



العثيم  
Othaim  
منكم وفيكم

**ABDULLAH ALOTHAIM MARKETS CO.**  
**Investors' presentation**  
**Q4, 2023**

## Contents

|    |                              |    |  |
|----|------------------------------|----|--|
| 3  | > Profile Summary            | 15 | > Balance Sheet Highlights                       |
| 6  | > International Awards       | 16 | > Cash Flow Highlights Q4 (YTD)                  |
| 9  | > Key Information            | 17 | > Financial Highlights – Q4                      |
| 10 | > Snapshot                   | 18 | > Financial Highlights – Q4                      |
| 11 | > Stores Development         | 19 | > Financial Highlights – Q4 (YTD)                |
| 12 | > Sales Growth               | 20 | > Cash Dividends 2018 - 2023                     |
| 13 | > Quick Glance – Q4 (YTD)    | 21 | > Highlights on Al Othaim Markets KSA – Q4 (YTD) |
| 14 | > Income Highlights Q4 (YTD) | 22 | > Key Financial Indicators – Q4 (YTD)            |



# 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

RLI 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



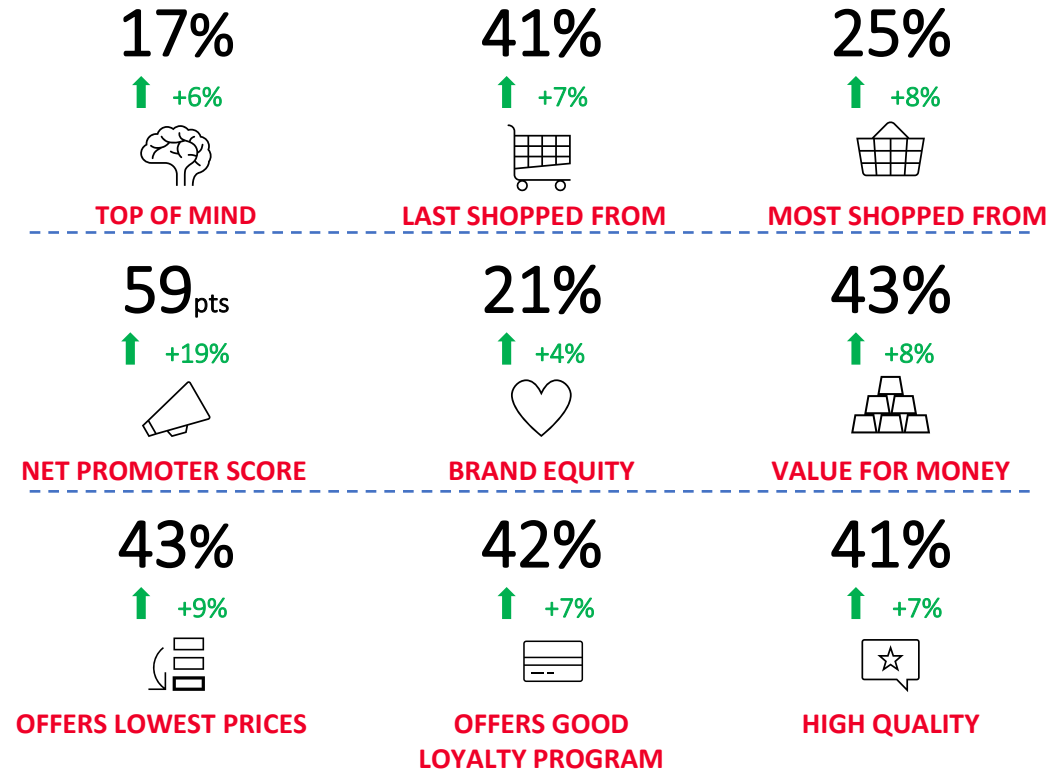
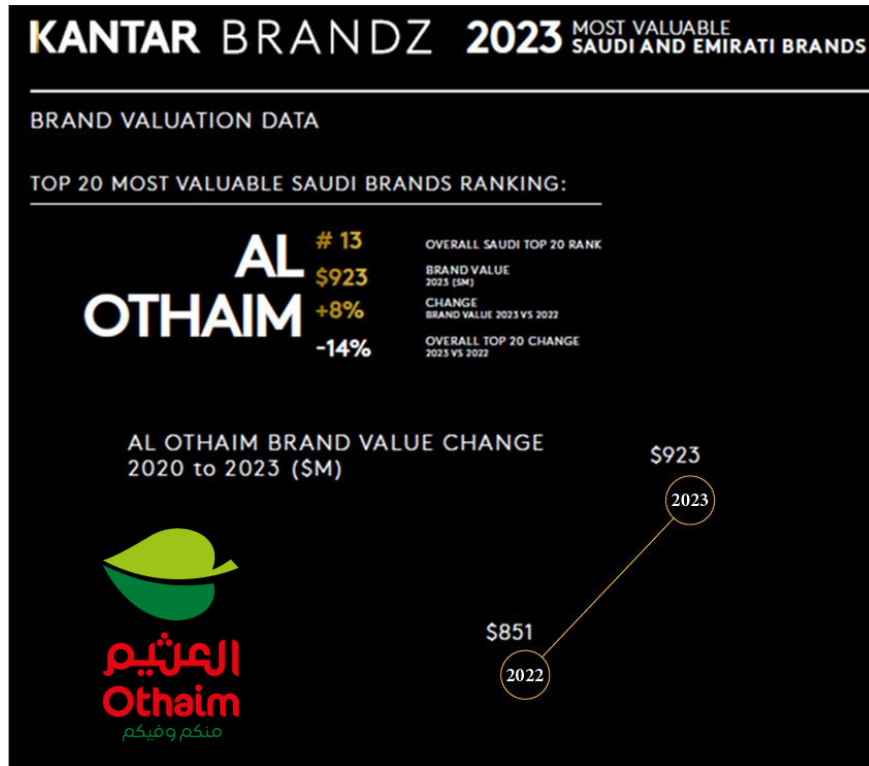


# International Awards

## 7 KANTAR BRANDZ 2023: Alothaim Markets ranked #1 Grocery Retailer Brand in KSA

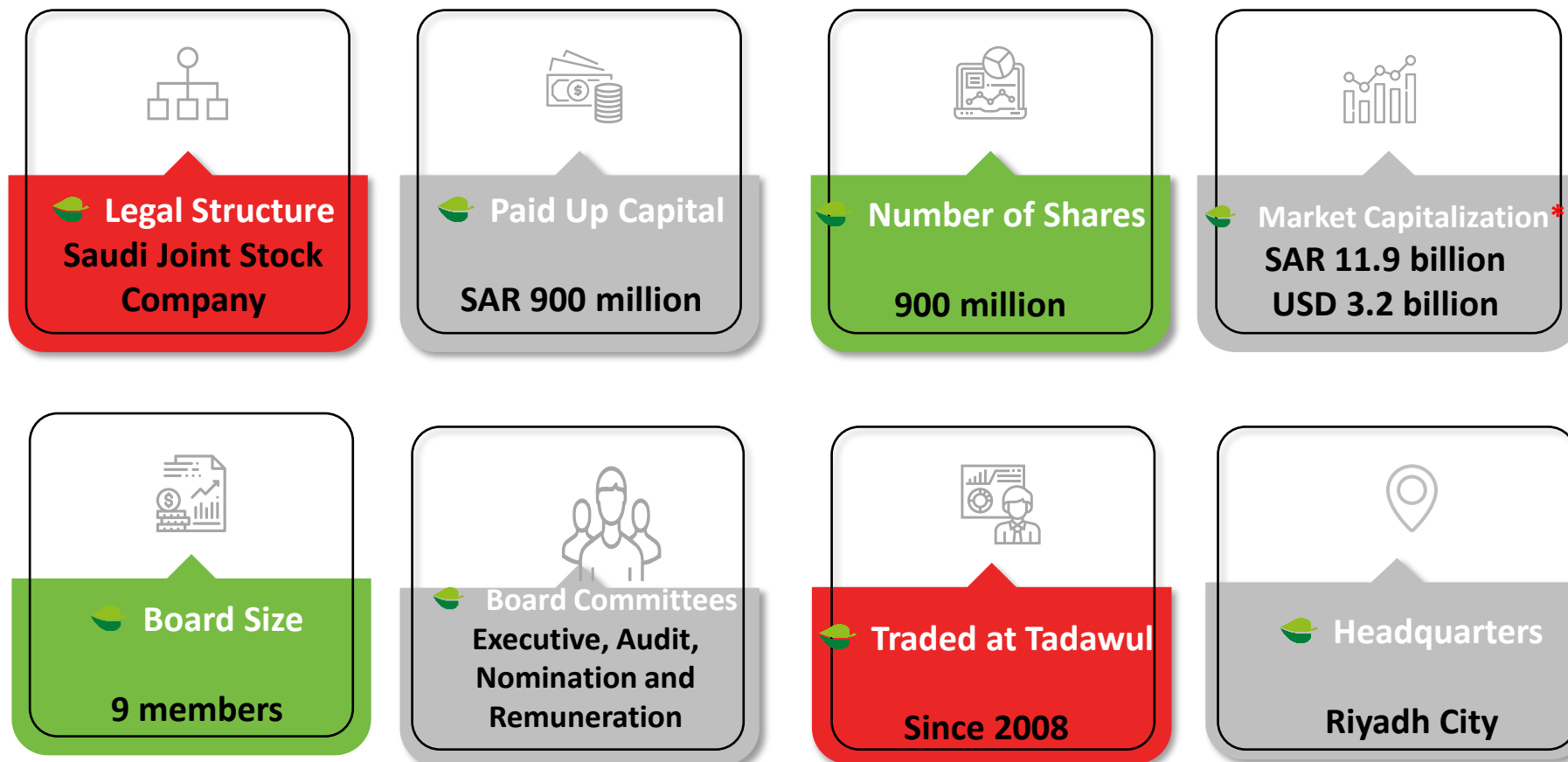
**#1 GROCERY RETAILER BRAND IN KSA**  
(As per Kantar BrandZ, 2023)

**REFLECTIVE FROM CONSUMER VOICE AS WELL**  
(As per Kantar Brand Health Tracker, 2023)





## Key Information



\* As of 31 Dec 2023.

## Snapshot



### Retail Division:

- **397** stores with a total area **642** thousands Sqm, located across KSA and Egypt.
  - **347** stores with a total of **614** thousands Sqm, located across KSA.
  - **50** stores with a total of **28** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **90.7%**, For KSA and Egypt.



### Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **9.3%**, For KSA.

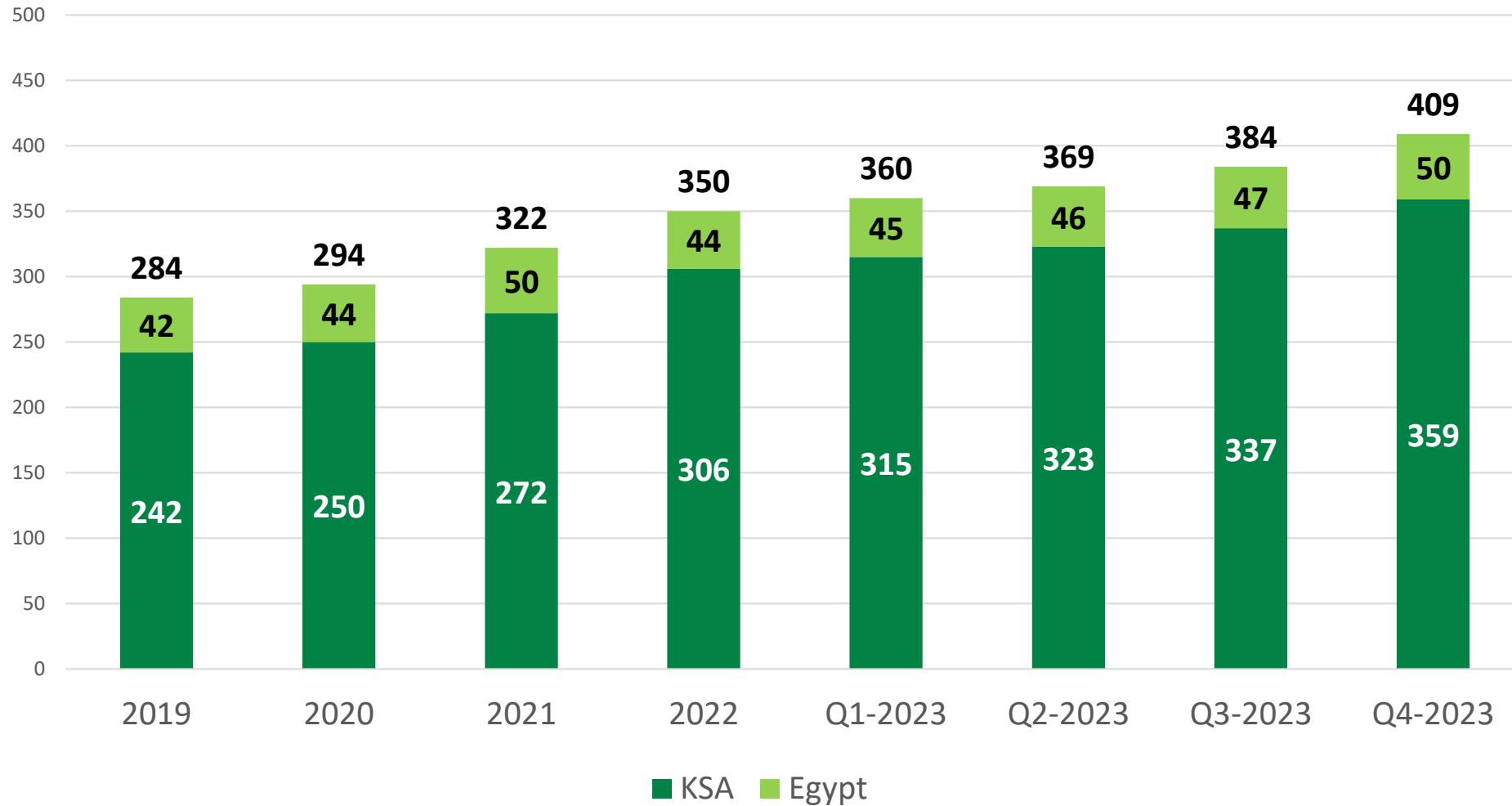


### Growth:

- Growth in number of stores (12-months) is **16.9%**.
- Growth in area of stores (12-months) is **11%**.

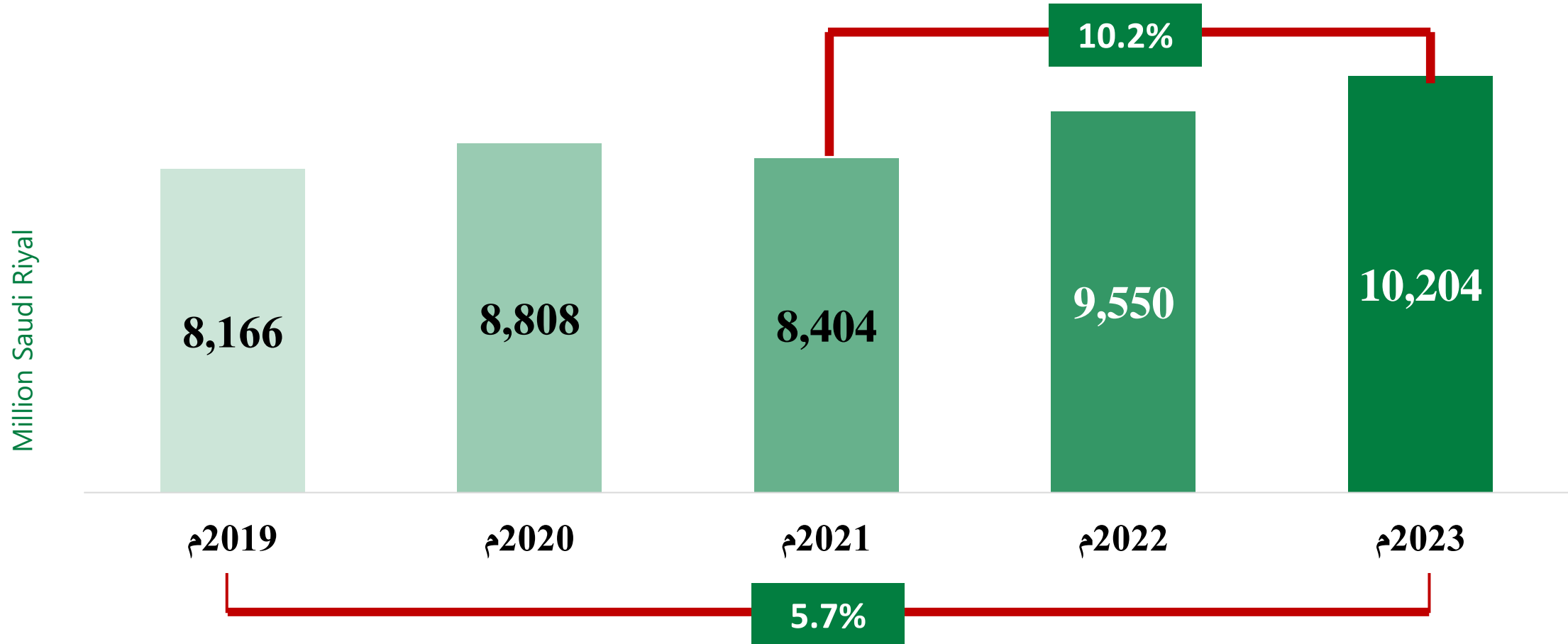
# Stores Development

Numbers of Stores



## Sales Growth

Sales reached SAR10.2B in 2023, demonstrating an average CAGR of 10.2% from 2021 to 2023



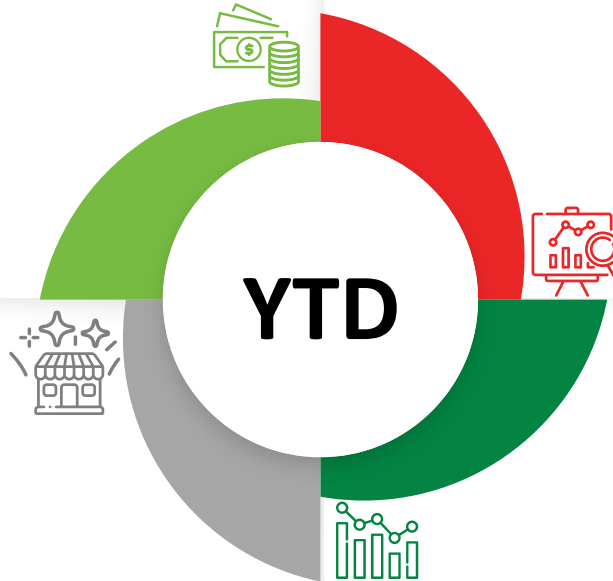
CAGR from 2019 – 2023 is 5.7%  
CAGR from 2021 – 2023 is 10.2%

## Quick Glance – Q4 (YTD)

- Sales growth by **6.85%**, which was, mainly, attributable to new openings, improvement in customer shopping experience, better on shelf product availability and better service levels.

- Net income attributable to shareholders of the company was SAR **487.5 Mn** **-54.84%** (YoY).

- Net income (YTD) without non-recurring transactions is SR **390.5** million with growth rate **+3.23%** (YoY)



- In addition to retail sales revenue, revenue from rental activity amounted to **145.2 Mn**.

During 2023

- Opened 57 new stores and shut down 4 stores in KSA.
- Opened 6 new stores in Egypt.

## Income Highlights Q4 (YTD)

| In SAR Million      | 2019         | 2020*        | %          | 2021         | %           | 2022**       | %           | 2023***      | %           |
|---------------------|--------------|--------------|------------|--------------|-------------|--------------|-------------|--------------|-------------|
| <b>Sales</b>        | 8,166        | 8,808        | 8%         | 8,404        | -5%         | 9,550        | 14%         | 10,204       | 7%          |
| <b>Gross profit</b> | <b>1,693</b> | <b>1,908</b> | <b>13%</b> | <b>1,788</b> | <b>-6%</b>  | <b>2,086</b> | <b>17%</b>  | <b>2,272</b> | <b>9%</b>   |
| <b>EBIT</b>         | 423          | 535          | 27%        | 387          | -28%        | 475          | 23%         | 519          | 9%          |
| <b>Interest</b>     | (67.5)       | (68.0)       | 1%         | (75.4)       | 11%         | (83.5)       | 11%         | (112.9)      | 35%         |
| <b>Zakat</b>        | (10.8)       | (16.2)       | 50%        | (11.3)       | -30%        | (12.9)       | 14%         | (15.4)       | 19%         |
| <b>Net income</b>   | <b>345</b>   | <b>451</b>   | <b>31%</b> | <b>300</b>   | <b>-33%</b> | <b>1,080</b> | <b>260%</b> | <b>488</b>   | <b>-55%</b> |

\*In 2020, the 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.

\*\*\* The net income includes extraordinary non-recurring capital gains amounted SR97 million resulted from the sale of investment land.

## Balance Sheet Highlights

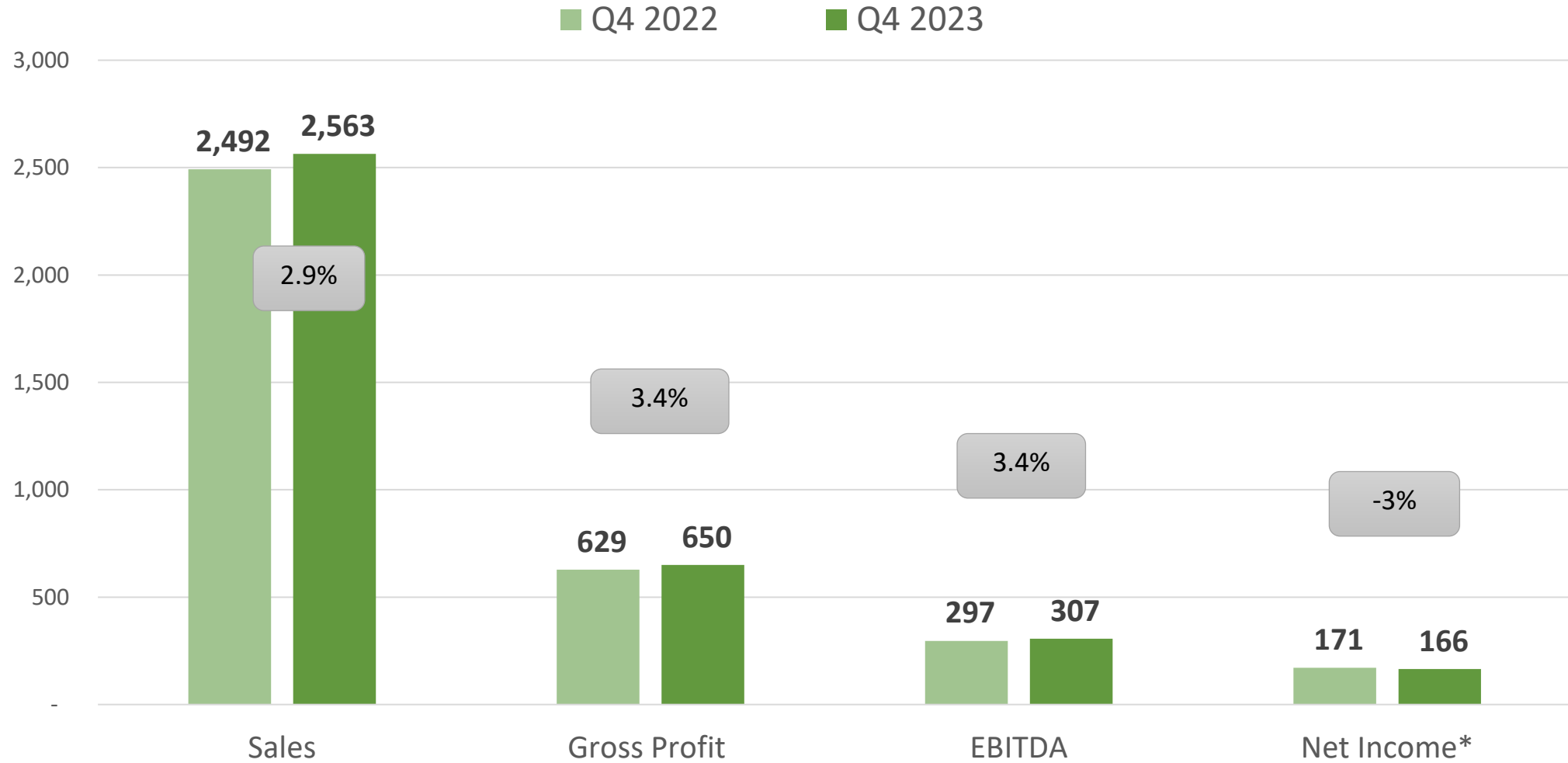
| In SAR Million                        | 31 Dec 2019  | 31 Dec 2020  | 31 Dec 2021  | 31 Dec 2022  | 31 Dec 2023  |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Non-current assets                    | 3,478        | 3,602        | 3,820        | 3,802        | 4,516        |
| Current Assets                        | 1,288        | 1,363        | 1,302        | 1,911        | 1,520        |
| <b>TOTAL ASSETS</b>                   | <b>4,766</b> | <b>4,965</b> | <b>5,121</b> | <b>5,713</b> | <b>6,036</b> |
| Shareholders Equity                   | 1,487        | 1,524        | 1,368        | 1,407        | 1,355        |
| Non-controlling interest              | 38           | 44           | 37           | 37           | 42           |
| Non- current liabilities              | 1,273        | 1,451        | 1,581        | 1,824        | 2,192        |
| Current Liabilities                   | 1,968        | 1,945        | 2,135        | 2,445        | 2,447        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>4,766</b> | <b>4,965</b> | <b>5,121</b> | <b>5,713</b> | <b>6,036</b> |

## Cash Flow Highlights Q4 (YTD)

| In SAR Million                                     | 2019       | 2020       | 2021        | 2022         | 2023         |
|--|------------|------------|-------------|--------------|--------------|
| Cash provided from (used in) operation activity    | 657        | 887        | 835         | 1,023        | 717          |
| Cash provided from (used in) investment activities | (155)      | (114)      | (274)       | 360          | (64)         |
| <b>Free Cash Flow</b>                              | <b>503</b> | <b>773</b> | <b>561</b>  | <b>1,383</b> | <b>653</b>   |
| Cash provided from (used in) financing activities  | (460)      | (758)      | (656)       | (1,254)      | (784)        |
| <b>Net Change in Cash</b>                          | <b>43</b>  | <b>15</b>  | <b>(95)</b> | <b>129</b>   | <b>(131)</b> |

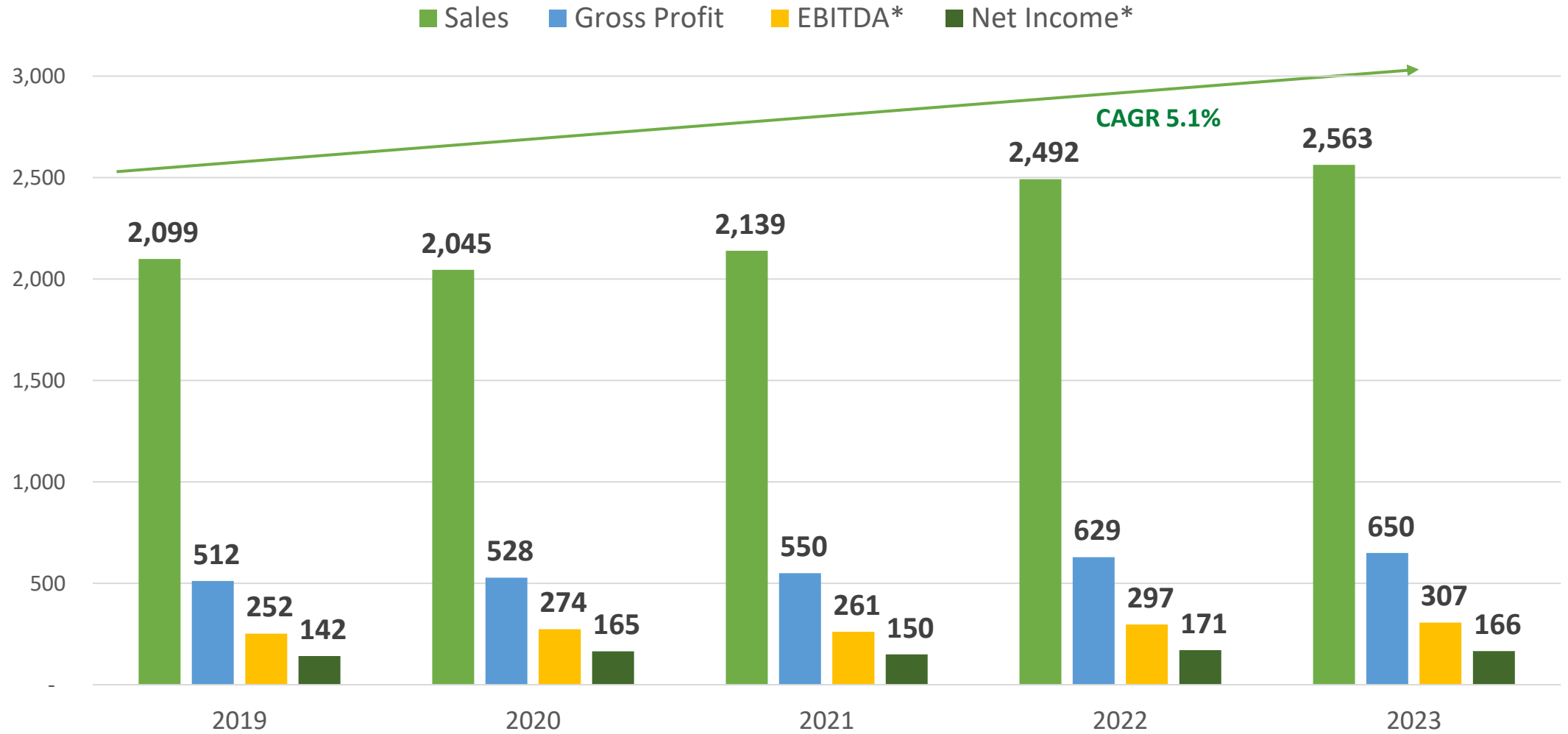


## Financial Highlights – Q4



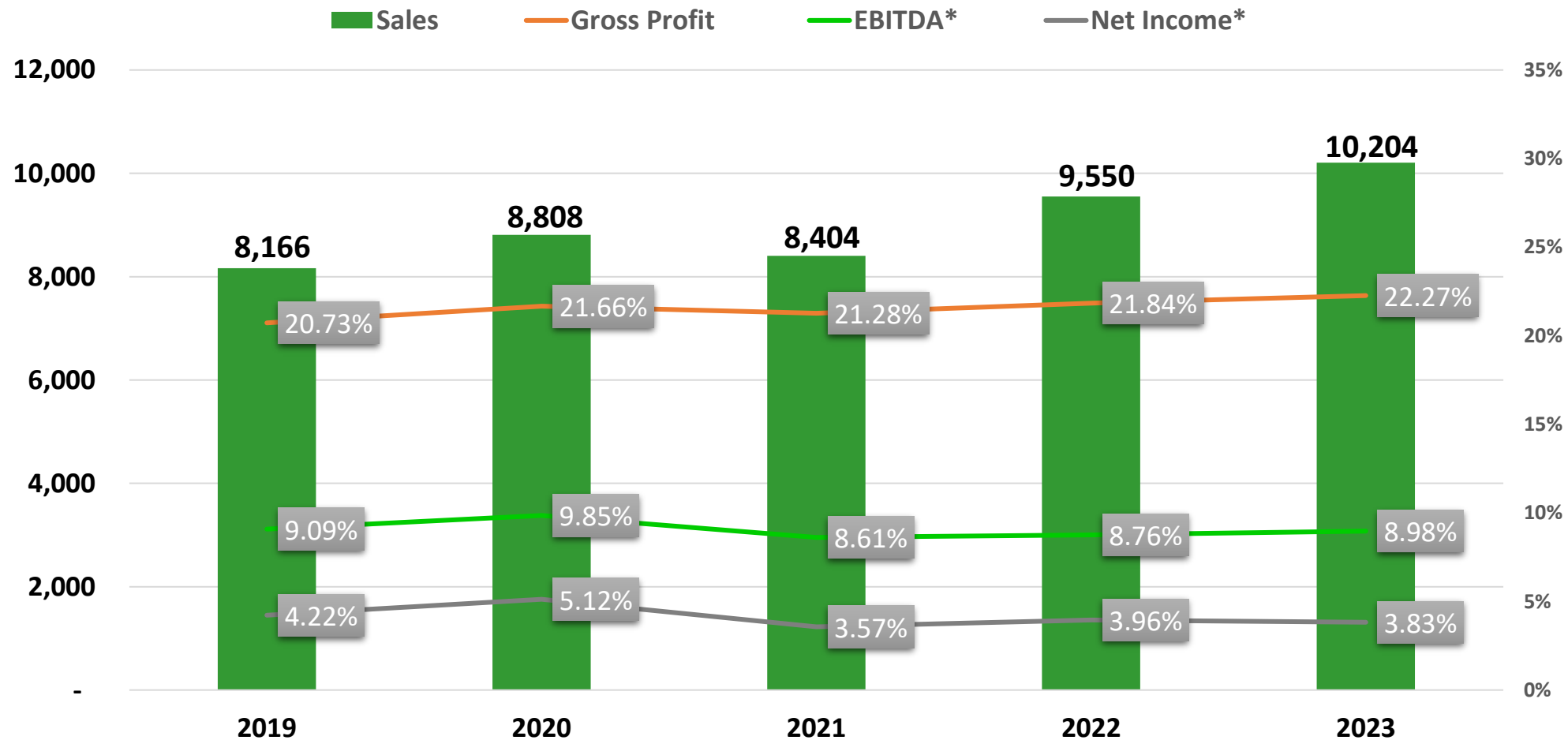
\* Net income attributable to shareholders of the company

## Financial Highlights – Q4



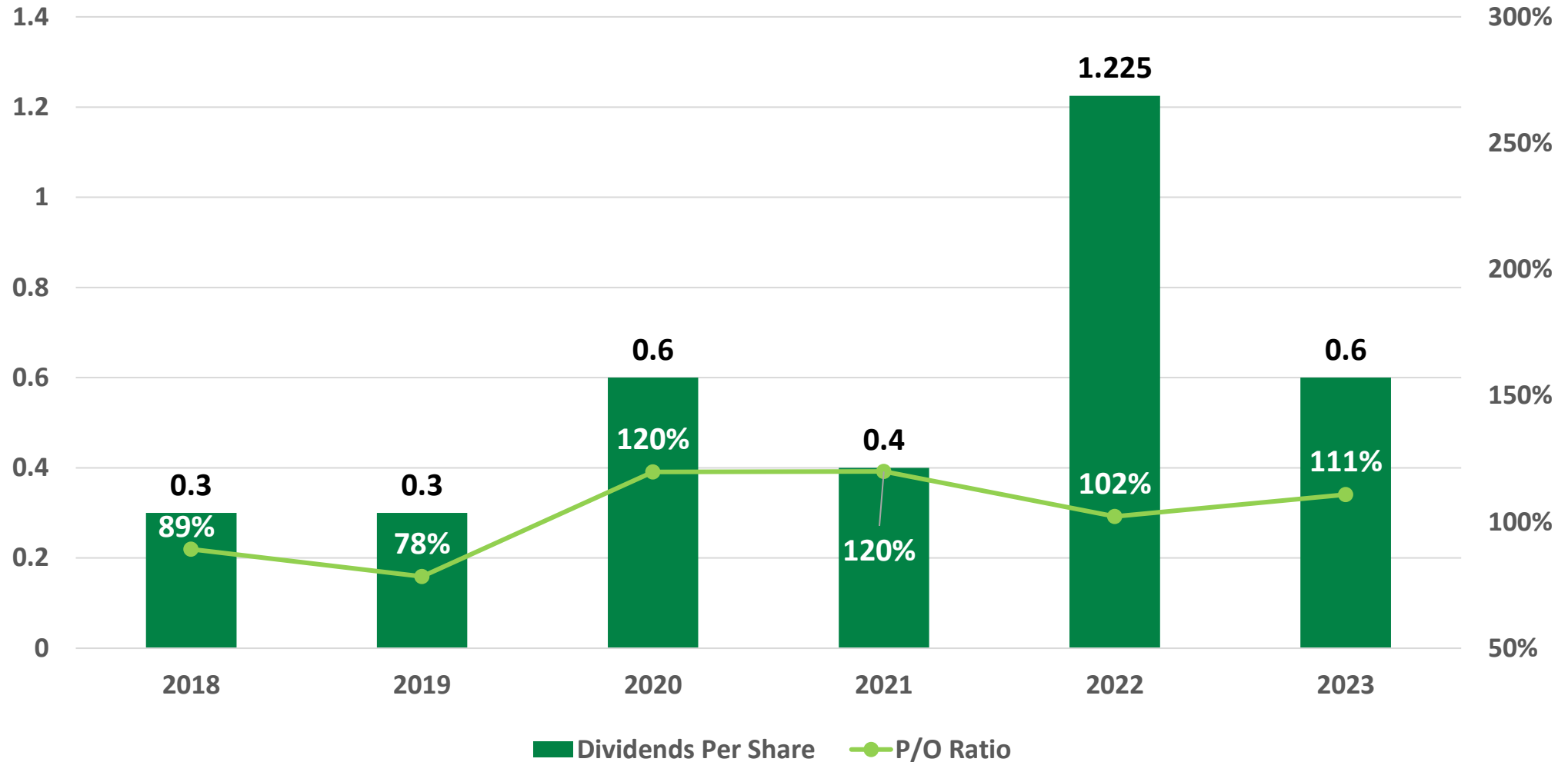
\* Normalized EBITDA & Net Income.

## Financial Highlights – Q4 (YTD)



\* Normalized EBITDA & Net Income.

## Cash Dividends 2018 - 2023



## Highlights on Al Othaim Markets KSA – Q4 (YTD)

Sales growth: **6.85%**

IKTISSAB customers  
growth : **11.64%**

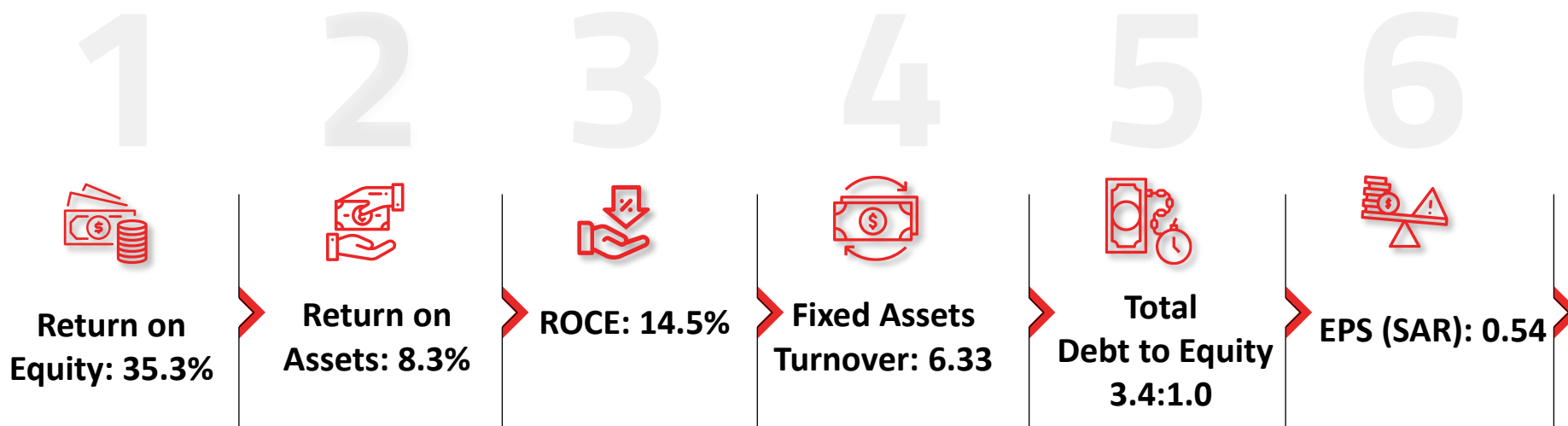


Saudization: **49%**

Basket size declined  
for Retail: **-7.44%**

Transactions growth  
for Retail: **17.52%**

## Key Financial Indicators – Q4 (YTD)





العثيم  
Othaim  
منكم وفیکم

THANK YOU