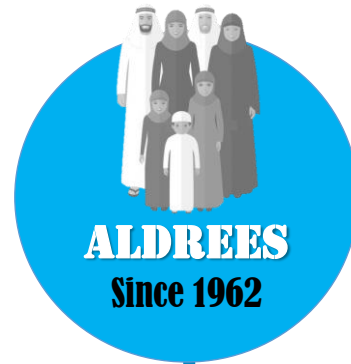


COMPANY PRESENTATION

2nd 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



8807
Employees



60
years

2717
Trailers
1476
Tractor
Heads



788
Gas Stations



3.6 Billion
Q2 2023
Revenue



295K Tons per week



WHAT WE ARE NOW

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

- **4193** fleet strength of various types of trucks and trailers as of June 30, 2023
(**1476** tractor heads & **2717** 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

- **788** Petrol Stations as of June 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

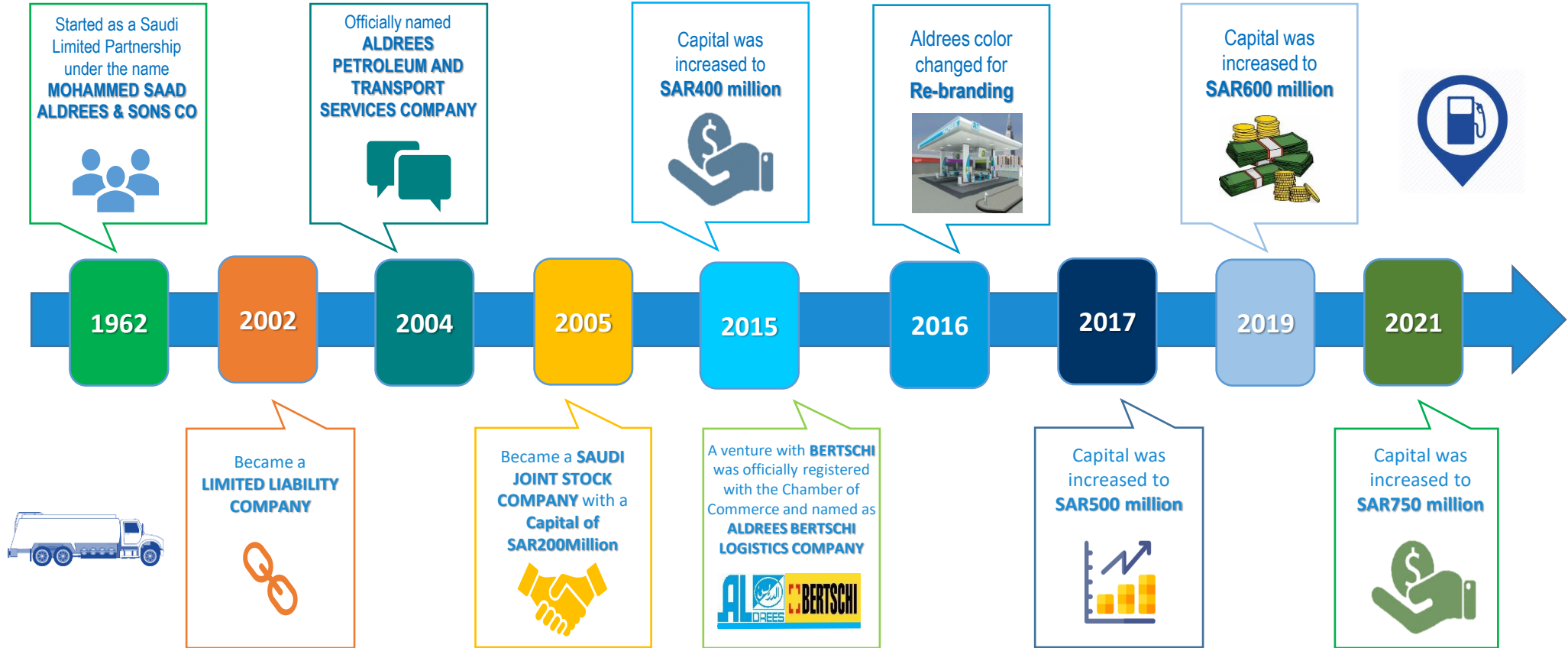


ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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 Q2 2023

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



Petrol Division

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PROFIT & LOSS STATEMENT-SUMMARY

Q2 2023 versus Q2 2022

Q2 2023 - versus - Q2 2022

Number of Employees	6,055	4,727	1328	28.1%	2752	2394	358	15.0%	8807	7121	1686	23.7%
Number of Stations	788	698	90	12.9%			0	0.0%	788	698	90	12.9%
Number of Trucks	0	0	0	0.0%	1476	1405	71	5.1%	1476	1405	71	5.1%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	Q2 2023		Q2 2022		VARIANCE		Q2 2023		Q2 2022		VARIANCE		Q2 2023	ELIMINATION	Q2 2023		Q2 2022		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
TOTAL SALES	3,491,707	100%	2,929,582	100%	562,125	19.2%	133,680	100%	92,721	100%	40,959	44.2%	3,625,387	(44,790)	3,580,597	100%	2,987,605	100%	592,992	19.8%
NET SALES	3,491,707	100%	2,929,582	100%	562,125	19.2%	133,680	100%	92,721	100%	40,959	44.2%	3,625,387	(44,790)	3,580,597	100%	2,987,605	100%	592,992	19.8%
TOTAL COST OF SALE	3,357,368	96.2%	2,816,971	96.2%	540,397	19.2%	99,115	74.1%	68,881	74.3%	30,234	43.9%	3,456,483	(44,790)	3,411,693	95.3%	2,851,154	95.4%	560,539	19.7%
GROSS PROFIT/(LOSS)	134,339	3.8%	112,611	3.8%	21,728	19.3%	34,565	25.9%	23,840	25.7%	10,725	45.0%	168,904		168,904	4.7%	136,451	4.6%	32,453	23.8%
EXPENSES																				
SALES PROMOTION EXPENSES	114	0.00%	1,041	0.0%	(928)	-89.1%	389	0.3%	273	0.3%	116	42.3%	502		502	0.01%	1,315	0.04%	(812)	-61.79%
GENERAL & ADMIN. EXPENSES	45,794	1.3%	36,372	1.2%	9,422	25.9%	18,249	13.7%	15,550	16.8%	2,699	17.4%	64,044		64,044	1.8%	51,922	1.7%	12,122	23.3%
TOTAL S,G&A EXPENSES	45,908	1.3%	37,414	1.3%	8,494	22.7%	18,638	13.9%	15,823	17.1%	2,815	17.8%	64,546		64,546	1.8%	53,237	1.8%	11,309	21.2%
OPERATING INCOME	88,431	2.5%	75,197	2.6%	13,234	17.6%	15,926	11.9%	8,016	8.6%	7,910	98.7%	104,358		104,358	2.9%	83,214	2.8%	21,144	25.4%
FINANCIAL CHARGES	32,068	0.9%	29,302	1.0%	2,766	9.4%	4,332	3.2%	898	1.0%	3,434	382.4%	36,400		36,400	1.0%	30,200	1.0%	6,200	20.5%
OTHER INCOMES	1,678	0.05%	34	0.00%	1,644	4798.5%	37	0.0%	191	0.2%	(154)	-80.7%	1,715		1,715	0.05%	226	0.01%	1,490	660.6%
SHARE OF INCOME/(LOSS) - INVESTMENT	1,931	0.06%	(6,259)	-0.21%	8,190	-130.9%	283	0.2%	436	0.5%	(152)	-35.0%	2,215		2,215	0.1%	(5,823)	-0.2%	8,037	-138.0%
NET PROFIT/(LOSS) BEFORE ZAKAT	59,973	1.72%	39,672	1.35%	20,301	51.17%	11,915	8.91%	7,745	8.35%	4,169	53.83%	71,888		71,888	2.01%	47,417	1.59%	24,471	51.61%
ZAKAT	1,500	0.04%	1,350	0.05%	150	11.11%	150	0.11%	150	0.16%	0	0.00%	1,650		1,650	0.05%	1,500	0.05%	150	10.00%
NET PROFIT/(LOSS)	58,473	1.67%	38,322	1.31%	20,151	52.59%	11,765	8.80%	7,595	8.19%	4,169	54.89%	70,238		70,238	1.96%	45,917	1.54%	24,321	52.97%

PROFIT & LOSS STATEMENT-SUMMARY

2023 versus 2022

FOR 6-MONTH PERIOD ended 30 JUNE

Number of Employees	6,055	4727	1328	28.1%	2752	2394	358	15.0%	8807	7121	1686	23.7%
Number of Stations	788	698	90	12.9%			0	0.0%	788	698	90	12.9%
Number of Trucks	0	0	0	0.0%	1476	1405	71	5.1%	1476	1405	71	5.1%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	1H 2023		1H 2022		VARIANCE		1H 2023		1H 2022		VARIANCE		1H 2023	ELIMINATION	1H 2023		1H 2022		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	6,839,410	100%	5,641,120	100%	1,198,290	21.2%	246,522	100%	192,941	100%	53,580	28%	7,085,932	(86,716)	6,999,216	100%	5,767,731	100%	1,231,485	21.4%
TOTAL COST OF SALES	6,573,320	96.1%	5,418,130	96.0%	1,155,190	21.3%	180,410	73.2%	143,295	74.3%	37,115	25.9%	6,753,730	(86,716)	6,667,014	95.3%	5,495,094	95.3%	1,171,920	21.3%
GROSS PROFIT/(LOSS)	266,091	3.9%	222,990	4.0%	43,101	19.3%	66,112	26.8%	49,647	25.7%	16,465	33.2%	332,202		332,202	4.7%	272,637	4.7%	59,565	21.8%
EXPENSES																				
SALES PROMOTION EXPENSES	433	0.01%	1,977	0.04%	(1,544)	-78.1%	878	0.36%	507	0.26%	372	73.4%	1,311		1,311	0.02%	2,484	0.04%	(1,173)	-47.2%
TOTAL GEN. & ADMIN. EXPENSES	88,710	1.3%	73,242	1.3%	15,468	21.1%	34,375	13.9%	29,706	15.4%	4,669	15.7%	123,085		123,085	1.8%	102,948	1.8%	20,137	19.6%
TOTAL S,G&A EXPENSES	89,143	1.3%	75,219	1.3%	13,924	18.5%	35,254	14.3%	30,213	15.7%	5,041	16.7%	124,397		124,397	1.8%	105,432	1.8%	18,965	18.0%
OPERATING INCOME	176,948	2.59%	147,771	2.62%	29,177	19.7%	30,858	12.5%	19,434	10.1%	11,424	59%	207,806		207,806	3.0%	167,205	2.9%	40,601	24.3%
FINANCIAL CHARGES	65,114	1.0%	56,998	1.0%	8,116	14.2%	7,589	3.1%	1,751	0.9%	5,838	333.5%	72,703		72,703	1.0%	58,749	1.0%	13,954	23.8%
OTHER INCOMES	3,666	0.05%	71	0.00%	3,596	5100.2%	1,147	0.47%	334	0.17%	812	242.9%	4,813		4,813	0.07%	405	0.01%	4,408	1088.6%
SHARE OF PROFIT/(LOSS) ON INVESTMENTS	3,863	0.06%	1,527	0.03%	2,336	153.0%	296	0.1%	949	0.5%	(653)	-68.8%	4,158		4,158	0.1%	2,475	0.0%	1,683	68.0%
NET PROFIT/(LOSS) BEFORE ZAKAT	119,362	1.75%	92,370	1.6%	26,992	29.2%	24,712	10.0%	18,966	9.8%	5,745	30.3%	144,074		144,074	2.1%	111,337	1.9%	32,738	29.4%
ZAKAT	3,000	0.04%	2,700	0.05%	300	11.1%	300	0.1%	300	0.2%	0	0.0%	3,300		3,300	0.0%	3,000	0.05%	300	10.0%
NET PROFIT/(LOSS)	116,362	1.70%	89,670	1.59%	26,692	29.8%	24,412	9.9%	18,666	9.7%	5,745	30.8%	140,774		140,774	2.01%	108,337	1.88%	32,438	29.9%

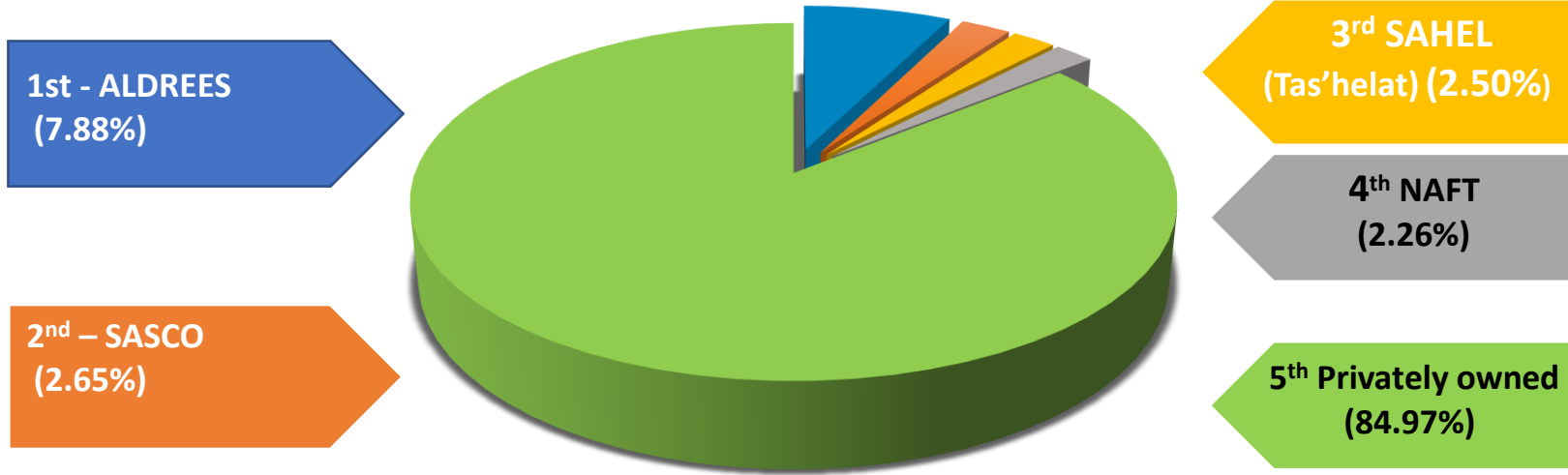
Total Number of Stations as of 30 JUNE 2023

Q2 2023	Q2 2022	Variance	Percentage
788	698	90	13%

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 (7.62%) followed by SASCO (2.65%) then SAHEL – The New Tas'helat at (2.50%) and NAFT (2.26%) while 84.97% 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 Q1-2023.
- 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 1H 2023 vs 1H 2022



DESCRIPTION	(AMOUNT IN MILLIONS SAR)					
	YTD 1H 2023		YTD 1H 2022		VARIANCE	
	AMOUNT	%	AMOUNT	%	AMOUNT	%
FUEL TOTAL	78.5	31.8%	63.1	32.7%	15.4	24.3%
GRAINS AND OTHERS TOTAL	32.0	13.0%	26.8	13.9%	5.2	19.3%
CHEMICALS TOTAL	57.9	23.5%	52.2	27.1%	5.7	10.9%
UNITED BULK SUGARS / OTHERS	3.7	1.5%	4.3	2.3%	-0.6	-14.7%
TRANSPORTATION OPERATION TOTAL	189.8	77.0%	155.7	80.7%	34.0	21.9%
SUPPLY CHAIN OPERATIONS	56.7	23.0%	37.2	18.0%	19.5	52.5%
SALES REVENUE TOTAL	246.5	100.0%	192.9	100.0%	53.6	27.8%

Total Number of Tractor Heads & Trailers as of 30 JUNE 2023



DESCRIPTION	Q2 2023	Q2 2022	VARIANCE	PERCENTAGE
TRACTOR HEADS	1476	1405	71	5.0%
TRAILERS	2717	2612	105	4.0%

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

INCOME STATEMENT - YTD JUNE 30 2023

	Q2 2023		Q2 2022		Variance		YTD 2023		YTD 2022		YTD Variance	
	Amount	Ratio	Amount	Ratio	Amount	Var %	Amount	Ratio	Amount	Ratio	Amount	Var %
REVENUES	3,829,458	100	4,477,098	100	(647,640)	(14)	7,113,225	100	8,747,140	100	(1,633,915)	(19)
COST OF REVENUES	2,676,200	70	2,975,327	66	(299,127)	(7)	5,383,661	76	5,693,613	65	(309,952)	(5)
GROSS PROFIT/(LOSS)	1,153,258	30	1,501,771	34	(348,513)	(23)	1,729,564	24	3,053,527	35	(1,323,963)	(43)
GENERAL AND ADMINISTRATIVE EXPENSES	570,432	15	569,111	13	1,321	0	1,116,880	16	1,204,729	14	(87,849)	(7)
OPERATING INCOME	582,827	19	932,660	21	(349,834)	(38)	612,684	9	1,848,798	21	(1,236,114)	(67)
FINANCIAL CHARGES	16,292	0	2,940	0	13,353	0	21,584	0	9,874	0	11,710	(85)
TOTAL OTHER INCOME, NET	0	0	0	0	0	0	0	0	0	0	0	0
INCOME(LOSS) BEFORE ZAKAT	566,535	15	929,721	21	(363,186)	(39)	591,100	8	1,838,924	21	(1,247,824)	(68)
ZAKAT	0	0	0		0		0		0		0	
NET INCOME/(LOSS)	566,535	15	929,721	21	(363,186)	(39)	591,100	8	1,838,924	21	(1,247,824)	(68)
SHARE OF NET INCOME/(LOSS) FOR ALDREES	283,267		435,672		(152,405)	(35)	295,550		949,372		(653,822)	(69)



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End of Report
Update as of
30 June 2023