



SAL Saudi Logistics Services Co. (Ticker: 4263.SR)
FYE 31 December 2024

26
FEBRUARY
2025



Disclaimer

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Omar Talal Hariri
CEO



Haydar Ucar
CFO



Amer Abu Obeid
President of Handling



Thunayan Al Thunayan
President of Logistics



80-year Legacy

- Formation of Saudia
April 1945
- Formation of Saudia Cargo
October 2007
- SAL is carved out of Saudia Cargo
December 2019
- SAL Lists on the Saudi Stock Exchange
November 2023

Leader in Cargo Handling



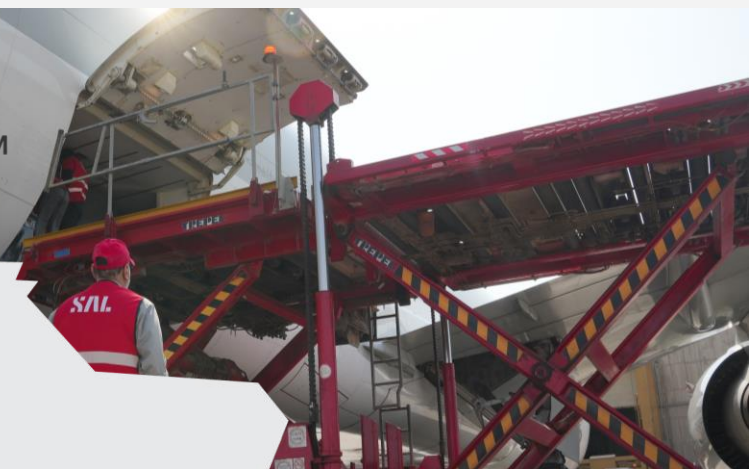
Unrivaled Market Presence

- #1 Cargo Handling Provider in Saudi Arabia
- Dominating airports presence
- Trusted by Global Airlines & Freight Forwarders
- 80+ Years of Industry Expertise

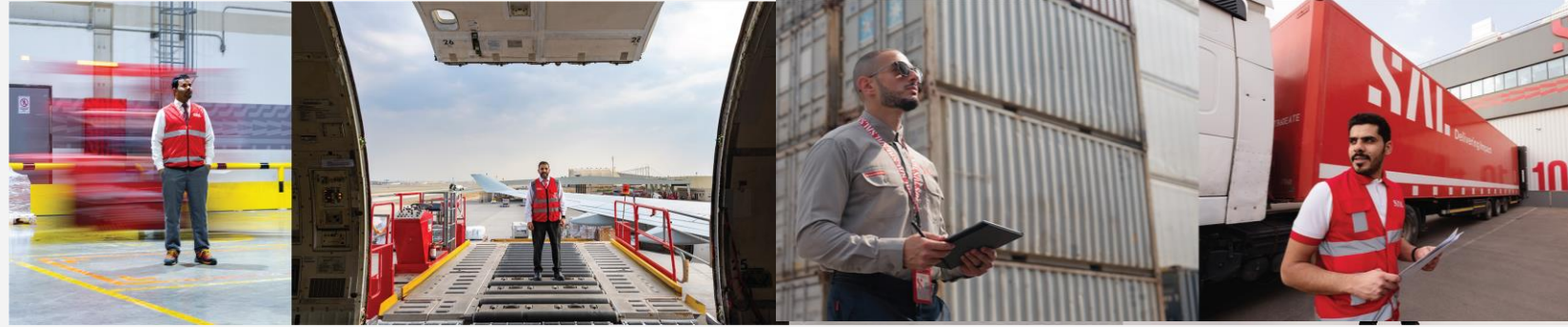
World-Class Infrastructure

- State-of-the-Art Cargo Terminals
- Cutting-Edge Technology
- Road Feeder Service (RFS) Network

19 AIRPORTS



Expanding Beyond Cargo: Success in Logistics



Strategic Expansion & Growth

- Beyond Cargo Handling (Developed end-to-end logistics capabilities)
- Strong Market Positioning (Expanding warehousing, freight forwarding & supply chain solutions)
- Aligned with Vision 2030 (Supporting Saudi Arabia's transformation into a global logistics hub)

Key Success Factors

- Impressive revenue growth (Expanding services & client base)
- Diversified Offerings (Air & sea freight, warehousing, & last-mile solutions)
- Advanced Infrastructure (Increased warehousing capacity & operational efficiency)



2024 Executive Summary

Revenue Growth

- +12% revenue growth: SAR 1.63 billion (2024).
- 20% handling volume growth: Strong Q1 and courier demand.

Profitability

- EBIT: SAR 709 million (+21% YoY).
- Driven by volume growth, success of Logistics expansion, recovery receivables and cost efficiencies.

Business Milestones

- 20-year lease for King Khaled Airport cargo facilities.
- Managed high-profile events (Riyadh Season).
- Secured long term contract renewals in Q4

Strategic Highlights

- Logistics Division revenue increased by 15%, and EBIT by 41%.
- Expanded warehousing capacity; targeting utilization.
- Expanded Road Feeder Service (RFS).



2024 Financial Highlights

■ **Net Profit:**

SAR 661 million
(+30% YoY)

- Increased income from murabaha income

■ **Adjusted Free Cash Flow:**

SAR 724 million

- Lower tied up working capital
- Limited CAPEX

■ **Dividends:**

SAR 494 million paid
(Announced SAR 106 million for Q4)

- Returned to shareholders as per policy



Handling Division 2024

Comprehensive air cargo and ground handling services across Saudi Arabia's major airports. With state-of-the-art facilities and real-time tracking, we ensure efficient cargo processing, courier handling, transit operations, and seamless airline logistics support.



Strong Growth & Operational Efficiencies

Revenue:
SAR 1.4 billion
(+12% YoY)

EBIT:
SAR 687 million
(+20% YoY)

EBIT Margin:
50.4%
(Up from 46.7% showing sustained operational efficiency)



Cost efficiencies
(Lease savings & improved asset utilization)

Price resilience and market turbulences
(Turned to opportunities)



Logistics Division 2024

Integrated supply chain solutions, including first-mile and last-mile delivery, warehousing, customs clearance, and freight forwarding. Using digital innovations and optimized processes, we ensure fast, reliable, and cost-efficient cargo movement across key logistics hubs.



Strong Growth & Operational Efficiencies

Revenue:
SAR 271 million
(+15% YoY)

EBIT:
SAR 23 million
(+41% YoY)

EBIT Margin:
8.4%
(Up from 6.8% reflecting strong profitability trends)

Key Performance Drivers



One offs offset project timing

(Recovery of aged receivables in first half, and added doubtful provisions in second half along with timing of projects)

Increased warehousing capacity

(Targeting higher utilization through commercial initiatives)



Outlook 2025 beyond





Opportunities & Risks

Opportunities: Positioned for Growth

- Saudi Vision 2030 & National Transport & Logistics Strategy (NTLS) (Expanding Saudi's role as a global logistics hub)
- Air Cargo & E-Commerce Surge (Double-digit market growth driving demand)
- Financial Strength (Strong cash flow supports strategic investments & innovation)
- Investment in growing the Logistics division further (for resilience & agility)

Risks: Managing Market Challenges

- Intensifying Competition (Potential pricing pressures & market share shifts)
- Macroeconomic & Geopolitical Uncertainty (Global trade & supply chain disruptions)
- Cybersecurity Risks (Increased reliance on digital infrastructure demands resilience)



2025 Outlook



Growth & Market Expansion



Handling Unit

Positive volume growth, aligned with NTLS targets, continued investment in capabilities and efficiency



Logistics Unit Topline

Growth exceeding global GDP. Short term strain from fulfillment utilizations, investments in growth

We are optimistic about the prospects for 2025 while recognizing that 2024 was an exceptional year that set a high benchmark for us to build upon.

Q&A



The National Logistics Champion

**We Appreciate Your Time and Engagement.
The Journey Continues – See You at our Next Dispatch!**