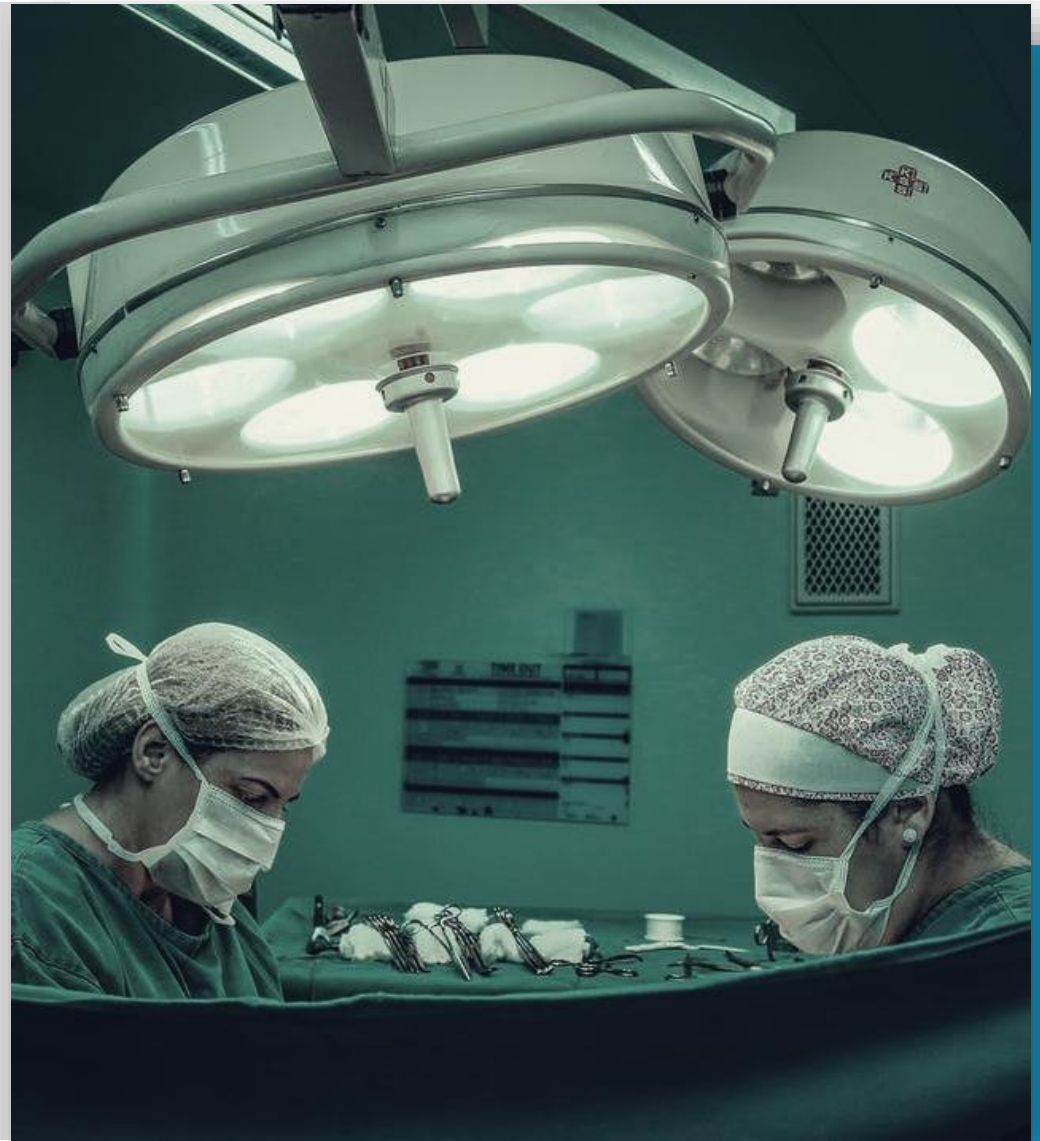


Saudi German Health

Investor Presentation – 1Q 2023



SGH at a Glance



8
Hospitals

~1.3k bed
Operational
Capacity

~90%
Population
Access

7.2k
Total
Staff

1.3k
Total
Doctors

2.5k
Total
Nurses

3.8
Avg. Length of
Stay

69%
Utilization Rate
(Beds)

63%
Utilization Rate
(Clinics)

482k*
Inpatient
Censes

10.6mn*
Outpatient
Censes

267k*
Performed
Surgeries

*Aggregate figures from 2015 till 1Q 2023

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 8 full-fledged hospitals in Jeddah, Asser, Riyadh, Madinah, Hail, Dammam, and Makkah, 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

13

HOSPITALS

30+

YEARS

44

SPECIALITIES

Saudi Arabia

- 7 Owned
 - Jeddah
 - Asser
 - Riyadh
 - Madinah
 - Hail
 - Dammam
 - Makkah
- 1 Leased
 - Jeddah

United Arab Emirates

- 3 Hospitals
 - Dubai
 - Sharjah
 - Ajman

Egypt







- 1 Hospital
 - Cairo

Yemen

- 1 Hospital
 - Sana

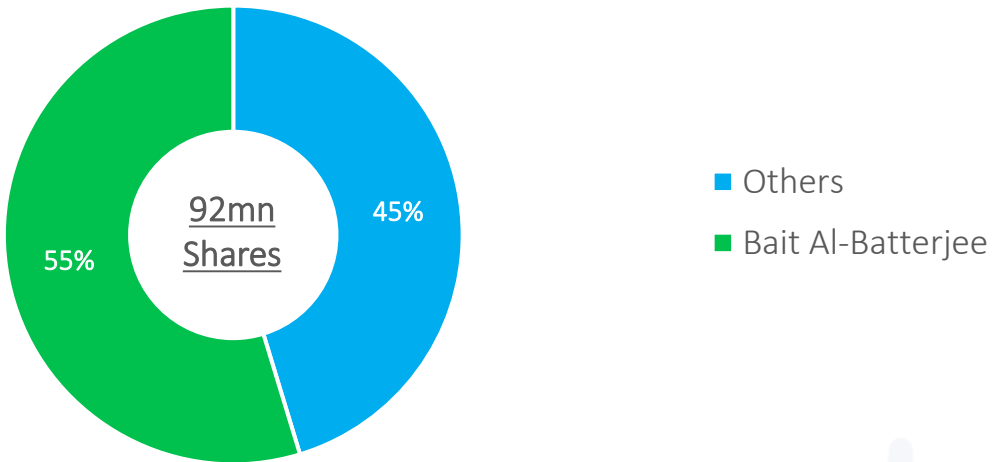


Accreditations

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

Share Overview

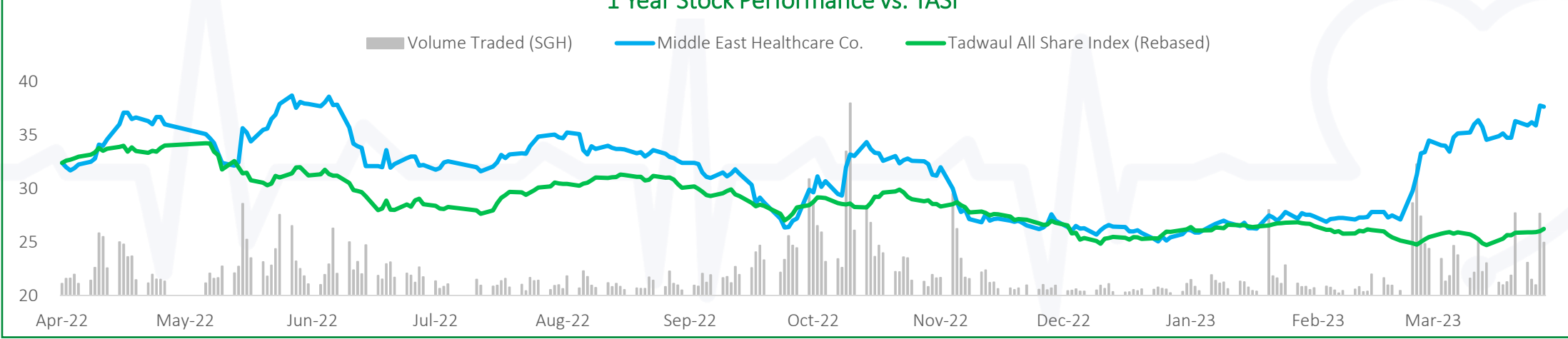
Shareholder Structure



SGH Share Data

Market Cap. (SAR mn)	3,465
Market Cap. (USD mn)	924
52-Week High (SAR)	38.70
52-Week Low (SAR)	25.05
3-month ADTV (SAR mn)	19
12-month ADTV (SAR mn)	19

1 Year Stock Performance vs. TASI



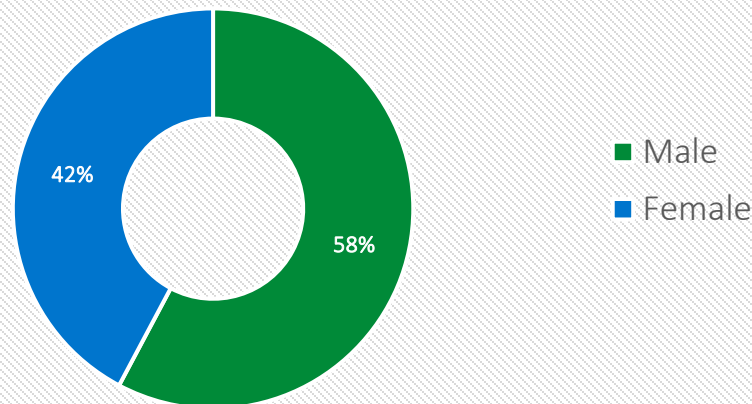
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Market Overview

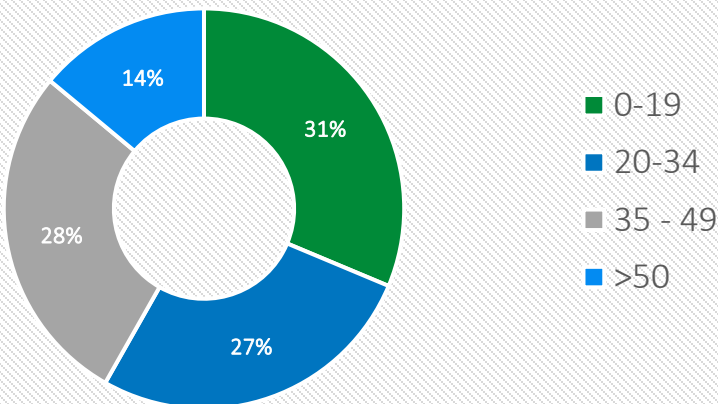


Population at a Glance

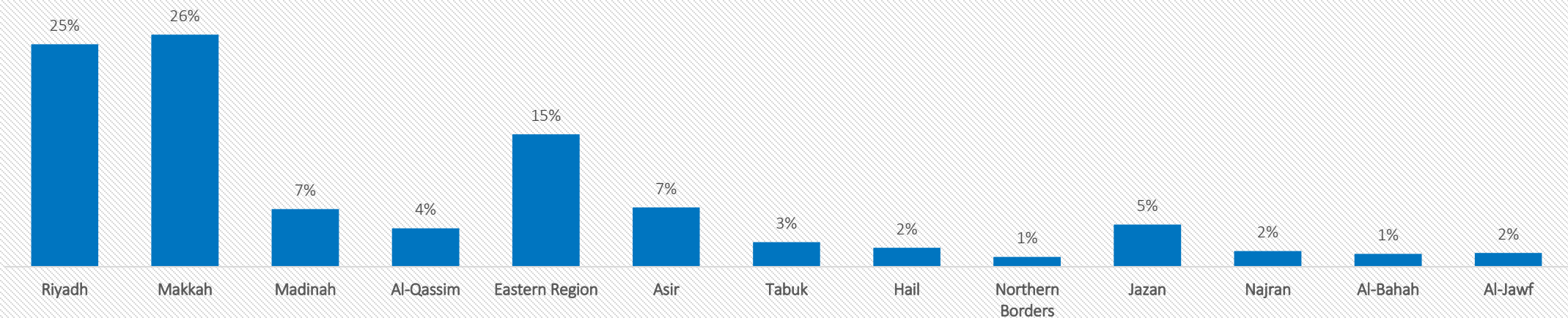
Gender Breakdown (%)



Age Breakdown (%)



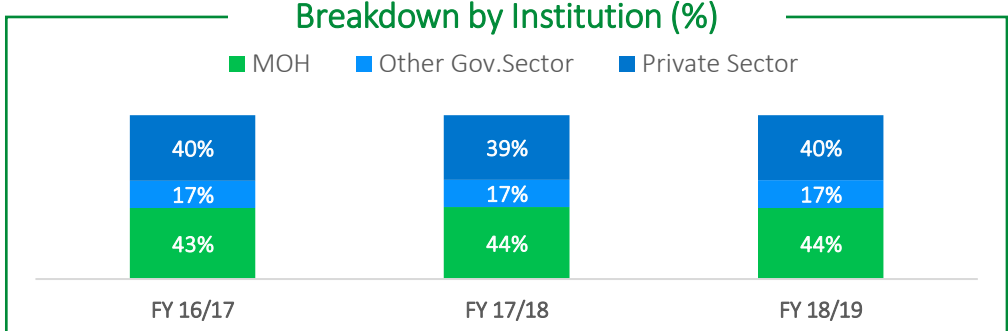
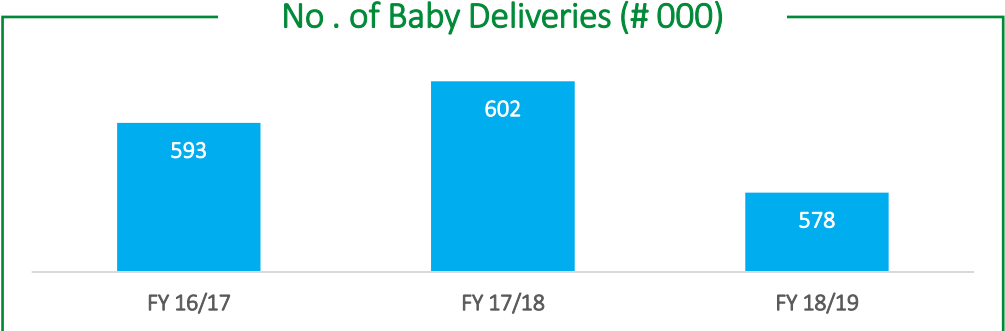
Breakdown by Administrative District (%)



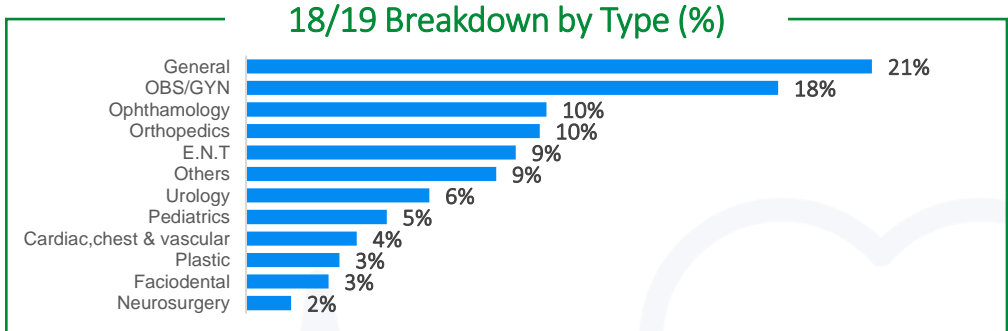
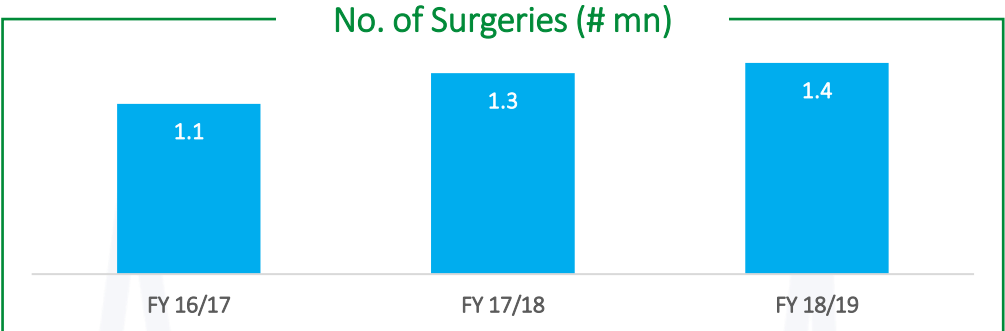
*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

Sector Growth Profile

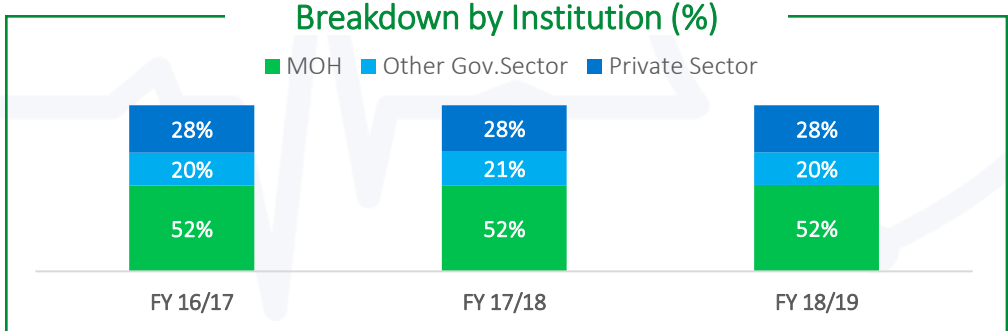
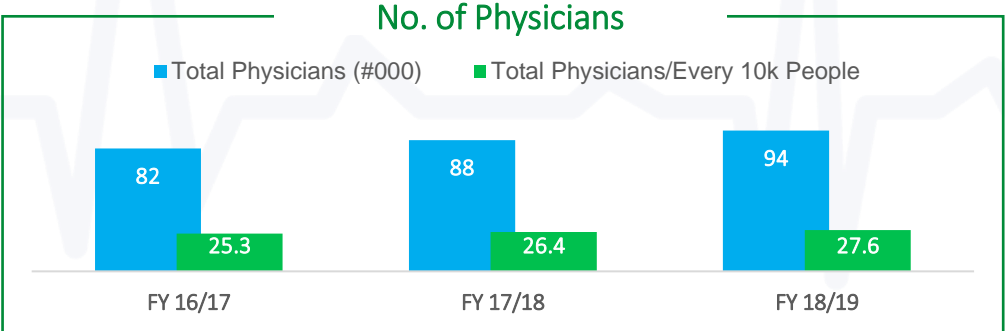
Baby Deliveries



Surgeries



Physicians



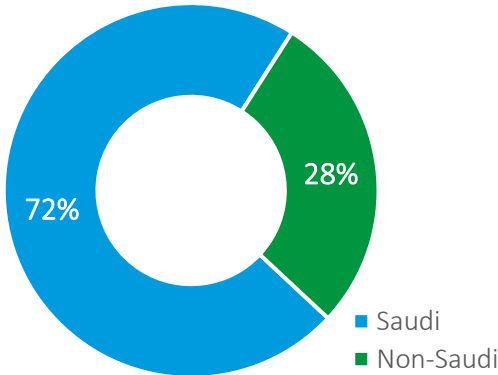
*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

Inpatients & Outpatients at a Glance

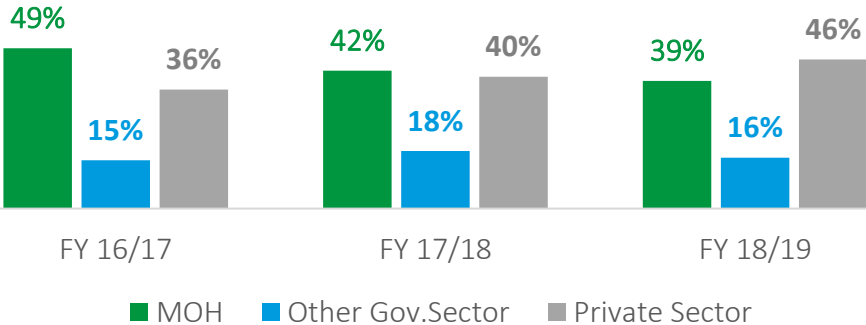


Inpatients

Breakdown of Inpatients

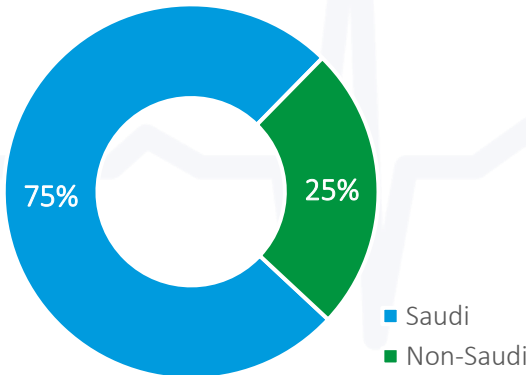


Sector Breakdown

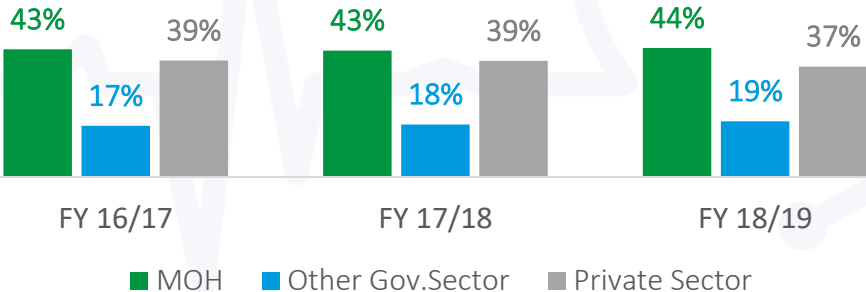


Outpatients

Breakdown of Outpatients



Sector Breakdown

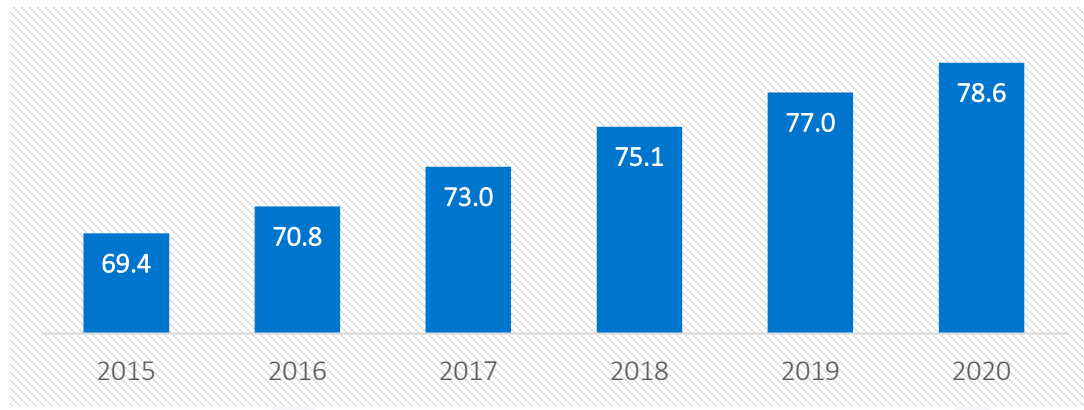


*Sources: Kingdom of Saudi Arabia - General Authority for Statistics

With Clear Room for Growth

Beds

No. Beds (# 000)

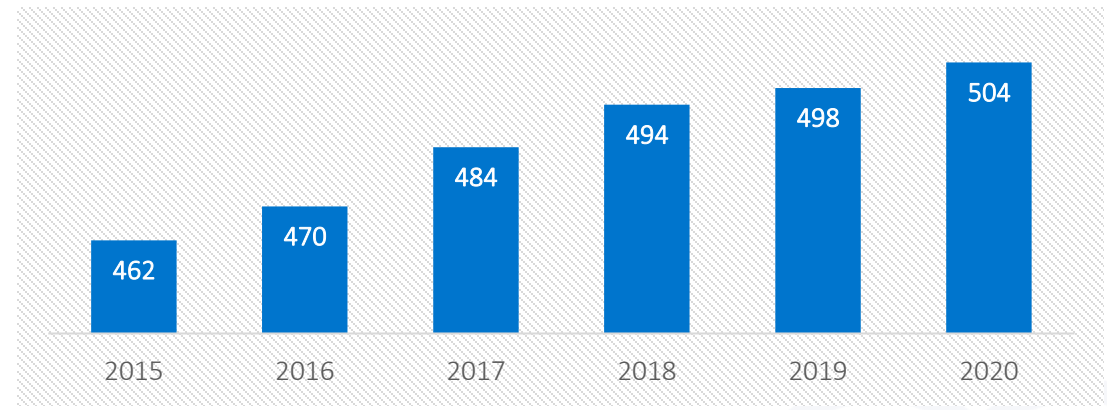


No. of Beds/ 10k Person (#)



Hospitals

No. of Hospitals (#)



No. of Hospitals/ 100k Person (#)



*Sources: Kingdom of Saudi Arabia – Ministry of Health

Health Insurance (1-2)

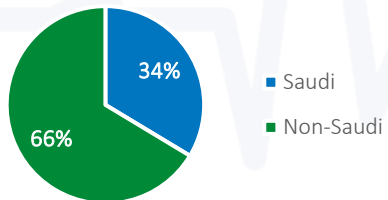
Highlights

24

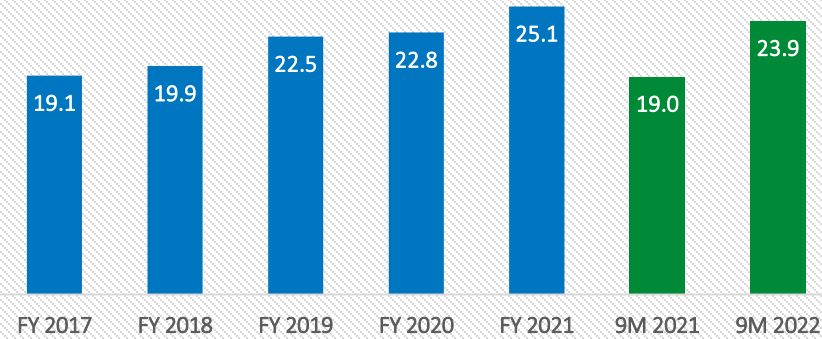
Total Saudi Insurance Companies

11.6mn

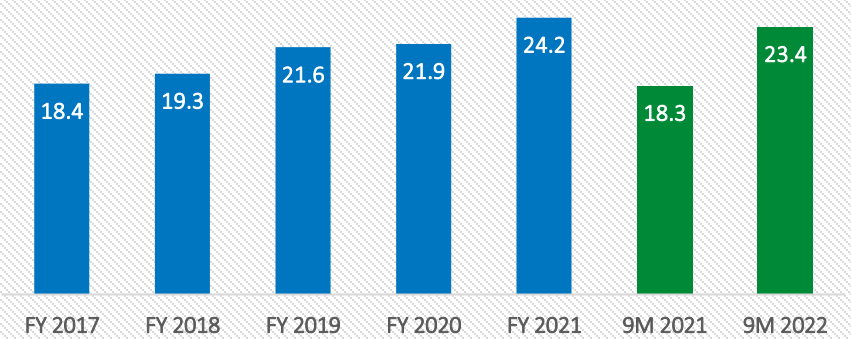
Contributors in Health Insurance Policies



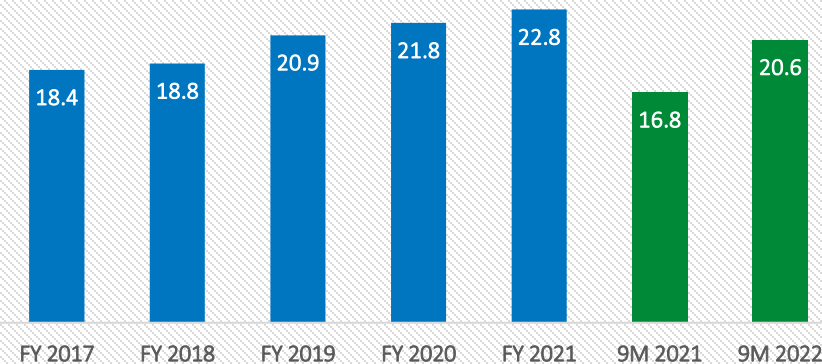
Gross Written Premiums (SAR bn)



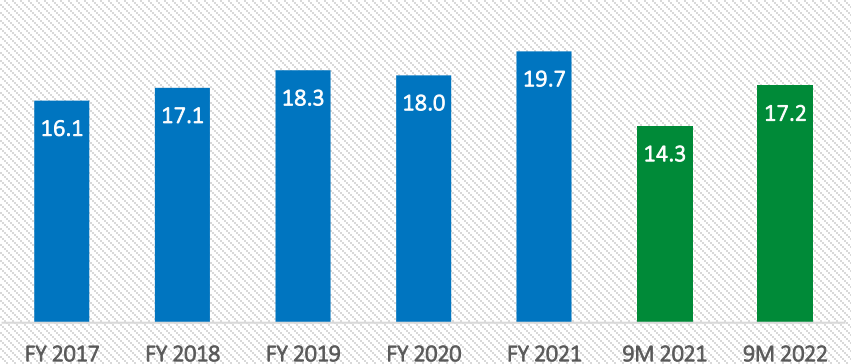
Net Written Premiums (SAR bn)



Net Earned Premiums (SAR bn)



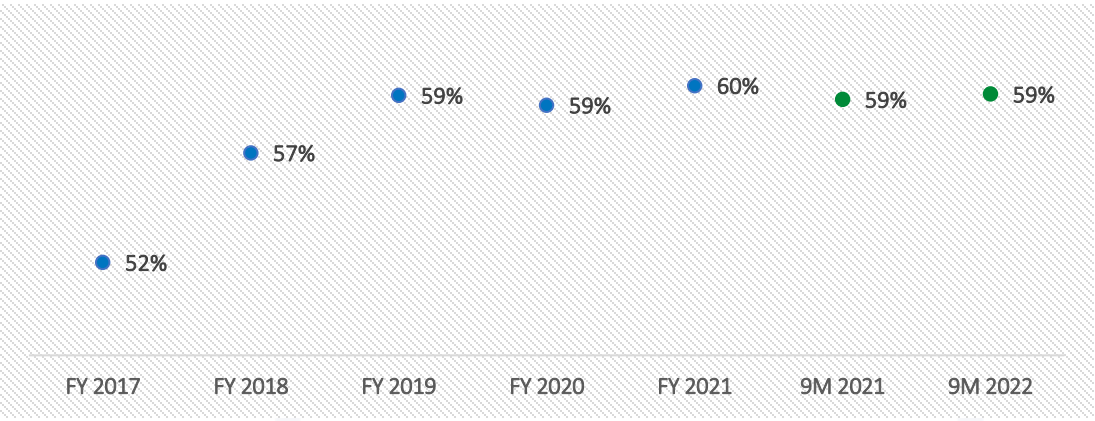
Net Claims Incurred (SAR bn)



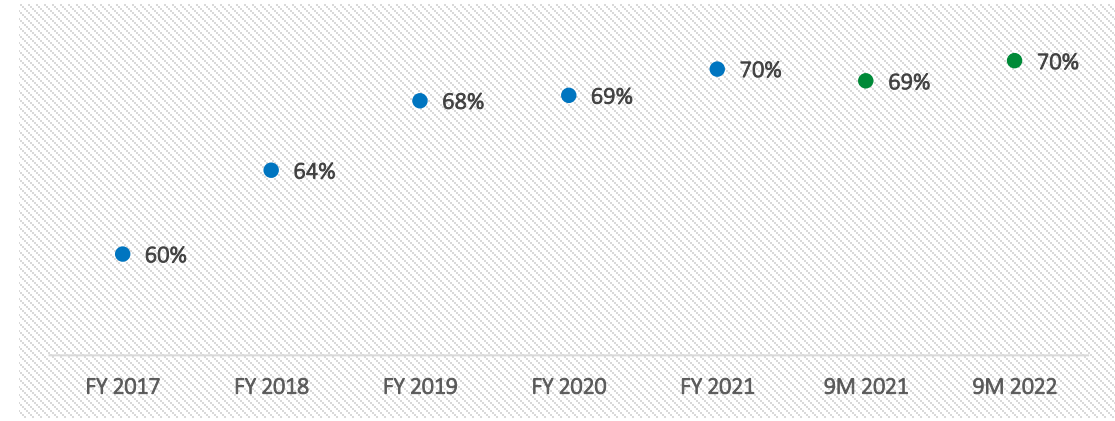
*Sources: Saudi Central Bank, Council of Cooperative Health Insurance

Health Insurance (2-2)

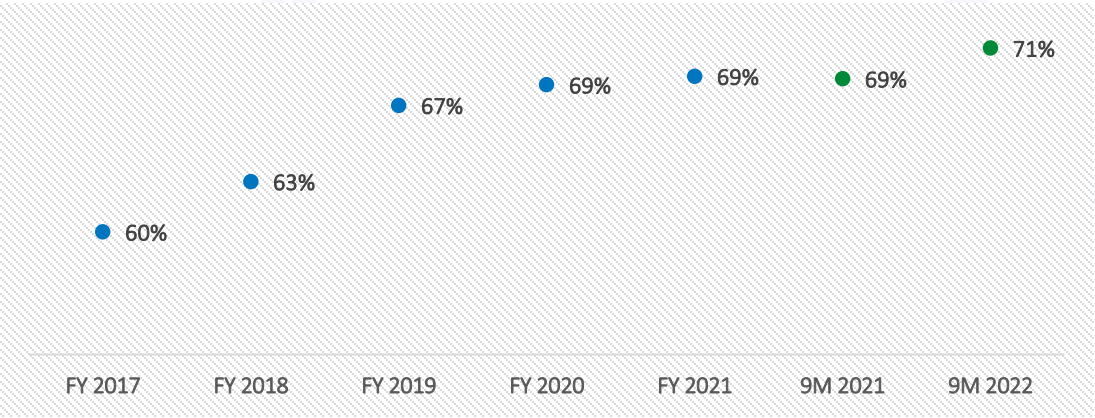
Gross Written Premiums (% of Total Market)



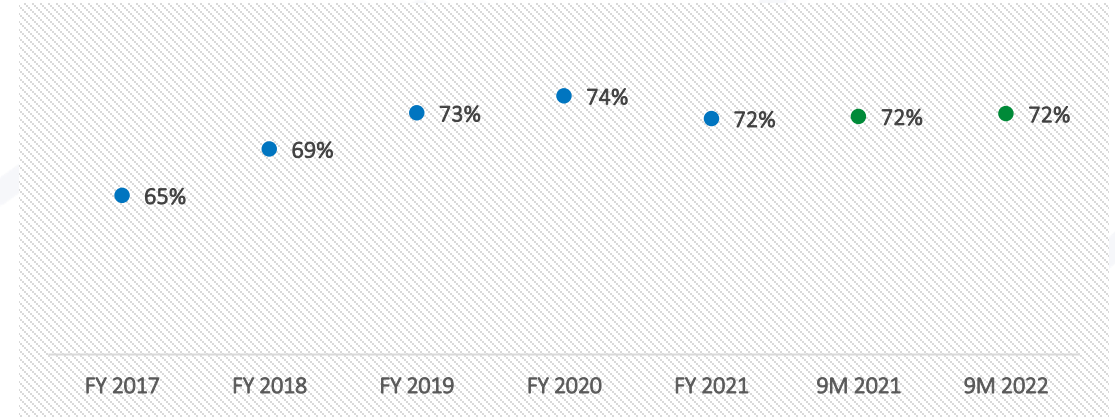
Net Written Premiums (% of Total Market)



Net Earned Premiums (% of Total Market)



Net Claims Incurred (% of Total Market)



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

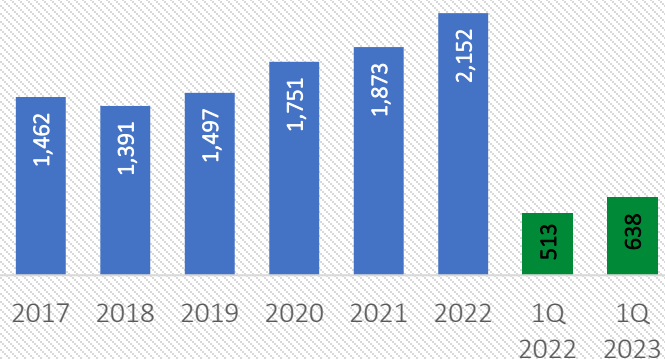
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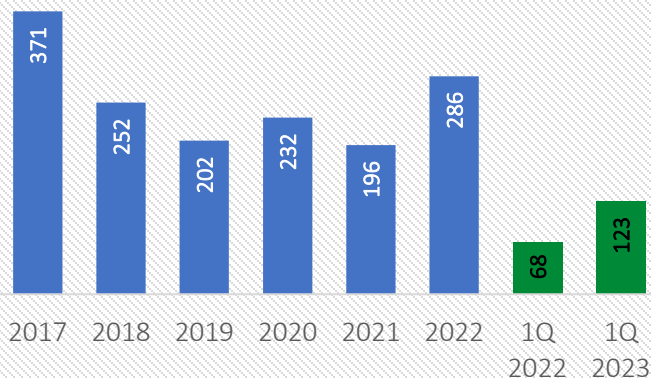
Financial & Operational Highlights

Key P&L Indicators

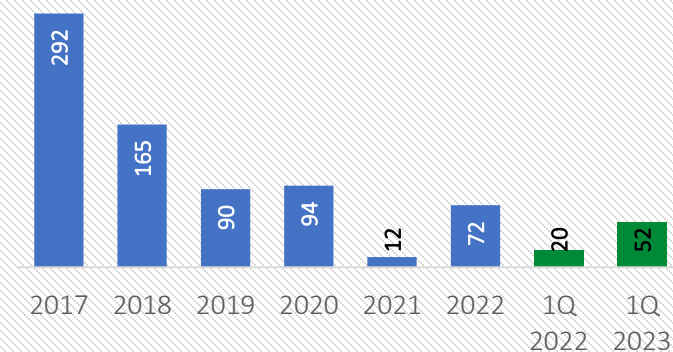
Revenue (SAR mn)



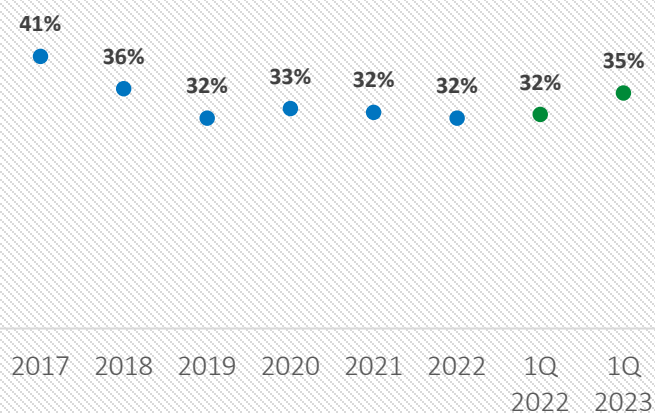
EBITDA (SAR mn)



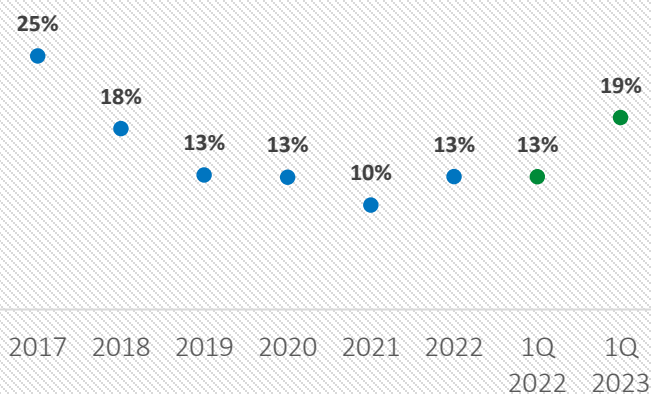
Net Profit After Zakat (SAR mn)



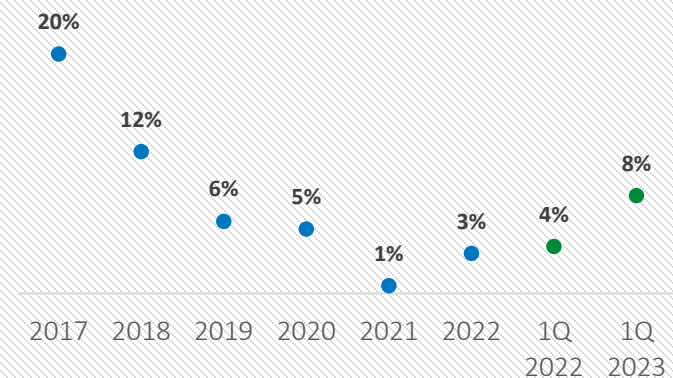
Gross Profit Margin (%)



EBITDA Margin (%)

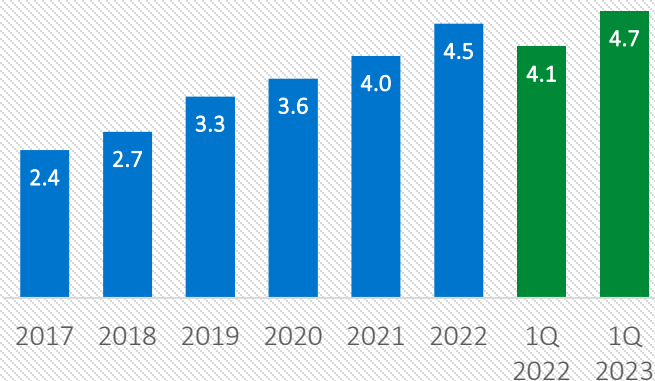


Net Profit Margin (%)

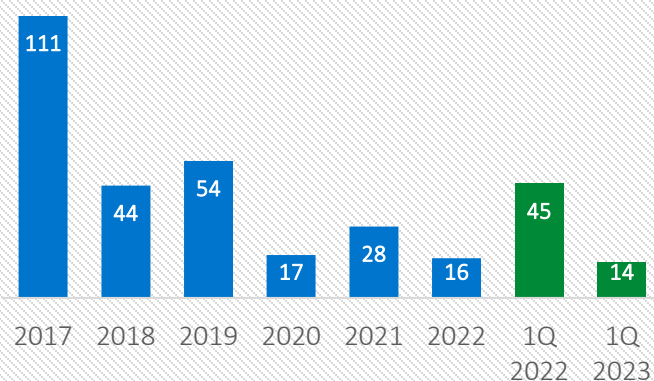


Key Balance Sheet Metrics

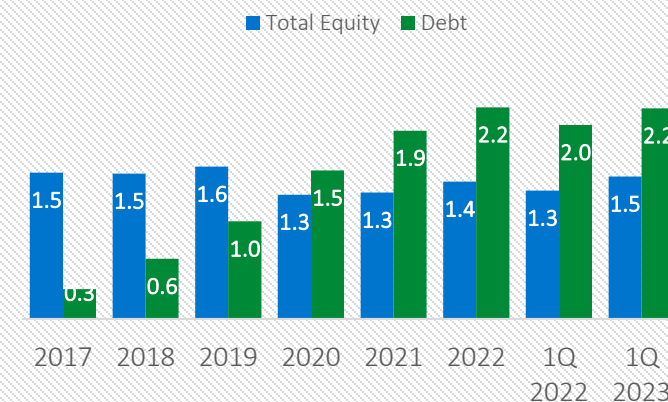
Assets (SAR bn)



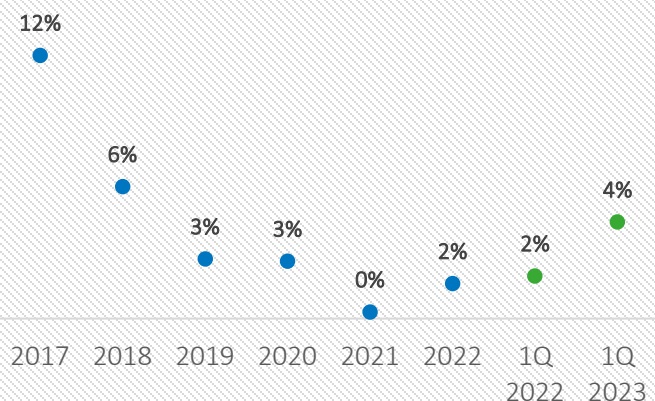
Cash & Cash Equivalent (SAR mn)



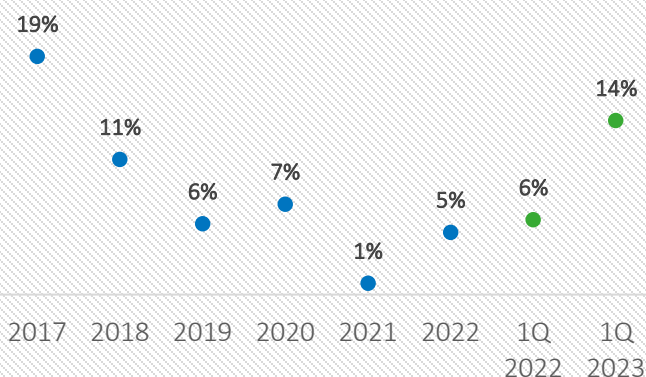
Capital Structure (SAR bn)



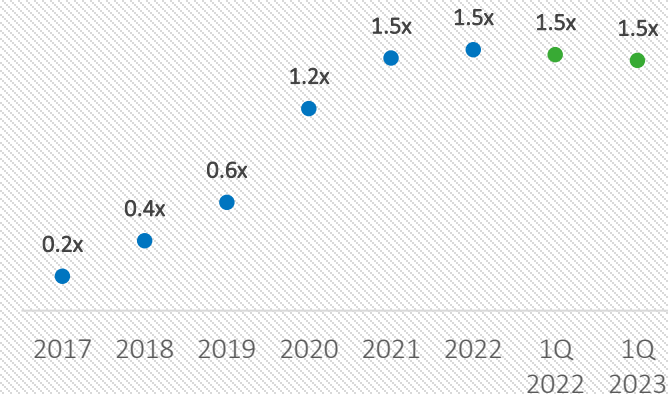
Return on Assets (%) - Annualized



Return on Equity (%) - Annualized

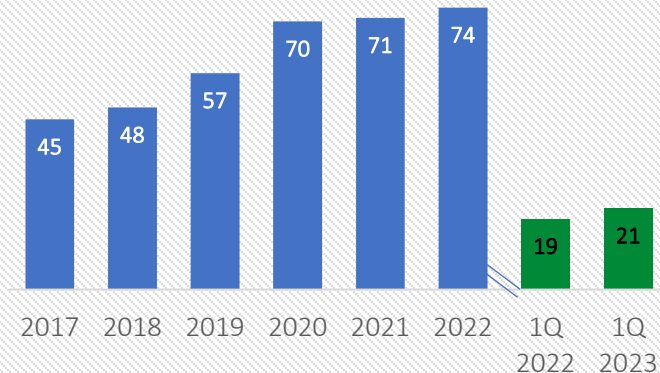


Debt / Equity (x)

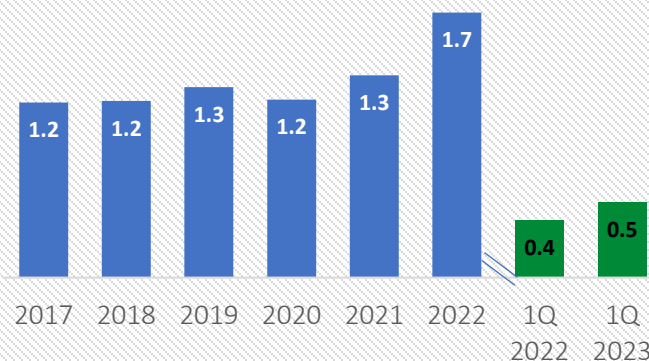


Key Operational Metrics (1-2)

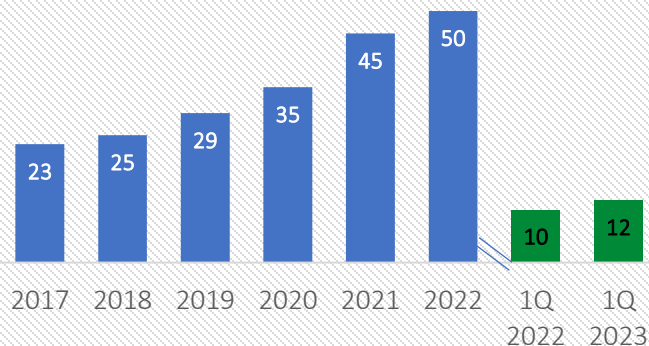
Inpatient Cases (# 000)



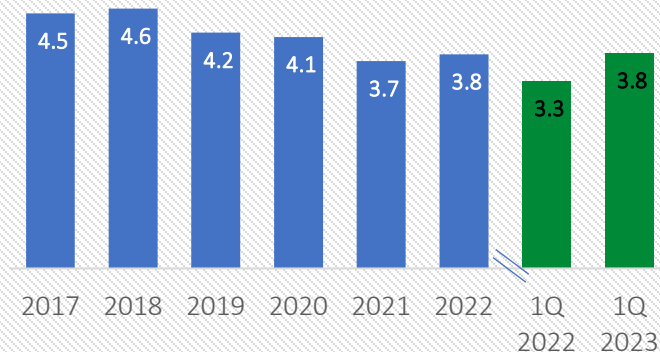
Outpatient Cases (# mn)



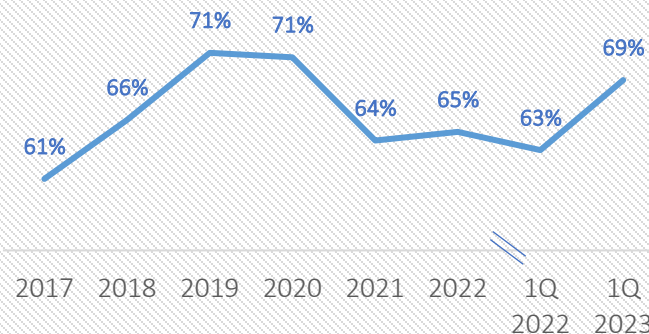
Performed Surgeries (# 000)



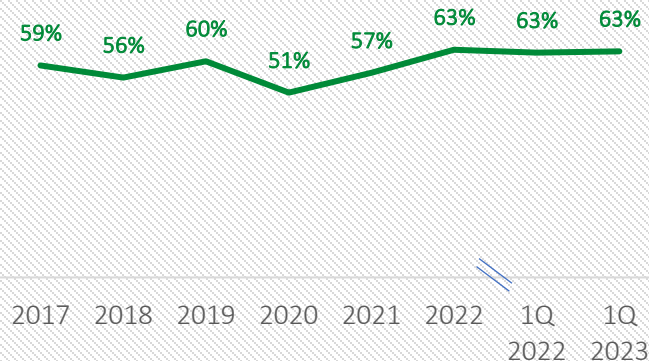
Average Length of Stay (# Days)



Beds Utilization Rate (%)

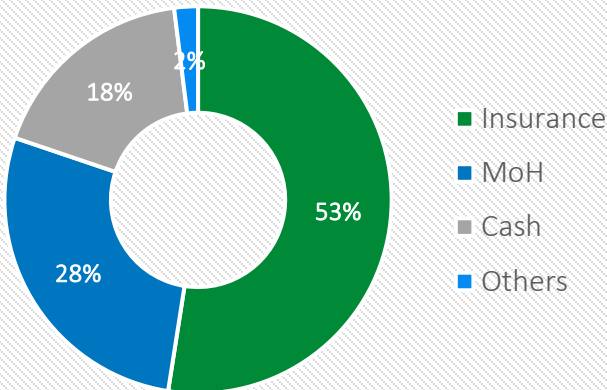


Clinics Utilization Rate (%)

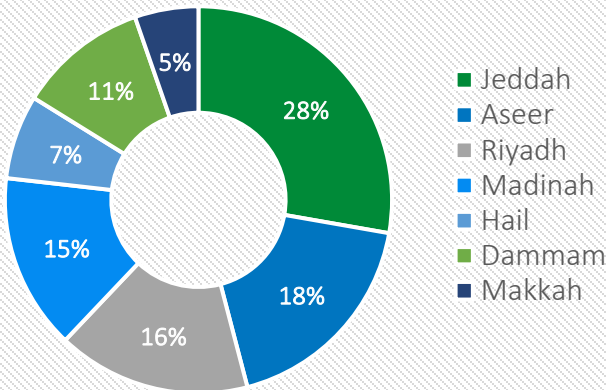


Key Operational Metrics (2-2)

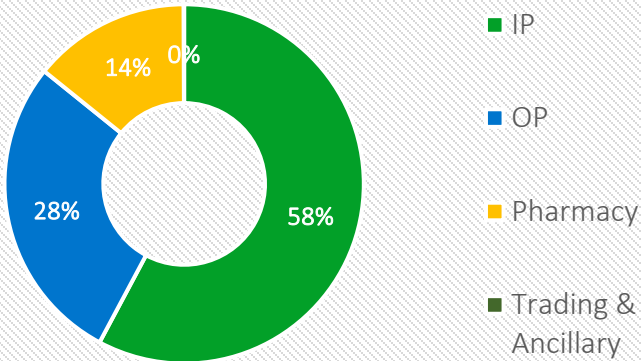
Revenue by Clientele



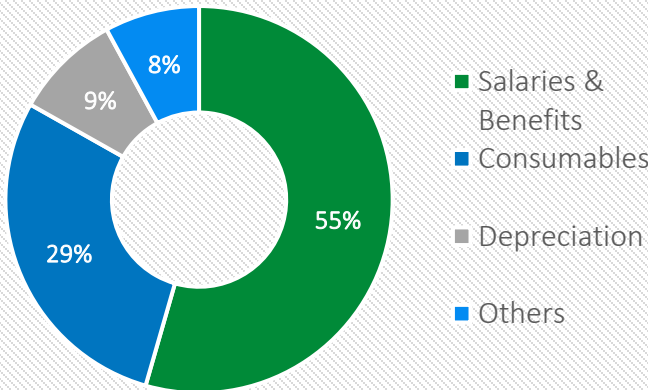
Revenue by Region



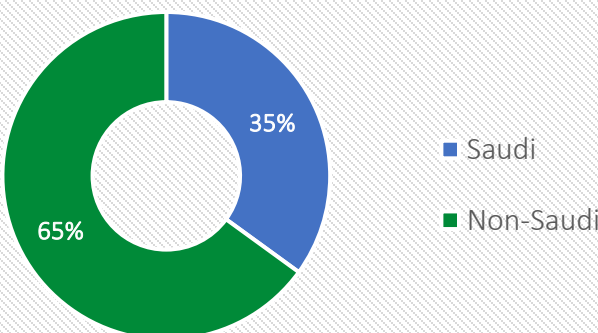
Revenue by Type of Service



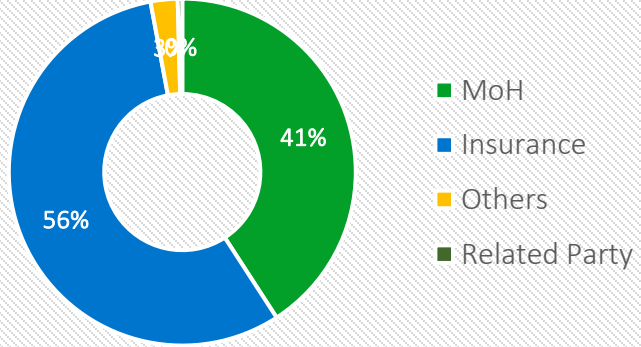
CoGS Breakdown



Saudization Rate (%)



Receivables Breakdown (%)

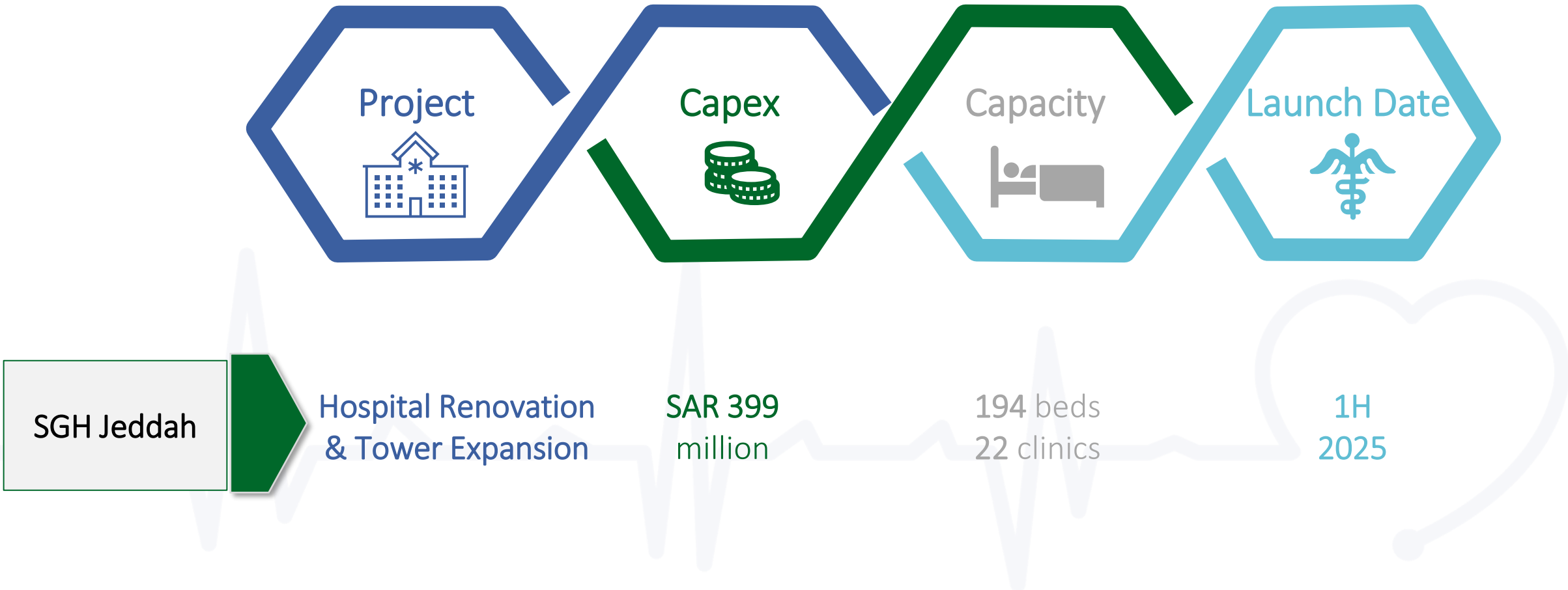


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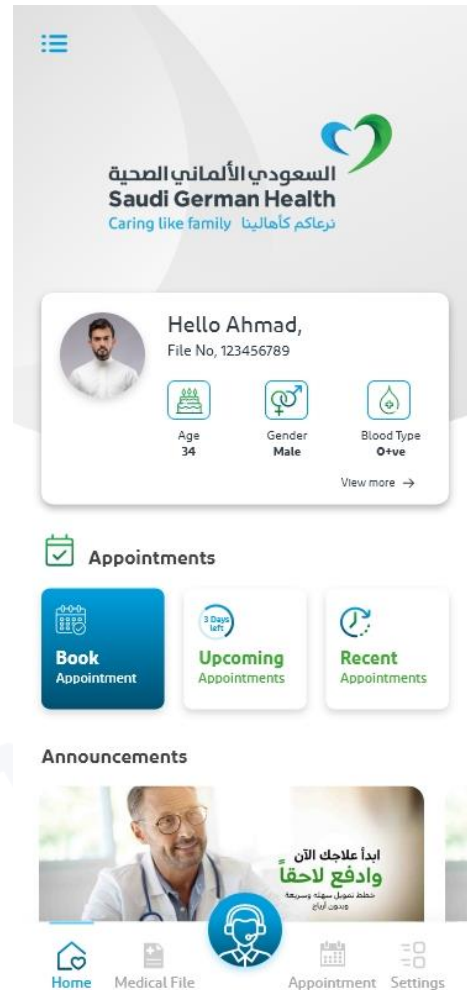
Updates & Strategic Focus



Expansion & CAPEX



Turnaround Revolution



Integration

Diversification

Digital
Transformation

Accreditation

Restructure

Cost
Efficiency

Technology

Patients
Satisfaction

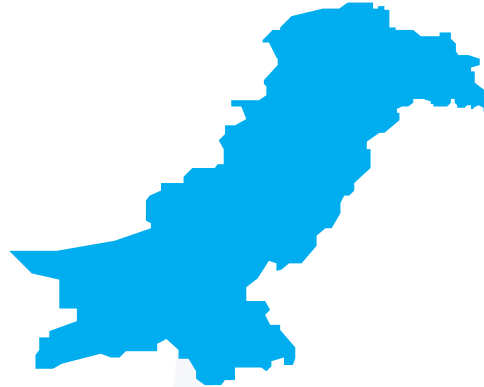
Hospitals Under Management Pipeline

Egypt



- SGH Alex West
- SGH Giza

Pakistan



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

Morocco



- SGH Casablanca

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1Q 2023 Results



Income Statement

(In SAR mn)	1Q 2023	1Q 2022	Change
Revenue	638	513	24%
Cost of Revenue	(412)	(348)	
Gross Profit	225	165	37%
<i>Gross Profit Margin</i>	<i>35.3%</i>	<i>32.1%</i>	
Selling & marketing Expenses	(10)	(5)	
General & Administrative Expenses	(139)	(125)	
Operating Profit	77	35	117%
<i>Operating Profit Margin</i>	<i>12.0%</i>	<i>6.9%</i>	
Other Income	4	2	
Finance Cost	(24)	(12)	
Profit before Zakat	57	26	117%
Zakat	(5)	(6)	
Net Profit	52	20	159%
<i>Net Profit Margin</i>	<i>8.1%</i>	<i>3.9%</i>	
<i>Distributed as:</i>			
Parent Company	50	20	145%
Non-Controlling Interest	(2)	(0)	

Balance Sheet

(In SAR mn)	Mar 2023	Dec 2022
Property and Equipment	2,496	2,471
Right of Use Assets	64	63
Intangible Assets	10	7
Total Non-Current Assets	2,570	2,542
Inventories	131	149
Account Receivable	1,849	1,635
Prepayments and Others	144	157
Cash and Bank Balances	14	16
Total Current Assets	2,137	1,957
Total Assets	4,708	4,499
Share Capital	920	920
Statutory Reserve	202	202
Retained Earnings	294	243
Equity Attributable to Shareholders	1,417	1,365
Non-Controlling Interests	45	43
Total Equity	1,462	1,408
Term Loans	1,158	1,181
Lease Obligations	54	57
Other Non-Current Liabilities	3	7
Deferred Income	9	11
Employees' End of Service Benefits	202	205
Total Non-Current Liabilities	1,426	1,460
Short-Term Borrowings	1,003	991
Other Non-Current Liabilities	7	5
Lease Obligations	14	12
Accounts Payable	524	426
Accrued Expenses and Others	257	188
Zakat Payable	14	9
Total Current Liabilities	1,819	1,631
Total Liabilities	3,246	3,091
Total Liabilities and Equity	4,708	4,499

Thank You

Investor Relations contacts

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JMAIzarkan@sghgroup.net

Khaled Sadek – Group CIO
KESadek@sghgroup.net

