



# INVESTOR PRESENTATION

RESULT OVERVIEW



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# 2019 | Highlights



# 2019 Highlights



Appointment of Mr. Fadi Majdalani as an independent board member at SACC, in place of H.E. Mr. Fahd bin Abdulmohsen Al-Rasheed, who submitted his resignation to the board on 05 Dec 2019. This appointment took effect from 06 Jan 2020 throughout the remaining period of the current board term that ends on 26 Jan 2022.



SACC renewed its in-flight catering agreement with Saudi Arabian Airlines, which ended on 31 Dec 2019 and is renewed to be effective for a period of 10 years representing the longest contractual period between the two parties in relation to inflight catering services, confirming the depth of partnership and mutual trust between the two parties. The renewed contract took effect starting from 01 Jan 2020 through 31 Dec 2029. The provisional value of the agreement is SAR 12 billion.



SACC signed a contract with Saudi Arabian Airlines on 29 Dec 2019 for design, construct and operate Al Fursan Domestic lounge at the new King Abdulaziz International Airport in Jeddah. The term of the contract shall be for a term of (10) years. The provisional value is estimated to be SAR 308 million.



SACC signed a 5 years contract with Haramain High Speed Railway "HHSR" on 01 Jul 2019 for providing Food and beverage. The provisional value is estimated to be SAR 85 million.

# 2019 Highlights



## SACC HAVE OBTAINED VARIOUS CERTIFICATES (NEW & RENEWAL) DURING THE YEAR 2019 SUCH AS:

- Gold classification for the 3rd year in row on Mowaamah Certification - by Ministry of Labor.
- GACA R 68 for Ramp side work permit.
- GACA R 151 Ground Service Provider Certificate (re-certification) - JED Station.
- External Surveillance and re-certification:
  - ✓ ISO 9001:2015
  - ✓ ISO 22000:2005
  - ✓ HACCP
  - ✓ HALAL
  - ✓ OHSAS 18001:2007



35 units of new high-loader trucks added to the fleet during year 2019.

# Board of Directors

## 27 Jan 2019



**Mohammed Al-Sarhan**  
Chairman



**Sami Al-Hokair**  
Vice Chairman



**Jonathan Stent-Torriani**  
Board Member



**Raed Al-Mudaiheem**  
Board Member



**Khaled Al-Hukail**  
Board Member



**Abdulkarim Essolami**  
Board Member



**Hasan Al Jabri**  
Board Member



**Yousef Al Yousefi**  
Board Member



**Fadi Majdalani**  
Board Member

**2019**

**Business  
Overview**

# In-Flight Catering



## In Flight Catering

- Inflight catering (IFC) is the core business of SACC. 63% of SACC turnover is generated by IFC.
- 40m meals served on 217k flights.
- IFC serves over 70 regular airline clients and over 70 other airline clients.
- Operations are carried out from 6 locations (Jeddah, Riyadh, Dammam, Medina, Cairo, and Neom).
- IFC also supports other SACC divisions through its' units and Central Production Unit (CPU, in Riyadh).



## Airport Lounges

- 2,6m Pax in 15 lounges.



## Equipm. Logistics

- Over 500 active SKUs for SV.



## Menu Planning

- In addition to Catering services, IFC provides menu planning and chef-on-board service.



## CPU

- 27m meals capacity supporting all IFC, Hajj and Umrah and other business.



# Catering & Facility



## Business & Industries

- 54 sites in Saudi Arabia.



## Remote Sites

- 6 clients served in 22 locations.



## Camp Management

- Staff Services can accommodate 8,000 staff in 4 cities.



## Laundry Services

- KAEC (JED) and KFMC (RUH) with a total capacity of 60.5 tons per day.



## Railway

- Station outlets and on-board sales for SAR, SRO and HHR.



## Hajj & Umrah

- 705,538 meals to 100,664 pilgrims.



## Baggage Services

- 12K baggage capacity.

# Retail (SKYSALES)



## On-Board

- On-board sales for Saudia, Flynas and Flyadeal, providing 447 SKUs.



## Ground Shops

- 48 ground shops.



## E-commerce

- 2,1 MSAR turnover 2018.
- 28,7 MSAR turnover 2019.

# Flights & Meals

YE-2018

YE-2019

## Number of flights

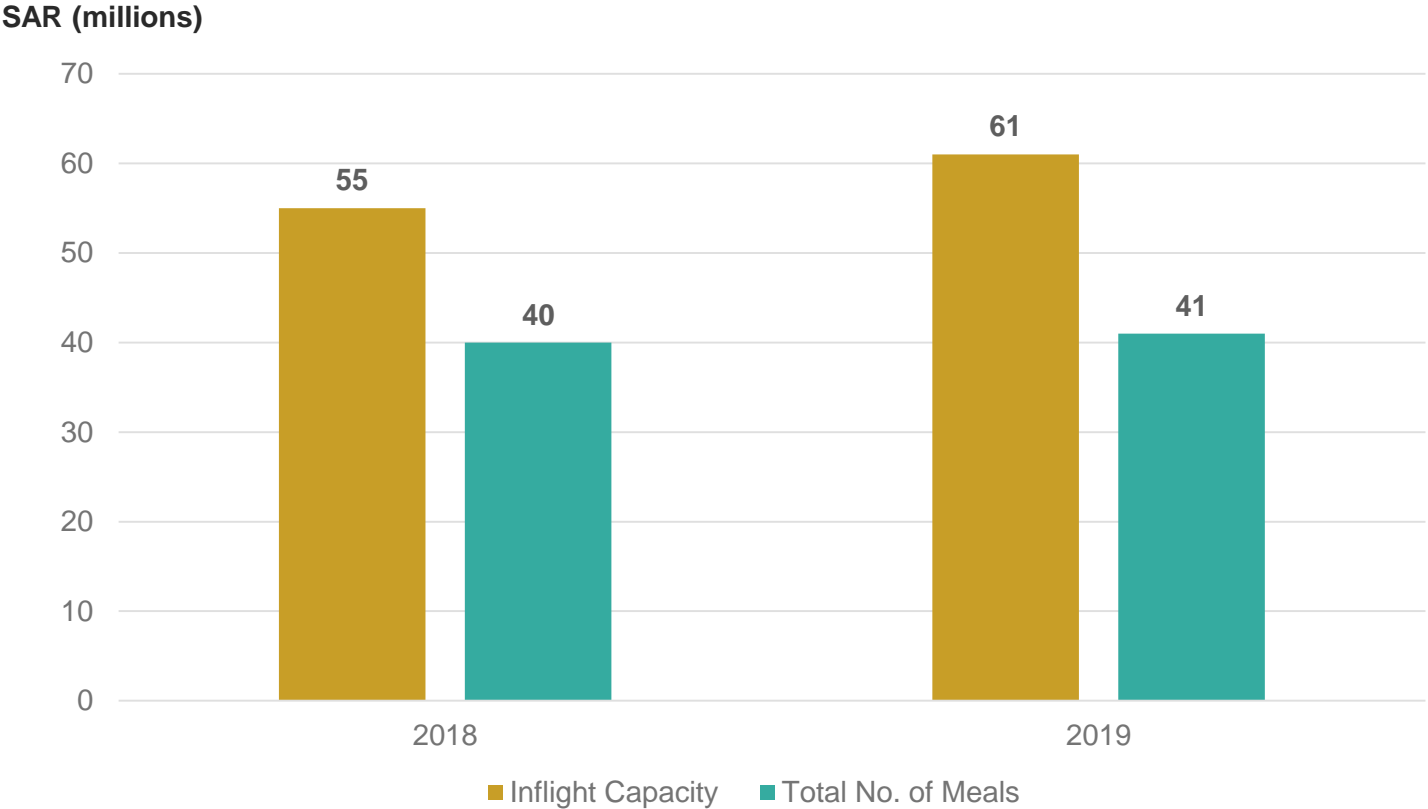
Saudia	137	138
Other Airlines	57	60
Private	26	19
<b>Total</b>	<b>220</b>	<b>217</b>

## Number of meals

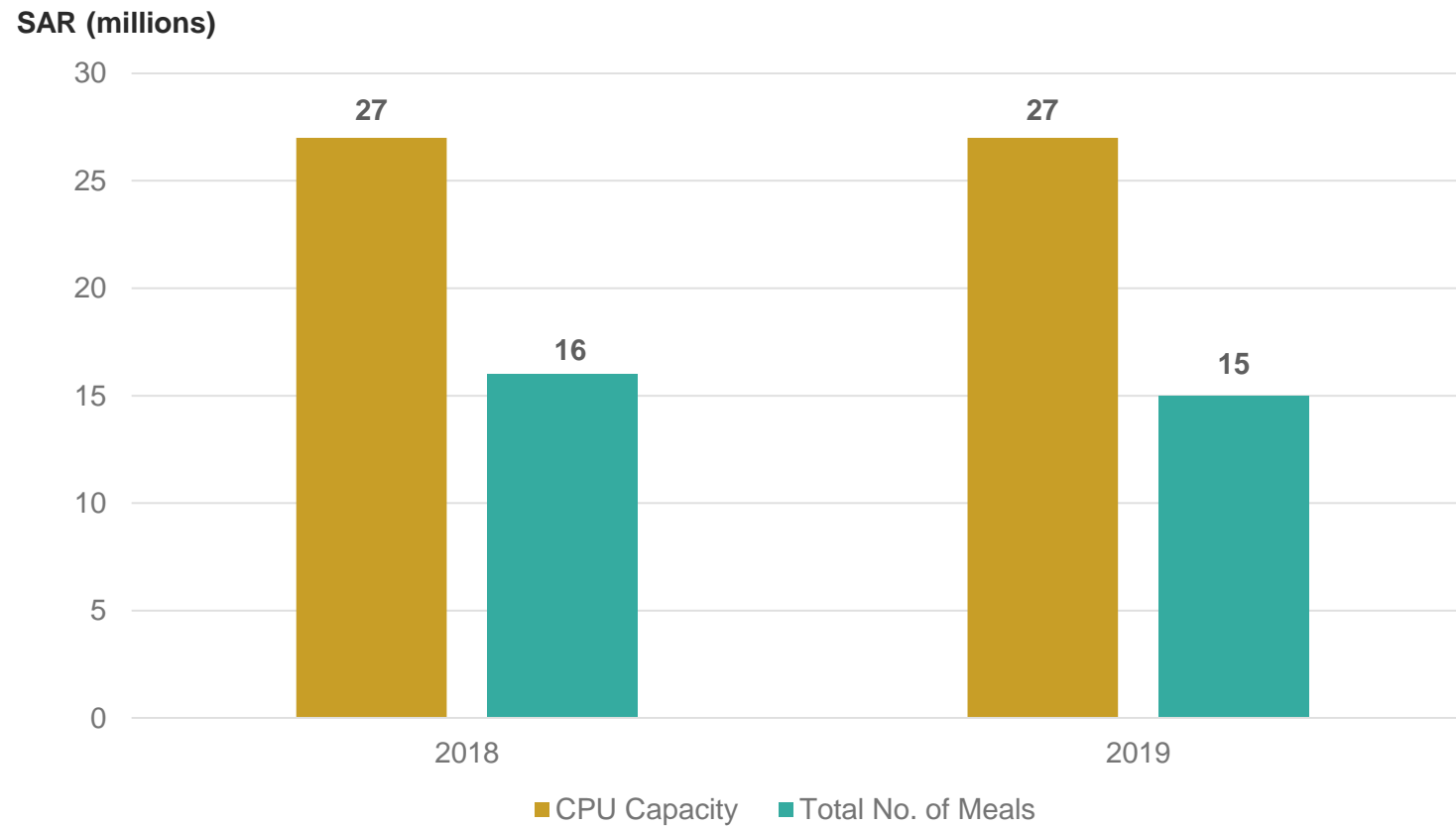
Saudia	32,838	33,147
Other Airlines	6,597	6,955
Private	540	478
<b>Total</b>	<b>39,975</b>	<b>40,579</b>

*All displayed numbers are expressed in thousands*

# Inflight Meals Capacity



# CPU Meals Capacity



# Dependency from Saudia Increases

## SACC'S DEPENDENCY FROM SV HAVE NOT CHANGED AGAINST 2018 VS 2019

	2018	2019
SV share of net sales	66%	66%

*Includes Saudi Arabian Airlines (catering, menu planning, Al Fursan lounges, Saudia Cargo and Saudia Private Aviation)*



Besides In-flight Catering services, SACC provides Onboard equipment, Lounge services and Skysales onboard sales.

# SACC Staff Count

	YE-2018	YE-2019
Saudi Males	1329	1278
Saudi Females	247	295
<b>Total Saudis</b>	<b>1576</b>	<b>1573</b>
Expatriates	2857	2794
<b>Total permanent staff</b>	<b>4433</b>	<b>4367</b>



Saudization rate at the end of year 2019 was 34.27% (source Ministry of Labor)

# Statistics

Particulars	YE 2018	YE 2019
Total number of inflight meals catered	39,975,404	40,579,467
Total number of flights catered	220,129 flights	217,060 flights
Total number of Airline clients	SAUDIA + 81 other airlines	SAUDIA + 74 other airlines
Total number of Business Lounges	14 (7 Intl, 5 Dom, & 2 Others)	15 (8 Intl, 5 Dom, & 2 Others)
Total number of Lounges guests	2,591,102	2,592,639
Total number of Non-Airline clients	72 ( 43 Food & 29 Laundry)	67 ( 45 Food & 22 Laundry)



# 2019 | Financials



# 2019 Financial Summary



Net sales increased by 6% from 2,036 MSR to 2,156 MSR.



Total comprehensive income decreased by -0.8% from 464 MSR to 460 MSR.



Earnings per share before zakat and income tax increased from 5.60 SAR to 5.66 SAR.



Cash and cash equivalents have increased from 147 MSR to 189 MSR

# 2019 Key Financials

2019 Key Financials Compared To Previous Years

## Revenues SAR (billions)



## Net profit SAR (millions)



## Net profit %



## Shareholders equity SAR (billions)

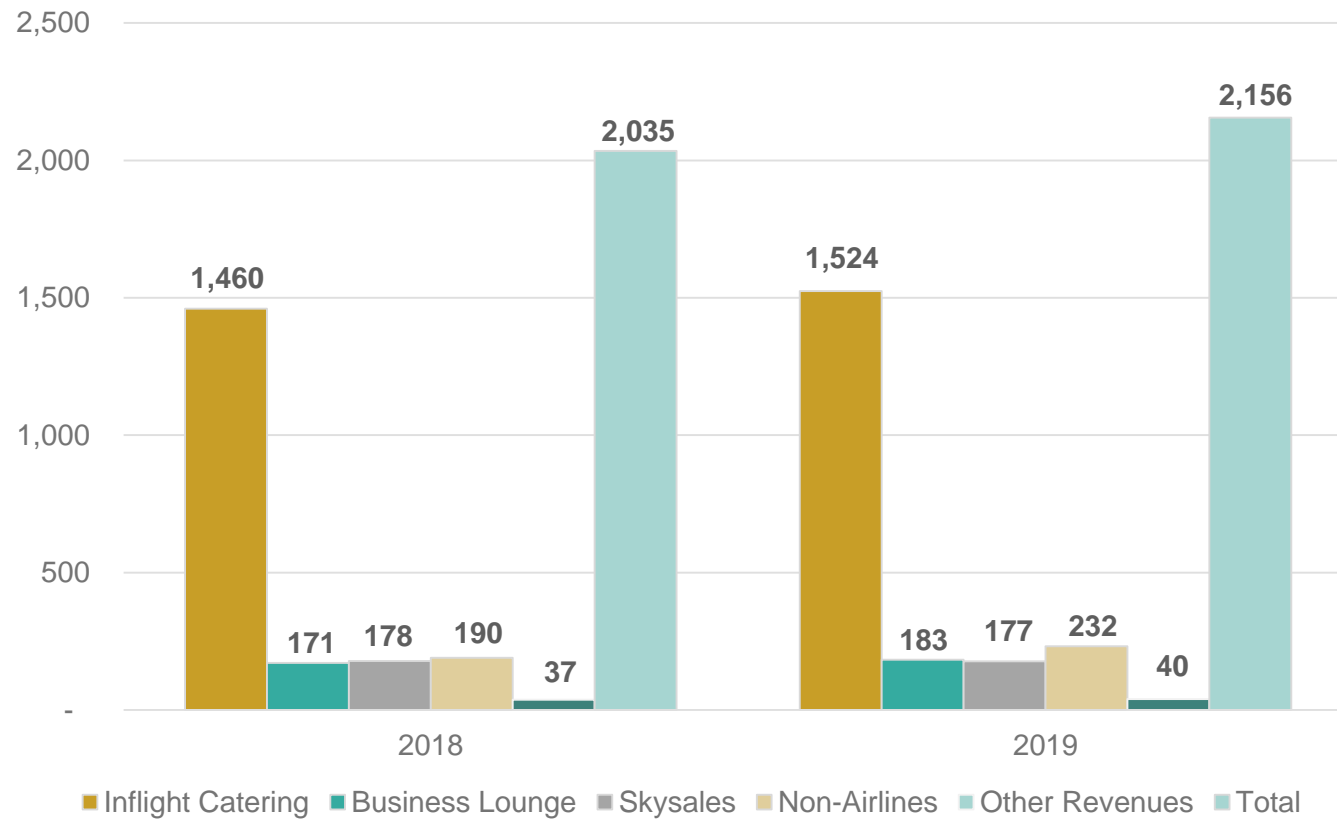


## Earning per share SAR

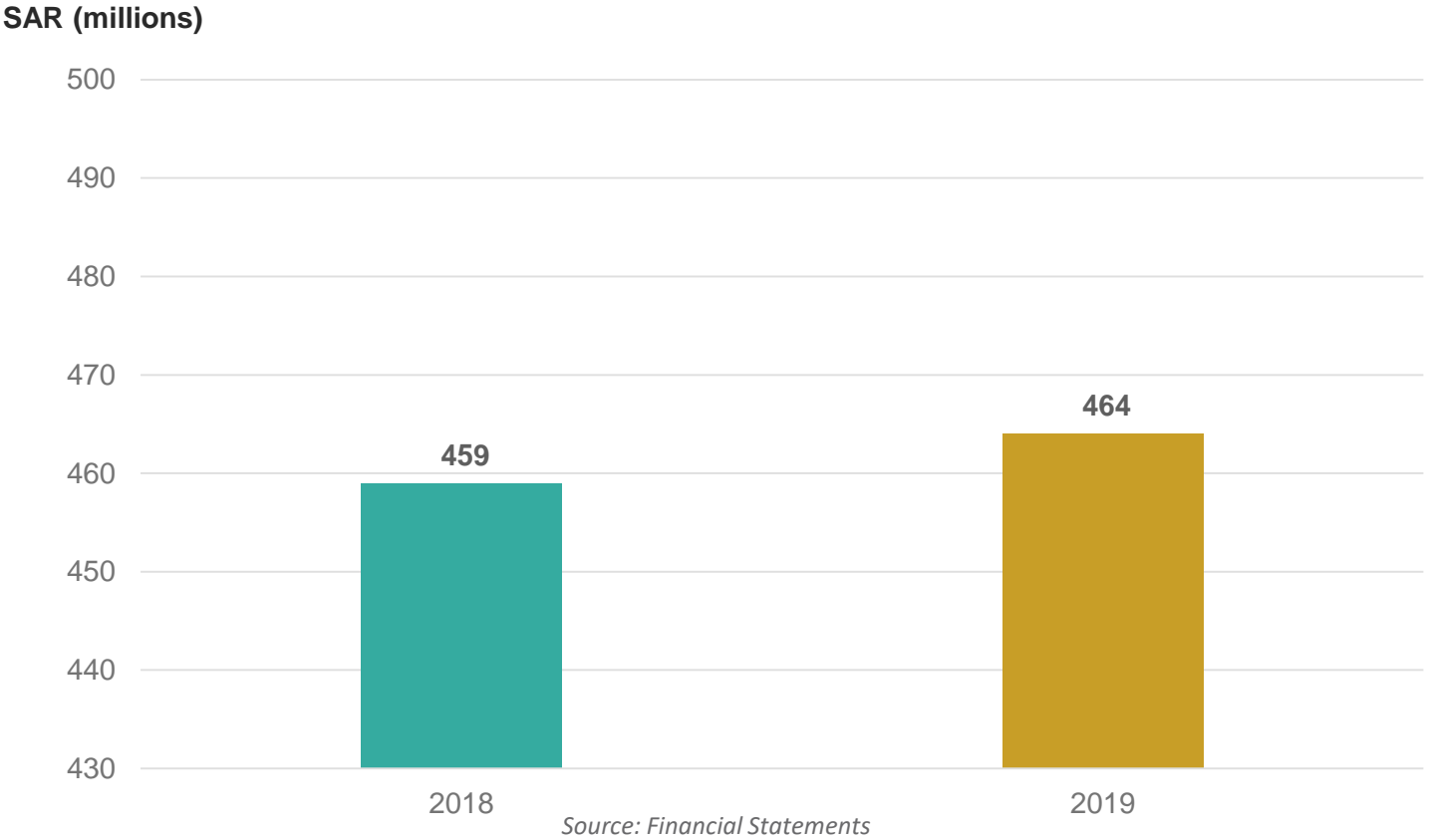


# Revenues

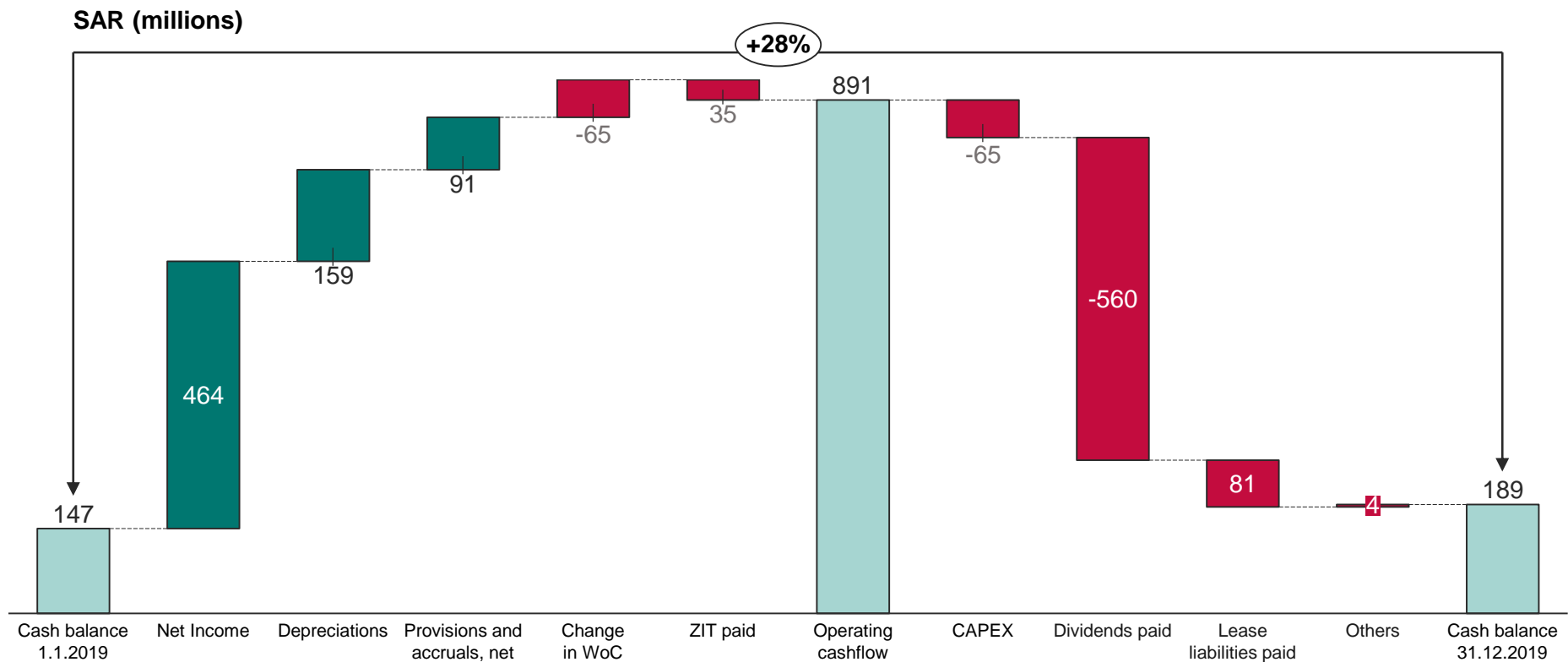
SAR (millions)



# Net Income

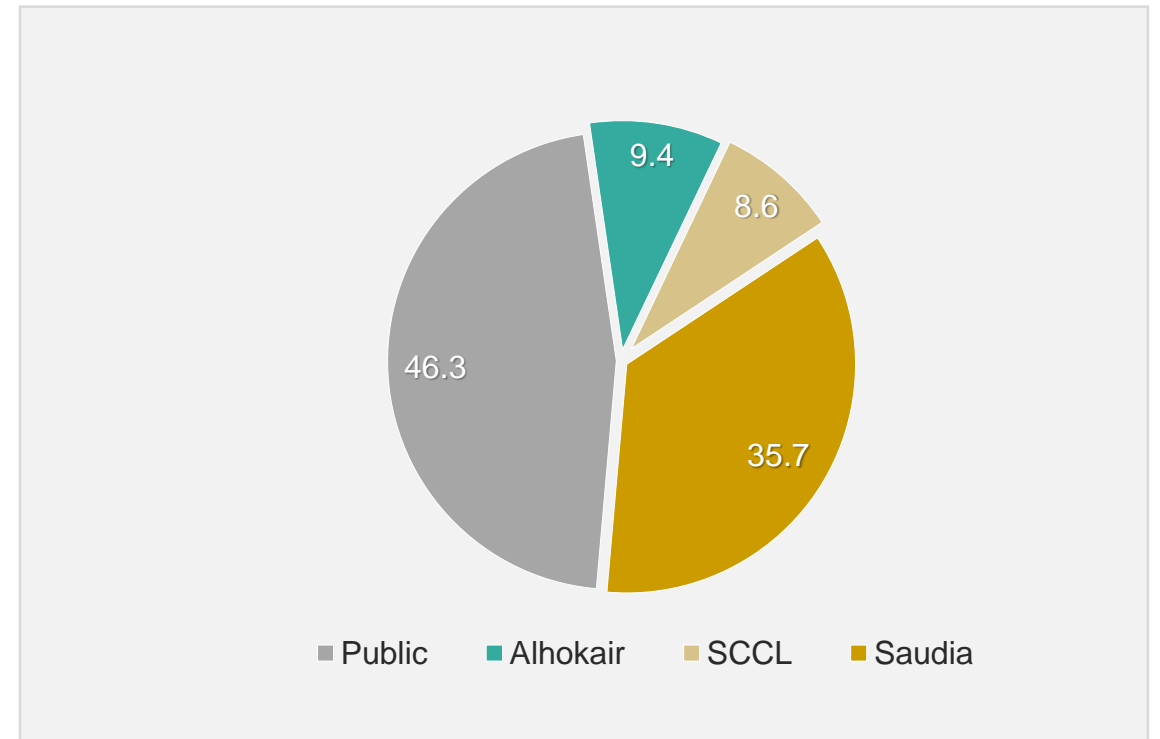
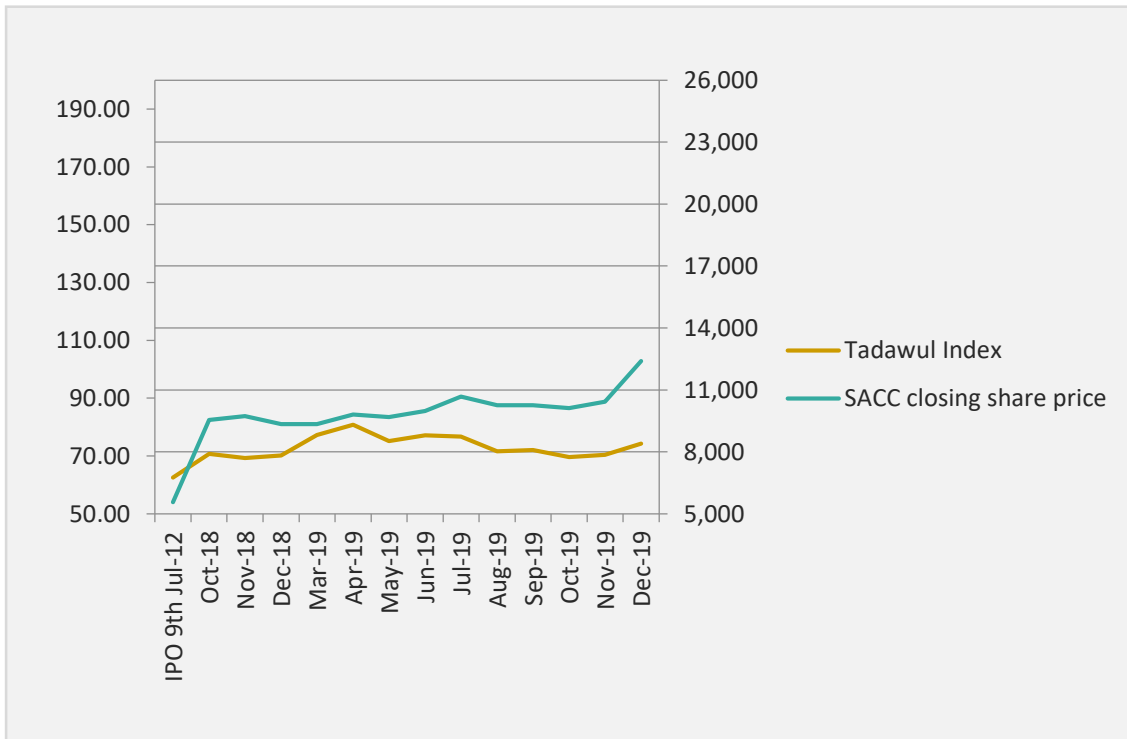


# Cash Flow



- Operating cash flow was +744 MSAR.
- WOC increased by 65M.

# Share Price Development Shareholders as of 2019





THANK YOU