

COMPANY Presentation 1ST Quarter/ Y2021

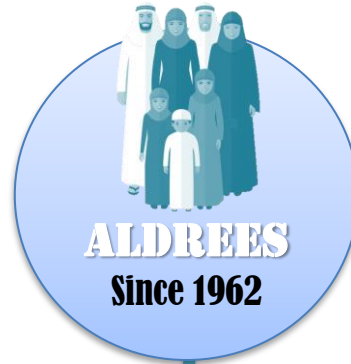


ALDREES PETROLEUM & TRANSPORT SERVICE CO.



with you
www.aldrees.com

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

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

Aldrees Presentation Q1 Fy2021

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5848
Employees



59
years

2518
Trailers
1206
Tractor
Heads



568
Gas Stations



1.8 Billion
Q1 FY2021
Revenue



154K Tons per week



WHAT WE ARE NOW



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

- **3724** fleet strength of various types of trucks and trailers as of Mar. 31, 2021 (1206 tractor heads & 2518 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
- GPS-equipped fleet for special projects
- ERP-supported operations

The biggest petroleum retail company in Saudi Arabia



- **568** Petrol Stations as of Mar. 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.



ALDREES PETROLEUM & TRANSPORT SERVICES CO.

Aldrees Presentation Q1 Fy2021

**Year
1962**

Started as a Saudi Limited Partnership under the name **MOHAMMED SAAD ALDREES & SONS CO.**

2002



Year 2004

Officially named **ALDREES PETROLEUM AND TRANSPORT SERVICES COMPANY**

2005



Year 2015

Market capitalization was increased to **SAR400 million**

2015



Year 2016

Aldrees color Changed for Re-branding.



2017



**Year
2019**

Market capitalization was increased to **SAR600 million**

2021



**Year
2002**

Became a **LIMITED LIABILITY COMPANY**



2004

**Year
2005**

Became a **SAUDI JOINT STOCK COMPANY** with a start-up Capitalization of **SAR200 million**

2015



**Year
2015**

A venture with BERTSCHI was officially registered with the Chamber of Commerce and named as **ALDREES BERTSCHI LOGISTICS COMPANY**



2016



**Year
2017**

Market capitalization was increased to **SAR500 million**

2019



**Year
2021**

Market capitalization was increased to **SAR750 million**

TRANSPORT SAFETY & QUALITY



Financial Results as of 31 Mar. 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 Q1 ended 31 MARCH

Number of Employees	3,641	3462	179	5.17%	2207	2355	-148	-6.28%	5848	5817	31	0.53%
Number of Stations	568	487	81	16.63%			0	0.00%	568	487	81	16.63%
Number of Trucks	0	0	0	0.00%	1206	1223	-17	-1.39%	1206	1223	-17	-1.39%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	Q1 2021		Q1 2020		VARIANCE		Q1 2021		Q1 2020		VARIANCE		Q1 2021	ELIMINATION	Q1 2021		Q1 2020		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
TOTAL SALES	1,712,602	100%	1,406,894	100%	305,708	21.73%	71,055	100%	73,609	100%	(2,555)	-3.47%	1,783,657	(24,000)	1,759,657	100%	1,457,811	100%	325,845	22.35%
NET SALES	1,712,602	100%	1,406,894	100%	305,708	21.73%	71,055	100%	73,609	100%	(2,555)	-3.47%	1,783,657	(24,000)	1,759,657	100%	1,457,811	100%	301,845	20.71%
TOTAL COST OF SALES	1,626,821	94.99%	1,338,176	95.12%	288,645	21.57%	55,823	78.56%	57,604	78.26%	(1,781)	-3.09%	1,682,643	(24,000)	1,658,643	94.26%	1,373,087	94.19%	285,556	20.80%
GROSS PROFIT/(LOSS)	85,781	5.01%	68,719	4.88%	17,063	24.83%	15,232	21.44%	16,005	21.74%	(773)	-4.83%	101,013		101,013	5.74%	84,724	5.81%	16,289	19.23%
EXPENSES																				
SALES PROMOTION EXPENSES	496	0.03%	845	0.06%	(349)	-41.30%	315	0.44%	202	0.27%	113	55.90%	811		811	0.05%	1,047	0.07%	(236)	-22.53%
TOTAL GEN. & ADMIN. EXPENSES	25,800	1.51%	19,673	1.40%	6,128	31.15%	10,999	15.48%	12,357	16.79%	(1,358)	-10.99%	36,799		36,799	2.09%	32,030	2.20%	4,770	14.89%
TOTAL S,G&A EXPENSES	26,296	1.54%	20,518	1.46%	5,779	28.16%	11,315	15.92%	12,559	17.06%	(1,245)	-9.91%	37,611		37,611	2.14%	33,077	2.27%	4,534	13.71%
OPERATING INCOME	59,485	3.47%	48,201	3.43%	11,284	23.41%	3,917	5.51%	3,446	4.68%	472	13.69%	63,403		63,403	3.60%	51,647	3.54%	11,756	22.76%
FINANCIAL CHARGES	23,315	1.36%	17,979	1.28%	5,336	29.68%	906	1.27%	2,086	2.83%	(1,180)	-56.57%	24,221		24,221	1.38%	20,065	1.38%	4,156	20.71%
SHARE OF LOSS ON INVESTMENTS	(233)	-0.01%	(1,285)	-0.09%	1,052	0.00%	1,496	2.11%	968	1.32%	528	54.54%	1,263		1,263	0.07%	(317)	-0.02%	1,580	-499.03%
PROVISION FOR CONTNGENT LIABILITY	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0		0	0.00%	0	0.00%	0.00%	0.00%
OTHER INCOMES	676	0.04%	572	0.04%	103	-18.1%	(325)	-0.46%	(113)	-0.15%	(212)	187.02%	350		350	0.02%	459	0.03%	(109)	-23.7%
NET PROFIT/(LOSS) BEFORE ZAKAT	36,613	2.14%	29,509	2.10%	7,104	24.07%	4,183	5.89%	2,215	3.01%	1,968	88.85%	40,796		40,796	2.32%	31,724	2.18%	9,071	28.59%
ZAKAT	1,260	0.07%	1,260	0.09%	0	0.00%	175	0.25%	177	0.24%	(2)	-0.96%	1,435		1,435	0.08%	1,437	0.10%	(2)	-0.12%
NET PROFIT/(LOSS)	35,353	2.06%	28,249	2.01%	7,104	25.15%	4,008	5.64%	2,038	2.77%	1,970	96.64%	39,361		39,361	2.24%	30,288	2.08%	9,073	29.96%

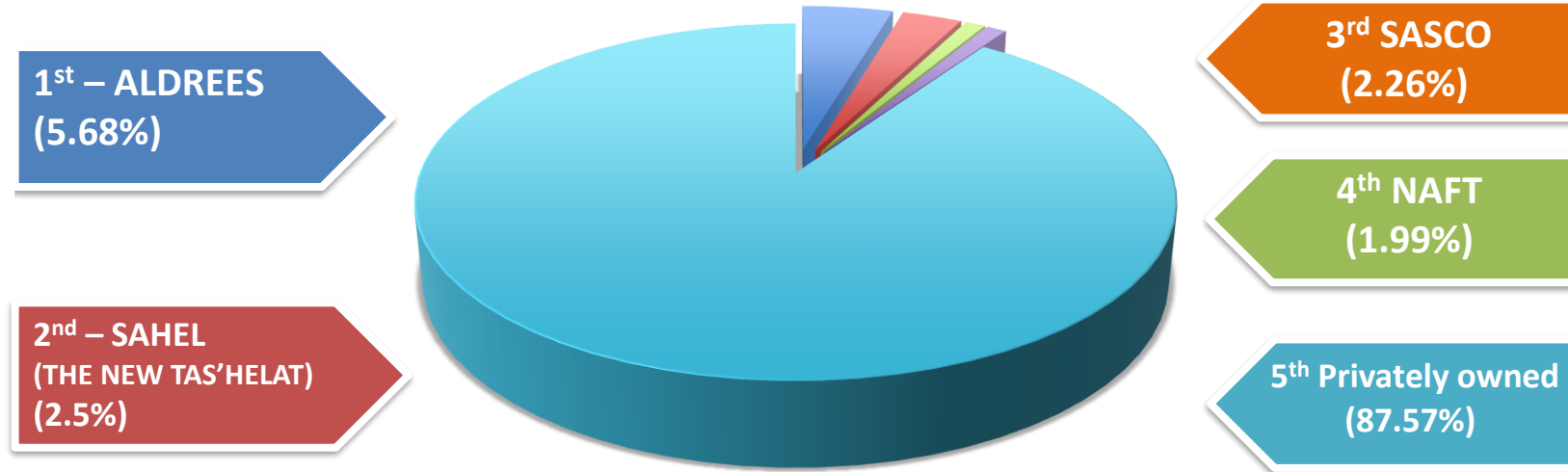
Total Number of Stations as of Q1

2021	2020
568	487

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 most number of Service Stations (5.68%) followed by SAHEL – The New Tas'helat at (2.50%), SASCO (2.26%) & NAFT (1.99%) and 87.57% is privately owned (among small players).

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



Fuel Type	Adjusted Rates								
	Effective 11 Jan. 2021			Effective 11 Feb. 2021			Effective 11 Mar. 2021		
	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin
<i>Petrol 91</i>	1.47	1.62	0.15	1.66	1.81	0.15	1.75	1.90	0.15
<i>Petrol 95</i>	1.60	1.75	0.15	1.79	1.94	0.15	1.89	2.04	0.15
<i>Diesel</i>	0.42	0.47	0.05	0.42	0.47	0.05	0.42	0.47	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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Total Number of Tractor Heads & Trailers as of 31 March



Description	2021	2020
Tractors Heads	1,206	1,223
Trailers	2,518	2,390

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

INCOME STATEMENT Q1 2021

Amount in Saudi Riyals							
		Q1 2021		Q1 2020		YTD Variance	
		Amount	Ratio	Amount	Ratio	Amount	Var %
REVENUES	1	6,181,050	100	4,455,782	100	1,725,268	39
COST OF REVENUES	2	2,495,029	40	1,967,992	44	527,037	27
GROSS PROFIT/(LOSS)		3,686,021	60	2,487,790	56	1,198,232	48
SELLING & DISTRIBUTION EXPENSE:	3	0	0	500	0	(500)	(100)
GENERAL & ADMN. EXPENSES	4	609,528	10	549,463	12	60,064	11
OPERATING INCOME		3,076,493	50	1,937,826	43	1,138,667	59
FINANCIAL CHARGES		83,618	1	1,248	0	82,371	6,603
TOTAL OTHER INCOME, NET		0	0	0	0	0	
TOTAL NET INCOME BEFORE TAX		2,992,875	48	1,936,579	43	1,056,297	55
NET INCOME/(LOSS) ALDREES SHAR		1,496,438					



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End of Report
Update as of
31 Mar. 2021