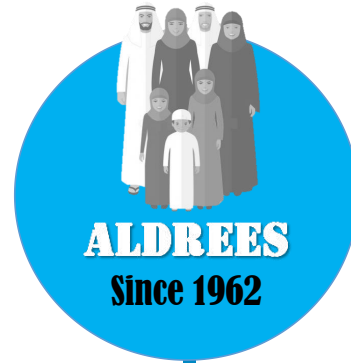


# COMPANY PRESENTATION

1st Quarter Fy2023



# 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

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## 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



8712  
Employees



60  
years

2682  
Trailers  
1464  
Tractor  
Heads



762  
Gas Stations



3.4 Billion  
Q1 2023  
Revenue

255K Tons per week

# WHAT WE ARE NOW

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

- **4146** fleet strength of various types of trucks and trailers as of Mar. 31, 2023  
(**1464** tractor heads & **2682** 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

- **762** Petrol Stations as of Mar. 31, 2023
- **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

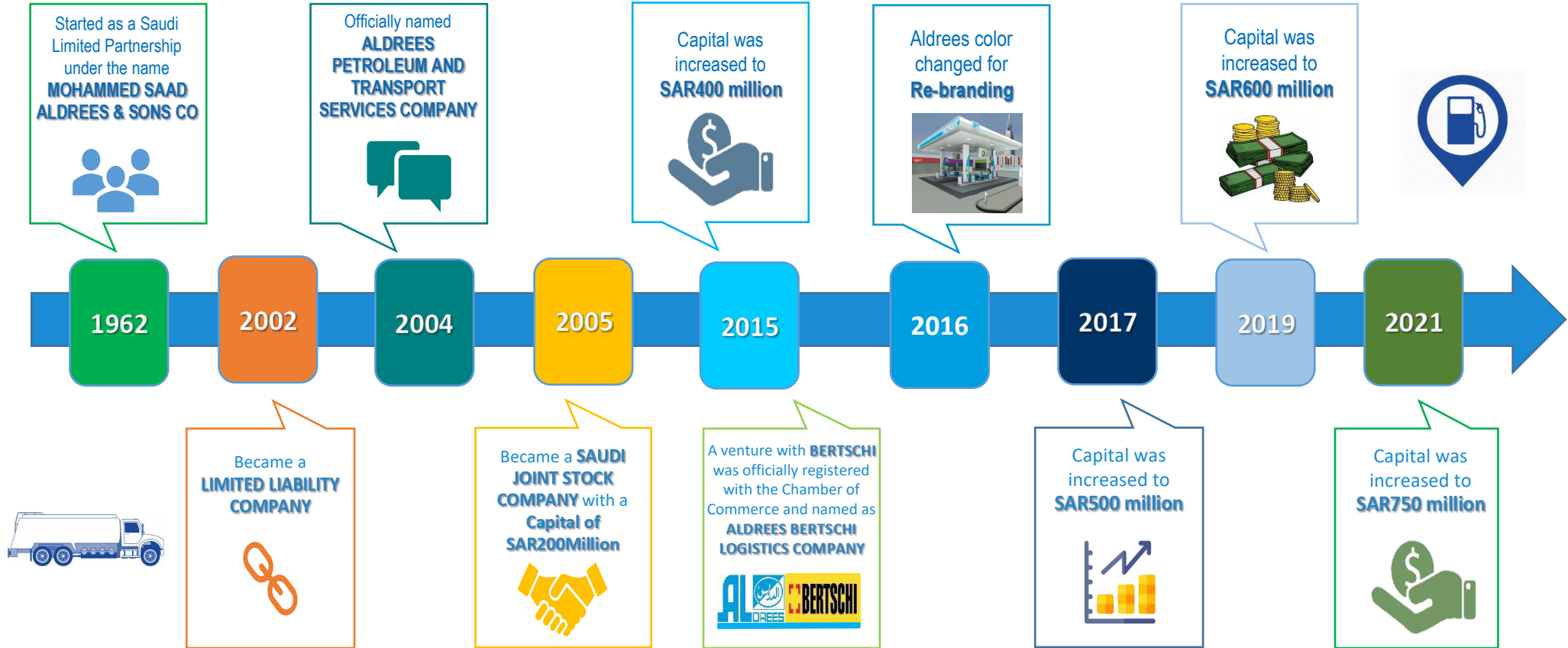


## ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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.

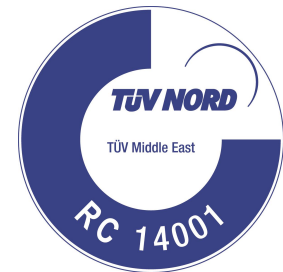


# INFOGRAPHIC GROWTH TIMELINE





# TRANSPORT SAFETY & QUALITY





# Financial Results as of Q1 2023

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





# Petrol Division

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## PROFIT & LOSS STATEMENT-SUMMARY

2023 versus 2022

FOR Q1 ended 31 MARCH

Number of Employees	5,944	4331	1613	37.24%	2768	2376	392	16.50%	8712	6707	2005	29.89%
Number of Stations	762	669	93	13.90%			0	0.00%	762	669	93	13.90%
Number of Trucks	0	0	0	0.00%	1464	1314	150	11.42%	1464	1314	150	11.42%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	Q1 2023		Q1 2022		VARIANCE		Q1 2023		Q1 2022		VARIANCE		Q1 2023	ELIMINATION	Q1 2023		Q1 2022		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
TOTAL SALES	3,347,703	100%	2,711,538	100%	636,165	23.46%	112,842	100%	100,220	100%	12,621	12.59%	3,460,545	(41,926)	3,418,619	100%	2,780,126	100%	680,419	24.47%
NET SALES	3,347,703	100%	2,711,538	100%	636,165	23.46%	112,842	100%	100,220	100%	12,621	12.59%	3,460,545	(41,926)	3,418,619	100%	2,780,126	100%	638,493	22.97%
TOTAL COST OF SALES	3,215,952	96.06%	2,601,159	95.93%	614,793	23.64%	81,295	72.04%	74,413	74.25%	6,882	9.25%	3,297,247	(41,926)	3,255,321	95.22%	2,643,940	95.10%	611,381	23.12%
GROSS PROFIT/(LOSS)	131,751	3.94%	110,379	4.07%	21,373	19.36%	31,547	27.96%	25,807	25.75%	5,740	22.24%	163,298		163,298	4.78%	136,186	4.90%	27,112	19.91%
EXPENSES																				
SALES PROMOTION EXPENSES	319	0.01%	936	0.03%	(616)	-65.86%	489	0.43%	233	0.23%	256	109.80%	809		809	0.02%	1,169	0.04%	(360)	-30.82%
TOTAL GEN. & ADMIN. EXPENSES	42,915	1.28%	36,869	1.36%	6,046	16.40%	16,126	14.29%	14,156	14.12%	1,970	13.92%	59,041		59,041	1.73%	51,026	1.84%	8,016	15.71%
TOTAL S,G&A EXPENSES	43,235	1.29%	37,805	1.39%	5,429	14.36%	16,615	14.72%	14,389	14.36%	2,226	15.47%	59,850		59,850	1.75%	52,195	1.88%	7,656	14.67%
OTHER INCOMES	1,988	0.06%	36	0.00%	1,951	-5385.4%	1,110	0.98%	143	0.14%	967	675.21%	3,098		3,098	0.09%	179	0.01%	2,918	1626.5%
OPERATING INCOME	90,504	2.70%	72,610	2.68%	17,895	24.64%	16,041	14.22%	11,561	11.54%	4,481	38.76%	106,546		106,546	3.12%	84,170	3.03%	22,375	26.58%
FINANCIAL CHARGES	33,046	0.99%	27,696	1.02%	5,350	19.32%	3,257	2.89%	853	0.85%	2,404	281.94%	36,303		36,303	1.06%	28,549	1.03%	7,754	27.16%
SHARE OF INCOME (LOSS) - INVEST	1,932	0.06%	7,785	0.29%	(5,854)	-75.19%	12	0.01%	513	0.51%	(501)	-97.61%	1,944		1,944	0.06%	8,298	0.30%	(6,354)	-76.58%
NET PROFIT/(LOSS) BEFORE ZAKAT	59,389	1.77%	52,699	1.94%	6,691	12.70%	12,797	11.34%	11,221	11.20%	1,576	14.05%	72,186		72,186	2.11%	63,920	2.30%	8,267	12.93%
ZAKAT	1,500	0.04%	1,350	0.05%	150	11.11%	150	0.13%	150	0.15%	0	0.00%	1,650		1,650	0.05%	1,500	0.05%	150	10.00%
NET PROFIT/(LOSS)	57,889	1.73%	51,349	1.89%	6,541	12.74%	12,647	11.21%	11,071	11.05%	1,576	14.24%	70,536		70,536	2.06%	62,420	2.25%	8,117	13.00%

## PROFIT &amp; LOSS STATEMENT-SUMMARY

Q1 2023 versus Q4 2022

### Q1 2023 -versus- Q 4 2022

Number of Employees	5,944	5,379	565	10.50%	2768	2732	36	1.32%	8712		8111	601	7.41%
Number of Stations	762	740	22	2.97%			0	0.00%	762		740	22	2.97%
Number of Trucks	0	0	0	0.00%	1464	1497	-33	-2.20%	1464		1497	-33	-2.20%

PARTICULARS  (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED									
	Q1 2023		Q4 2022		VARIANCE		Q1 2023		Q4 2022		VARIANCE		Q1 2023		ELIMINATION	Q1 2023		Q4 2022		VARIANCE		
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%	
TOTAL SALES	3,347,703	100%	3,255,848	100%	91,855	2.82%	112,842	100%	113,622	100%	(780)	-0.69%	3,460,545	1	(41,926)	3,418,619	100%	3,352,221	100%	66,398	1.98%	
NET SALES	3,347,703	100%	3,255,848	100%	91,855	2.82%	112,842	100%	113,622	100%	(780)	-0.69%	3,460,545	1	(41,926)	3,418,619	100%	3,352,221	100%	66,398	1.98%	
TOTAL COST OF SALE	3,215,952	96.06%	3,121,334	95.9%	94,618	3.03%	81,295	72.04%	76,638	67.45%	4,657	6.08%	3,297,247	1	(41,926)	3,255,321	95.22%	3,180,723	94.88%	74,598	2.35%	
GROSS PROFIT/(LOSS)	131,751	3.94%	134,514	4.13%	(2,763)	-2.05%	31,547	27.96%	36,984	32.55%	(5,437)	-14.70%	163,298	4.7%		163,298	4.78%	171,499	5.12%	(8,200)	-4.78%	
EXPENSES																						
SALES PROMOTION EXPENSES	319	0.01%	2,678	0.08%	(2,359)	-88.07%	489	0.43%	536	0.47%	(47)	-8.75%	809	0.02%		809	0.02%	3,215	0.10%	(2,406)	-74.84%	
TOTAL GEN. & ADMIN. EXPENSES	42,915	1.28%	44,462	1.37%	(1,547)	-3.48%	16,126	14.29%	16,880	14.86%	(754)	-4.46%	59,041	1.7%		59,041	1.73%	61,342	1.83%	(2,301)	-3.75%	
TOTAL S,G&A EXPENSES	43,235	1.29%	47,141	1.45%	(3,906)	-8.29%	16,615	14.72%	17,416	15.33%	(800)	-4.60%	59,850	1.7%		59,850	1.75%	64,557	1.93%	(4,706)	-7.29%	
OTHER INCOMES	1,988	0.06%	(333)	-0.01%	2,321	696.6%	1,110	0.98%	700	0.62%	410	58.51%	3,098	0.1%		3,098	0.09%	367	0.01%	2,731	743.9%	
OPERATING INCOME	90,504	2.70%	87,040	2.67%	3,464	3.98%	16,041	14.22%	20,269	17.84%	(4,227)	-20.86%	106,546	3.1%		106,546	3.12%	107,309	3.20%	(763)	-0.71%	
FINANCIAL CHARGES	33,046	0.99%	30,768	0.95%	2,278	7.40%	3,257	2.89%	3,285	2.89%	(28)	-0.86%	36,303	1.0%		36,303	1.06%	34,053	1.02%	2,250	6.61%	
SHARE OF INCOME/(LOSS) INVESTMENTS	1,932	0.06%	1,549	0.05%	383	24.70%	12	0.01%	119	0.10%	(107)	-89.7%	1,944	0.1%		1,944	0.06%	1,668	0.05%	276	16.5%	
NET PROFIT/(LOSS) BEFORE ZAKAT	59,389	1.77%	57,821	1.78%	1,569	2.71%	12,797	11.34%	17,103	15.05%	(4,306)	-25.18%	72,186	2.1%		72,186	2.11%	74,924	2.24%	(6)	-0.01%	
ZAKAT	1,500	0.04%	2,139	0.07%	(639)	-29.86%	150	0.13%	1,003	0.88%	(853)	-85.04%	1,650	0%		1,650	0.05%	3,142	0.09%	(1,492)	-47.48%	
NET PROFIT/(LOSS)	57,889	1.73%	55,682	1.71%	2,207	3.96%	12,647	11.21%	16,100	14.17%	(3,453)	-21.45%	70,536	2.04%		70,536	2.06%	71,782	2.14%	(1,246)	-1.74%	

# Total Number of Stations as of 31 Mar. 2023

Q1 2023	Q1 2022	Variance	Percentage
762	669	93	14%

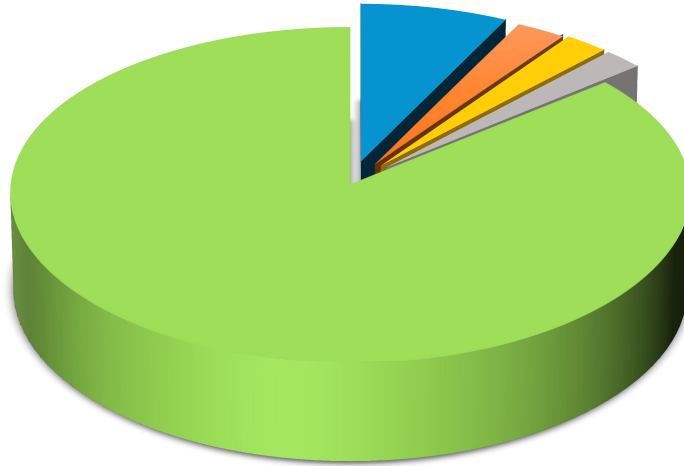
# Infographics of Gas Stations Kingdom wide (KSA)

## Stations All Over KSA 10,000 stations



**1st - ALDREES  
(7.62%)**

**2nd – SASCO  
(2.65%)**



**3rd SAHEL  
(Tas'helat) (2.50%)**

**4th NAFT  
(2.26%)**

**5th Privately owned  
(84.97%)**

### Notes:

An estimated of 10,000 Service Stations in KSA. ALDREES has the greatest number of Service Stations (7.62%) followed by SASCO (2.65%) then SAHEL – The New Tas'helat at (2.50%) and NAFT (2.26%) while 84.97% 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			Effective 01 Jan. 2023		
	Purchase	Sales	Margin	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	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	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	0.70	0.75	0.05

## Notes:

- The rates maintained within the three months of 4<sup>th</sup> 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



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# ALDREES TRANSPORT DIVISION

## VARIANCE ANALYSIS REPORT

YTD Q1 2023 vs 2022



DESCRIPTION	(AMOUNT IN MILLIONS SAR)					
	YTD Q1 2023		YTD Q1 2022		VARIANCE	
	AMOUNT	%	AMOUNT	%	AMOUNT	%
FUEL TOTAL	37.8	33.5%	29.6	29.5%	8.2	27.7%
GRAINS AND OTHERS TOTAL	15.5	13.8%	25.0	24.9%	-9.4	-37.8%
CHEMICALS TOTAL	38.2	33.8%	29.3	29.2%	8.9	30.5%
UNITED BULK SUGARS / OTHERS	1.8	1.6%	1.9	1.9%	-0.2	-8.0%
TRANSPORTATION OPERATION TOTAL	101.3	89.8%	90.3	90.1%	11.0	12.2%
SUPPLY CHAIN OPERATIONS	11.5	10.2%	9.9	8.7%	1.6	16.2%
SALES REVENUE TOTAL	112.8	100.0%	100.2	100.0%	12.6	12.6%

## Total Number of Tractor Heads & Trailers as of 31 Mar. 2023



DESCRIPTION	Q1 2023	Q1 2022	VARIANCE	PERCENTAGE
TRACTOR HEADS	1464	1314	150	11.42%
TRAILERS	2682	2620	62	2.37%

## ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

### INCOME STATEMENT Q1 FY:2023

	Q1-2023		Q1-2022		YTD Variance	
	Amount	Ratio	Amount	Ratio	Amount	Var %
<b>REVENUES</b>	<b>3,283,767</b>	<b>100.00</b>	<b>4,270,042</b>	<b>100.00</b>	<b>-986,275</b>	<b>-23.10</b>
COST OF REVENUES	2,707,461	82.45	2,718,286	63.66	-10,825	-0.40
<b>GROSS PROFIT/(LOSS)</b>	<b>576,306</b>	<b>17.55</b>	<b>1,551,756</b>	<b>36.34</b>	<b>-975,451</b>	<b>-62.86</b>
SELLING AND DISTRIBUTION EXPENSES	0	0.00	0	0.00	0	
GENERAL AND ADMINISTRATIVE EXPENSES	546,449	16.64	635,619	14.89	-89,170	-14.03
<b>OPERATING INCOME</b>	<b>29,857</b>	<b>0.91</b>	<b>916,137</b>	<b>21.45</b>	<b>-886,280</b>	<b>-96.74</b>
FINANCIAL CHARGES	5,291	0.16	6,934	0.16	-1,643	-23.69
TOTAL OTHER INCOME, NET	0	0.00	0	0.00	0	
<b>INCOME(LOSS) BEFORE ZAKAT</b>	<b>24,566</b>	<b>0.75</b>	<b>909,203</b>	<b>21.29</b>	<b>-884,638</b>	<b>-97.30</b>
ZAKAT	0	0.00	0	0.00	0	
<b>NET INCOME/(LOSS)</b>	<b>24,566</b>	<b>0.75</b>	<b>909,203</b>	<b>21.29</b>	<b>-884,638</b>	<b>-97.30</b>
<b>ALDREES SHARE (50%)</b>	<b>12,283</b>		<b>454,602</b>		<b>-442,319</b>	





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**End of Report**  
Update as of  
**31 Mar. 2023**