Jamjoom Pharma
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Earnings Presentation

FY 2025

Jeddah | 24 February 2026

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Business and Strategy Highlights

Tarek Hosni, CEO

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FY 2025 Highlights: Consistent delivery of revenue and profitability

	FY 25			
Revenue	SAR mn	+14% YoY	1,501	Underpinned by successful execution of our market penetration strategy across key therapeutic areas
# of Brands		+6 YTD	147	+3 in Consumer Health +1 in Anti-Diabetic +1 in Ophthalmology +1 in Pain & Inflammation
EBITDA	SAR mn	+22% YoY	533	Improved operating leverage and cost discipline resulting in a 35.5% EBITDA margin
FCF*	SAR mn	+21% YoY	458	Delivered strong cash performance with 86% FCF conversion and a healthy cash balance of SAR 357.6 million
Net Profit	SAR mn	+30% YoY	464	Revenue growth and operational efficiencies, supported by lower financial costs to achieve Net Margin of 30.9% and EPS of SAR 6.6
Units Produced	Mn	-5% YoY	166	Concentrating production efforts on high-value SKUs, optimized inventory levels, and strengthened supply-chain planning to improve efficiency and alignment with demand

*Free Cash flow: calculated as EBITDA - CAPEX

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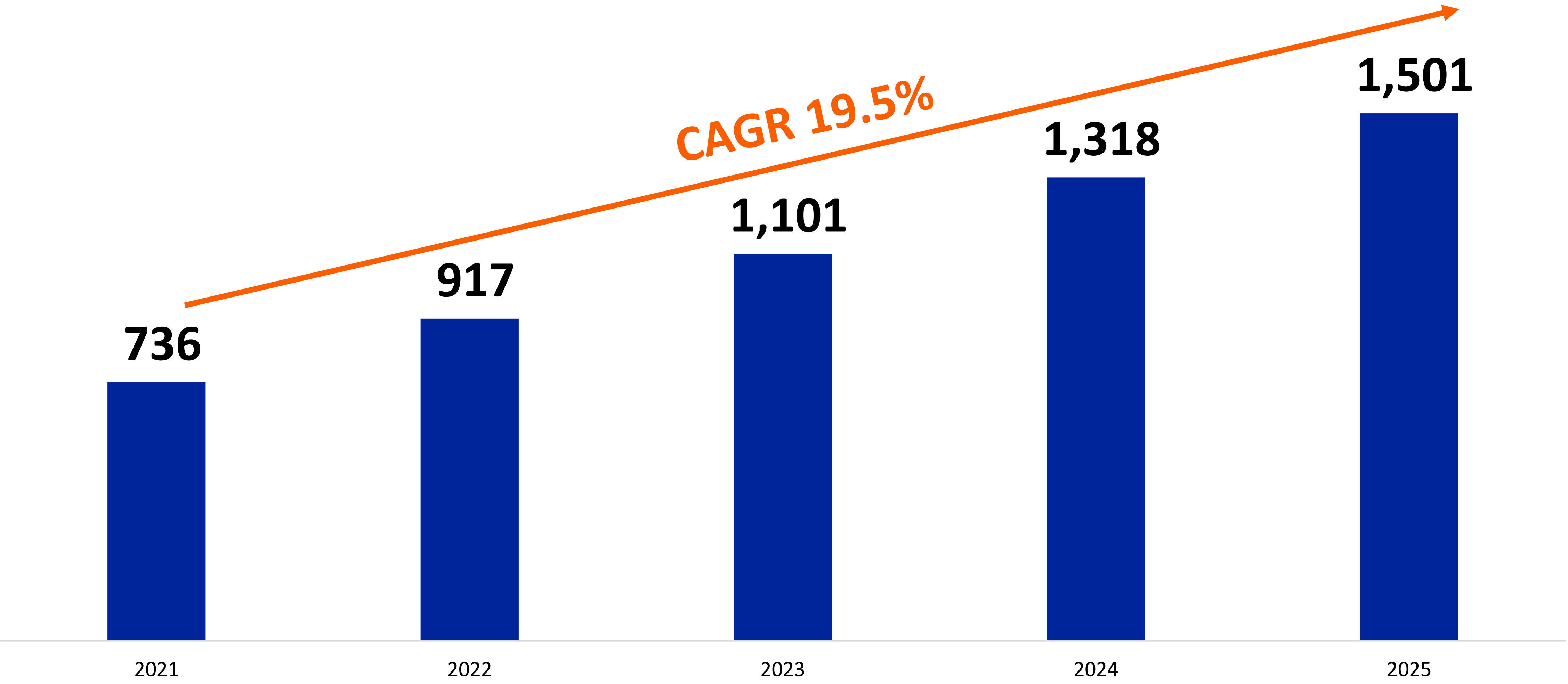
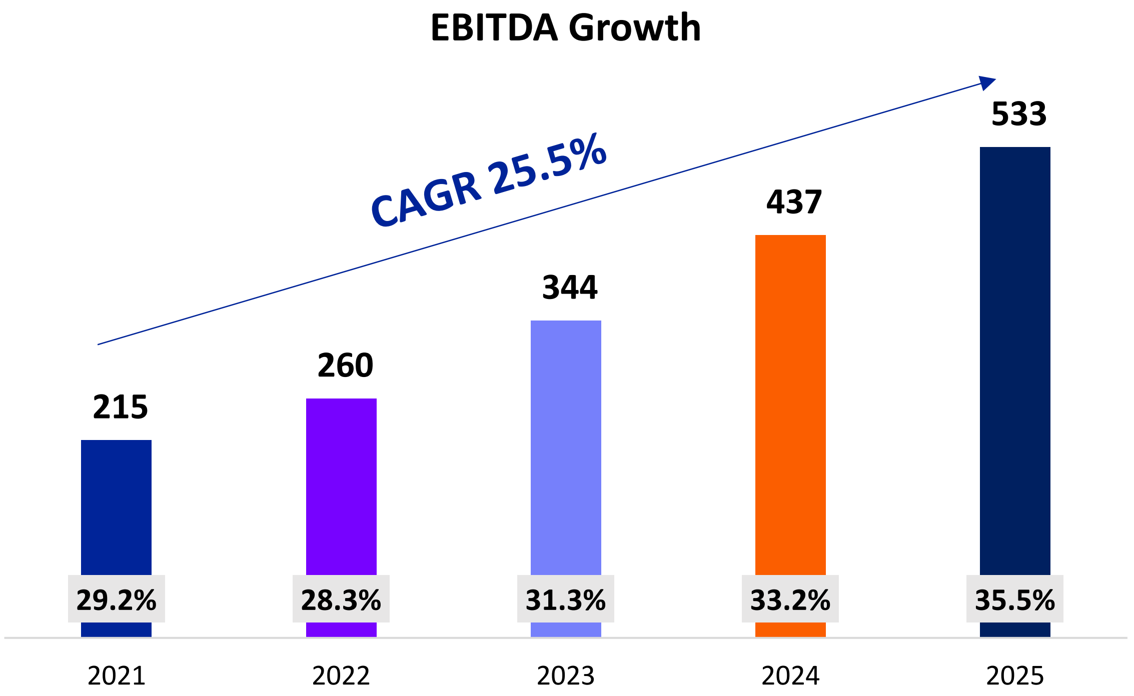
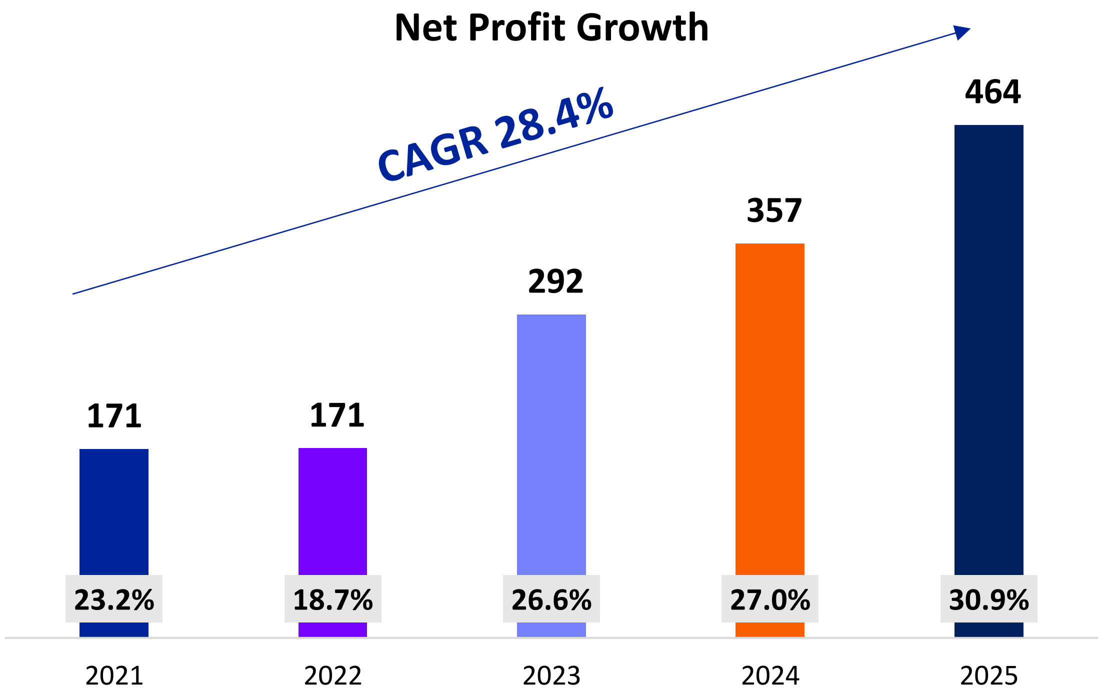
From foundation to acceleration, 2021 revenue more than doubled



Fast-growing business, even faster-growing margins





2025: Market Share Gains, Portfolio Expansion, and Operational Scale-Up

Saudi Market	• JP ranked 2nd in the Retail Market[1] (4th in 2024) with 6.3% Market Share (+14%) • JP ranked 4th in the Total Market[2] (7th in 2024) with 4.5% Market Share (+18%)
Export Markets	• Iraq (+12.6%) and Gulf (+10.4%) continue to make solid contributions • Egypt grew 21.5% in local currency and 5.2% on constant currency basis • Other markets posted solid growth (+15.1%) led by Morocco
Portfolio Transformation	• 24.9% growth in cardiometabolic[3] TAs • 7 new SFDA registrations, 6 brand launches & 57 products in robust development pipeline • Signed 16 strategic BD agreements across high-value TAs, strengthening JP's future pipeline
Manufacturing	• Jeddah main facility utilization at 86.3% • Jeddah sterile facility ramped up steadily at 8.5m units produced during FY25 • Egypt continues to scale up new facility (97% of sales localized) producing 28.6m units

[1] IQVIA Retail KSA Retail Market Data as at MAT Dec 2025
[2] IQVIA KSA Total Market Data as at MAT Dec 2025
[3] Cardiometabolic TAs include Cardiovascular (CVD) and Anti-diabetic (AD) therapeutic areas

Optimizing to Scale Production Across Facilities

Jeddah
Main Facility

149m
Production Capacity p.a.

129m
Units produced

Jeddah
Sterile Facility

20m
Production Capacity p.a.

8.5m
Units produced

Cairo
Main Facility

52m
Production Capacity p.a.

28.6m
Units produced

Algiers*
Facility

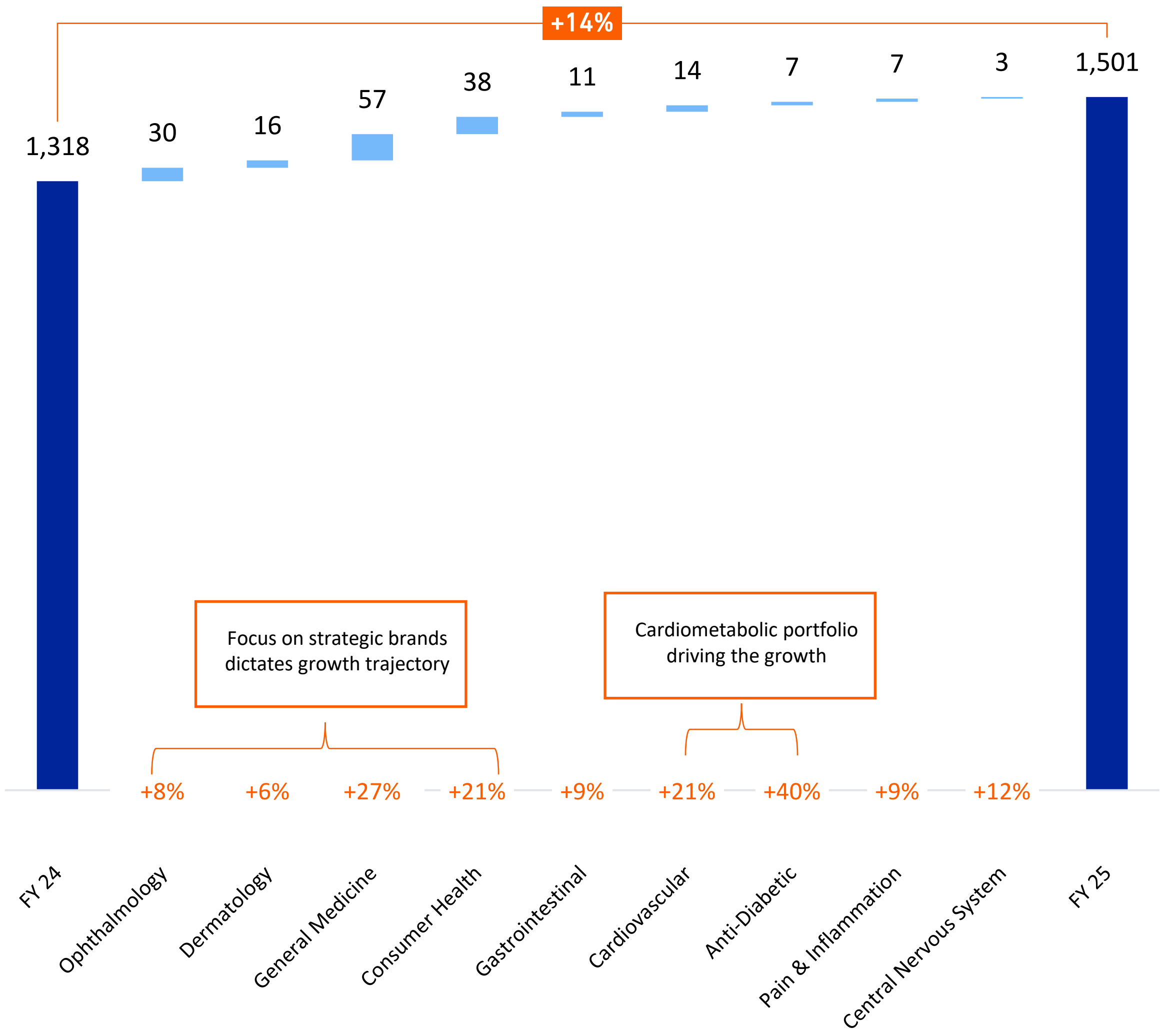
15m
Production Capacity p.a.
(OSD Line)

12.5m
Units produced

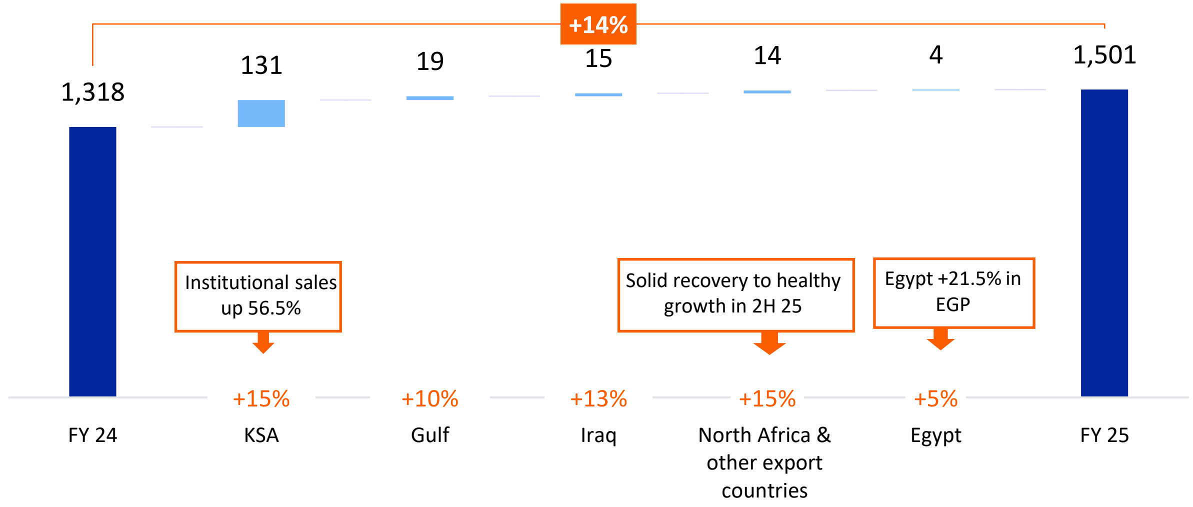
*Algiers, Algeria facility is owned via a joint venture with JP owning 49% of the equity

Consistent Growth Across Core TAs and Markets

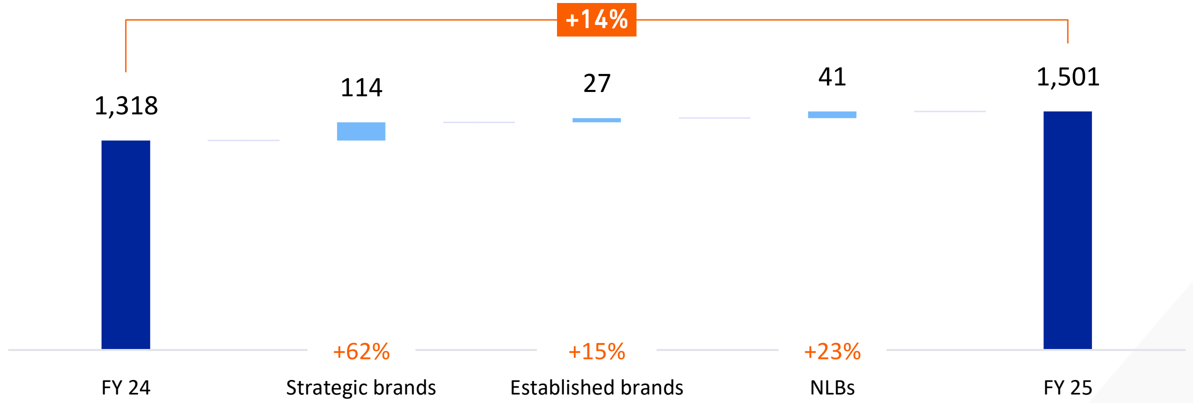
Revenue Contribution by Therapeutic Area, YoY (SARmn)



Revenue Contribution by Country, YoY (SARmn)



Revenue Growth Contributors[1], YoY (SARmn)



[1]Established brands – Existing brands within the portfolio with less commercial focus
Strategic brands – Existing brands within the portfolio with high revenues / high margins and enhanced commercial focus
NLBs – Newly launched brands – brands launched since 2023

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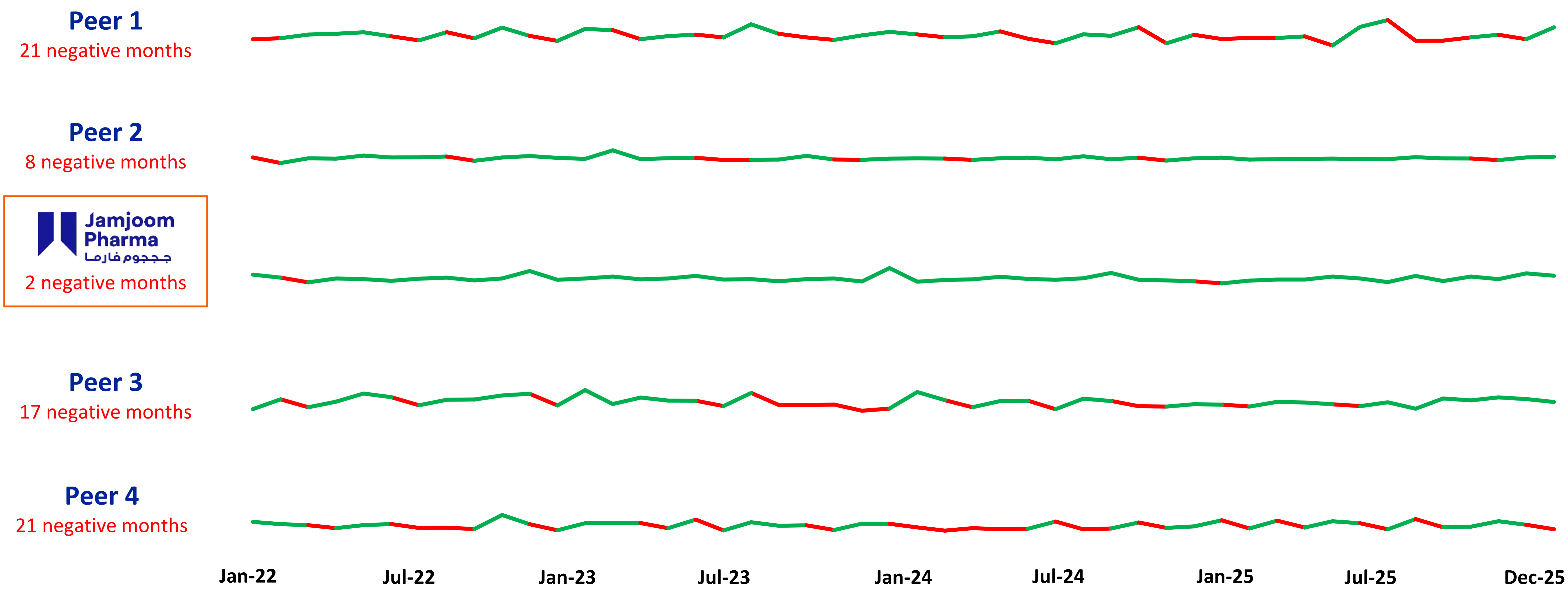
Monthly revenue growth[1] for top 5 KSA pharma for the past 4 years

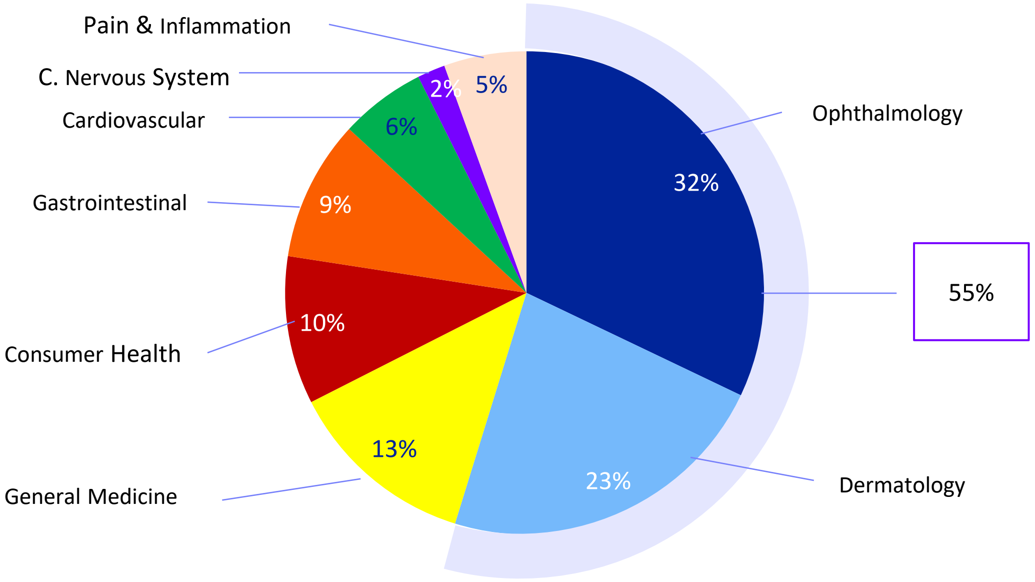


IQVIA Data[1]	2022	2023	2024	2025
Market growth	13.7%	15.3%	17.8%	10.8%
JP's growth	24.8%	26.9%	16.0%	26.3%
JP's share[2]	5.2%	5.7%	5.6%	6.3%

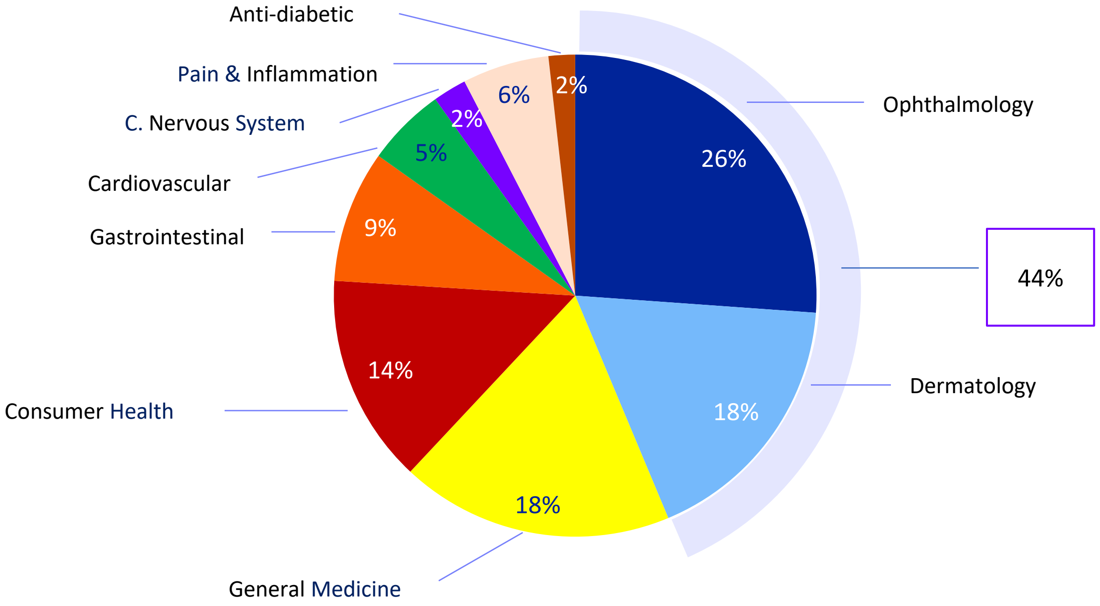
[1]IQVIA KSA Retail Market Data for all years
[2]In 2024, JP's market share excl. weight-loss drug Mounjaro would be 6.1%

Portfolio Transformation: From Niche Specialty to Diversified, High-Value TAs

2021 Revenue Contribution by Therapeutic Area (SARmn)



2025 Revenue Contribution by Therapeutic Area (SARmn)



Strong Execution Across Portfolio: 7 SFDA Registrations, 6 Launches, and a 57-Product Development Pipeline

	Under SFDA review	Ready for SFDA Submission	Under Development	Total
Ophthalmology	4	9	2	15
General Medicine	1			1
Dermatology		2	2	4
Gastrointestinal	2	3	1	6
Cardiovascular	1	1	6	8
Anti-diabetics	5		2	7
Consumer Health	4	6	5	15
Central Nervous System			1	1
Total	17	21	19	57

Cardiometabolic TAs: 15

✓ 7 product registered with SFDA in 2025

✓ 6 new brands launched in 2025

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Delivering on BD Strategy: 16 Agreements Signed Across High-Value TAs

Selected key agreements signed

No.	Partner	Product Type	Therapeutic Area	Coverage	Model
1.	EU/Japanese-Based	Generic	GIT	MENA	License and supply with potential localization
2.	Italian-Based	Generic	Ophthalmology	MENA	License and supply
3.	UAE-Based	Biosimilar	Opthalmology	KSA & GCC	License and supply with potential localization
4.	EU-Based	Generic	Cardiometabolic	KSA & GCC	License and supply with potential localization
5.	EU-Based	Generic	Cardiometabolic	KSA & GCC	License and supply with potential localization
6.	US-Based	Consumer Health	Consumer Health	KSA and GCC	License and supply with potential localization
7.	France-Based	Generic	Consumer Health	KSA and GCC	License and supply
8.	China-Based	Biosimilar	Immunology	KSA and GCC	License and supply with potential localization
9.	US-Based	Generic	Consumer Health	KSA and GCC	License and supply with potential localization

Signed in 4Q25

- Till Dec-25, a total of 16 agreements have been signed with reputable global pharma companies
- Targeting high-growth therapeutic areas to strengthening market leadership and supporting long-term growth ambitions
- Expected commercial launches on track to launch from late-2026 onwards

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2026 & Beyond: JP Strategic Potential Initiatives

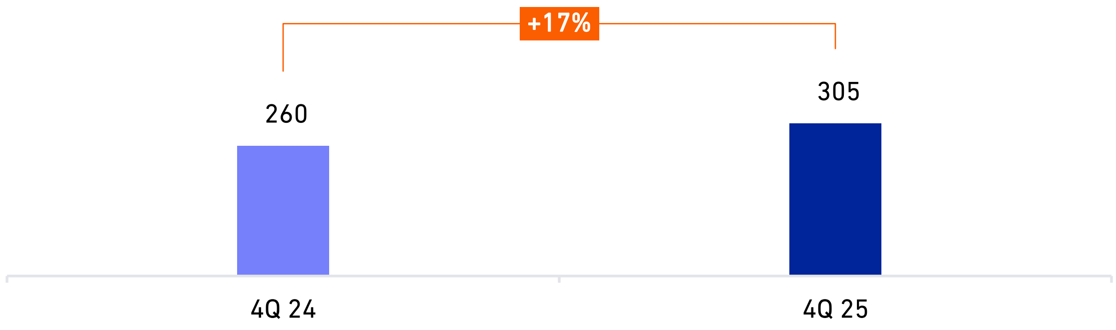
JV with PIF (Lifera)	Localization of Vaccines and Biologicals
Manufacturing Expansion	Exploring potential alliances/acquisitions to accommodate future capacity growth
Portfolio Transformation	Exploring opportunities for In-Licensing & Strategic JVs to optimize reach & impact
Strategic Market Localization	Exploring options to localize JP in key strategic markets

Financial Highlights

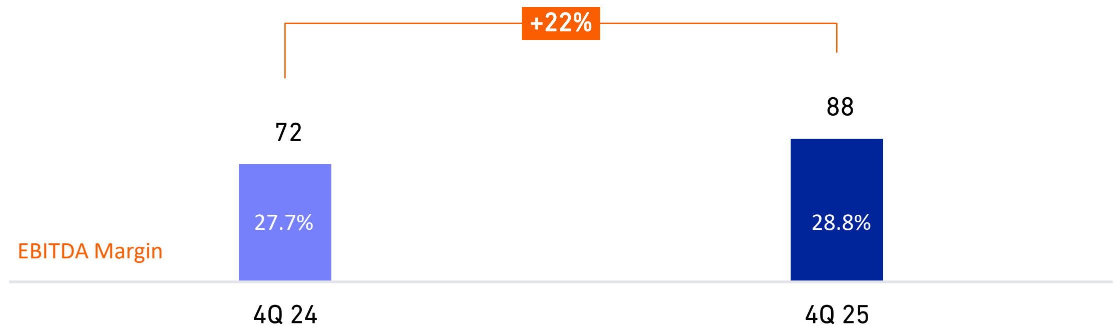
Anwer Mohiuddin, CFO

Q4 Delivering Strong Revenue Growth & Margins

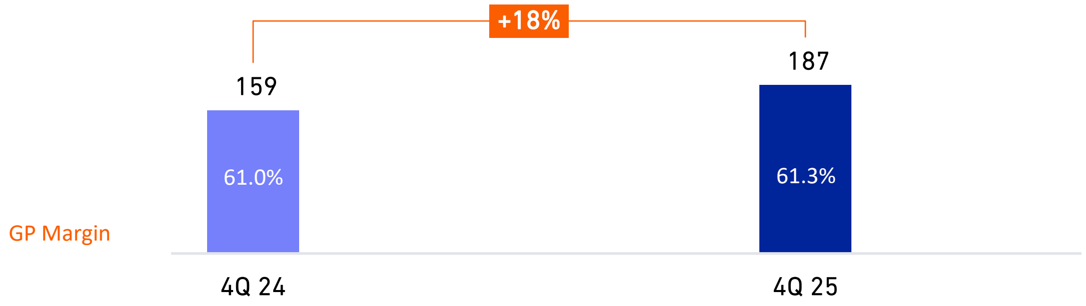
Revenue (SARmn)



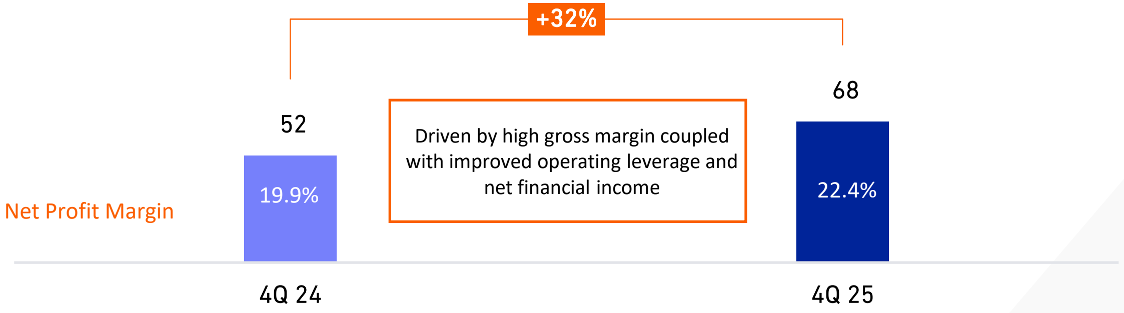
EBITDA (SARmn)



Gross Profit (SARmn)



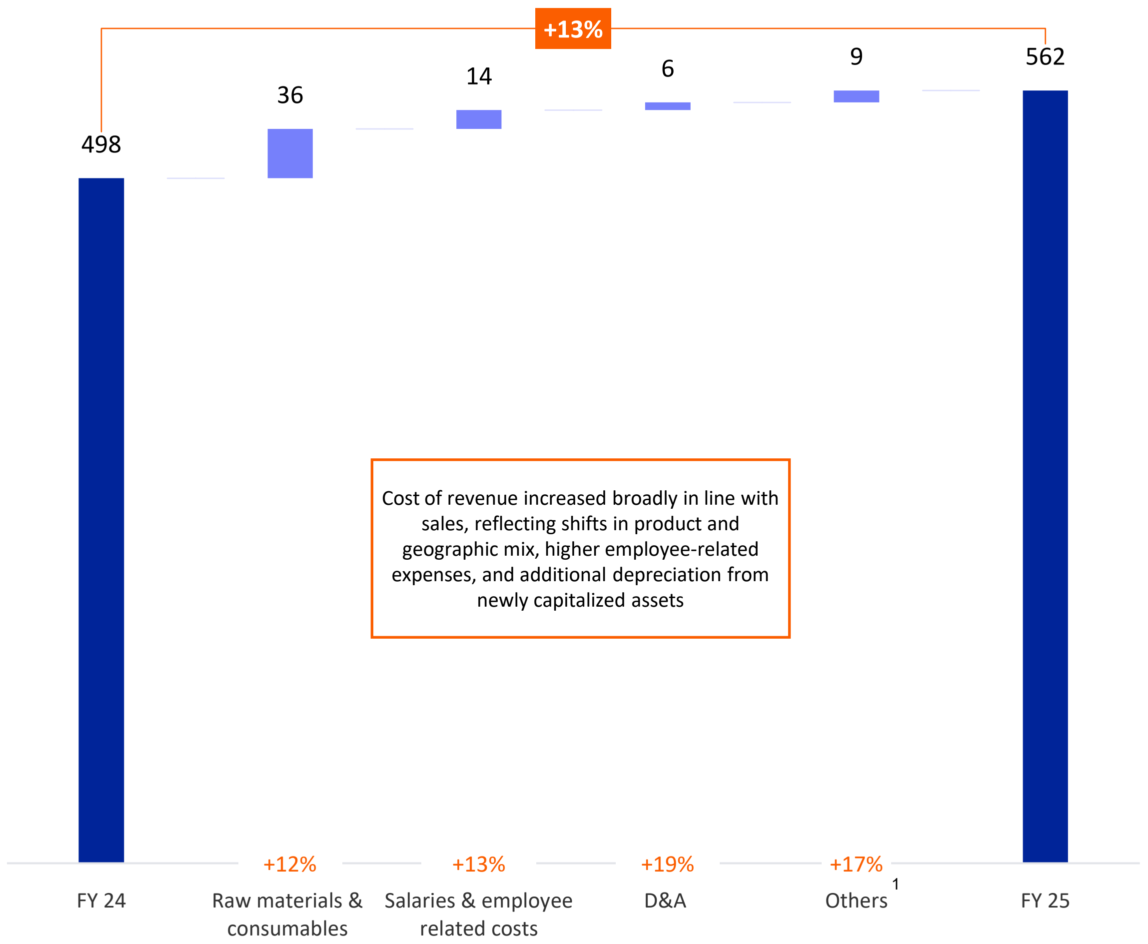
Net Profit (SARmn)



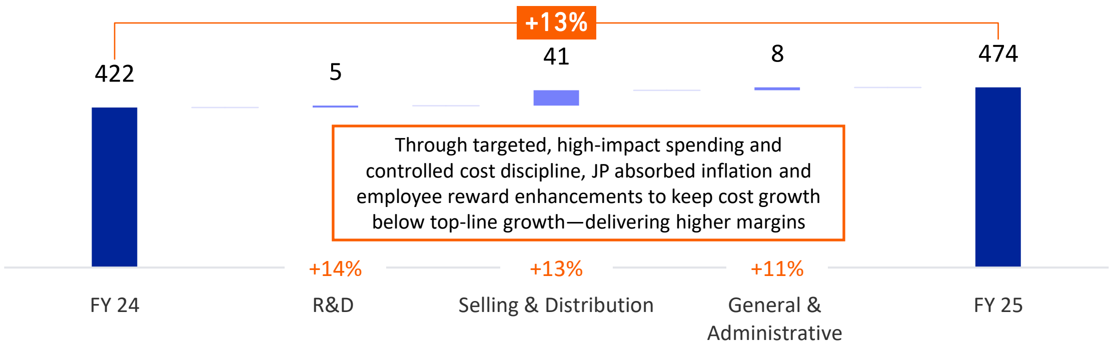
EBITDA calculation = Operating Profit add depreciation, add amortization, add share of results in equity-accounted investee

Operational Discipline to Curtail Rising Costs ...

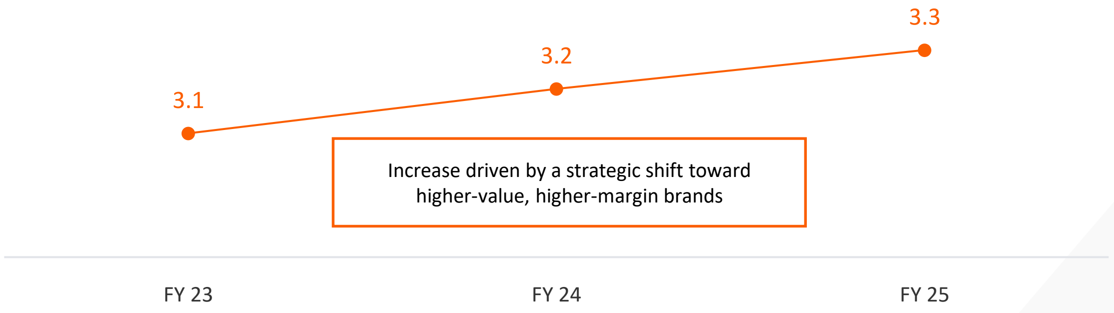
Total Cost Of Revenue Movement YoY (SARmn)



Operating Expenses Movement YoY (SARmn)



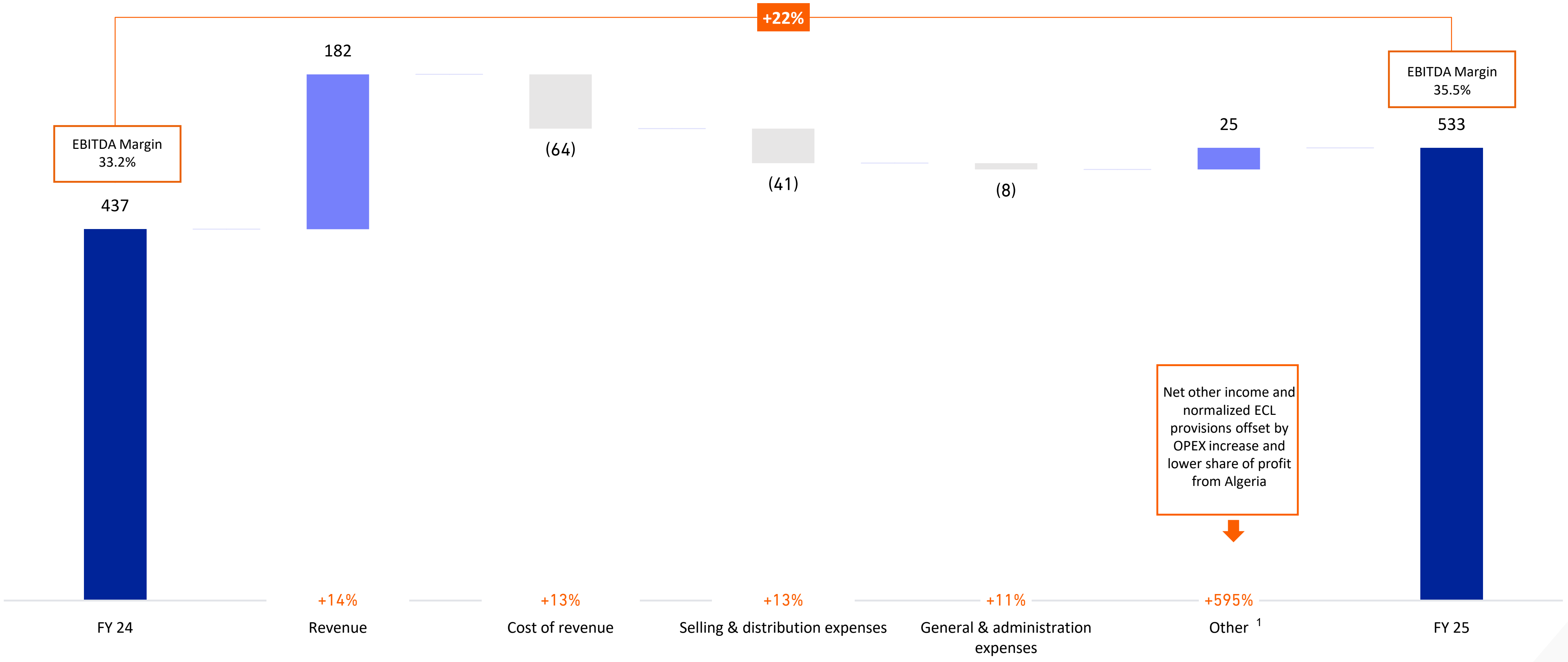
Direct Production Cost Per Unit Sold (SAR)



[1]Others include Travelling and communication, Supplies & consumables, Utilities, and Repair & maintenance.

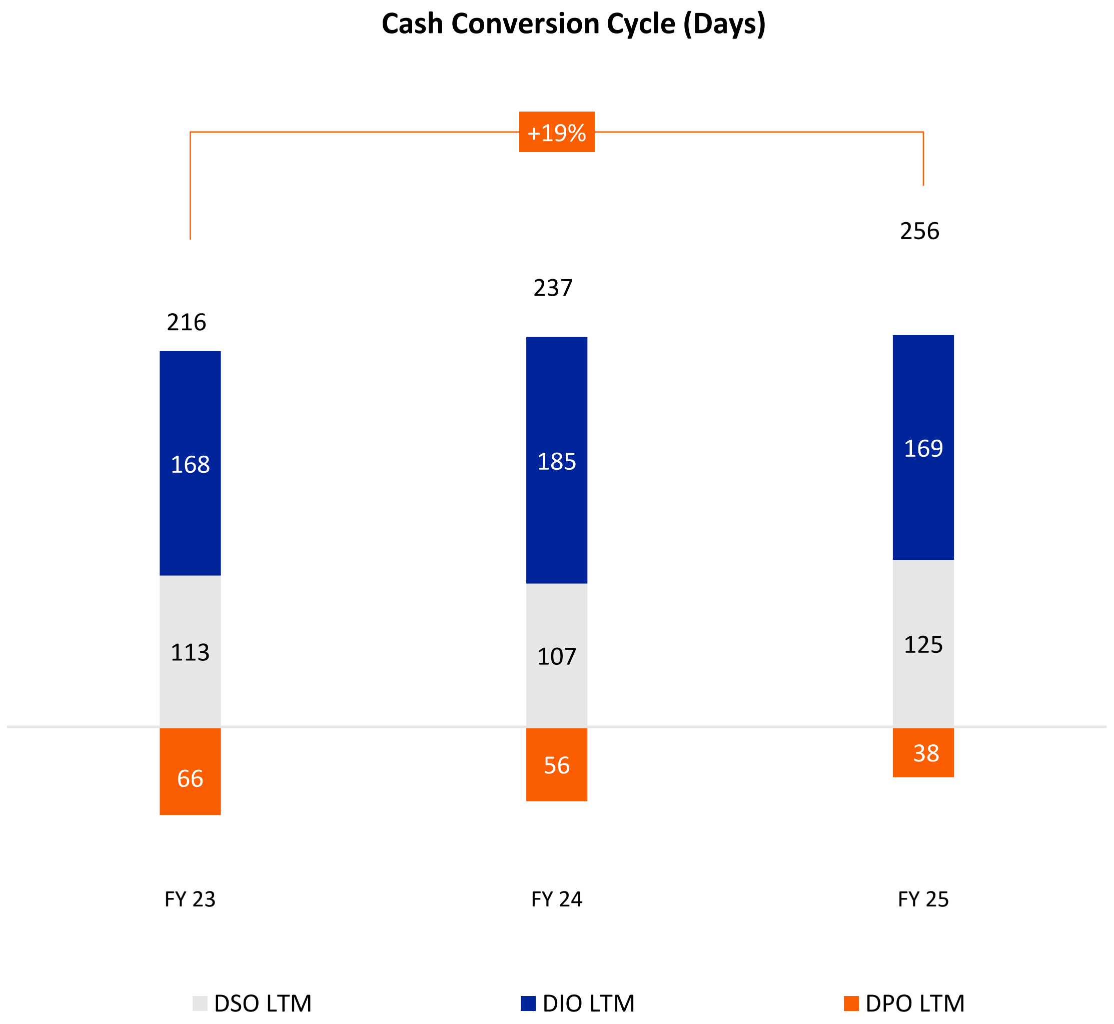
… and Continue Healthy Delivery of Expanding Profitability

EBITDA Movement YoY (SARmn)



[1]Other includes share of profit from the Algerian JV, R&D expenses, Impairment loss from Financial Assets (ECL) & Other income

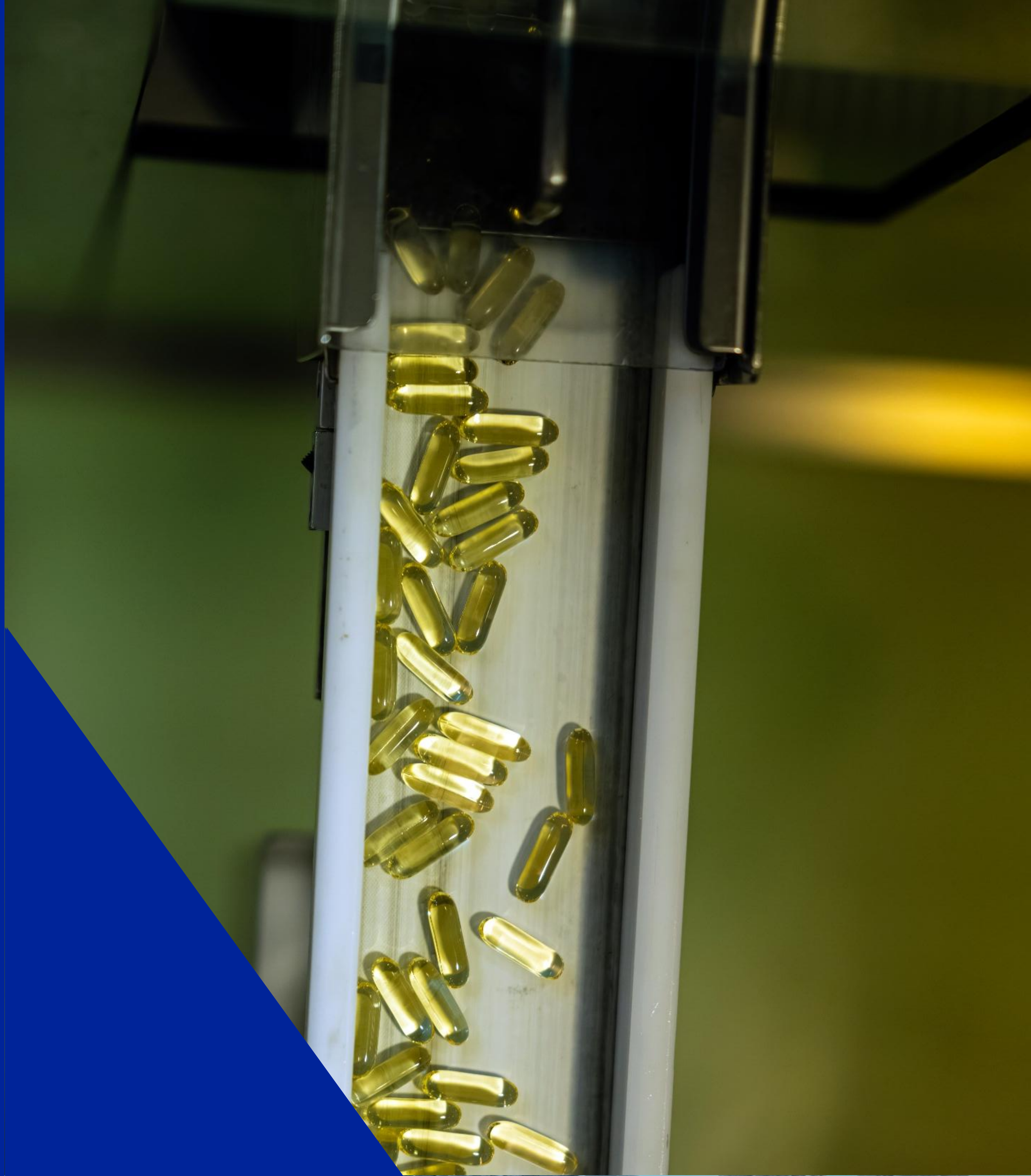
Scaling Working Capital to Support Growth Initiatives



- The cash conversion cycle (CCC) increased to 256 days (+8% YoY), driven primarily by the shift toward institutional sales and shorter supplier terms. This working-capital investment supports scalable revenue growth and reinforces supply-chain resilience.
- Working capital reached SAR 697 million (+17.3% YoY), resulting from inventory buildup to ensure product availability across key therapeutic areas.
- Receivable days increased to 125 (+18 YoY), reflecting the continued mix shift toward institutional channels with longer payment terms.
- Inventory days remained broadly stable at 169, maintaining healthy stock levels to support demand while preserving supply-chain responsiveness.
- Payable days decreased to 38, driven by revised credit terms to secure reliable access to strategic raw materials and strengthen long-term supplier relationships.
- Cash balance stood at SAR 357.6 million as of 31 December 2025, post-dividend distribution, maintaining ample liquidity for growth initiatives.

[1]DPO Calculation has been revised as follows: Average Trade Payables/(Raw materials and direct production costs) x 365
Previous formula: Average Trade Payables/Cost of Sales x 365

Outlook and Guidance



Financial Guidance: FY25 Achieved and Guiding for Positive Growth Beyond

	FY 25 Guidance	FY 25 Actual Results	FY 26-27 Guidance
Revenue growth	12-15%	13.8%	10-12% (CAGR)
EBITDA margin	34-34.5%	35.5%	33-35%
CAPEX	4-6%	5.0%	6-9%
Dividend (semi-annual)	50-60% payout	60% payout[1]	50-60% payout subject to optimum capital allocation decision

[1] Payout Ratio for 2025 was calculated after including the announced 2H25 dividends amounting to SAR 2 per share (SAR 4 per share for FY25)

Q&A

Tarek Hosni, Chief Executive Officer
Anwer Mohiuddin, Chief Financial Officer
Muhammad Bin Khalid, Assoc. Director – Finance & IR