

INVESTOR PRESENTATION

Nahdi Medical Company

FY 2025



Financial Highlights



FY 2025 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

 (% of revenue)	Q4 2025	% Change	Q4 2024
Revenue	2.59B	 9.6%	2.36B
Gross Profit	955M (36.9%)	 9.1%	875M (37.0%)
Operating Profit	208M (8.0%)	 8.3%	192M (8.1%)
Net Profit	176M (6.8%)	 11.4%	158M (6.7%)
EBITDA	415M (16.0%)	 7.7%	385M (16.3%)

 (% of revenue)	FY 2025	% Change	FY 2024
Revenue	10.21B	 8.1%	9.45B
Gross Profit	3.81B (37.3%)	 8.3%	3.51B (37.2%)
Operating Profit	927M (9.1%)	 6.1%	873M (9.2%)
Net Profit	831M (8.1%)	 1.2%	821M (8.7%)
EBITDA	1.72B (16.9%)	 7.9%	1.59B (16.9%)

STRONG CASH FLOW GENERATION

ZERO DEBT

Capex

4.1% of revenue

DPS

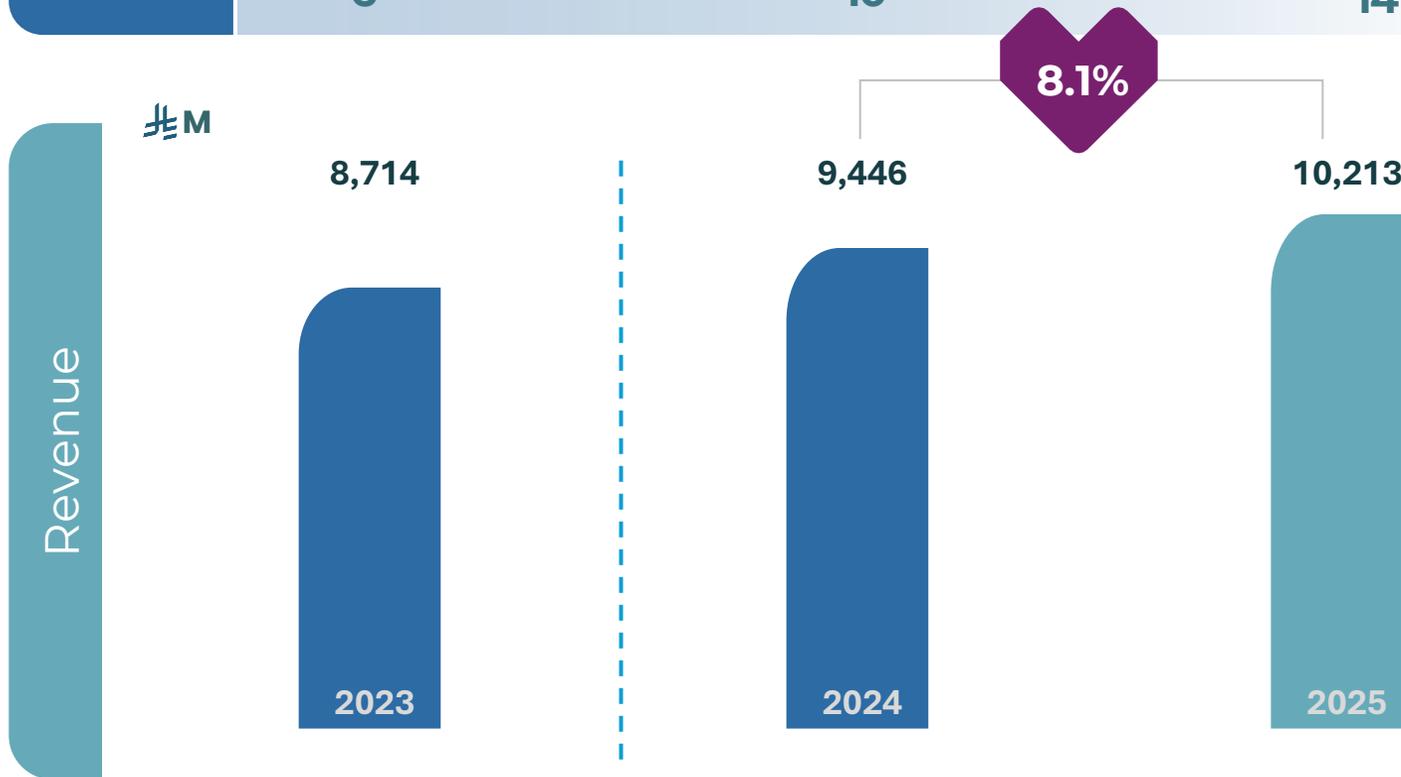
5.60  1.8% vs 2024)



728M Dividend Distribution

Solid Revenue Growth Across Businesses & Categories

Pharmacies	1,120	1,181	1,222
Clinics	6	10	14

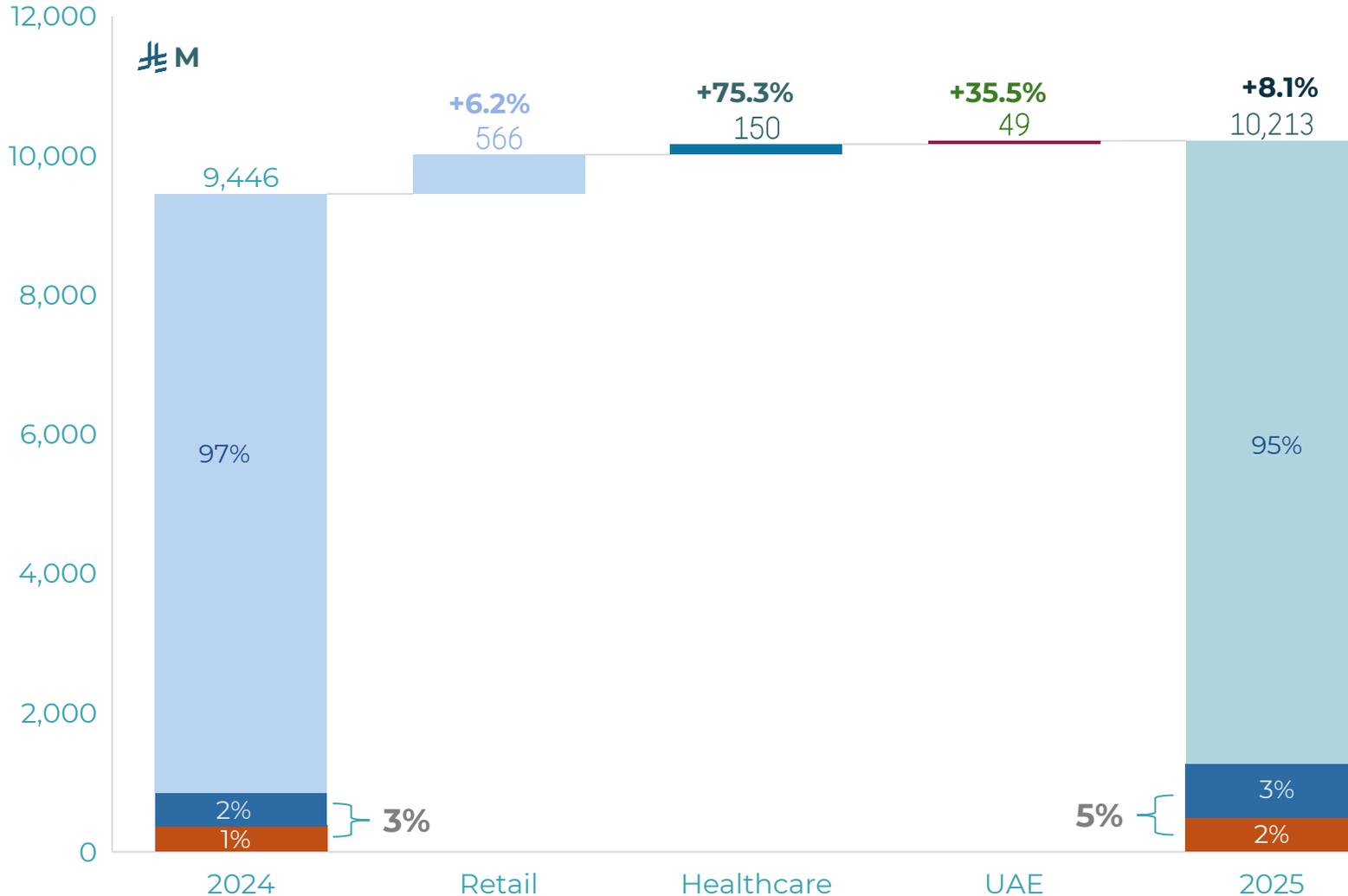


Revenue grew by 8.1% YoY in FY 2025, increasing by ~~AED~~ 767 million, driven by strong growth momentum across all business segments

Retail business rose by 6.2% fueled by the continued investments in differentiated guest experiences, consistent value delivery across the omnichannel touch points and strong strategic partnerships

Healthcare and UAE businesses continued their upward momentum delivering YoY increases of 75.3% & 35.5%, respectively

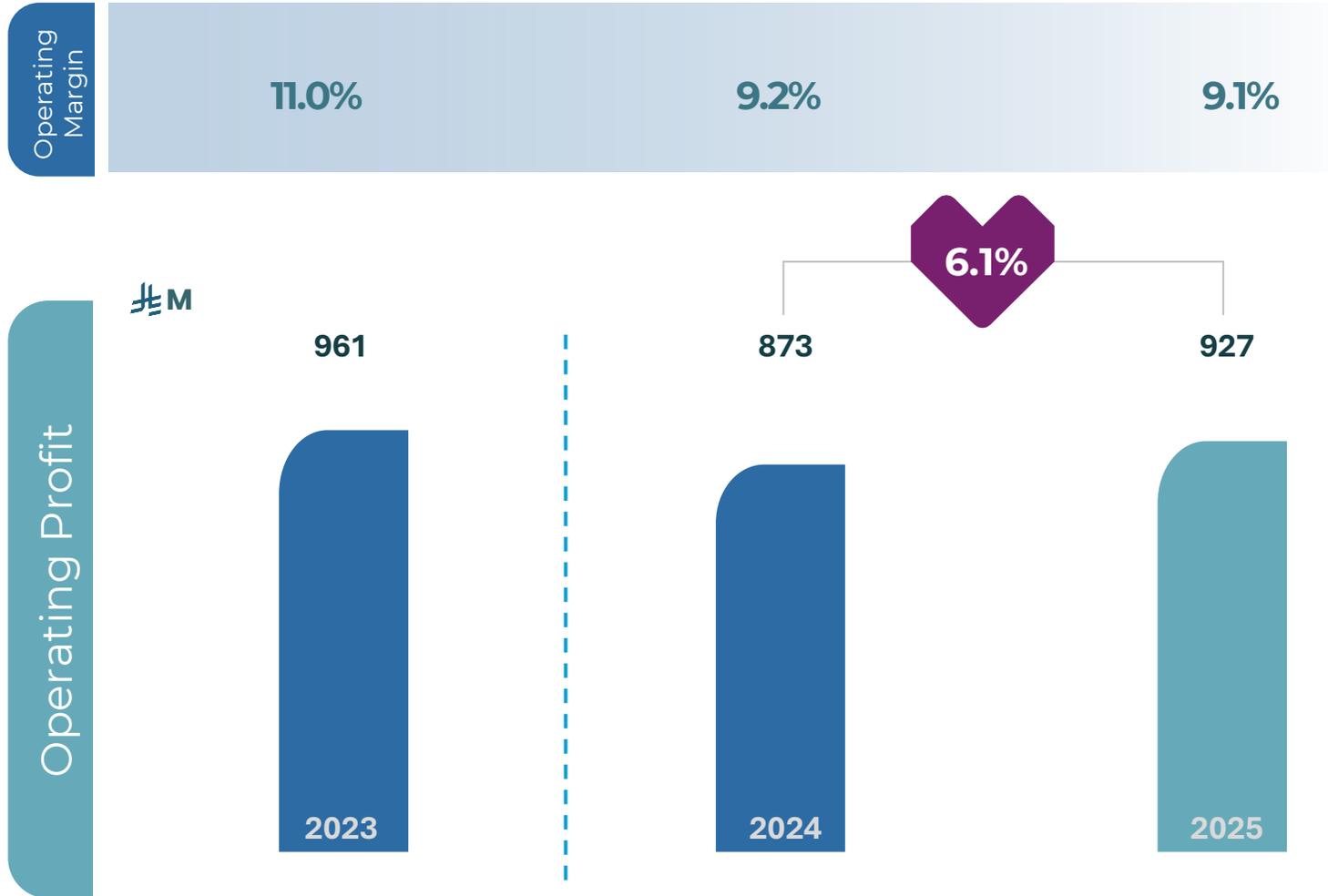
Diversified Sales Channel Growth **Driving Top-Line Acceleration**



The Retail business continued to lead the overall growth

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

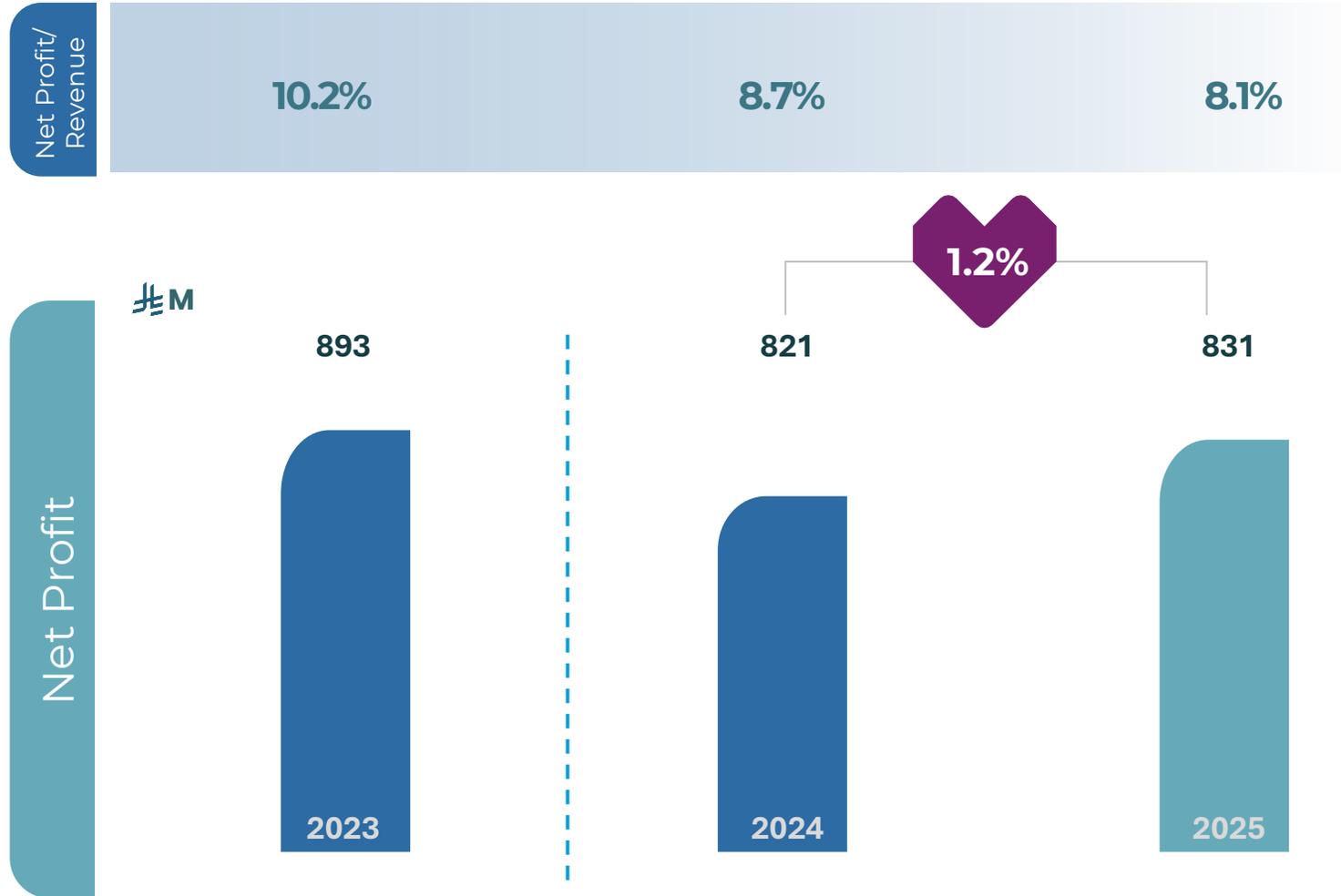
The gross margin stood at 37.3% despite the ongoing investments to support top-line growth and accelerated growth in the Healthcare and online businesses, which operate with different margin profiles

Higher Private Label contribution supported a favorable 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 and digital initiatives, which partially offset by ongoing efficiency programs

Operating Margin remain almost flat

Attractive Net Profit Profile



Net profit reached SAR 831 million, 1.2% increase, reflecting an 8.1% margin

Items below operating profit reflected a net increase in expenses of SAR 43 million, primarily driven by higher financial charges and lease liability interest to support revenue growth and accelerated business expansions

♥ Guidance



Total revenue Growth

2025 Guidance

Revenue growth
(6% - 8%)

2025 Actuals

8.1%



Updated EPS*

EPS Expected to grow
annually at (1% - 2%)

1.2%



Capex

Capex
(~4%)

4.1%



Dividend Policy

Expected to
continue at
(70% - 80%)

88%



Capital Structure

Growth to be funded
organically

Zero Debt



Note: 2025 guidance is for full fiscal year

*EPS guidance updated in Q3 2025

Strategy & Operational Review





Our Passion for People

Always Delivers Value to Our Guests



37.5 %
Nationalization

No. 1

1300+ national pharmacists



Ranked 2nd among Saudi Arabia, Ranked 3rd among Middle East



The Best Workplaces for **Women**

Nahdi: Guest Satisfaction - the Cornerstone of our strategy



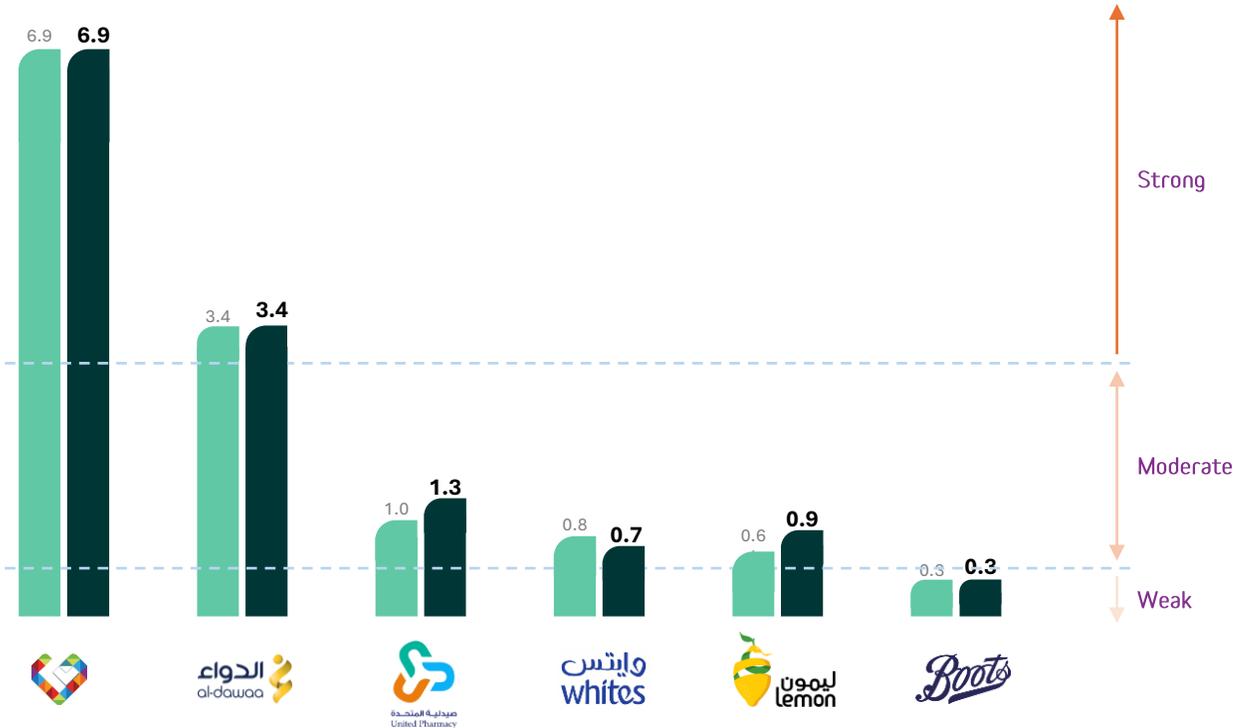
67%

Of revenue generated from Nahdi "Nuhdeek" Guests.
As FY 2025

Stronger Brand Equity YoY

Nielsen Store Equity Index **

Q4 2024 Q4 2025



91

NPS

As FY 2025



Source: Company disclosure, Nielsen
By End of Q4 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

Driving Healthcare Leadership and CSR Impact



H.E. the Minister of MOH presents Nahdi's CEO with the **Top Healthcare Leaders** in the Middle East Award



H.E. the Minister of HRSD presents Nahdi with the **Best Practices in CSR Award** Gold category

Prestigious Awards Across Multiple Categories won in 2025





Strategic Initiatives



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

**30 Min
Delivery**

30 نوصّل
خلال دقيقة
**NAHDI
NOW**

Quick commerce with
Realtime tracking

Record Online Revenue
FY 2025 Crossing

2.5BN

Contribution **25.8%** vs 21.7%
FY 2024



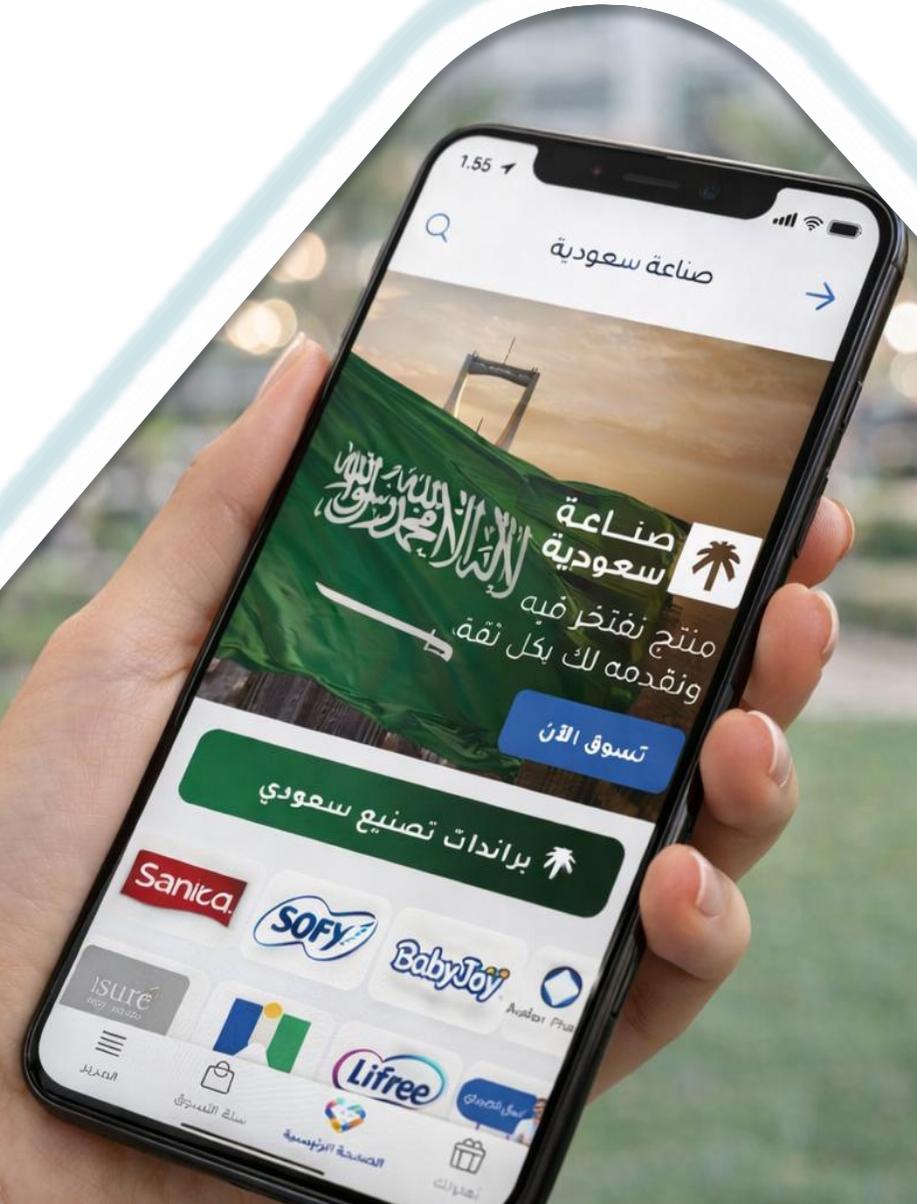
Best Customer
Feedback
Solution Utilizing
GenAI Award

%100 نتيجة التقييم

Ranked among the top
companies in the MOC's
E-Store Evaluation.



وزارة التجارة
Ministry of Commerce





وصفتي wasfaty

unique opportunity to
**expand our
healthcare guest**

 NPS **91**

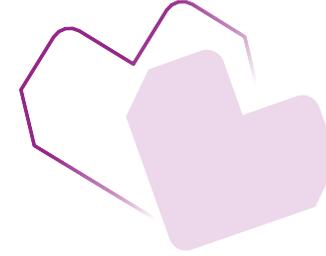
 Transaction Q4 **2.3M**

 Cross selling ~ **10%**

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



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



- ♥ Private Label contribution **17.4%** vs 13.4% FY 2024
- ♥ Robust product expansion: Launched **6,625 SKUs** during the year with a strategic focus on **Beauty & Medicine**

Nahdi's Leap: Advancing **National Healthcare Leadership**



- ♥ Opened **4** NahdiCare polyclinics in Riyadh and Abha, reaching a total of **14** polyclinics across **9 cities** in KSA
- ♥ NahdiCare business demonstrated another year of **exceptional growth**, **Revenue +75%** vs FY 2024
- ♥ Mature polyclinic delivered **double digit** bottom-line
- ♥ Polyclinics business **served +2M guests** vs 1.4M in FY 2024, **+42.9%** YoY
- ♥ NahdiCare polyclinics **NPS** at **80**

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

UAE **NPS** at **91**

Established **Best-in-class distribution center** in Dubai Investment Park (DIP)

Strong growth in **Revenue SAR 190M, +35.5%** and added **20** new pharmacies, totaling **45** in UAE

Broad **geographic** coverage with **presence** in all **major Emirates**, which strengthens our reach



Introducing Our 2030 Strategy



Guests @
the **Heart**
of all we do

B

Best-in-class
retail offering

E

Elevated
omnichannel
experience

A

Accelerate
omnihealth

T

Tech-enabled
tomorrow

S

Seeding
for the future

Guidance



2026 Guidance

♥	Total revenue Growth	6% - 8%
♥	EPS Growth	1% - 2%
♥	Capex	~4%
♥	Dividend Policy	75% - 85%

♥
Note: 2026 guidance is for full fiscal year

We exist to add beats to the lives of our GUESTS



2 Million new unique Guests



Thank You

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