



**Al Hammadi
Holding**

Al Hammadi Holding

Results Presentation

1H 2025



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Holding**

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About Al Hammadi Holding

Al Hammadi is an integrated healthcare company and premier hospital operator providing world-class healthcare services to hundreds of thousands of local and foreign residents...

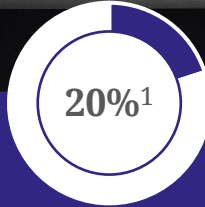
An Integrated Healthcare Company



80%¹

Hospitals

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.



20%¹

Pharmaceuticals

Al Hammadi also offers pharmacy services through a network of physical stores (currently located within its hospitals) and a growing online presence. The Group is also active in the vaccine import segment through its subsidiary, Pharma Serve, and in the pharmaceutical manufacturing space through Sudair Pharma Company (SPC), in which Al Hammadi holds a 35% stake.

 600 Inpatient Rooms	 26 Operating Rooms	 220 Outpatient Clinics
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 2 In-hospital Pharmacies	 2 Pharmaceutical Production Lines (insulin and respiratory medicines) at SPC
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Our Accreditations



- Al Hammadi Family
- Institutional Investors
- Individual Investors

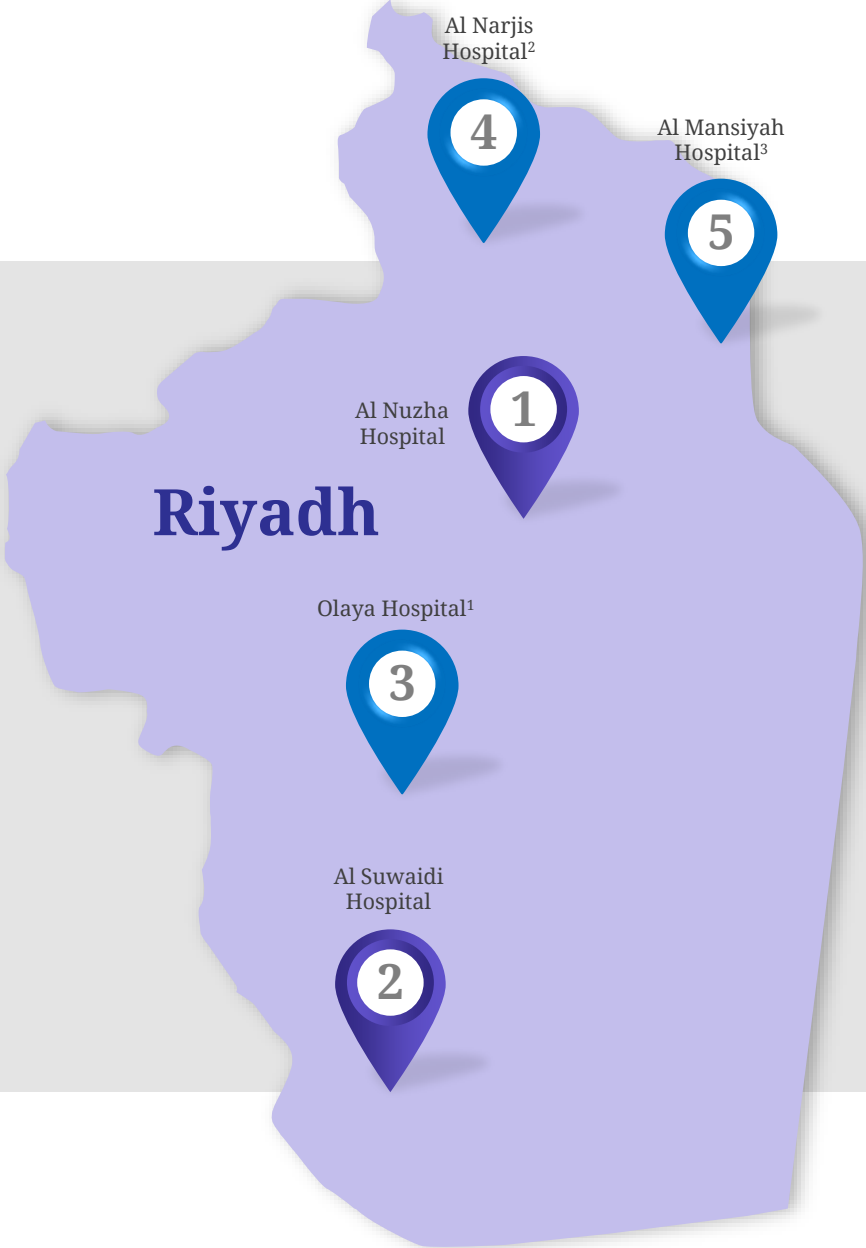
¹Share of 1H 2025 consolidated revenues.

The Company enjoys widespread coverage spanning the entire Saudi capital

Al Hammadi operates two state-of-the-art facilities, Al Nuzha and Al Suwaidi hospitals, strategically located in the heart of Riyadh.

Over the coming five years, the Group is working to more than double existing capacity with the launch of three new hospitals across Riyadh. The first one to come online in 2026 will be the Group's Olaya facility where renovation works have been ongoing since mid-2024. Al Hammadi plans to launch its fourth medical facility, Al Narjis hospital, in 2028, and its fifth facility, Al Mansiyah hospital, in 2030.

Across all facilities, the Group is also developing a wide range of centers of excellence to ensure it continues to provide its growing patient base with the latest treatments and expertise available in the industry.



1. Temporarily closed for renovations and planned to reopen in 2026

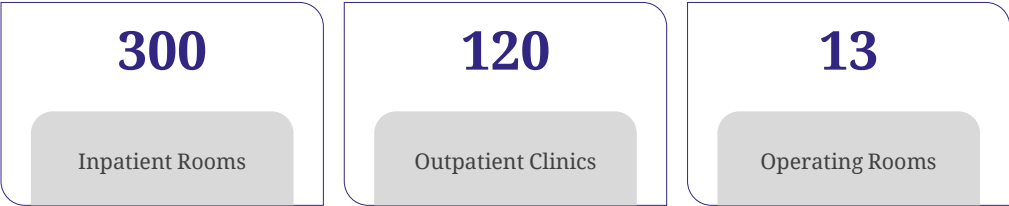
2. Planned launch in 2028

3. In November 2024, Al Hammadi purchased a plot of land in Al Mansiyah district, intended for the construction of its fifth hospital

Al Hammadi operates two premier hospitals in the heart of Riyadh providing a wide range of world-class services to thousands of patients

Al Nuzha Hospital

Located in the northeast neighborhood of Riyadh, Al Nuzha Hospital was inaugurated in 2018. The hospital was originally established to cater to middle-upper class patients, with an overall capacity of 600 rooms and 120 outpatient clinics. In 2022, the hospital was converted into 300 rooms as it implemented a premiumization strategy and is equipped to handle a wide range of medical cases because of its state-of-the-art technology and world-class staff.



Specializations

Cardiology	Endocrinology
Orthopedics	Bariatric Surgery

Additional Services

In-house pharmacy services
177 k Mobile Services Users

Al Suwaidi Hospital

Launched in 2015 and located in southwest Riyadh, Al Suwaidi Hospital boasts 300 rooms and 100 outpatient clinics. Only 180 rooms of the hospital's total capacity are operational, leaving ample room for strategic expansion within the hospital. Al Hammadi plans to leverage this extra capacity to attract more middle-upper class patients who currently opt for cheaper alternatives by introducing discount packages. The hospital is renowned for its stellar service and highly trained medical professionals.



Specializations

Cardiology	Dermatology
Pediatrics	Obstetrics and Gynecology


Additional Services

In-house pharmacy services
74 k Mobile Services Users

The Group's ambitious growth plans will see it more than double its capacity by 2030, enabling it to capitalize on the city's growing healthcare demand

Al Suwaidi Hospital

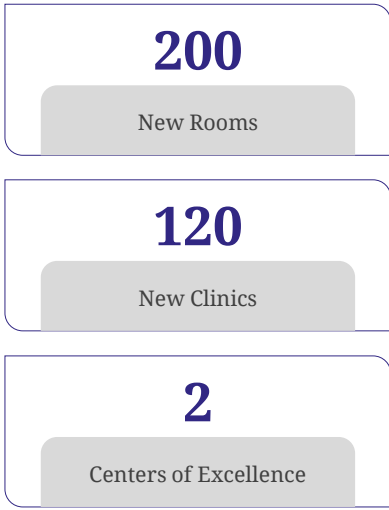
Al Hammadi is looking to leverage Al Suwaidi's spare capacity to attract additional patients who currently choose cheaper healthcare alternatives in the area with new discounted packages.



120
Non-operating Rooms
20
New Clinics (Scheduled for roll out in 2025)

Olaya Hospital

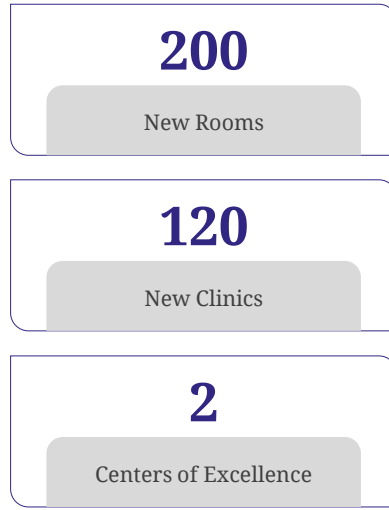
Originally launched in 1985, Olaya is Al Hammadi's first hospital consistently delivering high-quality services until its temporary closure in 2021. Following its renovation, the hospital will house two centers of excellence focused on sports medicine and oncology.



200
New Rooms
120
New Clinics
2
Centers of Excellence

Al Narjis Hospital

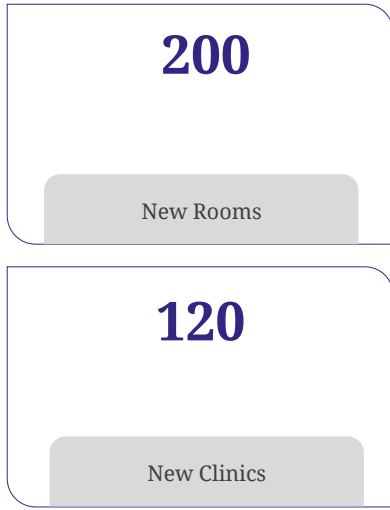
The Group plans to open its fourth portfolio hospital in 2028, located in the Al Narjis area of Riyadh, and housing two centers of excellence focused on rehabilitation and plastic surgery.



200
New Rooms
120
New Clinics
2
Centers of Excellence

Al Mansiyah Hospital

The Group plans to inaugurate its fifth hospital in 2030, located in the Al Mansiyah district, in the northeastern part of Riyadh, with a focus on family medicine.



200
New Rooms
120
New Clinics



Market Overview

Guided by the Health Sector Transformation Plan, Saudi Arabia is developing a healthcare sector that is more comprehensive, effective, and integrated

Some of Vision 2030 key healthcare targets



Boost access to healthcare and insurance



Increase life expectancy



Localize medical and pharmaceutical supply chains



Digitize healthcare

The government is looking to shift provision of healthcare increasingly to the private sector

The private sector is being called to **help bridge the existing supply gap**, drive innovation, and support care quality enhancements. As part of the government’s **privatization** strategy, PPPs are becoming an increasingly popular operating model across the healthcare sector.

SAR **145** Billion

Estimated private sector healthcare contribution in 2030 (vs. SAR 72 billion in 2020)

50%

Targeted private sector participation in healthcare (vs. 20% currently)

Strong focus on accelerating growth in insured lives

Private health insurance is set to achieve a fivefold increase in the coming years, driven by population growth, better employment trends (Saudization, job creation, etc.) and other supporting factors (holders of premium residency, higher number of tourists, etc.).

5x

Growth in private health insurance

54%

Of population covered by health insurance by 2030 (vs. 32% in 2023)

Locally producing critical pharmaceuticals and medical supplies is a key target

As part of its manufacturing localization strategy, the government **has identified pharmaceuticals and medical supplies as two of its nine key sectors of focus and high potential.**

40%

Targeted localization of pharmaceutical manufacturing by 2030

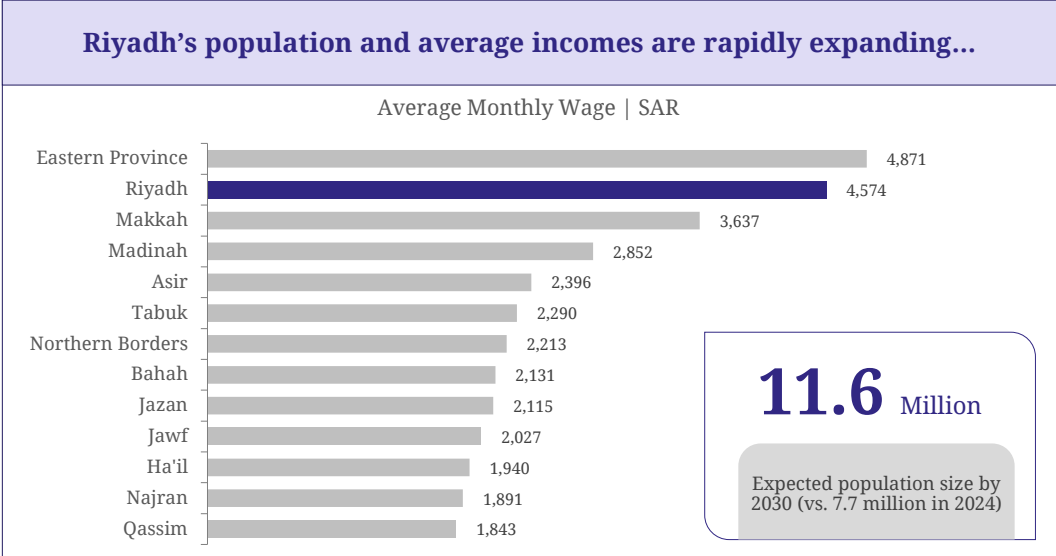
15%

Targeted localization of medical supplies manufacturing by 2030

Sources: Saudi Vision 2030, Saudi Arabia’s Ministry of Health, Saudi Arabia Council for Health Insurance, National Industrial Development and Logistics Program (NIDLP), Jadwa Investment, and EFG Hermes

Riyadh stands at the center of Vision 2030 as the city works to become a regional hub of business, culture and entertainment

Riyadh stands as Vision 2030’s poster child, aiming to become a regional hub for



...supported by a wide range of public and private sector initiatives

HQ Relocation

With international companies having to relocate regional headquarters to the Kingdom, many are choosing Riyadh as their new home.

Megaprojects

10 mega projects have been announced in Riyadh which over the coming years are expected to boost the city's economy, employment, and ultimately tourism.

Expo 2030

Riyadh is gearing up to host Expo 2030 which is expected to attract more than 40 million visitors in the space of six months.

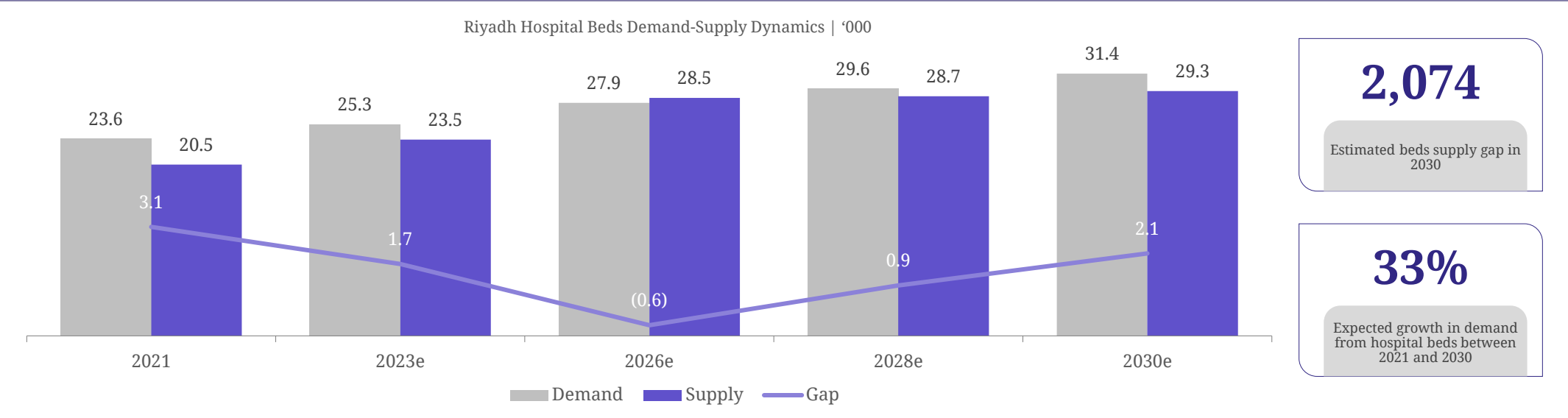
Residency Schemes

Multiple new residency schemes have been launched to attract expatriates to Saudi Arabia and particularly Riyadh.

Sources: Saudi Vision 2030 and the General Authority for Small and Medium Enterprises: Business Atlas 2024

Rapid movement of people and capital to the city is driving up demand for high-quality healthcare, opening up the door to vast growth opportunities for the private sector

Rising population, income, insurance penetration levels is putting pressure on healthcare providers with the supply gap for hospital beds widening as we head towards 2030



Supply gap to persist despite large investment commitments from major private players in the city

Dr. Sulaiman Al Habib Group

The Group has planned major expansions in Riyadh. This will include the upgrading of one facility, Al Hamra Hospital, and the opening of four new facilities, with Shamal Al Riyadh being its largest project (500-bed capacity).

Al Hammadi Holding

Is looking to inaugurate three new facilities adding around 600 beds to its existing capacity. The three hospitals will also house 360 new outpatient clinics and new centers of excellence

Dallah Healthcare

Will launch a new hospital with a planned capacity of 250 beds and expand two existing ones to add a total of around 350 beds to its existing portfolio.

Fakeeh Care Group

Has recently inaugurated a new 200-bed facility in the capital city.

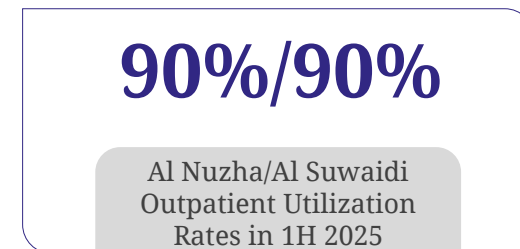
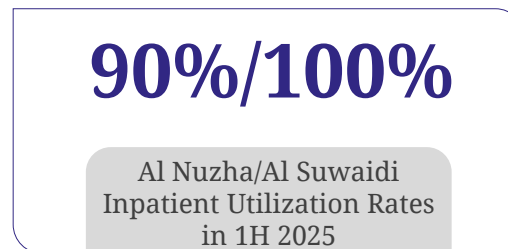
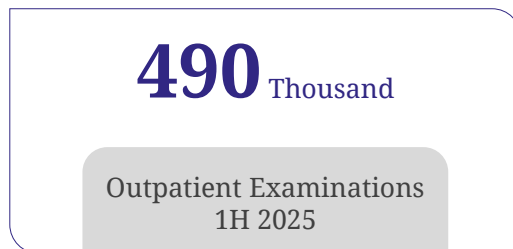
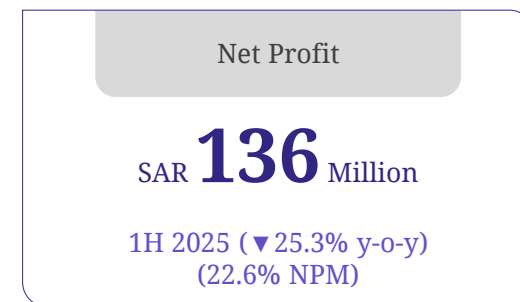
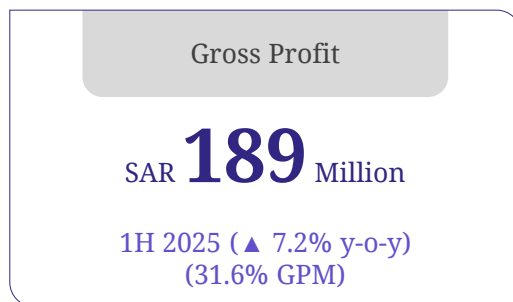
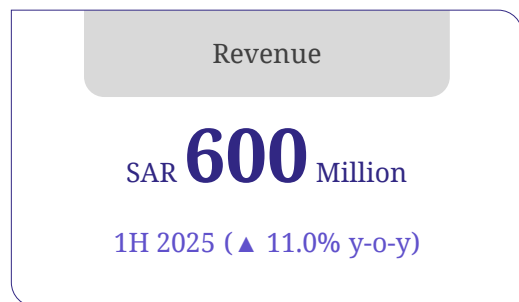
Sources: Saudi Arabia's Ministry of Health (MoH), MEED, Company Annual Reports, JLL Healthcare Analysis



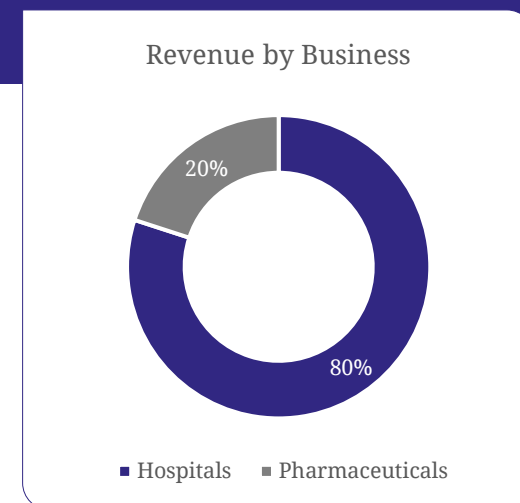
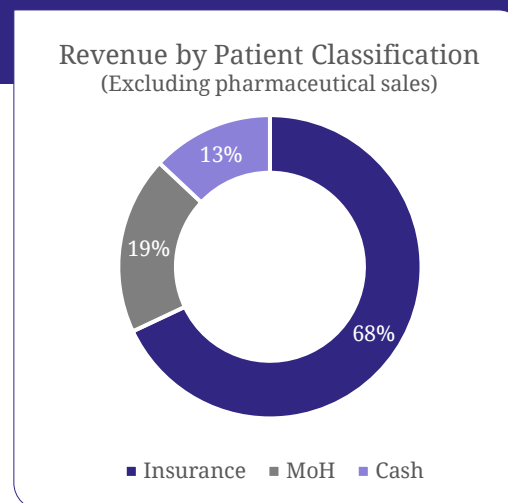
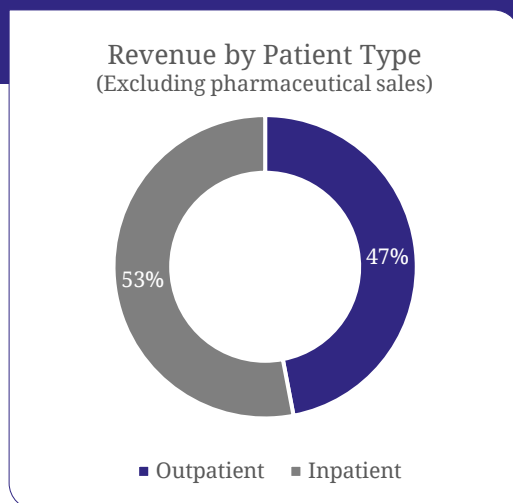
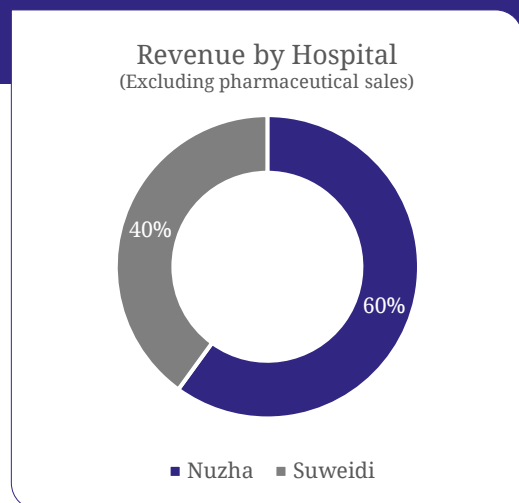
1H 2025 Results Overview

1H 2025 Results Snapshot

Al Hammadi closes the first half of 2025 with solid top-line growth, supported by growing patient volumes across both its Al Nuzha and Al Suweidi hospitals.

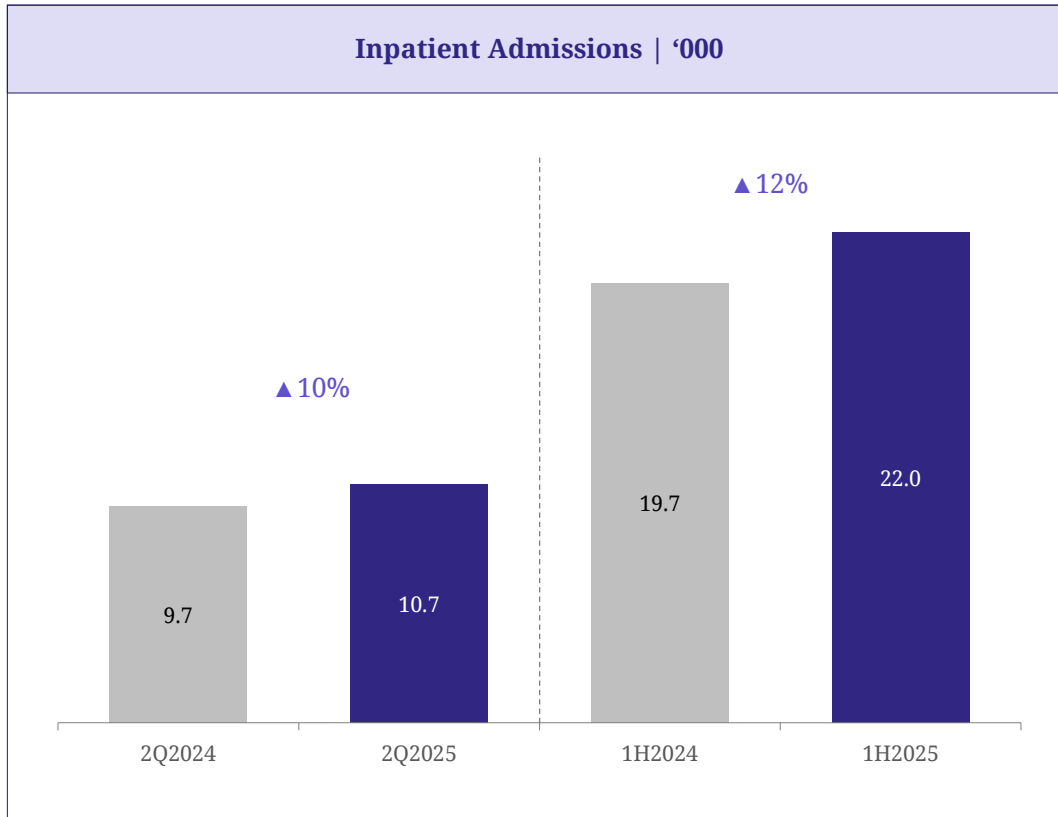


Revenue Contribution Breakup



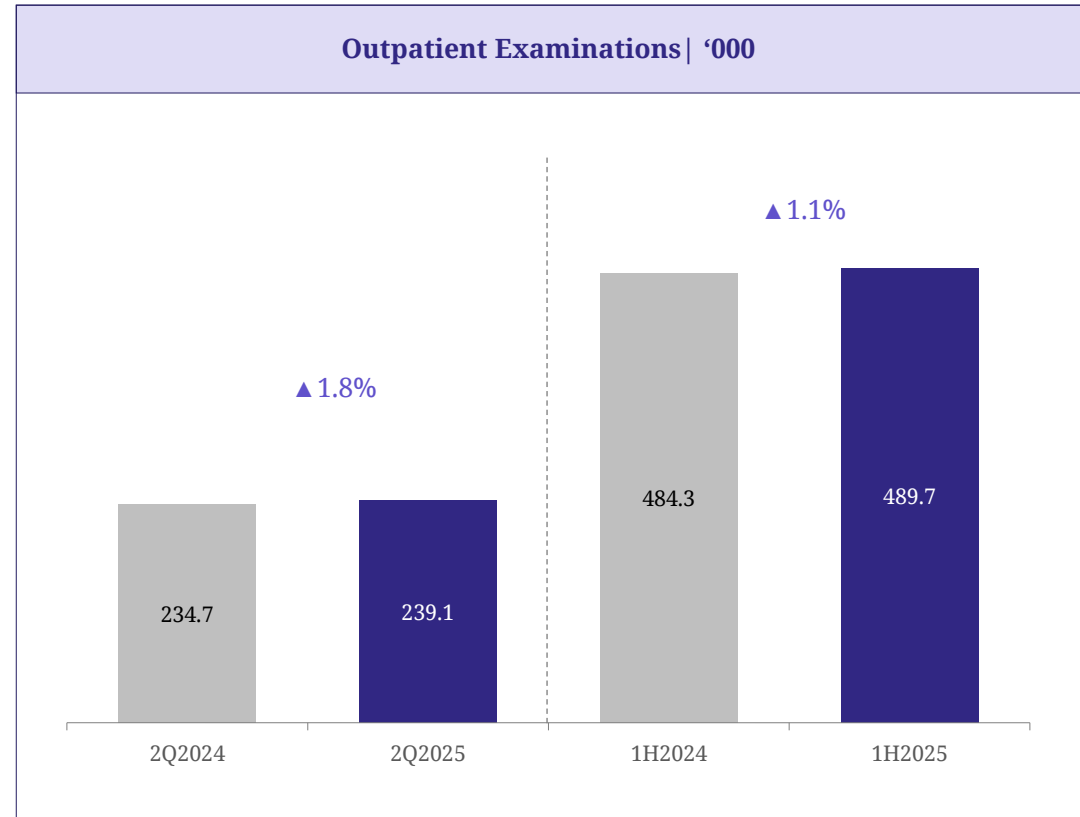
1H 2025 Operational Review

Al Hammadi achieves strong growth in volumes across both inpatient and outpatient segments, despite the price adjustments implemented as part of the Group's broader strategy, reflecting robust demand on its service offerings.



Al Hammadi recorded inpatient admissions of 22,027 during the first half of 2025, representing a 12% y-o-y increase versus 1H 2024, driven by a 14% y-o-y increase in inpatient volumes at Al Nuzha and an 8% increase in volumes at Al Suweidi.

During the second quarter, inpatient admissions increased 10% y-o-y. Al Nuzha hospital's contribution stood at 62% of total inpatient admissions in 1H 2025 (versus 61% in 1H 2024). Meanwhile, Al Suwaidi hospital accounted for the remaining 38% of inpatient admissions during the six-month period, compared to 39% in 1H 2024.



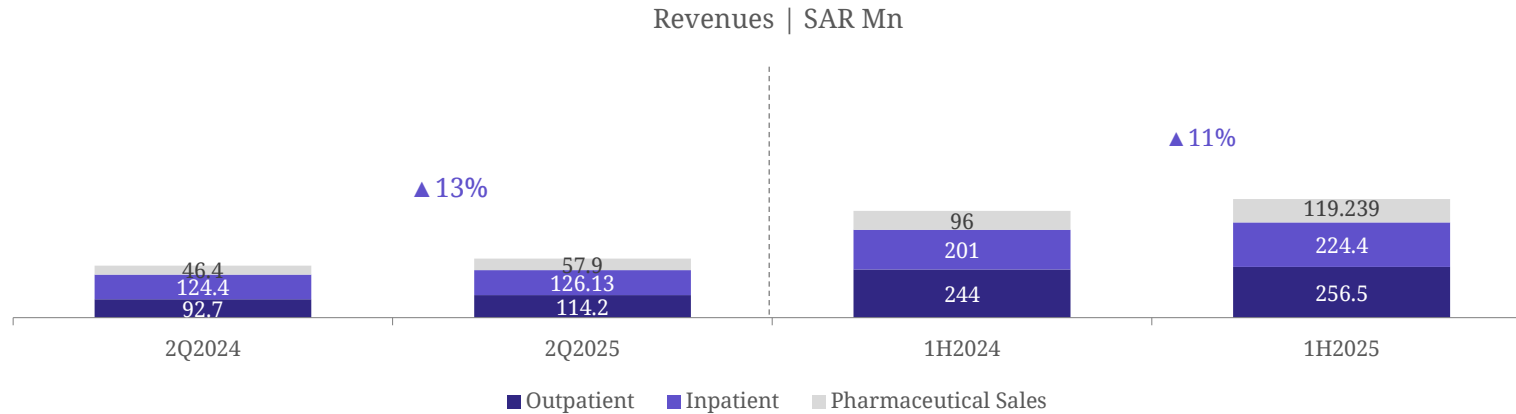
Al Hammadi recorded 489,718 outpatient visits during 1H 2025, up 1.1% compared to 1H 2024. This increase is mainly attributable to higher patient traffic at Al Nuzha hospital, which helped offset a 3% y-o-y decline in visits at Al Suweidi hospital.

In Q2 2025, outpatient volumes increased 2% y-o-y versus, reflecting a notable recovery in patient traffic despite the increase in average price per service. Al Nuzha facility accounted for 63% of all outpatient examinations in 1H 2025, up from 61% in 1H 2024, with contribution from Al Suwaidi hospital standing at 37% for the period (up from 39% in 1H 2024).

1H 2025 Consolidated Financial Performance (I/III)

Al Hammadi's reported robust top-line growth for the quarter supported by rising volumes across both segments. Pharma Serve's strategic decision to begin working with private sector players continues to boost revenue further.

Al Hammadi is working to grow its revenue from insurance companies as it strategically shifts away from MOH-linked revenue ahead of rising competition from long-term care facilities as part of a broader shift in referral dynamics.



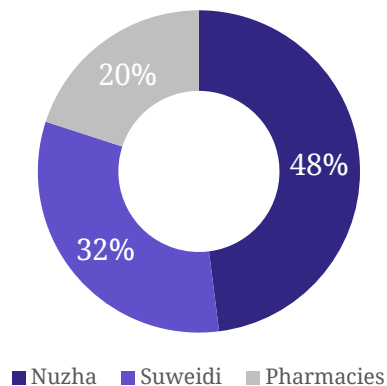
Average Revenue per Inpatient

SAR 11,644

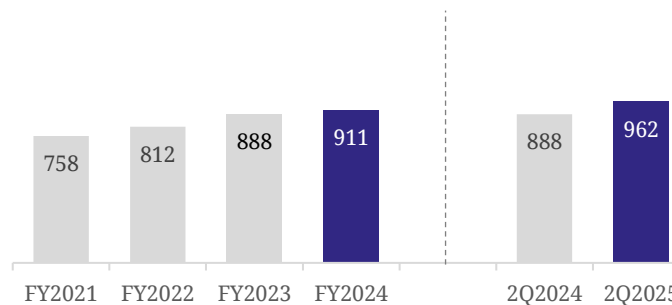
(1H 2025)

In line with Al Hammadi's long-term growth strategy, average revenue per patient continues to rise enabling the Group to deliver on its premiumization goals and secure a higher multiplier under the new DRG system come 2027.

Revenue Contribution (Q1 2025)



Revenue per Patient | SAR



Average Revenue per Outpatient Visit

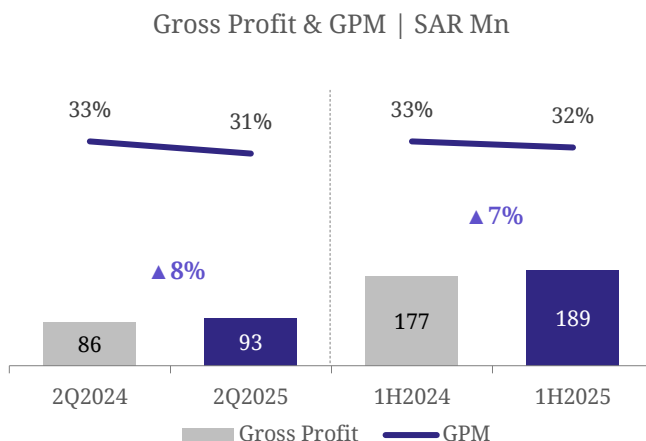
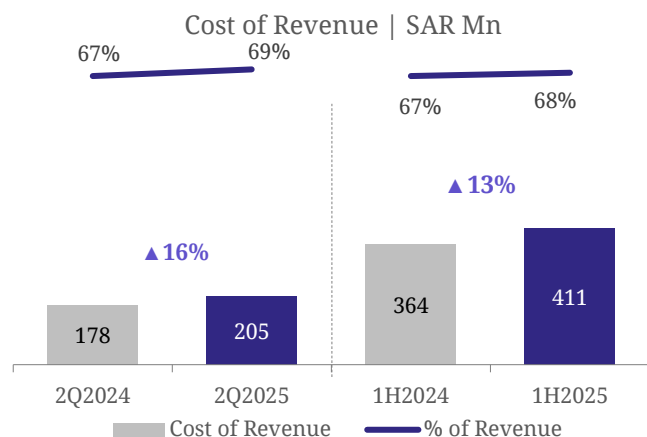
SAR 458

(1H 2025)

1H 2025 Consolidated Financial Performance (II/III)

The Group's bottom-line was impacted by lower operating profitability reflecting the high base effect of one-off proceeds resulting from the sale of a vacant plot of land in Al Rayyan district, which had boosted net profit in 2Q2024.

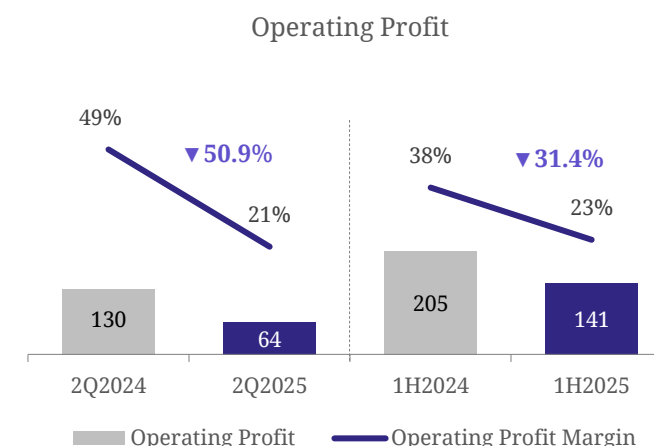
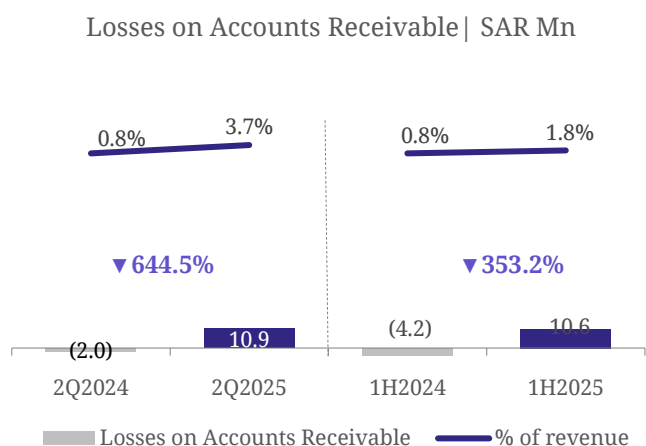
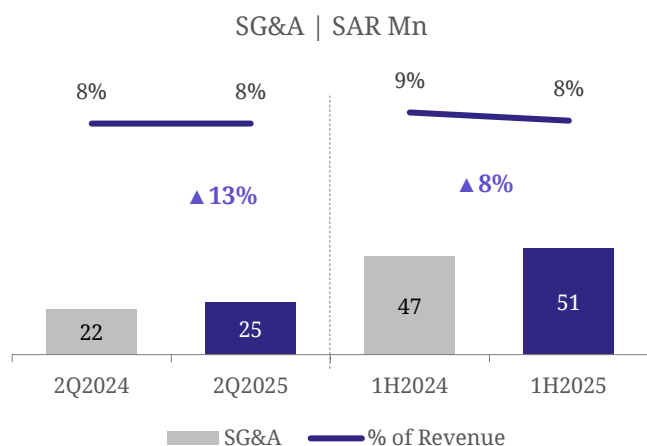
The rise in cost of revenue reflects higher salaries for medical personnel following planned compensation adjustments at the start of the year, in addition to higher personnel costs driven by the launch of new residency and training programs in preparation for the transition to the DRG classification system.



Al Hammadi's cost of revenue stood at SAR 411 million for 1H 2025, up 13% y-o-y from the SAR 364 million recorded in 1H 2024. Similarly, as a share of total revenue, cost of revenue increased marginally to reach 68% in 1H 2025 versus 67% in 1H 2024.

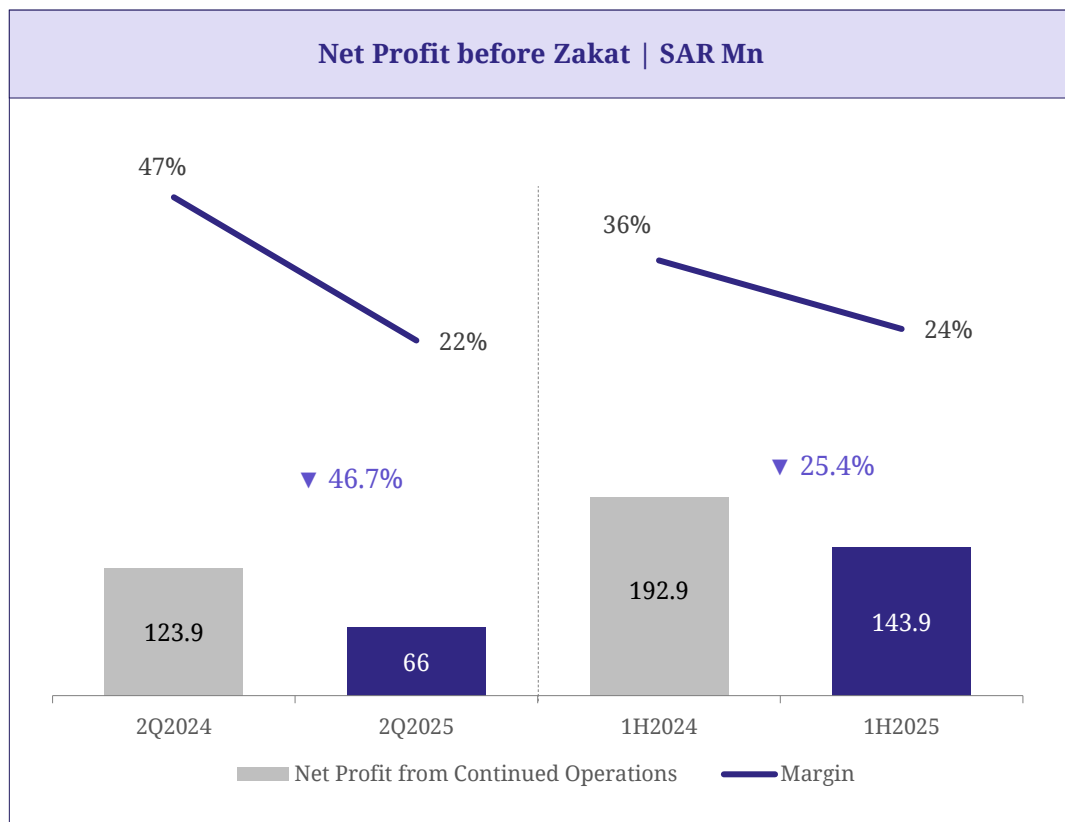
Gross profit recorded SAR 189 million, a 7% y-o-y increase from 1H 2024. Gross profit margin recorded 32% in 1H 2025 down just one percentage point from the previous year. Gross profitability was pressured by higher cost of revenue associated with higher staff salaries and increasing personnel costs arising from the recently launched residency programs.

Higher marketing expenses during the quarter to support the Group's growth ambitions saw SG&A rise 8% year-on-year. Meanwhile, net credit loss provisions increased to SAR 11 million in 1H 2025, primarily due to the delayed collection of some receivables beyond the second quarter.

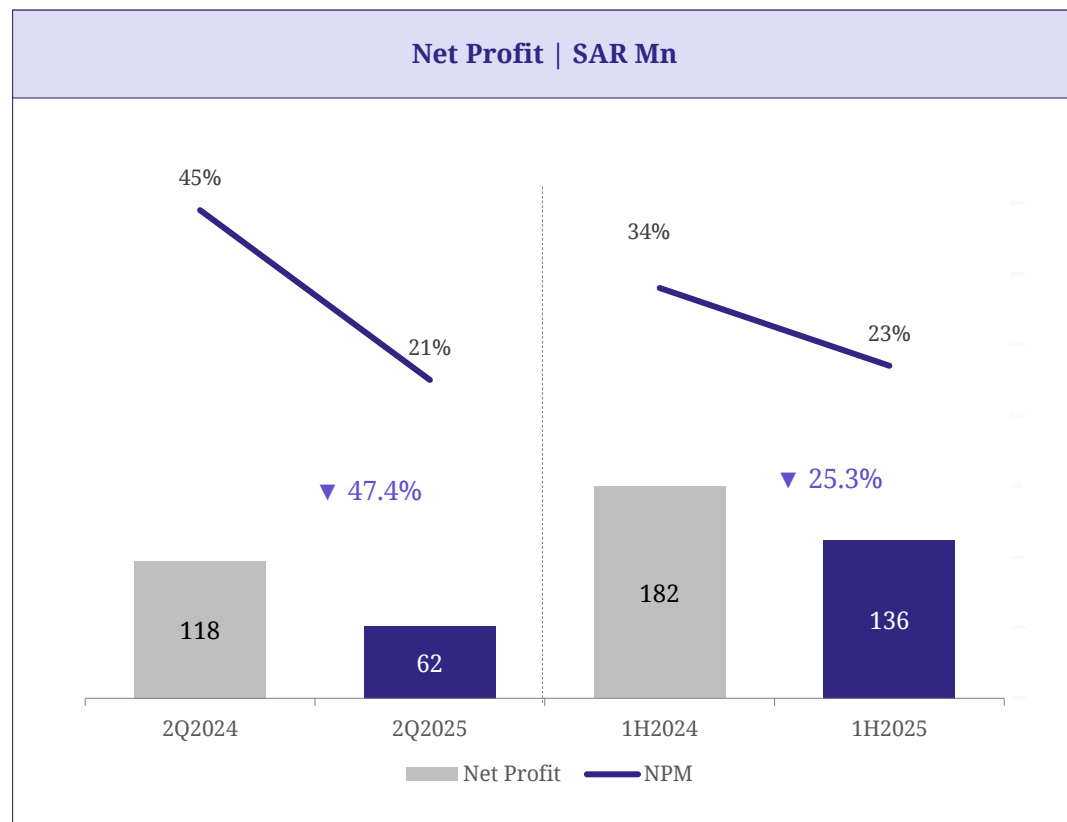


1H 2025 Consolidated Financial Performance (III/III)

Al Hammadi's bottom-line decline is attributable to the high base effect of one-off proceeds resulting from the sale of a vacant plot of land in Al Rayyan district, which had boosted profitability in Q2 2024.



Al Hammadi's declining operating profit growth resulted in a **25% year-on-year decline in net profit before Zakat** during the first six months of the new year.

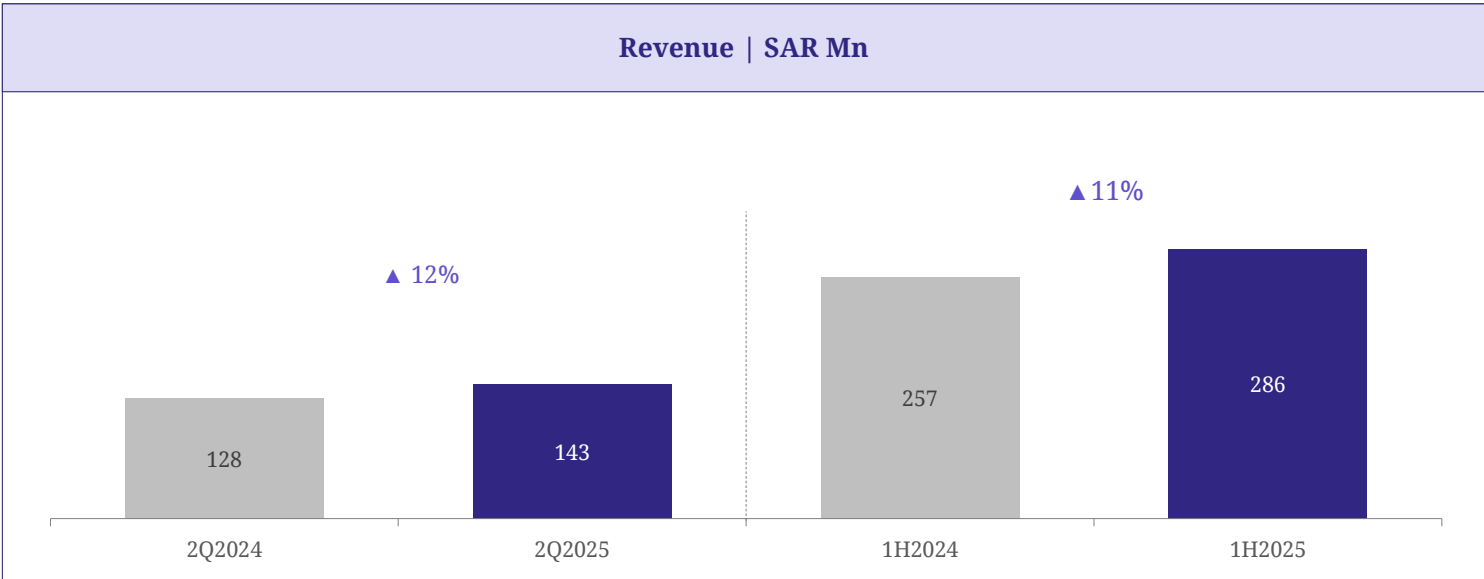
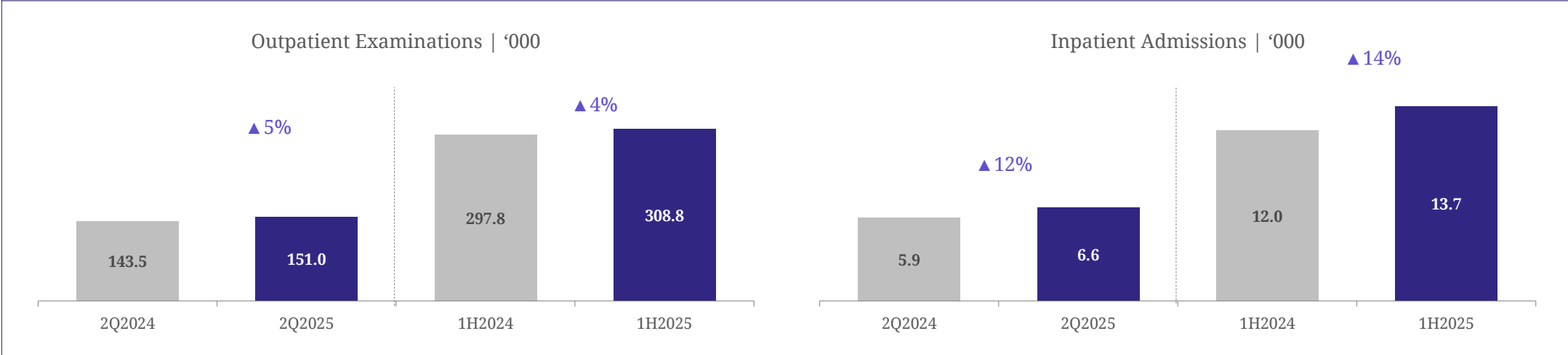


Net profit stood at SAR 136 million for the first half of 2025, down 25% y-o-y from the same period last year, with an NPM of 23% versus 34% in 1H 2024. The decline mirrors the contraction in the Group's operating profitability described above. It is worth noting that during 1H 2025, the Group reported a rise in finance income as well as higher profits from the Group's subsidiaries, supported by the ramp up of SPC's production.

Al Nuzha Hospital: 1H 2025 Performance

Al Nuzha posted a solid 11% y-o-y increase in revenue in 1H 2025. Top-line growth was supported by increasing inpatient and outpatient volumes, reflecting normalization post-price adjustments and robust demand on the facility's offerings.

The year-on-year increase in both inpatient and outpatient volumes comes despite the price adjustments implemented as part of the Group's broader growth strategy, reflecting sustained demand for the facility's service offerings.



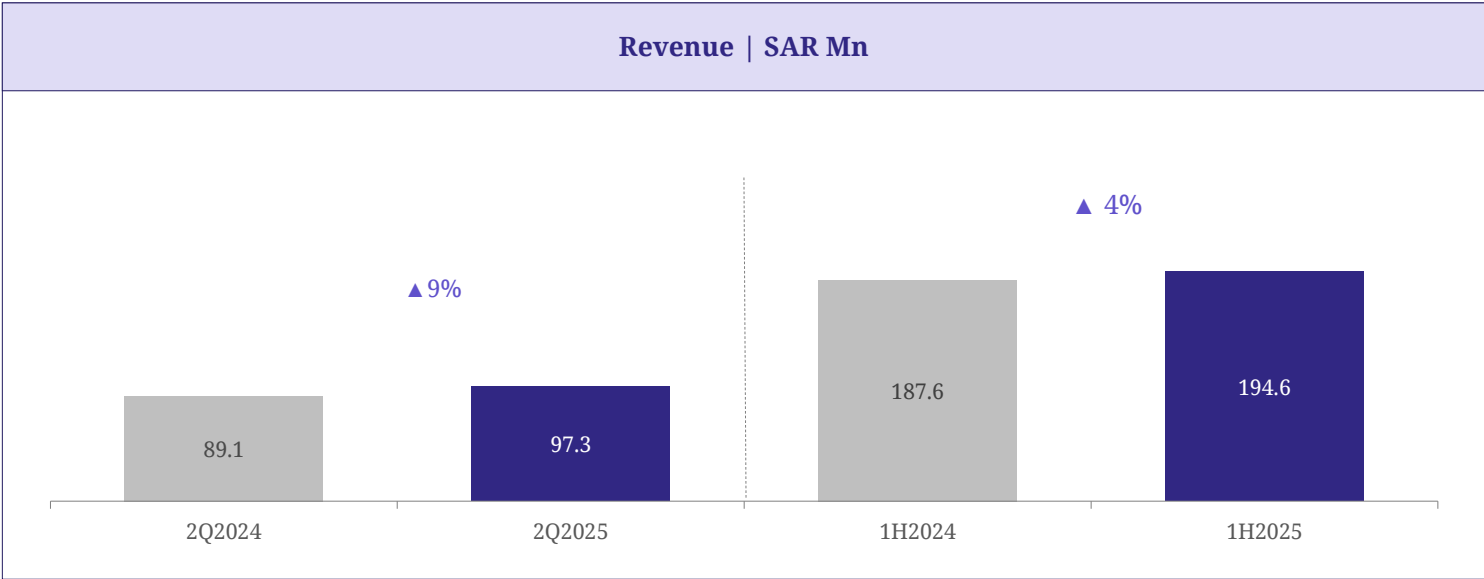
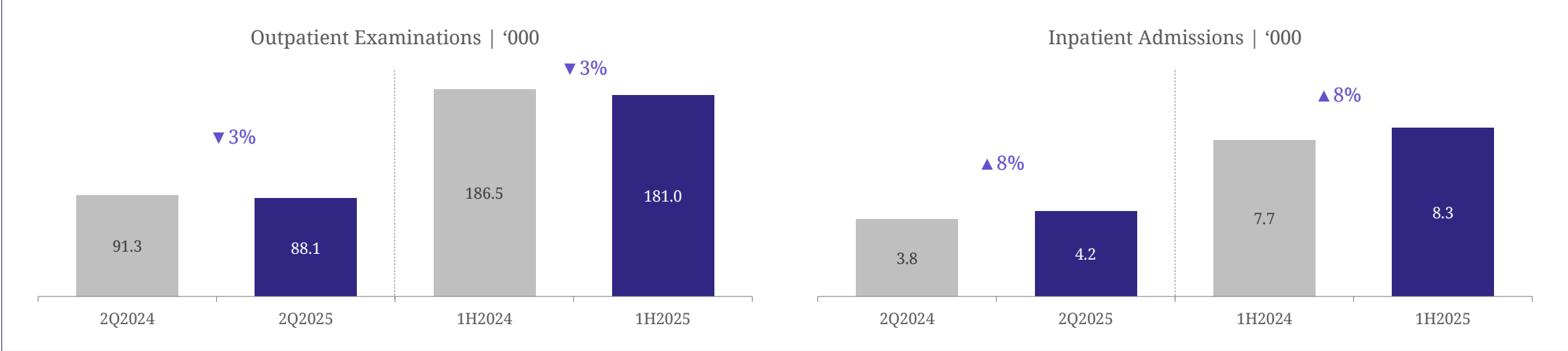
60%

Contribution to total medical services revenue in 1H 2025

Al Suwaidi Hospital: 1H 2025 Performance

Al Suweidi's posted top-line growth in 1H 2025, driven by an 8% y-o-y increase in inpatient volumes, reflecting the normalization of volumes post price adjustments.

Inpatient volumes at Al Suwaidi increased by a solid 8% y-o-y in 1H 2025, supported by the anticipated normalization in patient traffic.

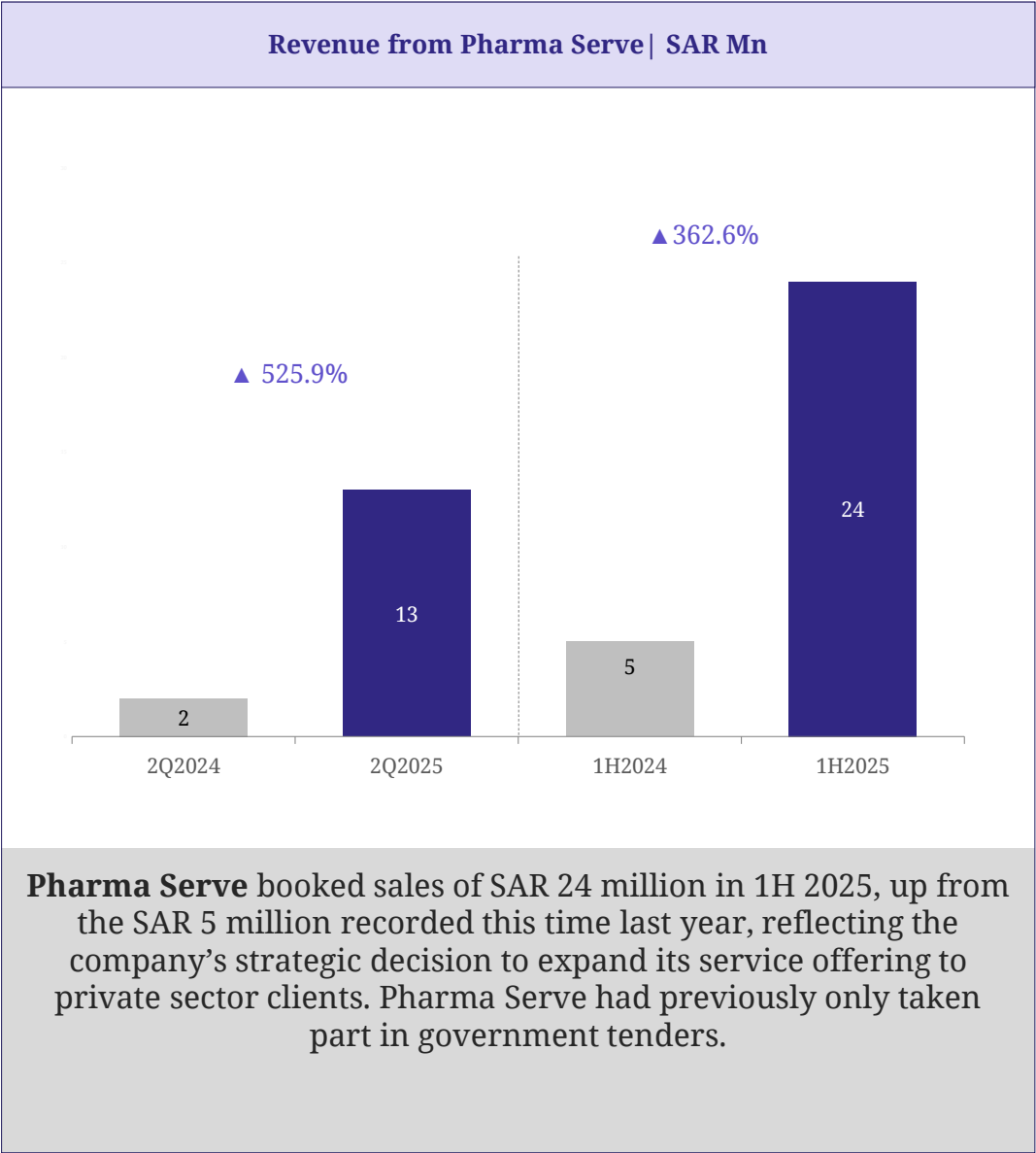
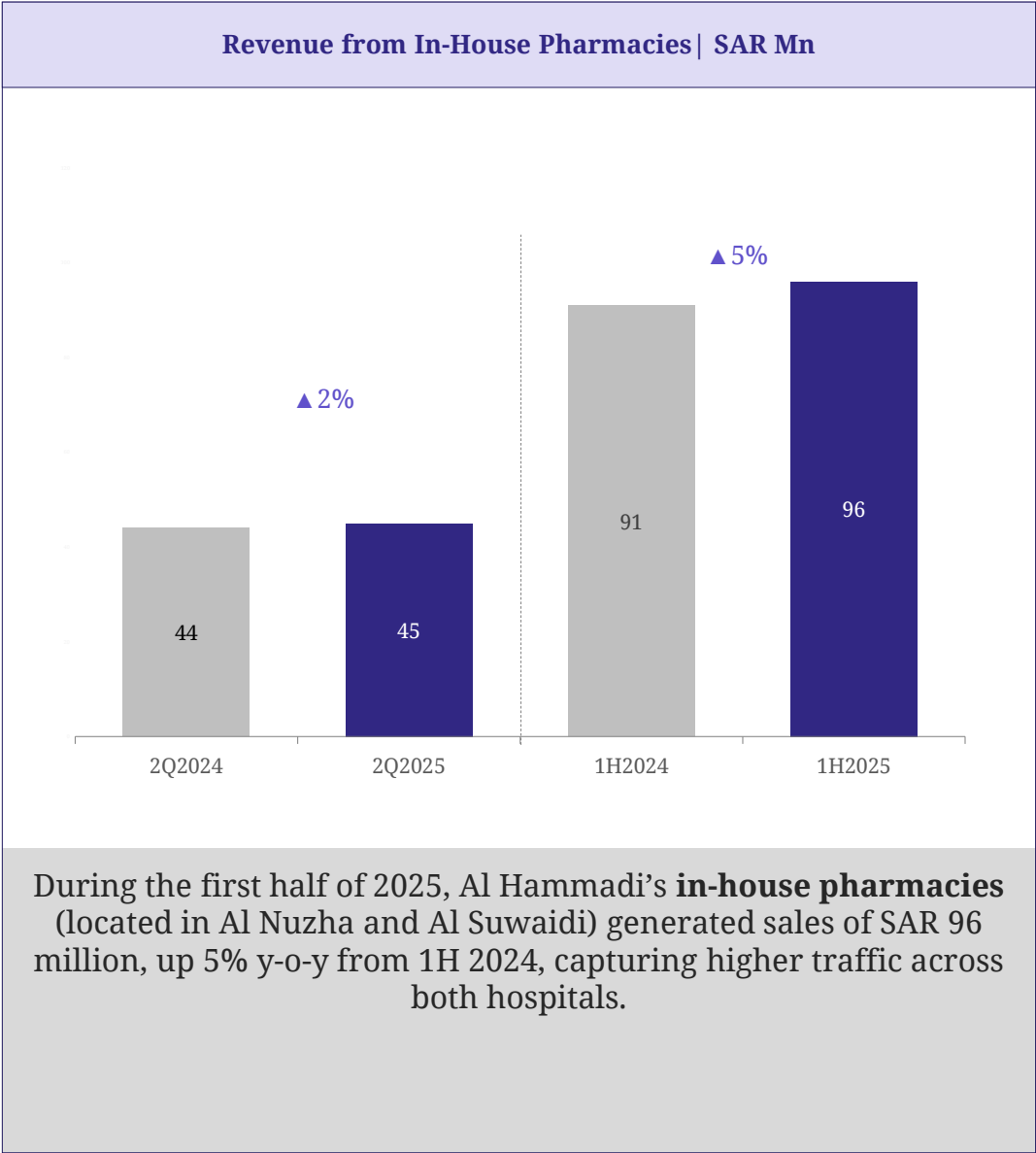


40%

Contribution to total medical services revenue in 1H 2025

Pharmaceuticals: 1H 2025 Performance Review

Al Hammadi’s pharmaceutical sales contributed 20% of consolidated revenue, recording SAR 119 million for 1H 2025, a 24% y-o-y increase.





Appendix

1H 2025 Consolidated Income Statement

SAR mn	Q2 2024	Q2 2025	Y-o-Y Change	1H 2024	1H 2025	Y-o-Y Change
Revenue	263.4	298.2	13.2%	540.5	600.1	11.0%
Cost of revenue	(177.7)	(205.2)	15.5%	(363.7)	(410.1)	12.9%
Gross Profit	85.7	93.0	8.5%	176.8	189.5	7.2%
<i>GPM</i>	32.5%	31.2%	-1.3pts	32.7%	31.6%	-1.1pts
Selling and marketing expenses	(1.6)	(2.1)	29.9%	(2.4)	(5.3)	93.2%
Administrative and general expenses	(20.2)	(22.5)	11.5%	(44.5)	(46.1)	3.6%
Expected credit loss provision	2.0	(10.9)	(644.5%)	4.2	(10.6)	(353.2%)
Impairment loss in intangible assets	-	-	-	-	-	-
Gain (Loss) on disposal of property, plant and equipment	55.3	-	-	55.3	-	-
Other operating income	9.0	6.4	(28.4%)	15.7	12.4	(21.1%)
Operating Profit	130.2	63.9	(50.9%)	205.1	140.6	(31.4%)
<i>Operating profit margin</i>	49.4%	21.4%	-28.0pts	37.9%	23.4%	-14.5pts
Share of profit in subsidiaries	(0.6)	7.1	(1373.6%)	(0.5)	12.6	(2452.1%)
Finance income	0.2	1.1	-	0.2	3.1	-
Finance costs	(5.9)	(6.1)	1.9%	(11.9)	(12.4)	4.6%
Net profit before Zakat	123.9	66.0	(46.7%)	192.9	143.9	(25.4%)
Zakat expenses	(6.0)	(4.0)	(33.3%)	(11.0)	(8.0)	(27.3%)
Net profit for the period	117.9	62.0	(47.4%)	181.9	135.9	(25.3%)
<i>NPM</i>	44.7%	20.8%	-23.9pts	33.7%	22.6%	-11.1pts
	-	-		-	-	
Earnings per share:	0.74	0.39	(47.4%)	1.14	0.85	(25.3%)

1H 2025 Consolidated Balance Sheet

SAR mn

31 December 2024

30 June 2025

ASSETS

Non-current assets

Property and equipment	1709.6	1687.6
Intangible assets and goodwill	27.1	27.6
Investment in associates	135.0	147.4
Total non-current assets	1871.7	1862.6

Current Assets

Inventories	61.2	67.9
Other receivables	7.2	9.1
Prepayments	21.9	26.4
Contract assets	9.1	11.0
Trade receivables	434.4	475.5
Cash and cash equivalents	245.3	193.6
Total current assets	779.1	783.5
TOTAL ASSETS	2650.8	2646.1

SHAREHOLDER'S EQUITY AND LIABILITIES

SHAREHOLDER'S EQUITY

Share capital	1600.0	1600.0
General reserve	101.2	101.2
Retained earnings	260.0	286.2
TOTAL SHAREHOLDER'S EQUITY	1961.2	1987.4

LIABILITIES

Non-current liabilities

Loans	165.1	152.5
Government grants	98.0	94.7
Lease liabilities	104.1	100.0
Employees' terminal benefits	97.4	98.8
Total non-current liabilities	464.6	446.0

Current liabilities

Loans	18.7	18.7
Government grants	7.8	6.5
Lease liabilities	16.2	16.2
Accrued zakat	15.5	8.0
Trade payables	66.5	55.6
Accrued expenses	53.7	44.2
Other payables	16.0	16.2
Contract liabilities	30.6	47.3
Total current liabilities	225.0	212.7
TOTAL LIABILITIES	689.6	658.7
TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES	2650.8	2646.1

1H 2025 Consolidated Statement of Cash Flow

SAR mn

30 June 2024

30 June 2025

	30 June 2024	30 June 2025
OPERATING ACTIVITIES		
Net profit	181.9	135.9
Adjustments to reconcile net profit to cash flow		
Depreciation of property and equipment	43.5	42.0
Depreciation of ROU asset's	5.6	5.6
Amortization of intangible assets	0.3	0.3
Losses on disposals of property and equipment	(55.3)	-
Company share of profits from associate	0.5	(12.5)
Provision for expected credit losses	(4.2)	10.6
Government grants released	(4.6)	(4.6)
Current services cost of employees' terminal benefits	7.1	6.2
Contract liability generated during the period	17.3	27.8
Finance income	(0.2)	(3.1)
Finance cost	11.8	12.3
Zakat charge during the period	11.0	8.0
	214.7	228.5
Working capital adjustments		
Inventories	(1.0)	(6.7)
Other debit balances	(4.1)	(1.5)
Prepayments	(0.5)	(4.4)
Trade receivables	133.8	(50.9)
Contract assets	3.8	(2.5)
Due from (to) related parties- net	(4.1)	-
Accounts payable	(15.8)	(10.9)
Accrued expenses	(3.1)	(9.5)
Other credit balances	(15.2)	0.1
Contract liability	(38.5)	(11.1)
Employees' terminal benefits paid	(3.1)	(4.8)
Zakat paid	(18.2)	(15.5)
Net cash flows generated from operating activities	248.7	110.8
Cash flows from investing activities		
Purchase of property and equipment	(10.0)	(25.7)
Cash proceeds from sale of property and equipment	124.6	-
Purchase of intangible assets	(1.1)	(0.8)
Finance income received	-	2.6
Net cash flows (used in) investing activities	113.5	(23.9)
Cash flows from financing activities		
Proceeds from bank borrowings		
Repayment of bank & government borrowings	(17.3)	(17.3)
Finance charges paid	(0.7)	(1.4)
Lease liability	(7.9)	(8.0)
Dividends paid	(111.5)	(111.9)
Net cash flows (used in) financing activities	(137.4)	(138.6)
Net change in cash and cash equivalents	224.8	(51.7)
Cash and cash equivalents at the beginning of the period	125.2	245.3
Cash and cash equivalents, at end of period	350.0	193.6

Sudair Pharmaceutical Company (SPC) was launched in 2014 with the goal of supporting the government’s ambitions for pharmaceutical and health security

Over the last nine years, SPC has developed a comprehensive offering covering a broad range of therapeutic areas...

Oncology and Hematology 2016	General Formulation 2021	Insulin (Phase 1) 2024
In the next two years, SPC plans to launch multiple new products across several new and existing therapeutic areas		
Respiratory 2025	Insulin (Phase 2) 2025	

...all produced out of SPC’s state-of-the-art manufacturing facility

SPC’s plant houses multiple production lines with a cumulative capacity of:

447 mn Tablets	104 mn Capsules	3.5 mn Liquid Sterile Vials	3.1 mn Lyophilized Vials
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All products are produced in full-alignment with international players and standards

All manufacturing machinery is provided by leading global suppliers

Saudi Arabia has embarked on a transformative journey setting the foundations for a stronger, more sustainable nation...

Saudi Vision 2030 is predicated on three key pillars and sets out ambitious targets for the Kingdom



A Vibrant Society...

- With strong roots
- With full-filling lives
- With strong foundations



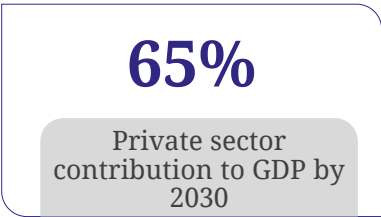
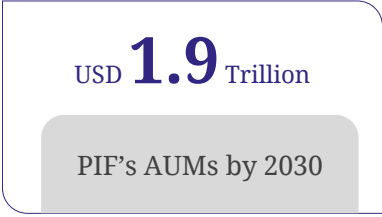
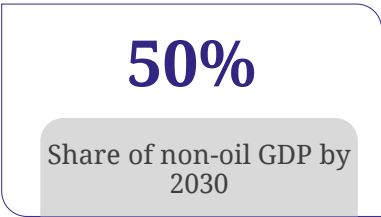
A Thriving Economy...

- With rewarding opportunities
- Investing in the long-term
- Open for business
- Leveraging its unique position



An Ambitious Nation...

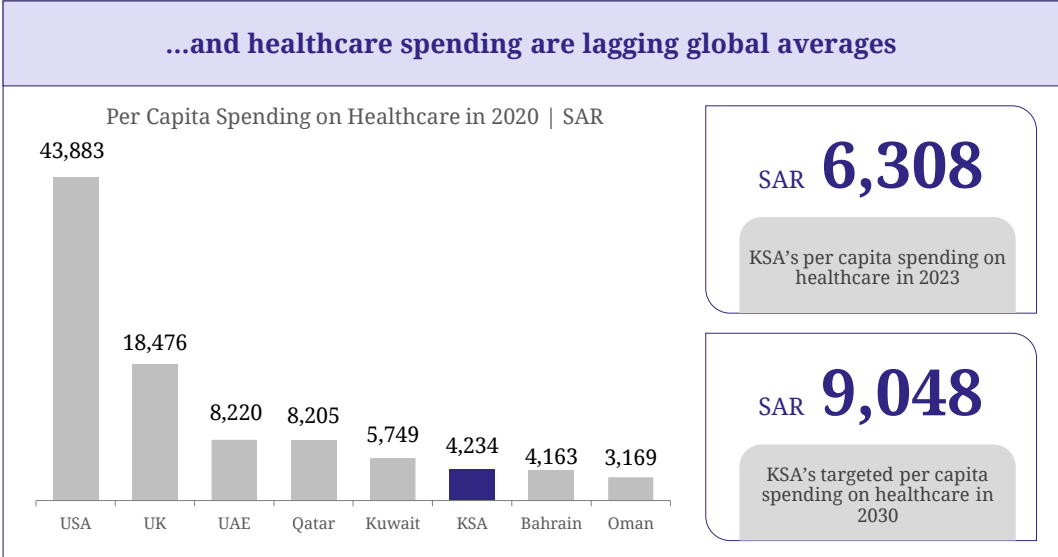
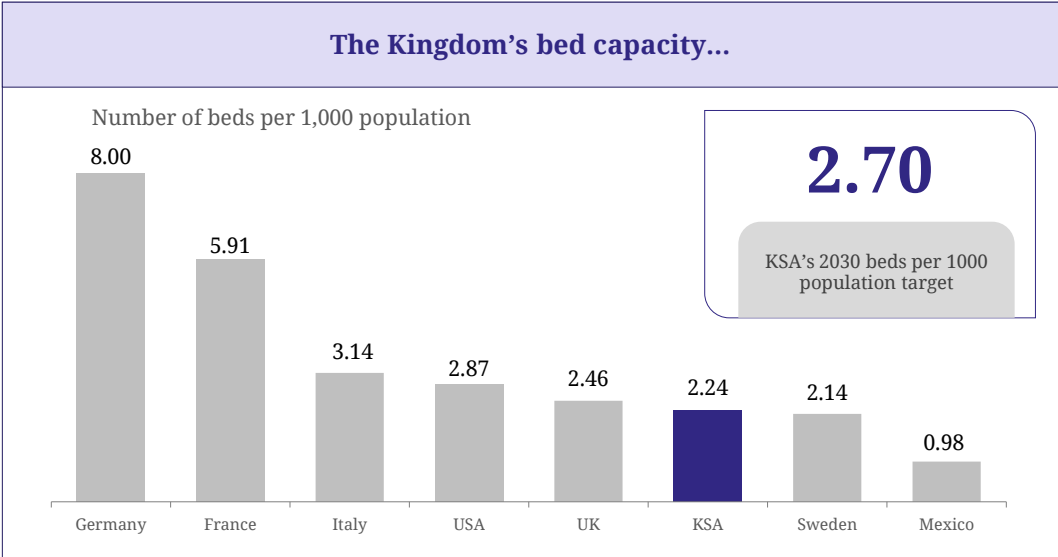
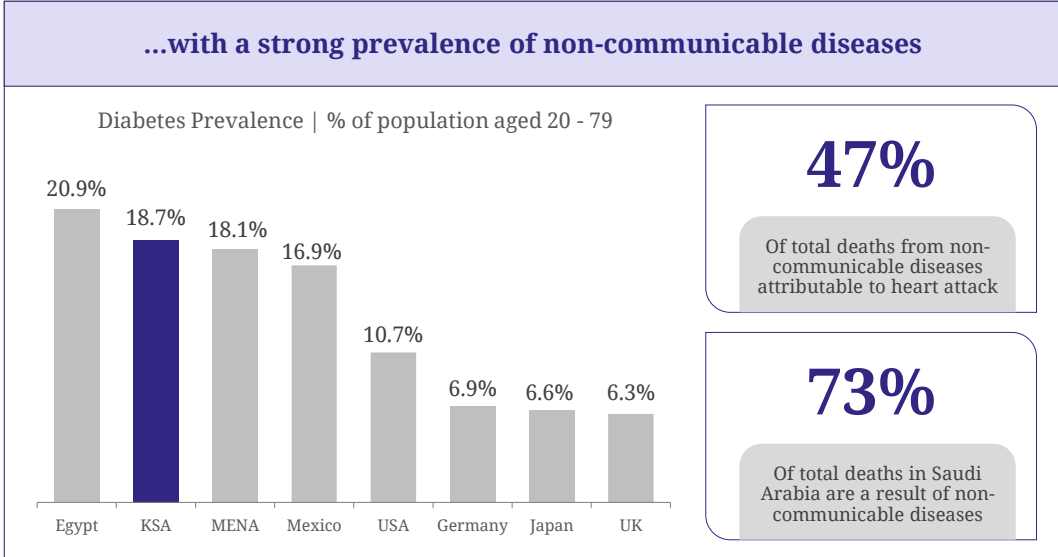
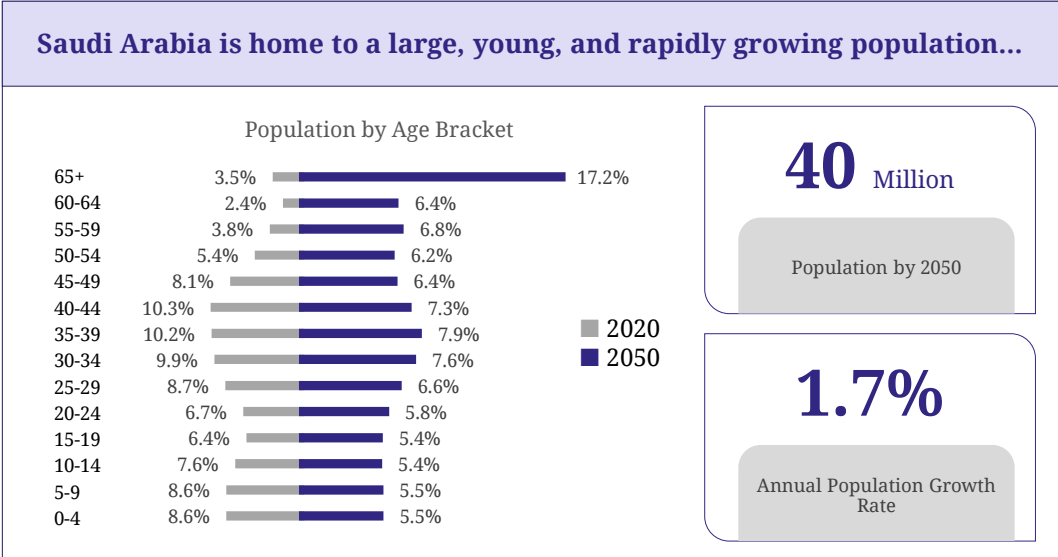
- Effectively governed
- Responsibly enabled



As of year-end 2024, 93% of the strategic KPIs set out in Vision 2030 have been achieved, exceeded, or are close to meeting interim targets. While 85% of the 1.5k initiatives are either completed or on track.

Sources: Saudi Vision 2030, Argaam News

Transforming the country's healthcare sector is at the heart of Vision 2030 to ensure the country is ready to accommodate changing demand patterns and a shifting demographic profile...



Sources: World Bank, World Health Organization, JLL Healthcare Analysis, International Diabetes Federation, Saudi Vision 2030, Saudi Arabia's Ministry of Health, Oxford Economics