



ALDREES PETROLEUM & TRANSPORT SERVICE CO.

# COMPANY PROFILE

## 2<sup>nd</sup> Quarter FY2017



ISO 9001



OHSAS 18001



# THE COMPANY

## THE VISION

To be one of the top multi-commodity, bulk transportation companies and a Full Logistics Services Provider (LSP) in the Kingdom of Saudi Arabia.

To be the undisputed No. 1 petroleum retail brand name in Saudi Arabia in terms of size, excellent service and technology – Aldrees Petrol station in every corner.

## THE MISSION

To consistently meet the logistical needs of its customers by providing comprehensive transport solutions with its wide array of fleet and full services portfolio in logistics.

To provide total convenience to all motorists by operating petrol stations all over Saudi Arabia that will serve as one-stop haven to re-fuel, rest and relax (3 Rs).

To be a catalyst of the nation's growth through equitable benefits for all stakeholders and continue achieving sustainable growth and deliver consistent good return to shareholders.



**ALDREES PETROLEUM & TRANSPORT SERVICES CO.**

**شركة الدريس للخدمات البترولية والنقل**



# WHAT WE ARE NOW



**One of the top multi-commodity transportation companies in Saudi Arabia**

- **3677** fleet strength of various types of trucks and trailers as of June 30, 2017 (1291 tractor heads & 2386 of various tanker, dumper, and trailer types)
- **ISO 9001 & OHSAS 18001-certified operation. SQAS Audit Certification by CEFIC**
- GPS-equipped fleet for special projects
- ERP-supported operations



**The biggest petroleum retail company in Saudi Arabia**

- **468** petrol stations as of June 30, 2017
- **ISO 9001 & OHSAS 18001-certified operation**
- 1st RFID-equipped petrol pumps and automated dispensing system in Saudi Arabia!
- ERP-supported operations



**ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI**

- **Full chemical logistics services: on-site & off-site**
- Partnership with BERTSCHI: A **Responsible Care Member**
- Europe's leader in Rail Logistics
- ISO Tank and Lined ISO Box Containers: Better than ISO Standard!
- Logistics support services, including tank cleaning, decanting, slitting, labeling, drumming, etc.



**ALDREES PETROLEUM & TRANSPORT SERVICES CO.**

**شركة الدريس للخدمات البترولية والنقلات**





**5500**  
Employees



**55**  
years



**2319**  
Trailers  
**1291**  
Tractor  
Heads

**474**  
Gas  
Stations

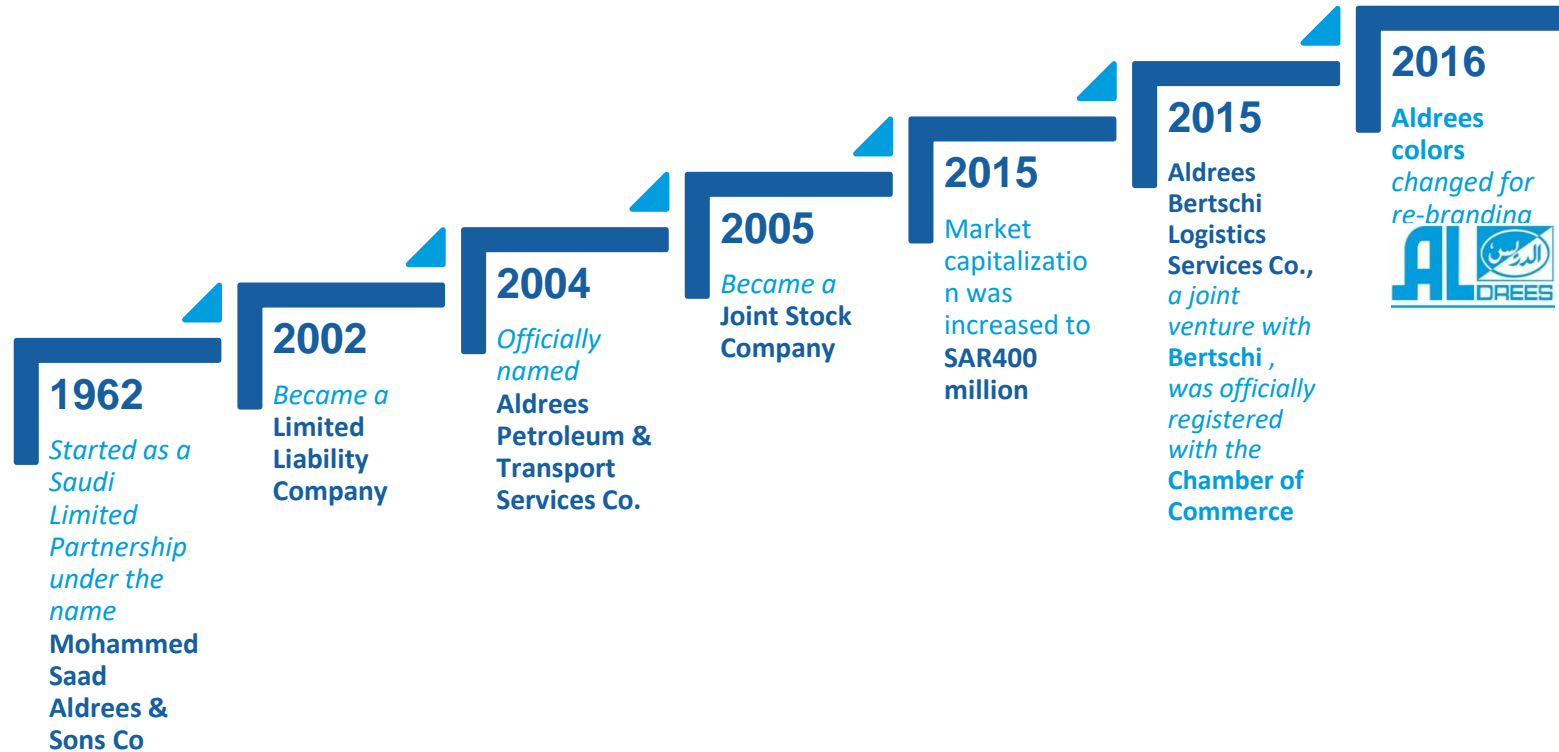


**3.5 Billion**  
Yr. 2016



**187K Ton per week**





# TRANSPORT SAFETY & QUALITY





# ALDREES Financial Report ended 30 June 2017



Presented by  
Rasmy G. Awad –  
Financial Consultant

## Historical Data

- ✚ ALDREES was established as a family company in 1962.
- ✚ The group has nine divisions; the two biggest divisions, the Petroleum and Transport became listed company in the year 2006, known today as ALDREES PETROLEUM AND TRANSPORT SERVICES COMPANY.



# Petrol Division



30 June 2017  
Financial Report



## PROFIT &amp; LOSS STATEMENT-SUMMARY

Q2 2017 versus Q2 2016

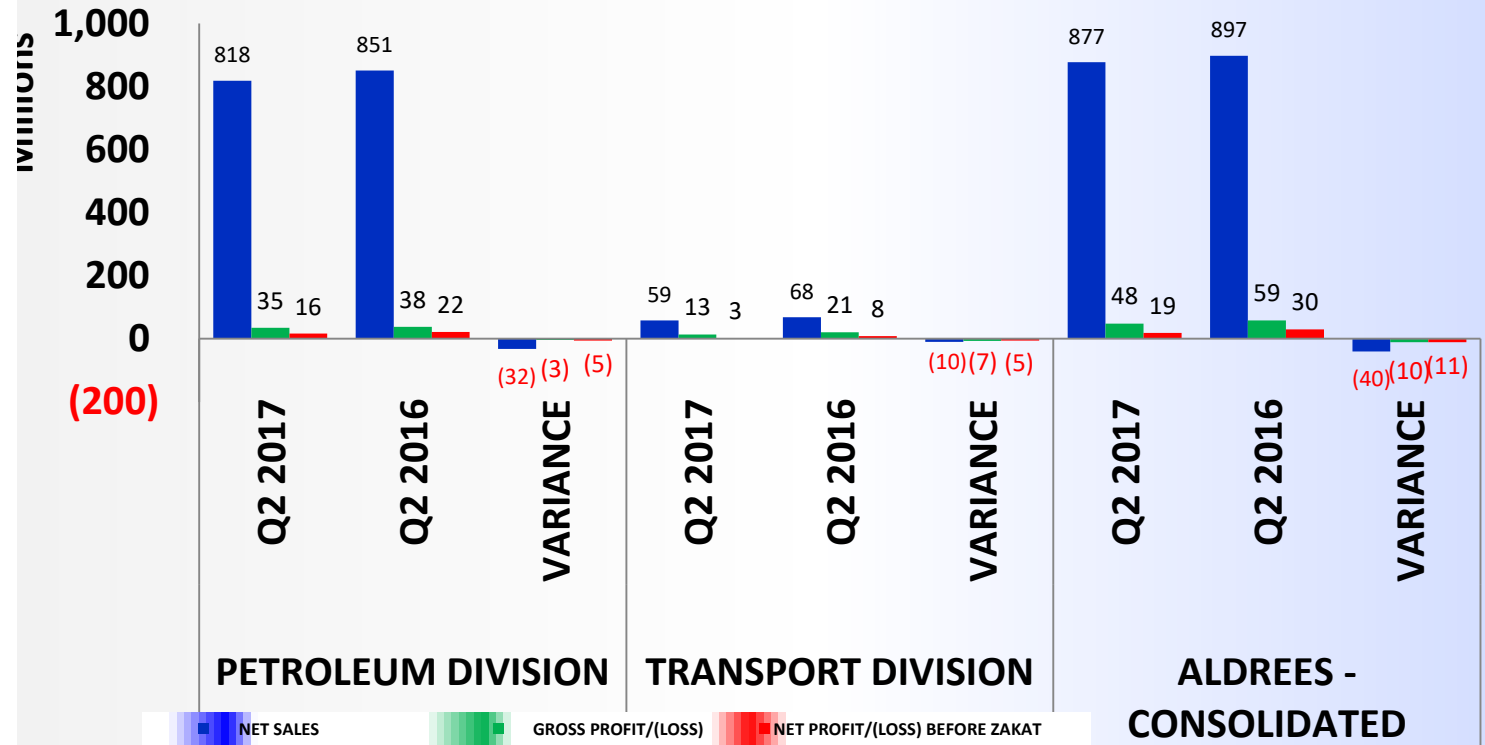
## Q2 2017 -versus- Q2 2016

Number of Employees	3,470	3,238	232	7.2%	2049	2193	-144	-6.6%	5519		5431	88	1.6%
Number of Stations	468	494	-26	-5.3%			0	0.0%	468		494	-26	-5.3%
Number of Trucks	0	0	0	0.0%	1291	1287	4	0.3%	1291		1287	4	0.3%

PARTICULARS  (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED									
	Q2 2017		Q2 2016		VARIANCE		Q2 2017		Q2 2016		VARIANCE		Q2 2017		ELIMINATION	Q2 2017		Q2 2016		VARIANCE		
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%	
TOTAL SALES	818,121	100%	850,613	100%	(32,492)	-3.8%	58,524	100%	68,124	100%	(9,601)	-14.1%	876,645	1	(19,780)	856,865	100%	896,652	100%	(39,787)	-4.4%	
NET SALES	818,121	100%	850,613	100%	(32,492)	-3.8%	58,524	100%	68,124	100%	(9,601)	-14.1%	876,645	1	(19,780)	856,865	100%	896,652	100%	(39,787)	-4.4%	
TOTAL COST OF SALE	783,255	95.7%	812,545	95.5%	(29,290)	-3.6%	45,140	77.1%	47,624	69.9%	(2,483)	-5.2%	828,395	1	(19,780)	808,615	94.4%	838,084	93.5%	(29,469)	-3.5%	
GROSS PROFIT/(LOSS)	34,866	4.3%	38,068	4.5%	(3,202)	-8.4%	13,384	22.9%	20,501	30.1%	(7,117)	-34.7%	48,250	5.5%		48,250	5.6%	58,569	6.5%	(10,319)	-17.6%	
SALES PROMOTION EXPENSES	1,603	0.2%	1,516	0.2%	88	5.8%	205	0.4%	223	0.3%	(19)	-8.3%	1,808	0.21%		1,808	0.2%	1,739	0.2%	69	4.0%	
GENERAL & ADMIN. EXPENSES	14,720	1.8%	14,317	1.7%	403	2.8%	9,806	16.8%	10,544	15.5%	(738)	-7.0%	24,526	2.8%		24,526	2.9%	24,861	2.8%	(335)	-1.3%	
TOTAL S,G&A EXPENSES	16,324	2.0%	15,833	1.9%	491	3.1%	10,010	17.1%	10,767	15.8%	(757)	-7.0%	26,334	3.0%		26,334	3.1%	26,600	3.0%	(266)	-1.0%	
OPERATING INCOME	18,542	2.27%	22,235	2.6%	(3,693)	-16.6%	3,373	5.8%	9,734	14.3%	(6,360)	-65.3%	21,916	2.5%		21,916	2.6%	31,969	3.6%	(10,053)	-31.4%	
FINANCIAL CHARGES	2,593	0.3%	1,120	0.1%	1,473	131.6%	1,474	2.5%	2,030	3.0%	(556)	-27.4%	4,067	0.5%		4,067	0.5%	3,149	0.4%	918	29.1%	
OTHER INCOMES	160	0.0%	413	0.0%	(253)	-61.4%	701	1.2%	324	0.5%	377	116.4%	861	0.1%		861	0.1%	737	0.1%	124	16.8%	
SHARE OF INCOME(LOSS) - INVESTMENT	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%		0	0.0%	0	0.0%	0	0.0%	
NET PROFIT/(LOSS) BEFORE ZAKAT	16,109	2.0%	21,528	2.5%	(5,419)	-25.2%	2,600	4.4%	8,028	11.8%	(5,428)	-67.6%	18,709	2.1%		18,709	2.2%	29,556	3.3%	(10,847)	-36.7%	
ZAKAT	300	0.0%	750	0.1%	(450)	-60.0%	150	0.3%	300	0.4%	(150)	-50.0%	450	0%		450	0.1%	1,050	0.1%	(600)	-57.1%	
NET PROFIT/(LOSS)	15,809	1.9%	20,778	2.4%	(4,969)	-23.9%	2,450	4.2%	7,728	11.3%	(5,278)	-68.3%	18,259	2.08%		18,259	2.1%	28,506	3.2%	(10,247)	-35.95%	

# PROFIT & LOSS STATEMENT –SUMMARY

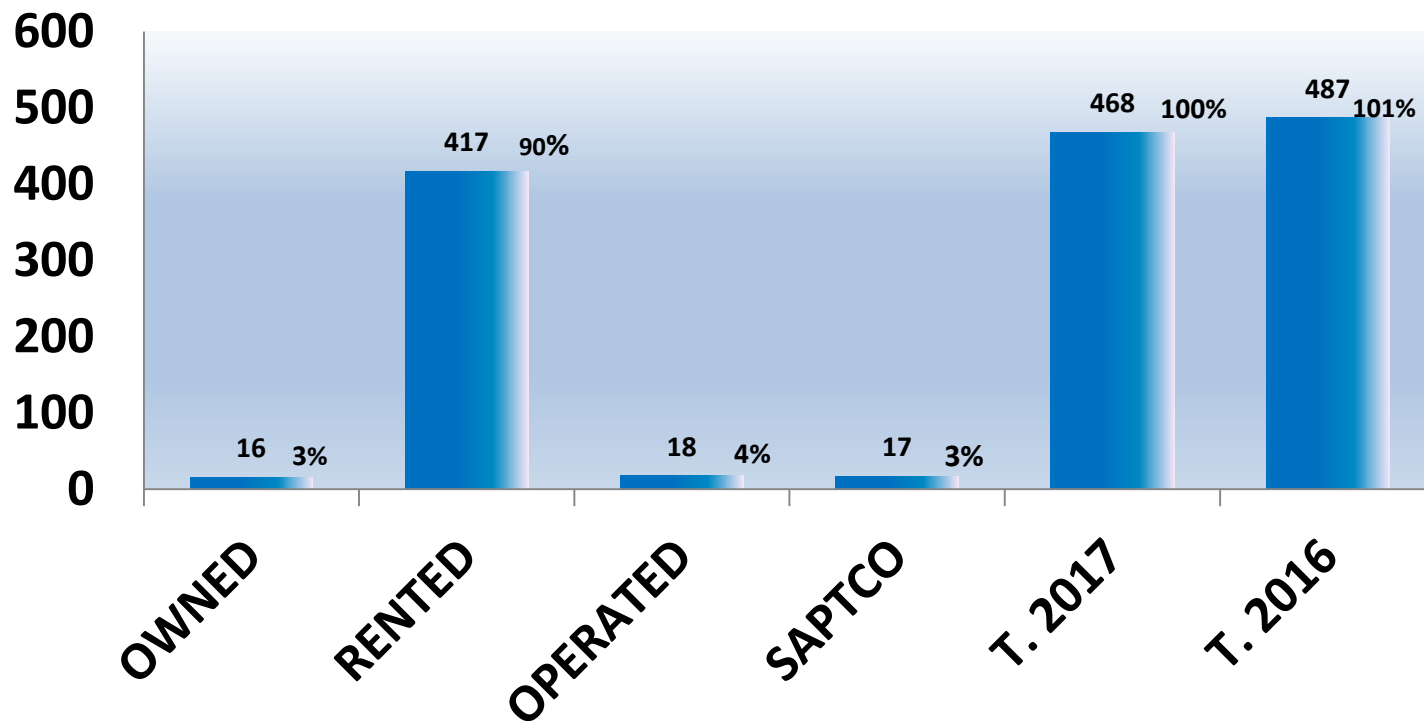
## Q2 Fy2017 vs Q2Fy2016



## PETROL STATIONS BREAKDOWN AS OF 30 JUNE 2017

OWNED	RENTED	OPERATED	SAPTCO	T. 2017	T. 2016
16	417	18	17	468	487

## PETROL STATIONS BREAKDOWN AS OF 30 JUNE 2017



## NUMBER OF SERVICE STATIONS BY AREA



PROVINCE	CENTRAL	257
	EASTERN	88
	WESTERN	87
	SOUTHERN	26
	NORTHERN	10
TOTAL NO.		468

- Out of the (468) Service Stations, there are (58) service Stations located in between highways.

# NUMBER OF SERVICE STATIONS BY

## AREA



257  
54%

88  
20%

19%  
87

26  
5%

10  
2%

468  
100%

CENTRAL

EASTERN

WESTERN

SOUTHERN

NORTHERN

TOTAL NO.

PROVINCE



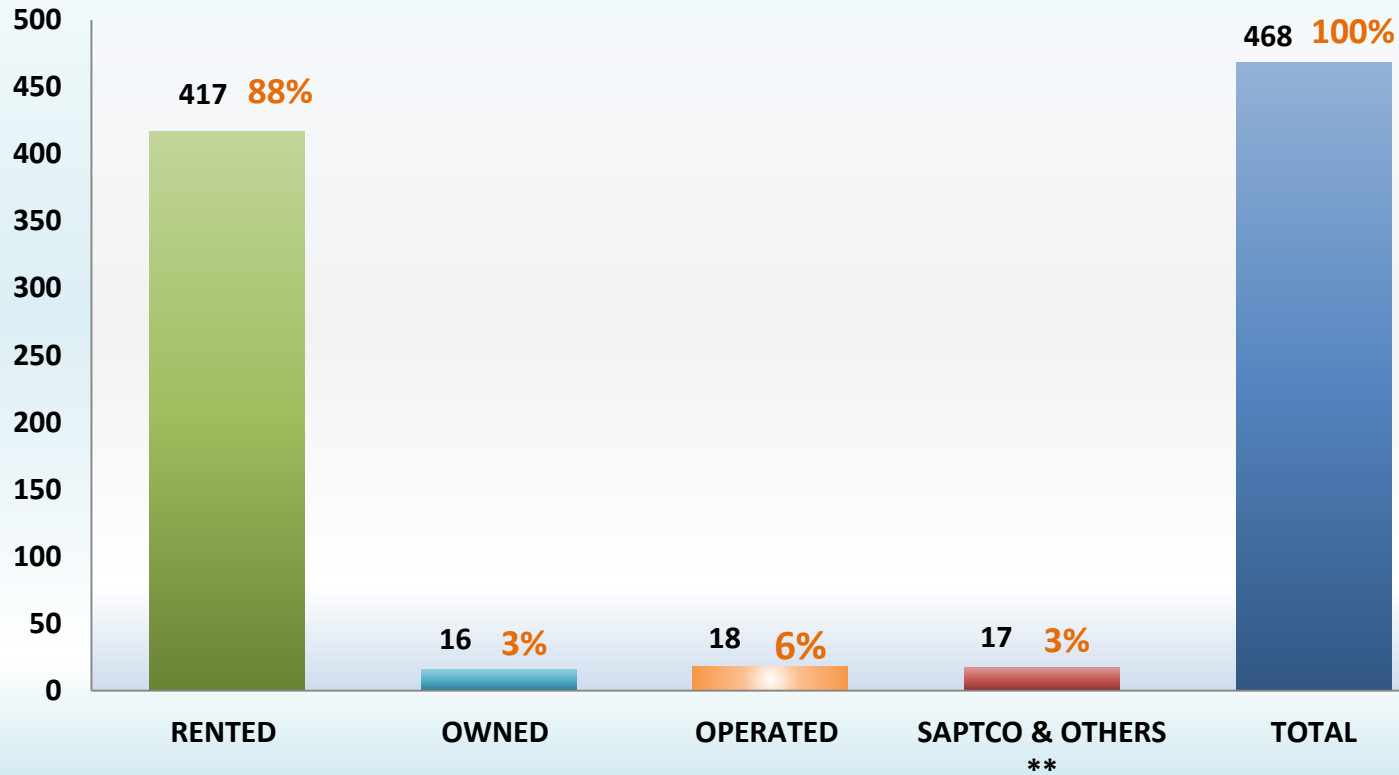
## SERVICE STATION OPERATIONS AS OF 30 JUNE 2017



DESCRIPTION		NO. OF STATION	RATIO
STATIONS	RENTED	417	89%
	OWNED	16	3%
	OPERATED	18	4%
	SAPTCO & OTHERS **	17	4%
TOTAL		468	100%
CONTRACTS	MORE THAN 10 YEARS	175	37%
	LESS THAN 10 YEARS	242	52%
RENTED STATIONS ON AVERAGE LEASING PERIOD		8 YEARS	
YEARLY AVERAGE RENTAL COST PER STATION		SR600,000	
YEARLY AVERAGE RENTAL INCOME PER STATION		SR390,000	

\*\* (12) STATIONS -SAPTCO , (1) STATION -AIRFORCE, (3) STATIONS -GEN SECURITY,  
(1) STATION-TRANSPORT DIVISION

## SERVICE STATION OPERATIONS AS OF 30 JUNE 2017



## Stations All Over KSA 10,000 stations



- 1st AL-DREES (5%)
- 2nd AL-TASHELAT (3%)
- 3rd NAFT (2%)
- 4th SASCO (1%)
- 5th INDIVIDUALS (89%)

### Notes:

There are estimated 10,000 Service Stations in KSA:

---ALDREES has the most number of Service Stations (5%) followed by Al Tashel'at at (3%), NAFT (2%) & SASCO (1%), and 89% is privately owned (among small players).

## Fuel sales & cost rates by Halala/Liter:



Fuel Type	Old / Previous Rates				New Rates effective 29 Dec. 2015			
	Purchase	Sales	Margin	%	Purchase	Sales	Margin	%
<i>Petrol 91</i>	36	45	9	20%	66	75	9	12%
<i>Petrol 95</i>	51	60	9	15%	81	90	9	10%
<i>Diesel</i>	21.5	25	3.5	14%	41.55	45	3.45	8%

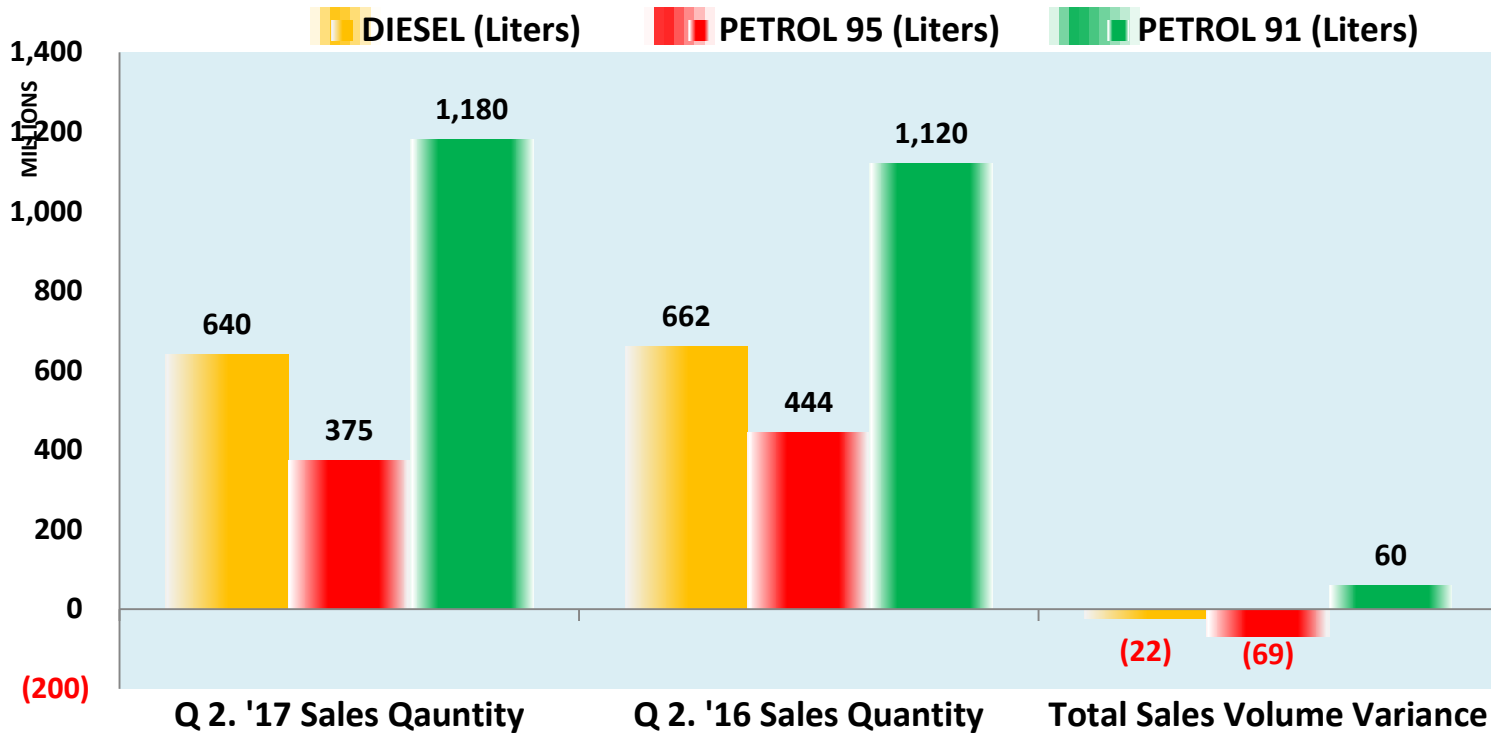
- The above selling rates are within the 50 kilometers range from ARAMCO, then, for every additional 50 kilometers from refinery the selling rates are increased by one halala/liter.

# SALES VOLUME - PETROL & DIESEL FY 2016 - 2017

Qty ( .000)

2017 Sales Quantity											
PERIOD Fy 2017	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	474	138,971	171,994	310,965	21,910	167,528	189,438	144,683	439,173	583,856	773,294
Q2	468	153,344	175,261	328,605	23,563	161,731	185,294	140,842	455,639	596,481	781,775
TOTAL	468	292,315	347,255	639,570	45,473	329,259	374,732	285,525	894,812	1,180,337	1,555,069
Daily Average Sales Per Station for Diesel (199 St)				17.86							
Daily Average Sales Per Station for petrol 95 ( 433 St )							4.81				
Daily Average Sales Per Station for petrol 91 ( 440 ) ST										14.94	
2016 Sales Quantity											
PERIOD Fy 2016	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	480	158,974	147,241	306,215	18,650	203,427	222,077	91,365	447,197	538,562	760,639
Q2	487	163,400	192,017	355,417	20,272	201,685	221,957	119,899	461,793	581,692	803,649
TOTAL	487	322,374	339,258	661,632	38,922	405,112	444,034	211,264	908,990	1,120,254	1,564,288
Daily Average Sales Per Station for Diesel (200 St)				18.38							
Daily Average Sales Per Station for petrol 95 (449 St )							5.49				
Daily Average Sales Per Station for petrol 91 ( 422 ) ST										14.75	
TOTAL SALES VOLUME VARIANCE - INCREASE(DECREASE)											
PERIOD	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
DIFF	(19)	-30,059	7,997	-22,062	6,551	-75,853	-69,302	74,261	-14,178	60,083	-9,219
%	-3.9%	-9.3%	2.4%	-3.3%	16.8%	-18.7%	-15.6%	35.2%	-1.6%	5.4%	-0.6%

## SALES VOLUME – PETROL & DIESEL Q2 FY2017 Vs Q2 FY2016





# Transport Division

30 June 2017

## Financial Report



*with you*  
**[www. aldrees.com](http://www.aldrees.com)**



(AMT IN SAR MILLIONS)	YTD 1st Half 2017				YTD 1st Half 2016				VARIANCE		
	AMOUNT (SAR)	ASSIGNED TRUCKS	ASSIGNED TRK AVE.	%	AMOUNT (SAR)	ASSIGNED TRUCKS	ASSIGNED TRK AVE.	%	AMT. (SAR)	ASSIGNED TRUCKS	%
SALES REVENUE	110.4	1,291	0.014	100.0%	137.6	1,287	0.018	100.0%	(27.2)	4	-19.8%
A. FUEL OIL TOTAL	48.0	432	0.019	43.5%	50.0	431	0.019	36.3%	(2.0)	1	-3.9%
A. FUEL OIL											
PETROL SERV. DIV. - PSD	24.9	225	0.018	22.5%	25.8	215	0.020	18.8%	(0.9)	10	-3.6%
MAADEN GROUP	1.8	18	0.017	1.7%	1.3	12	0.018	1.0%	0.5	6	39.2%
LOCAL Cash Fuel Delivery	3.1	30	0.017	2.8%	0.8	10	0.014	0.6%	2.3	20	100.0%
LOCAL Cash Fuel - Cost	4.0				0.4		0.000	0.3%	3.6		877.0%
HFO - NRCC, MAADEN	7.7	85	0.015	6.9%	13.6	120	0.019	9.9%	(6.0)	(35)	-43.8%
BASE OIL	6.6	74	0.015	5.9%	8.0	74	0.018	5.8%	(1.4)	0	-18.0%
B. GRAINS											
BARLEY, CORN, SOYA	1.0	20	0.008	0.9%	7.0	60	0.019	5.1%	(6.0)	(40)	-85.6%
SOYA & CORN SUBCON	0.0				0.1			0.1%	(0.1)	0	0.0%
WHEAT - GRAIN SILO	1.9	20	0.016	1.7%	16.0	120	0.022	11.6%	(14.0)	(100)	-87.9%
C. CHEMICALS											
SABIC	12.2	125	0.016	11.1%	16.2	150	0.018	11.8%	(4.0)	(25)	-24.6%
NON-SABIC	18.3	190	0.016	16.6%	18.8	165	0.019	13.6%	(0.5)	25	-2.4%
MAADEN-MWSPC-MS/MG	14.3	112	0.021	12.9%	0.0	0	0.000	0.0%	14.3	112	100.0%
D. CEMENT	1.3	25	0.009	1.2%	9.4	98	0.016	6.8%	(8.1)	(73)	-85.8%
E. SATORP PET COKE	0.0	0	0.000	0.0%	8.4	38	0.037	6.1%	(8.4)	(38)	-100.0%
F. SUGAR BULK	5.3	41	0.021	4.8%	5.1	41	0.021	3.7%	0.2	0	3.0%
G. WAREHOUSING CONTRAC	3.4	0	0.000	3.1%	1.8	0	0.000	1.3%	1.6	0	88.3%
H. LOGISTICS SERVICES	2.2	35	0.011	2.0%	1.8	25	0.012	1.3%	0.5	10	25.5%
I. OTHERS + DOWN TIME	2.4	291	0.001	2.1%	3.1	159	0.003	2.3%	(0.7)	132	-23.4%
GRAND TOTAL	110.4	1,291	0.014	100.0%	137.6	1,287.0	0.018	100.0%	(27.2)	4	-19.8%
TOTAL TRUCKS SALES	103.0		0.013		135.3		0.018				

# ALDREES PETROLEUM & TRANSPORT SERVICES COMPANY



## TRUCKS & TRAILER SUMMARY

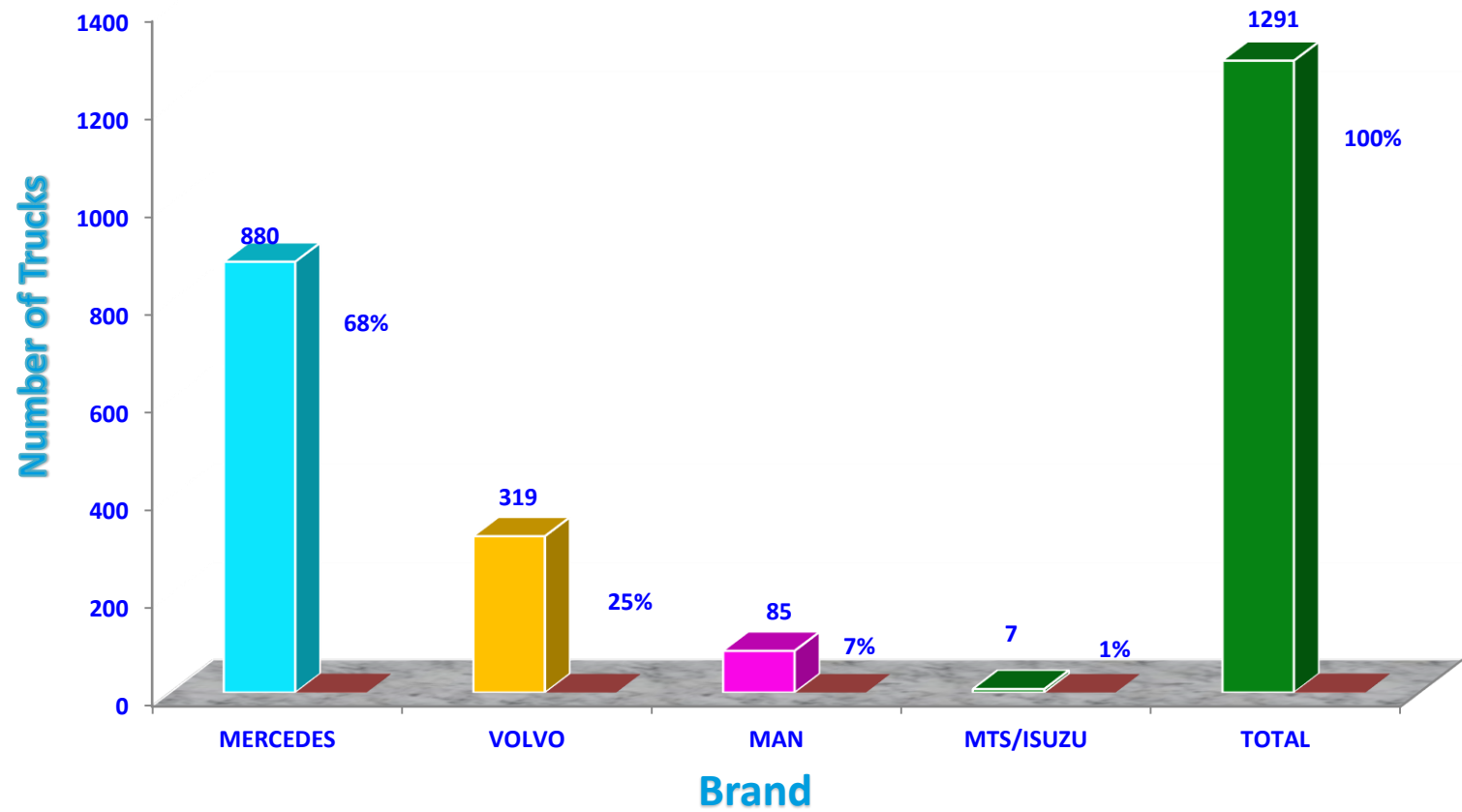
AS OF JUNE 30, 2017



TYPE	BRAND	OPENING	AS OF 30 JUNE 2017			%
		01 MAR 2017	ADDITION	DELETION	BALANCE	
TRUCKS	MERCEDES	880	0	0	880	68.16%
	VOLVO	319	0	0	319	24.71%
	MAN	85	0	0	85	6.58%
FUEL TANKER	MITSUBISHI	1	0	0	1	0.08%
	ISUZU	6	0	0	6	0.46%
TOTAL TRUCKS		1,291	0	0	1,291	100.00%
TOTAL TRAILERS		2,204	192	(10)	2,386	
GRAND TOTAL FLEETS		3,495	192	(10)	3,677	

TRANSPORT FLEET ANALYSIS AS OF 30 JUNE 2017

Trucks per Brand



# TRANSPORT FLEET ANALYSIS

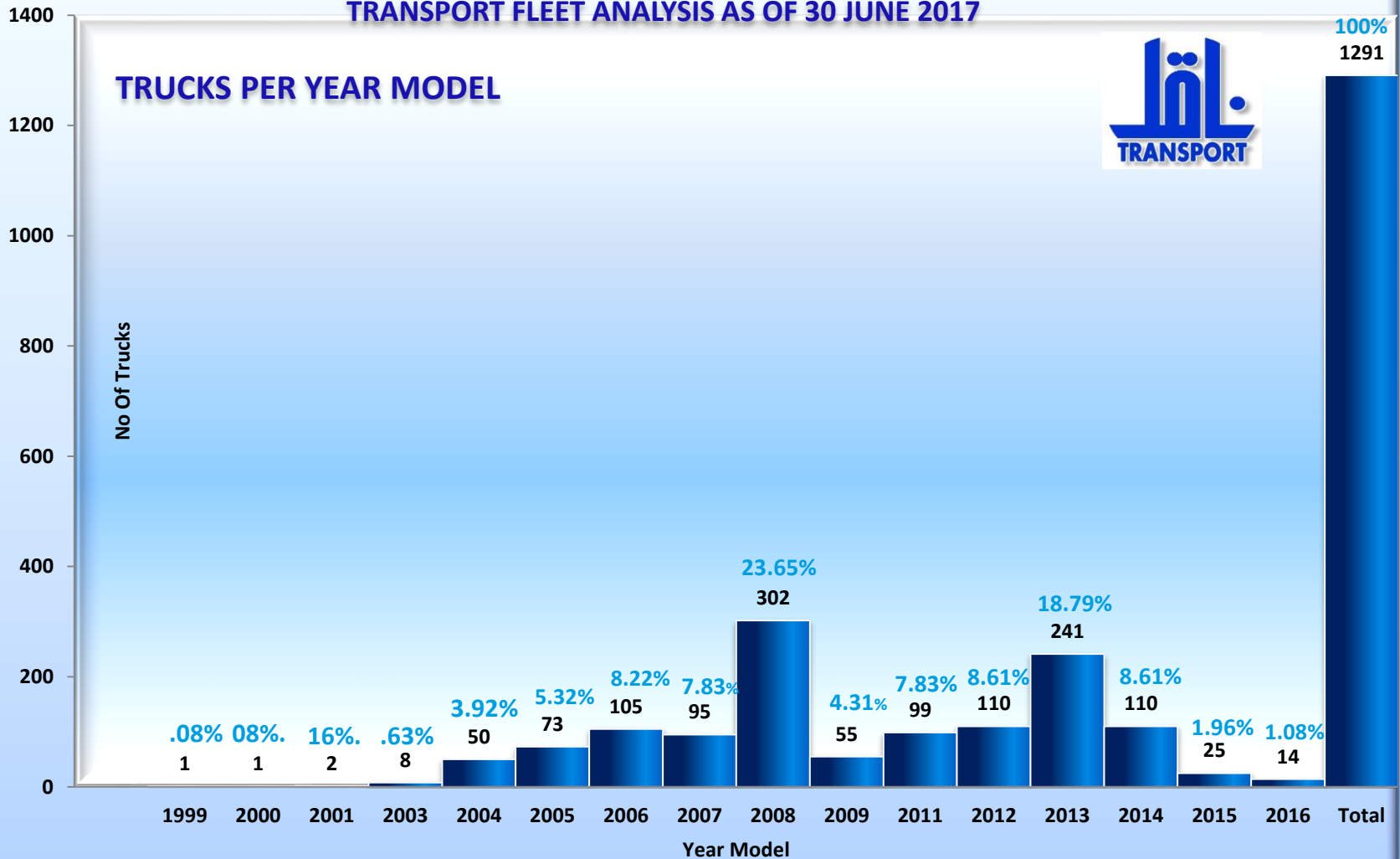
AS OF 30 JUNE 2017



YEAR MODEL	TOTAL PER BRAND				GRAND TOTAL PER YEAR
	MAN TGA19-400	mitsubishi / ISUZU	MERCEDES	VOLVO	
1999			1	0	1
2000			1	0	1
2001			2	0	2
2003			1	7	8
2004			50	0	50
2005			73	0	73
2006			57	48	105
2007			57	38	95
2008	69		42	191	302
2009	0		20	35	55
2011	0	1	98	0	99
2012	16		94	0	110
2013	0	2	239	0	241
2014	0		110	0	110
2015	0		25	0	25
2016	0	4	10	0	14
<b>TOTAL</b>	<b>85</b>	<b>7</b>	<b>880</b>	<b>319</b>	<b>1,291</b>
<b>BRAND %</b>	<b>6.58%</b>	<b>0.54%</b>	<b>68.16%</b>	<b>24.71%</b>	<b>100%</b>

## TRANSPORT FLEET ANALYSIS AS OF 30 JUNE 2017

### TRUCKS PER YEAR MODEL





End of Report  
Update as of  
30 June 2017