

FAQs

What is Abdullah Al Othaim Investment Company (“AOIC” or the “Company”) and what does it offer?

AOIC is one of the largest shopping mall operators in the Kingdom of Saudi Arabia and is the largest operator in secondary cities. The Company was established as a Saudi closed joint-stock company with a share capital of SAR 1,000,000,000 divided into 100,000,000 Shares with a nominal value of SAR 10 per Share. The Company aims to ensure sustainable operations and attractive profits for its shareholders through the ownership, development, and management of its malls, attracting top local and international brands.

The Company offers a diversified range of mall, entertainment, retail, food and beverage, and cinema businesses. Its strategic focus on leadership in untapped areas in the Kingdom equates to the Company’s market leadership in small and medium cities, where its positioning provides a high barrier to competition, with a targeted offering in major cities.

Why did AOIC decide to move forward with an IPO now?

The Company benefits from a strong market ecosystem resulting in favorable capital market conditions, in parallel with supportive market dynamics and driven by Vision 2030 economic diversification initiatives. The IPO will provide an important strategic dimension to propel the Company’s growth strategy.

What is your strategy post-IPO?

The Company has a clear strategy to continue outsized growth through further expansion in developing and densely populated areas in the Kingdom to enhance market position through the development of unique, world-class malls, while building on sector momentum to leverage first-mover advantage in small and medium-sized cities (addressing the shortage of mall supply), and expanding into well-located, strategic mixed-use developments in tier 1 cities. The Company also anticipates the continued expansion of the entertainment centers of Abdullah Al Othaim Entertainment Co. through the development of new ideas, both in and out of the Kingdom.

The Company intends to expand into new geographies using land bank (and third parties) and diversify complementary products and services, becoming the ‘first choice’ for entertainment, retail, and F&B.

Where is AOIC planning to list?

The Company is planning to list its ordinary shares on the Saudi Exchange’s Main Market.

What is the transaction structure?

The Company will proceed with an initial public offering of 30 million shares, representing 30.0% of the Group’s issued share capital of 100 million shares by way of a sale of existing shares by the current shareholders.

Who is eligible to subscribe?

- The Offering will be restricted to the following groups of subscribers:

- **Tranche (A):** Participating Parties (Institutional Investors): This tranche comprises the entities entitled to participate in the book-building process as set out under the Capital Market Authority Instructions on Book Building and Allocation of Shares in Initial Public Offerings (the “**Book-Building Instructions**”). Participating Parties will initially be allocated thirty million (30,000,000) shares, representing 100% of the Offer Shares. Final allocation will be made after the end of the subscription period for Retail Subscribers. The Financial Advisor shall have the right, if there is sufficient demand from Retail Subscribers, to reduce the number of Offer Shares allocated to Participating Entities to twenty-seven million (27,000,000) shares, representing 90% of the Offer Shares.
- **Tranche (B):** Retail Subscribers: This tranche comprises Saudi Arabian nationals, including any divorced or widowed Saudi woman having minor children from a marriage to a non-Saudi individual, who is entitled to subscribe to the Offer Shares for her own benefit in the names of her minor children, on the condition that she proves that she is divorced or widowed and the mother of her minor children, and GCC natural persons (collectively “**Retail Subscribers**” and each an “**Retail Subscriber**”). The subscription of a person in the name of his divorcee shall be deemed invalid, and if a transaction of this nature is proved to have occurred, the law shall be enforced against the applicant. If a duplicate subscription is made, the second subscription will be considered void and only the first subscription will be accepted. A maximum of three million (3,000,000) shares, representing 10% of the Offer Shares, shall be allocated to Retail Subscribers, provided that Participating Entities subscribe for all Offer Shares allocated to them. In the event that Retail Subscribers do not subscribe in full to the Offer Shares allocated to them, the Financial Advisor may reduce the number of Offer Shares allocated to Retail Subscribers in proportion to the number of Offer Shares subscribed for by them.

How can I subscribe?

In order to participate, kindly contact one of the following receiving entities, through their online channels: The Saudi National Bank, Riyad Bank, Saudi British Bank, Bank Saudi Fransi, Meem by Gulf International Bank, and Alinma Bank. Further details will be disclosed in the prospectus in due course.

In addition, we recommend discussing any investment-related queries with your financial advisor.

When will the final offer price be announced?

The final offer price for the Offer Shares will be announced at the end of the book-building period.

Is the allocation of my subscribed amount guaranteed? What happens if not?

The number of shares received will depend on the pricing and allocation decisions taken by the Company and financial advisors. If there is oversubscription, Retail Subscribers will get a refund.

What is the minimum and maximum subscription?

The minimum allocation per Retail Subscribers is 10 Offer Shares, and the maximum allocation per Retail Subscribers is Offer Shares.

The minimum allocation 250,000 per Institutional Investor is 100,00 Offer Shares, and the maximum allocation per Institutional Investor is 4,999,999 Offer Shares.

When will I be able to sell my shares?

There will be no implementation of a lock-up period or restrictions on the sale of your shares following listing. New shares will be available to buy and sell from the first day of trading.