

Nahdi Medical Company

INVESTOR PRESENTATION

Q1 2025



Financial Highlights



▼ Q1 2025 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

In  (% of revenue)

Q1 2025

▲ % of growth

Q1 2024

Revenue

2.64bn

▲ 16.7%

2.26bn

Gross Profit

951mn (36.1%)

▲ 10.5%

861mn (38.1%)

Operating Profit

270mn (10.2%)

▲ 16.6%

232mn (10.3%)

Net Profit

255mn (9.7%)

▲ 9.5%

233mn (10.3%)

STRONG CASH FLOW GENERATION

Capex
3.9% of revenue

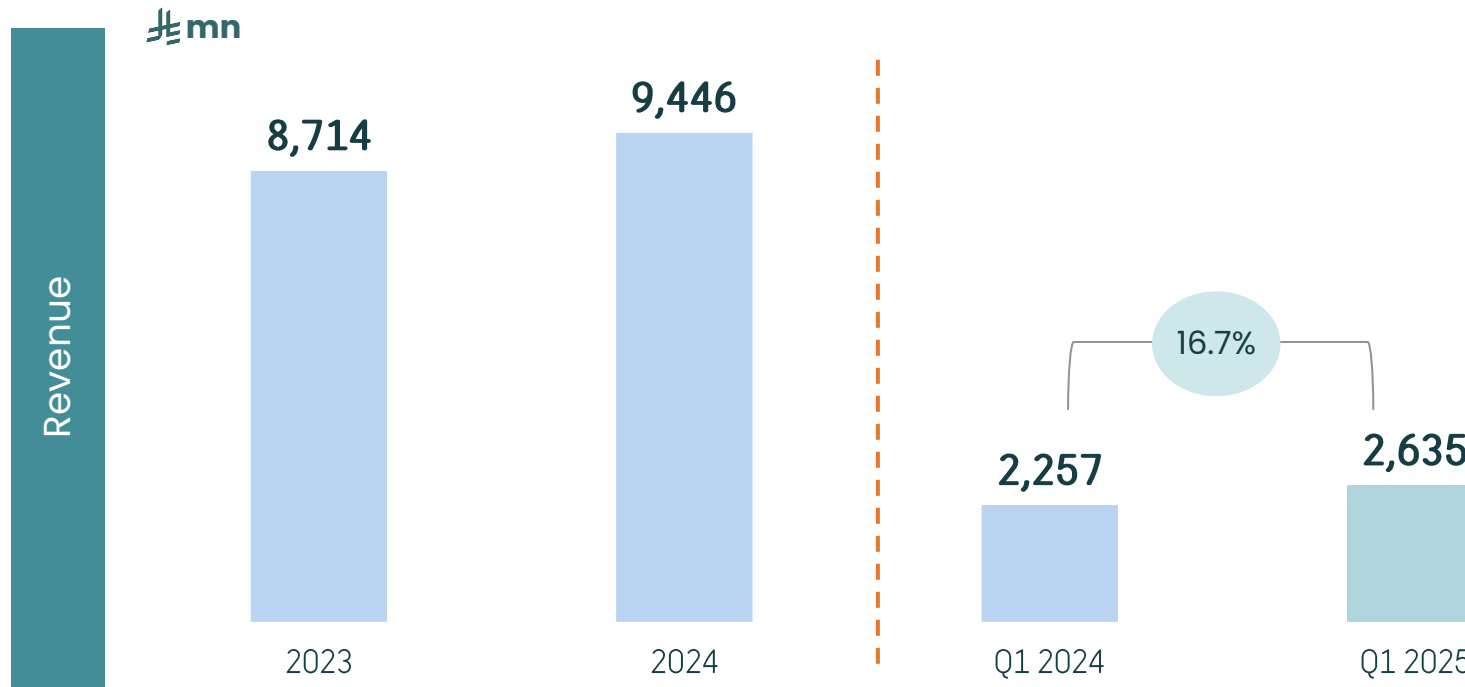
ZERO DEBT

EPS

 1.96 ▲ 9.5%

Solid Revenue Growth Across Businesses & Categories

Pharmacies	1,120	1,181	1,162	1,202
Clinics	6	10	7	11



Revenue in Q1 2025 grew by 16.7% YoY driven by strong performance across all business segments

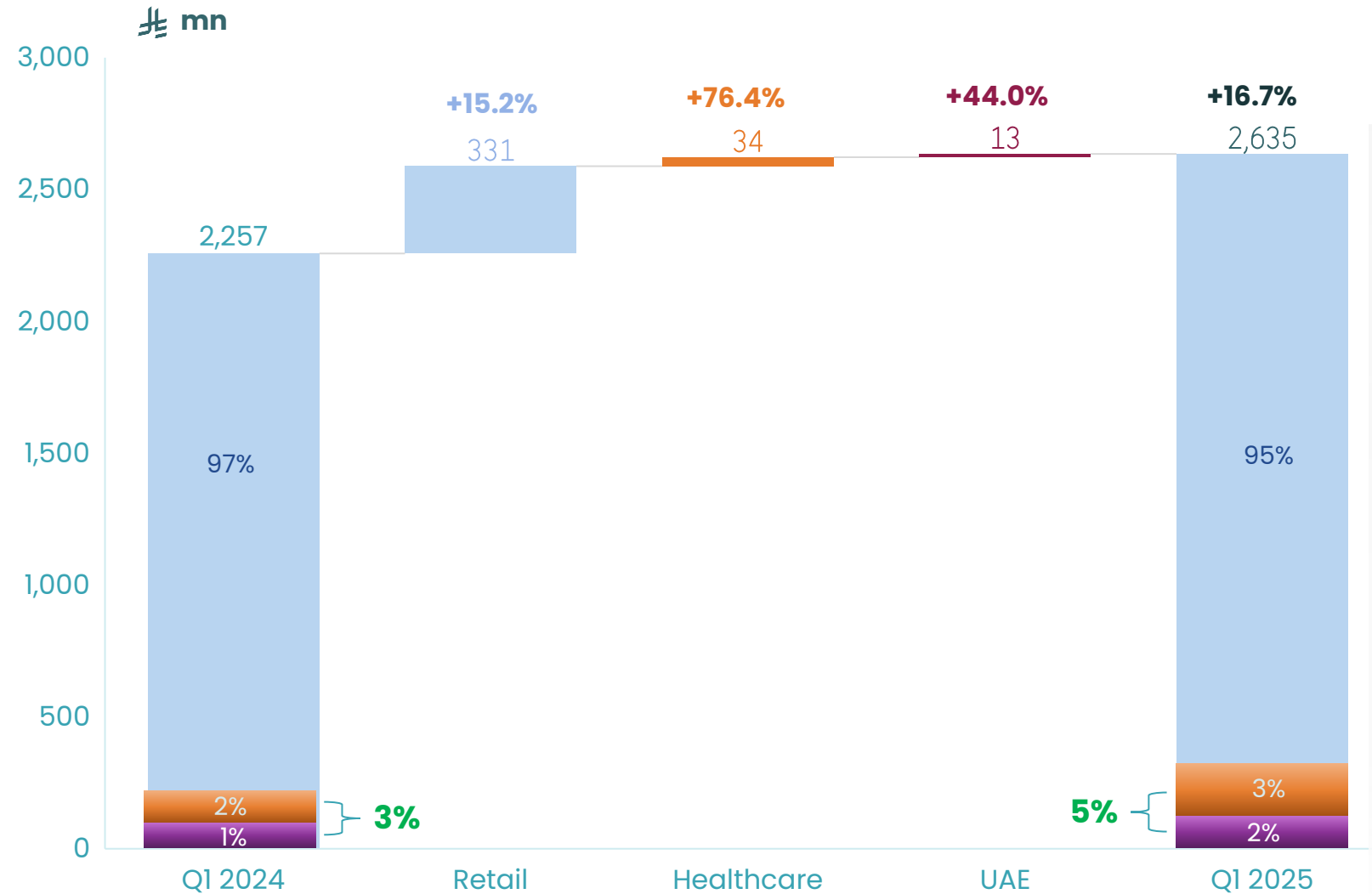
Retail business rose by 15.2% supported by double-digit growth in both Pharma & Front Shop segments

The favorable shift in Ramadan seasonality also contributed to the strong performance

Healthcare and UAE businesses continued their upward momentum delivering YoY increases of 76.4% & 44%, respectively



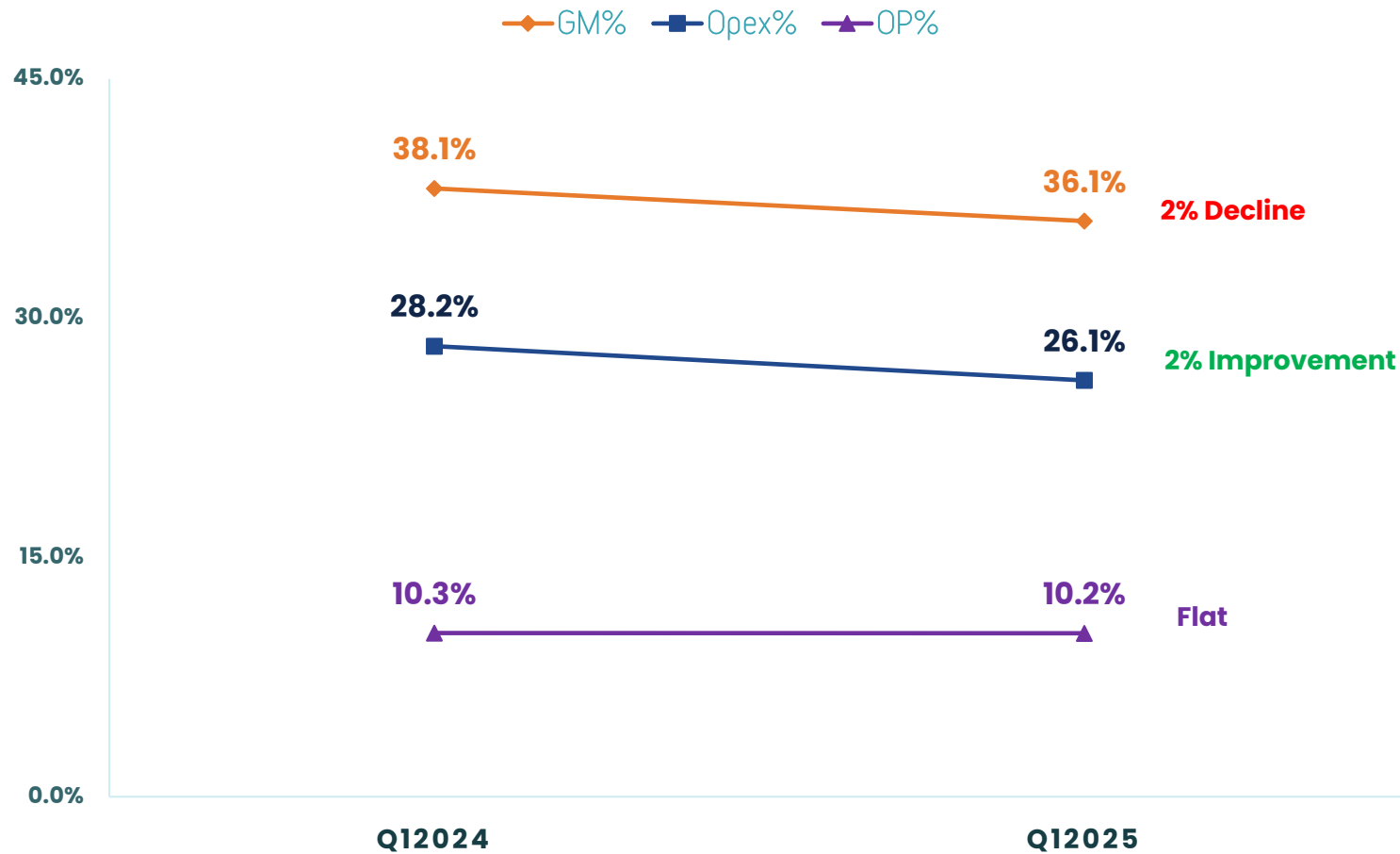
Diversified Sales Channel Growth Driving Top-Line Acceleration



Retail Segment led the growth by delivering 15.2% YoY growth supported by double-digit growth in both Pharma & Front Shop segments

Accelerated growth in the Healthcare and UAE businesses drove a 2% increase in combined revenue contribution to 5% in Q1 2025

Operating Margin Stability Driven By OPEX Efficiencies Compensating For Gross Margin Compression



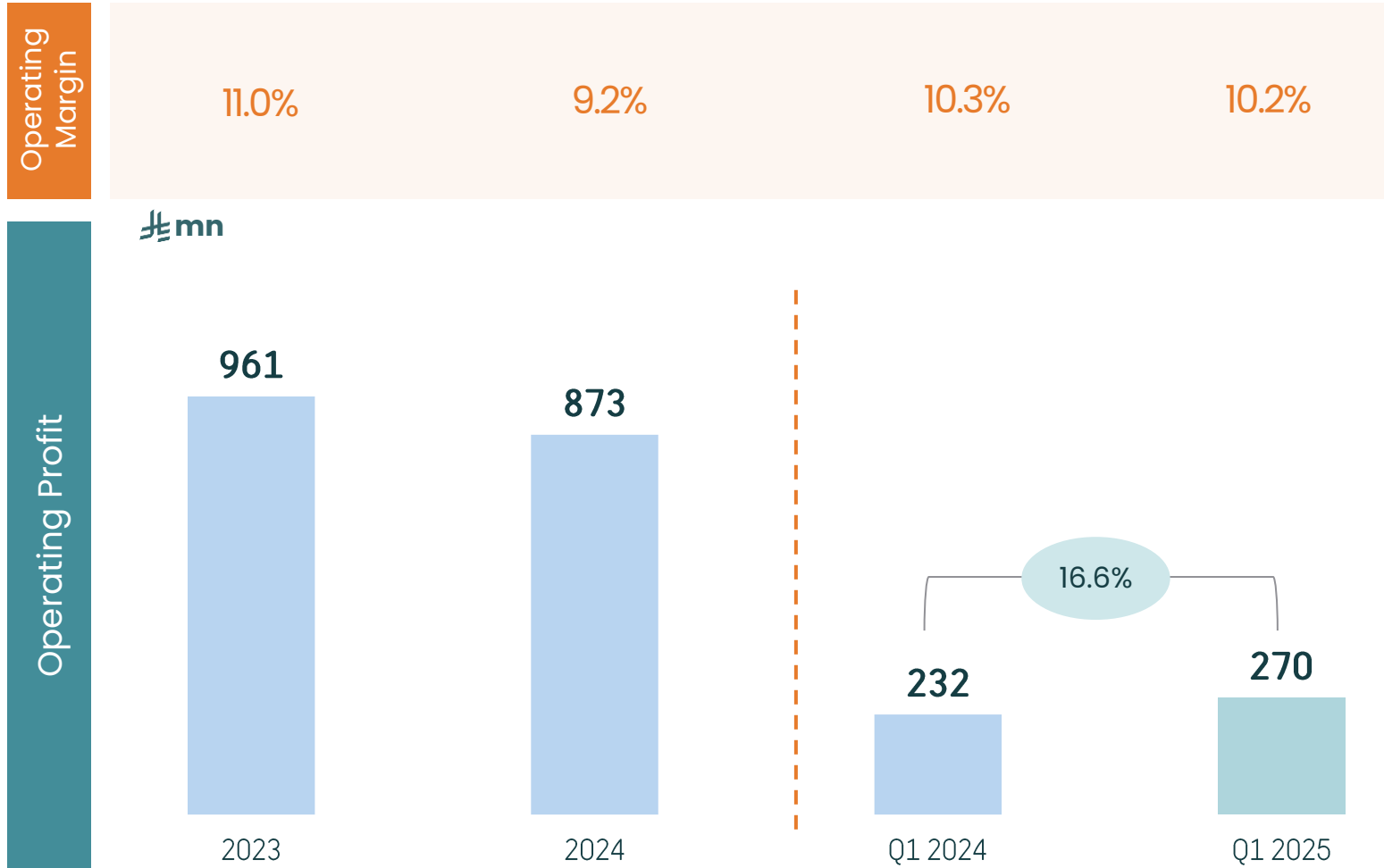
The margin compression was primarily driven by accelerated growth in the Healthcare and online businesses, which operate not only with lower gross margins but also benefit from lower operating expenses

Higher private label contribution supported a favourable shift in product mix and continued investment in sales growth

Operational efficiency programs helped funding strategic investments



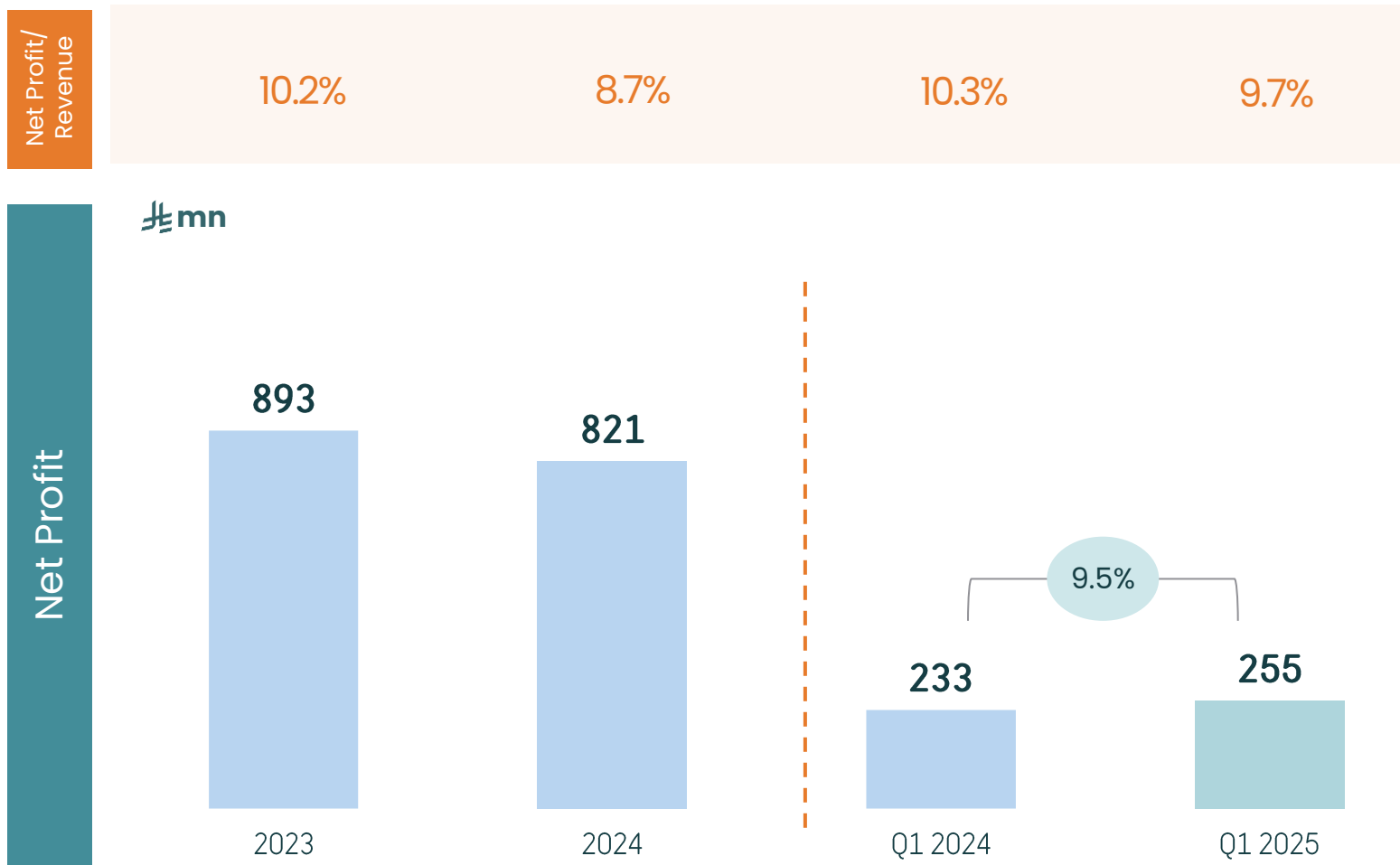
Best in Class Operating Profit Margin



Operating profit grew by 16.6%, in line with top-line growth reaching ~~2~~ 270 million, representing 10.2% margin



Attractive Net Profit Profile



Net profit grew by 9.5%, reaching S£ 255 million, representing 9.7% margin

Non-operating items increased by S£ 28 million mainly due to higher financial charges and lease liability interest to support revenue growth and business expansion

Non-recurring provision release of S£ 17.8 million following the closure of zakat assessments for previous years

▼ Guidance



	2025 Guidance	Q1 2025 Actuals	
▼ Total revenue Growth	Revenue growth (6% - 8%)	16.7%	✓
▼ EPS	EPS Expected to grow annually at (4% - 6%)	9.5%	✓
▼ Capex	Capex (~4%)	3.9%	✓
▼ Dividend Policy	Expected to continue at (70% - 80%)	87% in 2024	✓
▼ Capital Structure	Growth to be funded organically	Zero Debt	✓



Note: 2025 guidance is for full fiscal year

Strategy & Operational Review





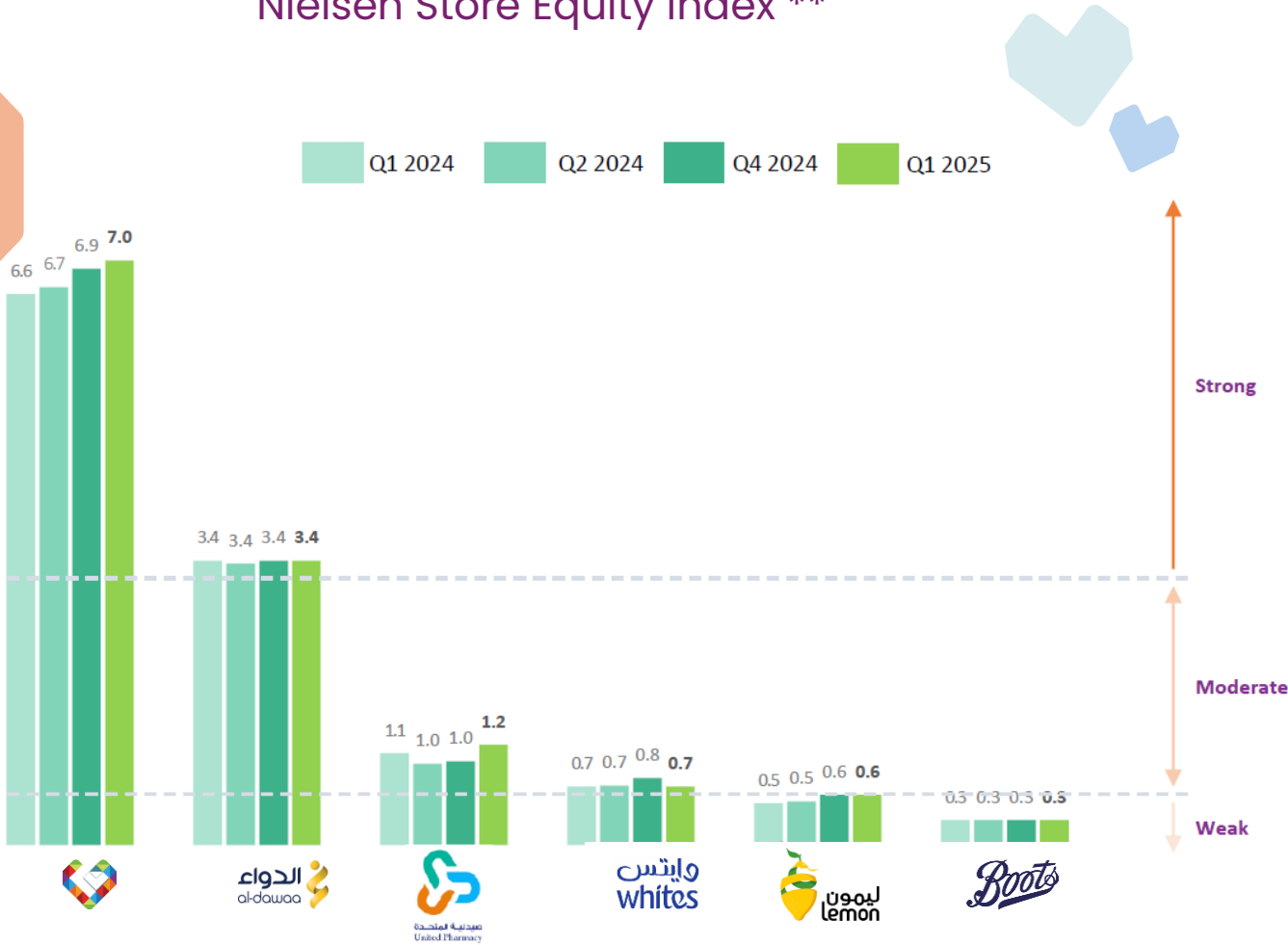
90
NPS

65%
Of revenue
generated from
Nahdi "Nuhdeek"
Guests.

Nahdi: Guest Satisfaction - the Cornerstone of our strategy

Stronger Brand Equity YoY

Nielsen Store Equity Index **



Source: Company disclosure, Nielsen
By End of Q1 2025
**Methodology used to identify the brand equity of pharmacies and underlying drivers based on brand saliency, brand positioning, future store visit consideration, guest recommendation, store preference and willingness to pay



Our Passion for People

Always Delivers Value to Our Guests



Invested in the success of our people

More than 500K hours of training conducted annually



Human Resource Development Fund



Human Resources and Social Development Fund

Always cultivating Saudi talents

Strong Partnerships

24 Universities. providing 2,000+ training opportunities

35%

Nationalization

No. 1

Hiring +1000 national pharmacists



2nd in KSA & GCC in 2024

Among the top companies in Saudi, GCC, Middle East and Asia for the 6th consecutive time.

Total number of Nahdi and Nahdi's Subsidiaries staff is more than 10K as of Q1 2025

✓ Ramadan; a New Seasonal Record For Nahdi in Q1 2025

**Nahdi
Total
Revenue**

Recorded

+16.7%

vs Q1 2024

**Nahdi
App**

**Ranked
#1**

**in Shopping
Categories;
Ramadan**

Download on the
App Store

**Home
Deliveries**

Highest Ever

+76%

vs Q1 2024

**App
Downloads
847,000**

Highest Ever

+105 %

vs Q1 2024

Strategic Initiatives



Digital Acceleration: Seamless Experiences to Fuel Nahdi's Q1 2025 Growth



Highest ever
Online sales with
Revenue

35%

vs Q1 2024

Nahdi Online
contribution in
Q1 2025 from
total business

24%

vs 20% Q1 2024

Nahdi Global
a key driver in
Q1 2025
Revenue

+158%

vs Q1 2024

Nahdi Online
items listed

+104%

Over Q1 2024

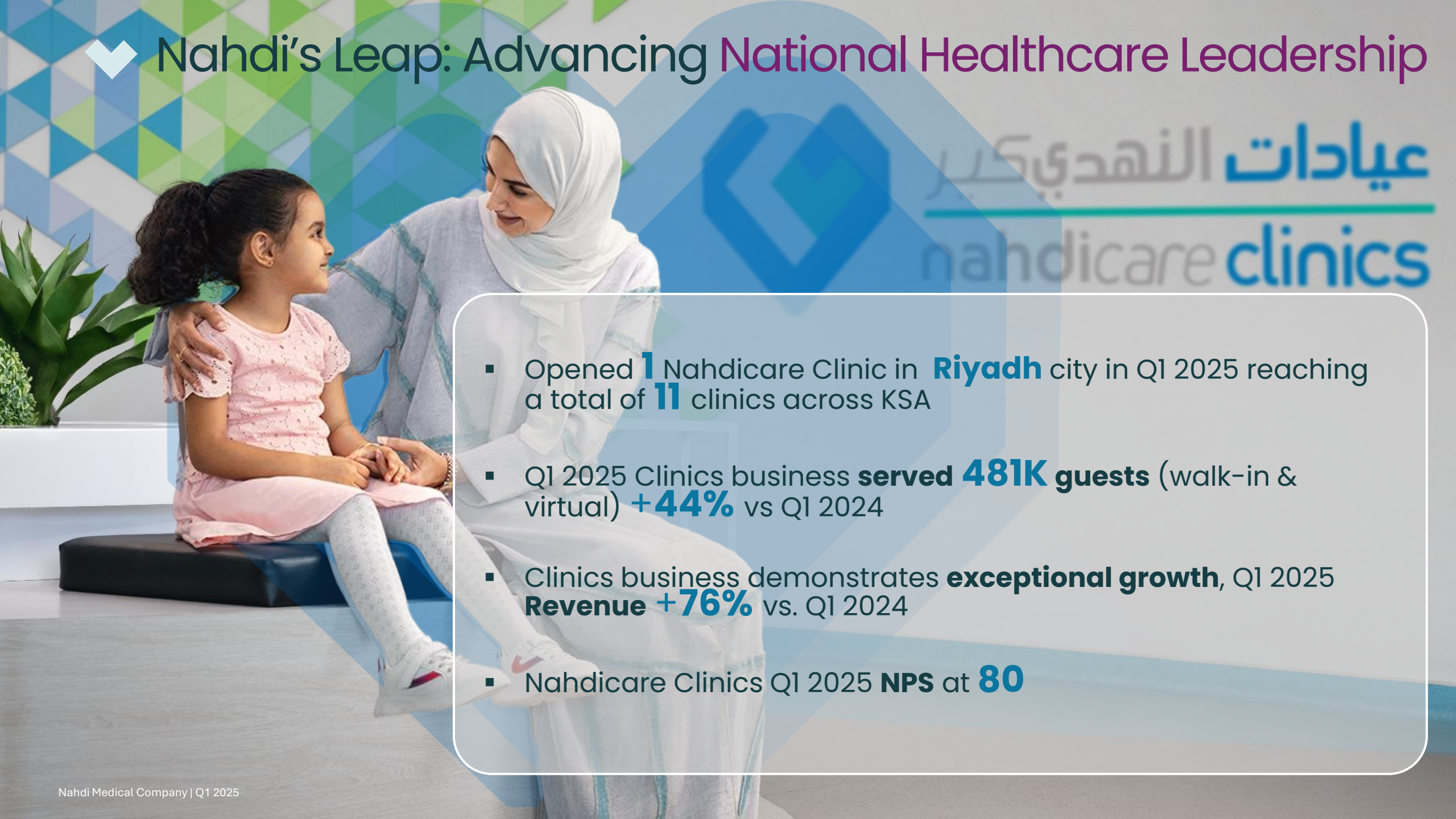
**AI-Powered
Personalization:** Best
In Class technology
implemented for
personalized offerings;
tailored to guest's
online shopping
behaviors & needs



▼ Nahdi's Private Label Powerhouse; Delivering Growth & Guest Loyalty

- **Exceptional Growth:** Q1 2025 Revenue **+47%** with Revenue Contribution **16%** vs. 12% Q1 2024
- **Strong Customer Loyalty;** PL products: **93%** retention vs. 79% for regular products
- **Partnered** with **8** local medicine manufacturers & introduced **78** new SKUs in Q1 2025

✓ Nahdi's Leap: Advancing National Healthcare Leadership

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- Opened **1** Nahdicare Clinic in **Riyadh** city in Q1 2025 reaching a total of **11** clinics across KSA
 - Q1 2025 Clinics business **served 481K guests** (walk-in & virtual) **+44%** vs Q1 2024
 - Clinics business demonstrates **exceptional growth**, Q1 2025 **Revenue +76%** vs. Q1 2024
 - Nahdicare Clinics Q1 2025 **NPS** at **80**



Nahdi's Strategic Expansion in UAE; A Robust Platform for Regional Growth



- **Strong growth** Q1 2025 **Revenue 44%** vs. Q1 2024 & added **5** new pharmacies totaling **30** in UAE
- Broad **geographic** coverage with **presence** in **major Emirates**, which strengthens our reach
- Established **Best-in-class distribution center** in Dubai Investment Park (DIP)
- Enhanced Product Offering; **+2,833** new **SKUs** in Q1 2025

the CORE

Pharmacy Retail

Lead

Pharma

- Payers
- Providers
- Dispensing Excellence

Grow

Front Shop

- Fair Value
- Assortment & New Categories
- Online Reach

GUESTS at heart



SEED the FUTURE

Accelerate

Healthcare Expansion

UAE Expansion

Innovate

- Medical Adherence Journey
- AI Hyper Personalization
- Lab & Home

Healthcare & Regional



Thank You

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