



**S'HAIL**  
SHIPPING AND MARITIME BUSINESS

# **FINANCIAL REVIEW JANUARY-JUNE 2023**

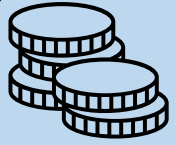
# S'HAIL FLEET



- S'hail Al Wajbah
- S'hail Al Rayan
- S'hail Al Dukhan
- S'hail Lusail

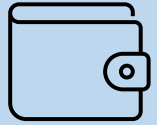


# S'HAIL AL WAJBAH



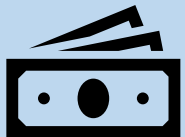
## REVENUE

**Budget** \$ 8,477/- Per Day ↑  
**Actual** \$ 8,512/- per Day  
**Total (Q1+Q2)** \$ 1,540,708/-



## EXPENSES

**Budget** \$ 9,712/- Per Day ↑  
**Actual** \$ 8,430/- Per Day  
**Total (Q1+Q2)** \$ 1,525,771/-



## PROFIT

**Budget** (\$ 1,235/-) Per Day  
**Actual** \$ 83/- Per Day ↑  
**Total (Q1+Q2)** \$ 14,937/-



## BRAKE EVEN POINT

	\$ Per day
Operating Expenses	4,520
Insurance Expenses	642
Indirect Expenses- Fixed	1,010
Depreciation Expenses	1,903
Finance Cost	-
Break Even Point	8,076
Indirect Expenses- Variable	354
<b>Total Expenses</b>	<b>8,430</b>



## OPERATING DAYS

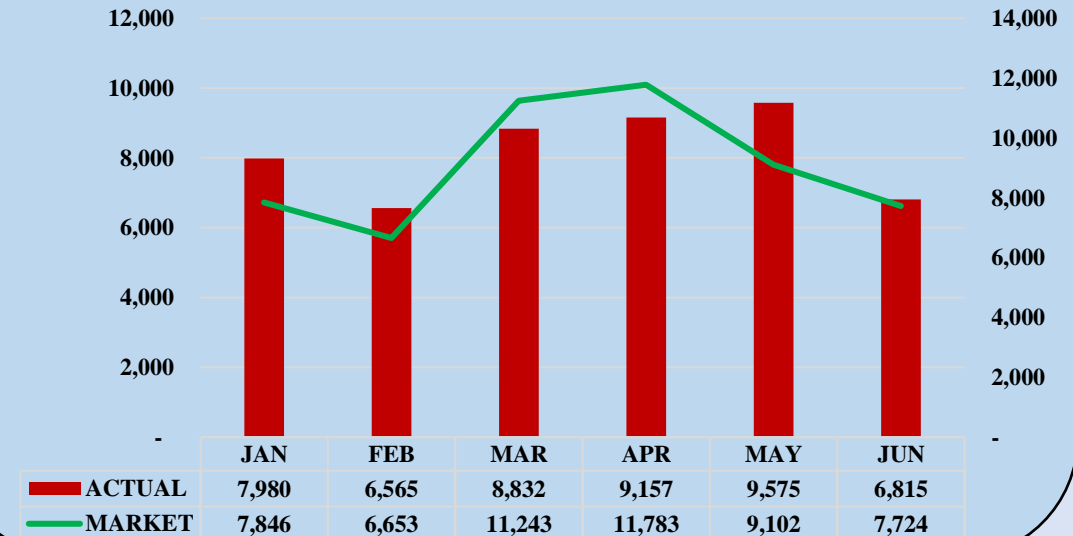
**Off Hire Days** 0.09  
**DD Days** 10.84  
**Operating Days** 170.06

## CHARTER HIRE

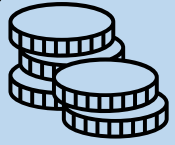
**AVG Market** 9,059 ↓  
**AVG Actual** 8,154

## MARKET Vs ACTUAL

### PER DAY HIRE

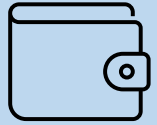


# S'HAIL AL RAYAN



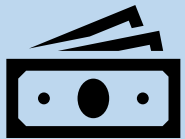
## REVENUE

**Budget** \$ 11,062/- Per Day  
**Actual** \$ 11,262/- per Day ↑  
**Total (Q1+Q2)** \$ 2,038,410/-



## EXPENSES

**Budget** \$ 9,889/- Per Day ↑  
**Actual** \$ 9,007/- Per Day  
**Total (Q1+Q2)** \$ 1,630,351/-



## PROFIT

**Budget** \$ 1,173/- Per Day  
**Actual** \$ 2,254/- Per Day ↑  
**Total (Q1+Q2)** \$ 408,059/-



## BRAKE EVEN POINT

	\$ Per day
Operating Expenses	4,316
Insurance Expenses	643
Indirect Expenses- Fixed	1,010
Depreciation Expenses	1,916
Finance Cost	769
Break Even Point	8,654
Indirect Expenses- Variable	354
<b>Total Expenses</b>	<b>9,007</b>



## OPERATING DAYS

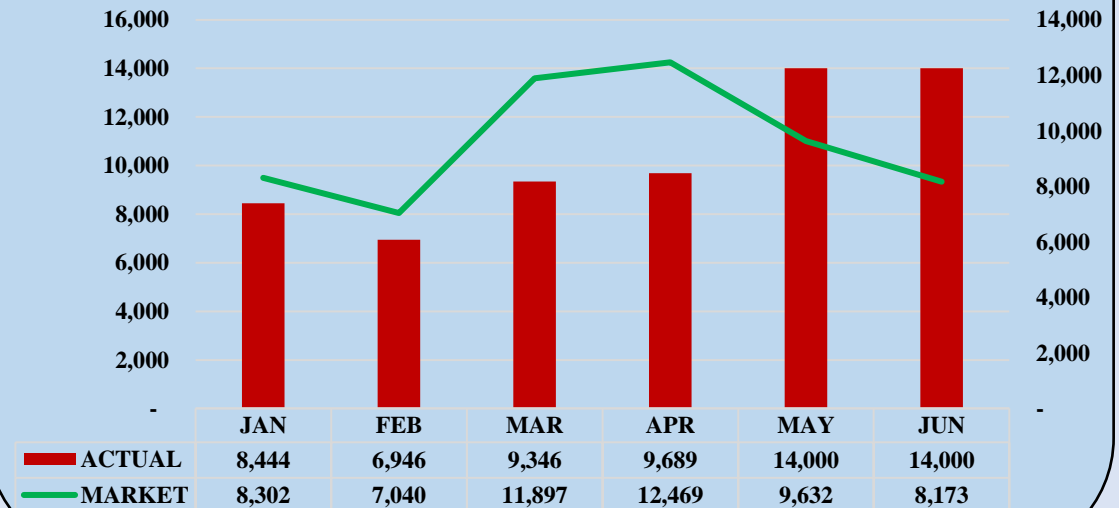
**Off Hire Days** 0.43  
**DD Days** -  
**Operating Days** 180.57

## CHARTER HIRE

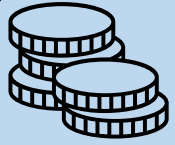
**AVG Market** 9,585 ↑  
**AVG Actual** 10,404

## MARKET Vs ACTUAL


### PER DAY HIRE

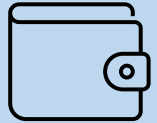


# S'HAIL AL DUKHAN




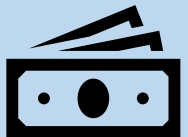
## REVENUE

**Budget** \$ 8,718/- Per Day  
**Actual** \$ 8,076/- per Day   
**Total (Q1+Q2)** \$ 1,461,741/-




## EXPENSES

**Budget** \$ 10,221/- Per Day  
**Actual** \$ 9,836/- Per Day   
**Total (Q1+Q2)** \$ 1,780,311/-



## PROFIT

**Budget** (\$ 1,503/-) Per Day  
**Actual** (\$ 1,760/-) Per Day   
**Total (Q1+Q2)** (\$ 318,570/-)



## BRAKE EVEN POINT

	\$ Per day
Operating Expenses	5,030
Insurance Expenses	644
Indirect Expenses- Fixed	982
Depreciation Expenses	2,091
Finance Cost	744
Break Even Point	9,492
Indirect Expenses- Variable	344
<b>Total Expenses</b>	<b>9,836</b>



## OPERATING DAYS

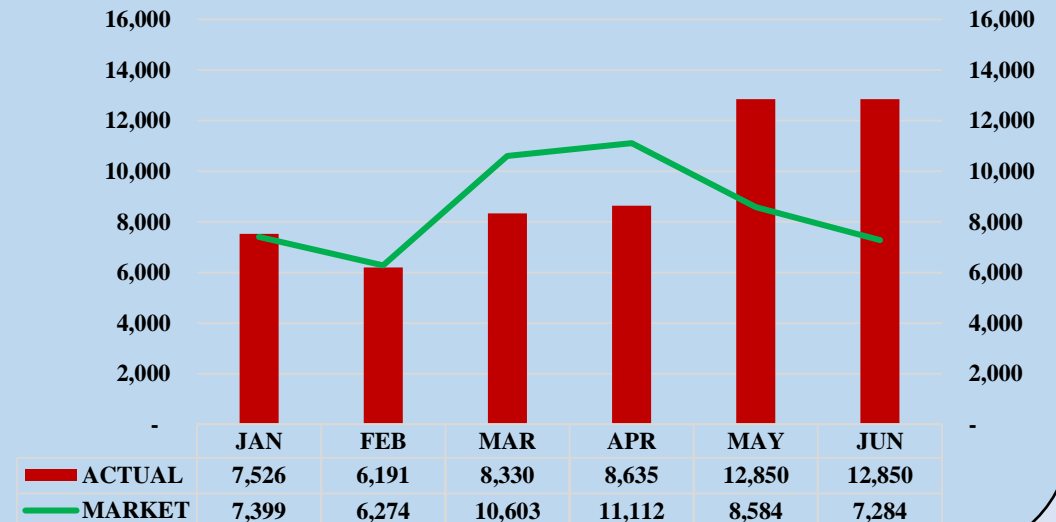
**Off Hire Days** 0.09  
**DD Days** 31.35  
**Operating Days** 149.55

## CHARTER HIRE

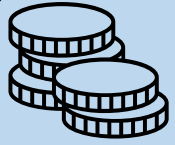
**AVG Market** 8,543   
**AVG Actual** 9,397

## MARKET Vs ACTUAL

### PER DAY HIRE

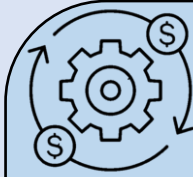


# S'HAIL LUSAIL



## REVENUE

**Budget** \$ 12,343/- Per Day  
**Actual** \$ 9,962/- per Day  
**Total (Q1+Q2)** \$ 1,803,167/-

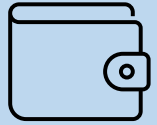


## BRAKE EVEN POINT

	\$ Per day
Operating Expenses	4,172
Insurance Expenses	648
Indirect Expenses- Fixed	1,134
Depreciation Expenses	1,461
Finance Cost	864
Break Even Point	8,280
Indirect Expenses- Variable	397
<b>Total Expenses</b>	<b>8,677</b>

## CHARTER HIRE

**AVG Market** 10,695  
**AVG Actual** 9,627

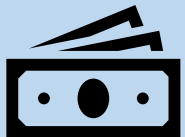
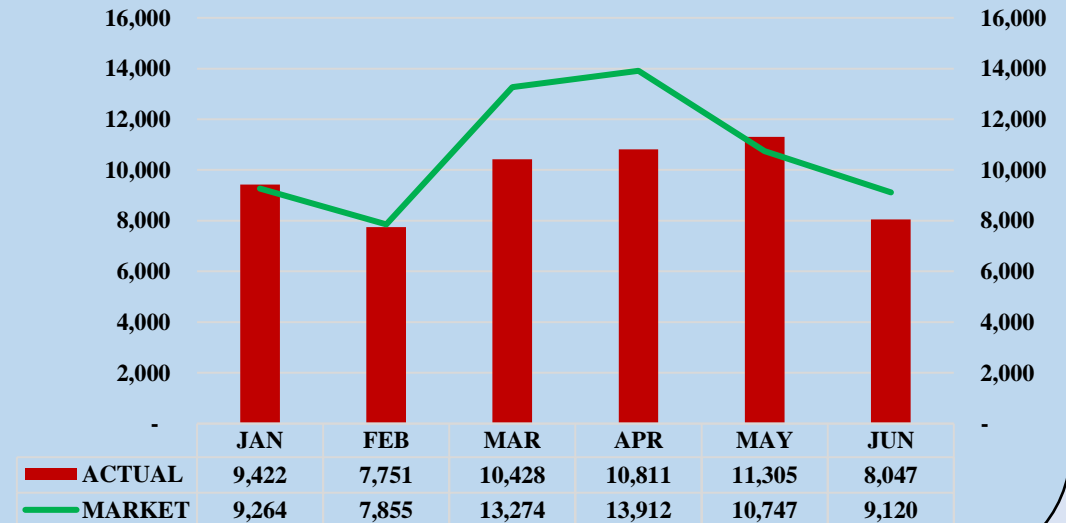


## EXPENSES

**Budget** \$ 10,017/- Per Day  
**Actual** \$ 8,677/- Per Day  
**Total (Q1+Q2)** \$ 1,570,547/-

## MARKET Vs ACTUAL

### PER DAY HIRE



## PROFIT

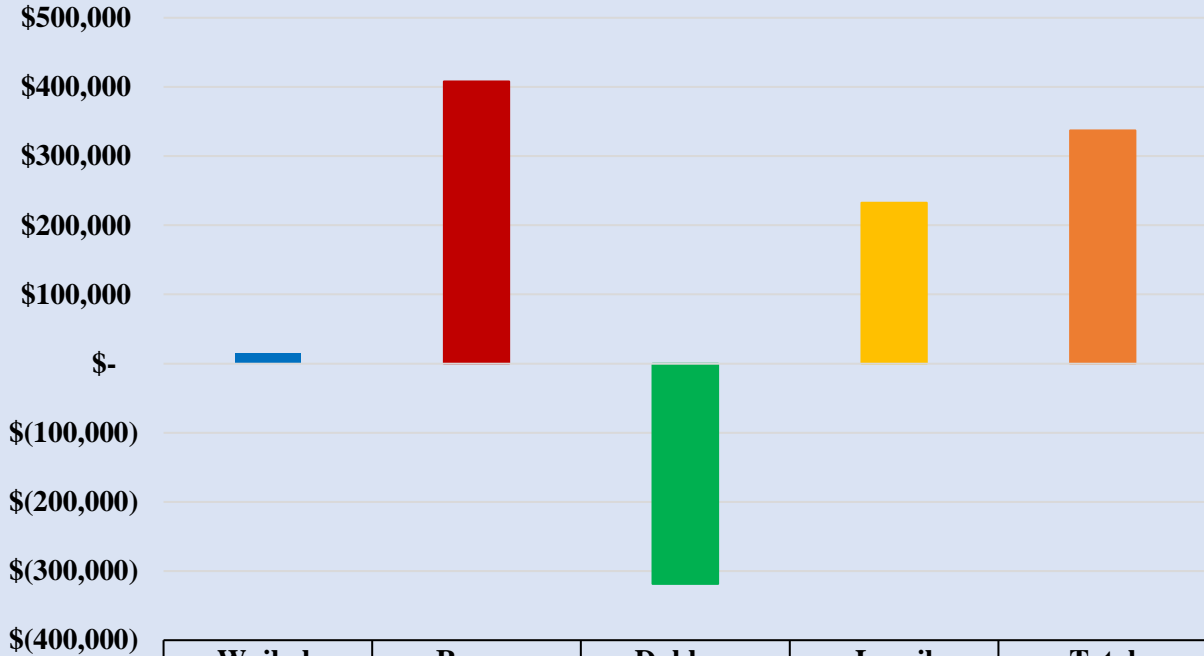
**Budget** \$ 2,326/- Per Day  
**Actual** \$ 1,285/- Per Day  
**Total (Q1+Q2)** \$ 232,620/-



## OPERATING DAYS

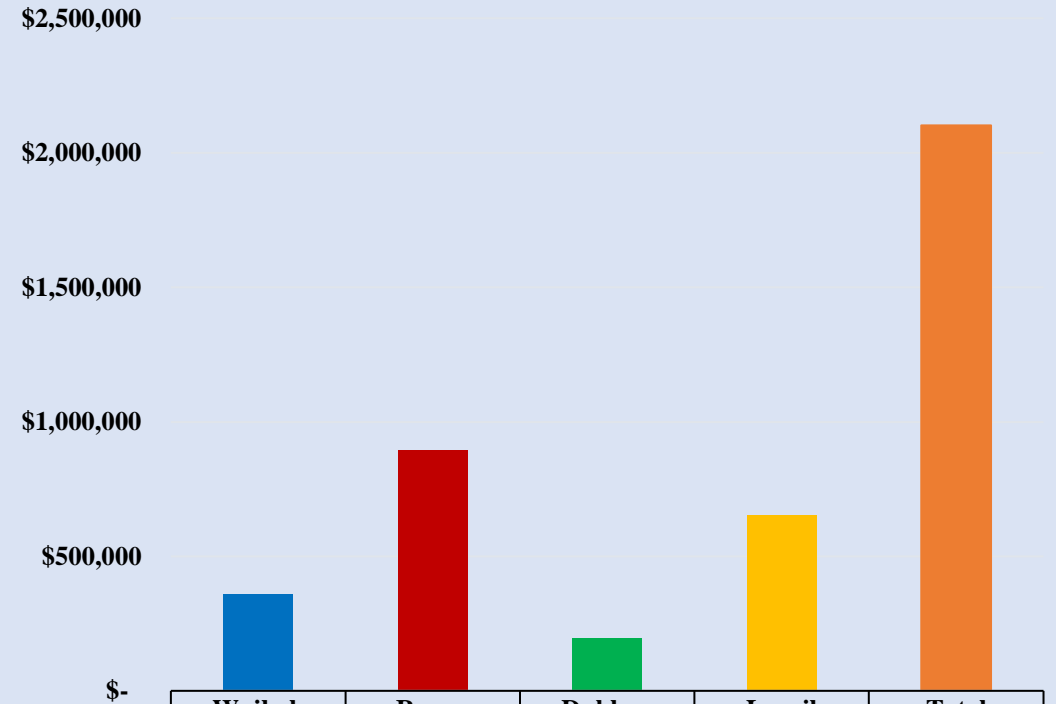
**Off Hire Days** -  
**DD Days** -  
**Operating Days** 181.00

## Operating Profit



	Wajbah	Rayan	Dukhan	Lusail	Total
Profit	\$14,937	\$408,059	\$(318,570)	\$232,620	\$337,046

## EBITDA



	Wajbah	Rayan	Dukhan	Lusail	Total
EBITDA	\$359,368	\$894,014	\$194,645	\$653,445	\$2,101,472
As a % of Revenue	23%	44%	13%	36%	31%

**THANK YOU**