ALDREES PETROLEUM & TRANSPORT SERVICES CO.

COMPANY PRESENTATION

3rd Quarter Fy2025

SMG ISO 9001 | SMG ISO 45001 | SMG ISO 14001 | Tadawul LISTED | SQAS Assessed Company | TÜV NORD TÜV Middle East ISO 14001 | TÜV NORD TÜV Middle East RC 14001

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

PETROL

TRANSPORT

“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.

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INFO DASHBOARD

63 years

11447 Employees

1834 Tractor Heads

2959 Trailers

1231 Gas Stations

18.9 Billion Q3 Fy2025 Revenue

287.3K Tons per week

WHAT WE ARE NOW

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

- **4793** fleet strength of various types of trucks and trailers as of September 30, 2025 (**1834** tractor heads & **2959** of various tanker, dumper, and trailer types)
- **ISO 9001 & OHSAS 45001-certifed 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

TRANSPORT & LOGISTICS

The biggest petroleum retail company in Saudi Arabia

- **1231** Petrol Stations as of September 30, 2025
- **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

بترول PETROL

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.

AL DREES BERTSCHI

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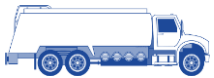
INFOGRAPHIC GROWTH TIMELINE

1962 — Started as a Saudi Limited Partnership under the name **MOHAMMED SAAD ALDREES & SONS CO**



2002 — Became a **LIMITED LIABILITY COMPANY**

2004 — Officially named **ALDREES PETROLEUM AND TRANSPORT SERVICES COMPANY**

2005 — Became a **SAUDI JOINT STOCK COMPANY** with a **Capital of SAR200Million**

2015 — Capital was increased to **SAR400 million**

2015 — A venture with **BERTSCHI** was officially registered with the Chamber of Commerce and named as **ALDREES BERTSCHI LOGISTICS COMPANY**

2016 — Aldrees color changed for **Re-branding**

2017 — Capital was increased to **SAR500 million**

2019 — Capital was increased to **SAR600 million**

2021 — Capital was increased to **SAR750 million**

2024 — Capital was increased to **SAR1.0 billion**

TRANSPORT SAFETY & QUALITY

Financial Results as of Q3 2025

Presented by
Rasmy G. Awad
Chief Financial Officer

Petrol Division

with you

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Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2025 versus 2024

Q3 2025 -versus- Q3 2024

Number of Employees	*8,120*	*6,491*	*1629*	*25.10%*	*3327*	*2708*	*619*	*22.86%*		*11,447*	*9199*	*2248*	*24.44%*			
Number of Stations	*1,231*	*993*	*238*	*23.97%*			*0*	*0.00%*		*1,231*	*993*	*238*	*23.97%*			
Number of Trucks	*0*	*0*	*0*	*0.00%*	*1834*	*1528*	*306*	*20.03%*		*1834*	*1528*	*306*	*20.03%*			

PARTICULARS	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	Q3 2025		Q3 2024		VARIANCE		Q3 2025		Q3 2024		VARIANCE		Q3 2025		ELIMINATION	Q3 2025		Q3 2024		VARIANCE	
(In Thousand Saudi Riyals)	Amount	*Ratio*	Amount	*Ratio*	Amount	*%*	Amount	*Ratio*	Amount	*Ratio*	Amount	*%*	Amount	Ratio	ENTRIES	Amount	*Ratio*	Amount	*Ratio*	Amount	*%*
NET SALES	6,739,423	*100.00%*	4,986,896	*100.00%*	1,752,527	*35.14%*	216,902	*100.00%*	160,414	*100.00%*	56,488	*35.21%*	6,956,326	1	(105,841)	6,850,485	*100.00%*	5,079,896	*100.00%*	1,770,588	*34.85%*
TOTAL COST OF SALE	6,563,001	*97.38%*	4,830,162	*96.9%*	1,732,839	*35.88%*	156,473	*72.14%*	112,997	*70.44%*	43,476	*38.48%*	6,719,474	1	(105,841)	6,613,633	*96.54%*	4,875,745	*95.98%*	1,737,888	*35.64%*
GROSS PROFIT/(LOSS)	176,422	*2.62%*	156,734	*3.14%*	19,688	*12.56%*	60,429	*27.86%*	47,417	*29.56%*	13,012	*27.44%*	236,851	3.4%		236,851	*3.46%*	204,151	*4.02%*	32,700	*16.02%*
EXPENSES																					
SALES PROMOTION EXPENSES	1,175	*0.02%*	354	*0.01%*	821	*232.33%*	517	*0.24%*	513	*0.32%*	4	*0.71%*	1,692	0.02%		1,692	*0.02%*	867	*0.02%*	825	*95.19%*
TOTAL GEN. & ADMIN. EXPENSES	59,356	*0.88%*	53,138	*1.07%*	6,218	*11.70%*	24,005	*11.07%*	22,477	*14.01%*	1,527	*6.80%*	83,361	1.2%		83,361	*1.22%*	75,615	*1.49%*	7,746	*10.24%*
TOTAL S,G&A EXPENSES	60,531	*0.90%*	53,492	*1.07%*	7,040	*13.16%*	24,522	*11.31%*	22,991	*14.33%*	1,531	*6.66%*	85,053	1.2%		85,053	*1.24%*	76,482	*1.51%*	8,571	*11.21%*
OPERATING INCOME	115,891	*1.72%*	103,243	*2.07%*	12,648	*12.25%*	35,908	*16.55%*	24,426	*15.23%*	11,481	*47.00%*	151,799	2.2%		151,799	*2.22%*	127,669	*2.51%*	24,130	*18.90%*
INTEREST - LEASE	56,426	*0.84%*	47,741	*0.96%*	8,685	*18.19%*	0	*0.00%*	0	*0.00%*	0	*0.00%*	56,426			56,426	*0.82%*	47,741	*0.94%*	8,685	*18.19%*
FINANCIAL CHARGES	(1,025)	*-0.02%*	471	*0.01%*	(1,496)	*-317.62%*	4,039	*1.86%*	4,883	*3.04%*	(844)	*-17.29%*	3,014	0.0%		3,014	*0.04%*	5,354	*0.11%*	(2,340)	*-43.71%*
TOTAL FINANCIAL CHARGES	55,401	*0.8%*	48,212	*1.0%*	7,189	*14.9%*	4,039	*1.9%*	4,883	*3.0%*	(844)	*-17.3%*	59,440	0.9%		59,440	*0.9%*	53,095	*1.0%*	6,345	*12.0%*
OTHER INCOMES	(292)	*0.00%*	217	*0.00%*	(509)	*-234%*	4,192	*1.93%*	263	*0.16%*	3,929	*1493.92%*	3,901	0.1%		3,901	*0.06%*	480	*0.01%*	3,421	*712.62%*
FINANCE INCOME	12,488	*0.19%*	6,242	*0.1%*	6,246	*100.1%*	0	*0.00%*	0	*0.0%*	0	*0.0%*	12,488			12,488	*0.18%*	6,242	*0.12%*	6,246	*100.1%*
SHARE ON INVESTMENTS	7,170	*0.11%*	4,155	*0.08%*	3,016	*72.58%*	242	*0.11%*	567	*0.35%*	(325)	*-57.34%*	7,412			7,412	*0.11%*	4,722	*0.09%*	2,690	*56.97%*
NET PROFIT/(LOSS) BEFORE ZAKAT	79,857	*1.18%*	65,645	*1.32%*	14,212	*21.65%*	36,303	*16.74%*	20,374	*12.70%*	15,930	*78.19%*	116,160	1.7%		116,160	*1.70%*	86,018	*1.69%*	30,142	*35.04%*
ZAKAT	1,725	*0.03%*	1,500	*0.03%*	225	*15.00%*	617	*0.28%*	300	*0.19%*	317	*105.60%*	2,342	0%		2,342	*0.03%*	1,800	*0.04%*	542	*30.10%*
NET PROFIT/(LOSS)	78,132	*1.16%*	64,145	*1.29%*	13,987	*21.81%*	35,687	*16.5%*	20,074	*12.51%*	15,613	*77.78%*	113,818	1.64%		113,818	*1.66%*	84,219	*1.66%*	29,599	*35.15%*

Aldrees Petroleum and Transport Services Company

PROFIT & LOSS STATEMENT-SUMMARY

2025 versus 2024

FOR 9-MONTH PERIOD ended 30 SEPTEMBER

Number of Employees	*8,120*	*7630*	*490*	*6.42%*	*3327*	*3091*	*236*	*7.64%*		*11447*	*10721*	*726*	*6.77%*			
Number of Stations	*1,231*	*993*	*238*	*23.97%*			*0*	*0.00%*		*1231*	*993*	*238*	*23.97%*			
Number of Trucks	*0*	*0*	*0*	*0.00%*	*1834*	*1528*	*306*	*20.03%*		*1834*	*1528*	*306*	*20.03%*			

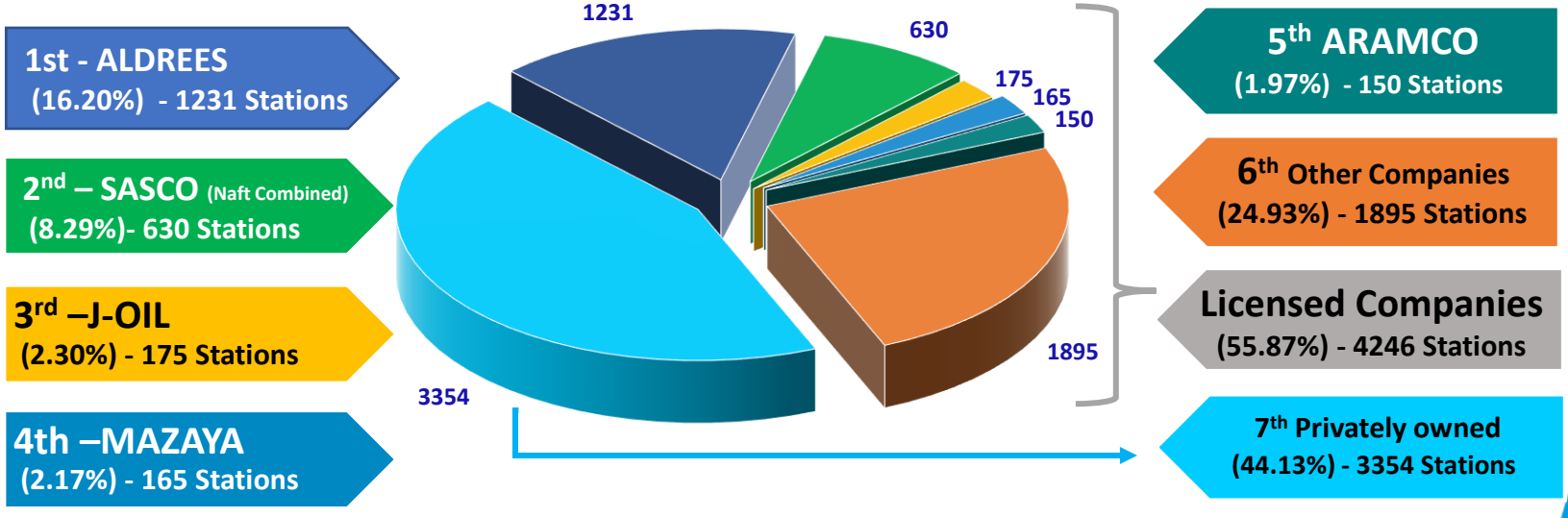
PARTICULARS	PETROLEUM DIVISION						TRANSPORT DIVISION						ALDREES - CONSOLIDATED							
	YTD SEPT 2025		YTD SEPT 2024		VARIANCE		YTD SEPT 2025		YTD SEPT 2024		VARIANCE		YTD SEPT 2025	ELIMINATION	YTD SEPT 2025		YTD SEPT 2024		VARIANCE	
(In Thousand Saudi Riyals)	Amount	Ratio	Amount	Ratio	Amount	%	Amount	Ratio	Amount	Ratio	Amount	%	Amount	ENTRIES	Amount	Ratio	Amount	Ratio	Amount	%
NET SALES	18,573,522	*100.00%*	13,794,734	*100.00%*	4,778,788	*34.64%*	599,700	*100.00%*	429,126	*100.00%*	170,575	*39.75%*	19,173,223	(283,450)	18,889,772	*100.00%*	14,038,882	*100.00%*	4,850,890	*34.55%*
TOTAL COST OF SALES	18,061,778	*97.24%*	13,327,257	*96.61%*	4,734,521	*35.53%*	419,827	*70.01%*	302,855	*70.57%*	116,971	*38.62%*	18,481,605	(283,450)	18,198,154	*96.34%*	13,445,134	*95.77%*	4,753,020	*35.35%*
GROSS PROFIT/(LOSS)	511,744	*2.76%*	467,477	*3.39%*	44,267	*9.47%*	179,874	*29.99%*	126,271	*29.43%*	53,603	*42.45%*	691,618		691,618	*3.66%*	593,748	*4.23%*	97,870	*16.48%*
EXPENSES																				
SALES PROMOTION EXPENSES	3,942	*0.02%*	1,587	*0.01%*	2,355	*148.42%*	1,736	*0.29%*	1,051	*0.24%*	685	*65.16%*	5,678		5,678	*0.03%*	2,638	*0.02%*	3,040	*115.24%*
TOTAL GEN. & ADMIN. EXPENSES	172,408	*0.93%*	155,328	*1.13%*	17,080	*11.00%*	72,317	*12.06%*	60,513	*14.10%*	11,804	*19.51%*	244,725		244,725	*1.30%*	215,841	*1.54%*	28,884	*13.38%*
TOTAL S,G&A EXPENSES	176,350	*0.95%*	156,915	*1.14%*	19,435	*12.39%*	74,053	*12.35%*	61,565	*14.35%*	12,489	*20.29%*	250,403		250,403	*1.33%*	218,479	*1.56%*	31,924	*14.61%*
OPERATING INCOME	335,394	*1.81%*	310,563	*2.25%*	24,831	*8.00%*	105,821	*17.65%*	64,706	*15.08%*	41,115	*63.54%*	441,215		441,215	*2.34%*	375,269	*2.67%*	65,946	*17.57%*
INTEREST - LEASE	164,556	*0.89%*	136,300	*0.99%*	28,256	*20.73%*	0	*0.00%*	0	*0.00%*	0	*0.00%*	164,556		164,556	*0.87%*	136,300	*0.97%*	28,256	*20.73%*
FINANCIAL CHARGES	(2,335)	*-0.01%*	3,481	*0.03%*	(5,816)	*-167.09%*	12,820	*2.14%*	14,959	*3.49%*	(2,139)	*-14.30%*	10,485		10,485	*0.06%*	18,440	*0.13%*	(7,955)	*-43.14%*
TOTAL FINANCIAL CHARGES	162,221	*0.9%*	139,780	*1.0%*	22,440	*16.1%*	12,820	*2.1%*	14,959	*3.5%*	(2,139)	*-14.3%*	175,040		175,040	*0.9%*	154,739	*1.1%*	20,301	*13.1%*
OTHER INCOMES	(518)	*0.00%*	(164)	*0.00%*	(354)	*215.82%*	4,374	*0.73%*	503	*0.12%*	3,870	*768.77%*	3,855		3,855	*0.02%*	339	*0.00%*	3,516	*1036.06%*
FINANCE INCOME	28,111	*0.15%*	14,934	*0.1%*	13,177	*88.2%*	0	*0.00%*	0	*0.0%*	0	*0.0%*	28,111		28,111	*0.15%*	14,934	*0.11%*	13,177	*88.2%*
SHARE ON INVESTMENTS	21,633	*0.12%*	12,410	*0.09%*	9,223	*74.32%*	1,335	*0.22%*	1,678	*0.39%*	(343)	*-20.43%*	22,968		22,968	*0.12%*	14,088	*0.10%*	8,880	*63.04%*
NET PROFIT/(LOSS) BEFORE ZAKAT	222,399	*1.20%*	197,963	*1.44%*	24,437	*12.34%*	98,709	*16.46%*	51,928	*12.10%*	46,781	*90.09%*	321,109		321,109	*1.70%*	249,891	*1.78%*	71,218	*28.50%*
ZAKAT	5,325	*0.03%*	4,500	*0.03%*	825	*18.33%*	2,215	*0.37%*	900	*0.21%*	1,315	*146.15%*	7,540		7,540	*0.04%*	5,400	*0.04%*	2,140	*39.64%*
NET PROFIT/(LOSS)	217,074	*1.17%*	193,463	*1.40%*	23,612	*12.20%*	96,494	*16.09%*	51,028	*11.89%*	45,466	*89.10%*	313,568		313,568	*1.66%*	244,491	*1.74%*	69,077	*28.25%*

Total Number of Stations as of 30 Sept. 2025

Q3 2025	Q3 2024	Variance	Percentage
1231	993	238	23.97%

Infographics of Gas Stations Kingdom wide (KSA)

Stations All Over KSA
7,600 stations



Notes:

An estimated of 7,600 Service Stations in KSA. ALDREES has the greatest number of Service Stations (16.20%) followed by SASCO w/ Naft Combined at (8.29%) next is J-OIL at 2.30% then MAZAYA at 2.17% and ARAMCO –formerly SAHEL)at (1.97%) and other companies (24.93%) for a total licensed companies at (55.87%) while (44.13%) is privately owned (among small players).

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

Fuel Type	Adjusted Rates									Current Rates		
	end of 31 Dec. 2022			Effective 01 Jan. 2023			Effective 01 Jan. 2024			Effective 01 Jan. 2025		
	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin	Purchase	Sales	Margin
Petrol 91	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15	2.03	2.18	0.15
Petrol 95	2.18	2.33	0.15	2.18	2.33	0.15	2.18	2.33	0.15	2.18	2.33	0.15
Diesel	0.58	0.63	0.05	0.70	0.75	0.05	1.10	1.15	0.05	1.61	1.66	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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ALDREES TRANSPORT DIVISION

VARIANCE ANALYSIS REPORT

YTD SEPT 2025 vs 2024

DESCRIPTION	(AMOUNT IN MILLIONS SAR)					
	YTD SEPT 2025		YTD SEPT 2024		VARIANCE	
	AMOUNT	%	AMOUNT	%	AMOUNT	%
TRANSPORTATION						
A. FUEL TOTAL	197.7	33.0%	156.8	36.5%	40.9	26.1%
B. GRAINS AND OTHERS TOTAL	18.5	3.1%	19	4.4%	-0.5	-2.6%
C. CHEMICALS & MINING TOTAL	190.8	31.8%	116	27.0%	74.8	64.5%
D. UNITED SUGAR BULK & MOLASSES	2.1	0.4%	5.5	1.3%	-3.4	-61.8%
E. RENTAL TRANSPORT AND OTHERS	57.8	9.6%	57.2	13.3%	0.6	1.0%
TRANSPORTATION OPERATION TOTAL	466.9	77.9%	354.5	82.6%	112.4	31.7%
TRANSPORTATION SUB CONTRACTORS TOTAL	39.8	6.6%	17.5	4.1%	22.3	127.4%
SUPPLY CHAIN OPERATIONS TOTAL	92.9	15.5%	57.2	13.3%	35.7	62.4%
SALES REVENUE TOTAL	599.6	100.0%	429.2	100.0%	170.4	39.7%

Total Number of Tractor Heads & Trailers as of 30 September 2025

DESCRIPTION	Q3 2025	Q3 2024	VARIANCE	PERCENTAGE
TRACTOR HEADS	1834	1528	306	20.03%
TRAILERS	2959	2816	143	5.08%

ALDREES PETROLEUM & TRANSPORT SERVICES Co.

Transport Division

TRUCK & TRAILER SUMMARY Q3-2025 VS Q3-2024

	MAKE	BALANCE-Q03-2024	%	NET OF ADD/DELN	BALANCE-Q03-2025	%
TRUCKS	MERCEDES	1,172	76.70%	-152	1,020	55.62%
	VOLVO	199	13.02%	0	199	10.85%
	MAN	0	0.00%	0	0	0.00%
	SINO	0		400	400	21.81%
	DYNA TYPE	157	10.27%	58	215	11.72%
	TOTAL TRUCKS	1,528	100.00%	306	1,834	100.00%

		BALANCE-Q03-2024	%	NET OF ADD/DELN	BALANCE-Q03-2025	%
TRAILERS	VARIOUS TRAILERS	2,816	100.00%	143	2,959	100.00%

	GRAND TOTAL FLEETS	4,344		449	4,793	

ALDREES BERTSCHI LOGISTICS SERVICES COMPANY

INCOME STATEMENT - YTD SEPTEMBER-2025

	QUARTER 3-2025		QUARTER 3-2024		Variance		YTD-SEP 2025		YTD-SEP 2024		Variance	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
REVENUES	5,060,626	100.00%	5,241,989	100.00%	-181,363	-3.46%	15,987,757	100.00%	14,868,889	100.00%	1,118,868	7.52%
COST OF REVENUES	3,191,657	63.07%	3,323,009	63.39%	-131,352	-3.95%	9,616,898	60.15%	9,561,792	64.31%	55,106	0.58%
GROSS PROFIT/(LOSS)	**1,868,969**	**36.93%**	**1,918,980**	**36.61%**	**-50,011**	**-2.61%**	**6,370,859**	**39.85%**	**5,307,097**	**35.69%**	**1,063,762**	**20.04%**
SELLING & DISTN. EXPENSES	0		0		0		6,274	0.04%	0		6,274	
GENERAL & ADMIN. EXPNSES	1,009,644	19.95%	754,688	14.40%	254,956	33.78%	2,547,165	15.93%	1,967,131	13.23%	580,035	29.49%
OPERATING INCOME	**859,325**	**16.98%**	**1,164,292**	**22.21%**	**-304,967**	**-26.19%**	**3,817,420**	**23.88%**	**3,339,966**	**22.46%**	**477,454**	**14.30%**
FINANCIAL CHARGES	150,242	2.97%	29,437	0.56%	120,804	410.38%	447,805	2.80%	40,638	0.27%	407,167	1001.95%
OTHER INCOME, NET	0		0		0		-24,523	-0.15%	56,521	0.38%	-81,044	-143.39%
TOTAL OTHER INCOME, NET	0		0		0		-24,523	-0.15%	56,521	0.38%	-81,044	-143.39%
INCOME(LOSS) BEFORE ZAKAT	709,084	14.01%	1,134,855	21.65%	-425,771	-37.52%	3,345,092	20.92%	3,355,850	22.57%	-10,757	-0.32%
ZAKAT	225,000	4.45%	0	0.00%	225,000		675,000	4.22%	0	0.00%	675,000	
NET INCOME/(LOSS)	**484,084**	**9.57%**	**1,134,855**	**21.65%**	**-650,771**	**-57.34%**	**2,670,092**	**16.70%**	**3,355,850**	**22.57%**	**-685,757**	**-20.43%**

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End of Report

Update as of

30 Sept. 2025