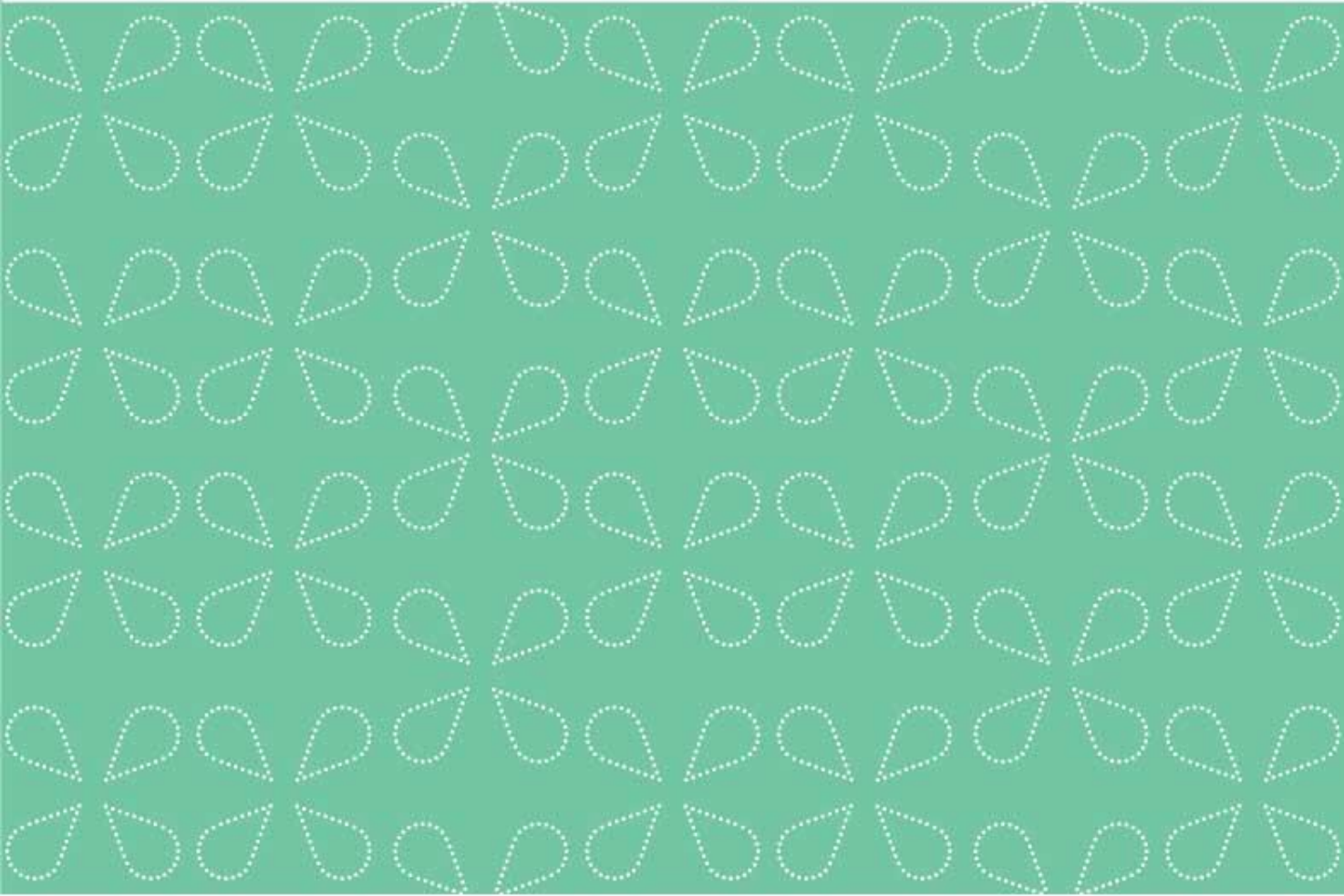




NATIONAL MEDICAL CARE CO.

# Investor Relations (IR) 1<sup>st</sup> Progress Report

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# Disclaimer

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The material in this presentation has been prepared by CARE and is general background information about CARE activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete. Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account your particular investment objectives, financial situation or needs.

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Unless otherwise specified all information is for the quarter ended 30 Sep 17.

# Table of Contents

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## I. Background

## II. YTD 2017 CARE performance update

## III. Q & A

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# Background

# Vision

“

Care at the reach of everyone

”

# Mission

“

We provide distinctive care to valued patients through empowered staff

”

# Values

1 Care

2 Excellence

3 Integrity

4 Collaboration

5 Respect

6 Safety

7 Innovation

8 Transparency

9 Fairness

10 Responsibility



# We have achieved significant milestones since inception which now includes 2 flagship hospitals – and we continue to grow



National Medical Care Co.

**2013**  
Year listed

**900.6m**  
Net Revenue\*

**593**  
Total Beds

**294m**  
Dividends

**49.3m**  
Net Profit\*

**~3K**  
Total Staff

\* Financial Year 2016

**2**  
Hospitals



**1**  
Polyclinic

**1**  
Mobile Unit



Care National Hospital (CNH)



Riyadh Care Hospital (RCH)



Family HealthCare Center (FHCC)



Mobile Hospital

# Our strength comes from a high quality of our services and continuous growth

	<p style="text-align: center;"><b>RCH</b></p> 	<p style="text-align: center;"><b>CNH</b></p> 
<p><b>Accreditations</b></p>	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  *  <b>2016-2019</b> </div> <div style="text-align: center;">  **  <b>2015-2018</b> </div> </div>	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  *  <b>2015-2018</b> </div> <div style="text-align: center;">  **  <b>2017-2020</b> </div> </div>
<p><b>Capacity: Today</b> Expected 1<sup>st</sup> Q 2018</p>	<p style="text-align: center;"><b>268 Beds</b></p> <p style="text-align: center;">▼</p> <p style="text-align: center;"><b>330 Beds</b></p>	<p style="text-align: center;"><b>325 Beds</b></p> <p style="text-align: center;">▼</p> <p style="text-align: center;"><b>495 Beds</b></p>

\* Saudi Central Board For Accreditation of Health Care Institutions (CBAHI)

\*\* Joint Commission International (JCI) Accreditation

## Our strengths lie in qualified leadership, unique target market, scale and our growth plans

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- Built capabilities in occupational medicine due to exclusivity contract with GOSI



- Strong spine and neurosurgery practice with renowned physicians



- Unique Cardiovascular Unit
- Cardiac surgery



- Liver transplantation center
- Bariatric Center of excellence



## Our unique capabilities emerge from our qualified leadership and owners



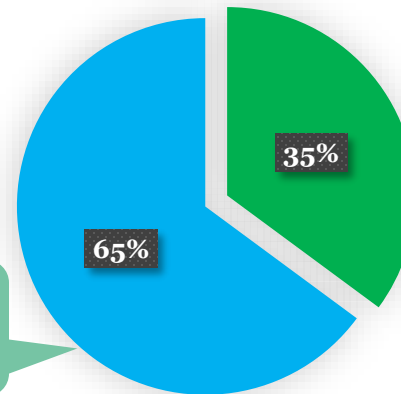
### Leadership

- Reputed members of the Board of Directors with relevant healthcare experience
- New C-suite with Strong track record in healthcare operations



### Ownership Structure

Other shareholders



35.1% owned by General Organization of Social Insurance (GOSI)

■ General Organization for Social Insurance

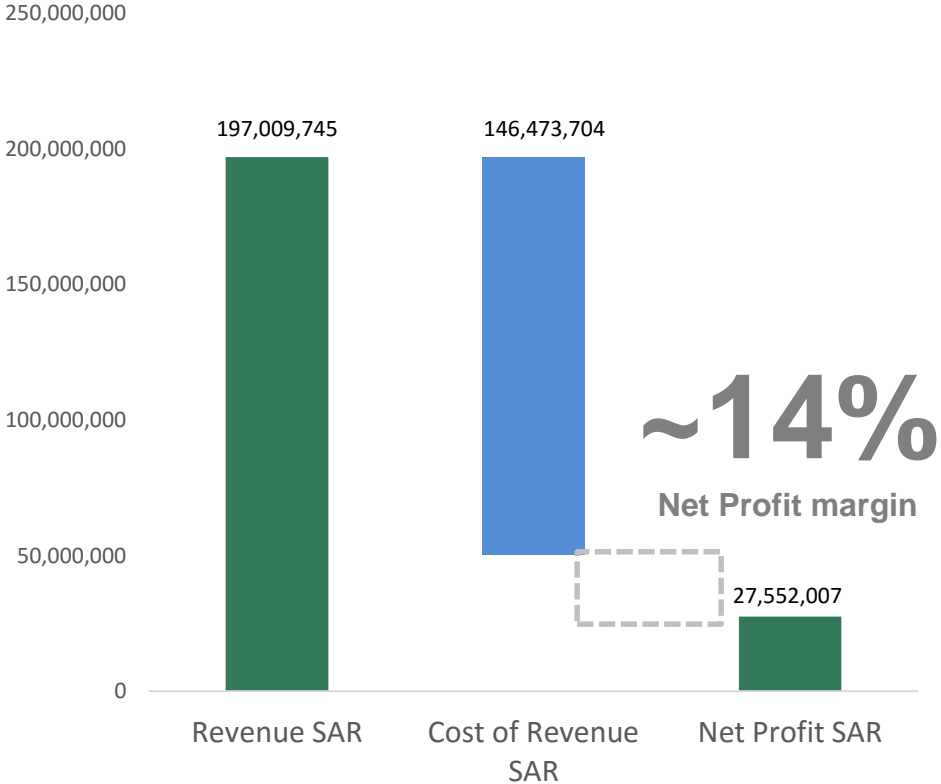
■ Others

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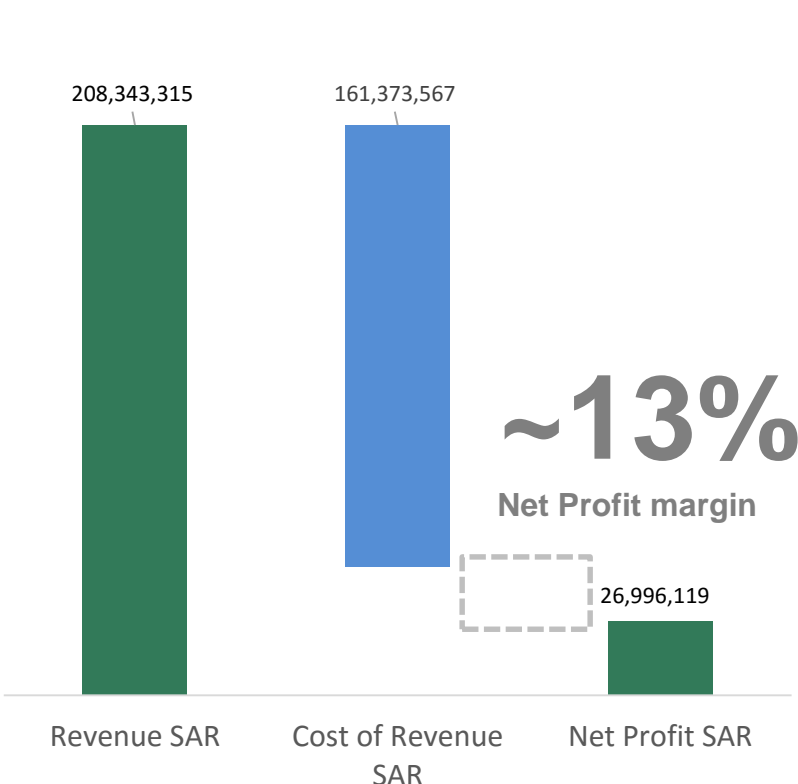
# **YTD 2017 CARE performance update**

# YTD 2017 CARE performance update

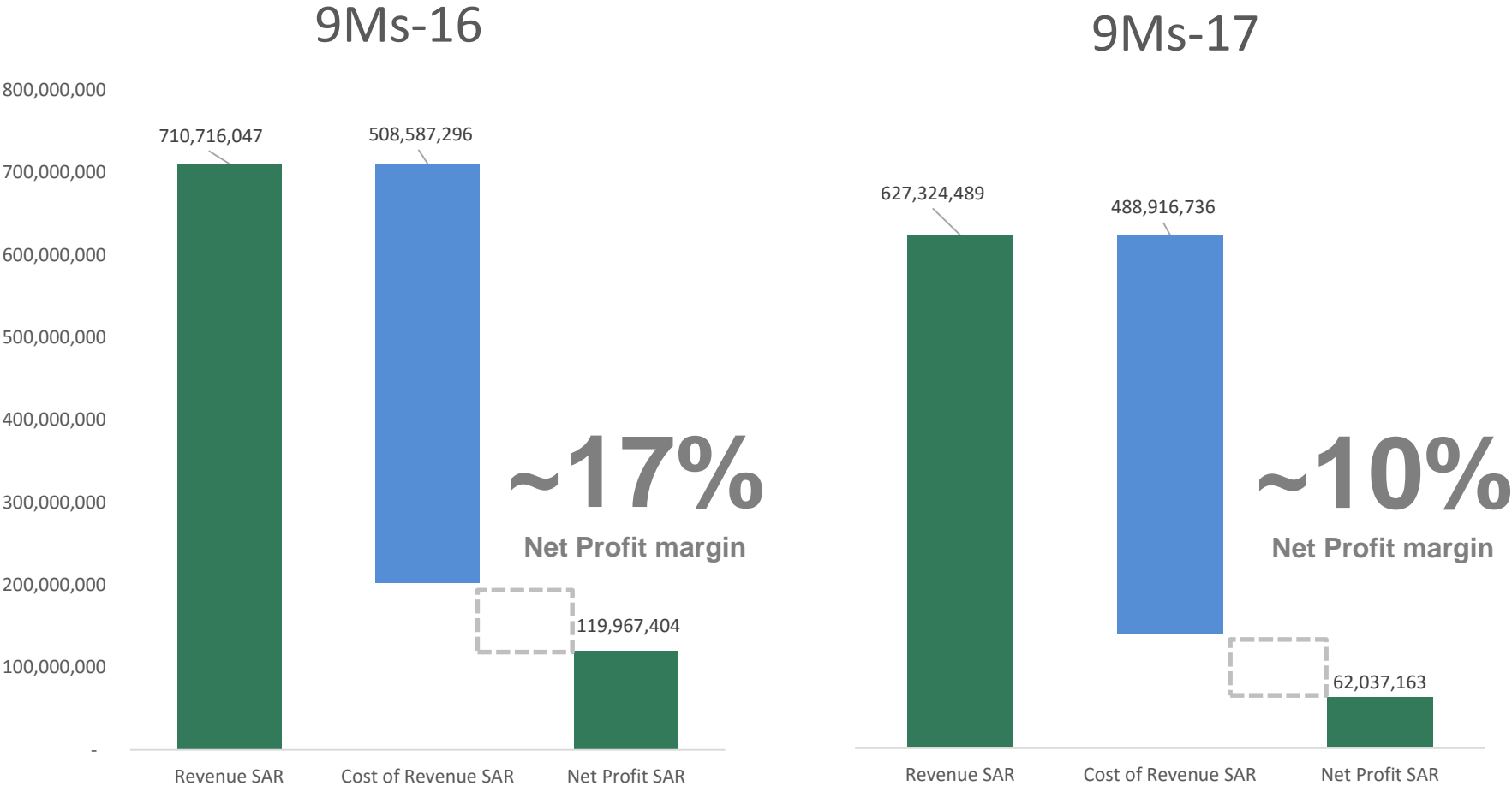
Q3 2016



Q3 2017

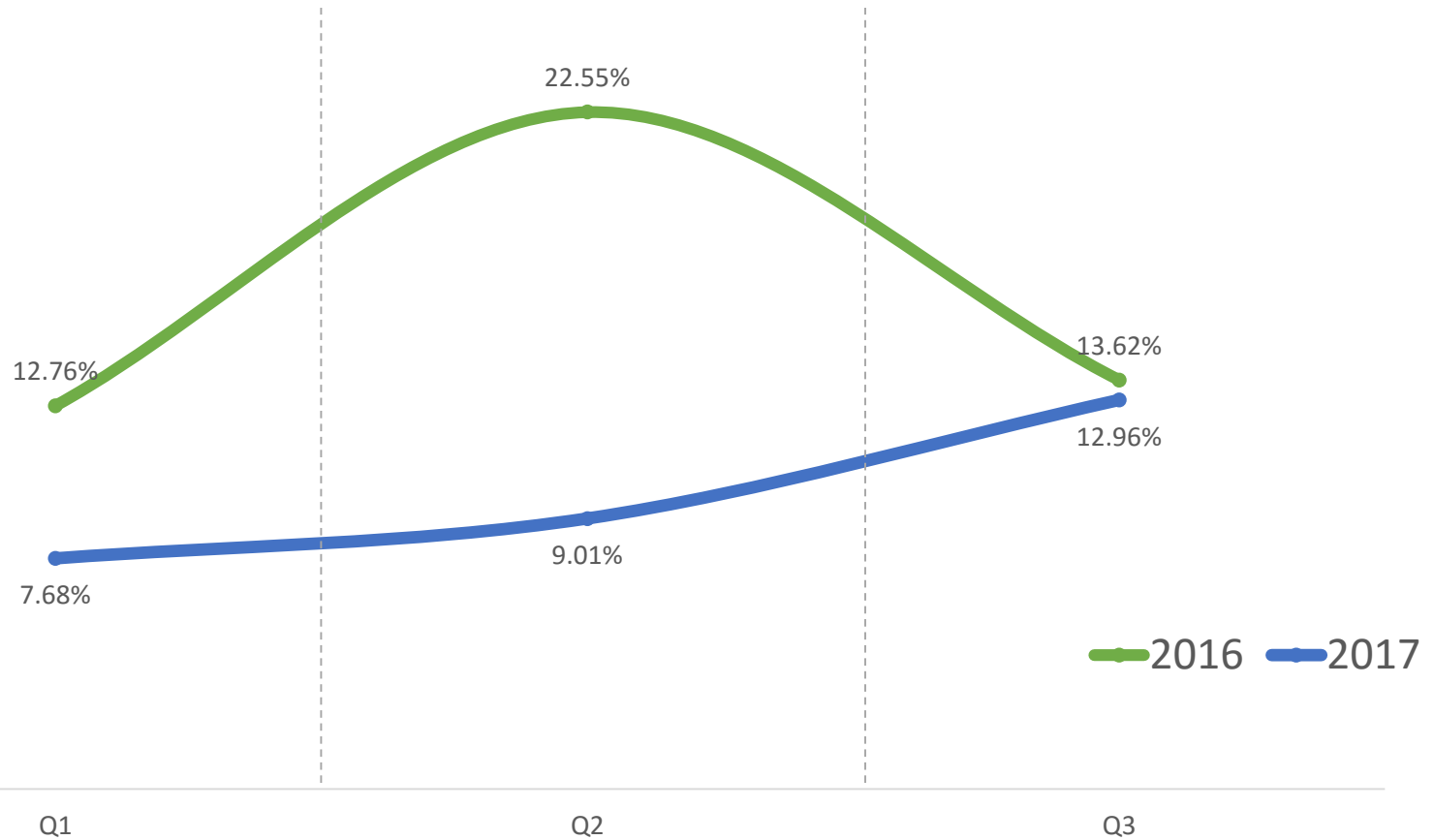


# YTD 2017 CARE performance update



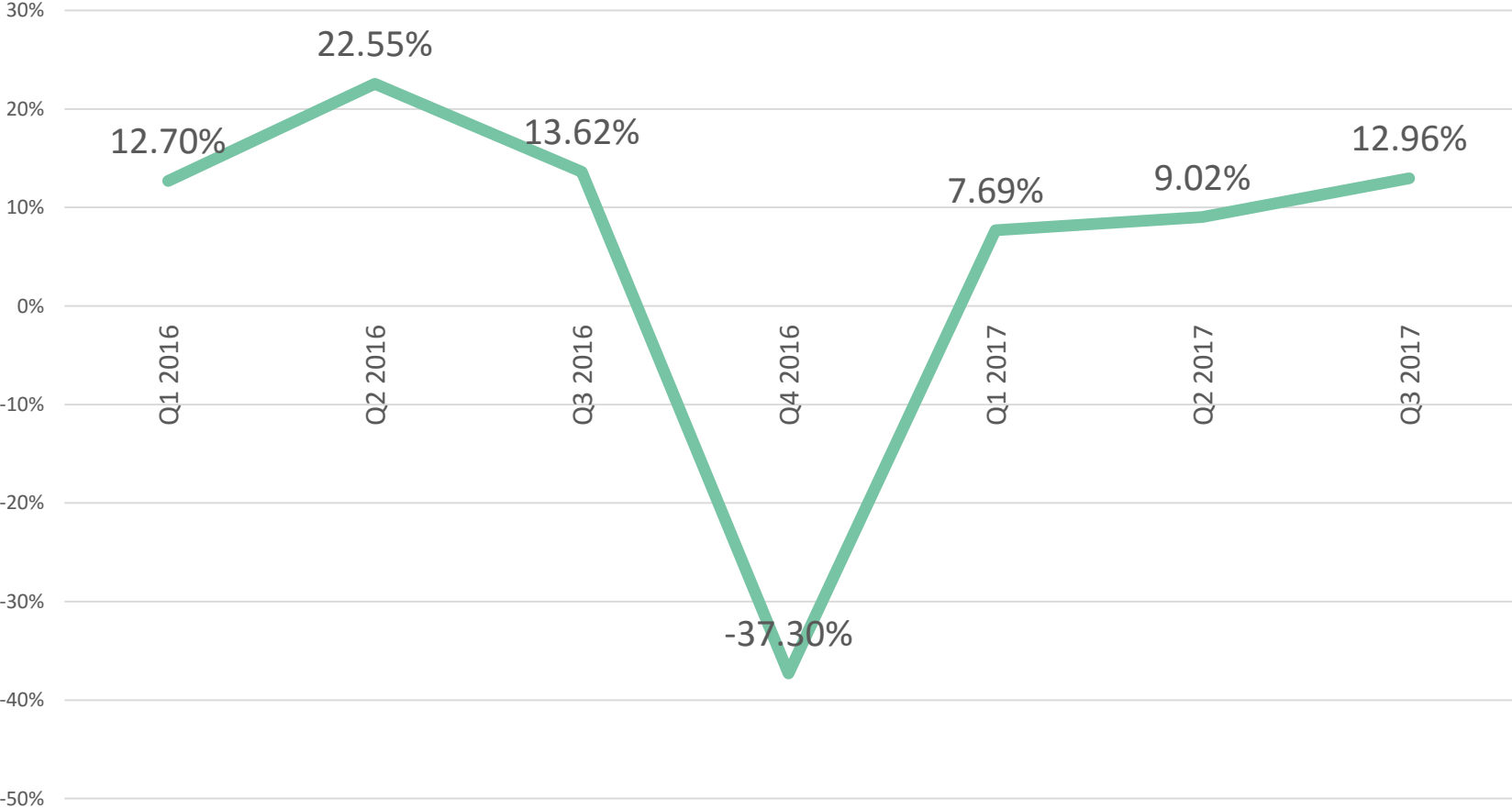
## Aiming for the right track/trends - Positive

### Net profit Margin

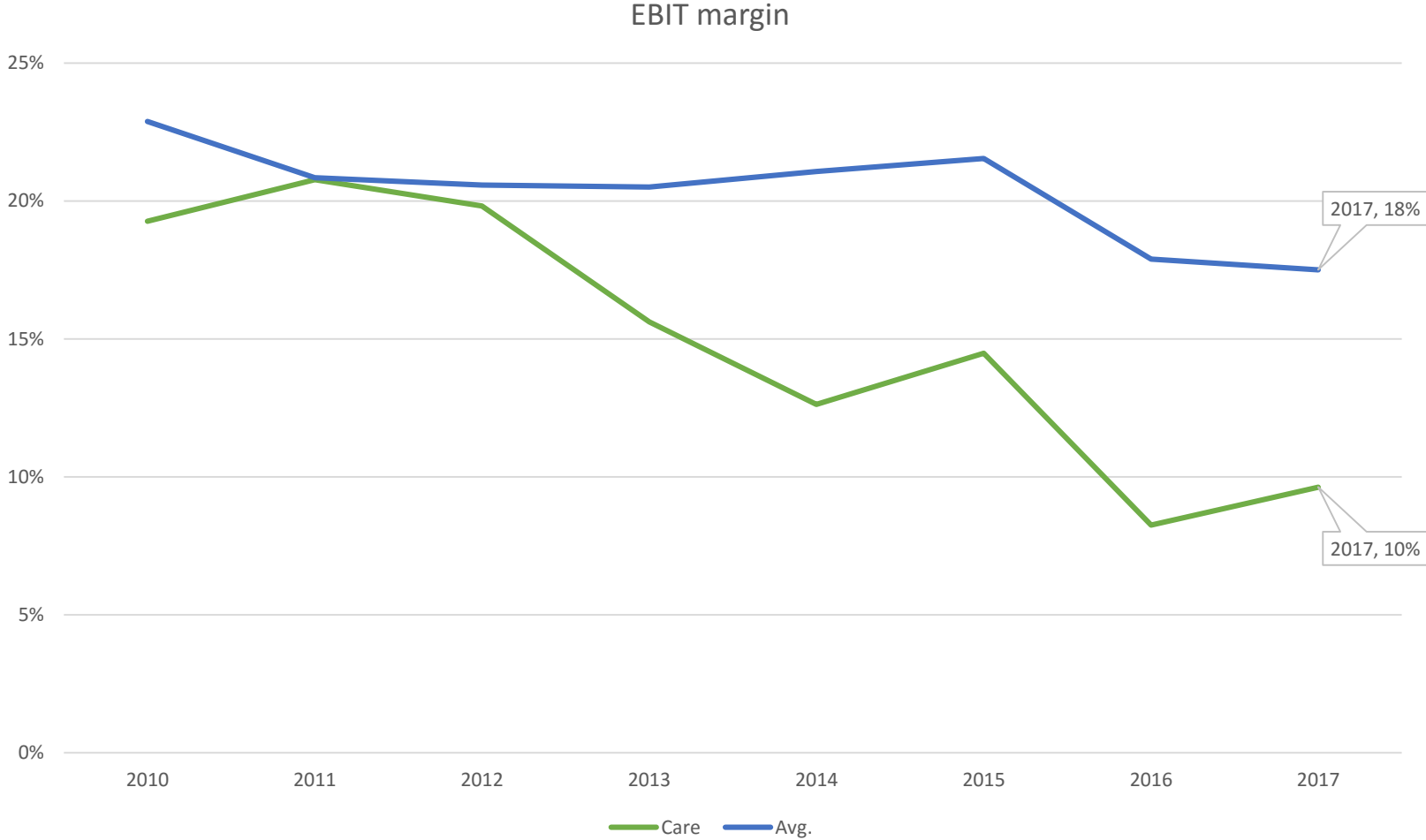


# YTD 2017 CARE performance update

## Net Profit Margin



# YTD 2017 CARE performance update VS the market Average



## Our plan for the future

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- Expand certain specialties and services to maximize asset usage
- Expand higher services that traditionally have higher profitability to enhance ROA



- Improve profitability by focusing on rationalizing costs – direct and indirect
- Improving efficiency by enhancing utilization of certain services



- Improve quality by automation, advanced technology/equipment
- Improving patient experience and employee engagement



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# Q & A

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# Investor Relations

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NATIONAL MEDICAL CARE CO.

وشكراً



الشركة الوطنية للرعاية الطبية