

Nahdi Medical Company

INVESTOR PRESENTATION

Q2 2025















Financial Highlights



▼ H1 2025 Financial Highlights

RESILIENT FINANCIAL PERFORMANCE

 (% of revenue)	H1 2025	 % of growth	H1 2024
Revenue	5.16bn	 9.1%	4.73bn
Gross Profit	1.91bn (37.0%)	 6.6%	1.79bn (37.9%)
Operating Profit	531mn (10.3%)	 5.1%	505mn (10.7%)
Net Profit	494mn (9.6%)	 2.7%	481mn (10.2%)

 (% of revenue)	Q2 2025	 % of growth	Q2 2024
Revenue	2.53bn	 2.2%	2.47bn
Gross Profit	966mn (38.2%)	 3.2%	936mn (37.9%)
Operating Profit	261mn (10.3%)	 (4.7)%	273mn (11.1%)
Net Profit	238mn (9.4%)	 (3.8)%	248mn (10.0%)

STRONG CASH FLOW GENERATION

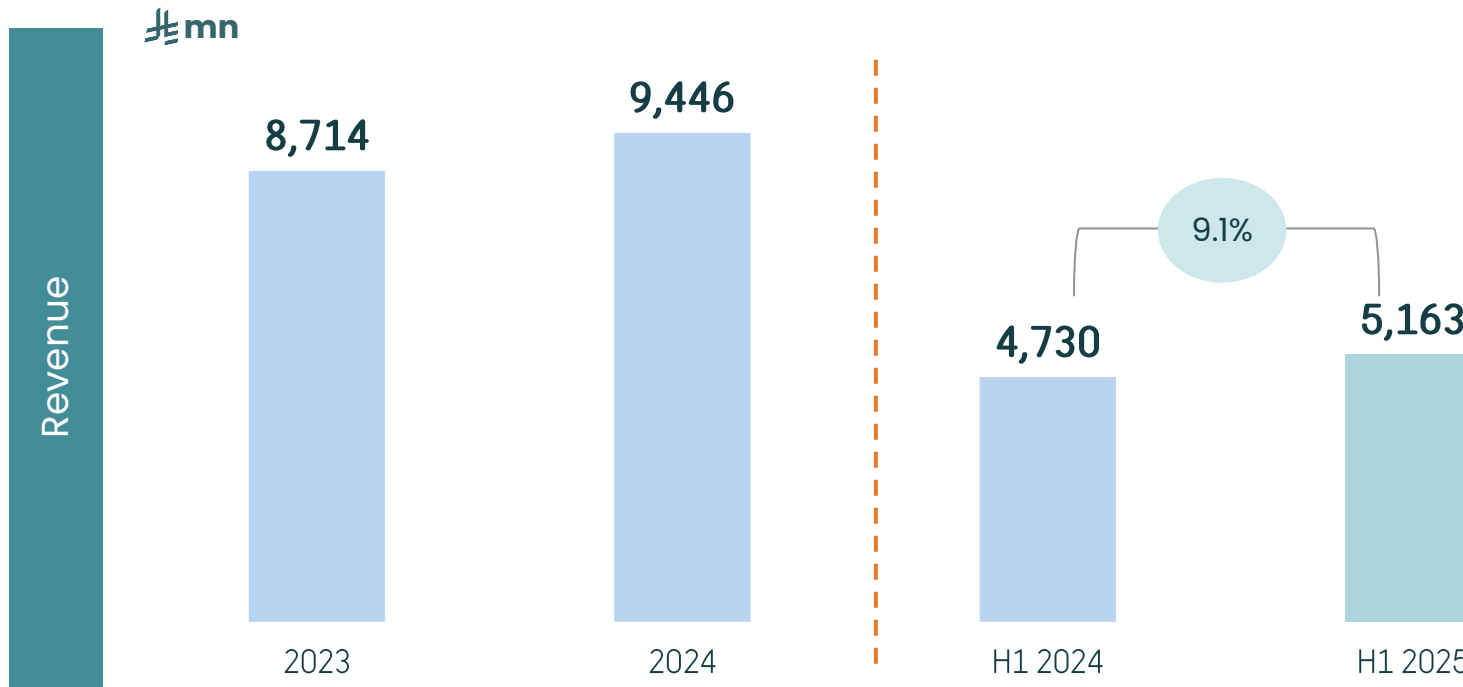
Capex
3.7% of revenue

ZERO DEBT

DPS
 2.60 ( 4.0% vs H1 2024)
338mn Dividend Distribution

Solid Revenue Growth Across Businesses & Categories

Pharmacies	1,120	1,181	1,187	1,207
Clinics	6	10	8	12



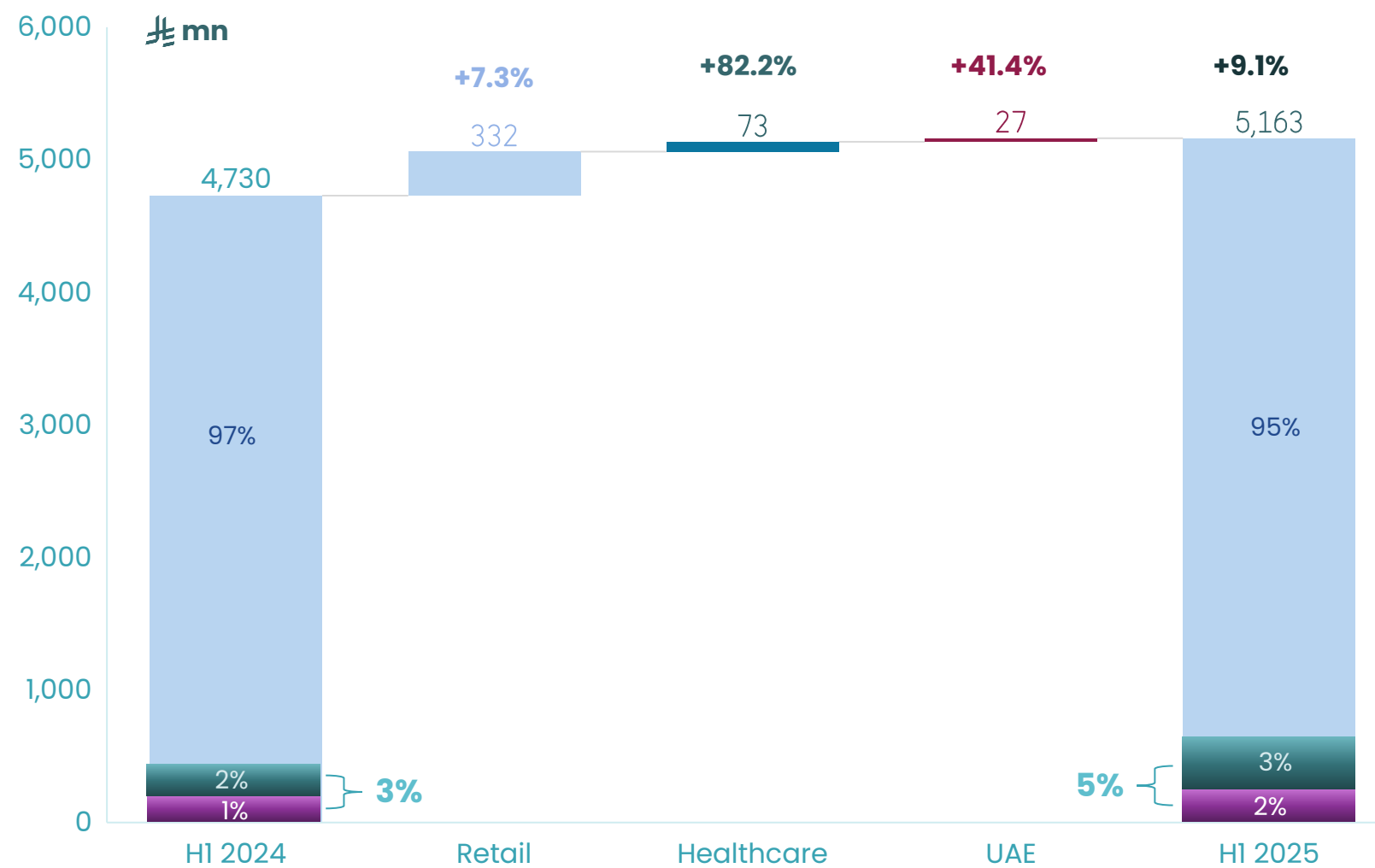
Revenue grew by 9.1% YoY in H1 2025, reflecting strong momentum across all business segments.

Retail business rose by 7.3% fueled by continued growth in both Pharma and Front Shop segments.

Healthcare and UAE businesses continued their upward momentum delivering YoY increases of 82.2% & 41.4%, respectively.

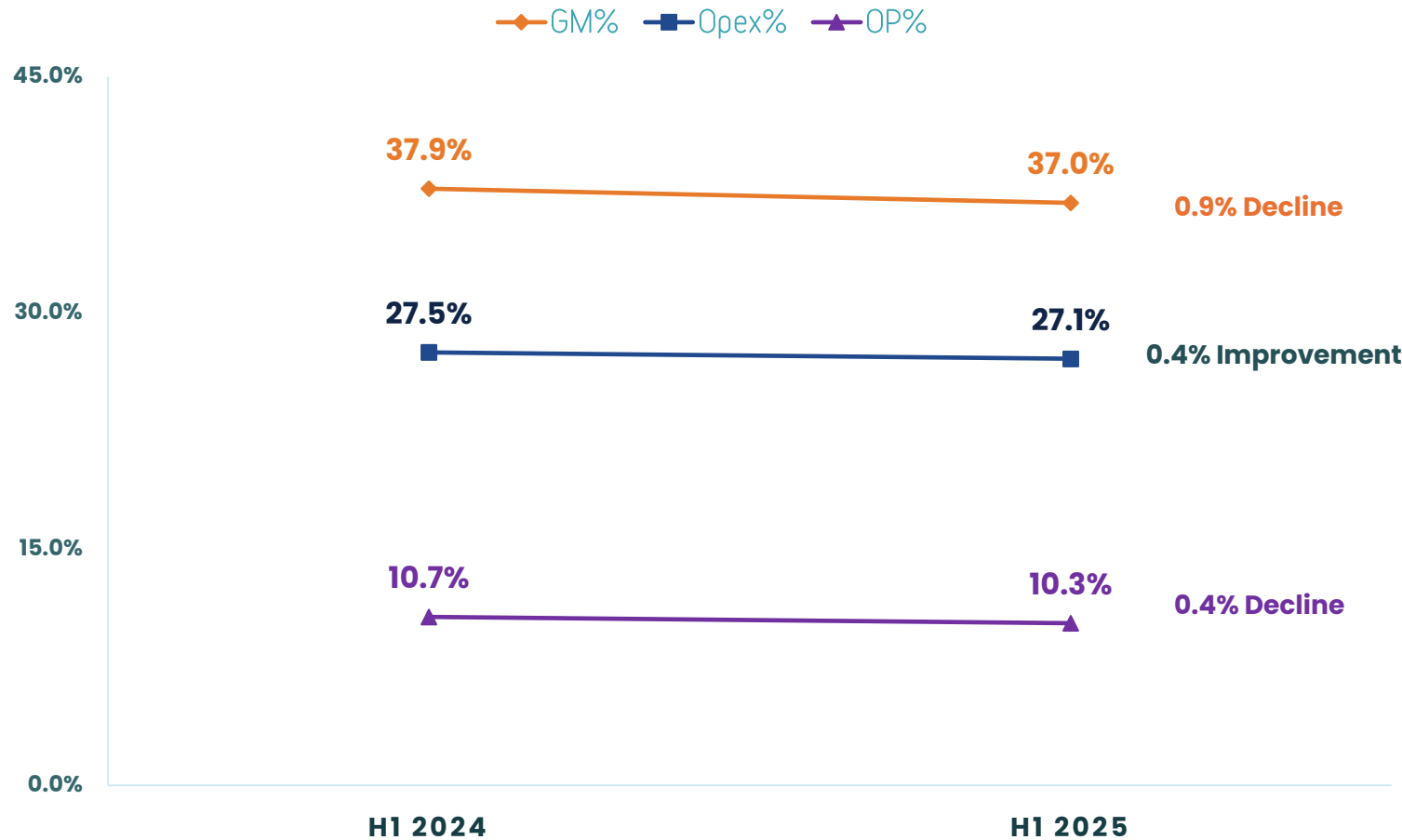


Diversified Sales Channel Growth Driving Top-Line Acceleration



The Retail business continued to lead the overall growth, while the accelerated momentum in the Healthcare and UAE businesses contributed to a 2% increase in their combined revenue share, reaching 5% in H1 2025.

Operating Margin Stability Driven By OPEX Efficiencies Compensating For Gross Margin Compression



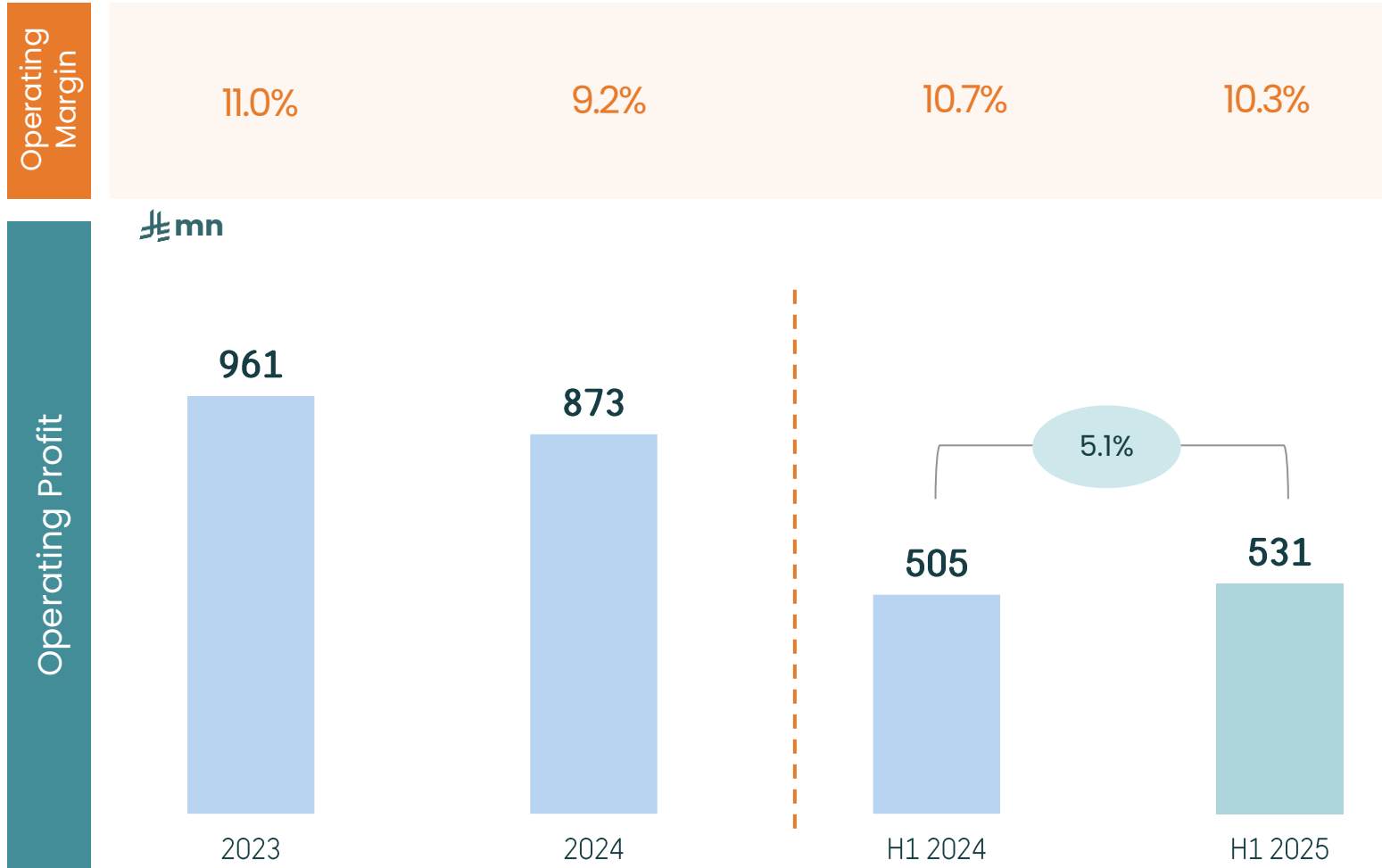
The margin compression was primarily driven by ongoing investments to support top-line growth and accelerated growth in the Healthcare and online businesses, which operate with different margin profiles.

Higher private label contribution supported a favourable shift in product mix which enabled the company to reinvest behind sales growth.

Profitability was impacted by higher operating expenses driven by accelerated new openings in the Retail & Healthcare businesses and digital investments, which was partially offset by efficiency initiatives.



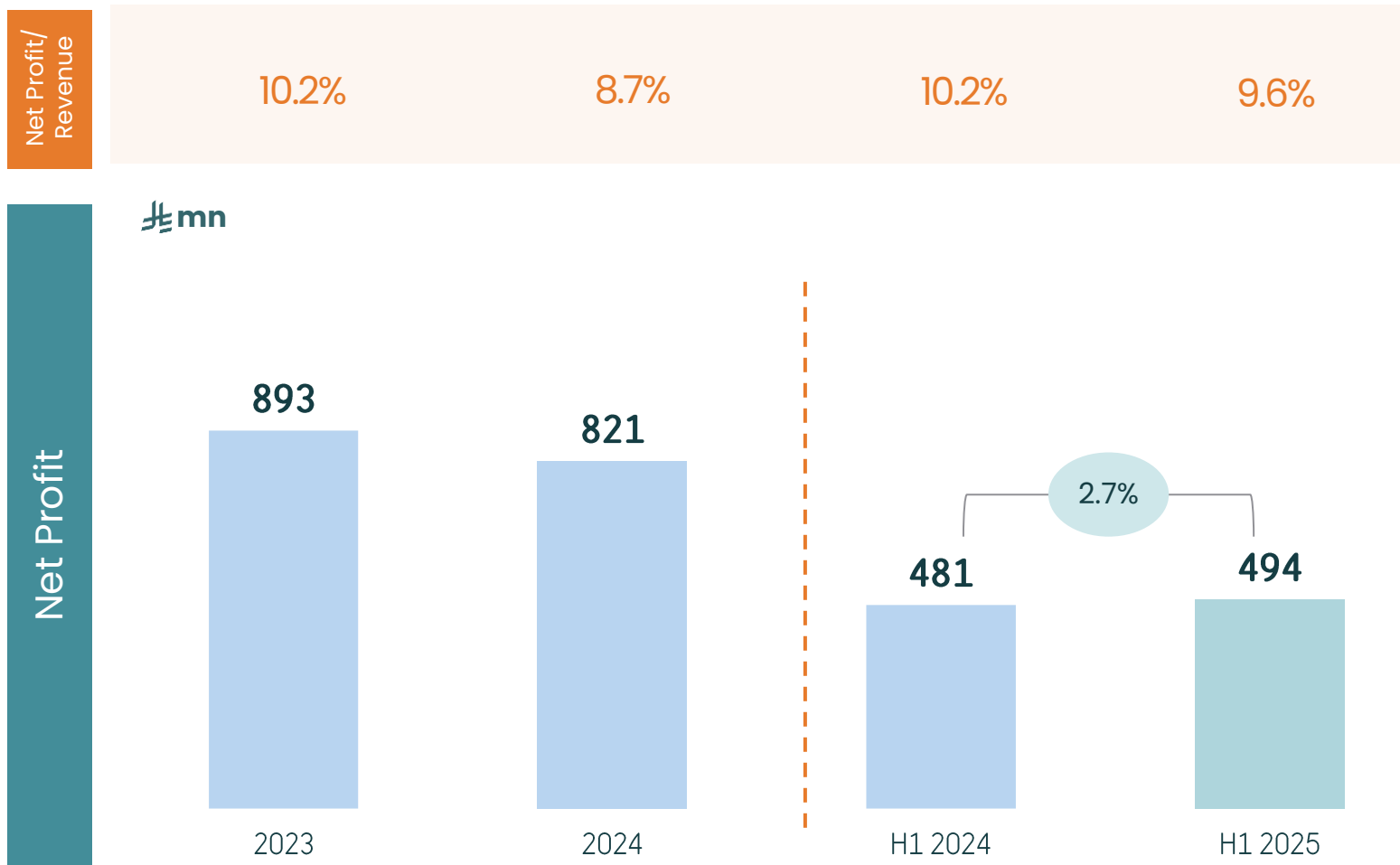
Best in Class Operating Profit Margin



Operating profit grew by 5.1%, reaching ~~¥~~ 531 million, representing 10.3% margin.



Attractive Net Profit Profile



Net profit grew by 2.7%, reaching ~~¥~~ 494 million, representing 9.6% Margin.

Items below operating profit reflected a net increase in expenses of ~~¥~~ 13 million, primarily to support revenue growth and the accelerated business expansions.

▼ Guidance



	2025 Guidance	H1 2025 Actuals	
▼ Total revenue Growth	Revenue growth (6% - 8%)	9.1%	✓
▼ EPS	EPS Expected to grow annually at (4% - 6%)	2.7%	✓
▼ Capex	Capex (~4%)	3.7%	✓
▼ Dividend Policy	Expected to continue at (70% - 80%)	87% in FY2024	✓
▼ Capital Structure	Growth to be funded organically	Zero Debt	✓



Note: 2025 guidance is for full fiscal year

Strategy & Operational Review





Our Passion for People

Always Delivers Value to Our Guests



nahdi
academy

Invested in the success of our people

More than **500K** hours of training conducted annually



Human Resource
Development Fund



Human Resources and
Social Development

Always cultivating Saudi talents

Strong Partnerships

24 Universities. providing
2,000+ training opportunities

35.5 %

Nationalization

No. 1

Hiring **+1000** national
pharmacists

Won in Q2 2025



Best Places to Work



the Best
Workplaces for
Women



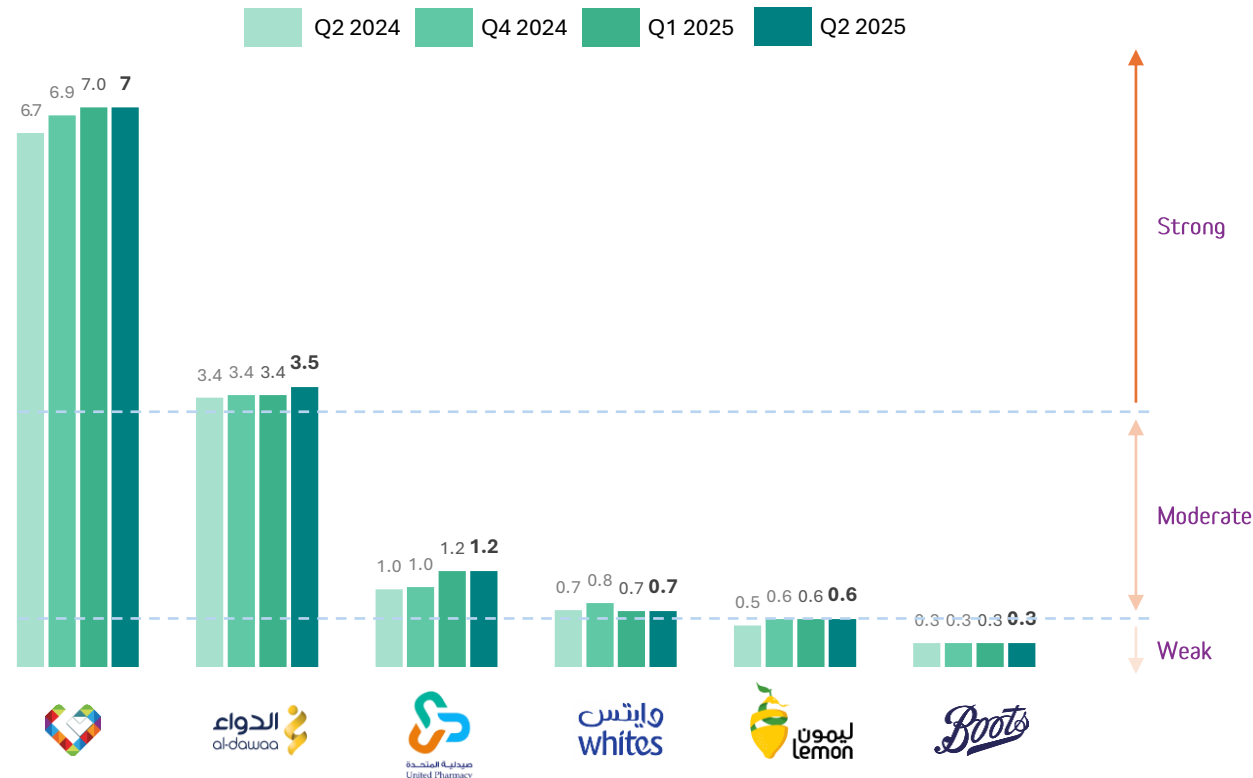
Nahdi: Guest Satisfaction - the Cornerstone of our strategy

Stronger Brand Equity YoY

Nielsen Store Equity Index **

67%
Of revenue
generated from
Nahdi "Nuhdeek"
Guests.

90
NPS
As Q1 2025



Source: Company disclosure, Nielsen
By End of Q2 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

Setting Standards, Winning Honors: Nahdi's Global Impact



Won in Q2 2025

CEO of the Year across **Asia**



In-store customer experience– **KSA**



Retail App of the year – **KSA**

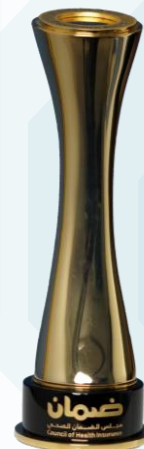


Setting Standards, Winning Honors: Nahdi's Global Impact

Won in Q2 2025



**Top 10 Most Influential
Global Brands –KSA**



ضمان

مجلس الضمان الصحي
Council of Health Insurance

**Excellence in
Primary Care
Award**
Non-Hospital Category



LOYALTY360

**1. Customer Loyalty
Transformation Award**

**2. Personalization,
Strategy & Innovation
Award**



GCXA

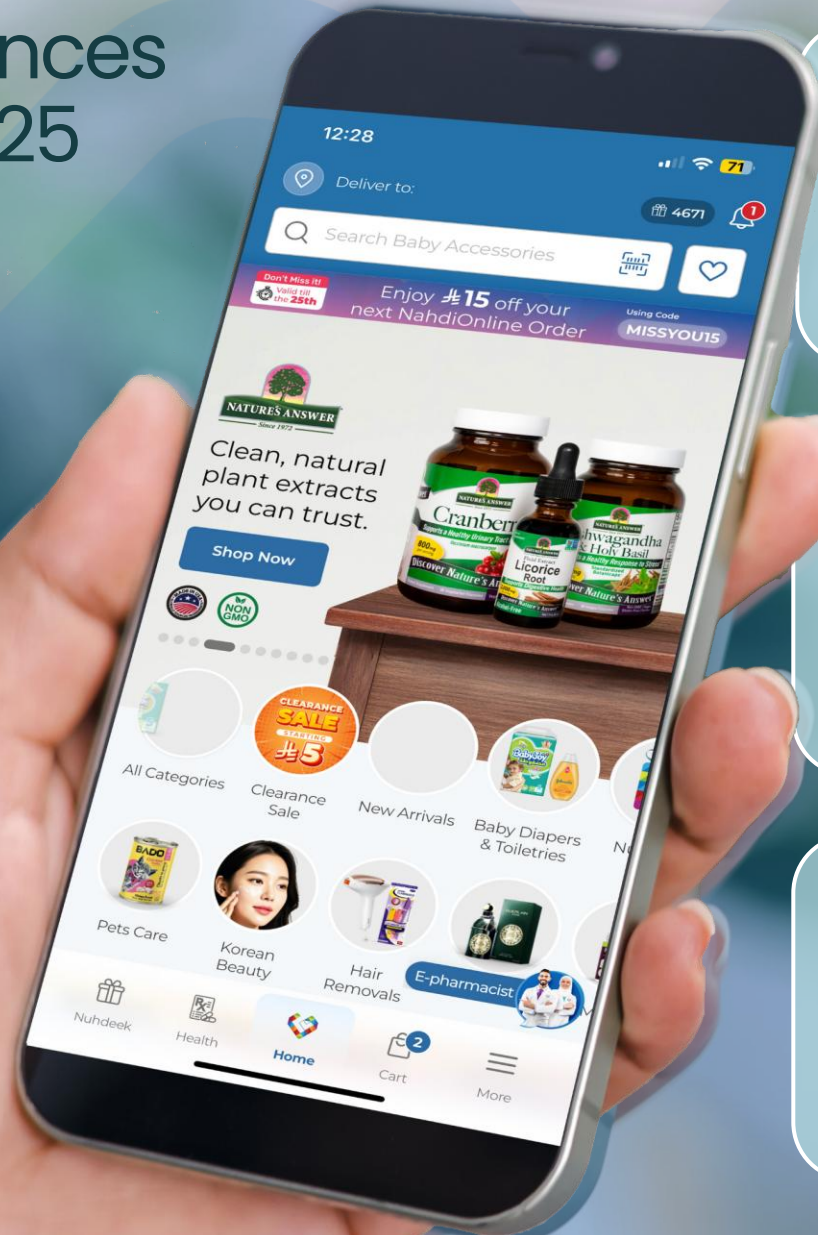


**1 Gold
3 Silver**
Awards for
excellence in
**employee &
guest
experience**

Strategic Initiatives



Digital Acceleration: Seamless Experiences to Fuel Nahdi's 2025 Growth



Highest ever Online sales
Revenue crossing
₹600mn
In Q2 2025

Highest Online contribution
25%
vs 23% Q2 2024

Launched **Nuhdeek**
shop with **100K**
items sold



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

- **Exceptional Growth:** H1 2025 Revenue **+43%** with **Revenue Contribution 16%** vs 12% H1 2024
- **Partnered** with **8 local medicine manufacturers** & introduced **149 total SKUs** by H1 2025

✓ Nahdi's Leap: Advancing National Healthcare Leadership



- Opened **2** Nahdicare Clinic in Riyadh & Abha in H1 2025 reaching a total of **12** clinics across **9 cities** in KSA
- Clinics business demonstrates **exceptional growth**, H1 2025 **Revenue +83%** vs H1 2024
- H1 2025 Clinics business **served 950K guests** vs 670K vs H1 2024 **+40%**
- Nahdicare Clinics **NPS** at **81**
- Launched **Lab at Home** new service with Wellness cards sales around **ﷲ 32M**



Nahdi's Strategic Expansion in UAE; A Robust Platform for Regional Growth



- **Strong growth** Q2 2025 **Revenue 44%** vs H1 2024 & added **9** new pharmacies totaling **34** in UAE
- Broad **geographic** coverage with **presence** in all **major Emirates**, which strengthens our reach
- UAE **NPS** at **83**
- Established **Best-in-class distribution center** in Dubai Investment Park (DIP)

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



**♥ Trusted by millions for better life
choices everyday & everywhere ♥**



Thank You

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