

March 2025



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Earnings Presentation

Q4 & FY 2024 Results

Leading Super-Specialty Healthcare
Provider in MENA

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Key Highlights

Leading Super-Specialty Healthcare Provider in MENA

Strategic Investments Driving Future Growth

Key 2024 Strategic Spendings

Ramp-up of Assets

- Expanded oncology patient base by growing the medical oncology segment by 40% (low-yield & margin).
- Recruited 188 doctors, the majority of whom are board-certified experts, bringing the total physician workforce to 1,744.
- Doubled marketing spend to promote medical tourism and support new growth verticals.
- Launched Telemedicine services and implemented Oracle EMR for enhanced digital healthcare.

Complex Care Growth

- Opened UAE's largest fertility center to enhance reproductive healthcare services.
- Launched the Burjeel Cancer Institute to advance oncology treatment capabilities.
- Established an advanced molecular genetics lab for cutting-edge research and diagnostics.
- Partnered with Axiom Space for pioneering medical research in space

Geographic Expansion

- Opened 2 day surgery centers in the UAE to improve access to minimally invasive surgical care.
- Launched 4 medical centers across the UAE.
- Expanded the physiotherapy network to 29 centers across 10 cities in KSA.
- Partnered with Keralty to develop value-based primary care and mental health services in KSA.

2024 Financial Impact

Revenue
+10.5% YoY

Patients
+7.5% YoY

OPEX
+16.0% YoY

EBITDA
AED 959m

Cash Conversion
55%

Mid-Term Financial Growth

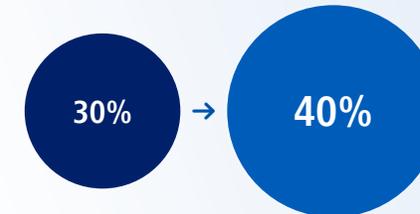
Total Revenue



Bed Capacity Utilization



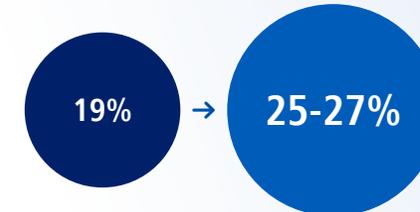
% Complex Care Revenue



Revenue from Expansion



EBITDA Margin



Profit Before Tax



Super-Specialty Care Offering Driving Patient Yields

Unmatched
Innovation & Expertise

Momentum in Scaling

Maximizing Patient Growth & Yield



BMC

Multi-Organ & Bone Marrow Transplants

BCI

Consolidated UAE's Largest Cancer Care Network

Advanced Gynecology Institute

Advanced Gynecology Institute

ifem

Center of Excellence for Endometriosis

KYPROS NICOLAIDES

Fetal Medicine & Therapy Center

Renowned Dr. Paley Orthopedic & Spine Clinic

ONCO HELIX LAB

Advanced Molecular Genetics Lab

Trust

UAE's Largest Fertility Center

Thyroid Parathyroid Center



Liver & Kidney Transplants
32 (100% success rate)
FY'24

Multi-Organ Transplants
AED 250,000 – 1,000,000



Fetal Surgeries
30 FY'24

Fetal Surgeries
AED 400,000 – 500,000



Complex Orthopedic Surgeries (Paley Clinic)
410 FY'24

Complex Orthopedic Surgeries
AED 350,000 – 500,000



Neuro Surgeries
1,280 FY'24

Neurosurgeries
AED 50,000 – 150,000



Medical & Surgical Oncology Radiotherapy
15,000 FY'24 **8,500** FY'24

Medical & Surgical Oncology and Radiotherapy
AED 10,000 – 80,000



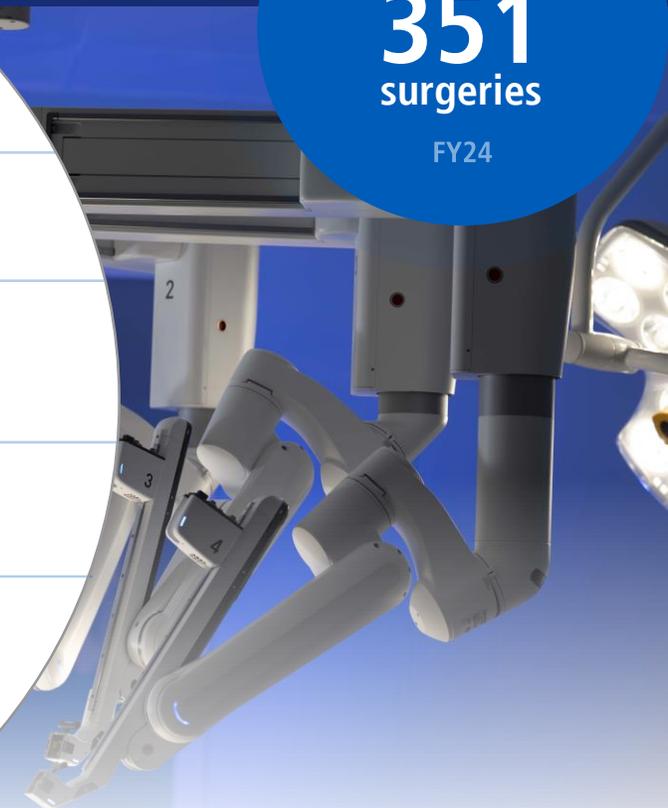
Bone Marrow Transplants
157 (62 pediatric)
Since Q4'22

Bone Marrow Transplants
AED 200,000 – 250,000

Da Vinci Xi system

351
surgeries

FY24



2024: A Landmark Year for Multi-Organ Transplants



The UAE's first ABO incompatible transplant

16 Kidney Transplants

7 Living Donor

9 Deceased Donor



The UAE's first pediatric liver transplant

16 Liver Transplants

1 Living Donor

15 Deceased Donor

ZERO
Mortalities
and Rejections

Transforming Cancer Care: The UAE's Leading National Network

Burjeel Cancer Institute (Burjeel Medical City)

Pathology, AI & Molecular Diagnostics

Medical Oncology (HIPEC)

Surgical Oncology (Da Vinci, SRS)

Radiation Therapy (MR-linac, SBRT)

Nuclear Medicine (PET & SPECT)

Bone Marrow Transplant

Immunotherapy

Supportive & Palliative Care

Diversified Referral Pathways Strengthening Oncology Access

Hub for high-end specialized oncology treatments

Planned Standalone Radiation Oncology Network

- Built on Acquired Advanced Care Oncology Center
- Specialized Hubs for Radiation & Medical Therapy
- AI-Driven Radiation Planning & LINAC Systems
- Streamlined Referrals from Healthcare Providers



Hospital & Medical Center Network

- 19 Hospitals & 29 Medical Centers
- Comprehensive Care from Primary to Quaternary
- Initial Oncology Care & Diagnostics
- Seamless Patient Flow for Specialized Treatments



Clinical Governance & Research

Cancer MDT & Clinical Guidelines

Oncology Drug Formulary

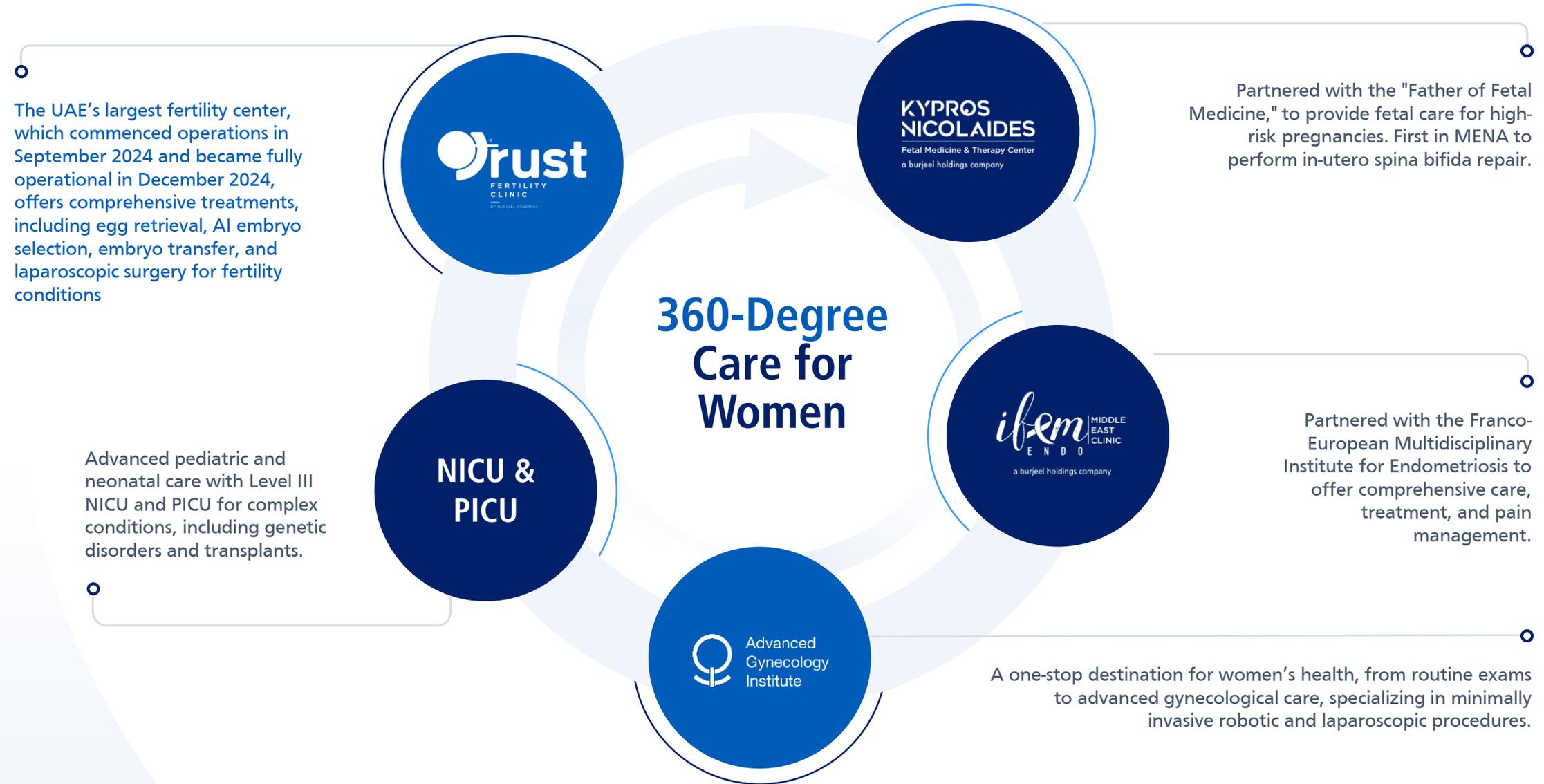
Translational Research & Clinical Trials

Education Programs & Fellowship

Strategic Global Alignments

ESMO & Novalis Accreditations

Advancing Women & Children's Healthcare Offering





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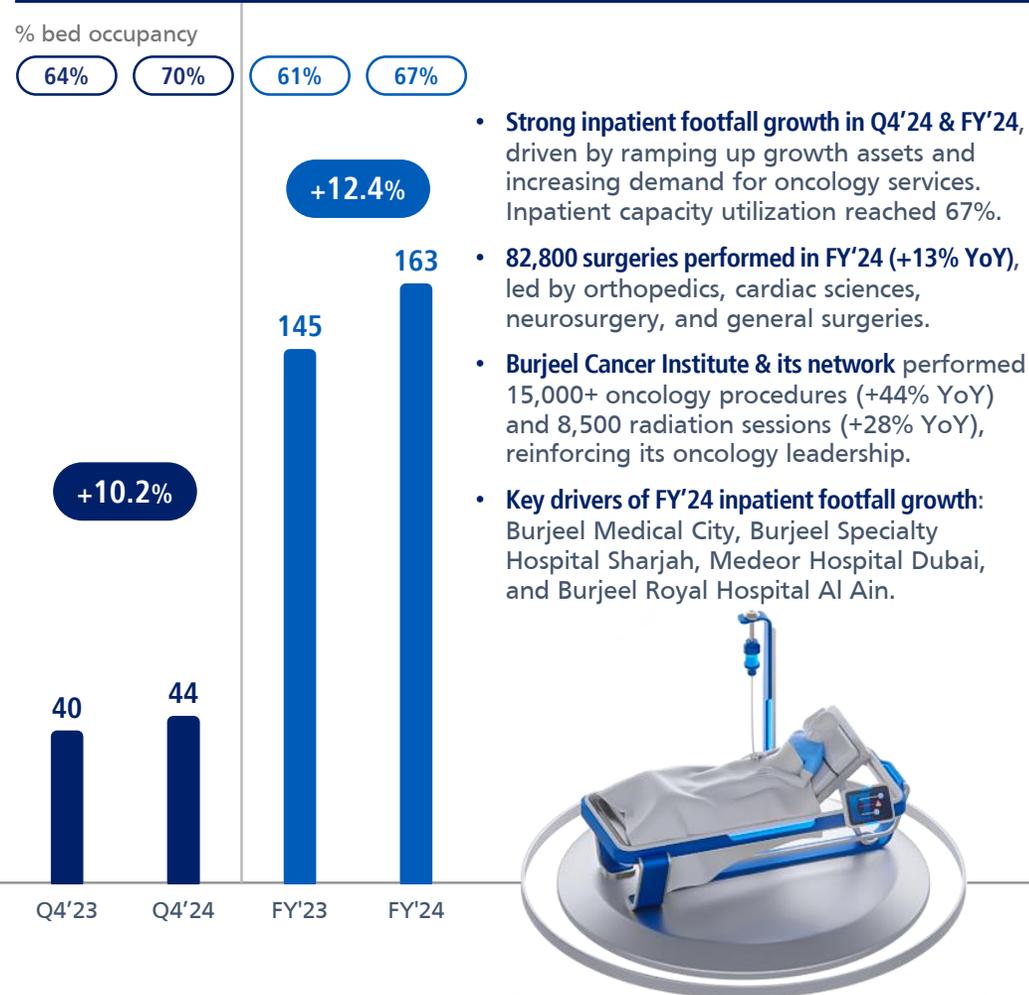


Performance Review

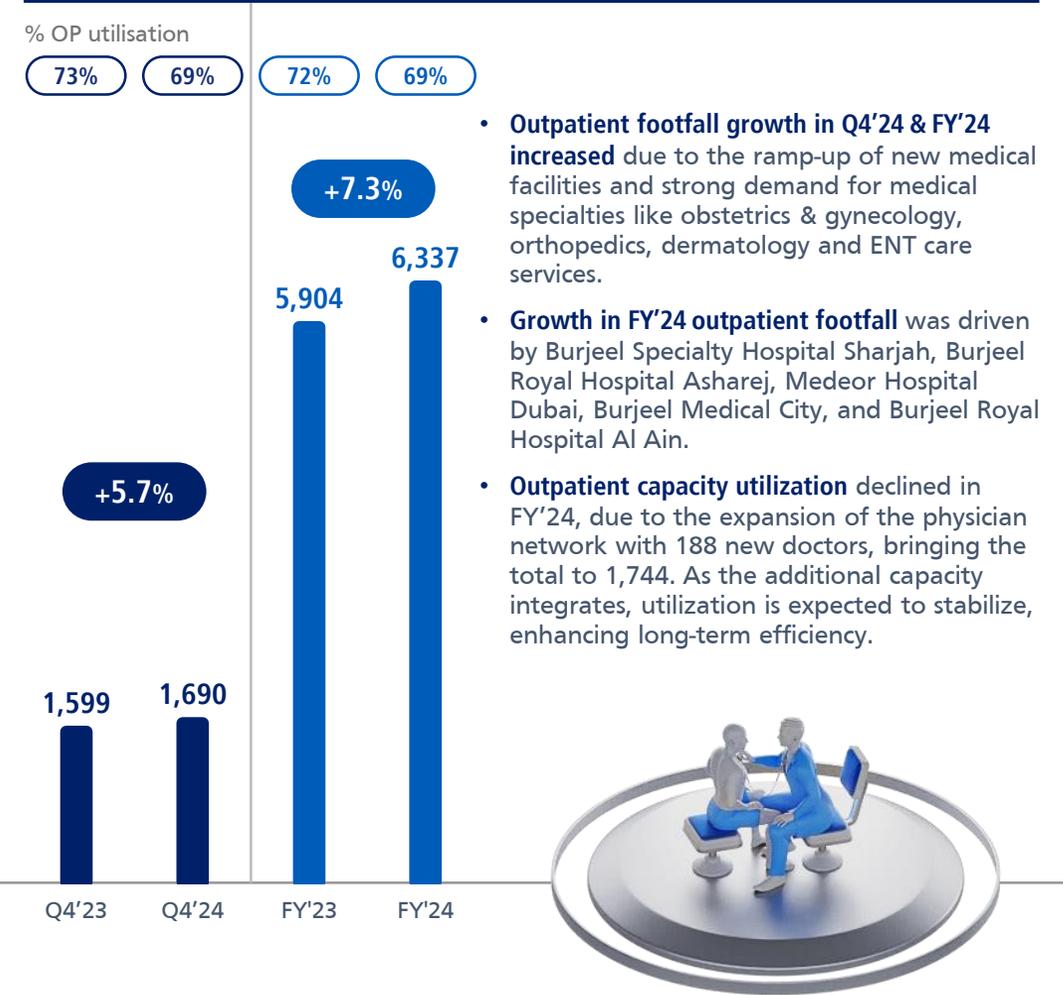
Leading Super-Specialty Healthcare Provider in MENA

Delivering Robust Patient Footfall Growth On the Back of Continued Market Penetration

Group inpatient footfall, k

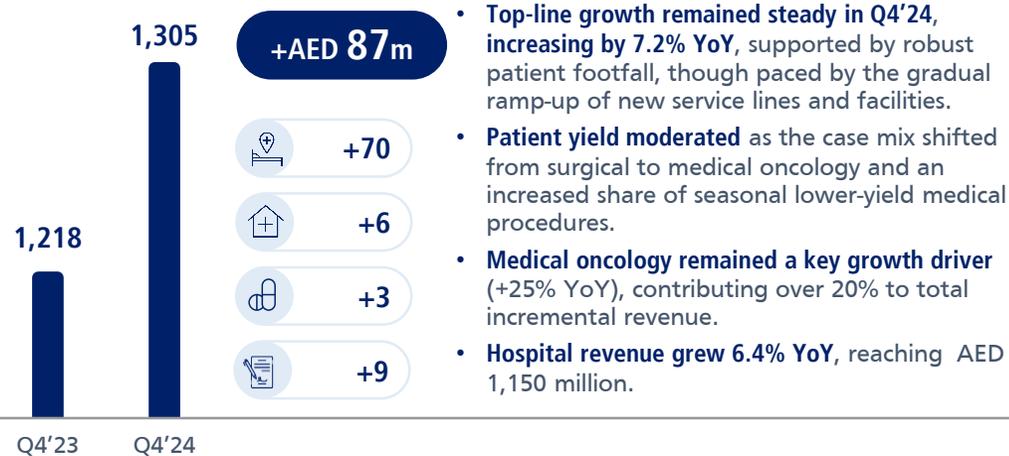


Group outpatient footfall, k



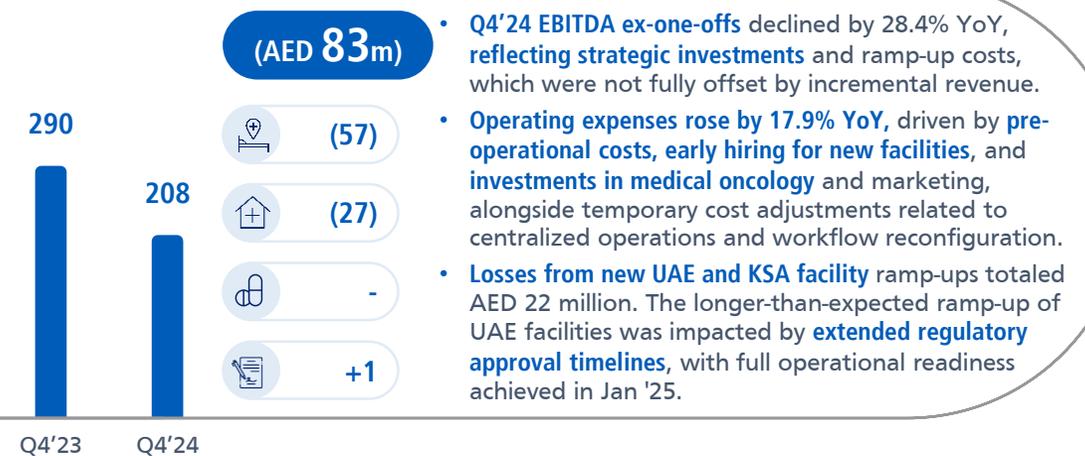
Investment in Network Expansion & Complex Care To Drive Future Revenue Growth & Higher Yields

Group Revenue, AED m

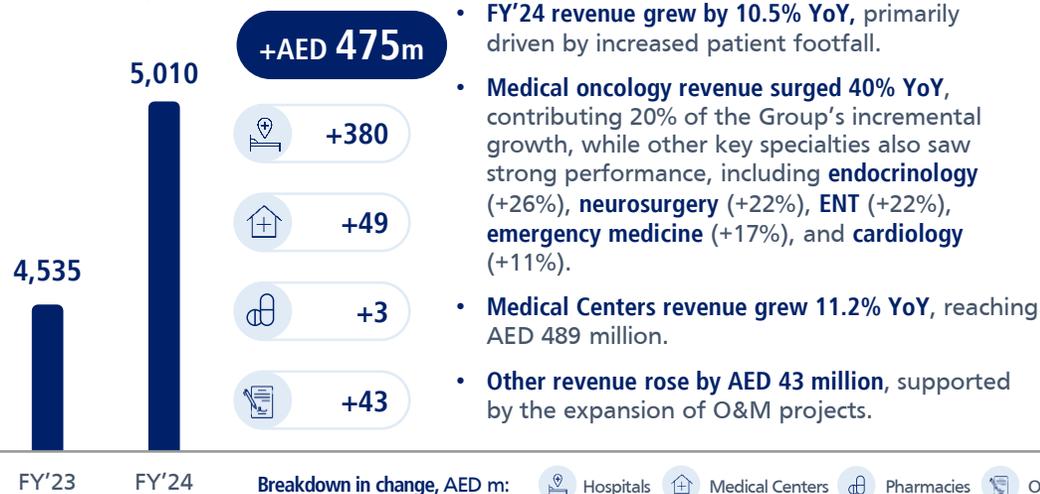


- **Top-line growth remained steady in Q4'24, increasing by 7.2% YoY**, supported by robust patient footfall, though paced by the gradual ramp-up of new service lines and facilities.
- **Patient yield moderated** as the case mix shifted from surgical to medical oncology and an increased share of seasonal lower-yield medical procedures.
- **Medical oncology remained a key growth driver** (+25% YoY), contributing over 20% to total incremental revenue.
- **Hospital revenue grew 6.4% YoY**, reaching AED 1,150 million.

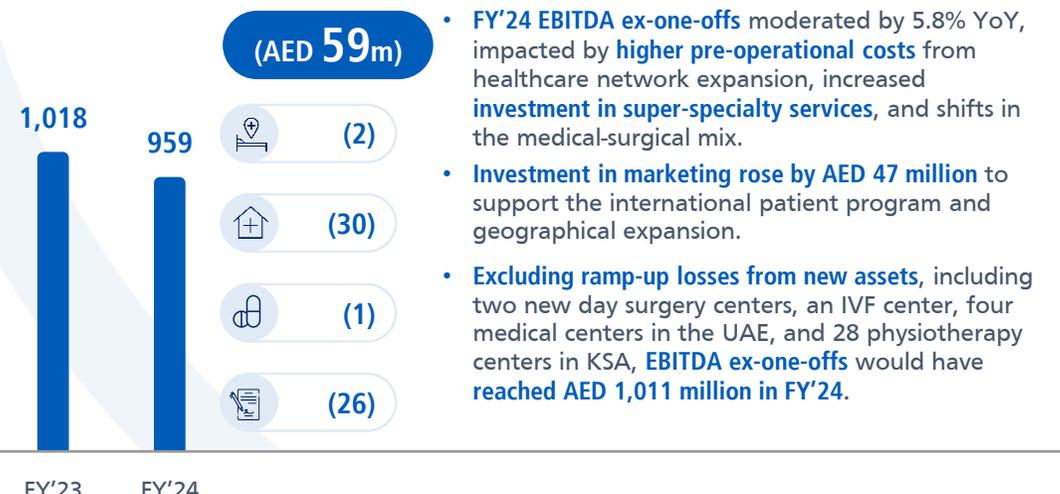
Group EBITDA, AED m



- **Q4'24 EBITDA ex-one-offs** declined by 28.4% YoY, reflecting **strategic investments** and ramp-up costs, which were not fully offset by incremental revenue.
- **Operating expenses rose by 17.9% YoY**, driven by **pre-operational costs, early hiring for new facilities, and investments in medical oncology** and marketing, alongside temporary cost adjustments related to centralized operations and workflow reconfiguration.
- **Losses from new UAE and KSA facility** ramp-ups totaled AED 22 million. The longer-than-expected ramp-up of UAE facilities was impacted by **extended regulatory approval timelines**, with full operational readiness achieved in Jan '25.



- **FY'24 revenue grew by 10.5% YoY**, primarily driven by increased patient footfall.
- **Medical oncology revenue surged 40% YoY**, contributing 20% of the Group's incremental growth, while other key specialties also saw strong performance, including **endocrinology** (+26%), **neurosurgery** (+22%), **ENT** (+22%), **emergency medicine** (+17%), and **cardiology** (+11%).
- **Medical Centers revenue grew 11.2% YoY**, reaching AED 489 million.
- **Other revenue rose by AED 43 million**, supported by the expansion of O&M projects.



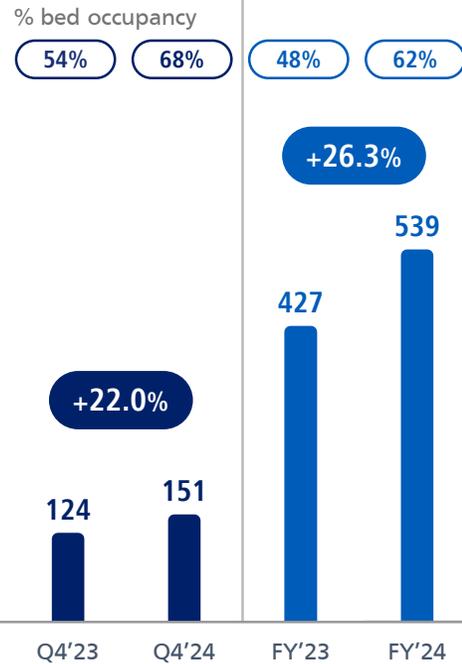
- **FY'24 EBITDA ex-one-offs** moderated by 5.8% YoY, impacted by **higher pre-operational costs** from healthcare network expansion, increased **investment in super-specialty services**, and shifts in the medical-surgical mix.
- **Investment in marketing rose by AED 47 million** to support the international patient program and geographical expansion.
- **Excluding ramp-up losses from new assets**, including two new day surgery centers, an IVF center, four medical centers in the UAE, and 28 physiotherapy centers in KSA, **EBITDA ex-one-offs** would have reached AED 1,011 million in FY'24.

Breakdown in change, AED m:  Hospitals  Medical Centers  Pharmacies  Others

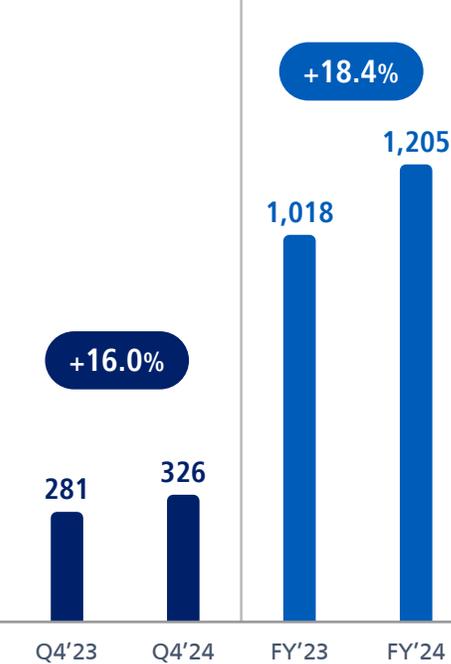
Note: Segment performance is presented as it would be before the transformation of Burjeel Medical Center Al Shahama into Advanced Day Surgery Center (Hospitals segment), completed in Dec'23. One-off items include the Employee and Board performance bonuses for FY'23 financial results (paid in H1'24) and one-off fair value movements of investments in tradable financial securities, recorded in Dec'23 and divested in June'24.

Burjeel Medical City Strategically Positioned to Drive High-Yield Patient Growth & Margin Expansion

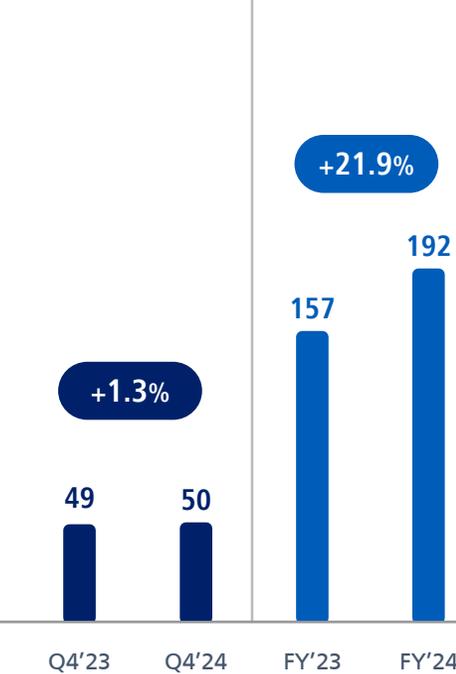
Total patients, k



Revenue, AED m¹



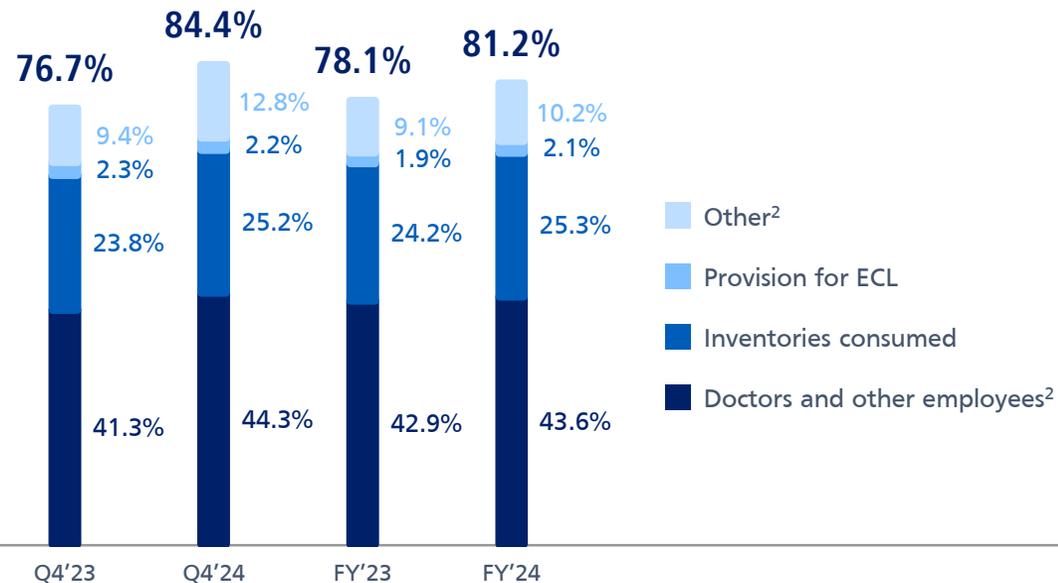
EBITDA, AED m¹



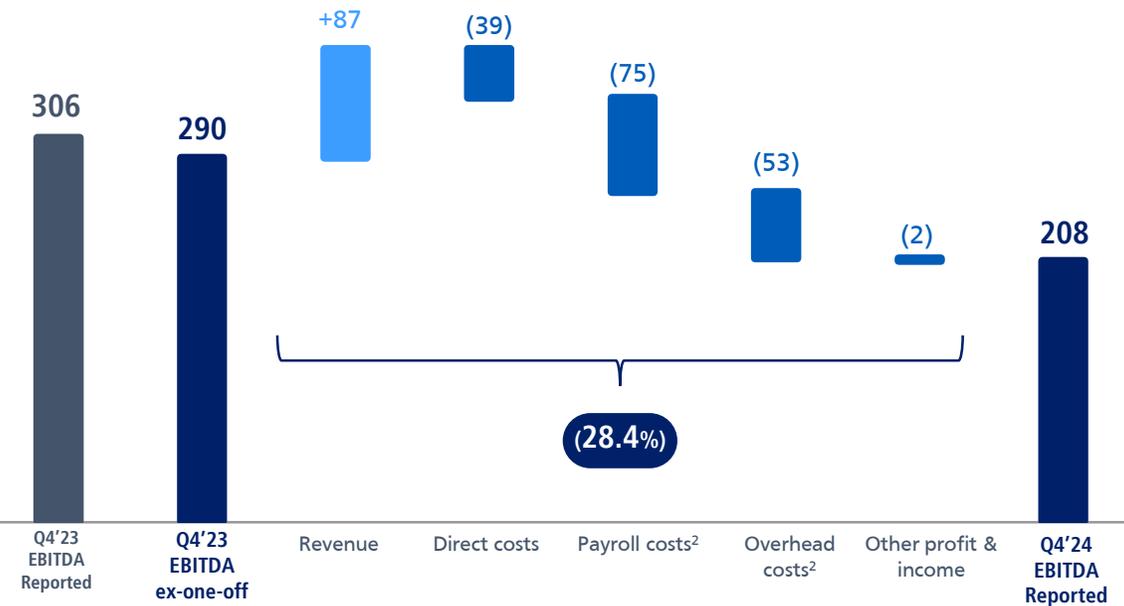
- **BMC's revenue grew by 16.0% YoY in Q4'24**, driven by a strong 22.0% increase in total patients. Growth was primarily fueled by high outpatient volumes and a 35% YoY surge in medical oncology, which contributed 37% of BMC's total incremental revenue. However, the conversion from medical oncology to surgical and radiotherapy procedures remained below global benchmarks, at 1-2% and 8-10%, respectively, compared to the 18-20% global standard.
- **One key factor affecting oncology conversion rates** was a temporary gap in sub-surgical specialties and the absence of a fully integrated joint referral pathway. To address this, BMC successfully onboarded five distinguished oncology surgeons from leading institutions, including MD Anderson, Mayo Clinic and Cleveland Clinic, towards the end of the year.
- **BMC's FY'24 EBITDA margins reaching 15.9%**, reflecting continued investments in manpower, with 43 doctors during the year. Additionally, higher direct costs driven by the surge in chemotherapy treatments, alongside investments in organ transplants, bone marrow transplants, and advanced women's healthcare, contributed to the margin dynamics. These strategic reinforcements position BMC for stronger revenue conversion and sustained operational growth moving forward.

Strategic Investments in Business Expansion to Unlock Significant Growth Potential

Group OPEX breakdown,¹ as % of revenue



Group EBITDA analysis, AED m



- **Inventory costs** increased as a percentage of revenue in Q4'24, driven by a shift toward high-consumable-intensity medical specialties such as chemotherapy. This aligns with the Group's strategy to expand into high-growth, high-complexity areas, strengthening long-term positioning.
- **Salaries & benefits** increased as a percentage of revenue in Q4'24, reflecting network expansion and workflow reconfiguration. The recruitment of 188 doctors in 2024, including 78 in Q4, the majority of whom are board-certified experts, supports advanced care delivery and the transition toward high-complexity surgical cases, driving future growth.

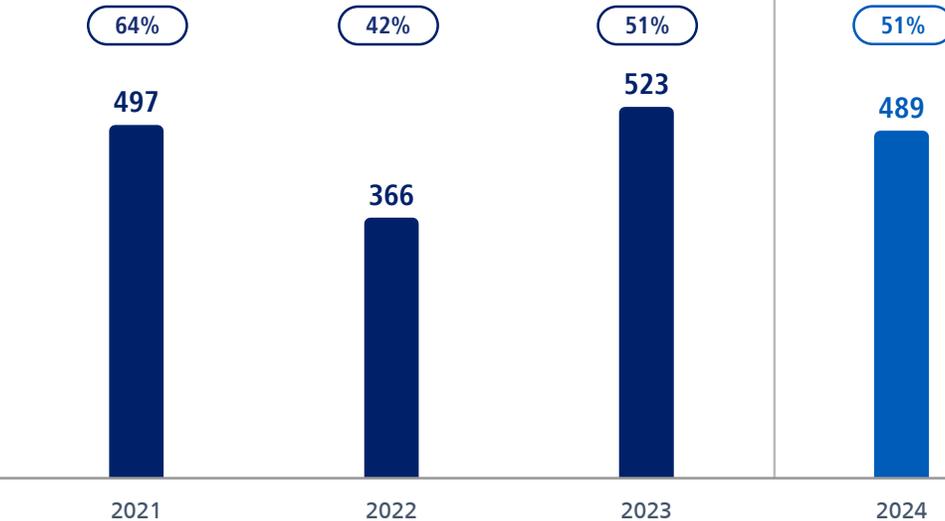
- **Other overhead expenses** increased as a share of revenue in Q4'24, driven by a AED 23 million rise in marketing investments for growth verticals and a AED 38 million increase in miscellaneous and maintenance costs, including expenses related to business expansion, new O&M projects, medical equipment upkeep, IT license renewals, and research initiatives.
- **Ramp-up losses from new facilities**, including two day surgery centers, an IVF center, four medical centers in the UAE, and 28 physiotherapy centers in KSA, totaled AED 22m in Q4'24. The longer-than-expected ramp-up of UAE facilities was impacted by an extended regulatory approval timeline. Full operational readiness was achieved in January 2025. **Excluding new assets performance, EBITDA ex-one-offs would have reached AED 230m in Q4'24.**

Note: (1) OPEX ex. D&A refers to total operating expenses excluding all depreciation and amortization expenses. (2) Excludes Employee and Board of Directors performance bonuses for FY'23 financial results (paid in H1'24) and one-off fair value movements of investments in tradable financial securities, recorded in Dec'23 and divested in June'24 (total realized profit amounted to AED 6 million).

Free Cash Flow & Operating Cash Flow Performance

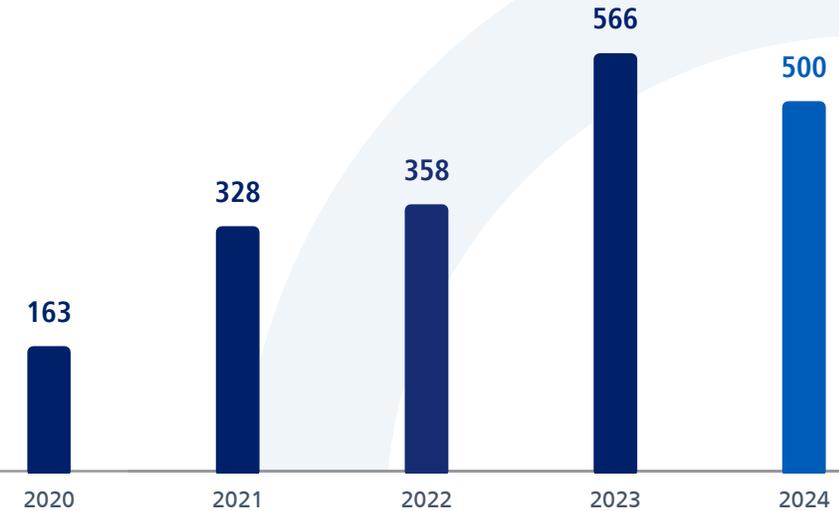
Free cash flow,¹ AED m

% FCF conversion²



AED m	2021	2022	2023	2024
EBITDA ex-one-offs ³	779	878	1,018	959
Change in NWC	(196)	(429)	(382)	(343)
Maintenance CAPEX	(86)	(83)	(113)	(127)

Cash flow from operating activities, AED m



Commentary

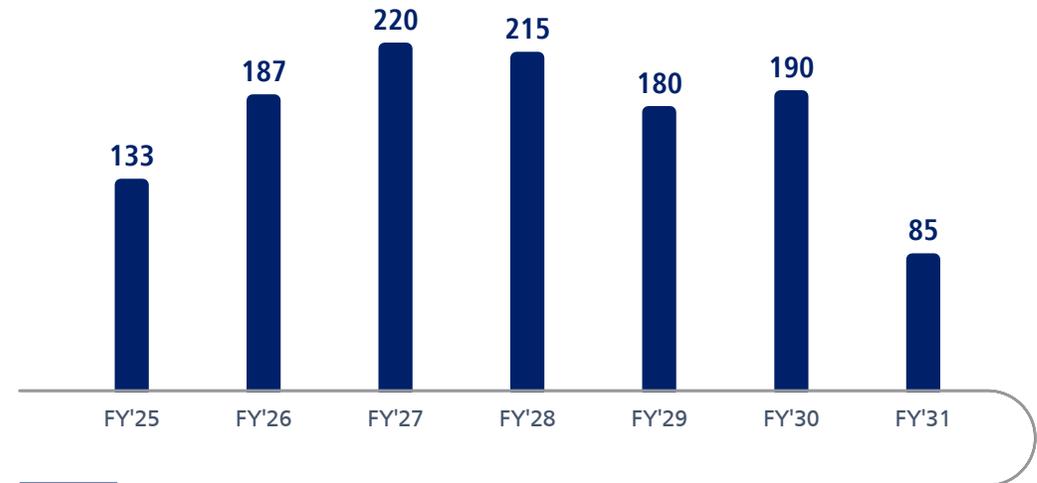
- **Investment in working capital** optimized regardless of the business growth.
- **Maintenance CAPEX** as share of revenue remained in line with guidance (2.5%).
- **Growth CAPEX** was AED 129 million, focused on expansion and digital products.
- **FCF cash conversion** was 51%.

Notes:(1) 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. (2) FCF conversion = free cash flow / EBITDA ex-one-offs. (3) One-off items include Employee & BoD performance bonuses for FY'23 results (paid in H1'24) and one-off fair value movements of investments in tradable financial securities, recorded in Dec'23 and divested in June'24.

Maintaining a Robust Balance Sheet

AED m	FY 2022	FY 2023	FY 2024
Bank balances and cash	150	170	238
Interest-bearing loans and borrowings	1,261	1,164	1,208
Bank overdrafts	–	–	–
Bank debt¹	1,261	1,164	1,208
Net debt	1,111	994	970
Lease liabilities ²	1,176	1,170	1,456
Net debt including lease liabilities³	2,286	2,164	2,426
Amounts due from / (to) related parties	(12)	(16)	(44)
KPIs:			
Net debt / pre-IFRS 16 LTM EBITDA⁴	1.5x	1.1x	1.3x
Total Group equity	1,118	1,557	1,842
Divided mainly into:			
Share capital	521	521	521
Share premium	367	367	367
Retained earnings (incl. NCI)	224	663	948

Debt maturity as of 31 December 2024



Commitment to a conservative financial policy

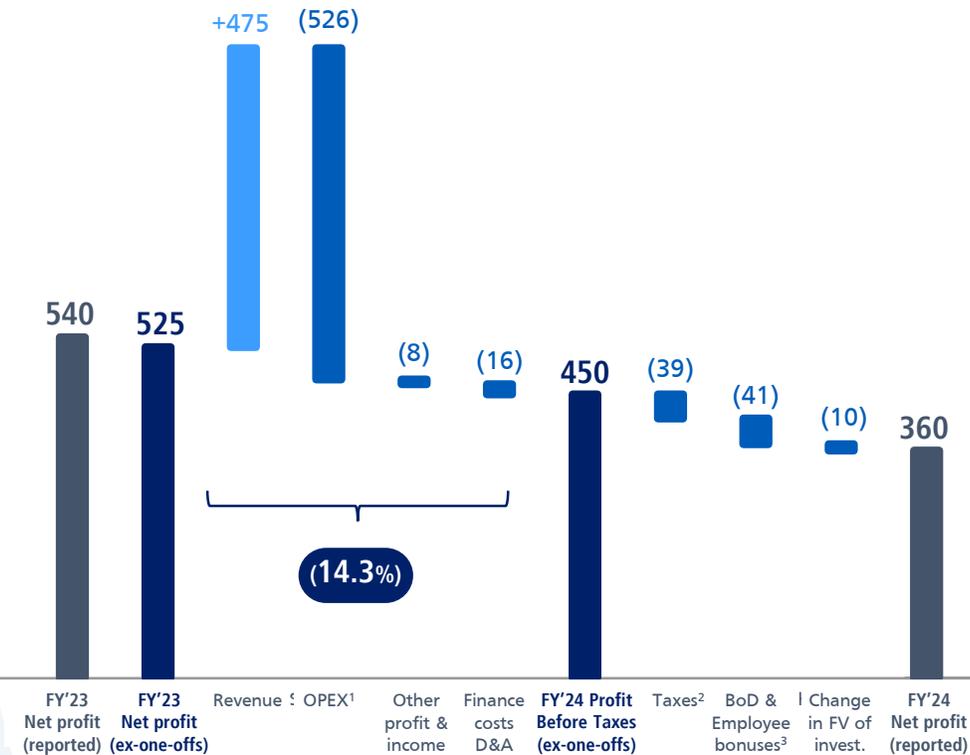
- **Net debt / pre-IFRS 16 LTM EBITDA ratio** as of 31 December was stable at 1.3x. No contingent off-balance-sheet liabilities.
- **Planned USD 500 million Sukuk Issuance:** USD 250 million allocated for DIB loan repayment; USD 250 million to fund mid-term growth, subject to shareholder approval and market conditions.
- **Amounts due from and to related parties** remains low, reflecting Burjeel's strong governance and operational independence.
- **The Company's share capital is AED 521 million** as of 31 December 2024.

Notes: (1) Includes interest-bearing loans and borrowings and bank overdrafts. (2) Includes current and non-current portion of lease liabilities. (3) Includes net debt and lease liabilities. (4) 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.

Strong Profitability Outlook With Continued Commitment to Dividends

Group net profit analysis, AED m

% net profit margin



Dividends & Buyback

- BoD-Proposed Share Buyback:**
 up to 10% of share capital through open market purchases, fully funded by operating cash flow, subject to shareholder and regulatory approval. Supports financial strength and shareholder value. Post-buyback, Management is evaluating options, including resale, Long-Term Incentive Plans, or other regulator-approved strategies for capital management.
- Dividend policy:**
 pay cash dividends from 2023 onward, with an expected payout ratio of 40% to 70% of net profit, depending on investments required for additional growth plans.



- BoD-Recommended Dividend for FY'24:**
AED 360m **47%**

FY'24 reported net profit

Dividend payout ratio for FY'24

AED 170m

Total dividends for FY'24

AED 0.03

Total dividends per share for FY'24



Note: (1) Exclude one-off items: Employee & BoD performance bonuses for FY'23 results (paid in H1'24) and one-off fair value movements of investments in tradable financial securities, recorded in Dec'23 and divested in June'24. (2) The Group should be subject to the provisions of the UAE CT Law with effect from 1 January 2024, and current taxes will be accounted for as appropriate in the consolidated financial statements. (3) No performance bonuses are proposed for FY'24, and Board bonuses will not be provisioned going forward, in line with best corporate governance practices.



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Growth Plan Guidance



Leading Super-Specialty Healthcare Provider in MENA

Multi-Pronged Expansion Strategy: Unlock Solid Growth Potential

Key region of focus – UAE & KSA

Expansion strategy pillars



KSA to drive our geographic expansion



Zero-capex expansion into Africa,
through O&M contracts



1

Expanding World-Class Healthcare Network
Across Emerging UAE Communities

2

Accelerating Expansion Across Saudi Arabia with
Premier Physiotherapy & Specialized Day
Surgery Centers

3

Transforming Regional Healthcare with Value-
Based Care and Mental Health Services via
ALKalma Ecosystem

4

Leveraging Solid Pipeline of O&M
Opportunities in UAE & MENA

Expanding Reach, Enhancing Care: Burjeel's Growth Plan across the UAE

Launch of 1 hospital,
1 day surgery center, 11 specialized
medical center in 2025-2026

The Group will expand its **Burjeel-branded network** with a **hospital**, a **day surgery center** in Dubai and the Northern Emirates, and **11 specialized medical centers** across the UAE. The integration of the **Advanced Care Oncology Center in Dubai** further strengthens its oncology services. This expansion will **tap into new markets, attract more patients, and optimize hospital capacity**, driving **revenue growth** and **profitability** while leveraging **economies of scale** and **operational efficiencies**.



2025

- Medical Center Gayathi
- Trust Fertility Clinic Al Ain
- Medical Center Dubai Silicon Oasis
- Medical Center Nshama
- Medical Center Al Falah
- Medical Center Sadiyat Island
- Medical Center Al Riyadh
- Advanced Oncology Center (Dubai)

2026

- DIP Hospital (Dubai)
- Day Surgery Center Ras Al-Khaimah
- Medical Center Al Reeman
- Medical Center Western Region
- Medical Center Fujairah



Accelerating Expansion Across Saudi Arabia Through Disruptive Healthcare Innovations

PhysioTherabia – Performance Update¹

+60%

Revenue growth Q4'24 vs Q4'23

AED 64k vs 580k

Reduced losses Q4'24 vs Q1'24

50%

Utilization rate (Dec'24)

940

Monthly sessions (Dec'24)

90%

Share of cash-pay in revenue (Q4'24)

Tawuniya, Malath & Gulf Insurance

Onboarded (Q4'24)



Burjeel One – First Day Surgery Center in Riyadh

Prime location

- **Located in Irqah**, Northwestern Riyadh, with an estimated population of over 400,000
- **Bordered by prestigious areas:** Embassy District, Al-Hada, Laban-Khuzama

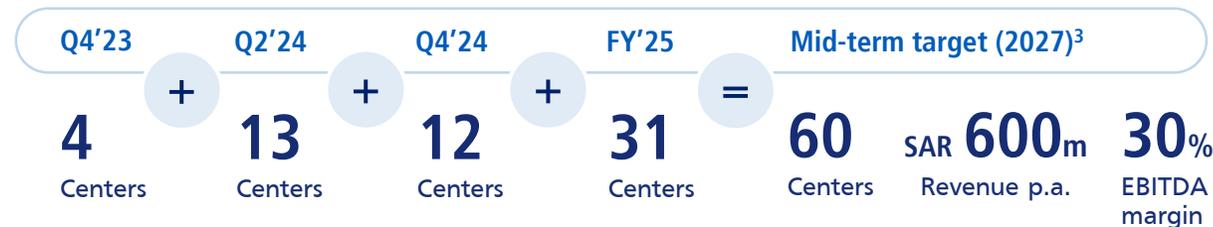
Strategic positioning

- **Proximity to key landmarks:** King Saud University, King Khalid University Hospital, Diplomatic Quarter
- **Easy access to major highways:** King Khalid Road, King Salman Road

Vision 2030 projects

- **Diriyah giga-project:** Transforming Northwestern Riyadh into a cultural and tourism hub
- **Benefits for Irqah:** Enhanced amenities and infrastructure

PhysioTherabia – Fastest-Growing & Largest Physiotherapy Network in Saudi Arabia



Note: (1) Based on the performance of the first opened flagship center Olaya, operationally launched in September 2023.
 (2) Included the newly acquired specialist physiotherapy and rehabilitation center in Makkah (owned by Burjeel Holdings).
 (3) Its a joint venture (50:50) with Leejam Company. Burjeel Holdings has a consolidation right for PhysioTherabia financials.

Burjeel One – Day Surgery Center Profile

Commissioning Date	Q4'25
Outpatient clinics	40
Beds	30
Operating rooms	5
Patient capacity	450,000 per year
3Y Revenue projection	SAR 200 million
3Y EBITDA margin projection	30%



Ongoing Expansion of Asset-Light O&M Portfolio Drives Bottom-Line Growth

O&M opportunities in the UAE and MENA

Approach

- **Partner with the Ministry of Health, Department of Health and large public hospitals** to collaborate on O&M / department specific opportunities in the UAE and Africa including:
 - **Construction:** procurement, installation of equipment and post construction handover
 - **Operation and management:** day-to-day management of asset or department including systems implementation, staffing and training

Performance

- **Zero Opex & CAPEX investments** generating high ROI
- **Benefits from %-based O&M payments**, with strong upside as population and economic activity grows
- **O&M portfolio maturity:** 3-5 years, with renewable rights
- **O&M contribution:** 6% of Group net profit (FY'24)

Outlook

- **Solid mid-term pipeline:** up to 12 contracts
- **Mid-term O&M** projected to reach **7%-8% of net profit**

2024 O&M projects

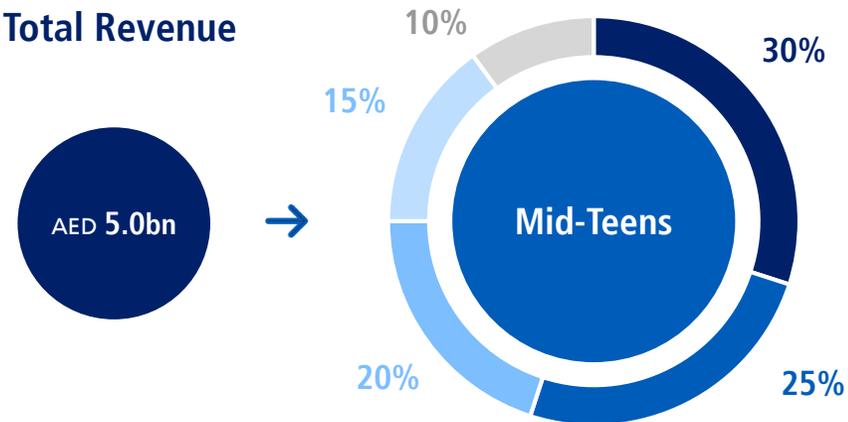
		FY'24
 AI Dhannah Hospital (ADNOC)	<ul style="list-style-type: none"> • Stakeholder: ADNOC Group (Corporate) • Specifications: Multi-specialty hospital in Al Dhafrah, Abu Dhabi • Established date: Q3'23 	188,000+ Patient Footfall
 Prison Clinic & Detention Clinic	<ul style="list-style-type: none"> • Stakeholder: Ministry of Interior (Al Wathba) and Federal Authority for Identity, Citizenship, and Port Security (Sweihan) • Specifications: Primary care clinics in Abu Dhabi • Established date: Q2'23 (Al Wathba) and Q4'23 (Sweihan) 	18,000+ Patient Footfall
 Sheikh Zayed Hospital	<ul style="list-style-type: none"> • Stakeholder: Khalifa bin Zayed Al Nahyan Foundation • Specifications: Multi-specialty hospital in Somalia • Established date: Q1'24 	65,000+ Patient Footfall
 Shabwa Hospital & Mocha Hospital	<ul style="list-style-type: none"> • Stakeholder: Khalifa bin Zayed Al Nahyan Foundation • Specifications: Multi-specialty hospitals in Yemen • Established date: Q2'22 	133,000+ Patient Footfall
 Chad Field Hospital	<ul style="list-style-type: none"> • Stakeholder: Abu Dhabi GHQ • Specifications: Multi-specialty hospital in Chad • Established date: Q2'24 	52,000+ Patient Footfall
 MoFA Clinic	<ul style="list-style-type: none"> • Stakeholder: Ministry of Foreign Affairs • Specifications: Primary care clinic in UAE • Established date: Sept'24 	130+ Patient Footfall
 Gaza Floating Hospital	<ul style="list-style-type: none"> • Stakeholder: Tawazun Council • Specifications: 100-bed floating field hospital in Egypt • Established date: Q1'24 	9,000+ Patient Footfall

Revenue & EBITDA Growth Catalysts for 2025

2025 Revenue Growth Drivers (% Contribution):

- 30% New Expansion Projects
- 25% BMC & Complex Care Expansion
- 20% Ramp-up of Centers Opened in 2024
- 15% Operations & Maintenance (O&M) Projects
- 10% Optimization of Existing Assets

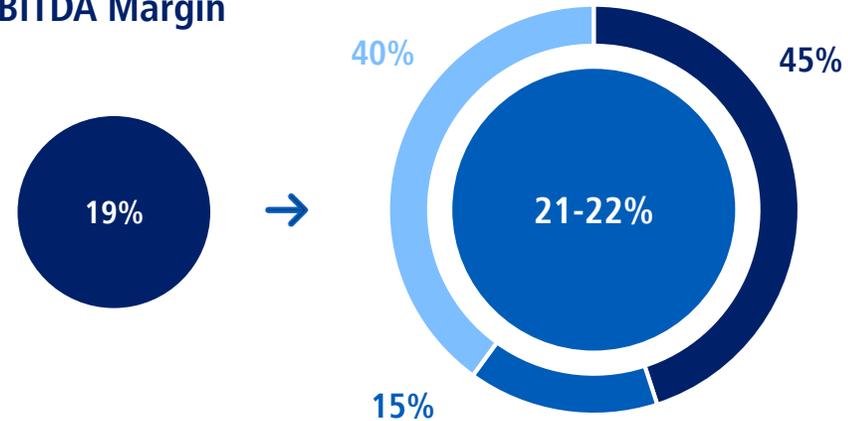
Total Revenue



2025 OPEX Decline Drivers (% Contribution):

- 45% Consumable Costs Reduction:
 - Improved patient mix
 - Enhanced tendering processes
- 15% Manpower Cost Optimization:
 - Strategic workforce optimization
 - Controlled hiring despite new projects
- 40% Other Expenses Reduction:
 - Lower marketing spend
 - Miscellaneous cost efficiencies

EBITDA Margin



Positive Outlook Reiterated

FY 2025 (Expected)

Mid-term (2026-2028)



Expansion

- **UAE:** 1 advanced care oncology center (Dubai), 1 fertility clinic (Al Ain), 6 medical center
- **KSA:** 31 PhysioTherabia centers, 1 day surgery center

- **UAE:** 1 hospital (Dubai), 1 day surgery center (Ras Al-Khaimah), 3 medical center
- **KSA:** 1 day surgery center



Revenue

- **Group revenue** to grow in **the mid-teens**
 - **BMC revenue** to grow in **the high-teens**

- **Group revenue growth** to normalize gradually from **the mid-teens to low double-digits** over time as key assets mature, including:
 - **BMC revenue** to reach **AED 2bn** revenue p.a.
 - **Expansion projects** to reach **AED 1.7bn** revenue p.a.



EBITDA

- **Group EBITDA margin** to deliver strong growth vs. 2024, driven by investment conversion and operational efficiencies despite new project launches
 - **BMC EBITDA margin** to improve to over **17%**

- **Group EBITDA margin** to gradually expand to **25%-27%**
- **Driven by** ramp-up of growth assets, asset-light international expansion, as well as focus on increasing patient yield and operational excellence



CAPEX

- **Maintenance CAPEX** to be **<2.5%** of revenue
- **Additional total investment** of **~AED 450m** for UAE & KSA expansion and digital transformation

- **Maintenance CAPEX** to be **<2.5%** of revenue
- **Additional total investments (2026-28)** of **~AED 600m** expected **until 2027** to drive UAE & KSA expansion and digital transformation



Leverage

- **Net leverage¹** of **<2.5x** to be maintained
- **Net leverage¹** of **1.3x** as of December 2024

- **Net leverage¹** of **<2.5x** to be maintained



Dividends

- **Payout ratio of 40-70%** of net income, dependent on required investment for potential additional growth

- **Payout ratio of 40-70%** of net income, dependent on required investment for potential additional growth



burjeel
holdings

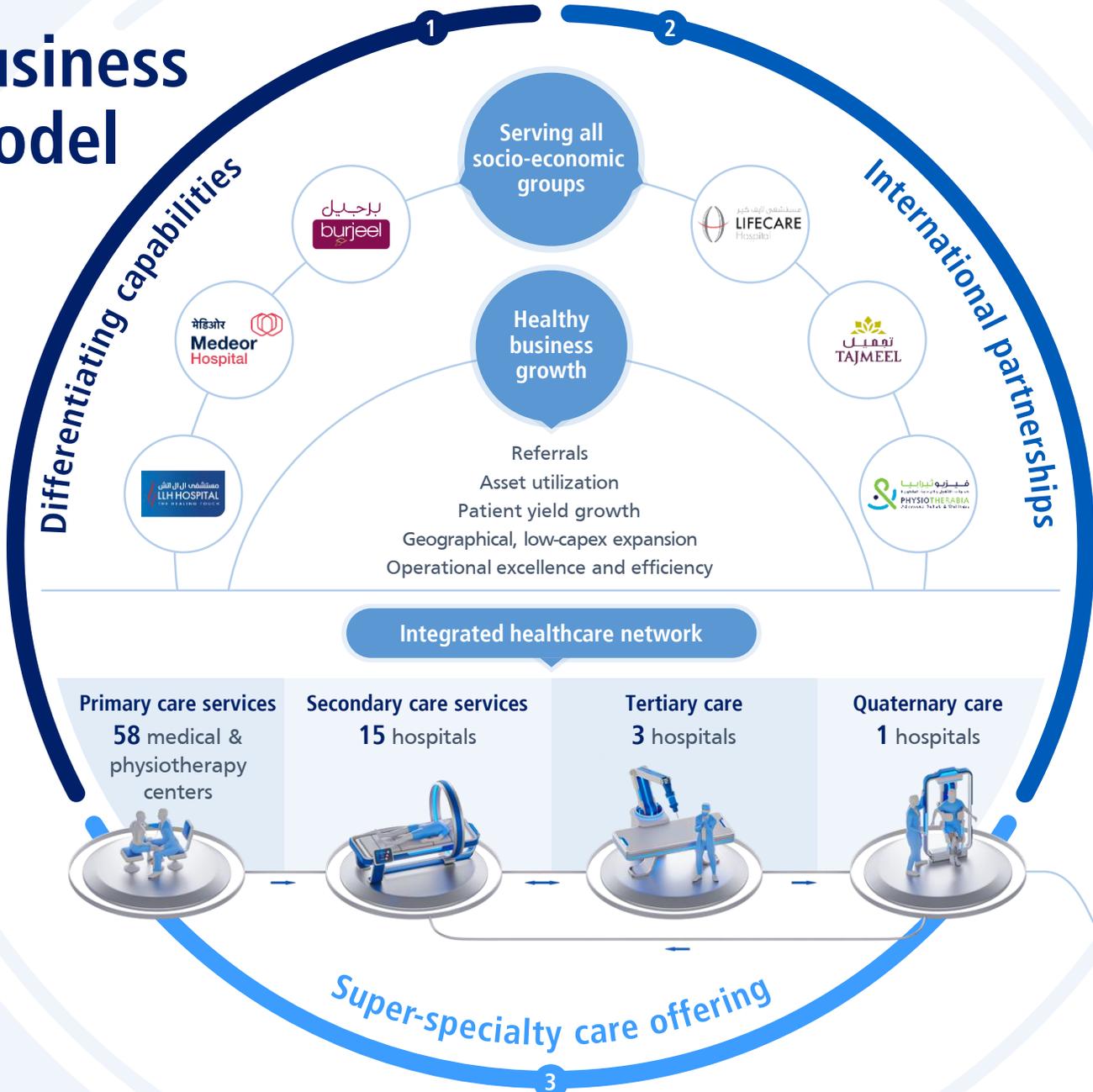


Q&A

Appendix

Leading Super-Specialty Healthcare Provider in MENA

Business model



1 Differentiating capabilities

- Level I & II Trauma Center
- Level III Tertiary NICU
- Physio & Rehab Care
- Intraoperative MRI
- Da Vinci Xi robotic system
- Echmo-Pediatric and Adult
- Pediatric Intensive Care Unit
- Pediatric Surgery
- Centralised Lab
- Nuclear Medicine
- Department of Thalassemia
- Advanced Center for Research
- Digital Health & Oracle Health EMR
- Ambulatory Services
- ESMO & Novalis Accreditations

2 International partnerships

- Advanced Gynecology Institute to Offer Complex Care Solutions for Women
- Center of Excellence for Endometriosis (Renowned French IFEM Endo)
- First-of-its-kind Fetal Medicine & Therapy Center in the UAE
- Renowned Limb Lengthening Expert Dr. Dror Paley Opens First Clinic in Middle East
- Advanced Molecular Genetics and Immune Profile Testing Laboratory
- Thyroid Parathyroid Center partnered with University of Kansas Medical Center

3 Super-specialty care offering

- Bone Marrow Transplant
- Oncology
- Organ Transplant
- Orthopaedics and Spine
- Advanced Woman Care
- Fetal Medicine
- Paediatrics
- Neuroscience

Centralized back-up functions

- Procurement
- Warehouse
- Diagnostics & Radiology
- Claims Management
- OR function
- Shared Employee Pool

Note: Number of facilities as at 31 December 2024

Group & Segment Summary

Group financial summary

AED millions	Q4'24	Q4'23	FY'24	FY'23
Revenue	1,305	1,218	5,010	4,535
Inventories consumed	(328)	(289)	(1,269)	(1,096)
Doctors' and other employees' salaries	(578)	(502)	(2,186)	(1,947)
Provision for expected credit losses	(28)	(28)	(103)	(84)
Other general and admin expenses	(168)	(115)	(510)	(414)
Share of profit from associates	5	1	17	18
Other Income	—	6	—	6
EBITDA ex-one-offs¹	208	306	959	1,018
Change in financial assets carried at fair value through profit and loss	—	16	(10)	16
Annual performance-based bonuses	—	—	(41)	—
EBITDA	208	290	908	1,033
Finance costs	(45)	(37)	(149)	(141)
Depreciation & amortization	(102)	(90)	(360)	(352)
Provision for taxes	(7)	—	(39)	—
Net profit	54	179	360	540
Net profit ex-one-offs & taxes¹	61	163	450	525

Segmental financial summary²

AED millions	Q4'24	Q4'23	FY'24	FY'23
Revenue	1,305	1,218	5,010	4,535
Hospitals ³	1,150	1,081	4,406	4,026
Medical Centers ³	128	122	489	440
Pharmacies ³	17	14	64	60
Others ⁴	10	1	51	8
EBITDA ex-one-offs¹	208	306	959	1,018
Hospitals	226	283	946	948
Medical Centers	13	41	102	133
Pharmacies	3	3	6	7
Others ¹	(34)	(20)	(96)	(70)
Net profit ex-one-offs & taxes¹	61	179	450	525
Hospitals	49	169	454	497
Medical Centers	50	28	107	94
Pharmacies	3	2	5	6
Others ¹	(40)	(20)	(117)	(57)

Notes: (1) EBITDA and net profit ex-one-offs exclude performance-based bonuses for FY '23 financial results (paid in H1'24) and movement from the change in fair value of investments in tradable financial securities, recorded in Dec'23 and divested in June'24. Net profit ex-one-offs & taxes also excludes tax provisions. (2) 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.



Investor Relations

March 2025

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