



CONFERENCE CALL Q1'23

 30/04/2023

info@gwclogistics.com | www.gwclogistics.com

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GWC Net profit at 61M

Gross Revenue

QAR Million

412

2022 | **351**

17% Increase
compared to
previous year



Gross Profit

QAR Million

120

2022 | **103**

16% Increase
compared to
previous year



Operating Profit

QAR Million

89

2022 | **73**

22% Increase
compared to
previous year



Net Profit

QAR Million

61

2022 | **58**

6% increase
compared to
previous year



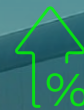
EPS

in QAR per share

0.105

2022 | **0.099**

6% Increase
compared to
previous year





Highlights 2022

(Figures in QAR Million)



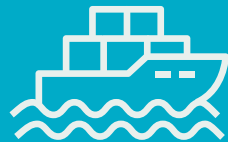
Group Net Profit for Q1 2023 at QAR 61 Million (2022 - QAR 58 Million)

Major factors for increase in the Net Profit are:

- Increased volume trades for Freight
- Higher revenues from CL through Increased throughput and occupancy.

- No of BLs handled during the period increased by **45%**

Shipping



Logistics Hubs



- Occupancy at **99%**

- Throughput for Q1 2023 was 474K against 394K during Q1-2022 – 20% increase

Contract Logistics



Freight



- Increased volume trades for Freight (Sea 6%, Air 12%) in comparison to Q1 2022

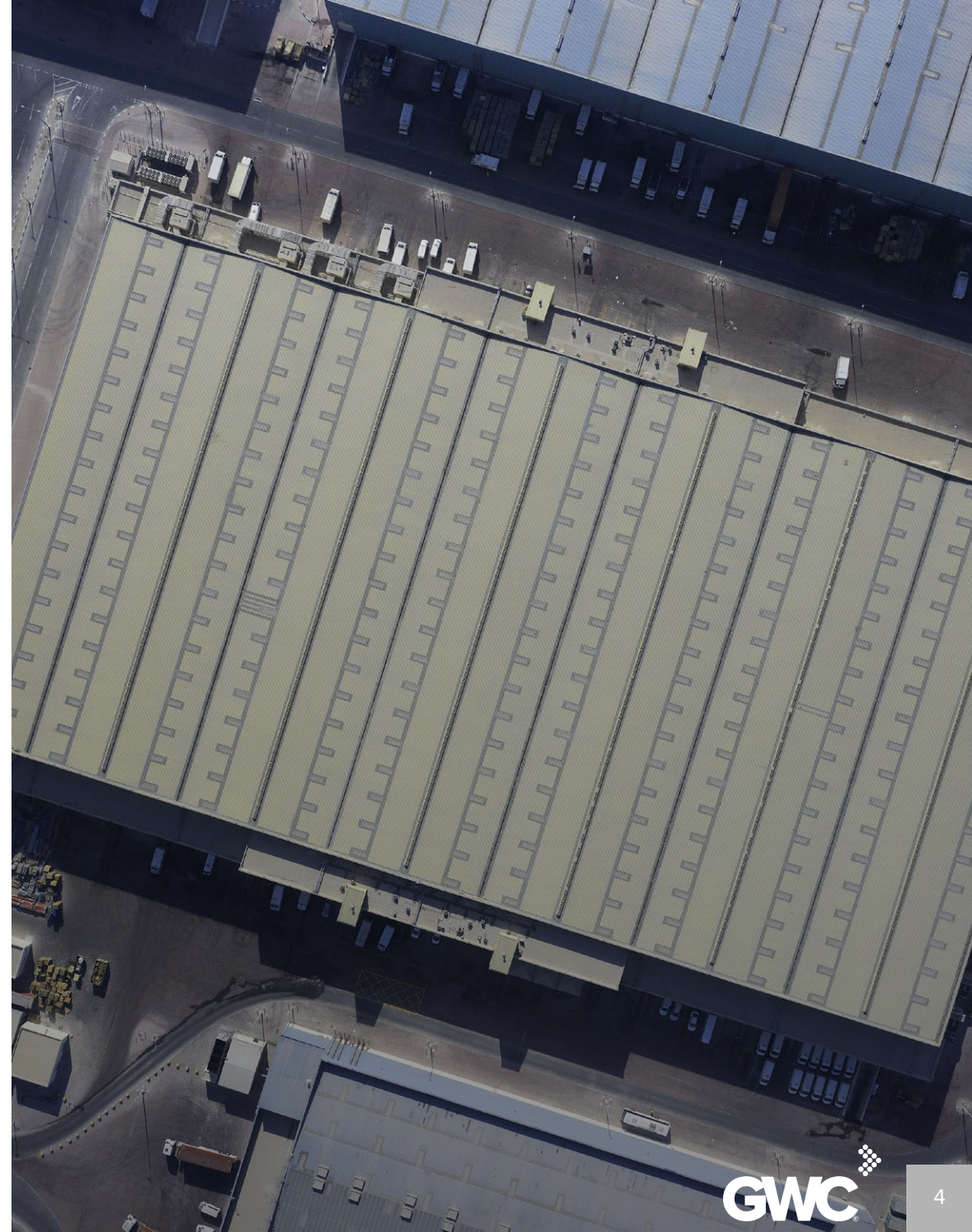
UPS

- Shipment count decreased by 10%



Q1'2023 Key Highlights

- **Freight:** Increased volume trades for Freight (Sea 6%, Air 12%) in comparison to Q1 2022
- **Contract Logistics:** Higher revenues and throughput – 30% growth in revenue and 20% growth in throughput against Q1-2022
- Finance charges at 27 Mil for Q1-2023 against 14 Mil during last year Q1 - 13 Mil impact
- **Al Wukair Phase 2:** Project on track and expected to be operational by Sep 2023
- **LVQ Chemical Warehouse Facility:** Expected to be operational by Sep 2023
- **Flag Oman:** Awarded for construction of our new 25K warehouse facility – Handover expected by Q4-2023
- **FIFA Q22** Contract concluded by March 2023 and SC Contract still valid and its expiring by June 2023
- Demobilized all **FIFA/SC** related staffs (Approx 1300) during Q1-2023
- **GWC Energy Services** kicked off in Qatar and could able to obtain 4 customer contracts



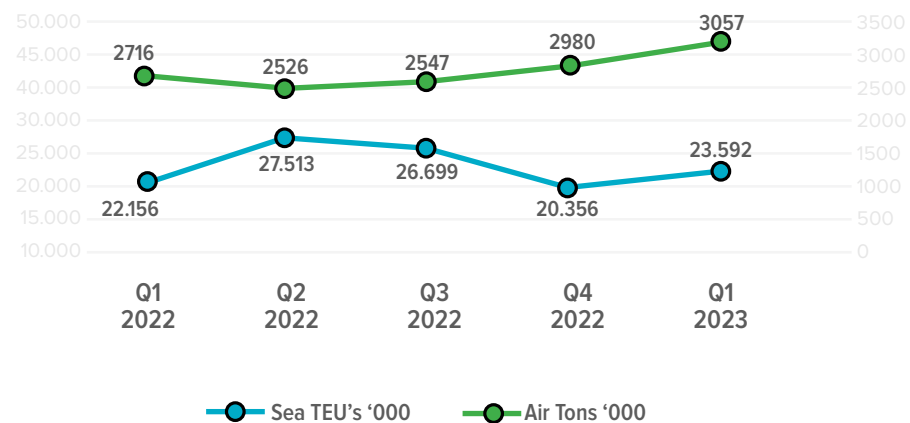


Division wise
Highlights



Freight Forwarding

		Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Sea	TEU'S '000	22.156	27.513	26.699	20.356	23.592
Air	TONS '000	2716	2526	2547	2980	3057



Q1 2023

- Sea Freight Volume in Q1-23 Increased by 6% compared to previous year
- Air Freight Volume in Q1-23 increased by 12% compared to previous year





Ocean Freight

Figures in QAR

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
COS/TEU	1,997	1,935	1,800	1,965	2,142
TEU	22156	27513	26699	20356	23592

Q1 2023

- Breakbulk jobs during Q1-2023 gave a momentum (QFFD) in freight net revenues





Air Freight

Figures in QAR

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
COS/CK	8.6	12.2	8.2	7.0	8.9
CK	2715777	2526476	2546591	2980040	3056798

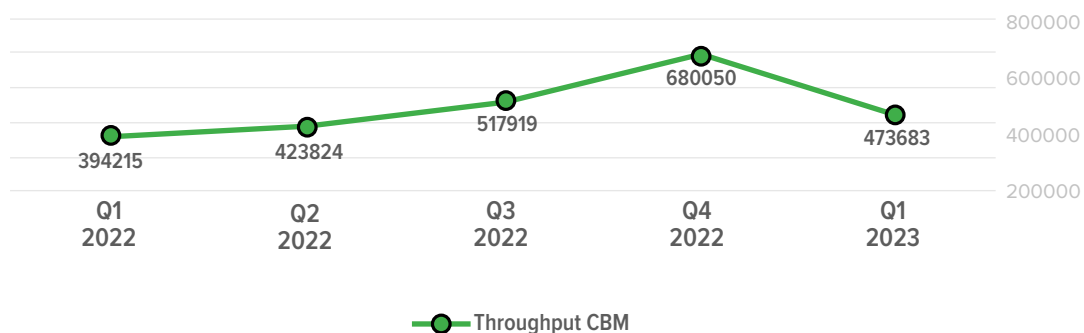




Contract Logistics

Figures in QAR

Contract Logistics	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Throughput CBM	394215	423824	517919	680050	473683

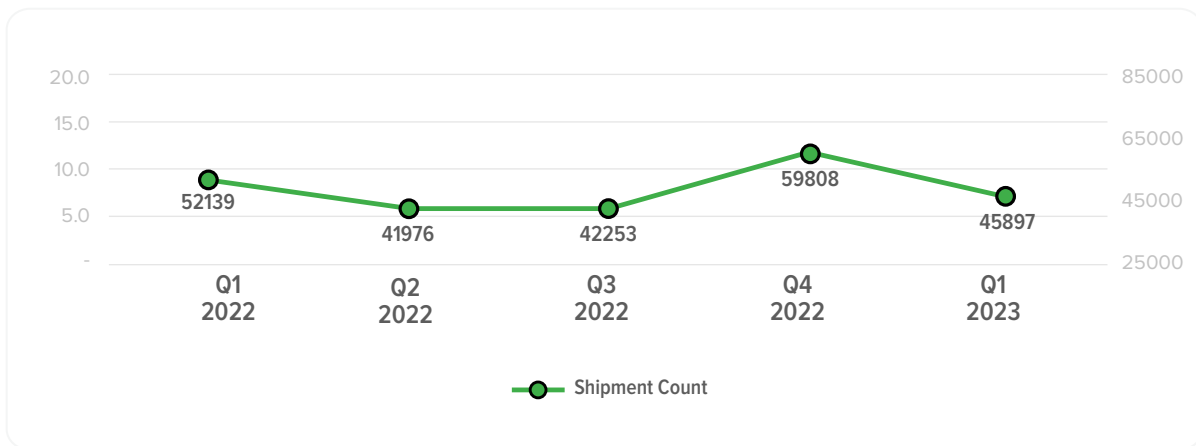


Q1 2023

- Throughput increased by 20% as compared to Q1-2022



UPS	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Shipment Count	52139	41976	42253	59808	45897



Q1 2023

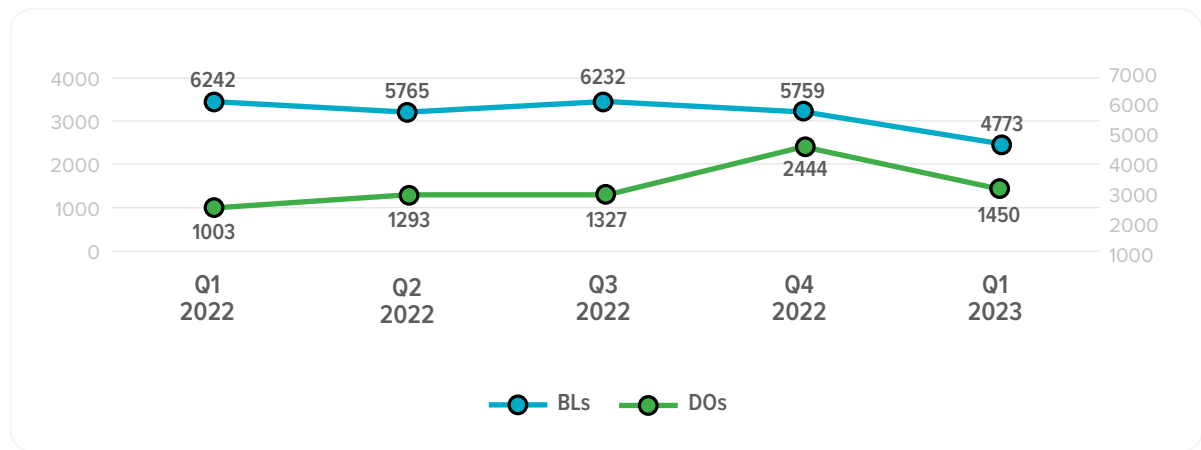
- Overall Shipment count decreased by 12%





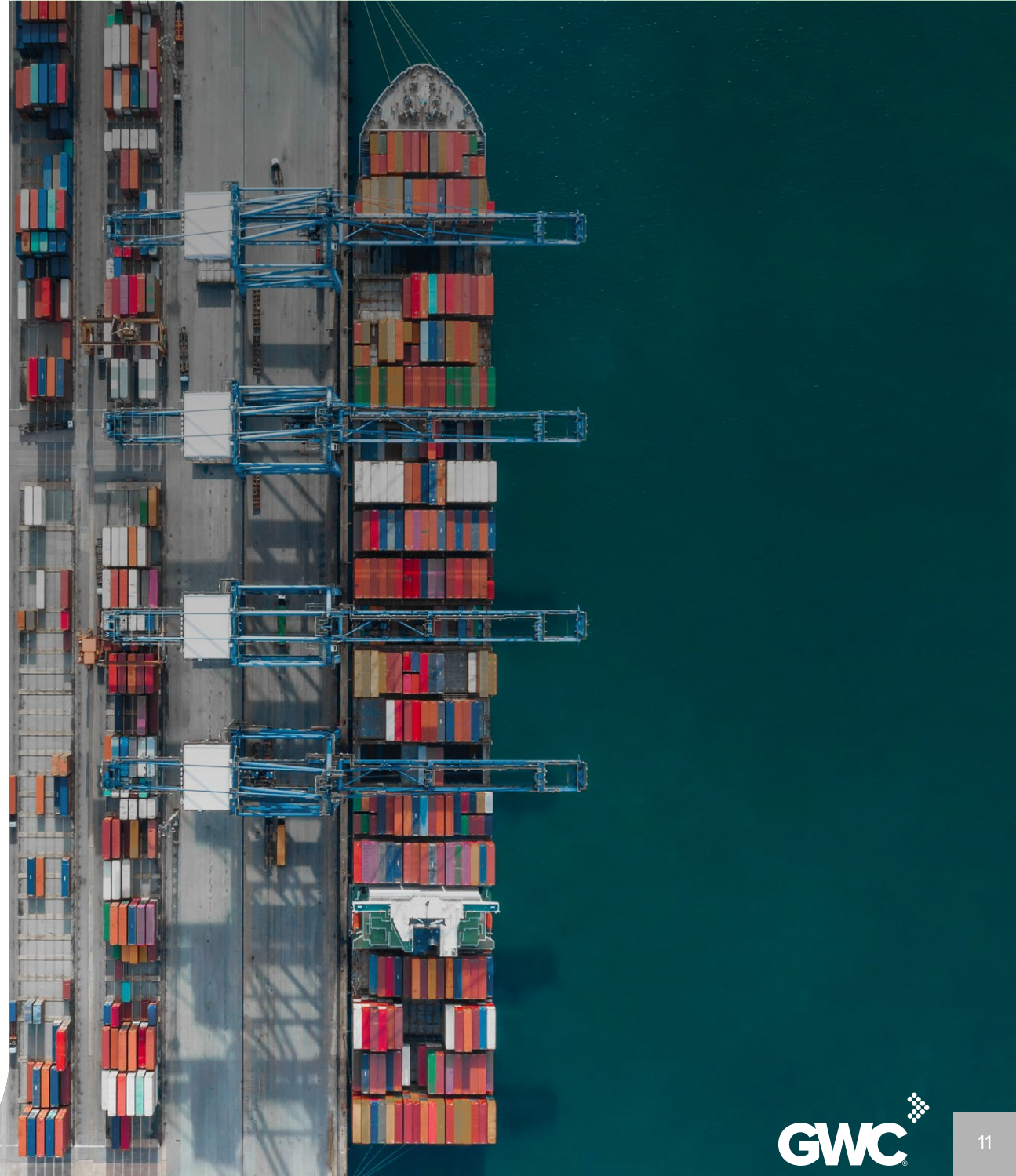
Shipping

Shipping	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
BLs	1003	1293	1327	2444	1450
DOs	6242	5765	6232	5759	4773



Q1 2023

- BL count increased by 45% , DO Count decreased by 24%

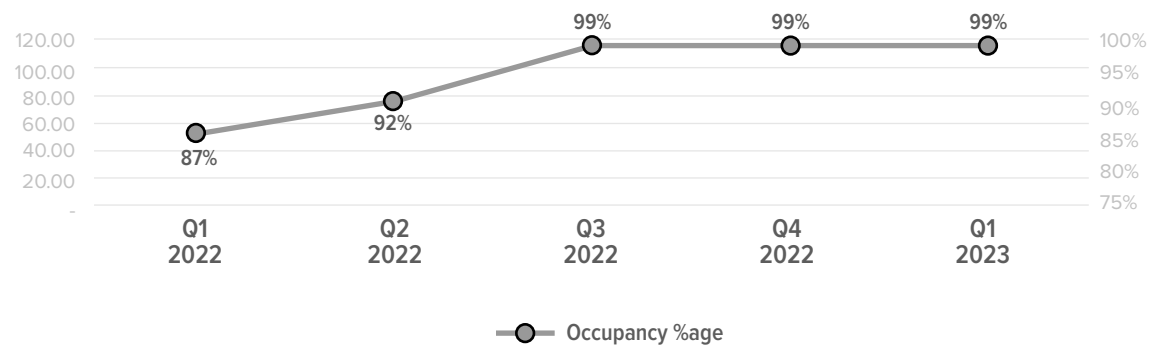




Logistics Hubs

Figures in QAR

Logistics Park	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Occupancy %age	87%	92%	99%	99%	99%



Q1 2023

- Facility occupancy in Q1-2023 was 99% (87% for Q1-2022)

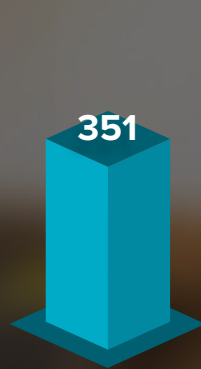




Financials – Q1'2023

(Figures in QAR Million)

Revenue

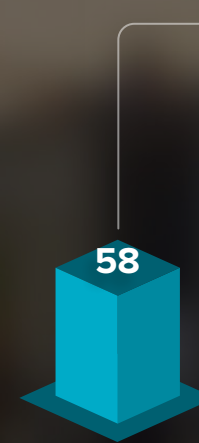


Q1 2022
ACTUALS

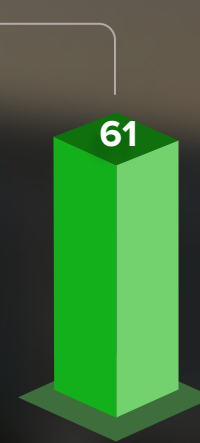


Q1 2023
ACTUALS

Net Profit



Q1 2022
ACTUALS



Q1 2023
ACTUALS

6%



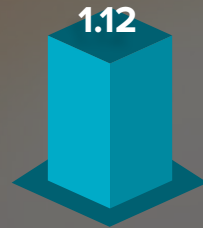
Revenues 2022... +ve 17% from 2022
Net profits 2022 ... +ve 6% Vs 2022



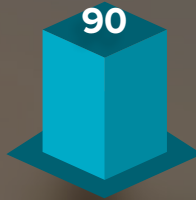
Financial Ratios 2023

(Figures in QAR Million)

Current Ratio



Working Capital (QAR Mil)



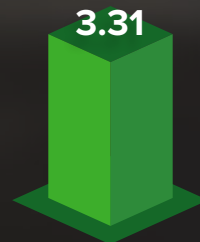
Equity / Assets



EBITDA (QAR Mil)



Net Debt / EBITDA (EBITDA Annualised)



2023
ACTUAL



2022
ACTUAL



Financial position 2023 – B/S

(Figures in QAR Million)

	Q1'23	Q4'22	COMMENTS
Fixed assets	3,050	3,039	
Other non-current assets	908	734	Increase of WIP
Total non - current assets	3,958	3,772	
Current assets	871	1,002	Decrease in receivables 20M & cash 200M
Total assets	4,829	4,774	
	-	-	
Equity	2,247	2,244	
Long term loans	1,337	1,269	Increase in loan due to profit rates while repayment as per schedule
Short term loans	489	523	
Trade and payables	471	462	
Lease liability	12	9	
Other liabilities	274	268	
Total liability + equity	4,829	4,774	



Income statement Total Year 2023

(Figures in QAR Million)

	2023	2022
Gross revenue	413	351
Cost of revenue	292	248
Gross profit	120	103
GP margin	29%	29%
SG&A	32	31
Finance cost	27	14
Net profit	61	58
Net profit margin	15%	16%

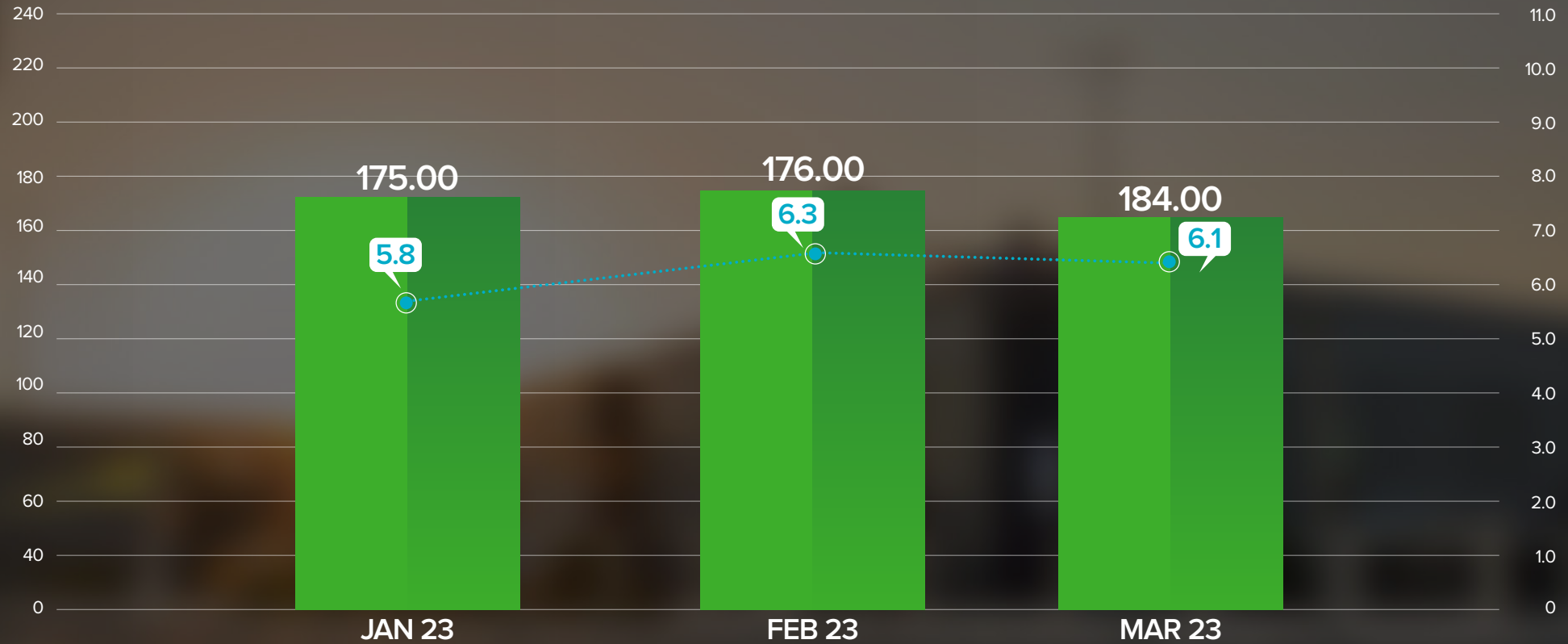


Maintained GP margin, However, margin dilution due to increased finance costs ...
+ve 6% net profit Vs 2022



Collections trend 2023

(Figures in QAR Million)



Total Collection



Avg Collect / Day



Cashflows 2023

(Figures in QAR Million)

	2023	2022
Profit for the period	62	60
Depreciation & PPE	142	117
Inventories	0	(1)
Changes - receivables	31	(57)
Changes - payables	15	8
Changes - other current assets	-	-
Lease concessions related to COVID-19	-	-
Employees end of service & tax	(2)	(1)
Net cash from operations	186	65
Capex	(60)	(26)
Interest received	0	0
Payments towards WIP	(167)	(44)
Free cash flow	(40)	(5)
Loan payments & proceeds	34	(52)
Lease liability	(13)	(8)
Interest payments	(29)	(15)
Dividends	(59)	(59)
Net cash increase / decrease	(107)	(138)
Beginning cash	201	209
Ending cash	95	71



Delivering Logistics Innovation.
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Thank you



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