

Cenomi Retail Reports FY-25 Revenue of SAR 5.1 billion, Marking a Year of Operational Discipline and Growth Across International and Online Channels

- FY-25 revenue increased 5.3% YoY to SAR 5.1 billion, with Q4-25 revenue rising 9.7% YoY, supported by stronger trading activity during Black Friday, and year-end promotions in the Kingdom of Saudi Arabia and CIS countries
- Online sales delivered strong growth, rising 15.1% YoY in FY-25 and 17.6% in Q4-25, supported by stronger demand and improved execution
- International retail revenues grew 18.8% YoY in FY-25 and 18.0% in Q4-25, supported by strong like-for-like growth and improved operational efficiency
- Tier 1 Champion brands maintained strong momentum, with ZARA and Inditex posting a 5.6% YoY increase in like-for-like (LFL) sales at the group level in FY-25, up 7.5% in Q4-25
- Gross profit increased 2.5% YoY with margin relatively stable at 11.4% in FY-25, vs 11.7% in FY-24
- Net Loss of SAR 496.7 million in FY-25, mainly due to non-recurring expenses

Riyadh, Saudi Arabia, 12 March 2026: Cenomi Retail, ("The Group" or "The Company"), the Kingdom's pioneering retail brand partner, today announced its financial results for the fourth quarter ("Q4-25") and full year ending 31 December 2025 ("FY-25"). FY-25 marked a pivotal transition year for Cenomi Retail, underpinned by portfolio rationalization, cost structure alignment and improved store productivity. The Group reported a top-line growth of 5.3% in FY-25, with revenues rising 9.7% YoY in Q4-25 primarily driven by strong performance led by Tier 1 Champion Brands. Group EBITDA reached SAR 162.2 million in FY-25, reflecting a 64.8% YoY decline, mainly impacted by foreign exchange losses, tax liability settlement and assets write-offs. In addition, FY-24 EBITDA was largely uplifted by a SAR 211 million capital gain, creating a high base effect. Q4-25 EBITDA declined 74.0% YoY primarily due to non-recurring expenses, weighing on quarterly profitability. The Group reported a net loss of SAR 496.7 million in FY-25, primarily impacted by non-recurring expenses and goodwill impairments.

Salim Fakhouri, Chief Executive Officer at Cenomi Retail, commented: "FY-25 reflects continued progress in our transformation and improving operational momentum across the business. We delivered revenue growth supported by strong international performance, positive like-for-like sales, and expanding online channels. Revenue per store improved significantly, reflecting the impact of our portfolio optimization and disciplined execution. While profitability was affected by non-recurring expenses and goodwill impairment, our underlying operating performance strengthened during the year. With a streamlined balance sheet structure supporting cash flow generation and a more focused operating model, Cenomi Retail is moving from restructuring toward disciplined, sustainable growth."

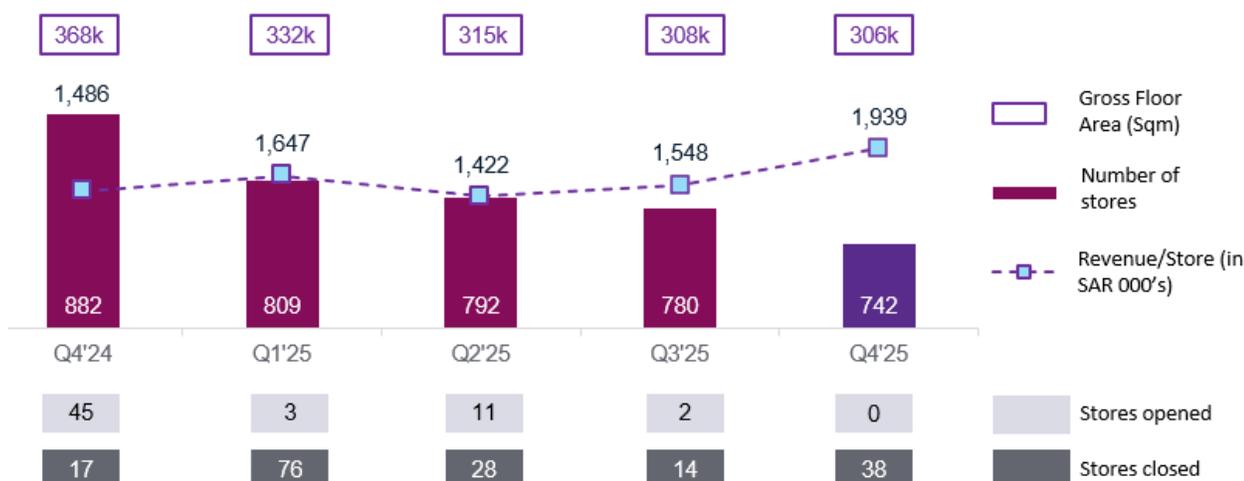
Financial KPIs

Group Figures

SAR million	Q4-24	Q4-25	Δ	FY-24	FY-25	Δ
Revenues	1,310.7	1,438.4	9.7%	4,847.1	5,103.9	5.3%
Gross Profit	193.3	162.8	-15.8%	565.6	579.6	2.5%
Margin	14.7%	11.3%	-3.4pp	11.7%	11.4%	-0.3pp
EBITDA	110.5	28.7	-74.0%	460.6	162.2	-64.8%
Margin	8.4%	2.0%	-6.4pp	9.5%	3.2%	-6.3pp
Net profit	(149.2)	(291.3)	95.3%	(197.5)	(496.7)	151.6%
Margin	-11.4%	-20.2%	-8.9pp	-4.1%	-9.7%	-5.7pp

Operational highlights

Operational Streamlining and Store Rationalization



Cenomi Retail ended FY-25 with a total of **742 stores**, marking a 15.9% YoY decline. The reduction reflects the exit of five underperforming F&B brands under the Company's ongoing portfolio optimization program, along with the closure of 38 stores during the quarter, including 33 F&B stores, two stores in KSA retail, and three stores in international markets. These strategic closures are aimed at enhancing operational efficiency and concentrating resources on high-performing assets.

Gross Leased Area (GLA) decreased 16.6% YoY in FY-25 due to targeted closures of underperforming stores in KSA and international markets, as well as the completion of closures linked to previously divested and exited brands. These actions align with the Company's strategy to improve portfolio quality and focus on high-performing locations.

Revenue per store increased 25.2% YoY in FY-25 and 30.5% in Q4-25, reflecting stronger store productivity following portfolio optimization and a streamlined brand portfolio (reduced from 51 to 41 brands YoY). KSA revenue per store rose 20.4% YoY in FY-25 and 28.0% in Q4-25, while international markets grew 47.1% YoY in FY-25 and 46.2% in Q4-25. F&B revenue per store grew by 11.7% YoY in FY-25 and 11.6% in Q4-25.

These gains reflect disciplined execution of the Company's optimization strategy across Fashion and F&B, focusing on core markets and high-performing locations. This has improved efficiency and strengthened the foundation for sustainable growth.

Building on this progress, Cenomi Retail will pursue selective expansion in high-traffic, premium locations, maintaining a focus on quality growth.

Financial highlights

Revenue Analysis

Group revenue grew 5.3% YoY to SAR 5.1 billion in FY-25, with Q4-25 revenue rising 9.7% YoY. Performance in the fourth quarter was supported by heightened retail activity during Black Friday, and year-end promotions, which drove higher footfall across stores.

- **KSA retail revenue** totaled SAR 3.2 billion, representing a 0.3% YoY increase in FY-25. In Q4-25, revenue grew 6.7% YoY. Like-for-like sales in the Kingdom of Saudi Arabia increased 4.1% YoY in Q4-25 but declined 1.8 % for the full year. Revenue per store in KSA reached SAR 10.6 million at year-end, reflecting a 20.4% YoY increase. In Q4-25, revenue per store stood at SAR 2.9 million, up 28.0% YoY.
- **International retail** revenue rose by 18.8% YoY to SAR 1.6 billion in FY-25, supported by a strong Q4-25 growth of 18.0% YoY. Momentum was supported by strong demand for ZARA and Inditex brands across key CIS markets with like-for-like sales increasing 15.6% YoY in FY-25 and 21.0% in Q4-25.
- **F&B segment** revenue declined 1.4% YoY to SAR 323.2 million in FY-25 and declined 1.6% YoY in Q4-25. Like-for-like sales fell 4.8% for the full year and 7.4% in Q4-25. In Q4-25, five F&B brands were closed as part of ongoing portfolio optimization efforts. The revenue decline primarily reflects the impact of these optimization initiatives, along with a normalization in demand during the quarter.
- **Online revenue** increased 15.1% YoY in FY-25 and 17.6% YoY in Q4-25, driven by strong demand and improved efficiency.
 - KSA online revenue increased 14.6% YoY in FY-25 and 21.4% YoY in Q4-25, with ZARA and Inditex delivering online growth of 22.7% and 14.5%, respectively, over the same periods.
 - International online sales increased 55.9% YoY in FY-25 and 88.4% YoY in Q4-25, led by ZARA and other Inditex brands.

- Online F&B revenue increased 9.4% YoY in FY-25, primarily driven by strong Subway performance (+162.3% YoY in FY-25). In Q4-25, F&B online revenue declined 8.8% YoY; however, Subway continued to perform strongly, recording 37.7% YoY growth during the quarter.

Online sales contribution increased from 7.5% of total revenue in FY-24 to 8.2% in FY-25, reaching 8.6% in Q4-25. This reflects continued strong consumer demand for digital shopping in Saudi Arabia and better integration between online and physical stores.

Profitability

Gross profit reached SAR 579.6 million in FY-25, up 2.5% YoY, driven by stronger online and in-store revenue generation, ongoing OPEX optimization, and contributions from new and renovated flagship stores earlier in the year. In Q4-25, gross profit declined 15.8% YoY. While sales increased due to year-end promotions, associated costs also rose. Additionally, rent expenses increased in line with higher turnover rent, driven by the uplift in sales.

Group EBITDA for the year totaled 162.2 million, down 64.8% YoY, mainly due to non-recurring expenses, including foreign exchange losses, tax liability settlement and assets write-offs. The absence of non-recurring capital gains recorded in the prior year also contributed significantly to the YoY decline in other operating income and overall EBITDA performance. In Q4-25, EBITDA decreased 74.0% YoY to SAR 28.7 million, due to tax liability settlement and assets write-offs during the quarter.

- **KSA retail EBITDA** recorded a loss of SAR 28.0 million in FY-25, compared to a profit of SAR 270.4 million in FY-24. This YoY decline reflects the impact of a capital gain recognized in the prior year, alongside non-recurring expenses incurred in FY-25. In Q4-25, the non-recurring expenses led to an EBITDA loss of SAR 26.1 million, compared to a profit of SAR 66.8 million in Q4-24.
- **International retail EBITDA** increased 7.7% YoY to SAR 202.7 million in FY-25. Q4-25 EBITDA grew 31.9% YoY to SAR 75.7 million, compared to SAR 57.4 million in Q4-24, mainly driven by higher revenues.
- **F&B segment EBITDA** recorded a loss of SAR 12.5 million in FY-25, compared to a profit of SAR 1.9 million in the prior year. In Q4-25, the EBITDA loss widened by 52.6% YoY, from a loss of SAR 13.7 million to SAR 20.9 million, partially reflecting portfolio rationalization-related costs during the quarter.

Net loss for FY-25 totaled SAR 496.7 million, compared to SAR 197.5 million in FY-24, primarily reflecting non-recurring expenses and a SAR 120 million goodwill impairment. And in Q4-24 net loss reached SAR 291.3 million, compared to a loss of SAR 149.2 million in Q4-24. FY-24 benefited from capital gains related to the divestment of non-core brands under the brand optimization program.

Balance Sheet

During FY-25, the Company further strengthened its capital structure through the SAR 1.35 billion shareholder loan facility from Al-Futtaim, including the SAR 1,160.4 million first tranche injected in Q3-25 and **the SAR 191.5 million second tranche received in Q4-25**. The facility enhanced liquidity and financial flexibility. In addition, the Emirates NBD Bank (KSA) facility was converted into a three-year term loan with an option to extend for an additional two years at the bank's discretion. As a result, total current liabilities decreased from SAR 4,077 million at 9M-25 to SAR 2,574 million at year-end, while current loans declined significantly from SAR 1,632 million at 9M-25 to SAR 35 million at year-end.

Net debt stood at SAR 2.7 billion at year-end, up 72.9% from FY-2024 levels, mainly due to the shareholder loan. Net Debt to LTM EBITDA increased to 16.9x, compared to 3.4x at FY-24.

SAR million	FY-24	FY-25
Net Debt	1,586.4	2,743.2
EBITDA	460.6	162.2
Net Debt / EBITDA	3.4x	16.9x

Strategy & Outlook

We expect sustained profitability in 2026, supported by continued operational enhancements, stronger store yields, and disciplined commercial execution across the portfolio. The second half of the year is expected to include selective openings in high-potential locations, including Jawahret Riyadh and Jawahret Jeddah, in line with anticipated project delivery timelines.

With strengthened liquidity and improved cash generation, the Company will continue to invest in the development and expansion of its existing beauty, fashion, sports, and lifestyle portfolio, while maintaining a disciplined approach to capital allocation.

2026 will mark the continued execution of Phase Two of the strategy, advancing the next stage of structured and sustainable growth.

Financial Statements

Income Statement

SAR million	Q4-24	Q4-25	Δ	FY -24	FY-25	Δ
Revenue	1,311	1,438	10%	4,847	5,104	5%
Cost of revenue ¹	-1,117	-1,276	14%	-4,281	-4,524	6%
Gross profit/(loss)	193	163	-16%	566	580	2%
<i>Margin</i>	14.7%	11.3%	(3.4pp)	11.7%	11.4%	(0.3pp)
Selling and distribution expenses ¹	-34	-39	13%	-147	-138	-6%
General and administrative expenses ¹	-84	-85	1%	-341	-327	-4%
Other operating expense	-19	-66	240%	-11	-173	1531%
Other operating income	13	24	90%	258	88	-66%
EBIT	68	-3	n.a	325	29	-91%
<i>Margin</i>	5.2%	-0.2%	(5.4pp)	6.7%	0.6%	(6.1pp)
Goodwill Impairments	-95	-120	26%	-95	-120	26%
Operating profit / (loss)	-27	-123	355%	229	-91	n.a.
Net finance costs	-67	-97	45%	-297	-290	-2%
Share of loss of equity-accounted investees	-19	-14	-28%	-24	-17	-27%
Profit / (loss) before zakat and income tax	-113	-234	107%	-92	-397	334%
Zakat and Income tax expense	-22	-33	49%	-61	-51	-16%
Loss for the year from continuing operations	-135	-266	97%	-152	-449	195%
Gain (Loss) for the year from discontinued operations	-14	-25	76%	-45	-48	6%
Profit / (loss) for the year	-149	-291	95%	-197	-497	152%
Non-controlling interests	1	4	167%	6	9	44%
Net profit group share	-151	-295	96%	-204	-506	148%

¹ Revised following a reclassification, now including a portion of depreciation expense.

Balance Sheet

SAR million	FY-24	FY-25	Δ
Assets			
Property, Plant and Equipment	1,085	981	-10%
Right-of-Use Assets	1,463	1,368	-6%
Goodwill and Intangible Assets	627	477	-24%
Investment Property	1	1	-11%
Equity-accounted investees	46	31	-33%
Other investments	84	110	31%
Receivable from disposal of subsidiaries	19	16	-15%
Security Deposits	17	15	-10%
Total Fixed Assets	3,343	3,000	-10%
Inventories	638	594	-7%
Advances, prepayments and Other Receivables	197	155	-21%
Cash & Cash Equivalents	256	244	-5%
Assets included in disposal group classified as held for sale	180	31	-83%
Total Current Assets	1,271	1,024	-19%
Total Assets	4,614	4,023	-13%
Equity & Liabilities			
Share Capital	1,148	1,148	0%
Reserves (Statutory, Foreign Currency and Fair Value)	(617)	(599)	-3%
Fair value reserve	83	103	24%
Accumulated Losses	(1,607)	(2,113)	31%
Equity Attributable to the Shareholders of the Company	(993)	(1,461)	47%
Non-Controlling Interest	(25)	(5)	-78%
Total Equity	(1,018)	(1,466)	44%
LT Loans and Borrowing	82	1,574	1,809%
Lease Liabilities	1,194	1,258	5%
Employee's Benefits	75	83	11%
Total Non-Current Liabilities	1,351	2,915	116%
Trade and other payables	1,839	900	-51%
Shareholders' Loan	-	1,378	-
Zakat & Tax Liabilities	99	7	-93%
Lease Liability – current portion	361	219	-40%
ST Loans and Borrowings	1,760	35	-98%
Liabilities included in disposal group classified as held for sale	221	36	-84%
Total Current Liabilities	4,281	2,574	-40%
Total Liabilities	5,632	5,490	-3%
Total Equity & Liabilities	4,614	4,023	-13%

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 742 stores across 138 shopping malls in 8 countries, with a retail platform covering a total GLA of about 308 thousand square meters. All of this is managed by a workforce numbering more than 5,000 Cenomi Retail currently represents 41 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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