

COMPANY Presentation Q3 Y2021

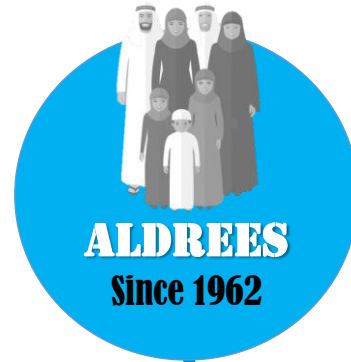


ALDREES PETROLEUM & TRANSPORT SERVICE CO.



with you
www.aldrees.com

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



5833
Employees



59
years

2554
Trailers
1277
Tractor
Heads



614
Gas Stations



2.6 Billion
Q3 FY2021
Revenue



149K Tons per week



WHAT WE ARE NOW

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

- **3831** fleet strength of various types of trucks and trailers as of Sept. 30, 2021 (1277 tractor heads & **2554** 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

- **614** Petrol Stations as of Sept. 30, 2021
- **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

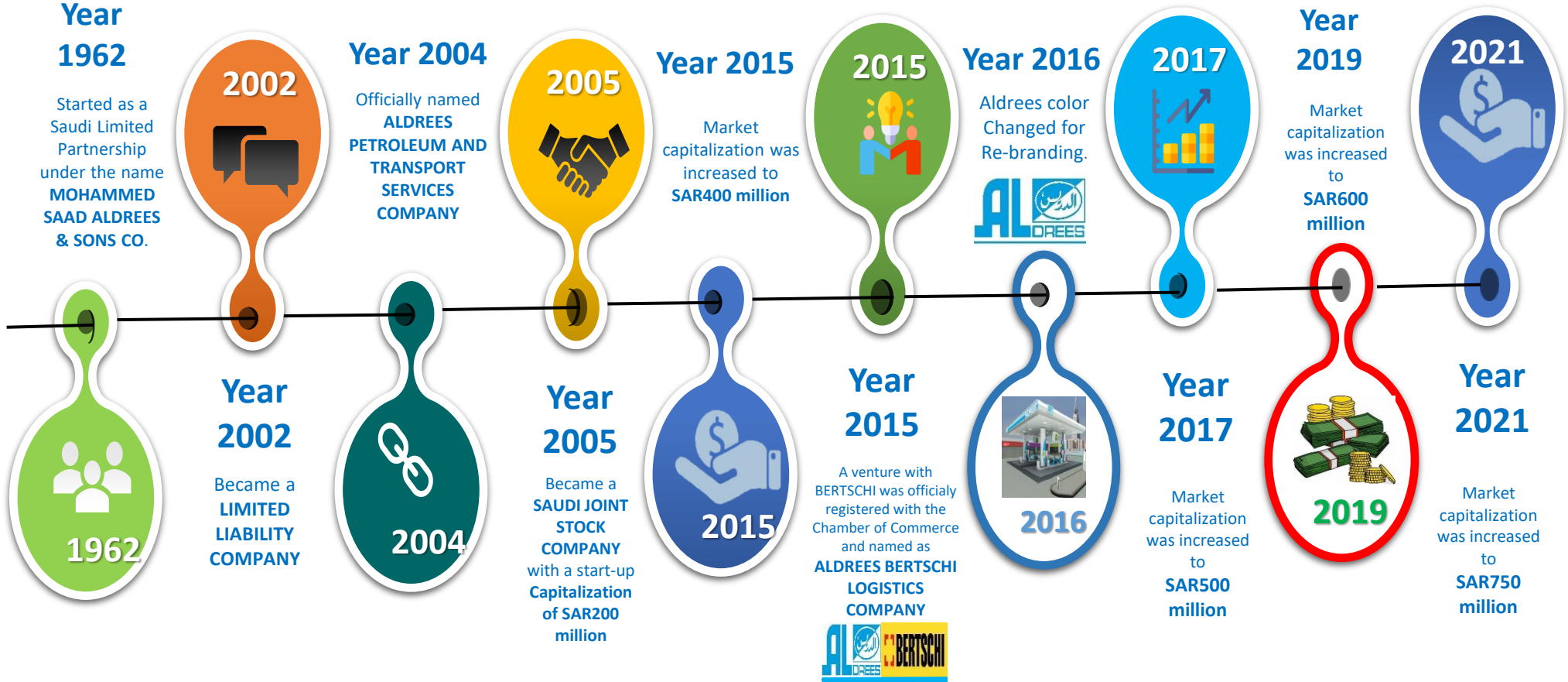


ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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 30 Sept. 2021

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



Petrol Division

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Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2021 versus 2020

FOR 9-MONTH PERIOD ended 30 SEPTEMBER

Number of Employees	3,678	3441	237	6.89%	2155	2286	-131	-5.73%	5833	5727	106	1.85%
Number of Stations	614	514	100	19.46%			0	0.00%	614	514	100	19.46%
Number of Trucks	0	0	0	0.00%	1277	1253	24	1.92%	1277	1253	24	1.92%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	YTD SEPT 2021		YTD SEPT 2020		VARIANCE		YTD SEPT 2021		YTD SEPT 2020		VARIANCE		YTD SEPT 2021	ELIMINATION	YTD SEPT 2021		YTD SEPT 2020		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	6,325,170	100.00%	3,319,923	100.00%	3,005,247	90.52%	240,518	100.00%	221,254	100.00%	19,264	8.71%	6,565,687	(76,456)	6,489,232	100.00%	3,477,351	100.00%	3,011,880	86.61%
TOTAL COST OF SALES	6,059,915	95.81%	3,144,109	94.70%	2,915,806	92.74%	183,025	76.10%	177,824	80.37%	5,201	2.92%	6,242,940	(76,456)	6,166,484	95.03%	3,258,107	93.70%	2,908,377	89.27%
GROSS PROFIT/(LOSS)	265,255	4.19%	175,814	5.30%	89,441	50.87%	57,492	23.90%	43,430	19.63%	14,063	32.38%	322,747		322,747	4.97%	219,244	6.30%	103,503	47.21%
EXPENSES																				
SALES PROMOTION EXPENSES	1,749	0.03%	1,614	0.05%	135	8.36%	1,244	0.52%	739	0.33%	504	68.22%	2,992		2,992	0.05%	2,353	0.07%	639	27.17%
TOTAL GEN. & ADMIN. EXPENSES	83,709	1.32%	58,974	1.78%	24,735	41.94%	36,300	15.09%	36,633	16.56%	(333)	-0.91%	120,009		120,009	1.85%	95,607	2.75%	24,402	25.52%
TOTAL S,G&A EXPENSES	85,458	1.35%	60,588	1.82%	24,870	41.05%	37,544	15.61%	37,372	16.89%	171	0.46%	123,002		123,002	1.90%	97,960	2.82%	25,042	25.56%
OPERATING INCOME	179,797	2.84%	115,226	3.47%	64,571	56.04%	19,949	8.29%	6,057	2.74%	13,891	229.32%	199,746		199,746	3.08%	121,284	3.49%	78,462	64.69%
FINANCIAL CHARGES	75,308	1.19%	51,710	1.56%	23,597	45.63%	3,201	1.33%	5,432	2.46%	(2,231)	-41.07%	78,509		78,509	1.21%	57,142	1.64%	21,367	37.39%
OTHER INCOMES	1,022	0.02%	18,271	0.55%	(17,249)	-94.40%	(58)	-0.02%	133	0.06%	(190)	-143.37%	965		965	0.01%	18,404	0.53%	(17,439)	-94.76%
SHARE OF PROFIT/(LOSS) ON INVESTMENTS	1,380	0.02%	(903)	-0.03%	2,283	-252.76%	3,392	1.41%	3,760	1.70%	(367)	-9.77%	4,772		4,772	0.07%	2,856	0.08%	1,916	67.08%
NET PROFIT/(LOSS) BEFORE ZAKAT	106,892	1.69%	80,884	2.44%	26,007	32.15%	20,082	8.35%	4,518	2.04%	15,564	344.50%	126,974		126,974	1.96%	85,402	2.46%	41,572	48.68%
ZAKAT	3,780	0.06%	3,360	0.10%	420	12.50%	475	0.20%	477	0.22%	(2)	-0.36%	4,255		4,255	0.07%	3,837	0.11%	418	10.90%
NET PROFIT/(LOSS)	103,112	1.63%	77,524	2.34%	25,587	33.01%	19,607	8.15%	4,041	1.83%	15,566	385.18%	122,719		122,719	1.89%	81,565	2.35%	41,153	50.45%

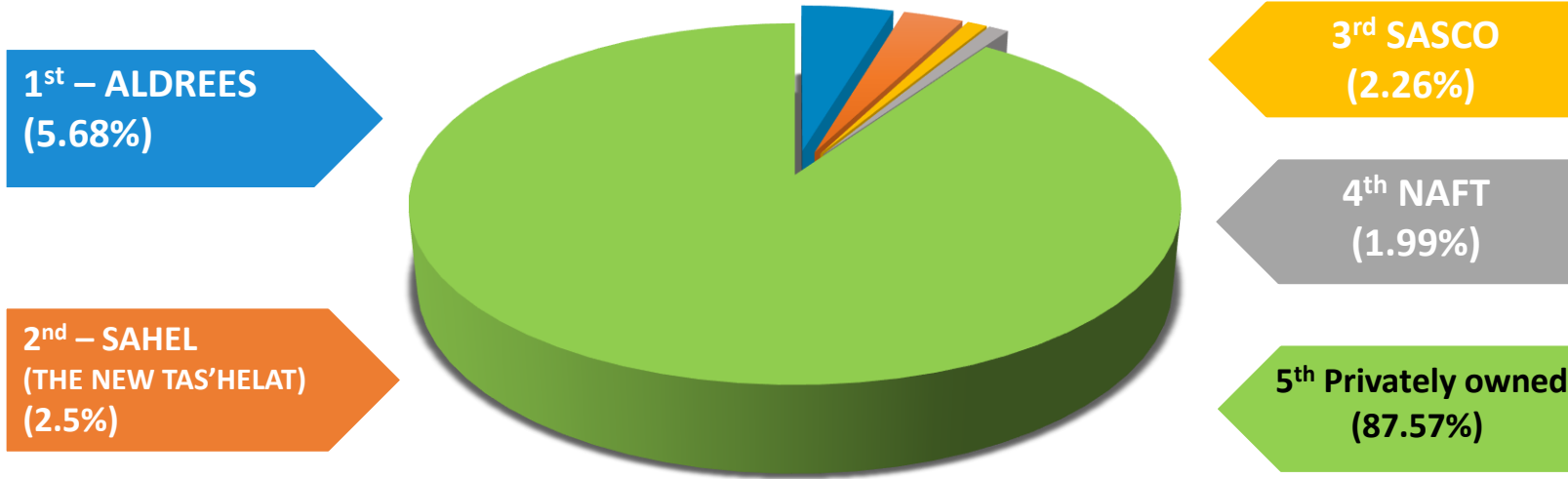
Total Number of Stations as of Q3

2021	2020
614	514

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 (5.68%) followed by SAHEL – The New Tas'helat at (2.50%), SASCO (2.26%) & NAFT (1.99%) and 87.57% is privately owned (among small players).

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



Fuel Type	Adjusted Rates								
	Effective 11 July 2021			Effective 11 August 2021			Effective 11 Sept. 2021		
	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin
<i>Petrol 91</i>	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15
<i>Petrol 95</i>	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	0.47	0.52	0.05

Notes:

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 30 2021 vs 2020



DESCRIPTION	(AMOUNT IN MILLIONS SAR)					
	Q3 2021		Q3 2020		VARIANCE	
	AMOUNT	%	AMOUNT	%	AMOUNT	%
FUEL TOTAL	87.9	36.5%	61.5	27.8%	26.3	42.8%
GRAINS AND OTHERS TOTAL	30.6	12.7%	8.7	3.9%	21.9	251.3%
CHEMICALS TOTAL	70.8	29.4%	91.8	41.5%	-21	-22.8%
OTHERS	6.9	2.9%	5.6	2.5%	1.3	22.9%
TRANSPORTATION OPERATION TOTAL	196.2	81.6%	167.7	75.8%	28.5	17.0%
SUPPLY CHAIN OPERATIONS	44.3	18.4%	53.6	24.2%	-11.6	-21.6%
SALES REVENUE TOTAL	240.5	100.0%	221.3	100.0%	19.3	8.7%

Total Number of Tractor Heads & Trailers as of 30 Sept. 2021



DESCRIPTION	2021	2020
TRACTOR HEADS	1277	1253
TRAILERS	2554	2432

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

STATEMENT OF INCOME AS OF 30 September 2021

	Year-To-Date		Year-To-Date-Last-Yr		YTD Variance	
	Amount	Ratio	Amount	Ratio	Amount	Var %
REVENUES	16,070,747	100	15,651,944	100	418,803	3
COST OF REVENUES	7,370,926	46	6,807,011	43	563,915	8
GROSS PROFIT/(LOSS)	8,699,821	54	8,844,933	57	(145,112)	(2)
SELLING AND DISTRIBUTION EXPENSES	0	0	500	0	(500)	(100)
GENERAL AND ADMN EXPENSES	1,828,064	11	1,361,857	9	466,208	34
OPERATING INCOME	6,871,757	43	7,482,576	48	(610,819)	(8)
FINANCIAL CHARGES	87,264	1	1,588	0	85,677	5,397
OTHER INCOME, NET	0	0	38,010	0	(38,010)	(100)
TOTAL OTHER INCOME, NET	0	0	38,010	0	(38,010)	(100)
INCOME(LOSS) BEFORE ZAKAT	6,784,493	42	7,518,999	48	(734,506)	(10)
ZAKAT	0	0	0	0	0	
NET INCOME/(LOSS)	6,784,493	42	7,518,999	48	(734,506)	(10)
NET INCOME/(LOSS) - ALDREES SHARE	3,392,247					



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End of Report
Update as of
30 Sept. 2021