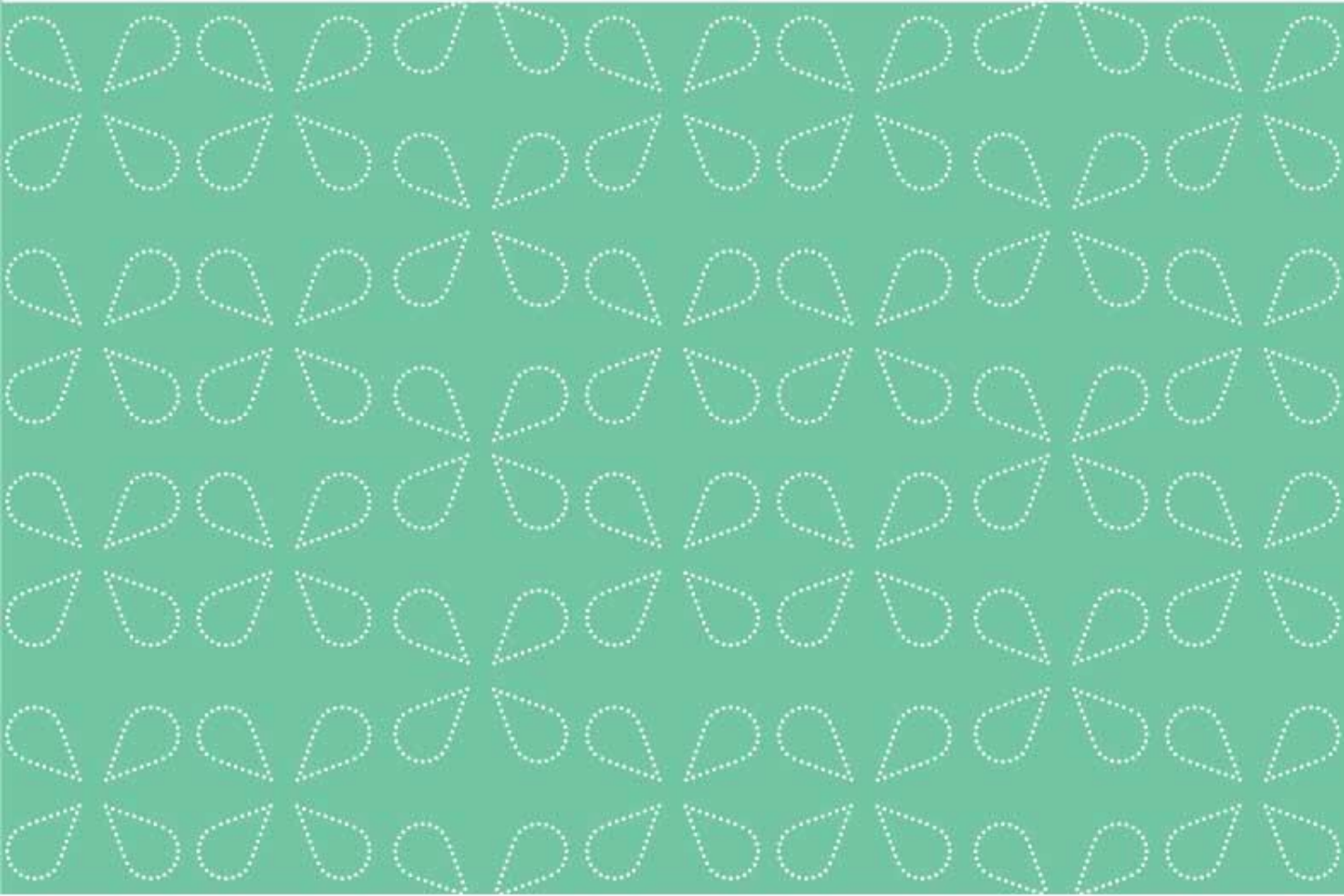




NATIONAL MEDICAL CARE CO.

## Investor Relations (IR) 2017 Q4 Report

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الشركة الوطنية للرعاية الطبية

# Disclaimer

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The material in this presentation has been prepared by CARE and is general background information about CARE activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete. Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account your particular investment objectives, financial situation or needs.

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Unless otherwise specified all information is for the quarter ended 31 Dec 17.

# Table of Contents

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## I. Background

## II. YTD 2017 CARE performance update

## III. Q & A

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# Background

# We have achieved significant milestones since inception which now includes 2 flagship hospitals – and we continue to grow



<b>2013</b> Year listed	<b>852m</b> Net Revenue*	<b>~3K</b> Total Staff	<b>593</b> Total Beds
<b>294m</b> Dividends	<b>92.7m</b> Net Profit*	<b>Number of clinics</b> RCH 88, CNH 52**	

\* Financial Year 2017

\*\* 8 New clinics for CNH  
32 New clinics for RCH



National Medical Care Co.

**2**  
Hospitals

**1**  
Polyclinic

**1**  
Mobile Unit



Care National Hospital (CNH)

1967



Riyadh Care Hospital (RCH)

1991



Family HealthCare Center (FHCC)

2015



Mobile Hospital



# Our strength comes from a high quality of our services and continuous growth

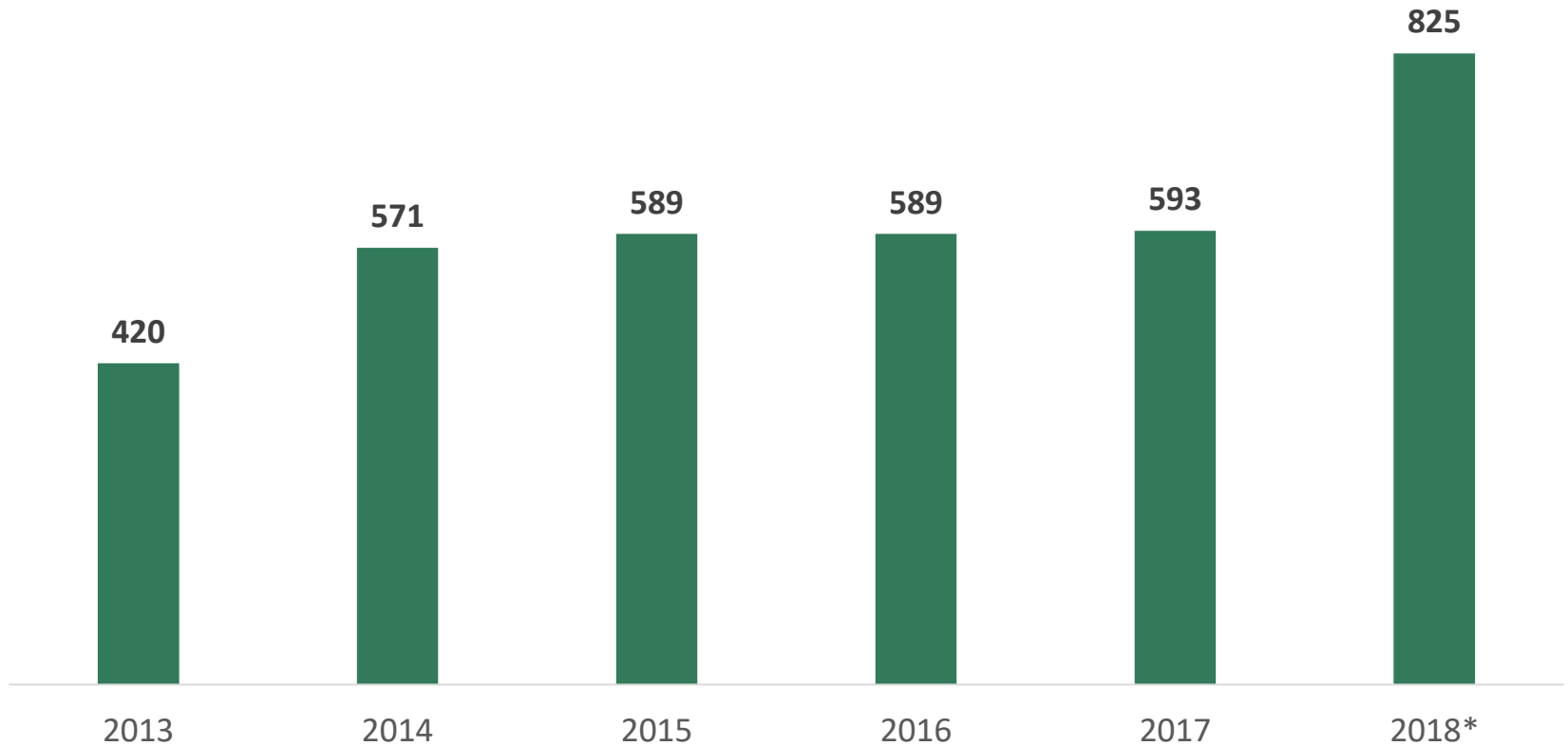
	<h2>Riyadh Care Hospital</h2> 	<h2>National Care Hospital</h2> 
<h3>Accreditations</h3>	 *  ** <b>2016-2019</b> <b>2015-2018</b>	 *  ** <b>2015-2018</b> <b>2017-2020</b>
<h3>Capacity: Today</h3> Expected 1 <sup>st</sup> Q 2018	<h2>330 Beds</h2>	<h2>325 Beds</h2>  <h2>495 Beds</h2>

\* Saudi Central Board For Accreditation of Health Care Institutions (CBAHI)

\*\* Joint Commission International (JCI) Accreditation

# Our strength comes from a high quality of our services and continuous growth

No. of beds over the years



\* Expected capacity by 1<sup>st</sup> quarter 2018.

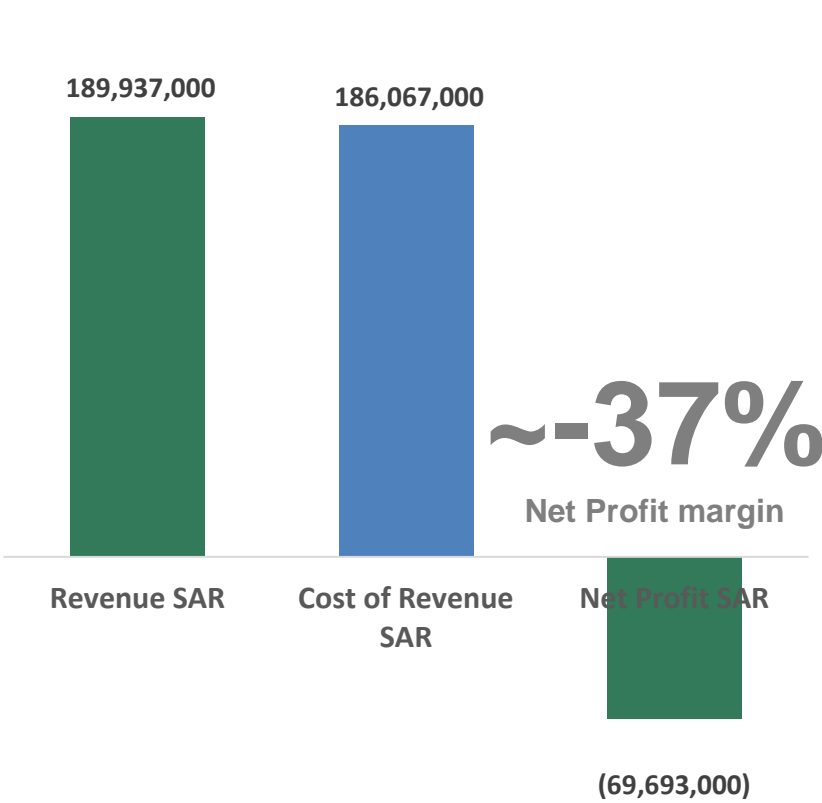
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# YTD 2017 CARE performance update

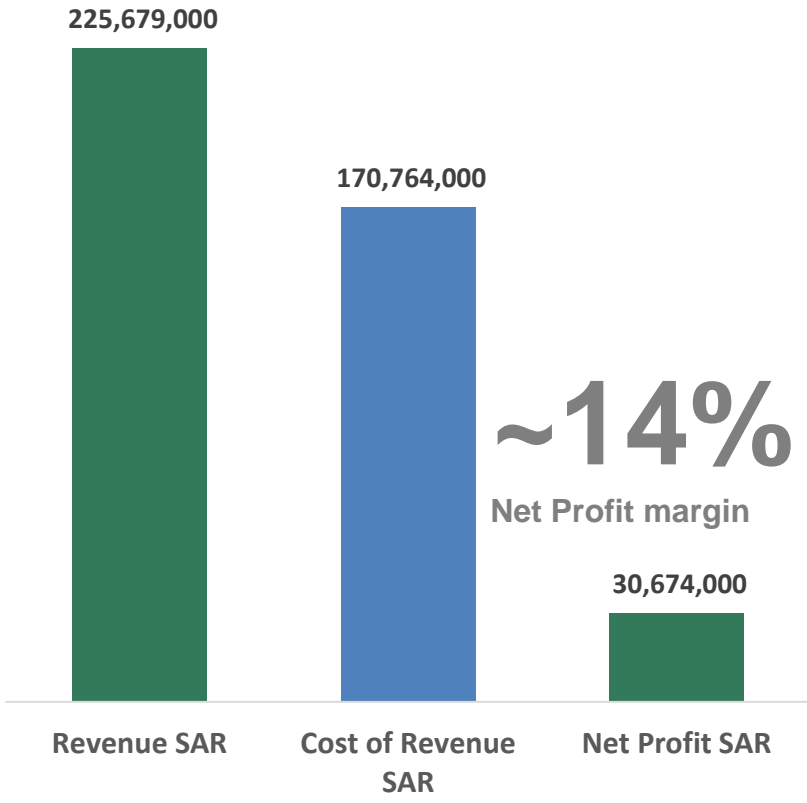


# YTD 2017 CARE performance update

Q4 2016



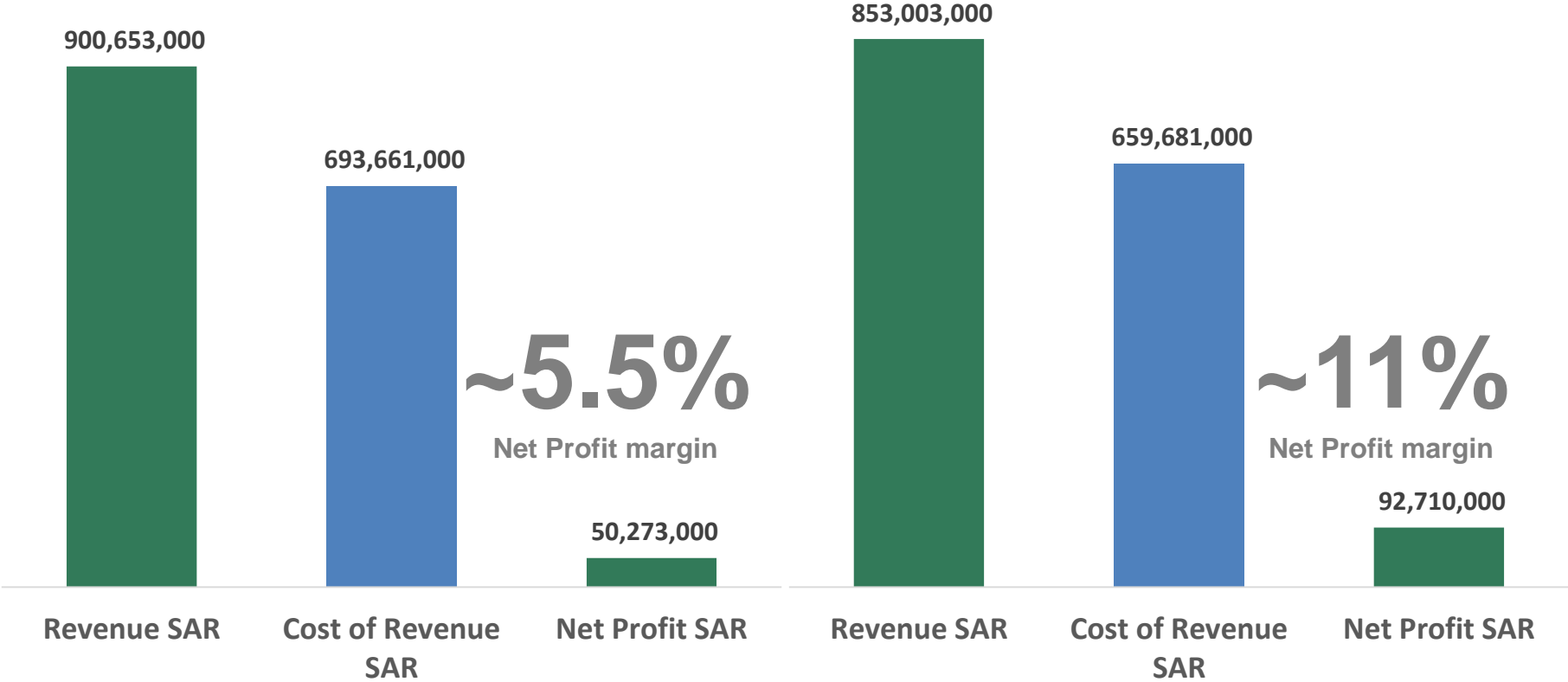
Q4 2017



# YTD 2017 CARE performance update

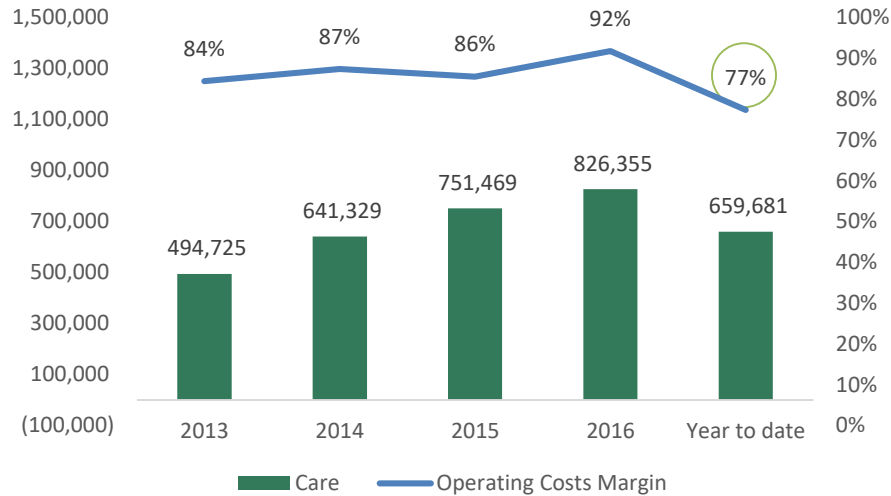
FY 2016

FY 2017

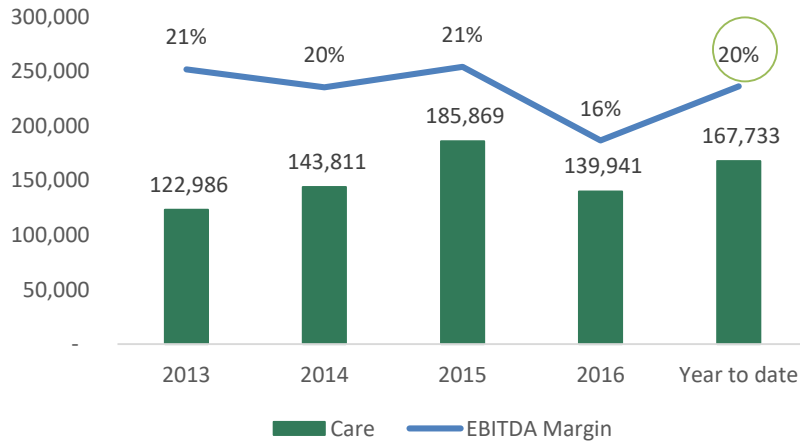


# Care over the years, Our target is improving margins

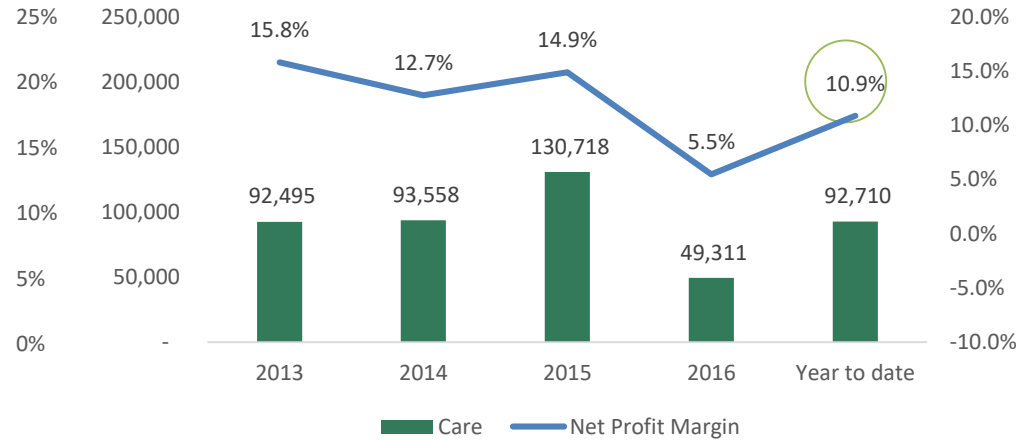
## Operating Cost



## EBITDA



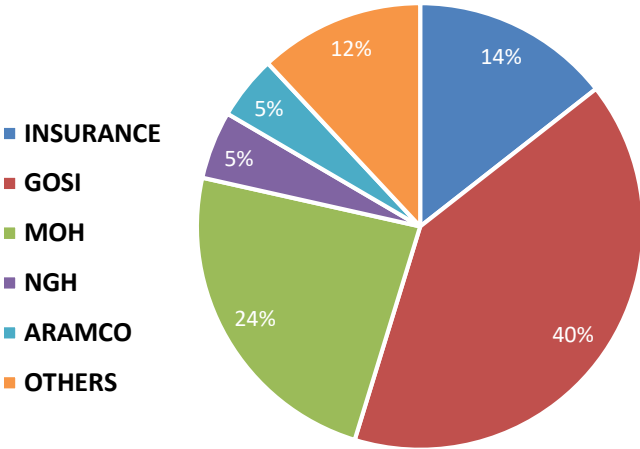
## Net Profit



# Care other related figures

Total Receivables 694,038,822

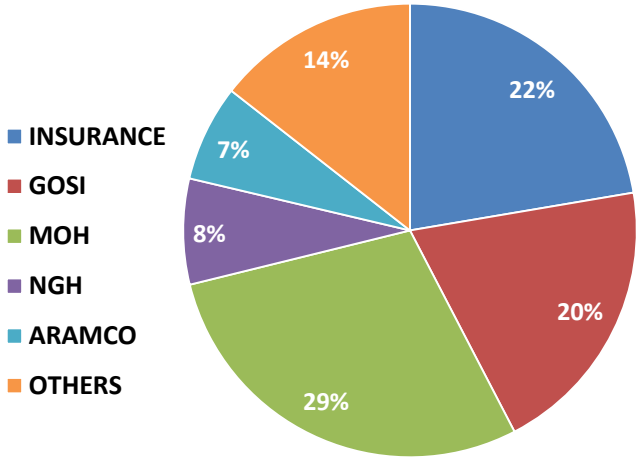
**Receivables Breakdown\***



\* As of 31/12/2017

Total Receivables 463,374,051

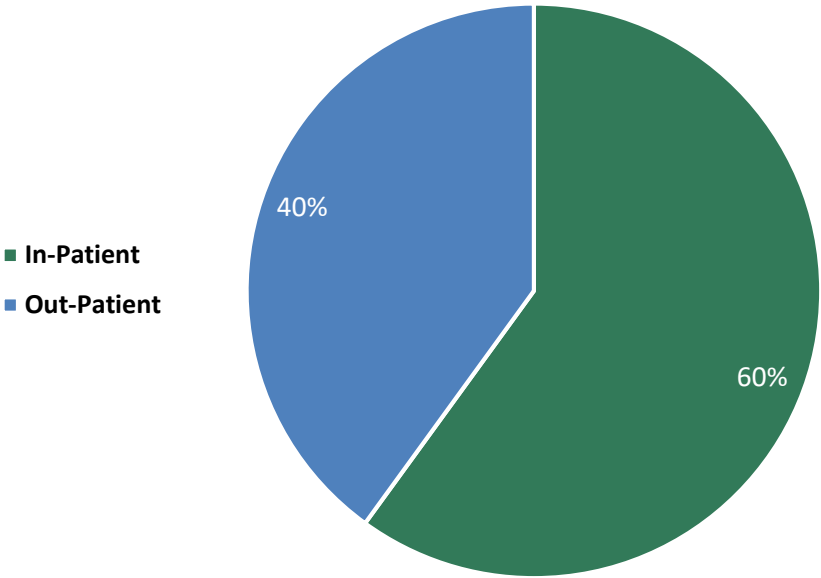
**Receivables Breakdown\*\***



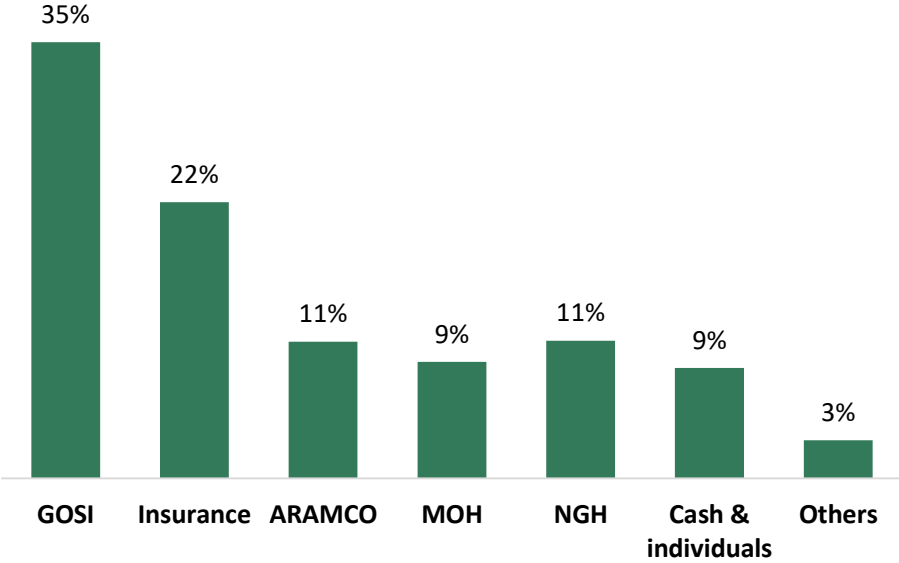
\*\* As of 31/01/2018

# Care other related figures

Revenue Per Patient Type

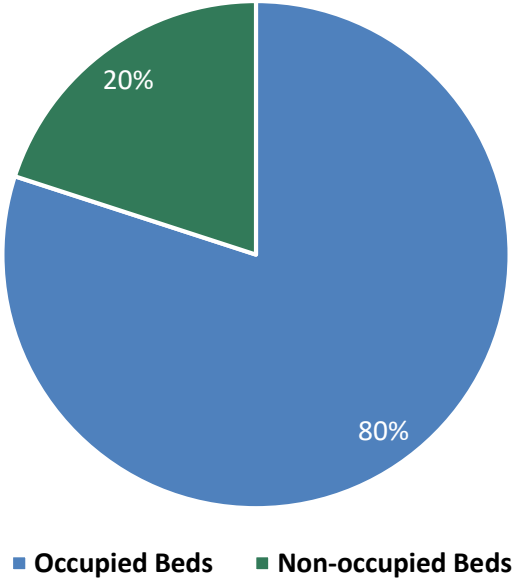


Revenue Per Client

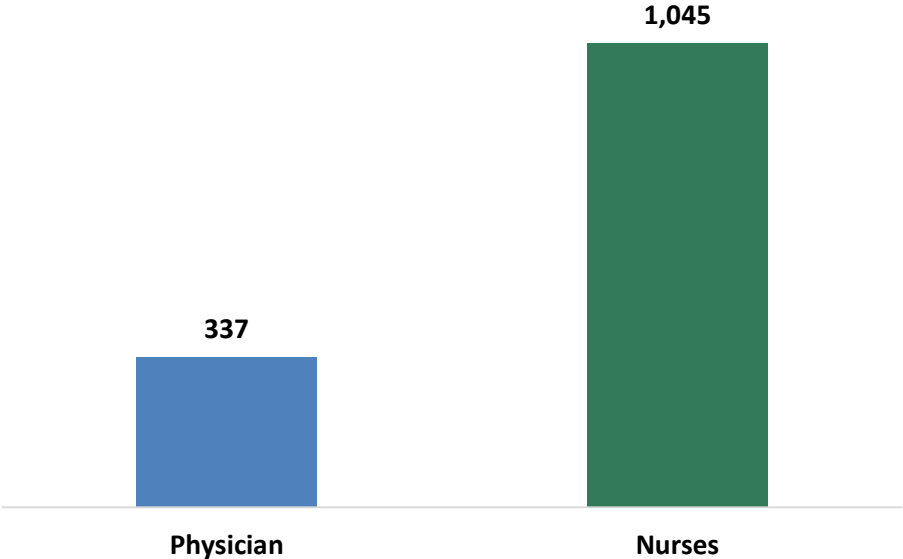


# Care other related figures

Occupancy Percentage



Head Counts





## Our plan for the future

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- Expand certain specialties and services to maximize asset usage.
- Expand higher services that traditionally have higher profitability to enhance ROA.



- Improve profitability by focusing on rationalizing costs – direct and indirect.
- Improving efficiency by enhancing utilization of certain services.



- Improve quality by automation, advanced technology/equipment.
- Improving patient experience and employee engagement.

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# Q & A

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# Investor Relations

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NATIONAL MEDICAL CARE CO.

وشكراً



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