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H1/Q2 2026 EARNINGS RELEASE

Lumi Reports H1/Q2 2026 Results with Leasing Resilience Partially Offsetting Rental and Margin Pressures

- H1 2026 revenue amounted to SAR 760.5 million, while net operating revenue (leasing and rental) totalled SAR 564.3 million, reflecting continued resilience in the Company's core contracted mobility businesses despite softer rental market conditions.
- H1 2026 EBITDA of SAR 332.4 million, with an EBITDA margin of 43.7%, reflecting lower rental utilisation and pricing alongside continued investment in the Company's long-term growth platform.
- H1 2026 net profit amounted to SAR 50.9 million, while the Company's financial position strengthened through lower net debt and improved leverage.
- Leasing continued to demonstrate resilience, with Q2 lease revenue increasing 6.4% year-on-year to SAR 174.9 million, supported by higher revenue per vehicle and continued growth in contracted business.
- Operating cash generation strengthened in H1 2026, with adjusted net cash from operating activities increasing 8.1% year-on-year to SAR 252.2 million, supported by improved working capital performance.
- The balance sheet strengthened further, with net debt declining 15.8% year-on-year to SAR 1,475.6 million, while Net Debt / EBITDA improved to 2.07x, reflecting a continued focus on capital efficiency and financial flexibility.

Riyadh, 5 August 2026:

Lumi Rental Company [Lumi, Tadawul: 4262] one of Saudi Arabia's leading mobility providers, delivered a disciplined financial performance during the first half of 2026. Softer market conditions within the short-term rental segment, together with lower used car sales revenue, were partially offset by continued growth in its contracted leasing business, strengthened cash generation, and disciplined capital allocation.

For the first six months of 2026, total revenue amounted to SAR 760.5 million, while net operating revenue from leasing and rental activities reached SAR 564.3 million, reflecting the resilience of the Company's core mobility operations. During the period, Lumi continued to execute its long-term strategy of building a diversified mobility platform through growth in contracted leasing, continued investment in technology, expansion of adjacent mobility services, and disciplined fleet lifecycle management.

During the second quarter, market conditions within the short-term rental segment remained challenging, particularly across the Northern Region of the Kingdom, resulting in lower utilisation and pricing compared with the prior year. In response, management continued to optimise fleet deployment, reallocate capital towards contracted leasing activities, and further diversify the revenue base through logistics and adjacent mobility services. At the same time, the Company continued to strengthen its financial position, reducing net debt by 15.8% year-on-year while improving leverage to 2.07x Net Debt / EBITDA.

Mr. Azfar Shakeel

Chief Executive Officer of Lumi

"During the first half of 2026, we continued to execute our long-term strategy while responding proactively to a softer operating environment for the short-term rental market. Our contracted leasing business continued to demonstrate resilience, supported by strong customer relationships, higher lease revenue per vehicle and continued pricing discipline, while we further strengthened our balance sheet and maintained disciplined capital allocation.

As anticipated, rental market conditions remained challenging during the second quarter, particularly within certain regions, impacting utilisation and pricing. We responded by rightsizing the rental fleet, reallocating capital towards contracted leasing, and continuing to diversify our revenue base through logistics, commercial mobility services and digital channels. These actions position the business to benefit as market conditions improve while maintaining financial flexibility and protecting long-term shareholder value.

We also continued to make meaningful progress in strengthening the platform for future growth. Our implementation of AI and digital technologies continued to expand, logistics delivered another period of momentum, and we maintained our disciplined approach to fleet lifecycle management, supporting capital efficiency and cash generation.

Looking ahead, we remain confident in our long-term strategy. We believe our diversified business model, strengthened balance sheet, contracted revenue base and continued investment in technology position Lumi well to capture the long-term opportunities created by Saudi Arabia's evolving mobility sector."

Key financial highlights

(SAR Million)	H12026	H12025	YoY Change	Q22026	Q22025	YoY Change
Revenue	760.5	827.7	(8.1%)	394.4	416.1	(5.2%)
Net Revenue (Leasing and Rental)	564.3	592.0	(4.7%)	274.9	299.0	(8.1%)
EBITDA	332.4	384.8	(13.6%)	152.4	193.8	(21.4%)
EBITDA Margin	43.7%	46.5%	(2.8 ppts)	38.6%	46.6%	(8.0 ppts)
Net Profit	50.9	107.4	(52.6%)	10.8	54.2	(80.1%)
Net Profit Margin	6.7%	13.0%	(6.3 ppts)	2.7%	13.0%	(10.3 ppts)
Earnings per Share (SAR)	0.92	1.95	(52.6%)	0.20	0.99	(80.1%)
Total Assets	3,310.2	3,473.4	(4.7%)	3,310.2	3,473.4	(4.7%)
Net Debt	1,475.6	1,752.7	(15.8%)	1,475.6	1,752.7	(15.8%)
Net Debt / EBITDA (x)	2.07x	2.36x	(0.29x)	2.07x	2.36x	(0.29x)

Operational and Financial Review

Lumi continued to manage its fleet dynamically during the first half of 2026, maintaining a disciplined approach to capital allocation while optimising fleet deployment across rental and leasing activities in response to changing market conditions. The Company remained focused on maximizing lifecycle value, enhancing capital efficiency and supporting long-term earnings quality through disciplined fleet management and portfolio diversification.

As of 30 June 2026, Lumi's total assets stood at SAR 3,310.2 million, while net debt declined to SAR 1,475.6 million, reflecting disciplined fleet investment, strong capital recycling and continued balance sheet strengthening. The Company maintained a measured approach to fleet deployment aligned with contracted demand, evolving regional market conditions and the complementary roles of both rental and leasing within its diversified mobility platform.

During the period, the Company continued to optimize fleet lifecycle management, selectively extending vehicle holding periods to enhance disposal economics and improve capital efficiency. At the same time, Lumi actively rebalanced its fleet portfolio, reducing exposure to softer rental markets while reallocating capital towards contracted leasing activities and higher-visibility revenue streams. This disciplined approach contributed to a 15.8% reduction in net debt and an improvement in Net Debt / EBITDA to 2.07x, while preserving operational flexibility.

Management also continued to execute on the Company's broader strategic priorities throughout the first half, including expanding digital customer channels, strengthening pricing capabilities, scaling adjacent mobility services and further developing its logistics platform. These initiatives are intended to support long-term revenue diversification, improve operational efficiency and enhance returns across the vehicle lifecycle.

Segment Performance

(SAR Million)	Q22026	Q22025	YoY Change
Total fleet, thousand vehicles[1]	33.4	34.0	(1.8%)
Rental Segment			
Fleet, thousand vehicles[1]	10.1	10.4	(2.9%)
Utilization, %	60.4%	76.6%	(16.2 ppts)
Average fleet age, years	1.7	1.2	41.7%
Rental rate per vehicle[2], SAR thousand	38.2	50.0	(23.6%)
Lease Segment			
Fleet, thousand vehicles[1]	23.4	23.6	(0.8%)
Average fleet age, years	2.4	2.1	14.3%
Lease revenue per vehicle[2], SAR thousand	30.3	27.7	9.4%
Used Car Sales Segment			
Sold vehicles, thousand units[3]	1.7	2.0	(15.0%)
Average age, years	3.5	3.2	9.4%
Purchase price recovery, %	67.4%	67.2%	+0.2 ppts
Revenue per sold vehicle, SAR thousand[4]	69.5	58.7	18.4%

1 End of the period
2 Based on annualised average number of vehicles
3 Over the period
4 Based on Used Car Sales revenue divided by the number of vehicles sold during the period

The Company's rental fleet stood at 10.1 thousand vehicles as of 30 June 2026, reflecting the deliberate rightsizing of the fleet in response to softer market conditions. Rental utilisation declined to 60.4%, while rental revenue per vehicle decreased to SAR 38.2 thousand, reflecting lower demand and pricing during the quarter, particularly within certain regions of the Kingdom. Average rental fleet age increased to 1.7 years, compared with 1.2 years in the prior-year period, consistent with the Company's disciplined fleet lifecycle strategy of extending vehicle holding periods where appropriate to optimise disposal economics and improve capital efficiency.

Lumi continued to strengthen its omnichannel platform during the period, reflecting continued investment in the Company's digital ecosystem, pricing capabilities and customer experience. Branch-based channels continued to complement the digital offering, supporting nationwide customer access across Lumi's network of 47 locations.

The leasing business continued to demonstrate resilience during the period, with the fleet remaining broadly stable at 23.4 thousand vehicles. Lease revenue per vehicle increased by 9.4% year-on-year to SAR 30.3 thousand, supported by contracted pricing, favourable customer mix and continued growth across commercial vehicle and adjacent mobility services. Average fleet age increased to 2.4 years, reflecting Lumi's disciplined fleet lifecycle strategy and continued focus on maximising returns across the vehicle lifecycle.

The Company continued to strengthen the quality and visibility of its contracted revenue base during the period. Corporate customers accounted for 64.0% of leasing revenue, while government customers represented 36.0%, highlighting the resilience of Lumi's long-duration contract portfolio and the continued strength of demand across both customer segments. Leasing remains a key pillar of the Company's diversified mobility platform, providing stable, recurring revenues and enhanced earnings visibility.

Lumi continued to expand its adjacent mobility offerings during the first half of 2026, with logistics and commercial vehicle services delivering strong year-on-year growth. During the period, the Company continued to scale its logistics operations under its existing healthcare distribution mandate while expanding its commercial vehicle fleet to support growing customer demand. These businesses represent an increasingly important component of Lumi's diversified mobility platform, providing attractive long-term growth opportunities while supporting improved capital efficiency and revenue diversification.

The Company sold 1.7 thousand vehicles during the quarter, compared with 2.0 thousand vehicles in the prior-year period, reflecting Lumi's continued disciplined approach to fleet disposals and lifecycle optimisation. Average vehicle age at disposal increased to 3.5 years, compared with 3.2 years in the prior-year period, consistent with the Company's strategy of selectively extending vehicle holding periods to maximise value across the asset lifecycle.

Despite lower disposal volumes, the Company delivered a strong improvement in disposal economics. Revenue per sold vehicle increased 18.4% year-on-year to SAR 69.5 thousand, while purchase price recovery remained stable at 67.4% (Q2 2025: 67.2%), demonstrating the continued effectiveness of Lumi's disciplined disposal strategy and favourable vehicle mix during the quarter. Vehicle disposals generated revenue of SAR 119.6 million, reinforcing management's focus on maximising value rather than disposal volumes.

Used vehicle sales continue to be managed as a capital recycling activity that supports fleet optimisation, cash generation and capital efficiency, rather than as a standalone earnings driver. The Company's disciplined approach to vehicle lifecycle management continues to balance replacement requirements with prevailing used vehicle market conditions, supporting long-term shareholder returns.

Income Statement Review

(SAR Million)	H12026	H12025	YoY Change	Q22026	Q22025	YoY Change
Revenue	760.5	827.7	(8.1%)	394.4	416.1	(5.2%)
Cost of revenue	(554.0)	(582.1)	(4.8%)	(302.0)	(291.0)	3.8%
Gross profit	206.5	245.6	(15.9%)	92.5	125.2	(26.1%)
EBIT	102.0	167.9	(39.2%)	36.1	84.9	(57.5%)
Depreciation & amortization	230.5	216.9	6.3%	116.3	108.9	6.8%
EBITDA	332.4	384.8	(13.6%)	152.4	193.8	(21.4%)
EBITDA margin (%)	43.7%	46.5%	(2.8 ppts)	38.6%	46.6%	(8.0 ppts)
Net Profit	50.9	107.4	(52.6%)	10.8	54.2	(80.1%)
Net profit margin (%)	6.7%	13.0%	(6.3 ppts)	2.7%	13.0%	(10.3 ppts)

Lumi reported H1 2026 revenue of SAR 760.5 million, compared with SAR 827.7 million in the prior-year period, reflecting softer conditions within the short-term rental market during the second quarter, together with lower used car sales revenue during the first half. Net operating revenue from leasing and rental activities amounted to SAR 564.3 million, demonstrating the resilience of the Company's core mobility business, supported by continued growth in contracted leasing, partially offset by lower rental revenue.

Gross profit declined to SAR 206.5 million from SAR 245.6 million in H1 2025, while gross margin moderated as lower rental utilisation and pricing, together with the revenue mix, more than offset continued cost discipline across the business.

EBITDA amounted to SAR 332.4 million, compared with SAR 384.8 million in the prior-year period, representing an EBITDA margin of 43.7% While profitability was impacted by the softer rental environment, the Company continued to benefit from resilient leasing performance, disciplined fleet management and ongoing focus on operational efficiency.

Net profit for the first half totalled SAR 50.9 million, compared with SAR 107.4 million in H1 2025, with a net profit margin of 6.7%. Lower profitability primarily reflected weaker rental market conditions, higher depreciation associated with fleet lifecycle management, increased receivables provisioning and continued investment in strategic growth initiatives. Despite these headwinds, Lumi maintained a disciplined approach to capital allocation and further strengthened its balance sheet during the period.

During the second quarter, revenue declined 5.2% year-on-year to SAR 394.4 million, while EBITDA decreased 21.4% to SAR 152.4 million, resulting in an EBITDA margin of 38.6%. Net profit amounted to SAR 10.8 million, compared with SAR 54.2 million in Q2 2025, reflecting lower rental utilisation and pricing, higher depreciation, increased operating expenses and higher receivables provisions, primarily reflecting the growth in receivables during the period and the prevailing macroeconomic conditions.

Cost Review

(SAR Million)	H12026	H12025	YoY Change	Q22026	Q22025	YoY Change
Cost of vehicles sold	191.9	234.0	(18.0%)	116.0	117.5	(1.3%)
Vehicle depreciation	199.9	192.0	4.1%	101.0	96.3	4.9%
Salaries & other benefits	61.6	56.5	9.0%	33.5	28.3	18.4%
Repairs & maintenance	23.1	20.9	10.5%	12.5	8.5	47.1%
Insurance	22.2	25.4	(12.6%)	11.7	13.0	(10.0%)
Other	55.3	53.3	3.8%	27.3	27.4	(0.4%)
Total Cost of revenues	**554.0**	**582.1**	**(4.8%)**	**302.0**	**291.0**	**3.8%**
G&A expenses	90.3	74.5	21.2%	47.9	36.4	31.6%
Provisions	15.4	6.8	126.5%	9.3	5.6	66.1%
Other operating income	(1.3)	(3.6)	(63.9%)	(0.8)	(1.7)	(52.9%)
Total Expenses	**658.4**	**659.8**	**(0.2%)**	**358.4**	**331.3**	**8.2%**

Total cost of revenues for H1 2026 declined 4.8% year-on-year to SAR 554.0 million, reflecting lower vehicle disposal costs alongside disciplined fleet investment and lifecycle management. Cost of vehicles sold decreased 18.0% to SAR 191.9 million, broadly in line with lower used vehicle sales activity during the period.

Vehicle depreciation increased 4.1% year-on-year to SAR 199.9 million, reflecting the Company's fleet lifecycle strategy, including changes in fleet mix and the extension of vehicle holding periods to maximise lifecycle returns and capital efficiency.

Salaries and other benefits increased 9.0% to SAR 61.6 million, while repairs and maintenance expenses rose 10.5% to SAR 23.1 million, primarily reflecting continued investment in operational capabilities and the higher maintenance requirements associated with an older average fleet. These increases were partially offset by a 12.6% reduction in insurance costs to SAR 22.2 million.

General and administrative expenses increased 21.2% year-on-year to SAR 90.3 million, reflecting continued investment in digital capabilities, technology infrastructure, adjacent mobility services and organisational capacity to support the Company's long-term growth strategy. Meanwhile, in line with growth in trade recievables, provisions increased to SAR 15.4 million from SAR 6.8 million in H1 2025.

Overall, total expenses were broadly stable year-on-year at SAR 658.4 million, as lower vehicle disposal costs offset higher depreciation, personnel, maintenance, G&A expenses and impairment losses on trade receivables. The Company continues to balance cost management with investment in strategic growth initiatives and operational capabilities.

Management Discussion and Analysis

(SAR Million)	Q2 2026	Q2 2025	YoY Change
Lease Revenue	174.9	164.4	6.4%
Rental Revenue	100.0	134.6	(25.7%)
Net Revenue (ex-UCS)	274.9	299.0	(8.1%)
Total TCO (excl. Dep.)	(35.8)	(36.6)	(2.2%)
Contribution Margin (excl. Dep.)	239.1	262.4	(8.9%)
Contribution Margin %	87.0%	87.8%	(0.8 ppts)
Operating Expenses (Rent, Salaries, G&A)	(97.1)	(76.9)	26.3%
Operating Profit (excl. Vehicle Dep & Gain on Sale)	142.0	185.5	(23.5%)
Vehicle Depreciation	(101.0)	(96.3)	4.9%
Operating Profit (excl. Gain on Sale)	41.0	89.2	(54.0%)
Gain on Sale	3.6	(0.4)	N.M.
EBIT (excl. one-offs)	44.6	88.8	(49.8%)
Net Income (excl. one-offs)	19.3	58.1	(66.8%)
Net Income	10.8	54.2	(80.1%)

The Company's second-quarter performance reflected continued resilience in contracted leasing despite continued softness in the short-term rental market. Lease revenue increased 6.4% year-on-year to SAR 174.9 million, supported by continued growth in contracted business and higher revenue per vehicle. Rental revenue declined 25.7% to SAR 100.0 million, reflecting lower utilisation and pricing across certain regions of the Kingdom.

As a result, net revenue (excluding used car sales) declined 8.1% year-on-year to SAR 274.9 million. Despite the lower revenue base, total TCO excluding depreciation declined 2.2% to SAR 35.8 million, demonstrating continued cost discipline and effective fleet management. Consequently, the contribution margin remained broadly stable at 87.0%, compared with 87.8% in the prior-year period.

Operating expenses increased 26.3% year-on-year to SAR 97.1 million, reflecting continued investment in technology, digital capabilities, logistics and organisational capacity to support the Company's long-term growth strategy. At the same time, vehicle depreciation increased 4.9% to SAR 101.0 million, consistent with Lumi's disciplined fleet lifecycle strategy and the extension of vehicle holding periods to optimise long-term capital efficiency.

Operating profit before vehicle depreciation and gains on vehicle sales declined 23.5% to SAR 142.0 million, while EBIT (excluding one-offs) decreased 49.8% to SAR 44.6 million. Net income before one-off items amounted to SAR 19.3 million, while reported net income was SAR 10.8 million, compared with SAR 54.2 million in the second quarter of 2025. Results reflected the softer rental market environment together with continued strategic investment in the Company's long-term growth platform.

Management remains focused on disciplined capital allocation, expanding contracted revenue streams and strengthening Lumi's diversified mobility platform to support sustainable long-term growth.

Balance Sheet Review

(SAR Million)	Q2 2026	Q2 2025	YoY Change
Total Assets	3,310.2	3,473.4	(4.7%)
Vehicles, net	2,630.8	2,821.6	(6.8%)
Total Current Assets	532.3	515.8	3.2%
Total Equity	**1,458.7**	**1,319.6**	**10.5%**
Total Liabilities	**1,851.5**	**2,153.8**	**(14.0%)**
Net Debt	1,475.6	1,752.7	(15.8%)
Net Debt / EBITDA (x)	2.07x	2.36x	(0.29x)
Net Debt to Equity (x)	1.01x	1.33x	(0.32x)
Current Ratio (x)	0.52x	0.49x	0.03x

Lumi continued to strengthen its financial position through disciplined capital allocation and prudent balance sheet management. Total assets stood at SAR 3,310.2 million as of 30 June 2026, while shareholders' equity increased 10.5% year-on-year to SAR 1,458.7 million, reflecting continued earnings generation and disciplined financial management.

Net vehicle assets declined 6.8% year-on-year to SAR 2,630.8 million, consistent with the Company's measured approach to fleet investment, disciplined fleet lifecycle management and ongoing optimisation of the vehicle portfolio. At the same time, current assets increased 3.2% to SAR 532.3 million, supporting improved liquidity.

The Company's capital structure continued to strengthen during the period. Net debt declined 15.8% year-on-year to SAR 1,475.6 million, while Net Debt / EBITDA improved to 2.07x from 2.36x in the prior-year period. Net Debt to Equity improved to 1.01x from 1.33x, while the current ratio increased to 0.52x from 0.49x, reflecting stronger liquidity and continued balance sheet discipline.

Lumi remains committed to maintaining a strong balance sheet while continuing to invest selectively in strategic growth initiatives, including digital capabilities, logistics and adjacent mobility services, ensuring the Company remains well positioned to capture long-term opportunities across Saudi Arabia's evolving mobility sector.

Adjusted Cash Flow Review

(SAR Million)	H12026	H12025	YoY Change	Q22026	Q22025	YoY Change
Profit after Zakat	50.9	107.4	(52.6%)	10.8	54.2	(80.1%)
Non-cash adjustments	301.8	288.9	4.5%	152.8	147.4	3.7%
Working capital changes	(45.6)	(99.4)	(54.1%)	82.0	(170.5)	(148.1%)
Cash flow, operating activities	**307.0**	**296.9**	**3.4%**	**245.6**	**31.1**	**689.7%**
Zakat, interest & end-of-service benefits	(54.9)	(63.5)	(13.5%)	(28.9)	(34.1)	(15.2%)
Adjusted[5] net cash, operating activities	**252.2**	**233.4**	**8.1%**	**216.6**	**(2.9)**	**N.M.**
Investments in vehicles, net	(204.2)	(379.3)	(46.2%)	(128.4)	(136.1)	(5.7%)
Capex (non-vehicles), net	(6.8)	(0.8)	750.0%	(0.3)	(0.5)	(40.0%)
Net cash, financing activities	(29.3)	169.9	(117.2%)	(81.4)	159.6	(151.0%)
Net change in cash & equivalents	**12.0**	**23.2**	**(48.3%)**	**6.6**	**20.1**	**(67.2%)**

Lumi continued to generate healthy operating cash flows during the first half of 2026, with adjusted net cash from operating activities increasing 8.1% year-on-year to SAR 252.2 million, supported by improved working capital performance during the period.

Separately, net investment in vehicles declined to SAR 204.2 million from SAR 379.3 million in H1 2025, reflecting the Company's measured approach to fleet investment and capital allocation. Together with continued balance sheet optimisation, this supported financial flexibility and the reduction in leverage during the period.

Management remains committed to balancing investment in future growth opportunities with disciplined capital allocation, ensuring the business remains well positioned to capture long-term structural growth while maintaining strong cash generation and financial resilience.

5 Excluding net investments in vehicle

• Rounding differences may appear in tables throughout this document

Earnings Call

The company is holding earnings call to discuss H1/Q2 2026 financial results with analysts and investors on Wednesday 5th August at 15:30 Riyadh | 16:30 Dubai | 13.30 London | 08.30 New York

REGISTRATION LINK

For any further questions or queries, please reach out to Investor Relations.

About Lumi Rental Company

Lumi Rental Company [Lumi, Tadawul: 4262] is a leading rental and lease provider based in Riyadh, Kingdom of Saudi Arabia. The company's model is distinguished by a powerful operational infrastructure and a scalable asset base, enabling it to serve a broad spectrum of customer needs across both B2C and B2B segments. Lumi's differentiator in the market lies in its extensive fleet of diverse vehicle types and its innovative approach to customer service, underscored by a substantial investment in digital channels. The company's total fleet size amounted to 33.4 thousand vehicles as of H1 of 2026. Lumi posted revenue of SAR 760.5 million in H1 of 2026, an EBITDA of SAR 332.4 million (43.7% margin), and a net profit of SAR 50.9 million (6.7% margin).

Lumi Rental Company
Imam Saud bin Abdulaziz bin Muhammad Street,
AlTaawun District, P.O. Box 6477, Riyadh 12476
Kingdom of Saudi Arabia
Email: investors@lumirental.com

lumirental.com