



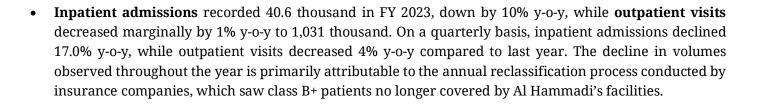
18 March 2024, Riyadh (Saudi Arabia). Al Hammadi Holding ("Al Hammadi" or the "Company"), an owner and operator of premier medical facilities in Saudi Arabia, announces its financial results for the quarter and year ended 31 December 2023 (Q4 2023 and FY 2023). The Company recorded revenues of SAR 1,177 million during FY 2023, marking a 5% increase versus FY 2022. Net profit amounted to SAR 303 million, representing an 18% year-on-year (y-o-y) increase with an associated net profit margin (NPM) of 26%, three percentage points above last year's NPM. On a quarterly basis, revenues decreased by 11% y-o-y to reach SAR 304 million in Q4 2023, primarily due to lower sales at Al Hammadi's vaccine distribution subsidiary, Pharma Serve. Meanwhile, net profit for the quarter declined by 11% y-o-y to SAR 65 million, with a stable NPM of 22% for the three-month period.

Key Financial and Operational Highlights

Financial Highlights (SAR mn)	Q4 2022	Q4 2023	Y-o-Y	FY 2022	FY 2023	Y-o-Y
			Change			Change
Total Revenues	342.6	303. 7	-11.4%	1,122.4	1,176.8	4.8%
Cost of Sales	(214.6)	(197.2)	-8.1%	(702.7)	(743.6)	5.8%
Gross Profit	128.0	106.4	-16.8%	419.7	433.1	3.2%
GPM	37.4%	35.1%	-2.3pts	37.4%	36.8%	0.6pts
Operating Profit	82.1	74.0	-10.0%	295.9	346.8	17.2%
Operating Profit Margin	24.0%	24.4%	0.4pts	26.4%	29.5%	3.1pts
Net Profit	73.2	65.2	-10.9%	257.3	303.3	17.9%
NPM	21.4%	21.5%	0.1 <i>pts</i>	22.9%	25.8%	2.8pts
Operational Highlights ('000)						
Inpatient Volumes	12.6	10.5	-16.6%	45.0	40.6	-9.8%
Outpatient Volumes	287.6	275.0	-4.4%	1,038.5	1,030.7	-0.8%

- Al Hammadi booked total revenues of SAR 1,177 million for FY 2023, representing a 5% y-o-y increase driven by growth across both the Company's medical services and the Group's in-house pharmacies, which posted year-on-year growth of 8% and 10%, respectively. On a quarterly basis, Al Hammadi recorded SAR 304 million in revenues in Q4 2023, marking an 11% y-o-y decrease. Despite the year-on-year decline, revenues in the final quarter of the year recorded the highest quarterly figure for FY 2023, rising 2% above revenues recorded in Q3 2023.
- Net profit reached SAR 303 million in FY 2023, up 18% y-o-y from the SAR 257 million recorded in the previous year, with a net profit margin of 26% in FY 2023 compared to 23% in FY 2022. Improving bottom-line profitability came on the back of robust top-line growth coupled with a significant decrease in costs at the SG&A level and a notable 65% y-o-y reduction in expected credit loss provisions. On a quarterly basis, net profit reported SAR 65 million, down 11% y-o-y but with a net profit margin of 22% compared to 21% in Q4 2022.
- Net debt/equity recorded 3.6% of 31 December 2023 compared to the 10.0% recorded as of 31 December 2022.





Management Comment

The past twelve months have been marked by robust operational and financial progress for the Company but also by great loss as we mourned our esteemed Chairman and founder, Saleh M. Al Hammadi, who passed away in November 2023. Mr. Al Hammadi was not only a fantastic businessman who successfully grew the Al Hammadi group into the leading player that it is today, but he was also an exceptional father, and we hope to honor his legacy by continuing to serve our patients, communities, and shareholders to the best of our abilities.

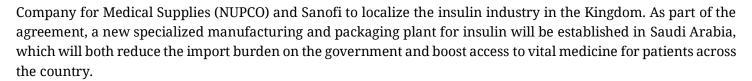
Turning to this year's results, during the past twelve months, we continued to deliver profitable growth while also making significant strides in executing our long-term expansion strategy by increasing our presence in Riyadh and developing our adjacent segments. Most importantly, throughout the year, we delivered world-class quality and care to our patients, driving lasting improvements in the communities we operate in and further establishing the Al Hammadi brand in our chosen markets.

Revenue for the year expanded 5% versus the previous twelve months, driven by solid growth across our medical services and in-house pharmacies. Throughout 2023, in line with our longer-term pricing strategy, we observed a decline in volumes resulting from the annual reclassification process conducted by insurance companies, which elevated our hospitals' ranking to class A/A+/VIP from the previous year's class B+/A/VIP. This particularly impacted patient volumes in Al Suwaidi which is located in a catchment area with lower average disposable income than Al Nuzha. We expect volumes to gradually recover in the coming twelve months as corporate patients adjust to our new classification. Lower volumes were more than offset by the strategic price hikes introduced at the start of the year as well as by our service mix optimization efforts, which saw our facilities increasingly focused on more complicated and expensive procedures during the year. Solid top-line growth, combined with improving cost efficiencies and enhanced collection rates, drove a three-percentage-point increase in our bottom-line margin, showcasing the success of our expansion strategies in delivering sustainable growth for the Group.

In line with our long-term targets to grow inpatient and outpatient capacity, during 2023 we expanded across both our existing hospitals providing them with the room to absorb the expected rise in demand as the government realizes its long-term vision for Riyadh. More specifically, at our Al Suwaidi facility we inaugurated 20 new outpatient clinics as well as 20 new inpatient rooms, while at Al Nuzha hospital we added 20 new outpatient clinics. It is worth noting that across our newly launched clinics in Al Nuzha hospital we successfully maintained utilization rates of 100% throughout the year, highlighting our ability to effectively ramp up new expansions.

While growing our traditional hospital segment, we remained focused on our diversification strategy aimed at expanding across adjacent segments of the healthcare industry to both provide our patients with an integrated experience and support the government's long-term healthcare strategy. On this front, I am happy to report that our in-house pharmacies saw sales rise by 10% y-o-y in 2023. Meanwhile, in October, Sudair Pharmaceuticals, in which Al Hammadi holds a 35% stake, signed a landmark agreement with the National Unified Procurement





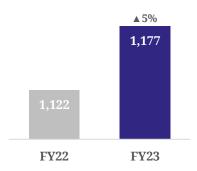
Looking ahead, our priorities in 2024 remain unchanged. Across our existing facilities, we will look to drive revenue growth by introducing strategic price increases and supporting a recovery in patient volumes. In parallel, we are looking to bring online another 20 outpatient clinics at Al Suwaidi hospital, taking the total number of new clinics added in the last two years to 40. At the same time, we will continue to make progress on our longer-term expansions, which will see us launch two new facilities by 2028, adding 400 inpatient rooms and 240 outpatient clinics to our current capacity. Construction work at our Olaya facility is scheduled to begin after the holy month of Ramadan this year and terminate by year-end 2026. Meanwhile, construction work at our facility in Al Narjis is scheduled to kick-off in the final part of this year subject to the receipt of all needed regulatory approvals. Both facilities will be tactically located in the northern part of the capital city, allowing us to capitalize on the area's fast growth in the coming years. These efforts are geared towards maximizing value for our shareholders and further cementing our position as a trusted healthcare partner for our growing patient base. Furthermore, we remain committed to growing our pharmaceutical business, aligning with our overarching goal of becoming a one-stop-shop provider of medical services, while supporting the government's aspirations to enhance self-sufficiency in the pharmaceutical industry. On this front, we are particularly looking forward to the launch of our retail and online pharmacy services, which we are looking to bring online later this year.

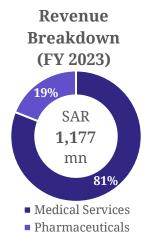
Mohammad S. Al Hammadi

Chief Executive Officer

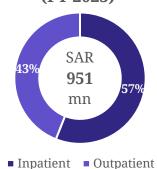








Medical Services Revenue Breakdown (FY 2023)

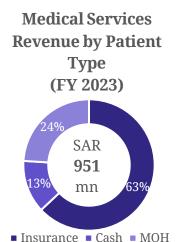


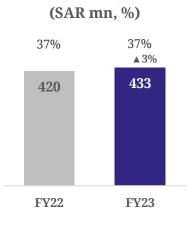
Consolidated Analysis

Financial Review

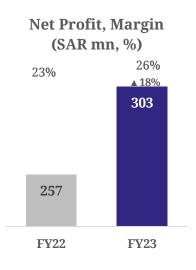
- Al Hammadi recorded SAR 1,177 million in **revenues** in FY 2023, up 5% y-o-y. Top-line was boosted by strong revenues from Al Hammadi's medical services during the period as well as increased sales at the Group's in-house pharmacies. On a quarterly basis, revenues recorded SAR 304 million, reflecting an 11% y-o-y decrease, but a 2% quarter-on-quarter (q-o-q) increase. The year-on-year top-line decline for the quarter was for the most part attributable to lower sales at Pharma Serve.
- Medical services, encompassing both inpatient and outpatient operations at both Al Nuzha and Al Suwaidi hospitals, contributed 81% of the Company's consolidated revenue for FY 2023, compared to 78% in FY 2022. Together, Al Nuzha and Al Suwaidi brought in SAR 951 million in revenues for the period, an 8% increase from the SAR 880 million recorded in the previous year. Al Suwaidi hospital contributed the majority to revenue growth, with revenues from the hospital up by 13% y-o-y. Meanwhile, Al Nuzha's revenue grew by 5% y-o-y in FY 2023. On a patient type basis, growth was primarily driven by higher revenues generated by insurance patients followed by Ministry of Health(MOH) patients in FY 2023. On a segmental basis, both of Al Hammadi's inpatient and outpatient segments grew year-on-year in FY 2023. Inpatient revenues increased by 10% y-o-y to reach SAR 544 million, while outpatient revenue increased by 5% y-o-y to reach SAR 407 million over the period. On a quarterly basis, revenues generated by Al Hammadi's medical services segment stood at SAR 252 million, representing y-o-y and g-o-g increases of 1% and 4%, respectively.
- The Company's **pharmaceutical segment** contributed 19% of consolidated revenues, generating SAR 226 million in FY 2023, down 7% y-o-y. In FY 2023, sales at Al Hammadi's in-house pharmacies (located in Al Nuzha and Al Suwaidi) totaled SAR 199 million, reflecting a 10% increase from the previous year. Revenues at Al Hammadi's subsidiary Pharma Serve stood at SAR 27 million for the year, a 57% y-o-y decline. Lower sales at Pharma Serve partially reflect a high base effect with results in Q4 2022 having been boosted by a SAR 38 million contract secured in the final months of the year. During the quarter, Al Hammadi's pharmaceutical sales amounted to SAR 52 million in Q4 2023, a 97% y-o-y decrease due to the previously mentioned decline at Pharma Serve.





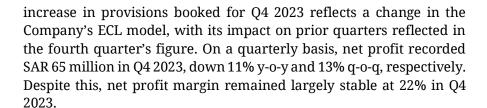


Gross Profit, GPM



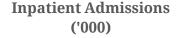
- Cost of revenue reached SAR 744 million for FY 2023, reflecting a 6% y-o-y increase from the SAR 703 million recorded in the previous year. This rise was mainly attributed to higher salaries for medical staff and increased maintenance costs during the period. The Company incurred higher salary expenses due to new staff hires at Al Nuzha's new outpatient clinics and Al Suwaidi's inpatient rooms, as well as annual salary increases for existing staff. It is worth noting that staff for new capacity expansions is hired several months prior to the roll out of new clinics or rooms to allow for proper training to occur. This results in a temporary increase in salaries as a share of revenue, which is expected to normalize as all new additions fully ramp up. As a percentage of revenue, total cost of revenue for the year remained stable at 63% in FY 2023. On a quarterly basis, the cost of revenue decreased by 8% y-o-y to SAR 197 million in Q4 2023.
- **Gross profit** for the year recorded SAR 433 million, up 3% y-o-y from FY 2022 and with a gross profit margin (GPM) of 37%, unchanged from the previous year. On a quarterly basis, gross profit declined 17% y-o-y and 6% q-o-q to record SAR 106 million, with a contracted GPM of 35% in Q4 2023 versus 37% in Q4 2022 and 38% in Q3 2023.
- Sales, general & administrative (SG&A) expenses amounted to SAR 98 million, representing a 5% y-o-y decrease. As a percentage of revenues, SG&A expenditures stood at 8% in FY 2023, lower than the 9% recorded in the previous year. On a quarterly basis, SG&A expenses totaled SAR 19 million in Q4 2023, down 44% from Q4 2022. As a proportion of revenues, SG&A outlays accounted for 6% in Q4 2023, significantly lower than the 10% in Q4 2022, in line with the Group's cost management strategies.
- **Operating profit** reported SAR 347 million in FY 2023, up 17% compared to SAR 296 million booked during last year, while operating margin expanded by three percentage points to reach 30% in FY 2023. On a quarterly basis, Al Hammadi recorded SAR 74 million in operating profits, down 10% y-o-y, but with an improved operating margin of 24%.
- Al Hammadi generated SAR 303 million in **net profit** in FY 2023, reflecting an 18% y-o-y increase from FY 2022. The Company's net profit margin rose by three percentage points to 26% during the year, compared to the 23% recorded in FY 2022. Improved net profitability for the year reflected robust top-line growth coupled with increased cost efficiencies at the SG&A level and a decline in expected credit loss provisions as the Company's efforts to boost collection rates delivered notable improvements. On this front, it is worth noting that the

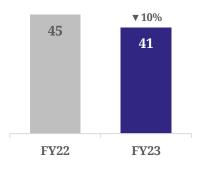




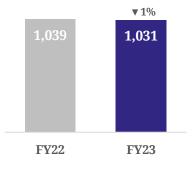
- Al Hammadi complies with a clear **dividend** policy, which entails distributing no less than 60% of annual profits on a quarterly basis to shareholders. Considering its solid results and continuous growth over the year, the Company has distributed SAR 224 million in cash dividends during FY 2023. This represents a 12% increase from the total dividends of SAR 200 million distributed in FY 2022.
- The company's total assets recorded SAR 2,594 million as of 31 December 2023, up from SAR 2,482 million as of year-end 2022.
 Inventories as of 31 December 2023 remained largely unchanged at SAR 57 million.
- Cash and cash equivalents stood at SAR 125 million as of 31 December 2023, up from SAR 61 million as of 31 December 2022. The Company's current and quick ratios stood at 2.8 and 2.6 as of 30 December 2023, versus 2.4 and 2.2, respectively, as of year-end 2022.
- The Company recorded **total debt** of SAR 193 million as of 31 December 2023, down from SAR 232 million as of year-end 2022. Total debt is composed of SAR zero million in commercial loans and SAR 193 million in zero-interest government grants. Meanwhile, **net debt** stood at SAR 67 million as of 31 December 2023, down from SAR 172 million as at year-end 2022.
- Shareholders' equity stood at SAR 1,845 million as of 31 December 2023, up from the SAR 1,711 million recorded as of year-end 2022. The Company recorded debt/equity of 10.4% as of 31 December 2023 compared to 13.6% as at year-end 2022. Meanwhile, net debt/equity came in at 3.7 % as of 31 December 2023, down from 10.0% at the end of FY 2022.







Outpatient Visits ('000)



Operational Review

- On a Group level, Al Hammadi recorded 40,561 inpatient admissions during the year, representing a 10% y-o-y decline primarily due to the reclassification of Al Hammadi's facilities with insurance companies. However, revenues remained robust as the Company implemented strategic price increases and admitted a higher volume of complex cases throughout the year. Al Nuzha hospital contributed 60% of total inpatient admissions in FY 2023, up from a 58% contribution in FY 2022. The Company's Al Suwaidi hospital accounted for the remaining 40% of inpatient admissions during the year (versus 42% during FY 2022). On a quarterly basis, inpatient admissions declined 17% compared to Q4 2022 but were up 13% compared to Q3 2023.
- In FY 2023, Al Hammadi recorded 1,030,731 **outpatient admissions**, down marginally compared to FY 2022. Al Nuzha hospital accounted for 62% of all outpatient examinations during the year, while Al Suwaidi hospital contributed the remaining 38% of total outpatient visits for the twelve-month period, consistent with last year's figure. In Q4 2023, outpatient visits decreased 4% y-o-y and 14% q-o-q, respectively.
- Al Hammadi reported high and steady utilization rates across both its hospitals and patient segments throughout 2023. At the inpatient segment, the Company's Al Nuzha hospital recorded an average utilization rate of 80% across its currently operational beds, while Al Suwaidi hospital registered 60%. At the outpatient segment, utilization rates stood at 100% at Al Nuzha Hospital and 85% at Al Suwaidi hospital, respectively.
- Throughout 2023, the Group continued to deliver on its **expansion strategy**. At the start of the year, Al Hammadi introduced 20 new inpatient beds at Al Suwaidi Hospital. On the outpatient front, Al Hammadi launched the first phase of its outpatient expansion at Al Suwaidi with the roll out of 20 new clinics in the final months of 2023. This will be followed by an additional 20 clinics later in 2024. At Al Nuzha hospital, the Group also launched 20 new outpatient clinics which have ramped up very effectively, maintaining average utilization rates of 92% throughout 2023. As part of its long-term growth strategy, Al Hammadi aims to inaugurate two new hospital facilities across Riyadh. The first, scheduled for inauguration in 2026, will be the Olaya facility, featuring 200 inpatient rooms, 120 outpatient clinics, and two specialized centers in sports medicine and oncology. The second, Al Narjis hospital, slated for 2028, will also comprise 200







EARNINGS F

inpatient rooms, 120 outpatient clinics, and two centers specializing in rehabilitation and plastic surgery.

- End -





Consolidated Income Statement

SAR mn	04.2022	Q4 2023	<i>Y-o-Y</i>	FY 2022	FY 2023	<i>Y-o-Y</i>
	Q4 2022		Change	F Y 2022		Change
Revenue	342.6	303.7	-11.4%	1,122.4	1,176.8	4.8%
Cost of revenue	(214.6)	(197.2)	-8.1%	(702.7)	(743.6)	5.8%
Gross Profit	128.0	106.4	-16.8%	419.7	433.1	3.2%
GPM	37.4%	35.1%	2.3pts	37.4%	36.8%	-0.6pts
Selling and marketing expenses	(4.9)	(3.5)	-29.2%	(10.2)	(9.3)	-9.4%
Administrative and general expenses	(29.1)	(15.5)	-46.8%	(92.3)	(88.6)	-4.0%
Expected credit loss provision	(18.7)	(25.4)	35.4%	(54.3)	(19.0)	-65.0%
Impairment loss on investment in						
subsidiaries	-	(3.1)	-	-	(3.1)	-
Other operating income	6.3	12.0	89.1%	29.0	29.4	1.5%
Share of profit in subsidiaries	0.5	2.9	-	4.1	4.2	2.7%
Operating Profit	82.1	74.0	-10.0%	295.9	346.8	17.2%
Operating profit margin	24.0%	24.4%	0.4pts	26.4%	29.5%	3.1pts
Finance costs	(7.2)	(6.1)	-14.1%	(21.7)	(25.8)	18.9%
Net profit before Zakat	75.0	67.8	-9.6%	274.2	321.0	17.1%
Zakat expenses	(1.8)	(2.6)	-	(16.8)	(17.6)	-
Net profit for the period	73.2	65.2	-10.9%	257.3	303.3	17.9%
NPM	21.4%	21.5%	0.1pts	22.9%	25.8%	2.8%
Earnings per share:	0.46	0.41	-10.9%	1.61	1.90	17.9%





SAR mn	31 December 2022	31 December 2023
<u>ASSETS</u>		
Non-current assets		
Property and equipment	1,606.2	1,658.6
Advance payments for acquisition of property and equipment	95.8	-
Intangible assets and goodwill	28.5	23.7
Investment in associates	124.2	128.4
Total non-current assets	1,854.8	1,810.7
Current Assets		
Inventories	56.2	56.6
Other receivables	7.2	9.8
Prepayments	14.8	21.8
Contract assets	7.3	9.5
Trade receivables	481.1	560.8
Cash and cash equivalents	60.6	125.2
Total current assets	627.1	783.8
TOTAL ASSETS	2,481.8	2,594.4
SHAREHOLDER'S EQUITY AND LIABILITIES		
SHAREHOLDER'S EQUITY		
Share capital	1,600.0	1,600.0
Statutory reserve	37.0	67.4
Retained earnings	73.5	177.6
TOTAL SHAREHOLDER'S EQUITY	1,710.6	1,844.9
LIABILITIES		
Non-current liabilities		
Loans	203.0	163.8
Government grants	114.9	105.8
Lease liabilities	114.5	108.0
Employees' terminal benefits	78.8	88.2
Total non-current liabilities	511.2	465.9
Current liabilities		
Loans	29.2	28.7
Government grants	9.1	9.1
Lease liabilities	14.5	13.5
Accrued zakat	16.9	17.8
Trade payables	87.0	74.9
Accrued expenses	35.5	52.6
Other payables	25.0	28.3
Contract liabilities	42.8	58.5
Total current liabilities	260.1	283.6
TOTAL LIABILITIES	771.3	749.5
TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES	2,481.8	2,594.4
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SAR mn	31 December 2022	31 December 2023
OPERATING ACTIVITIES		
Net profit	257.3	303.3
Adjustments to reconcile net profit to cash flow	-	-
Depreciation of property and equipment and right of use assets	96.7	97.0
Amortization of intangible assets	3.7	3.1
Losses on disposals from discontinued operations	- -	-
Losses on disposals of property and equipment	-	1.5
Gain on disposals of right of use assets	-	(0.5)
Impairment losses of goodwill	_	3.1
Company share of profits from associate	(4.1)	(4.2)
Provision from slow-moving inventory	0.9	0.1
Impairment loss on trade receivables and other debit balances	54.3	19.0
Patient deposits	-	(6.5)
Government grants released	(17.4)	(9.1)
Current services cost of employees' terminal benefits	11.9	11.8
Reverse of legal provision	-	11.0
Contract liability generated during the period	45.5	47.4
Finance expenses	21.7	25.8
Zakat charge during the period	16.8	17.6
Zakat charge during the period	487.4	509.6
Working capital adjustments	407.4	303.0
Inventories	(3.5)	(0.5)
Other receivables	(3.3)	(2.6)
Prepayments	(3.5)	(8.3)
Contract assets	(8.5)	6.4
Net changes in related parties	2.7	(8.6)
Trade receivables	(162.3)	(107.3)
Trade payables	17.5	(7.6)
Accrued expenses	12.8	17.1
Other payables	(4.3)	8.9
Contract liability	(55.0)	(31.7)
Employees' terminal benefits paid	(8.5)	(7.8)
Zakat paid	(18.2)	(16.7)
NET CASH GENERATED FROM OPERATING ACTIVITIES	253.3	
INVESTING ACTIVITIES	255.5	351.0
	(10.7)	(50.5)
Purchase of property and equipment Advance payments for acquisition of property and equipment	(16.7)	(53.5)
Cash proceeds from sale of property and equipment	(95.8)	-
	- (0.1)	- (1.2)
Purchase of intangible assets	(0.1)	(1.3)
Investment in associate	- (440.0)	(54.0)
NET CASH USED IN INVESTING ACTIVITIES	(112.6)	(54.8)
FINANCING ACTIVITIES	- 440.0	
Proceeds from bank borrowings	146.2	54.1
Repayment of bank and government borrowings	(135.0)	(102.8)
Lease liability paid	(8.2)	(11.7)
Finance cost paid	(5.1)	(4.0)
Dividends paid	(199.0)	(167.1)
NET CASH USED IN FINANCING ACTIVITIES	(201.0)	(231.5)
Net change in cash and cash equivalents	(60.3)	64.6
Cash and cash equivalents at the beginning of the period	120.9	60.6
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	60.6	125.2





About Al Hammadi Holding

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 220 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 Association for the Advancement of Blood & Biotherapies, Joint Commission on Accreditation of Healthcare Organizations(JCI), Healthcare Information and Management Systems Society(HIMSS), Saudi Central Board for Accreditation of Healthcare Institutions (CBAHI), American College of Cardiology (ACC) accreditation, and College of American Pathologists.

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