



#StaySafe

GWC Investors call Q3 2020

Delivering Logistics Innovation.

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Qatar 2022

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Q3'2020 Key Highlights

- Revenue @ 926 Mil QR as of Q3-2020 against 915 Mil QAR for the same period of 2019
- Net Profit @ 171 Mil QR as of Q3-2020 against 181 Mil QAR for the same period of 2019
- Gross Margin got reduced from 36% to 33% due to competitive rates in the Market (Impact : QAR 30 Mil)
- SGA and Finance Cost Savings - QAR 20 Mil - Giving Net impact of QAR 10 Mil less Net profit during this year
- 15% discount for Bu Sulba SMEs – Continued till Dec 2020
- **Occupancy Update** – LVQ – 97% Busulba – 93% Bufaseela – 59% Contract Logistics – 90%
- Operations are getting back to Normal and no positive cases for last 3 weeks.
- Till date 300 Staff got affected and approx. 1000 staff were in Quarantine since April 2020.
- Employees out of Qatar – Out of 205 staff, only 5 are back to work, 113 Expected to be back during Nov, 87 waiting for return permit.

Financials – Q3'2020 YTD

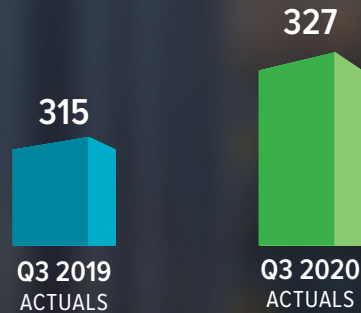
(Figures in QAR Million)



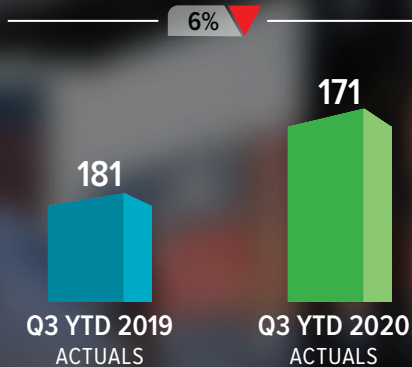
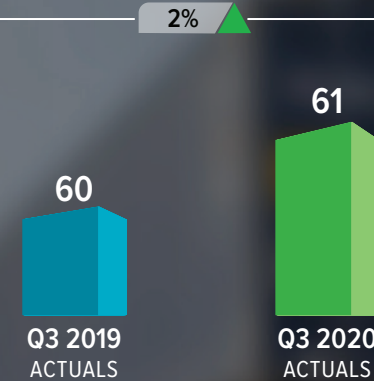
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REVENUES



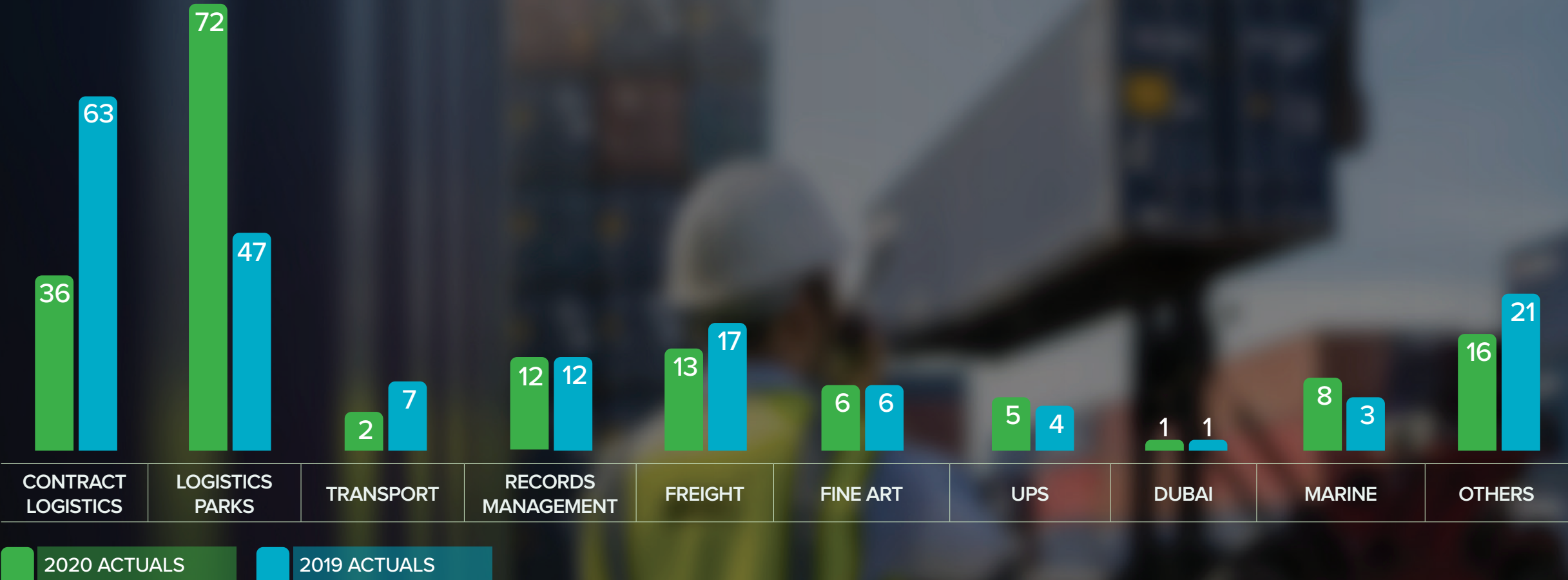
NET PROFITS



- Revenues YTD... 11Mn more than 2019
- Net profits YTD ... +ve 2% Vs Q3'2019 but –ve 6% VS YTD 2019

Department-wise Q3'2020 YTD Profit

(Figures in QAR Million)



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

Financial Ratios 2020

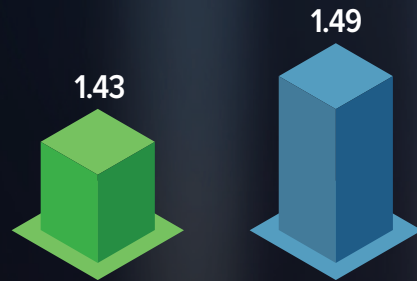
(Figures in QAR Million)



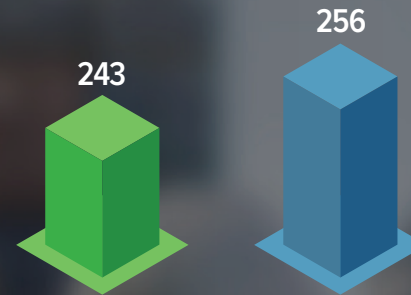
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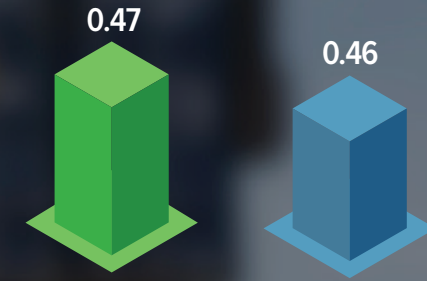
CURRENT RATIO



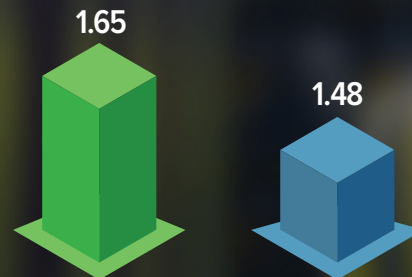
WORKING CAPITAL (QAR MIL)



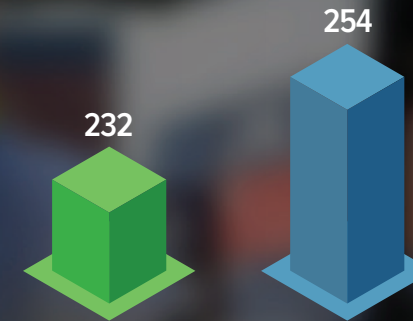
EQUITY / TOTAL ASSETS





NET DEBT / EBITDA (EBITDA ANNUALISED)



EBITDA



 Q3' 2020 Actual  Q4' 2019 Actual

Income statement Q3'20 Vs Q3'19 YTD

(Figures in QAR Million)



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	Q3'20	Q3'19
Gross Revenue	926	915
Cost of Revenue	623	582
Gross profit	303	333
GP Margin	33%	36%
SG&A	84	89
Finance cost	49	64
Net profit	171	181
Net Profit margin	18%	20%



Lower GP, However, lower SG&A and Finance cost ... 10Mn –ve net profit Vs 2019

Financial position Q2 2020 – B/S

(Figures in QAR Million)



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	Q3'20	Q4'19	COMMENTS
Fixed assets	2,518,545,012	2,451,035,402	In 2020, 116M from WIP to PPE... increase in assets
Other non-current assets	577,172,586	624,680,597	
Total non - current assets	3,095,717,598	3,075,715,999	
current assets	806,004,223	782,899,723	Higher Receivables in 2020 (386M Vs 301M) but less assets (cash)
Total Assets	3,901,721,821	3,858,615,722	
Equity	1,845,757,357	1,792,055,224	
Long term loans	1,242,945,223	1,225,259,193	
short term loans	283,336,259	282,728,490	Payment of existing loans compensated by addition of new loan for Al Wukair
Trade and payables	264,863,054	221,350,256	
Lease liability	15,276,201	22,484,476	3M QAR Lease concessions related to Covid-19
Other liabilities	249,543,727	314,738,083	
Total Liability + equity	3,901,721,821	3,858,615,722	

Cashflows 2020

(Figures in QAR Million)



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	Q3'20	Q3'19
Profit for the period	172	182
Depreciation & PPE	349	380
Inventories	(1)	0
Changes - Receivables	(51)	(72)
Changes - Payables	25	(27)
Changes - Other Current Assets	-	-
Lease concessions related to COVID-19	(5)	-
Employees End of Service & Tax	(5)	(1)
Net Cash from Operations	311	280
Capex	(52)	(79)
Interest Received	7	7
Payments towards WIP	(153)	(38)
Free Cash-Flow	214	170
Loan Payments & Proceeds	18	(138)
Lease Liability	(0)	(7)
Interest Payments	(36)	(75)
Dividends	(117)	(111)
Net Cash Increase / Decrease	79	(161)
Beginning Cash	202	427
Ending Cash	281	265



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Thank you!