



#StaySafe

Q1'2020 conference call

Sunday, May 3, 2020

Delivering Logistics Innovation.

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Q1'2020 Key Highlights



REVENUE

- Very Competitive Market
- Reduced rates compared to Last year for CL/RMS/Freight
- Average Pallet Storage rate for 2020 is 50 QAR Vs 65 QAR of last year.
- COVID-19 operational lockdowns:
 - Less volume trades for Freight/UPS
 - Expenditures on PPEs
 - Precautionary measures and working-from-home processes
 - 15% discount for Bu Sulba SMEs for 6 months
 - Less handling revenues for CL due to the closure of Malls/Retail shops
 - Pressure on further reduced rates/rental waiver for clients
 - Clients stopping business leads to stoppage of Logistics operations

FUTURE STEPS...

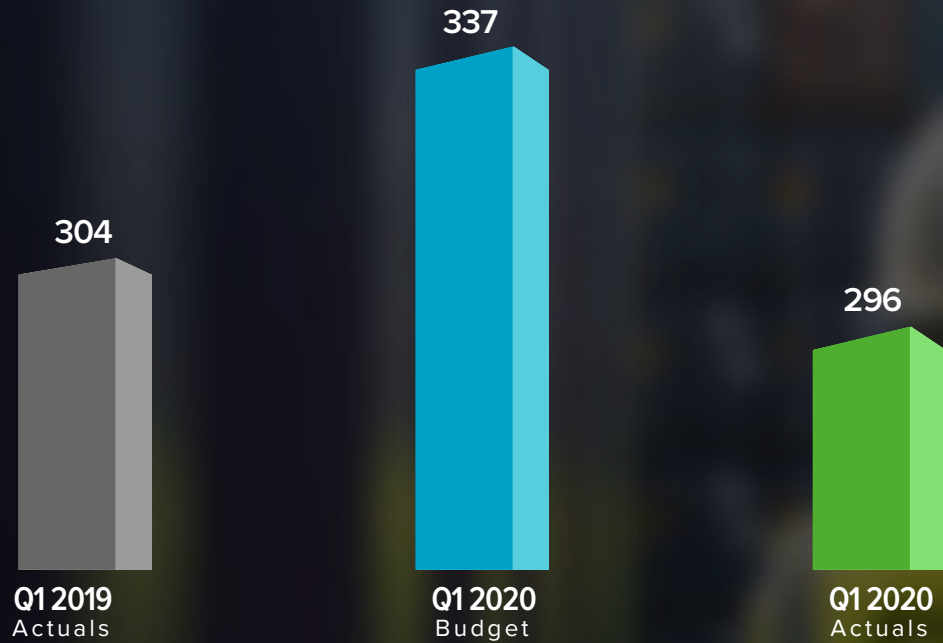
- Cost optimization efforts to be streamlined
- Exploring opportunities for E Commerce/Online Deliveries B to C
- Focus on Logistics consulting opportunities as the market is looking for Optimization of all costs.

Financials – Q1'2020

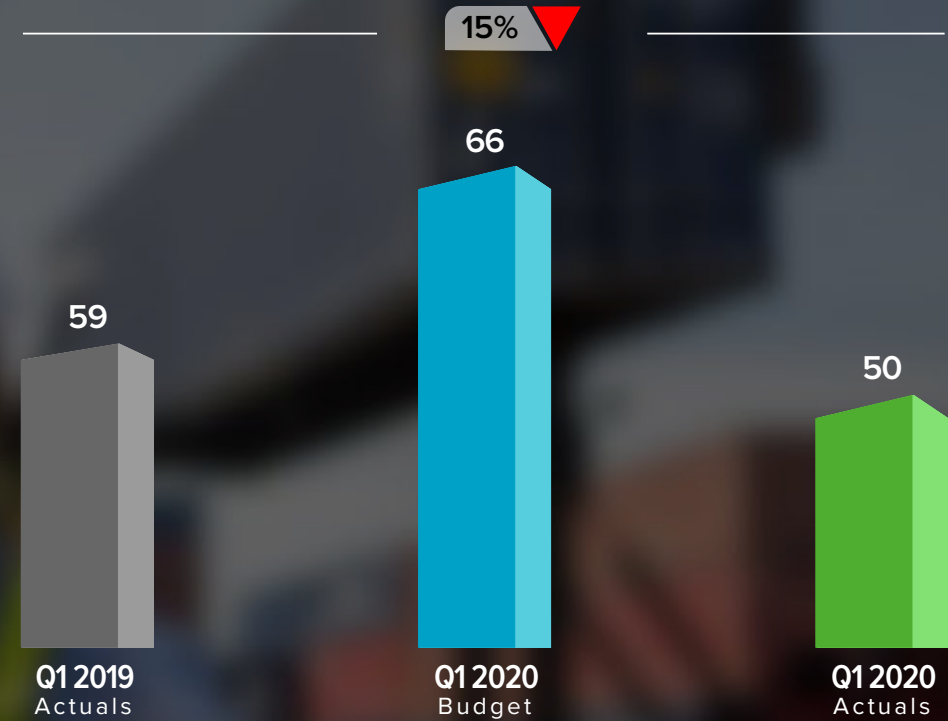
(Figures in QAR Million)



REVENUES



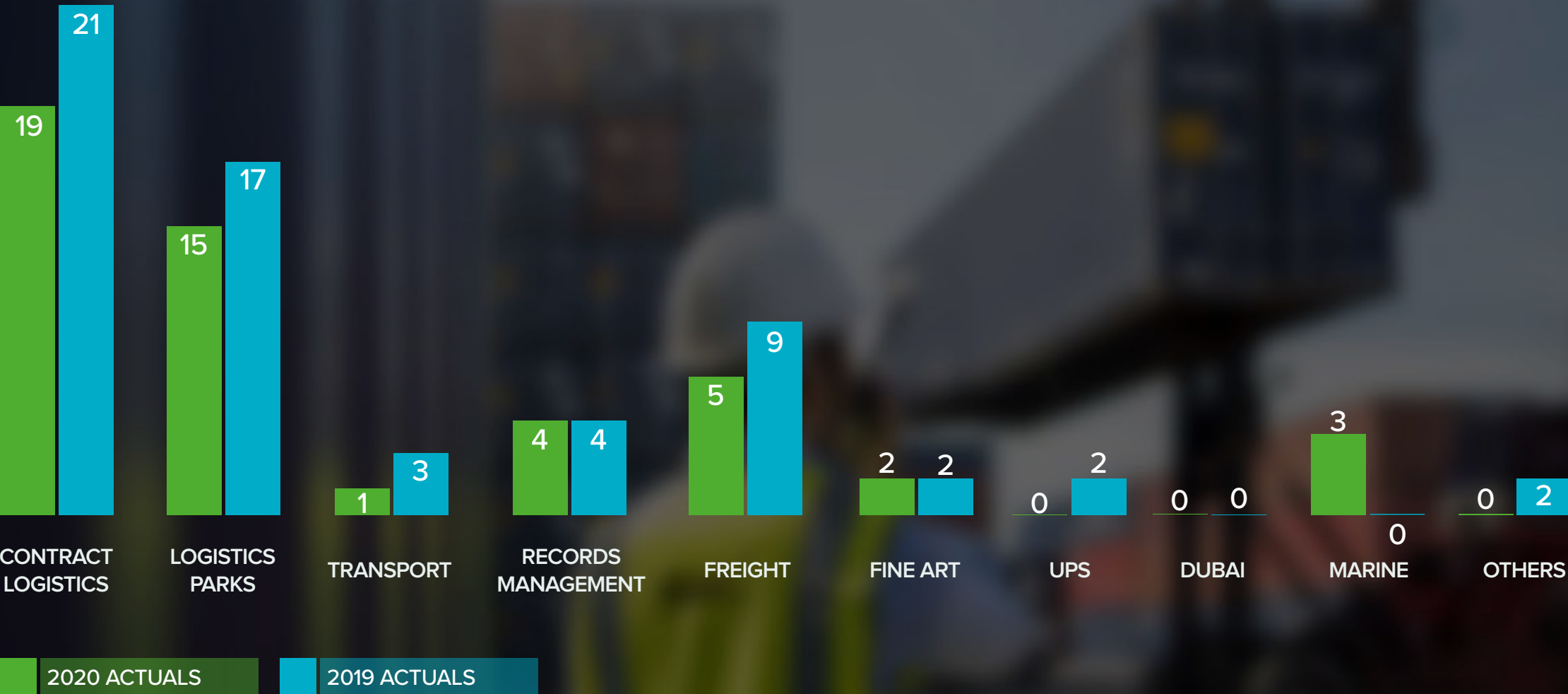
NET PROFITS



- Revenues... 8Mn less than Q1'19
- Net profits... -ve 15% Vs Q1'2019

Department-wise Q1'2019 Profit

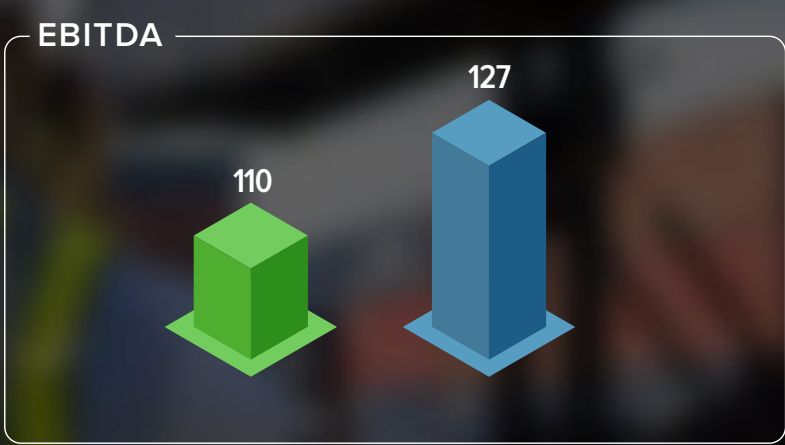
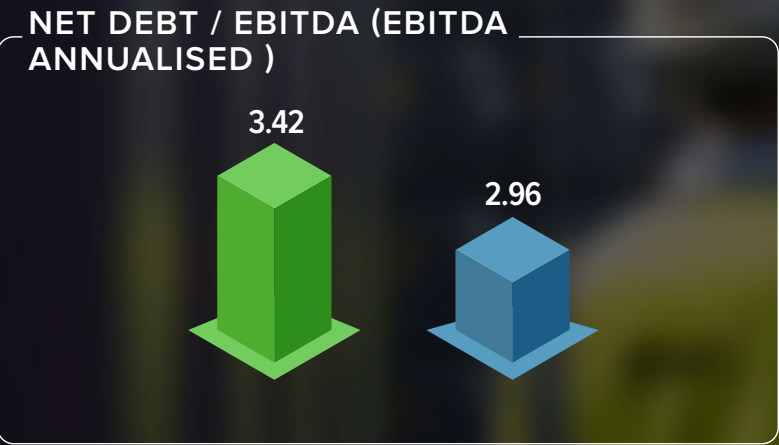
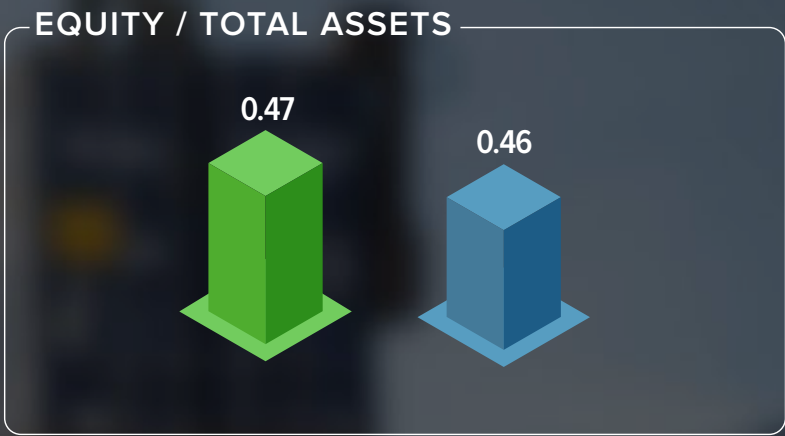
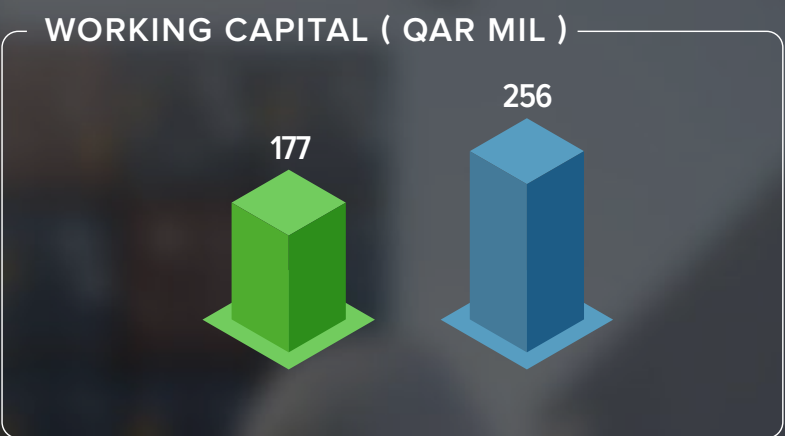
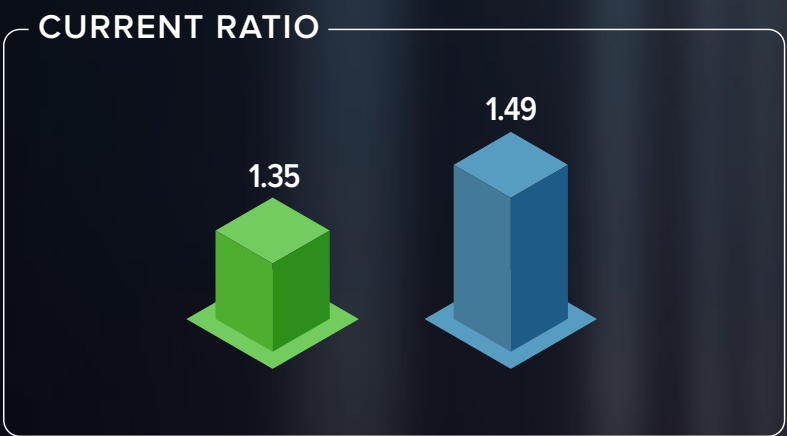
(Figures in QAR Million)



CL, Logistic Parks, Transport, Freight & UPS struggle to grow, while Marine & fine Art have improved profits...

Financial Ratios 2020

(Figures in QAR Million)



 Q1'20 Actual  Q4'19 Actual



Weaker Current ratio & working capital due to lower current assets (cash)

Income statement Q1'20 Vs Q1'19

(Figures in QAR Million)



	Q1'20	Q1'19
Gross Revenue	296	304
Cost of Revenue	197	195
Gross profit	99	109
GP Margin	33%	36%
SG&A	32	28
Finance cost	17	21
Net profit	50	59
Net Profit margin	17%	19%

Financial position 2019 – B/S

(Figures in QAR Million)



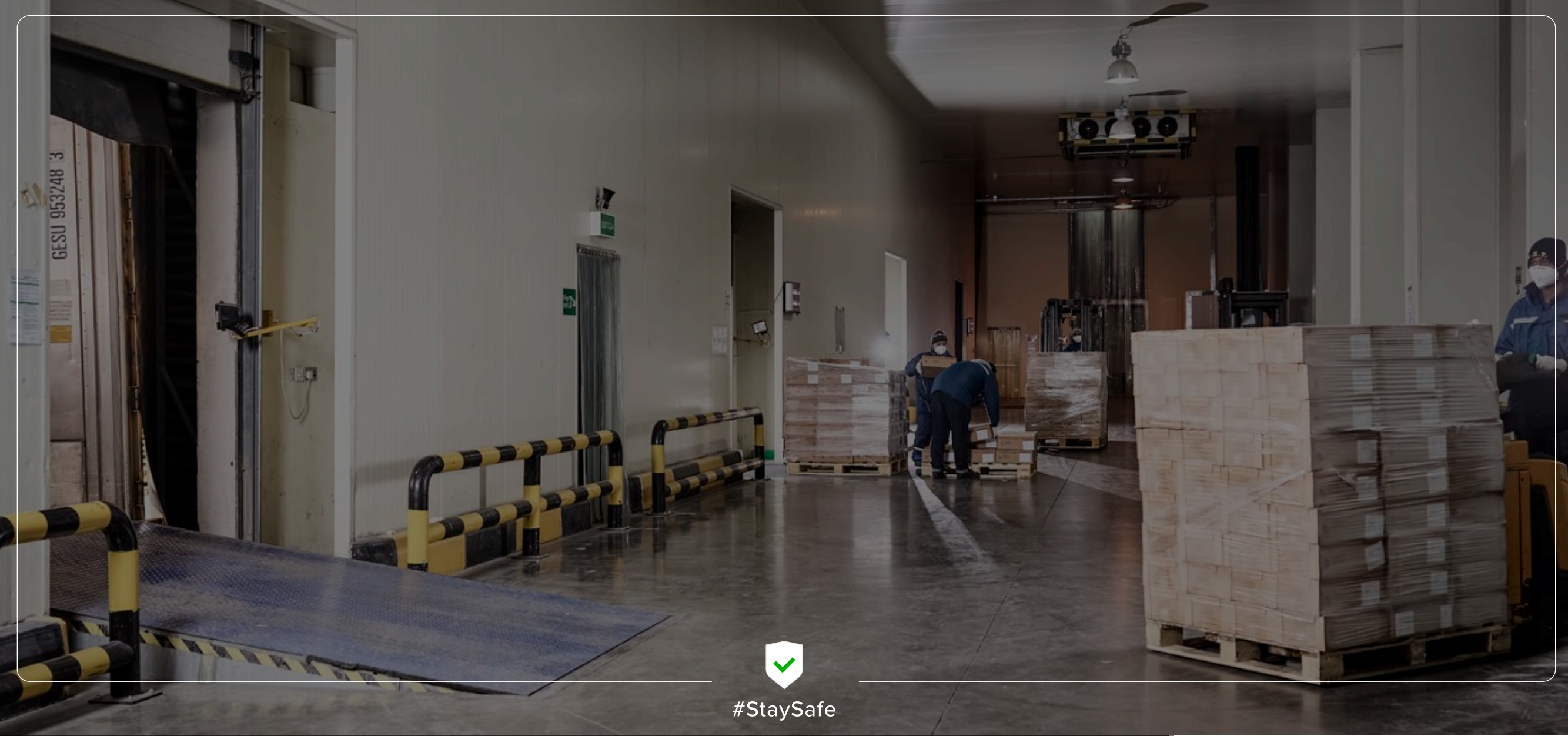
	Q1'20	Q4'19	COMMENTS
Fixed assets	2,430	2,451	
Other non-current assets	581	625	Right-of-use due to leasing changes
Total non -current assets	3,010	3,076	
current assets	686	783	155M less cash Vs 2019 (dividend payment)
Total Assets	3,696	3,859	
	-	-	
Equity	1,725	1,792	70M retained earnings
Long term loans	1,218	1,225	
short term loans	286	283	
Trade and payables	207	221	
Lease liability	16	22	
Other liabilities	245	315	
Total Liability + equity	3,696	3,859	

Cashflows 2020

(Figures in QAR Million)



	Q1'20	Q1'19
Profit for the period	50	59
Depreciation & PPE	110	127
Inventories	(1)	(0)
Changes - Receivables	(21)	(14)
Changes - Payables	(15)	(41)
Changes - Other Current Assets	-	-
Employees End of Service & Tax	(1)	(0)
Net Cash from Operations	73	73
Capex	(11)	(22)
Interest Received	5	5
Payments towards WIP	(37)	(7)
Free Cash-Flow	129	49
Loan Payments & Proceeds	(4)	(20)
Lease Liability	(3)	(6)
Interest Payments	(19)	(23)
Dividends	(117)	(111)
Net Cash Increase / Decrease	(14)	(111)
Beginning Cash	202	427
Ending Cash	188	315



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Thank you!

