



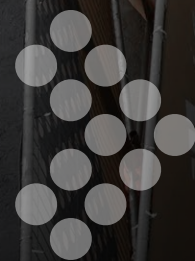
OFFICIAL LOGISTICS PROVIDER

# Conference call Total year 2022

26/01/2023

# 2022 Key Highlights

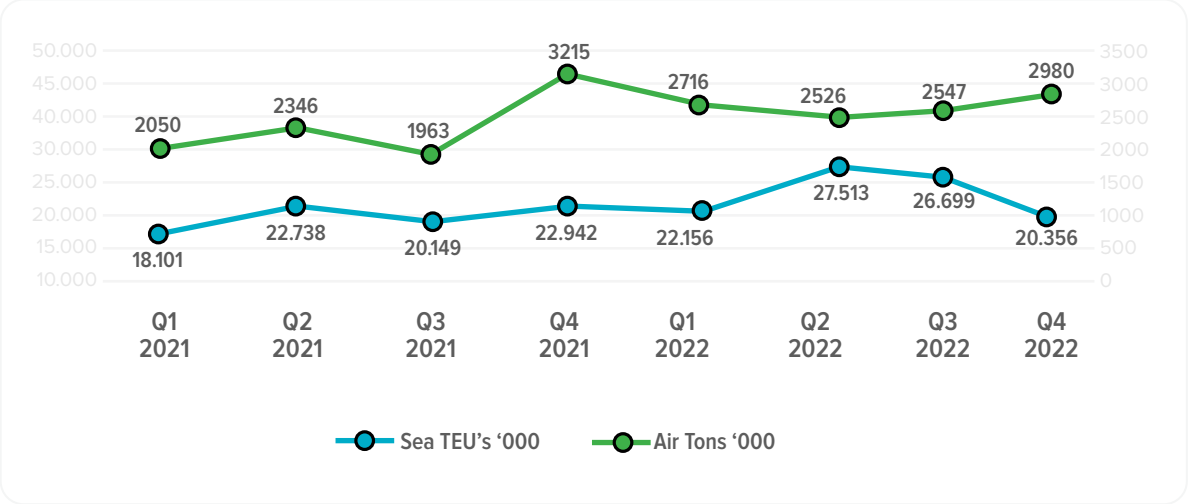
- **Freight:** Increased volume trades for Freight (Sea 15%, Air 12%) in comparison to 2021
- **Contract Logistics:** Higher revenues and throughput – 21% growth in revenue and 38% growth in throughput
- **UPS:** Overall shipment count increased by 2% and net revenue 9% more than 2021
- **Logistic Parks:** Occupancy 99%
- **Al Wukair Phase 1:** Fully occupied and operational
- **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
- **FIFA:** 75% of the entire logistics needs was handled by us and appreciated by FIFA & SC
- **Flag Oman:** Awarded for construction of our new 25K warehouse facility – Handover expected by Q4-2023
- **Flag Saudi:** Freight forwarding services kick started during middle of Jan 2023



# Division wise Highlights

# Freight Forwarding

|     |            | Q1<br>2021 | Q2<br>2021 | Q3<br>2021 | Q4<br>2021 | Q1<br>2022 | Q2<br>2022 | Q3<br>2022 | Q4<br>2022 |
|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sea | TEU'S '000 | 18.101     | 22.738     | 20.149     | 22.942     | 22.156     | 27.513     | 26.699     | 20.356     |
| Air | TONS '000  | 2050       | 2346       | 1963       | 3215       | 2716       | 2526       | 2547       | 2980       |



## 2022

- Sea Freight Volume in Q4-22 decreased by 11% as compared to previous year
- Air Freight Volume in Q4-22 decreased by 7% as compared to previous year



# Ocean Freight

Figures in QAR

|         | Q1<br>2021 | Q2<br>2021 | Q3<br>2021 | Q4<br>2021 | Q1<br>2022 | Q2<br>2022 | Q3<br>2022 | Q4<br>2022 |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|
| COS/TEU | 1,474      | 1,711      | 1,784      | 1,940      | 1,997      | 1,935      | 1,800      | 1,965      |
| TEU     | 18101      | 22738      | 20149      | 22942      | 22156      | 27513      | 26699      | 20356      |



# Air Freight

Figures in QAR

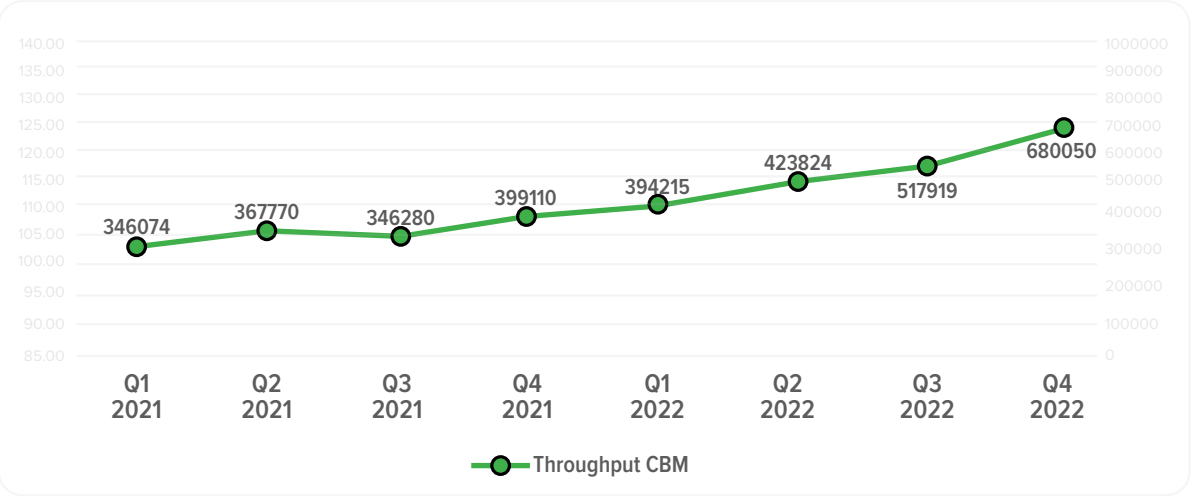
|        | Q1<br>2021 | Q2<br>2021 | Q3<br>2021 | Q4<br>2021 | Q1<br>2022 | Q2<br>2022 | Q3<br>2022 | Q4<br>2022 |
|--------|------------|------------|------------|------------|------------|------------|------------|------------|
| COS/CK | 7.5        | 10.9       | 8.0        | 9.6        | 8.6        | 12.2       | 8.2        | 7.0        |
| CK     | 2049960    | 2345647    | 1963380    | 3214610    | 2715777    | 2526476    | 2546591    | 2980040    |



# Contract Logistics

Figures in QAR Million

| Contract Logistics | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 |
|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Throughput CBM     | 346074  | 367770  | 346280  | 399110  | 394215  | 423824  | 517919  | 680050  |



## 2022

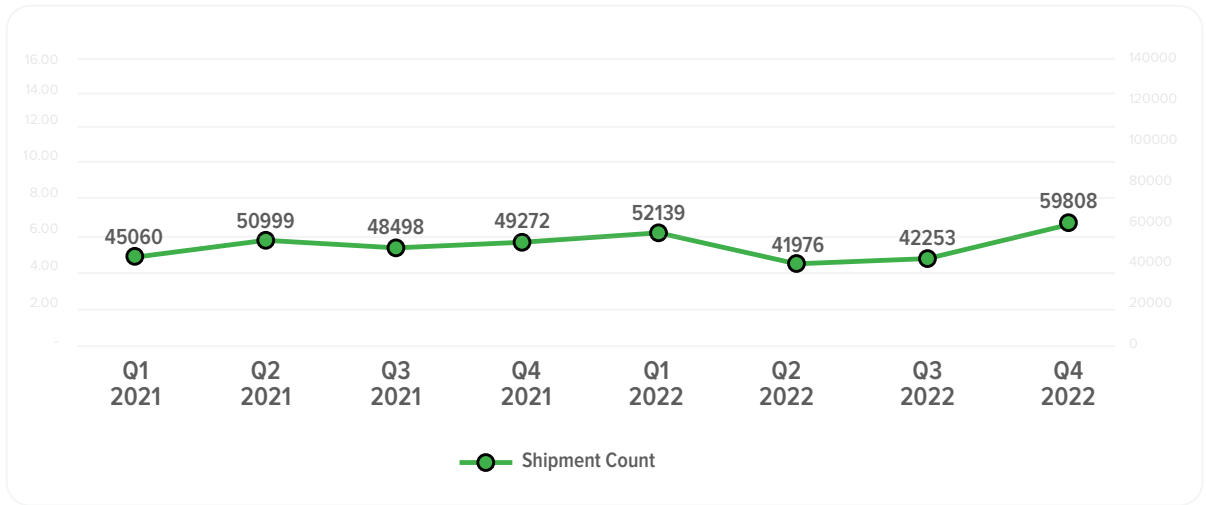
- Throughput increased by 70% as compared to Q4-2021



# UPS

Figures in QAR Million

| UPS            | Q1<br>2021 | Q2<br>2021 | Q3<br>2021 | Q4<br>2021 | Q1<br>2022 | Q2<br>2022 | Q3<br>2022 | Q4<br>2022 |
|----------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Shipment Count | 45060      | 50999      | 48498      | 49272      | 52139      | 41976      | 42253      | 59808      |



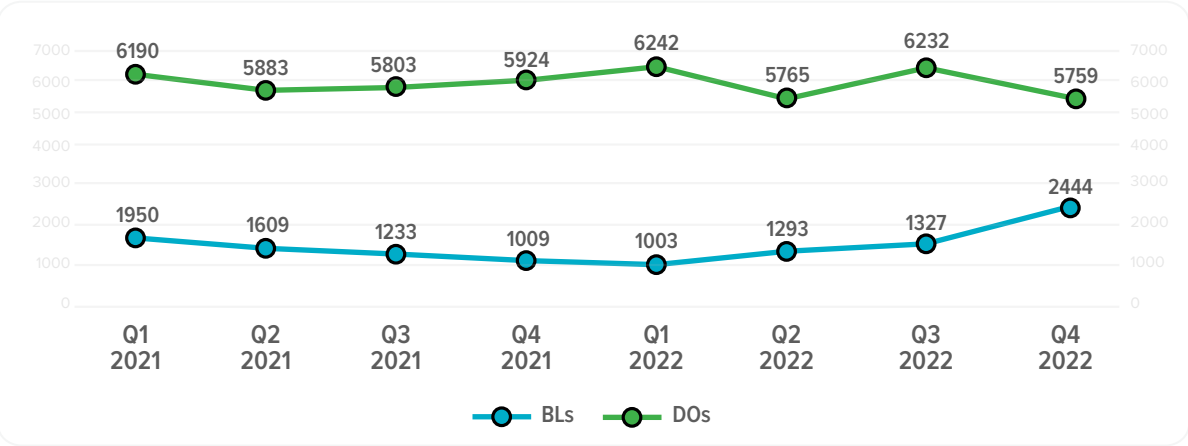
## 2022 :

- Overall Shipment count increased by 2%



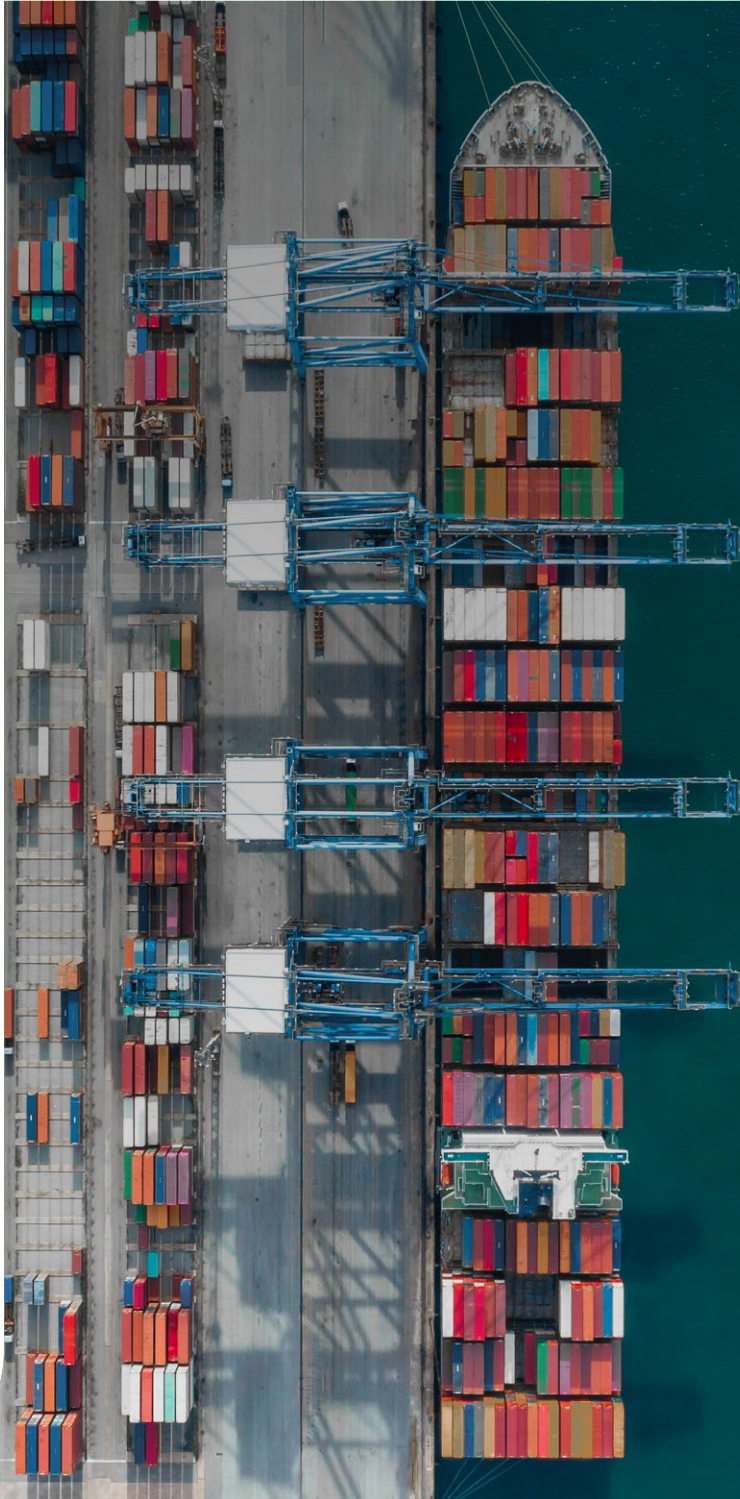
# Shipping

| Shipping | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 |
|----------|---------|---------|---------|---------|---------|---------|---------|---------|
| BLs      | 1950    | 1609    | 1233    | 1009    | 1003    | 1293    | 1327    | 2444    |
| DOs      | 6190    | 5883    | 5803    | 5924    | 6242    | 5765    | 6232    | 5759    |



## 2022 :

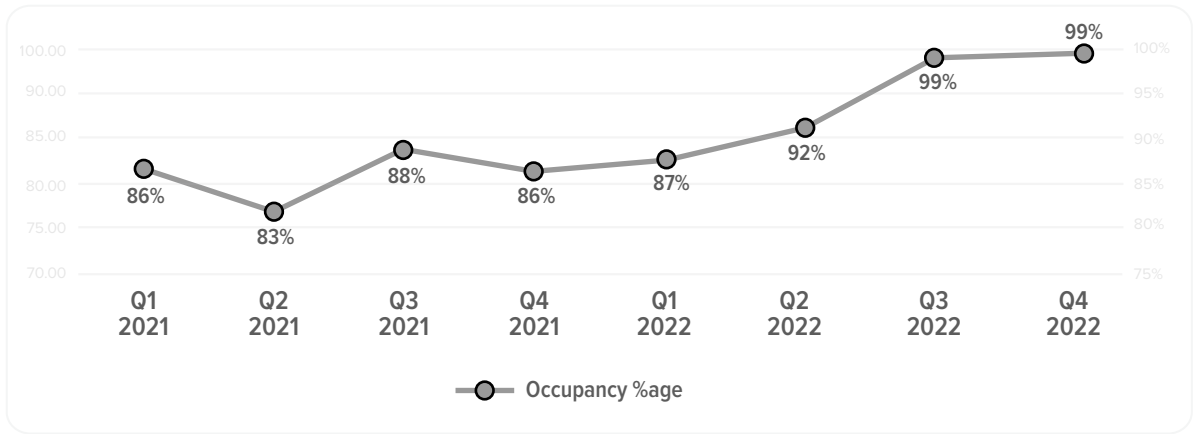
- BL count increased by 5% , DO count increased by 1%



# Logistics Park

Figures in QAR Million

| Logistics Park | Q1<br>2021 | Q2<br>2021 | Q3<br>2021 | Q4<br>2021 | Q1<br>2022 | Q2<br>2022 | Q3<br>2022 | Q4<br>2022 |
|----------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Occupancy %age | 86%        | 83%        | 88%        | 86%        | 87%        | 92%        | 99%        | 99%        |



## 2022 :

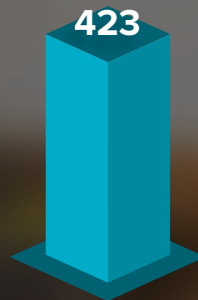
- Facility occupancy in Q4-2022 was 99% (86% for Q4-2021)



# Financials – Q4'2022

(Figures in QAR Million)

## Revenue

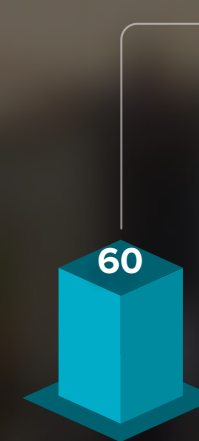


Q4 2021  
ACTUALS



Q4 2022  
ACTUALS

## Net Profit



Q4 2021  
ACTUALS



Q4 2022  
ACTUALS

9%



Revenues 2022... –ve 3% from 2021  
Net profits 2022 ... +ve 9% Vs 2021

# Financials – Total Year 2022

(Figures in QAR Million)

## Revenue



Q4 YTD 2021  
ACTUALS

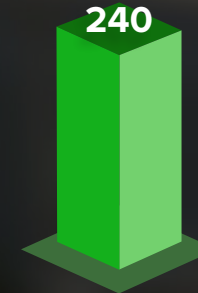


Q4 YTD 2022  
ACTUALS

## Net Profit



Q4 YTD 2021  
ACTUALS



Q4 YTD 2022  
ACTUALS

7%



Revenues 2022... 17% growth from 2021  
Net profits 2022 ... +ve 7% Vs 2021

# Financial Ratios 2022

(Figures in QAR Million)

## Current Ratio



1.01

1.12

## Working Capital (QR Mil)



9

90

## Equity / Assets



0.47

0.48

## EBITDA (QR Mil)



297

283

## Net Debt / EBITDA (EBITDA Annualised)



1.51

1.45

2022  
ACTUAL

2021  
ACTUAL

# Financial Position 2022 – B/S

(Figures in QAR Million)

|                                   | Q4'22        | Q4'21        | COMMENTS                                                             |
|-----------------------------------|--------------|--------------|----------------------------------------------------------------------|
| Fixed assets                      | 3,039        | 2,540        | Increase of P&E by 0.5B (al Wukair Ph1)                              |
| Other non-current assets          | 734          | 963          | Decrease of WIP by 225M                                              |
| <b>Total non - current assets</b> | <b>3,772</b> | <b>3,503</b> |                                                                      |
| Current assets                    | 1,002        | 838          | Increase in receivables from 580M to 747M in 2022,                   |
| <b>Total assets</b>               | <b>4,774</b> | <b>4,341</b> |                                                                      |
|                                   | -            | -            |                                                                      |
| Equity                            | 2,244        | 2,083        |                                                                      |
| <b>Long term loans</b>            | <b>1,269</b> | <b>1,234</b> | Increase in short term loan due to working capital solution applied. |
| <b>Short term loans</b>           | <b>523</b>   | <b>409</b>   |                                                                      |
| Trade and payables                | 462          | 324          |                                                                      |
| Lease liability                   | 9            | 15           |                                                                      |
| Other liabilities                 | 268          | 276          |                                                                      |
| <b>Total liability + equity</b>   | <b>4,774</b> | <b>4,341</b> |                                                                      |

# Income Statement: Total Year 2022

(Figures in QAR Million)

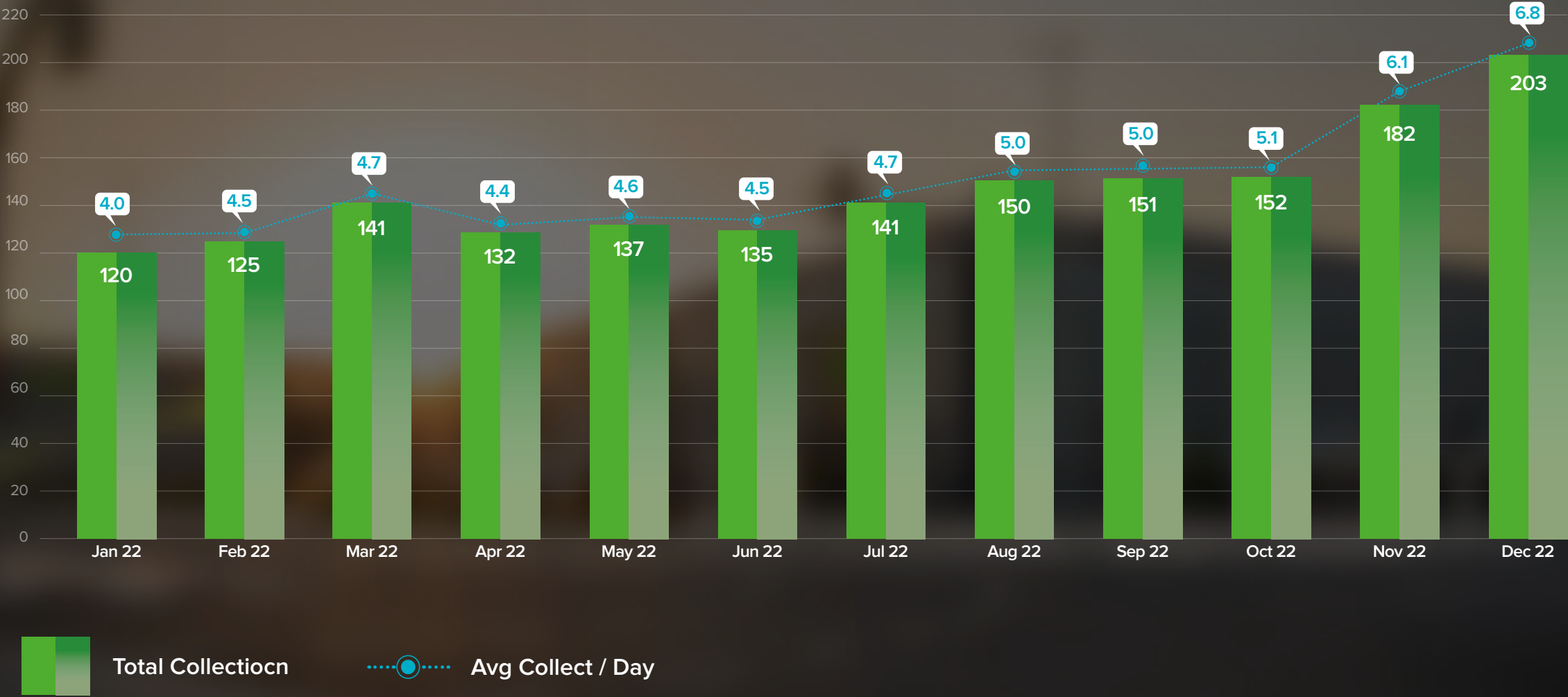
|                          | 2022       | 2021       |
|--------------------------|------------|------------|
| Gross revenue            | 1,519      | 1,304      |
| Cost of revenue          | 1,082      | 901        |
| <b>Gross profit</b>      | <b>437</b> | <b>402</b> |
| <b>GP margin</b>         | <b>29%</b> | <b>31%</b> |
| SG&A                     | 131        | 115        |
| Finance cost             | 56         | 56         |
| <b>Net profit</b>        | <b>240</b> | <b>225</b> |
| <b>Net profit margin</b> | <b>16%</b> | <b>17%</b> |



Lower GP margin, However, higher GP value and similar finance... +ve 7% net profit Vs 2021

# Collections Trend 2022

(Figures in QAR Million)



# Cash Flows 2022

(Figures in QAR Million)

|                                       | 2022       | 2021       |
|---------------------------------------|------------|------------|
| <b>Profit for the period</b>          | 252        | 234        |
| Depreciation & PPE                    | 491        | 464        |
| Inventories                           | (2)        | (2)        |
| Changes - receivables                 | (175)      | (95)       |
| Changes - payables                    | 110        | 62         |
| Changes - other current assets        | -          | -          |
| Lease concessions related to COVID-19 | -          | (3)        |
| Employees end of service & tax        | (7)        | (6)        |
| <b>Net cash from operations</b>       | <b>417</b> | <b>421</b> |
| Capex                                 | (54)       | (73)       |
| Interest received                     | -          | 1          |
| Payments towards WIP                  | (351)      | (316)      |
| <b>Free cash flow</b>                 | <b>6</b>   | <b>193</b> |
| Loan payments & proceeds              | 150        | 53         |
| Lease liability                       | (26)       | (15)       |
| Interest payments                     | (66)       | (71)       |
| Dividends                             | (71)       | (59)       |
| <b>Net cash increase / decrease</b>   | <b>(8)</b> | <b>102</b> |
| Beginning cash                        | 209        | 108        |
| <b>Ending cash</b>                    | <b>201</b> | <b>209</b> |



Thank you

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