

COMPANY Presentation FY2021

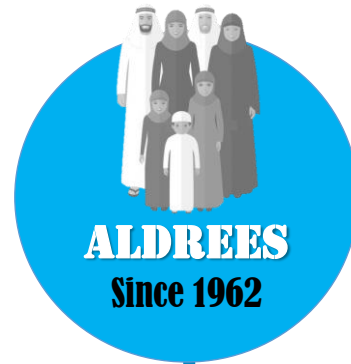


ALDREES PETROLEUM & TRANSPORT SERVICES CO.



with you
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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



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



6049
Employees



60
years

2547
Trailers
1265
Tractor
Heads



640
Gas Stations



9.13 Billion
FY2021
Revenue



191K Tons per week



WHAT WE ARE NOW

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

- **3812** fleet strength of various types of trucks and trailers as of Dec. 31, 2021
(**1265** tractor heads & **2547** 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

- **640** Petrol Stations as of Dec. 31, 2021
- **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

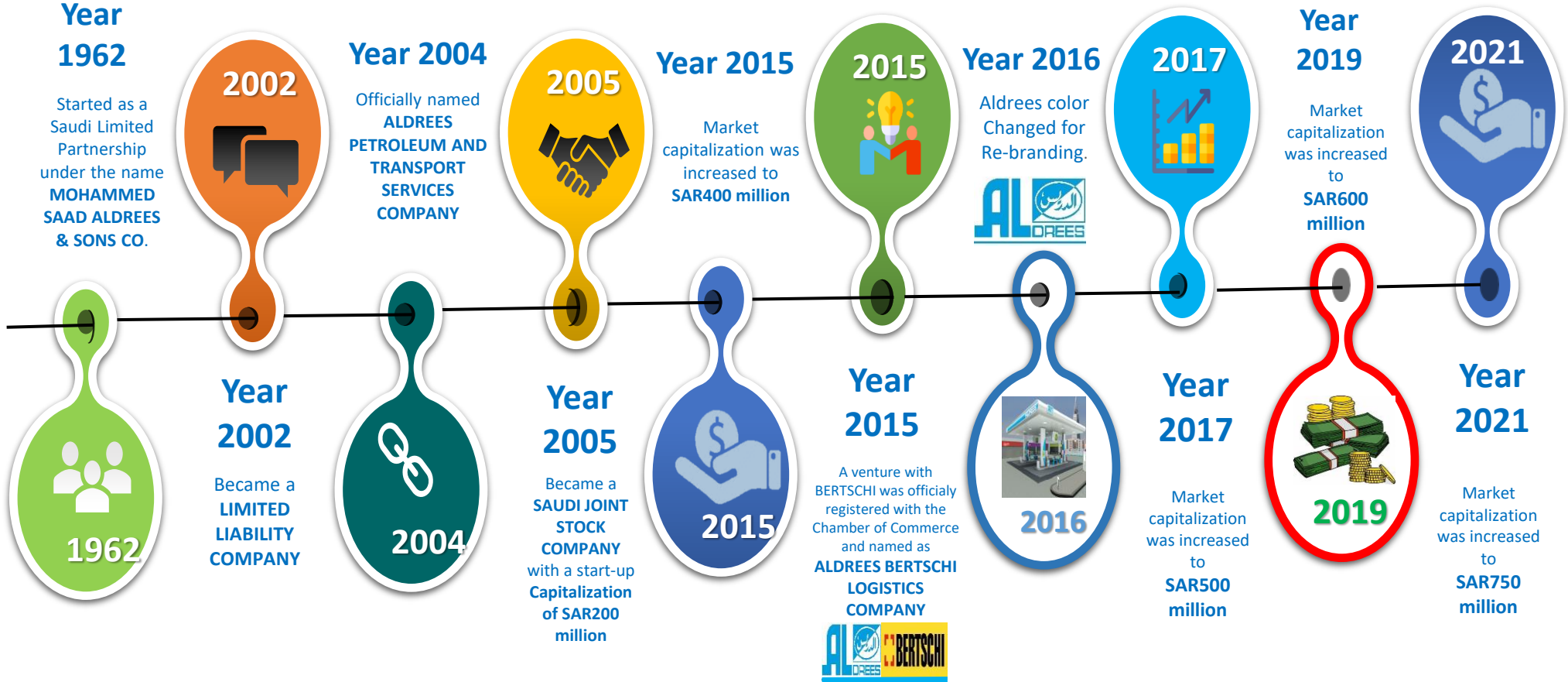


ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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 31 Dec. 2021

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



Petrol Division

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Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2021 versus 2020

FOR Fiscal Year ended 31 DECEMBER

Number of Employees	3,793	3525	268	7.60%	2256	2227	29	1.30%	6049	5752	297	5.16%
Number of Stations	640	544	96	17.65%			0	0.00%	640	544	96	17.65%
Number of Trucks	0	0	0	0.00%	1265	1250	15	1.20%	1265	1250	15	1.20%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	FY 2021		FY 2020		VARIANCE		FY 2021		FY 2020		VARIANCE		FY 2021	ELIMINATION	FY 2021		FY 2020		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	8,865,332	100%	4,767,538	100%	4,097,794	86.0%	350,844	100%	294,545	100%	56,298	19%	9,216,175	(106,561)	9,109,615	100%	4,974,081	100%	4,135,534	83.1%
TOTAL COST OF SALES	8,502,339	95.9%	4,504,534	94.5%	3,997,805	88.8%	262,393	74.8%	231,779	78.7%	30,614	13.2%	8,764,733	(106,561)	8,658,172	95.0%	4,648,312	93.5%	4,009,861	86.3%
GROSS PROFIT/(LOSS)	362,992	4.1%	263,004	5.5%	99,989	38.0%	88,450	25.2%	62,766	21.3%	25,684	40.9%	451,443		451,443	5.0%	325,770	6.5%	125,673	38.6%
EXPENSES																				
SALES PROMOTION EXPENSES	2,940	0.03%	2,140	0.04%	800	37.4%	1,957	0.56%	1,168	0.40%	789	67.6%	4,896		4,896	0.05%	3,308	0.07%	1,589	48.03%
TOTAL GEN. & ADMIN. EXPENSES	112,542	1.3%	85,525	1.8%	27,017	31.6%	50,648	14.4%	48,592	16.5%	2,055	4.2%	163,189		163,189	1.79%	134,117	2.70%	29,072	21.68%
TOTAL S,G&A EXPENSES	115,481	1.3%	87,665	1.8%	27,817	31.7%	52,605	15.0%	49,760	16.9%	2,844	5.7%	168,086		168,086	1.85%	137,425	2.76%	30,661	22.31%
OPERATING INCOME	247,511	2.79%	175,339	3.68%	72,172	41.2%	35,846	10.2%	13,006	4.4%	22,840	176%	283,357		283,357	3.11%	188,345	3.79%	95,012	50.45%
FINANCIAL CHARGES	102,561	1.2%	77,454	1.6%	25,108	32.4%	3,468	0.99%	6,795	2.31%	(3,327)	-48.96%	106,029		106,029	1.16%	84,249	1.69%	21,781	25.85%
OTHER INCOMES	928	0.01%	18,570	0.39%	(17,642)	-95.00%	68	0.02%	272	0.09%	(203)	-74.84%	996		996	0.01%	18,842	0.38%	(17,846)	-94.71%
SHARE OF PROFIT/(LOSS) ON INVESTMENTS	450	0.01%	(1,104)	-0.02%	1,553	-140.77%	3,912	1.11%	4,495	1.53%	(583)	-12.98%	4,361		4,361	0.05%	3,391	0.07%	970	28.60%
NET PROFIT/(LOSS) BEFORE ZAKAT	146,328	1.7%	115,352	2.4%	30,975	26.9%	36,357	10.36%	10,977	3.73%	25,380	231.20%	182,685		182,685	2.01%	126,330	2.54%	56,355	44.61%
ZAKAT	5,255	0.06%	4,620	0.10%	635	13.74%	625	0.18%	627	0.21%	(2)	-0.27%	5,880		5,880	0.06%	5,247	0.11%	633	12.07%
NET PROFIT/(LOSS)	141,073	1.59%	110,732	2.32%	30,340	27.40%	35,732	10.18%	10,351	3.51%	25,382	245.22%	176,805		176,805	1.94%	121,083	2.43%	55,722	46.02%

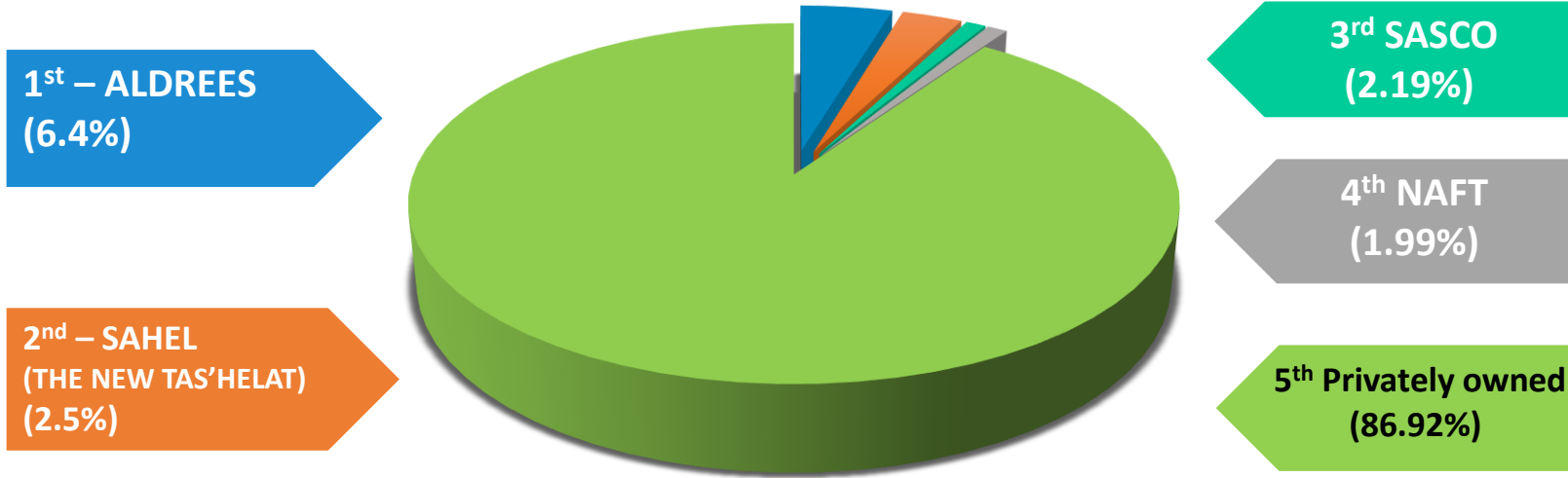
Total Number of Stations as of 31 Dec. 2021

2021	2020
640	544

Infographics of Gas Stations Kingdom wide (KSA)



Stations All Over KSA 10,000 stations



Notes:

An estimated of 10,000 Service Stations in KSA. ALDREES has the greatest number of Service Stations (6.40%) followed by SAHEL – The New Tas'helat at (2.50%), SASCO (2.19%) & NAFT (1.99%) and 86.92% is privately owned (among small players).

Fuel sales & cost rates (in Riyals) by Liter (With VAT)



Fuel Type	Adjusted Rates								
	Effective 11 Oct. 2021			Effective 11 Nov. 2021			Effective 11 Dec. 2021		
	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin
<i>Petrol 91</i>	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15
<i>Petrol 95</i>	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	0.47	0.52	0.05

Notes:

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 DEC. 31 2021 vs 2020



DESCRIPTION	(AMOUNT IN MILLIONS SAR)					
	YTD 2021		YTD 2020		VARIANCE	
	AMOUNT	%	AMOUNT	%	AMOUNT	%
FUEL TOTAL	118.1	33.7%	84.8	28.8%	33.3	39.3%
GRAINS AND OTHERS TOTAL	64.2	18.3%	16.6	5.6%	47.6	287.4%
CHEMICALS TOTAL	94.1	26.8%	114.4	38.9%	-20.3	-17.7%
UNITED BULK SUGARS / OTHERS	8.9	2.5%	7.5	2.5%	1.5	19.6%
TRANSPORTATION OPERATION TOTAL	285.4	81.3%	223.3	75.8%	62.1	27.8%
SUPPLY CHAIN OPERATIONS	65.4	18.7%	71.2	23.7%	-10.7	-15.0%
SALES REVENUE TOTAL	350.8	100.0%	294.5	99.5%	56.3	19.1%

Total Number of Tractor Heads & Trailers as of 31 Dec. 2021



DESCRIPTION	2021	2020
TRACTOR HEADS	1265	1250
TRAILERS	2547	2444

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

INCOME STATEMENT - YEAR END 31-DECEMBER-2021 VS 2020

		YTD 2021		YTD 2020		YTD Variance	
		Amount	Ratio	Amount	Ratio	Amount	Var %
REVENUES	1	20,950,959	100	20,603,449	100	347,510	2
COST OF REVENUES	2	9,994,192	48	9,347,514	45	646,678	7
GROSS PROFIT/(LOSS)		10,956,766	52	11,255,935	55	(299,168)	(3)
SELLING AND DISTRIBUTION EXPENSES	3	0	0	500	0	(500)	(100)
GENERAL AND ADMINISTRATIVE EXPENSES	4	2,677,864	13	1,794,528	9	883,336	49
OPERATING INCOME		8,278,903	40	9,460,907	46	(1,182,004)	(12)
FINANCIAL CHARGES		165,845	1	3,395	0	162,450	4,785
OTHER INCOME, NET	5	0	0	51,144	0	(51,144)	(100)
TOTAL OTHER INCOME, NET		0	0	51,144	0	(51,144)	(100)
INCOME(LOSS) BEFORE ZAKAT		8,113,058	39	9,508,656	46	(1,395,599)	(15)
ZAKAT		956,306	0	1,130,652	5	(1,130,652)	(100)
NET INCOME/(LOSS)		7,156,752	39	8,378,004	41	(1,221,253)	-14.58%
SHARE OF NET INCOME/(LOSS) FOR ALDREES		3,911,529		4,527,062		(615,533)	-13.60%



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End of Report
Update as of
31 Dec. 2021