



Almajeedoud
Al majed oud



EARNINGS CALL

Q2 2026 RESULTS

12/08/2026

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KEY MESSAGES

01.

LEGACY OF GROWTH & EXPANSION

02.

SUSTAINABLE & SOCIAL RESPONSIBILITY

03.

COMPANY ORGANIZATIONAL STRUCTURE

04.

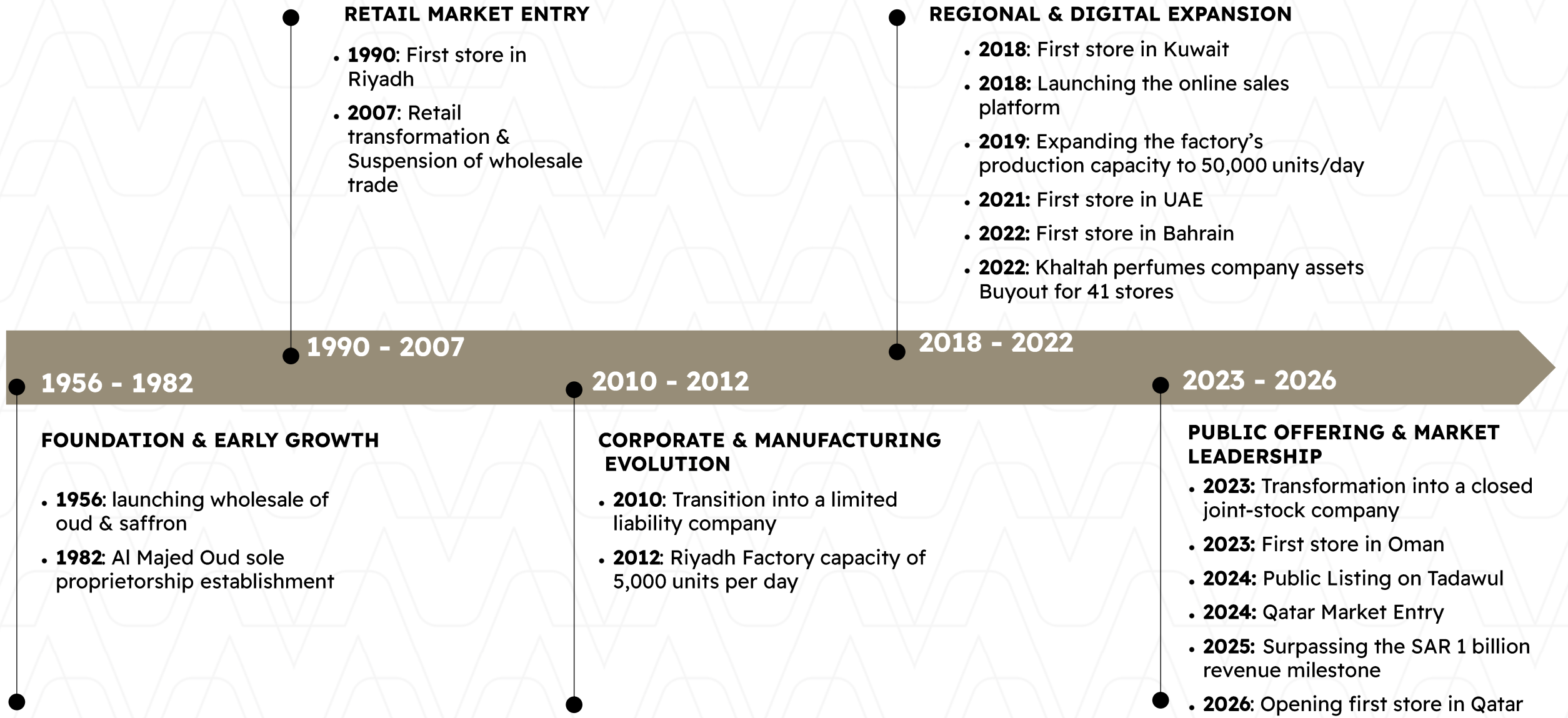
KEY OPERATIONAL INDICATORS

05.

FINANCIAL HIGHLIGHTS & PERFORMANCE



SEVEN DECADES OF TRUST, TRANSFORMATION, & INNOVATION



SPREADING HOPE & SUPPORT: Q2 2026 SOCIAL RESPONSIBILITY ACHIEVEMENTS FROM HEALTH AWARENESS TO HUMANITARIAN AID — MAKING A MEANINGFUL IMPACT

Rifq Association Western Region



Al Majed for Oud joined Eid celebrations for orphans & widows, presenting gifts in support of those in need.

Hidayah Association Eastern Region

ويستعرض المعرض رحلة الحج قديماً وحديثاً، ويُبرز الجهود العظيمة التي تبذلها المملكة العربية السعودية في خدمة ضيوف الرحمن، وما شهدته رحلة الحج من تطور ورعاية واهتمام عبر السنين

كما يضم المعرض أركاناً تفاعلية وفعاليات متنوعة للأطفال والزوار

Al Majed for Oud supported the Hidayah Society exhibition in the Eastern Region, presenting gifts to visitors.



Elderly Women's Care Home Riyadh Region



A greeting initiative for elderly women at the care home brought them joy & gifts.

Basmat Association Central Region



Al Majed for Oud sponsored the graduation ceremony for orphans supported by the association, presenting gifts to mark the occasion.

SPREADING HOPE & SUPPORT: Q2 2026 SOCIAL RESPONSIBILITY ACHIEVEMENTS FROM HEALTH AWARENESS TO HUMANITARIAN AID — MAKING A MEANINGFUL IMPACT

Al Rustaq Hospital Sultanate of Oman



As part of its community support, Al Majed for Oud joined an initiative for hospitalised kidney patients & took part in International Nurses Day.

Martyrs, Prisoners & Injured Fund



Al Majed for Oud sponsored & greeted pilgrims of the Martyrs, Prisoners & Injured Fund campaign in Mina, presenting gifts during the Hajj season.

Li-Ajlihom Association Northern Region



With Li Ajlihom Association, Al Majed for Oud visited cancer & kidney patients at King Khalid Hospital in Tabuk to support them & lift their spirits, reaffirming its commitment to humanitarian initiatives.

Taraouf Association



Al Majed for Oud sponsored & greeted pilgrims of the Taraouf campaign in Mina, presenting gifts to enrich their experience as part of its community support during the Hajj season.

THE COMPETITIVE ADVANTAGES DRIVING AL MAJID OUD'S GROWTH

GROWTH POTENTIAL IN A PROMISING MARKET

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

SOLID FINANCIAL POSITION

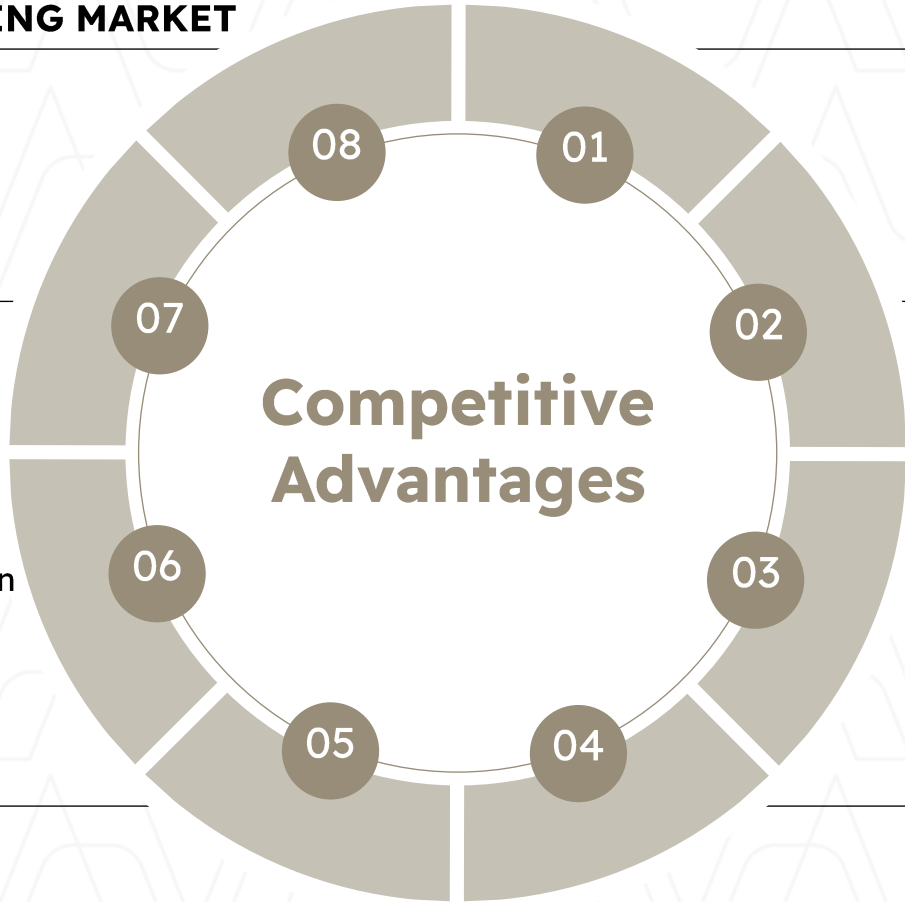
Integrated growth strategy resulting in financial stability & investor confidence

INSPIRING LEADERSHIP & MANAGEMENT

Experienced team driving strategic execution & achieving goals

STRATEGIC PARTNERSHIPS & QUALITY ASSURANCE

Strong supplier relationships ensuring consistent product excellence & market competitiveness



INNOVATIVE & EXPERTISE

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

TRUSTED BR&

High customer trust & loyalty driven by quality & reputation

UNIQUE PRODUCT VARIETY

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

INTEGRATED SALES MODEL

Extensive branches & digital sales network for convenient customer access



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



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



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



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



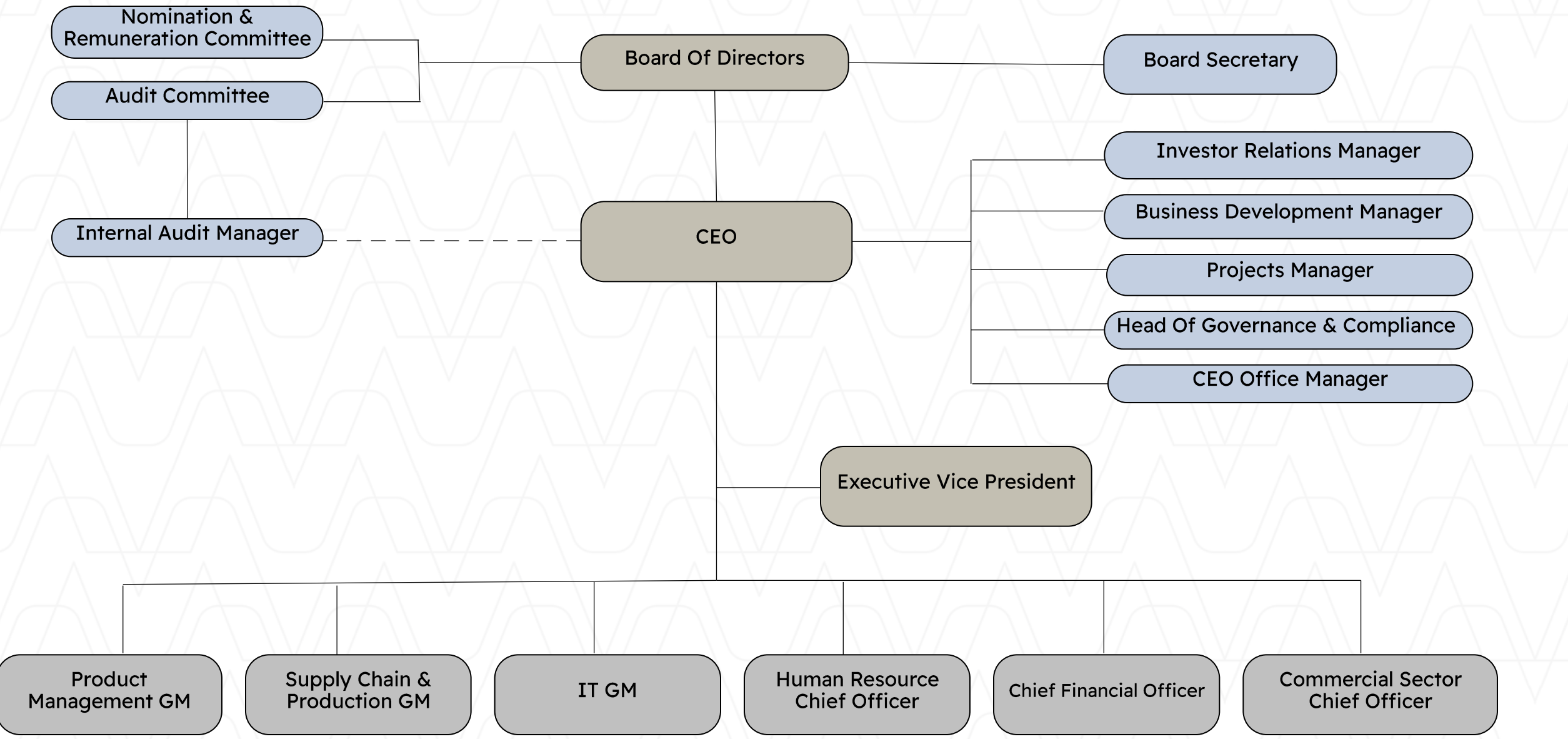
The factory adheres to strict regulatory standards, including those of the National Center for Environmental Compliance (NCEC).



علامة الجودة الإماراتية
Emirates Quality Mark

Emirates Quality Management System (EQM) Certification: A conformity mark for products that adhere to regional & 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**

**72% FACTORY UTILIZATION
RATE (OF TOTAL PRODUCTION
CAPACITY)**

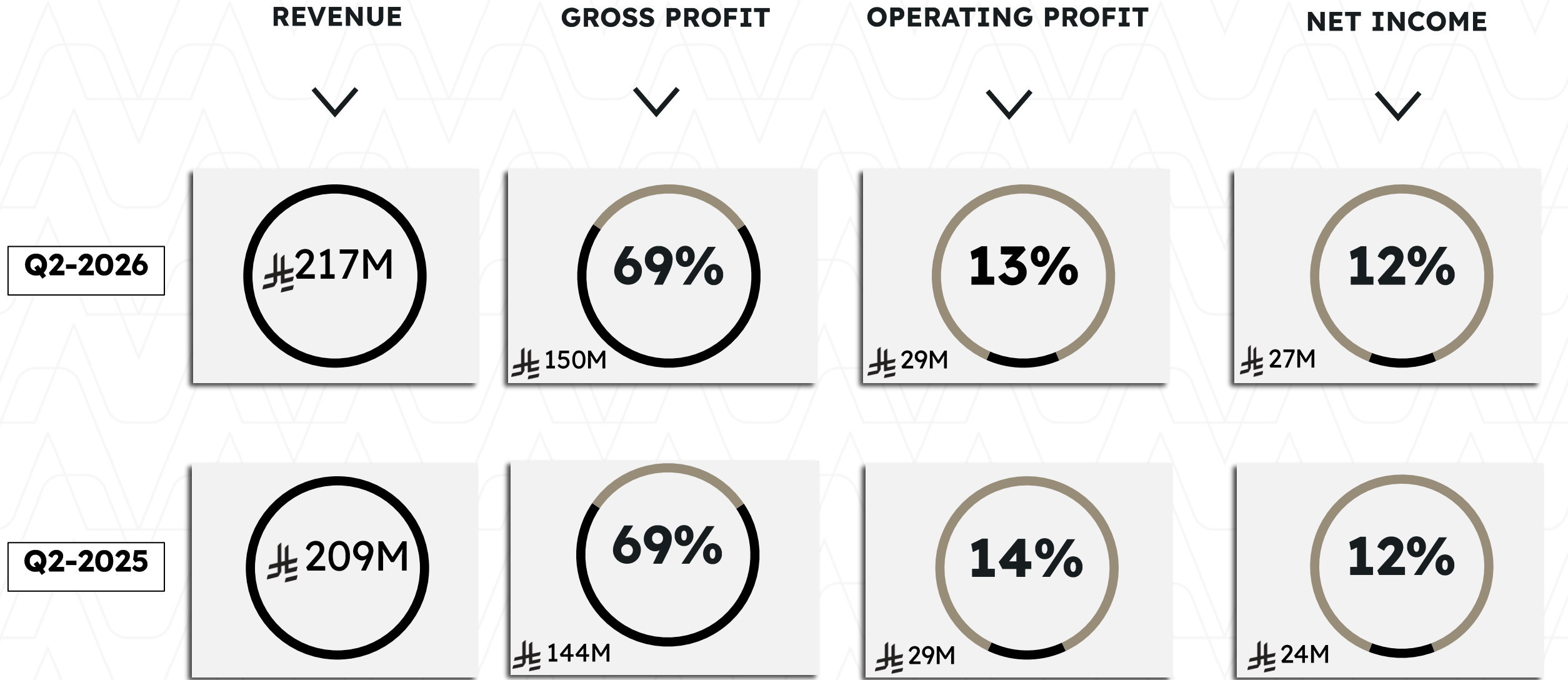
**424 STORES &
PLATFORMS ACROSS KSA
& THE GULF REGION**

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

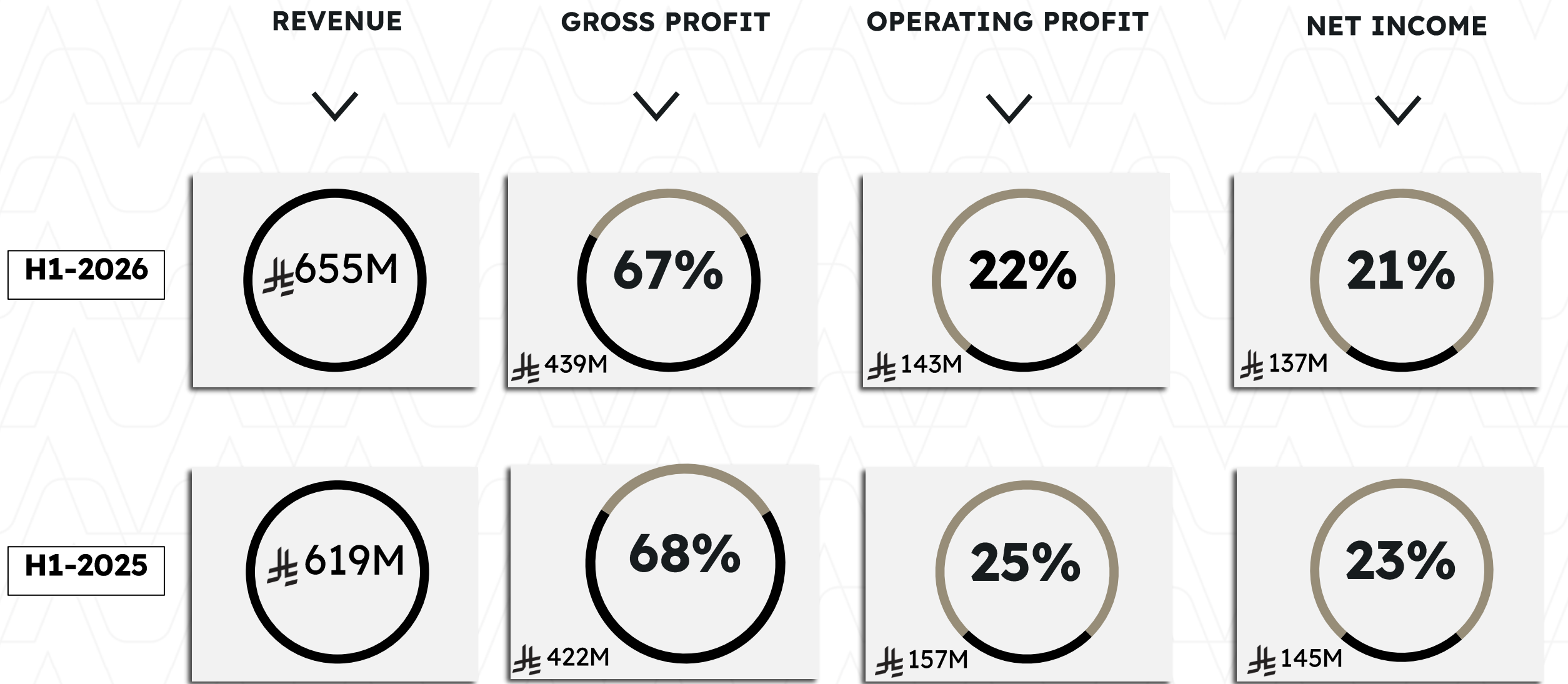
**577 HIGH-QUALITY
PRODUCTS (*)**

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

Q2 2026 - FINANCIAL HIGHLIGHTS



H1 2026 - FINANCIAL HIGHLIGHTS



FINANCIAL RATIOS HIGHLIGHTS – H1-2026 vs H1-2025



LIQUIDITY



2.67x

CURRENT RATIO
Vs 2.72x 2025

1.42x

QUICK RATIO
Vs 0.83x 2025

1.93x

OPERATING CF/OPER. PROFIT
Vs 1.77x 2025



PROFITABILITY



21%

Net Income Margin
Vs 23% 2025

35%

Return On AVG Equity
Vs 37% 2025

22%

Return On AVG Total Assets
Vs 22% 2025



EFFICIENCY



1.73x

INVENTORY TURNOVER
Vs 1.39x 2025

1.37x

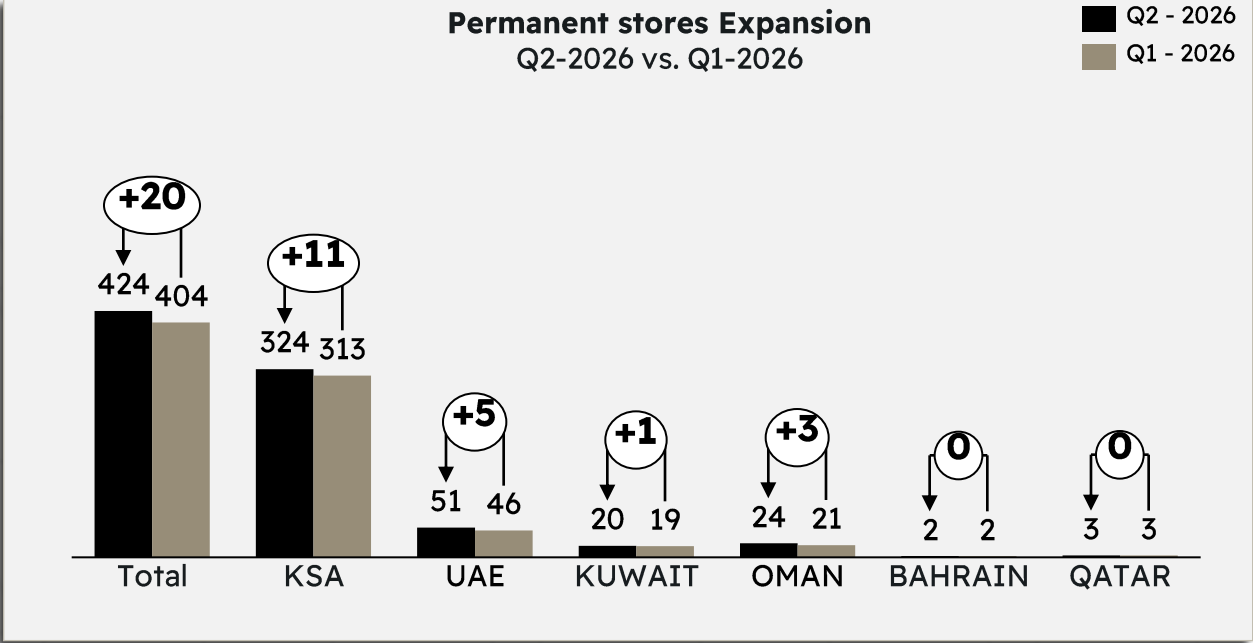
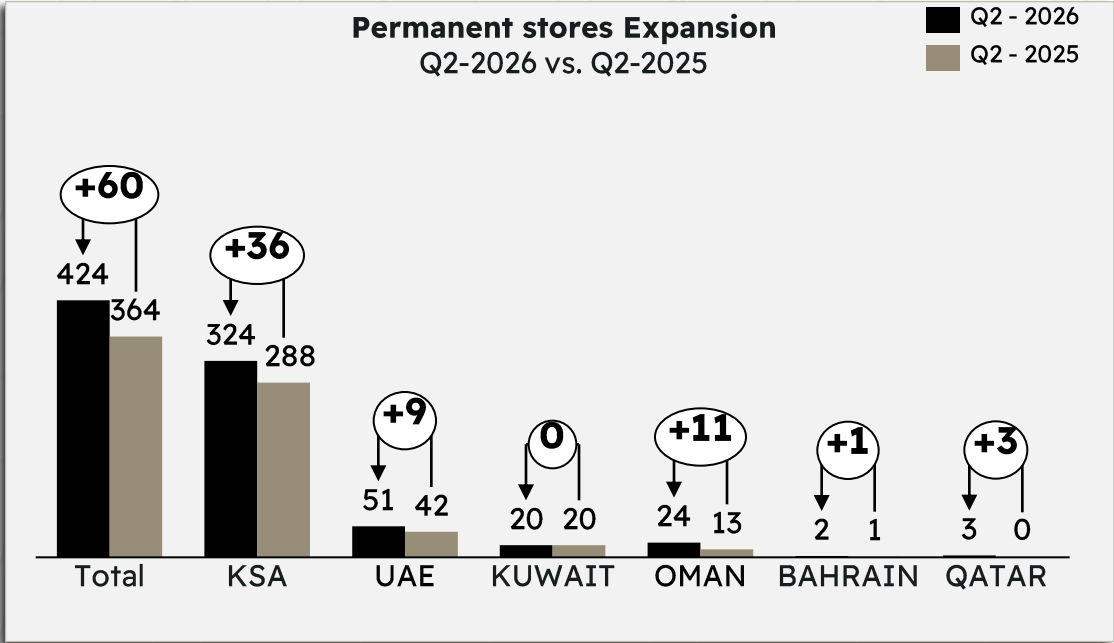
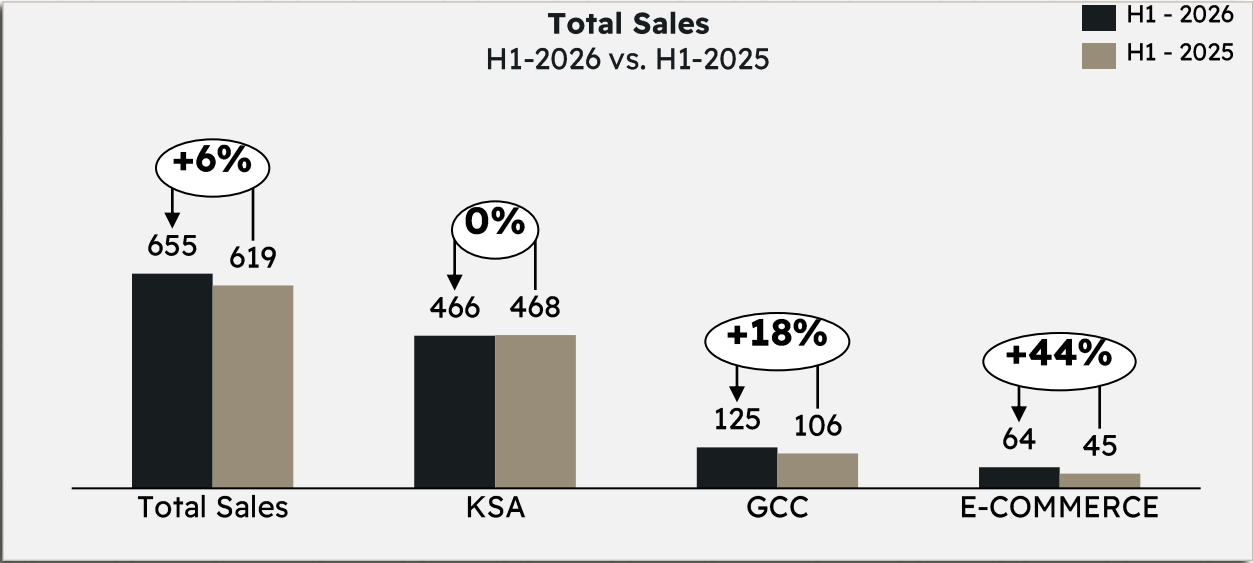
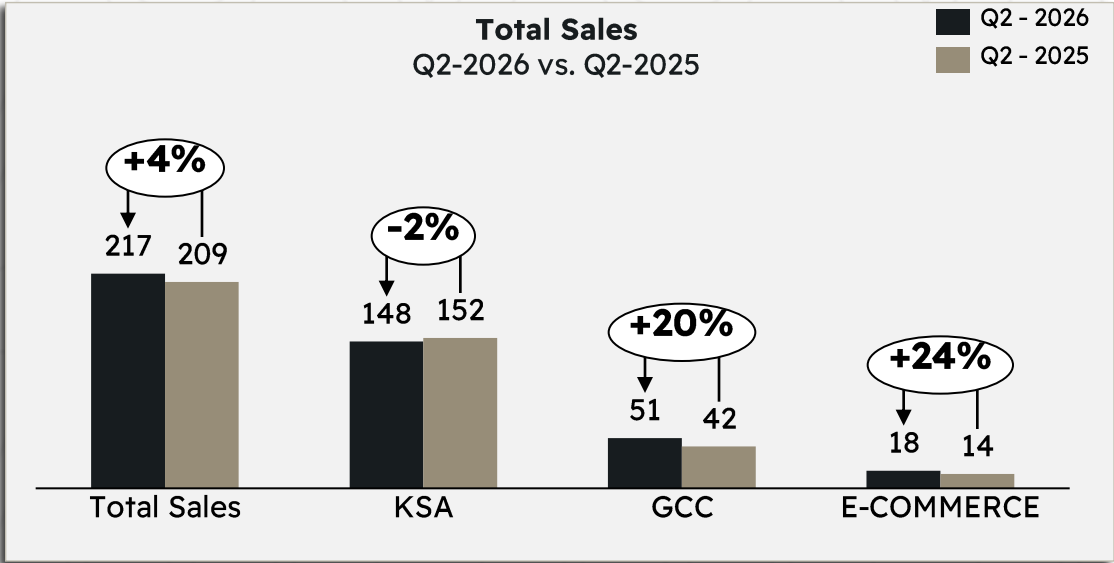
TOTAL ASSETS TURNOVER
Vs 1.52x 2025

11%

NET WC/SALES
Vs 26% 2025

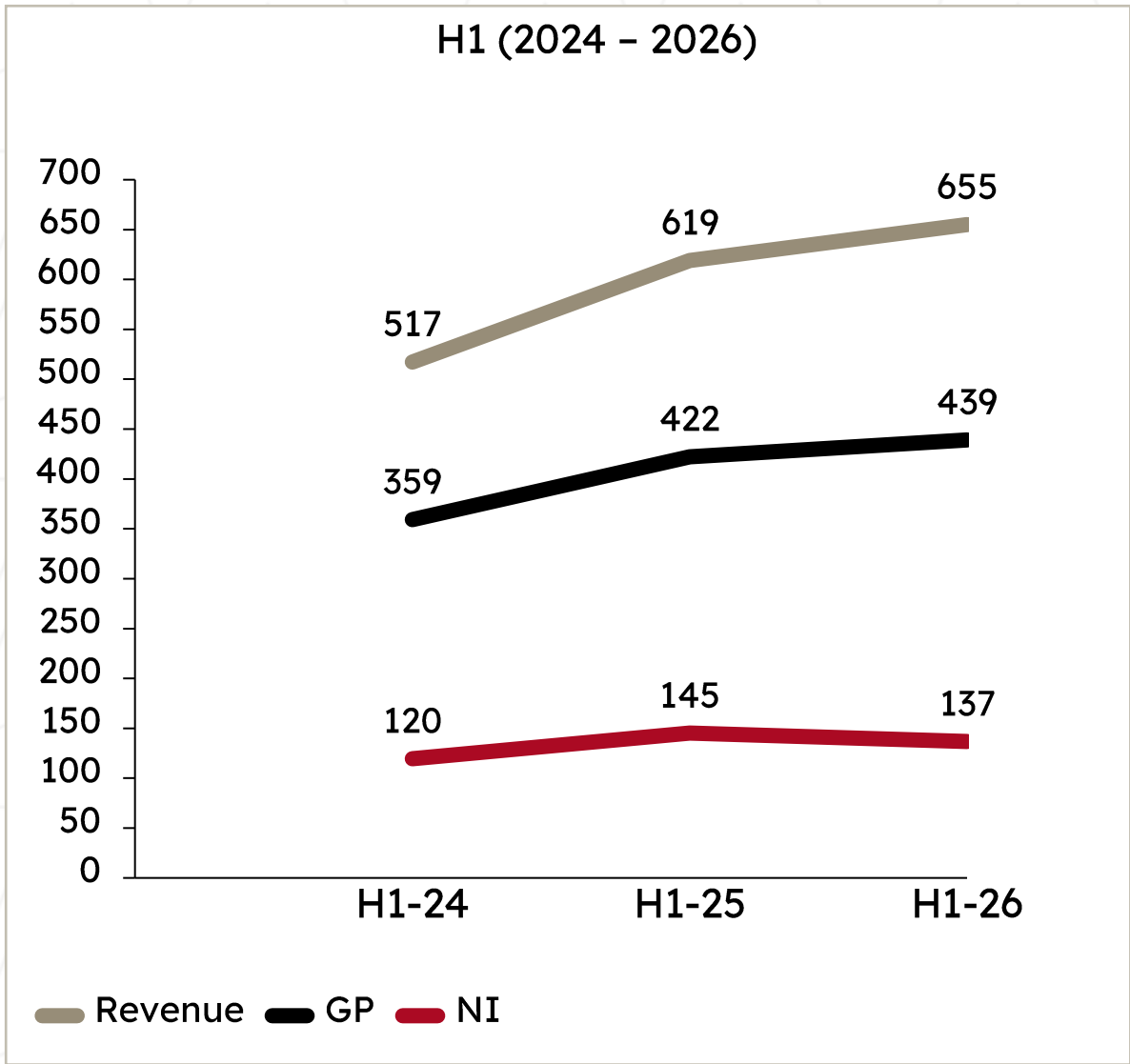
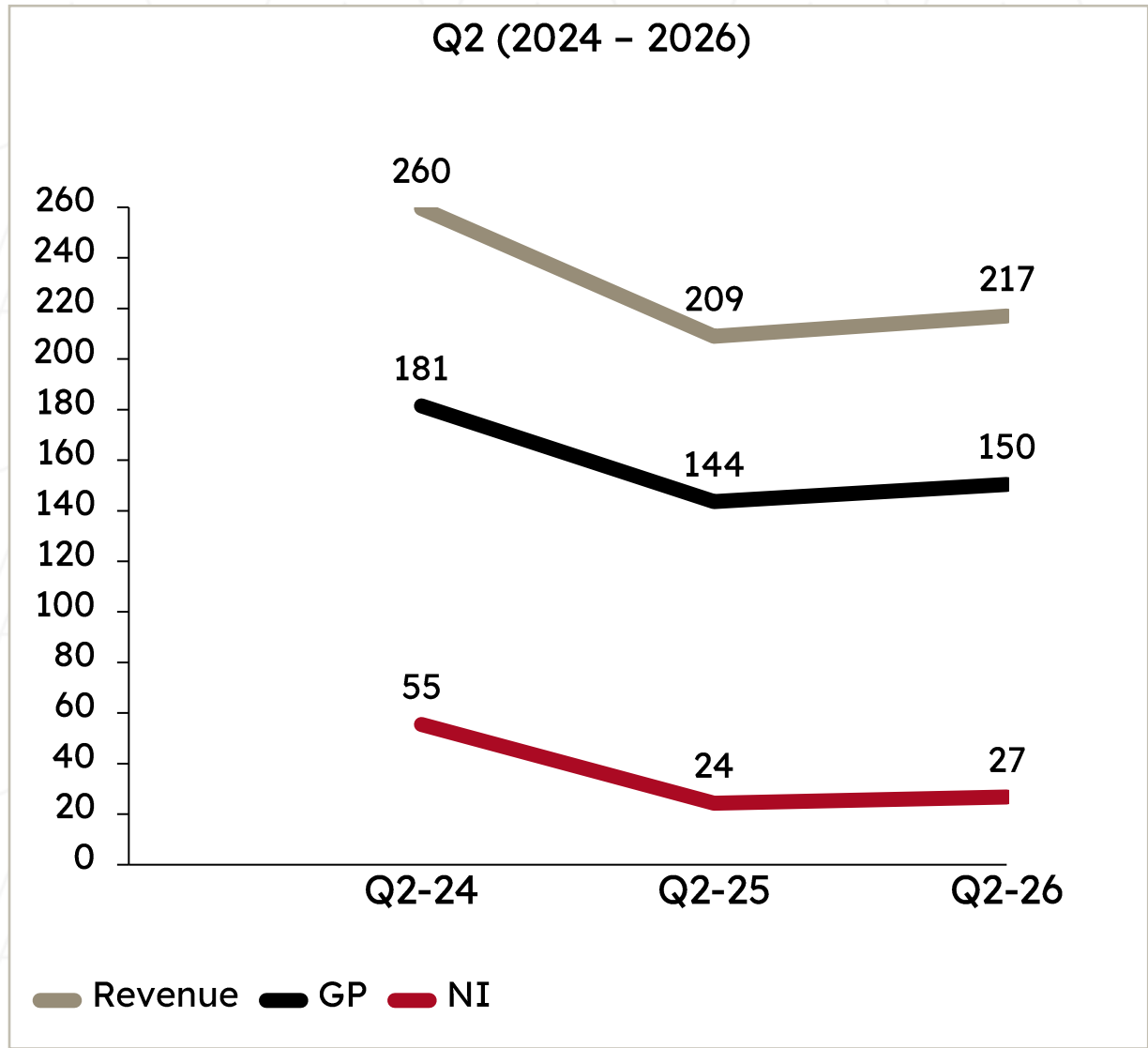
REGIONAL & DIGITAL CHANNELS DRIVE SALES GROWTH

RETAIL FOOTPRINT EXPANDS TO 424 PERMANENT STORES, UP 60 YOY

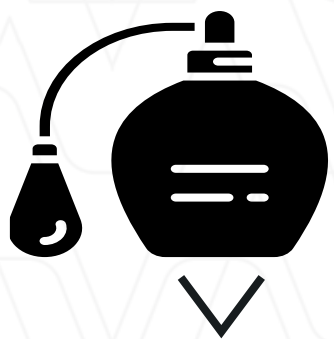


H1 REVENUE UP 6% TO SAR 655MN

Q1 NET INCOME GAP NARROWED IN Q2 TO SAR 137MN IN H1

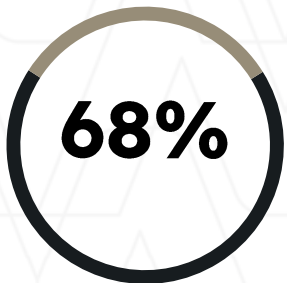


SALES BY CATEGORY FOR Q2 & H1 COMPARISON (2026 vs 2025)



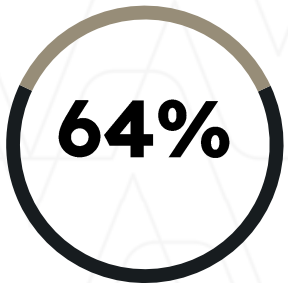
PERFUMES

Q2-2026



vs 68% 2025

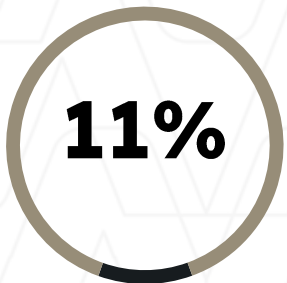
H1-2026



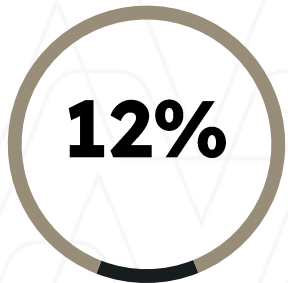
vs 64% 2025



OUD



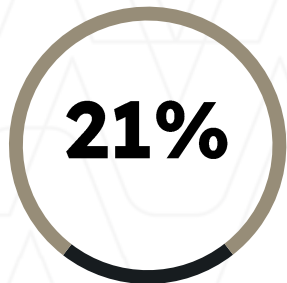
vs 11% 2025



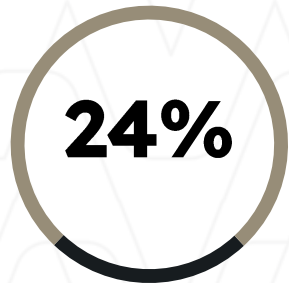
vs 12% 2025



OTHERS



vs 21% 2025



vs 24% 2025

INCOME STATEMENT – Q2 & H1 PERIODS

DESCRIPTION	Q2-2026	%	Q2-2025	%	Change	H1-2026	%	H1-2025	%	Change
Net Revenue	217		209		4.0%	655		619		5.9%
COGS	67	30.7%	65	31.2%	2.4%	216	33.0%	197	31.8%	10.0%
GROSS PROFIT	150	69.3%	144	68.8%	4.7%	439	67.0%	422	68.2%	4.0%
SELLING & MARKETING EXPENSES	110	50.7%	103	49.3%	7.0%	265	40.5%	241	38.9%	10.3%
GENERAL & ADMIN EXPENSES	12	5.4%	12	5.7%	-2.4%	31	4.7%	25	4.0%	25.3%
TOTAL OPEX	122	56.1%	115	55.1%	6.0%	296	45.2%	265	42.8%	11.7%
OPERATING PROFIT	29	13.2%	29	13.8%	-0.2%	143	21.8%	157	25.4%	-9.0%
FINANCE COST	4	1.8%	4	1.8%	7.6%	8	1.2%	8	1.2%	7.6%
OTHER INCOME	5	2.2%	1.6	0.8%	203.0%	9	1.4%	2.0	0.3%	354.1%
NET INCOME BEFORE TAX & ZAKAT	29	13.6%	27	12.7%	10.7%	144	22.0%	152	24.5%	-4.9%
TAX & ZAKAT	3	1.2%	2	1.1%	18.8%	7	1.1%	6	1.0%	13.9%
NET INCOME AFTER TAX & ZAKAT	27	12.3%	24	11.7%	10.0%	137	20.9%	145	23.5%	-5.8%
EBITDA	72	33.1%	63	30.2%	13.9%	227	34.6%	225	36.3%	0.9%
EBIT	33	15.4%	30	14.5%	10.4%	152	23.2%	159	25.7%	-4.3%
EBT	29	13.6%	27	12.7%	10.7%	144	22.0%	152	24.5%	-4.9%



Q&A

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Thank You

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