



## Partnerships

SAL engages in a range of strategic business partnerships that are critical to its operations and growth. These collaborations are designed to enhance service capabilities, facilitate market expansion, and improve operational efficiency.

A key area of focus for SAL is its engagement with a broad network of service providers within its logistics business. Through these partnerships, SAL offers end-to-end logistics services, encompassing sea, air, and land freight, alongside specialized project logistics. These collaborations extend SAL's global reach.

In 2024, SAL further expanded its partnership ecosystem, forging new alliances to enhance logistics operations, digital capabilities, and regional service coverage:



- **Riyadh Airports Company:** SAL signed an investment contract for the development of air cargo facilities at King Khalid International Airport (RUH), boosting capacity and strengthening SAL's position as a key logistics partner in Riyadh.
- **Taibah Airports Operation Company:** An agreement was signed to build a new facility at Prince Mohammad bin Abdulaziz International Airport in Medina to support our growth and to align with the objectives of Vision 2030.
- **Hail Development Authority and Cluster2:** An agreement was signed to enhance and improve logistics services in the region and to strengthen the connectivity between the Hail International Airport and various other ports.
- **Royal Commission for Jubail and Yanbu (Jazan City):** SAL entered into a cooperation agreement focused on linking the seaport with GIZ airport to improve logistics operations in the Jazan Region and to foster collaboration among all relevant sectors.

- **Elm:** SAL signed an MoU with Elm to develop innovative digital solutions at its facilities, enhancing operational efficiency through technology-driven services and contributing to digital transformation efforts.
- **Tarsheed Solutions Company:** SAL signed an MoU to contribute to reducing energy consumption across various SAL facilities.
- **Saudi Chambers Federation and Cluster2:** A tripartite MoU was signed to organize workshops in various Chambers of Commerce to facilitate meetings with exporters and importers, offering support addressing their challenges and thereby enhancing the services provided at domestic airports.
- **Al-Qassim and Al-Madinah Airports:** SAL activated courier services at both airports to increase cargo volumes.
- **Yanbu Airport:** SAL activated a new station to expand its logistics network.
- **ZATCA:** SAL signed a new agreement with ZATCA to support several important operational processes.

- **Cluster2:** SAL obtained approval to receive incentives on rental fees for domestic stations based on increased volume compared to the previous year.
- **Domestic Airports:** SAL is supporting exports through agricultural seasons by offering special rates for perishable shipments, contributing to the increase of KSA exports.

Additionally, SAL's 2024 partnership initiatives reflect its commitment to sustainability, digital transformation, and operational excellence, reinforcing its competitive edge in the logistics industry. The Company's collaborations span infrastructure development, technology enhancement, and service innovation, enabling SAL to deliver superior logistics solutions across key sectors.

Through these new and existing partnerships, SAL is extending its service capabilities, expanding its market reach, and driving operational excellence. SAL's approach to these collaborations remains strategic and transparent, ensuring alignment with the Company's growth objectives and compliance with all relevant regulations.

These partnerships reinforce SAL's role as a key enabler of Saudi Arabia's Vision 2030, supporting the Kingdom's ambition to become a global logistics hub.