

Cenomi Retail Reports 9M-25 Revenue of SAR 3.7 billion, with Strong Momentum in Online and International Sales

- 9M-25 revenue increased 3.8% YoY to SAR 3.7 billion, including a 7.7% increase in Q3-25, driven by end-of-season promotions and strong back-to-school demand
- Online sales remained a key growth driver, rising 13.9% YoY in 9M-25 and 9.7% in Q3-25, driven by strong customer demand and enhanced delivery efficiency
- International retail revenues grew 19.1% YoY in 9M-25 and 20.9% in Q3-25, supported by robust performance of Tier 1 Champion brands across key CIS markets
- Gross profit margin reached 13.6% in 9M-25, up 1.5 ppts from 9M-24, supported by stronger sales performance and cost optimization. Q3-25 margin saw a slight decline, primarily due to higher promotional activity during the quarter
- Net Loss of SAR 205.5 million in 9M-25, mainly impacted by non-recurring expenses
- Completion of the share purchase transaction with Al-Futtaim along with the Shareholder loan and the ENBD (Kingdom of Saudi Arabia) credit facility strengthened Cenomi Retail's balance sheet, supporting the acceleration of its transformation strategy and growth agenda

Riyadh, Saudi Arabia, 6 November 2025: Cenomi Retail, ("The Group" or "The Company"), the Kingdom's pioneering retail brand partner, today announced its financial results for the nine-month period ("9M-25") and three months ("Q3-25") ended 30 September 2025. The Group reported solid top-line growth in 9M-25, with revenues rising 3.8% YoY to SAR 3.7 billion, including a 7.7% YoY increase in Q3-25, supported by end-of-season promotions and strong back-to-school demand. Online sales and international sales remained the key growth engines, respectively up 9.7% and 20.9% YoY in Q3-25. Gross profit margin improved to 13.6% in 9M-25, up 1.5 ppts YoY, supported by higher sales volumes and cost optimization, while Q3 margins saw a slight decline due to higher promotional activity. The Group reported a net loss of SAR 205.5 million in 9M-25, mainly impacted by non-recurring expenses.

Salim Fakhouri, Chief Executive Officer at Cenomi Retail, commented: "Our performance in the third quarter and first nine months of the year reflects the continued progress we're making toward sustainable revenue growth. Despite a seasonally softer quarter, we achieved solid top-line performance, supported by a resilient Saudi Arabia performance, strong international and online sales momentum, particularly across our Tier 1 Champion brands. Our focus on operational discipline and cost optimization efforts has supported improved gross margins year to date.

While our net loss reflects non-recurring expenses as we continue to streamline and strengthen our operations, the successful completion of the Al-Futtaim transaction marks a major milestone in Cenomi Retail's transformation. Alongside the successful refinancing of overdue liabilities, this milestone enhances our financial stability, positioning Cenomi Retail for greater competitiveness, stronger cash flows, and sustainable growth over the next five years. Despite near-term challenges, we remain confident in our strategic direction and firmly believe we are on the right path to fully transform our company."

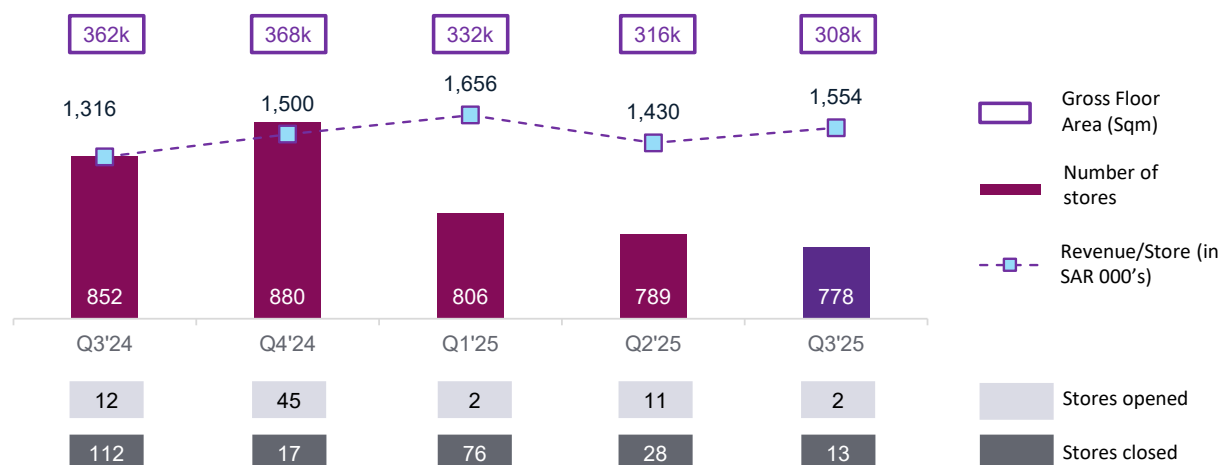
Financial KPIs

Group Figures

SAR million	Q3-24	Q3-25	Δ%	9M-24	9M-25	Δ%
Revenues	1,122.6	1,208.9	+7.7%	3,536.5	3,672.0	+3.8%
Gross Profit	127.2	132.2	+4.0%	429.1	499.2	+16.3%
Margin	11.3%	10.9%	-0.4pp	12.1%	13.6%	+1.5pp
EBITDA	137.9	(9.7)	-107.0%	350.2	129.5	-63.0%
Margin	12.3%	-0.8%	-13.1pp	9.9%	3.5%	-6.4pp
Net profit	19.3	(122.2)	-733.2%	(48.3)	(205.5)	+325.5%
Margin	1.7%	-10.1%	-11.8pp	-1.4%	-5.6%	-4.2pp

Operational highlights

Operational Streamlining and Store Rationalization



Cenomi Retail closed Q3-25 with a total of **778** stores, representing an 8.7% YoY and 1.4% QoQ decline as part of its portfolio optimization strategy. This reduction reflects strategic net closures across select retail and F&B brands, aimed at enhancing operational efficiency and focusing on high-performing assets. Some of the closed stores were related to previously divested brands while others as part of regular business adjustments.

Gross Leased Area (GLA) declined by 14.9% YoY and 2.3% QoQ in Q3-25, due to targeted store closures in non-prime locations across both the Kingdom of Saudi Arabia and international markets, as well as the completion of closure process for stores related to previously divested brands.

Revenue per store rose by 13.7% YoY in 9M-25 and by 17.9% YoY in Q3-25, driven by strong performance across both KSA and international markets. In KSA, revenue per store increased by 18.7% in Q3-25 and 15.6% in 9M-25, while international markets recorded exceptional growth of 48.1% in Q3-25 and 45.9% in 9M-25.

These improvements underscore Cenomi Retail's focused execution of its strategy to streamline its store network around core markets and high-performing locations. By aligning its footprint with consumer demand and brand performance, the company is enhancing efficiency and long-term sustainability. Anchored by leading brands, Cenomi Retail maintains a strong omnichannel and geographic presence.

Looking ahead, Cenomi Retail remains committed to disciplined expansion, through selective openings in high-traffic, premium locations.

Financial highlights

Revenue Analysis

Group revenue grew 3.8% YoY to SAR 3.7 billion in 9M-25, including a 7.7% increase in Q3-25 to SAR 1.2 billion, driven by strong international and online sales. Q3-25 also benefited from the end-of-season promotions and strong back-to-school demand across both KSA and international markets.

- **KSA retail revenue** totaled SAR 2.3 billion in 9M-25, representing a 1.6% YoY decline, whilst Q3-25 was up 1.0% YoY, marked by summer vacations and end-of-season promotions and back-to-school demand. The increase was supported by 1.1% LFL growth for ZARA and Inditex in Q3-25, alongside a 13.6% YoY rise in online sales in Q3-25.
- **International retail** revenue rose by 19.1% YoY in 9M-25 to SAR 1.1 billion, including a 20.9% YoY increase in Q3-25. Growth was driven by higher sales volumes during the end-of-season promotions and sustained demand for ZARA and Inditex brands across key CIS markets. These markets, where the brands have a strong presence, continued to outperform, reflecting their developing market potential with an average revenue growth of 23.7% YoY in Q3-25.
- **F&B segment** revenue declined by 1.4% YoY to SAR 247.3 million in 9M-25, but grew 3.9% YoY in Q3-25, driven by solid like-for-like sales growth at Subway (+3.6% YoY in Q3-25) and strong online performance, with Subway up 191.3% and Cinnabon up 8.0% YoY.
- **Online revenue** grew 13.9% YoY in 9M-25 and 9.7% YoY in Q3-25, reflecting the continued success of Cenomi Retail's digital strategy and enhancements to its online customer experience, with lower transportation costs and fewer split orders across Inditex contributing to higher efficiency:
 - ZARA and Inditex recorded strong growth of 16.7% YoY at the group level in Q3-25, with KSA operations up 13.6% and total KSA online revenue rising 6.1%.
 - International online sales surged 53.6% YoY in Q3-25, led by ZARA and other Inditex brands.
 - In the F&B segment, online revenue increased 13.3% YoY in Q3-25, driven by Subway's exceptional 191.3% growth, supported by effective promotional campaigns and new product offerings, while Cinnabon increased 8.0%.

The online channel's share of total sales rose from 7.3% in 9M 2024 to 8.0% in 9M 2025, and reaching 8.0% in Q3 2025.

This performance underscores the Company's ongoing commitment to delivering a seamless omnichannel experience by further integrating its online and offline retail channels. These efforts are actively enhancing like-for-like performance and driving continued growth in online sales, as Cenomi Retail advances its integrated digital and physical retail strategy.

Profitability

Gross profit reached SAR 499.2 million in 9M-25, up 16.3% YoY supported by higher store and online sales volumes, ongoing OPEX optimization, and contributions from new and renovated flagship stores. In Q3-25, gross profit totaled SAR 132.2 million, up 4.0% YoY, despite the impact of seasonal discounting and end of season promotions.

Gross profit margin improved to 13.6% from 12.1% in 9M-24, reflecting operational efficiency gains and an enhanced product mix. In Q3-25, gross profit margin declined slightly by 0.4 pts to 10.9%, primarily due to end of season promotions during the quarter.

Group EBITDA for 9M-25 totaled SAR 129.5 million, down 63.0% YoY, while Q3-25 recorded a loss of SAR 9.7 million, primarily impacted by non-recurring items, including a SAR 28 million increase in G&A expenses related to professional fees to support transformation and refinancing plan which includes the shareholder loan agreement. By comparison, Q3-24 EBITDA of SAR 138 million included a SAR 47 million capital gain, and 9M-24 EBITDA benefited from a SAR 211 million capital gain from the prior year's brand divestment program for non-core brands. The absence of these non-recurring gains in 2025 contributed significantly to the YoY decline in other operating income and overall EBITDA performance.

- **KSA retail EBITDA** recorded a loss of SAR 5.9 million in 9M-25, compared to SAR 203.6 million in 9M-24. This decline was primarily driven by a capital gain recorded in the previous period and non-recurring expenses in 2025.
- **International retail EBITDA** totaled SAR 127.0 million in 9M-25, down 3.0% YoY from SAR 130.9 million in 9M-24. Q3-25 EBITDA reached SAR 57.7 million, marking a 14.1% YoY increase. The EBITDA margin stood at 11.5% in 9M-25, compared to 14.1% in 9M-24, while Q3-25 margin was 13.1%, slightly below 13.8% in Q3-24, primarily due to the end of season promotions during the quarter.
- **F&B segment EBITDA** totaled SAR 8.4 million in 9M-25, down 46.5% from SAR 15.7 million in 9M-24. The EBITDA margin narrowed to 3.4%, down from 6.2% in the same period last year. In Q3-25, EBITDA reached SAR 4.8 million compared to SAR 6.1 million in Q3-24, with the margin contracting to 5.7% from 7.6% previously. The performance was impacted by increased marketing and promotional activity during the period. Cenomi Retail remains focused on portfolio rationalization within the F&B division, including the strategic divestment of underperforming assets to enhance overall profitability.

Net loss for 9M-25 totaled SAR 205.5 million, compared to SAR 48.3 million in 9M-24, reflecting mainly the impact of non-recurring items. The prior year's results also benefited from a capital gain related to the divestment of non-core brands under the brand optimization program. Q3-25

performance was primarily affected by an increase in G&A expenses, mainly non-recurring professional fees to support transformation and refinancing plan including the shareholder loan agreement.

Balance Sheet

During 9M-25, Cenomi Retail strengthened its balance sheet through two major financing initiatives:

- First, the company secured a **shareholder loan facility of SAR 1.35 billion from Al-Futtaim** as part of its strategic acquisition of a 49.95% stake. This facility is intended, amongst other objectives, to further strengthen the Company's balance sheet and enhance liquidity to support settlement of overdue liabilities and future expansion. The shareholder loan agreement incorporates a conversion option, granting Al-Futtaim the option to request the conversion of the total shareholder loan and its interest amount under the agreement into equity in Cenomi Retail, signaling Al-Futtaim's long-term commitment and alignment with the Company's growth trajectory, ensuring sustainable shareholder value creation and business expansion. In September 2025, the first tranche of the facility, with an amount of SAR 1,160.4 million was injected into balance sheet, while the second tranche is expected within the next three months. Importantly, Cenomi will not pay any interest on the shareholder loan until its maturity date, providing additional liquidity support in the interim.
- Second, it executed a **SAR 1.60 billion credit facility with Emirates NBD Bank (KSA)** to refinance existing debt and improve financial flexibility. The facility was structured as a short-term loan to be refinanced by a term-loan within a period of 90 days. The ENBD facility was utilized to repay the syndicated loan obtained in 2020 and other loans, for which debt covenants had been breached due to accumulated losses. As part of this refinancing, SAR 1.57 billion was repaid, effectively freeing up cash flows for future operations.

Additionally, Zakat and tax liabilities declined sharply by 92.9%, while trade and other payables decreased by 45.5% leading to a 24.4% overall reduction in current liabilities compared to H1-25. These shifts underscore the company's ongoing efforts to optimize its capital structure, strengthen liquidity, and streamline working capital management.

SAR million	FY-24	H1-25	9M-25	Δ% vs H1-25
Equity & Liabilities				
Share Capital	1,147.7	1,147.7	1,147.7	0.0%
Reserves (Statutory, Foreign Currency and Fair Value)	-617.2	(606.8)	(600.7)	-1.0%
Fair value reserve	83.3	83.3	83.3	0.0%
Accumulated Losses	-1,606.9	(1,692.5)	(1,817.4)	7.4%
Equity Attributable to the Shareholders of the Company	(993.2)	(1,068.3)	(1,187.2)	11.1%

Non-Controlling Interest	(24.9)	(22.5)	(19.7)	-12.3%
Total Equity	(1,018.1)	(1,090.8)	(1,206.9)	10.6%
LT Loans and Borrowing	82.4	66.4	1.5	-97.7%
Lease Liabilities	1,188.8	1,336.7	1,257.2	-6.0%
Post-Employment Benefits	73.9	81.9	86.2	5.2%
Total Non-Current Liabilities	1,345.1	1,485.0	1,344.9	-9.4%
Trade and other payables	1,799.5	1,899.5	1,035.0	-45.5%
ST Loans and Borrowings	1,760.2	1,550.3	1,631.8	5.3%
Shareholder Loan	-	-	1,160.4	-
Zakat & Tax Liabilities	99.2	99.1	7.1	-92.8%
Lease Liability – current portion	358.3	239.7	242.6	1.2%
Liabilities included in disposal group classified as held for sale	241.5	70.6	0.0	-100.0%
Total Current Liabilities	4,258.7	3,859.2	4,076.9	5.6%
Total Liabilities	5,603.8	5,344.3	5,421.8	1.5%
Total Equity & Liabilities	4,585.7	4,253.4	4,214.8	-0.9%

Net debt stood at SAR 2.6 billion at the end of 9M 2025, up 66.4% from FY 2024 levels. The Net Debt to LTM EBITDA ratio was 11.0x, vs 3.4x at year end, primarily reflecting the inclusion of the shareholder loan. The Group continues to uphold a prudent capital structure as it enters a strategic transition period. Despite the temporary pressure on leverage metrics, the company successfully repaid its syndicated loan, which had previously breached covenants, thereby enhancing financial flexibility and freeing up cash flow generation for the mid-term.

SAR million	FY-24	H1-25	9M-25
Total Debt	1,842.6	1,616.7	2,793.8
Net Debt	1,586.4	1,518.0	2,640.2
EBITDA LTM (Last 12 Month)	459.9	386.9	239.3
Net Debt / EBITDA	3.4x	3.9x	11.0x

Strategy & Outlook

Cenomi Retail is progressing along a clearly defined strategic roadmap. Within Phase 2 "Embark on Growth", the Company is focused on scaling its key Fashion and F&B brands, expanding into high-potential white-space markets, and accelerating top-line growth across core geographies.

Throughout this transformation, Cenomi Retail remains committed to advancing operational efficiencies, and selectively expanding its footprint in high-potential locations across the retail and fashion landscape.

A major strategic milestone was completed in September 2025, when Cenomi Retail announced the completion of a share purchase transaction between a number of its substantial shareholders and Al-Futtaim. Pursuant to the transaction, Al-Futtaim has acquired a 49.95% stake in Cenomi Retail for a total consideration of SAR 2.52 billion. This landmark deal represents a strong vote of confidence in Cenomi Retail's transformation strategy and long-term prospects. For full details, please refer to the official press release [\[link\]](#)

Financial Statements

Income Statement

SAR million	Q3-24	Q3-25	Δ%	9M -24	9M-25	Δ%
Revenue	1,122.6	1,208.9	7.7%	3,536.5	3,672.0	3.8%
Cost of revenue	(995.4)	(1,076.7)	8.2%	(3,107.3)	(3,172.8)	2.1%
Gross profit/(loss)	127.2	132.2	4.0%	429.1	499.2	16.3%
<i>Margin</i>	11.3%	10.9%	-0.4pp	12.1%	13.6%	1.5pp
Selling and distribution expenses	(29.6)	(34.8)	17.8%	(100.6)	(90.5)	-10.1%
General and administrative expenses	(68.0)	(102.1)	50.1%	(227.9)	(228.2)	0.1%
Other operating expense	37.7	(16.6)	-144.0%	(7.3)	(126.4)	1642.0%
Other operating income	70.6	11.7	-83.5%	256.9	75.4	-70.7%
EBITDA	137.9	(9.7)	-107.0%	350.2	129.5	-63.0%
<i>Margin</i>	12.3%	-0.8%	-13.1pp	9.9%	3.5%	-6.4pp
Depreciation, amortization	(32.1)	(34.3)	6.8%	(94.0)	(102.3)	8.8%
Operating profit / (loss)	105.8	(43.9)	-141.5%	256.1	27.3	-89.4%
Net finance costs	(66.3)	(72.4)	9.1%	(229.9)	(193.8)	-15.7%
Share of loss of equity-accounted investees	(2.0)	(2.8)	45.2%	(4.5)	(3.3)	-26.4%
Profit / (loss) before zakat and income tax	37.5	(119.2)	-418.0%	21.7	(169.8)	-883.7%
Zakat and Income tax expense	(14.4)	(4.3)	-70.4%	(38.8)	(18.6)	-52.2%
Loss for the year from continuing operations	23.1	(123.4)	-634.2%	(17.1)	(188.4)	999.0%
Gain (Loss) for the year from discontinued operations	(3.8)	1.2	-131.3%	(31.1)	(17.1)	-45.2%
Profit / (loss) for the year	19.3	(122.2)	-733.2%	(48.3)	(205.5)	325.4%
Non-controlling interests	1.4	2.7	93.8%	4.7	5.0	7.1%
Net profit group share	17.9	(124.9)	-796.7%	(53.0)	(210.5)	297.4%

Balance Sheet

SAR million	Dec-24	Sep-25	Δ%
Assets			
Property, Plant and Equipment	1,081.0	1,035.6	(4.2%)
Right-of-Use Assets	1,455.2	1,379.8	(5.2%)
Goodwill and Intangible Assets	627.5	618.9	(1.4%)
Investment Property	1.1	1.1	(8.0%)
Equity-accounted investees	46.0	44.6	(3.2%)
Other investments	84.4	89.4	6.0%
Receivable from disposal of subsidiaries	18.7	15.8	(15.5%)
Total Non-Current Assets	3,313.8	3,185.0	(3.9%)
Inventories	632.3	620.8	(1.8%)
Advances, Deposits and Other Receivables	150.5	191.5	27.2%
Prepayments, Rentals and Insurance	35.0	63.9	82.6%
Cash & Cash Equivalents	256.2	153.6	(40.1%)
Assets included in disposal group classified as held for sale	197.8	0.0	(100.0%)
Total Current Assets	1,271.9	1,029.8	(19.0%)
Total Assets	4,585.7	4,214.8	(8.1%)
Equity & Liabilities			
Share Capital	1,147.7	1,147.7	0.0%
Reserves (Statutory, Foreign Currency and Fair Value)	-617.2	-600.7	(2.7%)
Fair value reserve	83.3	83.3	(0.0%)
Accumulated Losses	-1,606.9	-1,817.4	13.1%
Equity Attributable to the Shareholders of the Company	(993.2)	(1,187.2)	19.5%
Non-Controlling Interest	(24.9)	(19.7)	(20.8%)
Total Equity	(1,018.1)	(1,206.9)	18.5%
LT Loans and Borrowing	82.4	1.5	(98.2%)
Lease Liabilities	1,188.8	1,257.2	5.8%
Post-Employment Benefits	73.9	86.2	16.6%
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Total Liabilities	5,603.8	5,421.8	(3.2%)
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About Cenomi Retail:

Cenomi Retail, formed as Fawaz A. Alhokair & Co in 1990 by Fawaz, Salman and Abdulmajeed Alhokair. The company has since become the leading franchise retailer in KSA and the only listed business of its type in the Middle East. Since the opening of its first store in 1991, Cenomi Retail has grown considerably and now trades in 778 stores across 141 shopping malls in 8 countries, with a retail platform covering a total GLA of about 315 thousand square meters. All of this is managed by a workforce numbering more than 6,000. Cenomi Retail currently represents 46 brands, spanning womenswear, kids and baby, department stores, shoes and accessories, cosmetics in addition to operating a series of restaurants and coffee shops. For more information, please visit www.cenomiretail.com

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