



# Earning Presentation

## Q3-2020



# Disclaimer

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Certain statements contained in this document constitute forward-looking statements relating to SASCO (the "Company"), its business, markets and/or industry. These statements are generally identified by words such as "believe," "expect," "anticipate," "intends," "estimate," "forecast," "project," "will," "may," "should" and similar expressions. Forward-looking statements involve known and unknown risks, uncertainties and other factors, many of which are outside of the Company's control and are difficult to predict, that may cause actual results to differ materially from any future results expressed or implied from the forward-looking statements.

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## And if the below applies :

SASCO reports its consolidated financial statements in Saudi Riyal (SR). The figures and associated growth rates presented here are translated using the average and closing exchange rates for the income and financial position respectively. The financial figures in this presentation are unaudited.

# Board of Directors



Mr. Ibrahim bin Mohammed  
Al Hudaithi

Chairman  
Head of Executive Committee



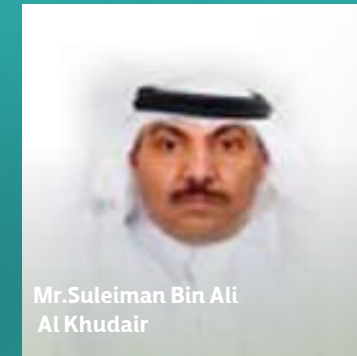
Mr. Sultan bin Mohammed  
Al Hudaithi

Vice Chairman  
Managing Director  
Member of Executive Committee



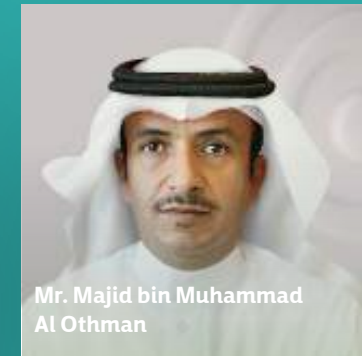
Mr. Nasser bin Abdullah  
Al Awfi

Board Member  
Head of Audit Committee



Mr. Suleiman Bin Ali  
Al Khudair

Board Member  
Member of Nomination and  
Remuneration Committee



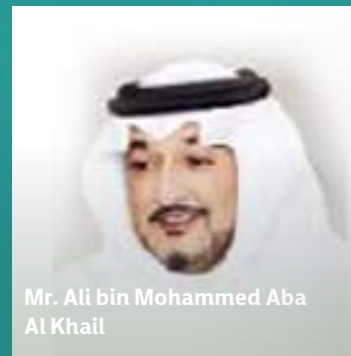
Mr. Majid bin Muhammad  
Al Othman

Board Member  
Member of Nomination and  
Remuneration Committee



Mr. Riyadh bin Saleh  
Al Malik

Board Member  
Member of Executive Committee  
Chief Executive Officer



Mr. Ali bin Mohammed Aba  
Al Khail

Board Member  
Head of Nomination and  
Remuneration Committee



Mr. Fawaz bin Suleiman  
Al Rajhi

Board Member  
Member of Audit Committee



Mr. Majid Bin Nasser  
Al Sabeie

Board Member  
Member of Executive Committee

# General Overview

8 Business  
Segments



Industry Group  
Retailing

Established in  
1982



219  
Gas Station



Saudi Listed  
Company





—  
**The company  
operates in  
the fields of**

## General Overview

**Construction** and operation  
of gas stations.

**Rental** of Real estate  
Provision of  
accommodation services.

**Issuance** of customs  
documents and  
international driving license.

**Management** and operation  
of convenient stores  
and coffee.

**Vehicle** maintenance  
Transportation of material  
and goods by road.

**Organizing** motor  
sports activities.



# General Overview

## Equity Profile

- Authorized Capital 600,000,000
- Issued Shares 60,000,000
- Paid Capital 600,000,000
- Par Value/Share 10
- Symbol Tadawul 4050
- ISIN CODE SA0007870070

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# The Most Innovative Gas Station

## Saudi Arabia

### Service integration

SASCO provides for all necessities and needs of travelers and drivers such as: general supplies and fresh food, newspapers and magazines, cold drinks and snacks.

### Quality and standard

A major attraction for customers using our services is our emphasis on ongoing quality control in accordance with carefully set standards that ensure added value to the customer experience.

### Family interest

parents will find favorite foods or snacks to enjoy, ices, and play places for children and families designed with safety and privacy in mind and adaptable to all group and businesses.

### Renewable offers

The company offers an innovative basket of seasonal and periodic offers on its products, supplies and other services. These may be followed on our website or viewed at our premises.

### Accumulated experience

As one of the first companies working in its field of activity SASCO has significant competitive advantage.

### Geographic expansion

Whether rapid service centers, stations or rest houses with integrated services SASCO sites are carefully chosen to ensure optimal geographic coverage of the various regions in the Kingdom of Saudi Arabia.

# Keys Highlights

## Expansion in Saudi Arabia

Launching 15 new station 1<sup>st</sup> half of 2020 to be 219 stations around the kingdom.

## Margin improvement

The approval of the Ministry of Energy to increase profit margin for gas stations and service centers of companies holding a qualification certificate from the Ministry of Municipal and Rural Affairs, where SASCO is one of them.

## Business Leaders

the renewal of the company's qualification certificate for the management, operation and maintenance of petrol stations and service centers on regional roads issued by the Ministry of Municipal and Rural Affairs.

## Shareholders Dividends

Based on the BOD recommendation a distribution of cash dividends to shareholders for the fiscal year 2019 at the rate of (one riyal) per share, equivalent to 10% of the company's capital, with a total amount of (60) million riyals.

## Enhancing brand Services

Signing with The General Authority of Customs to activate the work of the customs agreement for the international transport of goods under international road transport carnets (TIR).

## Covid-19 impact and measures

The company has complied with all the precautionary measures issued by the government. In light of this crisis, the company has been affected, like other similar companies in Saudi Arabia and the whole world because of the pandemic.





# Current and Upcoming Projects in SASCO Stations

Movable Stations

Strolling Stations

EV charger project for the electric cars

Franchising SASCO Stations

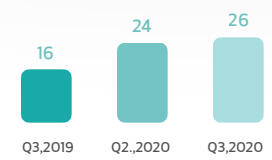
Car wash services

Control Cards

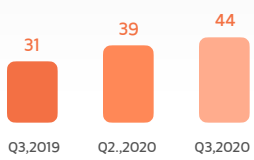


# Number of Stations By Region

## Northern Region



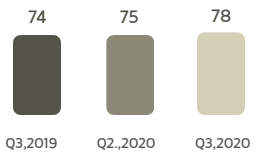
## Western Region



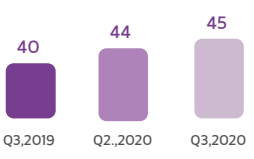
## Southern Region



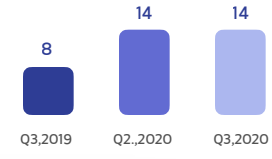
## Central Region



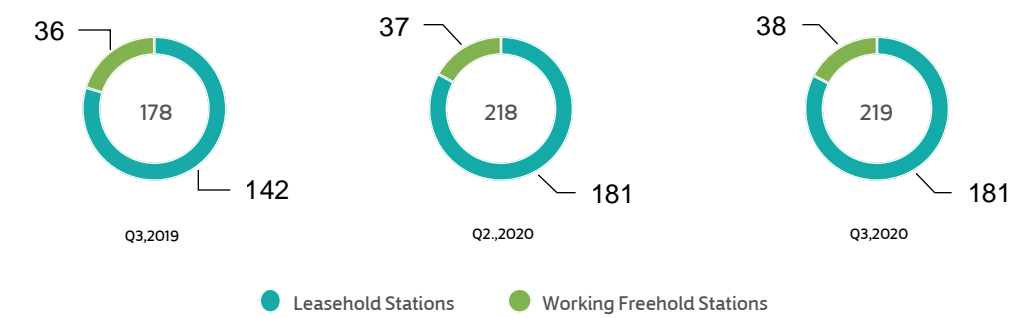
## Eastern Region



## Qassim



## Number of Station



# Strategic Partners

## Top Clients



## Food Sector

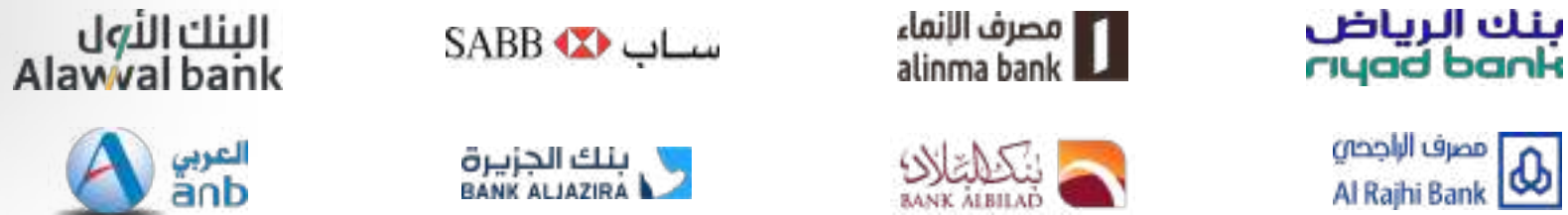


# Strategic Partners

## Other Sector



## Bank Sector





# SASCO – PALM



Provides supply services through managing all SASCO's Palm Stores spread nationwide with the aim to meet all needs of motorists and travelers inside and outside the cities.

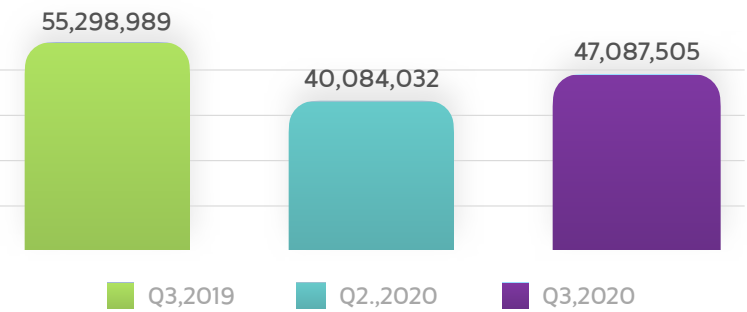
## Current and Upcoming Projects at SASCO-PALM

- Standing Palm stores spread across the kingdom.
- Goods Warehouse.
- Available in several delivery applications.
- Collaboration with Food & Beverage.
- Working on the Palm Plaza.
- Working on Palm Supermarket.
- Exclusive sub-franchise with subway.
- Exclusive sub-franchise with Wayne's.
- Contracting with Red box, shuttle and noon providing delivery boxes.
- PALM Express:
  - Expansion Palm express in Aldress's stations (7 stations).
  - Expansion Palm express in AC Delco's stations (2 stations).

## Available at:



## Revenue (SAR):



# SASCO – Ostool

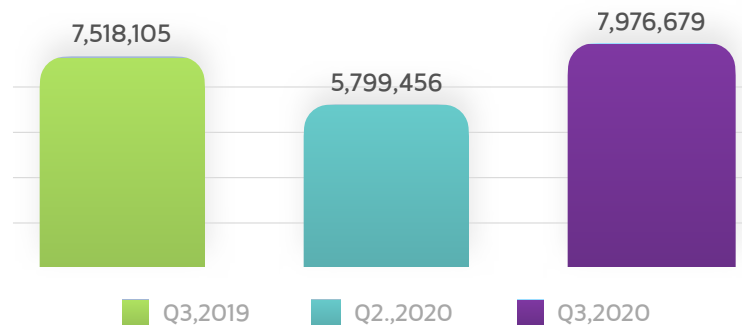


It provides transport services to SASCO's locations (fuel, water, and sewage transport) in addition to provide transport services (fuel and cargo) to third parties. Our competitive advantages are have Customs Clearance plus owning 140 Trucks 147 Trailers.

## Ostool Current and Upcoming, Services are:

- Fuel Transport
- Water Transport
- Sewage Transport
- Cargo Transport
- Road Ambulance Services
- Goods Delivery for Individuals
- Warehouse Services

## Revenue (SAR):



# SASCO – SATA

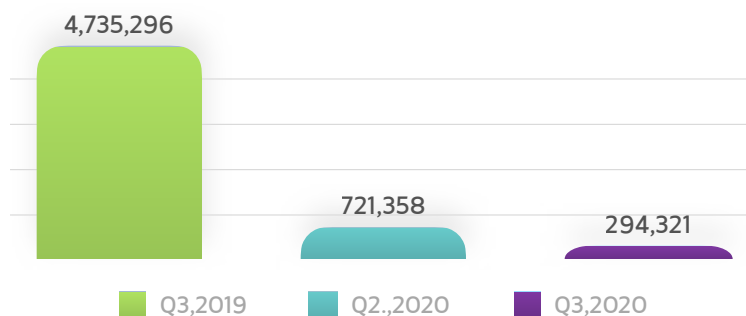


The Company possesses licenses from Fédération Internationale de l'automobile (FIA) to issue Customs Transit Books (Trip-Tik) and international licenses. It works through many sale outlets and network of clients in all parts of the Kingdom of Saudi Arabia. It is deemed the only guarantor of TIR books in Saudi Arabia under the Convention signed with the Saudi Customs and its convention with the International Road Transport Union.

## SATA Current and Upcoming, Services are:

- International Driving Permit
- International Road Transports
- Trip-Ticket
- Customs Clearance

## Revenue (SAR):





# SASCO – Waha (Motels)

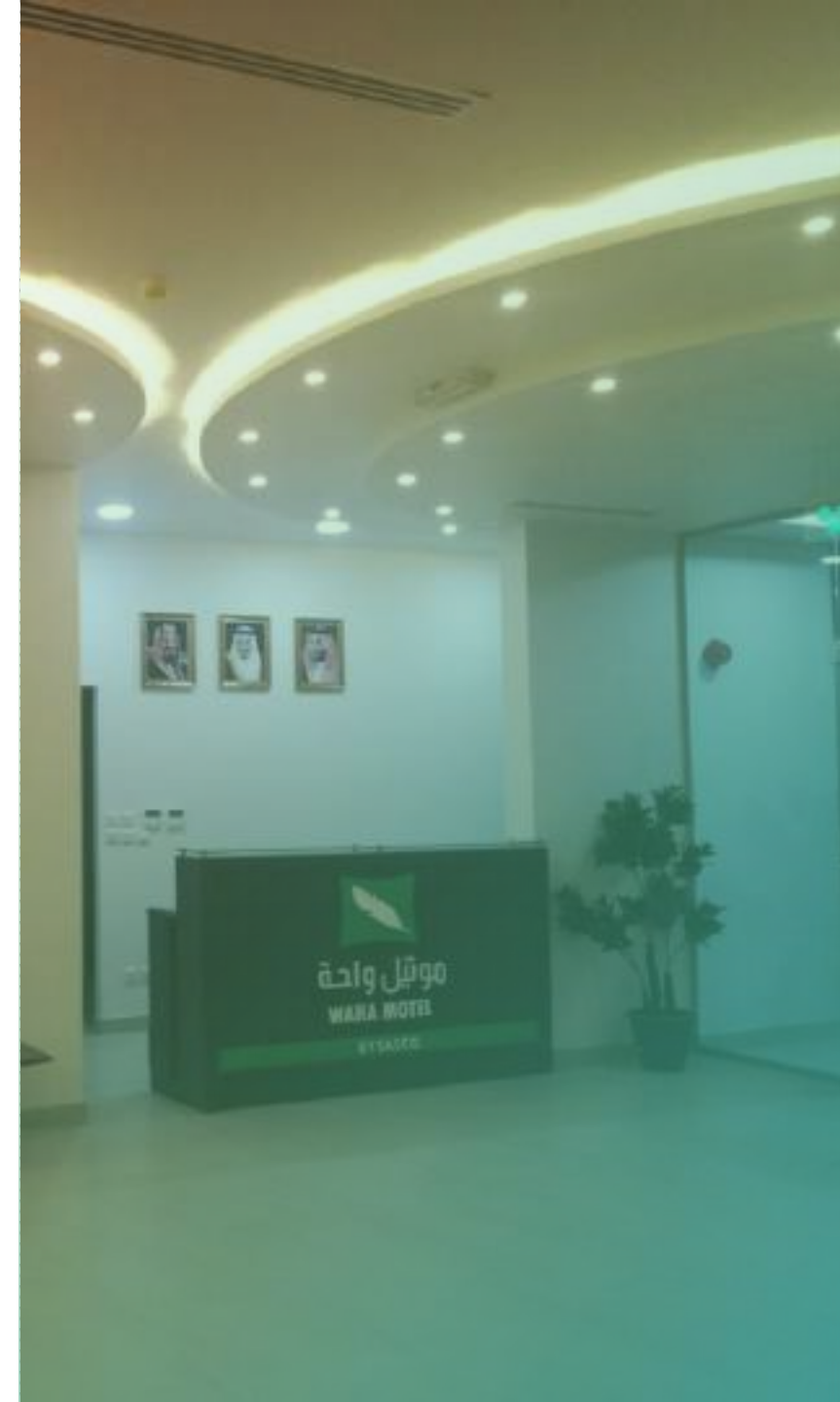
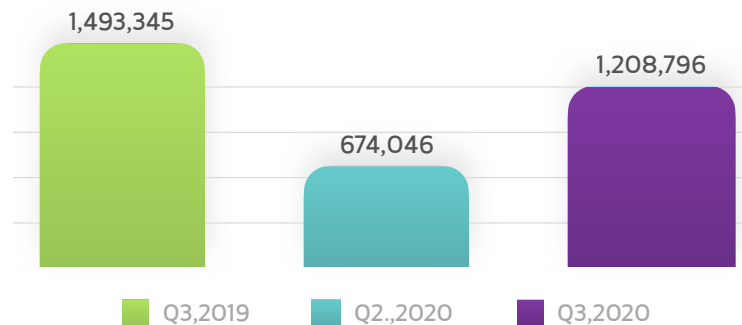


The Company manages of all 9 SASCO's motels spread nationwide in addition to super 8 hotels.

## ALWAHA Current and Upcoming, Services are:

- Super 8 Hotels
- Airport Hotel (4Stars) \*
- ALWAHA Motels

## Revenue (SAR):





# Keys Financial Highlights

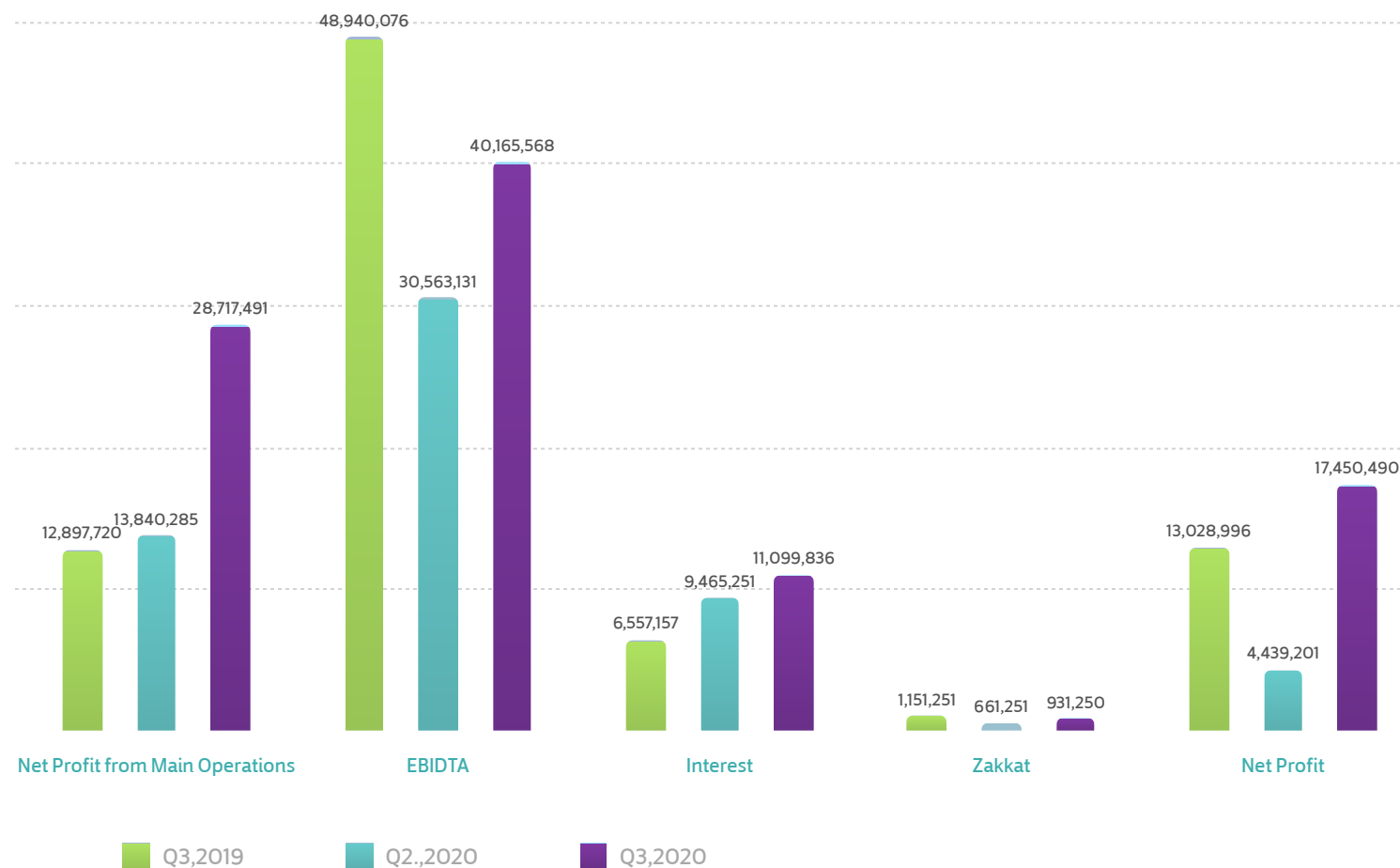
## Revenue (SAR):

647,267,670

297,373,412

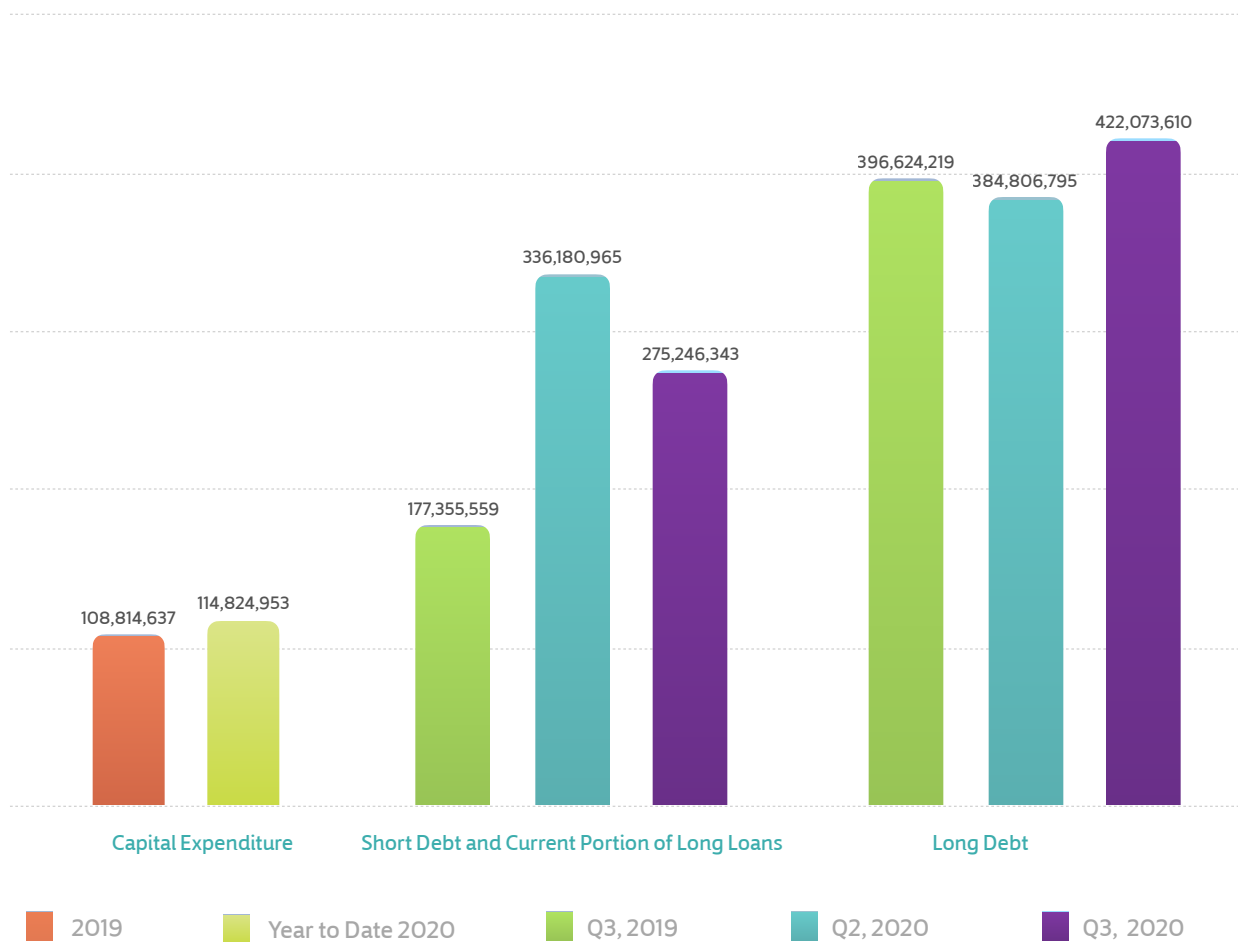
586,828,407

(SAR)

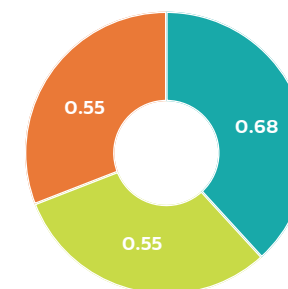


# Keys Financial Highlights

(SAR)



Current Ratio



Leverage Ratio

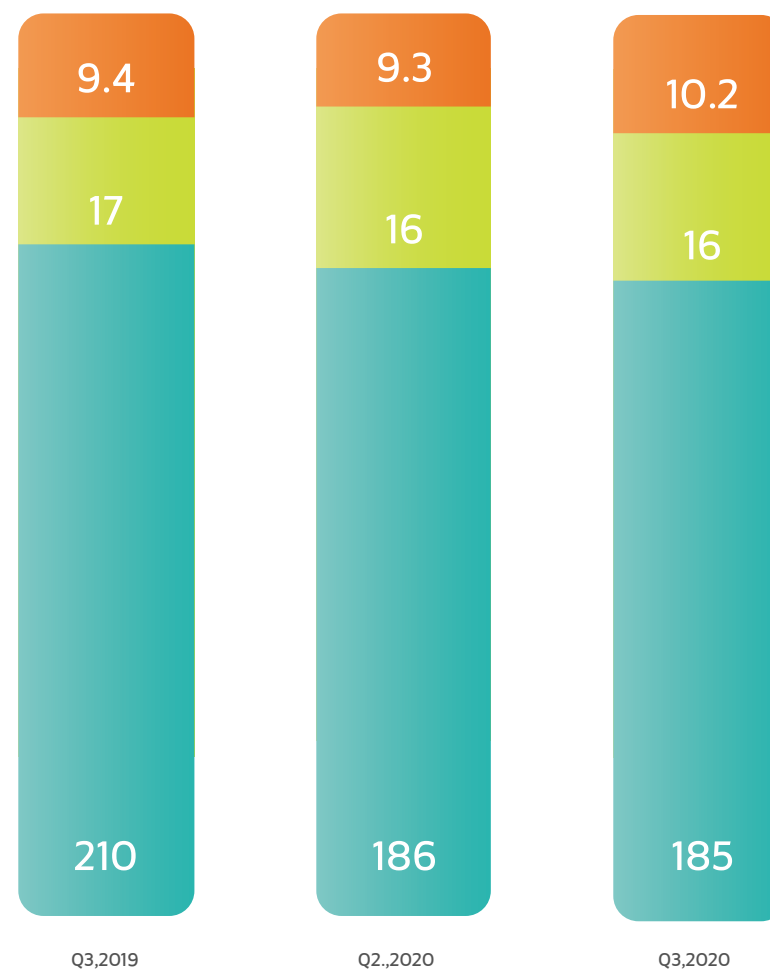
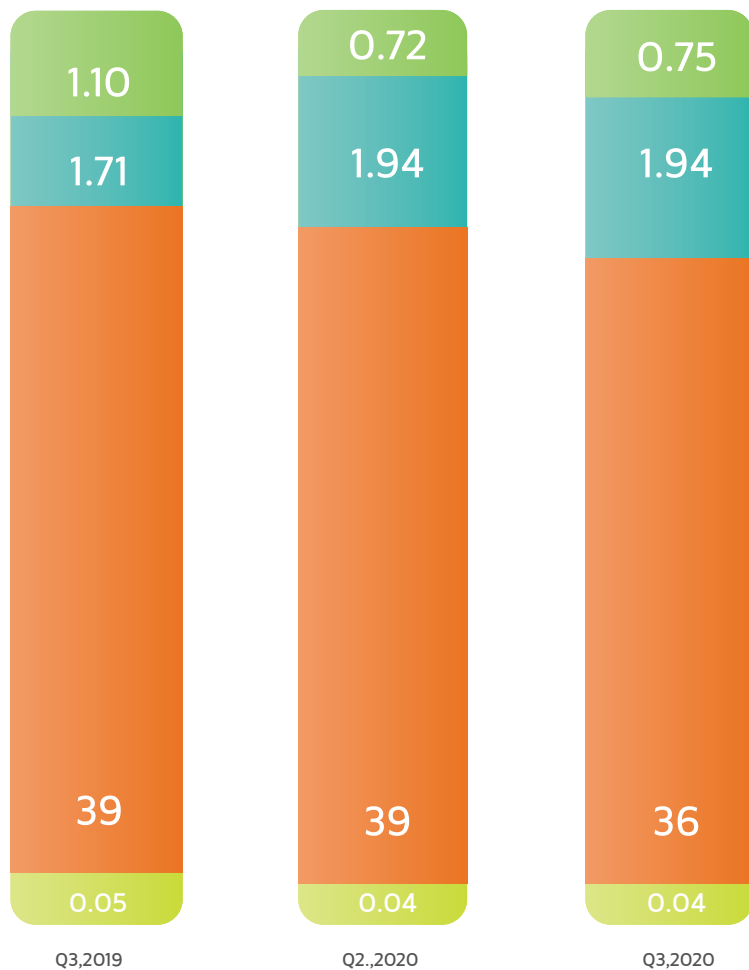


Q3, 2019

Q2, 2020

Q3, 2020

# Keys Financial Highlights



■ Assets Turnover Ratio  
■ Accounts Payable Turnover Ratio  
■ Accounts Receivables Turnover Ratio  
■ Inventory Turnover Ratio

■ Inventory Days  
■ Receivable Days  
■ Payables Days

**Q & A**





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# THANK YOU

## Contact

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