

**Q3-FY23**

Factsheet

**Overview**

Cenomi Retail, formed as Fawaz A. Alhokair & Co in 1990 by Fawaz, Salman and Abdulmajeed Alhokair. The company has since become the leading franchise retailer in the KSA and the only listed business of its type in the Middle East.

Since the opening of its first store in 1991, Cenomi Retail has grown considerably and now trades in circa 1,560 stores

across 100 shopping malls in 11 countries, with a retail platform operating on a total GLA of more than 464 thousand square meters. All of this is managed by a workforce numbering more than 10,500. Cenomi Retail currently represents around 76 brands, spanning womenswear, menswear, kids and baby, department stores, shoes and accessories, cosmetics in addition to operating a series of restaurants and coffee shops. For more information, please visit [www.cenomiretail.com](http://www.cenomiretail.com)

**Cenomi Retail's strategic pillars**

Our **vision** is to be the **leading 'lifestyle' retailer** and **partner of choice** for **Champion Brands** in Saudi Arabia and our selected strategic markets.

Our vision and growth ambitions are enabled by the following strategic pillars:

**Geography:** Re-affirm KSA leadership and win in CIS

**Brands:** Lead with winning brands

**Category:** Evolve from apparel champion to multi category lifestyle

**Channel:** Rise to meet the online opportunity

**Share Information**

Tadawul	4240
Bloomberg	CENOMI:AB
Sector	Consumer Discretionary
Industry	Retail
Number of Shares	114,766,448
Free Float	33.83%
Financial Year End	31 Dec*

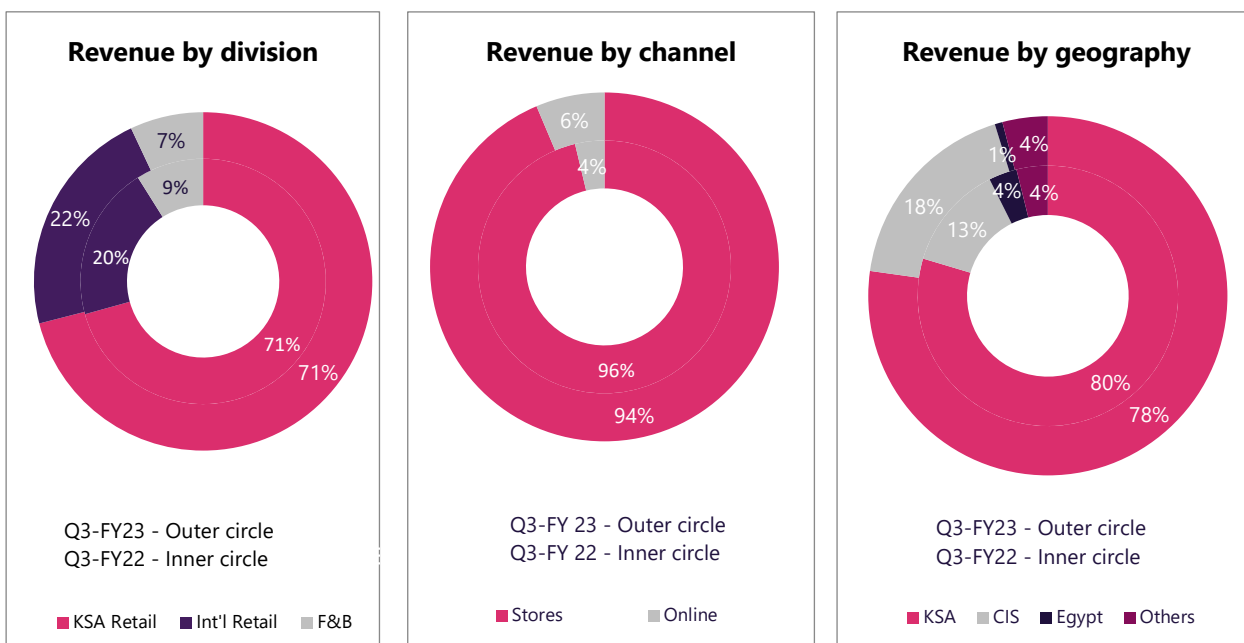
*\*recently changed fiscal year*

**Financial Performance Highlights: Q3-FY23**

Revenue	SAR 1,460 mn
Adjusted Gross Margin*	15.8%
Adjusted Net Profit*	SAR 10 mn
Inventory	1 bn
LFL % Change	(4.6%)

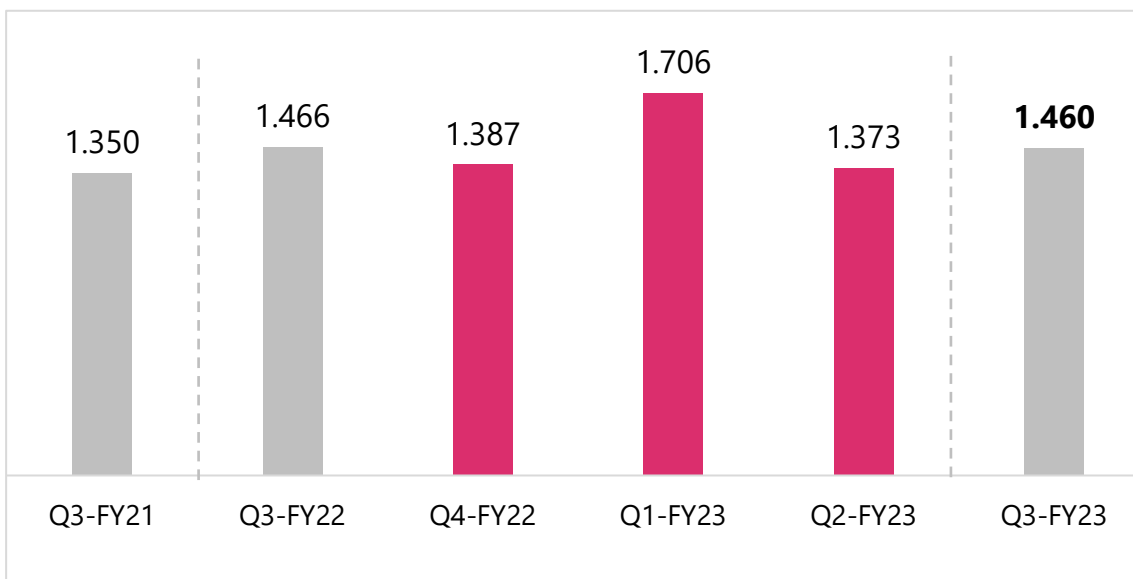
*\*Adjusting for one-off inventory charge*

## Top-line overview

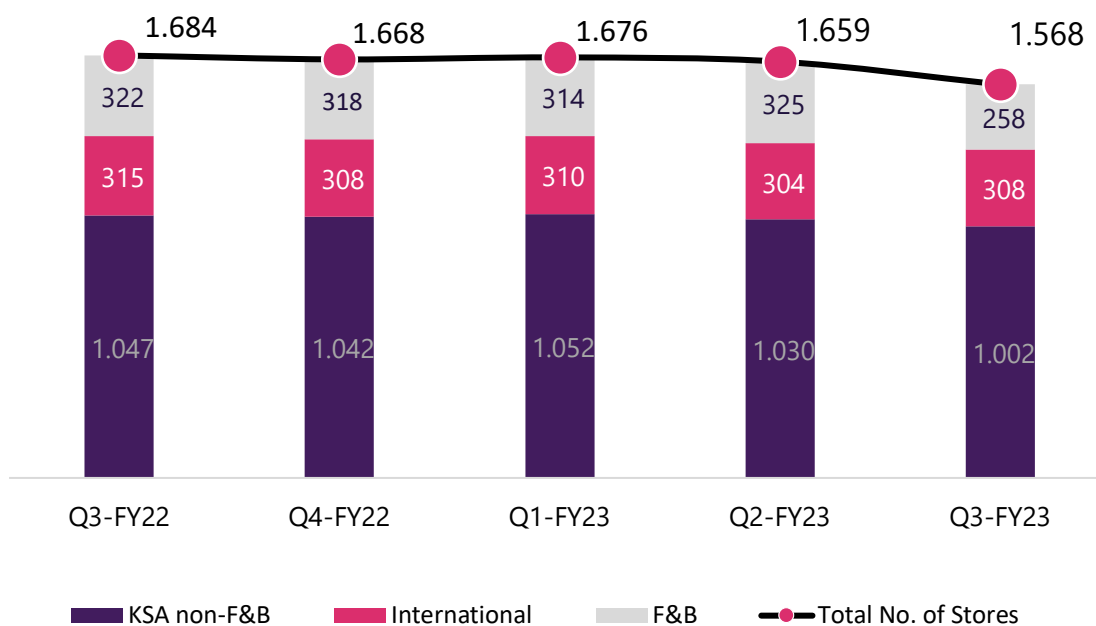


## Operating Highlights

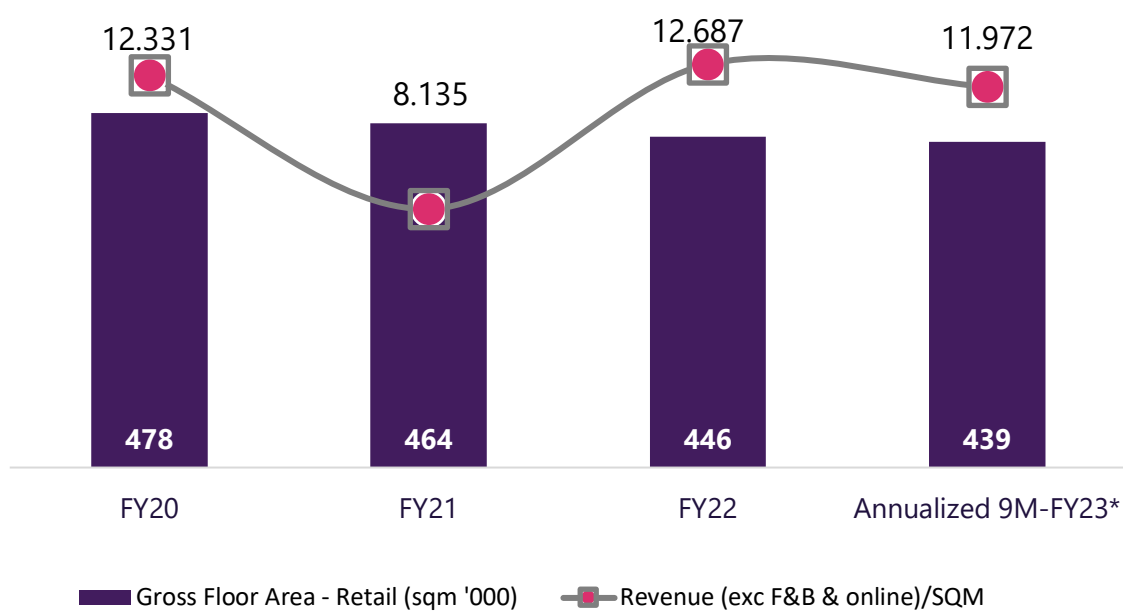
### Revenues, SAR million



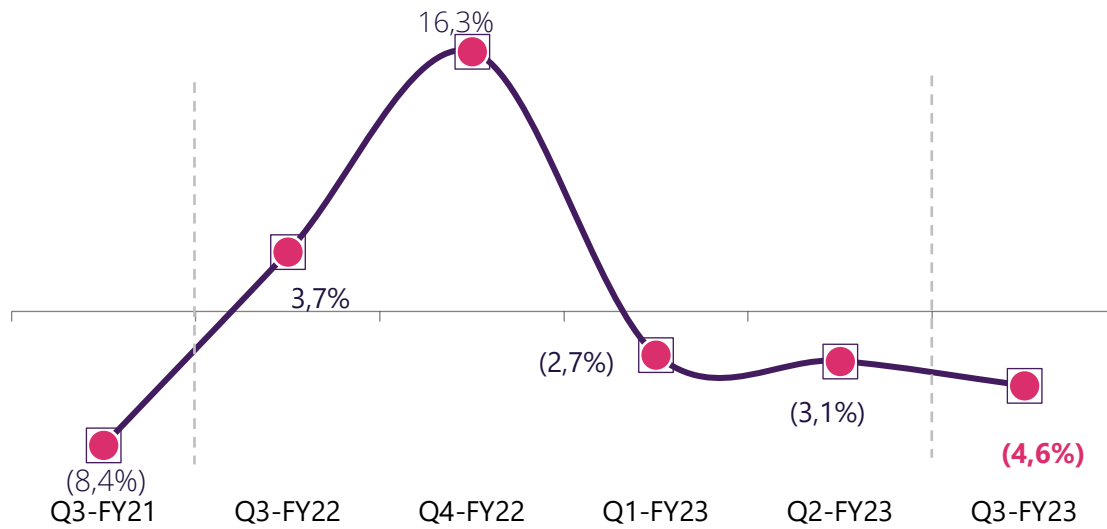
### Number of Stores, EOP



### Gross Floor Area (SQM) vs Sales Density



### LFL Consolidated Sales Growth, %



## Disclaimer

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as "according to estimates", "anticipates", "assumes", "believes", "could", "estimates", "expects", "intends", "is of the opinion", "may", "plans", "potential", "predicts", "projects", "should", "to the knowledge of", "will", "would" or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management's ("Management") current views of future events, are based on Management's assumptions and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations prices, costs, ability to retain the services of certain key employees, ability to compete successfully, changes in political, social, legal or economic conditions in Saudi Arabia, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and Management's ability to timely and accurately identify future risks to our business and manage the risks mentioned above.