

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 1,700 stores in 11 countries, with a retail platform operating on a total GLA of more than 450,000m². Alhokair currently represents around 90 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

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

Financial Performance Highlights

Revenue	SAR 3,062 mn
Gross Profit	SAR 565 mn
EBITDA Margin	11.4%
Net Profit	SAR 67 mn
Inventory	SAR 1.10 bn
LFL Growth	11.6%

Store Openings for FY22

Marie
France
PUBLIC DESIRE

bizou
DECATHLON

New Brand Acquisitions for FY22

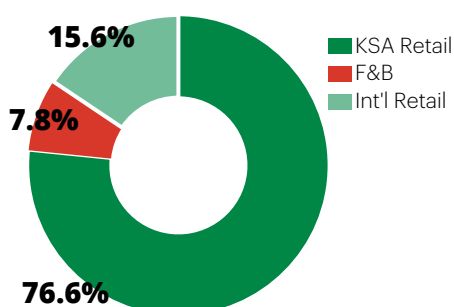
fnac
DARTY

alo
yoga

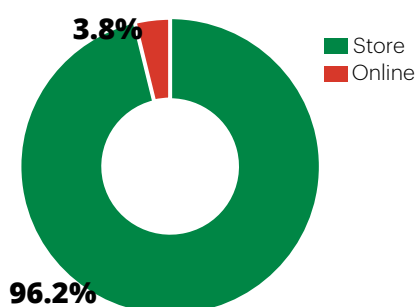
flying tiger
copenhagen

Top-line overview

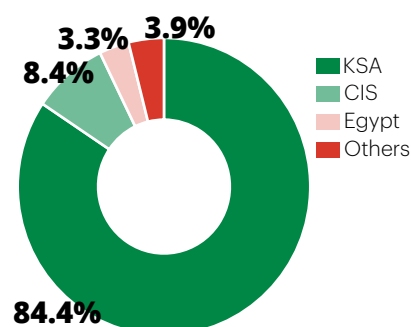
Revenue by division



Revenue by channel

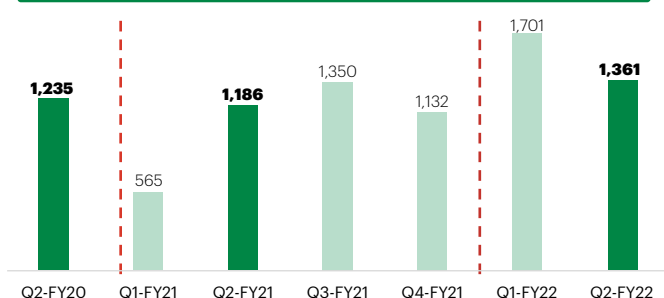


Revenue by geography

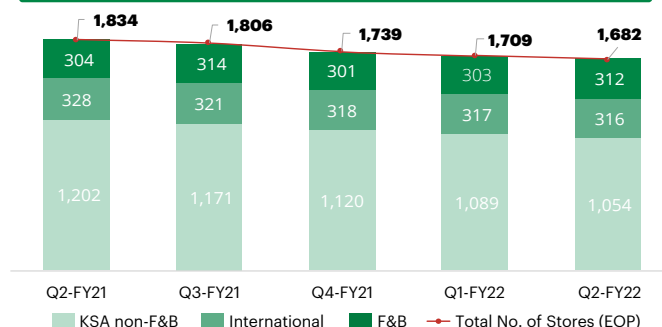


Operating Highlights

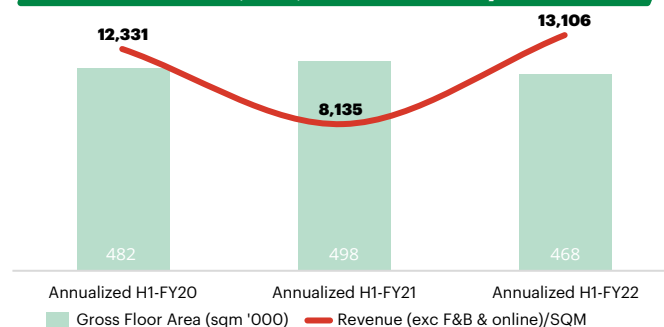
Revenues, SAR million



Number of Stores, EOP

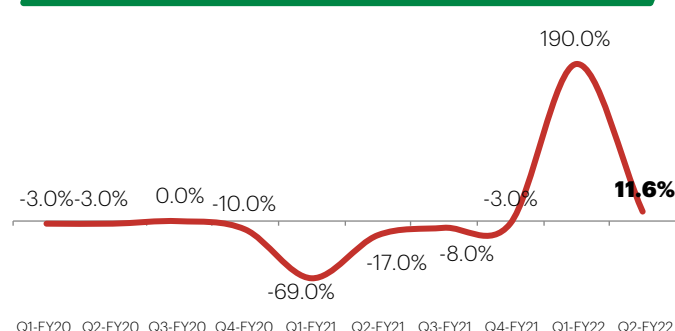


Gross Floor Area (SQM) vs Sales Density



Annualized figures are based on the period run rates

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"
Exist 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 portfolio
Increase revenue per SQM	● Dispose of non-core assets	● Launch loyalty & CRM program	● Launch of FAS Lab with Arabian Centers

● 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 of", "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.