INVESTOR PRESENTATION

Nahdi Medical Company

Q2 2026

H1 2026 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

⃁ (% of revenue)	H1 2026	% Change	H1 2025
Revenue	5.47B	5.9%	5.16B
Gross Profit	1,995M (36.5%)	4.5%	1,910M (37.0%)
Operating Profit	506M (9.2%)	-4.7%	531M (10.3%)
Net Profit	451M (8.2%)	-8.6%	494M (9.6%)
EBITDA	911M (16.7%)	-0.6%	917M (17.8%)

⃁ (% of revenue)	Q2 2026	% Change	Q2 2025
Revenue	2.67B	5.8%	2.53B
Gross Profit	1,008M (37.7%)	4.3%	966M (38.2%)
Operating Profit	246M (9.2%)	-5.7%	261M (10.3%)
Net Profit	215M (8.0%)	-9.7%	238M (9.4%)
EBITDA	450M (16.8%)	-1.4%	456M (18.1%)

STRONG CASH FLOW GENERATION

ZERO DEBT

Capex

3% of revenue

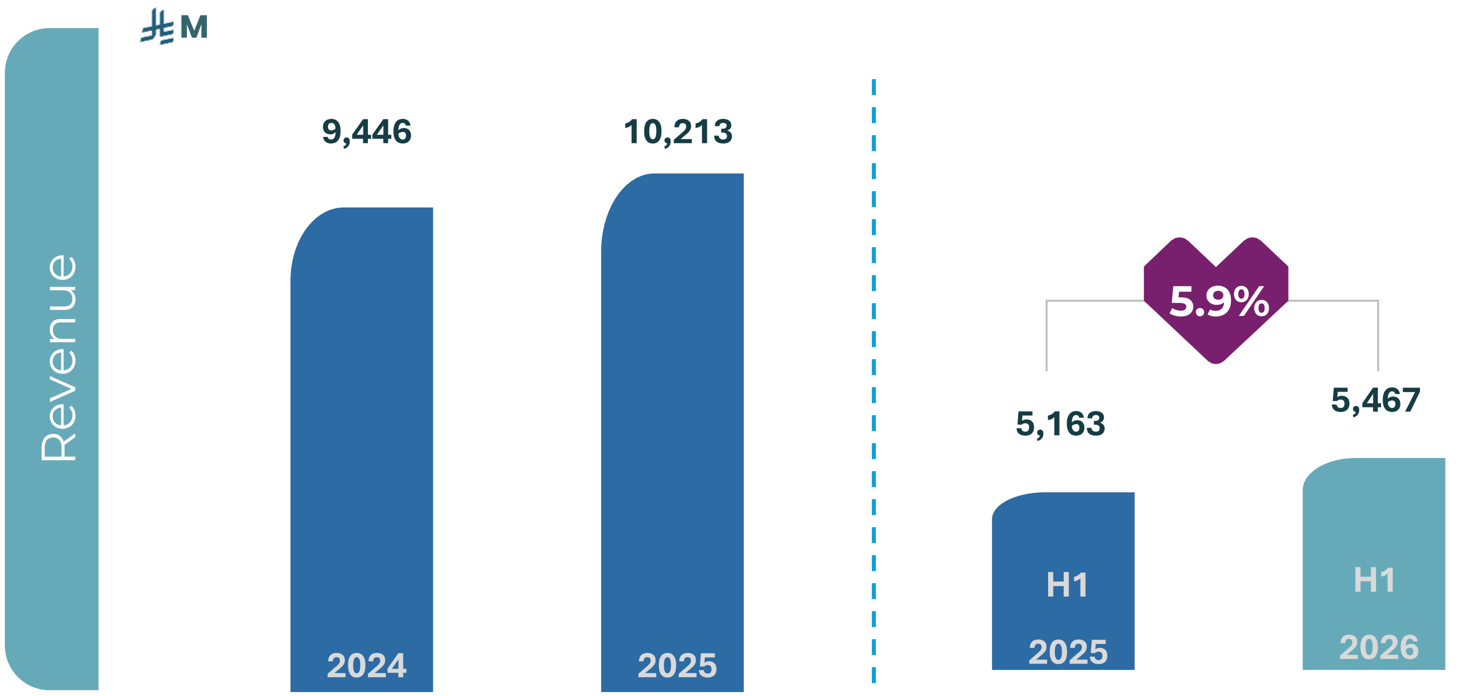
DPS

⃁ 2.60

338M Dividend Distribution

Solid Revenue Growth Across Businesses & Categories

Pharmacies	1,181	1,222	1,207	1,217
Clinics	10	14	12	14

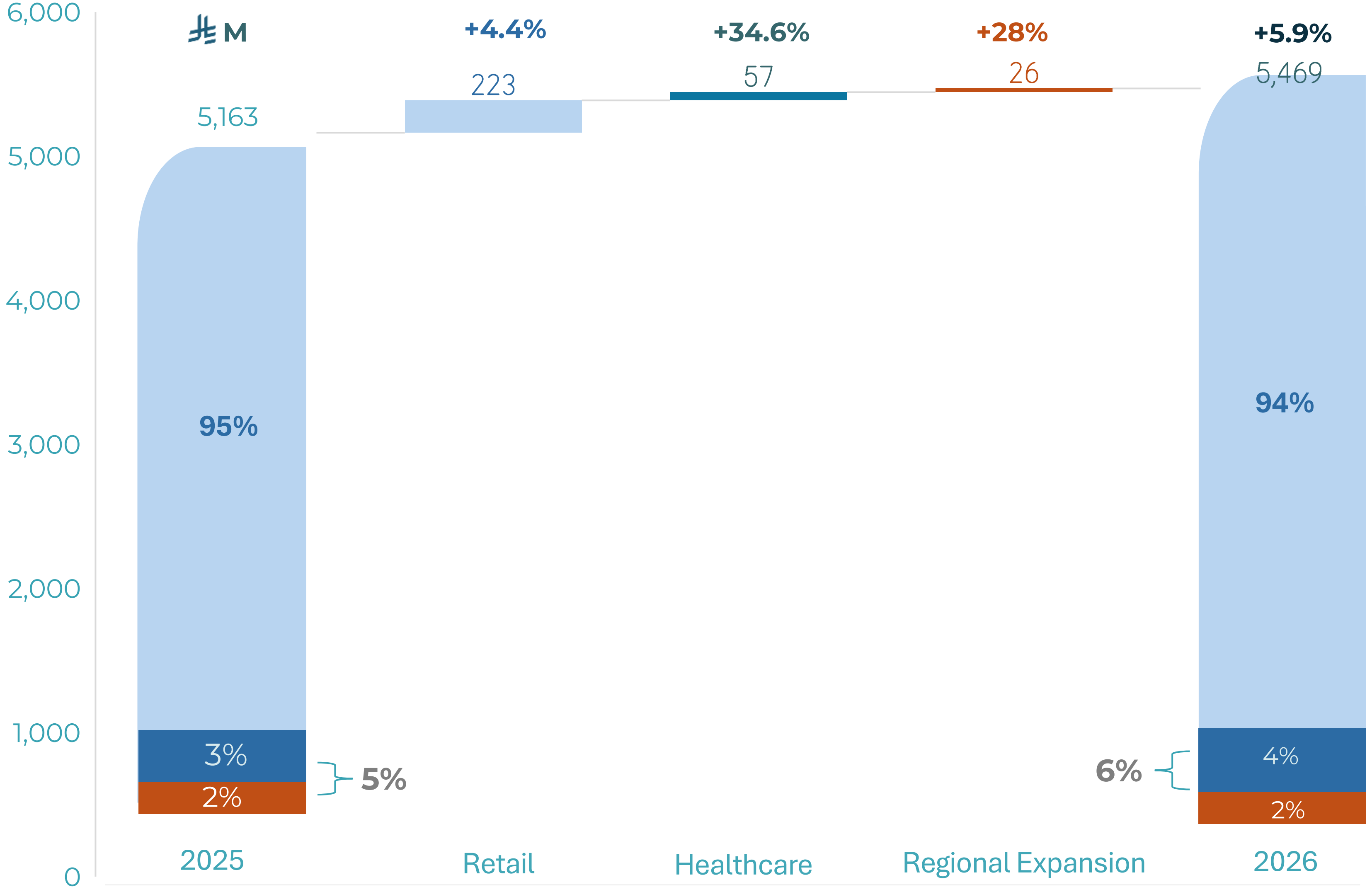


Revenue grew by 5.9 % YoY in H1 2026, increasing by ⃁ 306 million, driven by strong growth momentum across all business segments

Retail business rose by 4.4% fueled by continued growth in both Pharma and Front Shop segments

Healthcare and Regional expansion businesses continued their upward momentum delivering YoY increases of 34.6% & 28%, respectively

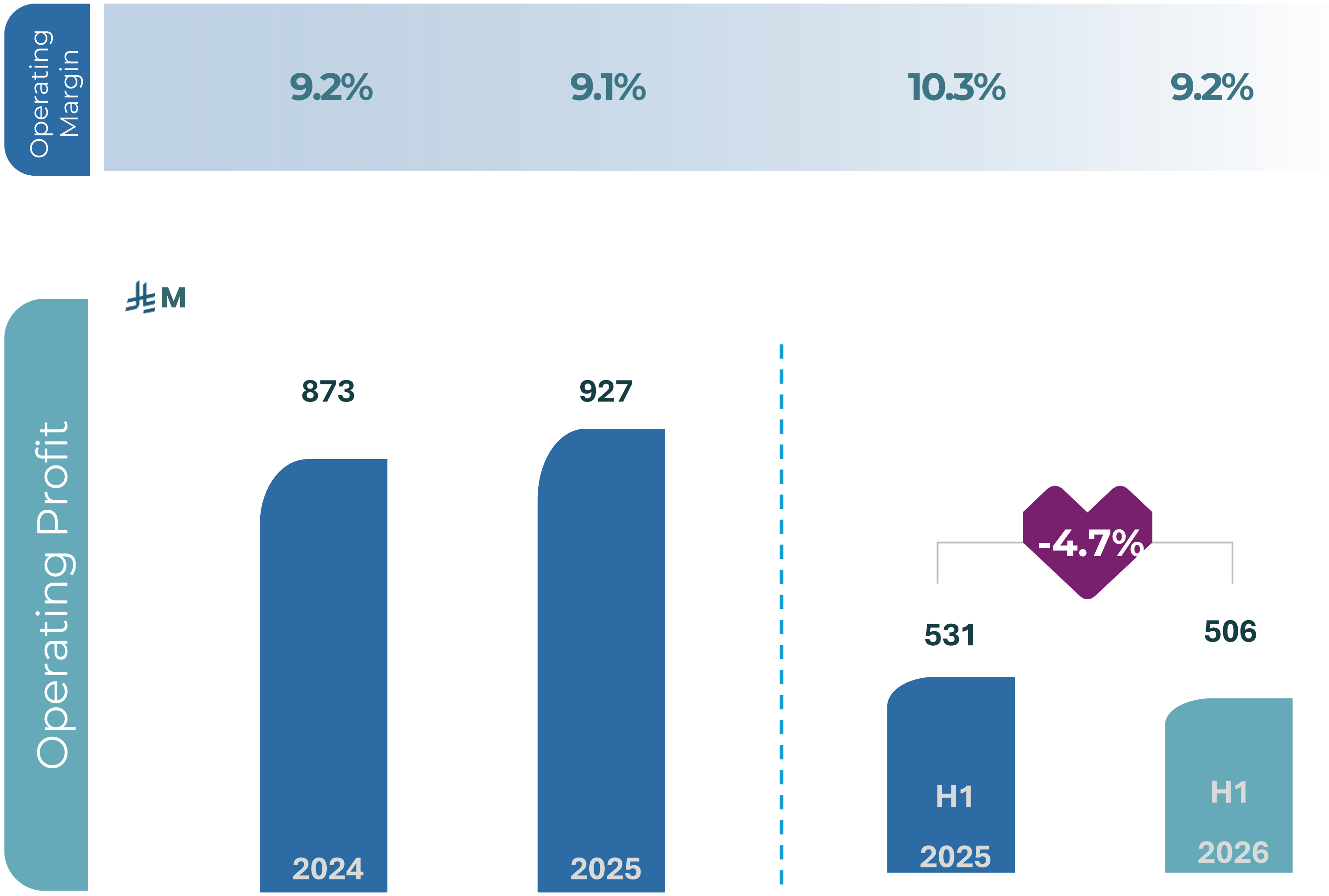
Diversified Sales Channel Growth Driving Top-Line Acceleration



The Retail business continued to lead the overall growth

Contribution from Healthcare and Regional expansion business increased to 6% up from 5% same period last year

Best in Class Operating Profit Margin



Operating profit impacted by continued investments to support revenue growth

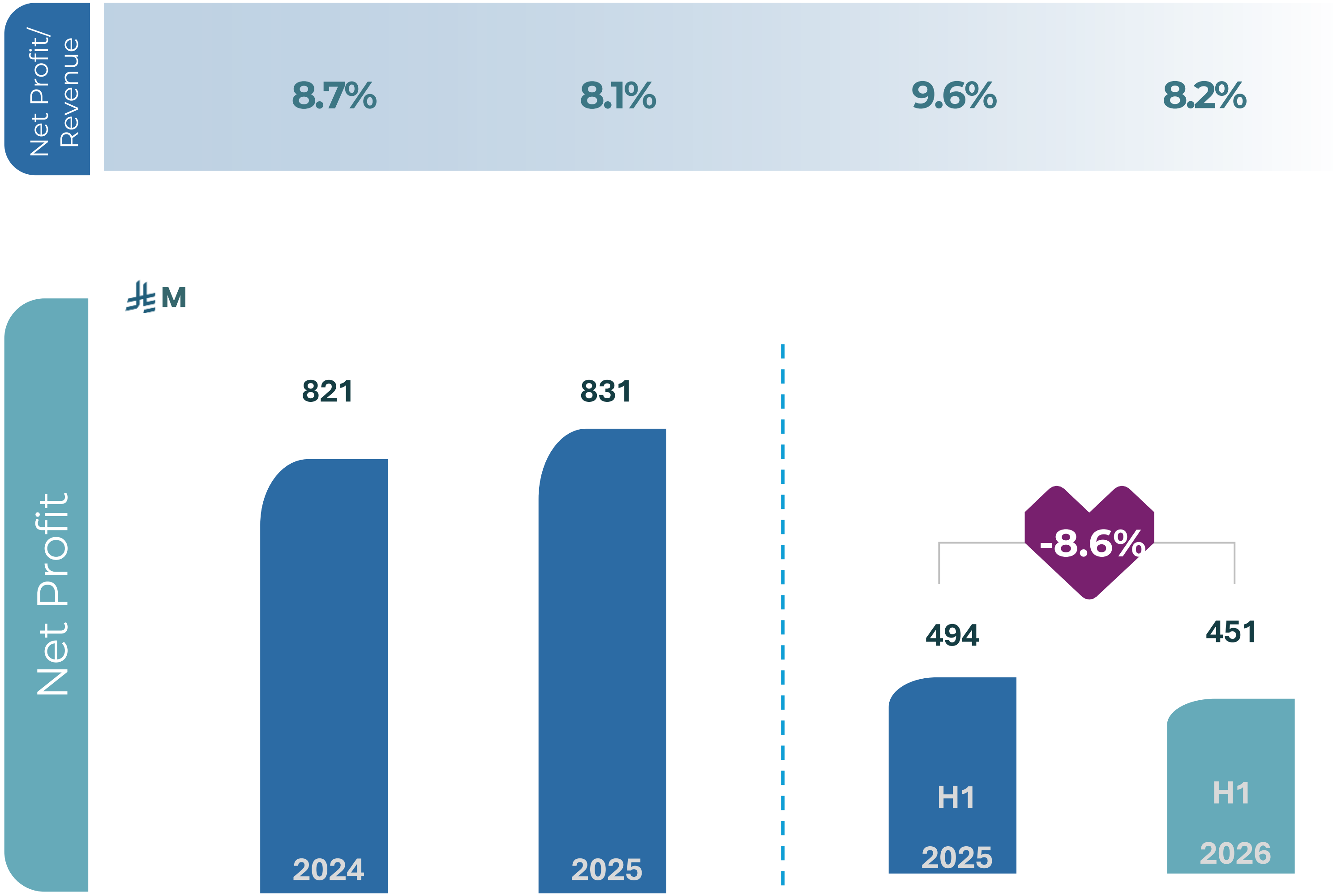
The gross profit increased by 4.5%, while gross margin stood at 36.5% reflecting the change in business mix with the accelerated growth in healthcare, online, payers and ongoing investments to support sales growth

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 earnings while continuing to invest for future growth

Attractive Net Profit Profile



Net profit landed at ⃁451 million, reflecting an 8.2% margin

Overall, the Company's net profit declined by 5.2% compared to the same period last year, while the year-on-year comparison reflects a decline of 8.6%, due to one-time zakat provision release of ⃁17.8 million in the same period last year alongside the accelerated investments in future strategic initiatives

Guidance

2026 Guidance

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

The 2026 full-year guidance remains subject to review in Q3 2026 considering the evolving macroeconomic and geopolitical developments

Strategy & Operational Review

Our Passion for People
Always Delivers Value to Our Guests

39.4%
Nationalization

No. 1

- **1,450+** national pharmacists
- Reached **44.2%** feminization
- **~200K** hours of training conducted in Q1.

Awarded in 2025

Nahdi: Guest Satisfaction - the Cornerstone of our strategy

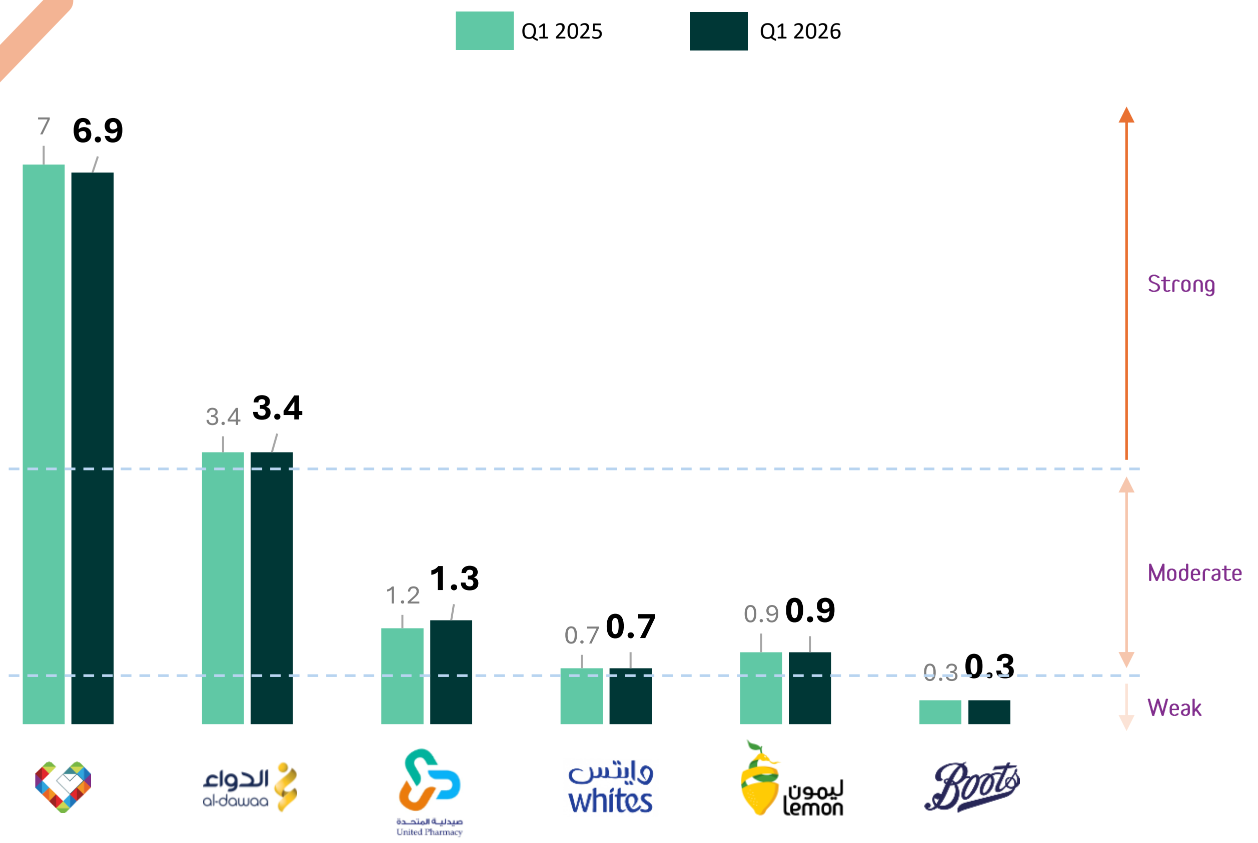
نهديك
nuhdeek

69.2%
of revenue generated from Nahdi "Nuhdeek" Guests.
As Q2 2026

89
NPS
As Q2 2026

Stronger Brand Equity YoY

Nielsen Store Equity Index **



Source: Company disclosure, Nielsen
By End of Q1 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

Nahdi: The Retailer Suppliers Trust, Partnering for Mutual Success

Among Pure Omni-Players #1

	Rank/17	Score (100- /100+)
	1 ▶ 0	63
ninja	2 ▲ 3	56
amazon	3 ▲ 7	50
	3 ▲ 12	50
keeta	5 ▼ 2	47
نون noon	5 ▲ 11	47

Among In Store Retailers and Pharmacies #1

	Rank/19	Score (100- /100+)
	1 ▶ 0	59
	2 ▲ 3	49
العثيم Othaim	3 ▲ 6	46
الدواء al-dawaa	4 ▼ 6	38
LuLu	5 ▲ 6	38

Among e-commerce #1

	Rank/9	Score (100- /100+)
	1	63
	2	50
أسواق التميمي tamimi markets	3	32
الدواء al-dawaa	4	30
LuLu	5	30

Awards, Recognition & Market Leadership

الهيئة العامة للمنافسة
General Authority for Competition

Compliance Program Completion Certificate

أرقام argaam

CEO of the year – Retail

Ipsos

Most Influential Brands in Saudi Arabia

GUINNESS WORLD RECORDS™

Most People to Sign Up for a Vital Signs Screening In One Week

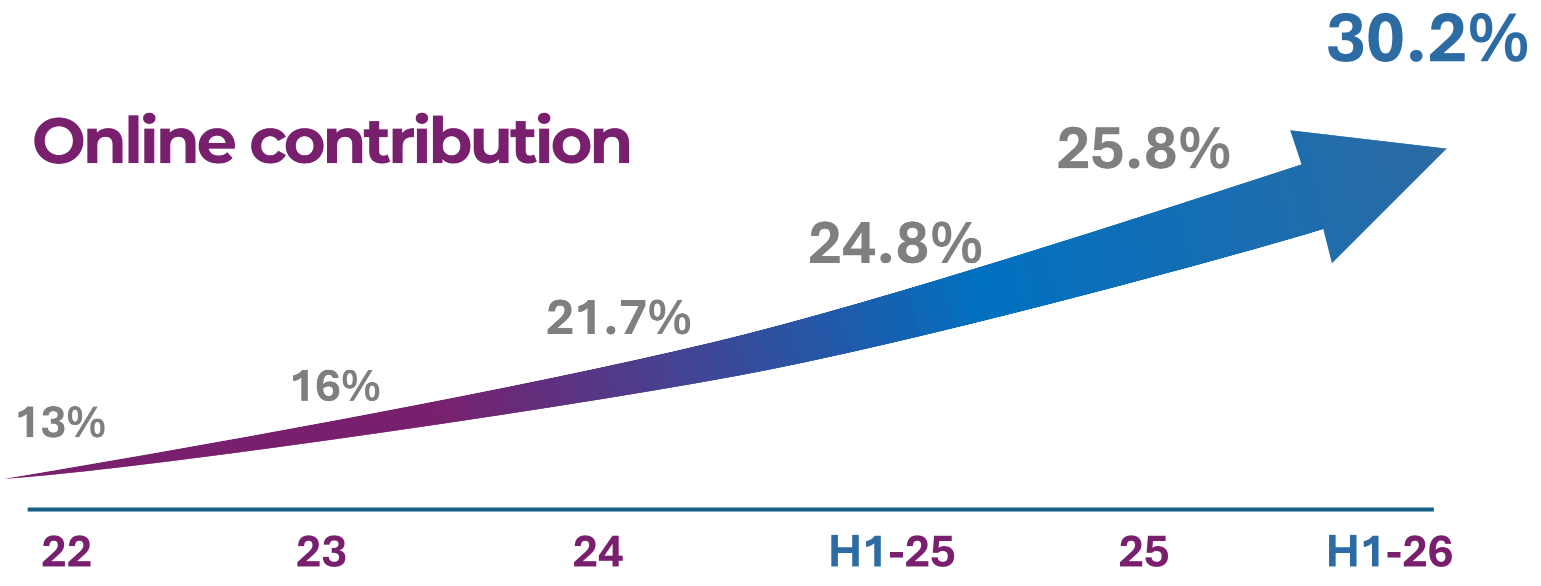
12,493 Sign-Ups Achieved in **7** Days
(Targeted: **10,000**)

Strategic Initiatives

Market Challenges & Strategic Response

KEY MARKET CHALLENGES	MITIGATION STRATEGY & ACTIONS
Softening Market Demand Driven by evolving shopper behavior and more cautious spending patterns	**Guest-Centric Growth Strategy** Strengthening guest engagement and loyalty, delivering 130bps market share gain
Channel Shift to E-Commerce Accelerated online growth impacting brick-and-mortar performance	**Omnichannel & Personalization Investments** Enhancing digital experience through AI-driven personalization and faster last-mile delivery
Intensified Price Competition Rising pressure from discounters and pure-play online platforms	**Strategic Pricing Alignment** Ongoing alignment of Nahdi pricing with global benchmarks (initiated in 2024) to maintain competitiveness
Increased Cost-to-Serve Notable escalation in shipping and logistics costs	**Margin Protection through Mix Optimization** Driving category and product mix improvements to offset short-term increases in landing costs

Digital Acceleration:
Seamless Experiences to Fuel Nahdi's Growth

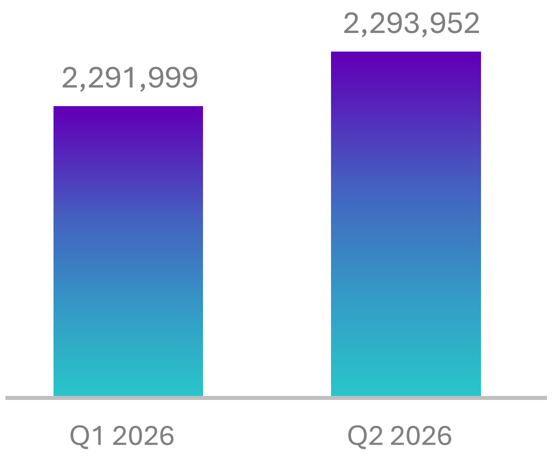


Serve our Community with Purpose

90

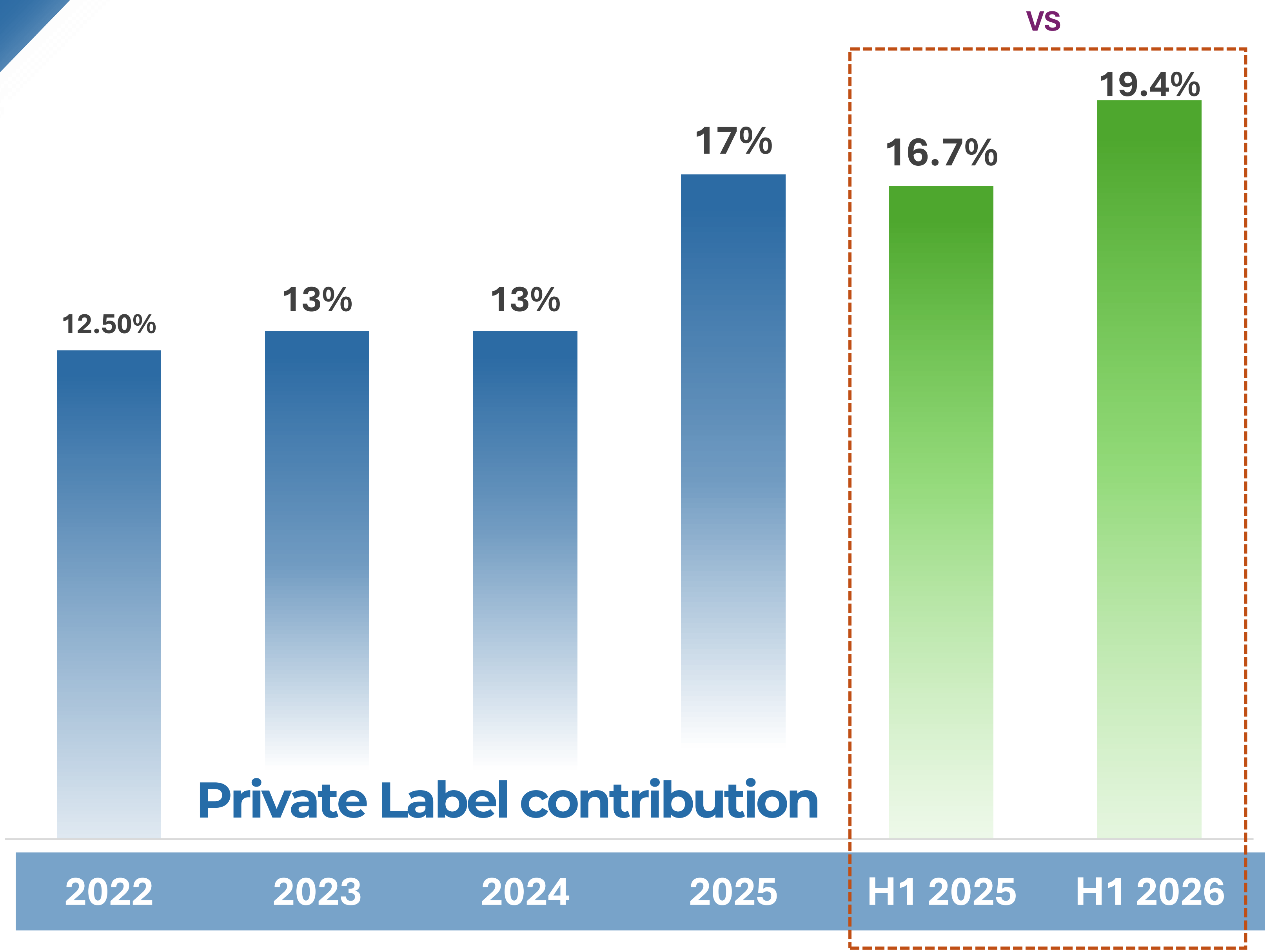
NPS

Wasfaty Transactions



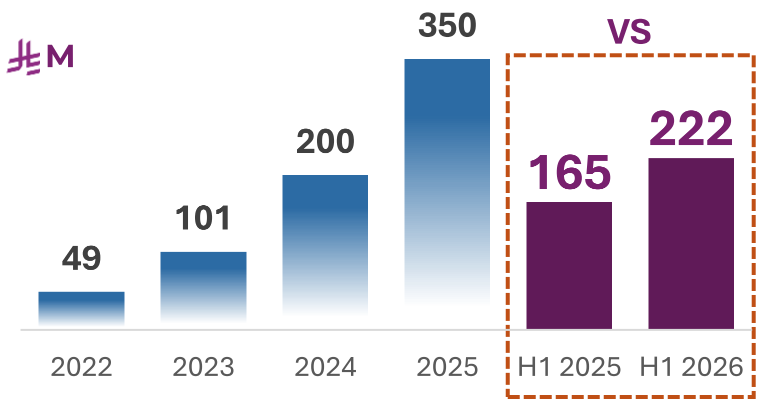
Nahdi's Private Label Powerhouse; Delivering Growth & Guest Loyalty

Accez
قمر Gamar
Velveta فيلفيتا
Viora
febella
orex
Body Spa
MOVERA
BEATS well
CLEVIE
Active Go
Babywell بيبي ويل

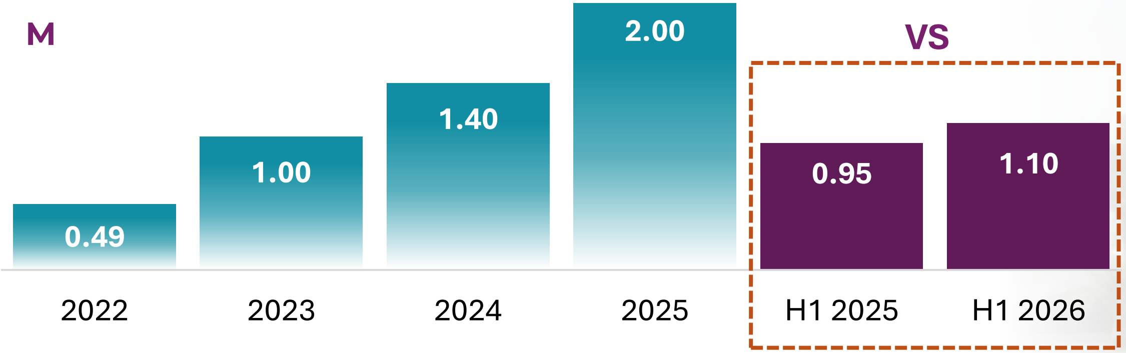


Nahdi’s Leap: Advancing National Healthcare Leadership

Revenue growth momentum



Guests visits growth



We exist to add beats to the lives of our GUESTS

Thank You

Investor Relations Department

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