



**The Company achieved Profit of SAR 285.50 Million at the End of the First Nine Months of 2020 and SAR 60.69 Million for the Third Quarter**

ELEMENT LIST	Q3-2020	Q3-2019	%	Q2-2020	%
Sales/Revenue	1,812.81	1,936.92	(%6.41)	2,574.43	(%29.58)
Total Profit (Loss)	411.63	400.01	%2.90	512.15	(%19.63)
Profit (Loss) Operational	77.17	87.70	(%12.01)	147.91	(%47.83)
Net Profit (Loss) after Zakat and Tax	60.69	75.38	(%19.49)	125.25	(%51.54)
Total Comprehensive Income	58.78	75.80	(%22.45)	123.17	(%52.28)
ELEMENT LIST	THE NINE MONTHS PERIOD ENDED ON 30-09-2020	THE NINE MONTHS PERIOD ENDED ON 30-09-2019	%		
Sales/Revenue	6,766.73	6,067.34	%11.53		
Total Profit (Loss)	1,383.10	1,180.64	%17.15		
Profit (Loss) Operational	335.70	235.41	%42.60		
Net Profit (Loss) after Zakat and Tax	285.50	202.45	%41.02		
Total Comprehensive Income	279.06	202.01	%38.14		
Total Share Holders Equity (after deducting minority equity)	1,361.50	1,476.86	(%7.81)		
Profit (Loss) per Share	3.17	2.25			

\* All figures are in (Millions) Saudi Arabia, Riyals.

**EXPLANATION:**

- Sales decline by 6.41%, driven by the decline in customer demand to buy after the enforcement of the increase in the value-added tax rate from 01/07/2020, and the conversion of education in schools to distance-learning as a precaution to mitigate the spread of Corona virus, which resulted in losing of "back-to-school" season sales, despite the improvement in gross margin. On the other hand, the negative impact of the Coronavirus pandemic on the real estate activity of the company continued, as the company granted discounts and grace periods to tenants as compensation for the closure periods. Also, there is still negative impact on the operations of subsidiaries and associate companies due to the pandemic.
- Sales decline by 29.58%, driven by the decline in customer demand to purchase in the third quarter after the suspension of the closure imposed by the government to limit the spread of the Coronavirus pandemic during the second quarter, which coincided with the Ramadan season as well, in addition to the application of the increase in the rate of value-added tax as of 01/07/2020, This is despite the improvement in the gross margin and the start of recovery of real estate activity, subsidiaries and associates from the effects of the closure.
- Sales growth of 11.53% driven by high demand to buy food and grocery supplies during the closure periods imposed by the government to mitigate Corona virus outbreak during the first half of the year. In addition to the improvement of the gross margin and the savings in operating costs resulted from the governmental initiatives to mitigate the impact of Corona pandemic. On the other hand, the real estate activity was negatively affected during the first half of the year, as the company granted discounts and exemptions to tenants as a



compensation for the closure periods, and the operations of the subsidiaries and associates were negatively affected by the closure during the first half of the year.

