



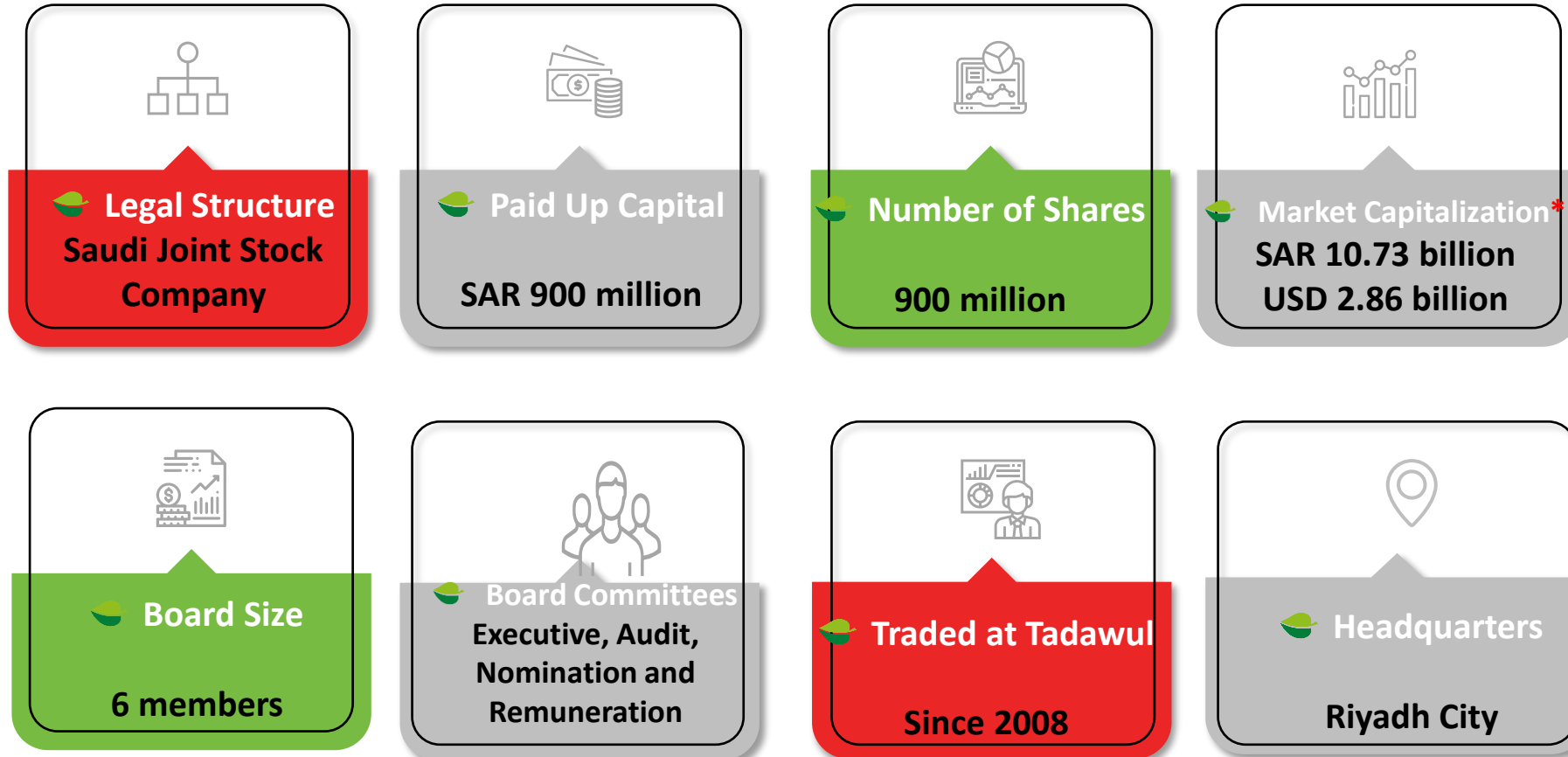
العثيم
Othaim
منكم وفياكم

ABDULLAH AL OTHAIM MARKETS CO.
Investors' presentation
Q3, 2024

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Profile Summary



* As of 30 September 2024.

Profile Summary



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



Awards & Accreditations



1

Top Overall Ranking Award

Gold Category

Second Overall Ranking Across All Sectors in the Kingdom



2

Kingdom First Place Award in the Wholesale and Retail Sector

Top Ranking in the Wholesale and Retail Sector



3

Award for Highest Contribution to the Platform

Second Place in the National Overall Ranking Across All Sectors



Awards & Accreditations



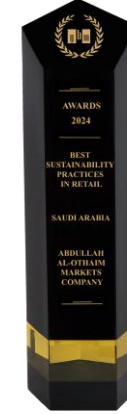
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Fastest Growing Grocery Retail Chain – Saudi Arabia 2024



5

Most Budget-friendly Retail Brand – Saudi Arabia 2024



6

Best Sustainability Practices in Retail - Saudi Arabia 2024



Snapshot



Retail Division:

- **432** stores with a total area **674** thousands Sqm, located across KSA and Egypt.
 - **378** stores with a total of **643** thousands Sqm, located across KSA.
 - **54** stores with a total of **31** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **91.5%**, For KSA and Egypt.



Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **8.5%**. For KSA and Egypt.

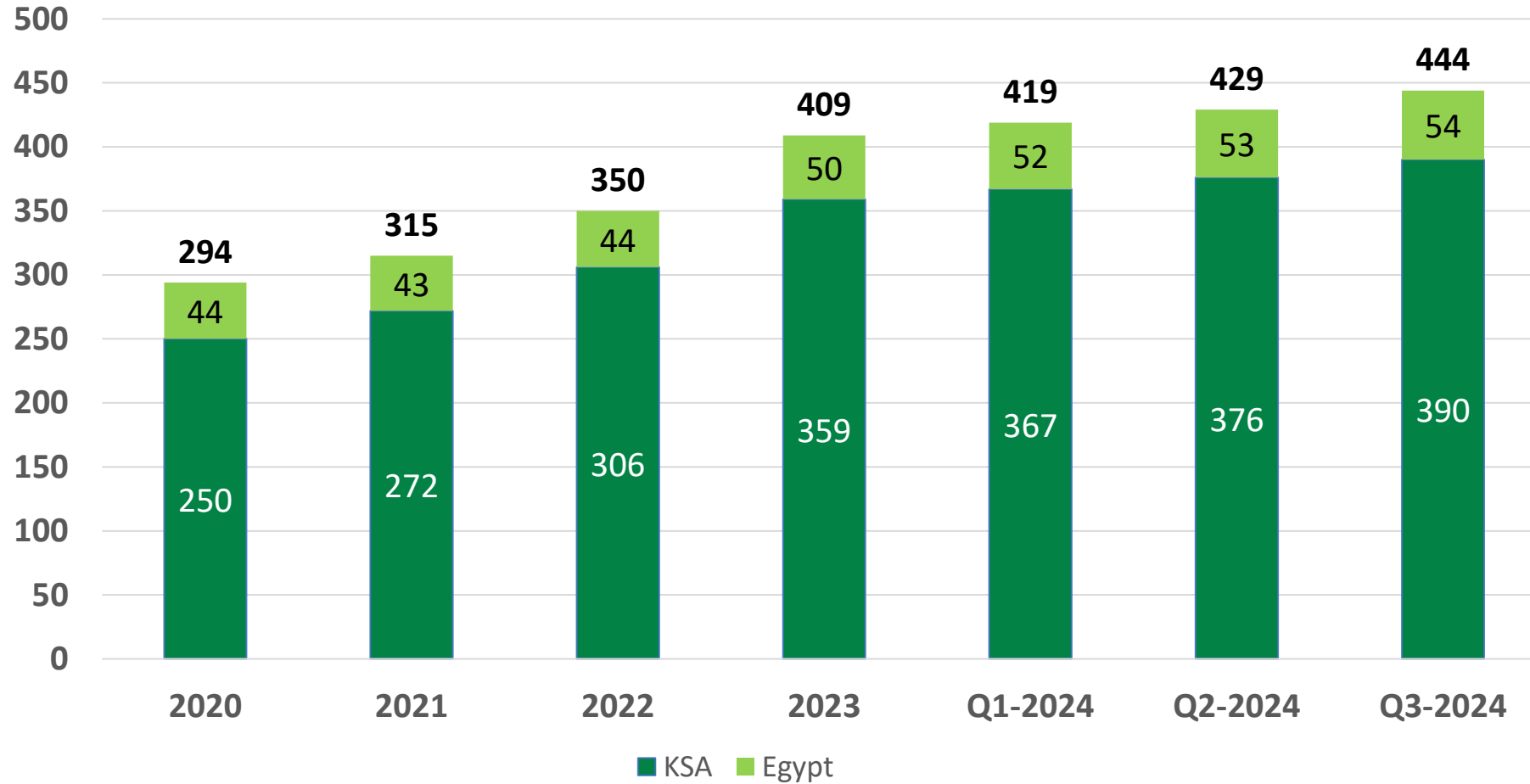


Growth:

- Growth in number of stores (3-months) is **3.5%**.
- Growth in area of stores (3-months) is **2.2%**.

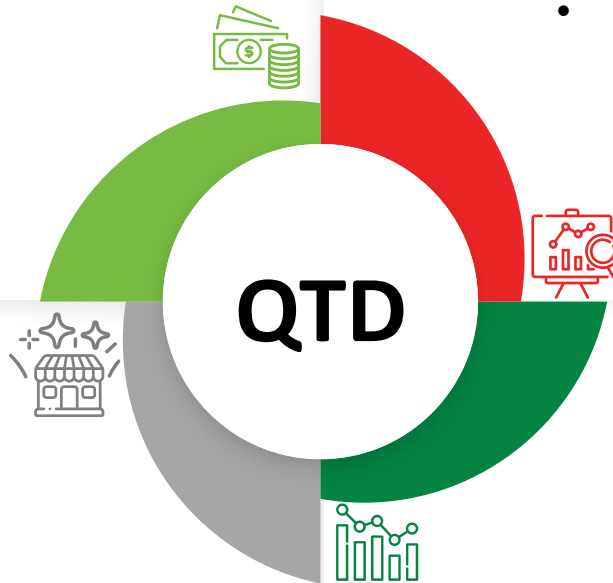
Stores Development

Number of Stores



Quick Glance – Q3 2024

- Sales growth by **4.8%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.
- EBITDA for the company for Q3 2024 was SAR **211** Mn, a growth of **9.9%** compared to the same quarter last year.
- Normalized Net income attributable to shareholders of the company for Q3 2024 was SAR **58** Mn, a decline of **7.5%** compared to the same quarter last year (After excluding the impact from ZAKAT refund of SAR 18 Mn received in Q3 2024).



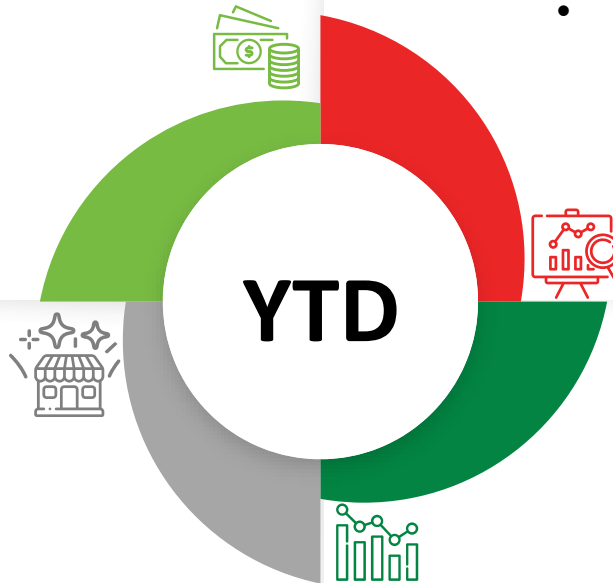
- In addition to retail sales revenue, revenue from rental activity amounted to SAR **37** Mn.

During Q3 2024

- Opened 15 new stores in KSA.
- Closed 1 store in KSA.
- Opened 1 new store in Egypt.

Quick Glance – Q3 (YTD)

- Sales growth by **5.4%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.
- EBITDA for the company for YTD Q3 2024 was SAR **654** Mn, a growth of **7.4%** compared to the same period last year.
- Normalized Net income attributable to shareholders of the company for YTD Q3 2024 was SAR **219** Mn, a decline of **2.6%** compared to the same period last year (After excluding nonrecurring capital gains from selling a land after zakat which was recorded in 2023 & also the Zakat refund of 18 Mn received in Q3 2024).



- In addition to retail sales revenue, revenue from rental activity amounted to SAR **110** Mn.

During YTD 2024

- Opened 32 new stores in KSA.
- Closed 1 store in KSA.
- Opened 4 new store in Egypt.

Income Highlights Q3 (YTD)

In SAR Million	2020*	2021	%	2022	%	2023	%	2024	%
Sales	6,767	6,265	-7%	7,057	13%	7,651	8%	8,066	5%
Gross profit	1,383	1,237	-11%	1,457	18%	1,623	11%	1,735	7%
EBIT**	346	211	-39%	275	30%	314	14%	336	7%
Interest	(52)	(54)	3%	(58)	9%	(81)	38%	(108)	34%
Zakat	(9)	(7)	-20%	(9)	23%	(8)	-5%	(9)	5%
Net income**	285	150	-47%	208	38%	225	8%	219	-3%
EBITDA	594	463	-22%	540	17%	609	13%	654	7%

*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, net of Zakat.

**For 2024, Normalized Net Income excludes the impact of Zakat reversal amounting to SAR 18 M that has been recorded in Q3 2024

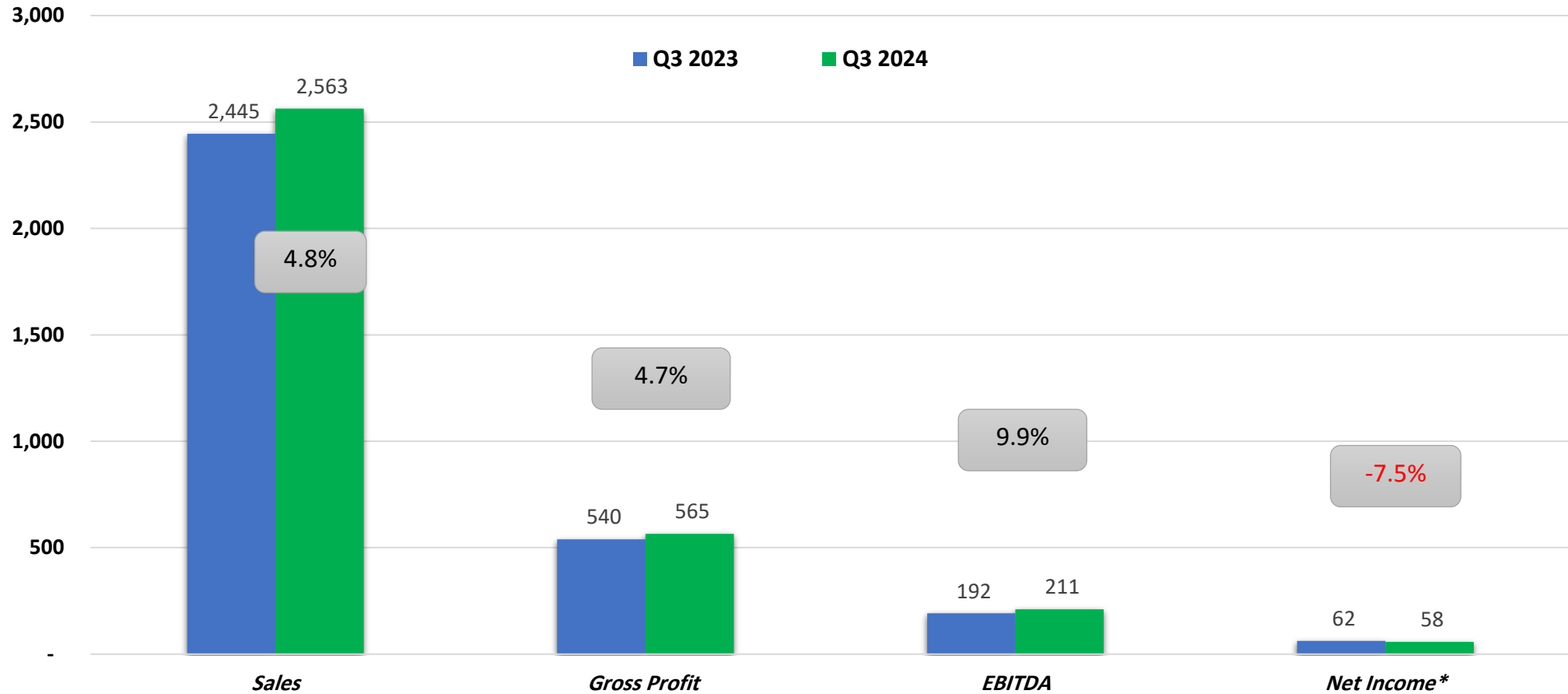
Balance Sheet Highlights

In SAR Million	31 Dec 2020	31 Dec 2021	31 Dec 2022	31 Dec 2023	30 Sep 2024
Non-current assets	3,602	3,820	3,802	4,526	5,035
Current Assets	1,363	1,302	1,911	1,517	1,447
TOTAL ASSETS	4,965	5,122	5,713	6,043	6,482
Shareholders Equity	1,524	1,368	1,407	1,358	1,039
Non-controlling interest	44	37	37	42	39
Non- current liabilities	1,452	1,582	1,824	2,198	2,391
Current Liabilities	1,945	2,135	2,445	2,445	3,013
TOTAL LIABILITIES & EQUITY	4,965	5,122	5,713	6,043	6,482

Cash Flow Highlights Q3 (YTD)

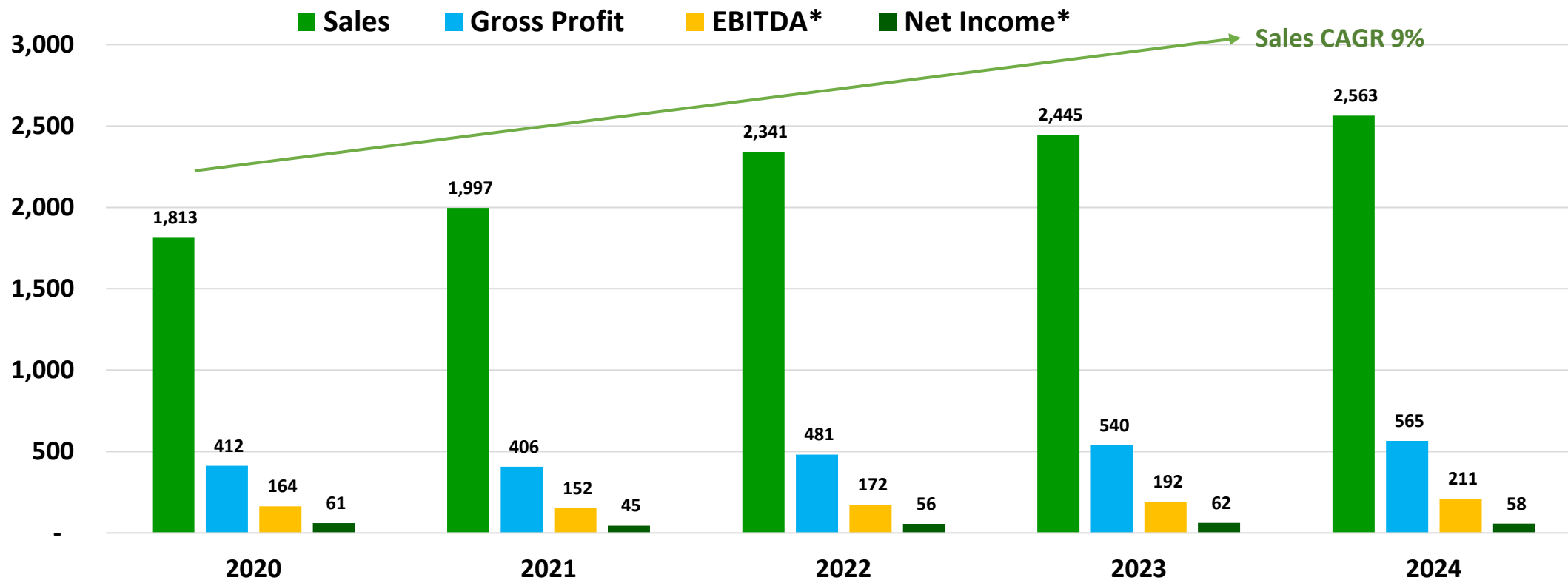
In SAR Million	2020	2021	2022	2023	2024
Cash provided from (used in) operating activities	665	574	699	497	680
Cash provided from (used in) investing activities	(86)	(156)	(229)	114	(483)
Free Cash Flow	579	418	470	611	197
Cash provided from (used in) financing activities	(414)	(459)	(411)	(722)	(282)
Net Change in Cash	166	(41)	59	(111)	(85)

Financial Highlights – Q3



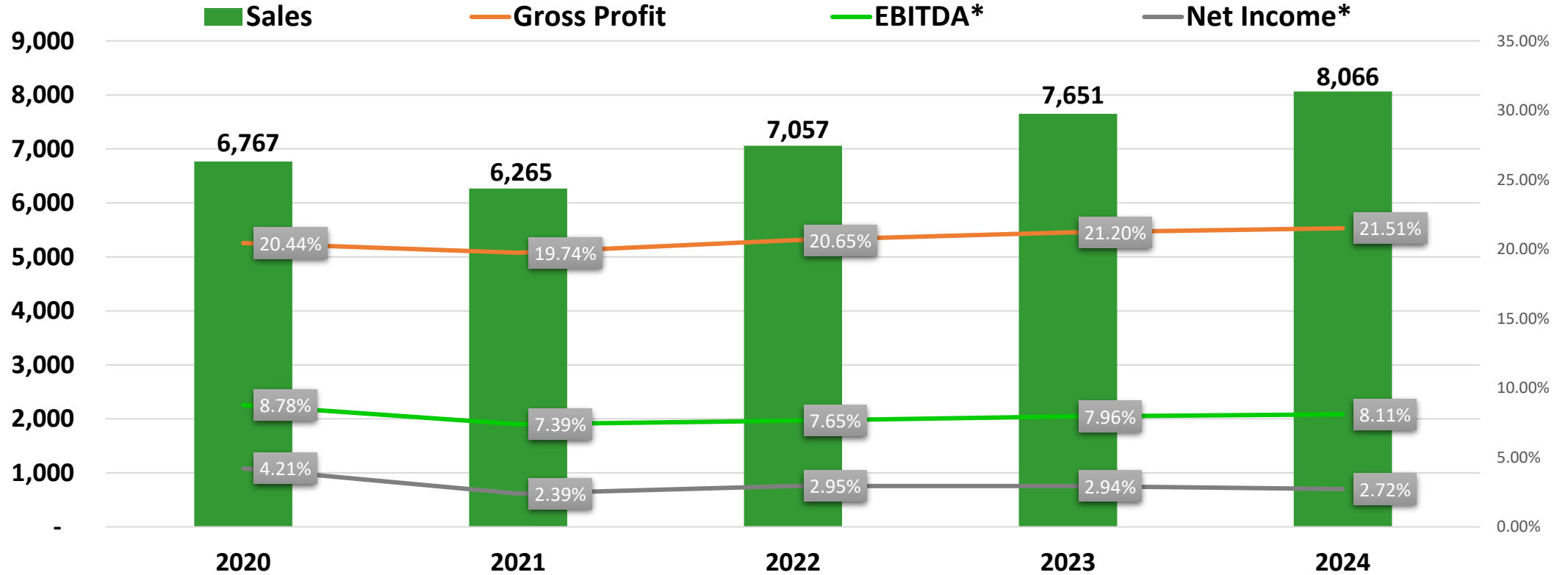
* Normalized Net Income.

Financial Highlights – Q3



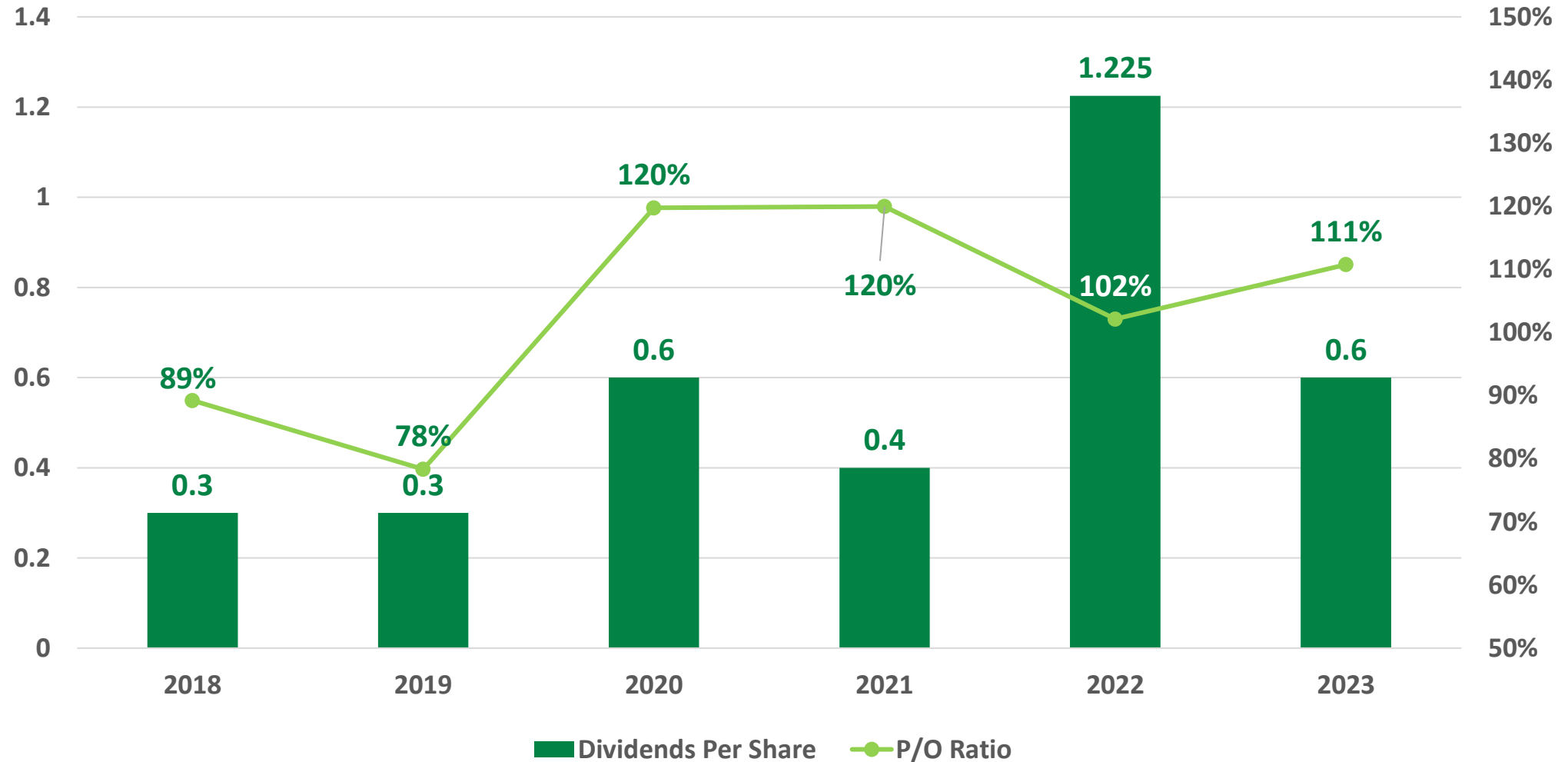
* Normalized EBITDA & Net Income.

Financial Highlights – Q3 (YTD)



* Normalized EBITDA & Net Income.

Cash Dividends 2018 - 2023



Regional Breakdown of Revenue

- The below table provides a geographical breakdown of retail and wholesale revenues of the company (This was previously included in the quarterly disclosure in our published financial statements under the note “Segmental Information”).
- Within the framework of IFRS and whilst being consistent with our peers, this disclosure has been discontinued from our published financial statements starting Q3 2024.
- Starting Q4 2024, this disclosure will **NOT** be included in Investor Presentation as well as published Financial Statements.

Year to Date (In Millions)	Sep-2024	%	Sep-2023	%	%
Geographical Area	Retail & Wholesales	Percentage Contribution	Retail & Wholesales	Percentage Contribution	Growth/ (Decline)
Central region -Saudi Arabia	4,298.1	54.8%	4,242.5	56.8%	1.3%
Eastern region -Saudi Arabia	849.9	10.8%	802.4	10.7%	5.9%
Southern region -Saudi Arabia	1,085.9	13.8%	1,008.6	13.5%	7.7%
Northern region -Saudi Arabia	631.5	8.0%	582.3	7.8%	8.5%
Western region -Saudi Arabia	811.7	10.3%	678.3	9.1%	19.7%
KSA	7,677.2	97.8%	7,314.1	97.9%	5.0%
Arab Republic of Egypt	169.2	2.2%	154.6	2.1%	9.5%
Total	7,846.4	100.0%	7,468.7	100.0%	5.1%

Highlights on Al-Othaim Markets KSA – Q3

Retail Sales growth: **6.4%**
LFL Retail sales growth: **0.3%**

Share of Iktissab in
Retail Sales: **85.9%**



Saudization: **47.1%**

Basket size declined
for Retail: **-4.4%**

Transactions growth
for Retail: **11.3%**

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

Key Business Updates



Launch of Othaim Express, Re-branding of the convenience store format – Othaim City



Launch of the first Cash & Carry store in Riyadh on 9th October 2024

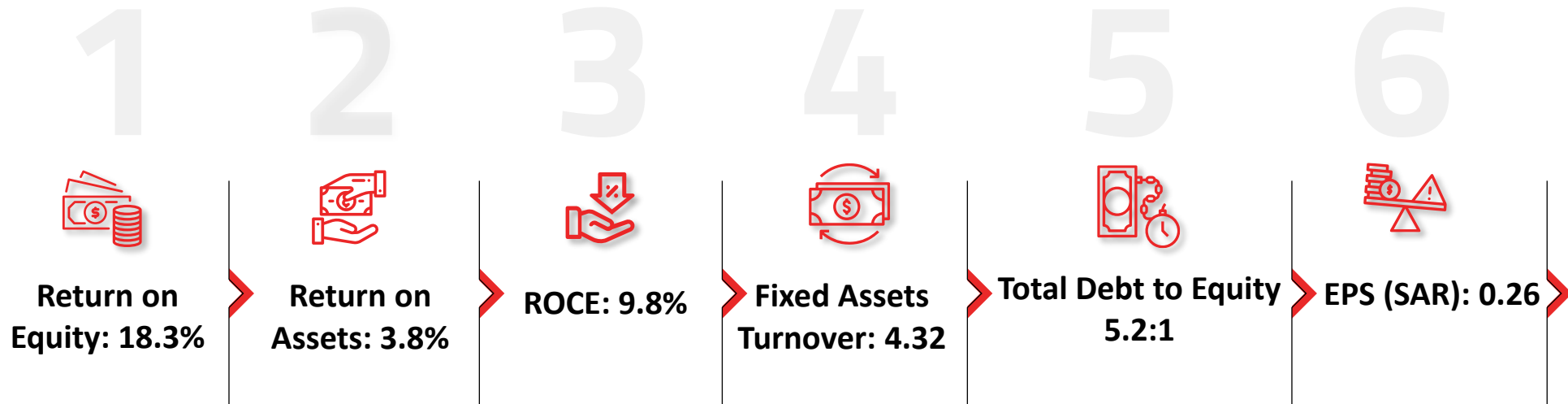


Positive momentum in the e-commerce space fueled by Successful partnerships with our valued partners HungerStation and Jahez



During the third quarter, Gulf Flour Milling Company, successfully completed the IPO of a portion of the Fourth Milling Company shares which had been oversubscribed by approx 119 times. The IPO net proceeds amounted to SAR 833 million will be used to settle the outstanding loan with a sum of SAR 620 Mn, and pay majority of the remaining cash as dividends to the owners the Gulf Co.

Key Financial Indicators – Q3 (YTD)





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THANK YOU