



**Earnings Release for the
First Half Consolidated
Interim Financial Results
2023**

Jahez International Company for Information System Technology announces its Consolidated Interim Financial Results of First Half 2023

Riyadh, Kingdom of Saudi Arabia, 3 September 2023 - Jahez International Company for Information System Technology announces its Consolidated Interim Financial Results of First Half 2023.

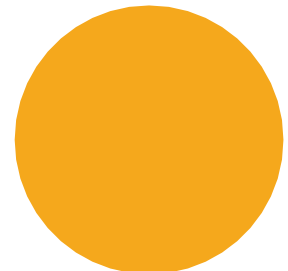
Jahez Group has reached 3.27bn (GOV) in the H1 2023. The group achieved 38.3m orders which is 21.6% increase vs. the same period last year results. Combined with cost optimization & scaled operations, the Group continues to maintain 7% net profit margin while expanding within the GCC and across verticals.

H1 2023 Key Figures:

- **835.6m** Net Revenues which is 12.9% increase YoY
- **184.7m** Gross Profit which is 9.4% increase YoY
- **66.9m** EBITDA (8% of Net Revenue) at group level with KSA Platforms Segment growing at 22% YoY reaching 109.5m
- **+3.8%** Positive EBITDA of Net Revenue for the Logistics Segment
- **115.5m** KSA Platforms net profit vs. last year 79.6m, a 45% growth YoY
- **58.1m** Net Profit grew at 10.2% YoY on the Group level despite the impact of the investment in the GCC and other verticals expansion
- **925.5m** strong cash position providing pathway to Jahez Group expansion plans in the region and in its verticals & adjacent businesses

Group financials highlights

- 835.6m Net Revenue driven by additional order volume despite the slight reduction in the average order value. The volume growth was mainly driven by consistent grow in the active users from 2.4m to 2.9m while maintaining the same frequency at 4.5 orders per month.

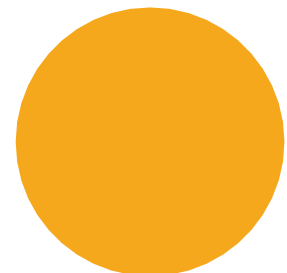


- 298.1m Commission Revenue exceeded 21.5% growth YOY mainly due to increasing the average commission from 12.26% to 12.75% as well as GMV growth
- 503.6m delivery revenue growth (8.8% YoY) was mainly driven by order growth in KSA and a discounted revenue per order in line with the market trends and expansion strategy
- The Group continues to focus on cost initiatives & business scaling opportunities, reducing operating costs which drove 22.1% gross profit at group level.
- 66.9m positive EBITDA (8.0% of Net Revenue) was achieved with 1.2% growth YoY driven by a double-digit growth of 23% in the KSA Platforms Segment exceeding 109.5m (13.1% of Net Revenue) while recording the ramp up & customer acquisition costs from non KSA operations.

EBITDA (mSAR)	Delivery Platforms KSA	Delivery Platforms Non KSA	Logistic Segment	Others	Group
H1 2023G	109.5	-40.7	7.1	-9.0	66.9
H1 2022G	89.1	-2.0	-20.6	-0.5	66.1

- Net Profit increased by 10.2% reaching SAR 58.1 in the first half of 2023 compared to SAR 52.7m in the same period of 2022.

Net Income (mSAR)	Delivery Platforms KSA	Delivery Platforms Non KSA	Logistic Segment	Others	Group
H1 2023G	115.5	-41.1	-10.6	-5.7	58.1
H1 2022G	79.6	-2.1	-23.3	-1.5	52.7



Segments Highlights:

Delivery Platforms – KSA Segment¹:

- KSA Platforms net profit 115.5m vs. last year 79.6m, a 45% growth YoY.
- KSA orders grew by 17% YoY due to the group focus on expansion in 100 cities & maintaining a solid position in its current market.

Delivery Platforms – Non KSA Segment²:

- The Non KSA platforms segment recorded -41.1m net losses mainly driven by the expansion strategy & other customer acquisition costs in order to gain market share in the newly penetrated markets.
- Non KSA operations are expected to continue growing & capturing market share with active users increasing by 1.5x vs. the H1 2022 operational period.

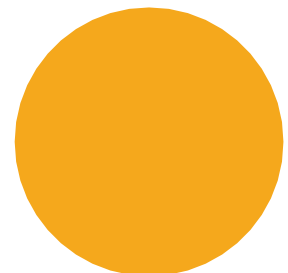
Logistic Segment³:

- With its second anniversary, the Logistic Segment recorded a positive EBITDA exceeding 7.1m benefiting from cost efficiencies initiatives & economies of scale.
- Overall net losses were reduced to -10.6m which is 54% decrease vs. the same period of last year.
- The fleet improved utilization and was directly linked to the scaling of the business along with the in-house technological tools to improve delivery partners productivity.
- The Group logistic arm fulfilled around 30% of the Group's total orders as a backbone for the group operations. The business operational alignment has increased the level of productivity.
- A combination of technology development & cost efficiencies comes in line with the Group vision to make the segment activities one of the top players in the last-mile delivery sector.

¹The segment represents food delivery and other products through the Group's platforms in KSA.

²The segment represents food delivery and other products through the Group's platforms outside of KSA.

³Includes logistic operations.

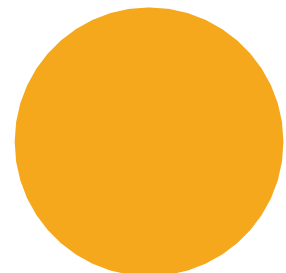


Others:

- The Group investment in other vertical businesses has resulted in -9.1m EBITDA and net losses of -5.7m mainly due to the additional costs associated with growing the Cloud Kitchens footprint within KSA.

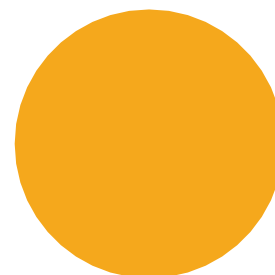
Group business highlights

- The Group reached a total of 31,592 merchant branches at the end of H1 2023 an average of 29,518 merchants branches during the reported period compared to 18,618 in the same period of last year.
- As a result of the Group efforts to increase the variety of merchants available combined with the delivery pricing strategy the group was able to reach 2.9m active users.
- Investment in the R&D to develop in-house new technologies & AI enabled features to drive operational efficiency & new revenue streams.
- Creating cross-business scale opportunities with the logistics arm covering 30% of Group's platforms orders. Marn & Cokitchens compliment Jahez Group portfolio by offering value added services to merchants.
- The Group developed strategic partnerships with delivery companies for the fulfillment of the remaining 70% of the orders, and invested in 2 of them.
- Blu Store (the JV with AlHilal Investment Company) expanded its offering to the end users in 34 countries with the ability to book game tickets as well as developed new partnerships to offer the customer the ability to book fields in 8 different sports within 14 cities in KSA.



KPI's

KPI'S	H1 2022	H1 2023
Gross Order Value (GOV) (In SAR millions)	2,820.9	3,265.8
Gross Merchandize Value (GMV) (In SAR millions)	1,990.4	2,342.1
Number of Orders (In millions order)	31.5	38.3
Average total GMV per order (SAR)	63.2	60.4
Average monthly orders per customer (Order)	4.5	4.5
Number of Active users (in millions)	2.4	2.9
Average number of merchants	7,879	11,832
Average number of branches	18,618	29,518
Average delivery fees per order (SAR)	14.7	13.1
Average commission per order (SAR)	7.8	7.7
Average commission (%)	12.26%	12.75%
Gross profit margin (% of Net Revenues)	23.0%	22.1%
Net profit/(loss) margin for the year (% of Net Revenues)	6.8%	7.0%
Return on equity	5.37%	5.82%
Return on total assets	4.02%	4.26%



Order Value (SAR Millions)	H1 2022	H1 2023
GMV	1,990.4	2,342.1
Value added tax on the Value of the Order	298.4	344.9
Delivery Fees Paid by Customers	466.4	503.6
Value Added Tax on Delivery Fees Paid by Customers	70.0	75.5
GOV	2,825.3	3,265.8

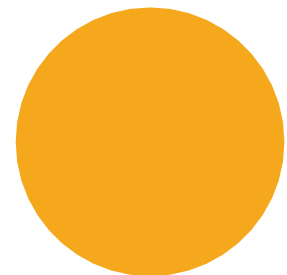
About Jahez International Company for Information System Technology

The Group operates under several brands over Jahez International Company and its subsidiaries. providing on-demand services, q-commerce, last mile delivery, digital solutions and Cloud kitchens, connecting customers, merchants and delivery partners across 100 cities in the Kingdom in addition to Bahrain and Kuwait.

Launched in 2016, 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 the end of the first half of 2023, the Group had a network of around 31.5 thousand merchant branches, 2.9 million active users, and around 52 thousand 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 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 connects merchants, customers, and delivery partners in Saudi Arabia, Bahrain and Kuwait, 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 November 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.
- **BLU Store**, throughout 2022 the Group have established "the BLU Store" Company (as joint venture with AlHilal Club Investment Company) specialized in selling and marketing products with different brands and provide online services through "BLU Store" application.
- **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.
- **Marn**, the group have completed the acquisition of all the shares of Marn business information technology company, which helps merchants in the building of their unique ecosystems by developing systems for business owners through various digital solutions that work in conjunction with different service providers and partnerships. This acquisition is in line with the Company's desire to add more verticals to its activities and continue its growth.

