

## BinDawood Holding announce 9 Month 2025 Financial Results

### BinDawood Holding Achieves Strong Revenue Growth and Advances Strategic Expansion in 9 Month 2025, Building Long-Term Value and Positioning the Company for Future Growth

#### Key Strategic and Financial Highlights

➤ **Strong Financial Performance:**

Revenue grew 12.3% in Q3 and 10% year-to-date. The core grocery business grew by 1% in tough market conditions, driven by the continuing expansion of the Bindawood and Danube stores network. However, the increase in revenue of Ykone and the consolidation of the results of the Distribution business, acquired in H2 24, and the Retail Pharmacy business acquired in Q1 25 contributed to the overall growth in revenue, reflecting BDH's diversified and resilient operating model.

➤ **Margin Improvement:**

Gross margin increased **from 32.5% to 33.8% year-over-year**. The core grocery business recorded an improvement of 0.6% reflecting higher support from suppliers. The higher gross margin earned from the Distribution and Retail Pharmacy businesses boosted the overall increase in gross margin.

➤ **Retail Expansion & New Store Concept:**

BDH continues to advance its multi-format retail strategy. During the nine months ended September 2025, BDH opened a total of seven stores, comprising four express stores and three supermarkets. Subsequent to the nine-month period, one additional supermarket opened its doors.

➤ **Pharmacy Integration:**

Zahrat Al Rawdah Pharmacies expanded its footprint by integrating 14 pharmacies inside BinDawood and Danube stores, alongside 5 new standalone outlets, bringing the total network to 191 locations across Saudi Arabia.

➤ **Distribution business Growth:**

The Distribution business delivered strong performance, supported by exclusive product additions, Back-to-School campaigns, and deeper integration with BDH's retail channels. The acquisition of Toy Triangle, completed in October 2025, will begin contributing positively to both revenue and margins from Q4 2025 onward, further strengthening BDH's presence in the entertainment and educational toys product segments.

➤ **Ykone Performance:**

Ykone sustained strong momentum across the Middle East, America and India, driving continued growth and expanding BDH's international and digital marketing footprint.

➤ **Dividend declared:**

BinDawood Holding Company announced the Board of Director's resolution to distribute cash dividends of SR 0.04 per share for the First Half of the Financial Year 2025.

**Jeddah, Saudi Arabia, 10<sup>th</sup> November 2025** – BDH (Tadawul: 4161) is one of the Kingdom of Saudi Arabia's top retail groups, anchoring its business on the well-known Danube and BinDawood hypermarket, supermarket and convenience stores brands. The core retail ecosystem is completed by its Distribution Business and the Zahrat Retail Pharmacy chain. The company also invests in technology through its wholly-owned subsidiary, Future Technology Retail (FTR). FTR's holdings in International Application Company (“IACO”) (dedicated online and loyalty engine) and Ykone SAS (“Ykone”) (the global influencer marketing firm) complement the main retail arm. BDH is continually seeking to solidify its market position by pursuing strategic M&A activities and integrating innovative digital technology.

### Financial Highlights (SAR Million)

	9M 2025	9M 2024	% Up / (Down)
Revenue	4,678.1	4,252.1	10%
Gross Profit	1,582.7	1,381	14.6%
Net Profit	156.4	170.6	-8.3%

	Q3 2025	Q3 2024	% Up / (Down)	Q2 2025	% Up / (Down)
Revenue	1,529.4	1,361.3	12.3%	1,474.3	3.7%
Gross Profit	520.7	449.5	15.8%	533.3	-2.4%
Net Profit	40.2	35	14.9%	50.5	-20.4%

### Opening Remarks – Mr. Ahmad AR Bindawood CEO, BDH (9M 2025 Performance)

*“BinDawood Holding delivered a strong performance in the first nine months of 2025, achieving 12.3% revenue growth in Q3 and 10% year-to-date, alongside a gross margin improvement from 32.5% to 33.8%. The core grocery business showed a growth of 1% in revenue and 0.6% in gross margin in tough operating conditions. However overall revenue and gross margin grew as a result of the businesses acquired, reflecting the strength of our diversified business model and continued focus on operational efficiency and pricing discipline.*

*The growth in the core grocery business was the result of the expansion of BinDawood and Danube stores network. We are set to establish a convenience store accelerator concept from Q4 2025.*

*The Retail Pharma business acquired in Q1 25 registered a 9.4% growth in revenue on a year on year (YoY) basis with improved profitability as a result of the synergies derived from being part of the BDH Group, including the integration of 14 new outlets within the BDH stores.*

*The Distribution business continued to perform strongly through category expansion and new product introductions. The Toy Triangle acquisition, completed in October 2025, will start contributing positively to revenue and margins from Q4 2025 onward, expanding our presence in the entertainment and educational product segments. Meanwhile, our Tech segment, led by Ykone, delivered solid growth across the Middle East, America and India, reinforcing our international and digital footprint.*

*Looking ahead, several vertical integration initiatives currently under development are expected to enhance operational efficiency and strengthen our profitability. Our diversified business model—spanning grocery, pharma, distribution, and tech—continues to deliver resilient, sustainable growth. We remain confident that our strategic reinvestments and customer-first approach will further strengthen BDH's leadership in Saudi Arabia's dynamic retail landscape”.*

### **Financial Analysis: 9M 2025**

#### **Overall Revenue Analysis:**

BinDawood Holding (BDH) delivered a 10% year-on-year revenue growth in 9M 2025, reaching SAR 4,678.1 million, driven by contributions across all major segments. The Retail Grocery segment grew by 1%, supported by new store openings, the full-period impact of stores launched in Q4 2024, and a stronger presence in key markets that boosted customer engagement and footfall.

The Retail Pharmacy segment, acquired in February 2025, emerged as a key new revenue generator, with growth driven by five new standalone stores and 14 integrated in-store pharmacy locations. On a pro-forma basis, the segment achieved 9.4% growth over 9M 2024, reflecting successful and rapid integration.

The Distribution business made a significant contribution to overall revenue following its acquisition in H2 2024, as a result of successful integration that enhanced capacity and expanded product offerings. The performance received a boost by stronger Back-to-School demand.

The Tech segment recorded robust 13.6% growth, driven by Ykone's strong performance in the Middle East, improved results in America and the full contribution from its Indian operations.

**Gross Profit:** Increased to SAR 1,582.7 million with Gross Margin expanding from 32.5% to 33.8%, as a result of improved supplier support in the Retail Grocery segment and the higher margin earned in the Retail Pharmacy and Distribution segments.

**Operating expenses (OPEX):** Increased to SAR 1,339.1 million in 9M 2025, up 16.8% from SAR 1,146.9 million in 9M 2024. This increase reflects the impact of newly acquired businesses, ongoing investments in the store network, and the full-period impact of rollouts completed in 2024.

**Net profit:** Notwithstanding the increase in revenue and gross margin, BDH's net profit declined by 8.3% to SAR 156.4 million in 9M 2025. The decline was primarily due to lower sales in Q2 and higher fixed operating costs associated with new store openings and the integration of recently acquired businesses. Increased acquisition-related financing costs for the Retail Pharma segment and reduced income from deposits further impacted profitability.

### **Financial Analysis: Q3 2025**

**Overall Revenue Analysis:** BinDawood Holding (BDH) recorded a consolidated sales growth of 12.3% in Q3 2025, reflecting the success of its strategic diversification across business segments. The Retail Grocery segment advanced 4.3% year-on-year, supported by new store openings, the annualized impact of 2024 rollouts, and a solid recovery at Haramain locations. Customer engagement also improved through targeted Back-to-School campaigns and the continued expansion of the store network.

The Retail Pharma segment, fully consolidated in Q1 2025, delivered strong revenue growth with the addition of five new standalone stores and 14 integrated outlets within BinDawood and Danube, benefitting from immediate operational synergies that fueled accelerated performance.

The Distribution business posted robust YoY growth driven by an expanded product portfolio, entry into new categories, and effective utilization of BinDawood and Danube's retail network. The performance was boosted further by Back-to-School seasonality.

The Tech segment grew by 2.8% year-on-year, primarily supported by Ykone's continued success in the Middle East, improved performance in America and the full integration of its India operations.

**Gross Profit** climbed 15.8% year-on-year to SAR 520.7 million in Q3 2025. This increase was driven primarily by the consolidation of the higher margin Distribution and Retail Pharma businesses. This improvement was further bolstered by securing improved supplier support income in the core grocery operations and continued margin expansion within the Ykone segment.

**Operational Expenditure (OPEX):** In absolute terms, expenses increased during Q3 2025 compared to Q3 2024, primarily due to the consolidation of the recently acquired Retail Pharma and Distribution businesses. The OPEX-to-revenue ratio rose to 29.2% (up from 29.1% in Q3 2024), reflecting initial costs associated with newly opened retail locations that are in their ramp-up phase and are yet to reach full sales potential.

**Net Profit** for Q3 2025 reached SAR 40.2 million, reflecting a 14.9% increase compared to SAR 35 million in Q3 2024. This improvement in bottom-line profitability was mainly driven by higher revenue and improvement in gross margin, partially offset by increased operational costs, lower earnings from financial deposits and interest expenses related to financing the strategic Retail Pharma acquisition.

### About BinDawood Holding Co:

**BinDawood Holding** (Tadawul: 4161 and the Company), a retail conglomerate, which integrates information technology solutions into its core operations and strategically acquires companies to enhance its market position, leveraging these investments to fuel sustained long-term growth. BDH continues to shape the retail landscape through constant innovation and a steadfast commitment to excellence by operating its business under the following brands:

**BinDawood:** Recognized as one of Saudi Arabia's oldest grocery superstore retail brands. It prioritizes exceptional value for money and superior customer service, making it a preferred choice for shoppers.

**Danube:** Positioned as a high-end grocery retail brand, Danube is synonymous with quality and freshness. Offering a wide array of organic and specialty products, it caters to discerning customers seeking premium offerings.

**BinDawood Dash and Danube Dash:** Under its purview, BinDawood and Danube pioneered the express store concept, featuring exclusive outlets at the Haramain High-Speed Railway Station. These outlets showcase premium quality and carefully curated imported goods, offering added convenience for busy shoppers and passengers.

**Ykone:** Headquartered in Paris, Ykone is a global leader in influencer marketing services. Offering comprehensive solutions in strategy, talent management and content production, it serves leading brands in Europe, Asia, the US and MENA region.

**International Applications Trading Company (IACo):** The developer and operator of BDH's Danube and BinDawood e-commerce channels. Further, it is expanding its network of dark stores across the KSA, aiming to ensure prompt delivery and a near-complete fulfillment rate while also enhancing customer satisfaction. In addition, it provides digital support services and implements a loyalty program, equipping BinDawood and Danube with the tools necessary for data-driven decision-making and customer engagement.

**Jumairah Trading Company (JTC or Distribution Business):** JTC is engaged in wholesale, retail and Distribution Business. It conducts its business through four divisions - luggage, food, toys and households- in each of which it holds the distribution rights for internationally acclaimed brands.

**Toy Triangle (TT):** TT, a leading toy developer and distributor operating for over 30 years, maintains its market position through a wide Sales and Distribution network across the GCC. The company has established strong collaboration with suppliers and retail partners and is committed to accelerating regional toy industry growth.

**Zahrat Al Rawdah Pharmacies LLC (Zahrat or Retail Pharma):** Zahrat operates in the retail pharmaceutical sector and is headquartered in Riyadh, KSA. The chain of pharmacies focuses on providing healthcare products and services to customers, including prescription and over-the-counter (OTC) medicines, medical supplies, health and wellness products and personal care items. Currently, Zahrat Al Rawdah has 191 pharmacies spread throughout KSA.

### Investor Enquiries:

Hassan Javaid, Finance Director & Head of Investor Relations | hassan.javaaid@danube.com