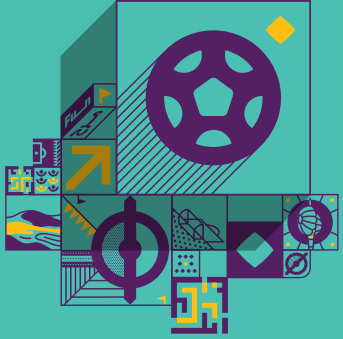




Conference call Q3'22

27/10/2022



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GWC Q3 – 2022 Net profit at QAR 174 Mil

Gross Revenue

QAR Million

1,110

2021 | **948**

17% Increase
compared to
Previous Year



Net Profit

QAR Million

174

2021 | **165**

6% Increase
compared to
Previous Year



EPS

in QAR per share

0.30

2021 | **0.28**

7% Increase
compared to
Previous Year



Q3'2022 Key Highlights

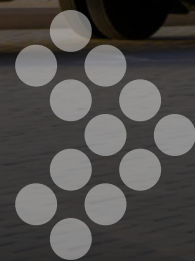
Operations Update:

- Freight: Increased volume trades for Freight (Sea 12%, Air 20%) in comparison to Q3'21
- Contract Logistics: Higher Revenues and thruput as of Q3'22 – 14% Growth in Revenue and 15% Growth in Throughput
- UPS: Overall Shipment count decreased by 6% and revenue at par with 2021
- Logistic Parks: overall occupancy ~99%
- Al Wukair: Phase 1 – Fully Occupied and Operational
- FIFA – 1600 plus Employees onboarded and all resources mobilized – Operations kick started from Sep 2022 and peak months will be Nov and Dec 2022
- Flag Oman – Awarded for Construction of our new 25K warehouse facility – Handover expected by Q4-2023.
- Flag Saudi – Operations expected to kick start from Dec 2022

Revenue & Profits:

- Revenue @ 1,110M QR during the period up to Q3'22 against 948M QR during the same period in 2021
- Net Profit @ 174M QR during the period up to Q3'22 against 165M QR during the same period in 2021

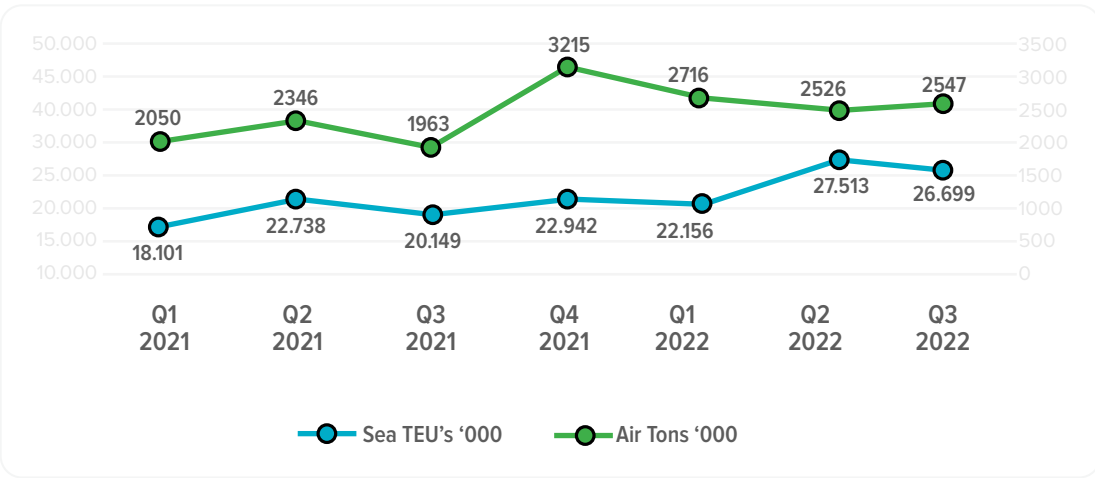




Division wise Highlights

Freight Forwarding

		Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Sea	TEU'S '000	18.101	22.738	20.149	22.942	22.156	27.513	26.699
Air	TONS '000	2050	2346	1963	3215	2716	2526	2547



Q3 2022

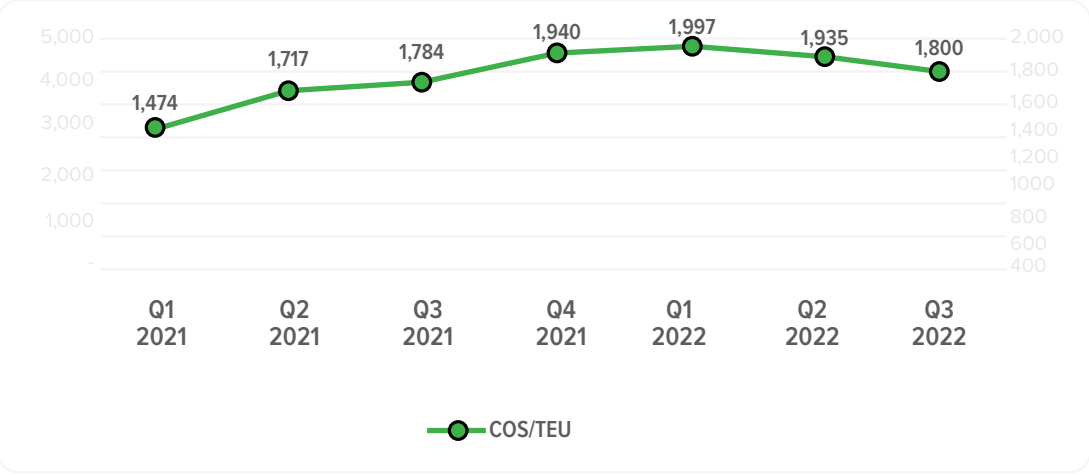
- Sea Freight Volume in Q3-22 Increased by 12% compared to previous year
- Air Freight Volume in Q3-22 increased by 20% compared to previous year



Ocean Freight

Figures in QAR

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
TEU	18101	22738	20149	22942	22156	27513	26699



Air Freight

Figures in QAR

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
CK	2049960	2345647	1963380	3214610	2715777	2526476	2546591



Contract Logistics

Figures in QAR Million

Contract Logistics	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Throughput CBM	346074	367770	346280	399110	394215	423824	517919



Q3 2022

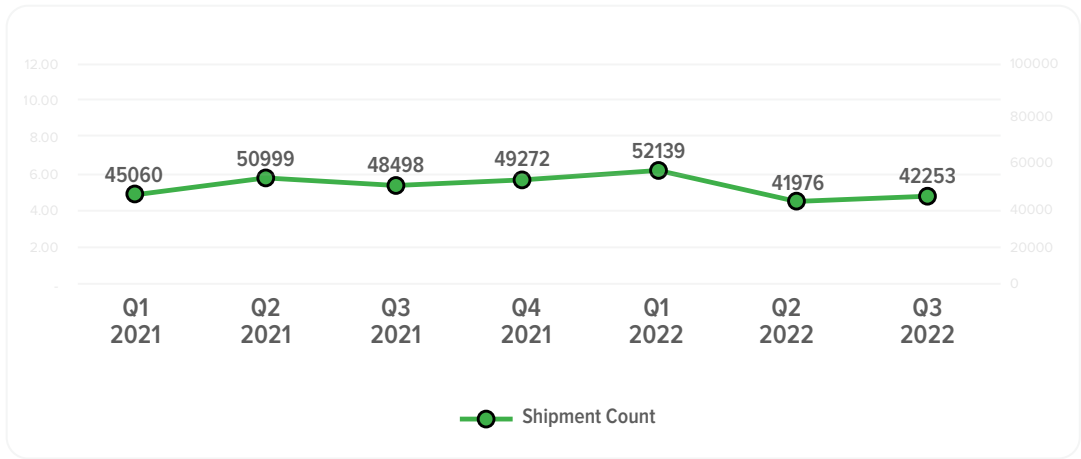
- Throughput increased by 15% as compared to YTD Q3-2021



UPS

Figures in QAR Million

UPS	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Shipment Count	45060	50999	48498	49272	52139	41976	42253



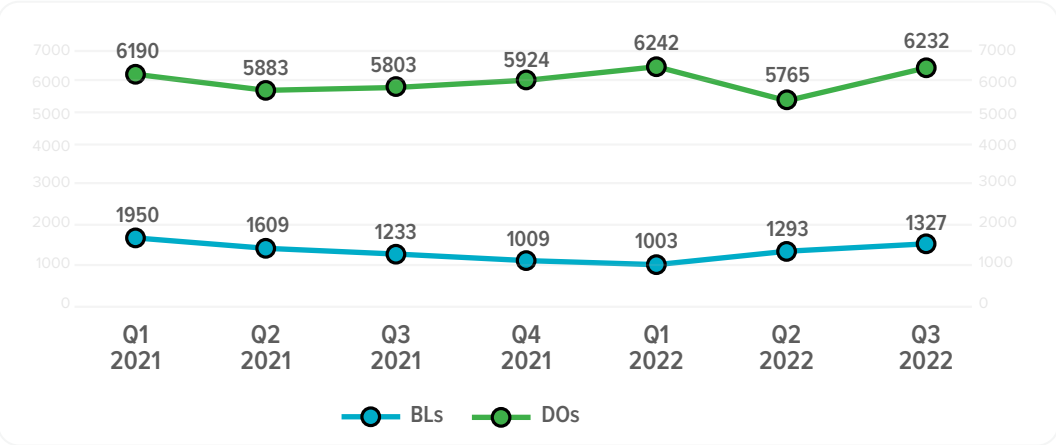
Q3 2022 :

- Overall Shipment count reduced by 6%



Shipping

Shipping	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
BLs	1950	1609	1233	1009	1003	1293	1327
DOs	6190	5883	5803	5924	6242	5765	6232



Q3 2022 :

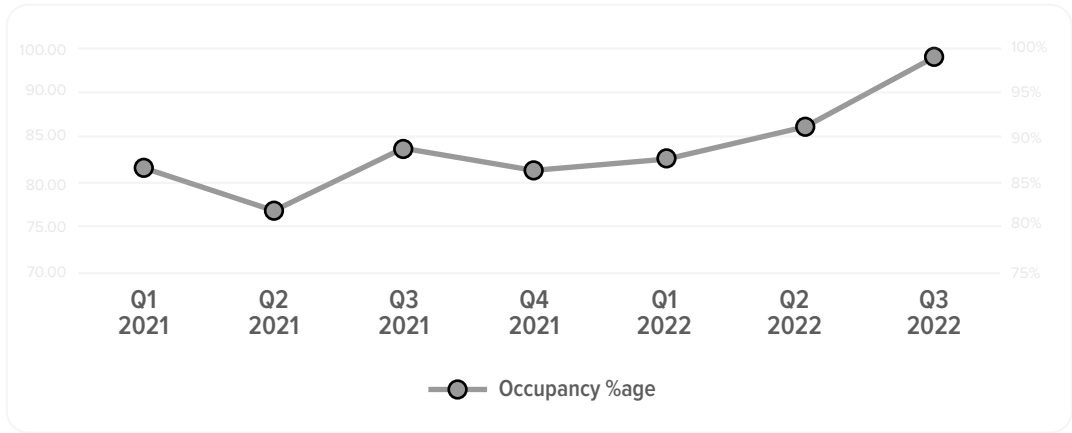
- BL count reduced by 24% , DO Count increased by 3%



Logistics Hubs

Figures in QAR Million

Logistics Park	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Occupancy %age	86%	83%	88%	86%	87%	92%	99%



Q3 2022 :

- Facility occupancy in Q3-2022 at 99%



Financials – Q3'2022

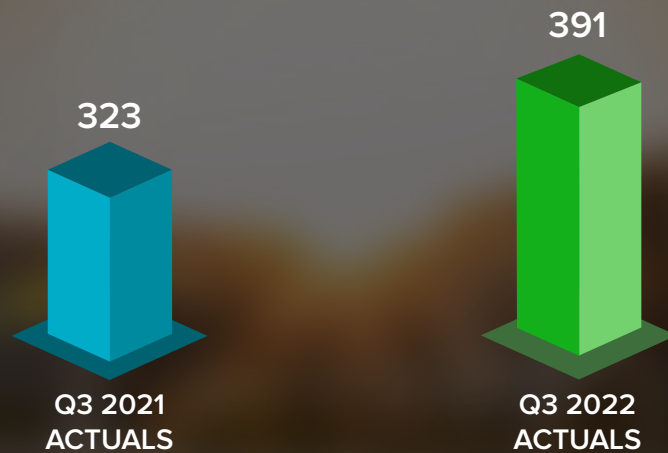
(Figures in QAR Million)



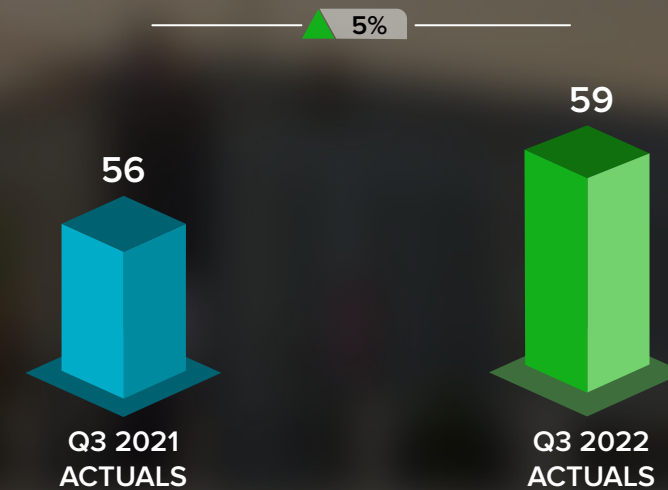
FIFA WORLD CUP
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Revenue



Net Profit



Revenues 2022... 21% growth from 2021
Net profits 2022 ... +ve 5% Vs 2021

Financials – Q3'2022 YTD

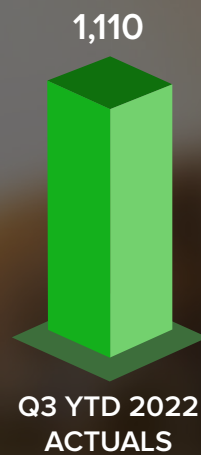
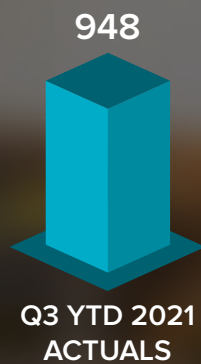
(Figures in QAR Million)



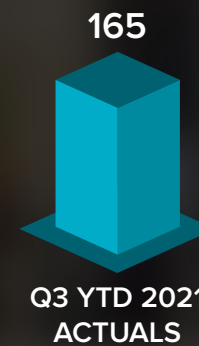
FIFA WORLD CUP
Qatar 2022

OFFICIAL LOGISTICS PROVIDER

Revenue



Net Profit



6%



Revenues 2022... 17% growth from 2021
Net profits 2022 ... +ve 6% Vs 2021

Financial Ratios 2022

(Figures in QAR Million)



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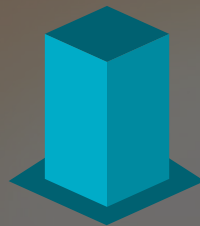
Current Ratio



1.03



1.12



Working Capital (QR Mil)



25



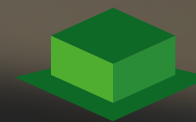
90



Equity / Assets



0.47



0.48



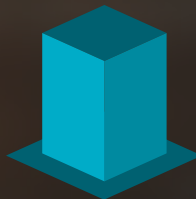
EBITDA (QR Mil)



231



222



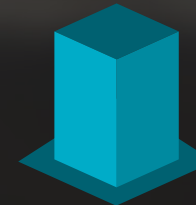
Net Debt / EBITDA (EBITDA Annualised)



2.47



2.47



2022
ACTUAL

2021
ACTUAL

Financial position 2022 – B/S

(Figures in QAR Million)



FIFA WORLD CUP
Qatar 2022

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	Q3'22	Q4'21	COMMENTS
Fixed assets	2,491	2,540	
Other non-current assets	1,134	963	Increase of wip from 570M to 750M in 2022
Total non - current assets	3,625	3,503	
Current assets	972	838	Increase in receivables from 580M to 760M in 2022, while a drop in cash from 240M to 190M in 2022,
Total assets	4,597	4,341	
	-		
Equity	2,180	2,083	
Long term loans	1,211	1,234	Increase in short term loan due to working capital solution applied.
Short term loans	503	409	
Trade and payables	433	324	
Lease liability	11	15	
Other liabilities	259	276	
Total liability + equity	4,597	4,341	

Income statement Q3'2022 YTD

(Figures in QAR Million)



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Qatar 2022

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	Q3'2022	Q3'2021
Gross revenue	1,110	948
Cost of revenue	794	651
Gross profit	316	297
GP margin	28%	31%
SG&A	96	83
Finance cost	38	44
Net profit	174	165
Net profit margin	16%	17%



Lower GP margin, However, higher GP value and lower Finance ... +ve 6% net profit Vs 2021

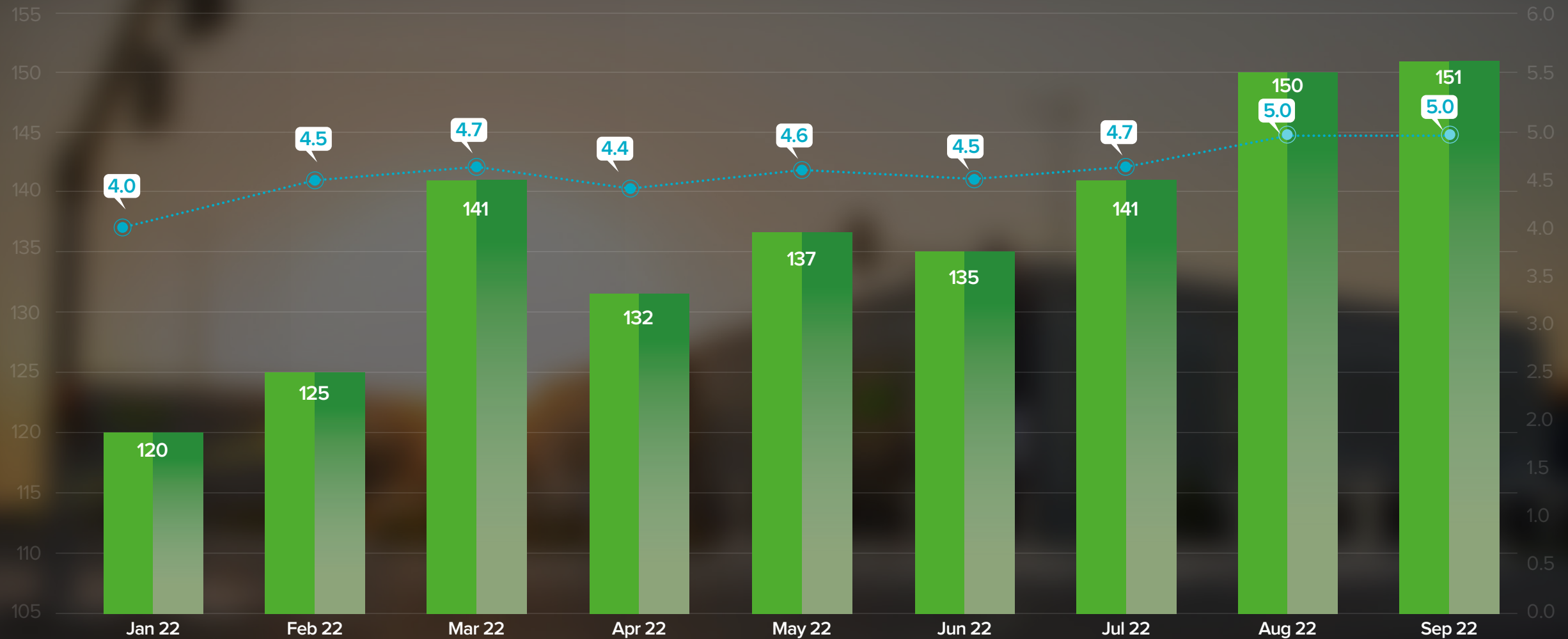
Collections Trend 2022

(Figures in QAR Million)



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Qatar 2022

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Total Collection



Avg Collect / Day

Cash Flows 2022

(Figures in QAR Million)

	2022	2021
Profit for the period	183	171
Depreciation & PPE	356	346
Inventories	(4)	(1)
Changes - receivables	(192)	(104)
Changes - payables	86	28
Changes - other current assets	-	-
Lease concessions related to COVID-19	-	(3)
Employees end of service & tax	(5)	(5)
Net cash from operations	241	260
Capex	(41)	(58)
Interest received	0	1
Payments towards WIP	(190)	(266)
Free cash flow	4	92
Loan payments & proceeds	71	33
Lease liability	(14)	(6)
Interest payments	(47)	(58)
Dividends	(59)	(59)
Net cash increase / decrease	(55)	2
Beginning cash	209	108
Ending cash	153	110



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Thank you

