



ALDREES PETROLEUM & TRANSPORT SERVICE CO.

COMPANY PROFILE

31st Dec. FY2018



ISO 9001 OHSAS 18001



with you
www.aldrees.com

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 والنقلية

with you
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WHAT WE ARE NOW



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

- **3720** fleet strength of various types of trucks and trailers as of Dec. 31, 2018 (1283 tractor heads & 2437 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

- **445** petrol stations as of Dec. 31, 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 والنقل



5204
Employees



57
years

2437
Trailers
1283
Tractor
Heads



445
Gas Stations

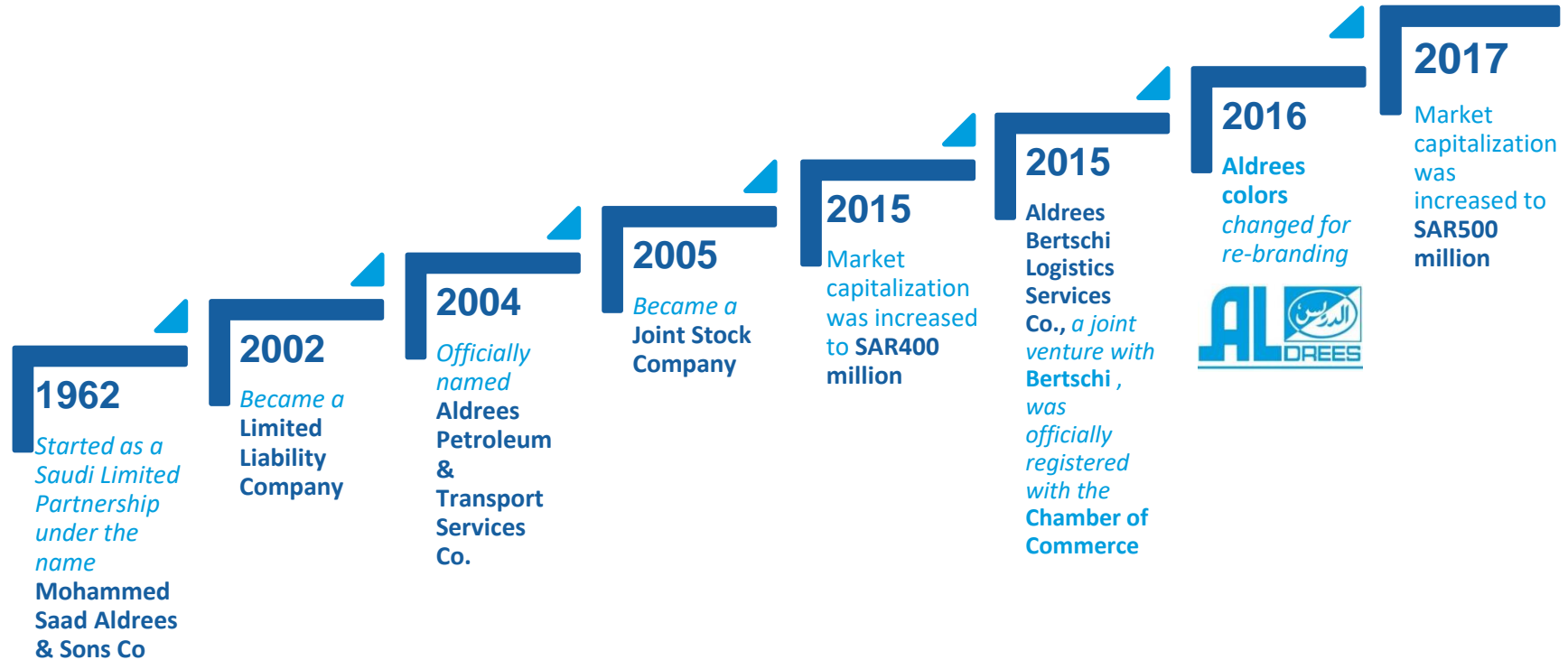


5.18 Billion
Y2018
Revenue



187K Ton per week





TRANSPORT SAFETY & QUALITY



ALDREES Financial Report ended 31 Dec. 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



31 Dec. 2018
Financial Report





Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2018 versus 2017

FOR Fiscal Year ended 31 DECEMBER

Number of Employees	3,157	3489	-332	-9.52%	2047	2160	-113	-5.23%	5204	5649	-445	-7.9%
Number of Stations	445	464	-19	-4.09%			0	0.00%	445	464	-19	-4.09%
Number of Trucks	0	0	0	0.00%	1283	1291	-8	-0.62%	1283	1291	-8	-0.62%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	FY 2018		FY 2017		VARIANCE		FY 2018		FY 2017		VARIANCE		FY 2018	ELIMINATION	FY 2018		FY 2017		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	4,959,763	100%	3,250,641	100%	1,709,122	52.6%	296,938	100%	236,155	100%	60,784	26%	5,256,701	(80,117)	5,176,585	100%	3,409,598	100%	1,766,987	51.8%
TOTAL COST OF SALES	4,836,391	97.5%	3,119,507	96.0%	1,716,884	55.0%	208,274	70.1%	184,452	78.1%	23,822	12.9%	5,044,666	(80,117)	4,964,549	95.9%	3,226,761	94.6%	1,737,788	53.9%
GROSS PROFIT/(LOSS)	123,372	2.5%	131,135	4.0%	(7,763)	-5.9%	88,664	29.9%	51,702	21.9%	36,961	71.5%	212,036		212,036	4.1%	182,837	5.4%	29,199	16.0%
EXPENSES																				
SALES PROMOTION EXPENSES	6,197	0.12%	5,921	0.18%	277	4.7%	617	0.21%	855	0.36%	(239)	-27.9%	6,814		6,814	0.13%	6,776	0.20%	38	0.56%
TOTAL GEN. & ADMIN. EXPENSES	55,578	1.1%	55,962	1.7%	(384)	-0.7%	44,557	15.0%	38,831	16.4%	5,727	14.7%	100,135		100,135	1.93%	94,793	2.78%	5,342	5.64%
TOTAL S,G&A EXPENSES	61,775	1.2%	61,882	1.9%	(108)	-0.2%	45,174	15.2%	39,686	16.8%	5,488	13.8%	106,949		106,949	2.07%	101,569	2.98%	5,380	5.30%
OPERATING INCOME	61,597	1.24%	69,252	2.13%	(7,655)	-11.1%	43,490	14.6%	12,016	5.1%	31,474	262%	105,087		105,087	2.03%	81,268	2.38%	23,819	29.31%
FINANCIAL CHARGES	11,087	0.2%	10,179	0.3%	908	8.9%	11,388	3.84%	7,536	3.19%	3,852	51.11%	22,475		22,475	0.43%	17,715	0.52%	4,760	26.87%
SHARE OF PROFIT/(LOSS) ON INVE	0	0.0%	0	0.0%	0	0.0%	2,550	0.86%	489	0.21%	2,061	421.54%	2,550		2,550	0.05%	489	0.01%	2,061	421.54%
OTHER INCOMES	(921)	-0.02%	(242)	-0.01%	(679)	280.25%	4,303	1.45%	3,275	1.39%	1,027	31.36%	832		832	0.02%	2,544	0.07%	(1,713)	-67.31%
NET PROFIT/(LOSS) BEFORE ZAKA	49,590	1.0%	58,831	1.8%	(9,242)	-15.7%	36,404	12.26%	7,755	3.28%	28,649	369.41%	85,994		85,994	1.66%	66,586	1.95%	19,407	29.15%
ZAKAT	1,200	0.0%	1,340	0.0%	(140)	-10.5%	1,226	0.41%	600	0.25%	626	104.41%	2,426		2,426	0.05%	1,940	0.06%	486	25.06%
NET PROFIT/(LOSS)	48,390	0.98%	57,491	1.77%	(9,101)	-15.8%	35,178	11.8%	7,155	3.0%	28,022	391.6%	83,567		83,567	1.61%	64,646	1.90%	18,921	29.27%

PSD number of stations breakdown as of 31 Dec. FY2018

Owned	Rented	Operated	SAPTCO & Others	T.2018	T.2017
16	376	32	21	445	464

NUMBER OF SERVICE STATIONS BY AREA

Central Province	248
Eastern Province	83
Western Province	83
Southern Province	23
Northern Province	8
TOTAL	445

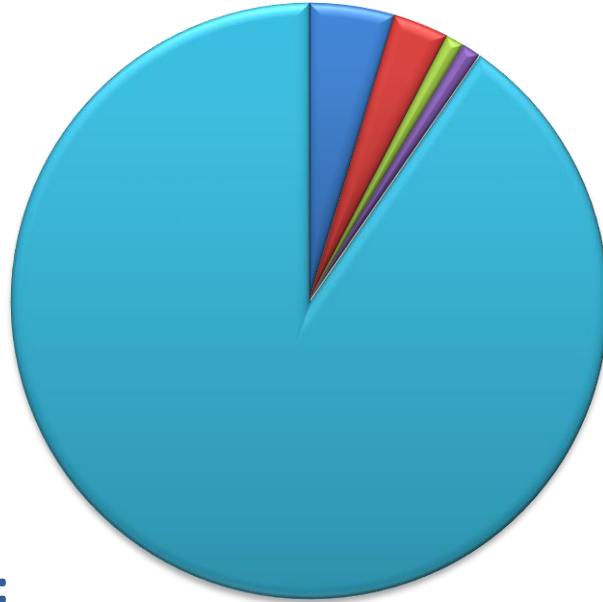


- Out of the (445) Service Stations, there are (65) Service Stations located in between highways.

SERVICE STATION OPERATIONS AS OF 31 DEC. 2018		
DESCRIPTION	NO. OF STATION	RATIO
RENTED STATIONS	376	84%
OWNED STATIONS	16	4%
OPERATING STATIONS	32	7%
SAPTCO STATIONS & OTHERS**	21	5%
TOTAL	445	100%
CONTRACTS MORE THAN 10 YEARS	174	46%
CONTRACTS LESS THAN 10 YEARS	202	54%
RENTED STATIONS ON AVERAGE LEASING PERIOD	10 YEARS	
YEARLY AVERAGE RENTAL COST PER STATION	SR600,000	
YEARLY AVERAGE RENTAL INCOME PER STATION	SR430,000	

** (13) Stations – SAPTCO , (1) Station – Air Force,
(4) Stations – Gen Security,(1) Station – 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%)
- 3rd SASCO (2%)
- 4th INDIVIDUALS (88%)

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 (2%), and 88% 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 & DIESEL FY 2018- 2017 Qty (.000) (OUR STATIONS)

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
Q4	445	85,993	207,686	293,679	9,473	38,755	48,228	91,898	610,814	702,712	750,940
TOTAL	445	370,727	790,748	1,161,475	38,084	183,328	221,412	366,958	2,369,044	2,736,002	2,957,414
Daily Average Sales Per Station for Diesel 205 St)				15.52							
Daily Average Sales Per Station for petrol 95 417 St)							1.45				
Daily Average Sales Per Station for petrol 91 (433) ST										17.31	
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
Q4	464	102,286	165,294	267,580	17,392	158,306	175,698	117,431	488,660	606,091	781,789
TOTAL	464	399,821	664,354	1,064,175	63,845	636,492	700,337	427,006	1,810,708	2,237,714	2,938,051
Daily Average Sales Per Station for Diesel 211 St)				13.82							
Daily Average Sales Per Station for petrol 95 438 St)							4.38				
Daily Average Sales Per Station for petrol 91 (446) ST										13.75	
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	(19)	-29,094	126,394	97,300	-25,761	-453,164	-478,925	-60,048	558,336	498,288	19,363
%	-4.1%	-7.3%	19.0%	9.1%	-40.3%	-71.2%	-68.4%	-14.1%	30.8%	22.3%	0.7%

SALES VOLUME - PETROL & DIESEL FY 2018 - 2017
Qty (.000) (TOTAL SALES)

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	140,167	180,655	320,822	11,659	56,740	68,399	119,325	569,802	689,127	757,526
Q2	455	125,997	199,159	325,156	16,126	46,677	62,803	112,302	589,580	701,882	764,685
Q3	443	129,018	203,248	332,266	9,888	41,156	51,044	110,251	598,545	708,796	759,840
Q4	445	125,168	207,686	332,854	10,498	38,755	49,253	112,476	610,814	723,290	772,543
TOTAL	445	520,350	790,748	1,311,098	48,171	183,328	231,499	454,354	2,368,741	2,823,095	3,054,594
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	131,781	170,548	302,329	22,520	166,961	189,481	147,609	437,214	584,823	774,304
Q2	468	150,285	173,659	323,944	22,210	161,135	183,345	143,113	453,408	596,521	779,866
Q3	470	164,959	154,853	319,812	20,215	150,090	170,305	140,295	431,426	571,721	742,026
Q4	464	157,813	165,294	323,107	21,856	158,306	180,162	151,836	488,660	640,496	820,658
TOTAL	464	604,838	664,354	1,269,192	86,801	636,492	723,293	582,853	1,810,708	2,393,561	3,116,854
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	(19)	-84,488	126,394	41,906	-38,630	-453,164	-491,794	-128,499	558,033	429,534	-62,260
%	-4.1%	-14.0%	19.0%	3.3%	-44.5%	-71.2%	-68.0%	-22.0%	30.8%	17.9%	-2.0%

SALES VOLUME - PETROL & DIESEL FY 2017 - 2016								Qty (.000) (OUR STATIONS)			
2017 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	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
Q4	464	102,286	165,294	267,580	17,392	158,306	175,698	117,431	488,660	606,091	781,789
TOTAL	464	399,821	664,354	1,064,175	63,845	636,492	700,337	427,006	1,810,708	2,237,714	2,938,051
Daily Average Sales Per Station for Diesel 211 St)				13.82							
Daily Average Sales Per Station for petrol 95 438 St)							4.38				
Daily Average Sales Per Station for petrol 91 (446) ST										13.75	
2016 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	480	105,714	147,415	253,129	17,020	202,596	219,616	89,605	444,712	534,317	753,933
Q2	487	108,757	192,258	301,015	16,463	201,024	217,487	94,188	460,628	554,816	772,303
Q3	485	99,319	163,146	262,465	13,719	191,147	204,866	87,321	443,738	531,059	735,925
Q4	473	94,825	163,730	258,555	17,913	186,282	204,195	104,490	455,078	559,568	763,763
TOTAL	473	408,615	666,549	1,075,164	65,115	781,049	846,164	375,604	1,804,156	2,179,760	3,025,924
Daily Average Sales Per Station for Diesel 210 St)				14.03							
Daily Average Sales Per Station for petrol 95 448 St)							5.17				
Daily Average Sales Per Station for petrol 91 (456) ST										13.10	
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)	-8,794	-2,195	-10,989	-1,270	-144,557	-145,827	51,402	6,552	57,954	-87,873
%	-1.9%	-2.2%	-0.3%	-1.0%	-2.0%	-18.5%	-17.2%	13.7%	0.4%	2.7%	-2.9%

SALES VOLUME - PETROL & DIESEL FY 2017 - 2016								Qty (.000) (TOTAL SALES)			
2017 Sales Quantity											
PERIOD Fy 2018	NO. OF STATION S	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES -PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	474	131,781	170,548	302,329	22,520	166,961	189,481	147,609	437,214	584,823	774,304
Q2	468	150,285	173,659	323,944	22,210	161,135	183,345	143,113	453,408	596,521	779,866
Q3	470	164,959	154,853	319,812	20,215	150,090	170,305	140,295	431,426	571,721	742,026
Q4	464	157,813	165,294	323,107	21,856	158,306	180,162	151,836	488,660	640,496	820,658
TOTAL	464	604,838	664,354	1,269,192	86,801	636,492	723,293	582,853	1,810,708	2,393,561	3,116,854
2016 Sales Quantity											
PERIOD Fy 2017	NO. OF STATION S	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
Q1	482	146,480	147,415	293,895	18,795	202,596	221,391	104,732	444,712	549,444	770,835
Q2	481	151,583	192,258	343,841	20,266	201,024	221,290	118,218	460,628	578,846	800,136
Q3	485	145,464	163,146	308,610	21,429	191,147	212,576	123,855	443,738	567,593	780,169
Q4	476	137,489	16,373	153,862	25,652	186,282	211,934	141,194	455,078	596,272	808,206
TOTAL	476	581,016	519,192	1,100,208	86,142	781,049	867,191	487,999	1,804,156	2,292,155	3,159,346
TOTAL SALES VOLUME VARIANCE - INCREASE(DECREASE)											
PERIOD	NO. OF STATION NS	DIESEL (Liters)			PETROL 95 (Liters)			PETROL 91 (Liters)			TOTAL SALES- PETROL
		Credit	Cash	Total	Credit	Cash	Total	Credit	Cash	Total	
DIFF	(12)	23,822	145,162	168,984	659	-144,557	-143,898	94,854	6,552	101,406	-42,492
%	-2.5%	4.1%	28.0%	15.4%	0.8%	-18.5%	-16.6%	19.4%	0.4%	4.4%	-1.3%



Transport Division

31 Dec. 2018

Financial Report



with you
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(AMT IN SAR MILLIONS)	YTD 2018			YTD 2017			VARIANCE		
	AMOUNT ASSIGNED (SAR)	TRUCKS	%	AMOUNT ASSIGNED (SAR)	TRUCKS	%	AMT. (SAR)	ASSIGNED TRUCKS	%
SALES REVENUE TOTAL	296.9	1,283	100.0%	236.2	1,291	100.0%	60.8	(8)	25.7%
A. FUEL OIL									
PETROL SERV. DIV. - PSD	50.9	235	17.1%	49.6	230	21.0%	1.3	5	2.7%
MAADEN GROUP	0.2	1	0.1%	2.6	12	1.1%	(2.4)	(11)	-91.1%
LOCAL Cash Fuel Delivery	3.9	18	1.3%	5.8	28	2.5%	(1.9)	(10)	-33.3%
LOCAL Cash Fuel - Cost	11.4		3.9%	10.0		4.2%	1.4	0	14.4%
HFO - NRCC, MAADEN	8.3	46	2.8%	13.5	85	5.7%	(5.2)	(39)	-38.5%
BASE OIL	8.0	45	2.7%	12.7	70	5.4%	(4.7)	(25)	-36.8%
FUEL OIL TOTAL	82.8	345	27.9%	94.2	425	39.9%	(11.5)	(80)	-12.2%
B. GRAINS AND OTHERS									
BARLEY, CORN, SOYA	0.3	2	0.1%	1.7	10	0.7%	(1.5)	(8)	-85.5%
SOYA & CORN SUBCON	0.0		0.0%	0.0		0.0%	0.0	0	0.0%
WHEAT - GRAIN SILO	0.2	2	0.1%	2.5	15	1.1%	(2.4)	(13)	-93.2%
CEMENT SILOS - OTHERS	2.3	20	0.8%	1.3	25	0.6%	0.9	(5)	70.3%
DOWN TIME AND OTHERS	0.7	217	0.2%	3.7	192	1.6%	(3.0)	25	-81.1%
GRAINS AND OTHERS TOTAL	3.4	241	1.1%	9.3	242	3.9%	(5.9)	(1.0)	-63.5%
C. CHEMICALS									
SABIC	30.5	160	10.3%	21.8	110	9.2%	8.7	50	39.8%
NON-SABIC	23.7	130	8.0%	34.8	180	14.7%	(11.1)	(50)	-31.9%
MAADEN-MWSPC-MS/MGA-TRANSPOR	85.5	202	28.8%	43.3	185	18.3%	42.2	17	97.5%
MAADEN-MWSPC-MS/MGA-STANDBY	15.3		5.2%	0.0		0.0%	15.3		100.0%
CHEMICALS TOTAL	155.1	492	52.2%	99.9	475	42.3%	55.1	17.0	55.2%
D. UNITED SUGAR BULK	12.6	54	4.2%	12.4	44	5.3%	0.2	10	1.3%
TOTAL TRANSPORTATION OPERATIO	253.8	1,132	85.5%	215.9	1,186	91.4%	37.9	(54)	17.6%
SUPPLY CHAIN OPERATIONS									
E. WAREHOUSING CONTRACTS	10.8	0	3.6%	7.8	0	3.3%	3.0	0	39.1%
F. OFF SITE CONTAINER SERVICES	25.5	145	8.6%	9.6	105	4.1%	15.9	40	165.5%
G. ONSITE FUEL OPERATIONS	5.5		1.9%	2.9		1.2%	2.6	0	91.6%
H. ISO TANK CONTAINER SERVICES	1.2	6	0.4%	0.0	0	0.0%	1.2	6	100.0%
TOTAL SUPPLY CHAIN OPERATIONS	43.0	151	14.5%	20.3	105	6.8%	22.8	46.0	112.5%
TOTAL SALES REVENUE	296.9	1,283	100.0%	236.1	1,291	98.2%	60.8	(8)	25.7%
TOTAL TRUCKS RELATED SALES	280.5			225.5					

ALDREES PETROLEUM & TRANSPORT SERVICES COMPANY



TRUCKS & TRAILER SUMMARY

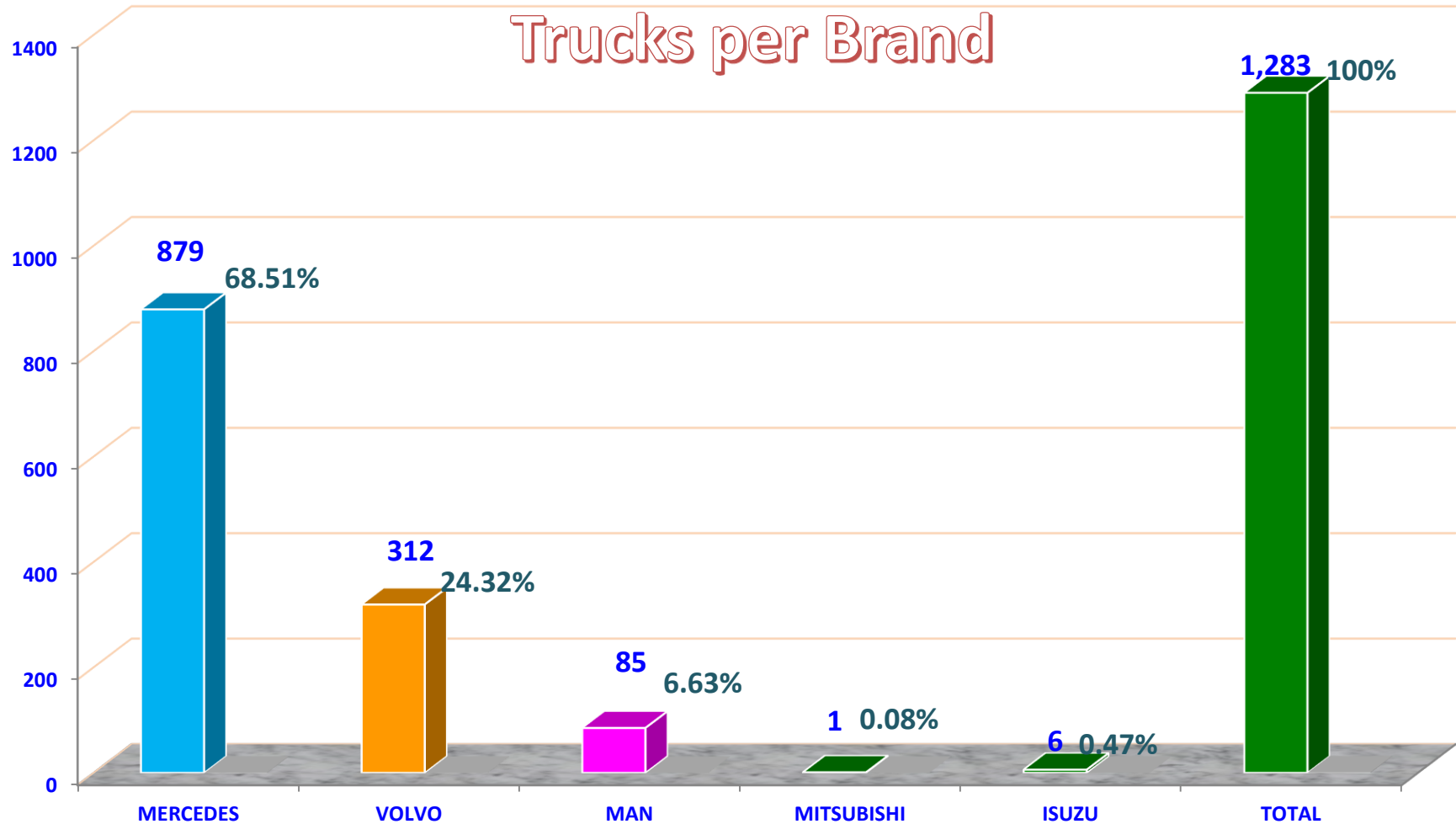
AS OF DEC. 31, 2018



TYPE	BRAND	CLOSING	AS OF 31 DEC. 2018			%
		31-Dec-17	ADDITION	DELETION	BALANCE	
TRUCKS	MERCEDES	880	0	-1	879	68.51%
	VOLVO	319	0	-7	312	24.32%
	MAN	85	0	0	85	6.63%
FUEL TANKER	MITSUBISHI	1	0	0	1	0.08%
	ISUZU	6	0	0	6	0.47%
TOTAL TRUCKS		1,291	0	(8)	1,283	100.00%
TOTAL TRAILERS		2,400	151	(114)	2,437	
GRAND TOTAL FLEETS		3,691	151	(122)	3,720	

TRANSPORT FLEET ANALYSIS AS OF 31 DEC. 2018

Trucks per Brand



TRANSPORT FLEET ANALYSIS

AS OF 31 DEC. 2018

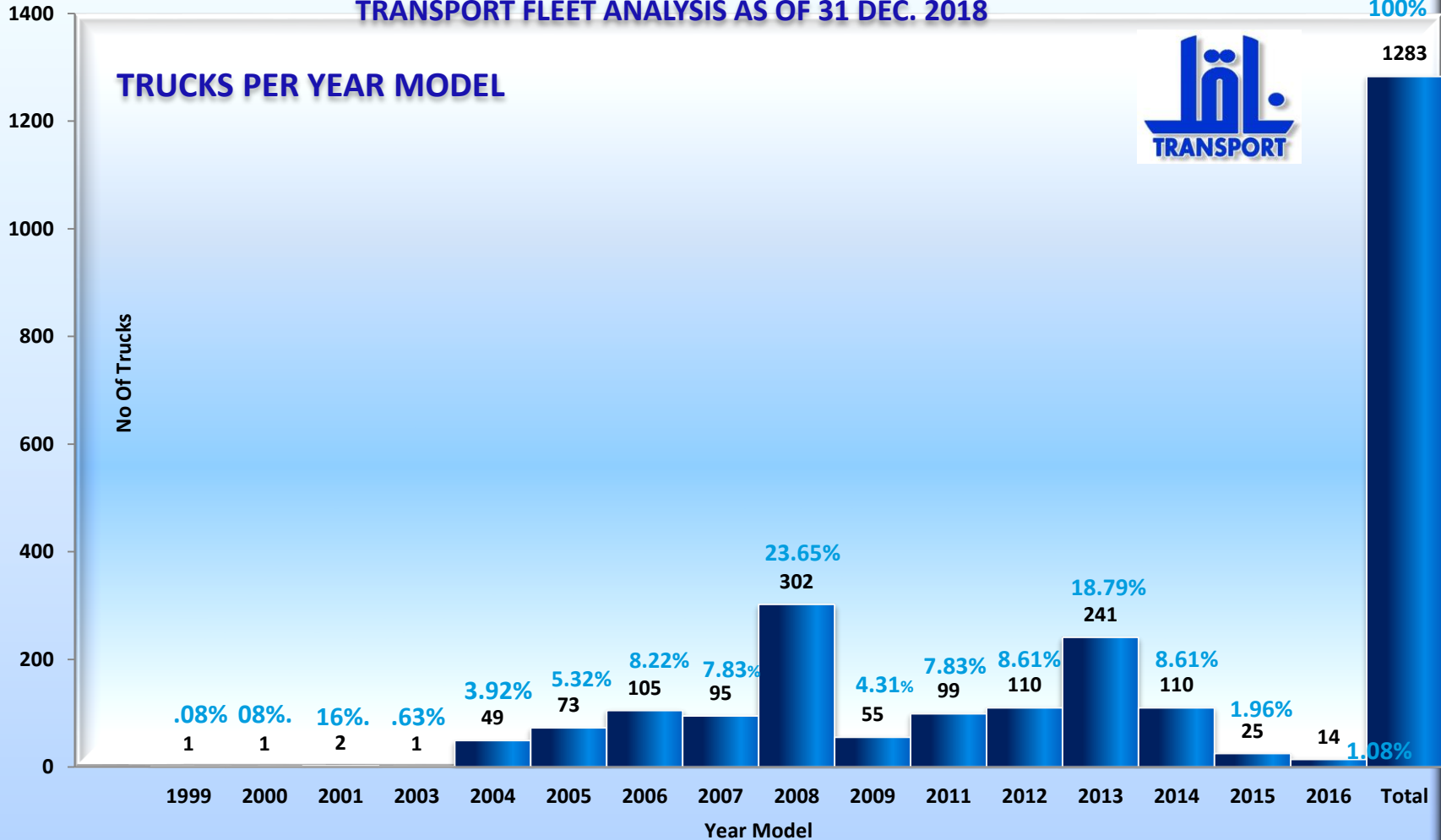


YEAR MODEL	TOTAL PER BRAND				GRAND TOTAL PER YEAR
	MAN TGA19-400	MITSUBISHI / ISUZU	MERCEDES	VOLVO	
1999			1	0	1
2000			1	0	1
2001			2	0	2
2003			1	0	1
2004			49	0	49
2005			73	0	73
2006			57	48	105
2007			57	38	95
2008	69		42	191	302
2009	0		20	35	55
2011	0	1	98	0	99
2012	16		94	0	110
2013	0	2	239	0	241
2014	0		110	0	110
2015	0		25	0	25
2016	0	4	10	0	14
TOTAL	85	7	879	312	1,283

TRANSPORT FLEET ANALYSIS AS OF 31 DEC. 2018

100%

TRUCKS PER YEAR MODEL



		Current Period		Same-Period-Last-		Current Variance		Year-To-Date		Year-To-Date-Last-Yr		YTD Variance	
		Amount	Ratio	Amount	Ratio	Amount	Var %	Amount	Ratio	Amount	Ratio	Amount	Var %
REVENUES	1	1,113,637	100	972,078	100	141,559	15	13,231,408	100	9,077,914	100	4,153,494	46
COST OF REVENUE	2	480,254	43	553,866	57	(73,613)	(13)	5,894,695	45	5,764,882	64	129,813	2
GROSS PROFIT/(LOSS)		633,384	57	418,212	43	215,172	51	7,336,713	55	3,313,032	37	4,023,681	121
		0	0	0	0	0		0	0	0	0	0	
GENERAL AND AD	4	269,331	24	337,648	35	(68,317)	(20)	2,000,562	15	2,194,303	24	(193,741)	(9)
OPERATING INCOME		364,053	33	80,564	8	283,489	352	5,336,151	40	1,118,729	12	4,217,422	377
FINANCIAL CHARGES		100	0	463	0	(363)	(78)	10,193	0	3,733	0	6,460	173
TOTAL OTHER INCOME, NET		0	0	0	0	0		0	0	0	0	0	
INCOME(LOSS) BEFORE ZAKAT		363,953	33	80,101	8	283,852	354	5,325,958	40	1,114,996	12	4,210,962	378
ZAKAT		103,624	9	67,509	7	36,115	54	122,512	1	69,658	1	52,854	76
NET INCOME/(LOSS)		260,329	23	12,592	1	247,737	1,967	5,203,446	39	1,045,338	12	4,158,108	398

ALDREES BERTSCHI SHARE INCOME (2018)

GROSS EARNING	5,307,070		Total AMOUNT
	ALDREES(50%)	BERTSHI (50%)	
SHAR PROFIT	2,653,535	2,653,535	
TAX		(530,707)	
ZAKAT	(103,624)		
NET INCOME 2018	2,549,911	2,122,828	4,672,739

-End of Report-

Update:
Dec. 31, 2018