



OFFICIAL LOGISTICS PROVIDER

# GWC Conference Call

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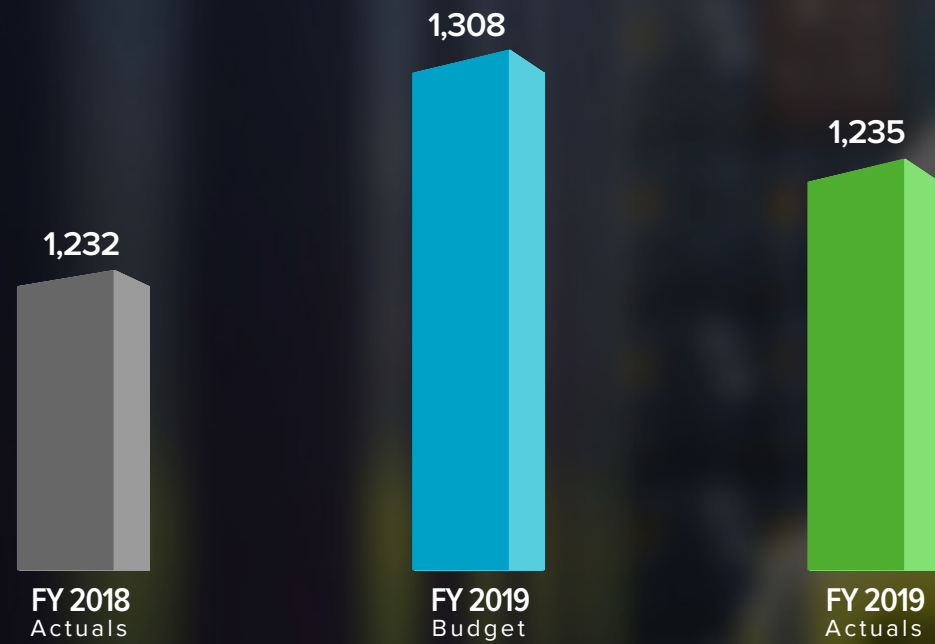
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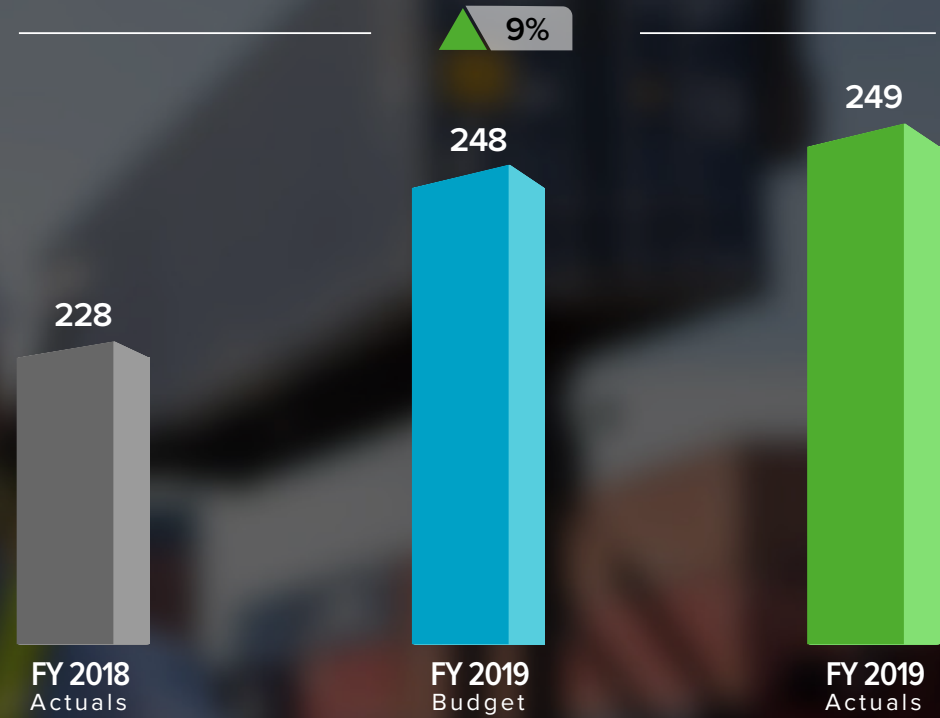
# Financials – 2019

(Figures in QAR Million)

## REVENUES



## NET PROFITS



- Revenues... Constant Vs 2018
- Net profits... 9% growth Vs 2018 & exceeding budget



# 2019 Key Highlights



## REVENUE - STAGNANT

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- Very Competitive Market
- Reduced rates compared to Last year for CL/RMS/Freight
- Average Pallet Storage rate for 2019 is 62 QAR against 80 QAR of last year.
- Freight – Equestrian and Charter Revenue of 2018 was 9.5 Mil QAR which was not there in 2019.
- Freight Field Sales revenue reduced by 5 Mil during 2019.

## NET PROFIT – 9% GROWTH

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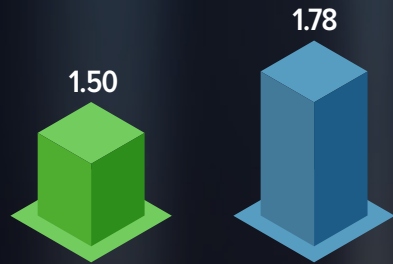
- Fine Arts/UPS/Transport Business divisions' profitability Improved in 2019 compared to 2018
- Logistics Parks positive impact in 2019 compared to 2018 due to occupancy/financing rates/depreciation
- Cost optimization efforts through Process Improvement team.
- RPA Implementation through IT Team – In effect increasing manpower efficiency.
- Financial Income from Bonds and Short-term Call Deposits
- Receivables impairment benefited us during 2019

# Financial Ratios 2019

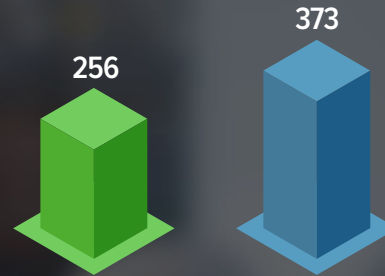
(Figures in QAR Million)



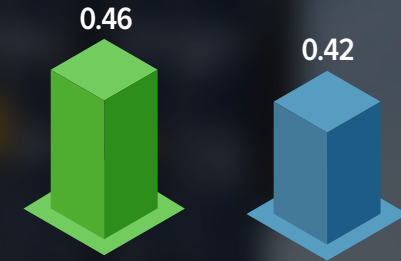
CURRENT RATIO



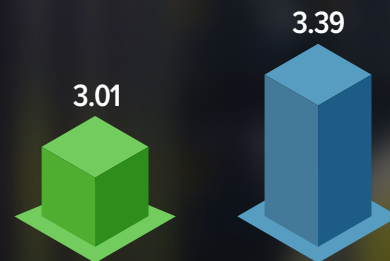
WORKING CAPITAL ( QAR MIL )



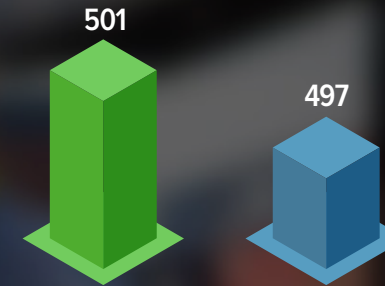
EQUITY / TOTAL ASSETS




NET DEBT / EBITDA (EBITDA ANNUALISED )



EBITDA



 Q4'19 Actual  Q4'18 Actual



Weaker Current ratio & working capital due to lower current assets (cash), Stronger EBITDA driven by stronger profits

# Income statement TY'19 Vs TY'18

(Figures in QAR Million)



	TY'19	TY'18
Gross Revenue	1,235	1,232
Cost of Revenue	798	811
<b>Gross profit</b>	<b>437</b>	<b>421</b>
<b>GP Margin</b>	<b>35%</b>	<b>34%</b>
SG&A	108	104
Finance cost	83	89
<b>Net profit</b>	<b>249</b>	<b>228</b>
<b>Net Profit margin</b>	<b>20%</b>	<b>18%</b>



Higher GP and Lower COGS/Finance Cost enabled us to make 9% growth in Net Profits.

# Financial position 2019 – B/S

(Figures in QAR Million)



	Q4'19	Q4'18	COMMENTS
Fixed assets	2,451	2,484	
Other non-current assets	625	584	45M more Capital WIP related to LVQ PH5, Bu Sulba & Ras lafan
<b>Total non -current assets</b>	<b>3,076</b>	<b>3,068</b>	
current assets	783	853	50M more receivables, but 125M less cash (FD 155M Vs 280M in 2018 )
<b>Total Assets</b>	<b>3,859</b>	<b>3,920</b>	
	-	-	
Equity	1,792	1,661	130M more retained earnings
Long term loans	1,225	1,462	Net Effect 176 Mil Reduction in loan outstanding
short term loans	283	222	
Trade and payables	221	242	20M decrease in accrued expenses and bonuses
Lease liability	22	16	
Other liabilities	315	317	
<b>Total Liability + equity</b>	<b>3,859</b>	<b>3,920</b>	



# Cashflows 2019

(Figures in QAR Million)



	Q4'19	Q4'18
<b>Profit for the period</b>	<b>249</b>	<b>228</b>
Depreciation & PPE	502	502
Inventories	(0)	(0)
Changes - Receivables	(47)	63
Changes - Payables	(23)	(104)
Changes - Other Current Assets	-	-
Employees End of Service & Tax	(2)	(3)
<b>Net Cash from Operations</b>	<b>430</b>	<b>459</b>
Capex	(95)	(54)
Interest Received	7	10
Payments towards WIP	(79)	(32)
<b>Free Cash-Flow</b>	<b>263</b>	<b>483</b>
Loan Payments & Proceeds	(176)	(103)
Lease Liability	(6)	(8)
Interest Payments	(95)	(98)
Dividends	(111)	(100)
<b>Net Cash Increase / Decrease</b>	<b>(125)</b>	<b>175</b>
Beginning Cash	326	152
<b>Ending Cash</b>	<b>201</b>	<b>326</b>

# 2020 Key initiatives



Focus on SMEs and clients from removed warehouses in Qatar.

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Focus on Optimization services as a selling point & competitive advantage

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Focus on retaining existing customers through quality of services and commercial negotiations so as to get their incremental volume

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Capturing FIFA related early opportunities and also the NFE related opportunities

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Internal cost optimization... identifying certain cost buckets to be optimized

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Diversifying the business segments to Hospitality/Food items trading/Oil & Gas Ancillary

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Building a foreign investment strategy to grow

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Al Wukair Logistics Park:

- Development of 1.4 million sqm awarded to the contractor
  - Focusing to capture early opportunities of open yard storage needs
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# Thank you!

