

In view of the Reorganisation of ADNH Catering plc in 2024, the Company believes that presenting unaudited unreviewed Proforma Combined Income Statements is the most effective and informative way of communicating its financial results. Unaudited, unreviewed Pro-forma Combined Income Statements are therefore used in this document showing the impact of the Company's Reorganisation as if it had taken place on 1 October 2023, combining Income Statements as if the three entities were operating as a single business throughout the nine- or three-month periods. These unaudited and unreviewed Income Statements have been prepared for illustrative purposes only and are based on available information and certain assumptions and estimates that the Company believes are reasonable. The pro-forma financials included in this press release therefore differ materially from the statutory financial statements disclosed by the Company on 5 November 2025.

# ADNH Catering Delivers Revenue of AED 427M and Net Profit of AED 50M in Q3 2025, with Revenue up by 4.8% and Net Profit up by 31.4% on 2024.

- The revenue performance and consistent delivery of margin mean the outlook for 2025 remains solid.
- Focused growth strategy yielding results with 3.8% YTD revenue growth
- Delivered robust cash conversion at 78% and a dividend payment of AED 90 million to be paid in November 2025.

**Abu Dhabi, UAE – 6 November 2025:** ADNH Catering plc (the "Company" or "ADNH Catering"), the leading food and support services provider in the UAE, has announced another solid performance in its financial results for the three-month period ended 30 September 2025. On a pro forma basis, the Company reported continued strong financial performance in Q3 2025, Revenue for the quarter rose by 4.8% to AED 427 million, and a Net Profit delivery of AED 50 million up by 31.4% on prior year).

# Commenting on the results, Clive Cowley, CEO of ADNH Catering, said:

"We are pleased to report another strong quarter, building on the solid foundation established through our focused growth strategy. Our expansion in Saudi Arabia, marked by the increased stake in our joint venture, positions us to scale operations across multiple business segments and regions within the Kingdom. Alongside this regional growth, we continue to demonstrate our ability to secure new contracts while maintaining a retention rate above 98%, reinforcing our market-leading position and our commitment to consistent delivery and value creation. These results reflect the strength of our business model and the dedication of our team to achieving sustainable, long-term success. Looking ahead, we remain committed to driving sustainable growth, expanding our regional footprint and deepening our presence across key sectors, to meet the evolving needs of our clients and further strengthen our leadership across the region."

#### **Strategy Execution and Growth Drivers**

ADNH Catering secured 19 new contracts in Q3, bringing the total number of contracts to 458 as of 30 September 2025. The Company continues with an industry-leading client retention rate of 98.3% in the quarter, reflecting its deep focus on securing new business while strengthening key client relationships through active tender participation.

In August, ADNH Catering announced a significant step in its strategic expansion in Saudi Arabia by completing a Sale and Purchase Agreement to acquire an additional 20% equity stake in its Saudi Joint Venture, increasing its ownership to 50%, enabling full consolidation of the business upon from 31 August 2025.

## **Financial Performance**

**Revenue:** Revenue for Q3 was 427 million, an increase of 4.8% (2.5% when excluding the impacts of the acquisition of Food Nation, the KSA step up acquisition and exiting the ZadSource business).

**Profitability:** For Q3 2025, EBITDA grew to AED74 million, or by 25.2%, with an industry-leading EBITDA margin of 17.4% (resulting from industry leading operational performance and valuation gains from the consolidation of the Saudi Arabian JV. For Q3 Net Profit was AED 50.2 million at a Net Profit margin of 11.8%.

## **Management Outlook**

Management and the Board have a continued solid performance for the remainder of 2025.

The Company's focus continues to be on maintaining client retention rates above 95% over the near- and medium-term, ADNH Catering aims to drive revenue growth by 8-10% for 2025 over the near- and medium-term, while achieving an EBITDA margin of 13.5 -14% over the same period. The guidance is provided on a like-for-like organic basis, excluding future contributions from recently announced acquisitions such as Food Nation Catering and the Saudi Joint Venture.

For the full-year 2025 period, the Company intends to pay a dividend of AED 180 million, distributed semiannually, first in November 2025 amounting to AED 90 million and second in April 2026 subject to business performance, the Board of Directors' recommendation and shareholder approvals

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Note Regarding Pro Forma Financials

ADNH Catering plc ("ADNHC" or the "Company") was incorporated in the Abu Dhabi Global Market on 21 June 2024. On 30 June 2024, ownership of the catering and support services businesses in the UAE and the Kingdom of Saudi Arabia were contributed by ADNH Catering's parent company, Abu Dhabi National Hotels PJSC ("ADNH"), into the Company as part of a reorganisation (the "Re-organisation") using the Business Combination method. This method requires the Company to adopt the history of the entity it acquires for reporting purposes. The statutory accounts of ADNH Catering published on 5th November 2025 therefore correspond to the 9-month period ending 30 September 2025, and comprise:

- ADNH Catering LLC-OPC ("ADNH Catering Abu Dhabi")'s financial statements for the full 9-month period;
- ADNH Catering LLC ("ADNH Catering Dubai") and ADNH Compass LLC SP ("ADNH Catering Sharjah")'s operations for the full 9-month period;
- Compass Arabia from 31<sup>st</sup> August 2025 (30% shareholding was acquired by ADNH Catering Abu Dhabi on 1 July 2024 with completion of the purchase of a further 20% on 31 August 2025 accounted for on a consolidated basis from this date and previously on an equity basis)
- Food Nation Catering Services LLC- for 6 months period from 1 April 2025.

The prior year comparative statutory consolidated financial information for the 9 months ending 30 September 2024 only reflects the performance of ADNH Catering Abu Dhabi for nine months and the Dubai and Sharjah entities for six months. However, for the quarters ended 30 June and later the statutory consolidated financial information is comparable.

Given this reorganization during prior year, the Company believes that presenting unaudited unreviewed Proforma Combined Income Statements is the most effective and informative way of communicating its year-to-date financial results. This presentation focuses on the performance for the 9 months to 30 September 2025 and is also consistent with how the business will be reported moving forward. The use of Combination Basis presents the results of the three entities as a single business throughout the nine months period. Proforma accounts for

the 9 months to 30 September 2025 are also included in the Appendix to allow comparability with information previously reported or provided with the IPO materials.

## **Appendix**

Unaudited unreviewed Proforma Combined Income Statement for the 9-month period ending 30th Sep:

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in AED	9 months to September 2025 (Reviewed)	9 months to September 2024 (Unaudited and unreviewed)		
Food services	791,629,625	753,865,264		
Support services	472,990,863	464,787,925		
Revenue	1,264,620,488	1,218,653,189		
Cost of services	(1,047,644,896)	(1,037,620,413)		
General and administrative expenses	(72,478,297)	(61,202,790)		
Other income/(expense)	4,353,711	45,671		
Impairment loss of trade receivables	(23,876,697)	-		
Share of profit from Joint venture	995,726	651,257		
Gain on previously held equity interest in joint venture	13,168,739	-		
Add-back: Depreciation & amortization	50,245,415	46,441,504		
EBITDA	189,384,189	166,968,417		
% margin	15.0%	13.7%		
Less: Depreciation & amortization	(50,245,415)	(46,441,504)		
EBIT	139,138,774	120,526,913		
% margin	11.0%	9.9%		
Net (finance cost) / Finance income	(3,129,328)	(354,302)		
EBT	136,009,446	120,172,611		
Income tax expense	(12,815,164)	(11,207,059)		
Deferred tax	683,484	450,139		
Net Profit	123,877,766	109,415,691		
% margin	9.8%	9.0%		

# **Consolidated statement of Profit or loss:**

in AED	9 months to Sep 2025 (Reviewed)	9 months to Sep 2024 (unaudited and not reviewed)
Food services	791,629,625	698,993,893
Support services	472,990,863	434,654,632
Revenue	1,264,620,488	1,133,648,525
Cost of services	(1,047,644,896)	(958,385,832)
General and administrative expenses	(72,478,297)	(57,806,920)
Other income/(expense)	4,353,711	280,603
Impairment loss of trade receivables	(23,876,697)	-
Share of profit from Joint venture	995,726	651,257
Gain on previously held equity interest in joint venture	13,168,739	-
Add-back: Depreciation & amortization	50,245,415	43,407,689
EBITDA	189,384,189	161,795,322
% margin	15.0%	14.3%
Add-back: Depreciation & amortization	(50,245,415)	(43,407,689)
EBIT	139,138,774	118,387,633
% margin	11.0%	10.4%
Net finance cost	(3,129,328)	(189,597)
EBT	136,009,446	118,198,036
Income tax expense	(12,815,164)	(11,120,264)
Deferred tax	683,484	450,225
Net Profit	123,877,766	107,527,997
% margin	9.8%	9.5%

#### **Consolidated statement of Profit or loss:**

in AED	3 months to September 2025 (Reviewed)	3 months to September 2024 (unaudited and not reviewed)
Food services	271,361,520	255,878,087
Support services	155,399,957	151,368,351
Revenue	426,761,477	407,246,438
Cost of revenue	(364,924,992)	(342,597,351)
Admin expenses	(23,675,442)	(21,902,495)
Other income, net	9,707	33,635
Impairment loss of trade receivables	(380,094)	-
Share of profit from Joint venture	17,798,316	651,257
Add-back: Depreciation & amortization	18,502,615	15,750,241
EBITDA	74,091,587	59,181,725
% margin	17.4%	14.5%
Add-back: Depreciation & amortization	(18,502,615)	(15,750,241)
EBIT	55,588,972	43,431,484
% margin	13.0%	10.7%
Net finance cost	(1,976,417)	(1,501,805)
EBT	53,612,555	41,929,679
Income tax expense	(3,639,648)	(3,940,085)
Deferred tax	229,384	225,027
Net Profit	50,202,291	38,214,620
% margin	11.8%	9.4%

#### **About ADNH Catering**

ADNH Catering has a strong heritage in the UAE, built on over 45 years of experience in the food and support services industry. The Group offers a comprehensive range of services, including food preparation and service, as well as support services including general (non-technical) cleaning, housekeeping, pest control, and procurement services. With a significant market presence in the UAE and operations extending to the Kingdom of Saudi Arabia, ADNH Catering has earned a reputation for excellence.

Recent awards received by ADNH Catering include the 'Best Company to Work For – Large' and 'Best Retention & Recruitment Strategy' awards at the UAE Employee Happiness Awards 2022/23. In 2024, ADNH Catering became fully owned by ADNH and further expanded its portfolio with major contracts in hospitality and healthcare.

## **INVESTOR ENQUIRIES**

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