



## Nahdi Delivers Strong Revenue and Profit Growth in Q1 2025

Jeddah, Saudi Arabia – 7 May 2025: Nahdi Medical Company (“Nahdi” or “the Company”), Saudi Arabia’s leading purpose-driven healthcare and wellbeing Company, today reported its financial results for the first quarter of 2025 (“Q1 2025”)

### Financial Performance

	In ﷻ (% of revenue)	Q1 2025	▲ % of growth	Q1 2024
<b>RESILIENT FINANCIAL PERFORMANCE</b>	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%)
<b>STRONG CASH FLOW GENERATION</b>	Capex 3.9% of revenue	ZERO DEBT	EPS ﷻ 1.96 ▲ 9.5%	

Nahdi delivers a strong performance underscored by top-line growth, disciplined cost management, and strategic execution across both core operations and emerging business lines.

During the period, total revenue increased by 16.7% year-on-year to reach SAR 2,635 million, reflecting robust contributions from the Retail business, accelerated growth in the Healthcare business, and the successful scale-up of operations in the United Arab Emirates. Net profit rose by 9.5%, supported by higher gross profit and disciplined cost management, reinforcing the Company’s effective financial management and operational efficiency.

The Retail business achieved a 15.2% year-on-year revenue increase, driven by double-digit growth in both Pharma and Front Shop segments. Ramadan season shift and online business contributed to the strong sales performance. The online business continued to outperform, contributing 24% of total revenue, up from 20% in the same period last year, reflecting sustained digital engagement. This online growth was boosted by the successful relaunch of Nahdi’s mobile application, which enhanced the guest experience through personalized features.



Private label offerings continued their growth trajectory, with sales increasing by 47% and their contribution to total revenue rising to 16%, up from 12% in the same quarter last year. This result highlights growing guests' trust in Nahdi's own and differentiated offerings, including locally manufactured products, which underscores the success of its value-driven, quality-focused strategy. The increased contribution from private label enabled the Company to continue its investments into sales growth.

During the quarter, the Company expanded its Retail footprint by opening 35 new stores, replacing 19 existing stores, bringing the total store count across the Kingdom to 1,172. This reinforces Nahdi's ongoing commitment to accessibility, operational excellence, and guest-centric innovation.

The Healthcare business maintained its positive momentum, with revenue increasing by 76.4% year-on-year, supported by the opening of an additional polyclinic in Riyadh, bringing the total network to 11 polyclinics. In parallel, the UAE business delivered a 44% revenue growth, with the opening of 5 new stores, extending Nahdi's presence to 30 stores across all major Emirates, in line with its regional expansion growth strategy.

Gross profit for the quarter increased by 10.5% to SAR 951 million, with a gross margin of 36.1%, compared to 38.1% in the same period last year. 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. This shift helped maintain stability in the operating profit margin, delivering a 16.6% growth in operating profit, which is in line with the top-line growth. Furthermore, operating expenses as a percentage of revenue improved by 2.1%, reaching 26.1%, compared to 28.2% in the same period last year, highlighting Nahdi's continued progress in operational efficiency and cost discipline.

Non-operating expenses rose by SAR 28 million, primarily attributable to higher finance costs and lease-related interest to support business growth and expansion. A favorable impact on the bottom line was realized from the zakat provision release of SAR 17.8 million, related to the settlement of prior-period zakat assessments.

Nahdi's first-quarter performance reaffirms the resilience of its business model and the effectiveness of its strategic roadmap. With strong momentum across Retail, Healthcare, and regional operations, the Company remains well-positioned to drive long-term, sustainable growth. Looking ahead, Nahdi will continue investing in innovation, digital capabilities, and healthcare infrastructure to deliver enhanced value for guests, shareholders, and the broader community.

**-ENDS**