



العثيم
Othaim
منكم وفيكم

ABDULLAH ALOTHAIM MARKETS CO.
Investors' presentation
Q1, 2023



www.othaimmarkets.com

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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 11.5 billion
USD 3.1 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 31 Mar 2023.



Snapshot



Retail Division:

- **348** stores with a total area **591** thousands Sqm, located across KSA and Egypt.
 - **303** stores with a total of **566** thousands Sqm, located across KSA.
 - **45** stores with a total of **24** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **90.8%**.



Wholesale Division:

- **12** stores with a total of **19** thousands Sqm, located across KSA.
- Contribution to Total Sales is **9.2%**.



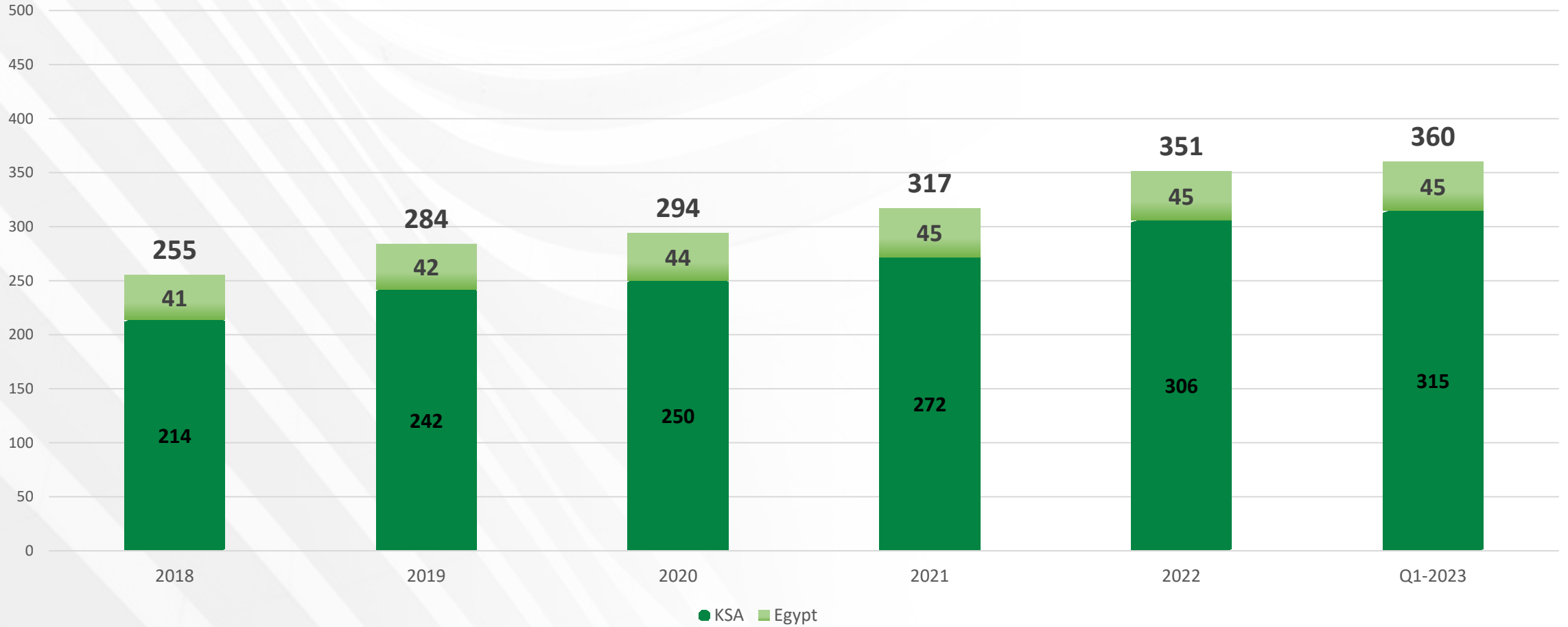
Growth:

- Growth in number of stores (Q1/2022 – Q1/2023) is **11.11%**.
- Growth in area of stores (Q1/2022 – Q1/2023) is **11.75%**.



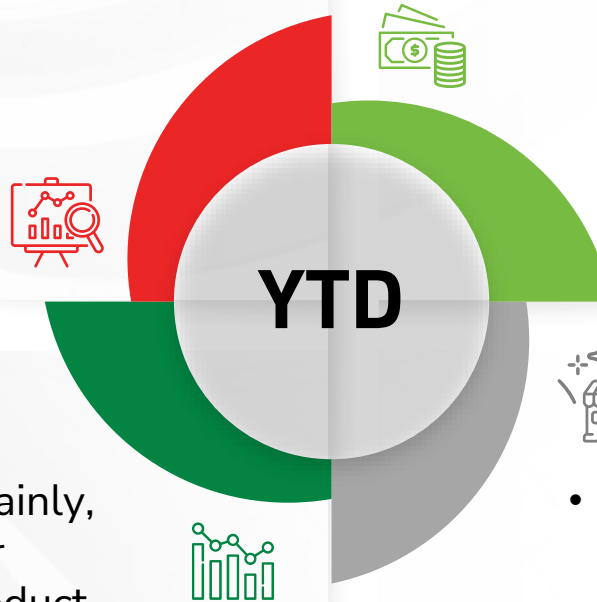
Store Breakdown

Numbers of Stores



Quick Glance – Q1 2023

- Reported results with sales revenues of SAR **2,781** Mn (**12.96%**YoY).
- Net income attributable to shareholders of the company was SAR **120** Mn (**17.92%**YoY).
- Net income from continuous operations was SAR **122** Mn (**19.45%**YoY).
- Sales growth by **12.96%**, 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 **34** Mn.
- **10** new stores were opened up to Q1 2023 in KSA, One stores have been closed during Q1-2023



Income Highlights (Q1)

In SAR Million	2019	2020*	%	2021	%	2022	%	2023	%
Sales	2,171	2,379	10%	2,097	-12%	2,462	17%	2,781	13%
Gross profit	394	459	17%	406	-12%	507	25%	574	13%
EBIT	76	120	58%	77	-36%	124	62%	150	21%
Interest	(15.4)	(17.2)	11%	(16.5)	-4%	(18.5)	12%	(26.3)	42%
Zakat	(2.1)	(3.3)	60%	(2.3)	-28%	(3.4)	45%	(3.6)	6%
Net income	60	99	65%	59	-41%	102	73%	122	20%

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



Balance Sheet Highlights

Million	Dec 2019	Dec 2020	Dec 2021	Dec 2022	Mar 2023
Non-current assets	3,478	3,602	3,802	3,802	3,991
Current Assets	1,288	1,363	1,300	1,911	2,456
TOTAL ASSETS	4,766	4,965	5,101	5,713	6,447
Shareholders Equity	1,487	1,524	1,368	1,407	1,272
Non-controlling interest	38	44	37	37	39
Non- current liabilities	1,273	1,451	1,581	1,824	1,996
Current Liabilities	1,968	1,945	2,115	2,445	3,142
TOTAL LIABILITIES & EQUITY	4,766	4,965	5,101	5,713	6,447

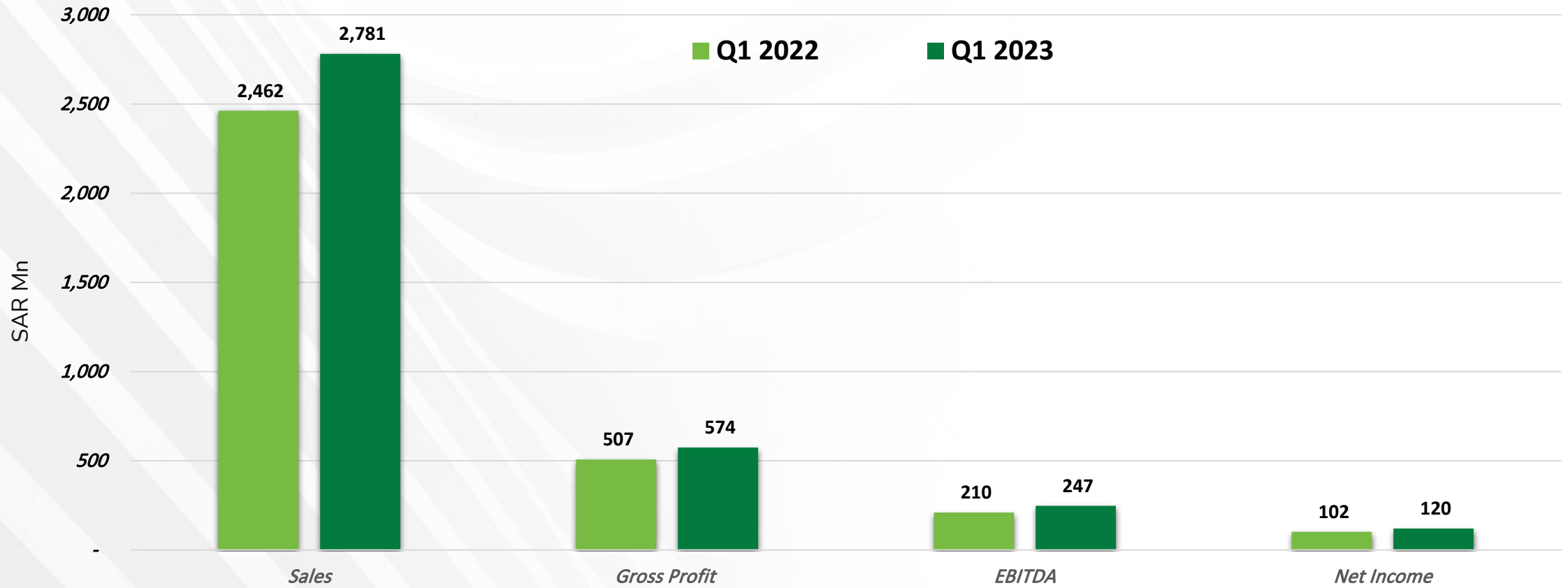


Cash Flow Highlights (Q1)

Million	2019	2020	2021	2022	2023
Cash provided from or (used) in operation activity	197	544	89	549	536
Cash provided from or (used) in investment activities	(40)	(49)	(31)	(138)	(37)
Free Cash Flow	157	495	58	411	498
Cash provided from or (used) in financing activities	(58)	(194)	95	(237)	(324)
Net Change in Cash	99	302	153	173	174



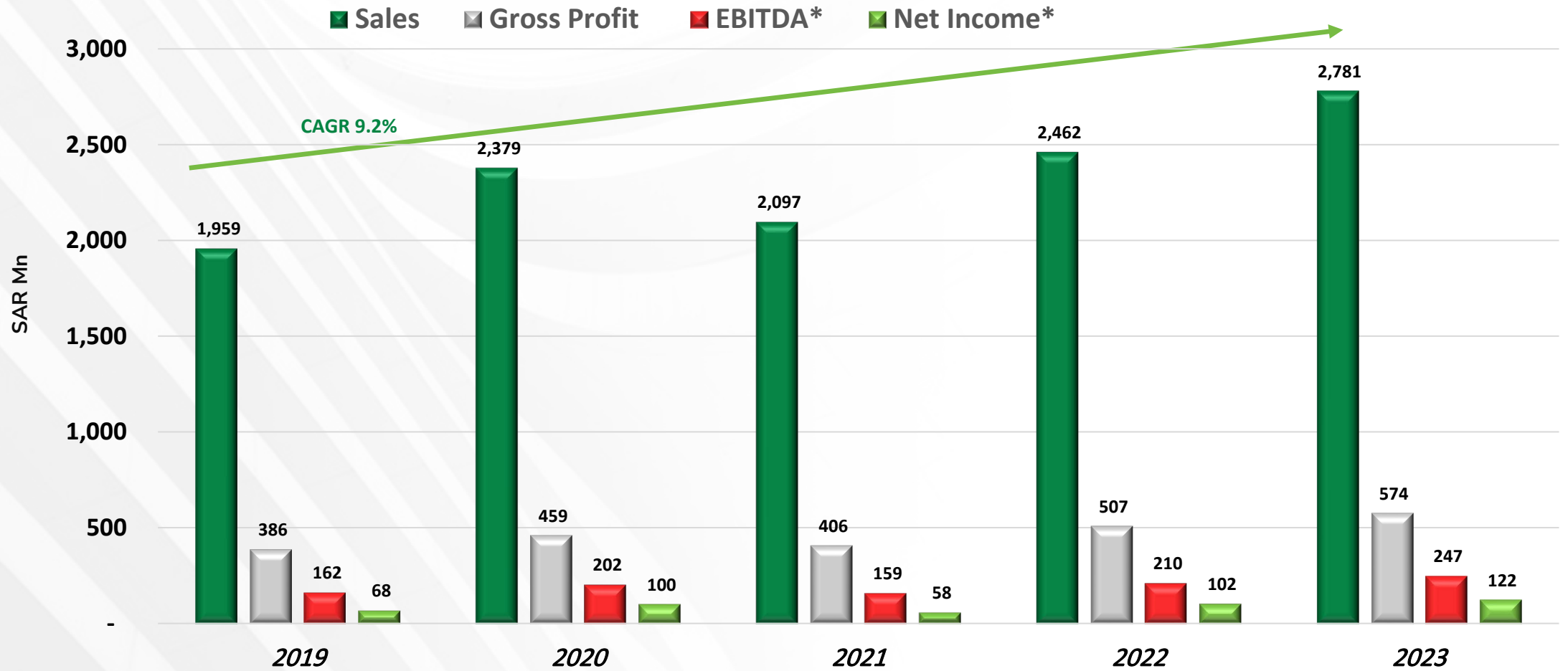
Financial Highlights – Q1



* Net income attributable to shareholders of the company .

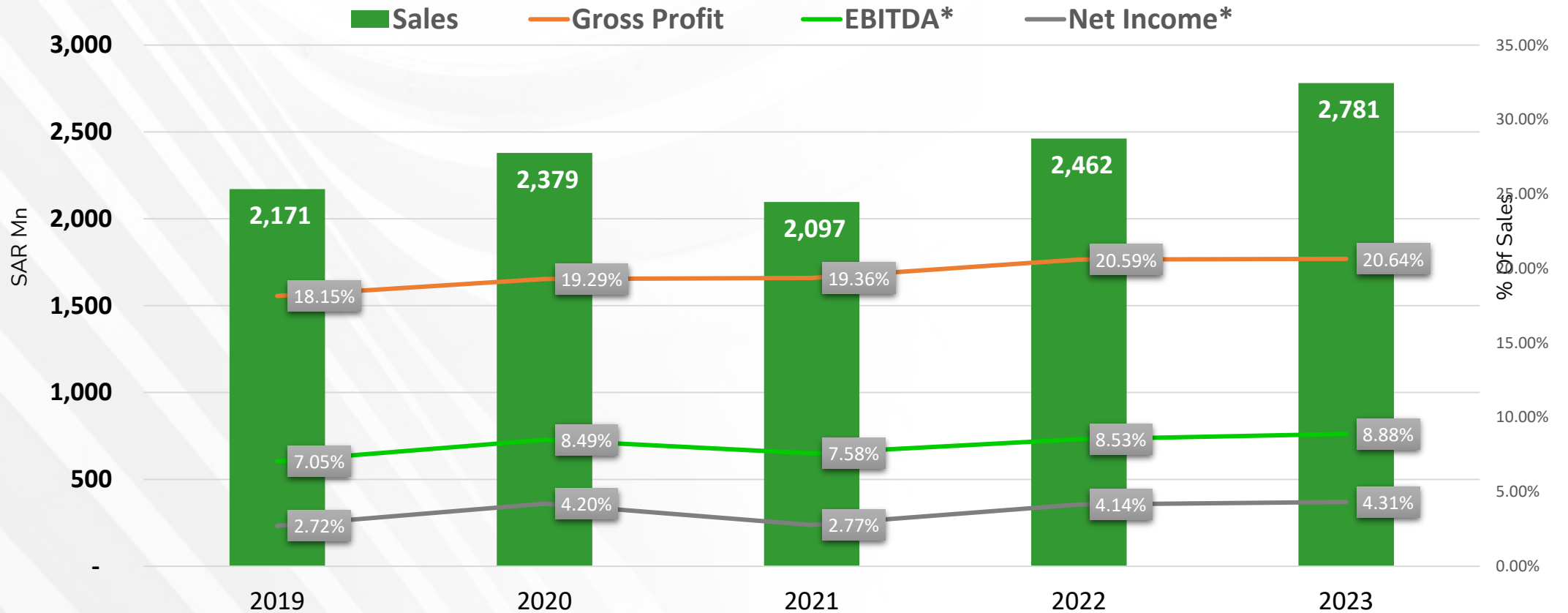


Financial Highlights – Q1



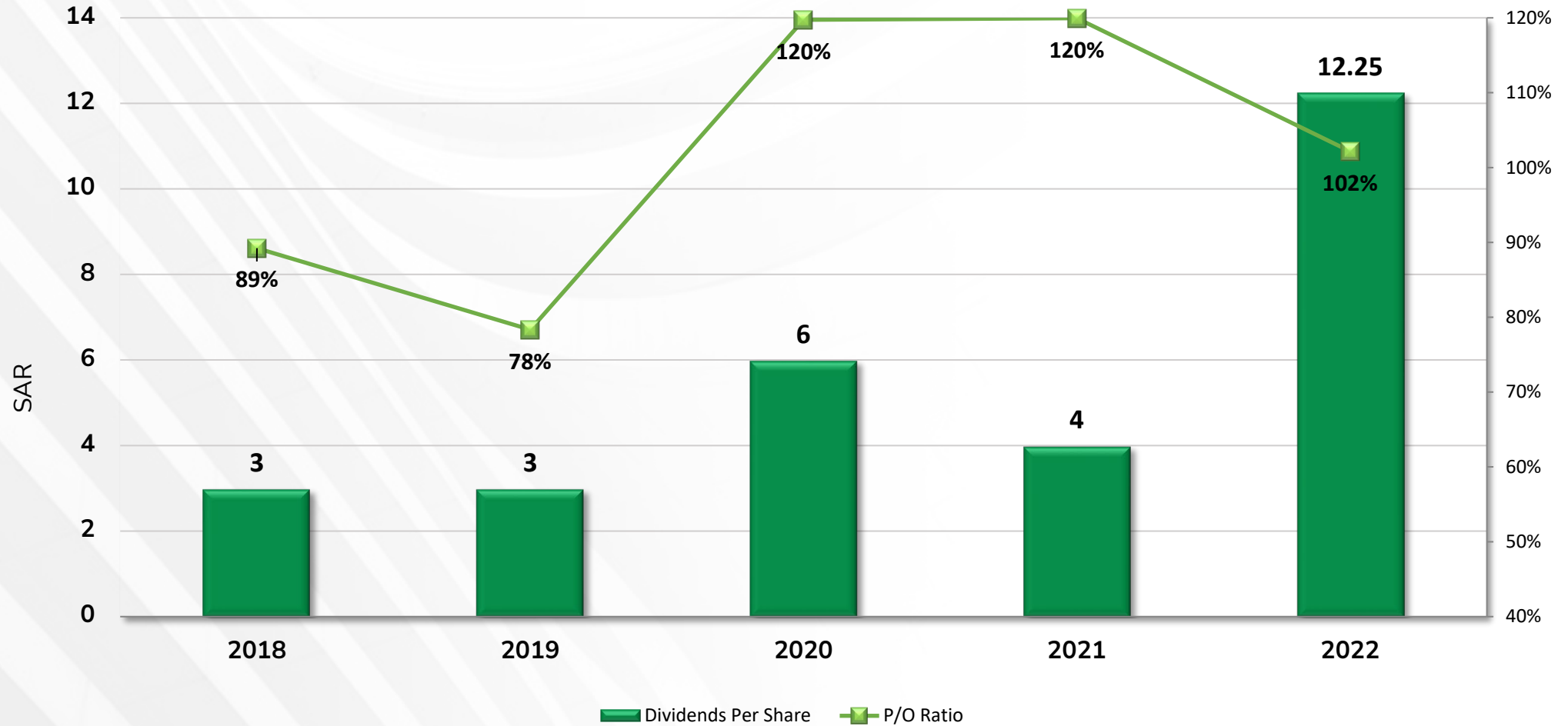


Financial Highlights – Q1





Cash Dividends 2018 - 2022



Highlights on Al Othaim Markets KSA – Q1 2023

Sales growth: **12.96%**
LFL sales growth: **4.51%**

IKTISSAB customers
growth : **27%**



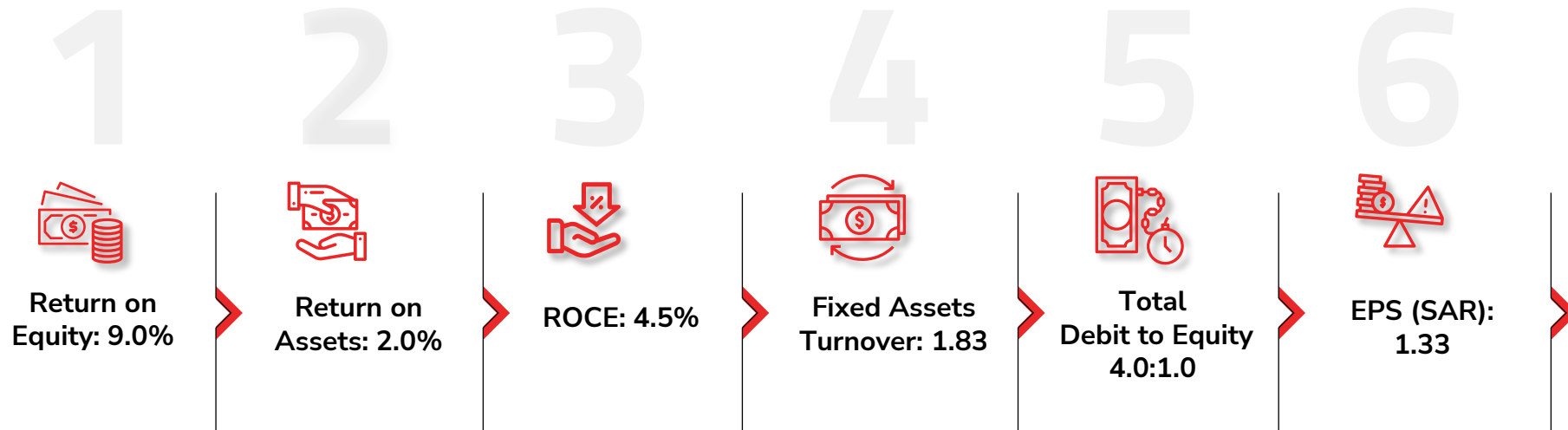
Saudization: **48%**

Basket size growth
for Retail: **-9.02%**

transactions growth for
Retail: **26.90%**



Key Financial Indicators – Q1 2023





THANK YOU