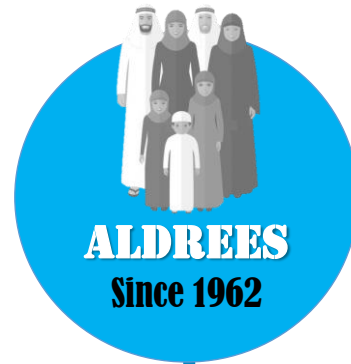


COMPANY PRESENTATION Fy2022



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



8111
Employees



60
years

2651
Trailers
1497
Tractor
Heads



740
Gas Stations



12.5 Billion
Q4 2022
Revenue



224K Tons per week



WHAT WE ARE NOW

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

- **4148** fleet strength of various types of trucks and trailers as of Dec. 31, 2022
(**1497** tractor heads & **2651** 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

- **740** Petrol Stations as of Dec. 31, 2022
- **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

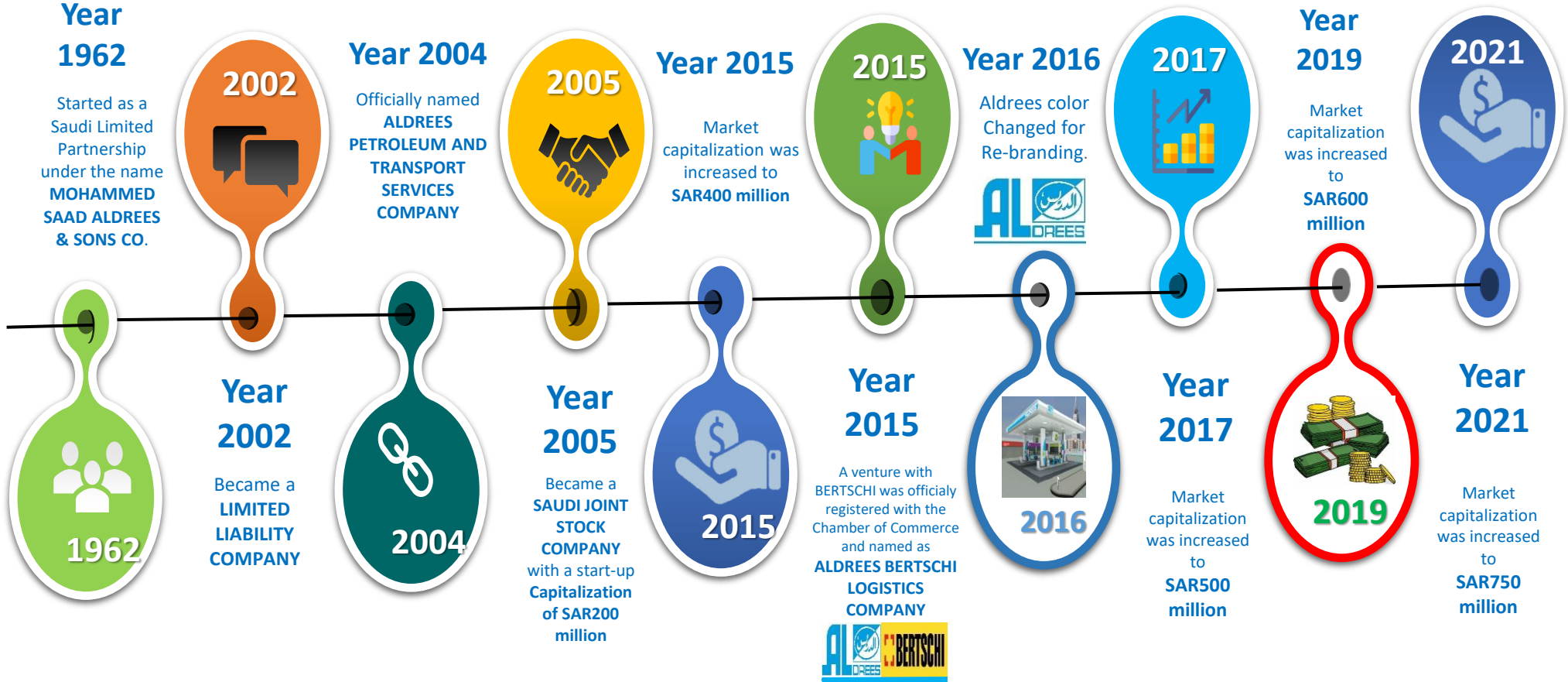


ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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 Q4 2022

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



Petrol Division

with you
www. aldrees.com

Q4 2022 -versus- Q4 2021

| Number of Employees | 5,379 | 3,793 | 1,586 | 41.81% | 2732 | 2256 | 476 | 21.10% | 8111 | 6049 | 2062 | 34.09% | | | | | | | | |
|---|--------------------|--------|-----------|---------|----------|--------|--------------------|--------|---------|--------|----------|---------|------------------------|-------------|-----------|-------|-----------|--------|----------|---------|
| Number of Stations | 740 | 640 | 100 | 15.63% | | | 0 | 0.00% | 740 | 640 | 100 | 15.63% | | | | | | | | |
| Number of Trucks | 0 | 0 | 0 | 0.00% | 1497 | 1265 | 232 | 18.34% | 1497 | 1265 | 232 | 18.34% | | | | | | | | |
| PARTICULARS (In Thousand Saudi Riyals) | PETROLEUM DIVISION | | | | | | TRANSPORT DIVISION | | | | | | ALDREES - CONSOLIDATED | | | | | | | |
| | Q4 2022 | | Q4 2021 | | VARIANCE | | Q4 2022 | | Q4 2021 | | VARIANCE | | Q4 2022 | ELIMINATION | Q4 2022 | | Q4 2021 | | VARIANCE | |
| | Amount | Ratio | Amount | Ratio | Amount | % | Amount | Ratio | Amount | Ratio | Amount | % | Amount | ENTRIES | Amount | Ratio | Amount | Ratio | Amount | % |
| TOTAL SALES | 3,255,848 | 100% | 2,540,162 | 100% | 715,686 | 28.2% | 113,622 | 100% | 110,326 | 100% | 3,296 | 3.0% | 3,369,470 | (37,309) | 3,332,161 | 100% | 2,650,488 | 100% | 681,673 | 25.7% |
| NET SALES | 3,255,848 | 100% | 2,540,162 | 100% | 715,686 | 28.2% | 113,622 | 100% | 110,326 | 100% | 3,296 | 3.0% | 3,369,470 | (37,309) | 3,332,161 | 100% | 2,650,488 | 100% | 681,673 | 25.7% |
| TOTAL COST OF SALE | 3,121,334 | 95.9% | 2,442,425 | 96.2% | 678,909 | 27.8% | 76,638 | 67.4% | 79,368 | 71.9% | (2,730) | -3.4% | 3,197,972 | (37,309) | 3,160,663 | 94.9% | 2,521,793 | 95.1% | 638,870 | 25.3% |
| GROSS PROFIT/(LOSS) | 134,514 | 4.1% | 97,737 | 3.8% | 36,777 | 37.6% | 36,984 | 32.6% | 30,958 | 28.1% | 6,026 | 19.5% | 171,499 | | 171,499 | 5.1% | 128,695 | 4.9% | 42,803 | 33.3% |
| EXPENSES | | | | | | | | | | | | | | | | | | | | |
| SALES PROMOTION EXPENSES | 2,678 | 0.08% | 1,191 | 0.0% | 1,487 | 124.9% | 536 | 0.47% | 713 | 0.65% | (177) | -24.8% | 3,215 | | 3,215 | 0.1% | 1,904 | 0.07% | 1,311 | 68.8% |
| TOTAL GEN. & ADMIN. EXPENSES | 44,462 | 1.4% | 28,832 | 1.1% | 15,630 | 54.2% | 16,880 | 14.9% | 14,348 | 13.0% | 2,532 | 17.6% | 61,342 | | 61,342 | 1.8% | 43,180 | 1.6% | 18,162 | 42.1% |
| TOTAL S,G&A EXPENSES | 47,141 | 1.4% | 30,023 | 1.2% | 17,117 | 57.0% | 17,416 | 15.3% | 15,061 | 13.7% | 2,355 | 15.6% | 64,557 | | 64,557 | 1.9% | 45,084 | 1.7% | 19,473 | 43.2% |
| OTHER INCOMES | (333) | -0.01% | (95) | -0.004% | (239) | 252% | 700 | 0.6% | 126 | 0.11% | 574 | 455.9% | 367 | | 367 | 0.01% | 31 | 0.0% | 336 | 1067.8% |
| OPERATING INCOME | 87,040 | 2.7% | 67,620 | 2.7% | 19,421 | 28.7% | 20,269 | 17.8% | 16,023 | 14.5% | 4,246 | 26.5% | 107,309 | | 107,309 | 3.2% | 83,643 | 3.2% | 23,666 | 28.3% |
| FINANCIAL CHARGES | 30,768 | 0.9% | 27,254 | 1.1% | 3,515 | 12.9% | 3,285 | 2.9% | 267 | 0.2% | 3,017 | 1129.2% | 34,053 | | 34,053 | 1.0% | 27,521 | 1.0% | 6,532 | 23.7% |
| SHARE OF INCOME(LOSS) INVESTMENT | 1,549 | 0.05% | (930) | -0.04% | 2,479 | -267% | 119 | 0.1% | 519 | 0.5% | (401) | -77.2% | 1,667 | | 1,667 | 0.05% | (411) | -0.02% | 2,078 | -505.9% |
| NET PROFIT/(LOSS) BEFORE ZAKAT | 57,821 | 1.8% | 39,436 | 1.6% | 18,385 | 46.6% | 17,103 | 15.1% | 16,275 | 14.8% | 827 | 5.1% | 74,924 | | 74,924 | 2.2% | 55,711 | 2.1% | 19,212 | 34.5% |
| ZAKAT | 2,139 | 0.07% | 1,475 | 0.06% | 664 | 45.0% | 1,003 | 0.9% | 150 | 0.1% | 853 | 568.7% | 3,142 | | 3,142 | 0.09% | 1,625 | 0.1% | 1,517 | 93.3% |
| NET PROFIT/(LOSS) | 55,682 | 1.71% | 37,961 | 1.49% | 17,721 | 46.68% | 16,100 | 14.17% | 16,125 | 14.62% | (26) | -0.16% | 71,782 | | 71,782 | 2.15% | 54,086 | 2.04% | 17,696 | 32.72% |

Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2022 versus 2021

FOR Fiscal Year ended 31 DECEMBER

| | | | | | | | | | | | | |
|---------------------|-------|------|------|--------|------|------|-----|--------|------|------|------|--------|
| Number of Employees | 5,379 | 3793 | 1586 | 41.81% | 2732 | 2256 | 476 | 21.10% | 8111 | 6049 | 2062 | 34.09% |
| Number of Stations | 740 | 640 | 100 | 15.63% | | | 0 | 0.00% | 740 | 640 | 100 | 15.63% |
| Number of Trucks | 0 | 0 | 0 | 0.00% | 1497 | 1265 | 232 | 18.34% | 1497 | 1265 | 232 | 18.34% |

| PARTICULARS (In Thousand Saudi Riyals) | PETROLEUM DIVISION | | | | | | TRANSPORT DIVISION | | | | | | ALDREES - CONSOLIDATED | | | | | | | |
|---|--------------------|-------|-----------|-------|-----------|---------|--------------------|--------|---------|--------|----------|----------|------------------------|-------------|------------|-------|-----------|-------|-----------|---------|
| | FY 2022 | | FY 2021 | | VARIANCE | | FY 2022 | | FY 2021 | | VARIANCE | | FY 2022 | ELIMINATION | FY 2022 | | FY 2021 | | VARIANCE | |
| | Amount | Ratio | Amount | Ratio | Amount | % | Amount | Ratio | Amount | Ratio | Amount | % | Amount | ENTRIES | Amount | Ratio | Amount | Ratio | Amount | % |
| NET SALES | 12,080,186 | 100% | 8,865,332 | 100% | 3,214,854 | 36.3% | 416,907 | 100% | 350,844 | 100% | 66,063 | 19% | 12,497,092 | (141,013) | 12,356,079 | 100% | 9,109,615 | 100% | 3,246,464 | 35.6% |
| TOTAL COST OF SALES | 11,602,282 | 96.0% | 8,502,339 | 95.9% | 3,099,943 | 36.5% | 300,248 | 72.0% | 262,393 | 74.8% | 37,855 | 14.4% | 11,902,530 | (141,013) | 11,761,516 | 95.2% | 8,658,172 | 95.0% | 3,103,344 | 35.8% |
| GROSS PROFIT/(LOSS) | 477,904 | 4.0% | 362,992 | 4.1% | 114,911 | 31.7% | 116,659 | 28.0% | 88,450 | 25.2% | 28,208 | 31.9% | 594,562 | | 594,562 | 4.8% | 451,443 | 5.0% | 143,120 | 31.7% |
| EXPENSES | | | | | | | | | | | | | | | | | | | | |
| SALES PROMOTION EXPENSES | 6,250 | 0.05% | 2,940 | 0.03% | 3,310 | 112.6% | 1,168 | 0.28% | 1,957 | 0.56% | (789) | -40.3% | 7,417 | | 7,417 | 0.06% | 4,896 | 0.05% | 2,521 | 51.49% |
| TOTAL GEN. & ADMIN. EXPENSES | 161,386 | 1.3% | 112,542 | 1.3% | 48,845 | 43.4% | 62,736 | 15.0% | 50,648 | 14.4% | 12,088 | 23.9% | 224,122 | | 224,122 | 1.81% | 163,189 | 1.79% | 60,933 | 37.34% |
| TOTAL S,G&A EXPENSES | 167,636 | 1.4% | 115,481 | 1.3% | 52,155 | 45.2% | 63,904 | 15.3% | 52,605 | 15.0% | 11,299 | 21.5% | 231,540 | | 231,540 | 1.87% | 168,086 | 1.85% | 63,454 | 37.75% |
| OTHER INCOMES | 6,987 | 0.06% | 1,378 | 0.02% | 5,609 | 407.09% | 834 | 0.20% | 68 | 0.02% | 765 | 1118.62% | 7,820 | | 7,820 | 0.06% | 1,446 | 0.02% | 6,374 | 440.75% |
| OPERATING INCOME | 317,254 | 2.63% | 248,889 | 2.81% | 68,365 | 27.5% | 53,588 | 12.9% | 35,914 | 10.2% | 17,674 | 49% | 370,843 | | 370,843 | 3.00% | 284,803 | 3.13% | 86,040 | 30.21% |
| FINANCIAL CHARGES | 116,761 | 1.0% | 102,561 | 1.2% | 14,200 | 13.8% | 7,638 | 1.83% | 3,468 | 0.99% | 4,170 | 120.24% | 124,400 | | 124,400 | 1.01% | 106,029 | 1.16% | 18,370 | 17.33% |
| SHARE OF PROFIT/(LOSS) ON INVESTMENTS | 1,549 | 0.01% | 0 | 0.00% | 1,549 | 0.00% | 1,477 | 0.35% | 3,912 | 1.11% | (2,435) | -62.24% | 3,026 | | 3,026 | 0.02% | 3,912 | 0.04% | (886) | -22.64% |
| NET PROFIT/(LOSS) BEFORE ZAKAT | 202,042 | 1.7% | 146,328 | 1.7% | 61,323 | 41.9% | 47,427 | 11.38% | 36,357 | 10.36% | 11,070 | 30.45% | 249,469 | | 249,469 | 2.02% | 182,685 | 2.01% | 66,784 | 36.56% |
| ZAKAT | 6,189 | 0.05% | 5,255 | 0.06% | 934 | 17.77% | 1,453 | 0.35% | 625 | 0.18% | 828 | 132.48% | 7,642 | | 7,642 | 0.06% | 5,880 | 0.06% | 1,762 | 29.96% |
| NET PROFIT/(LOSS) | 195,853 | 1.62% | 141,073 | 1.59% | 54,781 | 38.83% | 45,974 | 11.03% | 35,732 | 10.18% | 10,242 | 28.66% | 241,827 | | 241,827 | 1.96% | 176,805 | 1.94% | 65,022 | 36.78% |

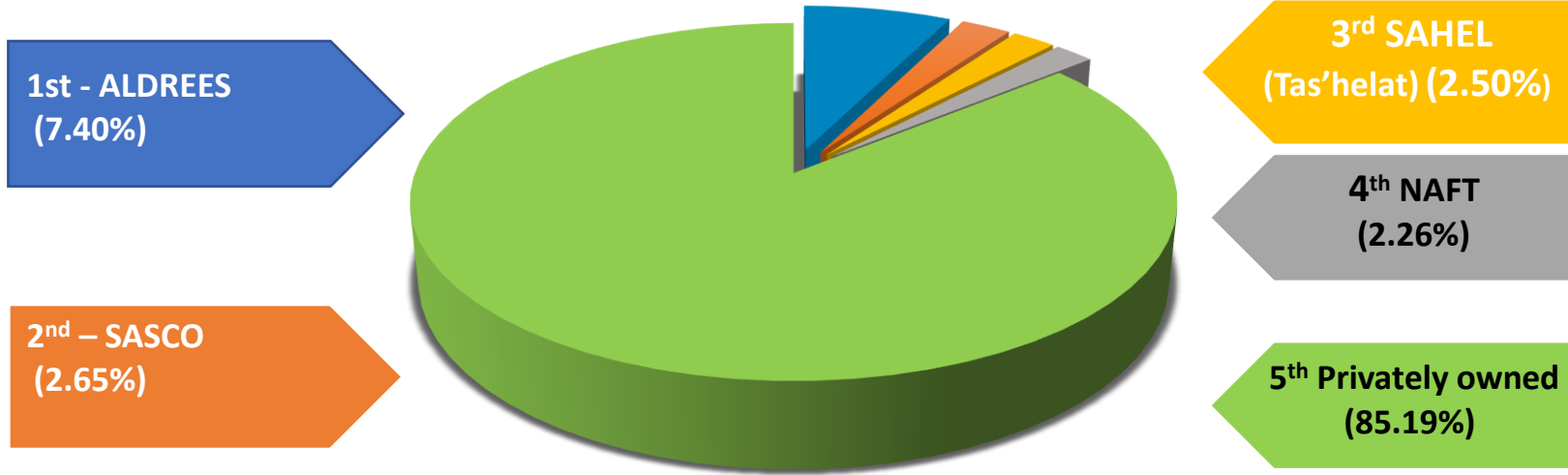
Total Number of Stations as of 31 Dec. 2022

| Q4 2022 | Q4 2021 | Variance | Percentage |
|---------|---------|----------|------------|
| 740 | 640 | 100 | 16% |

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 (7.40%) followed by SASCO (2.65%) then SAHEL – The New Tas'helat at (2.50%) and NAFT (2.26%) while 85.19% 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 | | |
| | 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 |
| <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 |
| <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 |

Notes:

- The rates maintained within the three months of 4th Quarter Fy2022.
- 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



with you
www. aldrees.com

ALDREES TRANSPORT DIVISION

VARIANCE ANALYSIS REPORT

YTD Q4 2022 vs 2021



| DESCRIPTION | (AMOUNT IN MILLIONS SAR) | | | | | |
|--------------------------------|--------------------------|--------|-------------|--------|----------|-------|
| | YTD Q4 2022 | | YTD Q4 2021 | | VARIANCE | |
| | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| FUEL TOTAL | 133.0 | 31.9% | 110.6 | 31.5% | 22.3 | 20.2% |
| GRAINS AND OTHERS TOTAL | 68.4 | 16.4% | 64.1 | 18.3% | 4.3 | 6.7% |
| CHEMICALS TOTAL | 147.3 | 35.3% | 127.3 | 36.3% | 19.9 | 15.7% |
| UNITED BULK SUGARS / OTHERS | 8.5 | 2.0% | 8.9 | 2.5% | -0.4 | -4.5% |
| TRANSPORTATION OPERATION TOTAL | 377.0 | 90.4% | 314.8 | 89.7% | 62.5 | 19.9% |
| SUPPLY CHAIN OPERATIONS | 39.9 | 9.6% | 36.1 | 8.9% | 3.8 | 10.4% |
| SALES REVENUE TOTAL | 416.9 | 100.0% | 350.8 | 100.0% | 66.1 | 18.8% |

Total Number of Tractor Heads & Trailers as of 31 Dec. 2022



| DESCRIPTION | Q4 2022 | Q4 2021 | VARIANCE | PERCENTAGE |
|---------------|---------|---------|----------|------------|
| TRACTOR HEADS | 1497 | 1265 | 232 | 15.34% |
| TRAILERS | 2651 | 2547 | 194 | 7.62% |

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

INCOME STATEMENT - YEAR END 31 DECEMBER 2022 VS 2021

| | | Q4 2022 | | Q4 2021 | | Variance | | YTD 2022 | | YTD 2021 | | YTD Variance | |
|---|---|------------------|-----------|------------------|-----------|------------------|-------------|------------------|-----------|-------------------|-----------|--------------------|-------------|
| | | Amount | Ratio | Amount | Ratio | Amount | Var % | Amount | Ratio | Amount | Ratio | Amount | Var % |
| REVENUES | 1 | 4,471,453 | 100 | 4,880,212 | 100 | (408,759) | (8) | 17,479,555 | 100 | 20,950,959 | 100 | (3,471,404) | (17) |
| COST OF REVENUES | 2 | 2,980,484 | 67 | 2,623,207 | 54 | 357,277 | 14 | 11,456,476 | 66 | 9,994,192 | 48 | 1,462,283 | 15 |
| GROSS PROFIT/(LOSS) | | 1,490,968 | 33 | 2,257,005 | 46 | (766,037) | (34) | 6,023,079 | 34 | 10,956,766 | 52 | (4,933,687) | (45) |
| | | 0 | | | | | | | | | | | |
| SELLING AND DISTRIBUTION EXPENSES | 3 | | 0 | | 0 | 0 | | 5,500 | 0 | 0 | 0 | 5,500 | |
| GENERAL AND ADMINISTRATIVE EXPENSES | 4 | 750,972 | 17 | 850,114 | 17 | (99,142) | (12) | 2,553,790 | 15 | 2,677,864 | 13 | (124,074) | (5) |
| OPERATING INCOME | | 734,496 | 16 | 1,406,891 | 29 | (672,395) | (48) | 3,463,789 | 20 | 8,278,903 | 40 | (4,815,113) | (58) |
| FINANCIAL CHARGES | | 3,689 | 0 | 78,581 | 2 | (74,892) | (95) | 16,429 | 0 | 165,845 | 1 | (149,416) | (90) |
| TOTAL OTHER INCOME, NET | | 0 | 0 | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | |
| INCOME(LOSS) BEFORE ZAKAT | | 730,808 | 16 | 1,328,310 | 27 | (597,502) | (45) | 3,447,360 | 20 | 8,113,058 | 39 | (4,665,697) | (58) |
| ZAKAT | | 515,827 | 12 | 976,814 | 20 | (460,987) | (47) | 515,827 | 3 | 976,814 | 5 | (460,987) | (47) |
| NET INCOME/(LOSS) | | 214,981 | 5 | 351,496 | 7 | (136,515) | (39) | 2,931,533 | 17 | 7,136,244 | 34 | (4,204,710) | (59) |
| SHARE OF NET INCOME/(LOSS) FOR ALDREES | | | | | | | | 1,465,767 | | 3,568,122 | | (2,102,355) | (59) |
| ZAKAT ADJUSTMENTS FROM YEAR 2021/2022 | | | | | | | | 11,048 | | 343,407 | | (332,359) | (30) |
| SHARE OF NET INCOME/(LOSS) FOR ALDREES | | | | | | | | 1,476,815 | | 3,911,529 | | (2,434,714) | (62) |



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End of Report
Update as of
FY2022