Jamjoom Pharma
جمجوم فارما

Earnings Presentation

1Q 2026

Jeddah | 23 April 2026

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Business and Strategy Highlights

Tarek Hosni, CEO

1Q 2026 Highlights: Sustained Profitability Through Disciplined Execution

Metric	1Q 26	YoY	Value	Commentary
Revenue (SAR mn)	1Q 26	+5% YoY	481	Our strongest quarterly sales performance to date, underpinned by continued success in strategic delivery across key therapeutic areas and markets
EBITDA (SAR mn)	1Q 26	+8% YoY	187	Improved operating leverage and cost discipline resulting in a 38.8% EBITDA margin
Net Profit (SAR mn)	1Q 26	+7% YoY	168	Revenue growth and operational efficiencies, supported by lower expected credit losses to achieve Net Margin of 34.9% and EPS of SAR 2.4
# of Brands	1Q 26		147	2026 new launches on-track to commercialize in coming quarters
FCF* (SAR mn)	1Q 26	+15% YoY	180	Delivered strong cash performance with 96% FCF conversion and a healthy cash balance of SAR 206.1 million
Units Produced (Mn)	1Q 26	+15% YoY	47	Targeted focus on high-value SKUs, improved inventory management, and stronger supply-chain planning enhanced production efficiency and demand responsiveness.

*Free Cash flow: calculated as EBITDA - CAPEX

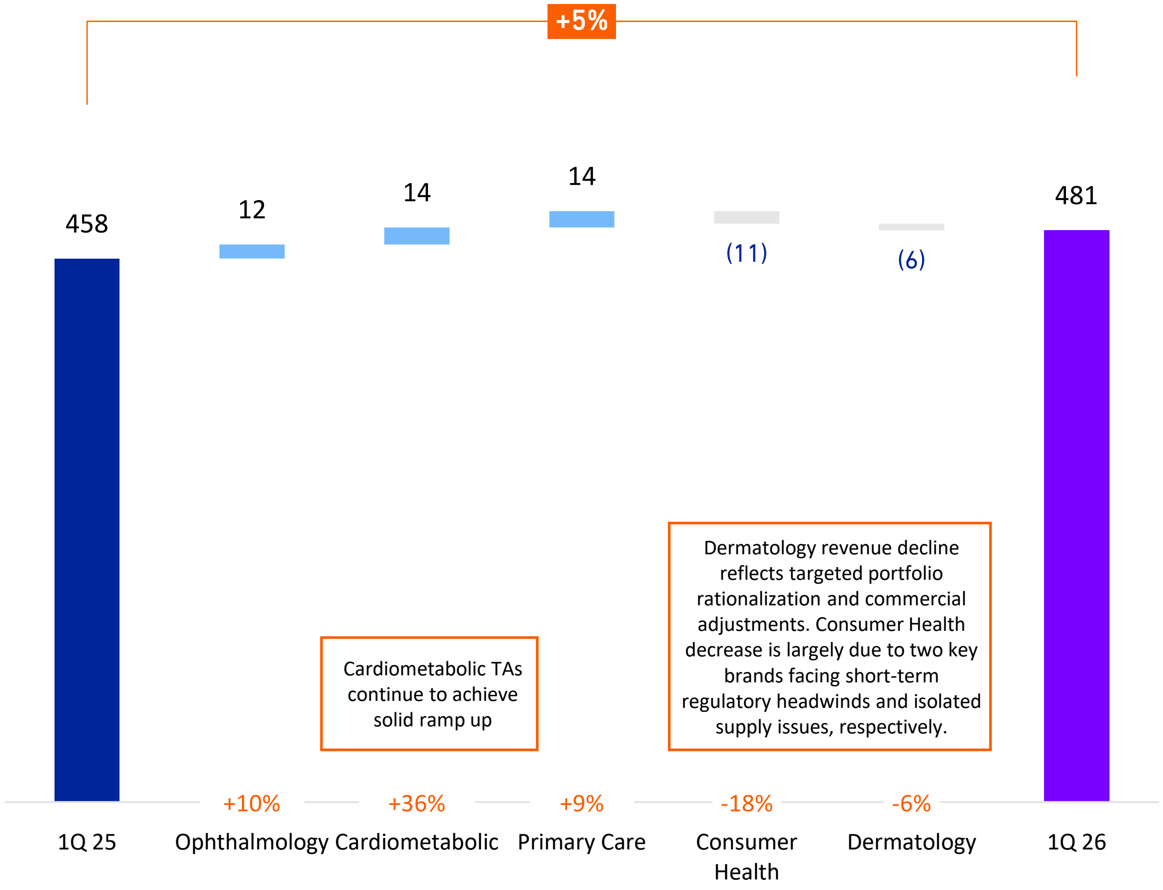
Operational Momentum and Portfolio Progress Amid Market and Geopolitical Challenges

Saudi Market	• YTD February, Saudi Retail Market[1] declined by 6.9% (JP down 2%) • MAT February, Saudi Retail Market[1] grew 8.6% (JP up 23%) • Post strong 1Q25 growth (~150% vs 1Q24), Saudi tender sales held flat in 1Q26 despite lower order phasing—signaling structurally higher run-rate • Consumer Health demand softened amid cautious consumer spending.
Export Markets	• Gulf (+9%) delivered a solid start to the year on steady execution, geopolitics likely to impact this market • Iraq (-2%) reflecting logistical delays due to stricter export & import regulations • Egypt (-2%) due to planned forecasting, while other export markets grew +7%, supporting diversification
Portfolio Transformation	• 36% growth in cardiometabolic[3] TAs • 3 new SFDA registration & 58 products in robust development pipeline • Signed 4 new BD agreements in 1Q 2026, strengthening JP's future pipeline • Viatris toll manufacturing portfolio commercializing in Q2 2026
Manufacturing	• Jeddah main facility operating at a high 93% utilization, to address strong demand • Jeddah sterile facility continued ramp-up, reaching 72% utilization (+178% YoY) • Egypt facility scaling ahead of plan, with 56% utilization and over 7m units produced

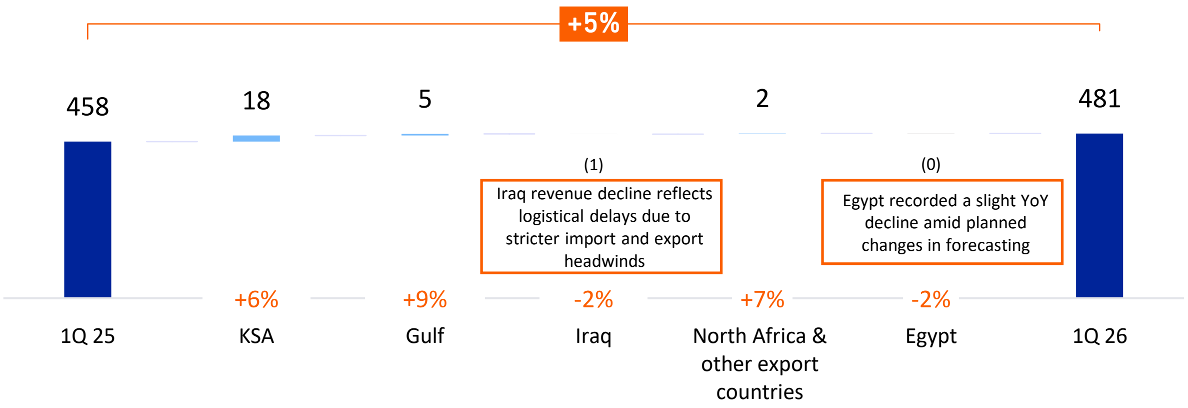
[1] IQVIA Retail KSA Retail Market Data - Feb 2026

Consistent Growth Across Core TAs and Markets

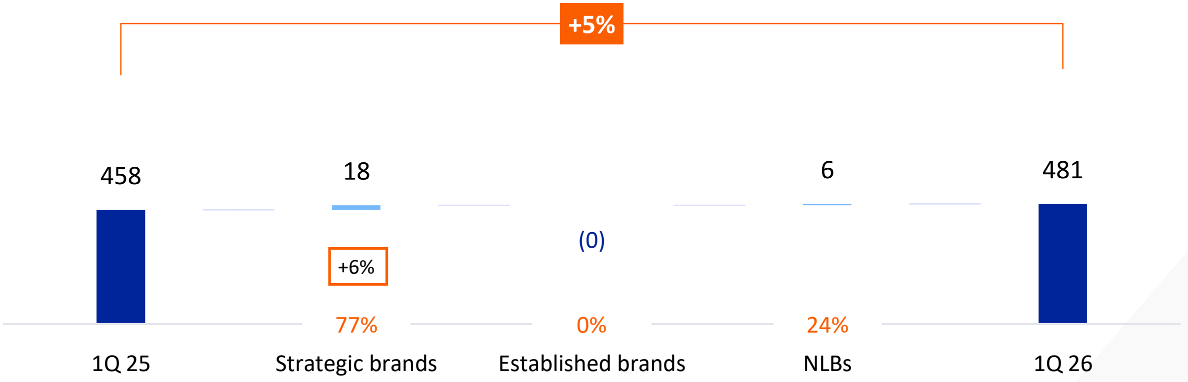
Revenue Contribution by Therapeutic Area, YoY (SARmn)



Revenue Contribution by Country, YoY (SARmn)



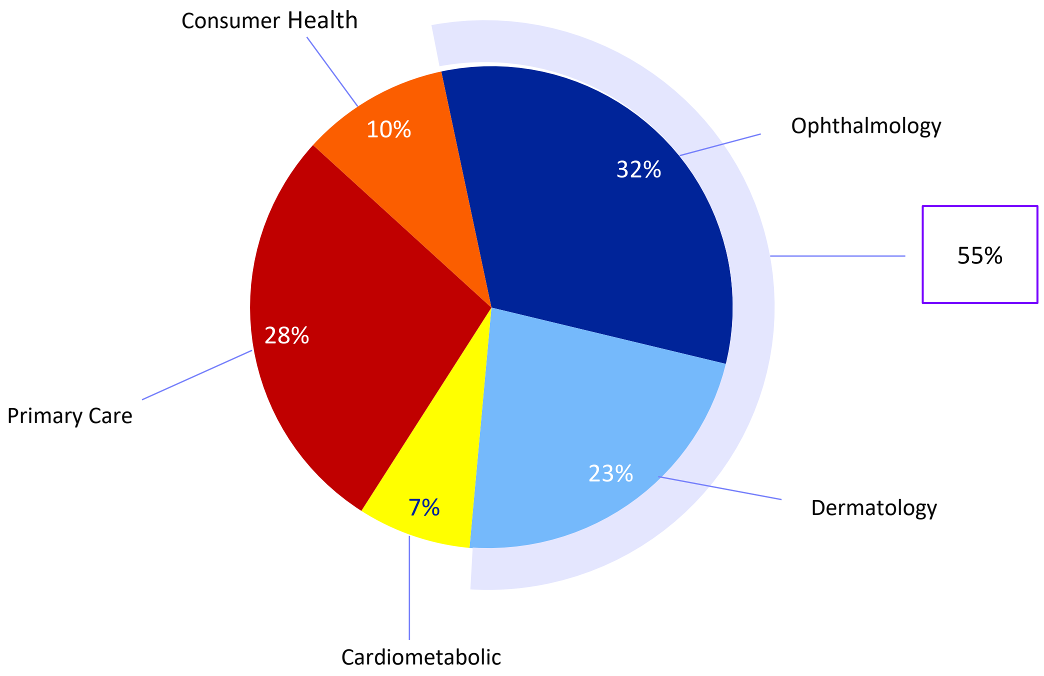
Revenue Growth Contributors[1], YoY (SARmn)



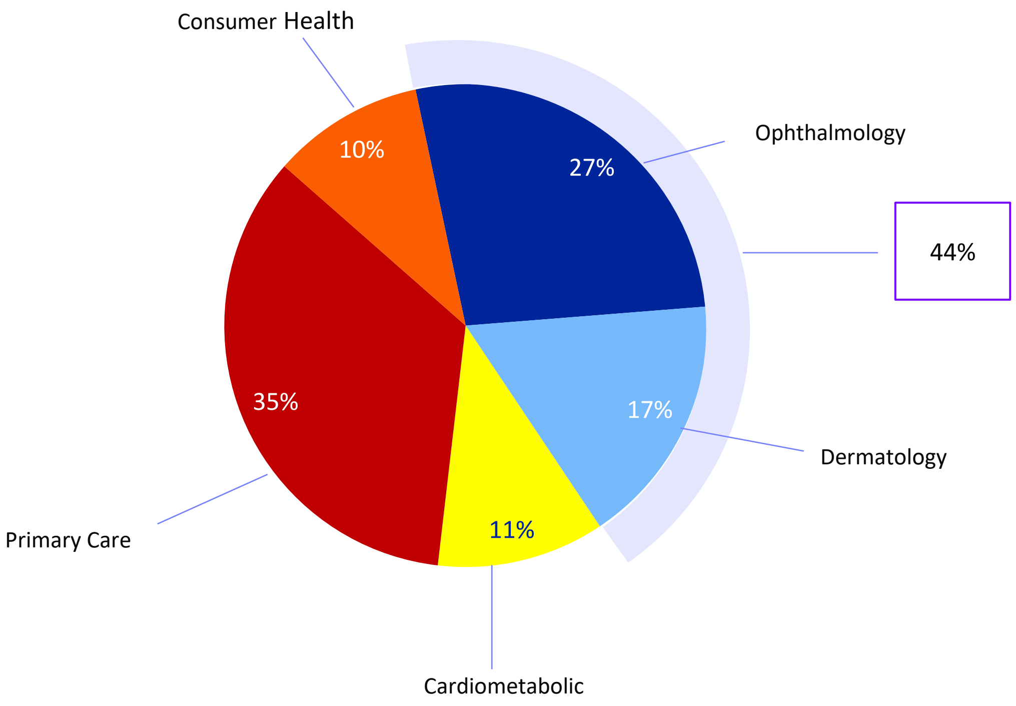
[1]Established brands – Existing brands within the portfolio with less commercial focus
Strategic brands – Existing brands within the portfolio with high revenues / high margins and enhanced commercial focus
NLBs – Newly launched brands – brands launched since 2024

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

2021 Revenue Contribution by Therapeutic Area (SARmn)



1Q 2026 Revenue Contribution by Therapeutic Area (SARmn)



Update on JP’s Strategic Potential Initiatives

JV with PIF (Lifera)

- Localization of Vaccines and Biologicals
- Current status: Shareholder Agreement finalization

Manufacturing Expansion

- Exploring potential acquisitions to enhance future capacity growth
- Announced strategic agreement to manufacture Viatris brands in KSA

Portfolio Transformation

- Exploring opportunities for In-Licensing & Strategic alliances to optimize reach & impact

Strategic Market Localization

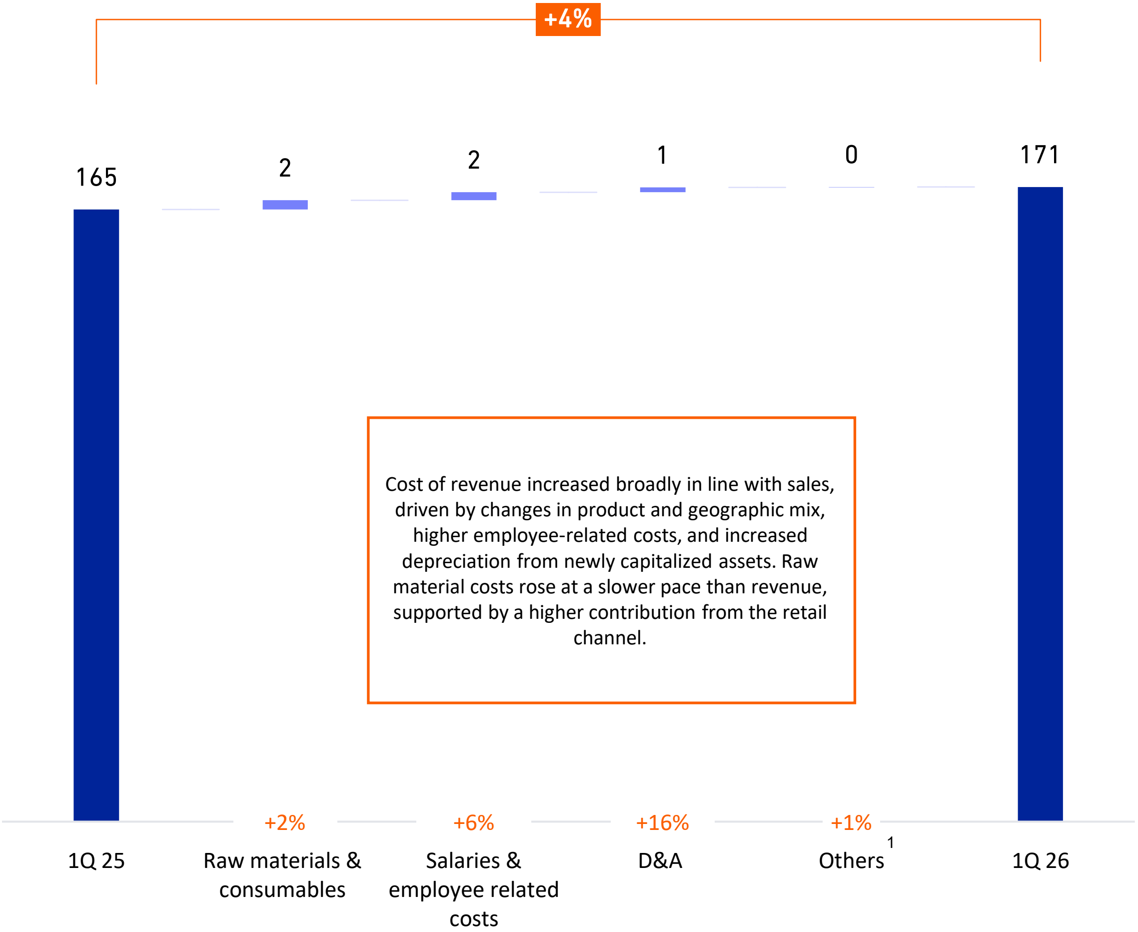
- Exploring options to localize JP in key strategic markets

Financial Highlights

Anwer Mohiuddin, CFO

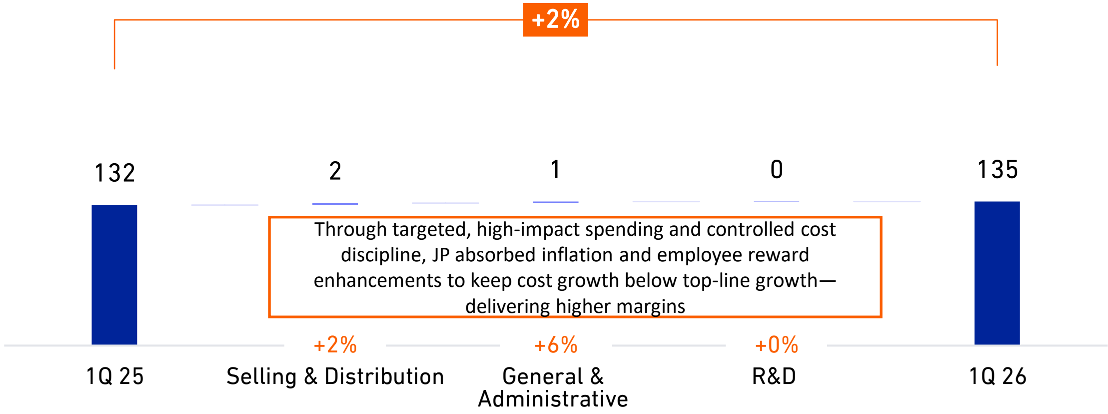
Disciplined Cost Management to Support Business Growth

Total Cost Of Revenue Movement YoY (SARmn)



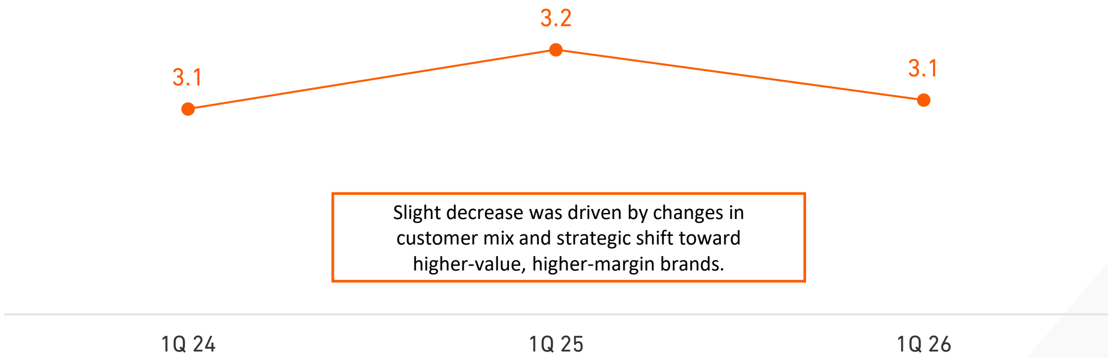
Cost of revenue increased broadly in line with sales, driven by changes in product and geographic mix, higher employee-related costs, and increased depreciation from newly capitalized assets. Raw material costs rose at a slower pace than revenue, supported by a higher contribution from the retail channel.

Operating Expenses Movement YoY (SARmn)



Through targeted, high-impact spending and controlled cost discipline, JP absorbed inflation and employee reward enhancements to keep cost growth below top-line growth—delivering higher margins

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.

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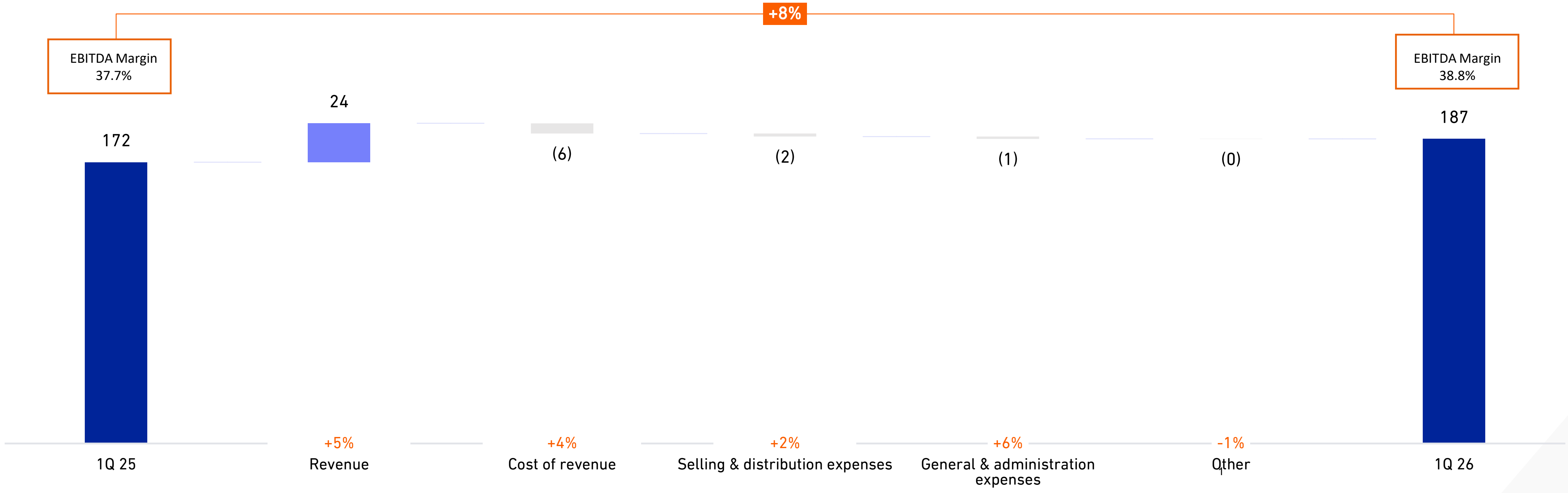
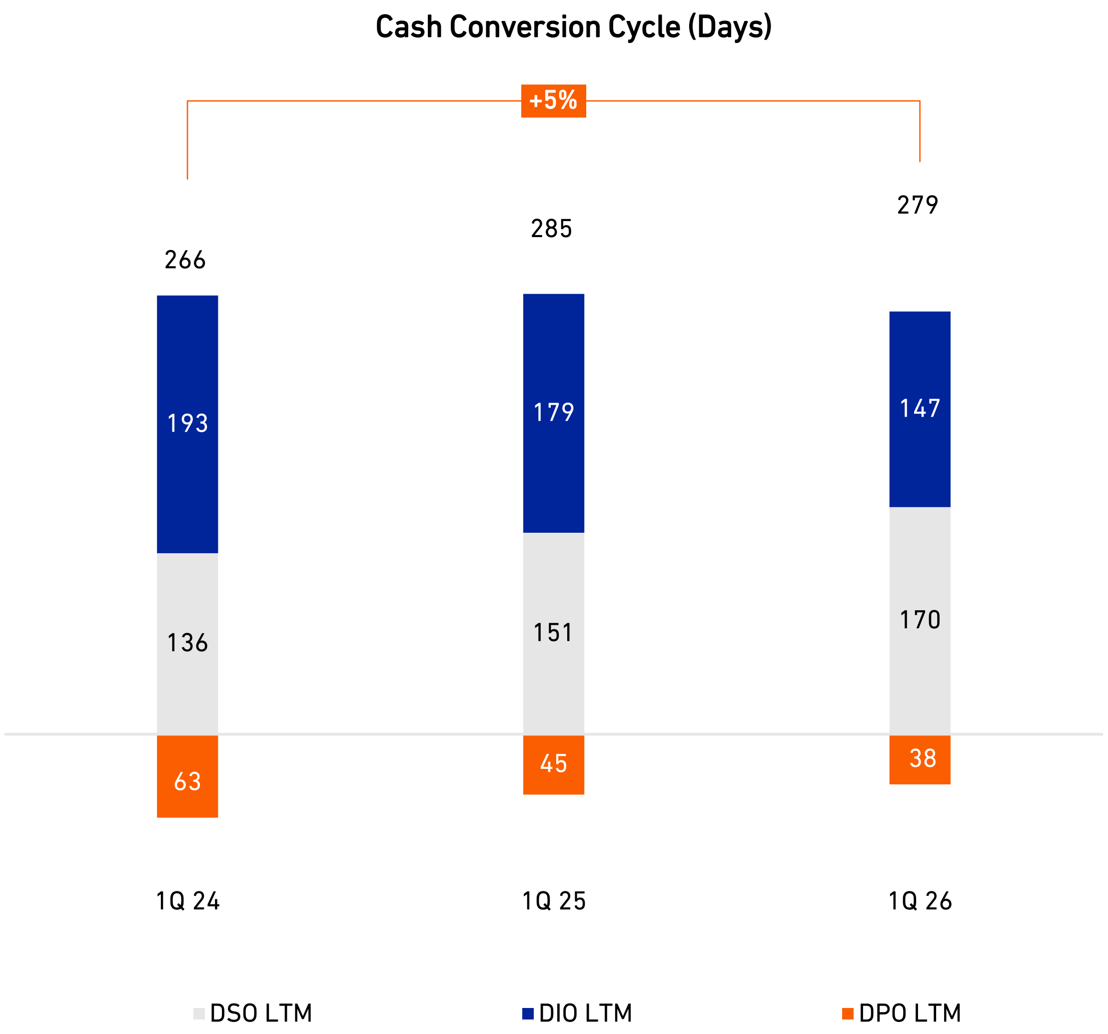
Expanding Margins Through Solid Revenue Delivery and Cost Efficiencies

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

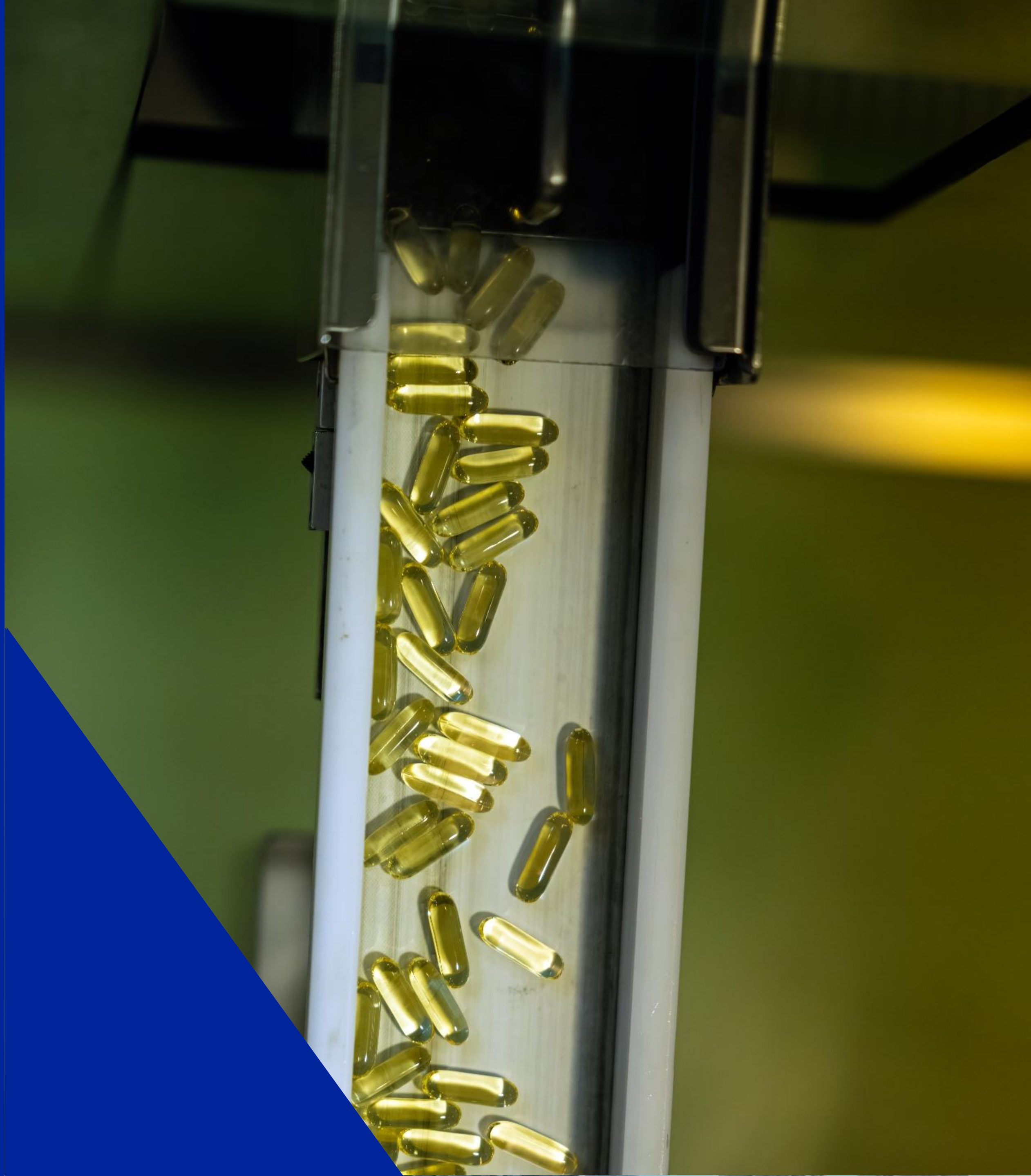
Scaling Working Capital to Support Continuous Growth



- Improved inventory days drove a reduction in the cash conversion cycle (CCC) to 279 days (-2% YoY), despite higher receivable days (DSO) which were offset by a reduction in inventory days (DIO).
- Working capital reached SAR 886 million (+13.7% YoY) signaling our ability to support topline acceleration without overextending operational cycles to sustain business expansion.
- Receivable days (DSO) increased to 170 (+19 YoY), reflecting the impact of institutional receivables with longer payment terms.
- Inventory days (DIO) declined to 147, reflecting improved inventory efficiency while maintaining adequate stock levels to support demand and enhance supply-chain responsiveness.
- Payable days (DPO)[1] 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 206.1 million as of 31 March 2026, 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: Guidance Maintained Though Challenging Geopolitical Landscape

	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