

November 2025



BURJEEL
HOLDINGS

Earnings Presentation

Q3 & 9M 2025 Results

Leading Super-Specialty Healthcare
Provider in MENA

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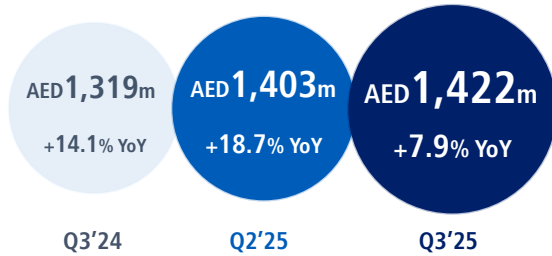
Key Highlights

Leading Super-Specialty Healthcare Provider in MENA

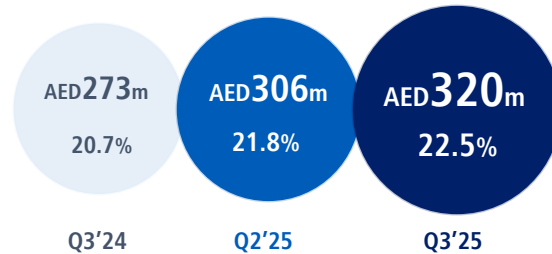
Q3'25: Built on Strength — Record Performance

Financial Highlights

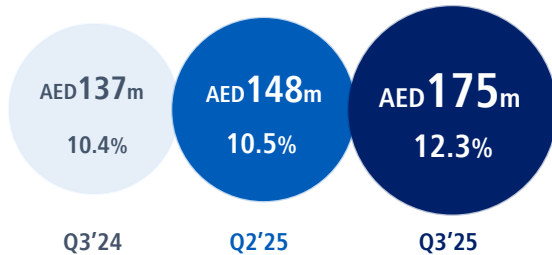
Revenue



EBITDA (% Margin)



Net profit (% Margin)



Strategic Focus

Execution Highlights

Impact (Q3'25)

Mid-term Outlook

Optimize Utilization

- Optimized patient flow and capacity alignment across network brands

- Outpacing population growth with 15% YoY increase in high-end segment revenue

- Achieve >80% bed occupancy and sustain >12% Group revenue CAGR through optimized capacity mix

Ramp-Up of New Assets

- 45+ new healthcare assets now operational under the ramp-up plan

- Higher revenue, lower cost pressure — OPEX ratio down 6.2 p.p. QoQ

- Reach breakeven across all new sites by end-2026 via staffing efficiency and integrated patient pathways

Enhance Case Mix

- Shift toward high-acuity, surgical, and complex cases

- Oncology surgeries up 41% YoY, reflecting an improved surgical mix

- Expand complex-care portfolio to sustain single-digit patient yield CAGR and reinforce specialty leadership

Efficiency Gains

- Streamlined workforce, marketing, and procurement efficiency

- Only 30 doctors added YTD vs 188 in FY2024; marketing spend down 46% from Q4'24 peak

- Achieve >25% EBITDA margin across hospitals and medical centers via scale efficiencies and automation rollout

Advance Expansion

- Ongoing expansion across UAE and KSA networks in line with the guidance

- 12 assets added YTD; ~16 under development: 65% of FY2025 growth CAPEX deployed

- Prioritize high-ROI growth in KSA and Northern Emirates to normalize ROCE from 13% toward 15%+

Recent Medical Developments



Performed GCC's First HAIP Surgery

Conducted a cytoreductive surgery with HIPEC for stomach cancer and the GCC's first Hepatic Artery Infusion Pump (HAIP) implantation for liver tumors, cementing the Group's leadership in complex and precision oncology.



Achieved Gulf's First Uniportal Robotic Lobectomy

Performed the region's first Uniportal Robotic Lobectomy using the Da Vinci Xi system through Burjeel's Advanced Thoracic Surgery team, expanding the Group's robotic-assisted surgical capabilities and advanced, low-morbidity procedure portfolio.



Expanded Precision Medicine Capabilities

Broadened access to pharmacogenomics testing and biosimilars to enable more personalized, effective treatments for chronic and oncology patients, strengthening the Group's position in evidence-based, patient-centered care.



Launched Interventional Pain Management Center

Opened a new Interventional Pain Management Center at Burjeel Hospital for Advanced Surgery, Dubai, delivering targeted, minimally invasive treatments for spine, joint, and cancer-related pain, enhancing multidisciplinary, outcome-driven care.



Da Vinci Xi
800
Robotic Surgeries
Since Inception

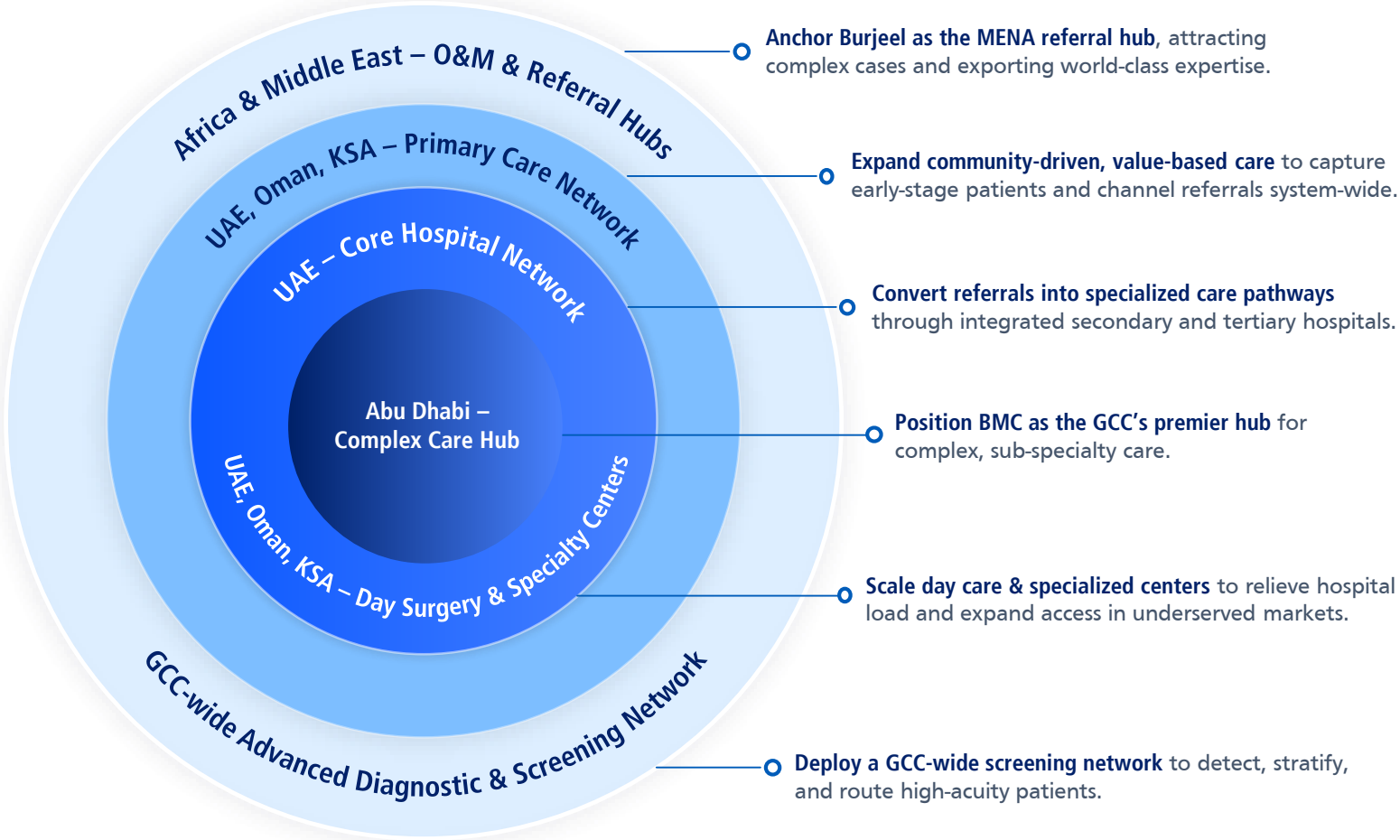
Multi-Organ
63
Transplants
Since Inception

Oncology
630
Surgeries
(+106% YoY)
9M 2025

Dr. Paley Clinic
395
Surgeries
(+38% YoY)
9M 2025

Differentiated Growth Strategy

Driving Specialized Care Across Network



Burjeel Holdings Today



112

Healthcare assets
incl. 20 hospitals



15

O&M projects
in UAE & Africa



1,784

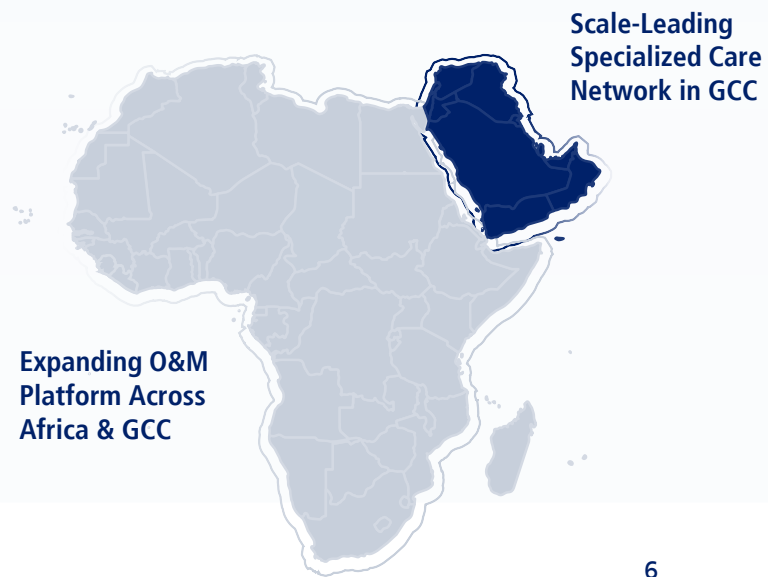
Bed capacity



1,774

Doctors

Regional Footprint Across GCC & Africa



Expanding Reach, Enhancing Care: Disciplined Execution Across Growth Pipeline

2025

- Advanced Oncology Center (Dubai)
- Medical Center, Al Falah (Abu Dhabi)
- Medical Center, Saadiyat (Abu Dhabi)
- Medical Center, Silicon Oasis (Dubai)
- Medical Center, Al Wasn (Dubai)

2026

- Acute Care Hospital, DIP (Dubai)
- Day Surgery Center, Riyadh (KSA)
- Day Surgery Center, Al Zakhir (Al Ain)
- Trust Fertility Clinic (Al Ain)
- Medical Center, Gayathi (Abu Dhabi)
- Day Surgery Center (Ras Al-Khaimah)

2027

- LLH Hospital, Jebel Ali (Dubai)
- Trust Fertility Clinic (Dubai)

Expected Impact at Maturity

-  AED 1.5 bn Revenue
-  ~25% EBITDA
-  3-5 years Maturity
-  AED 1.0 bn CAPEX



19 Healthcare Assets

- Completed
- Under Construction
- Planning & Design

Note: Excludes 6 LLH Medical Centers & Clinics (Abu Dhabi & Al Ain) and 1 Medeor Medical Center (Abu Dhabi) opened in 9M'25. The list also doesn't include over 30 planned PhysioTherapia Centers expected to open by 2026.





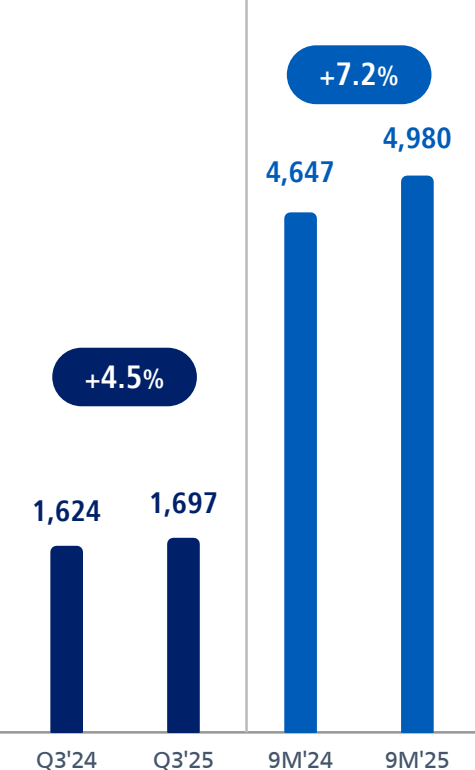
Performance Review

Leading Super-Specialty Healthcare Provider in MENA

Outpacing the Market: Proven Leadership, Resilient Growth

Group Outpatient Footfall, k

% OP utilisation

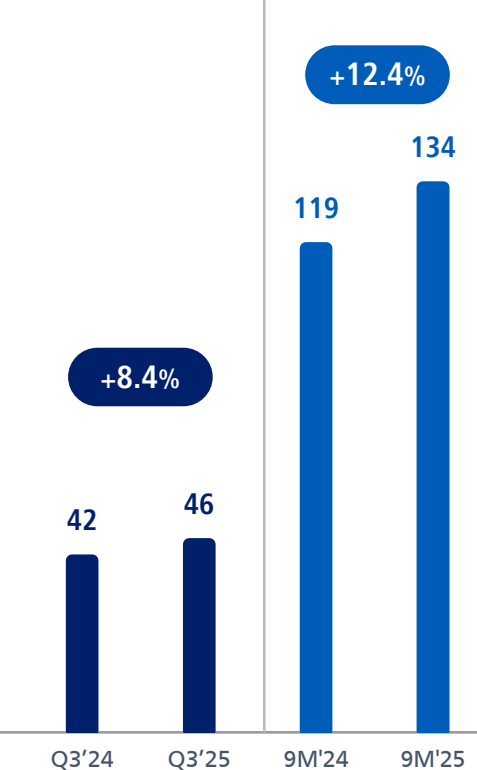


- **Total patient footfall** rose 4.6% in Q3'25 and reached 5.1 million in 9M'25, up 7.3%, reflecting robust demand and the strength of Burjeel Holdings' network.
- **The Group outpaced** regional population growth, underscoring its market leadership despite temporary access restrictions¹ at premium facilities to one of the major Abu Dhabi-based insurers since May 2025.
- **Quarterly performance** was driven by a stronger case mix, growth in high-value specialties, and new direct corporate contracts.
- **Outpatient footfall** grew 4.5% in Q3'25, supported by the ramp-up of primary care and physiotherapy centers and steady demand across orthopedics, urology, neurology, pulmonology, and IVF.
- **Outpatient utilization** eased to 66%, reflecting new physician onboarding and creating capacity for future patient growth.



Group Inpatient Footfall, k

% bed occupancy

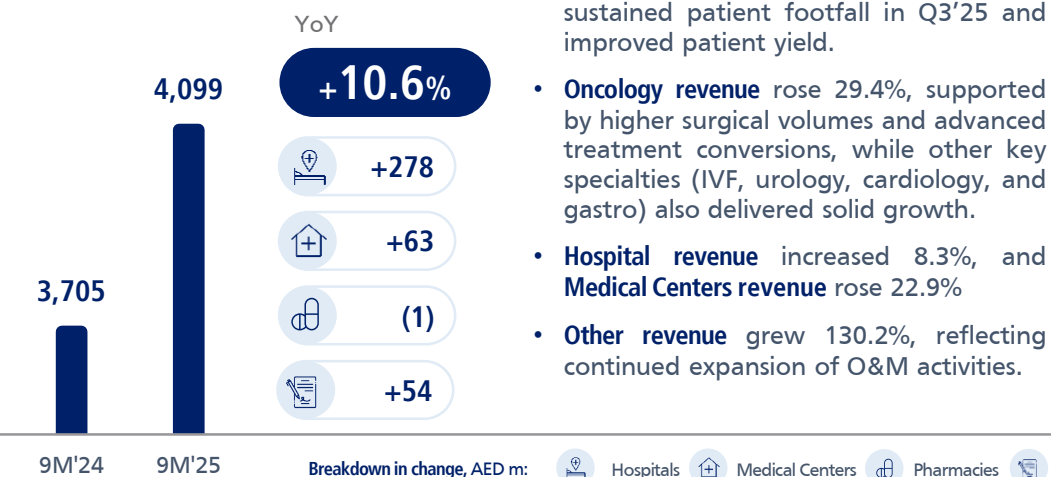
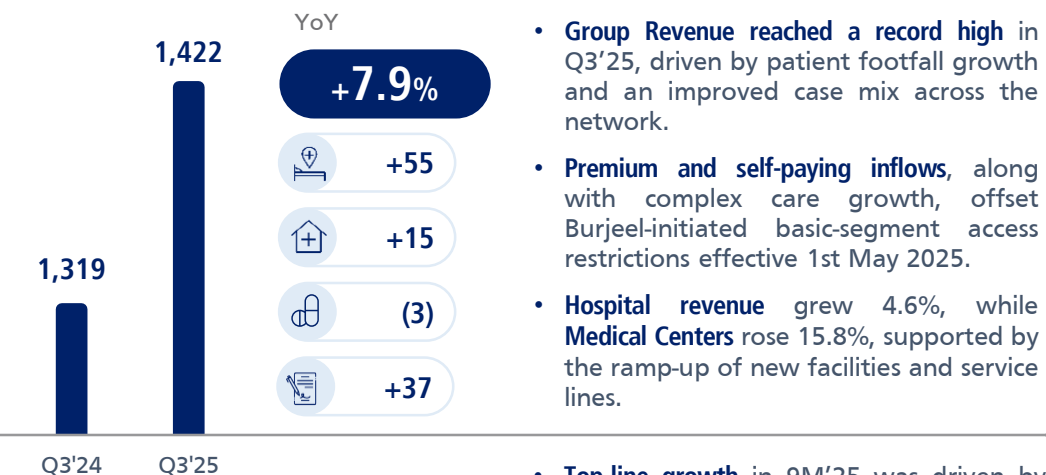


- **Inpatient footfall** grew 8.4% in Q3'25, driven by strong performance across oncology, cardiology, gastroenterology, and orthopedics.
- **The Oncology segment** achieved notable conversion gains, performing over 200 surgeries (+41%) and 2,500 radiotherapy sessions (+21%) in Q3'25, underscoring the Group's growing strength in complex cancer care.
- **Total surgeries** reached 67,050 in 9M'25, up 10.3%, reflecting strong momentum across Burjeel Medical City, Burjeel Specialty Hospital Sharjah, Lifecare Hospital Musaffah, and Medeor Hospital Abu Dhabi.
- **Inpatient volumes** rose 12.4% in 9M'25, with bed occupancy at 68% in Q3 and 67% for 9M'25, reflecting recent capacity additions (+54 beds) and highlighting ample room for further network growth.

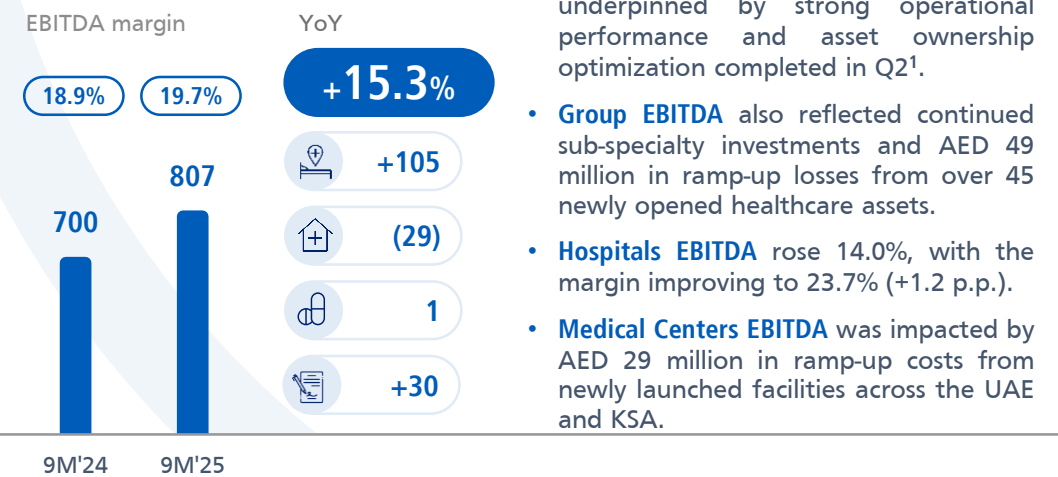
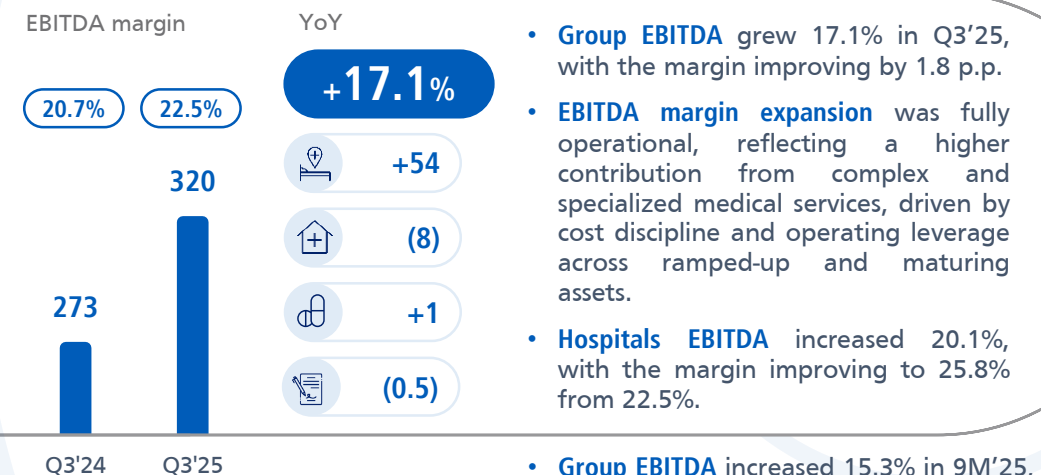


Record Quarterly Financial Performance With Margins Expanding Across the Network

Group Revenue, AED m



Group EBITDA, AED m



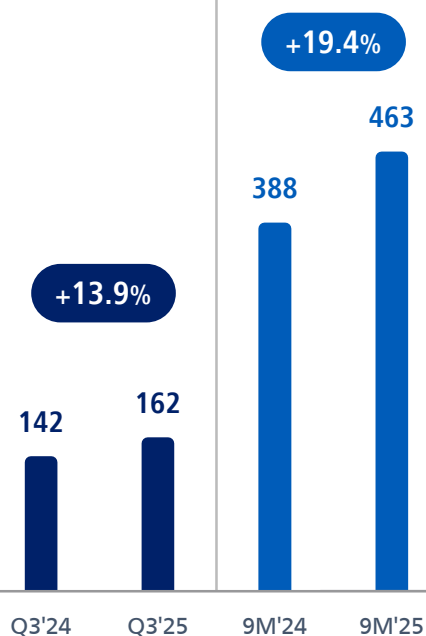
Note: (1) Includes AED 72 million gain from asset optimization following the Dubai Medeor Hospital building acquisition, completed in June 2025, reflecting lease liability derecognition.

BMC Strengthens Profitability Through Scale & Operational Excellence

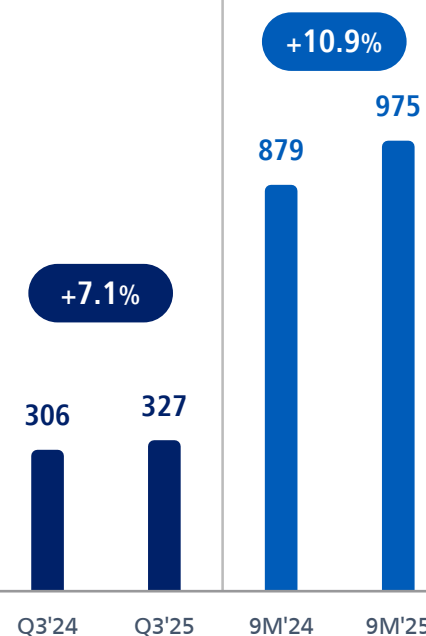
Total patients, k

% bed occupancy

65% 58% 60% 61%



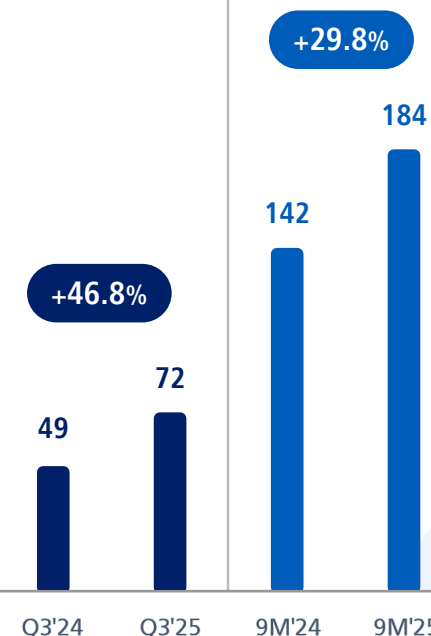
Revenue, AED m¹



EBITDA, AED m¹

% EBITDA margin

16.0% 22.0% 16.1% 18.9%



Burjeel Medical City (BMC) delivered 7.1% revenue growth in Q3'25, driven by a 13.9% rise in patient volumes, higher outpatient share, improved surgical conversion, and sustained momentum in super-specialty services, despite temporary access restrictions for select insurance plans in Abu Dhabi. Bed occupancy stood at 58% in Q3'25, reflecting the addition of 34 new beds and providing headroom for future growth. BMC EBITDA grew 46.8%, supported by scale efficiencies and disciplined cost management, achieving a record-high quarterly EBITDA margin of 22.0%.

Trust Fertility Center: Powering UAE's Fertility Strategy with Rapid Ramp-Up

Integral in Burjeel's
Women's Health Platform

Operational Since
Dec 2024

Capacity
5,000 IVF cycles/year

Net Profit Breakeven
Within 6 Months of Launch

9M 2025 Ramp-Up
Single-Digit EBITDA Margin
at 30% Utilization



9M
2025

AED 40m
Total
Revenue

2,500+
Unique Patient
Volumes

1,600+
IVF, FET, & IUI
Cycles Initiated

~50%
Clinical Pregnancy Rate
(above global average)

Advanced IVF & Fertility Solutions

- Egg Retrieval
- AI-Driven Embryo Selection & AI-Assisted Sperm Selection
- Embryo Transfer
- Fertility Assessments
- Intrauterine Insemination (IUI)
- Ovarian Tissue Cryopreservation (OTC) for Oncology Patients
- Social Egg Freezing
- IVF Consultations
- Reproductive Medicine Consultations
- Laparoscopic Surgery
- Advanced Cryopreservation Storage System

Growth & Integration Priorities

Next Launch

Al Ain IVF Center
(2026)
Dubai IVF Center
(2027)

Strengthening Referrals

from BMC (Ob-Gyn,
Endocrinology)

Preparing for Center of Excellence

(CoE) Designation
in 2025

Expanding Collaboration

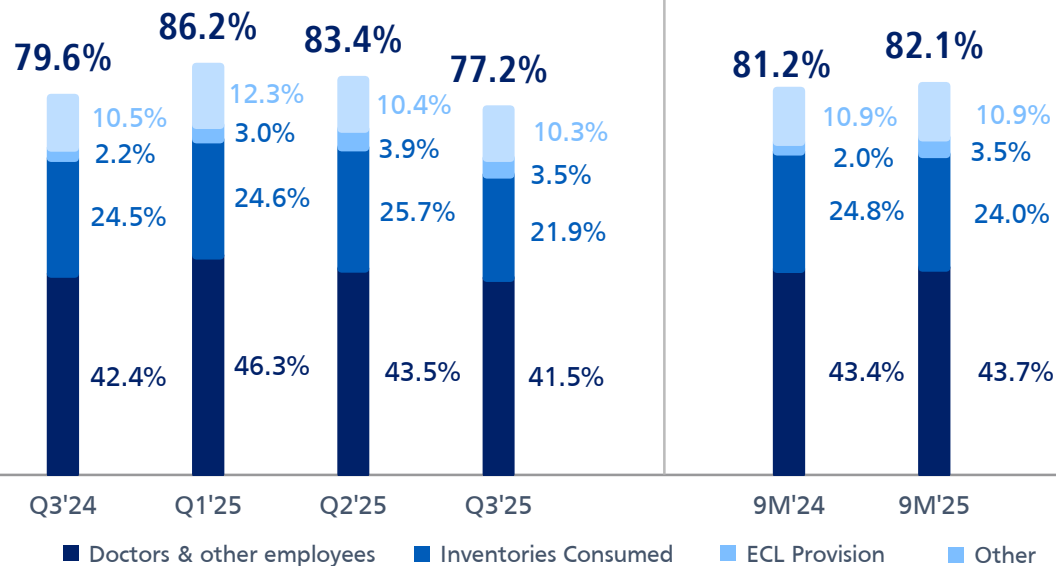
with Oncology,
Urology, and Genetics

Continuous Staff Development

& Academic
Leadership

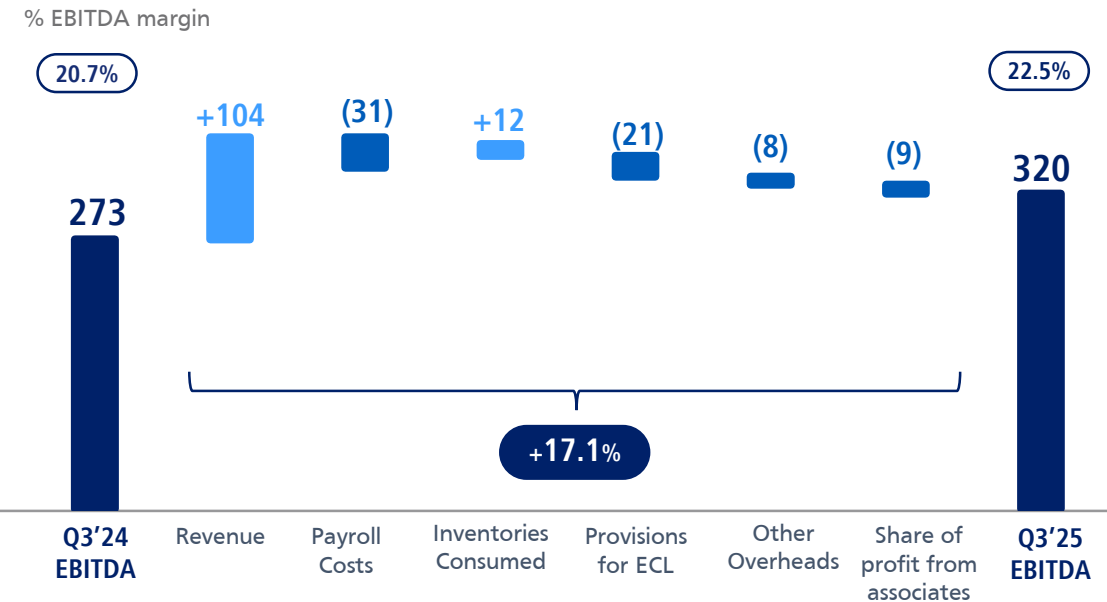
Delivering Profitable Growth Through Scale & Cost Discipline

Group OPEX Breakdown, % of Revenue



- **Doctors' and other employees' salaries** as a share of revenue decreased by 0.9 p.p. YoY in Q3'25, reflecting more efficient workforce planning, improved physician utilization, and sustained administrative cost optimization. While 9M'25 personnel expenses remained broadly stable, the onboarding of only 30 new doctors this year indicates that the Group is now well-invested in medical capacity, supporting ongoing margin improvement and operating efficiency.
- **Inventory** as a share of revenue decreased by 2.6 p.p. YoY in Q3'25 and by 0.8 p.p. in 9M'25, supported by stronger procurement discipline, optimized supplier terms, and a shift toward higher-value procedures that lowered consumable intensity.
- **ECL provisions** remained stable at 3.5% of revenue in Q3'25, consistent with H1'25 levels and aligned with global healthcare peers. With collections strengthening, provisioning is expected to remain stable around current levels.

Group EBITDA Analysis, AED m

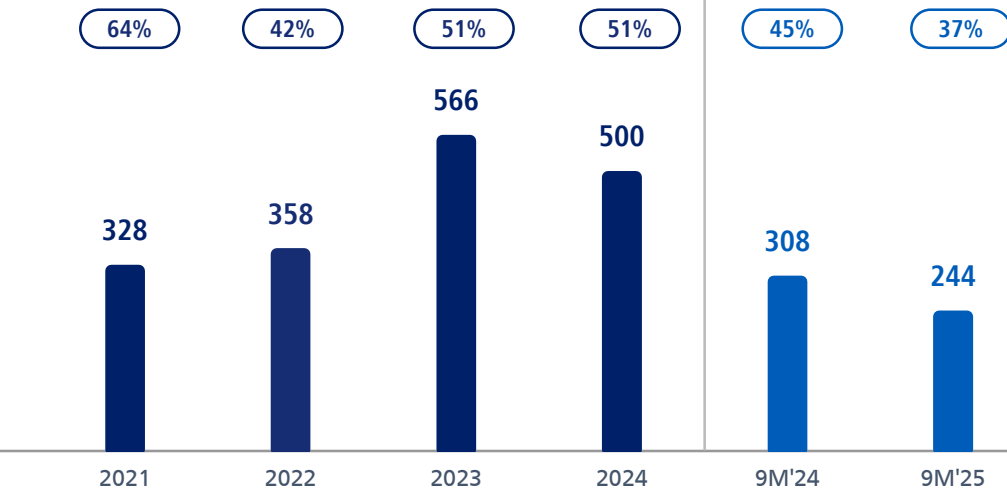


- **Other overhead expenses** continued to decline QoQ in Q3'25, standing 12.6% below the Q4'24 peak, confirming a sustainable cost-normalization trend. In 9M'25, overheads remained flat YoY as a share of revenue, reflecting efficiency gains and stronger cost discipline across the Group.
- **Q3'25 Group EBITDA** grew 17.1% YoY to AED 320 million, with margin expanding to 22.5% from 20.7% in Q3'24. **9M'25 EBITDA** increased 15.3% YoY to AED 807 million, driven by strong operational performance in Q2 and Q3 and the completion of asset ownership optimization earlier in the year.
- **9M'25 EBITDA** reflects AED 49 million in ramp-up losses from over 45 new physiotherapy, mental health, and day-surgery centers across the UAE and KSA. Now operational, these facilities are nearing break-even and supporting sustained profitability growth.

Robust Cash Flow Conversion & Net Profit Expansion

Cash Flow from Operating Activities, AED m

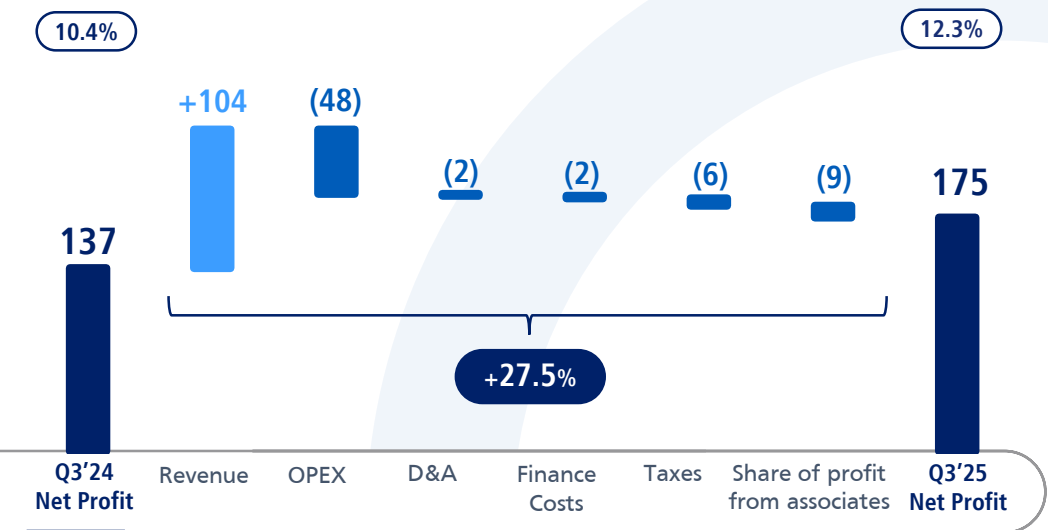
% FCF conversion²



AED m	2021	2022	2023	2024	9M'24	9M'25
EBITDA ¹	779	878	1,018	959	700	807
Change in NWC	(196)	(429)	(382)	(343)	(310)	(410)
Maintenance CAPEX	(86)	(83)	(113)	(127)	(77)	(102)
Free Cash Flow ²	497	366	523	489	313	295

Group Net Profit Analysis, AED m

% Net profit margin



- **Net profit** rose 27.5% in Q3'25, with the margin improving to 12.3% from 10.4%, driven by strong operating leverage and slower growth in non-operating expenses.
- **Operating cash flow** declined by AED 64 million to AED 244 million in 9M'25, mainly due to higher working capital outflows. **The change reflected a AED 143 million swing in payables**, as the Group accelerated supplier settlements to normalize payment cycles below 200 days and secure better terms.
- **Days payable outstanding** decreased to 213 from 244, while **days sales outstanding** increased slightly to 136 from 128.
- **Maintenance CAPEX** remained in line with guidance, while **growth CAPEX** totaled AED 474 million, covering strategic M&A transactions.

Notes: (1) Adjustments for one-offs apply only to FY 2024-2023 EBITDA and not to not quarterly data. These include Employee & BoD performance bonuses for FY'23 (paid in H1'24) and fair value movements on tradable investments, recorded in Dec'23 and divested in June'24. (2) FCF = EBITDA – 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.

Well-Capitalized Balance Sheet

Supporting Future Growth & Value Creation

AED m	FY 2023	FY 2024	9M'25
Bank balances and cash	170	238	150
Interest-bearing loans and borrowings	1,164	1,208	1,773
Bank overdrafts	–	–	–
Bank debt¹	1,164	1,208	1,773
Net debt	994	970	1,623
Lease liabilities ²	1,170	1,456	1,187
Net debt including lease liabilities³	2,164	2,426	2,810
Amounts due from / (to) related parties	(16)	(44)	(54)

KPIs:

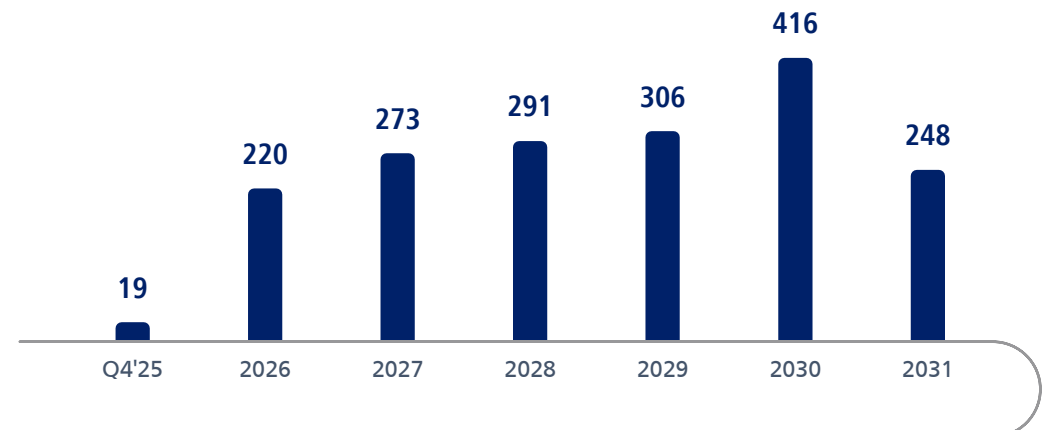
Net debt / pre-IFRS 16 LTM EBITDA⁴	1.1x	1.3x	1.9x
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Total Group equity	1,557	1,842	2,021
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Divided mainly into:

Share capital	521	521	521
Share premium	367	367	367
Retained earnings (incl. NCI)	663	948	1,127

Debt Maturity as of 30 September 2025



Commitment to Conservative Financial Policy

- **Net debt / pre-IFRS 16 LTM EBITDA ratio** as of 30 September 2025 stood at 1.9x, reflecting growth CAPEX tied to network expansion in the UAE and Saudi Arabia, and the AED 186 million acquisition of the Dubai hospital building — a strategic investment expected to enhance operating leverage over time.
- **No contingent off-balance-sheet** liabilities.
- **A planned Sukuk issuance**, subject to shareholder approval and market conditions, is earmarked for loan repayment and mid-term growth funding.
- **The Group's balance sheet remains well-capitalized** with total equity rising to AED 2,021 million as of 30 September 2025. This strong financial position provides resilience and flexibility to support future growth and value creation.

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.



Guidance

Leading Super-Specialty Healthcare Provider in MENA

Maintaining Growth Momentum While Building Future Margin Strength

FY 2025 (Updated)

Mid-term (2026-2028)



Expansion

- **UAE:** 1 Advanced Care Oncology Center, 3 Burjeel Medical Centers, 6 LLH Medical Centers & Clinics, 1 Tajmeel Medical Center, 1 Medeor Medical Center

- **UAE:** 1 Burjeel Hospital, 1 LLH Hospital, 4 Burjeel Day Surgery Centers, 2 Trust Fertility Clinics, 4 Burjeel Medical Centers
- **KSA:** 2 Burjeel Day Surgery Centers, 30 PhysioTherabia Centers



Revenue

- **Group revenue** expected to grow **~9% YoY**, despite temporary restrictions for certain insurance plans in Abu Dhabi¹
 - **BMC revenue** to grow in line with Group growth

- **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** expected to improve YoY to **over 19%**, reflecting operational momentum alongside strategic investments
 - **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 450m²** 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 2028** to drive UAE & KSA expansion and digital transformation



Leverage

- **Net leverage³** of **<2.5x** to be maintained
- **Net leverage³** of **1.3x** as of December 2024

- **Net leverage³** 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

(1) Temporary access restrictions for select insurance plans in Abu Dhabi were resolved effective November 1, 2025, following successful completion of policy updates.

(2) Excludes investments related to the Dubai Medeor hospital building acquisition (AED 186 million).

(3) Calculated using pre-IFRS 16 EBITDA as EBITDA less annual lease rental payments.



Q&A

Appendix

Group & Segment Financial Summary

Group Financial Summary

AED millions	Q3'25	Q3'24	9M'25	9M'24
Revenue	1,422	1,319	4,099	3,705
Inventories consumed	(312)	(323)	(985)	(920)
Doctors' and other employees' salaries	(590)	(559)	(1,789)	(1,609)
Provision for expected credit losses	(50)	(29)	(144)	(75)
Other general and admin expenses	(147)	(139)	(448)	(404)
Share of profit from associates	(4)	5	3	12
Other Income ¹	—	—	—	(10)
Change in financial assets carried at fair value through profit and loss	—	—	72	—
EBITDA	320	273	807	700
Finance costs	(37)	(35)	(121)	(104)
Depreciation & amortization	(89)	(88)	(284)	(258)
Provision for taxes	(19)	(13)	(40)	(31)
Net profit³	175	137	362	306

Segmental Financial Summary

AED millions	Q3'25	Q3'24	9M'25	9M'24
Revenue	1,422	1,319	4,099	3,705
Hospitals ²	1,247	1,192	3,618	3,340
Medical Centers ²	111	96	340	277
Pharmacies ²	13	16	46	47
Others ³	52	15	95	41
EBITDA	320	273	807	700
Hospitals	321	268	857	752
Medical Centers ⁴	11	18	29	58
Pharmacies	2	1	4	3
Others ⁵	(14)	(13)	(83)	(113)
Net profit	175	137	362	306
Hospitals	203	144	472	389
Medical Centers	0.4	10	(3)	32
Pharmacies	1	0.3	4	2
Others	(30)	(17)	(111)	(117)

Notes: Figures reflect reported EBITDA and net profit. (1) Includes AED 72 million gain from asset optimization following the Dubai Medeor Hospital building acquisition, completed in June 2025, reflecting lease liability derecognition. (2) 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. (3) 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. (4) Affected by the ramp-up of recently opened facilities in the UAE and KSA. (5) The Others segment includes head office and corporate expenses.

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November 2025

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