

# Investment Case

As the Kingdom of Saudi Arabia continues to develop and diversify, HMG is ideally positioned to remain at the forefront of the healthcare sector, pushing the boundaries of innovation and service to deliver world-class care across our market-leading network. As Saudi Arabia's foremost private healthcare group, we continue to pursue our strategic objectives, building capacity, enhancing capabilities and delivering strong growth that creates sustainable value for our shareholders and all our stakeholders in the Kingdom and beyond.

Continued growth for the Kingdom's leading healthcare group

## Attractive Industry Fundamentals



Well positioned to benefit from attractive market dynamics:

- Evolving demographics with greater numbers of elderly and associated medical issues
- Government spending level
- Underdeveloped healthcare sector compared to global benchmarks
- Technological advancements and demand for quality healthcare
- Strong historical growth and insurance coverage expansion
- Rising demand for quality healthcare facilities

## Solid Performance with Long-term Growth Potential



Ideally positioned to leverage growth opportunities for sustainable long-term value:

- Solid financial position and solvency with diverse business units
- Attractive dividend payout ratio
- Ambitious targets supported by risk-based strategies
- Ambitious expansion plan underpinned by land bank
- Strong partnerships with government and stakeholders

## Adaptable Operating Model



At the forefront of cutting-edge medical technology and agile in the changing healthcare landscape:

- Intellectual property of award-winning systems and applications for enhanced patient experience
- Rollout of digital healthcare solutions
- Tele-medicine and field medicine solutions to promote quality of care
- Managing medical facilities for third parties
- Driving excellence through value engineering

## Market Leader in Medical Excellence



Leading brand for consumers in medical excellence:

- State-of-the-art medical facilities at prime locations
- Continued focus on patient safety
- Globally recognized clinical competency
- Specialized centers of excellence
- Effective continuum of care
- Continuous investment in medical education
- Research center and peer-reviewed medical journal
- Certified fellowship programs in various medical specialties

## Experienced Leadership Team with Proven Track Record



Demonstrated history of delivering results in challenging environment:

- Engaged human capital with valuable expertise to transform healthcare
- Diverse industry experience – medical, financial, operational and commercial
- Committed to sustainable value creation

