



# Specialized Medical Company (SMC Healthcare)

FY 2025

Results Presentation

March 12, 2026



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# Today's Presenters



**Mr. Bassam  
Chahine**  
Chief Executive Officer

30 Years of Experience  
25 Years at SMC



**Mr. Hani  
Charani**  
Chief Financial Officer

34 Years of Experience  
21 Years at SMC



**Mr. Sadiq Ali Al-Ali**  
Director of Investor Relations  
& Board Secretary

17 Years of Experience  
1 Year at SMC

# Agenda

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Company Overview & Strategic Updates

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# Company Overview & Strategic Updates



# SMC Healthcare Is a Leading Integrated Healthcare Provider with Comprehensive Services Covering the Entire Healthcare Value Chain

SMC Healthcare operates two hospitals with more than 320 clinics, a range of ancillary services including home healthcare, diagnostics and patient support, all of which are supported by a comprehensive pharmacy network.

## Strong Roots in Riyadh Driving Unmatched Accessibility with a Team of Top-Tier Healthcare Professionals

2 core hospitals



With 320+ clinics



Doctors (as of FY 2025)

**502**



IP | OP Visits  
(FY25)

**160K | 1.4M**



Nurses (as of FY 2025)

**1,077**

## Comprehensive Services Covering the Entire Healthcare Value Chain with Centers of Excellence in...



General & Specialized Surgery



Laboratory Services



Urology Services



Oncology



IVF and Fertility Center



Cardiology



Nephrology



Ophthalmology

## In-house Developed Applications Streamlining the Patient Journey...



Online Booking



Online Check In



Online Payment



Additional Services

...supported by advanced tech capabilities



AI Radiology Images



Automated Replies to Insurance Companies



AI Clinical Recommendations



AI Interpretation of Medical Results

# Medical Services Overview



## Strategic shift in revenue mix executed

SMC prioritized outpatient<sup>1</sup> and higher-margin acute services. The transition is now substantially complete, with 57 high-demand outpatient clinics already rolled out, following the repurposing of space previously dedicated to long-term care (LTC) beds. In parallel, SMC has completed the redeployment of beds historically utilized for LTC services into high-performing acute specialties. To support this shift, SMC has implemented a targeted physician recruitment program and deployed advanced digital triage, appointment-scheduling, and capacity-management tools to streamline patient flow and maximize room utilization. These initiatives have driven higher volumes, improved case-mix quality, and supported margin expansion, with further growth expected in the coming period.

### Inpatient services



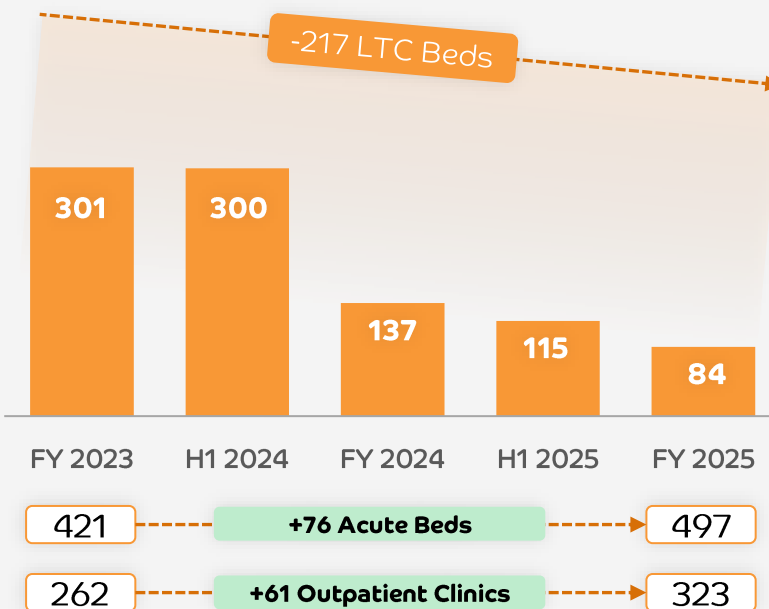
Medical services that require patient hospitalization and usually related to surgeries, intensive care and other ancillary services

### Outpatient services<sup>1</sup>



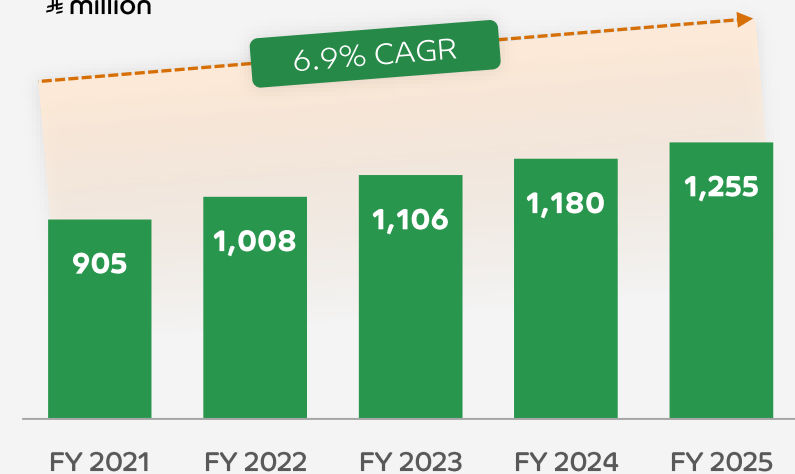
Medical treatments, consultations, and procedures that do not require hospitalization, such as routine check-ups, diagnostic tests and minor procedures

### Long-Term Care (LTC) Beds: (2023-2025)



### Medical Services<sup>2</sup>: Revenue (2021-2025)

₹ million



1: Outpatient services exclude the pharmacy business segment | 2: Revenues exclude the pharmacy and food and catering business segments

# Key Highlights – FY 2025



**Generated record net revenue of SAR 1,538.5 million in FY 2025, up 7.0% YoY** driven by strong acute admissions and sustained outpatient growth following the rollout and ramp-up<sup>1</sup> of 57 new clinics during the year



**Net profit reached a record SAR 266.2\* million in FY 2025, up 43.7% YoY**, supported by strong operating leverage and a record fourth quarter performance



**The Board recommended the Company's first ever ordinary cash dividend, amounting to SAR 80 million for the financial year 2025**



**Investment in the Al Wadi Real Estate Fund**, supporting the SMC 3 project and unlocking capital to accelerate the Company's growth strategy



**Post-period, SMC Clinics in Al Malqa commenced operations in January 2026**, expanding SMC's outpatient footprint in northern Riyadh

1: The ramp-up of 41 new clinics rolled out in H1 2025 and addition of 16 new clinics in Q4 2025 drove an 11.8% rise YoY in outpatient clinic visits, which reached 1.4 million visits in FY 2025

\* Includes a #60.6 million one-off gain on sale of land contribution to the Al Wadi Real Estate Fund

# Creating Value for Shareholders

 **₪80M**  
Cash dividend

 **₪0.32**  
Dividend per share

## Shareholder Returns and Dividend Distribution



SMC Board of Directors recommended the distribution of an **SAR 80 million ordinary cash dividend for the financial year 2025**, representing the first ordinary dividend since the Company's listing



A **SAR 200 million special one-time cash** dividend was approved and distributed to shareholders on January 15<sup>th</sup>, 2026



Leverage expected to remain below long-term guidance of 3x  
**FY 2025 Net Debt / LTM EBITDA: 1.4x**

# Launch of a New Outpatient Clinic Center “SMC Clinics” in Northwest Riyadh Offering a Comprehensive Range of Specialties

Post-period, SMC opened and commenced operations of SMC Clinics, its first outpatient clinic center, broadening access to specialized care and reaching a wider segment of patients, in line with its strategic shift toward expanding outpatient services and its vision of delivering integrated healthcare excellence.

## Location

**Al Malqa District**, northwestern region of Riyadh

## Number of clinics

**35 clinics** offering high-quality care across specialties and ER

## Launch date

**January 2026**

## Lease signing date

**October 20<sup>th</sup>, 2025**

## Lease duration

**15 years<sup>1</sup>**

## Capex requirement

**~19.5m** over 2 years for equipment & fit-out



## SMC Clinics Specialties



General Medicine



Dentistry



Endocrinology



Pediatrics



Orthopedics



ENT



Obstetrics



Gynecology



Dermatology



Physiotherapy



Ophthalmology



General Surgery

<sup>1</sup>: The lease agreement can be terminated after 5 years at the discretion of the Company

# Advancing Strategic Growth Projects and Funding Initiatives

## Al Wadi Real Estate Fund Investment



- During Q4 2025, **SMC invested in the the Al Wadi Real Estate Fund** by contributing a 4,210 sqm land plot, fair valued at approximately **₹100 million**, as an in-kind equity stake in the fund This will support the SMC 3 project and unlock capital to accelerate the Company's growth strategy.

## SMC 3 and SMC 4 Progress



- **Foundation and early construction activities** progressed during the fourth quarter, marking further headway in the development of SMC 3 (Northern Ring Road). Project timelines have been revised following regulatory approval delays from the Royal Commission for Riyadh City (RCRC), which were outside the Company's control. The project is now expected to be completed by 2028.



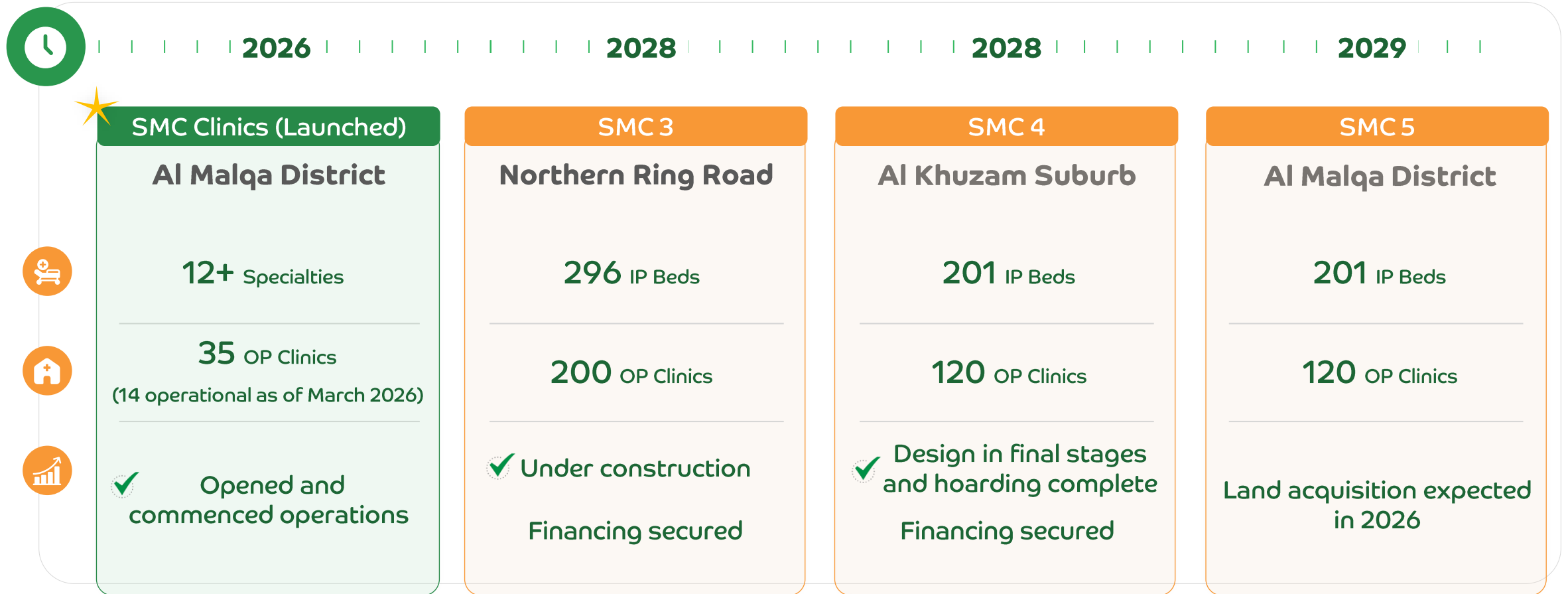
- SMC secured a **₹800 million** long-term Islamic financing facility to support the construction of SMC 4 (Prince Faisal Bin Bandar Road – Khuzam Suburb). During the period, approximately **80% of the design phase was completed and site hoarding was finalized**, marking important milestones ahead of construction.



# Core Growth Strategy Centered Around The Expanding Northern Riyadh Region with Three New Hospitals and One Polyclinic

## Long Term Strategy

New Healthcare Facilities (~ SAR 3 bn in CAPEX) to be Financed through a Combination of Debt and Internal Cash Flows



■ Not part of IPO guidance 
 ■ Part of IPO guidance 
 ✓ New updates



# Q4 & FY 2025 Performance



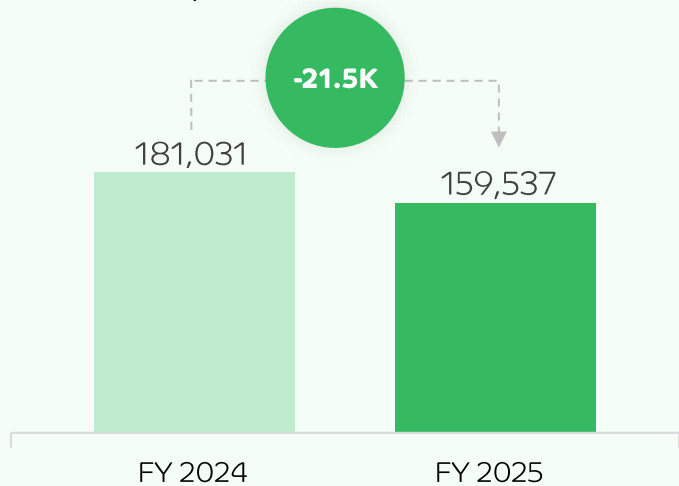
# Outpatient and Acute Care Growth Driving Strategic Transition and Offsetting the Impact of LTC Capacity Reductions

## Shift Toward High-Performing Acute Specialties and Outpatient Expansion Gaining Strong Momentum

### Inpatient Revenue Growth Driven by Higher-Margin Acute Specialties

#### Number of Inpatient Visits

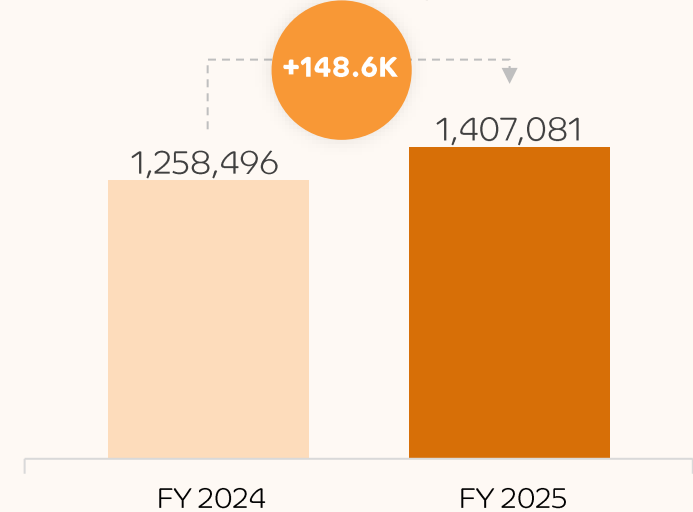
15.8K increase in high-performing acute specialties more than offset 37.3k LTC patient volume decline



### New Clinics Delivering Solid Results as Outpatient Visits Surge

#### Number of Outpatient Clinic Visits

11.8% YoY increase in outpatient clinic visits over the period



**Gross Revenue (SAR)**  
**747.4 mn** **+5.1%** **785.5 mn**

**582.4 mn** **+13.4%** **660.5 mn**

- 1 Successful transition into higher-margin services** as LTC capacity was significantly reduced and redeployed toward acute specialties, supporting higher utilization and margins
- 2 Continued clinic ramp-up<sup>1</sup> in FY 2025 supported an 11.8% YoY increase in outpatient visits**, with 57 clinics launched in FY 2025 (41 in H1 and 16 in Q4)

### Key Takeaways

- ✓ **Gross revenue in FY 2025 increased by 9.2% YoY to SAR 1,875.4 mn vs. FY 2024**, with solid growth achieved across all segments during a transitional year
- ✓ **Inpatient revenue in FY 2025 rose by 5.1% YoY**, supported by higher acute admissions and improved utilization
- ✓ **Outpatient clinic revenue surged by 13.4% YoY**, while ER revenue grew by 7.9% and outpatient pharmacy increased by 9.3%

1: Ramp-up of new clinics rolled out in Q4 2025 expected to further ramp up over the coming months

# Operational Shift and Outpatient Ramp-up Support Strong FY 2025 Performance

## Outpatient expansion drove revenue growth

- Revenue grew by 7.0% YoY to SAR 1.5 billion in FY 2025, supported by strong outpatient momentum and the continued shift toward higher-margin acute services.
- With 57 clinics rolled out and subsequently ramping up in 2025, outpatient visits increased by 11.8% YoY, driving the outpatient revenue growth of 13.4% YoY.
- Inpatient revenue grew by 5.1% YoY despite lower volumes resulting from the significant reduction of LTC beds, reflecting the transition toward higher-acuity acute specialties and improved utilization.

## Operating leverage led to margin expansion

- Excluding the one-off gain on sale of the land related to the Al Wadi Real Estate Fund, EBITDA grew by 6.8% YoY to reach SAR 355.9 million in FY 2025, supported by stronger outpatient contribution and improved utilization.
- Excluding the one-off gain on land sale, net profit increased by 11.0% YoY to SAR 205.6 million, reflecting improved operational efficiency and margin expansion, following a record fourth quarter that offset earlier non-recurring expenses during the year.

## Stronger cash generation enhanced financial flexibility

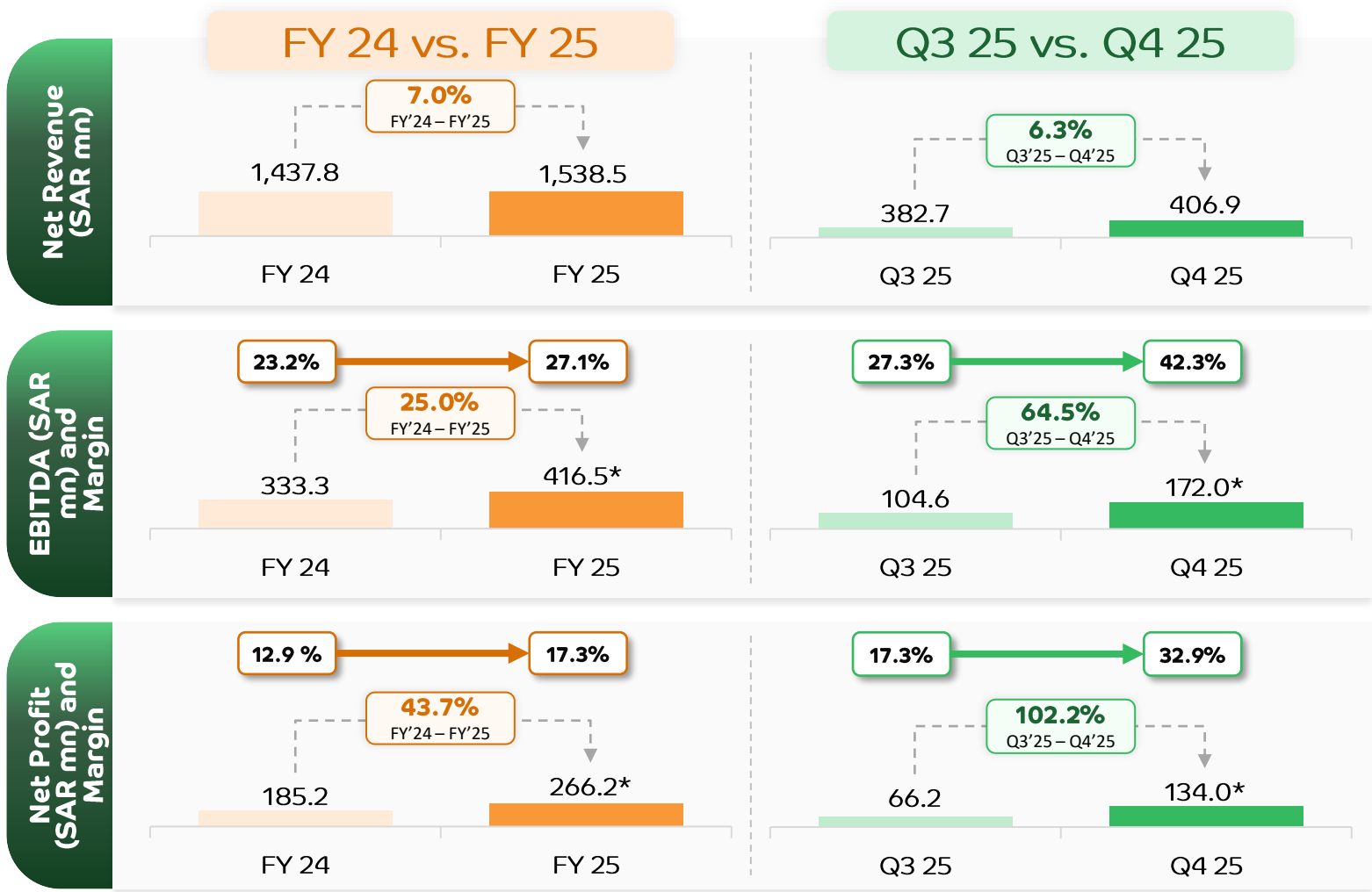
- Net Debt / EBITDA improved to 1.4x, reflecting stronger cash generation and disciplined capital allocation.
- Net debt declined YoY, supported by an improved cash position and balance sheet strength.
- The Company maintains strong financial flexibility to support network expansion.

SAR million (unless stated otherwise)	Q4 2025	Q4 2024	Variance (YoY)	FY 2025	FY 2024	Variance (YoY)
Net Revenue	406.9	327.1	+24.4%	1,538.5	1,437.8	+7.0%
EBITDA	172.0*	64.5	+166.8%	416.5*	333.3	+25.0%
EBITDA margin	42.3%	19.7%	+22.6pp	27.1%	23.2%	+3.9pp
Net Profit	134.0*	26.2	+412.2%	266.2*	185.2	+43.7%
Net profit margin	32.9%	8.0%	+24.9pp	17.3%	12.9%	+4.4pp
EPS (SAR)	0.54	0.10	+412.2%	1.06	0.74	+43.7%
Net Operating Cash Flow	140.0	236.0	-40.7%	322.7	383.8	-15.9%
Capital Expenditures	23.4	18.2	+28.2%	94.5	94.3	+0.2%
Free Cash Flow	116.6	217.7	-46.5%	228.3	289.5	-21.2%
Net Debt	579.4	770.3	-24.8%	579.4	770.3	-24.8%
Net Debt / EBITDA <sup>1</sup>	1.4x	2.3x	-0.9x	1.4x	2.3x	-0.9x

<sup>1</sup>: Annualized using TTM | Numbers presented may not add up precisely to the totals provided due to rounding

\* Includes a #60.6 million one-off gain on sale of land contribution to the Al Wadi Real Estate Fund

# Record FY 2025 Results as Strong Fourth Quarter Closes Year of Outpatient Expansion and Strategic Shift



**Revenue Growth Reflecting Outpatient Expansion and Acute Care Mix**

Revenue grew by 7.0% YoY in FY 2025, driven by the ramp-up of clinics amid strong demand in addition to improved acute inpatient services utilization, which more than offset the planned phase-out of long-term care capacity.

Sequential momentum strengthened in Q4 2025, with revenue increasing by 6.3% vs Q3, driven by the opening of 16 clinics during the quarter and continued ramp-up of clinics launched earlier during the year.

**Margins Expanding as Operational Ramp-Up Drives Profitability**

FY 2025 EBITDA increased by 25.0% YoY to SAR 416.5 million, with margin expanding to 27.1%, supported by improved operating leverage, higher outpatient contribution, and a SAR 60.6 million one-off gain related to the land contribution to the Al Wadi Real Estate Fund.

On a quarterly basis, profits accelerated in Q4 2025, as EBITDA rose by 64.5% QoQ to SAR 172.0 million.

FY 2025 net profit increased by 43.7% YoY to SAR 266.2 million, with margin expanding to 17.3%, supported by improved operational performance and the above-mentioned one-off gain on land sale.

The continued ramp-up of outpatient clinics and the strategic transition toward higher-margin acute services are translating into improved service mix, stronger margins and steady revenue growth, positioning SMC to sustain operational momentum and deliver long-term value.

\* Includes a SAR 60.6 million one-off gain on sale of land contribution to the Al Wadi Real Estate Fund

# Strengthened Balance Sheet and Improved Liquidity



**1.4x**  
Net Debt / EBITDA

▼ 0.9x YoY



**44.9%**  
Debt / Equity

▼ 32.2pp YoY



**103**  
Receivables Days

vs 116 days in FY 2024



**35**  
Payables Days

vs 37 days in FY 2024

## FY 2025 Highlights



Leverage **decreased to 1.4x** from **2.3x** as of FY 2024



Outstanding debt reduced by 16.4% while **cash and cash equivalents increased by 30.0%**



**Receivables cycle shortened to 103 days**, driven by a reduction in government receivables and a continued shift to insurance-based and cash-based payer mix



Capital expenditure totaled **SAR 94.5 million** due to the opening of new clinics, ongoing renovation projects, replacement of PPE, and SMC 3 and SMC 4 projects

# Outlook



# FY 2026 Guidance

✓ SMC introduces 2026 outlook following strong financial results and sustained strategic execution in a transitional year.

## FY 2025 Actual

### Results (excluding ₪60.6 million one-off gain)

SAR **1.5bn**  
Net Revenue

SAR **355.9mn**  
EBITDA\*  
**23.1%**  
EBITDA Margin\*

SAR **205.6mn**  
Net Income\*  
**13.4%**  
Net Income Margin\*

**1.6x**  
Net Debt / EBITDA\*

\* EBITDA and net profit figures for FY 2025 exclude a ₪60.6 million one-off gain from the sale of land related to the Al Wadi Real Estate Fund.

### Operations

**581**  
Beds

**350 – 360**  
Clinics

## FY 2026 Guidance

### Financials

SAR **1.6bn - 1.7bn**  
(+4.0% vs FY25)<sup>1</sup>  
Net Revenue

c. **23% - 25%**  
(+3.4% vs FY25)<sup>1</sup>  
EBITDA Margin

c. **14% - 16%**  
(+8.9% vs FY25)<sup>1</sup>  
Net Income Margin

c. **2.3x – 2.7x**  
(+1.1x vs FY25)<sup>1</sup>  
Net Debt / EBITDA

1: Change is calculated based on the lower end of FY 2026 guidance and FY 2025 figures excluding the ₪60.6 million one-off gain recorded in Q4 2025



smc  
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Thank You

مركز  
للطباعة والأجهزة  
بمبنى المستشفى



Q&A

smc 

smc 

اس ام سي للرعاية الصحية SMC Healthcare



# Appendix

**smc**   
اس ام سي للرعاية الصحية SMC Healthcare

# SMC at a Glance



**2**  
Hospitals



**581**  
Inpatient Beds  
(FY 2025)



**323**  
Outpatient Clinics  
(FY 2025)



**1,538.5 mn**  
Revenue<sup>1</sup> (FY 2025)



**416.5\* mn**  
EBITDA (FY 2025)



**266.2\* mn**  
Net Profit (FY 2025)

## Accreditations



1: Calculated as gross revenue minus contractual obligations & NPHIES  
\* Includes a #60.6 million one-off gain on sale of land contribution to the Al Wadi Real Estate Fund

# Through Two Decades of Growth, SMC Has Emerged as a Regional Healthcare Powerhouse



# SMC 1 Is Our Inaugural Hospital, Centrally Located In Riyadh, and Serving as Our Hub Since 1999



## SMC 1

### King Fahad Road

- **Established** 1999
- **Facilities** 6 Buildings (Including 3 towers); 72,172 sq.m
- **Capacity**
  - 390 Beds
  - 207 Clinics
  - 8 Operating rooms
  - 7 Delivery rooms

+26  
Years

## Key Highlights



Serves as  
the hub for SMC



Centrally located in  
Riyadh



Positioned at the  
crossroads of South,  
West, and Central  
Riyadh

## Key Services



Cardiology &  
Cardiac Surgery



Nephrology  
(incl. dialysis, transplants)



Ophthalmology  
(corneal transplants)



Oncology &  
Hematology



Orthopedics &  
Spinal Surgery



Embryology  
(egg freezing, infertility)

## Key Stats

FY 2025



**842K** Clinic patients



**101K** Emergency cases



**211K** Radiology procedures



**104K** Inpatients



**17K** Surgeries



**2K** Deliveries



**1.1M** Lab tests

# SMC Expanded Capacity with the Launch of Our Second Hospital in 2020, Delivering Enhanced Efficiency and Patient Experience



## SMC 2

### King Abdullah Road

+5  
Years

- **Established** 2020
- **Facilities** 72,788 sq.m on 9,579 sq.m of land
- **Capacity**
  - 191 Beds
  - 7 Operating rooms
  - 116 Clinics
  - 9 Delivery rooms

## Key Highlights



Outpatient-oriented and a relatively newer facility, higher efficiency



The only facility in KSA launched during COVID-19, demonstrating ARTAR's capabilities to deliver on time and at no additional cost



Prime location at East of Central Riyadh



Enhanced patient experience with over four floors of parking spaces

## Key Services



Women's Health



Cosmetic Surgeries



Day Surgeries



24/7  
Emergency  
Units



Intensive  
Care Units



Advanced  
Radiology



Molecular &  
Virology Labs

## Key Stats

FY 2025



**565K** Clinic patients



**135K** Emergency cases



**149K** Radiology procedures



**56K** Inpatients



**11K** Surgeries



**3K** Deliveries



**760K** Lab tests

# SMC Has a Proven Track Record of Delivering Exceptional Healthcare with Consistent Growth and Profitability

IP Beds - Acute

▲ 159%

192  
2019

497  
FY 2025

OP Clinics

▲ 95%

166  
2019

323  
FY 2025

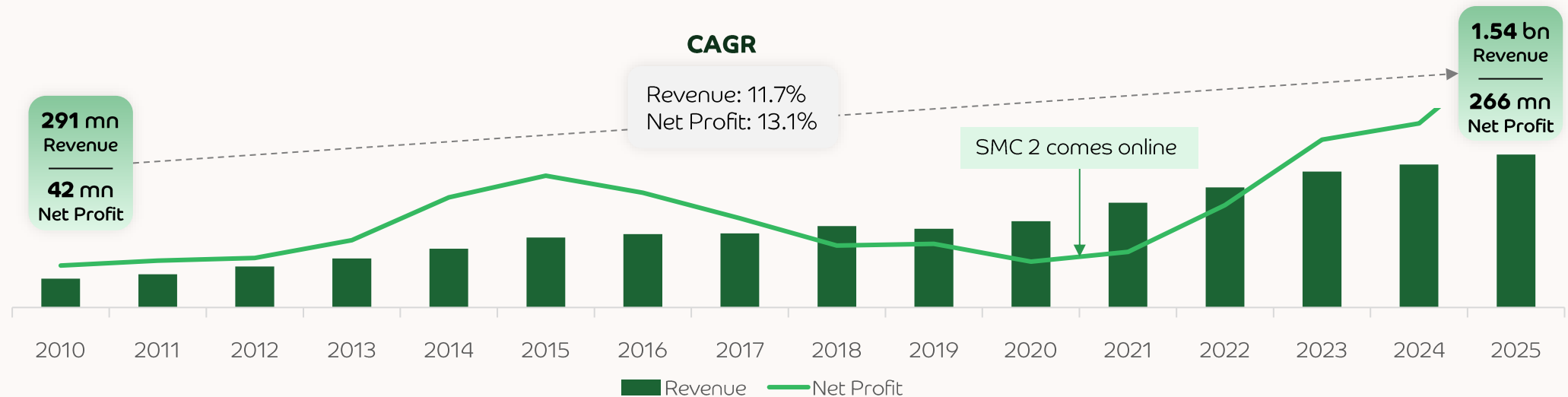
Patient Visits

▲ 183%

554K  
2019

1,567K  
2025

## Stable Revenue and Profitability Growth



# Key Investment Highlights



**Robust Macro Environment and Favorable Demographics Supported by KSA's Vision 2030**



**Strong Roots in Riyadh Driving Unmatched Accessibility and Cementing Market Position**



**Comprehensive Services Covering the Entire Healthcare Value Chain**



**Team of Top-Tier Healthcare Professionals and a Seamless Patient Experience Enabled by Advanced Tech Capabilities**



**Long-Serving and Distinguished Team Supported by a Reputed Board of Directors**



**Consistently Improving Financial Performance; Growing Revenues, Expanding Margins and a Healthy Balance Sheet**



**Clearly Defined & Actionable Growth Plans Set to Solidify Market Presence**



# Scaling a Resilient Healthcare Platform by Digitizing the Core, Lifting Margins, Adding Capacity and Monetizing Adjacencies



STRATEGIC PILLAR

## Operational excellence & digital reach

## Outpatient clinics growth & margin optimization via service-mix

## Expand Riyadh hospital cluster

## Diversified growth adjacencies



OBJECTIVE

- Embed best-in-class Revenue-Cycle Management (RCM) spanning the full claim life-cycle
- Embed DRG-based pricing, mapped to ACHI codes
- SMC platform app & AI triage roll-out optimization
- Broader insurance-network accreditation to capture additional tiers and network payers

- Convert under-utilized LTC floors in SMC 1 and SMC 2 into 57 new clinics
- Shift inpatient mix towards high-margin acute specialties
- Maximize clinic productivity through optimized working hours & technology integration

- Build three new hospitals in Northern Riyadh (SMC 3, 4, 5)
- Capture +25% share of beds in fast-growing districts near giga projects

- Add capex-light, high-return opportunities that deepen payer mix and generate stable fee income
- Develop value-add offerings complimenting the core



ACTION

- 1.6 million patient visits in FY 2025**
- AI-powered radiology image marking, clinical recommendations, interpretation of lab results, and automated replies to insurance companies**

- 57 new clinics operational by FY25. OP visit per clinic ramping up**
- Total number of clinics operational by December 2025 reaching 323**
- Acute specialties' share of IP revenue rising**

- SMC 3 under construction (296 beds / 200 clinics)**
- SMC 4 site secured; design in final stages (201 beds / 120 clinics)**
- SMC 5 land acquisition expected in 2026**

- Operate **150-bed mental health Facility** for MoH under PPP
- Operations start 2026**
- Develop **Wadi Fund 5-star hotel & Serviced** apartments beside SMC 3
- Opening 2028**



ENABLERS



### Disciplined funding

- SAR 3.6bn facilities, ~80% undrawn
- Net Debt / EBITDA <3x

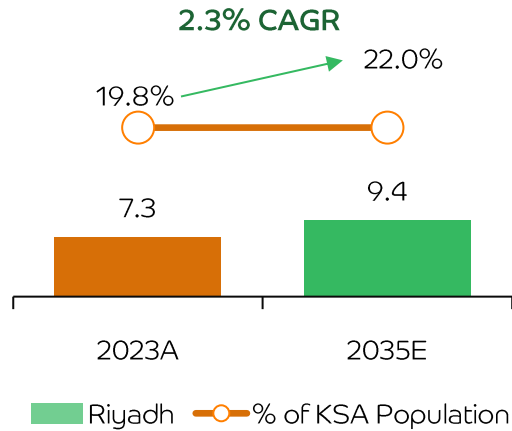


### Proven delivery Partner

- ARTAR built SMC 2 ahead of schedule
- Breakeven in 30 months

# Riyadh Is the Backbone of KSA's Healthcare Infrastructure

## Largest Share of the Population in KSA



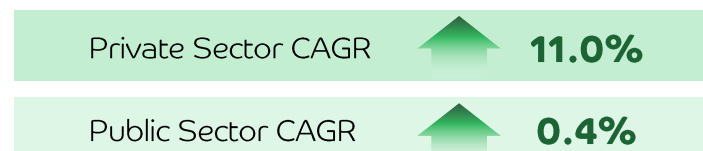
Source: JLL Market Study; Public Sources.

## Private Sector Outpatient<sup>1</sup> and Inpatient Activity Outpacing Public Sector Growth

### # of Outpatient<sup>1</sup> Visits (mn)

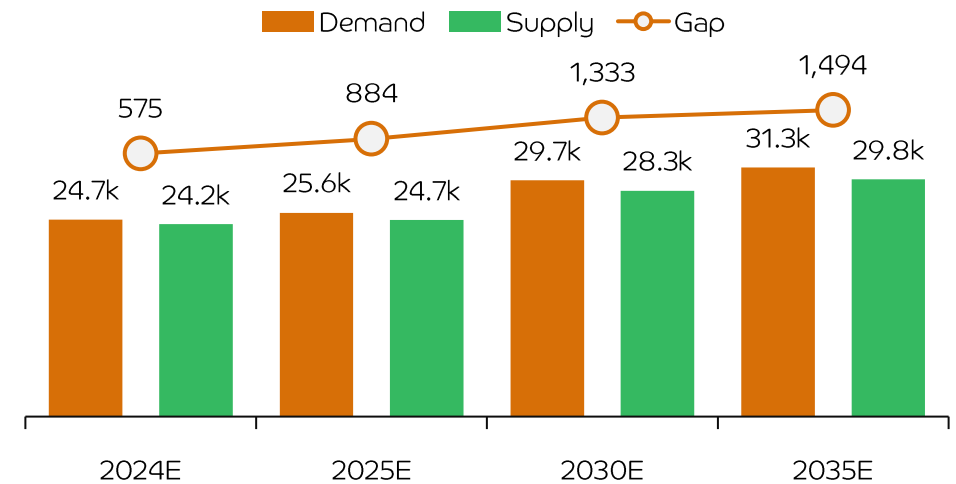


### # of Inpatient Admissions (000's)



Source: Management Information; JLL Market Study; Public Sources.

## Despite Ongoing Expansion, Riyadh's Hospital Bed Shortage Is Projected to Widen as Demand Outpaces Supply<sup>(1)</sup>



Source: Company Information; JLL Market Study; Public Sources | Notes: (1) The demand and supply figures presented refer to the Riyadh Province as a whole, not just the city of Riyadh alone.

## Riyadh's urban core is shifting northward



- Riyadh's urban core is steadily shifting northward, driven by major developments reshaping the city's landscape
- These transformative projects are redefining the city center and positioning the northern districts as key hubs for economic and cultural growth



**+1.25mn**  
Expected Residents



**7.2mn**  
Sqm of Entertainment Space



**USD 2.1bn**  
Investment in Major Road



**+15**  
Government and Service Entities Coming Online

1: Only refers to outpatient clinic patient visits