



Conference Call Q2'22

 28/07/2022

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GWC H1 – 2022 Net profit at QAR 115 Mil

Gross Revenue

QAR Million

719

2021 | ^{QAR Million} 625

15% Increase
compared to
Previous Year



Net Profit

QAR Million

115

2021 | ^{QAR Million} 108

6% Increase
compared to
Previous Year



EPS

in QAR per share

0.20

2021 | 0.18

11% Increase
compared to
Previous Year



Q2'2022 Key Highlights

Revenue & Profits:

- Revenue @ QAR 719 Mil during 1H22 against QAR 625 Mil during 1H21
- Net Profit @ QAR 115 Mil during 1H22 against QAR 108 Mil during 1H21

Operations Update:

- Freight: Increased volume trades for Freight (sea 22%, Air 19%) in comparison to H1'21
- Contract Logistics: Higher Revenue increased by 12% and thrupt increased by 15% during Q2-2022 compared to Q1-21
- UPS: Overall Shipment count reduced by 2% during H1-2022
- Logistic Parks: overall occupancy ~88%
 - Al Wukair: Operational and occupancy @ 94%
- Al Wukair Phase 2 Construction Started

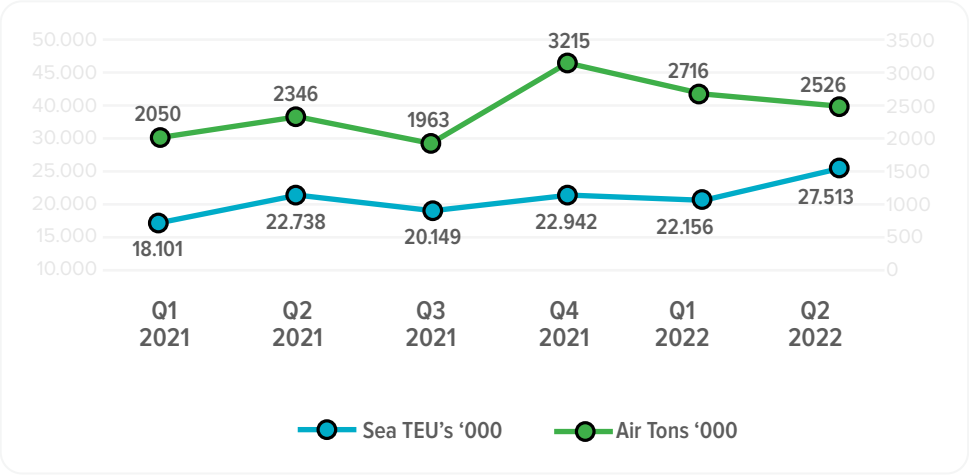




Division wise Highlights

Freight Forwarding

		Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Sea	TEU'S '000	18.101	22.738	20.149	22.942	22.156	27.513
Air	TONS '000	2050	2346	1963	3215	2716	2526



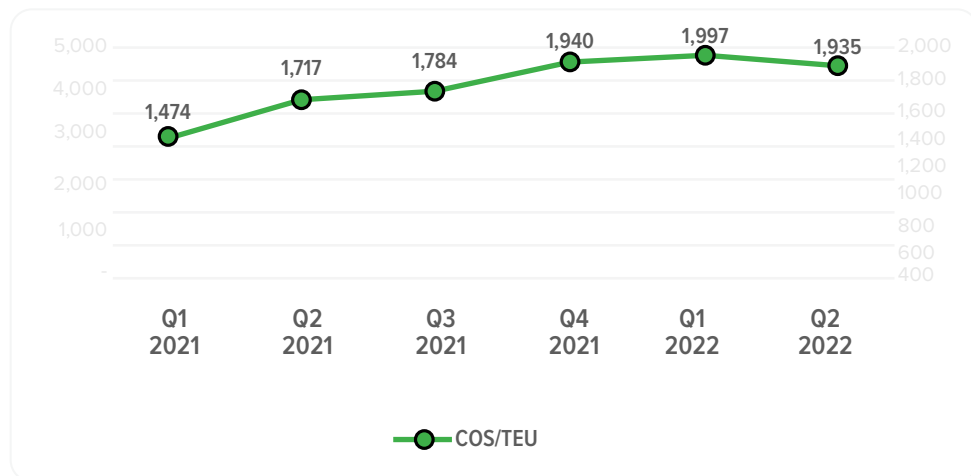
Q2 2022

- Sea Freight Volume in H1-22 Increased by 22% compared to previous year
- Air Freight Volume in H1-22 increased by 19% compared to previous year



Figures in QAR

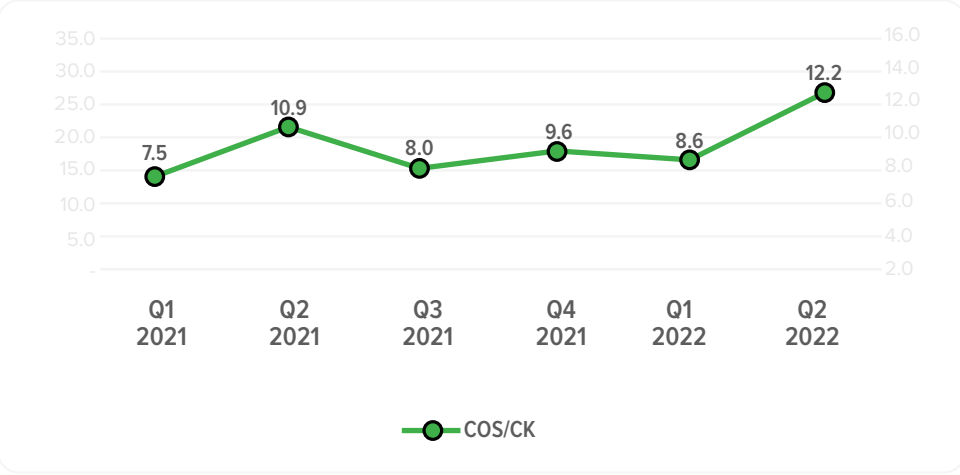
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
COS/TEU	1,474	1,711	1,784	1,940	1,997	1,935
TEU	18101	22738	20149	22942	22156	27513



Air Freight

Figures in QAR

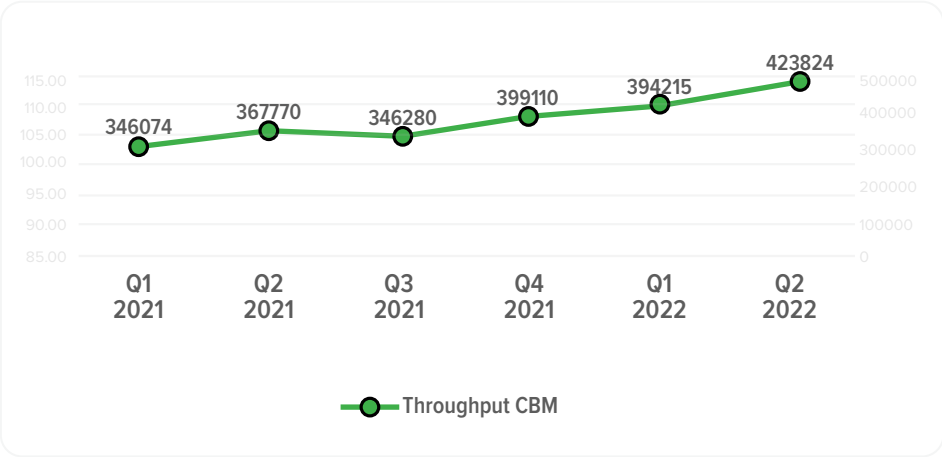
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
COS/CK	7.5	10.9	8.0	9.6	8.6	12.2
CK	2049960	2345647	1963380	3214610	2715777	2526476



Contract Logistics

Figures in QAR Million

Contract Logistics	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Gross Revenue	95.66	100.47	103.44	103.79	107.11	111.97
Throughput CBM	346074	367770	346280	399110	394215	423824



Q2 2022

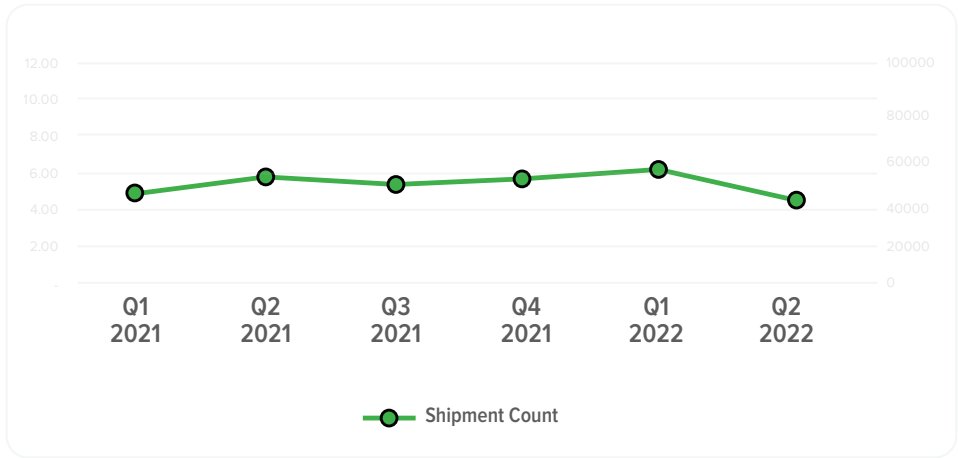
- Throughput increased by 15% as compared to H1-2021



UPS

Figures in QAR Million

UPS	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Shipment Count	45060	50999	48498	49272	52139	41976



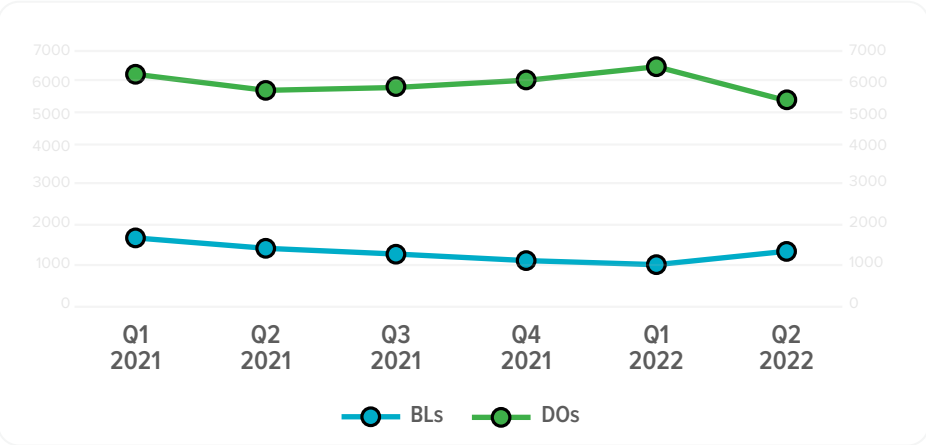
Q2 2022 :

- Overall Shipment count reduced by 2%



Shipping

Shipping	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
BLs	1950	1609	1233	1009	1003	1293
DOs	6190	5883	5803	5924	6242	5765



Q2 2022 :

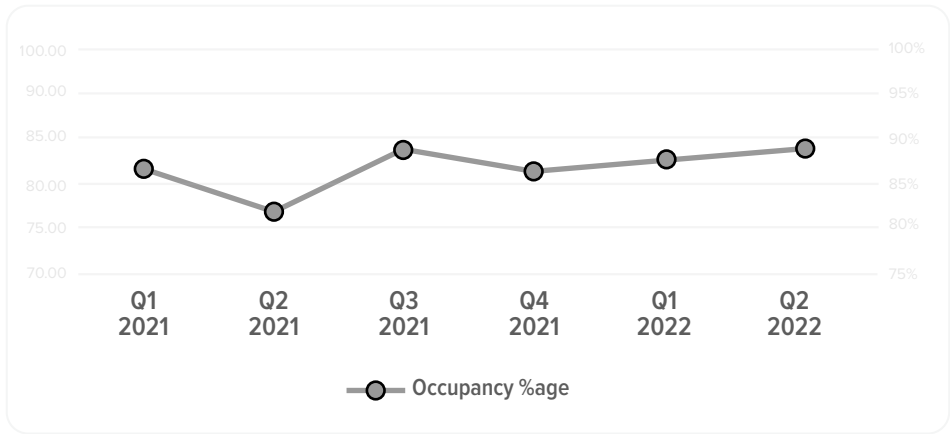
- BL count reduced by 35% , DO Count reduced by 1%



Logistics Hubs

Figures in QAR Million

Logistics Park	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Occupancy %age	86%	83%	88%	86%	87%	88%



Q2 2022 :

- Facility occupancy in H1-2022 was 88% (87% for Q2-2021)



Financials – Q2'2022

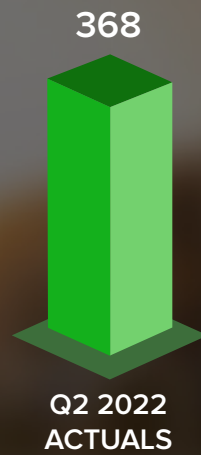
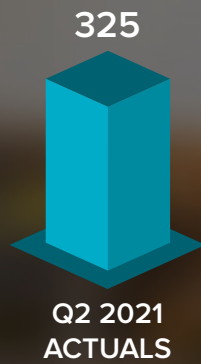
(Figures in QAR Million)



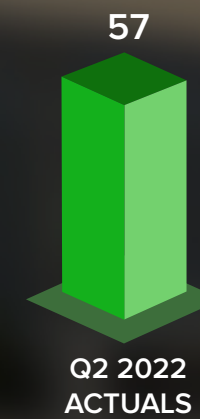
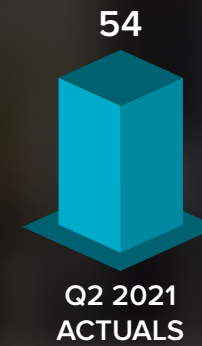
FIFA WORLD CUP
Qatar 2022

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Revenue



Net Profit



6%



Revenues 2022... 13% growth from 2021
Net profits 2022 ... +ve 6% Vs 2021

Financials – 1H'2022

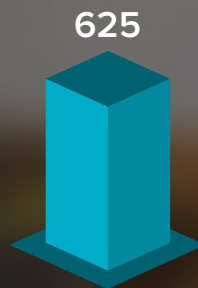
(Figures in QAR Million)



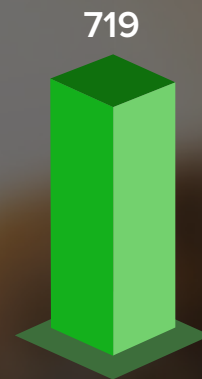
FIFA WORLD CUP
Qatar 2022

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Revenue



H1 2021
ACTUALS

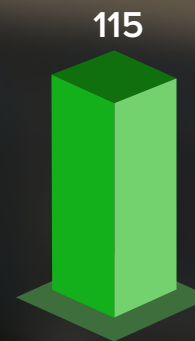


H1 2022
ACTUALS

Net Profit



H1 2021
ACTUALS



H1 2022
ACTUALS

6%



Revenues 2022... 15% growth from 2021
Net profits 2022 ... +ve 6% Vs 2021

Financial Ratios 2022

(Figures in QAR Million)



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Qatar 2022

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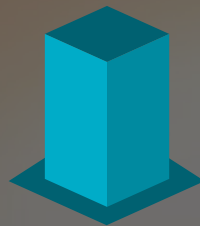
Current Ratio



1.07



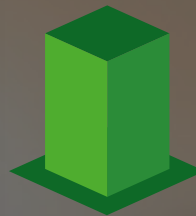
1.12



Working Capital (QR Mil)



58



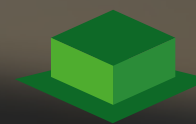
90



Equity / Assets



0.48



0.48



EBITDA (QR Mil)



172



166



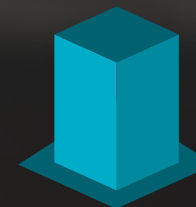
Net Debt / EBITDA (EBITDA Annualised)



2.47



2.47



2022
ACTUAL



2021
ACTUAL

Financial Position 2022 – B/S

(Figures in QAR Million)

	Q1'22	Q4'21	COMMENTS
Fixed assets	2,493	2,540	
Other non-current assets	1,077	963	
Total non - current assets	3,570	3,503	
Current assets	864	838	Much lower cash position in Bank in comparison to Q4'21, but higher receivables & pre-payments
Total assets	4,434	4,341	
		-	
Equity	2,130	2,083	
Long term loans	1,249	1,234	Repayment of loans offset by the new working capital facility in Q4'21
Short term loans	449	409	
Trade and payables	341	324	
Lease liability	16	15	
Other liabilities	249	276	
Total liability + equity	4,434	4,341	

Income statement H1 – 2022

(Figures in QAR Million)



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Qatar 2022

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	1H'2022	1H'2021
Gross revenue	719	624
Cost of revenue	513	428
Gross profit	206	196
GP margin	29%	31%
SG&A	61	54
Finance cost	24	30
Net profit	115	108
Net profit margin	16%	17%



Lower GP margin, However, higher GP value and lower Finance ... +ve 6% net profit Vs 2021

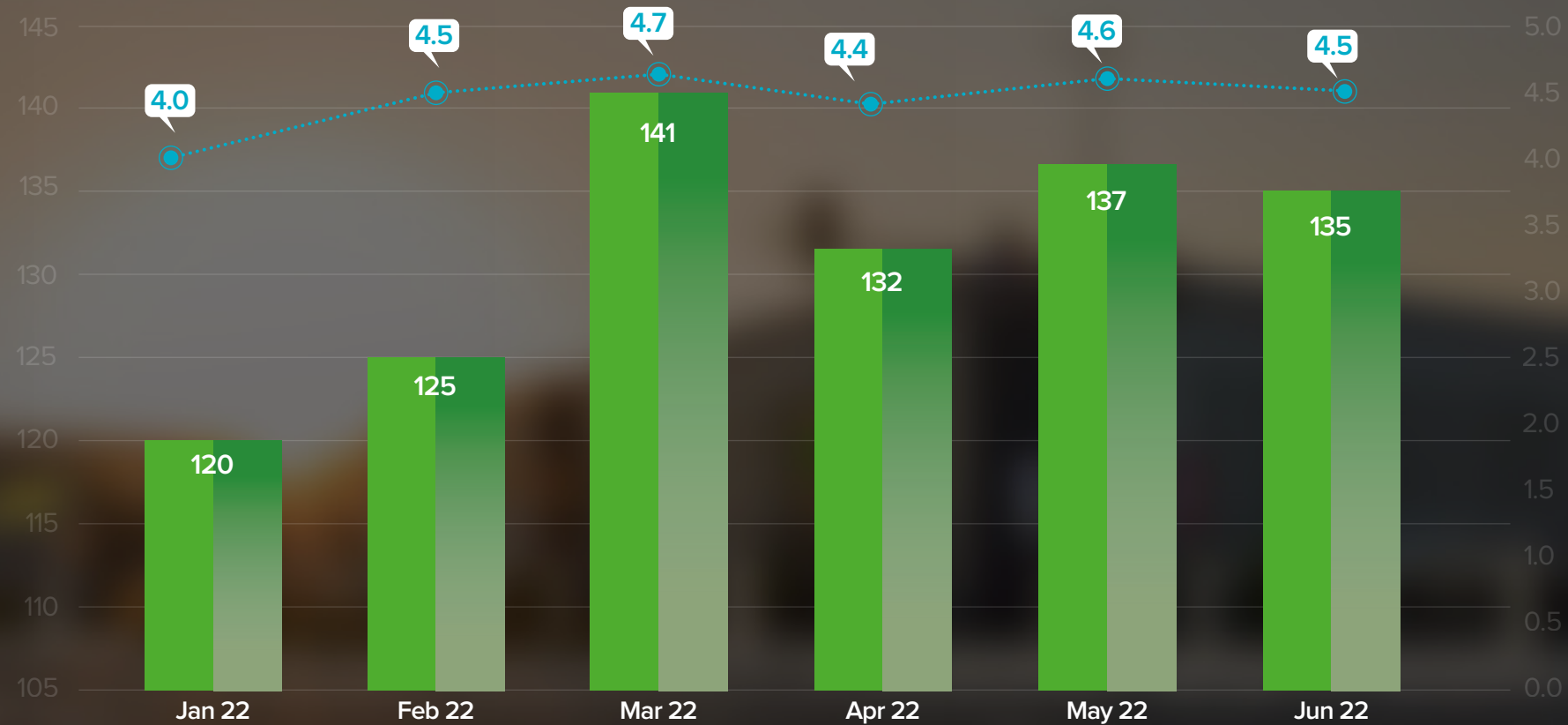
Collections Trend 2022

(Figures in QAR Million)



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Qatar 2022

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Total Collection



Avg Collect / Day

Cash Flows 2022

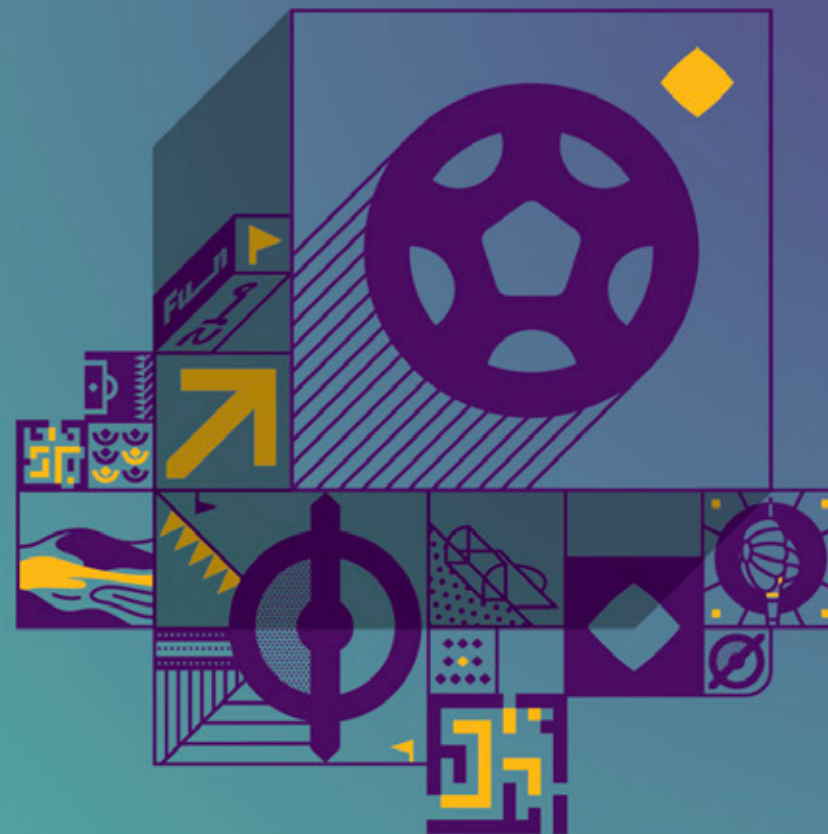
(Figures in QAR Million)

	2022	2021
Profit for the period	121	112
Depreciation & PPE	234	230
Inventories	(2)	(1)
Changes - receivables	(146)	(66)
Changes - payables	(7)	4
Changes - other current assets	-	-
Lease concessions related to COVID-19	-	(3)
Employees end of service & tax	(4)	(4)
Net cash from operations	75	160
Capex	(4)	(42)
Interest received	0	1
Payments towards WIP	(137)	(223)
Free cash flow	(75)	25
Loan payments & proceeds	55	77
Lease liability	(12)	(4)
Interest payments	(29)	(35)
Dividends	(59)	(59)
Net cash increase / decrease	(116)	5
Beginning cash	209	108
Ending cash	93	113



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Thank you



ISO 9001:2015 | ISO 14001:2015 | ISO 45001:2018 | ISO 22000:2018 | ISO/IEC 27001:2013 | ISO 28000:2007