



Q3 2022 Earnings Presentation

24 Nov 2022



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During Q3 2022

- Around 19 new stores were opened at group level.
- 4 new stores in UAE.
- 3 new stores in Qatar.
- 2 new stores in each of Egypt Domino's, Kuwait, and Pakistan.
- A total of 6 new stores across other markets.



- During months of Oct and Nov, 8 new stores were opened in KSA.





Exclusive deal
for Esaad
cardholders.

Signed MOU with the
Ministry of Municipal
and Rural Affairs and
Housing within the
framework of joint
cooperation between
the government and the
private sector.



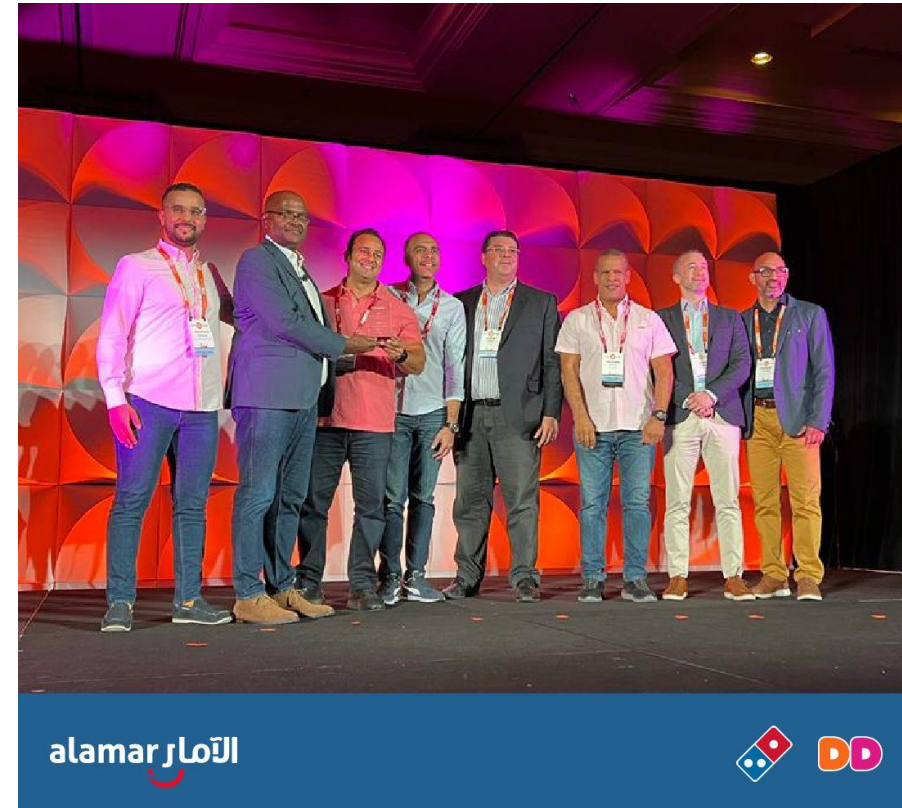
Signed MOU with
Alyoum (almarai) to
develop local
products.

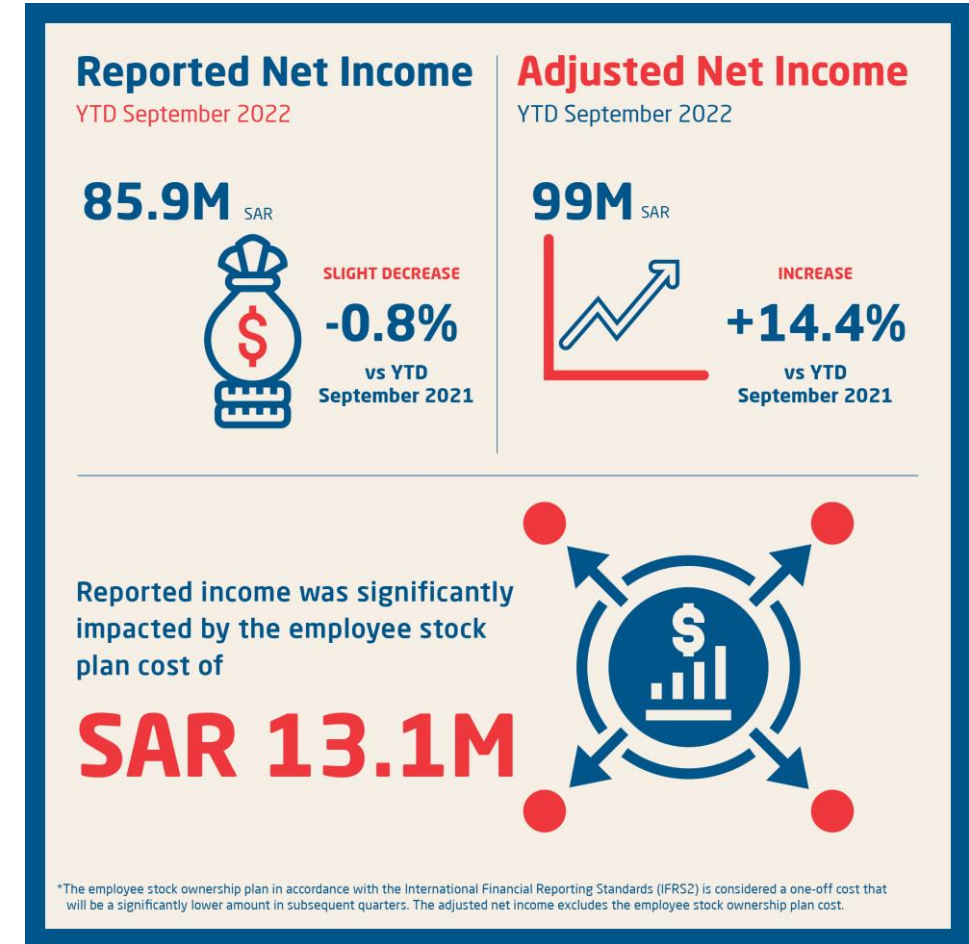
71 Saudis have graduated from our internal development program. The program is aimed at preparing Saudis to hold operations managerial positions

The current Saudization rate in Alamar KSA is 38.6%.



Received global recognition from the master franchisors (Domino's and Dunkin') for growth and operations excellence achievements.





Group Store Count

At the end of September 2022



DUNKIN' دانكن

7

New stores



Domino's Pizza

45

New stores

The Domino's Pizza logo is a red diamond with a white 'D'. The number 45 is in large blue font.

Corporate Store Count

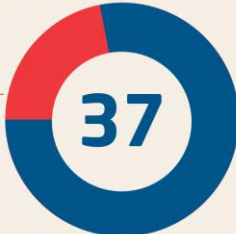
At the end of September 2022



DUNKIN' دانكن

7

New stores



Domino's Pizza

30

New stores

The Domino's Pizza logo is a red diamond with a white 'D'. The number 30 is in large blue font.

Cash Flow from Operating Activities

YTD September 2022

Increased
+19%

vs YTD
September 2021



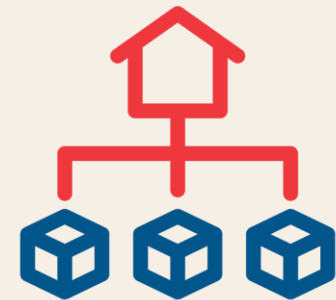
Q3 2022 Dividends

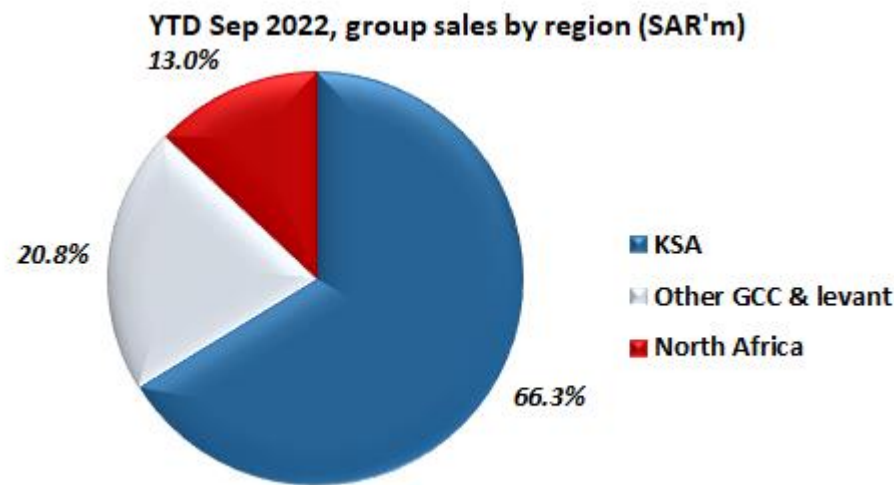
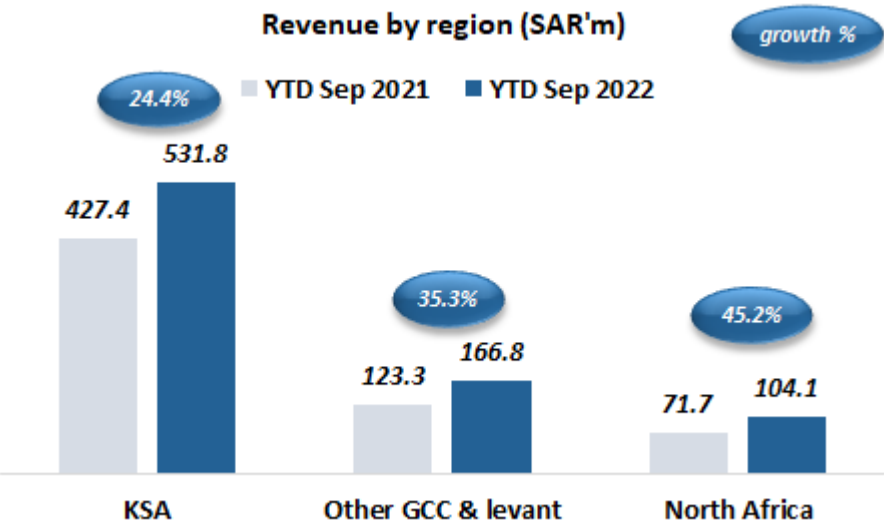
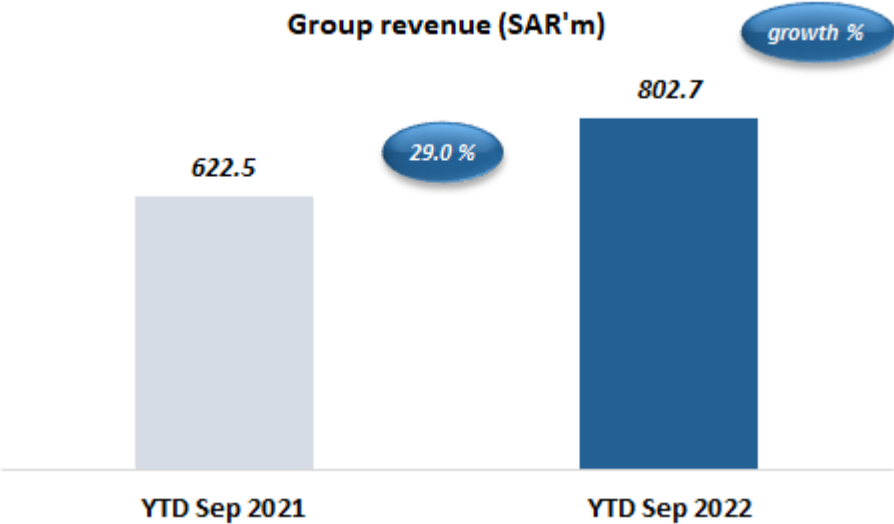


SAR 17.7M
SAR **0.7** dividends
per share

YTD September 2022 Dividends

SAR 60.7M
SAR **2.39** dividends
per share





Same-store sales growth = 20%

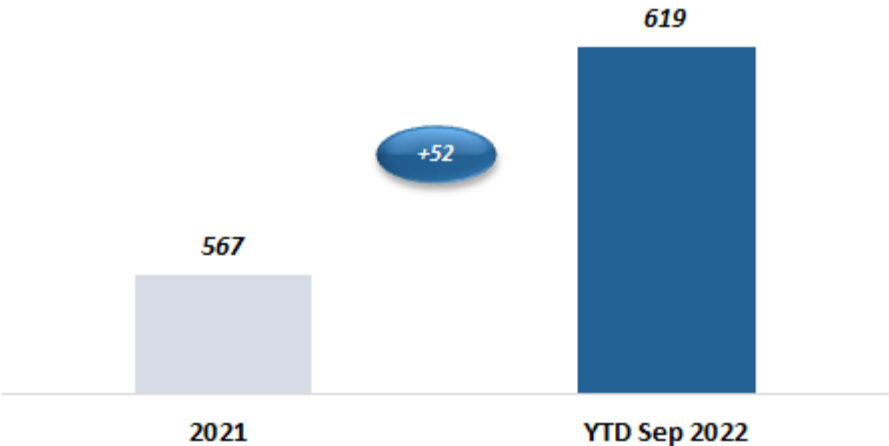
Store count Sep 2022

Domino's	
KSA	251
UAE	57
Egypt	31
Qatar	17
Bahrain	15
Jordan	10
Lebanon	11
Morocco	21
KSA sub-f	29
Oman	33
Kuwait	33
Pakistan	60

Dunkin'	
Egypt	46
Morocco	5

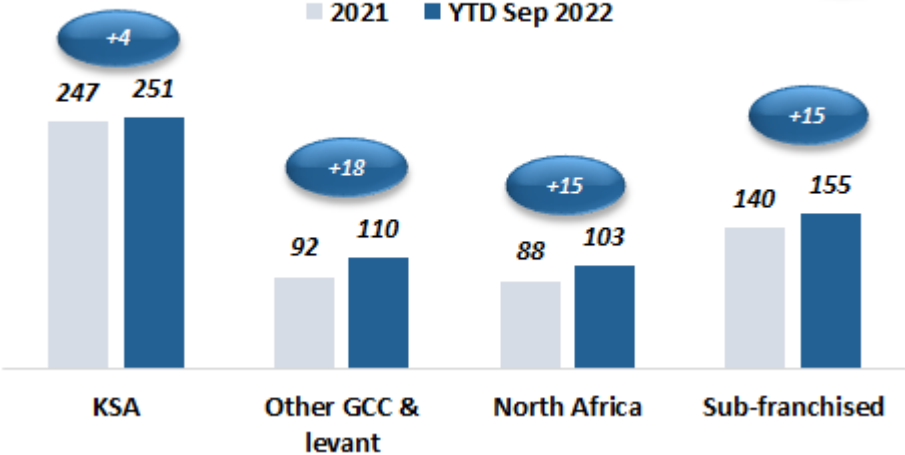
Group store count (YTD Sep'22 vs 2021)

change



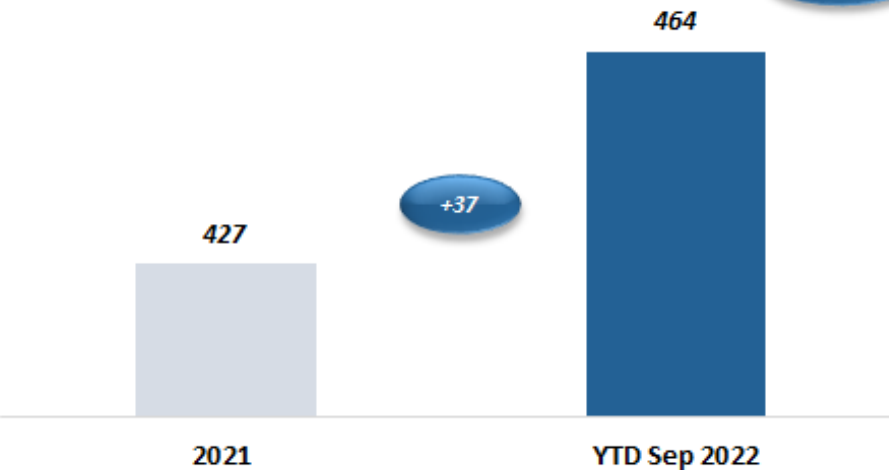
Group store count by region

change

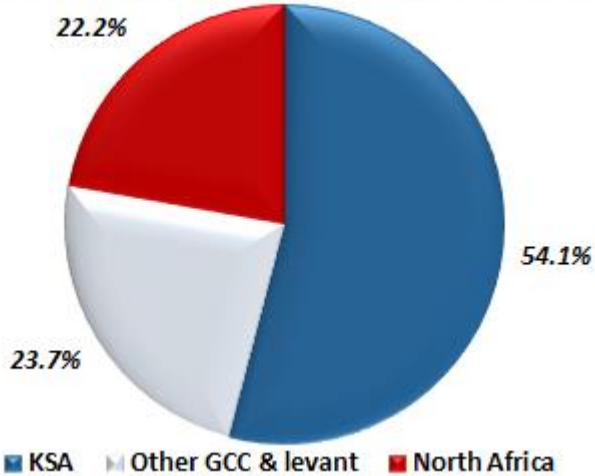


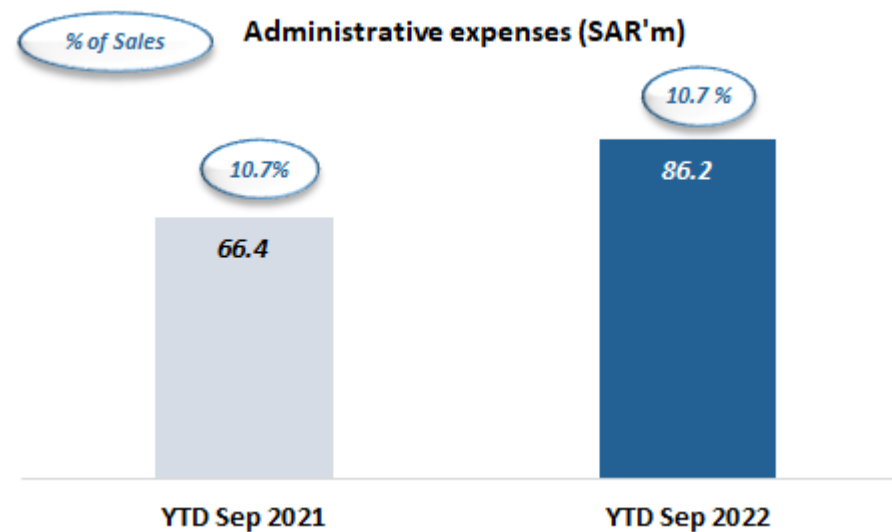
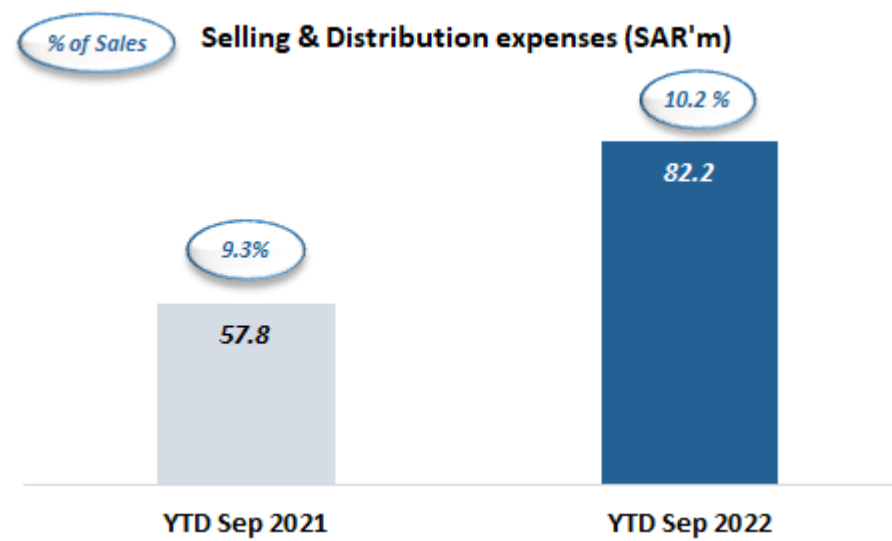
Corporate store count (YTD Sep'22 vs 2021)

change

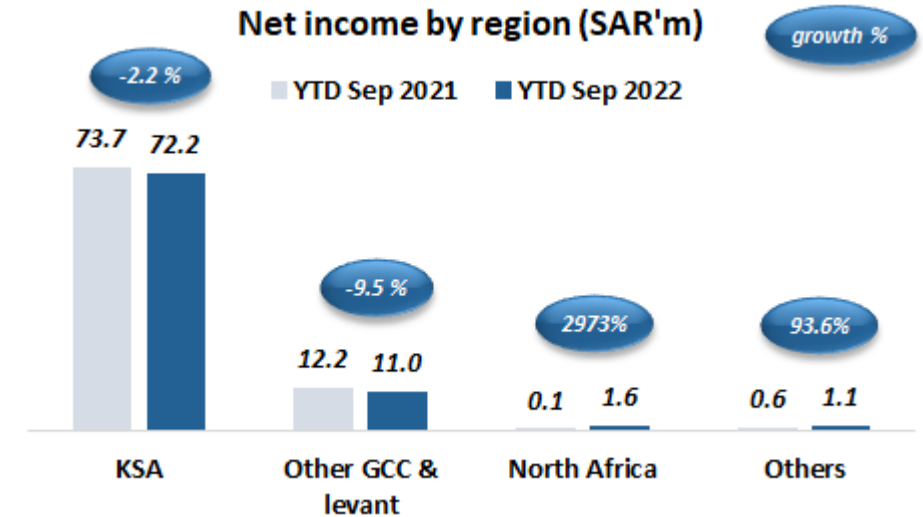
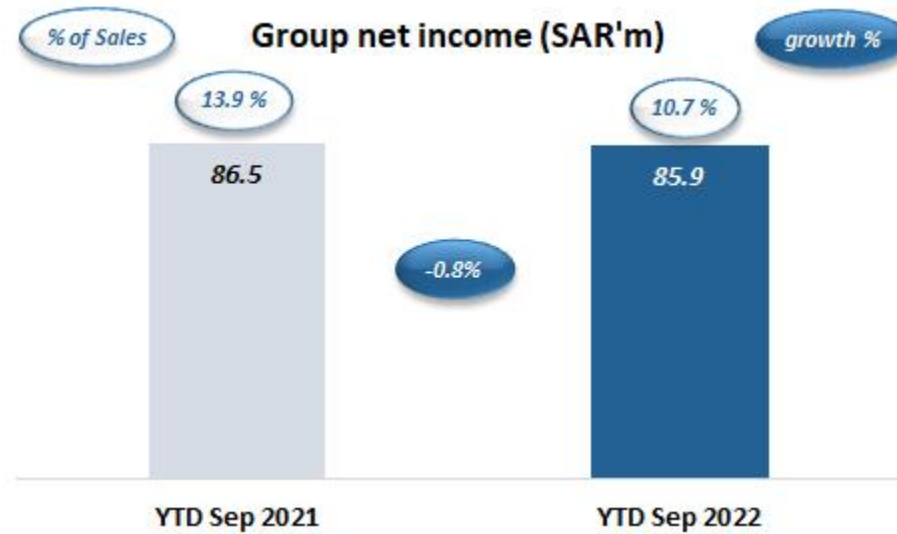


YTD Sep 2022, Corporate store count by region



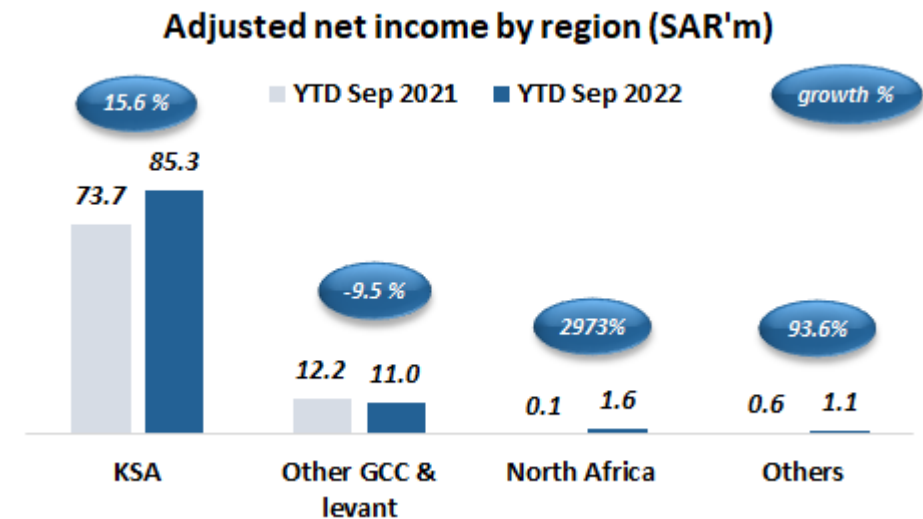
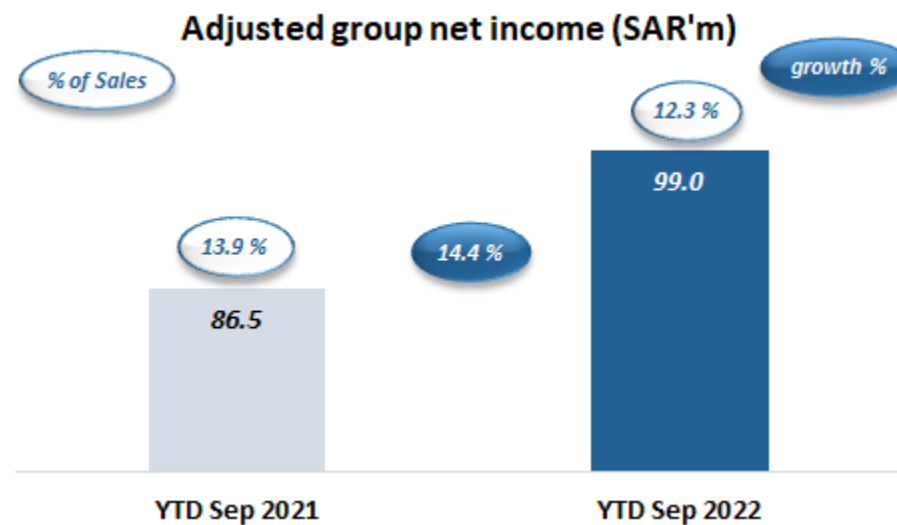


Reported Net Income



Adjusted Net Income

Excluding the exceptional employee stock ownership plan cost recorded in Q3 2022 amounting to SAR13.1m



Group BS as of 30 Sep 2022

SAR'm

Total Assets
756.9

Other assets 38.7

Cash
158.5

Accounts Receivable &
Inventory
162.3

Right of use assets
212.6

Property and equipment
184.9

Total Liabilities
428.4

Other liabilities 10.3

Employee benefits 59.1

Accounts Payable
125.9

Lease Liabilities
233.1

Total Equity
328.5

Reserves 19.4

Retained earnings 71.5

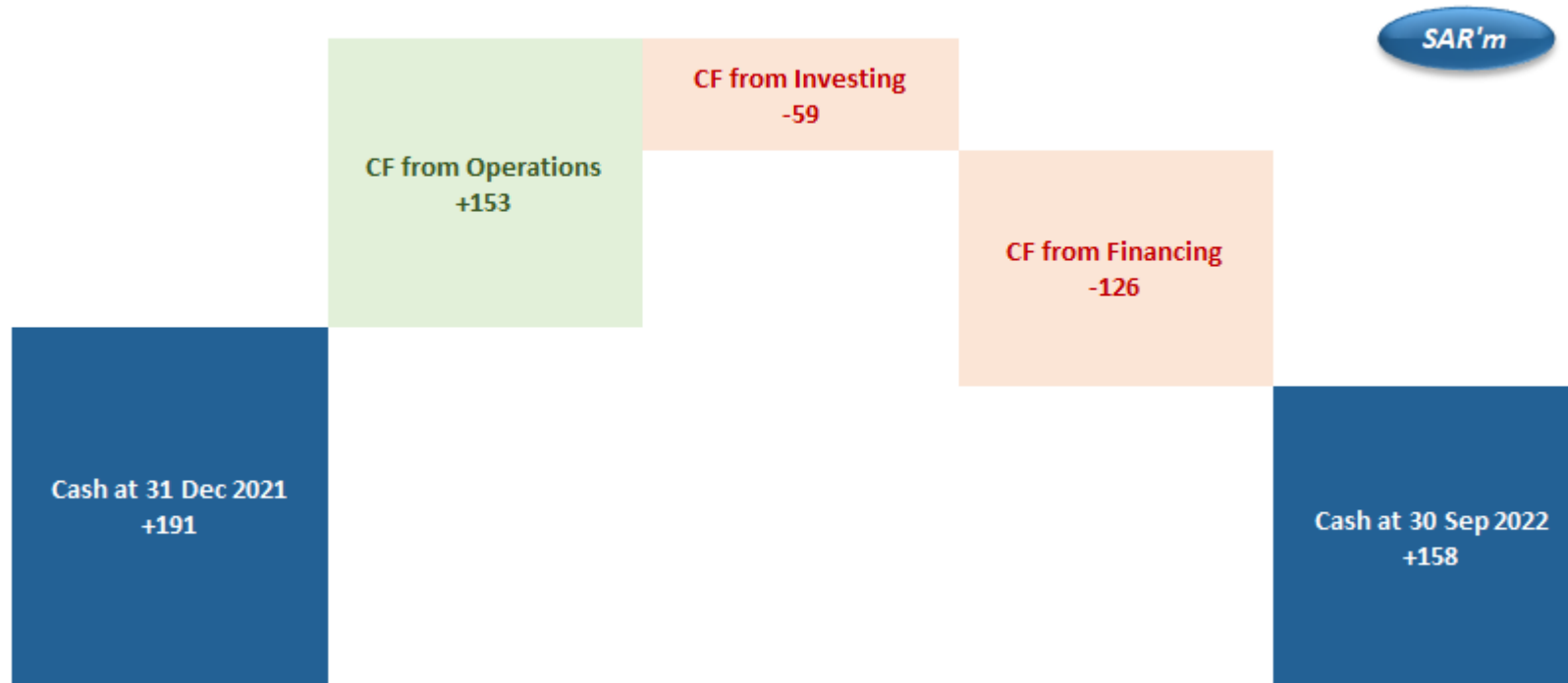
Capital
255.0

Other equity (17.4)

Notes

- Stable BS with no major unusual changes.
- Fixed assets increased along with opening new stores.
- Inventory balance increased due to higher purchasing volumes to benefit from preferred prices and ensure materials availability, considering shelf lives to eliminate expiry risk.
- Accounts receivable increased pertaining to aggregators sales.
- Other assets balance includes Goodwill from Morocco acquisition in 2020 amounting to SAR21m.
- Balances due from related parties (i.e., pre-IPO shareholders balances) are completely settled.
- Employee benefits liability balance includes around SAR8m ESOP liability.
- Reserves equity balance mainly includes the statutory reserve balance (SAR14.2m) plus minor reserve balances related to the ESOP.
- Other equity balance mainly includes the foreign currency translation adjustment balance that primarily pertains to Egypt and Lebanon, in addition to the Goodwill currency revaluation.

Group Cash Flows YTD Sep 2022



Notes

- Cash flows from operating activities increased by around 19% compared to the same period of last year, mainly driven by the increase in the net income (adjusted for non-cash transactions, in specific the ESOP cost).
- Cash flow used in investing activities is mainly comprised of new stores capex.
- Cash flow used in financing activities includes the dividends paid in the current period which cover 2021 dividends in addition to H1 2022 dividends.

THANK YOU

