



**ALDREES PETROLEUM & TRANSPORT SERVICE CO.**

# COMPANY PROFILE

**30<sup>th</sup> Sept. FY2018**



ISO 9001



OHSAS 18001



# THE COMPANY

## THE 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.

## THE 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.



**ALDREES PETROLEUM & TRANSPORT SERVICES CO.**

**شركة الدريس للخدمات البترولية والنقل**



# WHAT WE ARE NOW



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

- **3733** fleet strength of various types of trucks and trailers as of Sept. 30, 2018  
(**1290** tractor heads & **2443** of various tanker, dumper, and trailer types)
- **ISO 9001 & OHSAS 18001-certified operation. SQAS Audit Certification by CEFIC**
- GPS-equipped fleet for special projects
- ERP-supported operations



**The biggest petroleum retail company in Saudi Arabia**

- **443** petrol stations as of Sept. 30, 2018
- **ISO 9001 & OHSAS 18001-certified operation**
- 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.



**ALDREES PETROLEUM & TRANSPORT SERVICES CO.**

**شركة الدريس للخدمات البترولية والنقلات**





**5484**  
Employees



**56**  
years



**2443**  
Trailers  
**1290**  
Tractor  
Heads

**443**  
Gas  
Stations

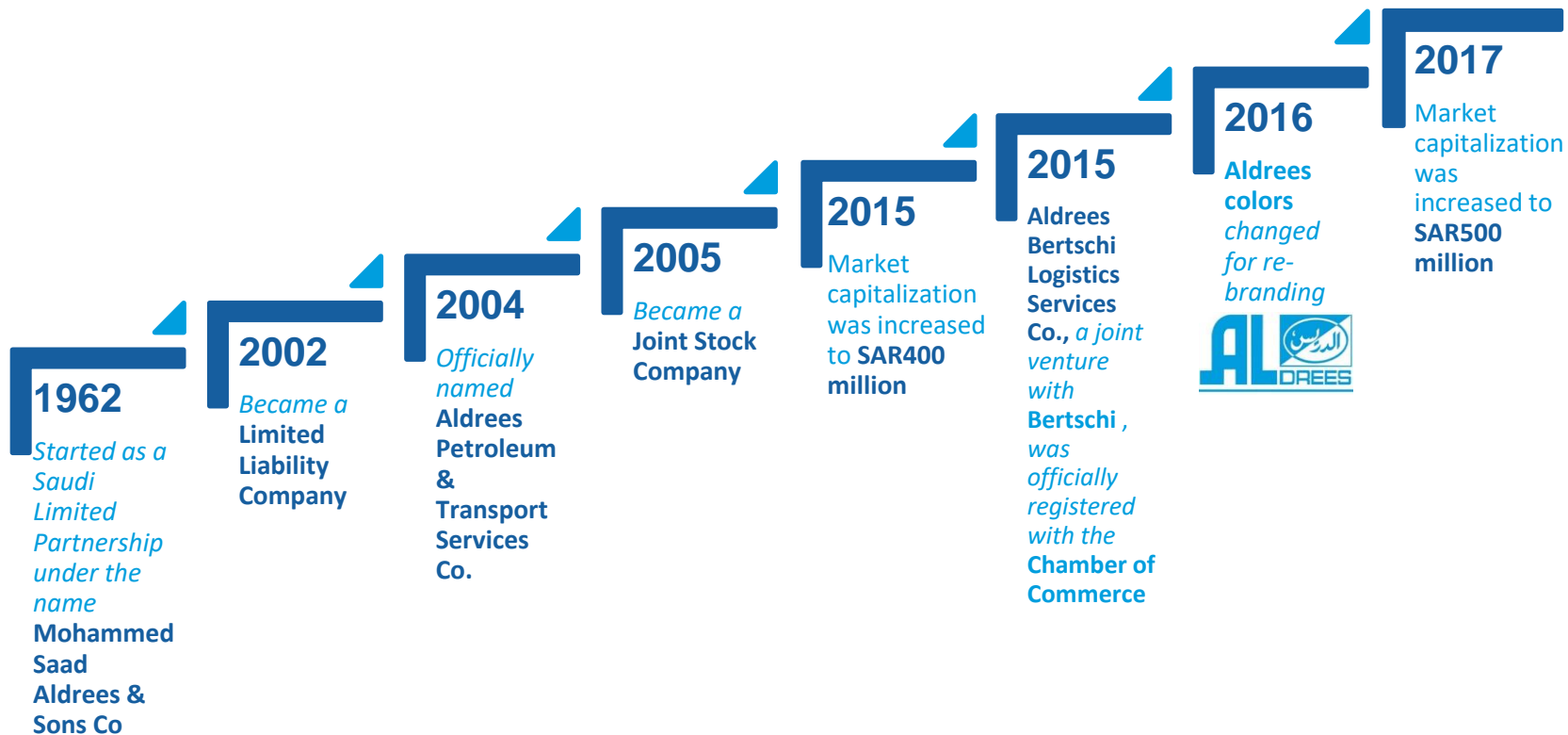


**3.25 Billion**  
Yr. 2017  
Revenue



**187K Ton per week**





# TRANSPORT SAFETY & QUALITY





# ALDREES Financial Report ended 30 Sept. 2018



Presented by  
Rasmy G. Awad  
Financial Consultant

## Historical Data

- ✚ ALDREES was established as a family company in 1962.
- ✚ The group has nine divisions; the two biggest divisions, the Petroleum and Transport became listed company in the year 2006, known today as ALDREES PETROLEUM AND TRANSPORT SERVICES COMPANY.



# Petrol Division



30 SEPT. 2018  
Financial Report



## PROFIT &amp; LOSS STATEMENT-SUMMARY

2018 versus 2017



## FOR 9-MONTH PERIOD ended 30 SEPTEMBER

Number of Employees	3,207	3,453	-246	-7.12%	2,071	2,090	-19	-0.91%	5,278	5,543	-265	-4.78%
Number of Stations	443	470	-27	-5.74%			0	0.00%	443	470	-27	-5.74%
Number of Trucks	0	0	0	0.00%	1,290	1,291	-1	-0.08%	1,290	1,291	-1	-0.08%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	YTD SEPT 2018		YTD SEPT 2017		VARIANCE		YTD SEPT 2018		YTD SEPT 2017		VARIANCE		YTD SEPT 2018	ELIMINATION	YTD SEPT 2018		YTD SEPT 2017		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	3,712,307	100%	2,407,454	100%	1,304,852	54.20%	211,787	100%	173,645	100%	38,142	21.97%	3,924,093	(60,119)	3,863,975	100%	2,524,127	100%	1,339,848	53.08%
TOTAL COST OF SALES	3,614,599	97.4%	2,308,426	95.9%	1,306,173	56.58%	151,065	71.3%	135,417	78.0%	15,648	11.56%	3,765,664	(60,119)	3,705,545	95.9%	2,386,871	94.6%	1,318,675	55.25%
GROSS PROFIT/(LOSS)	97,708	2.6%	99,028	4.1%	(1,321)	-1.33%	60,722	28.7%	38,228	22.0%	22,494	58.84%	158,429		158,429	4.1%	137,256	5.4%	21,173	15.43%
EXPENSES																				
SALES PROMOTION EXPENSES	5,230	0.14%	4,526	0.19%	704	15.55%	396	0.19%	628	0.36%	(232)	-36.90%	5,626		5,626	0.15%	5,154	0.20%	472	9.16%
TOTAL GEN. & ADMIN. EXPENSES	42,059	1.1%	41,210	1.7%	850	2.06%	31,837	15.0%	28,455	16.4%	3,382	11.89%	73,897		73,897	1.9%	69,665	2.8%	4,232	6.07%
TOTAL S,G&A EXPENSES	47,289	1.3%	45,736	1.9%	1,554	3.40%	32,234	15.2%	29,083	16.7%	3,150	10.83%	79,523		79,523	2.1%	74,819	3.0%	4,704	6.29%
OPERATING INCOME	50,419	1.36%	53,293	2.21%	(2,874)	-5.39%	28,488	13.5%	9,144	5.3%	19,344	211.53%	78,907		78,907	2.0%	62,437	2.5%	16,469	26.38%
FINANCIAL CHARGES	8,366	0.2%	7,179	0.3%	1,188	16.55%	8,132	3.8%	4,946	2.8%	3,186	64.42%	16,499		16,499	0.4%	12,125	0.5%	4,374	36.07%
OTHER INCOMES	(795)	-0.02%	135	0.0%	(931)	-687.89%	1,304	0.62%	1,962	1.13%	(658)	-33.54%	509		509	0.0%	2,098	0.1%	(1,589)	-75.75%
SHARE OF PROFIT/(LOSS) ON INVESTMENTS	0	0.0%	0	0.0%	0	-100.00%	0	0.0%	0	0.0%	0	0.00%	0		0	0.0%	0	0.0%	0	-100.0%
NET PROFIT/(LOSS) BEFORE ZAKAT	41,257	1.1%	46,249	1.9%	(4,993)	-10.80%	21,660	10.2%	6,161	3.5%	15,499	251.58%	62,917		62,917	1.6%	52,410	2.1%	10,507	20.05%
ZAKAT	900	0.0%	900	0.0%	0	0.00%	450	0.2%	450	0.3%	0	0.00%	1,350		1,350	0%	1,350	0%	0	0.00%
NET PROFIT/(LOSS)	40,357	1.09%	45,349	1.88%	(4,993)	-11.01%	21,210	10.0%	5,711	3.3%	15,499	271.40%	61,567		61,567	1.59%	51,060	2.02%	10,507	20.58%

Owned	Rented	Operated	SAPTCO	T.2018	T.2017
16	376	30	21	443	470

## NUMBER OF SERVICE STATIONS BY AREA



Central Province	248
Eastern Province	81
Western Province	83
Southern Province	23
Northern Province	8
<b>TOTAL</b>	<b>443</b>

- Out of the (443) Service Stations, there are (62) Service Stations located in between highways.

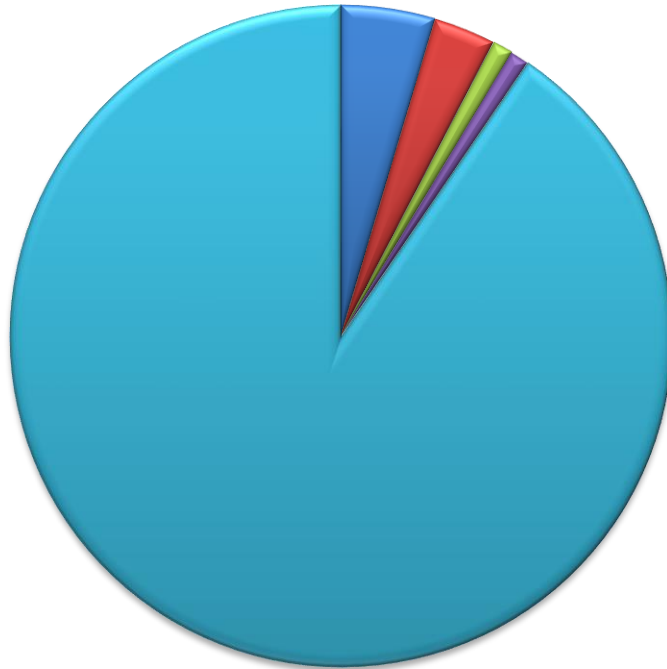
**SERVICE STATION OPERATIONS  
AS OF 30 SEPT. 2018**



DESCRIPTION	NO. OF STATION	RATIO
RENTED STATIONS	376	88%
OWNED STATIONS	16	4%
OPERATING STATIONS	30	7%
SAPTCO STATIONS & OTHERS**	21	5%
<b>TOTAL</b>	<b>443</b>	<b>100%</b>
CONTRACTS MORE THAN 10 YEARS	174	46%
CONTRACTS LESS THAN 10 YEARS	202	54%
RENTED STATIONS ON AVERAGE LEASING PERIOD	8 YEARS	
YEARLY AVERAGE RENTAL COST PER STATION	SR600,000	
YEARLY AVERAGE RENTAL INCOME PER STATION	SR430,000	

\*\* (13) Stations – SAPTCO , (1) Station – Air Force,  
(3) Stations – Gen Security,(1) Stations – Transport Division –  
(1) Station – Gen Intelligence – (1) Station – Gen Investigation

## Stations All Over KSA 10,000 stations



- 1st AL-DREES (5%)
- 2nd AL-TASHELAT (3%)
- 3rd NAFT (2%)
- 4th SASCO (1%)
- 5th INDIVIDUALS (89%)

### Notes:

There are estimated 10,000 Service Stations in KSA:

---ALDREES has the most number of Service Stations (5%) followed by Al Tashel'at at (3%), NAFT (2%) & SASCO (1%), and 89% is privately owned (among small players).

## Fuel sales & cost rates by Halalas/Liter (Without VAT)



Fuel Type	Old / Previous Rates Effective 29 Dec 2015			New Rates effective 01 Jan. 2018		
	Purchase	Sales	Margin	Purchase	Sales	Margin
<i>Petrol 91</i>	66	75	9	121	130	9
<i>Petrol 95</i>	81	90	9	185	194	9
<i>Diesel</i>	41.55	45	3.45	41.55	45	3.45

- 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.



## SALES VOLUME - PETROL &amp; DIESEL FY 2018 - 2017

Qty ( .000

## 2018 Sales Quantity

PERIOD Fy 2018	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	459	99,324	180,655	279,979	10,663	56,740	67,403	95,102	569,802	664,904	732,307
Q2	455	94,983	199,159	294,142	9,093	46,677	55,770	89,983	589,580	679,563	735,333
Q3	443	90,427	203,248	293,675	8,855	41,156	50,011	89,975	598,848	688,823	738,834
TOTAL	443	284,734	583,062	867,796	28,611	144,573	173,184	275,060	1,758,230	2,033,290	2,206,474
Daily Average Sales Per Station for Diesel (207 St)				15.53							
Daily Average Sales Per Station for petrol 95 424 St )							1.51				
Daily Average Sales Per Station for petrol 91 ( 436 ) ST										17.27	

## 2017 Sales Quantity

PERIOD Fy 2017	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	474	91,322	170,548	261,870	16,002	166,961	182,963	101,119	437,214	538,333	721,296
Q2	468	103,163	173,659	276,822	15,996	161,135	177,131	104,594	453,408	558,002	735,133
Q3	470	103,050	154,853	257,903	14,455	150,090	164,545	103,862	431,426	535,288	699,833
TOTAL	470	297,535	499,060	796,595	46,453	478,186	524,639	309,575	1,322,048	1,631,623	2,156,262
Daily Average Sales Per Station for Diesel 211				13.98							
Daily Average Sales Per Station for petrol 95 437							4.45				
Daily Average Sales Per Station for petrol 91 445										13.58	

## TOTAL SALES VOLUME VARIANCE - INCREASE(DECREASE)

PERIOD	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
DIFF	(27)	-12,801	84,002	71,201	-17,842	-333,613	-351,455	-34,515	436,182	401,667	50,212
%	-5.7%	-4.3%	16.8%	8.9%	-38.4%	-69.8%	-67.0%	-11.1%	33.0%	24.6%	2.3%



# Transport Division

30 Sept. 2018  
Financial Report



*with you*  
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(AMT IN SAR MILLIONS)	YTD SEPT 2018		YTD SEPT 2017		VARIANCE	
	AMOUNT (SAR)	%	AMOUNT (SAR)	%	AMT. (SAR)	%
SALES REVENUE	211.8	100.0%	173.6	100.0%	38.1	22.0%
A. FUEL OIL TOTAL	62.8	29.6%	76.5	44.0%	(13.7)	-17.9%
A. FUEL OIL						
PETROL SERV. DIV. - PSD	38.2	18.0%	36.8	21.2%	1.4	3.7%
MAADEN GROUP	0.2	0.1%	2.6	1.5%	(2.4)	-91.9%
LOCAL Cash Fuel Delivery	3.2	1.5%	7.1	4.1%	(3.9)	-55.4%
LOCAL Cash Fuel - Cost	8.3		7.4	4.3%	0.9	11.9%
HFO - NRCC, MAADEN	6.4	3.0%	11.3	6.5%	(4.8)	-42.8%
BASE OIL	6.4	3.0%	11.3	6.5%	(4.8)	-42.8%
B. GRAINS						
BARLEY, CORN, SOYA	0.0	0.0%	0.9	0.5%	(0.9)	-100.0%
SOYA & CORN SUBCON	0.1		0.1	0.1%	(0.0)	0.0%
WHEAT - GRAIN SILO	0.2	0.1%	2.1	1.2%	(1.9)	-91.6%
C. CHEMICALS						
SABIC	22.8	10.8%	16.4	9.4%	6.4	39.1%
NON-SABIC	19.3	9.1%	26.6	15.3%	(7.3)	-27.6%
MAADEN-MWSPC-MS/MGA-TRANSPORT	50.9	24.0%	29.5	17.0%	21.4	100.0%
MAADEN-MWSPC-MS/MGA-STANDBY	13.3		0.0		13.3	
D. CEMENT	2.0	1.0%	1.3	0.8%	0.7	52.9%
E. SUGAR BULK	10.2	4.8%	8.4	4.8%	1.9	22.1%
F. WAREHOUSING CONTRACTS	8.0	3.8%	5.8	3.4%	2.1	36.7%
G. LOGISTICS SERVICES	20.9	9.9%	6.0	3.5%	14.8	246.1%
H. OTHERS + DOWN TIME	1.4	0.7%	0.0	0.0%	1.4	100.0%
GRAND TOTAL	211.8	100.0%	173.6	100.0%	38.2	22.0%
TOTAL TRUCKS SALES	195.4		160.2			



## TRUCKS & TRAILER SUMMARY

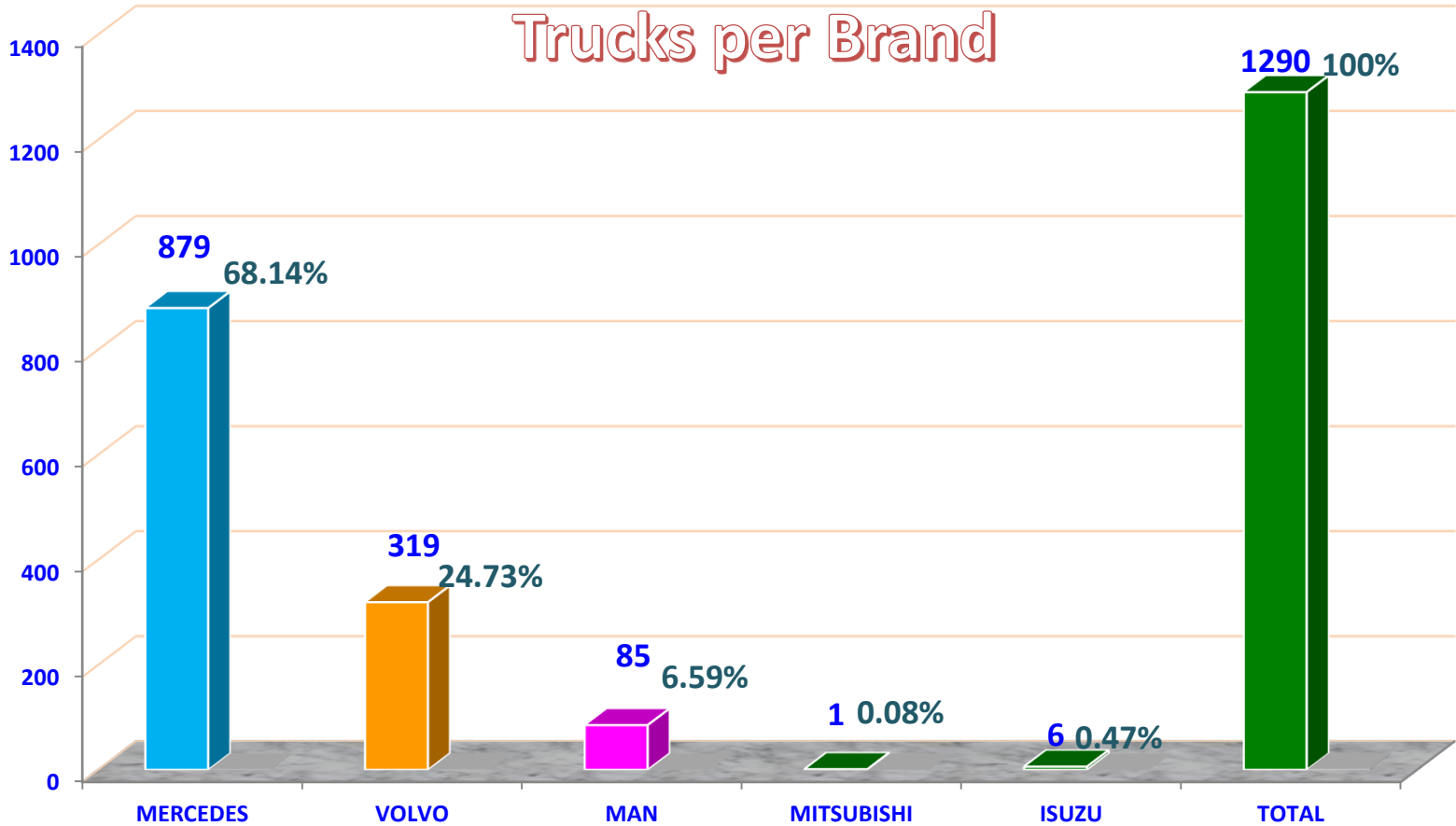
AS OF SEPT. 30, 2018



TYPE	BRAND	CLOSING	AS OF 30 SEPT. 2018			%
		30-Jun-18	ADDITION	DELETION	BALANCE	
TRUCKS	MERCEDES	880	0	-1	879	68.14%
	VOLVO	319	0	0	319	24.73%
	MAN	85	0	0	85	6.59%
FUEL TANKER	MITSUBISHI	1	0	0	1	0.08%
	ISUZU	6	0	0	6	0.47%
TOTAL TRUCKS		1,291	0	(1)	1,290	100.00%
TOTAL TRAILERS		2,400	88	(45)	2,443	
GRAND TOTAL FLEETS		3,691	88	(46)	3,733	

TRANSPORT FLEET ANALYSIS AS OF 30 SEPT. 2018

Trucks per Brand



# TRANSPORT FLEET ANALYSIS

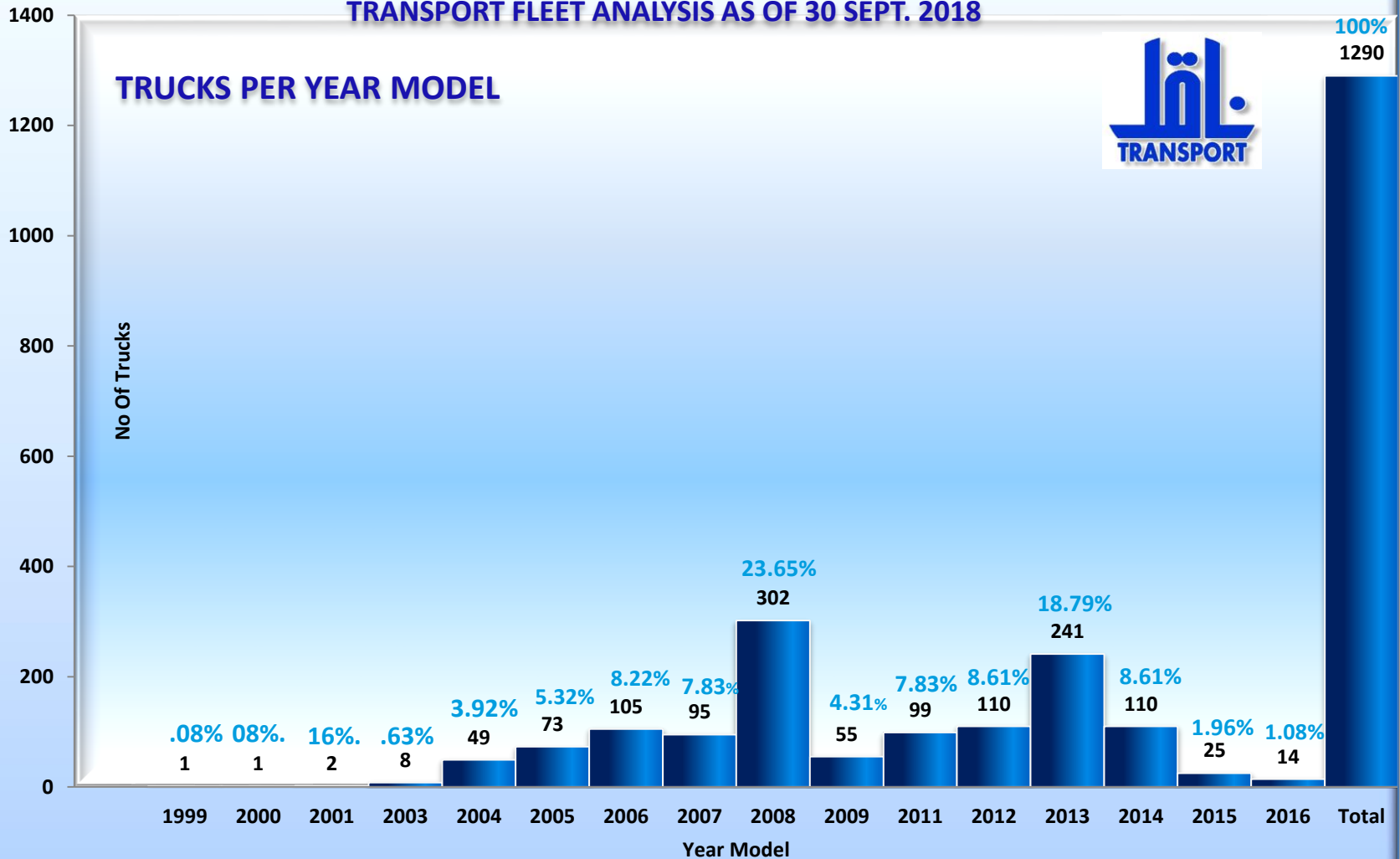
AS OF 30 SEPT. 2018



YEAR MODEL	TOTAL PER BRAND				GRAND TOTAL PER YEAR
	MAN TGA19-400	mitsubishi / ISUZU	MERCEDES	VOLVO	
1999			1	0	1
2000			1	0	1
2001			2	0	2
2003			1	7	8
2004			49	0	49
2005			73	0	73
2006			57	48	105
2007			57	38	95
2008	69		42	191	302
2009	0		20	35	55
2011	0	1	98	0	99
2012	16		94	0	110
2013	0	2	239	0	241
2014	0		110	0	110
2015	0		25	0	25
2016	0	4	10	0	14
<b>TOTAL</b>	<b>85</b>	<b>7</b>	<b>879</b>	<b>319</b>	<b>1,290</b>
<b>BRAND %</b>	<b>6.59%</b>	<b>0.54%</b>	<b>68.14%</b>	<b>24.73%</b>	<b>100%</b>

## TRANSPORT FLEET ANALYSIS AS OF 30 SEPT. 2018

### TRUCKS PER YEAR MODEL







[www.aldrees.com](http://www.aldrees.com)

End of Report  
Update as of  
30 Sept. 2018