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Earnings Presentation

1H 2026

Jeddah | 22 July 2026

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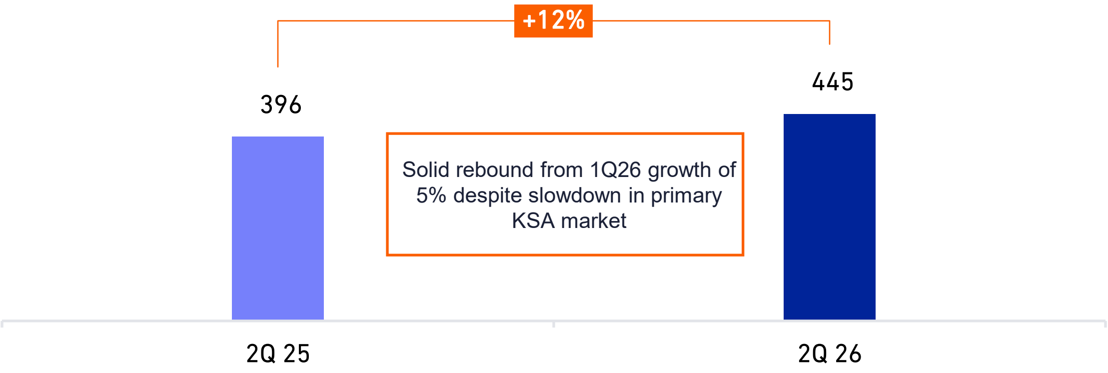
Financial Highlights

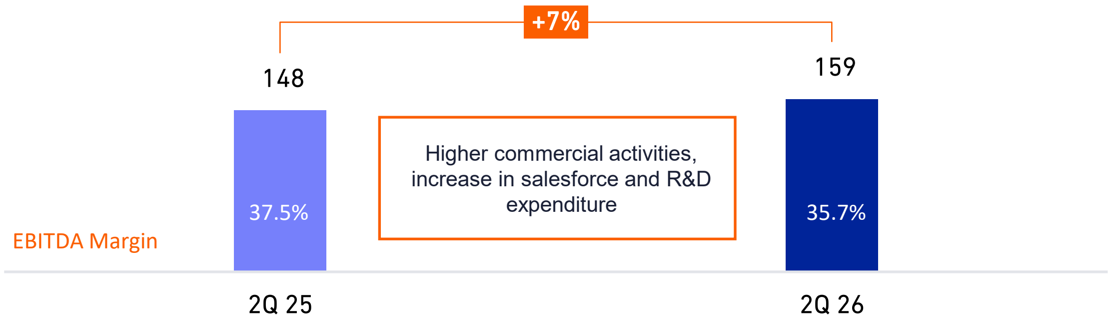
Anwer Mohiuddin, CFO

Q2 Momentum Broadens Across Revenue, Gross Profit and Earnings

Revenue (SARmn)

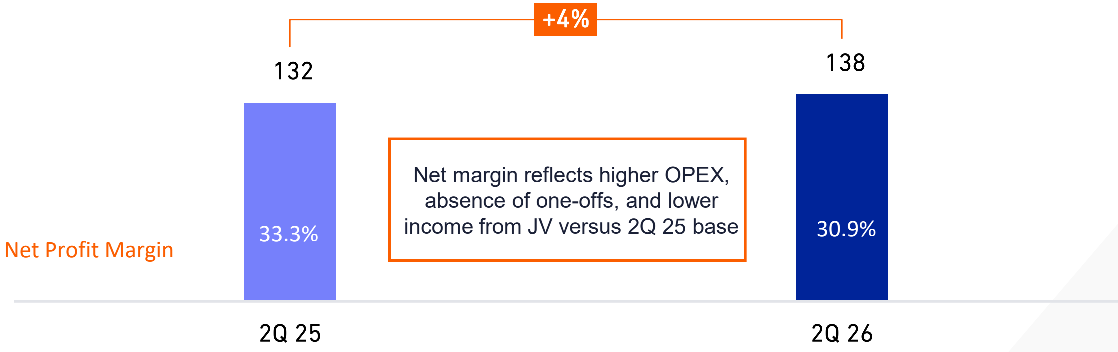


EBITDA (SARmn)



Gross Profit (SARmn)

Net Profit (SARmn)



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

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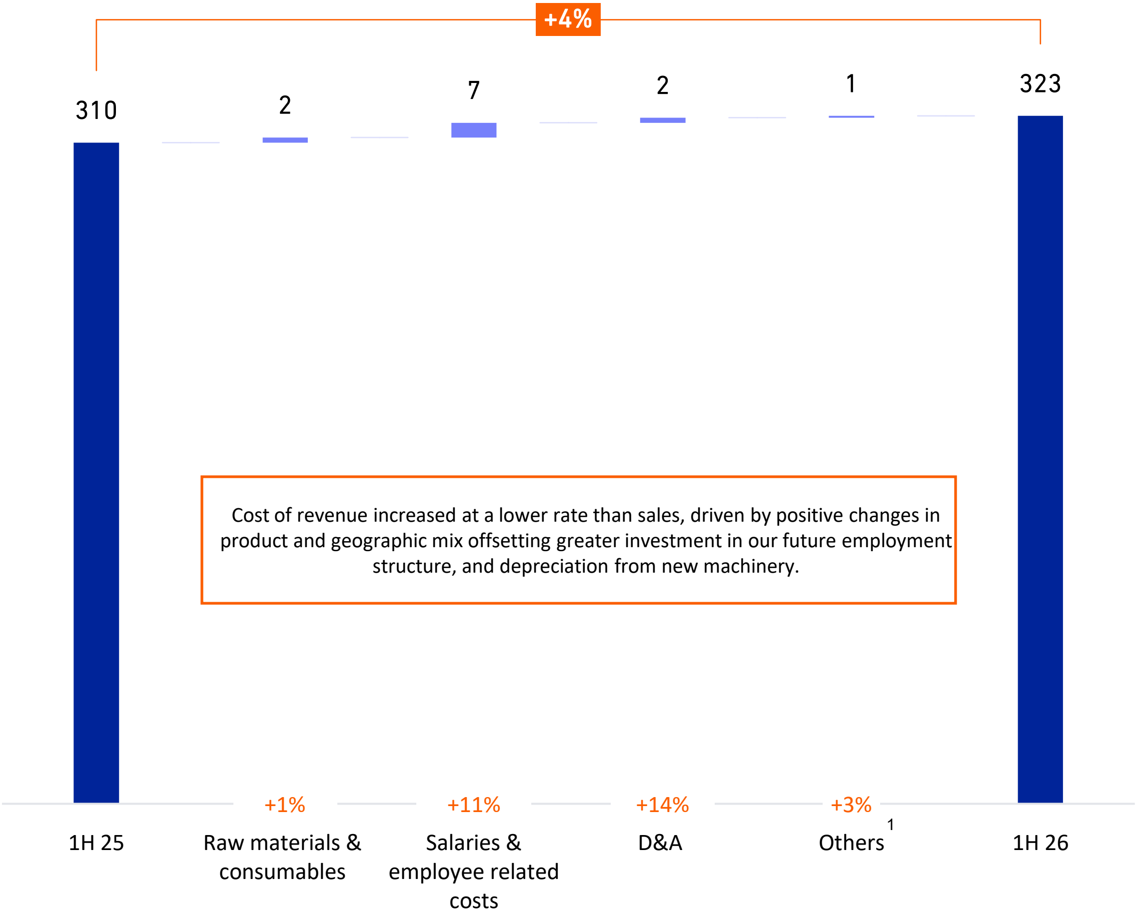
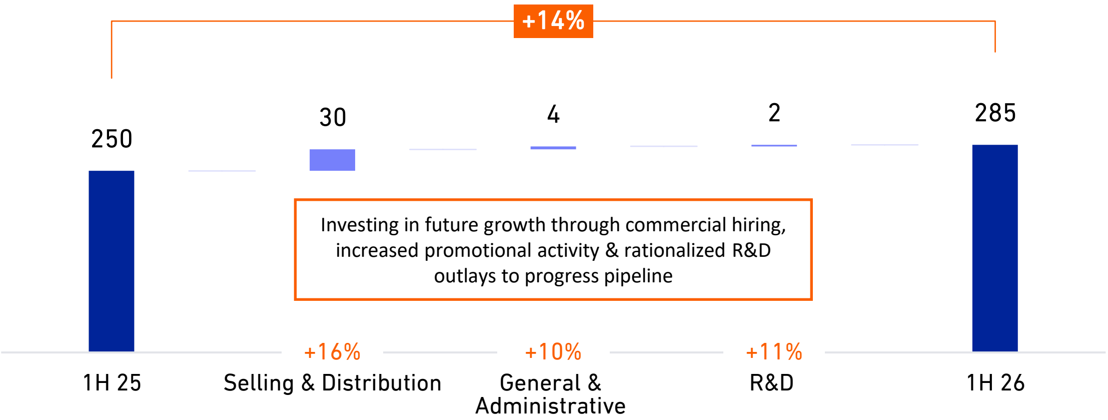
Favorable Product Mix and Cost Discipline Fund Commercial Expansion

Total Cost Of Revenue Movement YoY (SARmn)



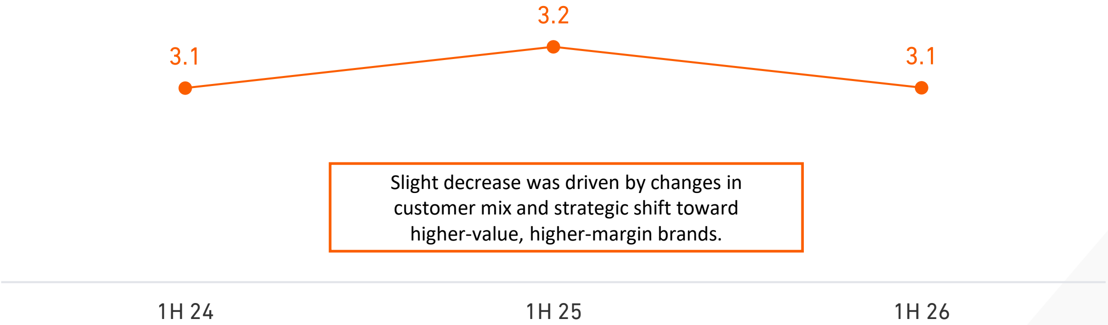
Cost of revenue increased at a lower rate than sales, driven by positive changes in product and geographic mix offsetting greater investment in our future employment structure, and depreciation from new machinery.

Operating Expenses Movement YoY (SARmn)



Investing in future growth through commercial hiring, increased promotional activity & rationalized R&D outlays to progress pipeline

Direct Production Cost Per Unit Sold (SAR)

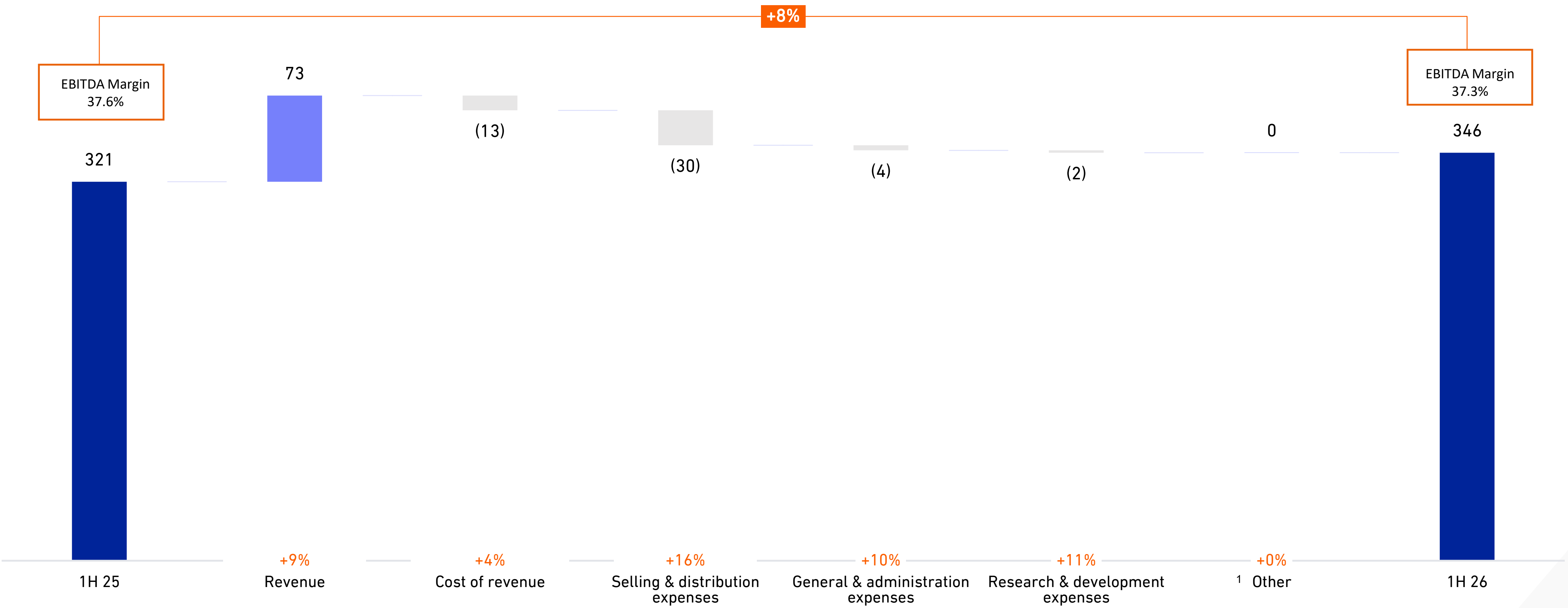


Slight decrease was driven by changes in customer mix and strategic shift toward higher-value, higher-margin brands.

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

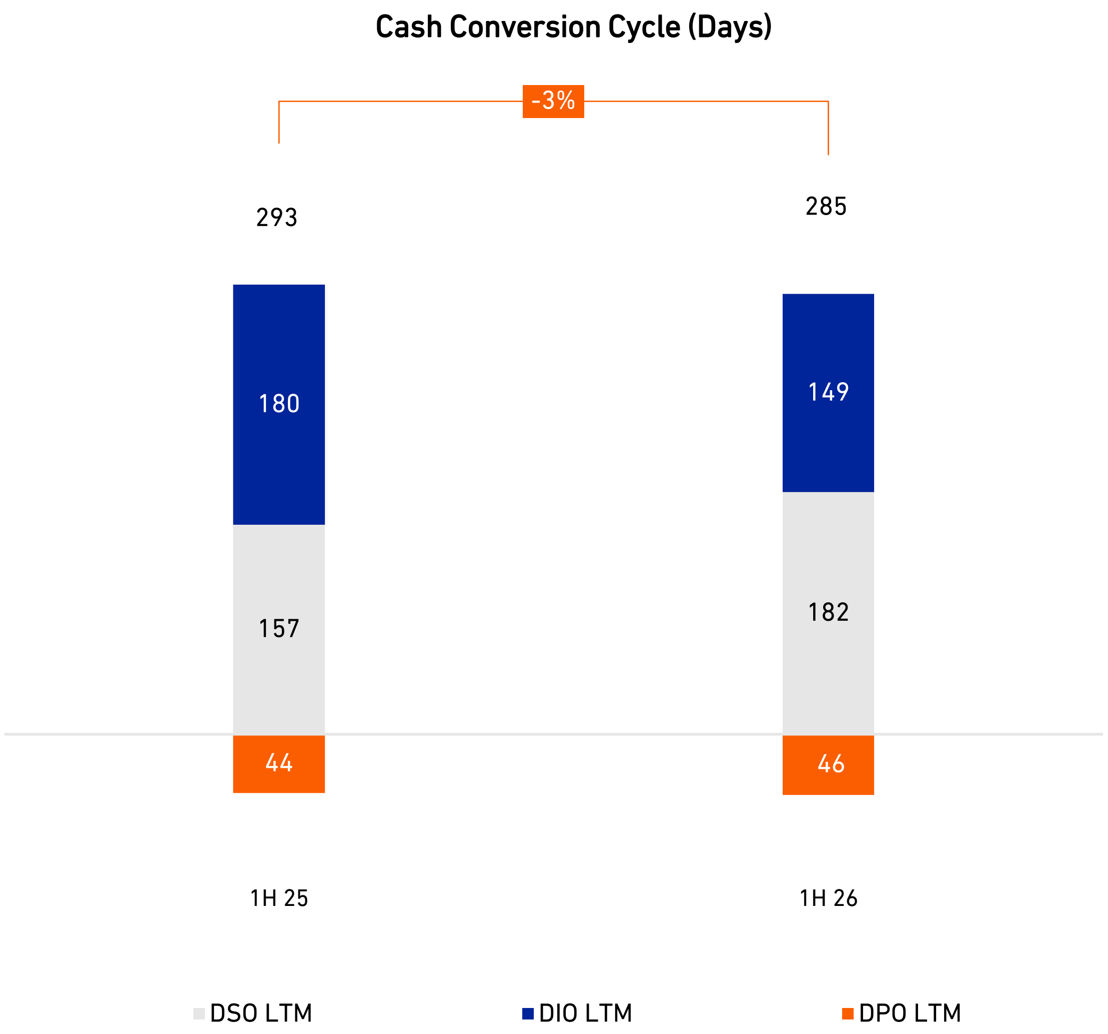
Strong Revenue Contribution Drives EBITDA to SAR 346 Million

EBITDA Movement YoY (SARmn)



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

Scaling Working Capital to Support Continuous Growth



- Improved inventory days drove a reduction in the cash conversion cycle (CCC) to 285 days (-2.7% YoY), despite higher receivable days (DSO) which were offset by a reduction in inventory days (DIO)
- Working capital reached SAR 949 million (+13.5% YoY) signaling our ability to support topline acceleration without overextending operational cycles to sustain business expansion
- Receivable days (DSO) increased to 182 (+15.6% YoY), reflecting the impact of liquidity pressure in the region causing delayed collection cycles
- Inventory days (DIO) declined to 149, reflecting improved inventory efficiency while maintaining adequate stock levels to support demand and enhance supply-chain responsiveness
- Payable days (DPO) increased to 46, reflecting extended payment terms while maintaining strong supplier relationships
- Cash balance stood at SAR 266 million as of 30 June 2026, increasing from SAR 206 million in Q1 post-dividend distribution, reflecting strong liquidity and cash generation

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Business and Strategy Highlights

Tarek Hosni, CEO

1H 2026 Highlights: Sustained Growth Through Disciplined Execution

Revenue
927 SAR mn — +9% YoY

Revenue growth since IPO

EBITDA
346 SAR mn — +8% YoY

EBITDA growth since IPO

Net Profit
306 SAR mn — +6% YoY

Net profit growth since IPO

FCF
319 SAR mn — +14% YoY

FCF growth since IPO

Margins

Gross Margin 65.2%

EBITDA Margin 37.3%

Net profit Margin 33.0%

Operational & Returns

148 — **# of Brands** +1 YTD

96 — **Units Produced (mn)** +12% YoY

4.4 — **EPS (SAR)** +6% YoY

266 — **Cash Balance (SAR mn)** +29% vs Q1

[1]Trend since 1st Half 2023, JP IPO date: 20th June 2023

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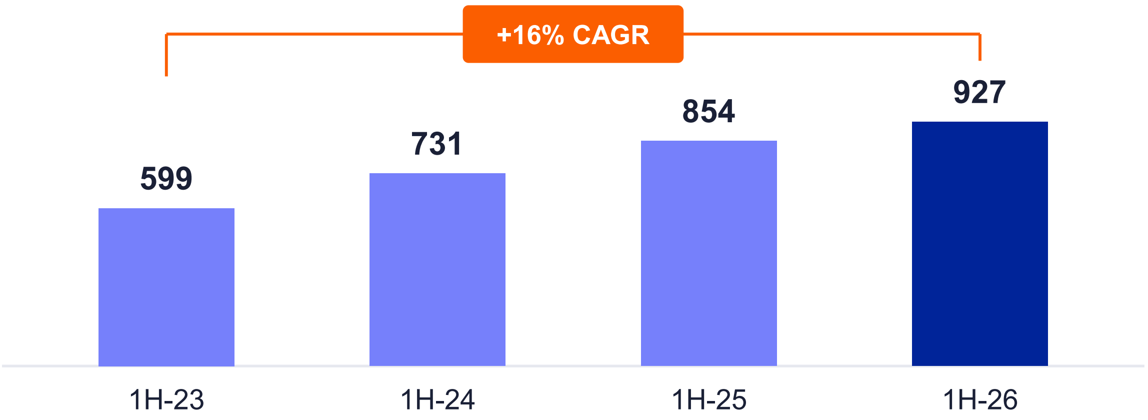
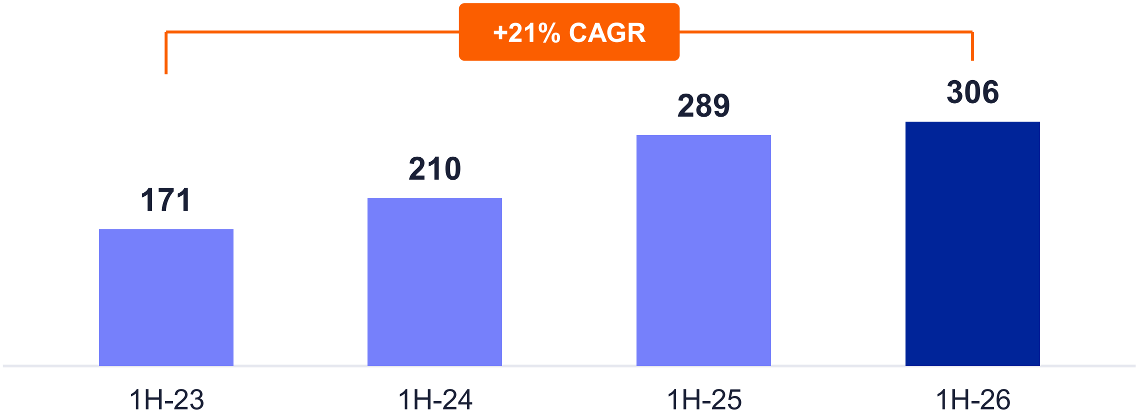
A Consistent Track Record Since Listing

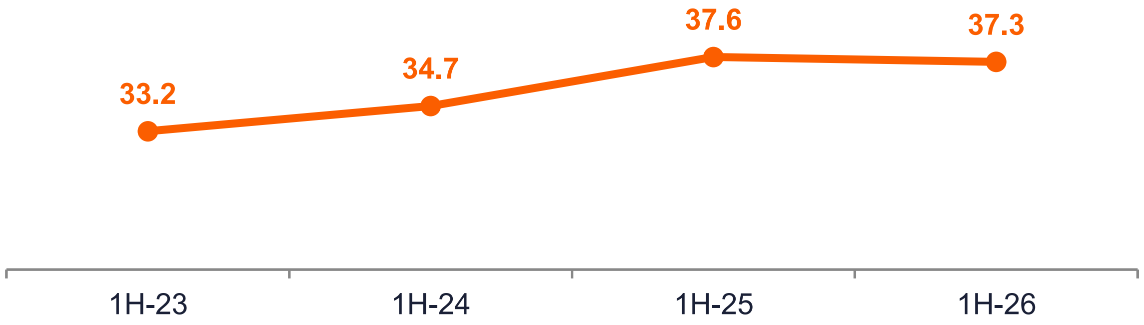
Revenue (SAR mn)



Net Profit (SAR mn)



EBITDA Margin (%)

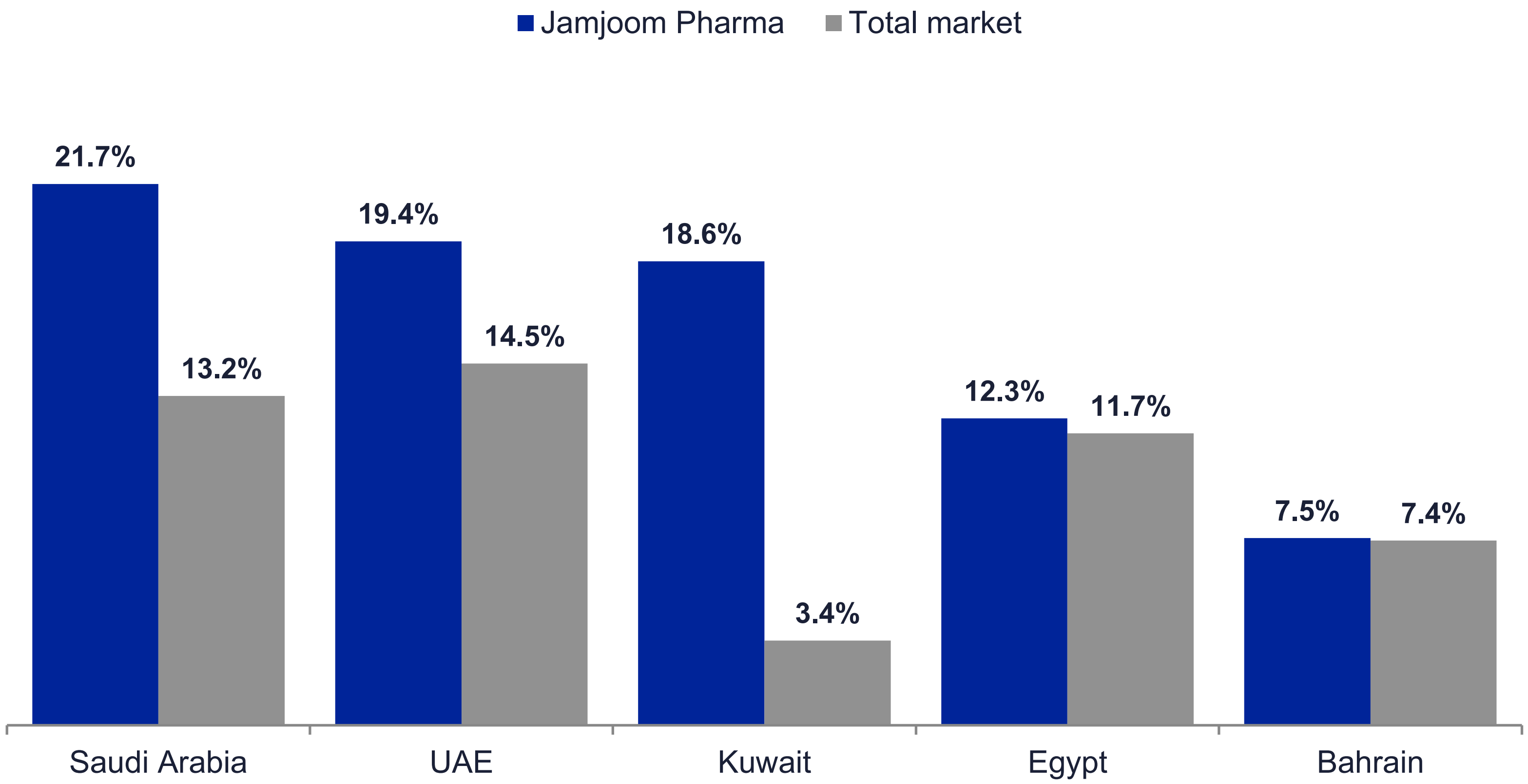


Dividend per Share (SAR)

1H figures, 2023–2026. Revenue, EBITDA and net profit in SAR millions; DPS in SAR per share. CAGR measured 1H-2023 → 1H-2026.

Outgrowing the Market: JP Growth Outpaces the Market Across Key Geographies

2-year revenue CAGR: Jamjoom vs. total market (%)



Takeaways

- **KSA** JP grew 21.7% vs a 13.2% market — outgrowing at ~1.6x despite the market being inflated by weight-loss drugs, a decline in consumer spending and deceleration in institutional growth from 16% to 10% YoY.
- **UAE** JP grew 19.4% vs 14.5% market growth led by outperformance by Derma and CVS in PVT Market.
- **Kuwait** 18.6% vs a near-flat 3.4% market due to Ophthalmology and Primary care Portfolio.
- **Resilience** Outperformance held despite regional headwinds, decelerating retail market and decelerating Tender business

Source: IQVIA MIDAS Monthly Database / IQVIA Local Audit. Value (USD-trade) CAGR, MAT Apr/May 2024 – MAT Apr/May 2026. Total market = all corporations including JP.

JP Growth Beats Declining KSA Retail Market To Reach Rank 2, YTD & MAT

YTD
Jan–May 2026

Market PVT sales	**SAR 13,312 M**
Market PPG%	-0.71%
JP PVT sales	**SAR 865.0 M**
JP Rank	**#2**
JP PPG%	**+7.53%**
JP Market share	**6.50%**
JP Evolution Index	**108.30**

MAT
MAT May 2026

Market PVT sales	**SAR 31,770 M**
Market PPG%	**+7.80%**
JP PVT sales	**SAR 2,038 M**
JP Rank	**#2**
JP PPG%	**+19.44%**
JP Market share	**6.42%**
JP Evolution Index	**110.79**

Key Takeaways
JP grew 7.53 % vs (-0.71%) MKT, despite:

i. The market growth being inflated by weight-loss drugs
ii. Cautious consumer spending (SAMA - KSA Consumer Spend Report highlights a decrease of ~20% in POS spending in the pharma sector)
iii. Health Insurance providers restricting prescription refills
iv. Pharma chains facing cash flow issues, and liquidating inventories
v. Increased entrance of low cost imported products

Values in SAR Million · Evolution Index >100 indicates growth ahead of market. Source: IQVIA SAPI May 2026, KSA market.

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JP Continues to Outperform the UAE Retail Sector With 27.6% YTD Growth

YTD
Jan–May 2026

Market PVT sales	**AED 8.302 B**
Market PPG%	**+8.56%**
JP PVT sales	**AED 128.9 M**
JP Rank	**#18**
JP PPG% (YTD v YTD)	**+27.6%**
JP Market share	**1.55%**
JP Evolution Index	**117.5**

MAT
MAT May 2026

Market PVT sales	**AED 19.2 B**
Market PPG%	**+10.22%**
JP PVT sales	**AED 283.9 M**
JP Rank	**#18**
JP PPG%	**+22.5%**
JP Market share	**1.48%**
JP Evolution Index	**111.0**

All data in local currency (AED) · Evolution Index >100 indicates growth ahead of market. Source: IQVIA May 2026 Private Data, UAE.

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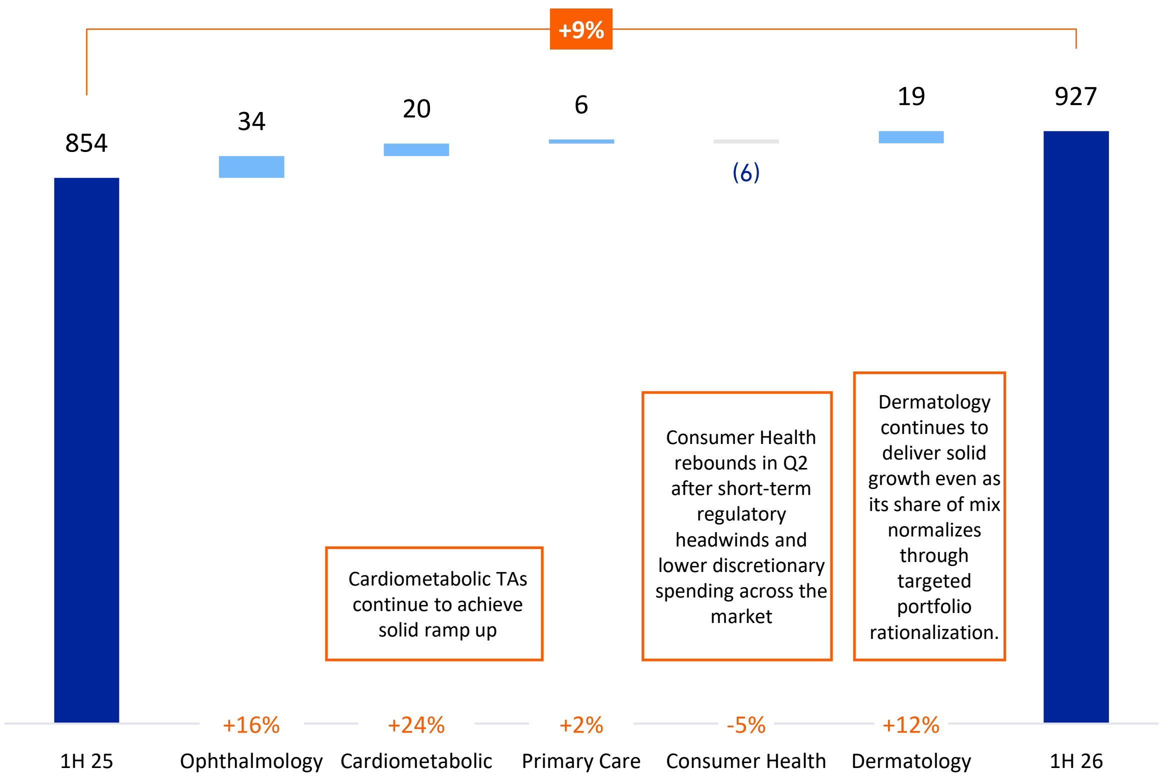
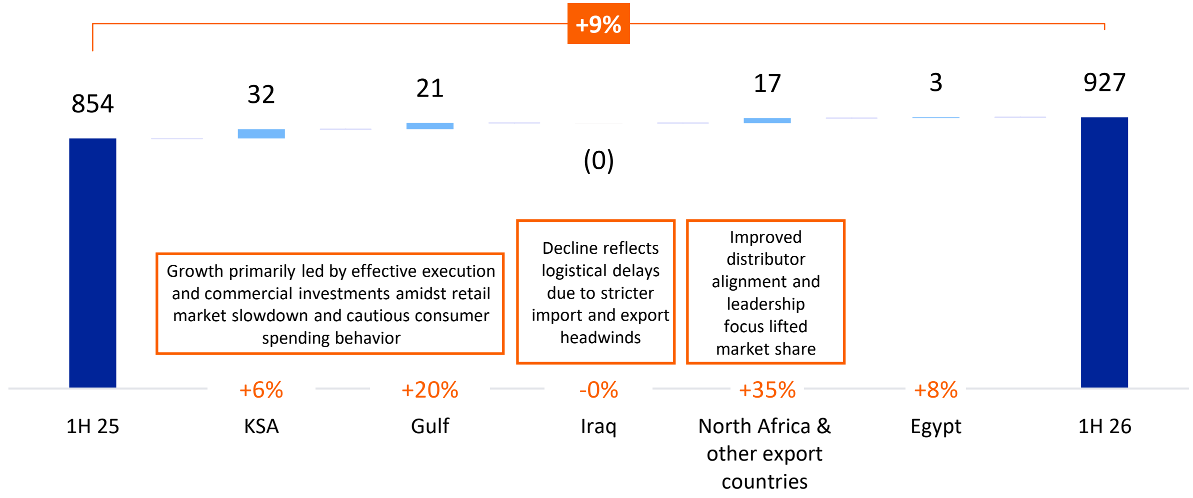
Consistent Growth Across Core TAs and Markets

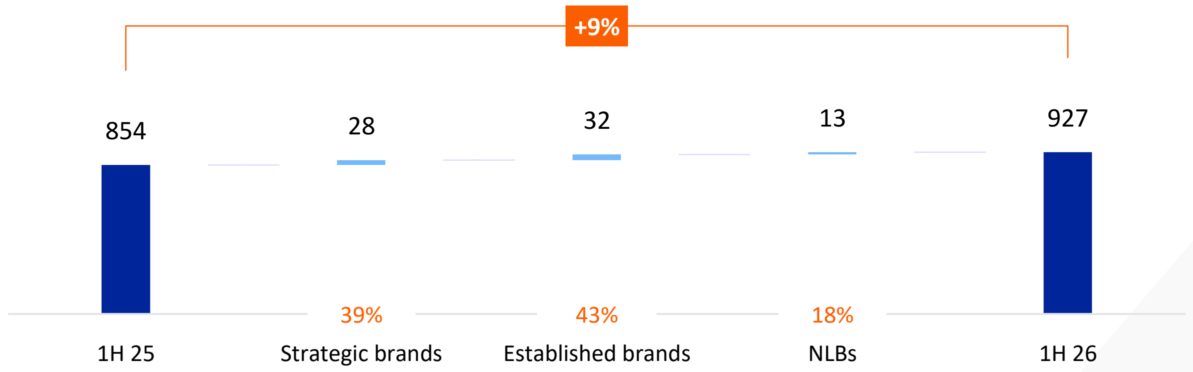
Revenue Contribution by Therapeutic Area, YoY (SARmn)



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 2024

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Building the Future: 65-Strength Pipeline and 21 BD Agreements Signed

New-product development pipeline (65 Products)

28 Under development

20 Ready for SFDA submission

17 Submitted to SFDA

4 Registered in 2026

Ophthalmology (22) and Consumer Health (14) lead the pipeline, followed by Cardiovascular (8), CVS/GIT/Derma (6 each) and Anti-diabetes (6).

Business development: signed & progressing

21 Agreements signed

11 Already under SFDA review

5 Signed in 1H26

Signed agreements by therapeutic area

Cardiometabolic	5
Ophthalmology	4
Immunology	3
Anti-Infective	3
General Health	2
GIT / Derma / CH	3

Tolling Arrangements: Viatris portfolio commercialization expected in Q4-2026, Pfizer portfolio commencing Q3-2026 at new KAEC site

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Six Priorities For The Six Months Ahead…

01 Sustain market outperformance across key therapeutic areas and markets

02 Complete the KAEC Facility acquisition and integration into JP’s manufacturing footprint

03 Incorporate and Operationalize the Jamjoom Pharma x Lifera Joint Venture

04 Secure registrations of JP’s first ever biosimilars

05 Drive measurable returns from the refreshed organizational structure

06 Accelerate digital transformation and deploy targeted AI capabilities

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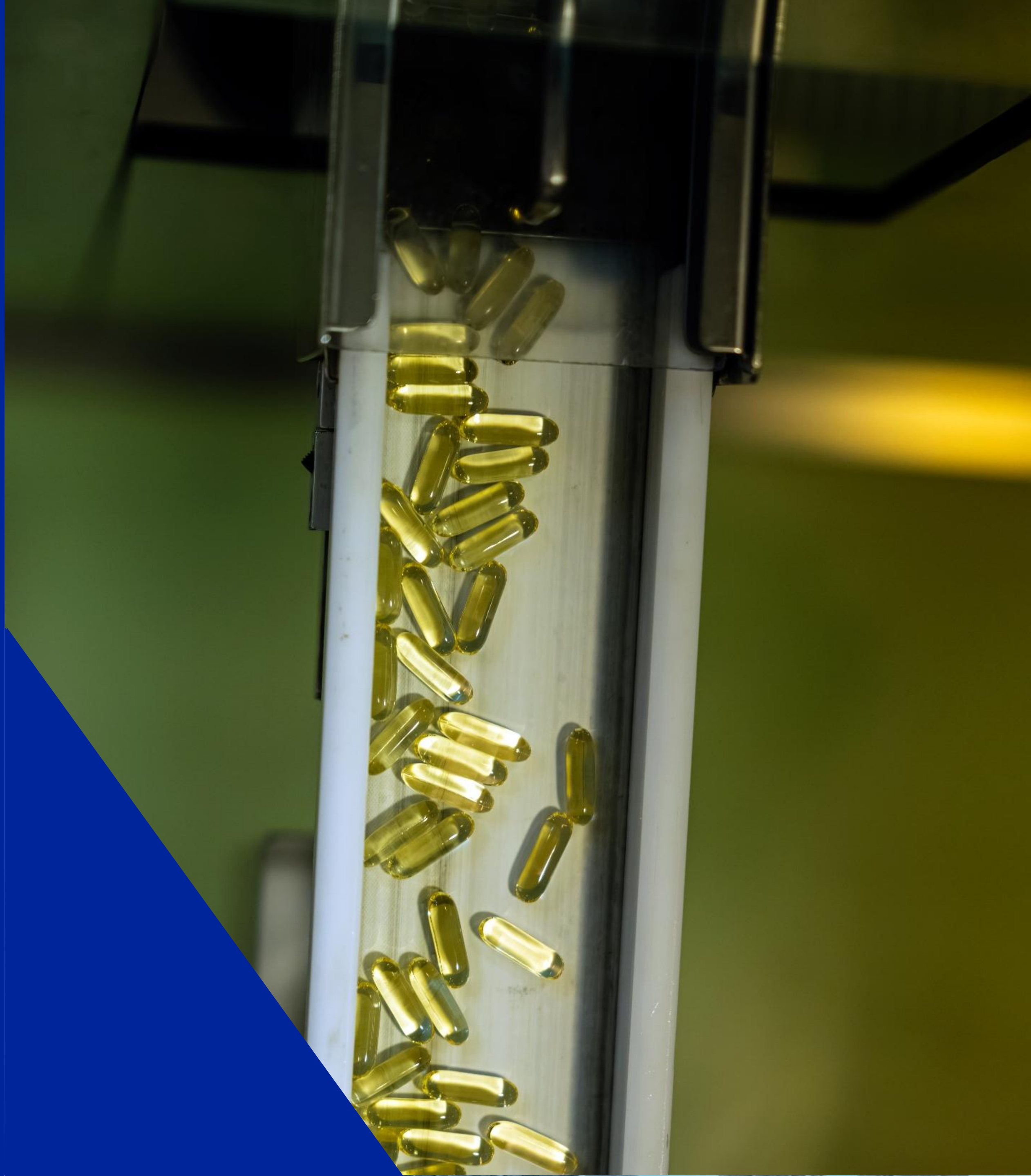
Outlook and Guidance



Reiterating Guidance Despite Saudi Market Slowdown And Geopolitical Impact

	FY 26-27 Guidance
Revenue growth	10-12% (CAGR)
EBITDA margin	33-35%
CAPEX	6-9%
Dividend (semi-annual)	50-60% payout subject to optimum capital allocation decision

Q&A

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