

**Integrated Diagnostics Holdings Plc**

**Q1 2022 Results**

Wednesday, 8 June 2022

## Integrated Diagnostics Holdings Plc kicks off 2022 delivering strong first quarter in line with last year's performance, supported by sustained growth in conventional business

**(Cairo and London)** - Integrated Diagnostics Holdings ("IDH," "the Group," or "the Company"), a leading healthcare company with operations in Egypt, Jordan, Sudan and Nigeria, released today its reviewed financial statements and operational performance for the quarter ended 31 March 2022, recording revenue of EGP 1,180 million, up 5% compared to the same three months of last year. The Group's top-line was supported by a sustained expansion in conventional revenues, which recorded EGP 640 million in Q1 2022, standing well above the Group's pre-COVID-19 levels. Net profit recorded EGP 314 million for the three-month period, down 8% from Q1 2021, with an adjusted margin of 27%, well above the Group's historical averages.

### Financial Results (IFRS)

EGP mn	Q1 2021
<b>Revenues</b>	<b>1,130</b>
Cost of Sales	(491)
<b>Gross Profit</b>	<b>638</b>
<i>Gross Profit Margin</i>	57%
Operating Profit	548
<b>EBITDA<sup>1</sup></b>	<b>600</b>
<i>EBITDA Margin</i>	53%
<b>Net Profit</b>	<b>342</b>
<i>Net Profit Margin</i>	30%
<b>Cash Balance</b>	<b>1,324</b>

Note (1): Throughout the 1Q 2022 Earnings release, percentage changes between reporting periods are calculated using the exact value (as reported) in the Company's Consolidated Financials and not the corresponding rounded figure.

### Key Operational Indicators<sup>2</sup>

	Q1 2021
<b>Branches</b>	483
<b>Patients ('000)</b>	2,359
<b>Revenue per Patient (EGP)</b>	479
<b>Tests ('000)</b>	8,062

Conventional Tests ('000)	6,781
<b>Revenue per Test (EGP)</b>	140
Revenue per Conventional Test (EGP)	88
<b>Test per Patient</b>	3.4

[1] EBITDA is calculated as operating profit plus depreciation and amortization.

<sup>2</sup> Key operational indicators are calculated based on net sales for the quarter of EGP 1,117 million. More details on the difference between net sales and total revenues is available below.

### Important Notice: Treatment of Revenue Sharing Agreements and Use of Alternative Performance Measures

As part of IDH's efforts to support local authorities in Egypt and Jordan in the fight against the pandemic, Biolab (and its Jordanian subsidiary) secured several revenue-sharing agreements to operate testing stations, primarily dedicated to PCR testing for Covid-19, in multiple locations across the country including Queen Alia International Airport (QAIA) and Aqaba Port. More specifically, Biolab's partnership with KHIA started in August 2020, followed by the concession agreement with Aqaba Port which kicked off in May 2021, and its partnership with QAIA which commenced in August 2021. It is worth noting that the decision by Jordanian authorities on 1 March 2022 to end mandatory testing led to a sharp decline in patient traffic at Biolab's testing booths.

Under these agreements, Biolab received the full revenue (gross sales) for each test performed and pays a proportion of gross sales to QAIA (38% of gross sales excluding sales tax) and Aqaba Port (36% of gross sales) as concession fees to operate the testing facilities, thus effectively earning the net of these amounts (net sales) for each test supplied. Starting in Q4 2021, the treatment of these agreements has been altered in accordance with IFRS 15 paragraph B34, which considers Biolab as the Principal (and not an Agent). Subsequently, revenues generated from these agreements are reported in the Consolidated Financial Statements as gross (inclusive of concession fees) and the fees paid to QAIA and Aqaba Port are reported as a separate line item in the direct cost.

In an effort to present an accurate picture of IDH's performance for the quarter, throughout the report management utilizes net sales of EGP 1,117 million for Q1 2022 (IFRS revenues stand at EGP 1,180 million for the quarter). Net sales for the quarter are calculated as total gross revenues excluding concession fees and sales taxes paid as part of the revenue sharing agreements with Queen Alia International Airport (QAIA) and Aqaba Port.

It is important to note that aside from revenue and cost of sales, all other figures related to gross profit, operating profit, EBITDA, and net profit are identical in the APM and IFRS calculations. However, the margins related to the aforementioned items differ between the two sets of performance indicators due to the use of Net Sales in the APM calculations and the use of Revenues for the IFRS calculations.

#### Adjustments Breakdown

EGP mn

Net Sales

QAIA and Aqaba Port Concession Fees

**Revenues (IFRS)**

Cost of Net Sales

Adjustment for QAIA and Aqaba Port Agreements

**Cost of Sales (IFRS)**

#### Adjustments by Country

EGP mn

Egypt

Jordan

Sudan

**Financial Results (APM)**

EGP mn	Q1 2021
<b>Net Sales</b>	<b>1,130</b>
Cost of Net Sales	(491)
<b>Gross Profit</b>	<b>638</b>
<i>Gross Profit Margin on Net Sales</i>	57%
Operating Profit	548
<b>EBITDA<sup>3</sup></b>	<b>600</b>
<i>EBITDA Margin on Net Sales</i>	53%
<b>Net Profit</b>	<b>342</b>
<i>Net Profit Margin on Net Sales</i>	30%
<b>Cash Balance</b>	<b>1,324</b>

<sup>3</sup> EBITDA is calculated as operating profit plus depreciation and amortization.

## Introduction

### i. Financial Highlights

- Net Sales recorded EGP 1,117 million in the first quarter of 2022, just 1% below last year's first quarter. This was a particularly noteworthy result in light of the large contribution from Covid-19-related<sup>4</sup> tests included in the first three months of 2021. Net sales for the period were supported by both IDH's conventional offering, which recorded solid year-on-year growth in the quarter, and the Group's Covid-19-related offering, which continued to record a robust contribution despite recording a year-on-year contraction in revenues. More specifically, IDH recorded a robust 8% year-on-year increase in net sales generated by its conventional offering, supported by a 5% increase in conventional tests performed versus last year. As such, conventional testing made up 57% of consolidated net sales for the quarter, up from 53% this time last year. Solid growth in conventional net sales almost fully offset the 11% year-on-year decline in Covid-19-related net sales, which contracted on the back of a significant decline in the average price of Covid-19-related testing (average price of PCR tests fell 51% year-on-year in Q1 2022). Subsequently, the Group's Covid-19-related offering made up just 43% of total net sales for the three-month period, versus 47% in Q1 2021.
- Gross Profit recorded EGP 532 million in Q1 2022, down 17% year-on-year. Gross Profit Margin on net sales stood at 48%, in line with the Group's pre-Covid-19 performance, but nine percentage points below the 57% recorded in Q1 2021. The contraction in gross profitability partially reflects a rise in raw materials as a percentage of net sales following a significant fall in the average price of Covid-19-related tests (for example, the average price of PCR price was down 51% year-on-year). Lower gross profitability is also attributable to a year-on-year increase in direct salaries and wages during the three-month period related to additional staff employed at Aqaba for Covid-19-dedicated testing booths.
- Operating Profit recorded EGP 396 million in Q1 2022, down 28% year-on-year. Operating profit margin on net sales stood at 35% for the quarter, down from the 49% recorded this time last year.
- EBITDA<sup>5</sup> recorded EGP 468 million in Q1 2022, down 22% year-on-year and with an associated margin on net sales of 42% versus 53% in Q1 2021 and unchanged versus Q4 2021. Lower margins versus last year reflect relatively lower gross profitability combined with higher SG&A outlays for the period.

- Net Profit recorded EGP 314 million in Q1 2022, down 8% year-on-year. Net profit margin on net sales at 28% for the quarter, up 1% compared to the 27% margin recorded in Q4 2021, and standing well above the Group's historical averages.
- It is worth highlighting that during the Company's annual general meeting (AGM) held in London on 22 June 2022, IDH's shareholders approved a **record-breaking dividend distribution** of EGP 2.17 per share, or EGP 1.3 billion (US\$ 69.5 million) in aggregate, to shareholders in respect of the financial year ended 31 December 2021. The exact US dollar amount is subject to the exchange rate at the time of the upstreaming from the subsidiaries to the holding company. This represents a remarkable increase compared to a final dividend of EGP 29.1 million distributed for the previous financial year.

<sup>4</sup>Covid-19-related tests include both core Covid-19 tests (Polymerase Chain Reaction (PCR), Antigen, and Antibody) as well as other tests including inflammatory and clotting markers including, but not limited to, Complete Blood Picture, Erythrocyte Sedimentation Rate (ESR), D-Dimer, Ferritin, and C-reactive Protein (CRP), which the Company opted to include in the classification as "other Covid-19-related tests" due to the strong rise in demand for these tests witnessed following the outbreak of Covid-19.

<sup>5</sup>EBITDA is calculated as operating profit plus depreciation and amortization.

<sup>6</sup>Calculated on USD/EGP exchange rate of 18.70/1 as of 7 June 2022.

## ii. Operational Highlights

- IDH's **branch network** stood at 520 branches as at 31 March 2022, up from 483 branches as of 31 March 2021.
- **Total tests** performed increased 4% year-on-year to reach 8.4 million in Q1 2022. Test volume growth was driven by higher demand for both IDH's core Covid-19 (PCR, antigen, and antibody) and conventional tests. In addition, offering, the latter expanding 5% versus Q1 2021.
- **Average revenue per test**<sup>7</sup> recorded EGP 133 in Q1 2022, a decrease of 5% year-on-year driven by lower prices for Covid-19-related tests.
- **Total patients** served increased 12% year-on-year to reach 2.6 million in Q1 2022. **Average test per patient** declined to 3.2 in Q1 2022 from 3.4 in Q1 2021, as patients visiting IDH's branches and testing for Covid-19. Single Covid-19-related tests remained high particularly in the month of January.
- In **Egypt**, IDH recorded revenue of EGP 879 million in Q1 2022, down 4% versus Q1 2021, and contributing 79% of IDH net sales for the quarter. The year-on-year decline came on the back of a 20% fall in Covid-19 related revenue recorded during the quarter, which declined despite a new wave of infections recorded in January 2022. The decline was partially outweighed by a solid increase in conventional revenues in Egypt. Conventional revenues expanded 8% year-on-year and 7% quarter-on-quarter during Q1 2022. Revenues generated by hospital services in the country declined 20% year-on-year in Q1 2022, contributing to 21% of the country's total revenues for the three-month period.
- **Al-Borg Scan** continued its steady ramp up, recording revenues of EGP 17 million, up 89% year-on-year. Revenue growth was supported by a 94% and 88% year-on-year increase in test and patient volumes, respectively. The steady growth in volumes comes as a direct result of new branch rollouts over the last year. More specifically, IDH has opened three new branches between September 2021 and March 2022, with the total number of branches now standing at five. The Group plans to roll out two additional branches before year-end 2022.
- **Wayak** recorded a near five-fold year-on-year increase in consolidated revenue in Q1 2022. Coupled with management's cost optimisation strategy, this is continuing to support a steady narrowing of the volume of consolidated EBITDA losses.
- In **Jordan**, net sales reached EGP 217 million (IFRS revenues<sup>8</sup> recorded EGP 281 million in Q1 2022), representing a 14% increase versus the same three months of 2021. Net sales growth for the quarter, representing the country's contribution to total consolidated net sales reach 19%, up from 17% in the same three months of 2021. The expansion in net sales was supported by both Biolab's Covid-19-related and conventional revenues. Revenue generated by Covid-19-related tests expanded 20% year-on-year, making up 68% of the country's total sales. The increase was largely supported by volumes generated by Biolab's multiple revenue generating agreements to perform PCR testing for international passengers, with the company's agreement with the Jordanian government which started in August 2021, generating EGP 140 million in the quarter. In parallel, revenue generated by Biolab's conventional test offering increased 4% year-on-year in the first quarter of the year.
- IDH's **Nigerian** operations reported year-on-year revenue growth of 19% in Q1 2022. Top-line growth was supported by a 25% year-on-year increase in average revenue per test which came on the back of a 15% increase in demand for the generally higher-priced MRI and CT testing, highlighting the rising popularity of the v

radiology offering.

- In **Sudan**, IDH recorded a 16% year-on-year contraction in revenues as tests performed declined 25% the same three months of last year. In local currency terms, IDH's Sudanese operations reported a 149% year-on-year increase in revenue as management continued to successfully increase test prices in step with inflation.

<sup>7</sup>Calculated on net sales for the period.

<sup>8</sup>Biolab's revenues for the quarter are calculated as net sales and including concession fees paid to QAIA and Aqaba Port as part of the revenue sharing agreements.

### iii. Management Commentary

**Commenting on the Group's performance, IDH chief Executive Officer Dr. Hend El-Sherbini said:** "I am happy to report that IDH witnessed a strong start to 2022, as we continued to drive steady growth in our conventional business while effectively catering to the needs of Covid-19 patients during the wave of new infections recorded in Egypt during the first part of the quarter. More specifically, during Q1 2022, IDH recorded net sales in excess of EGP 1.1 billion, which remained unchanged from last year's first quarter. The remarkable performance was primarily supported by the steady growth in our conventional business, which offset a decline in Covid-19-related revenues during the period. In fact, our conventional net sales expanded a solid 8% versus last year supported by growing demand for our services. Conventional tests performed increasing 5% versus Q1 2021. We were very happy to note the 12% year-on-year increase in patients served, as our attractive and expanded offering continued to draw an increasing number of patients to our Group. Solid growth in our conventional business outweighed an 11% year-on-year decline in Covid-19-related revenues, which came on the back of a large fall in the average price per Covid-19-related test versus last year coupled with a significant decline in demand during the month of March as infection rates fell sharply. Meanwhile, on the volume side, we recorded a marginal 2% year-on-year fall in Covid-19-related tests performed as demand remained high across Egypt and Jordan, in particular during January and February. It is worth noting that in Egypt, demand for Covid-19 testing peaked in January as the country experienced a new wave of infections which later subsided as we moved into the quarter. In Jordan, demand was driven by our testing booths across international travel terminals in Amman and Aqaba. Similar to Egypt, traffic remained high during January and February, before dropping sharply as the Jordanian government ended mandatory testing on 1 March 2022.

Looking at our geographies in more detail, across both Egypt and Jordan our conventional business continued to grow steadily with net sales expanding 8% and 4% versus Q1 2021, respectively. In Egypt, this was supported by a solid year-on-year rise in conventional tests performed as we continued to leverage our growing footprint and visibility through our expanded service offering to capture a leading share of demand. This enabled us to successfully offset a 20% year-on-year fall in Covid-19-related revenues which declined despite a new wave of infections recorded in January and February of this year. Meanwhile in Jordan, Covid-19-related revenues continued growing, coming in 20% above last year's first quarter in part boosted by our multiple revenue-sharing agreements to perform PCR testing for international passengers. Combined with the steady growth of our conventional offering in the country, this saw Biolab report a solid 14% year-on-year increase in net sales<sup>9</sup>, contributing to a record 19% of consolidated net sales for the three-month period. In Egypt, Echo-lab continued to report solid year-on-year growth, with revenues expanding 19% versus last year's first quarter. We were particularly happy to note the growing demand for Echo-lab's radiology offering, with both MRI and CT scans recording rising patient interest. Finally, in Sudan we reported a 16% contraction in revenues versus the first three months of 2021 as our results continue to be impacted by the sharp devaluation of the Sudanese Pound in February 2021. However, thanks to management's efforts to raise prices in pace with inflation, revenue in local currency terms expanded 149% year-on-year. During the quarter, in an effort to optimise our Sudanese operations further, we decided to shut down two underperforming branches taking the number of operational branches in the country to 17. It is important to mention that despite the challenging operating environment and heightened uncertainty faced in the Sudanese market, operations across all other branches are continuing without major interruptions.

We entered 2022 with a clear and ambitious strategy aimed at driving new, sustainable growth across our operations and to guarantee continued value creation as we transition in a post-Covid-19 reality. At the three-month mark, I am pleased with the progress made across all fronts in particular in our home market of Egypt and in Jordan. Across all countries, our focus is shifting towards capitalising on the post-Covid-19 rebound in conventional testing while continuing to work on the new relationships we were able to establish during the pandemic thanks to our dedicated offering. To deliver on this, we have recently launched a new dedicated loyalty programme, rolled out

marketing campaigns, and began making more effective use of the large pool of patient data at our disposal to increasingly tailored services and boost cross-selling. We are also looking to leverage our popular house call service to continue driving growth across both markets. The service, which generated 18% of our total net sales for the quarter, ramped up significantly over the past two years in response to heightened demand and continues to represent an important driver of future growth for IDH. Our house call services' convenient offering represents an increasingly attractive alternative for patients looking to access our services from the comfort of their homes. This is not only enabling us to sell more tests per patient than at our traditional branches, but has also seen us penetrate new segments of the population and develop long-term relationships with a broader patient base. At the same time, we are expanding our branch network, having rolled out an additional 20 branches in Egypt during the first three months of the year, continuing to take full advantage of our expanded visibility and service offering to grow our market share across the region and countries. It is also important to highlight the continued quarter-on-quarter improvements of our radiology venture, Scan, which recorded a 20% quarter-on-quarter and an 89% year-on-year increase in revenues during the first three months of the year. To capitalise on this success, we inaugurated the venture's fifth branch at the start of March. We are proud to have a radiology branch network covering the entire Greater Cairo area from east to west, and plan to open at least two more branches in the coming months to broaden our reach and strengthen our branch equity funding base. In the course, while we are working tirelessly to deliver on our post-Covid-19 strategy, we remain fully committed to supporting Egyptian and Jordanian authorities combat possible future waves in infections, continuing to provide patients with widespread access to our Covid-19-related offering going forward. Finally, we are looking forward to receiving the remaining regulatory approvals to finalise our partnership with Islamabad Diagnostic Centre (IDC) in Pakistan.

Looking ahead, we remain committed to delivering exceptional value to our patients, shareholders, and the communities we serve, and drive solid growth across our business. We are without a doubt faced with difficult operating conditions both globally and in our home market of Egypt. On the global front, the world economy is still coming to grips with the long-term economic spill overs of the pandemic and the impact of the ongoing Russia-Ukraine war. Meanwhile, on our home front we have been witnessing double-digit inflation and a c.18% devaluation of the Egyptian Pound versus the US Dollar. Despite this, we are confident that our proven track record in navigating similar turbulent times and the robust mitigation frameworks we have in place provide abundant protection across our operations. Thanks to our prudent inventory build-up and sourcing strategy we are facing no issues in securing raw materials and continue to hold sufficient inventories to cover three months of operations, in line with our standard operating policy. Moreover, our stock prices in June 2022 has been secure at pre-devaluation rates and, going forward, we will continue to leverage our long-standing relationships with test kit providers to secure additional stock at competitive prices, shielding our business from the impacts of rising inflation and the EGP devaluation.

In recent weeks, following the expected slowdown related to the holy month of Ramadan and the Eid holiday, we have witnessed a steady acceleration of patient traffic across our branch network. We expect this rapid normalisation of patient flow to support a further acceleration of growth of our conventional business, further boosting our optimism for the remainder of 2022. In light of this, we are revising our full-year guidance, with the Company now on track to achieve conventional revenue year-on-year growth of at least 18% to 20%. These revised estimates, which assume no additional contributions from our Covid-19-related offering, further highlight our confidence in the business' potential going forward.

Finally, we are also delighted to announce that during our annual general meeting held on 7 June 2022 in which our shareholders approved the distribution of a record-breaking dividend of EGP 1.3 billion in aggregate in respect of the financial year ended 31 December 2021. Our ability to reward shareholders even in the midst of such difficult conditions demonstrates our business' strong cash-generating abilities and our unwavering confidence in its future growth potential and in the solid fundamentals of our industry."

*9Revenue stood at EGP 281 million, up 48% year-on-year.*

## **Analyst and Investor Call Details**

An analyst and investor call will be hosted at 2pm (UK) | 3pm (Egypt) on Wednesday, 8 June 2022. You can access the call by clicking on this [link](#), and you may dial in using the conference call details below:

- **Event number:** 2372 285 1168
- **Event password:** 7qdVvHnZT46

For more information about the event, please contact: [halaa@EFG-HERMES.com](mailto:halaa@EFG-HERMES.com)

## About Integrated Diagnostics Holdings (IDH)

IDH is a leading consumer healthcare company in the Middle East and Africa with operations in Egypt, Jordan and Nigeria. The Group's core brands include Al Borg, Al Borg Scan and Al Mokhtabar in Egypt, as well as (Jordan), Ultralab and Al Mokhtabar Sudan (both in Sudan) and Echo-Lab (Nigeria). A long track record for quality and safety has earned the Company a trusted reputation, as well as internationally recognised accreditations for its portfolio of over 2,000 diagnostics tests. From its base of 520 branches as of 31 March 2022, IDH will continue to add laboratories through a Hub, Spoke and Spike business model that provides a scalable platform for efficient expansion. Through organic growth, the Group's expansion plans include acquisitions in new Middle Eastern, African, and East Asian markets where its model is well-suited to capitalise on similar healthcare and consumer trends and capture a significant share of fragmented markets. IDH has been a Jersey-registered entity with a Standard Listing on the Main Market of the Stock Exchange (ticker: IDHC) since May 2015 with a secondary listing on the EGX since May 2021 (ticker: IDHC).

## Shareholder Information

LSE: IDHC.L

EGX: IDHC.CA

Bloomberg: IDHC:LN

Listed on LSE: May 2015

Listed on EGX: May 2021

Shares Outstanding: 600 million

## Contact

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## Forward-Looking Statements

These results for the quarter ended 31 March 2022 have been prepared solely to provide additional information to shareholders to assess the group's performance in relation to its operations and growth potential. These results should not be relied upon by any other party or for any other reason. This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as "according to estimates", "aims", "anticipates", "assumes", "believes", "could", "expects", "forecasts", "intends", "is of the opinion", "may", "plans", "potential", "predicts", "projects", "should", "to the knowledge of", "will", "would" or, in each case their negatives or other similar expressions, which are intended to identify a statement that is forward-looking. This applies, in particular, to statements containing information on future financial results, performance expectations regarding business and management, future growth or profitability and general economic and market conditions and other matters affecting the Group.

Forward-looking statements reflect the current views of the Group's management ("Management") on future events, which are based on the assumptions of the Management and involve known and unknown risks, uncertainties and other factors that may cause the Group's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of any assumption could cause the Group's actual financial condition and results of operations to differ materially from, or fail to meet, the expectations expressed or implied by, such forward-looking statements.

The Group's business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to differ materially from those expressed or implied by the forward-looking statements contained in this communication. The information, opinions and forward-looking statements contained in this communication speak only as of the date and are subject to change without notice. The Group does not undertake any obligation to review, update, confirm or release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that change in relation to the content of this communication.

## Group Operational & Financial Review

## i. Revenue/Net Sales and Cost Analysis

### Revenue/Net Sales

#### Consolidated Analysis

IDH recorded **total revenue** of EGP 1,180 million in the first three months of the year, up 5% year-on-year. **Conventional** net sales were EGP 1,117 million, down 1% compared to the EGP 1,130 million recorded in the same quarter of 2021. Net sales for the conventional offering, which posted solid year-on-year growth in the quarter, and the Group's Covid-19-related tests provided a robust contribution despite recording a year-on-year contraction in revenues.

During the quarter, IDH continued to deliver steady growth in **conventional** net sales supported by rising conventional net sales growing in line with the Group's pre-pandemic trend. More specifically, during the quarter IDH recorded an 8% increase in conventional sales, with conventional test volumes performed rising 5% versus Q1 2021. Conventional net sales were also in line with an increase in average revenue per test, as growth at the Group's contract segment was more pronounced during the quarter.

Meanwhile, owing largely to a widespread decline in the average price per Covid-19-related test, IDH's **Covid-19-related** net sales were down 5% year-on-year during the quarter. In Q1 2022, the Group recorded a fall in the average price per Covid-19-related test (down by 51% year-on-year), as prices decreased significantly in both Egypt and Jordan. On the volumes front, despite a decline in January and February as Egypt experienced a new wave of infections, a widespread decline in demand during the quarter, conventional tests performed fall 2% versus the comparable period of last year. Geographically, the decline in Covid-19-related net sales in Egypt driven by a substantial reduction in the average price per test. This more than offset the solid contribution related net sales reported by the Group's Jordanian operations.

#### House Call Service

The Group's consolidated net sales were also in part supported by its house call services in Egypt and Jordan. House call services revenue in Q1 2022, representing a 24% year-on-year decrease. Geographically, in Egypt house call services contributed 21% to the country's revenue for the quarter compared to a 25% contribution made this time last year. In Jordan, house call revenue stood at EGP 9 million, making up 4% of the country's net sales for the three month period. Finally, in Q1 2022, average net sales per house call test stood at EGP 161, significantly above the Group's average of EGP 130.

#### Detailed Consolidated Performance Breakdown

	Q1 2021	Q1 2022
<b>Total net sales (EGP mn)</b>	<b>1,130</b>	<b>1,180</b>
<b>Total tests (mn)</b>	<b>8.1</b>	<b>8.5</b>
Conventional test net sales (EGP mn)	594	594
Conventional tests performed (mn)	6.8	7.1
Total Covid-19-related test net sales (EGP mn)	536	586
Core Covid-19 tests (PCR, Antigen, Antibody) (EGP mn)	399	399
Core Covid-19 tests performed (k)	407	407
Other Covid-19-related tests (EGP mn)	137	187
Other Covid-19-related tests performed (k)	874	874
<b>Contribution to Consolidated Results</b>		
Conventional test net sales	53%	50%
Conventional tests performed	84%	83%
Total Covid-19-related tests	47%	17%
Core Covid-19 tests (PCR, Antigen, Antibody)	35%	47%
Core Covid-19 tests performed	5%	47%
Other Covid-19-related tests	12%	12%
Other Covid-19-related tests performed	11%	11%



10A reconciliation between revenue and net sales is available earlier in this announcement.

11Covid-19-related tests include both core Covid-19 tests (Polymerase Chain Reaction (PCR), Antigen, and Antibody) as well as other routine tests but not limited to, Complete Blood Picture, Erythrocyte Sedimentation Rate (ESR), D-Dimer, Ferritin and C-reactive Protein (CRP), which the "other Covid-19-related tests" due to the strong rise in demand for these tests witnessed following the outbreak of Covid-19.

## Net Sales Analysis: Contribution by Patient Segment

### Contract Segment

Total revenue<sup>12</sup> generated by IDH's contract segment recorded EGP 645 million in Q1 2022, up 8% from the sales generated by the Group's contract segment expanded 7% year-on-year to record EGP 643 million in Q1 2021. This represents a 5% year-on-year rise in contract tests performed. The segment's contribution to total net sales subsequently increased to 42% in Q1 2022, compared to 38% in Q1 2021. Covid-19-related<sup>13</sup> testing contributed 38% of contract net sales in the first three months of the year. Controlling for contributions made by Covid-19-related tests during the year, the contract segment would record a 10% increase in conventional test net sales supported by a 10% increase in tests performed and a 7% expansion in average net sales per test.

In Jordan, the Group's partnership with Queen Alia International Airport (QAIA), generated net sales of EGP 180 million in the first quarter of March 2022. As part of the agreement, Biolab carried out 293 thousand PCR tests, representing 62% of total PCR tests performed in the quarter. At the same time, Biolab's agreements with Aqaba's King Hussein International Airport (KHIA) and Aqaba Port generated net sales of EGP 18 million to the segment. It is worth noting that Biolab's partnership with KHIA started in August 2020, following the opening of Aqaba Port which kicked off in May 2021, and its partnership with QAIA which commenced in August 2021. It is worth noting that testing booths recorded strong demand during January and February, following the Jordanian government's decision to close the March 2022 traffic decline substantially.

### Walk-in Segment

The Group's walk-in segment recorded total revenue of EGP 535 million in the first three months of the year, up 10% from the sales generated by the Group's walk-in segment recorded EGP 486 million in Q1 2021. On the other hand, walk-in net sales for the quarter declined 10% year-on-year to record EGP 474 million in Q1 2022. The decline is primarily due to an 11% fall in average net sales per walk-in test (walk-in tests performed came in 1% above last year's figure), and a 10% decline in conventional walk-in net sales for the quarter fall to 42% from 47% last year. Meanwhile, the contribution of Covid-19-related tests to total net sales for the quarter increased to 58% in Q1 2022, compared to 51% in Q1 2021. Excluding Covid-19-related contributions, conventional walk-in net sales recorded a 10% decline in the quarter of last year, as a 10% decline in conventional walk-in tests volumes. It is important to note that despite the decline in conventional walk-in tests volumes remain 2% ahead of pre-Covid-19 levels.

12A reconciliation between revenue and net sales is available earlier in this announcement.

13Covid-19-related tests include both core Covid-19 tests (Polymerase Chain Reaction (PCR), Antigen, and Antibody) as well as other routine tests but not limited to, Complete Blood Picture, Erythrocyte Sedimentation Rate (ESR), D-Dimer, Ferritin and C-reactive Protein (CRP), which the "other Covid-19-related tests" due to the strong rise in demand for these tests witnessed following the outbreak of Covid-19.

## Key Performance Indicators

	Walk-in Segment			Contract Segment	
	1Q21	1Q22	Change	1Q21	1Q22
<b>Net sales^ (EGP mn)</b>	<b>529</b>	<b>474</b>	<b>-10%</b>	<b>600</b>	<b>643</b>
Total Covid-19-related net sales (EGP mn)	271	230	-15%	265	247
<b>Patients ('000)</b>	<b>800</b>	<b>971</b>	<b>21%</b>	<b>1,559</b>	<b>1,678</b>
% of Patients	34%	37%		66%	63%
Net sales per Patient (EGP)	661	488	-26	385	383
<b>Tests ('000)</b>	<b>2,124</b>	<b>2,144</b>	<b>1%</b>	<b>5,938</b>	<b>6,258</b>
% of Tests	26%	26%		74%	74%
Total Covid-19-related tests ('000)	429	614	43%	852	641
Net Sales per Test (EGP)	249	221	-11%	101	103
Test per Patient	2.7	2.2	-17%	3.8	3.7

## Revenue Analysis: Contribution by Geography

### Egypt

In Egypt, IDH reported revenue<sup>14</sup> of EGP 879 million, down 4% from the EGP 920 million recorded this time last year, following a 44% year-on-year fall in average revenue per test following a significant fall in the average price per Covid-19-related test during the first quarter (down 44% year-on-year). Meanwhile, net sales generated from conventional tests increased by 8% and 7% on a year-on-year basis, supported by a 7% increase in conventional test volumes compared to the same quarter last year.

Overall, IDH served 2.0 million patients in Egypt and performed 7.3 million tests in Q1 2022, both up 2% from the

*14It is important to note that revenues and net sales in Egypt, Nigeria and Sudan are identical in absolute terms. A reconciliation between revenues and net sales is provided in the notes to the financial statements.*

### House Call Service

IDH's house call service in Egypt recorded revenue of EGP 187 million in Q1 2022, down 20% from the first three months of 2021, following a 21% year-on-year fall in Covid-19-related revenue generated through the house call service as infection rates in the country fell.

### AI-Borg Scan

IDH has been actively investing to ramp up its radiology venture, AI-Borg Scan. Over the past nine months, the company has increased the total number of branches up to five. While all three remain in their ramp up phases, IDH is recording growing contribution to its overall revenue from AI-Borg Scan, playing a key role in driving steady growth across both volumes and revenues. More specifically, in Q1 2022 AI-Borg Scan's revenue grew by 94% year-on-year. Top-line growth came on the back of a 94% year-on-year rise in radiology tests performed (patients served was up 94% year-on-year). In the coming months IDH is planning to inaugurate two additional branches to expand its reach across Greater Cairo.

### Detailed Egypt Revenue Breakdown

EGP mn	Q1 2021	Q1 2022
<b>Total Revenue</b>	<b>920</b>	<b>879</b>
Conventional Revenue	507	544
Total Covid-19-related Revenue	414	335
Core Covid-19 tests (PCR, Antigen, Antibody)	277	277
Other Covid-19-related tests	137	58
<b>Contribution to Consolidated Results</b>		
Conventional tests	55%	62%
Total Covid-19-related tests	45%	38%
Core Covid-19 tests (PCR, Antigen, Antibody)	30%	31%
Other Covid-19-related tests	15%	6%

## Jordan

In Jordan, IDH recorded revenue of EGP 281 million in Q1 2022, up 48% year-on-year. Meanwhile, net sales<sup>15</sup> in Q1 2022. Growth in net sales came on the back of a 30% year-on-year rise in tests performed which more than offset a decline in traffic. In the first quarter, Covid-19-related revenue stood at EGP 147 million, contributing to 68% of Biolab's net sales (Covid-19 tests performed). Covid-19-related net sales in Jordan was boosted by contributions of EGP 140 million from Biolab's partnerships with KHIA and Aqaba Port. As part of these agreements, Biolab's stations primarily focused on PCR testing for Covid-19 to passengers arriving in Jordan. The stations which reopened in Q1 2022 witnessed a decline in traffic following the end of mandatory testing in the country. Meanwhile, conventional net sales in Q1 2022, down 61% year-on-year.

<sup>15</sup>Biolab's net sales for the period are calculated as revenues excluding concession fees paid to QAIA and Aqaba Port as part of their revenue.

### Detailed Jordan Net Sales Breakdown

EGP mn	Q1 2021	Q1 2022
<b>Total Net Sales</b>	<b>190</b>	<b>211</b>
Conventional Net Sales	68	71
Total Covid-19-related Net Sales (PCR and Antibody)	122	140
<b>Contribution to Consolidated Results</b>		
Conventional Net Sales	36%	32%
Total Covid-19-related Net Sales (PCR and Antibody)	64%	68%

## Nigeria

Echo-Lab, the Group's Nigerian subsidiary, reported revenue growth of 19% versus the same three months of million in Q1 2022. In local currency terms revenue was up 23% year-on-year on the back of a 25% increase in a the increased number of CT and MRI exams performed during the period, both of which are relatively higher-pri management decided to shut down its operational activities in the PPP branches due to their under-performan decline in the number of tests performed during the quarter compared to the same period last year. Management year, bringing the total number of operational branches 12.

## Sudan

In Sudan, IDH recorded revenues of EGP 6 million, down 16% from the first quarter of last year. The country's r Sudanese pound in early 2021 with the average SDG/EGP rate in Q1 2022 standing at 0.04 versus 0.11 in Q1 raising prices in step with inflation throughout the year saw revenue in local currency terms grow an impressive 14

## Net Sales Contribution by Country

	Q1 2021	Q1 2022	Change
Egypt Net Sales (EGP mn)	920	879	-4
Covid-19-related (EGP mn)	414	330	-20
Egypt Contribution	81%	79%	
Jordan Net Sales (EGP mn)	190	217	14
Covid-19-related (EGP mn)	122	147	20
Jordan Revenues (EGP mn) (IFRS)	190	281	48
Jordan Net Sales (JOD mn)	8.6	9.6	12
Jordan Revenues (JOD mn) (IFRS)	8.6	12.5	45
Jordan Contribution	17%	19%	
Nigeria Net Sales (EGP mn)	12	15	19
Nigeria Net Sales (NGN mn)	302	371	23
Nigeria Contribution	1.1%	1.3%	
Sudan Net Sales (EGP mn)	7	6	-16
Sudan Net Sales (SDG mn)	61	152	149
Sudan Contribution	0.6%	0.5%	

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## Patients Served and Tests Performed by Country

	Q1 2021	Q1 2022	Change
Egypt Patients Served (mn)	2.0	2.0	0
Egypt Tests Performed (mn)	7.2	7.3	0.1
Covid-19-related tests (mn)	1.1	0.8	-2
Jordan Patients Served (k)	301	552	8
Jordan Tests Performed (k)	762	991	3
Covid-19-related tests (k)	224	472	11
Nigeria Patients Served (k)	38	33	-1
Nigeria Tests Performed (k)	65	62	-
Sudan Patients Served (k)	19	28	4
Sudan Tests Performed (k)	62	47	-2
<b>Total Patients Served (mn)</b>	<b>2.4</b>	<b>2.6</b>	<b>1</b>
<b>Total Tests Performed (mn)</b>	<b>8.1</b>	<b>8.4</b>	<b></b>

## Branches by Country

	31 March 2021	31 March 2022	Change
Egypt	431	472	
Jordan	20	21	
Nigeria	12	10	
Sudan	20	17	
<b>Total Branches</b>	<b>483</b>	<b>520</b>	

## -Cost of Net Sales<sup>16</sup>

IDH's cost of net sales rose 19% year-on-year to record EGP 586 million in the first quarter of 2022, rising at a fa period. This weighed down on the Group's gross profit which recorded EGP 532 million in Q1 2022, down 17% the quarter was identical in absolute terms between IFRS and APM measures. IDH's gross profit margin<sup>17</sup> on re Meanwhile, IDH's gross profit margin on net sales<sup>18</sup> recorded 48% in Q1 2022 versus 57% in Q1 2021.

## Cost of Net Sales Breakdown as a Percentage of Net Sales

	Q1 2021	Q1 2022
Raw Materials	19.3%	22.6%

## ii. Balance Sheet Analysis

## Assets

### Property, Plant and Equipment

IDH held gross property, plant and equipment (PPE) of EGP 1,774 million as at 31 March 2022, up from the EGP 1,718 million as at 31 Dec 2021. Meanwhile, CAPEX outlays excluding payments on account and accounting for the impact of hyperinflation, represented 10.9% of net sales in Q1 2022. The increase in CAPEX outlays as a share of total net sales for the quarter is in part attributable to the opening of new branches (Capital Business Park Branch in West Cairo) during the period and EGP 56 million translation effect due to the depreciation of the Egyptian Pound during the quarter.

### Total CAPEX Breakdown

EGP Mn	Q1 2022	% of Net Sales
Al-Borg Scan Expansion	40.5	3.6%
Translation Effect	56.3	5.0%
Leasehold Improvements/others	24.9	2.2%
<b>Total CAPEX Additions</b>	<b>121.7</b>	<b>10.9%</b>

### Accounts Receivable and Provisions

As at 31 March 2022, accounts receivables' Days on Hand (DOH) recorded at 115 days compared to 107 days as at 31 Dec 2021. The large balance related to the airlines deals in QAIA airport, characterized by a relatively higher credit period. Accounts receivables' DOH is calculated based on credit revenues<sup>23</sup>) amounting to EGP 312 million during Q1 2022.

The receivables balance in Egypt and Jordan stood at EGP 391 million as at 31 March 2022. More specifically, the DOH in Egypt increased to 102 days as at the end of the current reporting period compared to 96 days as at year-end 2021. The DOH in Egypt is calculated based on credit revenues amounting to EGP 258 million during Q1 2022. Meanwhile, in Jordan accounts receivables' DOH increased from 154 days as at year-end 2021 largely due to agreements with various airline companies as part of the current reporting period. Accounts receivables' DOH for Jordan is calculated based on credit revenues amounting to EGP 47 million during the first quarter of 2022.

Provision for doubtful accounts established during the three-month period ended 31 March 2022 amounted to EGP 10 million, the same three months of last year.

<sup>23</sup>Credit revenues relates to patients who paid for IDH's services on credit.

### Inventory

As at 31 March 2022, the Group's inventory balance reached EGP 255 million, up from EGP 223 million as at year-end 2021. Outstanding (DIO) increased to 87 days as at 31 March 2022 from 61 days as at year-end 2021. The increase is due to the Group's decision to accumulate inventory in a trial to overcome any disruption that might result from the global supply chain challenges.

### Cash and Net Debt/Cash

IDH's cash balances increased to EGP 2,659 million as at 31 March 2022 up from EGP 2,350 million as at 31 Dec 2021.

EGP million	31 Dec 2021	31 Mar 2022
Time Deposits	628	1,125
T-Bills	1,461	1,450
Current Accounts	239	60
Cash on Hand	22	24
<b>Total</b>	<b>2,350</b>	<b>2,659</b>

Net cash balance<sup>24</sup>amounted to EGP 1,724 million as at 31 March 2022 compared to EGP 1,488 million as of 31 Dec 2021.

EGP million	31 Dec 2021	31 Mar 2022
Cash and Financial Assets at Amortised Cost <sup>25</sup>	2,350	2,659
Interest Bearing Debt ("Medium Term Loans") <sup>26</sup>	102	100
Lease Liabilities Property	532	535

Long-term Equipment Liabilities	229	20
<b>Net Cash Balance</b>	<b>1,488</b>	<b>1,7</b>

Note: Interest Bearing Debt includes accrued interest for each period.

Lease liabilities on property recorded EGP 574 million as at 31 March 2022, up from the EGP 532 million booked at year-end 2021, driven by the addition of new branches throughout the first three months of the year. Meanwhile, financial obligations related to equipment recorded EGP 261 million as at the end of the current reporting period, up from EGP 229 million as of year-end 2021, largely driven by the addition of new equipment. Total financial obligations related to equipment in Q1 2022 included EGP 13.2 million related to Borg Scan. The rise in interest-bearing debt is related to IDH's two medium-term facilities with Commercial International Bank of Egypt (AUBE). More specifically, IDH's interest-bearing debt as at 31 March 2022 is split as EGP 13.2 million related to its facility with CIB and EGP 85 million related to its facility with AUBE. It is worth noting that interest-bearing debt in both periods

## Liabilities

### Accounts Payable<sup>27</sup>

As at the end of March 2022, accounts payable balance recorded EGP 277 million down from EGP 311 million as at year-end 2021. Group's days payable outstanding (DPO) increase to 107 days as at 31 March 2022 from 93 days as at 31 December 2021, related to lower Covid-19-related kits consumption coupled with the renegotiation of extended payment terms with

### Put Option

The put option current liability is related to the option granted in 2011 to Dr. Amid, Biolab's CEO, to sell his stake in Biolab for cash money and exercisable since 2016 and is calculated as 7 times LTM EBITDA minus net debt. Biolab's put option liability increased by depreciation of the Egyptian Pound by around 16% as at 31 March 2022 compared to year-end 2021.

The put option non-current liability is related to the option granted in 2018 to the International Finance Corporation (IFC) Lab - and it is exercisable in 2024. The put option is calculated based on fair market value (FMV).

<sup>24</sup>The net cash balance is calculated as cash and cash equivalent balances including includes financial assets at amortised cost, less interest-bearing liabilities and Right-of-use liabilities.

<sup>25</sup>As outlined in Note 9 of IDH's Consolidated Financial Statements, some term deposits and treasury bills cannot be accessed for over 90 days. Term deposits which cannot be accessed for over 90 days stood at EGP 201 million in Q1 2022, while there were no such term deposits in the previous period. Treasury bills for over 90 days stood at EGP 1,230 million in Q1 2022, down from EGP 1,310 million in FY 2021.

<sup>26</sup>IDH's interest bearing debt as at 31 March 2022 is split as EGP 13 million related to its medium term facility with the Commercial International Bank of Egypt (AUBE) (outstanding loan balances are excluding accrued interest for the period).

<sup>27</sup>Accounts payable is calculated based on average payables at the end of each year.

## iii. Cash Flow Analysis

Net cash flow from operating activities recorded EGP 309 million in Q1 2022 continuing to demonstrate IDH's strong operating performance. Net cash flow from operating activities declined from EGP 488 million the same three months of last year.

-End-

INTEGRATED DIAGNOSTICS HOLDINGS plc - "IDH"  
AND ITS SUBSIDIARIES

# Consolidated Financial Statements

for the quarter ended 31 March 2022

## Consolidated statement of financial position as at 31 March 2022

	Notes	31 March 2022 EGP '000
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant and equipment	4	1,112,340
Intangible assets and goodwill	5	1,670,690
Right of use assets	6	502,949
Financial assets at fair value through profit and loss	7	12,312
<b>Total non-current assets</b>		<b>3,298,291</b>
<b>Current assets</b>		
Inventories		254,924
Trade and other receivables	8	508,174
Financial assets at amortized cost	9	1,430,150



Cash and cash equivalents	10	1,228,720
<b>Total current assets</b>		<b>3,421,970</b>
<b>Total assets</b>		<b>6,720,270</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share Capital		1,072,500
Share premium reserve		1,027,700
Capital reserve		(314,310)
Legal reserve		51,641
Put option reserve		(1,127,330)
Translation reserve		164,671
Retained earnings		1,849,150
<b>Equity attributable to the equity holders of the parent</b>		<b>2,724,020</b>
Non-controlling interests		292,814
<b>Total equity</b>		<b>3,016,834</b>
<b>Non-current liabilities</b>		
Provisions		3,484
Borrowings	13	76,345
Other financial obligations	15	708,203
Non-current put option liability	14	36,806
Deferred tax liabilities	19-C	384,230
<b>Total non-current liabilities</b>		<b>1,209,068</b>
<b>Current liabilities</b>		
Trade and other payables	11	656,059
Other financial obligations	15	126,541
Current put option liability	12	1,090,530
Borrowings	13	21,721
Current tax liabilities		599,518
<b>Total current liabilities</b>		<b>2,494,369</b>
<b>Total liabilities</b>		<b>3,703,437</b>
<b>Total equity and liabilities</b>		<b>6,720,270</b>

These condensed consolidated interim financial information were approved and authorized for issue by the Board of Directors and signed on the

Dr. Hend El Sherbini  
Chief Executive Officer

Hussein Choucri  
Independent Non-Executive Director

The accompanying notes form an integral part of these condensed consolidated interim financial information.

## Consolidated income statement for the quarter ended 31 March 2022

	Notes	Q1 2022 EGP '000
Revenue	22	1,180,479
Cost of sales		(648,793)
<b>Gross profit</b>		<b>531,686</b>
Marketing and advertising expenses		(40,764)
Administrative expenses	17	(86,300)
Impairment loss on trade and other receivable		(7,178)
Other (expense)/income		(1,082)
<b>Operating profit</b>		<b>396,362</b>
Finance costs	18	(33,060)
Finance income	18	108,045
<b>Net finance cost</b>		<b>74,985</b>
<b>Profit before tax</b>		<b>471,347</b>
Income tax expense	19-B	(157,214)
<b>Profit for the period</b>		<b>314,133</b>
<b>Profit attributed to:</b>		
Equity holders of the parent		296,609
Non-controlling interests		17,524
		<b>314,133</b>
<b>Earnings per share (expressed in EGP):</b>		
Basic and diluted earnings per share	21	0.49

The accompanying notes form an integral part of these condensed consolidated interim financial information.

## Consolidated statement of comprehensive income/(expenses) for the quarter ended 31 March 2022

	Q1 2022
	EGP '000
<b>Net profit</b>	314,1
Items that may be reclassified to profit or loss:	
Exchange difference on translation of foreign operations	77,30
<b>Other comprehensive income for the period net of tax</b>	<b>77,30</b>
<b>Total comprehensive income for the period</b>	<b>391,4</b>
<b>Attributed to:</b>	
Equity holders of the parent	310,5
Non-controlling interests	80,89
	<b>391,4</b>

The accompanying notes form an integral part of these condensed consolidated interim financial information.

## Consolidated statement of cash flows for the quarter ended 31 March 2022

	Note	Q1 2022
		EGP '000
<b>Cash flows from operating activities</b>		
Profit for the period before tax		4
<b>Adjustments</b>		
Depreciation of property, plant and equipment		(1)
Depreciation of right of use assets		(1)
Amortisation of intangible assets		(1)
Gain on disposal of Property, plant and equipment		(1)
Impairment in trade and other receivables		(1)
Interest income	18	(1)
Interest expense	18	(1)
Bank Charges		(1)
Equity settled financial assets at fair value		(1)
ROU Asset/Lease Termination		(1)

Hyperinflation	18	
Unrealised foreign currency exchange loss	18	(
Change in Provisions		(
Change in Inventories		(
Change in trade and other receivables		(
Change in trade and other payables		(
<b>Net cash from operating activities</b>		<b>3</b>
<b>Cash flows from investing activities</b>		
Proceeds from sale of Property, plant and equipment		
Interest received on financial asset at amortised cost		
Payments for acquisition of property, plant and equipment	4	(
Payments for acquisition of intangible assets	5	
Payments for the purchase of financial assets at amortized cost		(3
Proceeds for the sale of financial assets at amortized cost		3
<b>Net cash flows generated from/ (used in) investing activities</b>		<b>3</b>
<b>Cash flows from financing activities</b>		
Proceeds from borrowings		
Payment of finance lease liabilities		
Payment of financial obligations		
Interest paid		(
Bank charge paid		
<b>Net cash flows used in financing activities</b>		<b>(</b>
<b>Net increase in cash and cash equivalent</b>		
Cash and cash equivalents at the beginning of the year		2
Effect of exchange rate		8
<b>Cash and cash equivalent at the end of the period</b>	10	<b>1,2</b>

Non-cash investing and financing activities disclosed in other notes are

- acquisition of right-of-use assets - note 26
- Property plant and equipment - note 11
- Put option liability - note 23 and 25

The accompanying notes form an integral part of these condensed consolidated interim financial information.

## Consolidated statement of changes in equity for the quarter ended 31 March 2022

	Share capital	Share premium reserve	Capital reserve	Legal reserve*
<b>At 1 January 2022</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>
Profit for the period	-	-	-	-
Other comprehensive income for the period	-	-	-	-
<b>Total comprehensive income at 31 March 2022</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Transactions with owners of the Company</b>				
<b>Contributions and distributions</b>				
Movement in put option liabilities	-	-	-	-
Impact of hyperinflation	-	-	-	-
<b>Total contributions and distributions</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Balance at 31 March 2022</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>
<b>At 1 January 2021</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>49,218</b>
Profit for the period	-	-	-	-
Other comprehensive loss for the period	-	-	-	-
<b>Total comprehensive income at 31 March 2021(Unreviewed)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Transactions with owners of the Company</b>				
<b>Contributions and distributions</b>				
Legal reserve formed during the period	-	-	-	<b>2,423</b>
Movement in put option liabilities	-	-	-	-
Impact of hyperinflation	-	-	-	-
<b>Total contributions and distributions</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,423</b>
<b>Balance at 31 March 2021(Unreviewed)</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>

\*Under Egyptian Law, each subsidiary in Egypt must set aside at least 5% of its annual net profit into a legal reserve until such time that the reserve reaches 10% of the registered capital. This reserve is not distributable to the owners of the Company.

The accompanying notes form an integral part of these condensed consolidated interim financial information.

**(In the notes all amounts are shown in Egyptian Pounds "EGP'000" unless otherwise stated)**

## **1. Reporting entity**

Integrated Diagnostics Holdings plc "IDH" or "the Company" is a Company which was incorporated in Jersey on 4 December 2014 and established according to the provisions of the Companies (Jersey) Law 1991 and Registered No. 117257. These condensed consolidated interim financial information as at and for the three months ended 31 March 2022 comprise the Company and its subsidiaries (together referred as the 'Group'). The Company is a dually listed entity, in both London Stock Exchange (since 2015) and in the Egyptian Exchange (during May 2021).

The principal activities of the Company and its subsidiaries (together "The Group") include investments in various types of the healthcare field of medical diagnostics (the key activities are pathology and Radiology related tests), either through acquisitions of related business in different jurisdictions or through expanding their acquired investments they have. The key jurisdictions that the Group operates are in Egypt, Jordan, Nigeria and Sudan.

The Group's financial year starts on 1 January and ends on 31 December of each year.

These condensed consolidated interim financial information were approved for issue by the Directors of the Company on 7 June 2022.

## **2. Basis of preparation**

### **A) Statement of compliance**

These condensed consolidated interim financial information have been prepared as per IAS 34 'Interim Financial Reporting' (As adopted by the IASB), as the accounting policies adopted are consistent with those of the previous financial year ended 31 December 2021 and corresponding interim reporting period.

These condensed consolidated interim financial information do not include all the information and disclosures in the annual consolidated financial Statement, and should be read in conjunction with the financial Statement published as at and for the year ended 31 December 2021 which is available at [www.idhcorp.com](http://www.idhcorp.com),. In addition, results of the three month period ended 31 March 2022 are not necessarily indicative for the results that may be expected for the financial year ending 31 December 2022.

### **B) Basis of measurement**

The condensed consolidated interim financial information has been prepared on the historical cost basis except where adopted IFRS mandates that fair value accounting is required which is related to the financial assets and liabilities measured at fair value.

### **C) Functional and presentation currency**

These condensed consolidated interim financial information is presented in Egyptian Pounds (EGP'000). The functional currency of the majority of the Group's entities is the Egyptian Pound (EGP) and is the currency of the primary economic environment in which the Group operates.

The Group also operates in Jordan, Sudan and Nigeria and the functional currencies of those foreign operations are the local currencies of those respective territories, however due to the size of their operations, there is no significant impact on the functional currency of the Group, which is the Egyptian Pound (EGP).

## **3. Significant accounting policies**

In preparing these condensed consolidated interim financial information, the significant judgments made by the management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that were applied to the consolidated financial information for the year ended 31 December 2021."The preparation of these condensed consolidated interim financial information requires management to make judgements, estimates and assumptions that affect the application of accounting

policies and the reported amounts of assets, liabilities, income and expense. Actual results may differ from these estimates. Information about significant areas of estimation uncertainty and critical judgement in applying accounting policies that have the most significant effect on the amount recognised in the condensed consolidated interim financial statement is described in note 2.2 of the annual consolidated financial information published for the year ended 31 December 2021. In preparing these condensed consolidated interim financial information, the significant judgments made by the management in applying the Group accounting policies and the key sources of estimation uncertainty were the same as those that were applied to the consolidated financial information for the year ended 31 December 2021".

#### 4. Property, plant and equipment

	Land & buildings	Medical, electric & information system equipment	Lease impr
<b>Cost</b>			
At 1 January 2022	380,883	824,628	3
Additions	-	53,136	
Hyper inflation	-	1,482	
Disposals	-	(353)	
Transfers	-	-	
Exchange differences	2,302	30,440	
<b>At 31 March 2022</b>	<b>383,185</b>	<b>909,333</b>	<b>3</b>
<b>Depreciation</b>			
At 1 January 2022	53,490	333,806	1
Depreciation for the period	1,539	29,925	
Disposals	-	(326)	
Exchange differences	372	14,405	
<b>At 31 March 2022</b>	<b>55,401</b>	<b>377,810</b>	<b>1</b>
<b>Net book value at 31 March</b>	<b>327,784</b>	<b>531,523</b>	<b>1</b>
<b>At 31 December 2021</b>	<b>327,393</b>	<b>490,822</b>	<b>1</b>

## 5. Intangible assets and goodwill

Intangible assets represent goodwill acquired through business combinations and brand names.

	Goodwill	Brand name	So
<b>Cost</b>			
<b>Balance at 1 January 2022</b>	<b>1,260,965</b>	<b>383,909</b>	
Additions	-	-	
Effect of movements in exchange rates	9,293	2,957	
<b>Balance at 31 March 2022</b>	<b>1,270,258</b>	<b>386,866</b>	
<b>Amortisation and impairment</b>			
<b>Balance at 1 January 2022</b>	<b>4,552</b>	<b>372</b>	
Amortisation	-	-	
Effect of movements in exchange rates	-	-	
<b>Balance at 31 March 2022</b>	<b>4,552</b>	<b>372</b>	
<b>Carrying amount</b>			
<b>Balance at 31 December 2021</b>	<b>1,256,413</b>	<b>383,537</b>	
<b>Balance at 31 March 2022</b>	<b>1,265,706</b>	<b>386,494</b>	

Goodwill impairment reviews are undertaken annually or more frequently if events or changes in circumstances indicate potential impairment. No indicators of impairment have been identified during the three months ended 31 March 2022.

## 6. Right-of-use assets

	31 March 2022
Balance at 1 January	462,432
Addition for the period / year	57,097
Depreciation charge for the period / year	(24,444)
Terminated contracts	(8,034)
Exchange differences	15,898
<b>Balance</b>	<b>502,949</b>



## 7. Financial asset at fair value through profit and loss

	<u>31 March 2022</u>
Equity investments*	<u>12,312</u>
	<u>12,312</u>

\* On August 17, 2017, Almahbariyoun AL Arab (seller) has signed IT purchase Agreement with JSC Mega Lab (Megalab) to transfer and install the Laboratory Information Management System (LIMS) for a purchase price amounted to USD 400,000, which will be in the form of 10% equity stake in JSC Mega Lab. In case the valuation of the project is more than USD 4,000,000, the seller stake will be adjusted accordingly, in a way that the seller equity stake shall not fall below 5% of JSC Mega Lab.

- ownership percentage in JSC Mega Lab at the transaction date on April 8, 2019, and as of March 31, 2022 is 8.25%.

- On April 8, 2019, Al Mokhabariyoun Al Arab (Biolab) has signed a Shareholder Agreement with JSC Mega Lab (Megalab) and JSC Georgia Healthcare Group (CHG), whereas, BioLab Shall have a put option, exercisable within 12 months period immediately after the expiration of five(5) year period from the signing date, which allows BioLab stake to be put out by CHG at a price of the equity value being USD 400,000 plus 15% annual Interred Rate of Return (IRR). If the Management Agreement or the Purchase Agreement and/or the Service level Agreement is terminated/cancelled within 6 months period from the date of such termination/cancellation, CHG shall have a call option, which allows CHG to purchase Biolab's Stake in JSC Megalab having value of USD 400,000.00 plus 20% annual Interred Rate of Return (IRR). If JCI accreditation is not obtained, immediately after the expiration of the 12 months period, CHG shall have a call option (the Accreditation Call option), exercisable within 6 months period, allowing CHG to purchase Biolab's Shares in JSC Mega Lab at a price of the equity value of USD 400,00.00 plus the 20% annual IRR.

After 12 months from the date of the put option period expiration, CHG to purchase Biolab's Stake in JSC Megalab having value of USD 400,000 plus higher of 20% annual IRR or 6X EV/EBITDA (of the financial statements immediately preceding the call option exercise date).

## 8. Trade and other receivables

	<u>31 March 2022</u>
Trade receivables - net	<b>398,618</b>
Prepayments	<b>34,848</b>
Due from related parties note (16)	<b>3,459</b>
Accrued revenue	<b>3,513</b>
Other receivables	<b>67,736</b>
	<u><b>508,174</b></u>

## 9. Financial assets at amortised cost

31 March  
2022

Term deposits (more than 90 days)	200,934
Treasury bills (more than 90 days)	1,229,219
	<u>1,430,153</u>

The maturity date of the treasury bills and Fixed-term deposits is between 3-12 months and have average interest rates of 12.53% and 8.50% respectively.

#### 10. Cash and cash equivalents

	<u>31 March 2022</u>
Cash at banks and on hand	81,467
Treasury bills (less than 90 days)	222,139
Term deposits (less than 90 days)	925,122
	<u>1,228,728</u>

#### 11. Trade and other payables

	<u>31 March 2022</u>
Trade payable	277,051
Accrued expenses	252,379
Due to related parties note (16)	13,025
Other payables	73,702
Deferred revenue	37,711
Accrued finance cost	2,191
	<u>656,059</u>

#### 12. Current put option liability

	<u>31 March 2022</u>
Put option - Biolab Jordan	1,090,531
	<u>1,090,531</u>

The accounting policy for put options after initial recognition is to recognise all changes in the carrying value of the put option liability within equity.

Through the historic acquisitions of Makhbariyoun Al Arab the Group entered into separate put option arrangements to purchase the remaining equity interests from the vendors at a subsequent date. At acquisition, a put option liability has been recognised at the net present value of the exercise price of the option.

The option is calculated at seven times EBITDA of the last 12 months minus Net Debt and its exercisable in whole on the fifth anniversary of completion of the original purchase agreement, which fell due in June 2016. The vendor has exercised this right at 31 March 2022. It is important to note that the put option liability is treated as current as it could be exercised at any time by the NCI. However, based on discussions and ongoing business relationship, there is an expectation that this will happen in next 18 months. The option has no expiry date.

### 13. Loans and borrowings

	Currency	Nominal interest rate	Maturity	31 March 2022
CIB - Bank	EGP	Secured rate 9.5%	5 April 2022	13,238
AUB - Bank	EGP	CBE corridor rate+1%	26 April 2026	84,828
				<b>98,066</b>
<u>Amount held as:</u>				
				21,721
				76,345
				<b>98,066</b>

**A)** In April 2017 AL-Mokhtabar for medical lab, one of IDH subsidiaries, was granted a medium-term loan amounting to EGP 110m from the Commercial International Bank "CIB Egypt" to finance the purchase of the administrative building for the Group. As at 31 March 2022, the loan has been secured through restricted deposits.

**B)** In July 2018, AL-Borg lab, one of IDH subsidiaries, was granted a medium term loan amounting to EGP 100m from the Ahli United Bank "AUB Egypt" to finance the investment cost related to the expansion into the real estate segment. As at 31 March 2022 only EGP 84.4m had been drawn down from the total facility available. The loan contains the following financial covenants which if breached will mean the loan is repayable on demand:

- The financial leverage shall not exceed 0.7 throughout the period of the loan  
**"Financial leverage"**: total bank debt divided by net equity
- The debt service ratios (DSR) shall not be less than **1.35 starting 2020**  
**"Debt service ratio"**: cash operating profit after tax plus depreciation for the financial year less a maintenance on machinery and equipment adding cash balance (cash and cash equivalent ) divided by financial payments.

**"Cash operating profit"**: Operating profit after tax, interest expense, depreciation and amortisation calculated as follows: Net income after tax and unusual items adding Interest expense, Depreciation, Amortisation and provisions excluding tax related provisions less interest income and Investment income less gains from extraordinary items.

**"Financial payments"**: current portion of long-term debt including finance lease payments, interest expense and fees and dividends distributions.

#### Loans and borrowings (continued)

- The current ratios shall not be less than 1.  
**"Current ratios"**: Current assets divided current liabilities.

The terms and conditions of outstanding loans are as follows:

\* As at 31 March 2022 corridor rate 10.25% (2021: 9.25%)

AL- Borg company didn't breach any covenants for MTL agreements.

- C) Last year the Group signed two agreements of debt facilities. The debt package includes US\$ 45.0 million secured facilities with the tenor of an 8-year starting May 2021 from the International Finance Corporation (IFC) and an additional US\$ 15.0 million IFC syndicated facility from Mashreq Bank. In as at 31 March 2022, the debt facility has not been withdrawn by IDH.

#### 14. Non-current put option liability

	<b>31 March 2022</b>
Put option liability*	<b>36,806</b>
	<b>36,806</b>

- \* According to the definitive agreements signed on 15 January 2018 between Dynasty Group Holdings Limited and International Finance Corporation (IFC) related to the Eagle Eye-Echo scan transaction, IFC has the option to purchase 10% of the shares to Dynasty in year 2024. The put option price will be calculated on the basis of the fair market value determined by an independent valuator.

#### 15. Other Financial obligations

	<b>31 March 2022</b>
Lease liabilities - buildings	574,163
Financial obligations- laboratory equipment	260,581
	<b>834,744</b>

The financial obligations for the laboratory equipment and building are payable as follows:

	<b>Minimum payments</b>	<b>31 March 2022 Interest</b>
Less than one year	231,413	1
Between one and five years	720,180	2
More than five years	252,090	3
	<b>1,203,683</b>	<b>3</b>
		<b>31 December 2021</b>

	<u>Minimum payments</u>	<u>Interest</u>
Less than one year	211,242	9
Between one and five years	701,084	22
More than Five years	191,229	1
	<u>1,103,555</u>	<u>34</u>

**Amounts recognised in profit or loss:**

	<b>For the three months ended 31 March</b>	
	<b>2022</b>	<b>2021</b>
	<b>(Unreviewed)</b>	
Interest on lease liabilities	<b>16,861</b>	14,276
Expenses related to short-term lease	<b>5,757</b>	5,219

**16. Related party transactions**

The significant transactions with related parties, their nature volumes and balance during the period 31 March 2022 follows:

<u>Related Party</u>	<u>Nature of transaction</u>	<u>Nature of relationship</u>	<u>Trans</u>
ALborg Scan (S.A.E)*	Expenses paid on behalf	Affiliate	
International Fertility (IVF)**	Expenses paid on behalf	Affiliate	
H.C Security	Provided service	Entity owned by Company's board member	
Life Health Care	Provide service	Entity owned by Company's CEO	
Dr. Amid Abd Elnour	Put option liability	Bio. Lab C.E.O and shareholder	
International Finance corporation (IFC)	Put option liability	Eagle Eye - Echo Scan limited shareholder	
International Finance corporation (IFC)	Current account	Eagle Eye - Echo Scan limited shareholder	
Integrated Treatment for Kidney Diseases (S.A.E.)	Rental income	Entity owned by Company's CEO	
	Medical Test analysis		

**Total**

### Related party transactions (continued)

Related Party	Nature of transaction	Nature of relationship	Trans
ALborg Scan (S.A.E)*	Expenses paid on behalf	Affiliate	
International Fertility (IVF)**	Expenses paid on behalf	Affiliate	
H.C Security	Provide service	Entity owned by Company's board member	
Life Health Care	Provide service	Entity owned by Company's CEO	
Dr. Amid Abd Elnour	Put option liability	Bio. Lab C.E.O and shareholder	
International Finance corporation (IFC)	Put option liability	Eagle Eye - Echo Scan limited shareholder	
International Finance corporation (IFC)	Current account	Eagle Eye - Echo Scan limited shareholder	
Integrated Treatment for Kidney Diseases (S.A.E)	Rental income	Entity owned by Company's CEO	

### Related party transactions (continued)

\* ALborg Scan is a company whose shareholders include Dr. Moamena Kamel (founder of IDH subsidiary Al-Mokhtabar Labs).

\*\* International Fertility (IVF) is a company whose shareholders include Dr. Moamena Kamel (founder of IDH subsidiary Al-Mokhtabar Labs).

### Compensation of key management personnel of the Group

The amounts disclosed in the table are the amounts recognised as an expense during the reporting period related to management personnel.

	<b>31 March 2022</b>
Short-term employee benefits	25,000
	<b>25,000</b>

## 17. General and administrative expenses

	<b>For the three months ended 31 March 2022</b>
Wages and salaries	33,931
Depreciation	6,483
Amortisation	920
Other expenses	44,966
<b>Total</b>	<b>86,300</b>

## 18. Net finance cost

	<b>For the three months ended 31 March 2022</b>
<b>Finance income</b>	
Interest income	45,247
Net foreign exchange gain	61,134
Gain on hyperinflationary net monetary position	1,664
<b>Total finance income</b>	<b>108,045</b>
<b>Finance cost</b>	
Loss on hyperinflationary net monetary position	
Bank charges	(7,144)
Interest expense	(25,916)
Net foreign exchange (loss)	-
<b>Total finance cost</b>	<b>(33,060)</b>
<b>Net finance cost</b>	<b>74,985</b>

On March 21, 2022, the Central Bank of Egypt raised prices by 100 basis points and allowed its prices against the dollar, which was imposing inflationary pressures in the short to medium term. Inflation rates are expected to be between 13% and 15% during 2022.

## 19. Tax

### A) Tax expense

Tax expense is recognised based on management's best estimate of the weighted-average annual income tax rate expected for the full financial year multiplied by the pre-tax income of the interim reporting period.

### B) Income tax

Amounts recognised in profit or loss as follow:

	<b>For the three 2022</b>
<b>Current tax:</b>	
Current period	(101,36
<b>Deferred tax:</b>	
Deferred tax arising on undistributed reserves in subsidiaries	(55,22
Relating to origination and reversal of temporary differences	(62
<b>Total Deferred tax expense</b>	<b>(55,85</b>
<b>Tax expense recognised in profit or loss</b>	<b>(157,21</b>

### C) Deferred tax liabilities

Deferred tax relates to the following:

	<b>31 March 2022</b>
Property, plant and equipment	(21
Intangible assets	(100
Undistributed reserves from Group subsidiaries	(270
Provisions and financial obligation	2
<b>Net deferred tax liabilities</b>	<b>(380</b>



## 20. Financial instruments

The Group has reviewed the financial assets and liabilities held at 31 March 2022. It has been deemed that the carrying amounts for all financial instruments are a reasonable approximation of fair value. All financial instruments are classified as Level 3.

### Contingent liabilities

As required by article 134 of the labour law on Vocational Guidance and Training issued by the Egyptian Government in 2003, Al Borg Laboratory Company and Al Mokhtabar Company for Medical Labs are required to conform to the requirements set out by that law to provide 1% of net profits each year into a training fund. During the year, Integrated Diagnostics Holdings plc have taken legal advice and considered market practice in Egypt relating to this and specifically whether the vocational training courses undertaken by Al Borg Laboratory Company and Al Mokhtabar Company for Medical Labs suggest that obligations have been satisfied through training programmes undertaken in the past by those entities. Since the issue of the law on Vocational Guidance and Training, Al Borg Laboratory Company and Al Mokhtabar Company for Medical Labs have not been requested by the government to pay or have voluntarily paid any amounts into the external training fund. The board of Integrated Diagnostics Holdings plc have concluded that an accrual of funds is not probable.

Should a claim be brought against Al Borg Laboratory Company and Al Mokhtabar Company for Medical Labs, an amount of between EGP 24.5m to EGP 33 m could become payable, however this is not considered probable.

## 21. Earnings per share

	<b>For the three months ended 31 March 2022</b>
Profit attributed to owners of the parent	296,609
Weighted average number of ordinary shares in issue	<b>600,000</b>
<b>Basic and diluted earnings per share</b>	<b>0.49</b>

The Company has no potential diluted shares as at 31 March 2022 and 31 March 2021, therefore; the earnings per share are equivalent to basic earnings per share.

## 22. Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker who is responsible for allocating resources and assessing the performance of the operating segments, has been identified as the steering committee that makes strategic decisions.

The Group has four operating segments based on geographical location rather than two operating segments based on service provided, as the Group's Chief Operating Decision Maker (CODM) reviews the internal management reports and KPIs of each geography.

The Group operates in four geographic areas, Egypt, Sudan, Jordan, and Nigeria. As a provider of medical diagnostic services, IDH's operations in Sudan are not subject to sanctions. The revenue split, EBITDA (being the key profit measure reviewed by CODM) net profit and loss between the four regions is set out below.

For the three months ended	Revenue by geographic location		
	Egypt region	Sudan region	Jordan region
<b>31 March 2022</b>	<b>879,490</b>	<b>5,672</b>	<b>280,514</b>
31 March 2021 (Unreviewed)	920,462	6,753	189,870

For the year ended	EBITDA by geographic location			
	Egypt region	Sudan region	Jordan region	Nigeria region
<b>31 March 2022</b>	<b>395,056</b>	<b>86</b>	<b>74,312</b>	
31 March 2021 (Unreviewed)	511,268	1,088	77,727	(455)

For three month period ended	Net profit / (loss) by geographic location		
	Egypt region	Sudan region	Jordan region
<b>31 March 2022</b>	<b>269,516</b>	<b>2,756</b>	<b>45,030</b>
31 March 2021 (Unreviewed)	303,095	(10,315)	51,516

	Revenue by type		For the three months ended 31 March 2021 (Unreviewed)
	For the three months ended 2022	2021	
Pathology*	<b>1,148,804</b>	1,107,927	
Radiology	<b>31,675</b>	21,611	
	<b>1,180,479</b>	1,129,538	

	Revenue by type		For the three months ended 2022
	For the three months ended 2022	2021	
Walk-in			535
Corporate			645
			<b>1,180</b>

\* 31 March 2022 figure includes Covid-19 related Pathology tests amounted to EGP 540m (31 March 2021 535m).

	<b>Non-current assets by geographical region</b>		
	<b>Egypt region</b>	<b>Sudan region</b>	<b>Jordan region</b>
<b>31 March 2022</b>	<b>2,853,476</b>	<b>8,025</b>	<b>335,245</b>
31 December 2021	2,803,954	7,234	291,880

#### Segment reporting (continued)

The operating segment profit measure reported to the CODM is EBITDA, as follows:

	<b>For the three months period ended 31 March 2022</b>
<b>Profit from operations</b>	<b>396,362</b>
Property, plant and equipment depreciation	46,048
Right of use depreciation	23,926
Amortisation of Intangible assets	1,949
<b>EBITDA</b>	<b>468,285</b>

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