



العشيم
Othaim
منكم وفياكم

ABDULLAH ALOTHAIM MARKETS CO.

Investors' presentation

Q2, 2022

Contents..



- 3-4. Profile Summary
- 5. Key Information
- 6. Snapshot
- 7. Store Breakdown
- 8. Quick Glance – YTD 2022
- 9. Income Highlights - YTD 2022
- 10. Balance sheet Highlights as of 30 June 2022
- 11. Cash Flow Highlights – YTD 2022
- 12. Financial Highlights – YTD 2022
- 13. Financial Highlights – Q2 2022
- 14. Financial Highlights – YTD 2022
- 15. Cash Dividends Since Listing
- 16. Highlights on Al Othaim Markets KSA – YTD 2022
- 17. Key Financial Indicators – YTD 2022

Profile Summary

1



Abdullah ALOthaim Markets Company is a Saudi joint stock company listed on Saudi 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 2022, Abdullah ALOthaim Markets Company was ranked 65th among Forbes Top 100 Companies in The Middle East for 2022.

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



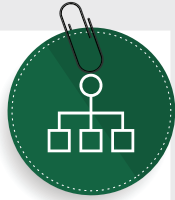
Through its subsidiaries, it provides direct investments in various sectors such as manufacturing and distribution of general food, engineering and contracting for buildings, and provides manpower services.

8

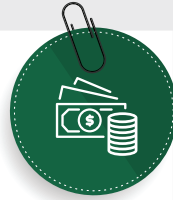


Abdullah ALOthaim Markets Company has a strategic ambition to strengthen its positioning in the customers' minds, strengthen its brand equity, uplift its shopping experience, and expand its footprint across the Kingdom cementing its leadership in the Saudi grocery market.

Key Information



Legal Structure
Saudi Joint Stock
Company



Paid Up Capital
SAR 900 million



Number of Shares
90 million



Market Capitalization*
SAR 9.3 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
+18K

* As of 30 Jun 2022

Snapshot



Retail Division:

320 stores with a total of sales area 545 thousands Sqm, located across KSA and Egypt.

276 stores with a total of 520 thousands Sqm, located across KSA.

44 stores with a total of 24 thousands Sqm, located in Cairo-Egypt.

Contribution to Total Sales is 89.80%.



Wholesale Division:

12 stores with a total of 19 thousands Sqm, located across KSA.

Contribution to Total Sales is 10.20%.



Growth:

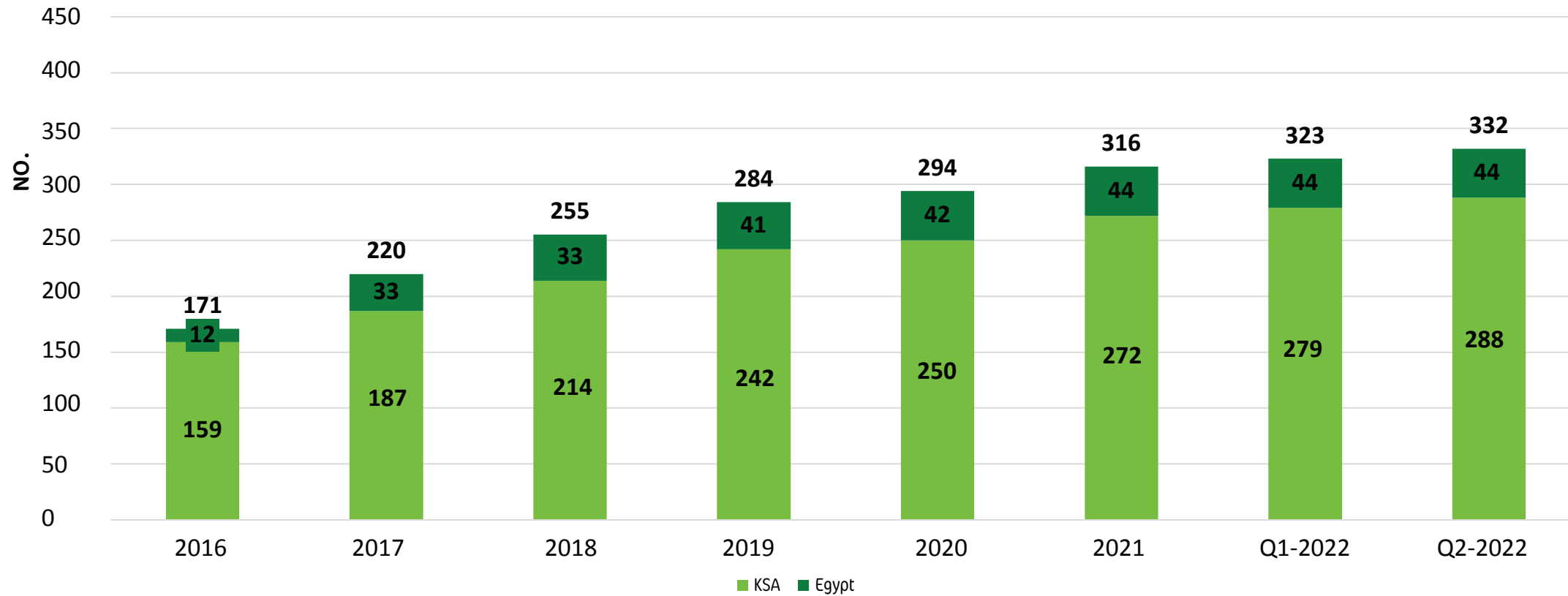
Growth in number of stores (Q2021/2 - Q2022/2) is 9.93%.

Growth in area of stores (Q2021/2 - Q2022/2) is 10.88%.

Store Breakdown



Numbers of Stores



Quick Glance - YTD 2022

Reported results with sales revenues of SAR **4,717 Mn** (**10.51%**YoY).
Net income was SAR **138 Mn** (**30.61%**YoY).



YTD

In addition to retail sales revenue, revenue from rental activity amounted to **68 Mn**.



Sales growth by **10.51%**, which was, mainly, It is also attributable to improvement in customer shopping experience, better on shelf product availability and better service levels.



18 new stores were opened up to Q2 2022 in KSA.
Two stores have been closed during Q1-2022.



Income Highlights - YTD 2022



In SAR Million	2018	2019	%	2020 *	%	2021	%	2022	%
Sales	3,821	4,130	8%	4,954	20%	4,268	-14%	4,717	11%
Gross profit	717	781	9%	971	24%	820	-16%	947	16%
EBIT	146	161	10%	266	65%	145	-45%	178	23%
Interest	(0.8)	(29.7)	3583%	(33.5)	13%	(34.6)	3%	(34.2)	-1%
Zakat	(4.2)	(4.2)	0%	(7.2)	72%	(4.8)	-33%	(5.8)	19%
* Net income from continuing operations	144	132	-9%	227	72%	101	-56%	138	37%

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

Balance sheet Highlights as of 30 June 2022

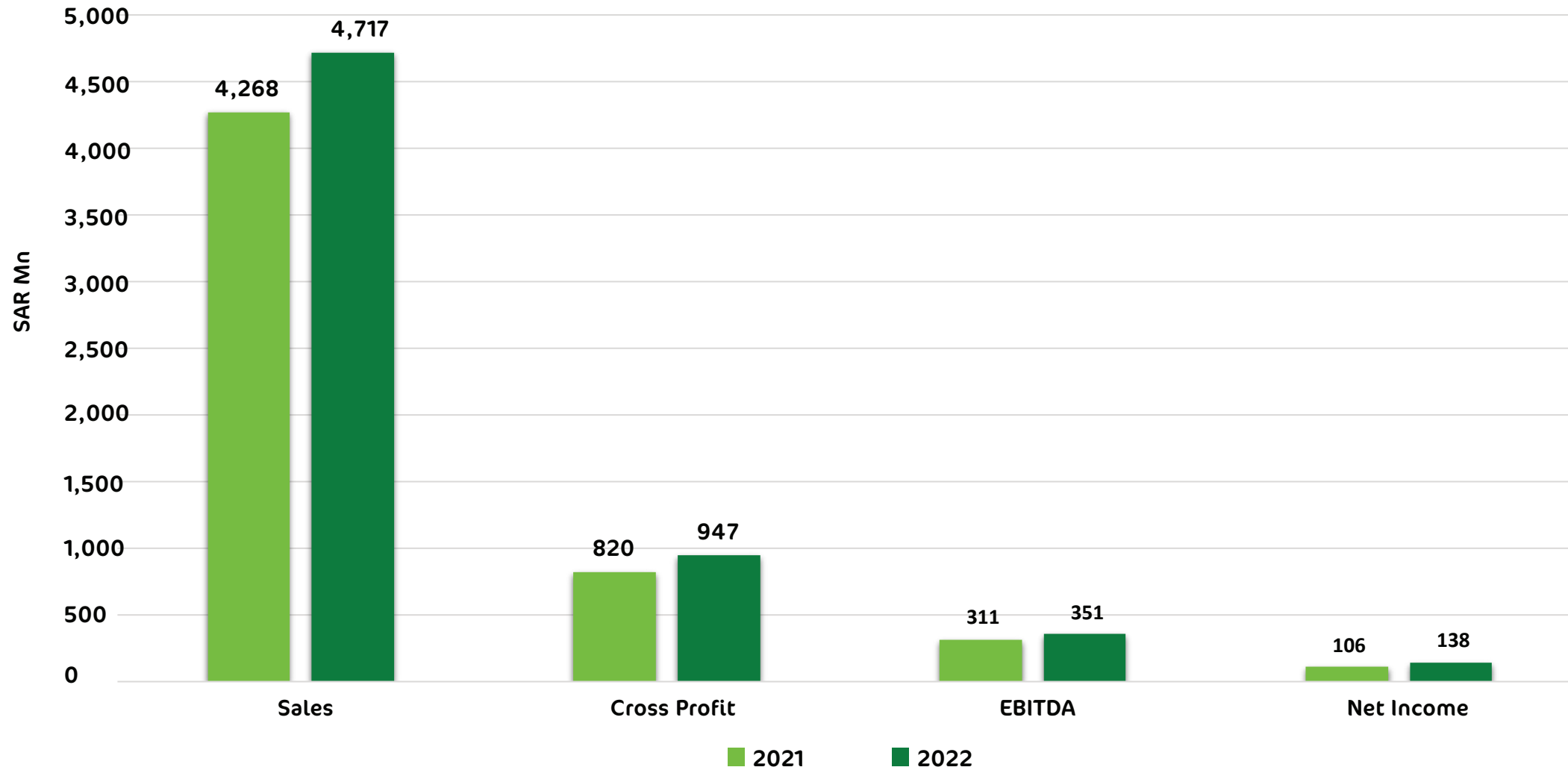
Million	2018	2019	2020	2021	2022
Non -current assets	2,332	3,478	2,33,602	3,802	3,681
Current Assets	1,316	1,288	1,363	1,300	1,633
TOTAL ASSETS	3,648	4,766	4,965	5,101	5,314
Shareholders Equity	1,660	1,487	1,524	1 368	1,325
Non - controlling interest	40	38	44	37	37
Non - current liabilities	121	1,273	1,451	1,581	1,619
Current Liabilities	1,827	1,968	1,945	2,115	2,333
TOTAL LIABILITIES & EQUITY	3,648	4,766	4,965	5,101	5,314

Cash Flow Highlights - YTD 2022

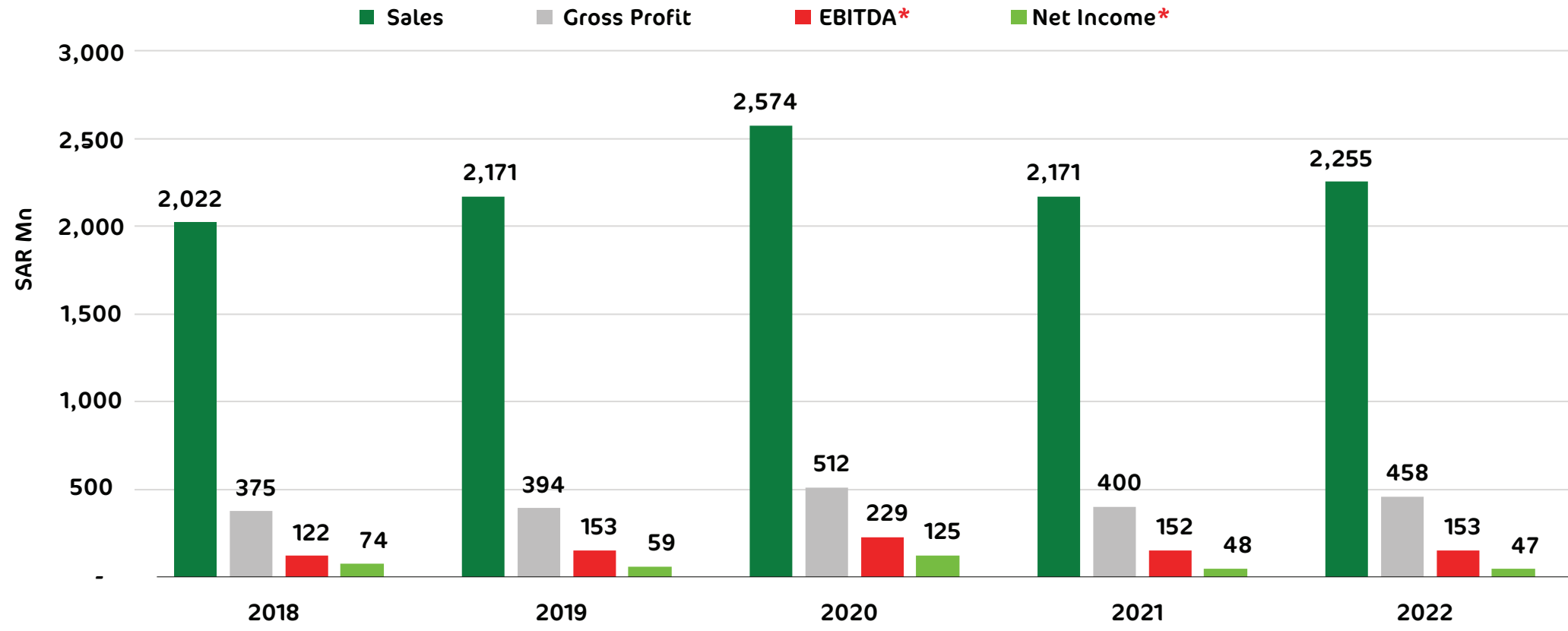


Million	2018	2019	2020	2021	2022
Cash provided from or (used) in operation activity	241	197	544	89	301
Cash provided from or (used) in investment activities	(68)	(40)	(49)	(31)	(194)
Free Cash Flow	172	157	495	58	107
Cash provided from or (used) in financing activities	(136)	(58)	(194)	95	(197)
Net Change in Cash	36	99	302	153	(90)

Financial Highlights - YTD 2022

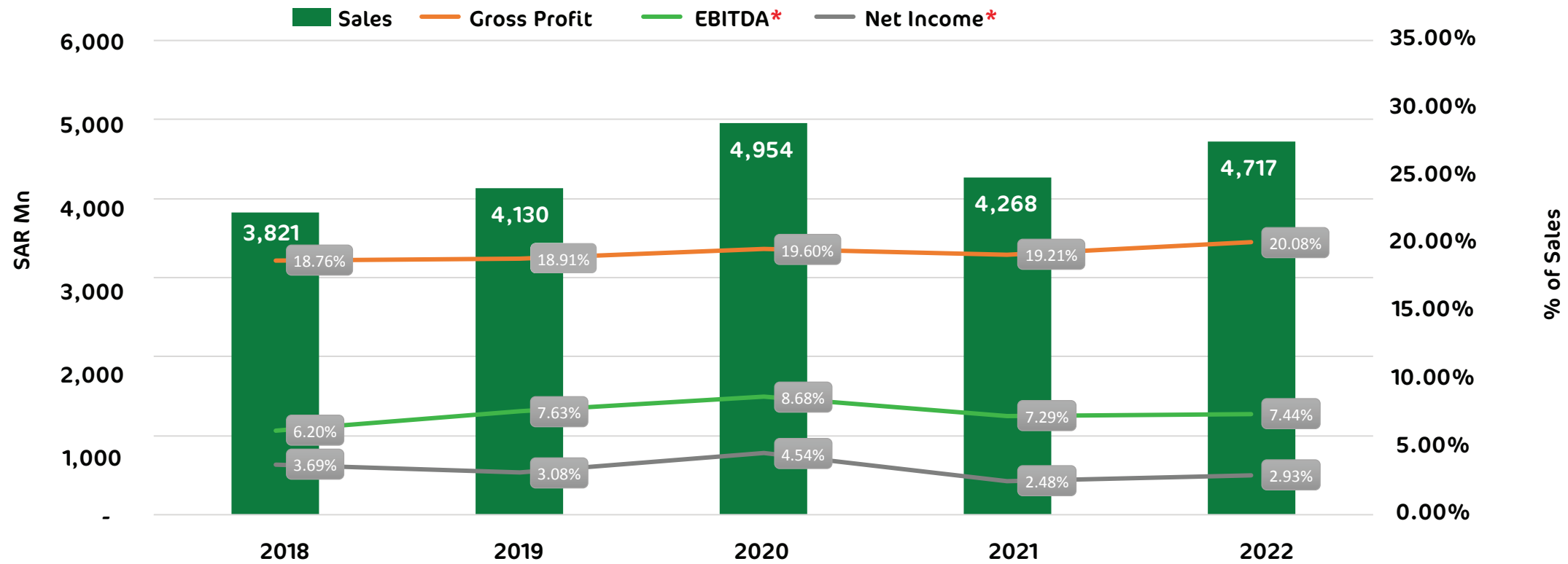


Financial Highlights - Q2, 2022



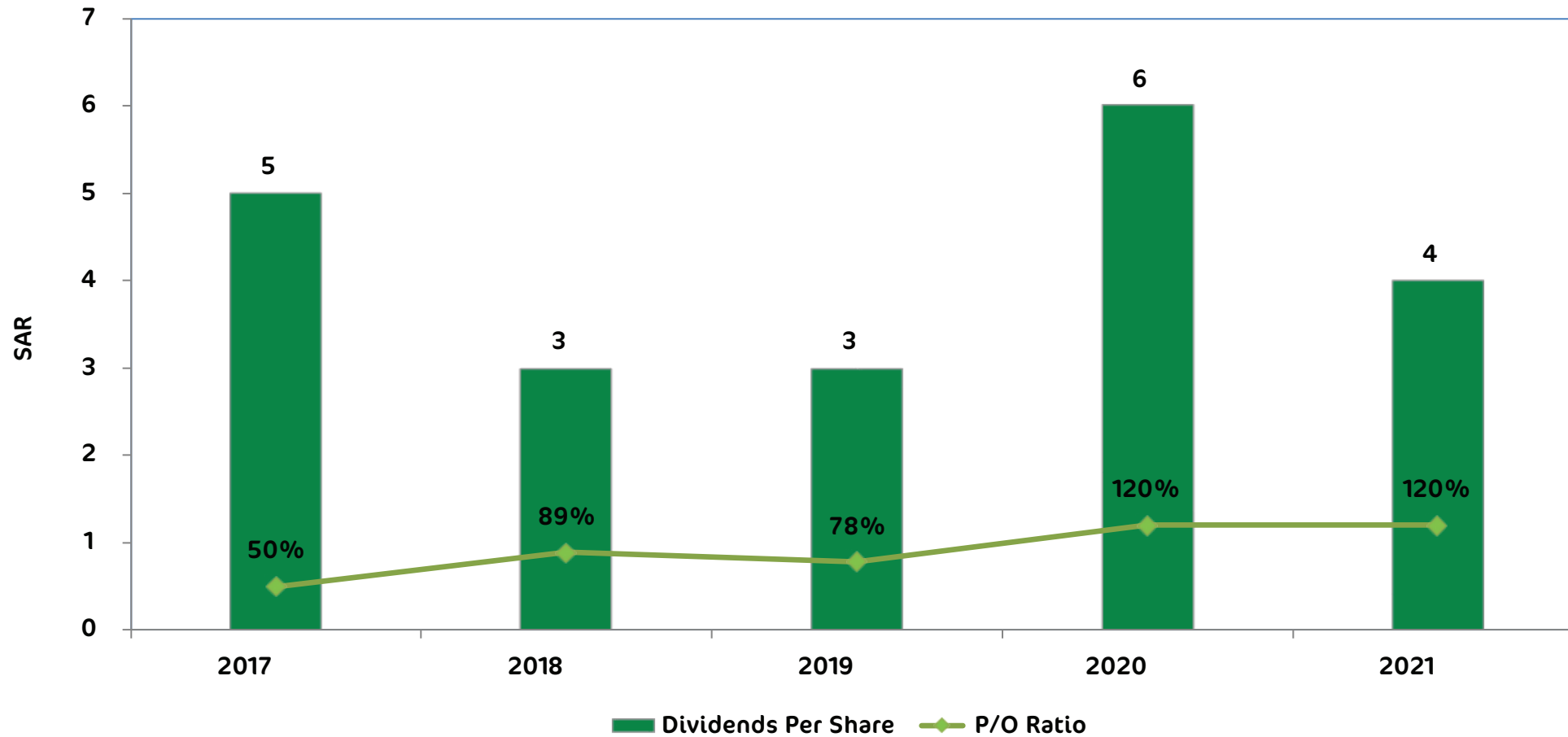
* Normalized EBITDA & Net Income

Financial Highlights - YTD 2022



* Normalized EBITDA & Net Income

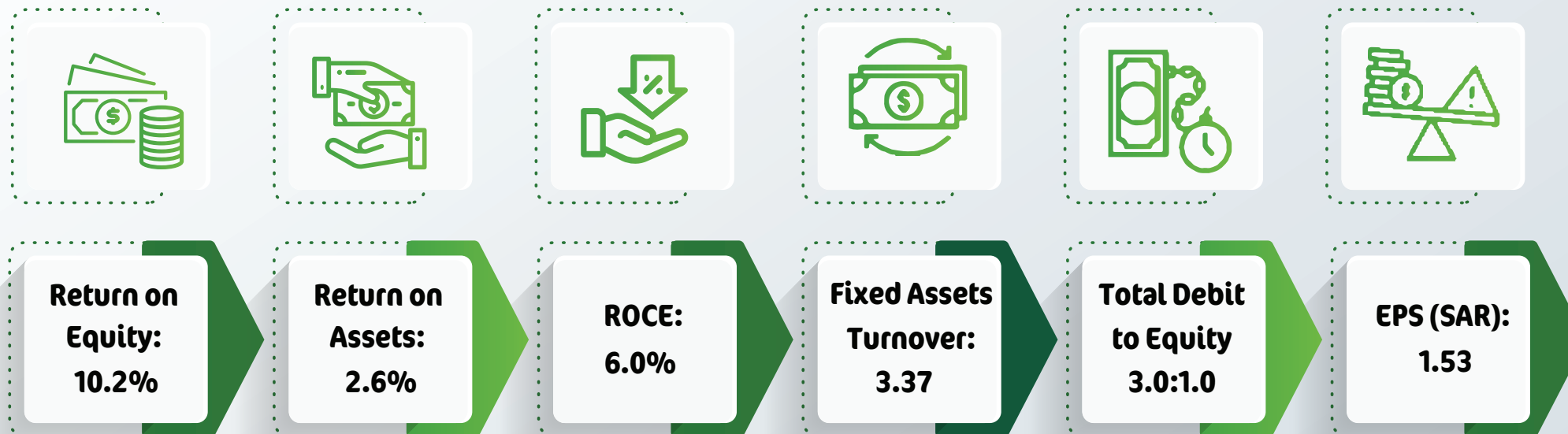
Cash Dividends - Last 5 Years



Highlights on Al Othaim Markets KSA - YTD 2022



Key Financial Indicators – YTD 2022



Thank You



العشيم
Othaim
منكم وفيكم