

Earnings Presentation

1H 2024

Jeddah | 6 August 2024



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Business and Strategy Highlights



1st Half 2024 performance highlights

Revenue

1H 24 +22% YoY
SAR mn **731**

Revenue growth accelerated to 22% YoY driven by strong performance across key TAs and markets

of Brands

2Q 24 +9% YoY
139

- +4 Consumer Health
- +1 Ophthalmology
- +1 General Medicine
- +1 Anti-Diabetic

EBITDA

1H 24 +27% YoY
SAR mn **253**

EBITDA grew 27% YoY with a 35% margin supported by cost efficiency gains

FCF*

1H 24 +21% YoY
SAR mn **217**

86% FCF conversion; capex at 5% of revenue

Net Profit

1H 24 +23% YoY
SAR mn **210**

JP maintains industry-leading Net Profit margin of 29% with an EPS of SAR 3

Units Produced

1H 24 +24% YoY
Mn **83**

Production growth of 24% YoY as all three facilities are now fully operational

Strategic growth levers for 2024

Home Market



- Expand in tenders
- Solidify private market growth
- Effectively utilize market access initiatives to realize share in insurance networks

Export Markets



- Consolidate presence and grow market share in Gulf and Iraq
- Introduce consumer health products in export markets to tap into new geographies
- Identify and exploit opportunities for growth in other export markets

Portfolio Diversification



- Expand consumer health portfolio with high-value proposition launches
- Utilize new sterile capacity by launching more unit-dose products
- Establish presence in cardiometabolic therapeutic area

Facilities Ramp-up



- Accelerate utilization of Jeddah sterile, Egypt and Algeria facilities
- Diligently grow operations in Egypt contingent upon a stable economic environment to capitalize on growing demand

Business Development Initiatives



- Enhance business development efforts to identify new opportunities, foster partnerships, and drive sustainable growth

1st Half developments and outlook

Saudi Market

- Overall retail market witnessed a growth of **17%** (8% ex- weight-loss drugs)¹
- JP tender sales growing at a faster pace than retail (**18%** vs **16%**)
- JP's Wasfaty sales outpaced market growth (64% vs 37%)² till June '24

International Markets

- Reaching rank 8 in Iraq³ (**+44%**) with market share gains in Gulf (**+21%**)
- Egypt: Successfully negotiated and awarded price increases on several products in the portfolio to counter exchange devaluation impact

Portfolio Enhancement

- Significant gains in cardiometabolic TAs – CVD **+29%** and AD **+144%**
- A number of key products introduced in export markets during 1H 2024

Manufacturing

- Sterile facility is now fully operational with **1.7m** units produced till June '24
- Egypt continues to scale up new facility (**51%** of sales locally produced)

BD Initiatives

- Ongoing negotiations over toll manufacturing of GM products
- Algerian JV: Ophtha-line project progressing steadily
- Advanced discussions with parties aiming for strategic partnerships by Q4 2024

¹IQVIA Retail KSA Market Data as YTD June 2024, excluding Ozempic and Mounjaro

²Company data and analysis

³Iraq ranking is based on Q1 2024 AMS figures

Jeddah sterile facility fully operational whilst Egypt ramps up production

SAR 100bn+ of Total Addressable Market
in Core Geographies By 2027



Competitive Advantages

- Real-time insights into local market dynamics
- Export hubs for adjacent markets
- Backup for downtime & facility upgrades
- Access to government tenders


 **Jeddah**
Main Facility



Operational

147_{mn}
Production Capacity p.a.

72.2m
Units produced

 **Jeddah**
Sterile Facility



★ Operational

25_{mn}
Production Capacity p.a.

1.7m
Units produced

 **Egypt**
Main Facility



Operational

52_{mn}
Production Capacity p.a.

9.2m
Units produced

 **Algeria**
Facility



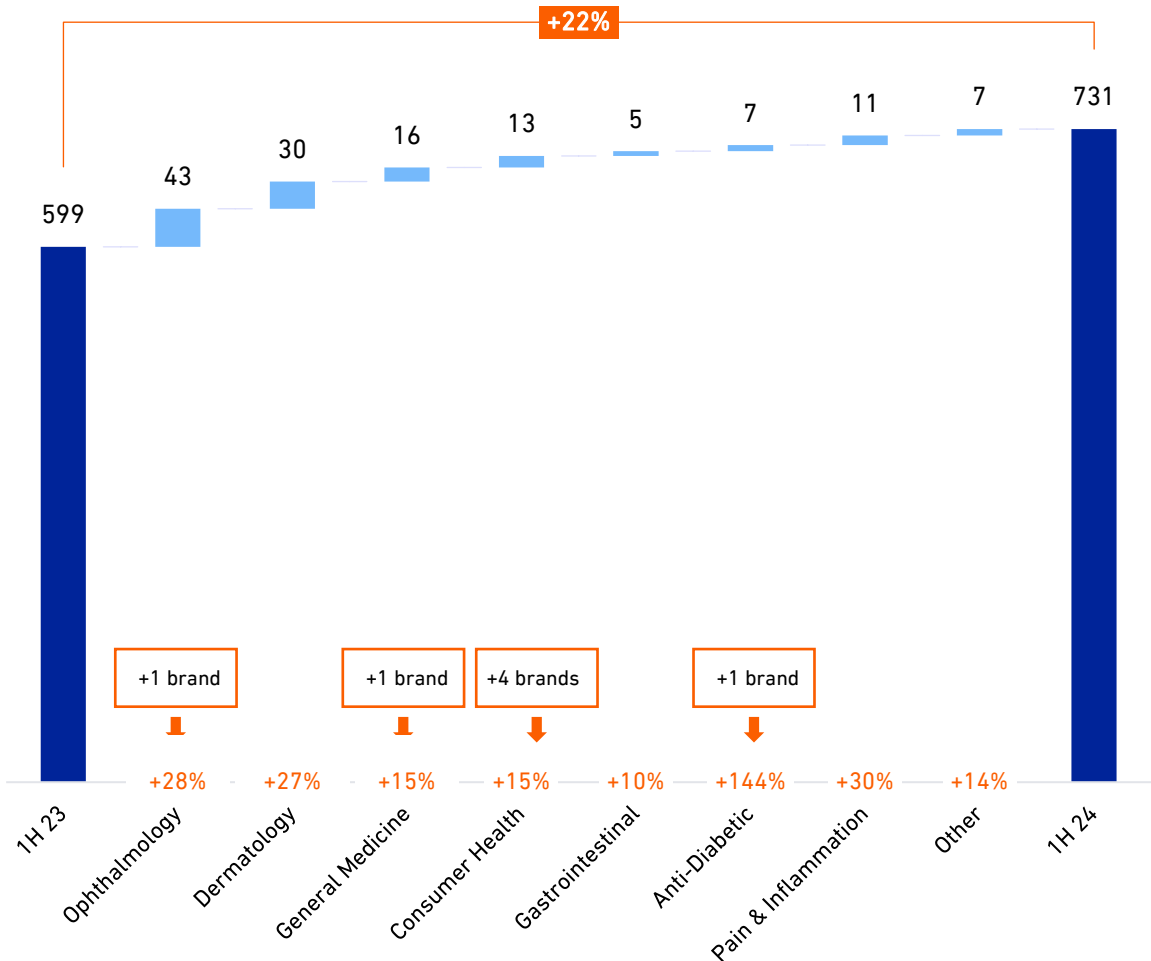
Operational

10_{mn}
Production Capacity p.a.
(OSD Line)

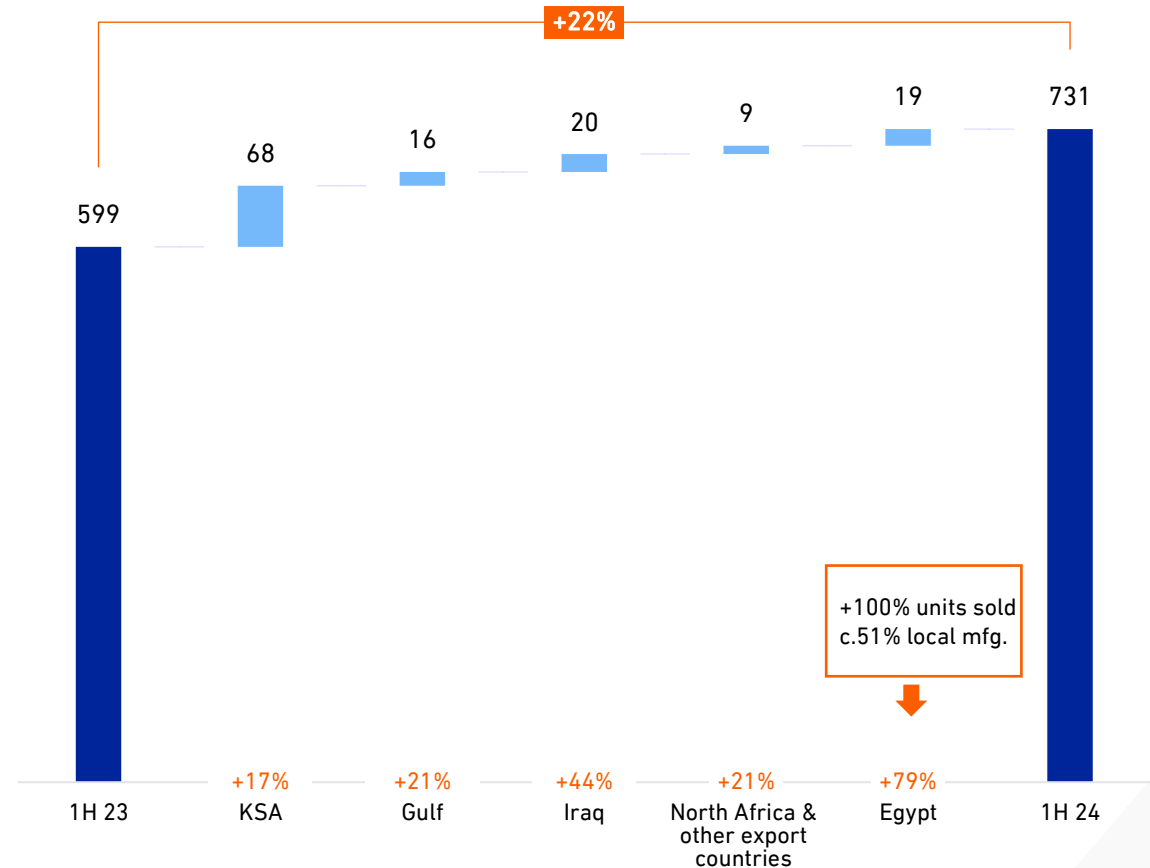
4.5m
Units produced

Accelerating revenue growth in strategic therapeutic areas and regions

Revenue Contribution by Therapeutic Area, YoY (SARmn)



Revenue Contribution by Country, YoY (SARmn)



*share of contribution to revenue increase YoY
^Includes new brands and brand extensions (new SKUs)

Monthly revenue growth for top 5 KSA pharma in 29 months

Peer 1
11 negative months

Peer 2
6 negative months

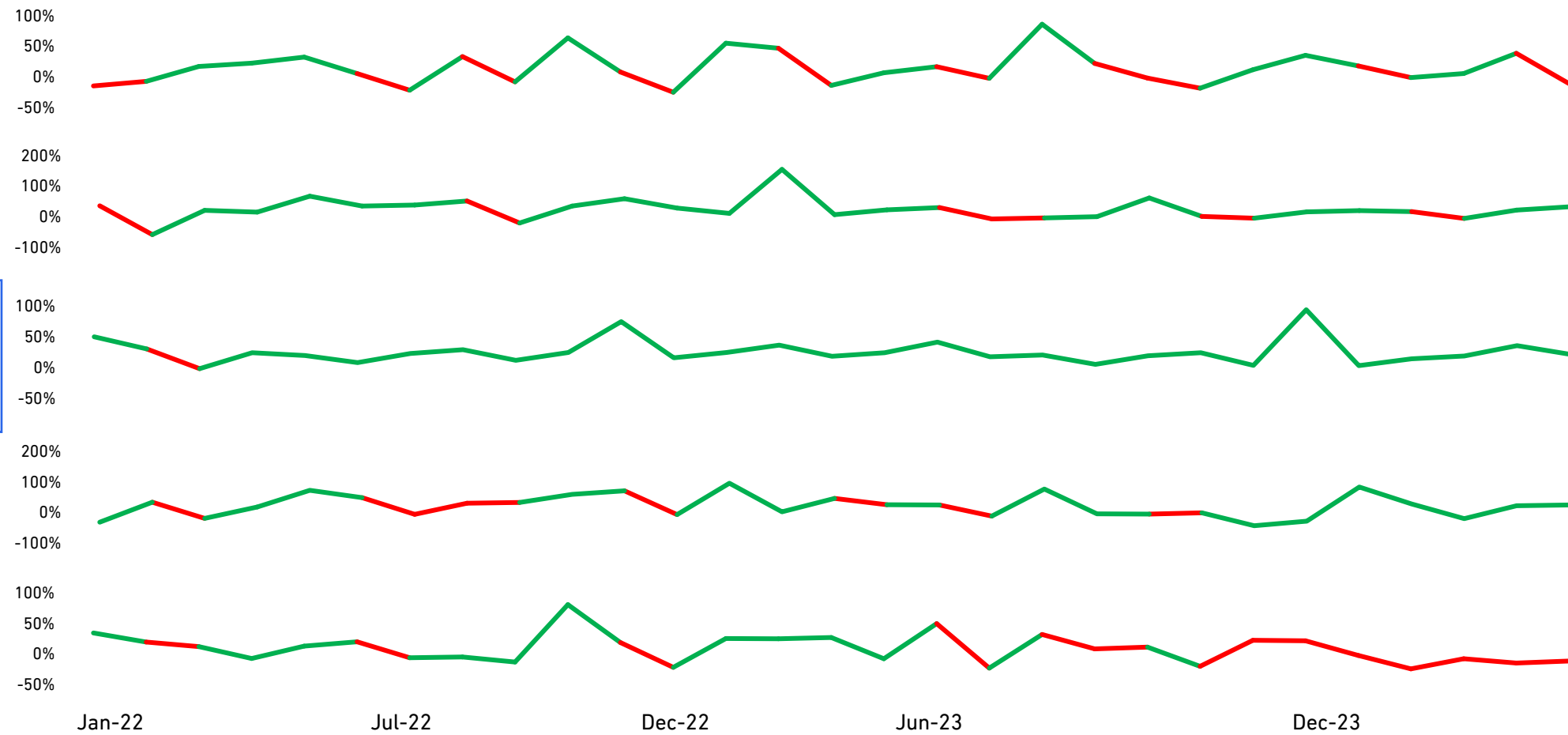


جمجوم فارما
Jamjoom Pharma

1 negative month

Peer 3
10 negative months

Peer 4
13 negative months



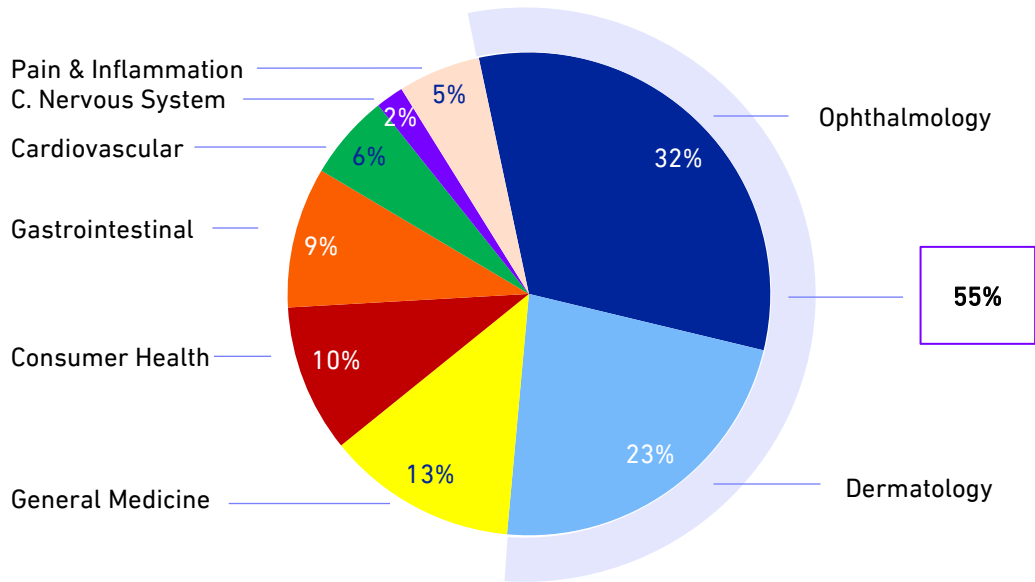
 Growth vs same month last year  Decline vs same month last year

| | 2022 | 2023 | MAT-May'24 |
|---------------------------|-------|-------|------------|
| Market growth | 13.7% | 15.3% | 15.7% |
| JP's growth ¹ | 24.8% | 26.9% | 21.1% |
| JP's share ^{1,2} | 5.2% | 5.7% | 5.9% |

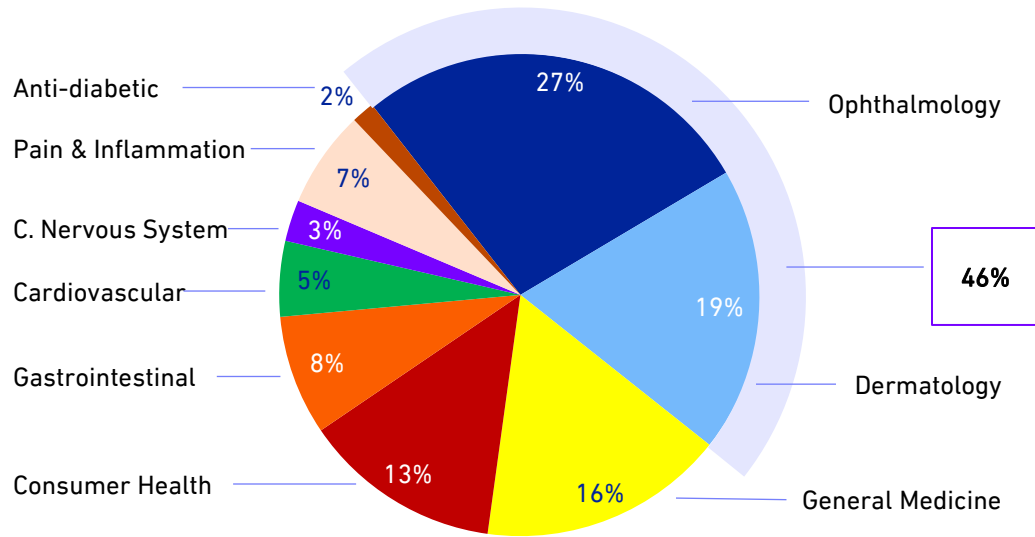
¹IQVIA KSA Market Data 2022, 2023 & MAT-May 2024, Company Analysis
²In MAT-May '24, Mounjaro and Ozempic (drugs used for weight loss) have been excluded from the total market when calculating market share

Strategic portfolio diversification to propel JP into lucrative TAs

2021 Revenue Contribution by Therapeutic Area (SARmn)



1H 2024 Revenue Contribution by Therapeutic Area (SARmn)



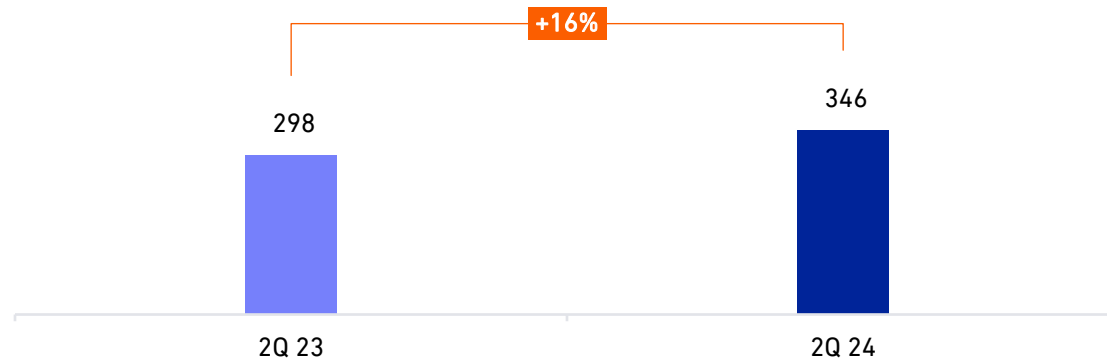
Ophthalmology and Dermatology continue to show healthy growth rates of 28% and 27% YoY, respectively.

Financial Highlights

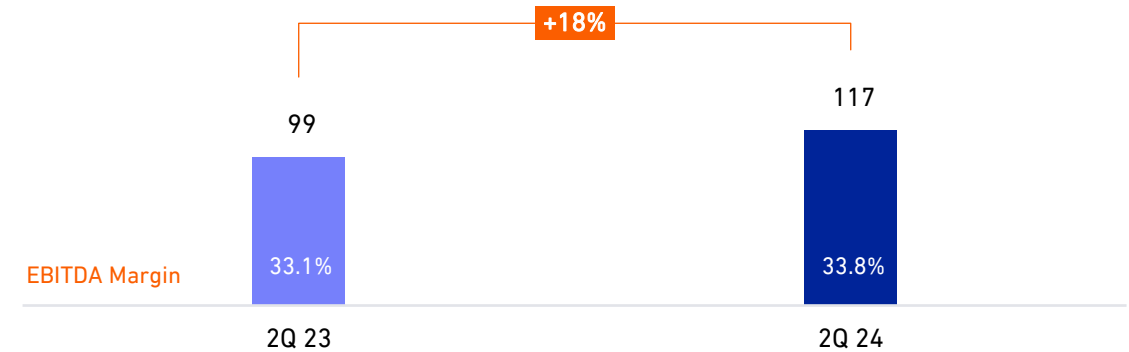


2nd Quarter 2024 highlights

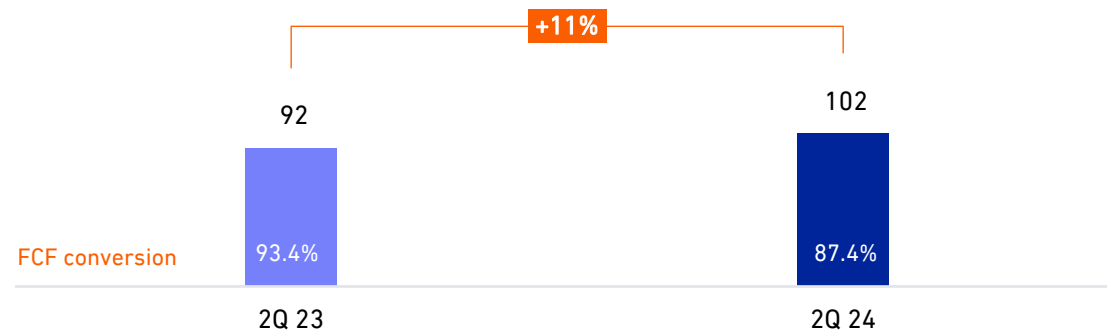
Revenue (SARmn)



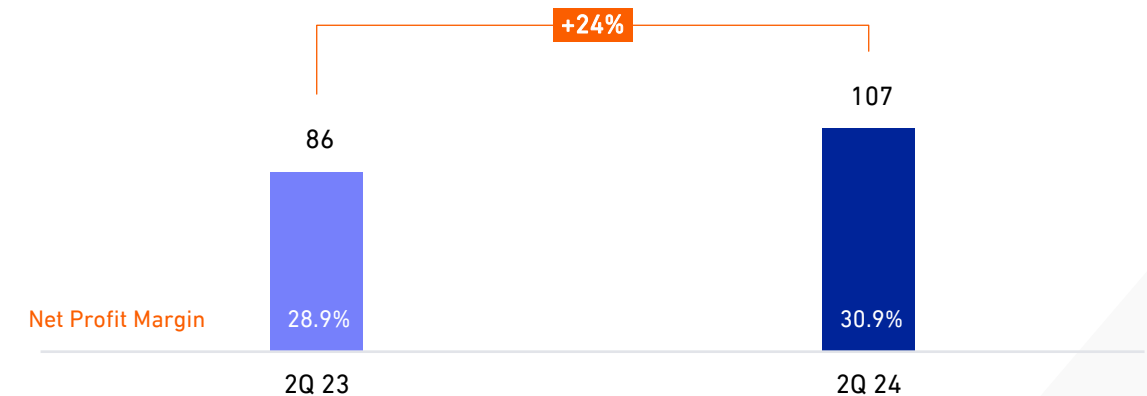
EBITDA (SARmn)



FCF (SARmn)

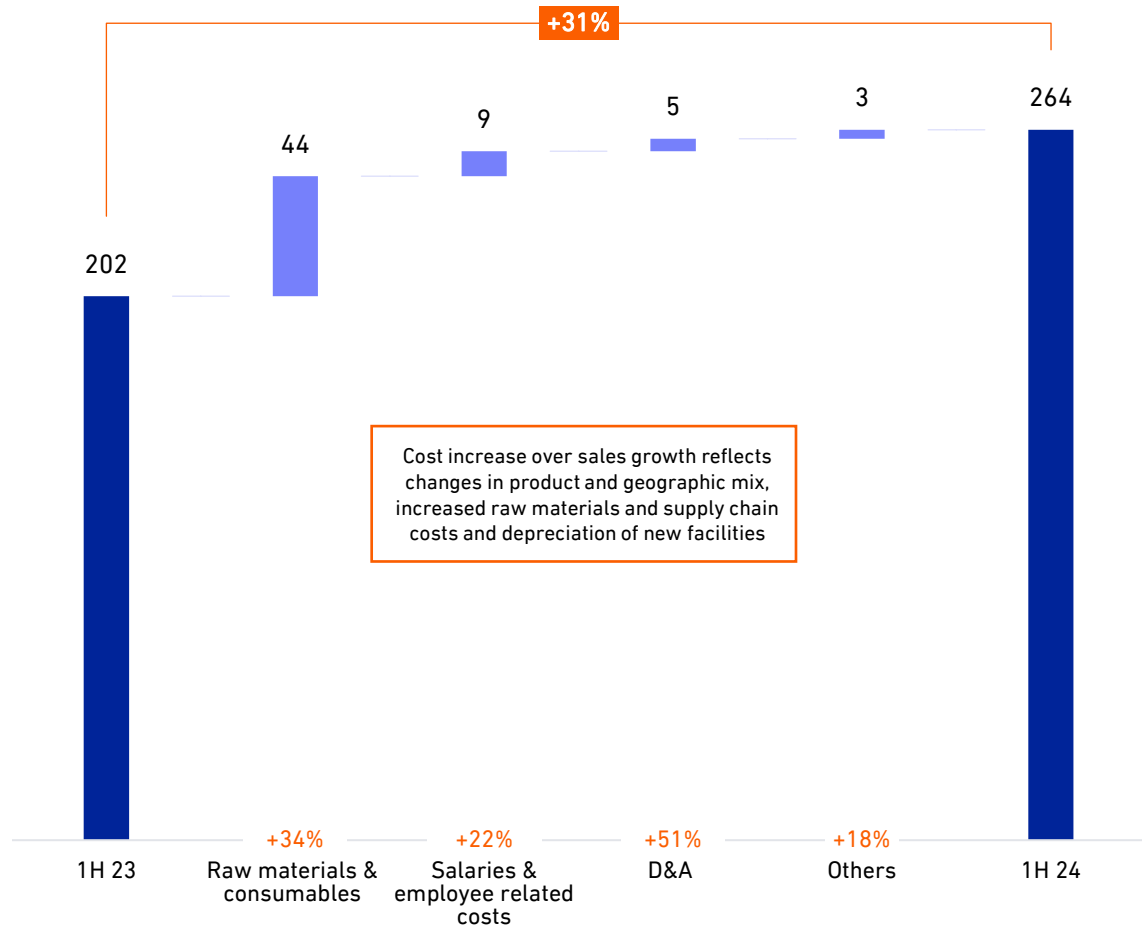


Net Profit (SARmn)

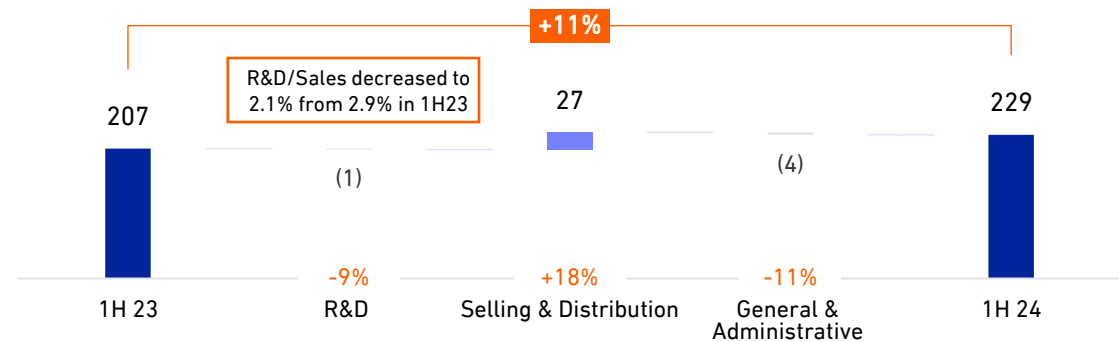


Effective OPEX management to offset rising COGS...

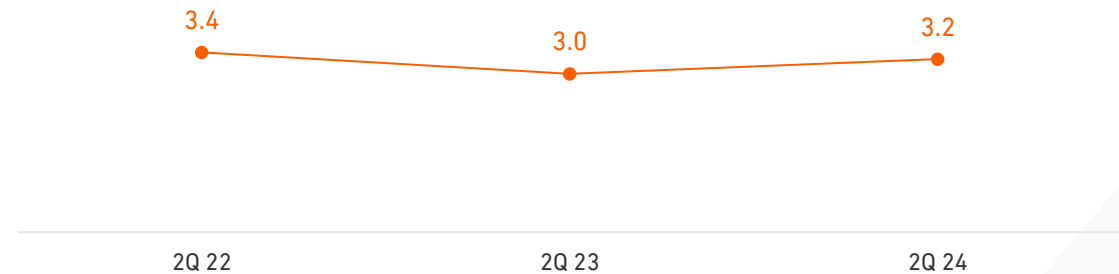
Total Cost Of Revenue Movement YoY (SARmn)



Operating Expenses Movement YoY (SARmn)

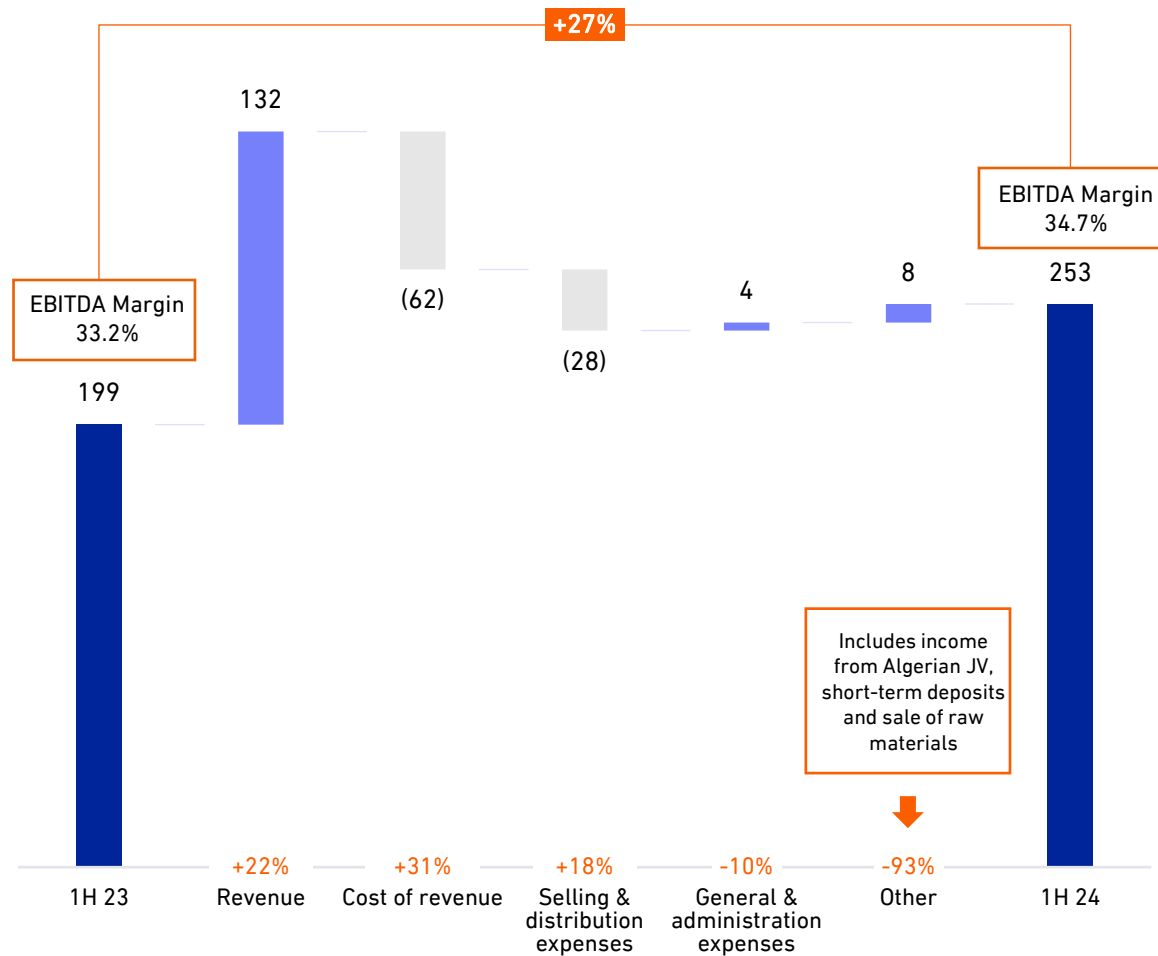


Direct Production Cost Per Unit (SAR)

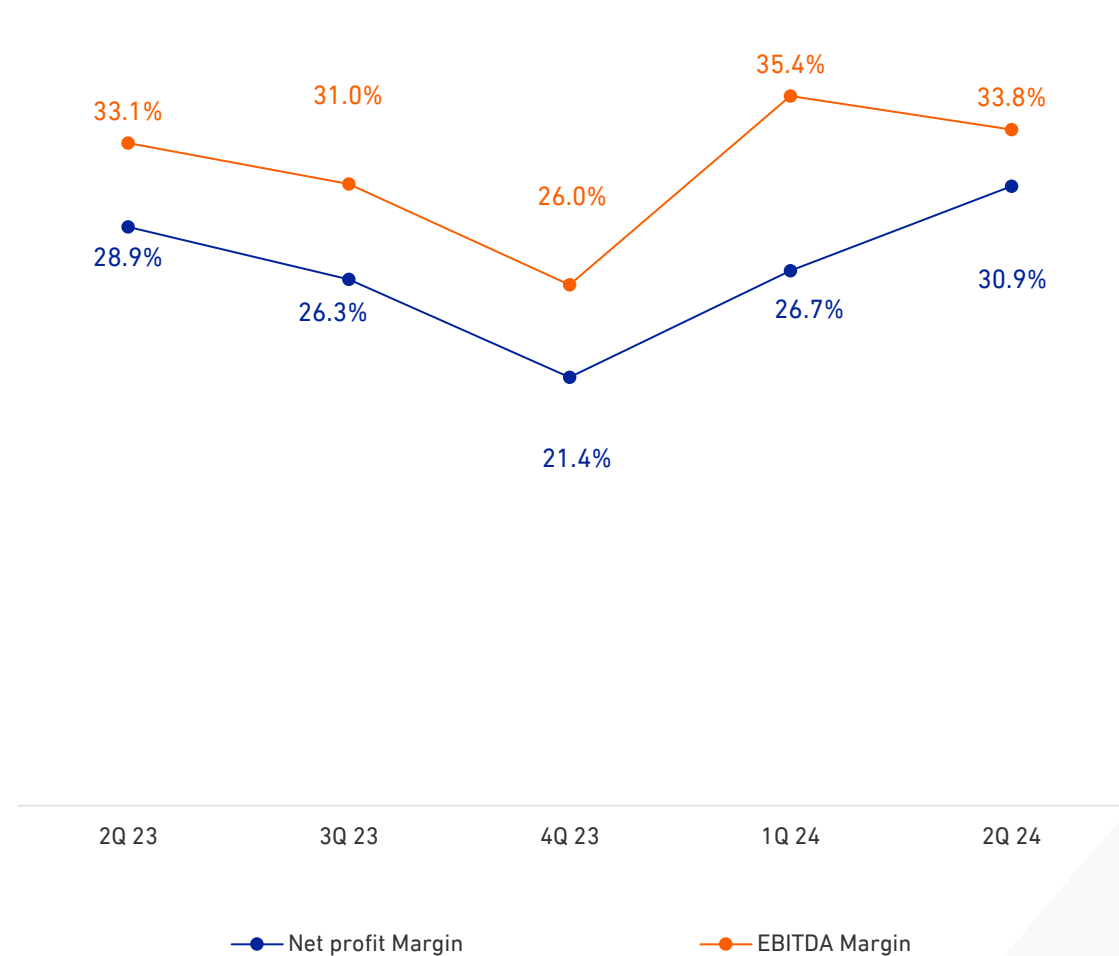


... to preserve top-tier margins

EBITDA Movement YoY (SARmn)

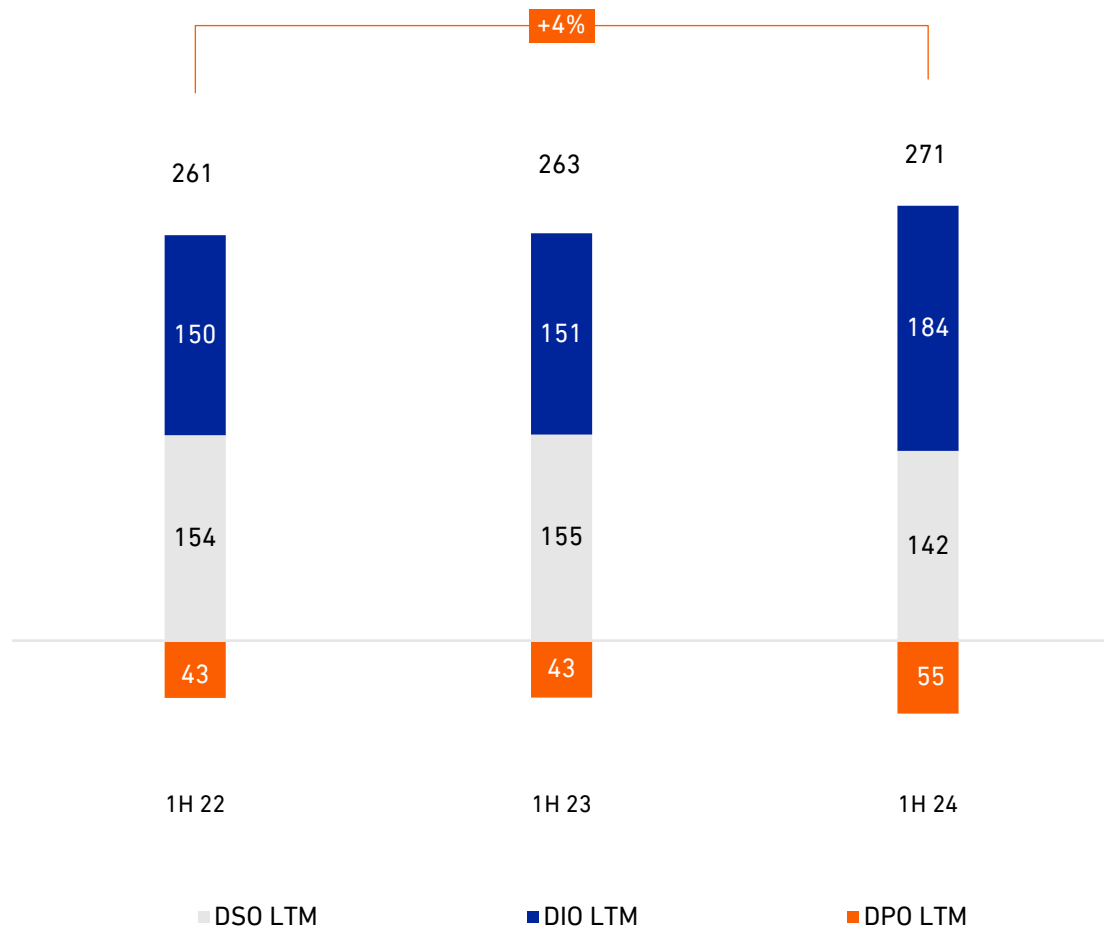


EBITDA and Net Profit Margins, Quarterly (%)



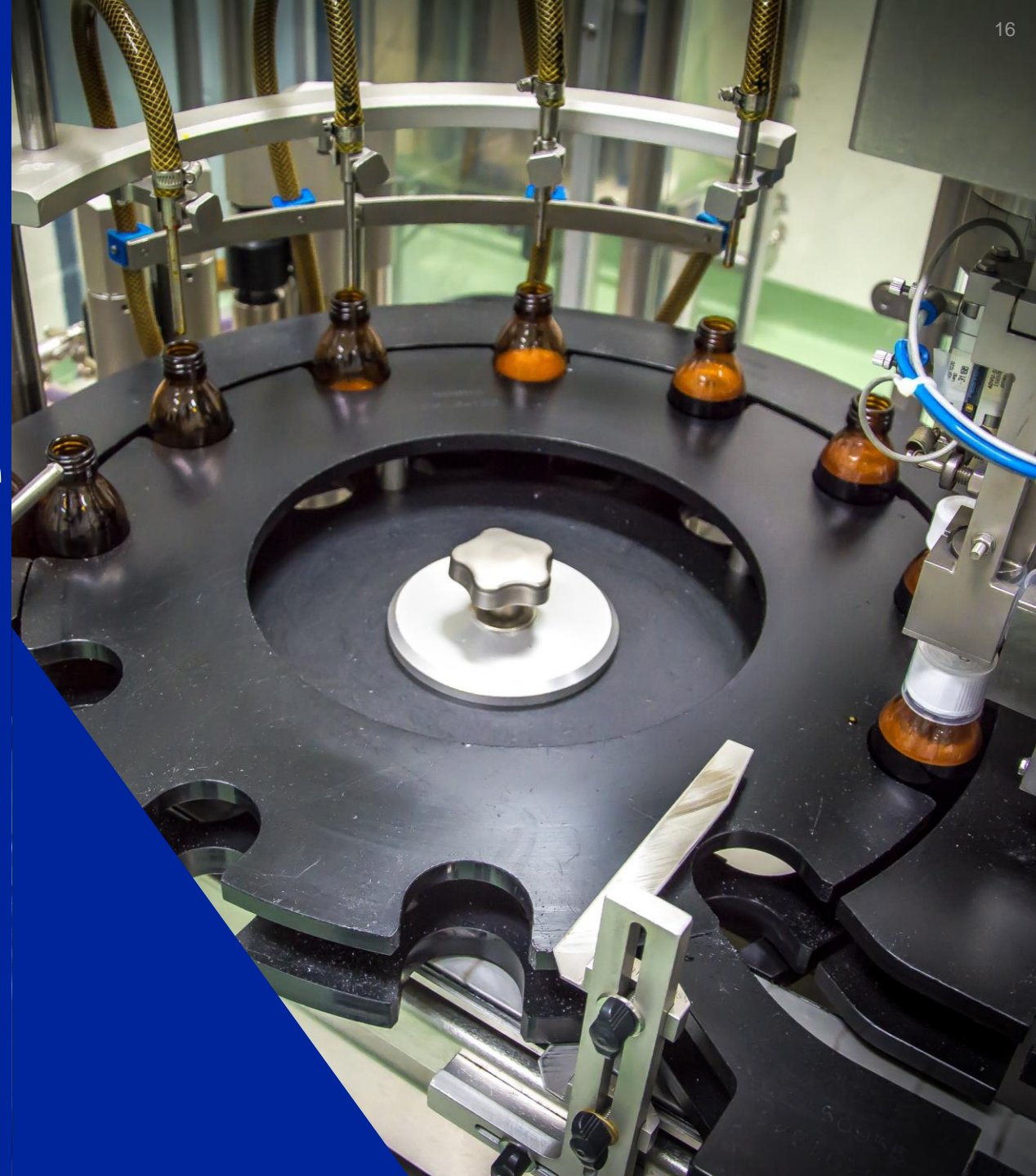
Balancing cash flow efficiency with strategic business growth

Cash Conversion Cycle (Days)



- **Cash conversion cycle expanded by a CAGR of 2.0% since 1H 2022**, while revenue CAGR was 23.2%. This reflects our strategic balance of inventory buildup and efficient receivables management to support rapid growth.
- **Working capital amounted to SAR 663mn**, up 17.5%, growing slower than revenue to maintain liquidity and efficiency, supporting growth without overextending resources.
- **Successfully reduced receivable days by 8.0%**, sustaining revenue growth and contributing to financial stability.
- **Increased inventory levels** ensure we meet forecasted demand and manage supply chain disruptions, driven by proactive strategy and operations at the two new facilities.
- **Ended the half year with a SAR 156 million cash balance** post-significant dividend payment in June, demonstrating robust cash flow management. The planned dividend in August 2024 underscores our commitment to shareholder value.

Outlook and Guidance



Financial guidance: Raising the bar on our 2024 targets

| | FY 24 Guidance | 1H 2024 Actual Results | FY 25-26 Guidance |
|---------------------------|----------------------------|--|---------------------|
| Revenue growth | ↑ 15-18% (from 12-15%) | 22.0% | 12-15% |
| EBITDA margin | ↑ 31-32.5% (from 30-31.5%) | 34.7% | 30.0-31.5% |
| CAPEX | 4-6% | 5.0% | 4-6% |
| Dividend (semi-annual) | 50-60% payout ratio | 1H 2024 dividend of SAR 1.6/share (53% payout) | 50-60% payout ratio |

Q&A Session

Tarek Hosni, Chief Executive Officer

Anwer Mohiuddin, Chief Financial Officer

Muhammad Bin Khalid, Assoc. Director – Finance & IR

Appendix

JP aims to become a significant healthcare contributor in MEA by 2026

Vision

To become a leading MEA organization by 2026 through consistently providing affordable, high-quality healthcare solutions

Foundations

Leadership:

Seasoned multinational-trained experts

Macroeconomic landscape:

National and regional drive towards pharmaceutical self-sufficiency

Brands:

Successful specialty leadership to replicate in other lucrative categories

Manufacturing:

4 State-of-the-art facilities

Values:

ESG central to our ethos

Operational Excellence

Positioning

Leading player in growing markets

Track Record

Credible quality & Innovation

Portfolio

Diverse and excelling in specialty therapeutic areas

Financials

Growing top-line, zero debt and industry-leading margins

R&D

Cutting-edge infrastructure to power innovation and enhance speed-to-market

Commercial

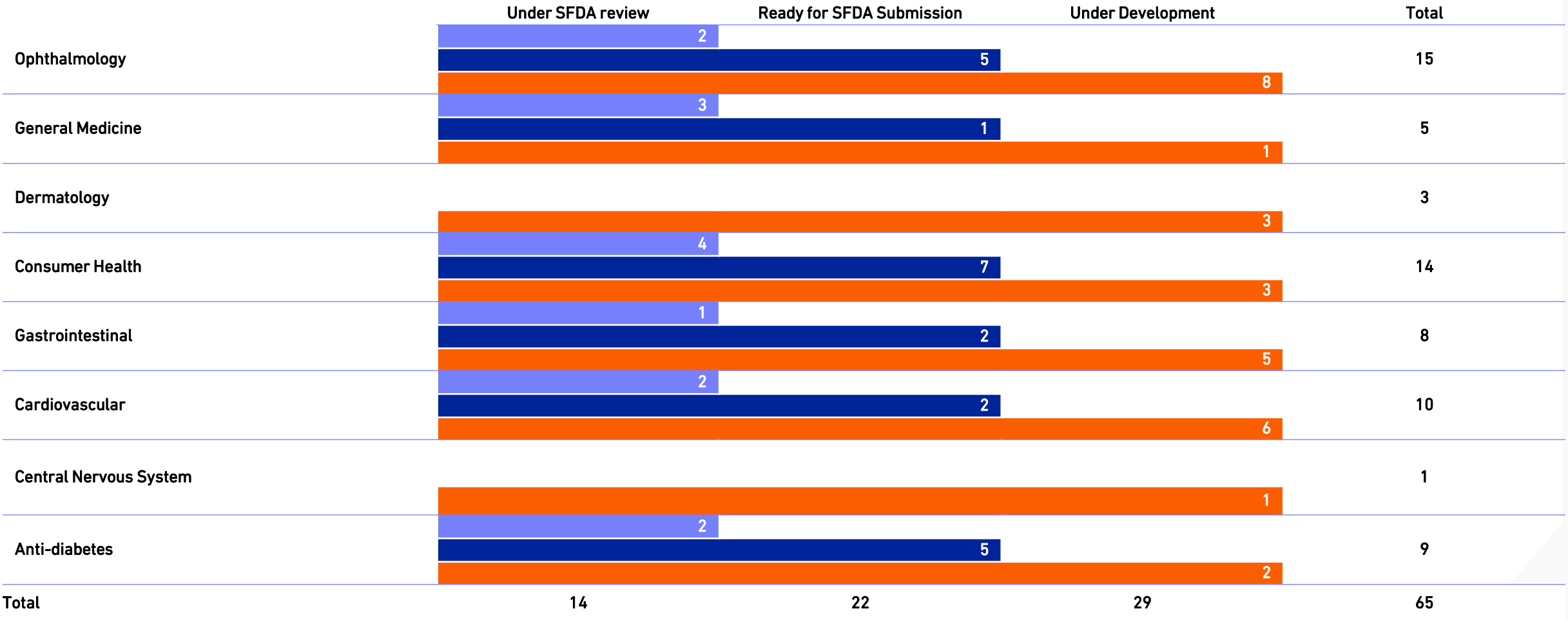
Results-oriented, trained and well-equipped sales and marketing teams

Strategic Execution

- Replicate leadership in Ophtha & Derma to grow into lucrative segments
- Accelerate growth in key markets
- Increase participation in government tenders
- Train, develop & retain talent
- Reinforce governance
- Acquire to build scale

Pipeline overview

R&D Status for new Products



★ 2 products registered during 1H 2024