



INTEGRATED
DIAGNOSTICS
HOLDINGS

IDH Results Presentation

November 2025



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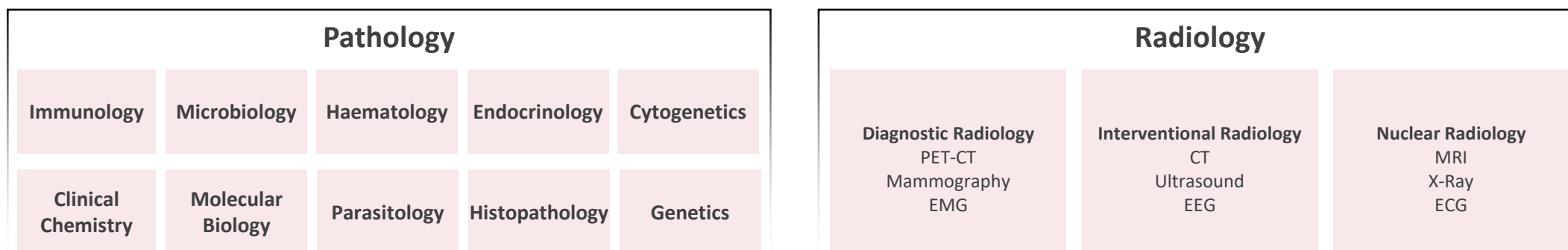
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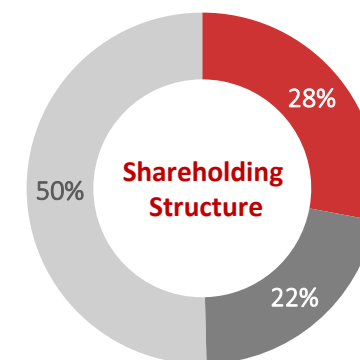
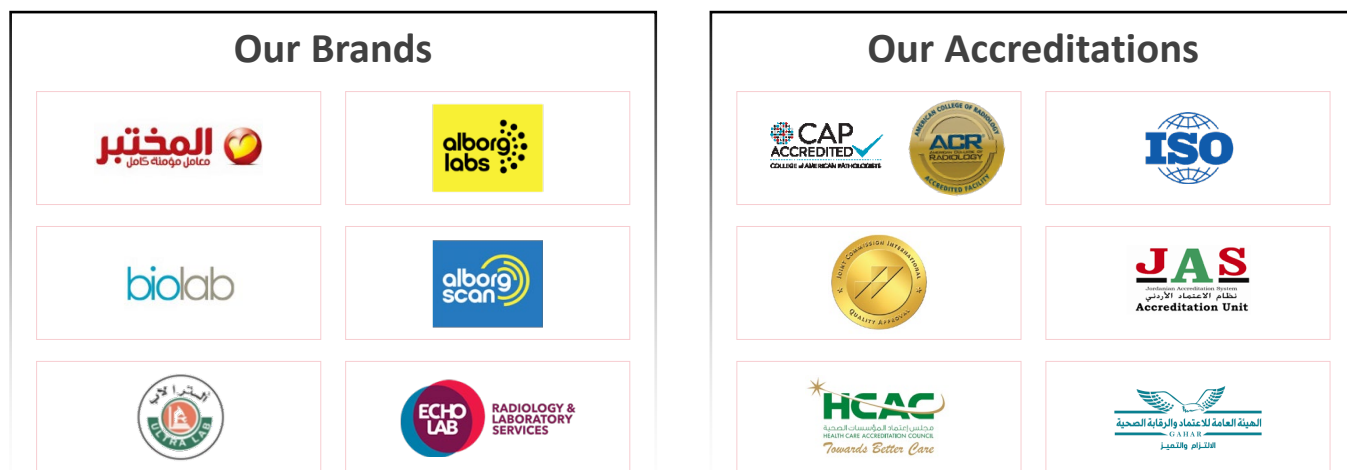
Who We Are (I/II)

Integrated Diagnostics Holding is a leading, fully-integrated provider of high-quality medical diagnostic services with a footprint spanning Egypt, Jordan, Nigeria, Saudi Arabia, and Sudan

An integrated diagnostics provider...



...with a suite of internationally-accredited, market-leading brands



■ Hena Holdings Ltd ■ Actis IDH B.V. ■ Free Float

¹ IDH currently has 581 million listed shares outstanding following its delisting from the EGX in September.

Who We Are (II/II)

The Company's reach, scale, and service quality are unmatched across its markets of operation



Track Record

+40 years

First lab established in 1979



Accreditations

CAP & ACR

Accredited lab and scan



Patients

8.9 MN

In FY 2024 (+5% y-o-y)



Test Portfolio

+3,000

Tests



Tests

39.2 MN

In FY 2024 (+9% y-o-y)



LSE-listing

Since 2015



Market Reach

713 Branches

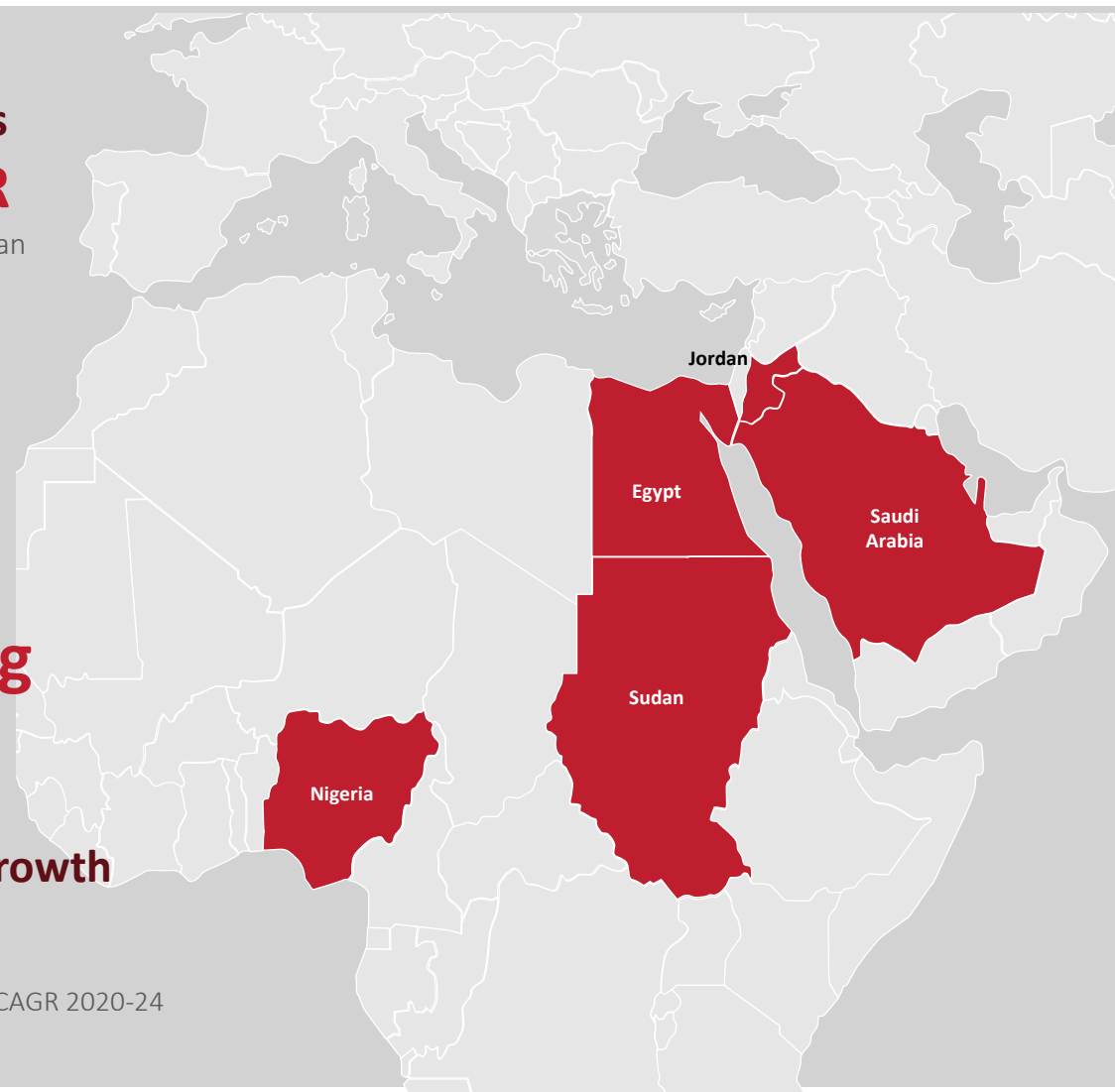
As of 30 September 2025



Sustainable Growth

30%

Conventional Revenue CAGR 2020-24



Our Service Segments

IDH's pathology offering currently contributes the majority of revenue at 95%. The Company's radiology services continue to grow in popularity with revenue posting a 32% year-on-year growth in 9M 2025.

Pathology – 95.5% of Revenues¹

Through IDH's brands, the Group offers over 3,000 internationally accredited pathology tests ranging from basic blood glucose tests for diabetes to advanced molecular testing for genetic disorders.

659

Pathology
branches

1979

Year
launched

c. **9mn**

Patients served
each year

c. **38mn**

Tests performed
each year

Competitive Strengths



Track
Record



Reach and
scale across
attractive
markets



Visibility and
Reputation



Scalable
Business
Model

Radiology & Radiotherapy – 4.5% of Revenues^{1,2}

IDH offers a vast array of radiology services through Al Borg Scan in Egypt and its recently acquired radiotherapy business following the consolidation of Cairo Ray for Radiotherapy from June 2025, and Echo-Lab in Nigeria. Al Borg Scan is also the **first radiology provider in Africa boasting the prestigious American College of Radiology (ACR) accreditation.**

19

Radiology
branches

2018

Year
launched

c. **1.7**

Patients served
since inception

c. **2.7**

Scans conducted
since inception

Competitive Strengths and Strategic Advantages



Established
platform to
build on



High-fragment
and fast-
growing market



Diversify and
Grow Revenue
Streams



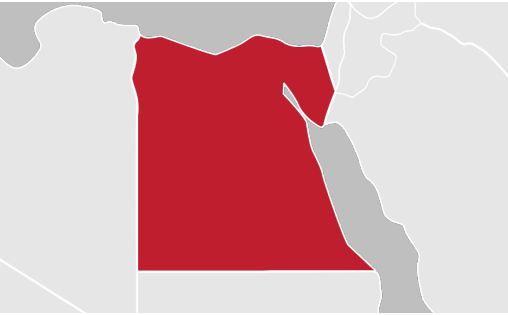
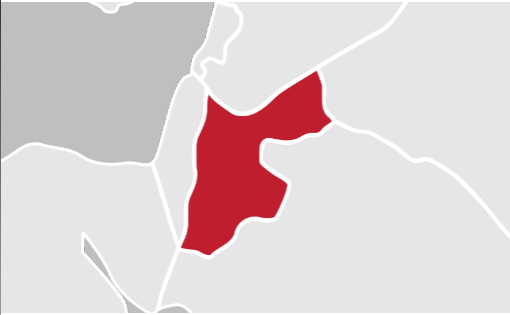
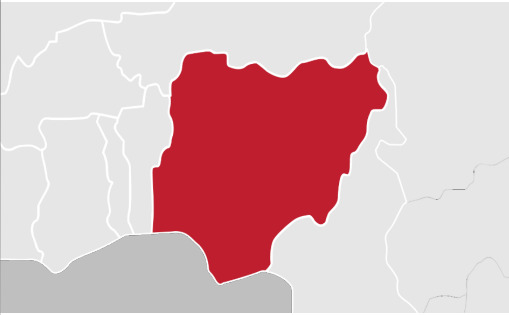

Deliver on one-
stop-shop
vision

¹ Share of IDH 9M 2025 consolidated revenue.

² Radiology and Radiotherapy revenues are calculated as Echo-Lab (IDH's Nigerian subsidiary) revenues plus Al-Borg Scan revenues (Egypt's radiology and radiotherapy business).

Our Geographies

IDH currently operates the largest branch network amongst private providers in Egypt and boasts an established presence in four key markets in the Middle East and Africa

Egypt		Jordan		Nigeria		Saudi Arabia	
							
+103	+44%	27	+6%	12	+36%	3	SAR 3.3mn
New branches vs. 9M 2024	y-o-y revenue growth in 9M 2025	Branches as at 30 September 2025	y-o-y revenue change in 9M 2025 (JOD)	Branches as at 30 September 2025	y-o-y revenue change in 9M 2025 (NGN)	Operational branches as of 30 September 2025	9M 2025 revenues in SAR
+9%	6.4mn	+21%	289k	+4%	85k	109k	20k
Y-o-y change in test volumes in 9M 2025	Patients served in 9M 2025	Y-o-y increase in test volumes in 9M 2025	Patients served in 9M 2025	Y-o-y change in tests performed in 9M 2025	Patients served in 9M 2025	Tests performed in 9M 2025	Patients served in 9M 2025
20%	38%	+18%	30%	+46%	4%	EGP 44mn	+1
House call contribution in 9M 2025	EBITDA Margin 9M 2025	9M 2025 revenue growth (EGP)	EBITDA Margin 9M 2025	9M 2025 revenue growth (EGP)	EBITDA Margin 9M 2025	9M 2025 revenues in EGP	Branch launched in July 2025

Our Patients

IDH serves two principal types of patients: contract and walk-in

Around 64% of total revenue generated across the two segments is paid in cash

Contract Patients¹

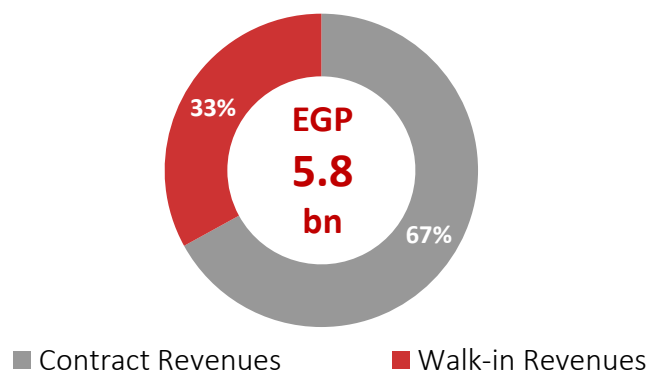
IDH's **contract clients include institutions who enter into one-year renewable contracts** at agreed rates per-test and on a per-client basis. Around 49% of the revenue generated by the segment is paid in cash. IDH's corporate clients roster currently features institutions such as:

- Unions
- Syndicates
- Private and public insurance companies
- Banks and corporations
- Public institutions
- Government insurance

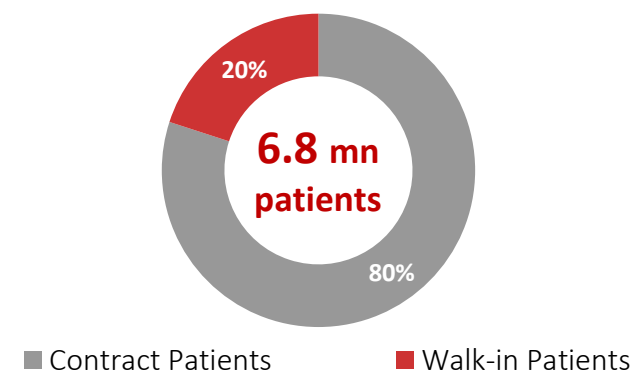
Walk-In Patients

IDH's walk-in clients, also referred to as "self-payers", **pay out of pocket** for diagnostic tests and other services.

Contribution to IDH Revenues (9M 2025)



Patient Split by Segment (9M 2025)



¹ Testing prices at the contract segment are generally lower than those of the walk-in segment

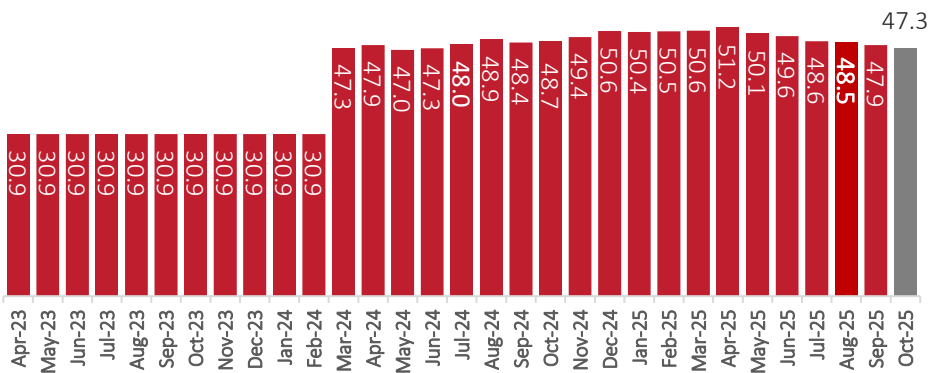
9M 2025 Results Overview



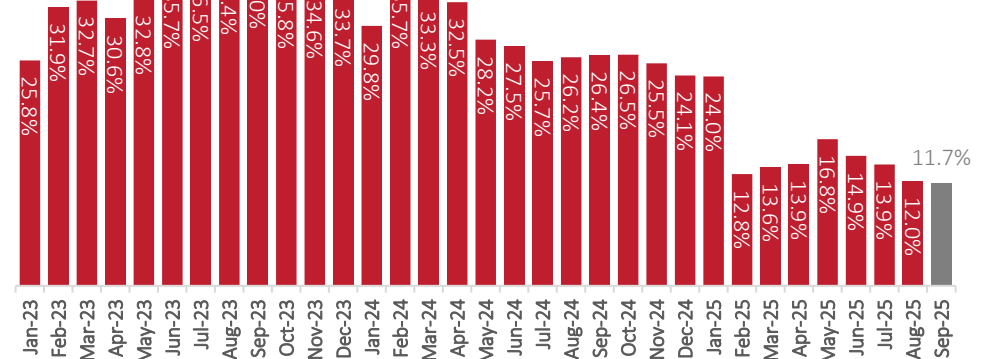
Operating Environment (I/II)

As expected, across both Egypt and Nigeria, inflation has been easing primarily supported by relative stability in the countries' currencies following last year's floatations.

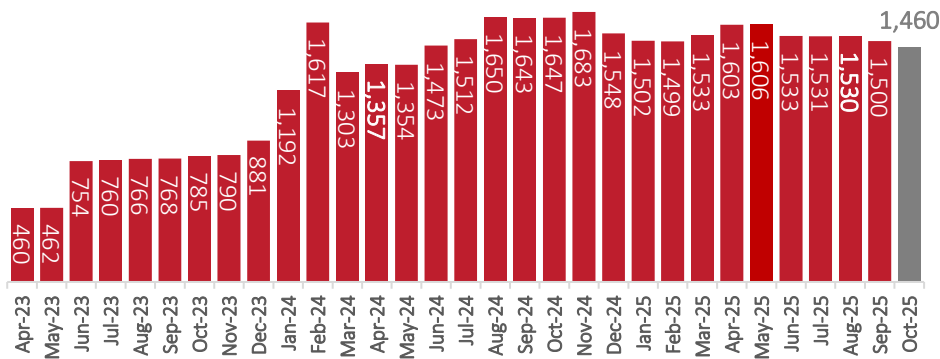
The EGP has progressively strengthened in recent months reaching multi-month highs in the summer months



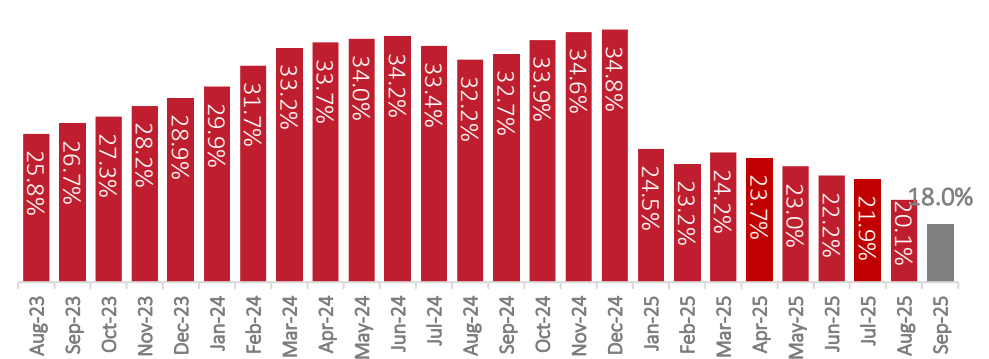
Inflation beat expectations coming in at just 11.7% in September



The Naira has largely stabilized since late last year supporting local business activity



...which has supported a gradual easing of inflation in recent months

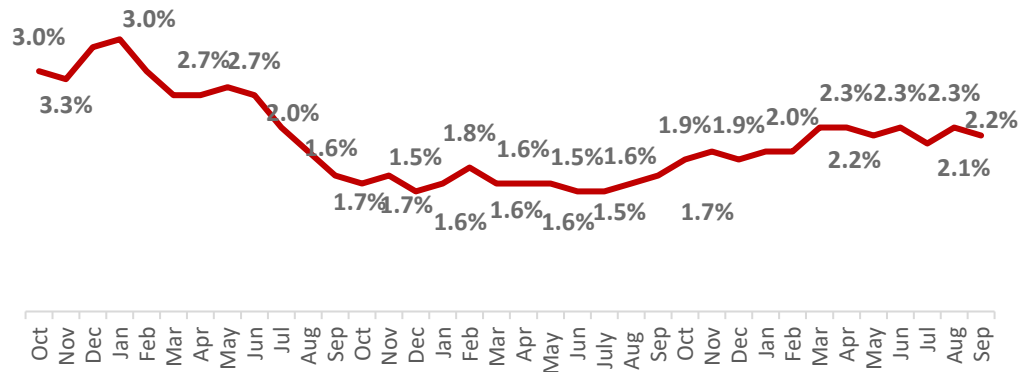


Operating Environment (II/II)

IDH's presence in two strong regional economies, Saudi Arabia and Jordan, enhances its position and provides a strategic advantage by anchoring growth in stable markets.

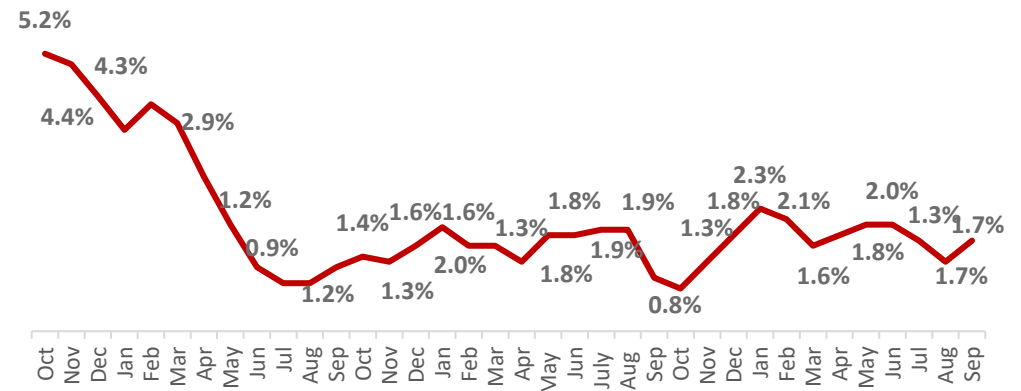
Largely stable inflation in KSA over the past year

Inflation rate | %



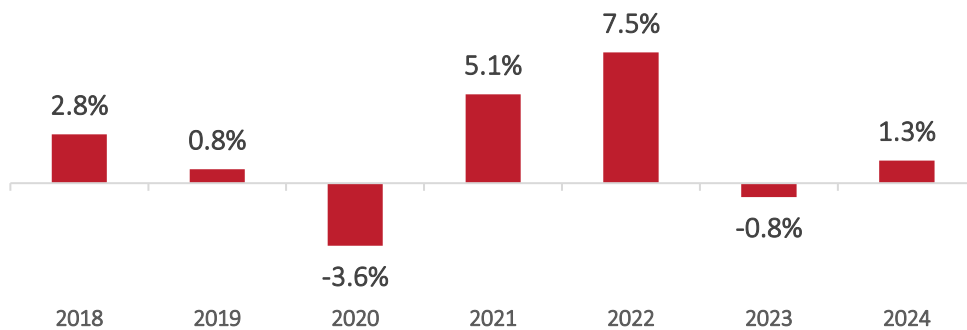
Declining inflation in Jordan

Inflation rate | %



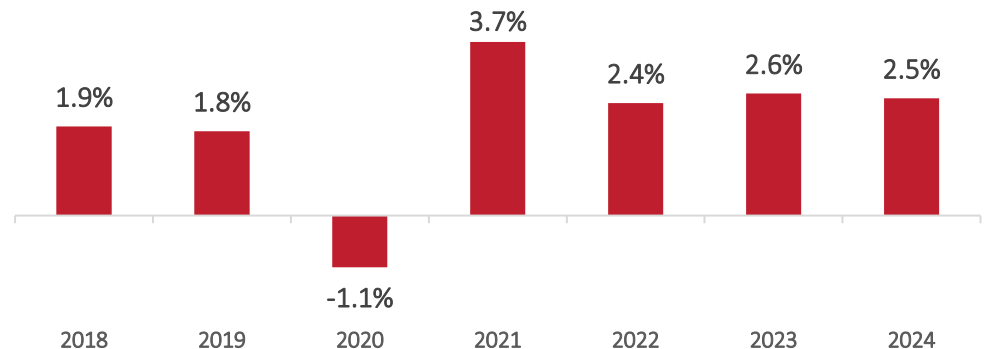
Saudi's GDP returned to growth in 2024 and is set to grow at 3.3% in 2025

GDP growth rate | %



Jordan's GDP shows strong growth in the last four years

GDP growth rate | %



Strong Nine Months Results (I/II)

IDH recorded impressive revenue growth of 41% in 9M 2025 with improving margins across the board.

EGP **5.8** bn

Revenue in 9M 2025

▲ 41% y-o-y revenue growth

EGP **2.5** bn

Gross Profit in 9M 2025

▲ 60% y-o-y
43% margin vs. 38% in 9M 2024

EGP **2.0** bn

EBITDA in 9M 2025

▲ 63% y-o-y
35% margin vs. 30% in 9M 2024

EGP **1,005** mn

Normalized¹ Net Profit in 9M 2025

▲ 119% y-o-y
17% margin vs. 11% in 9M 2024

31.7 mn

Tests completed in 9M 2025

▲ 10% y-o-y

6.8 mn

Patients served in 9M 2025

▲ 3% y-o-y

EGP **183**

Average revenue per test in 9M 2025

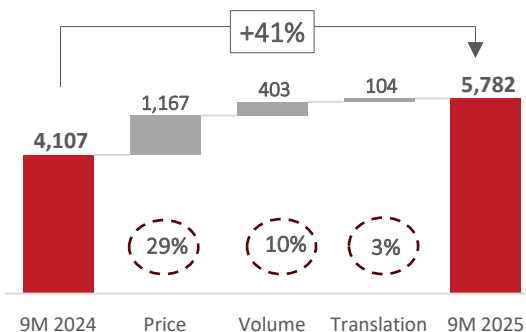
▲ 28% y-o-y

713

Operational branch labs² as of 30 Sep 2025

▲ 105 branches vs. 30 Sep 2024

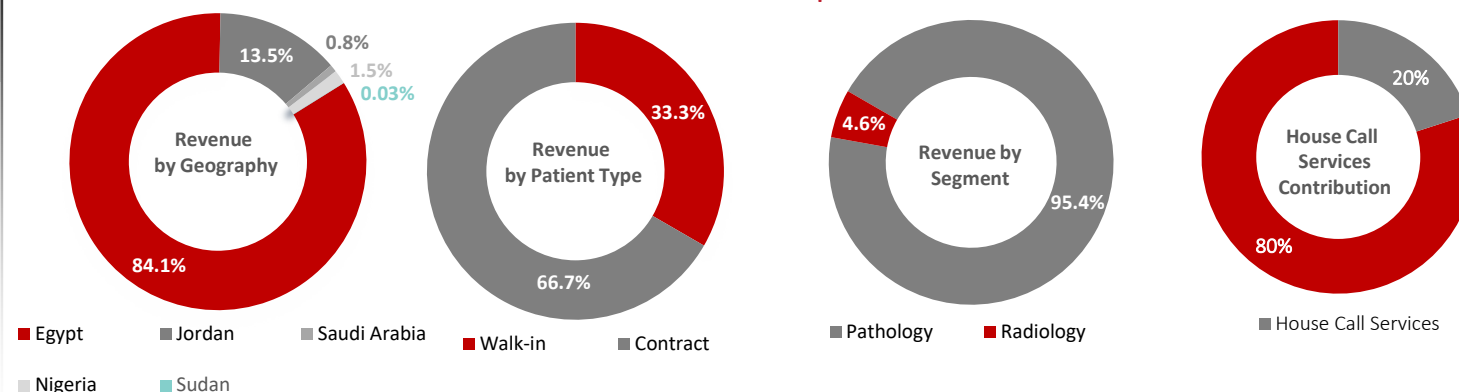
Revenue Drivers 9M 2025



¹ Normalised net profit excludes FX gains from both periods.

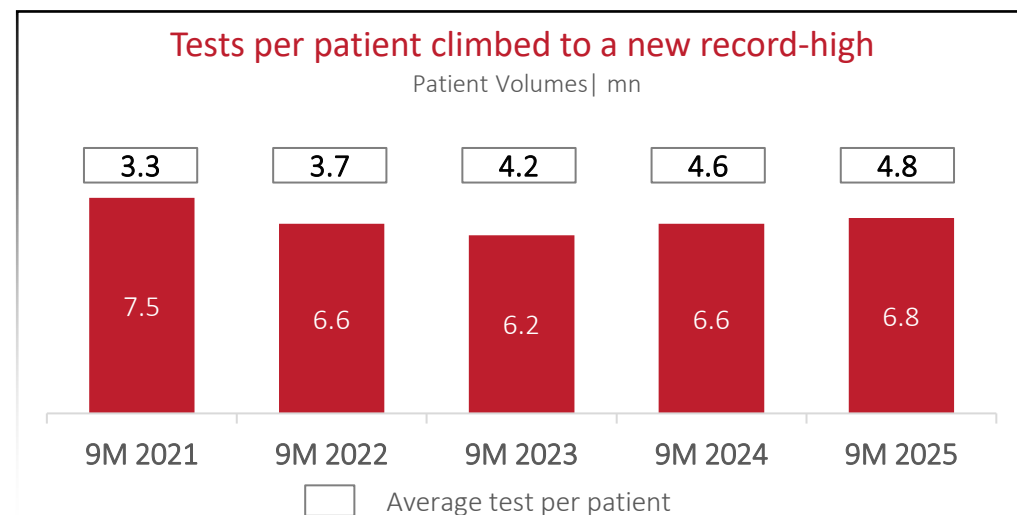
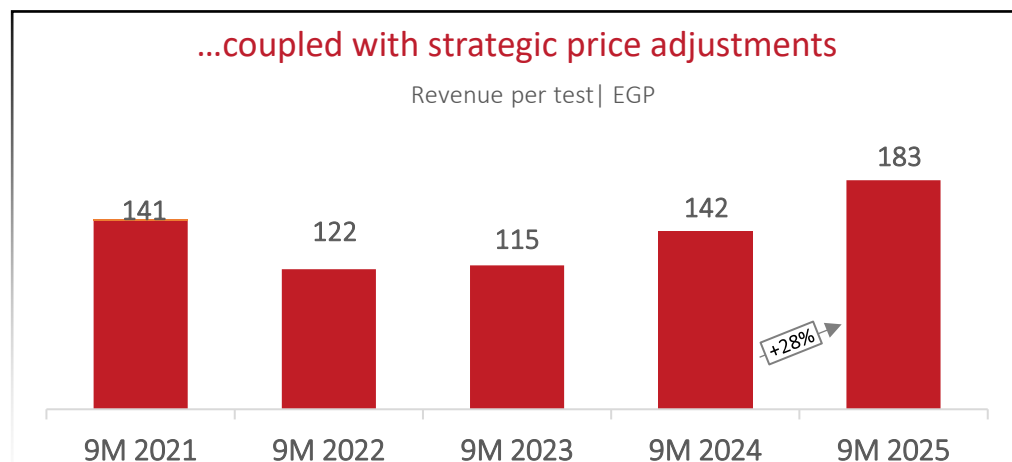
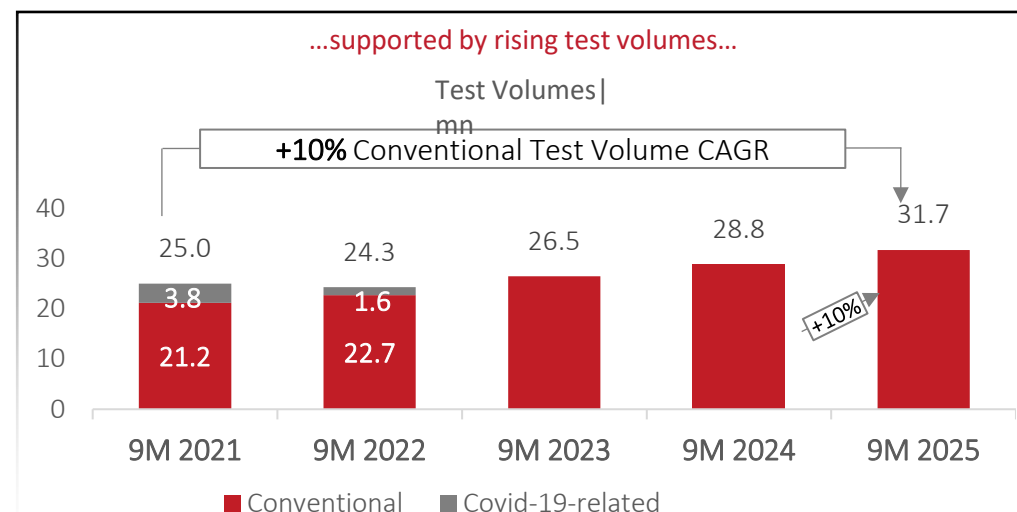
² IDH rolled out 103 new branches in Egypt, one new branch in Jordan, one new branch in KSA, and re-opened a branch in Sudan over the past 12-month period. It is important to note that due to the ongoing conflict in Sudan, only one of IDH's 18 branches in the country is currently operating (reopened in Q3 2024).

Revenue Breakup 9M 2025



Strong Nine Months Results (II/II)

IDH delivered broad-based growth across its markets, with Egypt, Jordan, and Nigeria all recording double-digit increases in 9M 2025 supported by both a 10% rise in test volumes and a 28% increase in average revenue per test



Segment Performance (I/II)

Both IDH's contract and walk-in segments continue to see revenue growth in the first nine months of 2025 supported by rising test volumes and strategic price adjustments.

	Walk-in Segment			Contract Segment			Total		
	9M24	9M25	Change	9M24	9M25	Change	9M24	9M25	Change
Revenue (EGP mn)	1,428	1,928	35%	2,679	3,854	44%	4,107	5,782	41%
Patients ('000)	1,333	1,366	2%	5,266	5,462	4%	6,598	6,828	3%
% of patients	20%	20%		80%	80%				
Revenue per Patient (EGP)	1,072	1,412	32%	509	706	39%	622	847	36%
Tests ('000)	4,660	5,266	13%	24,179	26,406	9%	28,839	31,672	10%
% of Tests	16%	17%		84%	83%				
Revenue per Test (EGP)	306	366	19%	111	146	32%	142	183	28%
Test per Patient	3.5	3.9	10%	4.6	4.8	5%	4.4	4.6	6%

26.4 mn

Contract tests
in 9M 2025

▲ 9% y-o-y

EGP **146**

Avg. revenue / contract test
in 9M 2025

▲ 32% y-o-y

EGP **3.9** bn

Contract revenues
in 9M 2025

▲ 44% y-o-y

5.3 mn

Walk-in tests
in 9M 2025

▲ 13% y-o-y

EGP **366**

Avg. revenue / walk-in test
in 9M 2025

▲ 19% y-o-y

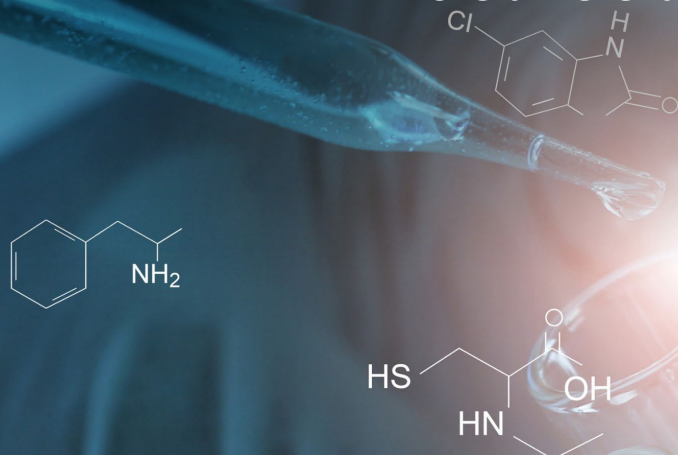
EGP **1.9** bn

Walk-in revenues
in 9M 2025

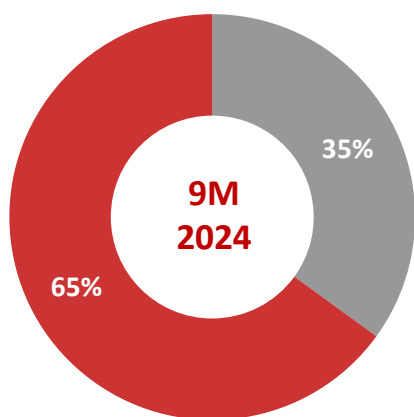
▲ 35% y-o-y

Segment Performance (II/II)

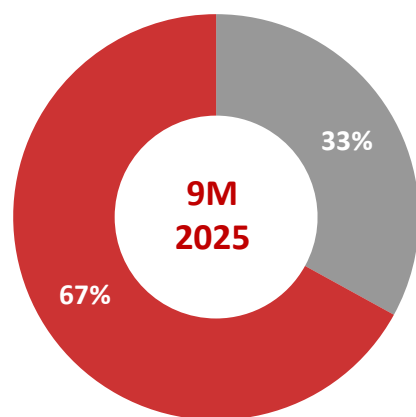
IDH's contract segment maintained its growth trend, remaining the major contributor to overall revenue and patient volumes in 9M 2025



Revenue Split

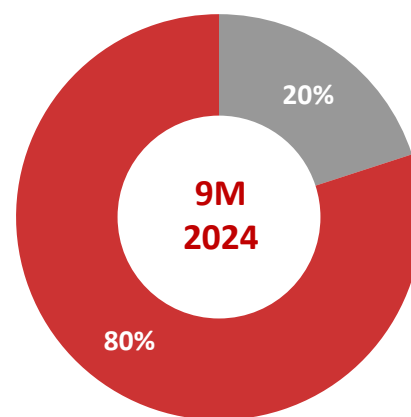


■ Walk-in ■ Contract

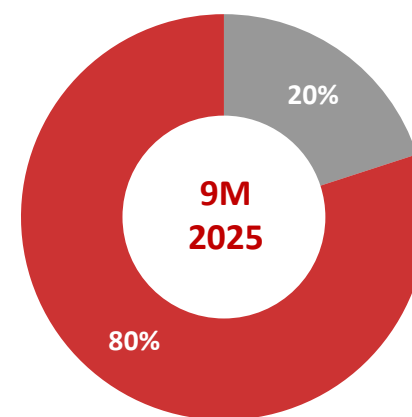


■ Walk-in ■ Contract

Patient Split



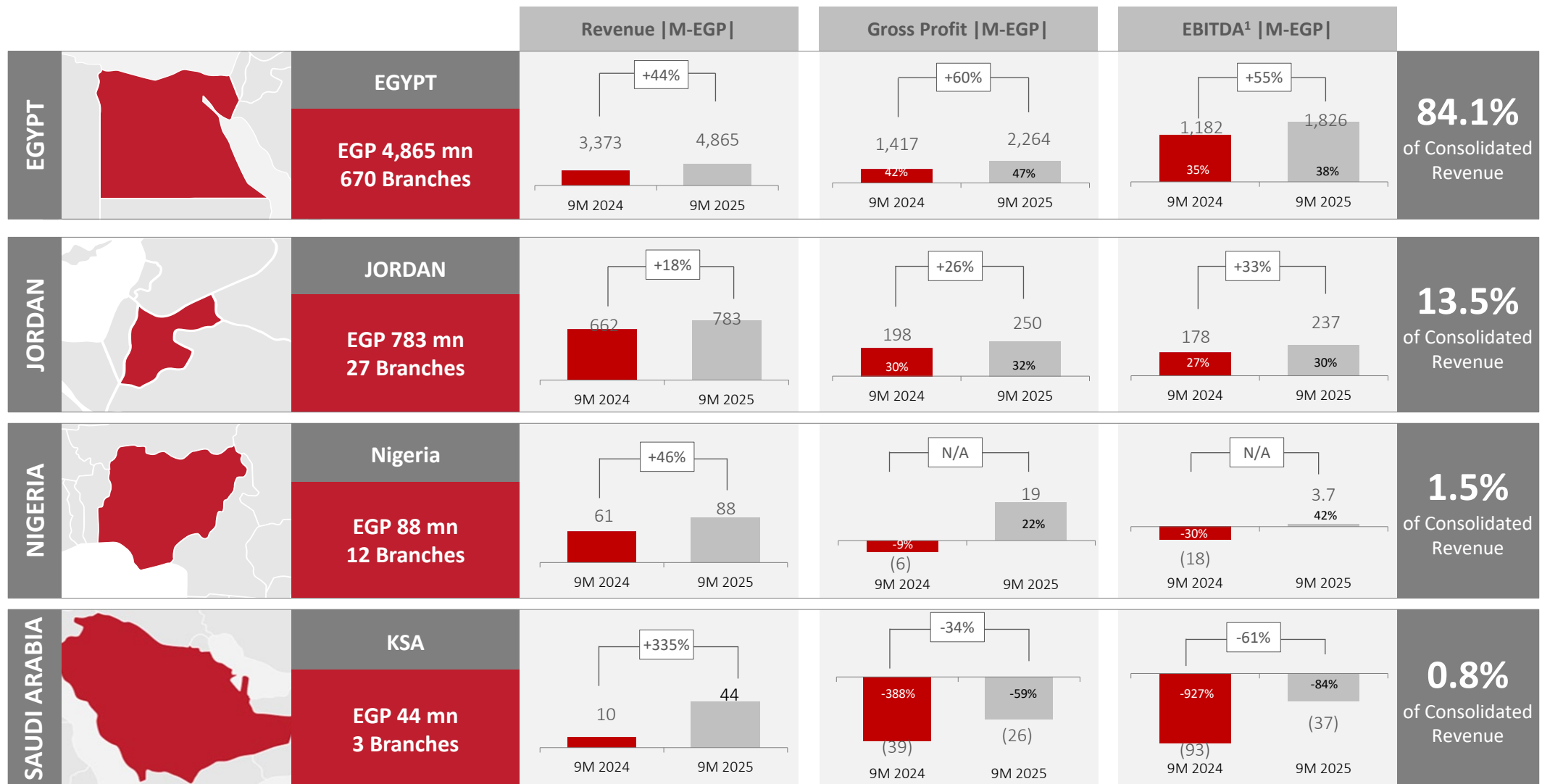
■ Walk-in ■ Contract



■ Walk-in ■ Contract

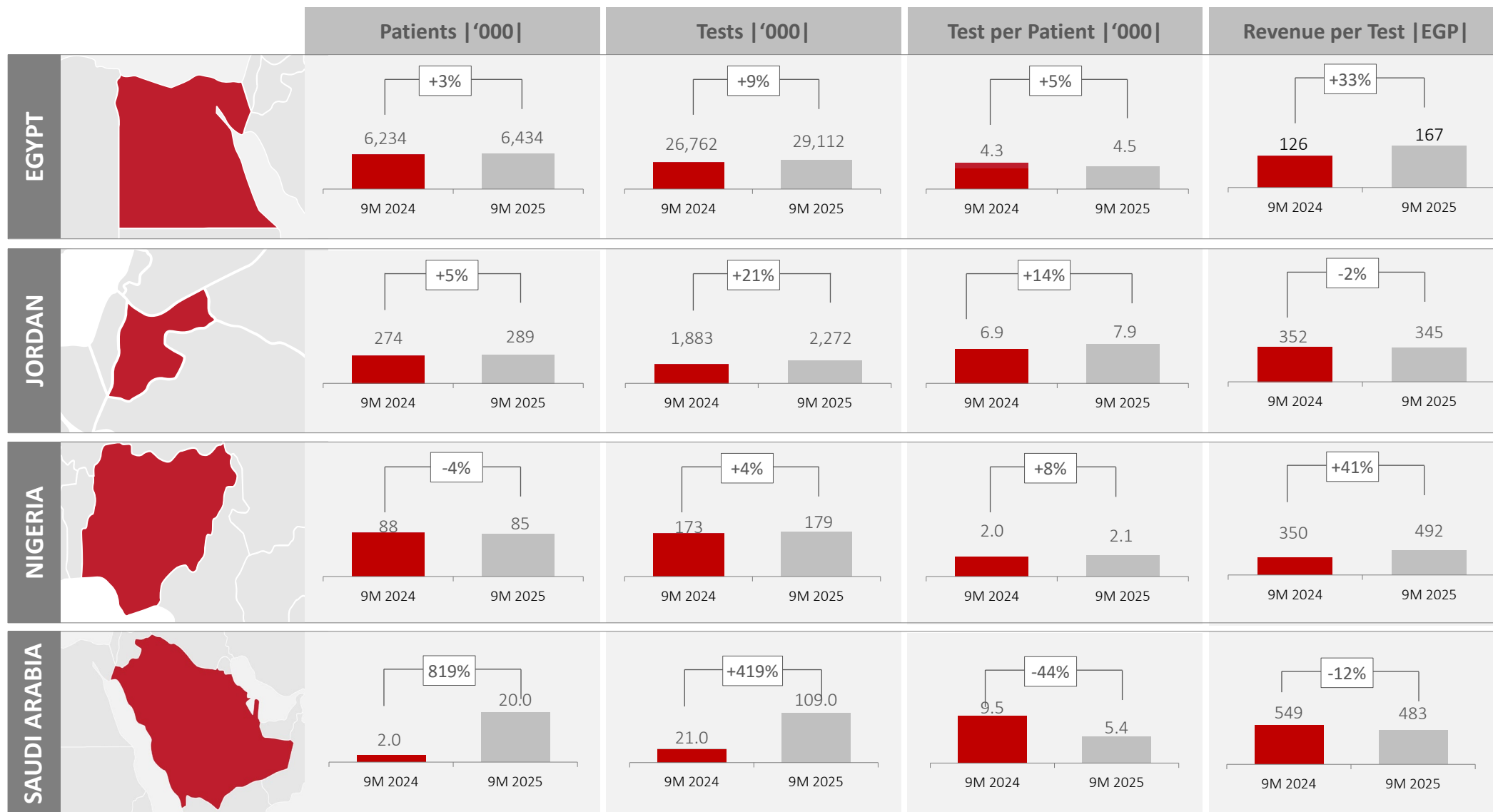
Regional Performance (I/II)

IDH recorded strong revenue growth across its entire footprint during the first nine months of 2025. In Nigeria, IDH's turnaround strategy delivered results, with Echo-Lab turning EBITDA positive in early 2025 and continuing to post positive EBITDA results on a YTD basis.

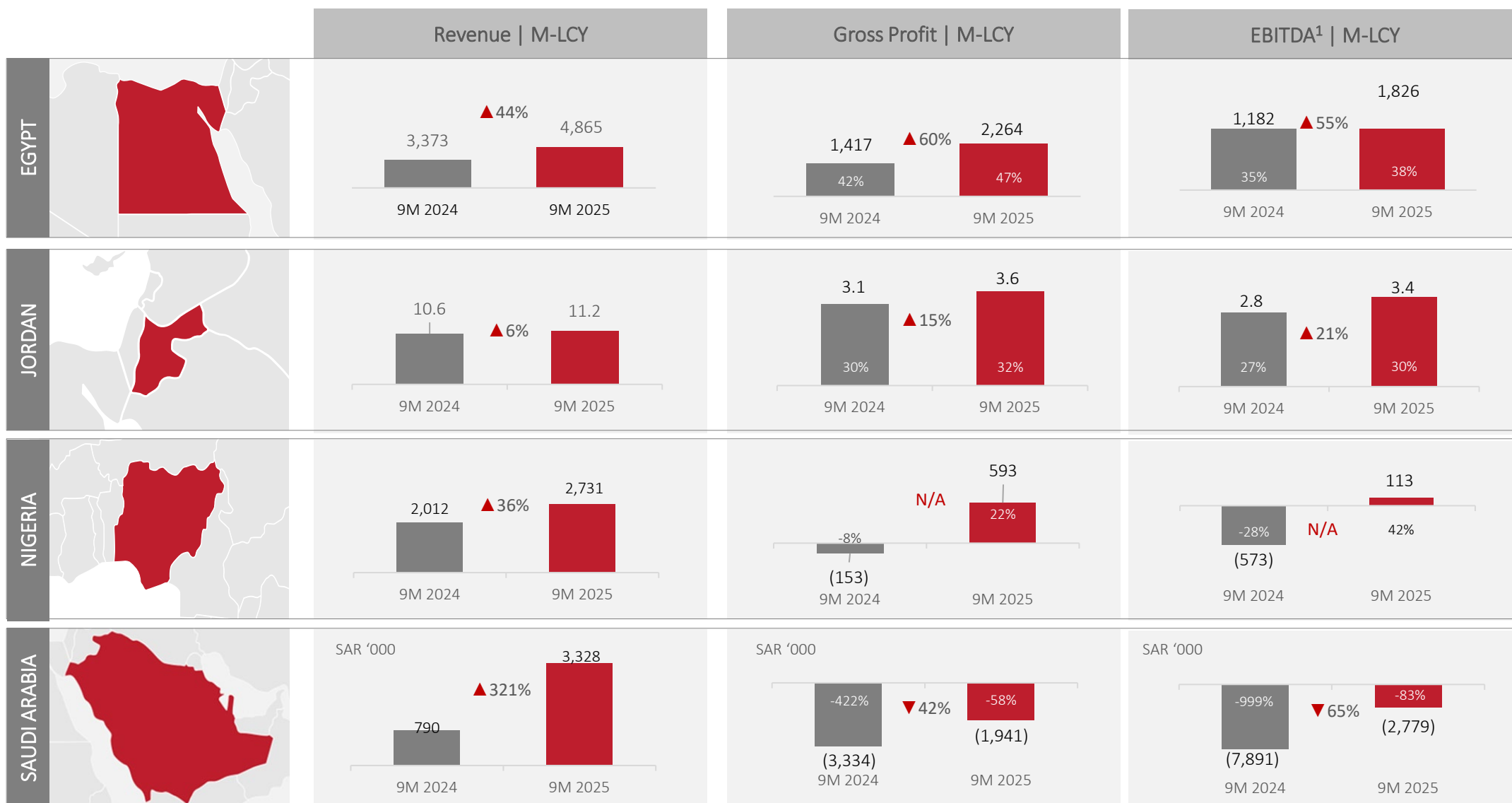


¹ Egypt's EBITDA for the period is calculated as operating profit plus depreciation and amortization

Regional Performance (II/II)



Regional Performance: Local Currency



¹ Egypt's EBITDA for the period is calculated as operating profit plus depreciation and amortization.

Continued Ramp up at Al Borg Scan (I/II)

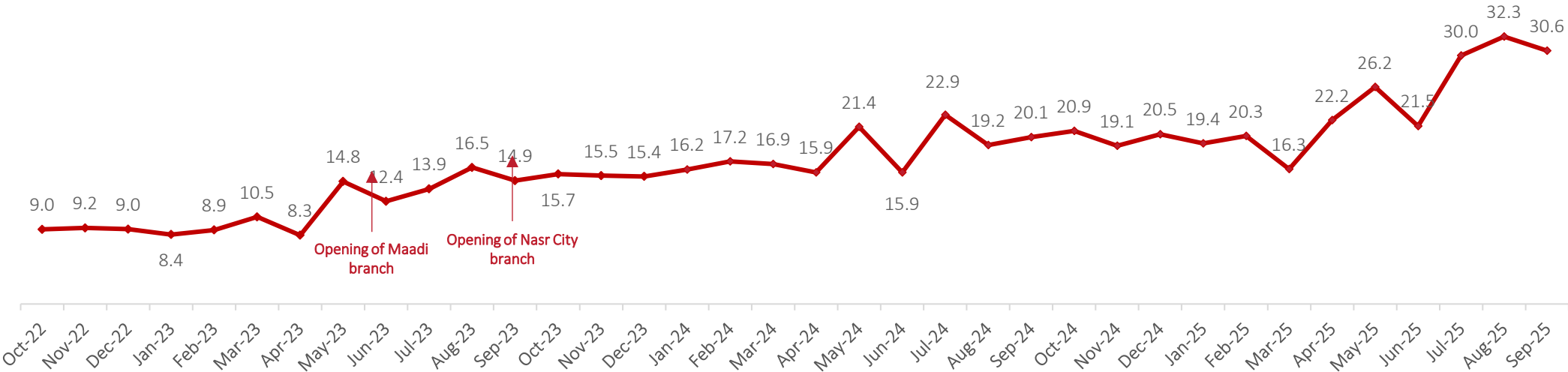
Al Borg Scan remains a key driver of future growth for IDH’s Egyptian operations.



Al Borg Scan offers a full range of radiology services, including but not limited to Magnetic Resonance Imaging (MRI), Computed Tomography (CT), Ultrasound, X-ray and Mammograms.

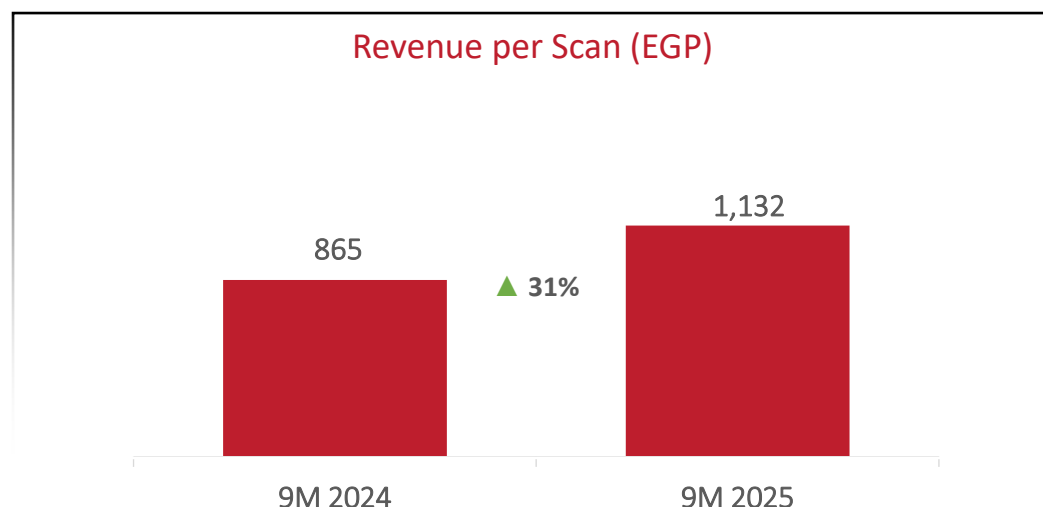
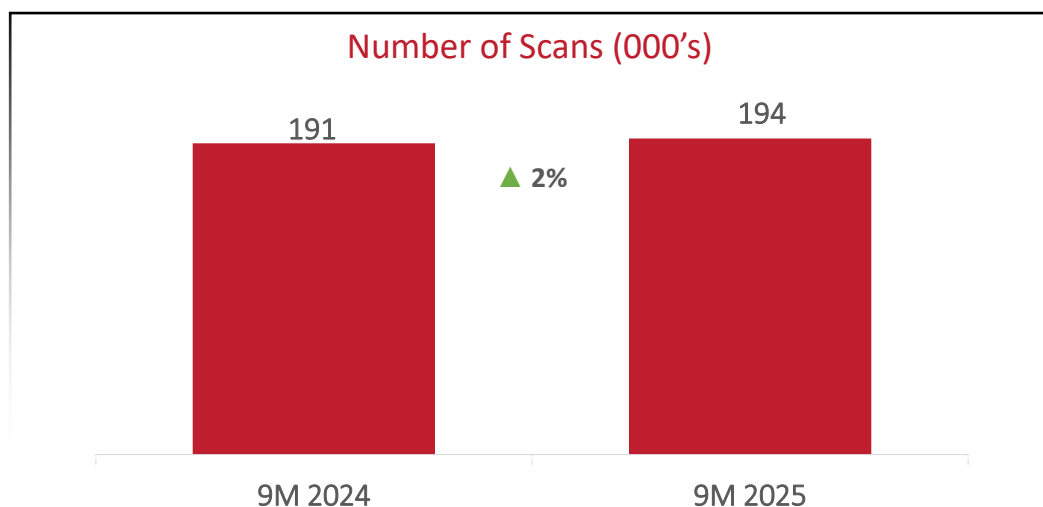
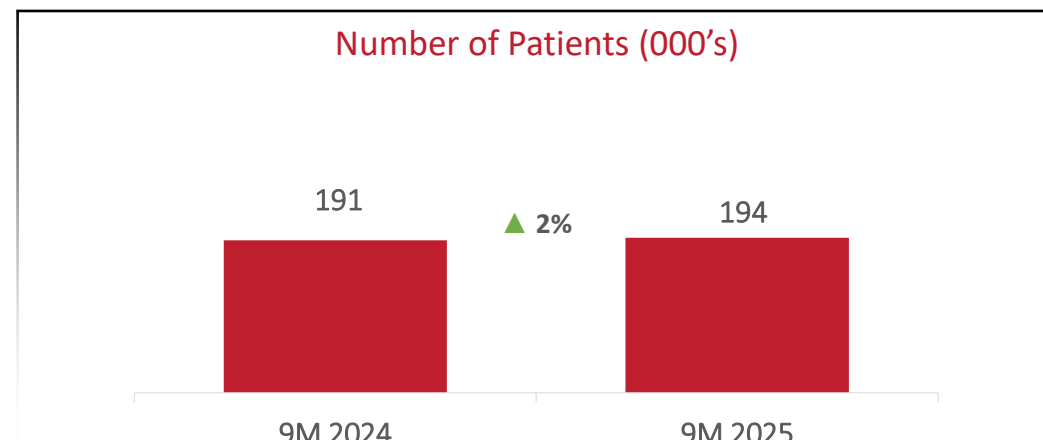
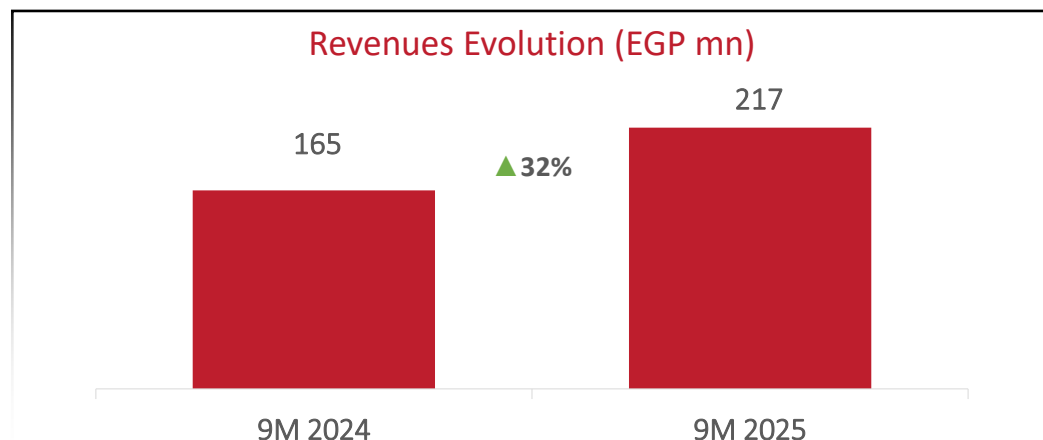
EGP 217 MN 9M 2025 revenues +32% vs 9M 2024 (4.5% of Egypt revenues)	28% 9M 2025 revenue contribution (vs. 29% in 9M 2024) Mohandessin branch	15% 9M 2025 revenue contribution (vs. 16% in 9M 2024) Merghany branch	15% 9M 2025 revenue contribution (vs. 15% in 9M 2024) Faisal branch	13% 9M 2025 revenue contribution (vs. 13% in 9M 2024) Shubra branch
8% 9M 2025 revenue contribution (vs. 10% in 9M 2024) CBP branch	12% 9M 2025 revenue contribution (vs. 11% in 9M 2024) Maadi branch	9% 9M 2025 revenue contribution (vs. 6% in 9M 2024) Nasr City branch	EGP 1,071 9M 2025 avg. Revenue/test +24% y-o-y	188 9M 2025 tests -2% y-o-y

Al Borg Scan Monthly Revenue (October 2022 to September 2025) | M-EGP



Continued Ramp up at Al Borg Scan (II/II)

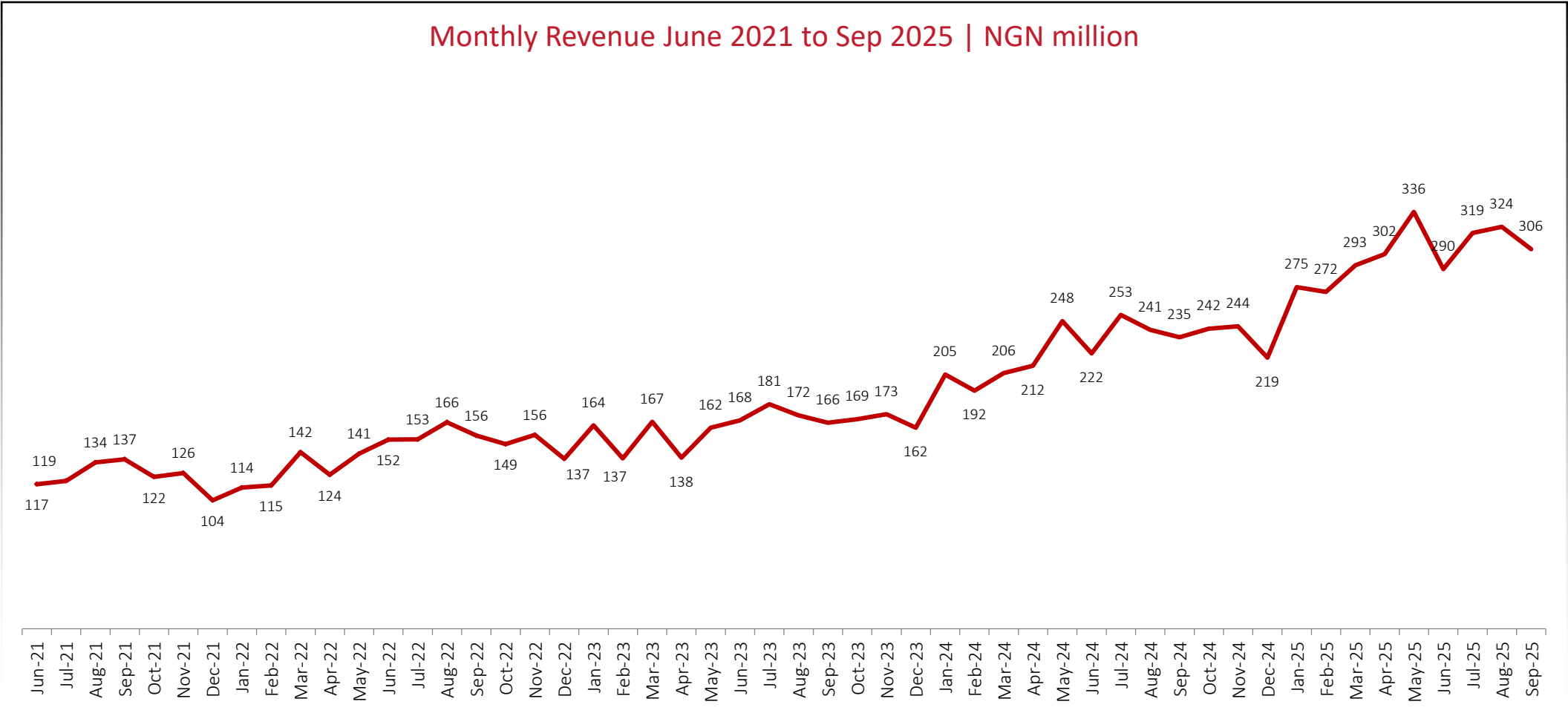
IDH's radiology segment, including Al Borg Scan and its recently acquired radiotherapy business following the consolidation of Cairo Ray for Radiotherapy from June 2025, delivered a 32 % year-on-year increase in revenue to EGP 217 million in 9M 2025



Echo-Lab (Nigeria)

Echo-lab turned EBITDA positive in early 2025 displaying the efficacy of IDH’s new turnaround plan rolled out in 2024.

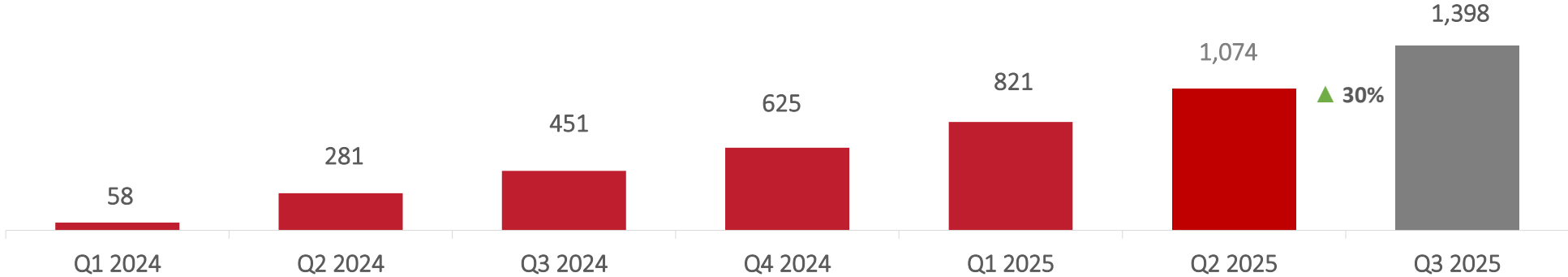
Monthly Revenue June 2021 to Sep 2025 | NGN million



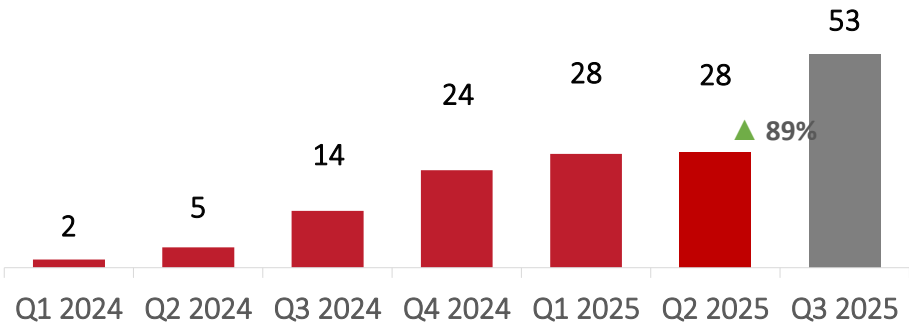
KSA Ramp-up

KSA’s ramp-up is accelerating as IDH leverages increased effective ownership in Biolab KSA. In early July 2025, Biolab KSA inaugurated its third branch, with three more launches set to take place before year-end.

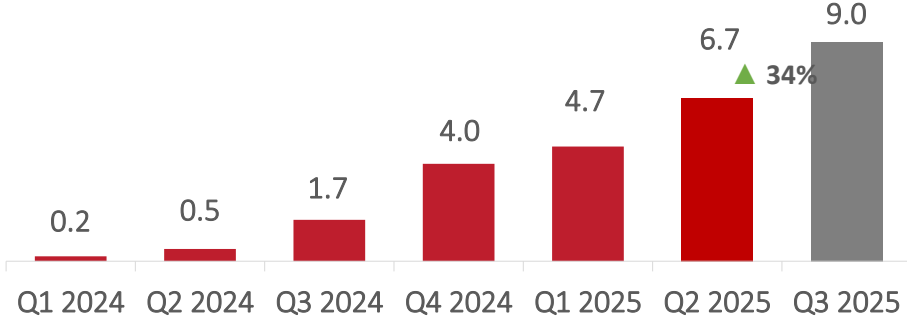
Revenues Evolution (SAR ‘000)



Number of Tests (000's)

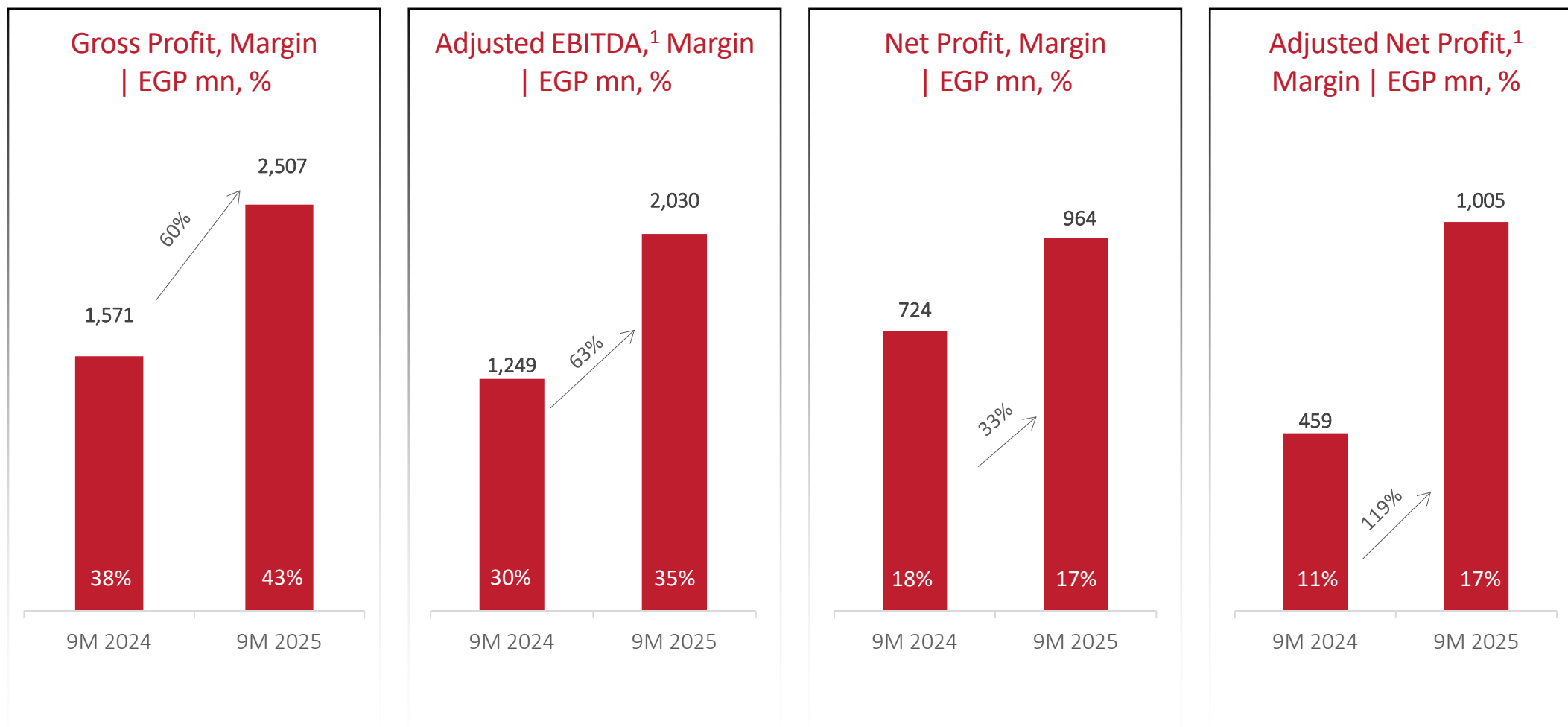


Number of Patients ('000)



9M 2025 Profitability Overview

Effective cost control measures supported margin expansions at all levels of profitability when normalising for FX gains booked in both periods.



¹ Adjusted net profit excludes FX gains booked in both reporting periods.

9M 2025 Profitability Deep-dive

Comprehensive cost optimisation efforts have supported profitability improvements at both the gross and EBITDA levels during the first nine months of the year.

IDH's proactive inventory management and robust supplier relationships helped shield the Company's cost base from inflationary pressures and a weaker EGP

Total raw materials as % of revenue

21.9%

19.6%

9M 2024

9M 2025

Thanks to its headcount optimization efforts, the Company has kept direct wages as a share of revenues largely stable despite adjusting salaries as part of its retention strategy

Direct salaries and wages as % of revenue

18.8%

18.4%

9M 2024

9M 2025

Enhanced cost efficiency reduced expenses as a percentage of revenue, contributing to increased profitability for IDH

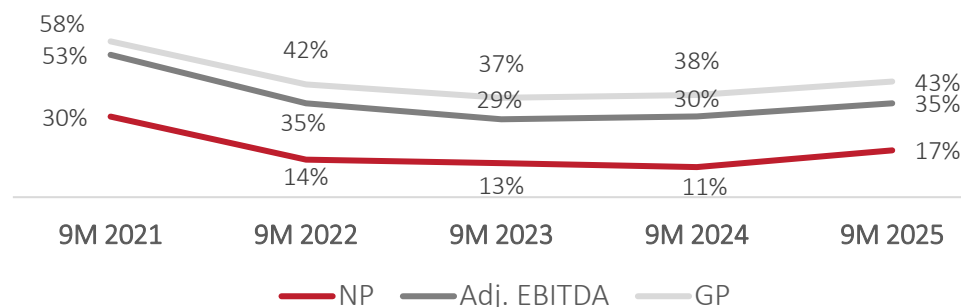
COGS

COGS represented 56.6% of revenues in 9M 2025, an improvement from 61.7% last year. **The improvement in gross profitability** was primarily driven by lower raw material costs as a share of revenue reflecting the Company's proactive inventory management strategy.

SG&A

SG&A outlays constituted 15.0% of revenues during the nine-month period, down from 16.7% the previous year, driven by robust revenue growth that outpaced the rise in expenses.

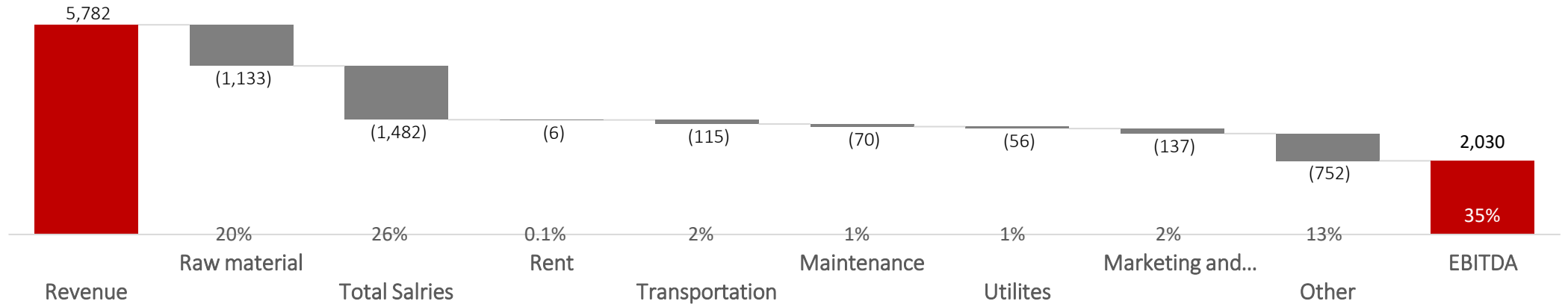
Improving margins across the board (GP, Adjusted EBITDA, and NP Margin | %)



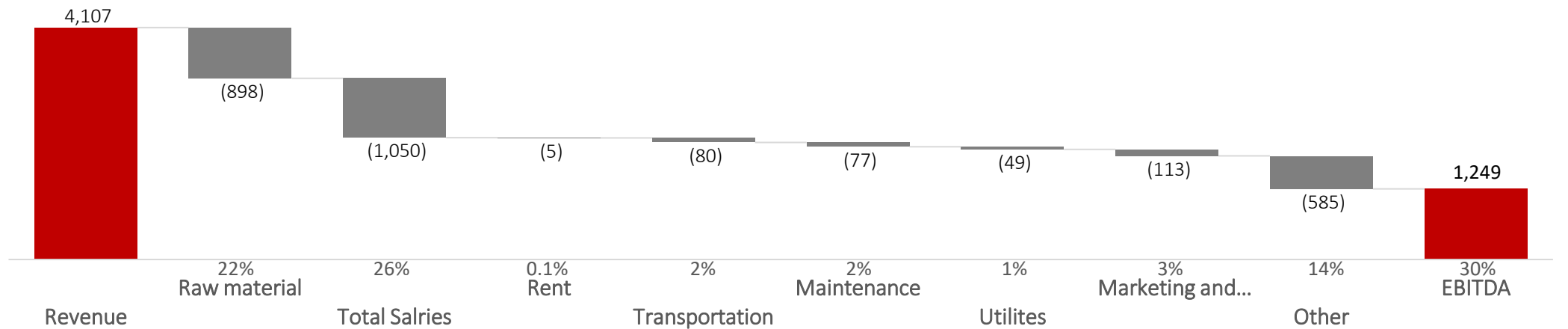
Note: Adjusted EBITDA is calculated as operating profit plus depreciation and amortization. Adjusted EBITDA also excludes the EGP 10 million share-based payment made to Dr. Amid, Biolab's CEO, during the current reporting period related to Biolab KSA. Additional information is available in notes 16 and 22 of the financial statements included at the end of the Company's 1H 2025 Earnings Release announcement.

Revenue – EBITDA Bridge

9M 2025 IDH Revenue – EBITDA Bridge | EGP mn

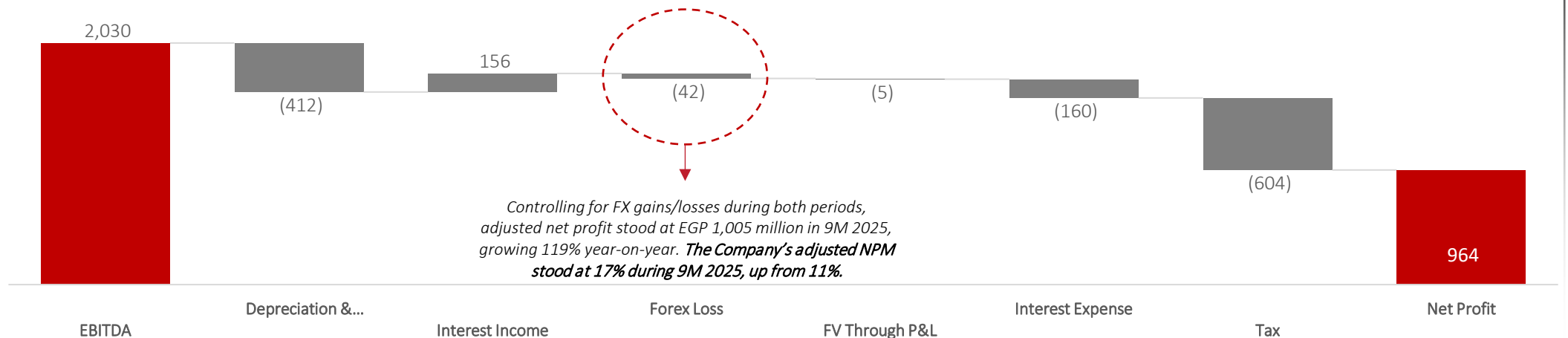


9M 2024 IDH Revenue – EBITDA Bridge | EGP mn

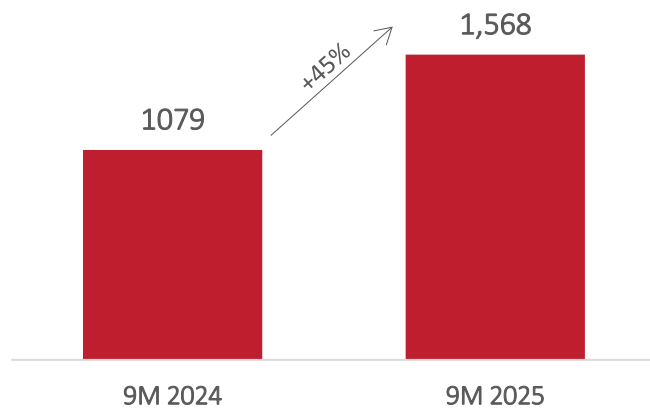


Impressive Adjusted Bottom-line Growth

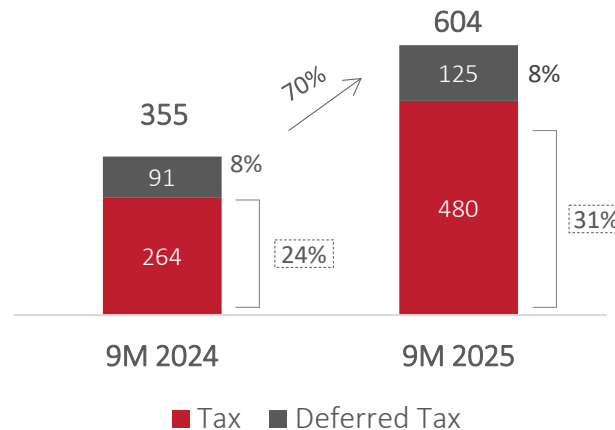
9M 2025 IDH EBITDA – Net Profit Bridge | EGP mn



Earnings Before Tax | EGP mn



Income & Deferred Tax, Effective Tax Rate | EGP mn, %

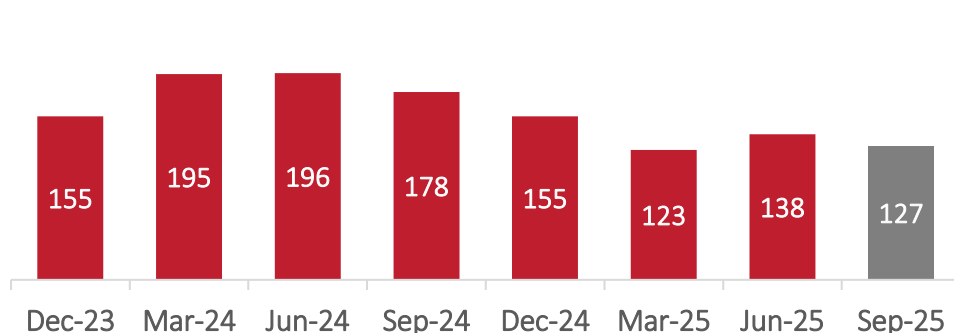


- IDH's current income tax expense represents taxes on profits earned at the following rates:
 - Egypt 22.5%, Jordan 21%, Nigeria 30%, and Sudan 30%**
 - There is no tax payable for IDH's two companies at the holding level.
- Tax expenses, including income and deferred tax, stood at EGP 604 million in 9M 2025, 70% above last year's 9M 2024
- IDH's effective tax rate increased significantly versus the same period of last year, reaching 39% in 9M 2025 versus 33% for the same period last year. The increase reflects a normalisation in foreign exchange gain recorded during the period. It is important to highlight that there is no tax payable for IDH's two holding-level companies.
- Deferred tax is related to WHT on "Undistributed profits".

Robust Financial Position

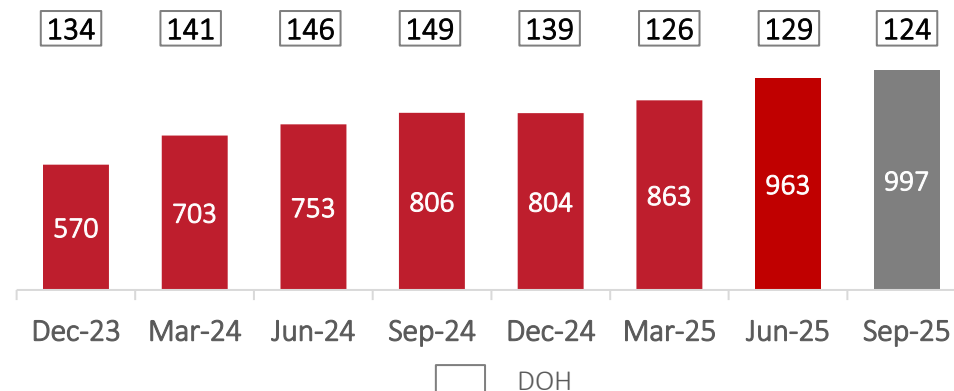
Improving Cash Conversion Cycle

CCC | Days



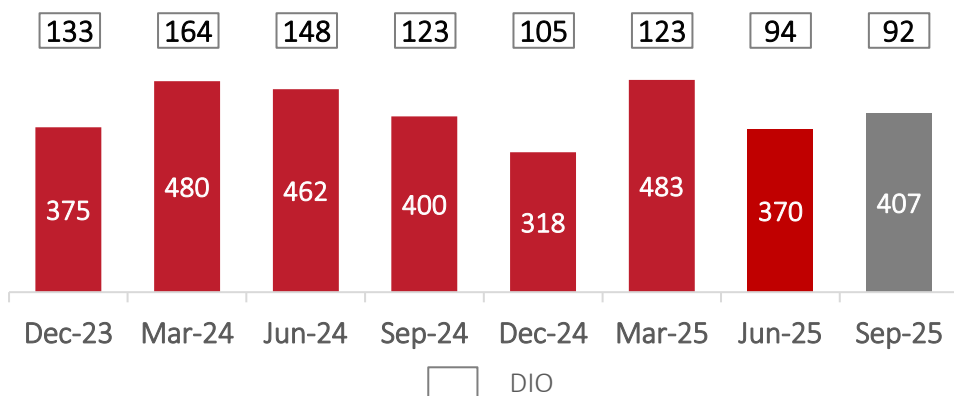
Net receivables DOH continued to decline

AR, DOH | EGP mn, days



Increased DIO reflect lower volumes due to Ramadan

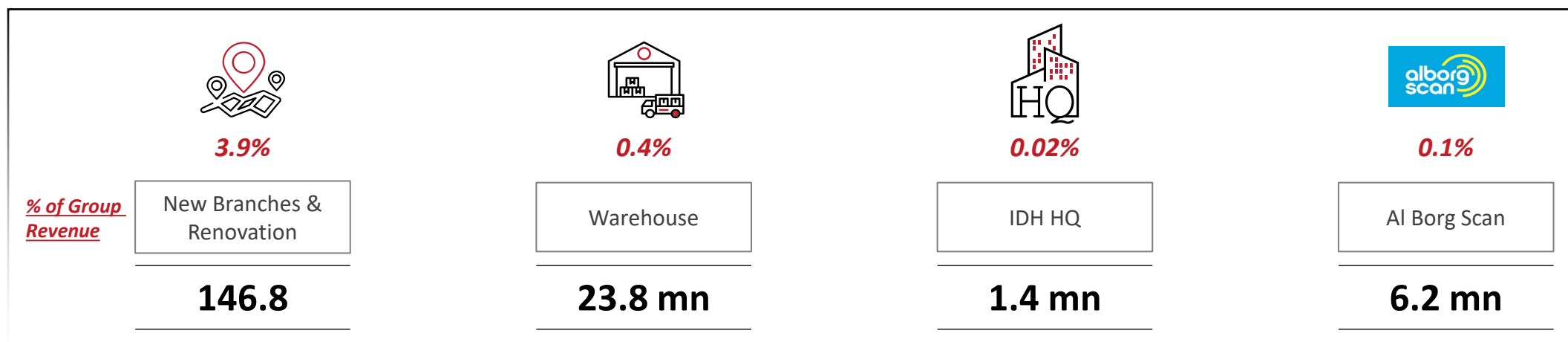
Inventories, DIO | EGP mn, days



- **Net trade receivables** stood at EGP 997 million at 30 September 2025, up from EGP 804 million as at year-end 2024. However, IDH's net receivables' Days on Hand declined to 124 days compared to 139 days at the end of 2024.
- Meanwhile, **provision charges** for doubtful accounts in 9M 2025 stood at EGP 30 million, up from EGP 19 million in 9M 2024.
- At 30 September 2025, IDH's inventory balance stood at EGP 407 million, up 28% compared to year-end 2024. Meanwhile, Days Inventory Outstanding (DIO) improved to 92 days, down from 105 days at 31 December 2024. **The significant decline in DIO reflects stronger sales momentum and more efficient inventory turnover during the second and third quarters of the year following the seasonal Ramadan slowdown in March.**

9M 2025 Capital Expenditure

IDH CAPEX recorded EGP 178 mn in 9M 2025, including both, core recurring CAPEX items and non-recurring CAPEX related to the expansion of Al-Borg Scan's network. This figure represented 3.9% of 9M 2025 revenues.



CAPEX, EGP, % of region's revenue



Egypt

EGP 178 mn

3.7%

Jordan

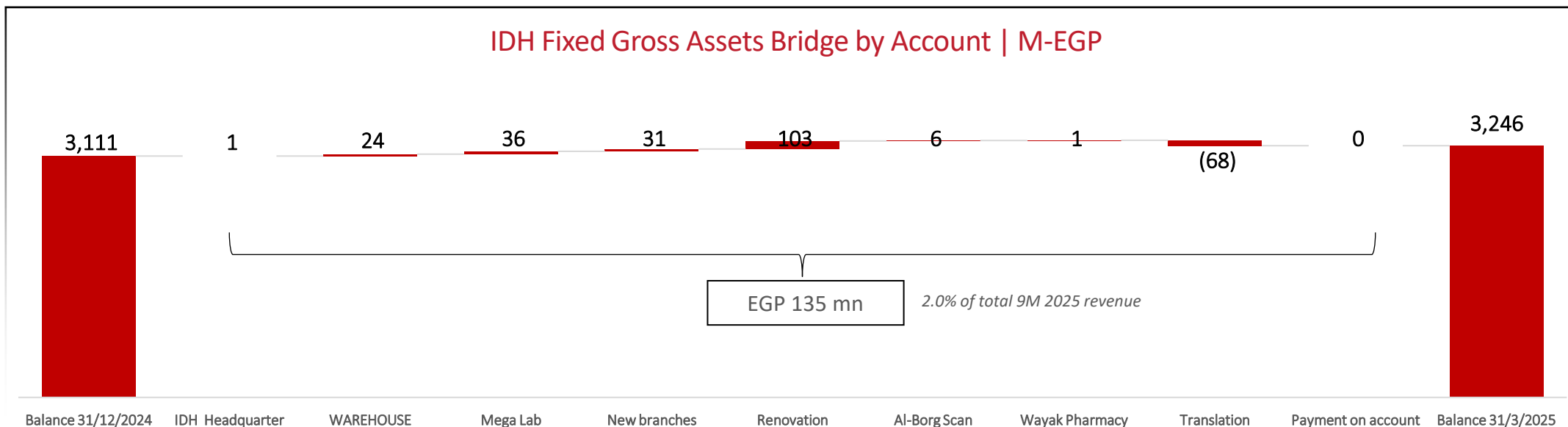


EGP 38 mn

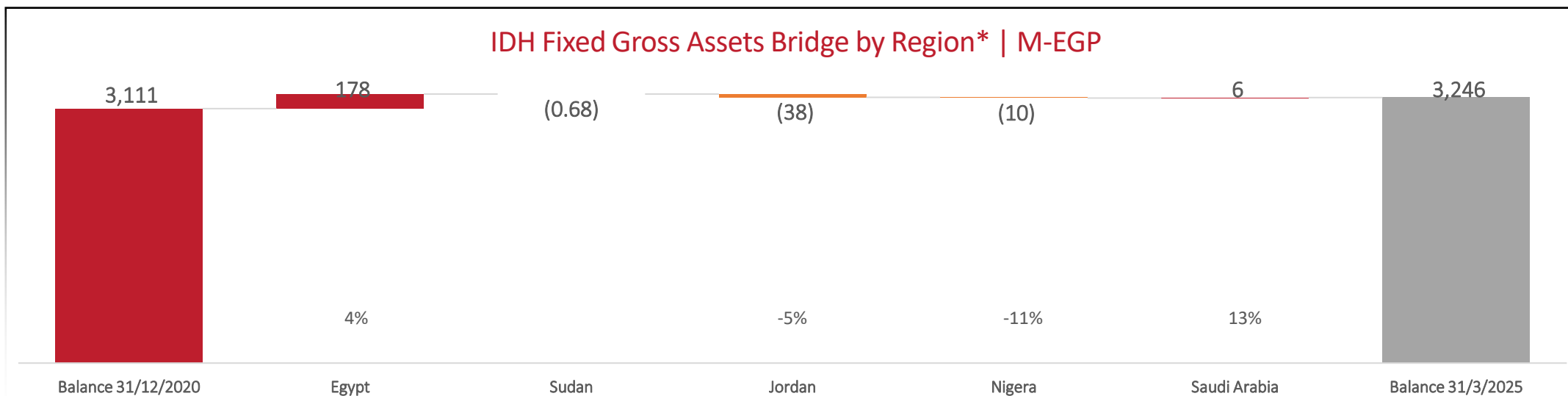
4.9%

Fixed Gross Assets Bridge

IDH Fixed Gross Assets Bridge by Account | M-EGP



IDH Fixed Gross Assets Bridge by Region* | M-EGP



* The percent represents the share of fixed gross assets from each region's revenue.

Outlook and Strategies (I/II)

In IDH's home and largest market of Egypt, the Company's priorities for the coming months remain unchanged as the Company looks to capitalize on the improving operating conditions brought about by a strengthening local currency and slowing inflation.



Pricing

Strategic price increases across entire service offering



Volumes

Patient retention is a priority in turbulent times



Raw Materials

Leverage strong supplier relations to control kit price inflation



Cost Optimization

Rationalise major costs while maintaining service levels



Employees

Retain staff through competitive compensation packages

Egypt - Capitalizing on competitive pricing, supplier relationships and inelastic demand

Volume Growth

The Group has focused on sustained volume growth aided by strategically introduced price hikes at both its walk-in and contract segments as well as at the radiology segment.

Double radiology contribution

capitalizing on growing momentum and new branch ramp up/rollouts.

Strong supplier relations

The Group continues to leverage its strong supplier relationships, negotiating favourable terms and minimizing the costs of its test kits.

Revenues +43%

The Group's efforts continue yielding positive results with Egypt delivering double-digit revenue growth in 1H 2025.

Outlook and Strategies (II/II)

In 2025, the Group's focus will remain on executing its Saudi ramp-up strategy, leveraging its expanded ownership stake to accelerate growth. In Jordan and Nigeria, areas of focus remain unchanged as the Group looks to drive volumes up and boost profitability.

Jordan – Stable operations in a stable market

21%

Volume increase

Achieved in 1H 2025 supported by a newly launched campaign to boost volumes

Strong EBITDA

Recording a 34% year-on-year expansion in local currency terms with associated margin reaching 29% for Q1 2025.

Nigeria – Turning around under new central bank governor

Profitability

Following years of relentless work and proactive management of adverse macroeconomic conditions, IDH's Nigerian operations turned EBITDA profitable in the first quarter of 2025.

Policy Changes

Currency floatation and a persistent fight against rising prices have seen inflation rates stabilize in the country. Slowing inflation is set to boost volumes as patient purchasing power recovers.

Saudi Arabia – Penetrating a fast-growing and underserved market

6

Branch network by year-end 2025 (3 existing and 3 planned)

EGP 25 mn

Revenue 1H 2025

100%

IDH's effective stake in Biolab KSA as of year-end 2024.

Attractive diagnostic market growth profile

With strong opportunity for IDH

FY 2025 Consolidated Guidance

30%

Year-on-year revenue growth in FY 2025

30% Adjusted EBITDA¹ margin

Profitability to remain strong and on improving trajectory as EGP stabilizes against the USD and IDH's proactive cost management strategies deliver improvements in performance. Digitalisation efforts are also set to support margins in the coming year.

¹ Adjusted EBITDA is calculated as operating profit plus depreciation and amortization. Adjusted EBITDA also excludes the EGP 10 million share-based payment made to Dr. Amid, Biolab's CEO, during the current reporting period related to Biolab KSA. Additional information is available in notes 16 and 22 of the financial statements included at the end of the Company's 1H 2025 Earnings Release announcement.

Investment Highlights



Investment Highlights

IDH is an attractive investment opportunity with compelling fundamentals, present in fast-growing, under-served markets



1

Operating in highly fragmented markets characterised by strong structural growth drivers and high barriers to entry



2

Deploys an asset-light business model that allows for quick, capital-efficient growth helping to strengthen IDH's brand equity and maintain its position as the number one private provider in Egypt and Jordan



3

Strong historical growth with attractive margins, an unlevered balance sheet, and strong cash generation ability allowing for consistently high dividend distribution



4

Allowing for capitalization on multiple future growth avenues



5

Supported by a world-class management and board of directors with robust governance frameworks



Fast-Growing, Underserved Markets



The background is a complex digital collage. A large DNA double helix runs diagonally from the top right to the bottom left. In the center, a magnifying glass is positioned over a bar chart with blue and red bars. To the left of the magnifying glass, there is a cluster of hexagons, each containing a different medical icon: a brain, lungs, kidneys, a syringe, and a heart. Above the hexagons, there is a large teal cross. Below the hexagons, there is a smaller teal cross. In the bottom right corner, there is a small circular icon with the number 95 and the text 'bpm'. The overall color scheme is teal and blue, with a glowing, futuristic feel.

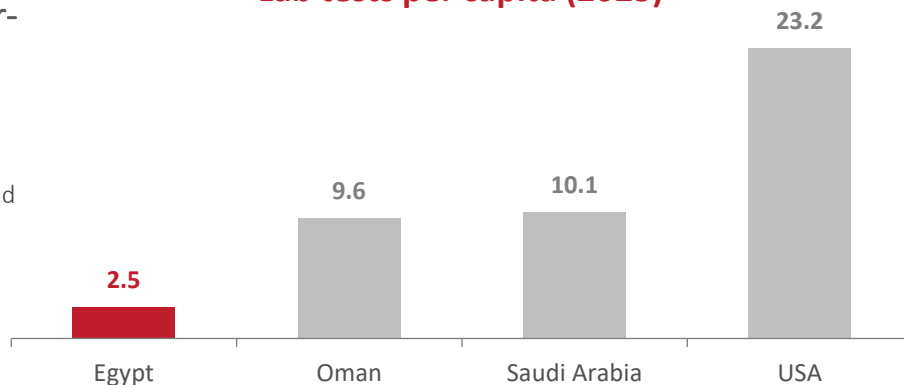
Favorable Industry Dynamics

IDH's home market of Egypt is underpinned by robust structural growth drivers

Operating in a still under-penetrated market

Healthcare expenditures-per-capita and lab tests-per-capita demonstrate the underpenetrated nature of the IDH's markets.

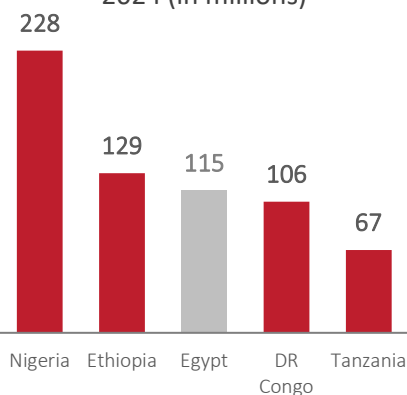
Lab tests per capita (2023)



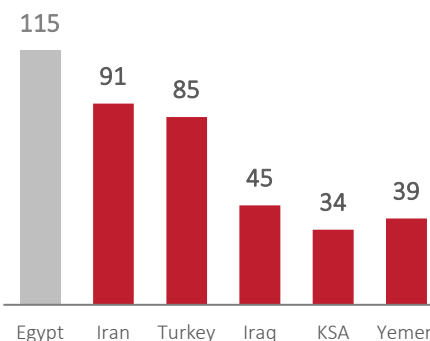
Large Populations

At well over 100 million, Egypt is the third most populous country in Africa and by far the most populous country in the Middle East.

African Populations 2024 (in millions)



Middle Eastern Populations 2024 (in millions)



Top 5 African and Middle Eastern Country Populations

High Disease Burden

The Egyptian population is marked by a high incidence of lifestyle-related medical conditions, with obesity being a notable example given its high correlation with many life-threatening illnesses including cardiovascular disease, diabetes and cancer.

34%

Adult Egyptian population that is obese

10%

Egyptian children who are considerably overweight

28%

Heart disease, the leading cause of death, highly correlated with obesity



Heightened Health Consciousness

A growing consumer class is, however, becoming more health and wellness conscious.

Source: Macrotrends, World Bank, IDF Diabetes Atlas 2021

*CAPMAS (Central Agency for Public Mobilization and Statistics) announced that Egypt's population had surpassed the 100 million in February 2020.

Favorable Industry Dynamics

IDH's markets are characterised by high barriers to entry



Economies of Scale

IT-enabled platform, critical mass (higher margins), decades of know-how and cutting-edge equipment mitigate against new entrants



Accreditation of Facilities

Attracting patients requires accredited, high-quality testing capabilities



Brand & Reputation

Patients are loyal to brands with a long track record for safety and quality



Market Reach

Fragmented markets necessitate a far-reaching network of branches to serve population effectively

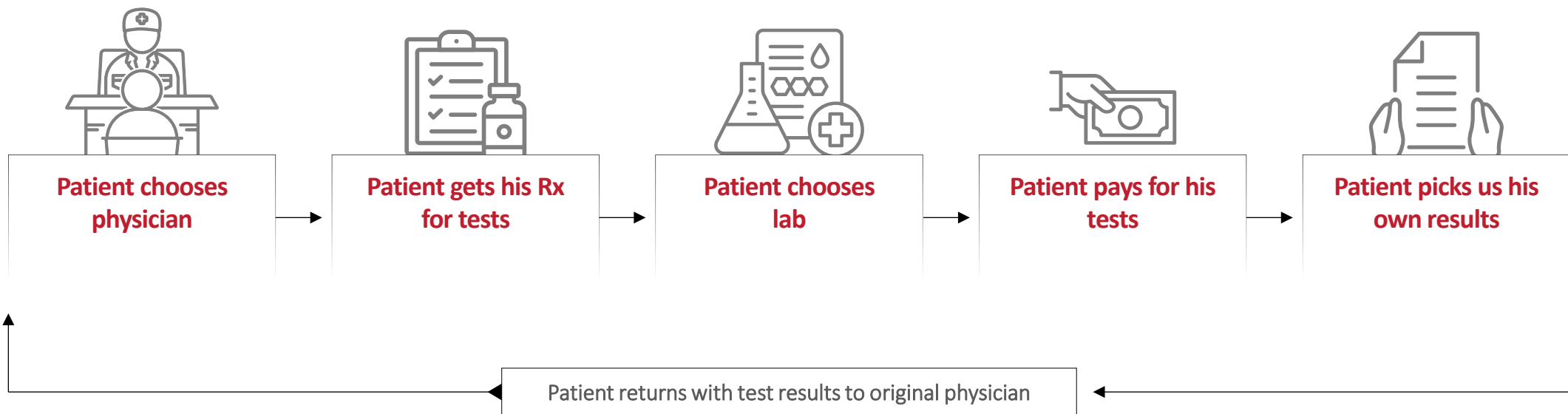
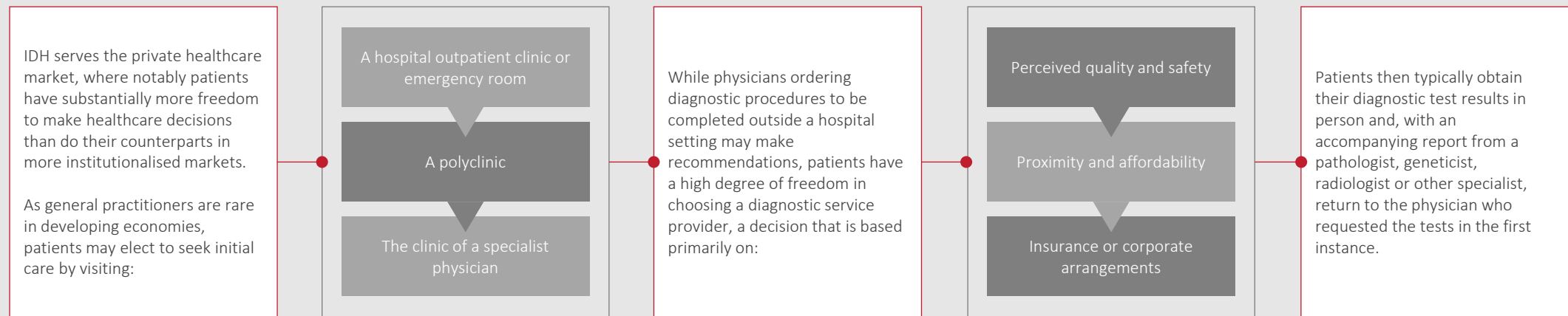


Key Stakeholder Relationships

Building a scalable platform requires strong relationships with all stakeholders – from key suppliers to the Ministry of Health

IDH is a Consumer-Facing Service Provider

The mechanics of healthcare markets in developing economies are markedly different from those in many Western healthcare industries

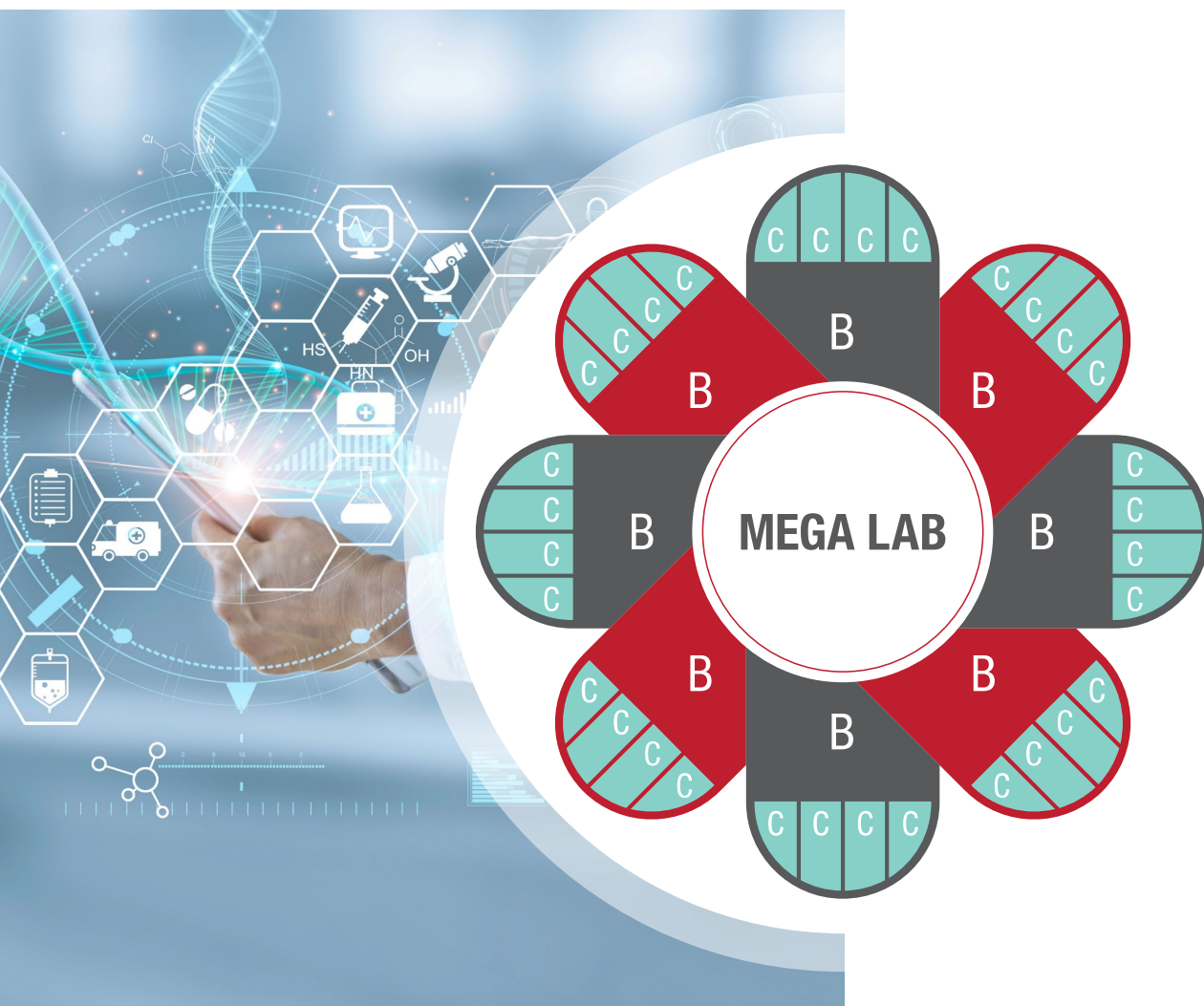


Scalable Business Model



Asset-light Business Model

IDH's "Hub, Spoke and Spike" business model enables the Company to organically expand its reach in highly-fragmented markets with underserved diagnostic services demand



Mega Lab: "Hub"

- The Mega Lab, the largest automated lab in Egypt, serves as IDH's diagnostic "Hub," equipped with the latest technology to provide a full suite of diagnostic tests.
- Significant cost synergies are realized on kits, logistics and quality control.

B Labs: "Spokes"

- The B Labs serve as "Spokes" that reduce traffic to the Mega Lab by processing routine test on site including chemistry, parasitology and hematology.
- B Labs are both large in size and higher in capacity than the C Labs.
- At 30 June 2025, there were seven B Labs in Egypt and 27 in Jordan.

C Labs: "Spikes"

- The C Labs are collection centers, conducting the most basic of tests.
- Because they require low capital to open, they enable IDH to expand its reach in highly-fragmented markets.
- Typical C Labs take an average of three months to set up.

Our Mega Lab

IDH's Mega Lab is the only CAP-accredited facility in Egypt, demonstrating the excellence of IDH's patient care and confidence in the laboratory's practices

Capabilities

- Mega Lab machines are **capable of conducting a wide range of tests**.
- Mega Lab is equipped with **state-of-the-art equipment from leading medical equipment suppliers**.
- New and esoteric test facilities at the Mega Lab **allow IDH to offer over 3,000 diagnostic tests**, helping to drive IDH's key test-per-patient metric.
- Solid **Lab Management System (LMS)** allows the **immediate disbursal of results through SMS**.

Capacity

- IDH's Mega Lab **doubled testing capacity to 30,000 tests per hour**.
- Capability for a broad range of tests provides IDH the ability to **plug and play for further expansion**.
- IDH's Mega Lab typically operates at 55% of its capacity leaving **ample room for further growth**.

Procurement

- Central procurement system ensures **coordinated purchasing across the Group**.
- IDH is able to negotiate **favourable kit prices** and procure additional equipment to enhance capacity.
- Centralised procurement model enables the company to **expand its operations in an efficient manner**.
- Thanks to its long-standing supplier relationships, IDH's **Mega Lab boasts the longest Siemens track** in the Middle East and Africa

Quality Control

- IDH's **Mega Lab is a CAP-accredited facility**, demonstrating the excellence of IDH's patient care.
- **IDH adheres to the highest quality standards**, with safety and testing procedures continuously enhanced.
- The centralization resulting from Mega Lab allows IDH to maintain a **tight oversight on quality**.

Key Figures

2015

Year of Establishment

100 k

Test per Day Workload

15

Operating Units in a 6-floor building

c. 250

Employees

4,000 sqm

Total Area

24/7

Operating Hours

Key Supplier Relationships

IDH leverages its bargaining power with suppliers to maximize value in a business that is fundamentally about economies of scale. Combined with the long-tenure nature of its supplier contracts, this provides significant protection against short-term price fluctuations.

Dynamics of Supplier Relationships

IDH engages in reagent deals whereby the majority of its testing equipment is provided at no upfront payment as part of a wider agreement to purchase a minimum volume of kits from the equipment supplier.

These contracts typically have tenors ranging from 5 to 7 years, with the equipment substituted following the contract's renewal.

Laboratory test kits are purchased on contract with volume-linked pricing.

Significant volume and scale has also placed the Company in a favorable position to negotiate test kit prices, thus manage costs effectively, especially during recent challenging macroeconomic times.

Supplier relationships helped protect gross margins despite multiple devaluations of the EGP since 2016 and are continuing to safeguard the business' cost base since the EGP floatation (down c. 225% from March 2022 to December 2024).

INTEGRATED DIAGNOSTICS HOLDINGS

biolab

Alborg Laboratories

ECHO LAB
RADIOLOGY & LABORATORY SERVICES

alborg scan

المرتبدا لآب
ULTRA LAB

al mokhtabar
moukhtabar laboratory

SIEMENS

Roche

sysmex

Abbott
A Promise for Life

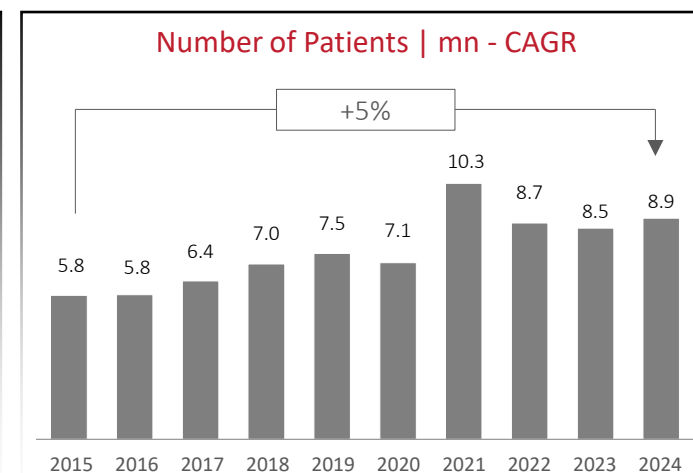
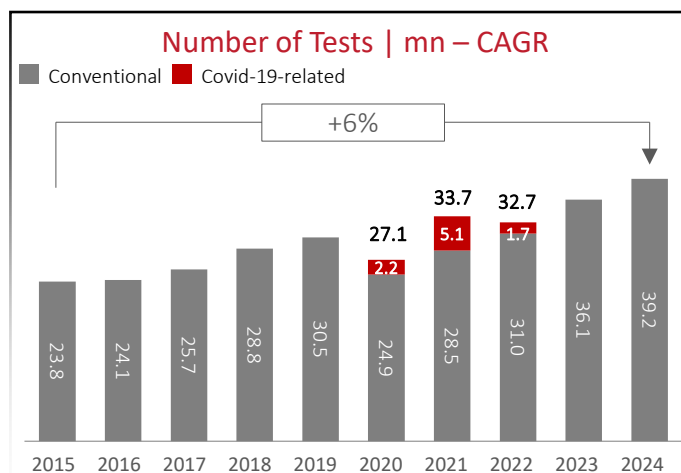
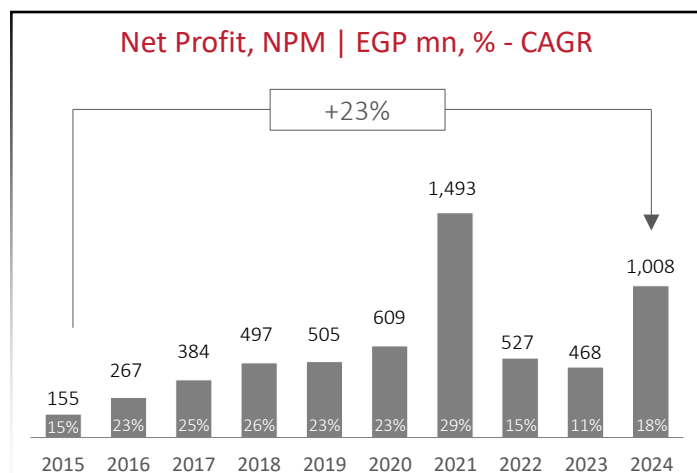
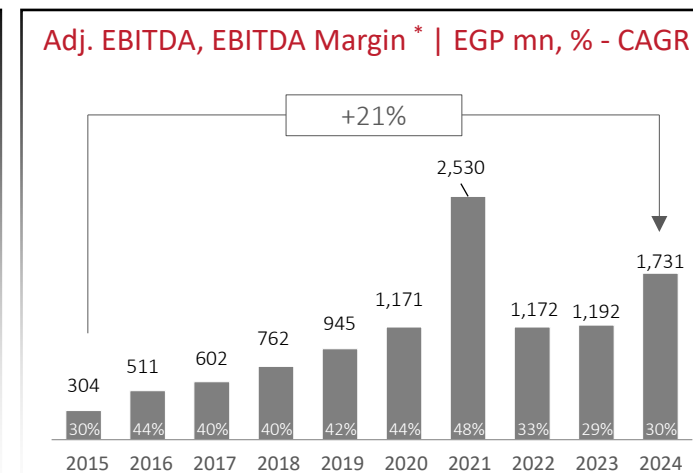
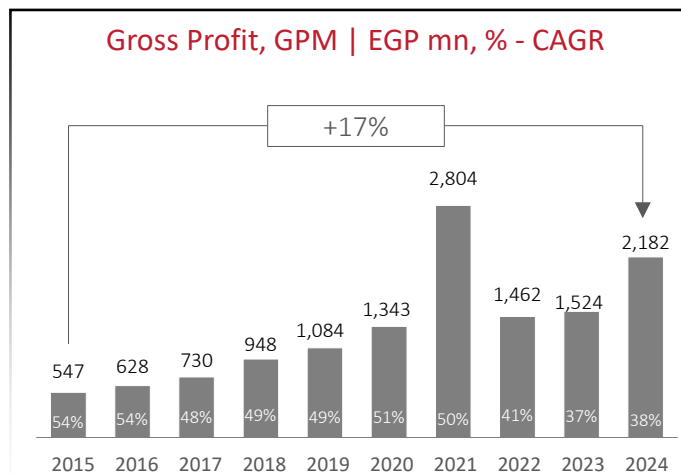
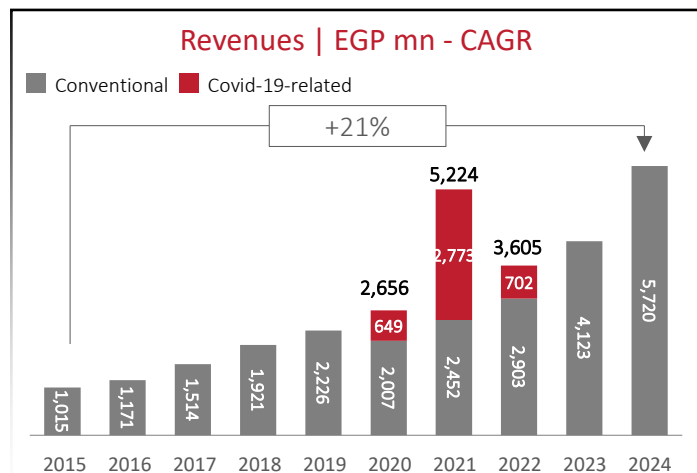
SUPPLIERS

Strong Growth and Financial Position



Key Financial Performance Indicators

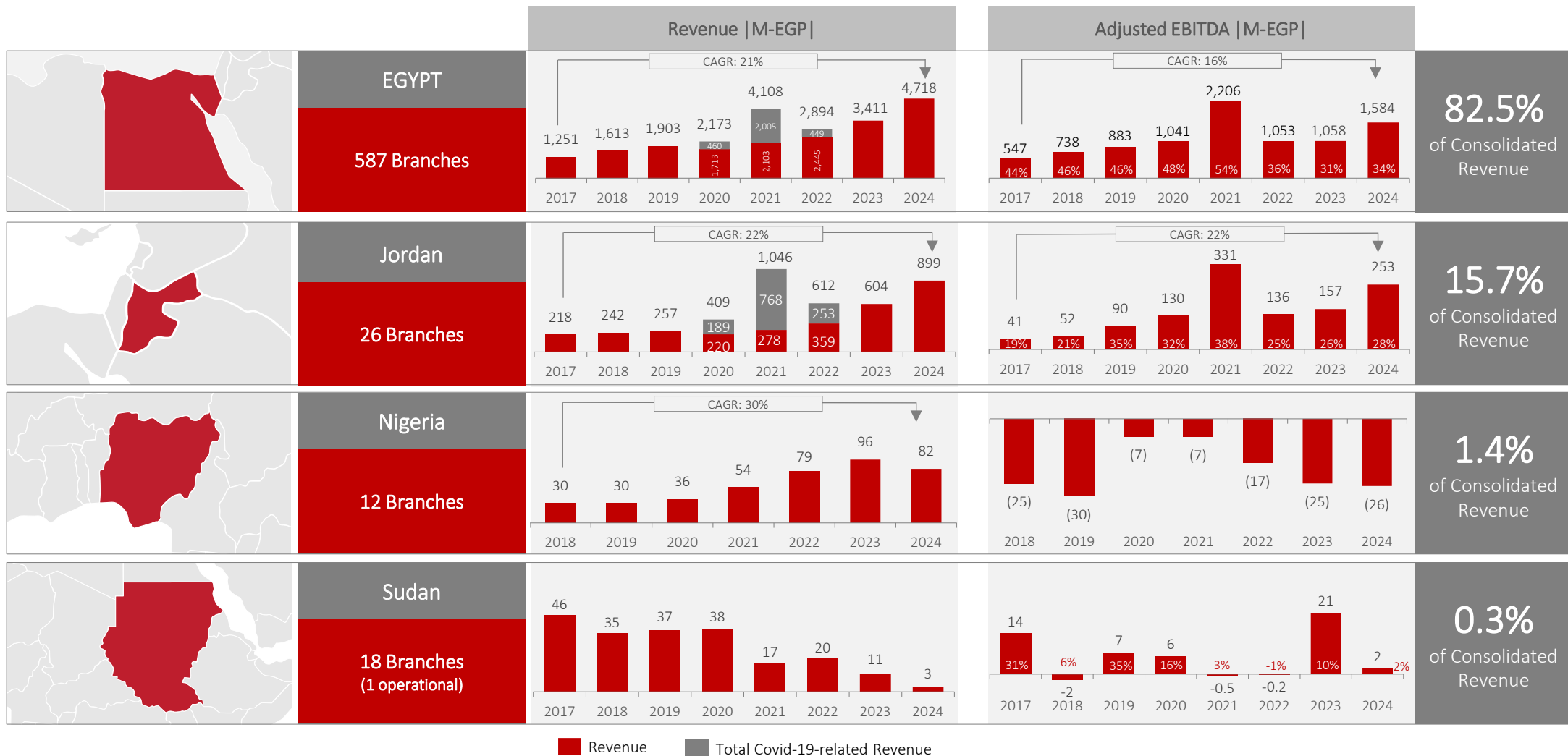
Since the Company's IPO on the LSE in 2015, IDH has delivered consistent top- and bottom-line growth supported by a steady increase in volumes and strategic price increases across the Group's service offering



* Adjusted EBITDA is calculated as EBITDA excluding one-off expenses incurred by the Group in FY 2021, FY 2022, and FY 2023.

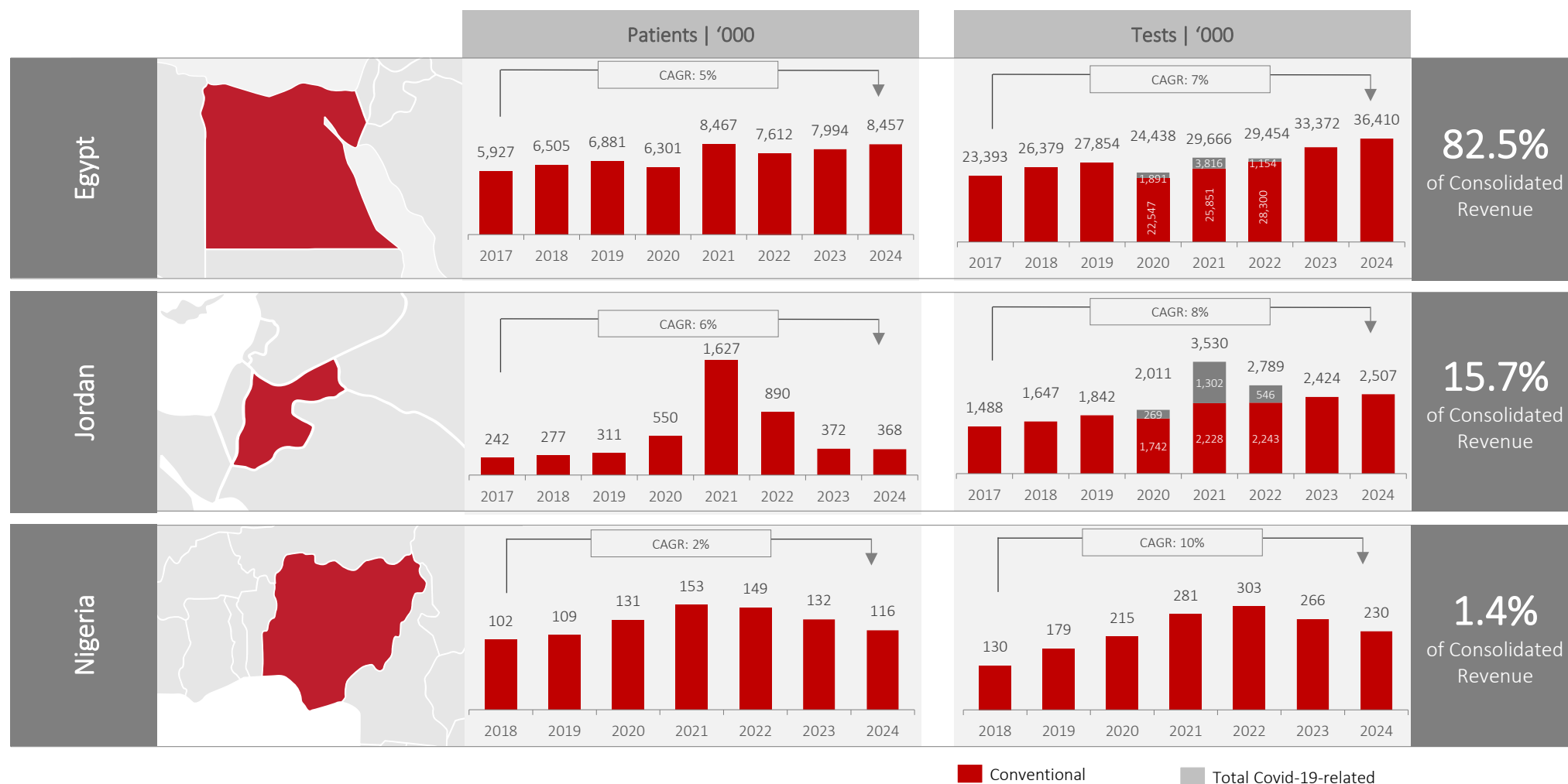
Regional Performance (I/II)

Across its footprint, the Company deploys tailored expansion strategies which enable it to continue driving growth irrespective of the prevailing macroeconomic environment

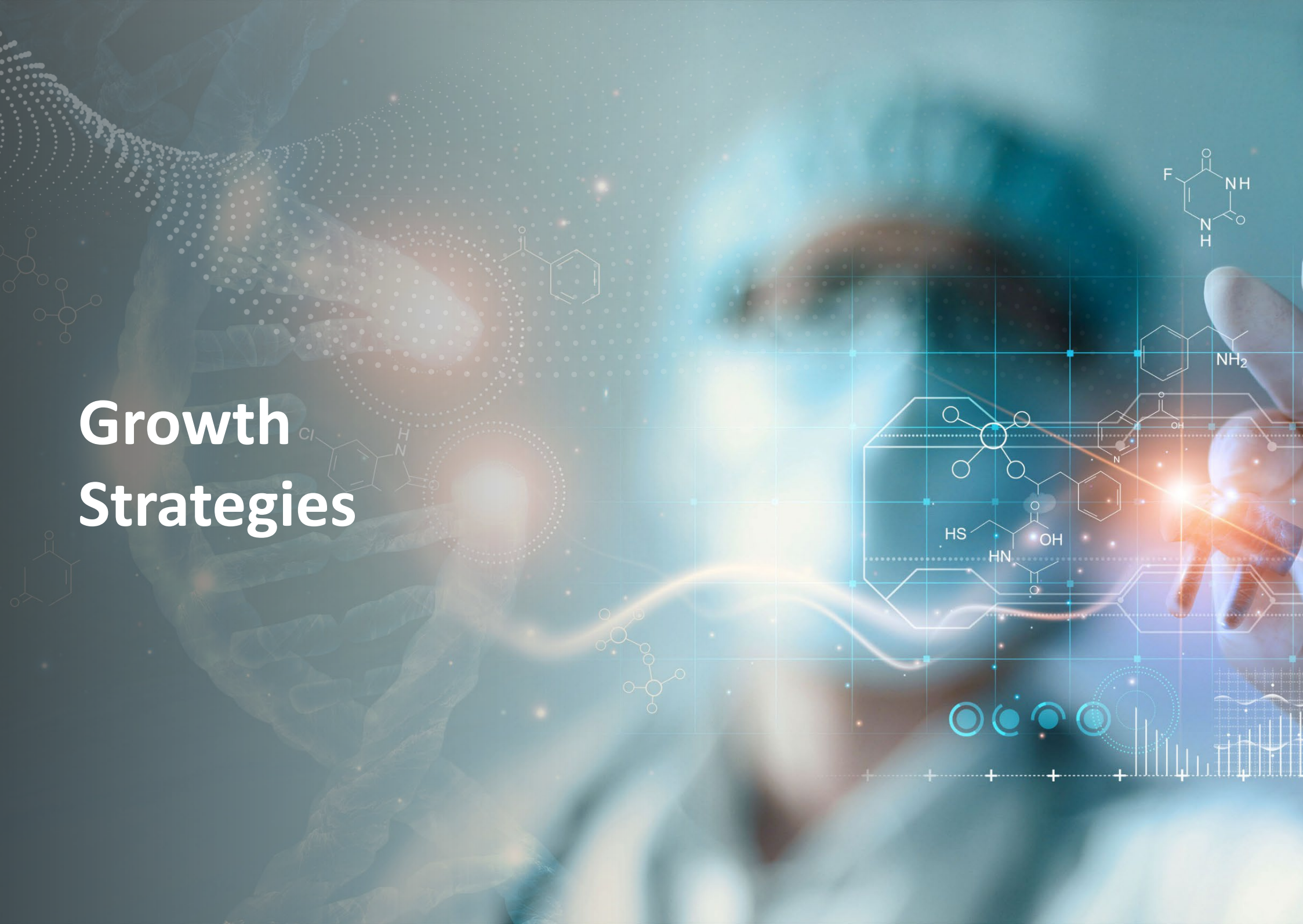


Regional Performance (II/II)

IDH's growing and increasingly attractive offering has enabled the Group to drive sustained volume expansion across its footprint. Similar strategies are being deployed in Saudi Arabia to ensure the rapid ramp up of the venture.



Growth Strategies



Future Growth Strategies

IDH's growth strategies rely on leveraging its competitive advantages to achieve four strategic goals

Expand Customer Reach

Beyond opening laboratories in new geographies, IDH is reaching out to new customers with focused tactical marketing activities as well as new customer services.

Expand Geographically

In addition to organic expansion, the Company continues to seek value-accretive acquisitions in African and Middle Eastern markets where its business model is well-suited to capitalise on similar healthcare and consumer trends and capture significant share of fragmented markets.

Increase Tests per Patient

While opening more branches will add both patients and tests, further diversifying the test portfolio in combination with compelling offerings of promotionally-priced test packages will drive the key financial metric of number of tests per patient.

Diversify into New Medical Services

The Group also looks to add diagnostic and medical services not currently provided on a large scale, believing its scale and experience position it well to take advantage of developing services opportunities that would raise the IDH profile to that of a "one-stop-shop" provider.

Expanding Customer Reach – Growing In Egypt

The Group enjoys ample growth room in Egypt thanks to its market leading position and extensive reach, attractive underlying fundamentals, and favourable regulatory environment

Reach and penetration

New growth opportunities in Egypt and other markets, coupled with IDH's market leading position, expanded product offering and patient base, increased service delivery capabilities, and growing visibility see the Company ideally positioned to continue **delivering robust growth in 2025 and beyond.**

+49

New branch roll outs in the year to 30 June 2025

Expanded digital presence

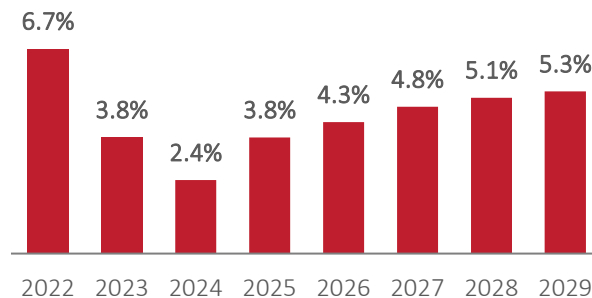
New loyalty programmes (Dsquares)

Largest branch network in the country

Increased cross-selling capabilities

Solid Fundamentals

Forecasted GDP Growth¹



1.7%

Annual population growth rate

62%

Proportion of undiagnosed diabetes² in adult Egyptian population (1 in 5 adults has diabetes)

35%

Adult Egyptian population that is obese

28%

Heart disease, the leading cause of death, highly correlated with obesity

Universal Healthcare Act

The Universal Health Insurance Law No.2 was introduced in 2018 to modernise the country's outdated health insurance system. To be completed in 2030, the new framework aims to extend coverage and access to high-quality healthcare and insurance to all of Egypt's population, in turn opening up important growth opportunities for the private sector.

5

Egyptian cities now covered by universal healthcare act

12

IDH accredited labs for uni. healthcare programme in Egypt

35%

Completion of Universal Insurance rollout

Private Sector

The Egyptian government is looking to incentivize private sector participation to aid in programme's success

¹ IMF WEO January 2025, ² IDF Diabetes Atlas 2021

Diversifying Service Offering – Al Borg Scan Ramp-Up

IDH's radiology venture, Al Borg Scan, continues expanding its top line on the back of increased test volumes and average revenue per test

2018

Year of establishment

7 branches

Covering Cairo from East to West

Fastest growing chain in Egypt

EGP **673_{mn}**

Revenue

Since inception

901_k

Scans Performed

Since inception

683_k

Patients Served

Since inception

EGP **224_{mn}**

Revenue in FY 2024

5% of Egypt Revenue in FY 2024

EGP **854**

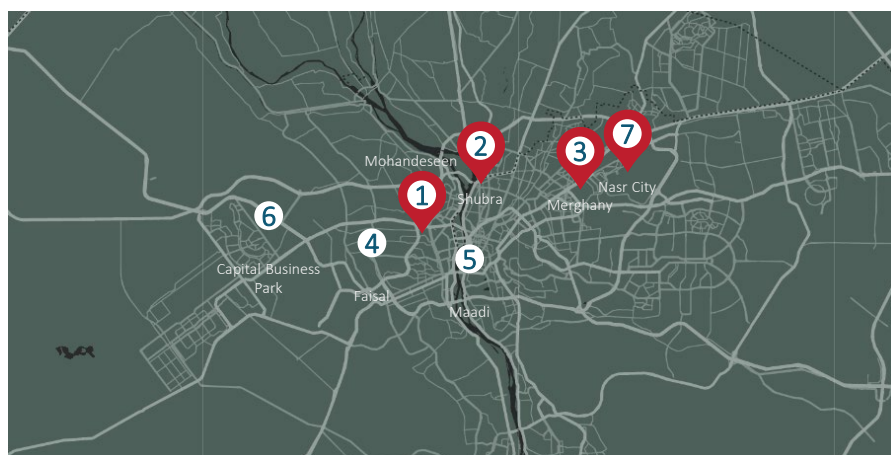
Average Revenue per Test in FY 2024

▲ 19% y-o-y

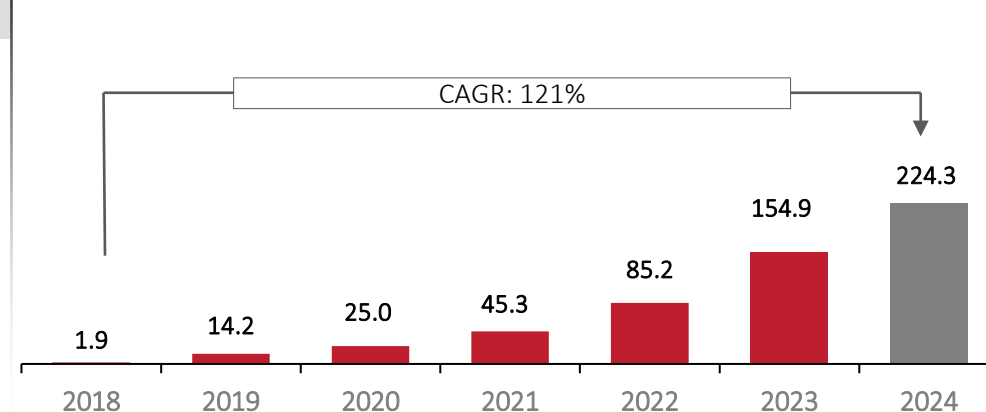
c. EGP **600_{mn}**

Total Investment to Date

Enjoying wide and expanding coverage across Greater Cairo



Leading to rapidly growing revenues since inception



Diversifying Service Offering – Al Borg Scan Expansion Updates

Al Borg Scan operates seven branches, one of which was inaugurated in 2023. The Group also recently earned the prestigious ACR (American College of Radiology) accreditation for Al Borg Scan's Nuclear Medicine and ultrasound units.



Al Borg Scan draws on Al Borg's brand equity to position itself as a premium service provider offering the full range of imaging services using the latest technology and highly trained staff.



ACR Certified

Rationale

Leverage the strong relationship between the Al Borg brand and its millions of customers while capitalizing on favorable key market dynamics.

Leadership

The business is led by a group of the nation's most prominent radiologists with a track record at Egypt's leading hospitals and radiology centres.

International Accreditations

In 2022, Al-Borg Scan's Nuclear Medicine and Ultrasound units obtained ACR accreditation, the first lab in Africa to earn the prestigious certificate

Alborg Scan Overview

Al Borg Scan offers a full range of radiology services, including magnetic resonance imaging (MRI), computed tomography (CT), ultrasound, x-ray and mammograms.

Technology Providers



Key Services



CT Scan



MRI



X-Ray



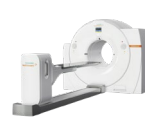
Mammography



Ultrasound



EMG



PET-CT



EEG



CT Scan



Stress ECG



Panorama and Cone Beam CT Imaging



DEXA



Anesthesia Services

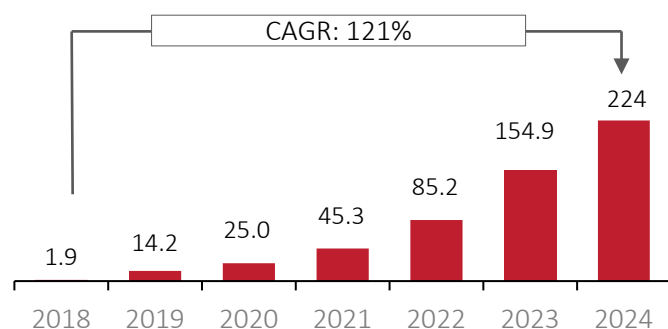


Uroynamics

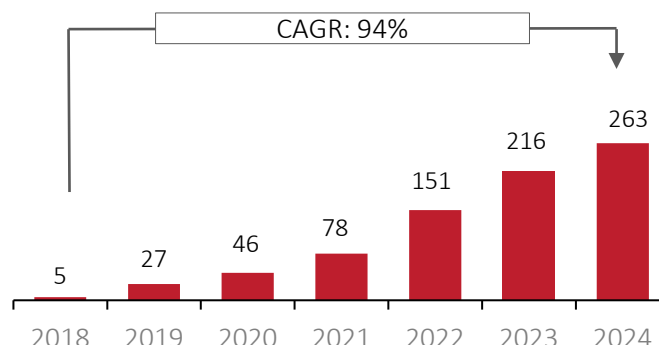
AI Borg Scan Maintains Growth Trajectory

IDH's Egyptian radiology venture, AI Borg Scan, continues expanding its top-line and expanding its contribution to Egypt revenues, driven by sustained increases in test volumes and higher revenue per test

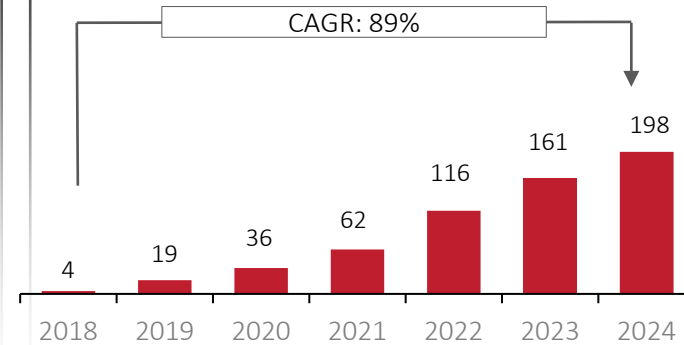
Revenue | EGP mn



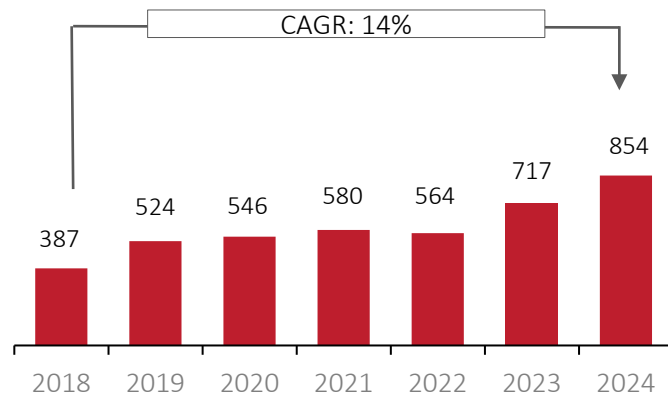
Scans Performed | '000



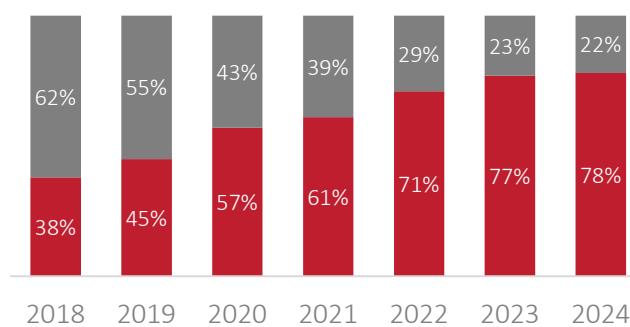
Patients Served | '000



Average Revenue per Test | EGP

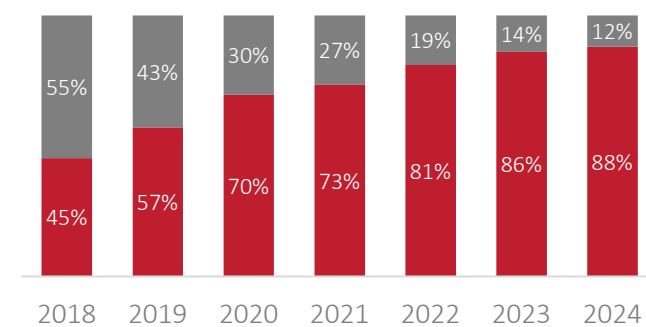


Revenue Split | Corporate vs. Walk-in



■ Corporate ■ Walk-in

Patient Split | Corporate vs. Walk-in



■ Corporate ■ Walk-in

House Call Services (Egypt and Jordan)

IDH's house call services, offered in both Egypt and Jordan, is becoming a primary contributor to top-line, averaging 16% compared to a pre-pandemic contribution of 9%



Expands Reach

Expands IDH's customer base reaching new segments of the populations



Fee-Based

Services are offered at the same price as those performed at physical branches plus an additional fee to cover travel costs



Profitable

Tests performed as part of IDH's House Call offering have largely the same contribution margin as conventional tests performed at labs



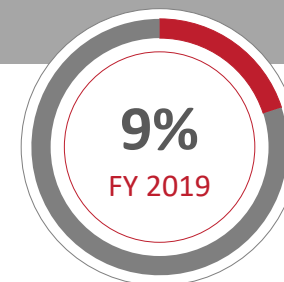
Records for Cross-Selling

Once new patients are onboarded, their records are stored in IDH's system to provide tailored services and develop a long-term relationship

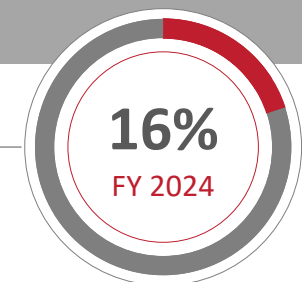
House call services witnessed rising demand during the Covid-19 pandemic

Up to **5,000**
Visits per Day

Up to **10,000**
Answered Calls per Day



Revenue
Contribution



c.6.5

Tests per Patient in FY24

983 k

House call Patients Served FY24

EGP 141

Revenue per Test in FY24

6.3 mn

House call Tests Performed FY24

Expanding Customer Reach – State-sponsored Initiatives

IDH's nationwide presence and strong brand equity position it well to benefit from state-sponsored campaigns to increase awareness of preventative healthcare with diagnostic testing

Duration

8 months

Nov '18 – Jun '19

Diagnostic Testing Targeting

50 mn

Citizens

Reach

Nationwide

Cost

Free for citizens



"100 Million Healthy Lives" campaign

The largest health campaign under the directive of the Egyptian President Abdel-Fattah El-Sisi, which aims to **eradicate hepatitis C across Egypt** as part of the administration's strategic 2020 plan.

The campaign also aims to **stymie the growth of chronic diseases** such as high blood pressure, diabetes and obesity, **by raising awareness on the importance of preventative healthcare with diagnostic testing.**

The campaign was launched in November 2018 and concluded in June 2019.

Revenue Generated

EGP 84 mn

Nov '18 – Jun '19

Tests Completed

4.4 mn

Nov '18 – Jun '19

Patients Served

409 K

Nov '18 – Jun '19

Average Revenue per Test

EGP 18

Expanding Customer Reach – IDH Awareness Campaigns

Parallel to state-sponsored initiatives, IDH also runs its own awareness campaigns focusing on specific diseases on a monthly basis and offering discounts on related testing

<p>IDH's PCR Offers and Campaigns</p>		<p>Discounts on PCR testing for Covid-19</p>		<p>PCR testing for Covid-19 for people traveling</p>
<p>IDH Disease Awareness and Discount Campaigns</p>		<p>20% discounts on food poisoning tests</p>		<p>Campaign to increase awareness on the dangers of anemia during pregnancy</p>

Diversifying Service Offering – New Investment in Wayak

IDH launches new subsidiary “Wayak” to offer data-driven healthcare services, utilising data analytics and artificial intelligence to capitalise on IDH’s database of over c.13 million patients



Medication to be hand-delivered directly to the patient



Service provider referrals to IDH’s network



Online consultations with Diagnostics reminders



Discounted services at IDH’s network of service providers, including but not limited to lab tests



Customer service and follow-up through our call center



Healthcare Records by patients’ request

Growing Geographic Footprint– Investment Rationale

IDH's regional expansion strategy targets acquisitions in African, Middle Eastern and Asian markets where it can deploy its proven business model and generate accretive value



Growing economies and strong demographics



Similar healthcare market structure to IDH's existing markets – no general practitioner and consumer-facing



Countries with stable regulatory environment



Acquisition targets must have been profitable for at least two to three years



Well-run companies with qualified management team able to deliver on strategy



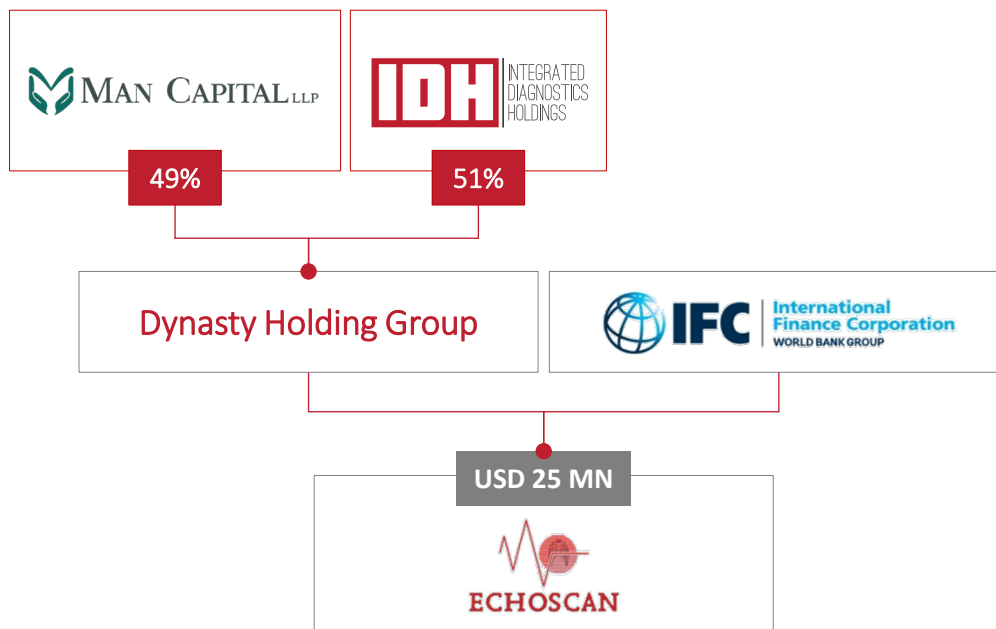
Targeting majority stakes



Growing Geographic Footprint – Nigeria Expansion*

In December 2017, IDH further expanded its geographical footprint with an investment in Nigeria, a value-accretive acquisition in a large, fragmented and underpenetrated diagnostic services market where our business model is well-suited to capitalise on similar healthcare and consumer trends. EBITDA losses amounted to EGP 26 million in FY 2024, unchanged from the previous year. This reduction in losses, in EGP terms, is largely attributed to the translation effect of the Nigerian Naira devaluation.

IDH entered into a strategic alliance with Man Capital LLP to form Dynasty Holding Group (“Dynasty”), which in turn partnered with the International Finance Corporation to acquire a majority stake in Eagle Eye Echo-Scan Limited (“Echo-Scan”), a medical diagnostics business based in Nigeria. The acquisition was financed through a capital increase.



Patient Split



Key player in Nigeria, providing quality medical diagnostic services across 12 state-of-the-art diagnostic centres in country’s underserved private healthcare sector

Locations

USD 25 million will be collectively invested into Echo-Lab to expand its service offering, nationwide footprint, and improve its quality standards

USD **9.6** mn

Invested by Dynasty in
FY2018 + FY2019

USD **2.6** mn

Invested by Dynasty in
since FY2020

USD **13.3** mn

Invested by Dynasty to
Date

USD **1.1** mn

Invested by IFC in FY2018

USD **1.0** mn

Invested by IFC in FY2019

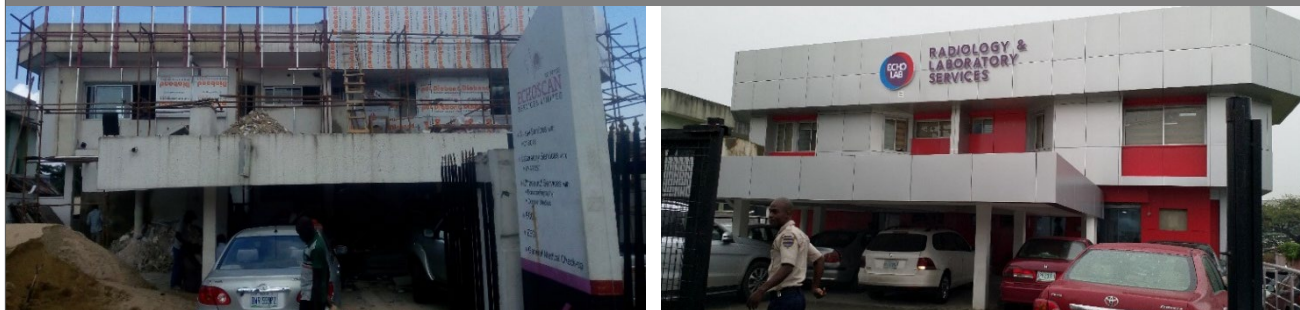
USD **2.4** mn

Invested by IFC to Date

* Figures as of 30 June 2025.

Nigeria Branch Roll-Out and Renovations

Opebi Branch Renovation and Rebranding



Area 11 Branch Renovation and Rebranding



Benin Branch Renovation & Rebranding



New Victoria Island Branch

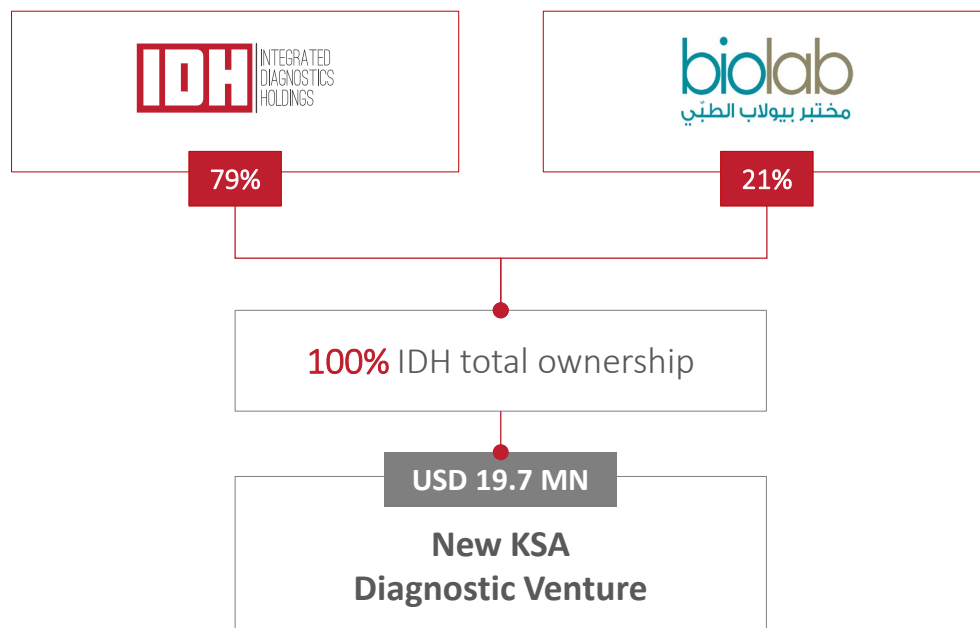


Growing Geographic Footprint – KSA Expansion

In October 2022, IDH and Biolab signed a JV agreement with Izhoor, a company owned by Fawaz Alhokair, to launch a full-fledged pathology diagnostic services provider in Saudi Arabia. **In December 2024, IDH purchased Izhoor's full stake in the new venture, enabling the Company to rapidly ramp up operations and capitalise on the large opportunity.**

Current Structure

Following the purchase of Izhoor's 49.0% stake in Biolab KSA, the Group now owns 100% of the venture (79% controlled by IDH and 21% controlled by Biolab). The partners plan to inject another USD 3.0 million in 2025, taking the total to USD 8.0 million.



Deal Specifics

USD **10.0** mn

Estimated total investments
by year-end 2025

3

Operational branches

USD **6.2** mn

Investments as at 30 June
2025

Jan. 2024

First branch launch date

USD **3.0** mn

Planned investment over FY
2025

6

Planned branch network by
year-end 2025

An Attractive Market

14.4%

Share of govt. budget on
healthcare (60% of GCC
total)

300/2,250

Hospitals/Healthcare
Centres privatised by 2030

2%

Avg. population growth rate
(3rd largest in the region)

**Attractive Diagnostic
Market Growth Profile**

One of the fastest growing
in the Middle East and
Africa (MEA) over the
coming six years

**High Healthcare
Spending per Capita**

Set to rise further in the
coming years

2030 Vision

Healthcare and private
sector participation are key
areas of focus for the Saudi
government

Strong Leadership & Governance



Governance

A World-Class Board of Directors

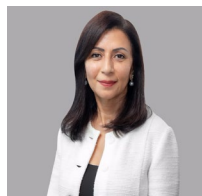
The majority of members of IDH's Board of Directors are non-executive and offer significant experience in the healthcare market, MENA region and investment activities



Lord St John of Bletso¹

Non-Executive Chairman
Chairman of the Nomination Committee

Lord St John has been an active Crossbench member of the House of Lords, UK Parliament, since 1978. He serves on the boards of several listed and unlisted companies, including Yellow Cake plc, Gulf Marine Services plc, Strand Hanson Ltd, Kneoworld UK Limited, and GMS Resources Limited. He also holds mentoring advisory roles with Farrant Group Ltd., BetWay Ltd., Geobear Ltd, and ROC Technologies Ltd. Lord St John has a strong interest in the charitable sector and serves as a trustee to several charities focused on wildlife conservation, poverty reduction, education, and healthcare. He graduated with a BA in Law and BSocSc in Psychology from Cape Town University, a BProc from the University of South Africa, and Masters of Law (LLM) from the London School of Economics. He practised as an attorney before his 25-year career in financial services in the City of London.



Prof. Dr. Hend El Sherbini

Group Chief Executive Officer

Dr. Hend has been IDH Group's Chief Executive Officer since 2012 and, prior to that, served as the CEO of Al Mokhtabar – Egypt's oldest brand – between 2004 and 2012. She received her MBBCh and her Master's degree in Clinical and Chemical Pathology from Cairo University in the early 1990s, and she also holds a Master's degree in Public Health from Emory University in Atlanta. Dr. Hend completed her PhD in Immunology from Cairo University in 2000, where she is also a professor of clinical pathology at the university's Faculty of Medicine. She sits on the Board of American Society of Clinical Pathology (Egypt) and consults on the international certification process. Dr. Hend completed an Executive MBA from the London Business School in 2015 and was featured as one of Forbes' most powerful women between 2016 and 2023.



Sherif El Zeiny

Group Chief Financial Officer
and Executive Director

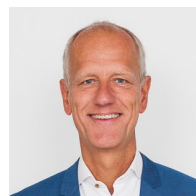
Mr. El Zeiny is a certified Board Director and Executive Partner with over three decades of experience in financial management, business leadership, and corporate strategy. He currently serves as Vice President and Group Chief Financial Officer at IDH. El Zeiny also leads the Group's investment and M&A efforts and has been overseeing IDH's KSA expansion throughout the past twelve months. Throughout his career, he has filled several executive positions in various leading regional and international corporations, most recently serving as Vice President and Chief Financial Officer at Elsewedy Electric Group. Mr. El Zeiny holds an MBA from the City University of Seattle, a Non-Executive Director Diploma from the Financial Times, and a BA in Accounting from Cairo University.



Hussein Choucri^{1,2,3}

Non-Executive Chairman
of the Remuneration Committee

Mr. Choucri is the Chair and Managing Director of HC Securities and Investment, which he established in May 1996. He currently sits on the boards of Fawry Banking and Payment Technology Services Ltd. (Fawry), and the Egyptian Center for Economic Studies (ECES). Mr. Choucri served as the Managing Director of Morgan Stanley from 1987 to 1993 and served as Advisory Director at Morgan Stanley from 1993 to 2007. He received his Management Diploma from The American University in Cairo in 1978.



Dan Olsson^{1,2,3}

Independent Non-Executive Director

Mr. Olsson has long and extensive international experience in the diagnostic and healthcare services sector, where he has served in a range of executive positions — among others, as head of diagnostics in the pan-European healthcare group Capiro; CEO of Unilabs, a pan-European diagnostic provider; and CEO of Helsa, a Swedish healthcare group. He currently works as an independent advisor and holds non-executive positions at Purch AB and Ambae AB (Publ). Mr. Olsson has worked in the healthcare sector since 1999. Mr. Olsson studied Economics at the University of Lund in Sweden.



Richard Henry Phillips

Non-Executive Director

Mr. Phillips is a founding partner of Actis LLP, the emerging markets private equity group. As Actis LLP is one of the Company's major shareholders, Mr. Phillips is not considered by the Board as being independent. He is the Head of Private Equity for Actis and is a member of the Actis Investment Committee. Mr. Phillips is a director on the board of a number of companies, including Honoris United Universities, Les Laboratoires Medis SA, and others. Mr. Phillips holds a degree in Economics from the University of Exeter.



Yvonne Stillhart^{2,3}

Independent Non-Executive Director and Chair of the Audit Committee

Ms. Stillhart is an experienced board director and senior executive with over 30 years of leadership in finance, strategic risk management, growth acceleration, and transformational leadership across a wide range of industries and regions, including Europe, the USA, and Africa. Yvonne brings a global perspective and proven expertise to her governance roles. She holds board and committee roles at UBS Asset Management Switzerland Ltd, EPE Capital (South Africa), and Patria Private Equity Trust Plc. (UK) She has co-founded and led as a Senior Partner a specialised private equity manager in Switzerland. She holds a Directors Certificate from Harvard Business School and is a Qualified Risk Director®. She is fluent in German, English, Spanish and French.

¹ Nomination Committee, ² Remuneration Committee, ³ Audit Committee

IDH is committed to implementing best practices in corporate governance through the expertise of both the individual Directors and outside parties

Anti-Bribery and Anti Corruption Policy (ABAC)

The IDH Anti-Bribery and Corruption Policy requires compliance with the highest ethical standards and all anti-corruption laws applicable in the countries in which IDH conducts business (whether through a third party or otherwise).

No Referral Fee Policy

The practice of paying kickbacks is incompatible with the laws of most established international jurisdictions. IDH maintains a strict policy on referral fees and prohibits the payment of “commissions and financial incentives or making illegal profits” when referring patients for medical tests.

Gift Policy

IDH is committed to serving our customers and working with our partners with the highest standards of integrity. In line with this commitment, we adopt a “No Gift Policy” whereby our employees are not allowed to exchange gifts with current or potential customers, suppliers or business partners. This is to prevent any conflicts of interest, or appearance of such in our business dealings.

Internal Audit Procedures

The Board has delegated oversight of the Group’s system of internal controls to the Audit Committee to safeguard the assets of the Group and the interests of shareholders.

The Audit Committee reviews the effectiveness of the Group’s internal controls on an ongoing basis and reports back to the Board with their findings and recommendations.

The Board has accordingly established that the Group has in place internal controls to manage risk including:

the outsourcing of the internal audit function to professionals from Ernst & Young (EY) until an Internal Auditor was appointed for the Group on 16 May 2016;

the identification and management of risk at the level of operating departments by the heads of those departments; and

regular Board level discussion of the major business risks of the Group, together with measures being taken to contain and mitigate those risks.

While not required to comply with UK Corporate Governance Code, IDH aims to voluntarily comply with aspects of the Code while continually working toward closing the gap with premium listed entities on the London Stock Exchange. To date, the Company has established four Board committees (members on overleaf):

1

Nominations Committee

2

Remuneration Committee

3

Audit Committee

4

M&A Committee

Sustainability

Founded on the principle of providing quality medical assistance and services to better the lives of individuals and the community at large, IDH views corporate responsibility initiatives as an extension of its core purpose with the aim of improving communities in which it does business

The Moamena Kamel Foundation for Training and Skill Development

Primary Services

1

Free healthcare clinics

2

Loans for entrepreneurial women

3

Educational services for the children of Al Duweiga community

4

Providing food for families in need of such assistance

5

Coverage of running costs for the ICU at Cairo's public-sector Kasr El Aini Hospital

IDH commits up to 1% of the net after-tax profit of its subsidiaries, Al Borg and Al Mokhtabar, to the Moamena Kamel Foundation for Training and Skill Development.

Other Corporate Responsibility Initiatives

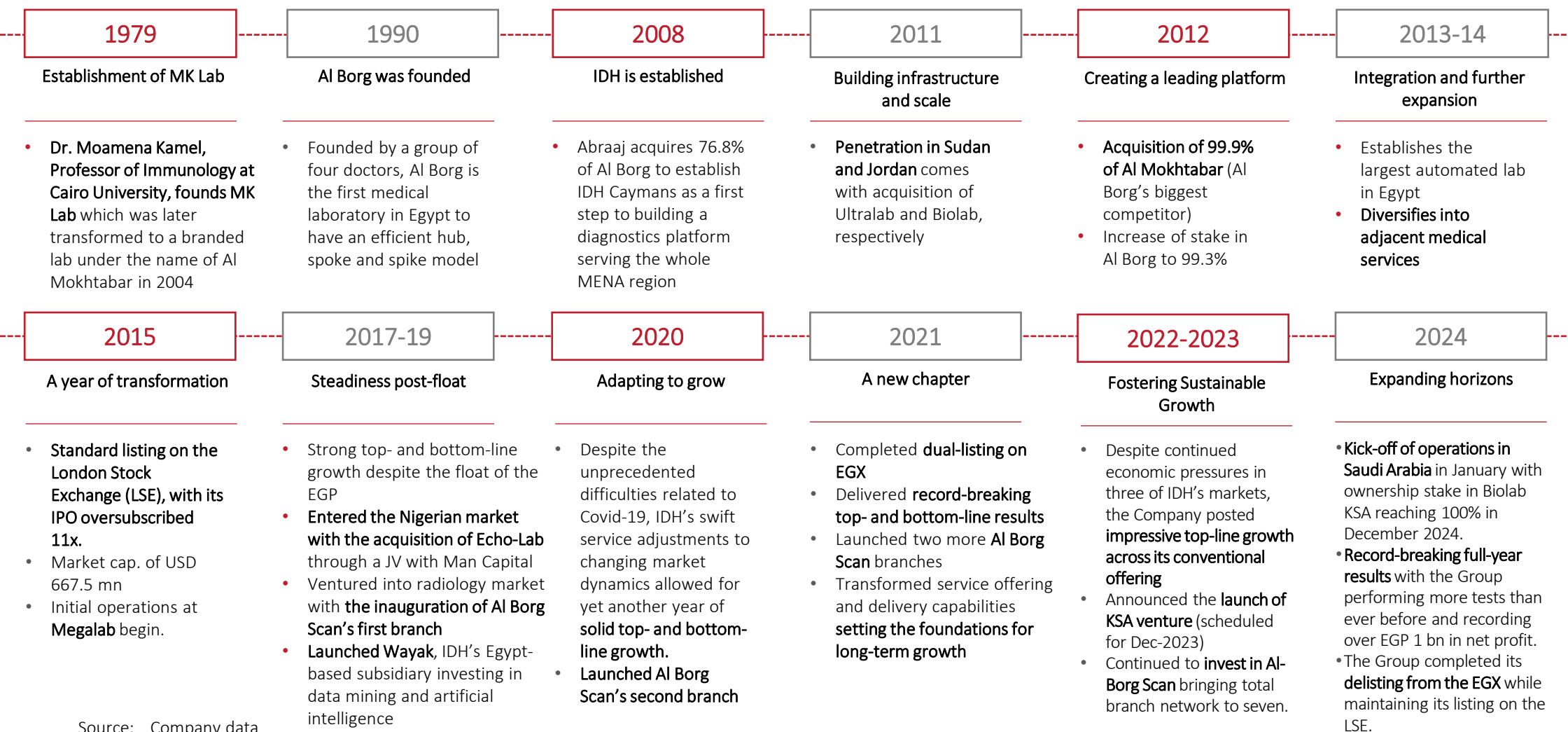
- Services to Kasr El Aini Hospital
 - Providing medical supplies to ICU and other units
 - Providing monthly incentives for nurses at the ICU
 - Provided 12-20 beds
- Providing finance and in-kind support to El Manial Hospital
- Financial and in-kind support to Egyptians during natural disasters
- Providing Ramadan iftar (feast) meals to the underprivileged during Ramadan
- Providing free medical tests to underprivileged Egyptian children
- Sponsoring medical convoys in Fayoum

Appendix



IDH Development Story

Over 40 years of industry experience, complemented by strategic expansion to develop a strong market position across products and geographies. Today IDH has built a **scalable platform that is positioned for further strong growth**



Source: Company data

