

TIBBIYAH ANNOUNCES FULL YEAR 2024 RESULTS

- Tibbiyah reported ₪ 814.4M in revenue for FY 2024, a 0.9% increase, driven by Premma and the strategic acquisition of Al-Hammad
- Gross profit margins rose to 24.0%, up 0.43 percentage points, highlighting the company's successful cost optimization across core operations
- Net loss attributable to shareholders of ₪ 66.6 million in FY 2024, primarily due to a ₪ 93.7 million non-cash impairment charge against the goodwill at IHC
- Cash flow from operations grew by 8.7x to ₪ 105.7 million and total borrowings reduced by ₪ 24.1 million during FY 2024.
- Secured key contracts across FMS, Premma, and Genalive, reinforcing a growing project backlog and positioning the company for future revenue growth

Riyadh, Saudi Arabia, 27 March 2025: Arabian International Healthcare Holding Company ("Tibbiyah" or the "Company", 9530 on the Saudi Exchange's Nomu - Parallel Market), a leading integrated healthcare solutions provider in Saudi Arabia, announced its financial results for the full year period ended 31 December 2024 (FY 2024).

The Company reported revenue of ₪ 814.4 million, reflecting a 0.9% increase compared to the same period last year (FY 2023), due to the impact of the acquisition of Al-Hammad Medical Services Co. (Al-Hammad) and the performance in Medical Supplies Division (Premma), offsetting revenue declines in Medical Equipment Division (FMS) and Innovative Healthcare Company Holding Limited (IHC). The Company reported a net loss of ₪ 66.6 million primarily due to a ₪ 93.7 million goodwill impairment related to IHC. Tibbiyah improved its operating cash flows in FY 2024 and generated ₪ 105.7 million, 8.7x compared to the prior year.

Following the close of FY 2024, on 27 March 2025, Al-Faisaliah Group Holding Company (Faisaliah) agreed to waive the repayment of a ₪ 100 million loan to Tibbiyah. This agreement reflects Faisaliah's continued support of Tibbiyah's long-term growth strategy and enabling the Company to enhance its competitive position in Saudi Arabia's rapidly evolving healthcare sector. The Waiver is expected to deliver a significant reduction in financing costs, enhance cash flow, and strengthen the Company's financial position through improved leverage and debt-to-equity ratio.

Christophe Yvon Lala, Chief Executive Officer, stated:

"As I step into my role at Tibbiyah, my priority is to drive operational improvements and unlock Tibbiyah's full potential. While 2024 presented challenges, we have a solid core foundation and a strong portfolio."

"Our immediate focus is on optimizing core operations, accelerating the ramp-up of Genalive, and turning around IHC. With a renewed commitment to execution and efficiency, we are well-positioned to strengthen our performance and capture growth opportunities in Saudi Arabia's evolving healthcare sector."

FINANCIAL REVIEW

Revenues of ₪ 814.4 million in FY 2024 (2023: ₪ 806.9 million) represented a 0.9% increase year-on-year (YoY). The increase was driven by the acquisition of Al-Hammad in July 2024, which contributed ₪ 32.7 million followed by Premma which contributed ₪ 341.8 million, a 2.9% increase compared to the prior year. The increase in revenue offset the declines in IHC and FMS.

Gross profit of ₪ 195.3 million in FY 2024 (2023: ₪ 190.0 million) represented an increase of 2.8% YoY, with margins rising to 24.0% in 2024 (2023: 23.6%). This improvement reflects the company's strategic focus on execution and cost optimization, particularly across its core segments, FMS and Premma, while also managing the impact of inflationary pressures on raw materials and logistics.

Net loss attributable to shareholders of ₪ 66.6 million in FY 2024 (2023: net income ₪ 38.1 million), primarily driven by a ₪ 93.7 million impairment charge against the goodwill at IHC, along with a ₪ 17.6 million impairment on trade receivables. These charges were partially offset by a ₪ 24.1 million reversal of the contingent consideration related to the acquisition of IHC. Excluding these one-time, non-cash charges, the Company would have reported a net income of ₪ 20.5 million in FY 2024.

Operating cash flow of ₪ 105.7 million in FY 2024 (2023: ₪ 12.1 million) represents stronger cash collection from a government account, improved working capital and cost optimization.

Cash and cash equivalents ₪ 80.6 million at the end of FY 2024, a ₪ 1.7 million decrease compared to ₪ 82.4 million at the end of FY 2023.

Total borrowings stood at ₪ 447.4 million at the end of FY 2024, a decrease of ₪ 24.1 million compared to ₪ 471.5 million at the end of FY 2023. The decrease was driven by the repayment of a ₪24.1 million from loans during FY 2024.

SEGMENT REVIEW

FMS (Medical Equipment) saw its FY 2024 revenues decline to ₪ 364.8 million, a 3.5% decline compared to the prior year, which included a large one-time government order. During 2024, FMS focused on optimizing its costs and was able to offset the decline in revenue, resulting in FY 2024 gross profits of ₪ 99.6 million, up 4.6% compared to the prior year. As a result, FMS' gross margin for FY 2024 increased 2.5 percentage points to 27.3%, compared to the prior year.

FMS has strategically focused on expanding its presence in the private sector, which contributed to approximately 30% of FY 2024 revenues. FMS is transitioning to a distribution model for its partnership with Philips Patient Monitoring, allowing it to capture a larger share of the value chain as part of its JV with Philips Healthcare SA. Additionally, FMS has secured a number of contracts, including cardiac monitoring projects in partnership with Philips and a Ministry of Health project to equip specialized isolation rooms across the Kingdom. These contracts, along with an increased focus on the private sector, strategically position FMS for stronger performance in 2025.

Premma Health (Medical Supplies) saw its FY 2024 revenues increase to ₪ 341.8 million, up 2.9% compared to the prior year. Premma is successfully executing its optimization strategy and

improved its revenue mix to increase its gross profits by 7.8% to ₪ 65.2 million, improving gross margin by 0.9 percentage points to 19.1% in FY 2024.

During the year, Premma secured a three-year, ₪ 187.6 million contract with Cardinal Health to provide nutrition for in-patient formula food. Premma also progressed onboarding of new Chinese vendors and successfully registered key products through the National Unified Procurement Company (NUPCO) towards the end of 2024. Premma has also increased its participation in the private segment and is targeting a larger revenue contribution from it going forward. These strategic moves not only broaden Premma's portfolio but also strengthen its competitive position in the market.

IHC (Bariatric & Cosmetic Surgery) saw its FY 2024 revenues decline to ₪ 75.1 million, a 22.3% decline compared to the prior year as the business faces operational challenges and shifting patient preferences from Bariatric surgery to Drug alternatives like Ozempic and Wegovy. Management is prioritizing efforts and has established a steering committee to focus on stabilizing operations and addressing competitive pressures through strategic hires, targeted marketing initiatives, and an optimization of service offerings to address gaps in performance while addressing market changes. Additionally, the opening of a new branch in North Riyadh marks a significant geographical expansion, positioning IHC for a stronger presence and enhanced offering. These efforts are aimed at driving sustainable growth and restoring the business to profitability.

In the acquisition agreement of IHC, Tibbiyah implemented predefined financial safeguards to protect against potential performance shortfalls. Due to operational challenges, these targets were not achieved, activating the safeguards leading to changes in the fair value of contingent consideration. As a result, Tibbiyah recognized a ₪ 93.7 million goodwill impairment, partially offset by a ₪ 24.1 million reversal of the contingent consideration related to the IHC performance gaps in FY 2024.

Al-Hammad (Consumable Supplies) was successfully acquired in July 2024, contributing ₪32.7 million to Tibbiyah's FY 2024 consolidated revenue. The acquisition also delivered a gross profit of ₪ 7.5 million, achieving a 22.9% margin and positively impacting Tibbiyah's overall margin. Management is prioritizing the full integration of Al-Hammad with Premma while streamlining operational workflows to enhance efficiency and unlock synergies across both FMS and Premma.

Genalive JV (Genomic & Testing Laboratory) which began operations in December 2023, reported ₪ 12.3 million in revenue, compared to the prior year (2023: ₪ 0.7 million). Genalive secured NUPCO tenders in 2024, which concluded with a ₪ 493.4 million award announced on 13 March 2025. The tender comprises of tests that will serve nearly 1 million patients across Saudi Arabia and will be distributed to approximately 83 governmental, military, and university hospitals. Genalive is currently ramping up its sales efforts focused on demand generation and strengthening its market presence to drive growth. The business is actively participating in

additional government tenders, scaling its B2B segment, and growing its testing services. With strong management oversight and a clear strategic direction, Genalive is on course to achieve profitability in 2025.

PROGRESS ON STRATEGIC INITIATIVES:

Nephroplus (Renal Care Services) a 49:51 JV with Nephrocare Health Services Private Ltd, an India-based dialysis clinic network, is advancing through regulatory approvals and legal processes. This JV is a key part of Tibbiyah's strategy to diversify its portfolio by entering the high-growth dialysis care segment in the Kingdom and supporting the company's long-term growth objectives.

STRATEGY AND OUTLOOK

In 2025, Tibbiyah is focusing on two priorities: 1) Optimizing its core businesses, FMS and Premma, to better enable them to execute on their backlog, increase private market participation and win government contracts; and, 2) ramp up its portfolio of strategic investment and profitably grow IHC, Genalive and Nephroplus.

Throughout 2024, FMS and Premma have built a strong backlog of orders. These orders are expected to be executed in 2025 and support growth. Additionally, both divisions are actively expanding their presence in the private market to enhance margins and drive sustainable growth.

Al-Hammad is expected to fully integrate with Premma operationally and expand its offering to drive further growth through synergies.

IHC has a dedicated steering committee focused on turning the business around towards profitable growth with a focus on improving its staffing and sales process.

Genalive is picking up momentum with the NUPCO tender awarded by deploying a sales team to drive demand generation. Additionally, Genalive has further opportunities in securing government contracts to achieve profitability in 2025.

Tibbiyah's future prospects are strong, driven by Saudi Arabia's evolving demographics and the resulting rise in demand for healthcare services. Additionally, Saudi Vision 2030's initiatives to enhance health infrastructure to global standards and increase private sector participation in healthcare create significant opportunities for growth.

Summary Financials (for the period ended 31 December 2024)

BALANCE SHEET (AED million)	FY24	FY23
Current Assets	1,171.3	1,115.3
Non-Current Assets	179.6	286.1
Total Assets	1,350.9	1,401.4
Current Liabilities	817.8	716.7
Non-Current Liabilities	240.4	325.2
Total Liabilities	1,058.2	1,042.0
Total Equity	292.7	359.4
Total Liabilities and Shareholder Equity	1,350.9	1,401.4

INCOME STATEMENT (AED million)	FY24	FY23
Revenue	814.4	806.9
Cost of revenue	619.1	616.9
Gross Profit	195.3	190.0
Selling and marketing expenses	85.7	78.1
General and administrative expenses	62.8	58.7
Impairment of goodwill	93.7	17.2
Impairment loss on trade receivable and contract assets	17.6	6.5
Other income, net	18.2	17.2
Other expense	6.1	4.6
Share of loss of joint venture	(5.8)	(2.0)
Bargain purchase gain	10.0	0.0
Operating (Loss) / Profit	(48.1)	40.1
Finance charges	42.0	36.6
Finance income	4.9	5.1
Change in fair value in contingent consideration	24.1	45.3
(Loss) / Profit Before Zakat	(61.1)	53.9
Zakat	9.6	11.6
(Loss) / Profit for the year	(70.7)	42.3
Non-controlling interests	4.1	(4.3)
(Loss) / Profit for The Period	(66.6)	38.1
(Loss) / profit per share	(3.37)	1.92

CASH FLOW STATEMENT (AED million)	FY24	FY23
Net cash from (used in) operating activities	105.7	12.1
Net cash from (used in) investing activities	(36.6)	(24.5)
Net cash from (used in) financing activities	(70.9)	11.2
Cash and cash equivalents at the beginning of the period	82.4	83.6
Cash and cash equivalents at the end of the period	80.6	82.4

-Ends-

ABOUT TIBBIYAH

TIBBIYAH is a diversified healthcare holding Company founded in 2013 by Al Faisaliah Group to bring all its subsidiaries working in the healthcare sector under one umbrella. With 50 years of leadership supporting Saudi healthcare service providers improve the lives of Saudi Arabia's population, TIBBIYAH continues to build on its enviable track-record of providing state-of-the-art fully integrated healthcare solutions and turnkey projects, including mega healthcare developments in Saudi Arabia.

TIBBIYAH has three business divisions: Core business including 100% owned Al Faisaliah Medical Systems Company (FMS), International Healthcare Supplies Company (Premma) and Al-Hammad Medical Services Co. (Al-Hammad); Philips Healthcare Saudi Arabia Company, a 50:50 joint venture with Philips; and its Health-tech vertical, including 51% owned IHC Medical Center and Genalive, a 50:50 JV with BGI Almanahil Health for Medical Services (BGI).

For more information, please visit us on: <https://www.tibbiyah.com/>