



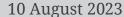
10 August 2023, Riyadh (Saudi Arabia). Al Hammadi Holding ("Al Hammadi" or the "Company"), an owner and operator of premier medical facilities in Saudi Arabia, announces its financial results for the quarter and sixmonth period ended 30 June 2022 (Q2 2023 and 1H 2023). The Company reported revenues of SAR 575 million during the first half of 2023, representing an 8% year-on-year (y-o-y) increase from the same period of last year. Net profit came in at SAR 163 million, 28% above last year's figure and yielding a net profit margin (NPM) of 28%. On a quarterly basis, revenues stood at SAR 277 million in Q2 2023, marginally lower than last year's figure. Net profit recorded SAR 82 million in Q2 2023, 26% above last year's figure and with a NPM of 30% for the quarter.

Key Financial and Operational Highlights

Financial Highlights (SAR mn)	Q2 2022	Q2 2023	Q-o-Q	1H 2022	1H 2023	<i>Y-o-Y</i>
			Change			Change
Total Revenues	281.9	276.7	-1.9%	532.8	575.3	8.0%
Cost of Sales	(172.9)	(184.6)	6.8%	(327.7)	(362.8)	10.7%
Gross Profit	109.1	92.1	-15.6%	205.2	212.5	3.6%
GPM	38.7%	33.3%	-5.4 pts	38.5%	36.9%	-1.6 pts
Operating Profit	75.8	93.7	<i>23.6</i> %	146.3	186.8	27.7%
Operating Profit Margin	26.9%	33.9%	7.0 pts	27.5%	32.5%	5.0 pts
Net Profit	65.1	81.8	<i>25.7</i> %	127.1	163.3	28.5%
NPM	23.1%	29.6%	6.5 pts	23.8%	28.4%	4.5 pts
Operational Highlights ('000)						
Inpatient Volumes	11.4	9.0	-20.9%	21.8	20.8	-4.8%
Outpatient Volumes	261.9	242.1	-7.6%	521.8	515.3	-1.2%

- Al Hammadi recorded total **revenues** of SAR 575 million in the first six months of 2023, an increase of 8% versus the same period of last year. The solid year-on-year increase was supported by both a 7% y-o-y rise in revenues generated by the Company's medical services segment and a 13% y-o-y increase in pharmaceutical revenues for the period. On a three-month basis, Al Hammadi reported revenues of SAR 277 million in Q2 2023, down 2% y-o-y and 7% q-o-q. The year-on-year and quarter-on-quarter contractions were largely the result of lower revenues generated by the Group's medical services segment, as patient volumes declined owing to the expected slowdown in activity related to the holy month of Ramadan and Eid vacations which fell during April and June this year.
- Net profit for 1H 2023 recorded SAR 163 million, increasing 28% from the SAR 127 million recorded in the same six months of last year. Net profit margin recorded 28% in 1H 2023, up five percentage points versus last year. Improved net profitability was supported by robust top-line growth recorded by the Company in the first six months of the year coupled with an SAR 18 million net expected credit loss provision reversal booked in Q2 2023 reflecting continued improvements in the Company's collection rates over the last year. On a quarterly

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basis, net profit recorded SAR 82 million, up 26% y-o-y and 1% q-o-q. NPM recorded 30% in Q2 2023 versus 23% in Q2 2022 and 27% in Q1 2023.

- Net debt/equity recorded 0.8% at 30 June 2023 compared to the 10.0% recorded as of 31 December 2022.
- Inpatient admissions recorded 20.8 thousand in the first half of 2023, representing a 5% y-o-y decline on the back of the expected slowdown in patient volumes during the holy month of Ramadan and Eid vacations. Similarly, outpatient visits declined marginally by 1% in 1H 2023 to reach 515.3 thousand. On a quarterly basis, inpatient admissions were down 21% y-o-y while outpatient visits declined 8% compared to the second quarter of 2022.

Management Comment

With the first half of 2023 now behind us, I am pleased to report yet another robust set of results for the Company, which saw us build on a strong start to the year to deliver solid growth in 1H 2023 as well as continued progress on our longer-term value creation strategy. It is important to note that the solid top- and bottom-line expansion recorded during the six-month period comes despite the expected slowdown associated with Ramadan and the Eid vacations weighing on patient volumes throughout April and the second half of June. Looking at our results in more detail, we were particularly happy to note that top-line growth for the six-month period was widespread with both our medical services and pharmaceutical segments recording higher revenues than in the corresponding period of last year. Further down the income statement, we reported improving profitability on both a year-to-date and quarterly basis, supported by higher revenues and improved operational efficiencies which helped offset rising labor and medical equipment costs. The Company's bottom-line profitability was further boosted by continued improvements in our collection frameworks which saw Al Hammadi book an SAR 18 million net expected credit loss provision reversal in the second quarter of the year.

Heading into the second half of the year our strategic priorities remain the same. While our operating environment continues to present a wide set of challenges, we are confident that the solid growth and mitigation strategies we have put in place will see us deliver further growth and generate additional value for our shareholders and patients throughout the coming months. Looking ahead at the coming months, we are particularly excited to launch the first phase of Al Suwaidi's outpatient capacity expansion plan, which will see the hospital inaugurate 20 new clinics in the final quarter of 2023. The second phase, which will be completed in 2024, will see the roll out of an additional 20 clinics. This comes as part of a wider capacity expansion strategy which earlier this year saw us launch 20 new inpatient beds at our Al Suwaidi facility and successfully complete the ramp up of the 20 new outpatient clinics at Al Nuzha Hospital. The clinics, which were launched in the final months of 2022, have continued to deliver strong results in line with our expectations and throughout the first six months of the year recorded an average utilization rate of 90%. These are just some of the growth initiatives we will look to deliver on in the coming years which will see Al Hammadi more than double its existing capacity, add new centers of excellence and services to our portfolio, and continue to expand our pharmaceuticals business to further cement our position in this currently undertapped sector.

Mohammad S. Al Hammadi

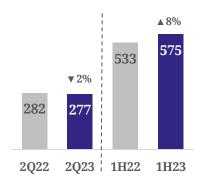
Chief Executive Officer

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Consolidated Analysis

Group Revenue (SAR mn)

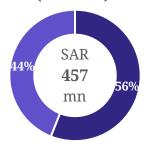


Revenue Breakdown (1H 2023)



- Medical Services
- Pharmaceuticals

Medical Services Revenue Breakdown (1H 2023)

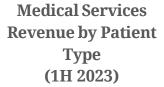


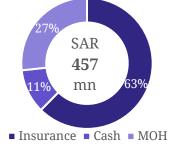
■ Inpatient ■ Outpatient

Financial Review

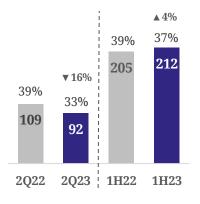
- Al Hammadi posted revenues of SAR 575 million in 1H 2023, up 8% yo-y. Growth came on the back of higher revenues reported by both Al Hammadi's medical services and pharmaceutical segments during the period. On a quarterly basis, revenues recorded SAR 277 million, down 2% y-o-y and 7% q-o-q. The year-on-year and quarter-on-quarter declines in Q2 2023 are attributable to the expect slowdown in patient volumes related to the holy month of Ramadan and Eid vacations which in 2023 fell during the second quarter.
- Medical services, which include inpatient and outpatient operations at both Al Nuzha and Al Suwaidi hospitals, accounted for 79% of the Company's consolidated top-line for 1H 2023 (80% in 1H 2022), and reported revenues of SAR 457 million, versus SAR 428 million last year. Both hospitals recorded revenue growth for the six-month period, with Al Nuzha's top-line expanding 3% y-o-y and Al Suwaidi's growing 13% compared with the same six months of last year. On a patient type basis, revenue growth was principally driven by higher revenues generated by insurance and Ministry of Health (MOH) patients during the first half of 2023. Finally, on a segmental basis, both the Company's inpatient and outpatient segments report year-on-year revenue expansions. More specifically, at Al Hammadi's inpatient segment revenues increased to SAR 258 million in 1H 2023, a 10% rise versus the corresponding six months of last year. On a similar note, at the outpatient segment revenues recorded SAR 199 million in 1H 2023, up 3% versus 1H 2022. On a quarterly basis, revenues generated by Al Hammadi's medical services segment stood at SAR 218 million, representing year-on-year and quarter-on-quarter declines of 6% and 9%, respectively, on the back of lower patient volumes versus both periods.
- Meanwhile, Al Hammadi's **pharmaceutical** sales contributed 21% of consolidated revenues, recording SAR 119 million for 1H 2023, a 13% y-o-y rise. During the first six months of 2023, Al Hammadi's in-house pharmacies (located in Al Nuzha and Al Suwaidi) generated sales of SAR 101 million, 13% above last year's figure. Meanwhile, Pharma Serve booked sales of SAR 18 million in 1H 2023, up 14% from the SAR 16 million recorded this time last year. During the second quarter of the year, Al Hammadi's pharmaceutical sales recorded SAR 59 million, up 18% versus last year and largely in line with the figure recorded in the first three months of 2023. In-house pharmaceutical sales recorded a 14% y-o-y increase in Q2 2023, despite declining 5% q-o-q.







Gross Profit, GPM (SAR mn, %)



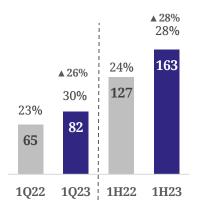
Meanwhile, Pharma Serve's sales recorded a 43% y-o-y and 17% q-o-q increase for the three-month period. Pharma Serve's sales are expected to grow further in the second half of the year with the kick-off of 2023's vaccination campaigns.

- Al Hammadi's **cost of revenue** stood at SAR 363 million for 1H 2023, increasing 11% y-o-y from the SAR 328 million recorded during the first half of last year. The year-on-year increase was primarily driven by higher salaries for medical staff, coupled by increased maintenance costs for the period. Salary increases mainly reflected extra staff hires for Al Nuzha's newly launched outpatient clinics, as well as Al Suwaidi's newly opened inpatient rooms, coupled with annual salary increases for existing staff. It is worth noting that while Al Suwaidi's new outpatient expansions will only come online in the final quarter of 2023, medical personnel to staff the new clinics have already been hired in order to complete the needed training and preparations ahead of the official inauguration. As a percentage of revenues, cost of revenue remained relatively stable at 63% in 1H 2023 versus 61% in the same six months of 2022. On a quarterly basis, cost of revenue increased 7% y-o-y and 4% q-o-q in Q2 2023 to record SAR 185 million.
- **Gross profit** for the first half of the year recorded SAR 212 million, a 4% y-o-y increase from 1H 2022. Gross profit margin (GPM) recorded 37% in 1H 2023 versus 39% in the same six months of last year. On a quarterly basis, gross profit recorded a 16% y-o-y and 24% q-o-q decline on the back of lower revenues for the quarter. GPM recorded 33% in Q2 2023 versus 39% in Q2 2022 and 40% in Q1 2023.
- Sales, general & administrative (SG&A) expenses recorded SAR 50 million, up 9% y-o-y. As a share of revenues, SG&A outlays stood at 9% in 1H 2023, unchanged from a year prior. On a quarterly basis, SG&A expanses recorded SAR 22 million in Q2 2023, in line with the figure recorded in the second quarter of last year and 18% down from SG&A outlays in Q1 2023. As a proportion of revenues, SG&A outlays recorded 8%, unchanged from Q2 2022 and below the 9% figure recorded in Q1 2023.
- Operating profit recoded SAR 187 million in the first six months of 2023, up 28% versus the SAR 146 million booked during the corresponding period of 2022. Operating margin expanded by an impressive five percentage points to reach 32% for 1H 2023. Higher operating profitability for the six-month period was supported by solid gross profitability coupled with an SAR 18 million net expected credit loss provision reversal booked in the second quarter of the year as the

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Company's efforts to improve collection rates continued to bear fruit. In Q2 2023, Al Hammadi booked operating profits of SAR 94 million, up 24% y-o-y and largely in line with the figure recorded in Q1 2023. Operating margin recorded 34% in Q2 2023, up from 27% in Q2 2022 and 31% in Q1 2023.

- Al Hammadi reported a **net profit** of SAR 163 million during 1H 2023, up 28% from the same period of 2022. The Company's net profit margin increased by five percentage points to 28% in 1H 2023 from 24% in 1H 2022. Bottom-line growth came as the solid growth in operating profit recorded in 1H 2023 was only marginally outweighed by a 47% increase in net finance costs for the period. The increase in finance costs is primarily attributable to rising lease charges which recorded SAR 4.1 million in 1H 2023 versus SAR 0.06 million for 1H 2022, with the increase related to the SAR 132 million in assets right of use recorded at the final quarter of 2022. On a quarterly basis, net profit recorded SAR 82 million in Q2 2023, up 26% y-o-y and largely stable compared to the figure recorded in the first three months of this year. Net profit margin also expanded to 30% in Q2 2023 from 23% in Q2 2022 and 27% in Q1 2023.
- Al Hammadi adheres to a clear **dividend** policy of distributing no less than 60% of annual profits on a quarterly basis to shareholders. In light of the strong results consistently delivered and the business's positive outlook since the start of 2023 the Company has distributed SAR 112 million in cash dividends. This represents a 17% increase from the total dividends distributed in the corresponding period of the previous year, which stood at SAR 96 million.
- Al Hammadi's total **assets** stood at SAR 2,547 million as of 30 June 2023, up from SAR 2,482 million as of year-end 2022. **Inventories** as of 30 June 2023 booked SAR 57 million, up marginally from SAR 56 million as of 31 December 2022.
- Cash and cash equivalents booked SAR 175 million as of 30 June 2023, up from SAR 61 million as of 31 December 2022. The Company's current and quick ratios stood at 2.2 and 2.0 as of 30 June 2023, versus 2.4 and 2.2, respectively, as of year-end 2022.
- The Company recorded total debt of SAR 188 million as of 30 June 2023, up from SAR 232 million as of year-end 2022. Total debt is composed of SAR zero million in commercial loans and SAR 188 million in zero-interest government grants. Meanwhile, net debt stood

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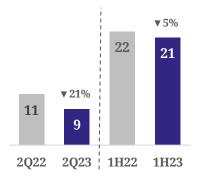




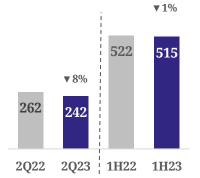
at SAR 14 million as at 30 June 2023, down from SAR 172 million as at year-end 2022.

Shareholders' equity posted SAR 1,761 million as of 30 June 2023, increasing from the SAR 1,711 million recorded as of 31 December 2022. The Company recorded debt/equity of 10.7% as of 30 June 2023 compared to 13.6% as at year-end 2022. Additionally, net debt/equity came in at 0.8% as at 30 June 2023, down from 10.0% at the close of FY 2022.

Inpatient Admissions ('000)



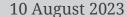
Outpatient Visits (000)



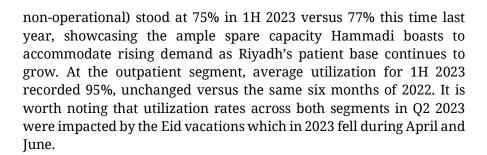
Operational Review

- On a Group level, Al Hammadi recorded inpatient admissions of 20,753 during the first half of the year, representing a 5% y-o-y decline wholly driven by the expected seasonal slowdown in Q2 2023. Al Nuzha hospital contributed 62% of total inpatient admissions in 1H 2023, up from 58% during 1H 2022. The Company's Al Suwaidi hospital accounted for the remaining 38% of inpatient admissions in the first six months of the year (versus 42% during 1H 2022). On a quarterly basis, inpatient admissions declined 21% compared to Q2 2022 and 23% compared to Q1 2023. During the second quarter, inpatient volumes were weighed down by the holy month of Ramadan and Eid vacations which took place throughout the month of April and the second half of June.
- Al Hammadi recorded **outpatient visits** amounting to 515,317 during 1H 2023, down just 1% compared to the first six months of last year on the back of an expected seasonal decline in Q2 2022. The Company's Al Nuzha hospital accounted for 64% of all outpatient examinations in the first half of 2023, in line with last year's figure. Al Suwaidi hospital contributed the remaining 36% of total outpatient visits for the sixmonth period (unchanged versus 1H 2022). Outpatient volumes growth is set to accelerate through the second half of 2023 and into 2024 as new capacity expansions are successfully launched and ramped up. In the second quarter of 2023, outpatient visits declined 8% y-o-y and 11% q-o-q, as traffic was weighed down by multiple holidays during the quarter.
- Throughout the first six months of 2023, Al Hammadi maintained high and stable utilization rates across both its hospitals and patient segments. More specifically, at the Company's inpatient segment, Al Hammadi recorded an average utilization rate across its currently operational beds of 95% in 1H 2023, in line with the 98% figure recorded in 1H 2022. Utilization rates for total beds (operational and









On the **capacity expansions** front, in the first half of 2023, the Group continued to take important steps forward on its previously announced plans. The highlight of the year thus far was the launch of 20 new inpatient beds at Al Suwaidi Hospital in the first quarter of the year. These are part of a wider effort to boost inpatient capacity by 40 beds throughout 2023. With regards to outpatient capacity, Al Hammadi plans to launch 40 new outpatient clinics at Al Suwaidi Hospital are progressing as scheduled. The first phase, which will involve the launch of 20 clinics, is set to come online during Q4 2023. This will be followed by the launch of an additional 20 clinics by the end of 2024 as part of phase two of the expansion. These planned increases build on the already launched 20 outpatient clinics at Al Nuzha Hospital, which were rolled out in the final part of 2022. In line with management's expectations, Al Nuzha's new outpatient clinics reached 100% utilization in the first quarter of 2023. Meanwhile, the Group is pressing on with its plans to expand its capacity and geographic reach over the coming seven years. As part of its growth strategy, Al Hammadi is planning to launch several new hospital facilities in strategic catchment areas of Riyadh over the coming seven years. The first to come online (in 2026) will be the revamped Olaya facility housing 200 inpatient rooms, 120 outpatient clinics, and two centers of excellence, with specializations in sports medicine and oncology. This will be followed by Al Narjis hospital in 2028. The facility will also house 200 inpatient rooms and 120 outpatient clinics as well as two centers of excellence focused on rehabilitation and plastic surgery. The Company continues to be on the lookout for additional expansion opportunities in the Kingdom's capital city of Riyadh, to capitalize on the city's attractive growth profile.

- End -





Consolidated Income Statement

SAR mn	Q2 2022	Q2 2023	<i>Y-o-Y</i>	1H 2022	1H 2023	<i>Y-o-Y</i>
			Change	IH 2022		Change
Revenue	281.9	276.7	-1.9%	532.8	575.3	8.0%
Cost of revenue	(172.9)	(184.6)	6.8%	(327.7)	(362.8)	10.7%
Gross Profit	109.1	92.1	-15.6%	205.2	212.5	3.6%
GPM	39%	33%	-5.4 pts	39%	37%	-1.6 pts
Selling and marketing expenses	(0.8)	(1.1)	39.4%	(1.3)	(3.2)	143.5%
Administrative and general expenses	(21.5)	(21.3)	-0.9%	(44.4)	(46.5)	4.8%
Expected credit loss provision	(16.8)	17.8	n/a	(24.3)	12.0	n/a
Impairment loss on investment in	-	-	-	-	-	-
subsidiaries						
Other operating income	3.9	5.7	46.4%	8.8	10.2	15.6%
Share of profit in subsidiaries	2.0	0.5	-71.9%	2.3	1.9	-17.8%
Operating Profit	75.8	93.7	<i>23.6</i> %	146.3	186.8	<i>27.7%</i>
Operating profit margin	27%	34%	7.0 pts	27%	32%	5.0 pts
Finance costs	(5.7)	(6.9)	20.1%	(9.2)	(13.6)	47.1%
Net profit before Zakat	70.1	86.8	23.9%	137.1	173.3	26.4%
Zakat expenses	(5.0)	(5.0)	0.0%	(10.0)	(10.0)	0.0%
Net profit for the period	65.1	81.8	<i>25.7%</i>	127.1	163.3	28.5%
NPM	23%	30%	6.5 pts	24%	28%	4.5 pts
Earnings per share:	0.41	0.51	25.7%	0.79	1.02	28.5%





Consolidated Balance Sheet

SAR mn	31 December 2022	30 June 2023
<u>ASSETS</u>		
Non-current assets		
Property and equipment	1,606.2	1,691.9
Advance payments for acquisition of property and equipment	95.8	-
Intangible assets and goodwill	28.5	26.8
Investment in associates	124.2	126.1
Total non-current assets	1,854.8	1,844.7
Current Assets		
Inventories	56.2	57.1
Other receivables	7.2	9.3
Prepayments	14.8	15.7
Contract assets	7.3	3.3
Trade receivables	481.1	441.8
Cash and cash equivalents	60.6	175.1
Total current assets	627.1	702.3
TOTAL ASSETS	2,481.8	2,547.0
SHAREHOLDER'S EQUITY AND LIABILITIES		
SHAREHOLDER'S EQUITY		
Share capital	1,600.0	1,600.0
Statutory reserve	37.0	37.0
Retained earnings	73.5	124.2
TOTAL SHAREHOLDER'S EQUITY	1,710.6	1,761.2
<u>LIABILITIES</u>		
Non-current liabilities		
Loans	203.0	159.7
Government grants	114.9	110.4
Lease liabilities	114.5	110.8
Employees' terminal benefits	78.8	83.3
Total non-current liabilities	511.2	464.2
Current liabilities		
Loans	29.2	29.0
Government grants	9.1	9.1
Lease liabilities	14.5	13.6
Accrued zakat	16.9	10.2
Trade payables	87.0	67.6
Accrued expenses	35.5	41.8
Other payables	25.0	92.5
Contract liabilities	42.8	57.8
Total current liabilities	260.1	321.6
TOTAL LIABILITIES	771.3	785.8
TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES	2,481.8	2,547.0





SAR mn	30 June 2022	30 June 2023
OPERATING ACTIVITIES		
Net profit	127.1	163.3
Adjustments to reconcile net profit to cash flow		
Depreciation of property and equipment and right of use assets	49.2	48.0
Amortization of intangible assets	1.9	1.8
Losses on disposals from discontinued operations	-	-
Losses on disposals of property and equipment	-	1.4
Losses on disposals of right of use assets		(0.5)
Impairment losses of goodwill	-	-
Company share of profits from associate	(2.3)	(1.9)
Provision from slow-moving inventory	-	-
Impairment loss on trade receivables and other debit balances	24.3	(18.6)
Government grants released	(3.8)	(4.6)
Current services cost of employees' terminal benefits	6.1	5.9
Reverse of legal provision	-	
Contract liability generated during the period	28.6	25.6
Finance expenses	9.2	13.6
Zakat charge during the period	10.0	10.0
Zukut charge during the period	250.3	243.9
Working capital adjustments	230.3	243.3
Inventories	5.0	(0.9)
Other receivables	(12.7)	(2.1)
Prepayments	(2.6)	(0.8)
Contract assets	(0.6)	10.5
Net changes in related parties	(0.0)	(8.7)
Trade receivables	(127.8)	51.2
Trade payables	1.6	(12.9)
Accrued expenses	(0.7)	6.3
Other payables	(5.0)	11.2
Contract liability	(42.0)	
Employees' terminal benefits paid	(5.5)	(10.6)
		(4.1)
Zakat paid	(18.2)	(16.7)
NET CASH GENERATED FROM OPERATING ACTIVITIES	41.6	266.3
INVESTING ACTIVITIES	(77.0)	(00.0)
Purchase of property and equipment	(7.9)	(39.8)
Advance payments for acquisition of property and equipment	(95.8)	-
Cash proceeds from sale of property and equipment	-	-
Purchase of intangible assets	-	-
Investment in associate	-	-
NET CASH USED IN INVESTING ACTIVITIES	(103.7)	(39.8)
FINANCING ACTIVITIES		
Proceeds from bank borrowings	146.2	54.1
Repayment of bank and government borrowings	(56.1)	(101.5)
Lease liability paid	(7.0)	(5.6)
Finance cost paid	(2.0)	(3.4)
Dividends paid	(95.1)	(55.7)
NET CASH USED IN FINANCING ACTIVITIES	(14.0)	(112.1)
Net change in cash and cash equivalents	(76.1)	114.5
Cash and cash equivalents at the beginning of the period	120.9	60.6
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	44.8	175.1





Al Hammadi Holding is an integrated healthcare company and a premier hospital operator in Riyadh providing world-class healthcare services to hundreds of thousands of local and foreign residents each year. The company currently operates two hospitals in the Saudi Arabian capital, housing more than 600 inpatient rooms and 200 outpatient clinics. In line with the company's ambitious growth plans and Saudi Arabia's Vision 2030 strategy, Al Hammadi is aiming to inaugurate three more facilities in Riyadh over the coming six years, more than doubling its inpatient and outpatient capacity. Al Hammadi also offers retail pharmacy services through a network of physical stores and a growing online presence and is also active in the vaccine import segment through its subsidiary, Pharma Serve. Al Hammadi boasts several international accreditations and certificates, including the Canadian Accreditation Certificate (ACCREDITATION CANADA), the Joint Commission International (JCI) accreditation, the Australian Council on Healthcare Standards International (ACHSI), the Saudi Central Board for Accreditation of Healthcare Institutions (CBAHI), the American College of Cardiology (ACC) accreditation, as well as the ISO 9001:2008 certification and the Saudi Heart Association Certificate.

Contact

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