



ALDREES PETROLEUM & TRANSPORT SERVICE CO.

COMPANY PROFILE

31st Dec. FY2017



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

- **3677** fleet strength of various types of trucks and trailers as of Dec. 31, 2017
(**1291** tractor heads & **2386** 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

- **464** petrol stations as of Dec. 31, 2017
- **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





5649
Employees



55
years



2386
Trailers
1291
Tractor
Heads

464
Gas
Stations

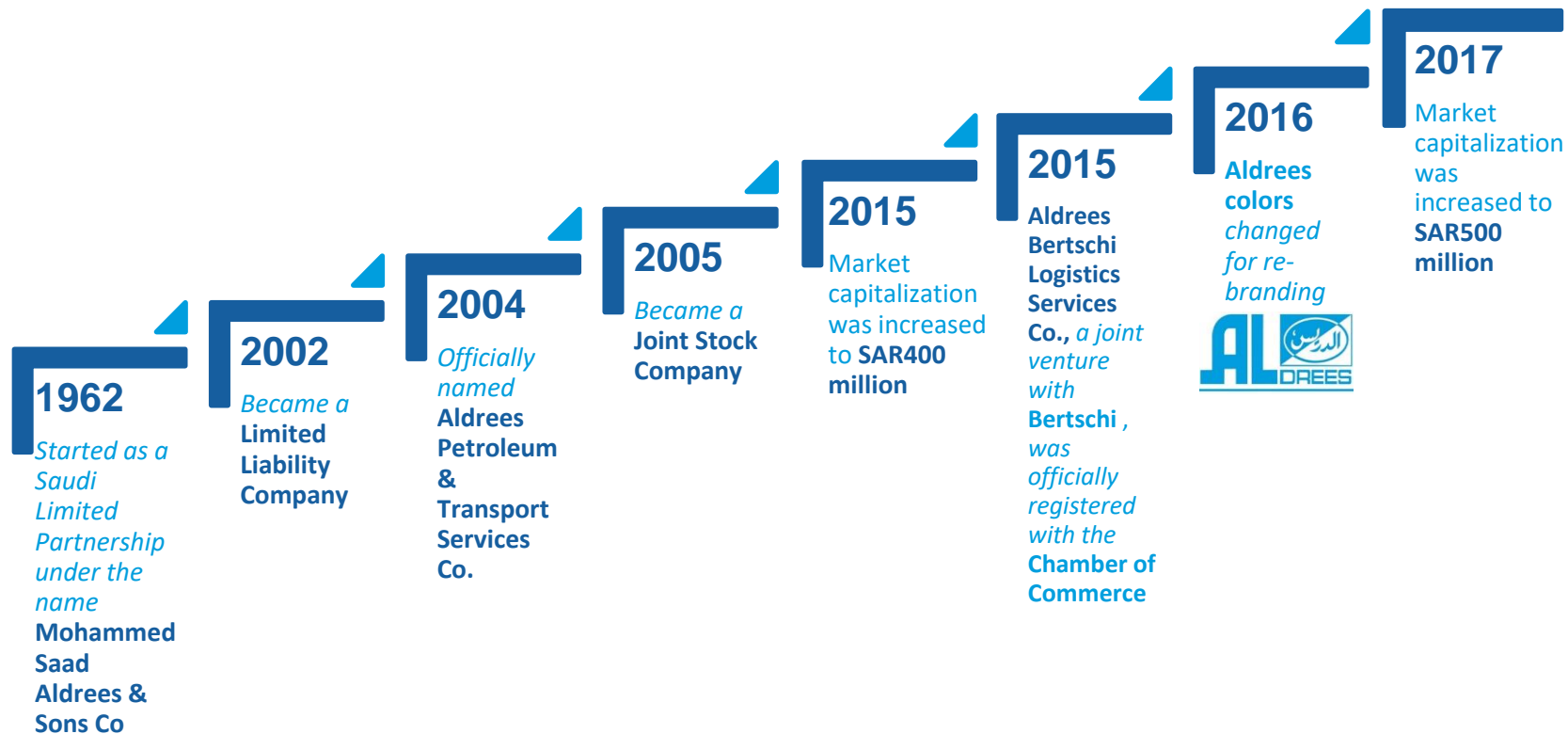


3.5 Billion
Yr. 2016



187K Ton per week





TRANSPORT SAFETY & QUALITY



ALDREES Financial Report ended 31 Dec. 2017



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



31 Dec. 2017
Financial Report



PROFIT & LOSS STATEMENT-SUMMARY

2017 versus 2016

FOR Fiscal Year ended 31 DECEMBER

Number of Employees	3,489	3488	1	0.03%	2160	2192	-32	-1.46%	5649	5680	-31	-0.5%
Number of Stations	464	473	-9	-1.90%			0	0.00%	464	473	-9	-1.90%
Number of Trucks	0	0	0	0.00%	1291	1285	6	0.47%	1291	1285	6	0.47%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	FY 2017		FY 2016		VARIANCE		FY 2017		FY 2016		VARIANCE		FY 2017	ELIMINATION	FY 2017		FY 2016		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	3,250,641	100%	3,292,182	100%	(41,541)	-1.3%	236,155	100%	250,548	100%	(14,393)	-6%	3,486,796	(77,198)	3,409,598	100%	3,461,349	100%	(51,751)	-1.5%
TOTAL COST OF SALES	3,120,093	96.0%	3,152,350	95.8%	(32,258)	-1.0%	184,556	78.2%	184,202	73.5%	354	0.2%	3,304,648	(77,198)	3,227,451	94.7%	3,255,172	94.0%	(27,721)	-0.9%
GROSS PROFIT/(LOSS)	130,549	4.0%	139,832	4.2%	(9,283)	-6.6%	51,599	21.8%	66,346	26.5%	(14,747)	-22.2%	182,148		182,148	5.3%	206,178	6.0%	(24,030)	-11.7%
EXPENSES																				
SALES PROMOTION EXPENSES	5,921	0.18%	8,105	0.25%	(2,184)	-26.9%	855	0.36%	863	0.34%	(8)	-0.9%	6,776		6,776	0.20%	8,968	0.26%	(2,192)	-24.44%
TOTAL GEN. & ADMIN. EXPENSES	56,440	1.7%	54,407	1.7%	2,033	3.7%	38,870	16.5%	40,208	16.0%	(1,337)	-3.3%	95,311		95,311	2.80%	94,615	2.73%	696	0.74%
TOTAL S,G&A EXPENSES	62,361	1.9%	62,512	1.9%	(151)	-0.2%	39,726	16.8%	41,071	16.4%	(1,345)	-3.3%	102,087		102,087	2.99%	103,583	2.99%	(1,496)	-1.44%
OPERATING INCOME	68,188	2.10%	77,320	2.35%	(9,132)	-11.8%	11,873	5.0%	25,275	10.1%	(13,402)	-53%	80,061		80,061	2.35%	102,595	2.96%	(22,534)	-21.96%
FINANCIAL CHARGES	10,179	0.3%	5,526	0.2%	4,652	84.2%	7,536	3.19%	8,712	3.48%	(1,175)	-13.49%	17,715		17,715	0.52%	14,238	0.41%	3,477	24.42%
SHARE OF PROFIT/(LOSS) ON INV	0	0.0%	0	0.0%	0	0.0%	489	0.21%	1,323	0.53%	(834)	-63.04%	489		489	0.01%	1,323	0.04%	(834)	-63.04%
OTHER INCOMES	(242)	-0.01%	676	0.02%	(918)	-135.84%	3,275	1.39%	2,642	1.05%	633	23.96%	2,544		2,544	0.07%	1,995	0.06%	549	27.53%
NET PROFIT/(LOSS) BEFORE ZAK	57,767	1.8%	72,469	2.2%	(14,702)	-20.3%	7,612	3.22%	19,206	7.67%	(11,594)	-60.37%	65,379		65,379	1.92%	91,675	2.65%	(26,296)	-28.68%
ZAKAT	1,340	0.0%	1,261	0.0%	79	6.2%	600	0.25%	1,261	0.50%	(661)	-52.43%	1,940		1,940	0.06%	2,523	0.07%	(583)	-23.09%
NET PROFIT/(LOSS)	56,427	1.74%	71,208	2.16%	(14,781)	-20.8%	7,012	3.0%	17,944	7.2%	(10,932)	-60.9%	63,439		63,439	1.86%	89,152	2.58%	(25,713)	-28.84%

PROFIT & LOSS STATEMENT-SUMMARY

2017 versus 2016

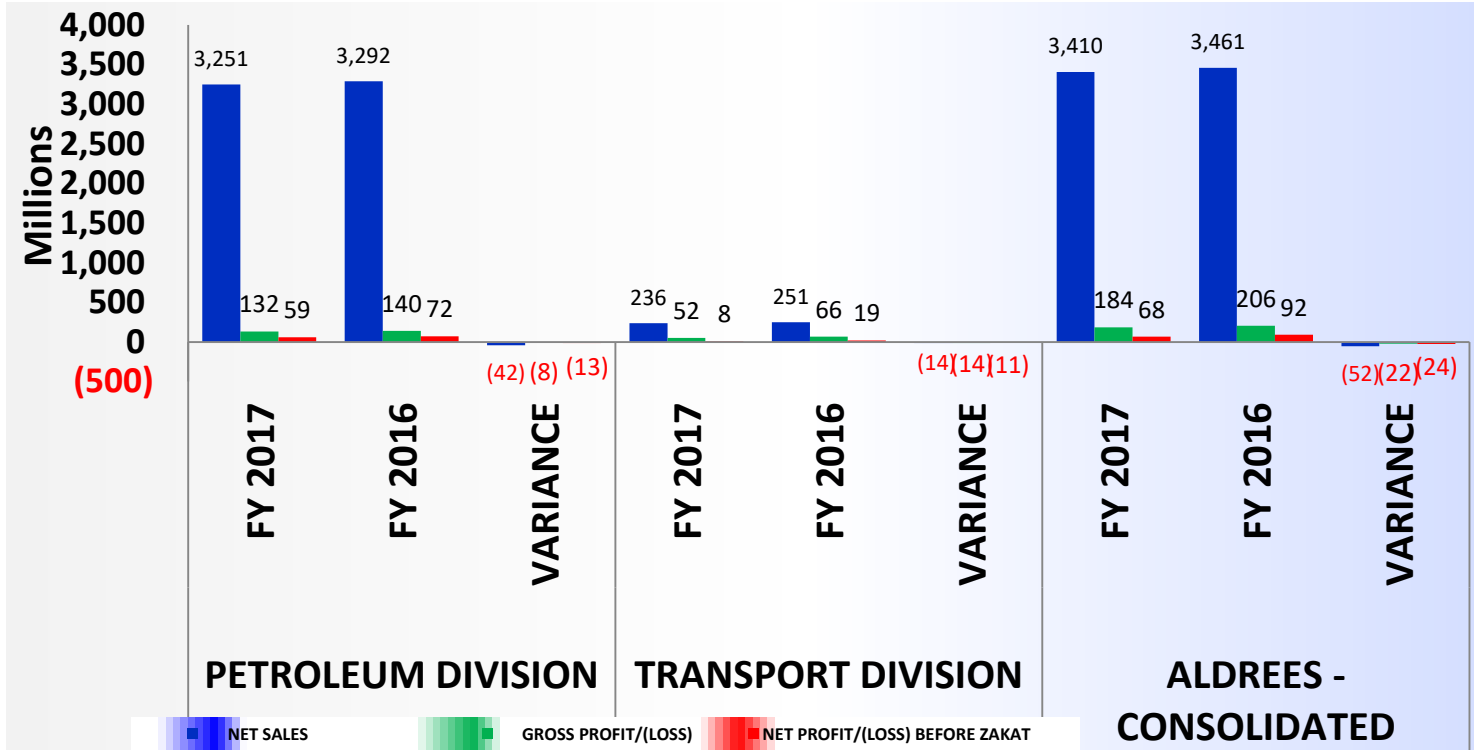
Q4 2017 -versus- Q4 2016

Number of Employees	3,489	3,488	1	0.03%	2160	2192	-32	-1.46%	5649		5680	-31	-0.55%
Number of Stations	464	473	-9	-1.90%			0	0.00%	464		473	-9	-1.90%
Number of Trucks	0	0	0	0.00%	1291	1285	6	0.47%	1291		1285	6	0.47%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	Q4 2017		Q4 2016		VARIANCE		Q4 2017		Q4 2016		VARIANCE		Q4 2017	ELIMINATION	Q4 2017		Q4 2016		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
TOTAL SALES	843,187	100%	831,645	100%	11,542	1.4%	62,510	100%	56,883	100%	5,627	9.9%	905,697	20,226	925,923	100%	888,528	100%	37,394	4.2%
NET SALES	843,187	100%	831,645	100%	11,542	1.4%	62,510	100%	56,883	100%	5,627	9.9%	905,697	20,226	925,923	100%	888,528	100%	37,394	4.2%
TOTAL COST OF SALE	811,666	96.3%	802,354	96.5%	9,313	1.2%	49,139	78.6%	44,307	77.9%	4,832	10.9%	860,805	20,226	881,031	95.2%	846,661	95.3%	34,370	4.1%
GROSS PROFIT/(LOSS)	31,520	3.7%	29,291	3.5%	2,229	7.6%	13,371	21.4%	12,576	22.1%	795	6.3%	44,891		44,891	4.8%	41,868	4.7%	3,024	7.2%
EXPENSES																				
SALES PROMOTION EXPENSES	1,395	0.2%	2,444	0.3%	(1,049)	-42.9%	227	0.36%	209	0.37%	18	8.8%	1,622		1,622	0.2%	2,652	0.30%	(1,030)	-38.8%
TOTAL GEN. & ADMIN. EXPENSES	15,230	1.8%	13,404	1.6%	1,827	13.6%	10,415	16.7%	9,790	17.2%	625	6.4%	25,646		25,646	2.8%	23,194	2.6%	2,452	10.6%
TOTAL S,G&A EXPENSES	16,625	2.0%	15,847	1.9%	778	4.9%	10,643	17.0%	9,999	17.6%	643	6.4%	27,268		27,268	2.9%	25,846	2.9%	1,421	5.5%
OPERATING INCOME	14,895	1.8%	13,444	1.6%	1,451	10.8%	2,729	4.4%	2,577	4.5%	151	5.9%	17,624		17,624	1.9%	16,021	1.8%	1,602	10.0%
FINANCIAL CHARGES	3,000	0.4%	1,478	0.2%	1,522	103.0%	2,590	4.1%	2,730	4.8%	(140)	-5.1%	5,590		5,590	0.6%	4,208	0.5%	1,382	32.9%
OTHER INCOMES	(377)	0.0%	551	0.1%	(928)	-169%	824	1.3%	349	0.61%	475	136.2%	447		447	0.0%	900	0.1%	(453)	-50.4%
SHARE OF INCOME/(LOSS) INVESTMENT	0	0.0%	0	0.0%	0	0.0%	489	0.8%	1,323	2.3%	(834)	-63.0%	489		489	0.1%	1,323	0.1%	(834)	-63.0%
NET PROFIT/(LOSS) BEFORE ZAKAT	11,518	1.4%	12,517	1.5%	(999)	-8.0%	1,451	2.3%	1,519	2.7%	(68)	-4.4%	12,969		12,969	1.4%	14,036	1.6%	(1,067)	-7.6%
ZAKAT	440	0.1%	(989)	-0.1%	1,429	-144.5%	150	0.2%	211	0.4%	(61)	-29.0%	590		590	0.1%	(777)	-0.1%	1,367	-175.9%
NET PROFIT/(LOSS)	11,077	1.3%	13,506	1.6%	(2,428)	-18.0%	1,301	2.1%	1,307	2.3%	(6)	-0.5%	12,379		12,379	1.3%	14,813	1.7%	(2,434)	-16.4%

PROFIT & LOSS STATEMENT –SUMMARY

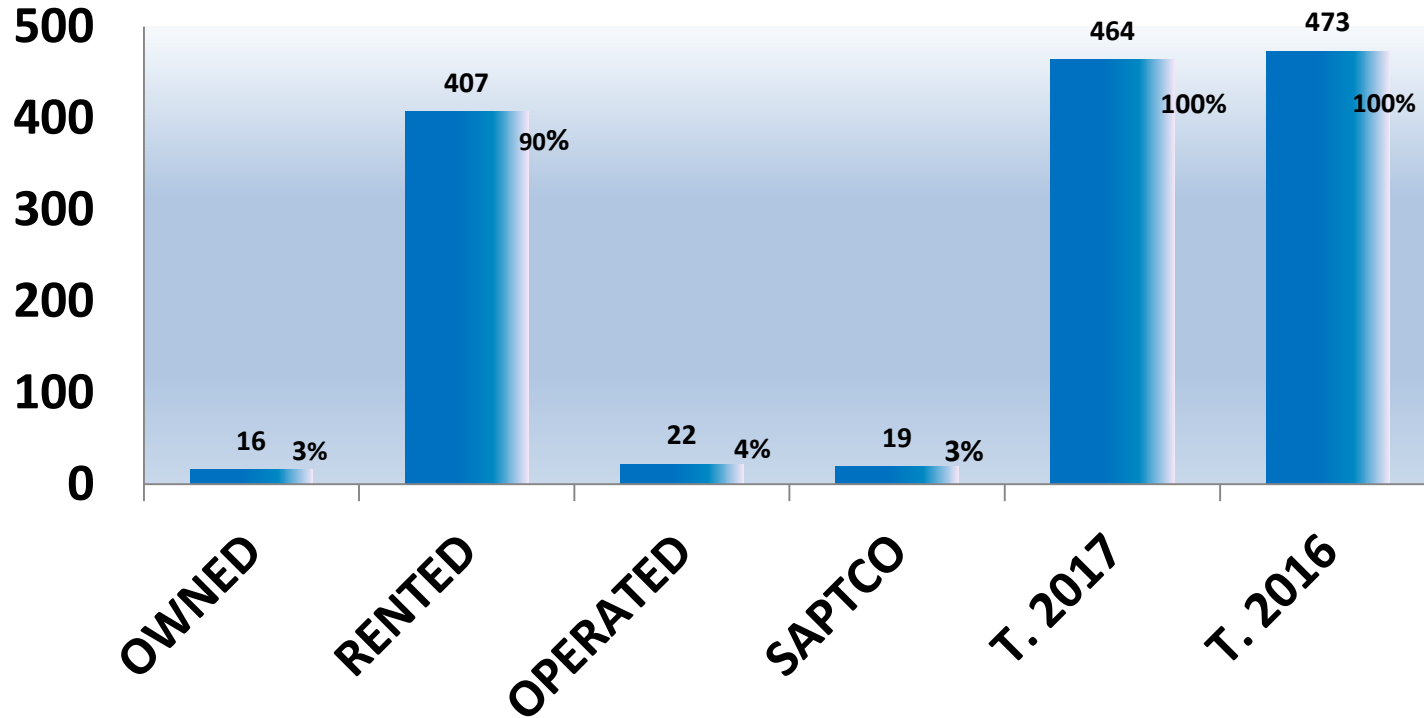
FY 2017 vs FY2016



PETROL STATIONS BREAKDOWN AS OF 31 DEC. 2017

OWNED	RENTED	OPERATED	SAPTCO	T. 2017	T. 2016
16	407	22	19	464	473

PETROL STATIONS BREAKDOWN AS OF 31 DEC. 2017



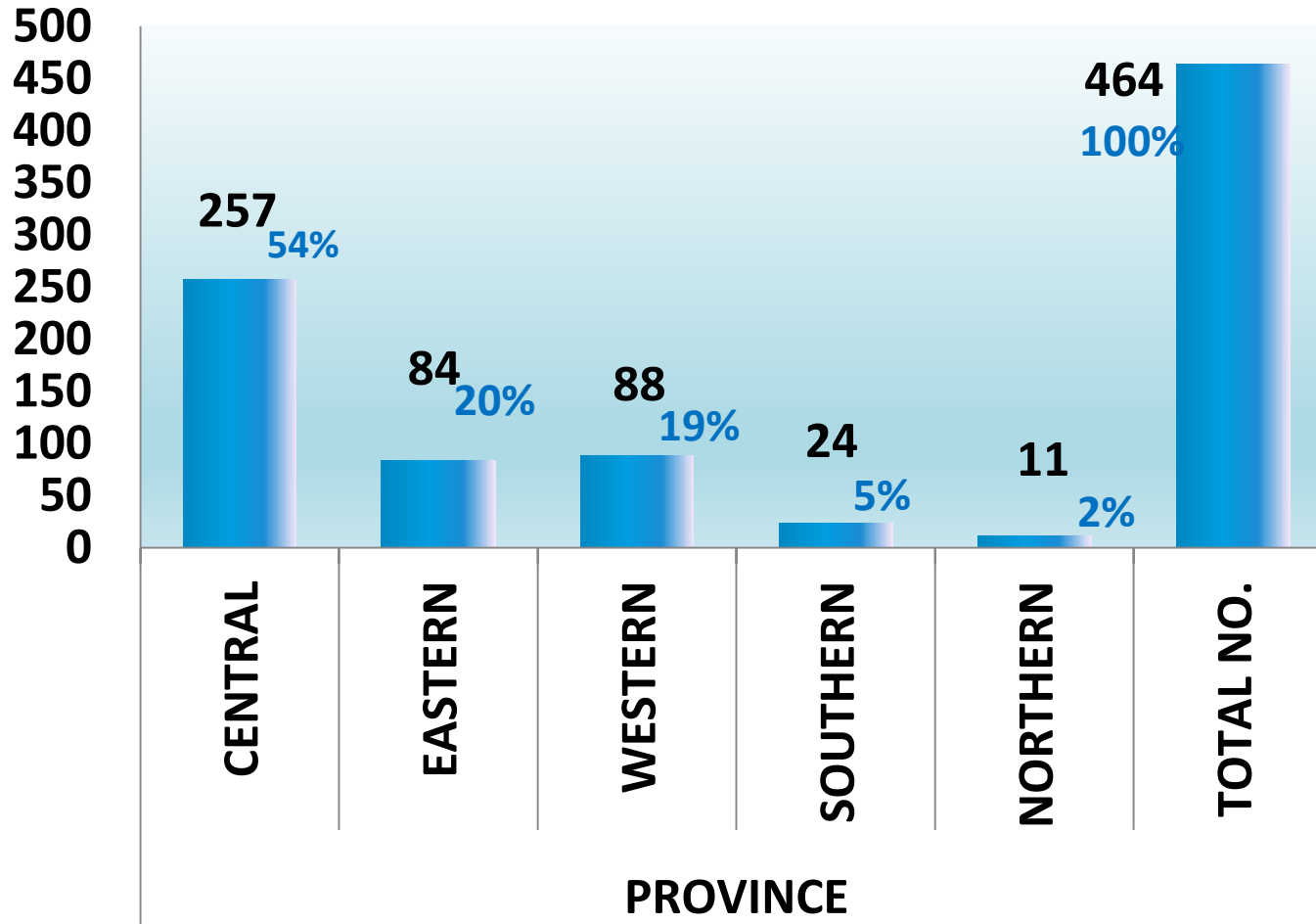
NUMBER OF SERVICE STATIONS BY AREA



PROVINCE	CENTRAL	257
	EASTERN	84
	WESTERN	88
	SOUTHERN	24
	NORTHERN	11
TOTAL NO.		464

- Out of the (464) Service Stations, there are (58) service Stations located in between highways.

NUMBER OF SERVICE STATIONS BY AREA



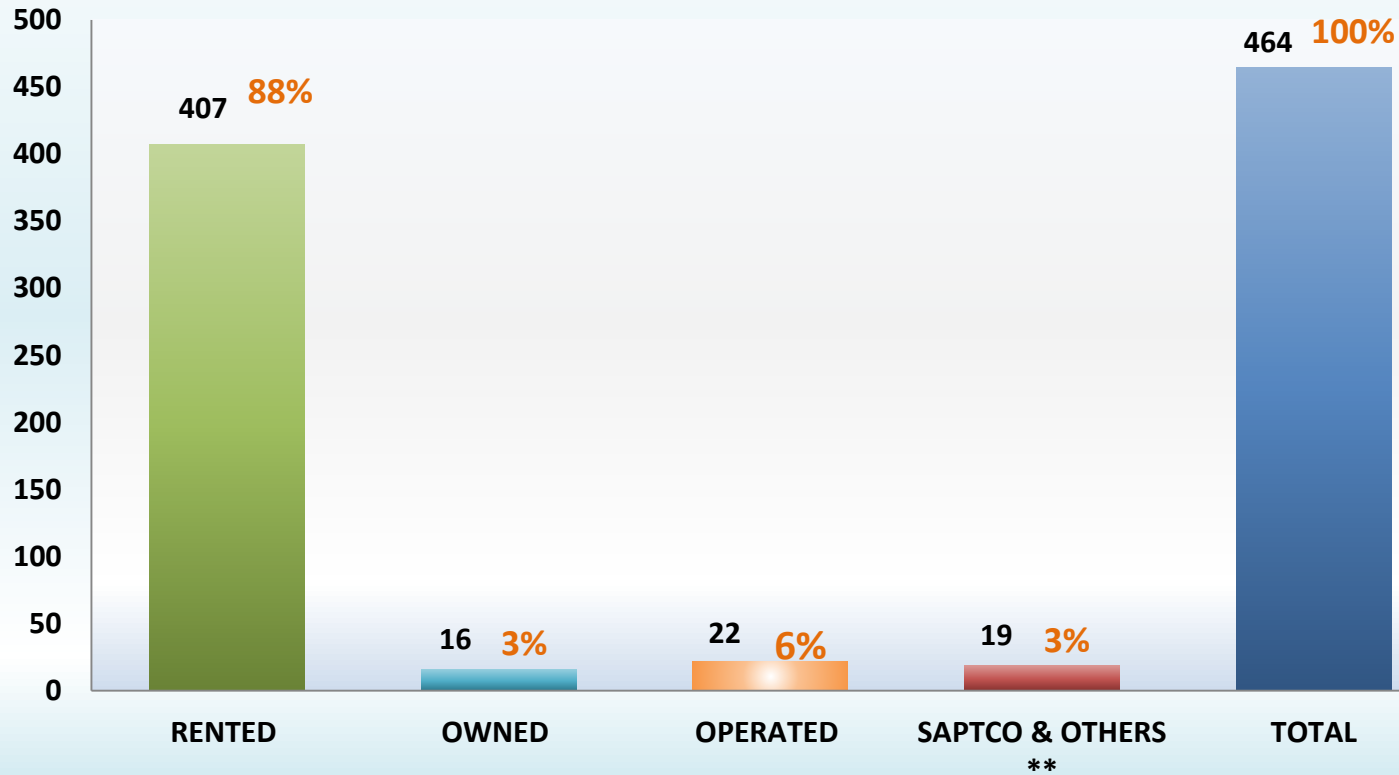
SERVICE STATION OPERATIONS
AS OF 31 DEC. 2017



DESCRIPTION		NO. OF STATION	RATIO
STATIONS	RENTED	407	88%
	OWNED	16	3%
	OPERATED	22	5%
	SAPTCO & OTHERS **	19	4%
TOTAL		464	100%
CONTRACTS	MORE THAN 10 YEARS	174	43%
	LESS THAN 10 YEARS	233	57%
RENTED STATIONS ON AVERAGE LEASING PERIOD		8 YEARS	
YEARLY AVERAGE RENTAL COST PER STATION		SR600,000	
YEARLY AVERAGE RENTAL INCOME PER STATION		SR400,000	

* *(12) STATIONS -SAPTCO , (1) STATION -AIRFORCE, (3) STATIONS -GEN SECURITY,
(1) STATION-TRANSPORT DIVISION- (1) STATION-GEN INTELLIGENCE -(1) STATION-
GEN. INVESTIGATION

SERVICE STATION OPERATIONS AS OF 31 DEC. 2017



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	41.50	45	3.50

- 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 & DIESEL FY 2017 - 2016

Qty (.000)

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	138,971	171,994	310,965	21,910	167,528	189,438	144,683	439,173	583,856	773,294
Q2	468	153,344	175,261	328,605	23,563	161,731	185,294	140,842	455,639	596,481	781,775
Q3	470	179,974	156,232	336,206	19,218	150,658	169,876	126,792	433,530	560,322	730,198
Q4	464	182,976	166,674	349,650	23,658	158,784	182,442	121,411	490,671	612,082	794,524
TOTAL	464	655,265	670,161	1,325,426	88,349	638,701	727,050	533,728	1,819,013	2,352,741	3,079,791
Daily Average Sales Per Station for Diesel (202 St)				17.98							
Daily Average Sales Per Station for petrol 95 (435 St)							4.58				
Daily Average Sales Per Station for petrol 91 (442) ST										14.58	

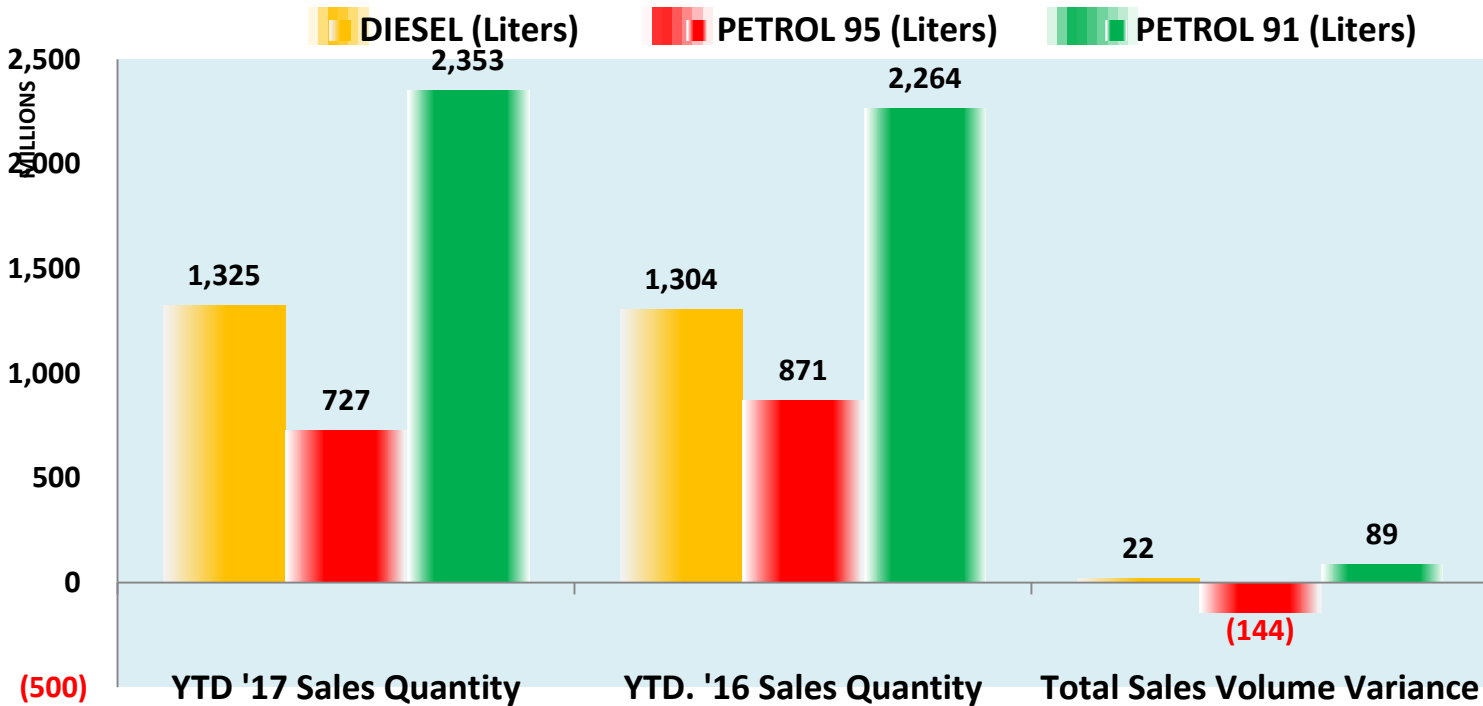
2016 Sales Quantity

PERIOD Fy 2016	NO. OF STATIONS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	480	158,974	147,241	306,215	18,650	203,427	222,077	91,365	447,197	538,562	760,639
Q2	487	163,400	192,017	355,417	20,272	201,685	221,957	119,899	461,793	581,692	803,649
Q3	485	163,596	164,513	328,109	20,250	191,895	212,145	112,514	445,299	557,813	769,958
Q4	473	148,875	165,117	313,992	27,621	186,876	214,497	128,703	456,981	585,684	800,181
TOTAL	473	634,845	668,888	1,303,733	86,793	783,883	870,676	452,481	1,811,270	2,263,751	3,134,427
Daily Average Sales Per Station for Diesel (200 St)				17.86							
Daily Average Sales Per Station for petrol 95 (449 St)							5.31				
Daily Average Sales Per Station for petrol 91 (422) ST										14.70	

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	(9)	20,420	1,273	21,693	1,556	-145,182	-143,626	81,247	7,743	88,990	-54,636
%	-1.9%	3.2%	0.2%	1.7%	1.8%	-18.5%	-16.5%	18.0%	0.4%	3.9%	-1.7%

SALES VOLUME – PETROL & DIESEL YTD 2017 Vs YTD 2016





Transport Division

31 Dec. 2017

Financial Report



with you
www.aldrees.com

ALDREES PETROLEUM AND TRANSPORT SERVICES CO.

TRANSPORT DIVISION

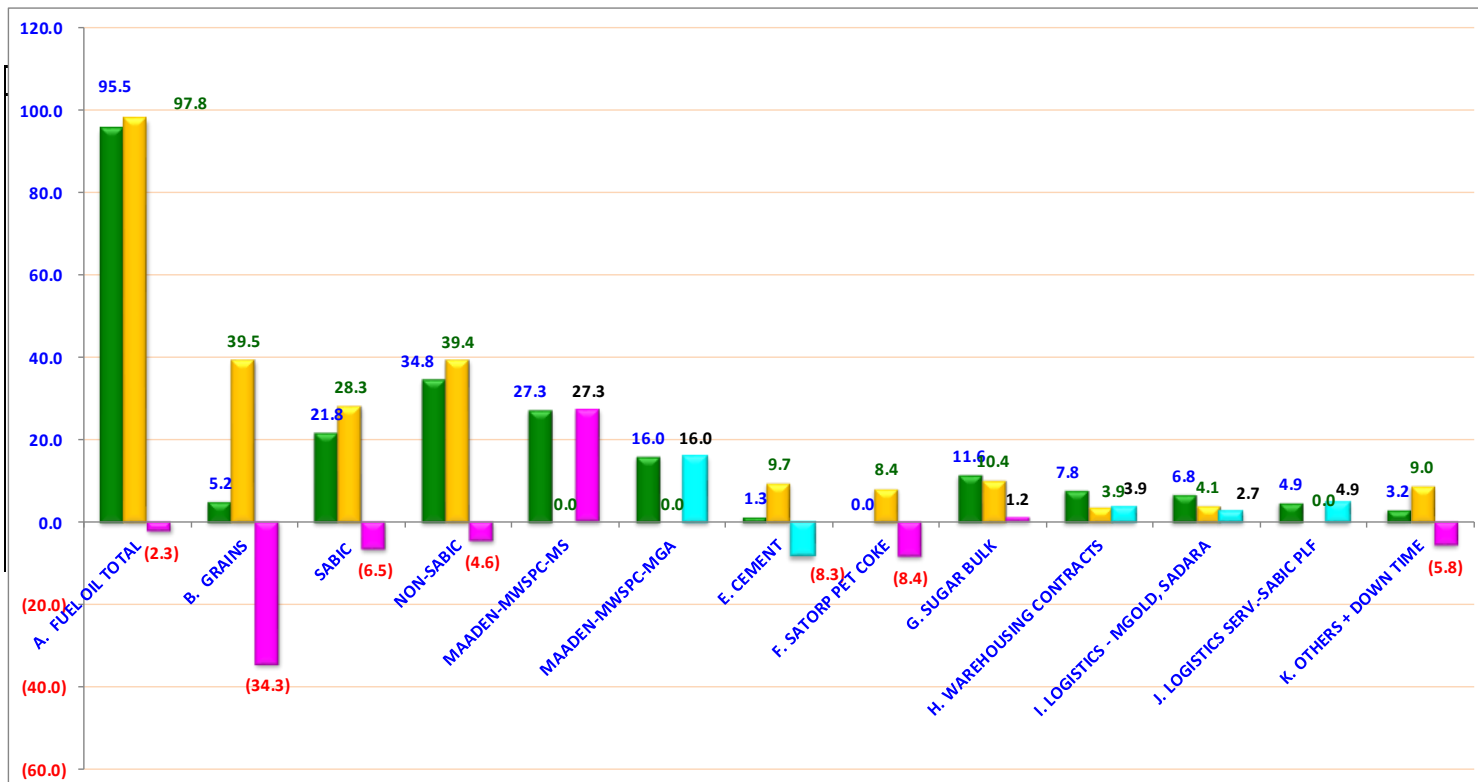
VARIANCE ANALYSIS REPORT - YTD Year End 2017 VS 2016

(SAR IN MILLIONS)

	YTD 2017			YTD 2016		VARIANCE	
	AMOUNT (SAR)	%		AMOUNT (SAR)	%	AMT. (SAR)	%
SALES REVENUE	236.2	100.0%		250.5	100.0%	(14.4)	-5.7%
A. FUEL OIL							
PETROL SERV. DIV. - PSD	49.6	21.0%		50.9	20.3%	(1.3)	-2.6%
MAADEN GROUP	2.6	1.1%		2.6	1.0%	0.0	0.8%
LOCAL Cash Fuel Delivery	6.3	2.7%		3.4	1.4%	2.9	84.1%
LOCAL Cash Fuel - Cost	10.7	4.5%		0.4	0.2%	10.3	2495.0%
HFO - NRCC, MAADEN	13.5	5.7%		25.1	10.0%	(11.6)	-46.1%
BASE OIL	12.7	5.4%		15.3	6.1%	(2.6)	-16.7%
FUEL OIL TOTAL	95.5	40.4%		97.8	41.4%	(2.3)	-2.3%
B. GRAINS							
BARLEY, CORN, SOYA	2.6	1.1%		11.9	4.8%	(9.3)	-78.2%
SOYA & CORN SUBCON	0.0			0.1	0.1%	(0.1)	-100.0%
WHEAT - GRAIN SILO	2.5	1.1%		27.5	11.0%	(24.9)	-90.7%
GRAINS TOTAL	5.2	2.2%		39.5	16.7%	(34.4)	-87.0%
C. CHEMICALS							
SABIC	21.8	9.2%		28.3	11.3%	(6.5)	-23.0%
NON-SABIC	34.8	14.7%		39.4	15.7%	(4.6)	-11.7%
CHEMICALS TOTAL	56.6	24.0%		67.7	28.7%	(11.1)	-16.4%
D. MWSPC - CHEMICALS							
MAADEN-MWSPC-MS	27.3	11.6%		0.0	0.0%	27.3	100.0%
MAADEN-MWSPC-MGA	16.0	6.8%		0.0	0.0%	16.0	100.0%
MWSPC TOTAL	43.3	18.3%		0.0	0.0%	43.3	100.0%
E. OTHERS - CEMENT	1.3	0.6%		9.7	3.9%	(8.3)	-86.2%
F. OTHERS - SATORP PET COKE	0.0	0.0%		8.4	3.3%	(8.4)	-100.0%
G. SUGAR BULK	11.6	4.9%		10.4	4.2%	1.2	11.6%
H. OTHERS + DOWN TIME	3.2	1.3%		9.0	3.6%	(5.8)	-64.8%
TOTAL SALES TRANSPORT	216.7	91.8%		242.4	96.8%	(38.8)	-16.0%
I. WAREHOUSING CONTRACTS	7.8	3.3%		3.9	1.6%	3.9	98.2%
J. LOGISTICS - MGOLD, SADARA	6.8	2.9%		4.1	1.6%	2.7	66.1%
K. LOGISTICS SERV.-SABIC PLF	4.9	2.1%		0.0	0.0%	4.9	100.0%
TOTAL SALES SUPPLY CHAIN	19.5	8.3%		8.0	3.4%	11.5	142.5%
GRAND TOTAL	236.2	100.0%		250.5	100.0%	(14.3)	-5.7%



SALES REVENUE 2017 - 2016



ALDREES PETROLEUM & TRANSPORT SERVICES COMPANY



TRUCKS & TRAILER SUMMARY

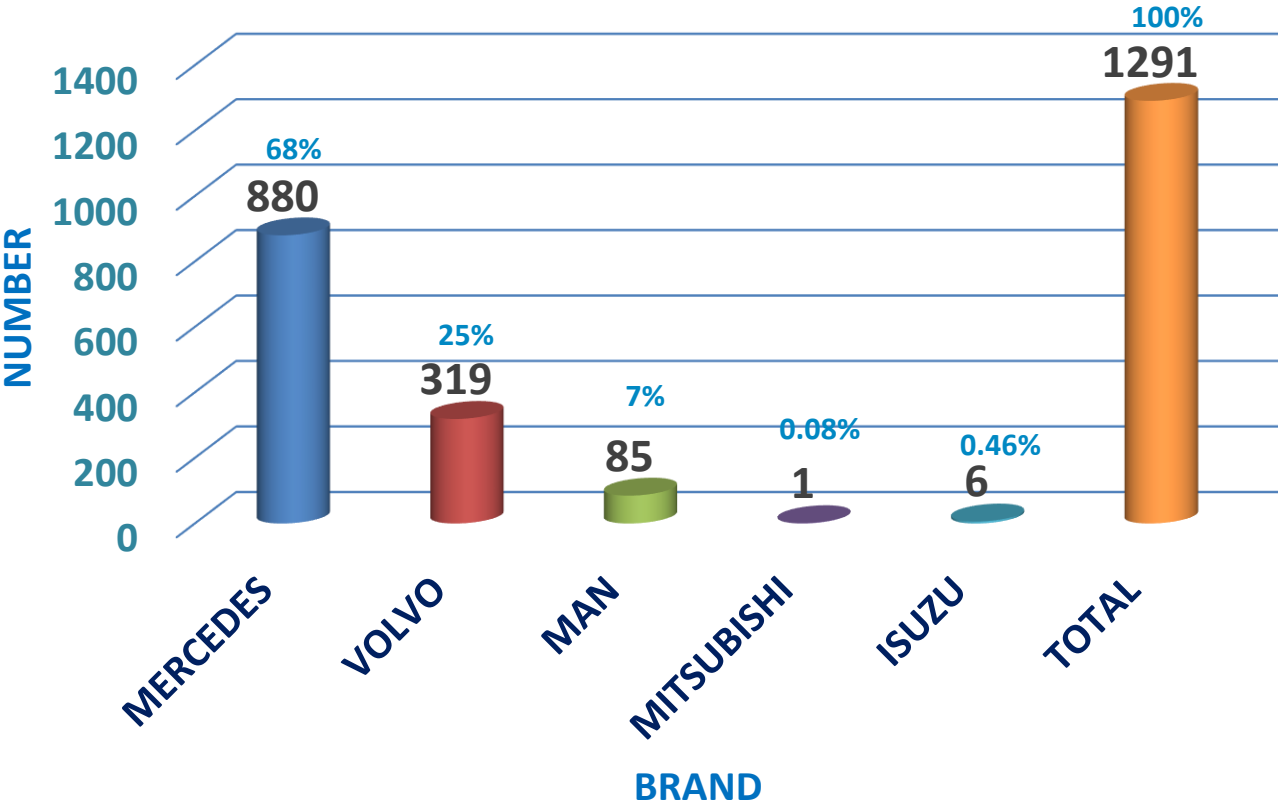
AS OF DEC. 31, 2017



TYPE	BRAND	OPENING	AS OF 31 DEC. 2017			%
		01 JAN. 2017	ADDITION	DELETION	BALANCE	
TRUCKS	MERCEDES	880	0	0	880	68.16%
	VOLVO	319	0	0	319	24.71%
	MAN	85	0	0	85	6.58%
FUEL TANKER	MITSUBISHI	1	0	0	1	0.08%
	ISUZU	0	6	0	6	0.46%
TOTAL TRUCKS		1,285	6	0	1,291	100.00%
TOTAL TRAILERS		2,204	204	(22)	2,386	
GRAND TOTAL FLEETS		3,489	210	(22)	3,677	

TRANSPORT FLEET ANALYSIS AS OF 31 DEC. 2017

Trucks per Brand



TRANSPORT FLEET ANALYSIS

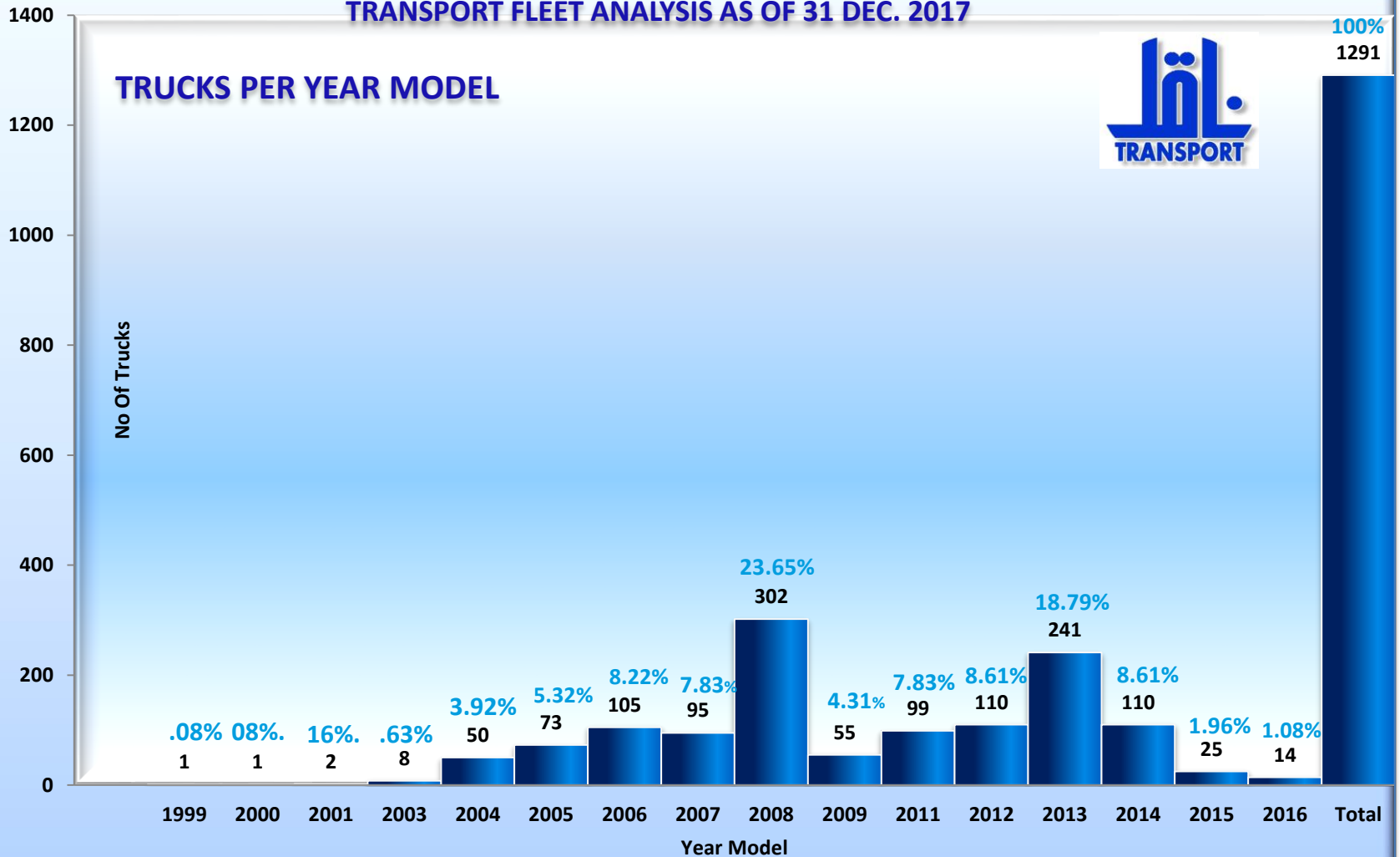
AS OF 31 DEC. 2017



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			50	0	50
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
TOTAL	85	7	880	319	1,291
BRAND %	6.58%	0.54%	68.16%	24.71%	100%

TRANSPORT FLEET ANALYSIS AS OF 31 DEC. 2017

TRUCKS PER YEAR MODEL





ALDREES—BERTSCHI LOGISTICS SERVICES CO.
(JOINT VENTURE)



LOGISTICS DIVISION - JV

31 Dec. 2017
Financial Report

DESCRIPTION	YTD 2017	YTD 2016	Variance
REVENUES	9,077,914	4,940,089	4,137,825
COST OF REVENUES	4,675,600	2,014,226	2,661,374
GROSS PROFIT/(LOSS)	4,402,314	2,925,863	1,476,451
<i>GROSS PROFIT %</i>	<i>48.49%</i>	<i>59.23%</i>	
SELLING AND DISTRIBUTION EXP.	0	0	0
GENERAL AND ADMN. EXP.	3,283,585	285,035	2,998,550
OPERATING INCOME	1,118,729	2,640,828	(1,522,099)
<i>OPERATING INCOME %</i>	<i>12.32%</i>	<i>53.46%</i>	
FINANCIAL CHARGES	3,733	16,729.64	(12,997)
TOTAL OTHER INCOME, NET	0	0	0
INCOME(LOSS) BEFORE ZAKAT	1,114,996	2,624,098	(1,509,102)
ZAKAT	180,942	79,529	101,413
NET INCOME/(LOSS)	934,054	2,544,569	(1,610,515)
<i>NET INCOME %</i>	<i>10.29%</i>	<i>51.51%</i>	
ALDREES SHARE NET INCOME NET OF ZAKAT	488,915	1,322,737	(833,822)
BERTSCHI SHARE NET INCOME NET OF ZAKAT	445,139	1,221,832	(776,693)



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End of Report
Update as of
31 Dec. 2017