



العثيم  
Othaim  
منكم وفيكم

**ABDULLAH ALOTHAIM MARKETS CO.**  
**Investors' presentation**  
**Q1, 2024**

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# 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



## Profile Summary



1

Abdullah AIOthaim Markets Company is a Saudi joint stock company listed on Tadawul securities exchange market.



2

Currently is operating in Saudi Arabia and Egypt.



3

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



4

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

## Profile Summary



5

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



6

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.



7

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.



# International Awards



4

RII Innovation in Sustainability Award - Retailer.



5

Most Affordable Supermarket Chain – Grocery Retail – Saudi Arabia 2023.

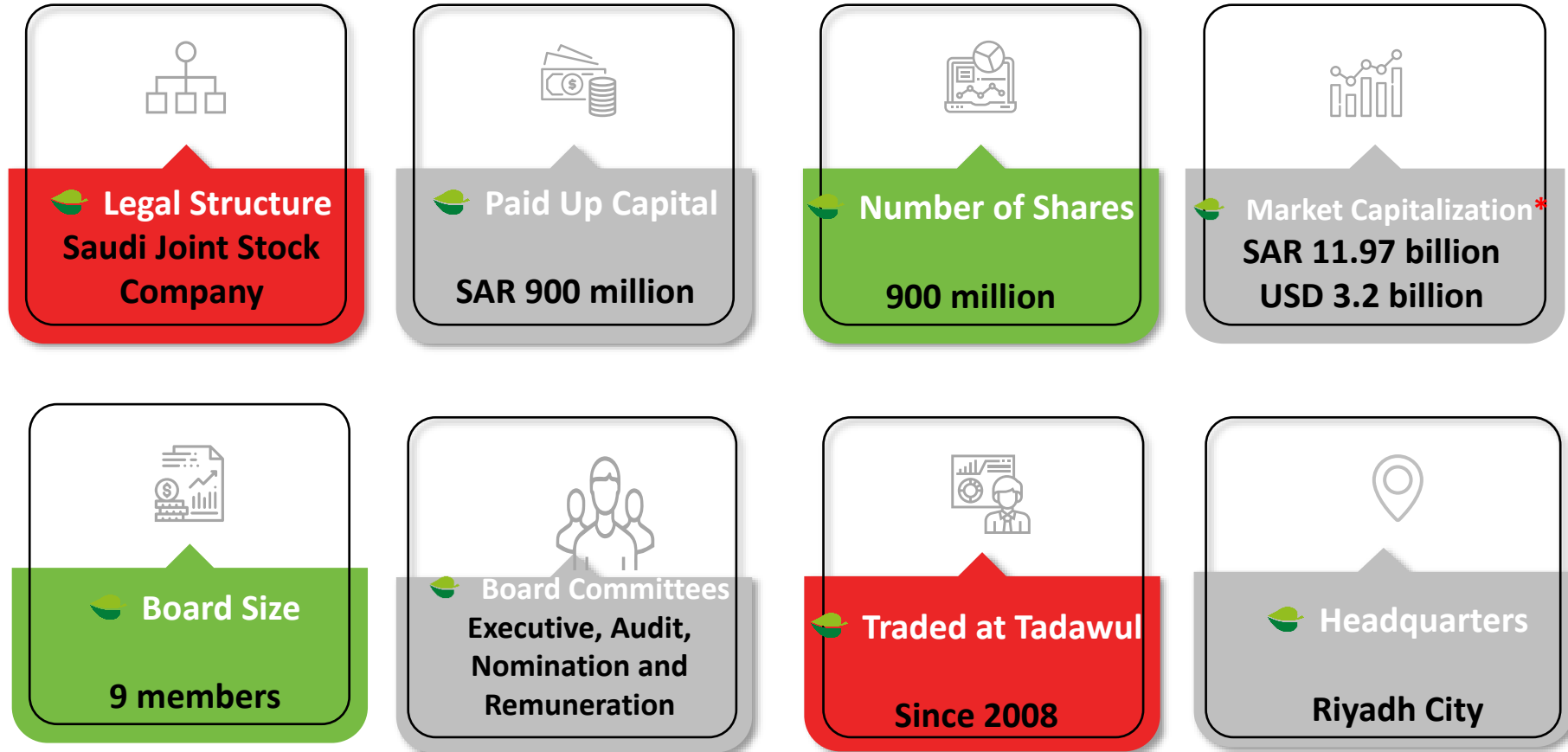


6

Best Customer Centric Loyalty Program Chain – Grocery Retail – Saudi Arabia 2023



## Key Information



\* As of 31 March 2024.



## Snapshot



### Retail Division:

- **407** stores with a total area **651** thousands Sqm, located across KSA and Egypt.
  - **355** stores with a total of **622** thousands Sqm, located across KSA.
  - **52** stores with a total of **29** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **91.9%**, For KSA and Egypt.



### Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **8.1%**. For KSA and Egypt.

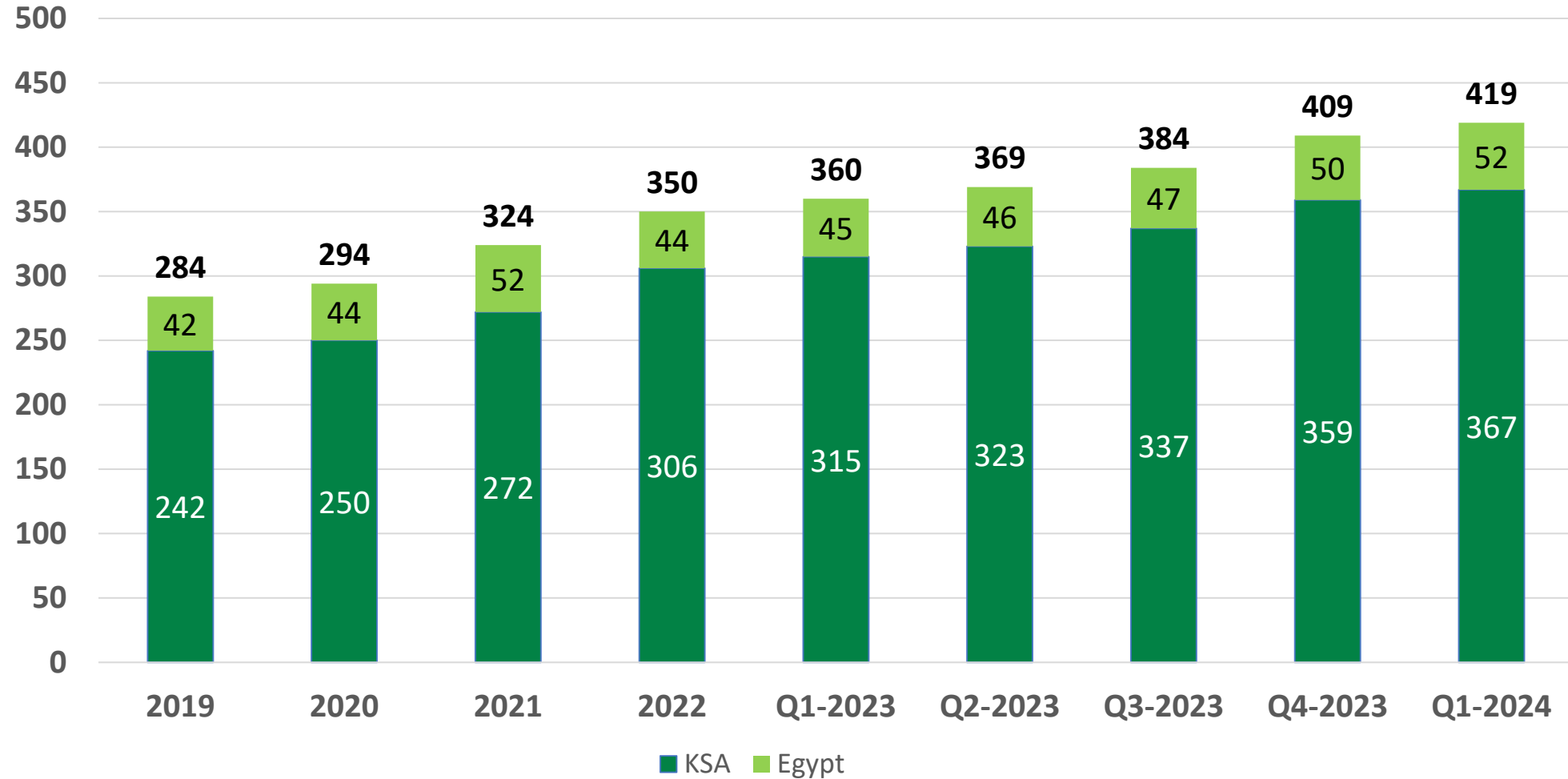


### Growth:

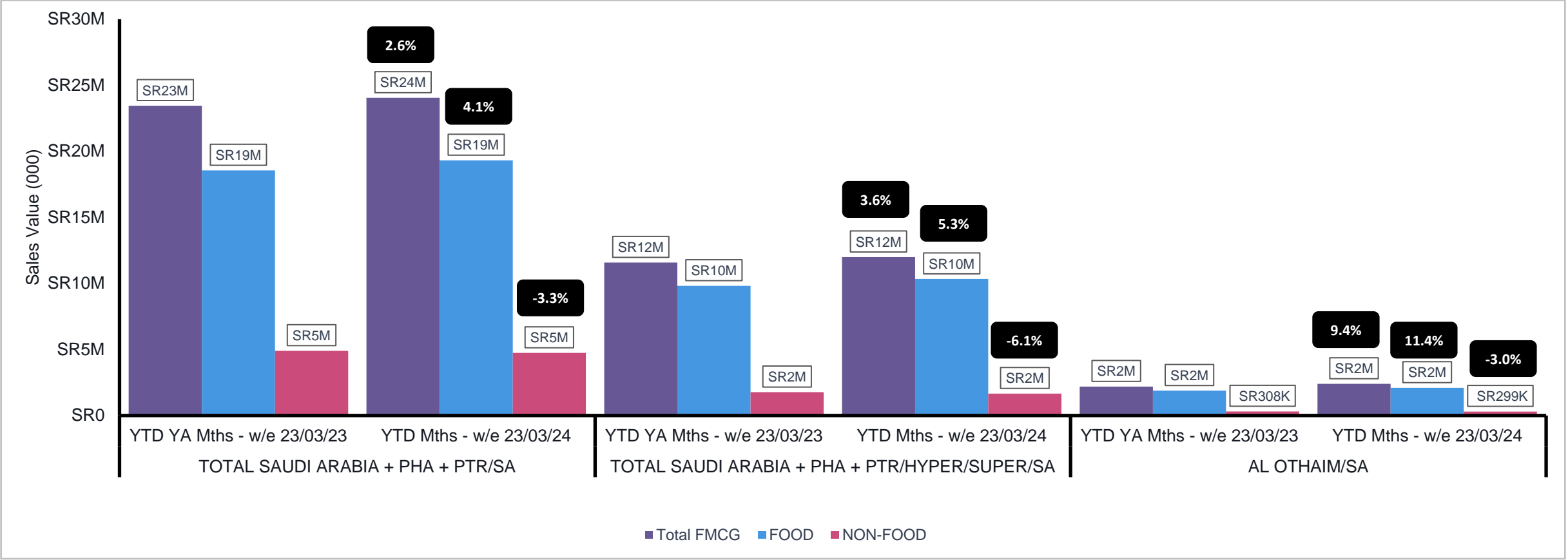
- Growth in number of stores (3-months) is **2.4%**.
- Growth in area of stores (3-months) is **1.3%**.

# Stores Development

## Number of Stores

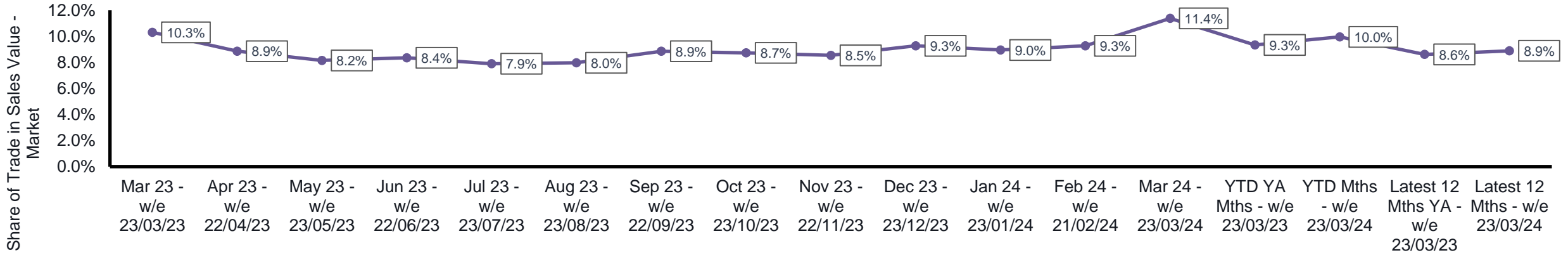


# Retail Sales and Growth for Q1 2024 vs Q1 2023

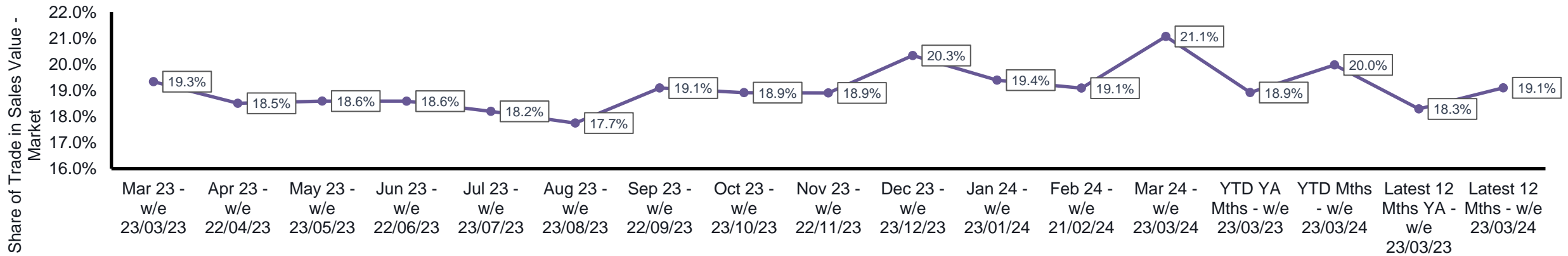


# Market Share

## Othaim Market from All Saudi Markets

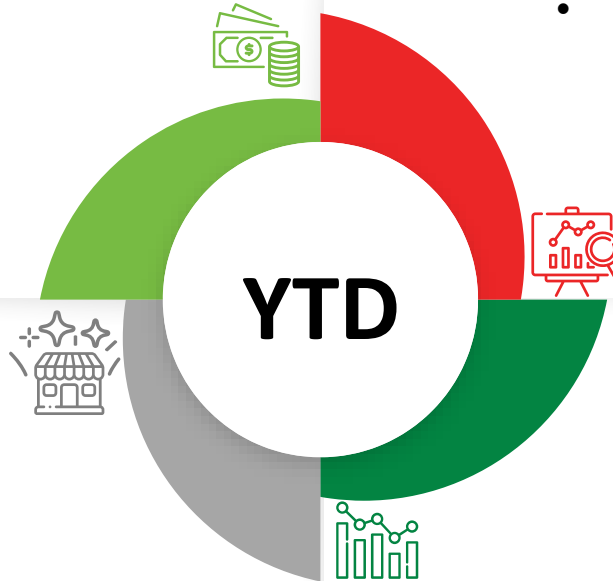


## Othaim Market Share from MT Markets



## Quick Glance – Q1

- Sales growth by **9.03%**, 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 SAR **36 Mn.**

- Net income attributable to shareholders of the company was SAR **116.43 Mn -2.98%** (YoY).

During Q1 2024

- Opened 8 new stores in KSA.
- Opened 2 new stores in Egypt.

## Income Highlights Q1

In SAR Million	*2020	2021	%	2022	%	2023	%	2024	%
Sales	2,379	2,097	-12%	2,462	17%	2,782	13%	3,033	9%
Gross profit	459	425	-7%	507	19%	574	13%	626	9%
EBIT	120	77	-36%	124	62%	150	21%	153	2%
Interest	(17.2)	(16.5)	-4%	(18.5)	12%	(26.3)	42%	(31.5)	20%
Zakat	(3.3)	(2.3)	-28%	(3.4)	45%	(3.6)	6%	(4.7)	31%
Net income	100	58	-42%	102	76%	120	18%	116	-3%

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

## Balance Sheet Highlights

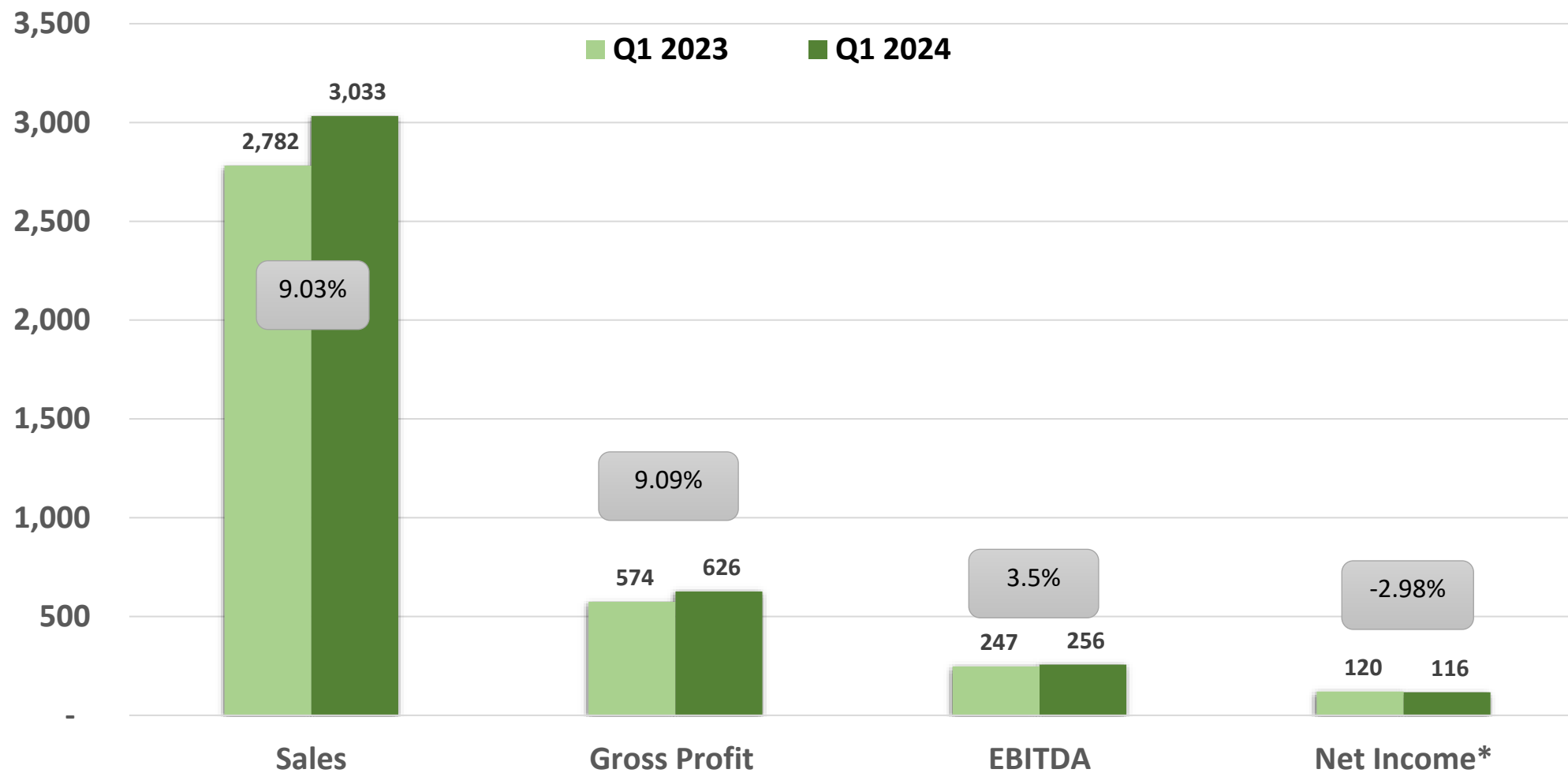
In SAR Million	31 Dec 2020	31 Dec 2021	31 Dec 2022	31 Dec 2023	31 March 2024
Non-current assets	3,602	3,820	3,802	4,526	4,668
Current Assets	1,363	1,302	1,911	1,517	1,985
<b>TOTAL ASSETS</b>	<b>4,965</b>	<b>5,121</b>	<b>5,713</b>	<b>6,044</b>	<b>6,653</b>
Shareholders Equity	1,524	1,368	1,407	1,358	1,197
Non-controlling interest	44	37	37	42	43
Non- current liabilities	1,451	1,581	1,824	2,198	2,240
Current Liabilities	1,945	2,135	2,445	2,445	3,173
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,965</b>	<b>5,121</b>	<b>5,713</b>	<b>6,044</b>	<b>6,653</b>

## Cash Flow Highlights Q1

In SAR Million	2020	2021	2022	2023	2024
Cash provided from (used in) operation activity	544	89	549	536	655
Cash provided from (used in) investment activities	(49)	(31)	(138)	(37)	(133)
<b>Free Cash Flow</b>	<b>495</b>	<b>58</b>	<b>411</b>	<b>498</b>	<b>522</b>
Cash provided from (used in) financing activities	(194)	95	(237)	(324)	(349)
<b>Net Change in Cash</b>	<b>302</b>	<b>153</b>	<b>174</b>	<b>174</b>	<b>174</b>

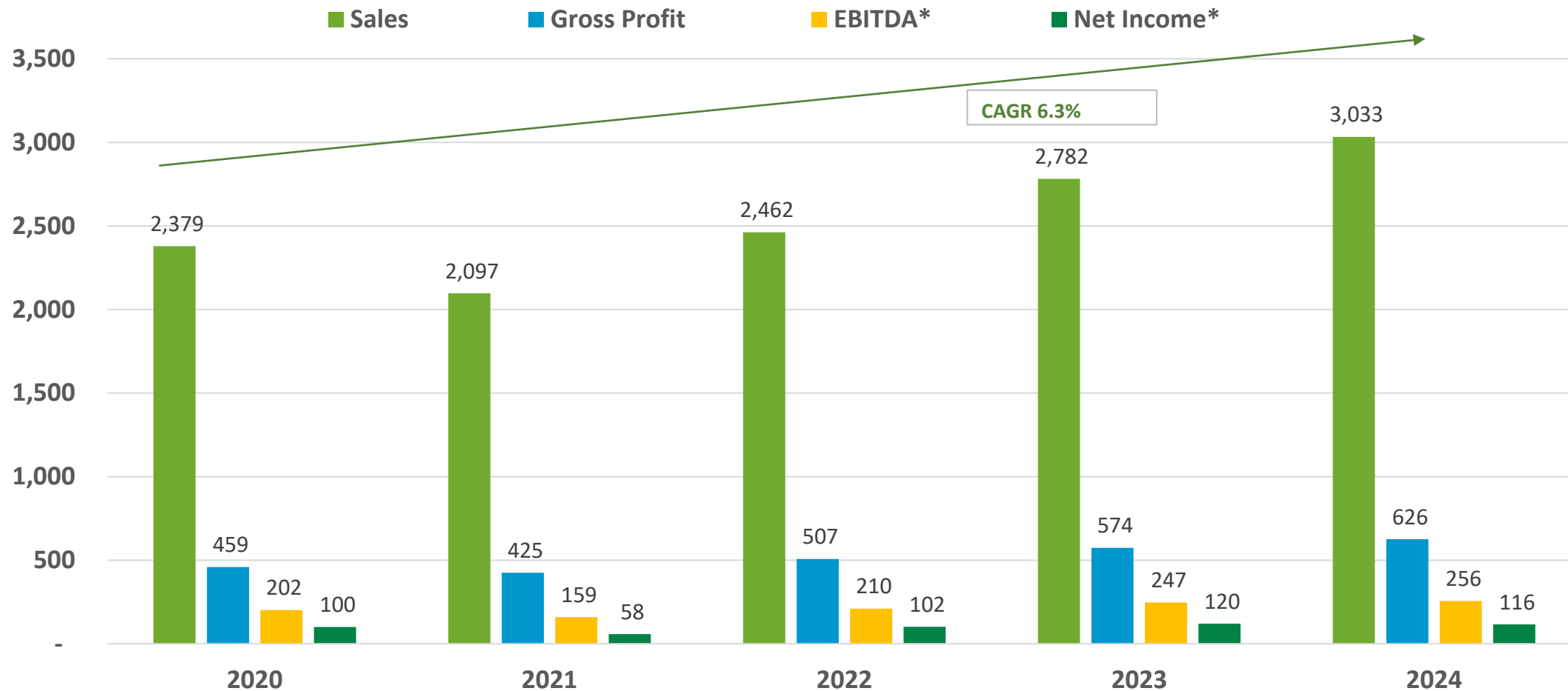


## Financial Highlights – Q1



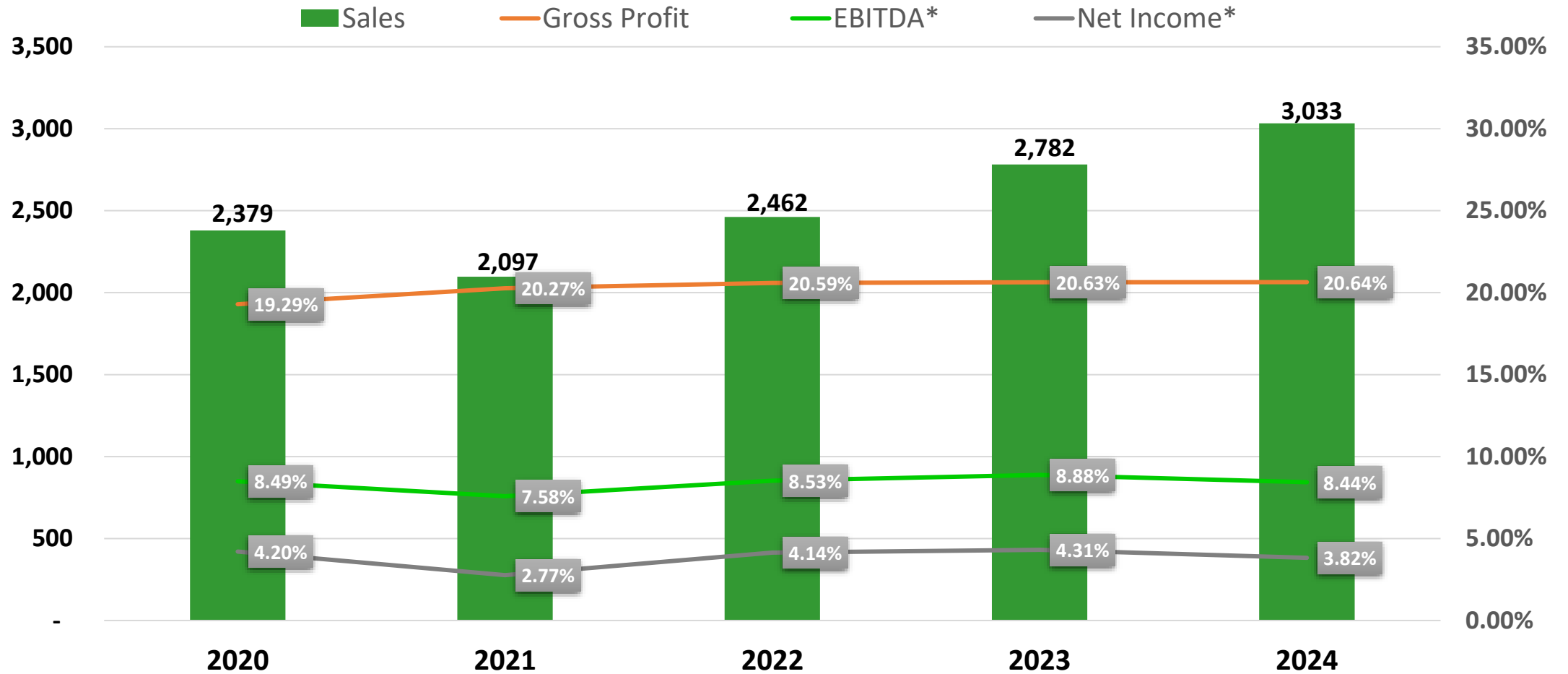
\* Net income attributable to shareholders of the company

## Financial Highlights – Q1



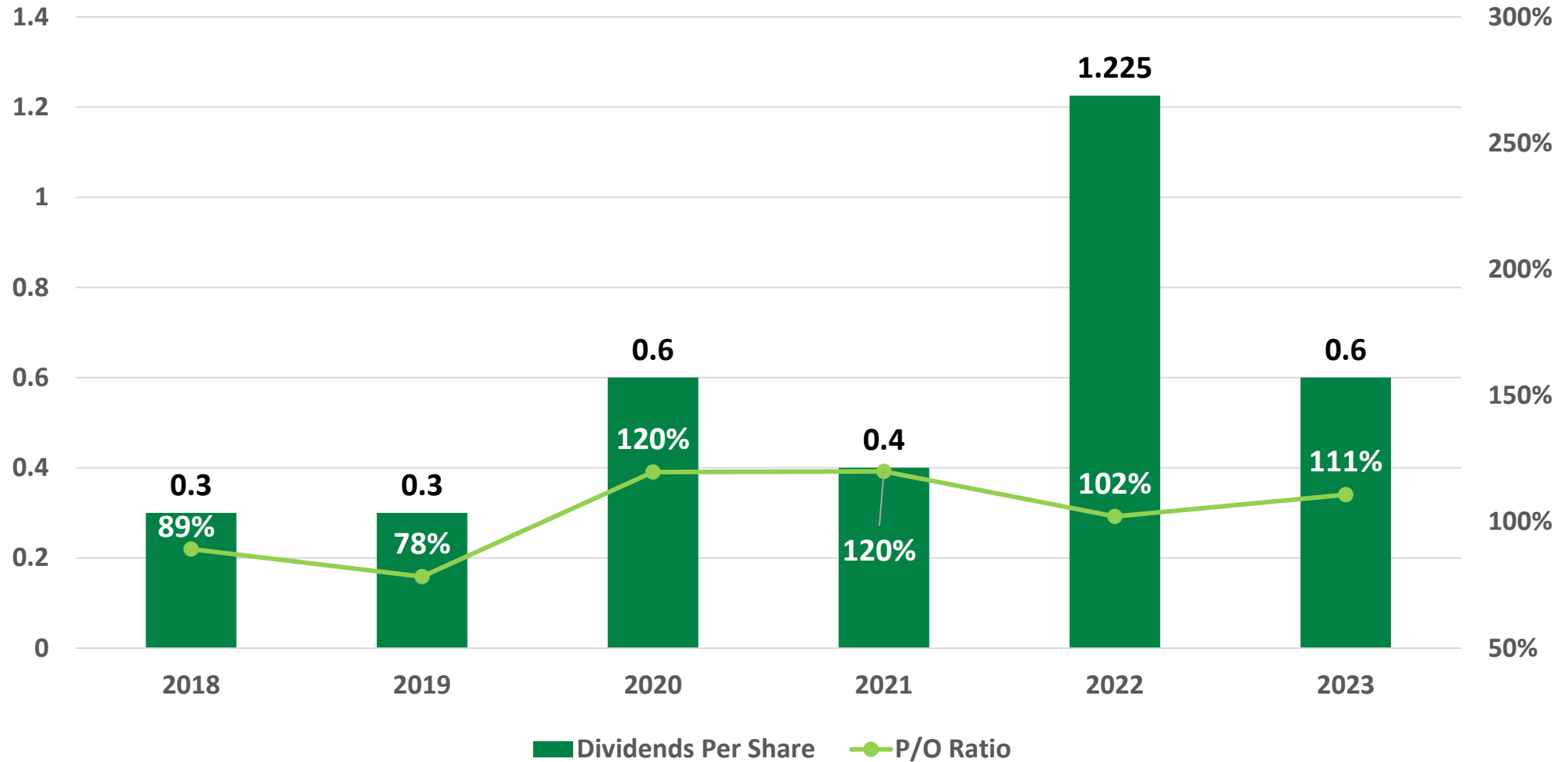
\* Normalized EBITDA & Net Income.

## Financial Highlights – Q1



\* Normalized EBITDA & Net Income.

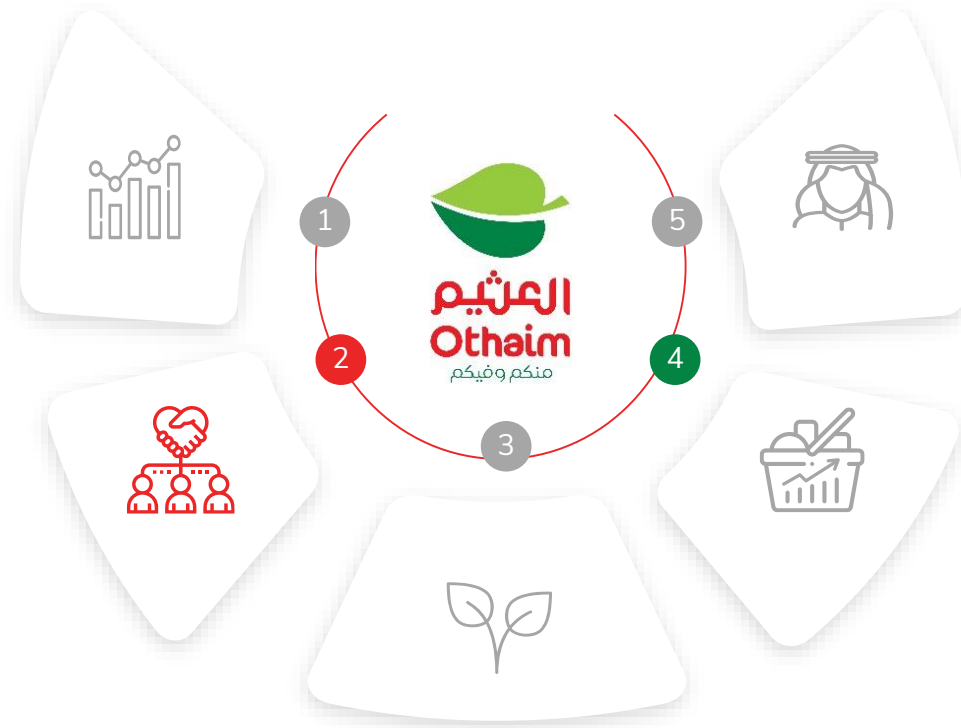
## Cash Dividends 2018 - 2023



## Highlights on Al Othaim Markets KSA – Q1

Sales growth: **9.03%**  
LFL sales growth: **3.16%**

IKTISSAB customers  
growth : **7.42%**

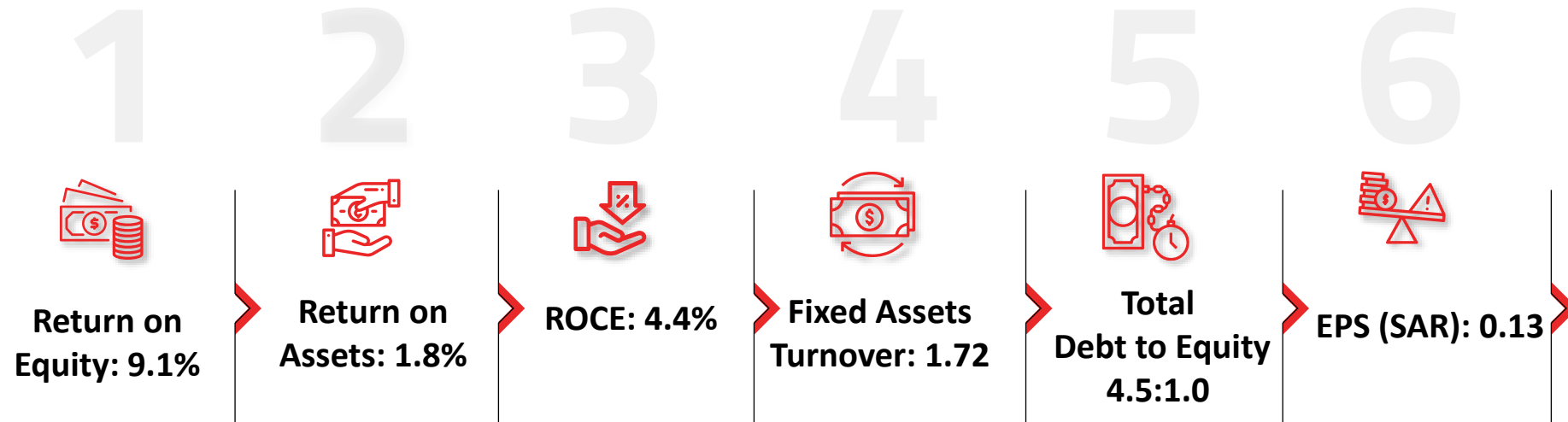


Saudization:  
**49.16%**

Basket size declined  
for Retail: **-6.80%**

Transactions growth  
for Retail: **16.62%**

## Key Financial Indicators – Q1





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THANK YOU