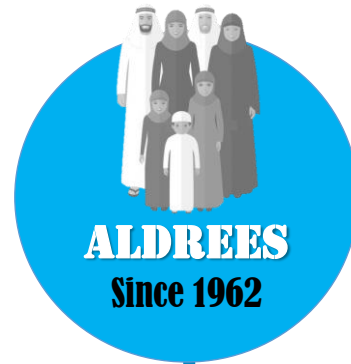


COMPANY PRESENTATION

3rd Quarter Fy2023



HISTORICAL DATA



Year 1962 – Aldrees was established as a family company.

The ALDREES group has nine divisions.
Year 2006 - the two biggest divisions, the Petroleum and Transport became publicly listed company, known today as



“Aldrees Petroleum and Transport Services Company”

THE COMPANY



OUR 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.



OUR 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.

INFO DASHBOARD



9199
Employees



61
years

1579
Tractor
Heads
2788
Trailers



818
Gas Stations



208.3 Million
Q3 2023
Revenue



256K Tons per week



WHAT WE ARE NOW

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

- **4367** fleet strength of various types of trucks and trailers as of Sept. 30, 2023
(**1579** tractor heads & **2788** of various tanker, dumper, and trailer types)
- **ISO 9001 & OHSAS 45001-certified operation. SQAS Assessment Certification by Gulf Transport Service**
- **RC 14001:2015** – Certification on Transport Fleet Management and Operation & Maintenance Workshop
- ERP-supported operations and GPS-equipped fleets
- Warehousing Services
- Containers & ISO Tanks Rental, Storage and Handling Services
- Global Freight Forwarding Services



The biggest petroleum retail company in Saudi Arabia

- **818** Petrol Stations as of Sept. 30, 2023
- **ISO 9001:2015 & OHSAS 45001:2018 – Quality Management System - certified operation by SMG – Sustainable Management Group**
- 1st RFID-equipped petrol pumps and automated dispensing system in Saudi Arabia!
- ERP-supported operations

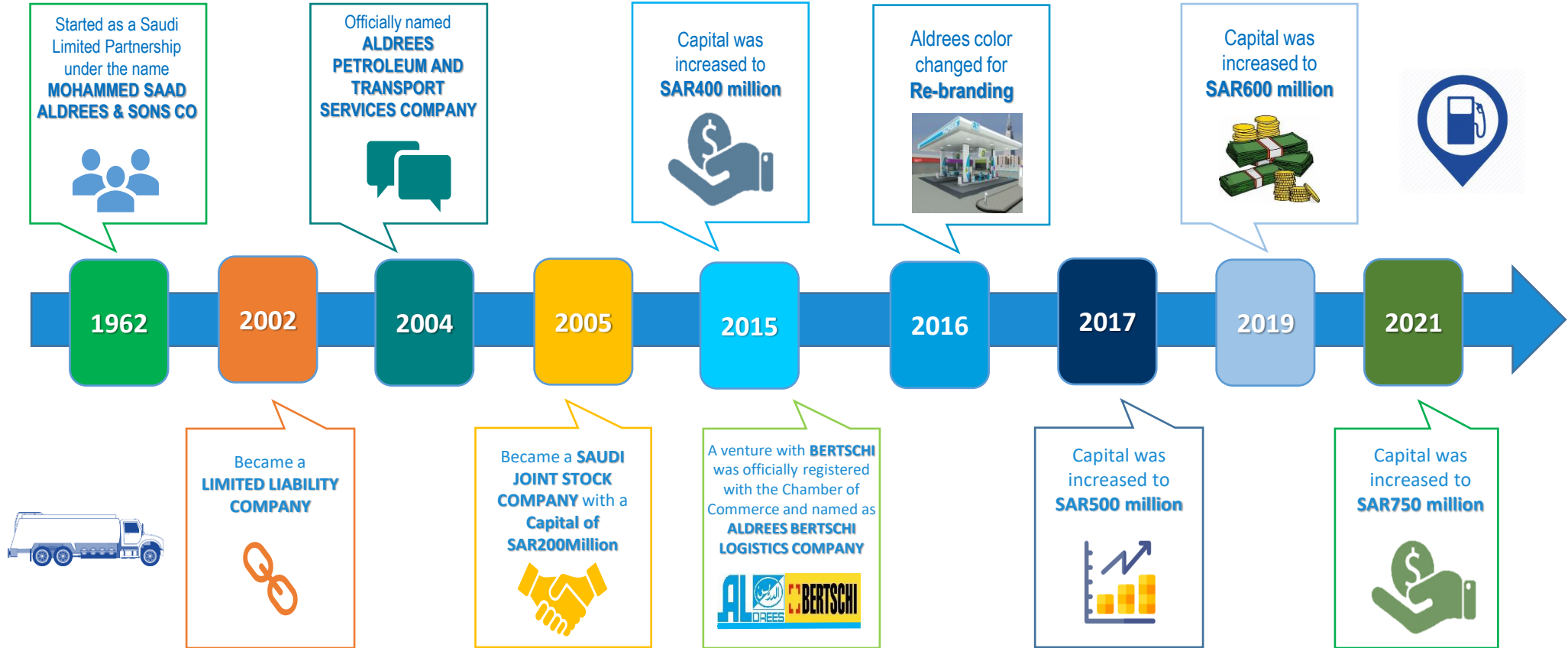


ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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.



INFOGRAPHIC GROWTH TIMELINE



TRANSPORT SAFETY & QUALITY





Financial Results as of Q3 2023

**Presented by
Rasmy G. Awad
Chief Financial Officer**



Petrol Division

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PROFIT & LOSS STATEMENT-SUMMARY

2023 versus 2022

Q3 2023 -versus- Q3 2022

Number of Employees	6,491	5,253	1238	23.57%	2708	2533	175	6.91%	9,199	7786	1413	18.15%
Number of Stations	818	716	102	14.25%			0	0.00%	818	716	102	14.25%
Number of Trucks	0	0	0	0.00%	1579	1470	109	7.41%	1579	1470	109	7.41%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED								
	Q3 2023		Q3 2022		VARIANCE		Q3 2023		Q3 2022		VARIANCE		Q3 2023		ELIMINATION ENTRIES	Q3 2023		Q3 2022		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio		Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	3,777,458	100.00%	3,183,218	100.00%	594,240	18.67%	154,809	100.00%	110,343	100.00%	44,466	40.30%	3,932,267	1	(49,074)	3,883,193	100.00%	3,256,187	100.00%	627,006	19.26%
TOTAL COST OF SALE	3,637,784	96.30%	3,062,818	96.2%	574,966	18.77%	118,649	76.64%	80,315	72.79%	38,334	47.73%	3,756,433	1	(49,074)	3,707,359	95.47%	3,105,760	95.38%	601,599	19.37%
GROSS PROFIT/(LOSS)	139,674	3.70%	120,400	3.78%	19,274	16.01%	36,160	23.36%	30,028	27.21%	6,133	20.42%	175,834	4.5%		175,834	4.53%	150,427	4.62%	25,407	16.89%
EXPENSES																					
SALES PROMOTION EXPENSES	479	0.01%	1,594	0.05%	(1,115)	-69.95%	708	0.46%	125	0.11%	583	468.01%	1,187	0.03%		1,187	0.03%	1,719	0.05%	(532)	-30.94%
TOTAL GEN. & ADMIN. EXPENSES	47,482	1.26%	43,682	1.37%	3,800	8.70%	20,597	13.30%	16,151	14.64%	4,446	27.53%	68,079	1.7%		68,079	1.75%	59,832	1.84%	8,246	13.78%
TOTAL S,G&A EXPENSES	47,961	1.27%	45,276	1.42%	2,685	5.93%	21,305	13.76%	16,275	14.75%	5,029	30.90%	69,266	1.8%		69,266	1.78%	61,551	1.89%	7,714	12.53%
OPERATING INCOME	91,713	2.43%	75,124	2.36%	16,589	22.08%	14,856	9.60%	13,752	12.46%	1,103	8.02%	106,568	2.7%		106,568	2.74%	88,876	2.73%	17,693	19.91%
FINANCIAL CHARGES	38,983	1.03%	28,995	0.91%	9,988	34.45%	3,042	1.96%	2,603	2.36%	439	16.85%	42,025	1.1%		42,025	1.08%	31,598	0.97%	10,427	33.00%
OTHER INCOMES	2,282	0.06%	4,714	0.15%	(2,432)	-52%	76	0.05%	(201)	-0.18%	278	-138.04%	2,358	0.1%		2,358	0.06%	4,513	0.14%	(2,155)	-47.75%
SHARE OF INCOME(LOSS) INVESTMENT	1,931	0.05%	1,009	0.03%	923	91.49%	521	0.34%	410	0.37%	111	27.19%	2,452			2,452	0.06%	1,418	0.04%	1,034	72.91%
NET PROFIT/(LOSS) BEFORE ZAKAT	56,942	1.51%	51,851	1.63%	5,092	9.82%	12,412	8.02%	11,358	10.29%	1,054	9.28%	69,354	1.8%		69,354	1.79%	63,209	1.94%	6,145	9.72%
ZAKAT	1,500	0.04%	1,350	0.04%	150	11.11%	300	0.19%	150	0.14%	150	100.00%	1,800	0%		1,800	0.05%	1,500	0.05%	300	20.00%
NET PROFIT/(LOSS)	55,442	1.47%	50,501	1.59%	4,942	9.79%	12,112	7.8%	11,208	10.16%	904	8.06%	67,554	1.72%		67,554	1.74%	61,710	1.90%	5,844	9.47%

Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2023 versus 2022

FOR 9-MONTH PERIOD ended 30 SEPTEMBER

Number of Employees	6,491	5253	1238	23.57%	2708	2533	175	6.91%		9199	7786	1413	18.15%
Number of Stations	818	716	102	14.25%			0	0.00%		818	716	102	14.25%
Number of Trucks	0	0	0	0.00%	1579	1470	109	7.41%		1579	1470	109	7.41%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	YTD SEPT 2023		YTD SEPT 2022		VARIANCE		YTD SEPT 2023		YTD SEPT 2022		VARIANCE		YTD SEPT 2023	ELIMINATION	YTD SEPT 2023		YTD SEPT 2022		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	10,616,868	100.00%	8,824,338	100.00%	1,792,530	20.31%	401,331	100.00%	303,284	100.00%	98,046	32.33%	11,018,199	(135,790)	10,882,409	100.00%	9,023,918	100.00%	1,858,491	20.60%
TOTAL COST OF SALES	10,211,104	96.18%	8,480,948	96.11%	1,730,156	20.40%	299,059	74.52%	223,610	73.73%	75,449	33.74%	10,510,163	(135,790)	10,374,373	95.33%	8,600,854	95.31%	1,773,519	20.62%
GROSS PROFIT/(LOSS)	405,765	3.82%	343,390	3.89%	62,375	18.16%	102,272	25.48%	79,674	26.27%	22,597	28.36%	508,036		508,036	4.67%	423,064	4.69%	84,972	20.08%
EXPENSES																				
SALES PROMOTION EXPENSES	912	0.01%	3,572	0.04%	(2,659)	-74.46%	1,586	0.40%	631	0.21%	955	151.32%	2,498		2,498	0.02%	4,203	0.05%	(1,704)	-40.55%
TOTAL GEN. & ADMIN. EXPENSES	136,192	1.28%	116,924	1.33%	19,268	16.48%	54,972	13.70%	45,857	15.12%	9,115	19.88%	191,164		191,164	1.76%	162,780	1.80%	28,383	17.44%
TOTAL S,G&A EXPENSES	137,104	1.29%	120,495	1.37%	16,609	13.78%	56,558	14.09%	46,488	15.33%	10,070	21.66%	193,662		193,662	1.78%	166,983	1.85%	26,679	15.98%
OPERATING INCOME	268,661	2.53%	222,894	2.53%	45,766	20.53%	45,714	11.39%	33,186	10.94%	12,527	37.75%	314,374		314,374	2.89%	256,081	2.84%	58,293	22.76%
FINANCIAL CHARGES	104,098	0.98%	85,993	0.97%	18,104	21.05%	10,630	2.65%	4,354	1.44%	6,277	144.17%	114,728		114,728	1.05%	90,347	1.00%	24,381	26.99%
OTHER INCOMES	5,948	0.06%	4,785	0.05%	1,163	24.31%	1,223	0.30%	133	0.04%	1,090	817.63%	7,171		7,171	0.07%	4,918	0.05%	2,253	45.82%
SHARE OF PROFIT/(LOSS) ON INVESTMENTS	5,794	0.05%	2,535	0.03%	3,259	128.53%	817	0.20%	1,358	0.45%	(542)	-39.87%	6,611		6,611	0.06%	3,894	0.04%	2,717	69.79%
NET PROFIT/(LOSS) BEFORE ZAKAT	176,305	1.66%	144,221	1.63%	30,920	21.44%	37,123	9.25%	30,324	10.00%	6,799	22.42%	213,428		213,428	1.96%	174,545	1.93%	38,883	22.28%
ZAKAT	4,500	0.04%	4,050	0.05%	450	11.11%	600	0.15%	450	0.15%	150	33.33%	5,100		5,100	0.05%	4,500	0.05%	600	13.33%
NET PROFIT/(LOSS)	171,805	1.62%	140,171	1.59%	31,634	22.57%	36,523	9.10%	29,874	9.85%	6,649	22.26%	208,328		208,328	1.91%	170,045	1.88%	38,283	22.51%

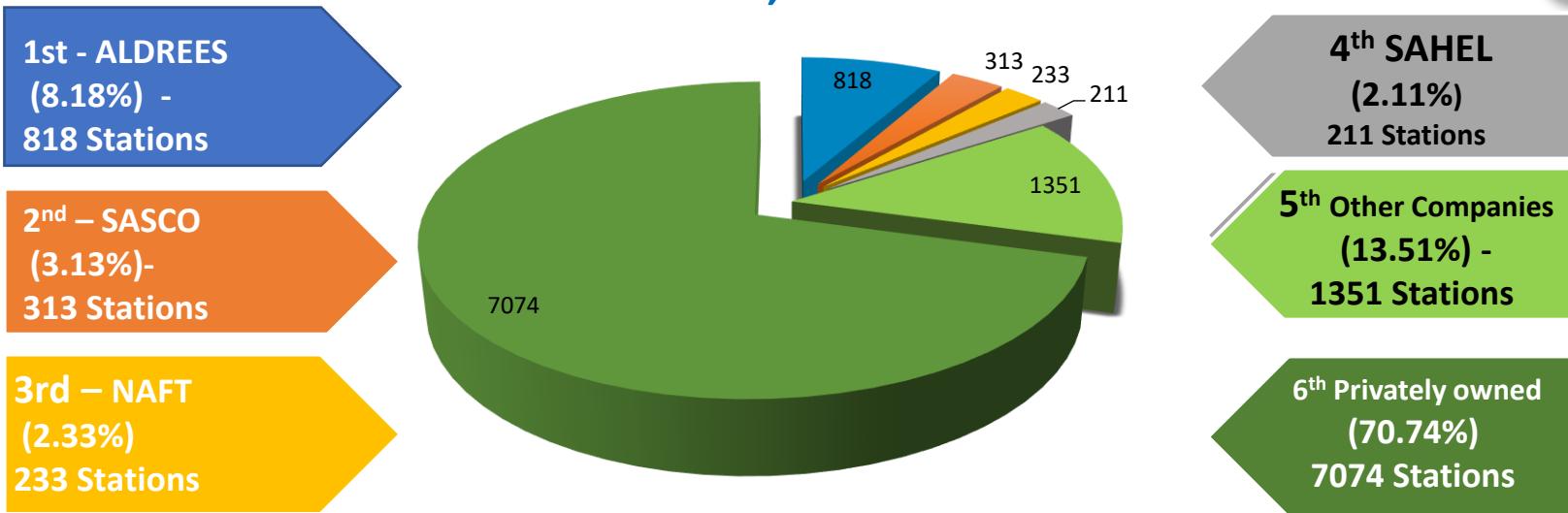
Total Number of Stations as of 30 SEPT. 2023

Q3 2023	Q3 2022	Variance	Percentage
818	716	102	14.25%

Infographics of Gas Stations Kingdom wide (KSA)



Stations All Over KSA 10,000 stations



Notes:

An estimated of 10,000 Service Stations in KSA. ALDREES has the greatest number of Service Stations (8.18%) followed by SASCO (3.13%) then NAFT (2.33%) next is (SAHEL – Tas’helat)at (2.11%) and other companies (13.51%), and 70.74% is privately owned (among small players).

Fuel sales & cost rates (in Riyals) by Liter (With VAT)



Fuel Type	Adjusted Rates												Current Rates		
	Effective 11 May 2021			Effective 11 June 2021			Effective 30 Dec. 2021			end of 31 Dec. 2022			Effective 01 Jan. 2023		
	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin
<i>Petrol 91</i>	1.93	2.08	0.15	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15
<i>Petrol 95</i>	2.08	2.23	0.15	2.18	2.33	0.15	2.18	2.33	0.15	2.18	2.33	0.15	2.18	2.33	0.15
<i>Diesel</i>	0.47	0.52	0.05	0.47	0.52	0.05	0.58	0.63	0.05	0.58	0.63	0.05	0.70	0.75	0.05

Notes:

- The rates unchanged since Q1 till Q3 2023.
- 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.



Transport Division



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ALDREES TRANSPORT DIVISION

VARIANCE ANALYSIS REPORT

YTD SEPT. 2023 vs 2022



DESCRIPTION	(AMOUNT IN MILLIONS SAR)					
	YTD SEPT. 2023		YTD SEPT. 2022		VARIANCE	
	AMOUNT	%	AMOUNT	%	AMOUNT	%
FUEL	122.7	30.6%	98.2	32.4%	24.5	24.9%
GRAINS AND OTHERS	118.4	29.5%	49.5	16.3%	68.9	139.2%
CHEMICALS	88.5	22.1%	105.4	34.8%	-16.9	-16.0%
UNITED BULK SUGAR/RENTAL/OTHERS	31.9	7.9%	21.4	7.1%	10.5	49.1%
TOTAL TRANSPORTATION OPERATION	361.5	90.1%	274.5	90.5%	87.0	31.7%
SUPPLY CHAIN OPERATIONS	39.8	9.9%	28.8	9.5%	11.0	38.2%
SALES REVENUE TOTAL	401.3	100.0%	303.3	100.0%	98.0	32.3%

Total Number of Tractor Heads & Trailers as of 30 SEPT. 2023



DESCRIPTION	Q3 2023	Q3 2022	VARIANCE	PERCENTAGE
TRACTOR HEADS	1579	1470	109	7.41%
TRAILERS	2788	2622	166	6.33%

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY
INCOME STATEMENT YTD SEPTEMBER 2023 VS 2022

	Q3-2023		Q3-2022	RATIO	Variance		YTD-SEP 2023		YTD-SEP 2022		YTD Variance	
	Amount	Ratio	Amount	Ratio	Amount	Var %	Amount	Ratio	Amount	Ratio	Amount	Var %
REVENUES	4,545,006	100.00	4,260,962	100.00	284,044	0.07	11,658,231	100.00	13,008,102	100.00	-1,349,871	-10.38
COST OF REVENUES	2,896,148	63.72	2,782,378	65.30	113,770	0.04	8,279,809	71.02	8,475,991	65.16	-196,182	-2.31
GROSS PROFIT/(LOSS	1,648,858	36.28	1,478,584	34.70	170,274	34.70	3,378,422	28.98	4,532,111	34.84	-1,153,689	-25.46
SELLING AND DIST. EXP.							0	0.00	0	0.00	0	
GENERAL AND ADMn	561,082	12.35	598,088	14.04	-37,007	-0.06	1,677,962	14.39	1,802,818	13.86	-124,856	-6.93
OPERATING INCOME	1,087,776	23.93	880,495	20.66	207,280	0.24	1,700,460	14.59	2,729,293	20.98	-1,028,833	-37.70
FINANCIAL CHARGES	45,480	1.00	2,867	0.07	42,613	14.86	67,064	0.58	12,740	0.10	54,323	426.38
INCOME(LOSS) BEFOI	1,042,296	22.93	877,628	20.60	164,668	0.19	1,633,396	14.01	2,716,553	20.88	-1,083,156	-39.87
ZAKAT	0		0	0.00	0	0.00	0	0.00	0	0.00	0	
NET INCOME/(LOSS)	1,042,296	22.93	877,628	20.60	164,668	0.19	1,633,396	14.01	2,716,553	20.88	-1,083,156	-39.87



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End of Report
Update as of
30 Sept. 2023