

# Q4 & 2023 Earnings Presentation

15<sup>th</sup> February 2024





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# 1. Key Messages

*2023 - Changing dimension with Noatum and GFS* 

### A Good Mix of Organic and Inorganic Growth: M&A Contribution Playing a More Important Role

Positive ST outlook supported by Red Sea disruptions

UAE and regional macro outlook remains positive and top-down story supportive	<ul> <li>2023: Record revenue, strong EBITDA performance</li> <li>Revenue: +112% YoY to AED 11.7bn (+58% YoY LFL)</li> <li>EBITDA: +23 YoY to AED 2.7bn (-1% YoY LFL)</li> <li>Total Net Profit: +6% YoY to AED 1.4bn</li> </ul>	Strong business resilience supported by Ports and EC&FZ Clusters, with 65% of 2023 revenue being LT/sticky recurring business
<ul> <li>2023 CapEx in line with guidance</li> <li>AED 1.6bn in Q4 2023 and AED 4.7bn in 2023</li> <li>Updated 5Y CapEx plan (2024-28) of AED 12-15bn depending on market opportunities for investing in vessels and port concessions</li> <li>Front loaded and primarily project/contract-based</li> </ul>	<ul> <li>Balance Sheet continues to support investment grade credit ratings</li> <li>Well-managed debt schedule, with no upcoming maturity in FY24</li> <li>Net Debt/EBITDA of 4.4x as of Q4 2023. Adjusted for one-offs and full EBITDA contribution from acquisitions, Net Debt/EBITDA would be below 4.0x</li> </ul>	<ul> <li>Red Sea disruptions have significantly altered market perspectives for 2024</li> <li>Positive impact on both volumes and freight rates</li> <li>Main beneficiaries are Transmar, Safeen Feeders, GFS, and Noatum</li> <li>Stronger tailwinds and better visibility as the situation persists in Q1 &amp; Q2 2024</li> </ul>



# 2. Resilient Growth Equity Story

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





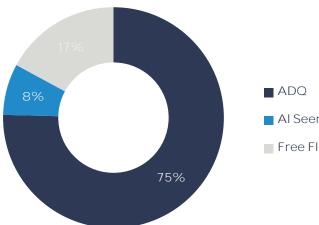
#### Good visibility on growth with incremental contribution from M&A activity

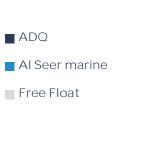
#### Supportive Macro & Top-Down Story Strong Balance Sheet • High oil prices and strong UAE non-oil GDP growth • AED 3.3bn of cash as of Q4 2023, and AED 1.7bn still available under existing bank facilities Strong alignment with Abu Dhabi economic diversification and industrial/manufacturing • Net Debt/EBITDA of 4.4x as of Q4 2023, below 4.0x strategies when adjusted for one-offs and full EBITDA • Government and SWF's supported business contribution from acquisitions · ADPG is Abu Dhabi's exclusive master developer and Well-managed debt maturity regulator of ports, industrial cities and related Increase in asset base driven by consolidation of infrastructure acquisitions ADPG is a key beneficiary of this favorable top-down Balance sheet can support future organic growth story aspirations Equity Story Triple Play Growth Stable and Highly Predictable Revenues • 1st lever is the operational ramp-up of existing assets and the widening of the service offering Landlord business model in our Ports and åÖÖ 司 EC&FZ clusters • 2nd lever is the ~AED 12-15bn organic CapEx program planned for the next five years • LT partners/contracts/leases in the Maritime and Digital clusters • 3rd lever is M&A opportunities domestically and internationally 65% of LT/sticky recurring revenue in 2023 Complementary growth drivers to ensure strong growth delivery through the cycles

## 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

#### 4<sup>th</sup> Best Performing Listing in MENA Since Q4 2021\*



\*IPOs with >USD 100m proceeds since Q4 2021. Stock price close as of 31st Dec 2023

\*Since ADPG's listing on 8th Feb 2022 up until 31st Dec 2023



# 3. Five Vertically Integrated Clusters

Building an ecosystem with cross selling opportunities and synergies

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## Five Vertically Integrated Clusters

-≯•́⊱ PORTS	ECONOMIC CITIES	Marine, offshore, shipping	-≿∳҈ LOGISTICS	-≩∳ DIGITAL
27 terminals (24 operational) UAE - 7 Egypt - 2 Jordan - 1 Congo Brazzaville -1 Pakistan - 1 Spain - 15	Industrial, economic, and free zones with a total land bank of 550 km² and multimodal connectivity	(bulk, transshipment & container feeder services), maritime trainings/consultancy 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 24 countries	Advanced, smart, and innovative solutions for all maritime, trade and logistics stakeholders in Abu Dhabi
2023 Revenue	2023 Revenue	2023 Revenue	2023 Revenue	2023 Revenue
16%	18%	43%	19%	4%
2023 EBITDA	2023 EBITDA	2023 EBITDA	2023 EBITDA	2023 EBITDA
23%	33%	32%	5%	7%



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## Five Vertically Integrated Clusters

27 terminals (24 operational) UAE - 7 Egypt - 2 Jordan - 1 Congo Brazzaville -1 Pakistan - 1 Spain - 15	ECONOMIC CITIES & FREE ZONES Industrial, economic, and free zones with a total land bank of 550 km <sup>2</sup> and multimodal connectivity	MARITIME & SHIPPING Marine, offshore, shipping (bulk, transshipment & container feeder services), maritime trainings/consultancy 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 27 countries	Advanced, smart, and innovative solutions for all maritime, trade and logistics stakeholders in Abu Dhabi
2023 Total Assets	2023 Total Assets	2023 Total Assets	2023 Total Assets	2023 Total Assets
37%	23%	26%	11%	3%
2023 Capex	2023 Capex	2023 Capex	2023 Capex	2023 Capex
24%	23%	48%	1%	4%





- AD PORTS GROUP

# 4. Market Update

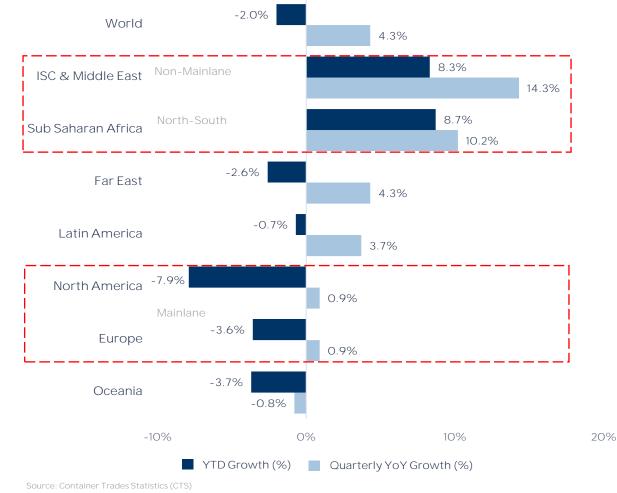
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Supply chain pressures are back caused by geopolitical tensions in the Middle East and the resulting Red Sea disruptions Container Market Volumes: Recovering From the Lows, Stronger in ADPG Geographies

(Nov-23)

# Global Container Volume Growth





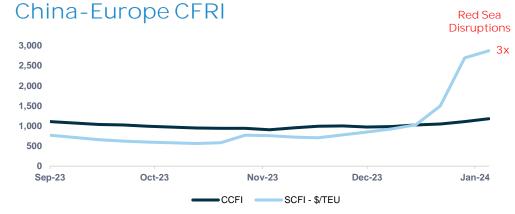
Regional Trade Lane Container Volume Growth



# Container Market Rates: Red Sea Disruptions Caused Strong Increases in Container Freight Rates



Container Freight Rate Index (CFRI)



#### China-Middle East CFRI



### Bulk Market Volumes & Rates: Overall Positive Trends in 2023



Global Dry Bulk Volume Growth

Source: Baltic Exchange

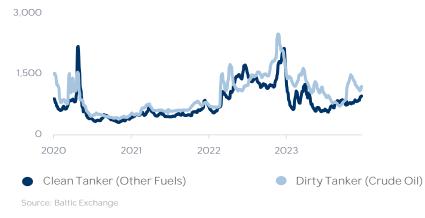
#### Dry Bulk Freight Index



#### Global Liquid Bulk Volume Growth



#### Liquid Bulk Freight Index





Global Seaborne Car Trade Still in Double-Digit Growth Territory while Global Grain Trade Has Been on an Upward Trend



Global Seaborne Car Trade

#### Global Grain Trade





# 5. Projects & Transactions Update

Consolidating position in Abu Dhabi and focused regional and global expansion



### Synergies From Strategic and Bolt-On Acquisitions to Start Coming Through in 2024-25

Q32023

In line with strategy to densify service offerings and improve geographical reach

#### Q12023

#### Al Eskan Al Jamae

Merger of KEZAD Communities with AI Eskan AI Jamae to **create Abu Dhabi's largest** integrated staff accommodation owner and operator with a capacity of 135K beds

#### Safaga Port (Egypt) 30-Year Concession

Multipurpose Terminal

#### 

TTEK

O2 2023

A developer of border control solutions and customs systems

#### Noatum

Integrated logistics operator offering end-to-end solutions to global customers, with presence in 27 countries across 5 continents. Involved in three complementary business units: Logistics, Maritime, and Port Terminals

#### Pointe Noire Port (Congo Brazaville) 30-Year Concession

Multipurpose Terminal

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

### Sesé Auto Logistics

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 1<sup>st</sup> 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

#### 3 Egyptian Ports 15-Year Cruise Concessions

3 cruise terminals at Safaga, Hurghada, and Sharm El Sheikh ports

#### Q12024

#### APM Terminals Castellón

Acquisition of 100% of APM Terminals via Noatum. **Noatum's combined capacity** at Castellón is now 250K TEUs

#### 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 headquartered in Dubai. Consolidation from 1<sup>st</sup> March-24

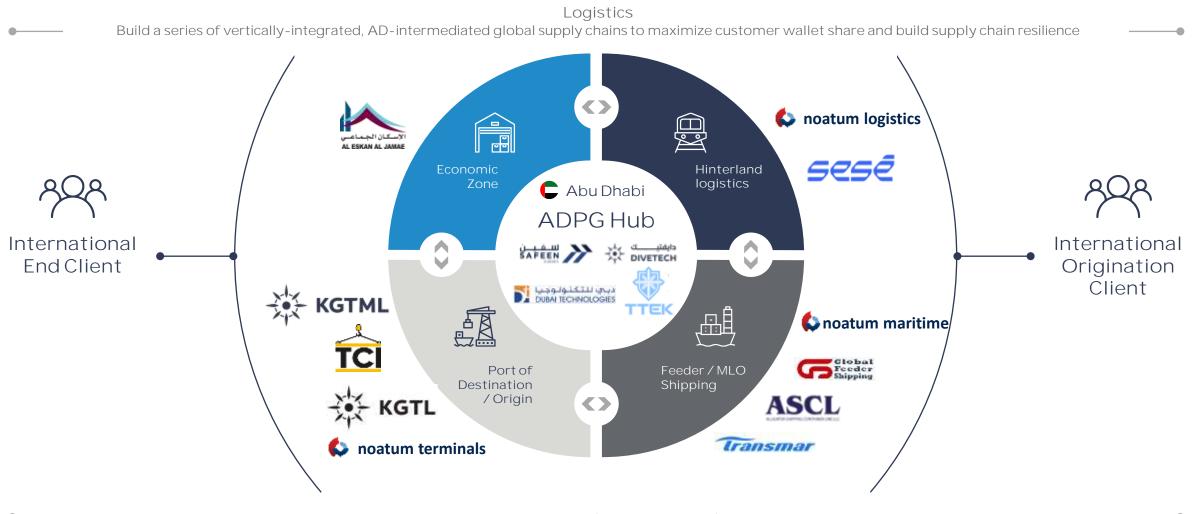
### 4 M&A Transactions Closed in 2023, with Closing of Sesé Auto Logistics, GFS, KGTML, and Dubai Technologies in Q12024

AED 3.0bn or 25% revenue contribution and AED 513m or 19% EBITDA contribution from M&A in 2023

	Al Eskan Al Jamae	TTEK	KGTL	Noatum
Ownership	52%	100%	60%	100%
Purchase Consideration	Equity Share Swap	USD 17.9m (AED 66m)	USD 81m (AED 296m) for existing assets and upfront fees	EUR 660m (AED 2.65bn)
Consolidation Date	1 <sup>st</sup> Jan 2023	22 <sup>nd</sup> May 2023	22 <sup>nd</sup> Jun 2023	30 <sup>th</sup> Jun 2023
Rationale	Widening and complementing service offering within KEZAD Communities EC&FZ cluster	<b>Strengthening ADPG's vision</b> 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
Q4 2023 Rev Effect	AED 92.6m	AED 8.0m	AED 45.2m	AED 971.6m
Q4 2023 EBITDA Effect	AED 48.4m	AED 3.5m	AED 22.6m	AED 73.1m



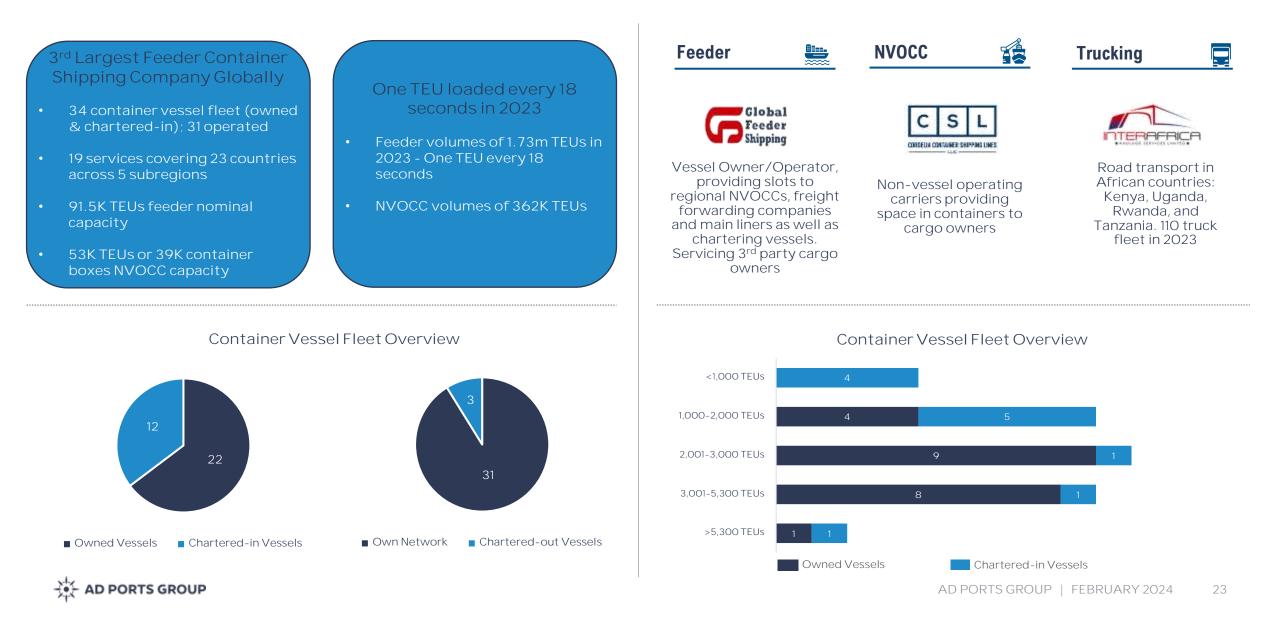
### 2023 Acquisitions in Line with AD Ports Group Strategy to Build Supply Chain Density and Resilience Along Key Trade Routes



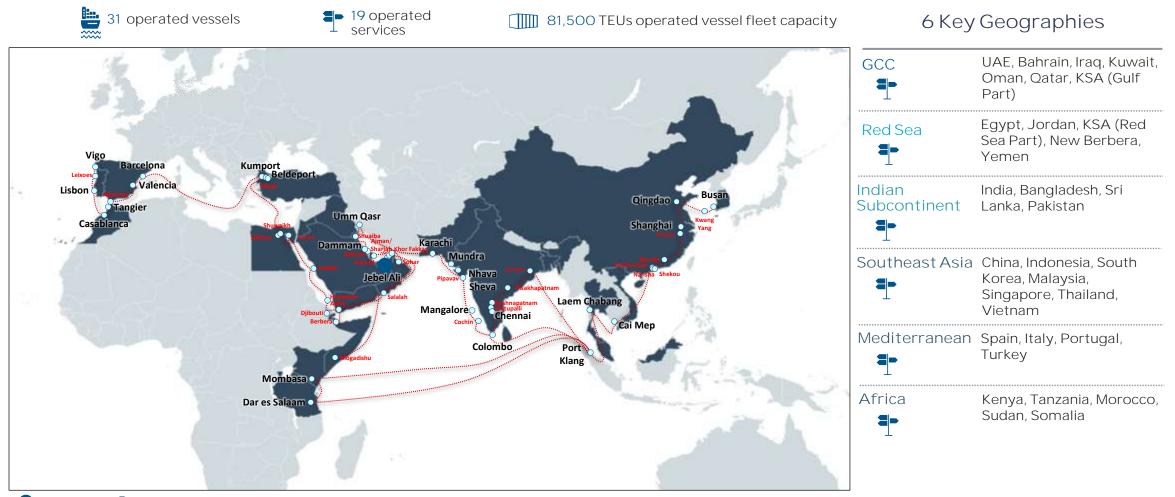
Digital Solutions (PCS, ATLP, etc.)







## GFS Feeder Business: 19 Operated Services Covering 23 Countries

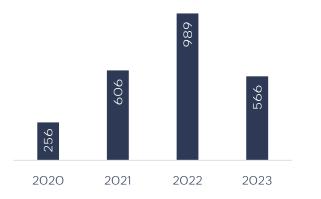


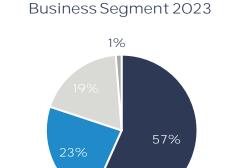
Main Hub Orts Served ----- Service Routes





GFS Historical Revenue Performance (USD m)

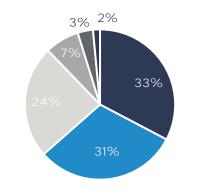




■ Feeder ■ NVOCC ■ Chartered-out ■ Trucking

**GFS** Revenue Breakdown by

GFS Feeder Volumes Breakdown by Geography 2023



■ GCC ■ ISC ■ Red Sea ■ SE Asia ■ Med ■ Africa

#### Transaction Details

- Revised ownership to 51% for an Enterprise Value of USD 1 billion (100%)
- Option to increase ownership by 20% to 71% subject to reaching certain target KPIs in 2026
- Consolidation from 1<sup>st</sup> Feb-24

#### Financial Performance

- 2023 revenue performance was impacted by the normalisation of container freight rates: GFS' rates across its 19 operated services corrected by an average of 50% in 2023
- As a result of softer demand and falling rates, the competitive situation intensified in 2023
- With the Red Sea disruptions starting towards the end of December 2023, demand has strengthened, container freight rates have been rising again and the competitive situation has been improving.
- On profitability, GFS EBITDA margin is targeting to be around 15% in 2024.
- Historically, upcycles yielded an EBITDA margin of 20-25% while downcycles yielded an EBITDA margin of 10-15%
- All billing is in USD, limiting FX exposure to credit terms. Main currency exposure is INR

### Forming a Global Powerhouse in Feeder Container Shipping













# EC&FZ: AED 621m Investment for New Warehousing Capacity by 2025

250k sqm of additional capacity on the back of strong demand for pre-built industrial and logistics facilities

- Project: Development of 250k sqm of new warehousing capacity, with 97.5k sqm in Khalifa Industrial Area (KEZAD AI Ma'mourah A & B) and 153k sqm in ICAD 3 (KEZAD Musaffah) on the back of continued strong demand for pre-built industrial & logistics facilities. New capacity will boost total warehousing GLA by 43%
- Timeline: By end of 2025
- Capex: AED 621m







#### Metals, Construction and Polymer sectors as part of the new leases

Kings Aluminum Industries (Dec-23): Metals Industry

- 50-year land lease for Aluminum manufacturing and recycling facility in KEZAD spread across 100k sqm
- Total investment of AED 750m by Kings Aluminum Industries. The facility will transform virgin aluminum and aluminum waste into high-quality reusable materials, reducing the carbon footprint associated with aluminum production

Excel Astra Engineering & Construction (Dec-23): Building Materials Industry

- A UAE-based construction contractor providing integrated solutions for Energy sector projects signed a 50-year lease agreement to set up a fabrication facility in KEZAD
- Investment of approximately AED 20m by Excel Astra to build the facility on approximately 45k sqm

Gulf Biopolymers Industries - GBI (Feb-24): Polymer Industry

- 50-year land lease for a facility spread across 135k sqm in KEZAD, with a capacity to produce 30,000 mtpa of PLA (Poly Lactic Acid)
- PLA, a fully biodegradable material derived from renewable resources is used in manufacturing of plastic film, bottles and biodegradable medical devices









# 6. Operational and Financial Performance

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*Positive impact from Noatum, KGTL and EAJ in the Ports, Maritime, Logistics, and EC&FZ Clusters* 



Record Full Year 2023 Revenue



# Rorts Cluster Operational KPIs

Container throughput boosted by international operations



#### 2023 Operational Highlights

General Cargo Volumes: +26% YoY,+13% YoY LFL

- Growth driven by bulk and layby cargo as well as consolidation of Noatum and full year impact of TCI volumes
- South Quay and Khalifa Port Logistics (KPL) inauguration in Dec-22, widening service offering

#### Container Volumes: +13% YoY, +6% YoY LFL

- Higher overall utilization of 54% in 2023 (vs. 51% in 2022), and 58% more specifically at Khalifa Port in 2023 vs. 55% in 2022. Partner shipping lines at KP continue to shift their regional volumes in line with their contractual obligations
- 61% transshipment volumes, 39% O&D volumes

#### RO-RO Volumes: +370% YoY, +48% YoY LFL

• Surge in volumes backed by Noatum as well as market rebound to pre-COVID levels

Cruise Passengers: +183% YoY



# EC&FZ Cluster Operational KPIs

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#### Strong demand for warehouses, further capacity expansion on the way



#### 2023 Operational Highlights

Land Leases (Net): +2.9 km2, mega signing of 2 km<sup>2</sup> in 2022

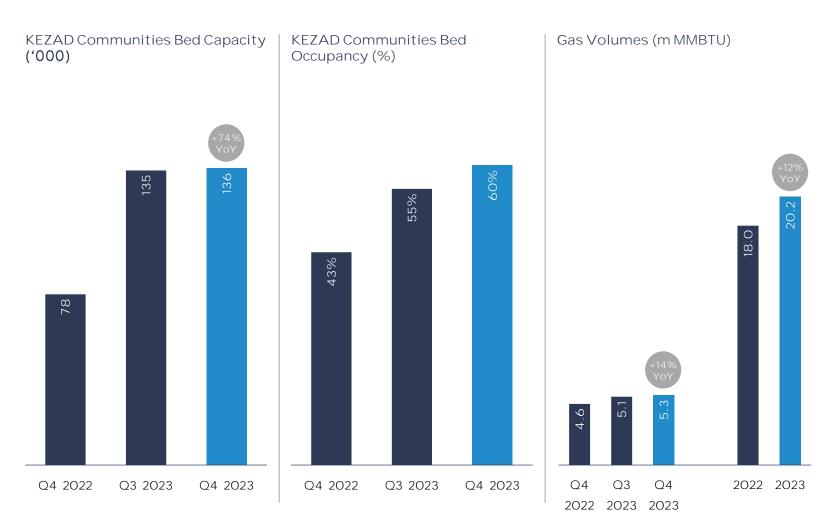
- New land leases continue to be supported by the strong macro environment and the alignment with Abu Dhabi economic diversification and industrial strategies
- Fast-growing industries include metals, automotive, food processing and distribution, Agri-tech, (green) technology, pharmaceutical, retail/e-commerce, polymers, and building materials
- Annual guidance remains to sign 3.5-4.0 km<sup>2</sup> of new land leases (net) going forward

#### Warehouse Leases: +28% YoY

- 274K m<sup>2</sup> of additional warehouses (including cold storage) have come online since Q3 2022 (+87% in warehouse capacity), with the bulk of it completed in Q4 2022
- Improved utilization throughout 2023 on the back of continued strong demand for warehouses and industrial space
- 250K m<sup>2</sup> of additional warehouses capacity (+43% to existing capacity) recently announced to be ready by end of 2025

# EC&FZ Cluster Operational KPIs (Cont'd)

#### Higher staff accommodation bed occupancy and stronger gas volumes



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#### KEZAD Communities Bed Capacity: +74% YoY

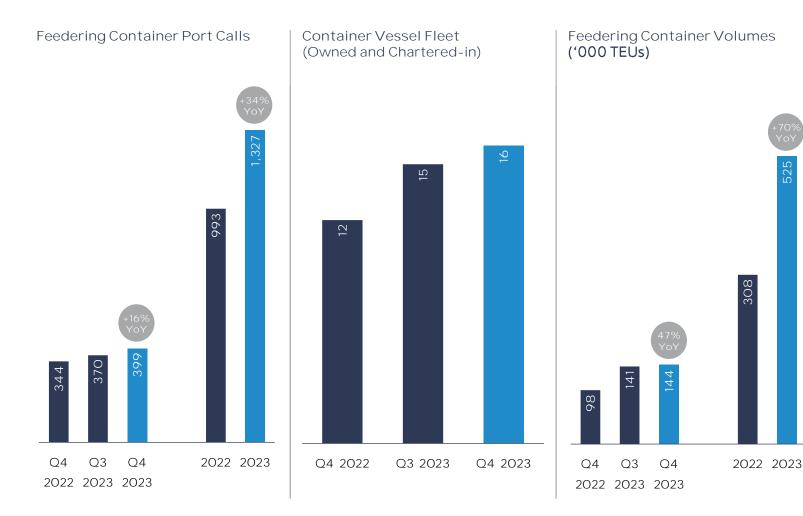
• Improved occupancy on higher capacity with the addition of 58K beds coming with the merger of AI Eskan AI Jamae at the beginning of 2023

#### Gas Volumes: +12% YoY

• Steady demand growth in gas volumes led by increase in industrial customer base

### Maritime & Shipping Cluster Operational KPIs

Driven by consolidation of Noatum, expansion of fleet and services



#### 2023 Operational Highlights

Feedering Container Port Calls: +34% YoY

- 6 services as of Q4 2023
- GFS to add 19 services taking the total to 25 services

#### Feedering Container Volumes: +70% YoY

• Driven by capacity increase and full-year impact of Transmar volumes

Vessel fleet of 260 in total (owned and chartered-in), up from 178 in 2022. GFS to add a container vessel fleet of 34

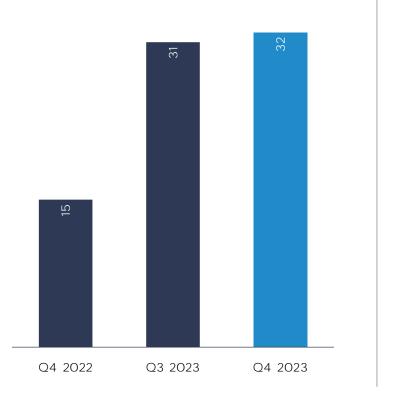
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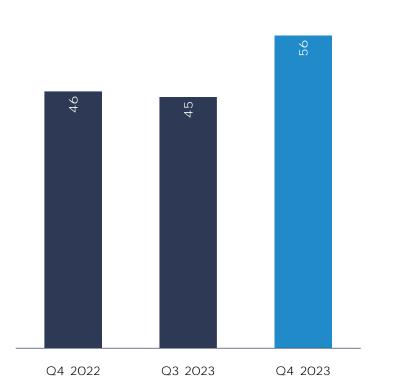
### Maritime & Shipping Cluster Operational KPIs (Cont'd)

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

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

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



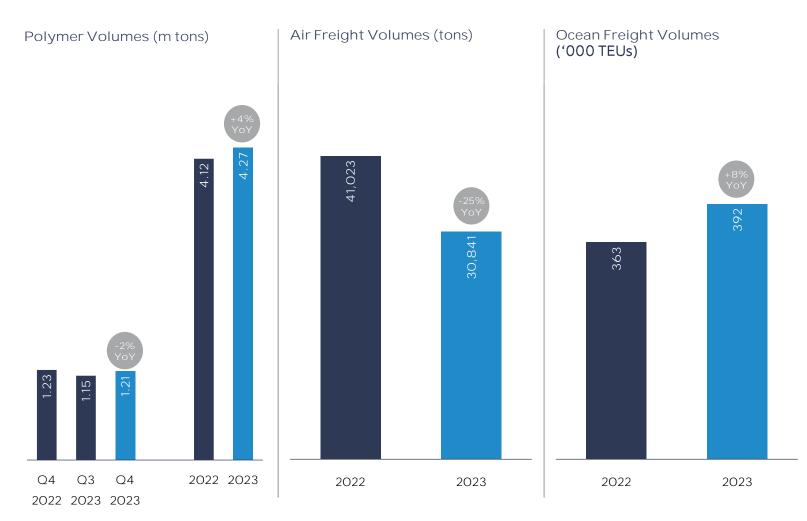


### Balanced Synergistic Portfolio of Maritime Businesses

- 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

# Logistics & Digital Clusters Operational KPIs

Driven by increase in Polymer volumes and Noatum consolidation



### 2023 Operational Highlights

#### Polymer Volumes+4% YoY

• Volume growth despite Q1 2023 adversely impacted by plant shut down at Ruwais

#### Air Freight Volumes: -25% YoY

• Transfer of volumes to ocean freight post-COVID 19 as capacity has come back

#### Ocean Freight Volumes +8%YoY

• Overall softer demand but Noatum has been gaining market share

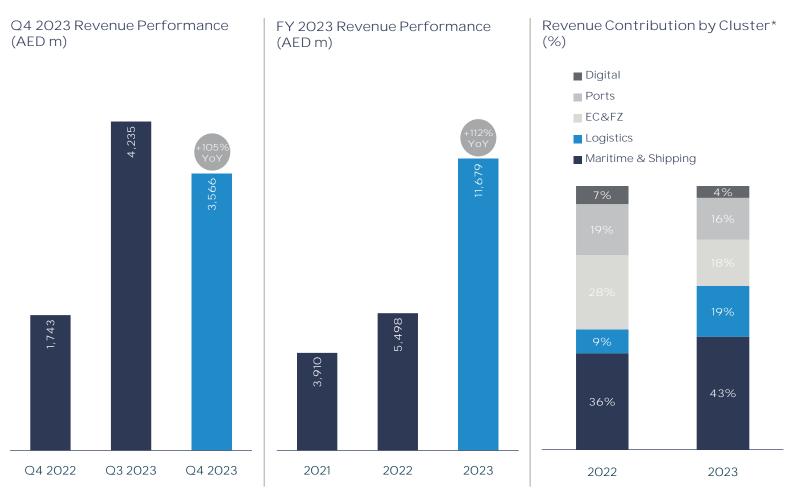
#### Digital Cluster Revenue-Generating Single Window Transactions: -10% YoY

- Digital transactions are facilitated through the Advanced Trade and Logistics Platform (ATLP), the single-window platform for trade in Abu Dhabi operated by Maqta Gateway
- Volumes of single-window transactions declined due to lower services to internal stakeholders, but volumes of foreign labor services (FLS) and maintenance and services related to external projects were supportive





Driven by Noatum consolidation as well as Maritime & Shipping, Logistics, and Ports Clusters



2023 Financial Highlights

Maritime & Shipping Cluster: +194% YoY to AED 6,290m, +62% YoY after adjusting for M&A and vessel trading revenue in Q3 & Q4

 Driven by the shipping business segment, the Offshore & Subsea business segment, and the consolidation of Noatum Maritime, which accounted for 8% of the adjusted 2023 total cluster revenue

#### EC&FZ Cluster: +7% YoY to AED1,780m, -13% YoY LFL

- Driven by KEZAD Communities and warehouse lease revenues. 19% contribution from EAJ to 2023 total cluster revenue
- LFL performance impacted by lower utilization of the Razeen staff accommodation as it ceased to be used for COVID-19 isolation and quarantine purposes from Q1 2023 onwards

#### Ports Cluster: +40% YoY to AED1,592m, +6% YoY LFL

 Strong performance from the General Cargo, RoRo, and Cruise businesses as well as consolidation of KGTL/Noatum Terminals and full year impact of TCI

#### Logistics Cluster: +264% YoY to AED 1,935m, +5% YoY LFL

Driven by the consolidation of Noatum Logistics
 and improved volumes from Borouge

#### Digital Cluster: +13% YoY to AED 454m, +10% YoY LFL

Supported by TTEK consolidation
 AD PORTS GROUP | FEBRUARY 2024



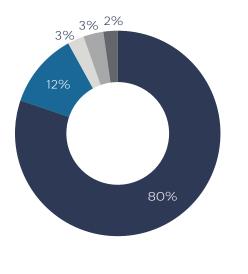
\* Excluding corporate segment, eliminations, and pass-through vessel trading revenues in Q3 & Q4 2023 under the Maritime & Shipping Cluster

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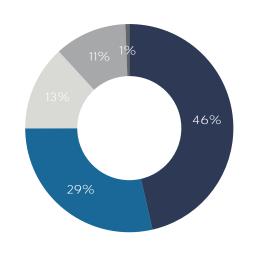
M&A revenue contribution mostly coming Noatum, and notably in the Logistics Cluster

Revenue Performance by Geography for 2023 (AED m)



UAE Europe Africa America Asia

Revenue Contribution from M&A Activities by Cluster in 2023 (%)



■ Logistics ■ Maritime & Shipping ■ Ports ■ EC&FZ ■ Digital

#### Revenue Performance by Geography

 Increased portion of revenue coming from outside the UAE following Noatum's acquisition

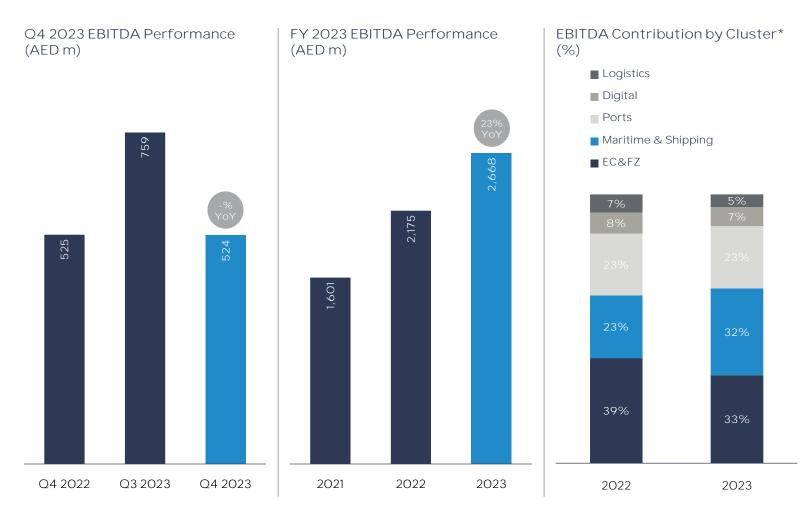
#### M&A Activities

- AED 2.97bn or 25% of 2023 Group revenue came from M&A activities
- Ports: KGTL, Noatum Terminals, and TCI
- EC&FZ: EAJ and KEZAD Communities merger
- Logistics: Noatum Logistics
- Maritime & Shipping: Noatum Maritime, Safeen Subsea, Transmar, Divetech, and ASCL
- Digital: TTEK





#### Driven by Maritime & Shipping and acquisitions



#### 2023 Financial Highlights

Maritime Cluster: +77% YoY to AED 1,149m, +59% YoY LFL

- Consolidation of Noatum Maritime
- EBITDA impact from Q3 2023 vessel trading activities reversed in Q4 2023 and amortized over useful life of assets in line with new deal structure

#### EC&FZ Cluster\*: +7% YoY to AED 1,165m, -10% YoY LFL

• 16% contribution from EAJ to the adjusted 2023 total cluster EBITDA

Ports Cluster: +29% YoY to AED 827m, +6% YoY LFL

• 18% contribution from KGTL, Noatum Terminals, and TCI to the 2023 total cluster EBITDA

Logistics Cluster\*: -11% YoY to AED 168m, -37% YoY LFL

 In 2023, consolidation of Noatum Logistics, Noatum success fee and AED 139m impairment of investment in associate while 2022 included an AED 73 million one-off gain from the sale of a warehouse as part of a new long-term contract with a strategic customer

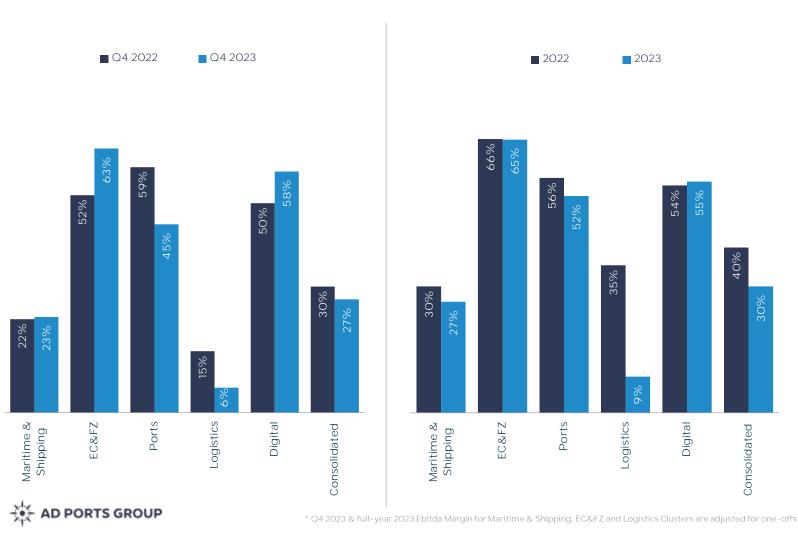
#### Digital Cluster: +15% YoY to AED 251m, +13% YoY LFL

Consolidation of TTEK

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



#### EBITDA Margin by Cluster\* (%)

- We stick to our guidance of 25-30% EBITDA Margin in the medium term once the revenue mix becomes more stable
- EBITDA rebalancing as we gradually deliver on synergies extraction from densifying our vertically integrated ecosystem and scaling-up operations

- Impacted from one-offs and timing impact of cost accruals
- Apart from KGTL and EAJ, recent acquisitions have yielded lower EBITDA margin

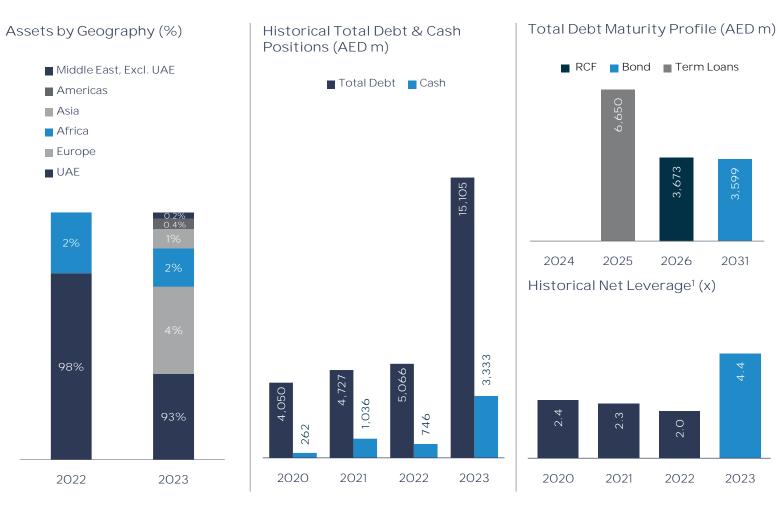
Consolidated



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Increase in asset base driven by consolidation of acquisitions; higher leverage but still supporting investment grade credit ratings

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



- Net Debt/EBITDA ratio below 4.0x when adjusting for one-offs and full EBITDA contribution from acquisitions
- Still AED 1.7bn available under existing debt facilities as of Q4 2023
- The strategy is to utilize bonds as the predominant long-term funding vehicle with RCFs 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

3,673

2026

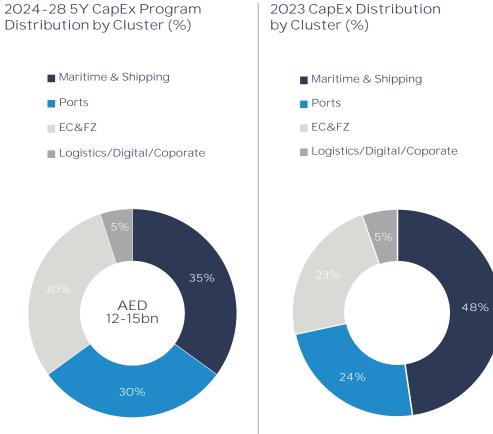
2022

2031

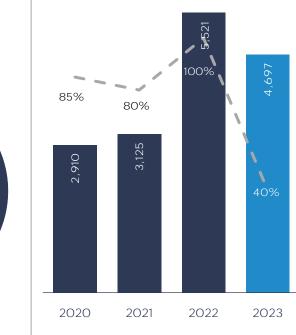
2023

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

AED 4.6bn spent on organic revenue-generating CapEx in 2023



- Historical CapEx Spending and CapEx Intensity
  - Capex (AED m)
    - Capex Intensity\* (%)



### 2023 Financial Highlights

• Group's Capital Expenditures (CapEx) reached AED 1.6bn in Q4 2023, putting the total 2023 outlay at AED 4.7bn, in line with our front-loaded AED 15bn capex program between 2023 and 2027

#### Ports

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

#### EC&FZ

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

#### Maritime & Shipping

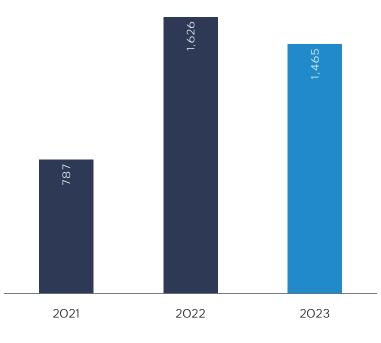
• Expansion of vessel fleet (mainly bulk, tanker, RoRo, and offshore)

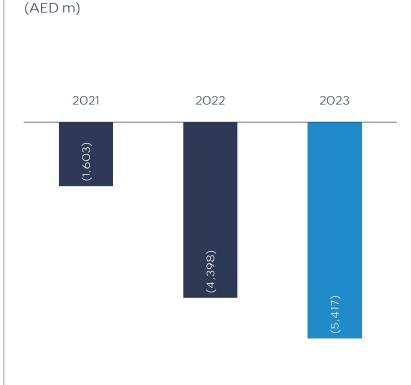




CapEx still weighing on cash flow generation, with Operating Cash Flow lower due to working capital tie-up associated with growth

Operating Cash Flow Performance - OCF (AED m)





Free Cash Flow to the Firm Performance - FCFF

### 2023 Financial Highlights

- Guiding for FCFF positive around 2025
- Growth in operating performance offset by working capital tie-up, including AED 265m in vessel inventory, resulting in lower OCF
- Timing impact in collections reflected in the receivable balances
- Increased payables largely offset the higher collections



### 7. Outlook / Guidance

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

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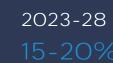


Updated 2023-28 guidance for existing and already approved projects/acquisitions





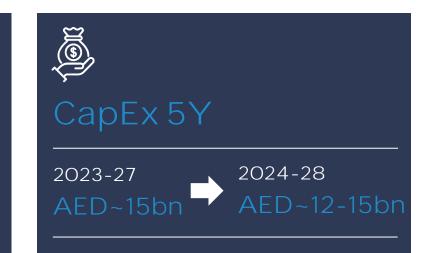
2022-27 25-30%



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



- 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



- 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), and KGTL & KGTML (Pakistan)
- 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

27 Terminals (24 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
- 1 Ro-Ro Terminal at Khalifa Port: JV with Autoterminal (51/49). 15-year concession agreement, with variable concession fee
- 1 General Cargo / 2 Cruise Passenger Terminals / Warehousing, Storage, and Dry Port Facilities

Egypt - Adabiya, TCI

Pakistan - Karachi Port, KGTL

Spain, Noatum Terminals - 15 multipurpose terminals across the country

pos	se	term	inal	s ac	ross	the	С
- A	D	POR	тs	GR	OUP		

- Container capacity: 9.7m TEUs as of 2023 7.8m at Khalifa Port, 0.7m at Fujairah, 0.7m at KGTL, and 0.5m in Spain
- 54% container capacity utilization in 2023 (52% in Q4 2023), and 58% at Khalifa Port

Key Ops.

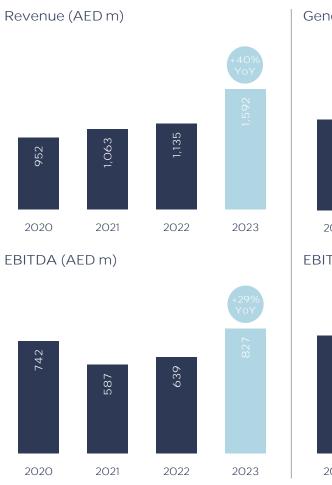
- 61% transshipment and 39% O&D container volumes
- 40m tons of general cargo volumes in 2023
  - Ro-Ro volumes of 777K in 2023, +370% YoY backed by Noatum volumes
- 670K cruise passengers in 2023, +183% YoY
- Acquisition of APM Terminals Castellón in Spain completed in Jan-24
- Pakistan Karachi Port: 25-year new concession agreement for Bulk and General Cargo operations signed in Feb-24

#### Outlook

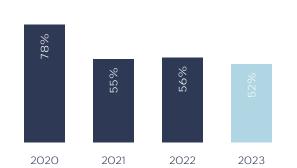
- CSP has an expansion option to add container volume capacity of 1.3m TEUs in 2024
- CMAT will start operations in 2025, with initial container volume capacity of 1.8m TEUs and expansion option of 0.8m TEUs
- Khalifa Port container volume capacity expected to reach 11.7m TEUs by 2028
- Operational ramp-up of South Quay and KPL at Khalifa Port, which were inaugurated in Dec-22
- Liquid Bulk ACT terminal commercial operations to start in Q2-24
- Egypt: 30-year concession agreement signed in March-23 to develop and operate a multi-purpose port in Safaga. Operational in Q2-25
- Congo Brazzaville: 30-year concession agreement signed in June-23 to develop and operate a multi-purpose port in Pointe Noire. Operational in H2-25
- Egypt: 15-year concessions for 3 cruise terminals at Safaga, Hurghada, and Sharm El Sheikh ports

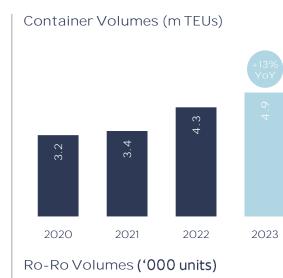


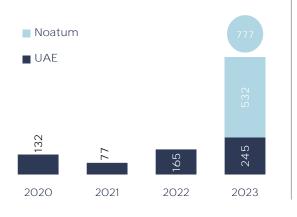




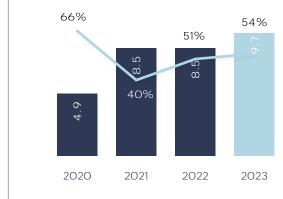




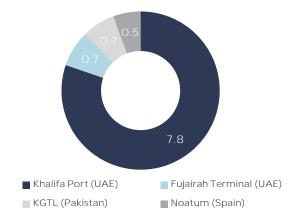




### Container Capacity and Utilization (m TEUs)



Container Capacity Split (m TEUs)



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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 km<sup>2</sup>
- 110 km<sup>2</sup> of land bank developed and 98 km<sup>2</sup> of leasable land
- 587K m<sup>2</sup> of warehouses under management, including 93K m<sup>2</sup> of cold storage
- 3 Build-to-Suit (BTS) agreements: Noon, Emtelle, and Change Food
- Managed staff accommodation capacity of 136K beds, including Al Eskan Al 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

#### Key Ops. Metrics / M&A

- 67.3 km<sup>2</sup> of leased land as of 2023, translating into leasable land occupancy of 69%
- 87% occupancy rate for warehouses as of 2023, after adding 15K m<sup>2</sup> of additional capacity over the past 12 months
- 19K m<sup>2</sup> of new commercial and retail areas at Rahayel Auto and Mobility City
- 20.2m MMBTU gas volumes in 2023, +12% YoY
- Close to 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

#### Outlook

- Target of 3.5-4.0 km<sup>2</sup> of additional new leases (net) per year going forward
- 45 km ongoing gas network expansion in the medium term
- Specialized industrial clusters: 450K m<sup>2</sup> Metal Park, 3.3 km<sup>2</sup> Wholesale Food Hub, and 3.3 km<sup>2</sup> Auto Hub currently under development, expected to start operations by the end of 2025
- Expand warehouse capacity to over 837K m<sup>2</sup> by the end of 2025. 250K m<sup>2</sup> of new warehousing capacity announced in Jan-24





### Economic Cities & Free Zones Cluster in Figures





%69

2021

66%

2022

2023



14.5

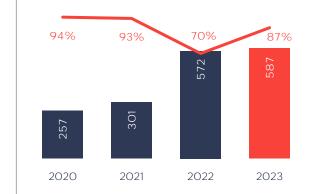
2020

+12% YoY

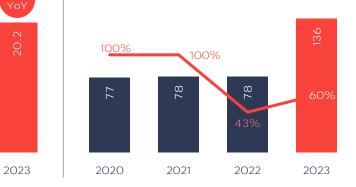
2022

2021

Warehouse Capacity & Utilization ('000 m<sup>2</sup>)



KEZAD Communities Bed Capacity & Utilization ('000)



\* 2023 EBITDA & EBITDA Margin adjusted for a AED 98m one-off

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#### AD PORTS GROUP | FEBRUARY 2024 52

### Maritime & Shipping Cluster Balanced synergistic portfolio of Marine, Shipping, Offshore & Subsea Services

#### Main Business Operations

- SAFEEN Marine Services: Port & marine services, including tug and towing services, vessel traffic services, bunkering, etc.
- SAFEEN Transshipment: Emirates Steel general cargo LT transshipment contract
- SAFEEN Shipping: GFS, SAFEEN Feeders, ASCL, Transmar, NVOCC JV with Aramex. Providing enhanced international port connectivity
- SAFEEN Offshore & Subsea: JV with Allianz Logistics Middle East (OFCO), JV with NMDC (SAFEEN Surveys and Subsea), and Divetech. Primarily serving the O&G industry in the Middle East and South East Asia
- SAFEEN Drydocks: JV with Premier Marine formed in June 2023. Specialised in ship building and repair services to marine and offshore industries
- Abu Dhabi Maritime (ADM): Regulation of Abu Dhabi's waterways and marine ecosystem
- Noatum Maritime: Commercial representation and ship services

#### Key Ops. Metrics / M&A Outle

- 48 container, (dry & liquid) bulk, Ro-Ro, and multi-purpose vessels as of 2023, including 5 oil tankers operating under the KMTF agreement in Kazakhstan
- 56 offshore & subsea vessels as of 2023
- Bulk vessels charter contracts with Saif Powertec and Invictus
- 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

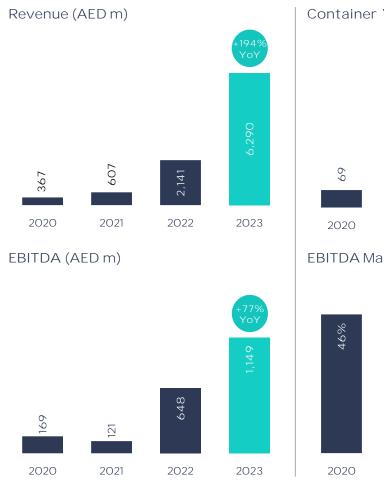
#### Outlook

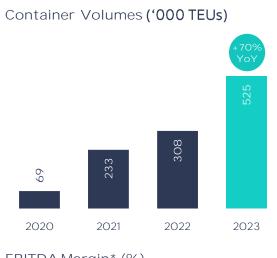
- Active management of vessel fleet depending on demand, market opportunities, and market conditions
- Organic and inorganic growth in relevant geographies (key maritime trade routes for the UAE), achieving greater scale through the expansion of capacity and service offering, in Bulk, Offshore & Subsea, Container Feedering, and RoRo.





### Maritime & Shipping Cluster in Figures

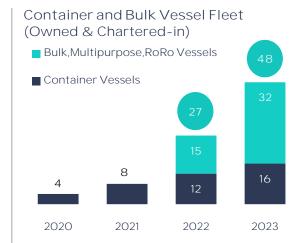






20%

2021



Marine Services - UAE Vessel Calls ('000)

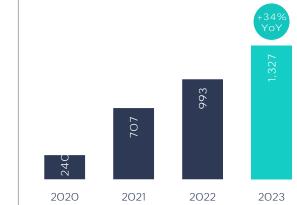
2021

24.5

2020

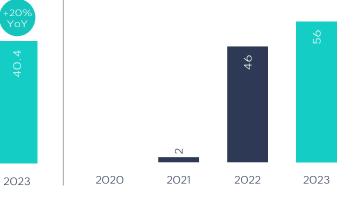
33.6

2022



**Container Port Calls** 

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



\* 2023 EBITDA Margin adjusted for pass-through vessel trading revenues in Q3 & Q4 2023

2023

2022

30%



### 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
- 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 brand has replaced MICCO Logistics, which was acquired in 2019, in the UAE and GCC markets.

#### Key Ops. Metrics / M&A

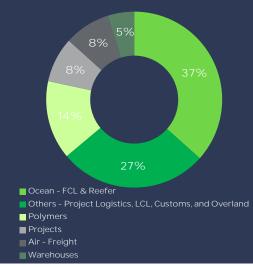
- Handling around 4.3m tons annually of polymers cargo operations and warehousing for Borouge
- 22.32% stake in Aramex in early 2022 •
- Completed SeSe Auto Logistics acquisition in Jan-24: road and rail transport logistics of light and heavy vehicles across most European countries

#### Growth Outlook

- Additional volumes from Borouge 4 project in 2025
- Further bolt-on acquisitions to strengthen our logistics supply chain capabilities in a specific geography or industry













\* 2023 EBITDA & EBITDA Margin adjusted for a total of AED 152m one-offs

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Digital Cluster

### Inducing and optimising trade as well as enhancing productivity

#### Main Business Operations

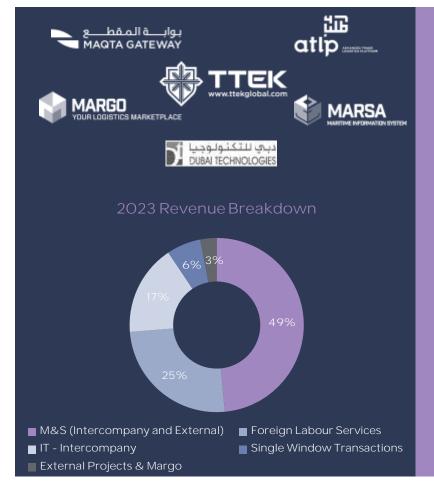
- Maqta Gateway, a 100% subsidiary of the Digital Cluster, was established in 2016
- Maqta Gateway developed and operates our Port Community System (PCS) and the emirate-wide Advanced Trade & Logistics Platform (ATLP)
- ATLP is a single-window solution designed to unify trade and logistics services across 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

- Around 33m single window transactions conducted through the ATLP in 2023
- Close 70% of revenues from intercompany services
- 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 Jan-24
- 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).

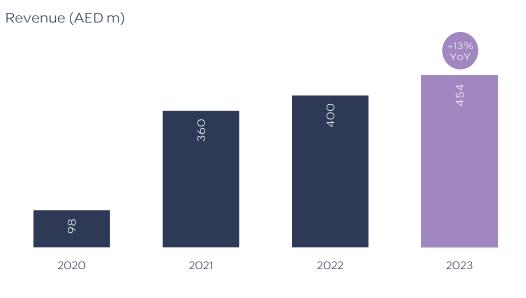
#### Growth Outlook

- 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

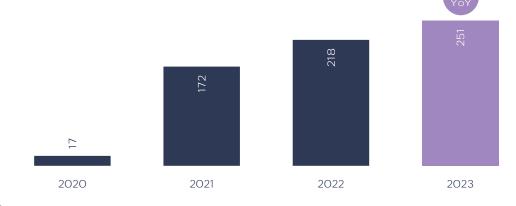




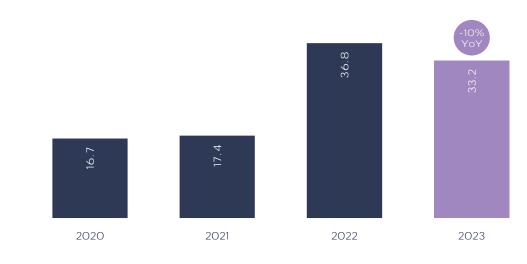




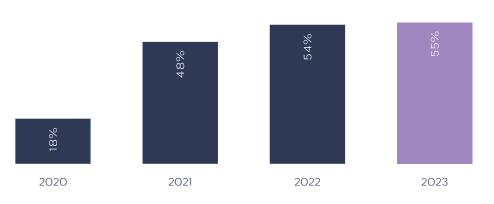
EBITDA (AED m)



Revenue-Generating Single Window Transactions (m)







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## Strategy

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

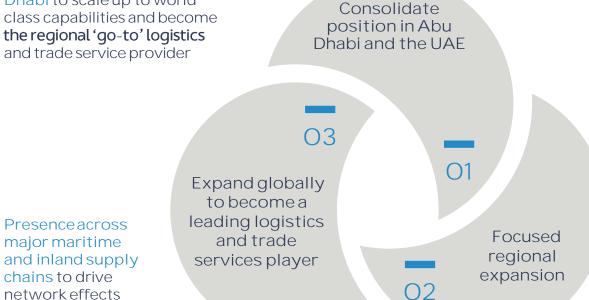
### A Remarkable Transformation Journey

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



# 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

Priority industrial 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











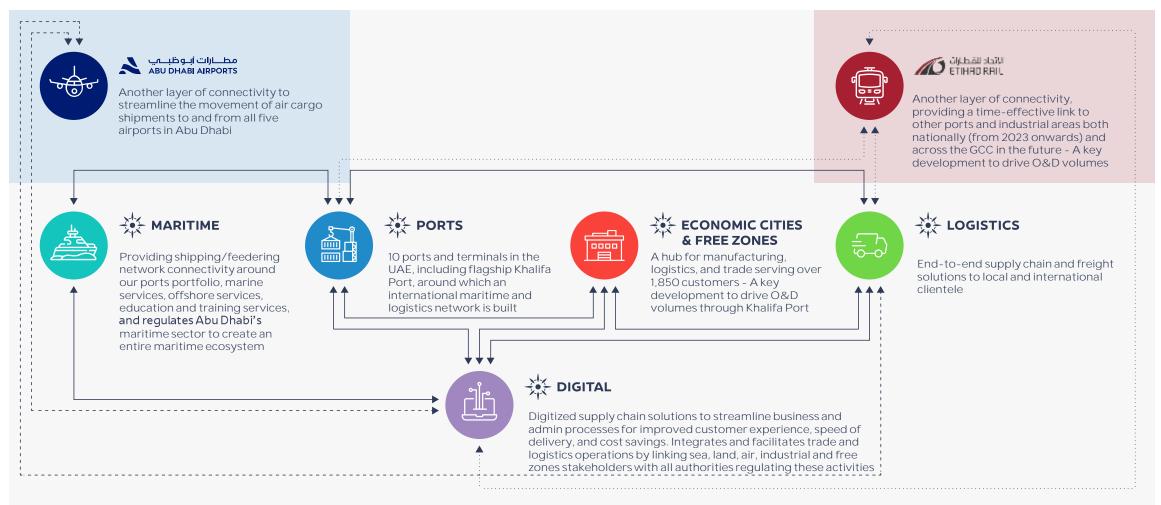
major maritime

chains to drive

network effects

### 🔆 Regional Growth 'Integrated Ecosystem'

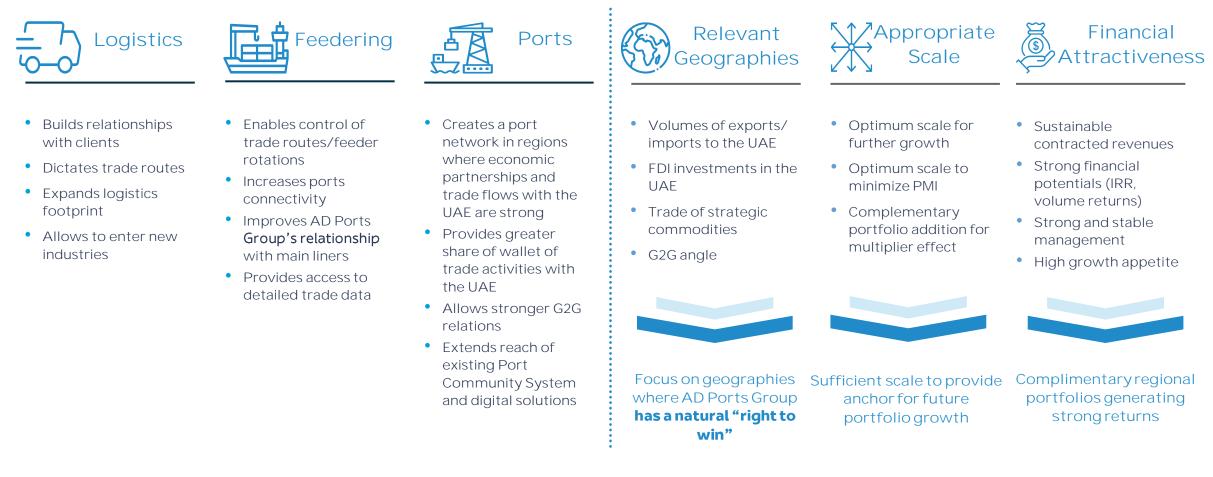
#### Integrated Business Model With Clear Revenue Synergies And Cross-Selling Opportunities



🔆 AD PORTS GROUP

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

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

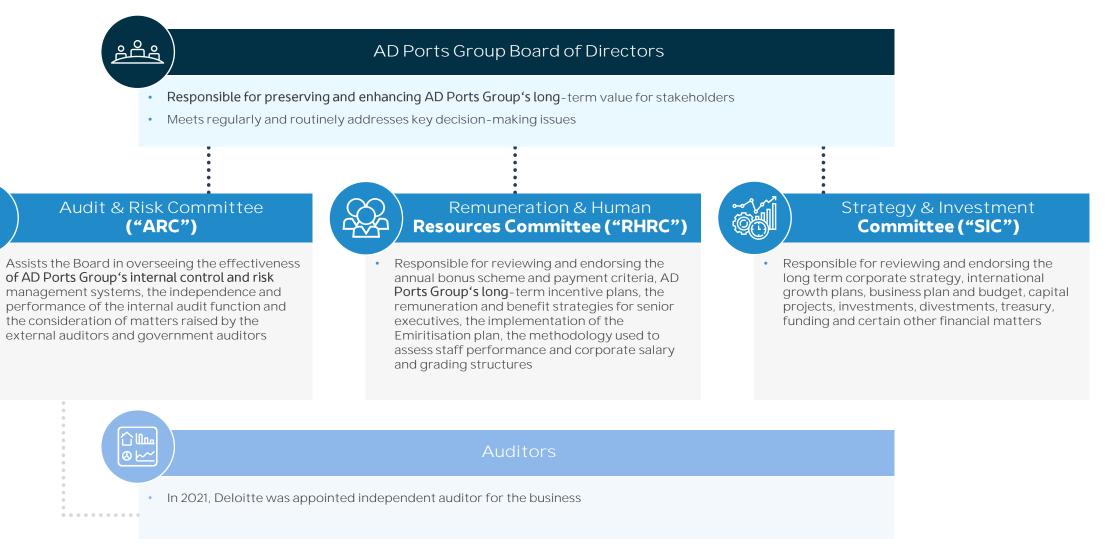


## Committed to ESG



### Comprehensive Governance Structure

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





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### Sustainability Strategy Based On Three Key Pillars







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

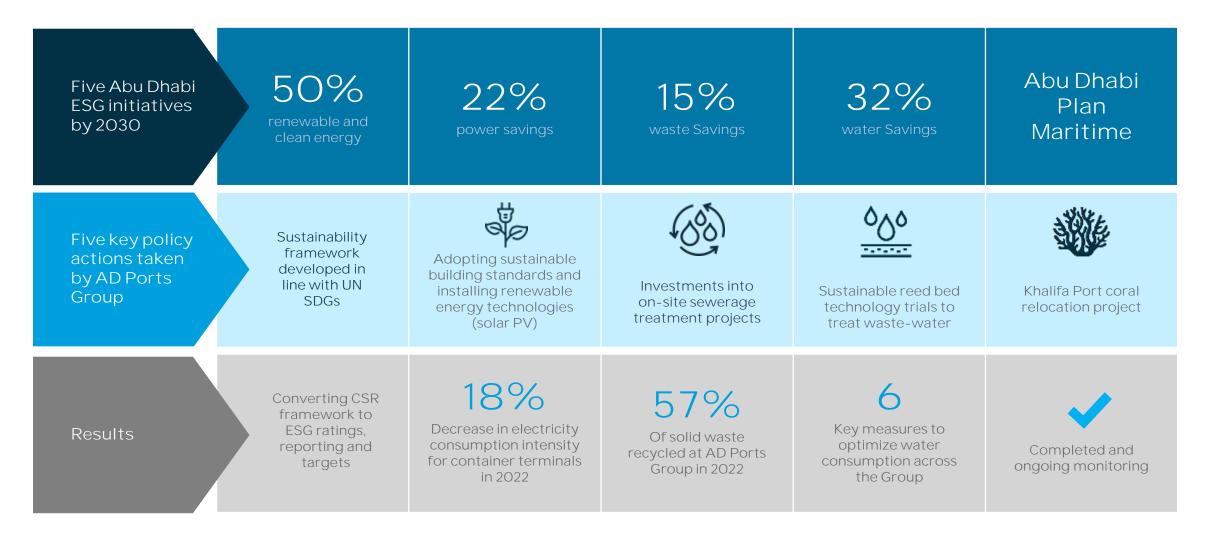


Personal Development and Training: +11% in total training hours in 2022

AD PORTS GROUP Notes: (1) Decrease in Greenhouse Gas emission intensity per TEU in 2022 vs 2021, (2) Sustainability Development Goals

### ESG Is Embedded In The Business And Linked To AD's Targets

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







### Thank you

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