



# Abdullah Al-Othaim Markets Company (OMC)

## Investors' Presentation Q3/2021

# Abdullah Al-Othaim Markets Company (OMC)

## Profile Summary

Abdullah Al-Othaim Markets Company is a Saudi joint stock company listed on Tadawul security exchange market.

Currently is operating in Saudi Arabia and Egypt.

In May 13, 2020, the Company was added to MSCI Saudi Arabia Standard Index.

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

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

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.

OMC is working as part of a strategy designed to increase the base of its branches to cover all regions of the Kingdom, and to enable them to provide outstanding services to clients on a wide geographical distribution, as well as providing all the needs and desires to be accessible to everyone.

# Key information

Legal Structure	Saudi Joint Stock Company
Paid up Capital	SAR 900 million
Number of Shares	90 million
Market Capitalization	SAR 10.1 billion - USD 2.7 billion
Board size	9 members
Board Committees	Executive, Audit, Compensation and Nominations
Trading on Tadawul	Since 2008
Headquarters	Riyadh City
No. of Employees	+15K

# Abdullah Al-Othaim Markets Company (OMC) - Snapshot



## Retail Division:

- **296** stores with a total of sales area **500.5** thousands Sq. m, located across **KSA** and **Egypt**.
  - **251** stores with a total of **476.3** thousands Sq. m , located across **KSA**.
  - **45** stores with a total of **24.2** thousands Sq. m, located across **Egypt**.
- Contribution to Total Sales is **89.38% (Q3/2021)**

## Wholesale Division:

- **10** stores with a total of **16.2** thousands Sq. m, located across **KSA**.
- Contribution to Total Sales is **10.62 % (Q3/2021)**

## Growth

- Growth in number of stores (Q3/2020 – Q3/2021) is **6.62%**.
- Growth in area of stores (Q3/2020 – Q3/2021) is **4.73%**.

# Our Presence



Format	Riyadh Province	Gassim Province	Tabuk Province	Eastern Province	Aseer Province	Ajof Province	Northern Province	Jizan Province	Najran Province	Hael Province	Makka Province	Madina Province	Total	%	EGYPT
Hypermarket	3	0	0	2	0	0	1	0	0	1	0	0	7	2.7%	
Supermarket	96	18	3	25	19	5	3	7	3	1	13	4	197	75.5%	45
Corner	43	1	0	1	0	0	1	0	0	0	1	0	47	18.0%	
Wholesale	7	1	0	1	1	0	0	0	0	0	0	0	10	3.8%	
<b>Total</b>	<b>149</b>	<b>20</b>	<b>3</b>	<b>29</b>	<b>20</b>	<b>5</b>	<b>5</b>	<b>7</b>	<b>3</b>	<b>2</b>	<b>14</b>	<b>4</b>	<b>261</b>	<b>100.0%</b>	<b>45</b>
%	57%	8%	1%	11%	8%	2%	2%	3%	1%	1%	5%	2%	100%		
Cities	19	11	1	7	10	4	4	7	2	1	6	2	74		1

# Stores Breakdown



	Saudi Arabia					Egypt		
Year	Hyper-markets	Super-markets	Corner	Wholesale	Total	SQMs/ Year Thousands	Super-markets	SQMs/ Year Thousands
31/12/2016	9	113	28	9	159	288.5	12	8.9
31/12/2017	9	139	29	10	187	352.2	33	18.4
31/12/2018	8	158	37	11	214	401.6	41	22.1
31/12/2019	8	181	42	11	242	456.2	42	22.5
31/12/2020	7	189	44	10	250	473.4	44	23.4
30/09/2021	7	197	47	10	261	492.5	45	24.1
<b>SQMs/Format Thousands</b>	<b>35.4</b>	<b>415.4</b>	<b>25.5</b>	<b>16.2</b>			<b>24.1</b>	

## Numbers of Stores



# Quick glance



- OMC reported Q3 2021 results with revenues of SAR **6,265 Mn** (**-7.41%**YoY), Q3 2021 Net income was SAR **150 Mn** (**-47.2%**YoY).
- In addition to retail sales revenue, revenue from rental activity amounted to **102.3 Mn**.
- Sales decreased by **-7.41%**, vs the third quarter of 2020, where the first half of previous year witnessed high demand for buying as a precaution to the preventive measures to limit the Corona virus outbreak. In addition to the high demand before raising VAT on 01/07/2020.
- 13 new stores were opened in 2021 in KSA , where the management plan the company will add 24 stores in 2021 in KSA.

# Income Highlights Q3(YTD)



In SAR Million	3Q2017	3Q2018	3Q2019	3Q2020	3Q2021
Sales	5,260	5,565	6,067	6,767	6,265
<b>Gross profit</b>	<b>995</b>	<b>1,056</b>	<b>1,181</b>	<b>1,383</b>	<b>1,220</b>
EBIT	300	205	256	346	212
Interest	(12.7)	(3.5)	(47.2)	(50.9)	(53.8)
Zakat	(5.5)	(5.5)	(6.2)	(9.2)	(7.2)
<b>* Net income from continuing operations</b>	<b>284</b>	<b>200</b>	<b>208</b>	<b>287</b>	<b>150</b>

\* Performance was significantly affected by the precautionary measures taken by the government against the outbreak of Covid-19.



# Balance Sheet Highlights



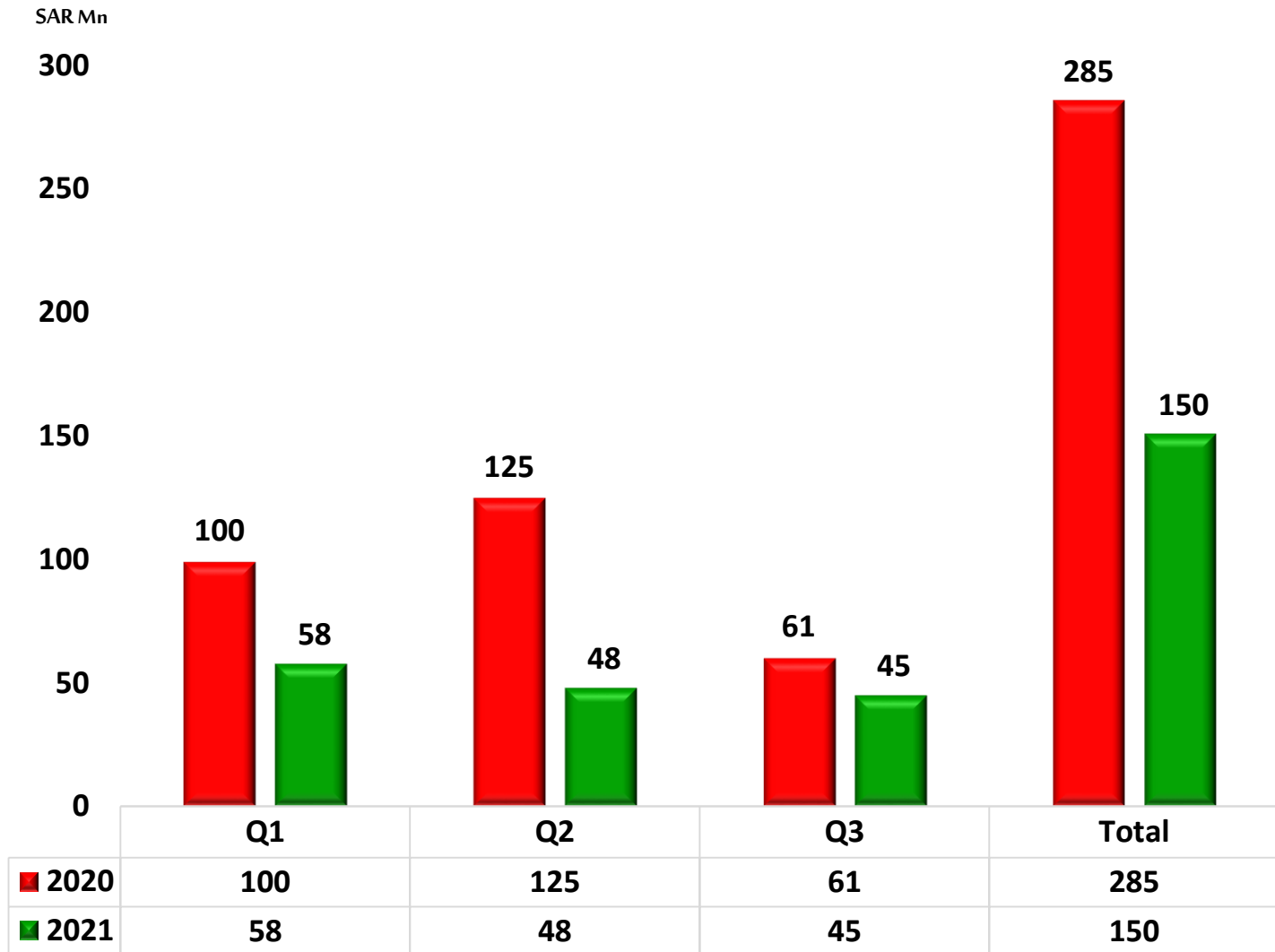
In SAR Million	2017	2018	2019	2020	3Q2021
Non-current assets	2,182	2,332	3,478	3,602	3,730
Current Assets	1,165	1,316	1,288	1,363	1,320
<b>TOTAL ASSETS</b>	<b>3,347</b>	<b>3,648</b>	<b>4,766</b>	<b>4,965</b>	<b>5,050</b>
Shareholders Equity	1,495	1,660	1,487	1,524	1,220
Non-controlling interest	33	40	38	44	36
Non- current liabilities	176	121	1,273	1,451	1,606
Current Liabilities	1,643	1,827	1,968	1,945	2,188
<b>TOTAL LIABILITIES &amp; Equity</b>	<b>3,347</b>	<b>3,648</b>	<b>4,766</b>	<b>4,965</b>	<b>5,050</b>

# Cash Flow Highlights Q3 (YTD)

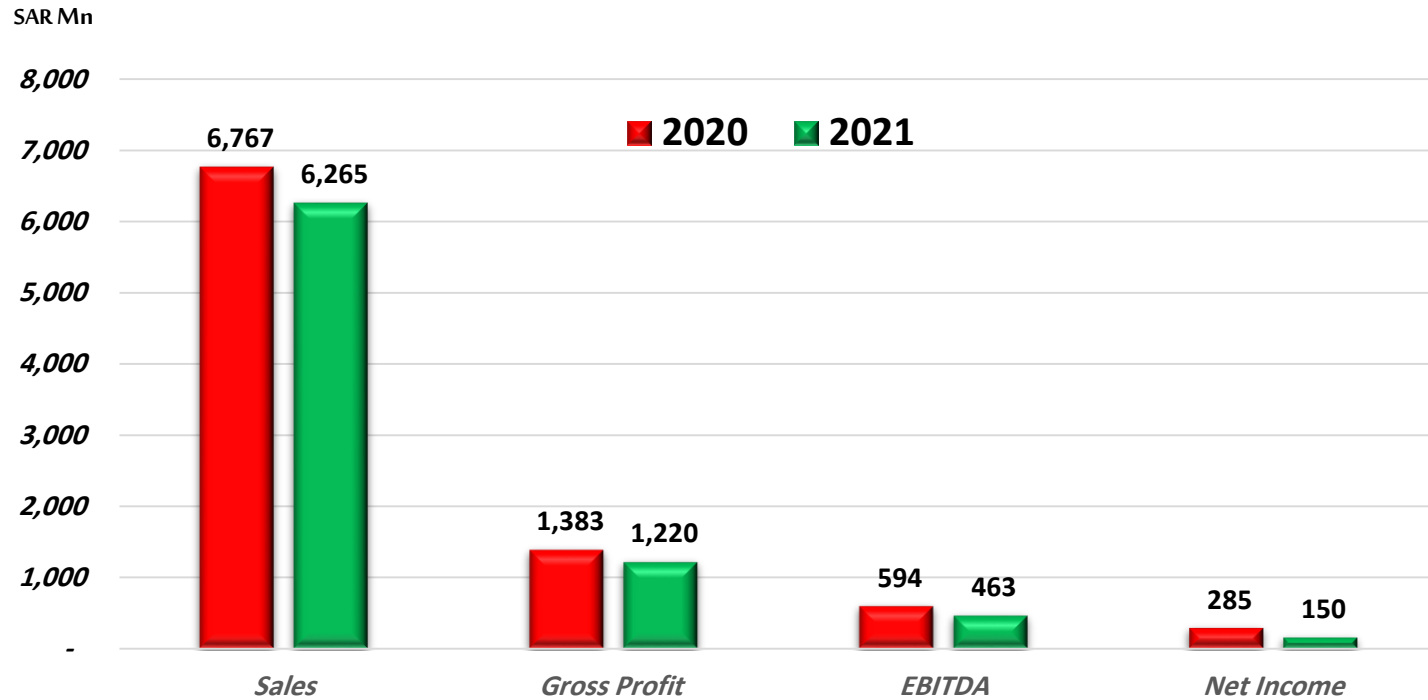


Q3 In SAR Million	3Q2017	3Q2018	3Q2019	3Q2020	3Q2021
Cash provided from or (used) in operation activity	301	296	657	665	574
Cash provided from or (used) in investment activities	111	(291)	(155)	(86)	(156)
<b>Free Cash Flow</b>	<b>412</b>	<b>5</b>	<b>503</b>	<b>579</b>	<b>418</b>
Cash provided from or (used) in financing activities	(36)	(77)	(460)	(414)	(459)
<b>Net Change in Cash</b>	<b>376</b>	<b>(72)</b>	<b>43</b>	<b>166</b>	<b>(41)</b>

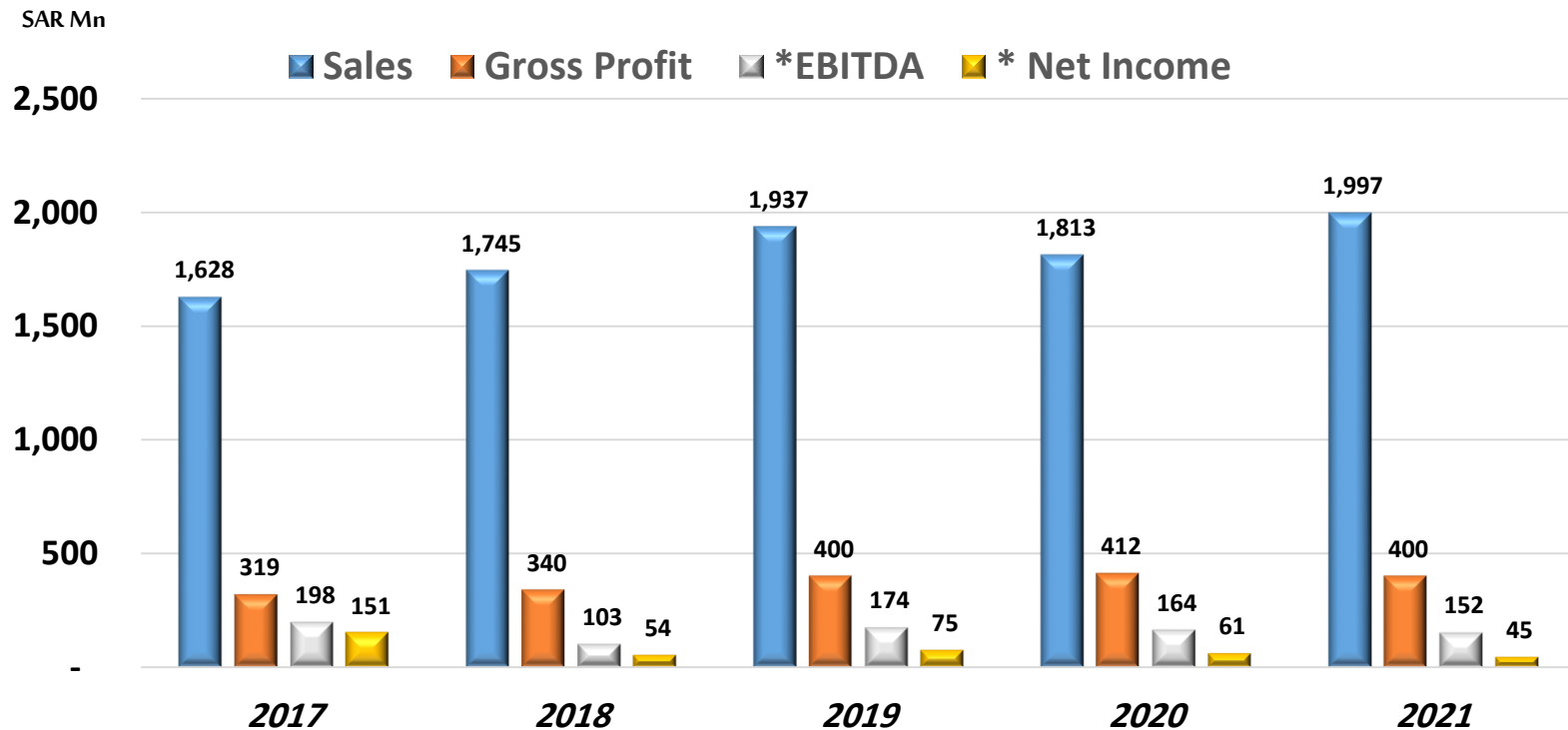
# Quarterly Net Income CY Vs. LY



# Consolidation Financial Highlights - YoY

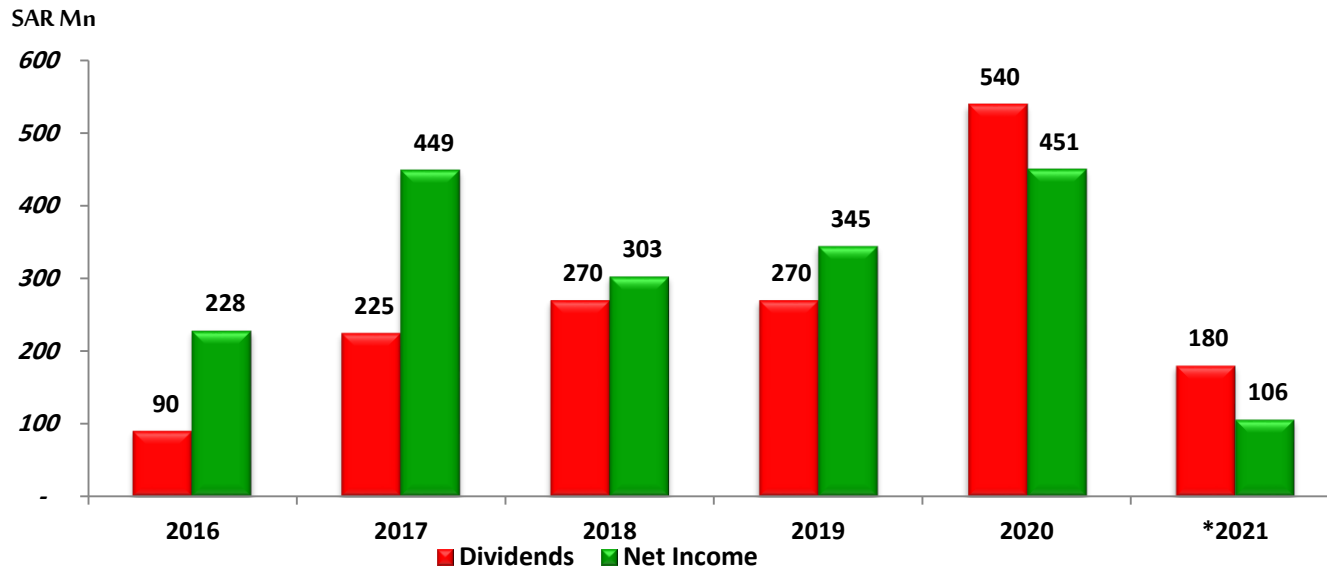


# Consolidation Financial Highlights – past 5 years (YoY)



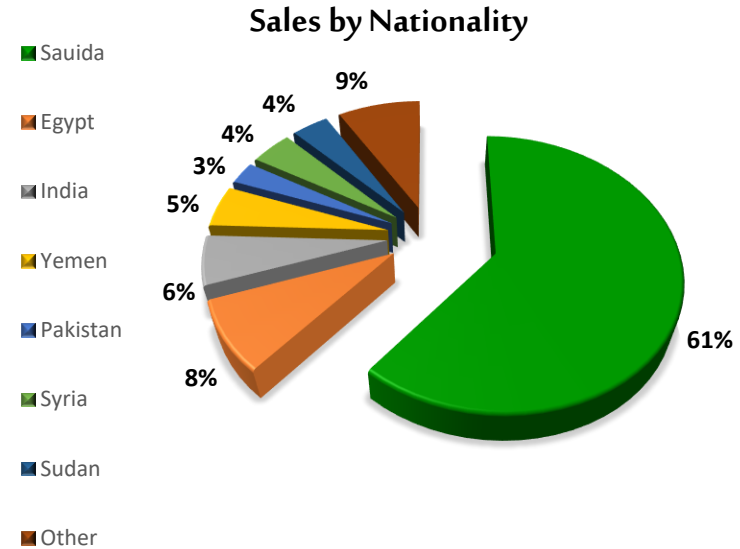
\* Normalized EBITDA & Net Income.

# Dividends Vs. Net Income (YTD)

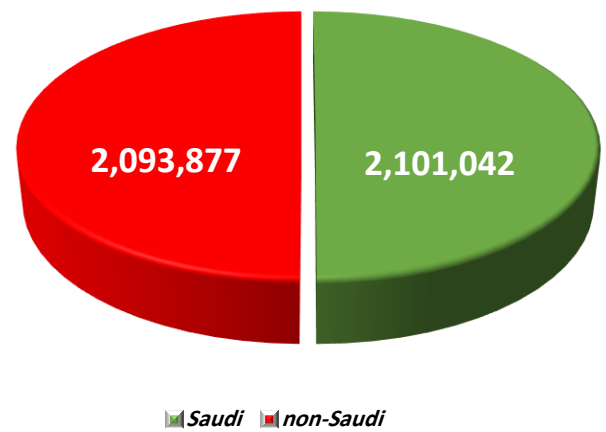


\* 2021 for the first half .

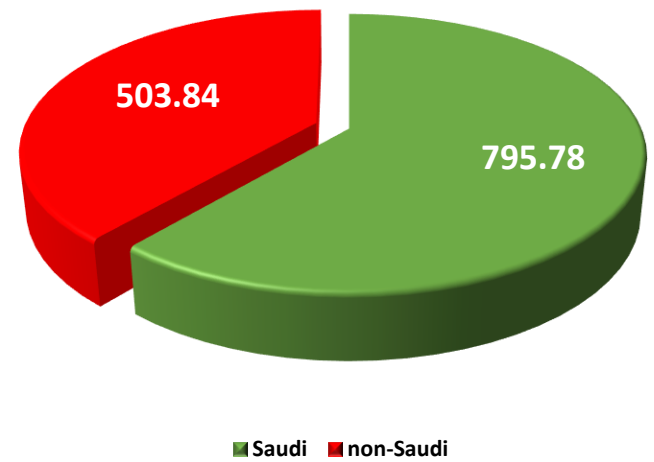
# Loyalty program (IKTISSAB)



Number of customers



Sales value – Mn SAR



# Highlights on Othaim Markets KSA Q3/2021



<b>Statics</b>	<b>% YoY</b>	<b>SAR</b>
Sales growth %	<b>-7.41%</b>	
LFL sales growth %	<b>-8.73%</b>	
No. of IKTISAB customers growth Q3 vs Q2 (%)	<b>2%</b>	
No. of transaction growth Q3 vs Q2(%)	<b>2.68%</b>	
Basket size growth for Retail %	<b>-3.2%</b>	
Basket value for Retail (SAR)		<b>97</b>
Q3/2021 Revenue / Sqm (SAR)		<b>13,840</b>



# Key Financial Indicators Q3/2021



<b>Return on Equity</b>	<b>11%</b>
<b>Return on Assets</b>	<b>3%</b>
<b>ROCE</b>	<b>7.4%</b>
<b>Fixed Assets turnover</b>	<b>4.49</b>
<b>Debt : Equity</b>	<b>3.1:1.0</b>
<b>Assets growth</b>	<b>1.7%</b>
<b>Shareholders equity growth</b>	<b>-19.9% *</b>
<b>EPS (SAR)</b>	<b>1.67</b>

\*Shareholders equity decreased due to paying SAR 450 Mn dividends.