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Jamjoom Pharma FY 2025 Earnings Call Transcript

Madhu Appissa

Good afternoon everyone. I'm Madhu Appissa from Alrajhi Capital is proud to host Jamjoom FY 2025.

Mohammad Bin Khalid

Thank you Madhu. Salaam Alaikum and Ramadan Kareem to everyone. Welcome everyone to the earnings presentation for our fourth quarter and full year 2025 results. My name is Mohammad Bin Khalid. I'm the head of investor relations at Jamjoom Pharma. I'm joined by Dr. Tariq Hosni, the CEO, and Mr. Anwer Mohiuddin, the CFO. The call is one hour long with a 20 minute management presentation followed by 40 minutes for Q&A. Over to you, Dr. Tariq.

Dr. Tariq Hosni

Thank you Mohammad. Salaam alaikum all. And inshallah, Ramadan Kareem to all of you and inshallah. Shahr Mubarak, it's a great pleasure to share with you our results for 2025. Another strong year. As you all I'm sure would expect, we cannot disappoint you. It's another very strong year where Jamjoom Pharma keeps on imprinting one strong milestone after the other. So we'll start with some of the highlights of our results. On the revenue side, we closed the year at 1.5 billion. If you remember, not so far away, just a couple of years ago, we closed the first 1 billion Saudi Riyal for Jamjoom Pharma in its history and now we're coming two years after and we're delivering another 500 million on the top of this. So 1.5 billion revenue was 14% year on year growth. The EBITDA is 8 points ahead of the growth. On the revenue 22%, another 8% or another 8 points ahead on the net profit, 30% growth year on year. On the net profit, EBITDA at 35.5% and the net profit at 31% which is basically as I would always remind you, it's results that are mimicking big pharma and big multinationals as opposed to domestic and regional players. The numbers of brands keep on expanding. We launched about seven or eight in 2025. Our free cash flow is as strong as ever with close to 460 million free cash convert. And the units produced basically similar to what we produced in 24, a little bit lower, which we're acting smarter as I shared with you in 2025 we are selling higher value products and focusing on more strategic brands that

boost more the top and the bottom line. Next slide please. So that's basically, I feel like it was just a few months ago when I joined basically April 2021 times passes like crazy. So in 2021 we closed the year at 736 million. Here we are, we are four years afterwards and we are more than doubling this revenue at 1.5 billion. So more than doubling the revenue and with 20% CAGR or 19.5 to be exact. Next slide Mohammed. While when you look at the same period for the EBITDA and the net profit you see even more appealing and stronger growth. So 25.5% CAGR on the EBITDA from 21 to 25 and on the net profit 28.4% CAGR. So we have almost as you can see on the right hand side portion of the slide we have almost tripled the bottom line. So our key highlight in four years post 2020–21 we more than doubled the top line and almost tripled the bottom line which is a phenomenal performance as you would hopefully all agree with us. Next slide. So some of the highlights on the 2025 performance if we focus on our inception market, the KSA market again I'm very pleased to report that we closed the year at one of our highest performance not only from revenue and bottom line, bottom point of view as I shared with you but definitely that's translated into our rank and our position in the market. So we ranked second for the first time in Jamjoom Pharma history although in the first 11 months we were first and we came second on the last month just by 15 million difference between us and number one which is a great performance for Jamjoom Pharma and we gained almost 0.7% market share. So we moved from 5.6 to 6.3 share on the retail market that constitutes 65% of the Saudi total pharmaceutical. On the total market of Saudi Arabia including institution and tender, we came as the fourth player moving from number seven in 24 and from number 10 or 11 in 21. So we jumped like seven ranks in four years and three ranks in one year on the total market with a 4%–4.5% market share and 18% gain. Again a very very strong performance that we are proud of in our key inception market. Other markets are not performing any weaker. As a matter of fact Iraq is growing at 13%, Gulf is growing at 10 with some issues that we had in some of the small markets there but really solid performance in the Gulf ahead of the market growth as well. Egypt in local currency grew at almost 22% and in constant currency 5% and the other markets in North Africa and others are 15% growth in 2025. From a portfolio point of view we definitely continue to drive our cardiometabolic led by the anti-diabetic portfolio as you will see in the coming slide. So 25% in this therapy area we launched six products as mentioned earlier and we have as well a very strong pipeline. As I'm going to share with you in the coming slides as well I'm going to share our business development initiatives where we have signed and finalized almost 16 key strategic deals across high-value therapy areas which definitely give us very strong foundation and strong confidence in our future growth. Maybe we'll move to the next slide Mohammed so that we can show it in better details. On the manufacturing side, as you can see, Jeddah is almost where we were a couple of years ago or a year and a half ago to be more exact. Working hand to mouth. Today we are at least breathing there and we reduced the capacity utilization to the high 80s early 90s throughout the year which is a good place to be. In the new sterile facility in Jeddah, our jewel on the crown, we have almost reached 8.5 million out of 20 million capacity. So it's almost we're operating at close to 35% there. Egypt, while we are at 60% of the capacity, we are satisfying the local market by almost 97–98% of its needs which is a great place to be and moving within our plans and expectations. And the

next thrust for this facility is to look for markets that we are going to explore to send them goods from the Egyptian facility like the African markets, the neighboring markets Libya and Sudan and the likes of such markets. Algeria — the oral solid form that we acquired from Novartis a couple of years ago, or almost a year and a half ago from 15 million capacity and we are operating today at 12.5 million mostly production for Novartis tail products that are still with us from a production as well as distribution point of view. Moving to next slide. Yeah, here you see the consistent growth across all our therapy areas as well as key markets and the drivers of such growth in 2025. So on the left hand side you see that Ophtha and Derma continue to grow strongly 8 and 6%. Of course we are reaching some maturity in these areas but still they are performing very well. And don't forget this is only shipment, move and migration. But when you look at for example, our data in Saudi, Ophtha is growing beyond 20% and above the market growth which is about 16% of the therapeutic area. The same for Derma and all our other therapeutic areas. You can see anti-diabetic 40% very strong growth boosted by the products that we launched in 2024 and 2023 as well as the one or two new products that were launched in 2025. Cardiovascular 21% and pain and inflammation and central nervous system at almost 9 and 12%. When you look at market by market growth, Saudi Arabia continues to perform strongly 15% growth while almost close to 60% growth at the institution and tender business there. Gulf, as I mentioned to you, 10%, Iraq 12–13%. And then you look at Egypt, 22% in constant local currency and 5% in constant currency. And then markets of North Africa are growing at 15% driven by Morocco and some other export markets. Very refreshing to see that the growth contributors are basically 62% driven by strategic brands. So it shows us that our strategy in action or in motion is really delivering dividends and we are really moving within the strategy that we set to our team and ourselves. Strategic brands are driving our growth. Established are still contributing by 15% to this growth and new products are contributing by 23% to such growth. So very nice picture. Strategically compelling for me that the team is taking what we are sharing with them from a strategy and they go and execute with excellence to help us with such phenomenal performance. Next slide. That's a slide that I'm sharing with you almost now for four years as the title entails. So we're coming close to 50 months here or more. And as you can see, Jamjoom Pharma among its peers — only two red areas or red months out of the 48 months, while the four other top players in the marketplace list seven and the highest is almost 20+ negative months. So a great place which shows not only phenomenal performance year on year, but month on month and quarter on quarter. The consistency in our performance is next to none and I don't think anyone can really come close to this. Again, consistent operations in the four years as per EQV data. So you see the market grew at 13.7 in 2022, we surpassed the market growth 24.8 with a market share of 5.2. Same in 2023, we surpassed the market growth almost double and we gained market share almost 0.5%. 2024 we grew within the market growth and don't forget this market growth includes the GLP-1 products. If you remove this, the market will grow at lower level. But still we grew at almost the market growth and we sustained market share. 2025 market grew at 10.8, we grew at 26.3 and we have gained almost 0.7% market share. And we came for the first time as number two in the retail market. So a very strong performance that I congratulate my team on such achievements. Portfolio transformation — we keep on

sharing with you this journey of transforming from relying on specialty and niche products in 2021 up to 55% of Sanderma. As you can see now they constitute 44% of our portfolio. While therapy areas like general medicine, like consumer health, like anti-diabetic are pitching in and adding at least 13–14 points contribution into our portfolio. Very pleased with the diversification that we keep on achieving month on month, quarter on quarter and year on year on our portfolio. Next slide. Yeah, and this is the 57 products that I told you we have in the pipeline. And as you can see we are strong on ophthalmology with 15 products. Almost 13 out of them are either already submitted to Saudi FDA or about to be submitted and a couple under development. Derma again four products. We are working eagerly into strengthening such pipeline within our strategic portfolio. Gastrointestinal six products, consumer health 15 and cardiovascular eight products. So well spread and well diversified pipeline. And good to see that almost out of the 57 products almost close to 40 are already submitted or about to get submitted for approval and another 19 are under development. Next slide. So basically as I shared with you, 16 agreements were finalized over the course of the last quarter of 2024 and the whole of 2025. So almost five quarters and 16 deals which is a good achievement. We even aspire for more as we move on and we have more in our pipeline as you can see diversified between biosimilar products, ophthalmology, cardiometabolic and consumer health and immunology. So well diversified. And these are the top nine out of what we have signed so far. And you can see as well the diversification of signing partners between European-based and US-based as well as some Chinese and Japanese and others. Next slide. And this is just a snapshot on the 2026 and beyond Jamjoom Pharma Strategic Potential Initiatives. So away from managing the day-to-day and the business that is giving us the 1.5 billion that I shared with you, it's key highlights so far. These are things on the top that keep us busy trying to drive on a day-to-day basis. Basically you are familiar now with the JV that was announced last October with PIF represented by its healthcare arm Lifera to localize vaccines and biologicals in Saudi Arabian markets. And even our ambition is beyond the Saudi market. But we first need to get it right in Saudi manufacturing expansion. We are looking really given the growth momentum that we keep on driving. We are looking and exploring potential alliances, acquisitions, getting deals like what we finalized in Algeria a couple of years ago acquiring food plants or getting toll manufacturing or third-party agreements either in our facility or others. So we're busy looking at this and we'll hopefully come soon with some announcements on that front. From a portfolio transformation point of view, we keep on exploring opportunities for in-licensing, strategic JVs with big names so that we can really optimize Jamjoom Pharma's reach and impact in key strategic markets and therapy areas. Last but not least the point of strategic market localization. Many markets in the region are moving into giving incentives if you show active and serious initiatives to localize yourself in these markets. So we're really exploring the options as we speak eagerly in two or three of these markets to localize Jamjoom Pharma and reap the benefits of such localization in late 2026 and beyond. And we'll give you announcements as we move in this direction. Maybe I will move into some further focus on financial highlights by Anwer our CFO.

Anwer Mohiuddin

Yeah thank you Dr. Tariq. Ramadan Karim to everyone. Thank you for joining us today for our Q4 2025 Annie call so next slide please. I am pleased to report that Jamjoom Pharma delivered an exceptionally strong fourth quarter capping off the year with accelerated growth momentum. Our performance in quarter four demonstrated the strength of our commercial execution and increasing contribution from our strategic initiatives. Revenue for the fourth quarter grew by impressive 17% year on year reaching SAR 305 million. This growth was driven by higher volumes, contribution from new brands and partly positive price revision across our portfolio. The growth was broad based across key markets and therapeutic area. Gross margin continued its positive trajectory reaching 61.3% in Q4 2025 compared to 61% in Quarter 4 2024. This 30 basis point increase was underpinned by a favorable shift in sales mix towards high strategic brands. As Dr. Tariq mentioned, 60% of our total sales was from strategic brands and ongoing operational efficiencies. Our EBITDA for the quarter grew by 22% year on year to SAR 88 million with EBITDA margin expanding by 110 basis points year on year to 28.8%, benefiting from top line growth and improved operating leverage. Net profit for the quarter increased by 32% year on year to SAR 68 million. This was driven by higher gross margins, disciplined cost control and contribution from net financial income. On the next slide we will look at the production cost on the cost front. During the year of 2025 we maintained our focus on operational discipline. Cost of revenue grew at a slower pace than revenue, reflecting ongoing efficiencies and the benefit of a favorable product mix. Direct production costs were generally in line with the increased manufacturing activity to meet demand. Raw materials and consumables increased as expected, supporting higher product mix production volumes during the quarter. Salaries and employee-related costs reflected the full impact of the enhanced employee reward program implemented earlier in the year. Depreciation and amortization continued at levels consistent with recent quarters reflecting our ongoing investment in Egypt and the Jeddah sterile facility. Other operational expenses, including utilities and maintenance, were broadly in line with business activity. Our cost per unit remained stable during the year supported by operational efficiencies and the ongoing shift toward higher-value strategic brands. Turning to the right side of the slide, our operating expenses in 2025 were well managed. R&D expenses continued at a steady pace supporting our pipeline development and product readiness for upcoming launches, while selling and distribution expenses reflected targeted commercial investment behind our strategic brands and remained within planned levels. General and administrative expenses remained well controlled during the year primarily due to lower corporate sponsorship and disciplined overhead control. This measured approach to cost management, maintaining investment in R&D and commercial activities while reducing G&A, has supported our improved profitability through targeted high-impact spending and controlled cost discipline. We absorbed inflation and employee reward enhancements to keep cost growth below top line growth, delivering higher margins. Moving on to the next slide where we focus on our margin, we continue to demonstrate strong operating discipline throughout the year which is clearly reflected in our margin expansion. EBITDA margin increased from 33.2% in 2024 to 35.5% in 2025. This improvement was driven by a combination of factors, most importantly the continued shift toward high-margin strategic brands, better operating leverage from higher volumes,

and disciplined cost management across the organization. On the bottom line, net other income and normalized ECL provision helped offset the expected increase in OPEX as well as the lower share of profit from our Algeria JV. Despite these headwinds, we remained focused on efficiency and delivered high profitability. What is important here is consistency. Every financial lever—revenue quality, product mix, operating discipline and cost control—worked together to support a healthier profitability. This positions us well as we continue investing in strategic growth initiatives while maintaining strong returns. This performance reflects continued momentum in core operations, favorable product mix and scale efficiencies from our expanding footprint. The consistent recovery and elevated margin profile reaffirms the strength of our business model and execution capabilities. We will now move to the cash conversion cycle on the next slide. Lastly, our disciplined focus on working capital continues to support our growth while maintaining a strong liquidity position. As of year-end 2025, the cash conversion cycle extended to 256 days, representing an increase compared to 237 days in 2024. This was driven by receivable days increasing to 125 days, up from 107 days in the prior year, reflecting higher sales to institutional accounts with longer payment cycles. This is a deliberate strategy to secure larger market share in the institutional segment. Payable days declined to 38 days, down from 56 days, due to the normalization of supplier credit terms and our ongoing efforts to strengthen strategic supplier relationships. Inventory days decreased to 169 days, down from 185 days, reflecting better inventory planning, improved demand forecasting and increased production from Egypt and Jeddah site facilities. Working capital reached 697 million, up 17.3% year on year, largely driven by higher receivable levels associated with revenue growth and business expansion. We ended the year with a cash balance of SAR 357.6 million as of 31-Dec-2025, a significant increase from SAR 169 million at the end of September 2025 due to cash collection toward the end of the year. This strong cash position, combined with free cash flow of SAR 458 million in 2025, provides us with ample liquidity to fund ongoing growth initiatives. With this I would like to hand over to Dr. Tariq for his concluding remark and future outlook.

Dr. Tariq Hosni

Thank you very much Anwer yeah, so my last slide then we'll take your your questions basically as since we went public in June 2023, I think you're getting used that we share with you our guidance for two or three years and we're doing the same today. So the last column on the right hand side basically reflect 26 27 guidance whereby we share a guidance of 10 to 12% on the revenue growth on the EBITDA margin 33 to 35% CapEx. Basically given our commitments and future expansion plans, we believe it will be between the 6 to 9% and then our dividend will remain to be 50 to 60% payout obviously subject to optimum capital allocation decisions and other investments that will share in full transparency as and when they come. With this I will stop here and we'll invite your questions.

Madhu Appissa

Thank you, Dr. Tariq, for the detailed insights. Before we open the floor for the Q and A session, just a general instruction, please limit yourself to two questions and before you ask your question, please introduce yourself. First question we take from the line of Mashael, Mashael please mention your company name and go ahead. Mashael could you unmute yourself?

Mashael

Hi. Thank you Madhu. Thank you Tariq and Anwer for the presentation. A couple of questions from my end. So Tariq, if you can give us a color on your view on Saudi market, Saudi Pharma market in particular, growth potential in 2026 and beyond and how are you viewing the market overall? And I'm seeing you the top line guidance you just gave which is kind of shy when we compare it to the usual guidance you give in Jamjoom Pharma given your increased exposure to institutional market and mainly NUPCO what is, what is what is the current market looking like in terms of competition, the pricing, are you seeing any pressure in the tendering space and that's all from my end.

Dr. Tariq Hosni

Yeah. Thank you, Masheal. Yeah, no, I mean we continue to be very positive and very bullish about the Saudi market obviously and we have shown you how we are driving our business in this market at the best interest of the business and the shareholders and basically definitely performing at the forefront of such markets. So we remain positive about the market. I don't think our guidance by any means are shy. So we're basically talking about 12%, 10 to 12% growth year on year which is something that is within the mix of markets that we operate within and the expansion. But more importantly, don't forget as well that the first few years of Jamjoom Pharma's journey of replacing the company on the right growth momentum, we were reaping low-hanging fruits and quick wins. Today after four years, as I showed you, when you double down or more than double down on the top line and almost triple on the bottom line, you almost reap most of these low-hanging fruits. So it will grow within the market or slightly higher. And we are actually here. While we think that the market will grow at 8% collectively within our key active markets in the region, we target that Jamjoom Pharma might go up to 12% which is 50% above what we forecast for the market in general. Saudi is no different than the rest of our key strategic markets. Our forecast there as well is between 8-9% growth for the market. Definitely we will continue to penetrate more with strategic leverage in the institution and tender while we continue to grow ourselves in the retail markets. And it's a very balanced portfolio that Pharma enjoys today, Masheal, and not many can claim the same because while we are still having the leverage in the retail market driven by the consumer health segment which is basically mostly retail and out-of-pocket business where people go to the pharmacy and ask for typical vitamins or sleep-boosting products or some of our other key brands in this therapy area under this category and as well you have the cardiometabolic and antidiabetic products that we play very well in the retail and the institution. Then it will be boosted by the biosimilars pitching in in the last quarter of 26 and starting to contribute, and this will be mostly, hopefully, into the institution and tender business. So our portfolio is very well



balanced for the Saudi markets as well as other markets to continue to grow above the market growth. And that's what we continue to forecast. Bearing in mind as I shared with you that we reaped a lot of the low-hanging fruits and we achieved a lot of the quick wins in getting the company back on momentum and on the breakdown of its top line. You cannot say this will continue to be sustainable unless you really have something very strong inorganically. Masheal, which yeah we watch the space, we will be working on this as well. Thank you for the question.

Madhu Appissa

Thank you, Dr. Tariq Next question We take from the line of Sultan Alhudaif Please mention your company name and go ahead.

Sultan Alhudaif

Hi Mr. Tariq and the team. Am I audible?

Dr. Tariq Hosni

You are.

Sultan Alhudaif

Okay. Congratulations on the set of strong results. Mr. Tariq A couple of questions from my end. One is and this year we're seeing especially in ksa, the growth is primarily driven by the public sector Right So what's happening in the retail sector? Have you started to see higher competition or is the market maturing now especially after seeing strong global double digit growth over the last three years?

Dr. Tariq Hosni

No, it's not, it's. It's actually not driven primarily just by the public sector. But the public sector is easy to show higher growth on because you're coming from a low pace as I'm sure you have noticed. So if you are coming from 100 million and you achieve 150 for theoretical example then that's 50% gross but you are still at 150 million. If your retail business is 500 million and you deliver 15% that's 75 million addition on the. So that's basically how you compare things. Yeah, so we're growing, we're growing very healthy on, on post but definitely as I always shared with you from day one that that we see more potential for us because we're coming from a very low phase on the institution to grow higher on, on such area. But we still drive very strong and I shared with you, I mean maybe we go back to the slide if you didn't notice that this is for the first year we concluded the year in the Saudi market as number two. Actually the first 11 months we were number one. We were the top player in the retail with definitely higher, much higher growth than the rest of the market and our rivals. So that's basically our performance.

Sultan Alhudaif

maybe Mr. Tariq if I can rephrase the question. What was the net sales growth in the retail channel for Jamjoom especially in Saudi this year?

Dr. Tariq Hosni

I just give you the example. I just gave you the example. I just told you. I just told you.

Sultan Alhudaif

I mean in percentage like did you grow 10, 9%?

Dr. Tariq Hosni

No, we showed you it's 15%. We showed it. Yeah, 15%. Okay. And then the other question, the second question, Mr. Tariq which is based on the growth guidance.

Dr. Tariq Hosni

Yes.

Sultan Alhudaif

So basically you slightly lowered your guidance range. Can you I'm just, I have a little bit of unclarity on the guidance especially when it comes what drivers are impacting your guidance Can you like give us some breakdown on how much of that guidance is going going to come from your existing business from what markets you think or will drive your like majority of this growth? Of course it's Saudi but what other markets and then the products existing versus new products?

Dr. Tariq Hosni

Yeah, no, definitely Basically the key markets that we will continue to have to focus on in 26 basically Saudi will continue to play a major role there but the Gulf markets as well will continue to to drive our growth In addition to markets in North Africa led by Morocco, Algeria and and others Egypt definitely coming from a low pace obviously but that's understandable will continue to drive our growth as well So this will be our key markets that plus some other export markets in, in, in Africa that while it's a still lower pace there in term of the, of the business but huge potential for growth and as well very good leverage on the bottom line given the, the business model that we implement there So this will be the key market drivers Basically what what you expect to see in 2026 is similar to the picture I showed you for 25 today whereby you will have almost 60% coming from our strategic brands as a contributor to our growth, about 20% from established and 20% from new products, give or take So this will be the best split that you would expect to see in 26.

Sultan Alhudaif

Very clear. One last, I'm sorry Mr, just one last question Mr. Tariq, if you allow me, which is on your EBITDA guidance range it's slightly below 2025 So my question is do you think you're going to see some pressure and let's say your some of like the products or are you just being a little bit conservative at the beginning of the year?

Dr. Tariq Hosni

Yeah, now remember it's not, it's neither. It's not being conservative. Remember what you are where you are comparing actual to forecast on the actual last year we started the year with 32% on the EBITDA front or 31.5 And then we finish the year where you have seen us because of the product mix and because of the, of what we have done So we as an accountable player in a publicly listed environment, we manage expectation by sharing with you what we think is more than 90% tools in hand and then definitely as the year evolve on us after the first six months, as we always share with you, we'll come back and share further on update on our guidance So that's what we always do So we started here as I said last year was 31 and this year we are saying 33 to 35 So that's an impact.

Sultan Alhudaif

Thank you very much. Thank you.

Sultan Alhudaif

Wishing you all the best. Thank you.

Dr. Tariq Hosni

Thank you Same to you.

Madhu Appissa

All right, we take next question from the line of Ibrahim Atiya please unmute yourself.

Ibrahim Atiya

Yeah. Congrats gentlemen for, for the great results and Ramadan Mubarak to everyone on the call. I'll start with with the follow up question on my colleague Sultan Alhudaif questioned. So you're beating a bit the margin by 2 to 3% or percentage points during the last two, three years Should we apply apply the same variance on, on next year guidance as any Or you're becoming less conservative but I think that's the main question we're trying to get right

Dr. Tariq Hosni

No, we're not. We're not. We're definitely never conservative but as I said we have to act as an accountable responsible partner and we share with you what we know. I don't want to repeat is within hand more than. Because you know I mean that EBITDA is a final product or a final element of many things your product makes that you are going to sell within the year the supply and the ability of you to supply the highest mix with the highest margins. And so it's not only about the sales. It has tons of elements as you are more familiar than me with this. So we give you what we believe is within within hand more than 90% and quite honestly if you are used that we meet expectation that shows our responsibility and accountability as well that we never stick to what you. What you call a conservative approach. But we always push for more and always try to but when we, when we share with you guidance and it remain as guidance we have to share with you what we believe is within hand more than 90% or more.

Ibrahim Atiya

Great Fair enough. Second question on the CAPEX intensity and I'd like to link that to lifera agreement. Can you please just confirm initially if if they are linked in terms of higher capex intensity guided for the next two years and the lifeare agreement or not?

Dr. Tariq Hosni

Not only them Ibrahim and I'll stay there because I cannot disclose more but other things that we. We know that we are working on but we cannot yet disclose because it's not finalized. So with everything that we know we are giving you the fair guidance that we believe our our CAPEX will be within over the coming few years. And and remember this is our second business cycle as I mentioned in in the earlier question in the first cycle of 22 to 24 we were reaping most of the low hanging fruits the quick wins and driving existing portfolio and trying to get the best out of of it. We didn't need tons of capex. We didn't need

tons to go in organically a lot in the. In this cycle starting from 25 and 26 and beyond its different business model. And will you will hear more of us about more inorganic approaches like the deal with Life era like other deals that will announce to you once we finalize in the near future. Inshallah. So you will see more attempts into going more inorganically to drive growth more and to bring it more into an even more attractive fronts than the 10 and 12 and the 14s that you have seen.

Ibrahim Atiya

Perfect. So the 6.9, the 6 to 9% CAPEX intensity does it include any capital commitment to life error or not?

Dr. Tariq Hosni

It includes the CapEx that we know that are for both our existing business including our four existing facilities and future projects that we are familiar and we know that it has likelihood of happening but we cannot disclose it yet. So that's why we're giving you this guidance about what we know really will materialize or has big likelihood to materialize.

Ibrahim Atiya

in standalone plans, new projects or it's going to be additional production lines to existing ones and enhancement etc.

Dr. Tariq Hosni

All the above. Hopefully we'll share with you when when we when we finalize and this we'll be able to disclose.

Ibrahim Atiya

Thank you.

Madhu Appissa

Thank you Ibrahim Since we do not have any questions through the hand raised button option, I'll read out questions posted in the chat box. There are two questions. One is related to the distribution So the question, this question is from Yacoub So question is are you seeing a structural shift in KSA from traditional distributor towards wholesaler as the primary channel to pharmacies? If yes, then what is the impact on working capital and margins?

Dr. Tariq Hosni

I mean if the question is about more concentration on chain pharmacies and whatever. Definitely there is a trend that is not happening today but it's evolving for the last few years and the intensifying even with was 40 being limited or being focused into certain chain pharmacies and whatever which is adding to the weight that these guys are are having. Would that mean that the typical classic distributors or distribution model will disappear? I don't, I don't believe so. I think post will continue to work hand in hand. Yeah, you are seeing every now and then attempts that people are stepping into each other shoes and trying to do everything. So chain pharmacists trying to be a distributor at the same times and vice versa. And I mean I think this will take its, its time until it settles and people will hopefully focus on what they can do best and, and best and most. So we believe that distributors and the distribution channel will continue to to be similar to where we are.

Maybe you will see another wave of consolidation. We expect this hopefully so that the market can become more focused and yes chain pharmacies will continue to try to gain more front business and more partnering business and whatever but I don't think this will have in the near future any change in the, in the Saudi business models. None of them will step into the other shoes or be able to replace the other.

Madhu Appissa

Thank you. Second question has already been answered in the chat itself. I'll read out the other questions which just came up. Question is from Faisal and the question is related to the Ophtha revenue in quarter four. What was the reason for decline in Ophtha revenue despite ongoing investments in the products?

Dr. Tariq Hosni

Yeah, I mean it's, you know, I mean we, we, as I always repeat, we don't manage our business months by month or quarter by quarter, but we look at it holistically over the overall year. As I give the example earlier, if you look at the Saudi Arabian market, which is our, which is one, one of our key markets for, for our, our ophthalmology line in, in Jamjoom Pharma, we closed the year the market, the therapy area grew at 16 or 17%. We grew at 23% and obviously we gained share and we did better than the rest of the market, which consolidated our leadership. So that's an example I gave you about our offset performance. A quarter can have, as I mentioned in many earlier, earning calls can have fluctuations in ordering patterns, manufacturing patterns, supply patterns. And that's why we manage the year in a full 12 months as opposed to month by month or quarter by quarter.

Madhu Appissa

Clear. There's one more question in the chat box. This is related to your institutional sales exposure. What was the percentage of total revenues from institutional sales in 2025 versus 2024? And what is the outlook on institutional sales?

Dr. Tariq Hosni

So we showed, we showed already that the institutional, it's a, it's mainly actually most of our institutional businesses happening in, in, in Saudi and the Gulf. The rest, some other markets have \$10 institution, but it's in the grand scheme of things, relatively small. Compared to Saudi and the Gulf. Saudi constitute almost 85 to 90%. And Saudi, as we showed you grew last year by 56%. The institution business, if the question is do we expect similar growth this year up to 56%, we're not forecasting for this. We're forecasting for less, but we're forecasting for strong growth. Hopefully the market can surprise us and we can grow at, at a better term because we didn't fully forecast for the 56 that we had in, in 25. But we had extra business and we generated extra business. Hopefully we can do the same in 2025. But we're still very, as I said, bullish and positive about penetrating and gaining more share and getting more better ranks and whatever in the institution. And then especially with the pitching in of the biosimilars and the anti diabetic portfolio and some of our other more specialized portfolios.

Madhu Appissa

Clear. Before we take our next question from the chat box, just a reminder to the participants, if they have a question they can use the hand raise button or the chat box and the participants who have already asked a question kindly lower your hand and if you have a follow up you can come back in the queue. All right. As we do not have questions through

the hand raised button, I'll read out few questions which are posted in the chat box. Question is from the line of Masroor and it's related to the product pipeline. So out of the 57 product pipeline, what are you expecting to be launched in 2026? Specifically first half of 2026 and were there any price hikes in quarter four, 2025 and are you expecting any price hikes in 2026?

Dr. Tariq Hosni

Yeah. Thank you for the question. So basically on the first portion of the question which is how many products I, I think we, we share with you guys over the last few years and this year is not going to be an exception that we, we always target to launch something between six to 10 products year on year. And this launches, I'm talking about our key inception markets really because we do a lot of other launches, don't forget in other markets. But that's catching up because as you know, Saudi being our inception market, we have to register here, we have to launch here and then after some time we are able to submit files and launch the same products in other markets. So in Saudi we will continue to target 6 to 10 launches as we did in the last few years. But we continue to catch up with other launches in the rest of Gulf markets and North African and Asia markets and others. Did we have a price increase in 2025? Yeah, but relatively speaking it was just I would say 1 to 1.5% of our total revenue. So it wasn't, it wasn't that that much but it was good enough. And it came from a mix of markets, not only from the Saudi markets because as you know, I mean when we get price increase in Saudi, other markets catch up as you move on in the following quarters and years. So we're getting price increases in the Gulf, we're getting some price increases still in Egypt to catch up with the devaluation and some other markets as well So that netted into the 1.5% contribution of our total revenue coming from the price increase.

Madhu Appissa

Thank you. And there are a few more questions I think you have already answered the inorganic growth part the other Questions are related to your region wide margins Would you be willing to disclose your margins by countries? I believe that is the question And second is what is your market share in consumer health and general medicine?

Dr. Tariq Hosni

What is the what? Sorry?

Madhu Appissa

What is your market share in consumer health and general medicine? Of the total consumer health, how much is your share?

Dr. Tariq Hosni

Yeah, yeah, sure, sure. So, so, so basically the first portion of the question I think it's we, we as Jamjoom Pharma, as corporate, we, we share with you in full transparency our EBITDA margin and our net profit margin. And I think we remain will continue to do the so because that's our basically commitment and obligations to share this market by market conflict to it as you know. But it doesn't really tell you a full story because a market can have a higher margin but very low volume. So it will not really be significant in moving the needle for you. And, but we share with you and you can tell for example that the measure the major markets that constitute 60, 70% of our portfolio, if they don't pitch in and play within the margin that we share with you, we will not be able to achieve such margins. But we'll continue to show a corporate level, EBITDA and net profit and top line margin and growth



as we are committed to do in consumer health. As I always share with you, it's a, it's one of the, I told you that our overall business has more than doubled between 21 to 25. Our consumer health alone have almost quadrupled between 21 to 25. So that's a business that we are very bullish about and it's really leading the way. So we are becoming the number one pure consumer health company in, in, in Saudi Arabia with huge growth above the market and our market share is within the 25s and 30s at, at all times basically driven by the likes of our Melatonin, the sleep boosting, the lines of Omega, the lines of uh, Pro Life, which probiotics as well as the multivitamins that we have and some other vitamins specific like Vitamin D and other portfolio. So these are the key products that really contribute to our consumer health. But that's a, that's that's a therapy area that we're very bullish about and we expect once we launch it in other markets because don't forget 90% of these businesses currently taking place in Saudi Arabia. Once we really strengthen this portfolio and we launch it strongly into other key strategic markets, we believe that this portfolio has all the potential to lead our growth Momentum for many years to come. General Medicine, we are number one as well. There was our portfolio there that ranges from anti infectives into some other specific products for treating muscles like muscle relaxants and some other areas. So it's basically a mix of products. But we are pleased that we are really growing massively in this General Medicine portfolio and we are leading the way as well in terms of the rank in the marketplace.

Madhu Appissa

Very clear. Last question. This is from the line of Sultan Alhudaif and he has posted his question in the chat box. Out of your 57 products in terms of molecules, how many are new molecules?

Dr. Tariq Hosni

The 57 products are all new molecules new to Jamjoom Pharma. They are not new to markets because remember we are a branded generic company. So all these products are referencing original products in the marketplace. So it's new to Jamjoom Pharma mostly and hopefully will be new as a first or second generic, which is our strategy into the marketplace once we launch it. Majority of them, but definitely they are not new to the market. So that's the 57. Don't forget that our pipeline doesn't only constitute the 57 because I showed you a parallel line that we have lately over the last 18 months or so became very active in driving it, which is a business development, licensing in opportunity from outside. You can add this as well. So all the 16 deals that I shared with you, you add this to the pipeline and most of majority of these products will be launched within the coming nine up to 36 to 48 months. So that adds as well. So you, you cannot look at our pipeline only within the 57. But basically when you add the 16, you're talking about 73 products or more that is within our reach to launch over the coming few years, which is a very good place to be and we'll continue the efforts in further strengthening such portfolio as well.

Madhu Appissa

Very clear, Dr. Tariq. So that was our last question and if you have any closing remarks, you can share those and after that we can end the call.

Dr. Tariq Hosni

Thank you very much. So thank you all as always for being great partners and for always keeping us honest with your questions and tracking our, our portfolio and our growth. And

as you can see, I'm, I'm surprised that no one of you mentioned this, but in the last quarter this year we grew better than any previous last quarter over the last years. This is listening attentively to you and trying to balance our quarters in terms of sales as well. So that's, that actually was one of the key things that we have taken and listened to you and we implemented so we allowed a better spread over the four. Still, our fourth quarter was our lowest quarter in terms of total sales but higher by 17 or 18% than last quarter of 24. And that's basically listening to you guys and trying to balance out over all the quarters. So you didn't notice it but I picked it and I'm sharing it with you and I thank you for giving us honest and I'm glad that we listened to you as well and we have done it and I don't regret it and we'll continue to do it over the coming few years. So I thank you Ramadan Karim and inshallah, watch the space for a lot of good news, not only on the results but as well on our key strategic initiatives moving forward in 2026. Inshallah.

Madhu Appissa

Thank you Dr. Tariq and also Mr. Anwer. Wish you all a good day. bye.

-End-