



burjeel
holdings

Management Discussion & Analysis



H1 2024

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In H1 2024, Burjeel Holdings delivered robust top-line growth, acceleration in patient footfall and continued market penetration. We also made significant progress against key strategic and operational milestones, with continued investments in super-specialty areas such as oncology and organ transplantation and expansion of our regional network. This has enabled the Group to meet robust domestic and international demand, which will translate into higher asset utilization and patient yields.

Cancer care is one of our key focus areas, with significant growth potential. Burjeel is at the forefront of oncology treatment in the UAE, with ambitions to become a world leader in advanced cancer care. Our recently launched advanced patient-centric cancer hub and first-of-its-kind advanced molecular diagnostics laboratory, as well as expanded partnerships in immunotherapy solutions, are just some examples of our innovative progress.

Our multi-organ and bone marrow transplant programs are gaining momentum, demonstrating Burjeel's strong unique capabilities, as well as considerable demand for complex care. Since our inaugural liver transplant in April 2024, BMC has successfully performed 10 such procedures. This includes the UAE's first pediatric liver transplant and the first combined liver and kidney transplant, underscoring our capabilities in offering a full range of multi-organ transplant services.

Unlocking KSA's primary healthcare potential is a key focus of our long-term growth strategy. With the right mix of prominent partners, we aim to provide cost-efficient and unique healthcare solutions based on prevention, detection, and health risk management through a clinically integrated network in highly populated regions. This, combined with our upcoming day surgery units and fast-growing PhysioTherabia network, will solidify our position as a key player in the Saudi healthcare market.

Burjeel is well-positioned to achieve strong growth and profitability, in line with our guidance. We believe that H2 2024 performance will be driven by the rapid ramp-up of high-growth assets and high-yield services, as well as fast growth in local and international patient footfall.

John Sunil

Chief Executive Officer of Burjeel Holdings

Business Highlights

Patient footfall

3.1 m

H1'24

Bed capacity

1,730

As of 30 June'24

Physician strength

1,632

As of 30 June'24

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Burjeel Holdings launched IMed Technologies, in line with our ambition to be a leading player in health tech. The venture will create innovative AI-based solutions and foster collaboration with global healthcare stakeholders. The platform will leverage our clinical expertise, regional footprint, and extensive data assets to enhance patient care decision-making and operational efficiency, resulting in further improvements in patient experience, provider satisfaction, and financial performance.

Burjeel Holdings expanded its presence in the UAE, opening two specialized Day Surgery Centers in Al Ain and Al Dhafra regions. Equipped with advanced diagnostic and treatment technologies, community-based Day Surgery Centers are designed to deliver top-tier, accessible, and efficient healthcare, ensuring residents receive exceptional care close to home.

The Group continued to scale its footprint across KSA, completing the commission of five new PhysioTherabia centers in July to reach a total of 22 branches strategically distributed across Riyadh, Madina, Jeddah, Dammam, Al Khobar, Taief, Tabouk, and Yanbu. PhysioTherabia also forged new collaborations with the Saudi Athletics Federation and Malath Insurance Company to broaden its service network.

Year in Review (cont.)

Liver transplants

10

Since inception
in April'24

Bone marrow transplants

141

 (52 pediatric)

Since inception
in 2022



Burjeel Holdings formed a joint venture with Keralty, a multinational health organization based in Colombia, to develop and operate a unique value-based healthcare model with specialized primary care centers. The joint venture will debut in Saudi Arabia, leveraging growing demand for high-quality and affordable healthcare.

Burjeel Holdings strengthened its cancer care services with the opening of the Burjeel Cancer Institute (BCI). Located within Burjeel Medical City, BCI integrates chemotherapy, immunotherapy, surgical oncology, stereotactic radiosurgery, and stereotactic body radiotherapy to offer a seamless experience for patients. The institute is also equipped to conduct high-quality clinical trials and translational research, fostering advancements in cancer treatment.

Burjeel Holdings enhanced its diagnostic capabilities with the launch of OncoHelix CoLab, a first-of-its-kind facility in the UAE with comprehensive capabilities in molecular and cellular immunology, and transplant diagnostics.

Burjeel Holdings partnered with the Technology Innovation Institute (TII) to offer immunotherapy solutions for cancer patients. The collaboration is focused on engineering T-cell based therapeutics, including Chimeric Antigen Receptor T (CAR-T) cell therapy and Tumor-Infiltrating Lymphocyte (TIL) therapy – two groundbreaking treatments that help boost the body's own immune system to fight against cancer.

BMC's liver transplant program gained momentum, with the hospital successfully completing 10 liver transplants since its inception in April 2024. The medical team has also performed the UAE's first living-related liver transplant for a pediatric patient and a rare transplant with no blood product transfusion.

BMC's transplant team hit double-digits in kidney transplantation, accomplishing 10 successful transplantations. In addition, BMC doctors successfully performed the first-ever complex ABO-incompatible kidney transplant, wherein the blood types of the donor and recipient do not align, challenging conventional norms in organ transplantation.

In a rare achievement, the Kypros Nicolaidis Fetal Medicine & Therapy Center at Burjeel Medical City successfully performed the first case of laser separation of the placenta for twin-to-twin transfusion syndrome at 24 weeks gestation. Overall, the clinic accelerated the number of high-complexity fetal surgeries to 19 in H1'24.

Burjeel Holdings achieved accreditations as specialized centers for Orthopedic Care from the Abu Dhabi Department of Health. The accredited facilities were Burjeel Hospital – Abu Dhabi, BMC, and Paley Middle East Clinic. Burjeel is renowned for its wide range of complex surgeries, such as vertebral tethering surgery for the spine, 3D hologram-assisted knee replacement surgery, joint replacement surgery, and various other orthopedic procedures.

The Group made noticeable advancements in its ESG initiative to foster a diverse and equitable working environment and talent development, winning the Gold Award for Diversity and Inclusion at the Employee Happiness Awards, and receiving the American Nurses Credential Center's accreditation for Burjeel's professional advancement program for nursing staff.

Burjeel Holdings achieved institutional accreditation from the National Institute for Health Specialties (NIHS). Burjeel Holdings is the first private group in Abu Dhabi to obtain this accreditation for its six leading hospitals as teaching centers.

Discussion & Analysis of Group Financial Performance

Group Income Statement Analysis

AED m	H1'24	H1'23	Change, %
Revenue	2,387	2,162	+10.4%
Inventories consumed	(605)	(517)	+17.0%
Doctors' and other employees' salaries	(1,045)	(953)	+9.7%
Provision for expected credit losses	(46)	(36)	+28.8%
Other general and admin expenses	(220)	(202)	+8.9%
Share of profit from associates	7	13	(46.6%)
EBITDA ex-one-offs¹	477	467	+2.2%
Change in fair value of financial assets carried at fair value through profit and loss	(10)	—	—
Annual performance-based bonuses	(41)	—	—
EBITDA	426	467	(8.7%)
Finance costs	(69)	(71)	(2.1%)
Depreciation & amortization	(170)	(172)	(0.8%)
Provision for taxes	(18)	—	—
Net profit	169	225	(24.8%)
Net profit ex-one-offs¹ and taxes	238	225	+5.9%

Note: Hereinafter, amounts reported in millions are calculated based on the actual amounts. As a result, the sum of the components reported in millions may not equal the total amount reported in millions due to rounding. Percentages presented are calculated from the underlying unrounded amounts. EBITDA is calculated as profit for the period before income tax expense, finance costs, depreciation & amortization and interest income from related parties. (1) Board & Employee performance bonuses for FY'23 financial results (paid in H1'24) and movement from the changes in the fair value of investments in tradable financial securities, which were divested in June'24. Net profit ex-one-offs & taxes excludes tax provisions.

Group Revenue

+10.4%

H1'24 YoY

Medical Oncology Revenue

+64.1%

H1'24 YoY

Revenue increased by 10.4% YoY to AED 2,387 million in H1'24 mainly driven by a combination of robust patient footfall growth and improvement in patient yield. Outpatient and inpatient revenue increased by AED 137 million (+10% YoY) and AED 82 million (+11% YoY), respectively.

Revenue growth primarily resulted from a hike in medical oncology in the service mix (+64% YoY), contributing around 30% of its incremental growth.

Our network of high-growth assets, particularly Burjeel Medical City, Burjeel Specialty Hospital Sharjah, Medeor Hospital Dubai, and Burjeel Royal Hospital Al Ain, were major contributors to H1'24 revenue growth. Top-line growth was driven by the ongoing expansion of our advanced and complex healthcare service offering and strong demand across the UAE communities.

Discussion & Analysis of Group Financial Performance (cont.)

Net profit ex-one-offs and taxes

+5.9%

H1'24 YoY

Doctors' and other employees' salaries

(0.3 p.p.)

H1'24 YoY
As % of revenue

Inventories consumed

+1.4 p.p.

H1'24 YoY
As % of revenue

Provision for expected credit losses

+0.3 p.p.

H1'24 YoY
As % of revenue

Other expenses

(0.1 p.p.)

H1'24 YoY
As % of revenue

EBITDA and net profit ex-one-offs reflected robust ongoing business performance and adjusted for one-offs such as the change in the fair value of investments in tradable financial securities (AED 10 million), which were divested in June'24, and the BoD & Employee performance bonuses for FY'23 results (AED 41 million), which were paid out in H1'24.

EBITDA ex-one-offs increased by AED 10 million (+2.2% YoY) to AED 477 million and net profit ex-one-offs & taxes increased by AED 13 million (+5.9% YoY) to AED 238 million in H1'24. The Group's profitability growth and profitability moderated mainly due to the following factors: (1) increase of AED 34 million in direct costs mainly related to investments in the medical oncology segment; (2) AED 14 million impact from the ramp-up of recently opened facilities; (3) investments of AED 28 million in the expansion of digital, international patient, and business development departments, and marketing costs of AED 19 million, driven by ongoing healthcare network expansion.

Doctors' and other employees' salaries, excluding annual employee performance bonuses for FY'23, decreased as a percentage of revenue despite ongoing investments in physician headcount for Burjeel Medical City and other high-growth assets (76 doctors added between Jan-June'24).

Inventories consumed grew as a proportion of revenue, reflecting solid investments in medical oncology, especially in chemotherapy, to unlock future higher-yield patient footfall.

Other overhead expenses, excluding annual Board performance bonuses, decreased as a share of revenue despite investment in medical tourism development and business expansion in UAE & KSA.

The total depreciation & amortization charge marginally decreased by AED 1 million (-1% YoY). Finance costs decreased by AED 1 million (-2% YoY) thanks to optimization of the loan portfolio.

Operational Performance

Inpatient footfall

+13.6%

H1'24 YoY

Outpatient footfall

+6.0%

H1'24 YoY

Medical & surgical oncology procedures

+41.3%

H1'24 YoY

Radiation oncology procedures

+42.7%

H1'24 YoY

The Group's financial results in H1'24 were underpinned by robust growth in inpatient and outpatient footfall as well as utilization of bed and physician capacity across high-growth assets.

The sharp growth in inpatient footfall in H1'24 drove a surge in bed occupancy to 64%, with more than 38,500 surgeries completed (+13% YoY). On the back of growing demand for complex oncology care, the Group delivered 7,100 medical and surgical oncology procedures (+41.3% YoY) and 4,200 radiation oncology sessions (+42.7% YoY).

Burjeel Medical City, Burjeel Specialty Hospital Sharjah, Medeor Hospital Dubai, and Burjeel Royal Hospital Al Ain were major contributors to inpatient footfall growth.

Outpatient volume grew by 6.0% YoY in H1'24, due to the ramp-up of new medical centers and effective cross-group referral capabilities.

Growth in outpatient footfall was driven by Burjeel Medical City, LLH Salalah, Burjeel Day Surgery Center Al Reem and Burjeel Royal Hospital Al Ain.

Outpatient capacity utilization declined in H1'24 despite an increase in footfall, due to the hiring of new physicians (+188 total doctors added YoY).

Group Operational Summary

	H1'24	H1'23	Change, %
Outpatient			
Outpatient footfall, k	3,023	2,852	+6.0%
Outpatient utilization, %	69%	72%	(3 p.p.)
Inpatient			
Inpatient footfall, k	77	68	+13.6%
Bed occupancy, %	64%	60%	+5 p.p.

Segment Performance

Financial Performance by Segment²

AED m	H1'24	H1'23	Change, %
Revenue	2,387	2,162	+10.4%
Hospitals ³	2,095	1,917	+9.2%
Medical Centers ³	235	207	+13.3%
Pharmacies ³	31	33	(6.9%)
Others ⁴	26	4	+535.0%
EBITDA ex-one-offs	477	467	+2.2%
Hospitals	464	427	+8.6%
Medical Centers	59	58	+2.2%
Pharmacies	3	5	(44.2%)
Others	(49)	(23)	—
Net profit ex-one-offs and taxes	238	225	+5.9%
Hospitals	253	204	+24.3%
Medical Centers	40	41	(2.6%)
Pharmacies	2	4	(47.1%)
Others	(57)	(24)	—

(2) Hereinafter, segment performance is presented as it would be before the transformation of Burjeel Medical Center Al Shahama into Advanced Day Surgery Center (Hospitals segment), completed in Dec'23. (3) Includes other operating income and other revenue represents the non-clinical revenue in the Hospitals, Medical Centers and Pharmacies segments which mainly include an O&M fee, a fee for manpower supply contracts, and several other items. (4) Others contains revenue from entities that mainly provide services to the Group's hospitals, medical centers and pharmacies and also includes centralized purchasing, claim care and valet parking. Others excludes Board & Employee performance bonuses and losses from the change in fair value of investments in tradable financial securities.

Hospitals Revenue

+9.2%

H1'24 YoY

Hospitals EBITDA

+8.6%

H1'24 YoY

The Hospitals segment remains the primary contributor to the Group's revenue, delivering 88% of total Group revenue in H1'24, consistent with previous periods.

Revenue and EBITDA in the Hospitals segment increased by 9.2% and 8.6% YoY, respectively, during H1'24, mainly driven by higher inpatient and outpatient footfall resulting from the growth in medical oncology, as well as other advanced specialty services, including organ transplants, fetal medicine, pediatric sub-specialties and orthopedics.

EBITDA margin in the Hospitals segment slightly moderated in H1'24, primarily due to a rise in direct costs resulting from the sharp increase in chemotherapy.

Segment Performance (cont.)

Burjeel Medical City Performance

	H1'24	H1'23	Change, %
Total patients			
Patients, k	246	194	+26.5%
Bed occupancy, %	57%	44%	+13 p.p.
Financial performance			
Revenue, AED m ⁵	574	475	+20.8%
EBITDA, AED m ⁵	93	66	+41.2%
EBITDA margin, %	16.2%	13.8%	+2.3 p.p.

(5) The above figures are pre-intersegment eliminations. The contribution to the Hospitals segment is calculated using pre-inter company elimination revenue from the Hospitals segment.

Burjeel Medical City Revenue

+20.8%

H1'24 YoY

Burjeel Medical City EBITDA

+41.2%

H1'24 YoY

Medical Centers Revenue

+13.3%

H1'24 YoY

Medical Centers EBITDA

+2.2%

H1'24 YoY

The Group's flagship hospital, Burjeel Medical City, is a key driver of growth and our strategic goal to deliver complex specialty care and high-value, high-yield healthcare services to the community and beyond. BMC contributed 26% to total revenue in the Hospitals segment in H1'24.

BMC achieved a 26.5% increase in patients, demonstrating the strong demand for Burjeel's expertise in the super-specialty segment. BMC's continued ramp-up in the current period drove a robust increase in inpatient and outpatient footfall, supported by the introduction of new services.

BMC's revenue grew by 20.8% YoY in H1'24, while EBITDA rose by 41.2% YoY. BMC's EBITDA margin increased by 2.3 p.p. YoY to 16% in H1'24 despite ongoing investments in manpower and medical oncology that we believe will drive significant growth as capacity utilization and patient conversion fully ramp up.

The Medical Centers segment, which plays a significant role as the Group's key referral source, delivered robust revenue growth of 13.3% in H1'24. Within the Medical Centers segment, specialty care departments such as obstetrics, gynecology, pediatrics, orthopedics, and cardiology, rapidly ramped up.

Medical Centers' EBITDA margin moderated due to AED 6 million of losses from the ramp-up of PhysioTherabia centers. Medical Centers EBITDA excl. PhysioTherabia performance increased by 12.9% YoY to AED 66 million.

Balance Sheet Overview

Assets

AED m	30 June 2024	31 Dec 2023	Change
Non-current assets			
Property and equipment	1,881	1,915	(33)
Intangible assets	17	19	(2)
Right-of-use assets	976	1,011	(34)
Capital work in progress	58	40	+18
Investments in associates	21	29	(8)
Term deposits	3	3	—
Deferred Tax	4	—	+4
Subtotal	2,960	3,015	(55)
Current assets			
Bank balances and cash	165	170	(5)
Accounts receivable and prepayments	1,935	1,634	+301
Inventories	287	261	+25
Short-term investment	—	37	(37)
Amounts due from related parties	21	24	(3)
Subtotal	2,407	2,126	+281
Total assets	5,367	5,141	+226

Property and equipment decreased by AED 33 million due to a depreciation charge of AED 109 million, partly offset by additions worth AED 75 million. Additions comprised building and leasehold improvements worth AED 16 million, medical equipment worth AED 33 million, furniture and fixtures worth AED 8 million, computer and office equipment worth AED 12 million and motor vehicles worth AED 7 million, which is in line with the normal course of business. Capital work in progress increased by AED 18 million.

Right-of-use assets decreased by AED 34 million, mainly due to the depreciation charge of AED 59 million, partially offset by additions and reassessments during the period.

Short-term investment decreased by AED 37 million due to the divestment of tradable financial securities. Total realized profit amounted to AED 6 million.

Accounts receivable and prepayments increased by AED 301 million. The increase in trade receivables (net of provisions for expected credit losses) was AED 212 million, reflecting business growth. Prepayments and other balances increased by AED 89 million.

Bank balances and cash decreased by AED 5 million in H1'24, mainly due to outflows from investing activities, payment of H2'23 dividends, and the repayment of lease liabilities. This was partially offset by inflows from operating activities of AED 212 million.

Balance Sheet Overview (cont.)

Equity and Liabilities

AED m	30 June 2024	31 Dec 2023	Change
Shareholders' equity			
Share capital	521	521	—
Shareholder's contribution	4	4	—
Other reserves	3	3	—
Share premium	367	367	—
Retained earnings	714	616	+99
Non-controlling interests	43	47	(5)
Total equity	1,651	1,557	+94
Liabilities			
Non-current liabilities			
Interest-bearing loans and borrowings	838	782	+56
Lease liabilities	1,036	1,062	(26)
Derivative financial instruments	—	30	(30)
Employees' end-of-service benefits	164	151	+13
Subtotal	2,038	2,026	+12
Current liabilities			
Interest-bearing loans and borrowings	330	382	(52)
Accounts payable and accruals	1,184	1,029	+155
Amounts due to related parties	51	40	+12
Lease liability	113	107	+6
Subtotal	1,678	1,558	+120
Total liabilities and owner equity	5,367	5,141	+226

The net increase in interest-bearing loans and borrowings was AED 4 million in H1'24.

Lease liabilities recorded a net decrease of AED 21 million due to lease payments of AED 71 million, offset by additions and reassessments of AED 23 million and interest expenses of AED 27 million during the period.

Derivative financial instruments consist of interest rate swaps to manage the interest rate risk of Burjeel Hospital LLC. The decline of AED 30 million in H1'24 relates to the settlement of the interest rate swaps contract.

Accounts payable and accruals increased by AED 155 million mainly due to a rise in trade payables of AED 116 million, employees' salaries of AED 25 million and provision for taxes of AED 22 million, partly offset by a decrease in other payables of AED 8 million.

Retained earnings increased by AED 99 million, reflecting profit for the period attributable to the parent. Further, non-controlling interests (NCI) decreased by AED 5 million.

Cash Flow Statement Overview

Operating Cash Flows

AED 212m

H1'24

Free Cash Flow Conversion

54%

H1'24

Net cash flows from operating activities in H1'24 decreased 14.2% YoY due to the substantial impact of one-offs such as BoD & Employee performance bonuses for FY'23, as well as changes in working capital in H1'24.

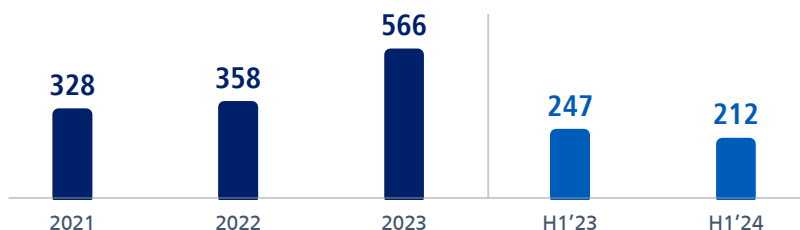
Net cash flows used in investing activities amounted to AED 56 million during H1'24. The Group received dividend income from associates of AED 15 million and proceeds from the sale of investments from shares of AED 24 million. The Group spent AED 48 million on maintenance CAPEX and AED 47 million on expansion and digital projects in H1'24.

Movement in net cash flows used in financing activities amounted to AED 161 million in H1'24, primarily due to the payment of dividends for H2'23, the repayment of a principal portion of lease liabilities, and the net inflow from interest-bearing loans and borrowings.

In H1'24, free cash flow (FCF) conversion was 54%, with a 17% return on capital employed (LTM).

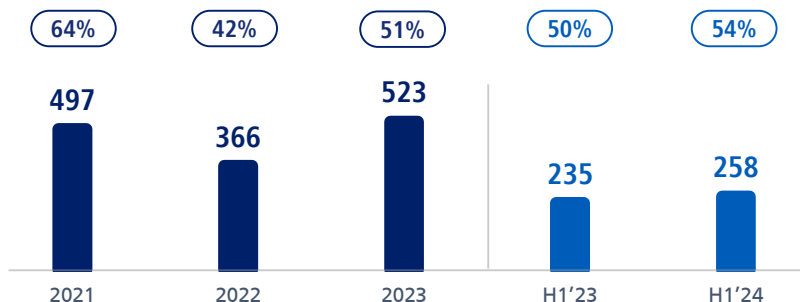


Reported Cash Flow from Operating Activities, AED m



Free Cash Flow,⁶ AED m

% FCF conversion⁷



For the full statement of cash flows for the six-month period ended 30 June 2024, please refer to [the Condensed Consolidated Financial Statements available in the IR section of the Group's website.](#)

(6) FCF = EBITDA ex-one-offs – maintenance CAPEX – change in working capital. Working capital = inventory + receivables – payables (incl. accruals). Change in working capital is calculated as working capital balance in prior period less working capital balance in current period.

(7) FCF conversion = free cash flow / EBITDA ex-one-offs.

Leverage & Debt Maturity Profile

Net debt / pre-IFRS 16 LTM EBITDA ratio

1.2x

As of 30 June'24

Management is committed to a conservative financial policy. The net debt / pre-IFRS 16 LTM EBITDA ratio remained stable at 1.2x despite the impact from one-offs on EBITDA growth. The Group does not have any contingent off-balance-sheet liabilities.

Amounts due from and to related parties remain low, reflecting Burjeel's strong governance and operational independence.

Overview of Key Debt Metrics, Leverage Ratio KPIs and Equity

AED m	30 June 2024	31 Dec 2023	31 Dec 2022
Bank balances and cash	165	170	150
Interest-bearing loans and borrowings	1,168	1,164	1,261
Bank overdraft	–	–	–
Bank debt⁸	1,168	1,164	1,261
Net debt	1,003	994	1,111
Lease liabilities ⁹	1,149	1,170	1,176
Net debt including lease liabilities¹⁰	2,152	2,164	2,286
Amounts due from / (to) related parties	(30)	(16)	(12)
KPIs:			
Net debt including lease liabilities ¹⁰ / EBITDA	2.2x	2.1x	2.6x
Net debt / pre-IFRS 16 EBITDA¹¹	1.2x	1.1x	1.5x
Total Group equity	1,651	1,557	1,118
Divided mainly into:			
Share capital	521	521	521
Shareholders' account	–	–	–
Share premium	367	367	367
Retained earnings (incl. NCI)	757	663	224

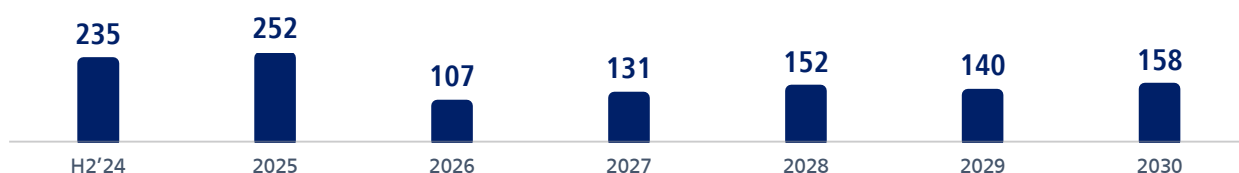
(8) Includes interest-bearing loans and borrowings and bank overdraft.

(9) Includes current and non-current portion of lease liabilities.

(10) Includes net debt and lease liabilities.

(11) Pre-IFRS 16 EBITDA is calculated as reported EBITDA less annual lease rental, and net debt is calculated as bank debt less cash, and bank balances.

Debt Maturity Schedule as of 30 June 2024



The Group's average finance cost rate was 7.1% as of 30 June 2024. The Group plans to pay down and optimize debt maturing in 2024 and 2025 to reduce financing costs and extend tenures, using multiple available instruments.

Guidance & Outlook Reiterated

Burjeel Holdings management maintains a positive outlook on the coming periods thanks to favorable macro tailwinds in the United Arab Emirates and the Kingdom of Saudi Arabia, with strong forecast mid-term GDP growth, rapid population growth and increasing demand for added healthcare capacity. Regional aspirations to expand the non-oil-based economy will boost demand, with limited supply in a regulated environment, providing strong support for the Group's performance.

Burjeel Holdings continues to see robust demand for its differentiated specialty healthcare offering. With state-of-the-art infrastructure consisting of several high-growth assets and an expansive referral network, Burjeel remains in a solid position to deliver on its value-creation strategy of increasing patient yield and utilization while unlocking strategic expansion opportunities. The Group continues to invest in deploying technology to provide a seamless patient journey and drive clinical efficiency.

FY 2024 Guidance

Expansion in UAE: +1 medical center, +2 day surgery centers, +32 additional beds

Expansion in KSA: +26 PhysioTherabia centers

Group revenue expected to grow in the mid-teens

BMC revenue expected to grow more than 30%

EBITDA margin¹² expected to improve to 23% vs. 22.4% in 2023

BMC EBITDA margin expected to improve to the high teens

Maintenance CAPEX expected to be up to 2.5% of revenue

Growth CAPEX of ~AED 455m for UAE & KSA expansion and digital transformation

Net debt / pre-IFRS 16 EBITDA of less than 2.5x to be maintained

Mid-Term Guidance (2025-2027)

Expansion in UAE: +1 hospital in Dubai

Expansion in KSA: +30 PhysioTherabia centers, +2 specialized day surgery centers

Group revenue growth expected to normalize gradually from the mid-teens to low double-digits

BMC to continue to ramp up to reach beyond AED 2bn revenue p.a.

KSA expansion projects to reach beyond AED 1bn revenue p.a.

Group EBITDA margin to gradually expand to high-20s, driven by ramp-up of growth assets, expansion, as well as focus on increasing patient yield and operational excellence

Maintenance CAPEX expected to be up to 2.5% of revenue

Accumulated Growth CAPEX of AED 450m for UAE & KSA expansion and digital transformation

Net debt / pre-IFRS 16 EBITDA of less than 2.5x to be maintained

(12) Excluding one-off items: the change in the fair value of investments in tradable financial securities and the FY'23 BoD & Employee performance bonuses.

H1 2024 Earnings Webcast

Date

Thursday,
8 August 2024

Time

4:00 pm Gulf Standard
Time (GST)

Please find the details
of the conference
call below

[Webcast Link](#)

Conference Call information

800 0320690

United Arab Emirates

+44 203 984 9844

United Kingdom

+1 718 866 4614

United States

For additional global dial-in numbers,
[please see the full list here](#)

Access Code:
305568

Cautionary statement regarding forward-looking statements

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Appendix: EBITDA & EBITDA Pre-IFRS 16 Reconciliation

Operating Income Before Depreciation and Amortization (EBITDA)

EBITDA is calculated as profit for the period before income tax expense, finance costs, depreciation and amortization and interest income from related parties. Pre-IFRS 16 EBITDA is calculated as EBITDA less lease rental payments. EBITDA is commonly used as one of the bases for investors and analysts to evaluate and compare the periodic and future operating performance and value of companies.

AED m	H1'24	H1'23
Operating Profit for the period	259	282
Depreciation of property and equipment	109	117
Amortization of intangible assets	3	2
Depreciation of right-of-use assets	59	53
Share of profit from associates	7	13
Change in fair value of financial assets carried at fair value through profit and loss	(10)	–
EBITDA	426	467
Lease rental payments	(70)	(67)
Pre-IFRS 16 EBITDA	356	400

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