Q12O24 Earnings Presentation

14th May 2024



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Contents

- O1 Key Messages
- O2 Resilient Growth Equity Story
- O3 Five Vertically Integrated Clusters
- 04 Market Update
- O5 Projects and Transactions Update
- O6 Operational and Financial Performance
- 07 Outlook / Guidance
- 08 Appendices





1. Key Messages

Accelerating momentum, strategic acquisitions fueling growth

Strong EBITDA Growth, Supported by Continued Triple-Digit Revenue Performance

Recently completed M&A transactions yet to be fully reflected in EBITDA performance

Top-down story remains supportive, strong alignment with Abu Dhabi's economic growth and diversification strategy	O12024: Revenue base more than doubling and EBITDA at a new high • Revenue: +114% YoY to AED 3.89bn (+22% YoY LFL) • EBITDA: +49 YoY to AED 1.04bn (+20% YoY LFL) • Total Net Profit: +10% YoY to AED 400m	Highly visible revenue streams despite internationalization with 44% of Q12024 top line being LT/sticky
O12O24 CapEx in line with guidance • AED1.27bn for the quarter • 5Y CapEx plan (2024-28) of AED12-15bn depending on market opportunities • Front loaded capex and primarily project/contract-based	 Improvement in leverage on the back of strong EBITDA growth Net Debt/EBITDA of 3.4x as of Q12024 Well-managed debt schedule, with no upcoming maturity in FY24 Balance sheet still supports IG credit ratings 	 Strong tailwinds as Red Sea situation likely to persist for the major part of 2024 Positive impact on both volumes and freight rates Main beneficiaries are Transmar, Safeen Feeders and GFS 29% of container shipping volumes were conducted in the Red Sea in Q12024



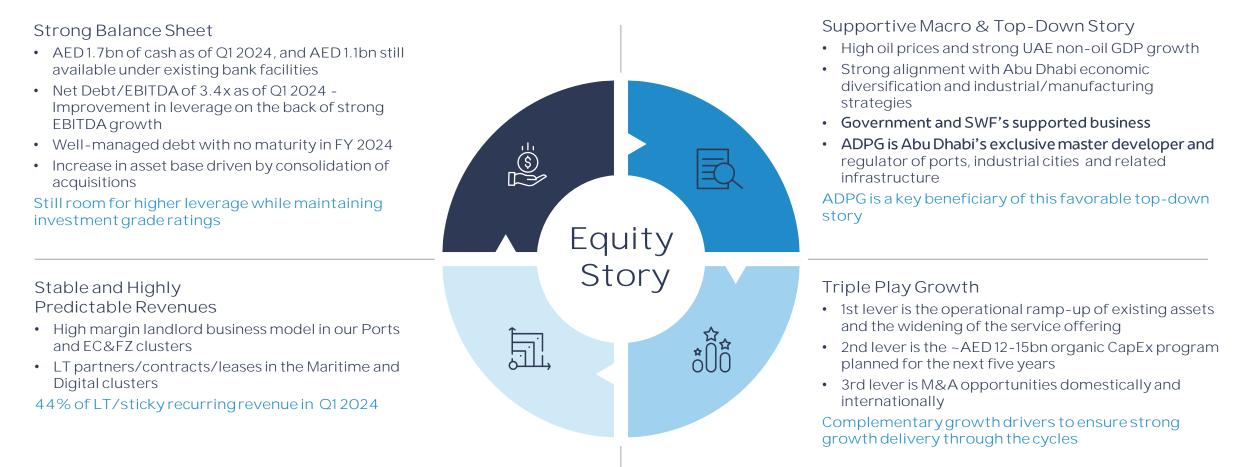
2. Resilient Growth Equity Story

Resilient business model built on a foundation of LT secured cash flows with triple play growth drivers





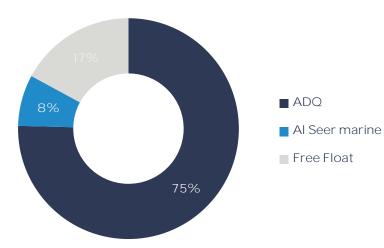
Strong organic growth coupled with incremental contribution from M&A activity



Example: Institutionalizing and Diversifying the Shareholder Base

Raised AED 4. Obn of primary proceeds through a direct listing on ADX on 8th Feb 2022

Increased foreign ownership and institutional participation on the back of intense investor education and engagement





Strong Delivery and Investor Engagement Translating Into Strong and Resilient Stock Performance

ADPG Performance vs other MENA IPO' Since Q4 2021**



**IPOs with >USD 100m proceeds since Q4 2021. Stock price close as of 31st March 2024

*Since ADPG's listing on 8th Feb 2022 up until 31st March 2024



3. Five Vertically Integrated Clusters

Building an ecosystem with cross selling opportunities and synergies

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Five Vertically Integrated Clusters

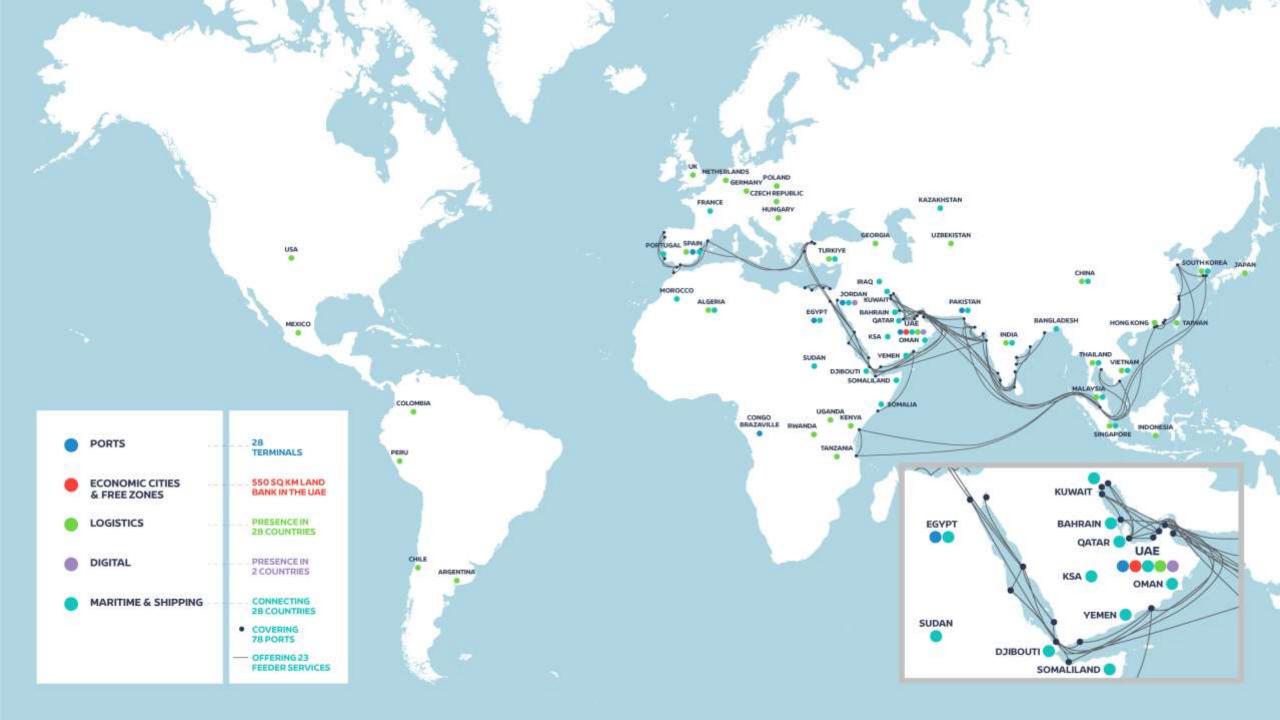
	ECONOMIC CITIES	A MARITIME & SHIPPING	LOGISTICS	DIGITAL
28 terminals (25 operational) UAE - 7 Egypt - 2 Jordan - 1 Congo Brazzaville -1 Pakistan - 2 Spain - 15	Industrial, economic, and free zones with a total land bank of 550 km ² and multimodal connectivity in Abu Dhabi	Marine, offshore, shipping (bulk, transshipment & container feeder services), regulation of Abu Dhabi's waterways and marine ecosystem, commercial representation, port agency, ship and specialized services	Holistic, fully-integrated, and technologically innovative logistics solutions, including contract logistics, freight forwarding, and transportation. Global logistics platform in 33 countries	Advanced, smart, and innovative solutions for all maritime, trade and logistics stakeholders in Abu Dhabi and Jordan
Q12024 Revenue	Q12024 Revenue	Q12024 Revenue	Q12024 Revenue	Q12024 Revenue
14%	11%	44%	27%	4%
Q12024 EBITDA	Q12024 EBITDA	Q12024 EBITDA	Q12024 EBITDA	Q12024 EBITDA
21%	26%	37%	8%	8%

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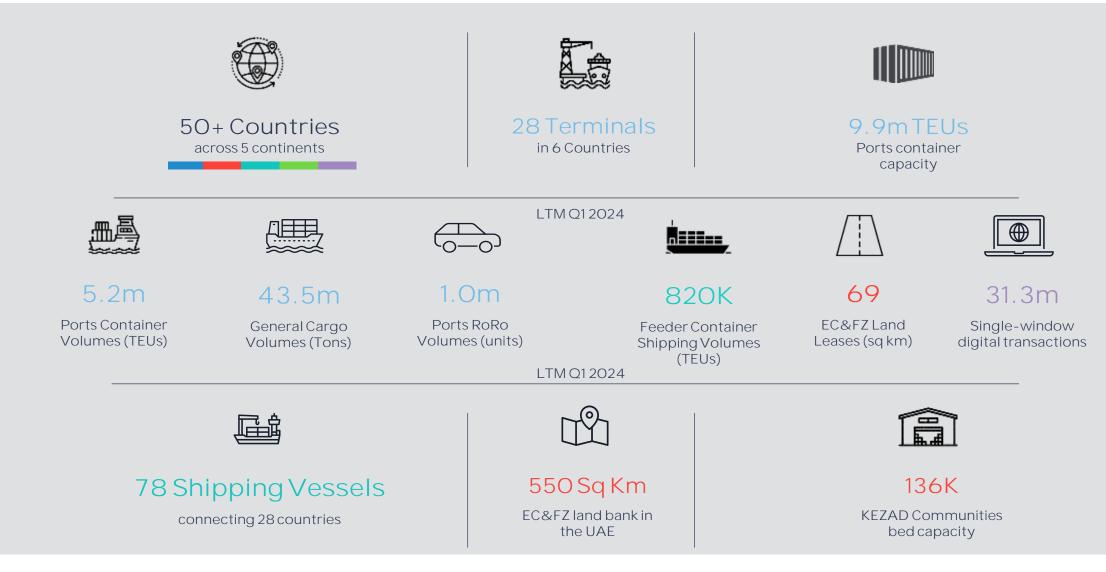
Five Vertically Integrated Clusters

	ECONOMIC CITIES	ARITIME & SHIPPING	LOGISTICS	DIGITAL
28 terminals (25 operational) UAE - 7 Egypt - 2 Jordan - 1 Congo Brazzaville -1 Pakistan - 2 Spain - 15	Industrial, economic, and free zones with a total land bank of 550 km ² and multimodal connectivity in Abu Dhabi	Marine, offshore, shipping (bulk, transshipment & container feeder services), regulation of Abu Dhabi's waterways and marine ecosystem, commercial representation, port agency, ship and specialized services	Holistic, fully-integrated, and technologically innovative logistics solutions, including contract logistics, freight forwarding, and transportation. Global logistics platform in 33 countries	Advanced, smart, and innovative solutions for all maritime, trade and logistics stakeholders in Abu Dhabi and Jordan
Q12024 Total Assets*	Q12024 Total Assets*	Q12024 Total Assets*	Q12024 Total Assets*	Q12024 Total Assets*
35%	22%	31%	10%	3%
Q12024 Capex**	Q12024 Capex**	Q12024 Capex**	Q12024 Capex**	Q12024 Capex**
40%	32%	18%	0%	8%











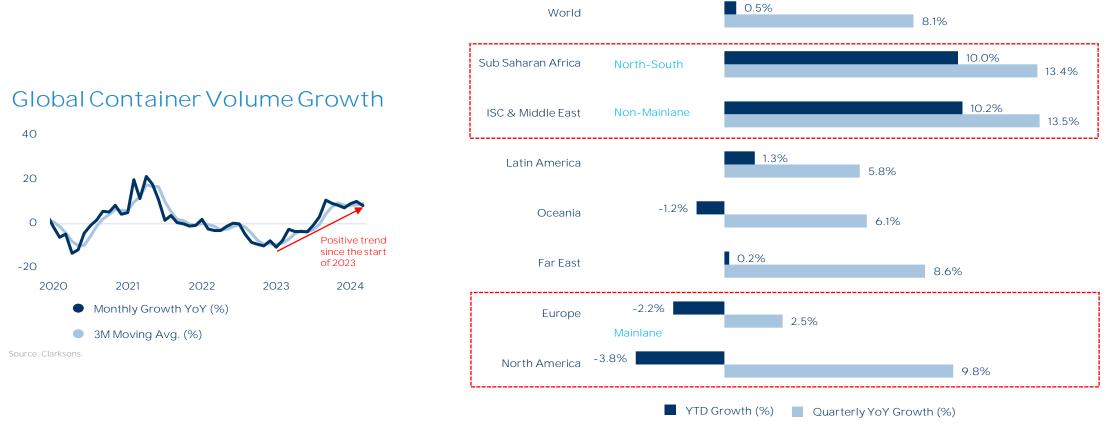
4. Market Update

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Capitalizing on tailwinds from geopolitical tensions in the Middle East and the resulting Red Sea disruptions

Container Market Volumes: ADPG Geographies Still Outperforming

Regional Trade Lane Container Volume Growth (Dec-23)



Source: Container Trades Statistics (CTS



🔆 Container Market Rates: Soaring Rates due to Red Sea Situation

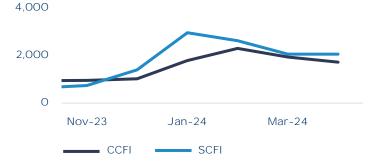


Container Freight Rate Index - CFRI

China - Gulf/Red Sea CCFI



China - Europe



CCFI - China Container Freight Index, SCFI - Shanghai Container Freight Index Source: Clarksons



Bulk Market Volumes & Rates: Consolidating Volumes in a Strong Rate Environment

Global Dry Bulk Volume Growth 20



Dry Bulk Freight Index



Global Liquid Bulk Volume Growth



Liquid Bulk Freight Index





- Global Seaborne Car Trade Glutted by Chinese EVs Grain Trade Impacted by Vessel Rerouting Along the Cape



Global Seaborne Car Trade

Global Grain Trade





5. Projects and Transactions Update

Building supply chain density and resilience along key trade routes for the UAE



Bolt-On Acquisitions in Line with Strategy to Densify Service Offerings and Expand Geographical Reach

Working on extracting synergies from strategic acquisitions Noatum and GFS

Q2 2023

TTEK

A developer of border control solutions and customs systems

Pointe Noire Port (Congo Brazaville) 30-Year Concession

MultipurposeTerminal

Karachi Port (Pakistan) 50-Year Container Concession Container Terminal, KGTL

Sesé Auto Logistics

Q32023

Acquisition of 100% of Sesé Auto Logistics, a company specialized in road and rail transport logistics of light and heavy vehicles. Completed in January 2024, consolidation from 1st Feb-24

BCDS

Divestment of a 27.9% stake in Barcelona Container Depot Service Group (BCDS), a company specialised in storage, maintenance, repair, and cleaning services of dry and reefer containers as well as ISO tanks

10 Offshore Vessels

042023

Acquisition of 10 offshore vessels from E-NAV that will bolster operations in the Middle East and Southeast Asia regions

APM Terminals Castellón

Q12024

Acquisition of 100% of APM Terminals via Noatum

3 Egypt 15-Year Cruise Concessions

3 cruise terminals at Safaga, Hurghada, and Sharm El Sheikh ports, expected to be finalized by Q4 2024

Karachi Port (Pakistan) 25-Year Bulk & GC Concession

Bulk and General Cargo Terminal, Karachi Gateway Terminal Multipurpose Limited (KGTML)

Dubai Technologies

Acquisition of 60% stake in Dubai Technologies, a trade and **transportation solutions'** developer based in Dubai.

Tbilisi Dry Port

Acquisition of 60% ownership in Tbilisi Dry Port, expected to be operational by Q4 2024

Luanda Port (Angola)

Q22024

20-Year Concession

81% ownership to operate and upgrade the existing Luanda multipurpose port terminal in Angola. Redevelopment expected to be completed in Q3 2026



GFS, Sesé Auto Logistics, KGTML, and Dubai Technologies Newly Consolidated in Q12024

AED 1.67bn or 43% revenue contribution and AED 200m or 19% EBITDA contribution from M&A in Q12024

	TTEK	KGTL	Noatum	GFS	SeSe Logistics	KGTML	Dubai Technologies
Ownership	100%	60%	100%	51%	100%	60%	60%
Purchase Consideration	USD 17.9m (AED 66m)	USD 81m (AED 296m) for existing assets and upfront fees	EUR 660m (AED 2.65bn)	USD 510m (AED 1.9 bn)	EUR 81m (AED 326m)	USD 75m (AED 275m)	USD 7.7m (AED 28m)
Consolidation Date	22 nd May 2023	22 nd Jun 2023	30 th Jun 2023	1 st Feb 2024	1 st Feb 2024	1 st Feb 2024	1 st March 2024
Rationale	Strengthening ADPG's vision to be a comprehensive Single Window solution provider	Strong political, economic, and trade ties between the UAE and Pakistan, which is also a gateway for landlocked Asia	Densifying supply chain solutions by globalizing the logistics business	Broadens ADPG's global feeder and short -sea shipping footprint	Provide a full end-to-end logistics solution	To expand into bulk and general cargo operations	Boosting ADPG's position as an integrated digital trade solutions provider
Q12O24 Rev Effect	AED 8m	AED 38m	AED 1,115m	AED 428m	AED 52m	AED 29m	AED 4m
Q12O24 EBITDA Effect	AED 4m	AED 18m	AED 45m	AED 118m	AED 8m	AED 8m	AED (1)m

EC&FZ Leases: Strengthening the Metals and Automotive Ecosystems

Strong alignment with the national vision to strengthen the metals and automotive value chain

Titan Lithium (Feb-24): Battery Grade Lithium Processing Plant for EVs

- 50-year land lease spanning across 290K sqm to produce battery-grade lithium carbonate and lithium hydroxide for battery makers and electric vehicle OEMs
- Total investment of AED 5bn by Titan Lithium positioning the UAE, and specifically Abu Dhabi, as a pivotal hub in the lithium processing domain

Green Metal Industries (March-24): Steel Recycling and Production

- 50-year land lease spanning across 116K sqm for manufacturing high-quality materials such as Austenitic, Ferritic, Duplex, Martensitic grades of Stainless steel, as well as low and high alloy steel grades
- Total investment of AED 367m

Automotive Precision Technology - APT (Feb-24): Aluminum Components

- 30K sqm advanced manufacturing facility for APT
- The APT project has received strong support from Federal and local government entities as part of the "Make it in the Emirates" national initiative









6. Operational and Financial Performance

Positive impact from recent acquisitions -Noatum and GFS, further supported by bolton acquisitions and new port concessions

Q12024 Financial Performance at a Glance

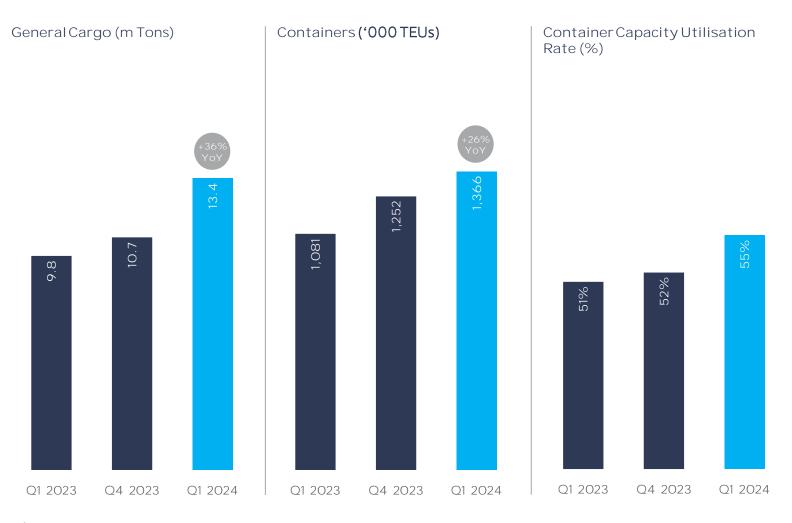
Strong start into 2024, Noatum and GFS adding to the organic growth momentum







Inorganic growth for general cargo volumes and container throughput



Q12024 Operational Highlights

General Cargo Volumes: +36% YoY,-2% YoY LFL

- UAE volumes resilient, growth driven by International volumes supported by Noatum and Karachi Multipurpose Terminal
- Karachi / Noatum accounted for 14% & 13% of total cargo volumes, respectively
- Steel, bulk and layby cargo adding to the majority of General Cargo volume growth

Container Volumes: +26% YoY, +14% YoY LFL

- Growth in container volumes driven by strong 62% utilization at KP, TCI-Egypt volume growth, and acquisitions of KGTL, Pakistan and Castellon Terminal, Spain
- 54% transshipment volumes, 46% O&D volumes (vs. 65/35 in Q1 2023)

RO-RO Volumes: +430% YoY, Flat YoY LFL

• Driven by Noatum acquisition

Cruise Passengers: -8% YoY

Adversely impacted from Red Sea disruptions
 on Aqaba Terminal



EC&FZ Cluster Operational KPIs

Strong start of the year for core land leases, robust growth for warehouse leases

Land Lease Net Additions (km²) Warehouse Leases (m²) Warehouse Utilisation Rate (%) 87% 508 71% 416 0.9 6 Ö Q1 2023 Q4 2023 Q1 2024 Q1 2023 04 2023 01 2024 01 2023 Q4 2023 01 2024

Q12024 Operational Highlights

Land Leases (Net): +1.4 km² for the Quarter

- New land leases supported by the strong macro environment and the alignment with Abu Dhabi economic diversification and industrial strategies
- Fast-growing industries include metals, automotive, food processing and distribution, Agri-tech, (green) technology, pharmaceutical, retail/e-commerce, polymers, and building materials
- Annual guidance remains to sign 3.5-4.0 km² of new land leases (net) going forward

Warehouse Leases: +24% YoY

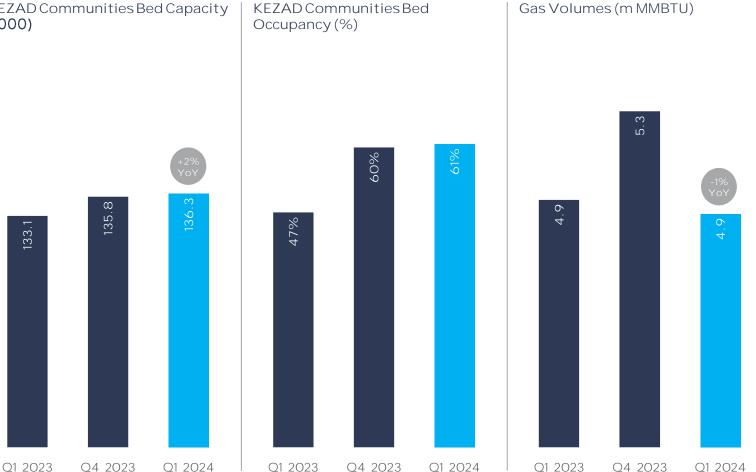
- Continued improved utilization YoY and QoQ on the back of unabated demand for warehouses and industrial space
- 250K m² of additional warehouses capacity (+43% to existing capacity) announced, to be ready by end of 2025



EC&FZ Cluster Operational KPIs (Cont'd)

Higher bed occupancy at KEZAD communities, steady demand for Gas

KEZAD Communities Bed Capacity ('000)



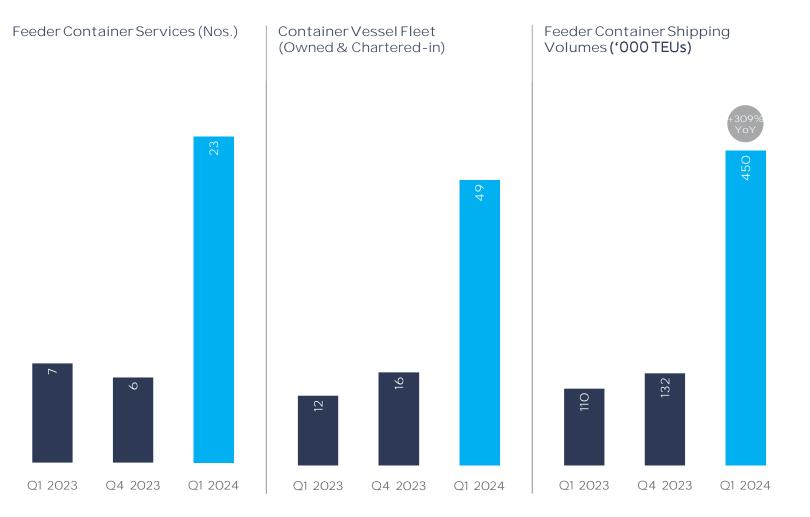
 Improved occupancy on higher capacity with the addition of 58K beds coming with the merger of AI Eskan AI Jamae at the beginning of 2023

 Steady demand for gas volumes supported by increase in industrial customer base



Maritime & Shipping Cluster Operational KPIs

GFS consolidation takes the feeder container business to another level



212024 Operational Highlights

Feeder Container Services: 23

- Key Geographies: Gulf, Red Sea, Indian Subcontinent (ISC), Far East, Europe and Africa
- Connecting to 78 ports across 28 countries
- Higher exposure to the Gulf and Red Sea (65% of volumes)
- Rationalization of network focusing on yield and utilization going forward

Feeder Container Vessel Fleet : 49

- Container vessel fleet capacity of 139K TEUs
- Owned vessels in majority

Feedering Container Volumes: +309% YoY

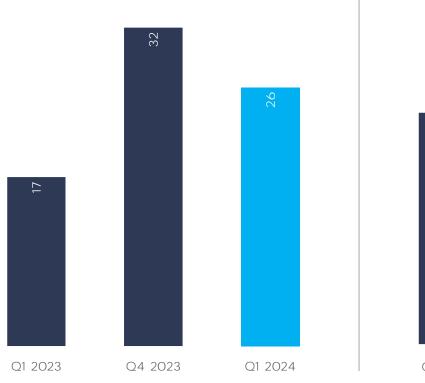
- Loaded one TEU every 14 seconds in Q1 2024
- Positive impact from GFS volumes
- 29% of feeder volumes coming from 7 services in the Red Sea
- Feeder business capitalizing on Red Sea disruptions

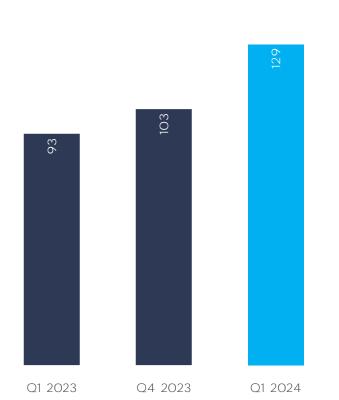


Maritime & Shipping Cluster Operational KPIs (Cont'd)

Diversifying vessel fleet into dry & liquid bulk, Ro-Ro, and offshore & subsea

Dry & Liquid Bulk, Ro-Ro, and Multipurpose Vessel Fleet (Owned & Chartered-in) Offshore & Subsea Fleet (Owned & Chartered-in)



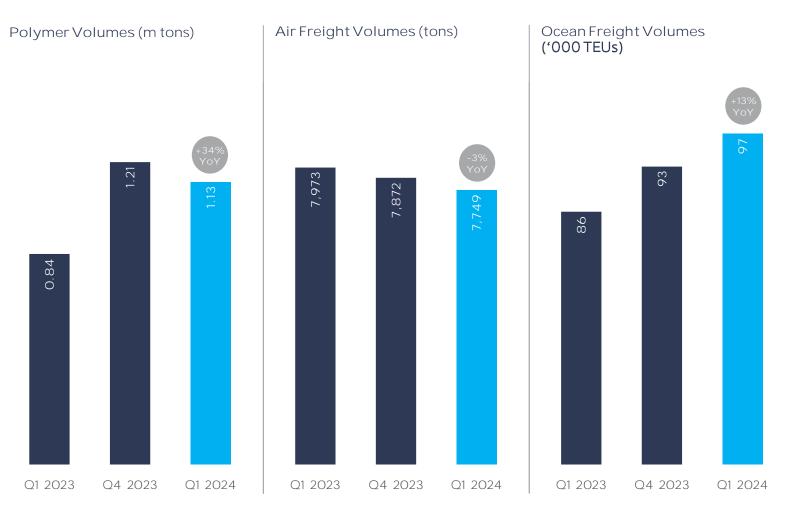


Balanced Synergistic Portfolio of Maritime Businesses

- Building a synergistic portfolio of assets with different market cycles to limit business performance volatility
- With Noatum Maritime, service offering has further widened with commercial representation services, ship and specialized services, and other outsourcing **services, complementing ADPG's existing** services
- Total vessel fleet reached 263 in Q1 2024, up from 184 in Q1 2023, adding capacity across all business segments - Marine Services, Container, Bulk, Ro-Ro and Offshore & Subsea

Logistics & Digital Clusters Operational KPIs

Challenging market conditions in Logistics



212024 Operational Highlights

Polymer Volumes+34% YoY

• Higher polymer volumes handled for Borouge

Air Freight Volumes: -3% YoY

Volume impact driven by price negotiations
 with certain customers

Ocean Freight Volumes +13%YoY

 Backed by new customer acquisitions and organic growth especially in Turkey. Capacity availability is improving leading to higher volumes

Warehouse Capacity of 305K m2

• 70% utilizations as of Q1 2024

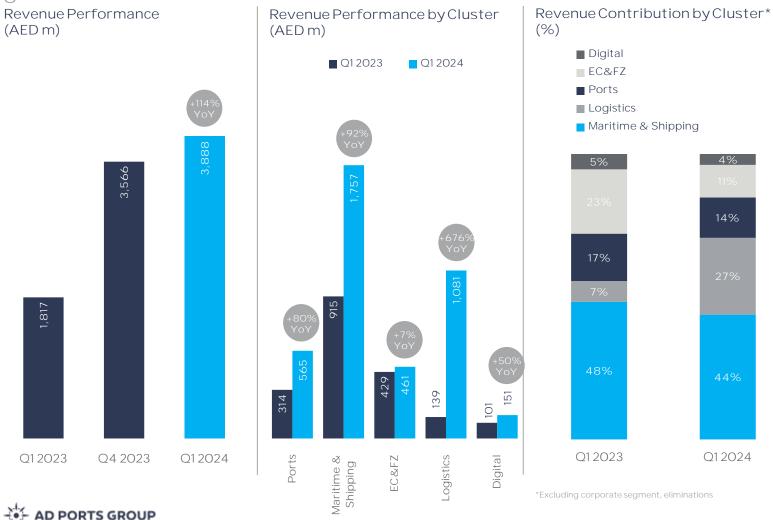
Digital Cluster: 42.7K FLS Transactions

• Foreign Labour Services (FLS) transactions, external projects, and the start of security services (through Nishan Security Services) supported the operational performance





Ports, Maritime & Shipping, Logistics, and Digital driving top line growth



Q12O24 Financial Highlights

Maritime & Shipping Cluster: +92% YoY to AED 1,757m, +27% YoY LFL

• Driven by Marine Services, Shipping and Offshore & Subsea business segments, and the consolidation of Noatum Maritime and GFS

EC&FZ Cluster: +7% YoY to AED 461m

Driven by KEZAD Communities and warehouse lease revenues

Ports Cluster: +80% YoY to AED 565m, +17% YoY LFL

• Strong performance in general cargo, port leases, and Ro-Ro businesses backed by consolidation of KGTML and Noatum Terminals

Logistics Cluster: +676% YoY to AED 1,081m, +49% YoY LFL

• Consolidation of Noatum and Sese Logistics, improved volumes from Borouge and commencement of Uzbekistan operations were behind the strong performance

Digital Cluster: +50% YoY to AED 151m, +38% YoY LFL

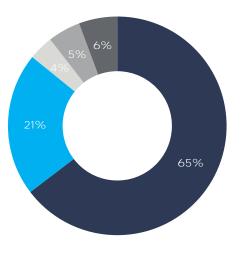
 Organic growth supported by FLS volumes, security services and external projects with TTEK and Dubai Technologies adding to it on the inorganic front



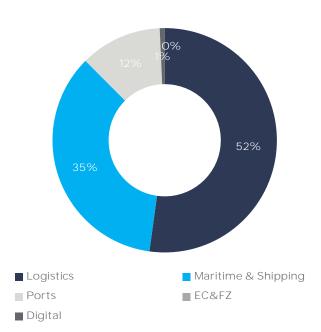
Consolidation of Noatum, GFS, the two terminals Karachi and SeSe Logistics adding up M&A revenue

Revenue Performance by Geography in Q12024 (%)





🗖 UAE 🗧 Europe 🔄 Africa 📑 America 📑 Asia



Revenue Performance by Geography

• 35% of Q1 2024 revenue came from outside the UAE following **Noatum's** acquisition and the addition of brownfield port concessions

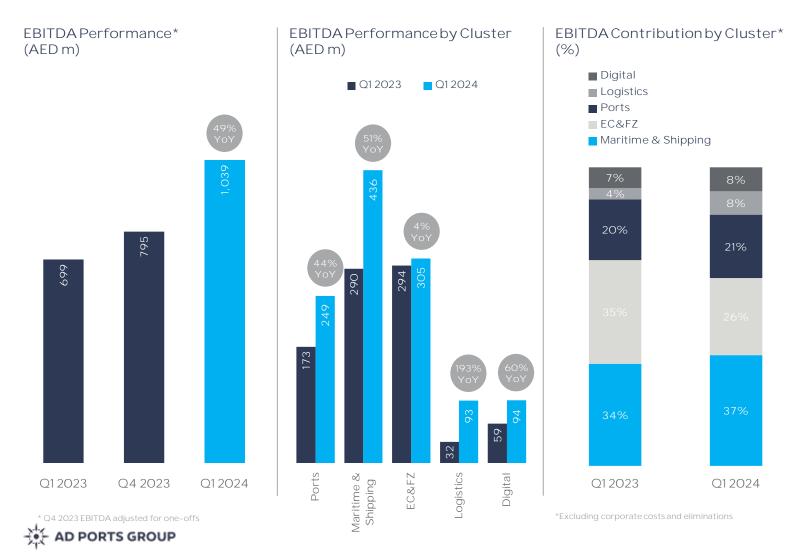
M&A Activities Revenue Contribution

- AED 1.7bn or 43% of Q1 2024 Group revenue came from M&A activities
- Ports: Karachi (Container & GC/Bulk) and Noatum Terminals
- Logistics: Noatum Logistics, including Sese
 Logistics
- Maritime & Shipping: GFS and Noatum
 Maritime
- Digital: TTEK and Dubai Technologies





Going full throttle



Q12O24 Financial Highlights

Maritime Cluster: +51% YoY to AED 436m, +8% YoY LFL

 Consolidation of GFS and Noatum Maritime. Demand and rates for shipping operations in the Red Sea have been trending higher and current conditions seem to be entrenched and are likely to persist in the near term

EC&FZ Cluster: +4% YoY to AED 305m

• Strong leasing and occupancy momentum

Ports Cluster: +44% YoY to AED 249m, +19% YoY LFL

 Uplift from strong General cargo and Container volumes supported by Noatum and Karachi

Logistics Cluster: 193% YoY to AED 93m, 96% YoY LFL

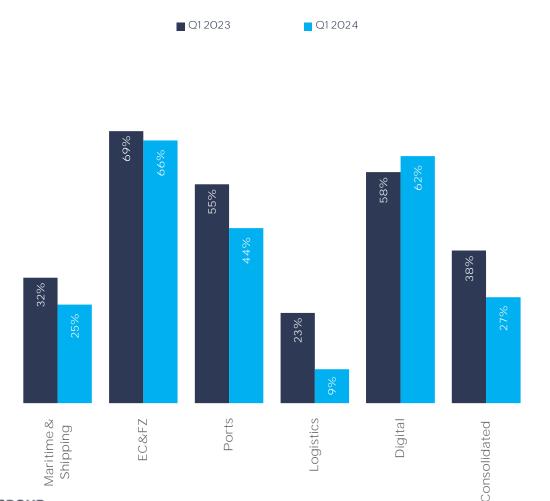
 Higher polymer volumes and uplift from Noatum and SeSe Logistics

Digital Cluster: +60% YoY to AED 94m, +54% YoY LFL

• FLS, security services and external project supported by consolidation of TTEK and Dubai Technologies



EBITDA Margin guidance of 25-30% maintained in the medium-term



EBITDA Margin by Cluster (%)

Q12O24 Financial Highlights

Consolidation of new companies and strong LFL performance of Ports, Logistics, and Digital resulted in good EBITDA performance

- Reiterating medium-term guidance of 25-30% EBITDA Margin
- EBITDA rebalancing as capital projects come online (and operations are ramped-up), and synergy extractions start materializing

EBITDA Margin of 27% in Q1 2024 vs. 38% in Q1 2023

- Margin evolution has been led by higher contribution from Logistics and Maritime & Shipping clusters, which are nonetheless essential in terms of connectivity, in driving business and trade flows into infrastructure assets, and in developing the entire supply chain ecosystem in Abu Dhabi and other ADPG's key regions.
- Ports, EC&FZ, and Digital clusters to support overall margins while Maritime and Logistics clusters boast lower-margin profiles

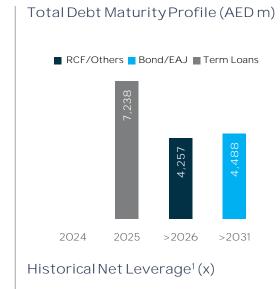
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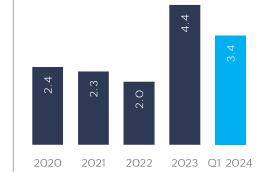


Lower net leverage due to strong EBITDA performance

Assets by Geography (%) UAE Europe Africa Asia, America, ROW 98% 92% 012023 012024







Notes: (1) Net leverage is calculated as total borrowings (including bank overdrafts) less cash and bank balances divided by annualized quarterly EBITDA

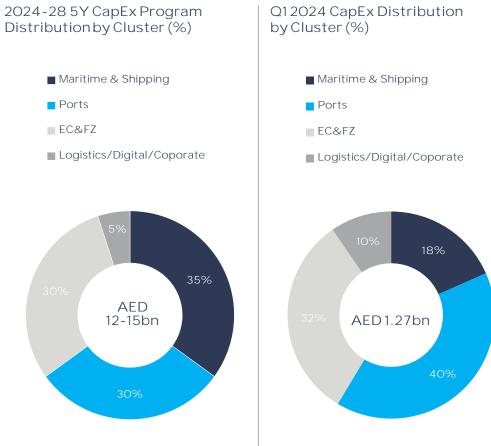
Q12O24 Financial Highlights

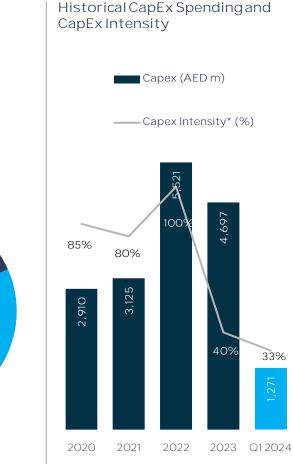
- Net Debt/EBITDA ratio of 3.4x
- Still AED 1.1bn available under existing debt facilities and AED 1.7bn in cash as of Q1 2024
- The strategy is to utilize bonds as the predominant long-term funding vehicle with ST bank borrowings serving as a liquidity backstop
- 'A+' credit rating by S&P Global and Fitch Ratings maintained after series of acquisitions
- Aiming at maintaining investment grade rating going forward



AED 12-15bn Organic CapEx Program Over the 2024-28 Period (Five Years)

AED 1.3bn spent on organic revenue-generating CapEx in Q12024





Q12024 Financial Highlights

- Group's Capital Expenditures reached
 AED 1.27bn in Q1 2024
- Capex spent in Q1 2024 mainly attributed to the CMA Terminal at KP, KEZAD projects (HQ, Warehouses, Metal Park, Noon BTS, Cooling Plant), and vessel purchases

Going forward, Capex will be spent on:

Ports

 Khalifa Port expansion (mainly CMAT), Etihad Rail connection, Safaga Port (Egypt), Pointe Noire Terminal (Republic of the Congo), KGTL & KGTML (Pakistan), Luanda Terminal (Angola)

EC&FZ

 BTS assets, warehouses, primary infrastructure for specialized industrial clusters (Metal Park / Wholesale Food Hub / Auto Hub), and unlocking of land

Maritime & Shipping

• Expansion of vessel fleet (mainly bulk, tanker, RoRo, and offshore)

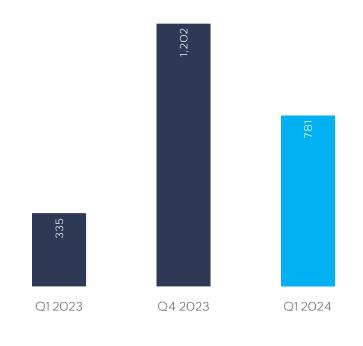


* Capex intensity is defined as Capex amount spent divided by Revenue generated over the same period

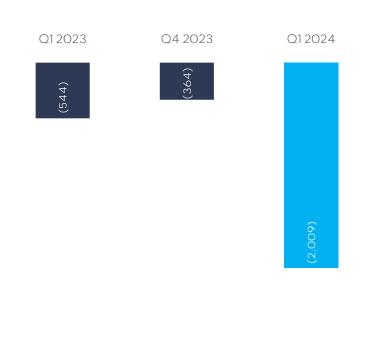


OCF growth linked to strong EBITDA performance; CapEx still weighing on free cash generation Operating Cash Flow Performance - OCF | Free Cash Flow to the Firm Performance -

(AED m)



Free Cash Flow to the Firm Performance - FCFF (AED m)



Q12024 Financial Highlights

- Guiding for FCFF positive around 2025
- OCF more than doubled YoY in Q1 2024 as a result of better operating performance and enhanced working capital
- Cash conversion at 75% for the quarter
- Capex and completion of M&A transactions weighing in on free cash generation



7. Outlook / Guidance

Strong medium-term growth outlook despite turbulent macro environment and geopolitical tensions

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Guidance for existing and already approved projects/acquisitions



Revenue 5Y CAGR

FY 2023-28 15-20%

- Organic revenue growth will be driven by Ports, EC&FZ, and Maritime Clusters
- Including GFS, SeSe Auto Logistics, and KGTML acquisitions



EBITDA 5Y CAGR

FY 2023-28 20-25%

- Ports, EC&FZ, and Digital Clusters to support overall margins while Maritime and Logistics Clusters boast lowermargin profiles
- Revenue mix will determine where margins stabilize
- EBITDA Margin to normalize to 25-30% in the medium term



CapEx 5Y

FY 2024-28 AED~12-15bn

- Main recipients by order of quantum: Maritime, EC&FZ, and Ports Clusters
- Ports: Khalifa Port expansion, Safaga Port (Egypt), Pointe Noire Terminal (Republic of the Congo), KGTL & KGTML (Pakistan), Luanda Terminal (Angola)
- EC&FZ: BTS assets, industry hubs, warehouses, and unlocking of land
- Maritime: Expansion of bulk, RoRo and offshore & subsea vessel fleet





8. Appendices

Clusters Deep Dive



Landlord business model with commercially-backed expansion strategy in Abu Dhabi; International expansion under way

Main Business Operations

28 Terminals (25 Operational)

UAE - 10 ports and 7 terminals

- 3 Container Terminals at Khalifa Port, with 2 operational and 1 under development: JVs with MSC (51/49) - ADT, COSCO (10/90) -CSP, and CMA CGM (30/70) -CMAT, three of the world's top four shipping companies. Contractual obligation for the partner shipping lines to bring in the majority of their regional volumes. 30-35 years concession agreements, with fixed/variable concession fees and built-in inflation escalator
- 1Ro-Ro Terminal at Khalifa Port: JV with Autoterminal (51/49). 15-year concession agreement, with variable concession fee
- 1General Cargo / 2 Cruise PassengerTerminals/ Warehousing, Storage, and Dry Port Facilities

Egypt - Adabiya, TCI

Pakistan - Karachi, KGTL & KGTML

Spain, Noatum Terminals - 15 multipurpose terminals across the country



Key Ops. Metrics / M&A

- Container capacity: 9.9m TEUs -7.8m at Khalifa Port, 0.7m at Fujairah, 0.7m at KGTL, 0.6m in Spain and 0.2 in Egypt
- 55% container capacity utilization (vs. 51% in Q1 2023), and 62% at Khalifa Port
- 54% transshipment and 46% O&D container volumes
- 13.4m tons of general cargo volumes
- Ro-Ro volumes of 307K, +430% YoY backed by Noatum volumes
- 380K cruise passengers
- Acquisition of APM Terminals Castellón in Spain completed in Jan-24
- Angola: 20-year concession signed in April-24 to operate and upgrade the existing Luanda multipurpose terminal. Upgrade expected to completed in 2026

- - CSP has an expansion option to add container capacity of 1.3m TEUs in 2024
 - CMAT will start operations in 2025, with initial container capacity of 1.8m TEUs and expansion option of 0.8m TEUs subsequently
 - Khalifa Port container capacity expected to reach 11.7m TEUs by 2028
 - Eqypt: 30-year concession agreement signed in March-23 to develop and operate a multipurpose port in Safaga. Operational in Q2-25
 - Congo Brazzaville: 30-year concession agreement signed in June-23 to develop and operate a multipurpose port in Pointe Noire. Operational in H2-25
 - Egypt: 15-year concessions for 3 cruise terminals at Safaga, Hurghada, and Sharm El Sheikh ports. Operational in Q4 2024
 - Georgia: 60% ownership in the Tbilisi Dry Port that is expevcted be operational in Q4 2024



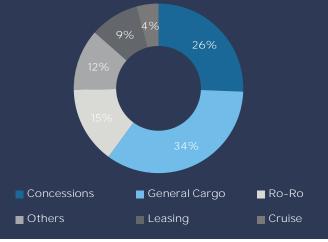
مینا، خلیف ہے KHALIFA PORT



ZAVED PORT

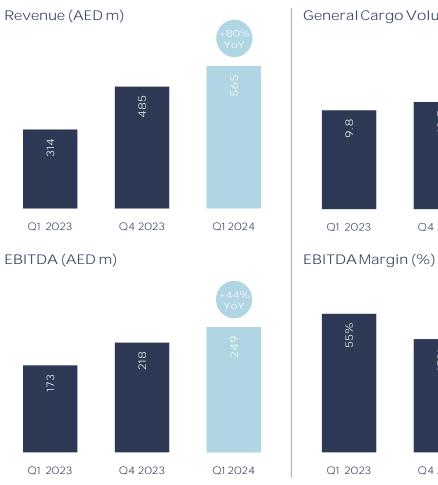
Q12024 Revenue Breakdown

مرافب آبوظي



*Other Revenues includes TCI. Noatum and Port dues





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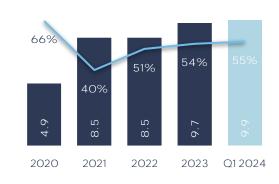




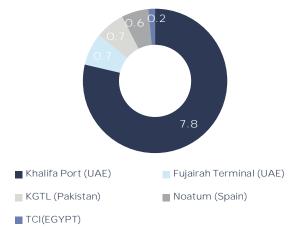


Noatum 307 UAE 62 82 62 82 62 82 62 82 62 82 62 82 62 82 62 82 62 82 62 82 62 82 61

ContainerCapacity and Utilization (m TEUs)



Container Capacity Split (m TEUs)



44

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Economic Cities & Free Zones (EC&FZ) Cluster Landlord business model with highly visible and predictable revenues

Main Business Operations

- Total land bank of 550 km²
- 110 km² of land bank developed and 98 km² of leasable land
- 585K m² of warehouses under management, including 93K m² of cold storage
- 3 Build-to-Suit (BTS) agreements: Noon, Emtelle, and Change Food
- KEZAD Communities: Managed staff accommodation capacity of 136K beds, including AI Eskan AI Jamae, and regulatory oversight over 420K beds in total
- Gas distribution network of 82 km, with 300K MMBTU capacity/day
- 17 industrial and economic sectors, with key sectors being Building Materials, Metals, Automotive, Plastic & Polymers, Specialty Chemicals, Food & Agtech, Pharma, and High-Tech/Green Energy

KeyOps. Metrics / M&A

- 68.7 km² of leased land, translating into leasable land occupancy of 70%
- 61% occupancy rate for KEZAD Communities
- 88% occupancy rate for warehouses
- 4.9m MMBTU, -1% YoY
- 2,100 customers with c.70% of leases being industrial and manufacturing tenants
- 25-50 years land lease agreements: 40 years average lease length for land leases
- 5.8 years average lease length for warehouses
- 19K m² of new commercial and retail areas at Rahayel Auto and Mobility City

Outlook

- Target of 3.5-4.0 km2 of additional new leases (net) per year going forward
- Specialized industrial clusters: 450K m2 Metal Park, 3.3 km2 Wholesale Food Hub, and 3.3 km2 Auto Hub currently under development, expected to start operations by the end of 2025
- Expansion of warehouse capacity to over 837K m2 by the end of 2025. 250K m2 of new warehousing capacity announced in Jan-24
- 45 km ongoing gas network expansion in the medium term





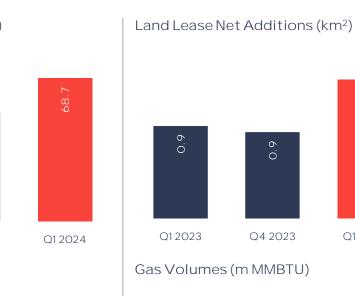


Economic Cities & Free Zones Cluster in Figures

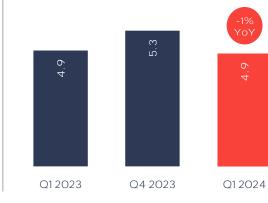


* Q4 2023 EBITDA and EBITDA Margin adjusted for one-offs

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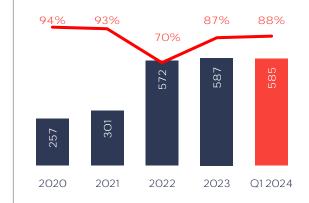


Q12024

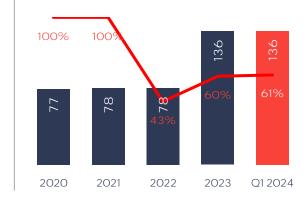


Q12024

Warehouse Capacity & Utilization ('000 m^2)



KEZAD Communities Bed Capacity & Utilization ('000)



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Aritime & Shipping Cluster Balanced synergistic portfolio of Shipping, Offshore & Subsea and Marine Services

Main Business Operations

- Shipping & Transshipment: Container feeder business, NVOCC business, Dry/Liquid Bulk business, Ro-Ro business, and general cargo LT transshipment contract with Emirates Steel
- Offshore & Subsea: Primarily serving the O&G industry in the Middle East and Southeast Asia. JV with Allianz Logistics Middle East (OFCO), JV with NMDC (SAFEEN Surveys and Subsea), and Divetech
- Marine Services: Port & marine services, including tug and towing services, vessel traffic services, bunkering, etc.
- Noatum Maritime: Commercial representation and ship services
- Abu Dhabi Maritime (ADM): Regulation of Abu Dhabi's waterways and marine ecosystem
- SAFEEN Drydocks: Ship building and repair services to marine and offshore industries

| Outlook

trade routes for the UAE), achieving

greater scale through the expansion

of capacity and service offering, in

Feedering, and RoRo.

Bulk, Offshore & Subsea, Container

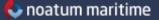
- 49 owned and chartered-in container vessels
- 26 owned and chartered-in dry & liquid bulk, Ro-Ro, and multipurpose vessels
- 3 owned transshipment vessels

Key Ops. Metrics / M&A

- 129 owned and chartered-in
 offshore & subsea vessel fleet
- Total vessel fleet of 263
- 29% of the feeder container volumes transported in Q1 2024 were related to the 7 Red Sea services
- Cross-charter contract with Amaan Baghdad to deploy three VLCCs and one MR Tanker for fuel oil transport and storage signed in Oct-22
- JV with Aramex to start NVOCC operations signed in May-23
- Acquisition of Divetech, a topsidesubsea solutions provider in Q1 2022
- Acquisition of a 51% stake in SAFEEN Surveys and Subsea in Q2 2022
- Acquisition of Transmar in Q3 2022
- Acquisition of GFS in Q1 2024

 Active management of vessel fleet depending on demand, market opportunities, and market conditions
 Organic and inorganic growth in relevant geographies (key maritime

Transmar



🚺 مجموعــة سـفيــن

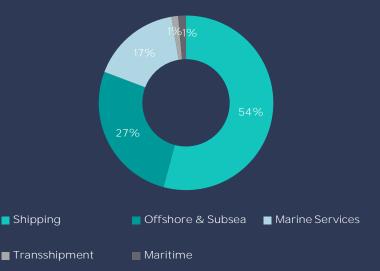
SAFEEN GROUP



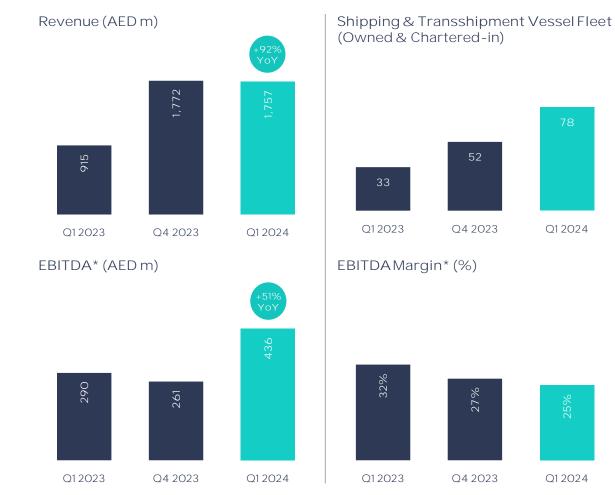
Global Feeder Shipping

OFCO

Q12O24 Revenue Breakdown

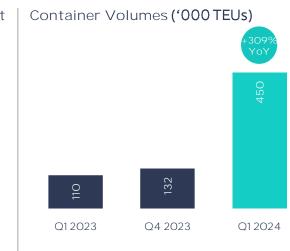


Maritime & Shipping Cluster in Figures



* Q4 2023 EBITDA and EBITDA Margin adjusted for one-offs

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Feeder Volumes by Geography (%)

Q12024

Q12024



Container Port Calls



Offshore & Subsea Vessel Fleet (Owned & Chartered-in)



Logistics Cluster

Turning into a global logistics platform with Noatum

Main Business Operations

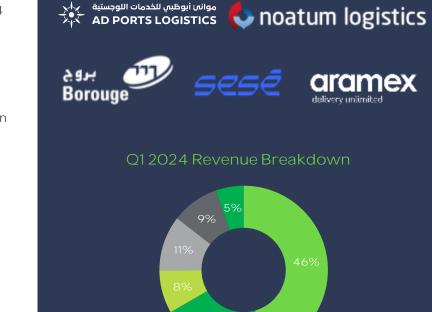
- Core logistics services, including transportation, distribution, contract logistics, project logistics, and freight forwarding
- LT contract with Borouge for transport, warehousing, and valueadded services in the UAE
- Pharmaceutical distribution business
 in the UAE
- Noatum Logistics: Ocean and Air Freight, warehousing, contract and project logistics, customs and trade compliance
- Noatum Logistics Middle East has replaced MICCO Logistics, which was acquired in 2019, in the UAE and GCC markets

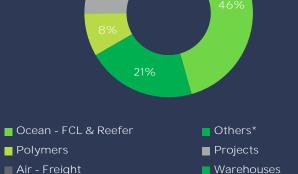
Key Ops. Metrics / M&A

- Handling around 4.5m tons annually of polymers cargo operations and warehousing for Borouge - 1.1 m tons in Q1 2024, +34% YoY
- Ocean Freight: 97K TEUs, +13% YoY
- Air Freight: 7,749 tons, -3% YoY
- Warehouse capacity of 305K m² across South and North America, North Europe, West Med, Asia and Middle East - 70% utilized
- Completed SeSe Auto Logistics acquisition in Jan-24: road and rail transport logistics of light and heavy vehicles across Europe. Turnkey logistics services from the car factory to the showroom floor
- 51% owned JV ADL-Ulanish in Uzbekistan, part of Noatum Logistics, started operations in Q1 2024 to provide end-to-end global logistics services for customers in the country
- 22.32% stake in Aramex in early 2022

Growth Outlook

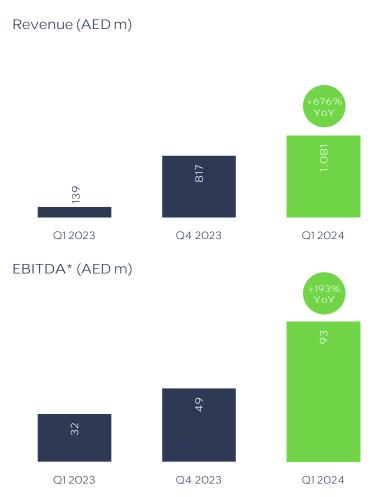
- Additional volumes from Borouge 4
 project in 2025
- Exploiting the complimentary footprint of Noatum to extend services to new and existing clients
- Further bolt-on acquisitions to strengthen our logistics supply chain capabilities in a specific geography or industry





Other revenues includes Noatum * (Projects Logistics LCL, Overland, etc.)



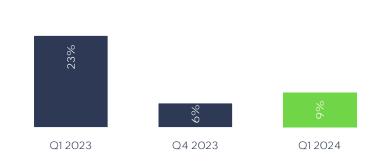


* Q4 2023 EBITDA and EBITDA Margin adjusted for one-offs

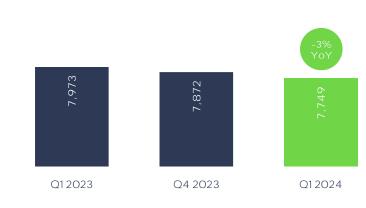
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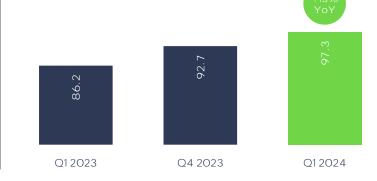
EBITDAMargin* (%)



Air Freight Volumes (Tons)



Ocean Freight Volumes ('000 TEUs)



Digital Cluster

Inducing and optimising trade as well as enhancing productivity

Main Business Operations

- Maqta Gateway, a 100% subsidiary of the Digital Cluster, was established in 2016
- Maqta Gateway developed and operates our Port Community System (PCS) and the emirate-wide Advanced Trade & Logistics Platform (ATLP)
- ATLP is a single-window solution designed to unify trade and logistics services across Abu Dhabi, including sea, land, air, industrial & free zones
- ATLP proprietary technology aims at reducing costs and speeding up the movement of goods through the supply chain for our customers, and increases overall transparency across the entire supply chain
- Margo Hub was established by Maqta Gateway in 2019 as a comprehensive digital logistics marketplace and aggregator. Margo Hub provides a wide range of logistics solutions, including warehousing, truck looking, air and sea freight, express parcel, and lastmile delivery

Key Ops. Metrics / M&A

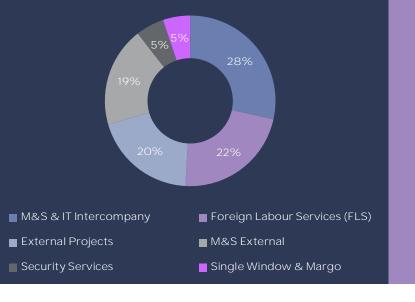
- 6.5m single-window transactions conducted through the ATLP
- 42.7K Foreign Labour Services (FLS) transactions
- 40 government clients in the UAE
- Acquisition of TTEK, a developer of border control solutions and customs systems, in May-23
- Acquisition of a 60% stake in Dubai Technologies, a trade and **transportation solutions'** developer headquartered in Dubai, in March-24

Growth Outlook

- Continued investments in technology across AD Ports Group Clusters to further enable their digital transformation
- Multiple international single-window and PCS implementation projects in the pipeline at various stages of scoping and contracting
- New growth opportunities in ecommerce fulfillment and last mile digital integration
- First international venture in Aqaba (Jordan) to deploy a Port Community System (PCS) digital solution through Maqta Ayla, established as a 51/49 joint venture (JV) between Maqta Gateway and Aqaba Development Corporation (ADC).

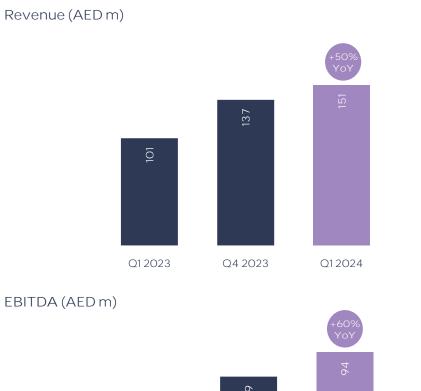


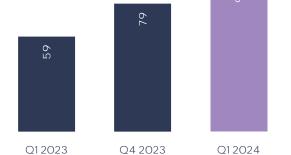
Q12024 Revenue Breakdown







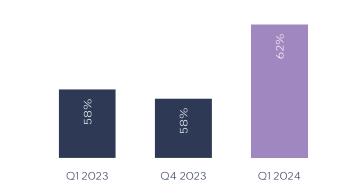




Foreign Labour Services Transactions (Nos)







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52

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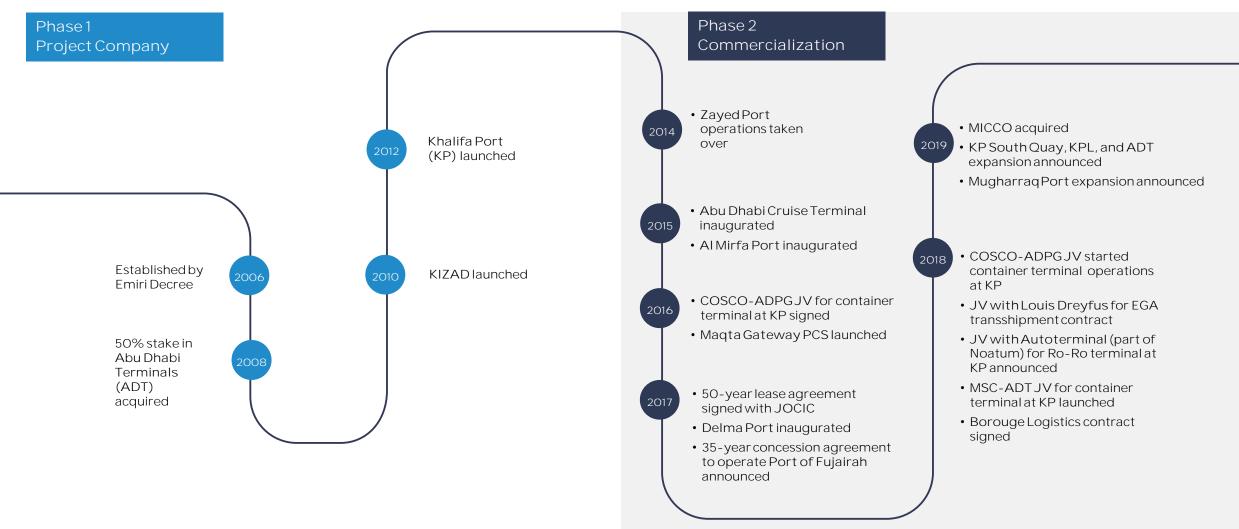


Strategy

Accelerating strategy to build supply chain density and resilience along key trade routes

A Remarkable Transformation Journey

Company history can be split in 3 phases with growth accelerating from 2020 onwards



Densifying Existing Trade Corridors and Expanding Geographic Presence and Reach

Phase 3 Strategic Growth

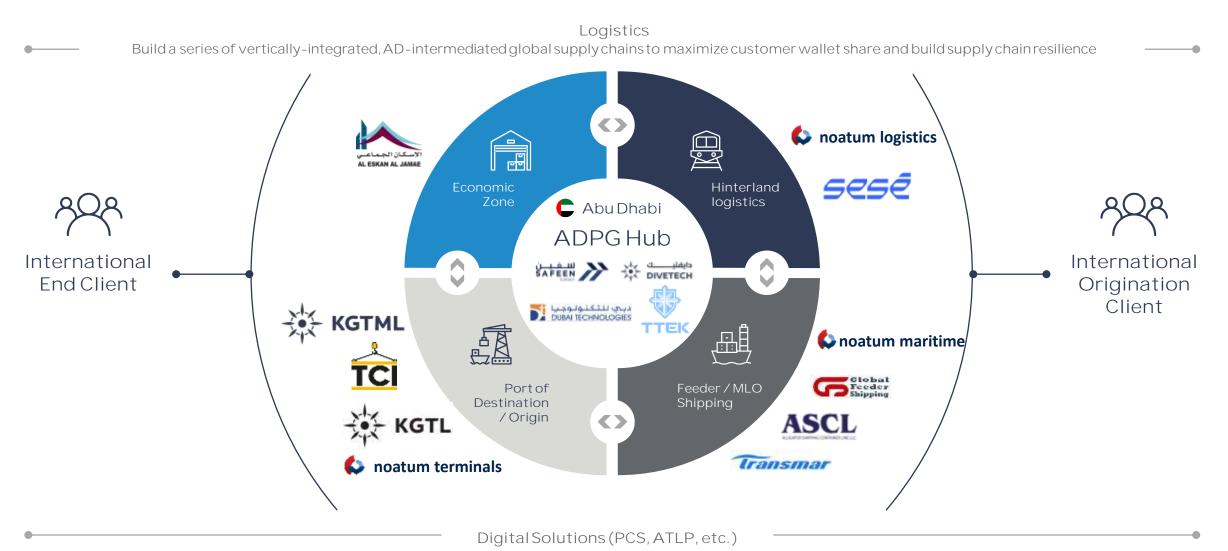
- Agreement with ACT to build bulk liquid at KP announced
- SAFEEN Feeders launched
- Transfer of ZonesCorp to ADPG
- MaqtaGatewayATLP
 inaugurated
- OFCO launched
- Autoterminal at KP launched
- CMA CGM-ADPG JV for container terminal at KP announced
- AED500m expansion of container terminal at Port of Fujairah completed
- USD1bn10Y bond issued with listing in LSE and ADX
- Agreements with the Aqaba Development Corporation to develop a Cruise Terminal and implement a PCS at the port of Aqaba (Jordan) announced
- AD PORTS GROUP

- Strategic agreements with KazMunay Gas and Kazakhstan's Ministry
 - of Industry&Infrastructural Development
 - Aqaba Cruise Terminal in Jordan inaugurated
 - Formation of SEG ENERA-ADPG JV (ADL-Ulanish) in Uzbekistan for logistics services
 - 30-year concession agreement to operate Safaga Port in Egypt announced
 - 10% and 22% ownership stakes in NMDC and Aramex, respectively, transferred to ADPG
 - USD1.1bn primary proceeds raised through direct listing on ADX
 - First international acquisition in Egypt - IACC (Transmar and TCI)
 - Merger of KIZAD and Zones
 Corp to form KEZAD Group
 - GFS acquisition announced
 - Noatum acquisition announced
 - Merger of KEZAD Communities and AI Eskan Jamae announced

- Merger of KEZAD Communities and AI Eskan Jamae completed
- USD2bncorporatesyndicatedloan closed
- TTEK acquisition announced on 24 April and completed on 22 May
- ADPG and Aramex form JV to start NVOCC operations
- 30-year concession for Pointe Noire Port multipurpose terminal in Republic of Congo
- 50-year concession for Karachi Port container terminal in Pakistan
- Noatum acquisition completed, and divestment of BCDS
- AED 330m primary infrastructure development for Food and Auto Hubs
- Acquisition of 10 offshore vessels from E-NAV
- Acquisition of 2 oil tankers under the KMTF agreement, 5 in total under this agreement
- Concession agreement with RSPA for multi-purpose terminal at Safaga Sea Port

- **Noatum's** acquisition of APM Terminals Castellón in Spain
- 15-year concessions for 3 cruise terminals in Egypt at Safaga, Hurghada, and Sharm El Sheikh ports
- Maqta Ayla, established as a 51/49 (JV) between Maqta Gateway and Aqaba Development Corporation (ADC).
- AED 621m Investment for new warehousing capacity in the UAE
- Closed the acquisition of 100% equity ownership of Sesé Auto Logistics
- 25-year concession agreement for a Bulk and General Cargo terminal at Karachi Port in Pakistn
- Acquisition of majority stake in Dubai
 Technologies
- Acquisition of a 60% stake in Tbilisi dry port in Georgia
- 20-year concession agreement for a multipurpose terminal at Luanda Port in Angola

Acquisitions in Line with AD Ports Group Strategy to Build Supply Chain Density and Resilience Along Key Trade Routes



A Three-Stage Growth Strategy With Clear Outcomes And Objectives

Regional champion in Abu Dhabi to scale up to world class capabilities and become the regional 'go-to' logistics and trade service provider



Customer-led regional expansion: Accompanying our customers by focusing on specific trade routes, specific supply chains, and specific products & services

Critical trade maritime routes for the UAE are MENA, Africa, India, and South East Asia

Priorityindustrial supply chains include Machinery & Equipment, Processed F&B, Metals, Chemicals & Plastics, Raw Construction Materials. Commodity Food, Automotive & Spares, and Healthcare & Pharma

KEY OUTCOMES

Maximum Returns And Portfolio **Synergies**

Maximum Customer "Stickiness"

Superior Supply Chain Outcomes











Presence across

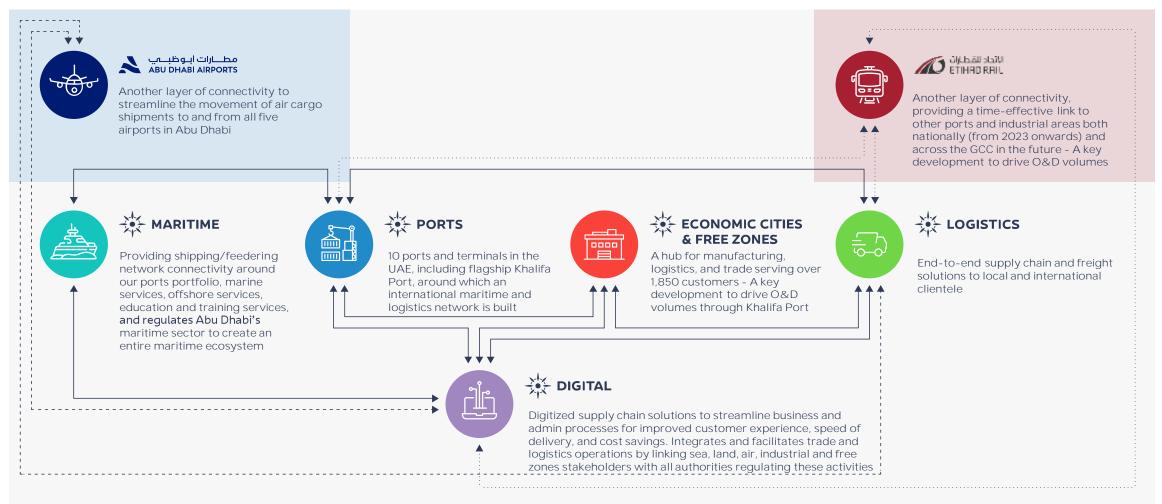
majormaritime

chains to drive

network effects

🔆 Regional Growth 'Integrated Ecosystem'

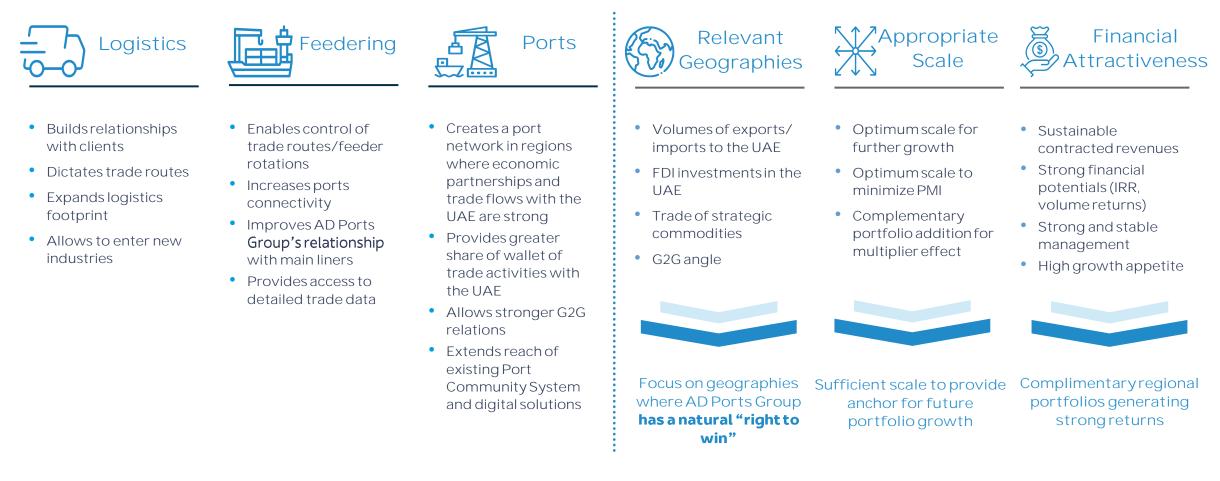
Integrated Business Model With Clear Revenue Synergies And Cross-Selling Opportunities



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M&A Strategy: Focused Inorganic Expansion Strategy Anchored Around Well-Defined Criteria

Opportunistic complementary, synergetic, and value-added investments will also be considered



Committed to ESG





Added two members in Q12024 - Overseeing the conduct of business and supervision of management



H.E. Falah Mohammed Al Ahbabi Chairman Chairman of ADNEC Group



Khalifa Sultan Al Suwaidi Board Member Vice-Chairman Managing Partner at Lunate, Chairman of Agthia Group & Vice-Chairman of TAQA



Mohamed Ibrahim Al Hammadi Board Member

Managing Director & Chief Executive Officer of Emirates Nuclear Energy Corporation (ENEC)



Mohamed Juma AI Shamisi Managing Director & Group CEO Chairman of Aramex and KEZAD

Group Board member of Etihad Aviation Group



Jasim Husain Thabet Board Member Managing Director & Group Chief Executive Officer of TAQA



Mansour Mohamed Abdulqader Al Mulla Board Member Deputy Group Chief Executive Officer of ADQ



Ms. Najeeba Al Jabri Board Member Vice President – Environment Health Security & Sustainability at Emirates Global Aluminium (EGA)



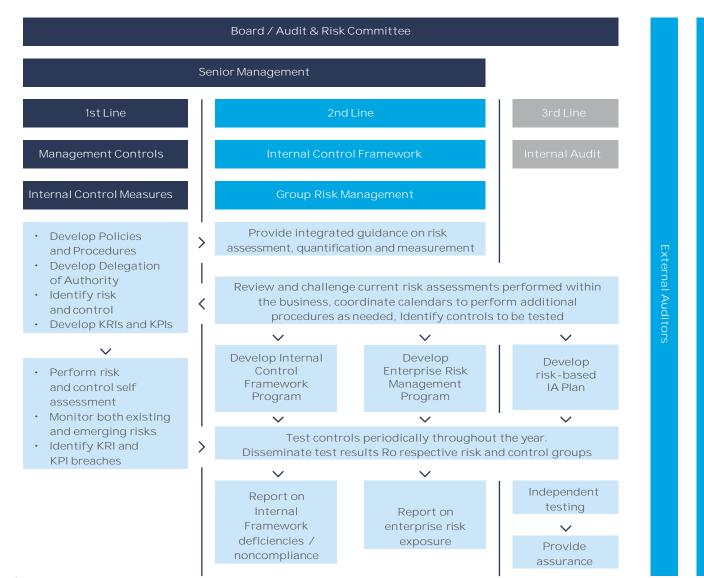
Mr. Renzo Bravo Calambrogio Board Member Director of Logistics at ADQ



Mr. Soren Jensen Board Member Board member at Esvagt A/S



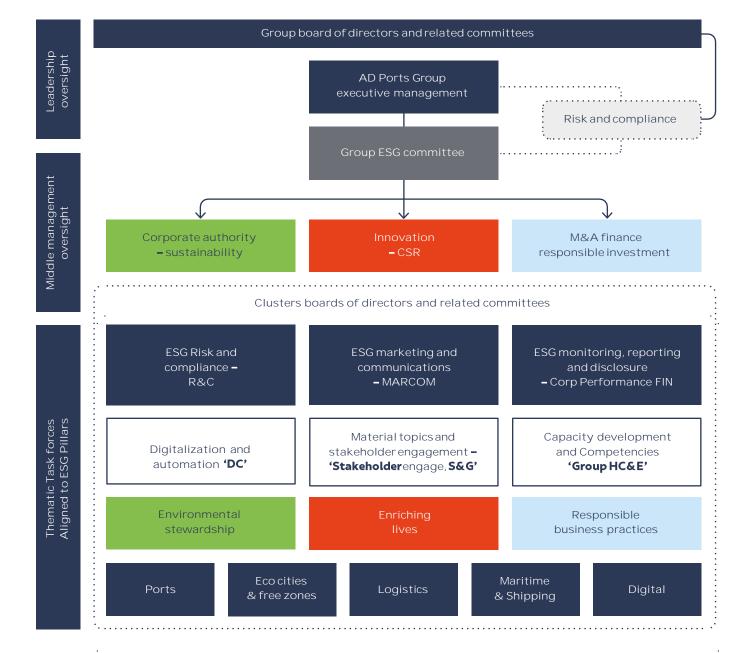
Comprehensive Governance Structure



Committed to the highest level of governance standards in line with international best practice



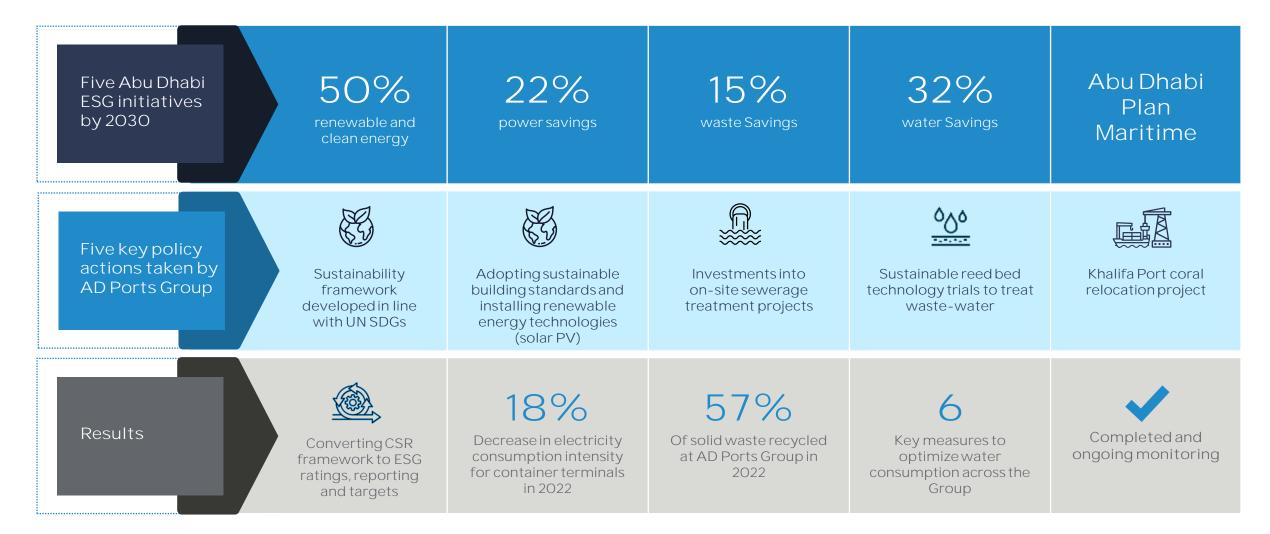
Group ESG Operating Model





🔆 ESG is Embedded in the Business and Linked to Abu Dhabi's Targets

Futureproofing our business, formalising activities to meet global ESG standards and ratings







GHG Inventory Management System (2024-27)

Objectives

Comprehensive GHG emissions measurement Implement a robust system for measuring Scope 1, Scope 2, and Scope 3 emissions, ensuring comprehensive coverage of all greenhouse gas emissions associated with our operations

Alignment with global standards Ensure that our carbon accounting practices and GHG inventory management align with international standards, such as the Greenhouse Gas Protocol, to facilitate transparent and comparable reporting

Continuous improvement Utilize the GHG inventory to identify opportunities for emissions reduction across operations, set science-based targets, and track progress towards these targets.

Stakeholder engagement Engage with stakeholders, including investors, customers, and regulatory bodies, through transparent reporting of our GHG emissions and reduction efforts

Highlights

Development of carbon footprint management strategy Outline strategies for managing and reducing Scope 1 and Scope 2 emissions, with a roadmap extending from 2024 to 2027, demonstrating our proactive approach to **contributing to the UAE's Net**-Zero commitment

Digital tools for ESG data management Leverage advanced digital tools to monitor, manage, and report GHG emissions and other ESG data, facilitating accurate tracking and reporting from 2024 to 2027

Scope 3 emissions reporting Define a methodology for Scope 3 emissions reporting to address indirect emissions and integrate it into our digital tools, ensuring a comprehensive view of our carbon footprint

The Group's Carbon

Accounting Policy and Greenhouse Gas Inventory Management System form the backbone of our commitment to environmental stewardship and our strategy for combating climate change.

This comprehensive framework is designed to accurately measure, manage, and reduce our carbon footprint in alignment with the **UAE's Net**-Zero by 2050 strategic initiative.



Sustainability Strategy Based on Three Key Pillars



Planet



Decrease in GHG¹ emission intensity per TEU in 2022



Aligned with UN SDGs² and **the UAE and Abu Dhabi's** sustainability objectives



Publishing Sustainability Report since **2018,** disclosing to the GRI principles



Sustainability Committee in place



Profit



Contribution to **Abu Dhabi's** non-oil economy: 24% in 2021



Aligned with Abu Dhabi's diversification/industrial strategy to create a more sustainable economy



Advanced and effective transport infrastructure



Attracting FDIs into Abu Dhabi







Health & Safety: Another year with no Lost Time Incidents (LTIs) in 2022



of women employees in 2022 (excl. blue collar)



605 hours of volunteering and AED 2.5 million invested in our communities in 2022



Personal Development and Training: +11% in total training hours in 2022



Thank you

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