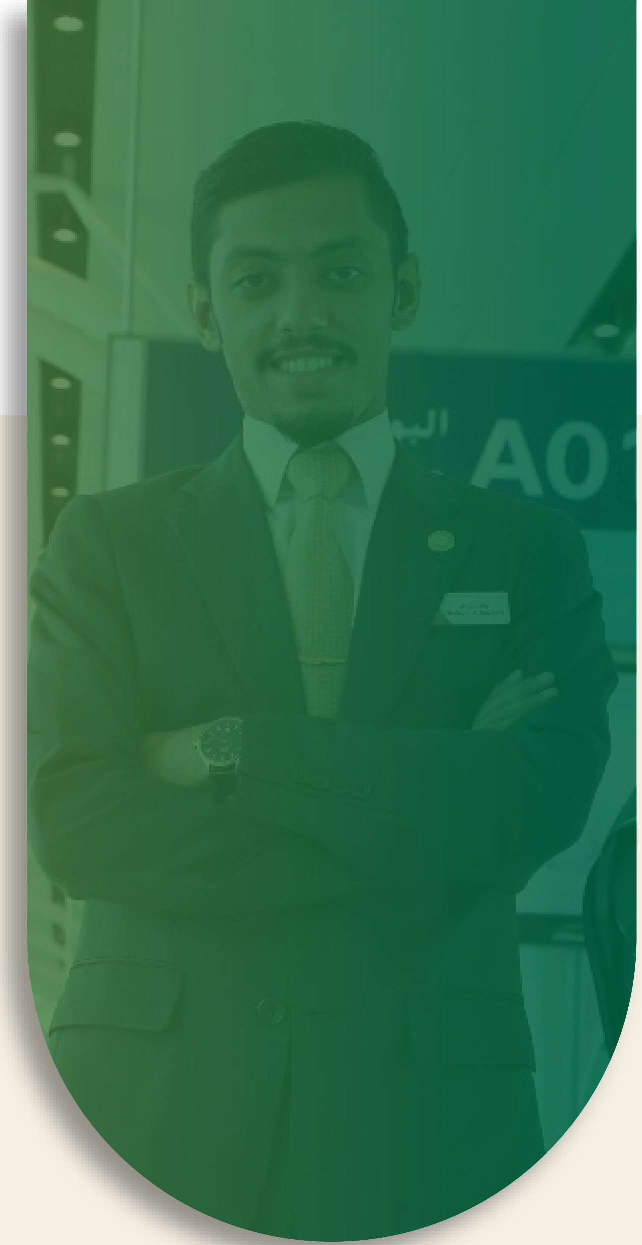
الشركة السعودية للخدمات الأرضية
Saudi Ground Services Company

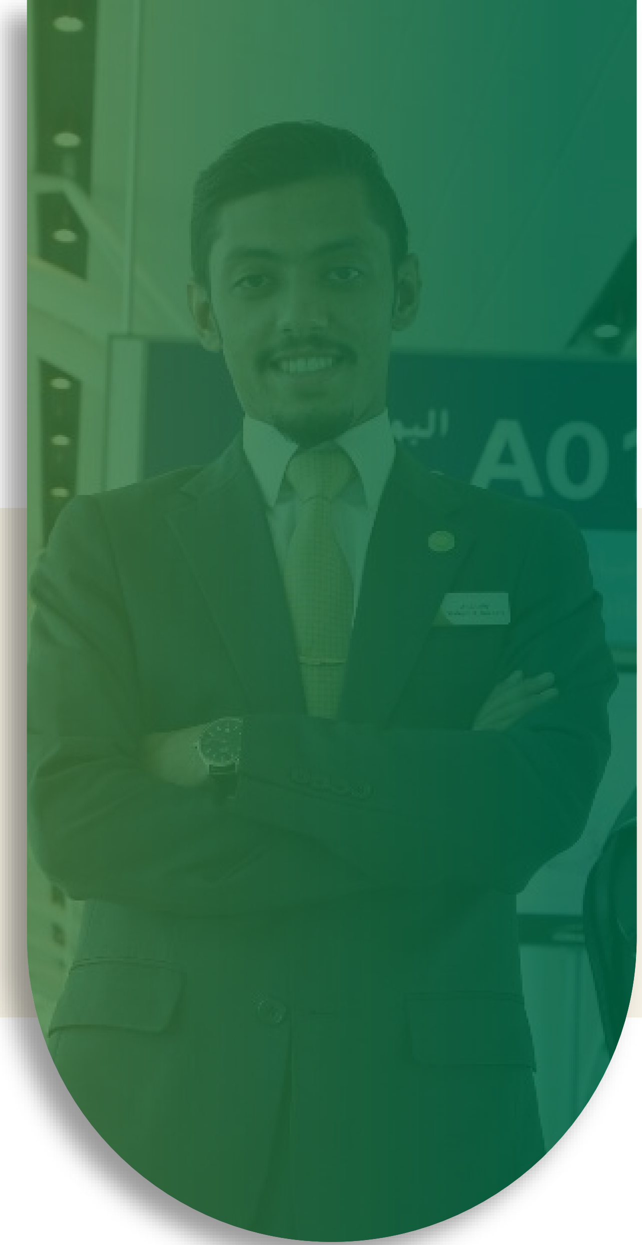
Investors’ Call - # Q2-2024
11 August 2024

عام التميز
YEAR OF EXCELLENCE

Financial Performance

- Operational Updates
- YTD June 2024 and Q2 2024 Financial Performance
- Balance Sheet and Cashflow Analysis

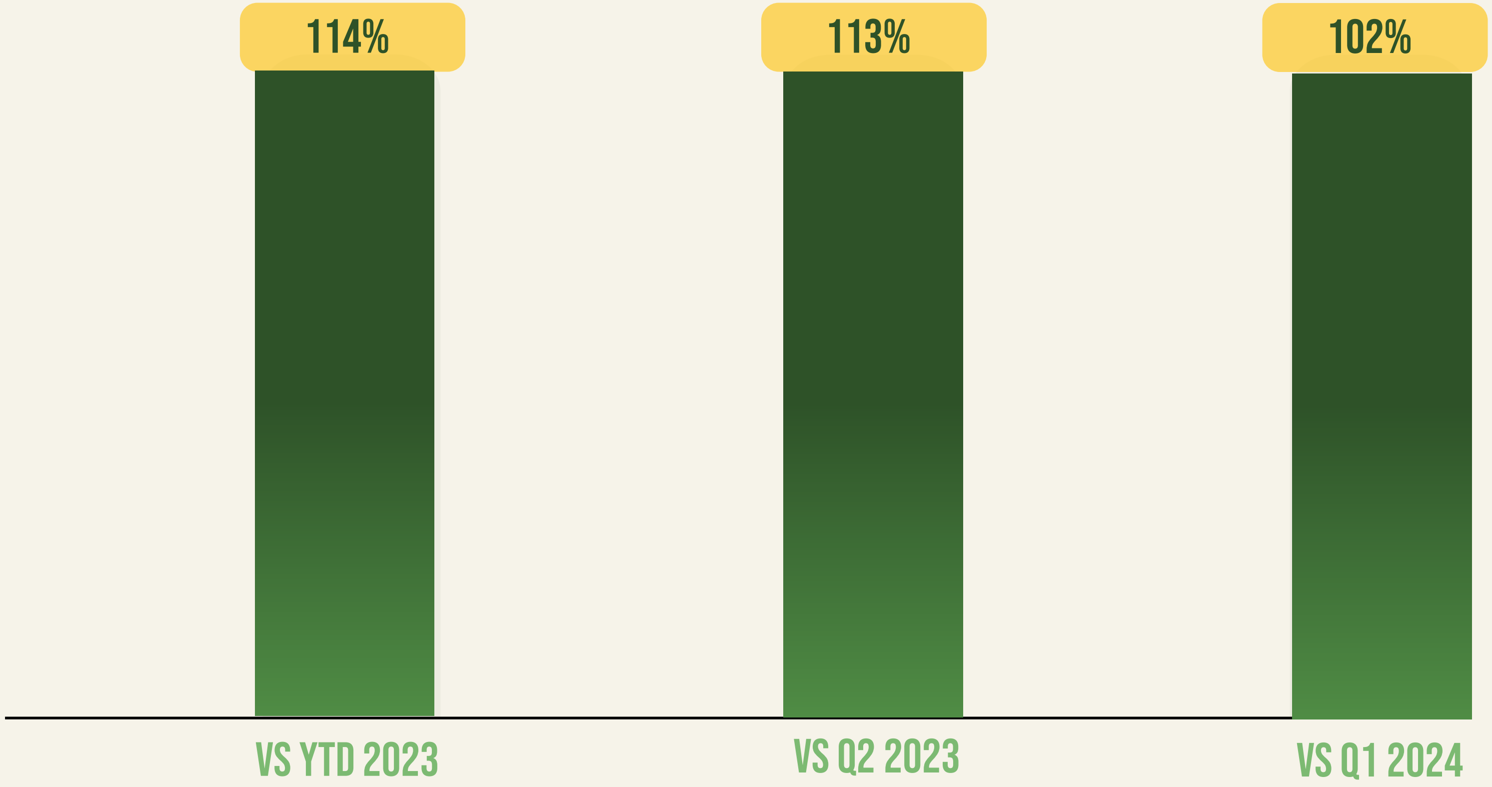




Operational Updates

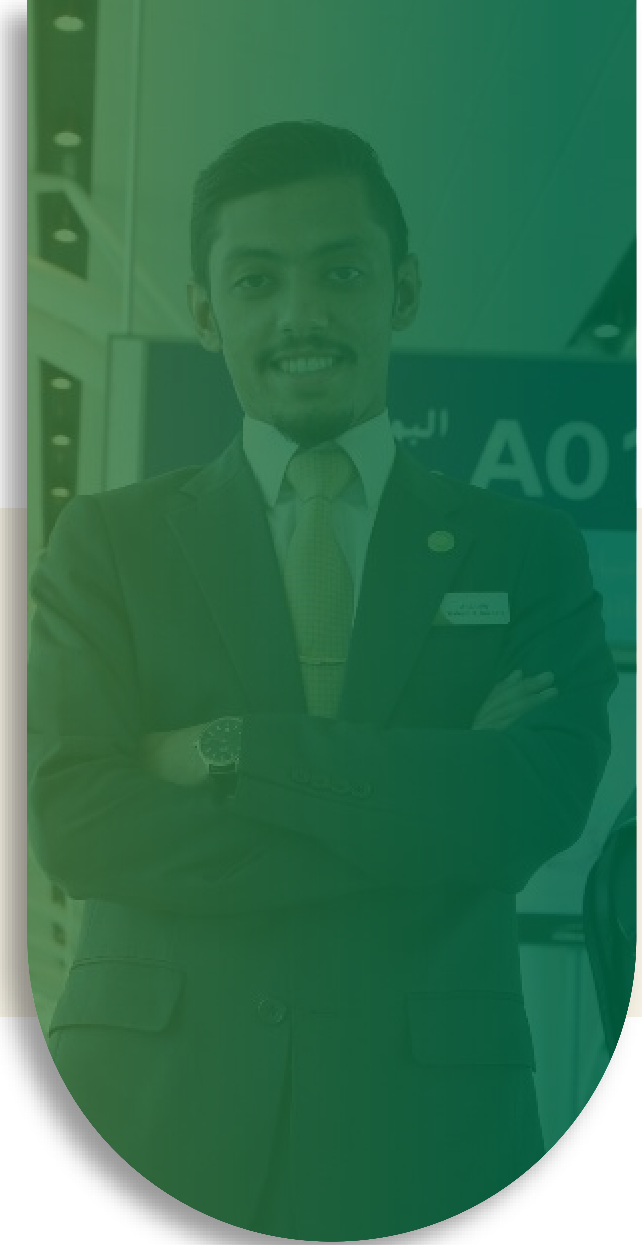
June 2024 Overall Flights

Flight Level Analysis



Dom	117%	116%	101%
Int’l	111%	110%	104%

SGS



YTD June 2024 and Q2 2024 Financial Performance

YTD June 2024 – Performance at Glance

Revenue	Gross Margin	EBITDA	Days Sales Outstanding	Current Ratio
SR 1,340 M	20%	18.9%	205 DAYS	2.40
YOY: ↑ 13%	YOY: ↑ 16%	YOY: ↑ 14%	YOY: ↓ 13%	LY: 2.21

Liquidity/Current Liabilities	Liquidity (Cash & Investments at FVTPL)	Debt	Gearing Ratio (Total Debt/ tangible net-worth)	Market Cap
0.79	SR 891M	0 M	1.02	SR 9.8 B (SP 52.2)
LY: 0.59	YOY: ↑ 27%	YOY: ↓ 100%	LY: 1.20	YOY: ↑ 52%

YTD June 2024 – Income statement (In “SAR M”)

Income Statement	YTD June 2024	YTD June 2023	Variance SAR M	Variance %
Revenue	**1,339.70**	**1,190.30**	**149.40**	**13%**
Costs of Revenue				
Personnel Cost	-642.1	-593.4	48.7	8%
Taskforce Cost	-164.6	-148.6	16	11%
Material Consumption	-25.7	-18.2	7.5	41%
Maintenance Cost	-63.4	-62.7	0.7	1%
Depreciation & Amortization	-73.8	-67.5	6.3	9%
Other Operating cost	-104.8	-97.2	7.6	8%
Gross Profit	**265.30**	**202.70**	**62.60**	**31%**
Other Income	32.2	15	17.2	115%
General & Administration cost	-117.2	-116.2	1	1%
Impairment loss	-31.6	-6.6	25	379%
Operating Profit	**148.70**	**94.90**	**53.80**	**57%**
Income from Equity investment	13.4	13.9	-0.5	-4%
Finance cost	-6.8	-18.9	-12.1	-64%
Finance income	22.6	27	-4.4	-16%
Income Before Zakat	**177.90**	**116.90**	**61.00**	**52%**
Zakat	-28.3	-27	1.3	5%
Net Income after Zakat	**149.60**	**89.9**	**59.7**	**66%**

Operating Profit	148.7	94.9
Depreciation and Amortization	91.8	89.4
Income from Equity investment	13.4	13.9
EBITDA	**253.90**	**198.2**

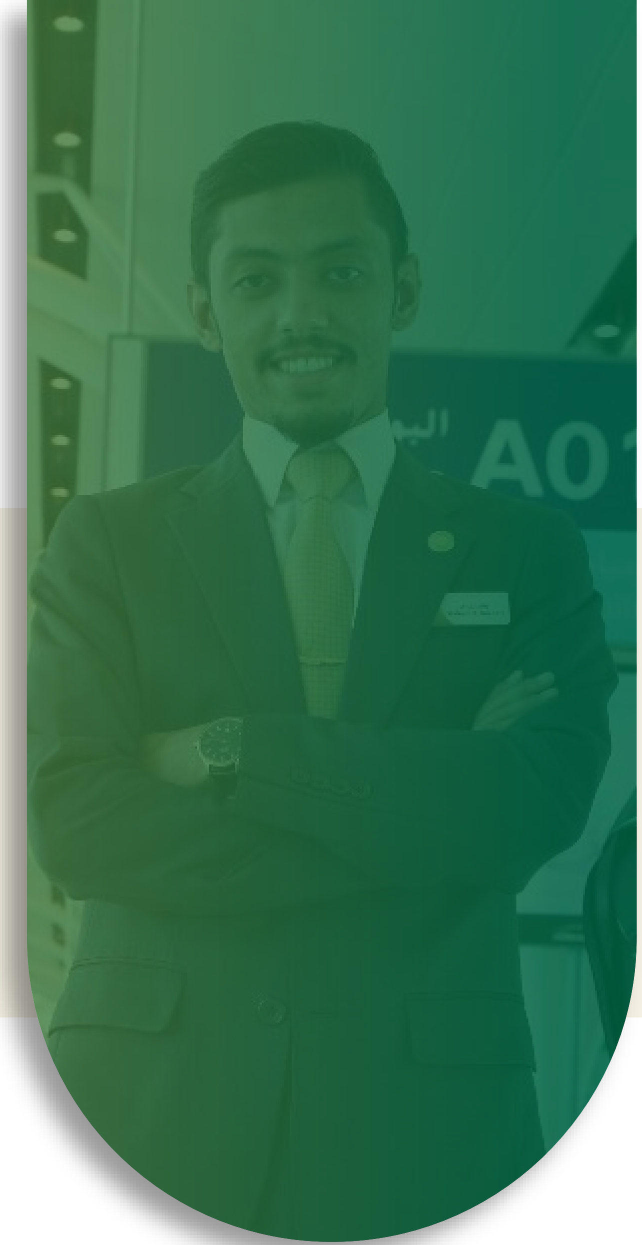
Ratio	YTD June 2024	YTD June 2023
Gross margin ratio	20%	17%
EBITDA Ratio	19%	17%
Net Profit Ratio	11%	8%
Operating cost as % of revenue	89%	92%
G&A as a % of revenue	9%	10%

Q2 2024 vs. Q1 2024 – Income statement (In "SAR M")

Income Statement	Q2 2024	Q1 2024	Variance SAR M	Variance %
Revenue	**686.50**	**653.20**	**33.30**	**5%**
Costs of Revenue				
Personnel Cost	-322.3	-319.8	2.5	1%
Taskforce Cost	-81.2	-83.4	-2.2	-3%
Material Consumption	-15.8	-9.9	-5.9	-60%
Maintenance Cost	-25.7	-37.7	12	32%
Depreciation & Amortization	-35.6	-38.1	2.5	7%
Other Operating cost	-62	-42.9	-19.1	-45%
Gross Profit	**143.90**	**121.40**	**22.50**	**19%**
Other Income	12.1	20.1	-8	121%
General & Administration cost	-63.8	-54.1	-9.7	-18%
Impairment loss	-19.4	-12.2	-7.2	-59%
Operating Profit	**72.80**	**75.20**	**-2.40**	**-3%**
Income from Equity investment	7.7	5.6	2.1	-4%
Finance cost	-2.1	-4.4	-2.3	-52%
Finance income	11.3	11.3	0	0%
Income Before Zakat	**89.70**	**88.20**	**1.50**	**2%**
Zakat	-11.3	-17	-5.7	-34%
Net Income after Zakat	**78.43**	**71.20**	**7.2**	**10%**

	Q2 2024	Q1 2024
Operating Profit	72.8	75.2
Depreciation and Amortization	45.1	44.8
Income from Equity investment	7.7	5.6
EBITDA	**125.60**	**125.6**

Ratio	Q2 2024	Q1 2024
Gross margin ratio	21%	17%
EBITDA Ratio	18%	19%
Net Profit Ratio	11%	11%
Operating cost as % of revenue	89%	88%
G&A as a % of revenue	9%	7%



Balance Sheet and Cashflow Analysis

June 2024 – Statement of Financial Position

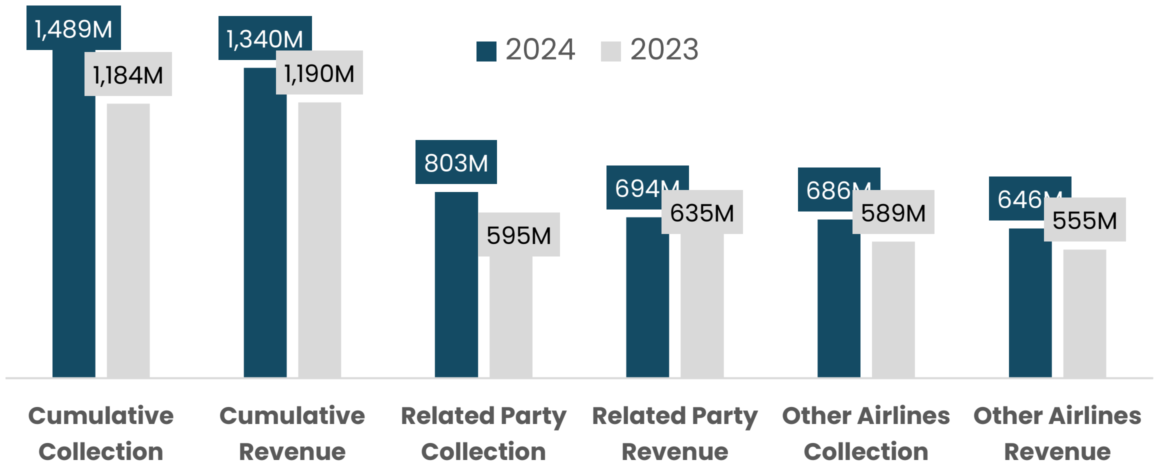
	Note	Jun 2024 (SAR "000")	Dec 2023 (SAR "000")	Variance	%
ASSETS					
Property and Equipment		481,095	486,568	(5,473)	-1%
Right of Use Assets	1	148,421	224,553	(76,132)	-34%
Goodwill and Intangible Assets		735,133	746,780	(11,647)	-2%
Investment in Joint ventures		109,064	95,705	13,359	14%
Other non-current assets	2	92,589	42,124	50,465	120%
Total Non-current Assets		**1,566,302**	**1,595,730**	**(29,428)**	**-2%**
Inventories		5,638	4,870	768	16%
Trade Receivables	3	1,187,787	1,248,376	(60,589)	-5%
Prepayments and other assets	4	610,178	678,960	(68,782)	-10%
Investments at FVTPL	5	375,526	124,439	251,087	202%
Short term bank deposits	5	409,000	500,000	(91,000)	-18%
Cash and cash equivalents	5	106,516	79,090	27,426	35%
Total Currents Assets		**2,694,645**	**2,635,735**	**58,910**	**2%**
Total Assets		**4,260,947**	**4,231,465**	**29,482**	**1%**
EQUITY & LIABILITIES					
Equity		2,481,088	2,331,492	149,596	6%
Non- Current Liabilities	6	657,416	709,522	(52,106)	-7%
Current Liabilities	7	1,122,443	1,190,451	(68,008)	-6%
Total Equity and Liabilities		**4,260,947**	**4,231,465**	**29,482**	**1%**

Jun 2024 - Cash & Cash Equivalent

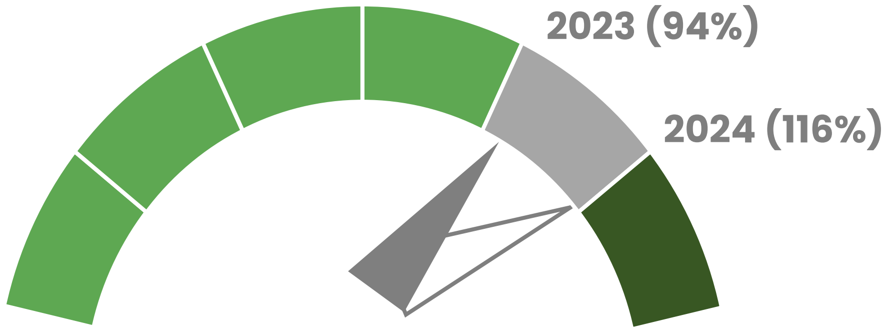
Cashflow analysis	2024 (SAR "000")	2023 (SAR "000")
Opening cash and cash equivalent	79,090	864,417
Cashflows from operating activities	361,809	211,054
Cashflows from investing activities	(196,065)	(831,388)
Cashflows from financing activities	(137,865)	(175,208)
Closing cash and cash equivalent	**106,516**	**68,875**

June 2024 – Revenue & Collection

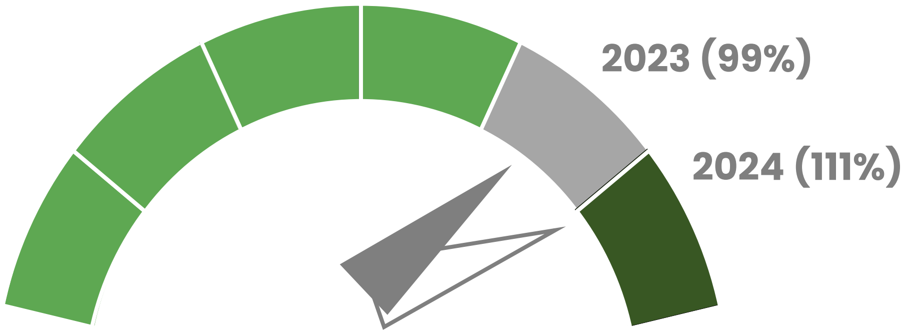
Collection vs Revenue



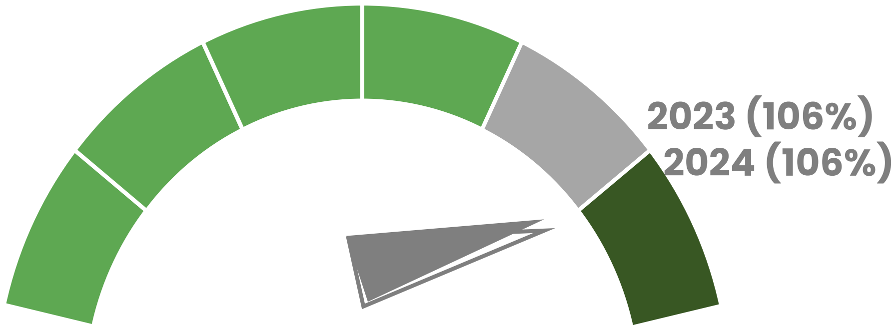
Related Party Collection as % of revenue



Consolidated Collection as % of Revenue



Other Airlines Collection as a % of revenue

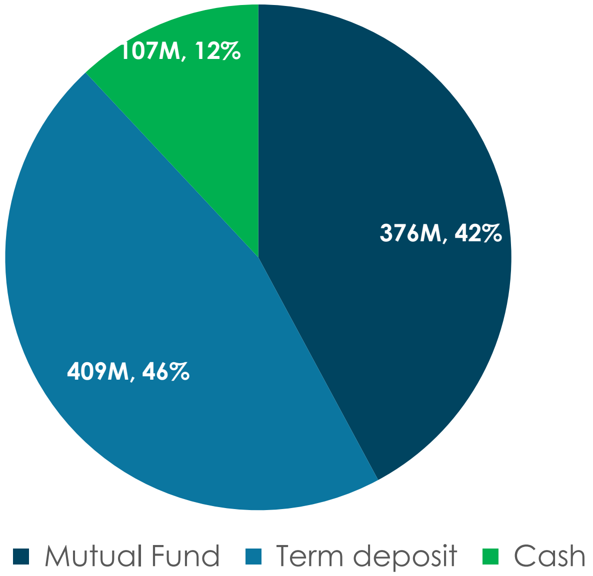


June 2024 – Liquidity & Investments

2024

Total Investments & Liquidity:

SAR 891M



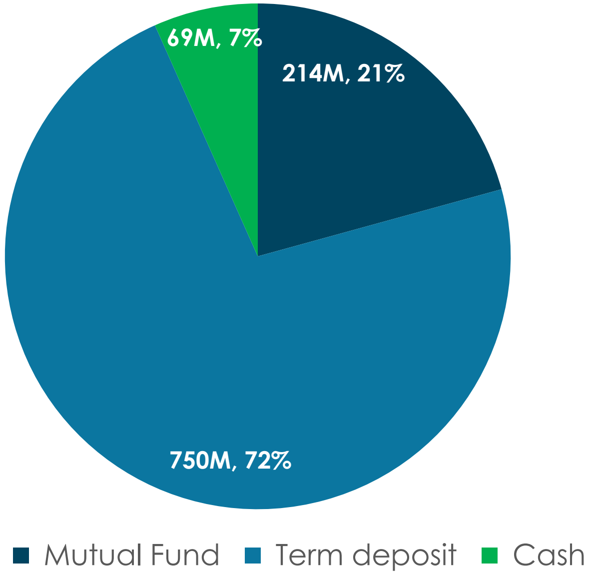
2023

Total Investments & Liquidity:

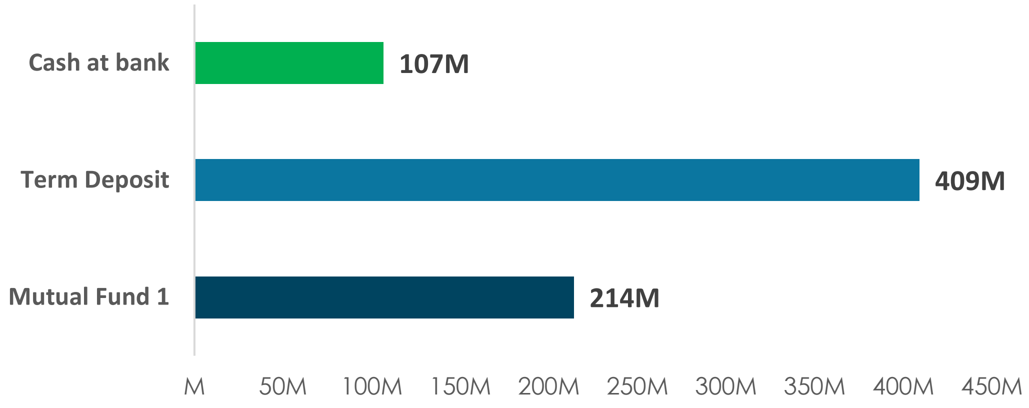
SAR 1,033M

Without loan:

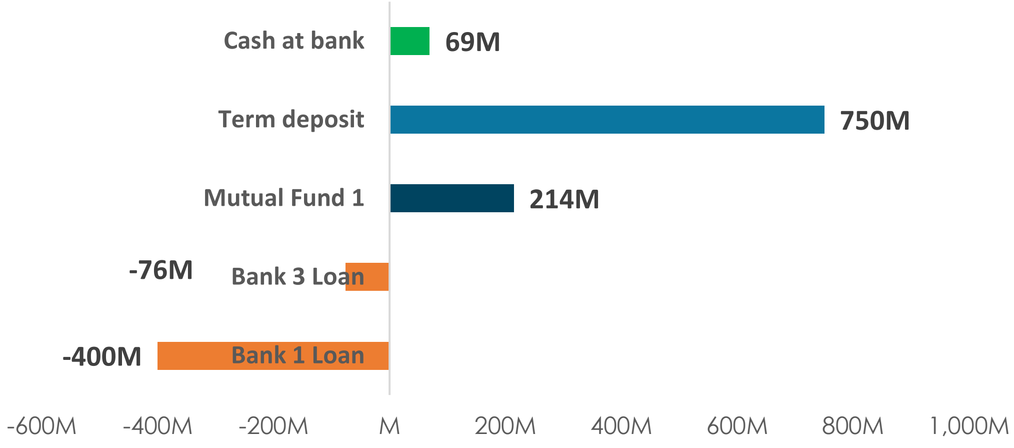
SAR 557M



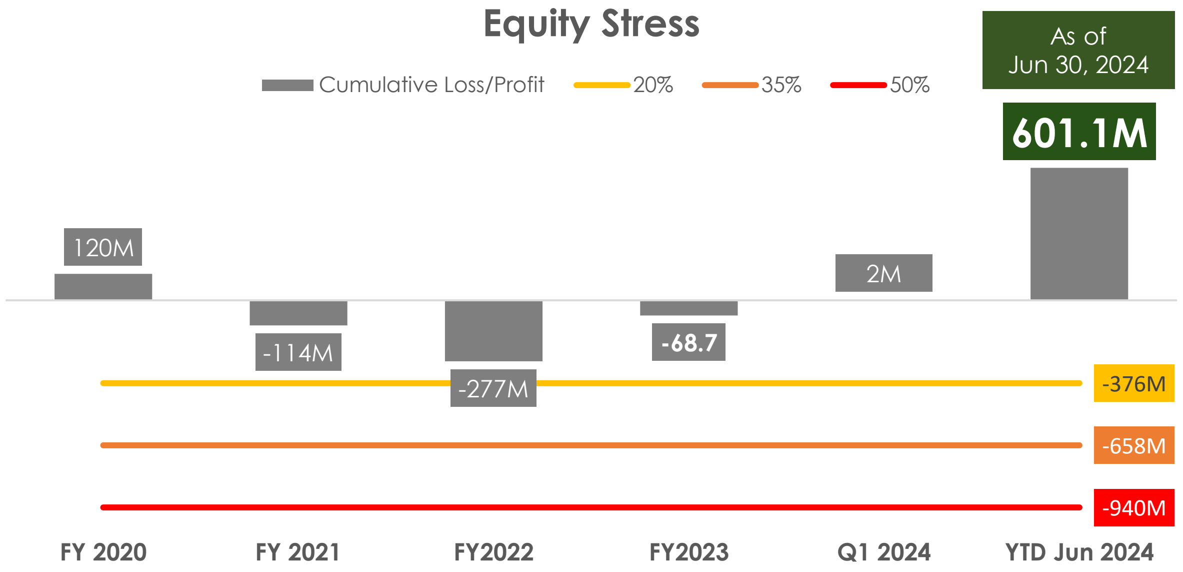
2024 Concentration of Investments

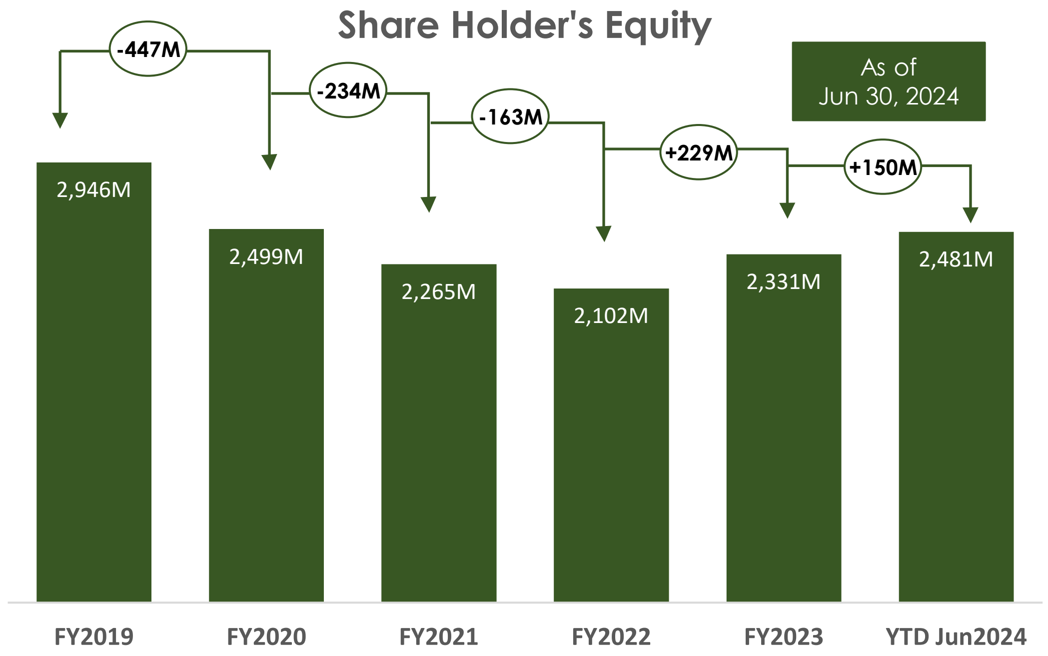


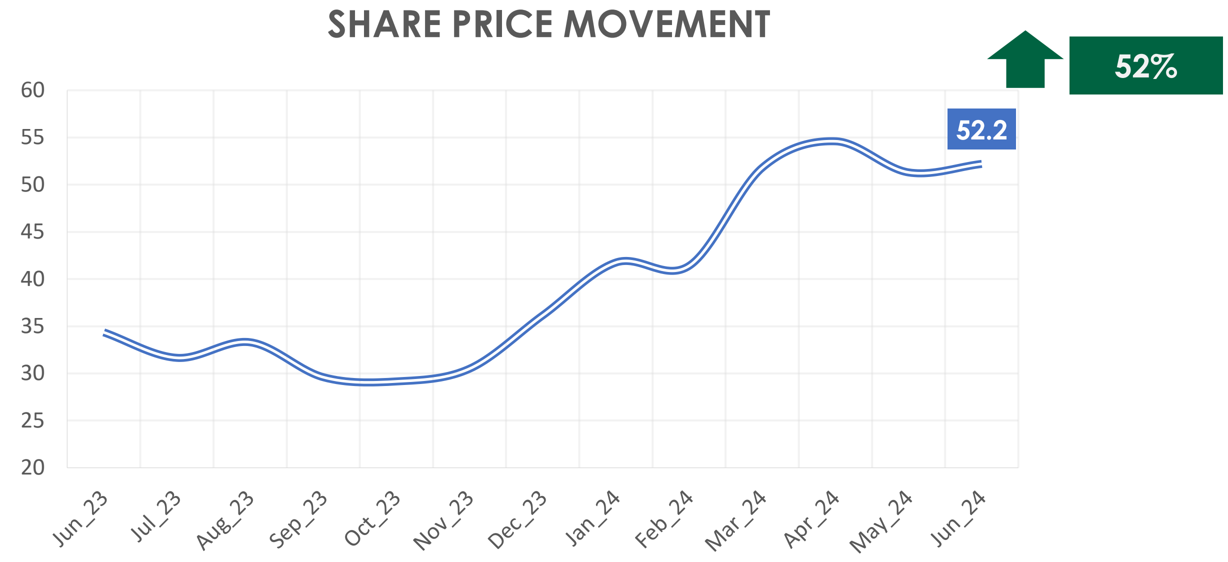
2023 Concentration of Investments



YTD June 2024 - Equity Stress & Share Price



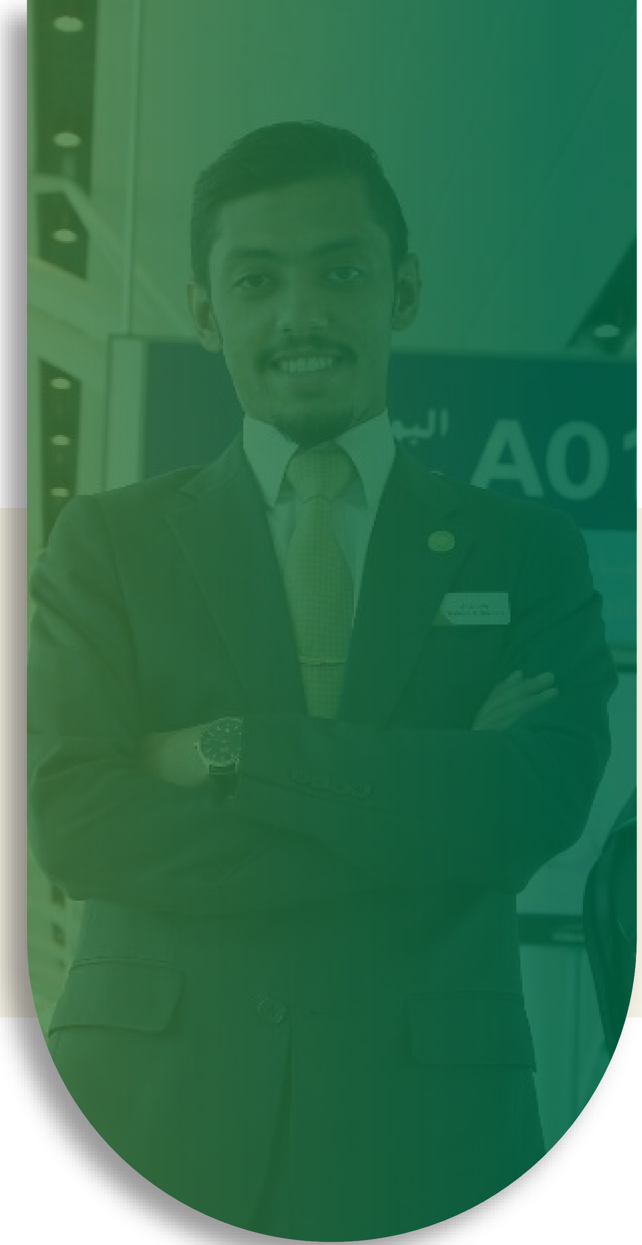




Ground Service Company for Travel and Tourism Services | New Subsidiary

One-stop shop for Foreign Airlines

Questions?



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