



Almajeedoud
Al majed oud



EARNINGS CALL

Q1 2026 RESULTS

07/05/2026

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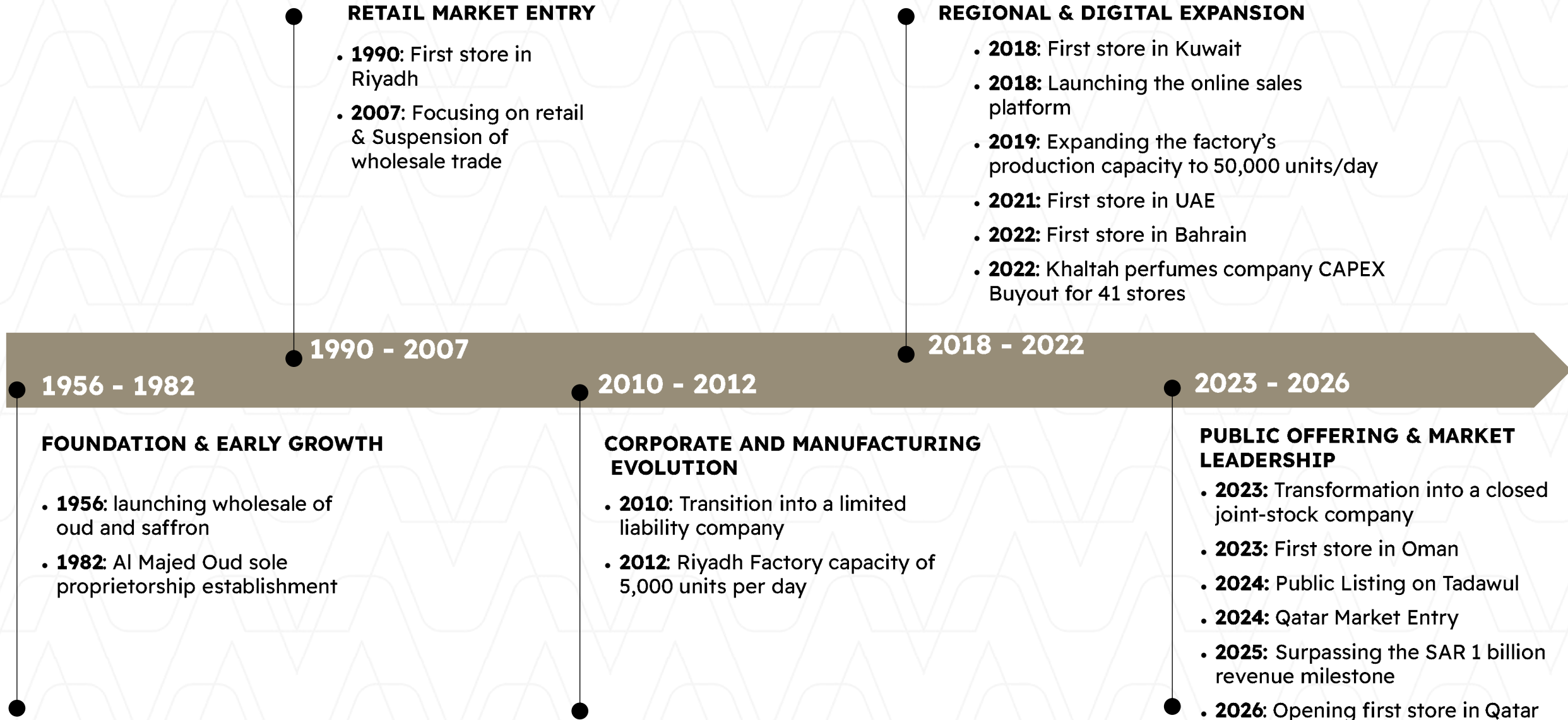
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KEY MESSAGES

- 01.** LEGACY OF GROWTH AND EXPANSION
- 02.** SUSTAINABLE AND SOCIAL RESPONSIBILITY
- 03.** COMPANY ORGANIZATIONAL STRUCTURE
- 04.** KEY OPERATIONAL INDICATORS
- 05.** FINANCIAL HIGHLIGHTS & PERFORMANCE



SEVEN DECADES OF TRUST, TRANSFORMATION, AND INNOVATION



SPREADING HOPE AND SUPPORT: Q1 2026 SOCIAL RESPONSIBILITY ACHIEVEMENTS FROM HEALTH AWARENESS TO HUMANITARIAN AID – MAKING A MEANINGFUL IMPACT

The Eid Gift Initiative by Volunteers at the Holy Mosque in Mecca



Al-Majed for Oud presented Eid gifts to volunteers at the Grand Mosque in recognition of their efforts and dedication while serving visitors to the Sacred House of God, in a gesture that reflects a spirit of gratitude and reinforces the values of solidarity and community appreciation.

“Waqar” Association for Supporting the Elderly in the Riyadh Region



Perfumes donated by Al-Majed for Oud were distributed in support of the association’s programs and as a contribution to community service.

Saudi Cancer Society in the Eastern Province



As part of our community outreach efforts, a collection of perfumes were donated to cancer patients in collaboration with the Saudi Cancer Society during the pre-dawn meal in Ramadan, with the aim of supporting the beneficiaries and the Society’s programs.

Technology Access Association for People with Disabilities in the Riyadh Region



Al-Majed for Oud Company sponsored the technology event organized by the Tawasul Association for Technology for People with Disabilities, thereby helping to enhance its social impact.

SPREADING HOPE AND SUPPORT: Q1 2026 SOCIAL RESPONSIBILITY ACHIEVEMENTS FROM HEALTH AWARENESS TO HUMANITARIAN AID – MAKING A MEANINGFUL IMPACT

Association of People with Hearing Impairments in Oman



As part of the community partnership, perfumes from Al Majed for Oud were distributed to support the association, with the aim of enhancing its services and creating a sustainable positive impact for its beneficiaries.

The Omani Down Syndrome Association in Oman



The Omani Down Syndrome Association received support through the distribution of a collection of perfumes, which will help ensure the continuity and development of its services.

Qatar Cancer Society in Qatar



The Qatar Cancer Society was supported through the donation of a collection of perfumes to cancer patients, with the aim of supporting the Society, strengthening its role in caring for beneficiaries, and bringing them joy.

Oman Cancer Society in Oman



Perfumes were distributed to the association in Oman, with the aim of supporting its activities and strengthening its role in serving beneficiaries and the community.

THE COMPETITIVE ADVANTAGES DRIVING AL MAJID OUD'S GROWTH

GROWTH POTENTIAL IN A PROMISING MARKET

Ability to capitalize on market growth, offering investment and expansion prospects

SOLID FINANCIAL POSITION

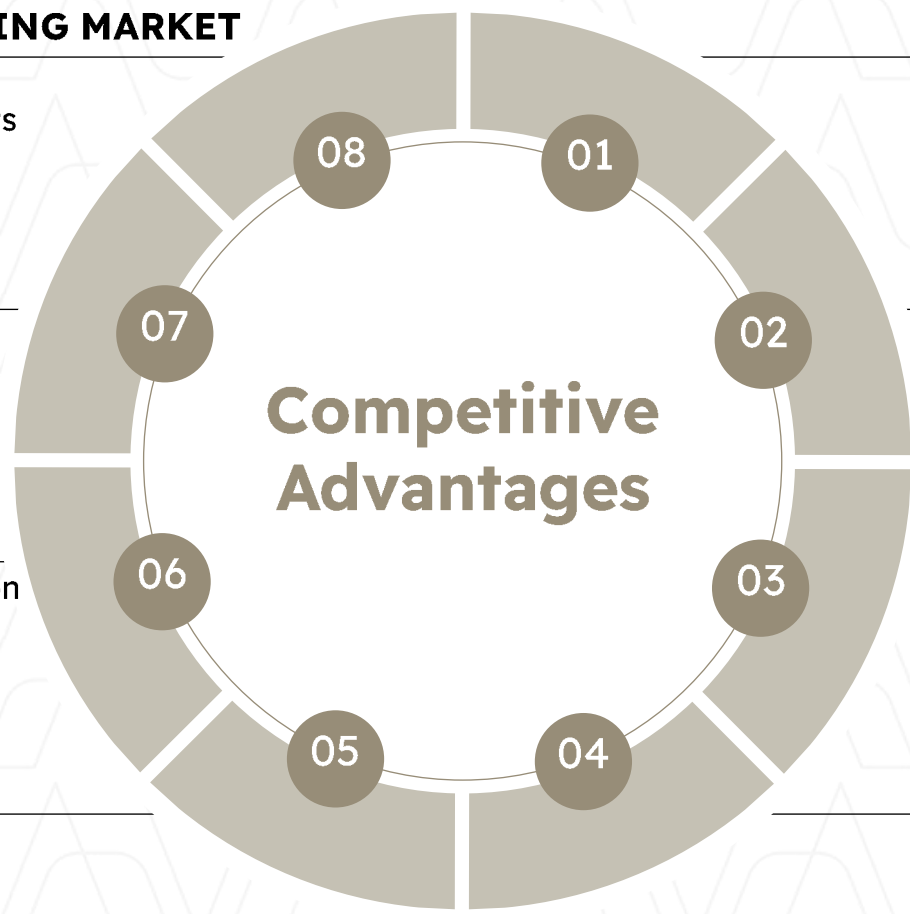
Integrated growth strategy resulting in financial stability and investor confidence

INSPIRING LEADERSHIP & MANAGEMENT

Experienced team driving strategic execution and achieving goals

STRATEGIC PARTNERSHIPS & QUALITY ASSURANCE

Strong supplier relationships ensuring consistent product excellence and market competitiveness



INNOVATIVE & EXPERTISE

Proven track record in creating premium aromatic formulations, establishing a strong industry presence

TRUSTED BRAND

High customer trust and loyalty driven by quality and reputation

UNIQUE PRODUCT VARIETY

Wide range of products catering to varied tastes, fostering high customer retention

INTEGRATED SALES MODEL

Extensive physical and digital sales network for convenient customer access

AL MAJID OUD'S MARK OF QUALITY EXCELLENCE



Good Manufacturing Practices Certification: To ensure continuous production in accordance with international quality standards



ISO 9001 Certification: To ensure quality management and improve production processes, helping meet customer expectations for high-quality products



The factory adheres to strict regulatory standards, including those of the Saudi Food and Drug Authority (SFDA).



The factory adheres to strict regulatory standards, including those of the National Center for Environmental Compliance (NCEC).

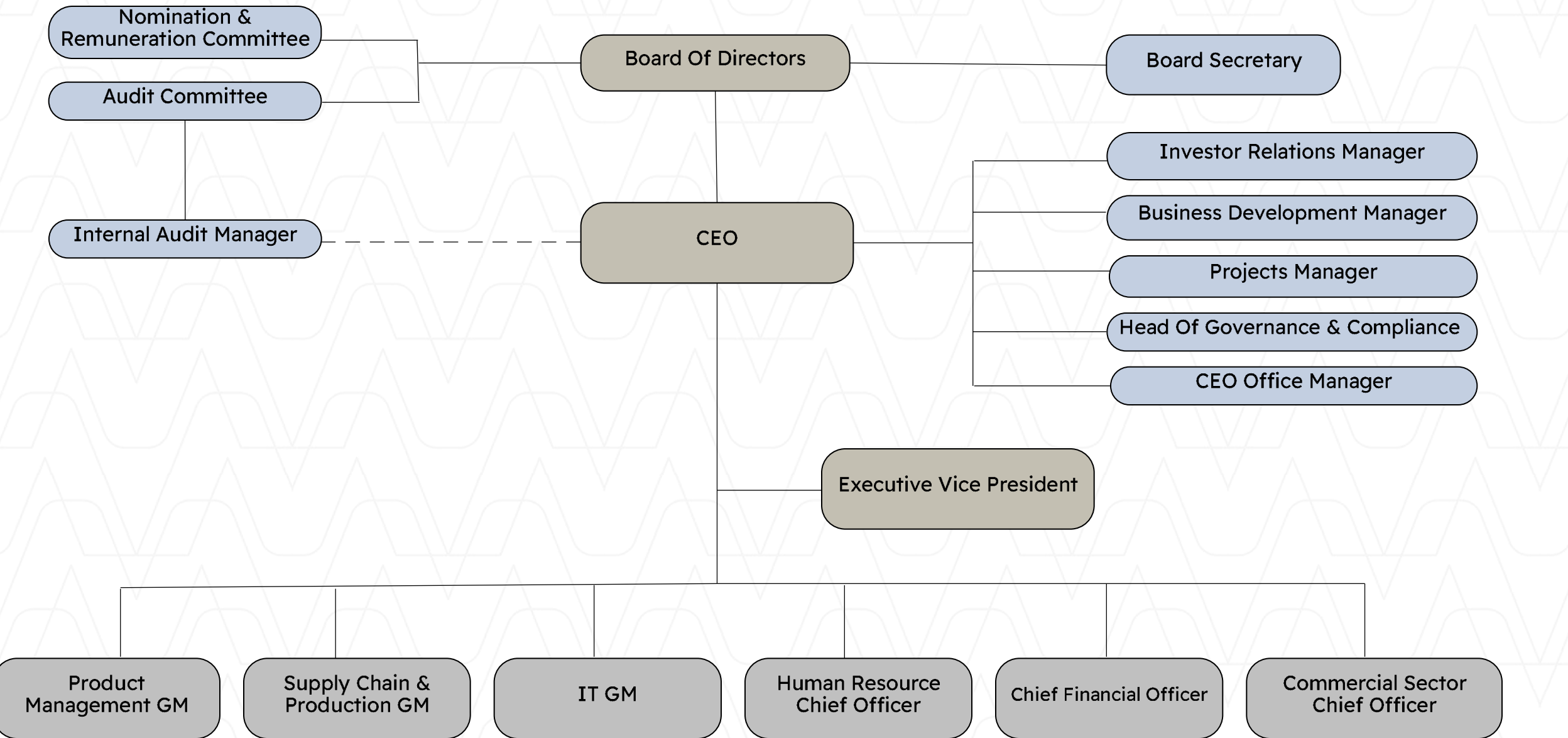


In 2025, the company won first place in the "Let's chain it" competition at the Saudi level, and qualified for the global competition, which is held through the Fresh Connection model and under the auspices of the American Society for Supply Chain Science and the British Institute of Logistics and Transport.



Emirates Quality Management System (EQM) Certification: A conformity mark for products that adhere to regional and international standards, confirming the implementation of an effective quality management system at the factory

COMPANY ORGANIZATIONAL STRUCTURE



KEY OPERATIONAL INDICATORS



**50,000 UNITS DAILY
PRODUCTION CAPACITY
AT OUR FACTORY**

**94% FACTORY UTILIZATION
RATE (OF TOTAL PRODUCTION
CAPACITY)**

**404 STORES AND
PLATFORMS ACROSS KSA
AND THE GULF REGION**

**163 BRANDS WITHIN
AL MAJED PERFUMES
PORTFOLIO (*)**

**571 HIGH-QUALITY
PRODUCTS (*)**

(*) This includes active products after excluding low-performing products, resulting in improved inventory turnover and cash conversion cycle.

Q1 2026 - FINANCIAL HIGHLIGHTS

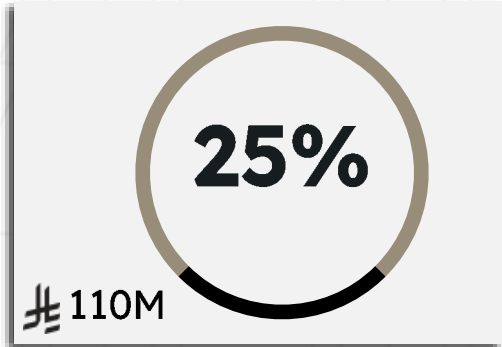
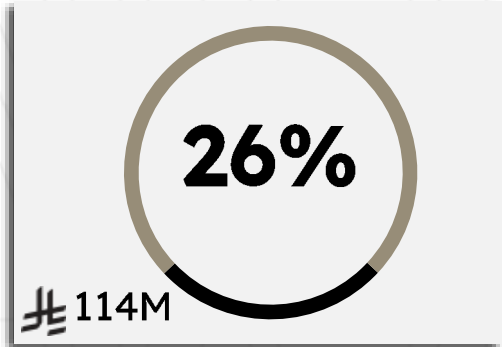
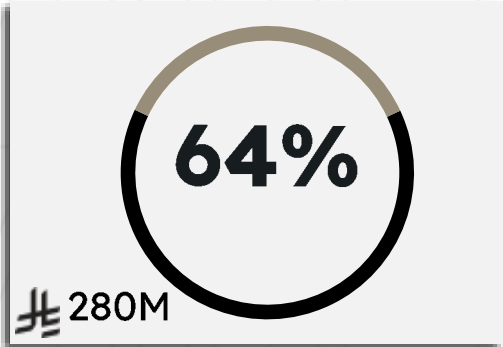
REVENUE

GROSS PROFIT

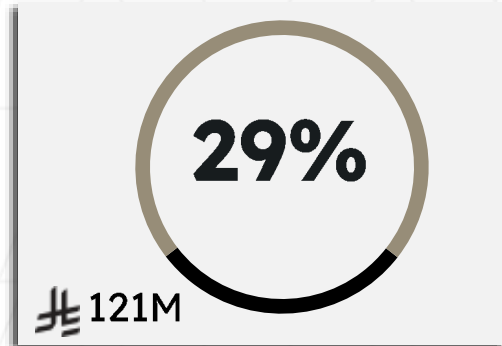
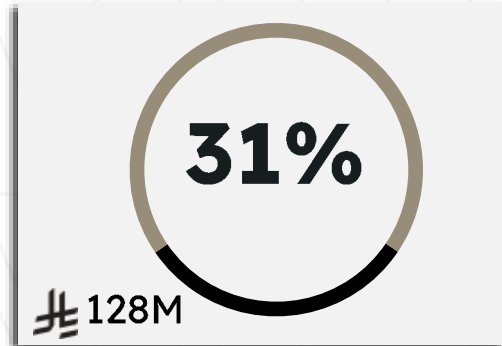
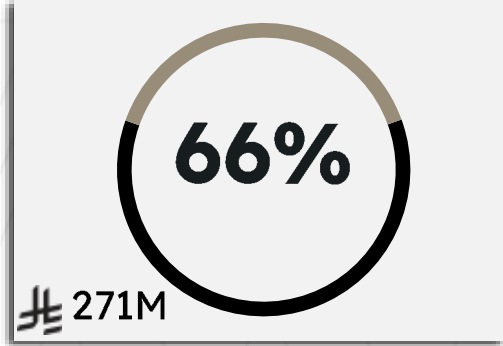
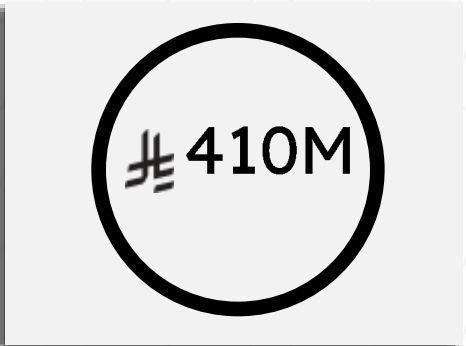
OPERATING PROFIT

NET INCOME

Q1 - 2026



Q1 - 2025



FINANCIAL RATIOS HIGHLIGHTS - Q1-2026 VS Q1-2025



LIQUIDITY



2.82x

CURRENT RATIO
Vs 2.80x 2025

1.82x

QUICK RATIO
Vs 1.24x 2025

2.28x

OPERATING CF/OPER. PROFIT
Vs 1.92x 2025



PROFITABILITY



25%

Net Income Margin
Vs 29% 2025

32%

Return On AVG Equity
Vs 40% 2025

21%

Return On AVG Total Assets
Vs 24% 2025



EFFICIENCY



2.78

INVENTORY TURNOVER
Vs 1.95x 2025

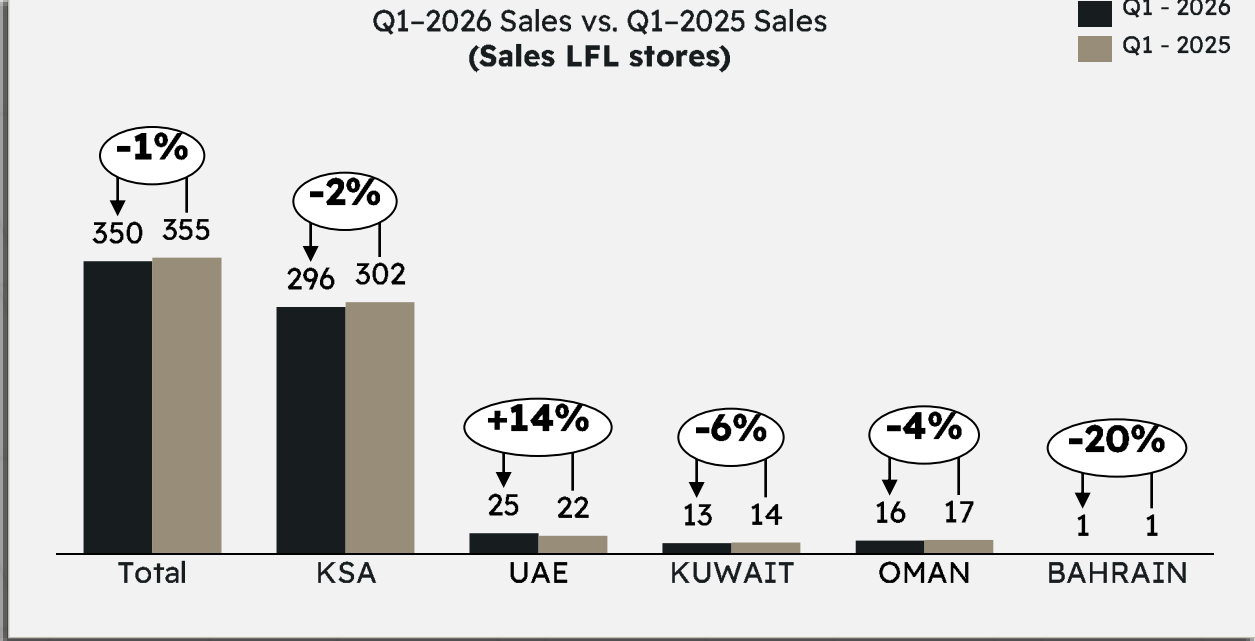
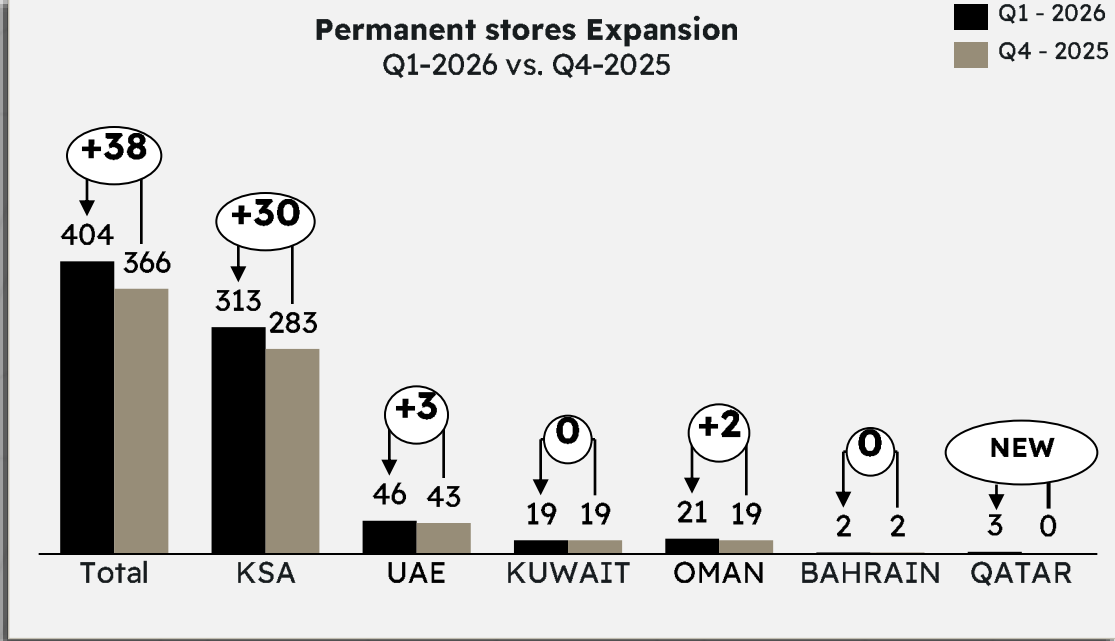
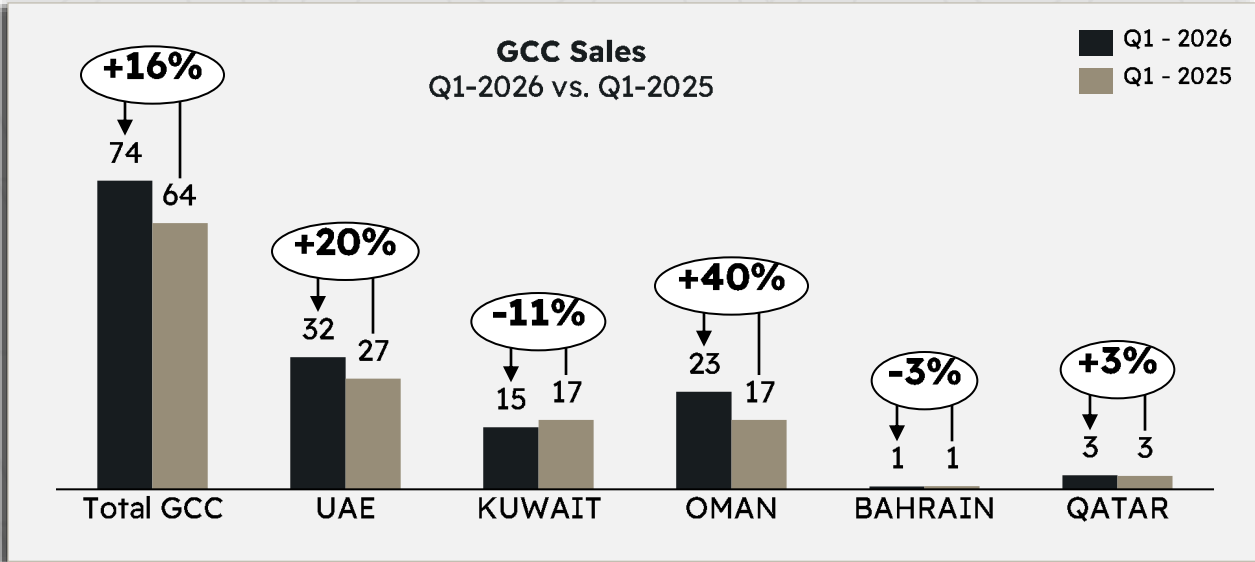
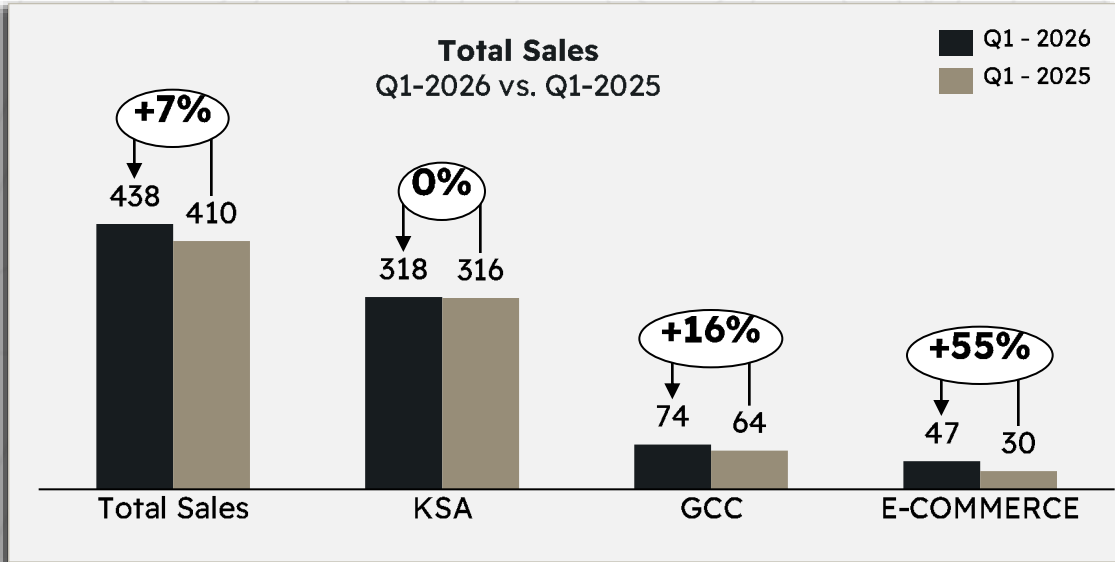
1.75x

TOTAL ASSETS TURNOVER
Vs 1.88x 2025

4%

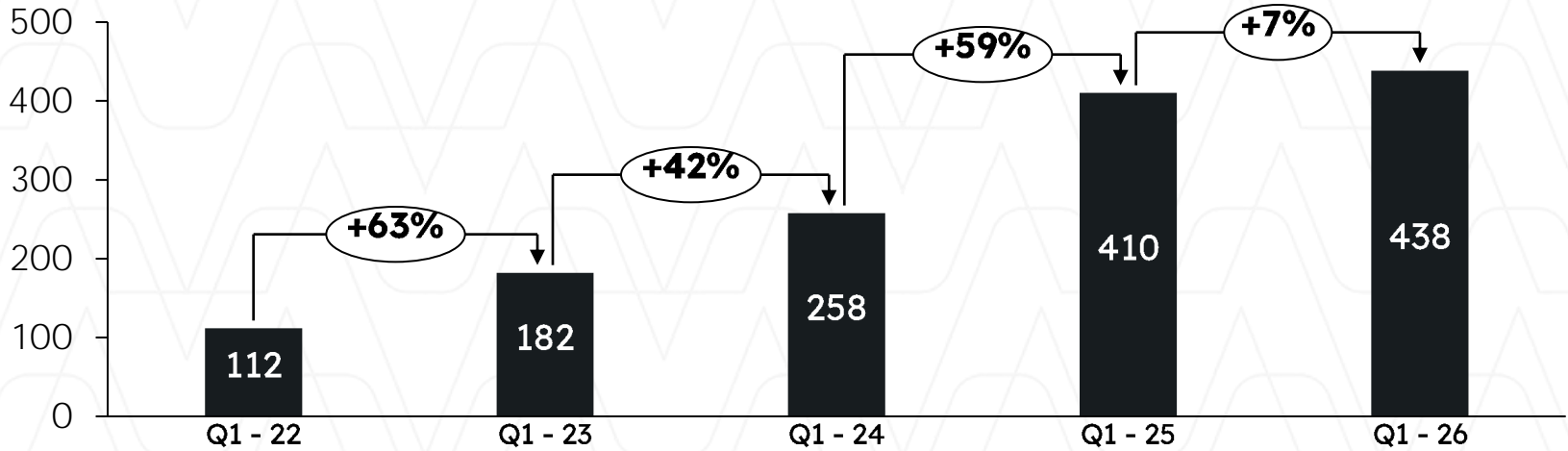
NET WC/SALES
Vs 31% 2025

REGIONAL SALES MOMENTUM CONTINUES, WITH Q1 2026 SALES INCREASING 7% LED BY NEW PRODUCTS, E-COMMERCE AND GULF EXPANSION CONTINUES (COMPARING TO Q1 2025)

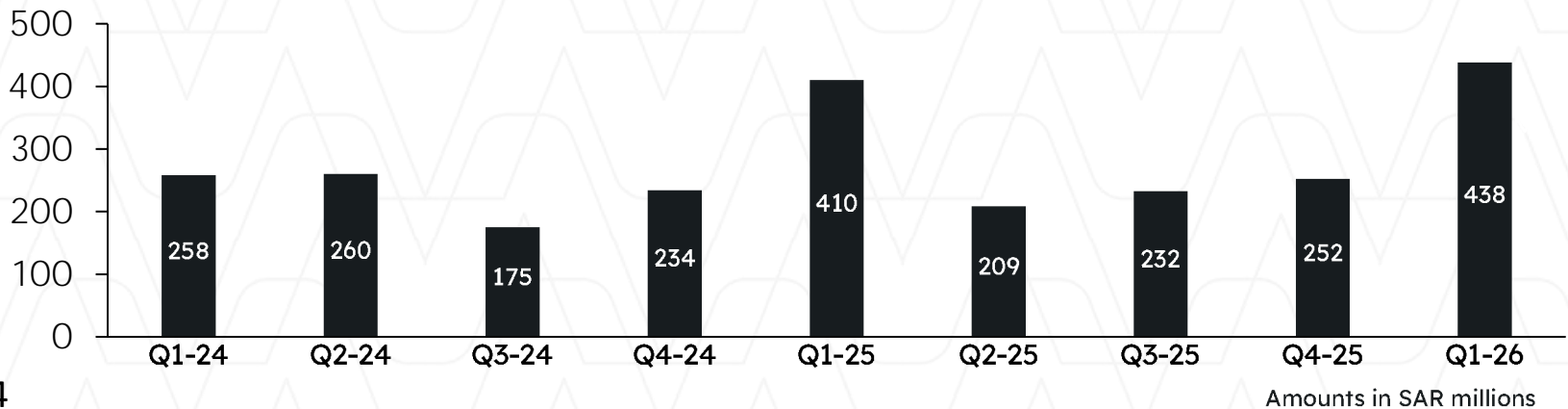


Q1 REVENUE: AN ANALYTICAL OVERVIEW BETWEEN 2022 & 2026

Q1 Revenue (2022 - 2026)



Revenue by Quarters (2024 - 2026)

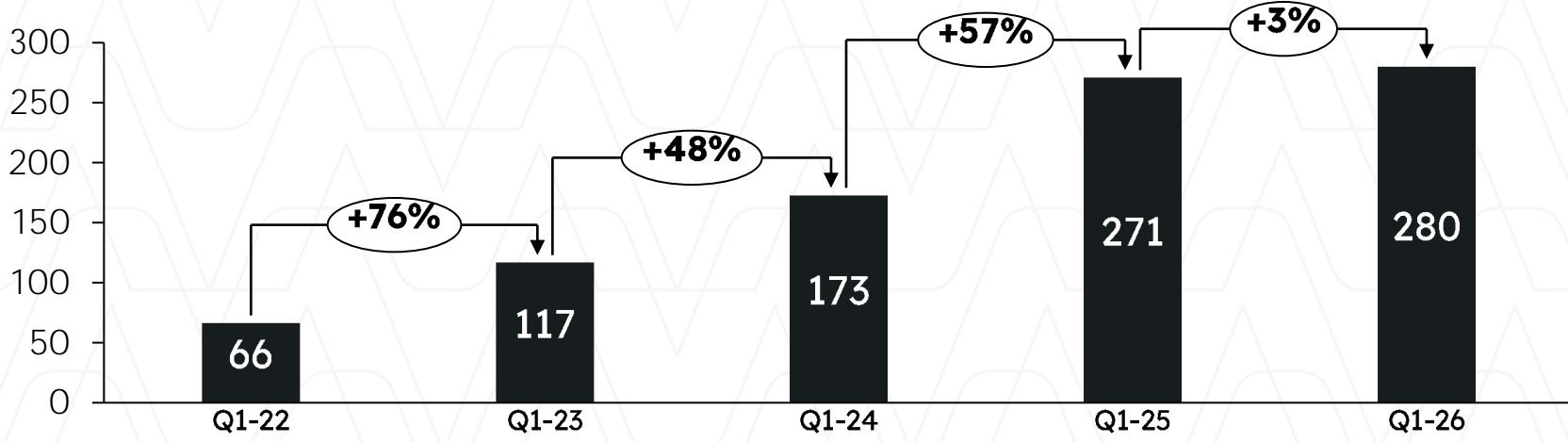


Revenues for Q1 2026 grew by 7% YoY, supported by several key drivers.

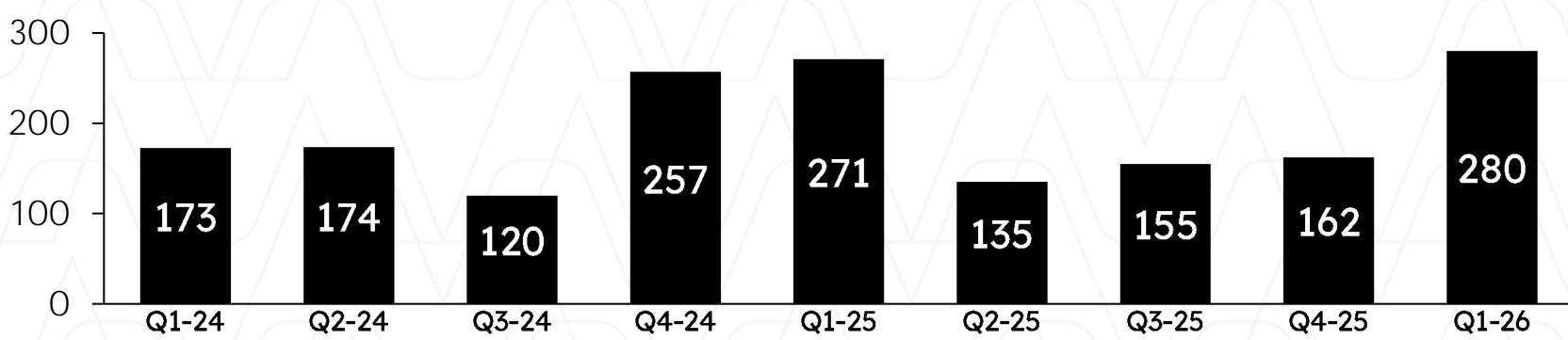
- The primary contributor was the continued expansion of the store network, alongside strong growth in the e-commerce channel, both of which played a significant role in sustaining the positive momentum.
- Additionally, the successful launch of the new product “**Serious**”, coupled with the continued strong performance of products introduced in 2025—including Boise, Rose de Mai, Candy Musk, and Mistral—which achieved solid market acceptance, further supported overall sales growth.
- Furthermore, the extension of the Ramadan season by two additional days compared to the prior year contributed to higher promotional activity and increased sales during the period.

GROSS PROFIT GROWTH ACROSS SEASONS AND YEARS: ANALYSIS OF THE FIRST QUARTER AND RECENT QUARTERS

Q1 Gross Profit (2022-2026)



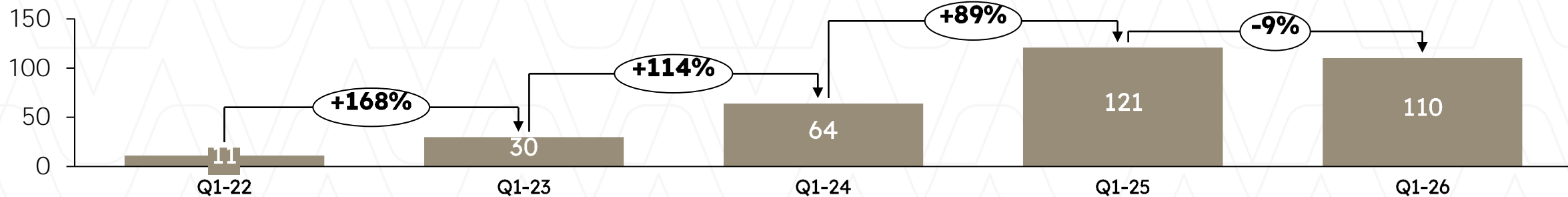
Gross Profit by Quarters (2024-2026)



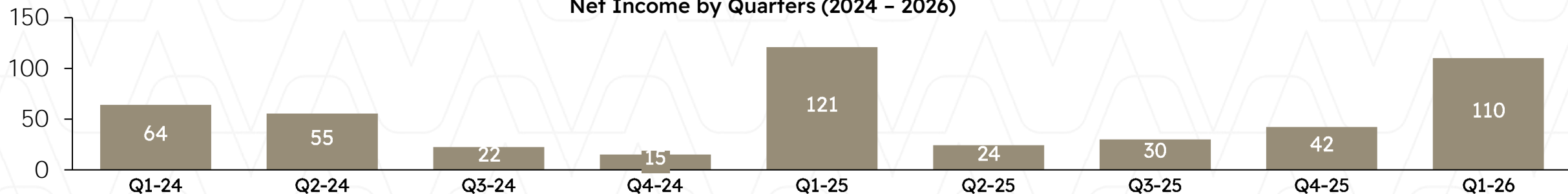
- Gross profit in the first quarter showed a steady and strong upward trend over the period from 2022 to 2026. It increased significantly from SAR 66 million in 2022 to SAR 280 million in 2026, highlighting a substantial improvement in core business profitability and reflecting the company's stronger ability to generate higher value from its operating activities.
- The growth achieved in 2026 was primarily driven by the successful launch of new products and the continued expansion of our branch network.
- In addition, the extension of the Ramadan season by 2 days – reaching 55 days in 2026 compared to 53 days in 2025 – further supported revenue momentum and overall performance.

TRENDS IN NET INCOME GROWTH OVER QUARTERS

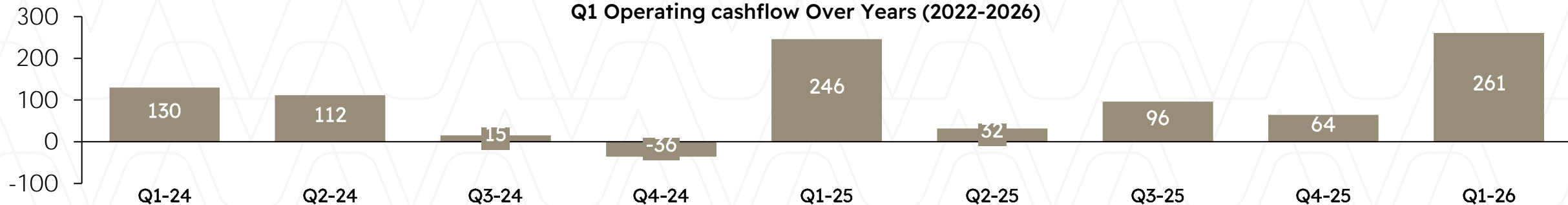
Q1 Net Income Over Years (2022-2026)



Net Income by Quarters (2024 - 2026)

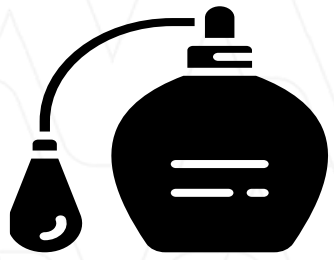


Q1 Operating cashflow Over Years (2022-2026)

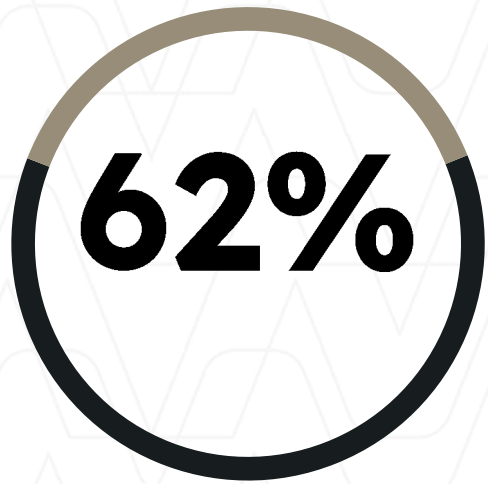


Amounts in SAR millions

SALES BY CATEGORY FOR Q1 2026 & Q1 2025 COMPARISON



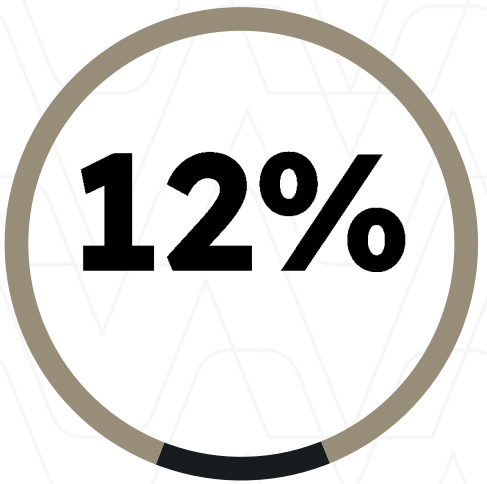
PERFUMES



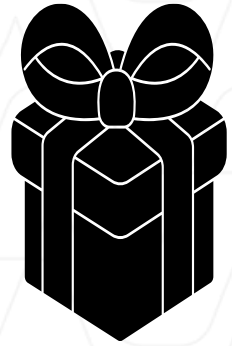
vs 61% 2025



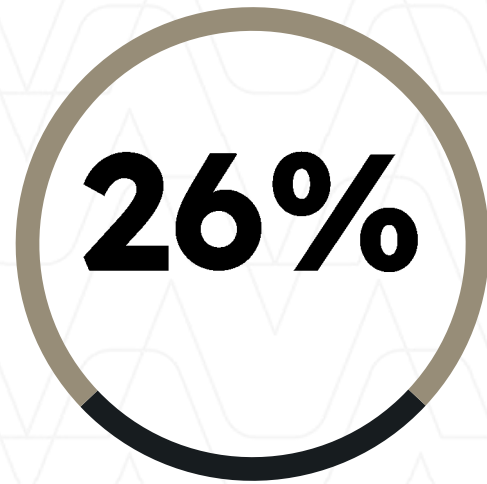
LOUD



vs 13% 2025



OTHERS



vs 26% 2025

INCOME STATEMENT - Q1 2026 VS Q1 2025

DESCRIPTION	Q1-2026	%	Q1-2025	%	Change
Net Revenue	438		410		7%
COGS	158	36%	139	34%	14%
GROSS PROFIT	280	64%	271	66%	3%
SELLING & MARKETING EXPENSES	147	33%	130	32%	13%
GENERAL & ADMIN EXPENSES	19	4%	13	3%	52%
TOTAL OPEX	166	38%	143	35%	16%
OPERATING PROFIT	114	26%	128	31%	-11%
FINANCE COST	4	1%	4	1%	8%
OTHER INCOME	4	1%	0.5	0%	884%
NET INCOME BEFORE TAX & ZAKAT	115	26%	125	30%	-8%
TAX & ZAKAT	5	1%	4	1%	11%
NET INCOME AFTER TAX & ZAKAT	110	25%	121	29%	-9%
EBITDA	155	35%	162	39%	-4%
EBIT	119	27%	129	31%	-8%
EBT	115	26%	125	30%	-8%



Q&A

Thank You

07/05/2026