



ABDULLAH AL-OTHAIM MARKETS CO.

Investors' presentation

Q4, 2021





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Profile Summary



1

Abdullah Al Othaim 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 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 2021, Abdullah Al Othaim 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 Al Othaim 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 9.7 billion
USD 2.6 billion



Board Size
9 members



Board Committees
Executive, Audit,
Nomination and
Remuneration



Traded at Tadawul
Since 2008



Headquarters
Riyadh City



**No. of
Employees**
+16K

* As of 30th December 2021.



Snapshot



Retail Division:

- **307** stores with a total of sales area **518** thousands Sqm, located across KSA and Egypt.
 - **262** stores with a total of **494** thousands Sqm, located across KSA.
 - **45** stores with a total of **24** thousands Sqm, located in Cairo-Egypt.
- Contribution to Total Sales is **89.29%**.



Wholesale Division:

- **10** stores with a total of **16.2** thousands Sqm, located across KSA.
- Contribution to Total Sales is **10.71%**.



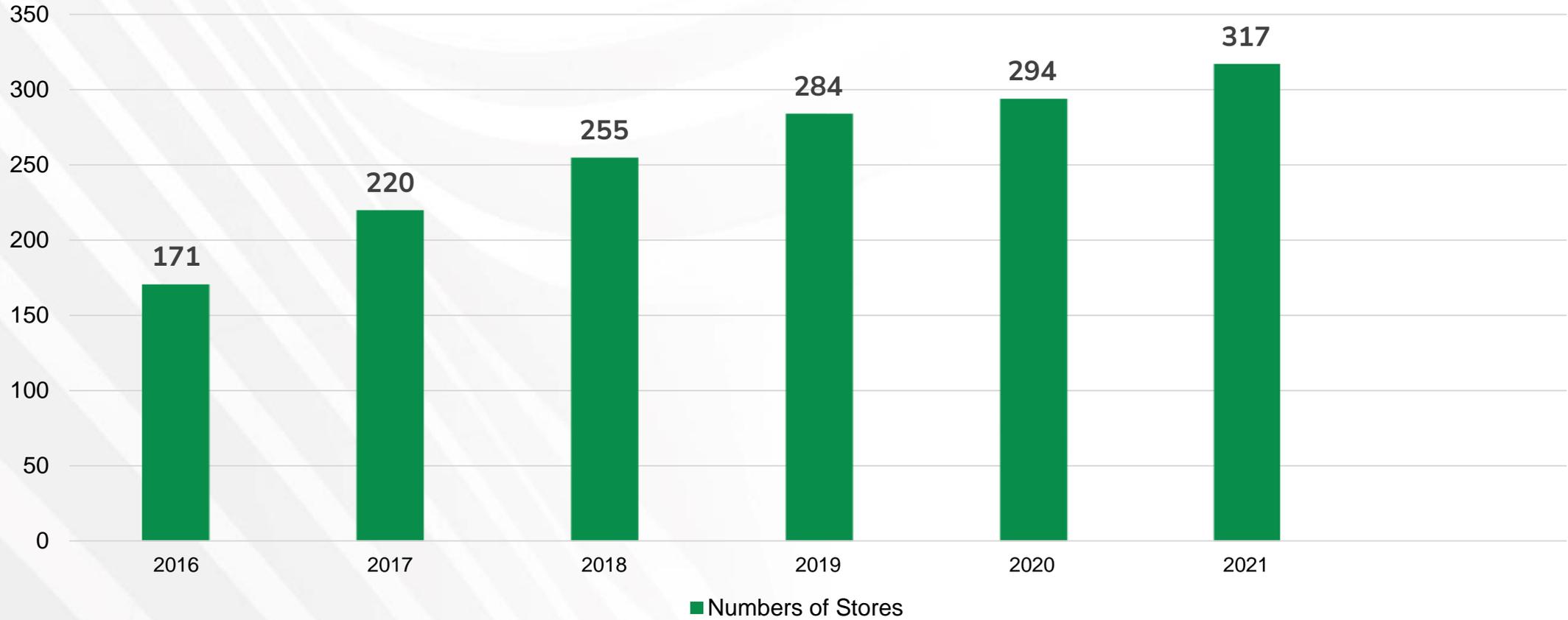
Growth:

- Growth in number of stores (2020 / 2021) is **7.82%**.
- Growth in area of stores (2020 / 2021) is **6.23%**.



Store Breakdown

Numbers of Stores

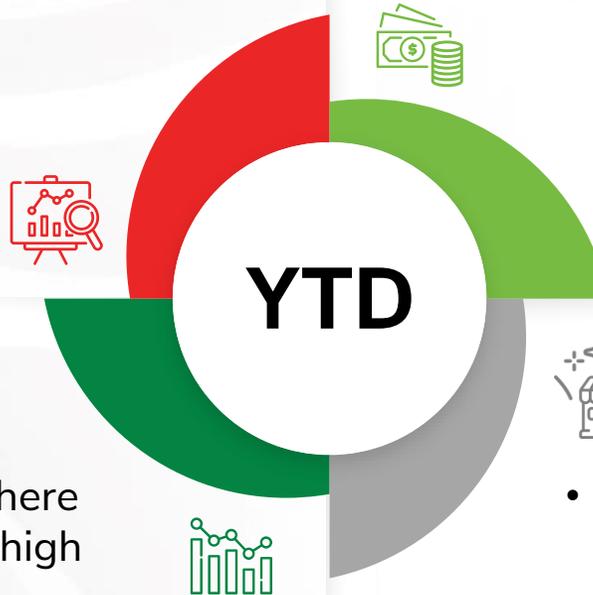




Quick Glance – YTD 2021

- Reported results with sales revenues of SAR **8,403 Mn** (**-4.63%**YoY).
- Net income was SAR **305 Mn** (**-32.34%**YoY).

- Sales decreased by **-4.63%**, vs 2020, where the first half of previous year witnessed high demand for buying as a result of the pandemic preventive measures. This is in addition to the high demand before raising VAT on 01/07/2020.



- In addition to retail sales revenue, revenue from rental activity amounted to **143 Mn**.
- **24** new stores were opened in 2021 in KSA.



Income Highlights – YTD 2021

In SAR Million	2017	2018	2019	2020*	2021
Sales	7,231	7,504	8,166	8,811	8,403
Gross profit	1,440	1,531	1,693	1,911	1,764
EBIT	475	316	423	535	388
Interest	(14.2)	(4.6)	(67.5)	(68.0)	(71.4)
Zakat	(10.8)	(9.2)	(10.8)	(16.2)	(11.3)
* Net income from continuing operations	341	347	355	452	308

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



Balance Sheet Highlights – YTD 2021

Million	2017	2018	2019	2020	2021
Non-current assets	2,182	2,332	3,478	3,602	3,795
Current Assets	1,165	1,316	1,288	1,363	1,307
TOTAL ASSETS	3,347	3,648	4,766	4,965	5,102
Shareholders Equity	1,495	1,660	1,487	1,524	1,373
Non-controlling interest	33	40	38	44	37
Non- current liabilities	176	121	1,273	1,451	1,581
Current Liabilities	1,643	1,827	1,968	1,945	2,110
TOTAL LIABILITIES & EQUITY	3,347	3,648	4,766	4,965	5,102

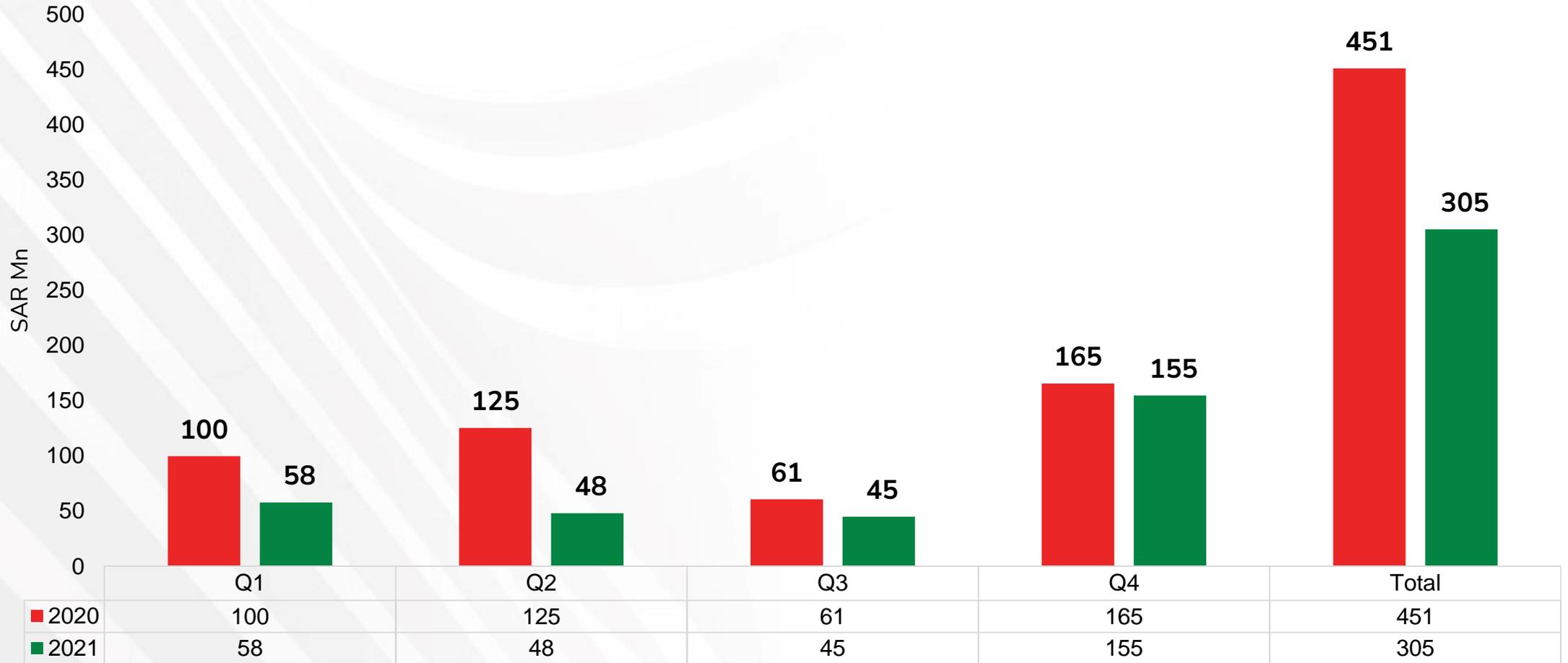


Cash Flow Highlights – YTD 2021

Million	2017	2018	2019	2020	2021
Cash provided from or (used) in operation activity	616	596	657	887	834
Cash provided from or (used) in investment activities	22	(365)	(155)	(114)	(273)
Free Cash Flow	638	230	503	773	561
Cash provided from or (used) in financing activities	(662)	(275)	(460)	(758)	(656)
Net Change in Cash	(24)	(45)	43	15	(95)

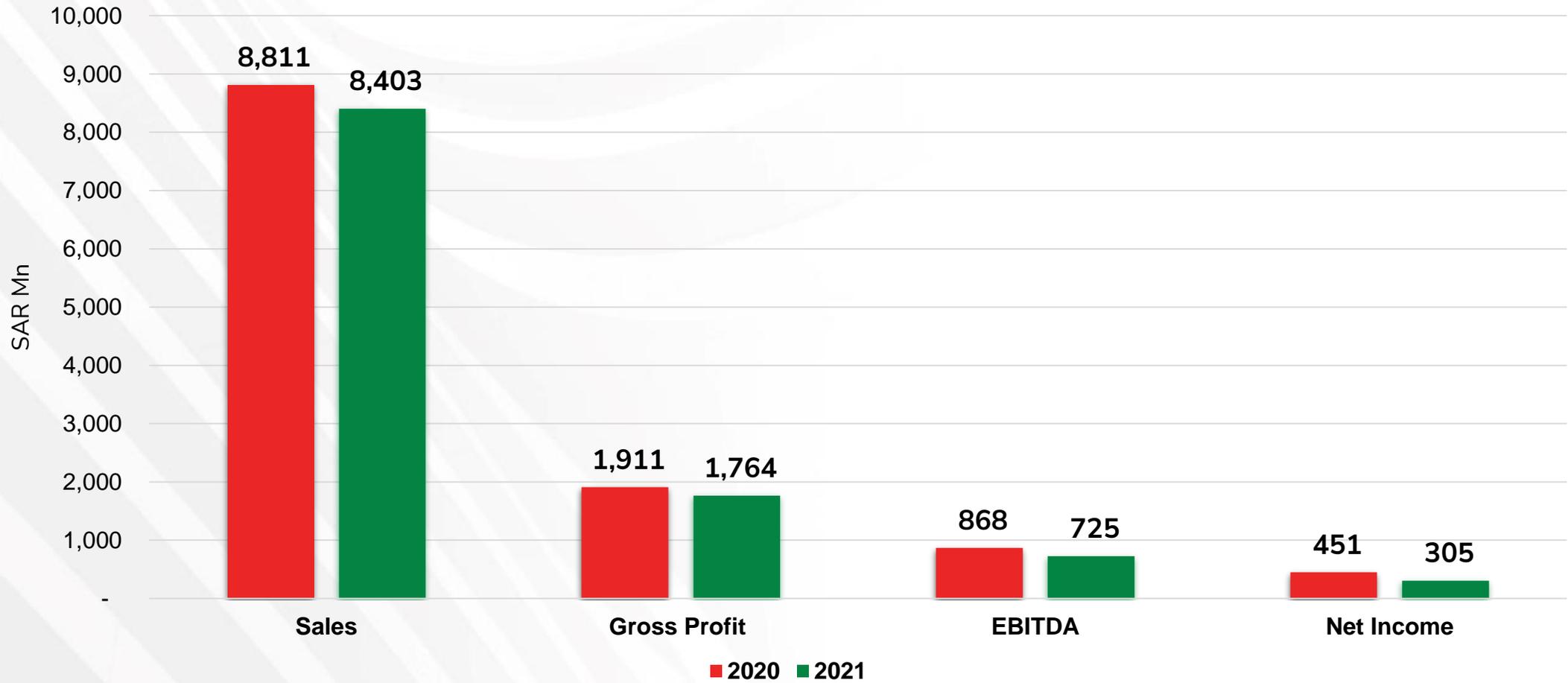


Quarterly and YTD Net Income 2021



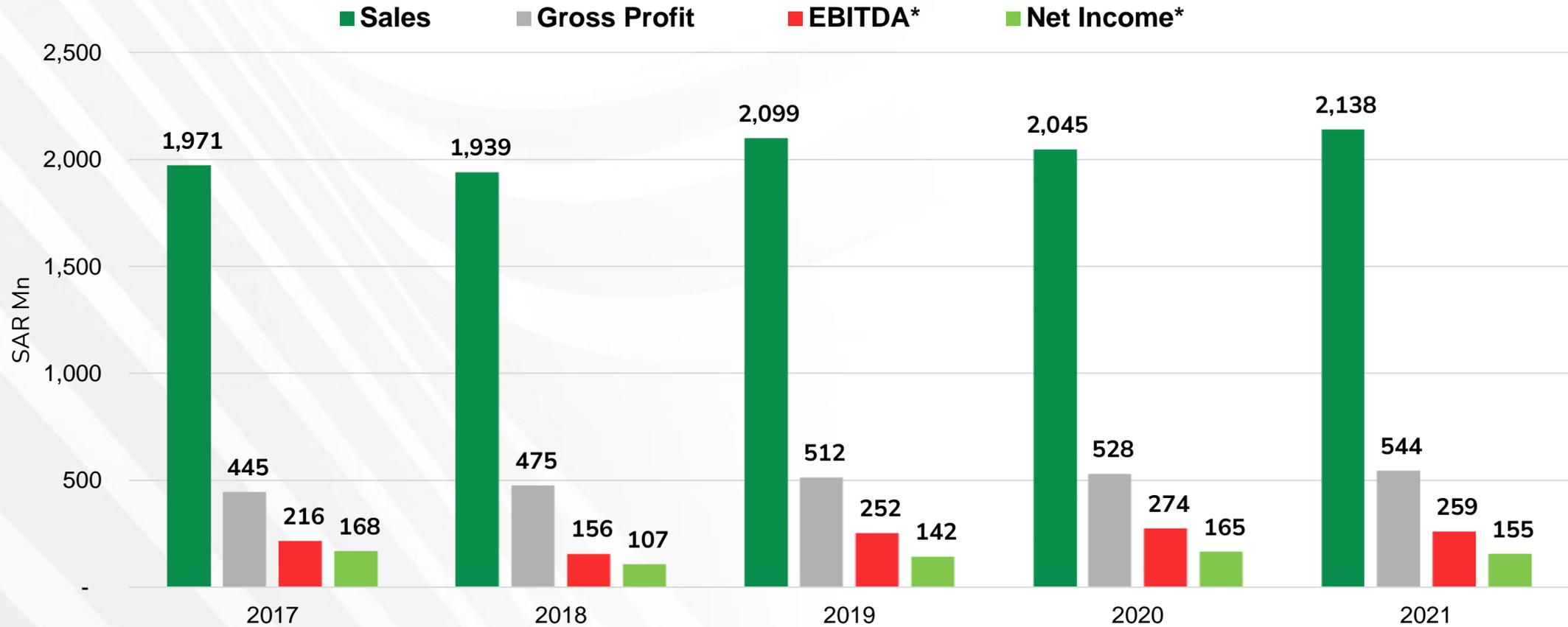


Financial Highlights – YTD 2021





Financial Highlights – Q4 2021

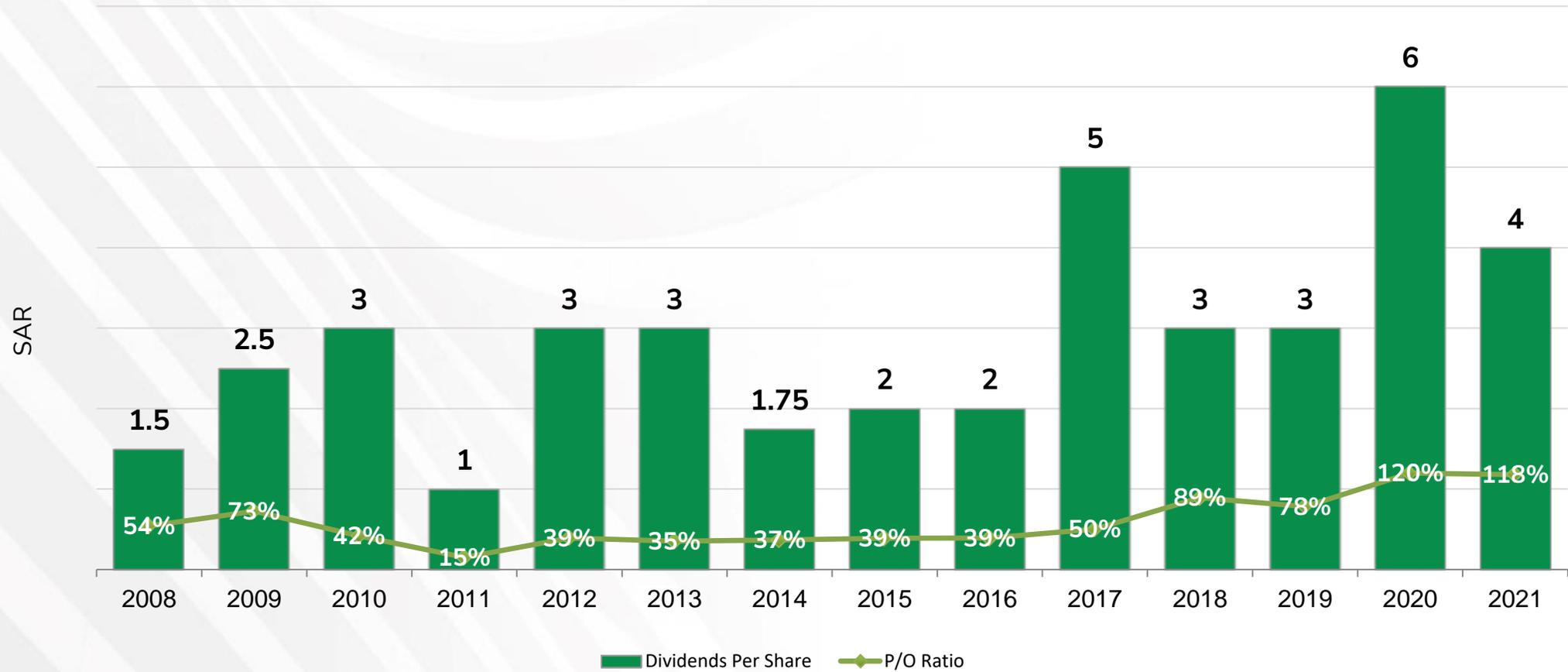


* Normalized EBITDA & Net Income.





Cash Dividends Since Listing



Highlights on Al Othaim Markets KSA – YTD 2021

Sales growth: **-4.63%**
LFL sales growth: **-6.30%**

No. of IKTISSAB customers
growth : **11.14%**

No. of transactions
growth for Retail: **-2.48%**

Basket size for
Retail: **SAR 96**

Saudization: **47%**

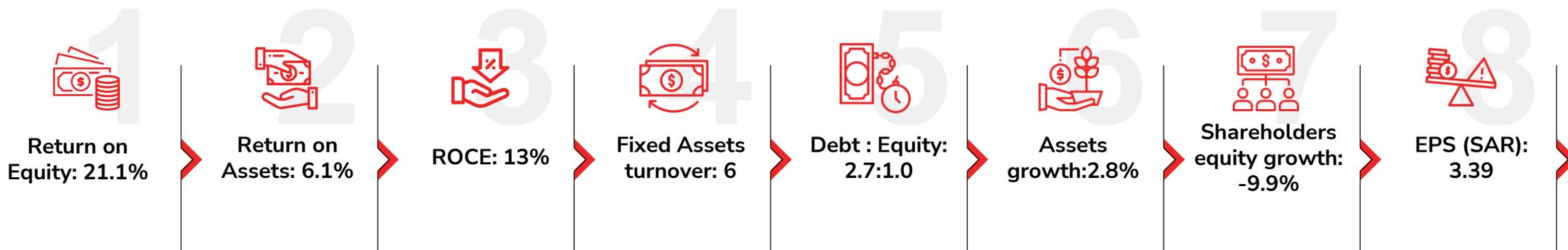
Revenue / Sqm:
SAR 17,911

Basket size growth
for Retail: **-1.9%**





Key Financial Indicators – YTD 2021





THANK YOU