

Al-Khaldi Logistics Company

Issuer Information		Shareholders	Pre-IPO	Post-IPO	
Market	Nomu	Al-Khaldi Holding Co.*	70%	70%	
Offering Period	May'27-Jun' 1	Al-Khaldi Investment Co.*	30%	23%	
Price (SAR)	44-47				
Number of Shares Offered (mn)	1.05	Qualified Investors	0%	7%	
% of Share Capital (Post-IPO)	7.0%	Total	100%	100%	
Total Share Capital (SAR mn)	150.0	*Al-Khaldi Holding Co. has indirect own of Al-Khaldi Investment Co., which in to			

15.0 issuer's capital.

Financials

No. of Shares (mn)

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Amounts in SAR mn	2022	2023	YoY (%)	2024	YoY (%)
Revenue	289.7	297.7	2.8	328.8	10.4
Cost of sales	(195.0)	(194.5)	(0.3)	(217.4)	11.8
Gross profit	94.7	103.2	9.0	111.4	7.9
Operating profit	53.0	58.6	10.7	61.5	5.0
Net income	42.5	57.8	36.0	56.5	(2.3)
EPS	2.8	3.9		3.8	
Total assets	620.5	561.4	(9.5)	579.1	3.2
Total shareholder's equity	254.3	207.6	(18.4)	233.8	12.6
BVPS	17.0	13.8		15.6	
Ratios					
Gross margin (%)	32.7	34.7	2.0	33.9	(0.8)
Operating margin (%)	18.3	19.7	1.4	18.7	(1.0)
Net margin (%)	14.7	19.4	4.7	17.2	(2.2)
RoAE (%)	-	25.0		25.6	
RoAA (%)	-	9.8		9.9	

Peer Company Valuations

Company	Market Cap (SARmn)	PER (x)	PBV (x)	RoAE (%)
Munawla Cargo Co.*	107	16.9	2.6	8.3
Al-Khaldi Logistics Co.	660-705	11.7-12.5	2.8-3.0	25.6

^{*} Valuations are based on a TTM basis and closing prices of May 27, 2025. Source: Company Prospectus, Yageen Capital, Bloomberg, Tadawul, and anbc Research

May 28, 2025

Al-Khaldi Logistics Co. (Al-Khaldi) was established in Al Khobar in 2008 and has a capital of SAR 150 mn. The company primarily offers land freight transportation services, with a specialization in the delivery of refrigerated and frozen goods, as well as the transport of heavy equipment, liquids, and liquefied gases. As of end December 2024, the company operates across 9 locations, with a fleet comprising of 1,380 trucks, 1,645 trailers, and a workforce of 1,292 drivers. In addition, to land freight transportation, the company also derives a minimal proportion of its revenue from customs clearing services for sea freight. Al-Khaldi is offering 1.05 mn shares, representing 7% of its total share capital, at an IPO price range of SAR 44-47 per share, implying a P/E multiple range of 11.7x-12.5x. The IPO will be limited to qualified investors on the Nomu-Parallel Market from May 27 – June 1. All proceeds will be distributed to the selling shareholders.

- The company primarily provides land freight transportation services across Saudi Arabia, GCC, Jordan, and Europe, operating a fleet of 1,380 trucks and 1,645 trailers equipped with advanced technology systems to transport chilled and frozen goods, heavy equipment, and liquid materials. In 1H 2024, land transport accounted for 89.7% of total revenues, while clearing services for sea freight contributed a modest 0.7%. Additionally, the company generated SAR 15.9 mn (9.7%) from truck sales during this period; however, this business line has since been discontinued.
- Revenue streams are diversified across: (i) monthly contracts (fixed truck leasing with drivers), (ii) distance-based contracts (revenue is calculated based on the km traveled), and (iii) sea freight and customs clearance services.
- Revenue grew by 2.8% YoY in 2023 to SAR 297.7 mn, followed by a further 10.4% YoY increase in 2024, reaching SAR 328.8 mn. This growth was supported by strategically located facilities that enhance transportation and logistics efficiency. Net income rose by 36.0% YoY in 2023 to SAR 57.8 mn, before slightly declining by 2.3% YoY in 2024 to SAR 56.5 mn. The decline was likely driven by a 12% YoY increase in finance costs and general and administrative expenses, coupled with a 74% YoY drop in other income (profit from sale of properties, equipment and scrap, revenue from supplier claims, etc.). Per the prospectus, the company expects contract revenues for 2025 to total SAR 325.3 mn.
- As of December 2024, the company's fleet has an average age of 8 years for trucks and 10 years for trailers. On average, each driver covers approximately 10,942 kilometers per month. The total distance traveled has exceeded 153 mn kilometers, with an operating cost of SAR 1.23 per kilometer/trip. The company generates a monthly revenue of SAR 20.6k per driver against a monthly cost of SAR 6k per driver.
- As per company guidance, Al-Khaldi intends to (i) increase its fleet size by at least 30%, (ii) add 3PL (Third Party Logistics) services, and (iii) provide warehousing services.
- In terms of peer comparison, we identified Munawla Cargo Co. listed on the Nomu-Parallel market as the most comparable company. Munawla currently trades at an average P/E of 16.9x and a P/B multiple of 2.6x, Al Khaldi's IPO price of SAR 44-47 implies a P/E of 11.7-12.5x and a P/B multiple of 2.8-3.0x. implying a discount of 26% to 31% compared to its peer.





Al-Khaldi Logistics Company

Revenue Breakdown by Business Line

Revenue Dieakdown by Business Line								
	2022	(%)	2023	(%)	1H23	(%)	1H24	(%)
Land Transport	289.5	99.9	293.8	98.7	142.4	99.9	148.0	89.7
Clearing Services for Sea Freight	0.2	0.1	0.5	0.2	0.1	0.1	1.1	0.7
Truck Sales*	-	-	3.4	1.2	-	-	15.9	9.7
Total	289.7	100%	297.7	100%	142.5	100%	165.1	100%

*In 2023, the company sold 100 new Sino 4X2 trucks to Gulf Cars Company (a related party), with payment scheduled in two installments. The first installment of SAR 3.4 mn was received at the end of 2023, while the second payment of SAR 15.9 mn was received during 1H24. It is worth noting that the company does not intend to continue the business of selling transport vehicles in the future.

Sector-wise Revenue Breakdown

	2022	(%)	2023	(%)	1H23	(%)	1H24	(%)
Energy Sector	191.5	66.1	208.4	70.0	98.1	68.9	113.4	68.7
Electricity Sector	15.8	5.5	5.7	1.9	3.1	2.2	1.9	1.1
Oil Services Sector	32.9	11.4	30.4	10.2	16.3	11.4	14.3	8.7
Other Sectors	49.5	17.1	53.1	17.9	25.0	17.5	35.4	21.5
Total	289.7	100%	297.7	100%	142.5	100%	165.1	100%

This table shows the company's performance according to the internal division of its main activities. The energy sector refers to the transportation of specialized equipment in energy extraction operations, while the electricity sector refers to the transportation and delivery of fuels to main and mobile generators. The oil services sector involves the transportation of equipment to drilling platforms and sites, and finally, the other sectors involve the transportation of raw and main materials such as cement, iron, and plastic to multiple companies.

Chart 1: Fleet Details



1,292 Drivers



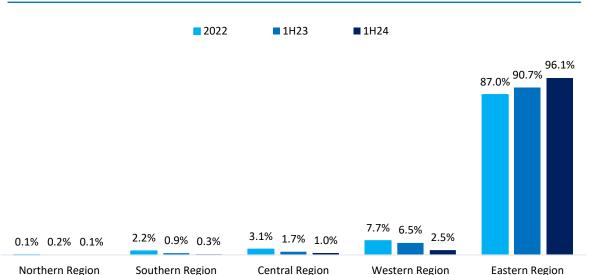
1,645 Trailers



1,380 Trucks

Source: Company Prospectus, Yaqeen Capital.

Chart 3: Region-wise Revenue Breakdown



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Chart 2: Operating Locations

Northern Region
Hail City
Tabuk City

Western Region

Abha City Jizan City Dhahran City



Al-Khaldi Logistics Company

Notable Contracts

	Contract (1)	Contract (2)	Contract (3)	Contract (4)	Contract (5)	
Services	Transport	Shipping	Shipping	Transport	Transport	
Nature of Service	General Cargo Transport	General Cargo Transport	Materials Transportation	Transporting iron	Fuel and potable and non-potable water transportation contract to remote locations	
Contract Duration	9 Years: Starts on 2017 ends in 2026 (10 months remaining).	9 Years: Starts on 2017 ends in 2026 (10 months remaining).	10 Years: Starts on 2015 ends in 2029 (4 years and 9 months remaining).	7 Years: Starts on 2019 ends in 2026 (1 year and 4 months remaining).	5 Years: Starts on 2024 ends in 2029 (4 years and 2 months remaining).	
Total Contract Value (SAR mn)	Total: 728.5 mn. Collected: 398.0 mn. Remaining: 330.6 mn.	Total: 552.6 mn. Collected: 372.0 mn. Remaining: 180.5 mn.	Total: 238.0 mn. Collected: 105.5 mn. Remaining: 132.5 mn.	Total: 224.4 mn. Collected: 113.7 mn. Remaining: 110.7 mn.	Total: 65.0 mn. Collected: 4.4 mn. Remaining: 60.6 mn.	
Contract Nature	Truck rental with drivers (monthly and per kilometer).	Truck rental with drivers (monthly and per kilometer).	Truck rental with drivers (per kilometer).	Truck rental with drivers (per kilometer).	Truck rental with drivers (per month).	
Completion Percentage	54%	67%	44%	50%	7%	





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