

Nahdi Medical Company

INVESTOR PRESENTATION

Q1 2024



Q1 2024 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

In SAR (% of revenue)

Q1 2024

Q4 2023

Revenue

2.26bn

2.21bn

Gross Profit

861mn (38.1%)

865mn (39.1%)

Net Profit

233mn (10.3%)

171mn (7.7%)

STRONG CASH FLOW GENERATION

Free Cash Flow
SAR **362mn**

Capex
4.5% of revenue

ZERO DEBT

We exist to add beats to our Guests' lives everyday



Vision

To be the most loved & trusted health and wellbeing partner for all our Guests



Mission

To exceed all our Guests' expectations by providing superior personalised lifecare experiences every day, everywhere



Values

- Integrity
- Leading with Purpose
- Care
- Excellence
- Collaboration

#1 pharmacy chain In KSA with 1,162 stores	140+ cities serving 95% of KSA population
100mn+ Guests / yr served across pharmacies	81% of Revenue Generated by Nuhdeek Guests
20% Online Contribution from our e-commerce platforms	12.4% Private Label & direct imports contribution
7 Polyclinics delivering 121% revenue growth	348K Guests served through our omnihealth ecosystem

Our passion for people always delivers value to our Guests



Invested in the success of our people



More than **500,000 hours** of training conducted annually



2nd in GCC in 2023. Among the top company in Saudi, GCC and Asia for the **6th** consecutive time.

Always cultivating Saudi talents

Strong Partnerships

24 Universities. providing **2,000+** training opportunities in 2023.



Human Resource Development Fund



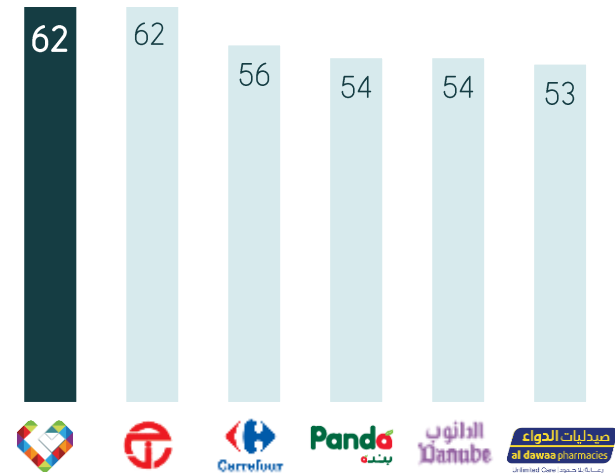
Human Resources and Social Development

>90% of hiring in 2023 consisting of Saudi nationals.

Guest satisfaction continues to validate our long-term strategy

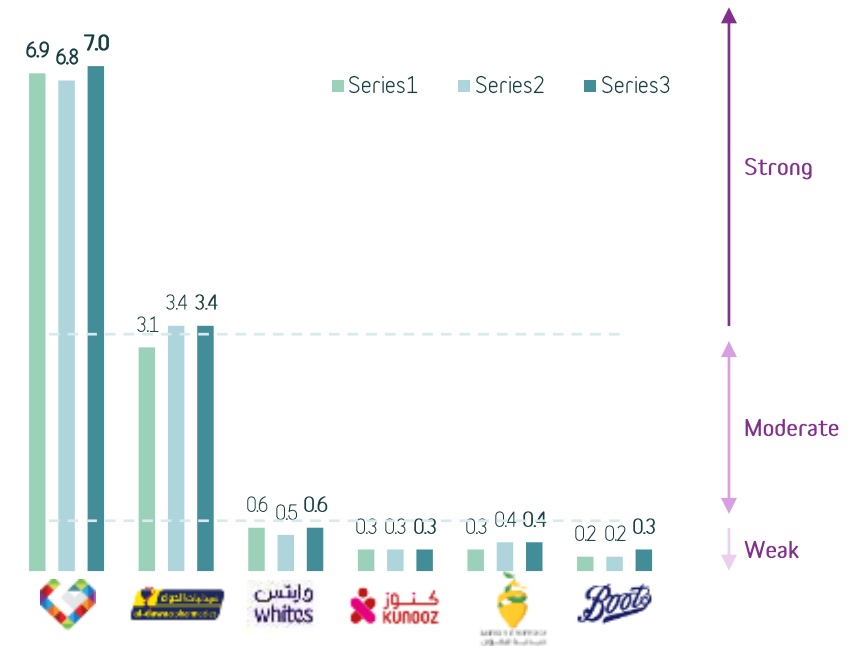
Significant brand following

Net Promoter Score (NPS) of retailers in KSA (YTD)



Stronger brand equity YoY

Nielsen Store Equity Index **



Source: Company disclosure, Nielsen

**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

We are Striving for Excellence



2nd
in Saudi Arabia &
GCC in 2023



#2
in healthcare
sector



#7 most
valuable Saudi
Brand 2023



One the 10
most trusted
organizations, KSA



Most Admired
Pharmacy &
Healthcare GCC & KSA



Strategic Initiatives

Nahdi's key differentiator is its diversified ecosystem

Adding Digital Beats, any time, anywhere



Online Performance

- The company's strategic enablers allowed Nahdi to expand its online business, supported by its state-of-the-art technology and logistics
- This led to **SAR 444 mn** in revenue, representing **20%** Contribution
- **1st** bonded zone for private company in Saudi Arabia
- Solid **IT infrastructure** cater for **16 mn** sessions monthly.
- Sophisticated last mile logistics serving **95%** of population within **2 hours**
- **Endless aisle assortment** (**3200** new SKUs added in Q1) serving our Guests health & wellbeing needs

nahdi
online



Express



Nahdi's key differentiator is its diversified ecosystem

Nahdi's expanding regional network



UAE Performance

- Presence in **5** out of the 7 Emirates in the UAE
- Added **6** new pharmacies to reach a total of **21** pharmacies
- The UAE witnessed **173%** revenue growth in Q1 2024
- Services Available
 - Nahdi Online
 - Nahdi Global
 - E-pharmacist



Nahdi's key differentiator is its diversified ecosystem

Evolve into a national healthcare player



Healthcare Performance

- Revenue **+121%** vs Q1 last year
- Total Healthcare business reported **Positive bottom line**, despite opening a new polyclinic in Madinah
- Clinic Guests' visits **348K** guests, **+43%** from 2023
- Virtual Consultations **+46%** reaching **222K** from 152K consultations last year

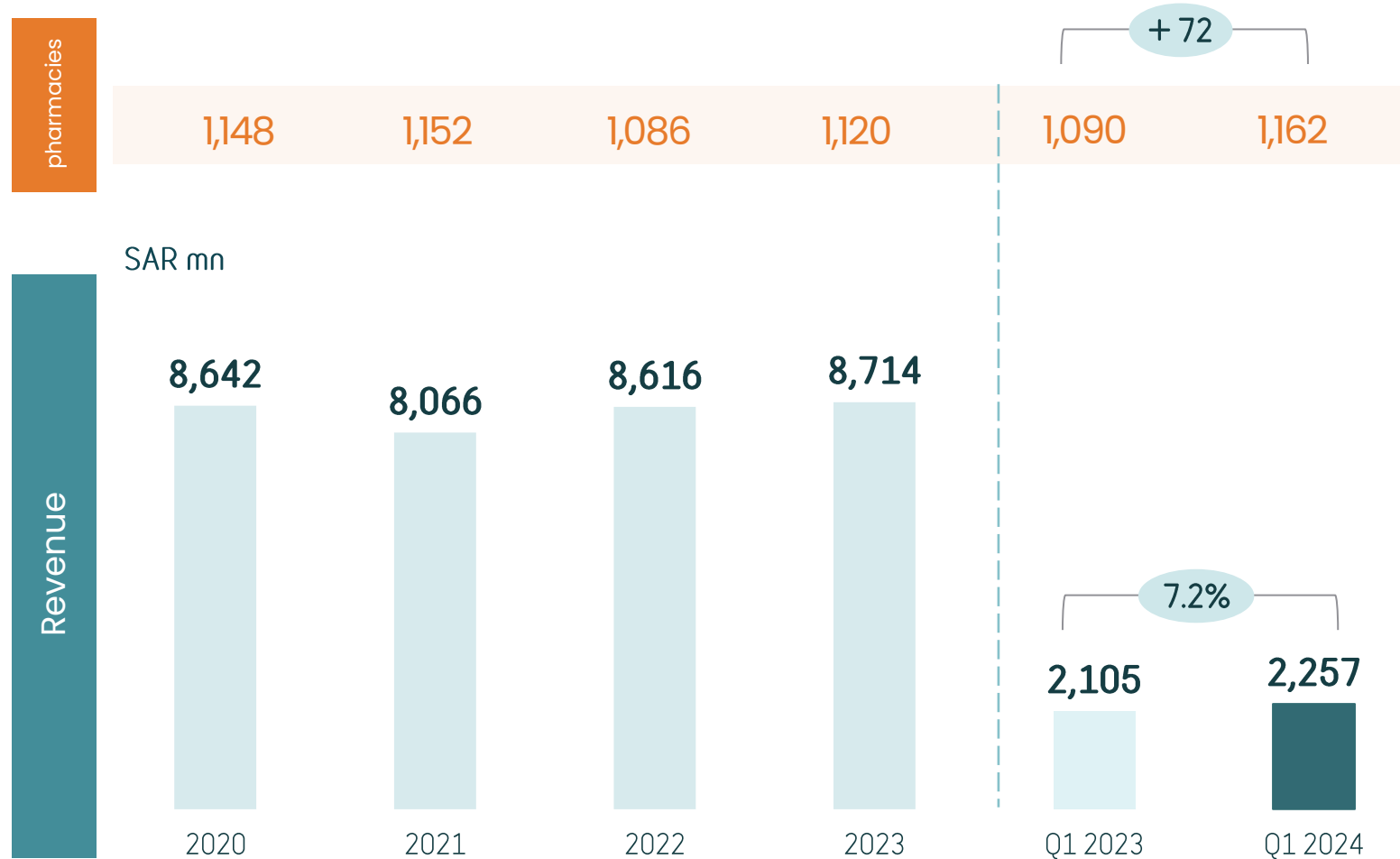
Prescription (Build & Borrow)

NahdiCare generated **SAR57mn** to pharmacies in Q1

Outlook

- **7** polyclinic operational with **3** in the pipeline until year end
- The planned presence across **7** cities will provide **~30%** of the Saudi population with access to polyclinic, supported by Kingdom wide virtual consultation and Home Healthcare

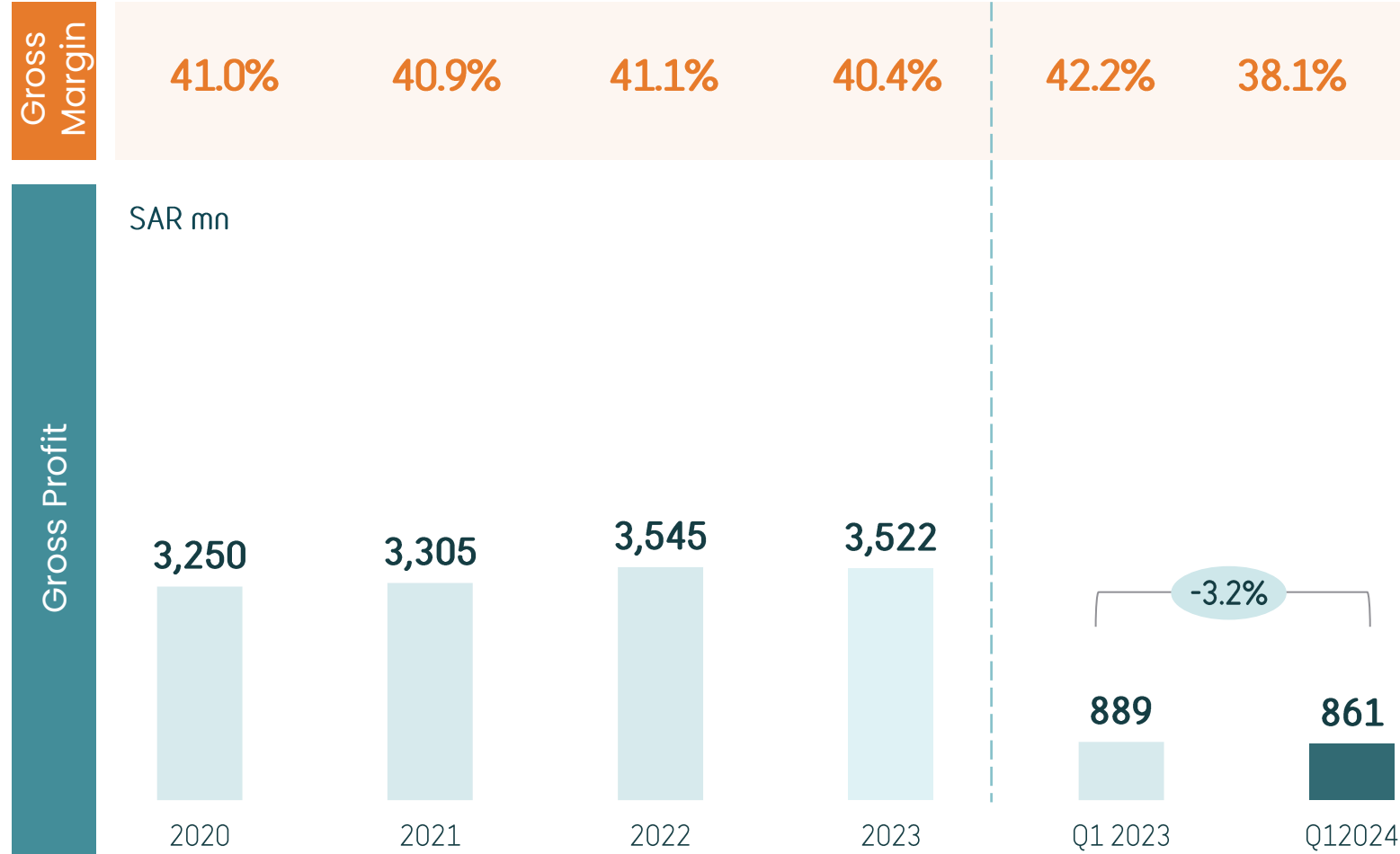
Solid revenue growth across the businesses and categories



Revenue in Q1 grew 7.2% year-on-year, driven by a strong performance in the core Pharma segment and a solid recovery in Front Shop segment, particularly in beauty.

Strong performance of Nahdi's fast-growing businesses, with Q1 YoY revenue from Healthcare up 121% and from the UAE up 173%.

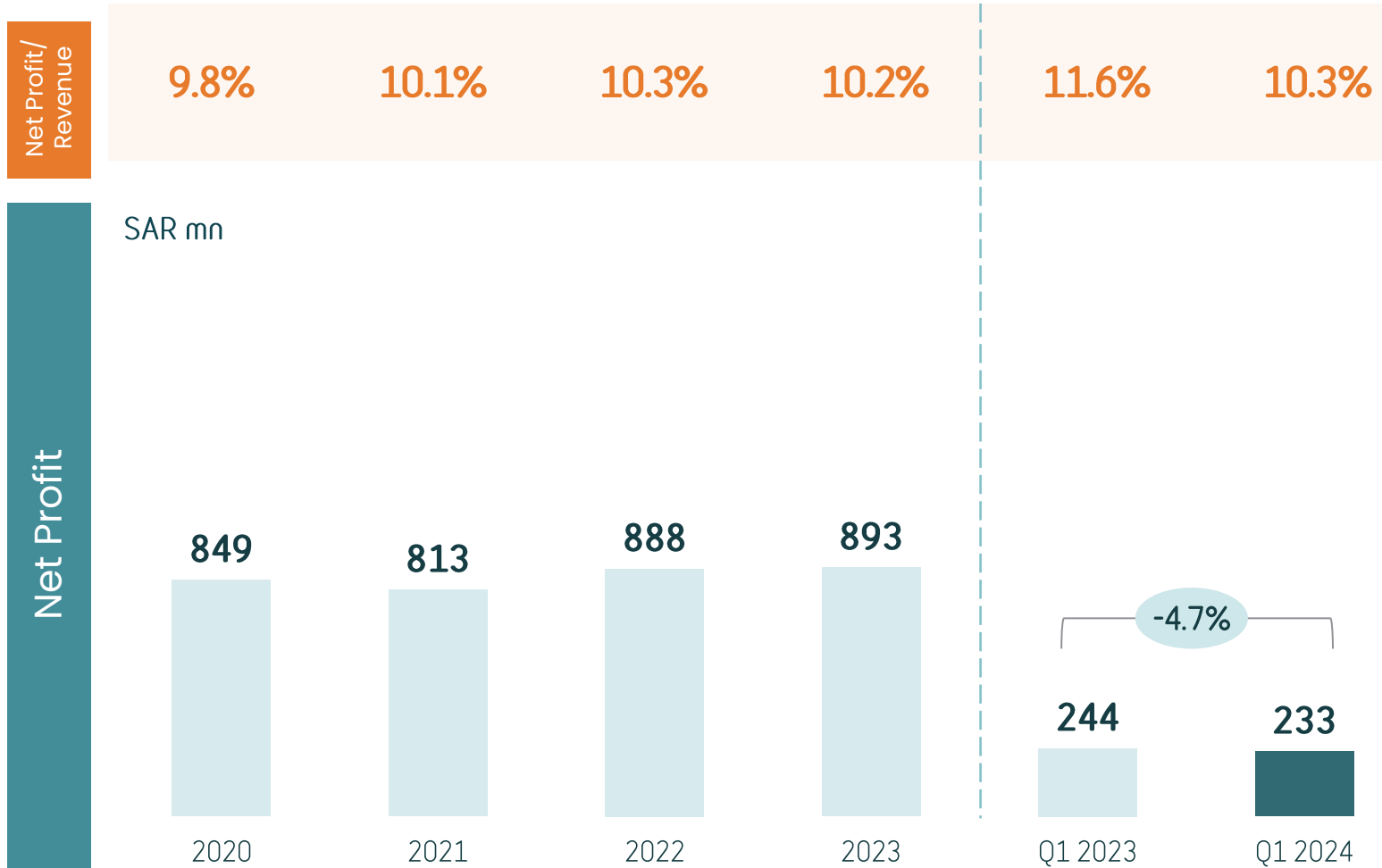
Resilient **gross profit** margin



Gross margin at 38.1%, driving higher topline growth in line with published guidance.

The continued investments in sales growth initiatives generated solid topline growth.

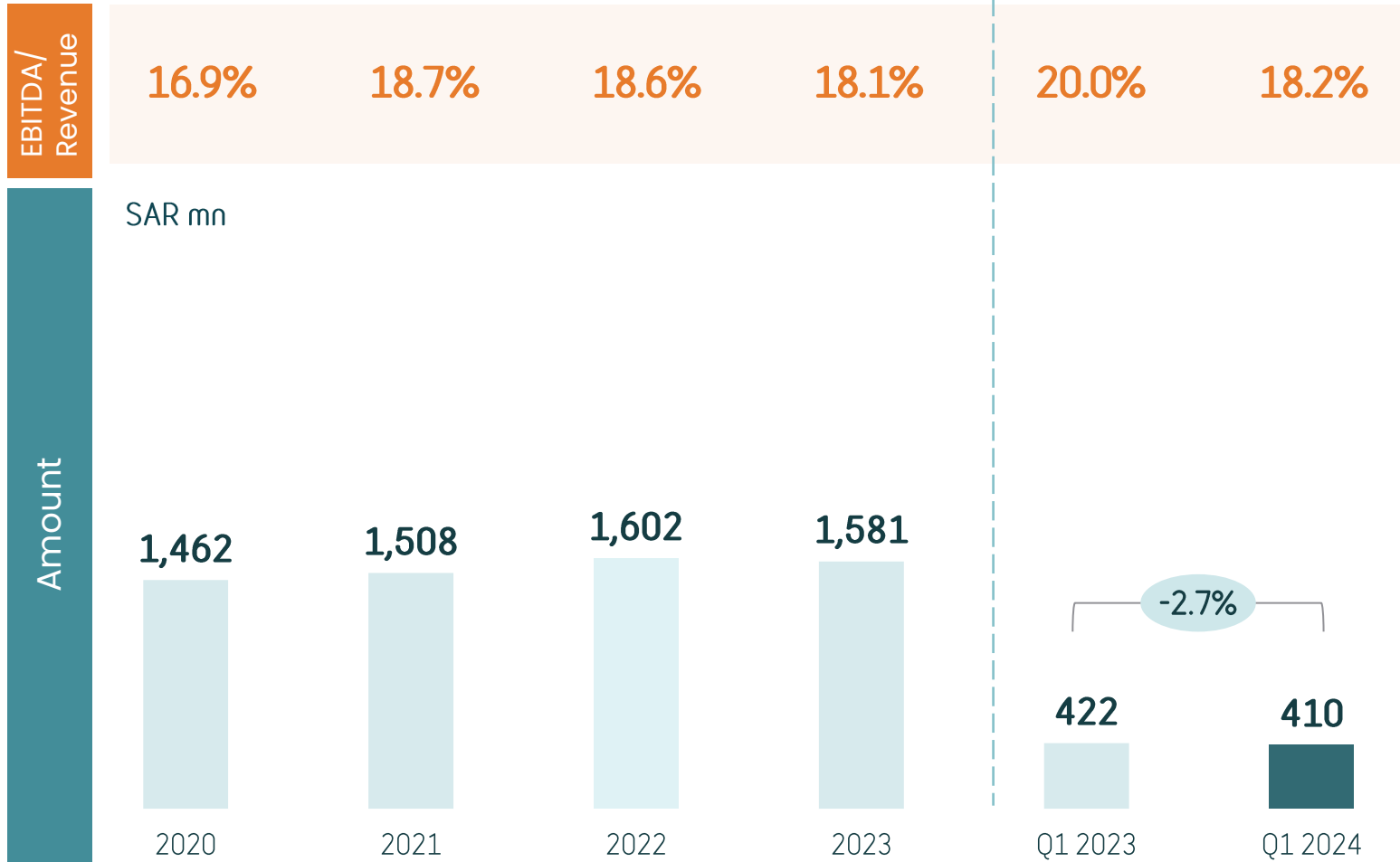
Attractive net profit profile



Net profit of SAR 233million, reflecting a 10.3% margin.

- 1.6% improvement in operating expenses % of revenue, despite the investments in key strategic initiatives i.e. healthcare & network expansion and digitalization.
- Savings from established cost efficiency programs contributed to fund most of these initiatives.

Strong EBITDA outcomes



Highly profitable business.

Consistently delivering best in class retail EBITDA margin



النهدى
nahdi

THANK YOU

Contacts: Investor Relations Department

Email: IR@nahdi.sa

Website: <https://investors.nahdi.sa/>

P. O. Box 17129 Jeddah 21484, Saudi Arabia

