

# Annual Financial Results

For the year ended 31 December

Al Saif Stores for Development and  
Investment (Al Saif Gallery)



# To Our Valued Shareholders

During the year, we advanced our product offering through continued development of proprietary brands and direct sourcing, while progressing our digital initiatives to enhance customer reach and service levels. Performance was delivered in a competitive retail environment, and we remain focused on margin protection, efficient inventory management, and selective investments that support sustainable growth.

Aligned with Saudi Vision 2030, we continued to invest in local talent development, maintaining a Saudization rate of 48%. Looking ahead, our priorities remain strengthening omni-channel execution, improving productivity, and delivering sustainable value through disciplined growth and prudent capital allocation.

For the period ended **December 31, 2025**, we recorded:

ﷲ <b>758.8</b>	ﷲ <b>58</b>	ﷲ <b>130.1</b>	▲ <b>9.3%</b>
■ Revenue	■ Net Profit	■ EBITDA	■ Operating Margin

(All amounts in SAR millions unless stated otherwise)



**Ahmed bin Saleh Al-Sultan**  
Chief Executive Officer

# Key Financial Highlights

(All amounts in SAR millions unless stated otherwise)

## Revenue

FY 2025

ﷲ 758.8

FY 2024

ﷲ 731.6

▲ +3.7%

## Gross Profit

FY 2025

ﷲ 178.0

FY 2024

ﷲ 113.0

▲ +57.6%

## Profit before Zakat

FY 2025

ﷲ 67.1

FY 2024

ﷲ 44.9

▲ +49.5%

## Net Profit

FY 2025

ﷲ 58.0

FY 2024

ﷲ 37.5

▲ +54.6%

## Profit Per Share (Riyals)

FY 2025

ﷲ 0.17

FY 2024

ﷲ 0.11

▲ +54.5%

## Operating Income

FY 2025

ﷲ 70.4

FY 2024

ﷲ 13.5

▲ +423%

# Key Ratios

**Gross Profit**

MARGIN %

FY 2025

**23.5%**

FY 2024

**15.4%**

**Operating Profit**

MARGIN %

FY 2025

**9.3%**

FY 2024

**1.8%**

**Net Profit**

MARGIN %

FY 2025

**7.6%**

FY 2024

**5.1%**

**Return On Total Asset (ROA)**

FY 2025

**7.3%**

FY 2024

**5.1%**

**Return On Equity (ROE)**

FY 2025

**11.7%**

FY 2024

**8.5%**



# Operational Highlights



## **Enhancing direct sourcing from manufacturers**

The company continued to expand its direct sourcing from more than 450 global manufacturers, which helped improve purchasing terms. This, in turn, had a positive impact on supporting the gross profit margin and enhancing operational efficiency.



## **Growing the contribution of owned brands**

Sales of the company's private-label brands increased during the year, supporting profitability levels due to the higher margins these products generate compared to third-party brands.



## **Improving inventory management and supply chain efficiency**

The company enhanced its logistics capabilities through its central warehouses in Riyadh, improving storage and distribution efficiency, accelerating inventory turnover, and reducing supply-chain-related operating costs.



## **Strengthening the omnichannel strategy (Omnichannel)**

The company continued investing in integrating digital sales channels with physical stores, improving the customer experience and increasing sales productivity, while also maximizing the efficiency of its existing branch network across the Kingdom of Saudi Arabia and the GCC countries.



## **Maintaining disciplined operational expansion**

The company operated 73 branches within Saudi Arabia, in addition to 7 international branches, while maintaining a measured expansion approach that balances growth support with maximizing returns on invested capital.

Collectively, these operational initiatives contributed to expanding the operating margin and achieving growth in net profit during fiscal year 2025, despite the challenges facing the retail sector in terms of demand levels and consumer behavior.

# Financial Statement Overview

(all amounts are in millions Saudi riyals, unless otherwise stated)

## Balance Sheet

### Assets ↗

FY 2025

﷼ 790.8

FY 2024

﷼ 741.0

▲ +6.7%

### Liabilities ↗

FY 2025

﷼ 294.3

FY 2024

﷼ 301.8

▼ -2.5%

### Equity ↗

FY 2025

﷼ 496.4

FY 2024

﷼ 439.2

▲ +13.0%

## Cash Flow Summary

### Operating Activities ↗

FY 2025

﷼ 78.7

FY 2024

﷼ 201.8

▼ -61.0%

### Investing Activities ↗

FY 2025

﷼ -7.7

FY 2024

﷼ 64.2

▼ -112.0%

### Financing Activities ↗

FY 2025

﷼ -113.5

FY 2024

﷼ -221.7

▲ +48.8%

# About Al Saif Gallery

Headquartered in Riyadh, Al Saif Gallery is one of the Kingdom's largest specialty retailers of kitchen and homeware products, with strong retail and e-commerce presence across Saudi Arabia and the GCC.



## Retail & showroom network across major cities ↗

A strategically positioned chain of showrooms across major cities in Saudi Arabia, showcasing a curated selection of cookware, kitchen tools, tableware, and appliances designed for both everyday and professional use.



## Robust omni-channel sales platform ↗

A robust online platform that complements its physical stores, enabling customers across Saudi Arabia and the wider GCC to access its product range with home delivery and in-store pickup options.



## Private label and exclusive international brands ↗

A diverse portfolio of in-house brands and exclusive distribution agreements with leading international names, ensuring competitive pricing, quality assurance, and product variety tailored to the preferences of local customers.

### Clientele & Market Position

Al Saif Gallery enjoys strong brand recognition, trusted by households, culinary professionals, and hospitality businesses alike. With its commitment to quality, innovation, and customer service, it is a leading player in Saudi Arabia's home and kitchen retail sector positioned to support the Kingdom's growing lifestyle, hospitality, and dining culture in line with Vision 2030.

For more information: [alsaifgallery.com](https://www.alsaifgallery.com)

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