

Overview

Fawaz Abdulaziz Alhokair & Co (known as Alhokair) was formed 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, Alhokair has grown considerably and now trades in circa 1,668 stores across in 11 countries, with a retail platform operating on a total GLA exceeding 450,000sqm. Alhokair currently represents 83 brands across retail and F&B with a team of more than 10,500 employees.

Vision & Strategy

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

Our vision and growth ambitions are enabled by our **operational upgrade strategy** with **4 key pillars**:

Portfolio Optimization

Operational Excellence

Building a Lifestyle Brand

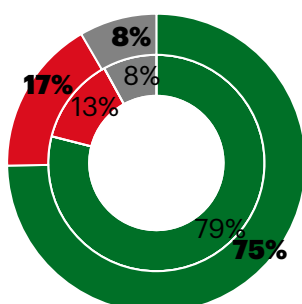
Commitment to Digital

Store Openings for FY22



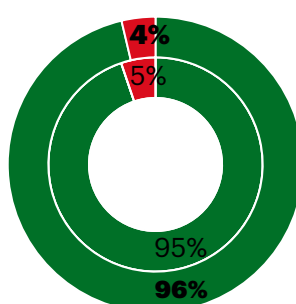
Top-line overview

Revenue by division



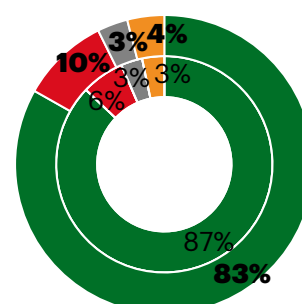
FY22 - Outer circle
FY21 - Inner circle
■ KSA Retail ■ Int'l Retail ■ F&B

Revenue by channel



FY22 - Outer circle
FY21 - Inner circle
■ Stores ■ Online

Revenue by geography



FY22 - Outer circle
FY21 - Inner circle
■ KSA ■ CIS ■ Egypt ■ Others

Share Information

Tadawul	4240
Bloomberg	ALHOKAIR:AB
Sector	Consumer Discretionary
Industry	Retail
Number of Shares*	210,000,000
Free Float**	30.81%
Financial Year End	31/03

* Number of shares dropped to 114,766,448 effective 04/07/2022 following EGM approval of capital reduction
** as at 30/06/2022

Financial Performance Highlights

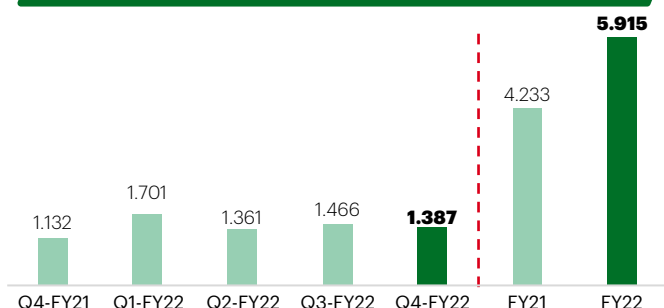
Revenue	SAR 5,915 mn
Gross Profit	SAR 991 mn
EBITDA Margin*	7.8%
Net Profit	SAR 38 mn
Inventory	1.70 bn
LFL Growth	37%

*pre-IFRS 16 EBITDA Margin

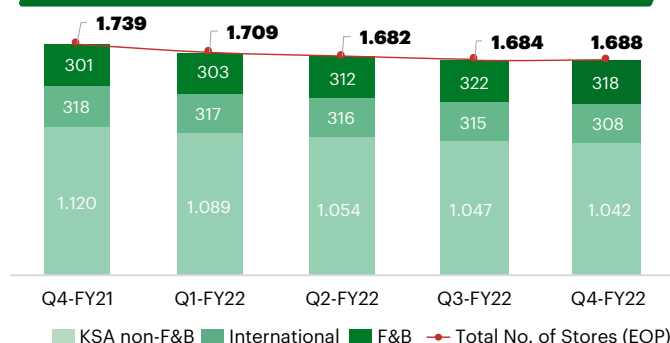
New Brand Acquisitions for FY22

Operating Highlights

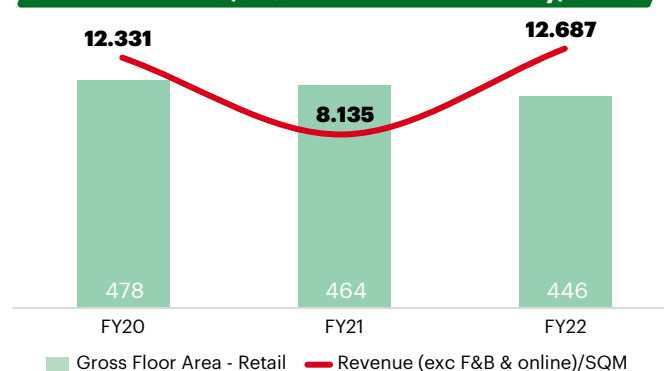
Revenues, SAR million



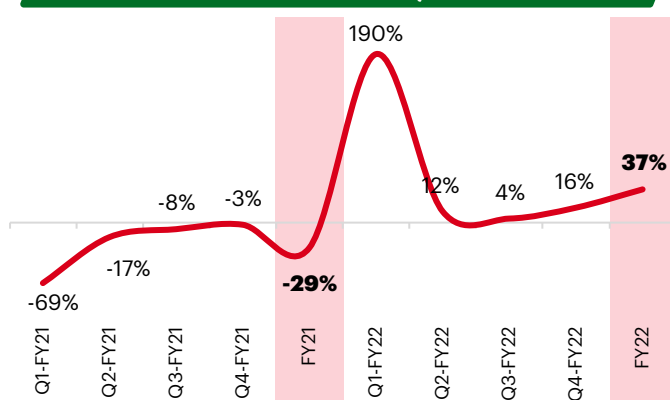
Number of Stores, EOP



Gross Floor Area, SQM '000 vs Sales Density, SAR



LFL Consolidated Sales Growth, %



Key Strategic Pillars

Portfolio Optimization	Operational Excellence	Building a Lifestyle Brand	Commitment to digital
Optimize store network	● IT, finance and other optimization initiatives	● New and differentiated brand identity	● Launch "buy now pay later" for new brands
Exit weak/non-performing brands	● Revamp inventory & supply chain management	● Stores roll-out for new brands	● Enhance Vogacloset portfolio
Expand portfolio – unique brand experience	● Launch shared service center	● Grow F&B network	● Launch customer service center
Increase revenue per SQM	● Dispose of non-core assets	● Launch loyalty & CRM program	● FAS Finance

● Achieved ● WIP

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.