



CLEOPATRA HOSPITALS
GROUP



Transforming Healthcare in Egypt

Investor Presentation FY 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




The Group maintained its upward momentum with its revenues hitting new heights, recording historic quarterly revenue of EGP 1,063 mn in 4Q23, and annual top line of EGP 3,595 mn for FY23. This marks 49% growth in 4Q23 versus 4Q22, and 38% growth in FY23 versus FY22. This performance was driven by core business growth as CHG's centers of excellence continue to capture more of its patients' treatment cycles and optimize each of its hospital's patient bases and case mixes.

The Group's consolidated growth was fueled by strategic price increases that were implemented throughout 2023, that are complemented with 7% increase in cases served that are mix optimized. Evidently, rises in outpatient, inpatient, and surgical procedure volumes were reported, which grew by 11%, 9%, and 5% respectively, compared to FY22. Management's commercial strategy enabled CHG to magnify the impact of its core business growth as they continue to optimize the Group's case mixes; thereby maximizing the commercial potential of CHG's capabilities.



EGP **3,595** mn
Consolidated revenues in FY23
+38% y-o-y



EGP **1,209** mn
Gross Profit in FY23
+38% y-o-y; 34% Margin




EGP **954** mn
Adjusted EBITDA¹ in FY23
+35% y-o-y; 27% Margin



EGP **649** mn
EBIT in FY23
+46% y-o-y; 18% Margin



EGP **469** mn
Net Profit in FY23
+32% y-o-y; 13% Margin



1,166,272
Cases served² in FY23
+7% y-o-y



EGP **0.32**
Earnings per Share in FY23
+32% y-o-y

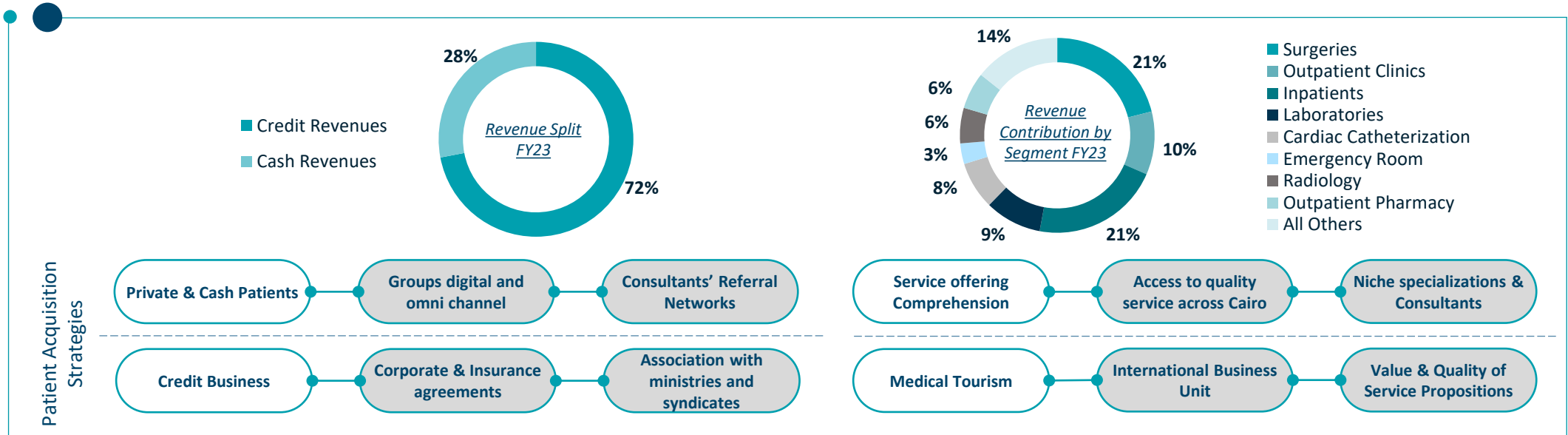
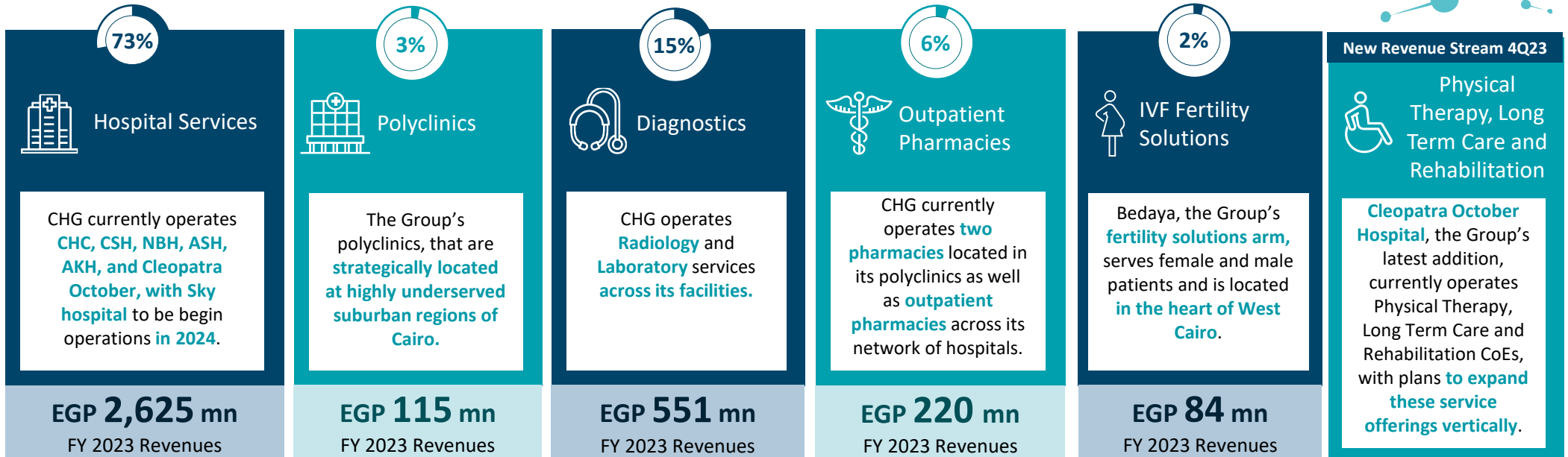


EGP **2.4** bn
Cumulative Medical Infrastructure
Investment – FY18 to date

¹ 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.

² 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



FY23 Financial Performance Highlights

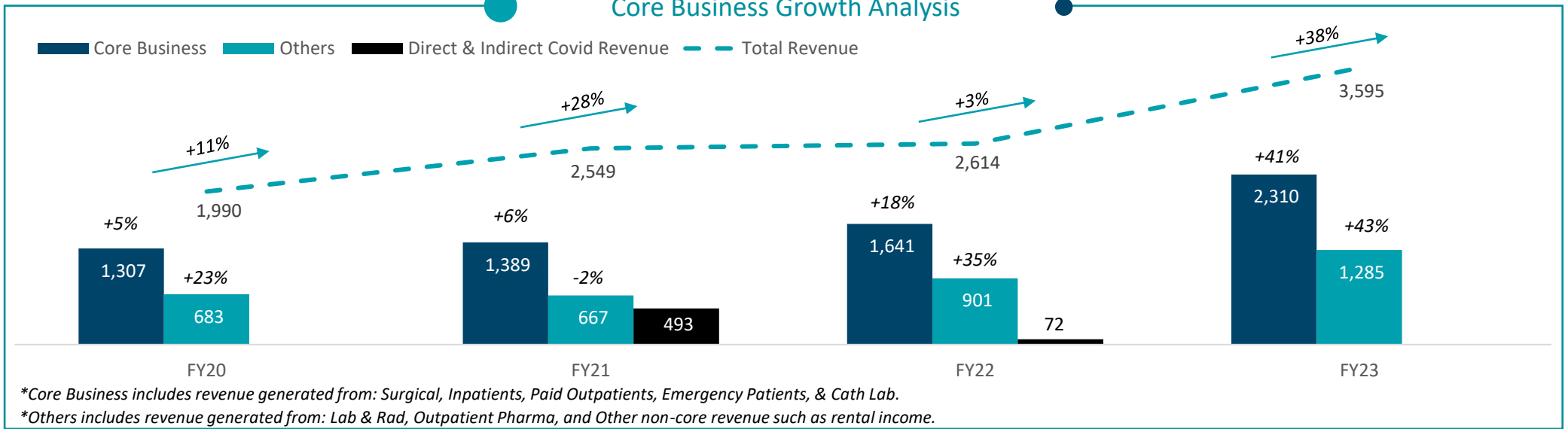
All CHG hospitals saw growth exceeding 30%, with notable performances from El Katib and October Hospitals contributing to the year's success. On a Group level and excluding interest income and expense from the Group's P&L, normalized net income for FY23 stood at EGP 503mn, with one percentage point margin expansion to 14% versus 13% in FY22.



4Q23 Financial Performance Highlights

CHG reached a historic achievement with its quarterly revenue exceeding EGP 1 billion for the first time, a 49% increase from 4Q22. CHG'S COEs, aimed at providing comprehensive patient care from diagnosis to treatment and follow-up within key specialties, have played a crucial role in CHG's growth and improved capacity utilization.

Core Business Growth Analysis



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



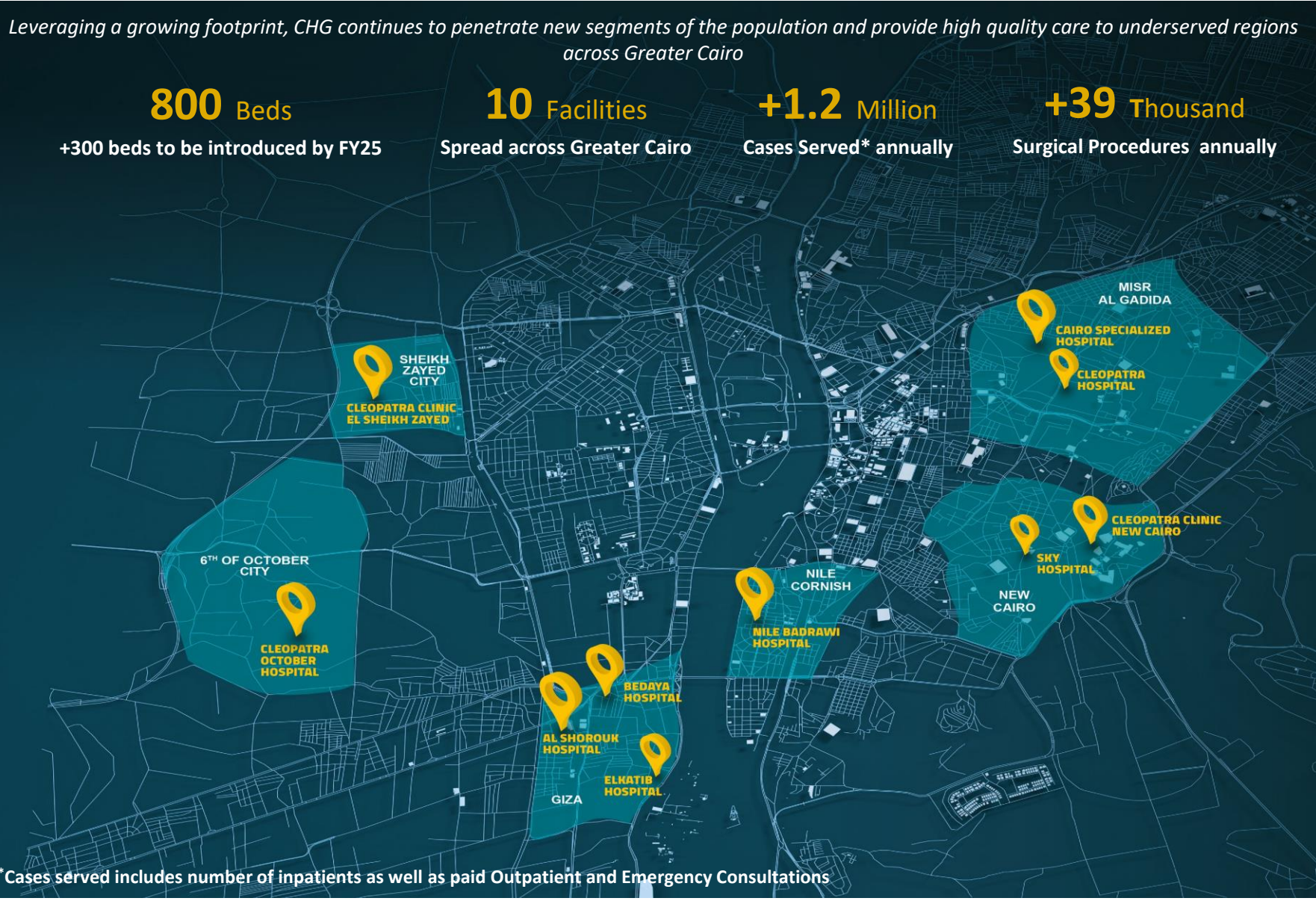
Leveraging a growing footprint, CHG continues to penetrate new segments of the population and provide high quality care to underserved regions across Greater Cairo

800 Beds
+300 beds to be introduced by FY25

10 Facilities
Spread across Greater Cairo

+1.2 Million
Cases Served* annually

+39 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)

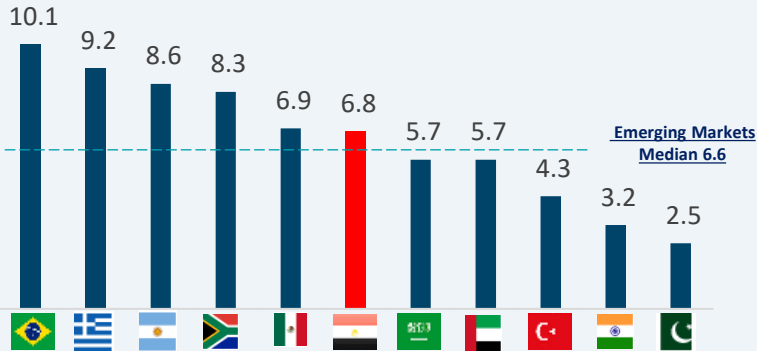
*Cases served includes number of inpatients as well as paid Outpatient and Emergency Consultations



Large, Attractive, and Resilient Growth Market

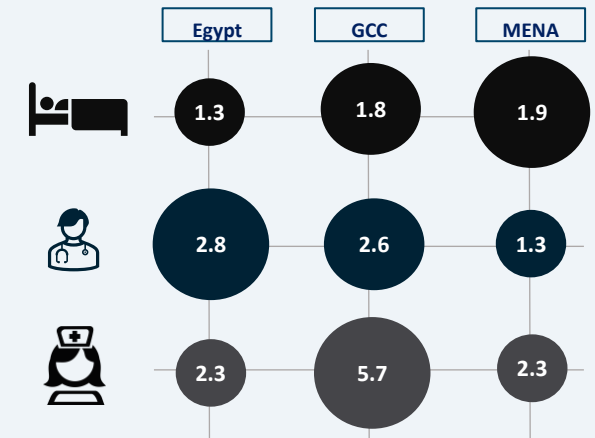


Egypt's health spending has increased at a greater pace over the past decade and is now above global and EM median as of 2022

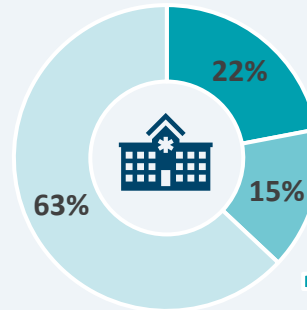


- Doctor/1,000 population ratio for Egypt is better than both MENA and GCC averages and for nurses it is at par with the MENA ratio.
- Beds/1,000 population in Egypt significantly lags MENA and GCC countries requiring significant investment to catch up with regional benchmarks
- Investments in healthcare 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.

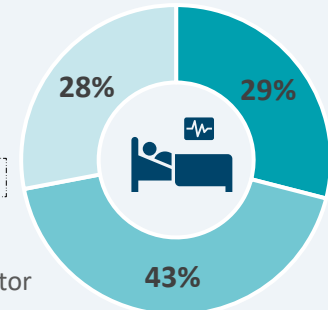


Composition of Hospitals & Bed Supply by Sector in Egypt

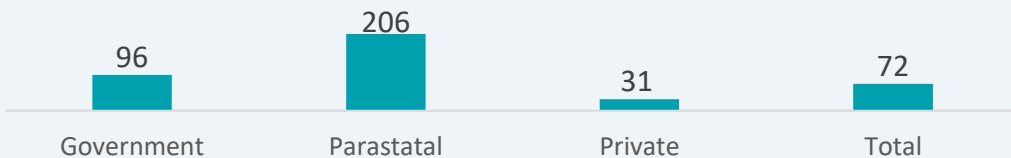
Total Hospitals – 1,782

Total Hospital Beds – 128,344

■ Government Sector ■ Parastatal Sector ■ Private Sector



Average size of hospital by sector (in beds)

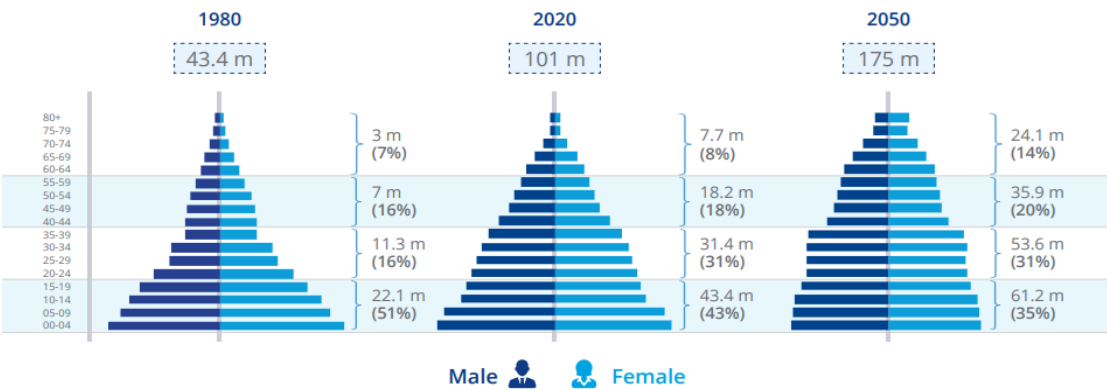


- During 2011–2019, number of beds in government sector (including parastatal sector) decreased at a negative CAGR of 0.8%, while private sector witnessed growth at the rate of 3.7% in number of hospital beds, reflecting increasing demand for private inpatient services .
- The growth of the healthcare 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.

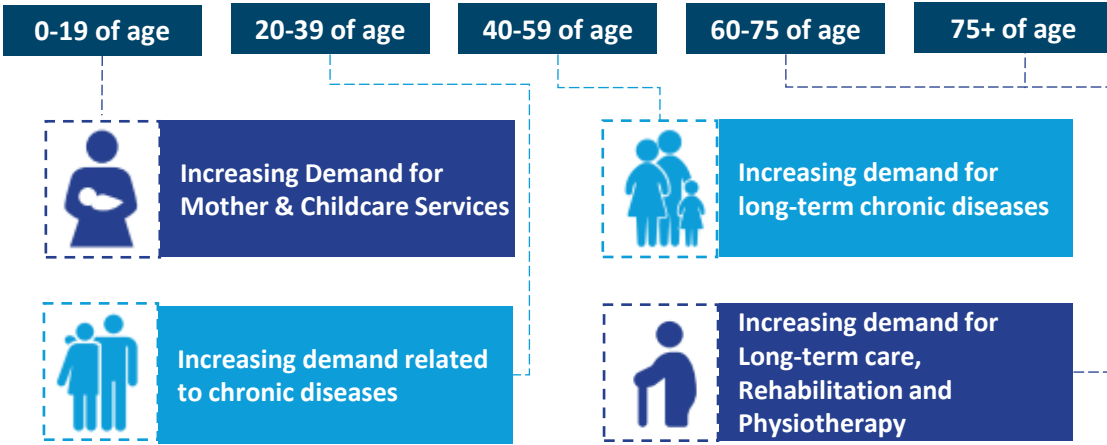


Growing Population & Prevalence of Lifestyle Diseases

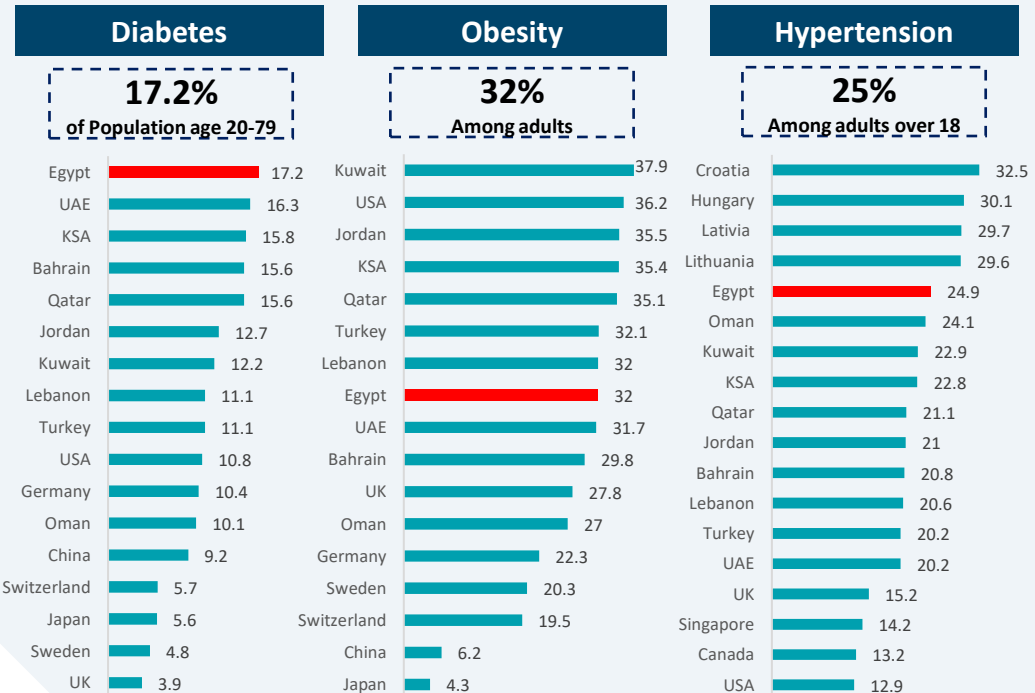
Egypt's Population and Age Profile Composition Forecast



- 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

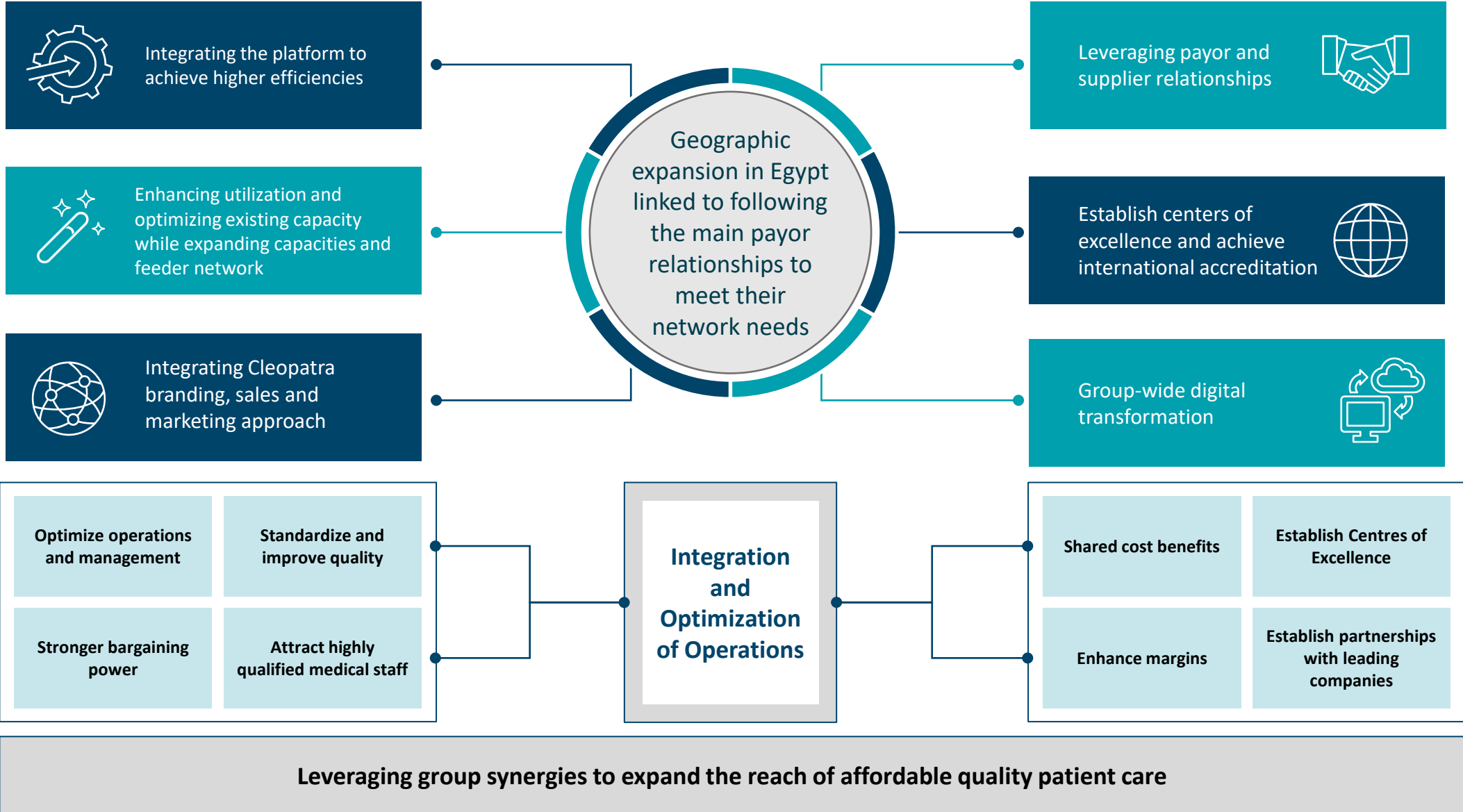
Select Examples of CHG's Centers of Excellence



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

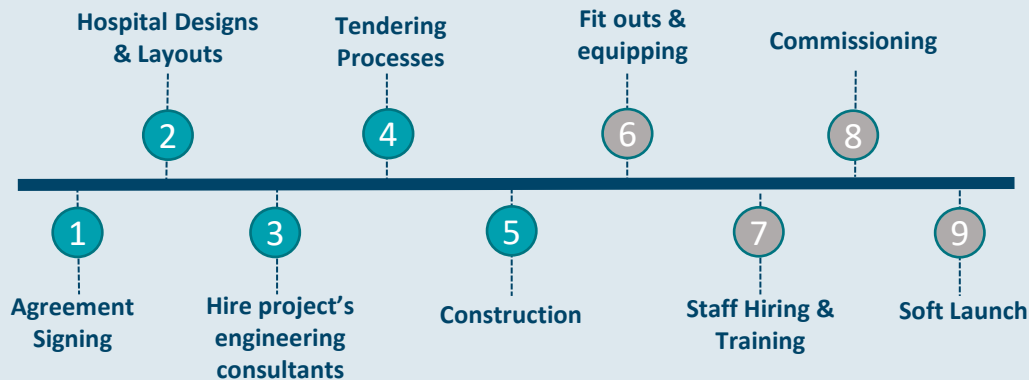


SKY HOSPITAL
CLEOPATRA HOSPITALS GROUP



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 and consolidated as of 4Q23
- In Ramp Up phase
- Bed Capacity: c.40 Beds to become c.80 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



FY 2023 in Review

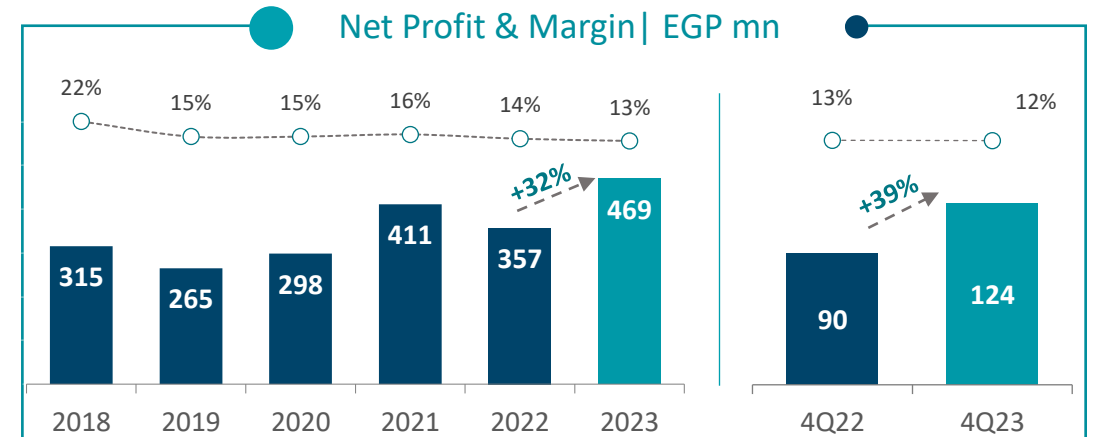
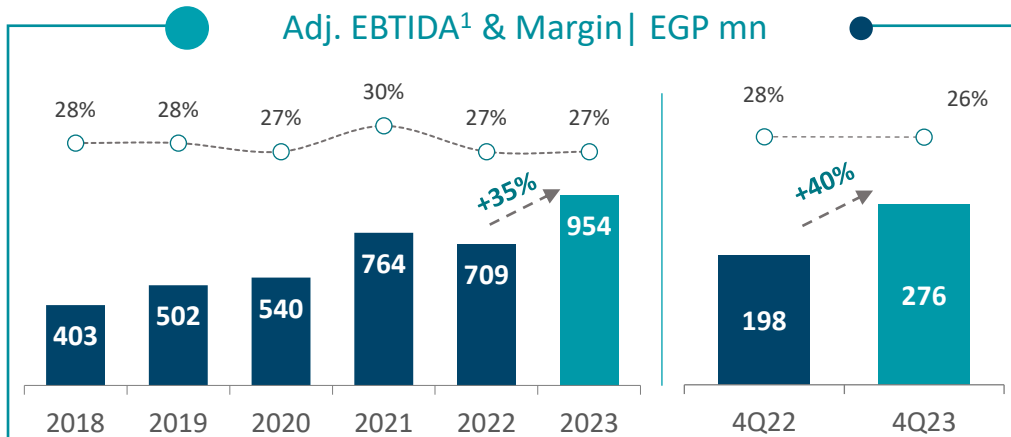
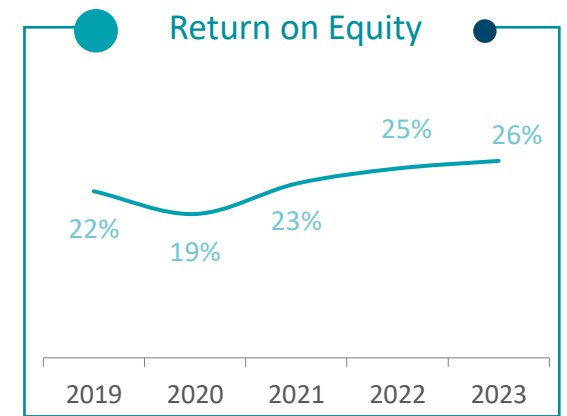
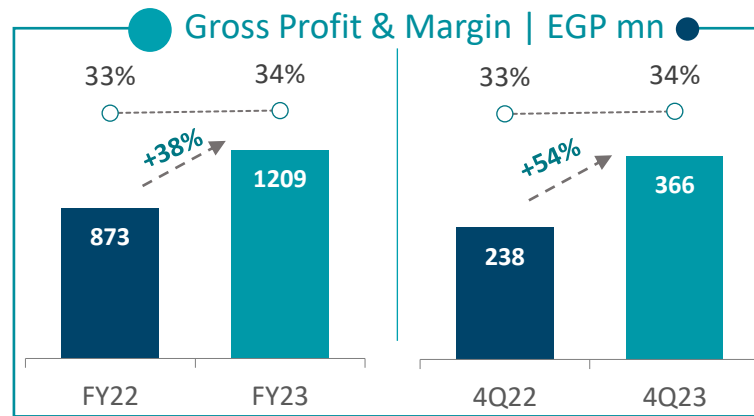
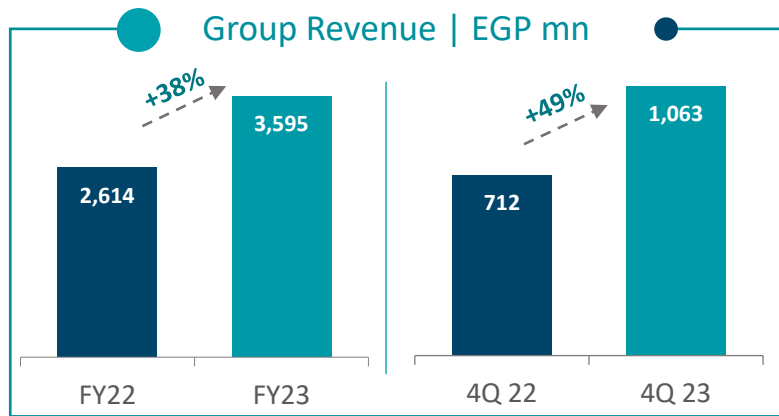


December November October September August July June May April March February January

FY23 Financial Performance Overview



Recording **over EGP 1 billion in quarterly revenue** leading to a record **annual revenue of EGP 3.6 billion**, while serving an **unprecedented 1.2 million cases**, not only signifies a **landmark in CHG history** but also affirms its dedication to excellence, innovation, and accessibility in healthcare. This **growth rippled across CHG's network**, with each facility surpassing its growth targets, reflecting the effectiveness of leadership's strategy that dedicates focus to organic growth, which propelled **CHG's core business to grow by more than 40% in FY23**. Management delivered this performance while reporting **improved operational efficiency and expanded profit margins**, reinforcing CHG's position as Egypt's leading healthcare provider.

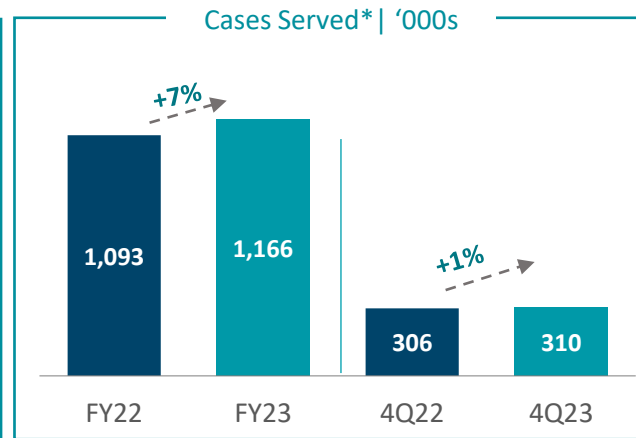
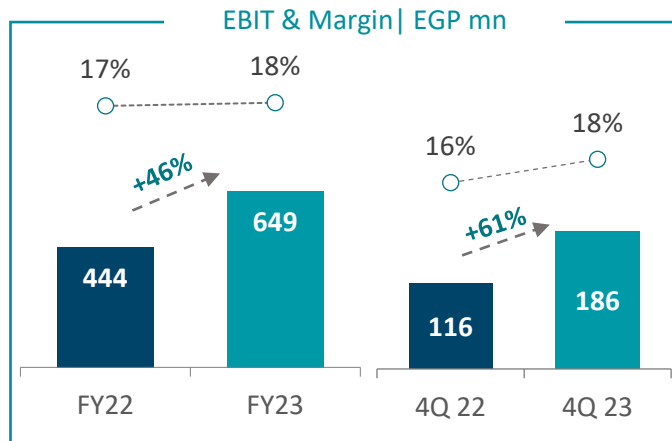
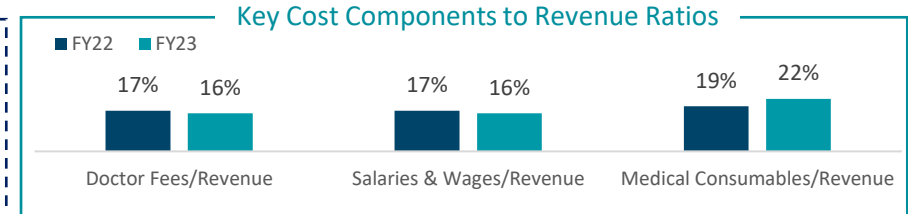


¹ Adjusted EBITDA: Earnings before Interest, Tax, Depreciation and Amortization adjusted for provisions, impairments, LTIP, acquisitions expenses, pre-operating expenses and excluding contributions from other income.

Efficiency Strategies Lead to Optimized Profitability

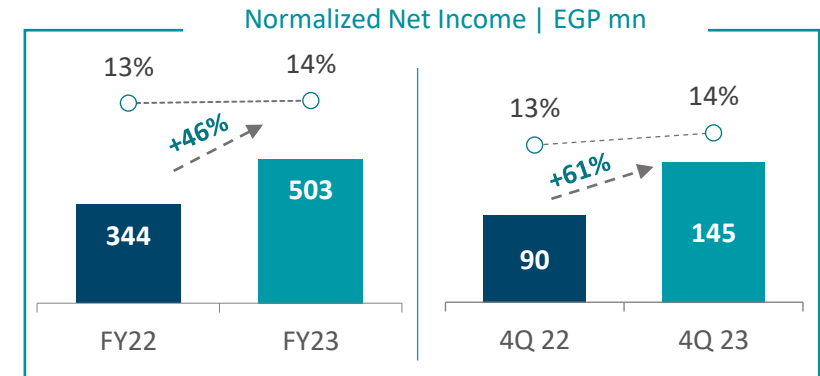


CHG demonstrated sustainable productivity as management's multi-faceted optimization strategy continues to mature, management realized efficiency in the Group's Wages & Salaries component of its cost structure. The Group recorded over 40% growth in Group's core business revenue throughout FY23 while achieving efficiencies on both fronts.



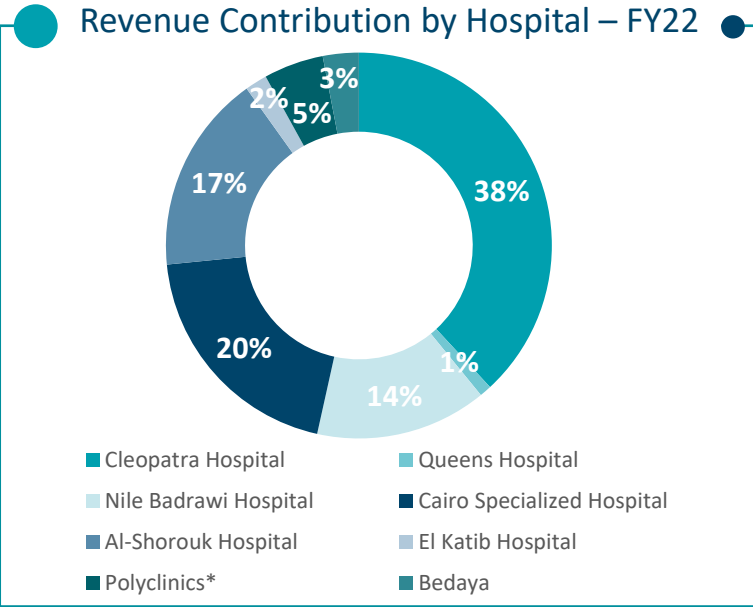
Gross profit margin stood at 34%, and the EBIT margin at 18% in FY23, each improving by one percentage point from the previous year. CHG's strategic management of its supply chain and demand planning, along with advanced cost management practices, led to operational efficiencies that mitigated market volatility and enhanced profitability. Efforts to manage rising costs of medical consumables, alongside improvements in salary, wages, and doctor fees ratios, resulted in an increase in Gross Profit Margins to 34% for both FY23 and 4Q23, up from 33%.

While the Group's income statement saw a substantial 60% increase in interest expenses in FY23 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 503 mn, representing a robust 46% growth compared to FY22. This strong performance is further underscored by a one percentage point improvement in the normalized net profit margin to 14% versus 13% in FY22.



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

Group Revenue Contribution by Hospital & Segment

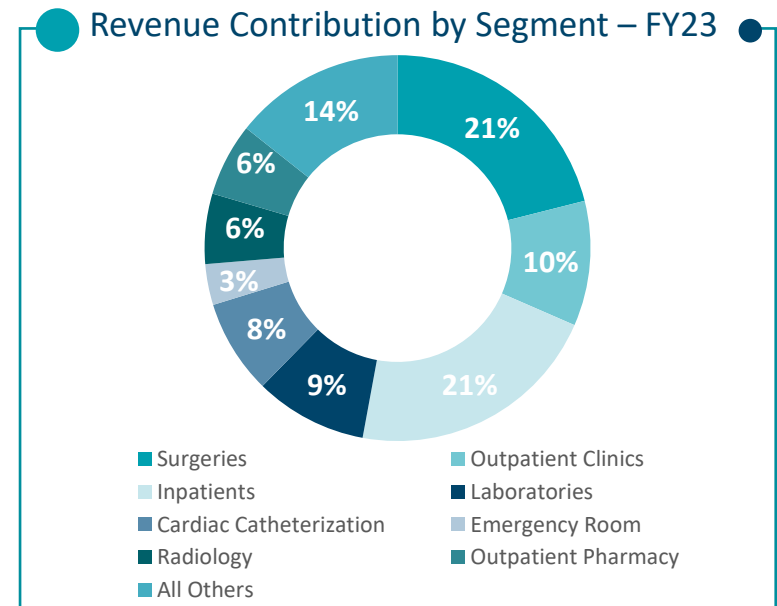
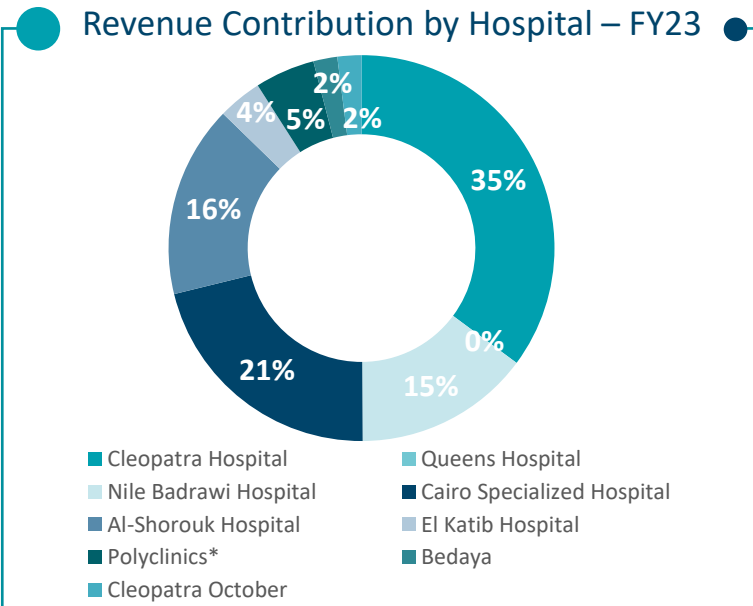
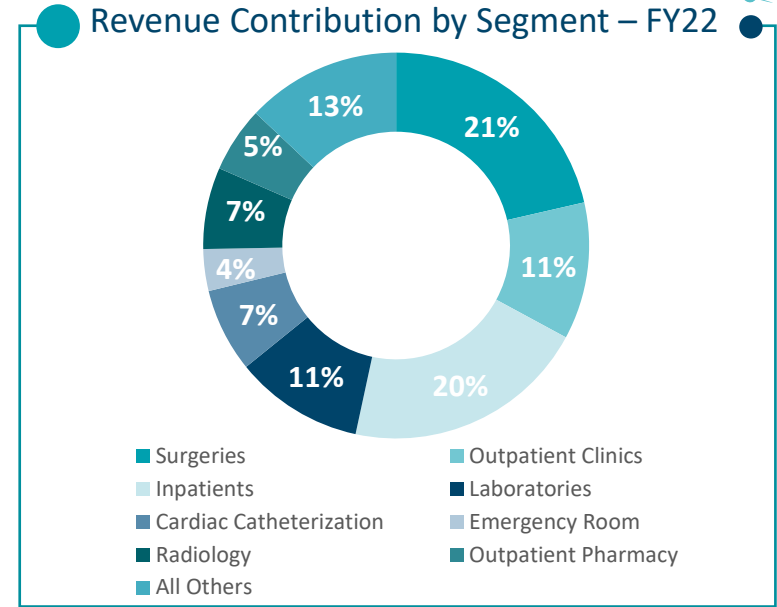


All CHG hospitals witnessed exceptional year-on-year growth in patient volumes and optimized case mixes.

Paid outpatient visits and emergency patients together contributed 13% to the overall revenue in FY23. Revenue from paid outpatients grew by 25%, with their average revenue per patient (ARP) increasing by 12%. Emergency patients' revenue saw a 35% rise, with a corresponding 57% increase in ARP.

Moreover, inpatient services, along with surgical and catheterization procedures, constituted 50% of CHG's total revenue in FY23. Inpatient services saw a robust 43% increase in consolidated revenue, supported by a 31% rise in ARP and a 9% increase in volume. Revenue from surgical procedures grew by 35%, with ARP and volume increasing by 30% and 5% respectively. Catheterization lab procedures experienced 55% revenue growth, with ARP and volume growing by 34% and 16%.

Diagnostic segments, including laboratories and radiology, made up 9% and 6% of consolidated revenues in FY23, respectively.

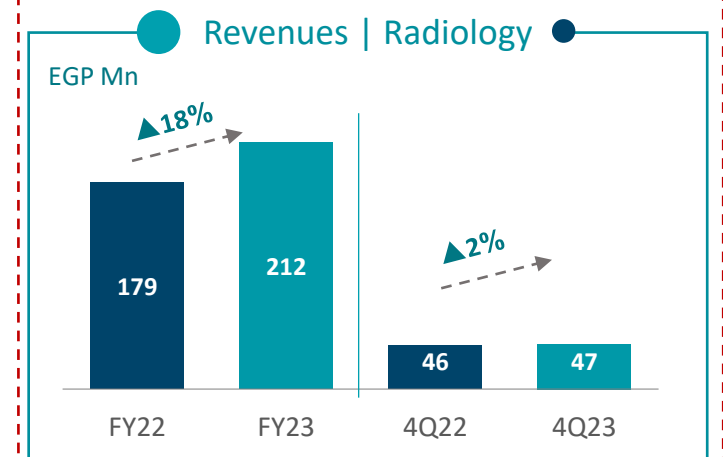
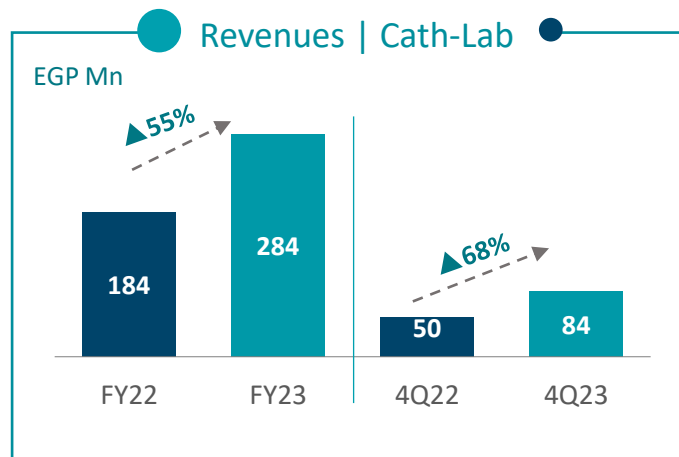
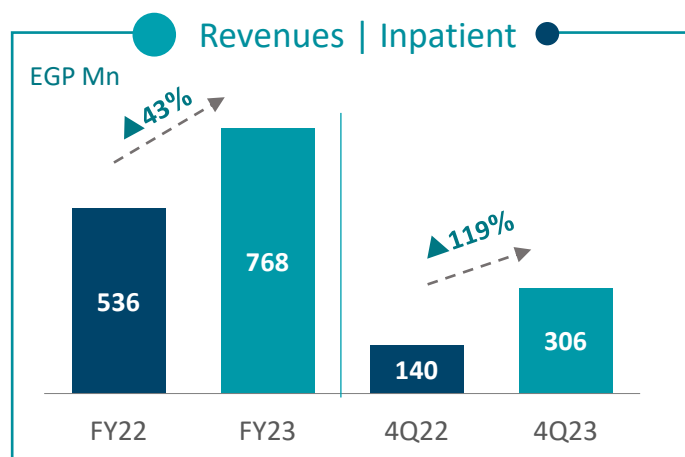
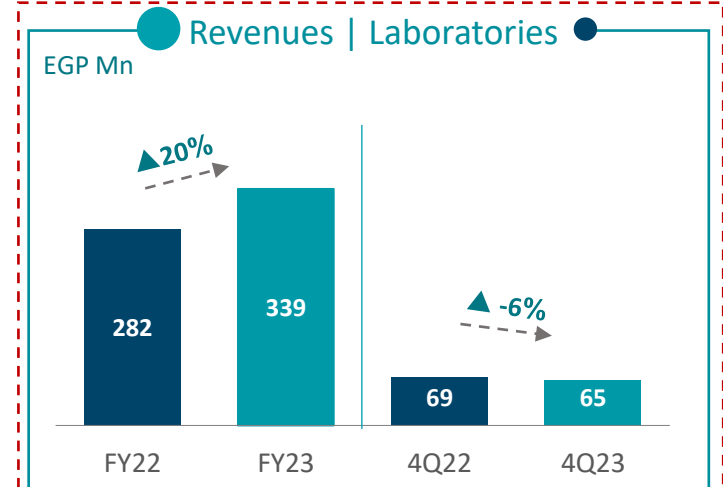
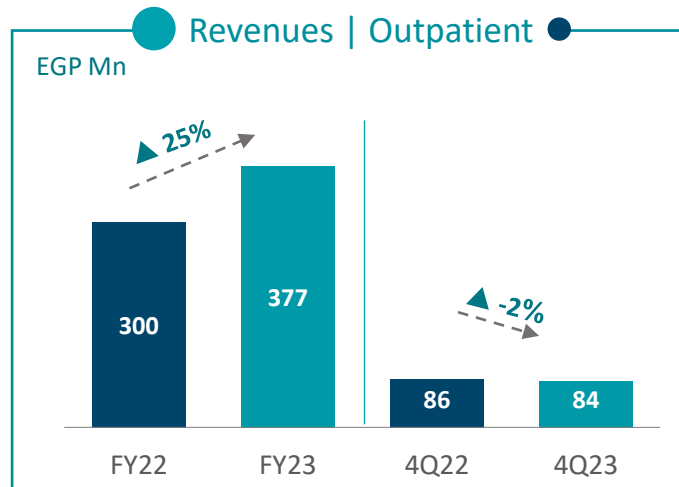
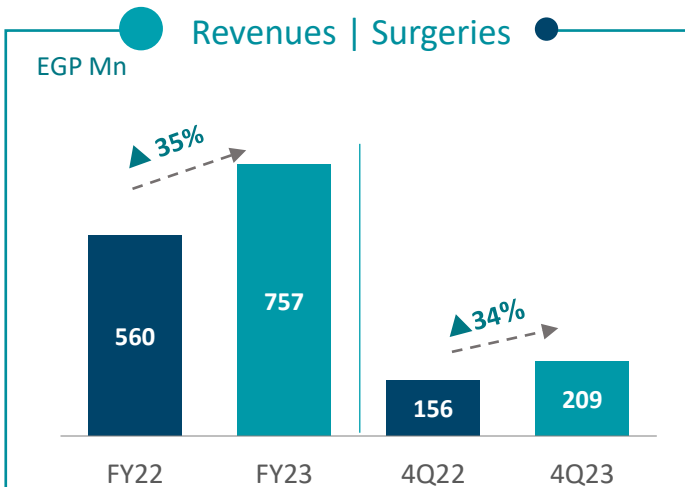




Key Revenue Drivers



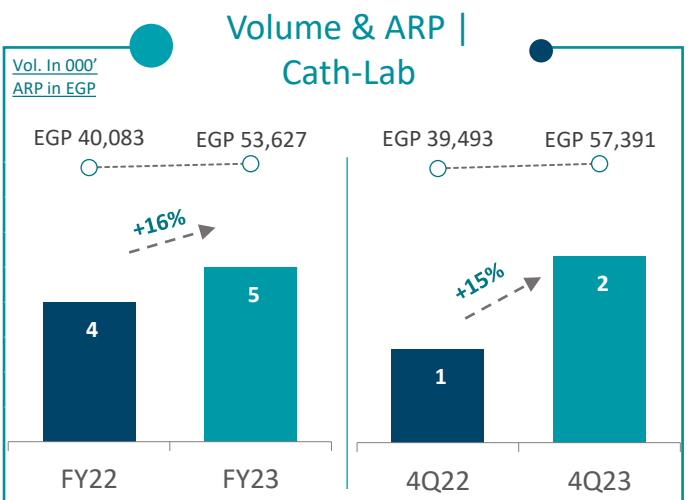
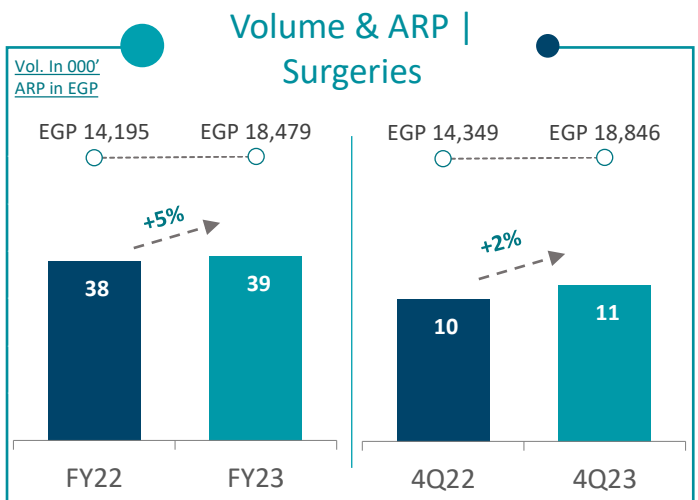
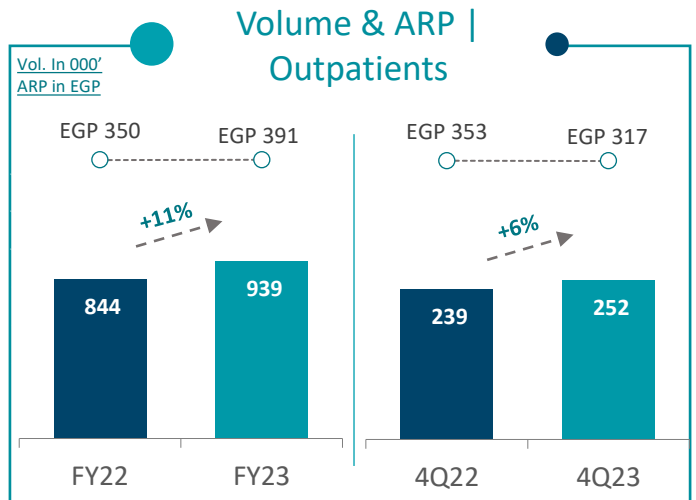
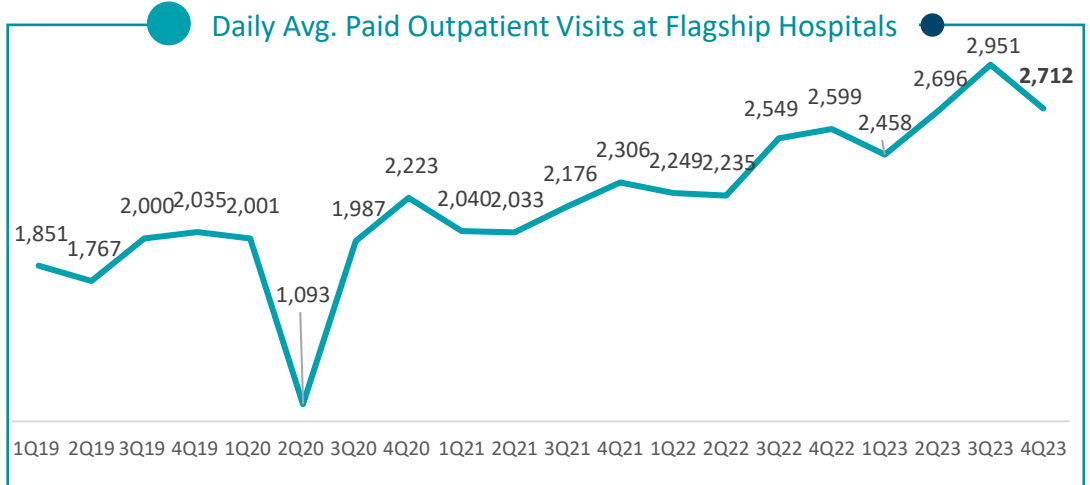
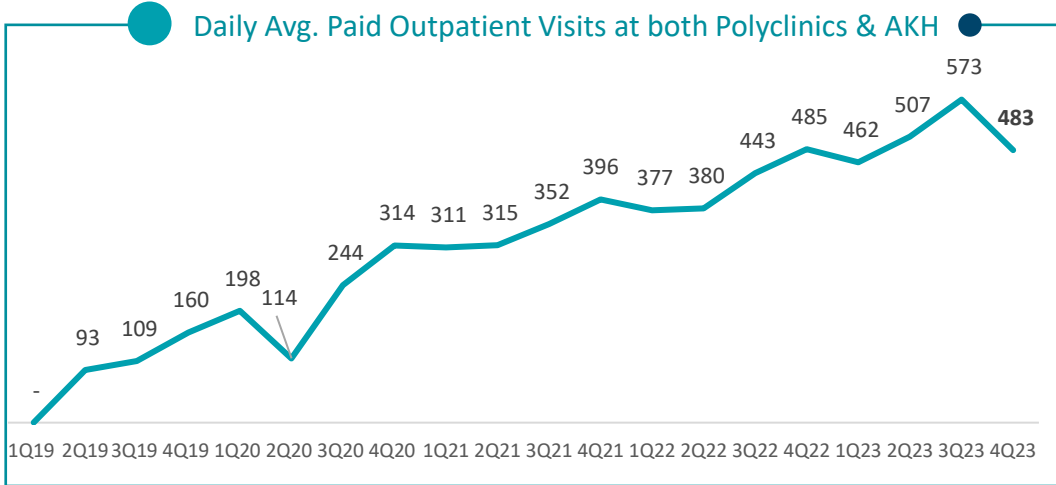
CHG's performance in FY23 reflects its **strategic focus in expanding its organic business**, which includes its **ability to offer comprehensive care throughout patients' treatment journeys**. With management progressing at this front, CHG **reported growth that was fueled by strategic price increases** that were implemented throughout 2023, **complemented with 7% increase in cases served that are mix optimized**. This led to **notable rises in outpatient, inpatient, and surgical procedure revenue as reflected below, compared to FY22**. Management's **commercial strategy enabled CHG to magnify the impact of its core business growth** as they continue to optimize the Group's case mixes; **thereby maximizing the commercial potential of CHG's capabilities**.



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 4Q23 and FY23**. 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, ultimately refining the Group's case mix**.



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

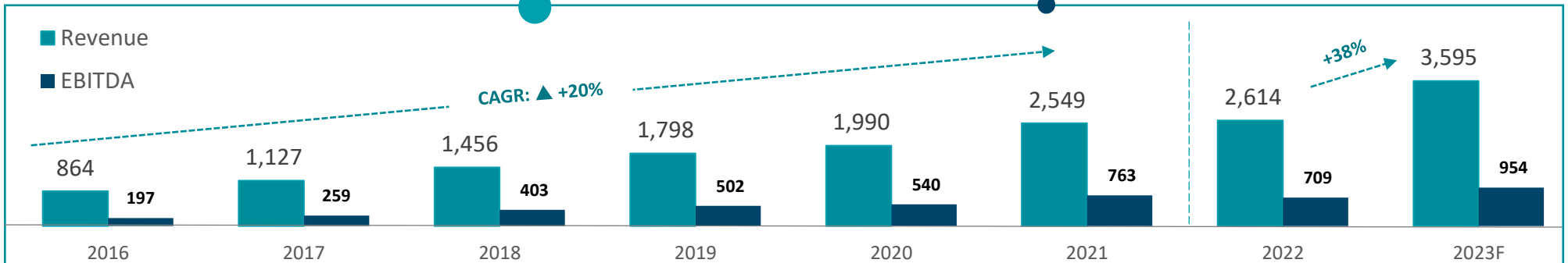


Protected Margins with Potential Annual Expansions

- 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





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

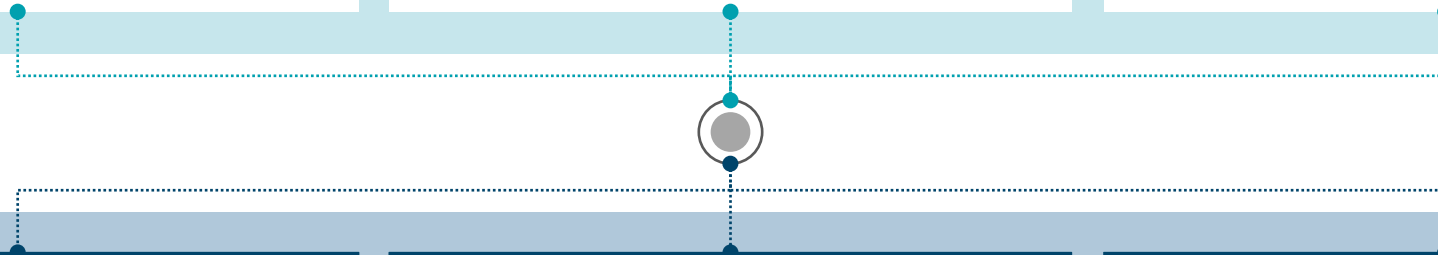
- CHG has a zero-tolerance approach to bribery and corruption with a clear anti-bribery and anti-corruption policy for all stakeholders to abide by
- CHG follows all applicable local laws and more stringent international frameworks to ensure that there are no facilitation or bribery payments made

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	4Q2022	4Q2023	% change	FY2022	FY2023	% change
Revenues	712.2	1063	49%	2614	3595	38%
Cost of sales	(474.6)	(697)	47%	(1741)	(2387)	37%
Gross profit	237.6	366	54%	873	1209	38%
<i>Gross Profit Margin</i>	33%	34%		33%	34%	
General & administrative expenses	(109)	(173)	58%	(407)	(545)	34%
Cost of acquisition activities	(1)	(2)	12%	(4)	(2)	-46%
Provisions	(12)	(8)	-32%	(22)	(18)	-22%
Other income	1	3	382%	5	7	38%
Intangible Assets Write Off	0	0		0	(14)	
Discontinued Operations	0	0		0	13	
EBIT	116	186	61%	444	649	46%
<i>EBIT Margin</i>	16%	18%		17%	18%	
Interest income	12	7	-45%	49	28	-43%
Interest expense	(15)	(18)	26%	(44)	(70)	60%
Profit before tax	113	174	55%	450	608	35%
<i>PBT Margin</i>	16%	16%		17%	17%	
Income tax	(20)	(41)	112%	(85)	(126)	48%
Deferred tax	(4)	(9)	140%	(8)	(12)	62%
Net profit after tax	90	124	39%	357	469	32%
<i>Net Profit Margin</i>	13%	12%		14%	13%	

Distributed as follows:

Shareholders of the company	79	107	36%	326	418	28%
Minority rights	11	17	59%	31	51	65%
Profit for the period	90	124	39%	357	469	32%

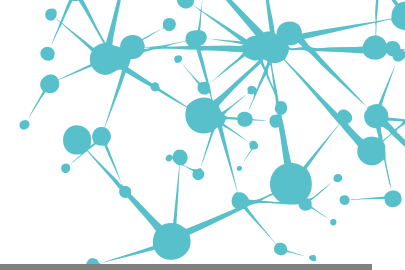
All figures in EGP mn	4Q2022	4Q2023	% change	FY2022	FY2023	% change
Net Profit	90	124	39%	357	469	32%
Other comprehensive income	0.0	0.0		0	0.0	
Total comprehensive income for the year	90	124	39%	357	469	32%

Total comprehensive income attributable to:

Owners of the company	79	107	36%	326	418	28%
Non-controlling interest	11	17	59%	31	51	65%
Total comprehensive income for the year	90	124	39%	357	469	32%



Consolidated Balance Sheet



All figures in EGP mn	31 December 2022	31 December 2023
Non-current assets		
Fixed assets	1,567.3	2,176.6
Intangible assets	423.4	407.3
Right of use	149.2	133.2
Payment under investment	4.2	-
Investment in associates	3.8	3.8
Total non-current assets	2,147.9	2,720.9
Current assets		
Inventory	108.0	292.0
Accounts receivables	486.3	648.5
Other receivables and debit balances	172.8	468.3
Due from related parties	3.2	0.5
Treasury bills	98.9	-
Cash	247.2	357.9
Total current assets	1,116.5	1,767.1
Total assets	3,264.3	4,488.0
Equity		
Share capital	800.0	722.7
Treasury Shares	(766.0)	(5.1)
Reserves	319.2	80.4
Retained earnings	1,517.4	1,435.6
Long term incentive plan	8.4	16.1
Equity attributable to the parent company	1,878.9	2,249.8
Non-controlling interest	148.4	196.5
Total equity	2,027.4	2,446.3
Non-current liabilities		
Non-current portion of borrowings	88.0	423.0
Creditors and other credit balances - non-current portion	-	-
Non-current portion of lease liability	155.5	85.9
Deferred tax liabilities	89.4	101.8
Total non-current liabilities	332.9	610.7
Current liabilities		
Provisions	25.3	20.3
Creditors and other credit balances	511.7	928.1
Current Portion of Borrowings	244.5	318.9
Current portion of lease liability	39.0	45.7
Other Liabilities	35.6	42.5
Current income tax	48.0	75.6
Total current liabilities	904.1	1,431.1
Total liabilities	1,237.0	2,041.8
Total liabilities & shareholders' equity	3,264.3	4,488.0



Consolidated Cashflow Statement



All figures in EGP mn	31 December 2022	31 December 2023
<u>Cash flow from operating activities:</u>		
Profit before tax	449.7	607.7
Adjustments for:		
Depreciation	133.1	152.4
Right of use depreciation	-	-
Amortization of intangible assets	15.9	9.0
Allowance for impairment of current assets	(42.7)	47.7
Provision	3.4	(5.0)
Capital gain/Loss	0.4	4.3
Credit / Debit Interest	2.7	28.4
Changes in current tax liability	(100.4)	(98.4)
Loss In Investments in subsidiaries	(0.4)	-
Share-based payments financial liabilities	16.5	22.3
Lease Write Off	-	(21.7)
Intangible Assets Write off	-	14.0
Operating profits before changes in assets and liabilities	478.1	760.7
<u>Changes in working capital:</u>		
Changes in Inventories	(57.0)	(184.1)
Change in trade receivables, debtors and other debit balances	(161.1)	(481.1)
Changes in Due from related parties	(2.6)	2.6
Change in trade and other payables	69.7	412.7
Employee Incentive Plan	(16.4)	-
Change in lease	8.4	10.8
Net cash flows generated from operating activities	319.0	521.6
<u>Cash flow from investment activities:</u>		
Proceeds from sale of fixed assets	2.2	2.6
Fixed assets purchased	(161.7)	(185.9)
PUC purchased	(189.6)	(582.7)
Advance payment for purchase of fixed assets	19.6	(56.6)
Fixed assets Suppliers	-	-
Payments under investment	1.5	-
Credit Interest Collected	41.0	24.9
Paid for Investment Associates	(11.2)	-
Net cash flows used in investing activities	(298.3)	(797.7)
<u>Cash flow from financing activities:</u>		
Treasury Shares	(681.2)	-
Dividends paid out	(67.9)	(64.9)
Cash Proceed from Overdraft	479.9	866.3
Cash Paid to Overdraft	(296.0)	(857.8)
Interest paid	(43.6)	(53.4)
Receipts from borrowings	88	400.9
Net cash flow from financing activities	(520.8)	291.1
Net change in cash & cash equivalents during the year	(500.1)	15.0
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	-	-
Cash & cash equivalents at the end of the year	347.4	362.4

Thank you

INVESTOR RELATIONS CONTACTS

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

SHAREHOLDER INFORMATION

EGX: CLHO.CA
Listed: June 2016
Shares Outstanding: 1.4 billion



CLEOPATRA HOSPITALS
GROUP

