



**CLEOPATRA HOSPITALS**  
GROUP



# Transforming Healthcare in Egypt

## Investor Presentation 3Q 2023



# Disclaimer



This presentation contains forward-looking statements, including, but not limited to, statements concerning expectations, projections, objectives, targets, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, plans or goals relating to financial position and future operations and development. Although Cleopatra Hospitals Group believes that the expectations and opinions reflected in such forward looking statements are reasonable, no assurance can be given that such expectations and opinions will prove to have been correct. By their nature, these forward-looking statements are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, certain of which are beyond our control, include, among other things: business integration risk; compliance risk; recruitment and retention of skilled medical practitioners risk; clinical risk; concentration of revenue; currency and macroeconomic; information technology and operational risk; regional tensions and political risk; and other key factors that we have indicated could adversely affect our business and financial performance, which are contained elsewhere in this document and in our past and future filings and reports. No part of these results constitutes, or shall be taken to constitute, an invitation or inducement to invest in Cleopatra Hospital Group or any other entity and must not be relied upon in any way in connection with any investment decision. Cleopatra Hospital Group undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required. Nothing in this document should be construed as a profit forecast



# Our Mission & Values



- **A Patient-First Approach to Healthcare**
  - Delivering Leading Quality Services
  - Ensuring Safety of all Stakeholders
  - Growing Beds Supply & Expanding Their Distribution
  - Improving Quality of Lives Everyday

## Our Mission



- **Sustainable Growth & Cross-Asset Collaboration**
  - Positive Impact to all Stakeholders
  - Transformation of Healthcare Services Provision
  - Fostering Overall Market Growth
- **Distinctive Workplace**
  - Empowering Our Team
  - Consistent Investing in Training & Technology
  - Preferred healthcare employer

## Our Vision



- **Innovation & Investment**
  - Fueling technology & infrastructure
  - Regulatory & accreditor bodies alignment
  - Future-Proofing healthcare sector growth
- **Synergy & Quality Focus**
  - Amplifying stakeholder gains
  - Elevating & standardizing service quality & safety
  - Integration leveraging scale, access, & cost synergies

## Our Approach



EXCELLENCE

التميز



PROACTIVE OWNERSHIP

المبادرة والمسؤولية



INNOVATION

الابتكار



CARE

الرعاية



COLLABORATION

التعاون



# CHG Financial Highlights



CHG continued its steep growth trajectory in both the third quarter and the first nine months of 2023, achieving record-breaking top-line performances. CHG's consolidated revenues reached an all-time high of EGP 948 million in 3Q23, totaling EGP 2,532 million in 9M23, reflecting growth of 43% compared to the same quarter in 2022 and 33% growth in 9M23 versus 9M22.

CHG's robust performance is attributed to its ongoing investment in its organic business, which enabled the Group to effectively capture patients' complete treatment journeys. This focus on comprehensive care has resulted in a 35% growth in the Group's Core Business in 9M23. The Group's volumes also reflect this strong growth momentum, with 11% increase in cases served in 3Q23, bringing the total growth to 9% in 9M23. This growth is primarily driven by substantial year-over-year increases in Outpatient, Inpatient, and Surgical Procedure volumes, with each showing strong growth rates of 17%, 9%, and 6%, respectively in 3Q23, and 14%, 10%, and 6% respectively in 9M23.



EGP **2,532** mn  
Consolidated revenues in 9M23  
**+33% y-o-y**



EGP **843** mn  
Gross Profit in 9M23  
**+33% y-o-y; 33% Margin**



EGP **678** mn  
Adjusted EBITDA<sup>2</sup> in 9M23  
**+32% y-o-y; 27% Margin**



EGP **463** mn  
EBIT in 9M23  
**+41% y-o-y; 18% Margin**



EGP **345** mn  
Net Profit in 9M23  
**+29% y-o-y; 14% Margin**



**856,406**  
Cases served<sup>3</sup> in 1H23  
**+9% y-o-y**



EGP **0.24**  
Earnings per Share in 9M23  
**+29% y-o-y**



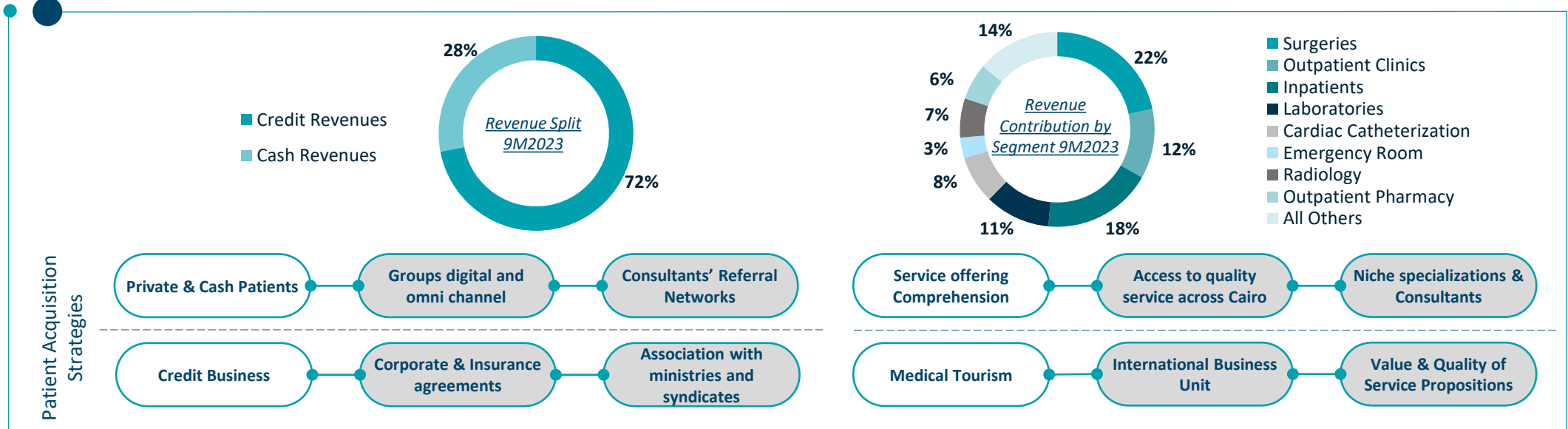
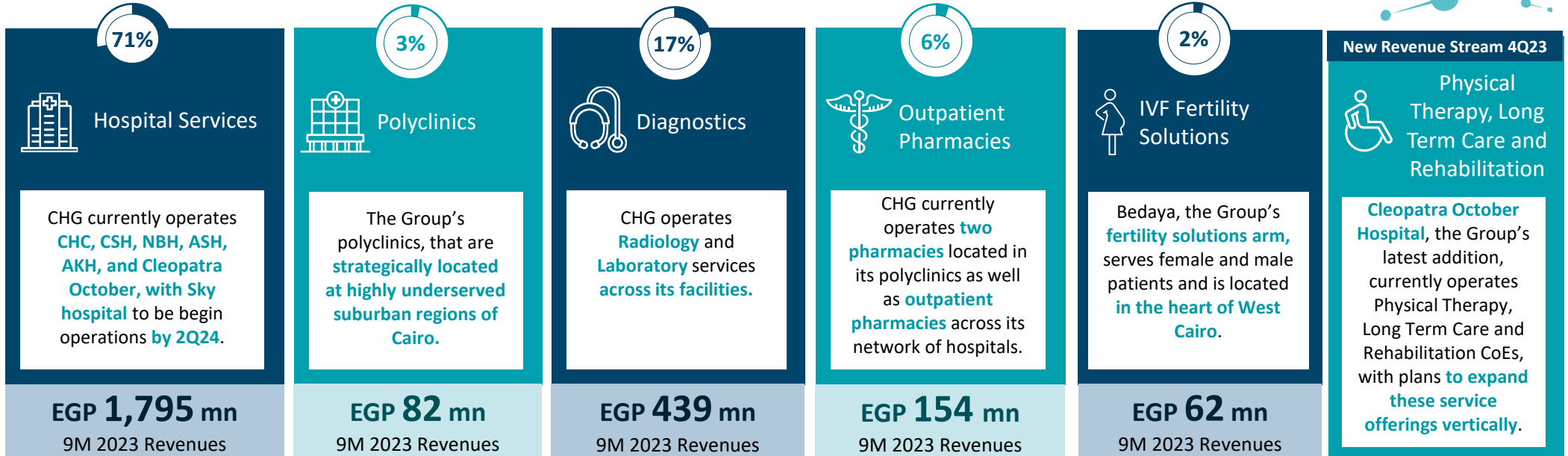
EGP **2** bn  
Cumulative Medical Infrastructure  
Investment – FY18 to date

<sup>1</sup>The breakdown of COVID-19-related revenues between direct and indirect is based on internal calculations carried out by management to better assess the performance of individual services

<sup>2</sup>Adjusted EBITDA: Earnings before Interest, Tax, Depreciation and Amortization adjusted for provisions, impairments, LTIP, acquisitions expenses, pre-operating expenses and excluding contributions from other income.

<sup>3</sup>Cases served includes number of in-patients, outpatient visits and ER visits.

# CHG: A Diversified Healthcare Services Provider



# Record Performance Driven by Core Business Growth



## 9M23 Financial Performance Highlights

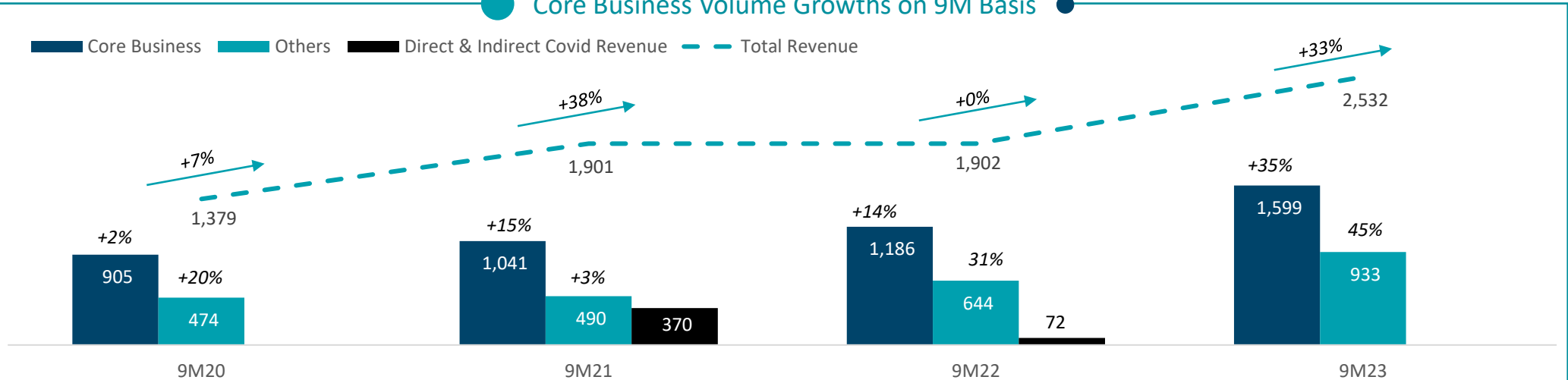
All CHG hospitals witnessed exceptional year-on-year growth in patient volumes and optimized case mixes. On a Group level and excluding interest income and expense from the Group's P&L, normalized net income for 9M23 stood at EGP 359mn, with one percentage point margin expansion to 14% versus 13% in 9M22.



## 3Q23 Financial Performance Highlights

CHG reported their highest profitability margins in 3Q23 in comparison to the previous quarters in 2023, on Gross Profit, EBIT, EBITDA, and Net Profit margins levels. Focus on efficiency and profitability were key drivers to this performance, supported by a growing and refined patient base mix coupled with cost management, and strategic pricing.

## Core Business Volume Growths on 9M Basis



\*Core Business includes revenue generated from: Surgical, Inpatients, Paid Outpatients, Emergency Patients, & Cath Lab.  
\*Others includes revenue generated from: Lab & Rad, Outpatient Pharma, and Other non-core revenue such as rental income.



# Leading Healthcare Services Platform in Egypt



CHG was a pioneering force in Egypt's private healthcare sector, recognizing its potential early on. The Group introduced an innovative 360-degree integrated management system, ***focused on delivering quality patient care and safety outcomes***. This holistic approach positions CHG as the preferred healthcare provider for both commercial and private patients in Egypt.

## Capital Resources

- Only Healthcare Group of Facilities that is publicly listed on EGX
- Institutional Backing & Strategic Partnerships



- Solid capital structure base, with Debt/Adj. EBITDA of 47% as of FY22
- Consolidated operating cashflow CAGR of c.40% since listing to FY22



- Key partner in the Egypt's 2030 Universal Healthcare Initiative
- Institutional dominated shareholding structure

## Innovation

- State of the art equipment & infrastructure
- Centers of Excellence that capture entire treatment journeys & focused on delivering quality patient care and safety of outcomes



- Growing roster of fully integrated Centers of Excellence (CoEs) across high demand specializations



- CHG introduced the first robotic surgical unit, branded as RoboSurge, in a private hospital group in Egypt.

## Economies of Scale

- Largest patient base at a private healthcare provider, with a growing network across Greater Cairo
- Market bargaining power



- Group serves over 1mn cases and conducts over 35k surgical procedures on an annual basis



- CHG is the largest private sector medical procurer of volumes across the sector's suppliers.

## Integration

- Integrated Group of facilities that enable cross asset functionality
- Strong ability for synergy and efficiency extractions as the Group grows



- CHG is the only fully integrated group of facilities in Egypt by virtue of its developed HIS/ERP system, Clinysis.



- Integrated supply chain enabling profitability margin expansions; CHG avoided c.EGP 70mn in costs YTD

## Robust Business Model

- Inorganic Growth: Synergistic Bolt-on acquisitions & Asset Light models
- Organic Growth: Consistent service offering expansions capturing entire treatment cycles



- CHG manages 772 beds on the back of strategic M&A activity since FY14 to FY19, and c.300 beds anticipated by FY25 via management contracts



- Capacity optimization across the Group's facilities coupled with ramping up CoEs that feed CHG with a growing & refined patient base

## Leadership & Governance

- Institutionalized healthcare provider with a distinguished Board of Directors
- Experienced centralized management team that fosters sustainable growth



- A centralized recruitment team overseeing all CHG's employment activities & allocating personnel effectively across the Group



- Scheduled development programs across all functions of medical and non-medical practices



# CHG's Broad Network Across Greater Cairo



Leveraging a growing footprint, CHG continues to penetrate new segments of the population and provide high quality care to underserved regions across Greater Cairo

**772** Beds

+300 beds to be introduced by FY24

**10** Facilities

Spread across Greater Cairo

**+1** Million

Cases Served\* annually

**+35** Thousand

Surgical Procedures annually



-  **CLEOPATRA HOSPITAL**  
CLEOPATRA HOSPITALS GROUP  
(100% ownership)
-  **CAIRO SPECIALISED HOSPITAL**  
CLEOPATRA HOSPITALS GROUP  
(57% ownership)
-  **NILE BADRAWI HOSPITAL**  
CLEOPATRA HOSPITALS GROUP  
(99.9% ownership)
-  **AL SHOROUK HOSPITAL**  
CLEOPATRA HOSPITALS GROUP  
(100% ownership)
-  **ELKATIB HOSPITAL**  
CLEOPATRA HOSPITALS GROUP  
(100% ownership)
-  **CLEOPATRA OCTOBER**  
CLEOPATRA HOSPITALS GROUP  
(Leasehold Agreement)
-  **SKY HOSPITAL**  
CLEOPATRA HOSPITALS GROUP  
(Leasehold Agreement)
-  **CLEOPATRA CLINICS**  
AL SHEIKH ZAYED  
(100% ownership)
-  **CLEOPATRA CLINICS**  
NEW CAIRO  
(100% ownership)
-    
(60% ownership)

\*Cases served includes number of inpatients as well as paid Outpatient and Emergency Consultations

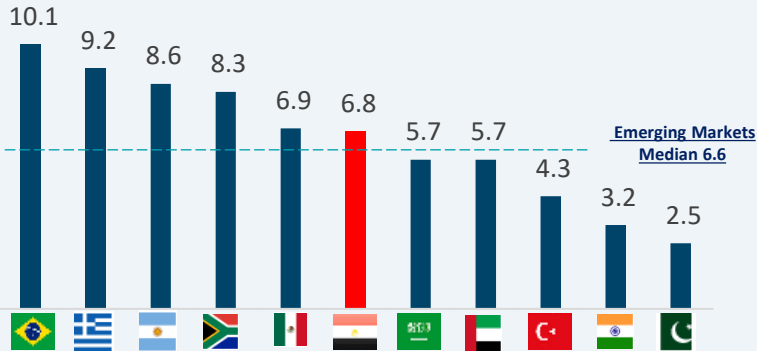




# Large, Attractive, and Resilient Growth Market

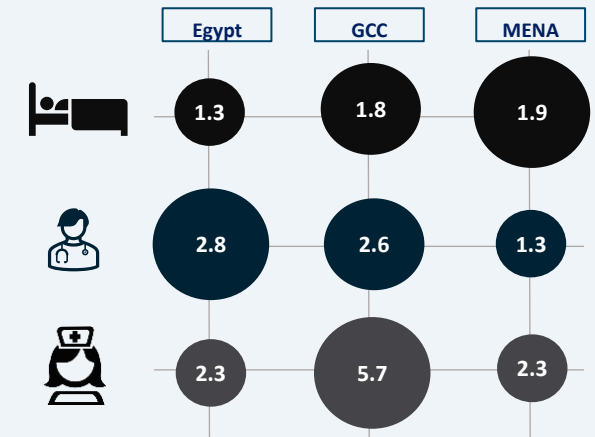


Egypt's health spending has increased at a greater pace over the past decade and is now above global and EM median as of 2022

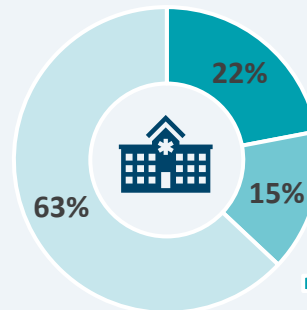


- Doctor/1,000 population ratio for Egypt is better than both MENA and GCC averages and for nurses it is at par with the MENA ratio.
- Beds/1,000 population in Egypt significantly lags MENA and GCC countries requiring significant investment to catch up with regional benchmarks
- Investments in healthcare infrastructure with an aim for comprehensive and technology driven healthcare provision will be key for Egypt's healthcare sector development the coming years

Beds, Doctors, & Nurses Ratios per 1,000 population regionally



- Egypt is currently witnessing high private insurance and direct healthcare coverage contracts penetration, on the back of a growing middle class population that demands quality private healthcare services.
- Egypt's private healthcare sector offers lucrative opportunities on with the increase in population being a key driver. Egypt requires approximately 38,000 new beds (based on Egypt's ratio 1.3 beds/1,000 population) with an estimated investment of USD 8-13 billion to fill in the growing demand gap.

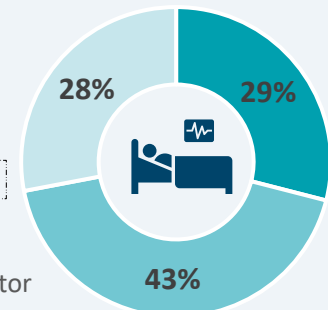


Composition of Hospitals & Bed Supply by Sector in Egypt

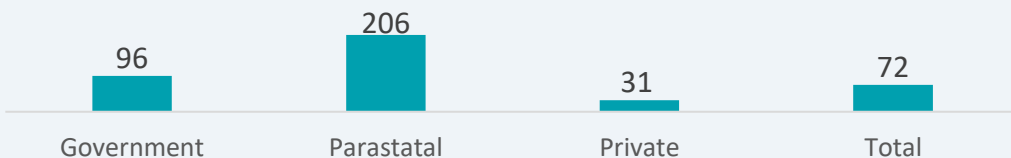
Total Hospitals – 1,782

Total Hospital Beds – 128,344

■ Government Sector ■ Parastatal Sector ■ Private Sector



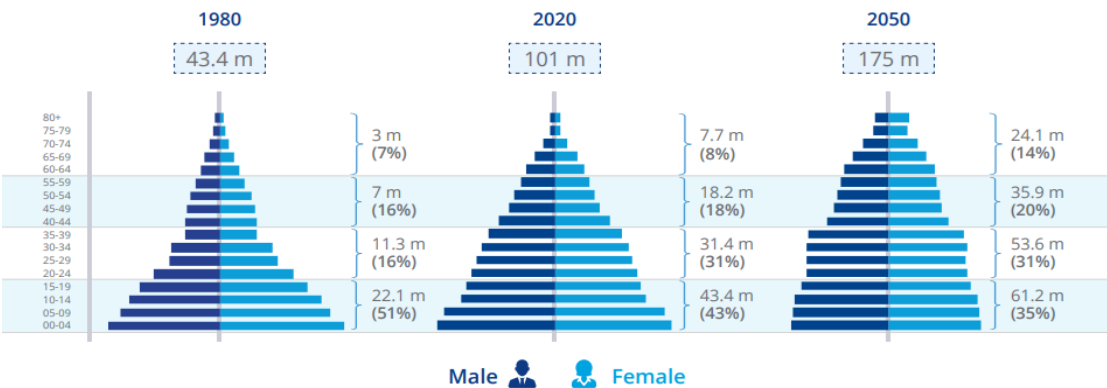
Average size of hospital by sector (in beds)



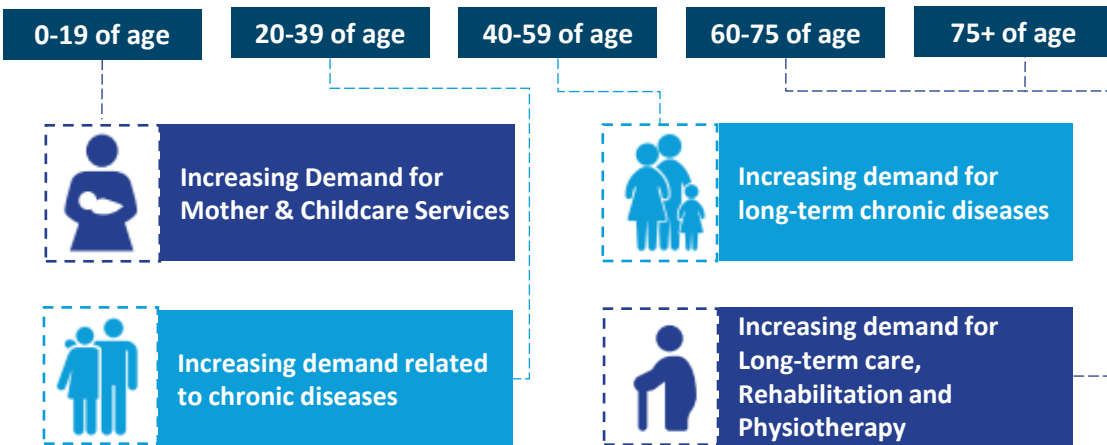
- During 2011–2019, number of beds in government sector (including parastatal sector) decreased at a negative CAGR of 0.8%, while private sector witnessed growth at the rate of 3.7% in number of hospital beds, reflecting increasing demand for private inpatient services .
- The growth of the healthcare sector in Egypt will be dependent upon embracing, developing and adopting new technologies and innovations within the private sector, with a focus on sizeable data driven, patient centric, and result oriented healthcare providers.

# Growing Population & Prevalence of Lifestyle Diseases

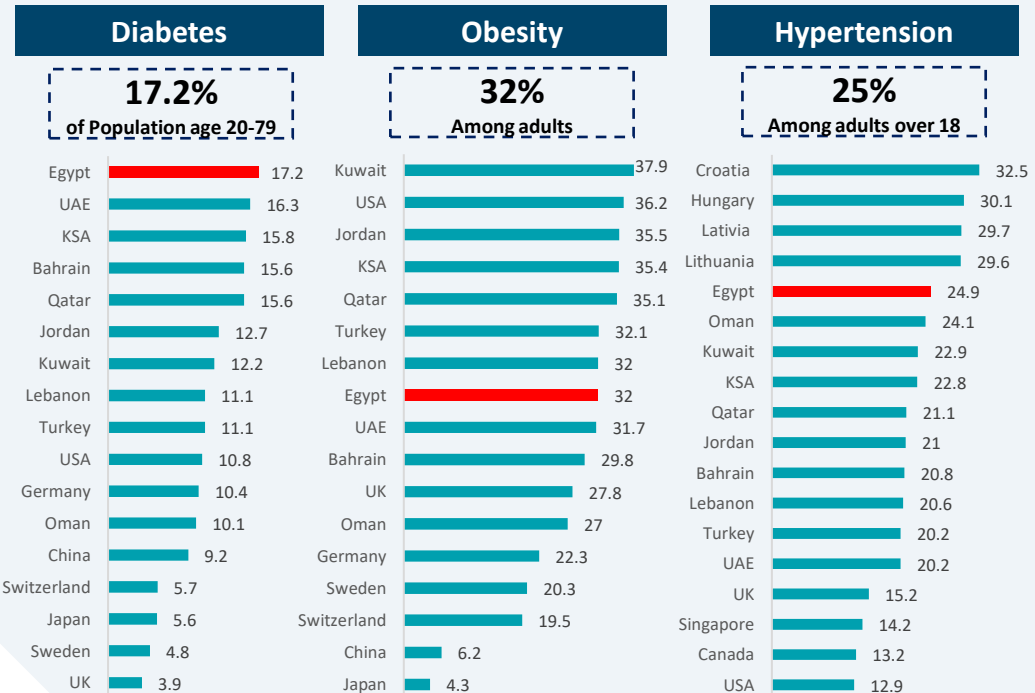
**Egypt's Population and Age Profile Composition Forecast**



- The current population of Egypt stands at 105 mn (as of 2023) rising from 80 mn in 2010, a CAGR of over 2% for this period. Projections forecast Egypt's population to reach 130 mn by 2030 and 175 mn by 2050.
- Currently, 74% (c.75mn) of the population is under the age of 40 years and this is expected to increase to 86 million by 2030 and 115 million by 2050. 8% of the population is over the age of 60 years, which is expected to increase to 18 mn by 2030 and 24mn by 2050.
- The rate of Lifestyle diseases in Egypt has been growing exponentially. Diabetes, Obesity, and Hypertension related diseases have been on the rise amongst Egypt's adult population, indicating the need for Centers of Excellence that tackle this prevalence. Noticeably, these centers have been growing in numbers across the region on the back of this dominant trend.



- The top six diseases which comprise over 66% of total outpatients in public and private hospitals in Egypt are; Pediatrics, Orthopedic Surgery, General Surgery, Dermatology and ENT.
- In the private sector, Internal Medicine, Pediatrics, OBG, ENT and Orthopedic Surgery comprise 48% of the total outpatient visits. This indicates that the demand for these specialties in Egypt is high and growing at a steep trajectory.



# A High-Level Perspective on the Key Pillars That Make Up CHG's Definition of Centers of Excellence



## Defining Centers of Excellence



A high level perspective on the key pillars that make up CHG's definition of centers of excellence

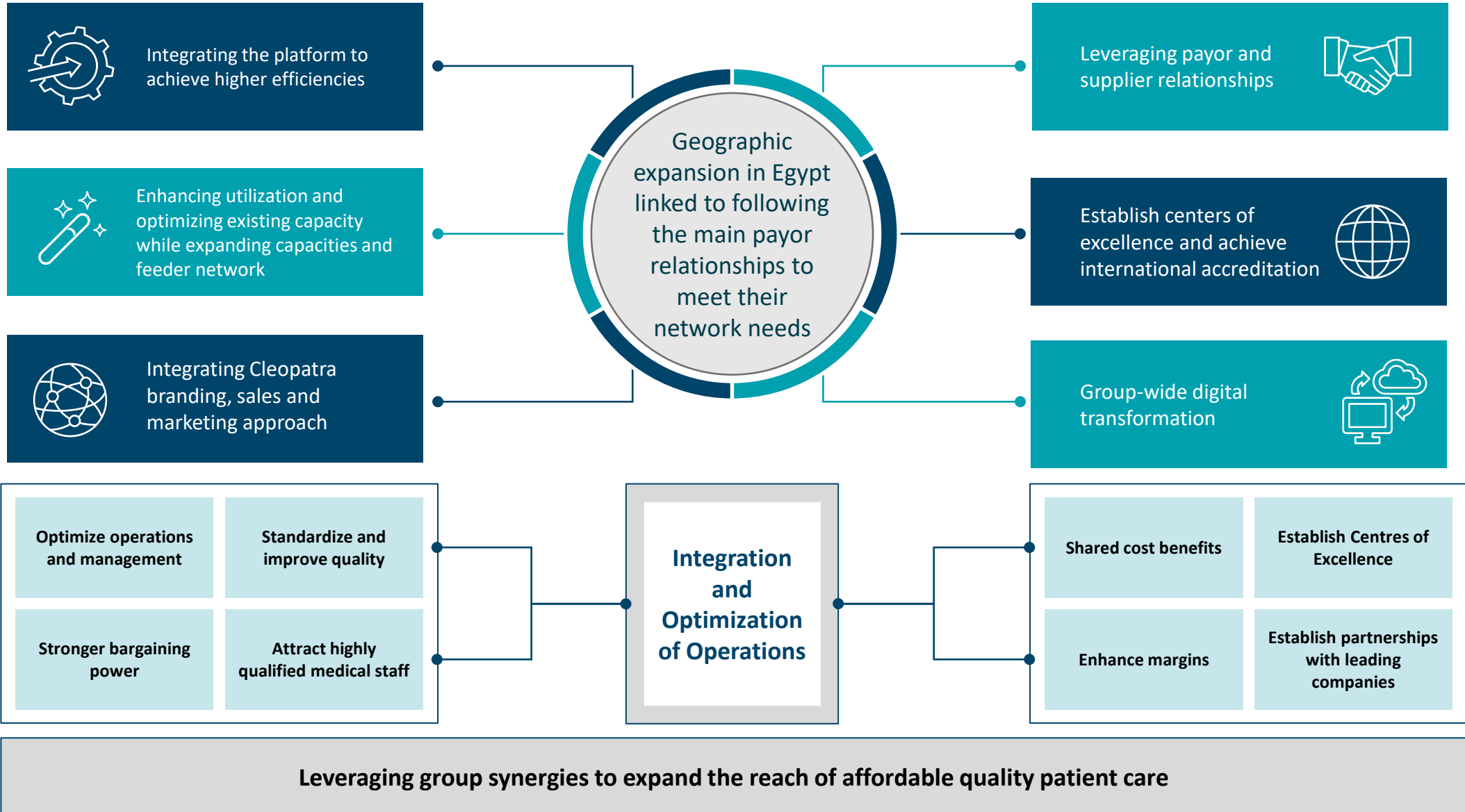
## Select Examples of CHG's Centers of Excellence



Mapping of a select set of CHG's current centers of excellence and intergroup specialization settings



# Defined Core Growth Strategy



# CHG's Network Expansion into Underserved Regions

In line with CHG's strategy to meet growing demand for quality healthcare services that stems from underserved regions, the Group has **two key facilities** in East and West Cairo that **will introduce c.340 new beds to the market over the next 2 years.**

## East Cairo's Brownfield Project – Sky Hospital

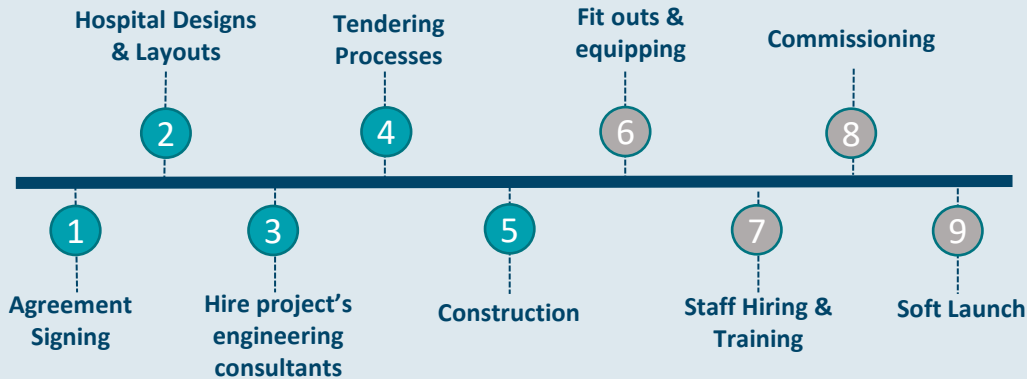


**SKY HOSPITAL**  
CLEOPATRA HOSPITALS GROUP



### Project Specifics

- Brownfield project
- 27-year management agreement
- Revenue share agreement
- To be soft launched by 1Q24
- Full operations by 4Q24
- Bed Capacity: c.240 Beds



## West Cairo's Flagship Facility – Cleopatra October Hospital



**CLEOPATRA OCTOBER**  
CLEOPATRA HOSPITALS GROUP



### Project Specifics

- 18-year usufruct agreement
- Annual rental agreement
- Transformed into tertiary hospital as of 4Q23
- In Ramp Up phase
- Bed Capacity: c.40 Beds to become c.100 by 4Q24

	Short term	Medium term
Physiotherapy & Rehabilitation	Enhance existing capabilities & introduce referrals from CHG's other facilities	Establish Partnerships and COE complimentary framework
Operating Rooms & Inpatient services	Inaugurate hospital's operating theatres in addition to 40 inpatient beds	Introduce 60 additional inpatient beds as well as grow the hospital's surgical capabilities
Centers of Excellence	Focus on Orthopedic and Neurology	Introduce Cardiology CoE complemented with cathlabs
Outpatient Clinics & ER	Roll out the hospital's first phase of outpatient clinics complementing West Polyclinic	Brand and position the hospital as a fully loaded tertiary care hospital
Diagnostics	Enhance Lab capabilities on the back of medical CAPEX investments	Inaugurate full fledged radiology & lab services supported by latest technologies



**3Q 2023  
in Review**



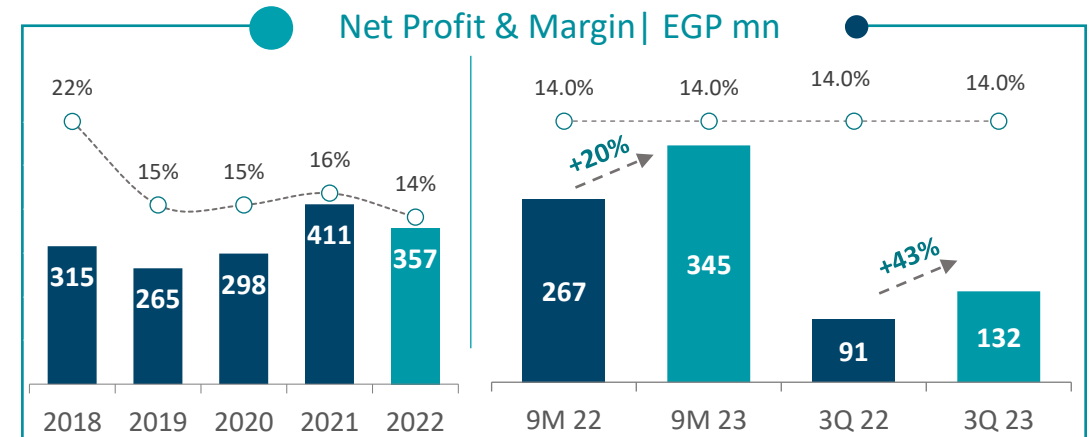
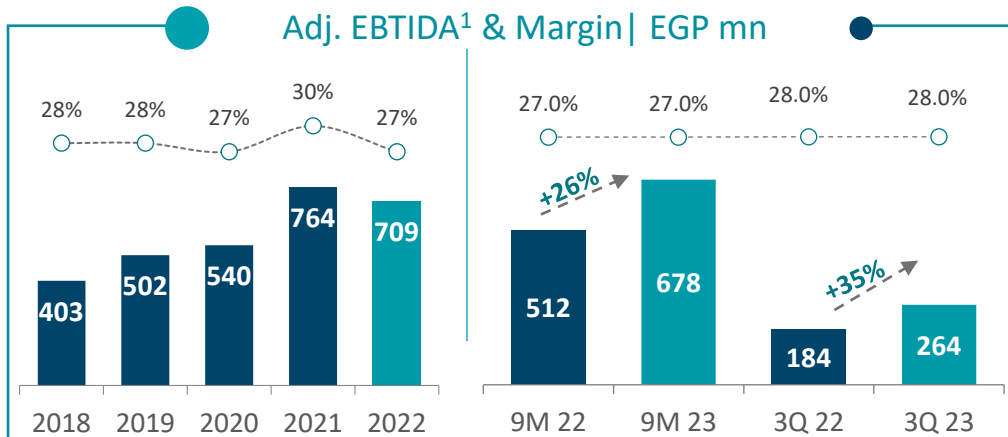
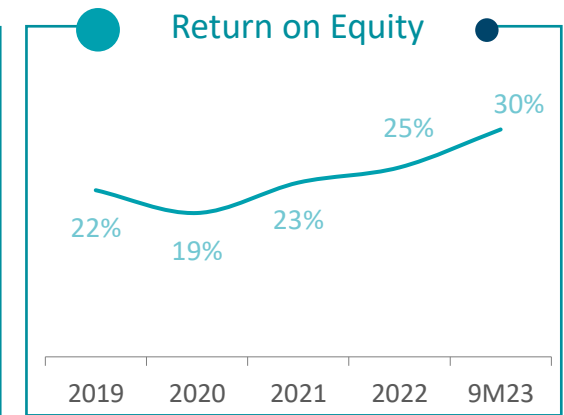
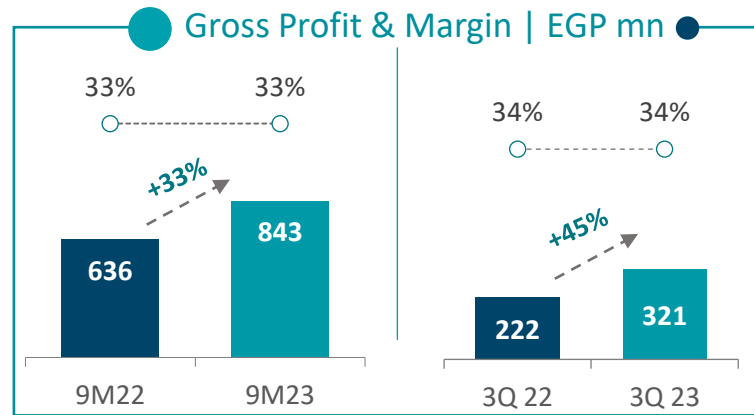
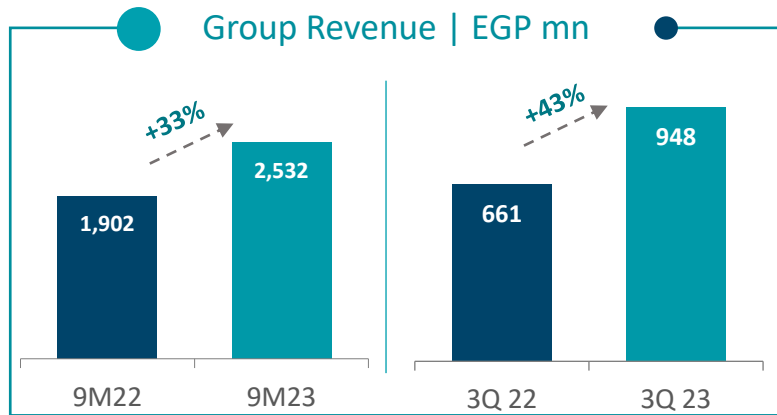
December November October September August July June May April March February January

# 3Q23 Financial Performance Overview



CHG continued its **steep growth trajectory** in both the third quarter and the first nine months of 2023, achieving **record-breaking top-line performances**. The Group's consolidated revenues reached an **all-time high of EGP 948 million in 3Q23, totaling EGP 2,532 million during the first nine months** of the year. This represents a significant increase of **43% compared to the same quarter in 2022 and 33% growth in 9M23 versus 9M22**.

CHG's robust performance is attributed to its **ongoing investment in its organic business**, which has enabled the Group to **effectively capture patients' entire treatment journeys**. This focus on comprehensive care has resulted in a **35% growth in the Group's Core Business in 9M23**. The Group's volumes also reflect this strong growth momentum, with a **notable 11% increase in cases served in 3Q23, bringing the total growth to 9% in 9M23**.

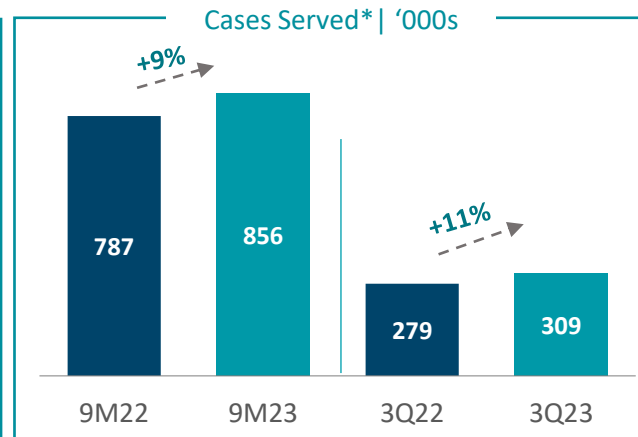
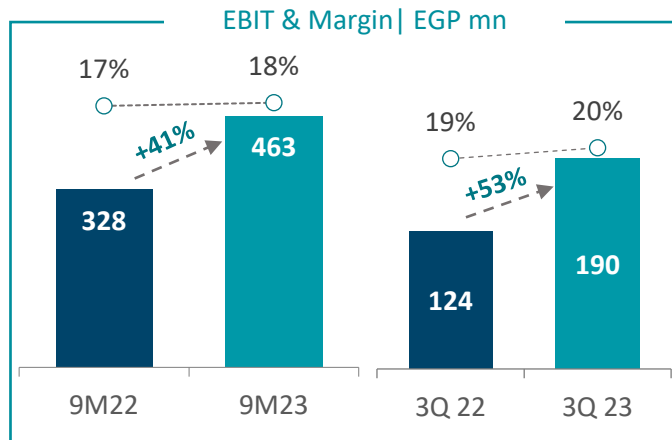
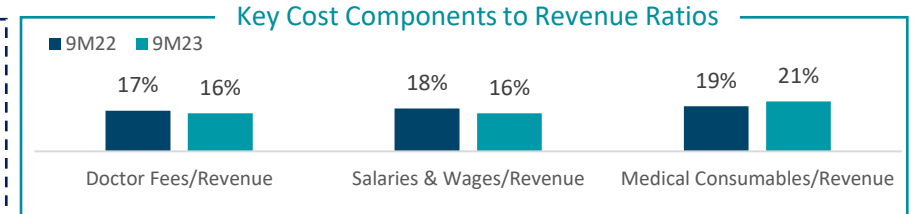


<sup>1</sup> Adjusted EBITDA: Earnings before Interest, Tax, Depreciation and Amortization adjusted for provisions, impairments, LTIP, acquisitions expenses, pre-operating expenses and excluding contributions from other income.

# Efficiency Strategies Lead to Optimized Profitability

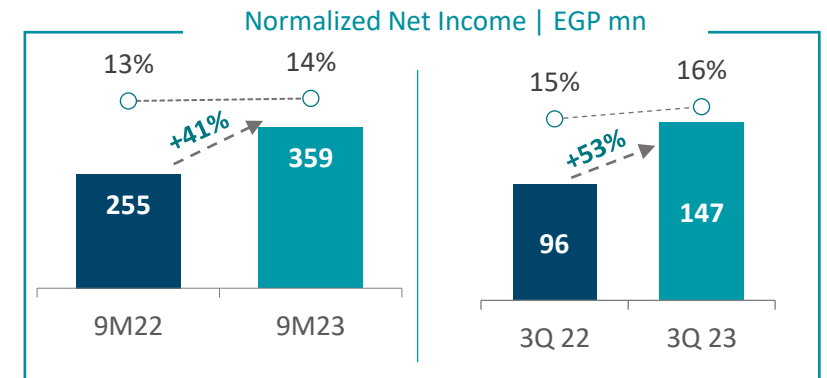


CHG demonstrated sustainable productivity as management's multi-faceted optimization strategy continues to mature, management realized efficiency in the Group's Wages & Salaries component of its cost structure. The Group recorded 35% growth in Group's core business revenue throughout 9M23 while achieving efficiencies on both fronts.



Profitability and margins remain preserved, management has effectively balanced the growth of its core business with the profitability of COVID-related services in comparable periods. This was made possible by shielding CHG's margins from inflation and supply chain pressures. Gross profit and EBITDA margins remained stable on both a quarterly and 9-month basis, with one-point expansion in EBIT margins. Operational efficiencies, cost management, and strategic price increases since January 2023 contribute to this stability.

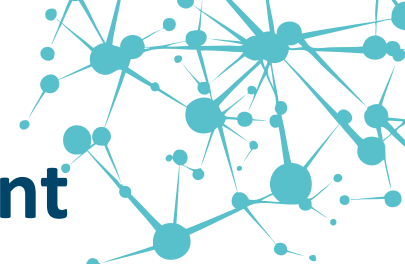
The Group's income statement saw a substantial 76% increase in interest expenses in 9M23 due to ongoing interest rate hikes and the Group's recent capital structure optimization efforts, normalizing net income to exclude the impact of interest on both periods' income statements reveals a strong and growing underlying performance. After normalizing the impact of interest expenses, CHG's normalized net income stood at EGP 359mn, representing a robust 41% growth compared to the same period in 2022. This strong performance is further underscored by a one percentage point improvement in the normalized net profit margin on a quarterly and 9-month basis.



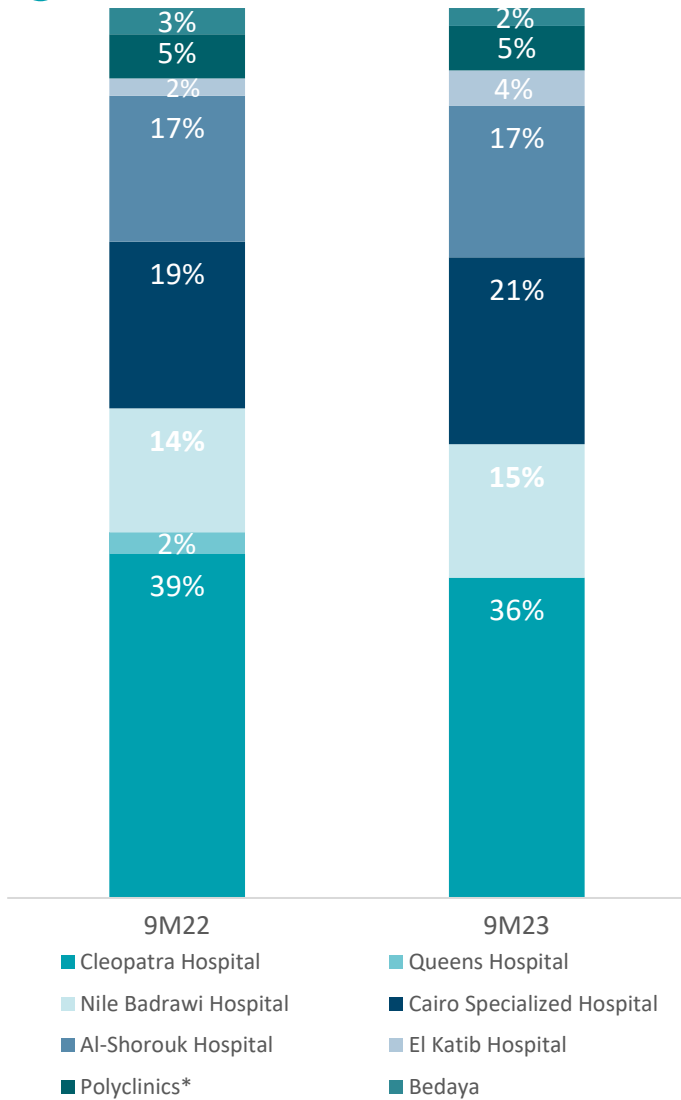
\*Cases served includes number of inpatients, paid outpatient visits and ER visits



# Group Revenue Contribution by Hospital & Segment



Revenue Contribution by Hospital



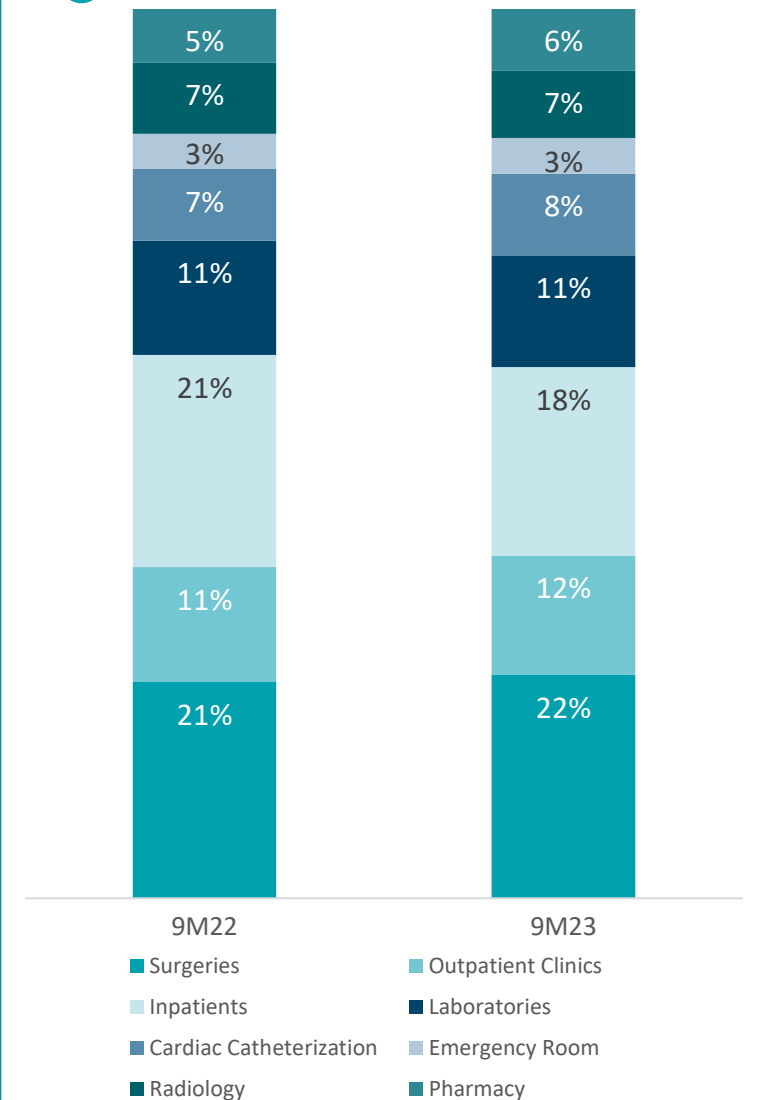
All CHG hospitals witnessed exceptional year-on-year growth in patient volumes and optimized case mixes.

Cairo Specialized (CSH), Nile Badrawi (NBH), and Al Sherouk (ASH) hospitals each reported **top-line growth rates of over c.30 for the first nine months of 2023**, setting **new all-time performance benchmarks**.

CSH emerged as a frontrunner, achieving **double-digit growth across all key volumes**, delivering the **highest top-line growth rate** among the Group's facilities leading to an **additional 2 percentage points expansion in its EBITDA margin in 9M23**.

Overall, CHG is **highly streamlined and technologically advanced**, with a focus on **expanding its service offerings and enhancing its overall capacities** to accommodate more **refined case mixes across its facilities in a one stop shop operating model**. CHG also emphasizes the **strength and effectiveness of its referral network, which spans across Egypt and continues to grow consistently**.

Revenue Contribution by Hospital



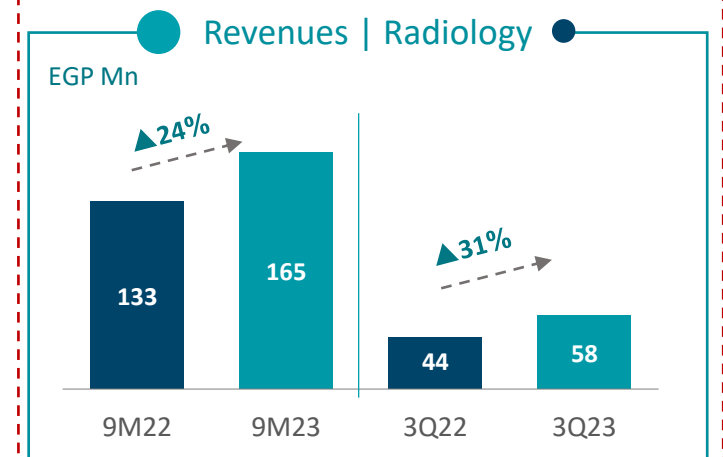
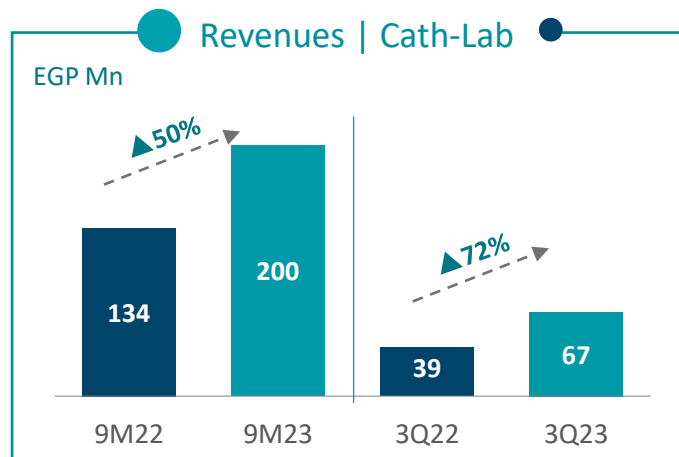
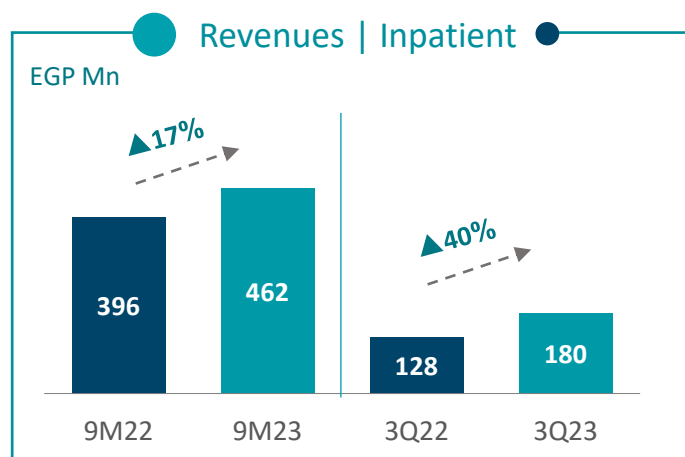
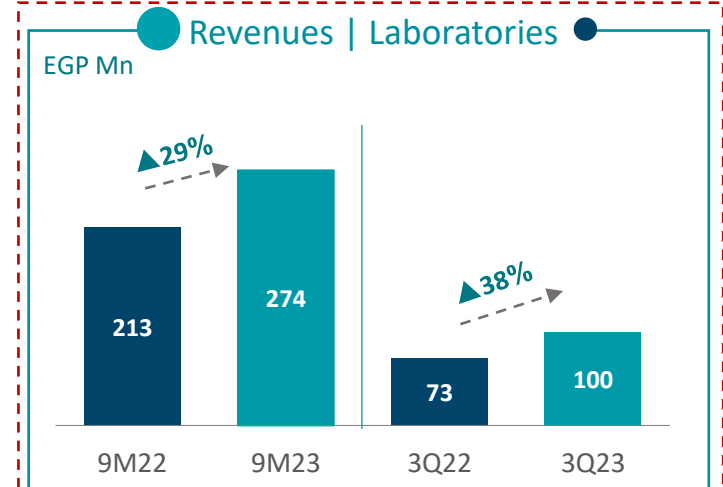
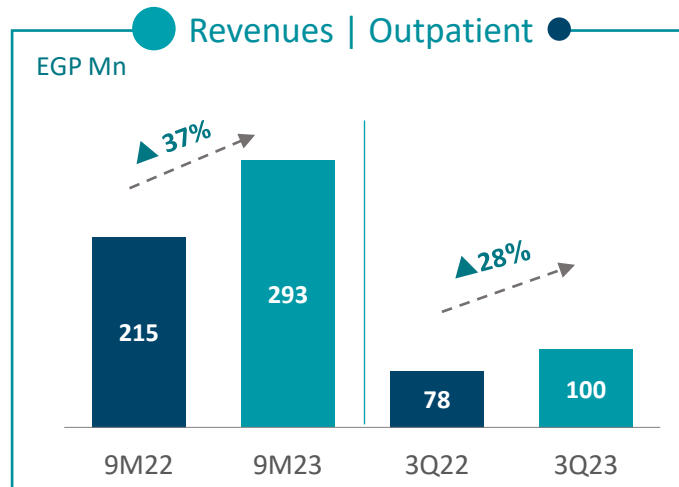
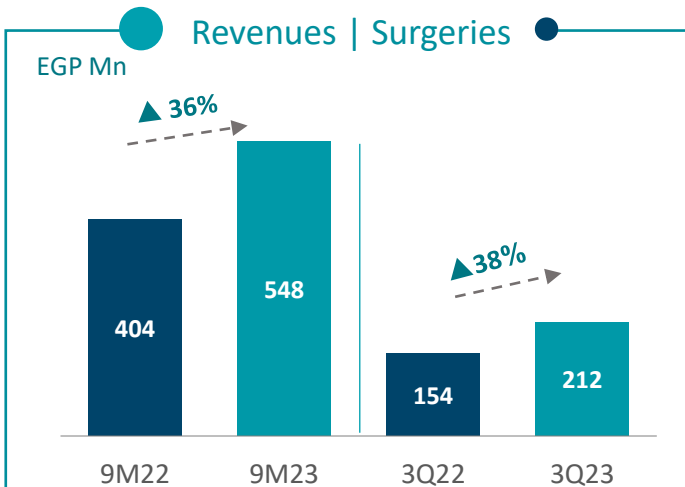
\*Polyclinics revenues include revenues from the Group's East and West Cairo Polyclinics as well as CHG Pharma.



# Key Revenue Drivers



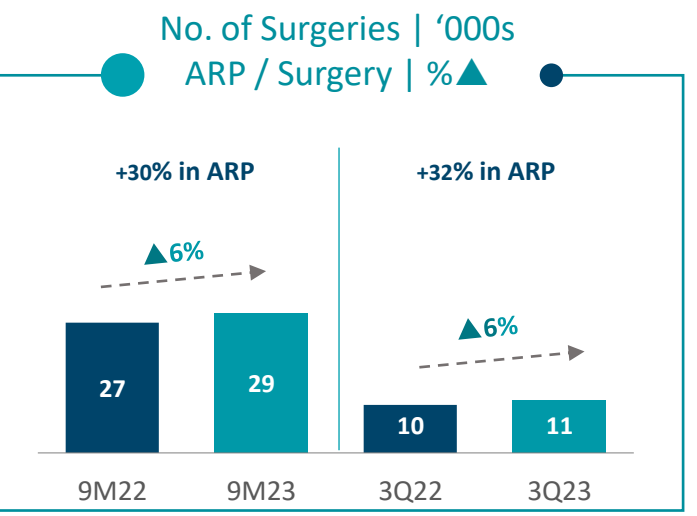
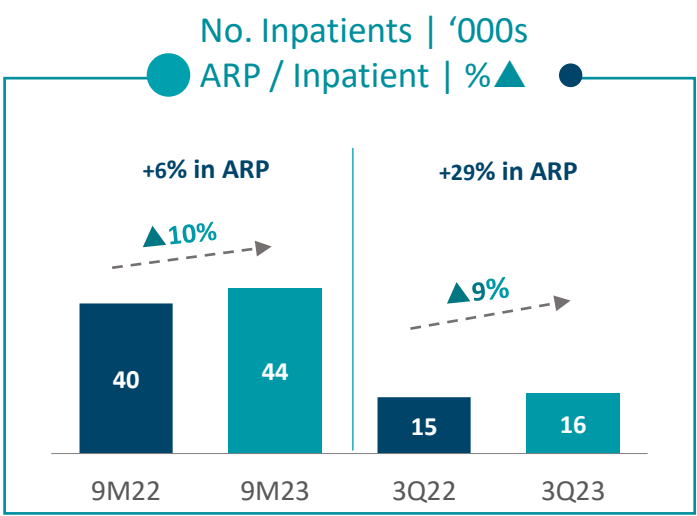
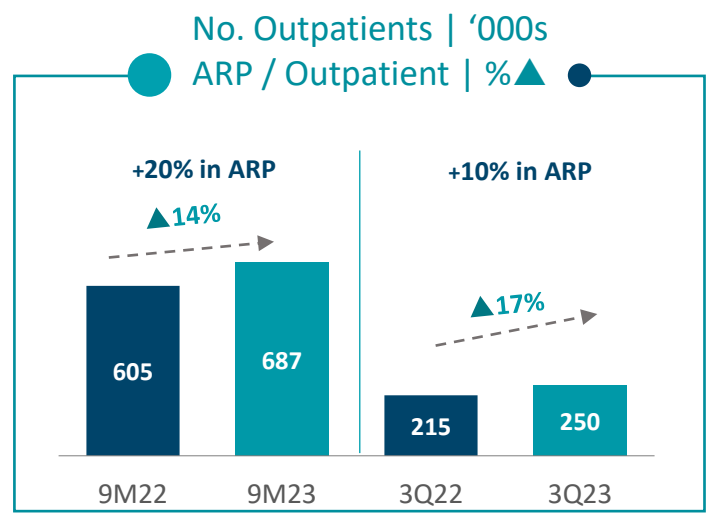
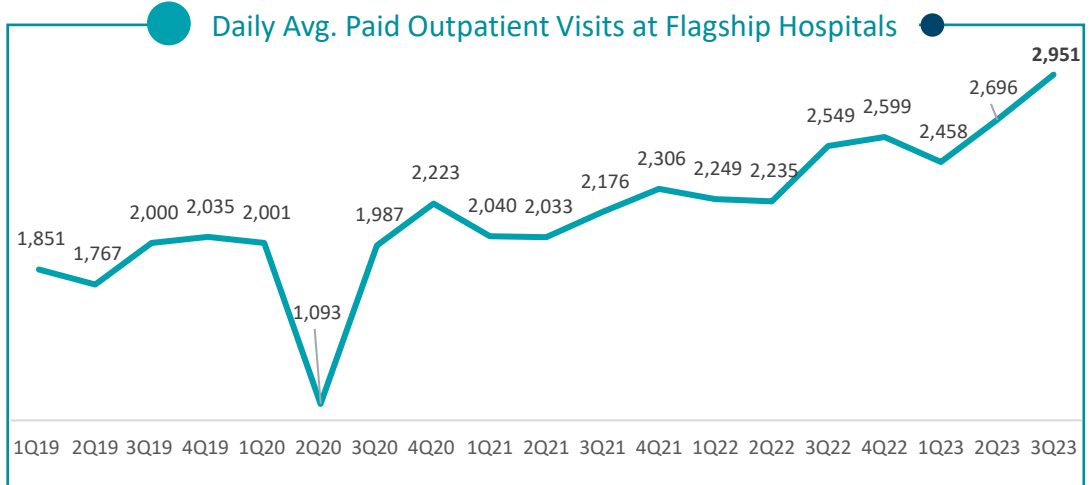
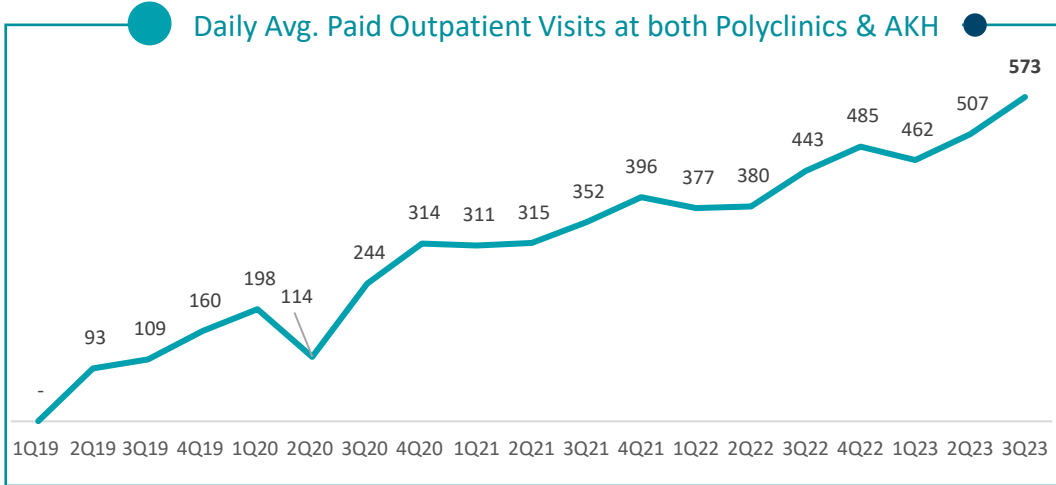
CHG's strategic focus on organic growth drives a 9% increase in cases served for 9M23. Volume growth was primarily fueled by core business volumes where outpatients grow by 14%, inpatient cases rise by 10%, and surgical procedures increase by 6% on the back of rapidly ramping up Centers of Excellence that continue to capture patients' entire treatment journeys. CHG's holistic approach to healthcare underscores the group's commitment to meeting the market's high demand for inclusive quality healthcare services. Management continues to focus on strategic investments in Centers of Excellence aiming to complete patient treatment journeys across various key service offerings.



# Growing Refined Mix of Patients Base



The Group **offset the revenue high base effect** created by the significant Covid-related inpatient revenue in the **first quarter of 2022**, which was characterized by higher average revenue and longer than average length of stays. The Group's **core business volumes maintained their trajectories**, displaying a **substantial growths in 3Q23 and 9M23**. This was **propelled by the Group's continuous investments in its Centers of Excellence** that enabling its hospitals to serve as **comprehensive healthcare destinations** from outpatient and emergency care through to the **completion of entire treatment journeys**.



# Promising Performance Outlook



## Annual Top Line Growth of over 20% till FY2028

- Growing utilization rates that are supported by growing volumes across all facilities in a growing market.
- Centers of Excellence continue to grab patients' entire journeys as they ramp up efficiently.
- Al Katib Hospital, Polyclinics, and Bedaya maintain their steep growth trajectory on the back of growing utilizations and market differentiation strategies
- Cleopatra October and Sky Hospitals are positioned as two flagship facilities that fuel the Group's consolidated double-digit growth for years to come
- CHG's International Business Unit, attracting global patients, will be a revenue driver on the back of compelling value & quality propositions that outshine regional competitors



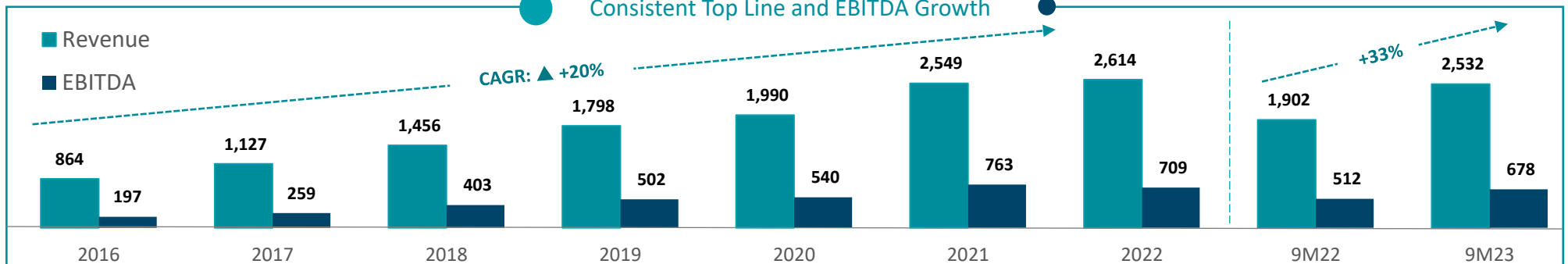
## Protected Margins with Potential Annual Expansions

- CHG's price bargaining power, backed by its extensive patient base, wide network coverage, and scientific approach to costing of service offerings will facilitate consistent double-digit annual price increases in the coming years
- CHG's multifaceted optimization strategy continues to drive efficiencies in Wages & Salaries and Doctor Fees, enabling CHG to generate higher profitability from its top line growth year on year
- Maintaining cost discipline coupled with economies of scale and proactive group-wide supply chain management, will continue to enable CHG's resilience against inflationary and availability pressures of key medical supplies, while maintaining key low Purchase Price Variances.
- As Centers of Excellence continue to attract preferred case mixes & niche specializations, profitability levels will continue to expand



**Powering exponential top-line growth over the coming 5 years on the back of thriving core business growth, that will continue to generate higher profitability on the back of operational excellence and consistent case mix enhancements**

Consistent Top Line and EBITDA Growth





● ●

## **Governance & Shareholder Information**



# Governance (I)



The Group's Board of Directors provides the necessary oversight and combination of expertise to thoroughly oversee the Group's corporate governance framework, a cornerstone of the Group's long-term success and value creation.

## Board of Directors

### Chairman



**Ahmed  
Badreldin**  
Chairman

### Executive Board Member



**Dr. Ahmed Ezzeldin**  
Executive Member  
& Group CEO

### Care Healthcare Representation



**Samia El  
Baroudy**



**Badr  
Alasem**



**Sadhak  
Bindal**

### MCI Capital Healthcare Partners Representation



**Mahmoud  
Attalla**



**Hesham  
Gohar**



**Hossam Eldin  
Abdelwahab**



**Ahmed  
Sobhy**

### Independent Board Members



**Nabil Kamhawy**  
Former Head of Ernst &  
Young Egypt



**Dr. Mohamed Awad  
Tag El Din**  
Former Minister of Health



**Dr. Mahmoud El Meteini**  
President of Ain Shams  
University



**Tarek Kabil**  
Former Minister of Trade  
and Industry

# Governance (II)



## OPERATIONS

### ABC

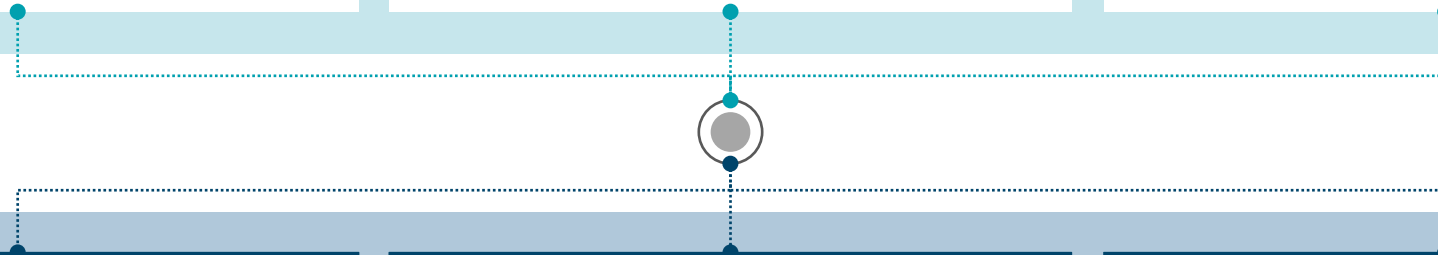
- CHG has a zero-tolerance approach to bribery and corruption with a clear anti-bribery and anti-corruption policy for all stakeholders to abide by
- CHG follows all applicable local laws and more stringent international frameworks to ensure that there are no facilitation or bribery payments made

### No Referral Fees

- CHG does not pay any referral fees or kickbacks to physicians and instead has recently developed a Doctor Sales team to revolutionize the sector in Egypt
- The sales team focuses on improving the hospital service to the physician and maintains close communication - improving loyalty and engagement

### Medical Council

- CHG recently launched a group-wide medical council with multiple responsibilities – including (1) ensuring that medical personnel are providing the best medical care and outcomes for their patients (2) keeping CHG at the forefront of medical research and technology across all relevant services



### Audit Committee

- The Audit Committee oversees the Group's financial controls with emphasis on: (1) integrity of internal controls and financial reporting; (2) performance of the internal auditors and the function (3) review of audited financials and external auditor performance (4) compliance with legal and regulatory requirements

### Remuneration Committee

- The remuneration committee has established a formal and transparent process for fixing and reviewing the remuneration for the senior executives of the Company
- The remuneration committee also reviews KPIs and achievement of the Group's targets

### Quality & Medical Ethics Committee

- The Quality and Medical Ethics Committee reviews the quality of care provided to the patient as well as medical KPIs for the Group in line with international standards
- The committee reports to the board compliance with the Group's Quality manuals and realization of medical outcomes

## BOARD COMMITTEES



# Appendix



# Consolidated Income Statement



All figures in EGP mn	3Q2022	3Q2023	% change	9M2022	9M2023	% change
Revenues	661	948	43%	1871	2532	33%
Cost of sales	(437)	(627)	43%	(1245)	(1689)	33%
<b>Gross profit</b>	<b>224</b>	<b>321</b>	<b>45%</b>	<b>626</b>	<b>843</b>	<b>33%</b>
<i>Gross Profit Margin</i>	34%	34%		33%	33%	
General & administrative expenses	(97)	(129)	34%	(296)	(372)	25%
Cost of acquisition activities	(2)	0	-100%	(3)	(1)	-77%
Provisions	(1)	(3)	98%	(9)	(9)	-10%
Other income	2	1	-72%	4	3	-21%
Discontinued Operations	0	0	0%	0	(14)	
<b>EBIT</b>	<b>(4)</b>	<b>0</b>	<b>0%</b>	<b>3</b>	<b>10</b>	
<i>EBIT Margin</i>	<b>122</b>	<b>190</b>	<b>53%</b>	<b>325</b>	<b>460</b>	<b>41%</b>
Interest income	19%	20%		17%	18%	
Interest expense	6	4	-31%	34	21	-43%
<b>Profit before tax</b>	<b>(11)</b>	<b>(20)</b>	<b>56%</b>	<b>(22)</b>	<b>(51)</b>	<b>76%</b>
<i>PBT Margin</i>	<b>117</b>	<b>174</b>	<b>49%</b>	<b>337</b>	<b>430</b>	<b>29%</b>
Income tax	18%	18%		17%	18%	
Deferred tax	(23)	(41)	75%	(67)	(81)	29%
<b>Net profit after tax</b>	<b>(3)</b>	<b>(1)</b>	<b>-65%</b>	<b>(4)</b>	<b>(4)</b>	<b>-10%</b>
<i>Net Profit Margin</i>	<b>91</b>	<b>132</b>	<b>46%</b>	<b>267</b>	<b>345</b>	<b>29%</b>
	14%	14%		14%	14%	

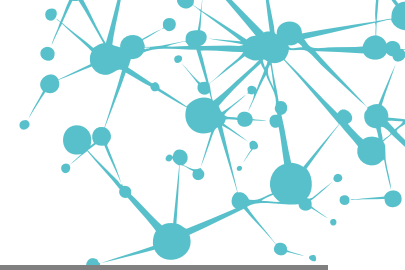
## Distributed as follows:

Shareholders of the company						
Minority rights	83	120	45%	247	311	26%
<b>Profit for the period</b>	<b>8</b>	<b>13</b>	<b>54%</b>	<b>20</b>	<b>34</b>	<b>68%</b>

All figures in EGP mn	3Q2022	3Q2023	% change	9M2022	9M2023	% change
Net Profit	91	132	46%	267	345	29%
Other comprehensive income	0.0	0.0		0.0	0.0	
<b>Total comprehensive income for the year</b>	<b>91</b>	<b>132</b>	<b>46%</b>	<b>267</b>	<b>345</b>	<b>29%</b>
Total comprehensive income attributable to:						
Owners of the company	83	120	45%	247	311	26%
Non-controlling interest	8	13	54%	20	34	68%
<b>Total comprehensive income for the year</b>	<b>91</b>	<b>132</b>	<b>46%</b>	<b>267</b>	<b>345</b>	<b>29%</b>



# Consolidated Balance Sheet



All figures in EGP mn

31 December 2022

30 September 2023

## *Non-current assets*

Fixed assets	1,567.3	1,940.4
Intangible assets	423.4	407.8
Right of use	149.2	103.5
Payment under investment	4.2	4.2
Investment in associates	3.8	3.8
<b>Total non-current assets</b>	<b>2,147.9</b>	<b>2,459.7</b>

## *Current assets*

Inventory	108.0	236.0
Accounts receivables	505.4	679.3
Other receivables and debit balances	172.8	276.9
Due from related parties	3.2	5.3
Treasury bills	98.9	0.2
Cash	247.2	335.0
<b>Total current assets</b>	<b>1,135.5</b>	<b>1,532.7</b>
<b>Total assets</b>	<b>3,283.4</b>	<b>3,992.5</b>

## *Equity*

Share capital	800.0	722.7
Treasury Shares	(766.0)	(5.1)
Reserves	319.2	84.2
Retained earnings	1,517.4	1,328.4
Long term incentive plan	8.4	6.0
<b>Equity attributable to the parent company</b>	<b>1,878.9</b>	<b>2,136.3</b>
Non-controlling interest	148.4	179.8
<b>Total equity</b>	<b>2,027.4</b>	<b>2,316.1</b>

## *Non-current liabilities*

Non-current portion of borrowings	88.0	262.5
Creditors and other credit balances - non-current portion	-	-
Non-current portion of lease liability	155.5	92.2
Deferred tax liabilities	89.4	93.1
<b>Total non-current liabilities</b>	<b>332.9</b>	<b>447.8</b>

## *Current liabilities*

Provisions	25.3	16.6
Creditors and other credit balances	530.8	763.5
Current Portion of Borrowings	244.5	302.2
Current portion of lease liability	39.0	42.1
Other Liabilities	35.6	45.9
Current income tax	48.0	58.2
<b>Total current liabilities</b>	<b>923.1</b>	<b>1,228.5</b>
<b>Total liabilities</b>	<b>1,256.0</b>	<b>1,676.4</b>
<b>Total liabilities &amp; shareholders' equity</b>	<b>3,283.4</b>	<b>3,992.5</b>





# Consolidated Cashflow Statement



All figures in EGP mn	30 September 2022	30 September 2023
<b>Cash flow from operating activities:</b>		
Profit before tax	336.9	433.1
<b>Adjustments for:</b>		
Depreciation	97.4	110.8
Right of use depreciation	-	-
Amortization of intangible assets	11.9	11.9
Allowance for impairment of current assets	(31.6)	35.2
Provision	(2.1)	(8.7)
Capital gain/Loss	(0.8)	4.4
Credit / Debit Interest	(4.8)	35.9
Changes in current tax liability	(73.3)	(74.4)
Loss In Investments in subsidiaries	-	-
Share-based payments financial liabilities	12.4	12.3
Lease Write Off	-	(21.7)
Intangible Assets Write off	-	14.1
<b>Operating profits before changes in assets and liabilities</b>	<b>345.9</b>	<b>552.9</b>
<b>Changes in working capital:</b>		
Changes in Inventories	(39.8)	(128.1)
Change in trade receivables, debtors and other debit balances	(76.9)	(273.6)
Changes in Due from related parties	(0.9)	(2.1)
Change in trade and other payables	66.4	227.3
Employee Incentive Plan	(14.7)	-
Change in lease	7.7	(8.6)
<b>Net cash flows generated from operating activities</b>	<b>287.7</b>	<b>367.8</b>
<b>Cash flow from investment activities:</b>		
Proceeds from sale of fixed assets	2.2	1.5
Fixed assets purchased	(123.7)	(119.0)
PUC purchased	(132.1)	(370.8)
Advance payment for purchase of fixed assets	(10.8)	(37.9)
Fixed assets Suppliers	-	-
Payments under investment	(11.0)	-
Credit Interest Collected	33.3	18.1
Paid for Investment Associates	-	-
<b>Net cash flows used in investing activities</b>	<b>(220.5)</b>	<b>(508.1)</b>
<b>Cash flow from financing activities:</b>		
Treasury Shares	(665.7)	-
Dividends paid out	(67.1)	(64.9)
Cash Proceed from Overdraft	301.6	626.0
Cash Paid to Overdraft	(109.3)	(608.4)
Interest paid	(29)	(36.3)
Receipts from borrowings	20.8	214.6
<b>Net cash flow from financing activities</b>	<b>(548.7)</b>	<b>131.1</b>
<b>Net change in cash &amp; cash equivalents during the year</b>	<b>(481.6)</b>	<b>(9.3)</b>
Cash and cash equivalents at the beginning of the year	847.5	347.4
Cash And Cash /equivalent In Acquired Subsidiaries at Beg. Of The Period	-	-
<b>Cash &amp; cash equivalents at the end of the year</b>	<b>347.4</b>	<b>338.1</b>

# Thank you

## INVESTOR RELATIONS CONTACTS

Telephone: +2 01000077893  
E-mail: [waleed.hamed@cleohc.com](mailto:waleed.hamed@cleohc.com)  
<https://www.cleopatrahospitals.com/en/investors/>

## SHAREHOLDER INFORMATION

EGX: CLHO.CA  
Listed: June 2016  
Shares Outstanding: 1.6 billion



**CLEOPATRA HOSPITALS**  
GROUP

