



**ABDULLAH ALOTHAIM MARKETS CO.**  
**Investors' presentation**  
**Q3, 2022**



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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 65<sup>th</sup> 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**  
90 million



**Market  
Capitalization\***  
SAR 11.11 billion  
USD 2.96 billion



**Board Size**  
9 members



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



**Traded at Tadawul**  
Since 2008



**Headquarters**  
Riyadh City



**No. of Employees**  
+18K

\* As of 29 Sep 2022.



# Snapshot



## Retail Division:

- **322** stores with a total of sales area **549** thousands Sqm, located across KSA and Egypt.
  - **278** stores with a total of **525** thousands Sqm, located across KSA.
  - **44** stores with a total of **24** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **90.50%**.



## Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **9.50%**.



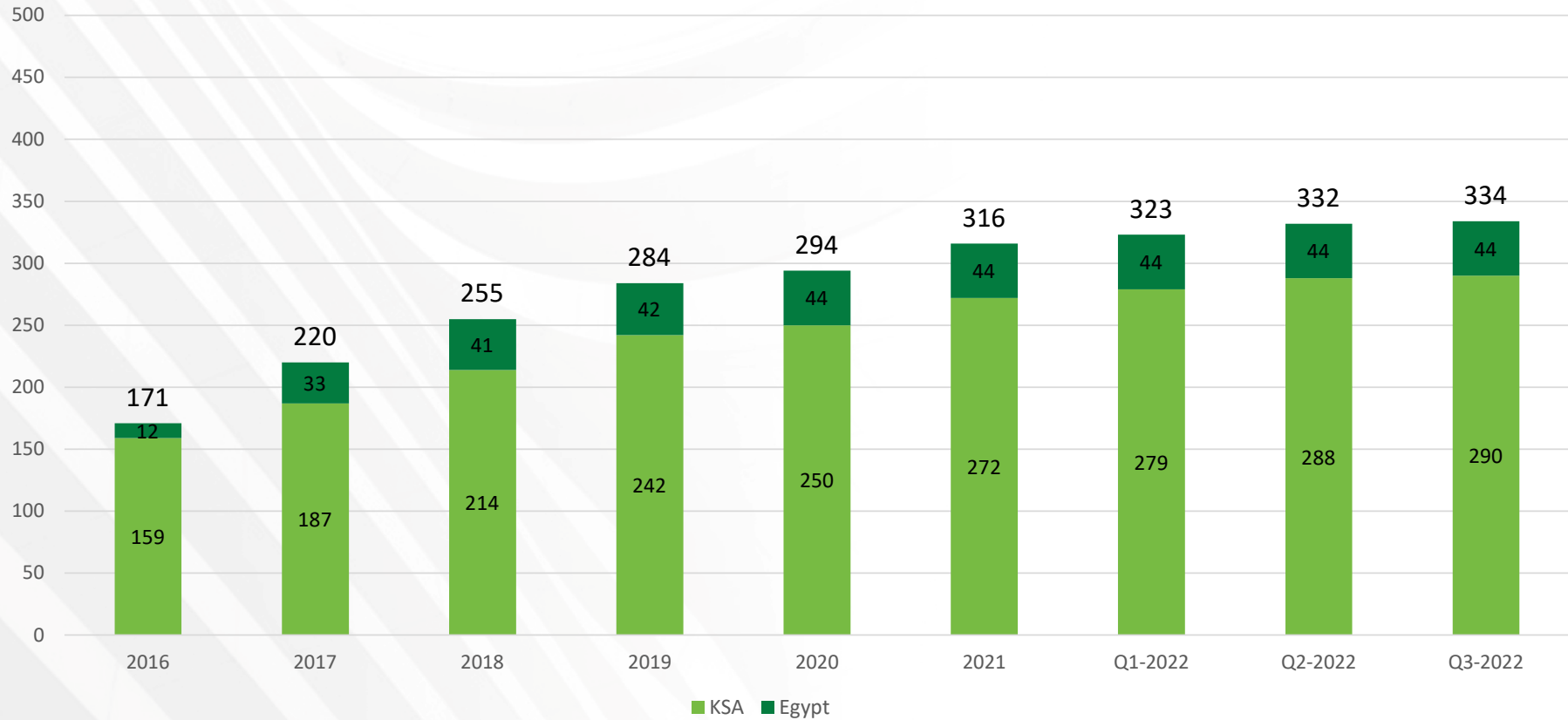
## Growth:

- Growth in number of stores (Q3/2021 – Q3/2022) is **9.15%**.
- Growth in area of stores (Q3/2021 – Q3/2022) is **10.04%**.



# Store Breakdown

Numbers of Stores

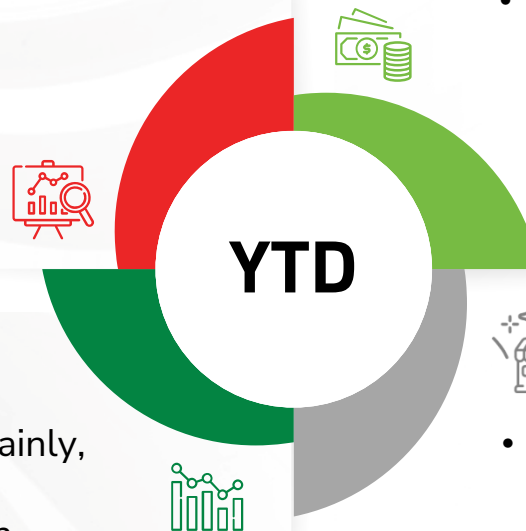




## Quick Glance – YTD 2022

- Reported results with sales revenues of SAR **7,073 Mn** (**12.83%**YoY).
- Net income was SAR **883 Mn** (**486.48%**YoY).

- Sales growth by **12.83%**, which was, mainly, It is also attributable to 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 **102 Mn**.
- **20** new stores were opened up to Q3 2022 in KSA, Two stores have been closed during Q1-2022



## Income Highlights (Q3) YTD 2022

In SAR Million	2018	2019	%	2020*	%	2021	%	2022	%
Sales	5,565	6,067	9%	6,767	12%	6,269	-7%	7,073	13%
Gross profit	1,056	1,181	12%	1,383	17%	1,223	-12%	1,413	16%
EBIT	202	256	27%	346	35%	212	-39%	963 **	355%
Interest	(0.8)	(47.2)	5753%	(50.9)	8%	(53.8)	6%	(54.0)	0%
Zakat	(5.5)	(6.2)	13%	(9.2)	48%	(7.2)	-21%	(26.2)	262%
Net income	200	206	3%	287	40%	152	-47%	883 **	481%

\* In 2020, 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, as announced earlier.



## Balance Sheet Highlights (Q3) YTD 2022

Million	2018	2019	2020	2021	2022
Non-current assets	2,332	3,478	3,602	3,802	3,538
Current Assets	1,316	1,288	1,363	1,300	2,600 *
<b>TOTAL ASSETS</b>	<b>3,648</b>	<b>4,766</b>	<b>4,965</b>	<b>5,101</b>	<b>6,138</b>
Shareholders Equity	1,660	1,487	1,524	1,368	1,892
Non-controlling interest	40	38	44	37	35
Non- current liabilities	121	1,273	1,451	1,581	1,653
Current Liabilities	1,827	1,968	1,945	2,115	2,559
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,648</b>	<b>4,766</b>	<b>4,965</b>	<b>5,101</b>	<b>6,138</b>

\* Includes SR 1,058 Million receivable from related parties against buying shares and land due before 25 Dec. 2022 as announced.

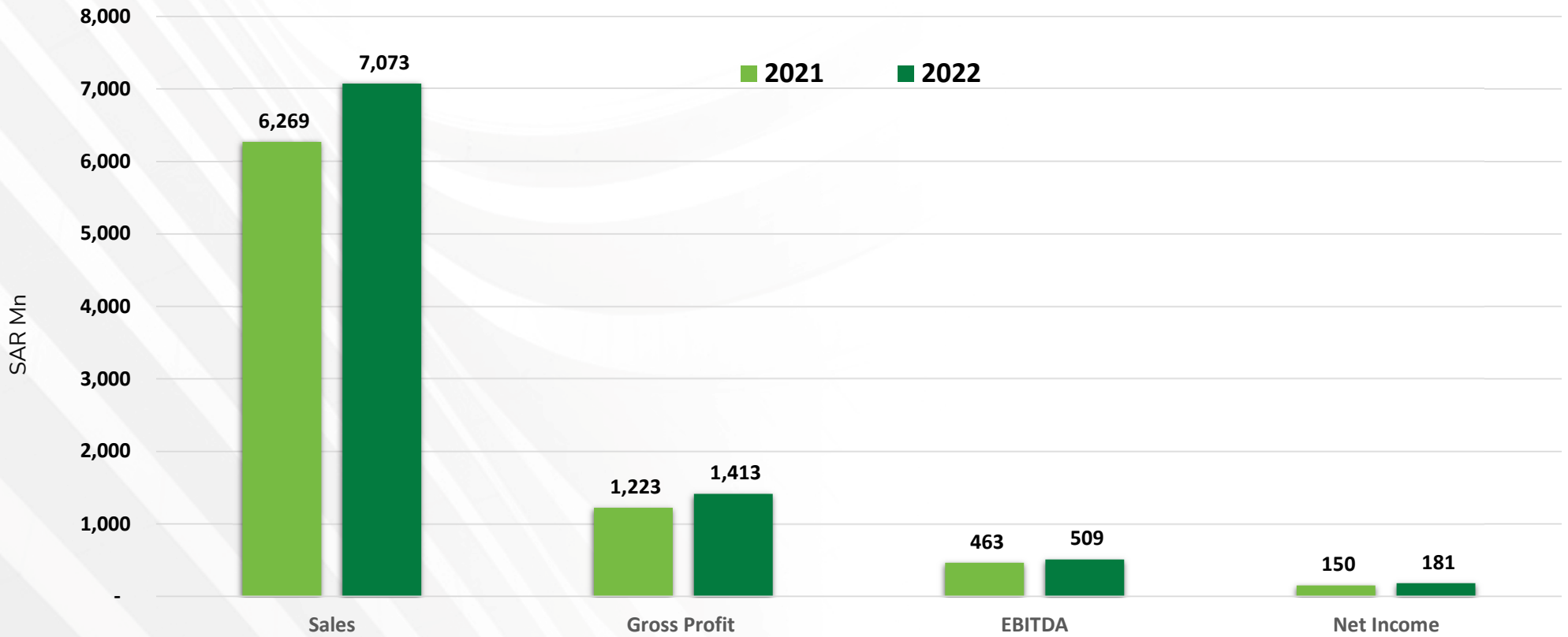


## Cash Flow Highlights (Q3) YTD 2022

Million	2018	2019	2020	2021	2022
Cash provided from or (used) in operation activity	241	197	544	89	700
Cash provided from or (used) in investment activities	(68)	(40)	(49)	(31)	(229)
Free Cash Flow	172	157	495	58	471
Cash provided from or (used) in financing activities	(136)	(58)	(194)	95	(412)
Net Change in Cash	36	99	302	153	59



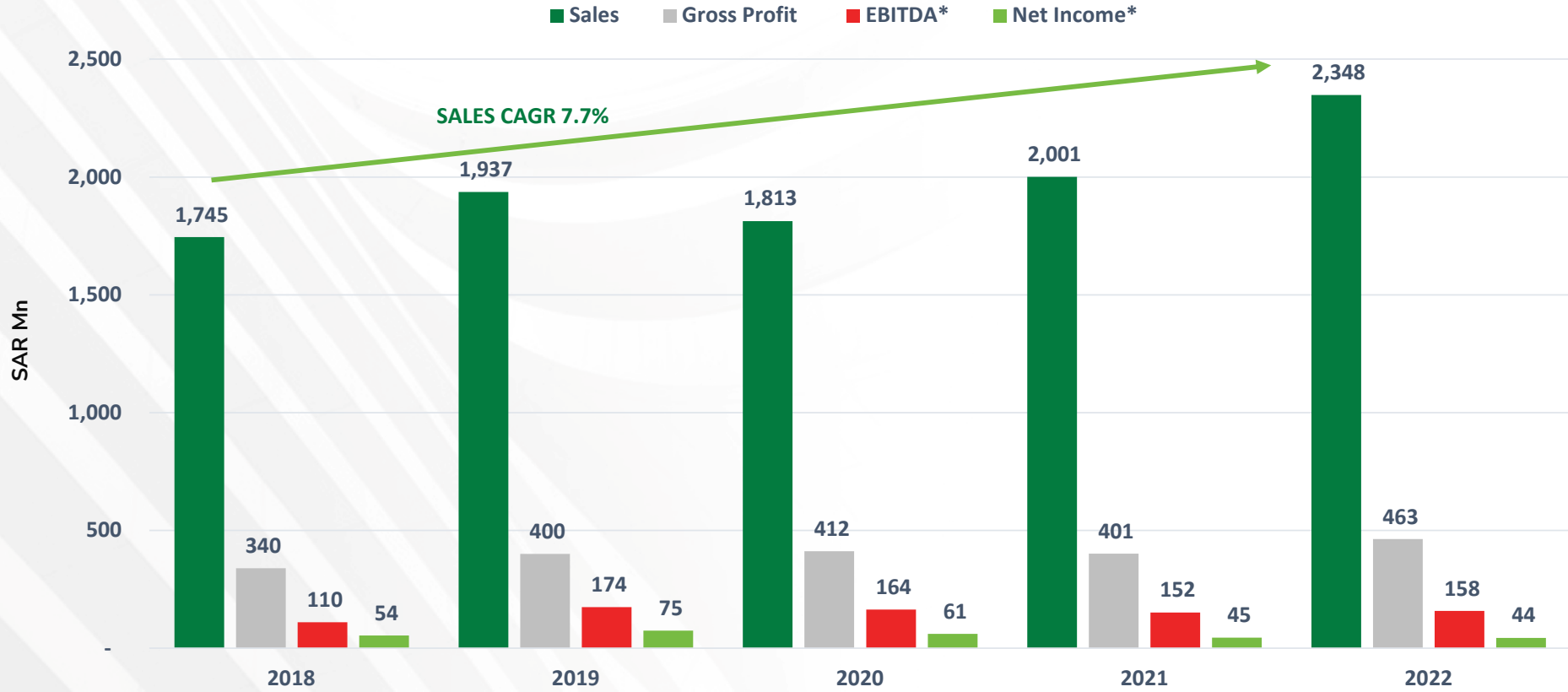
# Financial Highlights – YTD 2022



\* Normalized EBITDA & Net Income.



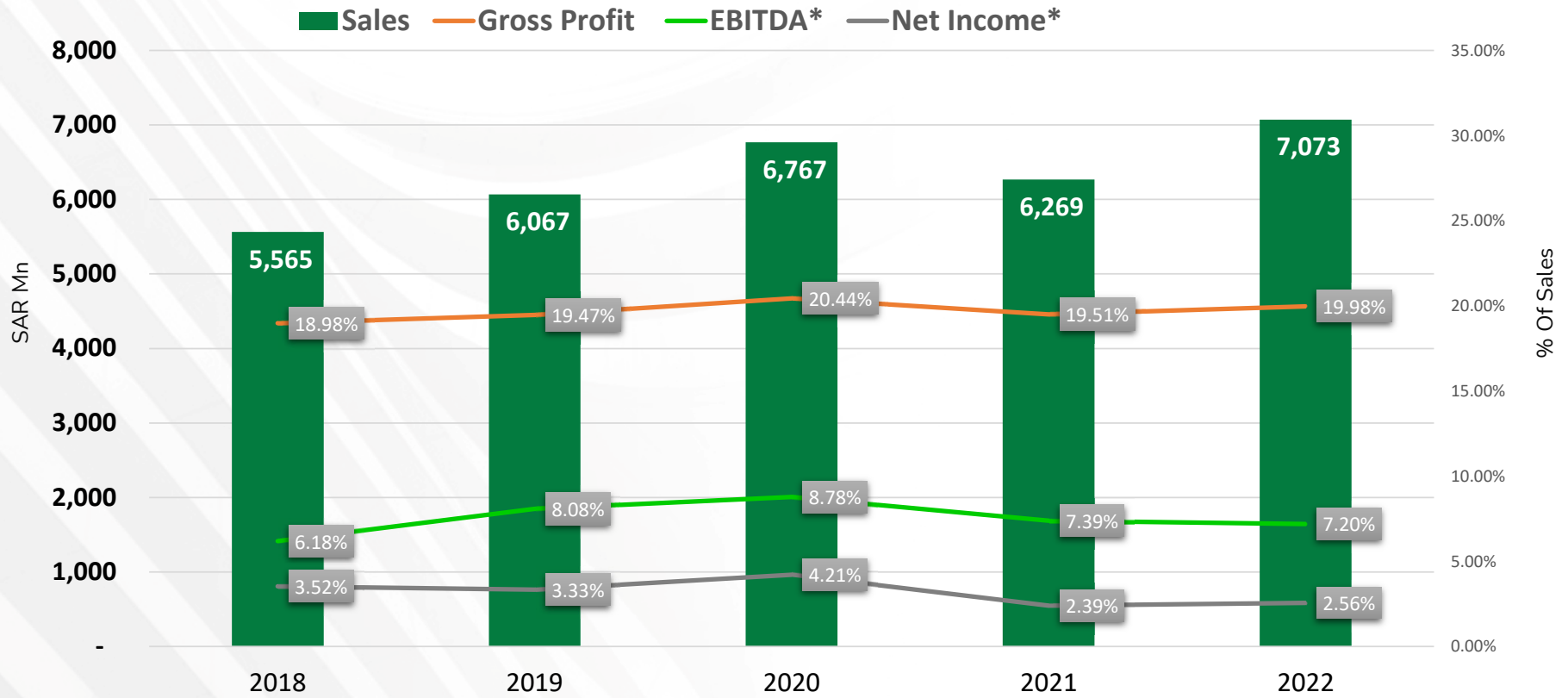
# Financial Highlights – (Q3) 2022



\* Normalized EBITDA & Net Income.



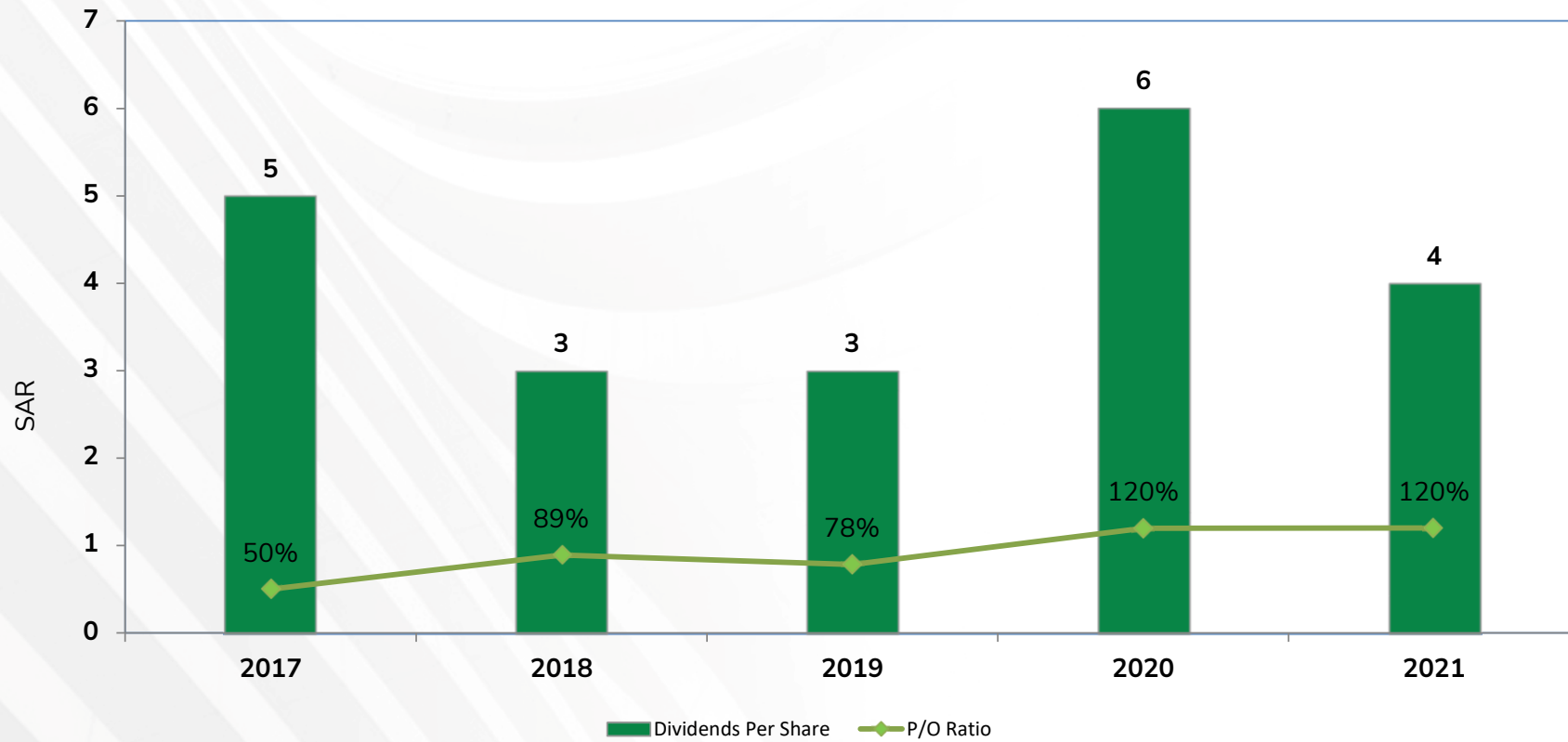
# Financial Highlights – (Q3) 2022



\* Normalized EBITDA & Net Income.



# Cash Dividends Since Listing





# Highlights on Al Othaim Markets KSA – YTD 2022

Sales growth: **12.83%**  
LFL sales growth: **7.09%**

IKTISSAB customers  
growth : **6.51%**



Saudization: **49%**



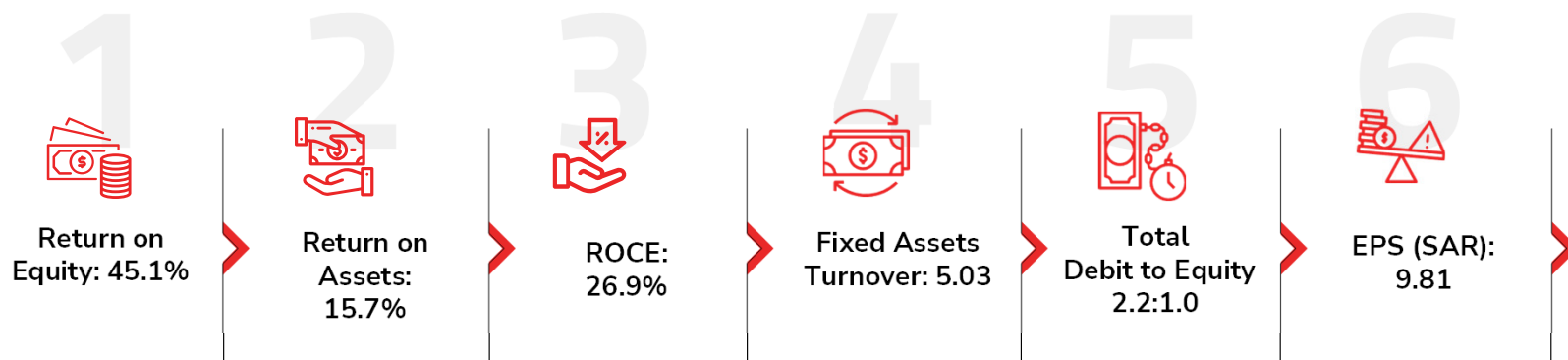
Basket size growth  
for Retail: **-4.50%**



transactions growth for  
Retail: **18.41%**



# Key Financial Indicators – YTD 2022





THANK YOU