



# UNITRANS

الشركة المتحدة الدولية للمواصلات  
UNITED INTERNATIONAL TRANSPORTATION COMPANY

 **Budget®**  
Saudi Arabia



# Investor Presentation

Financial results YTD 2022 & Outlook 2023

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# Management Profile



**Fawaz Abdullah Danish**  
President & Group CEO



**Dr. Ravish Mohammed Tatli**  
Group CFO



**Imran Khan**  
Director of Operations



**Rayan Meshal Mandhour**  
Director of Corporate  
Affairs



**Saif Saleh Abu Helayel**  
Director of Human  
Resources & Organizational  
Development



**Anil Mathew Abraham**  
Director of Sales &  
Marketing



# UNITRANS - At a glance

## Established

1978 as Universal Car Rental Co. - 45 years young co. with proven track record

## 1st Listed Co. - Car Rental

Listed in 2007 with a paid up capital of SR. 183/- Million

## Paid-up Capital

SR. 711 Million

## Market Capitalization

SR. 4.3 Billion

as of April 2023

## Franchisee

BudgetSaudi is the largest franchisee of "Budget International" in the middle east, South-East Asia & Africa

## Fleet Strength

Operates a combined fleet of over 32750+ vehicles in Saudi Arabia

## Team

1350+ talented multi cultural & diverse team with high retention

## Infrastructure

Owns & Operates largest maintenance network across Kingdom with a space of more than 1 million sq. ft.

Budget Rent a car has Global footprint in 126 countries & over 3200+ locations worldwide



# Scale of Operations



**90+**

Rental Locations



**13**

Airport Locations



**4**

Haramain Train Locations



**4**

Used Car Sales Showroom



**14**

Maintenance Centres



**75+**

Mobile Mechanics



**8**

In-house Transportation  
Desks at 5-Star Hotels



# Field of Operations



**Corporate / Retail  
Short-term Vehicle Rental**



**Corporate  
Long-term Vehicle Lease**



**Premier Limousine  
Service**



**Trucking & Logistics  
Services**



**Sale of Used Cars**



# Strength of BudgetSaudi



## Expertise

Large Fleet Management

Customized Fleet  
Solutions

Highly Adaptable to  
ScalingUp



## Infrastructure

Maintenance Facility in  
Every Major City

24x7 Customer Care  
Centres

Wide Network Covering  
Entire Kingdom



## Team

Highly Experienced  
& Trained Team

Multicultural  
& Diverse

Long Retention  
Including The Leadership



# Milestones





# Revenue Streams

## Short-term Rental

**2022: SR. 262.3 Million**

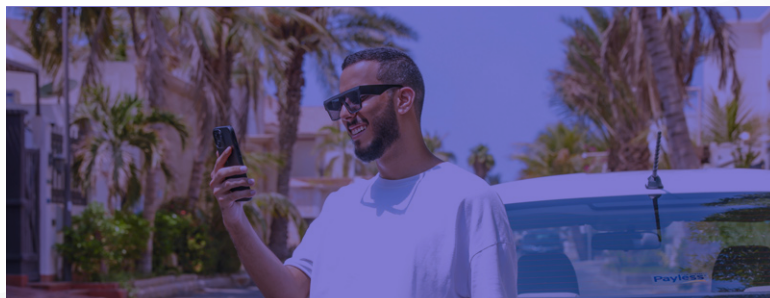
32% up YoY | 25% of Overall Revenue



## Long-term Rental

**2022: SR. 493.93 Million**

8% up YoY | 47% of Overall Revenue



## Sale of Used Cars

**2022: SR. 268.93 Million**

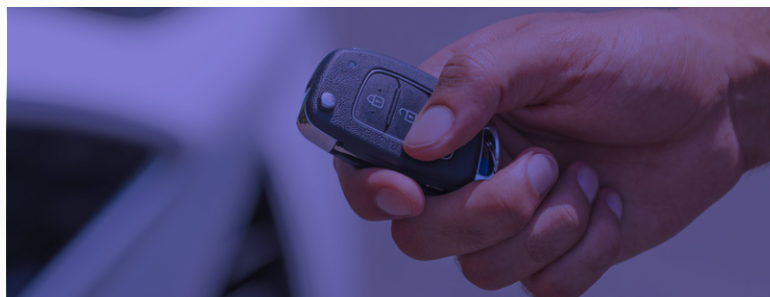
2022: 21% down YoY | 25% of Overall Revenue



## Other Income

**2022: SR. 31.41 Million**

56% up YoY | 3% of Overall Revenue



# Business Model



## Vehicles

Careful selection of vehicles - low maintenance, better resale and reliable

Customer preference based fleet induction

Strategic Fleet Management - Young age / timely fleetting & de-fleetting

Scientific & logical approach based on 45+ years of business data



## Customized Solutions

Understands the clients business needs

Provides a comprehensive fleet solutions

Works as a supplier-partner with clients

Enjoys highest retention of clients across all industries



## Talents & Infrastructure

20+ Highly experienced Corporate Sales Team

Large network of after sales support team spread across the Kingdom

On Site exclusive teams for time critical turn around projects

14 full fledged, owned & self operated Maintenance Facility and partner facilities



# Key growth drivers

## Short Term Rental

○ Tourism boost

○ Active projects in Kingdom

○ Local traffic

## Long Term Rental

○ KSA is poised to become a Logistical hub - demand for commercial vehicles is high

○ Demand from projects & Business Houses

○ Strong customer base with good partnership in providing seamless services

## Used Car Sales

○ Our used car product is unique in the market - less mileage and low age cars

○ Fully maintained quality used cars at affordable prices

○ Highly preferred in the used car market due to quality and affordability

# Key Numbers

## Utilization

Rental

+ 65%

Lease

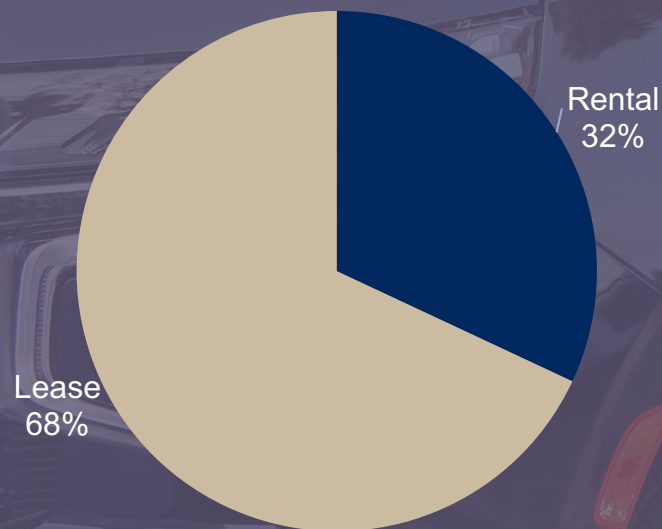
+ 90%

## Average Age of Fleet

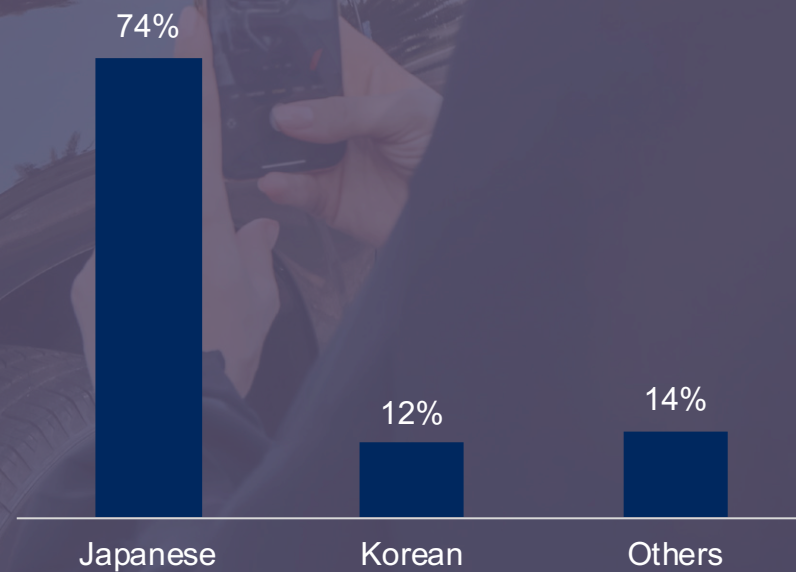
10 Months  
Rental

21 Months  
Lease

## Fleet Composition



## Vehicle Make & Contribution in Fleet





# Fleet

## Fleet Movement

Opening

Additions

Deletions

Closing

2022

26029

12633

5905

32757

2021

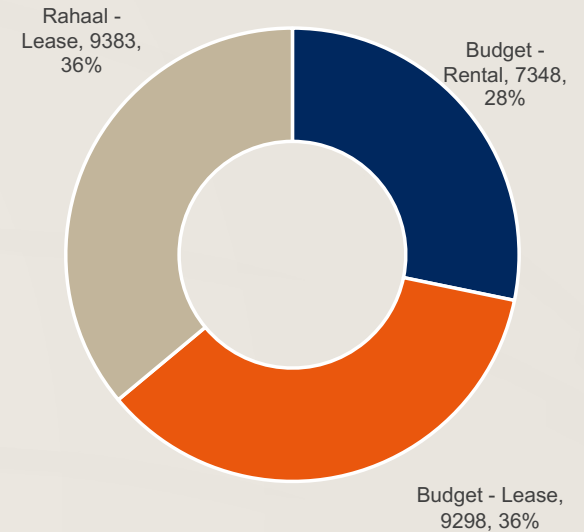
26322

8418

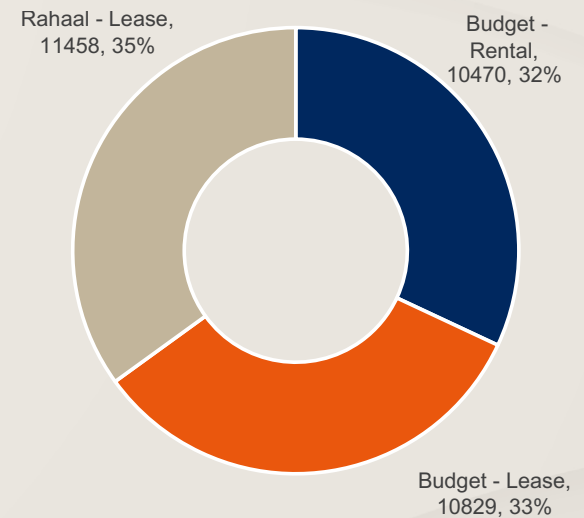
8711

26029

2021



2022



## Fleet Trend



Y - 2013 Y - 2014 Y - 2015 Y - 2016 Y - 2017 Y - 2018 Y - 2019 Y - 2020 Y - 2021 Y - 2022





# Journey since IPO 2007





# JOURNEY SINCE IPO 2007 SAR Millions





# Market Cap

	SR. in Million	Year
IPO	952	2007
Highest	4666.5	2008
Lowest	1300	2012
Current	3800+	2022



# Fleet Position

**IPO 2007**

12566

**2021 Closing**

26029

**2022 Closing**

32757





A woman wearing a black hijab and large black sunglasses is smiling while driving a car. She is holding the steering wheel with both hands. The car's interior is visible, including the dashboard, a central infotainment screen, and a rearview mirror. The image has a blue tint overlay. The text "Operations at a glance" is written in white, bold, sans-serif font in the center of the image.

**Operations  
at a glance**



# Short Term Rental

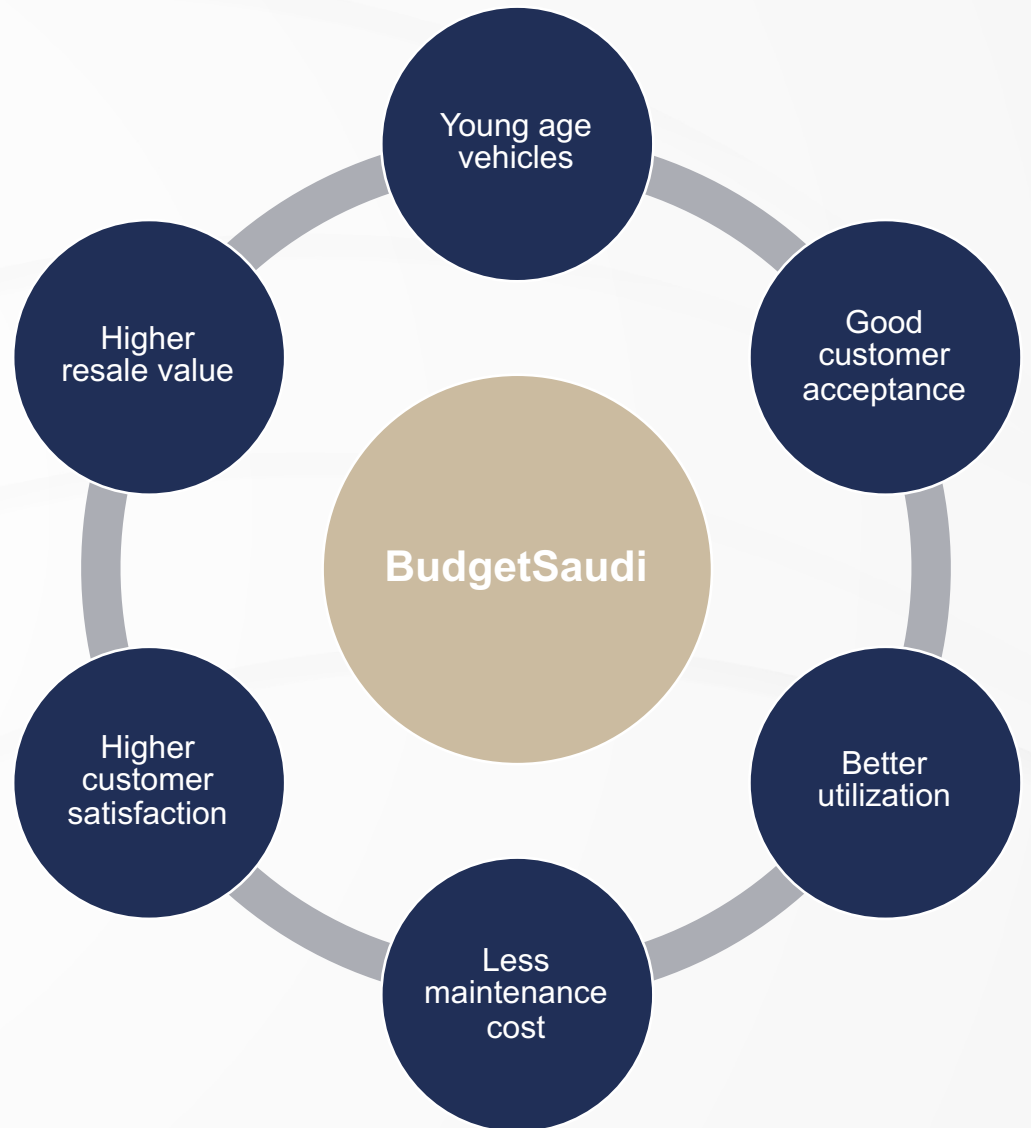


**Average Fleet Age: 10 months**

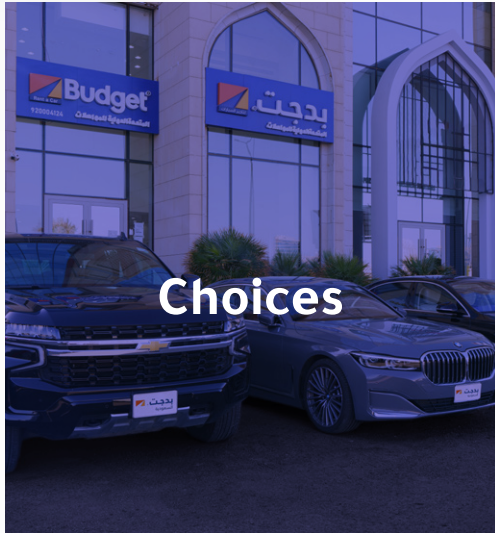
**Average Utilization: 65%**

**Rental Transactions are  
Up By 29% in 2022**

**New Rental Customers Enrolled  
in 2022 is up by 28%**

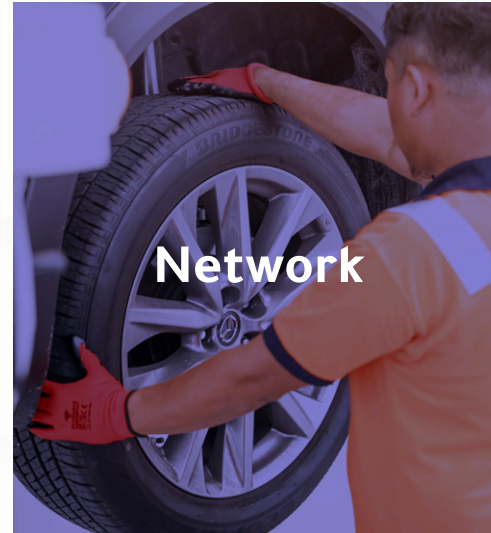


# Short Term Rental



## Choices

- Wide variety of vehicles
- Economy to Super Luxury
- Commercial vehicles from pickups, vans to trucks & trailers
- Rent a Car with & without driver
- Premier Limousine Services



## Network

- Large network of Rental Customer Care Locations
- Door delivery service of Car Rental at all major cities
- Pickup and drop-off at any rental locations
- 24X7 Operations at major cities
- Toll free 24X7 - 365 days Roadside assistance throughout the Kingdom



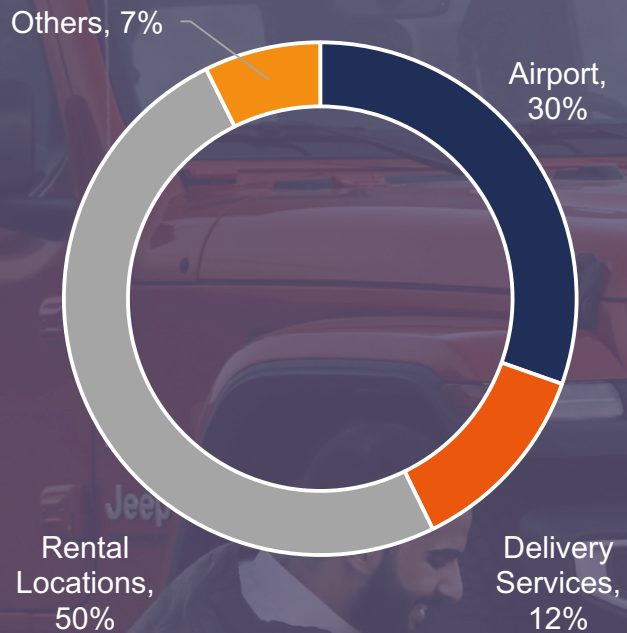
## More Options

- Special needs vehicles
- Complete Damage Waiver
- Cross-border rentals & reservations

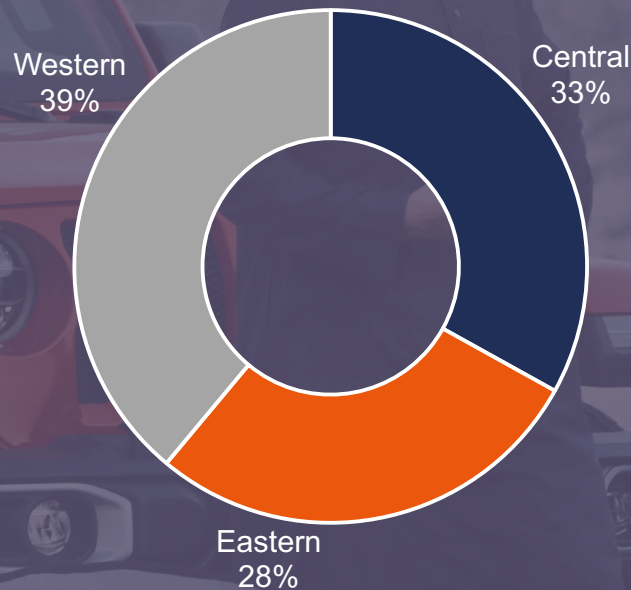


# Revenue 2022

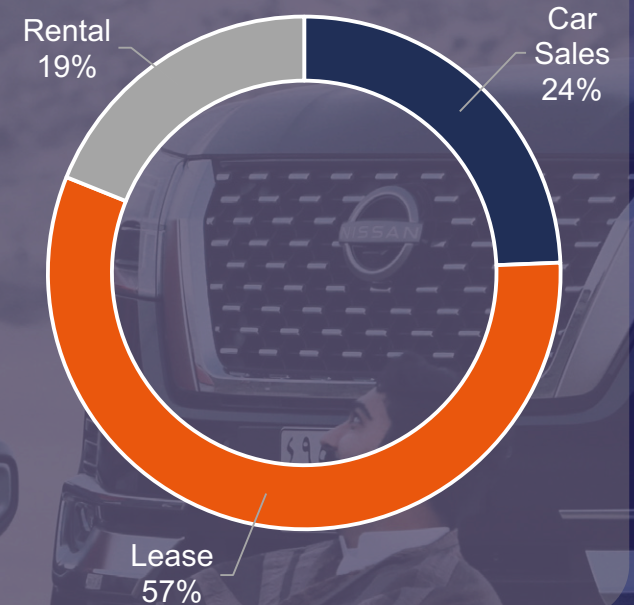
## Rental Revenue Split



## Revenue Split Region wise



## Revenue Stream Split



# Long-term Rental

Long-term lease of vehicles to Corporates

Wide variety of vehicles choice

Expert in providing customized vehicles to clients based on their business needs

Flexible Lease contract duration from 12 months to 48 months - Commercial vehicles up to 60 months

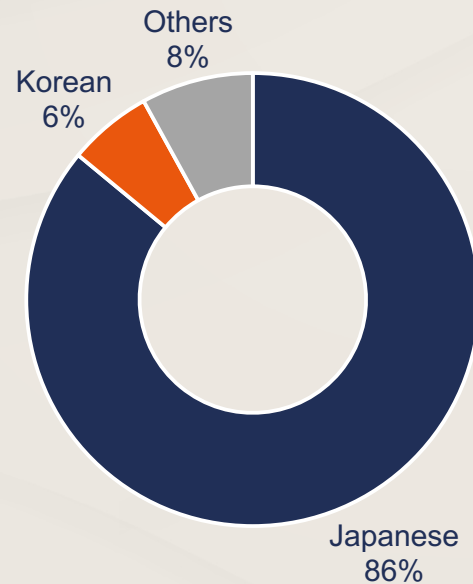
Serves all clients across all industry verticals and no reservations

Highest retention of Corporate clients

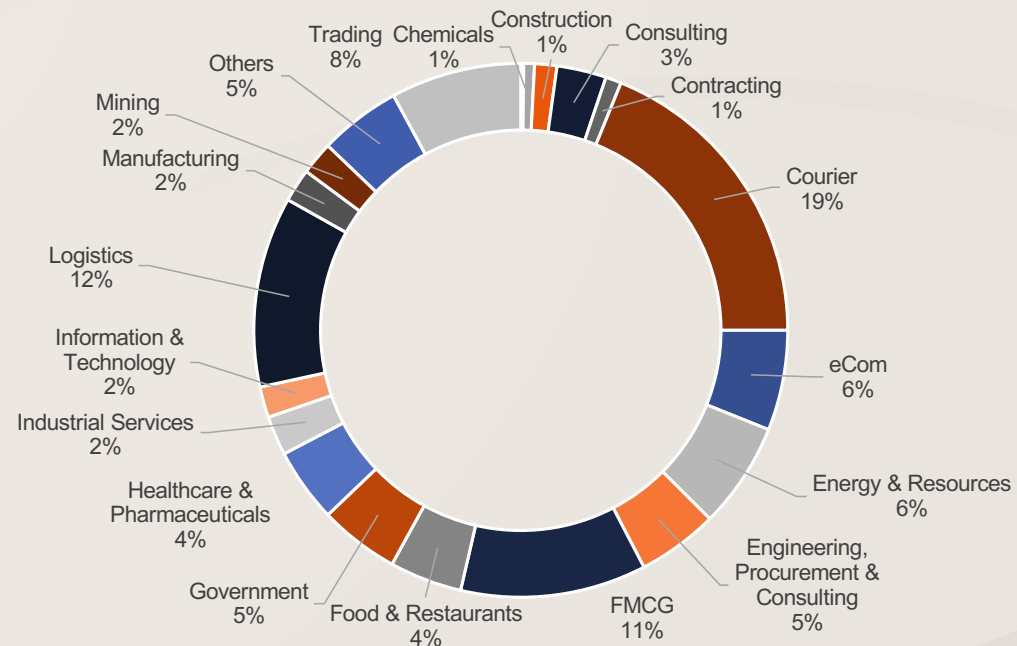
Aftersales Support is the backbone of Lease Operations

On site team for major clients ensures timely services

Lease Fleet - Make wise



Lease Customer Fleet break up by Industry





# Used Car Sales

## Points of Sales

Online Bidding  
System

Car Sale  
Showrooms

Online Car Sale  
Portals

Sale of Unique  
quality used  
cars

Fully  
maintained and  
quality assured

Short-term  
rental vehicles  
are sold from 18  
months

Long-term  
rental vehicles  
are sold average  
from 36 months

Maintenance  
free, low mileage,  
relatively young  
vehicles at  
affordable rates

97% of Sale  
of Used Cars  
through Online  
bidding

3% though  
Used Car Sales  
Showrooms

Sale through  
online bidding  
yields highest  
and better  
resale value

Bidding is  
available for  
anyone in the  
Kingdom

# Used Car Sales

With our expertise of 45 years, we sell vehicles that yields the highest returns

Sale of right vehicles at right locations

Sale of vehicles at right age - most vehicles will hold manufacturer warranty at the time sale

Sale of quality used vehicles with less age at affordable price

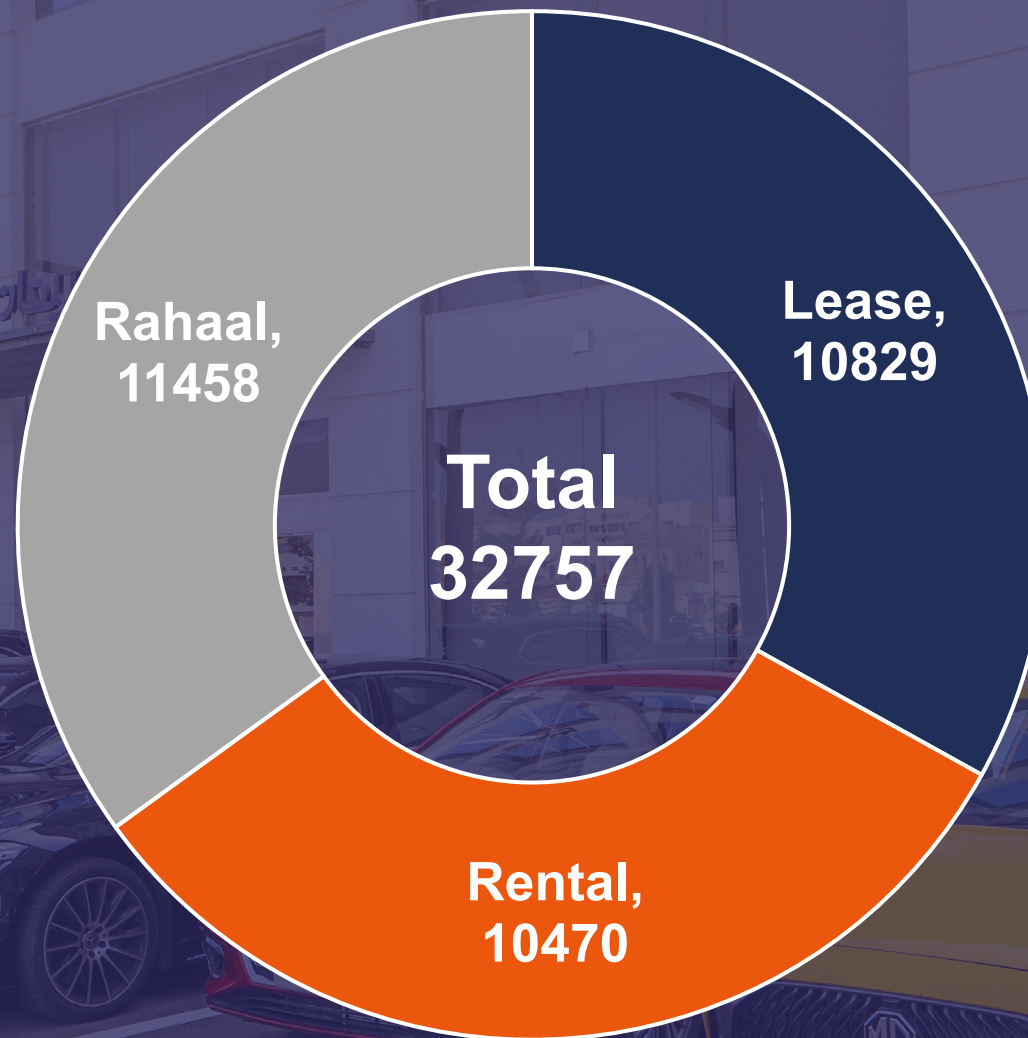
Transparent sale process with clear information about the vehicle history

Sale of damaged vehicles separately

BudgetSaudi enjoys a premium rate due to quality of vehicle



# Fleet



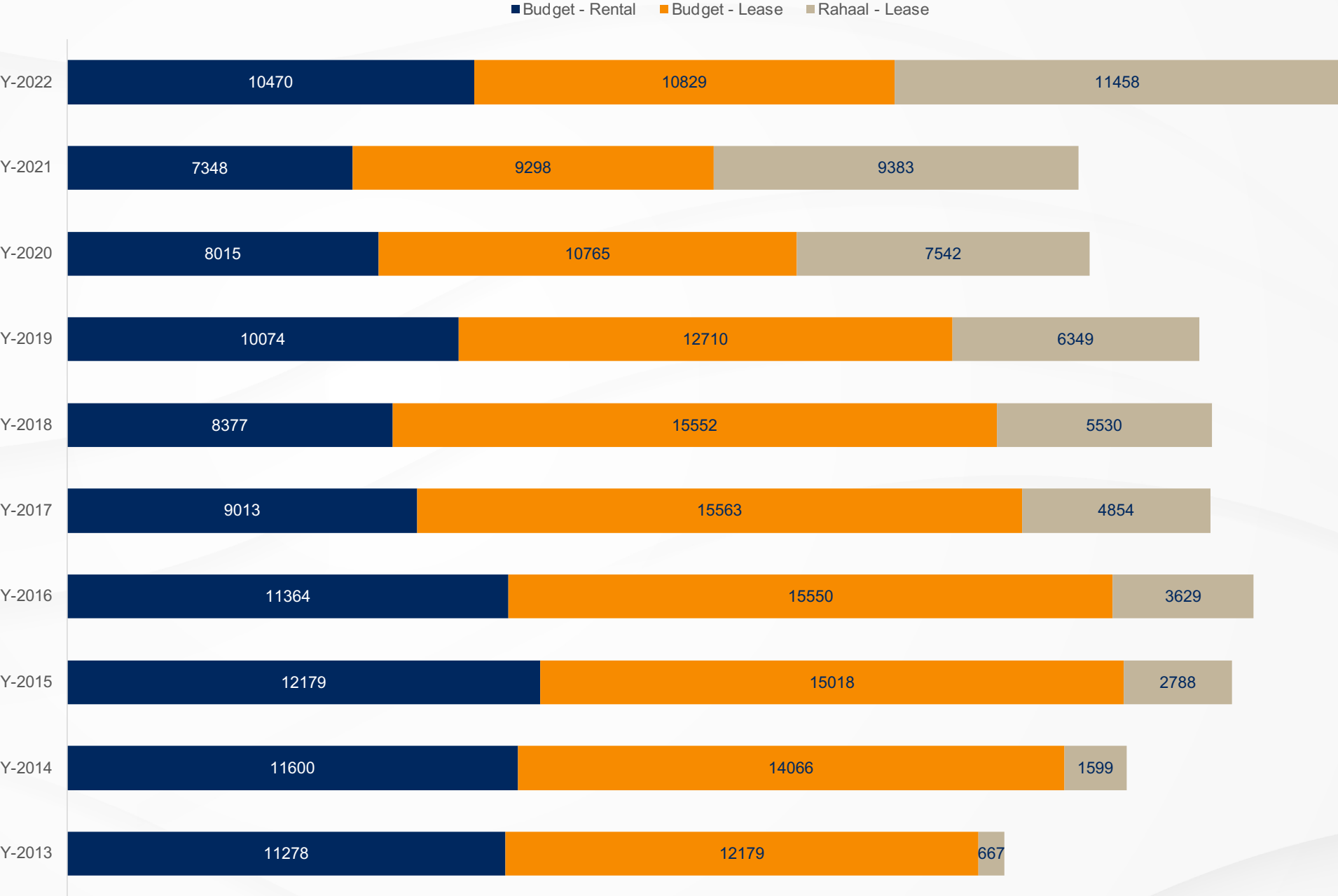


# Fleet Movement

	2018	2019	2020	2021	2022
Opening	29430	29459	29133	26322	26029
Addition	9458	6566	5029	8418	12633
Deletion	9429	6892	7840	8711	5905
Closing	29459	29133	26322	26029	32757



# Fleet Breakup





# Financials Performance

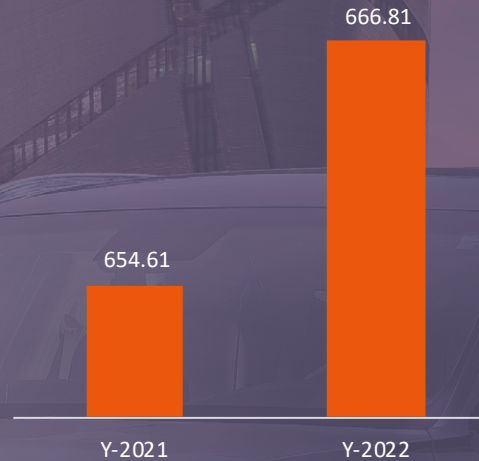


# Financial Performance 2022 Vs 2021

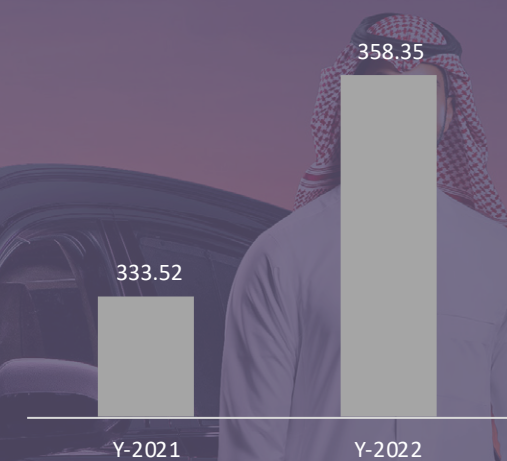
## Revenue



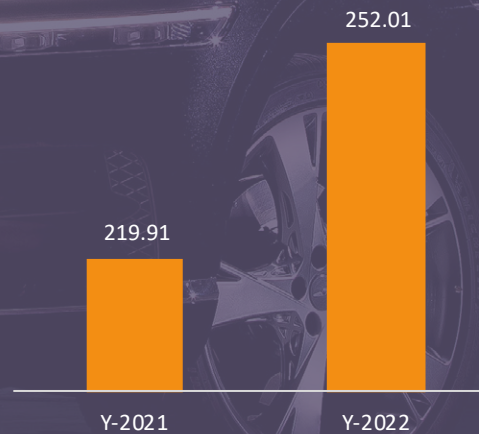
## Cost of Revenue



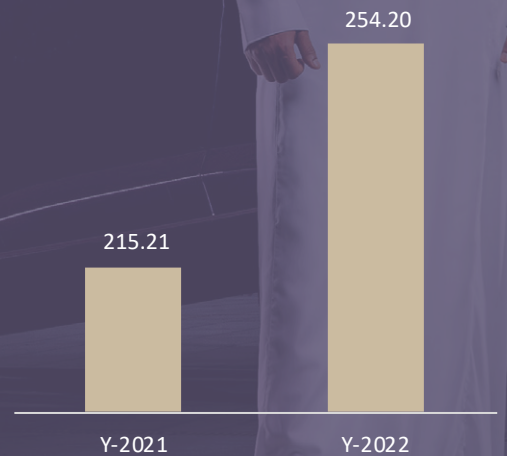
## Gross Profit



## Net Profit

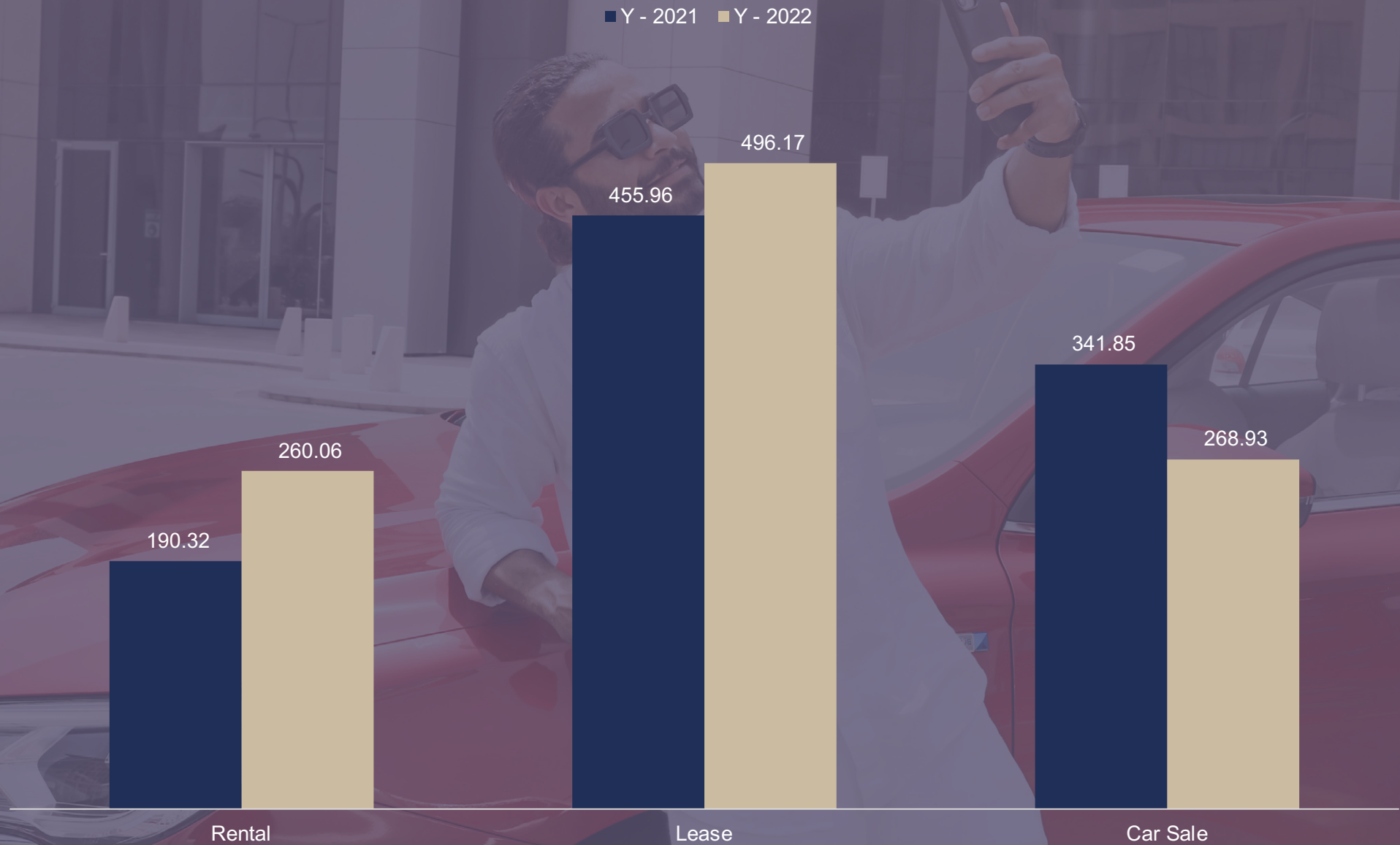


## Total Comprehensive Income



Values are in Millions of Saudi Riyals

# Revenue Streams



Values are in Millions of Saudi Riyals



# Margins

## Gross Profit

2022  
**34.96%**



2021  
**33.75%**

## Operating Profit

2022  
**26.17%**



2021  
**23.29%**

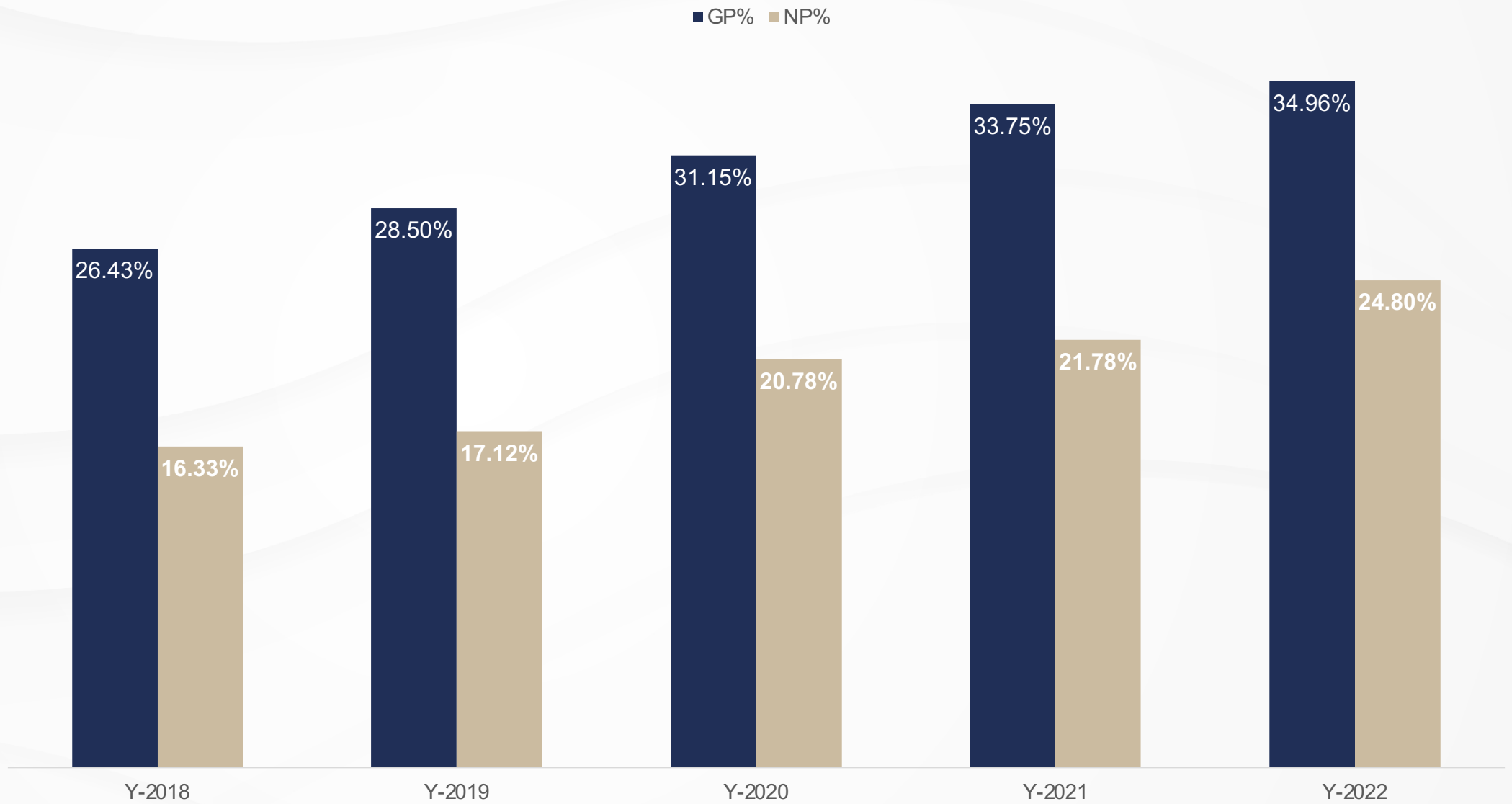
## Net Profit

2022  
**24.58%**



2021  
**22.26%**

# Margins



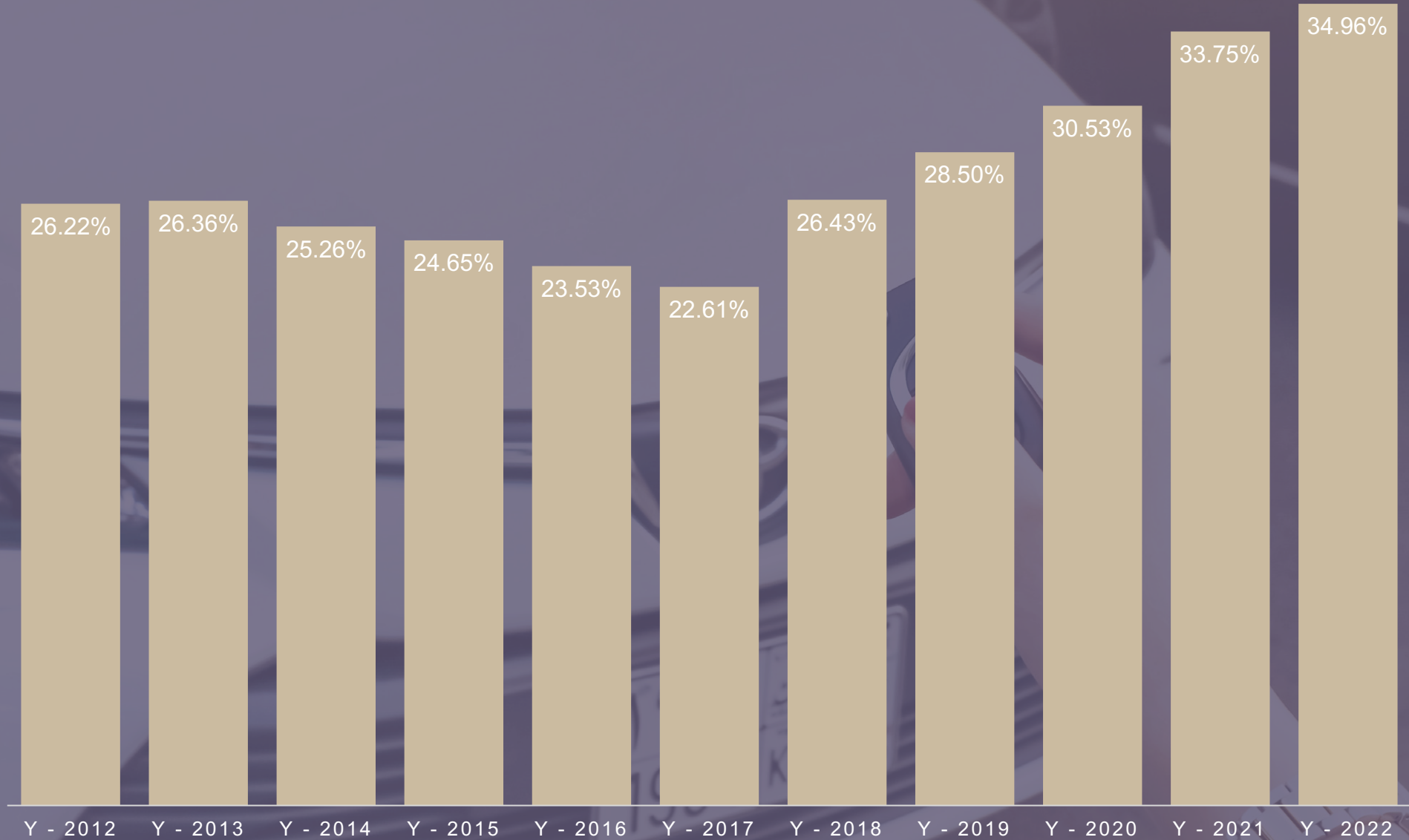


# Revenue, Cost of Revenue & GP



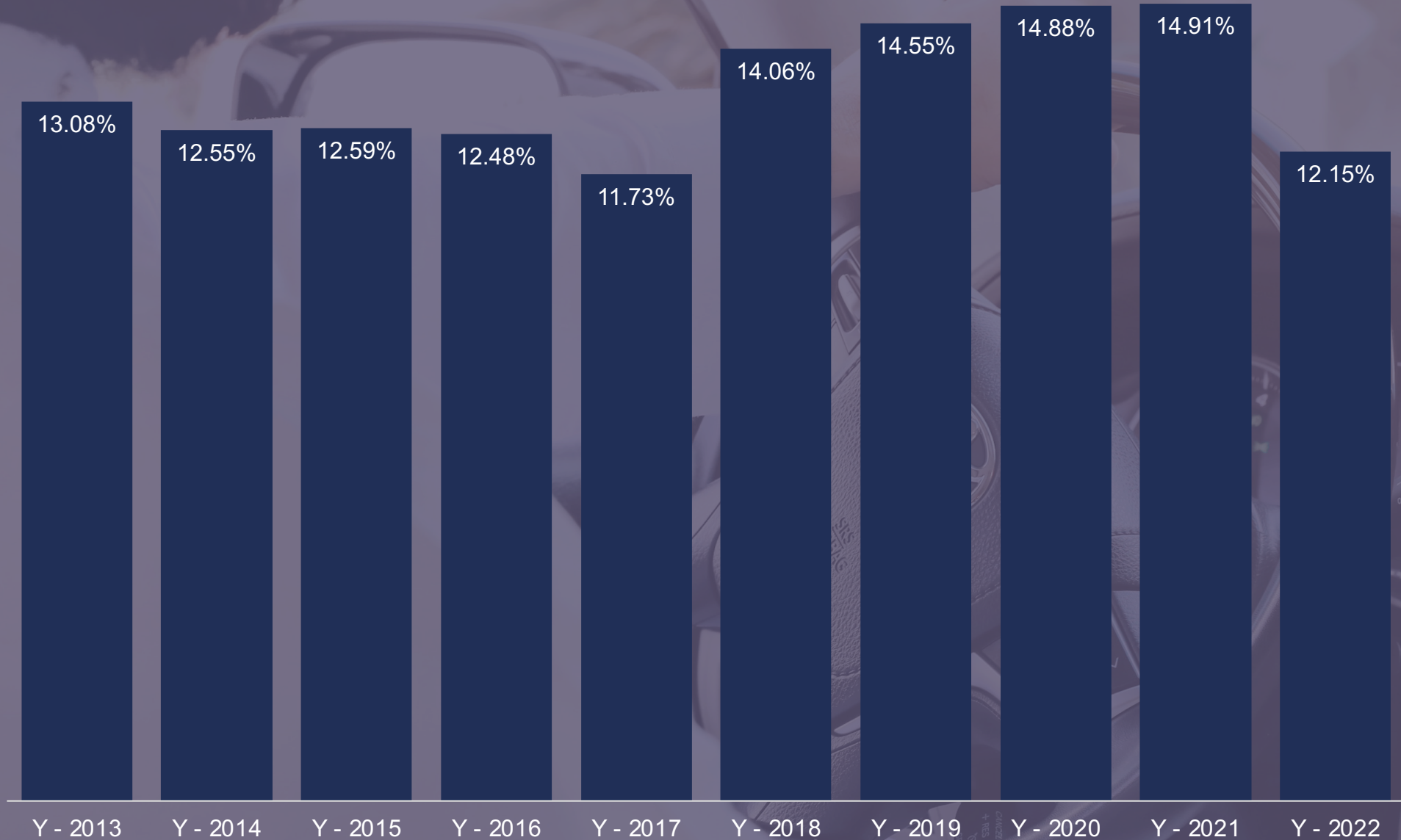
Values are in Millions of Saudi Riyals

# Gross Profit to Revenue Growth

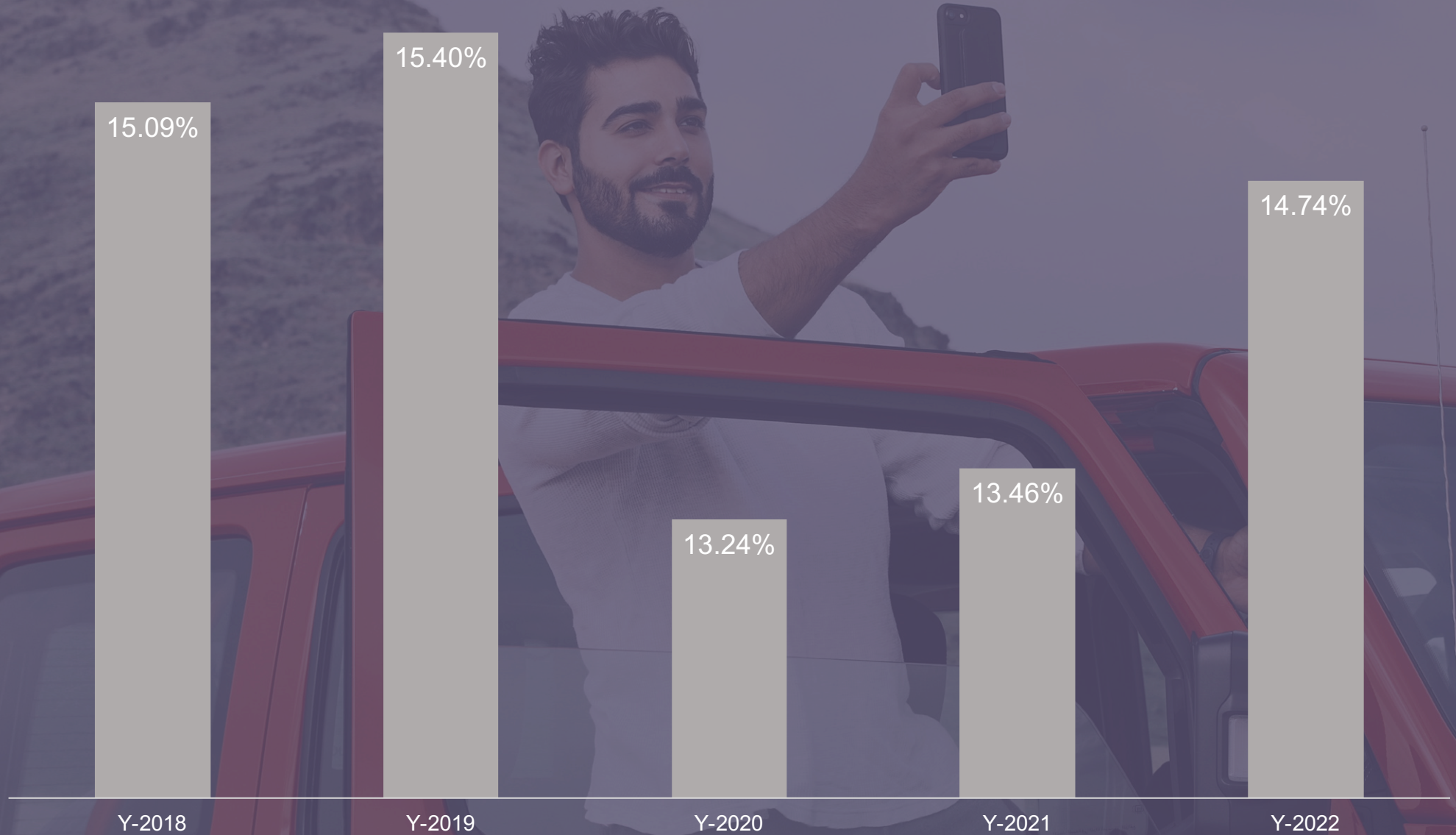




# Return on Assets

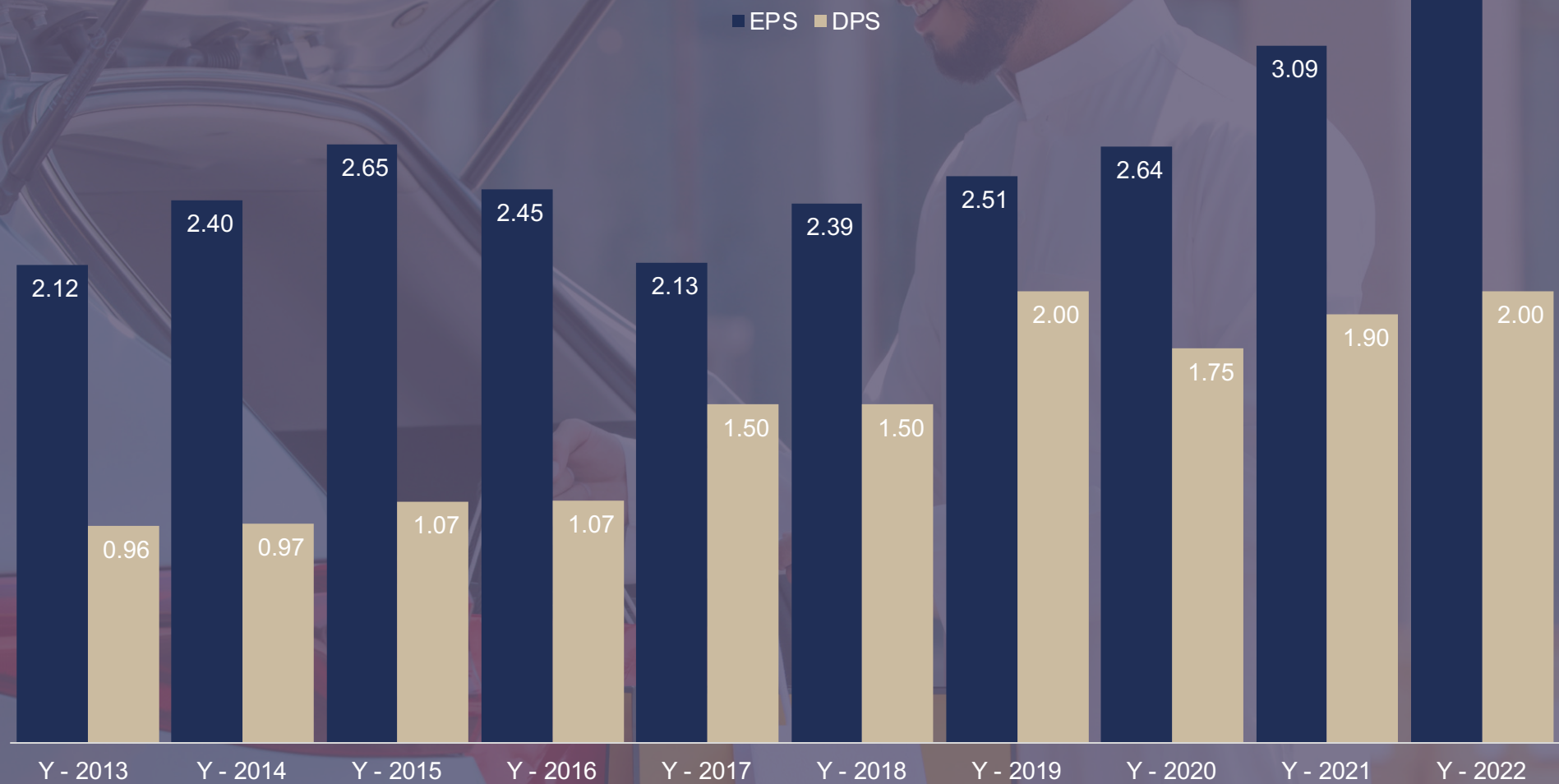


# Return on Equity

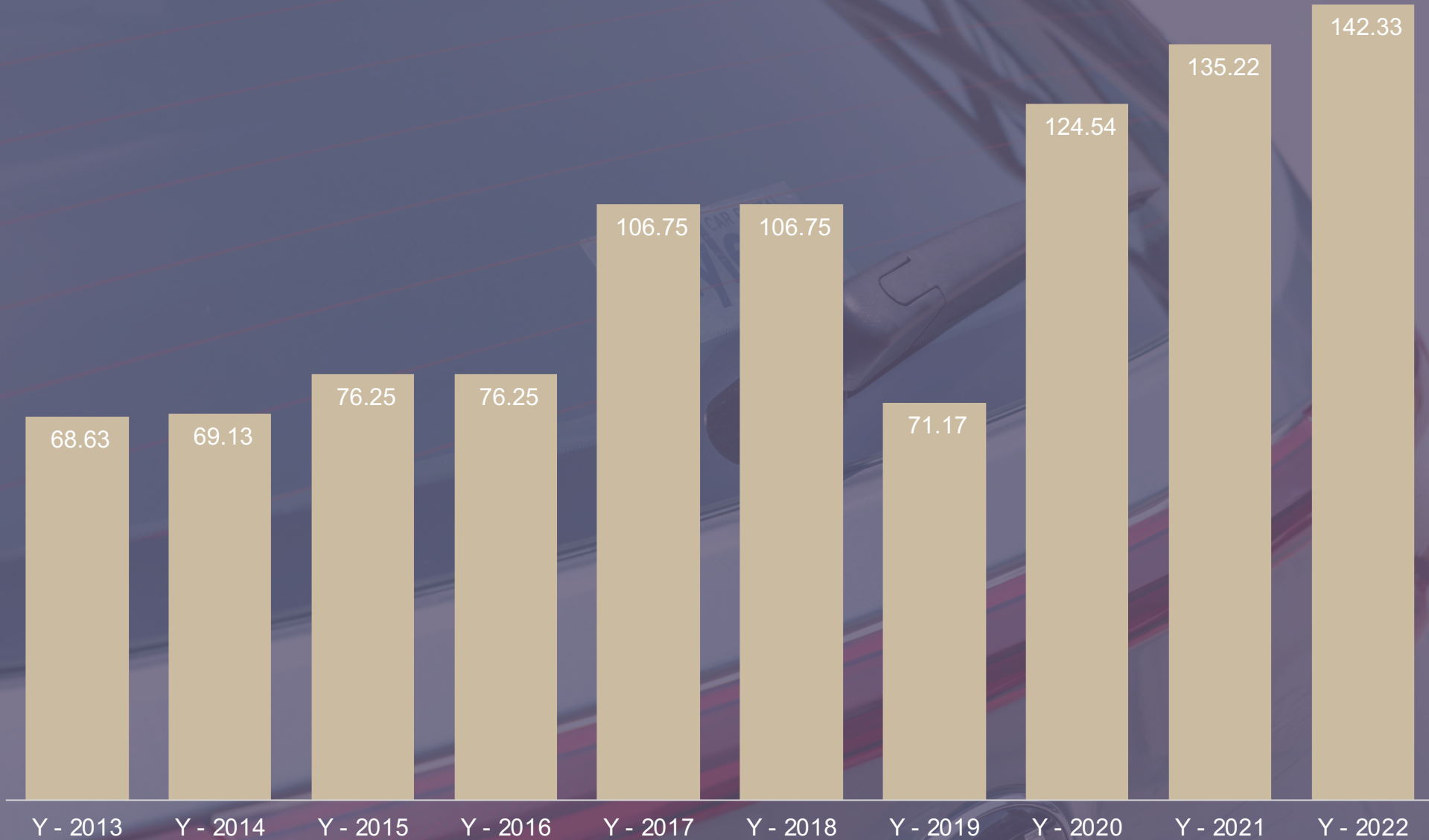




# EPS Vs Dividend Paid (Proposed)



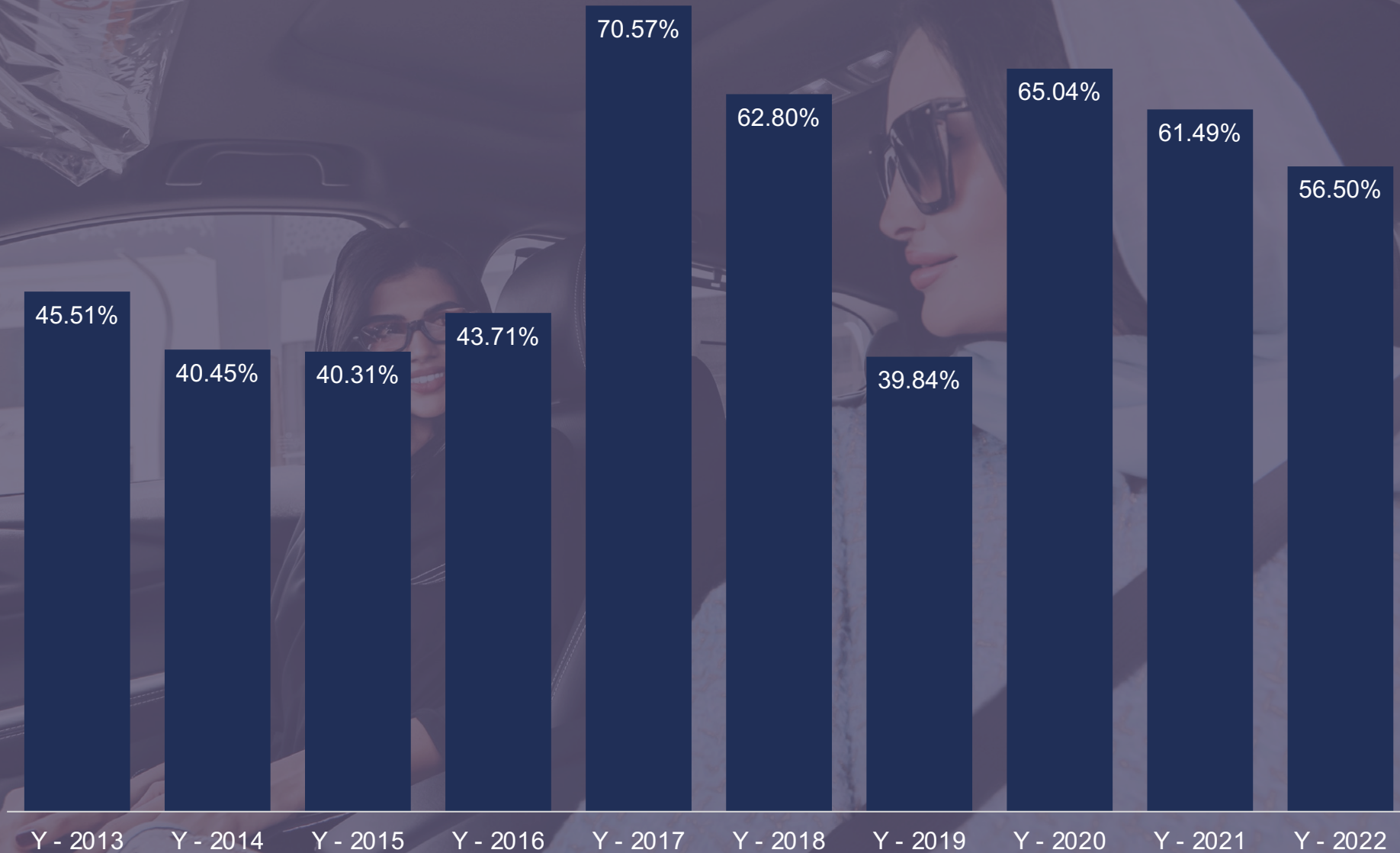
# Dividend Payout



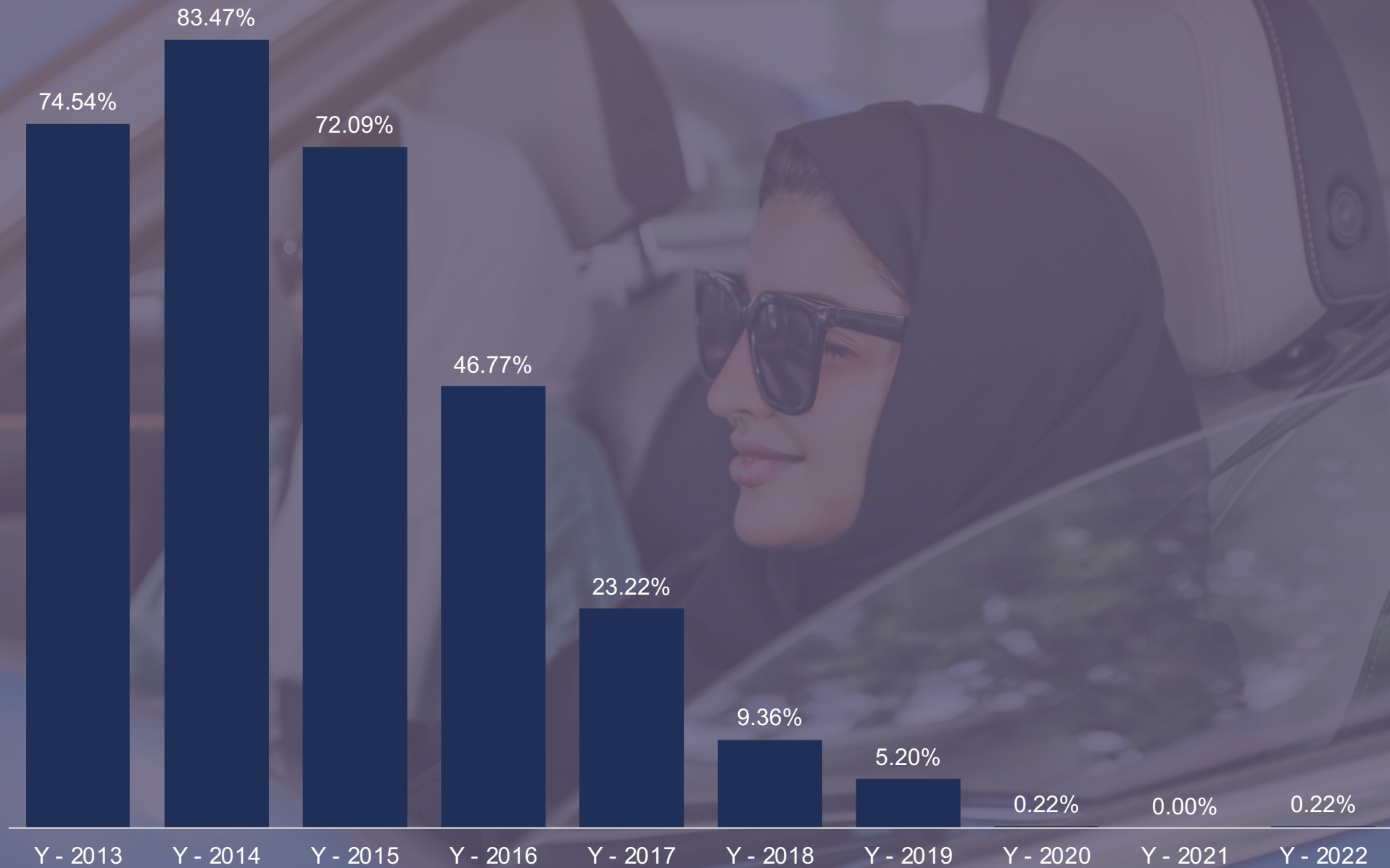
Values are in Millions of Saudi Riyals



# Dividend Payout to Profit



# Debt to Equity





A cardboard box is held by two people, one on the left and one on the right. The box features a stylized tree logo with blue and red leaves. Below the logo, the Arabic text 'بدجت العطاء' (Budget Saudi) is printed. The background is a solid blue color.

# BudgetSaudi and Community participation

بدجت العطاء

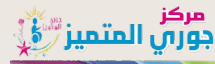
## Jeddah Orphans



- The United International Transport Company provided purchasing cards from Panda with a value of 500 riyals per card to 263 families during Ramadan.
- In Ramadan Alkaram, the company allocated 5 Riyals from each rental to the Al-Irada Association and Jeddah Orphans.



## Joory Special Center



- Children's comfort is one of our priorities. The United International Transportation Company has provided a vehicle equipped for children with special mobility needs to transport them to and from the center.

## Albir Society Jeddah



- In Ramdan AlKhair, The United International Transportation Company offered an invitation to AlSuhoor for 30 orphans. And gifted them tickets to enter the aquarium.



## Baraah Society



- The United International Transportation Company signed a cooperation agreement with Baraah Society to provide transportation service For patients with hematology and tumors.



## Ertiqa Society



- The United International Transportation Company signed a joint cooperation agreement with the Ertiqa Association within the company's program to contribute to the environment and society. The signing of the agreement was attended by the Vice Chairman of the Board of Directors, Eng. Khalid Abdullah Al-Dabal, the Group CEO, Mr. Fawaz Abdullah Danish, and representatives of the association.



## Al-Eradah Organization



- On the occasion of the blessed month of Ramadan, the United International Transportation Company has paid the cost of a trip to perform Umrah for a person with special needs, at a value of 25,000 riyals.
- In Ramadan Alkaram, the company allocated 5 Riyals from each rental to the Al-Eradah Association and Jeddah Orphans.



## Tayseer organization



- The United International Transportation Company provided car rental vouchers with 500 riyals to help people with disabilities who are getting married.



# 3 pillars of sustainability

## Environmental

- Only operate cars that received an excellent plus rating
- Only use carbon neutral lubricants for our cars
- Reduced the petrol engine oil consumption to 258,000 liters in 2017,
- a drop of 56%
- 32.98% of our fleet's average fuel consumption is between 18 up to 20km per liter
- Plans to reach a hybrid percent of 30% in all operating cars by 2025
- An automobile car wash foam machine that has a tank capacity of 50 to 100 liters of water. It is sufficient to wash up to 20 cars which helps in water conservation

## Social

- Budget Al-Ataa was launched in 2020, as
- a brand to express our values
- "I can fly" initiative which catered for children with disabilities in 2019
- Partnership with Al-Irada to provide customers with the opportunity to donate during the payment process
- Co-operation with Al-Atta and Al-Irada achieved a world record for receiving the highest number of text messages within one hour
- Proud to sponsor International Women's Day in cooperation with Atheer Radio Panorama in 2020

## Economic

- UTIC's operation depends on long-term contracts which consist of 70% of the business. That helped during the pandemic where Budget's long-term contracts were not affected
- During the pandemic, our long-term contracts showed growth in sales and profits due to the high demand from delivery apps and shipping companies
- UITC has been chosen to be part of the Shareek program based on its investment capabilities, business growth, and future vision which is parallel to the 2030 vision



# Contact details

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