

jahez

Financial Results Presentation

First Half 2022

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Speakers



Ghassab Al Mandeel

CEO

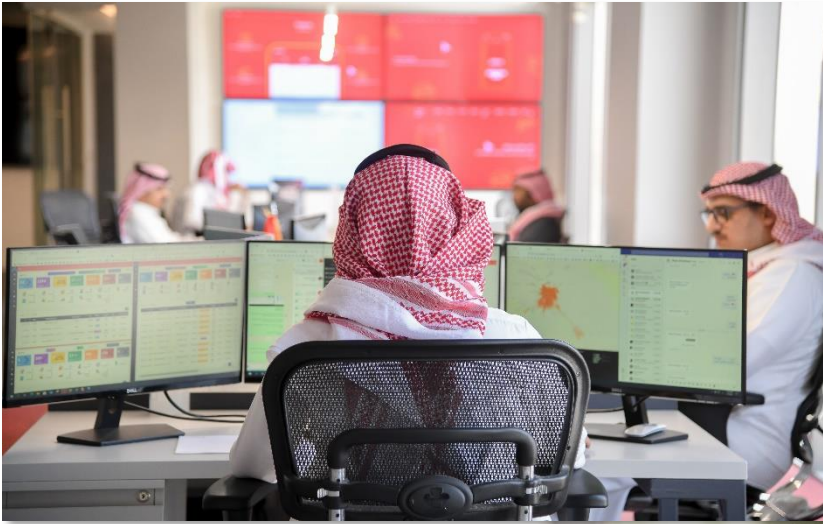


Heni Jallouli

Group CFO



Agenda



1. Company Overview

2. Financial and Operational Highlights

3. Q&A





عام الخط العربي
Year of Arabic Calligraphy

1. Company Overview

Key Highlights - First Half 2022

High growth and profitable food delivery platform



SAR2.7bn
H1 22 GOV
which has grown
by **1.4x**

SAR777.6m
H1 22 Rev which
has grown by
1.6x

31.5m
in H1 22 orders
Vs **21.6m**
orders in H1 21

SAR63.2
average order
size H1 22

SAR83m
Adj. EBITDA
during H1 22

2.4m+
Active users as
of June-2022

52.4k+
delivery partners
as of June-2022

604
full time
employees as of
June-2022

12.3%
average
commission rate
during the First
half 2022

c.19.9k
merchant
branches as of
June-2022

c.100
years combined
c-suite
management
experience

4.5
monthly orders
per average user
H1 22

Order delivered
on average in
<35 minutes



Business Highlights - First Half 2022

The Jahez logo features the word "jahez" in a lowercase, sans-serif font. The letter "j" is red, and the letter "a" is orange, while the remaining letters "h", "e", "z" are red.

- Jahez has opened its first operation outside of Saudi Arabia in the Kingdom of Bahrain.

The Marn logo consists of a stylized black icon resembling a square with a diagonal cut, followed by the word "marn" in a lowercase, bold, sans-serif font.

- Jahez has signed a non-binding offer with the shareholders of ("Marn business information technology company") for the full acquisition of all the Company

The logo for "THE CHEFZ" features the words "THE" and "CHEFZ" stacked vertically. "THE" is in white text on a red rectangular background, and "CHEFZ" is in white text on a dark purple rectangular background.

- Jahez has signed a non-binding offer with the shareholders of ("Chefz SPV Ltd") for the full acquisition of all the Company

The logo for "BLU STORE" features the word "BLU" in a large, bold, blue sans-serif font, with the word "STORE" in a smaller, blue sans-serif font positioned above the "U".

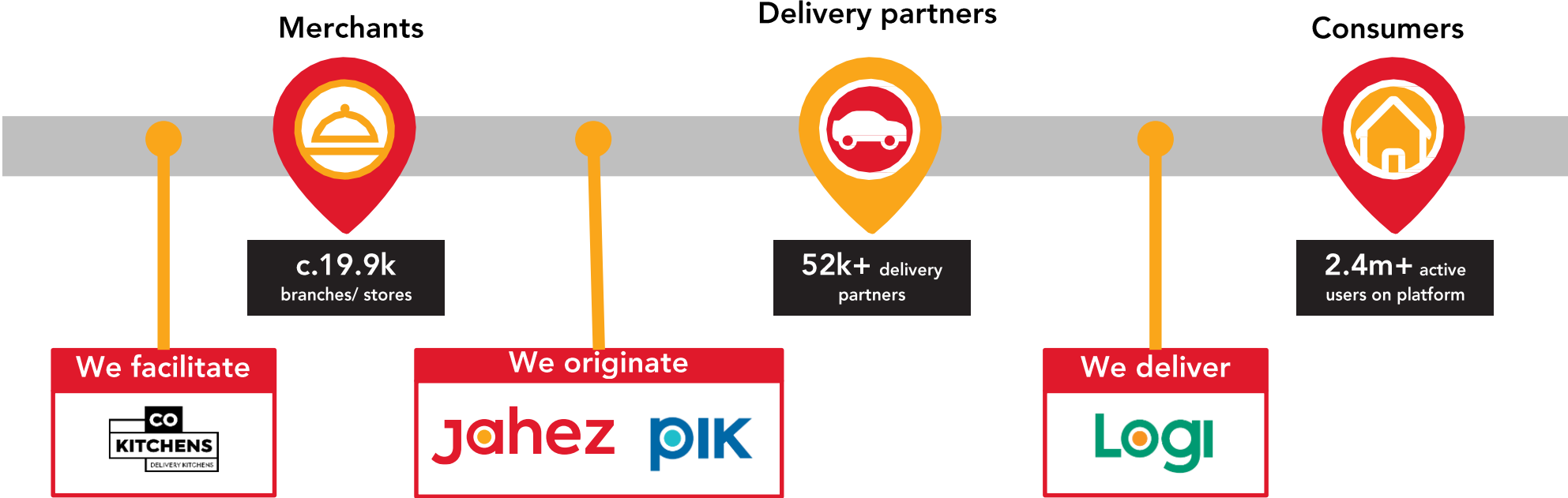
- Jahez has established "the BLU Store" a limited liability company with AlHilal Club Investment Company



Jahez: disrupting lifestyle technology

A snapshot of how we are disrupting the market

We are a lifestyle technology platform which is growing across multiple fronts...
...to enable our stakeholders to achieve their requirements...

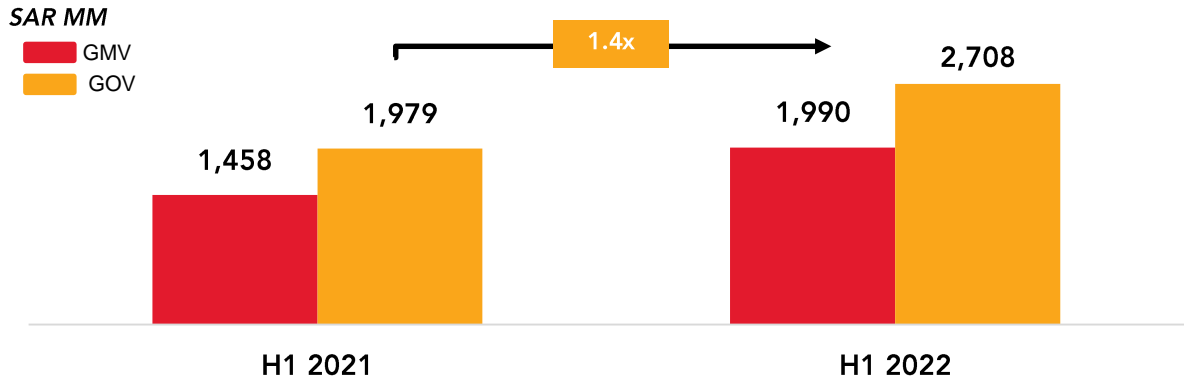




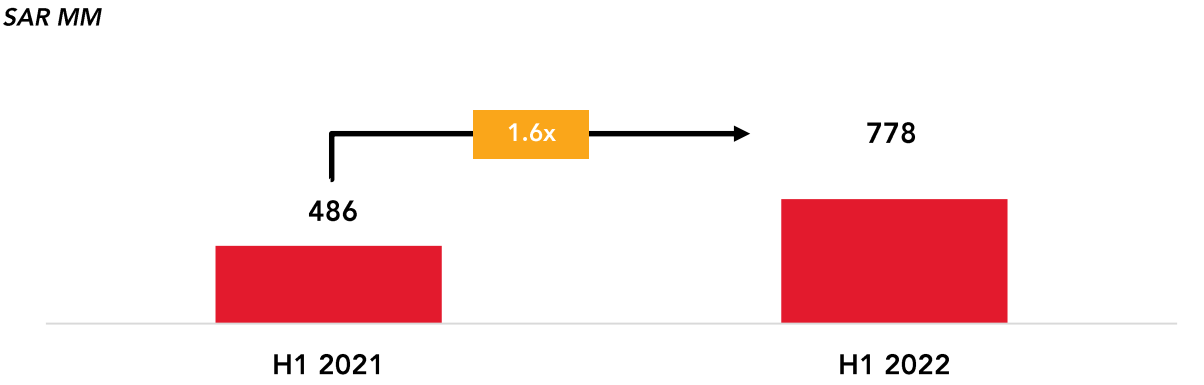
2. Financial and Operational Highlights

Continuous financial performance growth across metrics

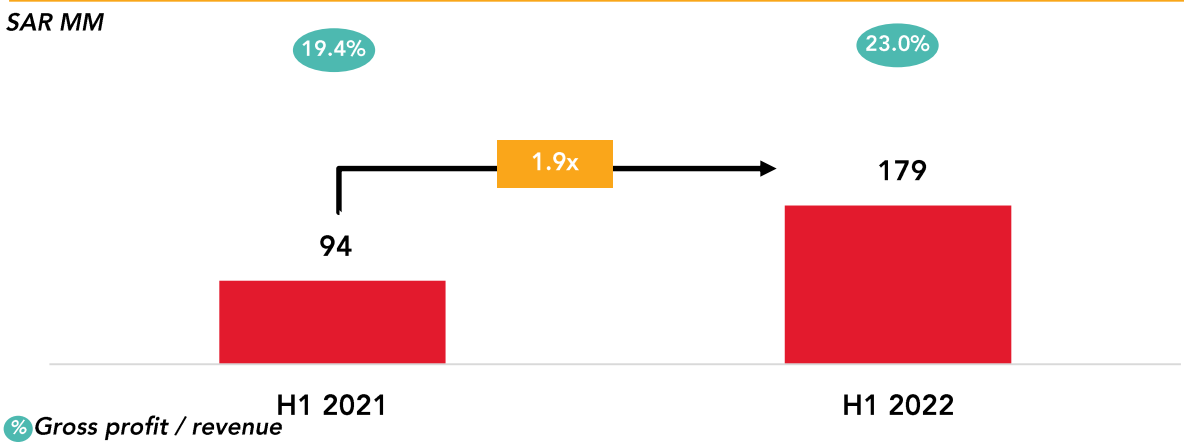
Strong growth in GMV...



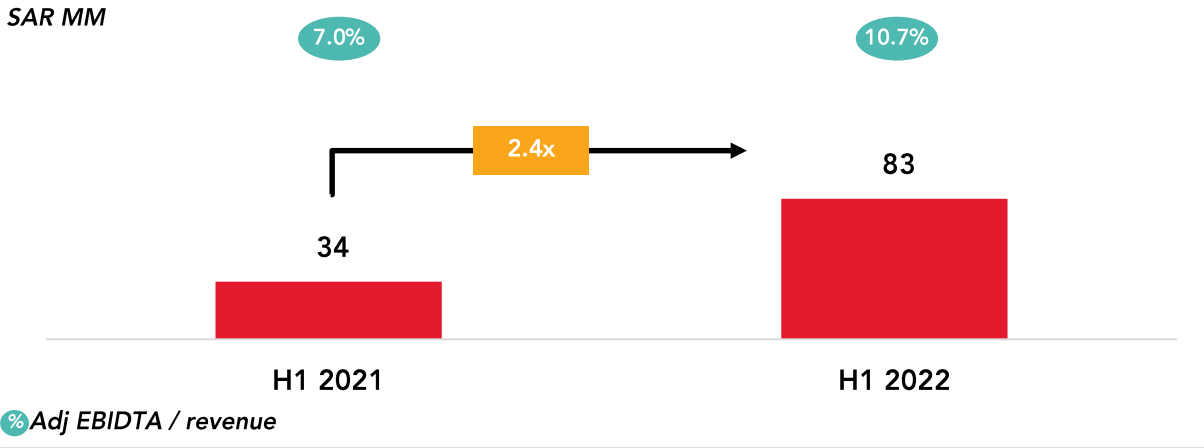
...With proven track record of revenue growth....



...continuous expansion in gross profit ...



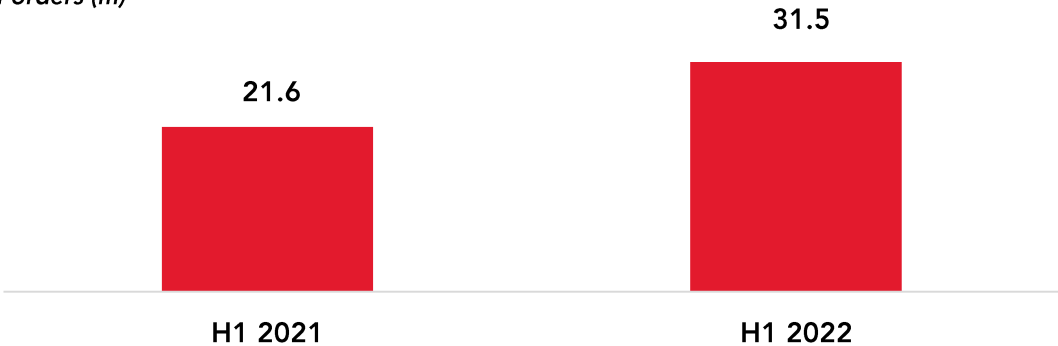
...And significant expansion in Adj EBITDA profit margin...



Operational KPIs

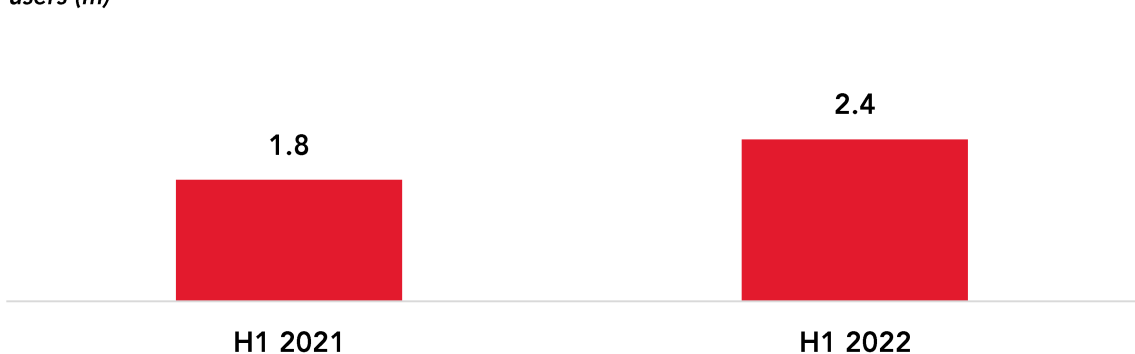
Number of orders

of orders (m)



Number of users

of users (m)



GMV per order

SAR



Orders per user (monthly)

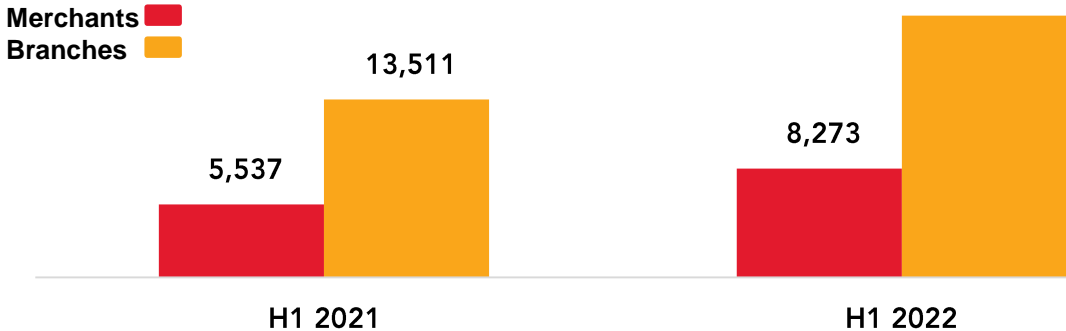
of orders



Operational KPIs

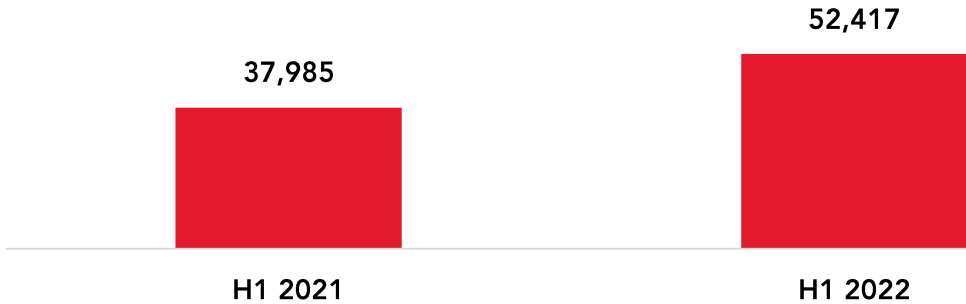
Number merchants

of merchants



Number of delivery partners

of Drivers



Average commission per order

SAR, %



Average delivery fees per order

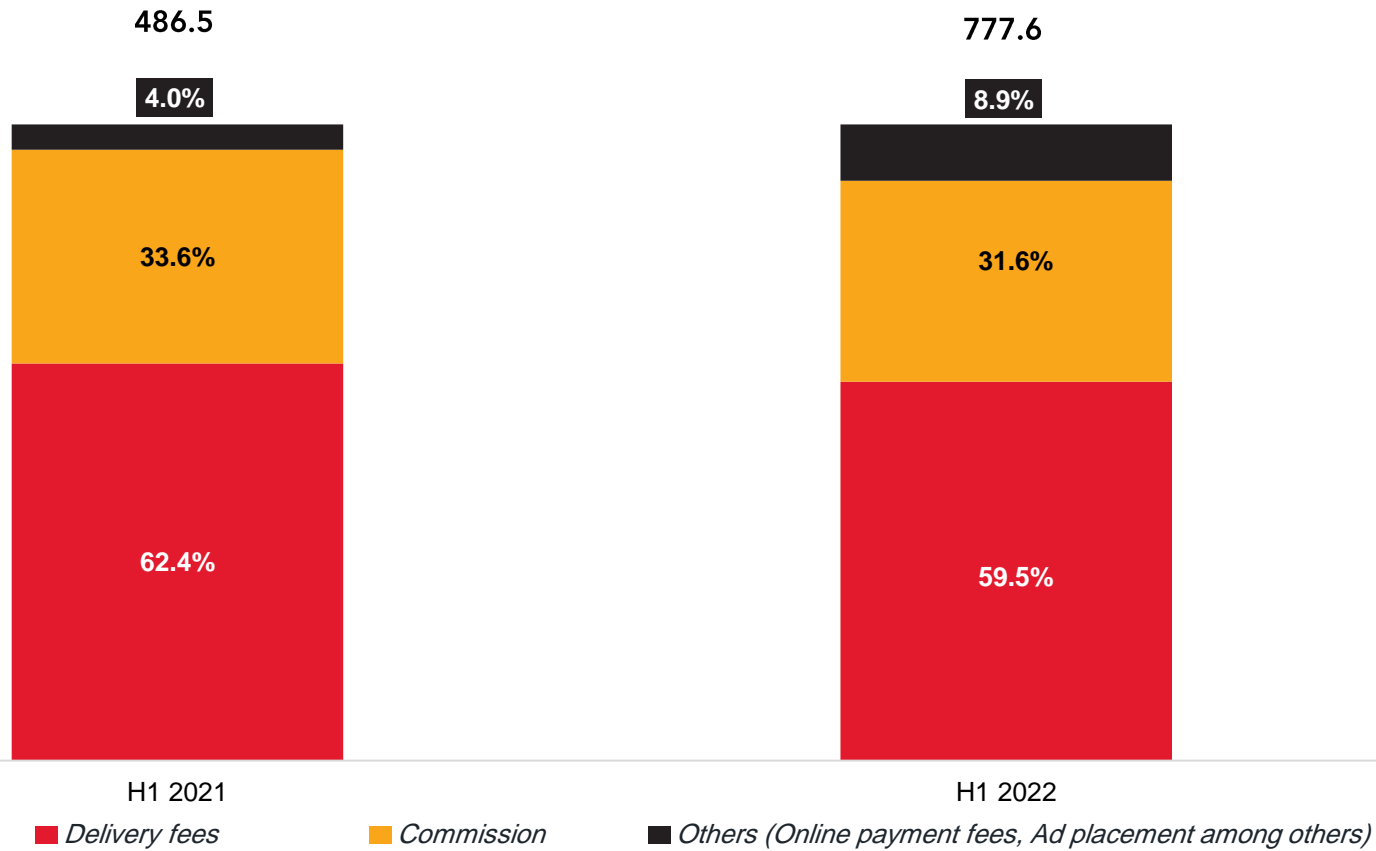
SAR



Solid growth across all revenue streams

Group revenue streams

SAR MM, %



✓ Attractive GMV and revenue growth driven by

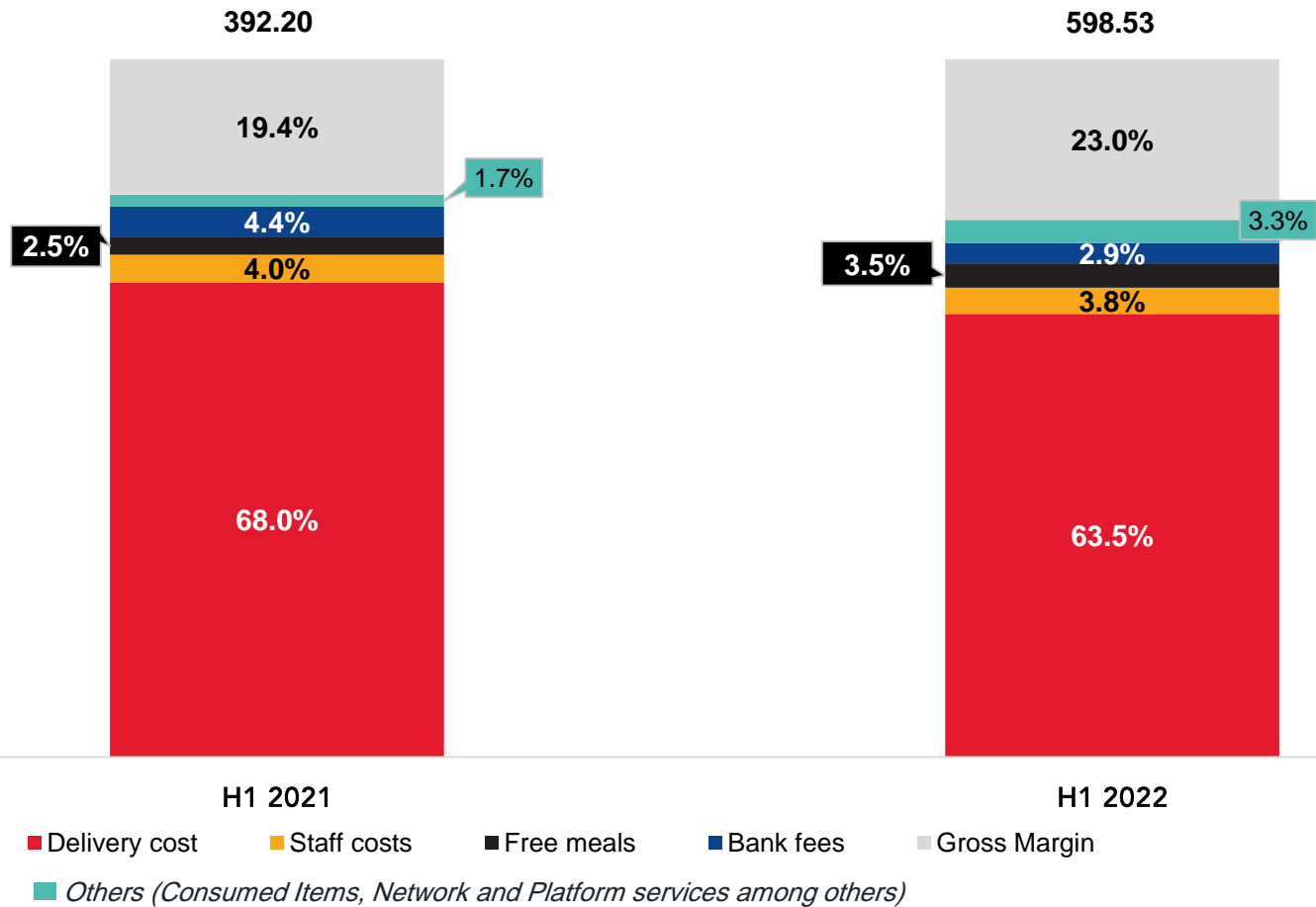
- Increase in the number of users by 36.5% from c.1.76m in the First Half 2021 to c.2.4m in the First Half 2022
- Significant growth in the number of orders by 45.5% from c. 21.6m in the First Half 2021 to c. 31.5m in the First Half 2022
- Jahez negotiating higher take rates with the merchants, which on average increased from 11.2% of GMV in the First Half 2021 to 12.2% in the First Half 2022
- High growth in terms of marketing services



Highly efficient and controlled cost base

Cost of revenue breakdown (as % of revenue)

SAR MM, %



- ✓ Delivery cost grew from SR330.8m to SR493.4m between the First Half 2021 and First Half 2022 in line with the growth in number of orders
- ✓ Staff cost stayed in similar level as a % of revenue in line with the growth of operation and the expansion in verticals
- ✓ Bank fees decreased as a % of revenue driven by negotiating new rates with the banks
- ✓ Other Costs increased as % of revenues due to Tawssil platform cost introduced in H2-2021



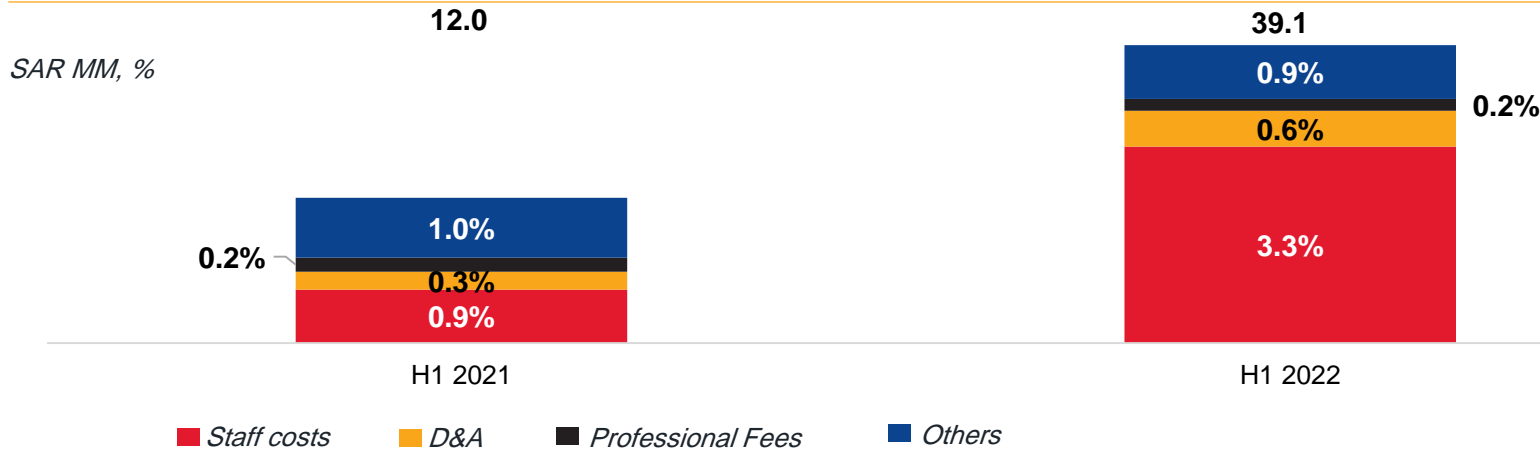
Highly efficient and controlled cost base

Selling & marketing expenses breakdown (as % of revenue)



✓ Marketing and selling expenses decreased as a % of revenue despite the increase in marketing spending primarily driven by lower user acquisition cost and management effective marketing strategies leading to higher returns for each SAR spent

General and administrative expenses breakdown (as % of revenue)



✓ General and administrative expenses increased as a % of revenue due to the capacity cost related to Logi idle drivers and the growth in the number of HC



2022 Guidance

Robust growth continuing into 2022

	2020A	2021A	2022YTD 6Months	Guidance	
				2022E	Mid-term
GOV*	SAR1,888m	SAR4,525m	SAR2,707m	SAR5,700m – SAR6,500m	<p>The following CAGRs are forecast between 2021A-2023E:</p> <ul style="list-style-type: none"> • GOV/GMV: 40% – 50% • Revenue 45% – 55% • EBITDA: 55% – 65%
GMV	SAR1,418m	SAR3,342m	SAR1,990m	SAR4,200m – SAR4,800m	
Revenue	SAR459m	SAR1,220m	SAR777m	SAR1,600m – SAR2,000m	
Adjusted EBITDA margin (% revenue)	9.5%	10.3%	10.5%	9% – 12%	

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



A modern office interior featuring a grey concrete wall with the 'Jahez' logo in red 3D letters. A red reception desk with a wavy top is in the foreground. To the left is a red flag with 'jahez' written vertically, and to the right is the Saudi national flag. Large windows in the background offer a view of an outdoor area with a building and a car. A large yellow semi-circle is overlaid on the right side of the image.

Jahez

3. Q&A

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