



SAUDI ARABIA'S LEADING ONLINE FOOD DELIVERY PLATFORM

► OUR STORY



Jahez is a homegrown Saudi business that utilizes disruptive technology to connect more than 1.3 million customers with its platform's network that includes 12,000+ merchants branches and 34,000+ delivery partners in 47 cities across Saudi Arabia as of 31 March 21.



The Group demonstrated tremendous growth since its launch in 2016



Captured significant market share of 28% as of February 2021 to become a leading delivery platform in the Kingdom



The number of cumulative orders delivered through the Jahez platform exceeded 68m with 36m orders distributed in the 9m 2021.

OVERVIEW OF OUR OPERATIONS

We offer an integrated product suite that enables a seamless, convenient and intuitive user experience, allowing us to provide an end-to-end solution for our valued customers through our brands.





“We continue to expand our successful food delivery platform to tap into new growth opportunities offered by rapid changes in consumer behavior while investing in our proprietary technology and new business verticals, including cloud kitchens, quick commerce and last-mile delivery, to capture future growth. We remain agile, leveraging our economies of scale and network effect to meet the needs of our customers, in line with our vision of becoming the most loved technology platform with the largest presence in the Middle East.”

GHASSAB AL MANDEEL

CEO



As Saudi Arabia's leading online food delivery platform, Jahez is at the heart of our operations.

The Jahez platform aims to connect merchants, customers, and delivery partners via an easy-to-use mobile application, by providing a quick, seamless, and almost entirely automated end-to-end delivery experience.



A quick commerce (q-commerce) platform which brings local merchants within customers' reach.

The platform provides customers with various retail goods, ranging from fashion and cosmetics to computer hardware and appliances.



A last mile delivery platform providing companies with logistical solutions.

Logi aims to be a leading power behind last mile delivery in the Kingdom, and to empower local merchants by reducing operational costs.



A cloud kitchens platform provides food businesses with commercial kitchen spaces with no dine-in facilities, to prepare food and sell them via applications only model.



The Company's investment arm established in order to pursue its growth objectives. The Company targets investments in technology industries which utilize the Company's existing assets of customers, merchants and drivers.

OUR MARKET POSITION



DIFFERENTIATED ONLINE FOOD DELIVERY MODEL

The three-pronged strategy maximizes order efficiency, merchant revenues and customer outcomes, leading to superior growth rates, and customer, merchant and driver retention.

THE FASTEST GROWING PLAYER BY MARKET SHARE CAPTURE

The company saw a 3.6x increase in GMV in Q1 2021 from Q1 2020, and has also expanded to 47 cities in 2020 from 22 cities in 2019, capturing significant market share across all regions from 13% in FY2019 to 28% in February 2021 in aggregate market share.

WELL-INVESTED PLATFORM LEVERAGING CUTTING-EDGE TECHNOLOGY CAPABILITIES

The Company has a differentiated, proprietary and scalable technology offering which drives constant development and innovation and will help to ensure its market leading position is maintained.

ONGOING DIVERSIFICATION OF PRODUCT OFFERING THROUGH EXPANSION INTO NEW VERTICALS

Jahez has several future alternative growth enablers, in addition to its core business, and is set to augment the stakeholder experience and capture further market demand through its new verticals.

APPLYING INDUSTRY INNOVATION TO ALL ASPECTS OF ITS BUSINESS MODEL

Besides being at the forefront of the latest trends in the market such as the move into cloud kitchens and new adjacencies such as PIK, Jahez brings innovation to its online food delivery platform.

SUPERIOR FINANCIAL TRACK RECORD AND PROVEN PROFITABILITY

The Company has attractive fundamentals, notably demonstrated by its GMV and adjusted GMV (Including VAT and Delivery Fees) of SAR1.4bn and SAR1.9bn, respectively, during the FY2020 and SAR2.4bn and SAR3.2bn during 9M 2021, which is coupled with low customer acquisition costs, increasing take rates, and increasing orders per users.

SAR 1.9B/ SAR 3.2B

adjusted GMV (2020/9M2021)
including VAT & delivery fees

68 Million

Number of Orders in 5 Years

SAR 459M/ SAR 847M

Revenues (2020/9M2021)

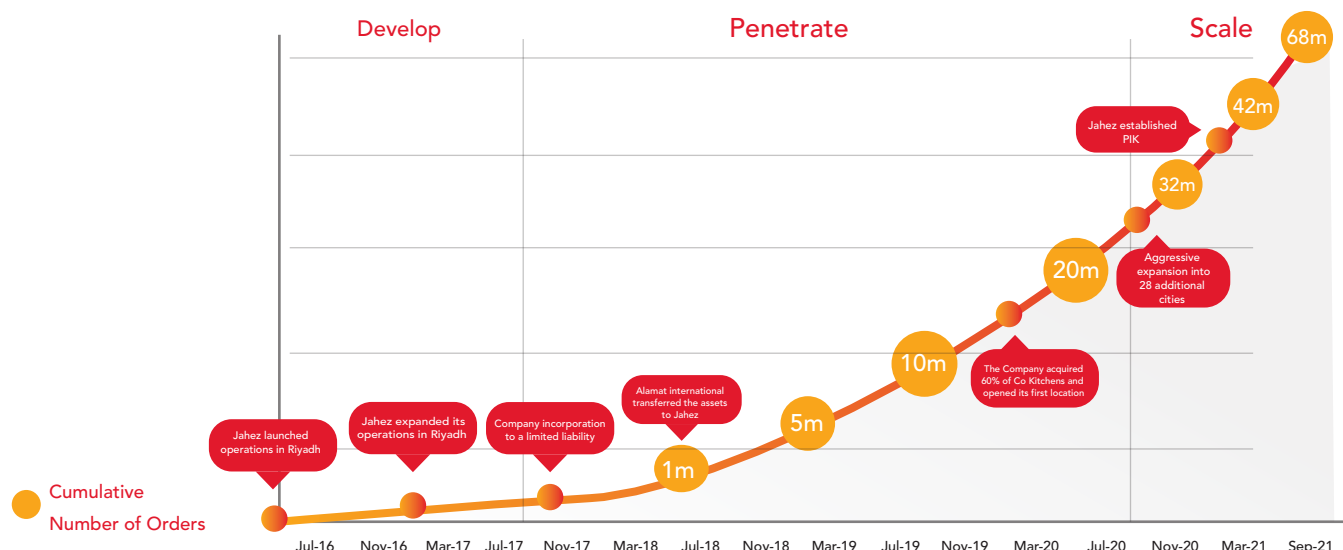
SAR 39.5M/ SAR 90M

Net Income (2020/9M2021)

ENTREPRENEURIAL SPIRIT UNDERPINNED BY INDUSTRY VETERANS AND BACKED BY COMMITTED SHAREHOLDERS

A highly experienced and entrepreneurial management team leads the Company, with the founders still active.

OUR EVOLUTION



THE OFFERING

Offering of **1,888,523 Ordinary Shares** representing a total of **18%** of the Company's share capital post-listing as follows:

Issuance of new shares representing



8.5%
of the Company's share capital

Sale of shares of



9.5%
of the Company's share capital by way of pro-rata sell-down by existing shareholders

In addition to an allocation of up to 10.83% of the Offer Shares as an over-allotment to implement the price stabilization mechanism.



CATEGORIES OF TARGETED INVESTORS:

(Institutional) Qualified Investors and (Individual) Qualified Investors



LISTING VENUE:

Saudi Exchange - Parallel Market «Nomu»

LED BY EXPERIENCED MANAGEMENT TEAM

- Led by a highly experienced and entrepreneurial management team.
- Management team has c.100 years of C-suite experience.
- A strong track record of building scalable businesses in local markets.