

# MAX STOCK

## Q2 & H1 2026 Earnings Conference Call

August 11, 2026



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# Q2 2026 RESULTS

*Strong operating performance across the board*

REVENUE

**NIS 379.0M**

+12.7% vs. Q2'25

SSSG

**7.0%**

Volume & basket size driven

GROSS MARGIN

**47.1%**

+330 BPS vs. Q2'25

Adj. EBITDA\*

**NIS 77.5M**

+37.1% vs. Q2'25

GAAP NET INCOME (100%)

**NIS 35.9M**

+30.4% vs. Q2'25; 9.5% NI margin

Adjusted EPS\*\*

**NIS 0.23**

+35.3% vs. Q2'25

Note: Totals may be slightly impacted by minor rounding differences

\* Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs + stock-based compensation (SBC) - the impact of IFRS 16

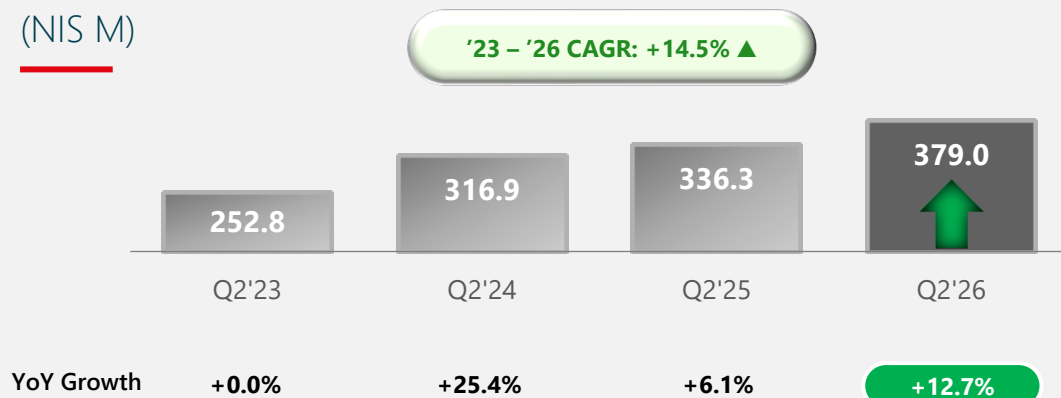
\*\* EPS attributable to shareholders adjusted for stock-based compensation (SBC)



# Q2 Financial Highlights



## Revenue (NIS M)



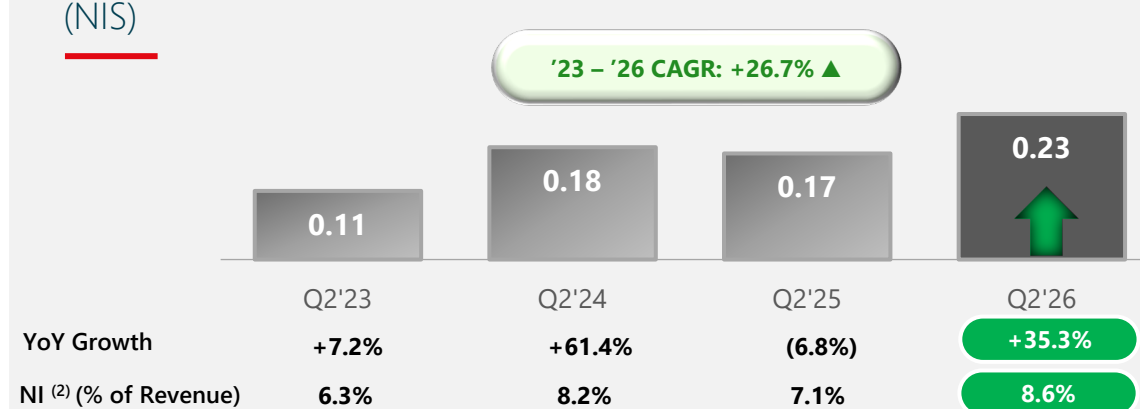
## Adjusted EBITDA Pre IFRS 16 <sup>(1)</sup> (NIS M)



## Gross Profit (NIS M)



## Adjusted EPS Attributable to Shareholders <sup>(2)</sup> (NIS)



Note: Totals may be slightly impacted by minor rounding differences.

1. Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs + stock-based compensation (SBC) - the impact of IFRS 16

2. Net Income (NI) and EPS (both attributable to shareholders) adjusted for stock-based compensation (SBC)



# H1 2026 RESULTS

*Significant gains in all key financial metrics*

REVENUE

**NIS 780.0M**

+15.5% vs. H1'25

SSSG

**12.0%**

Basket size & volume driven

GROSS MARGIN

**46.3%**

+330 BPS vs. H1'25

Adj. EBITDA\*

**NIS 152.9M**

+46.4% vs. H1'25

GAAP NET INCOME (100%)

**NIS 85.8M**

+44.5% vs. H1'25; 11.0% NI margin

Adjusted EPS\*\*

**NIS 0.56**

+46.5% vs. H1'25

Note: Totals may be slightly impacted by minor rounding differences

\* Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs + stock-based compensation (SBC) - the impact of IFRS 16

\*\* EPS attributable to shareholders adjusted for stock-based compensation (SBC)



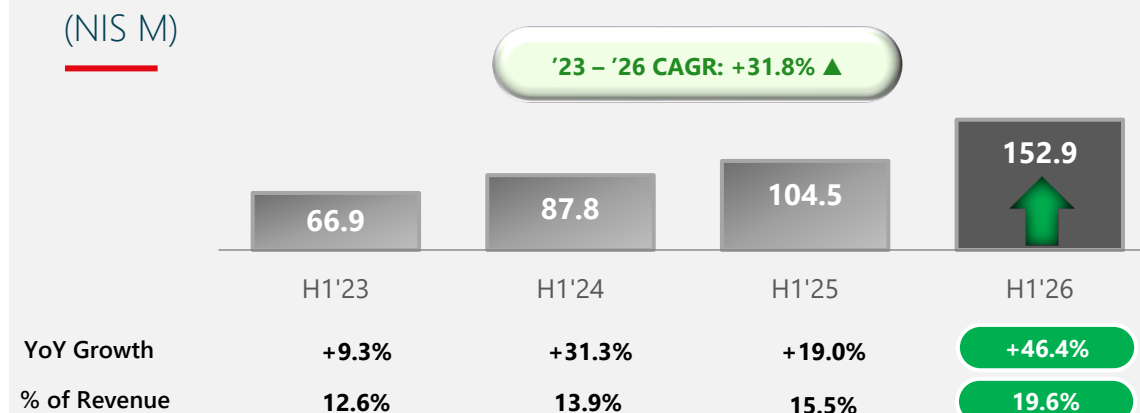
# H1 Financial Highlights



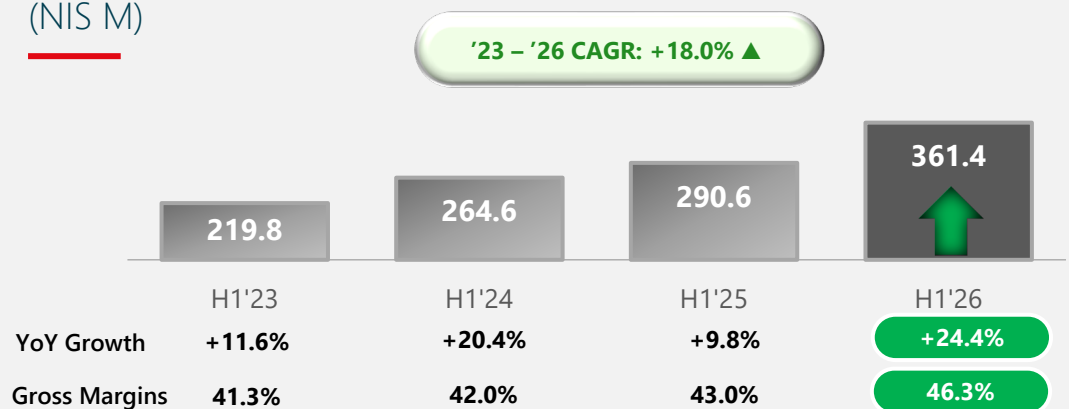
## Revenue (NIS M)



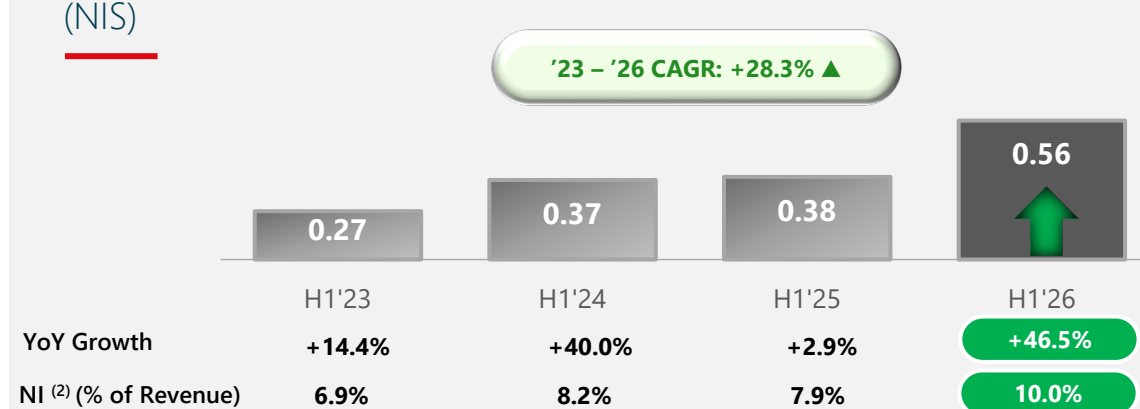
## Adjusted EBITDA Pre IFRS 16 <sup>(1)</sup> (NIS M)



## Gross Profit (NIS M)



## Adjusted EPS Attributable to Shareholders <sup>(2)</sup> (NIS)



Note: Totals may be slightly impacted by minor rounding differences.

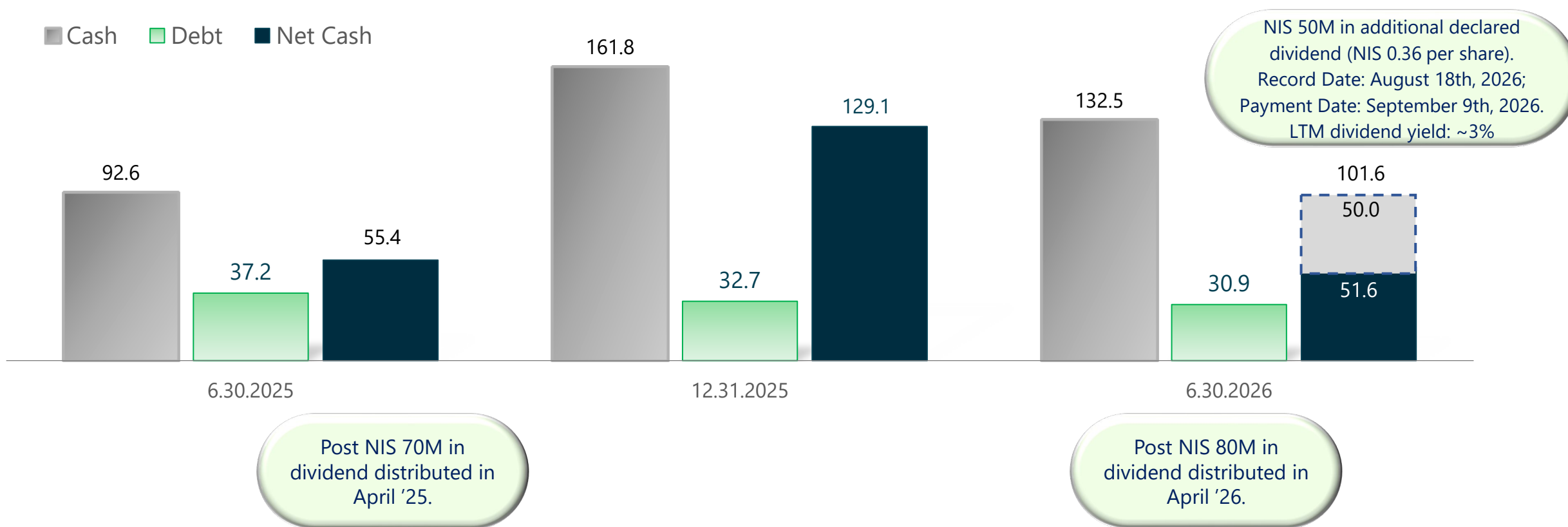
1. Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs + stock-based compensation (SBC) - the impact of IFRS 16

2. Net Income (NI) and EPS (both attributable to shareholders) adjusted for stock-based compensation (SBC)

# Capital Structure

NIS M

*Ample of liquidity and financial flexibility*



# Business & Financial Model

## *Key Attributes*



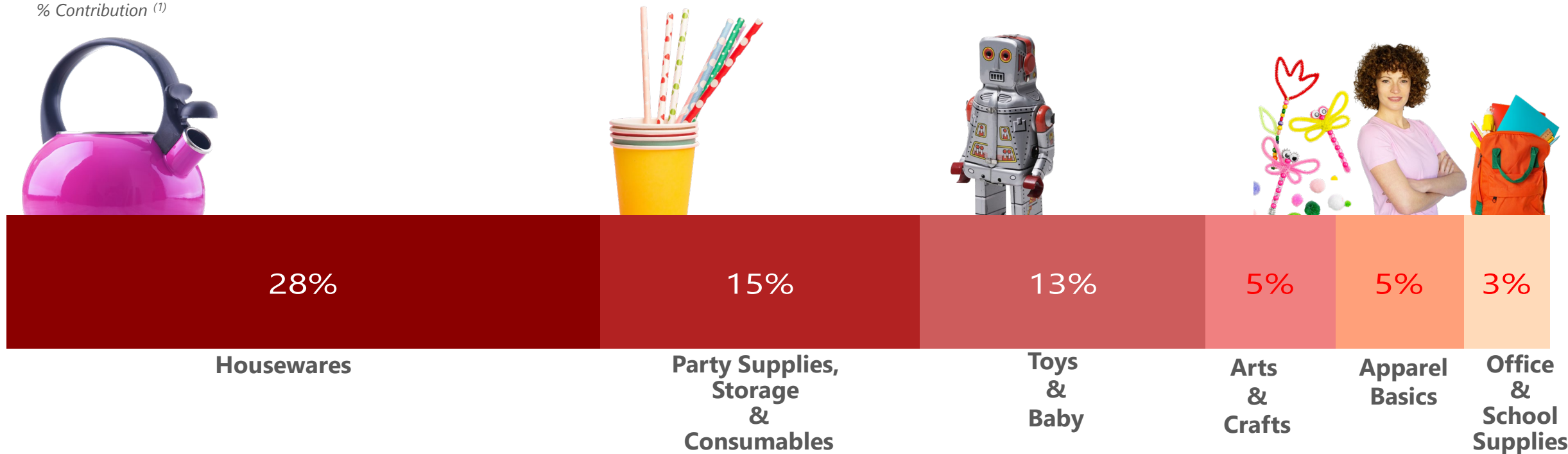


# Continued Growth in Largest Categories

H1'26 Revenue Contribution and Growth, per Category



% Contribution <sup>(1)</sup>



Category  
YoY Growth <sup>(1)</sup>

+10.0%

+15.3%

+15.7%

(3.5%)

+16.1%

(1.5%)

Note: Totals may be slightly impacted by minor rounding differences.

(1) Based on H1'26 revenue from sales (total of NIS 770.3M) and excluding the Other category (minus Arts & Crafts and Apparel Basics) that contributed ~31% to revenue from sales.

Our “**Other**” category <sup>(1)</sup> (that contributed ~31% to H1’26 revenue from sales and is comprised of over 25 subcategories) **is up 29.3% YoY**

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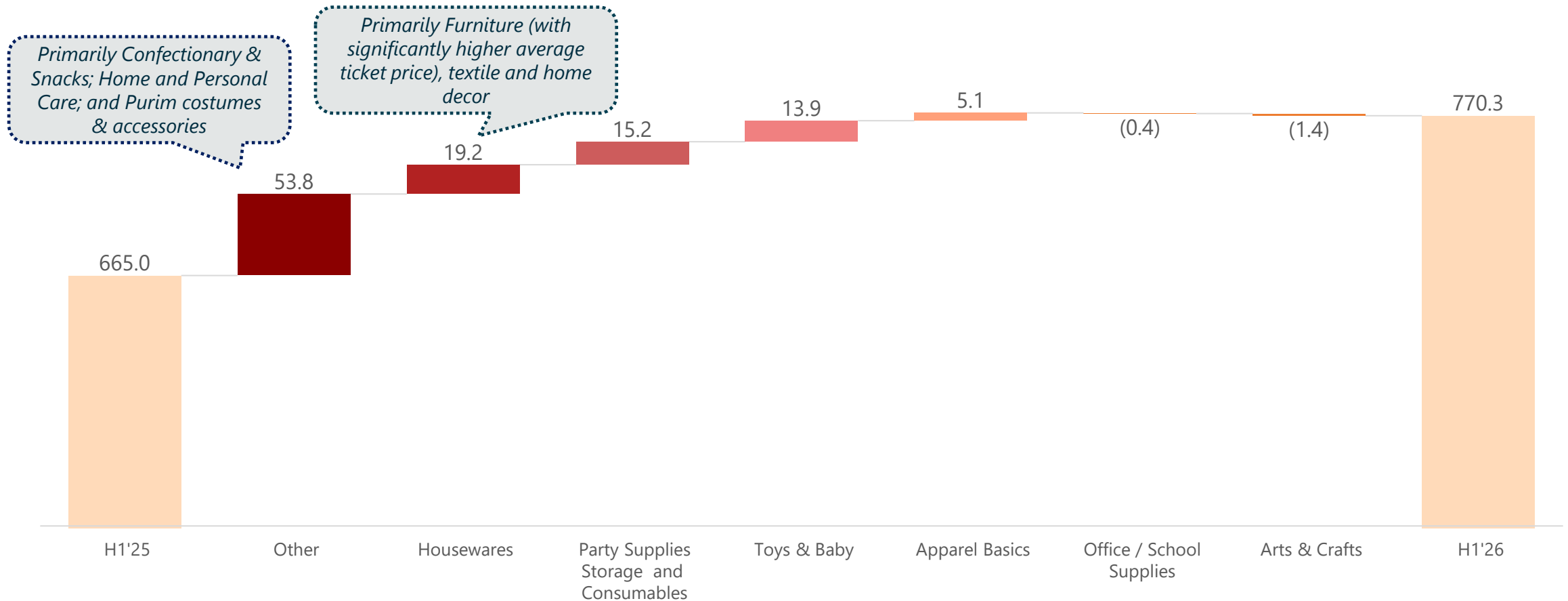


(1) Based on H1’26 revenue from sales (total of NIS 770.3M). The Other category excludes Arts & Crafts and Apparel Basics that are separately stated on the previous slide.

# H1 Revenue from Sales<sup>(1)</sup> - Bridge, by Category



*Our average basket size saw a positive impact from growth in higher ticket items*



(1) Based on Revenue from Sales and excluding Revenue from commissions / fees of NIS 10.4M and NIS 9.7M in H1'25 and H1'26, respectively .

Note: Totals may be slightly impacted by minor rounding differences.

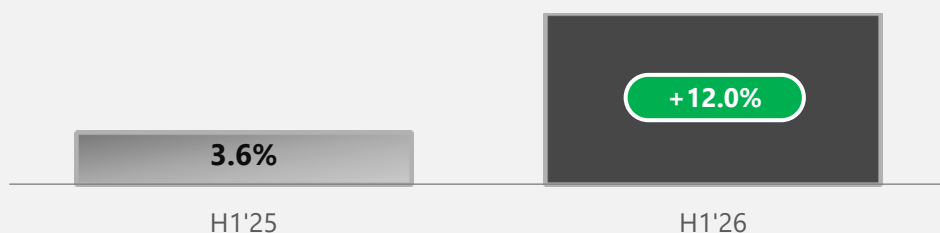
# Main KPIs

Strong H1 and Q2 performance, driven by higher average basket size and volume



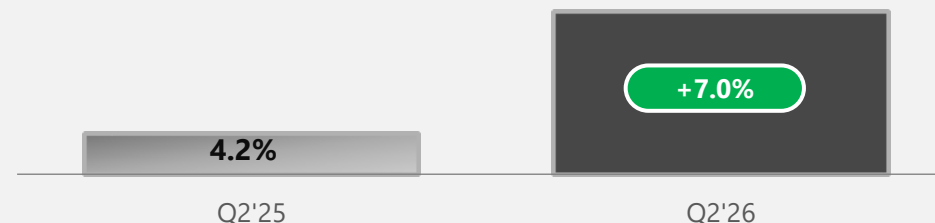
## H1 SSSG

(no impact from the timing of the Jewish holidays; %)



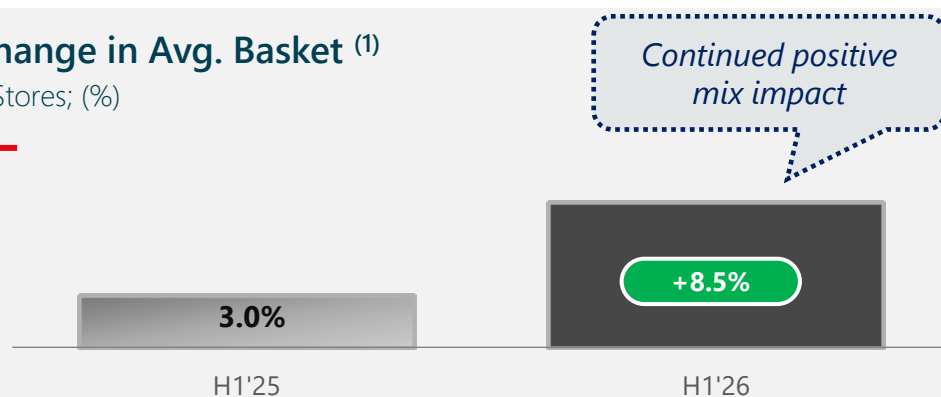
## Q2 SSSG

(%)



## H1 Change in Avg. Basket <sup>(1)</sup>

Same Stores; (%)



## Q2 Change in Avg. Basket <sup>(2)</sup>

Same Stores; (%)



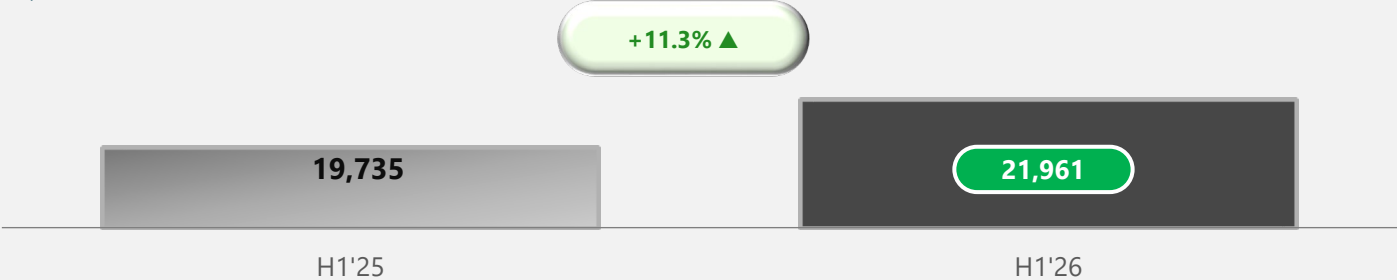
1. Vs. the prior period and reflecting change in average basket size in owned SS stores in the period.



# Main KPIs (cont'd)

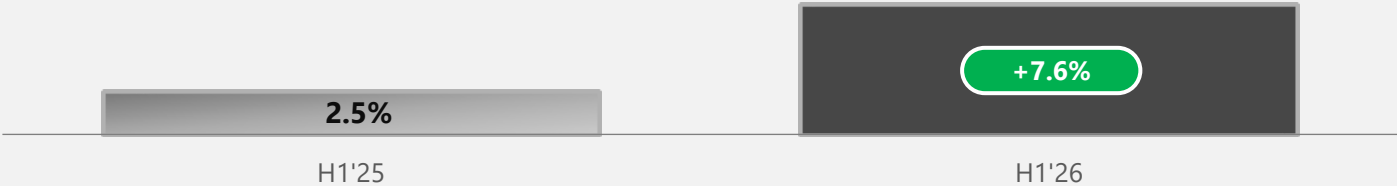
## H1 Annualized Sales per net SqM <sup>(1)</sup>

All Owned Stores in the Period; (NIS)



## H1 Change in Avg. Basket <sup>(1)</sup>

All Owned Stores in the Period; (%)



1. Calculated by multiplying the semi-annual sales per net SqM by 2. The semi-annual sales were normalized for a full six-month period in cases of new stores that did not operate throughout the full period.

# Pipeline Stores



| Ad Halom<br>(Nadav B.)<br>Expected in Q3'2026 | Kiryat Yam ( <u>Expansion</u> )<br>(G Ezra)<br>Expected in Q1'2027 | Gan Yavne<br>(SLDN)<br>Expected in H1'2027 | Bnei Brak<br>(Reisdor)<br>Expected in H1'27 | Ofakim<br>(GT Real Estate)<br>Expected in H1'27 | Tirat HaCarmel (NEW)<br>(amy B)<br>Expected in H2'2027 |
|-----------------------------------------------|--------------------------------------------------------------------|--------------------------------------------|---------------------------------------------|-------------------------------------------------|--------------------------------------------------------|
|                                               |                                                                    |                                            |                                             |                                                 |                                                        |

~10.1k gross / ~7.4k net

*Expected closure of old store in Beer Sheba in Q3'26: -2.2k net SqM*

*Additional stores are under various negotiation stages*



# Appendix

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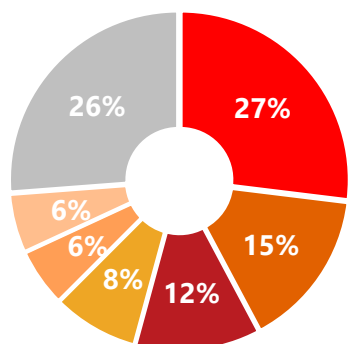


# Company Overview



FY 2025

Product Categories<sup>(2)</sup>



■ Housewares

■ Party Supplies, Storage and Consumables

■ Toys & Baby

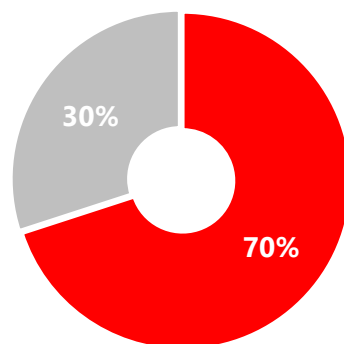
■ Office / School Supplies

■ Apparel Basics

■ Arts & Crafts

■ Other

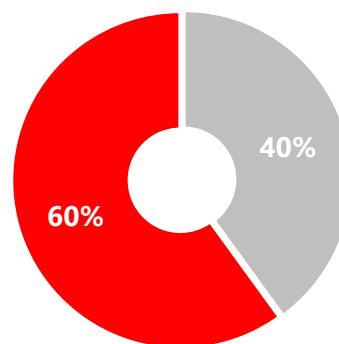
~Product Sourcing Mix<sup>(1)</sup>



■ Imported

■ Locally Sourced

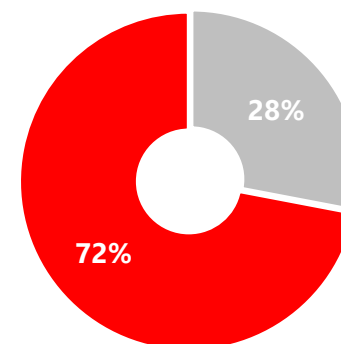
~Product Mix <sup>(1)</sup>



■ Seasonal products

■ Non-discretionary, everyday needs

~Product Mix by Price (inc. VAT)<sup>(1)</sup>



■ Above NIS 10

■ NIS 10 and below

Note: Totals may be slightly impacted by minor rounding differences.

1) Based on volume sold.

2) Other comprised of 27 subcategories with the largest being OTC Pharmaceutical, Electronics, Phone Accessories and Outdoors

3) As of August 11, 2026

4) Net SqM defined as commercial area in SqM excluding e.g., storage and office spaces. Data refer to owned/ majority owned stores only

5) As of June 30, 2026



~NIS 1.5 Bn.

June 2026 LTM revenue



65

locations across Israel<sup>(3)</sup>



~71.5k

Total Net SqM<sup>(3)(4)</sup>



2

Logistic centers



2,771

employees<sup>(5)</sup>



MAXO

Publicly listed on TASE



# Dual Format Store Strategy for Suburban and Urban Markets in Israel

## Max



Located in suburban markets with ample parking



Average store sizes of ~1,790 net SqM  
/~19,250 sq. ft.<sup>(1)</sup>



Full assortment of merchandise



Mostly majority owned:  
45 stores (40 are majority owned)<sup>(2)</sup>



Main format priority for current expansion

## Mini Max



Located in city centers



Average store size of ~200 SqM  
/~2,150 sq. ft.



Typically, lower ticket prices



Franchised concept:  
20 stores (all are franchised)



Second priority growth engine



1. Net SqM defined as commercial area in SqM excluding e.g., storage and office spaces. Represents Company owned stores  
2. As of August 11, 2026.

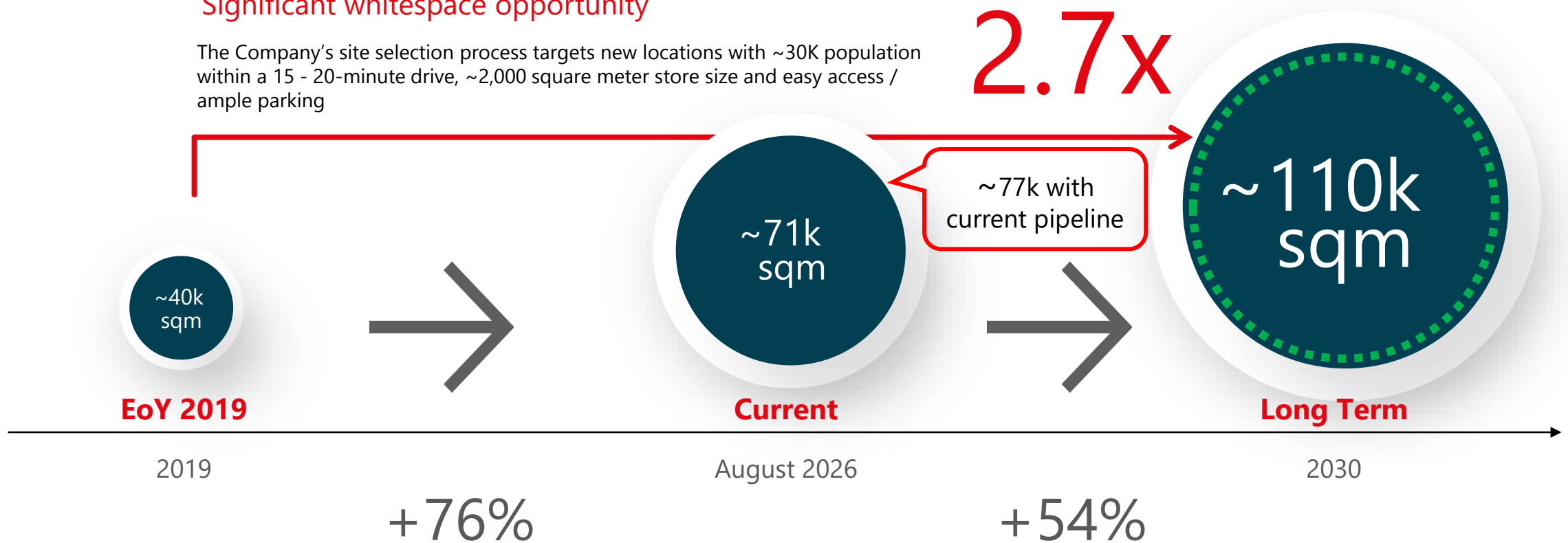
# Clear Top Line Growth Drivers

Add ~39k of owned net SqM in Israel by 2030



## Significant whitespace opportunity

The Company's site selection process targets new locations with ~30K population within a 15 - 20-minute drive, ~2,000 square meter store size and easy access / ample parking



Note: Net SqM defined as commercial area in SqM excluding e.g., storage and office spaces. Totals may be slightly impacted by minor rounding differences.

# STORE COUNT AND OWNED NET SQM

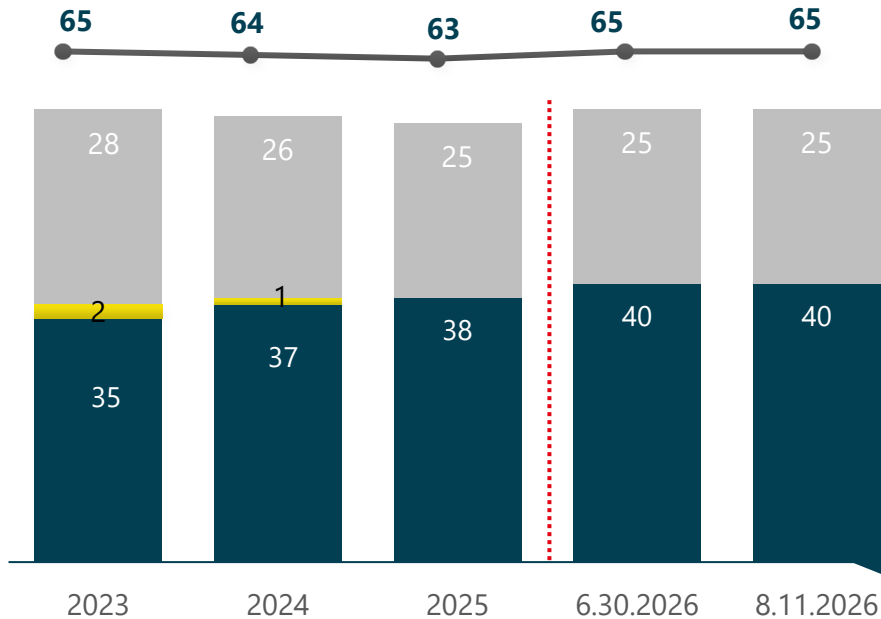
(End-of-Period)



In Q1'26 - Opened two new owned Max stores in Beer Sheba (+4.3K net SqM) and Or Akiva (+0.8K net SqM) and closed one franchised Mini Max store in Jerusalem (no impact on owned net SqM).  
In Q2'26 - Opened a new franchised Mini Max store in Hod Hasharon (no impact on owned net SqM).

## # of Stores (end-of-period)

(Owned vs. Franchised)

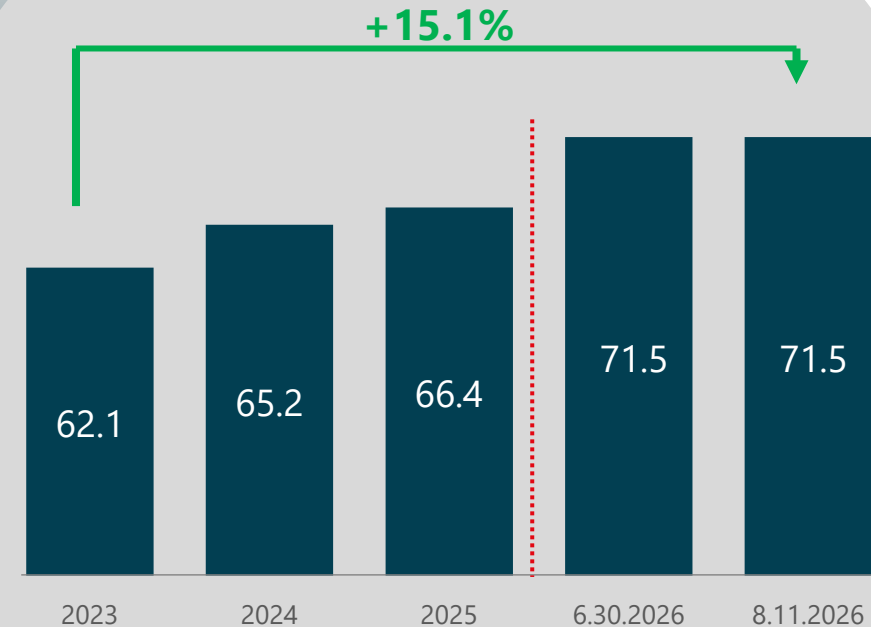


Over 90%  
of  
Revenue

■ Owned (IL) ■ Owned (PT) ■ Franchised

## Owned Net SqM in Israel

(End-of-period; 000s)



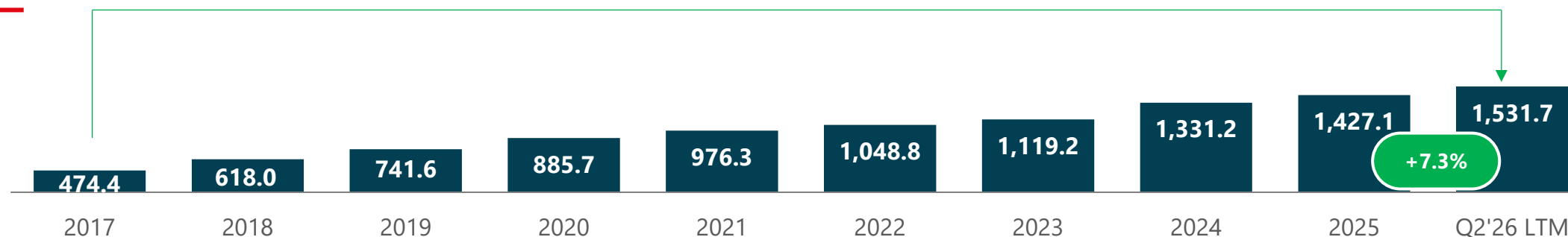
# Annual Financial Highlights



## Revenue\*

(NIS M)

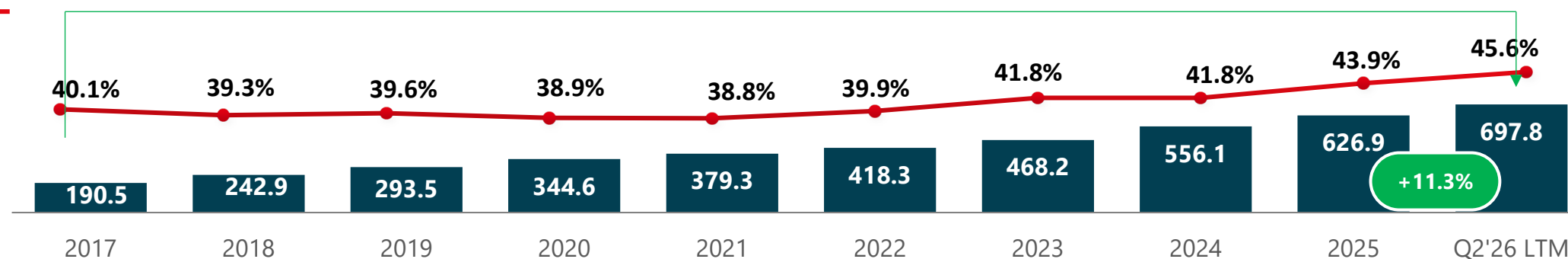
3.2x



## Gross Profit and Gross Margins\*

(NIS M; %)

3.7x



Note: Totals may be slightly impacted by minor rounding differences.

\* Excluding one-time bulk operations in 2020



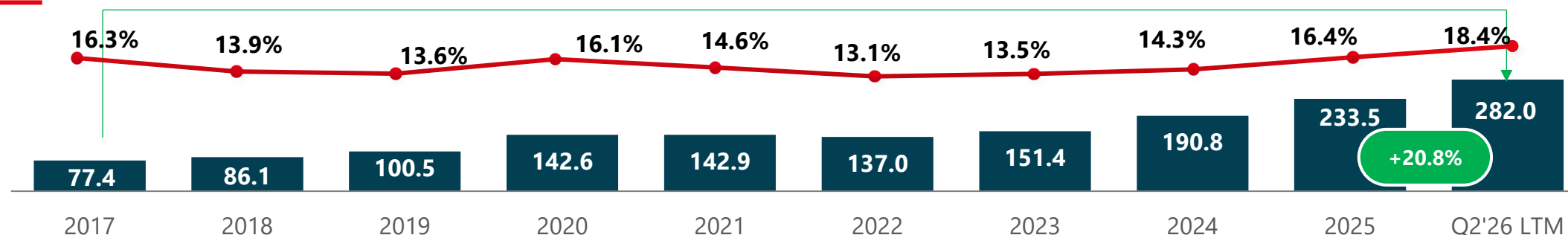
# Annual Financial Highlights (cont'd)



## Adjusted EBITDA Pre IFRS 16 <sup>(1)</sup>

(NIS M; % of Revenue)

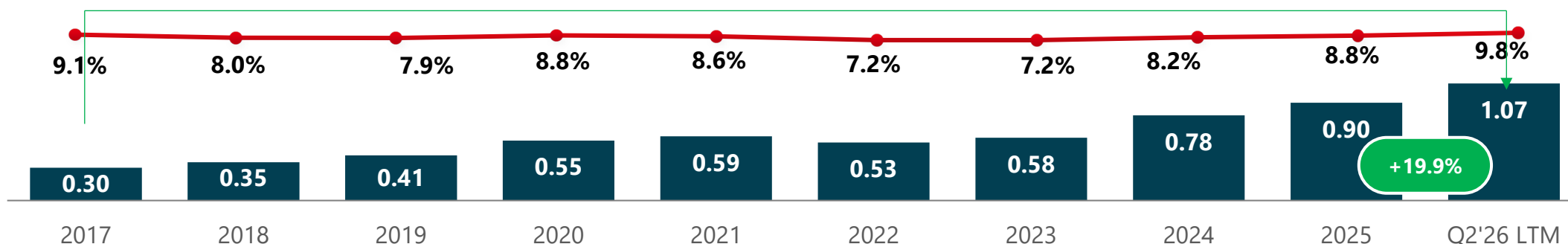
3.6x



## Adjusted EPS Attributable to Shareholders and NI margin <sup>(2)</sup>

(NIS; %)

3.6x



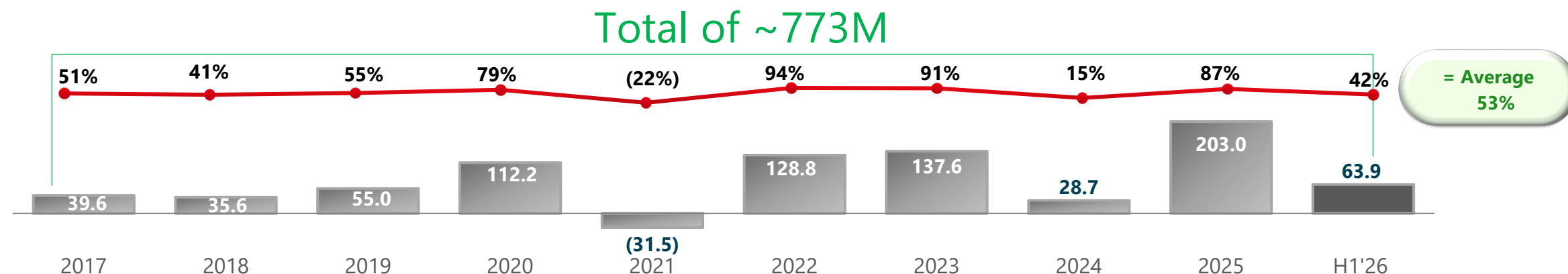
Note: Totals may be slightly impacted by minor rounding differences.

- Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs (including IPO costs in 2020) + stock-based compensation (SBC) - one-time bulk operation (in 2020) - the impact of IFRS 16
- Net Income (NI) and EPS (both attributable to shareholders) adjusted for stock-based compensation (SBC), one-time bulk operation in 2020 and IPO costs in 2020

# Cash Flows, Annual Dividends and Share Buyback

Cash Flows from Operating Activities – Capex – Lease Payments; % Cash Conversion <sup>(1)</sup>

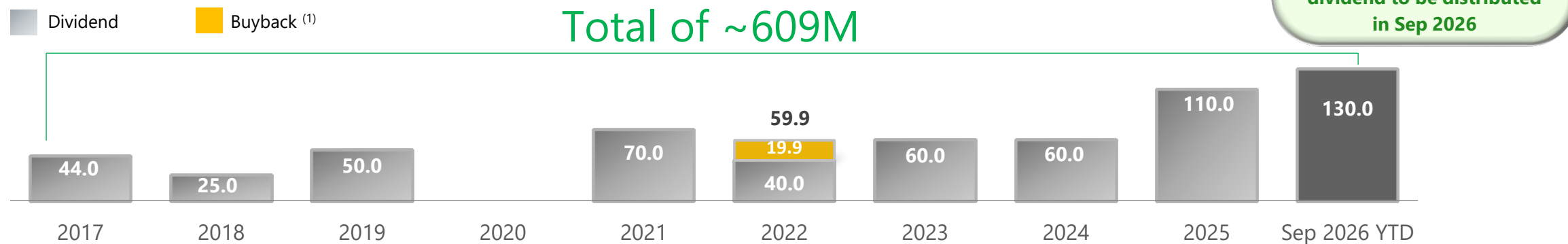
(NIS M; % of Adjusted EBITDA Pre IFRS 16) <sup>(2)</sup>



## Annual Dividends and Share Buyback

(NIS M)

■ Dividend ■ Buyback <sup>(1)</sup>



Note: Totals may be slightly impacted by minor rounding differences. . Cash Flows from Operating Activities are after Interest paid that is primarily related to leases.

(1) Buyback plan expired on June 18, 2023, and was up to NIS 40M. NIS 19.9M was executed in 2022

(2) Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs (including IPO costs in 2020) + stock-based compensation (SBC) - one-time bulk operation (in 2020) - the impact of IFRS 16.

# IFRS 16 Reconciliations (Q2)

NIS M



|                                   | Q2/2025     |             | Q2/2026      |             |
|-----------------------------------|-------------|-------------|--------------|-------------|
|                                   | GAAP        | Pre IFRS 16 | GAAP         | Pre IFRS 16 |
| <b>EBIT</b>                       | 56.8        | 51.6        | 76.9         | 72.6        |
| Interest expenses, net            | 21.4        | 13.2        | 31.0         | 22.7        |
| EBT                               | 35.3        | 38.4        | 45.9         | 49.9        |
| Taxes                             | 7.8         | 8.5         | 10.0         | 10.9        |
| <b>GAAP Net Income</b>            | <b>27.5</b> | <b>29.9</b> | <b>35.9</b>  | <b>39.0</b> |
| <b>EBITDA exc. Other Expenses</b> | <b>79.5</b> | <b>56.5</b> | <b>100.9</b> | <b>77.5</b> |
| Plus: SBC                         | 0.0         | 0.0         | 0.0          | 0.0         |
| <b>EBITDA exc. SBC</b>            | <b>79.6</b> | <b>56.5</b> | <b>100.9</b> | <b>77.5</b> |

Note: Totals may be slightly impacted by minor rounding differences.

# IFRS 16 Reconciliations (H1)

NIS M



|                                   | H1/2025      |              | H1/2026      |              |
|-----------------------------------|--------------|--------------|--------------|--------------|
|                                   | GAAP         | Pre IFRS 16  | GAAP         | Pre IFRS 16  |
| <b>EBIT</b>                       | 101.0        | 89.8         | 154.1        | 143.4        |
| <b>Interest expenses, net</b>     | 22.2         | 6.4          | 43.2         | 26.8         |
| <b>EBT</b>                        | 78.8         | 83.4         | 110.9        | 116.6        |
| <b>Taxes</b>                      | 19.4         | 20.5         | 25.0         | 26.4         |
| <b>GAAP Net Income</b>            | <b>59.4</b>  | <b>62.9</b>  | <b>85.8</b>  | <b>90.2</b>  |
| <b>EBITDA exc. Other Expenses</b> | <b>150.6</b> | <b>104.4</b> | <b>200.6</b> | <b>152.9</b> |
| Plus: SBC                         | 0.1          | 0.1          | 0.0          | 0.0          |
| <b>EBITDA exc. SBC</b>            | <b>150.7</b> | <b>104.5</b> | <b>200.7</b> | <b>152.9</b> |

Note: Totals may be slightly impacted by minor rounding differences.



# Historical Quarterly P&L (Q2)

NIS M



|                                         | Q2-2023      | Q2-2024      | Q2-2025      | Q2-2026      |
|-----------------------------------------|--------------|--------------|--------------|--------------|
| Revenue from sales                      | 248.3        | 312.2        | 331.7        | 374.3        |
| Revenue from commissions / fees         | 4.4          | 4.7          | 4.6          | 4.7          |
| <b>Total Revenue</b>                    | <b>252.8</b> | <b>316.9</b> | <b>336.3</b> | <b>379.0</b> |
| <b>YoY growth</b>                       | <b>0.0%</b>  | <b>25.4%</b> | <b>6.1%</b>  | <b>12.7%</b> |
| Gross profit                            | 104.0        | 132.1        | 147.3        | 178.5        |
| <b>% of Revenue</b>                     | <b>41.2%</b> | <b>41.7%</b> | <b>43.8%</b> | <b>47.1%</b> |
| S&M                                     | 62.7         | 73.9         | 75.7         | 86.4         |
| G&A                                     | 10.6         | 14.1         | 14.9         | 15.1         |
| Total SG&A                              | 73.3         | 88.0         | 90.5         | 101.5        |
| Less: SBC                               | 0.7          | (0.0)        | (0.0)        | (0.0)        |
| SG&A excluding SBC                      | 74.0         | 87.9         | 90.5         | 101.5        |
| <b>% of Revenue</b>                     | <b>29.3%</b> | <b>27.7%</b> | <b>26.9%</b> | <b>26.8%</b> |
| Other income                            | (0.1)        | 0.0          | 0.0          | (0.0)        |
| Other expenses                          | 0.3          | 0.1          | 0.0          | 0.0          |
| <b>GAAP EBIT</b>                        | <b>30.5</b>  | <b>44.0</b>  | <b>56.8</b>  | <b>76.9</b>  |
| <b>% of Revenue</b>                     | <b>12.1%</b> | <b>13.9%</b> | <b>16.9%</b> | <b>20.3%</b> |
| Adj. EBIT (exc. SBC, onetime and other) | 30.0         | 44.1         | 56.8         | 76.9         |
| <b>% of Revenue</b>                     | <b>11.9%</b> | <b>13.9%</b> | <b>16.9%</b> | <b>20.3%</b> |

Note: Totals may be slightly impacted by minor rounding differences.

# Historical Quarterly P&L and Net Income Reconciliations (Q2)

NIS M



|                                                                 | Q2-2023      | Q2-2024     | Q2-2025     | Q2-2026     |
|-----------------------------------------------------------------|--------------|-------------|-------------|-------------|
| Interest expenses, net                                          | 6.0          | 5.3         | 21.4        | 31.0        |
| EBT                                                             | 24.5         | 38.7        | 35.3        | 45.9        |
| Adj. EBT (exc. SBC, onetime and other)                          | 24.0         | 38.8        | 35.4        | 45.9        |
| Taxes                                                           | 6.2          | 9.3         | 7.8         | 10.0        |
| <b>GAAP Net Income</b>                                          | <b>18.3</b>  | <b>29.4</b> | <b>27.5</b> | <b>35.9</b> |
| <b>% of Revenue</b>                                             | <b>7.2%</b>  | <b>9.3%</b> | <b>8.2%</b> | <b>9.5%</b> |
| Adj. Net Income (exc. SBC)                                      | 17.7         | 29.4        | 27.6        | 35.9        |
| <b>% of Revenue</b>                                             | <b>7.0%</b>  | <b>9.3%</b> | <b>8.2%</b> | <b>9.5%</b> |
| Net income attributable to shareholders                         | 16.6         | 25.8        | 24.0        | 32.6        |
| Net income attributable to non-controlling interests            | 1.7          | 3.6         | 3.5         | 3.3         |
| <b>Total GAAP Net Income</b>                                    | <b>18.3</b>  | <b>29.4</b> | <b>27.5</b> | <b>35.9</b> |
| Net Income Adjustments:                                         |              |             |             |             |
| SBC                                                             | (0.7)        | 0.0         | 0.0         | 0.0         |
| <b>Total Net Income Adjustments</b>                             | <b>(0.7)</b> | <b>0.0</b>  | <b>0.0</b>  | <b>0.0</b>  |
| Adjusted Net Income - Attributable to shareholders              | 15.9         | 25.8        | 24.0        | 32.6        |
| Adjusted Net Income - Attributable to non-controlling interests | 1.7          | 3.6         | 3.5         | 3.3         |
| <b>Adjusted Net Income</b>                                      | <b>17.7</b>  | <b>29.4</b> | <b>27.6</b> | <b>35.9</b> |
| Basic Shares O/S (000s)                                         | 139.0        | 139.4       | 139.5       | 139.8       |
| EPS, attributable to shareholders                               | 0.12         | 0.18        | 0.17        | 0.23        |
| <b>Adj. EPS attributable to shareholders</b>                    | <b>0.11</b>  | <b>0.18</b> | <b>0.17</b> | <b>0.23</b> |

Note: Totals may be slightly impacted by minor rounding differences.

# Historical Quarterly EBITDA Reconciliations (Q2)

NIS M



|                                                                  | Q2-2023      | Q2-2024      | Q2-2025      | Q2-2026      |
|------------------------------------------------------------------|--------------|--------------|--------------|--------------|
| Net Income                                                       | 18.3         | 29.4         | 27.5         | 35.9         |
| Plus Interest Expense, net                                       | 6.0          | 5.3          | 21.4         | 31.0         |
| Plus Income Taxes                                                | 6.2          | 9.3          | 7.8          | 10.0         |
| Plus D&A                                                         | 18.2         | 21.0         | 22.7         | 23.9         |
| Plus Other Expense, net                                          | 0.2          | 0.1          | 0.0          | (0.0)        |
| <b>EBITDA Post IFRS 16 (exc. Other Expenses)</b>                 | <b>48.9</b>  | <b>65.1</b>  | <b>79.5</b>  | <b>100.9</b> |
| Plus SBC                                                         | (0.7)        | 0.0          | 0.0          | 0.0          |
| Minus IFRS 16                                                    | (18.1)       | (20.3)       | (23.0)       | (23.4)       |
| <b>Adjusted EBITDA Pre IFRS 16 (exc. SBC and Other Expenses)</b> | <b>30.1</b>  | <b>44.8</b>  | <b>56.5</b>  | <b>77.5</b>  |
| <b>% of Revenue</b>                                              | <b>11.9%</b> | <b>14.2%</b> | <b>16.8%</b> | <b>20.4%</b> |

Note: Totals may be slightly impacted by minor rounding differences.

# Historical Quarterly P&L (H1)

NIS M



|                                         | H1 2023      | H1 2024      | H1 2025      | H1 2026      |
|-----------------------------------------|--------------|--------------|--------------|--------------|
| Revenue from sales                      | 522.8        | 620.0        | 665.0        | 770.3        |
| Revenue from commissions / fees         | 9.6          | 10.1         | 10.4         | 9.7          |
| <b>Total Revenue</b>                    | <b>532.4</b> | <b>630.1</b> | <b>675.4</b> | <b>780.0</b> |
| <b>YoY growth</b>                       | <b>5.7%</b>  | <b>18.3%</b> | <b>7.2%</b>  | <b>15.5%</b> |
| Gross profit                            | 219.8        | 264.6        | 290.6        | 361.4        |
| <b>% of Revenue</b>                     | <b>41.3%</b> | <b>42.0%</b> | <b>43.0%</b> | <b>46.3%</b> |
| S&M                                     | 128.0        | 147.7        | 155.0        | 173.4        |
| G&A                                     | 24.0         | 29.9         | 31.0         | 34.0         |
| Total SG&A                              | 152.0        | 177.7        | 186.1        | 207.3        |
| Less: SBC                               | 0.7          | (0.1)        | (0.1)        | (0.0)        |
| SG&A excluding SBC                      | 152.7        | 177.6        | 186.0        | 207.3        |
| <b>% of Revenue</b>                     | <b>28.7%</b> | <b>28.2%</b> | <b>27.5%</b> | <b>26.6%</b> |
| Other income                            | (0.1)        | (0.2)        | (0.5)        | 0.0          |
| Other expenses, net                     | 0.3          | 0.2          | 4.0          | 0.0          |
| GAAP EBIT                               | 67.6         | 87.0         | 101.0        | 154.1        |
| <b>% of Revenue</b>                     | <b>12.7%</b> | <b>13.8%</b> | <b>15.0%</b> | <b>19.8%</b> |
| Adj. EBIT (exc. SBC, onetime and other) | 67.1         | 87.0         | 104.6        | 154.1        |
| <b>% of Revenue</b>                     | <b>12.6%</b> | <b>13.8%</b> | <b>15.5%</b> | <b>19.8%</b> |

# Historical Quarterly P&L and Net Income Reconciliations (H1)

NIS M



|                                                                 | H1 2023      | H1 2024     | H1 2025     | H1 2026      |
|-----------------------------------------------------------------|--------------|-------------|-------------|--------------|
| Interest expenses, net                                          | 11.4         | 10.2        | 22.2        | 43.2         |
| EBT                                                             | 56.2         | 76.8        | 78.8        | 110.9        |
| Adj. EBT (exc. SBC, onetime and other)                          | 55.7         | 76.8        | 82.3        | 110.9        |
| Taxes                                                           | 13.8         | 18.7        | 19.4        | 25.0         |
| GAAP Net Income                                                 | 42.4         | 58.0        | 59.4        | 85.8         |
| <b>% of Revenue</b>                                             | <b>8.0%</b>  | <b>9.2%</b> | <b>8.8%</b> | <b>11.0%</b> |
| Adj. Net Income (exc. SBC)                                      | 41.8         | 58.2        | 59.4        | 85.8         |
| <b>% of Revenue</b>                                             | <b>7.8%</b>  | <b>9.2%</b> | <b>8.8%</b> | <b>11.0%</b> |
| Net Income - Attributable to shareholders                       | 37.5         | 51.7        | 53.3        | 78.3         |
| Net Income - Attributable to non-controlling interests          | 4.9          | 6.4         | 6.1         | 7.5          |
| <b>GAAP Net Income</b>                                          | <b>42.4</b>  | <b>58.0</b> | <b>59.4</b> | <b>85.8</b>  |
| <b>Net Income Adjustments:</b>                                  |              |             |             |              |
| SBC                                                             | (0.7)        | 0.1         | 0.1         | 0.0          |
| <b>Total Net Income Adjustments:</b>                            | <b>(0.7)</b> | <b>0.1</b>  | <b>0.1</b>  | <b>0.0</b>   |
| Adjusted Net Income - Attributable to shareholders              | 36.9         | 51.8        | 53.3        | 78.3         |
| Adjusted Net Income - Attributable to non-controlling interests | 4.9          | 6.3         | 6.1         | 7.5          |
| <b>Adjusted Net Income</b>                                      | <b>41.8</b>  | <b>58.2</b> | <b>59.4</b> | <b>85.8</b>  |
| Basic Shares O/S                                                | 139.0        | 139.4       | 139.5       | 139.8        |
| EPS, attributable to shareholders                               | 0.27         | 0.37        | 0.38        | 0.56         |
| <b>Adj. EPS attributable to shareholders</b>                    | <b>0.27</b>  | <b>0.37</b> | <b>0.38</b> | <b>0.56</b>  |

Note: Totals may be slightly impacted by minor rounding differences.



# Historical Quarterly EBITDA Reconciliations (H1)

NIS M



|                                                                  | H1 2023      | H1 2024      | H1 2025      | H1 2026      |
|------------------------------------------------------------------|--------------|--------------|--------------|--------------|
| Net Income                                                       | 42.4         | 58.0         | 59.4         | 85.8         |
| Plus Interest Expense, net                                       | 11.4         | 10.2         | 22.2         | 43.2         |
| Plus Income Taxes                                                | 13.8         | 18.7         | 19.4         | 25.0         |
| Plus D&A                                                         | 35.6         | 41.0         | 46.1         | 46.6         |
| Plus Other Expense, net                                          | 0.2          | (0.0)        | 3.5          | 0.0          |
| <b>EBITDA Post IFRS 16 (exc. Other Expenses)</b>                 | <b>103.4</b> | <b>127.9</b> | <b>150.6</b> | <b>200.6</b> |
| Plus SBC                                                         | (0.7)        | 0.1          | 0.1          | 0.0          |
| Minus IFRS 16                                                    | (35.9)       | (40.2)       | (46.2)       | (47.7)       |
| <b>Adjusted EBITDA Pre IFRS 16 (exc. SBC and Other Expenses)</b> | <b>66.9</b>  | <b>87.8</b>  | <b>104.5</b> | <b>152.9</b> |
| <b>% of Revenue</b>                                              | <b>12.6%</b> | <b>13.9%</b> | <b>15.5%</b> | <b>19.6%</b> |

Note: Totals may be slightly impacted by minor rounding differences.

# Cash Flows from Operating Activities – Capex – Lease Payments

(NIS M; % of Adjusted EBITDA Pre IFRS 16 <sup>(1)(2)</sup>)



|                                                                                        | 2017A       | 2018A       | 2019A       | 2020A        | 2021A         | 2022A        | 2023A        | 2024A       | 2025A        | H1-2026     |
|----------------------------------------------------------------------------------------|-------------|-------------|-------------|--------------|---------------|--------------|--------------|-------------|--------------|-------------|
| Cash flows from Operating Activities                                                   | 51.9        | 49.0        | 96.6        | 160.0        | 40.1          | 201.0        | 219.3        | 132.3       | 291.5        | 107.9       |
| Minus: Capex                                                                           | (12.3)      | (13.4)      | (10.7)      | (17.5)       | (33.4)        | (26.7)       | (30.9)       | (44.0)      | (28.4)       | (12.4)      |
| Minus: Lease Payments                                                                  | 0.0         | 0.0         | (31.0)      | (30.3)       | (38.2)        | (45.5)       | (50.8)       | (59.6)      | (60.1)       | (31.6)      |
| <b>Cash flows from Operating Activities -<br/>Capex - Lease Payments</b>               | <b>39.6</b> | <b>35.6</b> | <b>55.0</b> | <b>112.2</b> | <b>(31.5)</b> | <b>128.8</b> | <b>137.6</b> | <b>28.7</b> | <b>203.0</b> | <b>63.9</b> |
| Adjusted EBITDA (Pre IFRS 16)                                                          | 77.4        | 86.1        | 100.5       | 142.6        | 142.9         | 137.0        | 151.4        | 190.8       | 233.5        | 152.9       |
| <b>Cash flows from Operating Activities -<br/>Capex - Lease Payments / Adj. EBITDA</b> | <b>51%</b>  | <b>41%</b>  | <b>55%</b>  | <b>79%</b>   | <b>(22%)</b>  | <b>94%</b>   | <b>91%</b>   | <b>15%</b>  | <b>87%</b>   | <b>42%</b>  |

Note: Totals may be slightly impacted by minor rounding differences.

1) (Cash Flows from Operating Activities – Capex – Lease Payments) / Adjusted EBITDA Pre IFRS 16. Cash Flows from Operating Activities are after Interest paid that is primarily related to leases.

2) Adjusted EBITDA pre IFRS 16 = EBIT + D&A + other costs (including IPO costs in 2020) + stock-based compensation (SBC) - one-time bulk operation (in 2020) - the impact of IFRS 16

# Thank You!

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