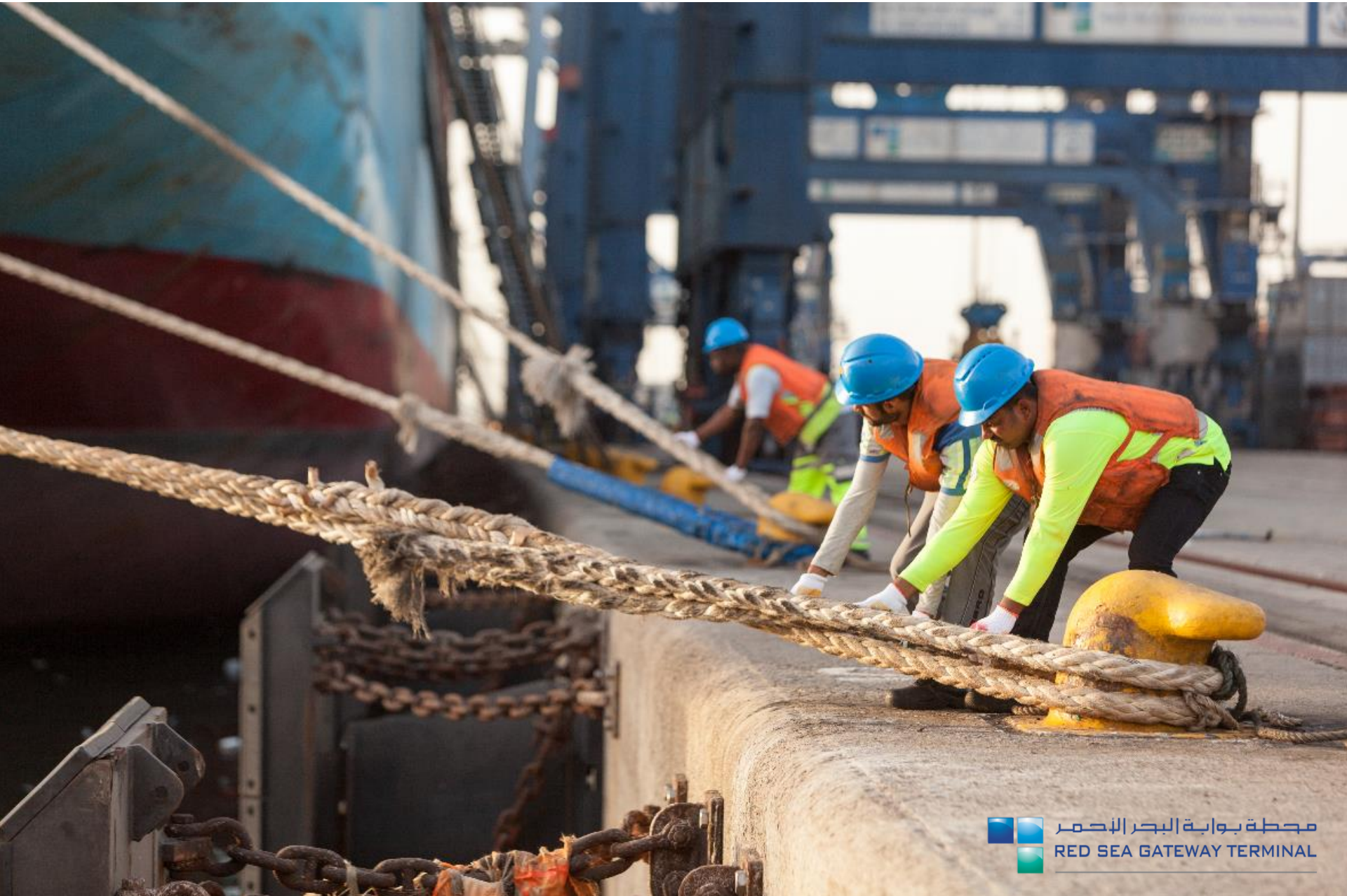


Webinar on Port Assets Investments Planning

July 16, 2020

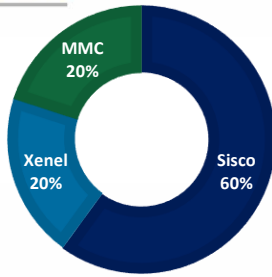


Red Sea Gateway Terminal - Snapshot

MMC Group Berhad

8th largest port developer & operator (by TEU capacity) in the world; largest Malaysian infrastructure developer and operator

Xenel Descendant of the oldest merchant family in the Gulf, the Xenel group is at the center of 40 publicly and privately held companies and employs over 13,000 people



Saudi Industrial Services Co.

publicly listed (Saudi stock exchange) Saudi Arabian infrastructure developer & operator

2.5mil TEU / 5.2mil TEU

RSGT Capacity (2019)
RSGT Capacity (2020)

2 mil TEU

2019 Throughput

2nd

Largest container port in the Middle East

14mil TEU

Cumulative volume handled since 2010

Top 5

Global ranking for terminal productivity



12mil / 34mil

Jeddah direct hinterland / KSA population

Robust institutional backing

Large Saudi Arabian and Malaysian conglomerates as investors and active supporters of our growth

Strategic support

Supported by strategic sovereign investment initiatives

#1

Largest port developer and operator in the Kingdom of Saudi Arabia



Heavy Industries

Saudi Cable Company (SCC)
Hidada

Petrochemicals

Natpet
Safra

Industrial Services

AECOM Arabia
Saudi Miebach
Arabian Services Group
Al-Karam Al-Arabi

Construction

Tecnimont Arabia Ltd.
CTCI Arabia Ltd.

Infrastructure

Red Sea Gateway Terminal
Al Qatrana IPP
Abour Wind Farm IPP
Sapphire Electric Company Ltd.
Saudi Industrial Services Co.
Logipoint

Real Estate

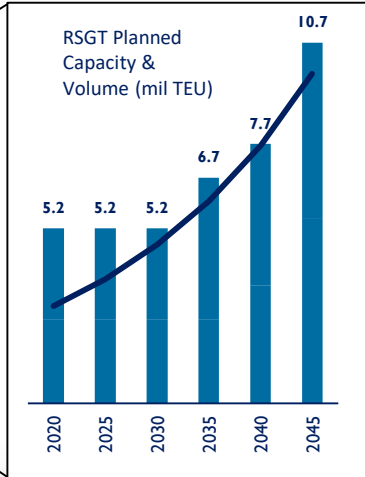
Xentury City
Tamlik

Transport, Logistics & Building Materials

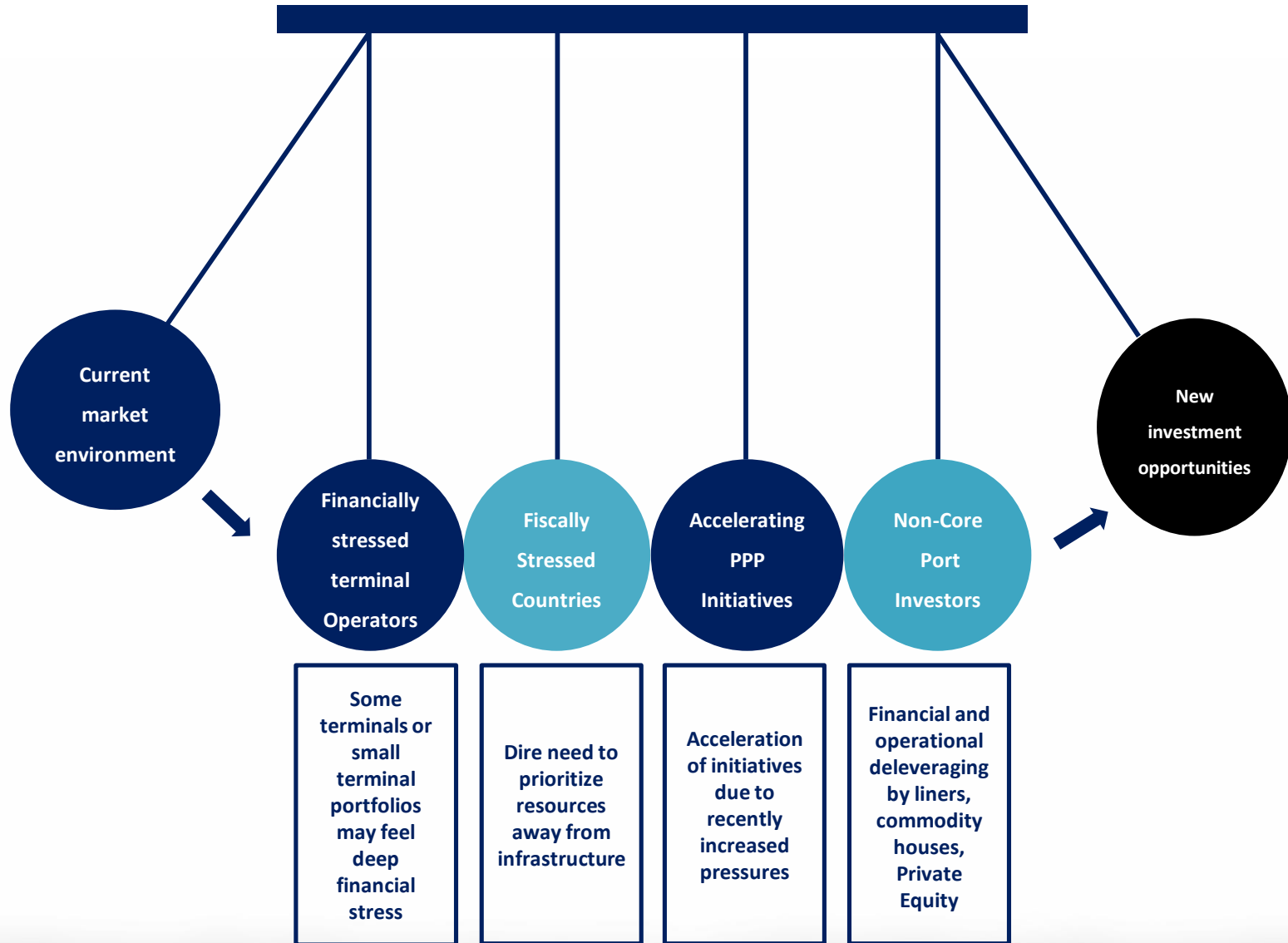
Arabian Bulk Trade Ltd.
Binex
Saudi Bulk Transport
Saudi Scaffolding Factory
Agri Bulk Trade

Healthcare

AMI
Magrabi
Imdad Medical Business Co., Ltd.

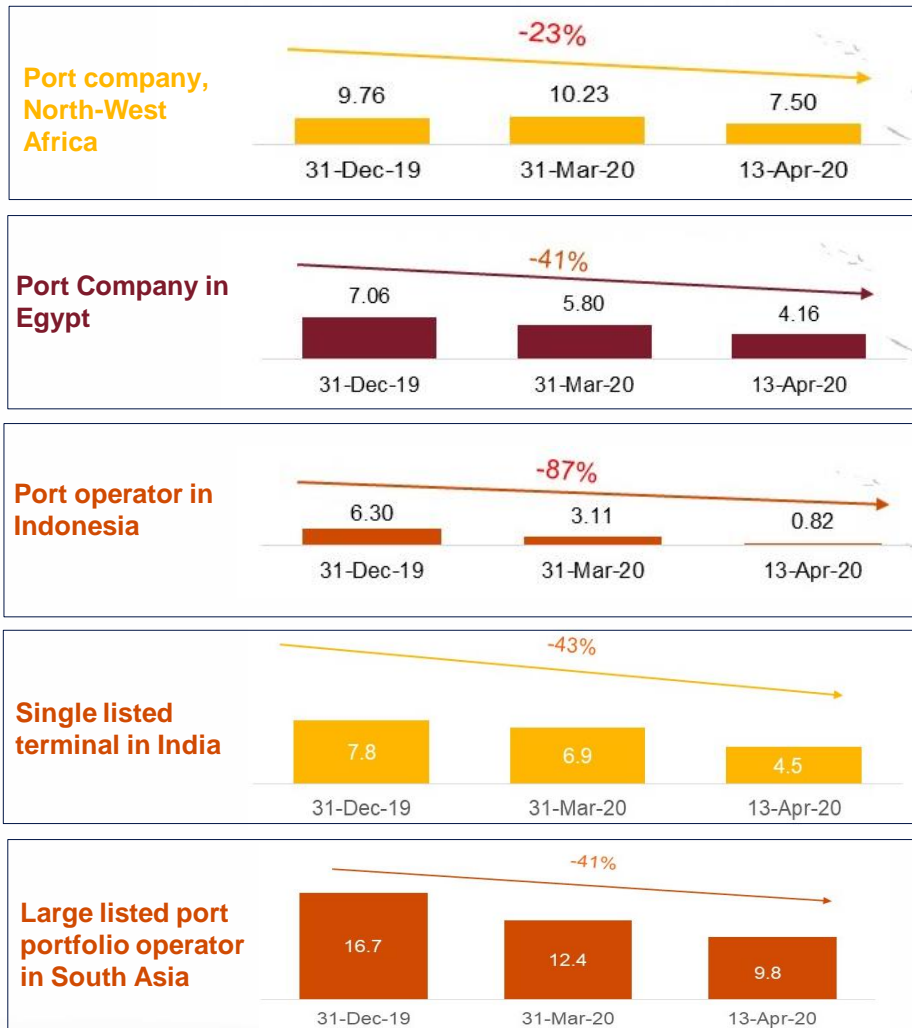


Current factors will force new themes to emerge in the port sector



Companies with strong positions shall be well positioned to grow inorganically ..

EV/EBITDA changes (Dec 2019 – April 2020)



- Post 2009 sustained market rise including in the port sector pushed concession / asset prices to record levels
- As a result, significant port capacity was created causing distributed volume, lower utilization and profitability
- Current volume drops are stressing highly leveraged balance sheets
- Combined with an expectation of a long term downturn, this is bringing hitherto unavailable assets to market
- Potentially sparking higher M&A activity in the coming months
- Allowing companies with strong positions to consolidate assets ..

.. at potentially more affordable entry prices as compared to the last decade

Select port sector deals 2013-2020

Date	Asset	Geography	Deal Size (\$m)	EV/EBITD A	Sellers	Buyers
2020	Kamarajar Port Limited	India	383	-	Government of India	Chennai Port Trust
2019	CSP Abu Dhabi CFS Limited	UAE	59	-	COSCO SHIPPING Ports Limited	Qingdao Port International
2019	Poliport Kimya Sanayi Ve Ticaret	Turkey	14	-	Sark Mensucat Fabrikalari A.S.	Polisan Holding A.S. (IBSE:POLHO)
2019	Quy NHON Port	Vietnam	16	-	Hop Thanh Joint Stock Company	Vietnam National Shipping Lines
2018	PT Kuala Pelabuhan Indonesia	Indonesia	8	-	PT Indika Logistic & Support	PT Petrosea Tbk (IDX:PTRO)
2018	PT Nusantara Infrastructure	Indonesia	107	-		PT Metro Pacific Tollways
2018	Marine Infrastructure Developer	India	278	-	Adani Ports & SEZ Ltd	Larsen and Toubro
2016	Port of Melbourne	Australia	7300		Victoria Port Authority	Lonsdale Consortium
2015	Port of Newcastle	Australia	1,348	27 x	Government of New South Wales	Hastings Fund Management, CMC
2015	Associated British Ports Holdings	UK	2,512	25 x	Goldman Sachs, InfraCapital	Hermes Infrastructure, CPPIB
2015	Marchwood Sea Mounting Center	UK	835		Government of UK	
2015	Montreal Container Terminals	Canada	660	16 x	Morgan Stanley	Desjardins Group
2013	Port of Brisbane	Australia	1,233	27 x	Global Infrastructure Partners	Caisse de dépôt, Quebec
2013	Port of Botany & Kembla	Australia	5,322	25 x	Government of New South Wales	IFM, Australian Super, ADIA, Q Super, CBUS, HESTA, Hostplus

Source credit: PwC, India

Meanwhile, RSGT remains committed to its significant expansion plans in Saudi Arabia ..



	2009-2019	Planned : 2020 – 2023	Envisaged: 2024 – 2049
Investment	USD 0.7 billion	USD 0.27 million	USD 1.5 billion
Key Length	1,350 meter	3,300 meter	4,300 meter
Capacity	2.5 million TEU	5.2 million TEU	8.8 million TEU
STS	14	24	40
RTG	38	63	136

.. as well as its ambition to expand internationally in a sensible and sustainable manner



Thank You

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