

د. سليمان الحبيب  
DR SULAIMAN AL HABIB  
المجموعة الطبية medical group



# FY 2025

# Earnings Call Presentation

As of 17 February 2026



# Presenting Team



**Ziyad Al Dahami**

Head of Investor Relations and Treasury



**Faisal Al Nassar**

Chief Executive Officer



**Esam Al Mashloun**

Vice President, Finance

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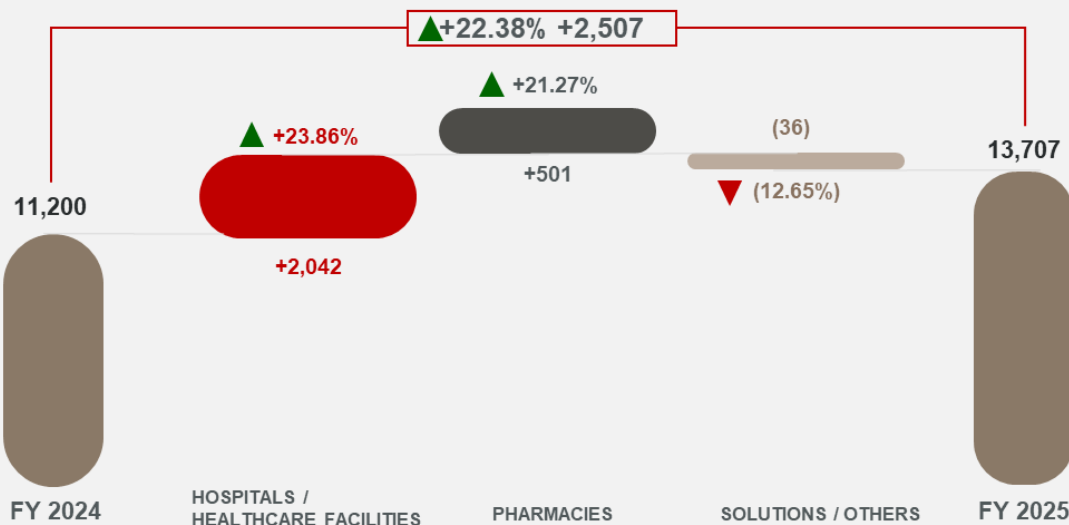
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# Financial Performance

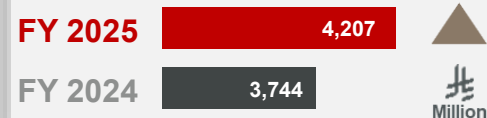
A series of thin, white, curved lines that sweep across the right side of the slide, creating a sense of motion and depth.

# Key Financial Highlights: FY 2025

## REVENUE BY SEGMENT



## Gross Profit ▲ 12.36%



## Gross Profit Margin %



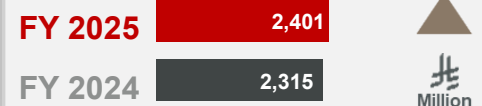
## EBITDA ▲ 17.86%



## EBITDA Margin %



## Net Income ▲ 3.72%

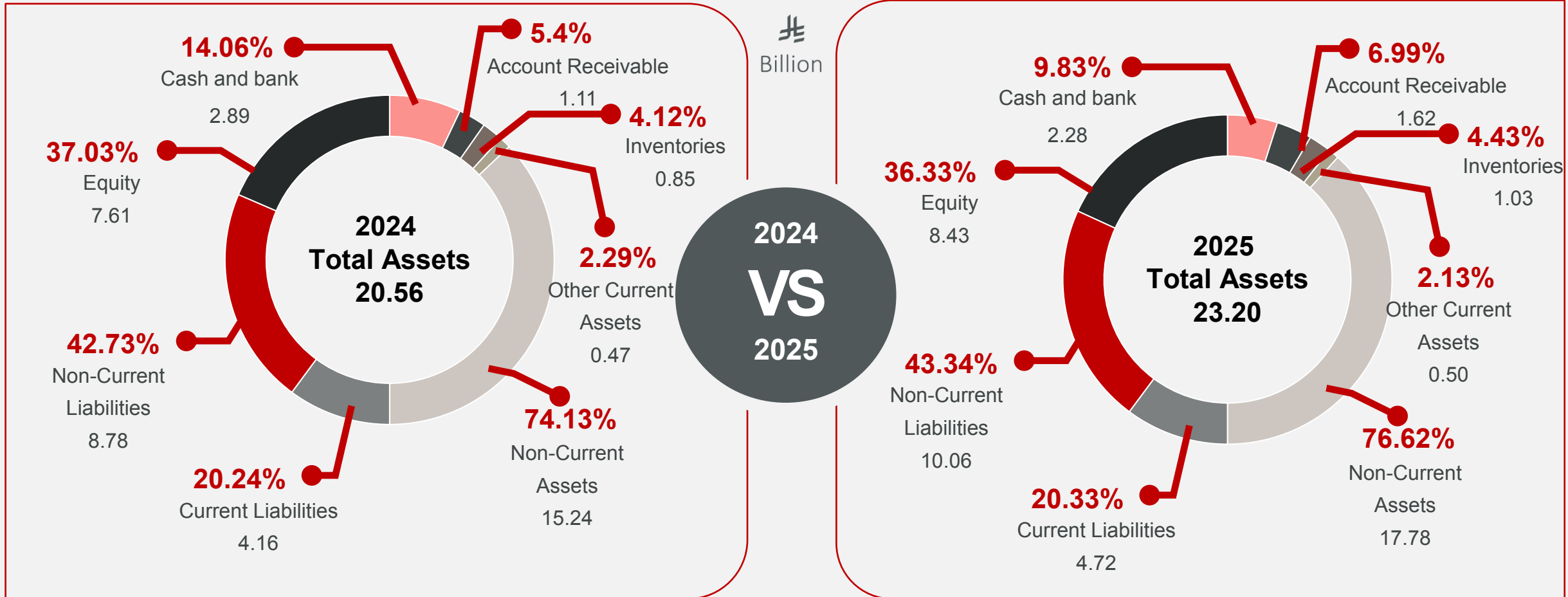


## Net Income Margin %

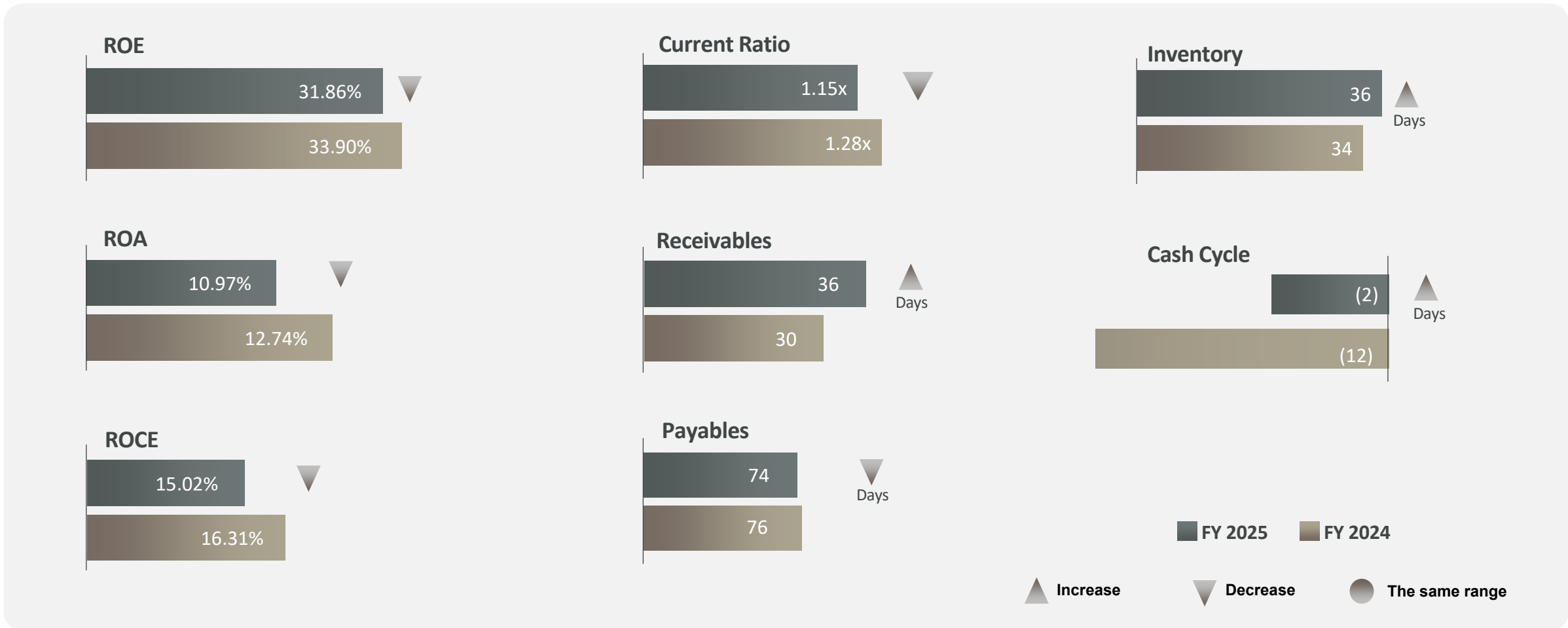


# Balance Sheet Highlights

## Total Assets as at 31-December

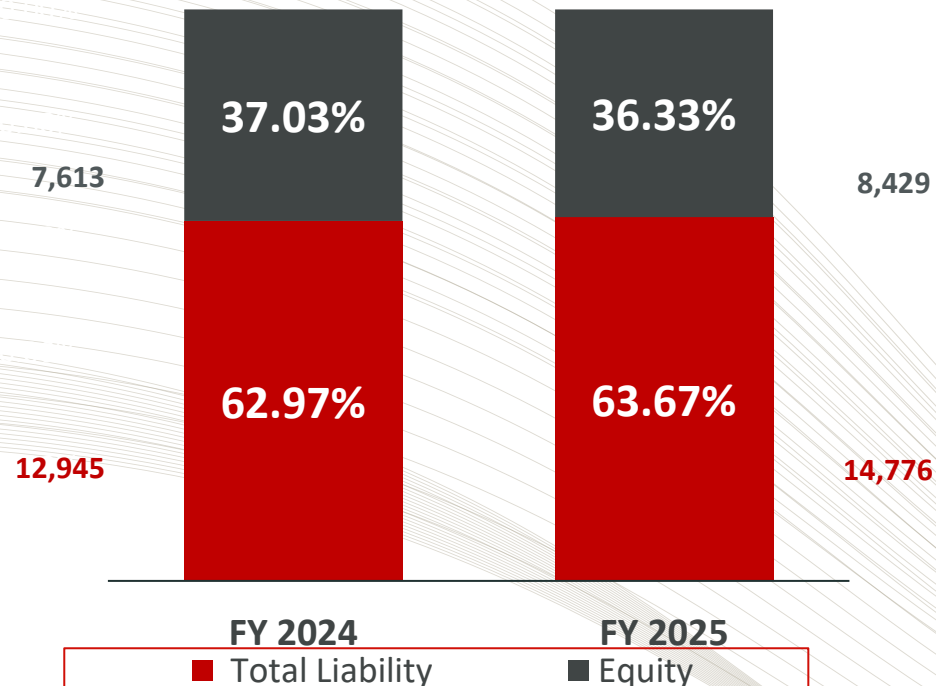


# Financial Performance Indicators: FY 2025



# Leverage Levels

Total liabilities and equity S million



## Liabilities/Total Assets

FY 2025 **0.64x** ●  
FY 2024 **0.63x**

## Liabilities/Equity

FY 2025 **1.75x** ▲  
FY 2024 **1.70x**

## Debt / Equity

FY 2025 **1.11x** ▲  
FY 2024 **1.08x**

## Net Debt / EBITDA

FY 2025 **2.02x** ▲  
FY 2024 **1.79x**

## DSCR

FY 2025 **6.48x** ▼  
FY 2024 **8.78x**

## Interest Coverage ratio

FY 2025 **7.73x** ▼  
FY 2024 **14.48x**

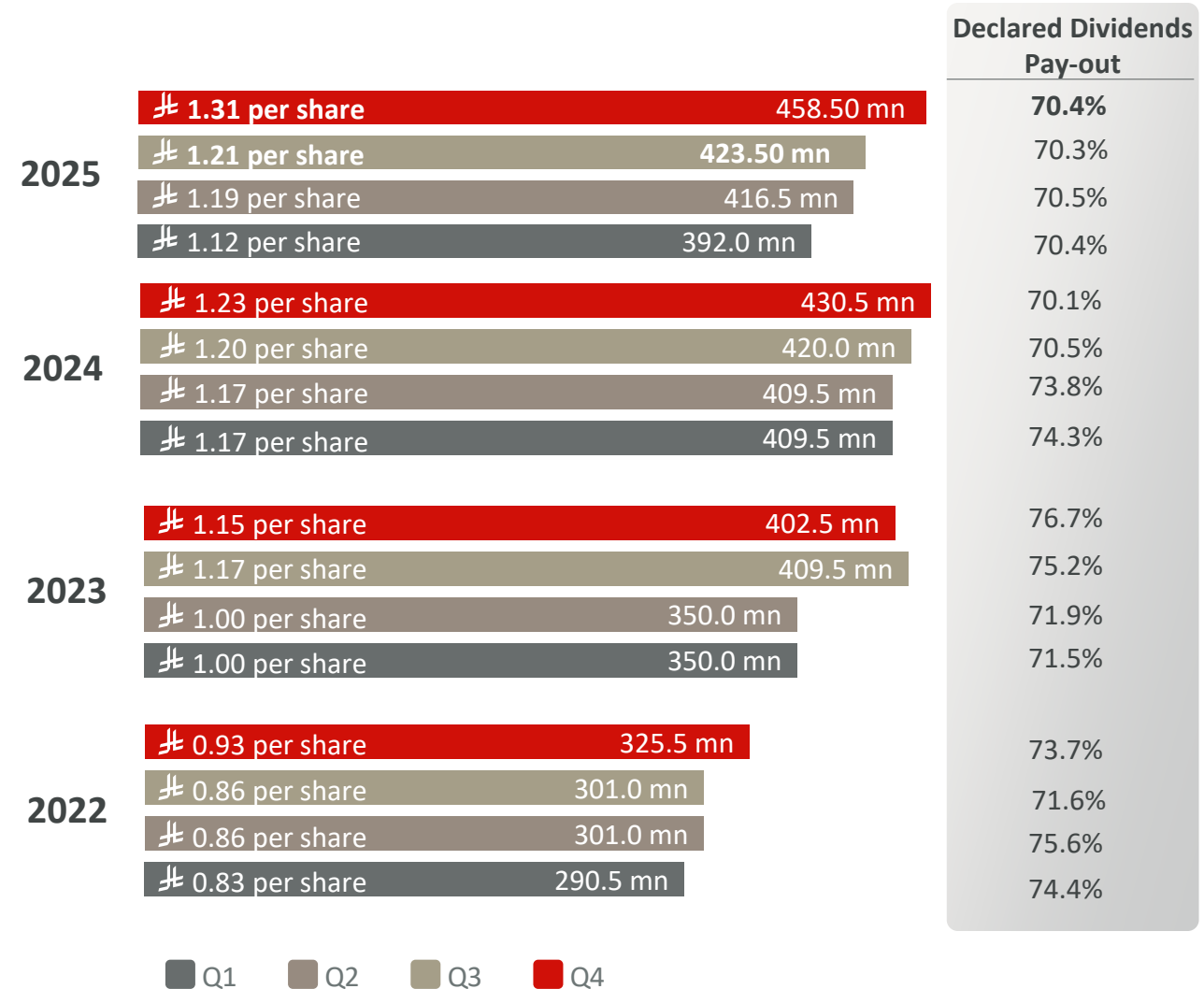
▲ Increase    ▼ Decrease    ● The same range

# Declared Cash Dividends

## Declared Cash Dividends – Q4 2025

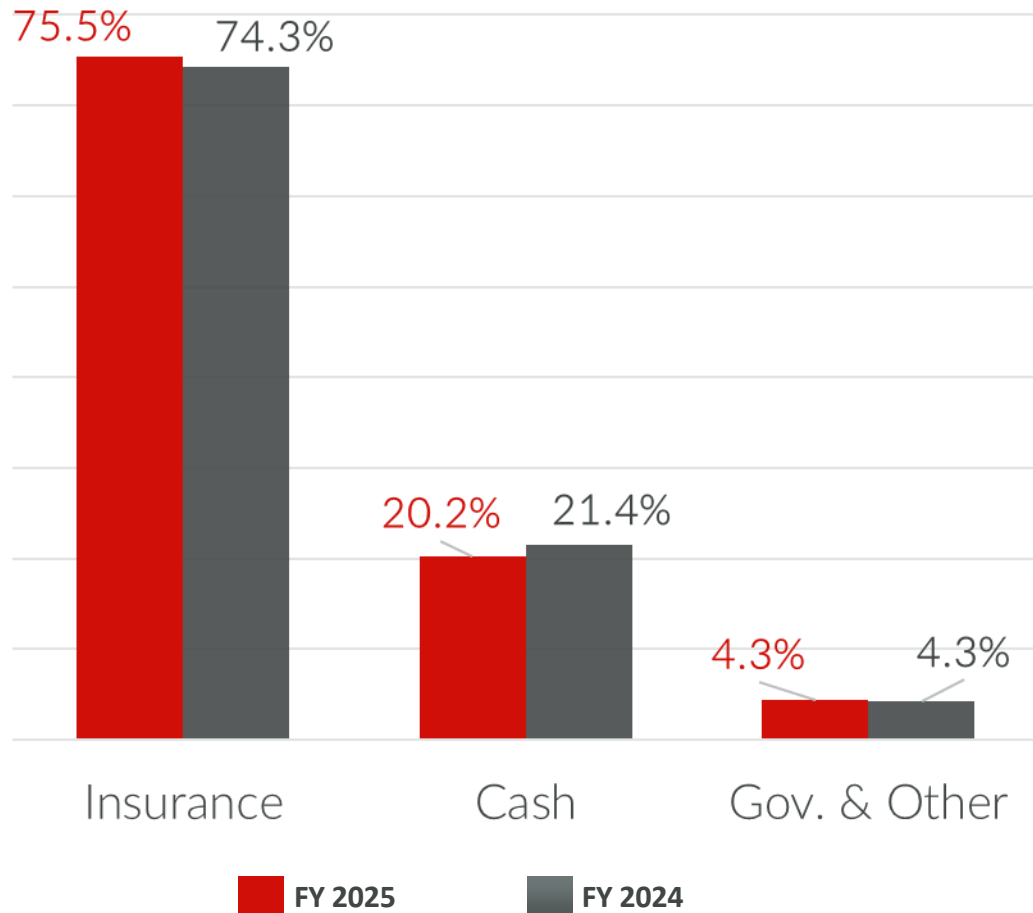
Current Capital	₭ 3.5 billion
Number of Shares	350 million
Dividend to be Distributed	₭ 458.50 million
% of Capital	13.10% (equivalent to ₭ 1.31 per share)
Eligibility for Dividend	Close of trading on Thursday, 19 <sup>th</sup> February 2026
Date of Distribution	Monday, 9 <sup>th</sup> March 2026

FY 2025	₭ 4.83 per share	1,690.5 mn	70.4% Payout
FY 2024	₭ 4.77 per share	1,669.5 mn	72.1% Payout
FY 2023	₭ 4.32 per share	1,512.0 mn	73.9% Payout
FY 2022	₭ 3.48 per share	1,218.0 mn	73.8% Payout



# Highlights: 2025 Patient Overview

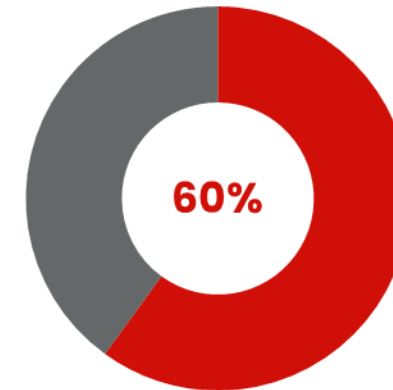
## Payer Mix by Revenue (%)



**PATIENTS** ▲ 9.5 million Patient  
+ 27.5%

FY-24: 7.4 million patient

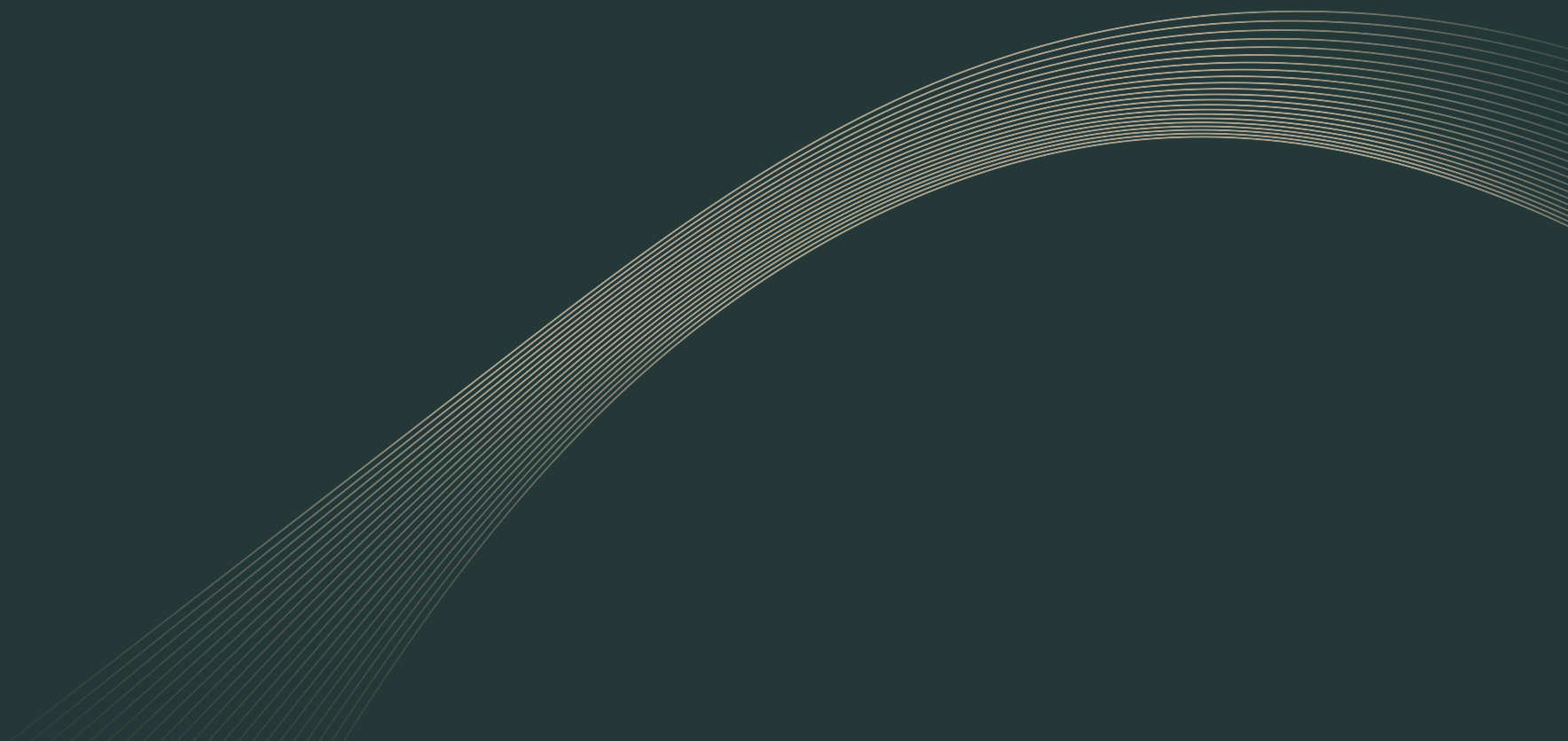
## Beds Occupancy % FY 2025





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# Projects Update





# Projects Update – Completed Projects

Solidifying our market leadership through robust expansion plans and progressing our projects

## 2024

### Al Fayhaa Hospital

Ownership  
**50%**

📍 **Jeddah**

Opened on  
**March 2024**



### Al Sahafa Hospital

Ownership  
**100%**

📍 **Riyadh**

Opened on  
**June 2024**



### Women's Health Hospital

Ownership  
**100%**

📍 **Riyadh**

Opened on  
**October 2024**



## 2025

### Sehat Al Hamra Hospital

Ownership  
**100%**

📍 **Riyadh**

Opened on  
**January 2025**



### Sehat Al Kharj Hospital

Ownership  
**100%**

📍 **Kharj**

Opened on  
**May 2025**

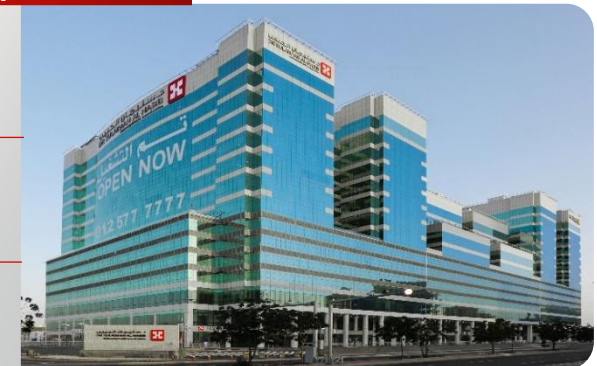


### Al Muhammadiyah Hospital

Ownership  
**100%**

📍 **Jeddah**

Opened on  
**June 2025**



# Projects Update – Future Projects

Solidifying our market leadership through robust expansion plans and progressing our projects

 **Tabuk Hospital**

Leased Agreement  
**Land**

 **Tabuk**

Expected Completion  
**End of 2027**



 **Jubail Industrial City Hospital**

Leased Agreement  
**Land**

 **Jubail Industrial City**

Expected Completion  
**End of 2028**



 **Red Sea Hospital**

Operating and Management Contract

 **Red Sea**

Contract Term  
**5 years**



 **AMAALA Hospital**

Operating and Management Contract

 **AMAALA**

Contract Term  
**5 years**



 **Munsiyah Hospital**

Ownership  
**100%**

 **Riyadh**

Expected Completion  
**End of 2028**



 **Dammam Hospital**

Ownership  
**100%**

 **Dammam**

Expected Completion  
**End of 2028**





Q & A





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Appendix #1

# Operational Highlights

# FY 2025 Highlights



## Opened new medical facilities:

- Hamra Hospital
- Khobar Medical Center
- Kharj Hospital
- Mohammadiyah Hospital



## New project announcements:

- Signed contracts with AMAALA Company and Red Sea Real Estate Company to operate, manage, and maintain hospitals
- New hospital projects in Riyadh and Dammam



## Cooperation agreement with Universities:

- **University of Jeddah** to support training, employment, and the development of young Saudi medical talents
- **Rutgers and Michigan universities** in the field of nursing



## Strategic Partnership Agreement

Partnered with Aquarabia and Six Flags Qiddiya City to provide healthcare services



## Launched the **First-of-its-Kind Laboratory Robotic System 'AuxQ'**



## Medical sponsorship:

- Riyadh Season
- Formula 1
- Riyadh Triathlon
- Hajj Season
- Saudi Basketball Federation



## Opened **Dr. Sulaiman Al Habib College for Knowledge**



## Serving the community

- Mawaddah Association for Family Stability to strengthen charitable and humanitarian efforts
- HMG and GACA Launch Blood Donation Campaign in Support of National Initiative

# Medical Excellence

*Creating the medical practitioners of the future and promoting health and well-being*

## Research Center

- 4** Journal issued
- 85+** research paper published
- 180** Research proposals submitted to Institutional Review Board (IRB)

## Continuous Medical Education

- 385+** Activities      **780+** Hours
- 945** Speakers      **19,200+** Participants

## Postgraduate Program

**51** Residency & Fellowship program in Riyadh and Khobar accredited by Saudi Commission for Health Specialties (SCFHS)

**395** Total participants in residency and fellowship program

**590+** Enrolled in Riyadh and Khobar across **5** SCFHS- accredited diploma

## Undergraduate Training

- 1,780+** Undergraduate and interns
- 26** Collaboration with public and private universities

## Life Support Center

- 1,700+** Courses
- 10,900+** Participants

# ESG and Sustainability

**Group-Wide Decarbonization Plan:** Developed and formalized a structured Decarbonization Plan outlining a clear pathway to reduce Scope 1 and Scope 2 emissions. The plan focuses on targeted energy efficiency measures, operational optimization, and technology-driven initiatives, aligned with national climate ambitions and long-term value creation objectives.

**Anti-Corruption & Anti-Bribery Policy Statement:** Published a strengthened Anti-Corruption and Anti-Bribery Policy aligned with international governance principles, reinforcing ethical conduct and supporting governance score enhancement.

**ESG Roadshow:** Delivered a Group-wide ESG Roadshow across hospitals and medical centers to strengthen alignment and operational ownership of sustainability priorities. The initiative enhanced awareness of ESG targets, clarified roles and accountability structures, embedded ESG considerations into departmental planning and decision-making.

**CDP Climate Change Disclosure:** Prepared and submitted the 2025 CDP Climate Change disclosure, enhancing the robustness of climate-related reporting and improving alignment with international environmental transparency standards.

**Human Rights Policy Statement:** Issued a Group-wide Human Rights Policy aligned with international standards and local regulatory context, reinforcing HMG's commitment to ethical operations and stakeholder protection.

**Comprehensive ESG Risk Assessment:** Conducted a Group-wide ESG risk assessment, including a dedicated climate risk assessment, to strengthen understanding of potential risks and opportunities across operations and the value chain. The assessment enhances management oversight, supports risk prioritization, and aligns with evolving regulatory and investor expectations.

**Sustainability Policy Statement:** Established a formal Sustainability Policy incorporating global frameworks and best practices to support ESG reporting, governance oversight, and rating agency expectations.

**UNGC Communication on Progress (CoP):** Submitted the annual UN Global Compact Communication on Progress, reaffirming HMG's commitment to the Ten Principles and strengthening alignment with global sustainability frameworks.

**S&P Global Corporate Sustainability Assessment (CSA):** Completed the S&P Global CSA submission, providing detailed evidence and documentation to strengthen benchmark positioning within the healthcare sector.

**Sustainability Training – HMG Virtual Academy:** Launched formal sustainability training modules accessible to employees covering ESG fundamentals, UN SDGs, and ethical business conduct. This initiative strengthens ESG culture and enterprise-wide accountability.

**HRSD Silver CSR Award:** Received the Silver CSR Award from the Ministry of Human Resources and Social Development (HRSD), recognizing HMG's growing leadership in structured community impact initiatives.

# Our People

We continue to attract and retain top talent



**29,400+**  
Workforce



**67%** female  
**33%** male  
Staff ratio



**5,900+**  
Physicians



**90%+**  
Retention Rate



**90+**  
Nationalities



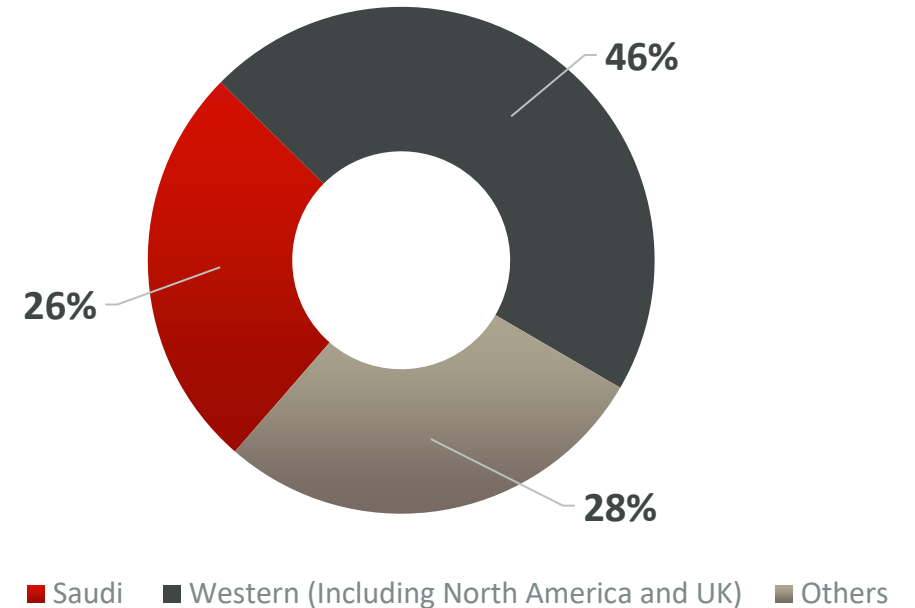
**36%**  
Saudization



## Training via Virtual Academy Platform

- **17,500+** trainings conducted
- **10,400+** employees participated
- **23,900+** total training hours

## Physician Qualifications



# HMG App and Investor Relations

## HMG App Highlight

Interaction

▲ 46%

**+1.0b**  
interactions



Booked  
Appointments

▲ 32%

**+6.47m**  
appointments



Habib Live Care

▲ 2%

**+447.8k**  
transactions



Home Healthcare

▲ 42%

**+39.2k**  
transactions



▲ Annual Growth

## Engagement with Investment Community

**185+** Investors and analyst meetings

**235+** Individuals attended the meetings

**3** Attended conferences

**22** Analysts coverage

## Year-End Market Metrics Summary (2025)

Market Cap: **₹** 89.95 billion

Trading Value: **₹** 13.0 billion

Trading Volume: 48.7 million Shares

Qualified Foreign Investors Ownership: 6.73%

# Recognitions

## Accreditations



Joint Commission  
International Accreditation  
(JCIA)



College of American  
Pathology (CAP)



Best Practice in  
Vitrification Recognition



Global Health Accreditation  
(GHA)



LEED Gold Certification for Leadership  
in Energy and Environmental Design



Association for the Advancement of  
Blood and Biotherapies (AABB)



Health Information  
Management System Society,  
(HIMSS) Stage 7



Council Health Insurance (CHI)



Central Board for Accreditation  
of Healthcare Institutions  
(CBAHI)



ISO: 15189:2007



ISO 13485:2016



وكالة سمة SIMAH RATING

Credit rating of AA-

# Recognitions

## Awards



**National Patient Safety Award in the Maternal and Newborn Safety Category**



**Most Strategic Healthcare Digital Transformation Partner – Saudi Arabia, by International Finance**



**Best Investor Relations – Healthcare – Saudi Arabia 2025 by Global Business Outlook**



**Performance Improvement Excellence Award 2025 - MOH Riyadh Branch**



**Global Digital Healthcare Leader Awards**



**Best Investor Relations – Healthcare – Saudi Arabia 2025 by International Finance**



**Recognition from the Healthy Aging & Age Friendly Health Systems Forum**



**Most Innovative Technology Solutions in Healthcare – Saudi Arabia, by Business Tabloid**



**Best Investor Relations – Healthcare – Saudi Arabia 2025 by the Global Economics**



**Excellence in the Primary Healthcare Path**



**Best Corporate and Team in Investor Relations – Pharmaceutical and Healthcare, Large Cap - Emerging EMEA by Extel**



**Best Investor Relations – Saudi Arabia 2025, by Business Tabloid**



# Investment Case

**HMG** is committed to patient safety and wellbeing, providing patients with the highest standards of medical technology, exceptional patient experiences and sustainability to consistently deliver best-in-class care through its extensive and growing network



Attractive Industry Fundamentals



Adaptable Operating Model



Experienced Leadership Team with Proven Track Record



Solid Performance with Long-term Growth Potential



Market Leader in Medical Excellence



Delivering Sustainable Impact



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Appendix #2

# Summarized Financials



# Financial Review

## Key Financial Information and KPIs

	FY 2025	FY 2024
<b>Statement of Income</b> <i>ﷲ million</i>		
Revenue	13,707	11,200
Gross profit	4,207	3,744
Operating income	2,619	2,356
Profit attributable to equity holders of the parent	2,401	2,315
<b>Balance Sheet</b> <i>ﷲ million</i>		
Current assets	5,427	5,319
Non-current assets	17,778	15,239
Total assets	23,205	20,558
Current liabilities	4,719	4,162
Non-current liabilities	10,057	8,783
Total liabilities	14,776	12,945
Total equity	8,429	7,613

# Financial Review (Continued)

## Key Financial Information and KPIs

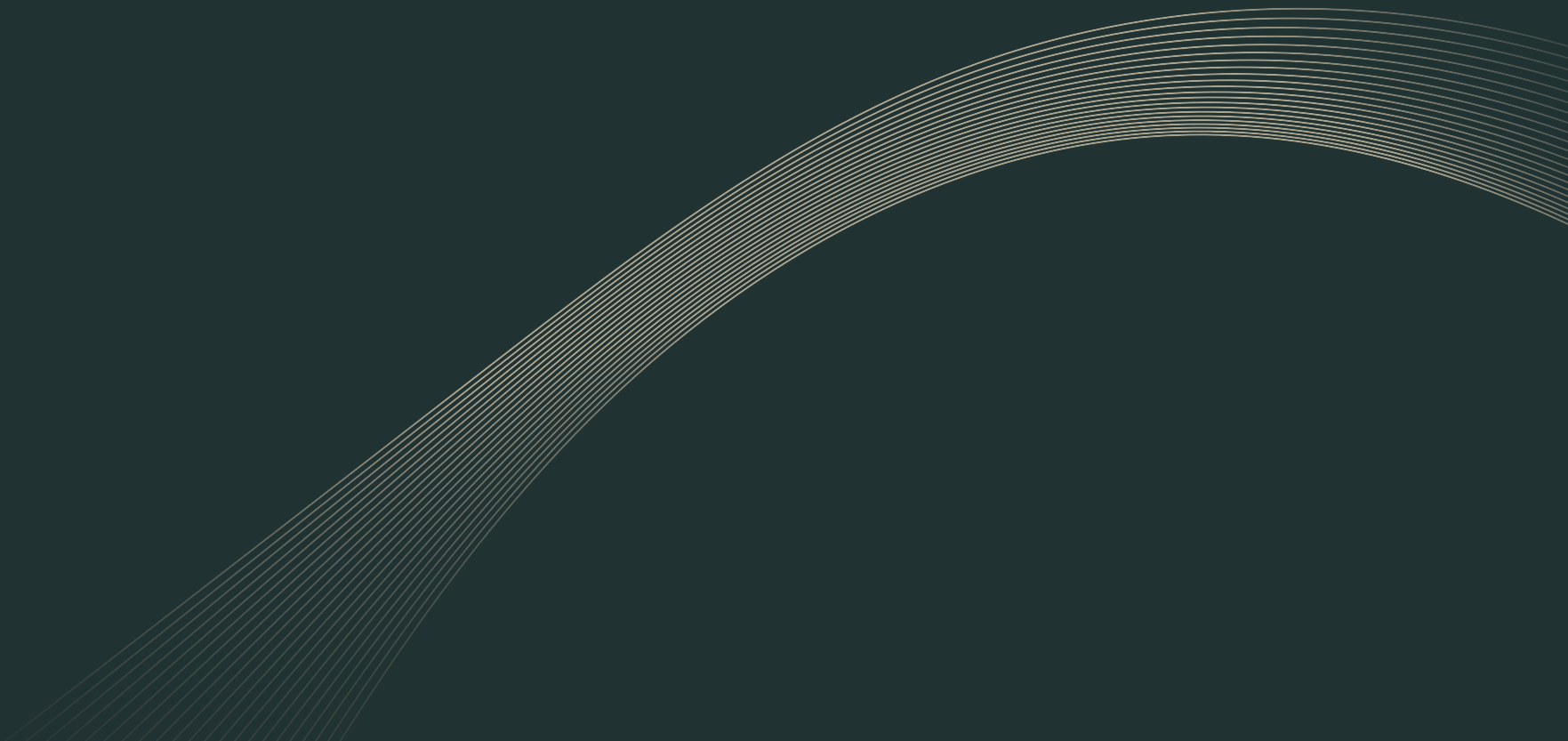
	FY 2025	FY 2024
<b>Cash Flows</b> <i>ﷲ million</i>		
Net cash from operating activities	3,402	2,971
Net cash used in investing activities	(2,970)	(3,775)
Net cash used in financing activities	(1,041)	1,075
Cash and Cash Equivalents, Beginning of the Period	2,891	2,620
Cash and Cash Equivalents, End of the Period	2,282	2,891
<b>KPIs</b>		
EBITDA margin	25.6%	26.6%
Return on equity (ROE)	31.9%	33.9%
Debt/equity ratio	1.11x	1.08x
Earnings per share ( ﷲ )	6.86	6.62
Dividend pay-out ratio	70.39%	72.11%
Cash conversion cycle (CCC)	(2) days	(12) Days



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Appendix #3

# About HMG





## About HMG

 HMG continues to elevate healthcare delivery and innovation across the Kingdom and the region.

Our reputation for providing personalized patient experience supported by cutting-edge technology across our broad and integrated portfolio of hospitals, healthcare facilities, pharmacies and specialized

subsidiaries positions us at the forefront of the industry as we continually seek to expand our footprint, enhance our service and create additional value for all our stakeholders.



### Our Vision

To be the most trusted healthcare provider in medical excellence and patient experience globally.



### Our Mission

To develop and operate state-of-the-art medical facilities and provide innovative healthcare services to create value for people.

# Key Message

Strategic pillars underpin our drive to deliver best-in-class healthcare services

## Best-in-class

- Regional integrated healthcare provider with **25+ year track record**
- **Resilient revenues and stable gross margins** supported by economies of scale, strong cash flow management and healthy balance sheet
- **Defined strategy** to strengthen core, expand reach and broadening the services

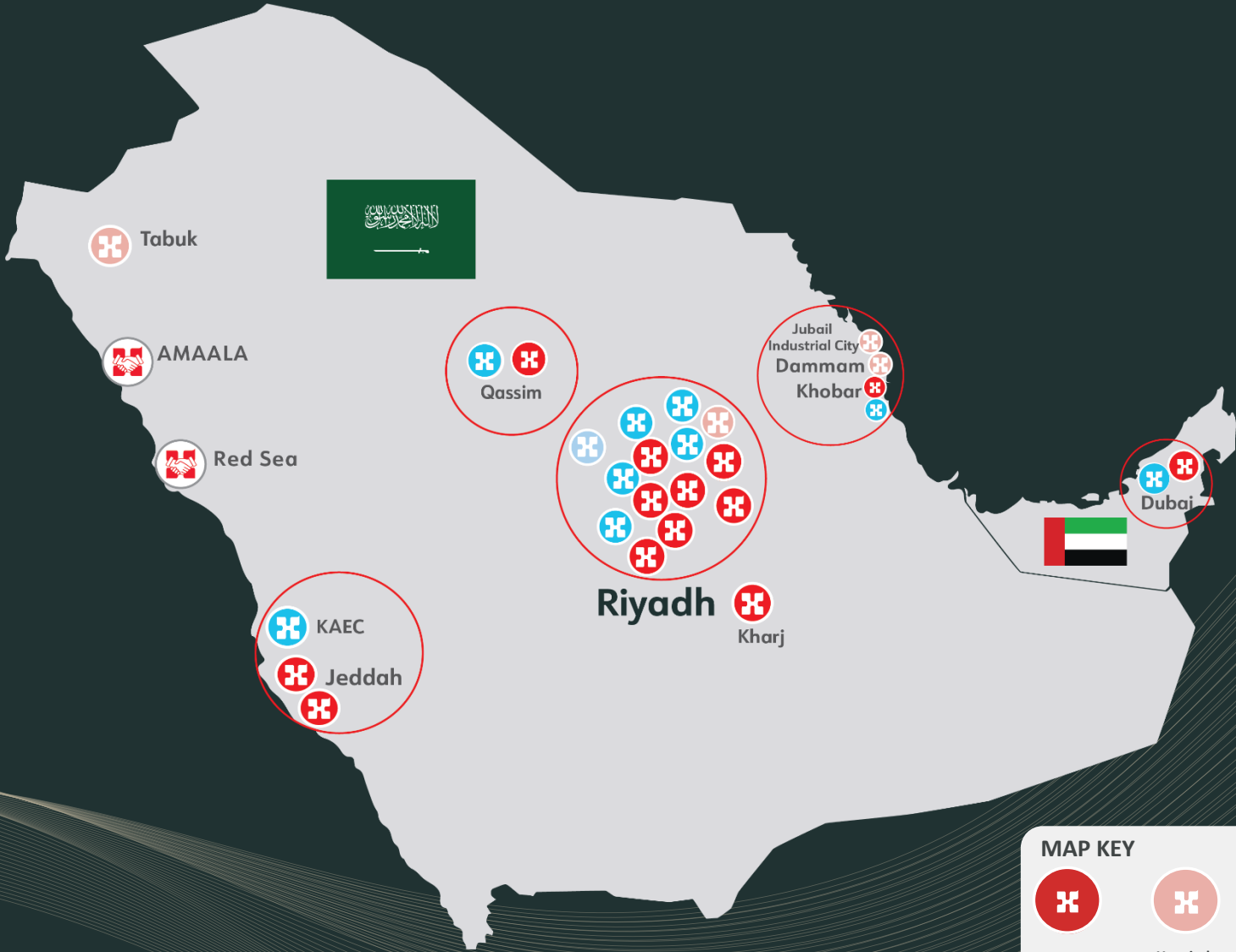
## Catalysts for value creation

- **Technology:** Pioneer in healthcare technology, award-winning hospital information system (HIS) & other 19 Technology Products
- **Robust expansion plan:** New hospitals and medical centers under construction and expansion.
- **Supporting medical community:** Heavily invested in creating an enabling environment conducive to research, innovation and scientific creativity in the Kingdom, in line with the objectives of the 2030 Vision

## Efficiency drivers






- **Efficient cash conversion cycle:** shortest CCC in the industry, proactive collection process
- **Cost efficiency:** economies of scale and cost efficiency on a growing patient volume base
- **Technology to drive operational efficiency:** best in class HIS, patients and physicians apps and rapidly growing business solutions including special focus on automation of services

# Geographic Footprint



-  Sahafa (Riyadh)
-  Olaya (Riyadh)
-  Rayan (Riyadh)
-  Takhassusi (Riyadh)
-  Suwaidi (Riyadh)
-  Women's Health (Riyadh)
-  Hamra (Riyadh)
-  Tabuk
-  Jubail (Jubail Industrial City)
-  Ghadeer (Riyadh)
-  Narjis (Riyadh)
-  Digital City (Riyadh)
-  Diplomatic Quarter (Riyadh)
-  King Khalid International Airport (Riyadh)
-  KAED (Riyadh)
-  AMAALA
-  Red Sea
-  Fayhaa (Jeddah)
-  Muhammadiyah (Jeddah)
-  Qassim
-  Khobar
-  Sehat Al Kharj (Kharj)
-  Dubai
-  Munsiyah (Riyadh)
-  Damman
-  Qassim
-  Dubai
-  KAEC
-  Khobar


**MAP KEY**

-  Hospital
-  Hospital Under Construction
-  Medical Center
-  Medical Center Under Construction
-  Operating and Management Contract


# Geographic Footprint (Continued)

## Our Riyadh Presence


### MAP KEY

-  Hospital


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-  Hospital Under Construction


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-  Medical Center


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-  Medical Center Under Construction


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-  Head Office

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-  HMG Academy and Knowledge College

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-  Urgent Care





# Strategy

## Our Growth Strategy

Our forward-thinking corporate strategy creates sustainable value for our shareholders and stakeholders by focusing on well-defined strategic pillars, priorities and objectives, all aimed at achieving measurable outcomes that are closely aligned with our vision, mission and values.

## Strategic Pillars and Drivers

### OUR VALUES



Integrity and trust



Care for patients and communities



Safety and security



One team



Attract and invest in the best people



Accountability



Excellence and quality



Innovate, simplify and always improve



Think big and act fast

### OUR PILLARS

#### Drivers

#### Outcomes



#### Strengthening the Core

- Rigorous quality and safety standards
- Top-notch empowered employees
- Cutting-edge technology
- Operational efficiency
- Sustainability

- Patient and customer-centric value service delivery
- Best outcomes and experience



#### Expanding the Reach

- In and out of hospital care; physical and virtual services
- Local, regional and global growth
- Care for communities

- Organic growth while considering inorganic opportunities



#### Broadening the Service

- Entrepreneurship in new services areas
- Innovation in data and digital solutions
- National and international partnerships

- Creation of new business lines
- Revenue diversification
- Security in delivery value chain

### OUR PRIORITIES

- Attract, develop and empower our people
- Care about patients, communities and the environment
- Provide best-in-class services
- Offer the utmost digital user experience
- Expand to new locations
- Increase operational efficiency
- Meet demand in growing sectors and diversify income sources
- Maintain position as leading brand in the market

# Business Model

HMG is uniquely positioned as the leading private healthcare group in the region, with the expertise, experience and culture needed to provide cutting-edge healthcare services and create sustainable value for our patients, investors and other key stakeholders.

An integrated model of care built for outstanding patient experience and outcomes



First private healthcare provider in the KSA publishing peer-reviewed quarterly medical journal.





# Medical Operation Strategic Pillars

## Our Fundamental Strategic Pillars

Since its foundation, transformation and evolution, HMG has always abided by five key strategic pillars that form the basis of our duty to providing unrivaled healthcare. We continue to prioritize patient safety, elevate their experiences and deliver standardized care in line with global best practice. We also perform our duties with optimum efficiency, and continue our innovative efforts, introducing the latest technologies to consolidate our care.



### Patient Safety

Enhancing the safety of our patients at every moment in their journey with HMG has always been an integral part of our focus in medical services.



### Patient Experience

Enhancing patient experience by carefully optimizing our services based on feedback and best practices to align with and exceed our patients' expectations.



### Performance and Efficiency

Continuously enhancing the efficient utilization of our resources.



### Standardization of Care

Working tirelessly to ensure that all services provided by HMG are standardized by meeting widely acceptable international standards.



### Innovation and Technology

Remaining focused on providing seamless, integrated medical experiences for our patients through procuring and implementing cutting-edge innovative technology to provide optimum quality of care.



# Pioneer In Healthcare Technology

Better medical outcomes, exceptional patient experience, and advanced operational practices

## Tele-medicine



- **Tele-Cardiology (Nabad 24 program):** Designed to treat heart attacks remotely.
- **Tele-ICU Center:** World record-breaking, working 24/7, provides continuous real-time monitoring of ICUs.
- **Tele-stroke:** First facility in the region to use AI and other advanced technologies to treat stroke patients.
- **Tele EEG:** First in the Middle East to combine ambulatory EEG with inpatient video telemetry.
- **Tele-radiology:** Improving efficiency and quality of care as well as central reporting 24/7.
- **Live Care:** Remote patient care service delivered through a dedicated HMG app.

## Developing cutting edge technology



**81** Vida implemented sites

**24** Facilities with integrated digital solutions

**19** Products

**35** Clients

**75+** International partnerships

**70+** University student internships

**15+** Years of experience in deploying technology solutions in healthcare domain

## HIS (VIDA)



Pioneer in healthcare technology, award-winning hospital information system (HIS) marked under VIDA brand.

- **VIDA is first-of-its-kind electronic portal** that helps in storing and managing medical procedures, diagnostics, and analysis.
- Integrates healthcare provision stages in a paperless environment.
- Web-Based (Cloud Based)
- Built using the industry's best practices and healthcare standards such as HL 7, ICD 10, CPT.
- Achieved **HIMSS stage 7 accreditation** in all HMG's hospital in KSA.
- Implemented VIDA in **65+ MoH facilities**

# Board of Directors

## Non-executives



**Dr. Sulaiman Al Habib**  
Group Founder and Chairman



**Eng. Saleh Al Habib**  
Board member

## Executives



**Mr. Faisal Al Nassar**  
Board member, Group CEO and  
CFO

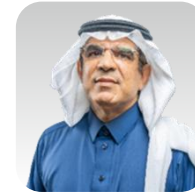


**Mr. Hesham Al Habib**  
Board member and Chief  
Business Development and  
Strategy



**Prof. Abdullah Al  
Herbish**  
Board Member, and Senior Vice  
President for Physician Affairs

## Independents



**Mr. Obaid Al Rasheed**  
Vice Chairman



**Dr. Abdulrahman  
Al Turaigi**  
Board member



**Mr. Rasheed Al Rasheed**  
Board member



**Mr. Ibrahim Al Jammaz**  
Board member

# Committee Members

## Audit



**Dr. Abdulrahman Al Turaigi**  
Chairman



**Mr. Turki Al Luhaid**  
Member



**Mr. Abdulaziz Al Haidari**  
Member

## Nomination and Remuneration



**Mr. Obaid Al Rasheed**  
Chairman

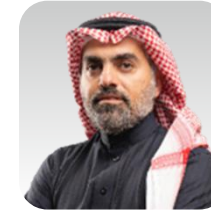


**Eng. Saleh Al Habib**  
Member



**Mr. Rasheed Al Rasheed**  
Member

## Executive



**Eng. Saleh Al Habib**  
Chairman



**Mr. Faisal Al Nassar**  
Member



**Mr. Hesham Al Habib**  
Member



# Executive Management

Highly experienced, high caliber management



**Mr. Faisal Al Nassar**  
CEO & President

## CORE FUNCTIONS



**Prof. Abdullah Al Herbish**  
Senior Vice President,  
Physicians Affairs



**Dr. Abdulwahab  
Al Abdulwahab**  
Chief Operating Officer



**Prof. Sulaiman Al Majed**  
Senior Vice President,  
Medical Affairs



**Dr. Ayman Alkhadra**  
Chief Medical Officer

## CORPORATE FUNCTIONS



**Mr. Hesham Al Habib**  
Chief Business  
Development & Strategy



**Mr. Mohamed Fahmy**  
Chief Investment Officer



**Mr. Esam Al Mashloun**  
Vice President, Finance



**Mr. Rwaid AlMallah**  
Vice President, Digital  
Business



**Mr. Mehdi Chelhi**  
Vice President,  
Transformation



**Mr. Ahmed Babatin**  
Chief People Officer



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# Thank You

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