Cleopatra Hospitals Group Reports 1Q2024 Results

CHG Reports Record Q1 Performance with Margin Expansion Driven by Growth and Strong Operating Leverage Across All Facilities

1Q2024 Financial & Operational Highlights[1]

EGP 1,181 mn Total Revenue (+52% y-o-y)	EGP 436 mn Gross Profit (+64% vs. 1Q23; 37% Margin; +3% margin expansion)	+12% Outpatient Consultations Volume Growth	+5% Inpatient Volume Growth
EGP 354 mn Adjusted EBITDA[2] (+66% vs. 1Q23; 30% Margin; +3% margin expansion)	EGP 276 mn EBIT (+93% vs. 1Q23; 23% Margin; +5% margin expansion)	+1% Surgical Procedures Volume Growth	+13% Laboratory Tests Conducted Growth
EGP 205 mn Net Profit (+92% vs. 1Q23; 17% Margin; +4% margin expansion)	EGP 0.14 Earnings Per Share (+92% vs. 1Q23 EPS)	+19% Radiology Tests Conducted Growth	+301,983 Cases Served[4] (+10% y-o-y)

Cairo, 26th of May 2024

Cleopatra Hospital Group S.A.E. (CLHO.CA on the Egyptian Exchange), Egypt's leading private hospital group by number of hospital beds and number of operating hospitals, reported today its consolidated results for the year ended 31 March 2024.

1Q24 Performance Highlights:

- **Record-High Revenues:** The Group steepened its growth trajectory from FY23, recording record-high 1Q24 consolidated revenues of EGP 1,181 million, up 52% versus 1Q23. Growth was driven by expansion in CHG's core business as Centers of Excellence continue to capture more of patients' treatment cycles and optimize hospitals' patient bases and case mixes, well-supported by optimal strategic price increases implemented as of January 2024.
- **Strong Growth Across all Facilities:** All CHG facilities saw top line growths averaging more than 40%, with notable performance boosts from Cairo Specialized and Nile Badrawi Hospitals, reporting growth of 58% and 65%, respectively. CSH reported a 32% increase in surgical revenue and a 62% rise in inpatient revenue, while NBH saw over 72% growth in surgical revenue and 59% increase in inpatient revenue, as both hospitals ramp up their capacity utilizations with preferred case mixes.
- **Expansion of Profitability Margins:** CHG continues to demonstrate strong financial management, expanding all the Group's profitability margins in 1Q24 versus 1Q23. Driven by efficiencies across all facets of business operations, management's efforts led to margin improvements of three percentage points in gross profit, five percentage points in

[1] *Performance includes: CHC, CSH, NBH, & ASH, as well as East and West Cairo Polyclinics, El Katib Hospital, Queens Hospital, October Hospital, and Bedaya IVF. Queens Hospital performance is recorded as discontinued operations in the consolidated audited financial statement.*
[2] *Adjusted EBITDA: Earnings before Interest, Tax, Depreciation and Amortization adjusted for provisions, impairments, LTIP, acquisitions expenses, pre-operating expenses and excluding contributions from other income.*
[3] *Normalized Net Profit adds back interest expense and excludes interest income from the consolidated Income Statement.*
[4] *Cases served includes number of inpatients, paid outpatient visits and ER visits.*

EBIT, three percentage points in EBITDA, and four percentage points in net profit. CHG is on track to report record-breaking profitability by FY2024.

- **Positive EBITDA across recent additions:** All assets reported positive EBITDA profitability in 1Q24, including Cleopatra October, which is in its second quarter of operations. The hospital reported a 6% EBITDA margin, trickling down from a notable 21% GP margin within just 6 months of operations further proving the scalability and effectiveness of the CHG Business Model. As the hospital's preferred patient base mix and commercial strategy continue to mature, profitability is expected to rapidly expand to Group averages sooner than expected.

- **Net Profit Growth:** CHG's consolidated net profit for 1Q24 amounted to EGP 205 million, representing growth of 92% compared to 1Q23. Efficiency continued to trickle down to net profit margins, reaching 17% in 1Q24 compared to 14% in 1Q23. The Group's optimal capital structure enabled CHG to expand profitability on a bottom-line basis. Management's current growth model, which consolidates assets while directing investments to enhance their value-creation capabilities with high efficiency, will continue to be a key driver of profitability moving forward.

1Q24 Strategic Updates:

- **Centers of Excellence (COEs):** The Group's COEs, designed to provide comprehensive patient care from diagnosis to treatment and follow-up within key specialties, have been crucial to CHG's continuous growth, improved capacity utilization, and expanding profitability. These centers have accelerated the growth of major assets like Nile Badrawi Hospital post-renovation, Al Katib Hospital after its transformation, Cairo Specialized Hospital upon completing its renovation program, and Cleopatra October Hospital, especially after its successful integration into CHG's operational and financial systems.

- **Sky Hospital Launch:** CHG is in the final stages of launching its new East Cairo flagship facility, Sky Hospital, further expanding its footprint in East Cairo. With its unique smart engineering designed to house a conglomerate of Centers of Excellence, the hospital is anticipated to begin its phased operational launch by 4Q24, rolling out its capacities throughout 2025 and aiming to offer its full anticipated bed capacity of approximately 240 beds by FY2025.

- **Saudi Arabia Market Entry:** CHG entered into a strategic partnership with Mumtada Medical Care Company to support the launch of a new 200-bed rehabilitation and long-term care facility in Riyadh, Saudi Arabia. This partnership signifies CHG's first venture into the Saudi healthcare market, utilizing an asset-light strategy with Mumtada. where CHG will become Mumtada 's operating partner in the Kingdom. Expected to commence operations late 2024, CHG will contribute its operational expertise including shared services, staffing solutions, and advisory support to establish the facility as a top-tier destination for long-term care.

- **Medical Value Tourism Initiative:** CHG's medical value tourism initiative is achieving notable success, with Q1 revenue growth exceeding 500% compared to the same period last year. This impressive performance is driven by the newly established dedicated MVT team and the Group's exceptional value, quality care offerings, and a roster of leading medical specialists across CHG's Centres of Excellence.

- **Asset-Light Approach:** Management aims to continue expanding its quality service offerings through an 'asset-light' approach. The latest additions, Cleopatra October in West Cairo's 6th of October District (4Q23) and Sky Hospital in East Cairo's New Cairo District (4Q24), will introduce approximately 500 new beds on a fully ramped-up basis to underserved areas of Greater Cairo that are in need of quality healthcare services. The Group expects to continue expanding in underserved areas through an asset light model for the foreseeable future.

Management Comment

Reflecting on the first quarter of 2024, Cleopatra Hospitals Group (CHG) has successfully built upon the strong foundation established in FY23. Our performance in 1Q24, highlighted by a record-high quarterly revenue of EGP 1.2 billion and a net profit growth of 92%, demonstrates the effectiveness of our strategic initiatives and the dedication of our team to driving value. Serving over 300,000 cases this quarter, our focused efforts on expanding and optimizing our Centers of Excellence have significantly contributed to our sustained growth and profitability. Our strategic emphasis on operational excellence, disciplined financial management, and innovative service offerings has led to margin improvements at all levels, with gross profit, EBIT, EBITDA, and net profit margins all experiencing substantial enhancements expected to continue despite a higher financing burden.

Our asset-light growth model has proven effective in terms of swift implementation, integrations, and positive value creation within short timeframes, exemplified by Cleopatra October Hospital's positive profitability across all levels by its second quarter of operations. CHG's uniquely designed business model continues to prove its scalability and effectiveness. We are excited about the upcoming launch of Sky Hospital in East Cairo by 4Q24, which will stand as a flagship facility designed to redefine quality healthcare service delivery in Egypt.

Our newly announced expansion into the Kingdom of Saudi Arabia, providing pre-operational and operational services, is set to bolster our profitability in hard currency, and we intend to expand such "export" services in the coming years to other regional markets. This initiative, coupled with our focused medical value tourism strategy, positions us well to capitalize on external growth opportunities.

Despite our strong financial performance and strategic initiatives, which have consistently delivered growth and operational efficiencies, we believe that the current market valuation of CHG does not accurately reflect the robust fundamentals and potential of our underlying business. Our share price remains undervalued, and in light of these discrepancies, we are actively reviewing a range of strategic options aimed at enhancing shareholder value. We are committed to pursuing the best path forward to align our market valuation with the true value of our business.

In conclusion, I extend my heartfelt gratitude to our dedicated team, patients, and partners for their continued trust and support. Together, we look forward to building on our accomplishments, driving forward with innovation, and setting new standards for healthcare excellence.

Dr. Ahmed Ezzeldin
Group CEO

Strategy Overview

Since its inception, CHG's leadership team has driven the Group's growth both organically and inorganically, fostering much-needed evolution within Egypt's healthcare sector. Inorganic growth was initially achieved through strategic mergers and acquisitions, consolidating key players in Egypt's fragmented private healthcare market. Management designed these assets to offer CHG's core business services in an integrated and standardized manner, capturing patients' entire treatment journeys in a one-stop-shop operating model. Optimization drove management in integrating these assets, while expanding holistic service offerings. This approach has established the Group's integrated Centers of Excellence. By leveraging digitalization, CHG has developed in-house technologies to ensure standardized operational excellence across the Group that is aligned with the industry's leading accrediting bodies.

CHG's scalable business model and 360-degree approach to healthcare have fueled all its organic and inorganic growth initiatives. As the Group expanded its network's geographic footprint across Greater Cairo, management continued to add complementary assets that enhanced CHG's reach and capacity, bolstering its value creation capabilities in Egypt's healthcare sector. The Group's business model facilitates seamless facility integration, enabling leadership to explore various inorganic growth models, such as the current Asset-Light expansion model. This model consolidates underutilized assets without acquisition investment, allowing investments to directly increase these assets' replacement costs, and ultimately maximizing positive impact on CHG's valuation as a whole. The latest additions, Cleopatra October in West Cairo's 6th of October District and Sky Hospital in East Cairo's New Cairo District, will add approximately 500 beds to the Group's capacity by FY2025. Leadership is on track to double CHG's capacity within its medium-term strategic horizon, leveraging its unique access to growth market opportunities that are relatively inflation-proof and highly scalable.

Cleopatra October Hospital



In November 2022, Cleopatra Hospitals Group embarked on a strategic expansion into West Cairo's Sixth of October district through an 18-year usufruct agreement with Haven Hospital, a state-of-the-art facility previously dedicated solely to rehabilitation and physiotherapy services. Throughout 2023, management rebranded Haven Hospital as Cleopatra October Hospital and integrated it into CHG's hub-and-spoke financial and operational model, officially launching operations in 4Q23 after investing in vertically expanding the hospital's service offerings to capture patients' treatment journeys.

Management's investments were mainly focused on enhancing Cleopatra October's capacities and capabilities, inaugurating specialized Centers of Excellence in Orthopedics, Neurology, Physiotherapy, Rehabilitation, and Long-Term Care. The hospital also launched state-of-the-art diagnostics and surgical theatres, as well as outpatient, inpatient, and emergency departments, transforming it into a comprehensive tertiary care facility. Today, Cleopatra October is a leader in proactive health and wellness services, grounded in the latest evidence-based practices, technologies, and treatments. The hospital plays a pivotal role in management's medical tourism agenda, leveraging its unmatched technological capabilities to stand as West Cairo's leading and most comprehensive tertiary care facility.

Now fully integrated into CHG's framework and consolidated into its figures, the hospital has reported promising results in 1Q24, indicating a steep ramp-up trajectory. CHG's leadership vision was to complement the hospital's existing capabilities by inaugurating world-class outpatient and emergency setups, in addition to bolstering the hospital's underutilized operating theatres. To effectively generate its own patient referral structure, management focused on setting up Neurology and Orthopedic Centers of Excellence complemented with key sub-specialty focus to promote specialized care and multidisciplinary teams (MTDs). As a result, the hospital is now capable of generating its referral network with optimized case mixes generating expanding profitability margins sustainably.

In 1Q24, Cleopatra October reported EGP 47 mn in revenue, with monthly run rates exceeding forecasts and growing at a steep trajectory. In anticipation of continued demand, management plans to expand the hospital's inpatient and ICU capacity, further bolstering its ability to serve a wider patient base and capitalize on its growth trajectory. Cleopatra October's business model leverages the strength of its Centers of Excellence, delivering a higher-than-average outpatient to surgical conversion ratio, complemented by a refined case mix that enables the hospital to generate healthy profitability margins and bolster its ramp-up phase. Accordingly, Cleopatra October reported positive profitability at the gross profit, EBITDA, and net profit levels in 1Q24, with expectations for the hospital to exceed its budgeted performance for the year by more than 25%. The hospital's unique market proposition and service offerings are expected to remain key growth drivers in the coming years as Cleopatra October cements its position among the region's top healthcare facilities.

Sky Hospital in its Final Stages Pre-Operation

CHG is in the final stages of launching Sky Hospital, further expanding its footprint in East Cairo with this transformative project. This innovative brownfield facility is strategically located in the heart of East Cairo's affluent district, New Cairo. With its unique smart engineering and departmental layout designed to house a conglomerate of Centers of Excellence, each with its own look, feel, and SOPs, Sky Hospital is poised to redefine healthcare delivery in Egypt.

The hospital is anticipated to begin its phased operational launch by 4Q24, rolling out its capacities throughout 2025 and aiming to offer its full anticipated bed capacity of approximately 240 beds by FY2025. Leadership plans for Sky Hospital to become the Group's flagship facility in East Cairo, introducing the latest global healthcare best practices and clinical procedures to Egypt's growing healthcare sector.

CHG Introduces Operating Management Services Business Line

CHG has landed its first-of-its-kind contract in the Kingdom of Saudi Arabia, through which it will provide pre-operational and operational services for a 200-bed rehabilitation and long-term care facility expected to launch in late 2024 in Riyadh. This agreement includes service fees and performance-based incentives in return for replicating CHG's operational model in Riyadh's new facility. As this project focuses on long-term care, post-acute rehabilitation, and outpatient services, the Group is well positioned to secure further contracts across the region with similar structures and varying healthcare specializations.

Organic Growth Across the Group's Assets

In 1Q24, CSH and NBH reported double-digit growth in cases served, supported by their refined case mix and continued ramp-up of their Centers of Excellence. Both hospitals saw over 60% growth in their top lines and over 5 percentage points growth in net profit margins. The Centers of Excellence model also enabled Al Katib Hospital's (AKH) growth trajectory since its transformation in January 2022 post-COVID.

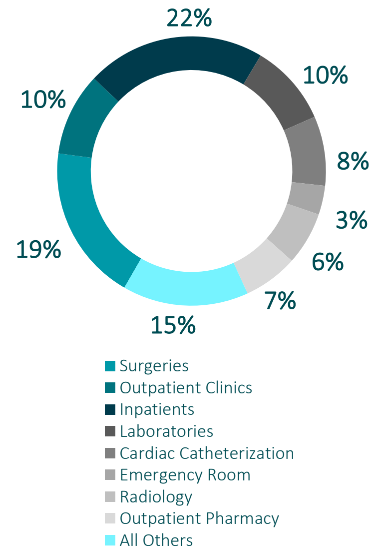
These Centers of Excellence have also accelerated the growth of CHG's International Business Unit by offering regionally standout services that meet global quality benchmarks. Cleopatra October, with its state-of-the-art capabilities and expertise in proactive health and wellness services, has been pivotal in this growth.

The Group operates two strategic polyclinics in underserved Cairo suburbs, providing quality diagnostics, outpatient, and physiotherapy services. These polyclinics drove revenues to EGP 35 million in 1Q24, a 30% increase from 1Q23, due to higher patient volumes, strategic pricing, and expanded service offerings. These polyclinics also drive referrals to CHG's Centers of Excellence and ramping hospitals, particularly Cleopatra October and the soon-to-open Sky Hospital.

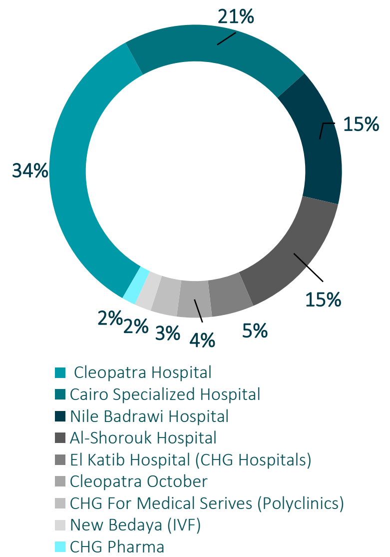
Successful patient acquisition strategies have significantly boosted CHG's outpatient pharmacy business, which reported over a 70% revenue increase, reaching EGP 77 million in 1Q24. The integration of CHG's digital infrastructure and the ramp-up of the Centers of Excellence have driven growth in care continuity and chronic care.

Financial Review

Contribution by Segment
(1Q24)



Revenue by Hospital
(1Q24)



**Polyclinic revenue includes both East and West Cairo Polyclinics (CHG for medical services) in addition to the polyclinic pharmacies segment (CHG Pharma)*

Revenue Analysis

The Group steepened its growth trajectory from FY23, recording record-high 1Q24 consolidated revenues of EGP 1,181 mn, up 52% versus 1Q23. This growth was driven by the expansion in CHG's core business as its Centers of Excellence continue to capture more of its patients' treatment cycles and optimize each hospital's patient base and case mix supported by optimal price increases. As a result, the Group served 302k cases in 1Q24, growing by 10% compared to 1Q23, with a preferred mix of cases across the Group.

To support this growth, CHG's leadership team implemented its annual strategic price increase effective January 2024, which helped bolster top-line growth and shield profitability without compromising the number or refinement of cases served. Management's commercial strategy played critical roles in ensuring the sustenance of refined patient mixes that fed into CHG's core business.

Magnified Core Business Growth

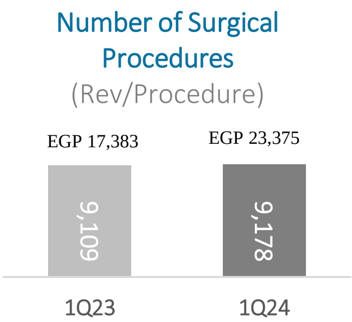
	Volumes			Revenues (in EGP mn)		
	1Q23	1Q24	%	1Q23	1Q24	%
Outpatient	219k	246k	*12%*	94	118	*25%*
Surgeries	9,109	9,178	*1%*	165	222	*34%*
Inpatient Services	14,067	14,762	*5%*	148	254	*72%*
Emergency	41,772	40,999	*-2%*	25	41	*61%*
Catheterization Lab	1,289	1,325	*3%*	63	99	*57%*
Laboratory	350k	394k	*13%*	84	116	*38%*
Radiology	61k	73k	*19%*	50	75	*51%*

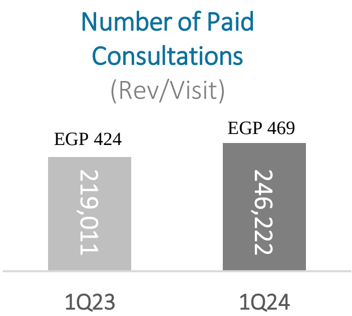
Segmental Performance Analysis:

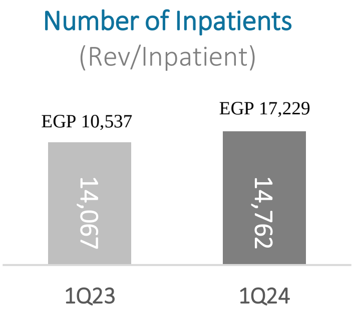
CHG's outpatient and emergency departments have been instrumental in driving growth across the Group's inpatient services, surgical procedures, and catheterization labs, serving as crucial initial touchpoints for patients. In 1Q24, outpatient and emergency departments contributed 13% to the overall revenue. Outpatient revenue grew by 25%, with an 11% increase in average revenue per patient (ARP). Emergency patient revenue saw a remarkable 61% rise, with a 63% increase in ARP. These gains are attributed to CHG's strategic service enhancements and outpatient optimizations, laying a strong foundation for the Group's core business lines to thrive.

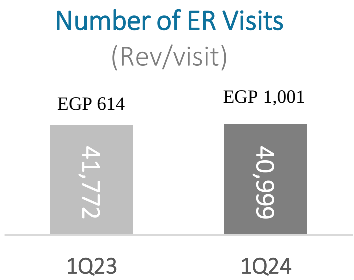
Inpatient services, along with surgical and catheterization procedures, made up 49% of CHG's total revenue in 1Q24. Inpatient revenue surged by 72%, driven by a 63% rise in ARP and a 5% increase in patient volume. Surgical procedure revenue grew by 34%, with both ARP and volume increasing by 34% and 1%, respectively. Catheterization lab revenue rose by 57%, with ARP up by 50% and volume by 3%. This comprehensive growth resulted from strategies that captured more stages of patients' treatment journeys and optimized case mixes.

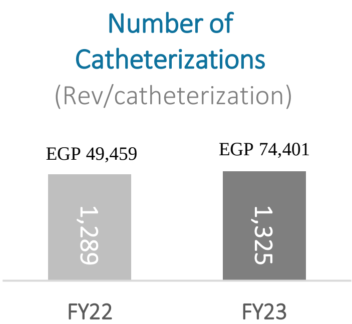
Notably, Centers of Excellence at CSH focusing on cardiology, orthopedics, and neurology, significantly contributed to a 32% increase in surgical revenue and a 62% rise in inpatient revenue. Similarly, Nile Badrawi saw over 72% growth in surgical revenue and a 59% increase in inpatient revenue. AKH, positioned as a Surgical Center of











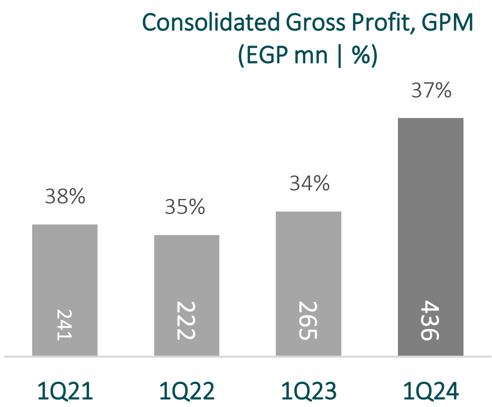
All KPI figures refer to the consolidation of all CHG hospitals as well as the Group's East and West Cairo Polyclinics) and excludes Bedaya while taking into account elimination entries.

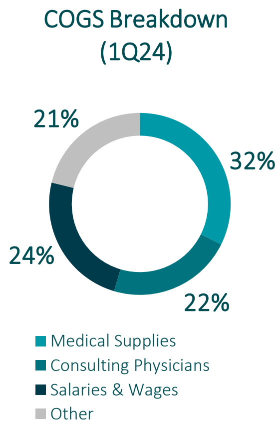
Excellence with Nephrology and Breast Care specializations, reported substantial growth with nearly 200% increase in inpatient revenue and a 50% rise in surgical revenue compared to 1Q23.

Diagnostic services, including laboratories and radiology, accounted for 10% and 6% of consolidated revenues in 1Q24, respectively. Strategic pricing measures introduced in January 2024, along with increased test volumes, resulted in 38% growth in laboratory revenue and 51% in radiology revenue.

Profitability Analysis

Cost of Goods Sold & Gross Profit



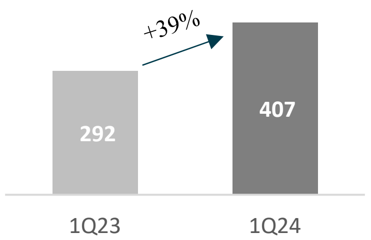


Management continues to demonstrate strong financial management, expanding profitability margins amidst Egypt's current highly inflationary environment. The Group reported a 46% increase in its Cost of Goods Sold (COGS) in 1Q24, in contrast to a 52% revenue growth, resulting in COGS of EGP 746 million for the first quarter of 2024. Management's efforts led to an expansion of CHG's gross profit margin by three percentage points to 37% in 1Q24. The Group's strategic focus on optimizing key cost components, including efficiency in managing salaries, wages, and consultant fees, was pivotal in hedging against inflationary medical consumables costs, ultimately expanding overall profitability without compromising the Group's service offerings and quality of delivery.

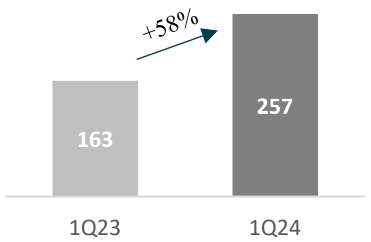
In terms of Doctors' Fees, CHG reported a three-percentage point improvement in its Doctor Fees to Revenue ratio. This improvement is attributed to enhanced case mixes due to CHG's continued capture of patient treatment stages that span the Group's service offerings and ancillary business. Further margin enhancements were realized in Salaries and Wages, where the leadership's Shared Services project continues to deliver efficiency and optimized performance across the Group. Consequently, the Salaries & Wages to Revenue ratio decreased to 15% in 1Q24 from 17% in 1Q23. Leadership's staff optimization strategies are expected to be key drivers for future efficiency on this front as CHG's business model fosters the growth of output per employee by design.

Lastly, despite increases in medical consumables costs as the economy stabilizes post-currency devaluation, the Group's seasoned supply chain and demand planning teams remained proactive in stockpiling and securing competitive rates for key inventory. This approach helped minimize the impact of Purchase Price Variances (PPVs) on CHG's cost structure, maintaining the medical consumables to revenue ratio at 20% in 1Q24, consistent with 1Q23. CHG's goal remains to proactively navigate the macroeconomic terrain to safeguard profitability and uphold service quality, showcasing a balanced approach to growth and operational excellence. As management's optimization strategies

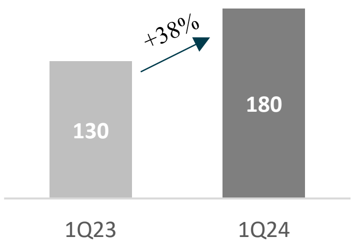
CHC Revenue Growth
(EGP mn)



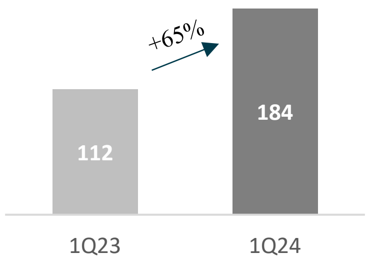
CSH Revenue Growth
(EGP mn)



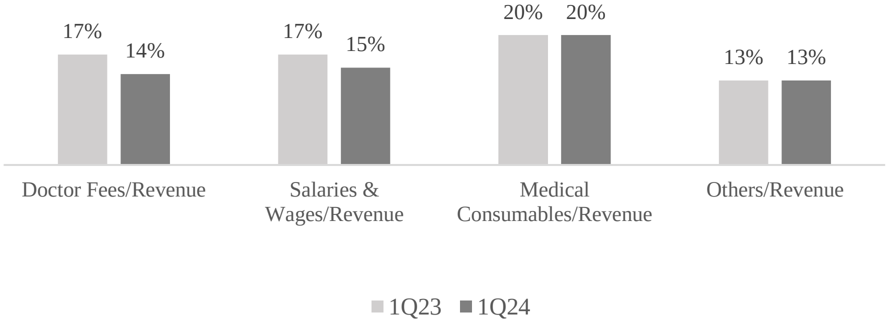
ASH Revenue Growth
(EGP mn)



NBH Revenue Growth
(EGP mn)

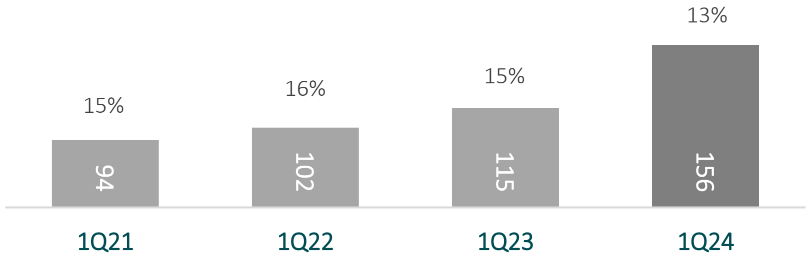


continue to mature, there is potential for even greater efficiency gains as CHG progresses through 2024 and beyond.



G&A Expenses

SG&A, SG&A/Sales
(EGP mn | %)



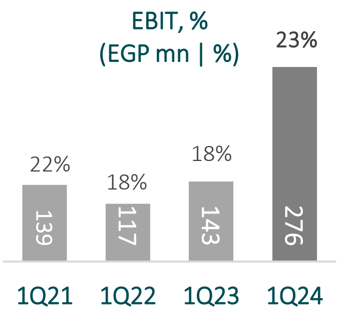
CHG's management maintained financial discipline throughout 1Q24, implementing cost-cutting and avoidance strategies. In 1Q24, G&A expenses amounted to EGP 156 million, a 36% increase from 1Q23. With the optimization agenda evolving as CHG assets further integrate and leverage synergies, the Selling, General, and Administrative (SG&A) to sales ratio improved by nearly 2% to 13% in 1Q24 compared to 1Q23. Leadership's strategies continue to deliver sustainable profitability for CHG and its stakeholders.

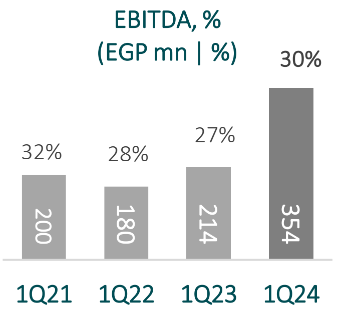
EBIT & EBITDA

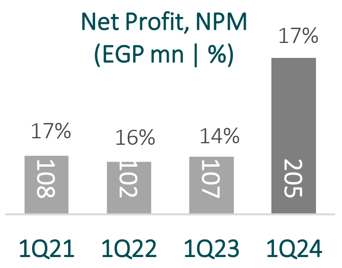
Operational excellence was the key driver behind CHG's record performance, with all CHG facilities reporting efficiencies in their margins in 1Q24. CHG reported a 5% improvement in its EBIT margin, reaching 23% in 1Q24, an increase of 93% compared to 1Q23, totalling EGP 276 million.

Consequently, the Group reported a record-high quarterly EBITDA of EGP 354 million in 1Q24, at a 30% margin, growing by 66% versus 1Q23. Notably, no assets reported negative EBITDA profitability in 1Q24, including Cleopatra October, which is in its second quarter of operations. The hospital reported a 6% margin, further proving the scalability and effectiveness of the CHG Business Model. As the hospital's preferred patient base mix and commercial strategy continue to mature, profitability is expected to rapidly expand to Group averages.

The Group is on track to report record-high EBITDA levels by year-end. This performance is expected to be driven by the Group's other hospitals as well. While all facilities experienced margin expansions, CHC notably reported a 5% EBITDA margin expansion in 1Q24, with NBH and AKH expanding their EBITDA margins by over 10%. Commercial and operational tactics continue to generate value as leadership remains committed to their growth-oriented vision, ensuring the effective safeguarding and







expansion of the Group's profitability margins with minimal impact on overall profitability post assets integration.

Net Profits

CHG's consolidated net profit for 1Q24 amounted to EGP 205 million, representing an impressive growth of 92% compared to 1Q23. Efficiency continued to trickle down to net profit margins, as CHG reported a 4% expansion, reaching 17% in 1Q24 compared to 1Q23. The Group's optimal capital structure enabled CHG to expand profitability on a bottom-line basis. Management's current growth model, which consolidates assets while directing investments to enhance their value-creation capabilities with high efficiency, will continue to be a key driver of profitability moving forward.

Furthermore, the Group's latest venture into a new business line that leverages its operational excellence know-how is expected to bolster net profit margins in the coming years. This new business line offers pre-operational and operational services to healthcare facilities and groups in Egypt and regionally. With ample opportunities to expand this novel healthcare management services business, CHG's other income is expected to grow through service fee income. This strategy effectively transforms its staff from a cost center to a profit center, directly impacting the Group's bottom line.

–Ends–

ABOUT CLEOPATRA HOSPITALS GROUP S.A.E.

The Group is the largest private hospital group in Egypt by number of hospital beds and number of operating hospitals. The company holds majority stakes and operates seven leading hospitals in the Greater Cairo Area: Cleopatra Hospital, Cairo Specialized Hospital, Nile Badrawi Hospital, Al Sherouk Hospital, El Katib Hospital, Sky Hospital, and Cleopatra October Hospital offering a full array of general, emergency healthcare services and rehabilitation services. The Group also operates two polyclinics located in strategic neighbourhoods of East and West Cairo and holds a majority stake in Bedaya for Medical Services, Egypt's leading IVF and Fertility Centre.

Shareholder Information

EGX: CLHO.CA
Listed: June 2016
Shares Outstanding: 1,445 million

For further information, please contact:

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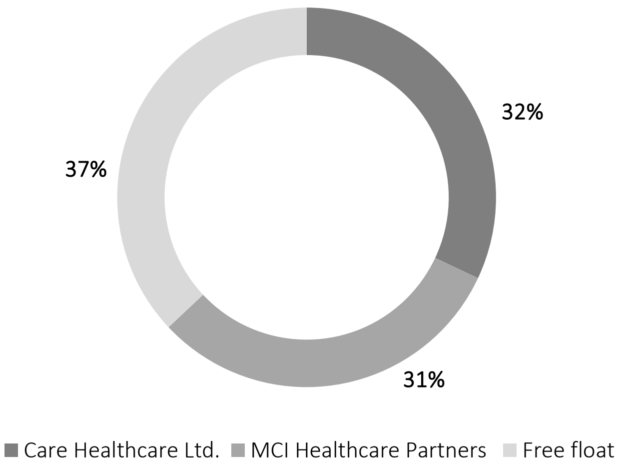
Shareholder Structure

(as of March 2024)



Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would”, or, in each case, their negatives, or other similar expressions that are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management's (“Management”) current views of future events, are based on Management's assumptions, and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate, or prediction to become inaccurate. These risks include fluctuations in the prices of raw materials or employee costs required by our operations, its ability to retain the services of certain key employees, its ability to compete successfully, changes in political, social, legal, or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations, and Management's ability to timely and accurately identify future risks to our business and manage the risks mentioned above. Certain figures contained in this document, including financial information, have been subject to rounding adjustments. Accordingly, in certain instances, the sum or percentage change of the numbers contained in this document may not conform exactly to the total figure given.

Consolidated Statement of Income

All figures in EGP mn	1Q2023	1Q2024	% change
Revenues	777	1181	52%
Cost of sales	(512)	(746)	46%
Gross profit	**265**	**436**	64%
Gross Profit Margin	*34%*	*37%*	
General & administrative expenses	(115)	(156)	36%
Cost of acquisition activities	(1)	(1)	0%
Provisions	(3)	(5)	59%
Other income	1	2	212%
Intangible Assets Write Off	0	0	
Discontinued Operations	(4)	0	-100%
EBIT	**143**	**276**	93%
EBIT Margin	*18%*	*23%*	
Interest income	12	13	12%
Interest expense	(15)	(21)	40%
Profit before tax	**139**	**268**	92%
PBT Margin	*18%*	*23%*	
Income tax	(31)	(51)	67%
Deferred tax	(2)	(12)	458%
Net profit after tax	**107**	**205**	92%
Net Profit Margin	*14%*	*17%*	
Distributed as follows:			
Shareholders of the company	95	182	93%
Minority rights	12	22	87%
Profit for the period	**107**	**205**	92%

Consolidated Statement of Comprehensive Income

All figures in EGP mn	1Q2023	1Q2024	% change
Net Profit	107	205	92%
Other comprehensive income	0	0.0	
Total comprehensive income for the year	**107**	**205**	92%
Total comprehensive income attributable to:			
Owners of the company	95	182	93%
Non-controlling interest	12	22	87%
Total comprehensive income for the year	**107**	**205**	92%

Consolidated Statement of Financial Position

All figures in EGP mn	31 December 2023	31 March 2024
Non-current assets		
Fixed assets	2,176.6	2,460.5
Intangible assets	407.3	406.8
Right of use	133.2	125.2
Payment under investment	-	-
Investment in associates	3.8	3.8
Total non-current assets	**2,720.9**	**2,996.3**
Current assets		
Inventory	292.0	395.2
Accounts receivables	648.5	800.1
Other receivables and debit balances	468.3	726.9
Due from related parties	0.5	0.5
Treasury bills	-	-
Cash	357.9	317.1
Total current assets	**1,767.1**	**2,239.7**
Total assets	**4,488.0**	**5,236.0**
Equity		
Share capital	722.7	722.7
Treasury Shares	(5.1)	(5.1)
Reserves	80.4	80.4
Retained earnings	1,435.6	1,617.9
Long term incentive plan	16.1	23.1
Equity attributable to the parent company	**2,249.8**	**2,439.1**
Non-controlling interest	196.5	218.9
Total equity	**2,446.3**	**2,657.9**
Non-current liabilities		
Non-current portion of borrowings	423.0	740.4
Creditors and other credit balances - non-current portion	-	-
Non-current portion of lease liability	85.9	80.6
Deferred tax liabilities	101.8	114.1
Total non-current liabilities	**610.7**	**935.1**
Current liabilities		
Provisions	20.3	12.2
Creditors and other credit balances	928.1	1,055.2
Current Portion of Borrowings	318.9	363.1
Current portion of lease liability	45.7	44.2
Other Liabilities	42.5	42.5
Current income tax	75.6	125.8
Total current liabilities	**1,431.1**	**1,643.0**
Total liabilities	**2,041.8**	**2,578.1**
Total liabilities & shareholders' equity	**4,488.0**	**5,236.0**

Consolidated Statement of Cash Flow

All figures in EGP mn	31 March 2023	31 March 2024
Cash flow from operating activities:		
Profit before tax	139.5	268.1
Adjustments for:		
Depreciation	36.7	42.7
Right of use depreciation	-	-
Amortization of intangible assets	4.0	0.5
Allowance for impairment of current assets	9.6	8.3
Provision	(13.4)	(8.1)
Capital gain/Loss	(0.0)	(0.1)
Credit / Debit Interest	10.2	9.2
Changes in current tax liability	(0.5)	(0.9)
Loss In Investments in subsidiaries	-	-
Share-based payments financial liabilities	4.1	7.1
Lease Write Off	-	-
Intangible Assets Write off	-	-
Operating profits before changes in assets and liabilities	**190.2**	**326.7**
Changes in working capital:		
Changes in Inventories	(13.1)	(103.5)
Change in trade receivables, debtors and other debit balances	(96.1)	11.3
Changes in Due from related parties	2.5	-
Change in trade and other payables	60.4	127.1
Employee Incentive Plan	-	-
Change in lease	4.4	1.3
Net cash flows generated from operating activities	**148.3**	**362.9**
Cash flow from investment activities:		
Proceeds from sale of fixed assets	0.2	0.2
Fixed assets purchased	(19.0)	(65.8)
PUC purchased	(98.4)	(260.9)
Advance payment for purchase of fixed assets	(12.5)	(429.1)
Fixed assets Suppliers	-	-
Payments under investment	-	-
Credit Interest Collected	7.4	8.2
Paid for Investment Associates	-	-
Net cash flows used in investing activities	**(122.3)**	**(747.5)**
Cash flow from financing activities:		
Treasury Shares	-	-
Dividends paid out	-	-
Cash Proceed from Overdraft	171.6	323.8
Cash Paid to Overdraft	(196.9)	(298.5)
Interest paid	(17.4)	(17.7)
Receipts from borrowings	63.5	352.7
Repayment of Borrowings	-	(16.6)
Net cash flow from financing activities	**20.8**	**343.8**
Net change in cash & cash equivalents during the year	**46.9**	**(40.8)**
Cash and cash equivalents at the beginning of the year	347.4	362.5
Cash And Cash /equivalent In Acquired Subsidiaries at Beg. Of The Period	-	-
Cash & cash equivalents at the end of the year	**394.3**	**321.7**