Nahdi Medical Company

INVESTOR PRESENTATION

Q3 2025

Financial Highlights

9M 2025 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

(% of revenue)	Q3 2025	% Change	Q3 2024
Revenue	2.46B	▲ 4.6%	2.35B
Gross Profit	941M (38.2%)	▲ 11.3%	845M (35.9%)
Operating Profit	188M (7.6%)	▲ 6.7%	176M (7.5%)
Net Profit	161M (6.6%)	▼ 11.5%	182M (7.7%)
EBITDA	390M (15.8%)	▲ 11.0%	351M (14.9%)

(% of revenue)	9M 2025	% Change	9M 2024
Revenue	7.62B	▲ 7.6%	7.08B
Gross Profit	2.85B (37.4%)	▲ 8.1%	2.64B (37.2%)
Operating Profit	718M (9.4%)	▲ 5.5%	681M (9.6%)
Net Profit	655M (8.6%)	▼ 1.2%	663M (9.4%)
EBITDA	1.31B (17.1%)	▲ 8.0%	1.21B (17.1%)

STRONG CASH FLOW GENERATION

Capex

4.2% of revenue

ZERO DEBT

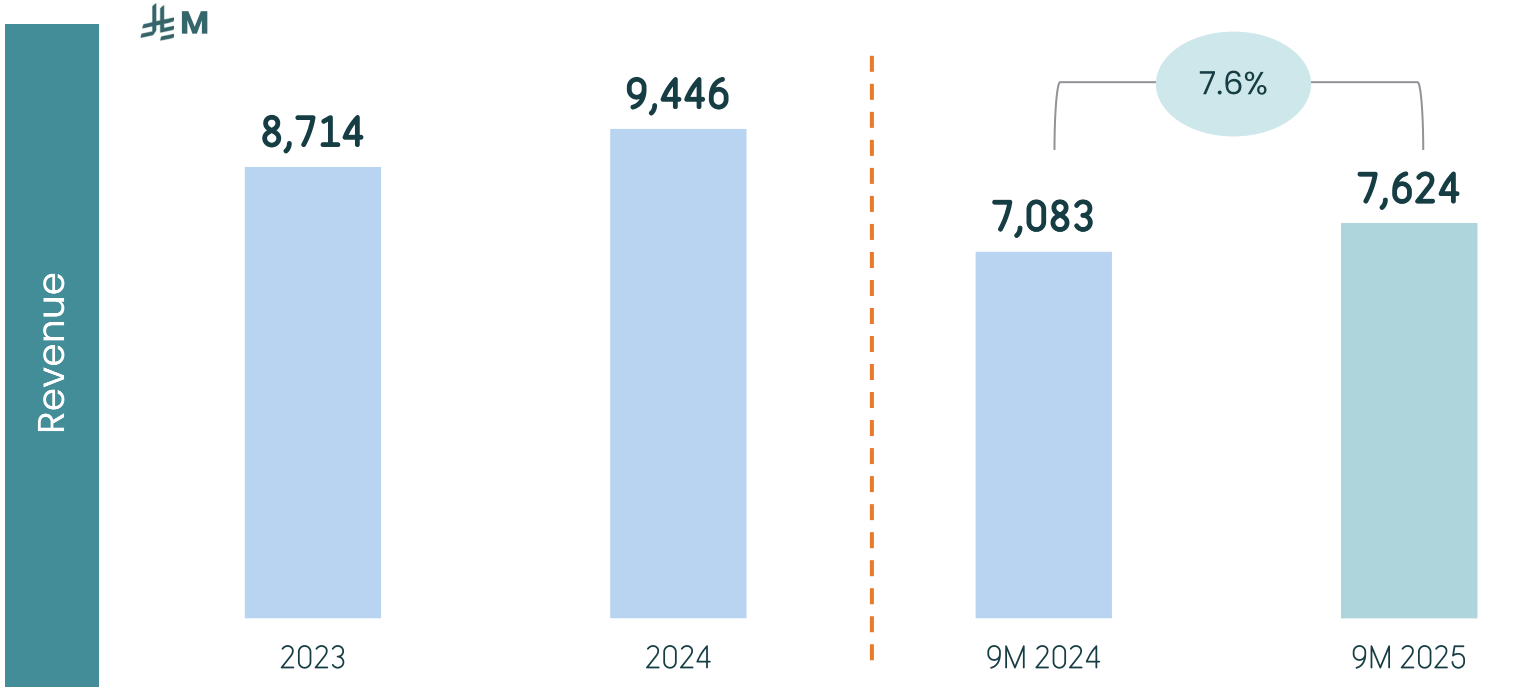
DPS

2.60 (▲ 4.0% vs H1 2024)

338M Dividend Distribution

Solid Revenue Growth Across Businesses & Categories

Pharmacies	1,120	1,181	1,185	1,218
Clinics	6	10	9	13



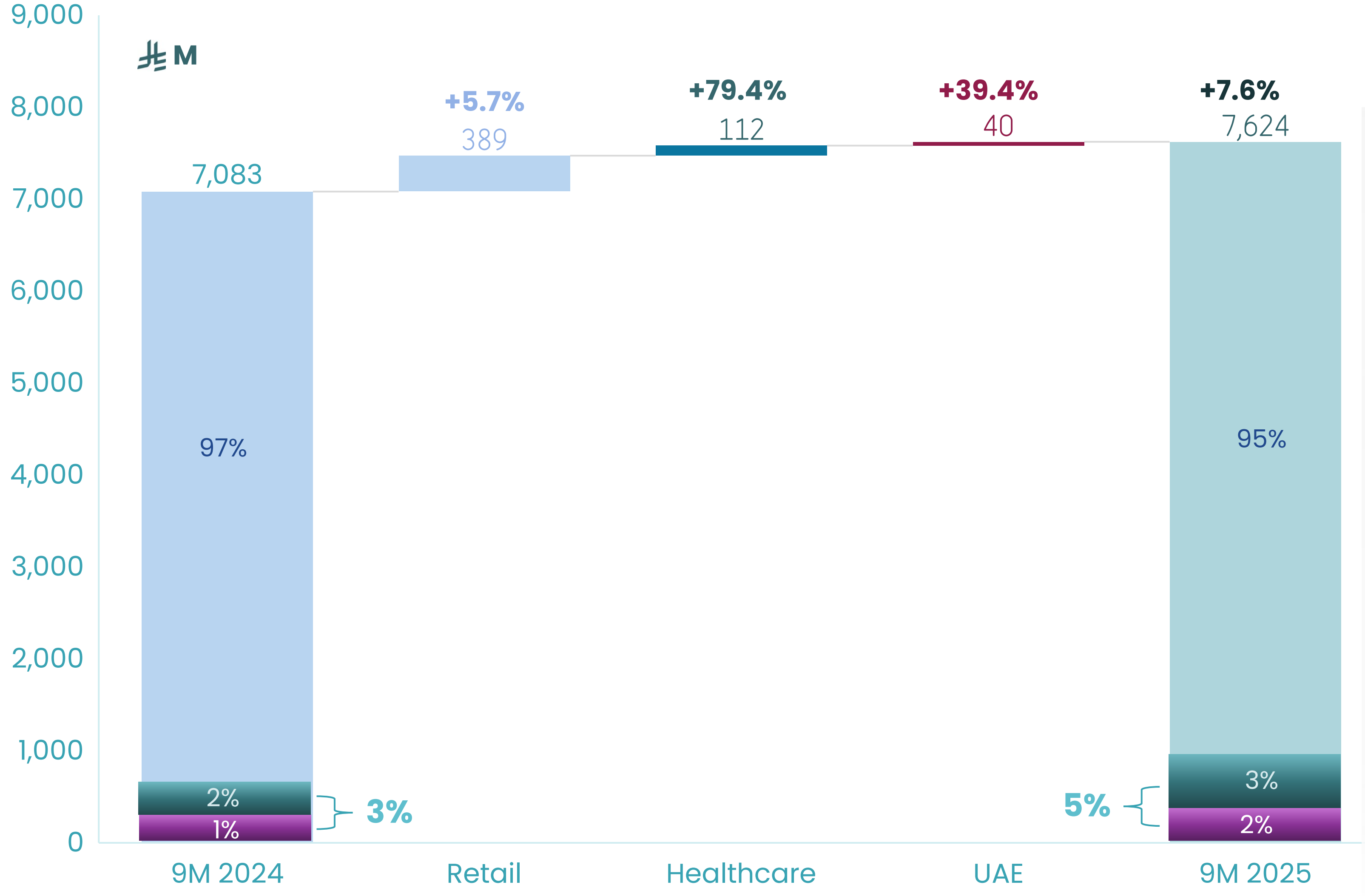
Revenue grew by 7.6% YoY in 9M 2025, increasing by ⃁540.6 million, driven by strong growth momentum across all business segments

Retail business rose by 5.7% fueled by continued growth in both Pharma and Front Shop segments.

Healthcare and UAE businesses continued their upward momentum delivering YoY increases of 79.4% & 39.4%, respectively.

Source: Company disclosure

Diversified Sales Channel Growth Driving Top-Line Acceleration

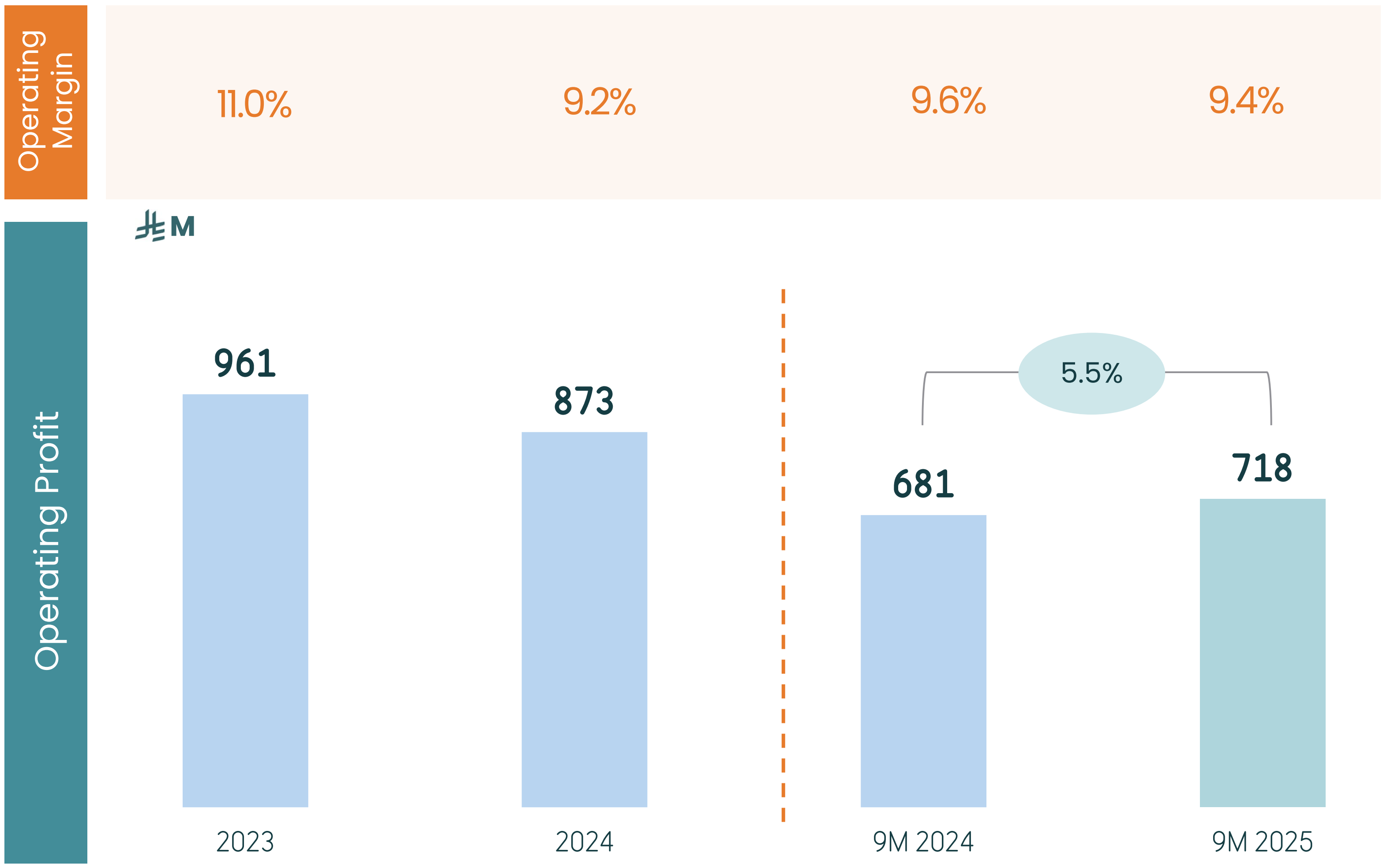


The Retail business continued to lead the overall growth

Accelerated growth momentum in the Healthcare and UAE businesses.

Contribution from Healthcare and UAE business increased to 5% up from 3% same period last year.

Best in Class Operating Profit Margin



Solid Operating Profit Growth Despite Ongoing Investments

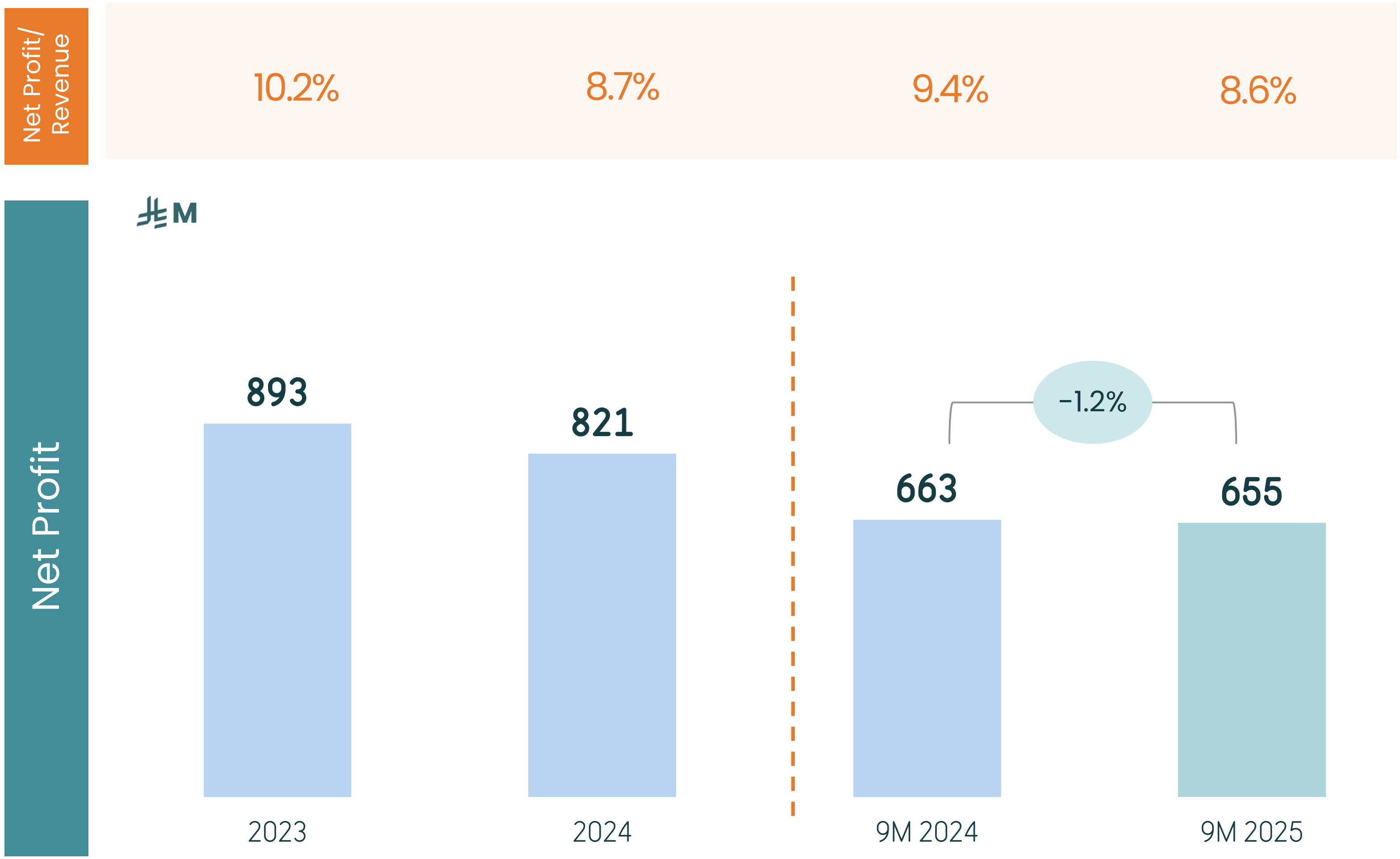
The gross margin improved by 20 bps reaching 37.4% despite the ongoing investments to support top-line growth and accelerated growth in the Healthcare and online businesses, which operate with different margin profiles.

Higher private label contribution supported a favourable shift in product mix which enabled the company to reinvest behind sales growth.

Operating profit grew despite higher OPEX driven by continued investments in new Retail and Healthcare openings, digital initiatives and "Wasfaty" readiness, supported by ongoing efficiency programs.

Source: Company disclosure

Attractive Net Profit Profile



Net profit of ⃁ 665 million, reflecting an 8.6% margin

Items below operating profit reflected a net increase in expenses of ⃁ 45.4 million, primarily due to higher interest on lease liabilities, to support revenue growth and accelerating business expansion.

Source: Company disclosure

Guidance

	2025 Guidance	9M 2025 Actuals	
Total revenue Growth	Revenue growth (6% - 8%)	7.6%	✓
Updated EPS	EPS Expected to grow annually at (1% - 2%)	-1.2%	✓
Capex	Capex (~4%)	4.2%	✓
Dividend Policy	Expected to continue at (70% - 80%)	87% in FY2024	✓
Capital Structure	Growth to be funded organically	Zero Debt	✓

Note: 2025 guidance is for full fiscal year

Strategy & Operational Review

Our Passion for People
Always Delivers Value to Our Guests

nahdi academy

Invested in the success of our people

More than **500K** hours of training conducted annually

35.3 %

Nationalization

No. 1

Hiring **~1000** national pharmacists

Human Resource Development Fund

Human Resources and Social Development

Always cultivating Saudi talents

Strong Partnerships

24 Universities providing **2,000+** training opportunities

BEST PLACES TO WORK

أفضل الأماكن للعمل في السعودية 2025

Best Places to Work

BEST PLACES TO WORK FOR WOMEN

أفضل الأماكن للعمل للسيدات في السعودية 2025

the Best Workplaces for **Women**

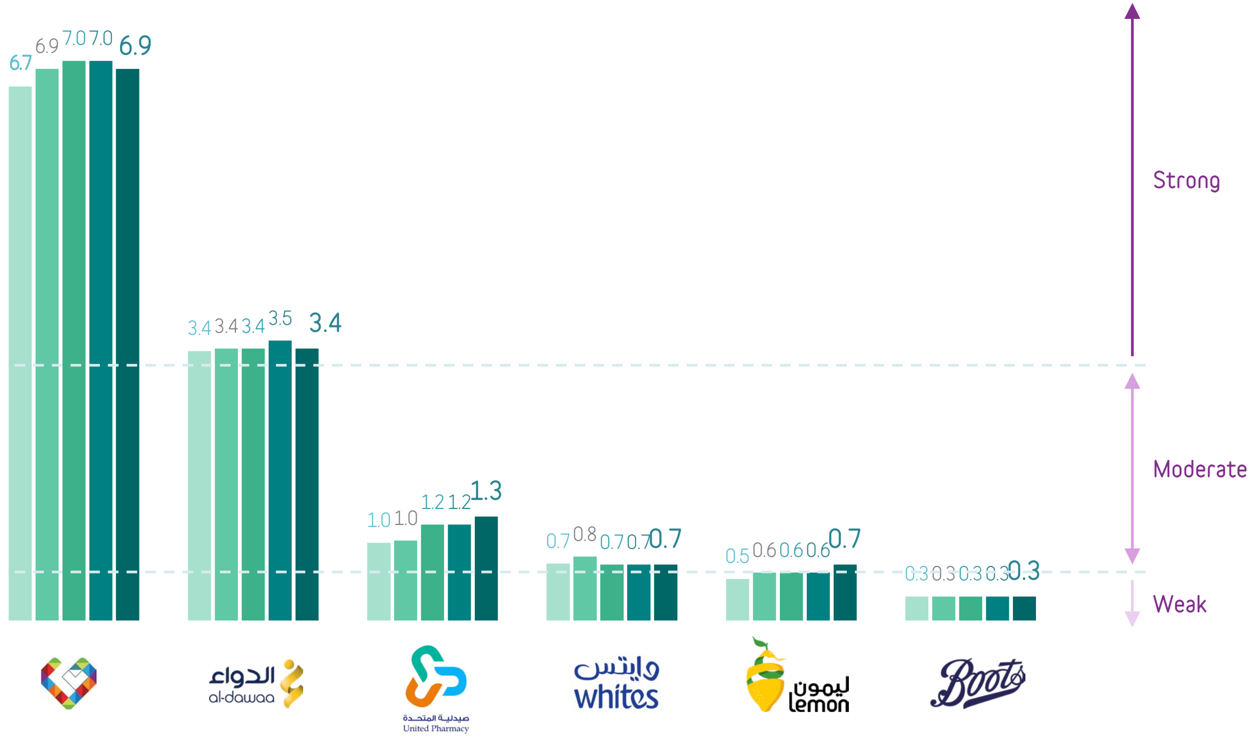
69%
of revenue generated from Nahdi "Nuhdeek" Guests.
As Q3 2025

91
NPS
As Q3 2025

Nahdi: Guest Satisfaction - the Cornerstone of our strategy

Stronger Brand Equity YoY

Nielsen Store Equity Index **



Source: Company disclosure, Nielsen
By End of Q2 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

Nahdi: The Retailer Suppliers Trust, Partnering for Mutual Success

Advantage

	Rank/22	Score (100-/100+)
	1 ▶ 0	63
	2 ▶ 3	**55**
	3 ▶ 0	47

Ranked **#1** among In Store Retailers and Pharmacies

	Rank/14	Score (100-/100+)
	1 ▶ 0	76
keeta	2	64
	3	62

Ranked **#1** among e-commerce

Won in Q3 2025

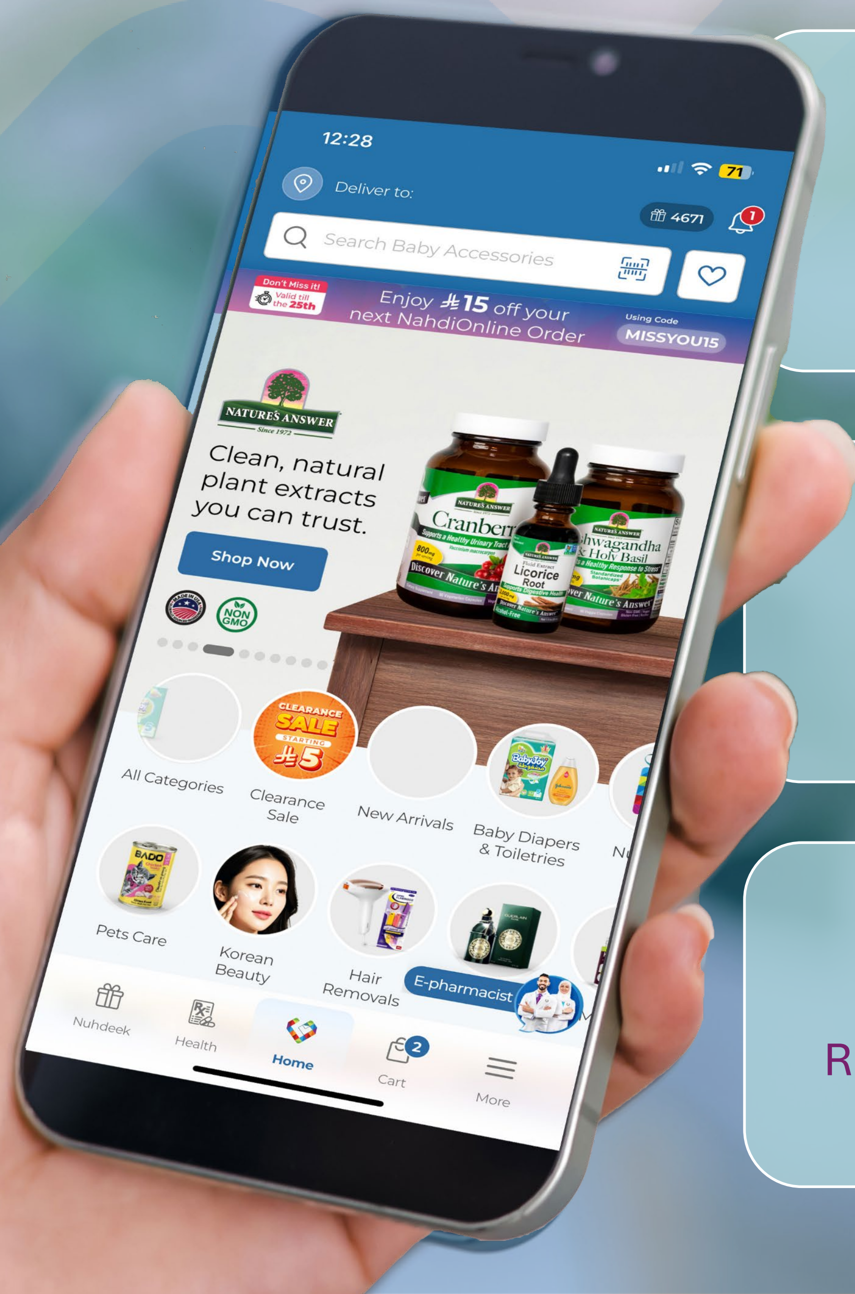
Strategic Initiatives

Introducing "Wasfaty" as a milestone in Guest care

As the market leader with a strong purpose, it provides us the opportunity to **serve our community**

unique opportunity to **expand our healthcare guest**, reach

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



Record Online sales Revenue*

Q3 2025 Crossing **⃁643M**

+23.7% vs Q3 2024

Online sales YoY Revenue

⃁1,859M

+22.3% vs 9M 2024

Online contribution

27.7%

vs 23.0% Q3 2024

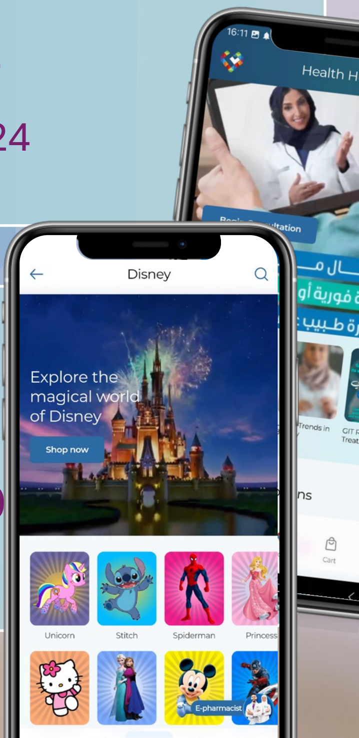
30 Min Delivery

Quick commerce with Realtime tracking

Now

Nahdi Global a key driver in Q3 2025

Revenue **+114.3%** vs Q3 2024



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

- YTD revenue **+43.1%** from 857M to **1,227M**
- YTD Own & Differentiated Contribution **17.0%** vs 12.6% 9M 2024
- Robust Product Expansion: Launched **723 SKUs** YTD, including **332 in Q3** alone, with a strategic focus on **Beauty.**
- **Medicine** Portfolio Growth: Introduced **169 new SKUs** in the Medicine category, strengthening our healthcare offerings.

Nahdi's Leap: Advancing National Healthcare Leadership

- Opened **3** NahdiCare Clinics in Riyadh and Abha in 9M 2025 reaching a total of **13** clinics across **9 cities** in KSA
- Clinics business demonstrates **exceptional growth**, 9M 2025 **Revenue +79.4%** vs 9M 2024
- 9M 2025 Clinics business **served +1,543M guests** vs 1M in 9M 2024 YTD, +54% YoY
- Nahdicare Clinics **NPS** at **81**

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

- Strong growth **Revenue 140.5M**, **39.4%** and added **14** new pharmacies in 9M 2025, totaling **39** in UAE
- Broad **geographic** coverage with **presence** in all **major Emirates**, which strengthens our reach
- UAE **NPS** at **90**
- Established **Best-in-class distribution center** in Dubai Investment Park (DIP)

We exist to add beats to the lives of our GUESTS

1.1 Million New Unique Guests YTD

Thank You

Investor Relations Department

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