



السعودي الألماني الصحية
Saudi German Health

Investor's presentation 4Q2020

February 2021



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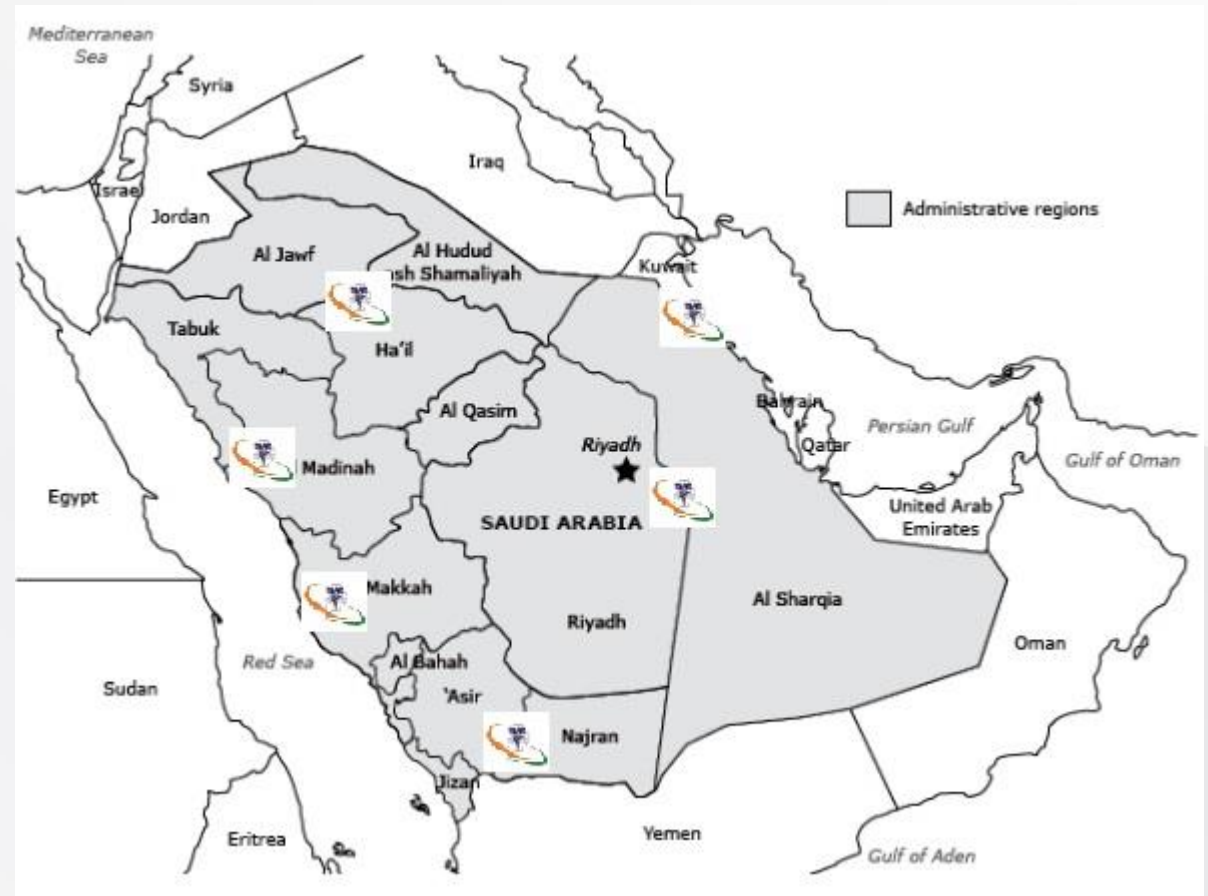
السعودي الألماني الصحية
Saudi German Health

MEAHC0 at a Glance



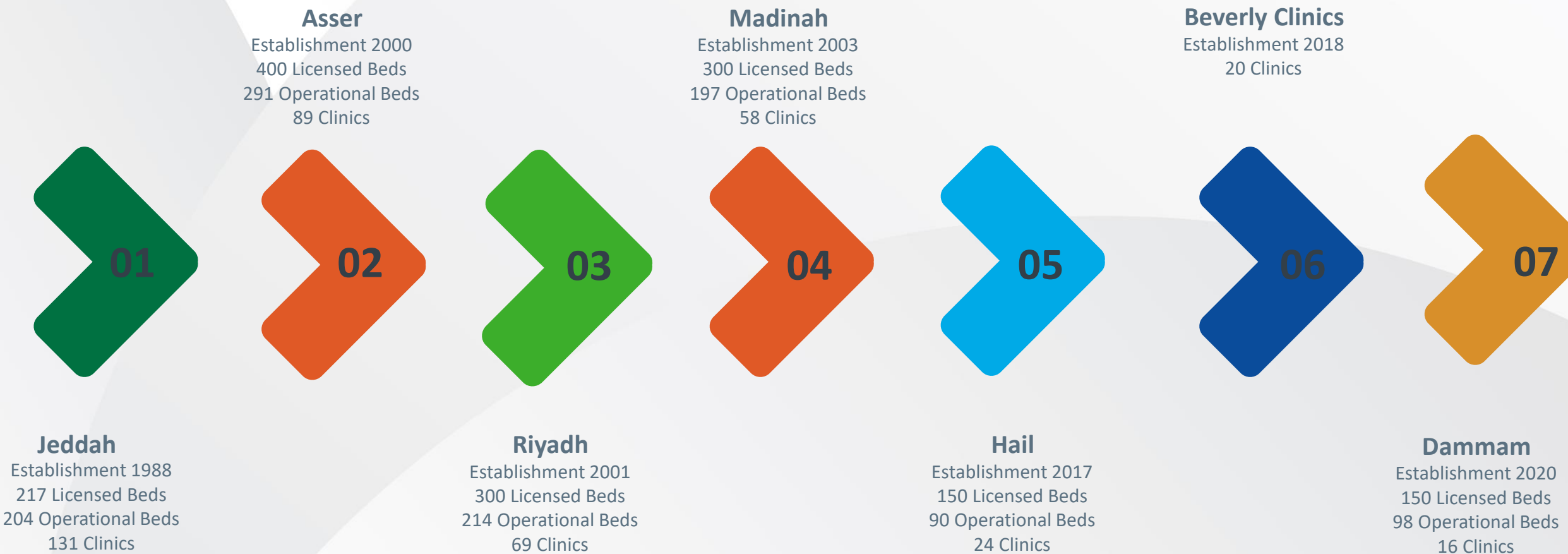
MEAHCO at a Glance

- 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

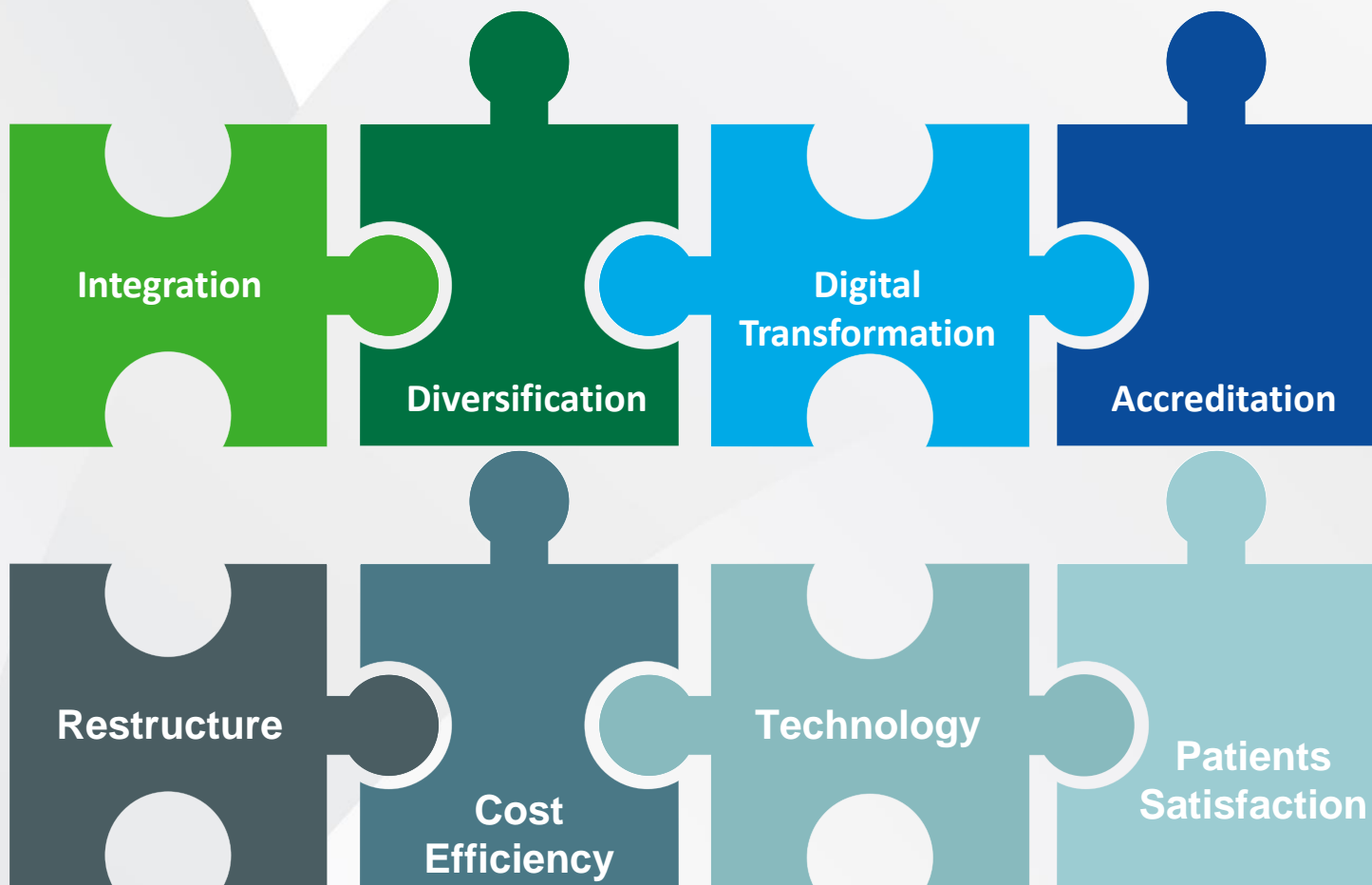
- SGH Alex West (Egypt)
- SGH Giza (Egypt)
- SGH Lahore (Pakistan)
- SGH Islamabad (Pakistan)
- SGH Karachi (Pakistan)
- BTPL Lahore (Pakistan)
- SGH Casablanca (Morocco)



Turnaround Revolution



Turnaround Revolution










Accreditation

Accreditation



	Jeddah	Asser	Riyadh	Madinah	Hail	Dammam
	Accredited	Accredited	Accredited	Accredited	In process	In process
	Accredited	Accredited	Accredited	Accredited	Accredited	In process
	In process	In process	In process	In process	In process	In process
	Accredited	Accredited	In process	Accredited	Accredited	In process
	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.

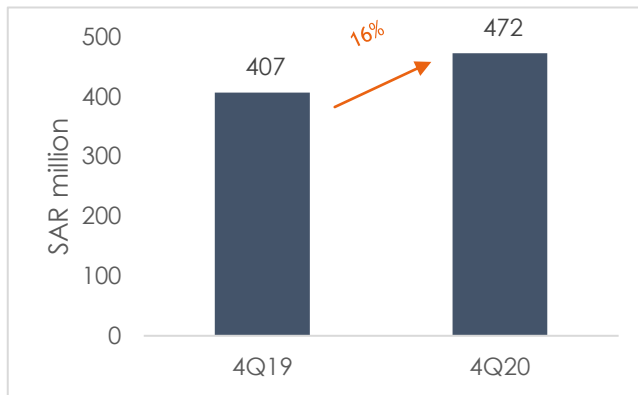


Key Financial Indicators

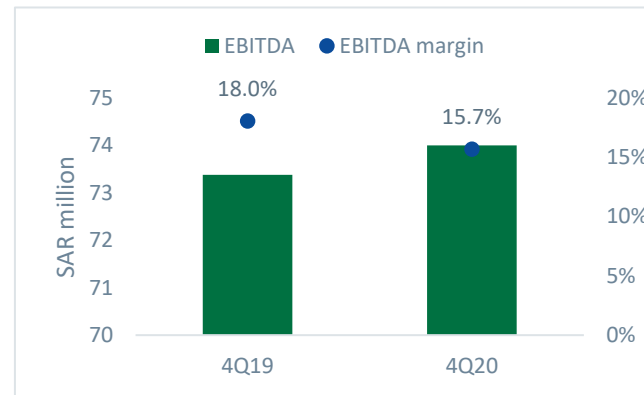
Key Financial Indicators



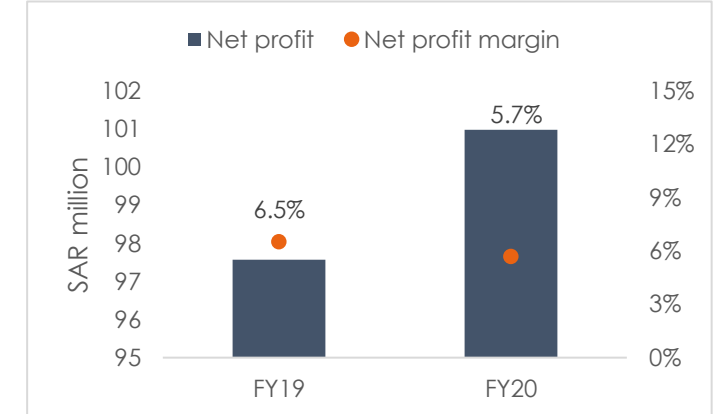
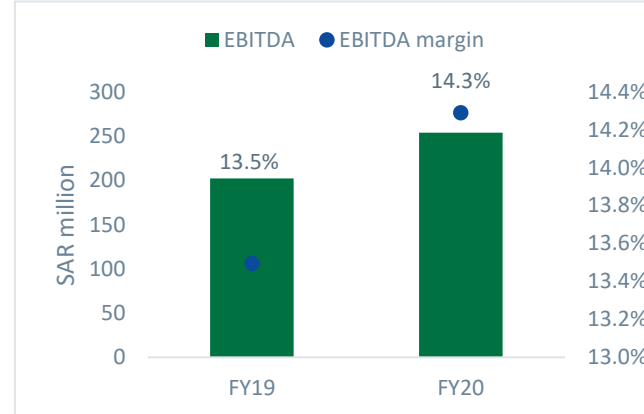
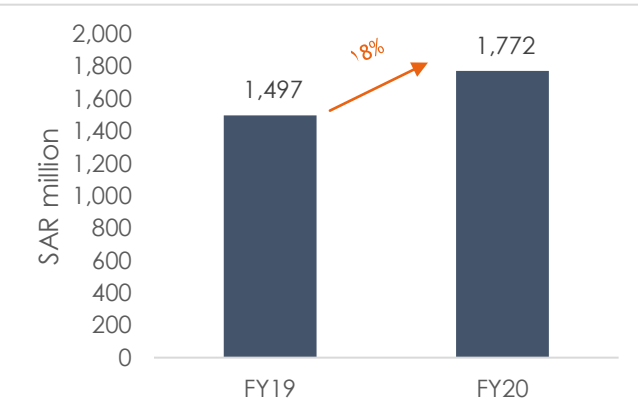
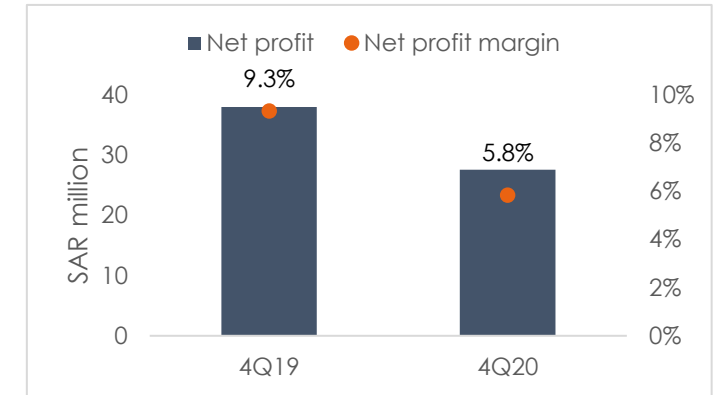
Revenue, Revenue growth



EBITDA, EBITDA margin



Net profit, Net profit margin



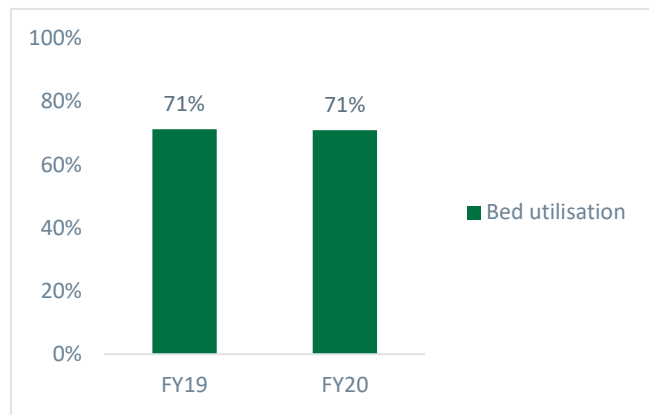
Operational KPIs



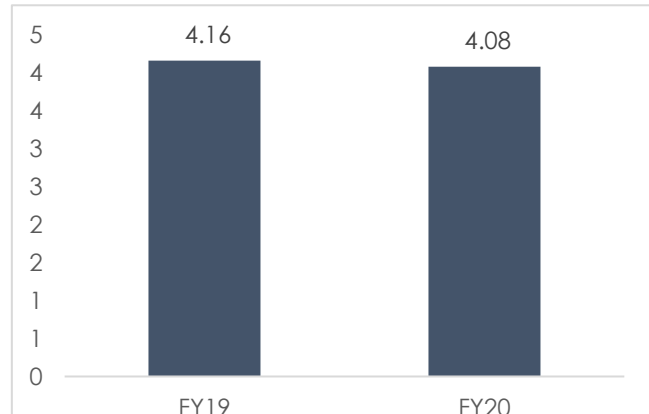
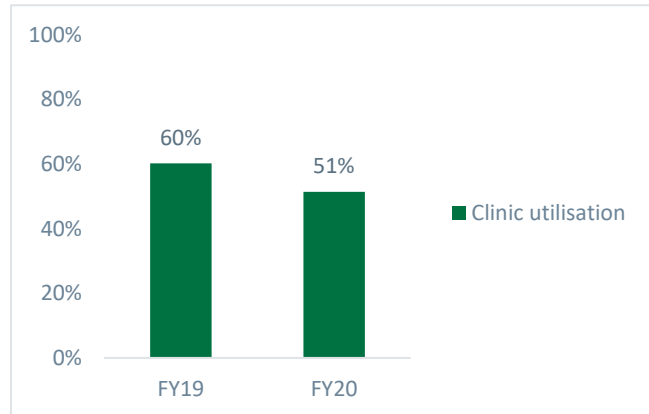
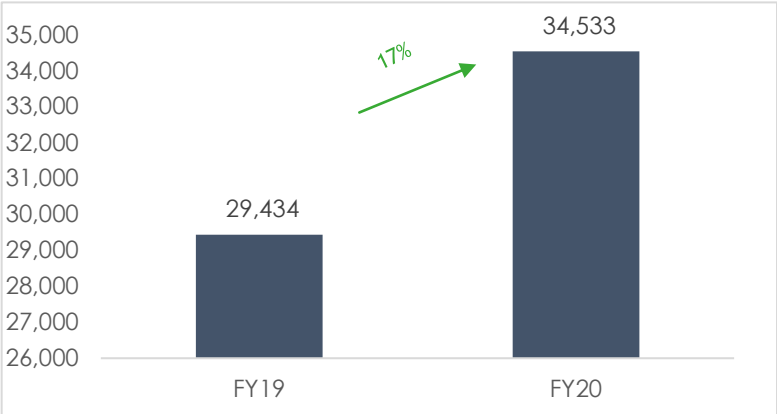
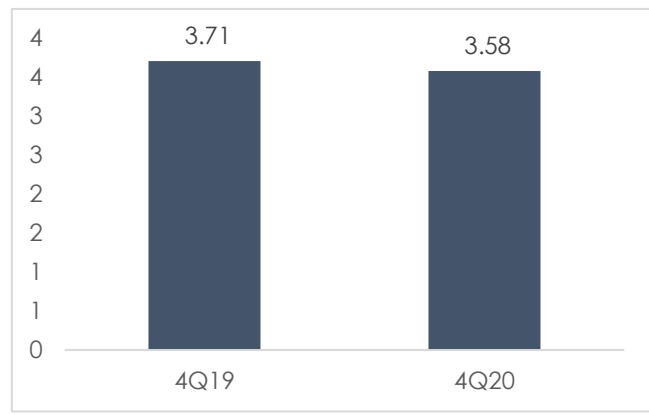
Number of performed surgeries



Utilisation rate



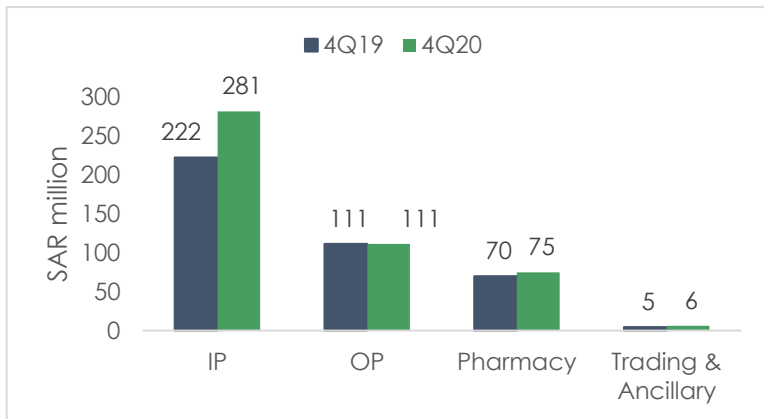
Average length of stay



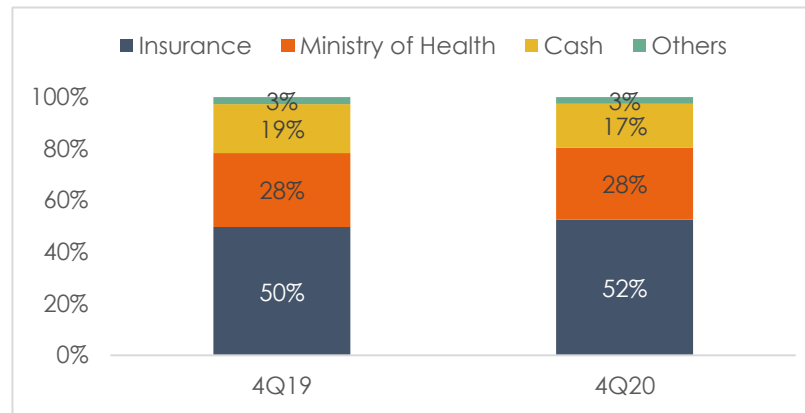
Revenue Structure



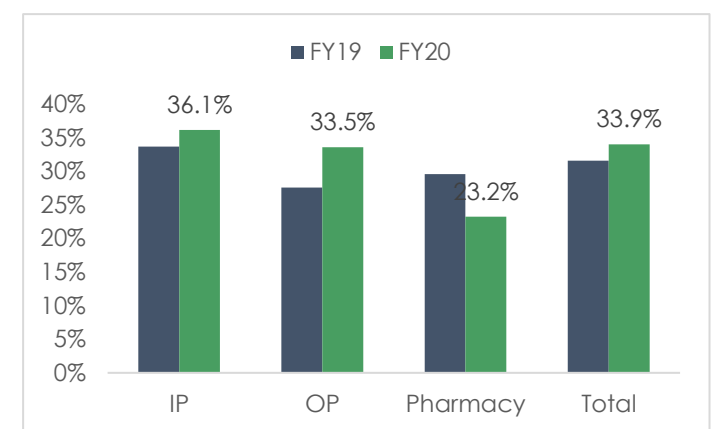
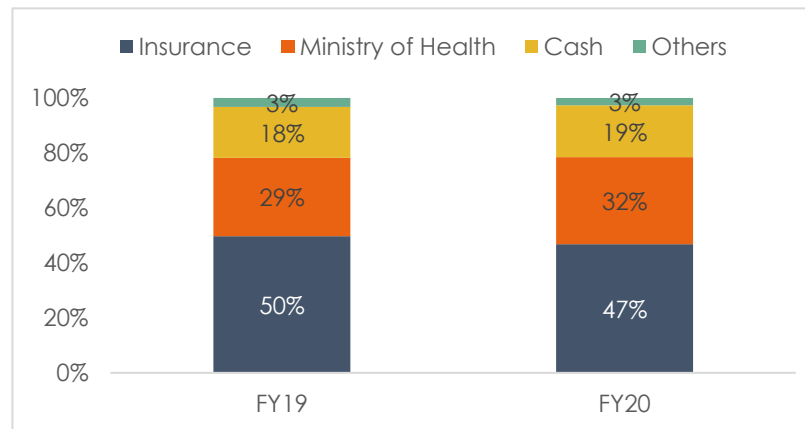
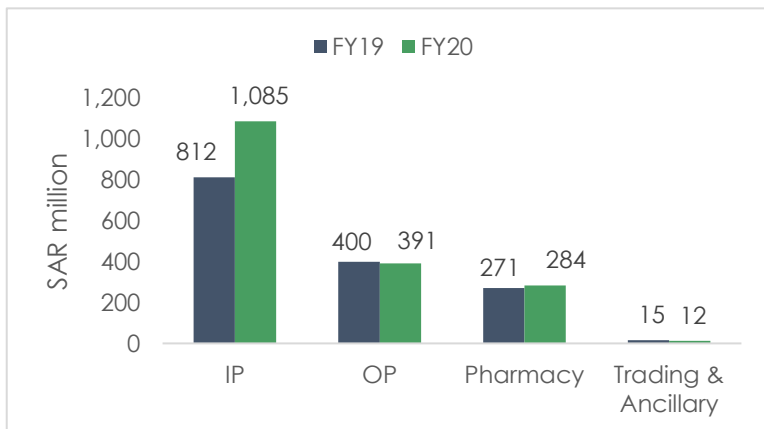
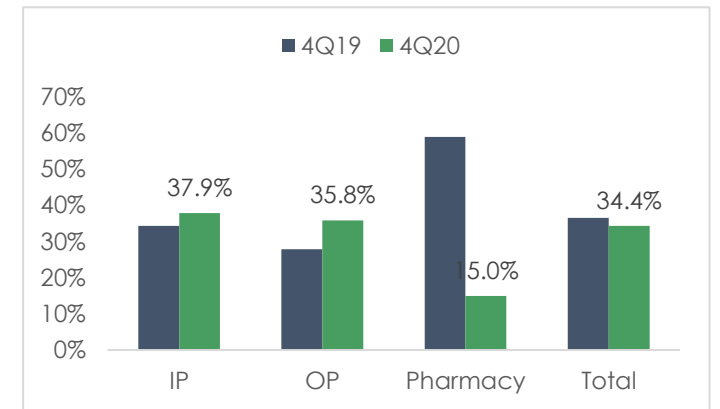
Revenue breakdown by service



Revenue breakdown by clientele



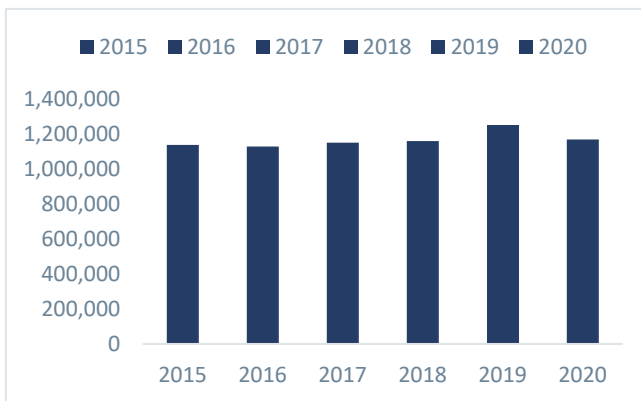
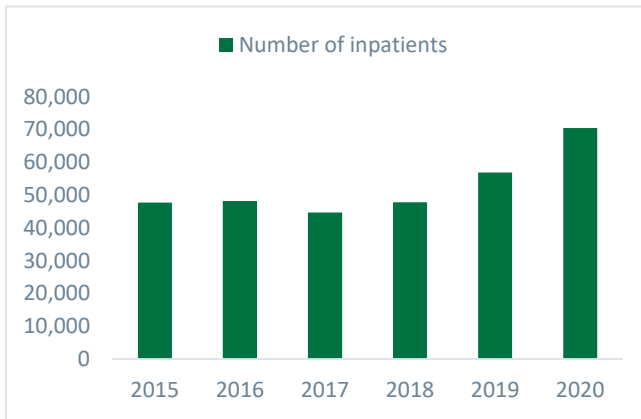
GPM breakdown by service



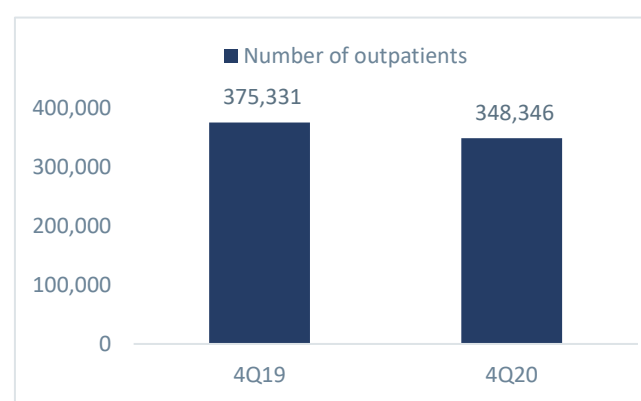
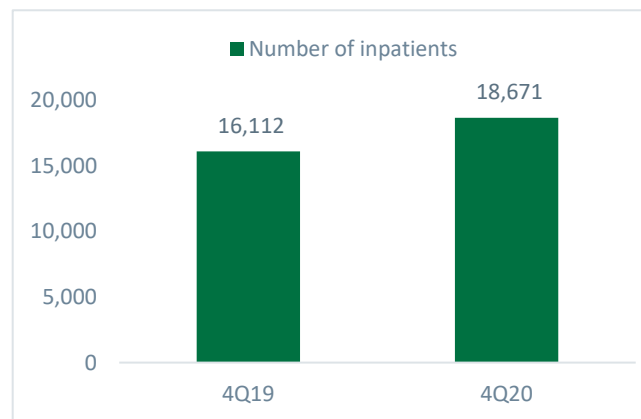
Patients Evolution (Census)



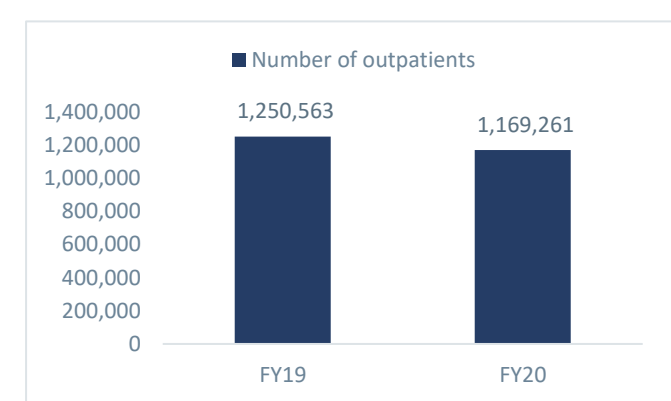
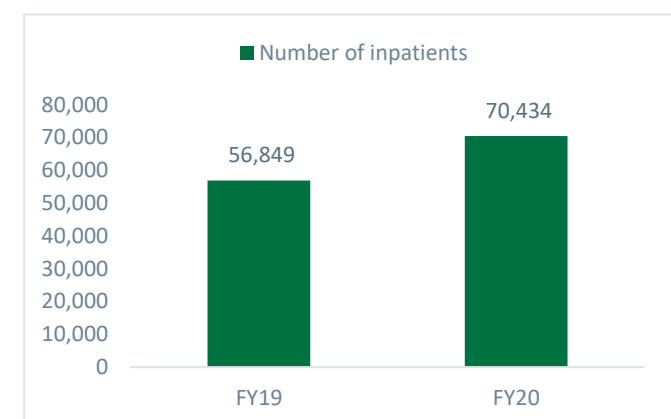
Historical trends



4Q19 vs. 4Q20



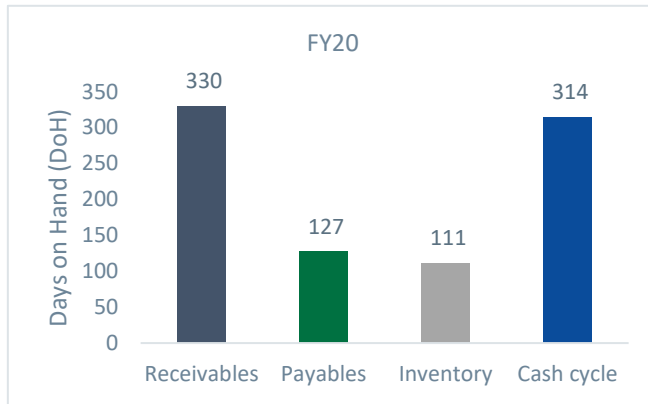
FY19 vs. FY20



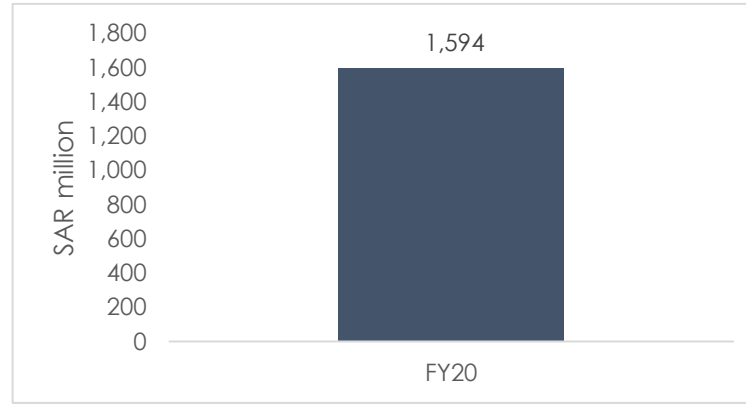
Balance Sheet and Cash Cycle



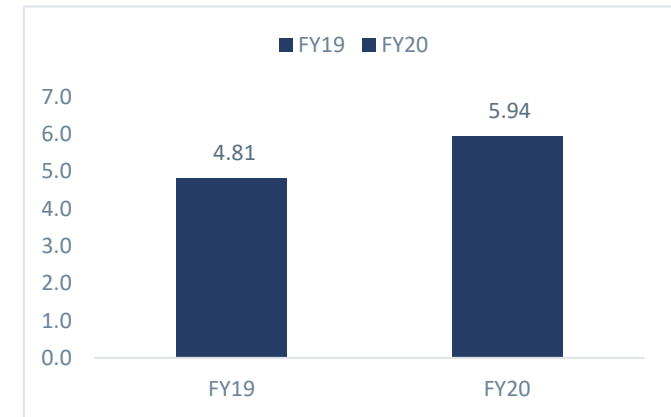
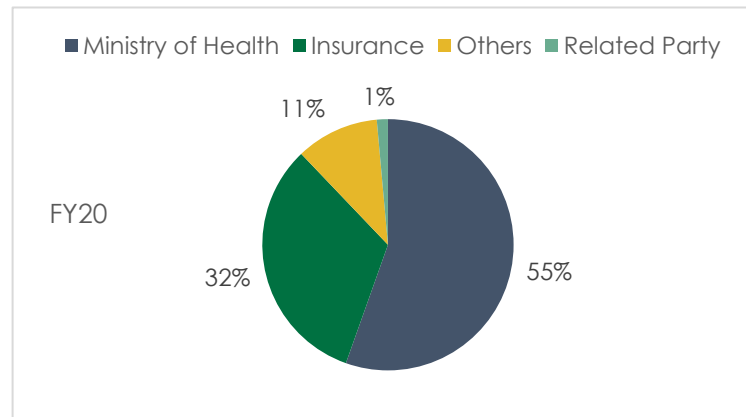
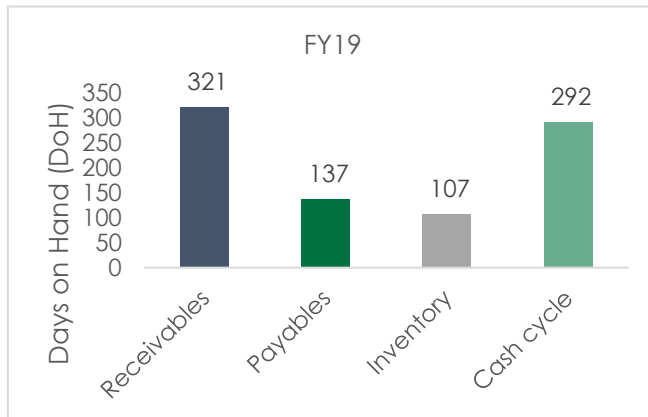
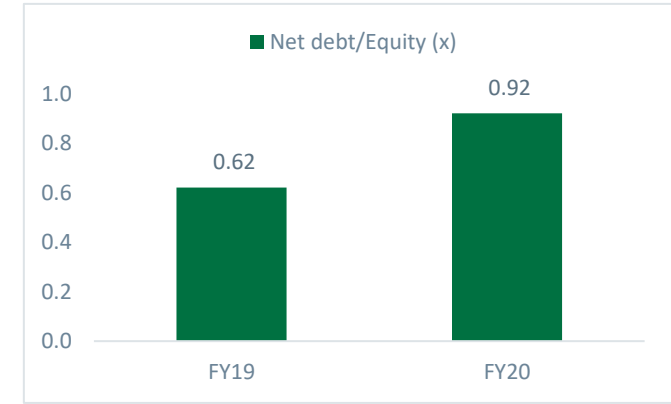
Cash conversion cycle



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

One Day Surgery Hospital

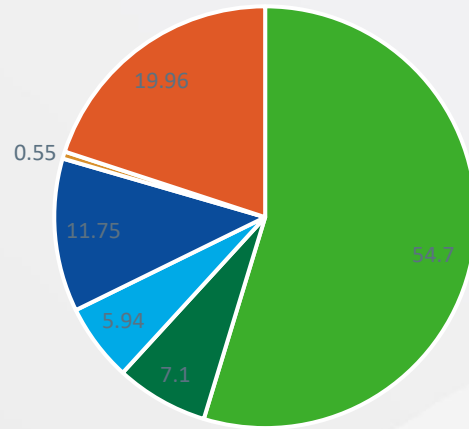
35 beds, 16 clinics.
Rent SAR 7 m in 2 years
2Q 2021



Shareholders Information



Shareholder's Structure



- Bait Al-Batterjee
- Local Institutions
- Foreign Retail
- International Finance Corporation
- Foreign Institutions
- Local Retail

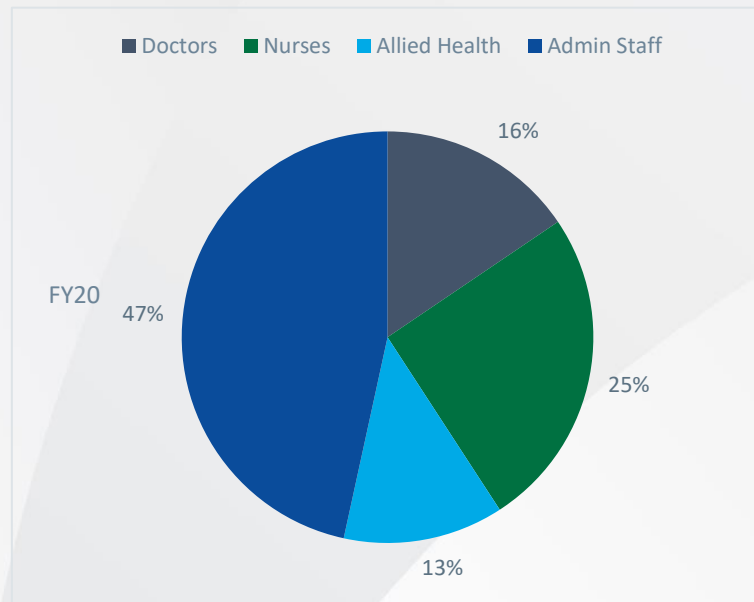
SGH versus TASI Performance





Employees statistics

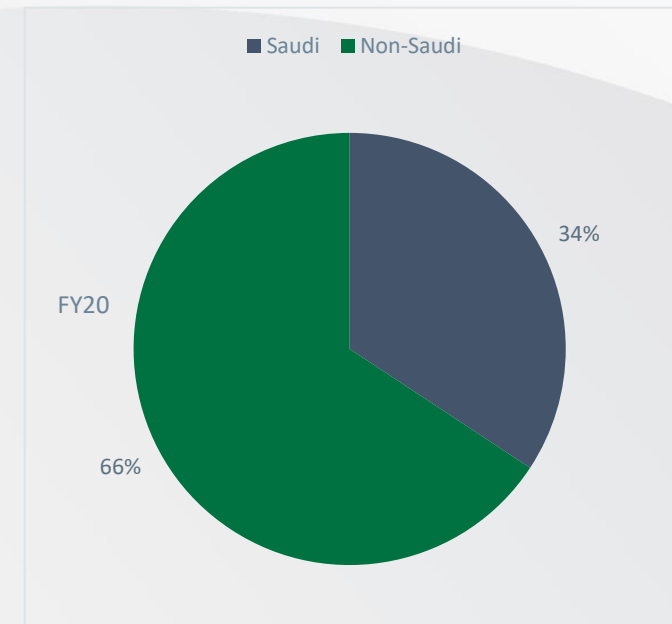
Headcount split by profession



Number of employees



Saudization rate





Board of Directors

Non-Executive Board Members

Mr. Makarem Batterjee
Vice Chairman

Dr. Khaled Batterjee
Board Member

Mr. Sultan Batterjee
Board Member

Chairman

Eng. Sobhi Batterjee
Chairman

Independent Board Members

Mr. Amr Khashoggi
Board Member

Mr. Mohamed Moumena
Board Member

Mr. Mohamed Bin Siddiq
Board Member



Financials Snapshot



Income Statement Snapshot

All figures in SAR '000	31-Dec-20	31-Dec-19
Revenue	1,772,209,616	1,496,646,913
Cost of revenue	-1,172,210,458	-1,023,715,843
Gross Profit	599,999,158	472,931,070
Selling and Marketing expenses	-31,143,257	-14,777,057
General and Admin. expenses	-442,454,388	-354,886,559
Operating Profit	126,401,513	103,267,454
other income	9,122,920	17,127,910
Finance cost	-35,848,657	-25,112,389
Profit before Zakat	106,483,281	102,743,347
Zakat	-5,500,000	-5,175,000
Net Profit of the period	100,983,281	97,568,347



Balance Sheet Snapshot

All figures in SAR ,000	31-Dec-20	31-Dec-19
Total Non Current Assets	2,106,138,671	1,944,838,460
Inventories	155,843,192	124,514,002
Accounts Receivable	1,593,721,115	1,108,576,392
Total Current Assets	1,851,315,109	1,360,658,593
Total Assets	3,957,453,780	3,305,497,053
Total Non Current Liabilities	1,136,903,878	923,080,072
Total Current Liabilities	1,187,712,438	820,602,539
Shareholders' Equity	1,632,837,464	1,561,814,442
Total Equity and Liabilities	3,957,453,780	3,305,497,053



Stock Data:

Bloomberg / Reuters: MEH AB / 4009.SE

Outstanding shares: 92,040,000

Free float: 38.2%

Mkt. Cap: USD 871 million

3M ADVT: USD 5.3 million

Investor Relations contacts:

Tamer Nigm

Director-Strategic Planning & IR

M:+966543471531

E:TANigm@sghgroup.net

Madani Hozaien

Group CFO

M: +966 55 269 5722

E: MBHozaien@sghgroup.net



Thank you