



Expeditors®

SAUDI ARABIA OVERVIEW

DID YOU KNOW?



Jeddah's Formula 1 Street Circuit is the fastest in the world.

**The Saudi flag is completely green because of its significance in the Islamic faith.
The color represents peace, life and fertility.**



King Fahd's Fountain in Jeddah is the tallest fountain in the world.

For the first time in history, Saudi Arabia will host FIFA World Cup in 2034.



With a size of 2,149,690 square km, Saudi Arabia is roughly about the size of Western Europe

ABOUT SAUDI ARABIA

35 Million

INHABITANTS

18th of the world

Economy

1st in Middle East

Economy

2.15 Million km²

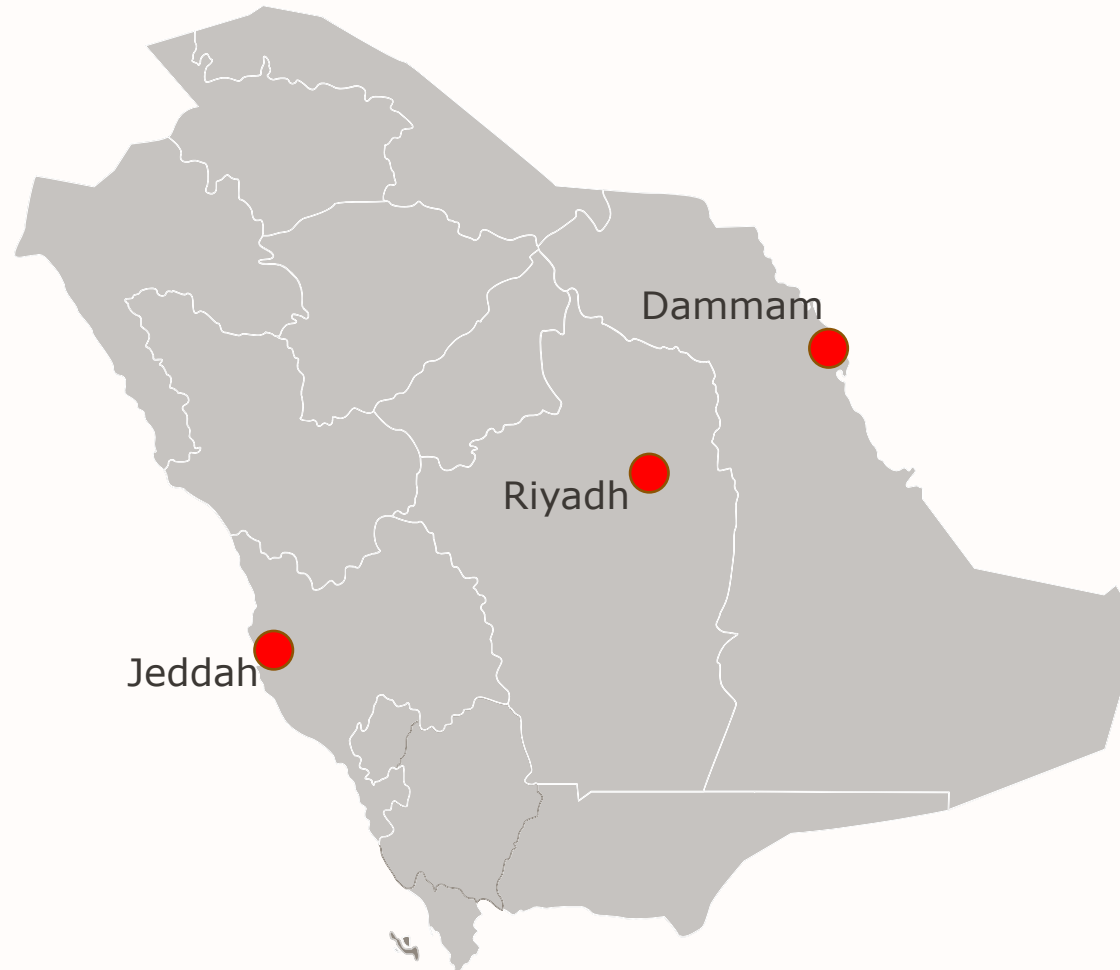
COUNTRY SIZE

8.7%

GDP GROWTH IN 2022

\$19.3 BN

FDI Inflows In 2022



JED, RUH, DMM, MED

MAIN AIRPORT IN SAUDI ARABIA

JED, KAP, DMM, JUBAIL,

YANBU, JIZAN, NEOM

MAIN PORTS IN SAUDI ARABIA

Top Export Industries

- Crude Oil
- Refined Petroleum
- Propylene Polymers
- Metals and machines
- Chemical Products

Top Import Industries

- Machinery and Mechanical Appliances
- Transport Equipment and Parts Thereof
- Base Metals
- Chemicals and Related Products
- Pharmaceuticals
- Optical and Medical Instruments
- Telecom & Broadcasting Equipment



WHAT TO CONSIDER

Trading with Saudi Arabia



4

Population

35 Million (58.4% are Saudi & 41.6% are Non-Saudi) - around 60% of the total population of Gulf countries.

Free Trade Agreement FTA

KSA is having a preferential duty treatment (Duty exemption) with several countries. Below are the active FTAs:

- Gulf Countries (GFTA)
- EFTA (EUR.1) Members: Switzerland, Iceland, Liechtenstein & Norway
- Arab Countries
- Singapore

The Right spot to connect the world

Strategically located in the heart of the world's trade between Asia / India, Africa & EU

Land Transport

Border with GCC Countries, Jordan, Yemen, Iraq & Ferry with Egypt with average transit time of 1-3 days

Africa Market

Closest Country / ports (KAP, JED, Yanbu Industrial and Jazan) to African Market with bonded Zone solution at JED seaport and King Abdullah port. It has also one of the largest deep-water ports on the red sea (KAP)



WHAT TO CONSIDER

Trading with Saudi Arabia



5

Market Overview

Direct Access to 60% of the GCC market

Unemployment rate of 8.5 % in Q1 but dropped to 8.3% in Q2 and plan is to reach 7% by 2030

E-Government for smother and faster government transactions response.

Special Tax and VAT treatments for New and startups companies

Customs Overview

Declarations are being submitted electronically that supports filing the entry 24/7 when needed. Customs are planning to reduce the average lead-time for customs clearance to 2 hours. It used to be 10 days 5 years ago and today average lead-time is 1-2 days

Import / Export

Companies must setup an IOR / EOR entity, or they can import through a local distributors

Only companies that have regional office representing the global brand in the kingdom can supply to government run projects

Advantages / Facilities

Part of the 2030 vision is to expand the logistics sector which resulted in starting 4 massive Economic Zones across Saudi Arabia with plan to expand further.

No personal Income tax which makes KSA one of the top targeted countries in the world for skilled calibers

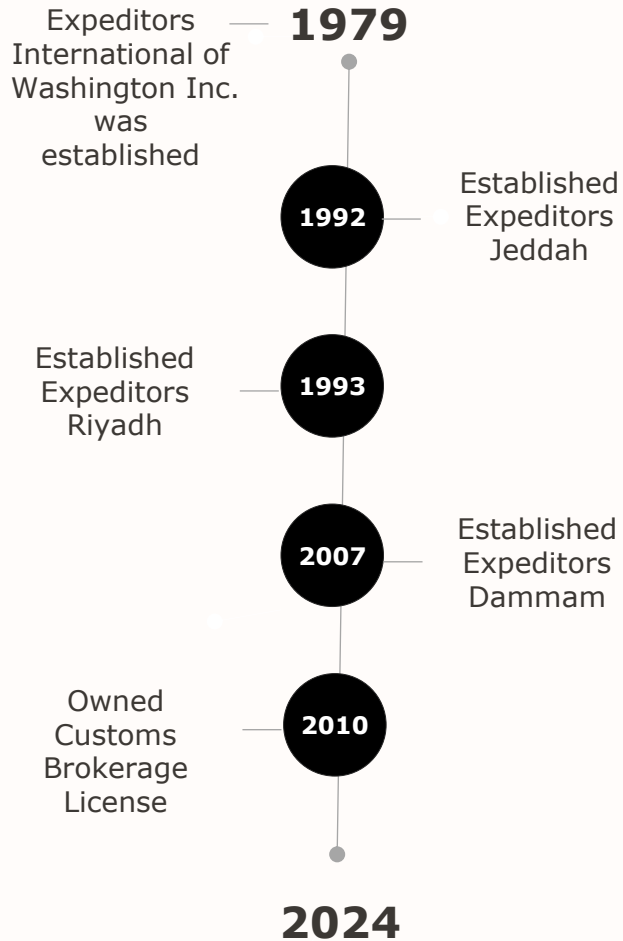


WHY EXPEDITORS?



EXPEDITORS IN SAUDI ARABIA

30th
years
ANNIVERSARY



Jeddah office

Full Service: 50 employees



Riyadh office

Full Service: 45 employees



Dammam office

Full Service: 37 employees



Airports covered

All 3 commercial airports covered
JED / RUH / DMM



Seaports covered

All 4 commercial ports covered
JED / KAP / RUH / DMM



Distribution facilities

13 facilities all over KSA



EXPEDITORS IN SAUDI ARABIA



BROKERAGE



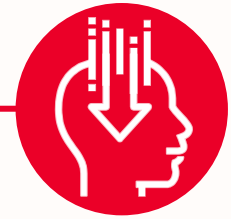
Compliance



**In-House
Brokerage License**



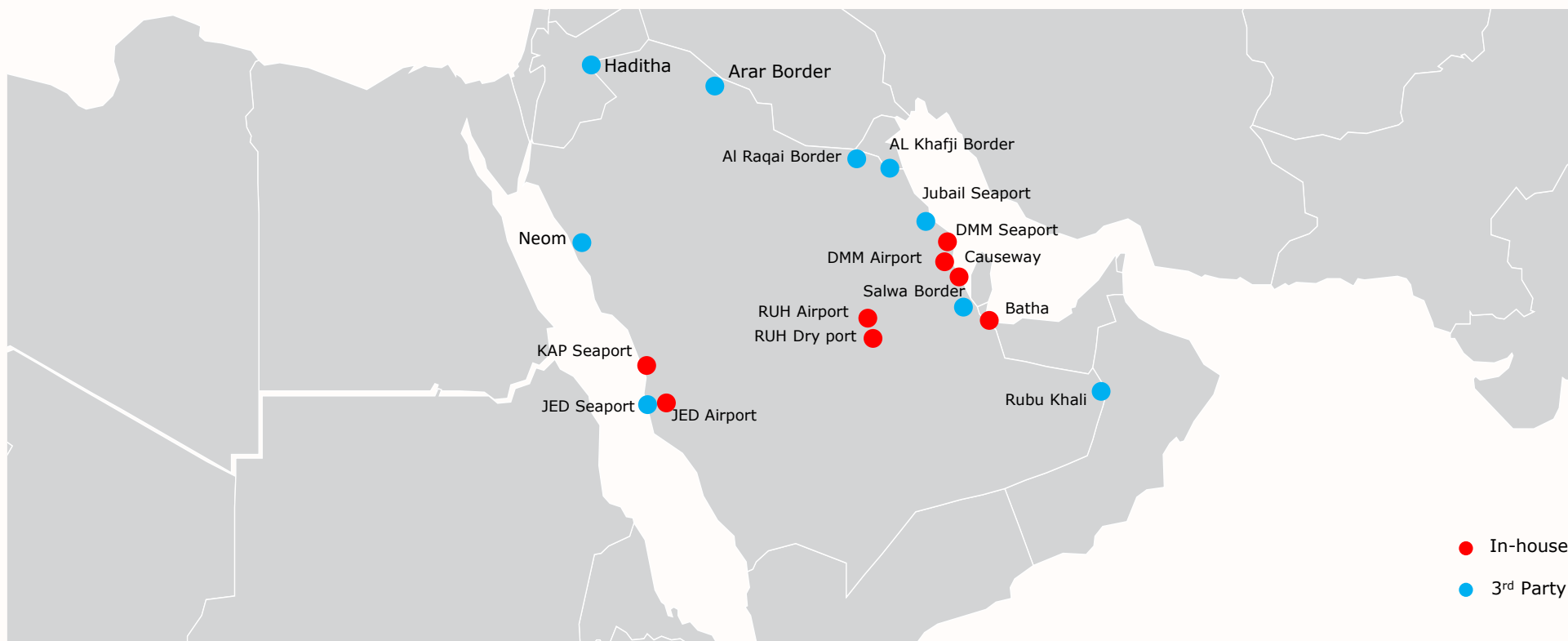
**Expeditors
Brokerage Team**



Knowledge



AIRPORTS, SEAPORTS & BORDERS WE COVER



JEDDAH BONDED ZONE

Location



Strategically located at Jeddah Islamic Port, the largest port in the region handling 70% of the national traffic, making it an ideal distribution hub for customers catering to the Middle East, the European Union and the African Market.

Expeditors can now provide 3PL services through this bonded zone based on a tailored solution for each client/case.



JEDDAH BONDED ZONE

12



WAREHOUSES

Pre-built warehouses
Built-to-suit warehouse
Temperature controlled
warehouses



VALUE ADDED SERVICE

Consolidation and de-
consolidation for multiple
importers

Barcoding – labeling

Assembling

Packaging and re-packaging

Filing

Distribution services

Stuffing/de-stuffing



OPEN YARDS

Container yards
Reefer container yards
Automotive yards
Multipurpose yards



OTHER

E-commerce

High-value items handling
Lesser to no risk of pilferage and
damage

Ideal for furniture, cosmetics,
and high-end products

Eliminate the need for regional
hubs

Direct land bridge between UAE
to the bonded zone



TRANSCON

Region	Saudi Arabia
FTL	✓
LTL	✓
Cross Border	✓
Linehaul	✓
White Gloves	✓
Time Critical	✓
Temp Controlled	✓
Secure Service	✓



DISTRIBUTION

HIGHLIGHTS

- Full warehousing & distribution services with existing customers
- All three branches have GDP certified warehouses
- Several warehouse locations are SFDA approved
- High standards in terms of Quality, Security and Systems

DCs & LOCATIONS

- Jeddah: 18,000 SQM in 7 warehouses
- Riyadh: 12,000 SQM in 4 warehouses
- Dammam: 5,000 SQM in 2 warehouse



VERTICALS CAPABILITIES SAUDI ARABIA



PROJECT & ENERGY SERVICES

16

What we do

We provide integrated logistics project management, turnkey project transport & complex cargo movements globally to EPC customers in the following sectors:

- Energy
- Mining
- Chemical
- Automotive
- Pharma/healthcare
- Petrochemical
- Pipeline
- Infrastructure

Our SP expectations

In project and energy business, customer would always have high expectations from their service providers due to the supply chain complex nature, and in parallel we would rely on our partners to help us meet such expectations in the form of:

- Asset investment
- Technology investment
- Strategic pricing
- Solution offering
- Communication
- Operational excellence
- Safety & security



Refinery Shutdown Project

Success Story

Turnkey Project Highlights:

- Total Volume : 65,000 frt
- Project Location : Saudi Arabia – Eastern Province
- Scope : Multimodal transport / Clearance / Air chartering
- Destination : Dammam
- Project Duration : January 2017 – November 2018

Services and Resources:

- Project Management
- Heavy Lift Transportation
- Origin port ops
- Ocean Chartering (Full / Part Charter)



HEALTHCARE

Compliance

GDP & ISO 13485 quality Management System

Employees

GDP trained with a GDP Compliance Representative in every district

Cold Chain expertise

Solid relationship with all Airlines, Shipping Lines and GHA at airports and Ports

Services

GDP Compliant Transportation, Brokerage, Reefer Trucking, Warehousing and Distribution operations

Lane Route Design, Risk Assessment and Risk Mitigation plans

Infrastructure

Warehouses are SFDA licensed for Pharma and Medical devices

GDP & ISO 13485 quality Management System

GDP Audited by many Pharma and Medical Devices Multinational Companies

Service Providers

GDP qualified: GDP Audited with a GDP SOW





60
OEMs

550+
Tier Suppliers

- Inbound Logistics
- Aftermarket Logistics
- Finished Vehicles

- Network Optimization & Design
- Trade Compliance Program
- Critical Logistics Management

- Supplier Release Management
- Vendor Managed Inventory
- Dealer Replenishment fulfilment

- Technology integrated
- End-to-End
- Global Coverage

KSA Automotive Cluster & Vision

- Saudi Arabia accounted for almost 52% of the vehicles sold in the Gulf Cooperation Council (GCC) and 35% in the MENA region in 2020. Total vehicles sold in Saudi Arabia in 2019 and 2020 were 556,000 and 436,000, respectively. Sales are projected to reach 543,000 units by 2025
- Automotive Cluster's mandate is to develop the local automotive industry in Saudi Arabia. Auto Industry is very critical for any country's economy. It creates downstream industries while growing in automotive areas.
- KSA vision is to bring OEMs to produce ~300K+ vehicles in Saudi Arabia between 2020 and 2030. Also, vision is to have at least 40% Local Gross Value Add (LGVA) to develop automotive eco-system in the kingdom.

AVIATION

Transcon

1. 24x7 'secure' operations with GPS Tracking/Geo Fencing
2. Visibility via App and web-based tracking with customized alerts and MIS
3. Intra City (same day), Inter City and Cross Border services available
4. White Glove, Temperature controlled and 'High and Heavy' services available

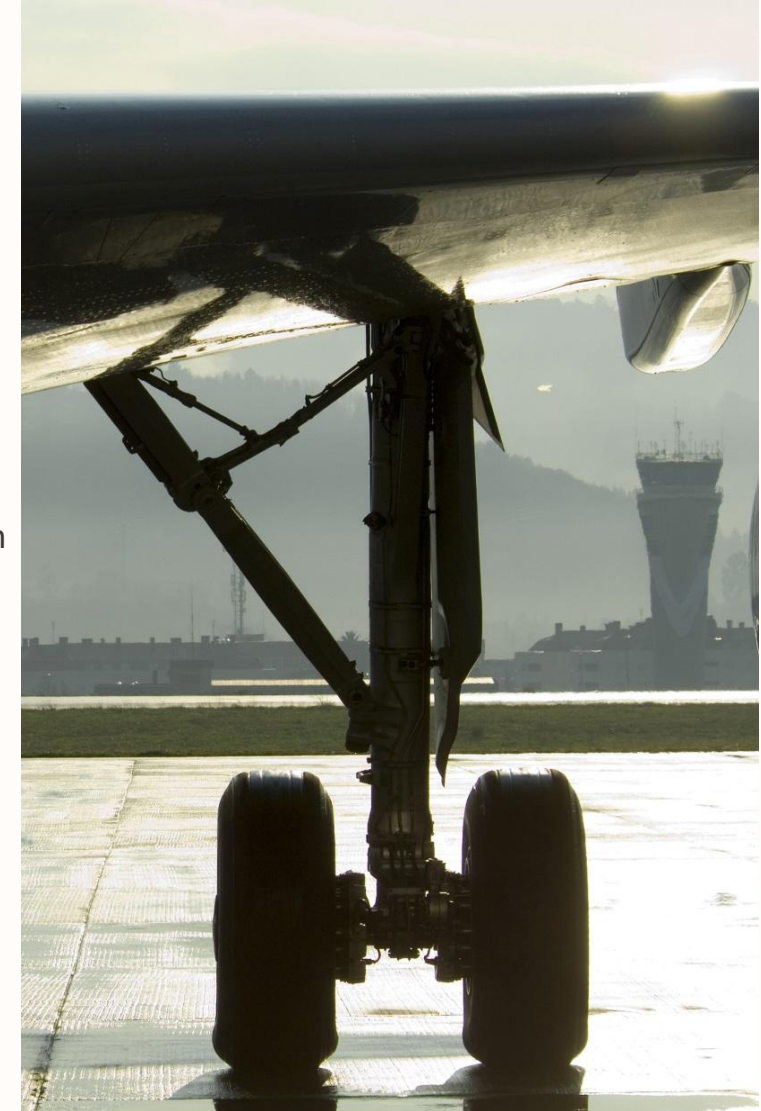
Warehousing & Distribution

1. 24x7 'secure' operations with CCTV/Access controls
2. Visibility via App and web-based tracking with customized alerts and MIS.
3. We operate ISO 9001 certified, Multi-User Facilities at 3 locations – Jeddah, Riyadh and Dammam – we offer Storage, Pick & Pack, Packaging, Inventory and Returns Management etc.
4. Temperature Controlled, Covered and Open storage Yard Space available.

Customs

1. 24x7 operations with SABER specialists
2. Visibility via App and web-based tracking with customized alerts and MIS.
3. We operate at 17 borders (airports/seaports/land borders)
4. AOG, Temporary Imports & Repair and Return services available

All our activities, whether in-country or cross border are based on our Global Operating Standards and subject to Minimum Security Standards (MSS).





YOU'D BE SURPRISED HOW FAR WE'LL GO FOR YOU.®

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