



ABDULLAH ALOTHAIM MARKETS CO.

Investors' presentation

Q1, 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 fourth in brand share index and is the 17th most valuable brand in the Kingdom in 2017.



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.



Key Information



Legal Structure
Saudi Joint Stock
Company



Paid Up Capital
SAR 900 million



**Number of
Shares**
90 million



**Market
Capitalization***
SAR 10.5 billion
USD 2.8 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 31st March 2022.



Snapshot



Retail Division:

- **312** stores with a total of sales area **528** thousands Sqm, located across KSA and Egypt.
 - **268** stores with a total of **504** thousands Sqm, located across KSA.
 - **44** stores with a total of **24** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **89.39%**.



Wholesale Division:

- **11** stores with a total of **18** thousands Sqm, located across KSA.
- Contribution to Total Sales is **10.61%**.



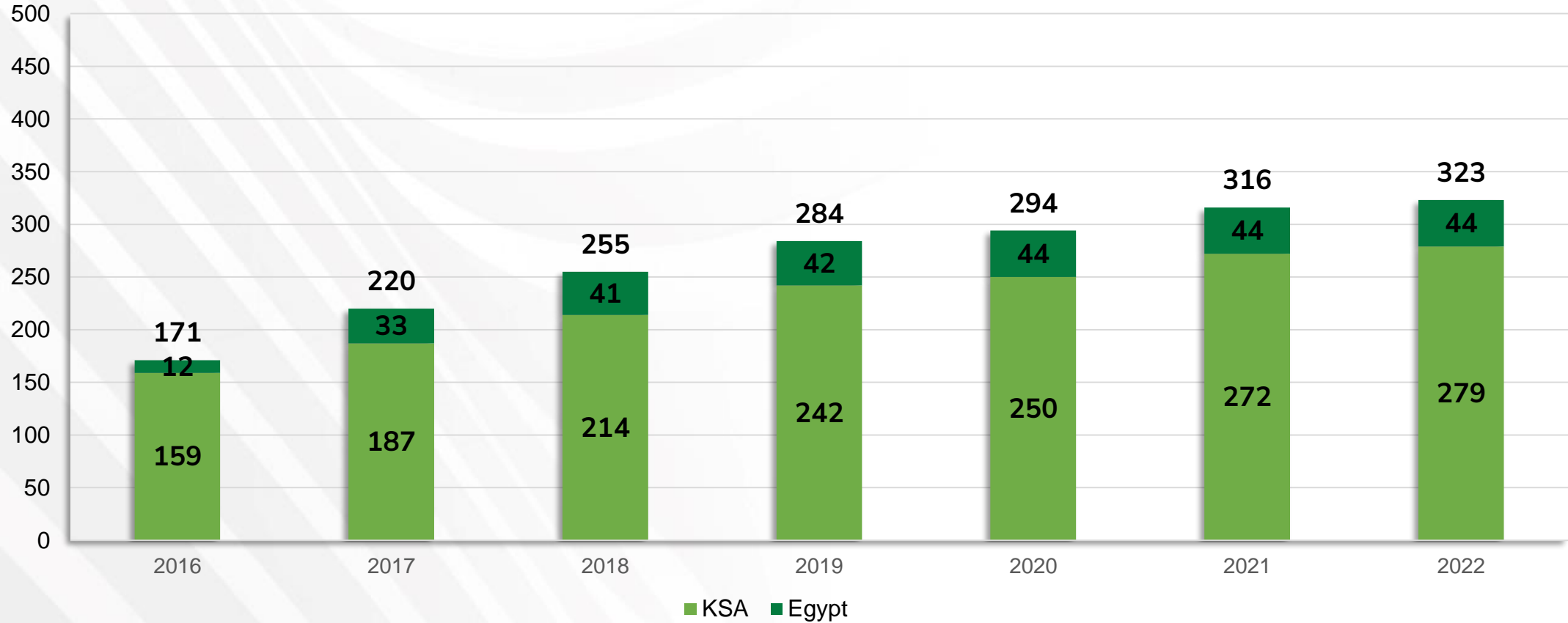
Growth:

- Growth in number of stores (Q1/2021 – Q1/2022) is **7.31%**.
- Growth in area of stores (Q1/2021 – Q1/2022) is **6.81%**.



Store Breakdown

Numbers of Stores

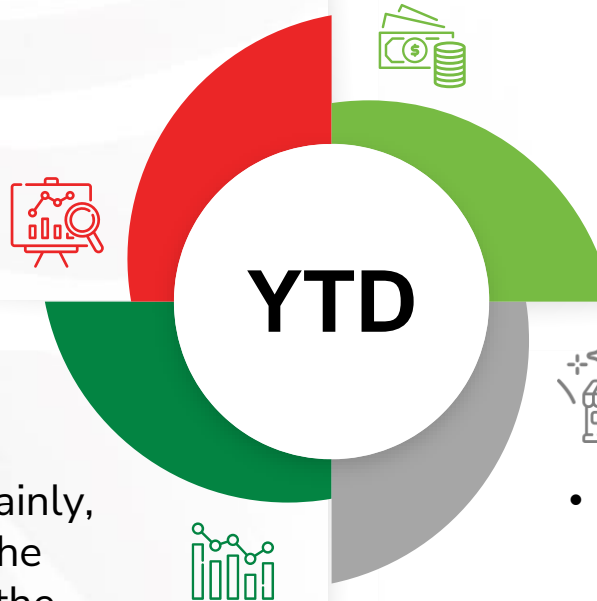




Quick Glance – YTD 2022

- Reported results with sales revenues of SAR **2,462** Mn (**17.42%**YoY).
- Net income was SAR **91** Mn (**58.31%**YoY).

- Sales growth by **17.42%**, which was, mainly, due to the entry of Ramadan season in the first quarter of this year, while last year the season was in the second quarter. 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.
- **9** new stores were opened in Q1,2022 in KSA.



Income Highlights – YTD 2022

In SAR Million	2018	2019	%	2020*	%	2021	%	2022	%
Sales	1,798	1,959	9%	2,379	21%	2,097	-12%	2,462	17%
Gross profit	341	386	13%	459	19%	419	-9%	489	17%
EBIT	70	85	22%	120	42%	77	-36%	112	46%
Interest	(0.3)	(14.3)	4234%	(17.2)	20%	(16.5)	-4%	(17.3)	5%
Zakat	(2.1)	(2.1)	1%	(3.3)	55%	(2.3)	-28%	(3.1)	34%
* Net income from continuing operations	69	71	3%	100	41%	52	-48%	82	57%

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



Balance Sheet Highlights – YTD 2022

Million	2018	2019	2020	2021	2022
Non-current assets	2,182	2,332	3,478	3,602	3,689
Current Assets	1,165	1,316	1,288	1,363	1,992
TOTAL ASSETS	3,347	3,648	4,766	4,965	5,681
Shareholders Equity	1,495	1,660	1,487	1,524	1,279
Non-controlling interest	33	40	38	44	37
Non- current liabilities	176	121	1,273	1,451	1,627
Current Liabilities	1,643	1,827	1,968	1,945	2,738
TOTAL LIABILITIES & EQUITY	3,347	3,648	4,766	4,965	5,681

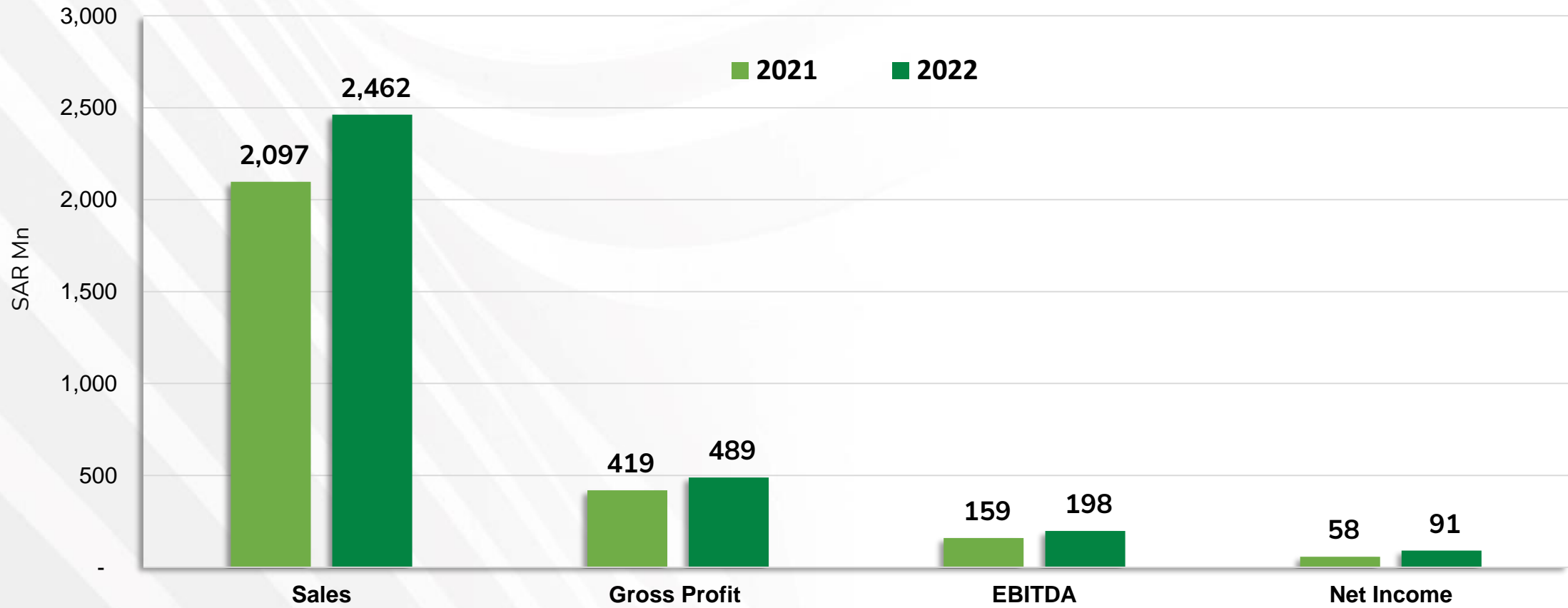


Cash Flow Highlights – YTD 2022

Million	2018	2019	2020	2021	2022
Cash provided from or (used) in operation activity	241	197	544	89	549
Cash provided from or (used) in investment activities	(68)	(40)	(49)	(31)	(138)
Free Cash Flow	172	157	495	58	411
Cash provided from or (used) in financing activities	(136)	(58)	(194)	95	(237)
Net Change in Cash	36	99	302	153	174

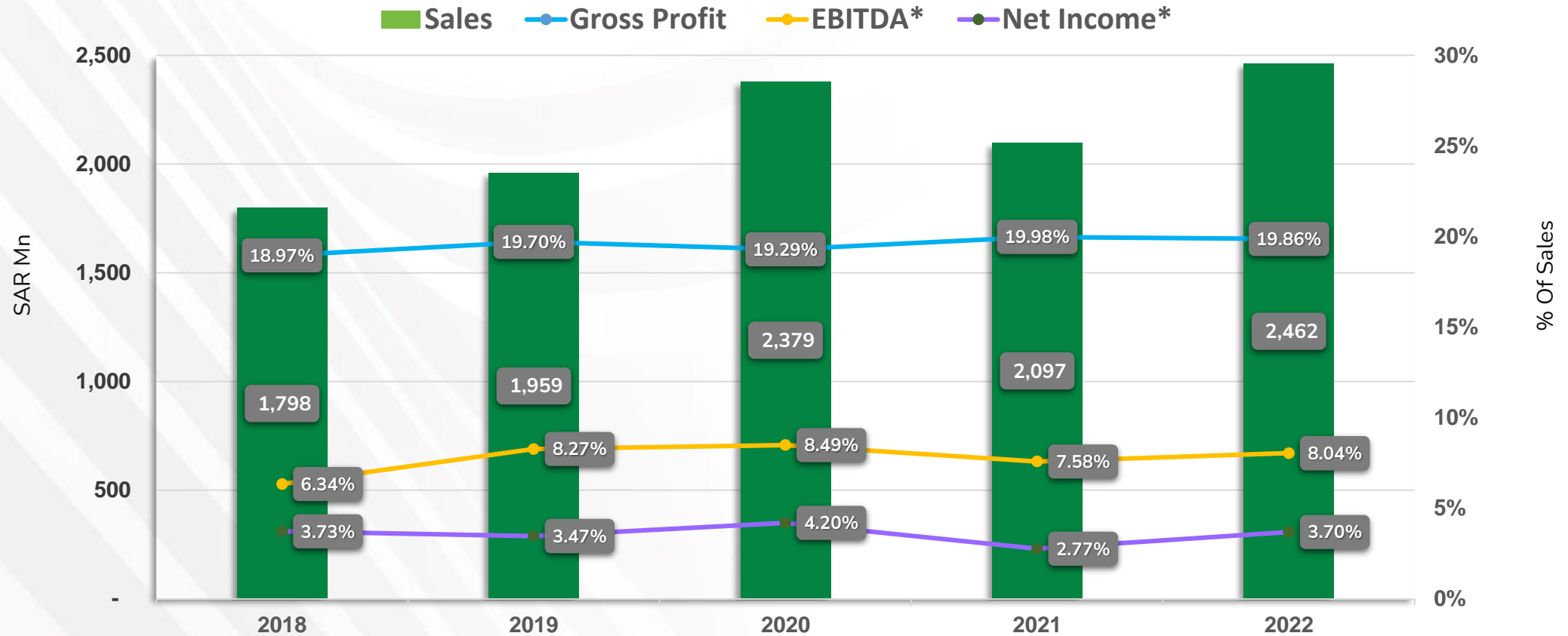


Financial Highlights – YTD 2022





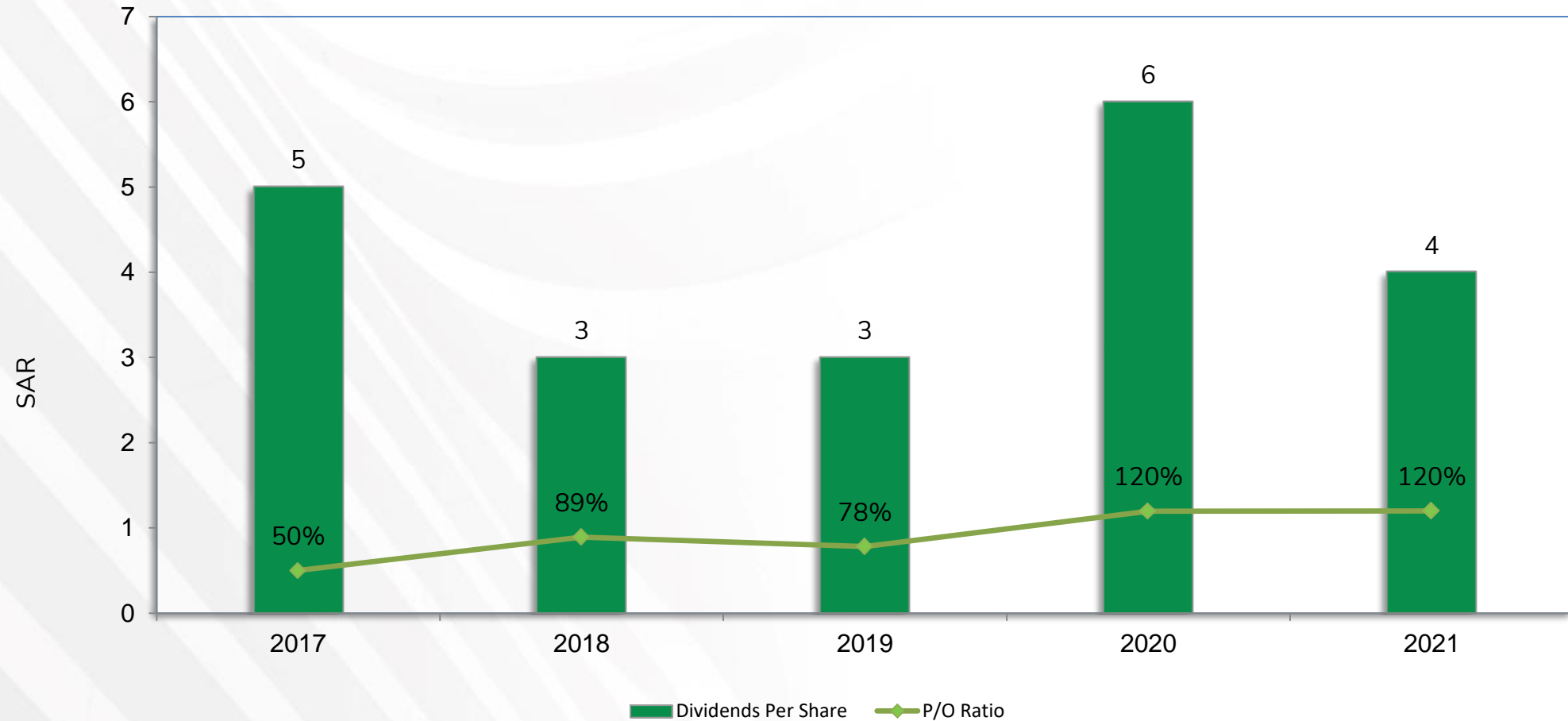
Financial Highlights – Q1 2022



* Normalized EBITDA & Net Income.



Cash Dividends last 5 years



Highlights on Al Othaim Markets KSA – YTD 2022

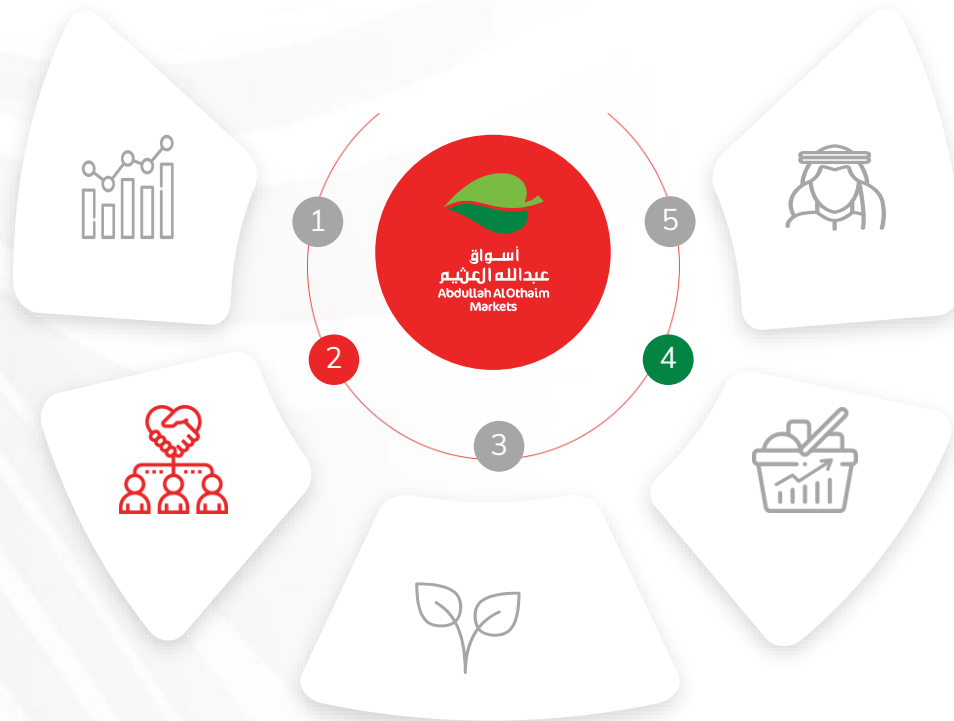
Sales growth: **17.42%**
LFL sales growth: **13.87%**

IKTISSAB customers
growth : **4.24%**

Transactions growth for
Retail: **14.33%**

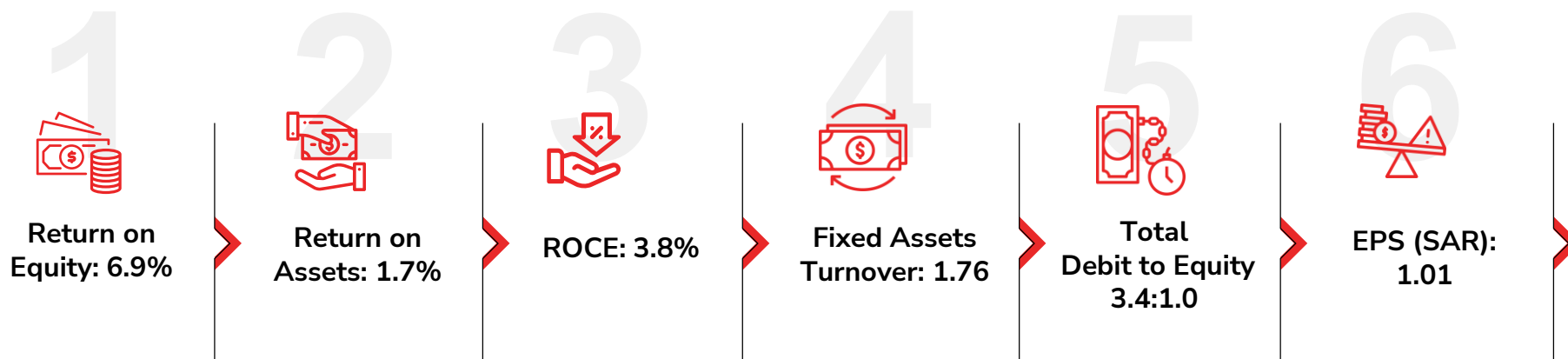
Saudization: **49%**

Basket size growth
for Retail: **2.52%**





Key Financial Indicators – YTD 2022





THANK YOU