

**Integrated Diagnostics Holdings Plc**

**FY 2023 Results**

Thursday, 28 March 2024

## Integrated Diagnostics Holdings plc reports double digit revenue growth in FY 2023 supported by record-high test volumes

**(Cairo and London)** - Integrated Diagnostics Holdings ("IDH," "the Group," or "the Company"), a leading provider of diagnostic services with operations in Egypt, Jordan, Nigeria, Sudan, and Saudi Arabia, announced today its financial statements and operational performance for the year ended 31 December 2023, booking consolidated revenue of EGP 4.1 billion, a 14% year-on-year increase on the back of expanding test volumes and average revenue per test. This is a particularly impressive result when considering that Covid-19-related testing in the previous year (2022) had contributed 19% of the Company's top-line. When excluding<sup>1</sup> Covid-19-related contributions from FY 2023 results, conventional revenues expanded an impressive 42% year-on-year. Further down the income statement, the Company booked net profit of EGP 468 million in FY 2023, down 11% year-on-year and yielding a net profit margin (NPM) of 11%.

On a quarterly basis, IDH posted consolidated revenue growth of 33%, reaching EGP 1.1 billion. Meanwhile, the Company recorded conventional revenue growth of 37% year-on-year, boosted by 17% increases in both test volumes and average revenue per conventional test. Net profit recorded EGP 81 million, down 34% year-on-year, yielding an NPM of 8%.

### Financial Results (IFRS)

EGP mn	Q4 2022	Q4 2023	Change
<b>Revenues</b>	<b>805</b>	<b>1,069</b>	<b>32%</b>
Conventional Revenues	780	1,069	37%
Covid-19-related Revenues	24	-	-100%
Cost of Sales	(524)	(682)	30%
<b>Gross Profit</b>	<b>281</b>	<b>387</b>	<b>37%</b>
Gross Profit Margin	35%	36%	1%
Operating Profit	83	184	121%
<b>Adjusted EBITDA2</b>	<b>197</b>	<b>319</b>	<b>62%</b>
Adjusted EBITDA Margin	25%	30%	5%
<b>Net Profit</b>	<b>123</b>	<b>81</b>	<b>-34%</b>
Net Profit Margin	15%	8%	-8%
<b>Cash Balance3</b>	<b>816</b>	<b>835</b>	<b>2%</b>

Note: Throughout the document, percentage changes are calculated using the exact value (as per the Consolidated Financials) and not the corresponding rounded figure.

### Key Operational Indicators<sup>4</sup>

EGP mn	FY 2022
Branches	552
Patients ('000)	8,721
Revenue per Patient (EGP)	413
Tests ('000)	32,685
Conventional Tests ('000)	30,985
Covid-19-related Tests ('000)	1,700

Revenue per Test	110
Revenue per Conventional Test (EGP)	94
Revenue per Covid-19-related Test (EGP)	413
Test per Patient	3.7

<sup>1</sup> Starting Q1 2023, IDH has opted to stop reporting on its Covid-19-related revenues and test volumes due to their material insignificance to the consolidated figures and Jordan's country-level results. During last year (FY 2022), IDH had recorded EGP 702 million in Covid-19-related revenues and had performed 1.7 million Covid-19-tests.

<sup>2</sup> Adjusted EBITDA is calculated as operating profit plus depreciation and amortization, excluding non-recurring expenses, specifically an EGP 11.9 million one-off expense from the Egyptian government for vocational training, EGP 18.2 million in pre-operating expenses in Saudi Arabia, EGP 5.0 million impairment expense in Sudan due to the conflict situation in the country, an EGP 18.0 million impairment expense in goodwill and assets in Nigeria.

<sup>3</sup> Cash balance includes time deposits, treasury bills, current accounts, and cash on hand

<sup>4</sup> Key operational indicators are calculated based on revenues for the periods of EGP 4,123 million and EGP 3,605 million for FY 2023 and FY 2022, respectively.

<sup>5</sup> IDH's branch network includes 17 branches in Sudan which have been closed due to ongoing conflict in the country

## Introduction

### i. Financial Highlights

• **Consolidated revenue** of EGP 4,123 million was recorded in FY 2023, representing a 14% year-on-year increase. This is a particularly noteworthy result when considering the large contribution from Covid-19-related testing<sup>6,7</sup> had made to last year's consolidated top-line. Total revenue growth was primarily driven by higher test volumes, which rose 10% year-on-year, and secondarily by increased average revenue per test, which rose by 4% year-on-year. On a three-month basis, IDH's consolidated revenues came in at EGP 1,069 million in Q4 2023, up 33% year-on-year.

• Excluding Covid-19-related contributions from last year's figure (which amounted to EGP 702 million, or 19% of consolidated revenues in FY 2022), IDH booked an impressive 42% year-on-year increase in **conventional revenue**<sup>8</sup> during FY 2023. Conventional revenue growth during the year was dual driven by 17% and 22% year-on-year increases in test volumes and average revenue per conventional test, respectively. In Q4 2023, the Company posted a conventional revenue year-on-year increase of 37% to reach EGP 361 million, on the back of 17% increases in both conventional test volumes and average revenue per conventional test.

• **Gross Profit** of EGP 1,524 million was recorded in FY 2023, up 4% from EGP 1,464 million in 2022. Gross profit margin (GPM) stood at 37% in FY 2023, down from 41% one year prior. Lower gross profitability primarily reflected increased costs of sales for the year which rose 21% versus FY 2022, principally by higher raw material costs as test kit prices continued to be impacted by rising inflation and the weakening Egyptian Pound (EGP). The Company also booked higher direct salary and wage expenses due to its decision to implement greater-than-usual compensation adjustments for existing staff to support them during this ongoing period of high inflation. On a quarterly basis, gross profit came in at EGP 387 million, up 38% year-on-year as the initial effects of the multiple devaluations of the EGP continued to fade and operations normalized during the second half of the year. IDH recorded a gross profit margin (GPM) of 36% during Q4 2023, down from 35% one year prior.

• **Adjusted EBITDA**<sup>9</sup> of EGP 1,192 million was recorded in FY 2023, up 2% year-on-year from EGP 1,170 million. Adjusted EBITDA margin for the year recorded 29%, versus 33% in FY 2022. Lower adjusted gross profitability in FY 2023 was due to a decline in gross profitability coupled with higher SG&A expenses. Higher SG&A expenses were driven by higher indirect wages and salaries, as well as higher consulting and accounting fees on the back of the weakened EGP. On a three-month basis, adjusted EBITDA stood at EGP 319 million in Q4 2023, representing a 62% year-on-year increase, and with an associated margin of 30%, up from 25% in Q4 2022.

• **Net Profit** of EGP 468 million was recorded in FY 2023, down 11% from the EGP 524 million net profit recorded in the previous twelve months. Net profit margin (NPM) stood at 11%, down from 13% in FY 2022. Lower net profitability was driven by lower EBITDA profitability coupled with higher interest expenses due to additions of new radiology equipment to support the expansion of Group operations. During the second quarter of the year, net profit recorded EGP 81 million, down 34% year-on-year, and yielding an adjusted net profit margin of 8% in Q4 2023.

6 Covid-19-related tests include both core Covid-19 tests (Polymerase Chain Reaction (PCR), Antigen, and Antibody) as well as other routine inflammatory and blood 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.

7 Covid-19-related revenue in FY 2022 includes EGP 63 million in concession fees paid by Biolab to Queen Alia International Airport and Aqaba Port as part of a revenue sharing agreement.

8 Conventional (non-Covid) tests include IDH's full service offering excluding Covid-19 related tests.

9 Adjusted EBITDA is calculated as operating profit plus depreciation and amortization, excluding non-recurring expenses, specifically an EGP 11.9 million one-off expense incurred by the Egyptian government for vocational training, EGP 18.2 million in pre-operating expenses in Saudi Arabia, EGP 5.0 million impairment expense in Sudan due to the political situation in the country, an EGP 18.0 million impairment expense in goodwill and assets in Nigeria.

## ii. Operational Highlights

• As of year-end 2023, IDH operated a total **branch network** of 601 branches (of which 100 branches in Sudan are currently closed), spread across four markets. This represents a 49-branch increase compared to the previous year. During Q4 2023, IDH launched seven additional branches in its home and largest market of Egypt, bringing the country's total branch network to 544 branches. IDH continues to operate the largest network of private diagnostic labs in the country, helping the Company to capture a growing number of patients and to capitalise on the important growth opportunities offered by Egypt's favourable demographic profile.

• **Consolidated test volumes** for the year reached a record-high 36.1 million tests in FY 2023, up a solid 10% year-on-year on the back of strong growth in Egypt. Conventional tests volumes (which exclude contributions from Covid-19-related testing in FY 2022) came in 17% above last year's figure, coming to highlight the strong and growing demand for IDH's traditional offering. On a quarterly basis, total test volumes expanded 16% year-on-year to record 9.6 million, with conventional test volumes up 17% year-on-year. It is worth mentioning that consolidated test volumes in the second half of the year stood 19% above test volumes recorded in the first six months of FY 2023, showcasing the strong pick up in traffic recorded by the Company starting in May 2023.

• **Average revenue per test** recorded EGP 114 in FY 2023, a 4% increase from last year's figure. Meanwhile, conventional revenue per test expanded 22% year-on-year. Rising average revenue per test reflects the multiple direct and indirect price adjustments implemented by the Company in both Egypt and Sudan in response to the fast-rising inflation witnessed across both geographies. It is important to note that this increase was partially boosted by an 18% contribution from the translation effect, due to the devaluation of the Egyptian Pound over the past twelve months.

• During FY 2023, IDH served a total of 8.5 million **patients**, a marginal 2% decline compared to the previous year. This decline primarily reflects the high base of FY 2022, when patient numbers were boosted by Covid-19-related contributions. In parallel, the Company booked a record-high 4.2 average tests per patient during the year, up significantly from the 3.7 tests recorded in FY 2022. The steady rise in tests per patient directly reflects the continued effectiveness of the Company's loyalty programme, which was rolled out in FY 2021 as part of the Group's post-pandemic growth strategy.

## iii. Updates by Geography

• In **Egypt** (82.7% of total revenues in FY 2023), IDH continued to post strong results with consolidated revenue reaching EGP 3,411 million, an impressive 18% year-on-year rise on the back of 10% and 4% increases in test volumes and average revenues per test, respectively. This is a particularly notable performance when considering the significant contributions made by Covid-19-related testing to the previous year's revenue. When excluding this contribution (16% of Egypt's revenue in FY 2022), conventional revenue recorded a 16% year-on-year expansion in FY 2023 supported by an 18% increase in both test volumes and average revenue per conventional test during the year. On a quarterly basis, IDH's Egyptian operations recorded consolidated

of EGP 911 million in Q4 2023, an increase of 38% year-on-year. Similarly, conventional revenue year-on-year growth in the final quarter of the year stood at 42%.

• **Biolab, IDH's Jordanian subsidiary** (14.7% of total revenues in FY 2023), consolidated revenue of JOD 14.0 million in FY 2023, down 42% year-on-year (a 1% year-on-year decline in EGP terms) reflecting the high base effect resulting from large contributions made by Covid-19-related testing in FY 2022. Meanwhile, conventional revenue in local currency terms for the year (which excludes Covid-19-related contributions made in FY 2022) stood a solid 8% above last year's figure signalling strong underlying demand. Biolab's test offering with conventional test volumes rising 8% year-on-year in FY 2023. On a quarterly basis, consolidated revenues recorded JOD 3.2 million, down 5% year-on-year (up 20% year-on-year in EGP terms due to translation effect). On the other hand, conventional revenues came in marginally above last year's figure in the final quarter on the year.

• **In Nigeria** (2.3% of total revenues in FY 2023), Echo-Lab recorded a 15% year-on-year increase in revenues in local currency terms (up 22% in EGP terms), reaching NGN 2.0 billion in FY 2023, driven by a 32% year-on-year growth in average revenue per test. This reflects Echo-Lab's test mix optimisation and as well as the strategic price hikes implemented throughout the year to keep up with rising inflation. Meanwhile, inflationary pressures and an expanded cost base in Nigeria weighed down on EBITDA profitability, resulting in adjusted EBITDA losses to NGN 498 million in FY 2023, down from NGN 337 million one year prior. On a monthly basis, revenue increased 15% year-on-year in NGN, on the back of higher average revenue per test.

• **IDH's Sudanese operations** (0.3% of total revenues in FY 2023) booked total revenue of SDG 220 million for the year, down 60% year-on-year (in EGP terms revenue declined 44% versus FY 2022) as the country's operations continue to be heavily affected by the ongoing conflict, which has led to the closure of 17 of the country's 18 branches since April 2023. In Q4 2023, revenue was down 90% year-on-year in EGP terms.

• **IDH launched its first two Saudi Arabian branches** in 2024, one in January and another in March. The two branches are located in Riyadh allowing the Company to capitalise on the city's strong economic growth profile. The new venture was jointly funded by IDH (30%), Biolab (21%) and Fawaz Alhokair's health services subsidiary, Izhoor (49%). In the long run, the venture aims to establish itself as a fully-fledged clinical pathology and diagnostic services provider boasting a branch network covering the entire Kingdom. The new venture is fully consolidated on IDH's accounts starting in Q1 2024.

#### iv. Management Commentary

**Commenting on the Group's performance, IDH Chief Executive Officer Dr. Hend El-Sherbini said:** "2023 was a year characterised by growth and execution as the Company delivered robust revenue growth despite a challenging operating environment. After months of preparation, in January 2024 we added a fifth market to our portfolio with the official launch of Biolab KSA in Saudi Arabia. At the same time, we continued to capitalise on the important opportunities offered by our existing markets to drive strong year-on-year consolidated revenue growth and expand our reach in the process.

As a business operating in this part of the world, we are no strangers to macroeconomic volatility. 2023 was a year that was different, as our markets of operation were confronted with devaluation, record-high inflation, tightening monetary policies, and fluctuating energy prices. Despite all this, our two largest markets, Egypt and Jordan, remained supported by attractive fundamentals which are set to drive their long-term growth over the coming decade.

Throughout 2023, IDH continued delivering on its promise of caring for its patients, providing unparalleled quality and accuracy in its testing, and building long-term relationships across its communities. At the same time, in line with our commitment to shareholders, we continued to drive growth and profitability across the business, recording strong financial results throughout the year. As a result, we ended the year with total revenues in excess of EGP 4,100 million, a solid 14% from last year's figure which had included significant contributions from Covid-19-related testing. Excluding Covid-19-related contributions from the comparable period, revenue growth at our conventional business was

more notable, coming in at 42% for the year, and sitting 89% above pre-pandemic revenues of EGP 2,179 million in 2019. Across our geographies, we were particularly pleased with the performance delivered by our home market in Egypt, which recorded strong consolidated and conventional growth for the year. Jordan also posted solid organic revenue growth, continuing to highlight its potential going forward.

We started 2024 on an exciting note, as we launched the first two branches of Biolab KSA in partnership with our Jordanian subsidiary, Biolab, and Izhoor, a company owned by Fawaz Alhokair, chairman of the renowned Saudi group, Fawaz Alhokair Group. The inauguration of Biolab KSA's first two locations marked our entrance into the Arabian market, one of the fastest growing and most attractive markets in the region. Once fully ramped up, Biolab KSA aims to become a fully-fledged diagnostic services provider capable of capturing the vast opportunities of the currently underserved and highly fragmented Saudi market. This latest expansion falls perfectly in line with our long-term growth strategy which sees us target potential opportunities for greenfield and brownfield investments in markets where our business model is best fit to capitalise on prevailing demographic factors and industry dynamics. In the coming years, we expect Biolab KSA to contribute an increasing share to the Group's top-line, helping us to diversify our revenue base and guarantee the business' long-term sustainability.

Despite the significant macroeconomic hurdles we have had to overcome over the past two-year period, the Group has continued to prove its resilience, relying on its proven strategies and expertise to achieve notable operational and financial success throughout the entire period. Our impressive results in 2023 specifically, have underscored the success of our long-term growth strategies to expand our conventional business and usher in a new era of sustainable success following the end of the Covid-19 pandemic. I remain confident in IDH's abilities to navigate macroeconomic pressures and deliver yet another year of sustained growth and expansion in 2024."

- End -

## **Analyst and Investor Call Details**

An analyst and investor call will be hosted at 1pm (UK) | 3pm (Egypt) on Thursday, 28 March 2024. You can find more details and register for the call by clicking on this [link](#).

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

## **About Integrated Diagnostics Holdings (IDH)**

IDH is a leading diagnostics services provider in the Middle East and Africa offering a broad range of clinical pathology and radiology tests to patients in Egypt, Jordan, Nigeria, Sudan, and Saudi Arabia. The Group's core brands include Al Borg, Al Borg Scan and Al Mokhtabar in Egypt, as well as Biolab (Jordan), Echo-Lab (Nigeria), Ultralab (Sudan), Mokhtabar Sudan (both in Sudan), and Biolab KSA (Saudi Arabia). With over 40 years of experience, 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 3,000 diagnostics tests. From its base of 601 branches as of 31 December 2023, IDH served over 8.5 million patients and performed more than 36.1 million tests in 2023. IDH will continue to expand its laboratories through a Hub, Spoke and Spike business model that provides a scalable platform for efficient expansion. Beyond organic growth, the Group targets expansion in appealing markets, including acquisitions in the Eastern, African, and East Asian markets where its model is well-suited to capitalise on similar healthcare consumer trends and capture a significant share of fragmented markets. IDH has been a Jersey-registered entity since May 2015 with a Standard Listing on the Main Market of the London Stock Exchange (ticker: IDHC) since May 2015 with a secondary listing on the EGX since May 2021 (ticker: IDHC.CA).

## **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 year ended 31 December 2023 have been prepared solely to provide additional information to our 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", "estimates", "expects", "forecasts", "intends", "is of the opinion", "may", "plans", "potential", "predicts", "projects", "to the knowledge of", "will", "would" or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future results, plans, or expectations regarding business and management, future growth or profitability and general economic and regulatory conditions and other matters affecting the Group.

Forward-looking statements reflect the current views of the Group's management ("Management") on future events and 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 an assumption could cause the Group's actual financial condition and results of operations to differ materially from, or fail to meet 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 or 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 as at its date and are subject to change without notice. The Group does not undertake any obligation to review, confirm or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of this communication.

### **Market abuse regulation information**

The information contained in this announcement is deemed by the Company to constitute inside information as stipulated under the UK version of the Market Abuse Regulation (EU) No. 596/2014 as it forms part of UK law by virtue of the European Union (Withdrawal) Act 2018. Upon the publication of this announcement, this inside information is now considered to be in the public domain. Company Matters, IDH's Company Secretary is responsible for the release of this announcement for the purposes of such regulation.

## **Chairman's Message**

Despite a challenging year for the healthcare sector, I am pleased to report that 2023 was a year of sustained growth and solid progress for your Company. IDH's management team was effective in delivering on the Board's strategic objectives and remains committed to diversifying into other jurisdictions to deliver and drive further growth.

### **Navigating Challenges**

We continued to face a challenging operating environment across both Egypt and Nigeria where currency devaluations, persistent inflation and foreign exchange restrictions were a major impediment to our operational successes.

In Sudan, we decided following the continued civil war, to halt our operations in the country, cutting all operational expenditure while retaining the business.

Despite these ongoing challenges we are proud to have recorded strong double-digit revenue growth supported by record-high test volumes.

We also achieved 42% year-on-year growth in our conventional revenue, which counter balances the contribution of Covid-19-related testing in the previous year's results and reflects the resilience of the business.

Our core focus remains delivering excellence of care to our loyal patients and communities. We are cognisant of the socio-economic challenges of our patients and ensured that our tests remained accessible to as many people as possible.

possible.

In response to the ongoing economic challenges, management took proactive measures to shield the business as much as possible from exchange-rate fluctuations and ongoing uncertainty.

Our management team leveraged the Company's solid and long-established relationships with our strategic partners to secure long-term contracts with semi-fixed rates.

Heading into 2024, the recent developments in Egypt leave us cautiously optimistic that the country's economic recovery mode with increasing foreign direct investment and a floating exchange rate policy .

### **New Beginnings**

We are also pleased to report that the Group expanded its operations in Saudi Arabia, with the inauguration of two new branches in Riyadh, one in January and another in March 2024.

The Kingdom has an impressive record of rapid economic growth, a growing population and a fragmented digital market that is complimentary with your Company's integrated and value-added business model.

### **Driving Change**

We are exploring the opportunities to embrace generative artificial intelligence (AI) and drive additional growth by leveraging the vast data base which we control with stringent security and privacy.

We are enthusiastic about the potential enhancements in the diagnostics field as AI solutions are being incorporated into traditional testing protocols.

Management is also exploring cost reduction measures and economies of scale embracing new digital technologies.

### **Environmental, Social, and Governance (ESG)**

We are committed to maintaining transparent and sustainable operations across our markets. Accordingly, we have published our second Sustainability Report in January 2024, addressing our ESG practices and the initiatives we have implemented to increase our stakeholder impact.

### **Risk Matrix**

Our Audit Committee consistently monitors our risk matrix ensuring that we have the right policies in place to ensure business continuity, while promoting a productive work environment for our team.

We are enormously grateful and proud of our dedicated and loyal workforce, led by our highly experienced management team. Having most of the staff based out of our Smart Village headquarters in Cairo has enhanced our morale and team building.

Over the past year, we continued to attract and retain the highest calibre of medical and non-medical talent.

In January 2024, we welcomed aboard Sherif El Zeiny as Vice President, Group Chief Financial Officer, and Member.

Sherif brings a wealth of experience in financial management and corporate strategy and will play a pivotal role in ensuring our future success.

### **Our thanks to our Shareholders**

Finally, we would like to extend our thanks to our shareholders and reiterate our commitment that we will do everything possible to drive maximum value. Despite the challenges we continue to face across our markets, we are confident that our resilient business model and value-creation strategies will assist in this aspiration going forward.

Since our initial public offering back in 2015, your Company has been committed to paying a regular dividend. However, exchange restrictions in Egypt meant we were unable to distribute dividends for the year ended 31 December 2023 and have also been unable to distribute dividends for the year that just ended.

Despite this decision, our dividend policy has not changed. As part of our asset-light strategy, our dividend policy is to return to shareholders the maximum amount of excess cash after taking into account the capital needed to support our operations, capital expenditure plans, and potential acquisitions.

We enter 2024 eager to build on the foundation laid in 2023 so that we may continue to deliver sustainable value to our shareholders while offering our patients world-class quality and superior experience.

**Lord St John of Bletso**

**Chairman**

## **Chief Executive's Review**

2023 was a year characterised by growth and execution as the Company delivered robust revenue growth despite a challenging operating environment and took important steps forward on our long-term growth and value creation strategy. After months of preparation, in January 2024 we added a fifth market to our portfolio with the official opening of Biolab KSA in Saudi Arabia. At the same time, we continued to capitalise on the important growth opportunities offered by our existing markets to drive strong year-on-year consolidated revenue growth and continue expansion and reach in the process. We ended the year on very solid footing, having once more demonstrated the resilience of our business model, the potential of our chosen markets, and the effectiveness of our growth strategies.

### **A Year of Macroeconomic Turbulence**

As a business operating in this part of the world, we are no strangers to macroeconomic volatility. 2023 was particularly different, as our markets of operation were confronted with devaluation, record-high inflation, tightening monetary policies, and fluctuating energy prices. Over the last two years, our home and largest market of Egypt has been particularly impacted by global economic headwinds stemming from the post-Covid-19 recovery, the Russia-Ukraine conflict, and the most recent escalation in the Israeli-Palestinian conflict. Meanwhile, inflation has remained at high levels throughout 2023, continuing to put increasing pressure on consumers and businesses alike. On a similar note, following a devaluation of the Nigerian Naira (NGN) in early 2023, Nigerians have been confronted with rising inflation and soaring diesel prices. Finally, the eruption of a civil war in one of our oldest geographies, Sudan, resulted in a near complete halt of IDH's operations in the country, with the majority of our branches indefinitely shut down.

Despite all this, our two largest markets, Egypt and Jordan, remained resilient supported by attractive fundamentals which are set to drive their long-term growth over the coming decade. Leveraging our established brand name and strong market positioning, we are ideally positioned to capitalise on these fundamentals, drive future growth, and



generate sustainable value for all stakeholders.

### **A Year of Sustainable Growth and Value Creation**

Throughout 2023, IDH continued delivering on its promise of caring for its patients, providing unparalleled quality and accuracy in its testing, and building long-term relationships across its communities. At the same time, in line with our commitment to shareholders, we continued to drive growth and profitability across the business, recording record results throughout the year.

Looking at our results in more detail, in the twelve months ended 31 December 2023, we recorded total revenues in excess of EGP 4,100 million, up a solid 14% from last year's figure which had included significant contributions from Covid-19-related testing. Excluding Covid-19-related contributions from the comparable period, revenue growth in our conventional business was even more notable coming in at 42% for the year, and sitting 89% above pre-pandemic revenues of EGP 2,179<sup>10</sup> million in 2019. Conventional revenue growth was supported by steady rises in test volumes, increased contributions from our house call services, which sit comfortably above pre-pandemic averages at 14%, as well as increased growth momentum from our fast-growing radiology venture, AI-Borg Scan, which recorded the launch of a seventh branch in 2023. More specifically, in 2023 we performed 17% more conventional tests compared to the previous twelve months. Conventional revenue growth was also supported by our strategic price increases, which saw average revenue per conventional test increase to EGP 114 versus EGP 94 last year. These increases, which remain below market averages, not only ensured that our tests continued to be affordable for as many patients as possible, but also enabled us to build stronger relationships with our patients, boosting long-term retention. As a result of these efforts, one of our most important operational metrics, average tests per patient, reported its highest figure on record, coming in at 4.2 tests in 2023 up from 3.7 in 2022.

On a geographic basis, we recently launched operations in our fifth geography, Saudi Arabia, expanding our geographic reach in one of the region's fastest-growing economies characterized by favourable demographics. Meanwhile, Egypt, our largest market, continued to represent the lion share of consolidated revenues, contributing 82.7% in 2023. Total revenues in our home market rose by 18% for the year to record EGP 3.4 billion supported by higher volumes and prices. Similar to trends seen at the consolidated level, conventional revenues in Egypt rose by an impressive 40% versus 2022. Throughout the year, we performed 33.4 million tests, a robust 13% year-on-year increase, testament to the growing attractiveness of our offering. We also recorded the highest ever number of tests per patient at 4.2, as the revamped loyalty programs introduced as part of our post-Covid-19 strategy delivered the desired results. Higher test and patient volumes were also supported by an expanded branch network which included the addition of 44 new branches in 2023, as well as by our house call services which remain a preferred method to our services for a significant segment of our patient base. Meanwhile, the Company booked an 18% increase in average revenue per conventional test on the back of strategic price hikes introduced at the start of the year. Revenues in Egypt were further boosted by an increasing contribution from our fast-growing radiology venture, AI-Borg Scan. The venture recorded revenues of EGP 155 million for the year, up 82% from 2022. To build on this momentum, in September 2023 we rolled out a seventh AI Borg Scan location with our radiology network spanning the entire Greater Cairo area and ensuring that we rapidly capture a growing share of this high-fracture and quickly expanding market segment.

Meanwhile, in Jordan we recorded similar trends, with conventional revenues reporting a year-on-year increase of 68%. Conventional growth was also evident in local currency terms, reaching JOD 14 million, and representing a 12% rise compared to 2022. Conventional revenue growth in Jordan was wholly driven by higher test volumes, which rose to 2.4 million tests during the year, as the Company continued to focus on driving volumes in the highly regulated geography. Meanwhile, consolidated revenues in Jordan were down 34% compared to 2022, due to significant contributions from Covid-19 testing in the previous year (constituting 41% of Jordan revenues). Due to the material insignificance in 2023, we have opted not to report on Covid-19-related revenues since the start of the year. In Nigeria, our operations posted a 15% rise in revenues in NGN terms, on the back of higher test prices as we continued to adjust its mix in favour of its higher-priced offerings. Top-line growth in Nigeria came despite a 12% year-on-year decline in test volumes. It is important to mention that the devaluations of the Naira seen between February 2023 and February 2024, along with an expanding cost base, has led to widened EBITDA losses, reaching N1.2 billion during the year. Finally, in Sudan, our operations remain highly affected by the ongoing conflict which has led to the temporary closure of 17 out of 18 branches starting in April 2023. Since the start of the conflict, we have continued to closely monitor the situation, prioritizing as always the health and safety of our staff and patients.

Throughout the year, we continued to employ a proactive cost management strategy to mitigate the impacts of the rising cost base of rising inflation and a weakening EGP. As part of our staff retention strategy, during the year we introduced higher-than-usual salary hikes to support our people during the ongoing period of high inflation. Meanwhile, we were once again happy to note that our long-term supplier relationship and the sheer scale of our operations enabled us to negotiate and secure very competitive prices for test kits, helping to limit the rise of our materials bill over the twelve-month period. Moreover, as the year progressed, the anticipated seasonal slowdown during the first half of the year began to fade, and the effects of our strategic price hikes across Egypt and Jordan began to take effect, we saw a steady normalisation of our margins during the second half of the year, completing a strong 1H 2023. As a result, we ended the full year with an adjusted EBITDA margin of 29%, in line with the guidance communicated to investors at the start of the year.

<sup>10</sup>Excluding contributions from the 100 million lives campaign in 2019

### **Expanded Footprint**

We started 2024 on an exciting note, with the launch of the first two branches of Biolab KSA in partnership with Jordanian subsidiary, Biolab, and Izhoor, a company owned by Fawaz Alhokair, chairman of the renowned Saudi group, Fawaz Alhokair Group. The two branches are located in the Kingdom's capital city of Riyadh, with their day management under the supervision of Biolab's founder and CEO, Dr. Amid Abdelnour, and his team. The inauguration of Biolab KSA's first two locations marked our entrance into the Saudi Arabian market, one of the fastest growing and most attractive markets in the region. Once fully ramped up, Biolab KSA aims to become a fully integrated diagnostic services provider capable of capturing the vast opportunities offered by the currently underserved and highly fragmented Saudi market. Over the coming years, the Saudi Arabian market is expected to witness robust growth supported by both a growing and increasingly health-conscious population, as well as a large population afflicted by a high prevalence of non-communicable diseases.

This latest expansion falls perfectly in line with our long-term growth strategy which sees us target high-growth opportunities for greenfield and brownfield investment in markets where our business model is best fit to capitalise on prevailing demographic factors and industry dynamics. In the coming years, we expect our current and planned expansions in the GCC to contribute an increasing share to the Group's top-line, helping us to further diversify our revenue base and guarantee the business' long-term sustainability.

### **Our Sustainability Journey**

As our footprint, operations, and patient base continue to grow, we remain as committed as ever to developing robust sustainability frameworks and adhering to global environmental, social, and governance (ESG) best practices. Across all our operations, ESG monitoring and compliance play a pivotal role, ensuring we give back to the communities we serve and leave a lasting impact on our people beyond our traditional diagnostics services. This commitment has been largely reflected in the ambitious steps taken over the past three years to set defined goals and strategies, launch ESG initiatives and increase our accountability towards investors and stakeholders. In 2022, we worked closely with a leading ESG consultant to design and implement an encompassing strategy for our business, setting clear long-term goals and guiding our efforts for the coming years. In 2023, we remained on track, delivering the desired progress set forth by our defined sustainability strategy and targets, under the guidance and supervision of a specialized ESG committee on our Board of Directors. To this end, in January 2024, we published our second sustainability report, highlighting an enhanced focus on sustainability data management, delivering on our commitment to maintain transparent and sustainable operations across our geographies. Moreover, starting last year we have been including the Task Force on Climate-related Financial Disclosures (TCFD) in the Company's annual report in line with listing requirements. We have remained committed to increasing our transparency in sustainability disclosures.

Our experienced and highly competent Board of Directors continues to provide the support and guidance needed for the uninterrupted growth of our business. Our Board brings together a host of established professionals with varied and extensive experience in their respective fields. IDH's Board of Directors is comprised mainly of independent executive directors and is further strengthened by robust and constantly refined governance framework. On this note, I am happy to announce that in January 2024 we welcomed Sherif El Zeiny on board, filling the role of Group Chief Financial Officer, Vice President, and Executive Director on IDH's Board of Directors. Sherif's extensive experience in financial management and corporate strategy is sure to prove invaluable to the Company as we continue to explore new areas through which to expand our presence and cement our foothold across the region. In the period following Sherif joining the Company, our finance team, relying on their specialized training and knowledge of both IFRS and EGX reporting requirements, worked tirelessly to ensure the Company's efficient operation during this transition phase. I want to extend my gratitude to all the members of our staff and management team who contributed to our success during the second half of the year and ensured a smooth handover to Sherif when he officially joined in January.

### **Our Outlook for 2024**

Despite the significant macroeconomic hurdles we have had to overcome over the past two-year period, IDH has continued to prove its resilience, relying on its proven strategies and expertise to achieve notable operational and financial success throughout the entire period. Our impressive results in 2023 specifically, have underscored the success of our long-term growth strategies to expand our conventional business and usher in a new era of sustainable success following the end of the Covid-19 pandemic. I remain confident in IDH's abilities to navigate macroeconomic pressures and deliver yet another year of sustained growth and expansion in 2024.

Across our more established markets of Egypt, Jordan and Nigeria, our priorities remain unchanged. Throughout these markets, we will continue to target double-digit revenue growth supported by a combination of higher volumes and prices. Meanwhile, in Egypt, we will continue to grow our branch network to widen our reach and expand our patient base across the country. We will also continue to ramp up our radiology venture in Egypt, Al Borayda, growing its contribution to the country's revenues and providing an all-encompassing test offering for our patients. On the pricing front, across both Egypt and Nigeria regularly scheduled price increases were introduced at the start of the year. In the coming months, we will evaluate the available room to implement further price hikes with our primary focus remaining the retention and support of our patients during these difficult times.

In terms of our profitability, we expect continued margin normalisation throughout 2024, as businesses and consumers adapt to the initial effects of the devaluation. Throughout the year, IDH will continue to leverage its standing as a market leader in the industry to negotiate favourable terms with our test kit suppliers and ensure we maintain our cost structure and margins in line with historical averages. In parallel, we are constantly studying avenues for cost optimisation throughout our operations, maintaining adequate stocks and streamlining our operations where possible to eliminate all unnecessary expenses.

In parallel, we are excited to continue ramping up our new Saudi venture in partnership with Biolab and Izhoo. In the coming year we will look to establish the Biolab KSA brand in the Riyadh market through targeted marketing campaigns as well as through the delivery of exceptional quality to patients. Meanwhile, we will also look to expand our branch network and operations, cementing our position as a full-fledged diagnostics provider in the Arabian market.

### Dividend Policy and Proposed Dividend

While our long-term dividend policy that sees us return to shareholders the maximum amount of excess cash, taking careful account of the cash needed to support operations and expansions remains unchanged, the current economic headwinds and foreign currency shortages in Egypt have led the Board of Directors to opt not to declare dividends for the year ended 31 December 2023.

**Dr. Hend El-Sherbini**  
Chief Executive Officer

## Group Operational & Financial Review

### Consolidated Revenue

IDH closed off the year maintaining similar trends as seen throughout FY 2023, recording consolidated revenue growth. Total revenue growth was supported primarily by higher test volumes, which rose 10% year-on-year, as well as a 4% year-on-year increase. The year-on-year growth is especially notable when considering the contribution of Covid-19-related<sup>12</sup> testing during FY 2022. Excluding Covid-19 contributions, IDH booked conventional revenue growth of 10% million in FY 2022. IDH's FY 2023 conventional results were boosted by an impressive performance in the second half of the year. IDH's largest markets of Egypt and Jordan recorded a strong acceleration beginning in May 2023.

In the final quarter of the year, IDH booked consolidated revenues of EGP 1,069 million, an increase of 33% versus Q4 2022. Meanwhile, conventional<sup>13</sup> revenues were up 37% versus Q4 2022. Conventional revenues during Q4 2023 saw an increase in test volumes and average revenues per conventional test, which both grew 17% year-on-year.

<sup>11</sup> Covid-19-related revenue in FY 2022 includes EGP 63 million in concession fees paid by Biolab to Queen Alia International Airport and Aqaba Port as part of the concession agreement.

<sup>12</sup> Covid-19-related tests include both core Covid-19 tests (Polymerase Chain Reaction (PCR), Antigen, and Antibody) as well as other routine inflammatory tests such as C-reactive Protein (CRP), Erythrocyte Sedimentation Rate (ESR), D-Dimer, Ferritin and C-reactive Protein (CRP), which the Company opted to include in the classification as Covid-19-related tests during the period of the outbreak of Covid-19.

<sup>13</sup> Conventional (non-Covid) tests include IDH's full service offering excluding the Covid-19 related tests outlined below.

### i. Revenue and Cost Analysis

#### Revenue Analysis

	Q1 2022	Q1 2023	Q2 2022	Q2 2023	Q3 2022	Q3 2023	Q4 2022
<b>Total revenue (EGP mn)</b>	<b>1,180</b>	<b>915</b>	<b>774</b>	<b>957</b>	<b>846</b>	<b>1,182</b>	<b>804</b>
Conventional revenue (EGP mn)	640	915	699	957	784	1,182	780
Covid-19-related revenue (EGP mn)	540	-	75	-	63	-	24
<b>Contribution to Consolidated Results</b>							
Conventional revenue	54%	100%	90%	100%	93%	100%	97%
Covid-19-related revenue	46%	-	10%	-	7%	-	3%

#### Test Volume Analysis

	Q1 2022	Q1 2023	Q2 2022	Q2 2023	Q3 2022	Q3 2023	Q4 2022
<b>Total tests (mn)</b>	<b>8.4</b>	<b>8.0</b>	<b>7.6</b>	<b>8.5</b>	<b>8.4</b>	<b>10.0</b>	<b>8.3</b>
Conventional tests performed (mn)	7.1	8.0	7.4	8.5	8.2	10.0	8.3
Total Covid-19-related tests performed (mn)	1.3	-	0.2	-	0.2	-	0.07
<b>Contribution to Consolidated Results</b>							
Conventional tests performed	85%	100%	97%	100%	98%	100%	99%
Total Covid-19-related tests performed	15%	-	3%	-	2%	-	1%

#### Revenue per Test Analysis

	Q1 2022	Q1 2023	Q2 2022	Q2 2023	Q3 2022	Q3 2023	Q4 2022
<b>Total revenue per test (EGP)</b>	<b>140</b>	<b>114</b>	<b>102</b>	<b>113</b>	<b>101</b>	<b>118</b>	<b>97</b>
Conventional revenue per test (EGP)	90	114	94	113	96	118	94
Covid-19-related revenue per test (EGP)	431	-	367	-	361	-	354

## Revenue Analysis: Contribution by Patient Segment

### Contract Segment (64% of Group revenue in FY 2023)

At the Contract segment, consolidated revenues grew 26% year-on-year driven by higher test volumes and a higher average number of tests per patient posted a record high 4.4, a result of both the normalisation of patient mix and the success of IDH's loyalty programme, which was introduced in FY 2021.

Meanwhile, conventional revenues at IDH's contract segment booked EGP 2,627 million in FY 2023, a robust 43% increase from FY 2022, a 22% increase in average revenues per conventional test at the segment, respectively.

### Walk-in Segment (36% of Group revenue in FY 2023)

In parallel, at the walk-in segment, consolidated revenues declined a marginal 2% during FY 2023, to record EGP 1,495 million, when Covid-19-related testing had boosted results. Similar to the contract segment, average tests per patient posted another record high for the Company.

Conventional revenue at the walk-in segment recorded EGP 1,495 million in FY 2023, increasing 34% year-on-year, driven by a 33% year-on-year increase in average revenue per test, while test volumes remained unchanged compared to FY 2022.

### Detailed Segment Performance Breakdown

	Walk-in Segment			Contract Segment	
	FY22	FY23	Change	FY22	FY23
<b>Revenue (EGP mn)</b>	<b>1,519</b>	<b>1,495</b>	<b>-1%</b>	<b>2,086</b>	<b>2,627</b>
<i>Conventional Revenue (EGP mn)</i>	1,119	1,495	34%	1,784	2,627
<i>Total Covid-19-related revenue (EGP mn)</i>	400	-	-100%	302	-
<b>Patients ('000)</b>	<b>2,592</b>	<b>1,788</b>	<b>-31%</b>	<b>6,129</b>	<b>6,724</b>
<i>% of Patients</i>	30%	21%		70%	79%
Revenue per Patient (EGP)	586	836	43%	340	391
<b>Tests ('000)</b>	<b>7,313</b>	<b>6,473</b>	<b>-11%</b>	<b>25,372</b>	<b>29,629</b>
<i>% of Tests</i>	22%	18%		78%	82%
<i>Conventional tests ('000)</i>	6,462	6,473	0.2%	24,523	29,629
<i>Total Covid-19-related tests ('000)</i>	851	-	-100%	849	-
Revenue per Test (EGP)	208	231	11%	82	89
Conventional Revenue per Test (EGP)	173	231	33%	73	89
Test per Patient	2.8	3.6	28%	4.1	4.4

## Revenue Analysis: Contribution by Geography

### Egypt (82.7% of Group revenue)

IDH's home and largest market, Egypt, maintained the robust performance seen starting in May 2023, recording the first quarter of the year to close out FY 2023 with consolidated revenue of EGP 3,411 million, up 18% year-on-year. This performance was supported by Covid-19-related testing in FY 2022 (16% of Egypt's revenue in FY 2022), conventional revenue growth was boosted by 18% increases both in test volumes and average revenue per conventional test.

In Q4 2023, IDH's Egyptian operations recorded consolidated revenue of EGP 911 million, up 38% year-on-year and average revenue per test, respectively. Similarly, conventional revenue (which excludes Covid-19-related revenue) was 38% higher than in the comparable quarter of last year.

### AI-Borg Scan

IDH's fast-growing radiology venture continued to post impressive results throughout the second half of the year. In FY 2023, representing an 82% year-on-year increase. Top-line expansion during the year was primarily due to the ramp up of operations at the venture's newest branches. Additionally, a 38% year-on-year increase in FY 2023, partially due to the ramp up of operations at the venture's newest branches. Additionally, a 38% year-on-year increase, reaching EGP 717, and further contributing to revenue expansion.

In September 2023, AI-Borg Scan inaugurated its seventh branch, located in Cairo's Nasr City neighbourhood. This move is in line with the Company's long-term strategy of expanding its presence in Greater Cairo and cementing its position in the fragmented radiology market.

### House Calls

In the year ended 31 December 2023, IDH's house call service in Egypt continued to make a robust contribution to the Company's revenue. The service remains significantly ahead of the service's pre-pandemic contribution, highlighting not only the segment's growth but also the investment and ramp up strategy specifically throughout the Covid-19 pandemic.

### Wayak

IDH's Egypt-based subsidiary, Wayak, which utilises the Company's vast patient database to create electronic health records for our patients, completed 177 thousand orders in FY 2023, representing a 33% year-on-year increase. Customer losses continued to narrow steadily, recording EGP 28 thousand in FY 2023 versus the EGP 3.8 million in EBITDA in FY 2022.

## Detailed Egypt Performance Breakdown

Revenue Analysis							
EGP mn	Q1 2022	Q1 2023	Q2 2022	Q2 2023	Q3 2022	Q3 2023	Q4 2022
<b>Total Revenue</b>	<b>879</b>	<b>731</b>	<b>645</b>	<b>783</b>	<b>711</b>	<b>986</b>	<b>659</b>
Conventional Revenue	549	731	591	783	662	986	642
Pathology Revenue	532	703	573	748	639	941	614
Radiology Revenue	17	28	19	35	23	45	27
Total Covid-19-related Revenue	330	-	53	-	49	-	17
<b>Contribution to Egypt Results</b>							
Conventional revenue	62%	100%	92%	100%	93%	100%	97%
Pathology Revenue	61%	96%	89%	96%	90%	95%	93%
Radiology Revenue	1.9%	3.8%	2.9%	4.5%	3%	5%	4%
Total Covid-19-related revenue	38%	-	8%	-	7%	-	3%
<b>Test Volume Analysis</b>							
<b>Total Tests</b>	<b>7.3</b>	<b>7.3</b>	<b>6.9</b>	<b>7.8</b>	<b>7.6</b>	<b>9.3</b>	<b>7.6</b>
Conventional Tests	6.5	7.3	6.7	7.8	7.5	9.3	7.6
Total Covid-19-related Tests	0.8	-	0.2	-	0.2	-	0.01
<b>Contribution to Egypt Results</b>							
Conventional tests performed	89%	100%	97%	100%	98%	100%	99%
Total Covid-19-related tests performed	11%	-	3%	-	2%	-	1%
<b>Revenue per Test Analysis</b>							
<b>Total Revenue per Test</b>	<b>120</b>	<b>99</b>	<b>94</b>	<b>101</b>	<b>93</b>	<b>107</b>	<b>86</b>

Revenue per Conventional Test	84	99	88	101	89	107	85
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### Jordan (14.7% of Group revenue in FY 2023)

In IDH's second largest market, Jordan, IDH booked consolidated revenue of JOD 14 million in FY 2023, 42% in EGP terms). The significant year-on-year decline is wholly attributable to the high base effect resulting from significantly boosted last year's consolidated top-line. Excluding this contribution, conventional revenues recorded by an 8% rise in conventional test volumes. In EGP terms, conventional revenues grew 68%, reaching EGP 60 million. This performance in EGP terms includes the significant impact from the translation effect, due to multiple devaluations of the Egyptian Pound.

In Q4 2023, consolidated revenues in Jordan recorded JOD 3.2 million, down 5% year-on-year (up 20% year-on-year in EGP terms). Controlling for the contributions of Covid-19-related testing in the final quarter of FY 2022, conventional revenues in Q4 2023 (up 28% in EGP terms, again reflecting the impact of a weaker EGP).

### Detailed Jordan Performance Breakdown

Revenue Analysis								
EGP mn	Q1 2022	Q1 2023	Q2 2022	Q2 2023	Q3 2022	Q3 2023	Q4 2022	Q4 2023
<b>Total Revenue</b>	<b>281</b>	<b>144</b>	<b>106</b>	<b>146</b>	<b>109</b>	<b>174</b>	<b>116</b>	<b>116</b>
Conventional Revenue	70	144	84	146	95	174	109	109
Total Covid-19-related Revenue (PCR and Antibody)	210	-	21	-	14	-	7	-
Contribution to Jordan Results								
Conventional Revenue	25%	100%	80%	100%	87%	100%	94%	100%
Total Covid-19-related Revenue (PCR and Antibody)	75%	-	20%	-	13%	-	6%	-
Test Volume Analysis								
<b>Total tests (k)</b>	<b>991</b>	<b>582</b>	<b>603</b>	<b>598</b>	<b>627</b>	<b>678</b>	<b>568</b>	<b>568</b>
Conventional tests performed (k)	519	582	572	598	599	678	553	553
Total Covid-19-related tests performed (k)	472	-	30	-	28	-	16	-
Contribution to Jordan Results								
Conventional tests performed	52%	100%	95%	100%	96%	100%	97%	100%
Total Covid-19-related tests performed	48%	-	5%	-	4%	-	3%	-
Revenue per Test Analysis								
<b>Total Revenue per Test</b>	<b>283</b>	<b>248</b>	<b>175</b>	<b>244</b>	<b>174</b>	<b>257</b>	<b>205</b>	<b>205</b>
Revenue per Conventional Test	136	248	147	244	159	257	198	198

### Nigeria (2.3% of Group revenue in FY 2023)

IDH's Nigerian subsidiary, Echo-Lab, maintained the growth momentum seen throughout the year, reporting revenue of NGN 1,961 million in FY 2023. In EGP terms, Nigerian operations booked top-line growth of 22% year-on-year, reaching NGN 1,961 million in FY 2023. Revenue growth for the period was driven by 32% and 39% year-on-year increases in average revenue per test in EGP terms, respectively, as the Company continued to implement strategic price hikes in response to inflationary pressures. Average revenue per test increases in EGP terms also partially reflected the translation effect due to a weaker EGP, despite a 12% year-on-year decrease in test volumes, which stood at 266 thousand tests during FY 2023.

On a quarterly basis, IDH's Nigerian operations reported revenue of NGN 504 million, up 15% year-on-year, or 27% year-on-year in EGP terms. In EGP terms, revenue declined 27% year-on-year in Q4 2023, reflecting a weaker EGP.

### Sudan (0.3% of Group revenue in FY 2023)

Ongoing conflict in Sudan has significantly affected IDH's operations in the country, leading to the closure of 100% of operations since April 2023. During FY 2023, Sudanese operations booked revenues of SDG 220 million, down 60% year-on-year. Conventional revenues stood at EGP 11 million, a 44% year-on-year decrease. IDH continues to closely monitor the evolving situation and developments as necessary.

### Revenue Contribution by Country

	Q1 2022	Q1 2023	Q2 2022	Q2 2023	Q3 2022	Q3 2023	Q4 2022	Q4 2023
<b>Egypt Revenue (EGP mn)</b>	<b>879</b>	<b>731</b>	<b>645</b>	<b>783</b>	<b>711</b>	<b>986</b>	<b>659</b>	<b>659</b>
Conventional (EGP mn)	549	731	591	783	662	986	642	642

<i>Pathology Revenue (EGP mn)</i>	532	703	573	748	639	941	614
<i>Radiology Revenue (EGP mn)</i>	17	28	19	35	23	45	27
<i>Covid-19-related (EGP mn)</i>	330	-	53	-	49	-	17
<i>Egypt Contribution to IDH Revenue</i>	74.5%	79.9%	83.2%	81.8%	84.0%	83.5%	81.9%
<b>Jordan Revenue (EGP mn)</b>	<b>281</b>	<b>144</b>	<b>106</b>	<b>146</b>	<b>109</b>	<b>174</b>	<b>116</b>
<i>Conventional (EGP mn)</i>	70	144	84	146	95	174	109
<i>Covid-19-related (EGP mn)</i>	210	-	21	-	14	-	7
<b>Jordan Revenues (JOD mn)</b>	<b>12.5</b>	<b>3.4</b>	<b>4.0</b>	<b>3.4</b>	<b>4.1</b>	<b>4.0</b>	<b>3.4</b>
<i>Conventional (JOD mn)</i>	3.0	3.4	3.2	3.4	3.5	4.0	3.2
<i>Jordan Revenue Contribution to IDH Revenue</i>	23.7%	15.7%	13.7%	15.2%	12.9%	14.7%	14.4%
<b>Nigeria Revenue (EGP mn)</b>	<b>15</b>	<b>31</b>	<b>19</b>	<b>27</b>	<b>21</b>	<b>21</b>	<b>24</b>
<b>Nigeria Revenue (NGN mn)</b>	<b>371</b>	<b>468</b>	<b>416</b>	<b>469</b>	<b>473</b>	<b>520</b>	<b>438</b>
<i>Nigeria Contribution to IDH Revenue</i>	1.3%	3.4%	2.5%	2.8%	2.5%	1.8%	3.0%
<b>Sudan Revenue (EGP mn)</b>	<b>5.7</b>	<b>8.8</b>	<b>4.8</b>	<b>1.4</b>	<b>4.3</b>	<b>0.5</b>	<b>5.5</b>
<b>Sudan Revenue (SDG mn)</b>	<b>152</b>	<b>169</b>	<b>137</b>	<b>27</b>	<b>128</b>	<b>10</b>	<b>130</b>
<i>Sudan Contribution to IDH Revenue</i>	0.5%	1.0%	0.6%	0.1%	0.5%	0.05%	0.7%

#### Average Exchange Rate

	<b>FY 2022</b>
USD/EGP	19.7
JOD/EGP	27.7
NGN/EGP	0.05
SDG/EGP	0.04

#### Patients Served and Tests Performed by Country

	<b>FY 2022</b>
Egypt Patients Served (mn)	7.6
Egypt Tests Performed (mn)	29.5
<i>Conventional tests (mn)</i>	28.3
<i>Covid-19-related tests (mn)</i>	1.2
Jordan Patients Served (k)	890
Jordan Tests Performed (k)	2,789
<i>Conventional tests (k)</i>	2,243
<i>Covid-19-related tests (k)</i>	546
Nigeria Patients Served (k)	149
Nigeria Tests Performed (k)	303
Sudan Patients Served (k)	70
Sudan Tests Performed (k)	139
<b>Total Patients Served (mn)</b>	<b>8.7</b>
<b>Total Tests Performed (mn)</b>	<b>32.7</b>

#### Branches by Country

	<b>31 December 2022</b>
Egypt	500
Jordan	23
Nigeria	12
Sudan	17
<b>Total Branches</b>	<b>552</b>

1417 of IDH's branches in Sudan have been closed due to ongoing conflict in the country







## Cost of Goods Sold

IDH reported cost of goods sold amounting to EGP 2,598 million during FY 2023, a 21% year-on-year increase in revenue, cost of goods sold recorded 63% during the year, up from 59% one year prior. The increase in cost of goods sold is primarily driven by higher raw material costs, increased direct salaries and wages, as well as higher depreciation expenses.

### Cost of Goods sold Breakdown as a Percentage of Revenue

Raw Materials
Wages & Salaries
Depreciation & Amortisation
Other Expenses
<b>Total</b>

**Raw material costs (35% of consolidated cost of goods sold in FY 2023)** continued to be the largest contributor to the cost of goods sold, recording EGP 914 million and expanding 24% year-on-year. During the year, raw materials constituted 35% of the cost of goods sold. Additionally, the Company recorded a one-off expense of EGP 17.4 million related to the expiry of Covid-19-related raw material costs during the year.

**Wages and salaries including employee share of profits (30% share of consolidated cost of goods sold)** represented 30% of goods sold during the year, increasing 26% year-on-year to reach EGP 774 million. Higher wages and salaries were recorded due to adjustments to compensate for unprecedented inflation at the Group's largest market, Egypt. Additionally, direct wages increased due to the hiring of new staff across IDH's network to support the rollout of new branches, 49 of which were launched during the year. We highlight that the translation effect from salaries in both Jordan and Nigeria continued to expand direct wages as a percentage of the EGP throughout the year.

### Direct Wages and Salaries by Region

	FY 2022
Egypt (EGP mn)	475
Jordan (EGP mn)	116
Jordan (JOD mn)	4.3
Nigeria (EGP mn)	18
Nigeria (NGN mn)	392
Sudan (EGP mn)	4
Sudan (SDG mn)	111

**Direct depreciation and amortization costs (14% of consolidated cost of goods sold)** grew 27% year-on-year. Depreciation and amortization costs during the year primarily reflect the rollout of 49 additional branches to IDH, including the seventh radiology branch in September.

**Other expenses (21% of consolidated cost of goods sold)** reached EGP 548 million during the year, increasing 21% year-on-year. Consolidated revenues for the year. It is worth noting that the increase in other expenses excludes EGP 63 million related to an agreement with Queen Alia International Airport and Aqaba Port to provide Covid-19 testing to passengers in January. Excluding these fees, IDH recorded an increase in other expenses amounting to 7% year-on-year. The increase in other expenses is primarily driven by maintenance costs, cleaning expenses, transportation expenses, and consulting fees which continue to reflect both higher costs associated with the expansion of Al-Borg Scan's operations. Additionally, increased gasoline prices and inflation coupled with a persistent inflationary environment and a weaker Naira (versus the US Dollar) continued to push up the cost of goods sold.

## Gross Profit

IDH recorded a gross profit of EGP 1,524 million in FY 2023, an increase of 4% year-on-year. The Company's gross profit margin is 57 percentage points below the previous year due to the aforementioned increases in cost of goods sold during the year.

On a three-month basis, IDH's gross profit grew 38% year-on-year in Q4 2023, reaching EGP 387 million. Gross profit margin in Q4 2022 and continuing to highlight a normalisation of profitability following multiple devaluations of the EGP by the Egyptian government.

## Selling, General and Administrative (SG&A) Expenses

SG&A outlays during FY 2023 stood at EGP 787 million, growing 25% year-on-year. As a share of revenues, SG&A expenses increased from 17% one year prior. Higher SG&A expenses are mainly attributable to:

- Increased indirect wages and salaries, which came in at EGP 273 million, a 38% year-on-year increase. Higher wages and salaries constituted 7% of revenues, up from 5% on year prior. This increase was driven by USD-denominated compensation for a board member during the first quarter of the previous year (who received compensation starting March 2022) and the effect, as well as an increase in social security expenses. Increased social security expenses (up by EGP 15 million) were recorded for wages and salaries for FY 2023.
- Higher other expenses, which increased 26% year-on-year. The increase in other expenses is primarily driven by consulting and accounting fees at the holding level.
- Non-recurring expenses, including a non-recurring expense paid for the government's vocational training in Saudi Arabia, a one-off expense in Sudan, and an impairment in goodwill and assets in Nigeria, which amounted to EGP 100 million.

### Selling, General and Administrative Expenses

Wages & Salaries
Accounting and Professional Services Fees
Market - Advertisement expenses

## **ii. Balance Sheet Analysis**





## Assets

### Property, Plant and Equipment

As of year-end 2023, IDH recorded property, plant and equipment (PPE) cost of EGP 2,554 million, increasing by 10%. The increase in CAPEX as a share of revenues during FY 2023 was primarily driven by the addition of new branches and headquarter improvements (constituting 7.1% of revenues), and the translation effect related to Jordan, Sudan, and Egypt.

### Total CAPEX Addition Breakdown - FY 2023

Leasehold Improvements/new branches
Al-Borg Scan Expansion
<b>Total CAPEX Additions Excluding Translation</b>
Translation Effect
<b>Total CAPEX Additions</b>

### Accounts Receivable and Provisions

Accounts receivable as at year-end 2023 came in at EGP 570 million, a year-on-year increase of 44%. In parallel, IDH recorded 134 days, up from 124 days as at 31 December 2022.

Provision for doubtful accounts recorded EGP 51 million in FY 2023, up 71% year-on-year. Increased provision is due to collection rates due to increasing economic headwinds and persistent inflation throughout IDH's markets, in parallel with the increase in accounts receivable.

### Inventory

IDH booked an inventory balance of EGP 375 million as of the end of FY 2023, increasing from EGP 265 million at year-end 2022. Outstanding (DIO) increased to 133 days, from 127 days at year-end 2022. Increased DIO is attributable to market conditions to hedge against inflation during the past year.

### Cash and Net Debt

Cash balances and financial assets at amortised cost at the end of FY 2023 reached EGP 835 million, up from EGP 754 million at year-end 2022.

### EGP million

Treasury Bills
Time Deposits
Current Accounts
Cash on Hand
<b>Total</b>

IDH's net debt<sup>20</sup> balance came in at EGP 358 million as of the end of FY 2023, down 4% from EGP 373 million at year-end 2022.

<sup>20</sup>The net debt balance is calculated as cash and cash equivalent balances including financial assets at amortised cost, less interest-bearing debt (medium term loans).

### EGP million

Cash and Financial Assets at Amortised Cost <sup>21</sup>	81
Lease Liabilities Property	(72)
Total Financial Liabilities (Short-term and Long-term)	(335)
Interest Bearing Debt ("Medium Term Loans")	(127)
<b>Net Debt Balance</b>	<b>(373)</b>

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

<sup>21</sup>As outlined in Note 18 of IDH's Consolidated Financial Statements, some term deposits and treasury bills cannot be accessed for over 3 months and as at year-end 2023, the amount of such deposits and treasury bills not accessible for over 3 months stood at EGP 49 million at December 2023 (2022: EGP 60 million). Meanwhile, treasury bills not accessible for over 3 months stood at EGP 49 million at December 2023 (2022: EGP 60 million).

**Lease liabilities and financial obligations on property** came in at EGP 828 million at year-end 2023, with the addition of 49 branches over the past year.

Meanwhile, **financial obligations related to equipment** stood at EGP 240 million as at the end of 2023, with the early repayment of its obligations with General Electric (GE) in line with the Company's efforts to hedge against foreign exchange risk. The early repayment was financed internally, while the remainder was financed through a bridge loan facility from AUBE.

Finally, **interest bearing debt<sup>22</sup>** (excluding accrued interest) reached EGP 111 million at year-end 2023, down from EGP 172 million at year-end 2022.

<sup>22</sup>IDH's interest bearing debt as at 31 March 2023 included EGP 172 million to its facility with Ahli United Bank Egypt (AUBE) (outstanding loan balances are as at 31 March 2023). In order to finance the early repayment settlement with General Electric, the Company utilized a bridge loan facility of EGP 55 million. The facility was withdrawn in April 2023.

## Liabilities

### Accounts Payable<sup>23</sup>

Accounts payable as at 31 December 2023 stood at EGP 272 million, up from EGP 270 million at year-end 2022. The increase in accounts payable came in at 113 days, down from 151 days one year earlier.

## Principal Risks, Uncertainties, & Their Mitigation

As is typical with any corporation, IDH is exposed to certain risks and uncertainties which may yield adverse effects on the Company's performance. IDH's Chairman, Lord St John of Bletso, continually emphasises the importance of the risk matrix as an integral driver of the Group's long-term success, and one which must be equally shared by the Board of Directors and senior management.

While no system is capable of mitigating every risk, and while some risks, as at the country level, are largely beyond the Group's control, potential mitigants, the Group has placed complex processes, procedures, and baseline assumptions which facilitate risk mitigation. The Board and senior management agree that the principal risks and uncertainties facing the Group include:

Specific Risk	
---------------	--

## Country/regional risk - Economic & Forex

**Egypt:** IDH is directly impacted by the economic conditions of its largest market, Egypt, and, to a lesser extent, those of its other operating geographies. Egypt accounted for c. 83% of consolidated revenues in 2023 (80% in 2022) and 89% of adjusted EBITDA (90% in 2022).

Egypt's most recent economic headwinds began in early 2022 with the start of the Russia-Ukraine war. The country has been particularly impacted by the conflict due to its significant dependency on both countries for both wheat imports and tourism revenues. This was further exacerbated by a global tightening of monetary conditions to combat record-high inflation during the post-Covid-19 recovery and widespread outflow of capital from emerging markets. Finally, the most recent escalation in Gaza has had significant impacts on the Egyptian economy with inflows of foreign currency weighed down by lower tourism and Suez Canal revenues. Moreover, due to Egypt's reliance on Israeli natural gas imports, the conflict led to a worsening of an already ongoing electricity crisis, which saw the government impose multi-hour blackouts throughout the summer and fall months of 2023. These blackouts are expected to be reintroduced once temperatures begin to rise again in spring 2024.

To tackle the shortage of foreign reserves (FX), the government introduced plans to boost FX reserves and maintain investor confidence. In February 2024, the country finalized a USD 35 billion investment deal with Abu Dhabi's sovereign fund, ADQ. The agreement marks a major step towards reducing the short- and medium-term pressures on the country.

Following the announcement, on 6 March 2024, the Central Bank devalued the Egyptian Pound, settling at nearly EGP 49.5 to the US Dollar at official bank rates. This is the fourth devaluation since March 2022, with the EGP having lost more than 68% of its value. The EGP is expected to settle between 45 and 50 to the USD in the second half of 2024. The convergence between the official and black-market rates, and an exchange rate that more accurately reflects the true market value of the EGP, are expected to attract increased FDI and remittances, as well as boost tourism and exports in line with the government's ambitious targets.

Headline inflation reached 35.7% in February 2024. Meanwhile, the Egyptian Central Bank's (CBE) main operations and discount rates stood at 27.75% in early March 2024, up 800 basis points from January 2023 and from 9.75% in March 2022 before the start of the latest economic crisis.

Egypt held presidential elections in December 2023, which saw President AbdelFattah El Sisi win a new six-year mandate.

**Foreign currency risk:** IDH is exposed to foreign currency risk, placing potential pressure on the cost side of the business. While the majority of the Company's suppliers receive payments in EGP, due to the fact that materials are imported, prices vary based on the exchange rate between EGP and foreign currencies. Additionally, a small portion of suppliers are priced in foreign currency and paid in EGP based on the prevalent exchange rate at the time of purchase.

Overall, management reiterates its business model which has been resilient to economic and political downturns, including the current, and intends for the business to expand its offering of diagnostic testing in line with IDH's long-term growth strategy. Despite geographic exposure decreasing to 100% by the end in December 2023, the Company is operating under the name Biolab KSA. The Company's full suite of diagnostic testing services continues to drive IDH's revenues.

IDH has maintained an active hedging strategy to manage exchange rate fluctuations in its operations. IDH secures contracts with terms that include fixed FX rates) and purchases raw materials at linked prices. Moreover, the Company's longstanding supplier relationships have resulted in favourable test kit prices with the Company taking proactive steps to manage risk on a case-by-case basis when appropriate. IDH negotiated for the early repayment of a \$10 million with General Electric. The amount funded internally, which was provided through a bridge loan, was fully settled in Q2 2024.

Starting in January 2023, IDH has encouraged its major suppliers to pay for their invoices in USD. Suppliers, however, are fixed at the official exchange rate at the time of purchase. IDH has no USD payments for supplies. The Company was able to conclude its purchases at prices at rates lower than devalued prices of raw material proportion to sales. The Company plans to continue to monitor the market position as a leading diagnostic testing provider, securing favourable prices and mitigating risk whenever possible.



## Country risk - Political & Security

**Sudan:** Sudan's economic progress continues to be affected by economic and political turmoil, starting with the secession of South Sudan in 2011 and the associated loss of the majority of the country's oil production. This unrest continued throughout the remainder of the decade, eventually culminating in the removal of the country's president, President Al-Bashir, in 2019 via a military coup. Despite a significant easing of tensions in 2022, a violent conflict erupted in April 2023 between two rival groups; the Sudanese Armed Forces (SAF) and the Rapid Support Forces (RSF). The conflict is currently ongoing and has resulted in the death of more than 13 thousand people, injury of an additional 33 thousand, as well as the displacement of 10.7 million as of the end of 2023. The conflict has resulted in the indefinite closure of 17 of IDH's branches in the country, with currently only one operational branch remaining.

**Nigeria:** the country faces security challenges on several fronts, including re-emerging ethnic tensions and resurgent attacks by Islamist militants in the northeast. Political instability is further magnified by economic pressures, with several currency devaluations, the emergence of a parallel foreign currency market, increased inflation, and spiking diesel prices following subsidy removal. Economic pressures culminated in a Nigerian Union strike in September 2023 to protest subsidy removal and its subsequent effects, with several critics blaming newly appointed president, Tinubu, of not taking quick enough actions to cushion the effects of his policies.

It is worth highlighting that IDH continues to actively monitor the situation and take necessary steps and prioritising patient care, as well as its laboratories. This includes maintaining commercial activities at the state level. IDH is also taking steps to keep the situation stable.

In FY 2023 Nigeria comprised 15% of IDH's consolidated revenues. Additionally, while security and political challenges in the country, IDH's industry remained resilient, with minimal effects to patient and laboratory volumes given the consistent growth in patient volumes recording a compound annual growth rate of 10% respectively, between 2018 and 2022. Despite that recent economic downturn, IDH continues to show operational growth, with IDH recording a 10% increase in volumes in 2023 while booking a net profit of NGN 498 million during the year.

While these political challenges present a risk to the necessary steps to safeguard patient care, IDH employs rigorous standards and protocols, ensuring it is well-equipped to

<p><b>Israel-Palestine War</b></p> <p>The latest escalation of the Israeli-Palestinian conflict erupted on 7 October 2023 following an attack by Gaza-based group, Hamas. Israel has since launched a retaliation campaign on Gaza, enacting a total siege on the territory. As of the end of February 2024, the conflict has resulted in the death of 30,000 people and the injury of an additional 70,000.</p> <p>With the Gaza Strip bordering IDH's home and largest market, Egypt, and with several other of the Company's geographies situated within the region, namely Jordan and Saudi Arabia, the continued conflict between Israel and Palestine creates the potential for significant economic and political headwinds. The conflict has the potential to affect tourism revenues in neighbouring countries, while shaking investor confidence and potentially leading to an outflow of foreign investment.</p> <p>Since the beginning of the conflict, Egypt has been adversely affected due to natural gas import cuts from Israel, resulting in shortages and necessitating the introduction of scheduled electricity cuts nationwide to cope for the lack of supply. Meanwhile, tourism has remained resilient with the country recording record-high volumes in 2023 with the expectation of further growth in 2024. Finally, due to ongoing attacks by Houthi rebels on ships transiting through the Red Sea, Egypt recorded a decline of 47% year-on-year in revenues from the Suez Canal in January 2024 on the back of a 37% decline in ship volumes.</p>	<p>While this specific conflict has IDH continues to actively remain updated on the effects and the subsequent repercussions, noting that IDH's business is facing political difficulties, due to its demand. While the Company is monitoring this war on its operations, it will adjust its market as necessary.</p>
<p><b>Global Supply Chain Disruptions</b></p> <p>While disruptions to global supply chains, which negatively impacted businesses and consumers all over the world during the post-Covid-19 recovery have partially eased, they remain well below optimal levels of efficiency. Despite this, global supply chain disruptions have had limited impacts on IDH's operations throughout 2022 and 2023.</p>	<p>IDH's management team continues to have taken proactive steps to mitigate any potential future disruptions with suppliers to gauge the risk associated to identify a weakness. Through build-up and sourcing strategies, acquiring raw materials.</p>
<p><b>Supplier Risk</b></p> <p>IDH faces the risk of suppliers re-opening price negotiations in the face of increased inflationary pressures and/or a possible, albeit limited, devaluation risk.</p> <p>IDH's supplier risk is concentrated amongst its three largest suppliers - Siemens, Roche, and Sysmex - who provide the Company with kits constituting 46% of the total value of raw materials in FY 2023 (31% in FY 2022).</p>	<p>IDH enjoys strong, longstanding relationships. IDH remains a large regional customer with sheer volume of kits the Group is able to successfully negotiate the effects of inflationary pressures on costs as a percentage of revenues.</p> <p>Total raw material costs as a percentage of revenues compared to 20.4% one year prior.</p>

<p><b>Remittance of dividend regulations and repatriation of profit risk</b></p> <p>The Group's ability to remit dividends abroad may be adversely affected by the imposition of remittance restrictions. Specifically, under Egyptian law, companies seeking to transfer dividends overseas are required to obtain necessary government clearance and are subject to higher taxation on payment of dividends. Moreover, following the recent devaluation of the EGP, lack of foreign currency supply in Egyptian banks has resulted in increased difficulty in sourcing foreign currency under strict regulation.</p>	<p>As a foreign investor in Egypt, IDH is subject to restrictions on repatriating dividends. However, with the support of the Company, IDH has successfully managed to fulfil its dividend obligations. The Company faced significant challenges in the evolving economic situation, which has led to various challenges.</p>
<p><b>Legal and regulatory risk to the business</b></p> <p>The Group's business is subject to, and thus affected by, extensive, rigid, and constantly evolving laws and regulations, in addition to changing enforcement regimes in each of its operating geographies. Further, the Group's position as a major player in the Egyptian private clinical laboratory market subjects it to antitrust and competition-related restrictions, as well as the chance of investigation by the Egyptian Competition Authority.</p>	<p>The Group's general counsel is responsible for monitoring regulatory updates and ensuring compliance. On the antitrust front, the private sector, which accounts for only a small portion of the market, includes small private labs, private hospitals, and quasigovernmental institutions.</p>
<p><b>Pricing pressure in a competitive, regulated environment</b></p> <p>The Group may face pricing pressures from several third-party payers, including national health insurance, syndicates, other governmental bodies, which are potentially capable of adversely affecting Group revenue. Pricing may also be restricted in cases by recommended or mandatory fees set by government ministries and other authorities.</p> <p>The risk may be more apparent in cases of increased inflationary pressures, particularly following the devaluation of the Egyptian Pound and its subsequent effects.</p> <p>The Group may face pricing pressure from existing competitors and new market entrants.</p>	<p>This is an external risk for which IDH has limited control. In the case of price competition, the Group relies on its wide national network and the Company's revenues in FY 2023 were primarily from the private segment who prefer IDH's national network over patchworks of local players.</p> <p>IDH enjoys limited ability to influence prices set forth by government agencies, which account for the majority of IDH's revenues. Instead, IDH's operational efficiency and growth as a catalyst for expansion are key factors.</p> <p>IDH banks on its strong brand and solid positioning. As such, IDH maintains a competitive edge over the Group currently controls the market against private sector players. Further, IDH's strong brand and solid positioning have constituted 83% of revenues in FY 2023.</p>

<p><b>Cybersecurity risks</b></p> <p>IDH controls a vast and growing database of confidential data for its patient records; to this end, there is a cybersecurity risk for both data confidentiality and security.</p> <p>In July 2023, the Company reported a cybersecurity incident after detecting unauthorised activity on its servers.</p>	<p>The Company places top priority on the security of its IT infrastructure and performs regular stress tests of its IT infrastructure to ensure robustness of its controls. Additionally, its cybersecurity policies are regularly updated to address potential security threats and ensure adherence with data security requirements.</p> <p>In response to the reported breach, the Company acted quickly to contain and contain the incident, launch an investigation, and engage specialist support services. While the incident did not directly impact IDH's operations, the Company was promptly informed of the incident, and conducted a thorough review and stress tests of its systems to ensure the integrity and security of patients' data.</p>
<p><b>Business continuity risks</b></p> <p><b>Management concentration risk:</b> IDH is dependent on a highly experienced management team boasting decades of experience in their respective fields. The loss of key members of IDH's team could materially affect the Company's operations and business.</p> <p>Effective 30 June 2023 Omar Bedewy stepped down as IDH's CFO. The position of CFO was filled on an interim basis by the Financial Controller for six months until the appointment of Sherif El Zeiny in January 2024.</p> <p><b>Business interruption:</b> virtually all aspects of the Group's business use IT systems extensively. This includes test and exam results reporting, billing, customer service, logistics, and management of medical data. Similarly, business interruption at one of the Group's larger facilities could result in significant material losses and reputational damage to IDH's business. This could be a result of natural disasters, fire, riots, or extended power failures. The Group, therefore, depends on the continued and uninterrupted performance of its systems.</p>	<p>IDH comprehends the importance of having a strong management team to support its future growth plans and is actively expanding its senior management team. IDH's CEO, Dr. Hend El Sherbini, has led the Company's expansion of its footprint. IDH has established a Crisis Management Committee, led by Dr. El Sherbini, to oversee the Company's business continuity. The Executive Committee meets regularly to discuss and address any potential risks.</p> <p>Following the departure of Mr. Omar Bedewy, Mr. Sherif El Zeiny stepped in as Interim CFO until the appointment of Mr. Sherif El Zeiny on a permanent basis. During the transitional period, Mr. El Zeiny prioritized the Company's operations and ensured an effective transition.</p> <p>The Group has in place a full disaster recovery plan with provisions for spares, redundant systems as alternatives to land-based systems. To ensure its readiness, IDH performs disaster recovery tests with updates as well as internal audits.</p> <p>In Egypt and Jordan, to mitigate the risk of business interruption, the Group has established a disaster recovery plan. Moreover, the Group's important data is stored in both Egypt and Jordan to ensure data availability even if new restrictive measures are implemented.</p>
<p><b>Climate-related risks</b></p> <p>IDH's operations currently face low physical and transitional risks related to climate change.</p>	<p>In 2022, the Company decided to align its strategy with the TCFD recommendations on Climate-Related Financial Risks and engaged its stakeholders with a clear framework to identify and assess opportunities. Despite this, opportunities and risks related to climate change are considered immaterial to the Company's operations.</p>

INTEGRATED DIAGNOSTICS HOLDINGS plc - "IDH"  
AND ITS SUBSIDIARIES

# Consolidated Financial Statements

for the year ended 31 December 2023

## Consolidated statement of financial position as at 31 December 2023

	<b>Notes</b>
<hr/>	
<b>Assets</b>	
<b>Non-current assets</b>	
Property, plant and equipment	11
Intangible assets and goodwill	12
Right of use assets	25
Financial assets at fair value through profit and loss	14
<b>Total non-current assets</b>	
<b>Current assets</b>	
Inventories	15
Trade and other receivables	16
Financial assets at fair value through profit and loss	14
Financial assets at amortized cost	18

Cash and cash equivalents	17
<b>Total current assets</b>	
<b>Total assets</b>	
<b>Equity</b>	
Share capital	19
Share premium reserve	19
Capital reserves	19
Legal reserve	19
Put option reserve	19
Translation reserve	19
Retained earnings	19
<b>Equity attributable to the owners of the Company</b>	
Non-controlling interests	2
<b>Total equity</b>	
<b>Non-current liabilities</b>	
Provisions	21
Borrowings	24
Other financial obligations	25
Non-current put option liability	23
Deferred tax liabilities	9
<b>Total non-current liabilities</b>	
<b>Current liabilities</b>	
Trade and other payables	22
Other financial obligations	25
Current put option liability	23
Borrowings	24
Current tax liabilities	28
<b>Total current liabilities</b>	
<b>Total liabilities</b>	
<b>Total equity and liabilities</b>	

The accompanying notes form an integral part of these consolidated financial statements.

These consolidated financial statements were approved and authorised for issue by the Board of Directors and signed on their behalf on 27 M

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**Dr. Hend El Sherbini**  
Chief Executive Officer

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**Independent**

## Consolidated income statement for the year ended 31 December 2023

	<b>Notes</b>
Revenue	6
Cost of sales	8.1
<b>Gross profit</b>	
Marketing and advertising expenses	8.2
Administrative expenses	8.3

Impairment loss on trade and other receivable	16	
Other (expenses)/income	8.4	
<b>Operating profit</b>		
Net fair value losses on financial assets at fair value through profit or loss	8.9	
Finance costs	8.7	
Finance income	8.7	
Net finance (costs)/income	8.7	
<b>Profit before income tax</b>		
Income tax expense	9	
<b>Profit for the year</b>		
<b>Profit attributed to:</b>		
Owners of the Company		
Non-controlling interests		
<b>Earnings per share</b>	10	
Basic and diluted		

The accompanying notes form an integral part of these consolidated financial statements.

## Consolidated statement of comprehensive income for the year ended 31 December 2023

### Net profit for the year

#### Other comprehensive income:

Items that may be reclassified to profit or loss:

Exchange difference on translation of foreign operations

**Other comprehensive income for the year, net of tax**

**Total comprehensive income for the year**

#### Attributable to:

Owners of the Company

Non-controlling interests

The accompanying notes form an integral part of these consolidated financial statements.

## Consolidated statement of cash flows for the year ended 31 December 2023

	Note	2023
<b>Cash flows from operating activities</b>		
Profit before tax		
<b>Adjustments for:</b>		
Depreciation of property, plant and equipment	11	
Depreciation of right of use assets	25	
Amortisation of intangible assets	12	

Unrealised foreign exchange gains and losses	8.7
Fair value losses on financial assets at FV through profit or loss	
Finance income	8.7
Finance Expense	8.7
Loss/(gain) on disposal of PPE	
Impairment in trade and other receivables	16
Impairment in goodwill	
Impairment in assets	
Equity settled financial assets at fair value	
ROU Asset/Lease Termination	
Hyperinflation	
Change in Provisions	21
Change in Inventories	
Change in Trade and other receivables	
Change in Trade and other payables	
<b>Cash generated from operating activities before income tax payment</b>	
Taxes paid	
<b>Net cash generated from operating activities</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	
Payments for acquisition of intangible assets	
Payments for the purchase of financial assets at amortised cost	
Proceeds from the sale of financial assets at amortized cost	
Payment for purchase of global depository receipts (short-term investment)	8.9
Proceeds from sale of global depository receipts (short-term investments)	8.9
<b>Net cash (used in)/generated from investing activities</b>	
<b>Cash flows from financing activities</b>	
Proceeds from borrowings	27
Repayment of borrowings	27
Proceeds loan received from related party	26
Repayment loan paid to related party	26
Payments of lease liabilities	27
Payment of financial obligations	27
Dividends paid	
Interest paid	27
Bank charge paid	
Cash injection by owner of non-controlling interest	
Paid cash to non-controlling interest	
<b>Net cash flows used in financing activities</b>	
<b>Net (decrease) increase in cash and cash equivalents</b>	
Cash and cash equivalents at the beginning of the year	
Effect of exchange rate	
<b>Cash and cash equivalents at the end of the year</b>	17

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

- acquisition of right-of-use assets - note 25
- Put option liability - note 23

The accompanying notes form an integral part of these consolidated financial statements.

## Consolidated statement of changes in equity for the year ended 31 Decemb 2023



EGP'000	Share Capital	Share premium reserve	Capital reserves	Legal reserve*	Put option reserve	Translation reserve	Retained earnings
<b>As at 1 January 2023</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>	<b>(490,695)</b>	<b>24,173</b>	
Profit / (loss) for the year	-	-	-	-	-	-	-
Other comprehensive (expense)/ income for the year	-	-	-	-	-	(106,514)	
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(106,514)</b>	
<b>Transactions with owners in their capacity as owners</b>							
Impact of hyperinflation	-	-	-	-	-	-	-
Movement in put option liabilities for the year	-	-	-	-	134,112	-	-
Paid share from non-controlling interests	-	-	-	-	-	-	-
Acquisition of non-controlling interests without change in control	-	-	-	-	-	-	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>134,112</b>	<b>-</b>	
<b>At 31 December 2023</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>	<b>(356,583)</b>	<b>(82,341)</b>	
<b>As at 1 January 2022</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>	<b>(956,397)</b>	<b>150,730</b>	
Profit for the year	-	-	-	-	-	-	-
Other comprehensive income for the year	-	-	-	-	-	(126,557)	
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(126,557)</b>	
<b>Transactions with owners in their capacity as owners</b>							
Dividends	-	-	-	-	-	-	-
Impact of hyperinflation	-	-	-	-	-	-	-
Movement in put option liabilities for the year	-	-	-	-	465,702	-	-
Acquisition of non-controlling interests without change in control	-	-	-	-	-	-	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>465,702</b>	<b>-</b>	
<b>At 31 December 2022</b>	<b>1,072,500</b>	<b>1,027,706</b>	<b>(314,310)</b>	<b>51,641</b>	<b>(490,695)</b>	<b>24,173</b>	

\* Under Egyptian Law each subsidiary must set aside at least 5% of its annual net profit into a legal reserve until such time that this represents 50% of each subsidiary's net profit. This reserve is not distributable to the owners of the Company

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

## 1. Corporate information

The consolidated financial statements of Integrated Diagnostics Holdings plc and its subsidiaries (collectively, "the Group") for the year ended 31 December 2023 were authorised for issue in accordance with a resolution of the directors on 27 February 2024. Integrated Diagnostics Holdings plc "IDH" or "the company" is a public company incorporated in Jersey, established according to the provisions of the Companies (Jersey) law 1991 under No. 117257. The registered office of the Company is IFC 5, St. Helier, Jersey, JE1 1<sup>ST</sup>, Channel Islands. The Company is a dually listed entity, in both London Stock Exchange (since 2015) and in the Egyptian stock exchange (in May 2021).

The principal activity of the group is investments in all types of the healthcare field of medical diagnostics (the key areas are pathology and Radiology related tests), either through acquisitions of related business in different jurisdictions or by expanding the acquired investments IDH has. The key jurisdictions that the group operates are in Egypt, Jordan, Sudan and Saudi Arabia.

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

## 2. Group information

### Information about subsidiaries

The consolidated financial statements of the Group include:

	Principal activities	Country of Incorporation	% Equity held in 2023
Al Borg Laboratory Company ("Al-Borg")	Medical diagnostics service	Egypt	99.3%
Al Mokhtabar Company for Medical Labs ("Al Mokhtabar")	Medical diagnostics service	Egypt	99.9%
Medical Genetic Center	Medical diagnostics service	Egypt	55.0%
Al Makhbaryoun Al Arab Group	Medical diagnostics service	Jordan	60.0%
Golden Care for Medical Services	Holding company of SAMA	Egypt	100.0%
Integrated Medical Analysis Company (S.A.E)*	Medical diagnostics service	Egypt	100.0%
SAMA Medical Laboratories Co. ("Ultralab medical laboratory ")	Medical diagnostics service	Sudan	80.0%
AL-Mokhtabar Sudanese Egyptian Co.	Medical diagnostics service	Sudan	65.0%
Integrated Diagnostics Holdings Limited	Intermediary holding company	Caymans Island	100.0%
Dynasty Group Holdings Limited	Intermediary holding company	England and Wales	51.0%
Eagle Eye-Echo Scan Limited	Intermediary holding company	Mauritius	77.18%
Echo-Scan**	Medical diagnostics service	Nigeria	100.0%
WAYAK Pharma	Medical services	Egypt	99.99%
Medical Health Development***	Medical services	Saudi Arabia	51%

\*In the financial period of 23, Al Mokhtabar, a medical laboratory, acquired a 0.4% ownership share in Integrated Medical Analysis (S.A.E). In connection with this acquisition, Al Mokhtabar made a payment of 3,112K to non-controlling interests. This transaction resulted in Al Mokhtabar becoming the full owner of the stake by the end of the year 2023.

\*\* The group consolidate "Echo scan" a subsidiary based in Nigeria despite of 39.4% indirect ownership. for more details refer to note 4.1.

\*\*\* On March 8, 2023, the Group completed the establishment of Medical Health Development, a limited liability company based in Saudi Arabia with a total stake of 51% directly and indirectly through one of the Group's subsidiaries. Integrated Diagnostics Holdings (IDH) owns 30% and Al Makhbaryoun Al Arab Group ("Biolab")-Jordan a subsidiary owns 21%. The group consolidate "Medical Health Development" a subsidiary based in Saudi Arabia despite of 42.51% indirect ownership for more details refer to note 4.1

### Non-Controlling interest

Non-Controlling Interest is measured at the proportionate share basis.

Financial information of subsidiaries that have material non-controlling interests is provided below:

### Proportion of equity interest held by non-controlling interests:

Medical Genetic Center

Al Makhbaryoun Al Arab Group

SAMA Medical Laboratories Co. " Ultra lab medical laboratory "

AL-Mokhtabar Sudanese Egyptian Co.

Al Borg Laboratory Company  
 Dynasty Group Holdings Limited  
 Eagle Eye-Echo Scan Limited  
 Medical Health Development

The summarised financial information of these subsidiaries is provided below. This information is based on amounts after inter-company eliminations.

	Medical Genetic Center EGP'000	Al Makhbaryoun Al Arab Group (Hashemite Kingdom of Jordan) EGP'000	Al Borg Laboratory Company EGP'000
<b>Summarised statement of Income for 2023:</b>			
Revenue	-	604,025	1,210,716
(loss)/Profit	(107)	32,811	266,201
Other comprehensive (expense)/income	-	65,142	(3,796)
<b>Total comprehensive (expense)/income</b>	<b>(107)</b>	<b>97,953</b>	<b>466,696</b>
(loss)/Profit allocated to non-controlling interest	(48)	13,124	1,884
Other comprehensive income/(expense) allocated to non-controlling interest	-	26,333	(876)

**Summarised statement of financial position as at 31 December 2023:**

Non-current assets	670	494,904	710,836
Current assets	1,801	254,412	428,668
Non-current liabilities	(27)	(202,510)	(516,784)
Current liabilities	(15,409)	(187,663)	(244,970)
<b>Net (liabilities)/assets</b>	<b>(12,965)</b>	<b>359,143</b>	<b>377,750</b>
<b>Net (liabilities)/assets attributable to non-controlling interest</b>	<b>(5,837)</b>	<b>143,657</b>	<b>2,674</b>

	Medical Genetic Center EGP'000	Al Makhbaryoun Al Arab Group EGP'000	Alborg Laboratory Company EGP'000	Other subsidiaries with immaterial NCI EGP'000	Dynasty Group EGP'000
<b>Summarised statement of Income for 2022:</b>					
Revenue	383	611,840	1,210,716	2,348,371	78,864
(loss)/Profit	(10,339)	57,917	266,201	470,492	(54,602)
Other comprehensive (expense)/income	-	134,909	-	(3,796)	248,726
<b>Total comprehensive (expense)/income</b>	<b>(10,339)</b>	<b>192,826</b>	<b>266,201</b>	<b>466,696</b>	<b>194,124</b>
(loss)/Profit allocated to non-controlling interest	(4,655)	23,167	1,884	555	(11,913)
<b>Other comprehensive income/(expense) allocated to non-controlling interest</b>	<b>-</b>	<b>53,964</b>	<b>-</b>	<b>(876)</b>	<b>140,041</b>
<b>Summarised statement of financial position as at 31 December 2022:</b>					
Non-current assets	670	367,404	710,836	775,581	121,770
Current assets	1,909	247,636	428,668	1,212,429	14,130
Non-current liabilities	(27)	(164,478)	(516,784)	(351,111)	(11,286)
Current liabilities	(15,409)	(189,371)	(244,970)	(449,373)	(33,181)
<b>Net (liabilities)/assets</b>	<b>(12,857)</b>	<b>261,191</b>	<b>377,750</b>	<b>1,187,526</b>	<b>91,433</b>
<b>Net (liabilities)/assets attributable to non-controlling interest</b>	<b>(5,788)</b>	<b>104,476</b>	<b>2,674</b>	<b>(993)</b>	<b>16,608</b>

### 3. Basis of preparation

#### Statement of compliance

Integrated Diagnostics Holdings plc "IDH" or "the company" has been established according to the provisions of the Companies (Jersey) law 1991 under No. 117257. The Company is a dually listed entity, in both London stock exchange and in the Egyptian stock exchange. The consolidated financial statements of the Group have been prepared in accordance with the International Financial Reporting Standards as adopted by the European Union and the Companies (Jersey) Law 1991.

#### Basis of measurement

The consolidated financial statements have been prepared on a historical cost basis, except where adopted IFRS requires that fair value accounting is required which is related to financial assets and liabilities measured at fair value.

#### New standards and interpretations adopted

The Group has applied the following amendments for the first time for their annual reporting period commencing 1 January 2023:

- Insurance Contracts IFRS 17
- Definition of Accounting Estimates - Amendments to IAS 8
- Deferred Tax related to Assets and Liabilities arising from a Single Transaction - Amendments to IAS 12
- Disclosure of Accounting Policies - Amendments to IAS 1 and IFRS Practice Statement 2

The amendments listed above did not have any impact on current and prior years and not expected to affect future years.

There has been one amendment that has been applied for the first time in the current year that has had an impact on financial statement disclosures. The amendments to IAS 1 and IFRS Practice Statement 2 Making Materiality Judgements provide guidance and examples to help entities apply materiality judgements to accounting policy disclosures. The amendments aim to help entities provide accounting policy disclosures that are more useful by replacing the requirement for entities to disclose their 'significant' accounting policies with a requirement to disclose their 'material' accounting policies, adding guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures. The amendments have had an impact on the Group's disclosures of accounting policies, but not on the measurement, recognition or presentation of any items in the Group's consolidated financial statements.

#### New standards and interpretations not yet adopted

Certain new accounting standards, amendments to accounting standards and interpretations have been published that are mandatory for 31 December 2023 reporting period and have not been early adopted by the company. These amendments or interpretations are not expected to have a material impact on the group in the current or future reporting periods and on foreseeable future transactions.

#### Going concern

These consolidated financial statements have been prepared on the going concern basis. On 31 December 2023, the Group had (cash and cash equivalent balance plus treasury bills / deposits minus borrowing) amounting to KEGP 724 million. Directors have considered a number of downside scenarios, including the most severe but plausible scenario, for a period of 16 months from the signing of the financial statements. We have conducted multiple sensitivity analyses to assess the impact of inflationary pressures and potential currency evaluation for the next 16 months. We did not consider the Biolab option since it is improbable that the option will be exercised refer to (note 23). We assume no dividends are expected to be paid during the period for which going concern is being assessed or those in respect of merger and acquisition 'M&A' activities. In all of these scenarios, there remains significant headroom from a liquidity and covenant perspective. Therefore, the Directors believe the Group has the ability to meet its liabilities as they fall due and the use of the going concern basis in preparing these financial statements is appropriate.

#### 3.1. Basis of consolidation

The consolidated financial statements comprise the financial statements of the Group and its subsidiaries as at 31 December 2023. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the investee.

##### i. Subsidiaries

Subsidiaries are all entities over which the group has control. The group controls an entity where the group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date of acquisition.

which control is transferred to the group. They are deconsolidated from the date that control ceases.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of a transferred asset. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the group.

Non-controlling interests in the results and equity of subsidiaries are shown separately in the consolidated statement of income statement of comprehensive income, statement of changes in equity and statement of financial position respectively.

#### **ii. Changes in ownership interests**

The group treats transactions with non-controlling interests that do not result in a loss of control as transactions with equity owners of the group. A change in ownership interest results in an adjustment between the carrying amounts of the controlling and non-controlling interests to reflect their relative interests in the subsidiary. A difference between the amount of the adjustment to non-controlling interests and any consideration paid or received is recognised in a separate reserve within equity attributable to owners of the group.

When the group ceases to consolidate or equity account for an investment because of a loss of control, joint control or significant influence, any retained interest in the entity is remeasured to its fair value, with the carrying amount recognised in profit or loss. This fair value becomes the initial carrying amount for the purpose of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss.

If the ownership interest in a joint venture or an associate is reduced but joint control or significant influence is retained, only a proportionate share of the amounts previously recognised in other comprehensive income are reclassified to profit or loss where appropriate.

### **3.2. Material accounting policy information and other explanatory information**

The accounting policies set out below have been consistently applied to all the years presented in these consolidated financial statements.

#### **a) Business combinations**

The acquisition method of accounting is used to account for all business combinations, regardless of whether equity instruments or other assets are acquired. The consideration transferred for the acquisition of a subsidiary comprises

- fair values of the assets transferred
- liabilities incurred to the former owners of the acquired business
- equity interests issued by the group
- fair value of any asset or liability resulting from a contingent consideration arrangement, and
- fair value of any pre-existing equity interest in the subsidiary.

Identifiable intangible assets acquired and liabilities and contingent liabilities assumed in a business combination are, with limited exceptions, measured initially at their fair values at the acquisition date. The group recognises any controlling interest in the acquired entity on an acquisition-by-acquisition basis either at fair value or at the controlling interest's proportionate share of the acquired entity's net identifiable assets.

Acquisition-related costs are expensed as incurred.

The excess of the:

- consideration transferred,
- amount of any non-controlling interest in the acquired entity, and
- acquisition-date fair value of any previous equity interest in the acquired entity over the fair value of the net identifiable assets acquired is recorded as goodwill. If those amounts are less than the fair value of the net identifiable assets of the business acquired, the difference is recognised directly in profit or loss as a bargain purchase.

Where settlement of any part of cash consideration is deferred, the amounts payable in the future are discounted to their present value as at the date of exchange. The discount rate used is the entity's incremental borrowing rate, being the rate at which a similar borrowing could be obtained from an independent financier under comparable terms and conditions.

Contingent consideration is classified either as equity or a financial liability. Amounts classified as a financial liability are subsequently remeasured to fair value, with changes in fair value recognised in profit or loss.

If the business combination is achieved in stages, the acquisition date carrying value of the acquirer's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date. Any gains or losses from such remeasurement are recognised in profit or loss.

#### **b) Impairment of assets**

Goodwill and intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are tested for impairment whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows which are largely independent of the cash inflows from other assets or groups of assets (cash-generating units). Non-financial assets other than goodwill that suffered an

impairment are reviewed for possible reversal of the impairment at the end of each reporting period.

#### **c) Fair value measurement**

The Group measures financial instruments such as non-derivative financial instruments and contingent consideration in a business combination at fair value at each balance sheet date.

When measuring the fair value of an asset or a liability, the Group uses observable market data as far as possible. Fair value is categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

- ØLevel 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities.
- ØLevel 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable.
- ØLevel 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognised in the financial statements at fair value on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of their characteristics and risks of the asset or liability and the level of the fair value hierarchy, as explained above.

The fair value less any estimated credit adjustments for financial assets and liabilities with maturity dates less than one year is assumed to approximate their carrying value. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contracted cash flows at the current market interest rate that is available to the Group for similar transactions.

#### **d) Revenue recognition:**

Revenue represents the value of medical diagnostic services rendered in the year and is stated net of discounts. The Group has two types of customers: Walk-in patients and patients served under contracts. For patients under contracts, revenue is recognised on a per-test, client-by-client basis based on the pricelists agreed within these contracts.

The following steps are considered for all types of patients:

1. Identification of the Contracts: written contracts are agreed between IDH and customers. The contracts stipulate the duration, price per test and credit period.
2. Determining performance obligations are the diagnostics tests within the pathology and radiology. The performance obligation is achieved when the customer receives their test results, and so are recognised in time.
3. Transaction price: Services provided by the Group are distinct in the contract, as the contract stipulates a series of tests' names/types to be conducted along with its distinct prices.
4. Allocation of price to performance obligations: Stand-alone selling price per test is stipulated in the contract. In case of discounts, it is allocated proportionally to all of tests prices in the contract.
5. Revenue is being recorded after the satisfaction of the above mentioned conditions.

The group considers whether it is the principal or the agent in each of its contractual arrangements. In line with IFRS "Revenue from contracts" in assessing the appropriate treatment of each contract, factors that are considered include whether the party is controlling the service being performed for the customer and bears the inventory risk. Where the group is controlling the service and bearing the inventory risk it is deemed to be the principal and the full consideration received from the customer is recognised as revenue, with any amounts paid to third parties treated as cost of sales.

#### **Customer loyalty program:**

The group operates a loyalty program where customers accumulate points for purchases made which entitle them to a discount on future purchases. The points are valid for 12 months from the time they are awarded. The value of points provided is based on the expectation of what level will be redeemed in the future before their expiration date. This is netted against revenue earned and included as a contract liability and only recognised as revenue when the points are redeemed or have expired.

### **e) Income Taxes**

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the income statement to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

#### **i. Current tax**

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

#### **ii. Deferred tax**

Deferred tax is provided using the liability method on temporary differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at the reporting date.

Deferred tax is recognised on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements.

However, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill; deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination and differences relating to investments in subsidiaries to the extent that they will probably not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, the carry forward of unused tax credits and unused tax losses. Deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilised. Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the reporting date and are expected to apply when the related deferred income tax asset is realized, or the deferred income tax liability is settled.

### **f) Foreign currency translation**

#### **i) Functional and presentation currency**

Each of the Group's entities is using the currency of the primary economic environment in which the entity operates (referred to as its 'functional currency'). The Group's consolidated financial statements are presented in Egyptian Pounds, which is the reporting currency of the main Egyptian trading subsidiaries within the Group and the primary economic environment in which the Group operates.

#### **ii) Transactions and balances**

Foreign currency transactions are translated into the functional currency using the exchange rates at the date of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions, and from the

translation of monetary assets and liabilities denominated in foreign currencies at year end exchange rates, are recognised in profit or loss. They are deferred in equity if they relate to qualifying cash flow hedges and qualifying investment hedges or are attributable to part of the net investment in a foreign operation. Foreign exchange gains and losses that relate to borrowings are presented in the statement of profit or loss as finance costs. All other foreign exchange gains and losses are presented in the statement of profit or loss on a net basis within other gains/(losses).

Non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rate at the date when the fair value was determined. Translation differences on assets and liabilities carried at fair value are recognised as part of the fair value gain or loss. For example, translation differences on non-monetary assets and liabilities such as equities held at fair value through profit or loss are recognised in profit or loss as part of the fair value gain or loss. Translation differences on non-monetary assets such as equities classified as at fair value through other comprehensive income are recognised in other comprehensive income.

#### **g) Hyperinflationary Economies**

The financial statements of "SAMA Medical Laboratories Co. and AL-Mokhtabar Sudanese Egyptian Co." are presented in the financial statements in the currency of a hyperinflationary economy. In accordance with IAS 29 financial reporting in Hyperinflationary Economies, the financial statements of those subsidiaries were restated by applying the constant purchasing power index at closing rates in December 2023 Nil (2022 December, 65,137) before they were included in the consolidated financial statements.

#### **h) Property, plant and equipment**

All property and equipment are stated at historical cost or fair value at acquisition, less accumulated depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the consolidated statement of profit or loss during the financial period in which they are incurred. Land is not depreciated.

Depreciation expense is calculated using the straight-line method to allocate the cost or to their residual value over their estimated useful lives, as follows:

Buildings	50 years
Medical, electric and information systems equipment	4-10 years
Leasehold improvements	4-5 years
Fixtures, fittings & vehicles	4-16 years

The assets useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount exceeds its estimated recoverable amount. Gains and losses on disposals are determined by comparing the proceeds from disposal with the carrying amount and are recognised within 'Other (losses)/gains - net' in the consolidated statement of income.

#### **i) Intangible assets**

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value at the date of acquisition. Following initial recognition, intangible assets are measured at cost less any accumulated amortisation and accumulated impairment losses.

Internally generated intangibles, excluding capitalised development costs, are not capitalised and the related expenditure is reflected in profit or loss in the period in which the expenditure is incurred.

The useful lives of intangible assets are assessed as either finite or indefinite.

Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at the end of each reporting period. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the statement of income in the expense category that is consistent with the nature of the intangible assets. The Group amortises intangible assets with finite lives using the straight-line method over their useful periods:

- IT development and software 4-5 years

Intangible assets with indefinite useful lives are not amortised, but are tested for impairment annually, either individually or at the cash-generating unit level. The assessment of indefinite life is reviewed annually to determine whether the intangible asset continues to be supportable. If not, the change in useful life from indefinite to finite is made on a prospective basis.

#### **Goodwill**



Goodwill arises on the acquisition of subsidiaries and represents the excess of the consideration transferred over the fair value of the net identifiable assets, liabilities and contingent liabilities of the acquiree and the fair value of the controlling interest in the acquiree.

Goodwill is stated at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill in a business combination is allocated to each of the cash-generating units (CGUs), or groups of CGUs, that is expected to benefit from the synergies of the combination. Each unit or group of units to which the goodwill is allocated represents the lowest level within the entity at which the goodwill is monitored for internal management purposes. The impairment assessment is done on an annual basis.

### **Brand**

Brand names acquired in a business combination are recognised at fair value at the acquisition date and have an indefinite useful life.

The Group brand names are considered to have indefinite useful life as the Egyptian brands have been established in the market for more than 40 years and the health care industry is very stable and continues to grow.

The brands are not expected to become obsolete and can expand into different countries and adjacent businesses. In addition, there is a sufficient ongoing marketing effort to support the brands and this level of marketing effort is economically reasonable and maintainable for the foreseeable future.

### **Impairment of intangible assets**

The Group tests annually whether goodwill and other intangibles with indefinite lives have suffered any impairment. Impairment exists when the carrying value of an asset or cash generating unit exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use.

The recoverable amounts of cash generating units have been determined based on value in use or realisable value. The value in use calculation is based on a discounted cash flow ("DCF") model. Realisable value is based on the market value of the CGU or their underlying assets.

The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Group is not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested.

We test for impairment at the smallest grouping of CGUs at which a material impairment could arise or at the lowest level at which goodwill is monitored. References to testing being performed at a CGU level throughout the rest of the financial statements is referring to the grouping of CGUs at which the test is performed. The grouping of CGUs is shown in the notes where the assumptions for the impairment assessment are disclosed.

## **l) Financial instruments - initial recognition and subsequent measurement**

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

### **i. Financial assets**

#### **Classification**

The group reclassifies debt investments when and only when its business model for managing those assets changes. The group classifies its investments in debt Instruments in the following measurement categories:

- those to be measured subsequently at fair value (either through OCI or through income statement), and
- those to be measured at amortised cost.

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.

For investment in equity instrument measured at fair value, gains and losses will either be recorded in income statement or OCI.

For investments in equity instruments that are not held for trading, this will depend on whether the group has made an irrevocable election at the time of initial recognition to account for the equity investment at fair value through other comprehensive income (FVOCI).

#### **Recognition and derecognition**

According to the standard purchases and sales of financial assets are recognised on trade date, being the date on which the group commits to purchase or sell the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the group has transferred substantially all the risks and rewards of ownership.

#### **Measurement**

At initial recognition, the group measures a financial asset at its fair value plus, in the case of a financial asset not a through profit or loss (FVPL), transaction costs that are directly attributable to the acquisition of the financial asset. The costs of financial assets carried at FVPL are expensed in profit or loss.

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash solely payment of principal and interest.

#### *Debt instruments*

Subsequent measurement of debt instruments depends on the group's business model for managing the asset and the flow characteristics of the asset. There are three measurement categories into which the group classifies its debt instruments:

- **Amortised cost:** Assets that are held for collection of contractual cash flows, where those cash flows represent payments of principal and interest, are measured at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognised directly in profit or loss and presented in other gains/(losses) together with foreign exchange gains and losses. Impairment losses are presented as a separate line item in the consolidated income statement.
- **FVOCI:** Assets that are held for collection of contractual cash flows and for selling the financial assets, where the cash flows represent solely payments of principal and interest, are measured at FVOCI. Movements in the carrying amount are taken through OCI, except for the recognition of impairment losses, interest income and foreign exchange gains and losses which are recognised in profit or loss. When the financial asset is derecognised, the cumulative gain or loss recognised in OCI is reclassified from equity to profit or loss and recognised in other gains/(losses). Interest income from these financial assets is included in finance income using the effective interest rate method. Foreign exchange gains and losses are presented in other gains/(losses), and impairment expenses are presented as separate line item in the consolidated income statement.
- **FVPL:** Assets that do not meet the criteria for amortised cost or FVOCI are measured at FVPL. A gain or loss on an investment that is subsequently measured at FVPL is recognised in profit or loss and presented net within other gains/(losses) in the period in which it arises. Management has assessed the underlying nature of the investments and designates an investment that this should be treated as an investment held at fair value with movements going through the income statement on the basis of the size of the investment and the reasons for making the investment.

#### *Equity instruments*

The group subsequently measures all equity investments at fair value. Where the group's management has elected to measure equity investments at fair value through OCI, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in profit or loss as other income when the group's right to receive payments is established.

Changes in the fair value of financial assets at FVPL are recognised in other gains/(losses) in the statement of profit or loss, if applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are recognised separately from other changes in fair value.

#### **Impairment**

The group assesses on a forward-looking basis the expected credit losses associated with its debt instruments measured at amortised cost and FVOCI. The impairment methodology applied depends on whether there has been a significant increase in credit risk. For trade receivables, the group applies the simplified approach permitted by IFRS 9, which requires expected lifetime losses to be recognised from initial recognition of the receivables.

Further disclosures relating to impairment of financial assets are also provided in the following notes:

Ø Disclosures for significant estimates and assumptions	Note 4.2
Ø Financial assets	Note 5
Ø Trade receivables	Note 16

The Group uses an allowance matrix to measure the ECLs of trade receivables from individual customers. Trade receivables comprise a very large number of small balances.

Loss rates are calculated using a 'roll rate' method based on the probability of a receivable progressing through successive stages of delinquency to write-off. Roll rates are calculated separately for exposures in different segments based on their risk characteristics, age of customer relationship.

Loss rates are based on actual credit loss experience over the past three years. These rates are multiplied by various scalar factors to reflect differences between economic conditions during the period over which the historical data has been collected, current conditions and the Group's view of economic conditions over the expected life of the receivables.

## **ii. Financial liabilities**

### **Initial recognition and measurement**

Financial liabilities are classified as measured at amortised cost or FVTPL. A financial liability is classified FVTPL if it is classified as held for trading, financial liabilities at FVTPL are measured at fair value and net gains and losses including any interest expenses are recognised in profit or loss.

Put options included in put option liabilities are carried at the present value of the redemption amount in accordance with IAS 32 in regard to the guidance on put option on an entity's own equity shares. The group's written put options over the equity of its (Bio Lab, Echo Scan and Medical Health Development) subsidiaries. The option on exercise is initially recognised at the present value of the redemption amount with a corresponding charge directly to equity. The charge to equity is recognised separately within the put option reserve and in line with paragraph 23 of IFRS 10.

All of the Group's financial liabilities are classified as financial liabilities carried at amortised cost using the effective interest method. The Group does not use derivative financial instruments or hedge account for a transactions. Unless otherwise indicated, the carrying amounts of the Group's financial liabilities are a reasonable approximation of their fair values.

The Group's financial liabilities include trade and other payables, put option liabilities, borrowings, and other financial obligations.

### **Derecognition**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. An existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the profit or loss.

### **iii. Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

### **j) Impairment of non-financial assets**

Further disclosures relating to impairment of non-financial assets are also provided in the following notes:

Ø Disclosures for significant assumptions and estimates	Note 4.2
Ø Goodwill and intangible assets	Note 13

The Group assesses at each reporting date, whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or CGU's fair value less costs of disposal and its value in use. If the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

The Group bases its impairment calculation on detailed budgets and forecast calculations, which are prepared separately for each of the Group's CGUs to which the individual assets are allocated. These budgets and forecast calculations cover a period of five years. A long-term growth rate is calculated and applied to project future cash flows after the fifth

Impairment losses of continuing operations are recognised in the statement of profit or loss in expense categories with the function of the impaired asset.

For assets excluding goodwill and indefinite lived intangible assets, an assessment is made at each reporting date to determine whether there is an indication that previously recognised impairment losses no longer exist or have decreased. If such indication exists, the Group estimates the asset's or CGU's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the consolidated income statement.

Goodwill is tested for impairment annually and when circumstances indicate that the carrying value may be impaired. Management takes into consideration any changes that occur and have impacts between the impairment report date of 31 October and date of end year of 31 December.

Impairment is determined for goodwill by assessing the recoverable amount of each CGU (or group of CGUs) to which the goodwill relates. When the recoverable amount of the CGU is less than its carrying amount, an impairment loss is recognised. Impairment losses relating to goodwill cannot be reversed in future periods.

Intangible assets with indefinite useful lives are tested for impairment annually as at 31 October at the CGU level, or more frequently appropriate, and when circumstances indicate that the carrying value may be impaired.

Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are identifiable independent cash inflows (CGU). Prior impairments of non-financial assets (other than goodwill) are reviewed for reversal at each reporting date.

#### **k) Inventories**

Raw materials are stated at the lower of cost and net realisable value. Cost comprises direct materials, direct labour and an appropriate proportion of variable and fixed overhead expenditure, the latter being allocated on the basis of normal capacity. Costs are assigned to individual items of inventory on the basis of weighted average costs. Costs of finished inventory are determined after deducting rebates and discounts. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

#### **l) Cash and short-term deposits**

Cash and short-term deposits in the statement of financial position comprise cash at banks and on hand and deposits with original maturities of three months or less, which are subject to an insignificant risk of changes in value.

For the purpose of the consolidated statement of cash flows, cash and cash equivalents consist of cash and short-term deposits, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Group's management.

#### **m) Borrowings**

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in profit or loss over the period of the borrowings using the effective interest method. Fees paid on the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a prepayment for liquidity services and amortised over the period of the facility to which it relates.

Borrowings are removed from the statement of financial position when the obligation specified in the contract is discharged, cancelled or expired. The difference between the carrying amount of a financial liability that has been extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognised in profit or loss as other income or finance costs.

Borrowings are classified as current liabilities unless the group has an unconditional right to defer settlement of the liability for at least 12 months after the reporting period.

#### **n) Borrowing costs**

General and specific borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalised during the period of time that is required to complete and prepare the asset for its intended use or sale. Qualifying assets are assets that necessarily take a substantial period of time to get ready for their intended use or sale.

Investment income earned on the temporary investment of specific borrowings, pending their expenditure on qualify assets, is deducted from the borrowing costs eligible for capitalisation. Other borrowing costs are expensed in the period in which they are incurred.

#### **o) Provisions**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When the Group expects some or all of a provision to be reimbursed, for example, under an insurance contract, the reimbursement is recognised as a separate asset, but only if the reimbursement is virtually certain. The expense relating to a provision is presented in the statement of profit or loss unless the reimbursement is received in cash, in which case it is presented as a reimbursement.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects the time value of money and the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as a finance cost.

#### **p) Pensions and other post-employment benefits**

A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. Obligations for contributions to defined contribution pension plans are recognized as an expense in the income statement in the periods during which services are rendered by employees.

#### **q) Segmentation**

The Group has five operating segments based on geographical location rather than two operating segments based on product lines provided and considered as one reportable segment due to having similar characteristics.

#### **r) Leases as lessee (IFRS 16)**

At the inception of a contract, the Group assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

##### **As a lessee**

At commencement or on modification of a contract that contains a lease component, along with one or more other lease components, the Group accounts for each lease component separately from the non-lease components, unless the lease and non-lease components are not separable. For the non-lease element of the underlying asset, the Group has elected not to separate non-lease components and account for the lease and non-lease components as a single lease component. The Group allocates the consideration in the contract to each lease component on the basis of its relative stand-alone price and the aggregate stand-alone price of the non-lease components.

The Group recognises a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments received before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Group by the end of the lease term, in which case the cost of the right-of-use asset reflects that the Group will exercise a purchase option. In that case the right-of-use asset is depreciated over the useful life of the underlying asset, which is determined on the same basis as those of property, plant and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the incremental borrowing rate for the IFRS 16 calculations. This is set based upon the incremental borrowing rate attached to the groups financing and adjusted, where appropriate, for specific factors such as asset or commodity price risk premiums.

Lease payments included in the measurement of the lease liability comprise the following:

- fixed payments, including in-substance fixed payments;
- variable lease payments that depend on an index or a rate, initially measured using the index or rate commencement date.
- amounts expected to be payable under a residual value guarantee,
- the exercise price under a purchase option that the Group is reasonably certain to exercise,
- lease payments in an optional renewal period if the Group is reasonably certain to exercise an extension option,
- penalties for early termination of a lease unless the Group is reasonably certain not to terminate early.

The lease liability is measured at amortised cost using the effective interest method. It is remeasured when there is a change in the lease payments in future lease payments arising from a change in an index or rate, there is a change in the Group's estimate of the amount of the lease payments expected to be payable under a residual value guarantee, if the Group changes its assessment of whether it will exercise a purchase, extension or termination option or if there is a revised in-substance fixed lease payment.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, to the extent that the right-of-use asset is reduced to nil, with any further adjustment required for the remeasurement being recorded in profit or loss.

#### *Short-term leases and leases of low-value assets*

The Group has elected not to recognise right-of-use assets and lease liabilities for lease of low-value assets and short-term leases. The Group recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

## **4. Key judgments and critical accounting estimates**

### **4.1. Judgement**

#### **Useful economic lives of Brands**

Management have assessed that the brands within the group which have a value have an indefinite life. This is based on the brands' strong history and existence in the market over a large number of years, in addition to the fact that these brands continue to grow and become more profitable. As the brands have been assigned an indefinite life then they are not amortised and are assessed for impairment on an annual basis.

#### **Control over subsidiaries**

The group makes acquisitions that often see a non-controlling interest retained by the seller. The assessment of if the group has control of these acquisitions in order to consolidate is a critical judgement in these financial statements.

The group consolidate the subsidiaries assessed for the following reasons:

- 1) The group holds the majority of the share capital
- 2) The group has the majority on the board of subsidiaries
- 3) The group has full control of the operations and is involved in all decisions.

The group is able to consolidate its subsidiaries, Echoscans in Nigeria and Medical Health Development in Saudi Arabia despite owning only 39.4% and 42.51% indirect ownership, respectively. This is due to several reasons:

- 1) The group exercises control over all intermediate entities that connect the parent company to Echoscans and Medical Health Development.
- 2) The group has a technical service agreement in place, which grants them the authority to direct and oversee the operations of the subsidiaries in Nigeria.
- 3) The appointment of Dr. Amid Abdelnour as CEO in Saudi Arabia further strengthens the group's ability to control the subsidiary.

Despite not having majority ownership, the group's control over the intermediate entities, technical service agreement and CEO appointment allows them to exercise control in their financial statements.

### **4.2. Estimates and assumptions**

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are described below.

The Group based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market movements or circumstances arising that are beyond the control of the Group. Such changes are reflected in the assumptions used in the consolidated financial statements.

**Impairment of intangible assets**

The Group tests annually whether goodwill and other intangibles with indefinite lives have suffered any impairment. Impairment exists when the carrying value of an asset or cash generating unit exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use.

The recoverable amounts of cash generating units have been determined based on value in use. The value in use calculation is based on a discounted cash flow ("DCF") model. The exception to this was Echo Scan where the realisable value was greater than the value in use, therefore, the recoverable amount was based on realisable value.

The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Group has not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested. The recoverable amount is sensitive to the discount rate used for the DCF model as well as the expected future cash-inflows and the growth rate used for extrapolation purposes. For more detailed assumptions refer to (note 13).

**Customer loyalty program**

The group operates a loyalty program where customers accumulate points for purchases made which entitle them to a discount on future purchases to be utilised within one year. A contract liability is recognised for the points awarded at the time of the sale based on the expected level of redemption. At 31 December 2023 the level of points accumulated by customers which had not expired was equivalent to 189MEGP. The estimate made by management is how much of this amount will be recognised as a liability based on future usage. The level of future redemption is estimated using historical data and adjustments for likely future trends in usage. Therefore, upon initial recognition of the sale to a customer, if management expects the group to be entitled to a breakage amount (i.e., not all points will be redeemed and so it is highly probable there will be no significant reversal of revenue) this breakage amount is recognised within revenue. This assessment is reviewed periodically, to ensure that only revenue which is highly probable not to result in a significant reversal in future periods is recognised. Management has estimated that 60 MEGP out of the total potential amount that could be redeemed is likely to be utilised by customers. If the points utilised during the year were 10% more than estimated, this would result in an additional charge of 6m EGP.

**Impairment of financial assets**

The loss allowances for financial assets are based on assumptions about risk of default and expected loss rates. The Group uses judgement in making these assumptions and selecting the inputs to the impairment calculation, based on the Group's past history and existing market conditions, as well as forward-looking estimates at the end of each reporting period. Details of the key assumptions and inputs used are disclosed in note 16.

**5. Financial assets and financial liabilities**

Cash and cash equivalents (Note 17)	
Term deposits and treasury bills (Note 18)	
Trade and other receivables (Note 16)	
<b>Total financial assets</b>	<b>1</b>
Trade and other payables (Note 22)	
Put option liability (Note 23)	
Financial obligations (Note 25)	
Loans and borrowings (Note 27)	
<b>Total other financial liabilities</b>	<b>2</b>
<b>Total financial instruments*</b>	

\* The financial instruments exclude prepaid expenses, deferred revenue, and tax (current tax, payroll tax, value added tax,...etc).

The fair values of financial assets and liabilities are considered to be equivalent to their book value.

The fair values measurements for all the financial assets and liabilities have been categorized as Level 3, it is fair value determined by using readily observable measures and Echo-Scan put option (note 23) has been categorized as Level 3, the fair value of the option is based on un-observable inputs using the best information available in the current circumstances including the company's own projection and taking into account all the market assumptions that are reasonably available.

#### **Financial instruments risk management objectives and policies**

The Group's principal financial liabilities are trade and other payables, put option liabilities, borrowings and other financial liabilities. The Group's principal financial assets include trade and other receivables, financial assets at amortised cost, financial asset at fair value and cash and cash equivalents that derive directly from its operations.

The Group is exposed to market risk, credit risk and liquidity risk. The Group's overall risk management strategy focuses on the unpredictability of markets and seeks to minimize potential adverse effects on the Group's performance. The Group's senior management oversees the management of these risks. The Board of Directors reviews and agrees policies for managing each of these risks, which are summarised below.

The board provides written principles for overall risk management, as well as written policies covering specific areas, such as foreign exchange risk, interest rate risk, and credit risk, use of derivative financial instruments, non-derivative financial instruments, and investment of excess liquidity.

#### **- Market risk**

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: interest rate risk, currency risk and commodity risk, such as equity price risk and commodity risk. Financial instruments affected by market risk include borrowings and deposits.

The sensitivity analysis in the following sections relate to the position as at 31 December 2023 and 2022. Sensitivity analysis have been prepared on the basis that the amount of net debt, the ratio of fixed to floating interest rates of the debt and the proportion of financial instruments in foreign currencies are all constant.

The analysis excludes the impact of movements in market variables on provisions, and the non-financial assets and liabilities of foreign operations. The following assumptions have been made in calculating the sensitivity analysis:

- Ø The sensitivity of the relevant consolidated income statement item is the effect of the assumed movements in respective market risks. This is based on the financial assets and financial liabilities held at 31 December 2023 and 31 December 2022.

#### **- Interest rate risk**

The Group is trying to minimize its interest rate exposure, especially in Egypt region, which has seen several interest rate rises over the year. Minimising interest rate exposure has been achieved partially by entering into fixed-rate instruments.

#### **Exposure to interest rate risk**

The interest rate profile of the Group's interest-bearing financial instruments as reported to the management of the Group is as follows:

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#### **Fixed-rate instruments**

Financial obligations (note 25)

Loans and borrowings (note 24)

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#### **Variable-rate instruments**

Loans and borrowings (note 24)

#### **Cash flow sensitivity analysis for variable-rate instruments**



A reasonable possible change of 100 basis points in interest rates at the reporting date would have increased (decreased) profit or loss by the amounts EGP 945k (2022: EGP 1,164K). This analysis assumes that all other variables, remain constant.

- **Foreign currency risk**

Foreign currency risk is the risk that the fair value or future cash flows of an exposure will fluctuate because of changes in foreign exchange rates.

The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the US Dollar, Sudanese Pound, the Jordanian Dinar, Nigerian Naira and Saudi Riyal. Foreign exchange risk arises from the Group's operating activities (when revenue or expenses are denominated in a foreign currency), recognized assets and liabilities and net investments in foreign operations. However, management aims to minimize open positions in foreign currencies to the extent that is necessary to conduct its activities.

Management has set up a policy to require group companies to manage their foreign exchange risk against their functional currency. Foreign exchange risk arises when future commercial transactions or recognised assets and liabilities are denominated in a currency that is not the entity's functional currency.

At year end, major financial assets / (liabilities) denominated in foreign currencies were as follows:

	31-Dec-23					
	Assets			Liabilities		
	Cash and cash equivalents	Other assets	Total assets	Put option	Finance lease	Trade payables
US	22,698	-	22,698	-	-	(28,700)
JOD	-	-	-	(301,383)	-	-
SAR	-	-	-	(42,786)	-	-
	31-Dec-22					
	Assets			Liabilities		
	Cash and cash equivalents	Other assets	Total assets	Put option	Finance lease	Trade payables
US	13,112	-	13,112	-	-	(8,800)
JOD	-	-	-	(439,695)	-	-

The following is the exchange rates applied:

	Average rate for the year ended 31-Dec-23
US Dollars	30.76
Euros	33.31
GBP	38.35
JOD	43.12
SAR	8.20
SDG	0.05
NGN	0.05
	Spot rate for the year ended 31-Dec-23
US Dollars	30.84
Euros	34.04
GBP	39.26
JOD	43.42
SAR	8.22
SDG	0.05
NGN	0.03

At 31 December 2023, if the Egyptian Pound had weakened/strengthened by 40% against the US Dollar with all other variables held constant, total equity for the year would have increased/decreased by EGP (22.14m) (2022: EGP 118.5m).

mainly as a result of foreign exchange gains/losses and translation reserve on the translation of US dollar-denominated financial assets and liabilities as at the financial position of 31 December 2023.

At 31 December 2023, if the Egyptian Pound had weakened / strengthened by 10% against the Jordanian Dinar with all other variables held constant, total equity for the year would have increased/decreased by EGP (30m) (2022: EGP (44m)), mainly as a result of foreign exchange gains/losses and translation reserve on translation of JOD -denominated financial assets and liabilities as at the financial position of 31 December 2023.

At 31 December 2023, if the Egyptian Pound had weakened / strengthened by 10% against the Saudi Riyal with all other variables held constant, total equity for the year would have increased/decreased by EGP (4m), mainly as a result of foreign exchange gains/losses and translation reserve on translation of SAR -denominated financial assets and liabilities as at the financial position of 31 December 2023.

- **Price risk**

The group's exposure to equity securities price risk arises from investments held by the group and classified in the balance sheet as at fair value through profit or loss (FVPL) (note 14).

- **Credit risk**

Credit risk is the risk a financial loss to the Group if a customer or counterparty to a financial instrument fails to fulfil its contractual obligations and it arises principally from under the Groups receivables. The Group is exposed to credit risk on its operating activities (primarily trade receivables) and financial assets at amortised cost, such as term deposits and cash bills.

Credit risk is managed on a group basis, except for credit risk relating to accounts receivable balances. Each local entity is responsible for managing and analysing the credit risk for each of their new clients before standard payment and credit terms and conditions are offered. Credit risk arises from cash and cash equivalents, derivative financial instruments, term deposits with banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions.

The cash balance and financial assets at amortized cost within the group is held within financial institutions, 76% with a rating of B- ,6% is rated at least A and 18% is rated at least Aa3.

**Trade receivables**

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The risk management also considers the factors that may influence the credit risk of its customer base, including the demand and supply associated with the industry and country or region in which customers operate. Details of concentration of receivables are included in the operating segment note (see Note 6).

The risk management committee has established a credit policy under which each new customer is analysed individually for creditworthiness before the Group's standard payment and delivery terms and conditions are offered and credit limits are set for each customer. The Group's review includes external ratings, if available, financial statements, industry information and some cases bank references. Receivable limits are established for each customer and reviewed quarterly. Any receivable balance exceeding the set limit requires approval from the risk management committee. Outstanding customer receivables are regularly monitored and the average general credit terms given to contract customers are 45 - 60 days.

An impairment analysis is performed at each reporting date on an individual basis for major clients. In addition, a small number of minor receivables are grouped into homogenous groups and assessed for impairment collectively. The analysis is based on actual incurred historical data and expected future credit losses. The Group does not hold collateral against receivables. That maximum exposure to credit risk is disclosed in note 16.

**Cash and cash equivalents**

Credit risk from balances with banks and financial institutions is managed by the Group's treasury department in accordance with the Group's policy. Investments of surplus funds are made only with approved counterparties and within credit limits assigned to each counterparty. Counterparty credit limits are reviewed by the Group's Board of Directors on an annual basis and may be updated throughout the year subject to approval of the Group's management. The limits are set to mitigate the concentration of risks and therefore mitigate financial loss through a counterparty's potential failure to make payments. The maximum exposure to credit risk at the reporting date is the carrying value of cash and cash equivalents disclosed in Note 17.

- **Liquidity risk**

The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of financial assets and loans.

The table below summarises the maturity profile of the Group's financial liabilities based on contractual undischarged cashflows:

<b>31 December 2023</b>	<b>1 year or less</b>	<b>1 to 5 years</b>
Financial obligations	291,342	1,054,902
Put option liabilities	313,796	42,786

Borrowings	60,199	83,211
Trade and other payables	556,563	-
	<b>1,221,900</b>	<b>1,180,899</b>

### 31 December 2022

	1 year or less	1 to 5 years
Financial obligations	285,962	1,030,750
Put option liabilities	439,695	51,000
Borrowings	41,681	119,673
Trade and other payables	628,313	-
	<b>1,395,651</b>	<b>1,201,423</b>

Cash flow forecasting is performed in the operating entities of the group and aggregated by group finance. Group management monitors rolling forecasts of the group's liquidity requirements to ensure it has sufficient cash to meet operational needs. Cash flow forecasting takes into consideration the group's compliance with internal financial position ratio targets and, if applicable, external regulatory or legal requirements - for example, currency restrictions.

The group's management retain cash balances in order to allow repayment of obligations in due dates, without taking into account any unusual effects which it cannot be predicted such as natural disasters. All suppliers and creditors will be paid over a period not less 30 days from the date of the invoice or the date of the commitment.

## 6. 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 performance of the operating segments, has been identified as the steering committee that makes strategic decisions.

The preparation of the Group's consolidated financial statements in conformity with adopted IFRSs requires significant judgement by management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities.

The Group has five operating segments based on geographical location, with the Group's Chief Operating Decision Maker (CODM) reviewing the internal management reports and KPIs of each geography. The CODM does not separately review assets and liabilities of the group by reportable segment.

The Group operates in five geographic areas, Egypt, Sudan, Jordan, Nigeria and Saudi Arabia. As a provider of diagnostic services, IDH's operations in Sudan are not subject to sanctions. The revenue split adjusted EBITDA is the key profit measure reviewed by CODM, impairment loss on trade receivables and net profit and loss between regions is set out below.

For the year ended	Revenue by geographic location			
	Egypt region	Sudan region	Jordan region	Nigeria region
31-Dec-23	3,410,720	11,367	604,025	96,394
31-Dec-22	2,894,042	20,301	611,840	78,864

### Adjusted EBITDA by geographic location

For the year ended	Adjusted EBITDA by geographic location			
	Egypt region	Sudan region	Jordan region	Nigeria region
31-Dec-23	1,058,254	1,107	157,306	(24,600)
31-Dec-22	1,052,881	(196)	136,195	(17,000)

For the year ended	Impairment loss / (reversed of impairment) on trade receivables			
	Egypt region	Sudan region	Jordan region	Nigeria region
31-Dec-23	45,268	5,013	-	97,000
31-Dec-22	27,734	3	(628)	2,800

For the year ended	Net profit / loss by geographic location			
	Egypt region	Sudan region	Jordan region	Nigeria region
31-Dec-23	530,207	(1,735)	33,813	(72,536)
31-Dec-22	514,353	16,978	53,065	(57,813)

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

**Profit from operations**

Property, plant and equipment and right of use depreciation  
 Amortization of Intangible assets

**EBITDA**

Nonrecurring items\*

**Adjusted EBITDA**

\* Nonrecurring items

IDH recorded several one-off expenses during the year, namely:

Transactions fees related to aborted Pakistan acquisition  
 The Egyptian government for vocational training  
 Pre-operating expenses in Saudi Arabia  
 Impairment expenses due to the ongoing conflict in Sudan  
 Impairment expenses in goodwill and assets for operations in Nigeria

The non-current assets reported to CODM is in accordance with IFRS are as follows:

For the year ended	Non-current assets by geographical region			
	Egypt region	Sudan region	Jordan region	Nigeria region
31-Dec-23	3,091,485	3,848	609,699	47,600
31-Dec-22	3,039,930	14,993	494,244	121,700

**7. Capital management**

The Group's objectives when managing capital are to safeguard the Group's ability to continue in order to provide for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The repatriation of a declared dividend from Egyptian group entities are subject to regulation by Egyptian authorities. The outcome of an Ordinary General Meeting of Shareholders declaring a dividend is first certified by the General Authority for Investment and Free Zones (GAFI).

Approval is subsequently transmitted to Misr for Central Clearing, Depository and Registry (MCDR) to distribute dividends to all shareholders, regardless of their domicile, following notification of shareholders via publication in one or more newspapers.

The Group monitors capital on the basis of the net debt to equity ratio. This ratio is calculated as net debt divided by total equity. Net debt is calculated as (short-term and long-term financial obligation plus short-term and long term borrowings) less cash and cash equivalents and financial assets at amortised cost.

	2023 EGP'000
Financial obligations (note 25)	1,068,054
Borrowings (note 27)	125,439
Less: Financial assets at amortised cost (note 18)	(161,098)
Less: Cash and cash equivalents (Note 17)	(674,253)
<b>Net debt</b>	<b>358,142</b>
Total Equity	3,100,788
Net debt	11.6%

No changes were made in the objectives, Policies, or processes for managing capital during the years ended 31 December 2023 and 31 December 2022.

**8. Expense**

Included in consolidated income statement are the following:

## 8.1 Cost of sales

Raw material  
Cost of specialized analysis at other laboratories  
Wages and salaries  
Property, plant and equipment, right of use depreciation and Amortisation  
Other expenses

**Total**

## 8.2 Marketing and advertising expenses

Advertisement expenses  
Wages and salaries  
Property, plant and equipment depreciation  
Other expenses

**Total**

## 8.3 Administrative expenses

Wages and salaries  
Property, plant and equipment and right of use depreciation  
Transactions fees related to aborted Pakistan acquisition  
Other expenses

**Total**

## 8.4 Other expenses and income

Other expenses

Impairment in assets  
Impairment in goodwill  
Provision for end Of Service  
Provision for legal claims  
Provision for Egyptian Government Training Fund for employees

**Total**

Other income

Other income

**Total**

## Other expenses and income

## 8.5 Expenses by nature

Raw material  
Wages and Salaries  
Property, plant and equipment, right of use depreciation and amortisation  
Advertisement expenses  
Cost of specialized analysis at other laboratories  
Transportation and shipping  
Cleaning expenses  
Call Center  
Hospital Contracts  
Consulting Fees

Transactions fees related to aborted Pakistan acquisition  
 Utilities  
 License Expenses  
 Other expenses  
**Total**

### 8.6 Auditors' remuneration

The group paid or accrued the following amounts to its auditor for the financial year ended 31 December 2023 and 2022 associates in respect of the audit of the financial statements and for other services provided to the group.

Fees payable to the Company's auditor for the audit of the Group's annual financial statements  
 The audit of the Company's subsidiaries pursuant to legislation  
 Assurance services\*

\*Assurance services relate to review of Corporate Governance report in Egypt that is required to be performed by the auditor.

### 8.7 Net finance (costs) / income

Interest expense  
 Bank Charges  
**Total finance costs**

Interest income  
 Gain on hyperinflationary net monetary position  
 Net foreign exchange Gain  
**Total finance income**  
**Net finance (cost) / income**

### 8.8 Employee numbers and costs

The average number of persons employed by the Group (including directors) during the year and the aggregate pay of these persons, analysed by category, were as follows:

	2023			2022	
	Medical	Administration and market	Total	Medical	Administration and market
Number of employees	5,435	1,257	6,692	5,428	1,257
	<b>2023 EGP'000</b>				
	Medical	Administration and market	Total	Medical	Administration and market
Wages and salaries	710,515	253,729	964,244	566,385	200,000
Social security costs	49,786	24,386	74,172	36,053	18,000
Contributions to defined contribution plan	13,264	3,502	16,766	11,057	1,000
<b>Total</b>	<b>773,565</b>	<b>281,617</b>	<b>1,055,182</b>	<b>613,495</b>	<b>219,000</b>

Details of key management remuneration are provided in note 26 and details of amounts paid to directors included in the Remuneration Committee Report.

### 8.9 Fair value losses on financial assets at fair value through profit or loss

During 2023 the group didn't invest in Global Depository Receipt (GDR) tradable in stock exchanges. In the quarter of 2022 the ALmokhtabar and Alborg companies invested in Global Depository Receipts (GDR) tradable in stock exchanges, where the companies purchased 27,304 million shares, EGP 1,011.4 M from the Egyptian

Exchange and sold them during the same period on the London Stock exchange at USD 45.8 M excluding transaction cost.

		Number of shares'000	EGP
listed equity securities	Shares bought	27,304	
	Shares sale	27,304	

## 9. Income tax

### a) Amounts recognised in profit or loss.

	EGP
Current year tax	(216,000)
WHT suffered	(216,000)
<b>Current tax</b>	<b>(216,000)</b>
DT on undistributed reserves	(50,000)
DT on reversal of temporary differences	(2,000)
<b>Total Deferred tax</b>	<b>(52,000)</b>
<b>Tax expense recognized in profit or loss</b>	<b>(268,000)</b>

### b) Reconciliation of effective tax rate

The company is considered to be a UK tax resident, and subject to UK taxation. Dividend income into the company is exempt from tax when received from a wholly controlled subsidiary, and costs incurred by the company are considered unlikely to be recoverable against future UK taxable profits and therefore form part of our unrecognised deferred tax assets. Our judgement on tax residency has been based on where we hold board meetings, our listing on the London Stock Exchange and interactions with investors, and where our secretarial function is physically based. Our external company secretarial function manages a number of activities of our parent company board. Board meetings are chaired in London and are now largely taking place physically in London with the expectation of our next board meeting a year in Cairo.

### Profit before tax

Profit before tax multiplied by rate of corporation tax in Egypt of 22.5% (2022: 22.5%)

Effect of tax rate in UK of 23.5% (2022: UK 19%)

Effect of tax rates in Jordan, Sudan, and Nigeria of 21%, 30% and 30% respectively (2022: 21%, 30% and 30%); and Saudi Arabia with a rate of 20%

#### Tax effect of:

Deferred tax not recognised

Deferred tax arising on undistributed dividend

Non-deductible expenses for tax purposes - employee profit share

Non-deductible expenses for tax purposes - other

#### Tax expense recognised in profit or loss

### Deferred tax

Deferred tax relates to the following:

	2023	Assets EGP'000	Liabilities EGP'000
Property, plant and equipment			(39,552)
Intangible assets			(111,033)
Undistributed reserves from group subsidiaries			(226,875)
Tax Losses		2,731	
<b>Total deferred tax assets - (liability)</b>		<b>2,731</b>	<b>(377,460)</b>

(374,729)

All deferred tax amounts are expected to be recovered or settled more than twelve months after the reporting period.

The difference between net deferred tax balances recorded on the income statement is as follows:

<b>2023</b>			
	<b>Net Balance 1 January</b>	<b>Deferred tax recognized in profit or loss</b>	<b>Effect of tr to presen curre</b>
Property, plant and equipment	(35,804)	(3,319)	
Intangible assets	(109,118)	(1,915)	
Undistributed dividend from group subsidiaries	(176,871)	(50,004)	
Tax losses	61	2,670	
	<b>(321,732)</b>	<b>(52,568)</b>	
<b>2022</b>			
	<b>Net balance at 1 January</b>	<b>Deferred tax recognised in profit or loss</b>	<b>Effect of tr to presen curre</b>
Property, plant and equipment	(28,925)	(6,315)	
Intangible assets	(105,358)	(3,760)	
Undistributed dividend from group subsidiaries	(223,425)	(76,177)	
Tax losses	25,559	(30,335)	
	<b>(332,149)</b>	<b>(116,587)</b>	

All movements in the deferred tax asset/liability in the year have been recognised in the profit or loss account.

Deferred tax liabilities and assets have been calculated based on the enacted tax rate at 31 December 2023 for the country the liability/assets has arisen. The enacted tax rate in Egypt is 22.5% (2022: 22.5%), Jordan 21% (2022: 21%), Sudan 30% (2022: 30%) and 30% (2022: 30%).

**\* Undistributed reserves from group subsidiaries**

The Group's dividend policy is to distribute any excess cash after taking into consideration all business cash requirements and acquisition considerations. The expectation is to distribute profits held within subsidiaries of the Group in the near foreseeable future. During 2015 the Egyptian Government imposed a tax on dividends at a rate of 5% of dividends distributed from Egyptian companies. On September 30, 2020, the Egyptian government issued a law to increase the tax rate to 10%. As a result, a deferred tax liability has been recorded for the future tax expected to be incurred from undistributed reserves held within the Group which will be taxed under the new legislation imposed and were as follows:

Al Mokhtabar Company for Medical Labs  
Alborg Laboratory Company  
Integrated Medical Analysis Company  
Al Makhbaryoun Al Arab Company

**2023**  
**EGP'00**

**Unrecognized deferred tax assets**

The following items make up unrecognised deferred tax assets. The local tax law does not permit deducting provisions against income tax until the provision becomes realised. No deferred tax asset has been recognised for tax losses for both Echo-Scan Nigeria and Wayak Egypt due to the uncertainty of the available future taxable profit, which the Group can use the benefits therefrom.

	<b>2023</b> <b>Gross Amount</b> <b>EGP'000</b>	<b>2023</b> <b>Tax Effect</b> <b>EGP'000</b>
Impairment of trade receivables (Note 16)	183,070	41,191
Impairment of other receivables (Note 16)	8,509	1,915
Provision for legal claims (Note 21)	5,561	1,251
Tax losses*	500,171	122,047



**Unrecognized deferred tax asset****697,311****166,404****166,404**

There is no expiry date for the Unrecognized deferred tax assets.

\* The company has carried forward tax losses on which no deferred tax asset is recognised as follows:

<b>Company</b>	<b>Country</b>	<b>2023 Gross Amount EGP'000</b>	<b>2023 Tax Effect EGP'000</b>
Integrated Diagnostics Holdings plc	Jersey	418,561	104,639
Dynasty Group Holdings Limited	England and Wales	11,445	2,175
Eagle Eye-Echo Scan Limited	Mauritius	278	42
WAYAK Pharma	Egypt	24,767	5,573
Medical Genetic Center	Egypt	15,264	3,435
Golden care	Egypt	8,470	1,906
Medical health care	Saudi Arabia	21,386	4,277
		<b>500,171</b>	<b>122,047</b>

**10. Earnings per share (EPS)**

Basic EPS is calculated by dividing the profit for the year attributable to ordinary equity holders of the parent by the average number of ordinary shares outstanding during the year. There are no dilutive effects from ordinary share adjustment required to weighted-average numbers of ordinary shares.

The following table reflects the income and share data used in the basic and diluted EPS computation:

Profit attributable to ordinary equity holders of the parent for basic earnings EGP'000

Weighted average number of ordinary shares for basic and dilutive EPS'000

**Basic and dilutive earnings per share EGP'000**

Earnings per diluted share are calculated by adjusting the weighted average number of shares by the effects resulting from the ordinary potential shares that causes this dilution.

The Company has no potentially dilutive shares as of the 31 December 2023 and 31 December 2022, therefore; the per diluted share are equivalent to basic earnings per share.

**11. Property, plant and equipment**

	<b>Land &amp; Buildings EGP'000</b>	<b>Medical, &amp; electric equipment EGP'000</b>	<b>Leasehold improvements EGP'000</b>	<b>Fixtures, fittings &amp; vehicles EGP'000</b>	<b>Building &amp; Le improvements in EGP'000</b>
<b>Cost</b>					
At 1 January 2022	<b>380,883</b>	<b>824,628</b>	<b>335,203</b>	<b>95,966</b>	<b>15,931</b>
Additions*	38,275	179,954	114,235	25,287	17,256
Hyper inflation	-	6,628	-	-	-
Disposals	-	(6,877)	(523)	(8,617)	-
Exchange differences	7,803	107,534	53,675	20,559	246
Transfers	-	-	4,852	-	(4,852)
<b>At 31 December 2022</b>	<b>426,961</b>	<b>1,111,867</b>	<b>507,442</b>	<b>133,195</b>	<b>28,589</b>
Additions	31,772	174,589	99,977	18,841	28,091
Hyper inflation	-	(13,098)	-	-	-
Disposals	-	(4,981)	(506)	(2,139)	-
Exchange differences	2,136	(13,483)	19,660	5,271	(70)
Transfers	-	-	18,383	-	(18,383)
<b>At 31 December 2023</b>	<b>460,869</b>	<b>1,254,894</b>	<b>644,956</b>	<b>155,168</b>	<b>38,227</b>
<b>Depreciation and impairment</b>					
At 1 January 2022	<b>53,490</b>	<b>333,806</b>	<b>177,230</b>	<b>33,044</b>	-
Depreciation charge for the year	6,765	131,569	58,404	10,255	-
Disposals	-	(3,414)	(457)	(1,734)	-
Exchange differences	1,323	51,908	26,528	13,689	-

<b>At 31 December 2022</b>	<b>61,578</b>	<b>513,869</b>	<b>261,705</b>	<b>55,254</b>	-
Depreciation charge for the year	7,169	152,583	83,522	16,181	-
Disposals	-	(3,890)	(443)	(1,661)	-
Exchange differences	564	(8,393)	5,558	(30)	-
Impairment*	-	1,480	3,466	1,759	-
<b>At 31 December 2023</b>	<b>69,311</b>	<b>655,649</b>	<b>353,808</b>	<b>71,503</b>	-
<b>Net book value</b>					
<b>At 31-12-2023</b>	<b>391,558</b>	<b>599,245</b>	<b>291,148</b>	<b>83,665</b>	<b>38,227</b>
<b>At 31-12-2022</b>	<b>365,383</b>	<b>597,998</b>	<b>245,737</b>	<b>77,941</b>	<b>28,589</b>

\*For one of the Group's CGUs ""Echo Scan"" an impairment loss of EGP 6.7M has been recorded as a result of the decreased value of PPE. This impairment loss in the carrying value of the assets to reflect their realisable amount is as an impairment expense in the financial statements. Further details on the impairment are made within note 13.

## 12. Intangible assets and goodwill

	<b>Goodwill EGP'000</b>	<b>Brand Name EGP'000</b>
<b>Cost</b>		
<b>At 1 January 2022</b>	<b>1,260,965</b>	<b>383,909</b>
Additions	-	-
Effect of movements in exchange rates	30,858	11,642
<b>At 31 December 2022</b>	<b>1,291,823</b>	<b>395,551</b>
Additions	-	-
Effect of movements in exchange rates	13,144	7,910
<b>At 31 December 2023</b>	<b>1,304,967</b>	<b>403,461</b>
<b>Amortisation and impairment</b>		
<b>At 1 January 2022</b>	<b>4,552</b>	<b>372</b>
Impairment*	1,755	-
Amortisation	-	-
Effect of movements in exchange rates	66	9
<b>At 31 December 2022</b>	<b>6,373</b>	<b>381</b>
Impairment*	11,265	-
Amortisation	-	-
Effect of movements in exchange rates	80	11
<b>At 31 December 2023</b>	<b>17,718</b>	<b>392</b>
<b>Net book value</b>		
<b>At 31 December 2023</b>	<b>1,287,249</b>	<b>403,069</b>
<b>At 31 December 2022</b>	<b>1,285,450</b>	<b>395,170</b>

\* The Group has identified an impairment indicator on the goodwill associated with the Medical Genetics Center comp both 2022 and 2023, as well as the Echo Scan CGU in 2023. This is primarily due to the company's negative free cash and EBITDA.

## 13. Goodwill and intangible assets with indefinite lives (note 3.2-i)

Goodwill acquired through business combinations and intangible assets with indefinite lives are allocated to the CGUs as follows:

	<b>2023 EGP'000</b>
<b>Al Makhbaryoun Al Arab Group ("Biolab")</b>	
Goodwill	90,872
Brand name	39,684
	<b>130,556</b>
<b>Alborg Laboratory Company ("Al-Borg")</b>	
Goodwill	497,275
Brand name	142,066
	<b>639,341</b>
<b>Al Mokhtabar Company for Medical Labs ("Al-Mokhtabar")</b>	
Goodwill	699,102
Brand name	221,319
	<b>920,421</b>
<b>Echo-Scan</b>	
Goodwill*	-
<b>Balance at 31 December</b>	<b>1,690,318</b>

\* The Group has recorded an impairment in relation to Echo-Scan in Nigeria as a result of its history of recording cash flow and EBITDA level. The value in use was considered lower than the realisable value of the assets the Group therefore this was used as the recoverable amount, as the value in use could not be guaranteed to be positive given the risk of making losses. The realisable value was largely based on the value of PPE and totalled EGP 43,283k compared to the carrying value of the CGU of EGP 61,253k. Therefore, goodwill of EGP 11,265k has been fully impaired with an impairment of EGP 6,705k recorded on PPE.

**Assumptions used in value in use calculations and sensitivity to changes in assumptions.**

IDH worked with Alpha Capital, management's expert, to prepare an impairment assessment of the Group's CGUs. The assessment was carried out based on business plans provided by IDH.

These plans have been prepared based on criteria set out below:

	Bio Lab	Al-Mokhtabar
Average annual patient growth rate from 2024 -2028	5%	8%
Average annual price per test growth rate from 2024 -2028	5%	1%
Annual revenue growth rate from 2024 -2028	10%	1%
Average gross margin from 2024 -2028	41%	4%
Terminal value growth rate from 1 January 2028	3%	5%
Discount rate	17%	2%

  

	Bio Lab	Al-Mokhtabar
Average annual patient growth rate from 2023 -2027	5%	8%
Average annual price per test growth rate from 2023 -2027	0%	6%
Annual revenue growth rate from 2023 -2027	3%	13%
Average gross margin from 2023 -2027	46%	51%
Terminal value growth rate from 1 January 2027	3%	5%
Discount rate	19%	25%

Management have compared the recoverable amount of CGUs to the carrying value of CGUs. The recoverable amount is the higher of value in use and fair value less costs of disposal. In the exercise performed and the assumptions noted above, the value in use was noted to be higher than the fair value less costs of disposal. The exception to this was EGP 6,705k where the realisable value was greater than the value in use as noted above and therefore the recoverable amount is based on realisable value.

During 2023, excluding Echo-Scan, management has conducted a business plan projection with the support of management expert (Alpha Capital), with the assumptions above used to calculate the net present value of future cash flows to determine recoverable amount. The projected cash flows from 2024- 2028 have been based on detailed business plans prepared by management for each CGU and a terminal value thereafter. Management have used experience and trends achieved to determine the key growth rate and margin assumptions set out above. The terminal value growth rate applied is not considered to exceed the average growth rate for the industry and geographic locations of the CGUs. As a sensitivity analysis, Management considered a change in the discount rates of 2% increase to reflect additional risk that could reasonably be foreseen in the marketplaces in which the Group operates. This did not result in an impairment under any of the CGUs that had a recoverable amount based on value in use.

Management has also considered a change in the terminal growth rate by 1% decrease to reflect additional risk, this did not result in an impairment under any of the CGUs that had a recoverable amount based on value in use.

This recoverable amount is then compared to the carrying value of the asset as recorded in the books and records of the Group plc. The WACC has been used considering the risks of each CGU. These risks include country risk, currency risk and the beta factor relating to the CGU and how it performs relative to the market.

The headroom/(impairment) between carrying value and recoverable amount is as follows:

Company	Recoverable amount EGP'000	CGU carrying value EGP'000
---------	-------------------------------	-------------------------------

Almokhtabar	3,449,092	1,649,728
Alborg	2,215,534	1,600,213
Al Makhbariyoun Al Arab	1,071,711	654,342
Echo Scan	43,283	61,253

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

Non-current equity investments  
Current equity investments  
**Balance at 31 December**

\* On August 17, 2017, Al Makhbariyoun Al Arab (seller) has signed IT purchase Agreement with JSC Mega Lab (Buyer) to transfer and install the Laboratory Information Management System (LIMS) for a purchase price amounting 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 will 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 December 31, 2023, was 8.25%.

- On April 8, 2019, Al Mokhabariyoun Al Arab (Biolab) has signed a Shareholder Agreement with JSC Mega Lab and JSC Georgia Healthcare Group (CHG), whereas, BioLab Shall have a put option, exercisable within 12 months immediately after the expiration of five (5) year period from the signing date, which allows BioLab stake to be purchased by CHG at a price of the equity value of BioLab Shares/total stake (being USD 400,000.00) plus 15% annual IRR (including preceding 5 Financial years). After the expiration of above 12 months from the date of the put option exercise, which allows CHG to purchase Biolab's all shares at a price of equity value of Biolab's stake (having value of USD 400,000) plus higher of 20% annual IRR or 6X EV/EBITDA (of the financial year immediately preceding the option exercise date). In case the Management Agreement or the Purchase Agreement and/or the Shareholder Agreement is terminated/cancelled within 6 months period from the date of such termination/cancellation, CHG shall have a call option which allows the CHG to purchase Biolab's all Shares at a price of the equity value of BioLab's stake in JSC Mega Lab (having value of USD 400,000.00) plus 20% annual IRR. If JCI accreditation is not obtained, immediately after the expiration of the additional 12 months period of the CHG shall have a call option (the Accreditation Call Option) exercisable within 6 months period, which allows CHG to purchase BioLab's all Shares at a price of the equity value of BioLab's stake in JSC Mega Lab (having value of USD 400,000) plus 20% annual IRR.

#### 15. Inventories

Chemicals and operating supplies

During 2023, EGP 875,296 K (2022: EGP 703,693K) was recognised as an expense for inventories, this was recorded as cost of sales. The major balance of the raw material is represented in the Kits, slow-moving items of those are immaterial. It is noted that day's inventory outstanding (based on the average of opening and closing inventory) was 133 days at 31 Dec 2023.

The COVID-19 pandemic had a significant impact on inventory, leading to impairment in 2023. Specifically, the impairment of kit materials related to COVID-19, resulting in an amount of EGP 17,372K. This is a notable increase compared to the previous year when no impairment was recorded. Additionally, there was an impairment of inventories in the Sudan region, totalling EGP 1,529K, also showing an increase from the previous year's absence of impairment. This is due to the challenges faced in the Sudan region.

#### 16. Trade and other receivables

Trade receivables - net  
Prepayments  
Due from related parties note (26)  
Other receivables  
Accrued revenue

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As at 31 December 2023, the expected credit loss related to trade and other receivables was EGP 191,580K (145,586K). Below show the movements in the provision for impairment of trade and other receivables:

	EGP
<b>At 1 January</b>	145,586
Charge for the year	5,000
Exchange differences	(5,000)
<b>At 31 December</b>	<b>191,580</b>

The Group allocates each exposure to a credit risk grade based on data that is determined to be predictive of the risk (historical customer's collection, Customers' contracts conditions) and applying experienced credit judgement. Credit grades are defined using qualitative and quantitative factors that are indicative of the risk of default.

Expected credit loss assessment is based on the following:

1. The customer list was divided into 9 sectors,
2. Each sector was divided according to customers aging,
3. Each sector was studied according to the historical events of each sector. According to the study conducted, expected default rate was derived from each of the aforementioned period,
4. General economic conditions.

The results of the quarterly assessment will increase/decrease the percentage allocated to each period. Balances of at least one year are fully provided for. On a quarterly basis, IDH revises its forward-looking estimates and the general economic conditions to assess the expected credit loss.

#### Impairment of trade and notes receivables

The requirement for impairment of trade receivables is made through monitoring the debts aging and reviewing credit position and their ability to make payment as they fall due. An impairment is recorded against receivables for an irrecoverable amount estimated by management. At the year end, the provision for impairment of trade receivables was EGP 183,070K (31 December 2022: EGP 136,981K). This is lower than the amount of EGP 191,580k (31 December 2022: 145,586k) as that amount also includes provision on other receivables.

A reasonable possible change of 100 basis points in the expected credit loss at the reporting date would have increased (decreased) profit or loss by the amount of EGP 7,528K. This analysis assumes that all other variables remain constant. The following table provides information about the exposure to expected credit loss (ECL) for trade receivables from individual customers for the nine segments at:

	Weighted average loss rate EGP'000
<b>31-Dec-23</b>	
Current (not past due)	2.42%
1-30 days past due	6.41%
31-60 days past due	8.13%
61-90 days past due	13.53%
91-120 days past due	14.56%
121-150 days past due	16.47%
More than 150 days past due	71.48%
<b>31-Dec-22</b>	
Current (not past due)	1.11%
1-30 days past due	4.06%
31-60 days past due	4.55%
61-90 days past due	13.61%
91-120 days past due	18.12%
121-150 days past due	27.81%
More than 150 days past due	88.00%

As at 31 December, the ageing analysis of trade receivables is as follows:

	EGP'000	EGP'000	EGP'000
	Total	< 30 days	30-60 days
2023	569,738	330,080	88,044
2022	395,220	253,943	62,488

## 17. Cash and cash equivalents

Cash at banks and on hand	
Treasury bills (less than 3 months)	
Term deposits (less than 3 months)	

Cash at banks earns interest at floating rates based on daily bank deposit rates. Short-term deposits and treasury bills are made for varying periods of between one day and three months, depending on the immediate cash requirements of the Group, and earn interest at the respective weighted average rate. Of the above Short-term deposits, EGP 210,000k (2022: EGP 20,000k) relates to amounts held in Egypt with a weighted average rate of 16.40% (2022: 11.93%), EGP 34,777k (2022: EGP 34,777k) relates to amounts held in Jordan with a weighted average rate of 5.00% (2022: 4.50%) and EGP 10,128k (2022: EGP: 8,265k) relates to amounts held in Nigeria with a weighted average rate of 5.6% (2022: 7%). Treasury bills are denominated in EGP and earn interest at a weighted average rate of 24.95% (2022: 15.76%) per annum.

## 18. Financial assets at amortised cost

Term deposits (more than 3 months)	49,2
Treasury bills (more than 3 months)	111,8
	<b>161,0</b>

The maturity date of the fixed term deposit and treasury bills is between 3-12 months. Treasury bills are denominated in EGP and earn interest at an effective rate of 25.34% (2022: 14.09%) per annum. Of the above Term deposits, EGP 6,626k (2022: EGP 6,626k) relates to amounts held in Egypt with a weighted average rate of 5.17% (2022: 5.19%) and EGP 53,574k (2022: EGP 53,574k) relates to amounts held in Jordan with a weighted average rate of 5.38% (2022: 4.24%).

## 19. Share capital and reserves

The Company's ordinary share capital is \$150,000,000 equivalent to EGP 1,072,500,000. All shares are authorised and fully paid and have a par value \$0.25.

	<b>31-Dec-23</b>
In issue at beginning of the year	<b>600,000,000</b>
In issue at the end of the year	<b>600,000,000</b>

The table below shows the number of shares held by Hena Holdings Limited and Actis IDH BV as well as how many shares are not held by companies that do not have individuals on the board of the Group.

Ordinary share capital Name	Number of shares	Ordinary shares
		% of contribution
Hena Holdings Limited	162,445,383	27.07%
Actis IDH B V	126,000,000	21.00%
Free floating	311,554,617	51.93%
	<b>600,000,000</b>	<b>100%</b>

## Capital reserve

The capital reserve was created when the Group's previous parent company, Integrated Diagnostics Holdings Limited (Caymans) arranged its own acquisition by Integrated Diagnostics Holdings PLC, a new legal parent. The balance represents the difference between the value of the equity structure of the previous and new parent companies.

## Legal reserves

Legal reserve was formed based on the legal requirements of the Egyptian law governing the Egyptian subsidiaries. According to the Egyptian subsidiaries' article of association 5% (at least) of the annual net profit is set aside to form the legal reserve. The transfer to legal reserve ceases once this reserve reaches 50% of the entity's issued capital. If the reserve falls below the defined level, then the entity is required to resume forming it by setting aside 5% of the annual net profit until it reaches 50% of the issued share capital.

## Put option reserve

Through acquisitions made within the Group, put option arrangements have been entered into to purchase the equity interests in subsidiaries from the vendors at a subsequent date. At acquisition date an initial put option

recognised and a corresponding entry recognised within the put option reserve. After initial recognition the account for put options is to recognise all changes in the carrying value of the liability within put option reserve. When the put option is exercised by the vendors the amount recognised within the reserve will be reversed.

### Translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the statements of foreign subsidiaries.

## 20. Distributions made and proposed

### Cash dividends on ordinary shares declared and paid:

Nil per qualifying ordinary share (2022: US\$ 0.116)

After the balance sheet date, the following dividends were proposed by the directors (the dividends have not been provided for):

## 21. Provisions

	Provision for end Of Service EGP'000	Provision for Egyptian Government Training Fund for employees EGP'000	Provis
<b>At 1 January 2023</b>	-	-	
Provision made during the year	331	11,865	
Provision used during the year	-	-	
Provision reversed during the year	-	-	
Effect of translation currency	1	-	
<b>At 31 December 2023</b>	<b>332</b>	<b>11,865</b>	
Current	-	-	
Non- Current	332	11,865	
	Provision for end Of Service EGP'000	Provision for Egyptian Government Training Fund for employees EGP'000	Provis
<b>At 1 January 2022</b>	-	-	
Provision made during the year	-	-	
Provision used during the year	-	-	
Provision reversed during the year	-	-	
<b>At 31 December 2022</b>	<b>-</b>	<b>-</b>	
Current	-	-	
Non- Current	-	-	

### Egyptian Government Training Fund for employees

According to Article 134 of the Labor Law for Vocational Guidance and Training issued by the Egyptian government Al-Borg, Almokhtabar and Integrated Medical Analysis Company shall comply with the requirements stipulated in and provide 1% of net profits each year in the training fund.

#### End Of Service

As per Article 88 of the Labor Law in Saudi Arabia, in the event of the termination of an employee's service, the company is required to settle the wages owed within one week. Conversely, if the employee terminates the contract, the company is obligated to fulfil their rights within two weeks.

### Legal claims provision

The amount comprises the gross provision in respect of legal claims brought against the Group. Management's opinion, taking appropriate legal advice, is that the outcome of these legal claims will not give rise to any significant loss but amounts provided as at 31 December 2023.

## 22. Trade and other payables

Trade payables  
 Accrued expenses  
 Due to related parties note (26)  
 Other payables  
 Deferred revenue  
 Accrued finance cost

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**23. Put option liability**

Current put option - Al Makhbaryoun Al Arab  
 Current put option - Eagle Eye-Echo scan

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Non-current put option - Eagle Eye-Echo scan  
 Non-current put option - Medical Health Development

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**Put option - Al Makhbaryoun Al Arab Group**

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

Through the historical acquisitions of Al Makhbaryoun Al Arab the Group entered into separate put option arrang purchase the remaining equity interests from the vendors at a subsequent date. At acquisition a put option liability recognised for the net present value for the exercise price of the option.

The options is calculated at seven times EBITDA of the last 12 months - Net Debt and exercisable in whole from anniversary of completion of the original purchase agreement, which fell due in June 2016. The vendor has not exe right at 31 December 2023. It is important to note that the put option liability is treated as current as it could be ex any time by the NCI. However, based on discussions and ongoing business relationship, there is no expectation th happen in next 21 months. The option has no expiry date.

**Put option - Eagle Eye-Echo scan**

IFC has the option to put its shares according to definitive agreements signed on 15 January 2018 between Dyna Holdings Limited and International Finance Corporation (IFC) related to the Eagle Eye-Echo Scan Limited transa has the option to put it is shares to Dynasty Group Holdings Limited in year 2024. The put option price will be cal the basis of the fair market value determined by an independent valuer.

According to the International Private Equity and Venture Capital Valuation Guidelines, there are multiple ways to ca the put option including Discounted Cash Flow, Multiples, Net assets. Multiple valuation was applied and EGP 12 m calculated as the valuation as at 31 December 2023 (2022; EGP 51m). In line with applicable accounting standards 32 the entity has recognised a liability for the present value of the exercise price of the option price.

**Put option - Medical Health Development**

Based on the agreement made on October 27th, 2022, between Business Flower Holding LLC, Integrated Diagnost Holdings plc and Al Makhbaryoun Al Arab there is a clause that in cases of bankruptcy and defaulting, a non-default is entitled to implement any of the following options for a defaulting party's share without reference to it:

- (A) sell to the Non-Defaulting Party its Shares at the Fair Price of such Shares.
- (B) buy the Non-Defaulting Party's Shares at the Fair Price of such Shares.
- (C) requesting the dissolution and liquidation of the Company.



It's important to note that the put option, which grants these rights to the non-defaulting party, does not have a specified expiration date.

The company has not yet commenced its operations, the group has recognized a put option as a liability and non-current assets. This put option represents a 49% share of non-controlling interest in the total equity amounting to EGP 43 million. The valuation was determined as of December 31, 2023. Following the applicable accounting standard, the entity has recorded a liability for the present value of the exercise price of the option.

## 24. Borrowings

The terms and conditions of outstanding loans are as follows:

	Currency	Nominal interest rate	Maturity	31 December 2023
AUB - BANK	EGP	CBE corridor rate*+1%	26 January 2027	9
AUB - BANK	EGP	Secured 5%	3 March 2024	1
Bank: Sterling BANK	NGN	Secured 19%	26-May 2024	
				<b>11</b>
<u>Amount held as:</u>				
Current liability				4
Non- current liability				6
				<b>11</b>

**A)** In July 2018, AL-Borg lab, one of IDH subsidiaries, was granted a medium term loan amounting to 130.5m from Ahli United Bank "AUB Egypt" to finance the investment cost related to the expansion into the pharmaceutical segment. As at 31 December 2023 only EGP 124.9M had been drawn down from the total facility available and 30.4M had been repaid. Loan withdrawal availability period was extended till July 2023 and the loan will be repaid by January 2027.

The loan contains the following financial covenants which if breached will mean the loan is repayable on demand.

1. The financial leverage shall not exceed 0.7 throughout the period of the loan

"**Financial leverage**": total bank debt divided by net equity

2. 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 annual maintenance on machinery and equipment adding cash balance (cash and cash equivalents) divided by total financial payments.

"**Cash operating profit**": Operating profit after tax, interest expense, depreciation and amortization, is 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 and gains from extraordinary items.

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

3. The current ratios shall not be less than 1.

"**Current ratios**": Current assets divided current liabilities.

\*As at 31 December 2023 corridor rate 20.25% (2022: 17.25%)

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

IDH opted to reduce its exposure to foreign currency risk by agreeing with General Electric (GE) for the early repayment of a US dollar obligation. The Group agreed to settle this balance early for USD 3.55 million, payable in EGP, equivalent to approximately 18 million and made this repayment in March 2023.

To finance the settlement, IDH utilized a bridge loan facility, with half of the amount (EGP 55 million) being funded by a loan from Ahli United Bank - Egypt, and the other half (EGP 55 million) provided by a loan from Ahly United Bank - Egypt, this credit facility was fully repaid in instalments of EGP 28.5M in May and a final instalment of EGP 26.5M in June 2023.

## 25. Financial obligations

The Group leases property and equipment. Property leases include branches, warehouse, parking and administrative buildings. The leases typically run for average period from 5-10 years, with an option to renew the lease after that date. Lease payments are renegotiated with renovation after the end of the lease term to reflect market rentals. For certain leases the Group is restricted from entering into any sub-lease arrangements. The property leases were entered into as long-term leases of land and buildings.

Adding to remaining agreement signed in 2015, to service the Group's state-of-the-art Mega Lab. The agreement period is 5 and 8 years which is deemed to reflect the useful life of the equipment. If the minimum annual commitment payments are met over the agreement period ownership of the equipment supplied will legally transfer to the IDH. The finance asset and liability has been recognised at an amount equal to the fair value of the underlying equipment. This is based on the cost price of the equipment supplied provided by the suppliers of the agreement. The averaged implicit interest rate of the obligation has been estimated to be 10.3%. The equipment is being depreciated based on units of production method which most closely reflects the consumption of the benefits from the equipment.

Information about the agreements for which the Group is lessee is presented below.

a) **Right-of-use assets**

	<b>Buildings 2022 EGP'000</b>
Balance at 1 January	622,900
Addition for the year	157,400
Depreciation charge for the year	(134,000)
Terminated Contracts	(5,100)
Exchange differences	41,700
<b>Balance at 31 December</b>	<b>683,000</b>

b) **Other Financial obligations**

Future minimum financial obligation payments under leases and sales purchase contracts, together with the present value of the net minimum lease payments are, as follows:

	<b>EGP'000</b>
*Financial liability- laboratory equipment	240,000
*Lease liabilities building	820,000
	<b>1,060,000</b>

\*The financial obligation liabilities for the laboratory equipment and building are payable as follows:

	<b>Minimum payments 2023 EGP'000</b>
<b>At 31 December 2023</b>	
Less than one year	291,342
Between one and five years	1,054,902
More than 5 years	166,965
	<b>1,513,209</b>
	<b>Minimum payments 2022 EGP'000</b>
<b>At 31 December 2022</b>	
Less than one year	285,962
Between one and five years	1,030,750
More than 5 years	227,715
	<b>1,544,427</b>

c) **Amounts other financial obligations recognised in consolidated income statement**

Interest on lease liabilities

**26. Related party transactions disclosures**

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

Related Party	Nature of transaction	Nature of relationship	Transac
ALborg Scan (S.A.E)*	Expenses paid on behalf	Affiliate**	
International Fertility (IVF)**	Expenses paid on behalf	Affiliate***	
H.C Security Life Health Care	Provide service Provided service	Entity owned by Company's board member Entity owned by Company's CEO	
Dr. Amid Abd Elnour	Put option liability Current account	Bio. Lab C.E.O and shareholder Bio. Lab C.E.O and shareholder	
International Finance corporation (IFC)	Put option liability	Echo-Scan shareholder	
International Finance corporation (IFC)	Current account	Echo-Scan shareholder	
Integrated Treatment for Kidney Diseases (S.A.E)	Rental income Medical Test analysis	Entity owned by Company's CEO	
HENA HOLDINGS LTD	shareholders' dividends deferral agreement	shareholder	
ACTIS IDH LIMITED	shareholders' dividends deferral agreement	shareholder	
Business Flowers Holding	Put option liability	shareholder	

Related Party	Nature of transaction	Nature of relationship	Transac
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 Current account	Bio. Lab C.E.O and shareholder Bio. Lab C.E.O and shareholder	
International Finance corporation (IFC)	Put option liability	Echo-Scan shareholder	
International Finance corporation (IFC)	Current account	Echo-Scan shareholder	
Integrated Treatment for Kidney Diseases (S.A.E)	Rental income Medical Test analysis	Entity owned by Company's CEO	
Dr. Hend El Sherbini***	Loan arrangement	CEO**	
HENA HOLDINGS LTD	shareholders' dividends deferral agreement	shareholder	
ACTIS IDH LIMITED	shareholders' dividends deferral agreement	shareholder	
<b>Total</b>			

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

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

\*\*\* During the year 2022, Dr. Hend (C.E.O) granted a loan to IDH Cayman amounting to USD 750K. and the loan was by Al Mokhtabar on behalf of IDH Cayman for EGP 17m at the prevailing exchange rate of US\$/EGP 22.70. The loan is interest bearing.

During 2022 Chief Executive Officer Dr. Hend El-Sherbini and her mother, Dr. Moamena Kamel jointly hold the 25.5% shares held by Hena Holdings Limited, Hena Holdings Limited is a related party and received dividends of USD 17,700 for the year 2022.

During the year payments relating to lease obligations of Biolab were made to entities considered to be related parties, the interest in them held by Dr Amid Abd Elnour. Payments made during 2023 were JOD 240,991 (EGP 10,392,148) and during 2022 were JOD 241,038 (EGP 6,679,163).

**Terms and conditions of transactions with related parties**

Outstanding balances at the year-end are unsecured and interest free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. For the year ended 31 December 2023, the company has not recorded any impairment of receivables relating to amounts owed by related parties (2022: nil). This asset

undertaken each financial year through examining the financial position of the related party and the market in which the party operates.

IDH opts to pay approximately 1% of the net after-tax profit of the subsidiaries Al Borg and Al Mokhtabar to the Kamel Foundation for Training and Skill Development. Established in 2006 by Dr. Moamena Kamel, a Professor of Pathology at Cairo University and founder of IDH subsidiary Al-Mokhtabar Labs and mother to the CEO Dr. Sherbini. The Foundation allocates this sum to organisations and groups in need of assistance. The foundation operates an integrated program and vision for the communities it helps that include economic, social, and healthcare development initiatives. In 2023 EGP 6,631 K (2022: EGP 8,934 K) was paid to the foundation by the IDH Group in relation to the services earned for companies Al Borg and Al Mokhtabar in the prior year.

### Compensation of key management personnel of the Group

Key management people can be defined as the people who have the authority and responsibility for planning, directing and controlling some of the activities of the Company, directly or indirectly.

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

Short-term employee benefits

**Total compensation paid to key management personnel**

## 27. Reconciliation of movements of liabilities to cash flows arising from financing activities

EGP'000	Other loans, borrowings and accrued interest
<b>Balance at 1 January 2023</b>	
Proceeds from loans and borrowings	
Repayment of borrowings	
Payment of liabilities	
Interest paid	
Exchange differences	
<b>Total changes from financing cash flows</b>	
New agreements signed in the period	
Terminated contracts during the year	
Interest expense	
<b>Total liability-related other changes</b>	
<b>Balance at 31 December 2023</b>	

EGP'000	Other loans, borrowings and accrued interest
<b>Balance at 1 January 2022</b>	
Proceeds from loans and borrowings	
Repayment of borrowings	
Payment of liabilities	
Interest paid	
Exchange differences	
<b>Total changes from financing cash flows</b>	
New agreements signed in the period	
Terminated contracts during the year	
Interest expense	
<b>Total liability-related other changes</b>	
<b>Balance at 31 December 2022</b>	

## 28. Current tax liabilities

	2023
	EGP'000
Debit withholding Tax (Deduct by customers from sales invoices)	(10,412)

Income Tax	87,835
Credit withholding Tax (Deduct from vendors invoices)	8,762
Other	17,324
	<b>103,509</b>

**29. Post Balance Sheet Events**

- In January 2024 Al Borg repaid EGP 13.4m of due borrowings.
- On 1 February 2024, interest rates were hiked a further 200 basis points to 21.75%. Improvements in the country's economic situation and outlook were recorded starting in late February. In March 2024, following the signing of a historic USD 35 billion agreement between the Egyptian government and Abu Dhabi's sovereign wealth fund, ADQ, granting the latter development rights to Ras El Hekma on Egypt's North Coast, the black-market rate decreased significantly settling in the low 50 to the high 60 range. This is expected to be just the first in a series of announcements and initiatives aimed at attracting investments back into the country.
- On 6 March 2024, the Central Bank devalued the Egyptian Pound, settling at nearly 30.85 to the US Dollar at official bank rates, compared to the EGP 30.85 which had remained nearly unchanged over the past year. Following the decision, the Central Bank increased interest rates by another 600 basis points to 27.75%.
- On the heels of the devaluation, Egypt and the International Monetary Fund (IMF) finalized a new financing agreement, securing an expanded loan package of USD 8 billion. At the same time, in 2024 the Egyptian government is looking to raise over USD 6 billion from its privatization program through the sale of government and military-owned businesses to private local and foreign investors. Combined, these are seen as addressing Egypt's short-term financing needs for the coming three to four years.

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