Agility

May 14th, 2019

Mr. Hassan Abdulrahman Al Serkal
Executive Vice President
Head of Operations Division
Dubai Financial Market

**Subject: Agility's first quarter 2019 Analyst call**

Reference to the above mentioned subject; and in accordance with Module 10 of the Capital Markets Authority's Executive Bylaws of Law No. 7 of the year 2010 regarding Disclosure and Transparency, Agility would like to announce:

| | |
|---|---|
| Date | May 14 , 2019 |
| Company Name | Agility Public Warehousing Company KSCP |
| Material Information | Agility would like to inform you that the Analysts' Conference call for the first quarter of 2019 was held on Monday, May 13, 2019 at 2:00 pm local time, with no reference to any undisclosed material information. Agility will disclose the minutes of the conference as per the applied regulations. |
| Impact on the financial position of the company | No impact |

Best Regards,

**Tarek Abdul Aziz Sultan Al Essa**
**Vice Chairman and CEO**

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13 May 2019

# Agility Earnings Call Presentation

First Quarter 2019 Results

Agility

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# Agenda

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

# Q1 2019 highlights

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## Agility Highlights

- Good start for 2019, though witnessing an environment where growth is slowing.
- Balanced growth as all entities continue to execute on their plans
- Strong Balance sheet and cash generation
- Implementation of IFRS16 impacting our reported numbers .

## GIL

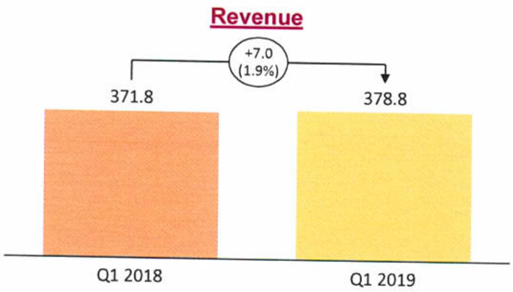
- Good growth in both air and ocean freight plus contract logistics
- GIL is accelerating its investment in its global operating platform, digital transformation strategy and its digital logistics platform

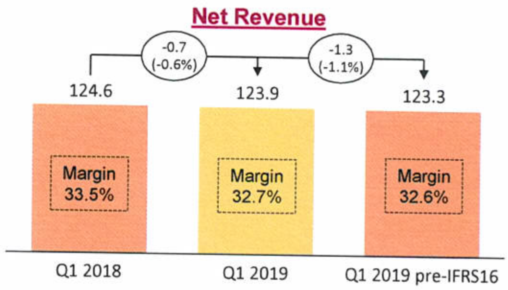
## Infrastructure

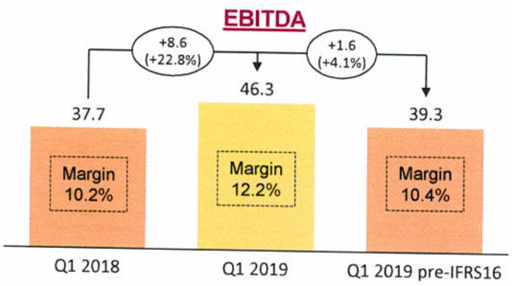
- Entities continue on their road maps to drive future growth
- Constant focus to improve efficiency, expand customers base and geographic reach
- Agility continues to invest in this group and looks for opportunities to unlock the value for shareholders

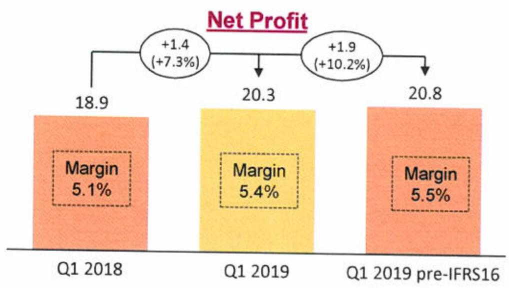
# Q1 2019 Group financial performance
KD Mn

A good start for 2019

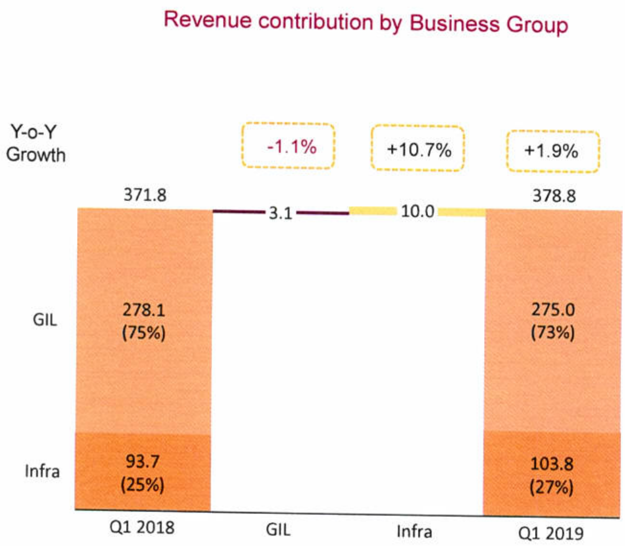


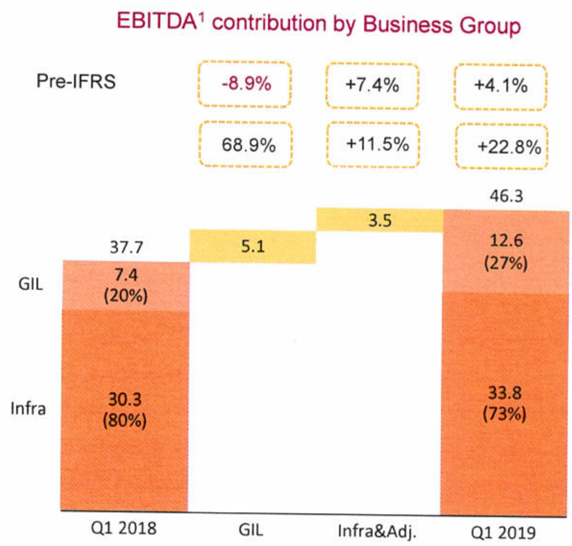



## Q1 2019 Group financial performance
KD Mn




[1] *Including the impact of IFRS 16*

## Balance Sheet
## KD Mn

Maintaining a strong balance sheet

| Balance sheet | Q1 2019 Reported | Q1 2019 Pre IFRS 16 | Q1 2018 | Variance v/s 2018 Reported | Variance v/s 2018 pre IFRS 16 |
|---|---|---|---|---|---|
| Current assets | 605.0 | 606.0 | 564.7 | 40.3 | 41.3 |
| Non-Current assets | 1,380.6 | 1,275.0 | 1,195.6 | 185.0 | 79.4 |
| **Total assets** | **1,985.7** | **1,881.0** | **1,760.2** | 225.4 | 120.8 |
| Current liabilities | 522.7 | 501.0 | 576.0 | (53.3) | (75.0) |
| Non-current liabilities | 372.3 | 288.0 | 151.7 | 220.6 | 136.3 |
| **Total liabilities** | **895.0** | **789.0** | **727.6** | 167.4 | 61.4 |
| **Shareholders' equity** | **1,090.6** | **1,091.2** | **1,032.6** | 58.0 | 58.6 |
| **Highlights** | | | | | |
| Net Cash (Debt) | (235.7) | (121.2) | (83.5) | | |
| ND / EBITDA[1] | 1.3X | 0.8X | 0.6X | | |

[1] *EBITDA Annualized*

- Implementation of IFRS 16 had an impact on our balance sheet
- Healthy balance sheet, with ability to leverage future growth
- Constant support and commitment to our stakeholders:

1) Shareholders
2) Banks
3) Internal Businesses

## Statement of Cash Flows
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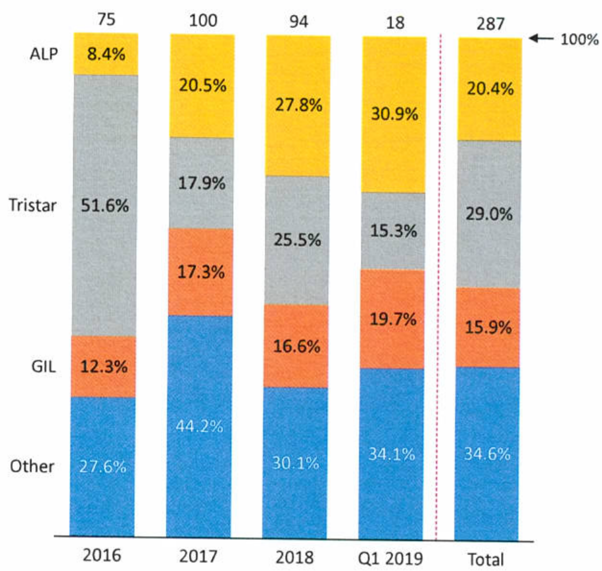
Investing in the business to capture profitable growth opportunities

| Cash Flow Statement | Q1 2019 | Q1 2018 | Variance | % |
|---|---|---|---|---|
| Cash from Operating activities before changes in working capital | 47.5 | 39.2 | 8.3 | 21.3% |
| Changes in working capital | 2.4 | -4.2 | 6.6 | 157.5% |
| Other Items | -4.7 | -5.7 | 1.1 | 18.3% |
| **Net Cash flow from operating activities** | **45.2** | **29.2** | **16.0** | 54.7% |
| CAPEX | -18.3 | -14.3 | -4.0 | -28.0% |
| Other items | -8.3 | -2.9 | -5.5 | -190.0% |
| **Net Cash flow from investing activities** | **-26.6** | **-17.2** | **-9.5** | -55.1% |
| **Free Cash Flow** | **18.6** | **12.1** | **6.5** | 54.1% |

**Highlights**

| | | |
|---|---|---|
| Conversion ratio (OCF/EBITDA) | 97.6 % | 77.4% |
| CAPEX as % of Revenue | 4.8% | 3.8% |



IFRS 16: Major impacts on Q1 2019 Numbers
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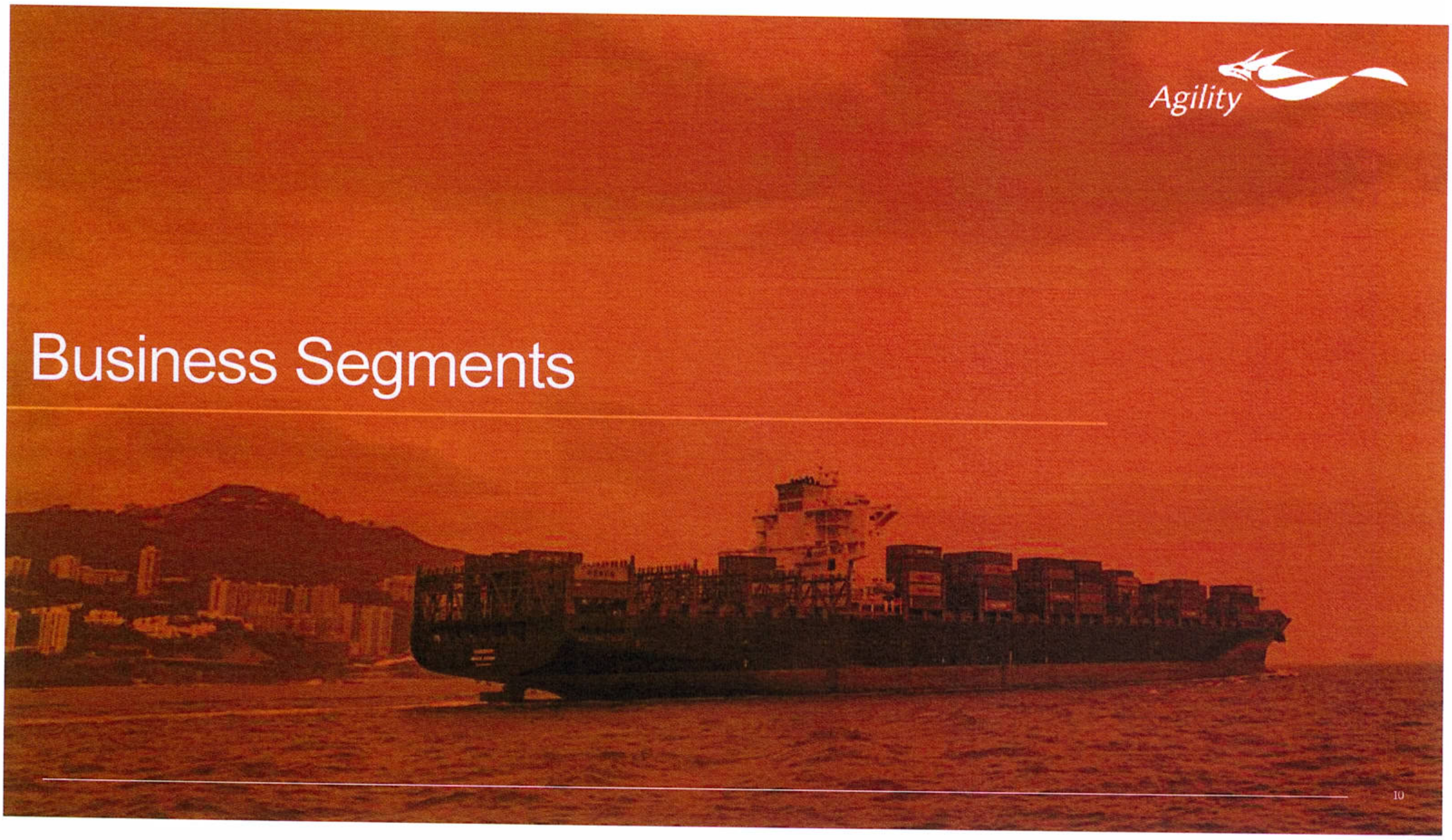
## P&L

| | | |
|---|---|---|
| Revenue | - | No change |
| COGS | - 0.6 | Decreased as lease expenses are recognized as depreciation and interest costs |
| SGA | - 6.4 | Decreased as lease expenses are recognized as depreciation and interest costs |
| EBITDA | + 7.0 | Increased due to lower lease expenses |
| D&A | + 6.2 | Increased due to capitalizing operating lease assets |
| EBIT | + 0.8 | Increased due to the above |
| Net Financing costs | + 1.4 | Increased due to interest on lease liabilities |
| Net Profit | - 0.5 | Negative impact on NP |

## Balance sheet

| | | |
|---|---|---|
| Assets | + 104.5 | Capitalizing operating leases |
| Equity and Liabilities | + 104.5 | Capitalized operating leases |

| | | |
|---|---|---|
| **Net Cash Flows** | - | No change |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Business Segments
10

## GIL financial performance – Q1 2019
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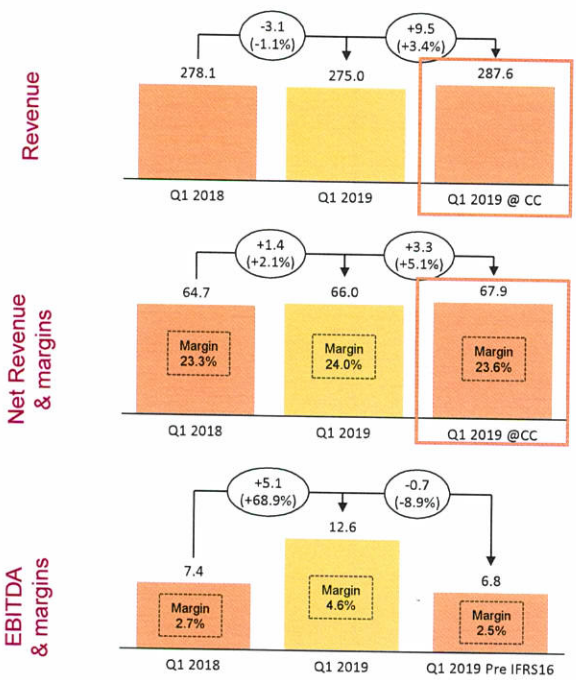
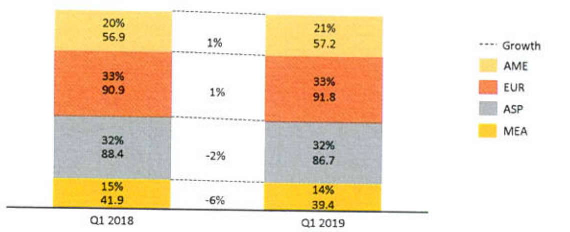
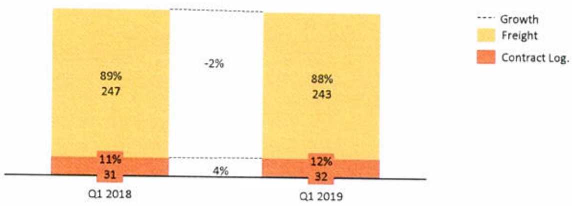
### Financial Highlights




### Regional Revenue Contribution




### Service Revenue




Air Freight volumes

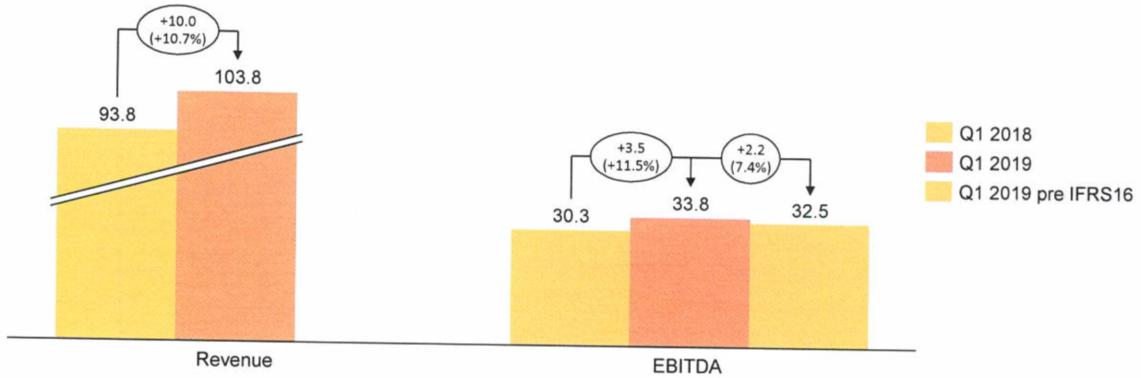
+5%
Vs 2018

Ocean Freight volume

+2%
Vs 2018

## Infrastructure Group financial performance – Q1 2019
## KD Mn

Solid performance across all key entities




Revenue growth Y/Y

| Agility Logistics Parks | TRISTAR | UPAC United Projects Co. | nas | Global Clearinghouse Systems |
|---|---|---|---|---|
| 23.0% | 13.3% | -9.2% | 3.5% | 6.8% |
| *Development and management of logistics parks across ME and Africa* | *Transport, storage and distribution of fuels plus chemicals supply chain* | *Commercial real estate development and management* | *Ground handling, cargo management aviation and lounge services* | *Digital customs services and customs operation* |

# Q&A Session