

INVESTOR PRESENTATION

Nahdi Medical Company

Q1 2026



Financial Highlights



Q1 2026 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

 (% of revenue)	Q1 2026	% Change	Q1 2025
Revenue	2.79B	6.1%	2.64B
Gross Profit	988M (35.3%)	4.7%	944M (35.8%)
Operating Profit	260M (9.3%)	-3.8%	270M (10.2%)
Net Profit	236M (8.4%)	-7.6%	255M (9.7%)
EBITDA	461M (16.5%)	0.1%	461M (17.5%)

STRONG CASH FLOW GENERATION

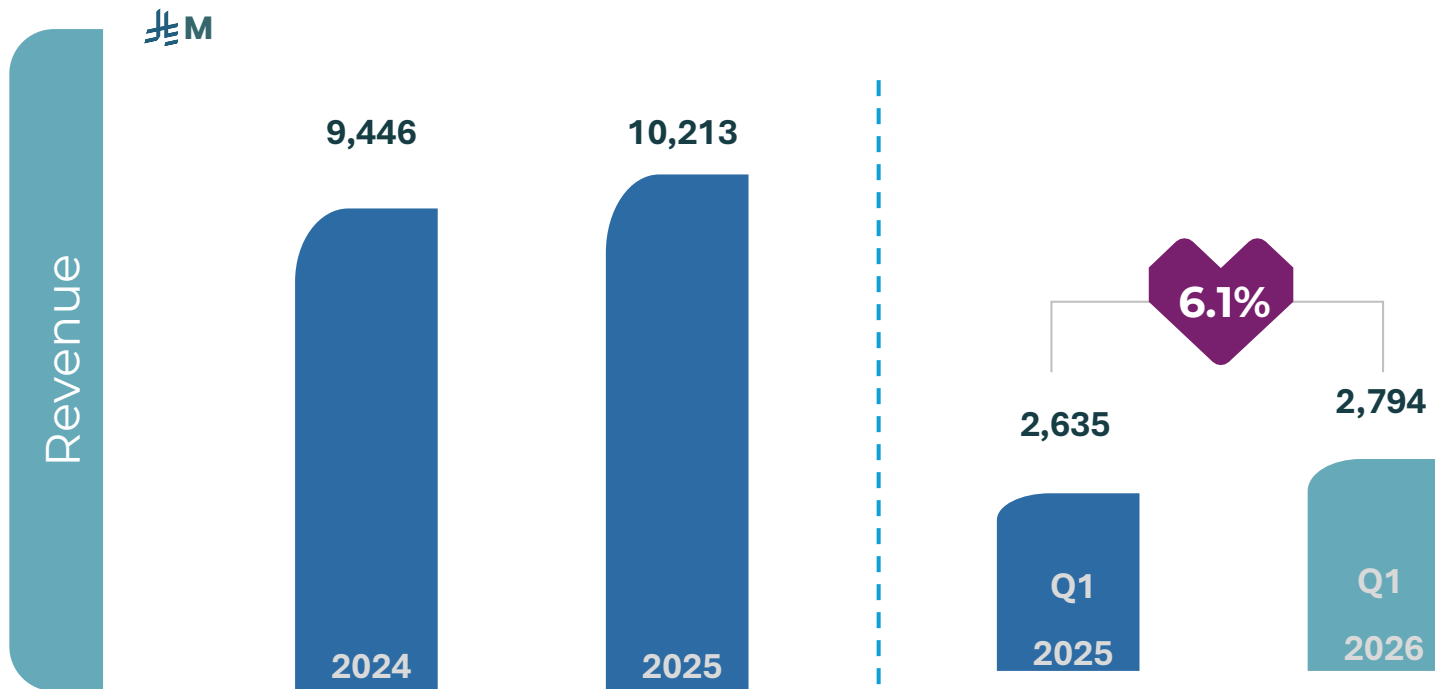
ZERO DEBT

Capex
3% of revenue

EPS
 1.81

Solid Revenue Growth Across Businesses & Categories

Pharmacies	1,181	1,222	1,202	1,223
Clinics	10	14	11	14

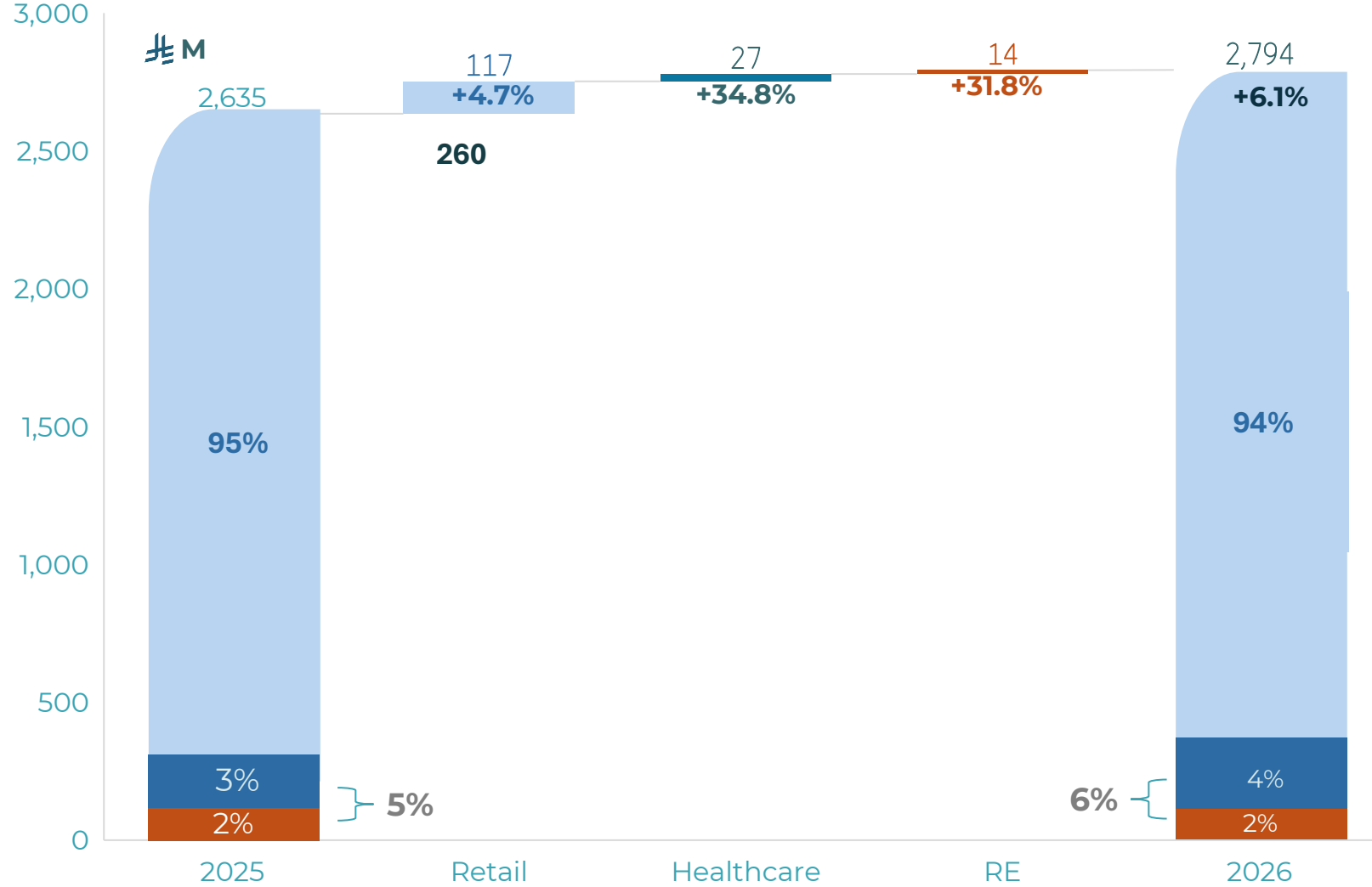


Revenue grew by 6.1 % YoY in Q1 2026, increasing by ₺160 million, driven by strong growth momentum across all business segments

Retail business rose by 4.7% fueled by continued growth in both Pharma and Front Shop segments

Healthcare and Regional expansion businesses continued their upward momentum delivering YoY increases of 34.8% & 31.8%, 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**

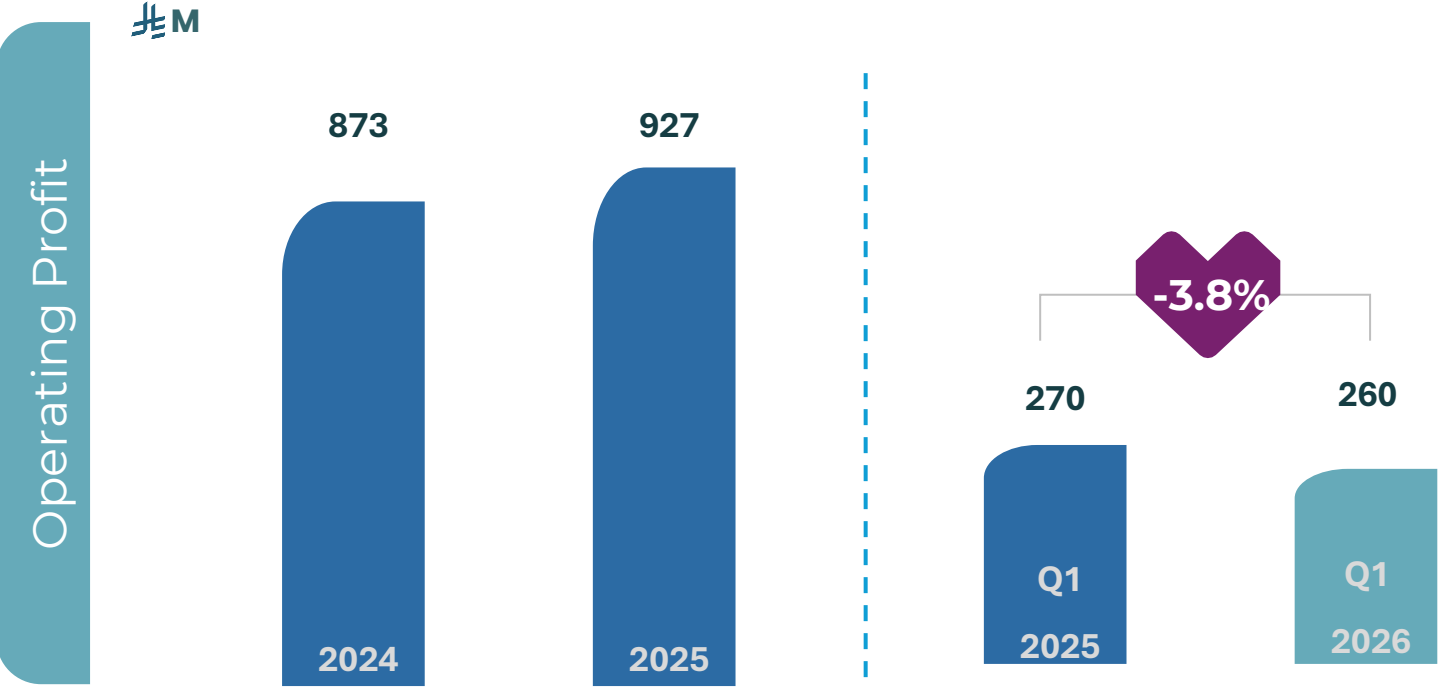


Operating profit impacted by continued investments to support revenue growth

The gross profit increased by 4.7%, while gross margin stood at 35.3% reflecting the change in business mix with the accelerated growth in healthcare, online, payers and ongoing investments to support sales growth

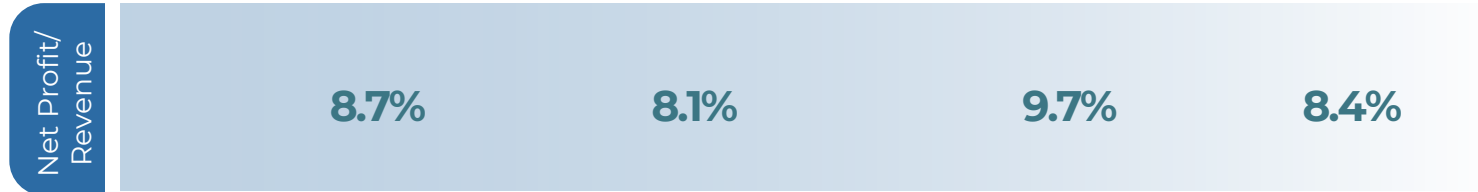
Higher Private Label contribution supported a favorable shift in product mix which enabled the company to reinvest behind sales growth

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

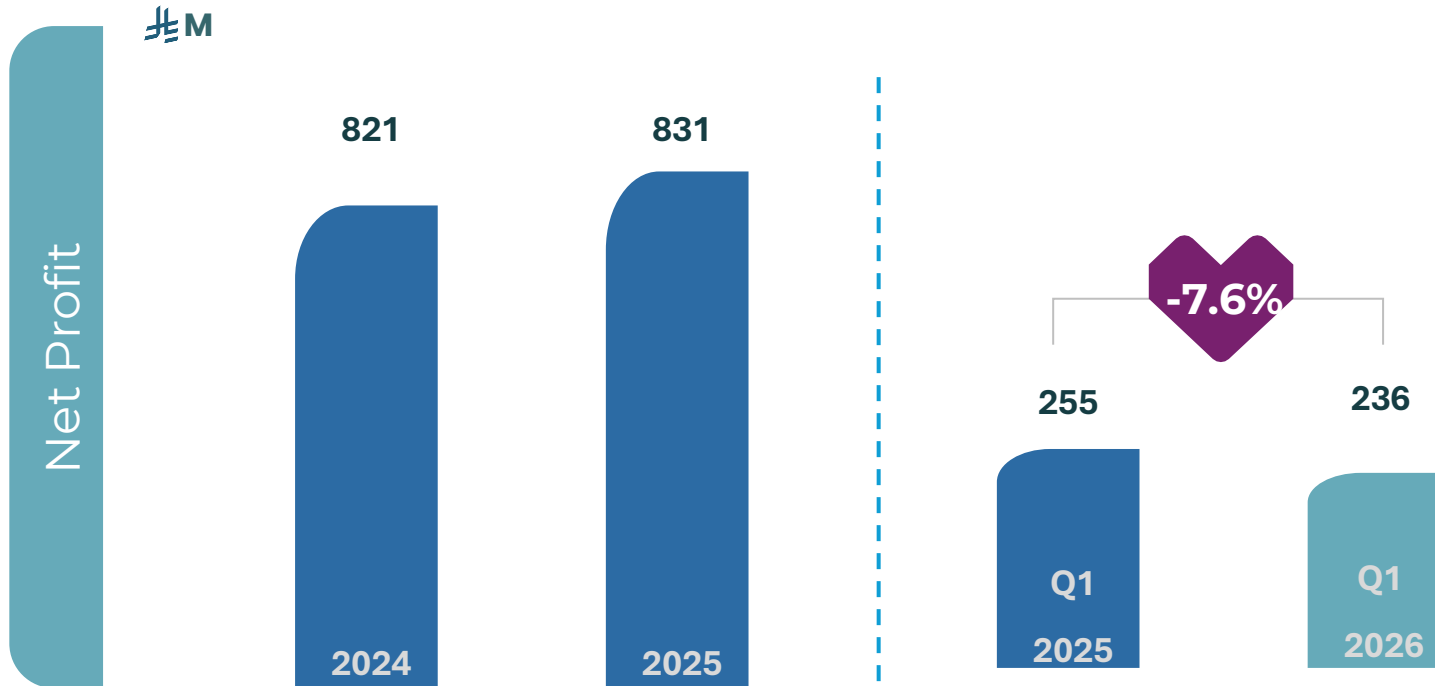


Source: Company disclosure

Attractive Net Profit Profile



Net profit landed at ₪236 million, reflecting an 8.4% margin



Overall, the Company's net profit growth remained almost flat compared to the same period last year, while the year-on-year comparison reflects a decline of 7.6%, due to one-time zakat provision release of ₪17.8 million in Q1 2025 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%



Note: 2026 guidance is for full fiscal year excluding the impact Regional developments

Strategy & Operational Review





Our Passion for People

Always Delivers Value to Our Guests



39%

Nationalization

No. 1

- **1,400+** national pharmacists
- Reached **16.5%** feminization
- **~200K** hours of training conducted in Q1.



أفضل الأماكن للعمل للسيدات في السعودية - 2025



أفضل الأماكن للعمل في السعودية - 2025

نهديك
nuhdeek



Nahdi: Guest Satisfaction - the Cornerstone of our strategy

Stronger Brand Equity YoY

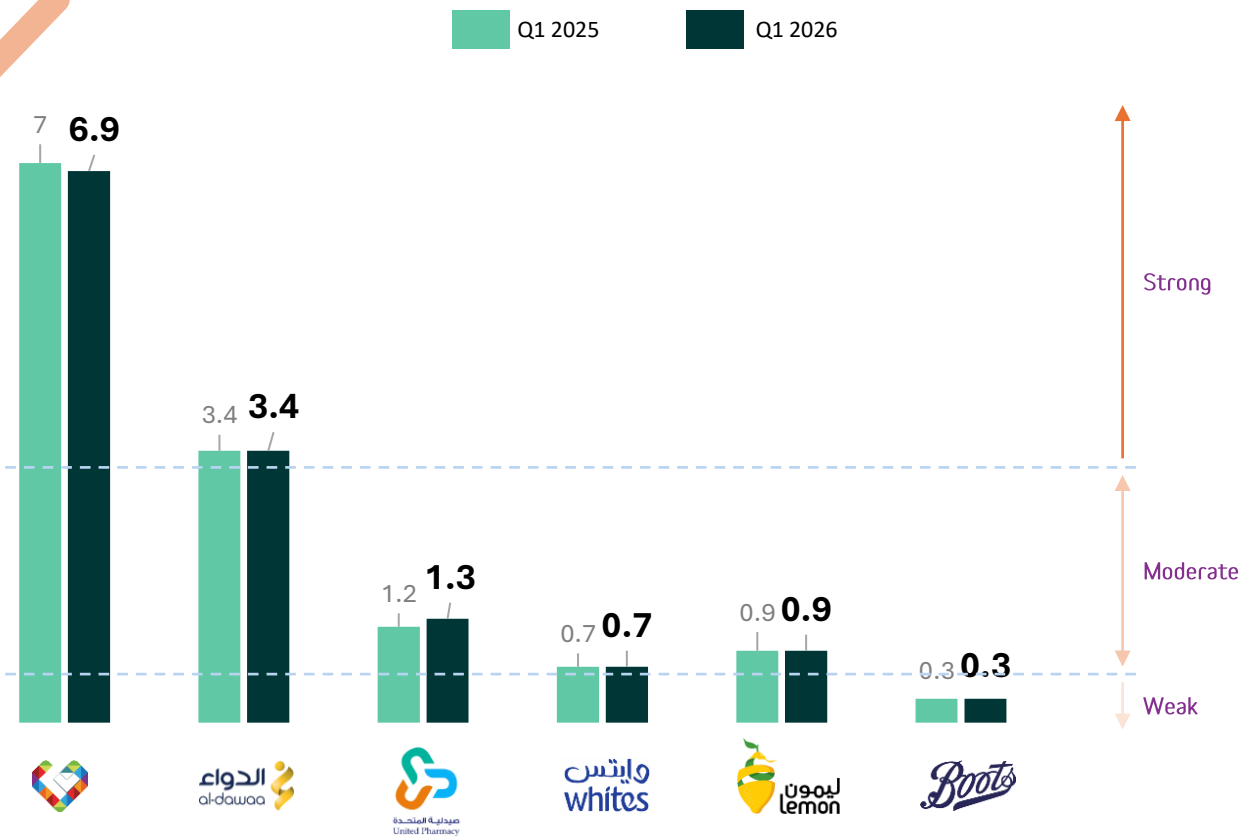
Nielsen Store Equity Index **

68.1%

Of revenue generated from Nahdi "Nuhdeek" Guests.
As Q1 2026

89

NPS
As Q1 2026



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

Strategic Initiatives



Market Challenges & Strategic Response

KEY MARKET CHALLENGES

Softening Market Demand

Driven by evolving shopper behavior and more cautious spending patterns

Channel Shift to E-Commerce

Accelerated online growth impacting brick-and-mortar performance

Intensified Price Competition

Rising pressure from discounters and pure-play online platforms

Increased Cost-to-Serve

Notable escalation in shipping and logistics costs

MITIGATION STRATEGY & ACTIONS

Guest-Centric Growth Strategy

Strengthening guest engagement and loyalty, delivering +150 bps market share gain

Omnichannel & Personalization Investments

Enhancing digital experience through AI-driven personalization and faster last-mile delivery

Strategic Pricing Alignment

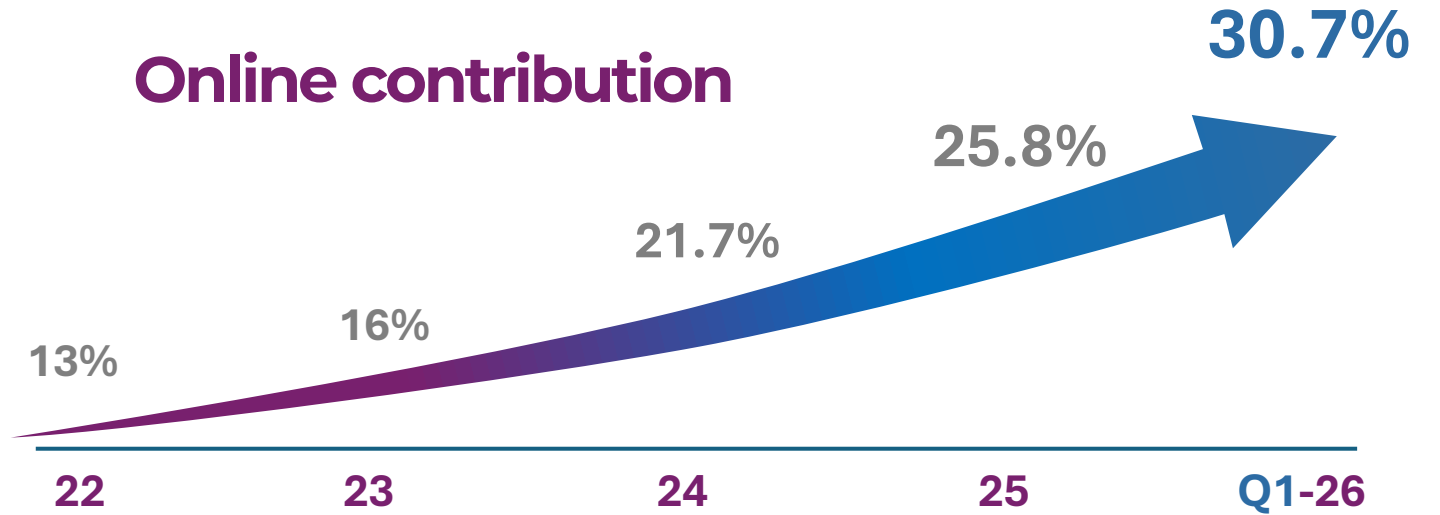
Ongoing alignment of Nahdi pricing with global benchmarks (initiated in 2024) to maintain competitiveness

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

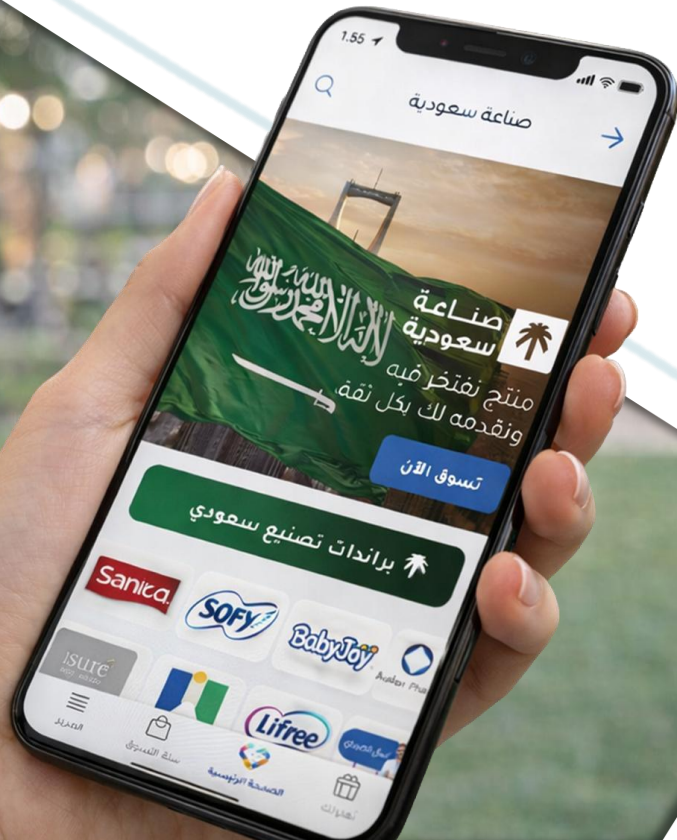
Online contribution



New Record

30 نواصل
خلال دقيقة
NAHDI
NOW

1M orders during Ramadan season



Serve our Community with Purpose



89
NPS

~ 10%
Cross selling



34.8 K

42.6 K

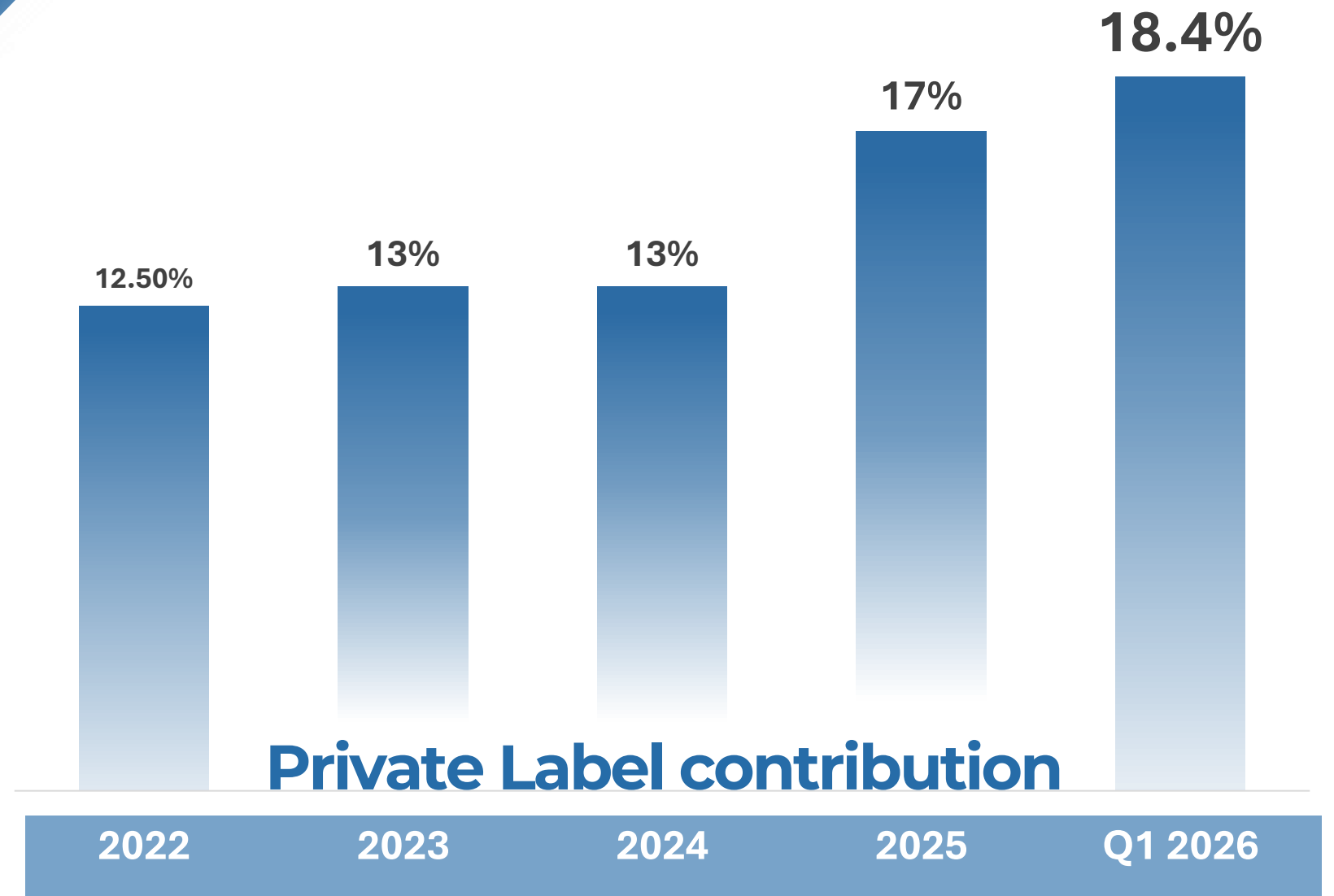
Q4 2025

Q1 2026

Avg daily transactions / working day

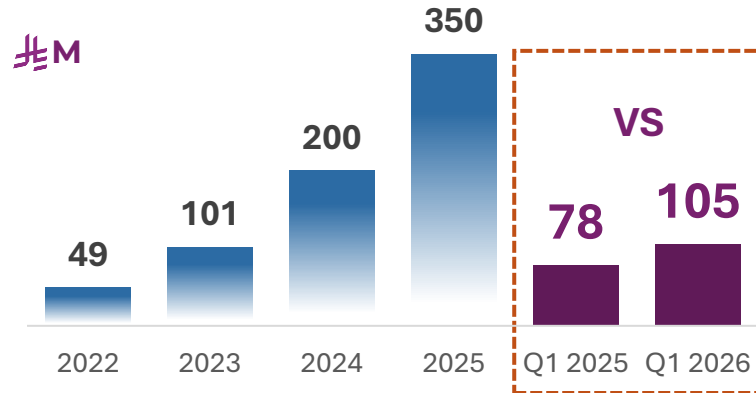


Nahdi's Private Label Powerhouse; Delivering Growth & Guest Loyalty

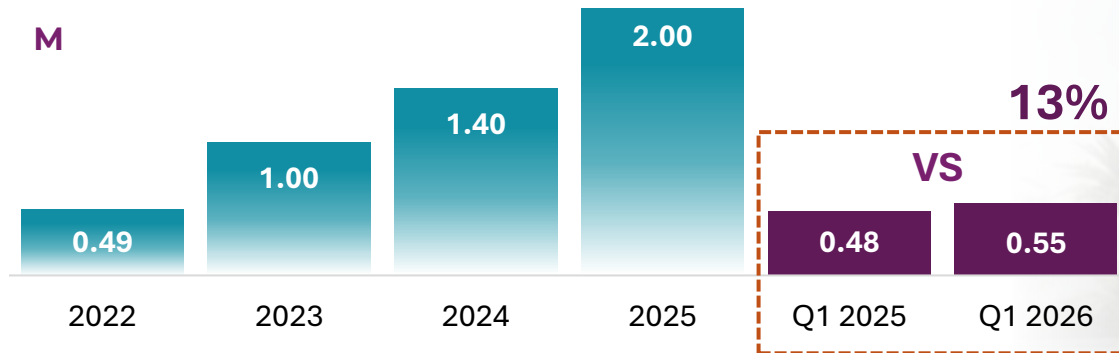


Nahdi's Leap: Advancing National Healthcare Leadership

Revenue growth momentum



Guests visits growth



**We exist to add beats to
the lives of our GUESTS**





Thank You

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