



العثيم
Othaim
منكم وفيكم

ABDULLAH ALOTHAIM MARKETS CO.
Investors' presentation
Q3, 2023

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Profile Summary



1

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



2

Currently is operating in Saudi Arabia and Egypt.



3

It is considered one of the leading retail companies in the Kingdom and has been ranked the First most valuable grocery retail brand in the Kingdom according to Kantar BrandZ study 2022 & 2023.



4

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

Profile Summary



5

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



6

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



7

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.



8

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.

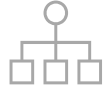


4

RLI Innovation in Sustainability Award - Retailer.




Key Information



 **Legal Structure**
Saudi Joint Stock
Company



 **Paid Up Capital**
SAR 900 million



 **Number of Shares**
900 million




 **Market Capitalization***
SAR 12.2 billion
USD 3.3 billion



 **Board Size**
9 members




 **Board Committees**
Executive, Audit,
Nomination and
Remuneration



 **Traded at Tadawul**
Since 2008



 **Headquarters**
Riyadh City

* As of 30 Sep 2023.

Snapshot



Retail Division:

- **373** stores with a total area **615** thousands Sqm, located across KSA and Egypt.
 - **325** stores with a total of **589** thousands Sqm, located across KSA.
 - **48** stores with a total of **26** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **90.2%**.



Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **9.8%**.

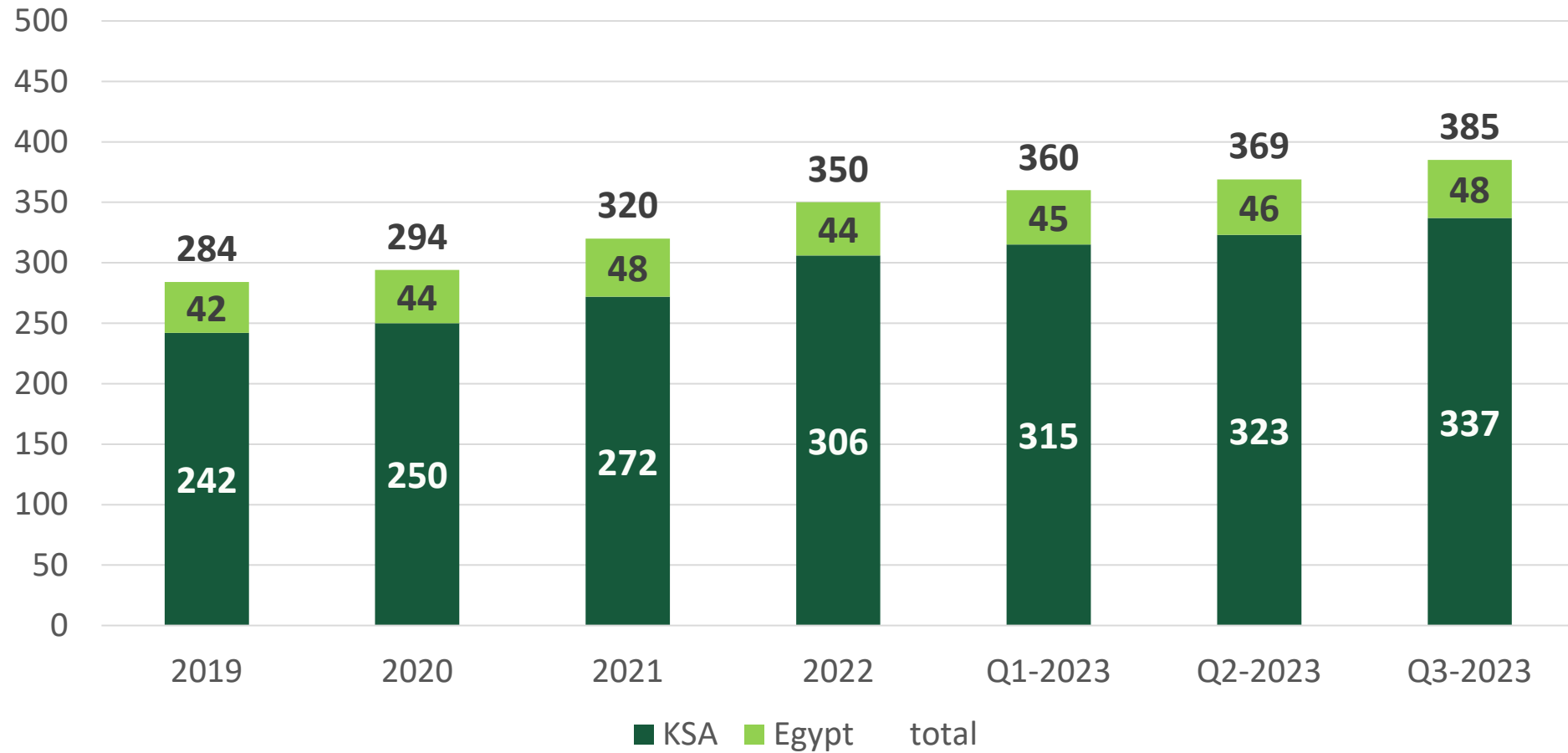


Growth:

- Growth in number of stores (9-months) is **10%**.
- Growth in area of stores (9-months) is **6.38%**.

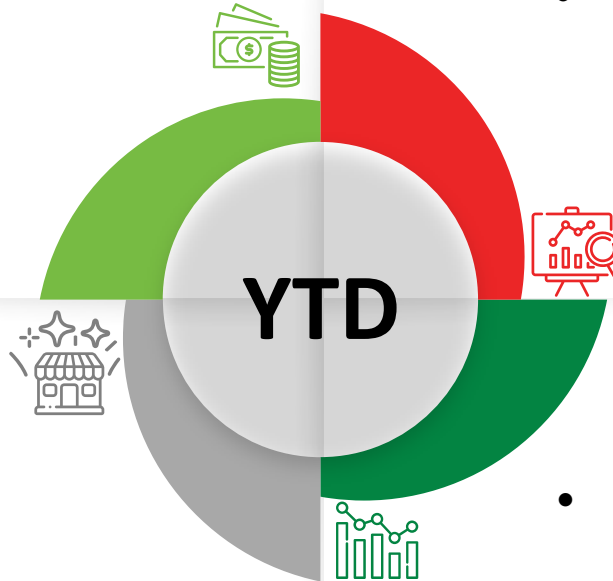
Store Breakdown

Numbers of Stores



Quick Glance – Q3 (YTD)

- Sales growth by **8.26%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.
- Net income attributable to shareholders of the company was SAR **322 Mn** (**-64.59%** YoY).
- Net income (YTD) without non-recurring transactions is SAR **224.8** million with growth rate **+8.3%** (YoY)



- In addition to retail sales revenue, revenue from rental activity amounted to **108 Mn**.
- **34** new stores were opened up to Q3 2023 in KSA, Three stores have been closed up to Q3-2023

Income Highlights Q3 (YTD)

In SAR Million	2019	2020*	%	2021	%	2022**	%	2023***	%
Sales	6,067	6,767	12%	6,265	-7%	7,057	13%	7,640	8%
Gross profit	1,181	1,383	17%	1,237	-11%	1,457	18%	1,622	11%
EBIT	256	346	35%	211	-39%	994	370%	414	-58%
Interest	(47.2)	(50.9)	8%	(53.8)	6%	(58.5)	9%	(80.9)	38%
Zakat	(6.2)	(9.2)	48%	(7.2)	-21%	(26.9)	272%	(11.0)	-59%
Net income	202	285	41%	150	-47%	909	504%	322	-65%

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

** The company realized nonrecurring capital gains with the sum of SR 701.2 million, net of zakat, from the sale of its investment in Abdullah Al-Othaim Investment Company and the sale of investment land in Medina.

*** The net income includes extraordinary non-recurring capital gains amounted SR97 million resulted from the sale of investment land.

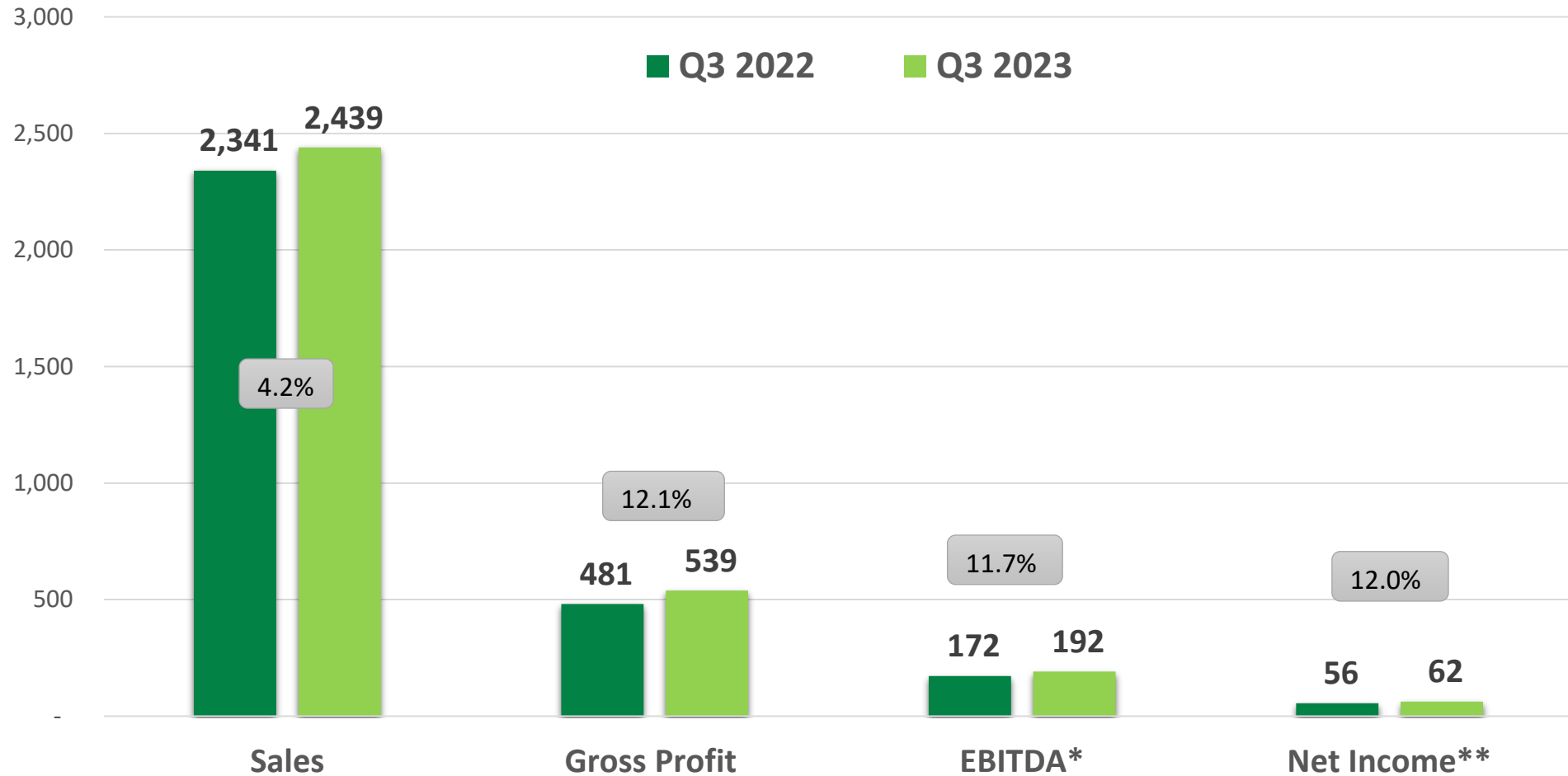
Balance Sheet Highlights

In SAR Million	31 Dec 2019	31 Dec 2020	31 Dec 2021	31 Dec 2022	30 Sep 2023
Non-current assets	3,478	3,602	3,802	3,802	4,283
Current Assets	1,288	1,363	1,300	1,911	1,559
TOTAL ASSETS	4,766	4,965	5,101	5,713	5,843
Shareholders Equity	1,487	1,524	1,368	1,407	1,207
Non-controlling interest	38	44	37	37	38
Non- current liabilities	1,273	1,451	1,581	1,824	2,080
Current Liabilities	1,968	1,945	2,115	2,445	2,518
TOTAL LIABILITIES & EQUITY	4,766	4,965	5,101	5,713	5,843

Cash Flow Highlights Q3 (YTD)

In SAR Million	2019	2020	2021	2022	2023
Cash provided from (used in) operation activity	375	665	574	699	497
Cash provided from (used in) investment activities	(121)	(86)	(156)	(229)	114
Free Cash Flow	254	579	418	470	612
Cash provided from (used in) financing activities	(234)	(414)	(459)	(411)	(722)
Net Change in Cash	20	166	(41)	59	(111)

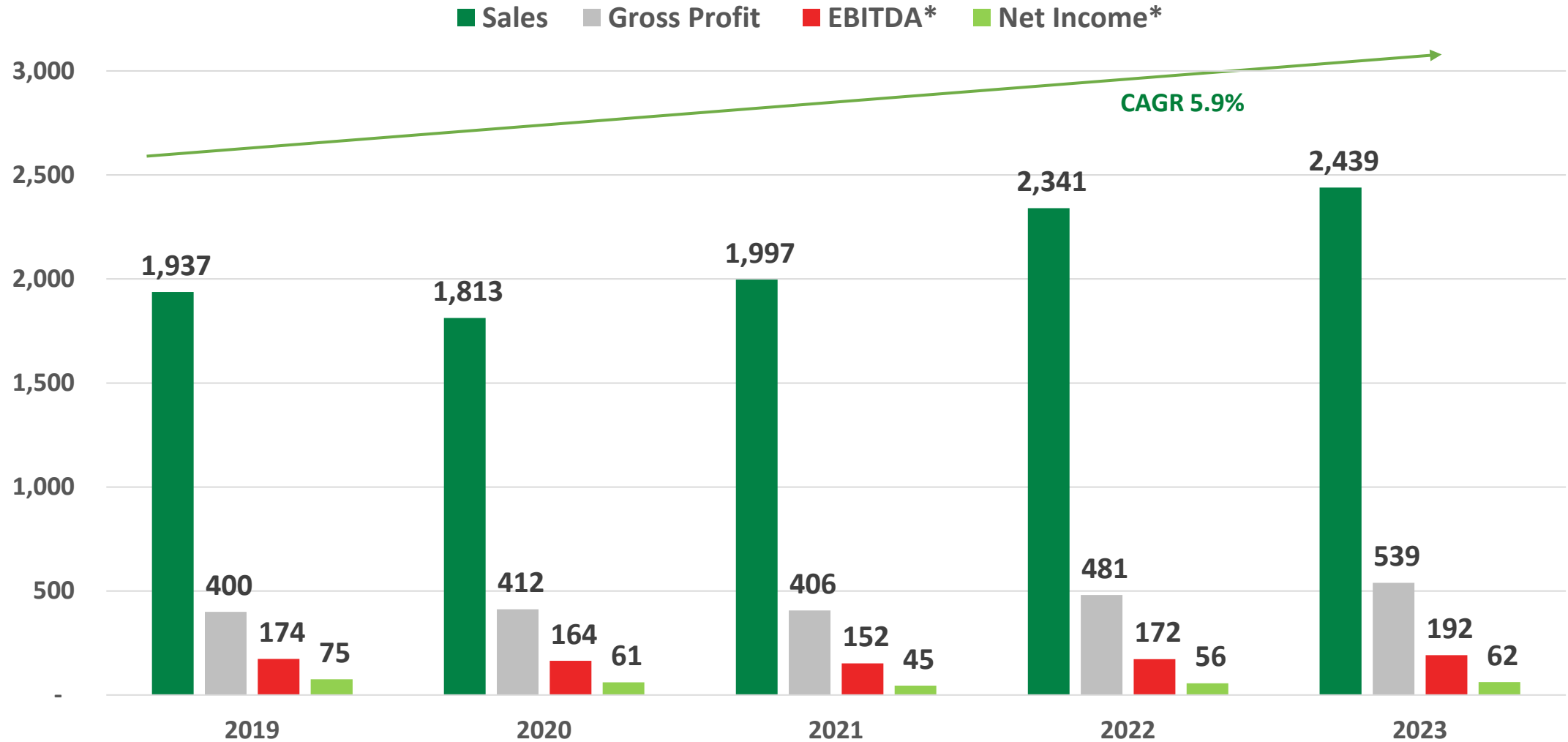
Financial Highlights – Q3



* Normalized EBITDA & Net Income.

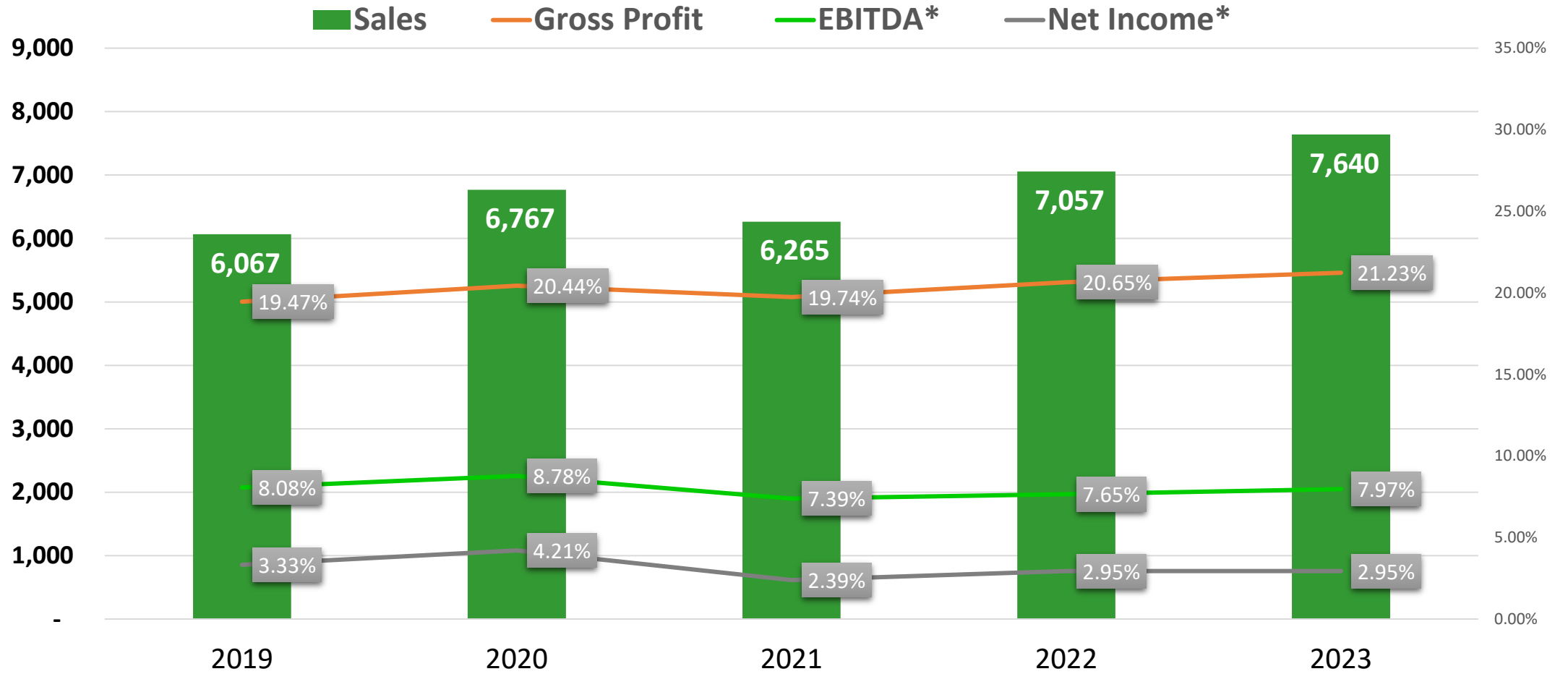
** Net income attributable to shareholders of the company

Financial Highlights – Q3



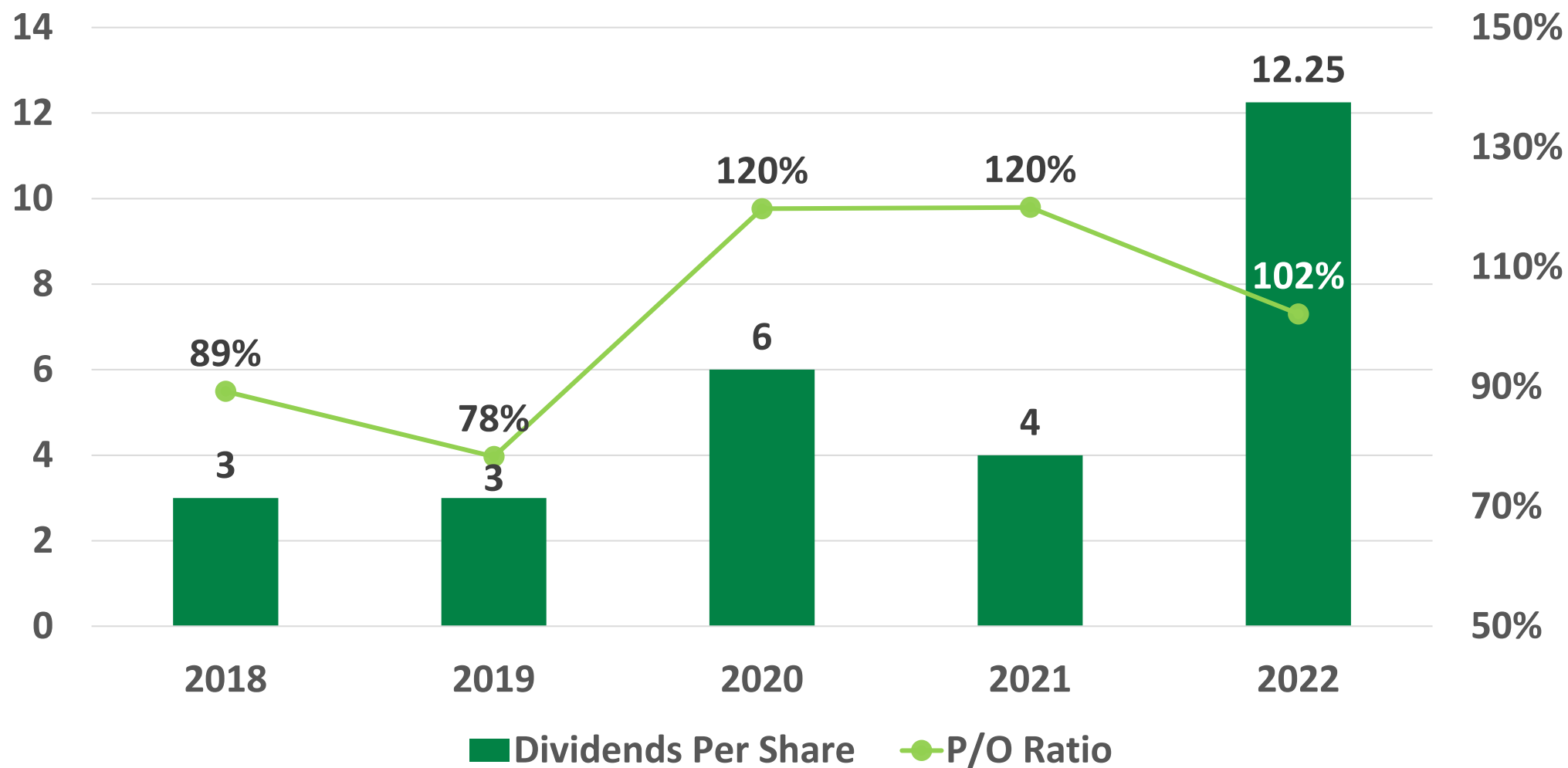
* Normalized EBITDA & Net Income.

Financial Highlights – Q3



* Normalized EBITDA & Net Income.

Cash Dividends 2018 - 2022



Highlights on Al Othaim Markets KSA – Q3 (YTD)

Sales growth: **8.26%**
LFL sales growth: **1.27%**

IKTISSAB customers
growth : **8.24%**

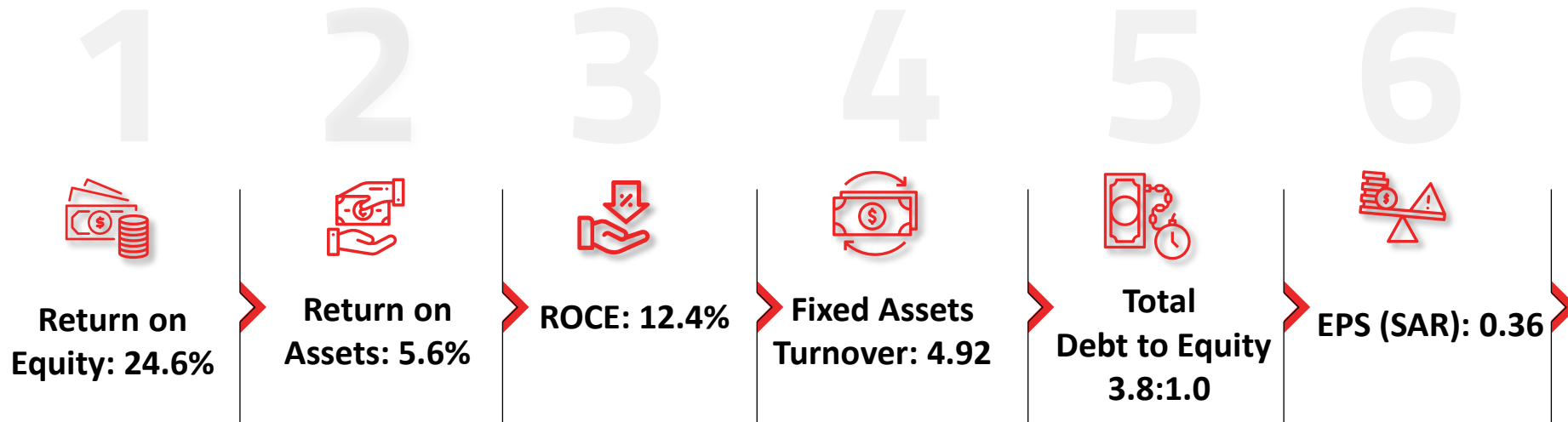


Saudization: **48%**

Basket size declined
for Retail: **-7.43%**

Transactions growth
for Retail: **19.18%**

Key Financial Indicators – Q3 (YTD)





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THANK YOU