التنمية
TANMIAH
Tanmiah Food Company شركة التنمية الغذائية

Earning Release

9M

2026

Tanmiah Delivers 18.4% Revenue Growth and 20.4% EBITDA Growth in 9M 2026, With Net Profit Rising More Than Sixfold to Reach SAR 23.2 Million

- Revenue rose 18.4% YoY to SAR 2,298.4 million in 9M 2026, with growth in every business segment. Q3 revenue grew 26.7% to SAR 777.9 million.
- EBITDA grew 20.4% YoY to SAR 295.6 million in 9M 2026, outpacing revenue, and the margin widened to 12.9% from 12.7%.
- Net profit attributable to shareholders rose more than sixfold to SAR 23.2 million in 9M 2026. This included SAR 5.4 million in Q3, compared with a SAR 15.8 million loss a year earlier.
- Free cash flow turned positive at SAR 113 million in 9M 2026, compared with negative SAR 109 million in 9M 2025, driven by stronger operating cash flow from improved collections and 75.9% lower capex.
- Non-KSA revenue rose 71.2% in 9M 2026 now representing 10.6% of total group revenue.
- Fresh Poultry revenue increased 14.4% YoY to SAR 1,680.6 million in 9M 2026, supported by a 6.9% YoY increase in sales volumes to 129.9 million birds and higher average selling prices.
- Popeyes continued its turnaround momentum, with like-for-like transactions up 30.8% YoY in Q3 2026.

Riyadh, Saudi Arabia, 8 November 2026 - Tanmiah Food Company ("Tanmiah" or the "Company", 2281 on the Saudi Exchange), established in 1962 and one of the Middle East's leading providers of fresh poultry, processed proteins, animal feed, animal health products and restaurant operations, today announced its financial results for the nine-month period ended 30 September 2026 ("9M 2026"). Growth was broad-based, with both Agribusiness and Restaurant Operations expanding at double-digit rates. EBITDA increased 20.4% YoY to SAR 295.6 million in 9M 2026, with the EBITDA margin improvements supported by continued channel, mix, and cost optimization. Net profit attributable to shareholders increased to SAR 23.2 million in 9M 2026 from SAR 3.6 million in 9M 2025.

Zulfiqar Hamadani, CEO of Tanmiah Group, commented:

"Our nine-month performance reflects the strength of Tanmiah's integrated business model, the advantages of a diversified product portfolio and market reach, and the commitment of our people. Despite geopolitical developments in the region that continued to pressure supply chains and input costs, our operations ran without interruption and our teams maintained reliable supply to our farms and customers, delivering growth across every business segment. Over the period we expanded our farm base, strengthened our presence across GCC markets and grew our animal feed and health business, while the Popeyes turnaround gained traction.

Looking ahead, we will keep building on these foundations. We are adding farm capacity to make fuller use of our processing assets, scaling our presence across the GCC, and, through our partnership with Tradewinds, exploring opportunities in halal protein in Malaysia and the wider Asia-Pacific region. We are also lowering our cost base through energy efficiency and ongoing

optimization across our operations. The regional environment remains uncertain, but the progress and resilience across our businesses give us confidence in Tanmiah's direction and in our ability to create lasting value for our shareholders."

Summary Financial Highlights

SAR million	Q3-26	Q3-25	% Change YoY	9M-26	9M-25	% Change YoY
Revenue	777.9	614.2	26.7%	2,298.4	1,940.8	18.4%
Gross Profit	170.4	137.8	23.6%	530.7	459.1	15.6%
Gross Profit Margin	*21.9%*	*22.4%*	*-50 bps*	*23.1%*	*23.7%*	*-60 bps*
EBITDA	91.4	70.2	30.2%	295.6	245.5	20.4%
EBITDA Margin	*11.7%*	*11.4%*	*30 bps*	*12.9%*	*12.7%*	*20 bps*
Net Profit (Loss)	6.7	(14.7)	145.5%	30.3	11.0	174.7%
Net Profit (Loss) attributable to Shareholders of the Company	5.4	(15.8)	133.9%	23.2	3.6	544.5%

Segmental Revenue Analysis

The **Agribusiness** segment, comprising Fresh Poultry and Animal Feed and Health Products, is the core contributor to revenue and accounted for approximately 92% of total revenue in 9M 2026. **Fresh Poultry** revenue increased 14.4% YoY to SAR 1,680.6 million in 9M 2026, driven by higher sales volumes and improved pricing. The Company sold 129.9 million birds during the period (+6.9% YoY), with an average production reaching 602k birds per day. Sustained demand across the Kingdom and continued growth in export markets supported volumes, while a greater focus on value-added, higher-margin products and a more favorable channel mix also supported revenue.

Revenue in the **Animal Feed and Health Products** segment increased 31.3% YoY to SAR 430.0 million in 9M 2026, nearly doubled to SAR 152.0 million in Q3 2026 (+98.5% YoY), the fastest growth within Agribusiness. The Chicks & Hatching Eggs and Feed Mill subdivisions drove the increase, on strong local sales and sustained customer demand, with animal health products also adding to growth.

Restaurant Operations revenue increased 29.6% YoY to SAR 187.8 million in 9M 2026, and 25.5% YoY to SAR 62.2 million in Q3 2026, on stronger like-for-like sales and continued progress in the Popeyes® turnaround. In Q3 2026, like-for-like sales rose 16.4% YoY and like-for-like transactions increased 30.8% YoY, while aggregator channels accounted for 57% of segment revenue. The network of operational outlets stood at 93 as of 30 September 2026: 84 in Saudi Arabia, 4 in Bahrain and 5 in Kuwait. The Company remains focused on optimizing this network, including through the relocation of selected stores to higher-potential trade areas and premium, high-footfall locations.

Income Statement Analysis

Cost of Sales increased 27.5% YoY to SAR 607.6 million in Q3 2026 and 19.3% YoY to SAR 1,767.7 million in 9M 2026, broadly in line with higher sales across all segments. Gross profit increased 23.6% YoY to SAR 170.4 million in Q3 2026 and 15.6% YoY to SAR 530.7 million in 9M 2026. Gross margin eased to 21.9% in Q3 2026 from 22.4% in Q3 2025, and to 23.1% in 9M 2026 from 23.7% in 9M 2025, as higher production, diesel, and feed costs resulting from supply chain pressures more than offset the benefits of higher average selling prices, increased sales volumes, channel mix optimization, and savings generated through the Company's cost-efficiency initiatives.

Q3 2026 **EBITDA** increased 30.2% YoY to SAR 91.4 million, ahead of revenue growth of 26.7%, and the EBITDA margin improved to 11.7% from 11.4%. The improvement came from tight control of selling and distribution costs, which rose 10.9% YoY as distribution routes were optimized to handle higher volumes. For 9M 2026, EBITDA increased 20.4% YoY to SAR 295.6 million, with the margin improving to 12.9% from 12.7%, supported by operational and administrative cost optimization. Operating profit more than doubled YoY to SAR 36.5 million in Q3 2026 and rose to SAR 117.3 million in 9M 2026 from SAR 88.4 million.

Net Profit Attributable to Shareholders increased to SAR 23.2 million in 9M 2026 from SAR 3.6 million in 9M 2025, supported by higher Agribusiness profit and a narrower Restaurant Operations loss. The improvement came despite SAR 34 million in higher fixed charges (SAR 21 million in depreciation and SAR 13 million in financing costs) as recently commissioned assets ramp up. In Q3 2026, net profit attributable to shareholders was SAR 5.4 million, compared with a net loss of SAR 15.8 million in Q3 2025.

Capital expenditure declined 75.9% YoY to SAR 91.6 million in 9M 2026, as the Company nears completion of its committed investment pipeline. The Dahna feed mill became operational end of Q3 2026, and the Mega Hatchery is now expected to be commissioned in Q1 2027, subject to travel constraints affecting specialist European installation engineers. Remaining spending is focused on Agribusiness, with no major new greenfield projects planned.

Strategic Execution and Outlook

Tanmiah has made solid progress in Q3 2026 against its refreshed strategic framework, **advancing key initiatives across its four strategic priorities**.

1. **Customer-focused commercial excellence and value-added growth**
   Revenue generated outside KSA increased 71.2% YoY in 9M 2026 and more than doubled in Q3 2026 (+103.8% YoY), led by strong growth in Kuwait, Bahrain and the UAE. Tanmiah continued to expand in food service and GCC markets, with retail stores growing around 10% quarter-on-quarter, in line with its focus on channels with a lower cost-to-serve and higher net margins. In September, the Company inaugurated its Innovation Center at its Riyadh headquarters to accelerate innovation and new product development and signed an MoU with Tradewinds (M) Berhad to explore halal protein opportunities in Malaysia and

the wider Asia-Pacific region. New value-added products revenue grew 49% YoY in 9M, more than double the growth of Fresh Poultry overall, primarily driven by the Taste Secrets line and the new breaded line launched in December 2025.

2. **Strengthening the core and optimizing the asset base**
   Fresh Poultry production increased 6.6% YoY, averaging approximately 602k birds per day, as new asset utilization increased. The Dahna feed mill commenced operations at the end of Q3 2026, and Popeyes continued to deliver like-for-like growth in sales and number of transactions. Four new stores are expected to open in Q4 2026.

3. **Operational excellence, liquidity management, and cost optimization**
   To secure additional grain and key inputs amid regional geopolitical tensions, the firm signed grain storage and supply agreements with SABIL and NGC. Selling, distribution and administrative costs declined by SAR 6.3 million compared with Q2 2026, and finance costs fell 8.7% quarter-on-quarter. Working capital days improved to 82 in Q3 2026 from 86 in Q2 2026 and 92 in Q3 2025, while further channel and route optimization brought the network to 446 routes across KSA and the GCC. The conversion of farm operations from diesel to LPG is progressing and will continue into 2027.

4. **Digital, data and people are the main enablers**
   Digital and organizational initiatives continued to progress. New retail sales and CRM solutions are being implemented, and the SAP S/4HANA implementation, which will serve as the Company’s enterprise data backbone, is advancing toward go-live in 2027. Tanmiah continued to scale its e-commerce and direct-to-consumer channels and to strengthen its culture and colleague engagement through dedicated initiatives and development programs.

Looking ahead, Tanmiah will remain focused on increasing the utilization of its production footprint, optimizing its channel and product mix, and expanding its presence across the GCC. In Animal Feed and Health Products, specialty products will be a key commercial focus, as the company sees growth opportunities in this area. The Company will continue to strengthen its cost base through energy efficiency and ongoing optimization initiatives, while keeping capital spending focused on its committed investment pipeline. While the regional environment and input costs remain uncertain, Tanmiah’s progress this year provides a solid foundation for sustainable, profitable growth.

ESG Commitments

Tanmiah continues to advance its strategic and integrated approach to sustainability, founded on its Omnipreneurship philosophy of giving, earning, and sustaining. The Company's ESG governance framework remains strong, guided by the Board ESG Committee and supported by a cross-functional ESG Committee at management level to ensure alignment between strategy and on-ground execution. The focus remains on driving progress across key areas aligned with the Kingdom's Vision 2030 and the United Nations Sustainable Development Goals.

Tanmiah is executing a comprehensive portfolio of sustainability initiatives with an estimated total EBITDA impact of approximately SAR 100 million, of which SAR 35 million was realized in 2025, with a further SAR 22.6 million realized in H1 2026.

- The Company's decarbonization program continues to advance, with diesel-to-LPG conversions now completed at around 90% of incinerators at broiler farm, with the remainder due by year-end and heater conversions planned for 2027.
- The renewable energy, the Haradh solar project is expected to go live by year-end 2026 under a zero-capex power purchase agreement and approval has been secured for four additional sites, commencing with the Al Ghat primary processing facility.
- The geothermal cooling pilot at the Shaqra processing plant, implemented in May 2026, delivered around 16% higher full-load efficiency than the legacy system. The Company plans to extend the technology to the Majmaah 2 plant in 2027, subject to final approvals. Like the solar program, it will be delivered at zero capex under a cooling-as-a-service model, reusing treated wastewater to reduce purchased water and electricity.
- The Company's waste management and valorization program, comprising seven initiatives now implemented across all operational primary and further processing plants, is advancing circular economy objectives, with a new rendering facility at Al-Ghat expected to be commissioned in Q3 2027.
- The Recyclee program at Popeyes, which converts food waste into resources, now covers seven stores, with a further seven in the pipeline.
- Tanmiah is advancing its trials of alternative feed solutions through Moringa-based initiatives, aiming to improve feed conversion efficiency and reduce reliance on conventional feed inputs. Moringa continues to be evaluated as a potential alternative feed ingredient. In addition, feed reformulation initiatives leveraging enzyme and Panbonis technologies are being prepared to further enhance sustainability outcomes.

During the quarter, Tanmiah also signed an MoU with the Environment Fund to cooperate on afforestation, environmental research and funding for joint sustainability initiatives. Building on this partnership, the Company launched an initiative with the Al-Ahsa Development Authority, the Environment Fund and Al-Ahsa Municipality to plant 100,000 trees across Al-Ahsa, extending its One Million Trees program, under which 573,000 trees have been planted to date using recycled water from its facilities.

Looking ahead, Tanmiah remains focused on completing its decarbonization and renewable energy projects, scaling successful pilots, and advancing optimized feed formulation to support long-term value creation and a more sustainable food system in Saudi Arabia and the region.

– ENDS –

About Tanmiah Food Company

Tanmiah Food Company, established in 1962, is one of the Middle East’s leading providers of fresh poultry, processed proteins, animal feed and health products, and a restaurants operator. It is a publicly listed Company on the Saudi Exchange Main Market. It is worth noting that Al-Dabbagh

Holding Group Company is a partner and founding shareholder of Tanmiah Food Company. Tanmiah's fully integrated and highly efficient business model includes production, further processing, and distribution with products sold in Saudi Arabia, the UAE, Bahrain, Oman, Jordan, Kuwait and Qatar. As of 30 September 2026, Tanmiah operates 168 farms as well as 7 hatcheries, 6 feed mills, and 6 primary processing plants, and, through its joint venture operations, it operates four further processing plants. Tanmiah distributes its products through a network of wholesalers, retailers, and food service outlets, as well as online directly to consumers.

Sustainability is a core principle at Tanmiah, reflected in its initiatives such as planting a million trees, using treated wastewater from its facilities, and converting waste products into useful byproducts. In 2023, Tanmiah introduced its first sustainability strategy, establishing a clear framework to advance its long-term vision. Built around three core pillars-Sustaining People, Sustaining Agriculture, and Sustaining Planet-the strategy focuses on the issues most material to Tanmiah's business and stakeholders.

Tanmiah's ESG journey continues to gain recognition. The Company's MSCI ESG Rating improved from B in 2023 to BB in 2024 and BBB in 2025, positioning it among a select group of food companies globally with advanced ESG practices. Group CEO Zulfiqar Hamadani was recognized as one of The Middle East's Sustainability Leaders 2025 by Forbes Middle East, and the Farm Automation Project received the 2025 Middle East Technology Excellence Award in Agritech.

For more information, visit www.tanmiah.com

Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as "according to estimates", "anticipates", "assumes", "believes", "could", "estimates", "expects", "intends", "is of the opinion", "may", "plans", "potential", "predicts", "projects", "should", "to the knowledge of", "will", "would" or, in each case, their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management's ("Management") current views of future events, are based on Management's assumptions, and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward- looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations in prices, costs, ability to retain the services of certain key employees, ability to compete successfully, changes in political, social, legal, or economic conditions in Saudi Arabia, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and Management's ability to

timely and accurately identify future risks to our business and manage the risks mentioned above.

Earning Release 9M 2026

التنمية
TANMIAH
Tanmiah Food Company شركة التنمية الغذائية

Investor Relations & Media Enquiries

+966 114775912 ir@tanmiah.com

King Fahad Street, Building 7292,
ArRahmaniyah District 4253,
Riyadh 12341, Saudi Arabia.

www.tanmiah.com