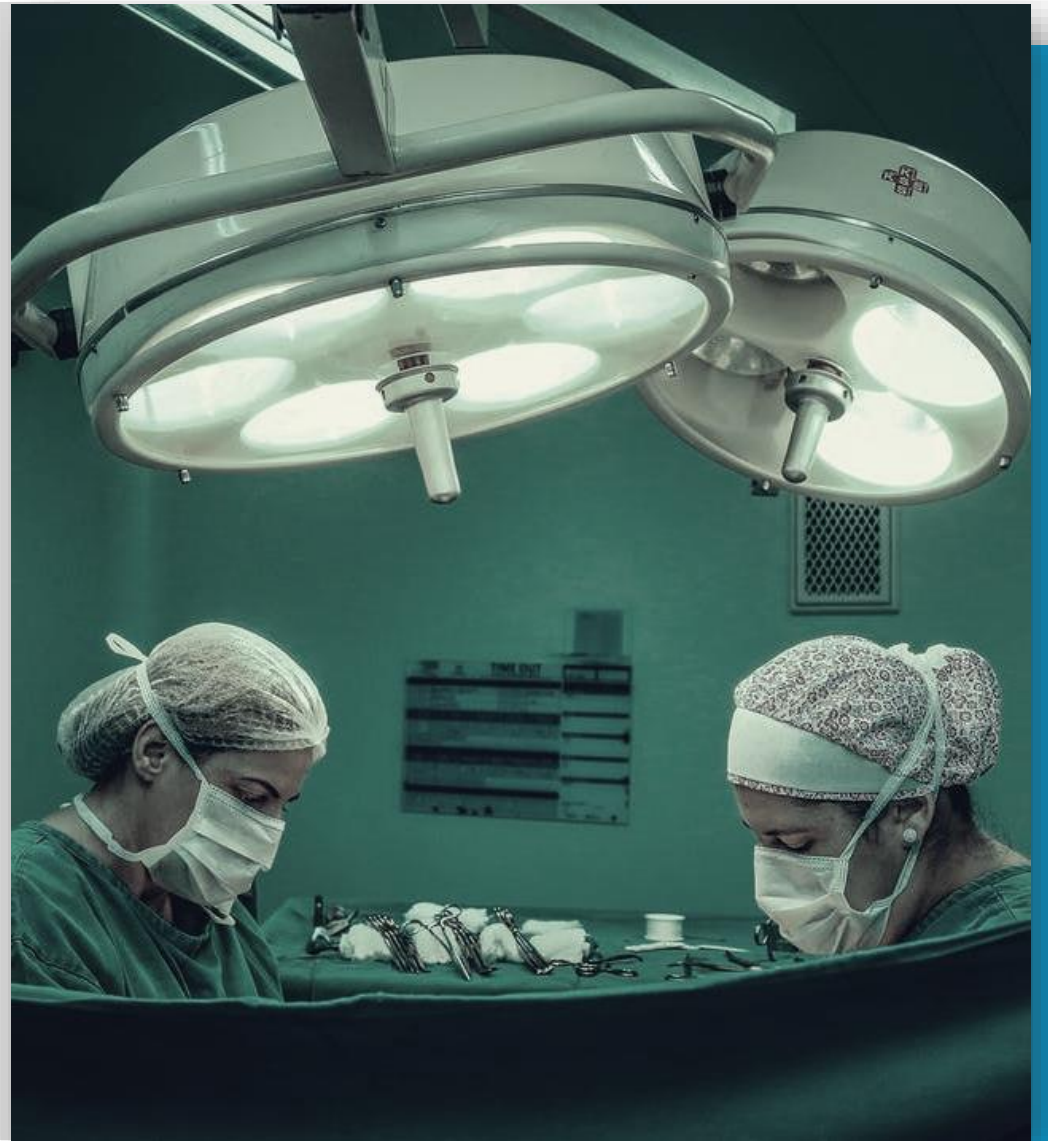


Saudi German Health

Investor Presentation – 3Q 2021



SGH at a Glance



7
Hospitals

~1k bed
Operational
Capacity

~90%
Population
Access

5.6k
Total
Staff

973
Total
Doctors

1.4k
Total
Nurses

3.7
Avg. Length of
Stay

66%
Utilization Rate
(Beds)

57%
Utilization Rate
(Clinics)

369k*
Inpatient
Censes

8.0mn*
Outpatient
Censes

189k*
Performed
Surgeries

*Aggregate figures from 2015 till 3Q 2021

The Group



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 Leader in Improving People's Lives.

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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 33 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 1,517 beds and a comprehensive network of 6 full-fledged hospitals in Jeddah, Asser, Riyadh, Madinah, Hail and Dammam, enabling it to access ~90% of the Kingdom's population.

A Revamped Vision

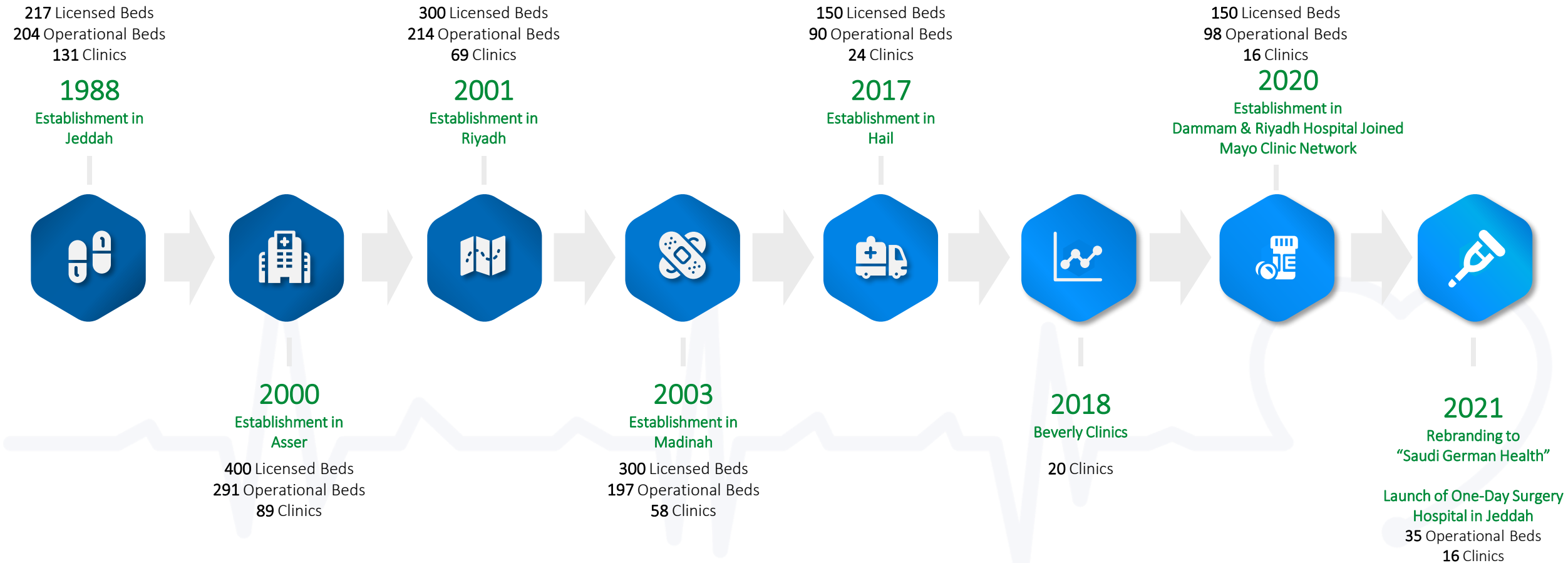
Old Branding



New Branding



Equity Growth Story



Saudi German Health's Brand Footprint

4

COUNTRIES

12

HOSPITALS

30+

YEARS

44

SPECIALITIES

Saudi Arabia

- 6 Owned
 - Jeddah
 - Asser
 - Riyadh
 - Madinah
 - Hail
 - Dammam
- 1 Leased
 - Jeddah

United Arab Emirates

- 3 Hospitals
 - Dubai
 - Sharjah
 - Ajman

Egypt






- 1 Hospital
 - Cairo



Yemen

- 1 Hospital
 - Sana



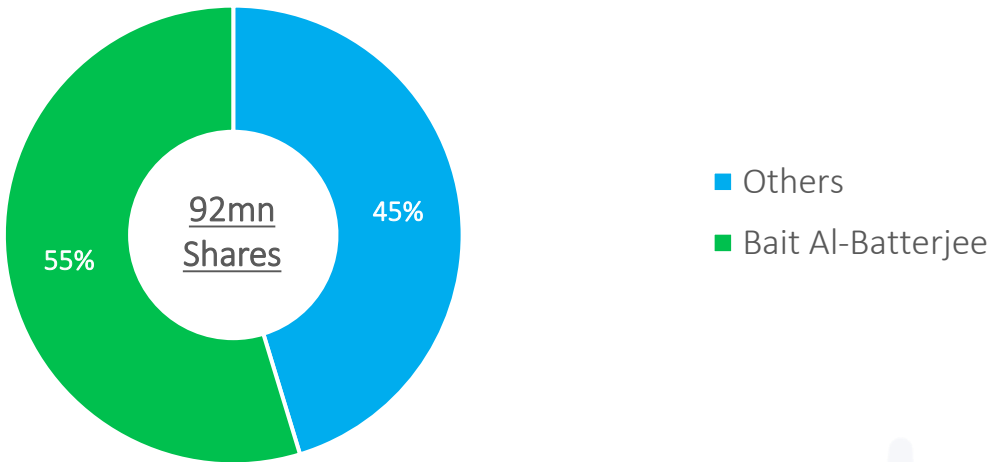
Accreditations

	Jeddah	Asser	Riyadh	Madinah	Hail	Dammam
	Accredited	Accredited	Accredited	Accredited	In Progress	In Progress
 CBAHI المركز السعودي لاعتماد المنشآت الصحية Saudi Central Board for Accreditation of Healthcare Institutions	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited
 Himss	In Progress	In Progress	In Progress	In Progress	In Progress	In Progress
 CAP ACCREDITED COLLEGE of AMERICAN PATHOLOGISTS	Accredited	Accredited	Accredited	Accredited	Accredited	Accredited
 aaBB	In Progress	Accredited	In Progress	In Progress	In Progress	In Progress

 Accredited
 In Progress

Share Overview

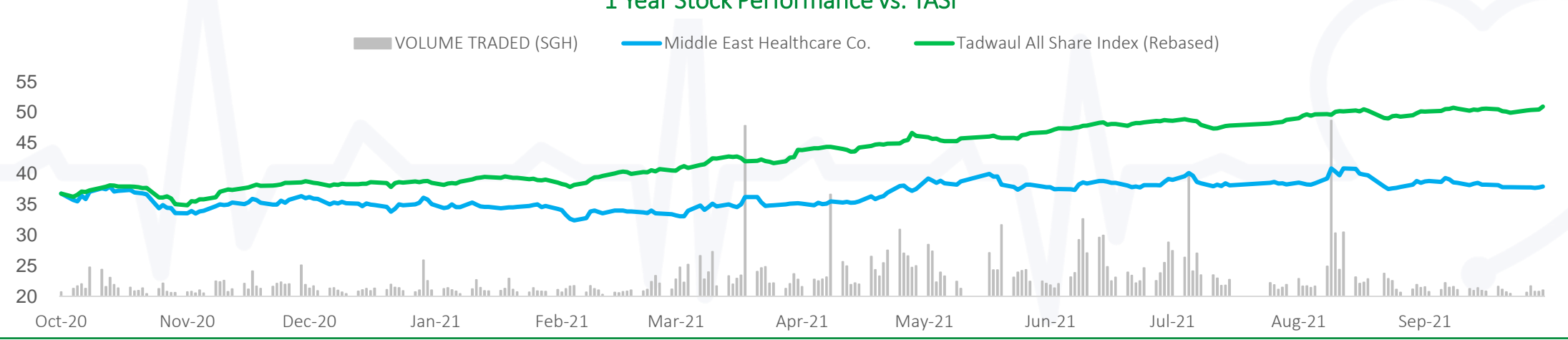
Shareholder Structure



SGH Share Data

Market Cap. (SAR mn)	3,488
Market Cap. (USD mn)	930
52-Week High (SAR)	30.85
52-Week Low (SAR)	32.40
3-month ADTV (SAR mn)	43
12-month ADTV (SAR mn)	38

1 Year Stock Performance vs. TASI



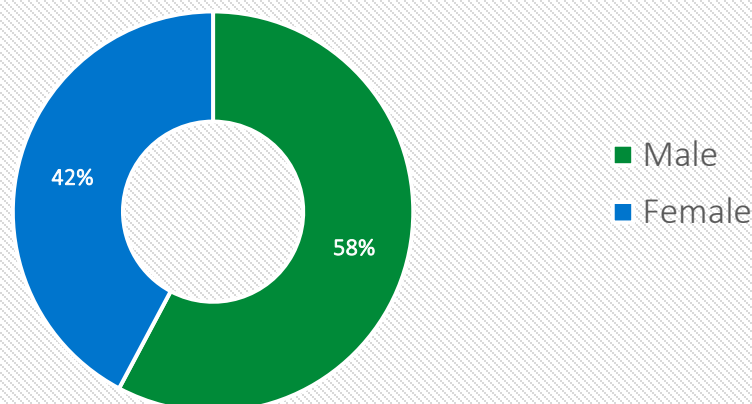
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Market Overview

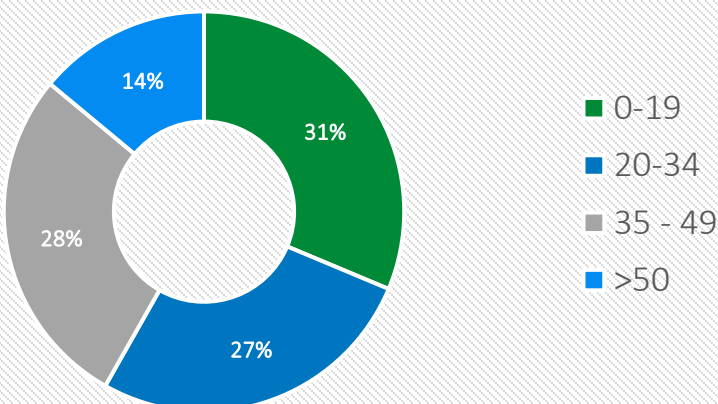


Population at a Glance

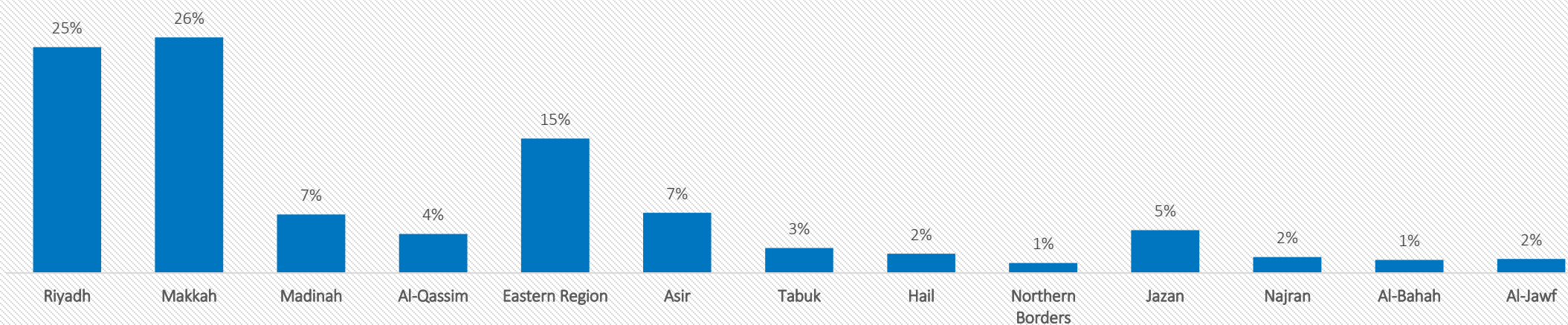
Gender Breakdown (%)



Age Breakdown (%)



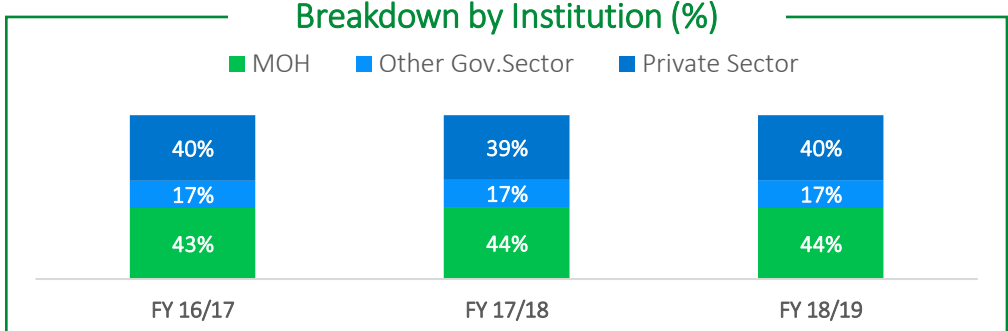
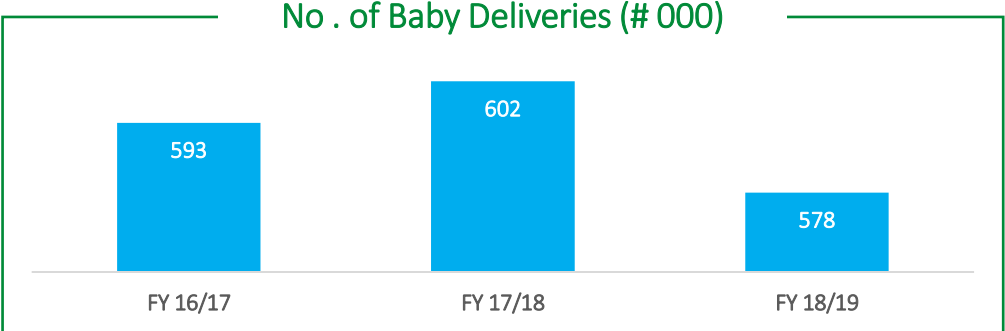
Breakdown by Administrative District (%)



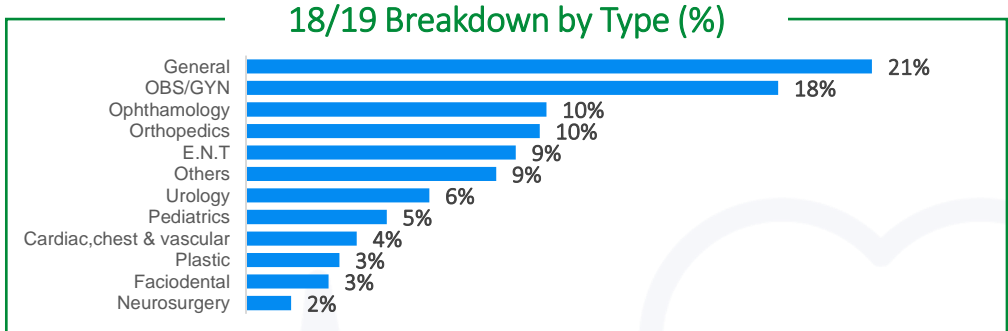
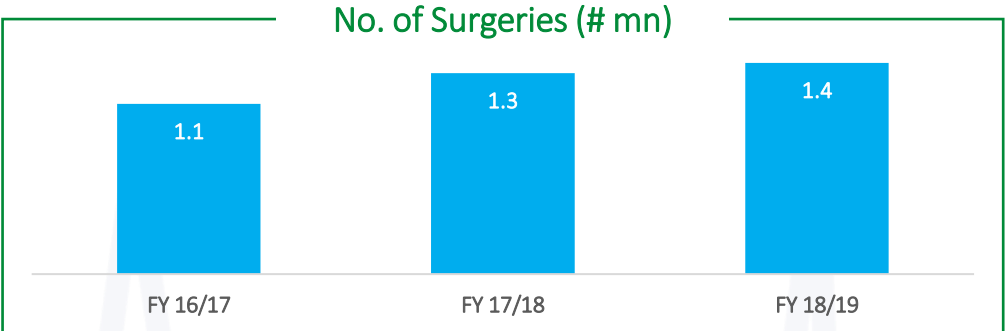
*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

Sector Growth Profile

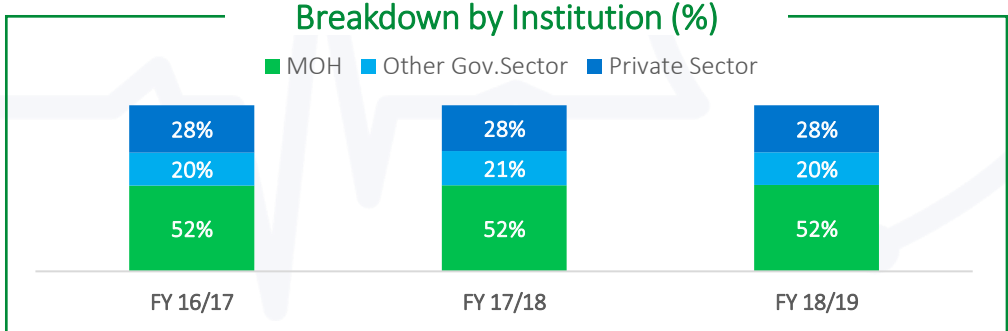
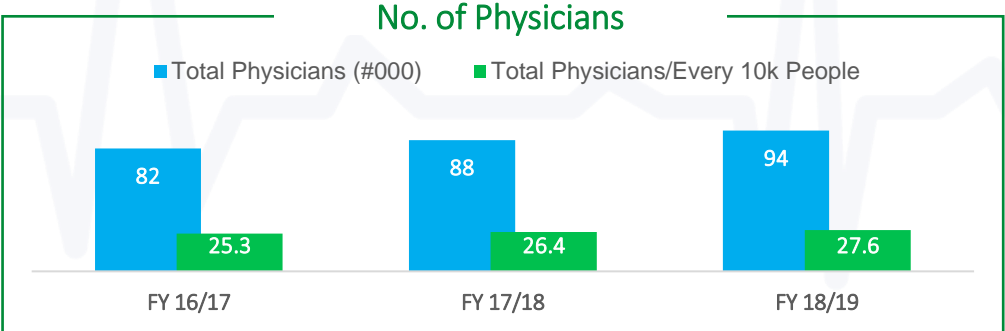
Baby Deliveries



Surgeries



Physicians



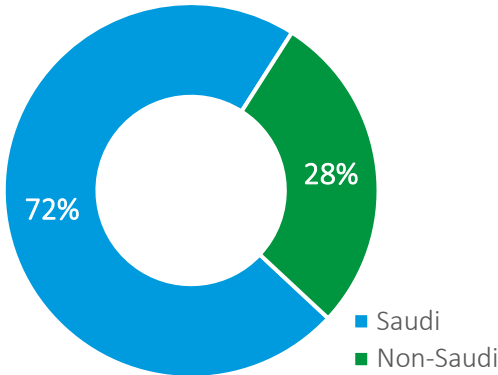
*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

Inpatients & Outpatients at a Glance

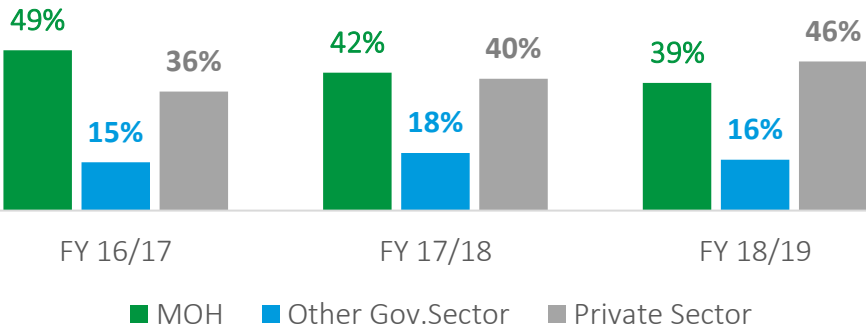


Inpatients

Breakdown of Inpatients

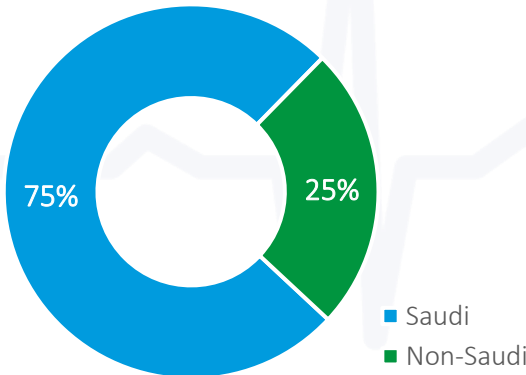


Sector Breakdown

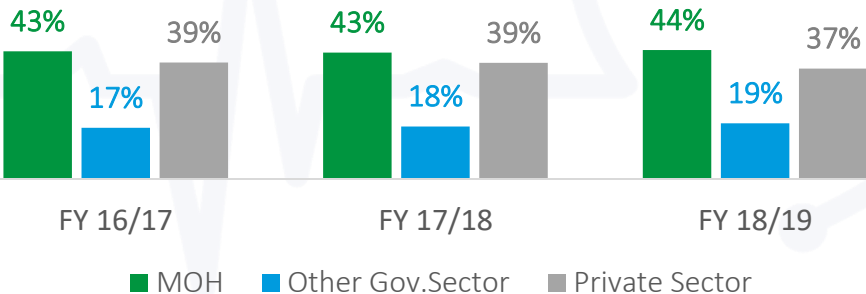


Outpatients

Breakdown of Outpatients



Sector Breakdown

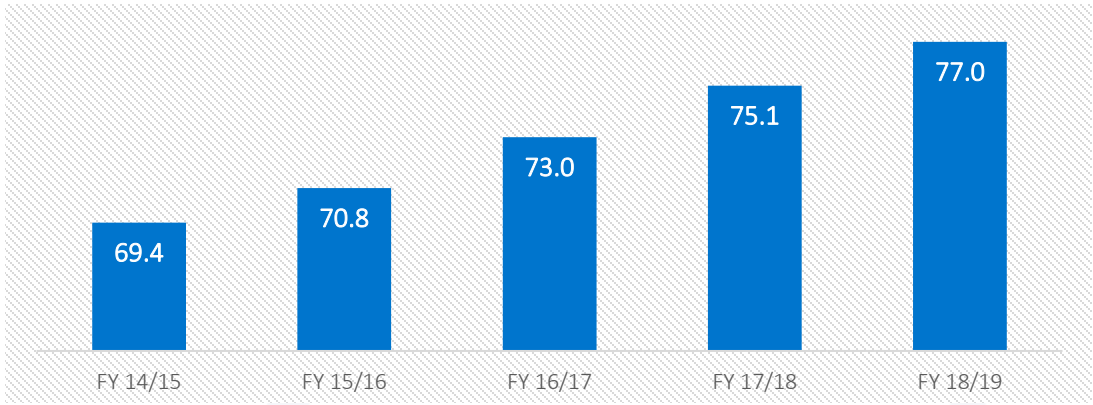


*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

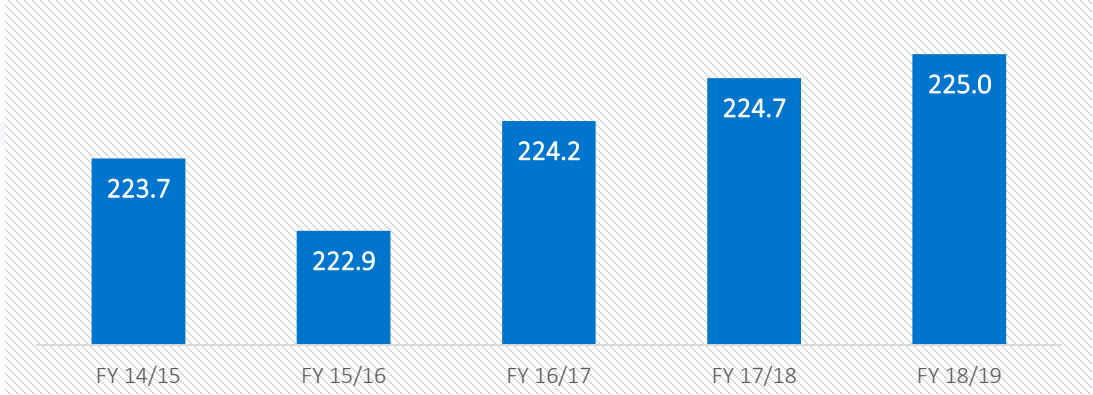
With Clear Room for Growth

Beds

No. Beds (# 000)

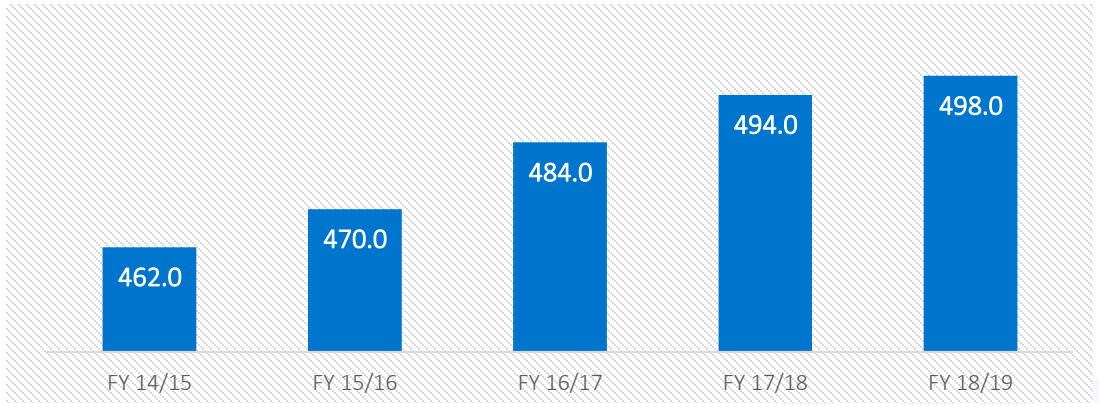


No. of Beds/ 100k Person (#)

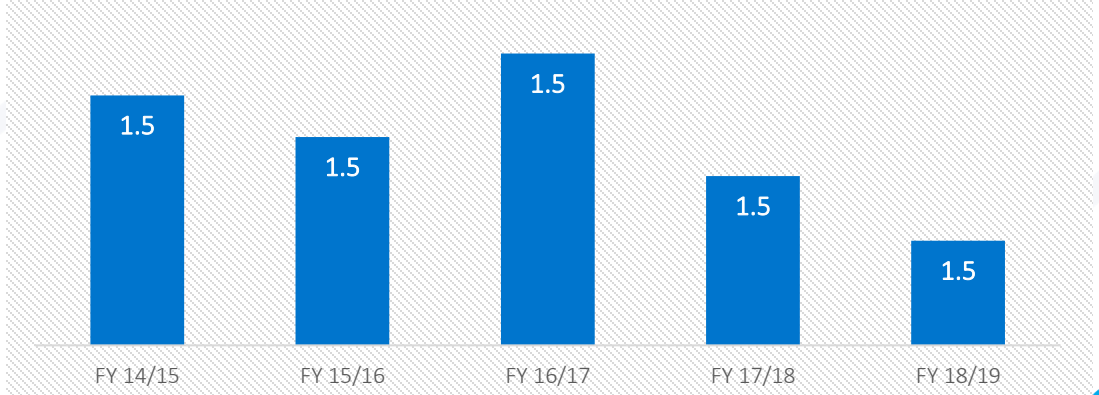


Hospitals

No. of Hospitals (#)



No. of Hospitals/ 100k Person (#)



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

Health Insurance (1-2)

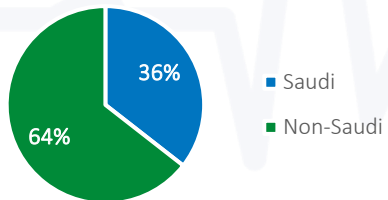
Highlights

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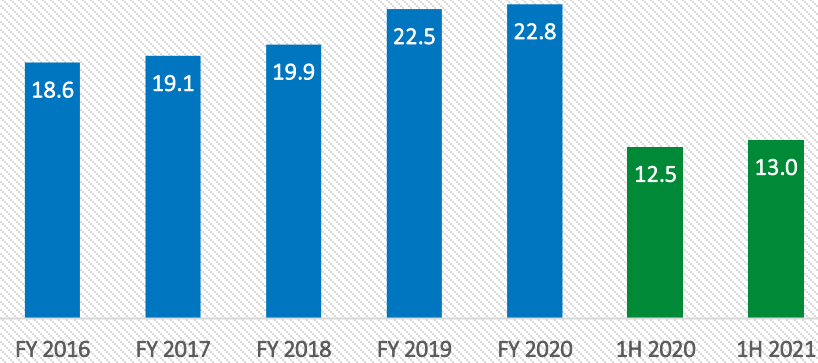
Total Saudi Insurance Companies

9.9mn

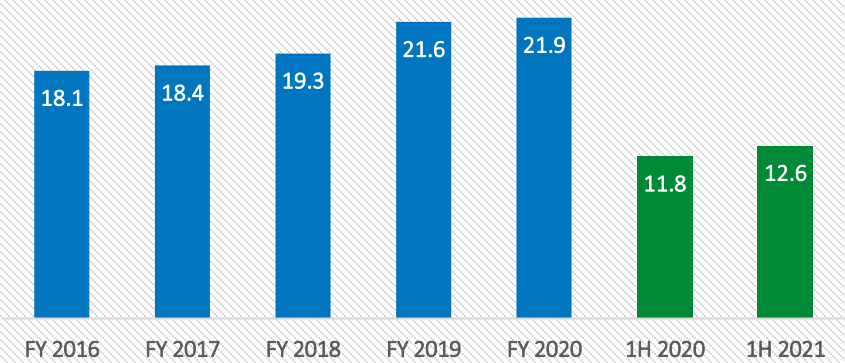
Contributors in Health Insurance Policies



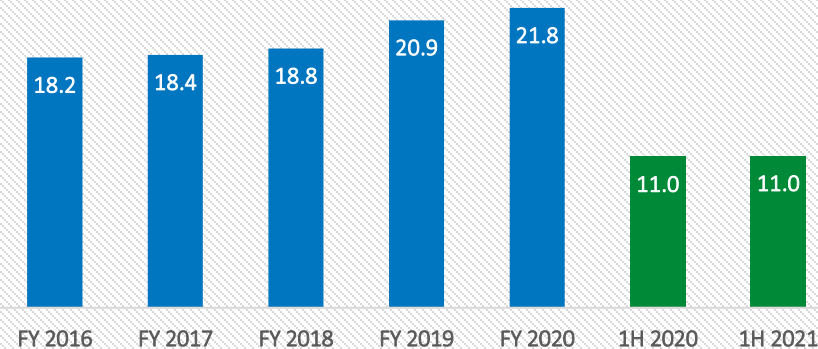
Gross Written Premiums (SR bn)



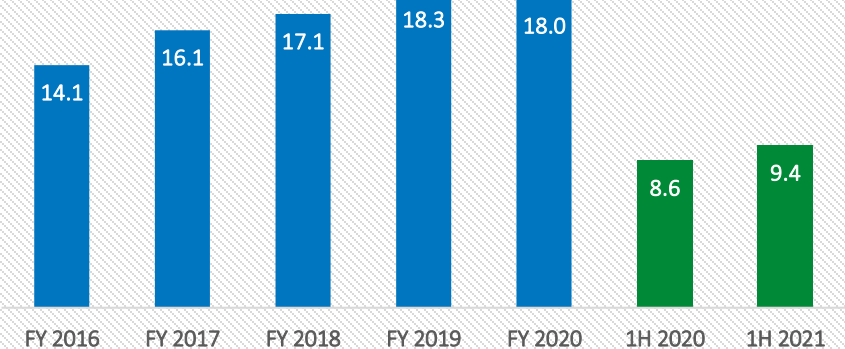
Net Written Premiums (SR bn)



Net Earned Premiums (SR bn)



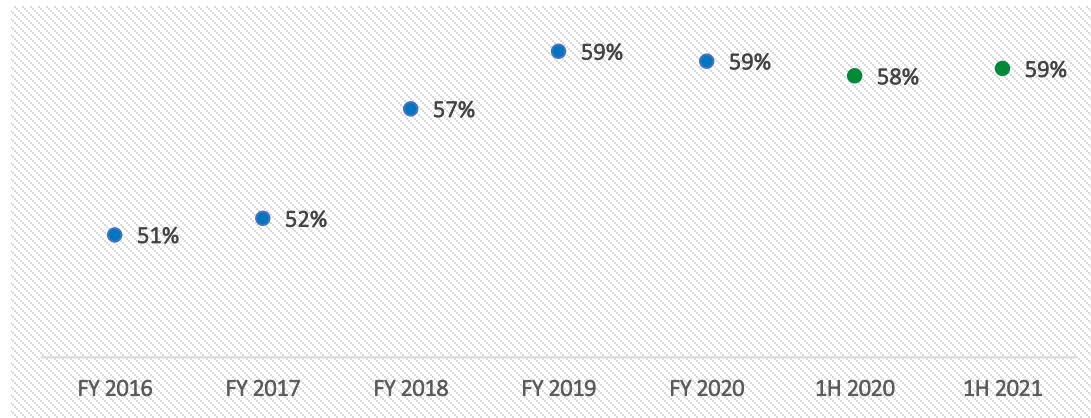
Net Claims Incurred (SR bn)



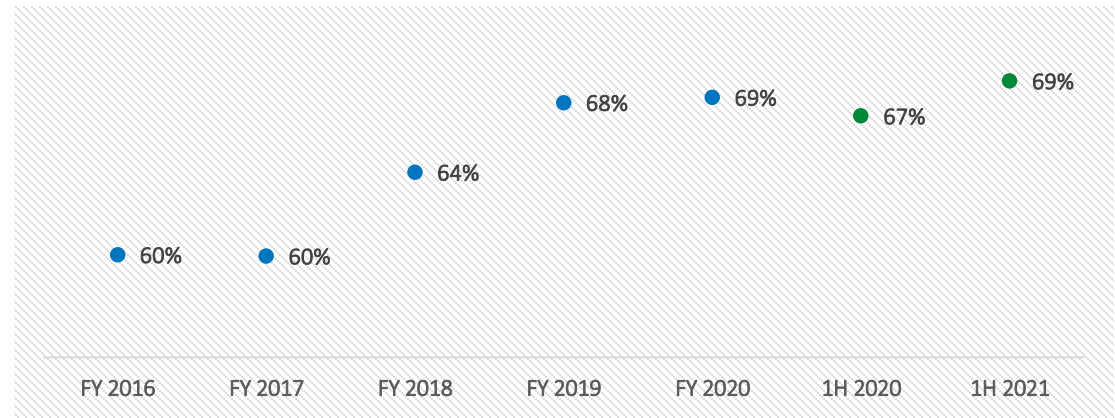
*Sources: Saudi Central Bank, Council of Cooperative Health Insurance

Health Insurance (2-2)

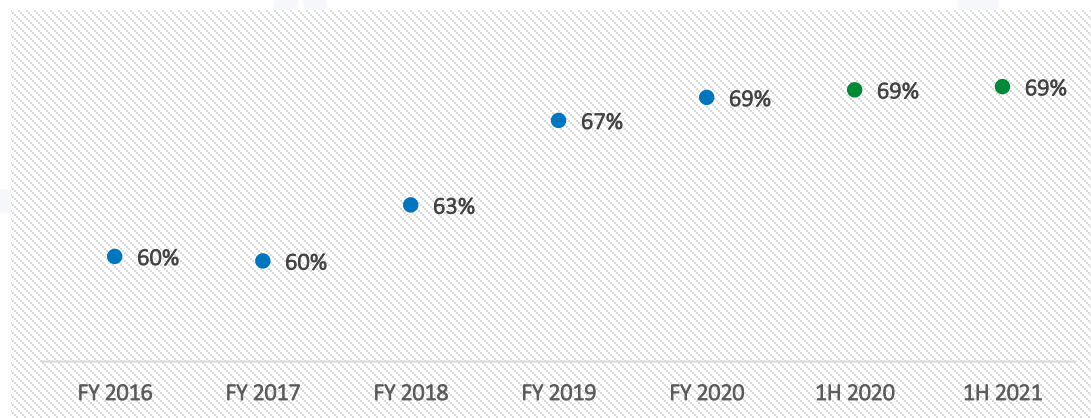
Gross Written Premiums (% of Total Market)



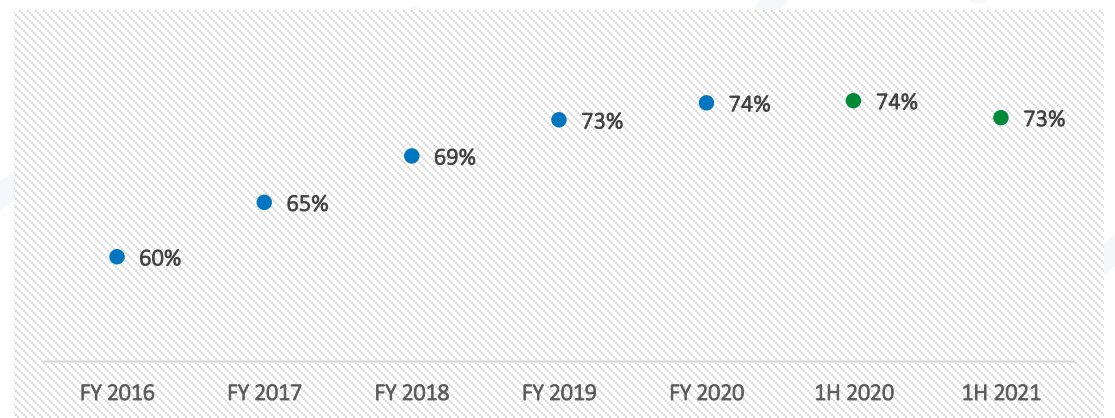
Net Written Premiums (% of Total Market)



Net Earned Premiums (% of Total Market)



Net Claims Incurred (% of Total Market)



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

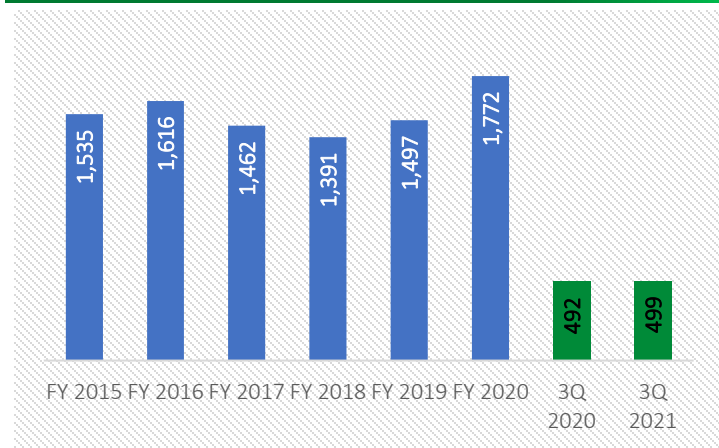
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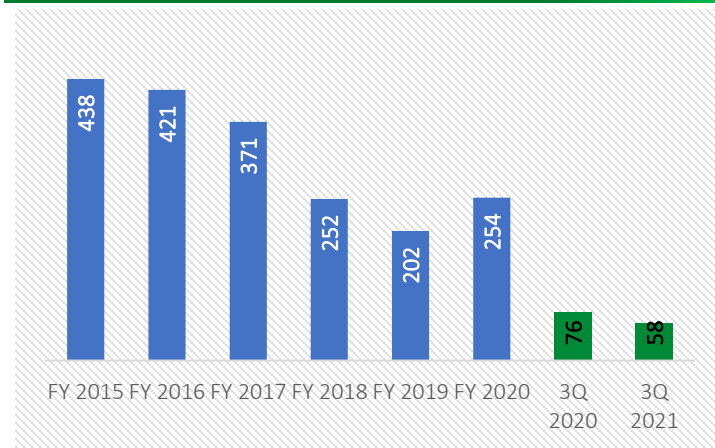
Financial & Operational Highlights

Key P&L Indicators

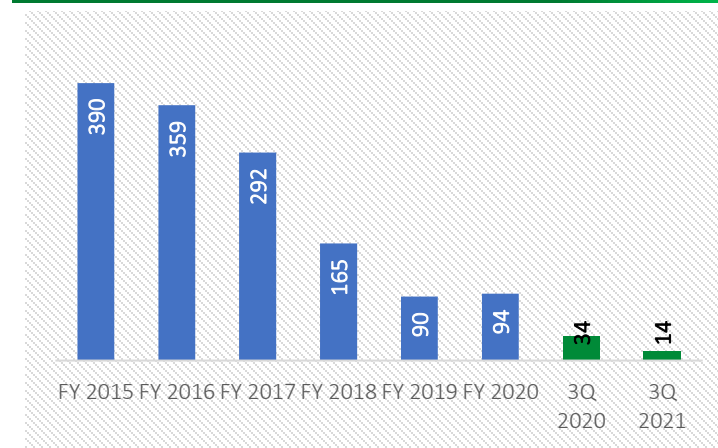
Revenue (SAR mn)



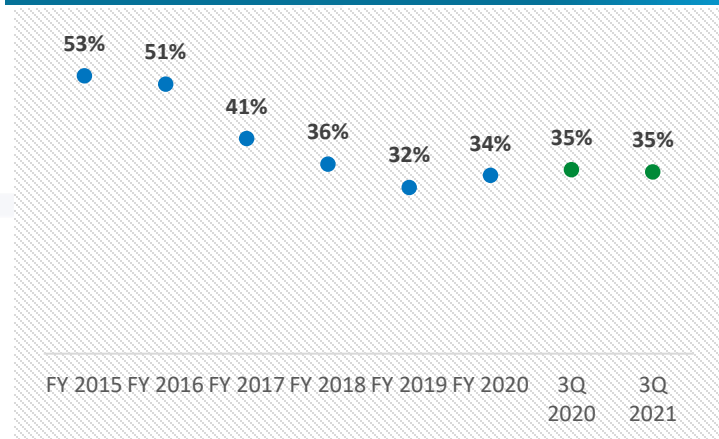
EBITDA (SAR mn)



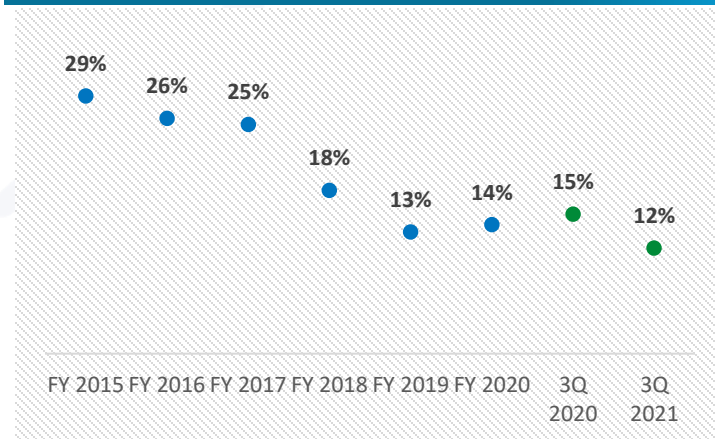
Net Profit After Zakat (SAR mn)



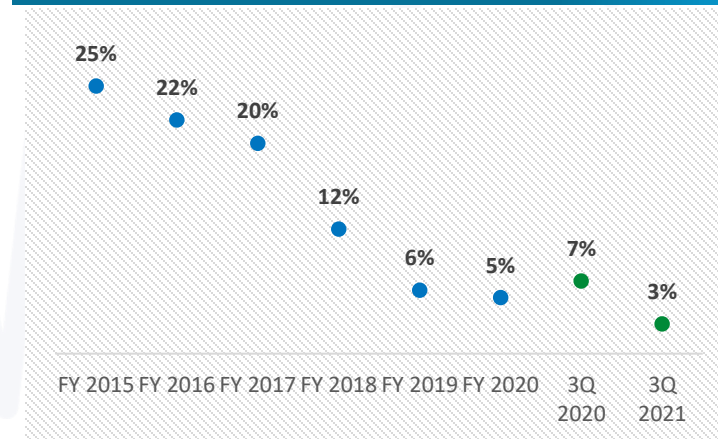
Gross Profit Margin (%)



EBITDA Margin (%)

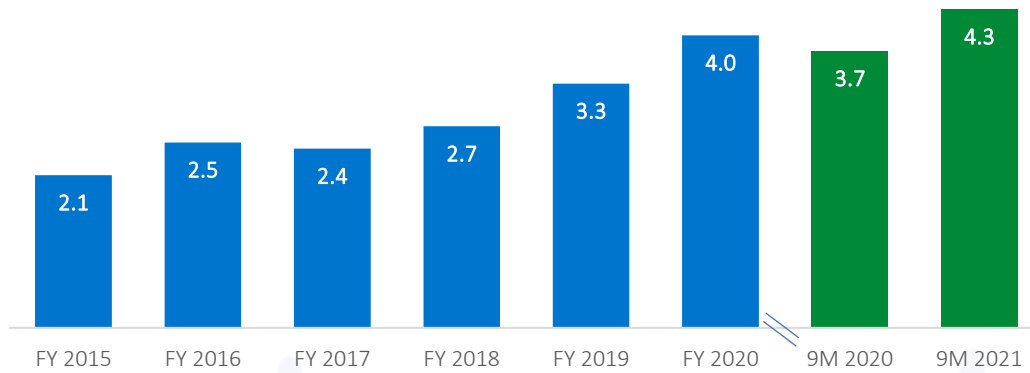


Net Profit Margin (%)

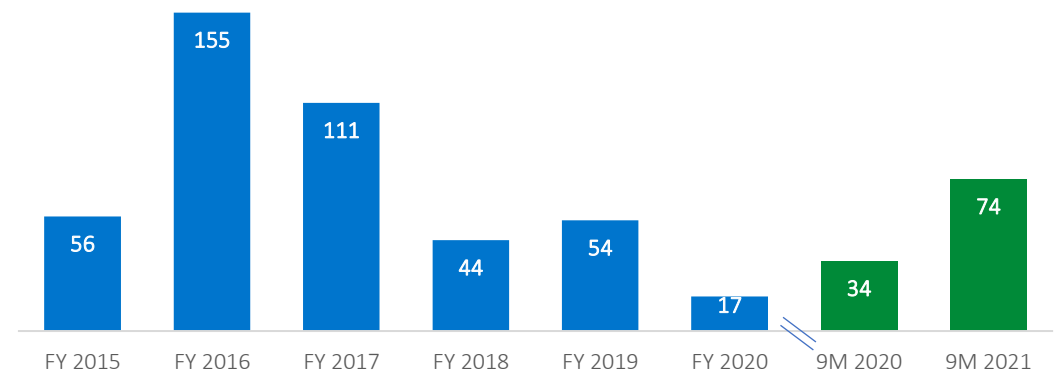


Key Balance Sheet Metrics

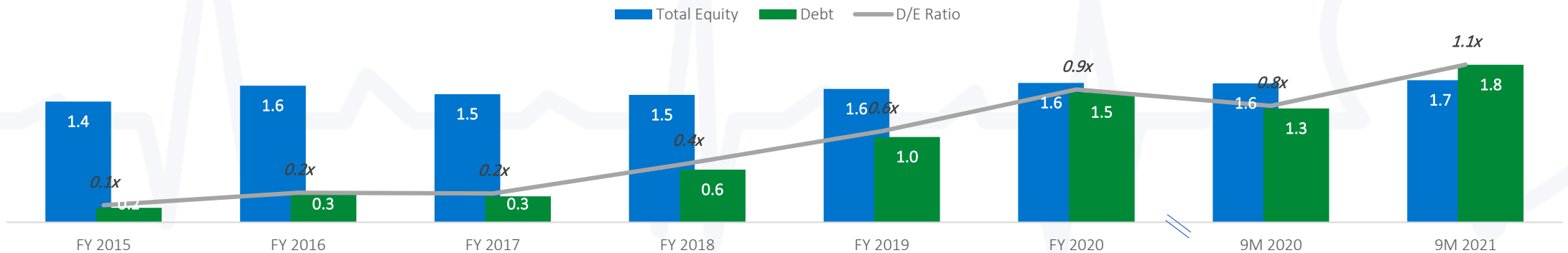
Assets (SR bn)



Cash and Cash Equivalent (SR mn)

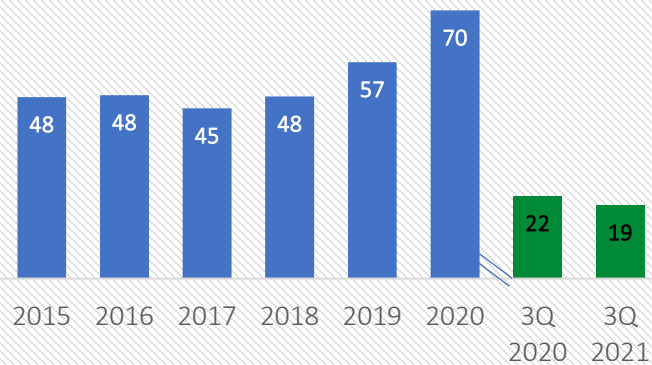


Capital Structure (SR bn)

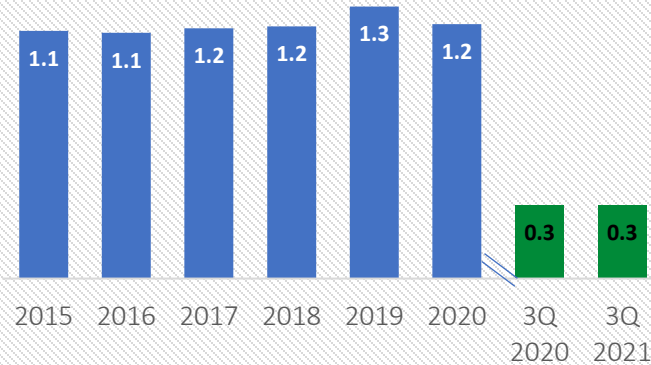


Key Operational Metrics (1-2)

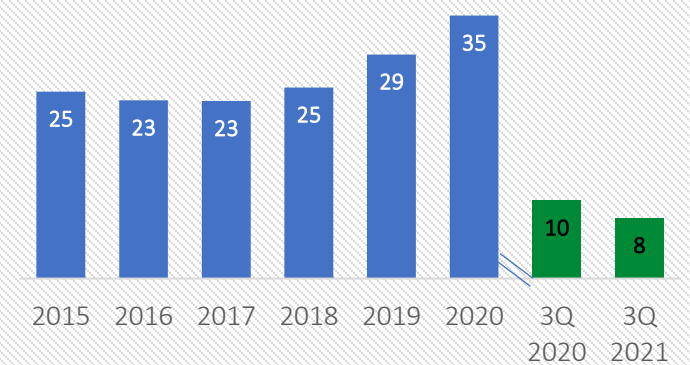
Inpatient Cases (# 000)



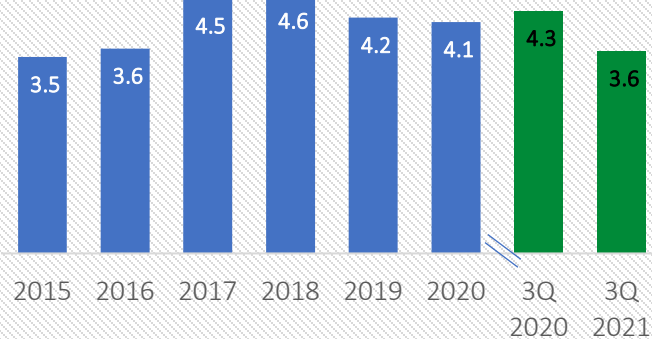
Outpatient Cases (# mn)



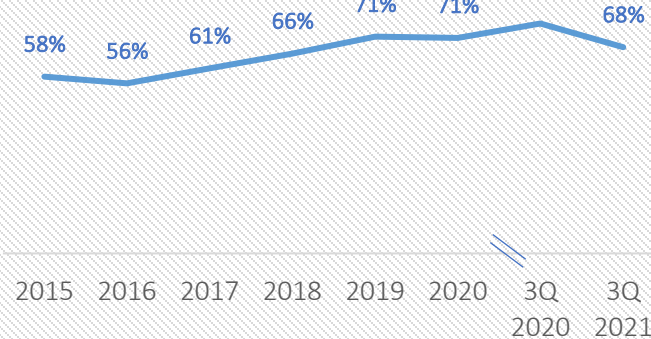
Performed Surgeries (# 000)



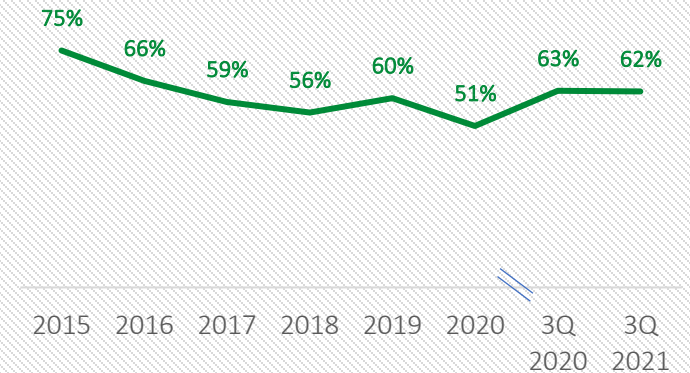
Average Length of Stay (# Days)



Beds Utilization Rate (%)

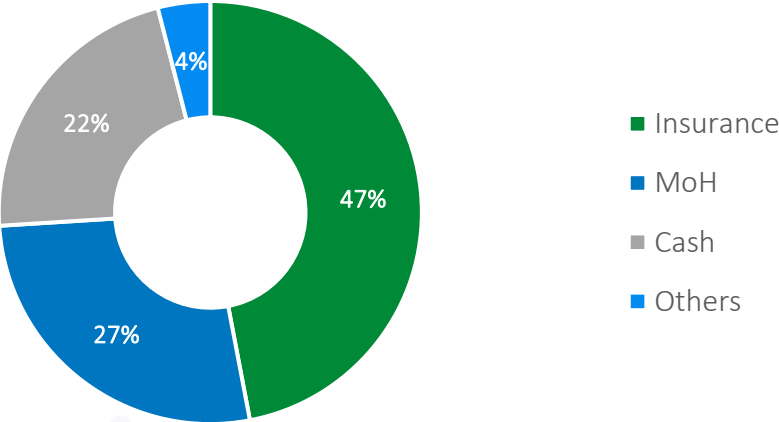


Clinics Utilization Rate (%)

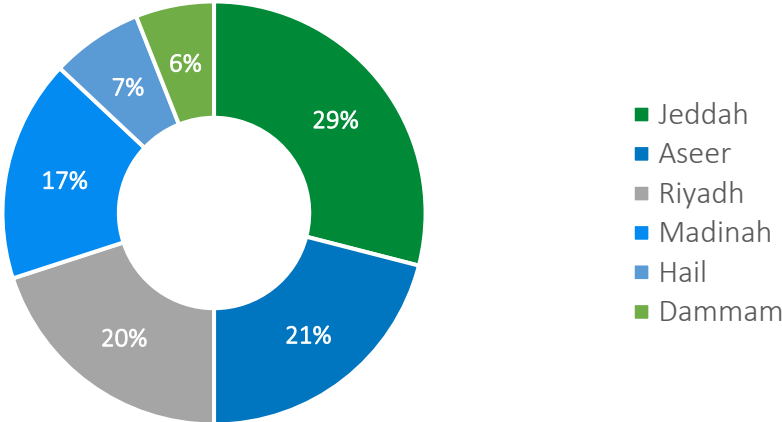


Key Operational Metrics (2-2)

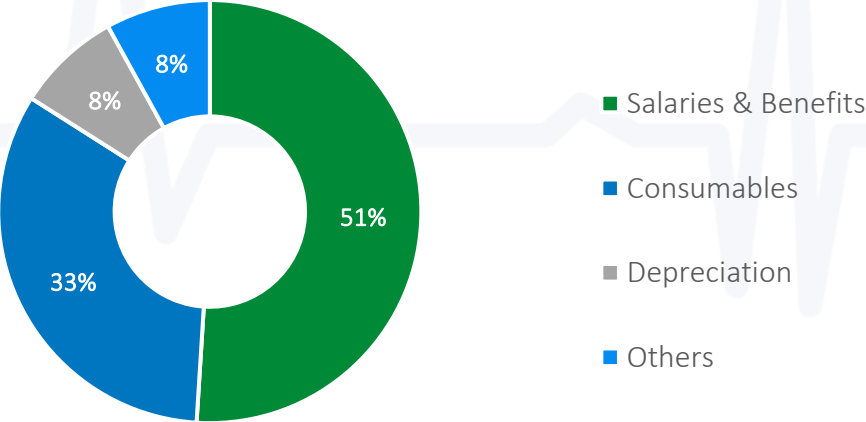
Revenue Breakdown – 3Q 2021



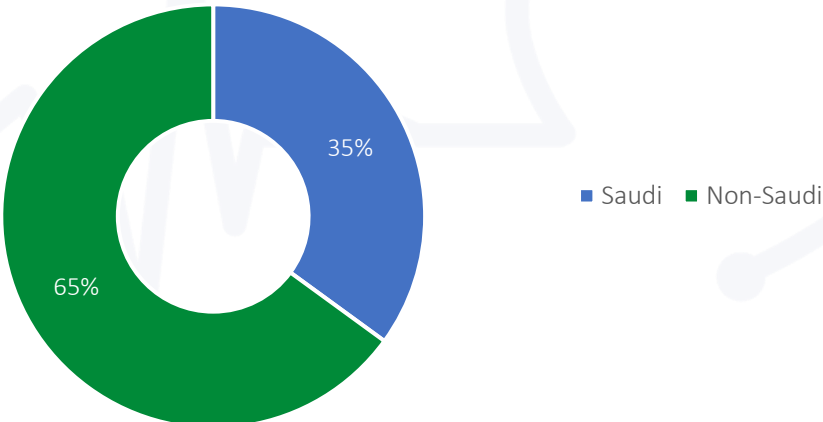
Revenue Breakdown – 3Q 2021



CoGS Breakdown – 3Q 2021



Saudization Rate (%)



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Updates & Strategic Focus



Expansion & CAPEX



Riyadh
Outpatient
Tower

134 beds, 160 clinics
Capex 194 million
To be operational 4Q
2021

Makkah
Hospital

300 beds
Capex 389 million
To be operational 4Q
2021

Makkah
Housing

Capex 114 million
To be operational 4Q
2021

Dammam
Housing

Capex 90 million
To be operational 4Q
2021

One Day
Surgery
Hospital

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

Turnaround Revolution



Integration

Diversification

Digital
Transformation

Accreditation

Restructure

Cost
Efficiency

Technology

Patients
Satisfaction

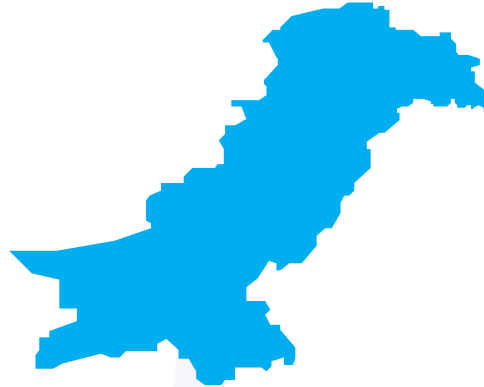
Hospitals Under Management Pipeline

Egypt



- SGH Alex West
- SGH Giza

Pakistan



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

Morocco



- SGH Casablanca

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3Q 2021 Results



Income Statement

(In SAR mn)	3Q 2021	3Q 2020	Change	9M 2021	9M 2020	Change
Revenue	499	492	1%	1,374	1,302	6%
Cost of Revenue	(326)	(320)		(926)	(862)	
Gross Profit	172	172	0%	448	439	2%
<i>Gross Profit Margin</i>	<i>34.5%</i>	<i>34.9%</i>		<i>32.6%</i>	<i>33.7%</i>	
Selling & marketing Expenses	(9)	(10)		(21)	(21)	
General & Administrative Expenses	(140)	(120)		(367)	(328)	
Operating Profit	23	42	-45%	60	90	-33%
<i>Operating Profit Margin</i>	<i>4.7%</i>	<i>8.6%</i>		<i>4.4%</i>	<i>6.9%</i>	
Other Income	4	1		10	5	
Finance Cost	(11)	(8)		(34)	(26)	
Profit before Zakat	17	35	-53%	36	69	-48%
Zakat	(3)	(2)		(5)	(4)	
Net Profit	14	34	-59%	32	66	-52%
<i>Net Profit Margin</i>	<i>2.8%</i>	<i>6.9%</i>		<i>2.3%</i>	<i>5.0%</i>	
<i>Distributed as:</i>						
Parent Company	14	35	-59%	36	72	-51%
Non-Controlling Interest	(0)	(1)		(4)	(7)	

Balance Sheet

(In SAR mn)	Sep 2021	Dec 2020
Property and Equipment	2,257	2,074
Right of Use Assets	33	26
Intangible Assets	7	7
Total Non-Current Assets	2,296	2,106
Inventories	157	156
Account Receivable	1,646	1,594
Prepayments and Others	137	85
Cash and Bank Balances	74	17
Total Current Assets	2,015	1,851
Total Assets	4,311	3,957
Share Capital	920	920
Statutory Reserve	192	192
Retained Earnings	513	477
Equity Attributable to Shareholders	1,625	1,590
Non-Controlling Interests	39	43
Total Equity	1,664	1,633
Term Loans	937	847
Lease Obligations	13	18
Other Non-Current Liabilities	27	23
Deferred Income	12	14
Employees' End of Service Benefits	236	235
Total Non-Current Liabilities	1,226	1,137
Short-Term Borrowings	907	675
Other Non-Current Liabilities	7	8
Lease Obligations	7	4
Accounts Payable	353	359
Accrued Expenses and Others	140	135
Zakat Payable	7	6
Total Current Liabilities	1,421	1,188
Total Liabilities	2,647	2,325
Total Liabilities and Equity	4,311	3,957

Thank You

