



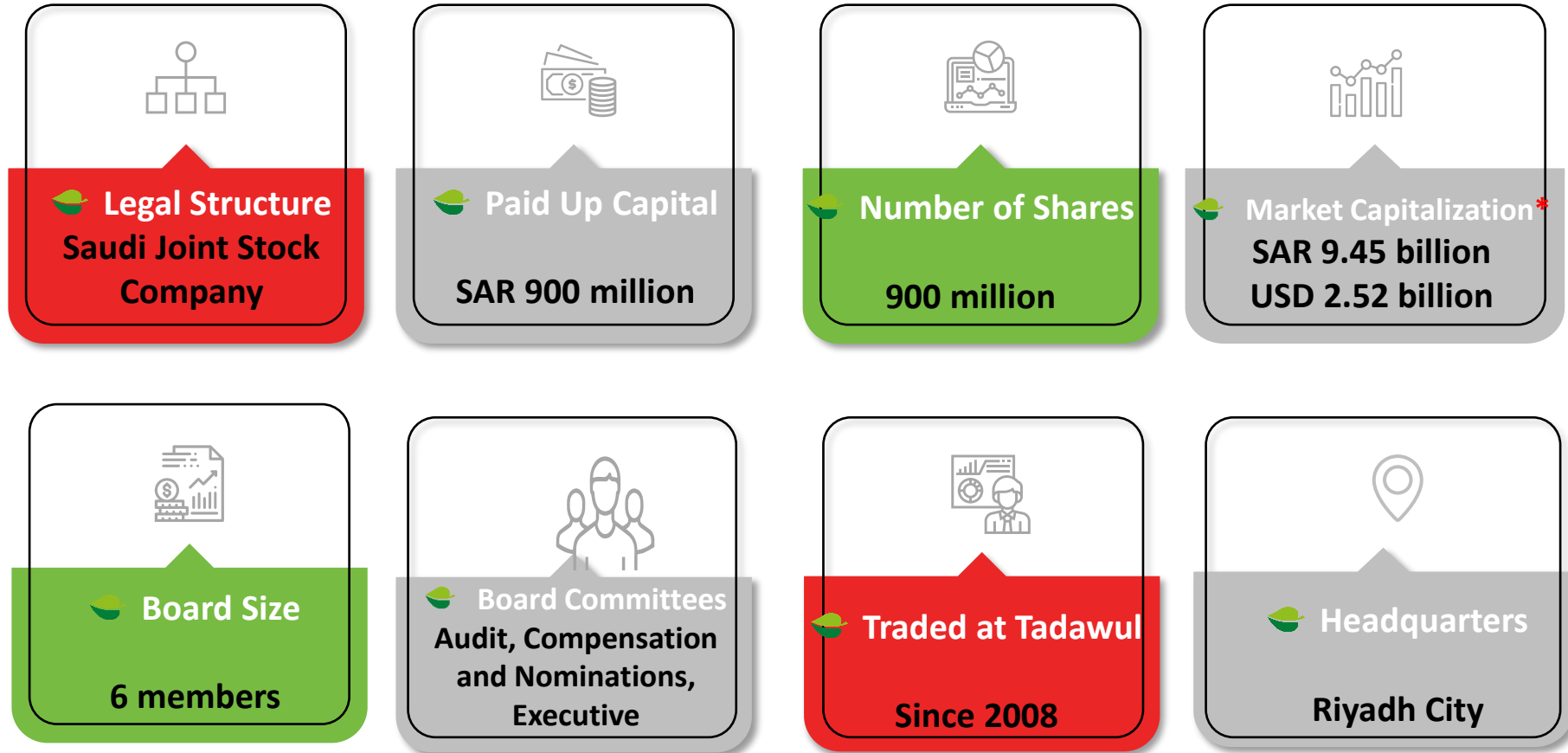
العثيم
Othaim
منكم وفيكم

ABDULLAH AL OTHAIM MARKETS CO.
Investor Presentation
FY 2024

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Profile Summary



* As of 31 December 2024.



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

CSR AWARDS
—◆— 2024
جائزة المسؤولية
الاجتماعية للشركات



2

Kingdom First Place Award in the Wholesale and Retail Sector

Top Ranking in the Wholesale and Retail Sector

CSR AWARDS
—◆— 2024
جائزة المسؤولية
الاجتماعية للشركات



3

Award for Highest Contribution to the Platform

Second Place in the National Overall Ranking Across All Sectors

CSR AWARDS
—◆— 2024
جائزة المسؤولية
الاجتماعية للشركات

Awards & Accreditations



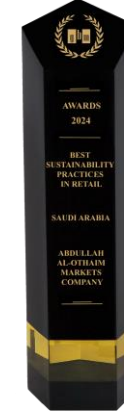
4

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



Awards & Accreditations



7

“Great Place to Work Certified” for 2024 – 2025 awarded by the global organization for workplace culture Great Place to Work.



8

The “#I_am_Committed” award from the Wage Protection Program “Mudad” affiliated with the Ministry of Human Resources and Social Development, in recognition of its adherence to program standards and commitment to safeguarding the rights of its employees.



9

Best Financial Performance Excellence for the Grocery Retail 2024

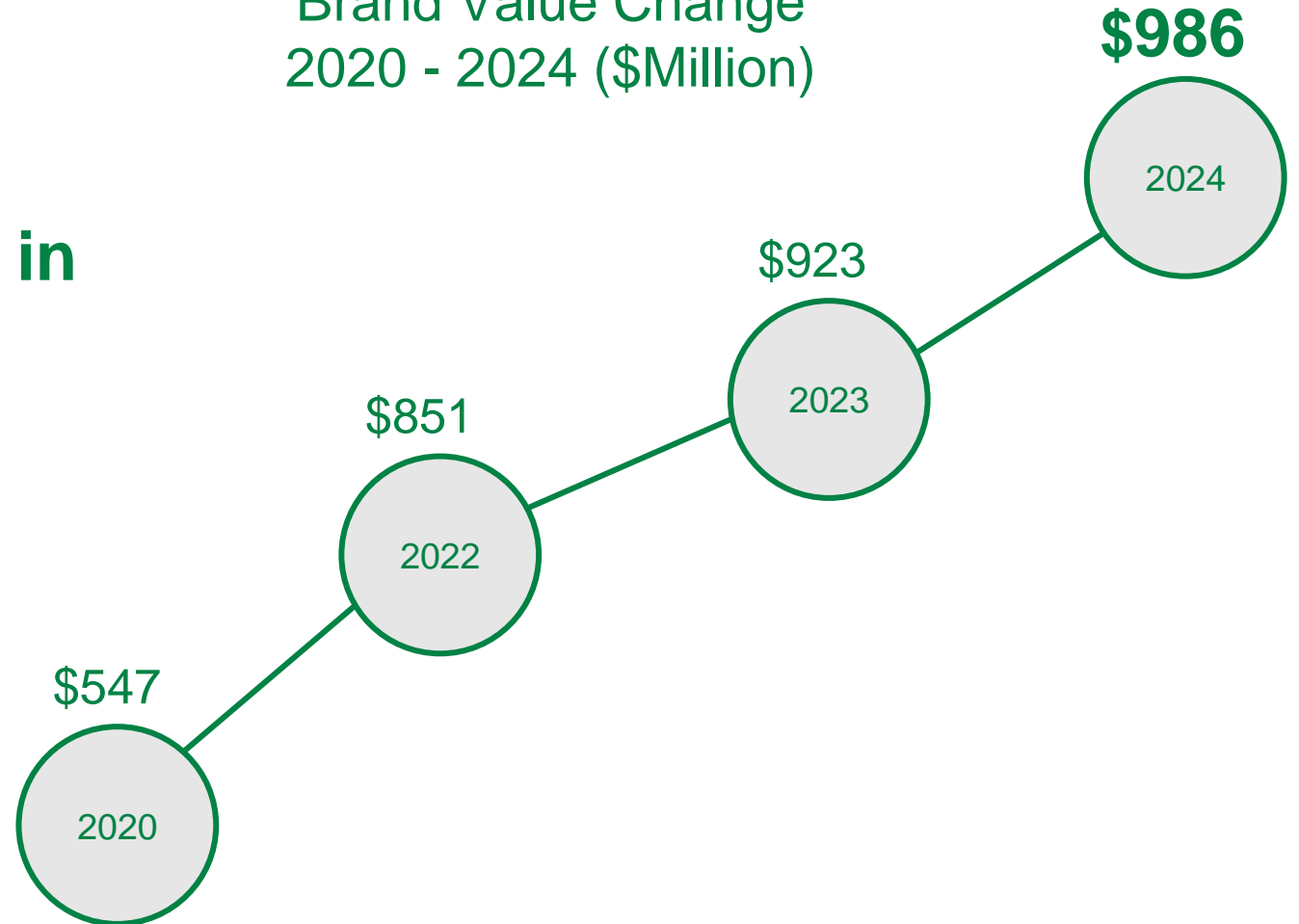


TOP 20 MOST VALUABLE SAUDI BRANDS



**Grocery Retailer in
KSA**

Brand Value Change
2020 - 2024 (\$Million)



Snapshot



Retail Division:

- **453** stores with a total area **695** thousands Sqm, located across KSA and Egypt.
 - **396** stores with a total of **661** thousands Sqm, located across KSA.
 - **57** stores with a total of **34** thousands Sqm, located in Egypt.
- Contribution to Total Sales is **92%** (Year 2024) For KSA and Egypt.



Wholesale Division:

- **12** stores with a total of **20** thousands Sqm, located across KSA.
- Contribution to Total Sales is **8%**. For KSA and Egypt.

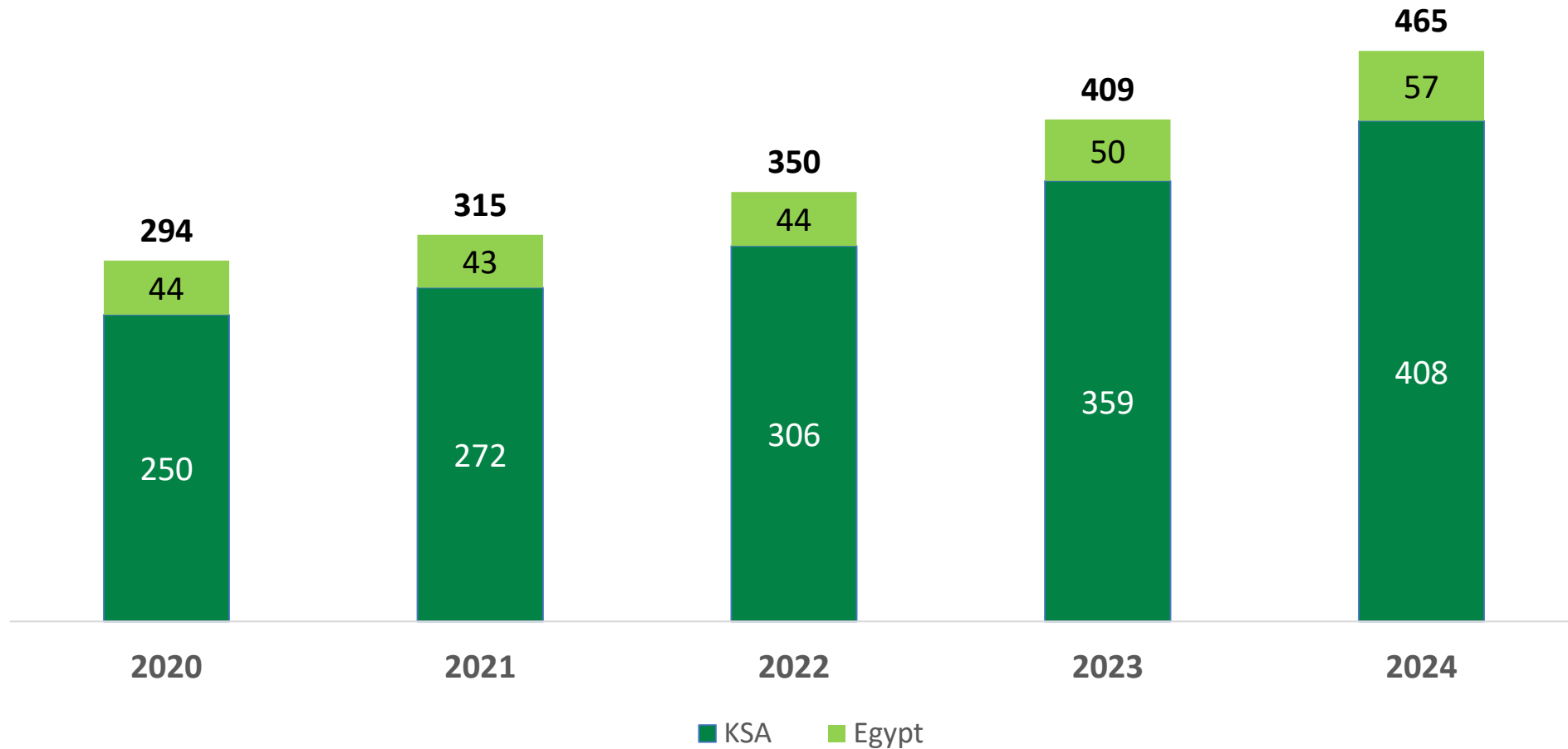


Growth:

- Growth in number of stores (12-months) is **14%**.
- Growth in area of stores (12-months) is **8%**.

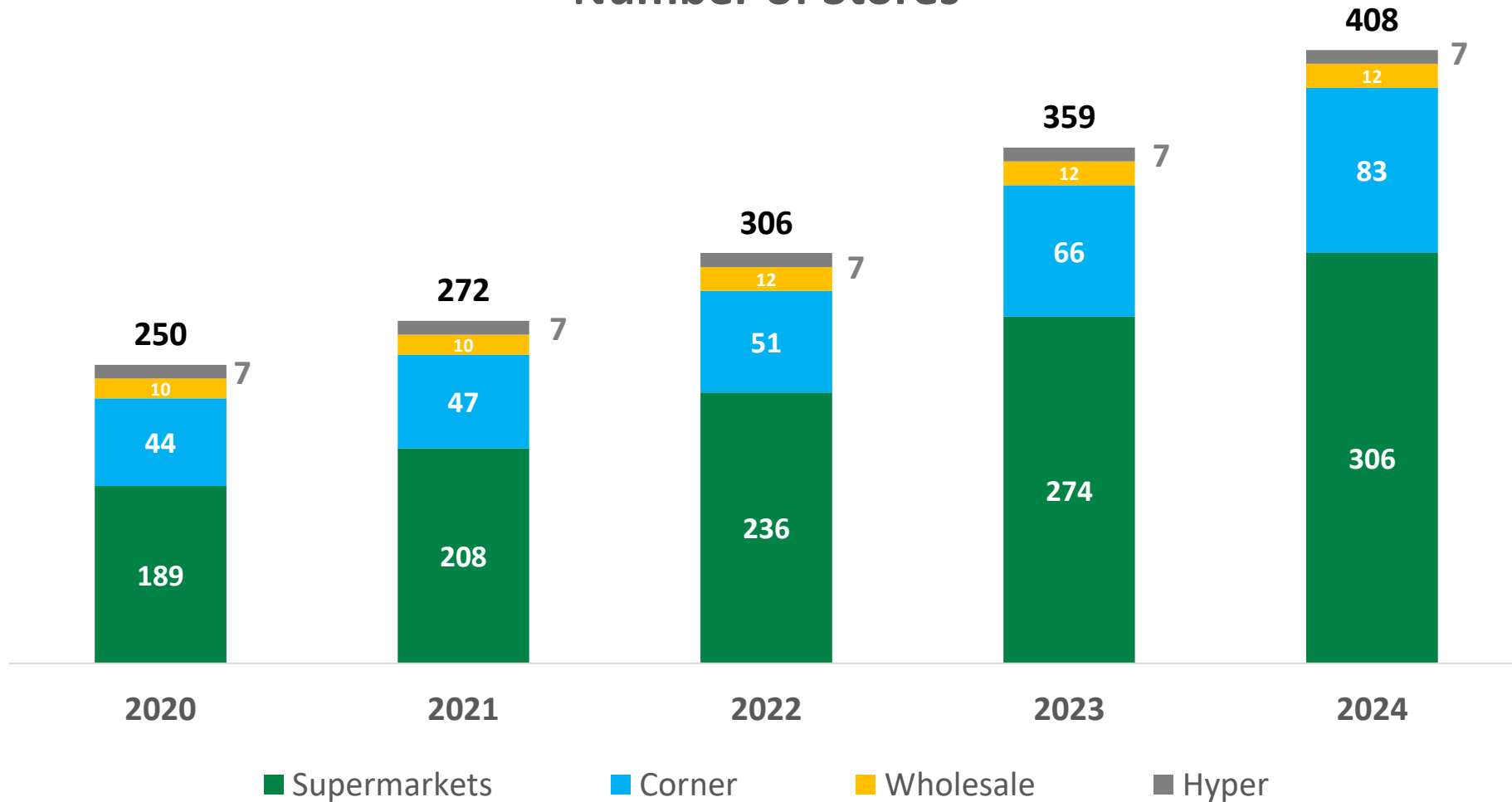
Stores Development

Number of Stores



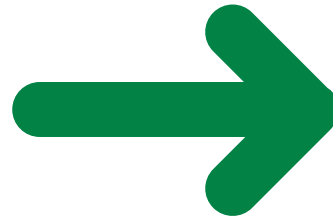
Stores by Format in KSA - 2024

Number of Stores

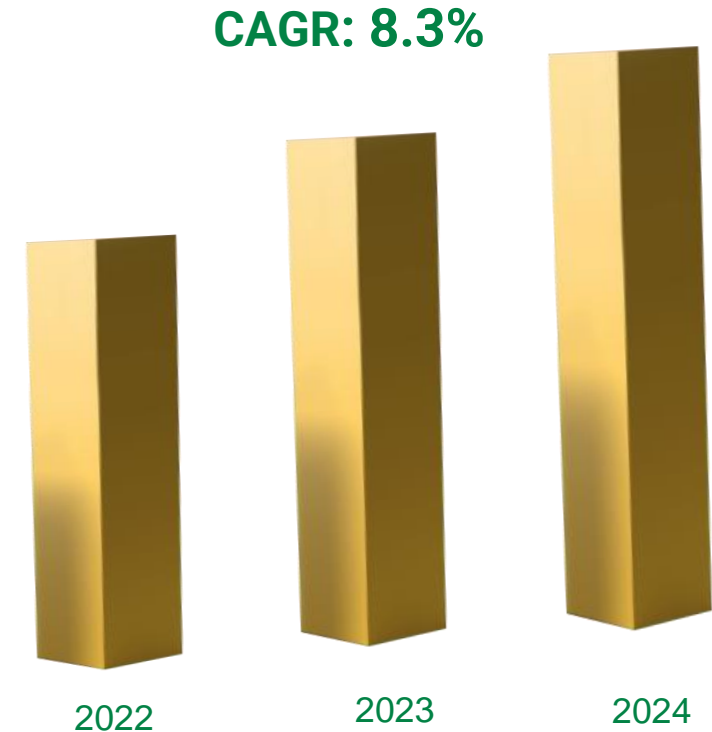


Growing Faster Than Channel By 5X Leading To Market Share Growth

Market Dynamics (Value Growth %)



Othaim Market Share in Hyp/Sup is reaching up to **20%**

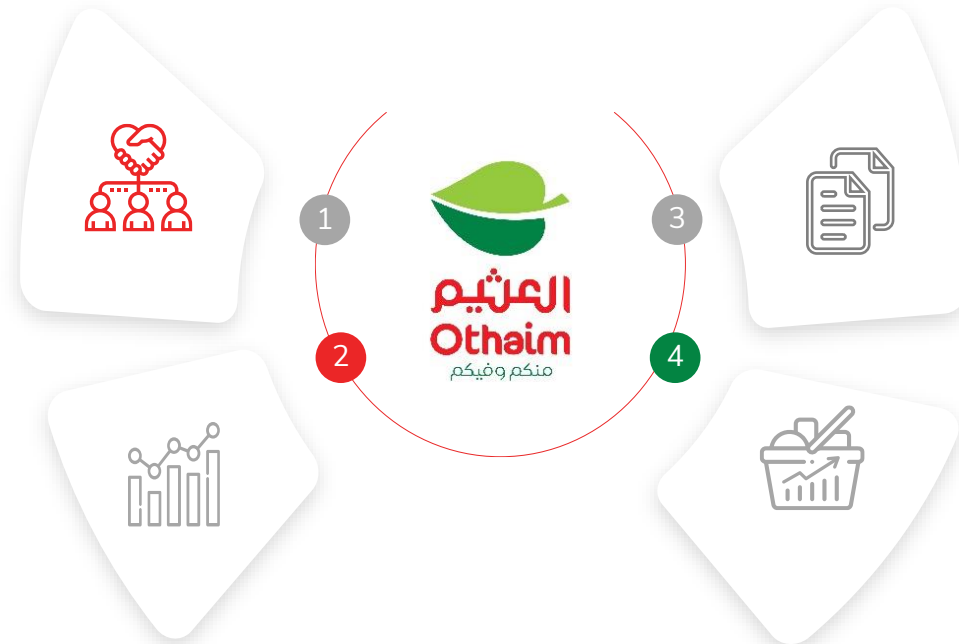


Retail LFL Customer Spend | 2023 Vs 2024

*Customer enrolled in Iktissab on or before Year 2022 and made at least 1 transaction in both subsequent years (2023 and 2024)

Iktisaab Penetration
Y2024: **86.4%**

LFL customer Spend
Y2024: **+2.2%**



Transaction Growth
Y2024: **16.3%**

Basket size
Y2024: **-12.1%**

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 in Q4 2024



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

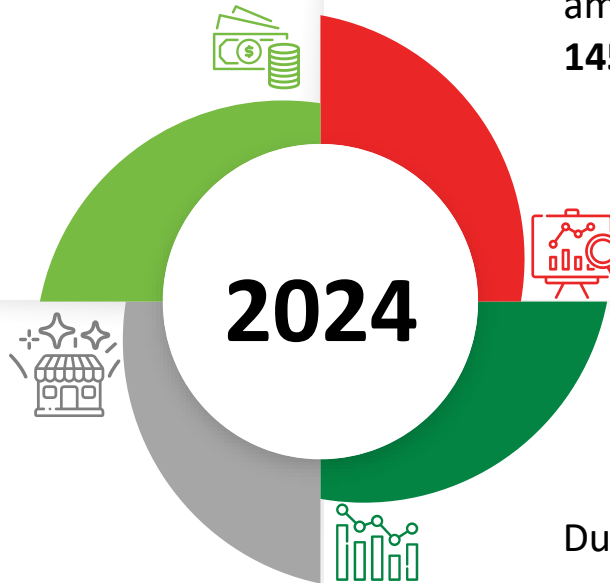
- HungerStation
- Jahez
- Noon
- More to come...



During the third quarter, Gulf Flour Milling Company, successfully completed the IPO of a portion of the Fourth Milling Company shares which was oversubscribed by approx 119 times. In Q4 2024 the company recorded the realization of proceeds for SAR 161.3 Mn attributable to the IPO of the Fourth Milling Company.

Quick Glance – Annual

- Sales growth by **4.7%**, 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 FY 2024 was SAR **942** Mn, a growth of **2.5%** compared to previous year.
- Normalized Net income attributable to shareholders of the company for FY 2024 was SAR **344** Mn, a decline of **12.5%** compared to previous year (After excluding nonrecurring items)
 - 2024 nonrecurring items:**
 - Zakat refund of SAR 18 Mn received in Q3.
 - Capital gains of SAR 161 Mn resulted from the completion of the shares offered of Fourth Milling Company
 - 2023 nonrecurring items:**
 - Capital gains of SAR 97 Mn from selling a land in Q3



In FY 2024 revenue from rental activity amounted to SAR **148** Mn compared to SAR **145** Mn in FY 2023 with a growth of **2.0%**.

During FY 2024

- 50 new stores were opened in KSA .
- Closed 1 store in KSA.
- Opened 7 new store in Egypt

Income Highlights - Annual

In SAR Million	2020*	2021	%	2022	%	2023	%	2024	%
Sales	8,811	8,404	-5%	9,550	14%	10,234	7%	10,716	5%
Gross profit	1,911	1,788	-6%	2,086	17%	2,269	9%	2,411	6%
EBIT**	535	387	-28%	475	23%	522	10%	518	-1%
Interest	(68)	(75)	9%	(83)	11%	(113)	36%	(160)	42%
Zakat	(16)	(11)	-29%	(13)	14%	(15)	19%	(13)	-14%
Net income**	451	300	-33%	379	26%	393	4%	344	-12%
EBITDA	868	724	-17%	837	16%	919	10%	942	3%

*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 Mn that has been recorded in Q3 2024, and Capital gains of SAR 161.3 Mn resulted from the completion of the shares offered of Fourth Milling Company in Q4 2024.

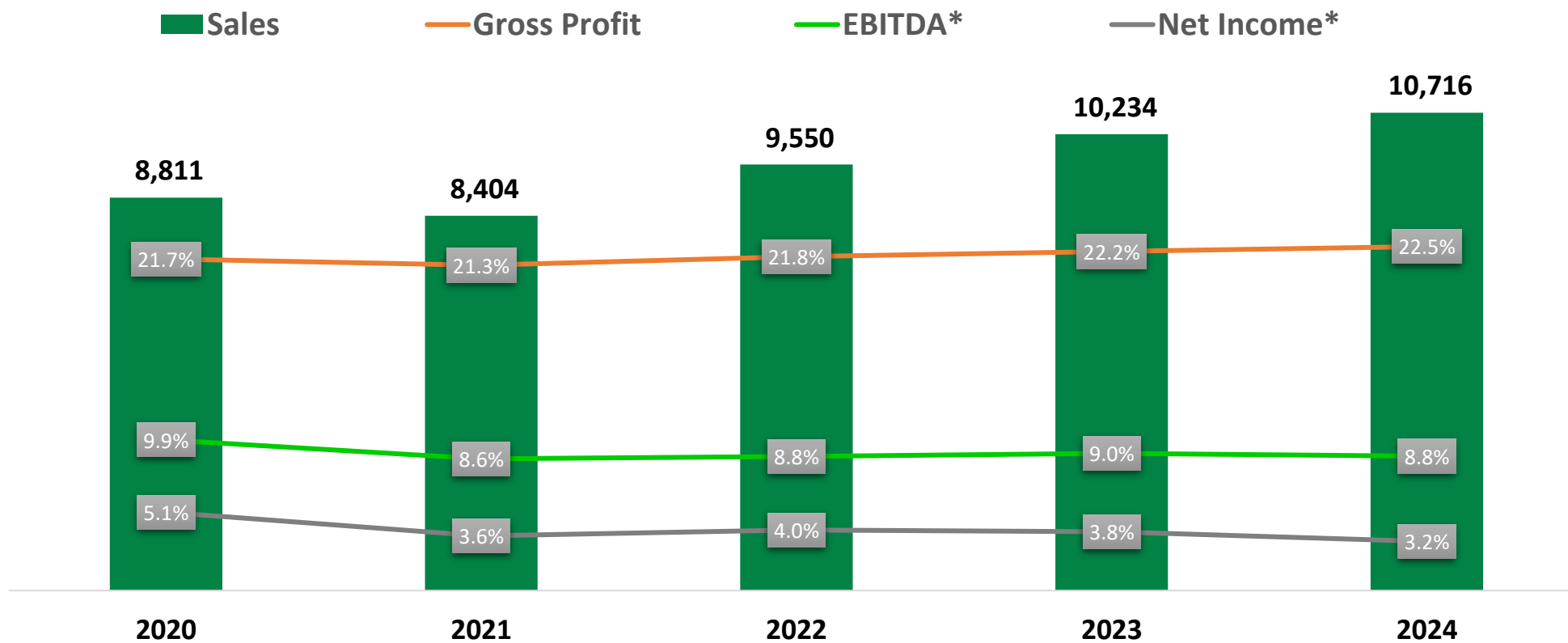
Balance Sheet Highlights

In SAR Million	31 Dec 2020	31 Dec 2021	31 Dec 2022	31 Dec 2023	31 Dec 2024
Non-current assets	3,602	3,820	3,802	4,526	5,416
Current Assets	1,363	1,302	1,911	1,517	1,587
TOTAL ASSETS	4,965	5,122	5,713	6,043	7,003
Shareholders Equity	1,524	1,368	1,407	1,358	1,331
Non-controlling interest	44	37	37	42	42
Non- current liabilities	1,452	1,582	1,824	2,198	2,663
Current Liabilities	1,945	2,135	2,445	2,445	2,967
TOTAL LIABILITIES & EQUITY	4,965	5,122	5,713	6,043	7,003

Cash Flow Highlights – Annual

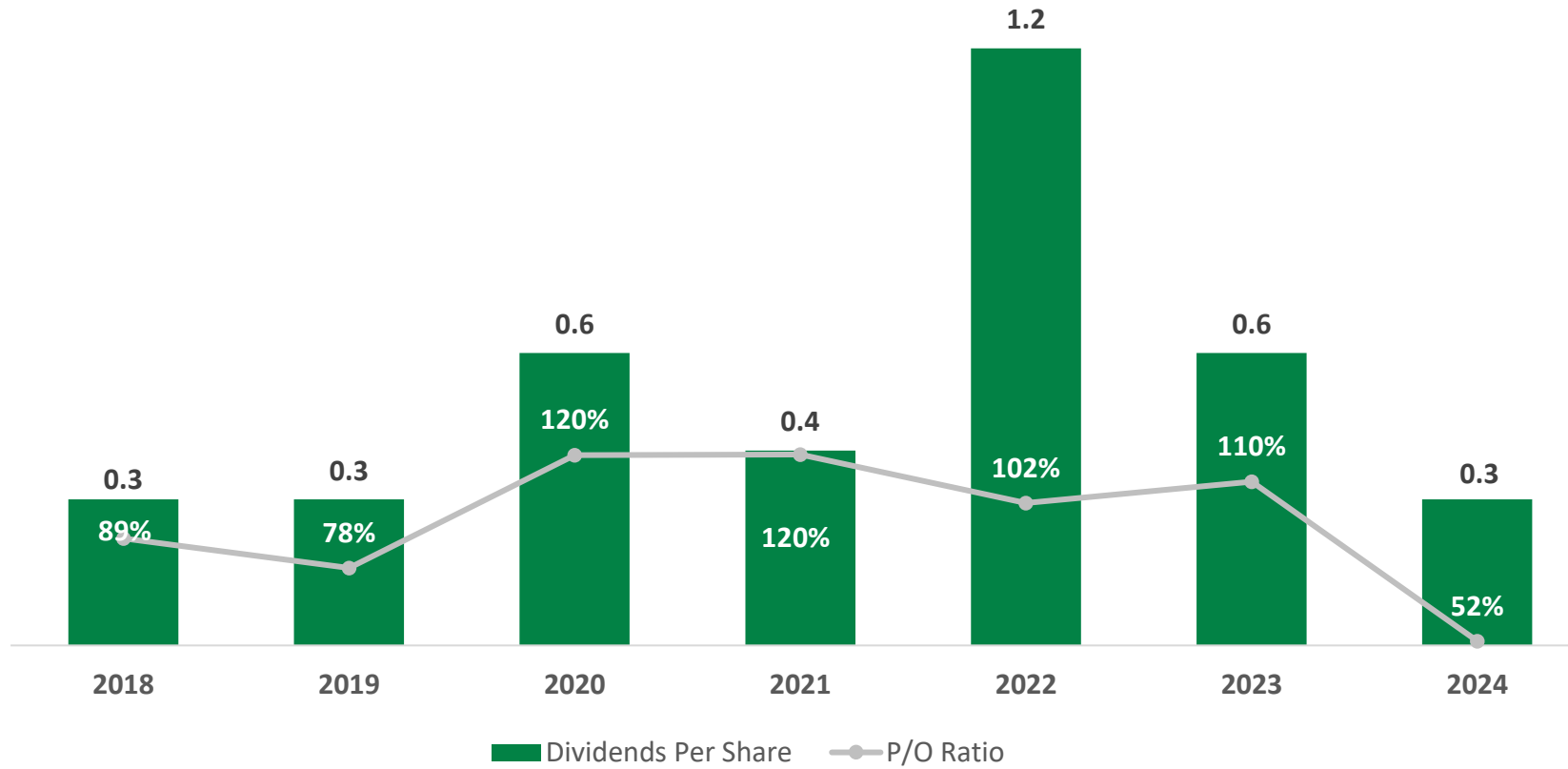
In SAR Million	2020	2021	2022	2023	2024
Cash generated from (used in) operating activities	887	835	1,023	716	946
Cash generated from (used in) investing activities	(114)	(274)	360	(64)	(525)
Free Cash Flow	773	561	1,383	652	421
Cash generated from (used in) financing activities	(758)	(656)	(1,254)	(784)	(518)
Net Change in Cash & Cash Equivalents	15	(95)	129	(132)	(97)

Financial Highlights – Annual

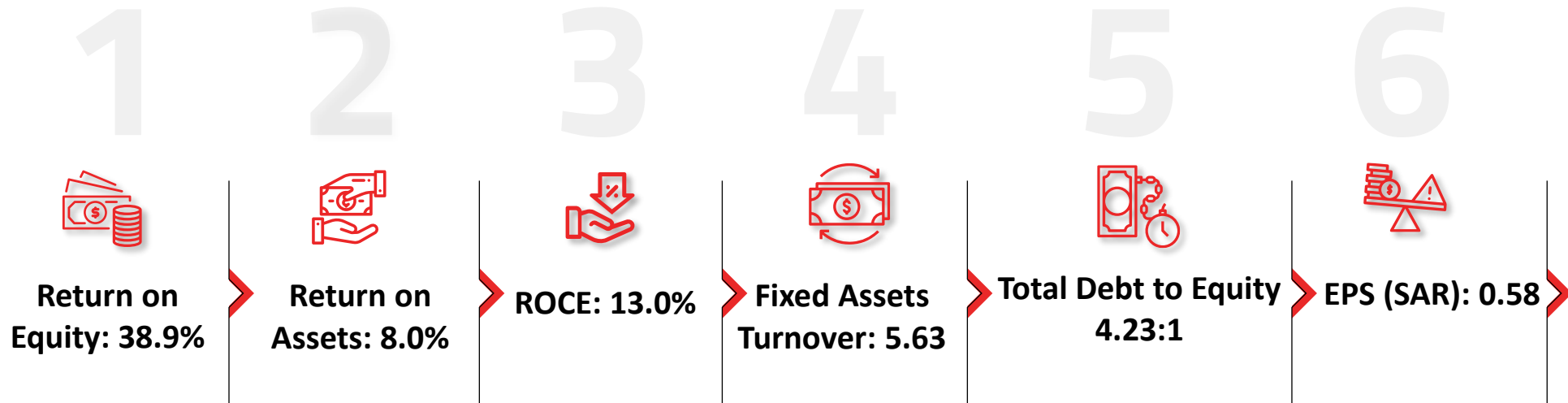


* Normalized EBITDA & Net Income.

Cash Dividends 2018 - 2024



Key Financial Indicators – Annual





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THANK YOU