

DRIVING EXCELLENCE

Continued diversification was a principal theme for SACC during 2017, a year in which we made significant progress across all our business areas. Each of our operational divisions performed well, and in a year of many highlights I would single out four areas of particular significance.

Technology – handling about one billion transactions every year, business efficiency is a top priority for SACC. By automating our processes, we can generate significant benefits for our company, clients, and suppliers. This initiative began to bear fruit in 2017, not least in the vast reduction in the volume of paper-based documentation.

Railways – a relatively new segment for us, but one that holds great potential. Having been awarded catering and retail contracts for the Dammam-Riyadh and North-South lines, we continued to expand operations, launching additional on-board and catering services, and cafés and retail outlets at stations. We now have similar opportunities with the Haramain high speed line, where on-board catering trials will begin in the first quarter of 2018.

Retail – an area of rapid growth, both in-flight and on the ground, at airports and city high-streets, where we opened 13 new shops in 2017. Retail now manages in-flight sales for four airlines and is well-advanced with diversification into duty-free through a joint-venture with Lagardere, the French multinational.

Female employment – Saudization, particularly the recruitment and advancement of Saudi women, is an important priority. I am pleased to report that we have made excellent progress and that Saudi women account for very nearly 100 percent of our total female workforce.

Hajj and Umrah business is crucial in the context of our national culture welcoming religious guests and economic growth. SACC has an important responsibility in serving the needs of the millions who make the pilgrimages every year. This is also a valuable market, and in introducing the heat-and-eat pre-prepared meals concept so successfully, SACC is now well-positioned to consolidate our leadership in this category.

Looking ahead, our company has earned a great reputation in Saudi Arabia and we continue to diversify our portfolio to capture new opportunities and reduce dependence on the airline industry. The impact of these initiatives was already visible in 2017 and will be even more so in the coming years.

I thank all our stakeholders for their contributions to our achievements in 2017. I have every confidence that our people, our strategies, and our business execution will enable SACC's continued progress, from strength to strength.

Wajdy Al-ghabban
Chief Executive Officer

NET PROFIT (SR)

481.7m

REVENUE (SR)

2.2bn

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