



Medicare Group Q.P.S.C.

Investor Presentation

المستشفى الأهلي
AL-AHLI HOSPITAL



Ahmed Bin Ali Street, Wadi Al Sail / Tel. : 44898804 - 44898805
Fax : 44898803 / C.R. No.18895 / P.O.Box : 6401 Doha - Qatar

شارع أحمد بن علي - وادي السيل / هاتف : ٤٤٨٩٨٨٠٤ - ٤٤٨٩٨٨٠٥
فاكس ٤٤٨٩٨٨٠٣ / سجل تجاري ١٨٨٩٥ / ص.ب : ٦٤٠١ الدوحة - قطر

Info@medicareqatar.com / www.medicareqatar.com



Message from our CEO



Al-Ahli Hospital is proud to provide outstanding healthcare services to Guests and families from a global community. Our goal is to give every Guest the best outcome and experience. Diversity, inclusion and cultural competence are critical to our mission. As we are committed to increasing the health awareness among the community. We believe that "love is the secret ". We provide a welcoming environment to our guests and caregivers, we strive to meet the needs of our guests, their families, and our team, and we encompass all the aspects of diversity at Al-Ahli that is a necessary component of our world-class care.



Message from our CEO

I am often asked what sets Al-Ahli Hospital apart, the answer is complex, involving our journey within these 11 years, our teamwork and our long-standing commitment to excellence. But put simply, we feel our people and their approach to guest care distinguish us - Al-Ahli Hospital.

I have been privileged to serve this wonderful organization since 2013, but before I worked here, one of my previous colleagues told me all I needed to know about Al-Ahli Hospital mission and its team.

Devotion, love, and compassion are the keys to our success. I believe all Al-Ahli Hospital family members feel this way and it shows. You will find that our team takes the time to listen and thoroughly understand your health issues and concerns. We are committed to providing the best care for each guest every day. We will continue to strengthen our commitment to diversity in the coming years. We have much to celebrate and many challenges as well. We look forward to your continuing support in our endeavors.





Who we are

Medicare Group Q.S.C. (MCGS) is a Qatari Joint Stock Company listed in Qatar Stock Exchange, and was founded in late 1996. MCGS is specialized in establishing special hospitals and outpatient clinics providing healthcare and treatment services. MCGS undertakes to establish medical and healthcare projects and companies in general, including inter alia, Hemya (Healthy nutrition-specialized company), Re'aya (Home nursing services), Enaya (Physical therapy services) and Al-Ahli Hospital with a satellite clinic and urgent care unit in Al Wakra.





Our History



In 1989, ten Qatar businessmen made out a primary outline of the Medicare Group that comprised the previously-established Pediatrics, Obstetrics and Gynecology Private Hospital that had an initial total capacity of 100 beds. One year later, that is in 1990, with the support of His Highness Sheikh Khalifa bin Hamad Al Thani, the shareholders were granted several hectares in Ahmed bin Ali Street (the present location) by the Qatari government to establish a new healthcare facility. On 17th of December 1995, an Emiri Decree was issued by the Office of His Highness Sheikh Hamad bin Khalifa Al Thani, the father Emir of the State of Qatar, announcing the establishment of Al-Ahli Hospital (which is called now the Medicare Group Q.S.C. (MCGS)) as a public shareholding company.



Our History

Under the auspices of His Highness the Emir of the State of Qatar, the healthcare project has attracted more shareholders to the project. This resulted in the increase of the project founders from 10 to 100. A founding committee headed by Mr. Abdul Rahman Eisa Al-Manaai was formed by election in 1996.

The founding committee reconsidered the project plan and finally decided to build a 250-bed multi-specialty hospital that would provide five-star healthcare services in a comfy environment that bring guests a luxurious hotel-like experience.

With the election of the new board of directors (chaired by H.E. Sheikh Thani bin Abdullah Al Thani) in 2001, the loan received for the hospital foundation was converted to an Islamic financing institution to agree with the Islamic Sharia and Articles of Association. Therefore, the loan was repaid in full through increasing the capital. In 2006, the hospital has become to be fully possessed by the investors therein. The hospital equipment with the latest medical devices has been completed in 1st of January 2004. It has opened officially for the public in November 2004.



Our Vision

To provide the best medical and healthcare services with the highest standards and to actively pursue the development of the quality of services provided to keep up with the highest world standards.

To strive for excellence in safety, quality and service of the different age groups in society, including citizens, residents and visitors.





Our Policy

Flexibility in decision making based on listening to others and revising and discussing information prior to making any decision, since a good decision always stems from an idea that is well analyzed, investigated as to the relevant pros and cons and adopted to achieve the objectives and to serve the public interest.

Compliance with the highest world standards of medical and healthcare services and ensuring the provision of services in the manner deserved by all human beings.

Care for the clients and their comfort without giving priority to the financial aspect as there is a natural direct relationship between sincerity at work and provision of high quality services and great financial returns.





Our Ambition

Opening as many branches of Al-Ahli Hospital as possible all over the State of Qatar with the highest healthcare standards.





Our Social Responsibility

MCGS has developed plans for the organization of health and safety campaigns to raise the public awareness of public health, personal safety, healthy lifestyle and elimination of diseases.





Our Board of Directors

- Sheikh Abdullah Bin Thani Bin Abdulla Al-Thani – Chairman of the Board
- Sheikh Mohammed Bin Thani Bin Abdulla Al-Thani – Vice Chairman of the Board
- Sheikh Dr. Khalid Bin Thani Bin Abdulla Al-Thani – Member of the Board
- Sheikh Turki Bin Khalid Bin Thani Al-Thani – Member of the Board
- Sheikh Abdulla Bin Khalid Bin Thani Al-Thani – Member of the Board
- Mr. Abdul Basit Ahmed Al-Shibi – Managing Director & Member of the Board
- Mr. Ali Ibrahim Al-Abdulghani – Member of the Board (Independent)
- Mr. Jamal Abdullah Al-Jamal – Member of the Board (Independent)
- Mr. Walid Ahmed Ibrahim Al-Saadi – Member of the Board (Independent)



Our Accreditation



Al-Ahli Hospital utilizes the standards of the Australian Council on Healthcare Standards as the framework for safety and quality. The Hospital has undergone International Hospital Accreditation under the Australian Council on Healthcare Standards International (ACHSI) since 2014. The Hospital is now in the second cycle of accreditation using the ACHSI EQuIP6 Standards. ACHSI Standards are globally recognized as one of the top three healthcare accreditation programs and the standards are endorsed by the International Society for Safety and Quality in Healthcare (ISQua). ACHSI accreditation is recognized by the Ministry of Public Health in Qatar as one of the top accreditation programs internationally.

In April 2018 Al-Ahli Hospital underwent an on-site Organization-wide Survey by the Australian Council on Healthcare Standards against the EQuIP6 Standards. The outcome of this evaluation resulted in full four-year accreditation.



Our Accreditation



Al-Ahli Hospital was evaluated against 46 different evidence-based criteria, each criterion focused on a different element of patient safety including:

- Medication safety
- Infection control
- Systematic Quality Improvement
- Integrated, organization-wide risk management
(In line with AS/NZS ISO 31000:2010 Risk Management – Principles and Guidelines)
- Incident and near miss reporting system
- Governance of safety systems (In line with the Australian Commission on Safety and Quality in Healthcare – Governance for Safety and Quality in Health Service Organizations)
- Evaluation of clinical outcomes



Our Accreditation



Al-Ahli Hospital was approved for the award of 4 years full accreditation until May 2022.

Al-Ahli Hospital has undertaken evaluation by the World Health Organization (WHO) under their evidence-based model - Patient Safety Friendly Hospital Standards.

An assessment by a joint Supreme Council of Health (Predecessor of the current Ministry of Public Health) and WHO team concluded that Al-Ahli Hospital achieved 100% of the Mandatory Critical Standards and over 90% of the core standards following their on-site evaluation. To put this in perspective, level 3 is the second highest level attainable and the best result achieved by any hospital in Qatar to date.



Our Accreditation



Apart from peer reviewed accreditation programs Al-Ahli Hospital is part of a National collaboration to benchmark 26 patient safety clinical indicators across the health system in Qatar. This benchmarking exercise has been in place for over 3 years now and Al-Ahli Hospital consistently achieves good results.

Al-Ahli Hospital utilizes a range of clinical pathways and care guidelines including those supported by the learned colleges and the Ministry of Public Health in Qatar. The hospital and some of its senior medical personnel have contributed to the development of some of the National Standards on Qatar.

The above examples demonstrate that Al-Ahli Hospital is committed to improving standards and that patient safety, quality and clinical risk management is at the core of its being.



Financial Highlights – Q3 (2019-2018)

Amounts in Millions

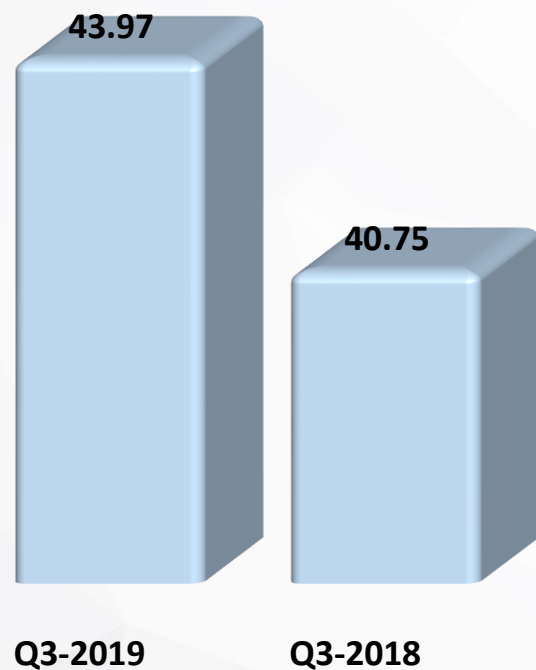
	Q3-2019	Q3-2018
Income		
Operating income	356.11	357.48
Other Income	8.08	6.93
Total Income	364.19	364.41
Expenses		
Operating costs	(218.33)	(217.09)
General and administrative expenses	(101.89)	(106.57)
Total Expenses	(320.22)	(323.66)
Net profit for the period	43.97	40.75

Increase in Profit by 7.89% when net operating income falls by 0.38% in comparison with the same period of 2018.

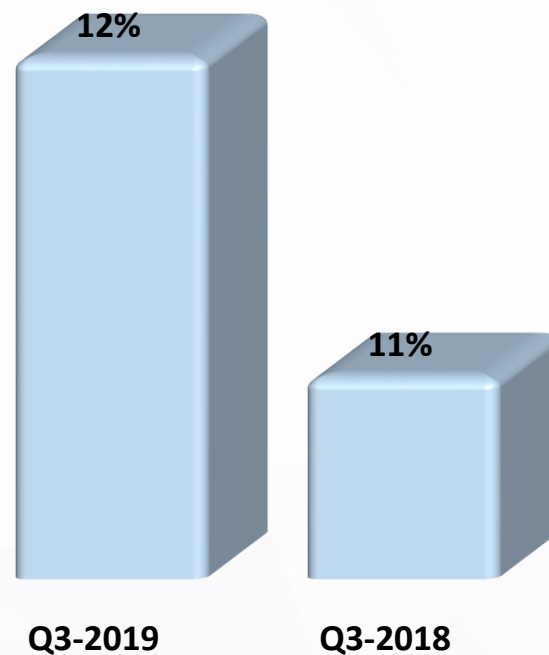


Financial Highlights – Q3 (2019-2018)

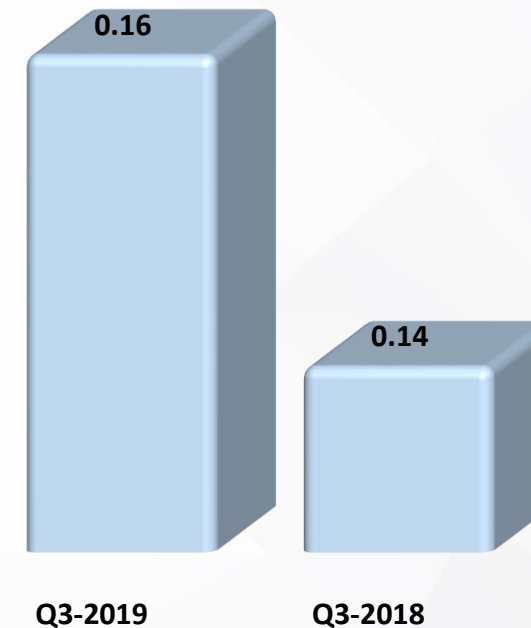
Net Profit
صافي الربح



Net Profit Margin
معدل صافي الربح



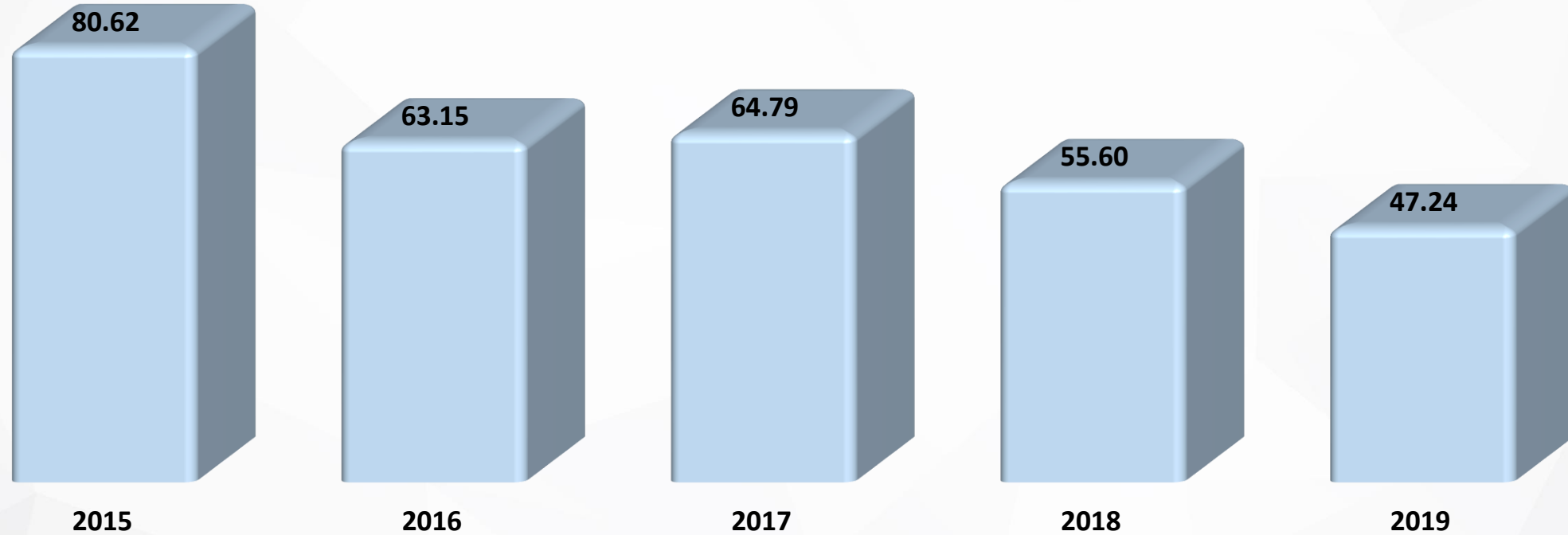
Earnings Per Share
العائد على السهم





Financial Highlights – Q3 (2019-2018)

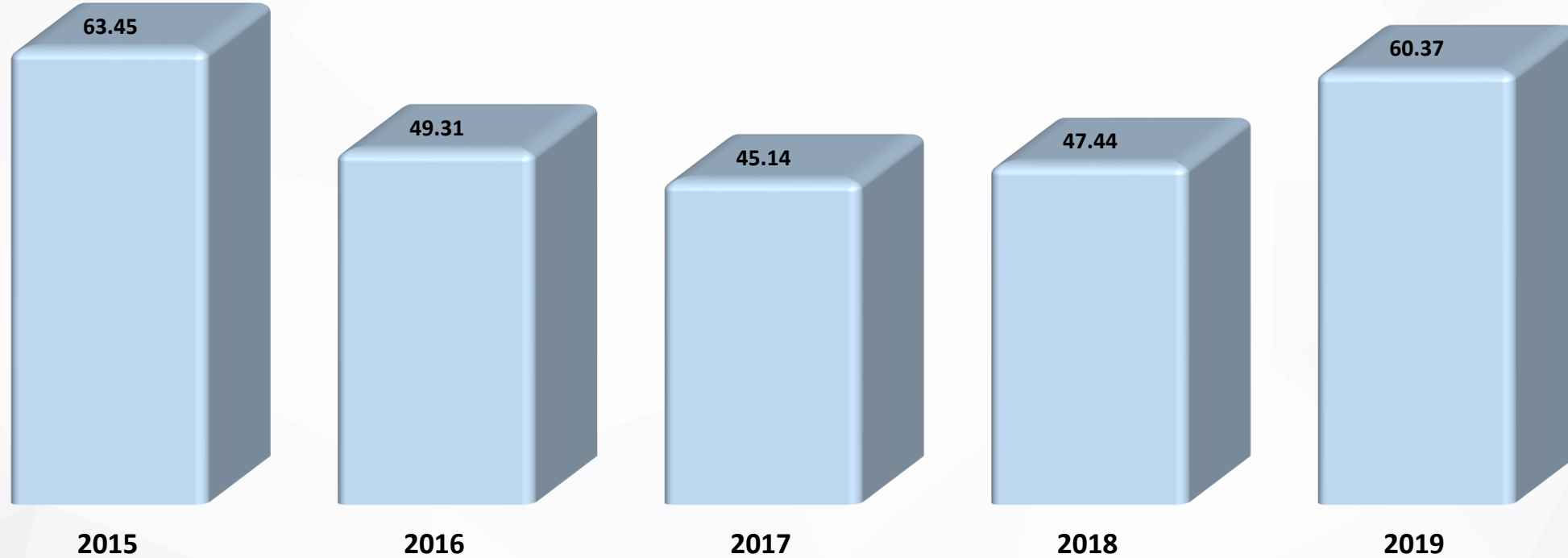
Cash and Bank Balances Trend Q3 - (2015-2019)
الاتجاه العام لرصيد النقدية والبنوك للربع الثاني خلال الفترة (2018-2013)





Financial Highlights – Q3 (2019-2018)

Investment in Equity Shares Trend Q3 - (2015-2019)
الاتجاه العام للاستثمار في الاسهم للربع الثاني خلال الفترة (2018-2013)

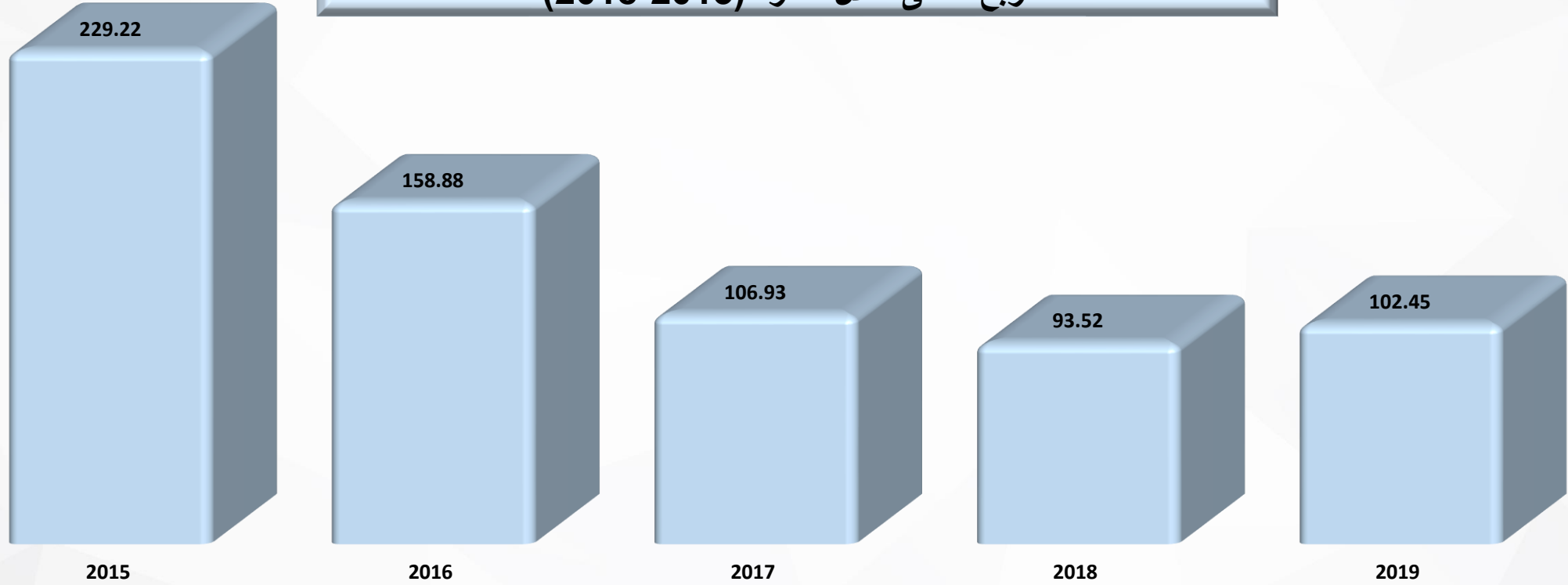




Financial Highlights – Q3 (2019-2018)

Accounts Receivables & Prepayments Trend Q3 - (2015-2019)

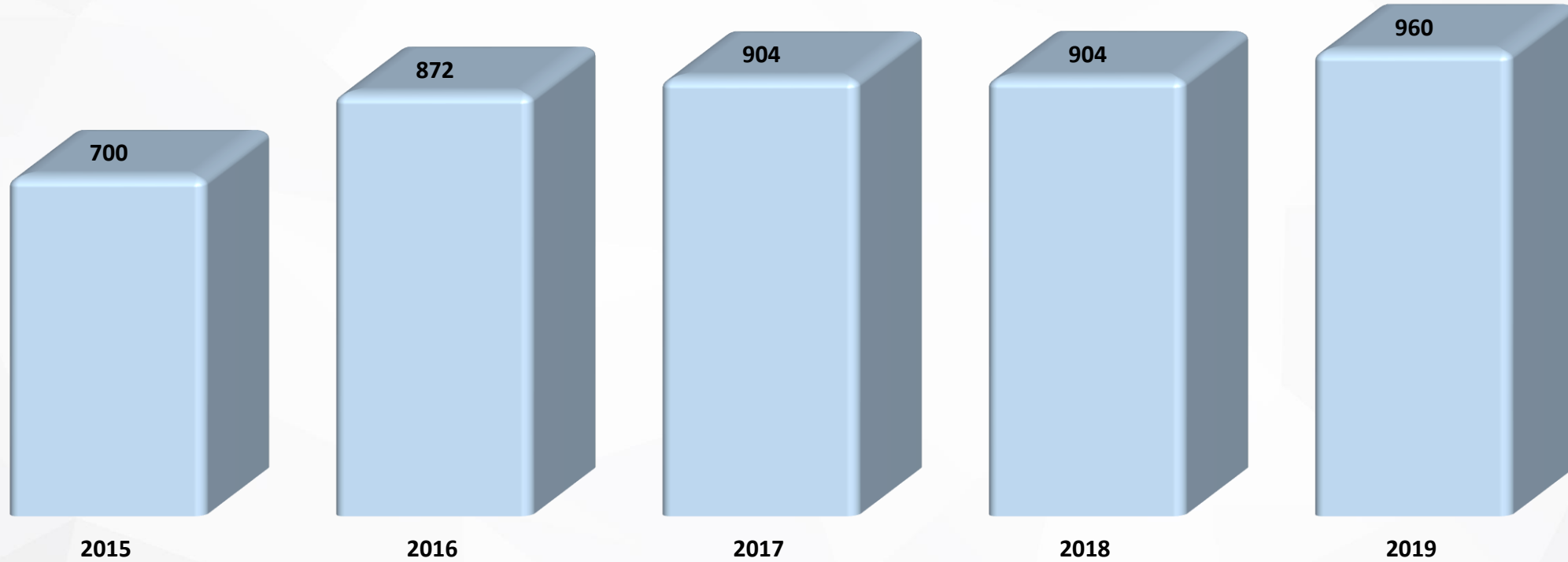
الاتجاه العام لرصيد العملاء والمصاريف المدفوعة مقدما
للربع الثاني خلال الفترة (2018-2013)





Financial Highlights – Q3 (2019-2018)

Property and Equipment Trend Q3 - (2015-2019)
الاتجاه العام لرصيد العقارات والمعدات للربع الثاني خلال الفترة (2018-2013)

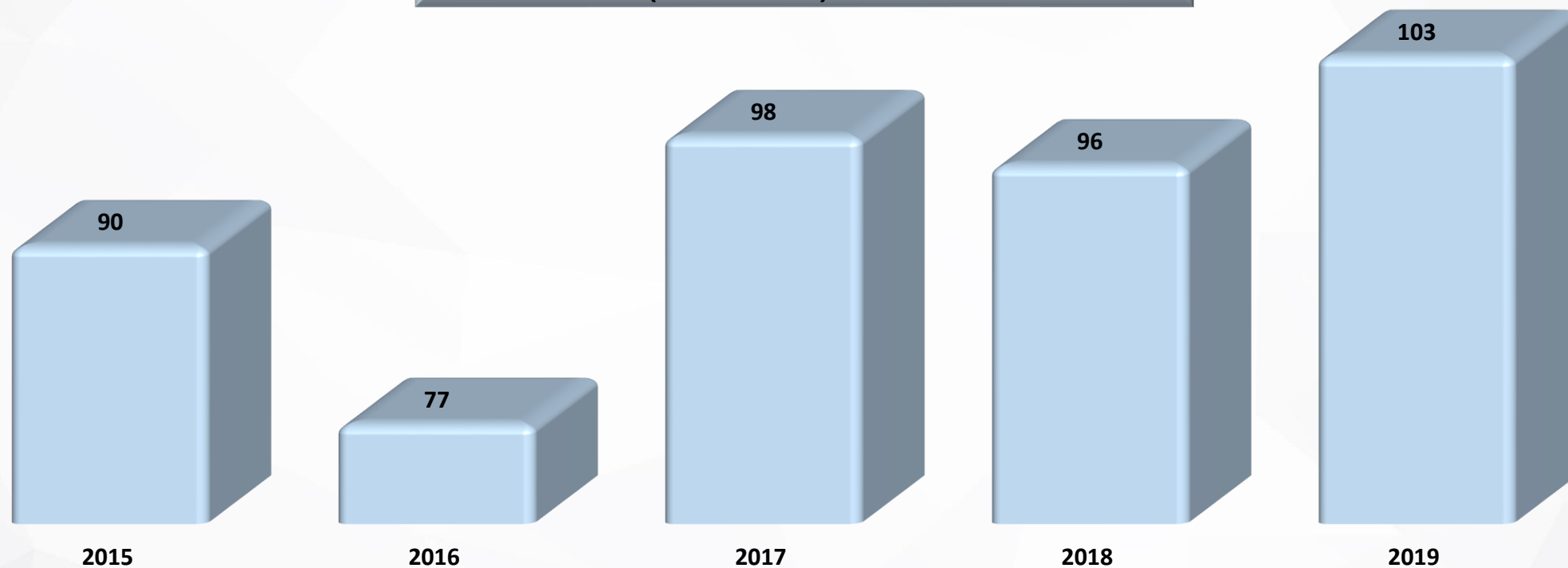




Financial Highlights – Q3 (2019-2018)

Accounts Payable and Accruals Trend Q3 - (2015-2019)

الاتجاه العام لرصيد الموردين والمصاريف المستحقة للربع الثاني
خلال الفترة (2018-2013)

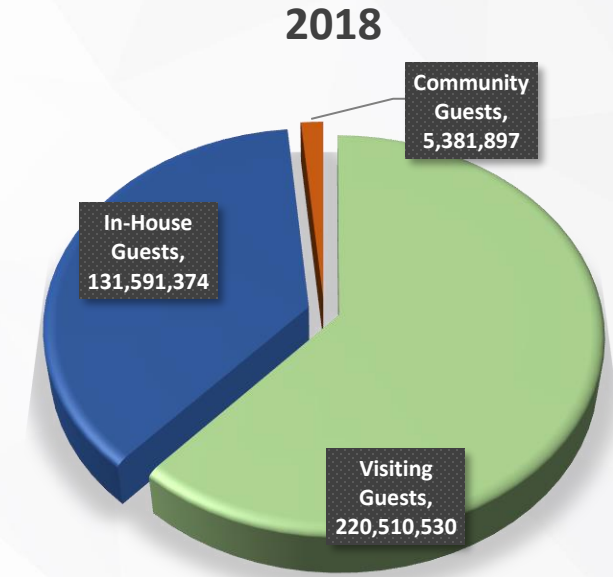
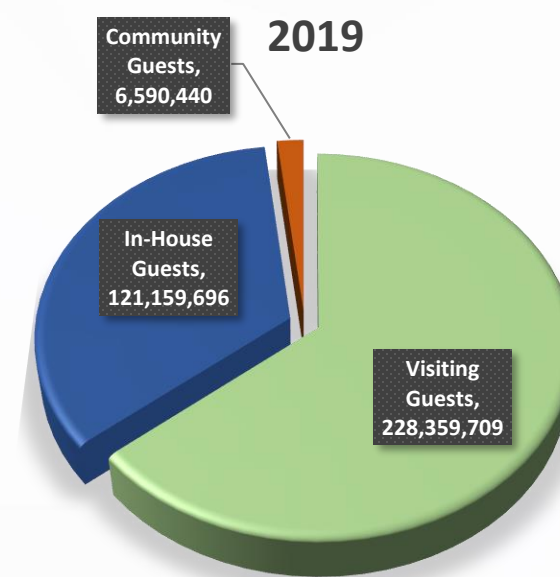




Financial Highlights – Q3 (2019-2018)

Total Revenue Breakup

Visit Type	Yr.2019	Yr.2018
Visiting Guests	228,359,709	220,510,530
In-House Guests	121,159,696	131,591,374
Community Guests	6,590,440	5,381,897
Grand Total	356,109,845	357,483,801

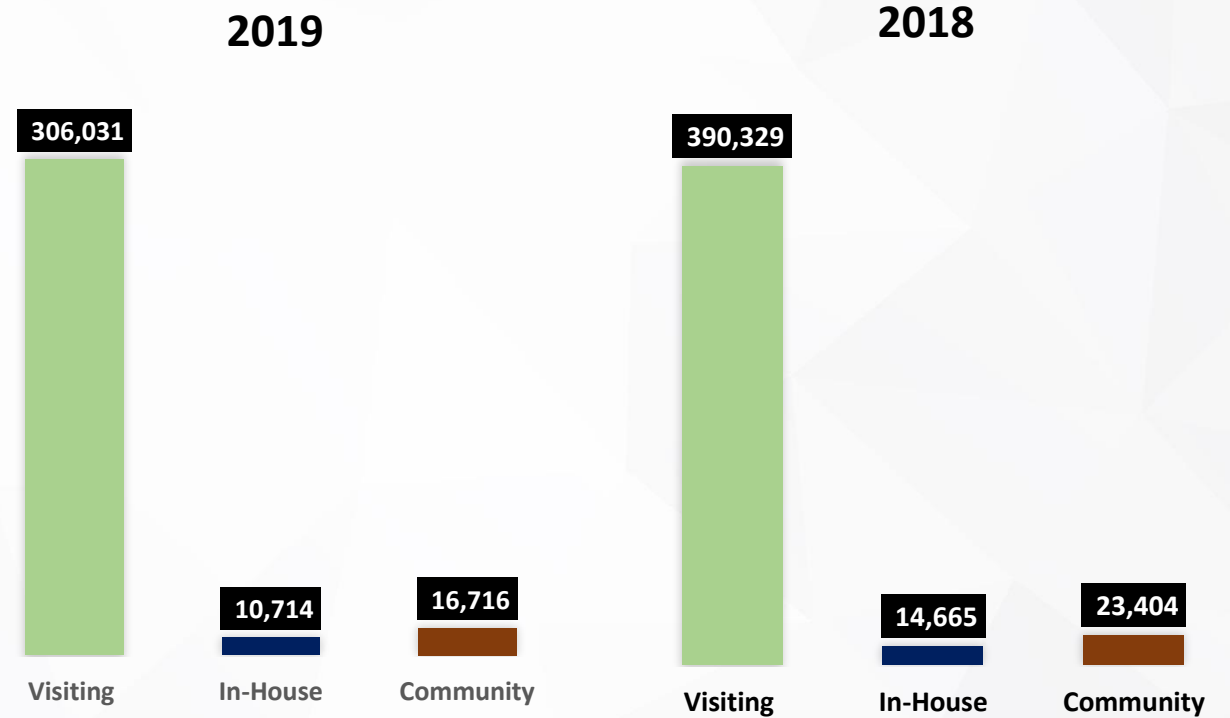




Financial Highlights – Q3 (2019-2018)

Total Guest Counts

Visit Type	Yr.2019	Yr.2018
Visiting Guests (OP)	306,031	390,329
In-House Guests (IP)	10,714	14,665
Community (Others)	16,716	23,404
Grand Total	333,461	428,398





Thank you