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Operator:

Hello and welcome to Milaha. Please note that this call is being recorded. You will have the opportunity to ask questions to our speakers later on during the question-and-answer session. If you would like to ask a question by that time, simply press star followed by the number one on your telephone keypad.

I'd like to hand the call over to our moderator, Bobby. Please go ahead.

Bobby Sarkar:

Okay. Thank you, Gail. Hi. Hello, everyone. This is Bobby Sarkar, Head of Research at QNB Financial Services. I wanted to welcome everyone to Qatar Navigation Milaha's Second Quarter and First Half 2025 Results Conference Call.

So, on this call, we have Akram Iswaisi, who is the EVP of Finance & Investments, and we have Sami Shtayyeh, who is the VP of Financial Planning & Analysis. So we will conduct this conference with first management, reviewing the company's results, followed by a Q&A session.

I would now like to turn the call over now to Akram. Akram, please go ahead.

Akram Iswaisi:

Thank you so much, Bobby. Thank you, everyone, for joining Milaha's first half of 2025 earnings call and your interest in the company. Similar to prior calls, I will start by going over our consolidated financial results, then move on to our various individual business segments. And finally, turn it over to Sami to go over the outlook for the rest of the year. As usual, we will end the call with Q&A.

The key highlights of our financial results. Milaha's operating revenues came in at QR 1.59 billion for the six months ended June 30th, QR 1.6 billion rounded for the June 30th, 2025, compared with QR 1.4 billion for the same period in 2024, for an increase of 11%. Operating profit came in at QR 354 million for the six months ended June 30th, 2025, compared with QR 316 million for the same period last year, for an increase of 12%. And net profit for the six months ended June 30, 2025, was QR 672 million compared with QR 628 million for the same period last year, for an increase of 7%. And lastly, our earnings per share was QR 0.59 for the six months ended June 30th, 2025, compared with QR 0.55 for the same period last year.



Now, moving on to the segments. Maritime & Logistics. Operating revenues for Maritime & Logistics increased by QR 60 million, going from QR 394 million in 2024 to QR 454 million in 2025, led by our container shipping unit, which was mainly the result of high freight rates or increased freight rates from the China service that began in earnest in the second half of 2024.

Operating expenses increased by QR 37 million, broken out as follows:

- QR 24 million of the increase being variable in nature and tied to the revenue growth
- QR 22 million of the increase coming from right-of-use accounting for two chartered in container vessels that joined our fleet in Q4 2024
- QR 8 million increase in salaries and wages due to increased crewing costs in our Offshore segment
- And lastly, we had an increase of QR 17 million in fleet and technical costs transferred to our Offshore segment due to additional expenses related to new vessel additions.

Non-operating income increased by QR 30 million with better performance from QTerminals. Our QTerminals joint arrangement more than offsetting lower gains on the sale of assets that were recorded in 2024, and that brings us to an overall bottom line increase of QR 54 million versus last year.

In Offshore. Our operating revenue grew by QR 159 million or 22% versus last year. Increased project work and the addition of three new vessels from the second half of 2024 up to the first half of 2025 drove the growth. Overall, expenses increased by QR 132 million, with QR 85 million of operating supplies and expenses being directly variable in nature and tied to the revenue growth. There's also a QR 14 million increase in salaries and wages in addition to a QR 11 million increase in depreciation and a QR 17 million increase in vessel technical expenses, both related to fleet additions. At the non-operating level, there was a QR 11 million increase in tax expense tied to essentially the recently enacted global minimum tax, which was implemented in Qatar this year. The net income result was a year-over-year growth of QR 16 million or 14%.

In Gas & Petrochem. Operating revenue increased by QR 37 million, going from QR 122 million in 2024 to QR 159 million in 2025, for an increase of 30%. QR 32 million of that increase is related to our stake and full ownership of two VLGCs that were previously part of the Gulf LPG joint venture that we had with Nakilat. For your information, we had a 50% stake in that JV, with Nakilat having the other 50%. The JV consisted of four VLGC vessels, and the financial results of that JV were recorded below the line as part of the share of results of joint arrangements. Now that we've taken full ownership of the two vessels, we started recording the results line by line, essentially above the line in operating revenues and expenses. Operating expenses increased by QR 26 million, with QR 11 million of that increase coming from higher depreciation expense related to the change in useful life of our wholly owned LNG vessels that occurred in Q4 2024.



And most of the remaining balance related to the OpEx from the two VLGCs we just spoke about. Non-operating profit decreased by QR 3 million, with better results from associates being offset by QR 14 million in higher tax. Net profit for the segment came in at QR 367 million versus QR 359 million in 2024 for an increase of 2%.

And now moving on to Trading & Capital. Starting with Trading. Trading segment recorded a slight decrease in revenue, going from QR 102 million in 2024 to QR 97 million in 2025. Cost of goods sold similarly decreased, with the end result being a flat bottom line with last year.

And then moving on to Capital. Revenue slid by 17%, or QR 41 million, versus the first half of 2024, with QR 16 million drops coming from lower Qatar Quarries sales and a QR 26 million drop coming from our investment to units. QR 34 million of the investment drop have to do with lower dividend income from our local Qatari equities. As explained in Q1 of 2025, 2024 was the first year some Qatari companies started issuing semiannual dividend distributions. This happened later in 2024, so in effect last year there was a full year dividend paid out in the first half of the year. But in the first half of 2025, there was only the semiannual dividend payout. The lower dividends were partially offset by higher returns from the rest of our investment portfolio. On the cost side, total expenses came down by QR 19 million, with QR 7 million related to the successful recovery of outstanding receivables that were previously provisioned for, and the balance mainly related to Qatar Quarries' cost of goods sold. There's a QR 11 million decrease in non-operating income. And all in all, Capital reported a net profit decrease of QR 34 million compared to 2024.

And that wraps up the segments, and I will now turn it over to Sami to discuss the outlook for the rest of the year. Thank you.

Sami Shtayyeh:

Thank you, Akram. Starting with Maritime & Logistics. On the container shipping side, there remains industry-wide uncertainty over shipping rates given the political and economic trade and tariff issues.

In Logistics. The environment remains very competitive and challenging, but we're optimistic that new products and service offerings, such as pharma warehousing and turnaround efforts, will improve results.

In Offshore. On the support vessels and services side, we expect to see continued growth, particularly in the longer term, with all the expansion work in Qatar's oil and gas industry.

For the Harbor and Industrial logistics operations. We expect stable revenue given the long-term nature of most contracts.

In Gas & Petrochem. Overall, we expect limited volatility due to the long-term nature of contracts we have in most business units.



And on the VLGC side, rates remain currently healthy and longer term look stable.

In Trading will be focused on optimizing the segment and continuing our focus on profitable growth and margin improvement.

And lastly, Capital, where we will continue to focus on yield enhancement.

And with that, now, the operator will open up for questions.

Operator:

At this time, I would like to remind everyone that in order to ask a question, press star then the number one on your telephone keypad. We will pause for just a moment to compile the Q&A roster.

Okay. So your first question comes from the line of Rob Skepper with Ashmore. Please go ahead.

Rob Skepper:

Hi, Akram. Hi Sami. Thanks for the call today. Much appreciated. Yes, I guess kind of going through and in presentation order. So yes, I guess, starting with Maritime & Logistics. So yes, another good quarter there driven by container shipping. I note the comments you just made in the outlook about uncertainty on rates given the kind of various disruptions going on. In terms of what you're seeing kind of currently in the third quarter, when you look at your routes and look at your rates. Is there kind of any negative trend starting to emerge at this time?

Akram Iswaisi:

Thank you very much for the question. Honestly, we are cautiously optimistic. I think the Red Sea situation will persist, and that will also continue to put pressure on supply chains, so I think that will continue. Overall, you've seen our announcements, and we continue to grow into new markets and continue to expand our network. And so, to be frank with you, we're quite optimistic. We're cautiously optimistic, but again, container shipping is a spot business, and there's a lot of volatility, but as it stands right now, we're quite optimistic for the rest of the year. But again, it's a spot business, so there are so many variables that impact specifically that business because it's not a long-term contracted business.

Rob Skepper:

Yes. Sure. Okay. Got it. Great. And then yes, just jumping to Offshore and Marine. So yes, again, obviously, that first quarter, we started to see the impact of a couple of new OSBs. Now we look at the kind of second quarter of good momentum there, special chartering sequentially higher. Also, the kind of project income and the services revenue are also increasing. Just as we look into the second half in terms of fleet addition driving vessel chartering revenues, and looking at that kind of services revenue, like is there still continued sequential growth expected throughout the year, or is this kind of second quarter the kind of new run rate we should be expecting?

Akram Iswaisi:

Listen, I mean we have a pipeline of projects that we have bid on, and there's a pipeline of projects that we would continue to bid on.

And so, as of right now, we've announced the three vessels that we acquired last year. And then you're going to see the impact of those vessels, I mean for the full year and there will be potentially additional vessels that we may acquire over the next couple of years, but in fact again depending on when those vessels are acquired and when they deployed. And we're also constrained by the availability of vessels in the markets, our options are to either build or go acquire secondhand. And so, we are quite optimistic on this segment, and I think we'll continue to see positive growth momentum, specifically in this segment, because the demand is there. It's not a function of whether the demand is there or not, it's a function of whether of how quickly we can acquire or provide vessels to deploy them.

Rob Skepper: Yes. Got it. Okay. Great. And then I just want to ask around the Gulf LPG JV with Nakilat. Forgot to ask it yesterday, but in terms of that... in terms of you kind of unwinding that JV in taking kind of half the vessels each, when did that transaction close, like when did that...just the second quarter?

Akram Iswaisi: It happened in the end of Q1. We took over the vessels in Q2. So essentially, we took over the vessels, and now we'll operate those vessels 100%. But effectively, we are looking to exit that specific segment and continue to focus on areas where we can build scale, and that's part of our strategy as an organization. And you'll see more and more potential exits of certain sub-scale businesses where we are not a leader and where we want to focus on areas where we can become a leader and be able to build scale, and exiting the Gulf LPG JV is an example of that. And so, over time, there are certain segments that we would be looking to exit. And so we want to, again, for the Gulf LPG, that was sort of the starting point with us, is to take over the vessel, just see what we're going to do with them. If there's an ability to grow the business, or essentially go ahead and sell the vessels in the market, and continue to focus on the businesses where we can build scale.

Rob Skepper: Got it. But in terms of the earnings power, the second quarter there kind of represents the new structure because, as you say, it happens towards the end of the first quarter.

Akram Iswaisi: Yes, but if you look at what has happened is before we were recording because of the JV. So we were recording 50% of the net profit below the line. So essentially, there's not going to be really a material impact unless again the only variable there is the rates in the market, right? So we're booking net income before, but below the line, we're still booking the net income. The only difference we'll book in the revenue and the expense and the net income, but where this changes is essentially how we deploy the vessels to generate additional profits. It depends on market rates today. That's the only variable there that will help us create additional value.

Rob Skepper: Yes. And if you did, I mean, if you generated capital from... so yes, for example, if you sold those two vessels in terms of the proceeds of an exit like that, like, would that... just would you kind of just put that into the book in the capital segment, or would you like special vivid out like, would it go...

- Akram Iswaisi:** We will continue to invest in our core business. And again, as I mentioned, our focus right now from a strategy perspective is to focus on the segments where we continue to build scale offshore. There's tremendous growth potential there. So that segment will continue to grow. If you look at Maritime & Logistics, there are certain segments within Maritime & Logistics that...I mean, container shipping, we will continue to grow that. It's doing quite well, and it's going to continue to perform according to the plan we put in place. If you look at Logistics, it's beginning to turn around. You've heard, you've seen the announcement in the market that we signed a five-year agreement with Qatar Airways, and so that business has a new strategy and is a very, very strong push to turn that business around and eventually grow that logistics business. If you look at M&L, part of the area that we're focused on, and you've seen again the announcement that we've made on our strategic partnership with Fincantieri, is to continue to provide... to be a marine service provider to the military sector here in Qatar. And so that's a very strong growth area for us. So there's specific areas where we think we can build scale and generate attractive returns that will help us in the long run increase shareholder value.
- Rob Skepper:** Yes. Got it. Great. Thanks, guys. Thank you.
- Sami Shtayyeh:** Thank you.
- Akram Iswaisi:** Are there any other questions?
- Operator:** Sorry for that. So, your next question comes from the line of Waruna Kumara with SICO. Please go ahead.
- Waruna Kumara:** Hello. Hi, good afternoon. Am I audible?
- Akram Iswaisi:** Yes, you are.
- Waruna Kumara:** Yes, and thank you very much for this opportunity. I have two questions. Firstly, related to the Offshore segment, following up from the previous caller. So basically, when it comes to the second quarter numbers in terms of vessel chartering as well as services, the revenues are substantially increased. So if I'm to back off the first quarter numbers, your vessel chartering revenue was QR 259 million this quarter, services QR 156 million. So I just want to understand whether this represents the current run rate going forward? Or can it increase further when more vessels come into play? That's my first question.
- Akram Iswaisi:** Listen, it's a good baseline for our run rate, but as I've mentioned on that last question of the previous gentleman, is that we're in a very strong growth trajectory. The demand is there, and for us, the only...I mean the demand is there, the growth potential is there, it's just a function of how quickly can we provide vessels and deploy them.

So it's a good run rate as a baseline, but we're quite optimistic based on the demand in Qatar, primarily, that we could potentially exceed that run rate. But again, the only constraint is how quickly we can find vessels, how quickly we can build vessels, and deploy them. But their demand does exist in Qatar.

Waruna Kumarage: Okay. So you mentioned that you added three vessels last year, towards the end of the year. So are all three vessels are in operation right now? Were they fully contributing in the second quarter?

Akram Iswaisi: Yes, they're contracted.

Waruna Kumarage: They're contracted.

Akram Iswaisi: That's why you have compared to last year. Yes.

Waruna Kumarage: Okay.

Akram Iswaisi: We acquired them in the second half of the year, so they're not going to be idle in the first half of the year. The only time that the vessel will be idle or not working is if it's in maintenance, or there's some unexpected maintenance or scheduled maintenance, or some sort of accident. But we acquired them in the second half of the year to be able to deploy them. As I mentioned, we're not short of work, we're just short of a vessel. So as vessels come in, do work.

Waruna Kumarage: Okay. And my second question is on the tax rate. I mean, I guess you had some catch-up provisions done in the second quarter. So I want to know, if I look at the effective rate, is this...I mean, if I work out the effective tax rate, it comes about 5%. Is this the rate that we should take going forward for the whole year?

Akram Iswaisi: Well, it's not a rate you should take going forward because this is the first year of implementation of the global minimum tax, right? So this is an adjustment period. But this is our estimate. I mean, we booked tax provision based on a complex model, but again, this is the first year in terms of implementation of the global minimum tax in Qatar. So I would caution you about just using this year as a baseline because it will change next year. But I think this is a good proxy for the rest of the year.

Waruna Kumarage: But are you getting any kind of exceptions, any segments that you're getting exemptions for this global minimum tax?

Akram Iswaisi: Again, there are no exemptions. We have to follow the rule of the law. I mean, the tax code is clear. And again, the implementation is happening in Qatar this year, similar to the region where implementation is happening, and then an exemption special program comes up as...let's say, the level of sophistication evolves, and so if you go back to the tax code, there are certain exemptions. I mean, if again if you have a tonnage tax regime, then you pay a certain tax rate on the tonnage, not the income.

And so again, this is sort of how it works, and it's difficult for me to sit here and explain it to you on a call. The reality is this is an evolving thing this year.

Waruna Kumarage: Right. Okay. That's clear. Thank you very much and wish all the best.

Operator: Your next question comes from the line of Abhinav Sinha with Lesha Bank. Please go ahead.

Abhinav Sinha: Hi. One question on your Offshore segment. Related to NFE, what is the kind of traction, like you're looking at, if any, at this point?

Akram Iswaisi: What does that mean? What do you mean by traction?

Abhinav Sinha: Like in terms of the execution, and would you like to share some guidance for next year?

Akram Iswaisi: Unfortunately, we can't share guidance for next year. I mean, right now we're sharing guidance for the rest of the year, and so the information is out there on NFE and the plans for Qatar, so you can look them up. But you can see from our results, we are involved in NFE project. And as we've mentioned, if you look at Offshore, we've had, for example, about QR 11 million of income from the New Fiber Link Project. So we are doing projects for NFE. So there are different types of projects, but NFE is a big project, and we are benefiting from NFE. And if you look at that, as I mentioned, a lot of these vessels were acquiring, some of them are being deployed in the NFE project. So it's difficult for me to give you some sort of guidance. But as I've mentioned earlier, based on what you're seeing right now, as a run rate, use that as a baseline. And as the year evolves, you'll see us potentially acquire more vessels, and that will change your run rate. But again, I think the demand is there, just a function of how quickly we can acquire vessels and then deploy them.

Abhinav Sinha: Understood. Thank you.

Akram Iswaisi: Thank you.

Operator: Your next question comes from the line of Rabih Moussa with QIC. Please go ahead.

Bijoy Joy: Hello. Thank you, gentlemen, for your call. This is Bijoy here. I have a question on the Offshore segment. If I look at your margins, your margins have not been improving. It's actually slightly down when compared to last year. So what's your view on the margin side? How do you see these contracts getting priced? Is it the focus on volume, or can we expect margin improvement in the coming quarters?

Akram Iswaisi: And you're talking about what? Are you talking about net profit margin? Because operating profit margins are in line with last year, right?



Bijoy Joy: Yes. Almost in line, yes.

Akram Iswaisi: Well, we are in line. I mean, so if you look at net profit margin, it decreased primarily because of taxes. And as I mentioned earlier, if you look at sort of our growth momentum, a lot of what we've done...two things that we've done. One, we're winning new contracts. So we're creating new revenue streams, but these new cash flow, new revenue streams are today's market rates, right? But also, at today's CapEx rates. Two, as contracts come to an end like legacy contracts, we are renegotiating those contracts at more attractive rates, higher than they used to. So these essentially renegotiations will mean that these contracts will have additional net income contribution and therefore will help contribute to the bottom line. But I think if you look at even our peers today, our margins are actually healthier than our peers. We do benchmarks in a lot of different companies in the same space we were in, and our margins are actually very healthy compared to theirs. So again, I think if you look at it, it's very much in line with last year. And as I mentioned, for us, it's just a question of how quickly we can get new vessels so we can deploy them on contracts.

Bijoy Joy: Understood. So the assets held for sale is part of the strategy where you can use that capital to buy other vessels and deploy here?

Akram Iswaisi: What do you mean assets held for sale? You talking about the investment portfolio?

Bijoy Joy: There's one line item under your balance sheet, which is assets held for sale, which is basically, I think...

Akram Iswaisi: Assets held for sale. These are assets that we're selling. All right. So if we're selling assets, whatever proceeds we will receive from the sale, we will deploy them wherever we have growth opportunities. So again, we're looking at profitable growth. So we will deploy them when we generate the highest return. So that's it. I mean, I can use my balance sheet, and I hardly have any debt. I can borrow to fund these assets. I can sell non-performing assets. If my strategy changes, then I will exit certain segments, sell the assets, use the cash to fund new opportunities that are profitable. Again, we're chasing profitable growth, so I have a toolbox with a lot of options.

Bijoy Joy: Understood. So as you mentioned before, you said that there will be new...like when the contracts get expired, we will be renegotiating them on a better rate. So do you expect any...

Akram Iswaisi: Yes, right. The market has changed. So that's what you do.

Bijoy Joy: Yes. Do you expect any contracts getting expire in the next few quarters or next year?

Akram Iswaisi: I mean, we always have contracts expiring, right, because we have a...if you look at our portfolio, it's a portfolio of contracts with different maturities. So they're always going to be contracts that will mature. And as they mature, we will negotiate. We have an excellent relationship with our customers.



We will negotiate them based on today's rates and so that that happens every year, essentially. There's always a contract that has expired, right? We have in total about 60 to 65 changes all time, 60 to 65 vessels in total, and we continue to grow that fleet. So there's always going to be...we've got about 20 roughly long-term contracts. The rest of them, again, we have long-term contracts as well, but there's always a percentage that are short-term in nature. And as those contracts mature, we'll deploy them at market rate.

Bijoy Joy: Understood. Thank you. Thank you so much. That's it from my side.

Operator: Next question is from Divya Shah with Decimal Point Analytics. Please go ahead.

Divya Shah: Hello. Am I audible?

Akram Iswaisi: Yes, we can hear you. Go ahead.

Divya Shah: Yes. So my question was on tax, but that was already answered. So there was a change in the tax rate. So yeah, that has been taken up already. Thanks.

Operator: Next question will come from the line of Ahmad Es'haqi with SICO. Please go ahead.

Ahmad Es'haqi: Hello. Am I audible?

Akram Iswaisi: You're audible. Hi Ahmad. How are you?

Ahmad Es'haqi: I'm good. How are you? I have a couple of questions related to the Offshore segment. So my first question is related to the services. So does the new...I think the two new lift boat vessels fall under the services and offshore, so I see a huge improvement in the percentage. In terms of percentage, the growth and services is high. But has the CapEx been deployed and offshore related to the services? This is one thing.

And do you have a target for the number of offshore seats in the next couple of years, or do you just mean you're planning to expand or deploy CapEx based on the project you went, or based on the bids?

And my third question is related to the offshore contracts. So typically, in terms of duration, how long are the duration of user contracts? So let's say the two new vessels that were deployed which have been recently deployed in 2025. How long were the durations of these contracts?

Akram Iswaisi: Okay. To start off, if you look at services that structuring services, so that's where we charter the vessels. So the assets, this new CapEx is mainly in the chartering services, right? So that's where it is.

In terms of a target for a number of vessels. I think, if you recall our previous call, we've mentioned that we're looking at maybe close to QR 1.3 billion worth of CapEx to be spent on offshore, and that could potentially be exceeded depending on the nature of the contracts. And so our goal is to build or construct the portfolio of assets with contracts that have mixed duration. We're hoping...the longer the better, and then long, mid-term, and short-term, and this is how we're running the business today. So we're managing this as a portfolio where we're able to lock in long-term cash flows, but we're also able to get the upside for the changes in the market today. If all of my contracts are marked in the long-term contracts, if my vessels are contracts and long-term contracts, I will not be able to get the upside of what's happening in the market. So that's how we've basically constructed the portfolio, and that has served us well. Was there any...Did I answer the questions?

Ahmad Es'haqi: Yes. Just to follow up on the CapEx relates to the Offshore. So QR 1.3 billion, you mean in 2025 or between 2025 and 2027?

Akram Iswaisi: It will be over the next couple of years. I mean, again, this is sort of what we've agreed internally, and we said we commit to. And it's going to happen again, as I mentioned multiple times, it really depends on how quickly we can build vessels or how quickly we can find second-hand vessels, right?

Ahmad Es'haqi: Okay. And in terms of previously contracted offshore vessels, are they being renegotiated on the current offshore rates?

Akram Iswaisi: We have relationships, strong relationships with the oil majors in Qatar. And so as contracts are renewed, we go back and good faith works with our customers to have a win-win situation, right? So our approach is not simply to go in there and squeeze the customer as much as possible. It has to be a win-win. This is a long-term relationship where we work with our clients to provide them with solutions and ensure that it's a win-win for both of us. But clearly, and from common sense and a commercial perspective, rates have changed significantly if you compare it to 3,5,6,7 years ago, right? So rates are much, much higher because it's a function of the supply-demand imbalance in the market today. But clearly, anyone with commercial sense would expect that there should be an uplift in rates, which could help potentially improve the margins.

Ahmad Es'haqi: Okay, that answers my question. Thank you very much. All the best.

Akram Iswaisi: Again, all of this is subject to negotiation, right? But again, common sense commercially, this is what one would expect in the current market.

Operator: Next question is from Naveed Ahmed with SICO. Please go ahead.

Akram Iswaisi: I think I've answered all I can on Offshore. I'm not sure that there's anything else to answer on Offshore. Go ahead.

- Naveed Ahmed:** Yes. Hi. Good afternoon, and thank you. My question is not on the Offshore, it's on the Maritime & Logistics segment. Just a quick clarification. So you're enjoying better rates by opening new routes to China. I just wanted to understand, are the better rates based on some short-term variable which is resulting in new benefiting from the rates, or is it a structural thing which has always been the case in the past?
- Akram Iswaisi:** Honestly, it's just the mix of the two. It's a mix of how we're running the business. And today there are, I would say, disruptions in the supply chain, global supply chain, and we are taking advantage of that. And obviously, it's a new service for us that did not exist before. So some of that again, if you compare it to last year, clearly there's additional revenue, additional bottom line, but there are some opportunities, or this location is in the market we were able to capitalize on.
- Naveed Ahmed:** And just a quick follow up. Going forward, is there a possibility that you will further increase your presence in China to benefit from these higher rates?
- Akram Iswaisi:** What's that?
- Naveed Ahmed:** I'm asking going forward, is there a possibility that you increase your contribution from China to benefit further from these higher rates?
- Akram Iswaisi:** That's the goal. Again, I mean, this is our first foray. I mean, if you look at, we also announced yesterday that we've expanded to North Africa and we have a new service to Libya, which offers great potential and good margins. So we are looking at opportunities where we can grow profitably. And so in the long run, we may...again, our target is profitable growth, but we will have to make some sacrifices in the beginning and make some investments to be able to achieve that long-term vision. But again, that's sort of the ultimate goal.
- Naveed Ahmed:** All right. Thank you so much.
- Operator:** Thank you, everyone. And that concludes our Q&A session for today. I'd like to turn the call over back to Bobby Sarkar. Please go ahead.
- Bobby Sarkar:** Okay. Thanks, everyone. If that's all the questions we have for today, I want to thank Akram and Sami for taking the time to go over the results and answer questions. Thanks, everyone, and we'll pick this up next quarter.
- Akram Iswaisi:** Thank you, everyone. Appreciate it.
- Operator:** Thank you, everyone. And that concludes today's call. Thank you so much. Thank you all for joining. You may now disconnect. Have a nice day ahead.