



ABDULLAH ALOTHAIM MARKETS CO.
Investors' presentation
Q4, 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 the **First** most valuable Grocery Brand in the Kingdom according to Kantar BrandZ study 2022.



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.

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.



4

RLI Innovation in Sustainability Award - Retailer.





Key Information



Legal Structure

Saudi Joint Stock Company



Paid Up Capital

SAR 900 million



Number of Shares

90 million



Market Capitalization*

SAR 9.4 billion
USD 2.5 billion



Board Size

9 members



Board Committees

Executive, Audit,
Nomination and
Remuneration



Traded at Tadawul

Since 2008



Headquarters

Riyadh City



No. of Employees

+18 K

* As of 29 Dec 2022.



Snapshot



Retail Division:

- **338** stores with a total area **577** thousands Sqm, located across KSA and Egypt.
 - **294** stores with a total of **553** thousands Sqm, located across KSA.
 - **44** stores with a total of **24** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **89.2%**.



Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **10.8%**.

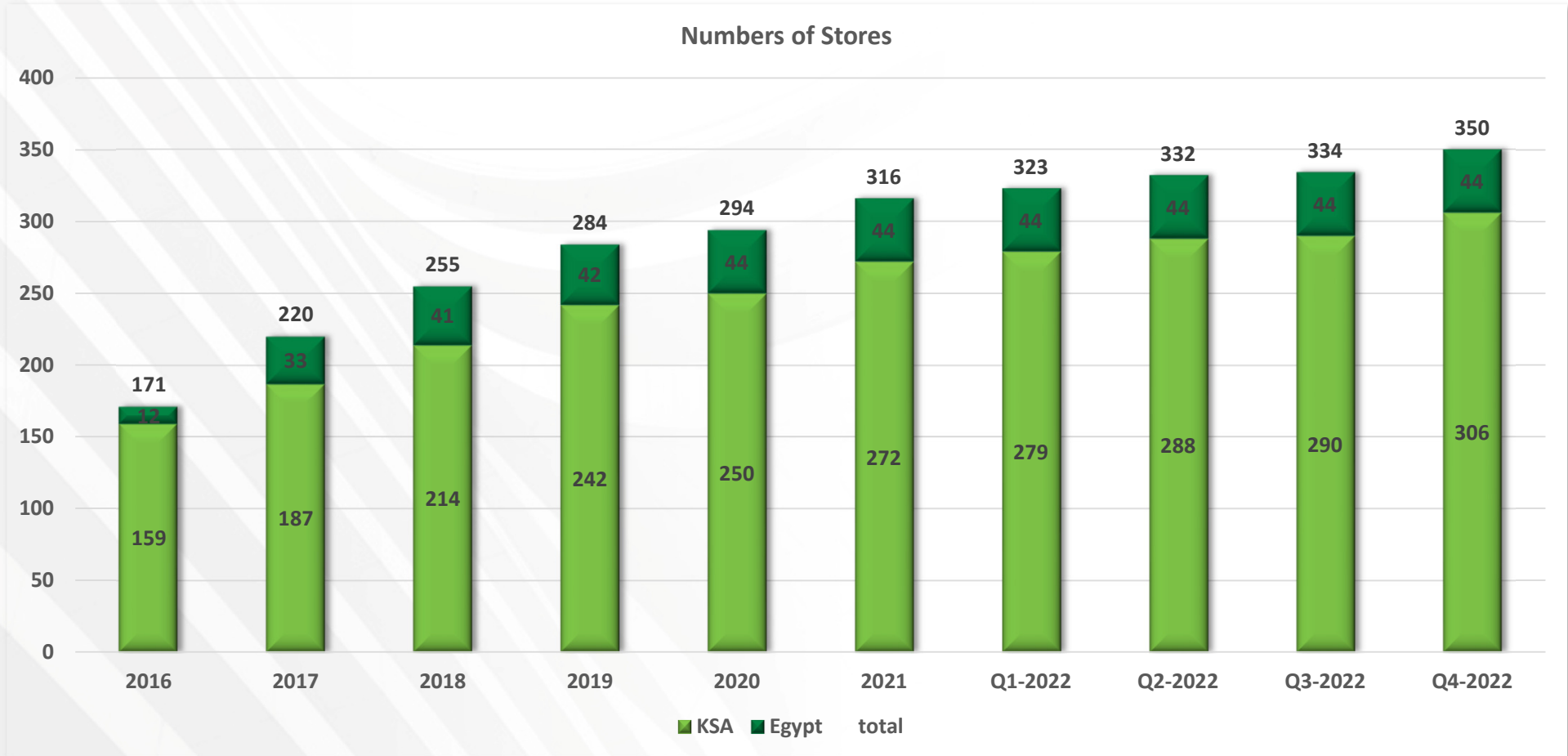


Growth:

- Growth in number of stores (Q4/2021 – Q4/2022) is **10.76%**.
- Growth in area of stores (Q4/2021 – Q4/2022) is **11.68%**.

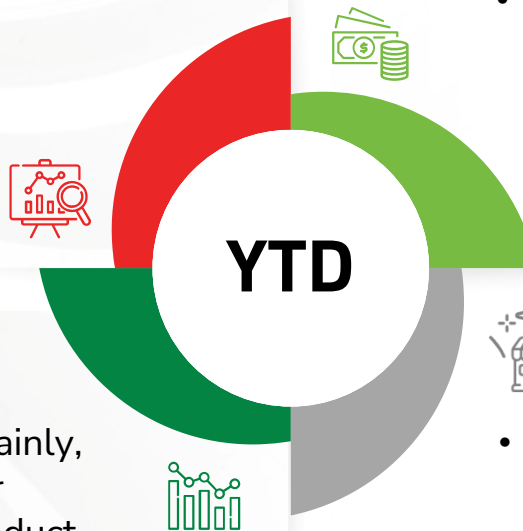


Store Breakdown



Quick Glance – YTD 2022

- Reported results with sales revenues of SAR **9,566** Mn (**13.66%**YoY).
- Net income attributable to shareholders of the company was SAR **1,079** Mn (**259.57%**YoY).
- Net income from continuous operations was SAR **378** Mn (**25.93%**YoY).
- Sales growth by **13.66%**, which was, mainly, attributable to improvement in customer shopping experience, better on shelf product availability and better service levels, in addition to price inflation.



- In addition to retail sales revenue, revenue from rental activity amounted to **135** Mn.
- **36** new stores were opened up to Q4 2022 in KSA, Two stores have been closed during Q1-2022



Income Highlights (Q4) YTD 2022

In SAR Million	2018	2019	%	2020*	%	2021	%	2022 **	%
Sales	7,504	8,166	9%	8,811	8%	8,416	-4%	9,566	14%
Gross profit	1,531	1,693	11%	1,911	13%	1,788	-6%	2,072	16%
EBIT	316	423	34%	535	27%	383	-28%	1186	210%
Interest	(4.6)	(67.5)	1365%	(68.0)	1%	(71.4)	5%	(76.5)	7%
Zakat	(9.2)	(10.8)	18%	(16.2)	50%	(11.3)	-30%	(30.6)	170%
Net income	309	348	12%	458	32%	303	-34%	1082	257%

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

** The net income includes extraordinary non-recurring capital gains amounted SR701.2 resulted from the sale of investment land and equity shares in associate.



Balance Sheet Highlights (Q4) YTD 2022

Million	2018	2019	2020	2021	2022
Non-current assets	2,332	3,478	3,602	3,802	3,794
Current Assets	1,316	1,288	1,363	1,300	1,897
TOTAL ASSETS	3,648	4,766	4,965	5,101	5,691
Shareholders Equity	1,660	1,487	1,524	1,368	1,407
Non-controlling interest	40	38	44	37	37
Non- current liabilities	121	1,273	1,451	1,581	1,824
Current Liabilities	1,827	1,968	1,945	2,115	2,424
TOTAL LIABILITIES & EQUITY	3,648	4,766	4,965	5,101	5,691

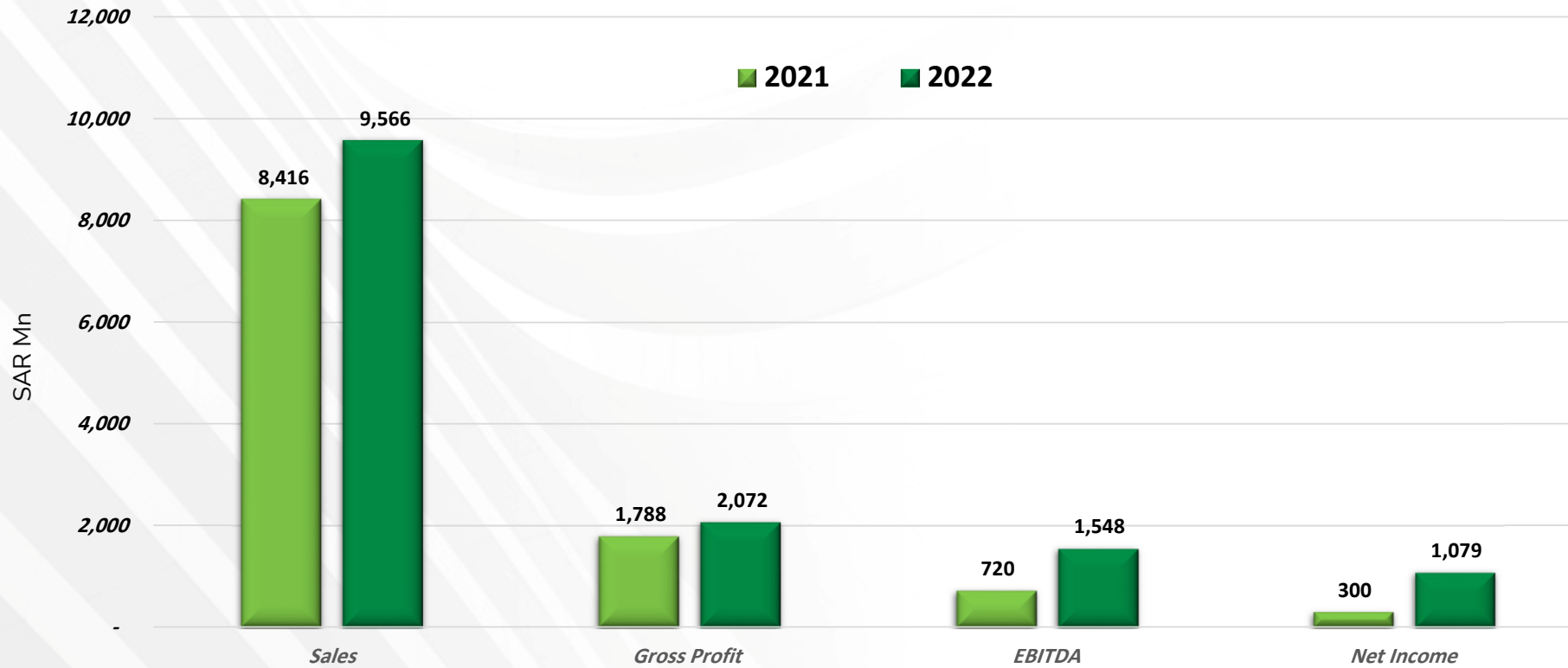


Cash Flow Highlights (Q4) YTD 2022

Million	2018	2019	2020	2021	2022
Cash provided from or (used) in operation activity	596	657	887	835	1026
Cash provided from or (used) in investment activities	(365)	(155)	(114)	(274)	360
Free Cash Flow	230	503	773	561	1386
Cash provided from or (used) in financing activities	(275)	(460)	(758)	(656)	(1257)
Net Change in Cash	(45)	43	15	(95)	129



Financial Highlights – YTD 2022

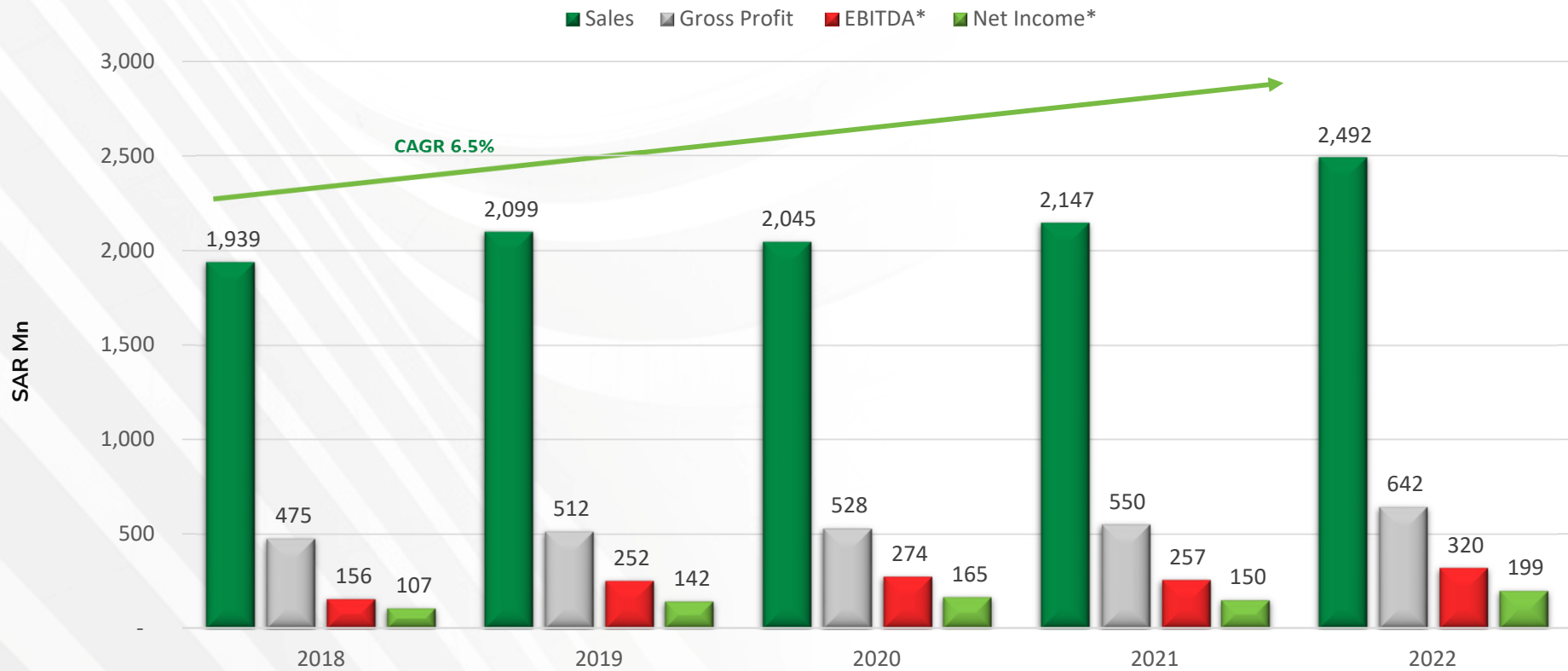


* Normalized EBITDA & Net Income.

* Net income attributable to shareholders of the company .



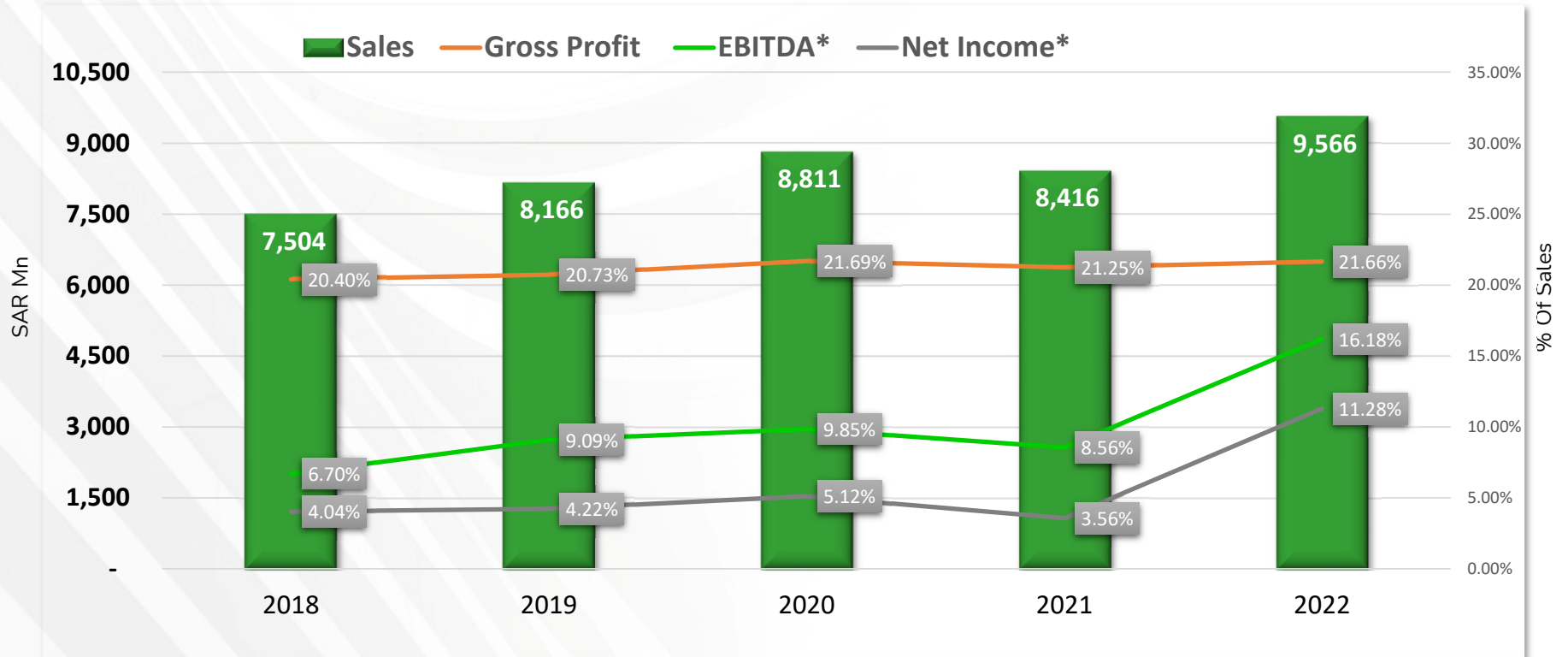
Financial Highlights – (Q4) 2022



* Normalized EBITDA & Net Income.



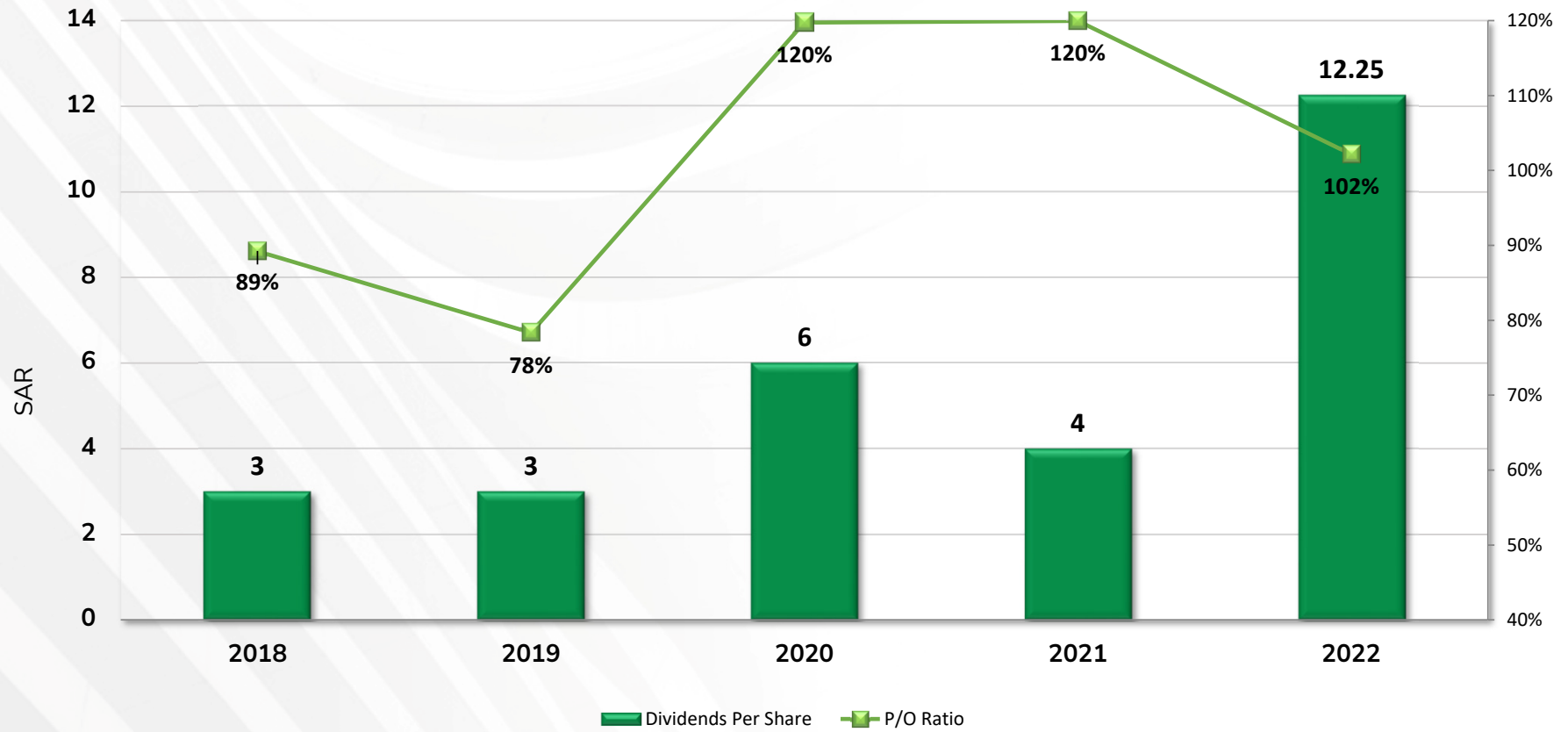
Financial Highlights – YTD 2022



* Normalized EBITDA & Net Income.



Cash Dividends 2018 - 2022



Highlights on Al Othaim Markets KSA – YTD 2022

Sales growth: **13.66%**
LFL sales growth: **7.19%**

IKTISSAB customers
growth : **15.72%**



Saudization: **53%**

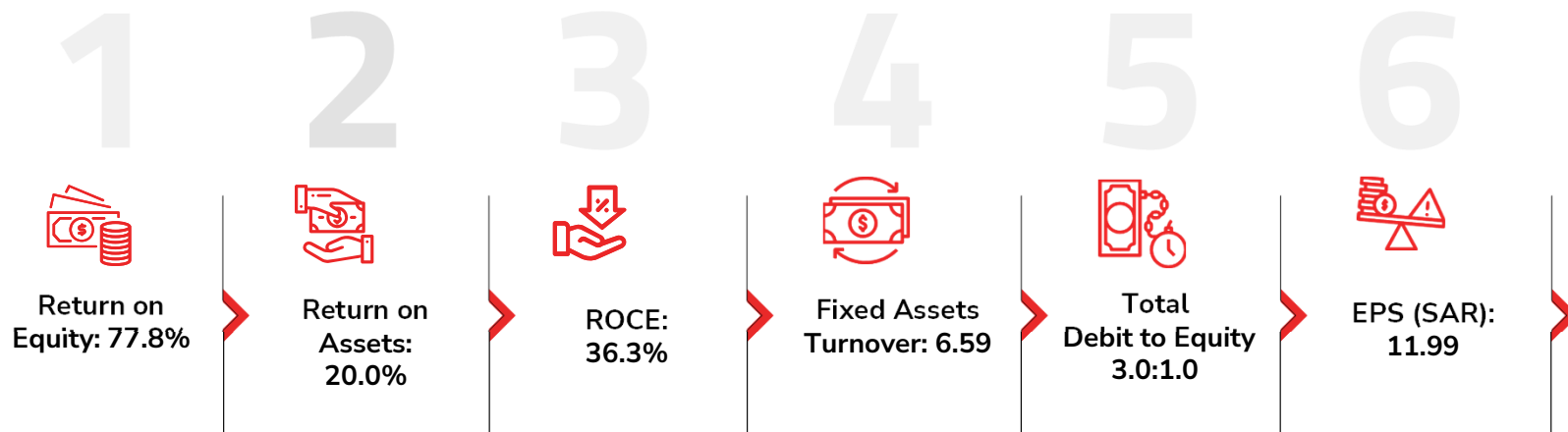


Basket size growth
for Retail: **-5.26%**

transactions growth for
Retail: **20.78%**



Key Financial Indicators – YTD 2022





THANK YOU