



العثيم  
Othaim  
منكم وفياكم

**ABDULLAH AL OTHAIM MARKETS CO.**  
**Investors' presentation**  
**Q2, 2024**

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# Vision, Mission & Values



### Our Vision

Better life at lower costs.



### Our Mission

To contribute to our society's ability to live a better life in order to achieve our Kingdom's Vision.



### Our Values

Responsibility | Perfection | Kindness  
| Trust | Integrity



## Profile Summary



1

Abdullah AIOthaim Markets Company is a Saudi joint stock company listed on Tadawul securities exchange market.



2

Currently is operating in Saudi Arabia and Egypt.



3

In May 2020, the Company was added to MSCI Saudi Arabia Standard Index.



4

In June 2021, Abdullah AIOthaim Markets Company was ranked 65th among Forbes Top 100 Companies in The Middle East for 2021.

## Profile Summary



5

The main activities of the Company are grocery retail and wholesale, and malls. Ownership and operation of supermarkets, hypermarkets, grocery and convenience stores.



6

Through its subsidiaries, it provides direct investments in various sectors such as manufacturing and distribution of general food, engineering and contracting for buildings, and provides manpower services.



7

Abdullah AlOthaim Markets Company has a strategic ambition to strengthen its positioning in the customers' minds, strengthen its brand equity, uplift its shopping experience, and expand its footprint across the Kingdom cementing its leadership in the Saudi grocery market.

# International Awards



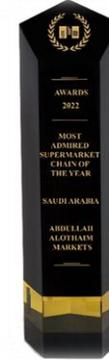
1

Marketing Initiative of the Year - Saudi Arabia 2022.



2

Fastest Growing Super Market Chain - Saudi Arabia 2022.



3

Most Admired Supermarket Chain of the Year - Saudi Arabia 2022.



# International Awards



4

RLI Innovation in Sustainability Award - Retailer.



5

Most Affordable Supermarket Chain – Grocery Retail – Saudi Arabia 2023.

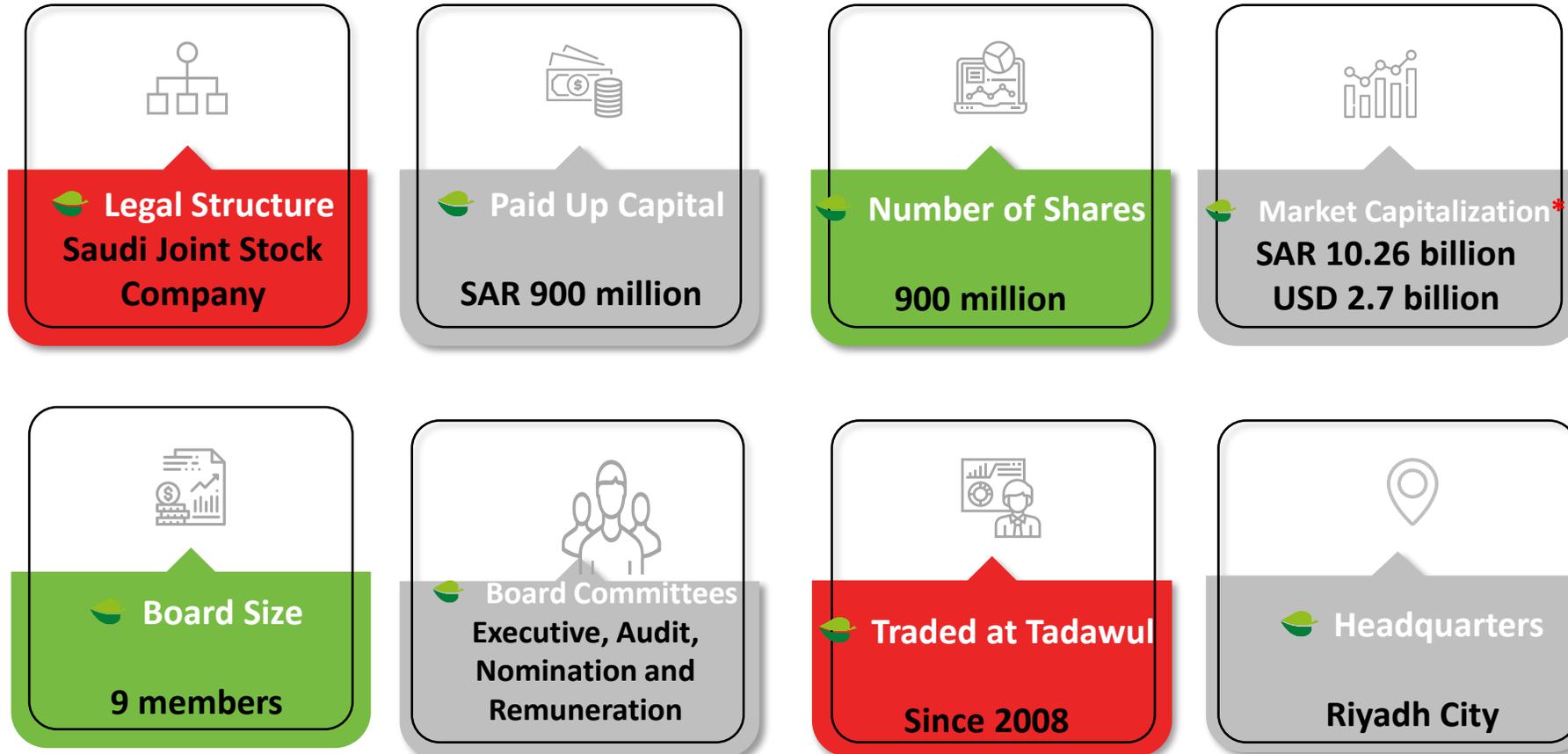


6

Best Customer Centric Loyalty Program Chain – Grocery Retail – Saudi Arabia 2023



## Key Information



\* As of 30 June 2024.

## Snapshot



### Retail Division:

- **417** stores with a total area **659** thousands Sqm, located across KSA and Egypt.
  - **364** stores with a total of **628** thousands Sqm, located across KSA.
  - **53** stores with a total of **30.3** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **91.4%**, For KSA and Egypt.



### Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **8.6%**. For KSA and Egypt.



### Growth:

- Growth in number of stores (3-months) is **2.4%**.
- Growth in area of stores (3-months) is **1.1%**.

## Stores Development

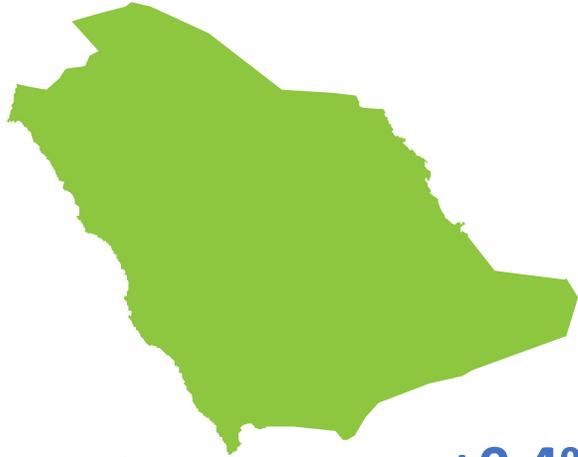


# Saudi Arabia Market Overview

## FMCG Value

**93.3 Billion**

Sales (Saudi Riyals)



**+1.6%**

Growth vs YAGO  
(MAT'24)

July 2023 – June 2024  
vs

July 2022 – June 2023

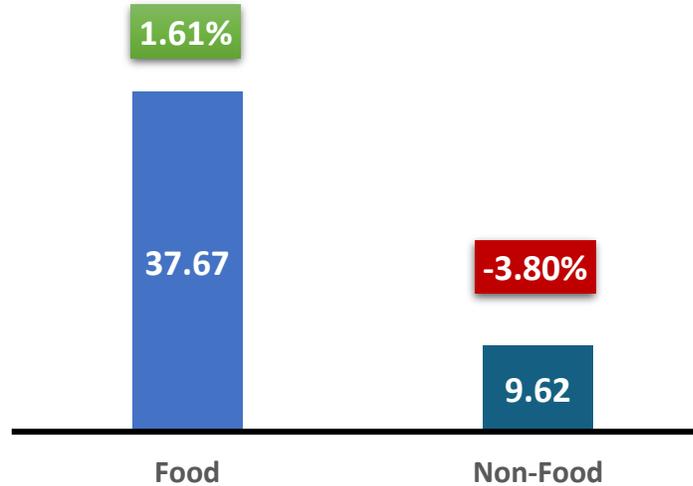
**+0.4%**

Growth vs YAGO  
(YTD'24)

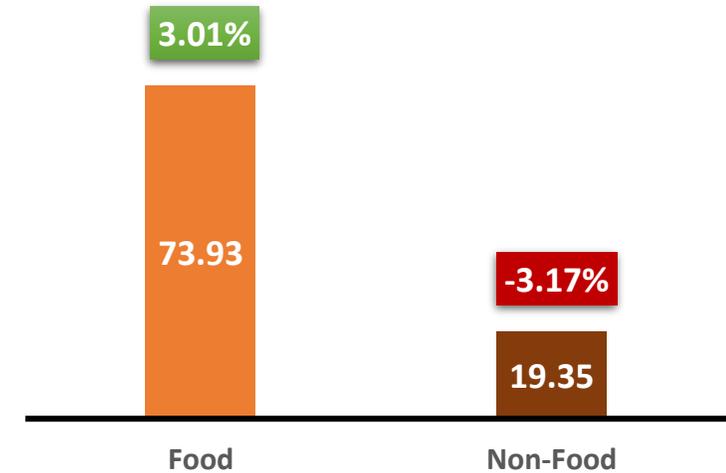
January - June 2024  
Vs

January - June 2023

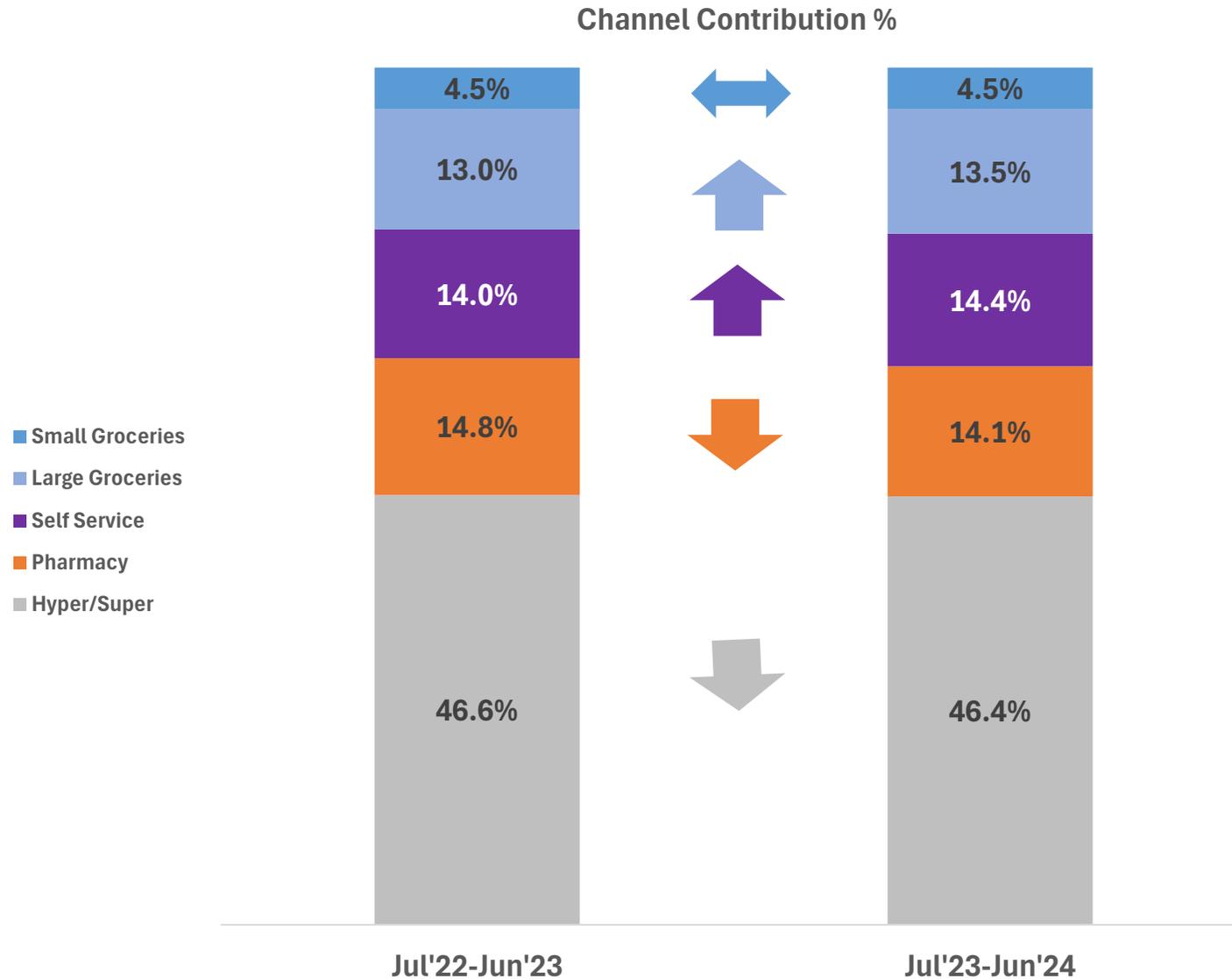
Sales Value & Growth %  
Jan'24 – Jun'24



Sales Value & Growth %  
Jul'23 – Jun'24

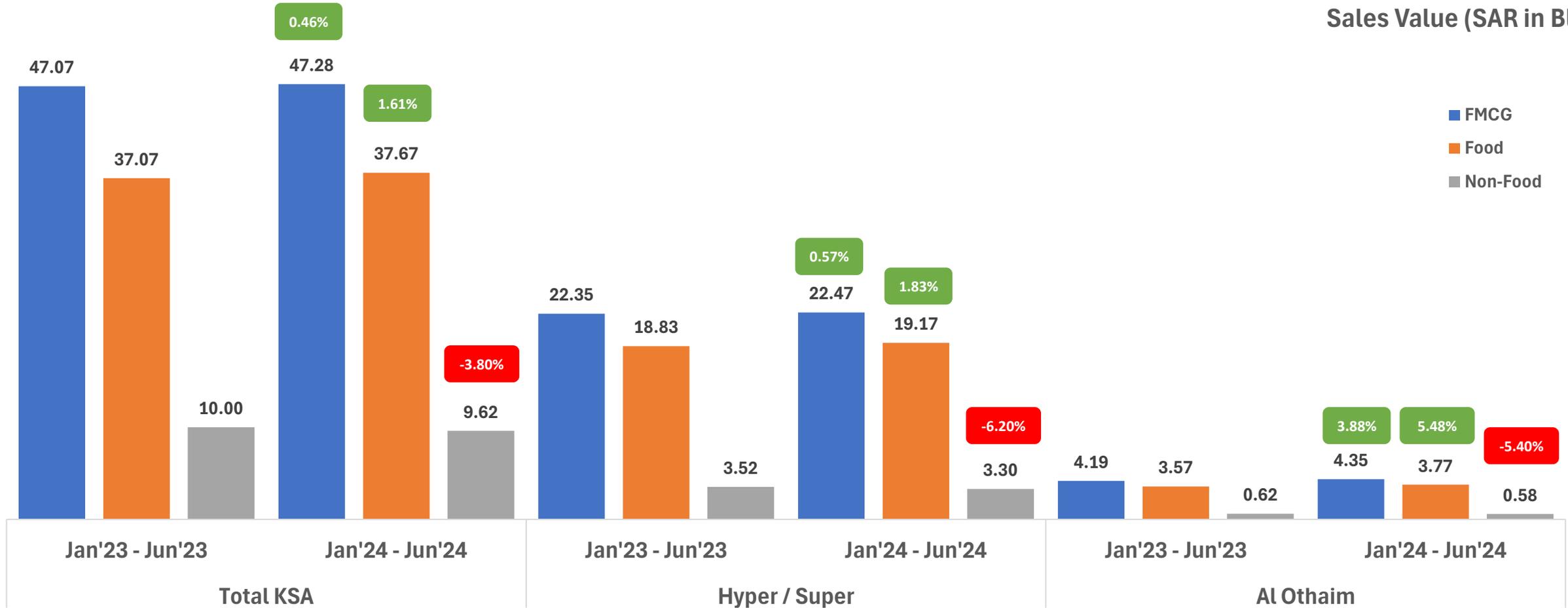


# Channel Performance – Jul'23 – Jun'24 vs Jul'22 – Jun'23



# FMCG Sales & Growth % – YTD (Jun'24 vs YAGO)

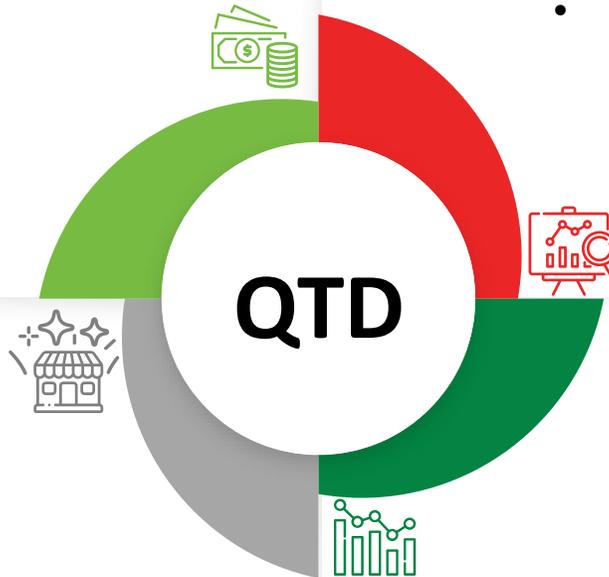
Sales Value (SAR in Bln)



## Quick Glance – Q2

- Sales growth by **1.73%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.

- Normalized net income attributable to shareholders of the company was SAR **43** Mn **+2%** (Q2 2024).



- In addition to retail sales revenue, revenue from rental activity amounted to SAR **37** Mn.

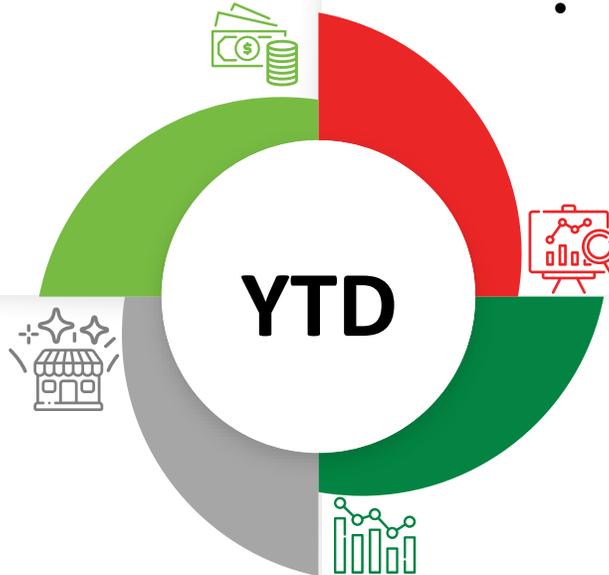
During Q2 2024

- Opened 9 new stores in KSA.
- Opened 1 new store in Egypt.

## Quick Glance – Q2 (YTD)

- Sales growth by **5.69%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.

- Normalized net income attributable to shareholders of the company was SAR **161.21 Mn -0.8%** (YTD) ( After excluding nonrecurring capital gains from selling a land after zakat which was recorded in the first half of 2023).



- In addition to retail sales revenue, revenue from rental activity amounted to SAR **73 Mn**.

During YTD Q2 2024

- Opened 17 new stores in KSA.
- Opened 3 new store in Egypt.

## Income Highlights Q2 (YTD)

In SAR Million	2020*	2021	%	2022	%	2023	%	2024	%
<b>Sales</b>	4,954	4,268	-14%	4,717	11%	5,206	10%	5,503	6%
<b>Gross profit</b>	<b>971</b>	<b>832</b>	<b>-14%</b>	<b>976</b>	<b>15%</b>	<b>1,083</b>	<b>11%</b>	<b>1,170</b>	<b>8%</b>
<b>EBIT**</b>	266	145	-45%	195	22%	222	14%	234	5%
<b>Interest</b>	(34)	(35)	3%	(37)	7%	(54)	45%	(67)	25%
<b>Zakat</b>	(7)	(5)	-33%	(6)	18%	(6)	-3%	(6)	-2%
<b>Net income**</b>	<b>225</b>	<b>106</b>	<b>-52%</b>	<b>152</b>	<b>44%</b>	<b>162</b>	<b>7%</b>	<b>161</b>	<b>-1%</b>
<b>EBITDA</b>	<b>430</b>	<b>311</b>	<b>-28%</b>	<b>369</b>	<b>18%</b>	<b>417</b>	<b>13%</b>	<b>443</b>	<b>6%</b>

\*In 2020, the performance was significantly affected by the precautionary measures taken by the government against the outbreak of Covid-19.

\*\*For 2023, Normalized EBIT and Normalized Net Income have been reported, with regards to nonrecurring capital gains from sale of land amounting to SAR 97M

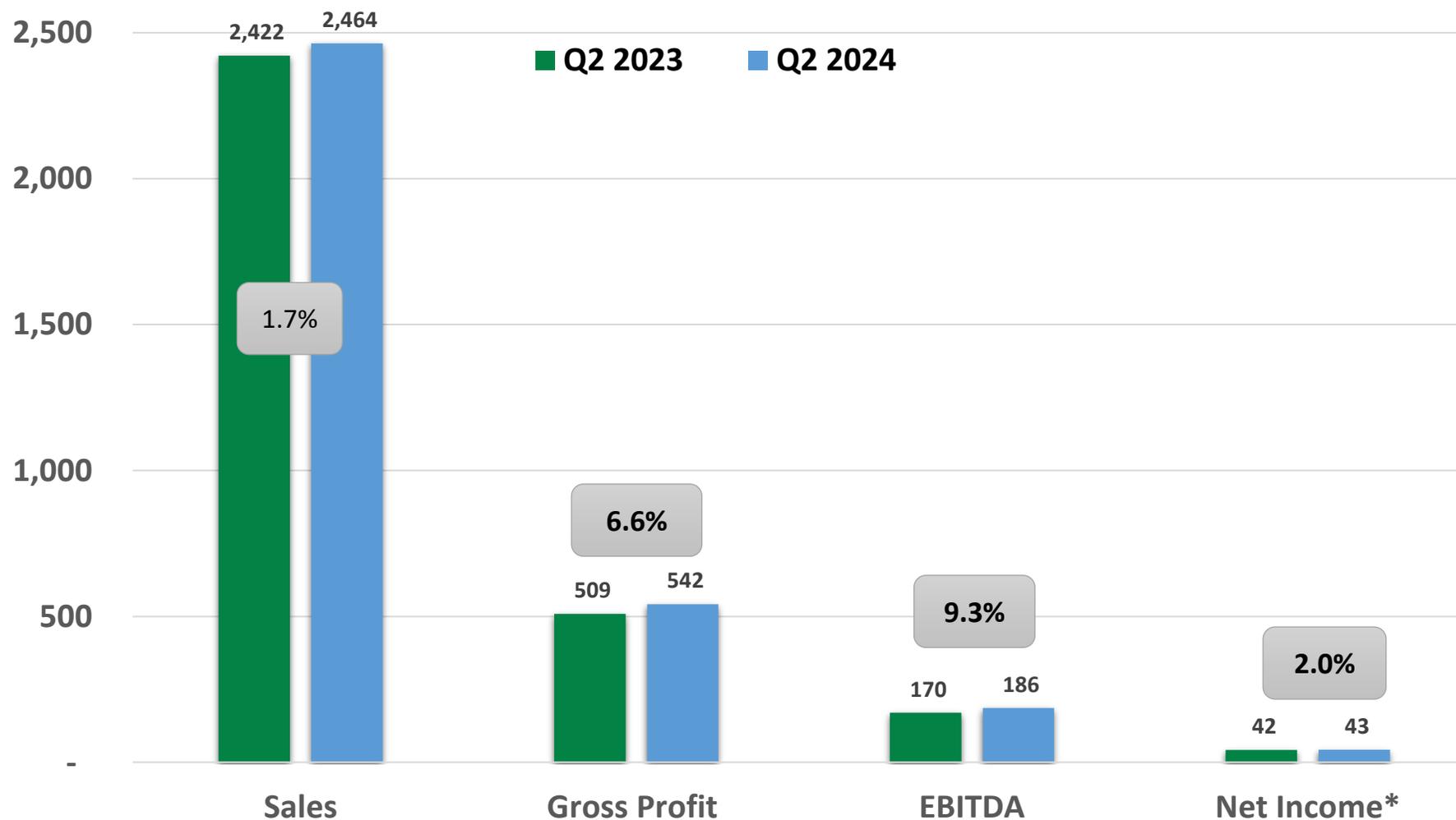
## Balance Sheet Highlights

In SAR Million	31 Dec 2020	31 Dec 2021	31 Dec 2022	31 Dec 2023	30 June 2024
Non-current assets	3,602	3,820	3,802	4,526	4,823
Current Assets	1,363	1,302	1,911	1,517	1,548
<b>TOTAL ASSETS</b>	<b>4,965</b>	<b>5,121</b>	<b>5,713</b>	<b>6,044</b>	<b>6,371</b>
Shareholders Equity	1,524	1,368	1,407	1,358	1,103
Non-controlling interest	44	37	37	42	39
Non- current liabilities	1,451	1,581	1,824	2,198	2,331
Current Liabilities	1,945	2,135	2,445	2,445	2,899
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,965</b>	<b>5,121</b>	<b>5,713</b>	<b>6,044</b>	<b>6,371</b>

## Cash Flow Highlights Q2 (YTD)

In SAR Million	2020	2021	2022	2023	2024
Cash provided from (used in) operation activity	804	331	301	322	592
Cash provided from (used in) investment activities	(75)	(88)	(194)	29	(267)
<b>Free Cash Flow</b>	<b>728</b>	<b>243</b>	<b>107</b>	<b>351</b>	<b>325</b>
Cash provided from (used in) financing activities	(370)	(259)	(198)	(378)	(394)
<b>Net Change in Cash</b>	<b>360</b>	<b>(15)</b>	<b>(91)</b>	<b>(27)</b>	<b>(69)</b>

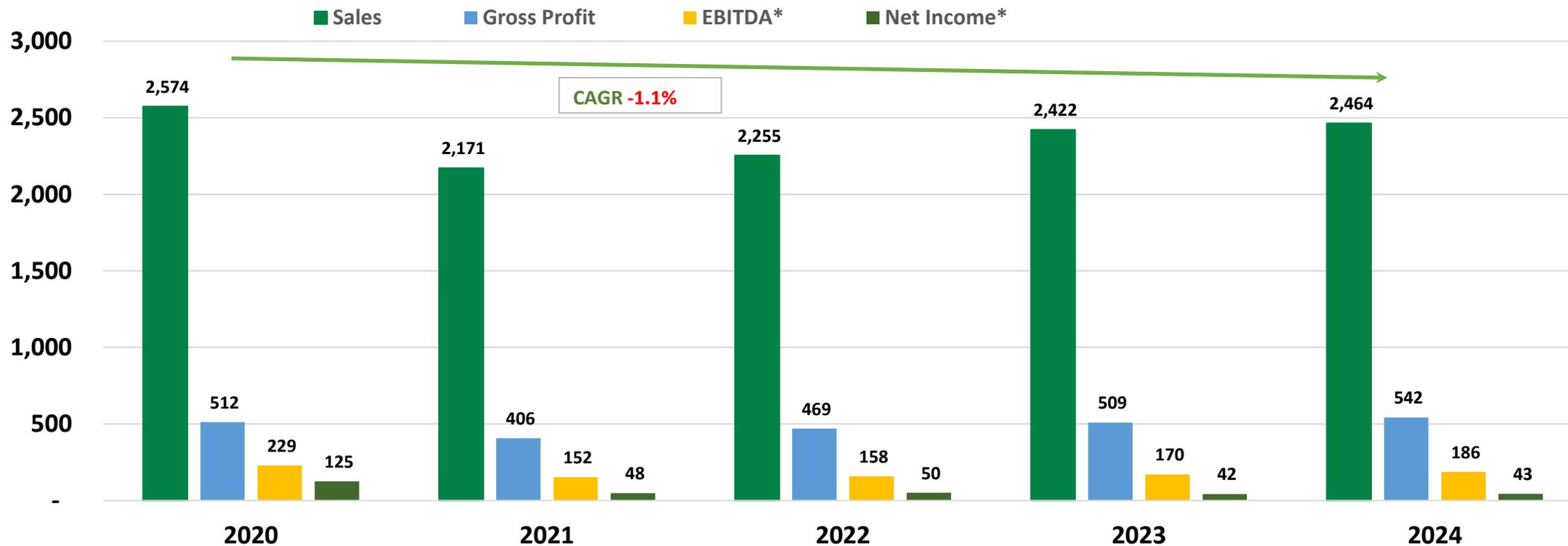
## Financial Highlights – Q2



\* Normalized EBITDA & Net Income.

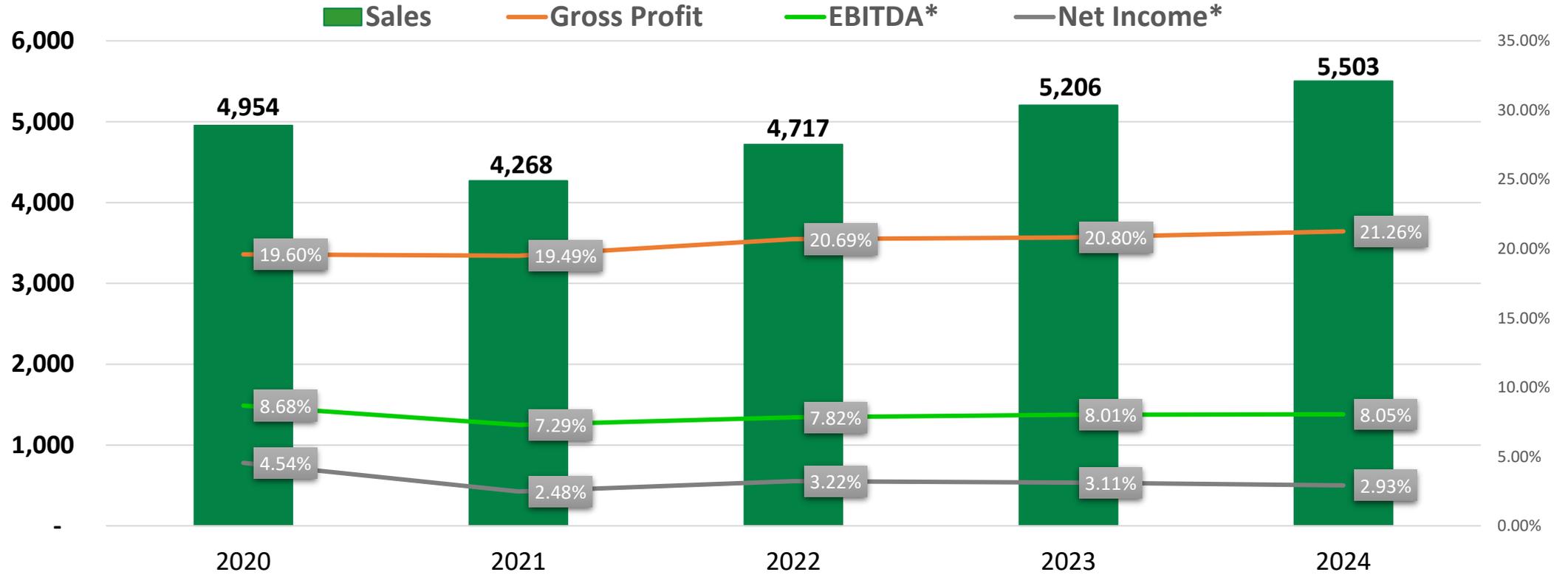
\* Net income attributable to shareholders of the company

## Financial Highlights – Q2



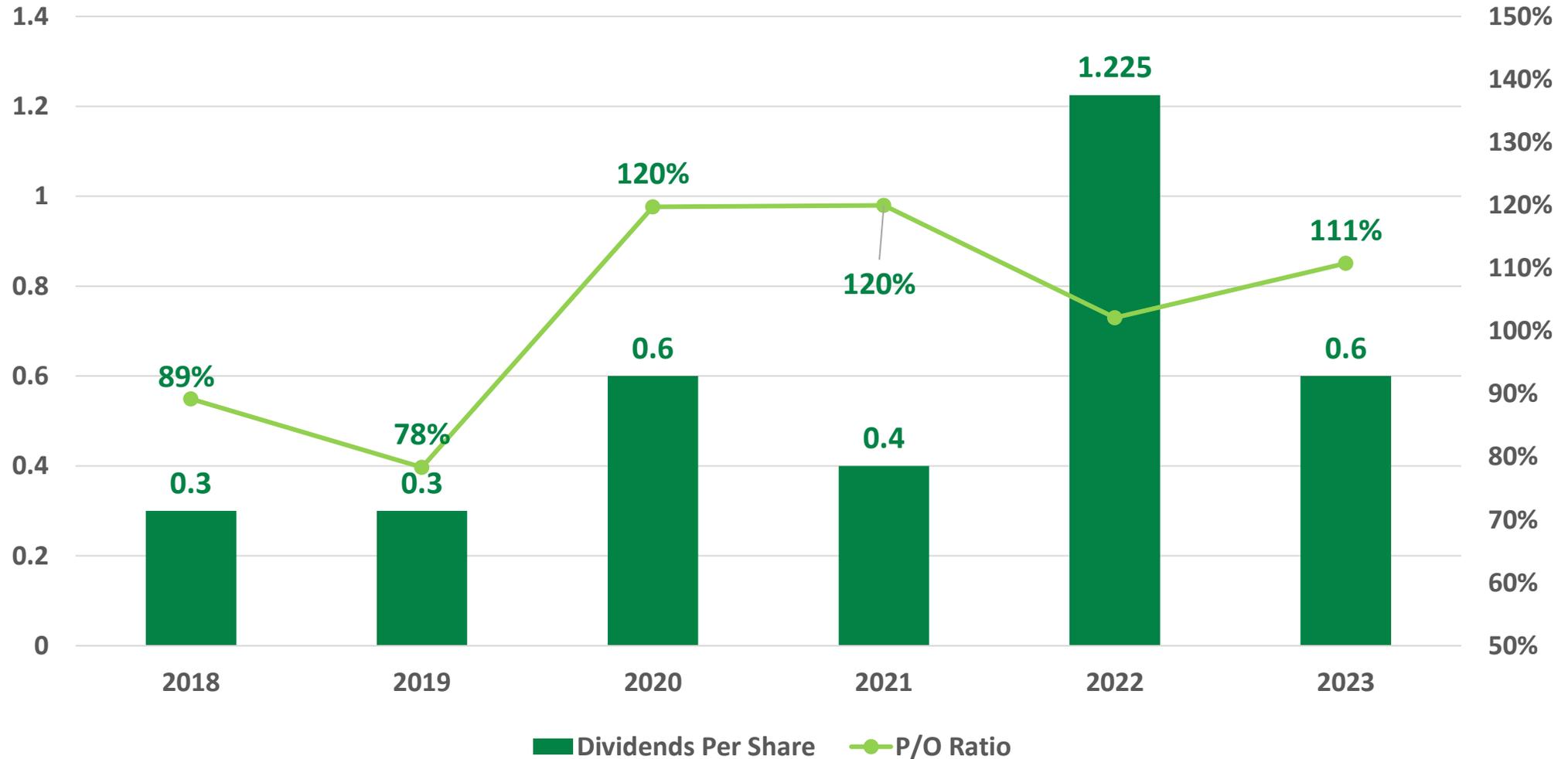
\* Normalized EBITDA & Net Income.

## Financial Highlights – Q2 (YTD)



\* Normalized EBITDA & Net Income.

## Cash Dividends 2018 - 2023



## Highlights on Al-Othaim Markets KSA – Q2 (YTD)

Retail Sales growth: **6.5%**  
LFL Retail sales growth: **0.2%**

Share of Iktissab in  
Retail Sales: **84.4%**



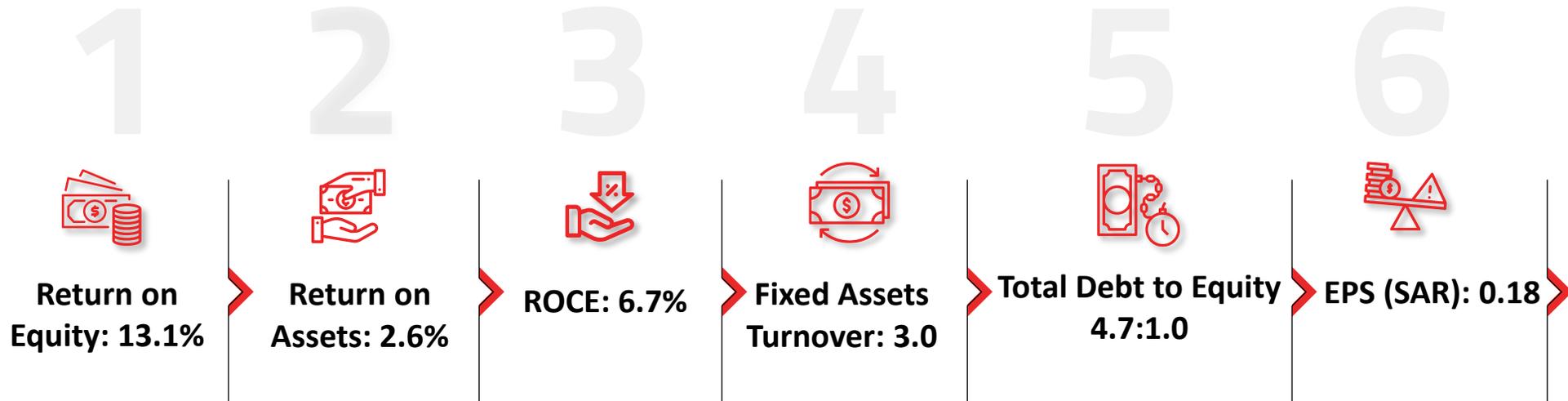
Saudization: **48.5%**

Basket size declined  
for Retail: **-5.4%**

Transactions growth  
for Retail: **12.7%**

\*Except for Saudization metric, all the other above metrics are for retail business only (excludes wholesale business).

## Key Financial Indicators – Q2 (YTD)





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THANK YOU