

Nahdi Medical Company

INVESTOR PRESENTATION

Q2 2024



Q2 2024 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE	In SAR (% of revenue)	Q2 2024	Q2 2023
	Revenue	2.47bn (+10.8%)	2.23bn
	Gross Profit	939mn (38.0%)	900mn (40.3%)
	Net Profit	248mn (10.0%)	265mn (11.9%)
	In SAR (% of revenue)	H1 2024	H1 2023
	Revenue	4.73bn (+9.1%)	4.34bn
	Gross Profit	1.80mn (38.0%)	1.79mn (41.3%)
	Net Profit	481mn (10.2%)	509mn (11.7%)
STRONG CASH FLOW GENERATION	Capex 4% of revenue	ZERO DEBT	DPS SAR 2.5 (H1 2024)

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 1,120 stores	140+ cities serving 95% of KSA population
100mn+ Guests / yr served across pharmacies	80% of Revenue Generated by Nuhdeek Guests
22.1% Online Contribution from our e-commerce platforms	11% Private Label & direct imports contribution
8 Polyclinics delivering 110% revenue growth	680.4K (+47%) Vs. H1 2023 Guests served through our omnihealth ecosystem

Our passion for people always delivers value to our Guests



Great
Place
To
Work®



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

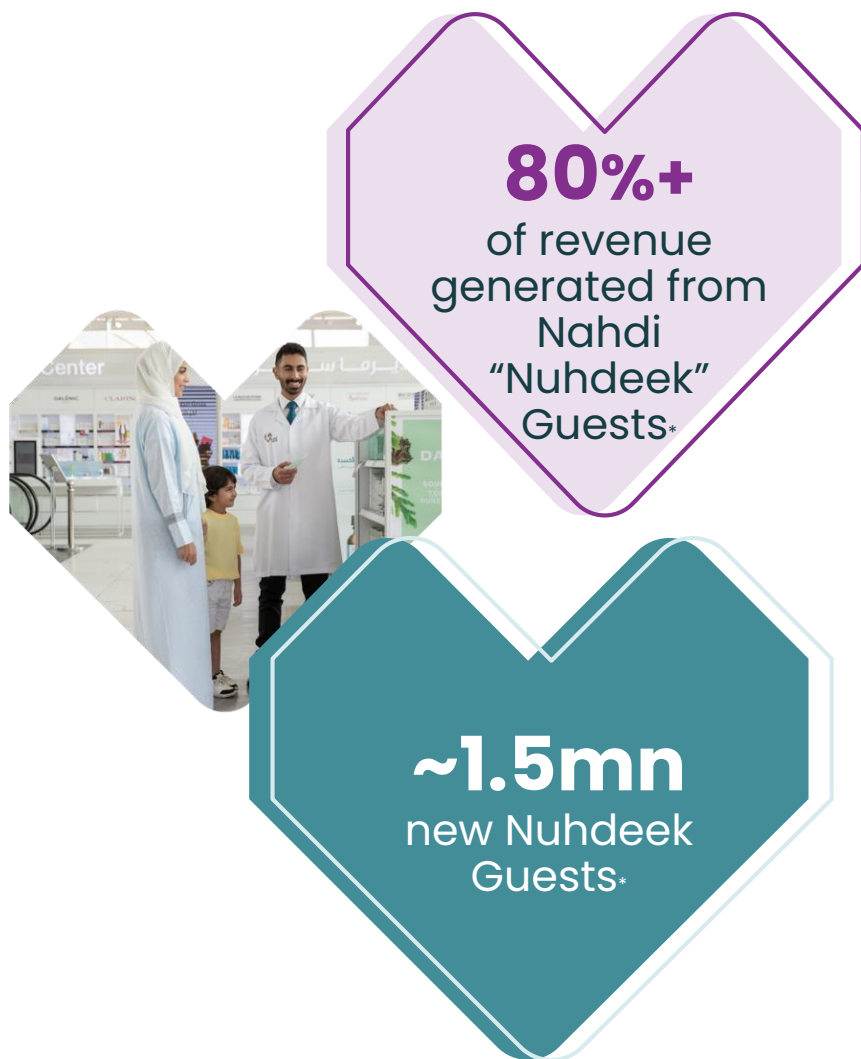
Strong Partnerships

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



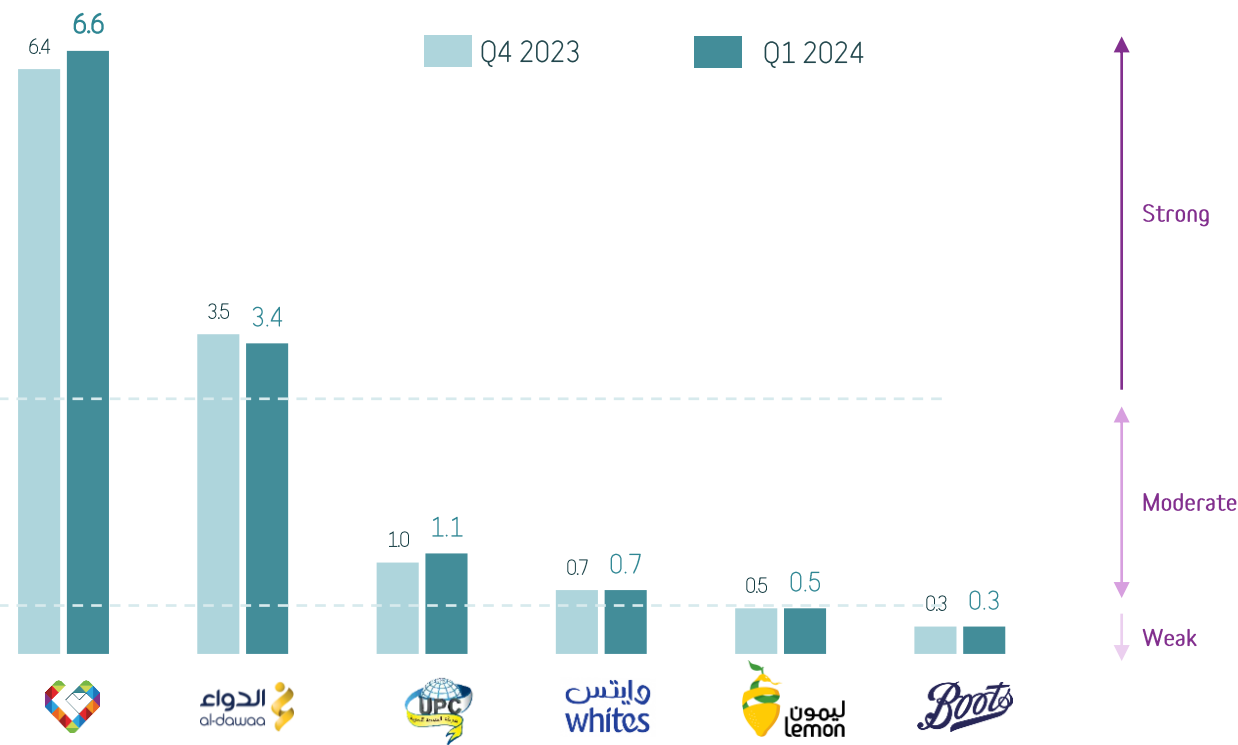
>90% of hiring consisting of Saudi nationals.

Guest satisfaction continues to validate our long-term strategy



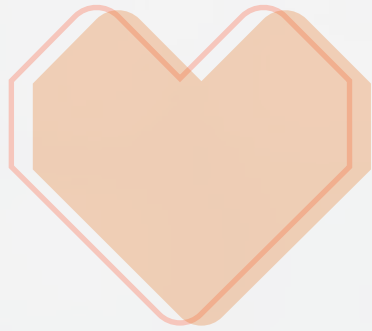
Stronger brand equity YoY

Nielsen Store Equity Index **



Source: Company disclosure, Nielsen
* By End of Q2 2024
**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 Medical Company | Q2 2024 EARNINGS CALL

We are Striving for Excellence



FORTUNE
500
#2
in healthcare
sector



Retail asia
Store Retail
Initiative of the
Year

2nd
in Saudi Arabia
**GREAT
PLACE
TO
WORK®**

Ipsos
Top10
most influential
brands, KSA



LogiSYM
best warehouse
automation





Strategic Initiatives

Nahdi shifts into growth mode

Investing into evolving consumer trends



+10.8%

Revenue Q2 24
vs. Q2 23

+8,000

New SKUs added
in H1 2024

24%

E-commerce
contribution
(from 16% in Q2 23)

Efficient OPEX management



1.1% Improvement

OPEX as % of revenue not impacted by outlays in
new initiatives (27.1% in Q2 24 vs. 28.2% in Q2 23)

Investment into Strategic Initiatives



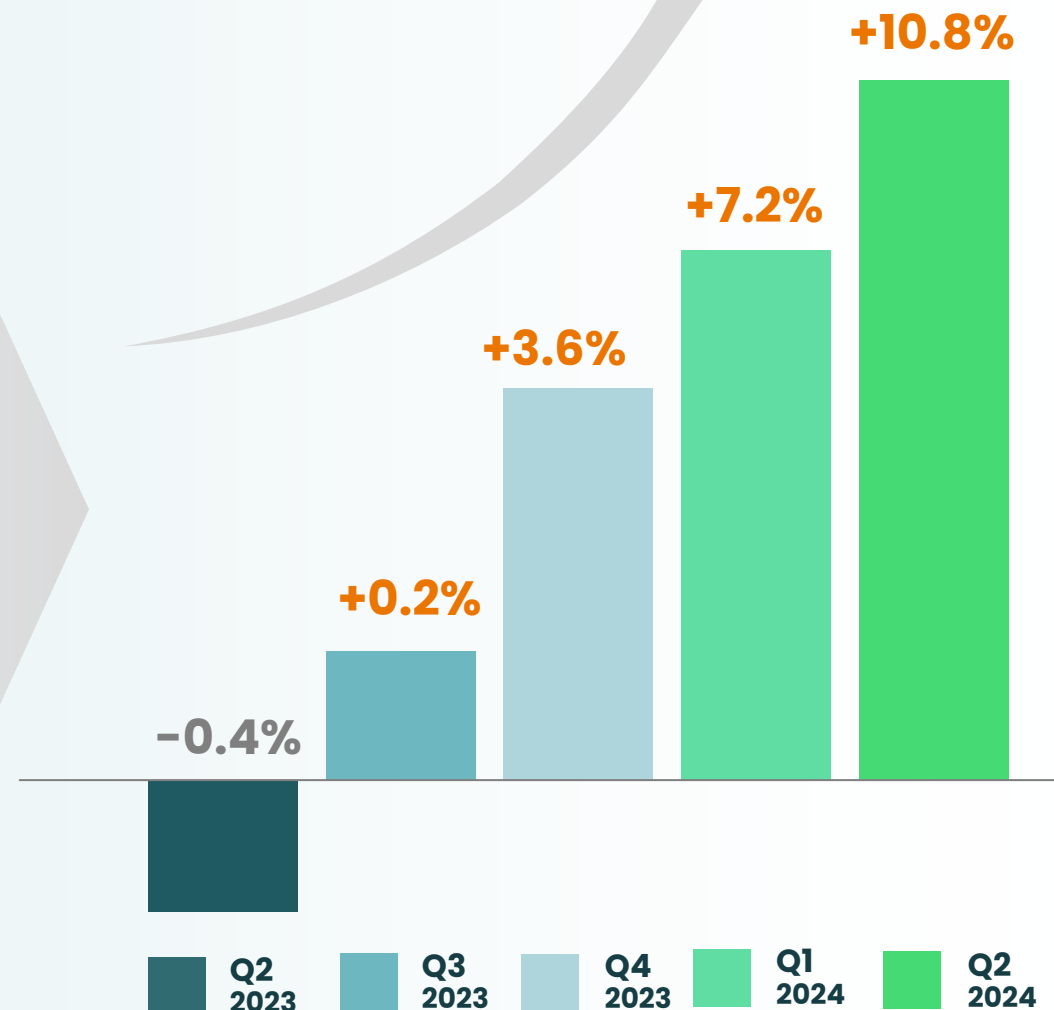
100%

Revenue growth
Healthcare
(Q2 24 vs. Q2 23)

187%

Revenue
growth UAE
(Q2 24 vs. Q2 23)

Quarterly Growth YOY



Nahdi's key differentiator is its diversified ecosystem

Nahdi's expanding regional network



UAE Performance

- Presence in **5** Emirates in the UAE
- Reach a total of **22** pharmacies
- The UAE witnessed **180%** revenue growth in H1 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 **110%** growth in H1 2024
- Total Healthcare business reported **Positive bottom line**, despite opening **2** new polyclinics in Madinah & Yanbu
- Clinic Guests' visits **680K** guests, **+47%** from H1 2023
- Virtual Consultations **+60%** reaching **426K** from 265K consultations H1 2023

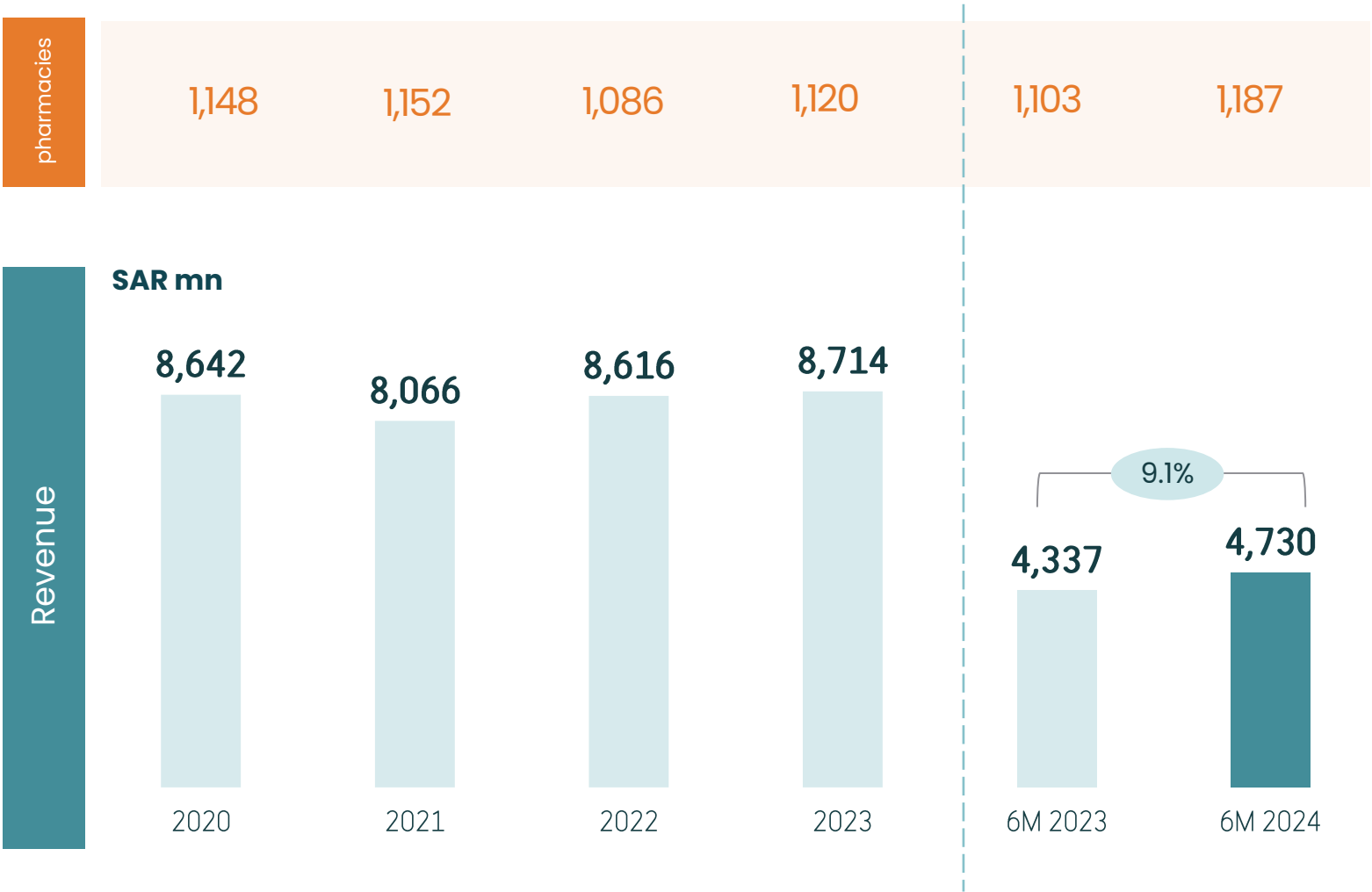
Prescription (Build & Borrow)

Nahdicare generated **SAR133mn** to pharmacies in H1 2024

Outlook

- **8** polyclinics operational
- The planned presence across **6** cities will provide **~30%** of the Saudi population with access to polyclinic, supported by Kingdom wide virtual consultation and Home Healthcare

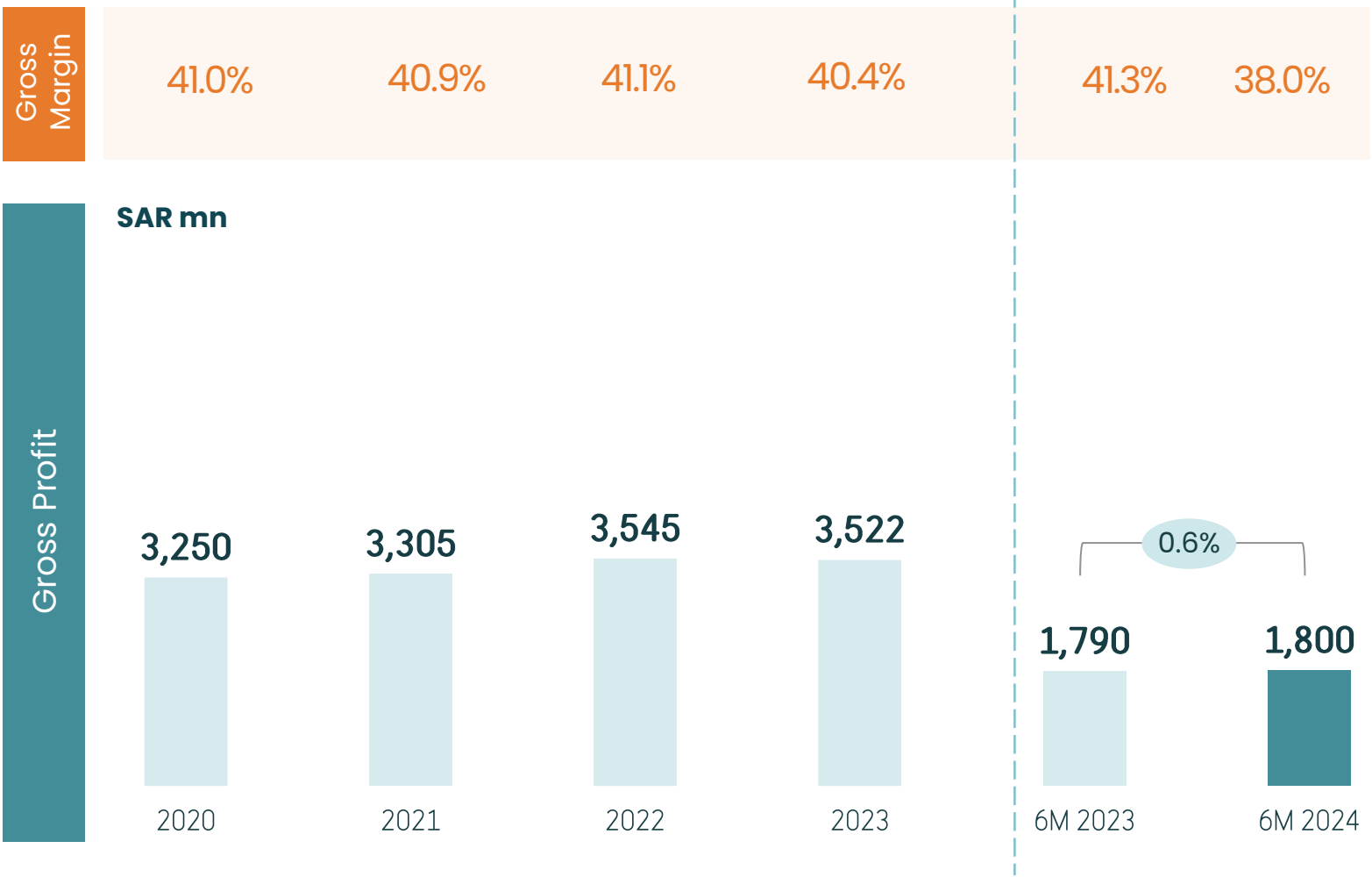
Solid revenue growth across the businesses and categories



Revenue in H1 grew 9.1% YoY, & (10.8% Vs. Q1 24) driven by the Retail business supported by the ongoing pharma growth momentum and the company's investment into front shop categories.

Strong performance of Nahdi's fast-growing businesses, with H1 YoY revenue from Healthcare up 110% and from the UAE up 180%.

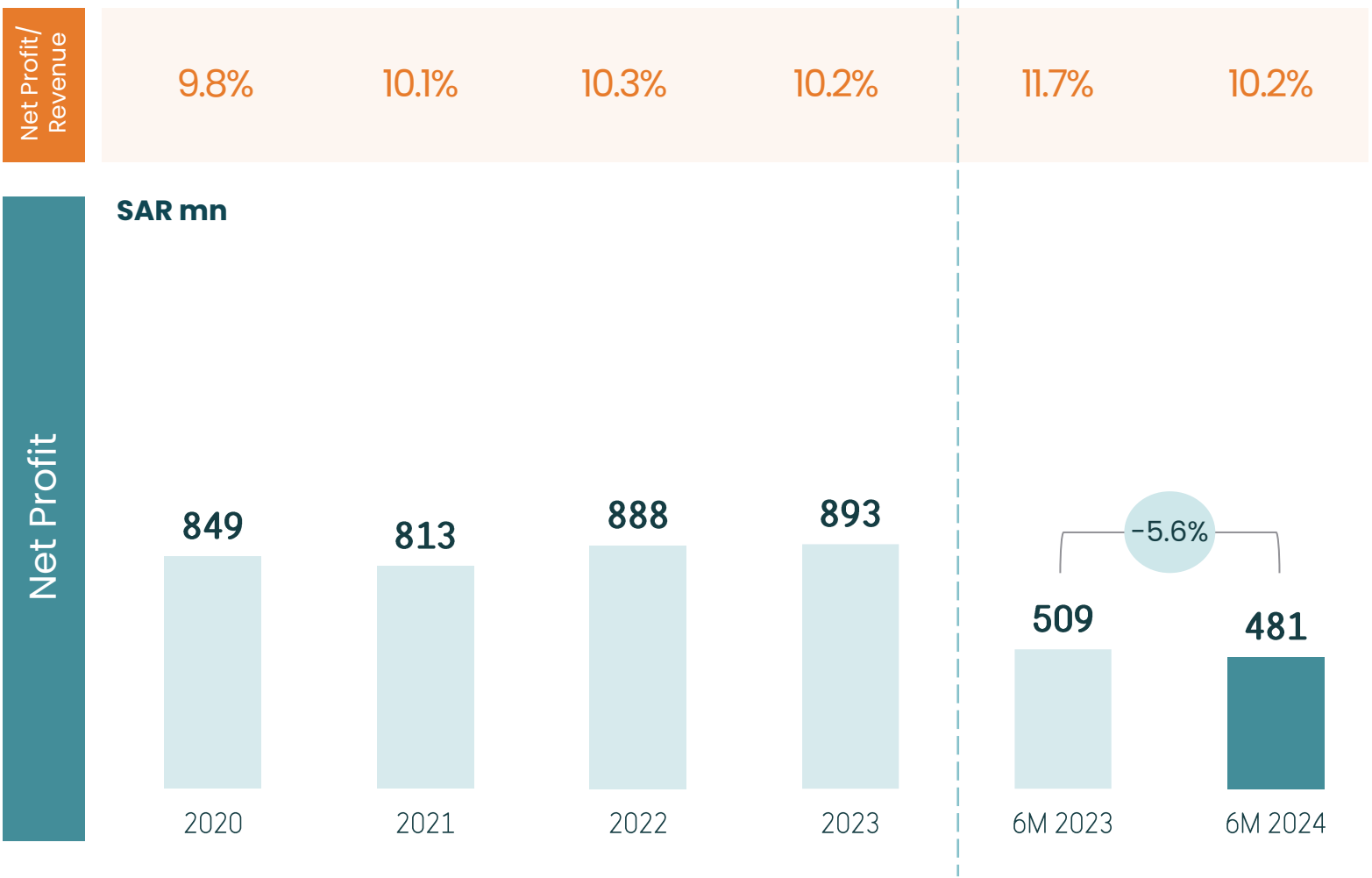
Resilient **gross profit** margin



Gross margin maintained at 38%, in line with published guidance.

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

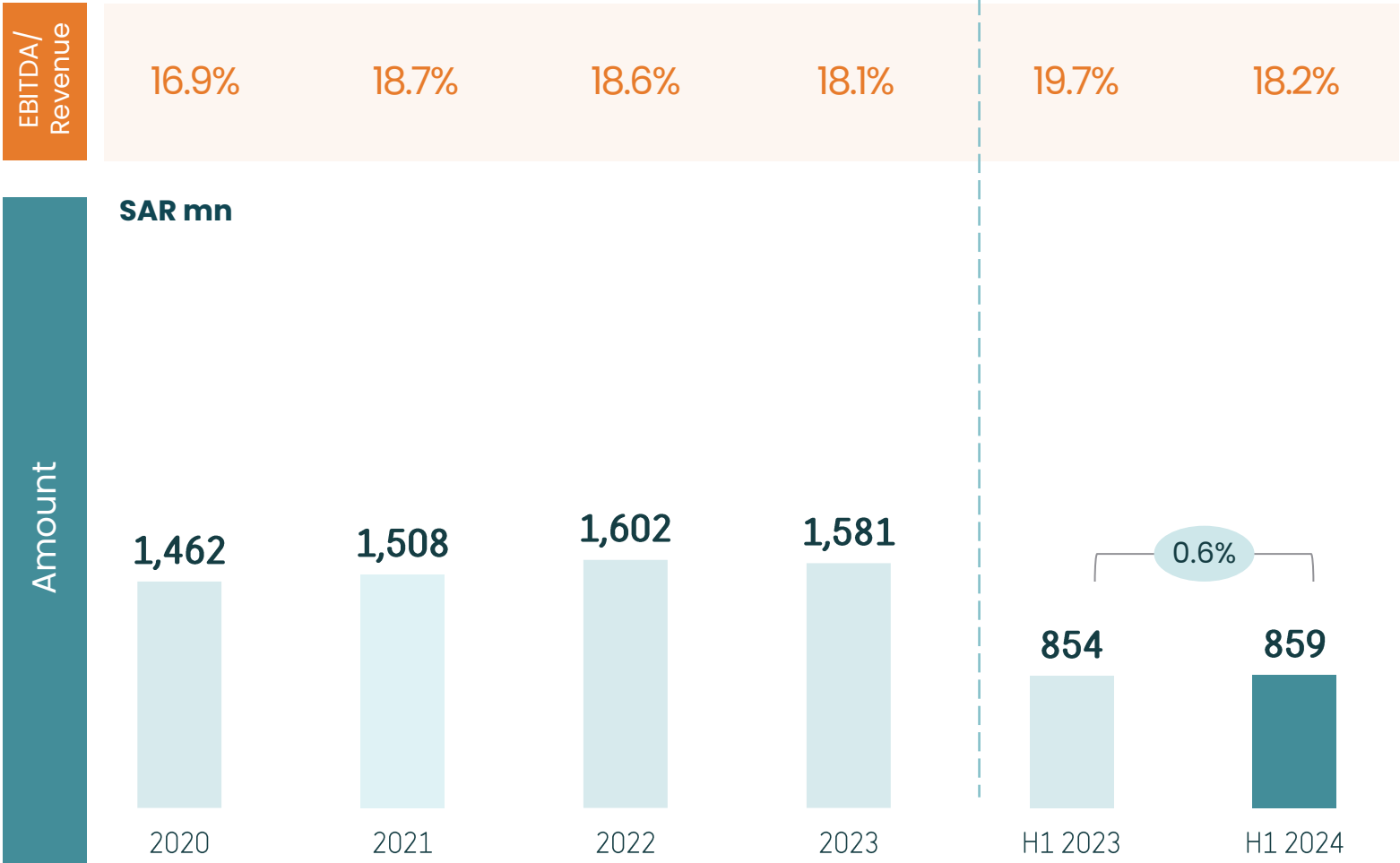
Attractive **net profit** profile



Net profit of SAR 481 million, reflecting a 10.2% margin.

- Operating expenses efficiency continues 1.3% 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.



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nahdi

THANK YOU

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