INVESTOR PRESENTATION

Nahdi Medical Company

Q3 2026



Financial Highlights

Q3 2026

(% of revenue)	Q3 2026		% Change	Q3 2025	
Revenue	2.69B		9.4%	2.46B	
Gross Profit	957M	(35.5%)	1.7%	941M	(38.2%)
Operating Profit	196M	(7.3%)	4.4%	188M	(7.6%)
Net Profit	172M	(6.4%)	6.5%	161M	(6.6%)
EBITDA	402M	(14.9%)	3.2%	390M	(15.8%)

9M 2026

(% of revenue)	9M 2026		% Change	9M 2025	
Revenue	8.16B		7.0%	7.62B	
Gross Profit	2.95B	(36.2%)	3.6%	2.85B	(37.4%)
Operating Profit	701M	(8.6%)	-2.3%	718M	(9.4%)
Net Profit	623M	(7.6%)	-4.9%	655M	(8.6%)
EBITDA	1.31B	(16.1%)	0.5%	1.31B	(17.1%)

CAPEX & Dividend Payout

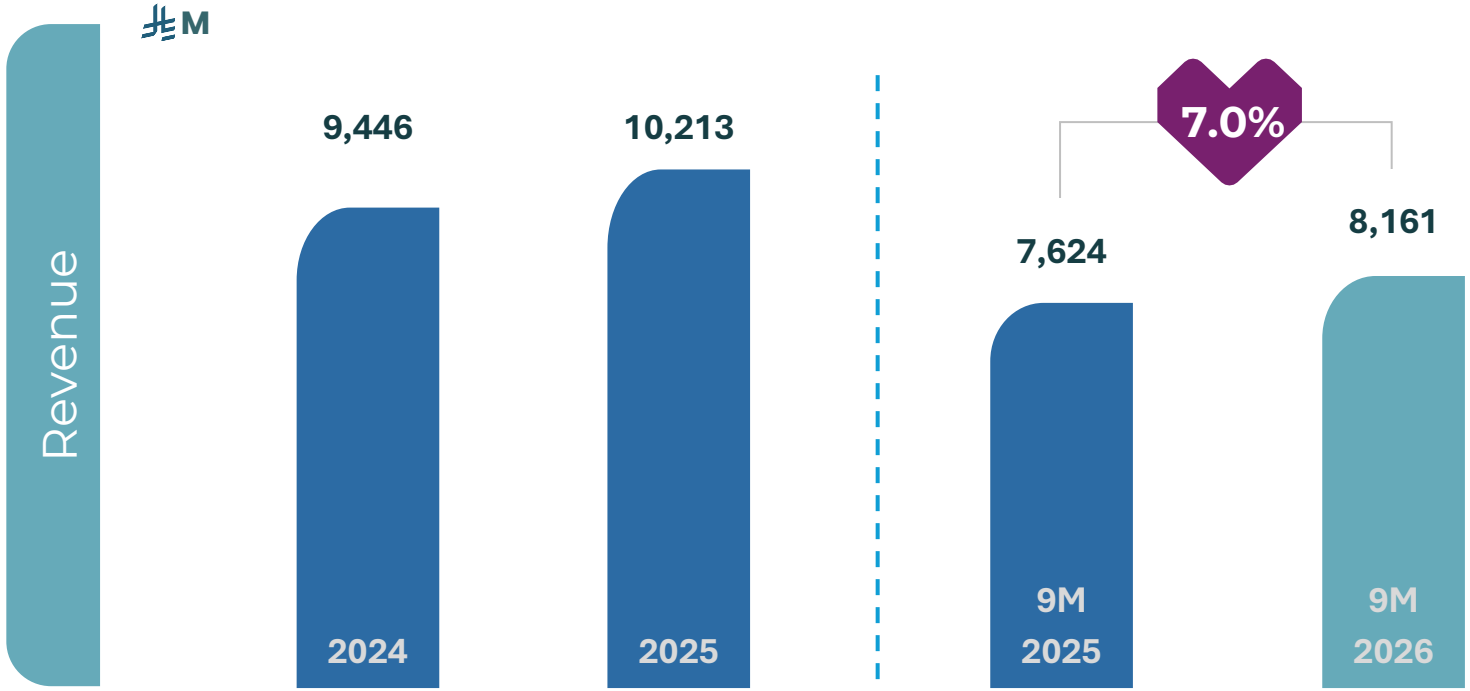
Capex
2.7% of revenue

DPS
2.60
338M H1 Dividend Distribution

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Solid Revenue Growth Across Businesses & Segments

Pharmacies	1,181	1,222	1,218	1,219
Clinics	10	14	13	15



Revenue grew by 7.0 % YoY in 9M 2026, increasing by ﷼ 537 million, driven by strong growth momentum across all business segments

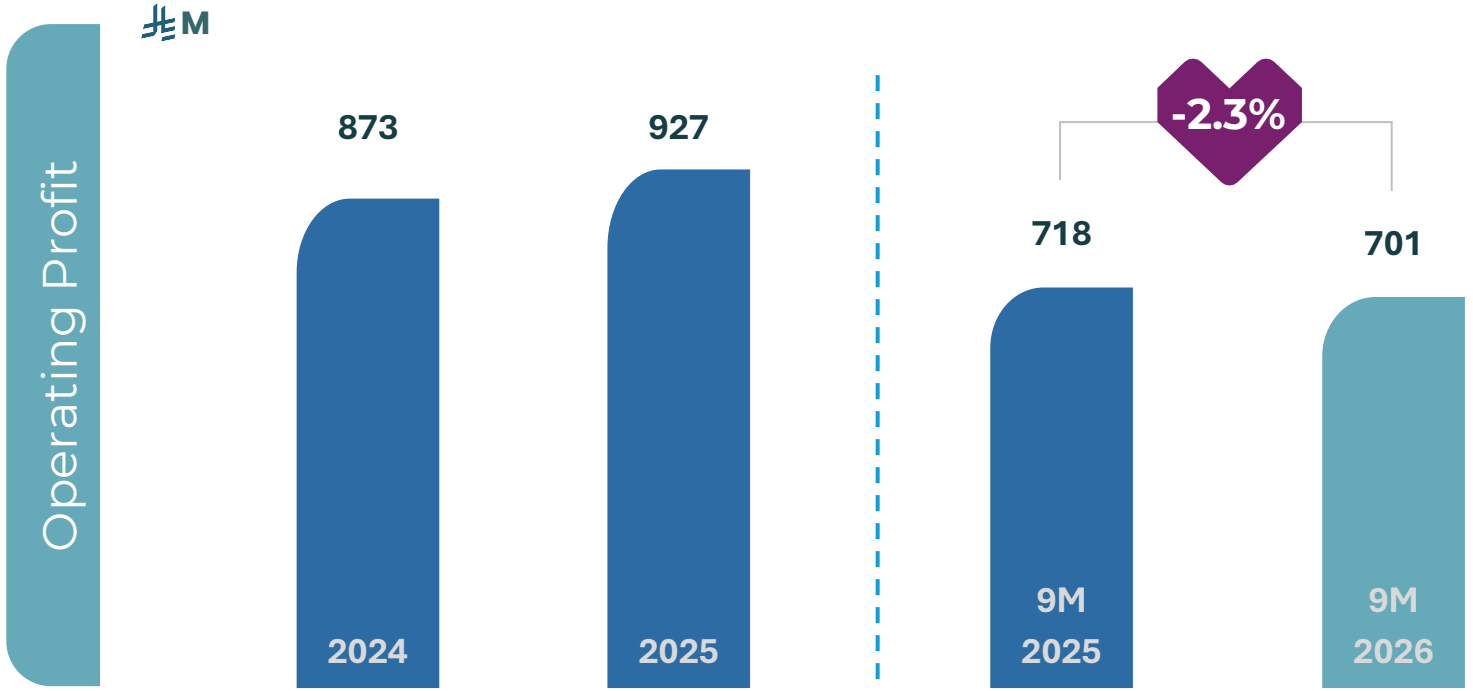
Retail business rose by 5.7% fueled by continued growth in both Pharma and Front Shop segments

Healthcare and Regional expansion businesses continued their upward momentum delivering YoY increases of 32.1% & 29.1%, respectively

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Sustaining Operating Profit Leadership Amid Challenging Market Dynamics

Operating Margin	9.2%	9.1%	9.4%	8.6%



Operating profit impacted by continued investments to support revenue growth & market challenges

The gross profit increased by 3.6%, while gross margin stood at 36.2% reflecting the change in business mix with the accelerated growth in healthcare, online, payers and increase in logistics cost within the nine months

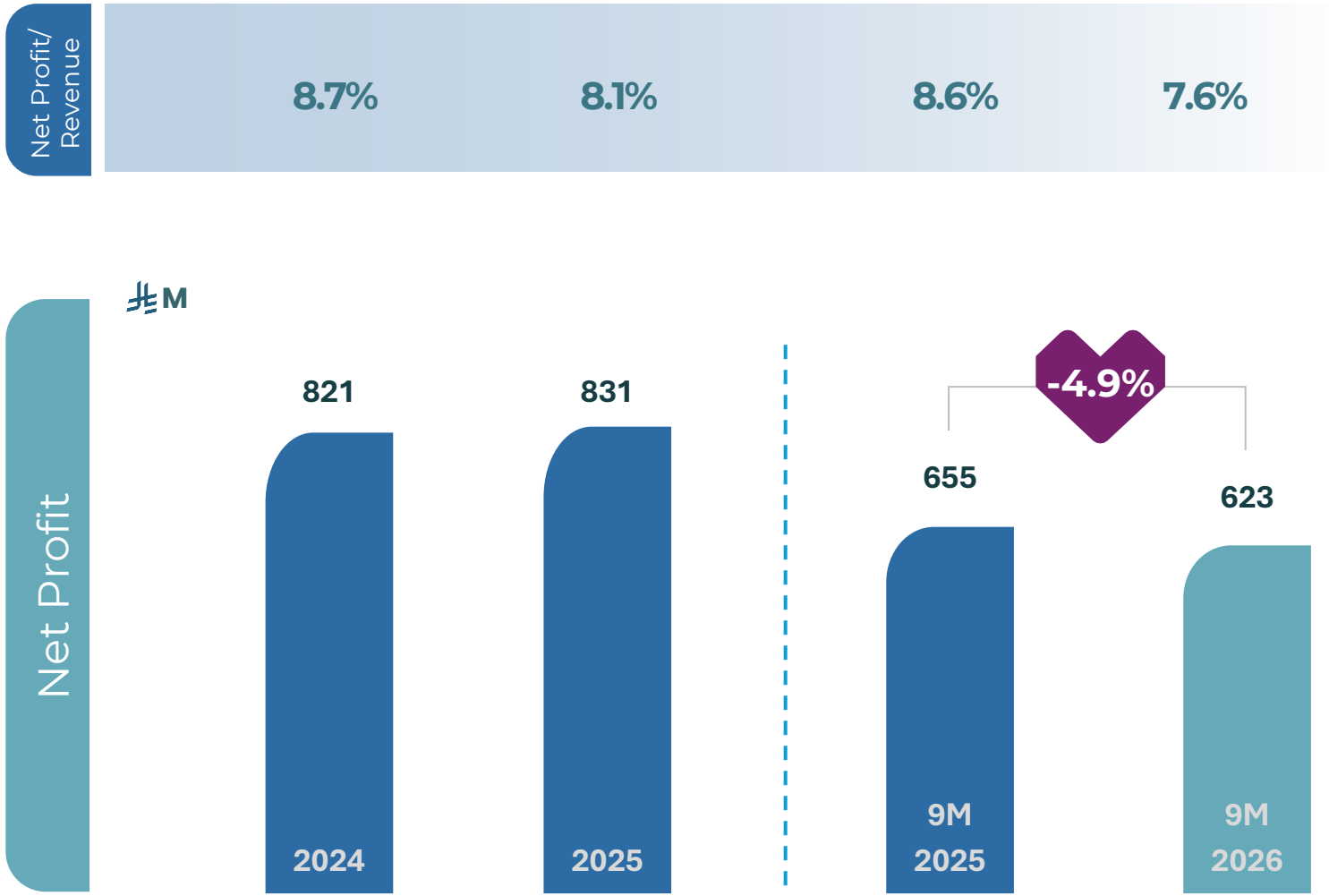
Higher Private Label contribution supported a favorable shift in product mix which enabled the company to reinvest behind sales growth

The continued investment to support the sales growth resulted in an increase in OPEX

EBITDA remained almost flat, reflecting the Company's ability to sustain operating profit while continuing to invest for future growth

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Attractive Net Profit Profile Despite Margin Pressures



Net profit landed at ﷼623 million, reflecting a 7.6% margin

Overall, the Company's net profit declined by 4.9% compared to the same period last year

Excluding the non-recurring release of ﷼ 17.8 million in zakat provisions recognized in the same period last year, net profit declined by 2.3%, reflecting higher logistics costs and accelerated investments in future strategic initiatives

Guidance



2026 Guidance

Total revenue Growth	6% - 8%
EPS Growth	(2%) – (3%)
Capex	~4%
Dividend Policy	75% - 85%

***Excluding the one-time item last year, the growth would have been flat – (1%)**

Strategy & Operational Review



Our Passion for People

Always Delivers Value to Our Guests



39.2%

Nationalization

No. 1

- **1,500+** national pharmacists, Reached **44.5%** feminization
- **~550K** hours of training conducted in Q3 YTD



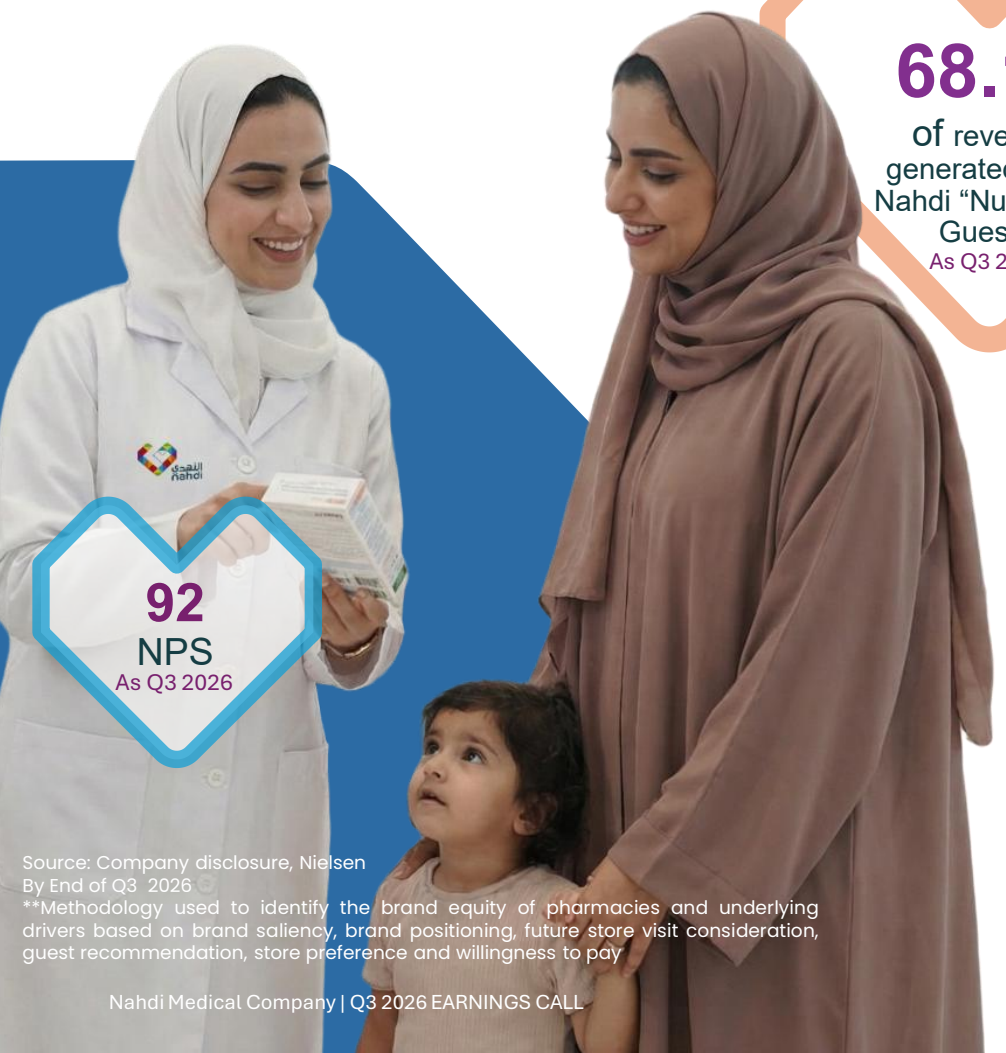


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Nahdi: Guest Satisfaction - the Cornerstone of our strategy

نهديك
nuhdeek

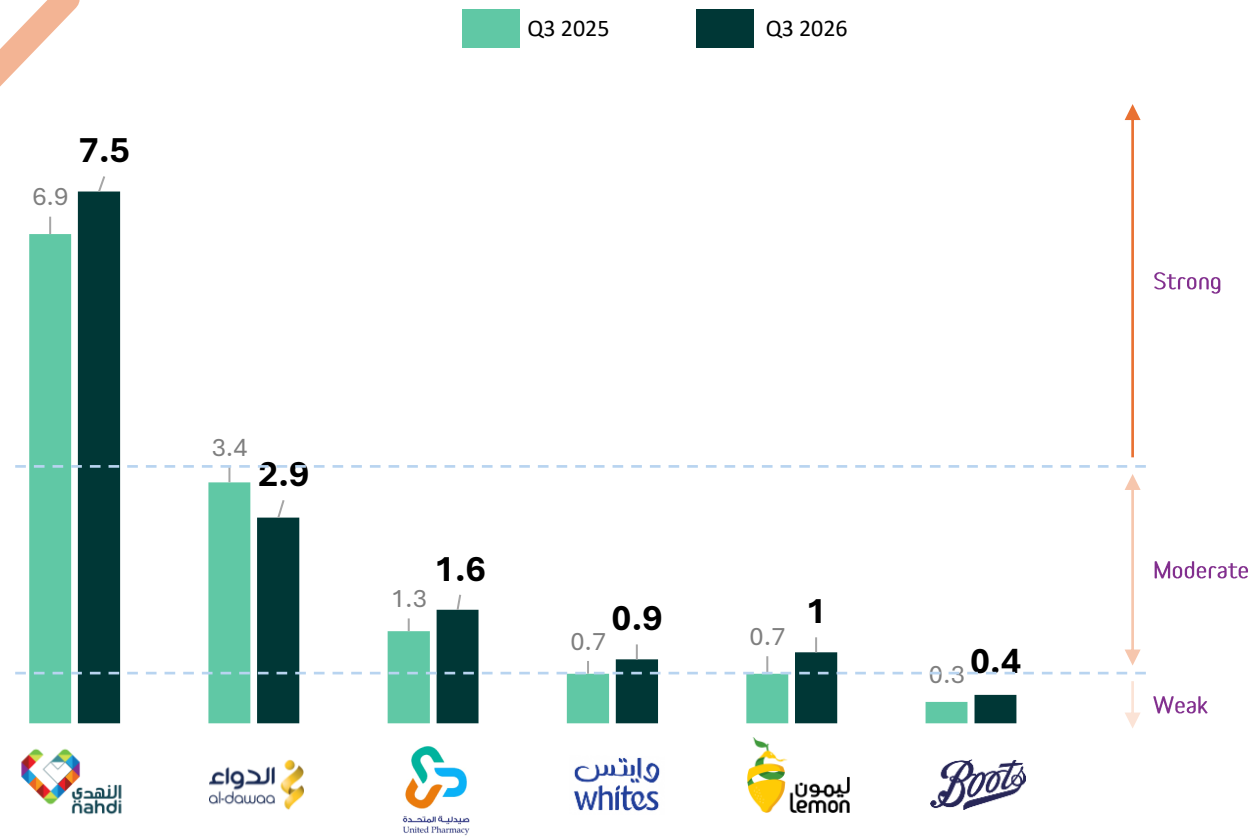
68.1%
of revenue generated from Nahdi "Nuhdeek" Guests
As Q3 2026



92
NPS
As Q3 2026

Stronger Brand Equity YoY

Nielsen Store Equity Index **



Source: Company disclosure, Nielsen
By End of Q3 2026
**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

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Awards, Recognition & Market Leadership

Human Resources and Social Development

For the 3rd Consecutive Year,

Nahdi Wins the CSR Award from the Ministry of HRSD



2024 **2025**



2026



هيئة الاتصالات والفضاء والتقنية
Communications, Space & Technology Commission





Ipsos



Among the top 10 as most influential local brands in Saudi Arabia

KANTAR



Ranked #2 in the Retail Sector in the 2026 Kantar BrandZ Top Most Valuable Saudi Brands

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Nahdi: Building Investor Trust, Achieving Gold-Standard Excellence


meira 2026 IR AWARDS

CERTIFICATE

in recognition of achieving the

MEIRA GOLD STANDARD

PROUDLY PRESENTED TO

Nahdi

for demonstrating a high standard of investor relations practice across governance, disclosure, digital communications, investor engagement, sustainability integration and professional capability.

Awarded by the Middle East Investor Relations Association (MEIRA)

Date of issue: 1st October, 2026
Financial year: 2025

meira

A 4-Year Journey of Investor Relations Excellence

2022 — Foundation: Established IR capabilities

2023 — Engagement: Expanded investor outreach

2024 — Governance: Enhanced transparency & disclosure

2025 - 2026 — Recognition: Achieved MEIRA Gold Certification

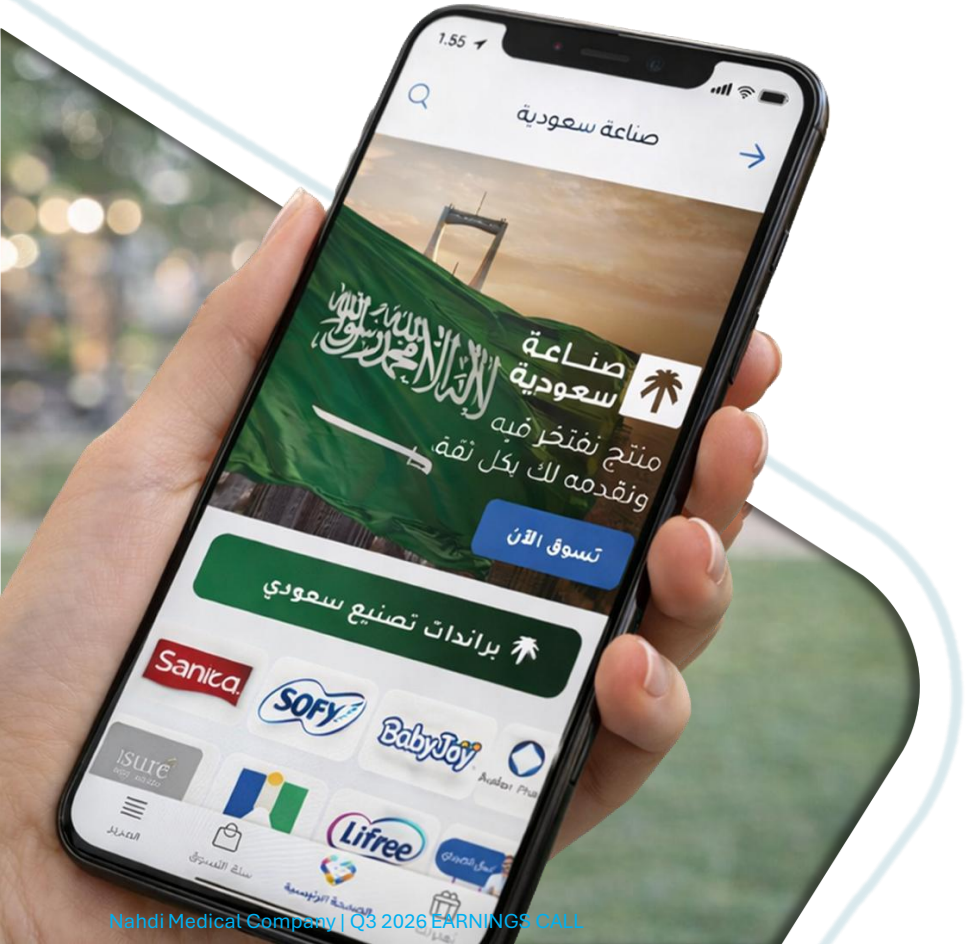


Strategic Initiatives



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Digital Acceleration:
Seamless Experiences to Fuel Nahdi's Growth

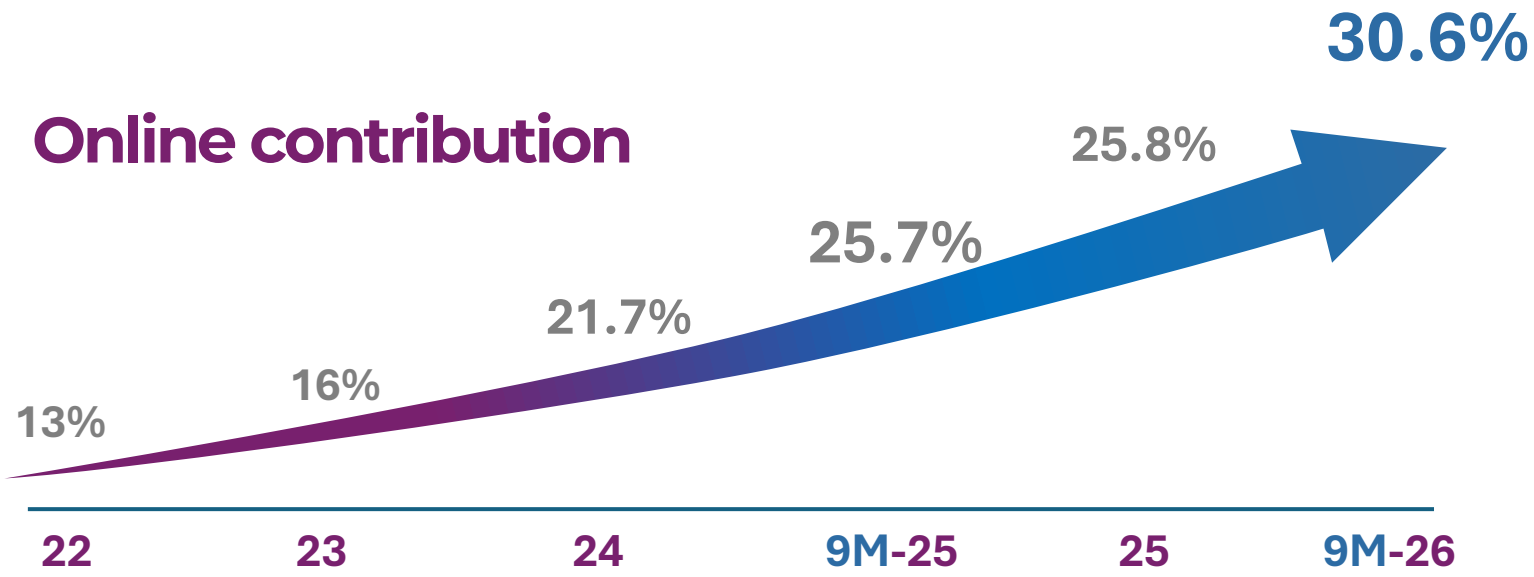


Most Downloaded Health Apps in KSA*

#1 #2 #6

* Saudi Internet Report 2025 - issued by CST in Q3 2026

Online contribution



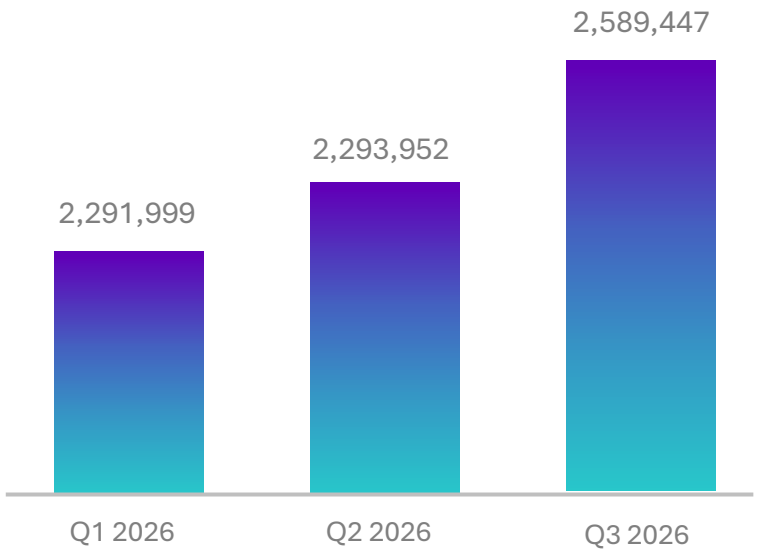
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Serve our Community with Purpose

وصفتي wasfaty

92
NPS

Wasfaty Transactions





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

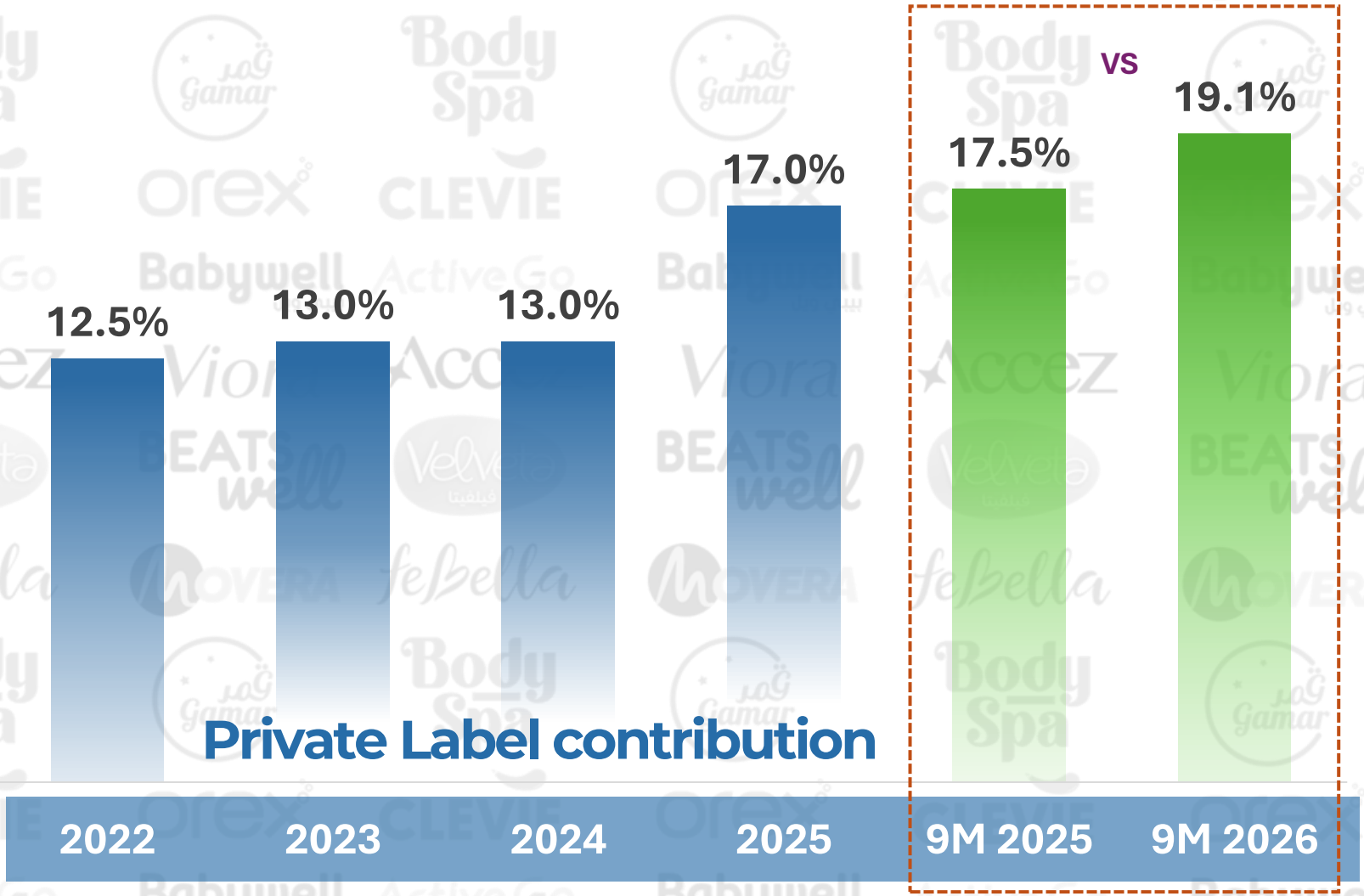
Babywell
بيبي ويل

Has joined the

100 Million

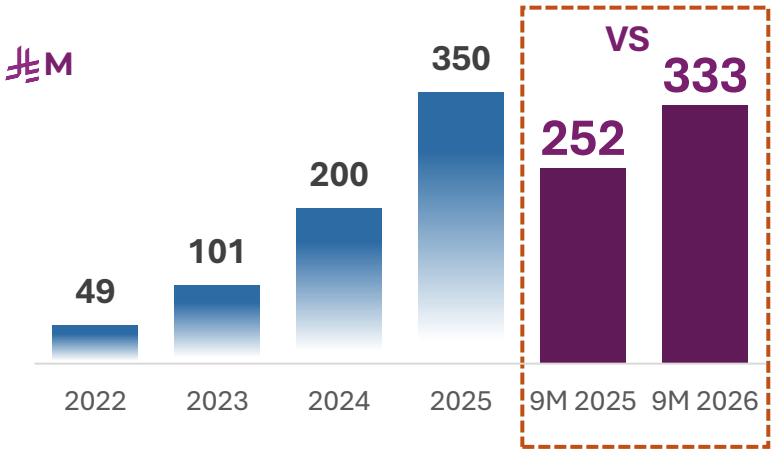
Revenue club

SAUDI MADE & Home grown brand



Nahdi's Leap: Advancing National Healthcare Leadership

Revenue growth momentum



Guests visits growth





We exist to add beats to the lives of our GUESTS



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Thank You

Investor Relations Department

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