

Thursday, 12th November 2020

Agility Earnings Call Presentation

Q3 2020 Results



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Agenda



- 1 Financial Highlights
- 2 Business Segments
- 3 Q&A



Financial Highlights



Highlights Nine Months 2020



Agility



Market Volatility due to Covid-19 is still present however recovery is seen across most of our business lines

- Early and decisive measures taken to contain costs and preserve cash
- Well positioned to navigate through changing environment
- Technology remains a strategic priority for the group.

Global Integrated Logistics



Strong Performance in Air Freight and Contract Logistics

- Strong Air Freight performance driven by increased demand for exceptional shipments related to the Life Sciences vertical
- Strong growth in Contract Logistics
- Sharp focus on containing costs and operational efficiency

Infrastructure



Some businesses are significantly impacted by the pandemic

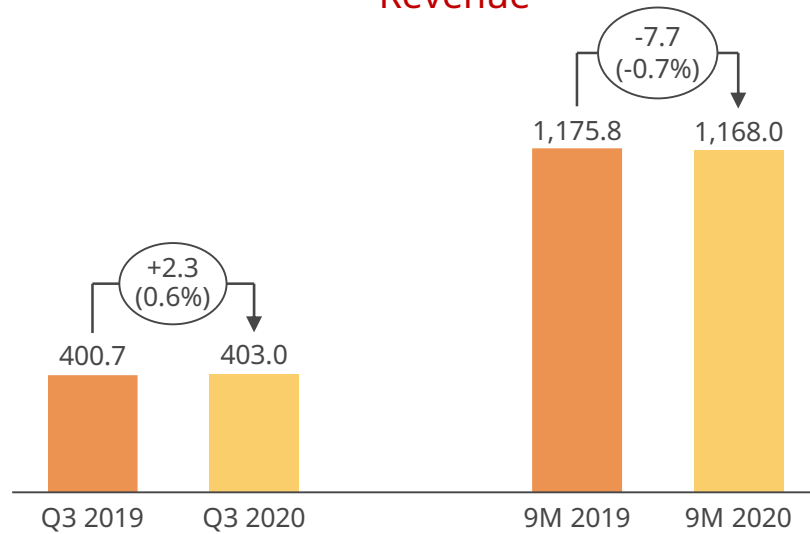
- Agility Logistics Parks (ALP) and Tristar reported good results
- Other entities are still impacted by COVID- 19 but are recovering each at a different pace

Group Financial Performance

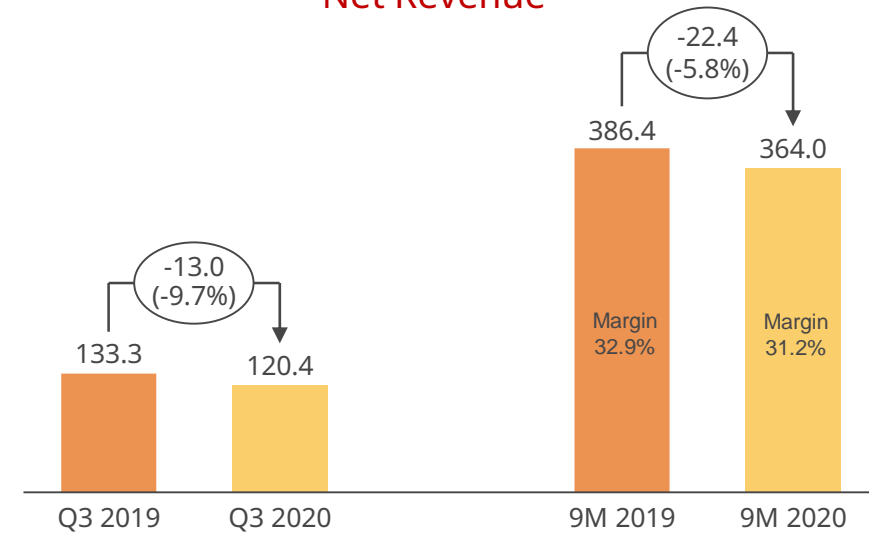
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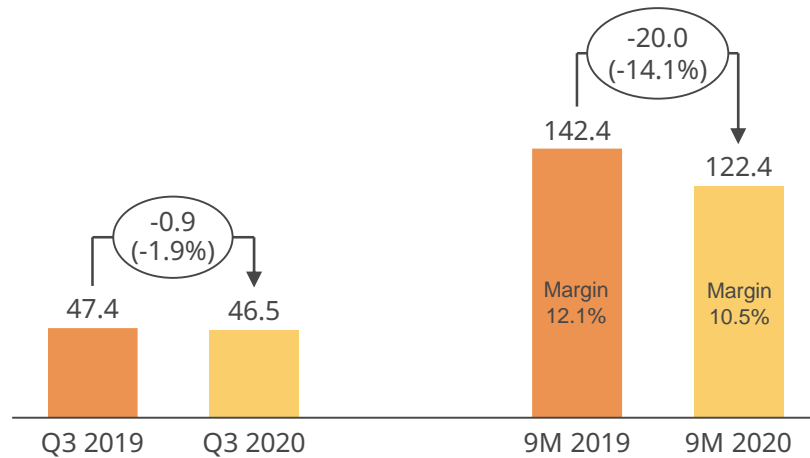
Revenue



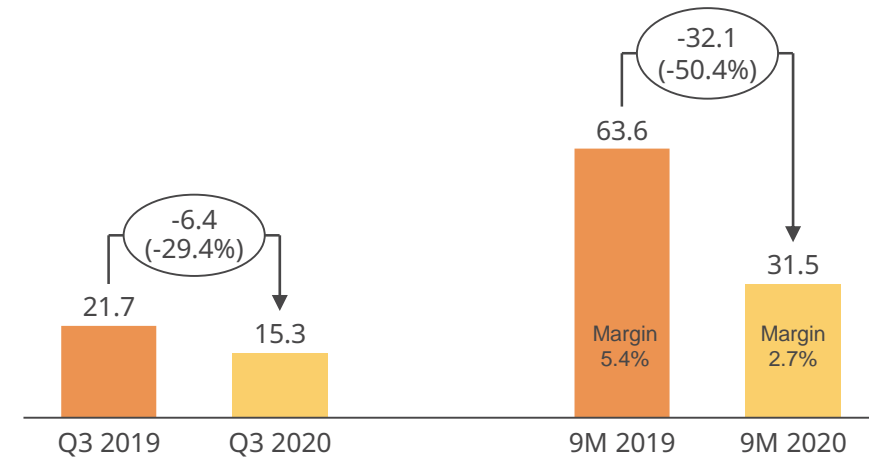
Net Revenue



EBITDA



Net Profit

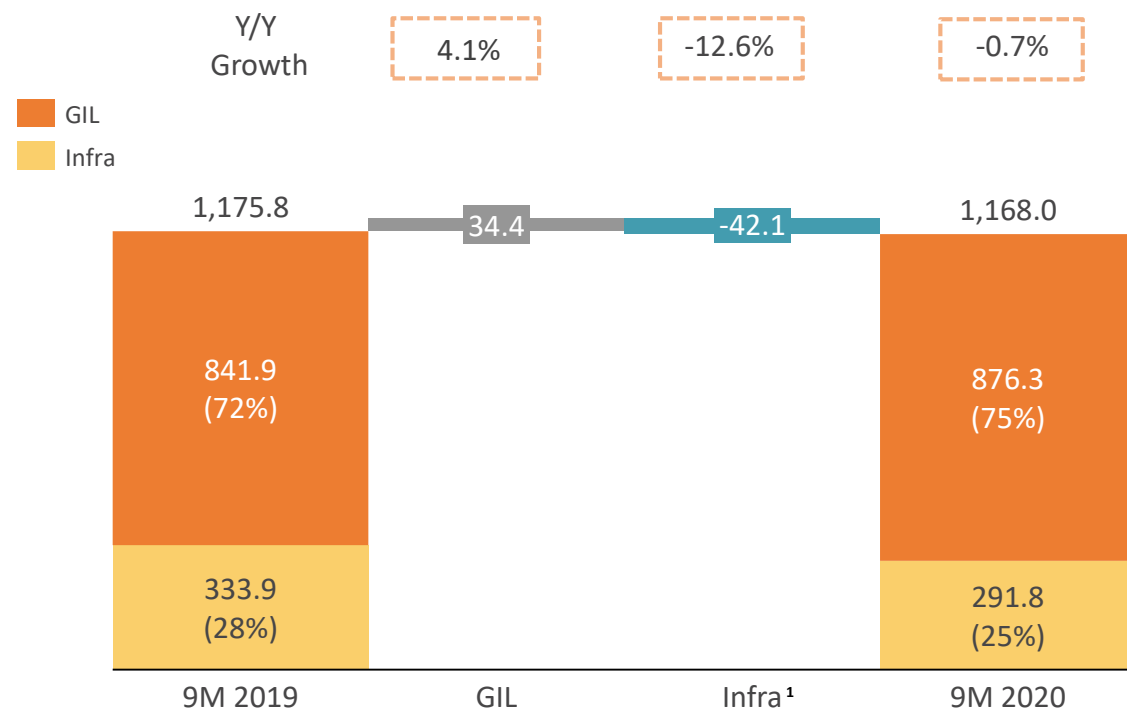


Agility Financial Performance 9M 2020

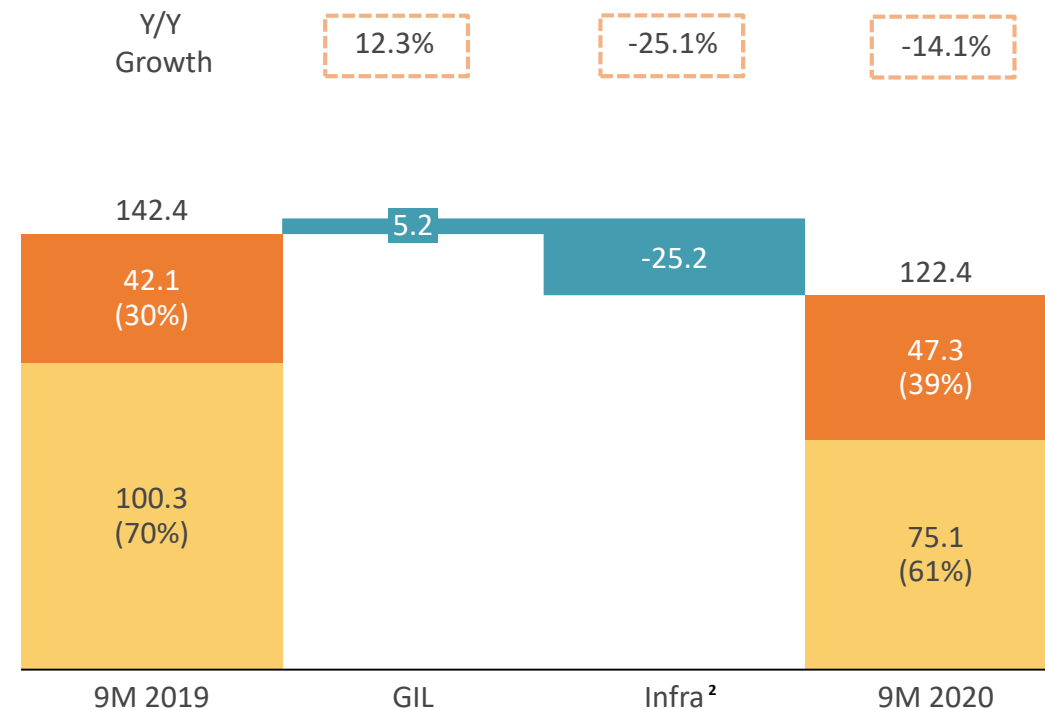
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Revenue contribution by Business Group



EBITDA contribution by Business Group



- GIL revenue increase was driven by strong results in Air Freight and Contract Logistics
- Part of the Infra entities witnessing impact of Covid-19

- GIL introduced a range of cost reduction measures to ensure EBITDA resilience
- Infra decline coming from businesses operating in industries that were impacted by Covid-19

¹ Includes Eliminations

² Includes Corporate Adjustments

Balance Sheet

KD Mn



Balance sheet	9M 2020	9M 2019	Variance	%
Current assets	614.4	579.6	34.8	6.0%
Non-Current assets	1,595.0	1,416.4	178.6	12.6%
Total assets	2,209.4	1,995.9	213.4	10.7%
Current liabilities	529.8	505.5	24.3	4.8%
Non-current liabilities	516.0	387.3	128.7	33.2%
Total liabilities	1,045.8	892.8	153.1	17.1%
Shareholders' equity	1,116.6	1,050.1	66.5	6.3%

Highlights

Net Debt ¹	173.9	148.3
Net Debt ¹ / EBITDA ²	1.4X	0.9X

¹ Excluding Lease liabilities

² Pre IFRS16

- Consistently maintaining a strong balance sheet
- Controlled debt levels with the ability to leverage future growth
- Committed to our stakeholders:
 - Shareholders
 - Banks
 - Internal Businesses

Statement of Cash Flows

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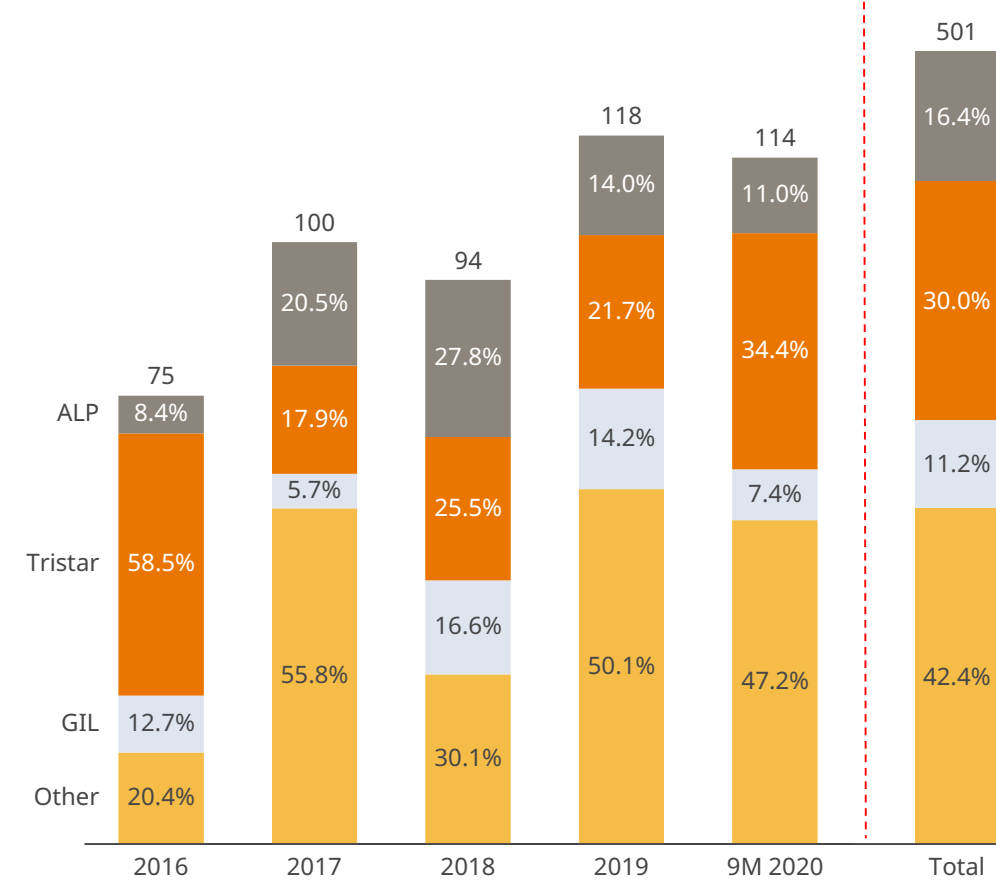


Cash Flow Statement	9M 2020	9M 2019	Variance	%
Cash from Operating activities before changes in working capital	127.3	145.3	-18.0	-12.4%
Changes in working capital	4.7	-28.2	32.9	116.6%
Other Items	-16.8	-19.0	2.2	-11.7%
Net Cash flow from operating activities	115.2	98.1	17.1	17.5%
CAPEX + Investments	-114.4	-89.0	-25.4	28.5%
Net Cash flow from investing activities	-115.2	-88.1	-27.0	30.7%
Free Cash Flow	0	9.9	-9.9	-99.8%

Highlights

Conversion ratio (OCF/EBITDA)	94.1%	68.9%
CAPEX as % of Revenue	9.8%	7.6%

Capex Allocation



¹ Capex + investments net of proceeds

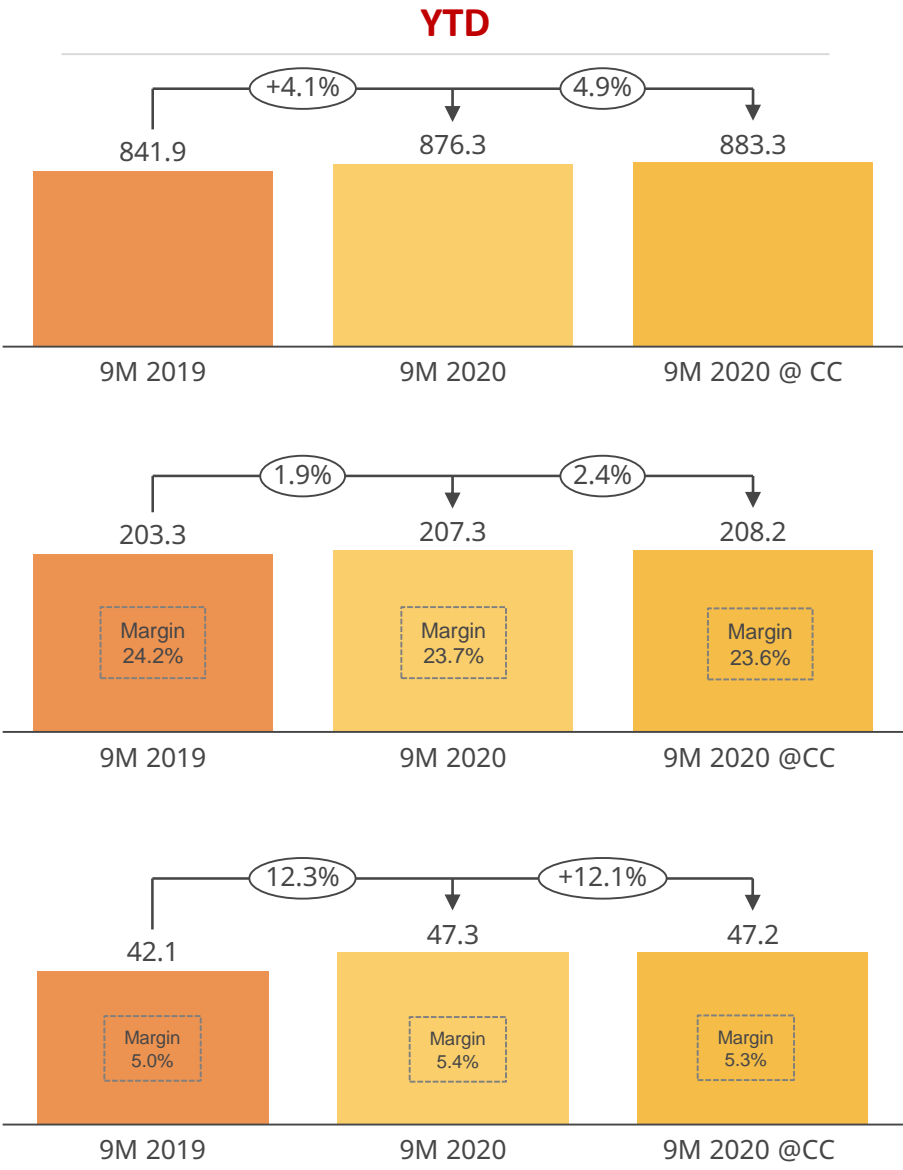
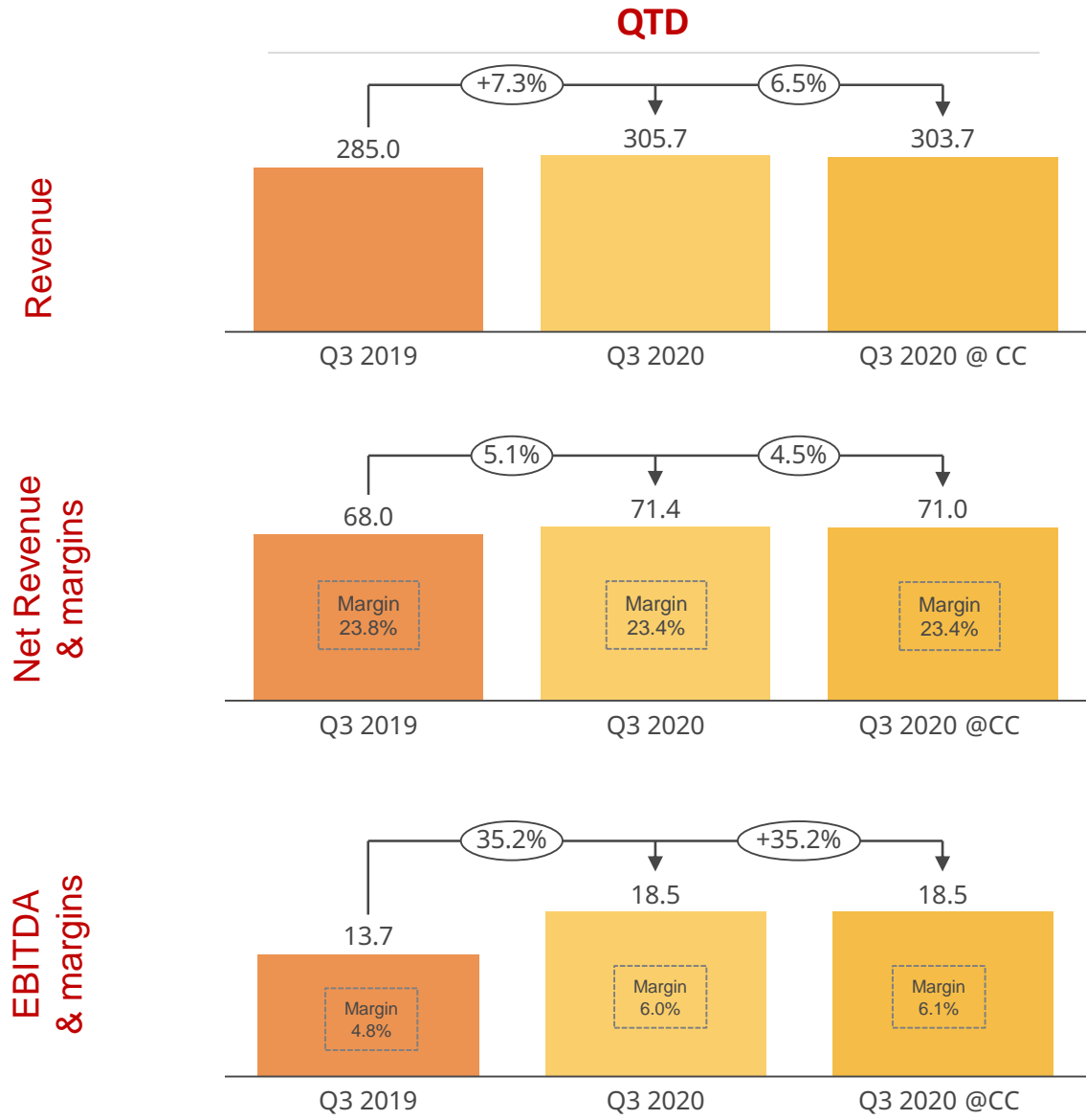
¹ Others include Reem mall and corporate investment

Business Segments



GIL Financial Performance 9M 2020

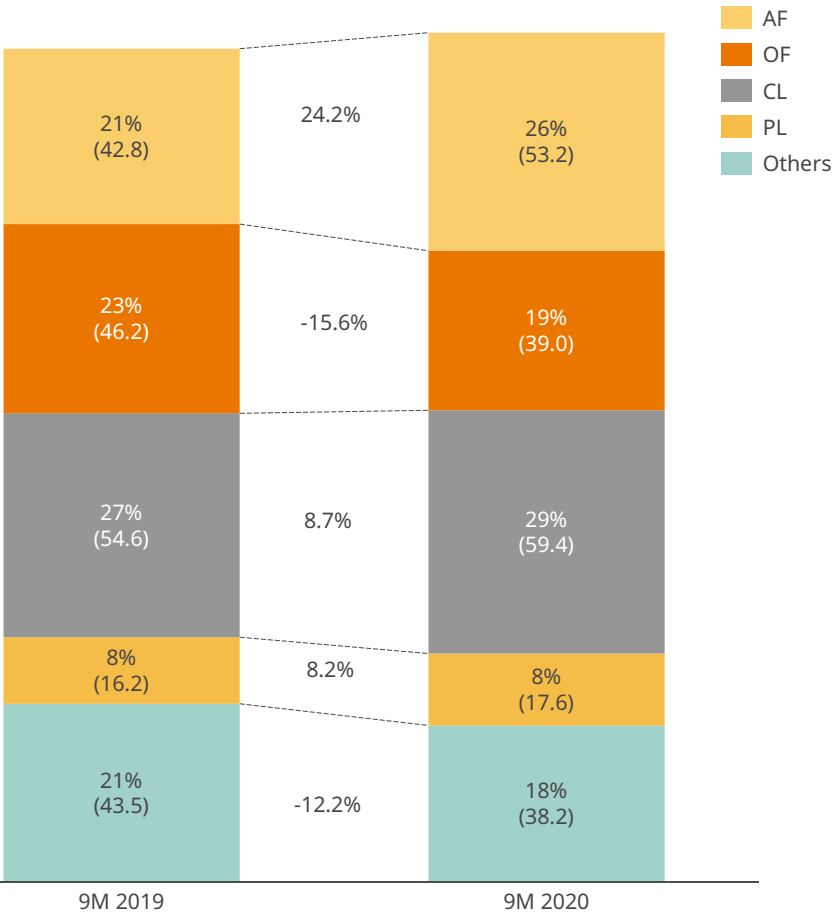
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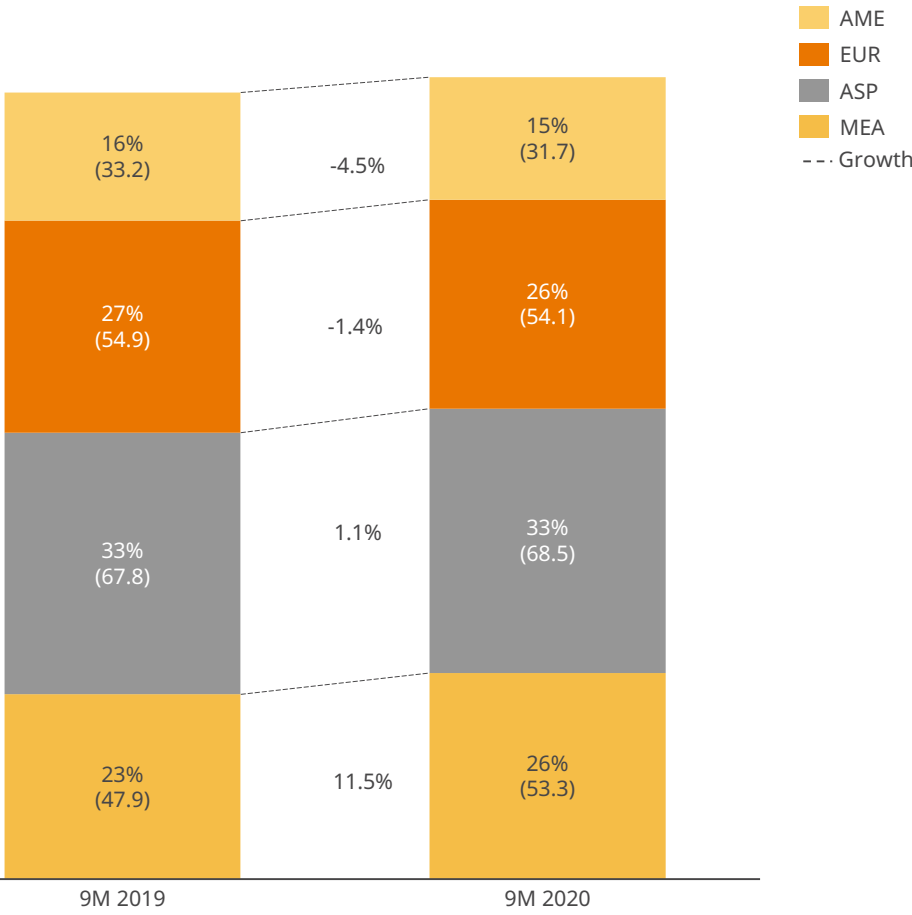
Product Net Revenue Contribution

(% & absolute)



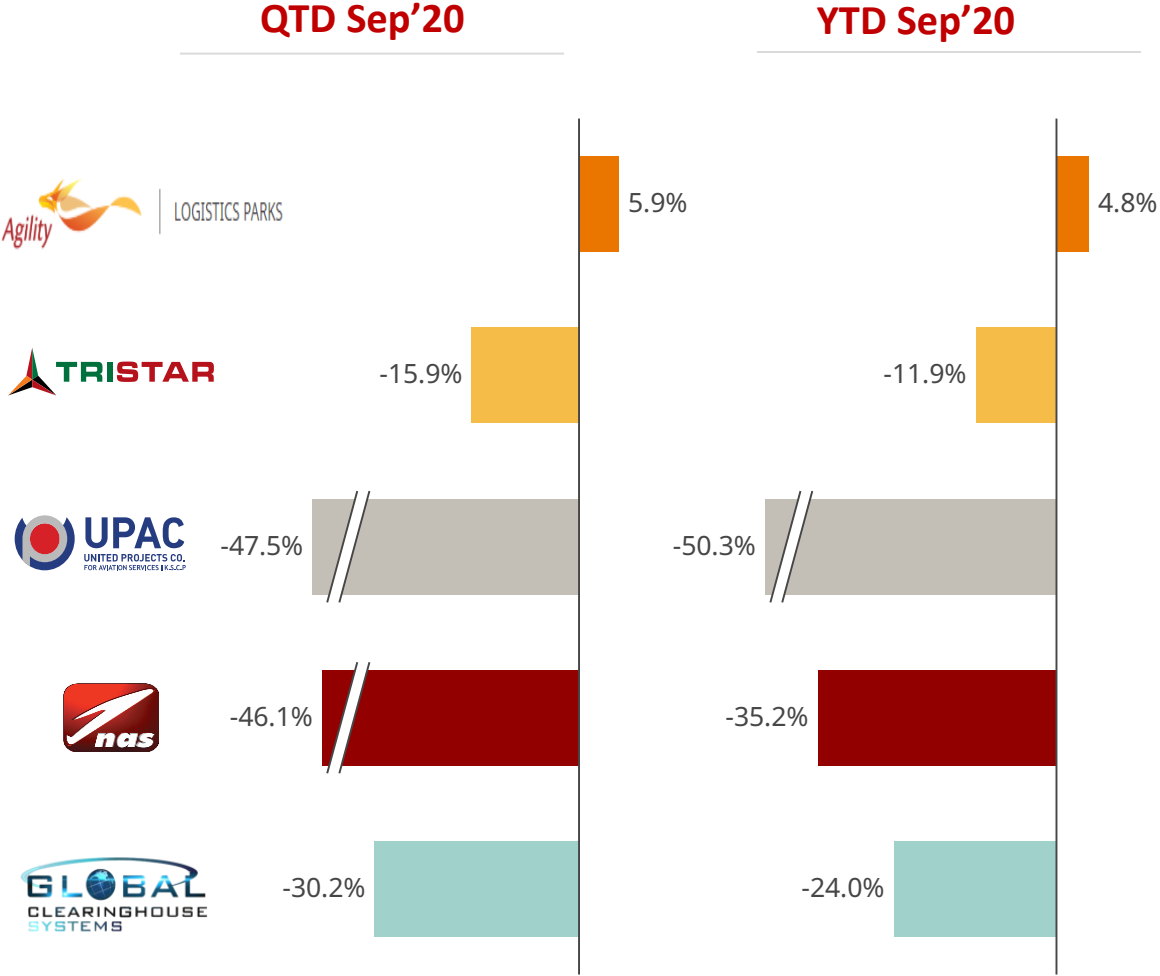
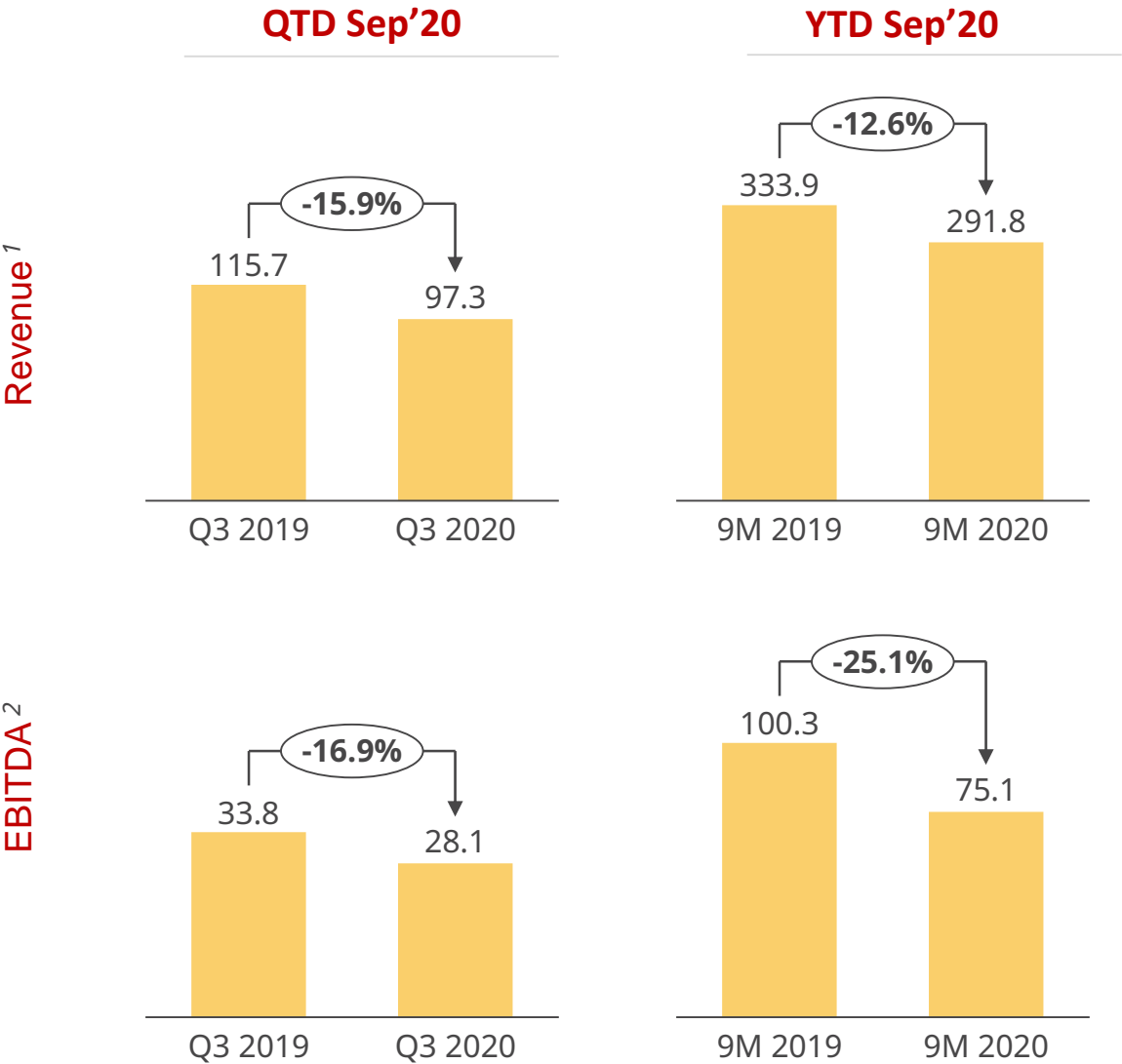
Regional Net Revenue Contribution

(% & absolute)



Infrastructure Group Financial Performance

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¹ Includes Eliminations
² Excludes Corporate and Adjustments

Q&A Session
