



**Earnings Release  
for the Q2 & H1 2025  
Consolidated Interim Financial Results**

## EARNINGS RELEASE

### JAHEZ REPORTS H1 2025 RESULTS WITH 38% NET PROFIT AND 24% ADJUSTED EBITDA GROWTH WHILE ADVANCING STRATEGIC INITIATIVES

**Riyadh, Saudi Arabia, 10 August 2025** – Jahez International Company for Information System Technology (“Jahez”, or the “Group”, 6017 on the Saudi Exchange’s TASI – Main Market), announces its financial results for the second quarter and first half of 2025. The Group delivered year-on-year growth in Gross Merchandise Value (GMV) and Net Revenue, while advancing strategic initiatives to enhance its platform

**Ghassab Bin Salman Bin Mandeel, CEO of Jahez Group, said:**

*“In the first half of 2025, we focused on executing our strategic priorities. We enhanced our on-demand platform and expanded our offering. We launched an updated Jahez app that goes beyond food delivery. We merged our grocery and retail offering under one app, creating the foundations of a multi-vertical lifestyle platform that will become an even more integral part of our users’ daily lives and creates a new stage for our merchants to engage with a broader audience. The rollout of our updated app and the acceleration of grocery and retail are key steps towards strengthening our comprehensive ecosystem.*

*Post-period, our agreement to acquire a majority stake in Snoonu marks a milestone entry into Qatar, a highly attractive and fast-growing digital market.*

*We maintained strong profitability in a dynamic and highly competitive KSA market and delivered strong earnings in the first half of 2025. We remain disciplined in our approach to profitable growth, committed to long-term value creation for our shareholders, partners, and customers.”*

## Key Highlights H1 2025

- GMV increased by 11.8% year-over-year (YoY) to **ﷲ 3.4 billion**, supported by 9.3% growth in total orders.
- Net Revenue up 7.0% YoY to **ﷲ 1.1 billion** (H1 2024: **ﷲ 1.0 billion**), driven by higher total orders, average order value, improved take rate, and significant growth in advertising and Other Revenues<sup>1</sup>.
- Adj. EBITDA up 23.6% to **ﷲ 87.1 million**, representing 8.0% of Net Revenue (H1 2024: **ﷲ 70.4 million**, 6.9% of Net Revenue).
- Net Profit<sup>2</sup> grew 38.0% YoY to **ﷲ 58.9 million** (H1 2024: **ﷲ 42.7 million**)
- Strong KSA platforms order volume growth of 10.8% YoY, reaching 47.3 million orders in H1 2025 (H1 2024: 42.7million orders).
- Non-KSA platforms significantly improved financial performance with EBITDA losses narrowing to **ﷲ 7.1 million** in H1 2025 from **ﷲ 46.1 million** last year on the back of Net Revenue growth of 33.1% to **ﷲ 120.7 million** and optimized cost structure.
- Advertising Revenues up 60.8% YoY, with growth accelerating powered by new ad-product rollouts and geographical segmentation, along with strong uptake in merchant adoption and demand.
- Launched enhanced Jahez app, with improved user experience integrating grocery and retail “shops” offerings.
- Grocery GMV grew 3.9x YoY in Q2; retail GMV increased 1.6x YoY with 433 new merchants added.
- Roll out of merchant delivery model in Kuwait with the first key account in late Q2 2025, enabling major brands to fulfill deliveries directly while remaining on Jahez’s platform.
- Post-period in July 2025, Jahez signed an agreement to acquire a 76.6% stake in Snoonu, Qatar’s fastest-growing technology and on-demand delivery company.

1: Other Revenues: Refers to non-commission revenue, such as sales from Marn, SOL, and Blu. (Refer to definition in glossary of terms)

2: Net Profit: Net Profit Attributable to shareholders of parent company

## Financial Highlights

(S million)	Q2 2025	Q2 2024	YOY %	H1 2025	H1 2024	YOY %
GMV	1,794.4	1,593.7	+12.6%	3,440.4	3,077.8	11.8%
Number of Orders (In millions order)	28.8	25.8	+11.7%	54.9	50.1	9.6%
Net Revenue	567.1	541.0	+4.8%	1,093.0	1,021.9	+7.0%
<b>Gross Profit</b>	<b>119.3</b>	<b>121.3</b>	<b>-1.7%</b>	<b>245.3</b>	<b>216.9</b>	<b>13.1%</b>
<i>Gross Profit % of Net Revenue</i>	<i>21.0%</i>	<i>22.4%</i>	<i>-1.4pp<sup>1</sup></i>	<i>22.4%</i>	<i>21.2%</i>	<i>+1.2pp<sup>1</sup></i>
<b>Adj. EBITDA</b>	<b>36.0</b>	<b>48.0</b>	<b>-25.1%</b>	<b>87.1</b>	<b>70.4</b>	<b>+23.6%</b>
<i>Adj. EBITDA % of Net Revenue</i>	<i>6.3%</i>	<i>8.9%</i>	<i>-2.5pp<sup>1</sup></i>	<i>8.0%</i>	<i>6.9%</i>	<i>+1.1pp<sup>1</sup></i>
<b>Net Profit<sup>2</sup></b>	<b>23.6</b>	<b>30.2</b>	<b>-22.0%</b>	<b>58.9</b>	<b>42.7</b>	<b>+38.0%</b>
<i>Net Income % of Net Revenue</i>	<i>4.2%</i>	<i>5.6%</i>	<i>-1.4pp<sup>1</sup></i>	<i>5.4%</i>	<i>4.2%</i>	<i>+1.2pp<sup>1</sup></i>

1: pp: percentage point

2: Net Profit: Net Profit Attributable to shareholders of parent company

In Q2 2025, GMV grew 12.6% YoY to SAR 1.8 billion, supported by 11.7% growth in total orders. The Group reported Net Revenue of S 567.1 million, a 4.8% increase YoY, mainly driven by:

- 11.7% YoY rise in total orders, accompanied by a 9.1% increase in the Active Users YoY.
- Improved take rate from 14.6% in Q2 2024 to 15.7% in Q2 2025, reflecting successful negotiations with key partners and enhancing value per transaction.
- Increased average order value to S 62.3 compared to S 61.9 in Q2 2024.
- Advertising Revenues grew by 26.9% YoY to S 19.2 million, driven by increased advertising demand from initiatives such as "Explore" and "Fawasel" (short-form video reels) functions, and enhanced geo-targeting algorithms to increase advertising availability.

Additionally, Other Revenues, generated by the Group's newer verticals (Sol, Co, and Marn) along with Blu Store Direct Sales, experienced significant YoY expansion of 64.9% during Q2 2025 reflecting the group's continued efforts in building an integrated ecosystem that supports expansion and sustainable growth across various segments.

Gross profit margin (% of Net Revenue) declined by 1.4 percentage points, to 21.0% in Q2 2025 (22.4% in Q2 2024), primarily due to tactical promotions and delivery campaigns in KSA.

Net Profit<sup>1</sup> reached ﷲ 23.6 million at the end of Q2 2025 (ﷲ 30.2 million in Q2 2024).

### Adj. EBITDA by segment

Adj. EBITDA (ﷲ millions)	Q2 2025	Q2 2024	YOY %	H1 2025	H1 2024	YOY %
<b>Delivery Platforms KSA</b>	44.7	71.0	(37.0%)	98.0	123.6	(20.8%)
<b>Delivery Platforms Non KSA</b>	(5.2)	(19.6)	73.8%	(7.1)	(46.1)	84.7%
<b>Logistic Segment</b>	2.0	1.7	17.2%	6.5	3.8	71.1%
<b>Others</b>	(5.6)	(5.0)	(12.4%)	(10.4)	(10.9)	4.8%
<b>Group</b>	<b>36.0</b>	<b>48.0</b>	<b>(25.1%)</b>	<b>87.1</b>	<b>70.4</b>	<b>23.6%</b>

During H1 2025, Jahez achieved a 23.6% YoY increase in Adjusted EBITDA to ﷲ 87.1 million (8.0% of net revenue), supported by a significant decrease in losses from Non KSA platforms and improved Logistics performance. Additionally, Jahez also significantly lowered delivery cost per order due to enhanced utilization, price negotiation & fleet optimization across all geographies.

Jahez's KSA platforms sustained a profitable performance, with Adjusted EBITDA reaching ﷲ 98.0 million in H1 2025, a 20.8% YoY decline due to increased marketing and promotion campaigns.

Meanwhile, the Non-KSA Platforms segment enhanced profitability YoY, with losses narrowing by a significant 84.7% YoY, supported by disciplined spending and improving unit economics.

In the Logistics segment, Adjusted EBITDA witnessed a significant 71.1% increase YoY in H1 2025, supported by an expanded fleet with 4,508 drivers under sponsorship compared to 1,853 drivers last year.

<sup>1</sup> Net Profit: Net Profit Attributable to shareholders of parent company

The 'Others' Segment reduced Adjusted EBITDA losses by 4.8% YoY in H1 2025, reflecting progress in diversifying revenue streams across newer verticals. Co, Sol and Marn, collectively saw significant improvement in demand with enhanced profitability.

### Net Profit<sup>1</sup> by segment

Net Profit <sup>1</sup> (ﷲ millions)	Q2 2025	Q2 2024	YOY %	H1 2025	H1 2024	YOY %
<b>Delivery Platforms KSA</b>	45.8	65.8	(30.4%)	99.1	122.9	(19.4%)
<b>Delivery Platforms Non KSA</b>	(5.9)	(20.6)	71.1%	(8.8)	(47.7)	81.6%
<b>Logistic Segment</b>	(8.0)	(7.7)	(4.1%)	(10.8)	(14.4)	25.0%
<b>Others</b>	(8.3)	(7.3)	(13.5%)	(20.6)	(18.0)	(14.0%)
<b>Group</b>	<b>23.6</b>	<b>30.2</b>	<b>(22.0%)</b>	<b>58.9</b>	<b>42.7</b>	<b>38.0%</b>

1: Net Profit: Net Profit Attributable to shareholders of parent company

Group Net Profit was ﷲ23.6 million in Q2, down 22.0% YoY, mainly impacted by the lower EBITDA and higher depreciation.

In the first half, Net Profit was ﷲ 58.9 million, up 38% YoY, supported by improved profitability in Non KSA platforms and Logistics Segment.

Segment wise, KSA remained the key profit engine, while Non KSA losses narrowed materially on improved operating discipline. Logistics H1 loss narrowed 25.5% YoY despite continued investment to scale sponsored drivers (4,508 vs. 1,853 in Q2 2024). The Others segments reflect ongoing development of newer verticals and investments while operational performance within the segment continues to improve as scale builds.

## KPI's

(SAR millions)	Q2 2025	Q2 2024	YoY%	H1 2025	H1 2024	YoY%
<b>Gross Order Value (GOV)</b> (In SAR millions)	2,327.0	2,130.1	9.2%	4,477.1	4,094.6	9.3%
<b>Gross Merchandize Value (GMV)</b> (In SAR millions)	1,794.4	1,593.7	12.6%	3,440.4	3,077.8	11.8%
<b>Total Active Users</b> (In millions user)	3.4	3.1	9.1%	4.2	3.9	7.9%
<b>Number of Orders</b> (In millions order)	28.8	25.8	11.7%	54.9	50.1	9.6%
<b>Average Order Value (AOV)</b> (In SAR)	62.3	61.9	0.8%	62.7	61.5	2.0%
<b>Average monthly orders per customer (Order/Month)</b>	4.4	4.3	2.0%	4.4	4.3	1.8%
<b>Average number of merchants</b>	17,159	16,477	4.1%	17,123	16,303	5.0%
<b>Average number of branches</b>	46,333	41,672	11.2%	45,946	40,855	12.5%
<b>Average delivery fees per order</b> (In SAR)	8.8	11.1	-20.4%	9.1	10.5	-13.8%
<b>Average delivery cost per order</b> (In SAR)	12.7	13.7	7.0%	12.7	13.5	-5.7%
<b>Average commission per order</b> (In SAR)	9.8	9.1	8.3%	9.6	8.9	7.9%
<b>Average commission (%)</b>	15.7%	14.6%	1.1pp <sup>1</sup>	15.4%	14.5%	0.8pp <sup>1</sup>

1: pp: Percentage Point

### جاhez الدولية \* Jahez International

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## Adj. EBITDA Reconciliation

(S million)	Q2 2025	Q2 2024	YOY %	H1 2025	H1 2024	YOY %
Net Revenue	567.1	541.0	+4.8%	1,093.0	1,021.9	+7.0%
Cost of Revenue	(447.8)	(419.7)	+6.7%	(847.8)	(805.0)	+5.3%
<b>Gross Profit</b>	<b>119.3</b>	<b>121.3</b>	<b>-1.7%</b>	<b>245.3</b>	<b>216.9</b>	<b>13.1%</b>
<i>Gross Profit % of Net Revenue</i>	<i>21.0%</i>	<i>22.4%</i>	<i>-1.4pp<sup>1</sup></i>	<i>22.4%</i>	<i>21.2%</i>	<i>+1.2pp<sup>1</sup></i>
Operating Expenses	(102.5)	(94.2)	+8.9%	(194.3)	(184.6)	+5.2%
Other Income/Expense	10.8	11.9	-9.0%	16.1	23.6	-31.7%
Financing Cost & Zakat	(7.9)	(7.7)	+2.6%	(14.1)	(12.8)	+9.6%
<b>Net Profit</b>	<b>19.7</b>	<b>31.3</b>	<b>-37.2%</b>	<b>53.0</b>	<b>43.0</b>	<b>+23.2%</b>
<i>Net Profit % of Net Revenue</i>	<i>3.5%</i>	<i>5.8%</i>	<i>-2.3pp<sup>1</sup></i>	<i>4.8%</i>	<i>4.2%</i>	<i>+0.6pp<sup>1</sup></i>
Other Income/Expense	(10.8)	(11.9)	-9.0%	(16.1)	(23.6)	-31.7%
Depreciation & Amortization	15.5	11.9	+18.1%	28.9	24.0	+20.4%
Financing Cost & Zakat	5.9	7.7	2.6%	12.1	12.8	-5.9%
ECL Adjustment	4.9	6.3	-22.7%	7.6	9.1	-16.2%
Other Mgmt. Adjustments	0.8	2.8	-71.6%	1.6	5.0	-68.5%
<b>Adj. EBITDA</b>	<b>36.0</b>	<b>48.0</b>	<b>-25.1%</b>	<b>87.1</b>	<b>70.4</b>	<b>+23.6%</b>
<i>Adj. EBITDA % of Net Revenue</i>	<i>6.3%</i>	<i>8.9%</i>	<i>-2.6pp<sup>1</sup></i>	<i>8.0%</i>	<i>6.9%</i>	<i>+1.1pp<sup>1</sup></i>
Net Profit Attributable to the Shareholders of the Parent Company	23.6	30.2	(22.0%)		58.9	42.7

1:pp: Percentage Point

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	Platforms - KSA	Platforms - Non KSA	Logistics	Others	Exclusions / Eliminations	Group
( million)	H1 2025	H1 2025	H1 2025	H1 2025	H1 2025	H1 2025
External Revenue	1,017.0	124.5	1.3	48.6	-	1,191.4
Inter-segment revenue	3.8	-	223.4	0.6	(227.8)	-
Customer promotions and cash back	(94.6)	(3.8)	-	(0.0)	-	(98.4)
<b>Net Revenue</b>	<b>926.3</b>	<b>120.7</b>	<b>224.7</b>	<b>49.2</b>	<b>(227.8)</b>	<b>1,093.0</b>
Direct costs	(700.1)	(106.8)	(211.7)	(38.1)	227.6	(829.1)
Expected credit loss on trade receivables	(2.2)	-	(1.9)	(3.6)	-	(7.6)
Expenses	(128.9)	(21.0)	(7.3)	(21.5)	0.2	(178.5)
Depreciation and amortization	(8.1)	(1.7)	(13.3)	(5.7)	-	(28.9)
Other income/expenses	22.1	0.1	-	(6.0)	-	16.1
Finance costs	(0.1)	(0.1)	(1.3)	(0.9)	-	(2.3)
Zakat	(9.8)	-	-	-	-	(9.8)
<b>Net Profit</b>	<b>99.2</b>	<b>(8.8)</b>	<b>(10.8)</b>	<b>(26.6)</b>	<b>-</b>	<b>53.0</b>
Less: Other income/expense	(22.1)	(0.1)	-	6.0	-	(16.1)
Add: Depreciation & Amortization	8.1	1.7	13.3	5.7	-	28.9
Add: Financing Cost & Zakat	9.8	0.1	1.3	0.9	-	12.1
Add: ECL Adjustment	2.2	-	1.9	3.6	-	7.6
Add: Other Management Adjustments	0.7	-	0.9	-	-	1.6
<b>Adjusted EBITDA</b>	<b>98.0</b>	<b>(7.1)</b>	<b>6.5</b>	<b>(10.4)</b>	<b>-</b>	<b>87.1</b>
<i>Adjusted EBITDA margin (%)</i>	<i>0.0%</i>	<i>(0.0)</i>	<i>0.0</i>	<i>(0.0)</i>	<i>-</i>	<i>0.0</i>
Less: Non-controlling interests	0.1	-	-	(6.1)	-	(5.9)
<b>Net Profit attributable to Shareholders of the parent company</b>	<b>99.1</b>	<b>(8.8)</b>	<b>(10.8)</b>	<b>(20.6)</b>	<b>-</b>	<b>58.9</b>

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### Additional Information

- Jahez Group will be hosting an Earnings Call on Tuesday the 12<sup>th</sup> of August 2025 at 4:00p.m. KSA Time to present financial results for H1 2025. For Earnings Call details, please email [IR@jahez.net](mailto:IR@jahez.net)
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- The Consolidated Financial Statements for the Year ended on 30 June 2025 will be available through the Jahez Group IR App, in addition to Jahez Group's IR website through the following link:  
[Jahez Group Financial Information](#)



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## Glossary of Terms

<b>GMV</b>	The gross merchandise value of products sold in a certain market in a specific period, excluding the following: <ul style="list-style-type: none"> <li>a. value added tax on the value of the order.</li> <li>b. The total delivery fees.</li> <li>c. value added tax on delivery fees.</li> </ul>
<b>GOV</b>	The gross merchandise value of products sold in a certain market in a specific period, including the following: <ul style="list-style-type: none"> <li>a. value added tax on the value of the order.</li> <li>b. The total delivery fees.</li> <li>c. value added tax on delivery fees.</li> </ul>
<b>AOV</b>	The Average Order Value = Gross Merchandise Value (GMV) / Total Orders
<b>Active Customers</b>	Active users for a period of one hundred eighty (180) days from the date of the last order on Jahez platform.
<b>Gross Revenue</b>	Excludes the impact of cashback and compensations paid to customers classified in the FS as deduction of revenues as per IFRS15
<b>Take Rate (%)</b>	Commission Revenue / Gross Merchandise Value (GMV)
<b>Other Revenue</b>	Defined as "Revenue from goods sold and subscriptions" and "Other revenue" as part of revenue breakdown in consolidated financial statements (note 13). Refers to non-commission revenue, such as sales from Marn, SOL, and Blu.

## About Jahez International Company for Information System Technology

The Group operates several brands and subsidiaries providing on-demand services, q-commerce, last mile delivery, digital solutions and Cloud kitchens and shelving, 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.













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. It serves as a source of orders for merchants with 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 providing a quick, seamless and almost entirely automated end-to-end delivery experience.
- **PIK Platform** is a quick commerce (q-commerce) business that connects 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** was established in 2022 as a joint venture with AlHilal Club Investment Company to provide online services through its "BLU Store" application specialized in selling and marketing products for a variety of different brands.
- **Co**, in which the Group acquired a 60% stake back in 2020, and eventually the acquisition of the remaining 40% during Q1 2024, Co is a cloud kitchens and shelving platform providing food businesses with commercial kitchen spaces with no dine-in facilities, to prepare food and sell them, in addition to spaces for storing food & non-food products to be sold via a delivery only model. Cloud kitchens & shelving represent a hallmark of modern ordering trends, with merchants increasingly relying

on online 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** helps merchants build 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 was in line with the Company's desire to add more verticals to its activities and continue its growth.
- **Sol**, in which the group acquired 35%, was launched in 2021 with the aim of providing materials and wholesale sales to restaurants, cafes, hotels (HORECA) and catering companies, in addition to providing a variety of food commodities and complementary tools through easy & effective technical solutions for merchants.

## Summary of the Group Investments:

Company	Type	Industry	Description
 grubtech	Minority Ownership	Merchant ecosystem	Empowering restaurants with integrated solutions for order handling, food preparation, and delivery
 بونات bonat	Minority Ownership	Merchant ecosystem	Provider of loyalty programs to restaurants
 sol	35% acquisition	Merchant ecosystem	B2B Food and beverage suppliers to HORECA players
 مرن marm	Full acquisition	Merchant ecosystem	Offers technological solutions to merchants
 Cloud Shelf eFulfillment Solutions	Minority Ownership	Logistics	Warehousing and fulfillment services
 Parcel	Minority Ownership	Logistics	Last mile delivery for e-commerce in Bahrain
 RedBox ريد بوكس	Minority Ownership	Logistics	Provider of APM's (smart lockers) as an alternative to home delivery for e-commerce
 BARQ	Minority Ownership	Logistics	Last mile delivery for e-commerce
 Omniful	Minority Ownership	Logistics	Inventory based order allocation & Warehouse Management Solutions
	Minority Ownership	Local-commerce	Streamlined and secure P2P marketplace for pre-owned goods trade
 nana نانا	Minority Ownership	Local-commerce	marketplace offering fast grocery delivery
 MOYASAR	Minority Ownership	Fintech	Provider of fintech services

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