



العثيم  
Othaim  
منكم وفيكم

**ABDULLAH ALOTHAIM MARKETS CO.**  
**Investors' presentation**  
**Q2, 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 Brand in the Kingdom according to Kantar BrandZ study 2022.



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



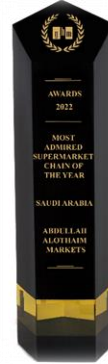
1

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.

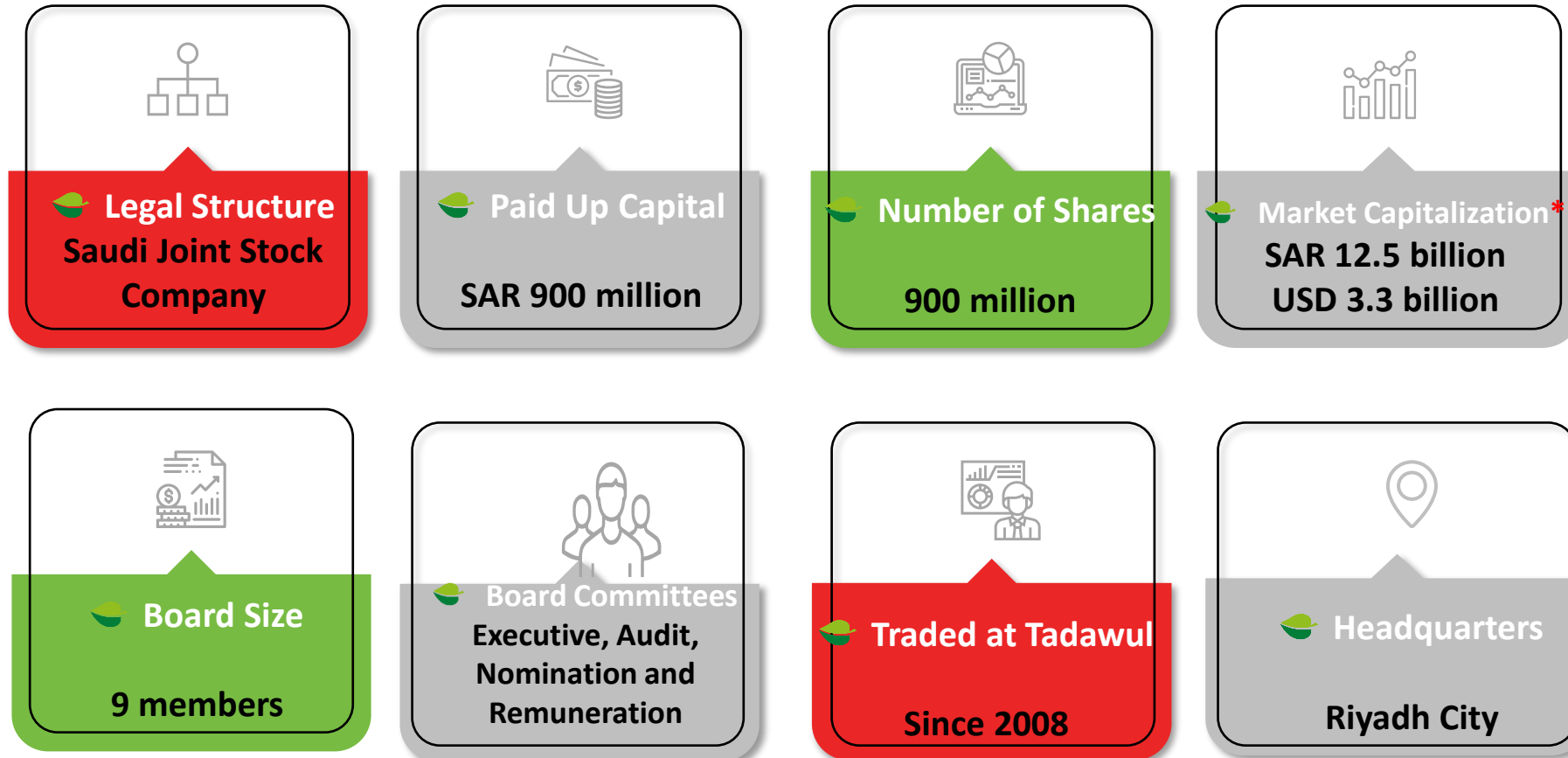


4

RLI Innovation in Sustainability Award - Retailer.



# Key Information



\* As of 30 June 2023.

# Snapshot



## Retail Division:

- **357** stores with a total area **599** thousands Sqm, located across KSA and Egypt.
  - **311** stores with a total of **574** thousands Sqm, located across KSA.
  - **46** stores with a total of **25** 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%**.

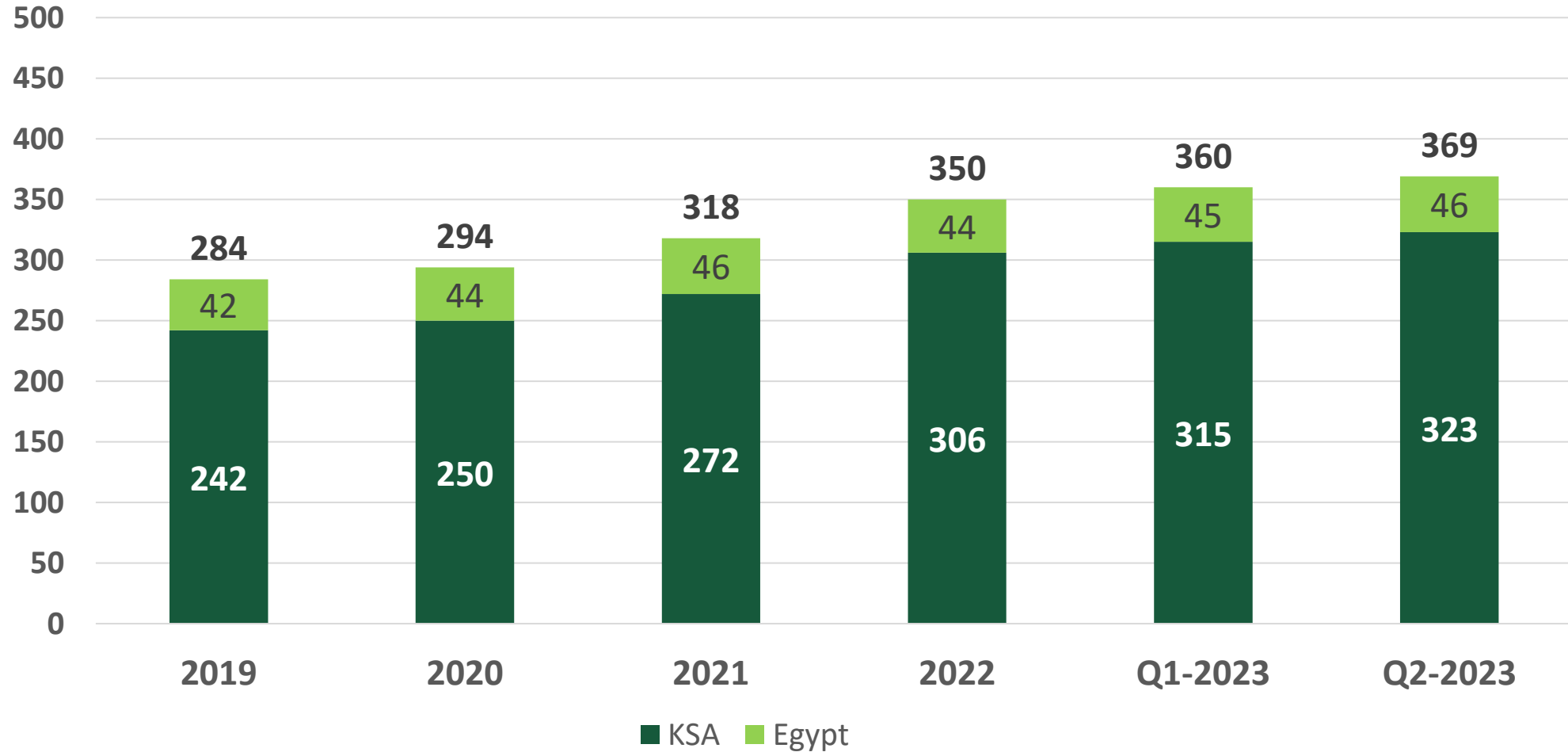


## Growth:

- Growth in number of stores (Q2/2022 – Q2/2023) is **11.14%**.
- Growth in area of stores (Q2/2022 – Q2/2023) is **9.92%**.

# Store Breakdown

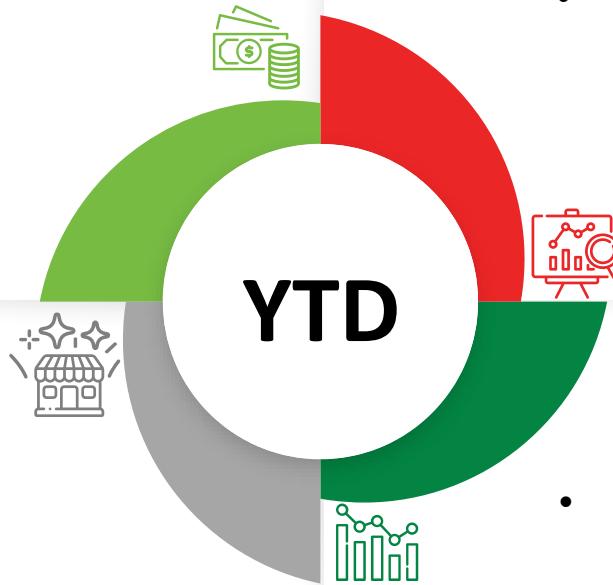
Numbers of Stores





## Quick Glance – Q2 (YTD)

- Reported results with sales revenues of SAR **5,201 Mn (10.27%YoY)**.
- Net income attributable to shareholders of the company was SAR **259 Mn (70.89%YoY)**.
- Sales growth by **10.27%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.



- In addition to retail sales revenue, revenue from rental activity amounted to **71 Mn**.
- **20** new stores were opened up to Q2 2023 in KSA, Three stores have been closed up to Q2-2023

## Income Highlights Q2 (YTD)

In SAR Million	2019	2020*	%	2021	%	2022	%	2023**	%
Sales	4,130	4,954	20%	4,268	-14%	4,717	11%	5,201	10%
Gross profit	781	971	24%	832	-14%	976	15%	1,082	11%
EBIT	161	266	65%	145	-45%	195	22%	321	65%
Interest	(29.7)	(33.5)	13%	(34.6)	3%	(37.0)	7%	(53.5)	45%
Zakat	(4.2)	(7.2)	72%	(4.8)	-33%	(6.1)	18%	(8.4)	37%
Net income	127	225	77%	106	-52%	153	44%	259	71%

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

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

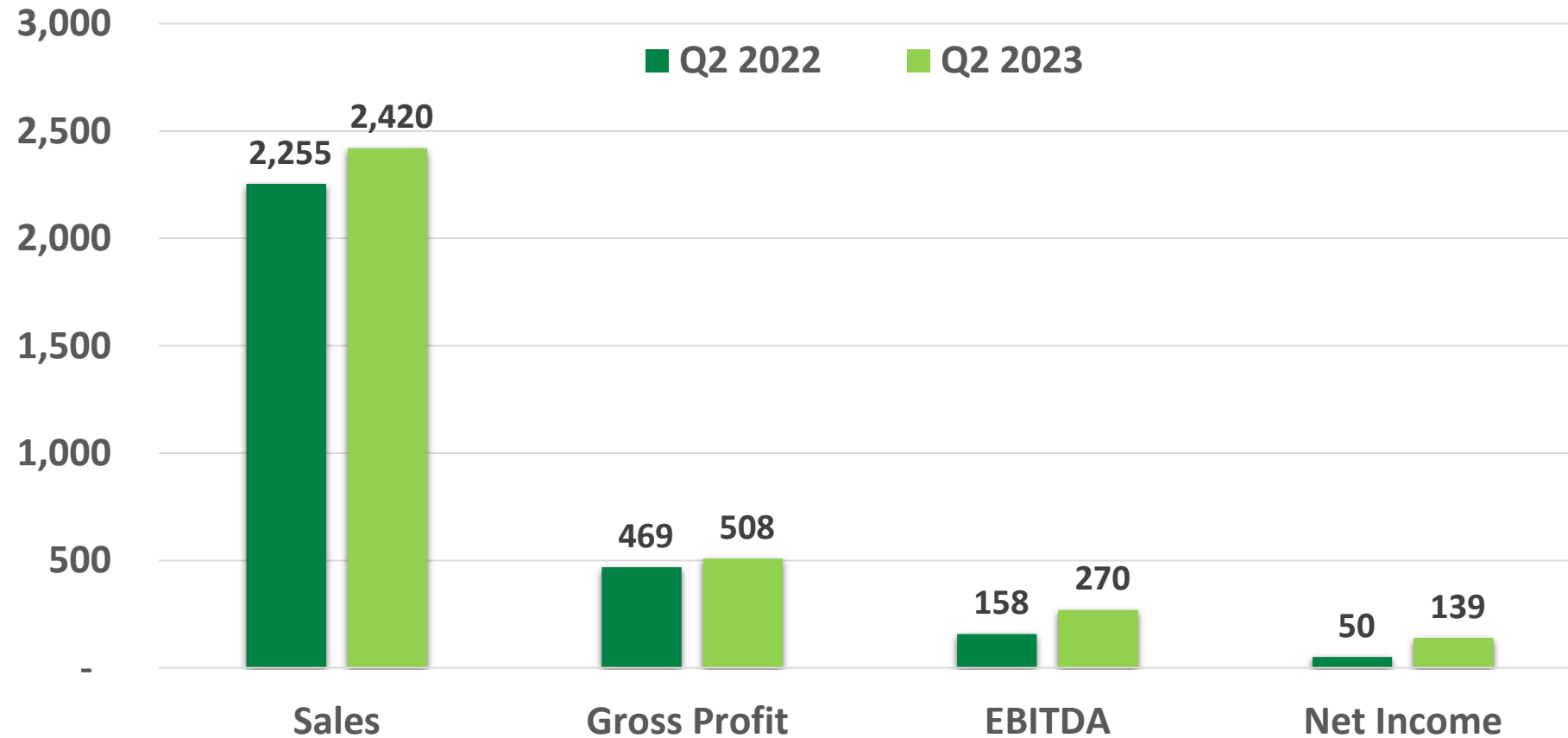
## Balance Sheet Highlights

In SAR Million	31 Dec 2019	31 Dec 2020	31 Dec 2021	31 Dec 2022	30 June 2023
Non-current assets	3,478	3,602	3,802	3,802	4,225
Current Assets	1,288	1,363	1,300	1,911	1,786
<b>TOTAL ASSETS</b>	<b>4,766</b>	<b>4,965</b>	<b>5,101</b>	<b>5,713</b>	<b>6,011</b>
Shareholders Equity	1,487	1,524	1,368	1,407	1,414
Non-controlling interest	38	44	37	37	37
Non- current liabilities	1,273	1,451	1,581	1,824	2,057
Current Liabilities	1,968	1,945	2,115	2,445	2,503
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,766</b>	<b>4,965</b>	<b>5,101</b>	<b>5,713</b>	<b>6,011</b>

## Cash Flow Highlights Q2 (YTD)

In SAR Million	2019	2020	2021	2022	2023
Cash provided from (used in) operation activity	214	804	331	301	322
Cash provided from (used in) investment activities	(84)	(75)	(88)	(194)	29
Free Cash Flow	130	728	243	107	351
Cash provided from (used in) financing activities	(208)	(370)	(259)	(198)	(378)
Net Change in Cash	(78)	360	(15)	(91)	(27)

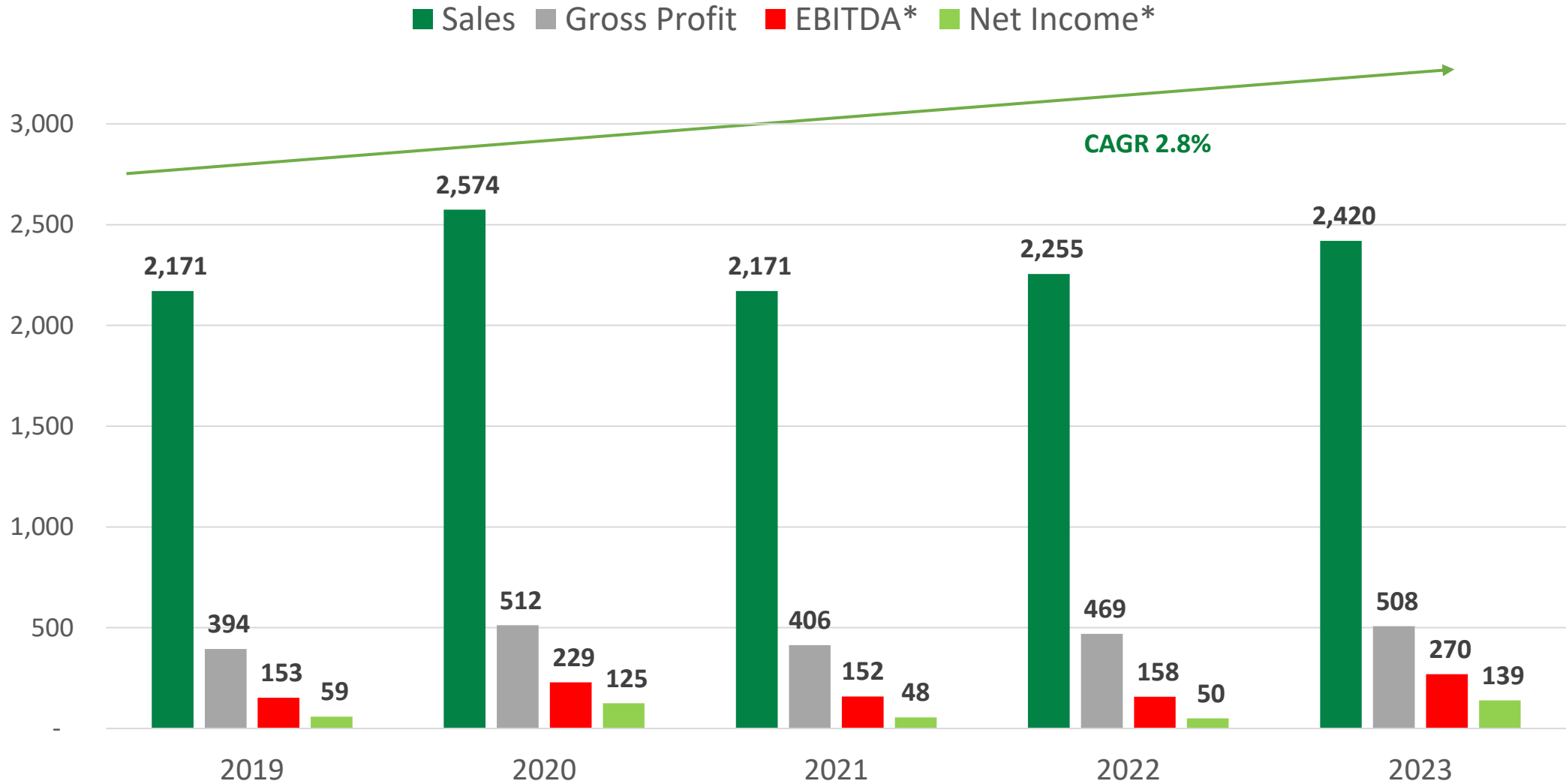
## Financial Highlights – Q2



\* Normalized EBITDA & Net Income.

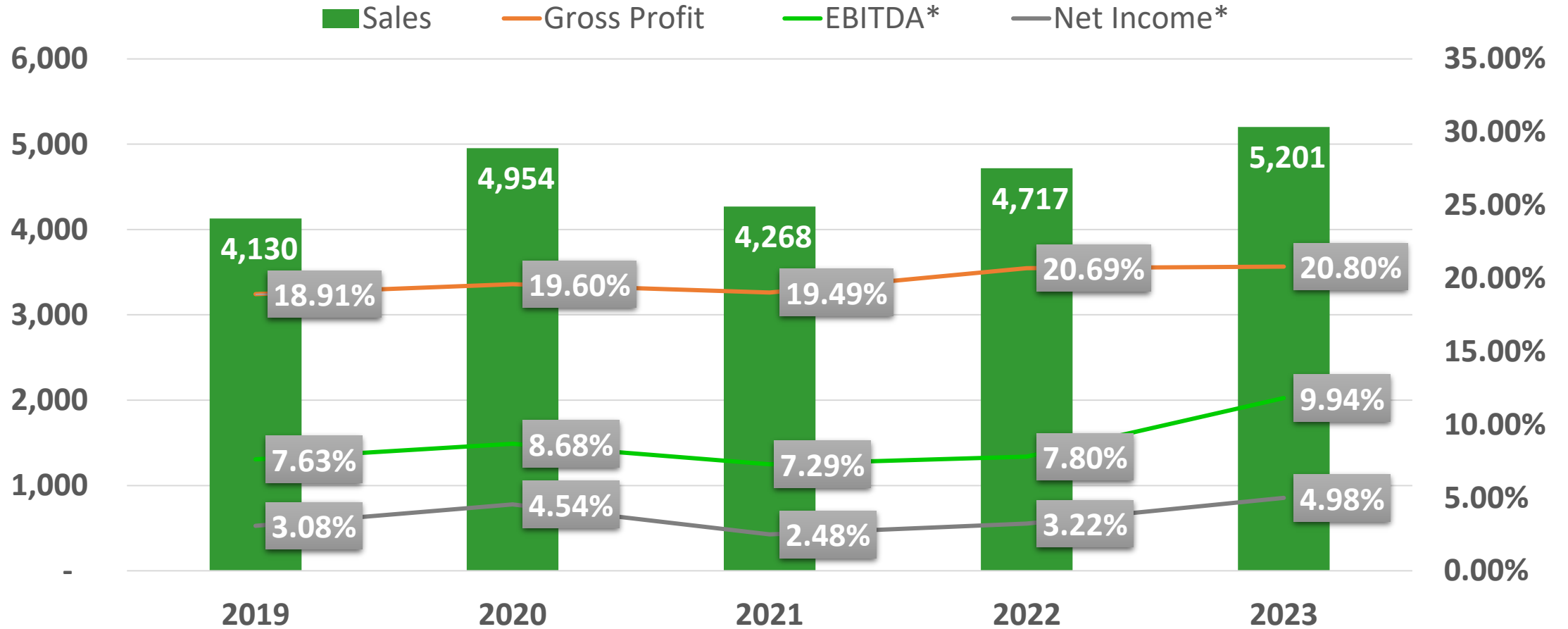
\*\* Net income attributable to shareholders of the company

## Financial Highlights – Q2



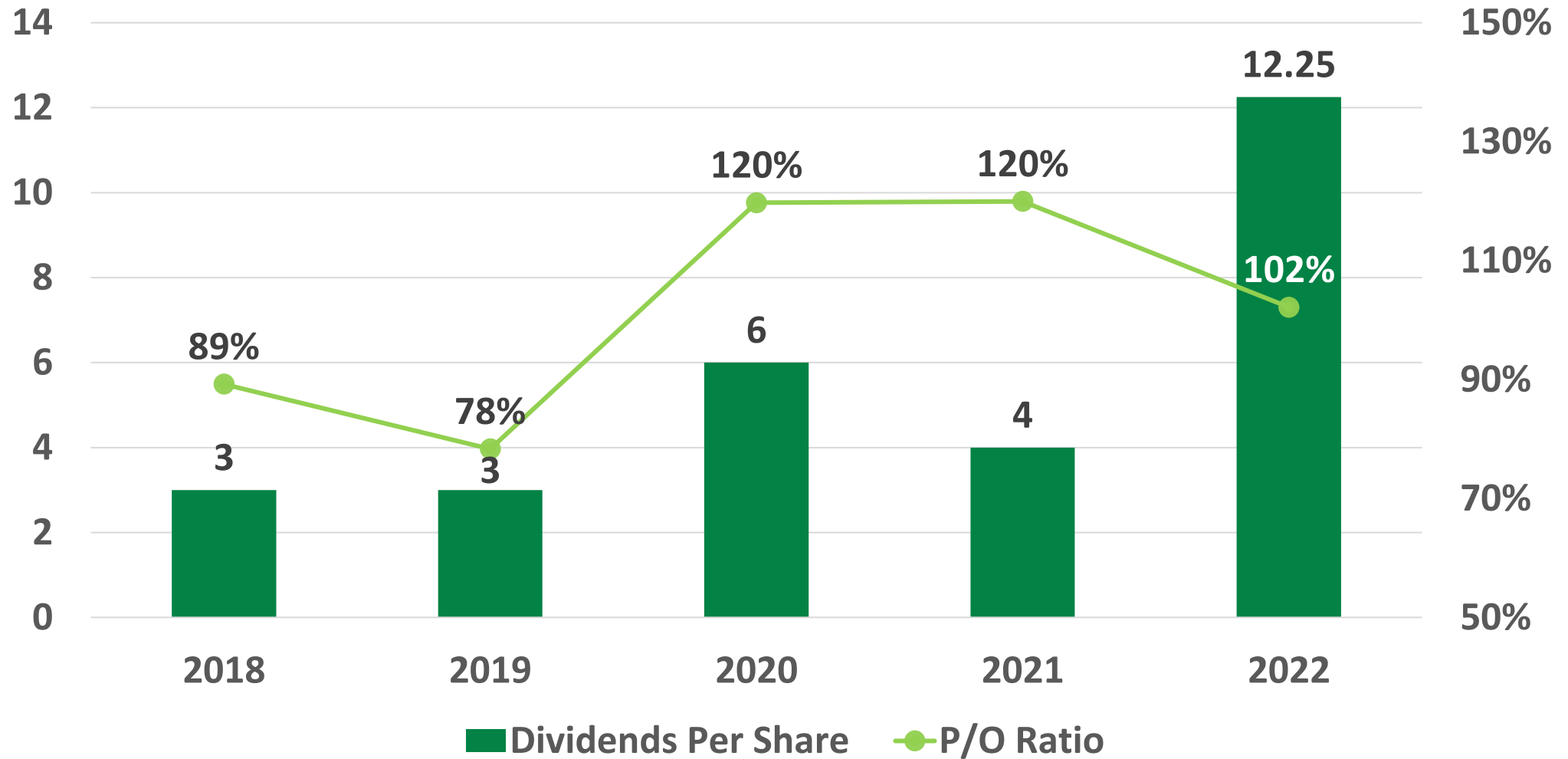
\* Normalized EBITDA & Net Income.

## Financial Highlights – Q2



\* Normalized EBITDA & Net Income.

## Cash Dividends 2018 - 2022





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

Sales growth: **10.27%**  
LFL sales growth: **2.77%**

IKTISSAB customers  
growth : **24.66%**

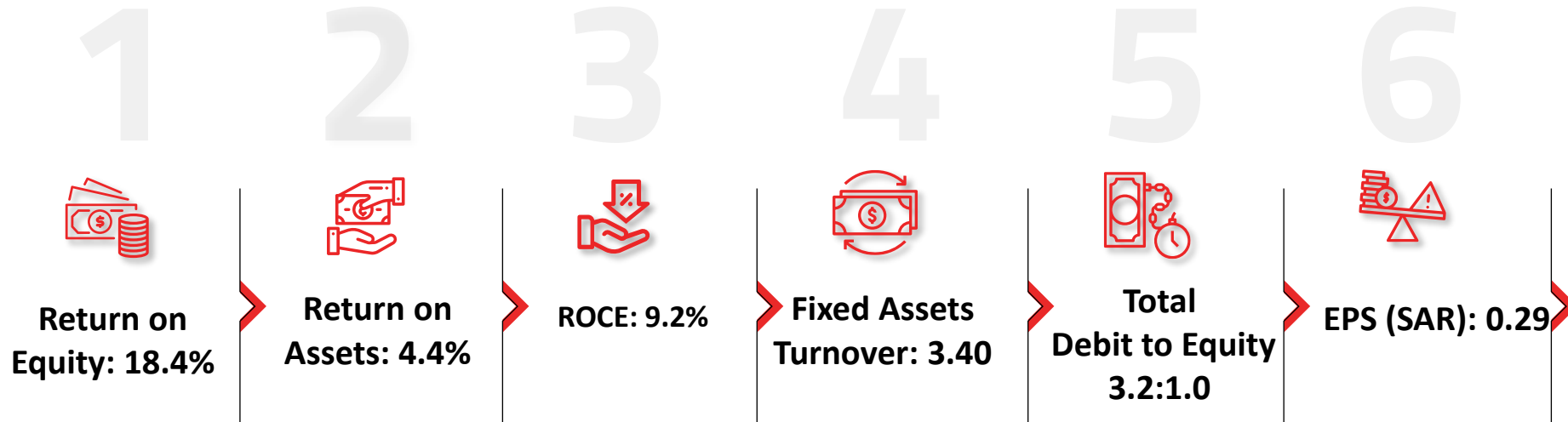


Saudization: **50%**

Basket size declined  
for Retail: **-8.26%**

Transactions growth  
for Retail: **21.47%**

## Key Financial Indicators – Q2 (YTD)





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THANK YOU