

Thursday, 18th March 2021

Agility Earnings Call Presentation

Q4 / FY 2020 Results



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Agenda

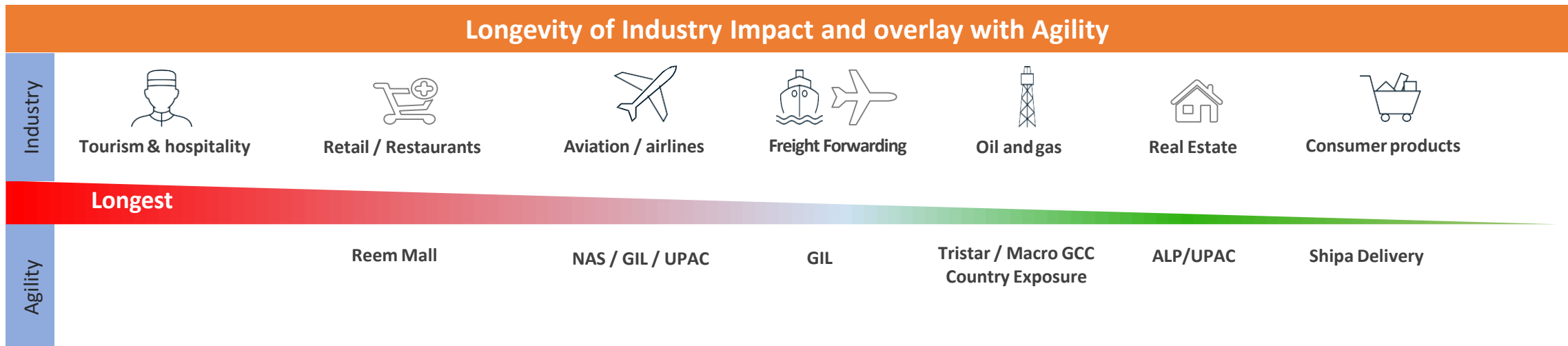
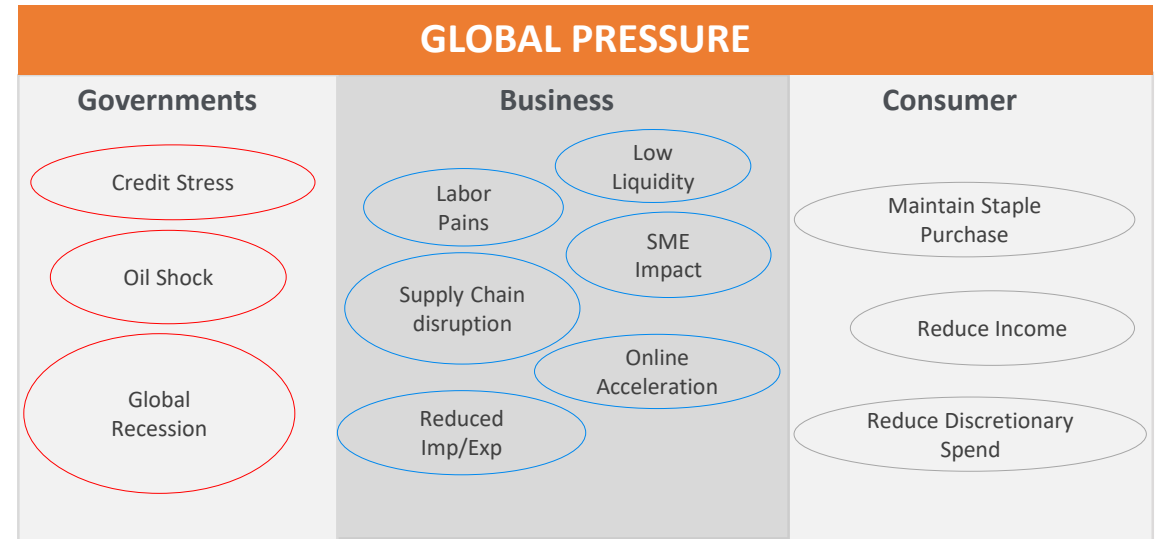
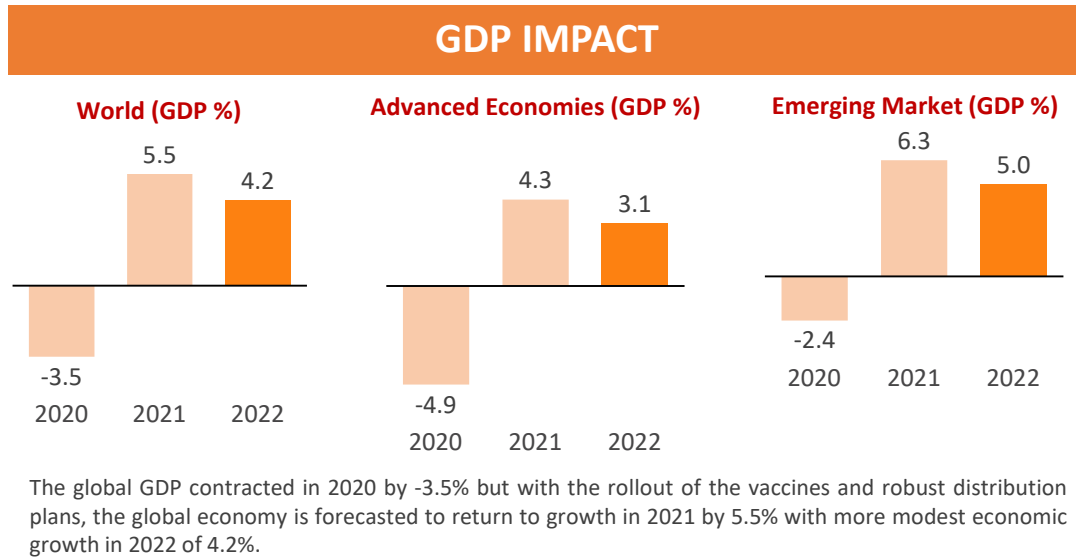


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- 2 Financial Highlights
- 3 Business Segments
- 4 Stock Performance
- 5 Q&A



Industry Update





Financial Highlights



2020 Key Objectives



2020 was a challenging year with uneven impact on each business

Responded quickly and successfully to the pandemic supporting remote work globally and adjusted business models in line with the new realty

Excluding one offs, FY 2020 EBITDA grew by 5.1%

Remain agile, flexible and ready to adjust to ongoing global economic uncertainty in 2021



Digitization and investment in Sustainability and Emerging technologies

Gearing up the company's capabilities to support our Customers in the most uncertain times.

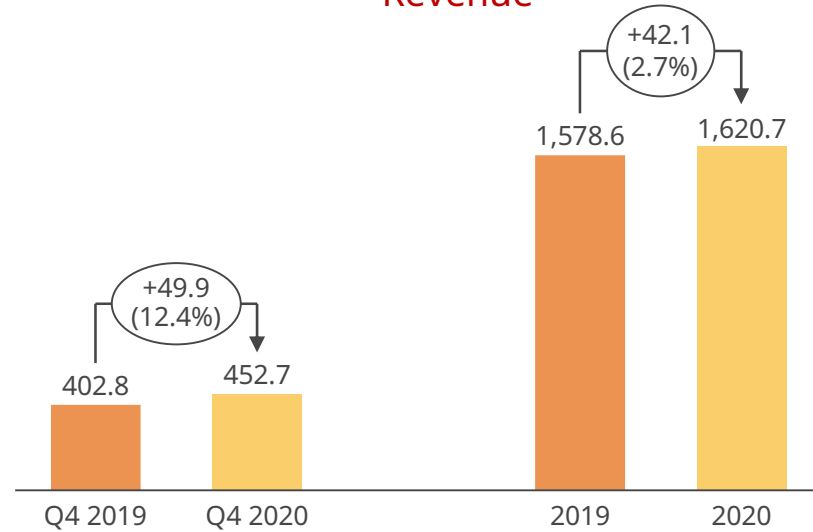
Maintain long-term strategic vision and ongoing support for our communities around the world

Group Summary Financial Performance

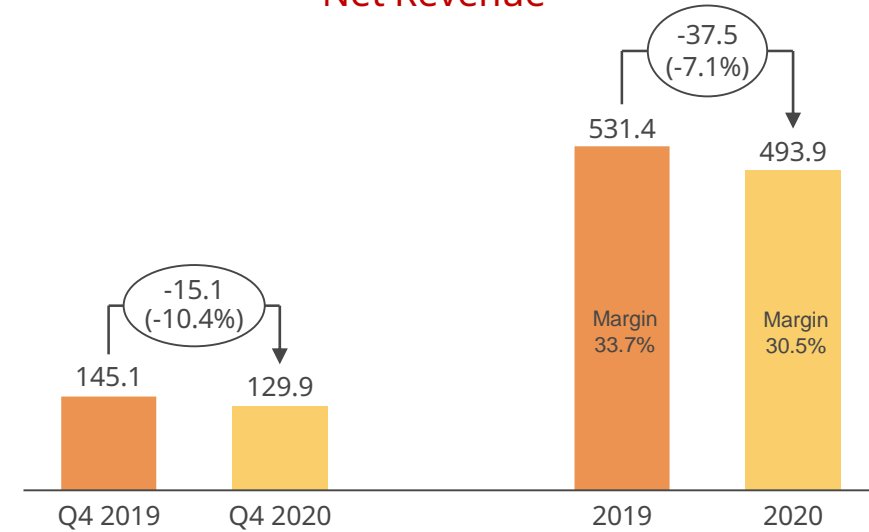
KD Mn



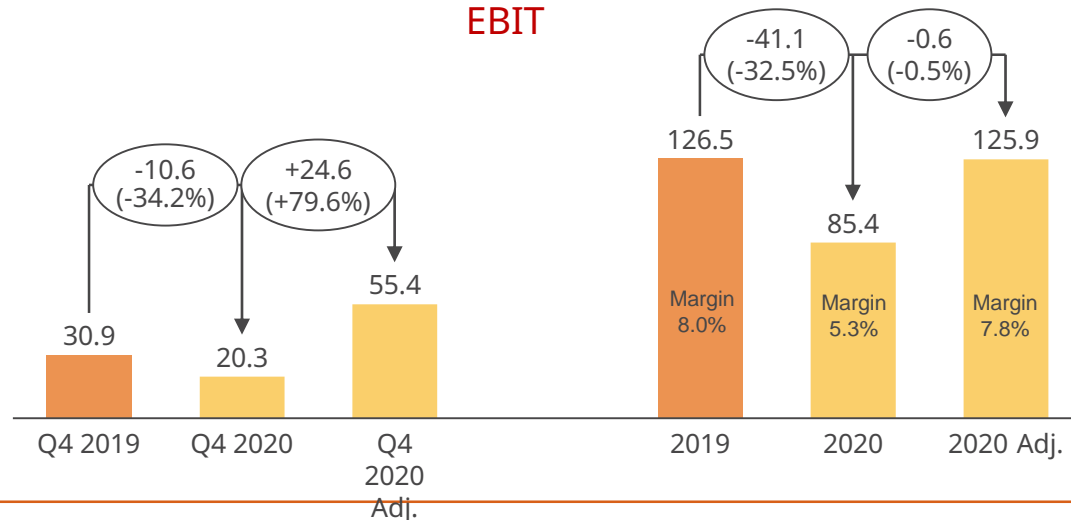
Revenue



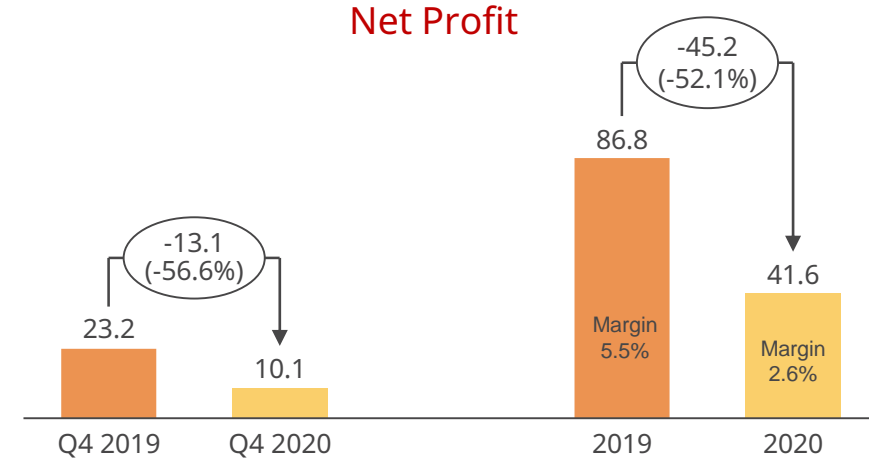
Net Revenue



EBIT



Net Profit

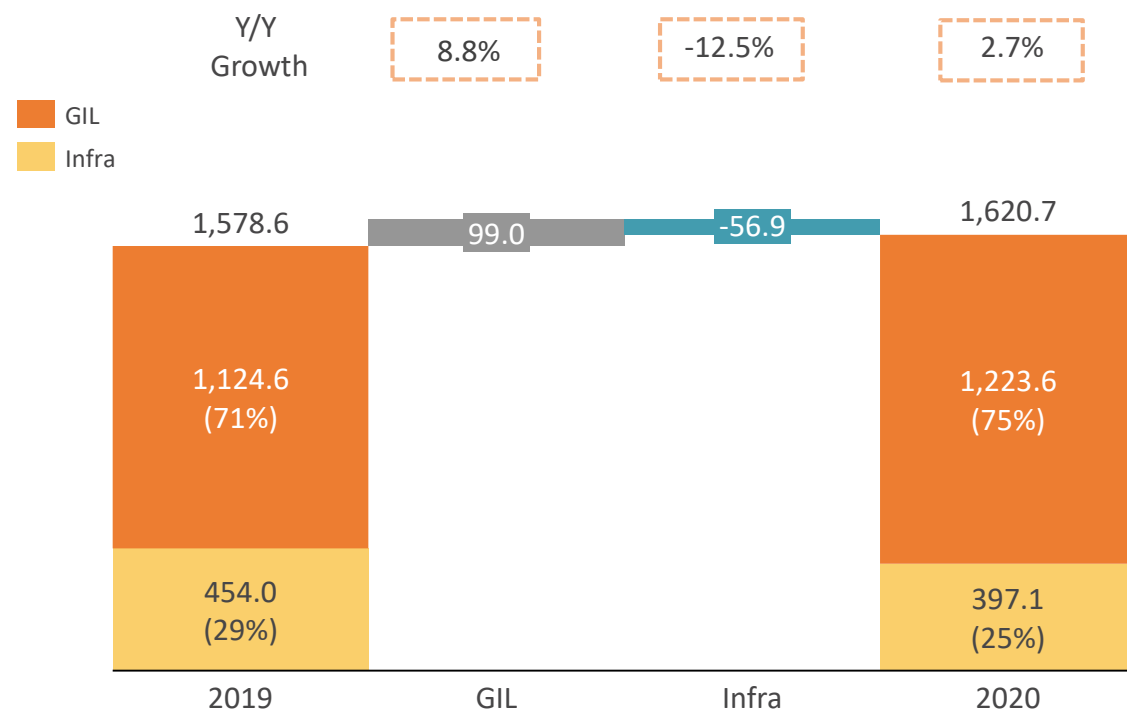


Group Financial Performance

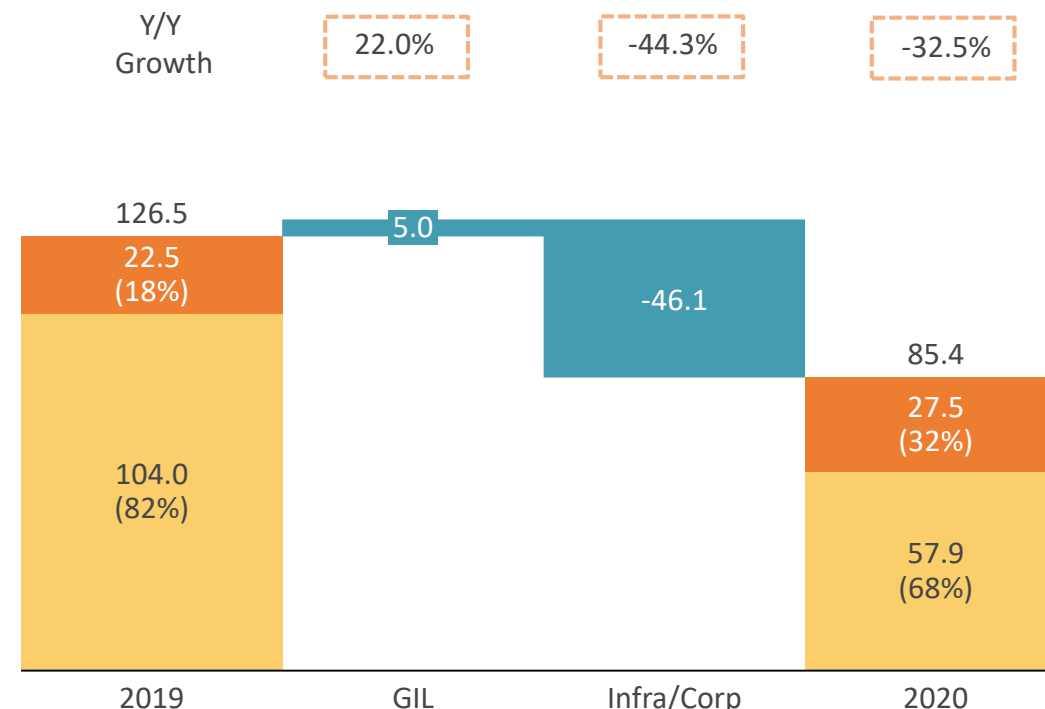
KD Mn



Revenue¹ contribution by Business Group



EBIT contribution by Business Group



- GIL revenue increase was driven by strong results in Air Freight and Contract Logistics
- Slower recovery from part of Infra entities mainly those providing airport services

- GIL introduced a range of cost reduction measures to ensure EBIT resilience, and this resulted in a one-off expense of KD 12.5 million included in the above number
- Within infra, a KD 28 million expense was reported due to the loss of Amghara Land

¹ Includes Eliminations

Balance Sheet

KD Mn



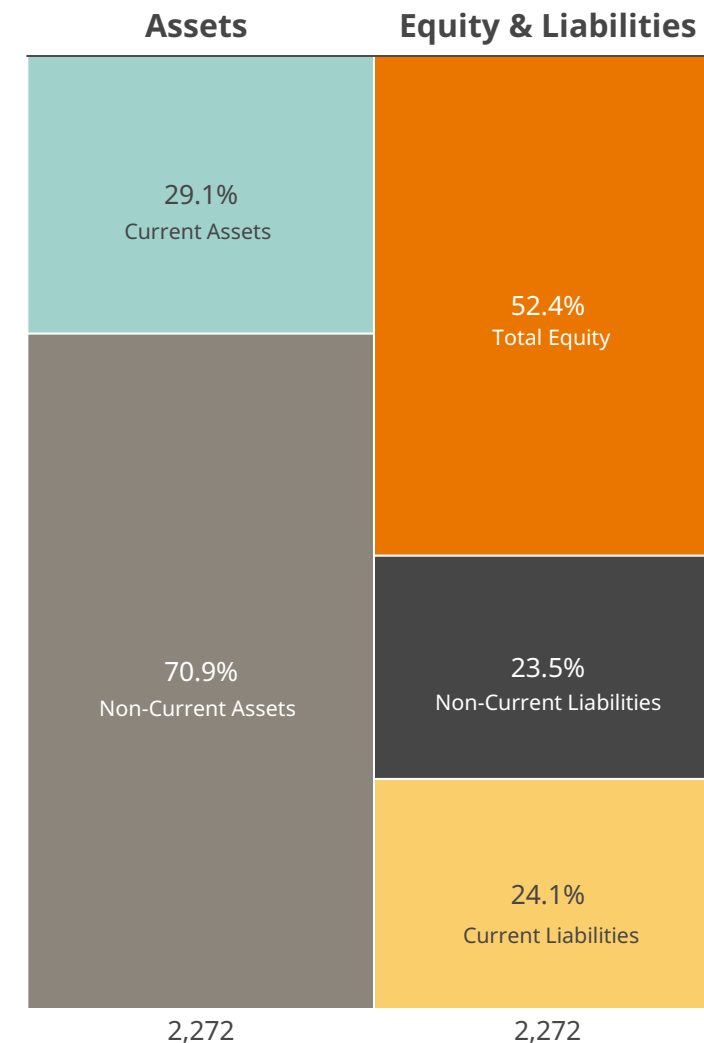
Balance sheet	2020	2019	Variance	%
Current assets	661.4	591.2	70.2	11.9%
Non-Current assets	1,610.7	1,490.9	119.8	8.0%
Total assets	2,272.1	2,082.1	190.0	9.1%
Current liabilities	548.0	490.5	57.5	11.7%
Non-current liabilities	533.0	442.1	90.9	20.6%
Total liabilities	1,080.9	932.6	148.4	15.9%
Shareholders' equity	1,143.0	1,100.4	42.6	3.9%

Highlights

Net Debt ¹	185.3	139.9
Net Debt ¹ / EBITDA ²	1.5X	0.9X

¹ Excluding Lease liabilities

² Pre IFRS16



Statement of Cash Flows

KD Mn

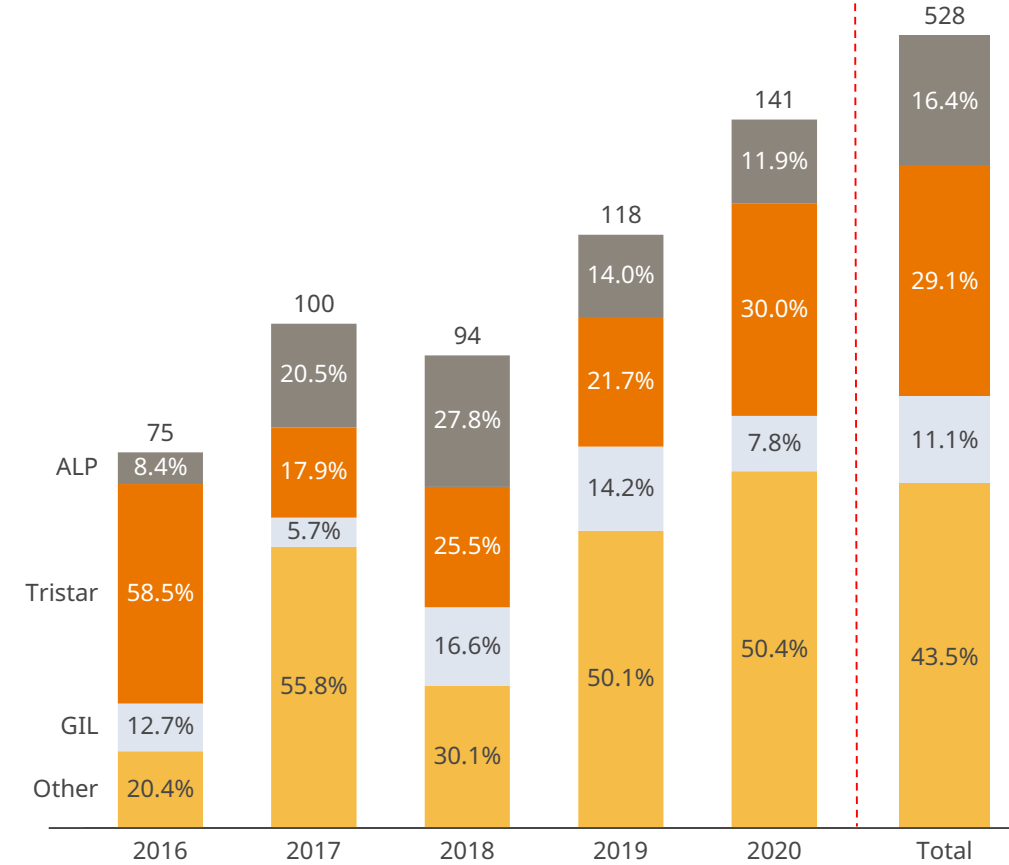


Cash Flow Statement	2020	2019	Variance	%
Cash from Operating activities before changes in working capital	173.5	199.5	-26.0	-13.0%
Changes in working capital	28.8	-20.8	49.6	239.0%
Other Items	-24.6	-27.2	2.7	-9.8%
Net Cash flow from operating activities	177.8	151.5	26.3	17.3%
CAPEX + Investments ¹	-140.9	-118.0	-22.9	19.4%
Net Cash flow from investing activities	-141.3	-117.6	-23.7	20.2%
Free Cash Flow	36.5	33.9	2.5	7.5%

Highlights

Conversion ratio (OCF/EBITDA ²)	109.5%	78.5%
CAPEX as % of Revenue	8.7%	7.5%

Capex Allocation



¹ Capex + investments net of proceeds

² EBITDA and OCF as reported

¹ Others include Reem mall and corporate investment

Business Segments

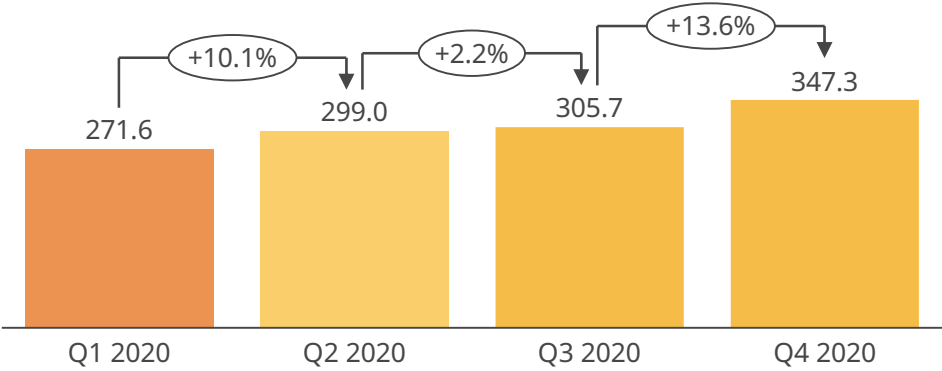


GIL Financial Performance QTD 2020

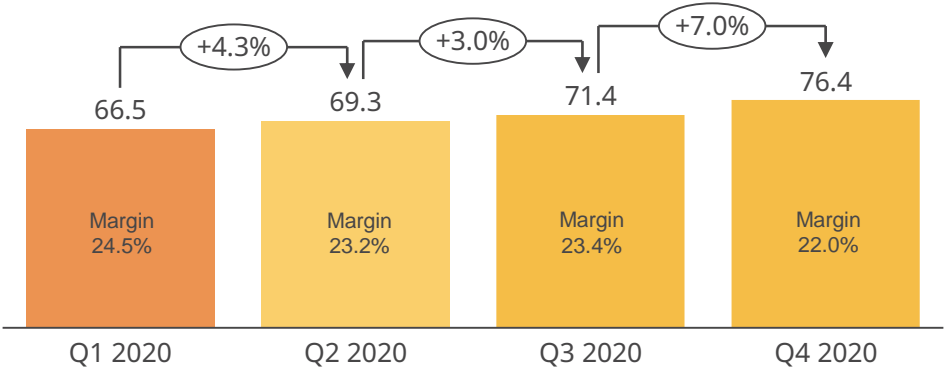
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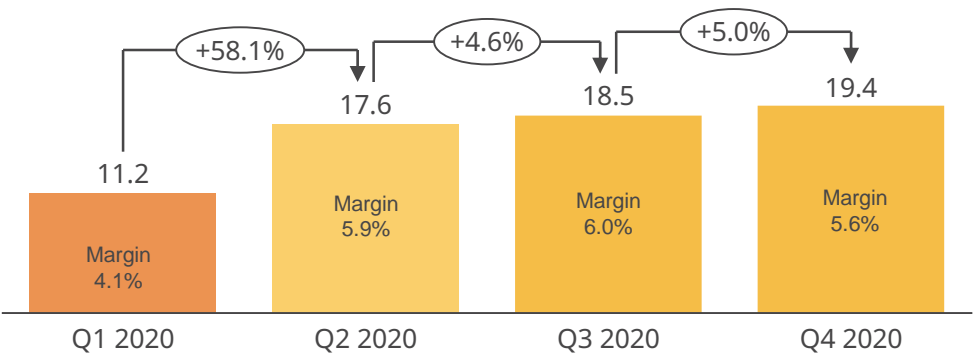
Revenue



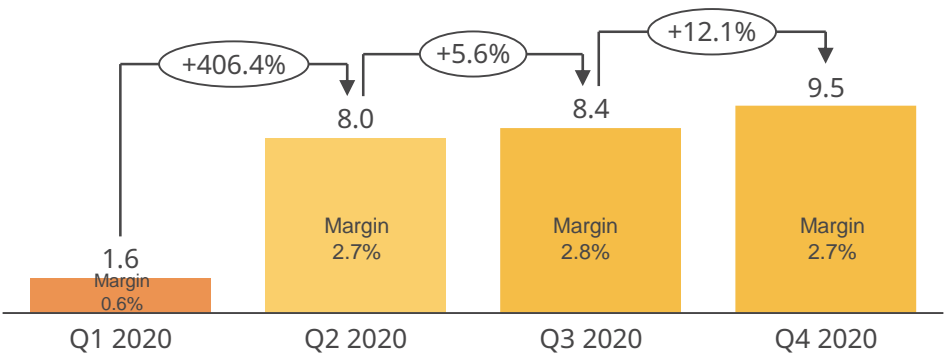
Net Revenue



EBITDA

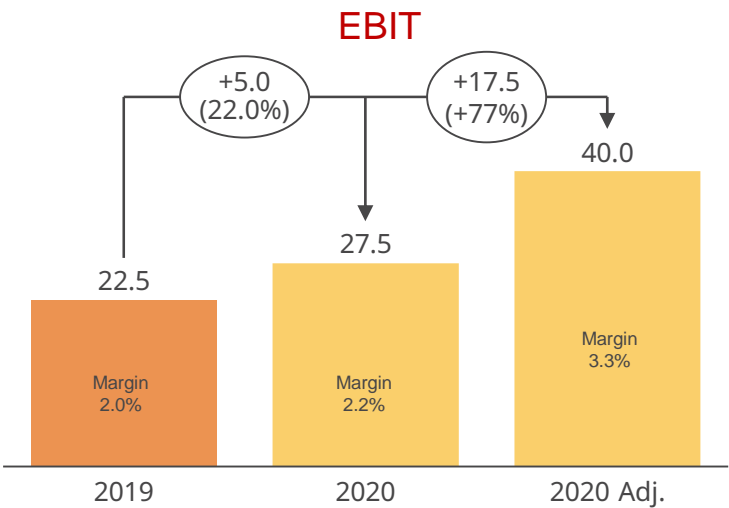
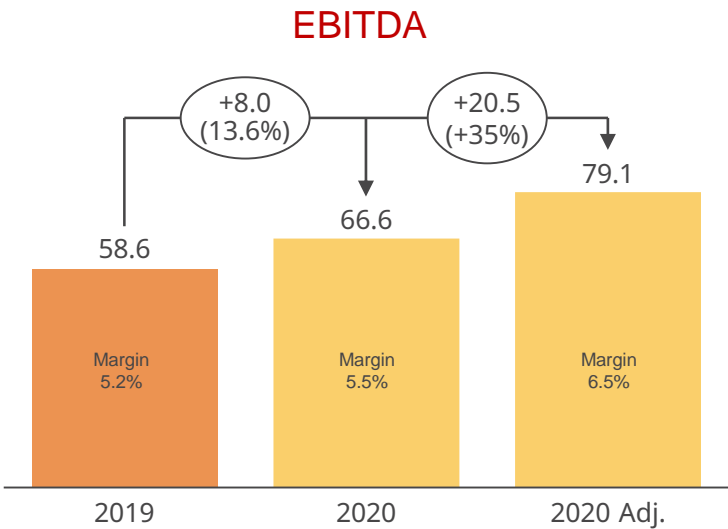
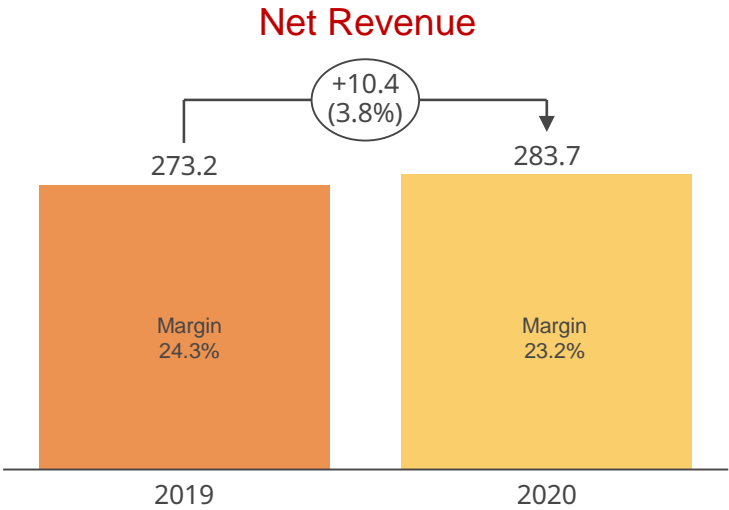
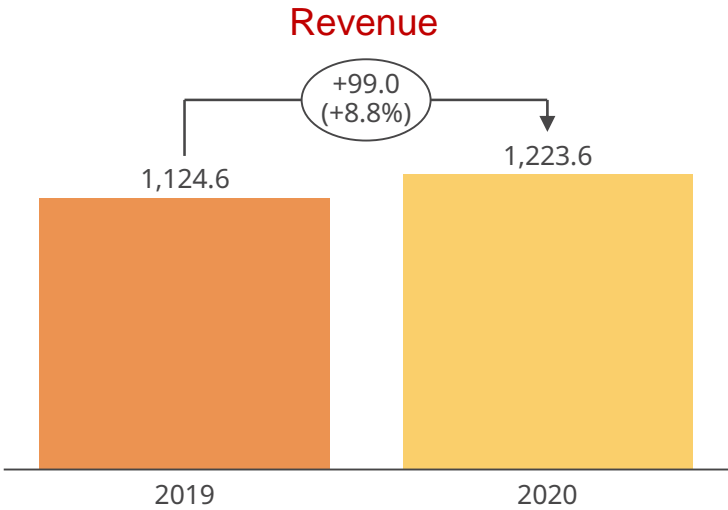


EBIT



GIL Financial Performance YTD 2020

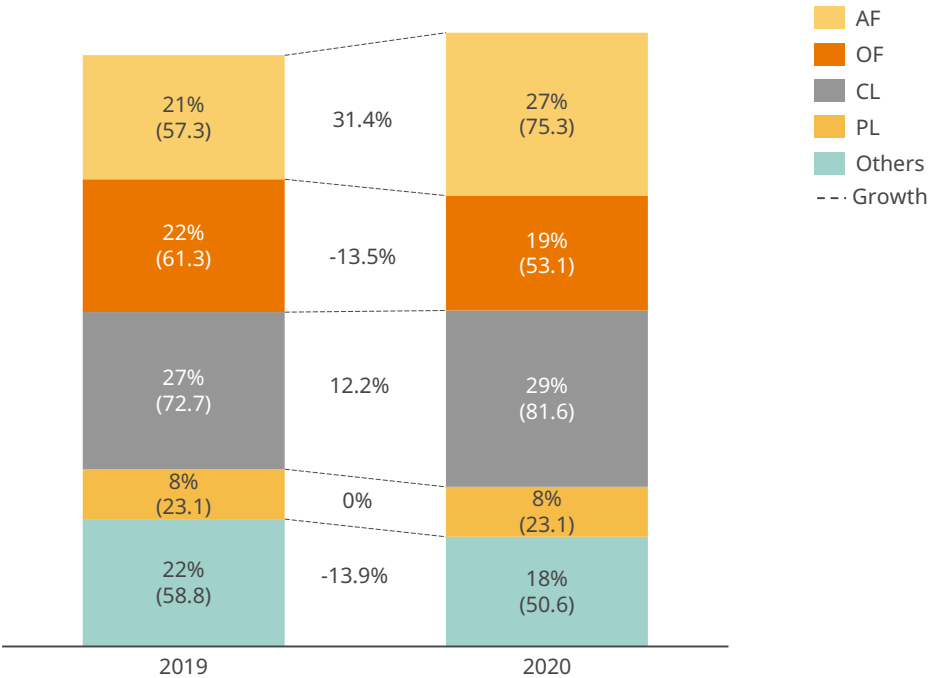
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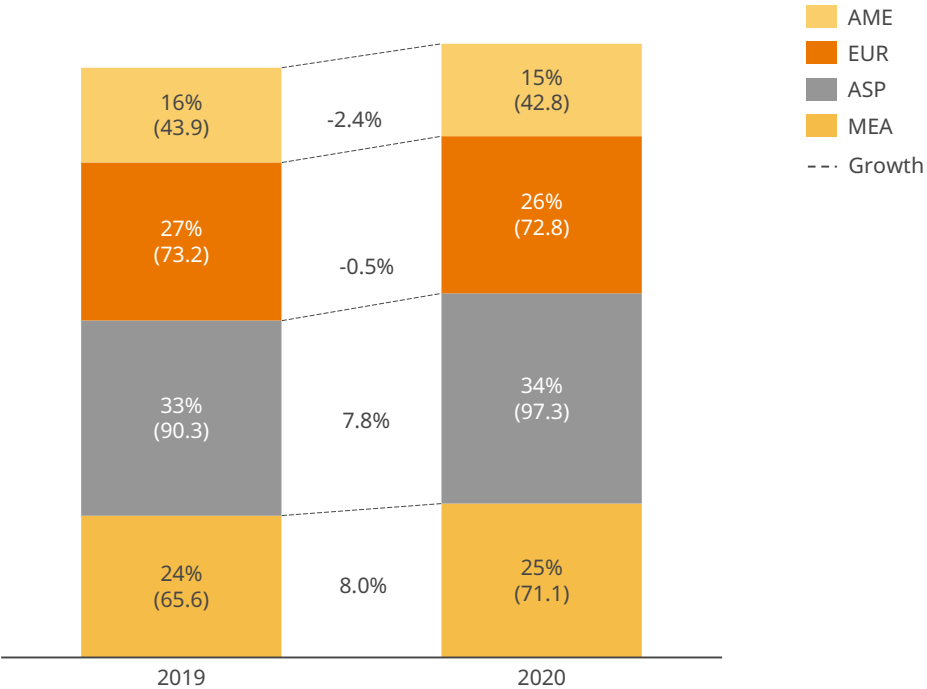
Product Net Revenue Contribution

% & (absolute)



Regional Net Revenue Contribution

% & (absolute)

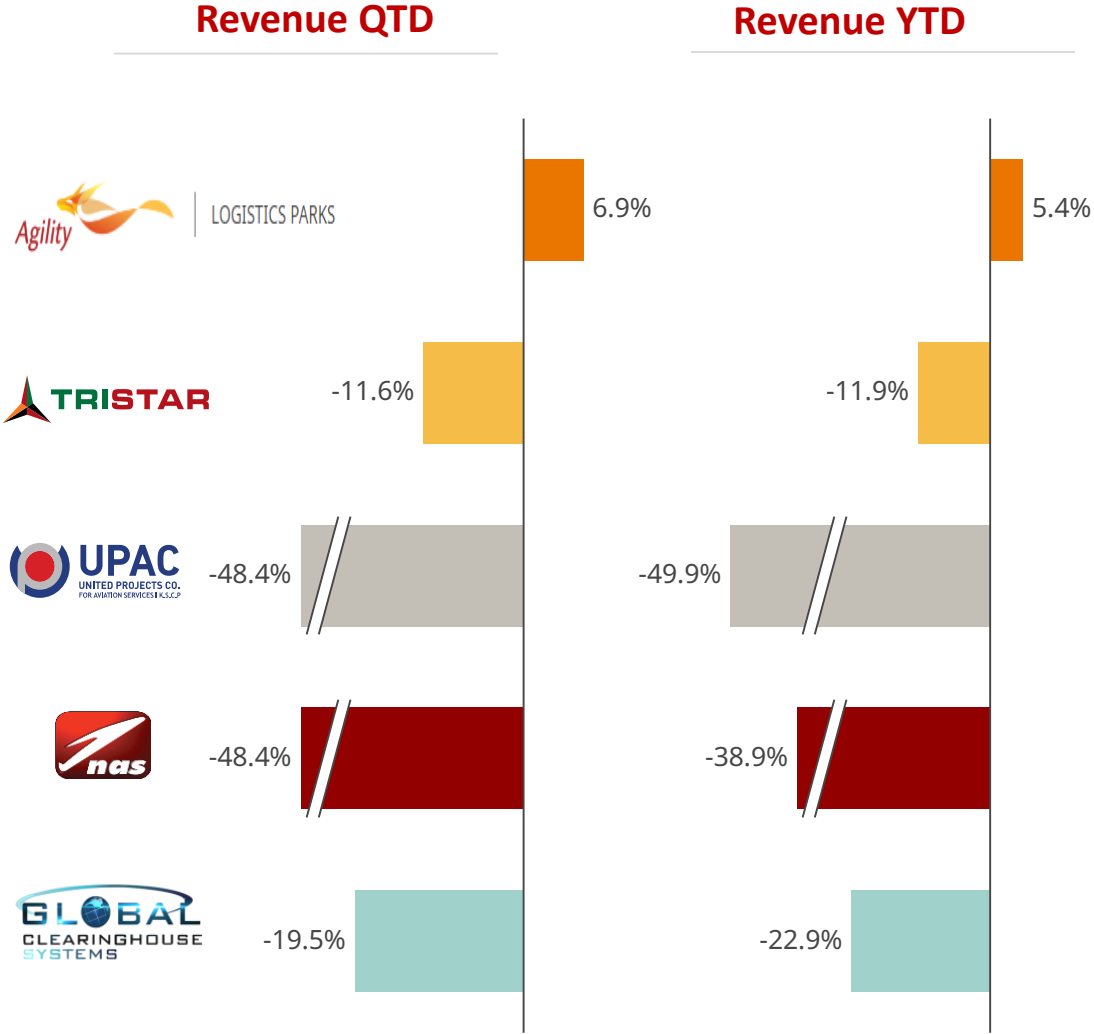
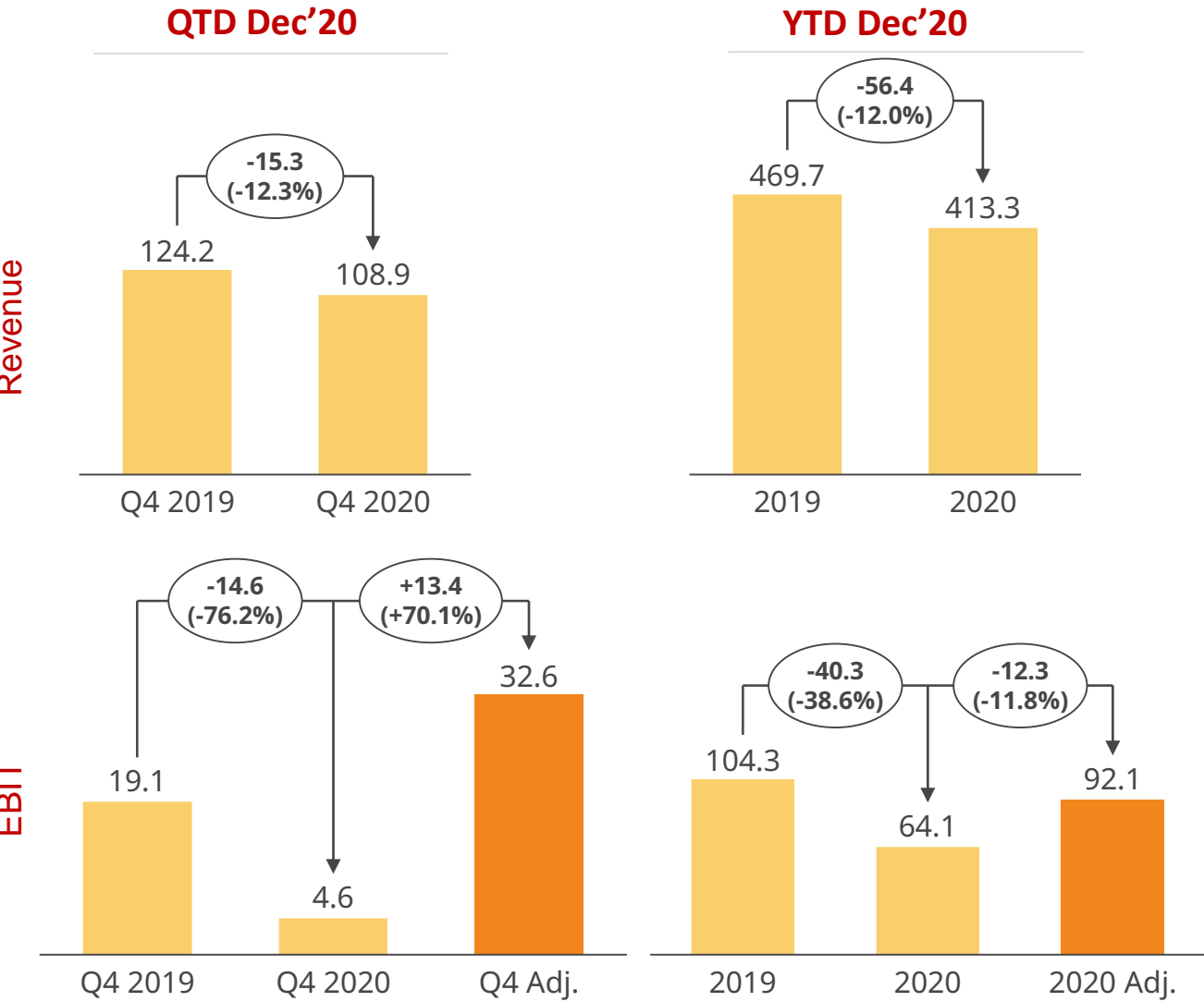


Net Revenue and Volumes FY 2020

Product	NR Growth	Volume Growth
Air Freight	31.4%	-15.6%
Ocean Freight	-13.5%	-12.0%

Infrastructure Group Financial Performance

KD Mn



Stock Performance

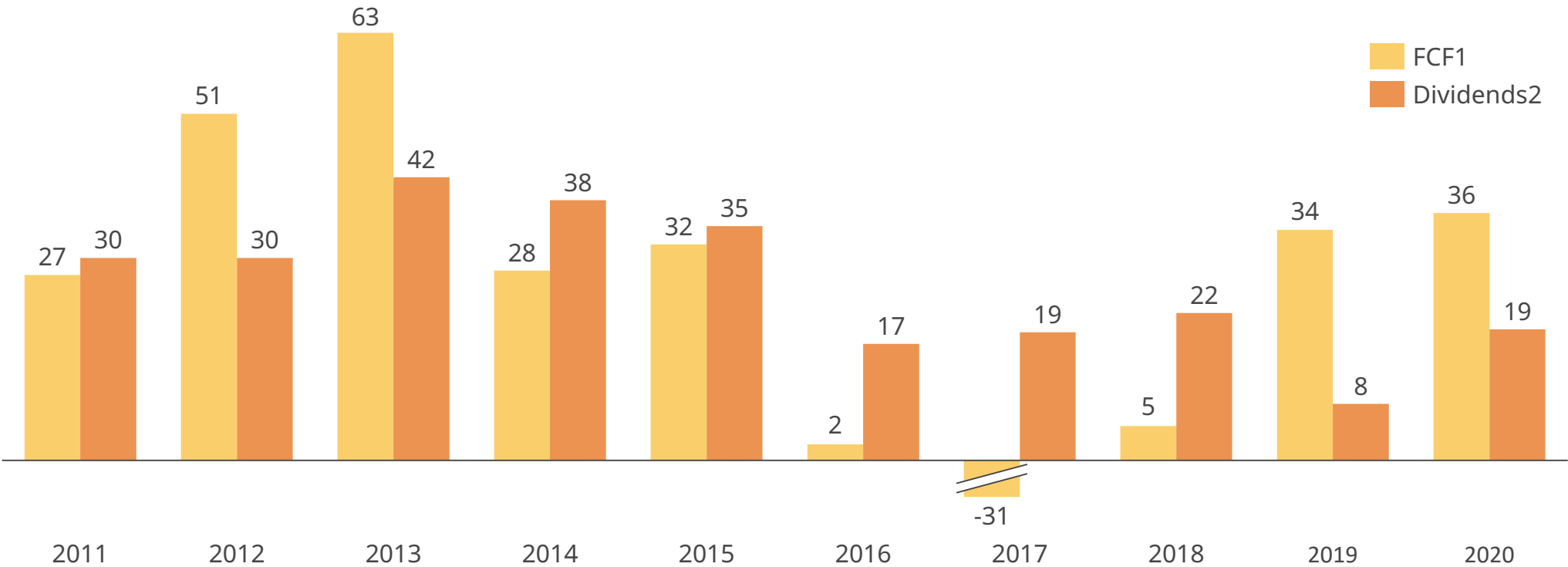


Dividends and market statistics

KD MIn



Balanced distribution that rewards our shareholders without inhibiting growth



Cash Dividends	30 fils	30 fils	40 fils	35 fils	30 fils	15 fils	15 fils	15 fils	5 fils	10 fils
Bonus Shares	0%	5%	5%	5%	0%	10%	15%	15%	15%	10%
Yield ³	8%	6%	6%	5%	6%	3%	2%	2%	1%	2%
Payout	111%	87%	90%	75%	65%	29%	28%	27%	10%	46%

¹Excluding Changes in deposits

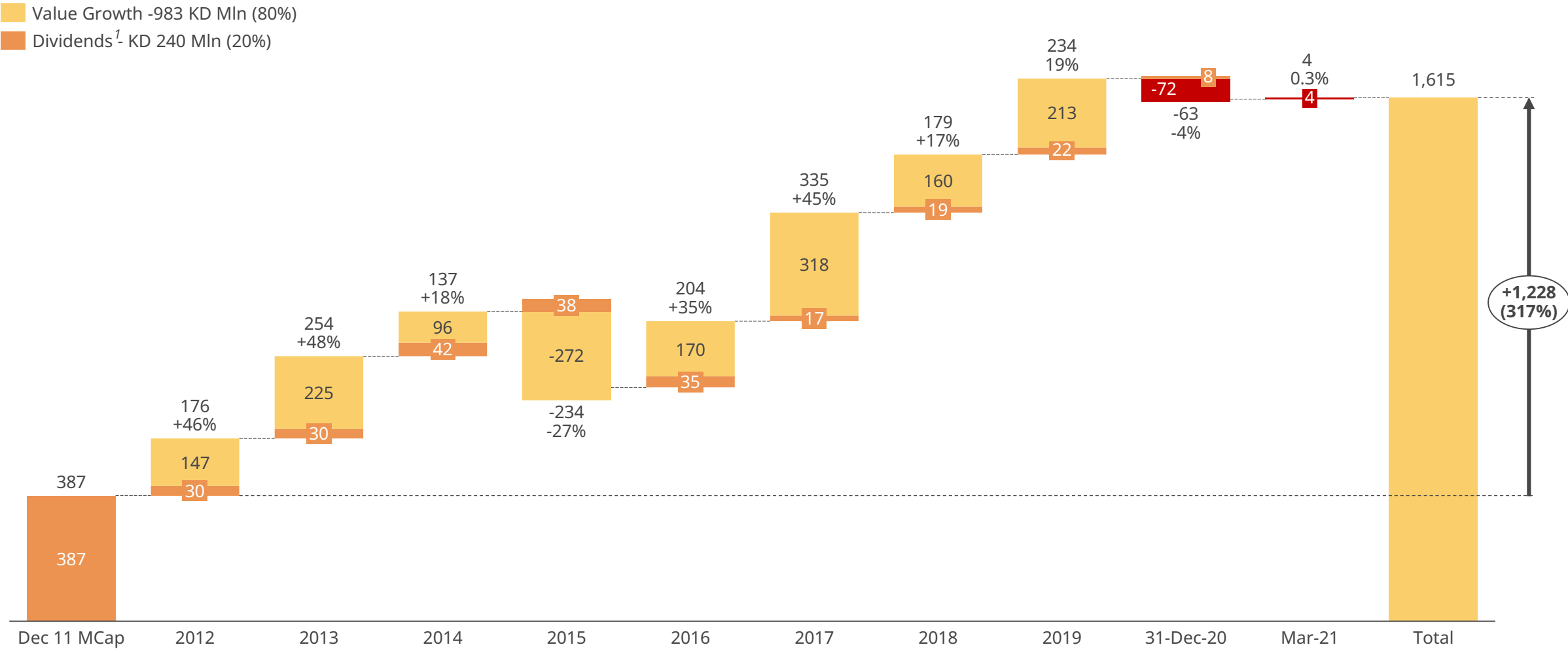
²Dividends Declared for the year

³Price as of end of Dec

2020 Dividends subject to AGM approval

Agility Value Creation Trajectory

Created KD 1.2 Bln in value for our shareholders with 20% IRR since 2011



¹ Dividends Declared

Q&A Session
