

Nahdi Medical Company

INVESTOR PRESENTATION

Q2 2024



Q2 2024 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

| <i>In SAR (% of revenue)</i> | 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%) |

| <i>In SAR (% of revenue)</i> | 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 1,165 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



Invested in the success of our people



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



2nd in KSA and GCC in 2024. Among the top companies consistently receiving the award.

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

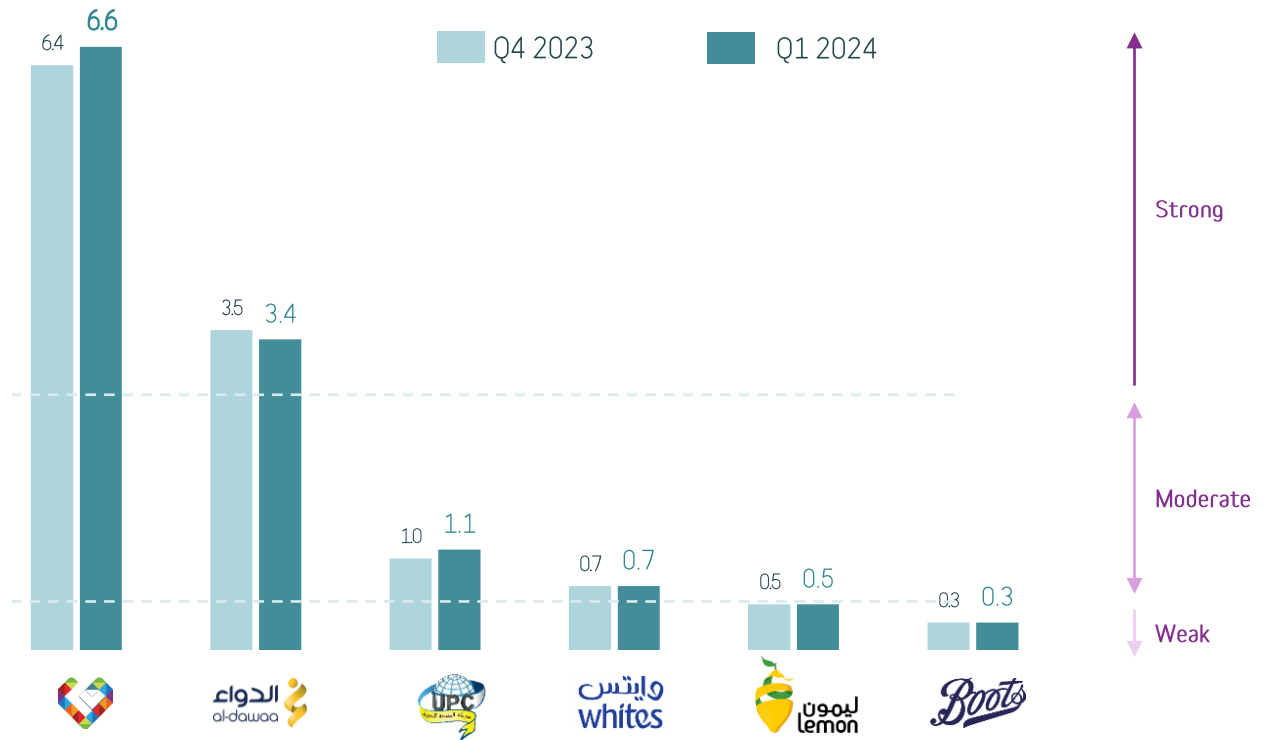


80%+
of revenue
generated from
Nahdi
"Nuhdeek"
Guests*

~1.5mn
new Nuhdeek
Guests*

Stronger brand equity YoY

Nielsen Store Equity Index**

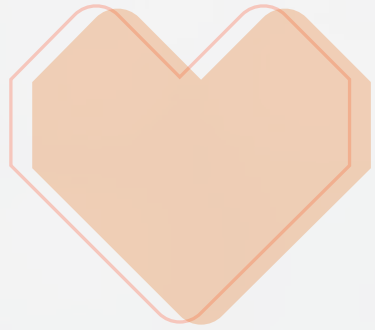


Source: Company disclosure, Nielsen

* 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

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%
Retail 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)

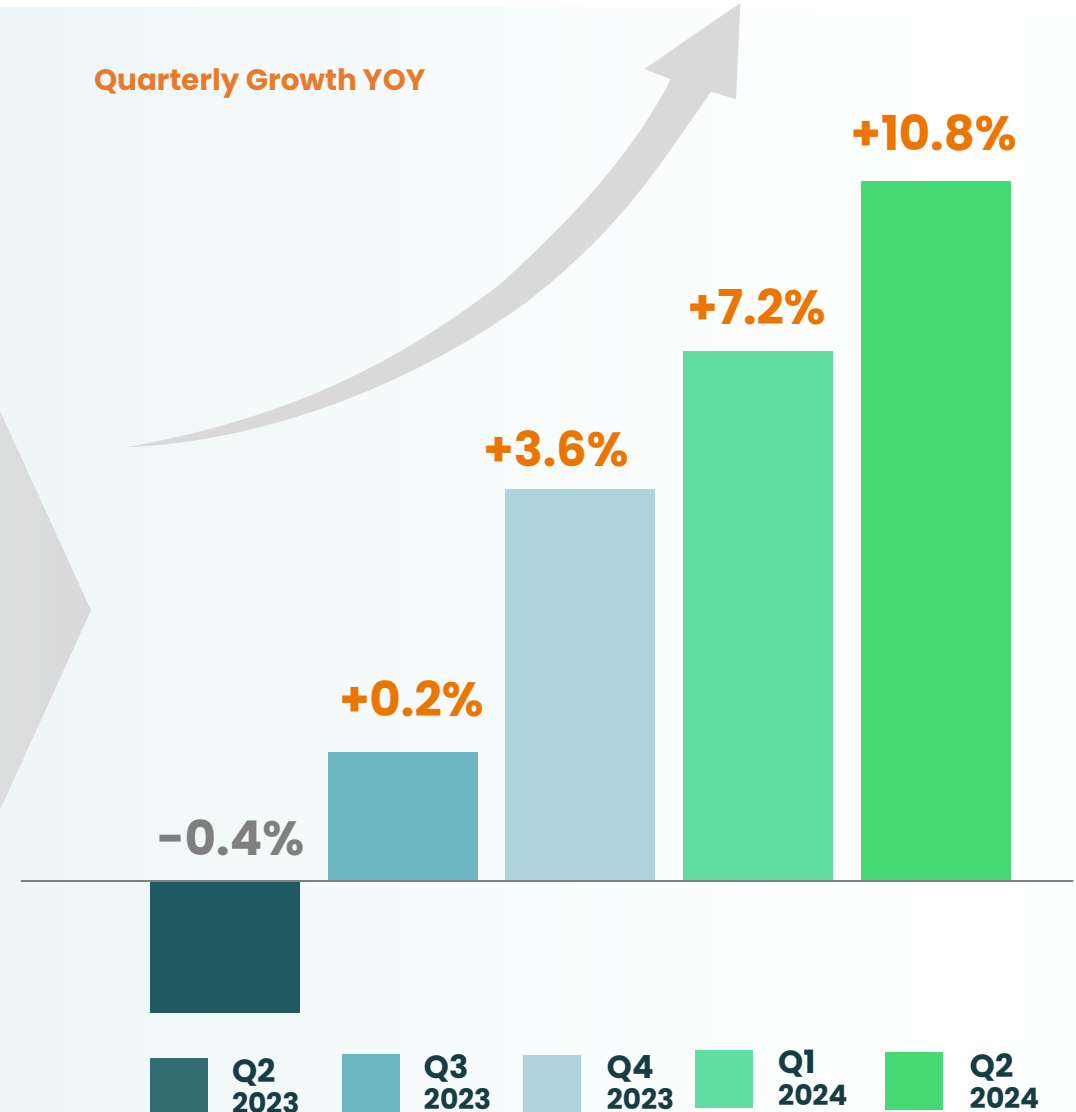
Investment into Strategic Initiatives



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

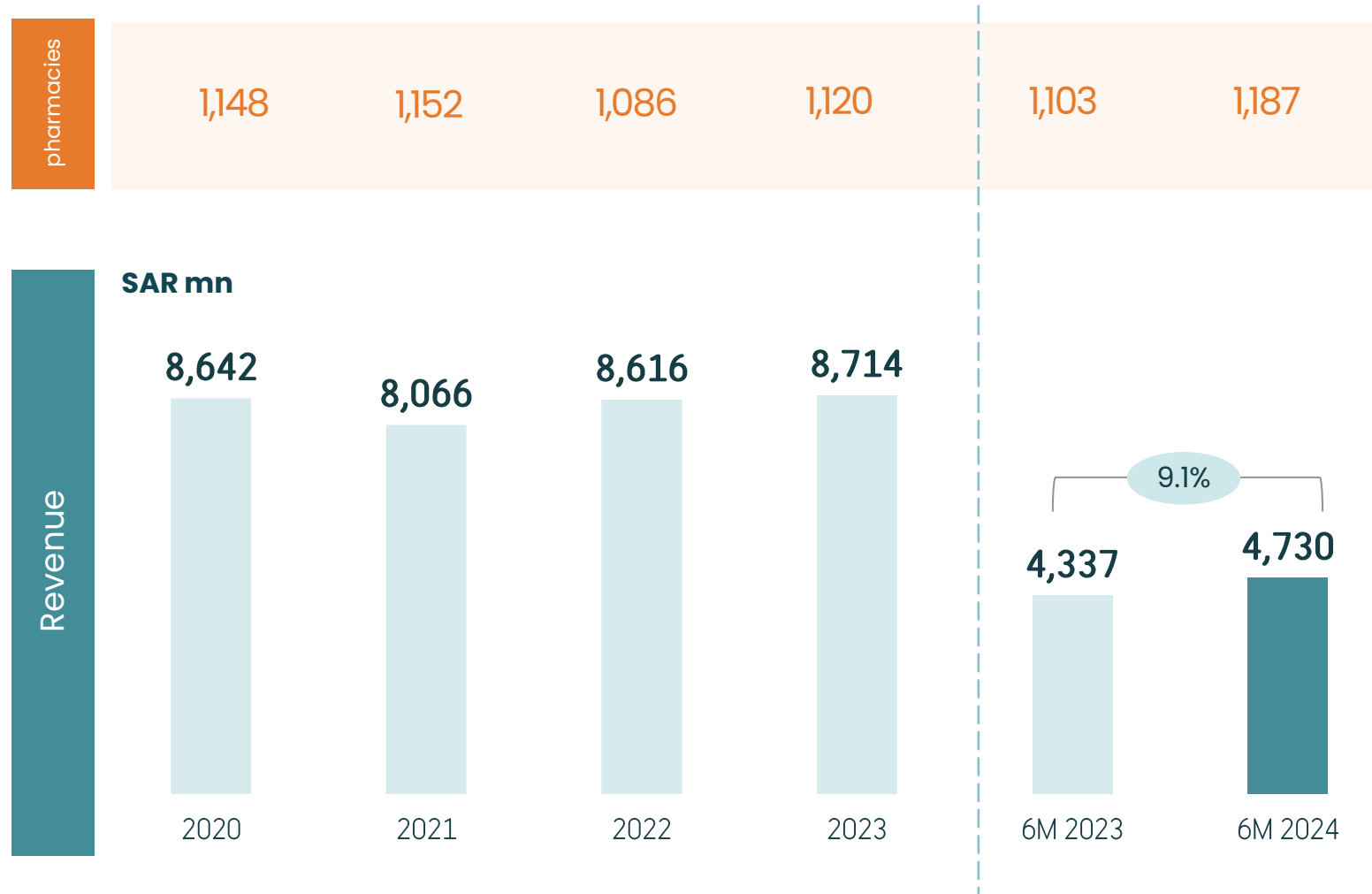
Prescription (Build & Borrow)

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

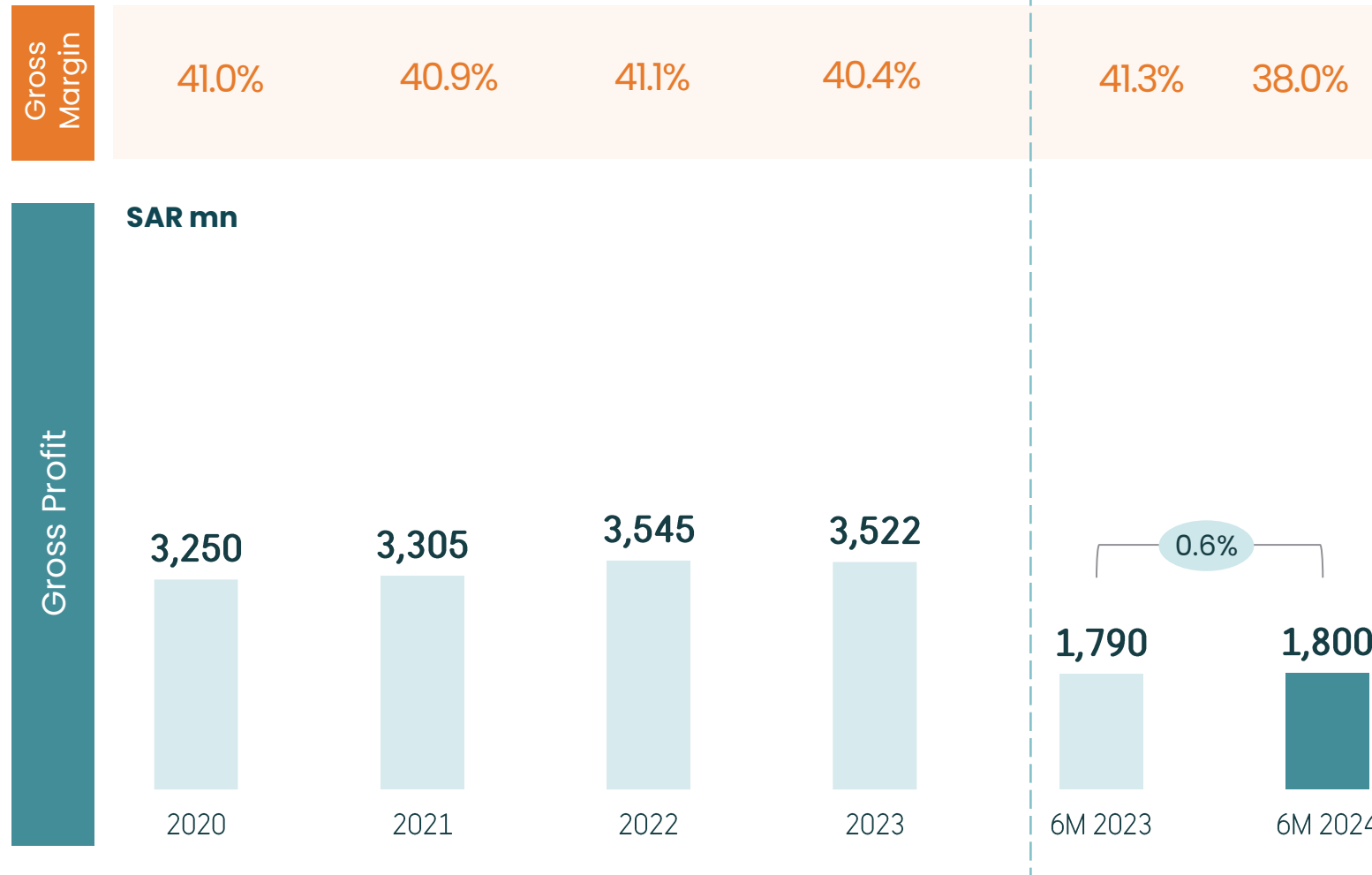
Solid revenue growth across the businesses and categories



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



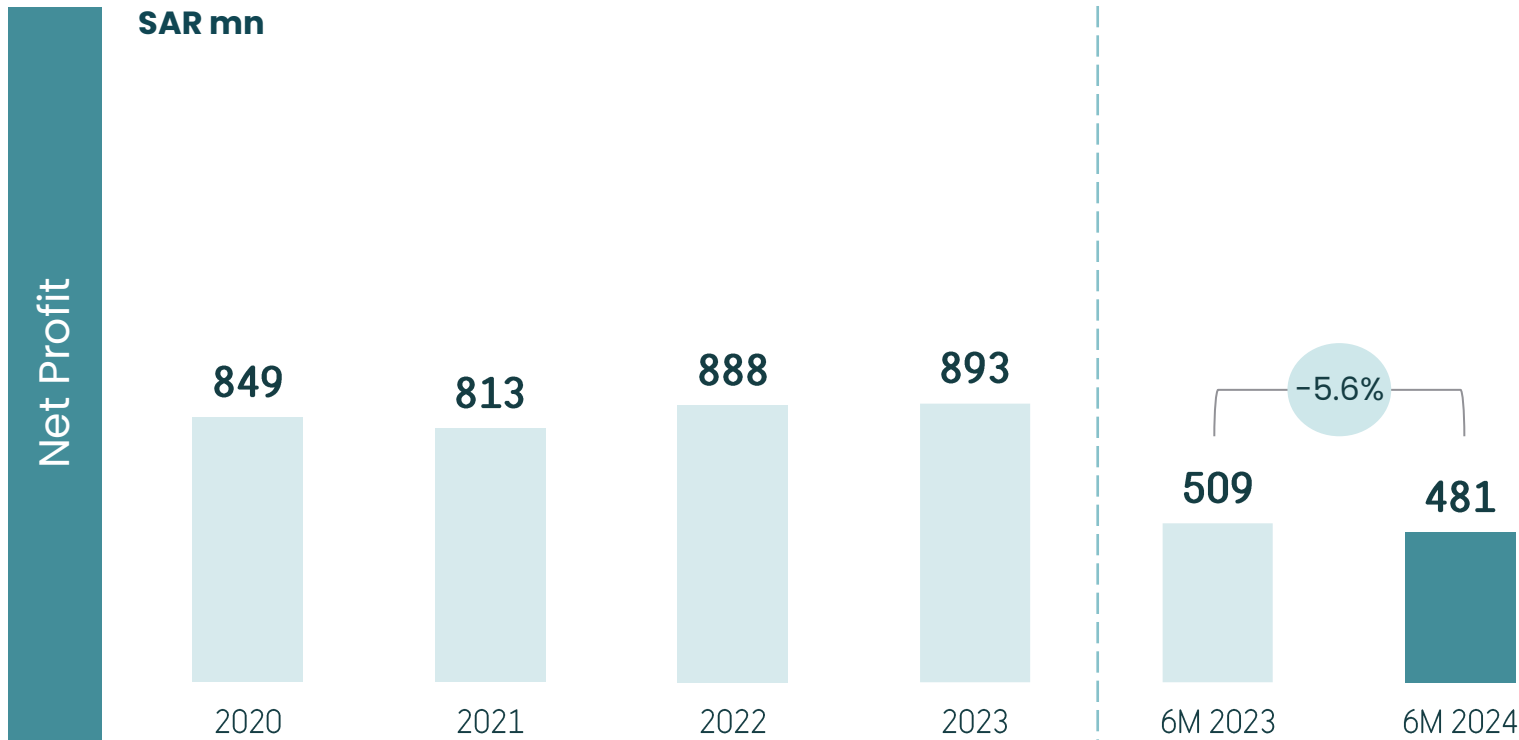
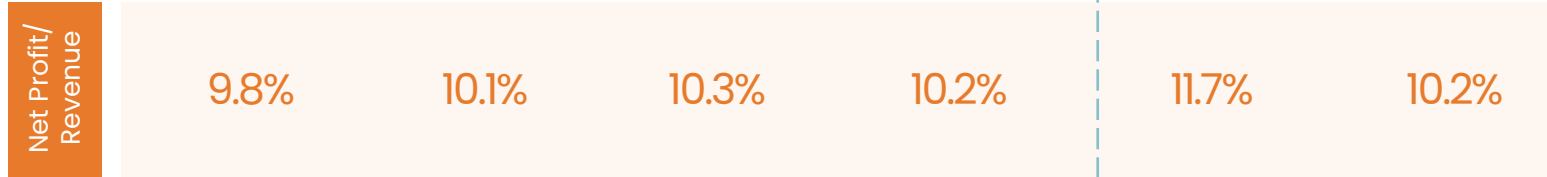
Gross margin maintained at 38%, in line with published guidance.

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

Source: Company disclosure

Nahdi Medical Company | Q2 2024 EARNINGS CALL

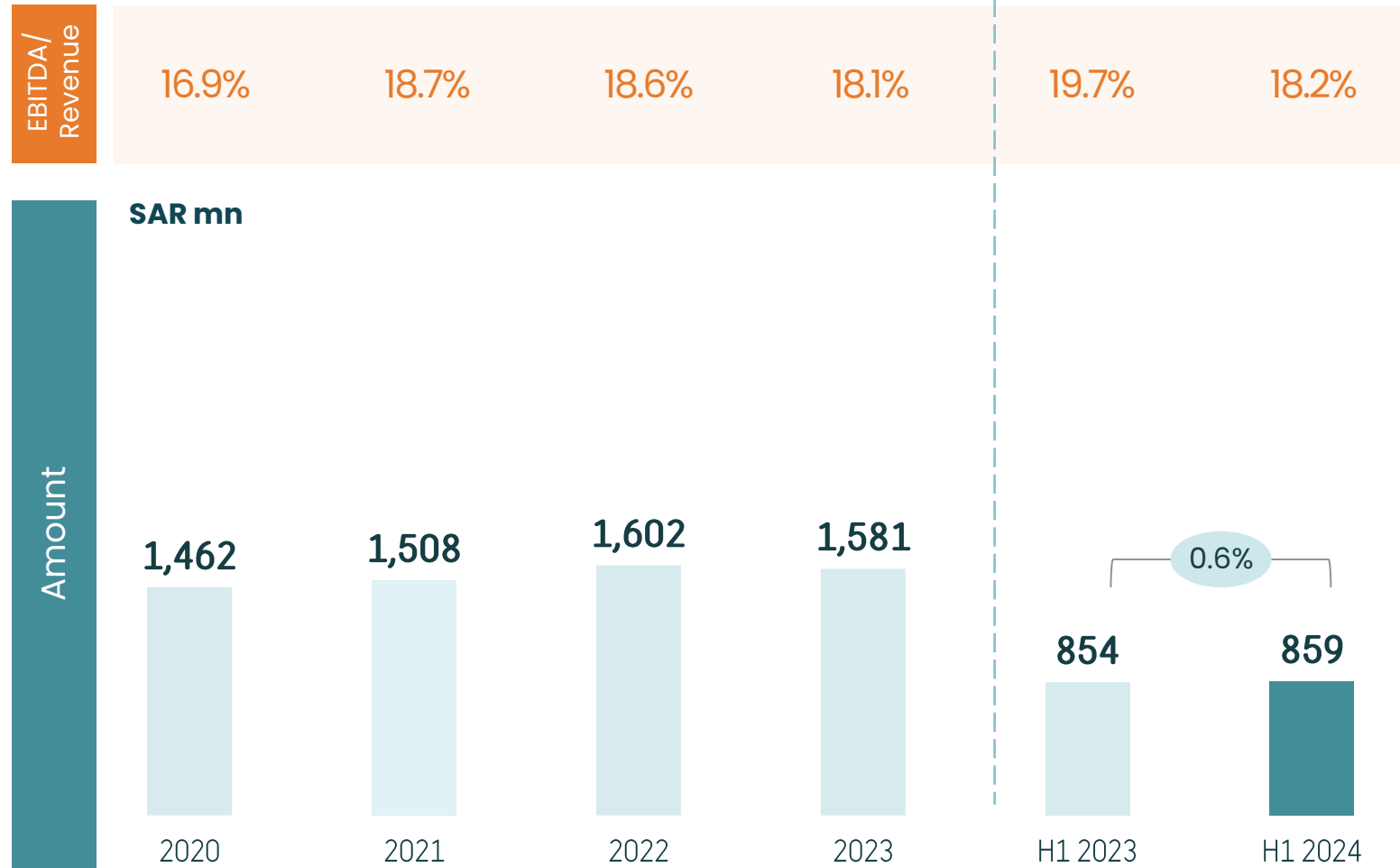
Attractive net profit profile



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.

Source: Company disclosure

Nahdi Medical Company | Q2 2024 EARNINGS CALL



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nahdi

THANK YOU

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