



**Earning Release for the First Half  
Consolidated Interim Financial Results  
2022**

## Jahez International Company for Information System Technology announces its Consolidated Interim financial results of First Half 2022, and achieves an increase in the net profit of 85.3%

Riyadh, Kingdom of Saudi Arabia, 12 September 2022- Jahez International Company for Information System Technology announces its Consolidated Interim financial results of First Half 2022.

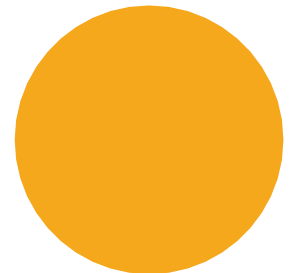
- Revenues for the First Half 2022 reached SAR 777.6m with an increase of 59.8% compared to the corresponding period of last year.
- Gross Profit for the First Half 2022 reached SAR 179.1m with an increase of 90% compared to the corresponding period of last year.
- Operating Profit for the First Half 2022 reached SAR 60.1m with an increase of 91.2% compared to the corresponding period of last year.
- Earnings before interest, taxes, depreciation, and amortization (EBITDA) reached SAR 66.1m with an increase of 93.9% compared to the corresponding period of last year.
- Net Profit for the First Half 2022 reached SAR 53.2m with an increase of 85.3% compared to the corresponding period of last year.

### The increase in net profit during the First Half 2022 by 85.3% compared to the corresponding period of last year, was mainly due to the following:

Jahez Group achieved a net income after zakat of SAR 53.2m in the first half 2022, an 85.3% increase compared to SAR 28.7m in the corresponding period of last year, this was mainly driven by the following:

-The increase in revenues by 59.9% during the first half 2022 due to the increase in delivery fee revenue and commission revenue by SAR 159.5m and SAR 81.8m, respectively mainly due to the following :

- The increase in Gross Merchandize Value (GMV) in the first half 2022 by 36.5% reaching SAR 2.0b due to the increase in orders number in the first half 2022 by 45.5% to reach 31.5m orders, compared to 21.6m orders in the corresponding period of last year due to the increase by 48.1% in average users number in the first half 2022, compared to the



corresponding period of last year, despite the slight decrease in monthly average orders per user to reach 4.5 orders in the first half 2022, compared to 4.6 orders in the corresponding period of last year, while the Gross Merchandize Value (GMV) per order decreased in the first half 2022 reaching SAR 63.2 compared to SAR 67.4 in the corresponding period of last year .

- The average take rate increased in the first half 2022 to reach 12.3%, compared to 11.2% in the corresponding period of last year, in addition to increase in average merchant number to reach 7,879 restaurants in the first half 2022 compared to 4,742 restaurants in the corresponding period of last year.

- Gross profit increased by 90% despite the increase in cost of revenue by 52.6% which is mainly due to the increase in total delivery costs and operations which is in line with the number of orders during the first half 2022.

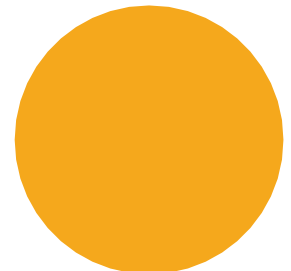
-Operating profit increased by 91.2% despite, the increase in Research & Development expenses by 243.7% in line with the Company strategy to invest in the platforms development and the user experience improvement, and the increase by 226.4% in General & administrative expenses reflecting the increase in head count in line with the growth and geographical expansion as well as the expansion of the subsidiaries activities and especially Supportive Solutions Company for Logistic Services “Logi .”

- Earnings before interest, taxes, depreciation and amortization (EBITDA) for the first half 2022 reached to SAR 66.1m compared to SAR 34.1m for the corresponding period of last year, with an increase of 93.9%.

**Ghassab bin Salman bin Mandeel, Chief Executive Officer at Jahez International commented:**

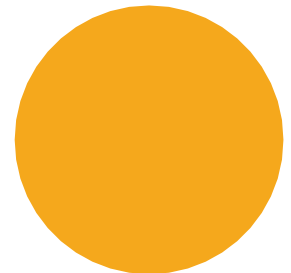
“The Group continues in achieving a positive return and maintaining a high-level of revenues and net profit throughout the First Half of 2022, this development is attributable to the strong performance and the increase in operational efficiency, in addition to an increase in the number of customers, number of orders and the average number of stores registered in the group platforms.

He added that “The management is determined to capitalize on the growing opportunities in the industry which is in line with the company plans regarding the geographical expansion in the region



where the company has started its commercial opening in the Kingdom of Bahrain as part of its plans to expand the operational capabilities in the GCC. As well as, diversifying the company's business base through operating cloud kitchens network which increased from one location end of 2021 to 5 locations as of 30-6-2022, and through the progress in our acquisitions plan. In this context, the company have signed a memorandum of understanding to fully acquire "The Chefz SPV Ltd Company" the owner of "The Best Chefs Catering Company" which is the operating company of "The Chefz" application for food delivery, sweets, flowers and perfumes, which serves several cities in the Kingdom of Saudi Arabia. Also, the signing of an offer with the shareholders of "Marn Business Information Technology Company" for the full acquisition of the company. Marn business offers multiple modern technical services that helps merchants in their growth".

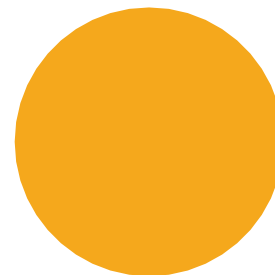
He concluded by saying that "In Jahez, we believe in the importance of increasing and diversifying investments and seizing the expected growth opportunities in the food delivery industry as well as focusing on the innovations and raising the national competencies across all group activities in line with the objectives of the kingdom vision 2030."



## KPI'S

KPI'S	H1 21G	H1 22G
Gross Order Value (GOV)*	1,979,285,702	2,707,929,458
Gross Merchandize Value (GMV)	1,458,360,417	1,990,392,517
Number of Orders (order)	21,649,523	31,491,785
Average total GMV per order (SAR)	67.4	63.2
Average monthly orders per customer	4.6	4.5
Average number of merchants	4,742	7,879
Average number of branches	12,147	18,618
Average delivery fees per order (SAR)	14.0	14.7
Average commission per order (SAR)	7.6	7.8
Average commission (%)	11.2%	12.3%
Gross profit margin	19.4%	23.0%
Earnings/(loss) margin before interest, tax, depreciation, and amortization	7.0%	8.5%
Net profit/(loss) margin for the year	5.9%	6.8%
Return on equity	15.3%	5.4%
Return on total assets	5.8%	4.0%

(\*) Order Value paid by the customer including Delivery Fees and Value Added Tax

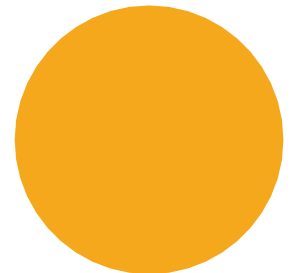


## About Jahez International Company for Information System Technology

The Group provides on-demand services, q-commerce and last mile delivery through its cutting-edge technology platforms, connecting customers, merchants and delivery partners across 50 cities in the Kingdom. Launched in 2016, the Jahez platform was one of the leading forces behind the disruptive shift to online food delivery in the Kingdom, supported by the growing adoption of online delivery as well as the proliferation of mobile devices adoption and delivery culture over the past few years.

As of end of the first half 2022, the Group had a network of more than 19,900 merchant branches, 2.4 million active users, and 52,400 delivery partners. In pursuing its goal of expanding its customer and merchant base, Jahez developed several service offerings and currently provides a wide array of delivery and logistical services, through its five main business streams.

- **Jahez Platform** is the heart of the Group's operations, and its technology serves as a source of orders for merchants, and it provides complete logistical support and payment collection processes. Jahez platform aims to connect merchants, customers, and delivery partners via a user-friendly mobile application by providing a quick, seamless and an almost entirely automated end-to-end delivery experience.
- **PIK Platform** is a quick commerce (q-commerce) business that serves as a platform for merchants within customers' reach and aims to connect customers with an array of their favorite brands within a period of two to three hours. The Group established PIK in 2020 to expand its reach beyond food delivery and is now able to provide customers with various retail goods, ranging from fashion and cosmetics to computer hardware and appliances.
- **Co Kitchens**, in which the Group acquired a 60% stake in 2020, is a cloud kitchens platform providing food businesses with commercial kitchen spaces with no dine-in facilities, to prepare food and sell them via a delivery only model. Cloud kitchens represent a hallmark of modern dining trends, with restaurants increasingly relying on online food delivery as a way to increase their reach without the additional costs of high rent and waiting staff.
- **Logi** was established in 2021 as a market enabler for the e-commerce and delivery industry in general by providing logistical solutions. Logi aims to be a leading power behind the last mile delivery in the Kingdom, and to empower local merchants by reducing operational costs. Logi



will also serve as a centralized platform to support the Group in its logistical and operational needs.

- **Red Color** was established as the Group's investment arm in order to pursue its growth objectives. The Group targets investments in technology-related industries which utilize the Group's existing assets of customers, merchants, and delivery partners.

