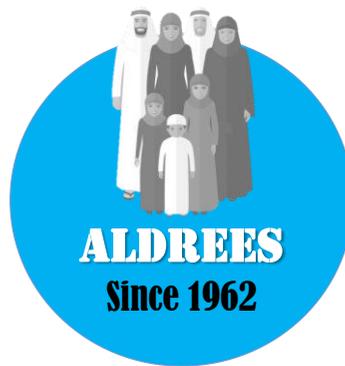


COMPANY PRESENTATION

2nd Quarter Fy2024



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



10229
Employees

61
years

2742
Trailers
1532
Tractor
Heads

933
Gas Stations



4.6 Billion
Q2 2024
Revenue



324K Tons per week



WHAT WE ARE NOW

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

- **4274** fleet strength of various types of trucks and trailers as of June 30, 2024 (1532 tractor heads & 2742 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

- **933** Petrol Stations as of June 30, 2024
- **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

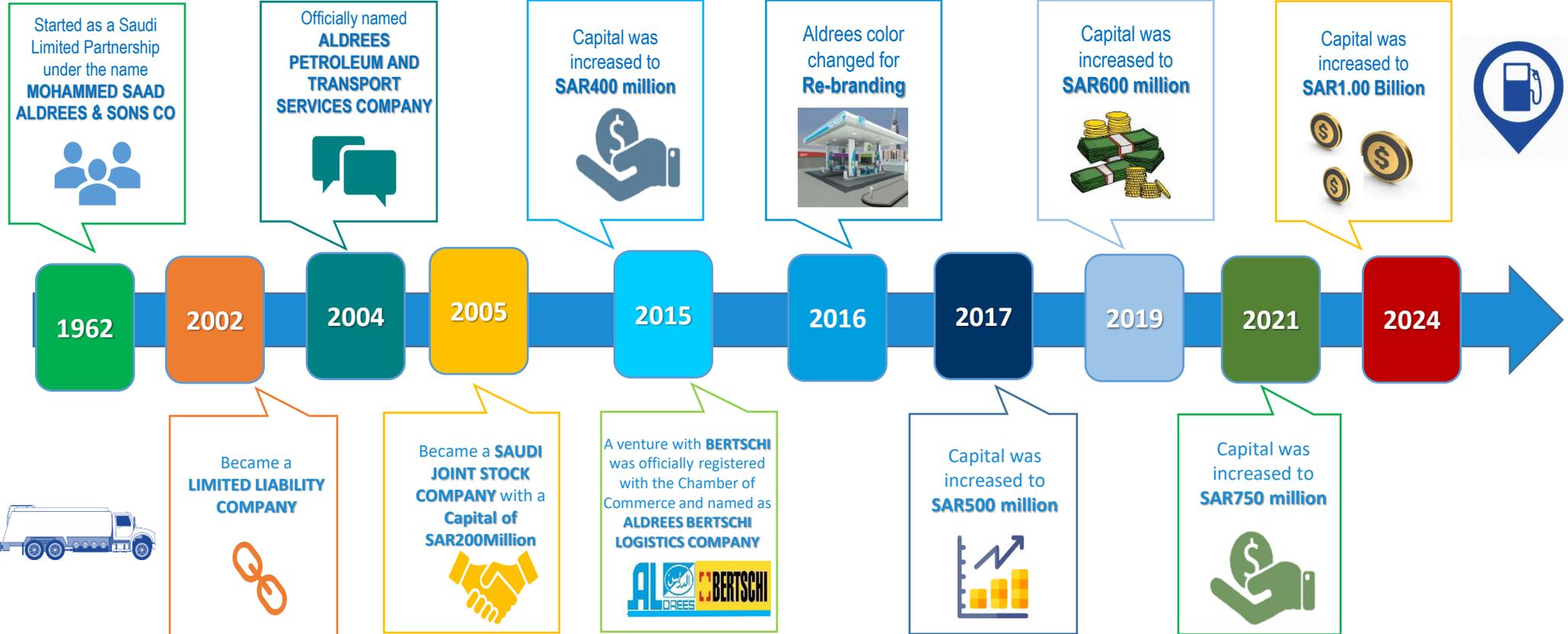


ALDREES BERTSCHI LOGISTICS SERVICES CO. – Joint Venture with a global chemical logistics service provider BERTSCHI

- **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 Q2 2024

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



Petrol Division

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PROFIT & LOSS STATEMENT-SUMMARY

2024 versus 2023

FOR 6-MONTH PERIOD ended 30 JUNE

Number of Employees	7,243	6055	1188	19.6%	2986	2752	234	8.5%	10229	8807	1422	16.1%
Number of Stations	933	788	145	18.4%			0	0.0%	933	788	145	18.4%
Number of Trucks	0	0	0	0.0%	1532	1476	56	3.8%	1532	1476	56	3.8%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	1H 2024		1H 2023		VARIANCE		1H 2024		1H 2023		VARIANCE		1H 2024	ELIMINATION	1H 2024		1H 2023		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	8,807,838	100%	6,839,410	100%	1,968,428	28.8%	268,712	100%	246,522	100%	22,190	9%	9,076,550	(117,564)	8,958,986	100%	6,999,216	100%	1,959,770	28.0%
TOTAL COST OF SALES	8,497,095	96.5%	6,573,320	96.1%	1,923,775	29.3%	189,858	70.7%	180,410	73.2%	9,448	5.2%	8,686,953	(117,564)	8,569,389	95.7%	6,667,014	95.3%	1,902,375	28.5%
GROSS PROFIT/(LOSS)	310,743	3.5%	266,091	3.9%	44,653	16.8%	78,854	29.3%	66,112	26.8%	12,742	19.3%	389,597		389,597	4.3%	332,202	4.7%	57,395	17.3%
EXPENSES																				
SALES PROMOTION EXPENSES	1,233	0.01%	433	0.01%	800	184.8%	538	0.20%	878	0.36%	(340)	-38.7%	1,771		1,771	0.02%	1,311	0.02%	460	35.1%
TOTAL GEN. & ADMIN. EXPENSES	102,190	1.2%	88,710	1.3%	13,480	15.2%	38,018	14.1%	34,375	13.9%	3,642	10.6%	140,208		140,208	1.6%	123,085	1.8%	17,122	13.9%
TOTAL S,G&A EXPENSES	103,423	1.2%	89,143	1.3%	14,280	16.0%	38,556	14.3%	35,254	14.3%	3,302	9.4%	141,979		141,979	1.6%	124,397	1.8%	17,582	14.1%
OPERATING INCOME	207,320	2.35%	176,948	2.59%	30,372	17.2%	40,298	15.0%	30,858	12.5%	9,440	31%	247,618		247,618	2.8%	207,806	3.0%	39,812	19.2%
INTEREST - LEASE	88,559	1.01%	63,717	0.93%	24,842	0.00%	0	0.00%	0	0.00%	0	0.00%	88,559		88,559	0.99%	63,717	0.91%	24,842	38.99%
OTHER BANK CHARGES	3,438	0%	1,397	0%	2,040	146%	10,095	4%	7,589	3%	2,506	33%	13,533		13,533	0.2%	8,986	0.1%	4,547	51%
FINANCIAL CHARGES	91,997	1.0%	65,114	1.0%	26,882	41.3%	10,095	3.8%	7,589	3.1%	2,506	33.0%	102,092		102,092	1.1%	72,703	1.0%	29,389	40.4%
OTHER INCOMES	8,311	0.09%	3,666	0.05%	4,645	126.7%	240	0.09%	1,147	0.47%	(906)	-79.0%	8,552		8,552	0.10%	4,813	0.07%	3,739	77.7%
SHARE OF PROFIT/(LOSS) ON INVESTMENTS	8,255	0.09%	3,863	0.06%	4,392	113.7%	1,110	0.4%	296	0.1%	815	275.7%	9,366		9,366	0.1%	4,158	0.1%	5,207	125.2%
NET PROFIT/(LOSS) BEFORE ZAKAT	131,890	1.50%	119,362	1.7%	12,528	10.5%	31,554	11.7%	24,712	10.0%	6,842	27.7%	163,444		163,444	1.8%	144,074	2.1%	19,369	13.4%
ZAKAT	3,000	0.03%	3,000	0.04%	0	0.0%	600	0.2%	300	0.1%	300	100.0%	3,600		3,600	0.0%	3,300	0.05%	300	9.1%
NET PROFIT/(LOSS)	128,890	1.46%	116,362	1.70%	12,528	10.8%	30,954	11.5%	24,412	9.9%	6,542	26.8%	159,844		159,844	1.78%	140,774	2.01%	19,069	13.5%



PROFIT & LOSS STATEMENT-SUMMARY

Q2 2024 versus Q2 2023

Q2 2024 - versus - Q2 2023

Number of Employees	7,243	6,055	1188	19.6%	2986	2752	234	8.5%	10229	8807	1422	16.1%
Number of Stations	933	788	145	18.4%			0	0.0%	933	788	145	18.4%
Number of Trucks	0	0	0	0.0%	1532	1476	56	3.8%	1532	1476	56	3.8%

PARTICULARS (In Thousand Saudi Riyals)	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	Q2 2024		Q2 2023		VARIANCE		Q2 2024		Q2 2023		VARIANCE		Q2 2024	ELIMINATION ENTRIES	Q2 2024		Q2 2023		VARIANCE	
	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%			Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	4,516,442	100%	3,491,707	100%	1,024,734	29.3%	146,159	100%	133,680	100%	12,479	9.3%	4,662,601	(61,453)	4,601,148	100%	3,580,597	100%	1,020,550	28.5%
TOTAL COST OF SALE	4,361,211	96.6%	3,357,368	96.2%	1,003,843	29.9%	101,294	69.3%	99,115	74.1%	2,179	2.2%	4,462,505	(61,453)	4,401,052	95.7%	3,411,693	95.3%	989,359	29.0%
GROSS PROFIT/(LOSS)	155,231	3.4%	134,339	3.8%	20,891	15.6%	44,865	30.7%	34,565	25.9%	10,301	29.8%	200,096		200,096	4.3%	168,904	4.7%	31,192	18.5%
SALES PROMOTION EXPENSES	395	0.01%	114	0.00%	281	247.5%	355	0.2%	389	0.3%	(34)	-8.7%	750		750	0.02%	502	0.01%	247	49.21%
GENERAL & ADMIN. EXPENSES	50,106	1.1%	45,794	1.3%	4,312	9.4%	21,222	14.5%	18,249	13.7%	2,973	16.3%	71,328		71,328	1.6%	64,044	1.8%	7,284	11.4%
TOTAL S,G&A EXPENSES	50,501	1.1%	45,908	1.3%	4,593	10.0%	21,577	14.8%	18,638	13.9%	2,939	15.8%	72,078		72,078	1.6%	64,546	1.8%	7,532	11.7%
OPERATING INCOME	104,730	2.3%	88,431	2.5%	16,298	18.4%	23,288	15.9%	15,926	11.9%	7,362	46.2%	128,018		128,018	2.8%	104,358	2.9%	23,660	22.7%
INTEREST - LEASE	46,055	1%	31,436	1%	14,619	46.5%	0	0%	0	0%	0	0.0%	46,055		46,055	1%	31,436	0.88%	14,619	47%
OTHER BANK CHARGES	1,632	0%	631	0%	1,001	158.5%	5,026	3%	4,332	3%	695	100.0%	6,658		6,658	0%	4,963	0%	1,695	34%
FINANCIAL CHARGES	47,687	1.1%	32,068	0.9%	15,619	48.7%	5,026	3.4%	4,332	3.2%	695	16.0%	52,713		52,713	1.1%	36,399	1.0%	16,314	44.8%
OTHER INCOMES	4,391	0.10%	1,678	0.05%	2,713	161.6%	(191)	-0.1%	37	0.03%	(228)	-616.7%	4,200		4,200	0.09%	1,715	0.05%	2,485	144.9%
SHARE OF INCOME/(LOSS) - INVESTMEN	4,209	0.09%	1,931	0.06%	2,278	117.9%	492	0.3%	283	0.2%	209	73.7%	4,701		4,701	0.1%	2,215	0.1%	2,487	112.3%
NET PROFIT/(LOSS) BEFORE ZAKAT	65,643	1.45%	59,973	1.72%	5,670	9.45%	18,563	12.70%	11,915	8.91%	6,648	55.80%	84,206		84,206	1.83%	71,888	2.01%	12,318	17.13%
ZAKAT	1,500	0.03%	1,500	0.04%	0	0.00%	300	0.21%	150	0.11%	150	100.00%	1,800		1,800	0.04%	1,650	0.05%	150	9.09%
NET PROFIT/(LOSS)	64,143	1.42%	58,473	1.67%	5,670	9.70%	18,263	12.50%	11,765	8.80%	6,498	55.23%	82,406		82,406	1.79%	70,238	1.96%	12,168	17.32%

Total Number of Stations as of 30 JUNE 2024

Q2 2024	Q2 2023	Variance	Percentage
933	788	145	18%

Infographics of Gas Stations Kingdom wide (KSA)

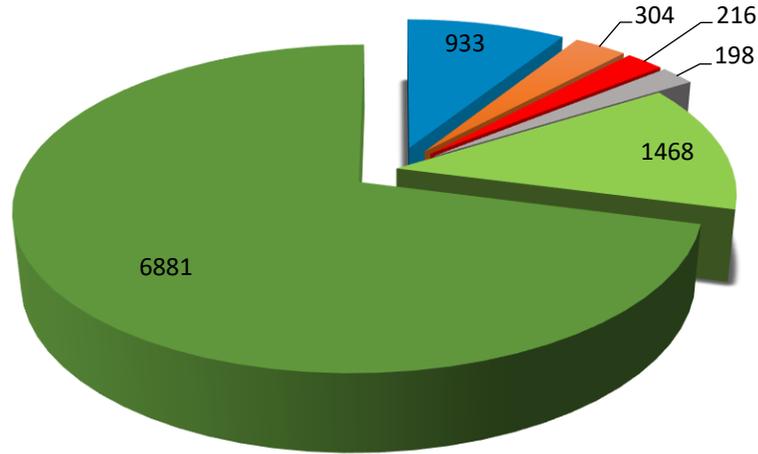


Stations All Over KSA 10,000 stations

**1st - ALDREES
(9.33%) -
933 Stations**

**2nd – SASCO
(3.04%)-
304 Stations**

**3rd – NAFT
(2.16%)
216 Stations**



**4th ARAMCO
(1.98%)
198 Stations**

**5th Other Companies
(14.68%) -
1468 Stations**

**6th Privately owned
(68.81%)
6881 Stations**

Notes:

An estimated of 10,000 Service Stations in KSA. ALDREES has the greatest number of Service Stations (9.33%) followed by SASCO (3.04%) then NAFT (2.16%) next is (ARAMCO)at (1.98%) and other companies (14.68%), and 68.81% is privately owned (among small players).

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



Fuel Type	Adjusted Rates												Current Rates		
	Effective 11 May 2021			Effective 11 June 2021			Effective 30 Dec. 2021			end of 31 Dec. 2022			Effective 01 Jan. 2023		
	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin
<i>Petrol 91</i>	1.93	2.08	0.15	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15
<i>Petrol 95</i>	2.08	2.23	0.15	2.18	2.33	0.15	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	0.58	0.63	0.05	0.58	0.63	0.05	0.70	0.75	0.05

Notes:

- The rates unchanged since Q1-2023.
- 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 PETROLEUM AND TRANSPORT SERVICES CO.

TRANSPORT DIVISION

VARIANCE ANALYSIS REPORT - 1ST HALF 2024 vs 2023

(AMOUNT IN MILLIONS SAR)

Particulars	1ST HALF 2024		1ST HALF 2023		VARIANCE	
	AMOUNT (SAR)	%	AMOUNT (SAR)	%	AMOUNT (SAR)	%
FUEL OIL TOTAL	100.0	37.2%	78.5	31.8%	21.5	27.4%
GRAINS AND OTHERS TOTAL	23.1	8.6%	56.2	22.8%	(33.2)	58.9%
CHEMICALS TOTAL	72.9	27.1%	66.7	27.0%	6.2	9.3%
SUGAR BULK MOLASSES	3.8	1.4%	3.7	1.5%	0.2	4.3%
RENTAL TRANSPORT, OTHERS	36.1	13.4%	17.8	7.2%	18.2	100%
TOTAL TRANSPORTATION OPER.	235.8	87.8%	222.9	90.4%	13.0	5.8%
TOTAL SUPPLY CHAIN OPER.	32.9	12.2%	23.7	9.6%	9.3	39.1%
TOTAL SALES REVENUE	268.7	100.0%	246.5	100.0%	22.2	9.0%



Total Number of Tractor Heads & Trailers as of 30 JUNE 2024



DESCRIPTION	Q2 2024	Q2 2023	VARIANCE	PERCENTAGE
TRACTOR HEADS	1532	1476	56	3.7%
TRAILERS	2742	2717	25	0.9%



ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

INCOME STATEMENT - YTD JUNE 30 2024 VS 2023

Description	Q2-2024 Amount	Ratio	Q2-2023 Amount	Ratio	Variance Amount	Ratio	YTD 2024 Amount	Ratio	YTD 2023 Amount	Ratio	YTD Variance Amount	Ratio
REVENUES	4,782,497	100	3,829,458	100	953,039	100	9,626,900	100	7,113,225	100	2,513,675	35
COST OF REVENUES	3,179,555	66	2,676,200	70	503,355	53	6,195,459	64	5,383,661	76	811,798	15
GROSS PROFIT/(LOSS)	1,602,942	34	1,153,258	30	449,684	47	3,431,442	36	1,729,564	24	1,701,878	98
GENERAL AND ADMINISTRATIVE EXPENSES	666,846	14	570,432	15	96,415	10	0	0	0	0	138,887	12
OPERATING INCOME	936,096	20	582,827	15	353,269	37	2,175,674	23	612,684	9	1,562,991	255
FINANCIAL CHARGES	8,620	0	16,292	0	-7,673	(1)	11,200	0	21,584	0	(10,383)	(48)
OTHER INCOME, NET	56,521	1	0	0	56,521	6	56,521	1	0	0	56,521	100
TOTAL OTHER INCOME, NET	56,521	1	0	0	56,521	6	56,521	1	0	0	56,521	100
INCOME(LOSS) BEFORE ZAKAT	983,997	21	566,535	15	417,462	44	2,220,995	23	591,100	8	1,629,895	276
ZAKAT	0		0		0		0	0	0	0	0	0
NET INCOME/(LOSS)	983,997	21	566,535	15	417,462	44	2,220,995	23	591,100	8	1,629,895	276
SHARE OF NET INCOME/(LOSS) FOR ALDREES	491,998		283,267		208,731		1,110,497		295,550		814,947	276



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End of Report
Update as of
30 June 2024