Almunajem’s Q2-2026 Earnings Presentation

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KEY FINANCIAL HIGHLIGHTS :

ALMUNAJEM Foods

Revenue	Gross Profit	Net Profit
1,674 Mln	366 Mln	182 Mln
-1.5%	43%	156%

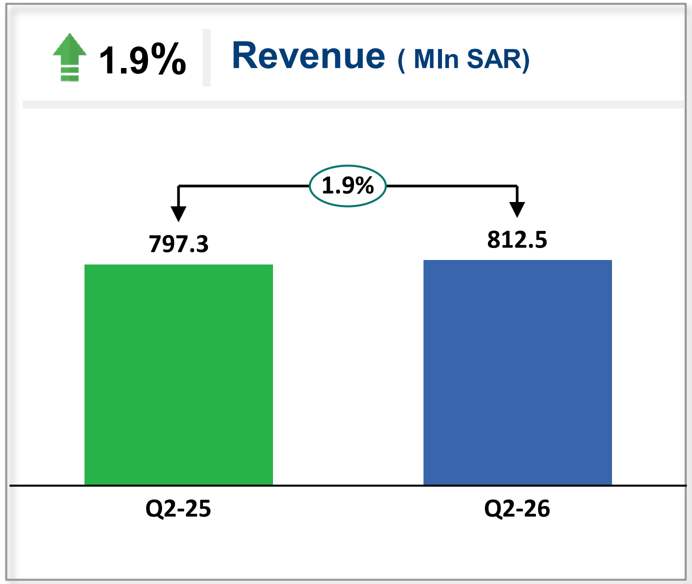
Cash from Opt Act.	NWC to Sales	Debt Equity
268 Mln	14.4%	45%

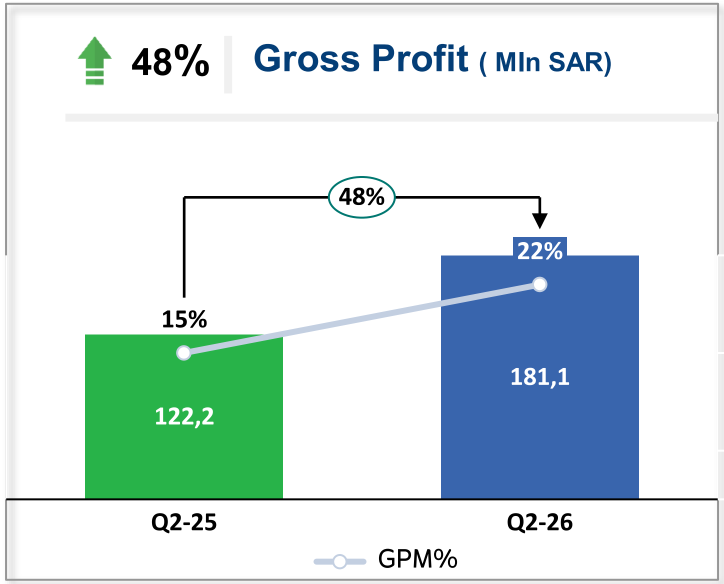
Our Rankings in Terms of Market Share (Retail)

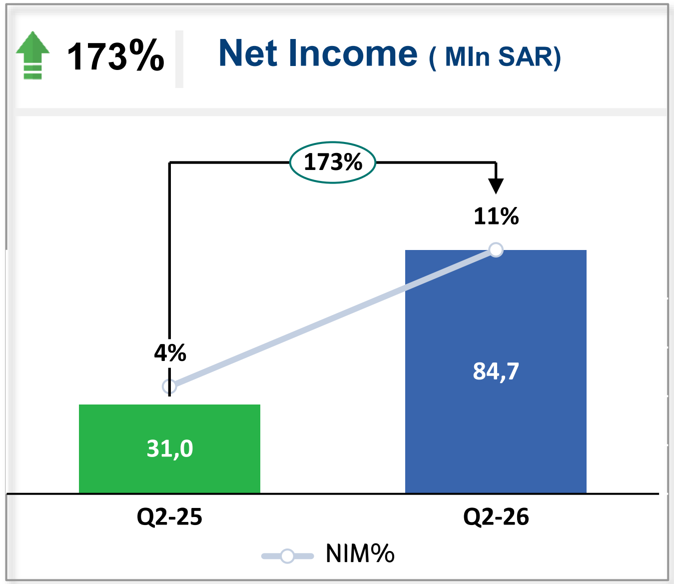
Main Categories	Sub-Categories	Brands	Ranking	Market Share
Red & White Meat	▪ Frozen Whole Chicken ▪ Chicken Franks	Doux	2 1	26.9% 21.4%
	▪ Frozen Minced	Al Anam	1	22.0%
	▪ Frozen Breasts	Dari Doux	2 4	16.7% 9.1%
	▪ Chicken Strips	Doux	2	21.4%
Frozen Fruits & Vegetables	▪ Fruits	Dari Montana	1 2	46.7% 34.3%
	▪ Vegetables	Montana Dari	2 3	17.2% 12.3%
	▪ Potato	Lamb Weston Dari	1 5	23.3% 6.9%
Olive & oils	▪ Olives	Coopoliva	1	66.6%
Dairy	▪ Mozzarella ▪ Labneh	President	2 3	23.3% 12.9%
Ready Meals	▪ Frozen Dinners	Dari	1	60.9%

Financial Performance
Q2’ 2026

FINANCIAL PERFORMANCE – 3 MONTHS





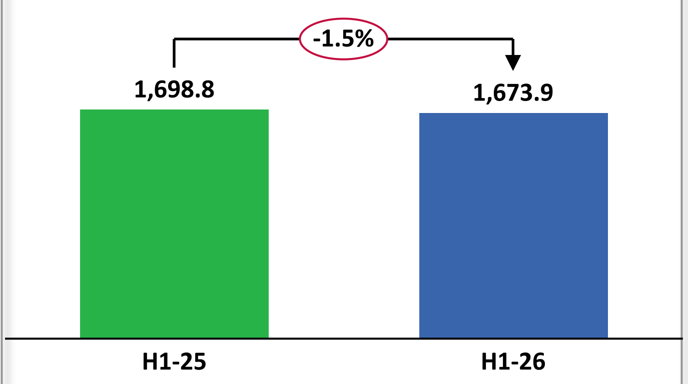


Commentary for Q2 2026:

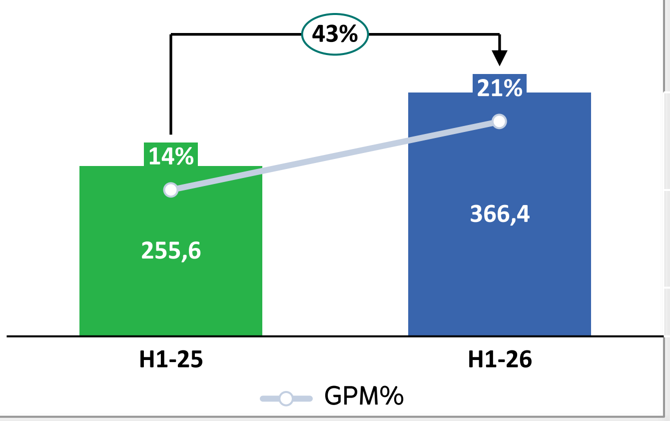
- **Revenue Increase** in **by 1.9% due to improvement in the market conditions compared to similar period of last year**
- **The increase in gross profitability driven by improved profit margins across most major product categories and improved sales mix**
- **The increase in net profit was driven by higher gross profitability**

FINANCIAL PERFORMANCE – 6 MONTHS

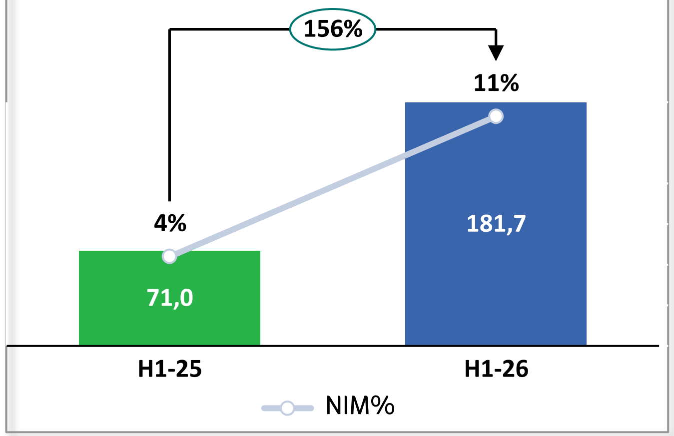
1.5% | Revenue (Mln SAR)



39% | Gross Profit (Mln SAR)



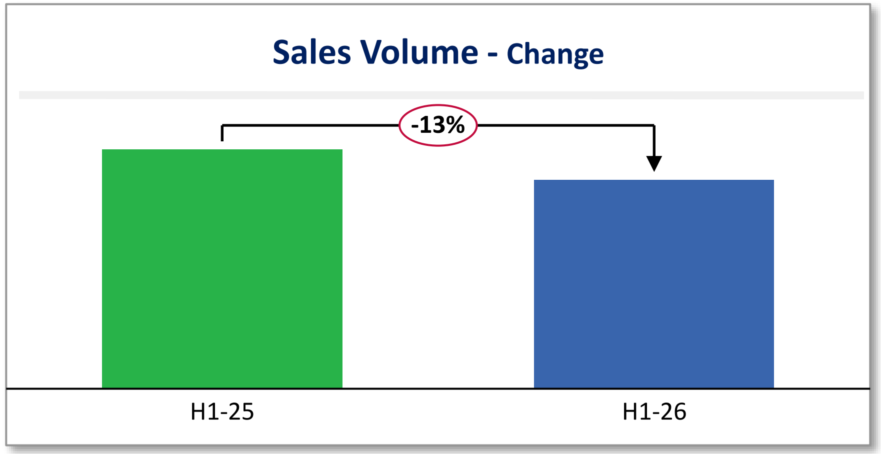
143% | Net Income (Mln SAR)

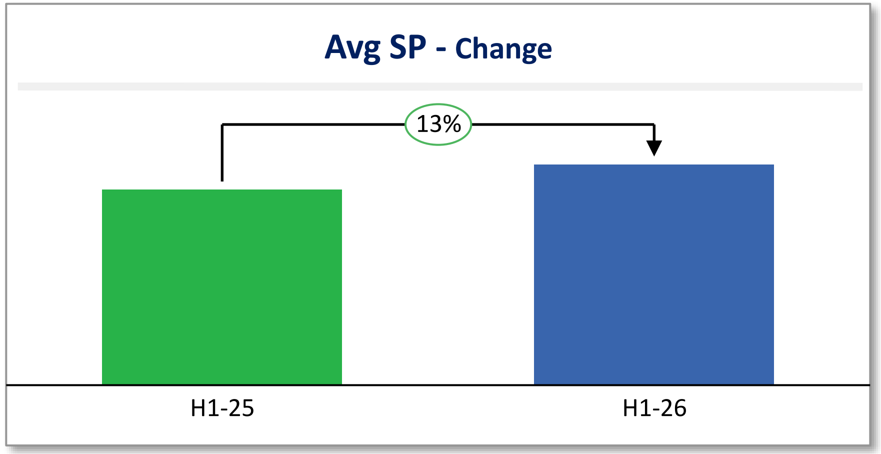


Commentary for H2 2026:

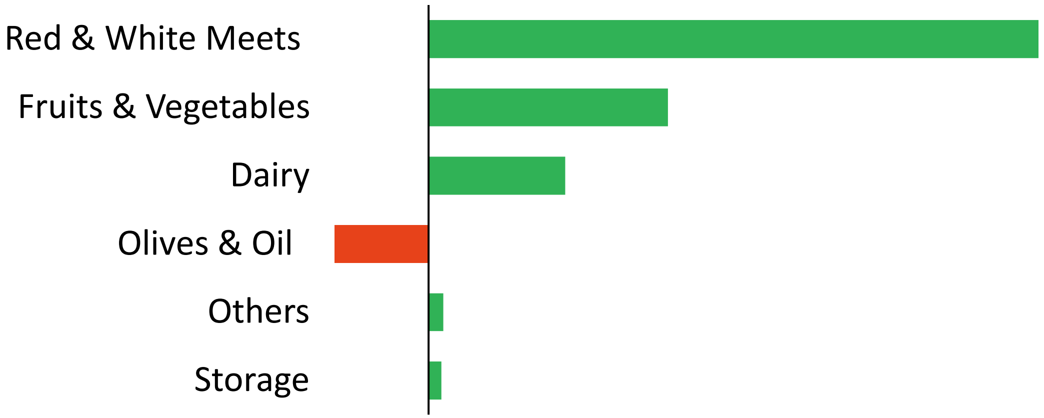
- **Revenue dropped slightly by 1.5% during the current period of 2026 compared to the corresponding period of 2025, primarily due to lower sales volumes**
- **Higher gross profit resulting from improved profit margins across most major product categories supported by relatively improved market conditions.**
- **The increase in net profit was driven by higher gross profitability and further supported by effective management of operating expenses and finance cost**

Segmentation Analysis





Gross Profit– Growth by Major Categories

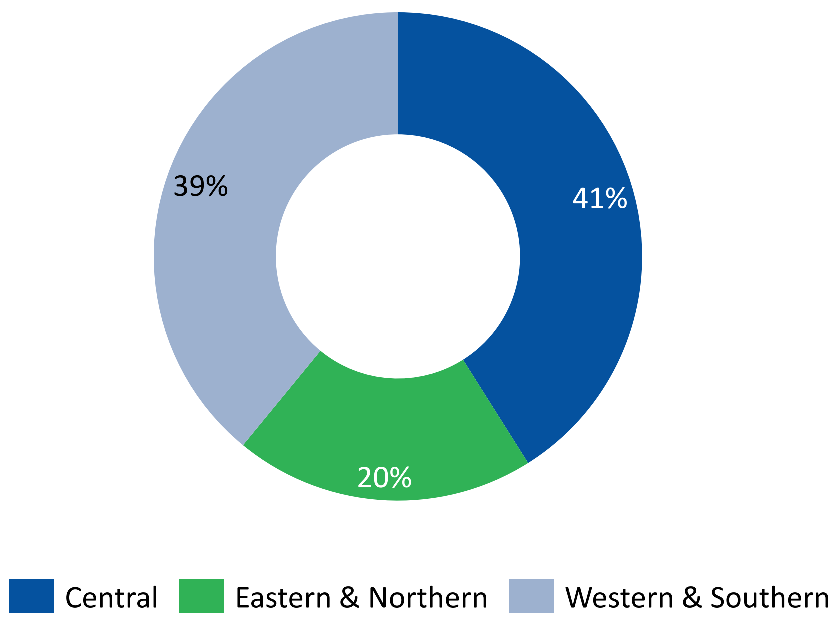


Gross Profit– Growth by Channels

Revenue Contribution by Region

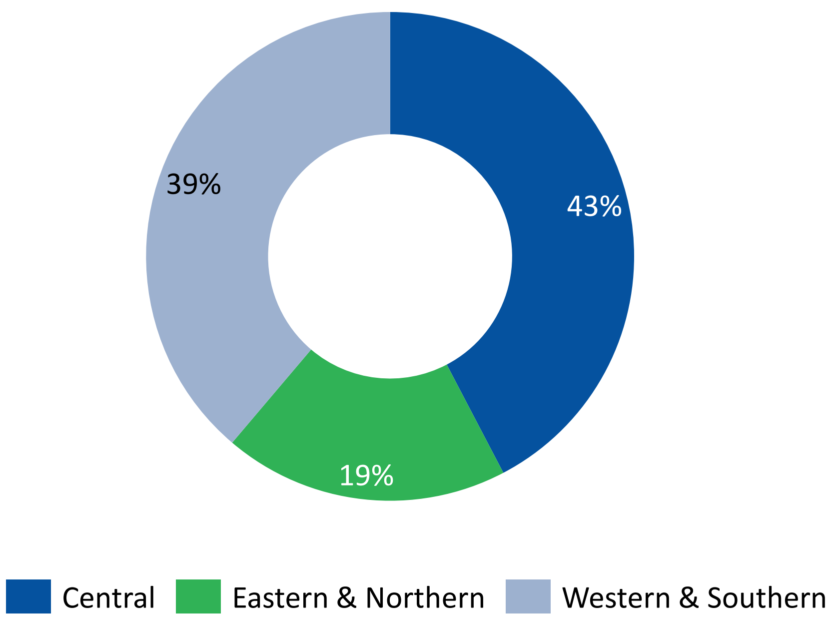
H1-2025

CONTRIBUTION BY REGIONS

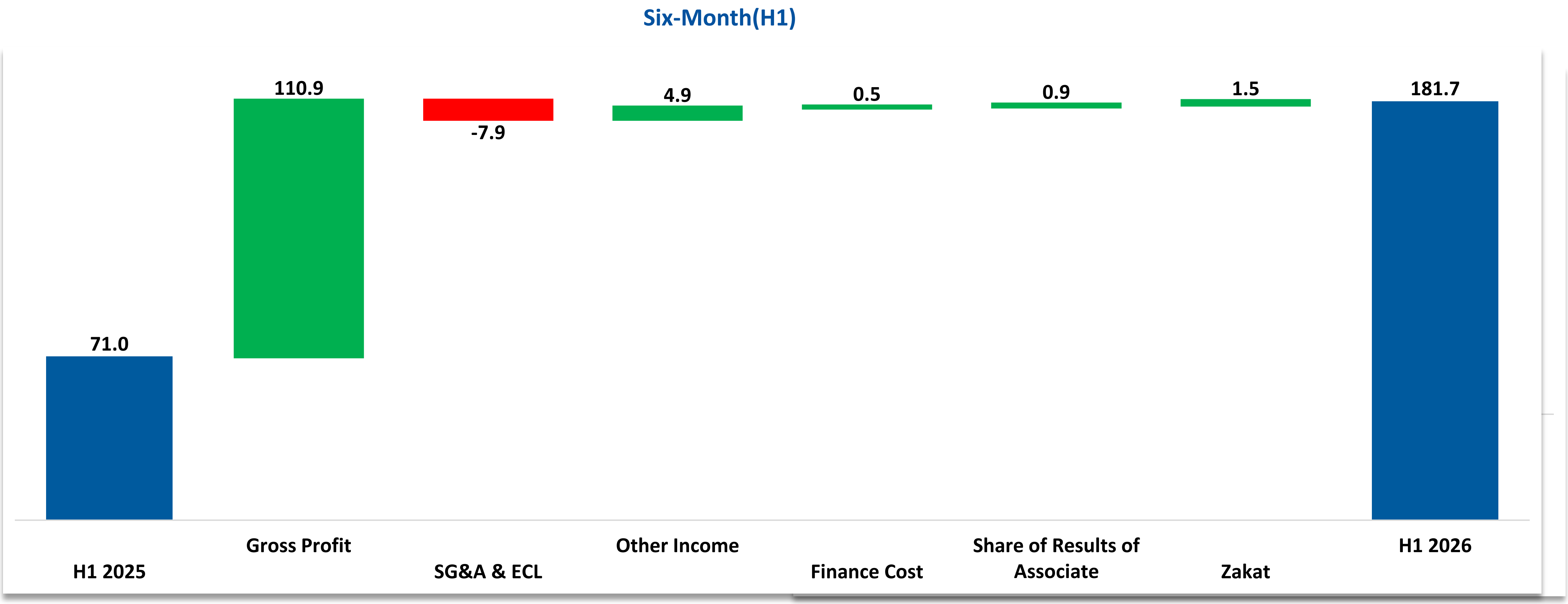


H1-2026

CONTRIBUTION BY REGIONS

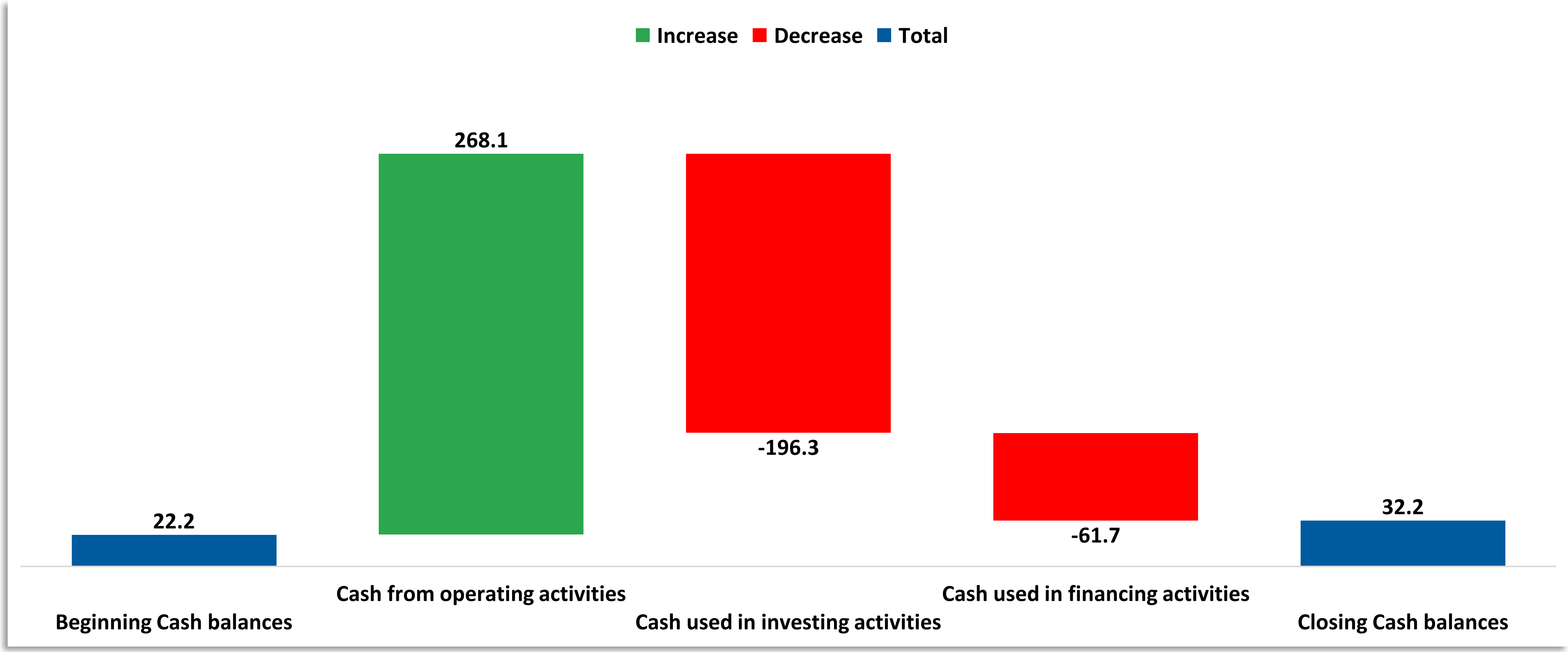


Net Income Bridge – H1



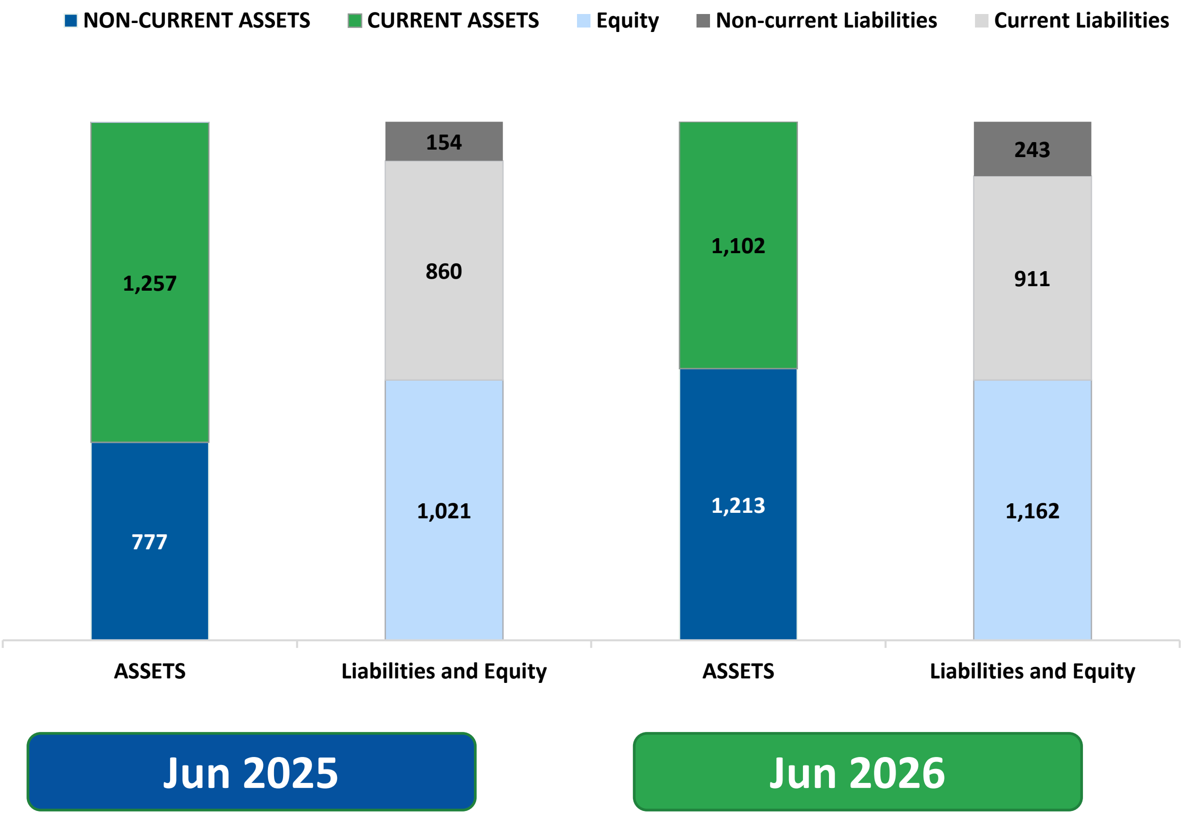
❖ H1-26 net income increased by SAR 110.7M (156%) vs. H1-25, driven by higher gross profitability together with a favourable movement in other income, finance cost, and share of results of associate.

Cash flow bridge– H1 2026



❖ H1-26 net cash from operating activities reached SAR 268.1M, a swing of SAR +287.9M versus a SAR 19.8M net cash outflow in H1-25, driven by stronger operating profitability and favourable working capital movements.

Prudent Financial Management



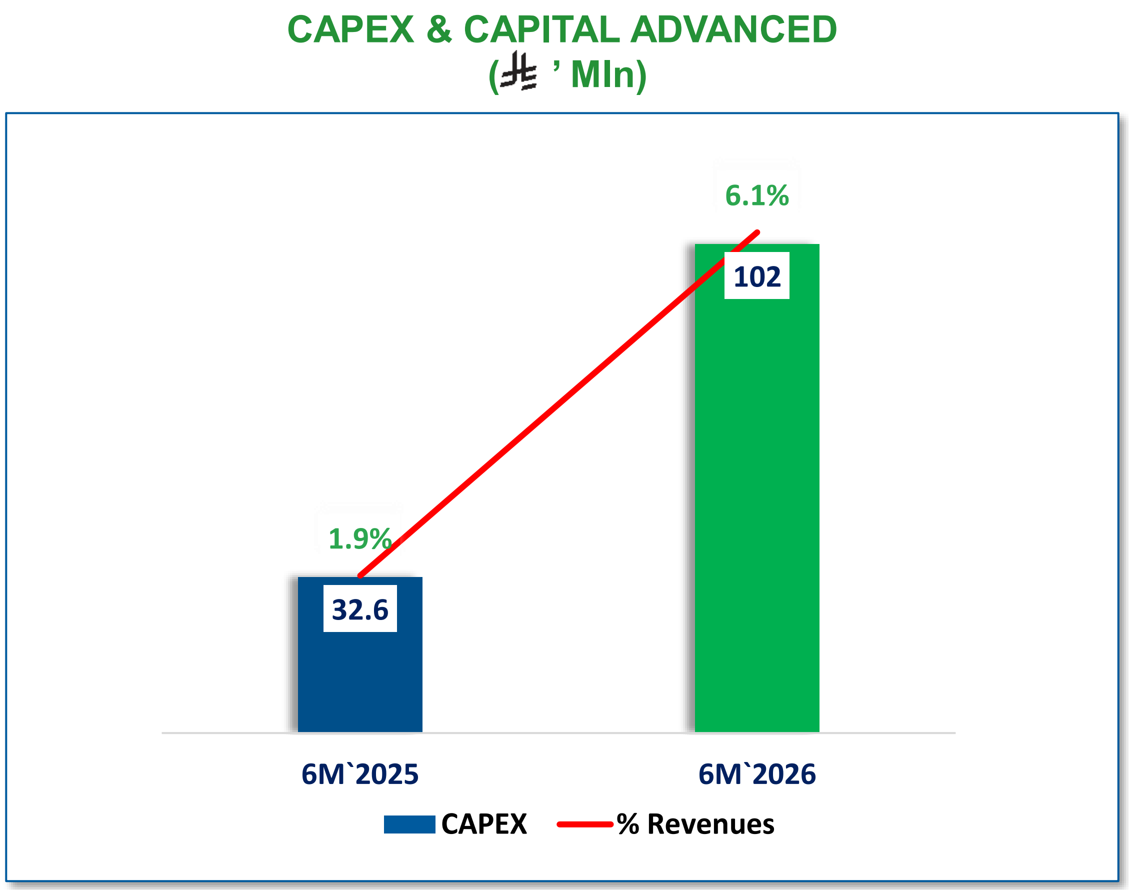
Ratio			Jun-25	Jun-26
Profitability	Return on Equity	%	14%	31%
	Return on Assets	%	7%	16%
Activity	Trade receivables	Days of Sales	33	39
	Inventory	Days of COS	90	95
	Trade payables	Days of COS	50	48
Solvency	Debt to Equity*		33%	45%
	Debt Ratio**		50%	50%
Liquidity	NWC-to-Sales	%	18%	14%
	Current Ratio	x	1.5	1.2

- **Efficient working capital management:** NWC to sales ratio dropped from 18 % to 14%
- **Low leverage position.** Company enjoys a low leverage position with debt-to-equity ratio of 45%.

** Debt to Equity: (total loans + Lease) / Equity*

***Debt Ratio: Total Liabilities / Total Assets*

CAPEX & CAPITAL COMMITMENTS



The company have Capital commitments of SAR 30.1M as of June 2026

❖ YTD June 2026, CAPEX increased compared to H1 2025 mainly due to on-going growth projects such as meat factory and Loadly.

Operational Updates
Q2’ 2026

KEY STRATEGIC PROGRESS ACROSS GROWTH PILLARS

01 Local Content & Backward Integration

New Meat Factory

97% complete — kick-off delayed to early Q4 2026 due to the geopolitical situation

02 Product Diversification

Project Chilled — Fresh Chicken

Growing gradually at a good pace; now ~20% of total poultry sales and expected to become a substantial part of the portfolio. Delivery routes are becoming more efficient as volumes grow.

Product Innovation

Continued innovation within existing categories — 20 new SKUs launched so far this year

03 Third-Party Logistics — Loadly

99% Riyadh WH1 Utilization	**Jun 2026** Jeddah WH2 — Operational
2 New Riyadh WHs (U/C)	**Q4 2026** New Riyadh WHs Handover Expected

04 Strategic Investment — JADCO

On Track

Strategic investment in JADCO is progressing on track

Pending Approvals

SSA execution is subject to approvals from the relevant regulatory authorities and JADCO's Extraordinary General Meeting (EGM)

Q&A

THANK YOU

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