







Background

About Agility Global



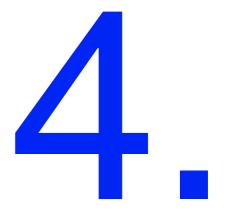
**ESG** Commitments



### Financial Highlights







### Owned & Operated Businesses

Investments



Guidance

Summary

# Background

Capital Market Presentation





## **Agility Global**

Emerges from three decades of growth and transformation

1997-2002	2003-2010	2011-202
Roots as a local warehousing leader	Growing into a global logistics player	Resilient po creation ac lines of bus
Building a base to grow internationallyBuilt high quality warehousing infrastructure at scale in the region	<ul> <li>Expanding the global logistics footprint</li> <li>Over 40 acquisitions globally to build Global Integrated Logistics (GIL)</li> <li>Expanded Agility Logistics Parks in the region</li> <li>In 2003, acquired Tristar, fuel logistics; set up National Aviation Services (NAS)</li> </ul>	<ul> <li>Global net</li> <li>GIL: top 20 100 countrisale to DS shares value</li> <li>NAS expande</li> <li>Tristar acq</li> <li>Agility Logical largest prive</li> <li>estate oper</li> </ul>
		Minority Inve
		20% stake





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#### ortfolio and value ross diversified siness

#### twork

0 freight forwarder in ries, and subsequent SV in August 2021 for lued at \$4.2 B

nds into Africa

uires Eships

istics Parks is one of vate industrial real erators in MENA

estments

**≣NREC 20%** stake 2022-2023

## **Fueling future growth**

#### Acquisitions to fuel growth

- Tristar acquired 51% of HG Storage
- Acquired Menzies & combined with NAS to become largest aviation services company in the world
- Agility Logistics Parks further grows and solidifies its Saudi Arabia platform
- Proactive management of the balance sheet with the funded equity collar

#### **Minority Investments**

One of largest shareholders in world's #3 freight forwarder



Tristar

• Others

• Logistics parks

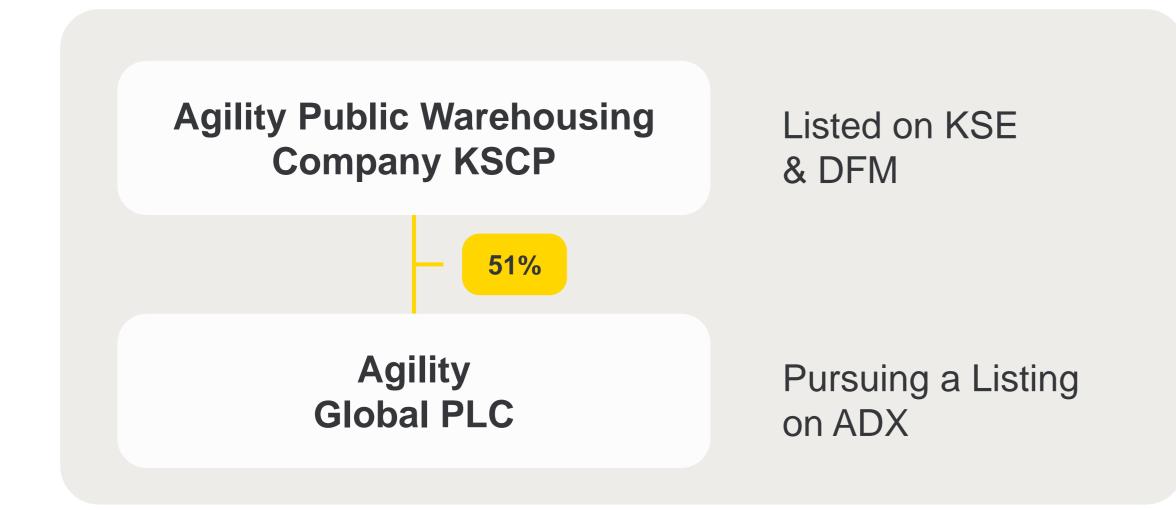


- DSV
- Reem Mall
- NREC
- GWC
- Others

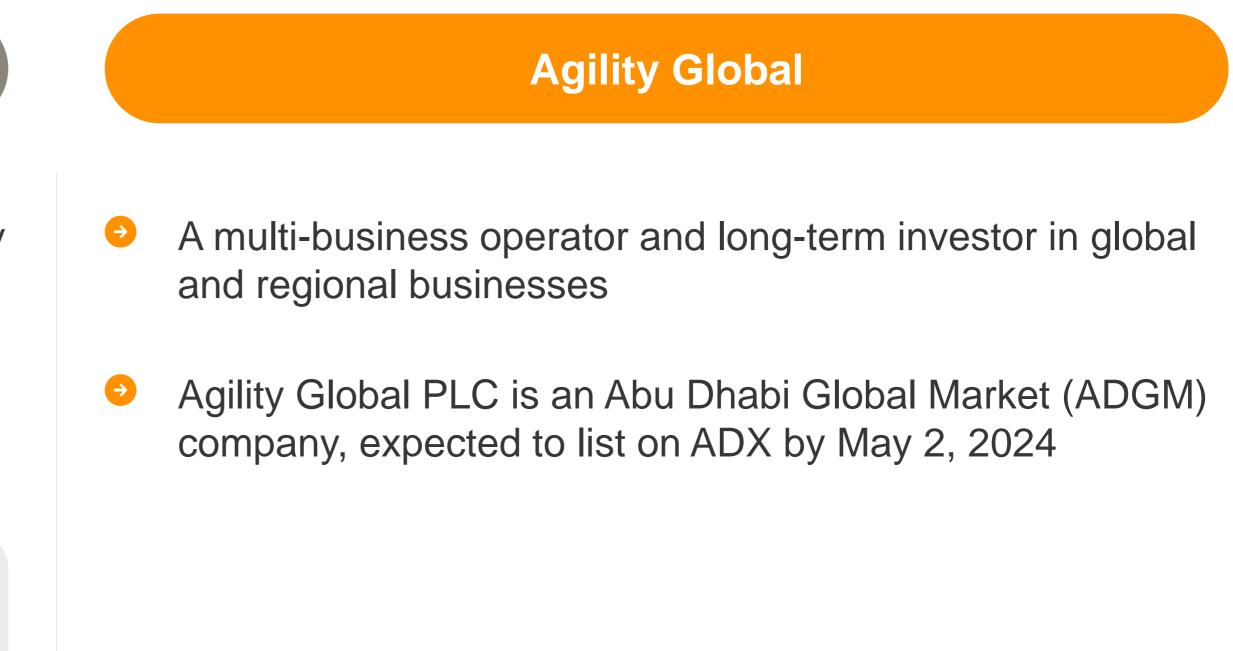
## ADX listing crystalizes value for shareholders of Agility Global and allows company to access additional capital markets

### **Shareholder Structure**

- 49% of Agility Global is distributed to shareholders of Agility Public Warehousing Company as of record date of April 18
- Agility remains the controlling shareholder (51%) in Agility Global after distribution









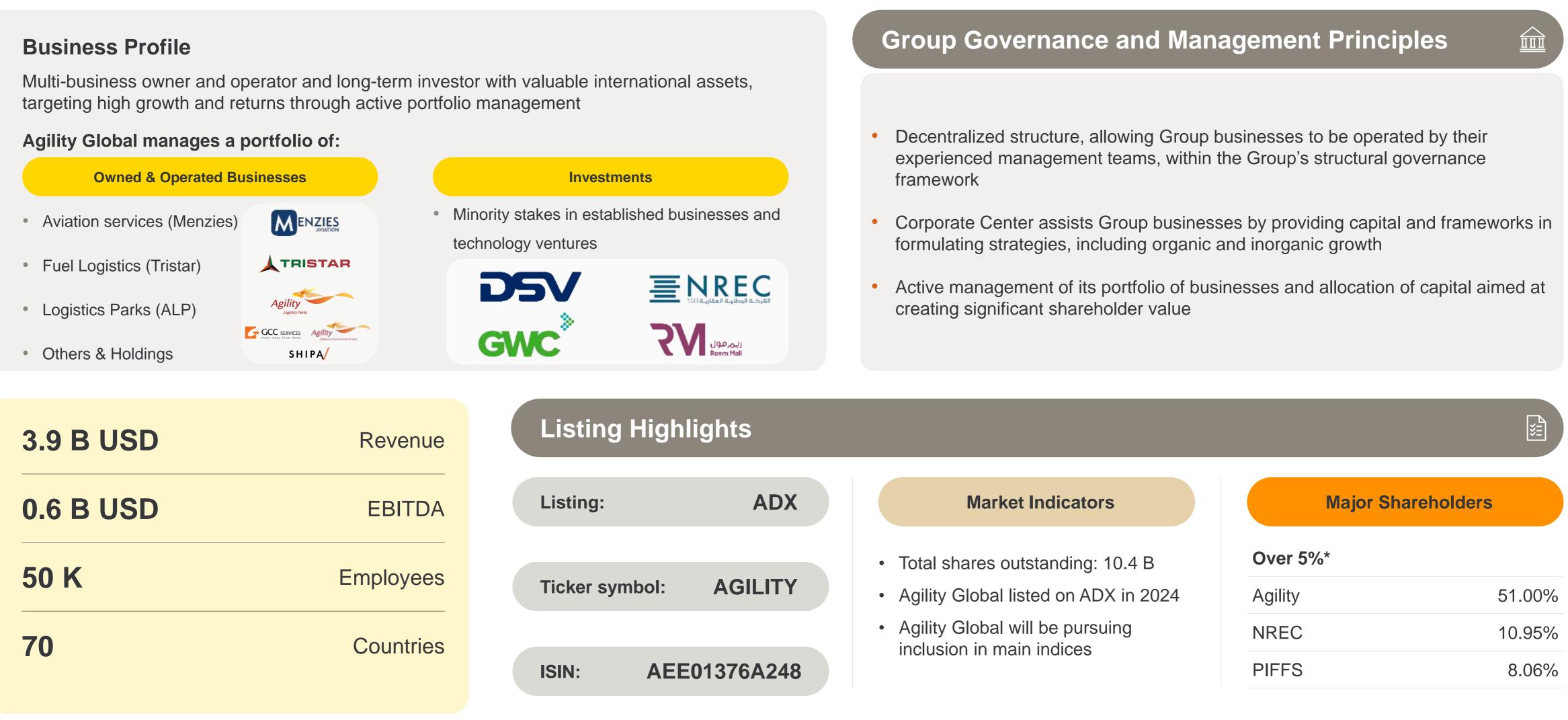
# About Agility Global







## **Agility Global overview**





## About us

## Who We Are

A multi-business owner/operator and investor across multiple sectors and geographies

- Businesses with global and regional footprints and leading market positions in their respective sectors
- Experienced and entrepreneurial leadership team with a strong track record of value creation

**Committed to ESG** 

### **Our Approach**

- generation profiles
- and inorganic growth;







Focus on **established** and growing sectors, supported by macro trends, and solid cash-

### Medium- to long-term approach on driving shareholder returns,

with clear plans for each business, built on a mix of organic

performance improvements.

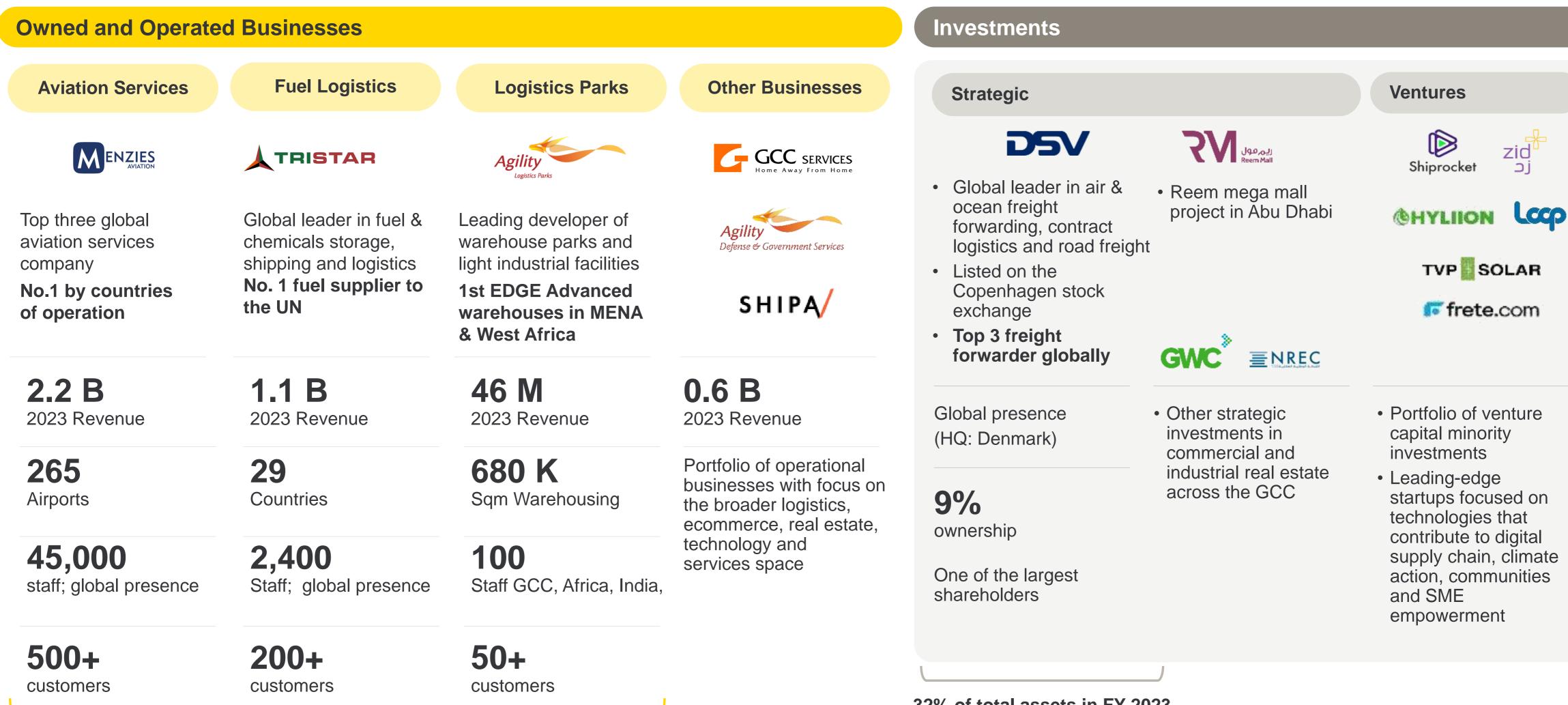
## Management **Principles**



- Independent businesses (own brands, IT, identity etc.) with strong management incentivized with value creation
- **Corporate Center** architects the group strategy, aligns on value creation plans, manages finance, allocates capital, makes key appointments, and ensures certain standards (finance, cybersecurity, ESG etc.)
- **Robust governance** framework



## **Our portfolio** Our owned businesses and investments are leaders in their sectors



84% of total revenues in FY 2023



32% of total assets in FY 2023





## An experienced and entrepreneurial management team





- Joined Agility Public Warehousing Company in 1997, spearheaded global growth as CEO
- Member of the Board of Directors of DSV since 2021
- Board Member of the National Real Estate Company
- Member of the WEF's International Business Council
- Member of the World Trade Organization's Business Advisory Group



Henadi Al-Saleh **CEO & Board Member** 

- digital transformation, ventures
- Relations, USA
- in Qatar



 Chairperson of Agility Public Warehousing Company since 2014, safeguarding investor interests and leading digital transformation and Ventures; Board member since 2010

• Joined Agility in 2007; overseeing corporate governance, investor relations, financial planning,

Global Board of Advisors of Council Foreign

Board Member of Gulf Warehousing Company



Ehab Aziz CFO

- Joined Agility Public Warehousing Company in 1999; played critical role in Agility's global expansion and diversification strategy, as well as in the governance of portfolio companies as CFO
- Led operational and financial strategy, assessment of organic and acquisition expansion opportunities, business performance reviews, capital allocation, treasury, tax and accounting of Agility group
- Board member of Menzies and Tristar
- Member of the World Economic Forum's Community of CFOs & the Community of Industry Strategy Officers



## Strong business management with deep operational expertise

Leaders are incentivized and empowered to drive their businesses' individual strategies and roadmaps



## Hassan El-Houry Chairman, Menzies

- Chairs Menzies Aviation, overseeing governance, strategy, execution, & stakeholder relationships
- Formerly NAS Group CEO, expanded NAS into Africa, South Asia, & the Middle East
- On boards of United Projects Co., Royal Aviation, & National Real Estate Company
- On advisory boards for the Center for Leadership at University of Colorado-Boulder, the Wharton EMEA, and Aviation Services Association
- Regular participant at the annual world economic forum meetings in Davos
- MBA from Wharton; Bachelor's degree from the American University of Beirut



**Philipp Joeinig** CEO, Menzies

- Menzies Aviation's CEO since June 2019; previously served as Executive Chairman & Non-Executive Director within Menzies
- Before joining Menzies, spent six years as a management consultant and later held various executive roles at Swissport International over a decade
- Under Joeinig's leadership, Menzies Aviation has become a prominent global service partner, operating in 265+ airports across 55+ countries with 45,000 employees





### **Eugene Mayne** CEO, Tristar

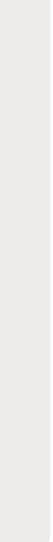
- Founder & Group Chief Executive of Tristar
- Founded the company in 1998 with three used trucks & built the company into a global integrated energy logistics provider
- Over 40 years of professional experience in the UAE; 22 years with Caltex Petroleum Corporation
- Consistently listed among the top 25 most influential logistics executives in the Middle East
- Sits on the board of directors of the United Nations Global Compact's local network in the UAE
- Graduate in finance from Bangalore University in India



**Michel Saab** CEO, ALP

- Global Chief Executive Officer of Agility Logistics Parks
- Manages the development of ALP's properties globally, while supporting local teams & business units
- Over 30 years of experience, including working with blue-chip European telecom and real estate companies in the Middle East
- MBA from Wharton; Masters of Telecommunications from the University of Limoges; Bachelor of Science in electrical engineering from the University of Saint Joseph







# Owned & Operated Businesses



Tristar

- Logistics Parks
- Other businesses







## Menzies

The world's largest aviation services company by countries of operation

<b>Ownership:</b> 100%	Unlisted	Key figures
		Key financials
Acquisition: 2022: Acquisition of 10 Menzies PLC by Agility		2023   USD
		<b>\$2,166</b> м
<b>Global Operation</b>	S	Revenue
+ 45,000	Employees	\$318 м
+ 265	Airports	EBITDA
+ 55	Countries of Operation	
+ 1.3 м	Aircraft turns per year	<b>15%</b> EBITDA Margin
+2м	Air cargo tons per year	
+ 3.2 м	Fueling turns per year	
+ 500	Customers (airlines)	



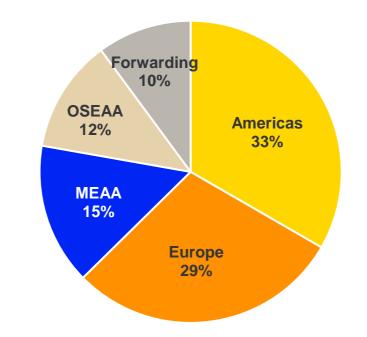
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Top 1 By number of countries

**Top 2** By number of airports

**Top 3** By revenues

#### Revenue breakdown 2023 <sup>(1)</sup>



#### **Service offering**



**Ground Handling Services** Full suite of passenger and ramp

activities to aircraft on the ground



**Aviation Fueling Services** 

Fuel farm & hydrant system management, into plane fueling, technical services, fuel logistics, fleet management



#### Cargo Handling & Warehousing

Full-service cargo handling operator and international cargo forwarder



#### **Executive Services**

Airport lounges, private jets services, VIP passenger services



#### **Freight Forwarding** Solutions

Wholesale and niche freight forwarding services, management of cargo shipments



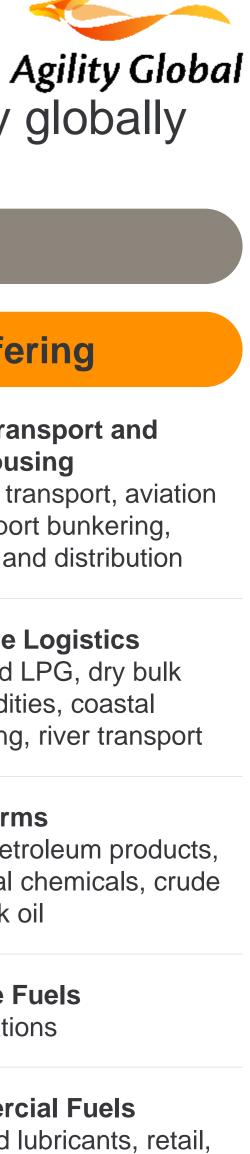
## Tristar

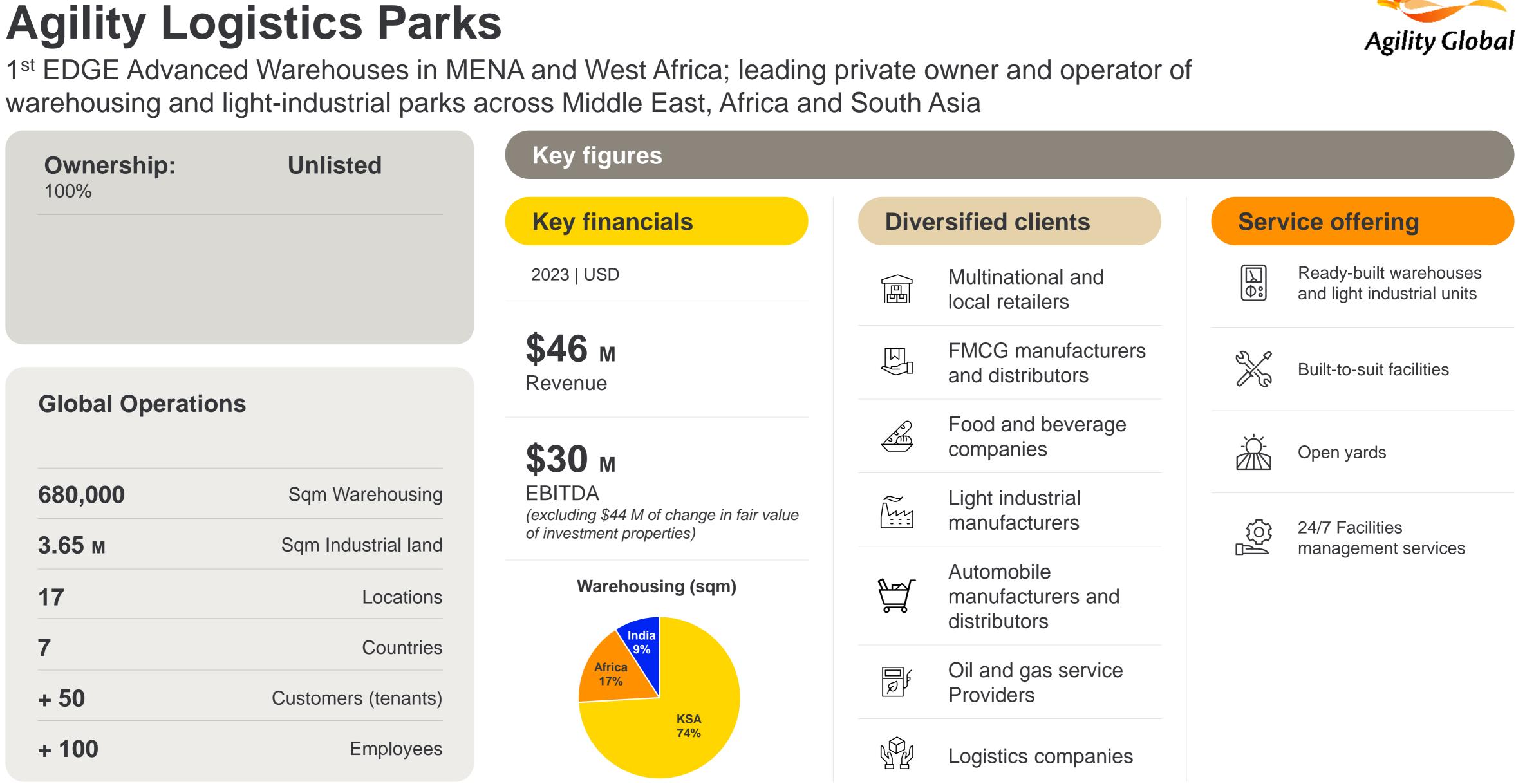
## Number 1 fuel supplier to the UN; integrated liquid logistics solutions provider to the energy industry globally

<b>Ownership:</b>	Unlisted	Key figures
65%		Key financials
<b>Recent M&amp;A:</b> 2022: acquired 51% Aquarius Energy (H		2023   USD
		<b>\$1,096</b> м
Global Operation	ons	Revenue
2,400	Employees	<b>\$218</b> м
29	Countries of operations	EBITDA
<b>80+</b>	Operated fuel sites	000/
2,000+	Transport assets	<b>20%</b> EBITDA Margin
35	Vessels	
200+	Customers	



Diversified clients	Service offering
Oil and Gas	Road Transport and Warehousing Surface transport, aviation
Å Chemicals	fuel, in-port bunkering, storage and distribution
Governmental Organization	Maritime Logistics LNG and LPG, dry bulk commodities, coastal bunkering, river transpor
Construction	<b>Fuel Farms</b> Clean petroleum productindustrial chemicals, crutionil, black oil
	Remote Fuels Fuel stations
	<ul> <li>Commercial Fuels</li> <li>Fuel and lubricants, reta distribution, commercial aviation services</li> </ul>







## Other owned and operated businesses

### **GCC Services**

Remote site services, integrated facilities management, labor supply, utilities & environmental services

100% Ownership

HQ: Dubai

Europe, Africa, Middle East & Oceania





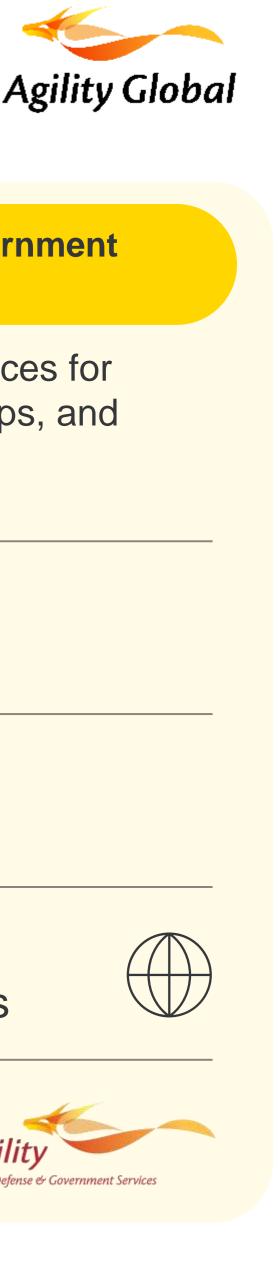
### Shipa

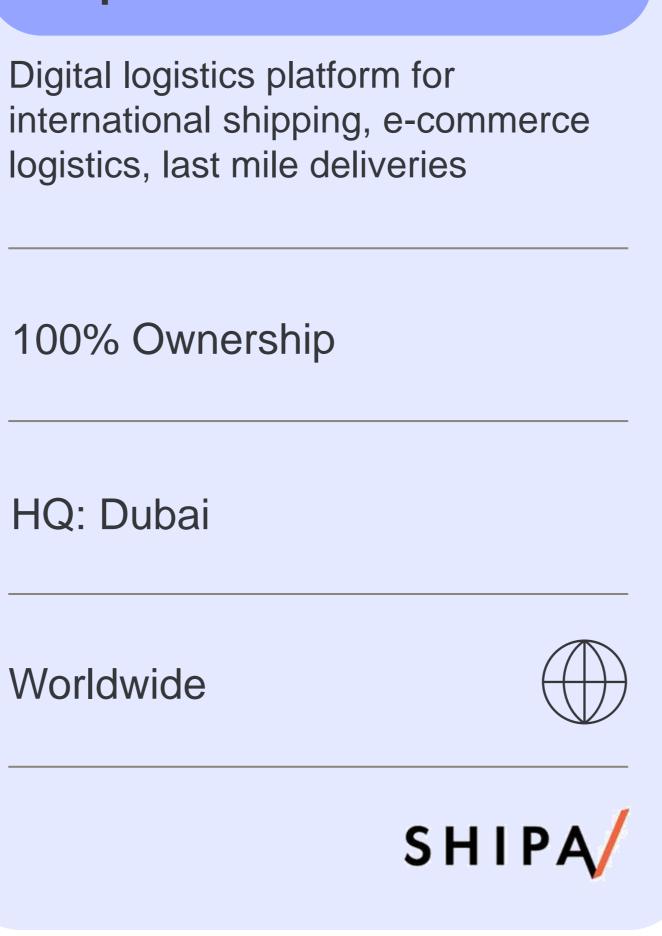
100% Ownership

HQ: Dubai

Worldwide







**Agility Defence & Government Services** 

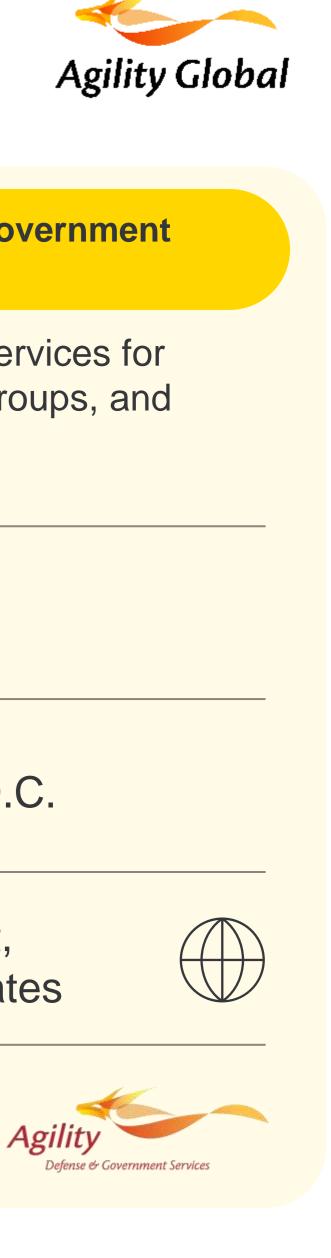
Diversified logistics services for governments, relief groups, and defense forces

100% Ownership

HQ: Washington D.C.

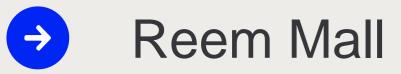
Africa, Middle East, Europe, United States





# Investments





Other Investments









all's

## DSV

Top 3 global leader in freight forwarding, supply chain solutions and road transportation

<b>HQ:</b> Hedehusene, Denma	<b>Ownership:</b> ark 9%	Key figures <sup>(1)</sup>
Listing:	Credit Rating:	Key financials & perfor
Nasdaq Copenhagen	A3 (Stable) by Moody's	2023   USD (2)
Shareholding: One of largest shareholders	A- (Stable) by S&P	<b>\$21.9</b> в Revenue
Share price		<b>\$3.3</b> в
1,120 DKK	March 27 <sup>th</sup> , 2024	EBITDA
1,418 DKK ← +270	Consensus target <sup>(4)</sup>	<b>15.3%</b> EBITDA Margin
Global Operation (not consolidated in Agili		+21%
+ 75,000	Employees	Earnings per share CAGR 2014-2023 <sup>(3)</sup>
+ 1,600	Offices & logistics facilities	10 1 50/
+ 80	Countries	<b>10-15%</b> Of net profit targeted as an dividend pay-out ratio

1. Figures not consolidated by Agility Global. Information taken from DSV's publicly available information 2. At average exchange rate for FY2023 of 1 USD = 6.89 DKK



formance	Global operations	Service offering
	<b>Top 3</b> Global Third-Party	Air & Sea A global network
	Logistics Provider Accretive M&A Track Record	<b>Road</b> Overland transport in Europe, North America, Middle East
	2021 Agility Global Integrated Logistics	and south Africa
	2019 PANALPINA	Contract logistics services worldwide
GR	2016	
s annual		





## **Reem Mall**

E-commerce enabled mega-mall on Reem Island, Abu Dhabi

Location: Reem Island,	<b>Ownership:</b> 20%	Key figures
Abu Dhabi	2070	Key performance
<b>Soft Opening:</b> February 2023		2023
		<b>2M</b> square feet Leasable Space
<b>Operations</b> (not consolidated in Agility)		73%
400	Retail units	Occupancy <sup>(1)</sup>
80	F&B units	
23,000 square feet	Logistics hub	
Largest indoor snow	park in UAE	







## **Other investments**

## **GWC**

Qatar's leading provider of logistics & supply chain solutions

25% Stake

Listed in Qatar; ticker <GWCS>

Qatar



## NREC

Real estate and investment company with a portfolio located in the Middle East and North Africa

20% Stake

Listed in Kuwait; ticker <NREC>

Middle East & North Africa







## **Technology Ventures**

Investments in emerging tech companies

Minority Stakes

HQ: Multiple

North America, South America, Middle East and Africa, Europe, Asia



# ESG Commitments

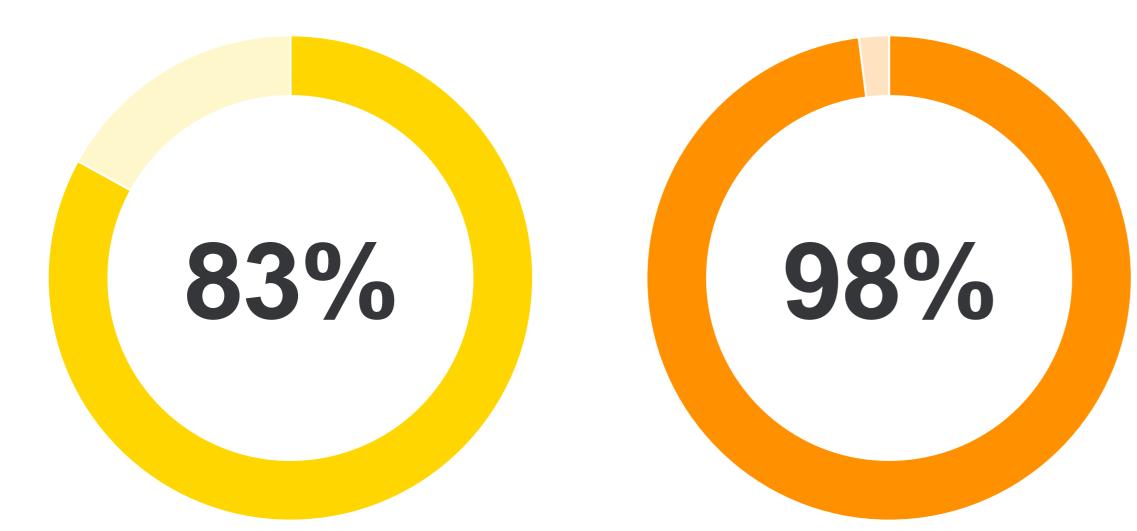






## Agility Global is deeply committed to ESG

Group-wide focus on ESG due diligence, climate action, fair labor, health and safety, diversity and inclusion, and community investment



#### Environment

83% of businesses by revenue have committed to net zero (Menzies & Tristar)

#### **Responsible Operations**

Strong culture of safety across businesses; 98% of eligible employees received required HSE training. Focus on fair labor practices



# 25% 50%

#### **Diversity**

25% of all employees are women; 20% female representation on Board. Emphasis on digital skilling for girls as part of our community outreach

#### Community

Around 5,000 young people's education supported every year globally; 50% females. Long-term charity partnerships



## With each business following its own ESG roadmap

Based on its sector and geographical priorities

	<b>Owned and Operated Businesses</b>		
	Menzies	Tristar	
Environment	<ul> <li>Net-zero across all 3 scopes by 2045</li> <li>25% of global motorised GSE to be electric by 2025</li> <li>Signatory of Clean Skies for Tomorrow to accelerate sustainable aviation fuels</li> </ul>	<ul> <li>Reducing carbon 30,000 tons of Co solar installation, fleet electrificatio</li> <li>Supporting the U net zero commitm</li> <li>First Mover Coali member</li> </ul>	
Social	<ul> <li>Diversity Targets aligned with IATA's 25by2025 campaign of 25% of senior management roles filled by women by 2025; 40% of middle management by 2033</li> <li>Signatory of the Women's Empowerment Principles</li> <li>Partnership with Tent to provide reemployment opportunities for refugees</li> </ul>	<ul> <li>Signatory of Nepr Declaration to pro and seafarer righ</li> <li>Signatory of the N Empowerment Pr</li> <li>3,500+ children's supported in Sou and Kenya</li> <li>Strong emphasis safety; 14 times a RoSPA</li> </ul>	
Governance	<ul> <li>3-tiers governance (Shareholder, Board of Directors, Management) to ensure checks-and-balances</li> <li>2 independent directors</li> <li>Whistle-blower reporting</li> </ul>	<ul> <li>Board, Operation committees in plate</li> <li>Anti-corruption transformed and the second se</li></ul>	



		Material Investment
	ALP	DSV
on footprint by CO2 a year, though n, tree planting, ion, & more UAE to achieve its tment by 2050 alition founding	<ul> <li>Saudi Arabia and Cote D'Ivoire logistics parks received first EDGE Advanced green building certification for warehousing facilities in MENA and West Africa; demonstrating at least 40% more energy efficiency relative to market</li> </ul>	<ul> <li>EcoVadis Platinum</li> <li>MCSI AA ESG rating</li> <li>Carbon Neutral by 2050 for scopes 1,2 &amp; 3 emissions</li> <li>Certified as a 2021 Nasdaq ESG Transparency Partner</li> </ul>
eptune protect seafarers ghts Women's Principles n's education outh Sudan is on health and s award winner of a	<ul> <li>Committed to UN Women's Empowerment Principles</li> <li>Vocational training and digital skills training for young people in Cote D'Ivoire, Ghana, Saudi Arabia, Egypt</li> </ul>	<ul> <li>Working towards a target of 40% female representation at Executive Management levels in large Danish companies within the DSV Group in 2030</li> </ul>
onal and Audit blace training for ability report 2010	<ul> <li>95+% employees trained on HSE, fair labor, anti-corruption</li> <li>Whistleblower reporting</li> </ul>	<ul> <li>ISO Management System Certification</li> <li>Board, Nomination, Remuneration and Audit committees in place</li> </ul>







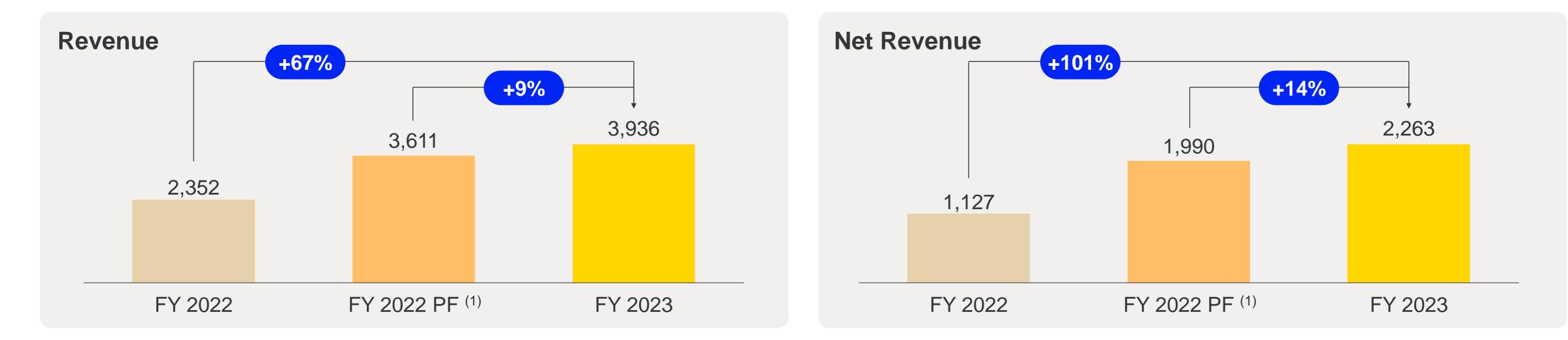
# Financial Highlights

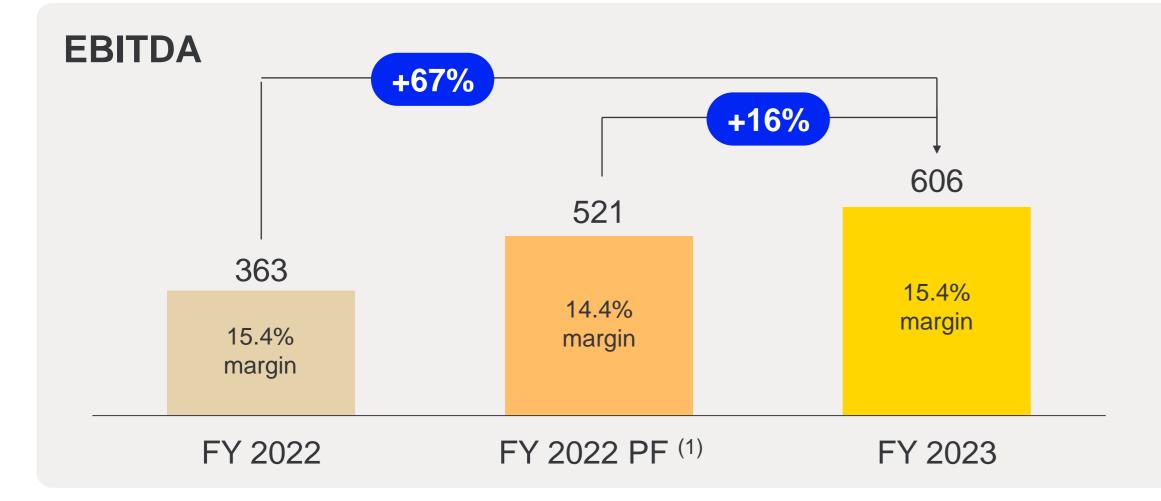
Capital Market Presentation





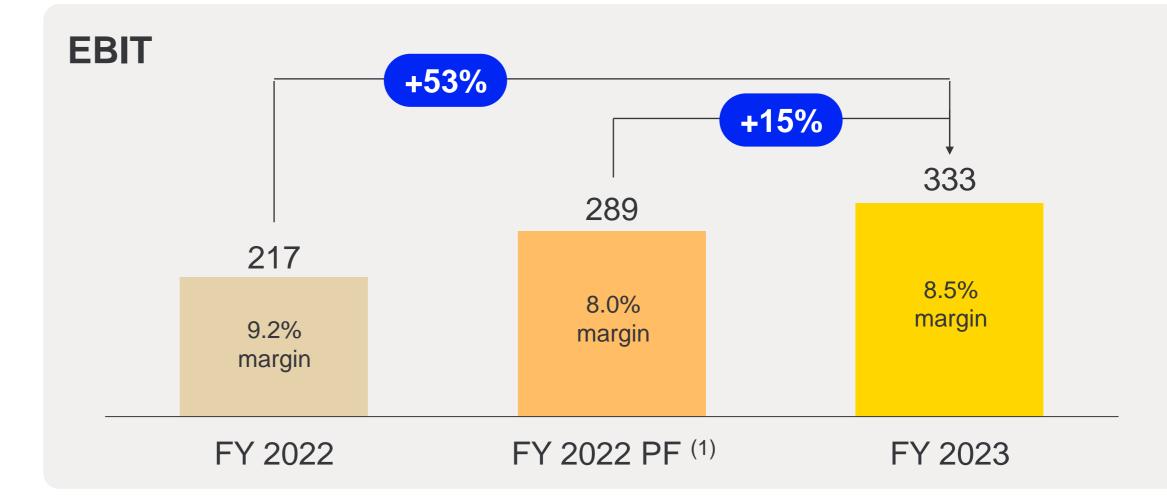
## **Income statement (in USD millions)** Solid operational performance and growth across all businesses





1) FY 2022 pro forma including the full impact of Menzies and Aquarius (HG Storage) acquisitions Capital Market Presentation







## Financial performance by segment (in USD millions)

Every segment is pursuing its own growth strategy



1. FY 2022 pro forma including the full impact of Menzies and Aquarius (HG Storage) acquisitions 2. Including change in fair value of investment properties (\$44m in FY2023)



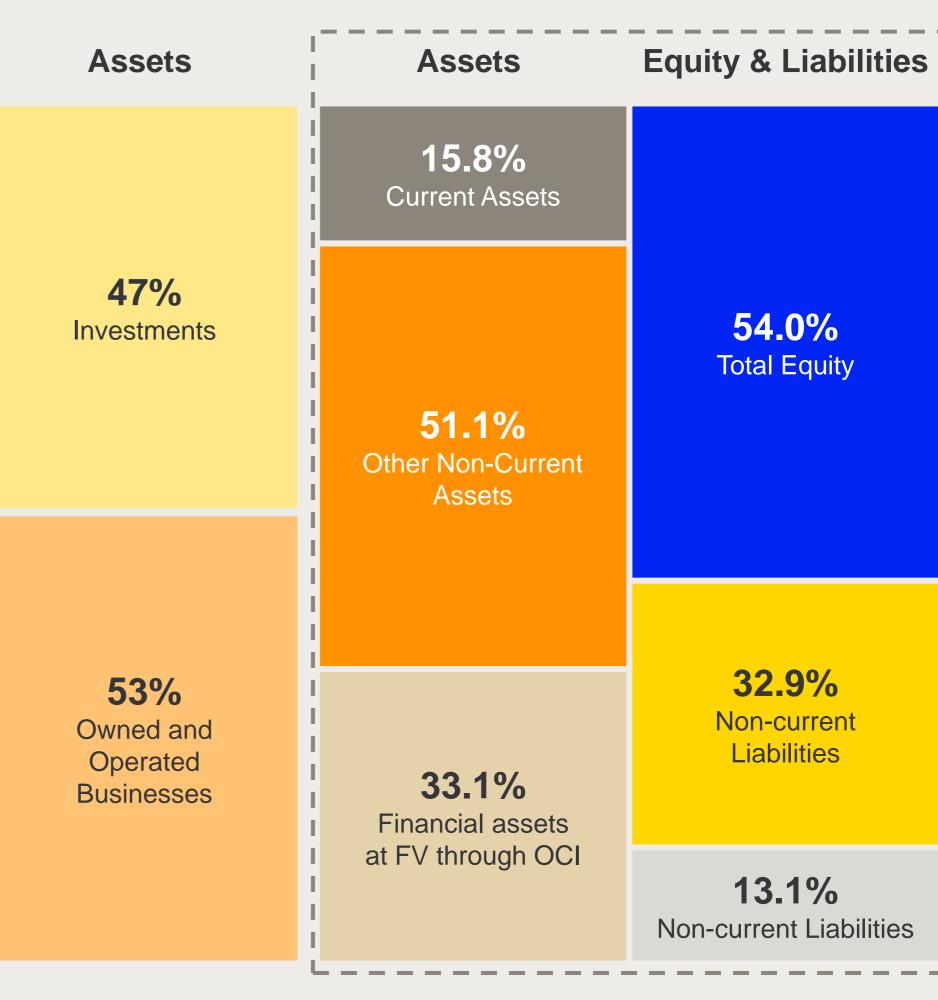


## **Proforma balance sheet at listing (in USD millions)** Strong asset and equity base to support future growth plan

Balance sheet	Pro forma at listing
Current assets	1,668
Financials assets at FV through OCI	3,505
Non-Current assets	5,416
Total assets	10,590
Current liabilities	1,382
Non-current liabilities	3,488
Total liabilities	4,869
Equity attributable to Shareholders	5,328
Non-controlling interests	392
Total Equity	5,720









# Net debt (in USD millions)

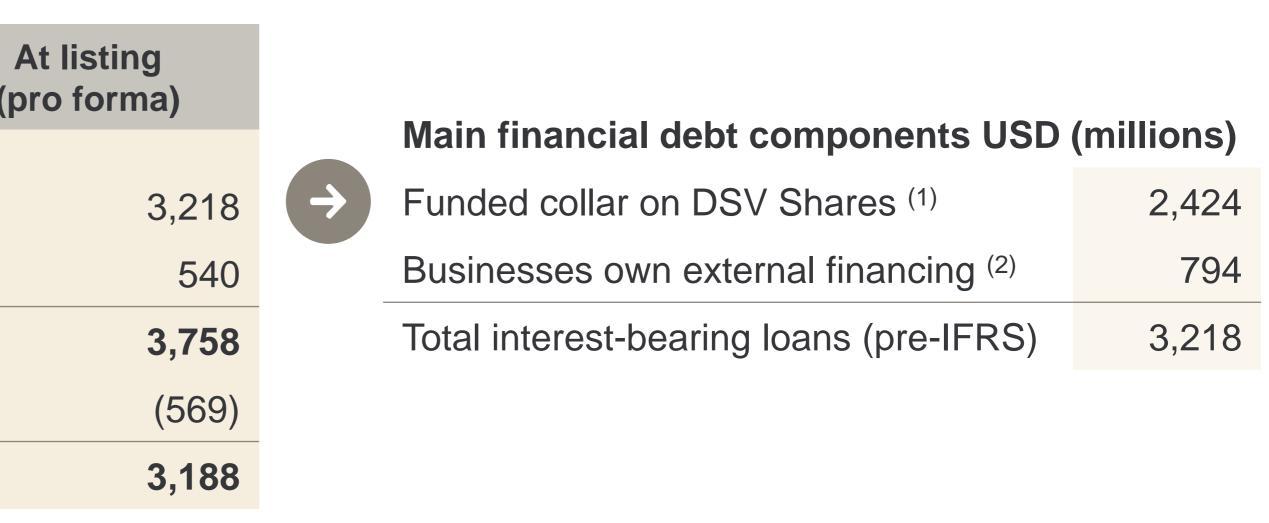
in USD million	Dec-23 (carve-out)	(
Interest-bearing loans (pre-IFRS)	3,218	
Lease liability (current & non-current)	540	
Total debt post-IFRS	3,758	
Minus cash & cash equivalents	(565)	
Net debt	3,193	

Main changes between audited carve-out accounts FY2023 and Pro Forma at listing:

- Recapitalization in Q1-2024 to eliminate all outstanding intercompany with Agility KSCP (\$3.2 B)
- Impact from Q1-2024 results not included in the pro forma

2. Including \$530 M at the Tristar level (fully consolidated)





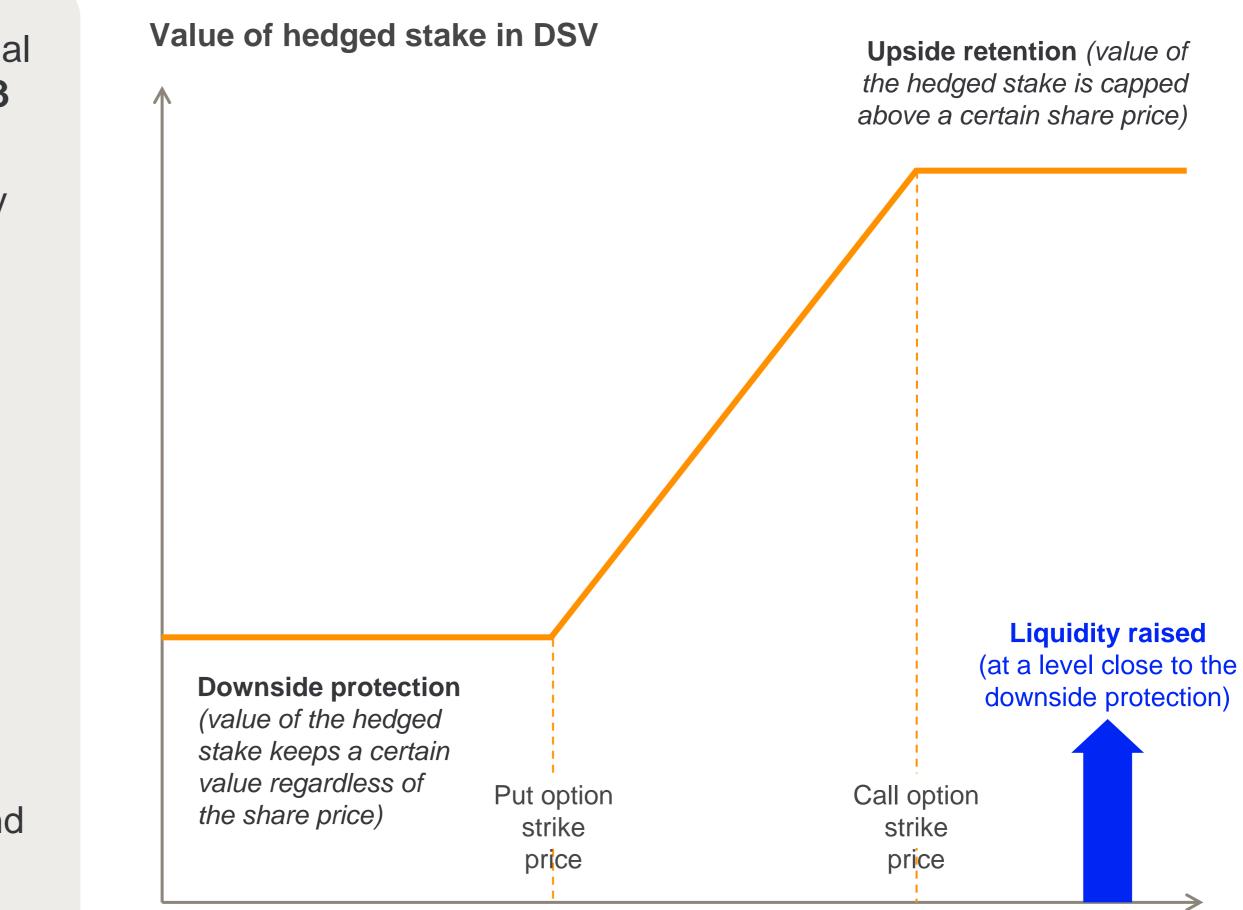


# Net debt – focus on funded collar (in USD millions)

De-risking the capital structure with cheaper financing and hedging of the DSV stake

- Two equity collar agreements entered with major international banks in March and July 2023 for a respective duration of 3 and 4 years
- The size executed represents a total of **14 M shares** of DSV (73% of its total stake)
- Allows Agility Global to draw down a gross amount of EUR
   2.2 B debt of relatively cheaper liquidity <sup>(1)</sup>
- Interests were **fully prepaid in 2023**, there is no cash outflows from interest expenses in the next 3-4 years
- The protection from the put and call option will give Agility Global a reasonable protection while benefiting from future upside
- Agility Global has not sold any of its DSV shares as part of this hedging instrument
- This collar transaction is accounted as a fair value hedge and is reported in the financial statements at fair value through other comprehensive income





**DSV** share price

## **Cash flow statement (in USD millions)**

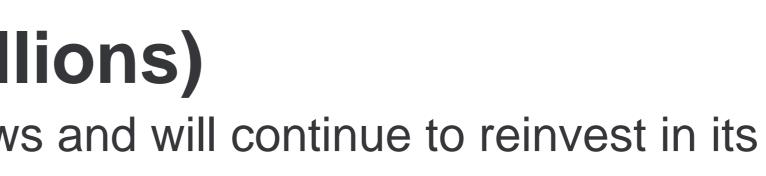
Agility Global has been generating healthy cash flows and will continue to reinvest in its businesses to drive growth

Cash Flow Statement	FY 2022
Cash from Operating activities before changes in working capital	299
Changes in working capital	(98)
Other Items	(33)
Net Cash flow from operating activities	168

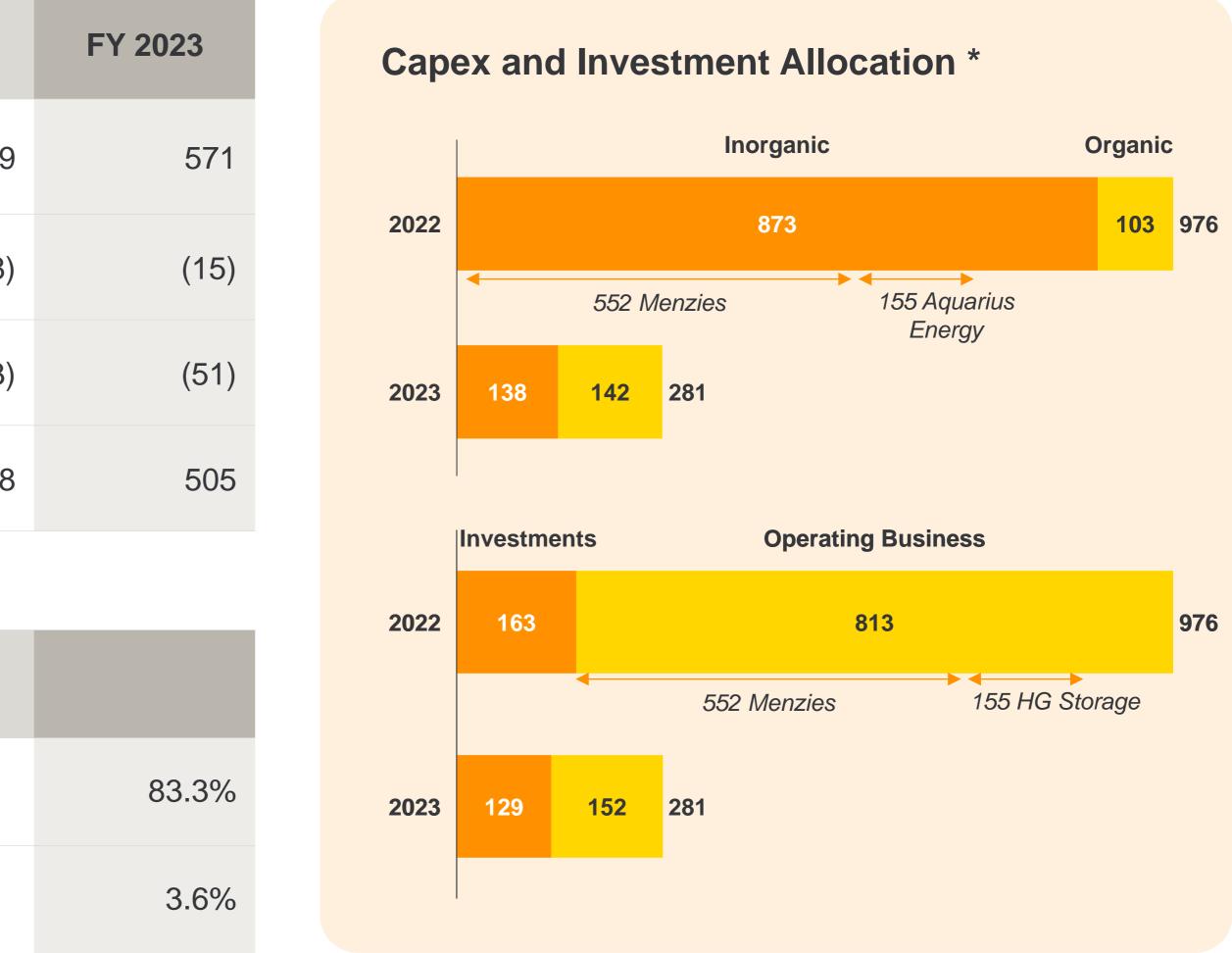
**Financial Highlights** 

Conversion ratio (OCF/EBITDA)

Organic CAPEX as % of Revenue



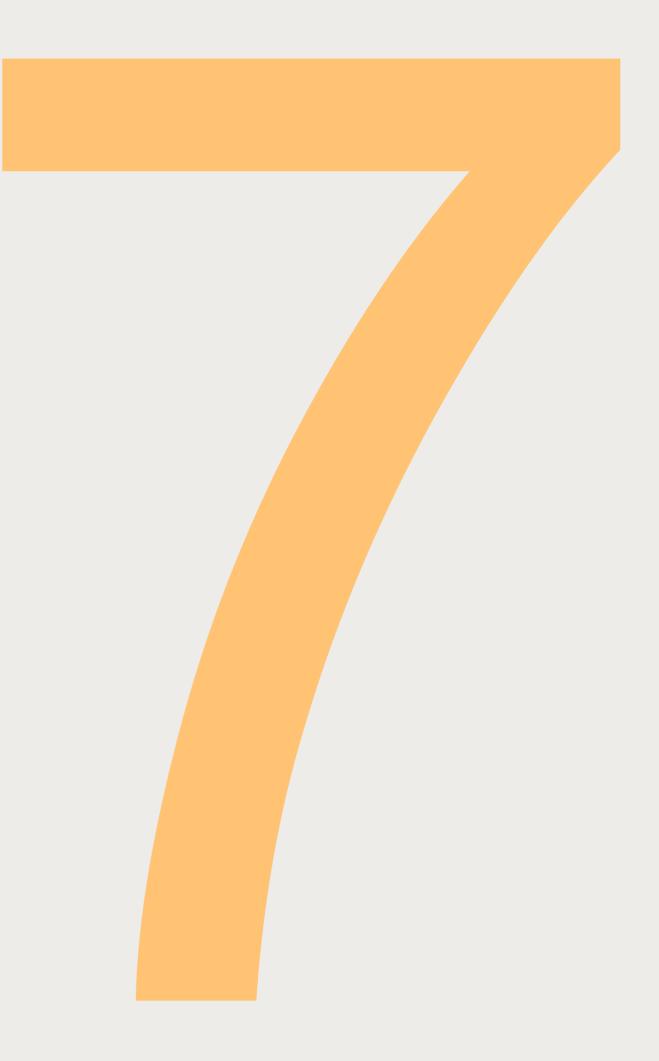






# Guidance





## Financial guidance

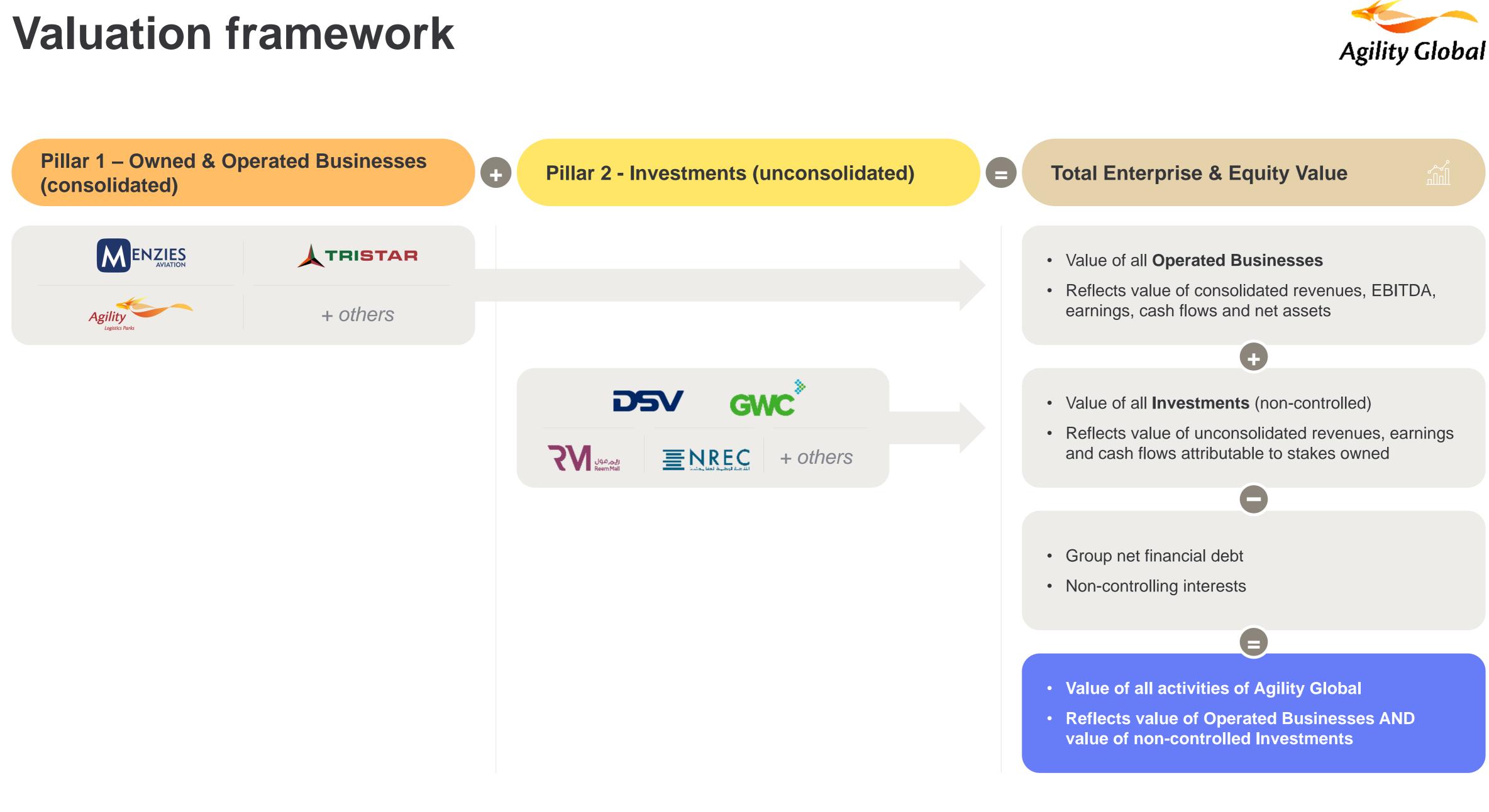
Group guidance below refers to Agility Global consolidated perimeter, excluding investments





	FY2024	Mid-Term Guidance
	+17%	+10% p.a
	13-14%	~ 15%
	\$400 M	Maintenance capex: \$80-100 M p.a. Growth capex: \$700 M cum. for 2025-2028
1)	7%	High single-digit
	34%	25-30%
	+14%	+9-10% p.a
	13.5%	14-15%
	+35-40%	+14-15% p.a
	18-19%	15-16%
	+20%	+25% p.a
	70% excl. valuation gains	80-85%, excl. valuation gains







llustrativ	/e buildin	g block	s (in US	D millio	ns)		Agility Glob
implified Valuation F	Framework		_		-		1.8
2024E EBITDA ×	Peers 24E Multiple =	Pillar 1 Value	+ Pillar 2 Value	- Net Debt	C Non-contro Interes		Price per Share
Owned & operated	Businesses (Pillar 1)	)					
Business	FY2023 EBITDA	FY2024e EBITDA	Enterprise Value	FY2023 PF Net Debt	Agility Global Stake	Listed pee	ers <sup>(1)</sup>
ENZIES	318		[]		100%	الشركة السعودية للخدمات الأرضية SGS   مسركة السعودية للخدمات الأرضية SGS   Saudi Ground Services Company	Fraport SAL CELES
	218	See financials	[]		65%	أدنوك للأمداد والخدمات ADNOC Logistics & Services	🕹 Bahri 🖉
Agility Logistics Parks	74	guidance on previous slide	[]		100%		maple ree ctp
Others (4)	(5)		[]		100%		
Total Pillar 1	606	[]	A []		D NCI: 392 <sup>(2)</sup>		
nvestments (Pillar	2)						
Investment	# of shares Owned (in millions)	Spot Price	Value		Agility Global Stake	Key Valuation	references
DSV	19.3	USD 163	3,147 (5)		9%	Spot market value (Mar 27th at	t DKK 1,122 per share)
GWC	145.1	USD 0.89	130		25%	Spot market value (Mar 31st at	QR 3.25 per share)
NREC	397.0	USD 0.33	130		20%	Spot market value (Mar 31st at	KD 0.1007 per share)
Reem Mall			712		20% (3)	Equity + convertible loan as pe	er 31 <sup>st</sup> December 2023
Others (7)			98		-	As per book value 31st Decem	ber 2023
<b>Total Pillar 2</b>			<b>B</b> 4,217		-		

**Total Agility Global** 

Capital Market Presentation

Menzies: SGS (SASE:4031), Fraport (ETF:FRA), SATS (SGX:S58), SAL (SASE:4263), Celebi (IBSE:CLEBI) Tristar: ADNOC L&S (ADX:ADNOCLS), Nakilat (DSM:QGTS), Bhari (SASE:4030), MISC (KLSE:MISC) ALP: Growth Point (JSE:GRT), Prologis (NYSE:PLD), MapleTree (SGX:M8EU), CTP (ENXTAM:CTPNV)
 Balance sheet non-controlling interest as of 31<sup>st</sup> Dec 2023 3. Current stake excluding potential from convertible loan 4. Including other operated businesses and Corporate costs

#### **C** 3,188 <sup>(6)</sup>

- 5. \$3,980 M at Bloomberg 12-month target consensus price of USD 206 (19/04/24)
  6. Including \$530 M at the Tristar level (fully consolidated)
  7. Mainly including ventures





## **Dividend policy**

Agility Global expects to pay semi-annual dividends



#### Throughout 2024, Agility Global intends to pay shareholders a dividend of \$130 M (<del>></del>)

- \$65 M within one month of listing; \$65 M six months later
- Such dividends to cover both financial performances of full-year 2023 and first-half 2024
- The payment of 2024 dividends will remain subject to Board recommendation and shareholders' approval
- - Subject to company outlook, financial performance, investments / M&A objectives and capital structure / leverage position, and subject to Board of Directors recommendation and shareholders' approval
  - Dividends to be paid in April, for the 6-month financial performance ending 31 December; and **in October**, for the 6-month financial performance ending 30 June



### Starting 2025 and onwards, Agility Global intends to pay a significant portion of its free cash flow in the form of a semi-annual dividend

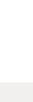












# Summary

Capital Market Presentation





## Key investment highlights Agility Global is one of the most exciting growth stories in the region

Diversified portfolio of **high value assets** positioned in growing sectors driven by structural macro-trends Proven **organizational model**, with strong governance to drive value

Replicable value creation approach built on active portfolio management; acquiring, developing and monetizing businesses **Committed to ESG** bestpractices focused on governance, climate, social impact, and transparency



Led by an **experienced and entrepreneurial management team** with a distinguished track record focused on value creation and paying a steady dividend yield

Healthy balance sheet and strong asset base; focused on growing shareholder value and returns







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