

Nahdi Medical Company

INVESTOR PRESENTATION

FY 2024



Financial Highlights



▼ FY 2024 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

In  (% of revenue)

Q4 2024

Q4 2023

Revenue

2.36bn (+6.7%)

2.21bn

Gross Profit

882mn (37.3%)

854mn (38.6%)

Net Profit

158mn (6.7%)

171mn (7.7%)

EBITDA

385mn (16.3%)

345mn (15.6%)

In  (% of revenue)

FY 2024

FY 2023

Revenue

9.45bn (+8.4%)

8.71bn

Gross Profit

3.53bn (37.4%)

3.52bn (40.4%)

Net Profit

821mn (8.7%)

893mn (10.2%)

EBITDA


1.59bn (16.9%)

1.58bn (18.1%)

STRONG CASH FLOW GENERATION

Free Cash Flow
 1.16bn (+18.2%)

Capex
4.1% of revenue

DPS
 5.5 (FY 2024)

ZERO DEBT

 715mn Dividend Payout

Communicated Guidance

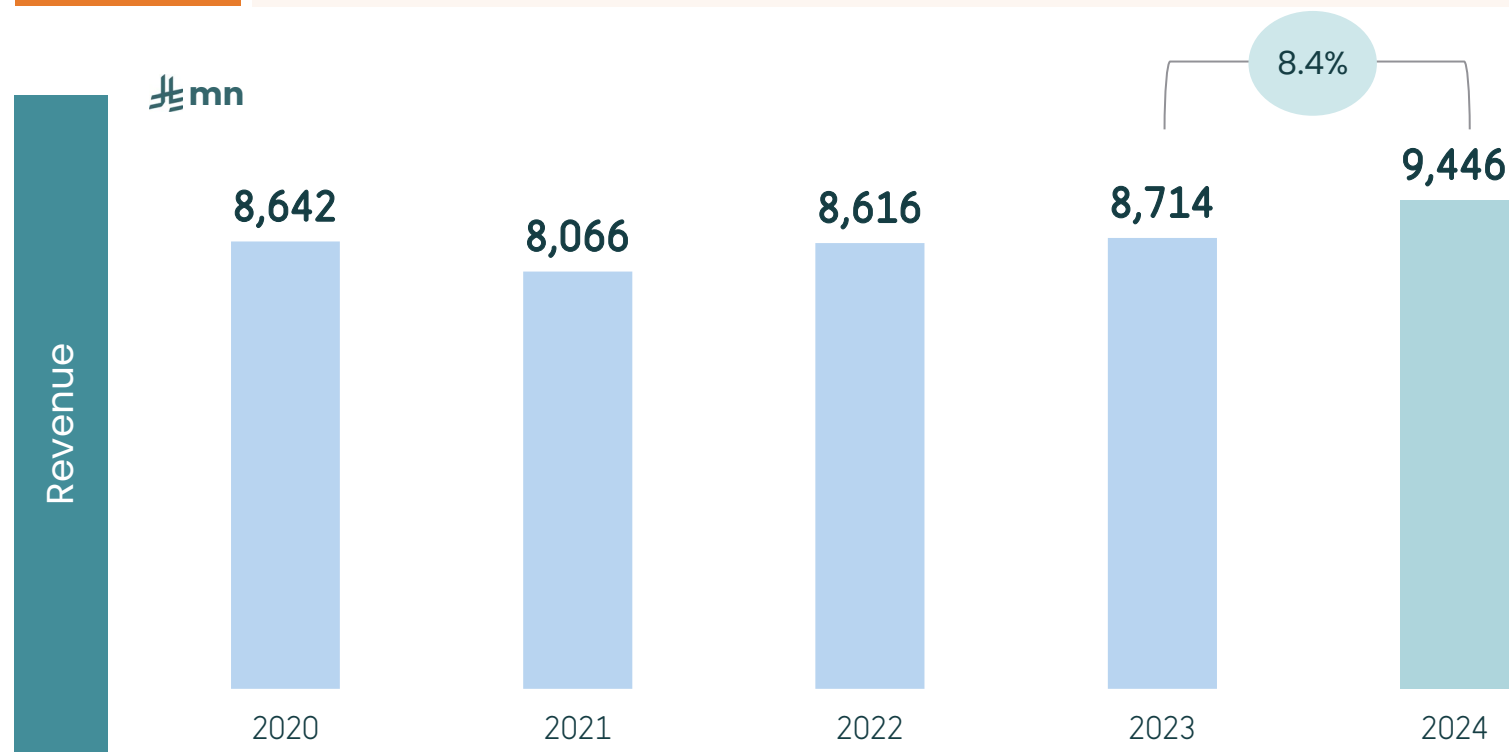


	Medium Term Guidance	FY 2024 Actuals	
▼ Total revenue Growth	Total revenue growth (3% - 5%)	8.4%	✓
▼ EBITDA Margin	Expected to be at (~ 17%)	16.9%	✓
▼ Capex	Capex % of revenue (4%-5%)	4.1%	✓
▼ Dividend Policy	Expected to continue at (70% - 80%)	87% in 2024	✓
▼ Capital Structure	Growth to be funded organically	Zero debt	✓



Solid Revenue Growth Across the Businesses & Categories

Pharmacies	1,148	1,152	1,086	1,120	1,181
Clinics	2	2	3	6	10



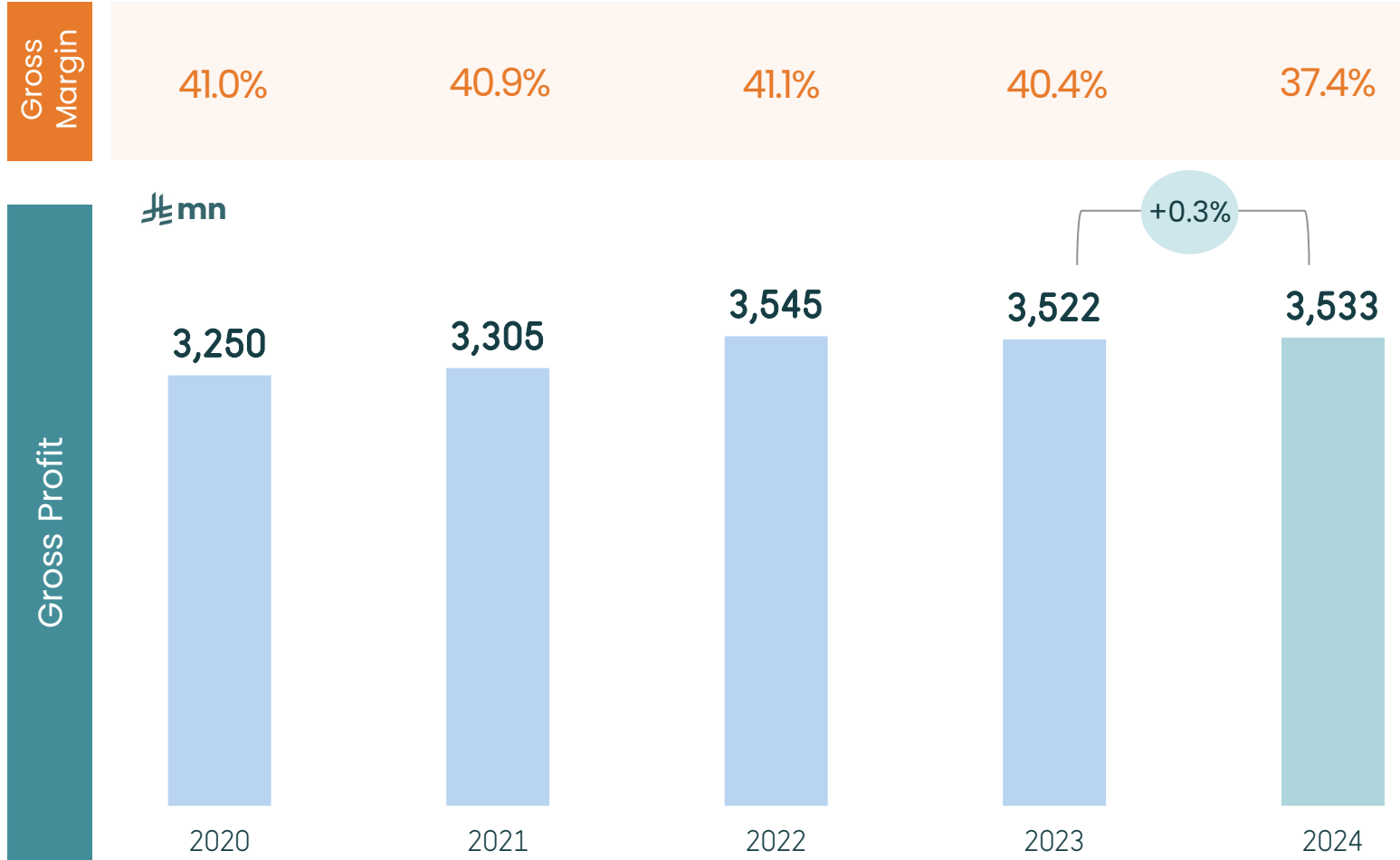
Revenue in FY 2024 grew by 8.4% YoY driven by a 6.5% growth in the Retail business

Strong performance of Nahdi's fast-growing businesses, both the Healthcare and UAE divisions doubling their revenues for the third consecutive year, with YoY increases of 98.3% & 132.6%, respectively

Source: Company disclosure



Best in Class **Gross Profit Margin**



Gross margin at 37.4%, Nahdi's gross profit witnessed a slight increase of ~~AED~~ 10.6 million

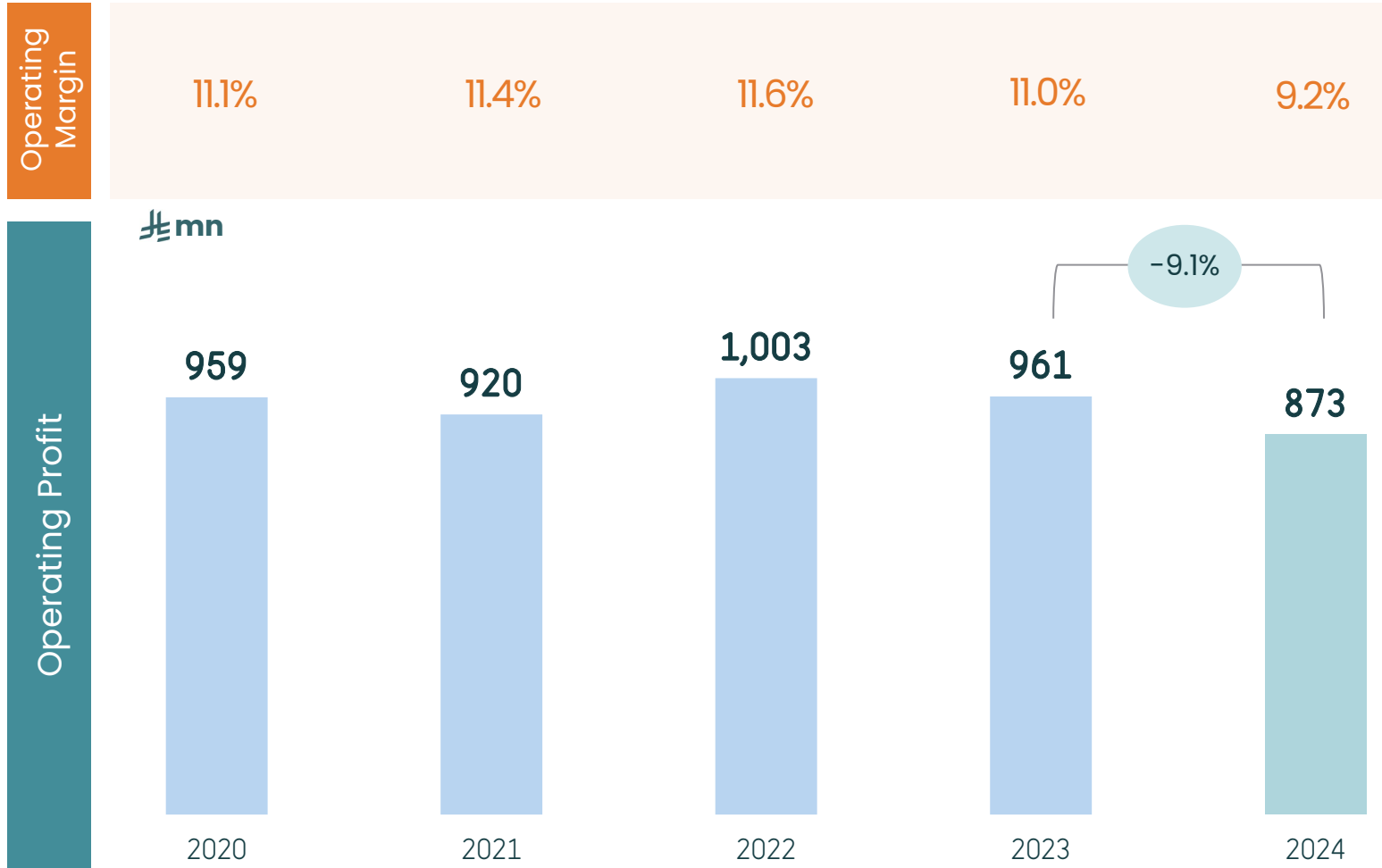
The continues investments to support the sales performance generated solid topline growth

Accelerated growth in strategic business channels i.e. Online, Healthcare & UAE

Higher base last year: ~~AED~~ 33 million inventory provision release resulted from a change in the inventory provision policy



Best in Class Operating Profit Margin



Operating profit of ~~₹~~ 873 million, representing 9.2% margin

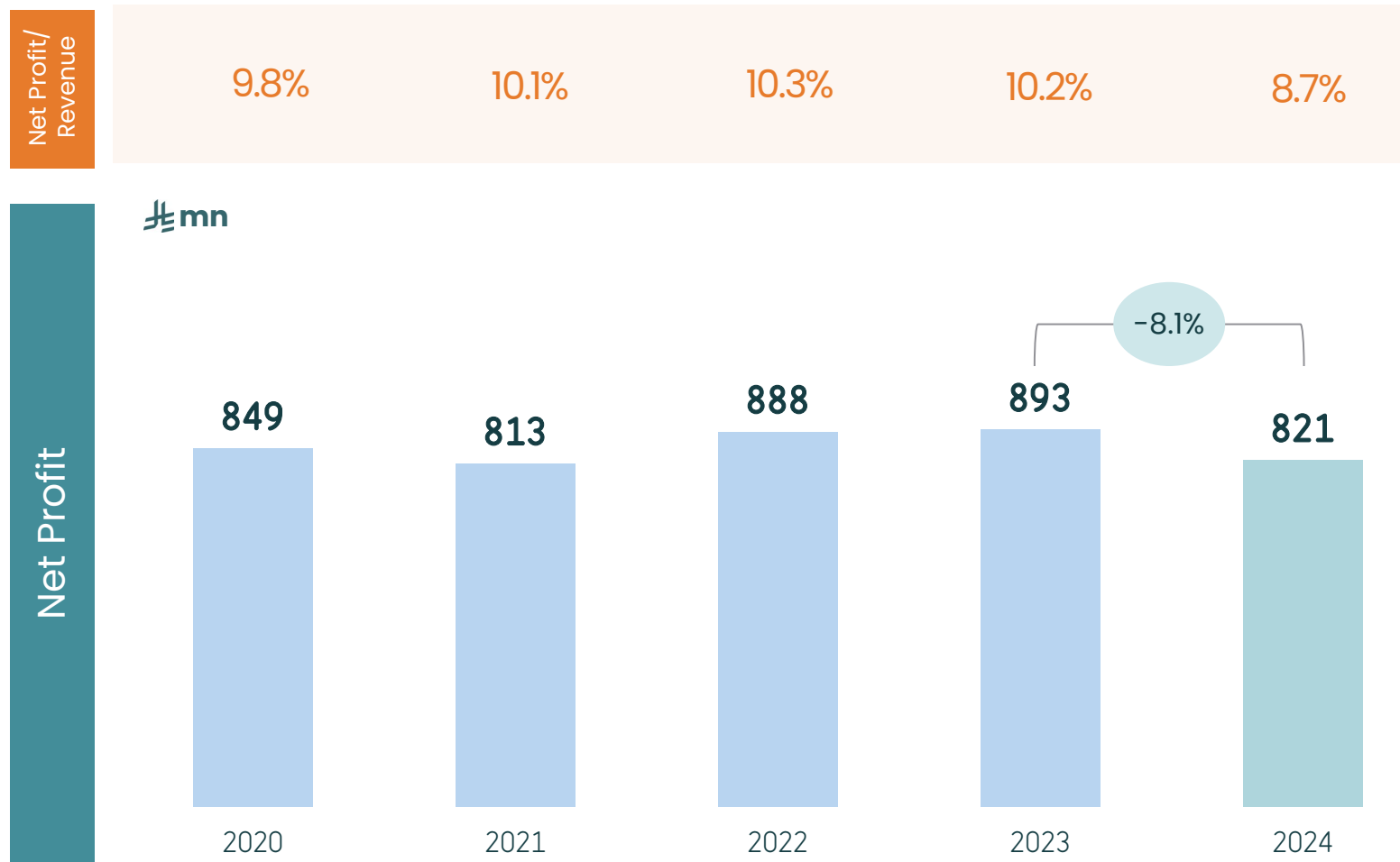
Efficient OPEX management delivered a 1.2% improvement in operating expenses as % of revenue, despite the investments in key strategic initiatives i.e. network expansion, healthcare, UAE & digitalization

Investment in the GM was partially funded by the established OPEX efficiency program.

Savings from established cost efficiency programs allowed the company to accelerate its strategic investments



Attractive Net Profit Profile



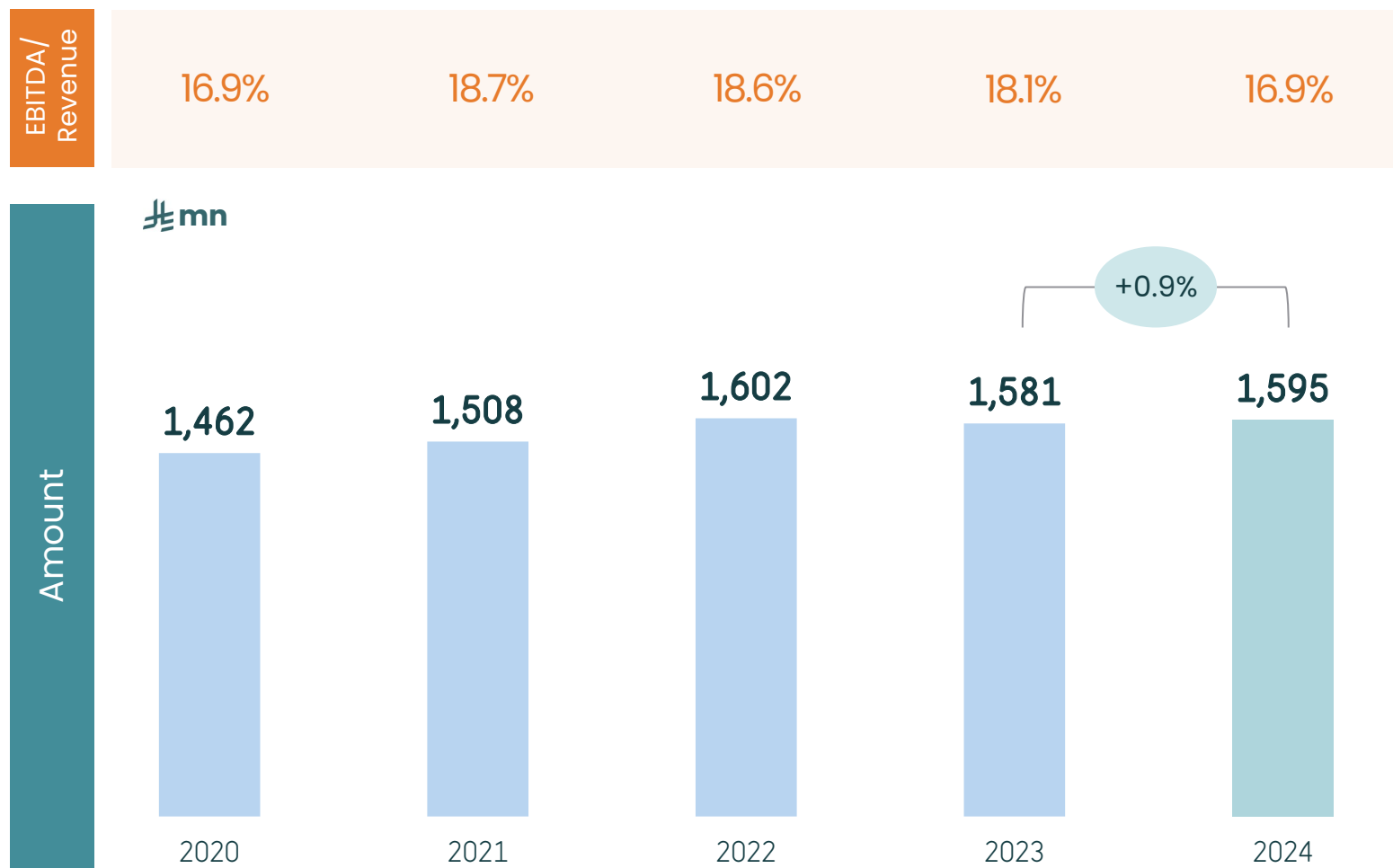
Net profit of **AED 821 million**, reflecting **8.7% margin**

Operating expenses efficiency shows 1.2% improvement in operating expenses as % of revenue, despite the investments in key strategic initiatives i.e. network expansion, healthcare, UAE & digitalization

Savings from established cost efficiency programs allowed the company to accelerate its strategic investments

One-time Zakat provision release of **AED 32.7 million** resulted from closing the Zakat assessment for previous years

Strong EBITDA Outcomes



Highly profitable business

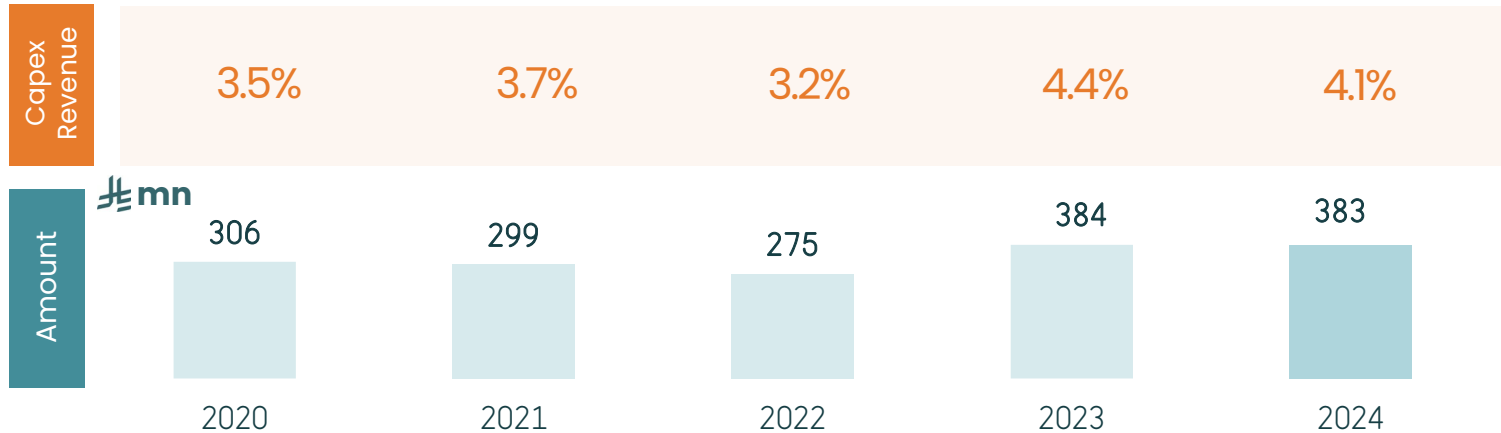
Consistently delivering best-in-class retail EBITDA margin in line with the guidance

Source: Company disclosure

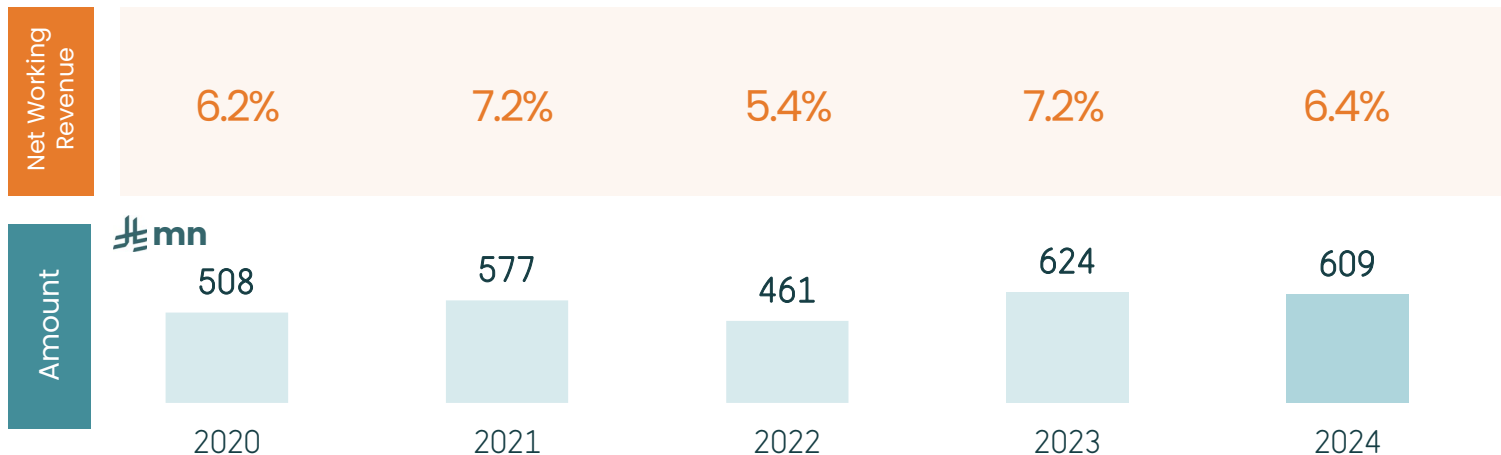
Nahdi Medical Company | FY 2024 EARNINGS CALL

Zero debt with strong free cash flow

Capex



Net Working Capital



Best-in-class ROE & ROA

Highly profitable business with ROE 31.7% and ROA 13.3% in 2024

Consistently generating a solid free cash flow of ₹1,163mn, reflecting an 18.2% increase compared to 2023

Lighter Capex business model with lower working capital requirements

Continue to maintain high cash balance at ₹957mn, while funding all investments organically



Consistent dividend distribution to shareholders

Dividends
Payout %

78%

98%

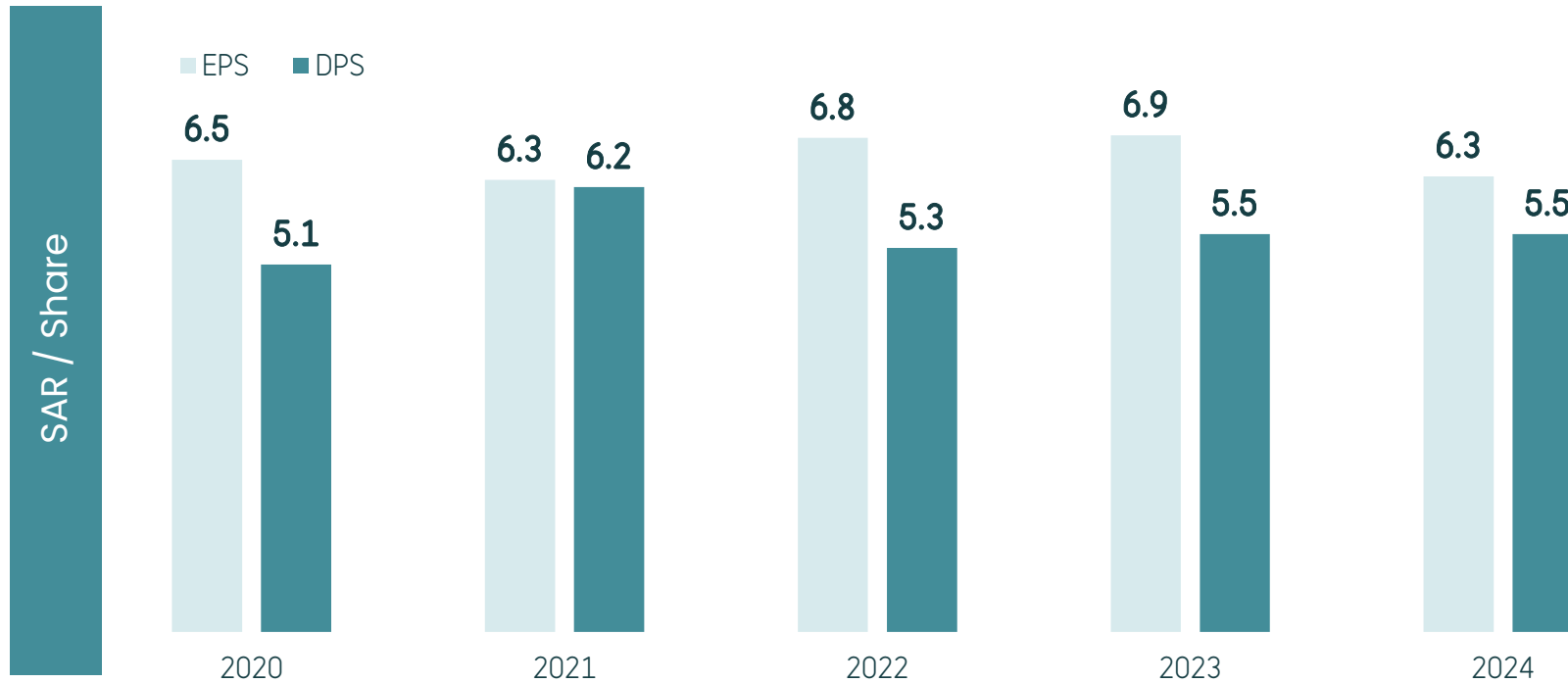
78%

80%

87%

**Sustainable and consistent
Dividend payout**

In line with the company's
dividend distribution policy
supported by strong financial
performance and high liquidity
position



Guidance



2025 Guidance

▼	Total revenue Growth	Revenue growth (6% - 8%)
▼	EPS	EPS Expected to grow annually at (4% - 6%)
▼	Capex	Capex (~4%)
▼	Dividend Policy	Expected to continue at (70% - 80%)
▼	Capital Structure	Growth to be funded organically

Strategy & Operational Review



♥ We Exist to Add Beats to Our Guests' Lives Every day

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





38 Years of Building Trust



#1

Pharmacy chain

1,181 stores in KSA & UAE



~100mn

Guests / yr

served across pharmacies



22%

Online Contribution

from our e-commerce platforms



10

Polyclinics

delivering 98.3% revenue growth



140+

Cities

serving 97% of KSA population



70+ %

of Revenue

Generated by Nuhdeek Guests



13%

Private Label

& Differentiated Brands contribution



1.4M+

(+47%) Vs. FY 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 500K hours of training conducted annually



Human Resource
Development
Fund



Human Resources and
Social Development
Fund

Always cultivating Saudi talents

Strong Partnerships

24 Universities. providing
2,000+ training opportunities

35%

Nationalization

No. 1

Hiring +1000 national
pharmacists



2nd in KSA & GCC in 2024

Among the top companies in
Saudi, GCC, Middle East and
Asia for the 6th consecutive
time.

Total number of Nahdi and Nahdi's Subsidiaries staff is
more than 10K as of FY2024

Guests at heart,

Access a world of personalized healthcare & wellbeing solutions

Pharmacies

- ▼ Instore services
- ▼ Trained expert pharmacists
- ▼ Fair Pricing & wide Assortment
- ▼ Drive-through



Polyclinics

- ▼ Clinical consultation
- ▼ Wellness Cards
- ▼ Home Healthcare
- ▼ Virtual medical consultation

Digital everywhere

- ▼ E-commerce & Nahdi Global
- ▼ E-pharmacist
- ▼ E-Prescription
- ▼ Home Delivery



Nahdi: Guest Satisfaction - the Cornerstone of our strategy

Stronger Brand Equity YoY

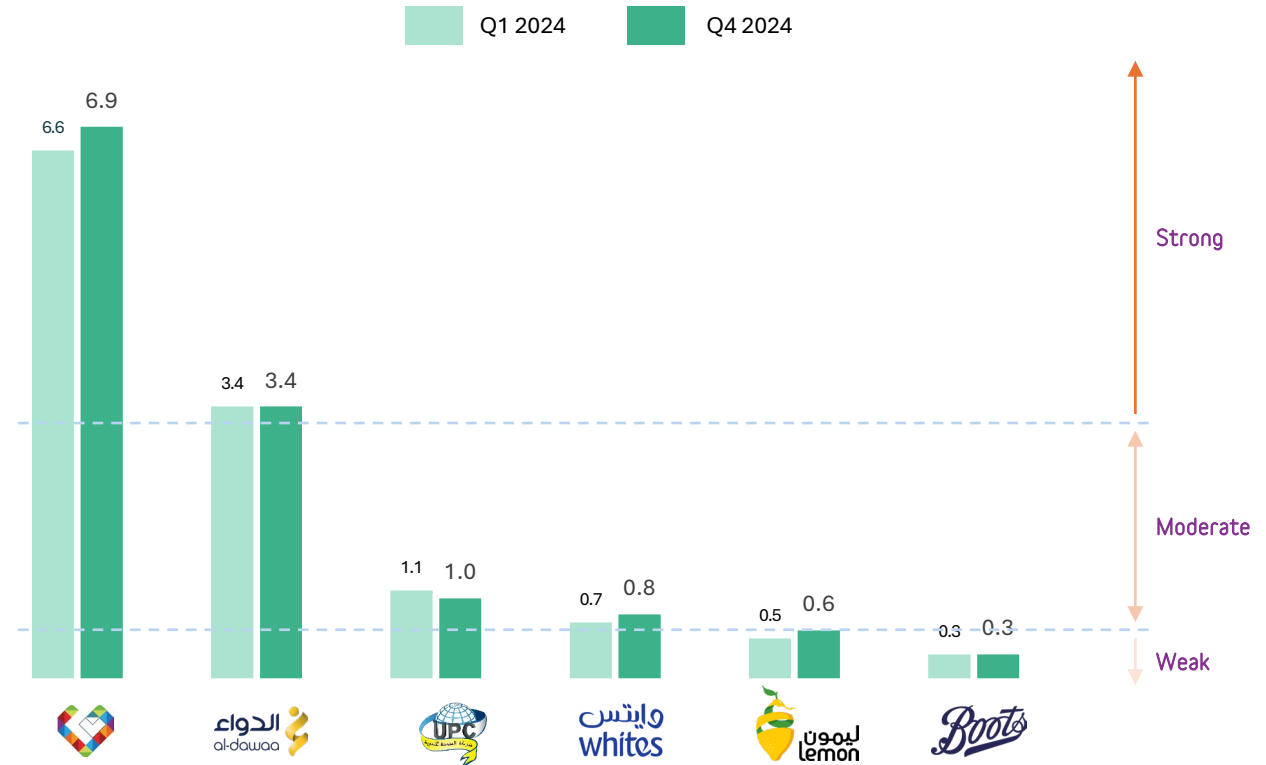
Nielsen Store Equity Index **

+70%

of revenue generated from Nahdi "Nuhdeek" Guests.

90
NPS

800K+
new Nuhdeek Guests.



Source: Company disclosure, Nielsen
By End of Q4 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: Championing Social Responsibility in Healthcare



نبضة أمل
لخدمة المجتمع



CSR AWARDS
2024

Best Company
in the
Healthcare Sector

الموارد البشرية
والتنمية الاجتماعية



المسؤولية
الاجتماعية
SOCIAL RESPONSIBILITY



Yesterday

Effective chronic
Disease Management

#وقفَة_اهل
Waqfat Ahel

Today

Activating preventive care &
wellbeing

وازن
Wazin

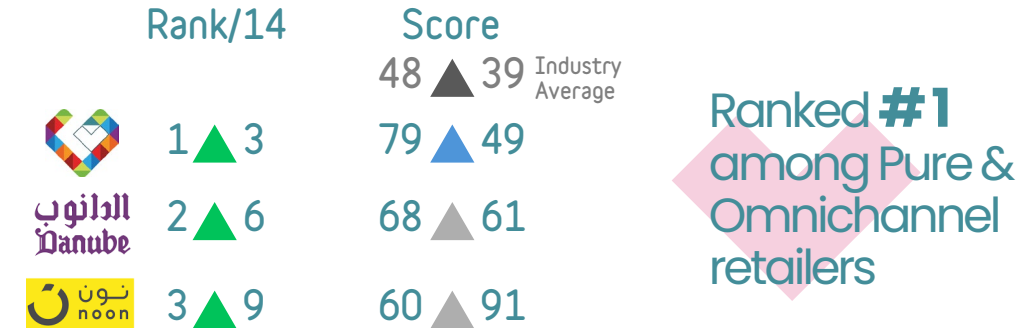
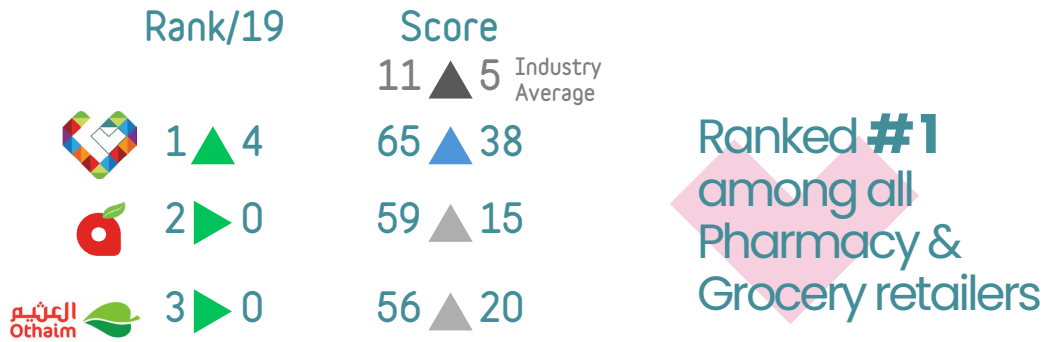
Tomorrow

Women's Empowerment
(in health)

عطاءك
Ata'ek

Nahdi: The Retailer Suppliers Trust, Partnering for Mutual Success

Advantage



Won 1st as the Preferred Partner Retailer in
Saudi Arabia



Nahdi; Sets World-Class standards & wins World-Class awards



best
warehouse
automation



Store Retail
Initiative of the
Year



Strategic Initiatives



Nahdi's Growth Drive for building a bigger future

Investing into evolving consumer trends



+8.4%
Revenue
FY24 vs. FY23

21,000+
New SKUs added
in 2024

22.0%
E-commerce
contribution
(from 16.6% in FY23)

Efficient OPEX management



1.2% Improvement
OPEX as % of revenue not impacted by outlays in
new initiatives (28.5% in FY24 vs. 29.7% in FY23)

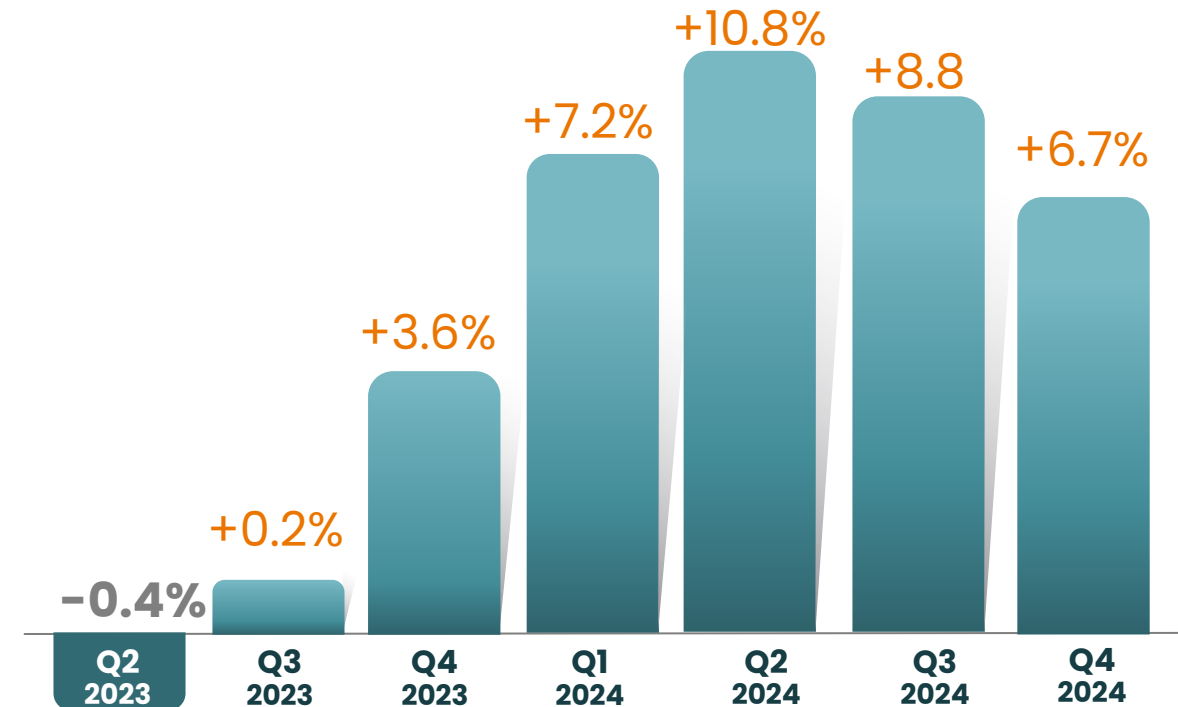
Investment into Strategic Initiatives



98.3%
Revenue growth
Healthcare
(FY24 vs. FY23)

132.6%
Revenue
growth UAE
(FY24 vs. FY23)

Quarterly Growth YOY



Nahdi's Leap: advancing national Healthcare leadership

- Revenue **98%** growth FY 2024
- **4** matured polyclinics generating net margin of **15%+**
- Guest visits **1.4 mn+**, **+47%** from 2023*
- Virtual Consultations **+41%** reaching **797k** from 564K 2023

Prescription (*Build & Borrow*)

- Nahdicare generated **ﷲ 257mn** to pharmacies FY 2024
- **10** polyclinics operational (FY 2024)
- Presence in **7** cities provides access to **32%** of KSA population



Nahdi's forward thinking **UAE** move; Powering up regional healthcare

- Presence in **5** Emirates in the UAE
- Reach a total of **25** pharmacies
- The UAE witnessed **133%** revenue growth in FY 2024 Vs. FY 2023
- Services Available
 - Nahdi Online
 - Nahdi Global
 - E-pharmacist





Thank You

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