



SHIFA INTERNATIONAL HOSPITALS LIMITED

INVESTORS' BRIEF

DATE: NOV 25, 2024



Strategic Priorities FY 2024 - 2029

	Build for Growth	Building a High Reliability Organization	Delivering Value-Based Healthcare	Digital Innovation	Addressing Community Health Disparities
	Build a scalable infrastructure primed for growth, ensuring adaptability and efficiency	Constantly enhancing individuals, performance, and service delivery to achieve the status of a High Reliability Organization (HRO)	Deliver high quality care efficiently, prioritizing patient outcomes, cost-effectiveness and continuous improvement	To integrate digital technology as the fundamental framework for developing hospital services	To implement focused services, programs, and infrastructure that address community needs and health disparities
	Key Results:	Key Results:	Key Results:	Key Results:	Key Results:
	<ol style="list-style-type: none"> Expansion of Network and Growth Strategic Acquisitions and Divestments Operational Integration and Alignment Optimization of Financial Operations Brand Growth 	<ol style="list-style-type: none"> Strengthen Organizational Culture by Aligning with Core Values Strengthen Leadership and Management Practices Revamp the Recruitment, Continuous Evaluations and Ongoing Education Processes Achieve JCI Enterprise Accreditation Status Ensure Compliance with Healthcare Regulations and Prioritize Patient Safety Streamline the hospital's supply chain and purchasing processes 	<ol style="list-style-type: none"> Improve Patient Satisfaction Achieve Recognition as a Center of Excellence in 3 Specialties Streamline Patient Flow Enhance Costing Accuracy and Transparency 	<ol style="list-style-type: none"> Leverage Digital Technology as the Foundation for Designing Services Enhance the Organization's Data Maturity, Cybersecurity and IT Infrastructure 	<ol style="list-style-type: none"> Provide Value Added Services Beyond the Pill Enhance Healthcare Access and Equity Implement Holistic Health & Wellness Programs for SIHL Employees and Families

Principal Activities, Development & Performance 2023-24

01

Relocation of
Gastroenterology
Clinic

02

Web-based
Appointment &
Registration

03

Cost-Optimization
Initiatives

Principal Activities, Development & Performance 2023-24

04

A Newly Introduced Pleural Clinic

05

Enhanced Patient Care by addition of new consultants across various specialties

06

Health Awareness Sessions / Activities to enhance outreach



Expansions During the FY 2023-24



Expansions During the FY 2023-24



Endoscopy Recovery
& Procedure Area
Expansion :

(from 6 to 14 beds)



Revamped Minor
OT for
Ophthalmology
Clinic



Fluoroscopy Modality
Upgrade :

Enhances;

- Diagnostic accuracy
- Operational efficiency
- Patient safety



B-3 ICU
Expansion:

Existing B-3 wing will
be expanded to create
a larger ICU with 23
beds, including two
isolation rooms

Energy Conservation, Environment Protection & Corporate Environmental Impact

01

Acting Local, Thinking Global



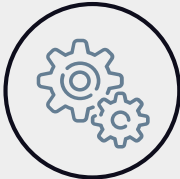
02

Managing Hazardous Materials & Waste



03

Optimizing Energy Use



04

Ongoing Environmental Monitoring & Compliance





Financial Performance

Unconsolidated Statement of Financial Position

As at June 30, 2024

(Rs in Million)

	FY 2023-24	FY 2022-23
Property, plant and equipment	6,838	7,018
Intangible assets	41	42
Investment property - at cost	720	748
Long term investments - at cost	5,061	4,714
Long term deposits	114	92
Current assets	5,513	5,849
Total Assets	18,287	18,463
Equity	11,916	10,820
Non current liabilities	1,496	1,751
Current liabilities	4,875	5,892
Total Equity and Liabilities	18,287	18,463

Unconsolidated Statement of Profit or Loss

For the year ended June 30, 2024

(Rs in Million)

	FY 2023-24	FY 2022-23
Revenue - Net	23,564	19,721
Other income	190	617
Operating costs	(20,945)	(17,872)
Finance costs	(441)	(463)
Expected credit losses	(112)	(57)
Profit before levies and income tax	2,256	1,946
Levies	(7)	(9)
Profit before income tax	2,249	1,937
Income tax expense	(887)	(756)
Profit for the year	1,362	1,181
Earnings per share - Basic and Diluted- Rupees	21.55	18.69

Performance Highlights

(Rs in Million)

FY 2023-24

Revenue : 23,564

Total Assets : 18,287

Shareholder's Equity : 11,916

FY 2022-23

Revenue : 19,721

Total Assets : 18,463

Shareholder's Equity : 10,820

FY 2021-22

Revenue : 16,198

Total Assets : 17,212

Shareholder's Equity : 9,650

FY 2020-21

Revenue : 14,220

Total Assets : 16,693

Shareholder's Equity : 8,489

FY 2019-20

Revenue : 12,152

Total Assets : 15,259

Shareholder's Equity : 7,768

FY 2018-19

Revenue : 11,754

Total Assets : 11,938

Shareholder's Equity : 5,647

Performance Highlights

FY 2023-24

EPS (Rs.) 21.55

Current Ratio 1.1

Debt Equity Ratio 14:86

FY 2022-23

EPS (Rs.) 18.69

Current Ratio 1.0

Debt Equity Ratio 19:81

FY 2021-22

EPS (Rs.) 18.39

Current Ratio 1.1

Debt Equity Ratio 27:73

FY 2020-21

EPS (Rs.) 11.07

Current Ratio 1.2

Debt Equity Ratio 35:65

FY 2019-20

EPS (Rs.) 8.18

Current Ratio 1.3

Debt Equity Ratio 34:66

FY 2018-19

EPS (Rs.) 14.25

Current Ratio 0.8

Debt Equity Ratio 31:69

Condensed Interim Unconsolidated Statement of Profit or Loss For the three months period ended Sep 30, 2024



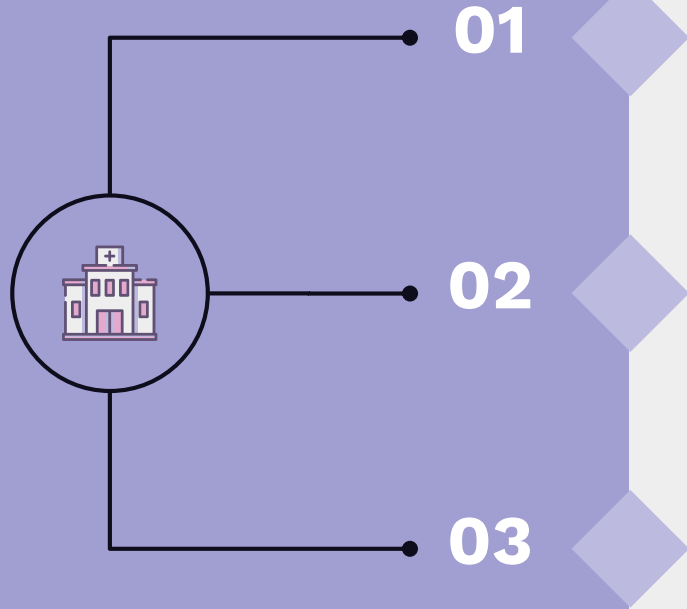
(Rs in Million)

	Sep 30, 2024	Sep 30, 2023
Net Revenue	7,061	5,941
Other income	45	55
Operating costs	(5,951)	(5,233)
Finance costs	(99)	(114)
Expected Credit Losses	(20)	(16)
Profit before levies and taxation	1,036	633
Income tax expense	(407)	(240)
Profit for the period	629	393
Earnings per share - basic and diluted (Rupees)	9.95	6.23

FUTURE PLANS, OUTLOOK AND POSSIBLE HURDLES



Plans for the Next Financial Year



Clinical Expansions

Expansion of services with the help of eShifa



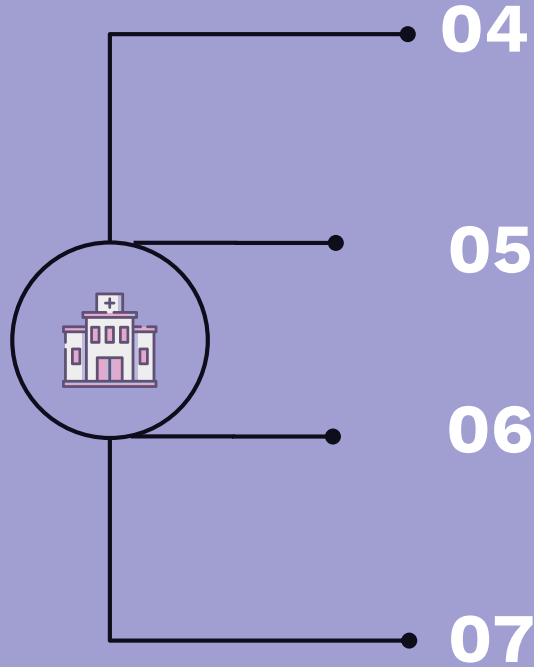
Expansion of In-patient facilities

At Dar-ul-Shifa



Renovation of OPD Areas

Future Plans, Outlook and Possible Hurdles



Digitalization

Advancing our digital infrastructure that will improve efficiency & patient experience



Optimizing Inventory Management

We will ensure our resources are utilized effectively



Current Economic & Political Instability

We are focusing proactively on the suitable strategies to mitigate political disruptions.



Strategic Priorities

Focus on strategic priorities



Updates of Subsidiary / Associated Companies

**Shifa National Hospital Faisalabad (Pvt.) Limited
(SNHF)
(61% owned by SIHL)**

**Shifa Medical Center Islamabad (Pvt.) Limited
(SMCI)
(56% owned by SIHL)**

**SIHT (Pvt.) Limited
(SIHT)
(31.3% owned by SIHL)**

**Shifa Neuro Sciences Institute Islamabad (Pvt.)
Limited (SNSI)
(100% owned Subsidiary)**

