



Abdullah Al Othaim Investment Company (AOIC) announces intention to float its shares on the Saudi Exchange

Message from the Chairman

Since its establishment, the Company has built a reputation for being trustworthy and resilient while delivering long-term value for all stakeholders. The listing will provide an important strategic dimension to propel the Company's growth strategy, enabling expansion into new geographies and building upon the success of its mall and entertainment offerings. Ultimately, our customers, investors, and the wider community alike will benefit from the resulting increase in quality offerings, particularly in currently underserved areas, as well as job creation in line with Vision 2030.

Abdullah Saleh Ali Al Othaim
Chairman



Mission

To create living, vibrant and integrated communities for shoppers and retailers which are lively, profitable and iconic community destinations.

Vision

Be the region's 1st choice shopping and entertainment destination by creating safe and desirable communities that enrich the lives of the customers and staff in pleasing, fun and socially enjoyable ways.

Diversified Offering

Shopping Malls



Entertainment Centers



Fashion Retail Stores



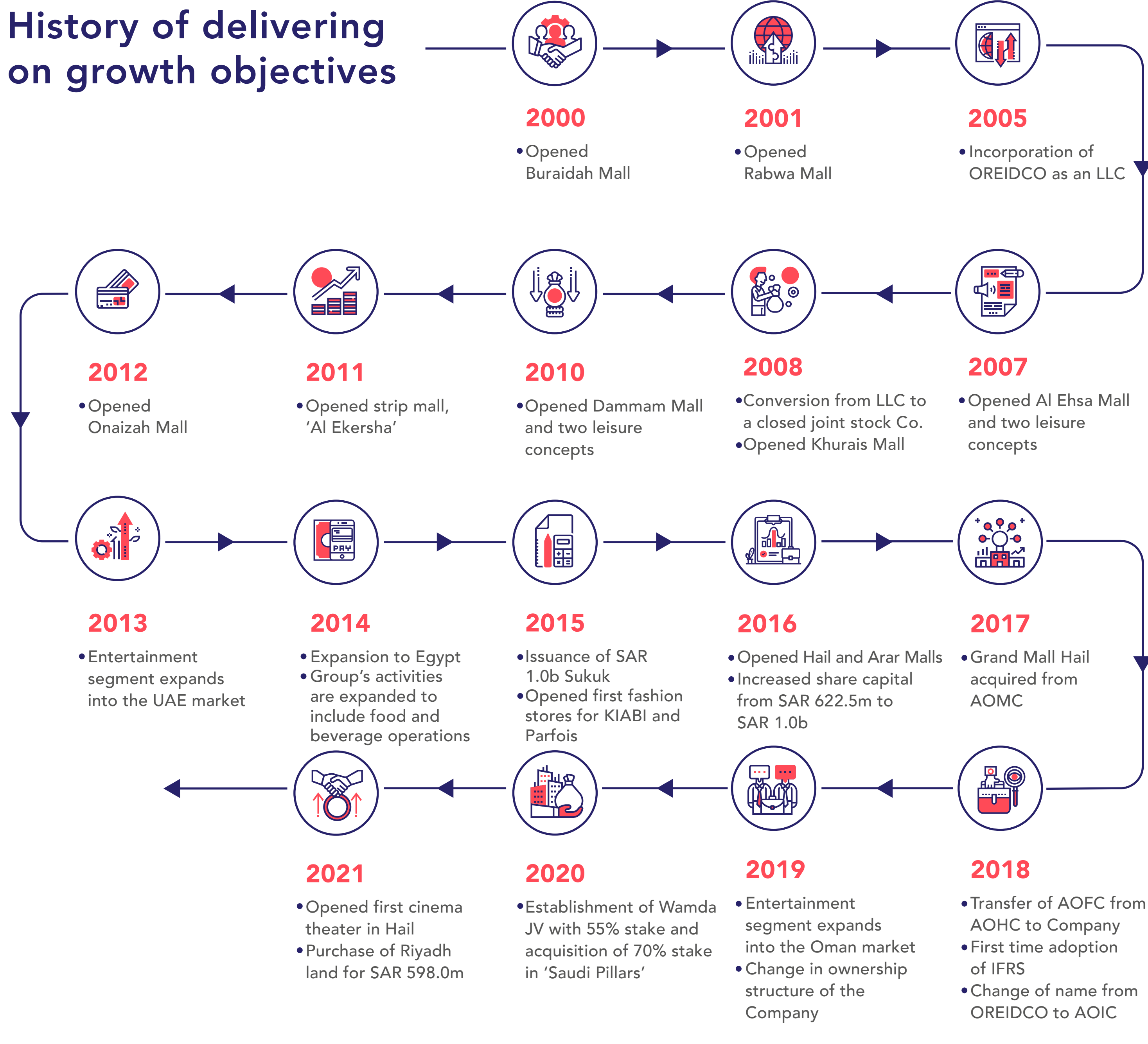
Food & Beverage Outlets



Cinema



History of delivering on growth objectives



One of the largest shopping mall operators in the Kingdom of Saudi Arabia and the largest operator in secondary cities



An average occupancy rate of more than **85%** between 2018 – 2021



More than **41 million** average visitors per year between 2018 – 2021



Leveraging the **Quality of Life Program under Saudi Vision 2030** and supportive market conditions

The offering

All the Offering Shares will be offered to institutional investors, with a claw-back by the retail investors of up to 10%, as determined by the Financial Advisor

30M

Offer Shares will be listed on the Saudi Exchange as a secondary offering

30%

Of AOIC's issued share capital of 100m shares

100%

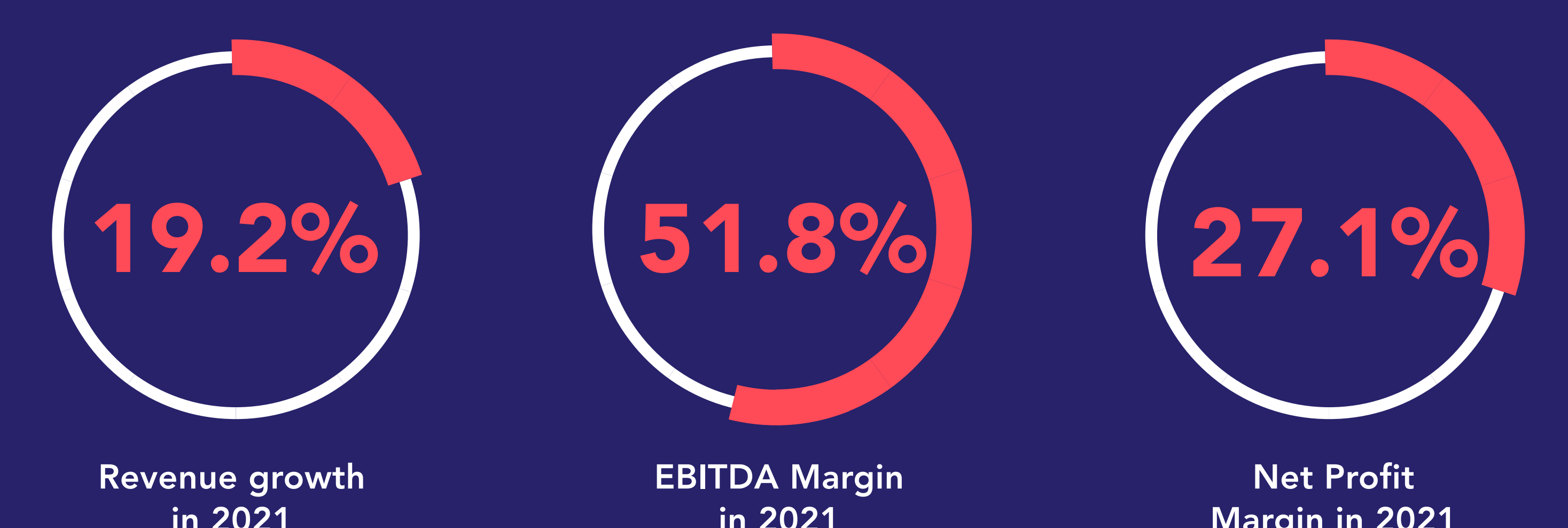
Or 30m shares will be offered to institutional investors

10%

Or 3m shares to be clawed back and offered to retail investors

The final offer price will be determined at the end of the book-building period

Key Financial Highlights



Proven track record of operational performance and financial returns, with strong revenue and earnings growth driving cash flow generation

EBITDA Margins	
2018	46.8%
2019	47.4%
2020	51.1%
2021	51.8%

Net Profit Margins	
2018	27.0%
2019	23.1%
2020	16.6%
2021	27.1%

Revenue Segmentation

