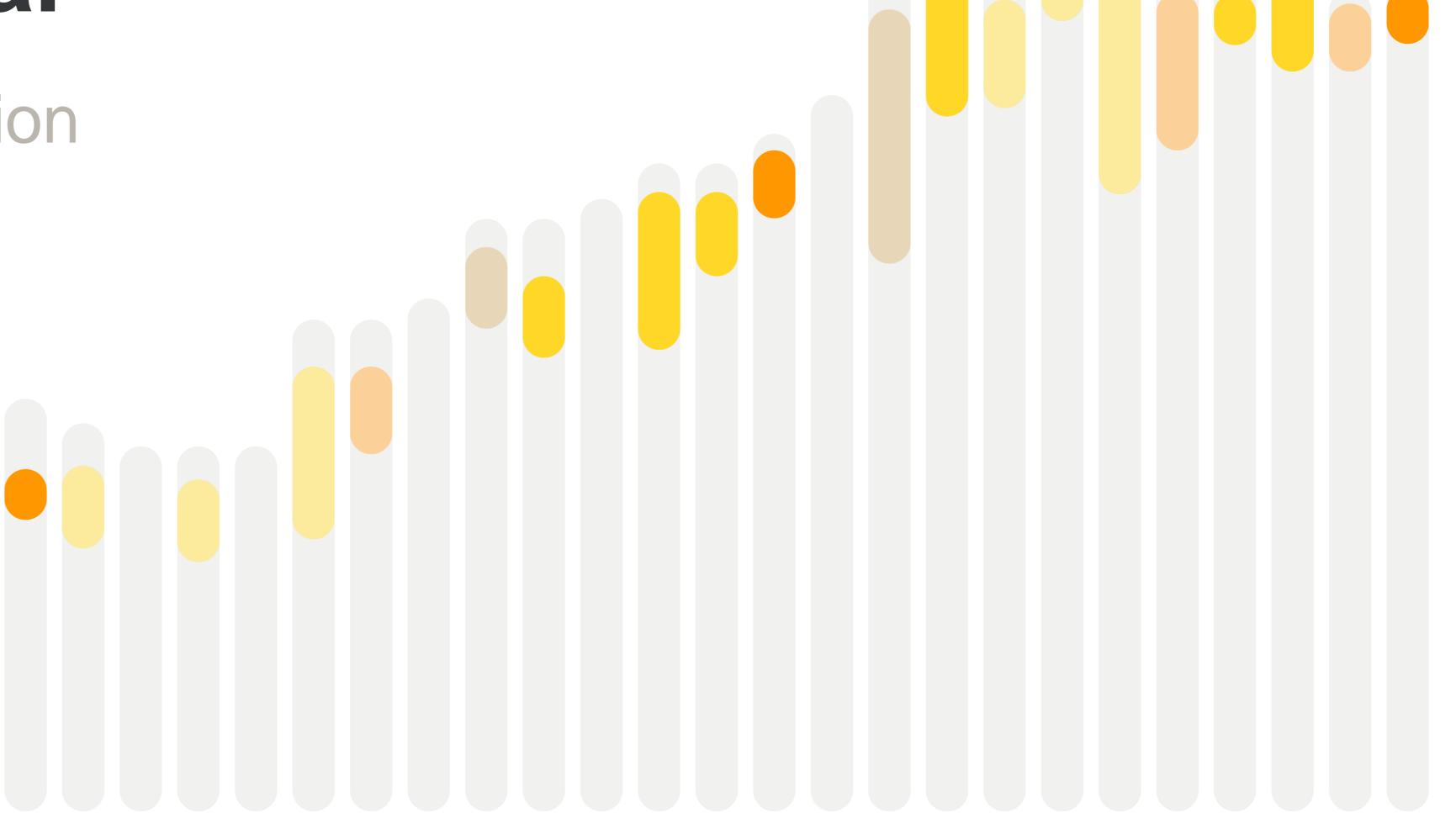


## Agility Global



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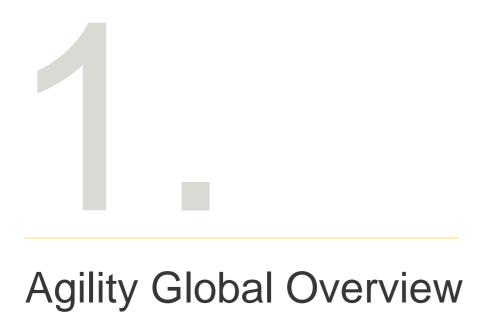
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## Agenda











# Agility Global Overview



## **Agility Global overview**



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

#### **Owned and Operated Businesses**

**Aviation Services** 

ENZIES AVIATION

**Fuel Logistics** 

Global leader in fuel &

shipping and logistics

No. 1 fuel supplier to

chemicals storage,

**Logistics Parks** 

**Other Businesses** 



Investments

#### **D5V**



Reem mega mall

project in Abu Dhabi

 Global leader in air & ocean freight forwarding, contract logistics and road freight

 Listed on the Copenhagen stock exchange

Top 3 freight

forwarder globally

Global presence (HQ: Denmark)

9% ownership

One of the largest shareholders

**Ventures** 

















 Other strategic investments in commercial and industrial real estate across the GCC

 Portfolio of venture capital minority investments

 Leading-edge startups focused on technologies that contribute to digital supply chain, climate action, communities and SME empowerment

**TRISTAR** 



Leading developer of warehouse parks and light industrial facilities

1st EDGE Advanced warehouses in MENA & West Africa







2.2 B

company

of operation

2023 Revenue

Top three global

aviation services

No.1 by countries

265

**Airports** 

45,000

staff; global presence

500+ customers 1.1 B

the UN

2023 Revenue

29

Countries

2,400

200+

customers

Staff; global presence

84% of total revenues in FY 2023

46 M

2023 Revenue

680 K

Sqm Warehousing

100

Staff GCC, Africa, India,

50+

customers

32% of total assets in FY 2023

0.6 B 2023 Revenue

Portfolio of operational businesses with focus on the broader logistics, ecommerce, real estate, technology and services space

## **Agility Global Update**



#### **Latest Business News Update**



- Agility Global lists on ADX May 2<sup>nd</sup>, 2024.
- Menzies Aviation won seven ground handling licenses in landmark Spanish tender and started operations this year.
- Menzies Aviation completes Ground force Portugal deal; an acquisition of a 50.1% stake in Ground force, June 2<sup>nd</sup>, 2024.
- Tristar commences its operation of RM Parks Sri Lanka.
- DSV share price recovers on the back of Q2 results and M&A potential
- Reem Mall officially opens May 29<sup>th</sup>.

#### **Controlled Segment (H1 2024)**

Q2 2024

H1 2024

1.1 B USD

2.1 B USD

Revenue (+16%)

Revenue (+ 11%)

90 MIn USD

EBIT(+47%)

**177 MIn USD** EBIT (+59%)

Investment Segment & ND (H1 2024)

**4.5 B USD** 

Investment Pillar (- 150 mln USD vs Dec-23)

2.7 B USD

Net Debt



## Q2 & H1 Financial Performance



## **Executive Summary by key segment**



#### **EBIT Performance**

Million USD	Q2 '24	Q2 '23	%	H1 '24	H1 '23	%
Menzies	44	32	37%	85	64	33%
Tristar	38	29	33%	77	48	63%
ALP	9	7	24%	19	15	28%
Others	-2	-7	75%	-4	-15	70%
Total Controlled	90	61	47%	177	111	59%
Investments	3	0	622%	12	13	-9%
Total reported EBIT	93	62	51%	188	124	52%

#### **Investment Pillar**

Million USD	Jun <b>'24</b>	Mar '24	%	Dec '23	%	Remarks
DSV Investment	2,956	3,132	-6%	3,396	-13%	19.3 Mn shares
Equity Collar	336	277	21%	212	58%	14 Mn shares
FX reserve - collar debt	21	3	609%	-57	-138%	FX impact for the \$ 2.4 Bn debt from the funded collar
DSV	3,313	3,412	-3%	3,551	-7%	
Reem Mall	774	730	6%	712	9%	Mainly Convertible debt
Others	383	368	4%	357	7%	NREC, GWC Tech Inv
Total	4,470	4,510	-1%	4,620	-3%	

#### **Cash Flows**

Million USD	Q2 '24	Q2 '23	%	H1 '24	H1 '23	%
OCF	170	108	57%	222	173	28%
Payment of Lease Obligation	-50	-45	10%	-95	-80	19%
CAPEX and Investments	-109	-60	83%	-154	-140	10%
FCF Post Lease Payment	11	3	243%	-27	-47	-42%

#### **NET DEBT**

Million USD	Jun '24	Mar '24	%	Dec '23	%	Remarks
Total Interest-Bearing Debt	3,289	3171	4%	3,218	2%	Mainly \$2.4 Bn on the back of DSV Shares & the collar hedge
Cash and Cash Equivalent	568	902	-37%	565	1%	
Net Debt	2,722	2,269	20%	2,654	3%	

## Income Statement by key entity

## (USD mln)



#### Revenue

Million USD	Q2 2024	Q2 2023	%	H1 2024	H1 2023	%	
Menzies	632	529	20%	1,209	1,033	17%	
Tristar	295	280	5%	546	554	-1%	
ALP	13	11	13%	25	22	17%	
Others	169	134	26%	307	273	13%	
Total Controlled	1,108	953	16%	2,088	1,881	11%	

#### **EBITDA**

Million USD	Q2 2024	Q2 2023	<b>%</b>	H1 2024	H1 2023	%
Menzies	91	71	28%	179	137	30%
Tristar	63	53	19%	128	97	32%
ALP	9	7	24%	19	15	28%
Others	1	(2)	138%	0	(4)	110%
Total Controlled	164	130	27%	325	244	<i>33%</i>
Investments	3	0	622%	12	13	-9%
Total reported EBITDA	167	130	28%	337	257	<i>31%</i>

#### **EBIT**

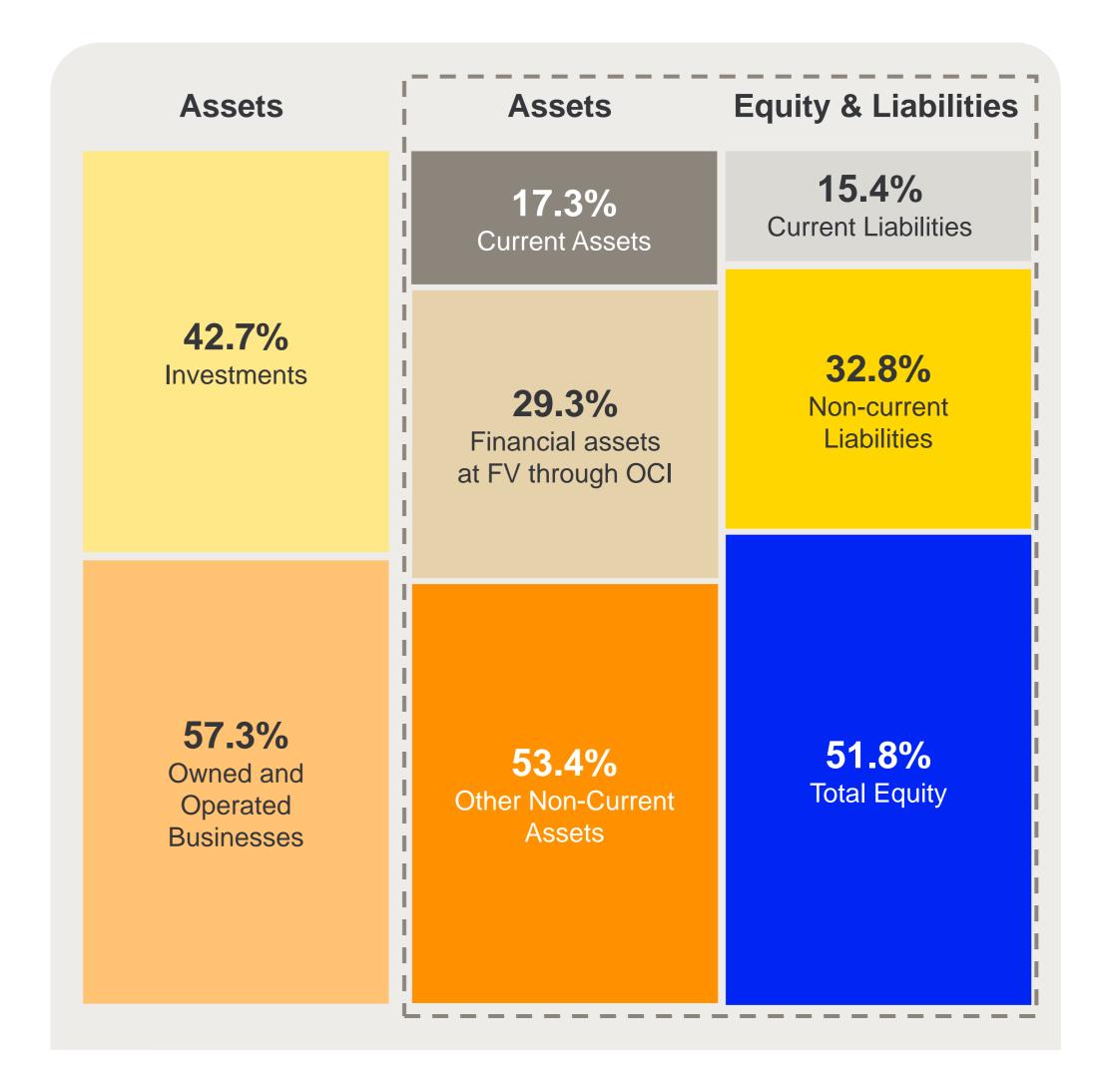
Million USD	Q2 2024	Q2 2023	<b>%</b>	H1 2024	H1 2023	%	
Menzies	44	32	37%	85	64	33%	
Tristar	38	29	33%	77	48	63%	
ALP	9	7	24%	19	15	28%	
Others	(2)	(7)	75%	(5)	(15)	70%	
Total Controlled	90	61	47%	177	111	<i>59%</i>	
Investments	3	0	622%	12	13	-9%	
Total reported EBIT	93	62	<b>51%</b>	188	124	<i>52%</i>	

## Balance Sheet (in USD millions)



Strong asset and equity base to support future growth plan

Balance sheet	June 24	Dec 23	%
Current assets	1,813	1,664	9.0%
Financials assets at FV through OCI	3,068	3,505	-12.5%
Non-Current assets	5,596	5,004	11.8%
Total assets	10,477	10,173	3.0%
Current liabilities	1,610	1,382	16.5%
Non-current liabilities	3,433	6,290	-45.4%
Total liabilities	5,042	7,672	-34.3%
Equity attributable to Shareholders	5,012	2,109	137.7%
Non-controlling interests	423	392	7.7%
Total Equity	5,434	2,501	117.3%



## Net debt (in USD millions)



in USD million	June 2024	Dec 2023
Interest-bearing loans	3,289	3,218
	3,209	3,210
Lease liability (current & non- current)	662	540
Total debt	3,952	3,757
Minus cash & cash equivalents	(568)	(565)
Net debt	3,384	3,192
Less funded collar	2,346	2,424
Net debt excl. funded collar	1,038	768
ND (as reported) / EBITDA (annualized)	5.0x	5.3x
ND (ex. Funded collar) / EBITDA (annualized)	1.5x	1.3x

#### Main financial debt components USD (millions)



Funded collar on DSV Shares (1)	2,346
Businesses own external financing (2)	943
Total interest-bearing loans	3,289

Gross proceeds of EUR 2.2 B and net proceeds of EUR 1.9 B
 Mainly debt at the Tristar level (fully consolidated)

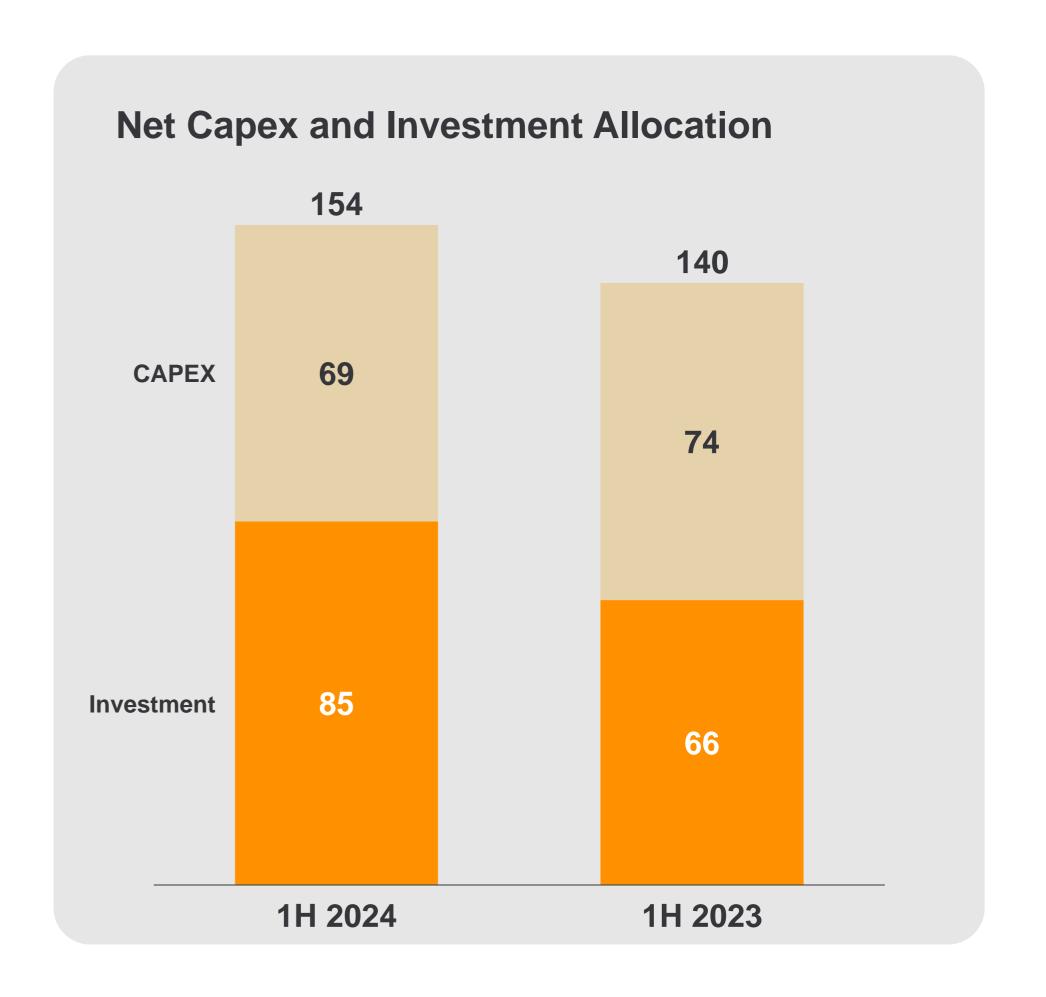
## Cash flow statement (in USD millions)



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

Cash Flow Statement	H1 2024	H1 2023	%
Cash from Operating activities before changes in working capital	294	229	29%
Changes in working capital	(49)	(25)	94%
Other Items	(24)	(31)	22%
Net Cash flow from operating activities	222	173	28%

Financial Highlights		
Net CAPEX as % of Revenue	3.3%	3.9%



## Key investment highlights



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

Diversified portfolio of high value assets positioned in growing sectors driven by structural macro-trends

Proven organizational model, with strong governance to drive value

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

Replicable value creation
approach built on active
portfolio management; acquiring,
developing and monetizing
businesses

Committed to ESG bestpractices focused on governance, climate, social impact, and transparency Healthy balance sheet and strong asset base; focused on growing shareholder value and returns



Q&A







