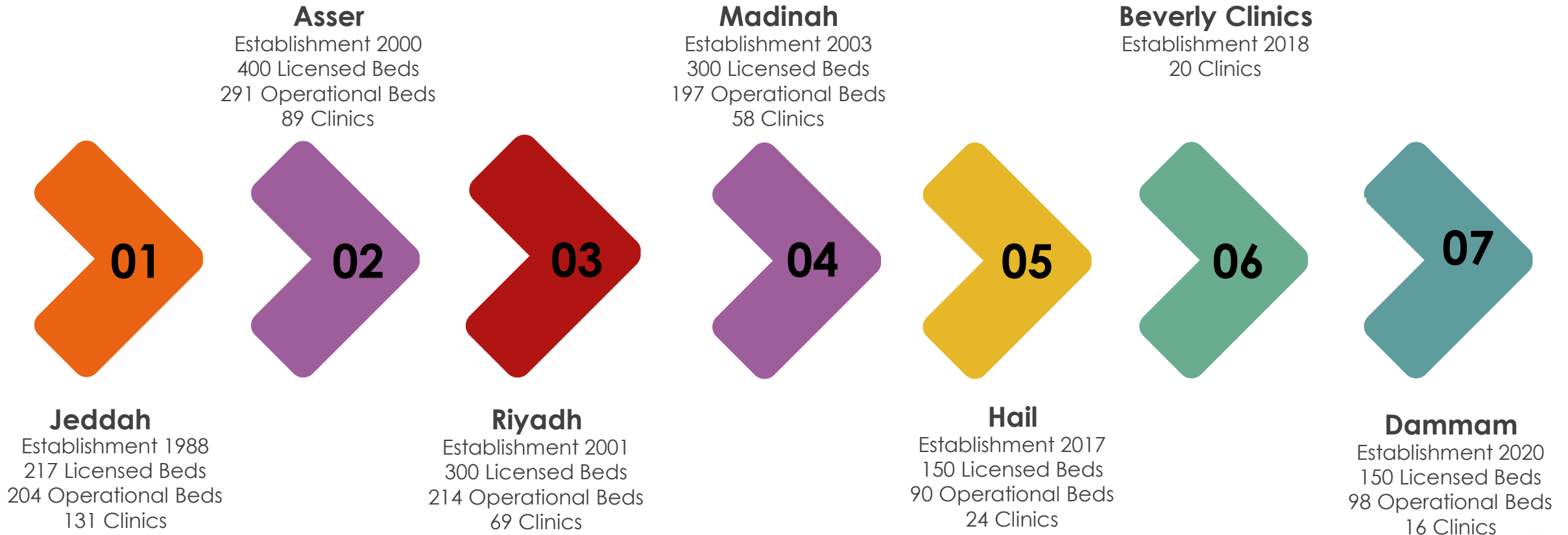
MEAHC0 At A Glance

MEAHCO AT A GLANCE

- ▶ Saudi Arabia's most geographically diversified healthcare player.
- ▶ Full fledged footprint in six cities (Jeddah, Asser, Riyadh, Madinah, Hail, Dammam).
- ▶ Comprehensive network covering ~90% of Saudi Arabia's population.
- ▶ Ongoing expansion into Makkah, along with Madinah, to capitalize on religious tourism and further expand reach.
- ▶ Successful launch of Beverly Clinics to add new catchment areas in Jeddah.



Geographic Footprint



Hospitals under management contract

- SGH Yemen – est. 2006
- SGH Dubai – est. 2012
- SGH Cairo – est. 2015
- SGH Sharjah – est. 2018
- SGH Ajman – est. 2019

Operational

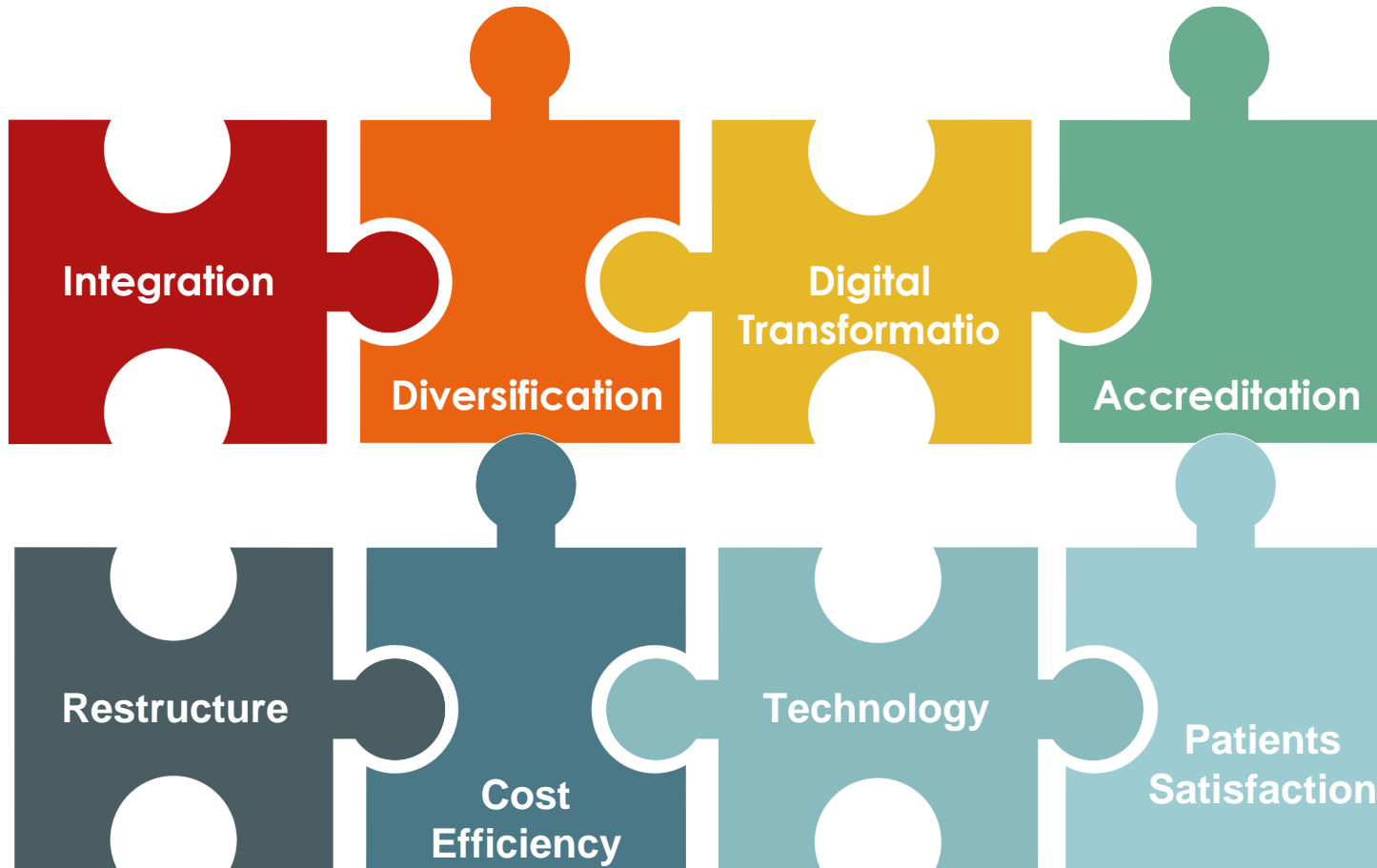


Pipeline

- SGH Alex West (Egypt)
- SGH Giza (Egypt)
- SGH Lahore (Pakistan)
- SGH Islamabad (Pakistan)
- SGH Karachi (Pakistan)
- BTPL Lahore (Pakistan)
- SGH Casablanca (Morocco)

Turnaround Revolution

Turnaround Revolution



Accreditation



	Jeddah	Asser	Riyadh	Madinah	Hail	Dammam
JCI	Accredited	Accredited	Accredited	Accredited	In process	In process
CBAHI	Accredited	Accredited	Accredited	Accredited	Accredited	In process
HIMSS	In process	In process	In process	In process	In process	In process
CAP	Accredited	In process	In process	Accredited	Accredited	In process
AB	In process	In process	In process	In process	In process	In process

Note

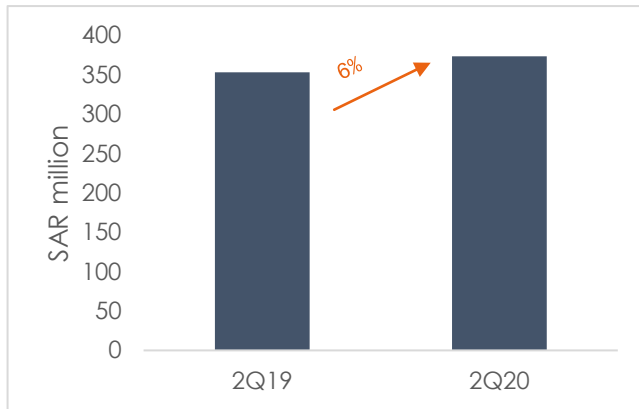
► SGH Management is planning to have all hospitals fully accredit by end of 2021.



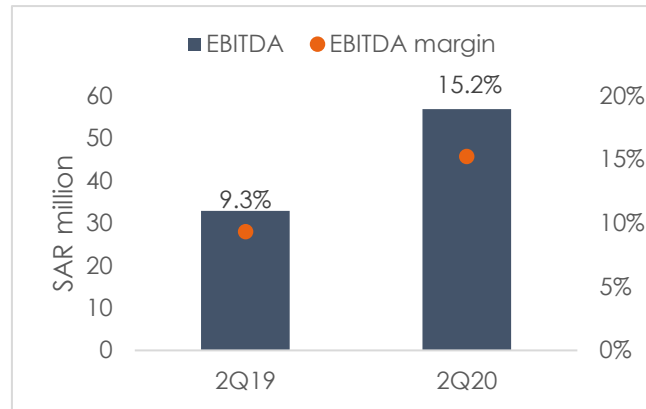
Key Financial Indicators

Key Financial Indicators

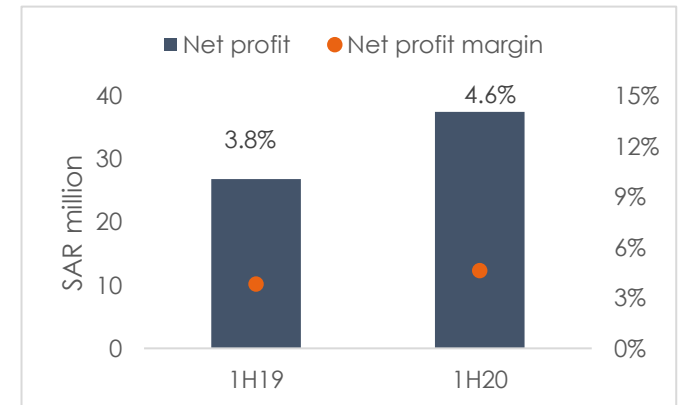
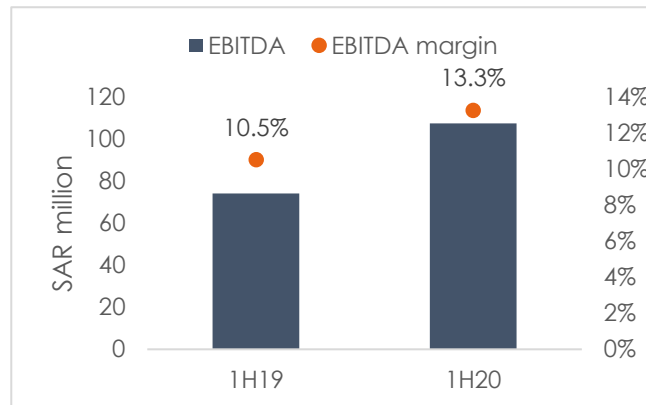
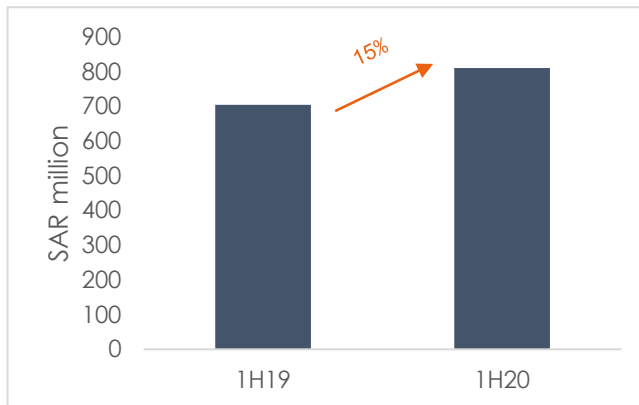
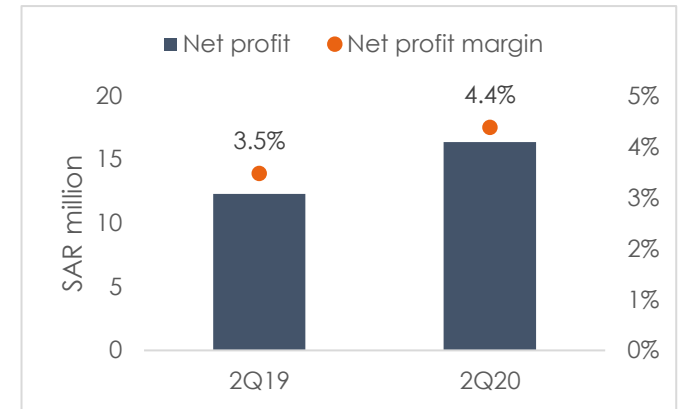
Revenue, Revenue growth



EBITDA, EBITDA margin

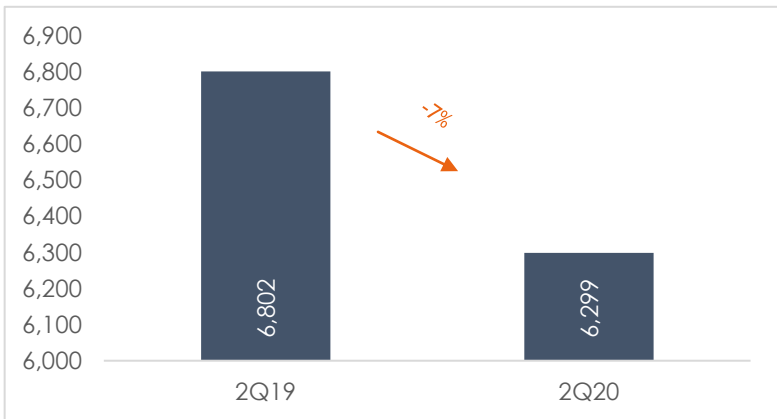


Net profit, Net profit margin

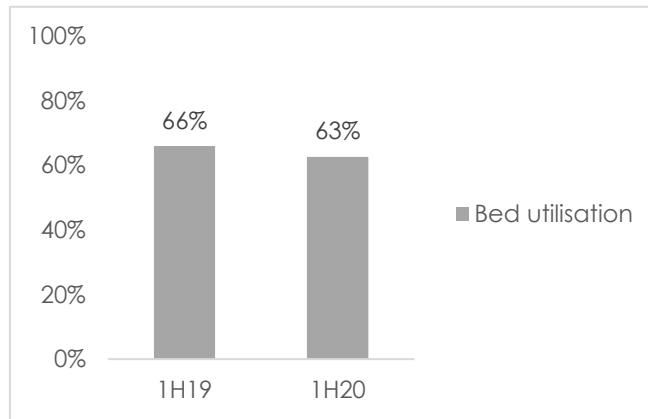


Operational KPIs

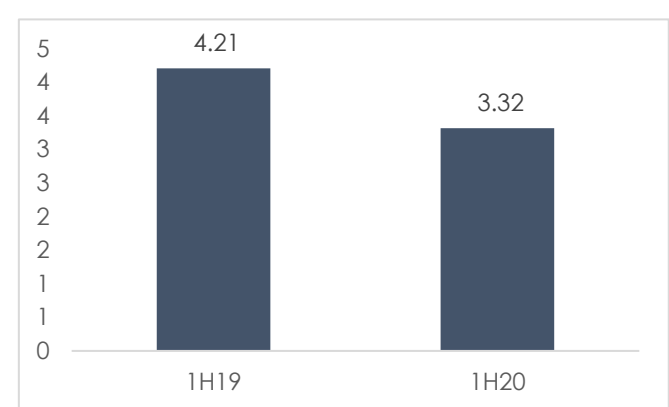
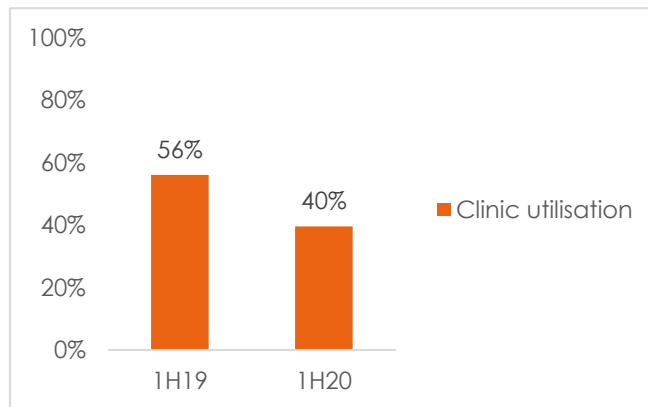
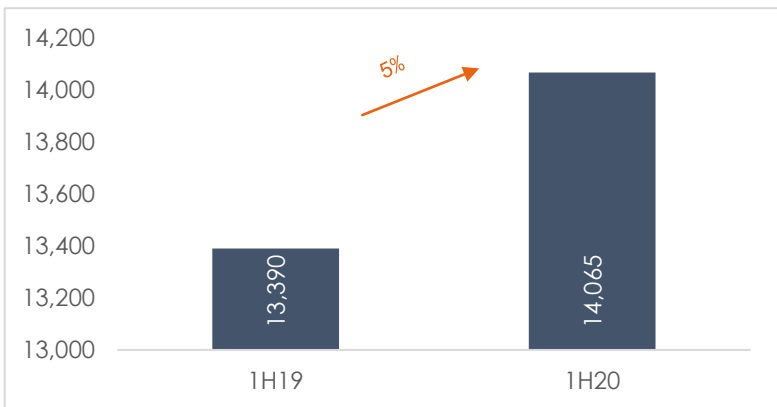
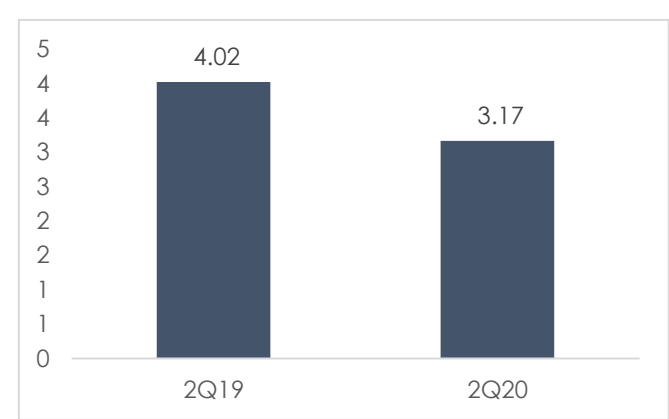
Number of performed surgeries



Utilization rate

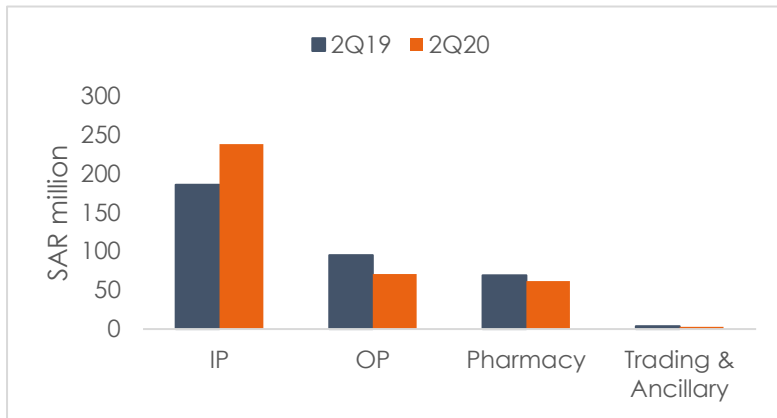


Average length of stay

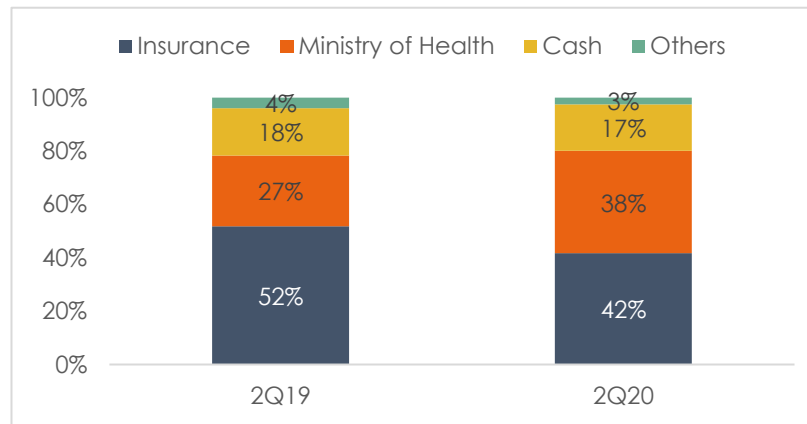


Revenue structure

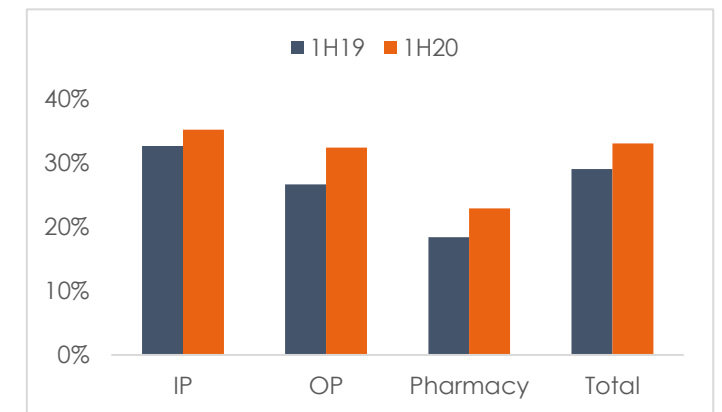
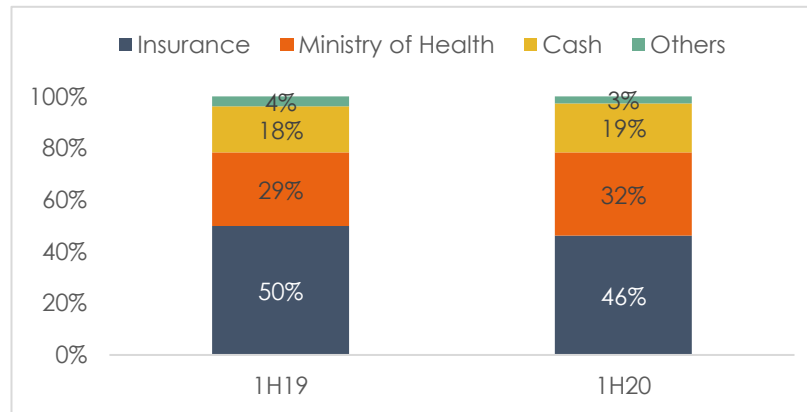
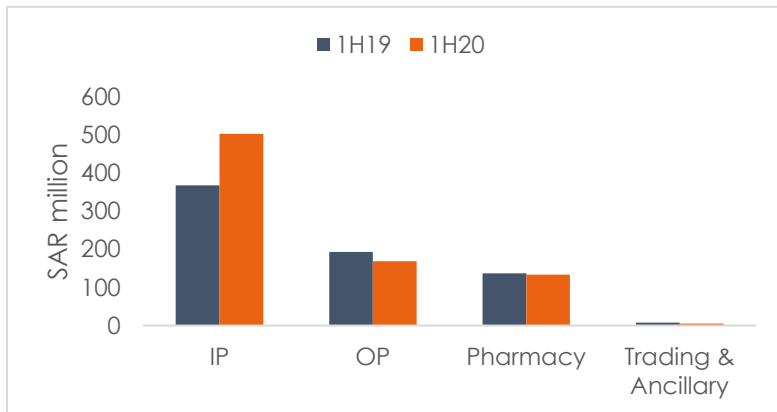
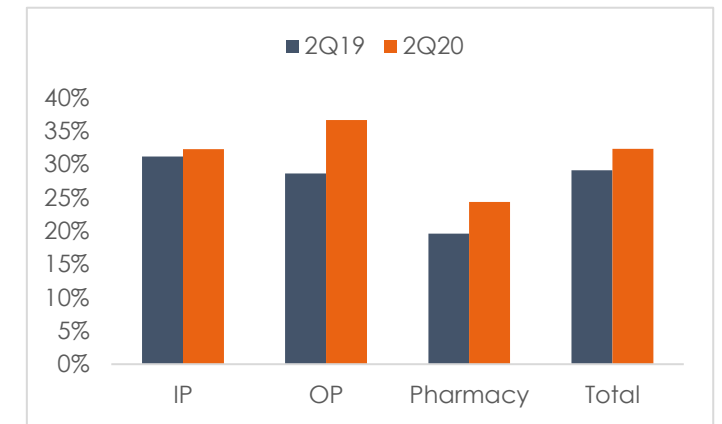
Revenue breakdown by service



Revenue breakdown by clientele

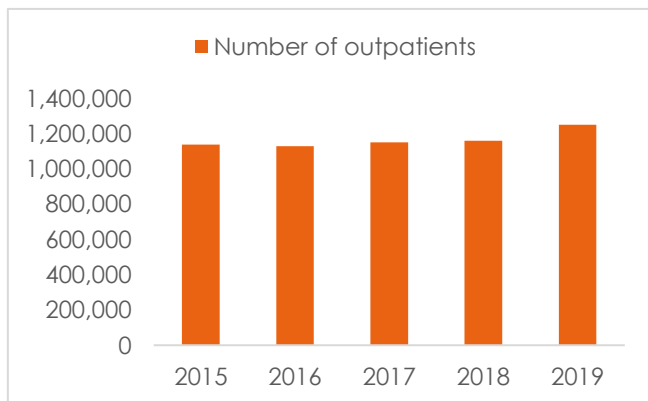
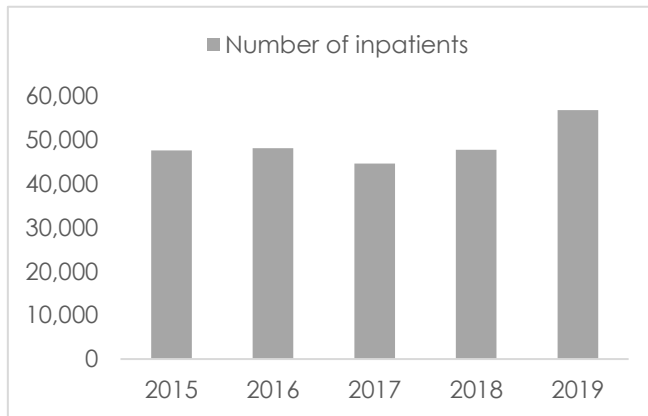


GPM breakdown by service

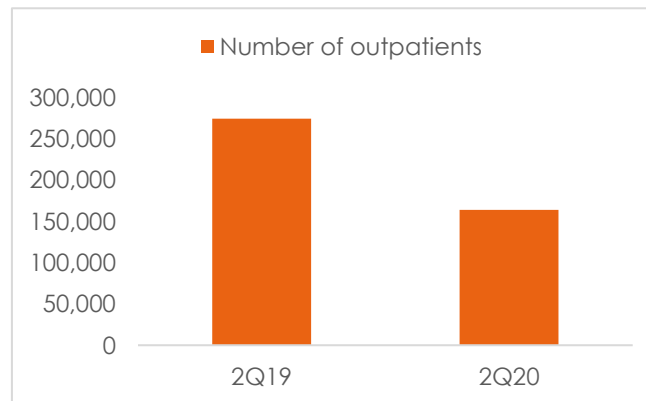
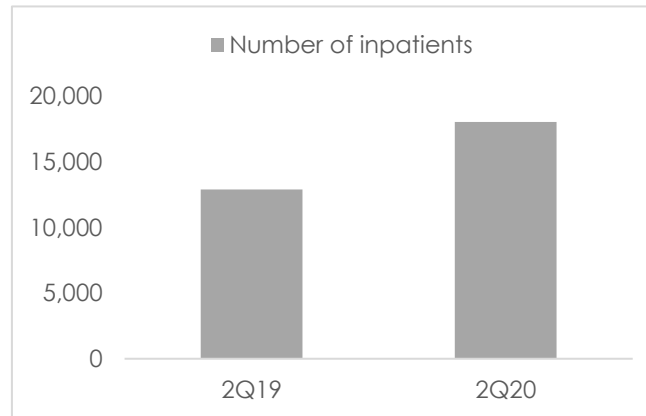


Patients Evolution

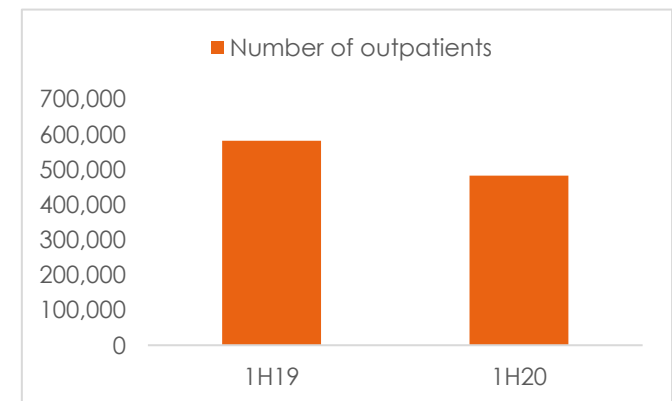
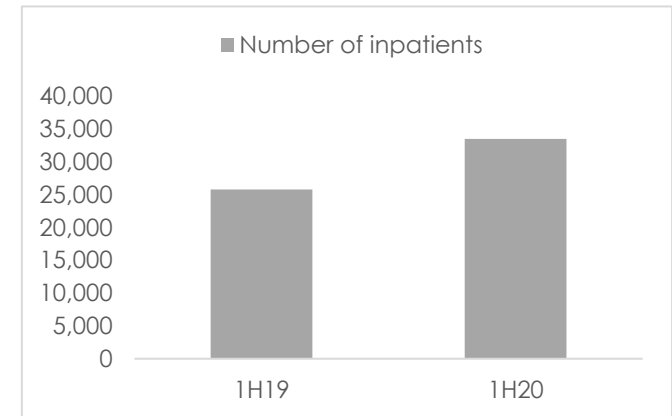
Historical trends



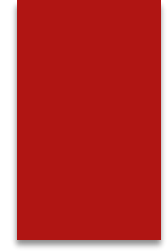
2Q19 vs. 2Q20



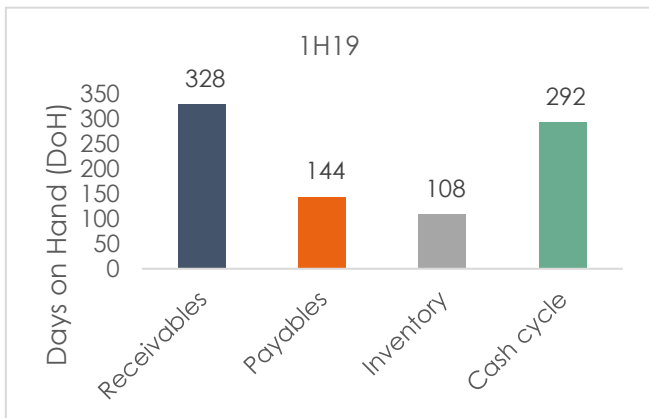
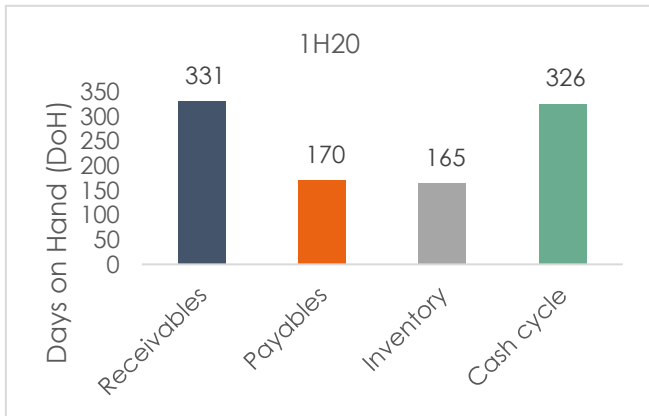
1H19 vs. 1H20



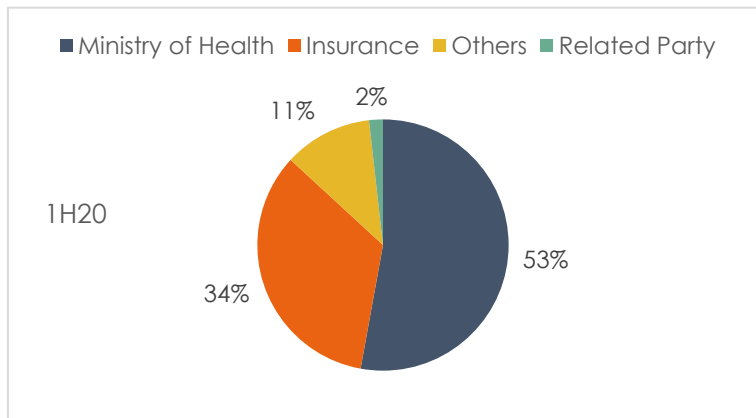
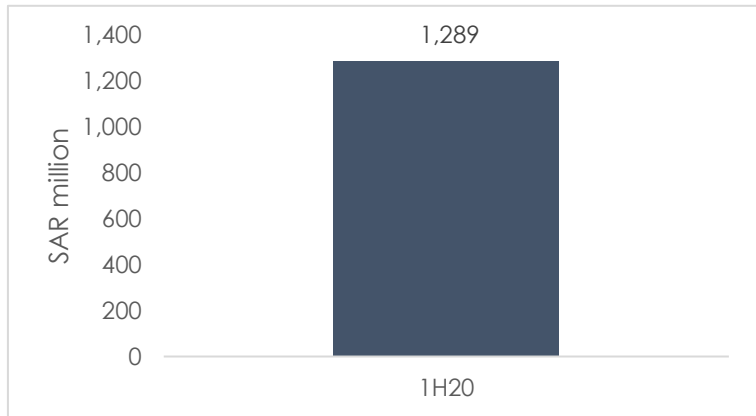
Balance sheet and cash cycle



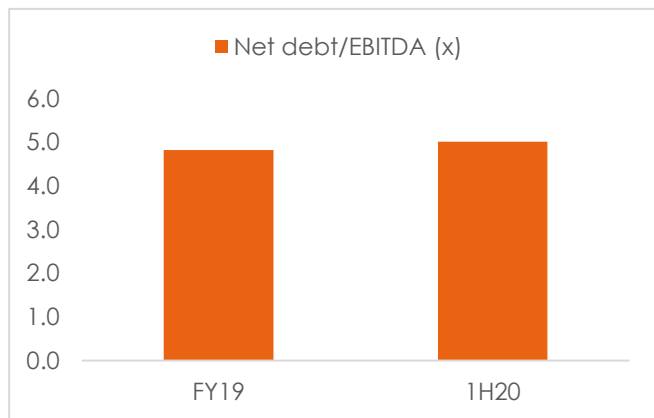
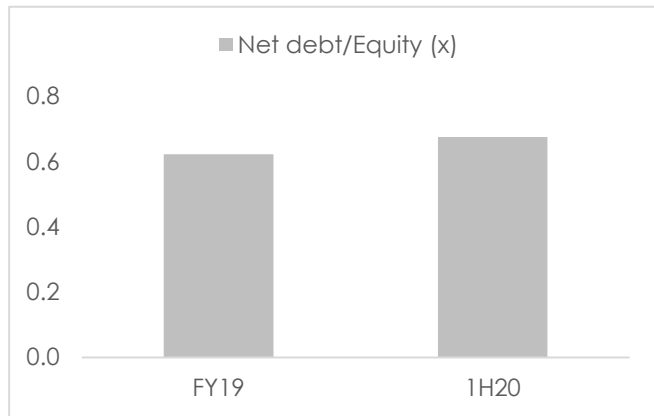
Cash conversion cycle



Receivables, Receivables split



Leverage



Ambitious Expansion Strategy



Expansion and CAPEX



Riyadh Outpatient Tower

134 beds, 160 clinics
Capex 194 million
To be operational
2Q 2021

Makkah Hospital

300 beds
Capex 389 million
To be operational
3Q 2021

Makkah Housing

Capex 114 million
To be operational
4Q 2021

Dammam Housing

Capex 90 million
To be operational
4Q 2021

Jeddah Maternity & Child Hospital

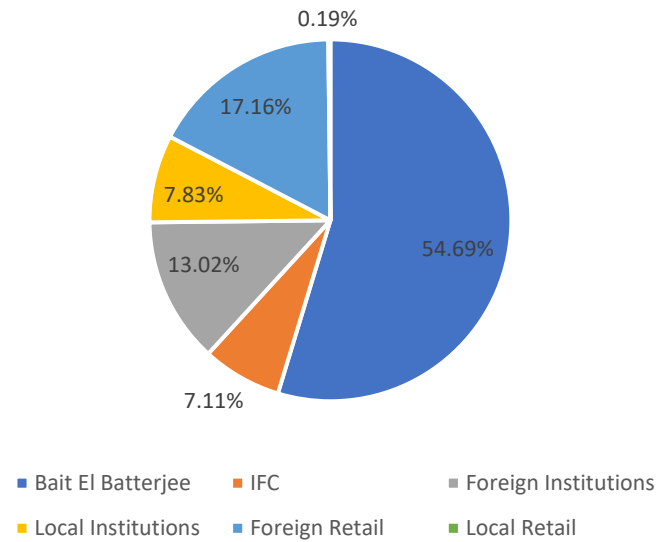
35 beds, 16 clinics.
Rent SAR 7 m in 2 years
2Q 2021



Shareholders Information

Shareholders Information

Shareholder structure

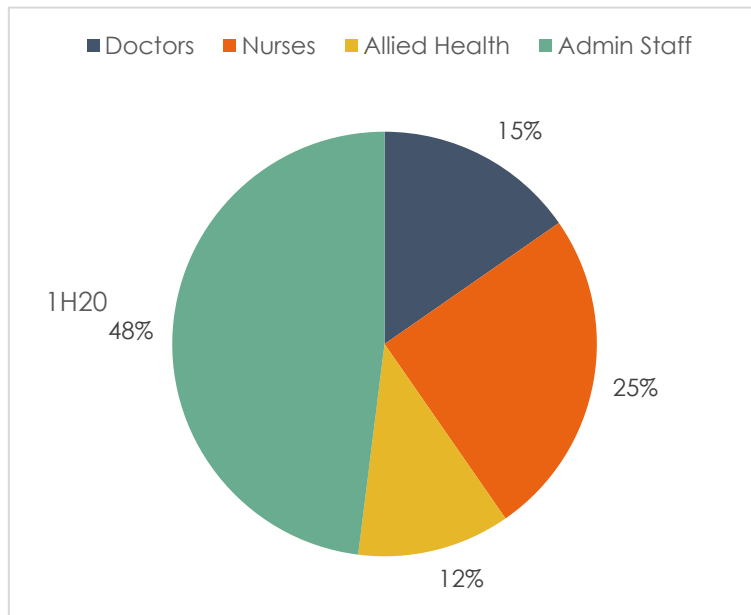


SGH versus TASI Performance

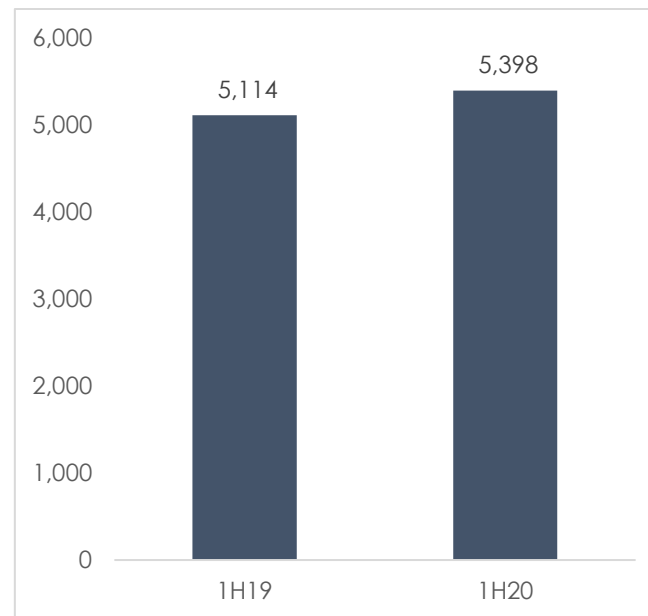


Employees statistics

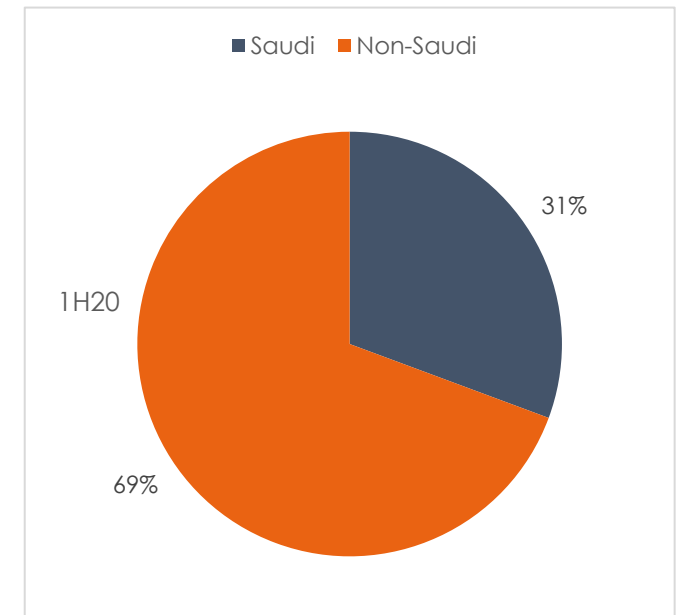
Headcount split by profession



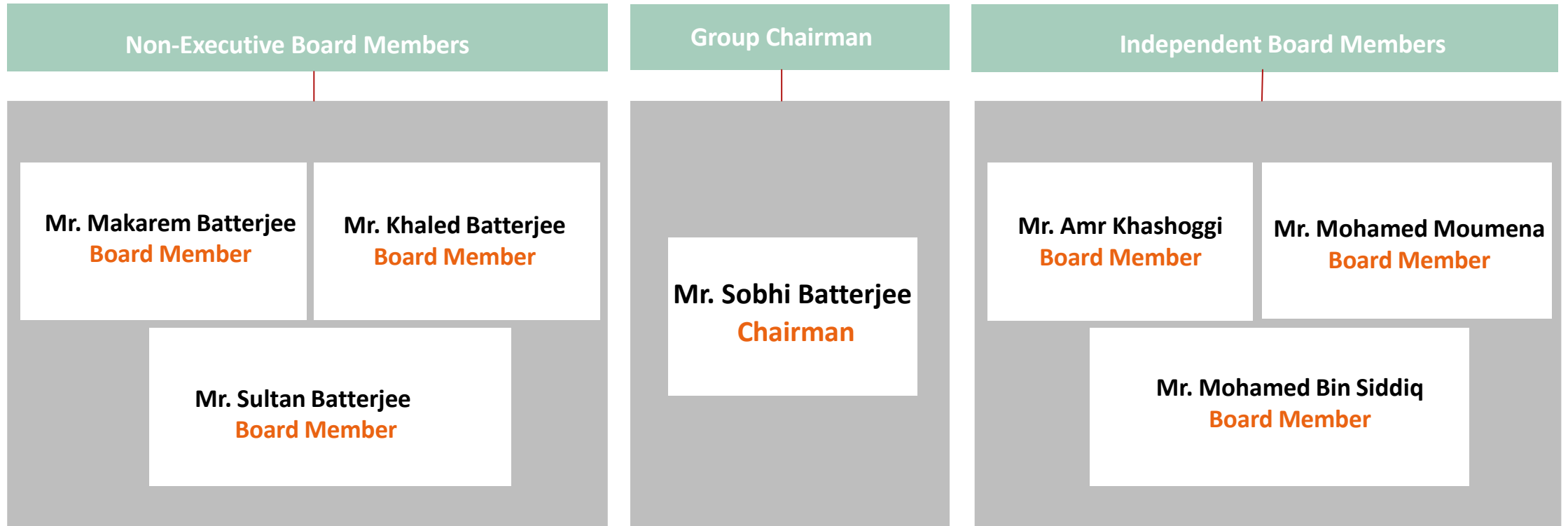
Number of employees



Saudization rate



Board of Directors



Financials Snapshot



Income Statement Snapshot

All figures in SAR '000	30-Jun-20	30-Jun-19
Revenue	809,568	703,377
Cost of revenue	-542,222	-498,992
Gross Profit	267,346	204,385
Selling and Marketing expenses	-11,012	-5,640
General and Admin. expenses	-208,242	-172,847
Operating Profit	48,092	25,898
other income	3,880	9,167
Finance cost	-18,283	-10,523
Profit before Zakat	33,689	24,542
Zakat	-2,000	-2,012
Net Profit of the period	31,689	22,530



Balance Sheet Snapshot

All figures in SAR ,000	30-Jun-20	31-Dec-19
Total Non Current Assets	1,984,320	1,944,838
Inventories	179,018	124,514
Accounts Receivable	1,289,238	1,108,576
Total Current Assets	1,557,612	1,360,659
Total Assets	3,541,932	3,305,497
Total Non Current Liabilities	954,532	923,080
Total Current Liabilities	993,896	820,603
Shareholders' Equity	1,593,504	1,561,814
Total Equity and Liabilities	3,541,932	3,305,497



Stock Data:

Bloomberg / Reuters: MEH AB / 4009.SE

Outstanding shares: 92,040,000

Free float: 38.2%

Mkt. Cap: USD 790 million

3M ADVT: USD 3.4 million

Investor Relations contacts:

Tamer Nigm

Director-Strategic Planning & IR

E: IRdirector.meahco@sghgroup.net

Madani Hozaien

Group CFO

M: +966 55 269 5722

E: CFO.meahco@sghgroup.net



Thank you