

Date: November 15th, 2024

التاريخ: 15 نوفمبر 2024

M/s Abu Dhabi Securities Exchange

السادة / سوق أبوظبي للأوراق المالية المحترمين

Subject: Results of Analyst Webcast for Q3 2024

الموضوع: انعقاد مؤتمر المحللين للربع الثالث من عام 2024

Please be informed that Agility Global PLC held its Q3 2024 Analyst Webcast on Thursday 14th of November 2024 at 4.00 pm (UAE Time). Please find attached the presentation that was discussed.

بالإشارة الى الموضوع أعلاه، تفيد شركة أجيليتي جلوبال بي أن مؤتمر المحللين للربع الثالث من عام 2024 قد عقد يوم الخميس الواقع في 14 نوفمبر 2024 الساعة الرابعة بتوقيت الإمارات وتم مناقشة العرض التقديمي المرفق.

Best Regards,

وتفضلوا بقبول فائق التقدير،،،



Investors Relation Department



ادارة علاقات المستثمرين

AGILITY GLOBAL PLC

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Agenda



1.

Agility Global Overview

2.

Q3 & 9M Financial
Performance

3.

Q&A

Agility Global Overview



9M Agility Global Update



Latest Business News Update



- Menzies new businesses such as Spain and Portugal contributed positively to this quarter's results.
- ALP announced an expansion of 100k sqm of warehousing capacity in Riyadh complex with a CAPEX of \$ 65 million
- ALP Broke ground on mega Jeddah logistics park ~600,000 sqm
- DSV share price increased on the back of announcing the acquisition of DB Schenker
- Board approved a \$ 65 million as interim dividends for Q3 2024.

Controlled Segment

Q3 2024

USD 1.2 B
Revenue (+16%)

USD 102 M
EBIT(+20%)

9M 2024

USD 3.3 B
Revenue (+ 13%)

USD 278 M
EBIT (+42%)

Investment Segment & Group ND (9M 2024)

USD 5.1 B¹
Investment Pillar
(+ 484 mln USD vs Dec-23)

USD 2.7 B²
Net Debt
(+ 4% vs Dec-23)

Q3 & 9M Financial Performance



Executive Summary by Key Segment



EBIT Performance

Million USD	Q3 '24	Q3 '23	%	9M '24	9M '23	%
Menzies	60	39	55%	145	103	41%
Tristar	34	32	7%	111	79	41%
ALP	10	8	20%	28	22	25%
Others	(2)	7	-125%	(6)	(9)	-29%
Total Controlled	102	85	20%	278	196	42%
Investments	3	(8)	-133%	14	5	214%
Total reported EBIT	105	77	36%	293	201	46%

Investment Pillar

Million USD	Sep '24	Jun '24	%	Dec '23	%	Remarks
DSV Investment	3,996	2,956	35%	3,396	18%	19.3 Mn shares
Equity Collar	(7)	336	-102%	212	-103%	14 Mn shares
FX reserve – collar debt	(80)	21	-479%	-57	40%	FX impact for the \$ 2.4 Bn debt from the funded collar
DSV	3,910	3,313	18%	3,551	10%	
Reem Mall	803	774	4%	712	13%	Mainly Convertible debt
Others	391	383	2%	357	10%	NREC, GWC Tech Inv
Total	5,104	4,470	14%	4,620	10%	

Cash Flows

Million USD	Q3 '24	Q3 '23	%	9M '24	9M '23	%
OCF	173	147	18%	393	320	23%
Payment of Lease Obligation	(53)	(40)	31%	(148)	(120)	23%
CAPEX and Investments	(26)	(43)	-39%	(180)	(183)	-2%
FCF Post Lease Payment	94	64	47%	65	17	281%

NET DEBT

Million USD	Sep '24	Jun '24	%	Dec '23	%	Remarks
Total Interest-Bearing Debt	3,471	3,289	6%	3,218	8%	Mainly \$2.4 Bn on the back of DSV Shares & the collar hedge
Cash and Cash Equivalent	724	568	27%	565	28%	
Net Debt excluding leases	2,747	2,721	1%	2,653	4%	

Agility Global Income Statement (In USD million)

9M 2024



Summary by business

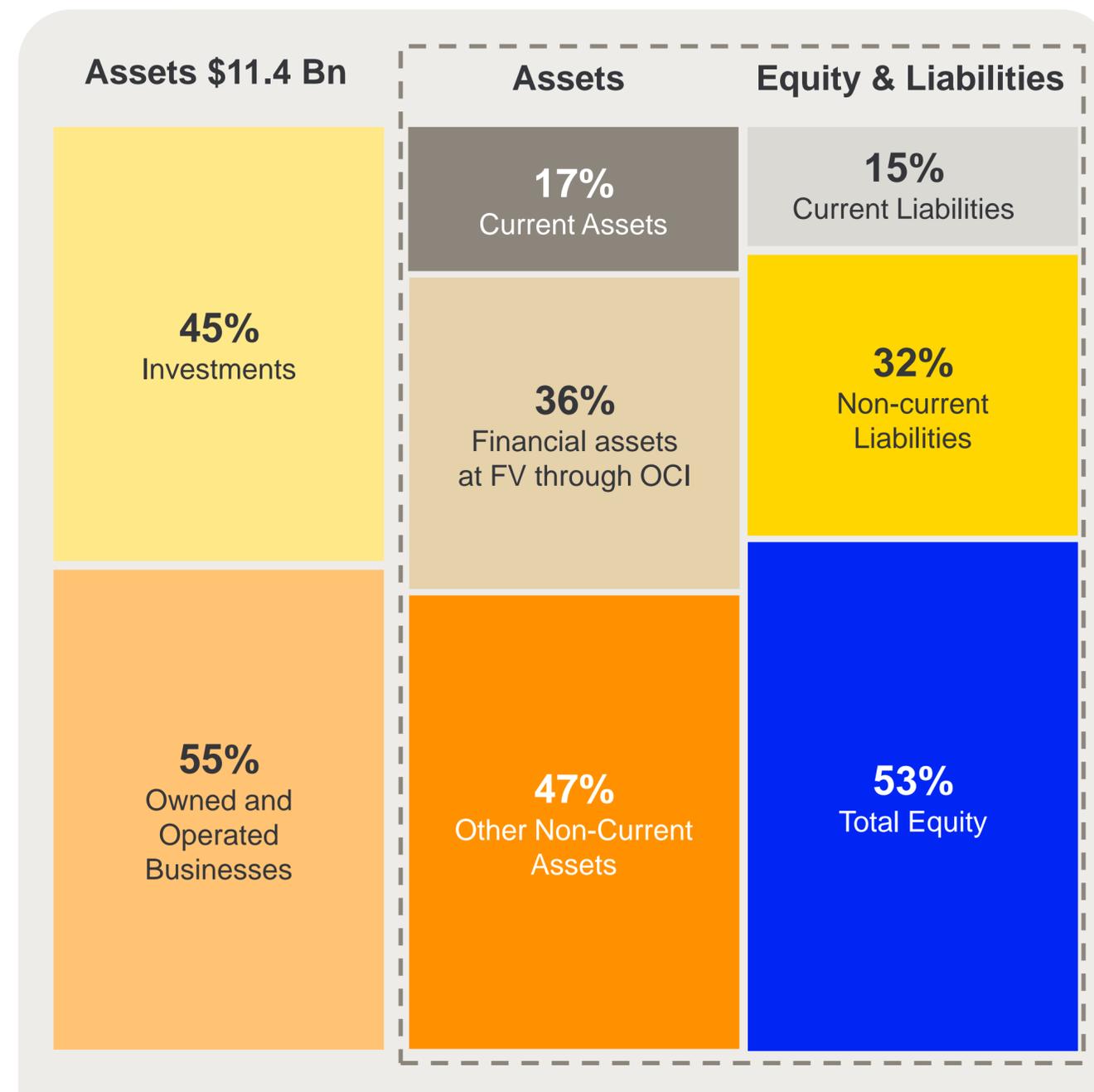


■ Menzies
 ■ Tristar
 ■ ALP
 ■ Others
 ■ Inv.

Balance Sheet (in USD millions)

Strong asset and equity base to support future growth plan

Balance sheet	Sep 24	Dec 23	%
Current assets	1,918	1,664	19%
Financials assets at FV through OCI	4,109	3,505	17%
Non-Current assets	5,340	5,004	7%
Total assets	11,431	10,173	12%
Current liabilities	1,663	1,382	20%
Non-current liabilities	3,673	6,290	-42%
Total liabilities	5,337	7,672	-30%
Equity attributable to Shareholders	5,665	2,109	169%
Non-controlling interests	429	392	9%
Total Equity	6,094	2,501	144%



Net debt (in USD millions)

<i>in USD million</i>	Sep 2024	Dec 2023	Change
Interest-bearing loans	3,471	3,218	253
Lease liability (current & non-current)	758	540	219
Total debt	4,230	3,757	473
Minus cash & cash equivalents	(724)	(565)	(159)
Net debt	3,505	3,192	313
Less funded collar	2,447	2,424	23
Net debt excl. funded collar	1,059	768	291
ND (as reported) / EBITDA (annualized)	5.1x	5.3x	
ND (ex. Funded collar) / EBITDA (annualized)	1.5x	1.3x	



Main financial debt components USD (millions)

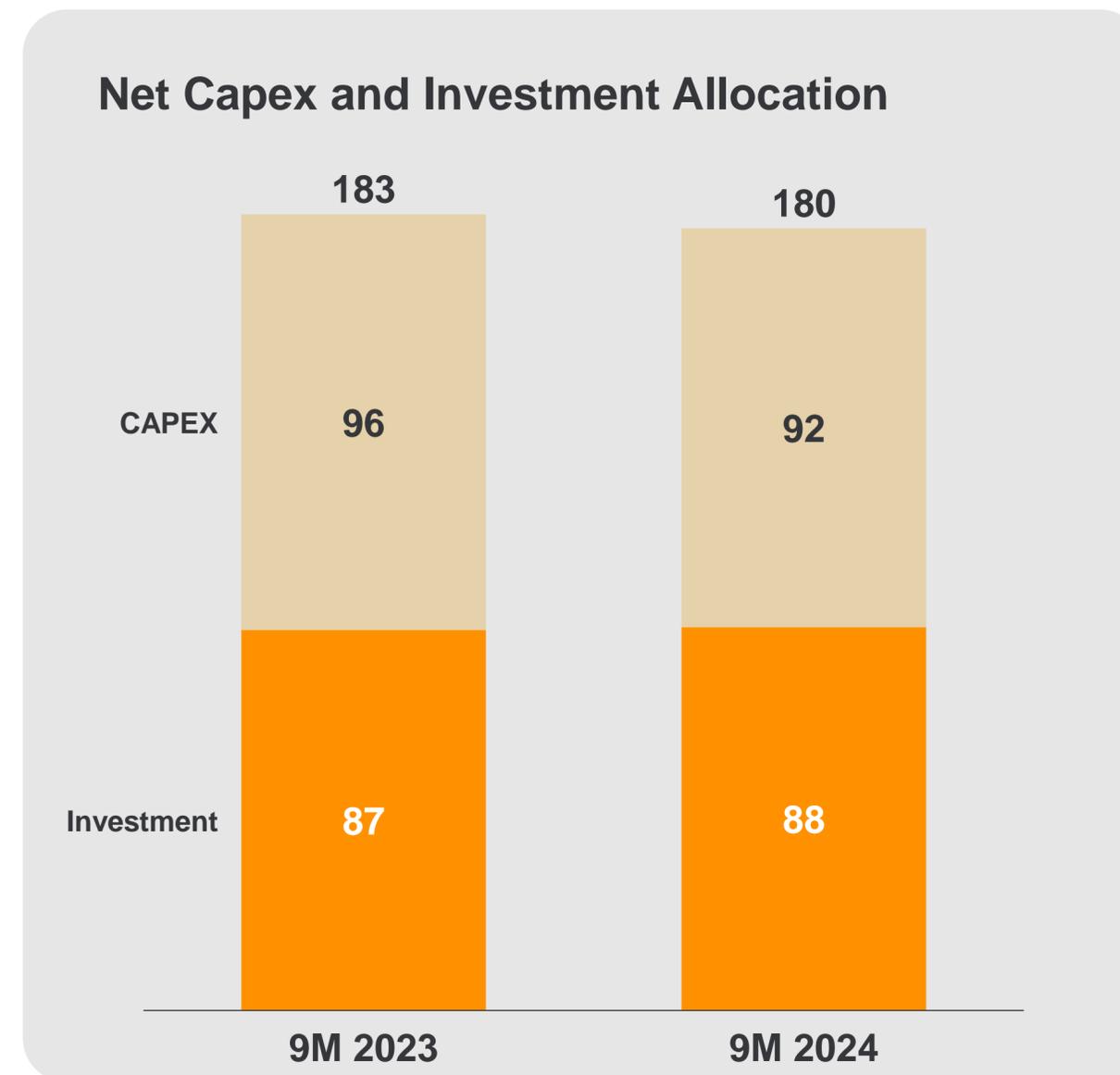
Funded collar on DSV Shares ⁽¹⁾	2,447
Businesses own external financing ⁽²⁾	1,024
Total interest-bearing loans	3,471

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	9M 2024	9M 2023	%
Cash from Operating activities before changes in working capital	457	408	12%
Changes in working capital	(32)	(46)	30%
Other Items	(32)	(42)	24%
Net Cash flow from operating activities	393	320	23%

Financial Highlights		
Net CAPEX as % of Revenue	2.8%	3.3%



Financial guidance



Group guidance below refers to Agility Global consolidated perimeter, excluding investments

	FY2024	9M Actuals
Agility Global consolidated		
Revenue Growth	+17%	+13%
EBITDA margin (%)	13-14%	16%
Capex & Investments	\$400 M	\$180 M
Working Capital intensity ¹⁾	7%	4%
Effective Tax Rate	34%	20%
MENZIES AVIATION		
Revenue Growth	+14%	+19%
EBITDA margin (%)	13.5%	15%
TRISTAR		
Revenue Growth	+35-40%	+7%
EBITDA margin (%)	18-19%	21%
Agility Logistics Parks		
Revenue Growth	+20%	+16%
EBITDA margin (%)	70% excl. valuation gains	73%

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 best-practices focused on governance, climate, social impact, and transparency

Healthy balance sheet and strong asset base; focused on growing shareholder value and returns

Q&A



Thank you!

