

200 LISTED SECURITIES







King Salman Bin Abdulaziz Al-Saud Custodian of the Two Holy Mosques



His Royal Highness Prince

Mohammed Bin Salman Bin Abdulaziz Al-Saud

Crown Prince, Deputy Prime Minister and Minister of Defense



200 Listed Securities gives detailed insights into the companies listed on Saudi Exchange and offers the companies the opportunity to share their insights on how they are leading change in their sectors and contributing to the transformation of the Saudi Arabian economy.

Together the companies illustrate a rapidly changing Kingdom that is emerging as a global economic and investment hub providing unique opportunities for investors. It has been our honor to give this platform to our listed companies to offer their perspectives and we hope you enjoy reading about their achievements, their insights and their vision for the future.

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CEO FOREWORD

HIGHLIGHTING THE COMPANIES THAT HAVE HELPED TRANSFORM THE KINGDOM



Mohammed Sulaiman Al Rumaih CEO, Saudi Exchange

The listed companies on Saudi Exchange are true innovators in the ways they are growing their businesses, driving greater diversity in their workforces and expanding their operations internationally It is my honor to welcome you to the Saudi Exchange's 200 Listed Securities report. This publication shines a spotlight on the companies listed on the Saudi Exchange and how they are leading innovation in their sectors and driving the economic transformation of the Kingdom of Saudi Arabia.

The strength and long-term growth demonstrated by the companies listed on the Saudi Exchange have been the foundations for the rapid growth of the Saudi capital market. They, and their ongoing success, are ultimately what differentiates the Saudi Exchange from other global exchanges, and we thank them for their continued support.

The listed companies on the Saudi Exchange range in size from one of the world's most valuable listed companies, Saudi Aramco, to emerging SMEs listed on our Nomu parallel market. The Saudi capital market is by a significant margin the deepest and most liquid in the region, accounting for over 78 percent of the combined market capitalization of all MENA exchanges. Following the successful IPO and listing of Aramco, the Saudi Exchange is now one of the largest Exchanges globally by market capitalization.

Over 78%

The percentage of the region's combined market capitalization that the Saudi capital market accounts for

The Aramco listing marked a significant milestone in the history of the Saudi capital market, further increasing the market's international visibility and broadening the range of active international investors in the market. Being chosen to host the largest IPOs in history was a great source of pride for the Saudi Exchange, and the successful listing was made possible by an ambitious series of market enhancements delivered in the two years preceding the IPO in cooperation with the Capital Market Authority.



Total combined market capitalization of MENA exchanges

It is our aim for 200 Listed Securities to help further increase the visibility of companies listed on the Saudi Exchange, illustrating their achievements and giving them the opportunity to share their perspectives on how they are leading change in their businesses and sectors.

Although they undertake widely differing activities, the companies featured in this report are true innovators in the ways they are growing their businesses, driving greater diversity in their workforces and expanding their operations internationally. We see for example how companies listed on the Saudi Exchange are supporting the Kingdom's Saudization initiative, by increasing the numbers of KSA nationals they employ; and how they are standard-bearers for greater diversity, with a growing number of senior executive roles being held by female employees.

The innovative nature and sectoral diversity of the firms featured are a clear illustration of their key role driving growth in the Saudi economy and how their daily activities are helping fulfil the objectives of the Kingdom's national transformation program.

At the Saudi Exchange, we are closely aligned with the overarching framework of the Kingdom's Vision 2030 strategic plan and its Financial Sector Development Program (FSDP), which is designed to ensure the formation of an advanced capital market and create a thriving financial sector, which in turn helps drive private sector growth, and enable sound financial planning. Since Vision 2030 was launched, the Saudi Exchange and the Capital Market Authority have implemented far-ranging reforms to enhance the Saudi market's effectiveness, foster an attractive environment for local and foreign investors, and align the market's regulatory frameworks with internationally recognized standards.

The strength and long-term growth demonstrated by the companies listed on Saudi Exchange have been the foundations for the rapid growth of the Saudi capital market

Inclusion in three global indices

MSCI, S&P, FTSE Russell

Key infrastructure enhancements successfully delivered to enhance the Saudi Exchange's infrastructure include: the adoption of an independent custody model and the setting up of a securities depository center, Edaa, providing a variety of registry, post-trade, clearing, settlement and consolidated reporting services; and the implementation of a T+2 settlement cycle. In addition to the establishment of Muqassa, an independent clearing house with central counterparty clearing. Muqassa's operations and the launch of the derivatives market took place in 2020. These enhancements came with the full inclusion of Saudi Arabia into leading global emerging markets indices operated by MSCI, FTSE Russel and S&P DJI.

The smooth and flawless execution of the index inclusion process, and the attainment of emerging market status in a short period of time were visible demonstrations of the speed of changes being implemented in the Kingdom's capital markets. Inclusion in these benchmark global indices was accompanied by record-buying of foreign inflows by foreign investors from around the world. This resulted from enhancements made to the Saudi Market's Qualified Foreign Investor (QFI) program which broadened access and eased eligibility requirements for international investors. We have seen great success with our QFI program welcoming over 2,300 Qualified Foreign Investors since its inception, and new investors each month.

I would like to thank all the parties who have made this report possible. In particular, I would like to express my appreciation to the featured companies. Their successes have underpinned the growth of the Saudi capital market and they have provided in this report a range of unique and truly insightful perspectives on their businesses and how they are contributing to the transformation of the Saudi Arabian economy.

We are also grateful to a range of authorities for the continued support to the Saudi Exchange. These bodies are essential partners to the Saudi Exchange in our mission to drive the continued development of the Saudi capital markets and its further integration into the global economy.

I hope you enjoy learning about how the vision and hard work demonstrated by the Saudi Exchange listed companies are helping to support the Kingdom's transformation.

Mohammed Sulaiman Al Rumaih CEO, Saudi Exchange

INSIDE 200 LISTED SECURITIES

CAPITAL MARKET ENHANCEMENTS DRIVING WIDER ECONOMIC TRANSFORMATION



An emerging global economic leader

In November 2020, the annual G20 summit was hosted by Saudi Arabia, which held the rotating presidency for the first time. Despite the logistical challenges posed by COVID-19, which meant that the Leaders' Summit was held as a virtual event for the first time, the event marked a successful end to the country's leadership of the G20 during which it helped shepherd vital international collaboration on financial and economic issues.

Saudi Arabia's membership of this club is a testament to the size and strength of its economy, which is currently the 18th largest in the world. The Kingdom is also the largest economy in the Gulf Cooperation Council (GCC) by far, and with a GDP valued at \$700 billion in 2020, Saudi Arabia's economy represents 25 percent of the Middle East and North Africa (MENA) region's total output. Saudi Arabia benefits from a long-term track record of growth, high investment rates and stable monetary and exchange rate policies, and the country's journey toward economic diversification is well under way.

Vision 2030: Delivering a thriving economy

Vision 2030 is the Saudi government's comprehensive plan to guide the development of the Kingdom and bring it within the circle of developed nations. The plan aims to diversify and liberalize Saudi Arabia's economy by stimulating private sector growth, diversifying away from hydrocarbons, privatizing state-owned enterprises, and reforming markets.

Saudi Exchange directly supports several Vision 2030 goals including increasing the private sector's contribution to the economy, drawing in more foreign investment, and growing the SME sector. Over the past years Saudi Exchange and the Capital Markets Authority have implemented an ambitious series of reforms to enhance the Saudi capital market's effectiveness, foster an attractive environment for local and foreign investors, and align its regulatory frameworks with international best practices.

One of the key objectives of Vision 2030 is to build a larger role for the private sector within the Saudi economy – to 65 percent of GDP by 2030, up from 40 percent in 2020. With the help of the country's sovereign wealth fund, the Public Investment Fund, combined with investment from Saudi companies and international investors, the country is successfully repositioning itself as a center for renewables, cultural and religious tourism, retail, mining, manufacturing, logistics, and technology.

Over 93,000 Saudis are being educated on government scholarships at world-class academic institutions around the world, and strong healthcare and education policy will also help to foster a healthy, productive, and highly skilled private sector workforce.

The Kingdom's government is developing local supply chains and giving companies quotas for employing Saudi nationals to ensure that these new graduates will have jobs. The country also expects female participation in the workforce to rise to 30 percent from 22 percent in the next 10 years.



Ensuring the formation of an advanced capital market

As part of Vision 2030, the country's Financial Sector Development Program (FSDP) will support the formation of an advanced capital market and create a thriving financial sector, with institutions able to support private sector growth.

A key objective is to make the Kingdom an attractive destination for international capital and financial sector reforms have already boosted the ranks of the country's Qualified Foreign Investors (QFI) to 2,333 at the end of 2020 from 123 in January 2018, and the FSDP is on track to realize its goal of increasing the share of capital markets' assets as a proportion of GDP to 45 percent at the end of 2020 from 41 percent in 2016.

In addition to attracting foreign investors to its capital market, Saudi Arabia has implemented an ambitious



series of legal and structural reforms to position the Kingdom as a world class-destination for foreign direct investment and to make it easier for domestic and international entrepreneurs to establish businesses. These reforms received external validation in the recent "Doing Business – 2020" report published by the World Bank. This report recognized Saudi Arabia as the most improved economy and saw the country's ranking leap to 62nd out of 190 countries, up from 92nd place the year before.

The successful implementation of reforms by the Saudi Exchange and the Capital Markets Authority also paved the way for the Kingdom's upgrade to emerging market status by all three of the world's largest index providers - MSCI, S&P Dow Jones and FTSE Russell. The market's inclusion in these indices occurred in phases during 2019, and the process was accompanied by record buying of Saudi shares by foreign investors from around the world, further expanding market participants in what was already one of the most liquid emerging markets in the world.

Saudi Aramco's spotlight on the Saudi Exchange

As a result of these ambitious policy programs, there is a new sense of dynamism on the ground, and the listing of Saudi Aramco in December 2019 drew global attention to the Kingdom's economic progress. The world's largest integrated oil and gas company, producing one in every eight barrels of crude oil globally, Aramco has been at the heart of the Kingdom's economy for more than 80 years, forming the foundation of the nation's development.

The successful listing was the largest in history and saw Aramco valued at \$1.7 trillion when trading began. The IPO catapulted Saudi Exchange into one of the largest global stock exchanges based on market capitalization, and into the top three largest emerging market exchanges.

Saudi Exchange is now home to 207 listed securities with a combined market capitalization of more than SAR 9,102 billion (US\$ 2,427 billion), and is highly liquid, with an average daily trade value of approximately SAR 8.3 billion (US\$ 2.2 billion). From a regional perspective, Saudi Exchange accounts for 78 percent of the combined market capitalization of all MENA exchanges.

The Saudi Exchange has a clear vision to become an active player in global capital markets, a source of capital, an investment destination, and a regional financial hub that can lead capital market development in the GCC and the wider MENA area.

Delivering market enhancements & strengthening corporate governance

Driving forward the development of Saudi Arabia's capital market have been the reforms implemented by

the Saudi Exchange and the Capital Market Authority. These include the introduction of an independent custody model, with the Kingdom establishing an independent clearing house known as Muqassa to provide clearing services, centralize counterparty risk management, and guarantee the settlement of all assets traded on the Saudi Exchange.

In addition, the Kingdom set up a securities depository center known as Edaa to provide a variety of registry, post-trade, and consolidated reporting services.

Further post-trade infrastructure enhancements included the implementation of a T+2 settlement cycle, central counterparty clearing and a delivery versus payment (DVP) system, including the segregation of custody, settlement, and covered short-selling. These infrastructure enhancements have helped to pave the way for the introduction of more complex asset classes, and the recent introduction of the Kingdom's first derivatives market including the introduction of MT30 index futures trading.

Market reform measures have included strengthening corporate governance rules that improve transparency and enhance the rights of shareholders and company boards, and the introduction of a comprehensive, first-of-its-kind, post-listing support program to help Saudi-listed companies improve the quality of their investor relations.

The Saudi Exchange also joined the UN Sustainable Stock Exchanges Initiative as a Partner Exchange, demonstrating its commitment to achieving the environmental and social targets of the UN's Sustainable Development Goals.

As a result of these and other initiatives, Saudi Arabia's global shareholder governance rank jumped from 77th in 2017 to 2nd overall, and 1st among G20 economies in 2019 in the World Economic Forum's Global Competitiveness report.

Looking ahead, the Saudi Exchange has ambitious plans to further enhance the market and ensure the Saudi capital market becomes both an even more attractive global destination for investors and a source of capital. These plans include the launch of a market-



Saudi Arabia's global shareholder governance rank

making program, new rules governing mergers and acquisitions, and new listing and offering rules to make these processes easier and faster.

Paving the way for index inclusion

The growth of international investor confidence in the Saudi market was one of the driving forces behind the market's full inclusion into the leading emerging market and global indices in 2019, and achievement of this status represented an important milestone in advancing the Saudi capital market and attracting foreign investors to the Saudi Exchange.

The Saudi Exchange phased introduction into the leading emerging market and global indices resulted in record buying of Saudi shares by foreign investors. Trading data showed that at the end of 2020, the total holding value for foreign investors is SAR 208 billion, or the equivalent of \$55 billion.

This represents 2.29% of issued shares on the market, or the equivalent of 12.79 percent of the total free float of the market.

Importantly, market enhancements and index inclusion are spurring the creation of the full-fledged financial ecosystem, necessary to sustain the market's future growth and development. Major global asset managers have recently launched exchange traded Saudi Arabia investment funds, further broadening international investor interest in the Saudi market.

Launch

of MT30 joint index

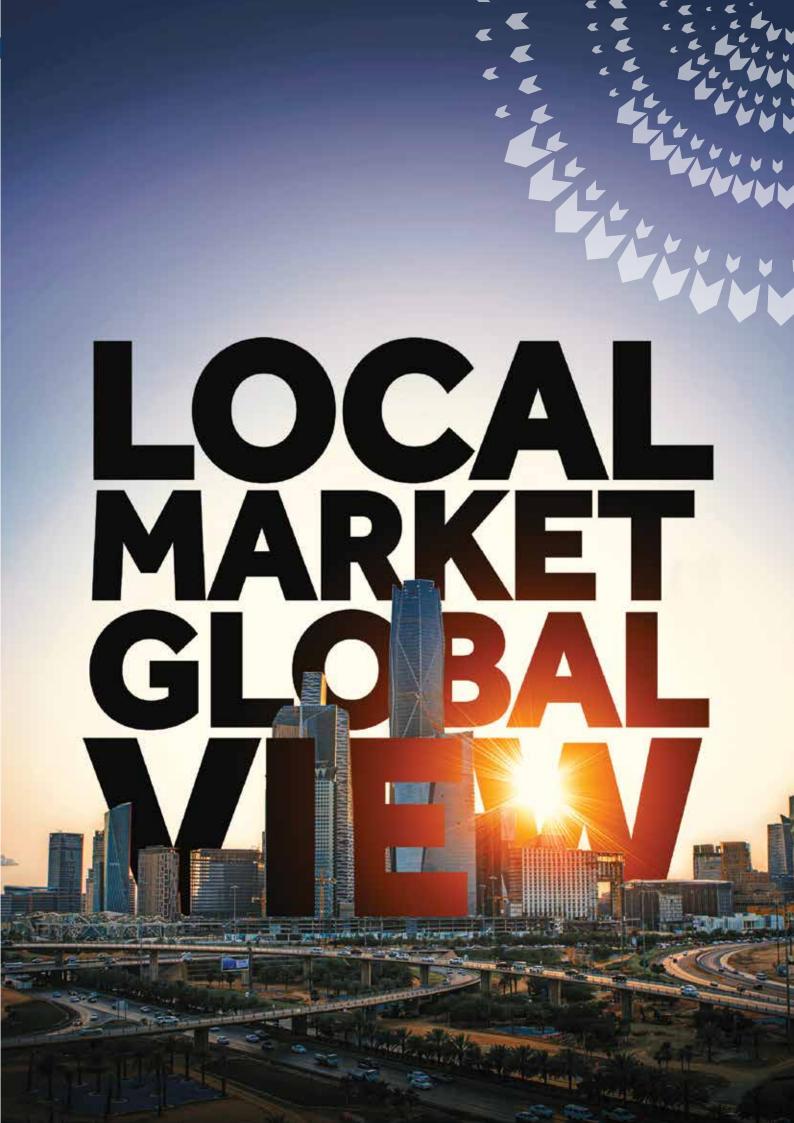
The launch of the MSCI Tadawul 30 index, jointly created by the Saudi Exchange and MSCI at the start of 2019, provides greater visibility of the market's performance and has acted as a strong foundation for the development of index futures and exchange-traded products.

Beyond 2020: The Saudi Exchange and the Kingdom in the next decade

Saudi Arabia has made great strides in transforming its economy and capital markets in recent years, and the Kingdom has ambitious plans to build on this strong foundation.

The Saudi Exchange is committed to playing a key role in these plans and ensuring that both the exchange and the innovative and diverse range of companies listed on the Saudi market remain at the vanguard of the transformation of the Kingdom's economy.

In the following pages, we will introduce you to some of these companies, their leaders, and their strategies to help drive the transformation of the Saudi Arabian economy.



ECONOMIC TRANSFORMATION IN

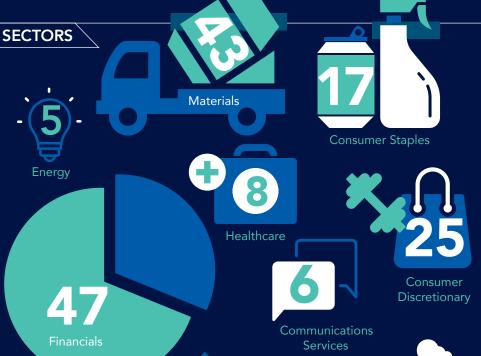
NUMBERS

A snapshot of the 207 Saudi Exchange listed securities and how they are driving the transformation of Saudi Arabia

GROWTH

National GDP growth over the last 10 years







ALL SUPPORTED BY THE SAUDI EXCHANGE

Increasing diversity 25

Average daily trading value

Real Estate

SAR **8.3** bn (\$2.2bn)

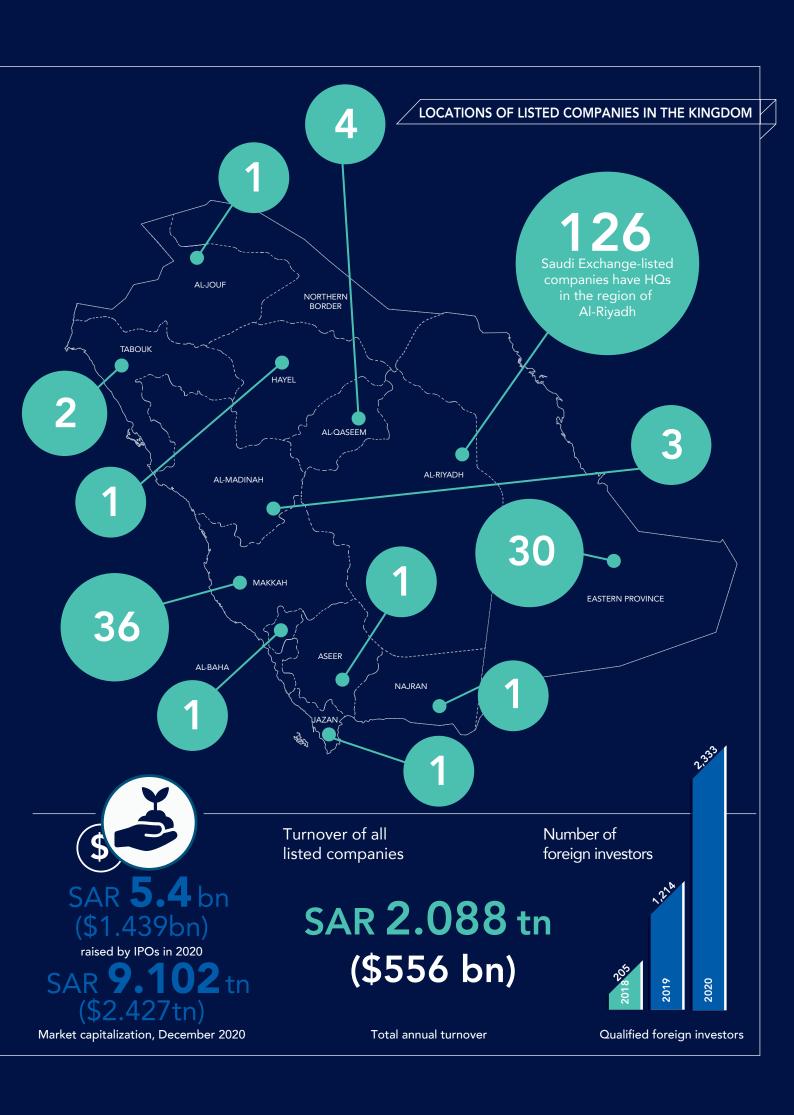
Home to the largest IPO in history



of listed companies have between one and five women in C-level positions

December 2020

Money raised in billions of USD







SAUDI ARAMCO'S OPERATIONS SPAN THE KINGDOM OF SAUDI ARABIA AND THE GLOBE



In the nine decades since its inception, Saudi Aramco has become one of the world's largest integrated energy and chemicals company.

Its aim is to continue this long and proven track record, contributing multiple streams of value to its shareholders, while maintaining its reputation as a reliable supplier of sustainable energy to the world.

Saudi Aramco

www.saudiaramco.com Year company founded: 1933 Number of employees: 66,800 Market capitalization: SAR 7 trillion



Amin Al Nasser President and CEO of Saudi Aramco

Amin Nasser, President and CEO of Saudi Aramco, said: "In one of the most challenging years in history, Aramco demonstrated its unique value proposition through its considerable financial and operational agility.

Our exceptional performance during such testing times owed much to the unwavering spirit and resilience of our employees, who set operational records and continued to meet the world's energy needs both safely and reliably."

Companies like Aramco remain vital to global economic development. Without such companies, billions of people would not have access to ample, safe, reliable, and affordable energy.

"These four core attributes have been our competitive edge throughout our history, and remain vital in a world that will require all energy sources for the foreseeable future." Given that requirement, Nasser reaffirmed how meeting society's expectations of sustainable energy will require a fifth core attribute of cleaner products; and that is at the heart of Aramco's mission of long-term growth and value creation.

We are one of the world's largest integrated energy and chemicals companies



Leader in upstream carbon intensity, with one of the lowest carbon footprints per unit of hydrocarbons produced



Saudi Aramco will be at the heart of the global energy mix for decades to come

"Aramco has a long history of working to reduce emissions, including greenhouse gases, even well before climate change was identified as a global challenge, and we continue to invest in one of the lowest upstream carbon intensity businesses in the world," said Nasser. "But the world faces a climate challenge, and we need to be part of a bold response to match. The entire industry must come together around a new mission beyond our gates of making oil and gas much cleaner across the full spectrum of enduse applications."

That is why Aramco is pioneering a range of low

carbon technologies. Nasser said that these range from the "higher-mileage and lower-carbon integrated engine-fuel systems of the future," to others such as "carbon capture utilization and storage (CCUS)."

The company is also looking into the beneficial uses of carbon, as well as clean hydrogen from oil as a key energy source to fuel a potential future hydrogen economy, expanding the many ways of delivering value from a barrel of oil.

No matter the challenge, Nasser is confident that Aramco's core strengths give it a unique ability to weather any storm.

"Excellence, flexibility, and resilience. These are the strengths Saudi Aramco is known for. And this is why I firmly believe that Aramco will be at the heart of the global energy mix for decades to come."

Our operational agility allowed us to swiftly and successfully navigate through exceptional times to deliver solid earnings for the year 2020

Saudi Aramco is one the world's largest integrated energy and chemicals company, and one of the world's most valuable companies. Our upstream operations are based in Saudi Arabia and we also operate a growing global downstream business.

Our vision is to be the world's pre-eminent integrated energy and chemicals company, operating in a safe, sustainable, and reliable manner. We strive to provide our shareholders with resilient value creation through crude oil price cycles by maintaining our preeminence in oil and gas production, creating opportunities across the hydrocarbon value chain and profitably growing our portfolio.

We focus on making our resources more dependable, more sustainable and more useful. This helps promote stability and long-term growth around the world.

Saudi Aramco traces its beginnings to 1933 when a Concession Agreement was signed between Saudi Arabia and the Standard Oil Company of California. A subsidiary company, the California Arabian Standard Oil Company, was created to manage the agreement. After surveying the Saudi desert for oil, drilling began in 1935.

In 1938, the foundation of the future prosperity of Saudi Arabia and the future success of Saudi Aramco were realized with the commencement of commercial oil production from Dammam Well No. 7, later named the "Prosperity Well."

Upstream

Saudi Aramco manages the Kingdom's unique reserves and resources base to optimize production and maximize long-term value. Aramco's Upstream segment activities consist of exploring, developing and producing crude oil, condensate, natural gas and NGL

Our Upstream competitive strengths include:

- Unrivalled scale of crude oil and condensate production and conventional proved reserves
- Long reserves life, with long-term track record of low-cost reserves replacement
- Unique ability to capture value through active management of the world's largest conventional hydrocarbons reserves base

- Unique operational flexibility to respond to changes in supply and demand
- Multiple crude grades and global crude oil delivery points
- Extensive high-quality gas reserves with exclusive access to the Kingdom's large and growing domestic marketplace
- Crude oil extraction with a low average carbon intensity
- Low lifting costs and capital expenditures per barrel of oil equivalent
- Ability to execute some of the world's largest upstream capital projects.

Downstream

We also have a large, strategically integrated global downstream business consisting primarily of petroleum refining, petrochemical manufacturing, and power generation.

The Downstream segment's other business activities include base oils, lubricants and retail operations.

Aramco's downstream investments diversify its revenue by integrating its oil and gas operations to optimize value across the hydrocarbon chain

Our Downstream competitive strengths include:

- Ability to monetize upstream production into a high-quality external customer base and through a captive downstream system
- Strong track record of supply reliability
- Largest customer for Aramco's upstream production
- Major integrated refiner, with a global network of complex, reliable assets in key regional markets and hubs
- Scale and complexity advantage, with one of the largest refining portfolios globally
- World-class partners that provide access to additional geographies, technological expertise, operational know-how, and marketing capabilities
- Major petrochemicals producer globally
- Ability to execute some of the world's largest downstream capital projects

Saudi Aramco's focus is on innovative technologies that make our resources and products accessible, useful, sustainable, and competitive. By originating impactful, innovative solutions, Saudi Aramco seeks to make meaningful, positive contributions to the global energy landscape for the benefit of our business, and energy consumers around the world. To support the development of innovative solutions, Saudi Aramco has dedicated research and development centers and technology offices across the globe.



REAL ERGY FOSTERS

On December 11, 2019, we officially listed on the Saudi Exchange, delivering the largest IPO in history and becoming the world's most valuable publicly traded company. The world relies on energy and the demand is ever-growing. To meet these expectations, we've pushed our on-time delivery to 99.9%. Our role is clear: Whether it's driving economies, powering communities, or simply printing this publication, the world can rely on us.

THIS IS REAL ENERGY.
THIS IS ARAMCO.

ADVANCED PETROLEUM AND TRANSPORT SOLUTIONS

DREES

Established in 1962, ALDREES' two main divisions include Petroleum Services and Logistics & Transport Services. From a humble beginning of owning a few stations and fleet, ALDREES has become one of Saudi Arabia's leading petroleum retailers and a leader in transport, haulage and logistics. The company has grown exponentially since its listing in 2006, seeing its market capitalization increase from SAR200 million at its IPO to SAR600 million in 2019.

Aldrees Petroleum & Transport Services Company (ALDREES)

www.aldrees.com/english Year company founded:1962 Number of employees: 5815

Market capitalization: SAR 3.89 billion



Abdulelah Bin Saad Al-Drees CEO of ALDREES

Abdulelah Bin Saad Al-Drees, CEO of ALDREES, said, "Our business operations are geared to what the market demands as we continue to strive to be the undisputed leader in the Petroleum Retail Market in Saudi Arabia in terms of size, excellent service and technology."

ALDREES aims to be the leading multi-commodity transport, haulage and logistics services provider in the Kingdom. Al-Drees takes pride in his workforce and noted that his employees "are one of the company's great assets. All together, we work productively to fulfill the company's vision and thus generate the best equity returns for our shareholders."

The company is committed to innovation and recently introduced the first and only Radio Frequency Infra-Red (RFID)-equipped fuel pumps in Saudi Arabia, offering cashless automatic refueling to its customers, in addition to shifting to fully digital fuel pumps and contactless payments across all its service stations.

The Saudi Exchange is doing an outstanding job of welcoming potential foreign investors and opening the Saudi market to offshore companies





ALDREEES also extended its transport/hauling and logistics operations, where its fleet management system has been enhanced by having all its trucks equipped with GPS and automated tire management functionalities.

As part of Vision 2030's aims to increase the representation of Saudi nationals in the local workforce, ALDREES is committed to recruiting young local talent, commenting, "Our ambition is to help create future leaders and movers of the thriving economy that lies at the heart of the Kingdom's vision."

The company considers the internationalization of the Saudi capital market very promising and is especially impressed by the Saudi Exchange's progress opening to foreign investors, "The Saudi Exchange is doing

13%

Average annual growth rate in service station network

an outstanding job of welcoming potential foreign investors and opening the Saudi market to offshore companies. We see this as a great opportunity to diligently expand our operations and diversify into new ventures given a promising and robust market."

The company's long-term goal for its Petroleum Services arm is to provide total convenience to all motorists serving as a one-stop haven to refuel, rest and relax. In addition, it aims to provide comprehensive transport solutions with a wide array of fleet and a full services logistics portfolio for its Transport/Hauling Logistics Services.

Operating the business in a socially responsible manner is a priority for ALDREES, as it recently began its shift toward reducing its carbon footprint in service stations, from incorporating LED light fixtures to fuel pump automations, while also replacing heavy-duty vehicles to comply with the required carbon emission standards.

ALDREES believes that integrating technological advancement into all its business units will drive sustainable business growth. It has invested heavily in research and development for its IT unit.

ALDREES highlights the rapid change in the sector and welcomes recent moves to open the local market to international firms, "We look forward with optimism to seeing new players in the field, both local and international entities, help expand options for the consuming public, and we expect the wider sector will play an important role in fulfilling the Kingdom's Vision 2030."

ALDREES Petroleum & Transport Services Company operates 441 service stations and offers haulage and distribution solutions, integrated logistics, customs clearance services, warehouse management and leasing, and provides special yards for containers. The company's logistics centers are strategically located in Riyadh, Jeddah, Dammam, Yanbu, Jubail, Jizan Haditha and Wa'ad Al Shamal.

Being listed on the Saudi Exchange strengthened ALDREES' position in a competitive sector. The listing not only enables ALDREES to raise essential capital, but also provides valuable evidence of ALDREES's strong corporate governance that attracts high-quality customers. While this is an advantage, the company maintains a focus on innovation to stay ahead of its competitors.

It was the first company in the Kingdom to adopt an electronic fueling system using radio frequency identification technology and it equipped all service stations with contactless payment systems. Through its fleet management technology, trucks are fitted with GPS and automated tire management and it also introduced a highly efficient logistics and warehouse management system. The company has also developed further smart initiatives in market research analysis, IT systems and staff training.

Sustainability is central to ALDREES' growth plans. In line with Vision 2030's commitment to reducing pollution, ALDREES has sought to limit its carbon footprint by introducing a range of clean technologies at its service stations. It has also taken steps to reduce carbon emissions from its transport fleet, with vehicles recalibrated or replaced to comply with carbon emissions standards.

With its values of commitment to professionalism, quality and safety, ALDREES prides itself on its dedicated people, who strive for continuous growth. This highly motivated workforce is a key ingredient of the company's success and its training and development are an important priority. In fact, ALDREES is committed to recruiting young, local talent to its workforce, in order to create future leaders who will form the backbone of the national development plan.

ALDREES Petroleum Services

With 580 Petrol Service Stations across the Kingdom of Saudi Arabia, ALDREES Petroleum Services has the biggest network of petroleum service stations in the country. It caters to private companies and government agencies in the fuel supply and services contract (off-site & on-site). The strategic locations of service stations offer a one-stop shop for an array of services for motorists and travelers from smart fueling services, car maintenance, tires and oil change, to convenience stores, restaurants and ATM's.

As a technology-driven company, ALDREES Petroleum Services is the first in the Kingdom to integrate and implement radio frequency identification (RFID) fueling through a WAIE system. It initiated the shift to fully digitized fuel pumps and contactless payments.

With an average annual growth of 13 percent in its service station network, ALDRES remains the undisputed leader in the Kingdom's petroleum retail market in terms of size, excellent service and technology. ALDREES looks forward to aggressively serving the robust market's demand as the country moves toward the Kingdom's Vision 2030, and beyond.

ALDREES Transport & Logistics Services

The all-time high market demands of multicommodity, bulk transportation/hauling and logistics services are keeping ALDREES Transport & Logistic Services moving day in and day out.

With a 3,725 fleet comprised of world-class trucks (Mercedes, Volvo, MAN) operated by highly professional cadres trained to ensure high quality and safety, ALDREES Transport is one of the prime movers delivering multi-commodity products to every corner of the Kingdom.

The Transport/Hauling & Logistics business is run through a Fleet Management system (all trucks are equipped with GPS and automated tires management functionalities), and a highly efficient Logistics `and Warehouse Management System. The company's business processes are ISO 9001, ISO 45001, ISO 14001 and RC 14001 fully certified.

The Kingdom's Vision 2030 will take ALDREES Transport/Hauling & Logistics Services to new heights as the company consistently meets market demands for logistical services through its comprehensive transport solutions, wide array of fleet, and full service logistics portfolio.



SUSTANIBLE NAUTICAL SHIPPING



A global leader in logistics and transportation, Bahri has been playing a preeminent role in shaping the growth of Saudi Arabia's maritime industry for more than 40 years. Committed to contributing to the Saudi Vision 2030, the company is working to position Saudi Arabia as a unique regional and global logistics hub and international transportation gateway to three continents – Asia, Europe, and Africa.

National Shipping Company of Saudi Arabia (Bahri)

www.bahri.com

Year company founded: 1978 Number of employees: 4000

Market capitalization: SAR 15.97 billion



Founded in 1978 and headquartered in Riyadh, Bahri has a global network of offices in Saudi Arabia, the UAE, the US, and India, as well as a vast network of agents across the Middle East and Africa, the US, Europe, and Asia.

One of the worlds largest owners and operators of VLCCs and the largest of chemical tankers in the Middle East, Bahri owns and operates an expansive fleet of 89 vessels, including 41 VLCCs, 34 chemical and product tankers, six multipurpose ro-ro vessels, and nine dry-bulk carriers, serving 150 ports worldwide.

Bahri owns and operates 89 vessels, including 41 very large crude-oil carriers (VLCCs), 23 chemical tankers and 10 product tankers, 6 multipurpose ro-ro vessels, and 9 dry-bulk carriers







153%

Annual increase in net profit in 2020 compared to 2019

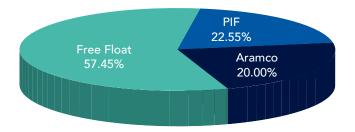
Bahri has around 3,000 employees and places significant emphasis on the well-being and professional and personal development of its people. Keen on contributing to the building of a local talent pool, Bahri also provides training and mentorship opportunities to university students and graduates in Saudi Arabia through a variety of initiatives.

In keeping with its strategy to enhance operational efficiencies and improve customer satisfaction, Bahri has designed and implemented a host of new technologies. The company's new IT system integrates ports, agents, and offices to provide the best possible customer service, and a round-the-clock 'Track & Trace' service enables seamless access to Bahri's cargo tracking system.

As a true reflection of its commitment to Vision 2030, Bahri has been contributing to the development of the King Salman Complex for Maritime Industries and Services in Ras Al Khair, which is set to become the largest maritime yard in Saudi Arabia with indigenous shipbuilding and maintenance capabilities.

About Bahri:

- Established in 1978
- Shareholding:



- Market capitalization of SAR 15.97 billion
- Diverse fleet of 89 vessels and additional one VLCC and 10 chemicals new building tankers on order
- More than four decades of experience as a "Total Logistics Solutions" provider
- One of the leading players globally
- Provider of direct liner service from the US to Saudi Arabia, connecting key ports on the way.

Financial performance & sustainability

- Track record of consistently achieving strong financial results despite multiple challenges facing the maritime industry
- Reported revenue of SAR 8.39 billion in 2020
- Reported record financial results in Q2-2020, the highest ever in its history, with a net profit surge of 1,569 percent compared to the same period in 2019.

Workforce

- Nearly 3,000 dedicated and highly experienced employees globally
- Female labor force participation in KSA offices increased by 37% in 2020.

2020 Key Achievements

- Bahri signed a strategic partnership with Saudi Agricultural and Livestock Investment Company (SALIC) to establish National Grain Company.
- Bahri signed a five-year framework agreement worth SAR 300 million with Saudi Arabia's Presidency of State Security (PSS).
- Bahri signed \$410m agreement to receive 10 new chemical tankers from Hyundai Mipo Dockyard.
- Bahri inks agreement with Tabadul to implement Fasah Pay.
- Bahri linked a training services agreement with the National Maritime Academy (NMA) to train and upskill the Saudi youth in the maritime sector.

- Bahri donates SAR 10m to Ministry of Health to help combat COVID-19 in Saudi Arabia.
- Received three new dry-bulk tankers.
- Bahri won eight awards in distinct categories.

Financial practices

Company consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) that are endorsed in the Kingdom of Saudi Arabia and other standards and pronouncements issued by the Saudi Organization for Certified Public Accountants (SOCPA).

Certifications

- SO 45001:2018 standard for occupational health and safety (OH&S) Management Systems
- ISO/IEC 27001:2013 Certification Information Security Management System (ISMS)
- ISO 9001:2015 Quality Management System Certifications
- ISO 50001:2011 Energy Management Certification
- ISO 14001:2015 Environmental Management Certification
- ISO 9001:2015 for Highest Standard of Operational Excellence

Bahri's CSR initiatives have a key focus on environmentally-friendly practices, youth development and the empowerment of women. Bahri deployed many strategies to promote sustainable practices, reduce our environmental impact, and improve efficiency.

Bahri partnered with King Abdulaziz University (KAU) to provide intensive practical training for students undergoing Marine Navigation and Engineering programs at KAU onboard the company vessels. Over the last 5 years, Bahri has provided allexpenses-paid training opportunities to 189 KAU students that will build a prosperous future for the Kingdom and contribute to economic and social development through their skills and expertise. In addition, the company also provides long-term trainings lasting 10 months to fresh graduates under its Graduate Development Program (GDP) and short-term trainings to under graduates.

In yet another continuing initiative, Bahri has partnered with the Computer Rehabilitation Charitable Organization (Ertiqa) in Saudi Arabia to promote the recycling and reusing of used computers in the Kingdom.



ENERGY SECTOR

Aldrees Petroleum and Transport Services

www.aldrees.com/english

Sector: Energy Region: Riyadh Contact info:

Salama Al-Daghaish

+966 554213141 / +966 11 235 5555 ext.113

salama@aldrees.com

National Shipping Company of Saudi Arabia (Bahri)

www.bahri.com Sector: Energy Region: Riyadh Contact info: Omar Aldalaan

+966 500221998 / +966 11 478 5454 ext: 2090

aldalaan@bahri.sa

Rabigh Refining and Petrochemical Co.

www.petrorabigh.com/en

Sector: Energy Region: Rabigh Contact info: Eyad Ajaj

+966 554990242 / +966 12 425 8820

AJAJEM@petrorabigh.com

Saudi Arabia Refineries

www.saudi-re.com Sector: Energy Region: Jeddah Contact info: Abdullah Aljahni

+966 505673939 / +966 12 651 7016

Abdullah@almasafi.com.sa

Saudi Arabian Oil Co.

www.Saudiaramco.com

Sector: Energy Region: Dhahran Contact info: **Investor Relations** +966 13 872 0115

Investor.relations@aramco.com







BUILDING SUPPLIES FOR A SUSTAINABLE FUTURE



Established in 2008 as a start-up with a small workforce and capital of SAR 90,000 Al Kathiri Holding has grown its operations rapidly in recent years, increasing its capital to SAR 45 million today. The company, through its subsidiaries, manufactures materials for construction companies to supply cement to mega-projects in Saudi Arabia.

Al Kathiri Holding Company

www.alkathiriholding.com/en Year company founded: 2008 Number of employees: 116

Market capitalization: SAR 767.64 million



Meshal Mohammed Al Kathiri CEO, Al Kathiri Holding Company

"The success we've witnessed and accomplished over the past 10 years is a huge motivating factor for us," said Meshal Mohammed Nasser Al Kathiri, Chief Executive Officer of Al Kathiri Holding Company. "Al Kathiri Holding's success is a testament to every single employee, as they ensure that the company's mission and vision are deeply embedded in every step we take,"

Commenting on the importance of the Saudi Exchange, Al Kathiri said, "We must also recognize the important role the Capital Market Authority played in simplifying processes to allow start-ups to easily enter the market by expanding additional opportunities for start-ups."

Continued growth is a primary objective for Al Kathiri, with the CEO focused on delivering a business plan to expand its operations by entering new partnerships and capitalizing on new technologies. Sustainable development is a key focus, with the aim of minimizing its environmental impact in various sectors including real estate development, concrete production, and building construction techniques.

Speaking of combining technology and social responsibility, Al Kathiri said, "As part of our efforts to become more environmentally aware and socially responsible, we are adopting new construction technologies which help reduce our carbon footprint. Our aim is to evolve traditional techniques into new, modern technologies and implement them into our systems that will support our goal of pollution reduction."

Sustainability is a key metric of success for Al Kathiri and the company has taken various steps to support its ESG efforts, including the use of ready-mixed



The success we've witnessed and accomplished over the past 10 years is a huge motivating factor for us



concrete. Adopting this material has helped reduce Al Kathiri's carbon dioxide emissions. In addition, the company is committed to completely transitioning to a paperless office environment by 2021.

Recognizing the business' commitment to local communities, Al Kathiri has signed up for the 2020 Social Responsibility Goals, which includes setting aside 10 percent of revenues to support families with limited incomes. Additionally, Al Kathiri is partnering with the Ministry of Housing to build a factory that will focus on developing high-quality social housing.

Al Kathiri explained the company's use of new technology to bring benefits to customers saying, "Regarding construction technology, we are working on adopting a new housing technology application in 2020, which will allow customers to manage the

construction of a house without being physically present at the construction site."

Aligned with the Saudi Vision 2030, Al Kathiri Holding is committed to creating additional job opportunities, educating talent, and reducing the unemployment rate. The organization believes that fostering and supporting local Saudi talent is vital to building an enriched and diverse economy.

As a company dedicated to the adoption of modern technology, it creates training courses and workshops catering to young Saudi talent to teach them how to operate new technology. Al Kathiri takes pride in the collective nature of its business, recognizing that every employee is a leader in their own right.

Looking ahead, Al Kathiri Holding continues to set larger goals to support its development and

10%

Of revenues to be set aside to support families with limited incomes

expansion across the country. "We are still a growing company and have only achieved 30 percent of our objectives so far. However, being listed on the Saudi Exchange main market has eased the process of organic and inorganic expansion and motivated us to push beyond our boundaries", Al Kathiri said. "I am excited for what's coming ahead and the opportunities that will arise as the Saudi Exchange becomes internationally recognized."

Al Kathiri Holding Company is a leading supplier of building materials in Saudi Arabia and operates across the Kingdom through its subsidiary companies Msandh El Emdad Company and Alian Industry Company. It plays a crucial role in development by supplying the high-quality products needed for a sustainable future.

Msandh El Emdad Company transports, distributes, and sells cement and basic building materials, such as cement, gravel, and various types of sand throughout the Kingdom, with a particular focus on the Central and Western regions. It has also received the Real Estate Developer certificate from the Ministry of Housing's Offplan Sales or Rent Program, which aims to market and sell real estate units before or during development.

Alian Industry Company manages the production and sale of ready-mixed concrete from the Al Kathiri Holding Concrete Factory. It has also obtained approval from the Ministry of Housing for its concrete slab production technology. As a result, it is working with Italian company Emmedue on the construction of a factory in Sudair with a capacity of 1 million square meters of concrete panels annually.

Al Kathiri Holding Company's goal is to establish long-term strategic partnerships with customers for mutual success. It has succeeded in building ever closer relationships with them by using the best technology and the latest manufacturing and production equipment to ensure the quality of its products and services. At the same time, the business continues to improve its processes to rationalize costs and increase operational efficiency.

Its goal to provide the best trade and transport solutions that ensure safe and efficient, on-time delivery is underpinned by rigorous after-sales service to ensure customer satisfaction.

Al Kathiri Holding Company

We consider our employees to be our greatest asset. Providing space for creativity in a healthy work environment, attracting expertise and supporting team spirit is key to the company's ongoing success.

About the company

Al Kathiri Holding Company was established as a sole proprietorship in Riyadh on August 31, 2008. It was initially listed under the name of Mohammed Nasser Al Kathiri Contracting Company in the Commercial Register No. 1010255690, with a capital of 100,000 Saudi riyals. Through the efforts of its employees under management direction during a record period, the company's business has evolved into a public joint stock company. On April 23, 2019, the Extraordinary General Assembly approved a capital increase of SAR 45.2m enabling the company's listing and trading of shares on the main market on November 03, 2019.

The capital of Al Kathiri Holding Company has increased from: (45,208,800) million Saudi riyals to (90,417,600) million Saudi riyals.

Company vision

- Lifelong aspiration to develop and become the leading company in the Kingdom of Saudi Arabia by attracting the latest technologies and expertise to keep pace with the development witnessed in the market.
- Providing and sharing our experiences in the field of building and reconstruction strategy to serve the nation.

Msandh Al Emdad Company

This wholly owned company was established by Al Kathiri Holding Company on March 11, 2017 in Riyadh with a self-financed capital of SAR 1 million. Msandh Al Emdad provides logistical services and supports the transportation and contracting sector. The company was awarded a qualification as a real estate developer and sold on the map.

Alian Industrial Company

Al Kathiri Holding Company closed Alian Industrial Company on August 6, 2018. Official procedures within the Ministry of Trade and Investment converted its branches into a one-person limited company wholly owned by Al Kathiri Holding Company. Named "Alian Industrial Company" with a capital of SAR 10 million, self-financed from the company's own resources to support its future plans, it works to provide the market with ready-mixed and green concrete.



The new factory in Sudair will have the capacity to produce one million square meters of concrete panels a year



Alian building technology factory

In the search for smart solutions for future building techniques, Al Kathiri formed an alliance, under the guidance of management, with the Italian company, Emmedue. To facilitate the transfer of building technologies, we began the establishment of the Alian Factory for Modern Building Technology in industrial cities such as Sudair. It will open at Q4 2020 and will serve the Kingdom of Saudi Arabia through:

- Saving time and costs while increasing quality.
- Preserving the environment through the use of building technology.
- Developing and creating a world-class workforce to provide innovative products and solutions.

- Creating job opportunities for the people of the country, as well as offering training and qualifications for a promising future.
- Setting standards and qualifying contractors to use modern construction technology.
- Fast completion and suitability for mega-projects and direction of the Kingdom of Saudi Arabia.
- Flexibility to use with all types of construction (villas, hospitals, multi-story buildings, malls, etc.)
- Sustainability and a reduction in energy waste,
- Getting approval for technology from the Ministry of Housing.

GROWTH WITH SUBSTANCE



Nama Chemicals was founded in 1992 and has grown to become one of the strongest chemical producers in the Middle East. The company's mission is to supply its customers with the highest quality products and to maximize benefits for all of its stakeholders through strategic growth.

Nama Chemicals

www.nama.com.sa

Year company founded: 1992 Number of employees: 390

Market capitalization: SAR 555 million



Abdullah bin Mohammed Al Salem CEO, Nama Chemicals

Abdullah bin Mohamed Al Salem, CEO of Nama Chemicals, said, "Quality is a priority for our clients and for us, which is why we aim to be recognized as a quality product manufacturer and provider both regionally and internationally by constantly implementing international best practices across all our operations."

Nama Chemicals began its operations in 1995 by starting a manufacturing unit to produce 30,000 tons of soda prill followed in 1999 by starting an epoxy resin plant to produce 20,000 tons. Over a short period of time, Nama quickly transformed into a global soda prill manufacturer and a semi-integrated epoxy resin complex. Nama is actively contributing to localization initiatives as more than 50 percent of the raw materials used in Nama's plants are produced in Saudi Arabia by local producers.

Nama Chemicals focuses on three sectors - mining and oil production, industrial application, and construction. Aligned with Saudi Vision 2030, Al Salem believes Nama helps to serve the Vision 2030 purpose of diversifying the economy. The company works to leverage its position to increase support for the Vision by collaborating with the Ministry of Industry and Mineral Resources, the Saudi Industrial Development Fund (SIDF), and the National Industrial Development and Logistics Program.

The Saudi Exchange is playing an instrumental role in allowing us to achieve a resilient and robust system.



Nama Chemicals holds a major share of the epoxy market in the Middle East



The Saudi Exchange recent initiatives have allowed Nama Chemicals to adopt and enhance its current governance practices in line with international best standards. "It is time for Saudi companies to discover and learn best practices from developed markets that will support us by helping to enhance our governance efforts", said Al Salem. The Saudi Exchange is playing an instrumental role in allowing us to achieve a resilient and robust system.

Nama Chemicals' five-year strategy has identified the opportunities required to grow, which include being aware of global market events that may affect the chemical industry. The company believes that in order to succeed in the industry, sector leaders must be prepared to shift the business structure at any point to align with the global standards, and the implementation of ESG practices is necessary in the process.

The chemicals company is dedicated to protecting the environment through various measures. It participates in the Responsible Care Program and in particular environmental aspects of it in accordance to Royal commission of Jubail and Yanbu regulations and standards to ensure that the entire process of producing, developing and shipping materials does not impact the environment negatively. Reflecting on the inter-connected priorities of stakeholders, Al Salem notes, "As a member of Al Jubail community, nearly all investors make an active effort to contribute positively to the environment.

Nonetheless, Nama Chemicals continues to remind investors about the importance of being socially responsible by providing educational programs to raise awareness of how to positively contribute to the community."

Looking ahead, Nama Chemicals is working toward creating innovative products by digitalizing its operations and deploying the technology as a cost-efficient alternative for product development.

Nama Chemicals, established in 1992, sells chemical and petrochemical products in Saudi Arabia, and exports to almost 50 countries. As the Kingdom moves away from an oil-dependent economy to a fully diversified industrial base, Nama is playing an important role in this transition by using local natural resources, providing employment opportunities for Saudi nationals and following the most rigorous global standards for quality control and process management. These allow it to produce high quality products that contribute to the safety and quality of life for people around the world.

By developing new grades of epoxy resin, the company is diversifying and extending its global presence. It has entered into a long-term contract with Huntsman, one of the world leaders in the epoxy industry, to supply specialty epoxy grades for their customers in EU countries. Nama also holds a major share of the epoxy market in the Middle East, especially in the paints, coatings and composites industries, as well as supplying allied chemical products to Saudi Aramco, SABIC, SADARA and Chevron.

Nama's listing on the Saudi Exchange has ensured it provides the highest level of transparency to shareholders, customers, suppliers, and the general public. As a result of its listing, the board of directors, led by Chairman Hazim Al Fardan is focused on ensuring that the company operates in a transparent and effective manner so that it is able to fully contribute to the national economy and maximize shareholder value.

The epoxy industry is customer oriented and Nama has the flexibility to adapt to a globally competitive market while meeting evolving environmental requirements. It is a member of the Gulf Petrochemical Association, which practices the Responsible Care Management System, and participates in EcoVadis, an online corporate social responsibility platform to share information with customers.

With Vision 2030 presenting a chance for all industries to grow, Nama is exploring new opportunities with the support of industry enablers like the Saudi Industrial Development Fund and Industry Cluster Program.

Nama Chemicals is a Saudi joint stock company that creates value for the national economy by using local natural resources in its dynamic growth strategy in the chemical and petrochemical businesses.

Nama Chemicals produces epoxy resin, epichlorohydrin, caustic soda prills & caustic soda

52%

Workforce are Saudi nationals

liquid, hydrochloric acid, sodium hypochlorite and calcium chloride. The total installed capacity of all plants is around 360 KMT. The company sells locally and also exports to almost 50 countries.

Nama is actively engaged in enhancing the well-being of Saudi Arabia, as well as surrounding communities by using the most advanced production processes in the industry. As a result of its focus on ensuring the fast delivery of its products, its high customer service and efficiency standards and above all the absolute integrity it has in its approach to business, the company is confident of a prosperous future for Nama and its stakeholders.

As Saudi Arabia moves away from an oil-dependent economy to a fully diversified industrial base, Nama is playing an important role in this transition by following the most rigorous global standards for quality control and process management, to produce high quality products that contribute to the safety and quality of life for people around the world. Vision 2030 is presenting numerous opportunities for all industries to grow and contribute to the achievement of 2030 objectives. Nama Chemicals has already started exploring these opportunities with support from industry enablers in KSA, such as SIDF and Industry Cluster Program.

Nama and its affiliates are certified with ISO standards 9001 (Quality), 14001 (Environment Protection), and 18001 (Occupational Health and Safety). Together these form the company's integrated Management System. Nama is dedicated to all aspects of health, safety, and environmental issues and subscribes to the Responsible Care program, ensuring that all its products meet the demanding requirements of the appropriate global regulations.

Nama gives special importance to its human resources and localization of jobs program. It works continuously according to its board of directors' plans to employ and develop national cadres, and is working to raise the percentage of Saudi nationals employed at the company which is currently at 52 percent. Also, Nama is employing newly graduated Saudis from universities and colleges to work in various technical jobs, qualifying them through intensive specialized courses in their technical work field and subsequently training them "on-the-job" to achieve the highest level of efficiency.



INDUSTRIAL INNOVATION

التصني

The National Industrialization Company (TASNEE) was established in 1985 as the first wholly privately-owned Saudi joint-stock industrialization company. Today, the company focuses on producing and investing in petrochemicals, metallurgy, titanium and downstream products. In the past 35 years, it has grown to become one of the largest industrialized Saudi companies, and one of the largest investors in titanium dioxide in the world.

National Industrialization Company (TASNEE)

www.tasnee.com

Year company founded: 1985 Number of employees: 3,083

Market capitalization: SAR 9.15 billion

1,533

Total number of national employees in 2020

in petrochemicals and beyond that make a strong and sustainable future for the company and the wider world.

A responsible investor across the industry for 35 years

TASNEE has a proud history of strong growth and high profitability by ensuring the highest professional standards, ethics, and discipline in all our operations. We have earned the respect from our customers and business partners alike with our innovative products and solutions from resins to plastics, and pigments to metals across diverse industrial sectors.

To further expand on our strength and unique market position, we are steadfast in our commitment to protecting and sustaining the safety of all in the environments in which we operate. We are always improving how we operate globally, enhancing our innovative production methods and building our sustainability credentials.

In these uncertain times, the hard work of our leadership team and people has been critical to ensuring we deliver on our mission to be responsible producers and investors for stakeholders and society at large.

skilled staff, state-of-the-art technologies, and innovative solutions that add value to its products and services, both locally and offshore.

TASNEE's success is founded on experienced and

Innovation is key to TASNEE's success; its Technology & Innovation arm develops state-of-the-art systems and methods for product development and provides technical support across the company. For example, the development of lightweight plastic pallets is one of TASNEE's responses to the circular economy, drastically reducing the waste generally associated with single-use plastics. Other innovative products developed recently include Dibal, a soil enhancer to mitigate water scarcity, which is a serious problem in the Middle East, and basalt fiber, which can be used in reinforced epoxy rebars for the construction industry; unlike metal rebars, they are rust-free.

Through its investments across Saudi Arabia, its total number of national employees reached 1,533 in 2020. Most notably, the company employs hundreds of Saudi nationals in knowledge-intensive jobs at its titanium metal and master batch plants in Jazan and its large-scale plastics processing facility in Hail. In recent years, TASNEE completed a successful restructuring program that has increased work efficiency, improved operational performance, and reduced administrative and marketing expenses.

Looking ahead, TASNEE aspires to expand its global reach by seizing industrial opportunities that thoughtfully challenge the status quo. The company is also looking forward to creating versatile solutions TASNEE is one of the largest investors in titanium dioxide in the world





Rich Histo Promising

CHAMPIONING THE DEVELOPMENT OF THE SAUDI MINING AND MINERALS INDUSTRY



Ma'aden was founded in 1997 and leads the responsible development of Saudi Arabia's mining sector, the third pillar of Saudi industry, by maximizing the value of the Kingdom's mineral resources for its stakeholders and adopting best-in-class international industry practices. Today, it is a leading mining and metals company that is ranked among the top 10 global mining companies based on market capitalization and owns the world's third largest phosphate business.

Saudi Arabian Mining Company (Ma'aden)

www.maaden.com.sa Year company founded: 1997 Number of employees: 7,000

Market capitalization: SAR 49.83 billion



Mosaed Al Ohali Ma'aden CEO

The mining company strives to be a sustainable mining champion with a global presence and believes that the Saudi Exchange position in the global market will only help it achieve its goals. "We have pioneered the mining industry in Saudi Arabia and built a world-class, unique, and fully integrated mining value chain to become a key player in the long-term diversification of the Kingdom's economy," says Mosaed Al Ohali, CEO of Ma'aden. "We began as a relatively modest gold mining company, but we've evolved to become the largest integrated aluminum business in the world with a growing copper business and a globally relevant gold business."

Ma'aden diversified by building up large, worldclass phosphate, aluminum, industrial minerals, and copper concentrate operations. It built a new mining industrial mega-hub in Ras Al Khair on the east coast of Saudi Arabia, and a mining city in Wa'ad Al Shamal in the Northern Borders Province.

"Ma'aden is a prime example of how a leading national enterprise can achieve commercial success while making a significant contribution to national development, economic transformation, job creation, and social welfare," says Al Ohali. "Saudi Arabia's rich earth enables us to grow and invest in a diverse range of mining ventures as part of a long-term growth strategy designed to strategically maximize shareholder returns and facilitate the Kingdom's economic transformation under Vision 2030."

Ma'aden is among the fastest growing mining companies in the world and the largest multi-



Ma'aden is a prime example of how a leading national enterprise can achieve commercial success while making a significant contribution to national development



commodity mining and metals company in the Middle East. It has made a significant contribution to the Kingdom's non-oil GDP and created around 6,000 high-quality direct jobs in the last 10 years, with 65 percent of those filled by Saudis. "We are making a major contribution nationally, but I think there is more that we can do," Al Ohali notes. "As we grow the business, we will create a lot more opportunities."

The company is currently developing a \$6 billion phosphate megaproject, 'Phosphate 3 in Wa'ad Al Shamal,' which will be completed by 2025. The project aims to grow Ma'aden's phosphate fertilizer production capacity to 9 million tons per year, making it the second largest producer worldwide and a significant contributor to global food security. "This project will strengthen our international supply network, which means we will be well positioned to

achieve our goal and become a market leader in the industry," explains Al Ohali.

Additionally, the mining company started work on its largest and most ambitious gold development initiative, the Mansourah & Massarah Project, which is an investment of approximately \$880 million and will leverage the tremendous mineral wealth of Saudi Arabia – supporting its goal of increasing gold production to 1 million ounces per year.

As it grows, Ma'aden aspires to become one of the top three employers of choice in Saudi Arabia. The company has made significant investments in training programs for its employees while also partnering with national and international institutions to prepare a new generation of young Saudi nationals for careers in mining.

\$880 million

Ma'aden's investment in the Mansourah & Massarah Project

Ma'aden continues to comply with the highest international standards of corporate governance while building operations on a strong foundation of sustainable practices. It achieves this through its four-pronged sustainability strategy that targets zero-impact, zero-harm, zero-waste, and maximal positive impact and profit across its business units.

"As demand for commodities continues to rise, we see ourselves and other miners fully embracing the fourth industrial revolution to meet the needs of tomorrow," Al Ohali says of the company's long-term plans. "Technology is one of our long-term strategic focus areas, as it will enable us to increase our efficiency and improve the safety and security of our staff. We launched our business-wide Digital Transformation Program in 2018 and it is now in full swing."

Ma'aden is tasked with developing Saudi Arabia's minerals sector as the third pillar of the Kingdom's economy, along with oil and petrochemicals. It is the largest multi-commodity mining and metals company in the Middle East, and among the fastest-growing mining companies in the world.

Ma'aden pioneered the mining industry in Saudi Arabia by building a world-class, unique, and fully integrated mining value chain spanning exploration, development, production, and marketing. Its portfolio of mineral assets includes gold, copper, phosphate, and industrial minerals such as bauxite and kaolin.

Since its IPO, Ma'aden has built the new mining industrial mega-hub of Ras Al Khair and a second mining city, Wa'ad Al Shamal. The company has also created thousands of jobs and makes significant investments in training programs. In addition, it has promoted new downstream industries and attracted significant foreign direct investment.

As demand for commodities continues to increase, Ma'aden's challenge is to ensure that it achieves sustainable growth in order to satisfy domestic and international demand. Copper is a commodity the company is especially interested in because it is central to the electrification of the Saudi economy.

The key pillars of Ma'aden's strategy – operational excellence, building a national champion, and attaining global presence – are underpinned by its technological capabilities. It plans to deploy cutting-edge techniques that will increase its pipeline of new mines.

His Excellency Yasir Bin Othman Al-Rumayyan was appointed Chairman of the Board of Ma'aden in September 2019. He is also the Governor of Saudi Arabia's Public Investment Fund and the Chairman of Saudi Aramco.

Mosaed Al-Ohali was appointed Chief Executive Officer in April 2020. He is also the Chairman of the Board of multiple SABIC and non-SABIC affiliates, as well as a member of government forums and non-profit associations, such as Saudi Arabia Industrial Investment Company and Marafiq.

Discovering the unknown

Ma'aden is a driving force in the growth and diversification of Saudi Arabia's economy.



Strategic business units:

- Exploration
- Gold and base metals
- Phosphates
- Industrial Minerals
- Aluminum

Vision: Ma'aden's vision is to be a sustainable mining champion with a global presence.

Mission: Our mission is to lead the development of the mining industry in Saudi Arabia by maximizing the value of our mineral resources while developing into a Saudi Global Mining Giant.

National champion

Ma'aden plays a key role in the transformation of the Saudi economy under Vision 2030. Our strong

Copper is central to the electrification of the Saudi economy under Vision 2030



corporate strategy helps us deliver the national vision of developing a world-class mining industry in KSA.

Community impact

One of the most important aspects of our story is the remarkable impact Ma'aden has across the country in some of our most remote regions. The development of our mines not only boosts local economies, but also creates a wider variety of career and professional development opportunities, and in many cases, significant improvements in the availability of educational opportunities for Saudi people.

Wa'ad Al Shamal and Ras Al Khair are two industrial cities developed in two of the most remote regions of the Kingdom. Not only have these cities contributed to infrastructure development, but they have also employed over 12,000 people from these areas.

Building the future

Ma'aden is the largest multi-commodity mining and metals company in the Middle East and among the fastest-growing mining companies in the world. Through our five strategic business units and ongoing infrastructure investments, we contribute to support Saudi Arabia's Vision 2030 and supply essential products to global markets.

Saudi Arabia is underexplored compared to other world-class mining countries. Ma'aden's goal is to change that and become one of the world's top five mining companies. We are applying modern exploration techniques to develop the vast potential of the Central Arabian Shield to extract minerals that will develop Saudi Arabian industries, bolster the expansion of the Kingdom's economy, and

contribute to global food security. Recent exploration activities have identified new mineral deposits and increased our confidence in the tonnage and grade of previously discovered targets.

Growing with determination

Since our IPO in 2008, Ma'aden products have expanded into more than 20 key global markets across all continents. The company has grown from a small gold producer to offer:

- The largest integrated aluminum value chain in the Middle East and one of the largest in the world, with assets of over \$11 billion.
- One of the top three largest global phosphate fertilizer production supply chains, with an advanced mining city in Wa'ad Al Shamal and a current production of approximately six million tons per year, set to rise to nine million tons when our Phosphate 3 expansion in Wa'ad Al Shamal is complete.
- A downstream minerals superhub in Ras Al Khair that is connected to the main mines in the country via a 1,400km railway which also has a major port facilitating export operations.

We are targeting growth in our copper business to support the electrification of the Saudi economy, while we also look actively at greenfield and brownfield opportunities outside the Kingdom to expand and add value to our operations. In August 2019, we completed our first international acquisition, buying an 85 percent stake in Mauritius-based fertilizer distribution group, Meridian as part of our goal to build global distribution channels for fertilizer products.

CHEMISTRY THAT MATTERS

سابک عناه

SABIC was founded in 1976 with the aim of using the by-products of oil extraction to produce value-added commodities, which would in turn support the development of the local downstream industry. Today, SABIC is a multi-billion dollar enterprise and operates in more than 50 countries, as it continues to explore local and global investment opportunities by strengthening its production and technological capabilities.

Saudi Basic Industries Corporation (SABIC)

www.sabic.com/en

Year company founded: 1976 Number of employees: 32,000+ Market capitalization: SAR 304.2 billion



Yousef Al-Benyan
Vice Chairman and CEO, SABIC

Yousef Al-Benyan, Vice Chairman and CEO of SABIC, said, "Chemistry is the motive and drive behind everything we do. As one of the largest diversified chemical companies in the world, we aspire to be the preferred world leader in chemicals by 2025. I strongly believe that our diverse and inclusive culture is a strong differentiator, as we increasingly aim to align with a culture of integrity and safety, while promoting collaboration and partnerships."

SABIC's culture is built with an emphasis on supporting employees, while developing the next generation of leaders. It achieves this goal by fulfilling employees' aspirations through various collaborative initiatives such as programs that promote continuous learning and dialogue. In recent years, SABIC has developed and implemented a comprehensive transformation program to drive operational and structural changes.

The program is designed to enhance the company's competitiveness, increase its portfolio focus, and accelerate its growth, whilst at the same time ensuring the company supports Saudi Arabia's wider development agenda.

"While we are a global company; we never lose sight of our roots in Saudi Arabia and the local opportunities that were presented to us during our establishment phase. We are fully committed to

Chemistry is the motive and drive behind everything we do



supporting the Kingdom's Vision 2030. One example is the NUSANED™ program, which is designed to promote growth, diversification, and job creation. We take great pride in our investment in people and talent development in the Kingdom," said Al-Benyan.

As SABIC's future growth and development largely depend on creating solutions for the issues that society faces, it aims to provide successful, sustainable solutions through innovation, education, and use of the latest technology.

As part of an essential industry, SABIC's solutions are playing an integral role in global efforts to overcome COVID-19. The strength and resilience of its supply chain and balance sheet also put the company in a strong position to navigate the challenges facing the global economy during the remainder of 2020.

Al-Benyan is confident in the long-term growth prospects of the industry, stating that SABIC expects global demand to increase due to global megatrends such as rapid urbanization across Asia, which the company's growth strategy has ensured it is well placed to capitalize on.

20

Technology and innovation centers are based around the globe

The circular economy is a business opportunity that SABIC is embracing by partnering across value chains, sectors, and regions to provide solutions to achieve circularity and support a cohesive and sustainable world. The company's TRUCIRCLE™ initiative embodies this vision and in turn helps customers achieve their sustainability goals. For example, the initiative enables consumer product manufacturers to address the reduction of mixed plastic waste associated with their own activities.

SABICs partnerships consist of innovative collaborations to drive the industry forward and deliver sustainable solutions. "Innovation is indispensable to our success and digitization is a core priority of ours. Both elements improve our competitiveness and strengthen our leadership in the chemicals industry," Al-Benyan said.

SABIC is also committed to achieving a more sustainable world and focused on opportunities that strengthen its bottom line while benefiting society, the environment, and wider economy through initiatives such as committing to reduce energy, greenhouse gas and water use by 25% by 2025.

150

New products are created by SABIC each year

SABIC is a diversified chemical company that manufactures chemicals, plastics, agri-nutrients, and metals. A truly global firm, it operates in over 50 countries and has more than 32,000 employees worldwide.

The company's 20 technology and innovation centers are based around the globe, meaning the firm can draw on a wide range of global expertise. It creates around 150 new products each year, with a patent portfolio of 9,946 in 2020.

And, in partnership with ExxonMobil, it is currently constructing a chemical facility and the world's largest ethane steam cracker in Texas.

SABIC is a founding member of the Alliance to End Plastic Waste and recently launched its TRUCIRCLETM initiative, under which it will focus on products that have circular economy principles (moving away from the typical take, make, waste product lifecycle), developing products from recycled plastic to enable reuse and recycling of packaging. In 2020, EcoVadis, a business sustainability ratings organization, placed SABIC in the top 1% of performers in the 'Basic Chemicals, Fertilizers, Plastics and Synthetic Rubber Companies' category.

SABIC's NUSANED™ program aims to help create a value-added local manufacturing base, diversify the economy, generate jobs, and help to make the Kingdom more self-sufficient, in line with the Vision 2030 goals. SABIC also invests in its people and launched the SABIC Leadership Way initiative in 2017, which seeks to nurture the talent and leadership value of its employees.

Its social responsibility activities focus on health and wellness, science and technology education, environmental protection, and water and sustainable agriculture. During the COVID-19 crisis, SABIC supported national and global efforts to overcome the pandemic, collaborating with global communities, governments and health authorities.

Despite the immediate global challenges of COVID-19, SABIC is well-positioned to achieve long-term growth and deliver value for its shareholders.

SABIC operates in 50 countries and has more than 32,000 employees



STRONG FOUNDATIONS



Yanbu Cement Company (YCC) is one of the major cement manufacturers in Saudi Arabia and the largest cement company in the Western Region, with facilities approximately 70 km northwest of the Yanbu Al Bahr harbor on the Red Sea. Yanbu Cement Company

www.yanbucement.com Year company founded: 1977 Number of employees: 830

Market capitalization: SAR 6.38 billion



Mr. Ali Abdullah Alayed Board Member & CEO of YCC

As a heavy industry company that produces a strategic commodity, we aim to be the primary choice for all our stakeholders, including customers, employees, suppliers, and the wider community.

"says Mr. Ali Abdullah Alayed, Board Member & CEO of YCC." We add value to the local industrial sector by making the best possible use of the nation's resources and employing local talent.

YCC is proud of its Employee Value Proposition, which ensures employee satisfaction in part through its Young Future Leaders program. Moreover since the company's inception, YCC has quickly developed industrial excellence in a performance driven culture.

Yanbu Cement Company tracks its success by benchmarking its performance against international best practices, while also leading the way when it comes to industrial excellence, sustainability, and performance development initiatives.

For example, YCC partnered with the Danish engineering company FLSmidth and launched the Cement Knowledge Center, the first of its kind in the MENA and Sub-Saharan Africa regions. In line with the aims of Vision 2030, the center helps build local talent and expertise in Saudi Arabia and the wider MENA region.

YCC believes that the cement industry's performance

The Saudi Exchange recognition on international markets has had a very positive impact on attracting investors and consequently improving our stock value



Over the past three years, capital productivity from 17 tons per day per employee to 23 tons per day



is directly linked to Saudi Arabia's prosperity. We are very confident in Vision 2030's initiatives and its efforts to develop outstanding infrastructure and improve the economy." Alayed explains. "Additionally, the Saudi Exchange high profile has helped us attract investors, which has consequently improved ROI and our stock value.

Looking toward the future, sustainability will be a core part of Yanbu's business. The company is a member of the Elite EP100 Group, which highlights its energy efficiency programs and efforts to reduce CO2 production to enhance community contribution toward a green environment. Yanbu Cement has acquired a 34 MW waste heat recovery (WHR) system as a step toward renewable/alternative energy sources. It is one of the largest of its kind at

a cement plant in the world. Carbon emissions at the plant reduced by more than 100,000t/yr. ~ 25% of energy requirement covered by the WHR system.

YCC looks to continue leading the regional sector in AI and Industry 4.0, and is working to develop and adopt AI in its industrial assets. "YCC views technology as an opportunity, rather than a threat," says Alayed "We are on the verge of applying an advanced AI solution to our main operating equipment, and we'll be the first company in the region to do so."

In 2019, Yanbu Cement Company (YCC) was named Cement Plant of the Year by the International Cement Review in recognition of its industrial excellence. The company produces five types of cement, with a capacity of eight million tons annually.

With a head office in Jeddah, YCC also has an industrial unit in Ras Beridi, Yanbu, consisting of two production lines and 11 cement mills with a total dispatch capacity of 40,000 tons of cement per day. The plant also has a state-of-the-art living complex – with two fully equipped sports facilities – for up to 3,000 inhabitants.

YCC is one of the few cement companies in the world to achieve a high percentage of Industry 4.0 goals. It is also developing an artificial intelligence (AI) program, which is only possible thanks to the company's high levels of existing automation.

46%

Workforce are Saudi nationals

While YCC is making significant towards progress towards the digitalization goals outlined in Vision 2030 – including automation, expert control, cloud technology, and AI – it is meeting Vision 2030 objectives in other ways too. The company "thinks global and acts local" by employing a workforce consisting of 46% Saudi nationals (versus 30% in 2016). It also has the highest number of Saudi engineers (40) in the sector.

As it looks to the future, YCC is focused on maintaining its progress when it comes to managing manpower and sustainability. Over the past three years, YCC has increased human capital productivity from 17 tons per day per employee to 23 tons per day. It has also been recognized as one of the most energy-efficient plants in Saudi Arabia by the Saudi Energy Efficiency Center and by The Climate Group – as part of the Group's EP100 initiative – for its achievements in energy management and reduction of CO2 emissions. The company also owns a major share of the Saudi Kuwaiti Paper plant, which has an annual capacity of a million paper bags.

Modernization and sustainability

Yanbu Cement Company (YCC) has undertaken a series of strategic investments and optimization initiatives to radically modernize its 8 Mta capacity plant in the Kingdom of Saudi Arabia.

The plant's management has adopted state-of-the-art technology and advanced cement manufacturing techniques to place the facility on the path toward operational excellence. Meanwhile, the company has achieved a 25 percent reduction in net carbon emissions and annual savings of more than 100,000t/yr CO2. These efforts led to the ICR award for the Cement Plant of the Year in CEMTEC Berlin, October 2019.

Upgrading and adopting the latest SCADA systems to have more flexibility with process control, more powerful control capabilities, efficient performance monitoring, and excellent reporting capabilities which is one step further toward its digital transformation strategy.

People development

YCC is focused on building a stronger performance culture and developing current and future leaders. The company develops its next generation of leaders by growing its Saudi youth engineer program and other initiatives that support our goal of building a sustainable future. The training programs cover a wide range of topics, including business, financial insights, health & safety, sales, products and solutions, and operations.

FLSmidth - Yanbu Cement Academy

In September 2020, Yanbu Cement partnered with FLSmidth and launched the Cement Knowledge Center, a leading source of cement knowledge and practical training.

The center, which can accommodate over 100 trainees, has a unique location on the Red Sea with magnificent views and state-of-the-art recreational facilities, giving the academy a competitive edge. The center offers a mix of short courses, medium range, and long-term programs and certifications.

YCC, in cooperation with FLSmidth, aims to support Saudi Arabia and the rest of the GCC while developing professional cement competency in Levant, North Africa, and sub Saharan countries.

Quality management systems

Yanbu Cement has acquired the total & integrated quality management systems and became certified with several international and national quality certificates (ISO 9001, 14001, 45001, 50001 and SASO mark) through continuous improvement approach to facilitate the efficiency of production processes and to meet the national and international demand and quality standard for the product.

Saudization of YCC's workforce has increased from 30% in 2016 to 46% in 2020



STRENGTH IN STEEL



Established in 1991, Arabian Pipes Company (APC) operates two factories in Riyadh and Jubail, where it produces high-quality welded steel pipes for clients, many of whom operate in the Gulf and North Africa regions (mainly SA Aramco). To date, it has delivered more than two million tons of steel pipes for several prestigious projects and clients. Arabian Pipes Company (APC)

www.arabian-pipes.com Year company founded: 1991 Number of employees: 340

Market capitalization: SAR 717.6 million

One of the main objectives of Vision 2030 is the localization of goods and services for oil and gas industries, and APC is proving to be a pioneer on this front, given that it was the first pipe manufacturer to be awarded the IKTVA award for being the "Highest in Localized Goods and Services" in 2016 by Saudi Aramco, the largest Oil producer in the world and APC's biggest customer. APC's focus on jobs for Saudis also aligns the company with another key national objective.

APC has been an exporter to the Middle East and North Africa region since its establishment, and it has worked closely with The Saudi Export Development Authority to foster global relations on this front. The company has benefited from its Saudi Exchange listing, which has marked it as a significant player in Saudi industry and ensured the complete transparency of the business – financial and other information can easily be found on the Saudi Exchange website.

Under the direction of the company's board of directors and the executive management, the company has forged a unique identity in a high competitive market. - High shipping costs and the huge variation in international market prices for steel are just some of the challenges that APC has contended with.

However, projects in Saudi Arabia (specifically Aramco), rebuilding and rehabilitation in neighboring countries offer strong future opportunities, while APC actively strives to implement new innovations, working with a number of renowned technology providers to adopt new technologies that take the company forward.

Arabian Pipes Company (APC), a Saudi Joint-Stock Company, was established by the leading business group in the Kingdom of Saudi Arabia and aims to be the leading industrial center in the region specializing in the supply of a wide range of bare and coated steel pipes suitable for application in sectors including oil and gas, chemical and petrochemical, constructions, and agriculture.

APC applies the highest quality standards and strives to localize the latest piping solutions technologies through its most valuable asset: Human Resources. The company is working to be the pioneer in the MENA (Middle East-North Africa) region in providing quality piping solutions and to partner with its valued clients to meet their needs.

APC has maintained its certification in compliance with ISO 9001 since June 1996 and currently has the latest ISO 9001 certification, ISO 9001:2015. In addition, APC has maintained the right to use the

APC has produced more than two million tons of steel pipes since 1991





2.5 million

Tons of high quality steel pipes delivered to projects and clients throughout the MENA region

official American Petroleum Institute (API) monogram on manufactured products under the conditions in the official publication API entitled API 5L and API 5CT in accordance with the provisions of its License Agreement since June 1996.

APC's commitment to "total quality management" is evident from the number of approvals from leading Oil and Gas companies, such as Saudi Aramco, Shell Global Solutions International, Kuwait Oil Company (KOC), Kuwait National Petroleum Company (KNPC), Petroleum Development Oman (PDO), and ADNOC. In 2018, APC has signed long-term agreements with Saudi Aramco for supplying pipes through its facilities.

APC provides training courses inside and outside of Saudi Arabia on a regular basis to improve the

efficiency of its employees. Also, APC provides scholarships to Saudi students.

With the ability to supply a wide range of high quality Longitudinal Submerged Arc-Welding (LSAW) and Electric-Resistance Welding (ERW), APC has put their marks and imprints in GCC and MENA region. APC has exceeded two and half million tons of deliveries of high quality steel pipes to different prestigious projects and clients throughout the MENA region.

With a history of solid results, and with a strategy aligned with the Kingdom's Vision 2030, APC is confident in its ability to deliver further growth and increased productivity, as well as continuing to deliver positive long-term shareholder returns.

OPTIMIZING ENERGY



The National Petrochemical Company (Petrochem) constructs, develops, operates, and maintains world class petrochemical facilities. It produces high-grade products that are shipped to more than 90 countries worldwide.

National Petrochemical Company (Petrochem)

www.petrochem.com.sa Year company founded: 2008 Number of employees: 9

Market capitalization: SAR 15.96 billion

Petrochemicals are an integral part of our modern lifestyles, found in everything from fertilizers, clothing, digital devices, to medical equipment. They are even found in many parts of a modern energy system, including solar panels, wind turbine blades, batteries, thermal insulation for buildings, and electric vehicle parts.

The Saudi government continues to invest in the sector, supporting Saudi-foreign joint ventures in new petrochemical projects and encouraging further investor participation. Petrochem's listing on the Saudi Exchange provides the company with access to these investors, along with the transparency that sophisticated investors need while also inspiring the company to achieve greater efficiency in order to generate strong returns.

The company's success directly benefits Saudi Arabia because a large portion of Petrochem shares are owned by Saudi pension funds. In line with the national development plan, the company also seeks to recruit and train Saudis, and already has a Saudization rate above 70%.

The National Petrochemical Company "Petrochem" is a Saudi Joint Stock Company listed on the Saudi Exchange. The company was established in 2008 with current paid-in-capital of SAR 4.8 billion. Petrochem's main business is investing in the petrochemical industry by using its strategic partnerships and the Kingdom's natural resources. Petrochem owns 65 percent of the Saudi Polymer Company, located in Jubail Industrial City, which was built at a cost of more than SAR 21 billion and produces and sales more than 1.7 million tons of products per year.

SAR 4.8 billion

The company's paid-in-capital

The company's state-of-the-art Saudi Polymer Plant (SPCo), built in partnership with Chevron Phillips Chemical, continues to improve production rates and quality using the latest technologies and processes. The plant's environmental performance has been recognized by the Royal Commission, while achieving ISO17025 accreditation, which is the highest Laboratory Quality Management certification.

Along with its partner Chevron Phillips Chemical, Petrochem has built a scale petrochemical plant, Saudi Polymer Company



GLOBAL AMBITIONS



SABIC Agri-Nutrients Company
– formerly Saudi Arabian Fertilizer
Company (SAFCO) – was established
by a Royal Decree in 1965. It is
headquartered in Al-Jubail industrial City.
It has been a leader in Saudi Arabia's
agri-nutrients sector since its inception
and has ambitious plans to enable it to
become a leading global player in the
industry.

SABIC Agri-Nutrients Company

www.safco.com.sa

Year company founded: 1965 Number of employees: 1,254

Market capitalization: SAR 33.58 billion

SABIC Agri-Nutrients Company was the first petrochemical company in Saudi Arabia and operates the world's largest ammonia plant. The company also owns 50 percent of the National Chemical Fertilizer Company and has stakes in Arabian Industrial Fibers Company and Yanbu National Petrochemical Company. Listing on the Saudi Exchange allowed SABIC Agri-Nutrients Company to expand and strengthen its position in the market even more.

The company takes its environmental responsibilities seriously, introducing the first Urea Granulation Ammonia Abatement System, which is part of an environmental project to reduce ammonia emissions from granulation stacks. It has also developed three novel fertilizer products that lower ammonia volatilization, which reduces runoff from fields, protects water supplies, and offers farmers higher yields with fewer resources. In 2015, SABIC Agri-Nutrients Company received both the King Khalid Award for Responsible Competitiveness and the Royal Commission Environmental Initiatives Award.

Under the leadership of its President Fahad Misfer Al-Battar, SABIC Agri-Nutrients Company has a strong focus on technology and innovation, which helps it navigate the challenges facing the sector. While challenges range from increasing demand for fertilizer differentiation to tighter regulations around nitrogen loss, there are also opportunities to produce more specialty products and to increase its market share through investments inside and outside of Saudi Arabia.

Developing human capital and attracting and retaining talent are key factors in SABIC Agri-Nutrients Company's success. It has implemented people development programs to ensure all employees are equipped with the required knowledge and skills to succeed. Through its social responsibility programs, it supports various community initiatives,

and is conducting a number of safety, environmental, security, and health awareness programs for schools and neighborhoods.

Our strategy

The company has developed a clear future strategy to ensure growth in the field of fertilizers and agricultural nutrients while maintaining high safety and quality standards with a commitment to sustainability and social responsibility. It is in full compliance with all industry standards and laws to help it achieve global leadership. It is also committed to the partnerships between the company and all relevant parties locally and globally, besides a commitment to work toward developing shareholders equity. The company also stresses on workforce development to keep pace with business trends and to implement its strategies.

SABIC Agri-Nutrients Company will implement its policies through the following points:

The first axis: Improve energy efficiency through a number of programs and projects concerning reliability, sustainability, and performance improvement.

The second axis: Study new investment opportunities in agri-nutrient supplements and industrial projects inside and outside Saudi Arabia.

The third axis: Study the feasibility of acquiring stakes in companies in the fertilizer industry or investing in viable companies.

SABIC Agri-Nutrients
Company operates the
world's largest ammonia
plant, with a total production
of 3,670MT/day



SUPPORTING CONSTRUCTION



Saudi Cement Company has been a regional pioneer in manufacturing and supplying high-quality clinker and cement since its establishment in 1955, forming a vital link in the industry's supply chain and supporting many construction projects in the Middle East for more than half a century.

Saudi Cement Company

www.saudicement.com.sa Year company founded: 1955 Number of employees: 800

Market capitalization: SAR 9.4 billion

Strategically located in the Eastern Province of the Kingdom of Saudi Arabia, an area rich in high-grade raw materials, Saudi Cement Company is a local industry leader in terms of efficiency, quality, and profitability. Trusted by end-users and contractors for its consistent quality, its products have been utilized for major highways, bridges, airports, seaports, railways, metros, and numerous housing and commercial projects.

Saudi Cement Company plant, located at Hofuf in the Eastern province approximately 120 kms from Dammam, consists of three kilns with an available combined capacity of 28,000 MT of Clinker, equal to 9.2 million tons per year, which is also equivalent to almost 9.7 million tons of cement annually and its products comply with all national and international standards "SASO, ASTM, BS and EN."

Saudi Cement Company is highly capable in terms of Cement & Clinker exports (nearly three million tons annually, out of its 9.7 million tons total production capacity) with a state-of-the-art Export Terminal at King Abdulaziz Port in Dammam, a unique feature compared with other producers in the region. The Export Terminal is connected with Hofuf Plant (140kms) via railway, providing a reliable infrastructure to promptly transfer stock. This gives the company a competitive edge over other producers in the region and stretch for Cement & Clinker export opportunities throughout the global market.

Awards

Saudi Cement Company's is a recipient of the prestigious King Abdul-Aziz Company Award and the Saudization Award, both won twice, and the Exporting Award.

Coverage & market share

Saudi Cement Company's extensive logistics capabilities and infrastructure include road and railway transport and its own specialized port terminal, which gives

3 million

Amount of tons SCC exports annually

the Company the ability to export Cement & Clinker throughout the world. The majority of Saudi Cements sales are generated locally and transported by road and railway in bags and in bulk to clients mainly in the Eastern and Central regions of Saudi Arabia.

Saudi Cement Company's local market share is one of the largest among the Kingdom's cement manufacturers. Its major customers include distributors, ready-mix plants, block factories, contractors, and real estate developers.

About the sector

The cement sector in the Kingdom of Saudi Arabia is considered a vital sector for the Kingdom's economy and development. There are now 17 companies operating in the sector distributed over various regions of the Kingdom, with 15 of them listed on the Saudi Exchange. Moreover, the total production capacity of these companies reached about 78 million tons of cement annually. As a result of growth in government spending over the past decades, the sector has expanded its production capacities to keep up with increased demand. Currently, national housing construction programs and other government-led programs and initiatives being delivered under the Vision 2030 plan are resulting in strong domestic demand for cement and the company expects to sustain its strong growth rate.

Saudi Cement Company is a local industry leader in terms of efficiency, quality, and profitability



GROWING SALES VOLUMES



Saudi Kayan produces more than 20 petrochemical products, byproducts, and intermediates including ethylene, propylene, ethylene glycol, polypropylene, high & low density polyethylenes, polycarbonate, phenolics, bisphenol-A, ethanolamine, ethoxylate, and industrial fatty alcohol. These products are used for a wide range of applications such as industrial feedstocks, pharmaceuticals, polyester fiber for textiles, coolants, and paint.

Saudi Kayan Petrochemical Company (Saudi Kayan)

www.saudikayan.com.sa Year company founded: 2007 Number of employees: 1,521

Market capitalization: SAR 21.45 billion

Despite challenging market conditions over the past few years, the company, which is led by its President Eng. Omar Al-Ruhaily, achieved a new sales volume record in 2019, a six percent increase representing more than three million metric tons. This success stems from effective inventory management and a long-term transformation program that has been improving overall company performance since 2015.

As petrochemical producers face challenges that include lower market prices stemming from trade issues between China and the US, increased competition, high operating costs, and cyber security risks in addition to the repercussions of the Corona virus (COVID - 19), Saudi Kayan is succeeding by focusing on efficient performance and strategic investments. For example, in 2018, a series of value-focused initiatives helped the company achieve its highest ever net income of SAR 1.7 billion.

The company is investing heavily in technology and innovation, with a focus on adopting digitalization and artificial intelligence technologies to enhance its operations and customer service. Research and development is another core area of investment for Saudi Kayan, which aims to diversify its portfolio and expand into new markets.

Human resource investment is important to Saudi Kayan, which seeks to enhance the competencies, efficiency, and productivity of its 1,521 employees, 92 percent of whom are Saudi nationals. Additionally, through collaboration with SABIC, including its NUSANED™ program, and the Ministry of Energy through the Industrial Clusters program, the company is promoting growth, supporting new businesses, and creating new jobs − all of which support the aspirations of Vision 2030.

Its listing on the Saudi Exchange has promoted the company's brand while helping it access new capital and enhance its corporate governance and transparency practices.

Vision

Saudi Kayan aspires to be a leader in safe and reliable operations, a preferred supplier, an employer of choice, and to deliver sustainable profitability.

Mission

- To ensure that the complex is operated safely and securely in a manner that protects the surrounding environment and community.
- To supply products with outstanding quality.
- To ensure that its human resources are qualified and challenged in a positive work environment.
- To ensure that the complex's operation is efficient and profitable while pursuing growth opportunities to generate value for shareholders.

Saudi Kayan focuses on achieving its business objectives by pursuing a strategy built on the following values:

- Environment, Health, Safety & Security (EHSS)
- People & Organization
- Reliability & Integrity

92 percent of Saudi Kayan employees are Saudi nationals



- Production
- Energy & Sustainability
- Cost Leadership
- Value Creation & Profitability.

Saudi Kayan considers EHSS a core value and strives to ensure that its employees, contractors, and the community remain safe and healthy. Furthermore, it is committed to conserving the environment and protecting natural resources by adopting effective and safe waste disposal methods, controlling the emissions of all possible pollutants, and implementing sustainability programs for the recycling or disposal of waste in a safe and environmentally friendly manner.

Saudi Kayan is proud of its employees and has adopted a three-pronged strategy to enhance its human capital:

- Attract the best talent in the market by offering meaningful roles in a competitive and diverse work environment.
- Develop the workforce through effective competency assessment and using development platforms like on-job engagements, mentoring and coaching, various types of training, as well as industry-institute collaborations.
- Retain a talented workforce by implementing a transparent performance management system, clear roles and responsibilities, reward and recognition programs, social events, and attractive employee benefit programs.

In 2017, the company updated its ISO certification to the latest version of ISO9001: 2015. Saudi Kayan is also certified with the ISO 17025 for Laboratory

SAR 1.7 billion

Highest ever net income

Management System, the ISO 27001 for Security Information Management System, as well as the ISO 22301 for Business Continuity Management System. Furthermore, the company has also achieved other certifications like Good Manufacturing Practices (GMP), Halal Certificate, and Kosher Certificate. These management systems demonstrate its commitment to excelling in business processes and maintaining international standards of operations.

The company developed a strategy for loan restructuring, which aimed to reduce its total outstanding loans and financing costs. The strategy was implemented in two stages during the year, the first phase culminated in June 2019 with the signing of the largest refinancing operation in the Kingdom – SAR 7.5 billion – with the National Commercial Bank. The second phase of the strategy was implemented in December 2019 by signing a SAR 1.5 billion agreement with the Saudi Fransi Bank.

These agreements are all compatible with the provisions of Islamic Sharia. The strategy is in line with the company's goal of reducing costs – both operational and financing – to improve its profitability, in addition to its focus on optimizing the use of feedstock and raw materials, and managing the efficiency of assets and properties to reach its ambitious goals.

INVESTING IN THE FUTURE



The Saudi Industrial Investment Group (SIIG) is one of the first privately-owned petrochemical companies in Saudi Arabia.

The Saudi Industrial Investment Group (SIIG)

www.siiq.com.sa

Year company founded: 1996

Market capitalization: SAR 12.3 billion

The company's goal is to invest in the industrial development of the Kingdom, especially in the petrochemical sector in a way that will provide a better future for its shareholders, end users, and Saudi Arabia as a whole. It aims to achieve this by harnessing strategic partnerships around the world and through the efficient use of the Kingdom's natural resources and competitive advantage.

Throughout the years, SIIG has continued to successfully grow its investments by undertaking follow on share offerings on the Saudi Exchange multiple times, as well as creating and listing a separate joint stock company (Petrochem), all of which has enabled it to invest in the research and infrastructure needed to expand.

These best practices are strengthened by practical guidelines for creating plans, setting goals, making decisions, and coordinating and evaluating the work on every project. SIIG is seeking to build on this strong foundation and position itself at the forefront of market change, combining this approach with advanced systems and the problem-solving skills of its people.

Under the leadership of the chairman, H.E. Mr. Hamad Saud Al Sayari, SIIG maintains its momentum with a keen focus on cash flow, financial management, and the needs of its shareholders. It protects their rights, ensures transparency, and issues ongoing dividends.

The group strives to manage its business operations to ensure it has a positive impact on society. It supports sustainable, socially impactful, and ethical projects. And by empowering people to make change happen, it inspires them to commit and to give their best.

Investor composition

As of 2020, the percentage of SIIG shareholders was divided as follows:



Investor Relations (IR)

SIIG is dedicated to managing communication between the company's corporate leadership and its investors. The company's investor relations department helps support the release of relevant information, handles inquiries and meetings, provides feedback to management, and oversees crisis management.

The SIIG management team aligns with all standards and regulations to provide the necessary information to help investors make decisions.

SIIG develops world-class investment opportunities for its investors and the Kingdom of Saudi Arabia



CEMENTING GROWTH



Infrastructure – whether roads, bridges, tunnels, or dams – starts with cement. Huge amounts are required to meet Saudi Arabia's ambitious development plans and Southern Province Cement Company (SPCC) produces 30,000 tons of clinker and 39,000 tons of cement every day to meet the demand.

Southern Province Cement Company

www.spcc.sa

Year company founded: 1978 Number of employees: 1,643

Market capitalization: SAR 11.80 billion

SPCC is a joint stock company with 57 percent of its shares owned by the government via the Public Investment Fund, General Organization for Social Insurance and the Public Pension Agency. The company was established in 1978 as a joint stock company and now operates the Jazan, Bisha, and Tahama cement plants. It has played a key role in providing the cement needed for the country's essential infrastructure, but also in building universities and millions of private sector homes.

Under the leadership of its directors and executive management, SPCC is working closely with government planners to provide the concrete for key projects. It has already proved its ability to meet the requirements of large, high-profile developments including the rebuilding of the two Holy Mosques and Jeddah Airport.

SPCC's listing on the Saudi Exchange underpins its corporate governance procedures and ensures transparency, integrity with a strong focus on ethics. This has helped attract more investors so that the company can raise capital and spread its wealth more widely. The access to capital, close relationship with government, and a focus on innovation and technology have put the company in a strong position despite industry-wide challenges such as over-production and potential changes in fuel prices.

While the company attracts workers from around the world, it has established institutions and training facilities to give Saudi workers the skills they need. SPCC also works hard to meet the highest environmental and quality standards, including those set by the US and UK, those recently introduced in Saudi Arabia, and Gulf Cooperation Council building material standards.

SPCC is working to increase its use of alternative fuels and reduce pollution and emissions to improve the environment for everyone living in Saudi Arabia.

SPCC started in the 1980s with one plant consisting of two production lines in Jazan province, the first cement factory in the Southern region of Saudi

Arabia. It later developed the first cement plant in Assir region, Bisha plant, located on the outskirts of Bisha city. The Bishra plan was inaugurated in 1997 and developed a second line in 2017. The third plant started in Tahama, located in Makkah, in 2004 with one line producing around 5,000 tons of clinker daily. It now features three production lines and produces around 15,000 tons daily.

SPCC's purpose is to support the local market with one of the most important elements of construction – cement – while fulfilling Vision 2030. That vision guides our day-to-day responsibilities of providing these important materials to our customers.

SPCC has always worked on developing the quality of its products, studying our clients' needs and solving any problem that might occur. We do so by bringing in new products to meet our clients' demands and improving the quality of our products to meet local and international standards.

SPCC has been awarded the GSO 1914/2009 for all its factories from the Saudi organization for standardization, metrology, and quality.

SPCC is proud of its track record of innovation, providing the materials for all construction agencies, the government, and the private sector. It is also proud to be able to hire 57 percent of its workforce from the local community and help them develop through education and training.

The company considers its people to be one of its most important assets. To sustain its competitive position, SPCC has deployed highly qualified manpower from different countries while attracting

30,000 tons of clinker and 39,000 tons of cement are produced by SPCC every day





qualified Saudi professionals who attend both domestic and internationally recognized training centers.

It is proud of its achievements and its contributions to government projects and private sector housing.

SPCC has been – and will continue to be – on the cutting edge of innovation and transformation as it seeks to meet the expectations of other public and private sector project requirements.

Vision 2030 was developed by the upper economic and industry council headed by his Royal Highness Mohamed Bin Salman.

The vision is a roadmap to progress and innovation that will enable us to prosper economically and industrially among the advanced world players. We are proud of our role in that plan, no matter how small it is.

15,000 tons

The amount of clinker produced by SPCC's Tahama plant daily

SPCC is also playing a role in protecting the environment by improving its dust emission controls through new means of pollution and emissions systems, suppressors like filter bags, and other means, all of which will help improve the latest regulated figures. It hopes its efforts will contribute to a better environment for everyone works in – and depends on – extractive quarries.

SPCC believes that maintaining a clean environment in industrial areas is an important responsibility for all industrial companies. To that end, SPCC adopts restricted rules for keeping the environment clean and healthy. The company also conducts frequent analysis in all of its areas of operations to make sure that there is no harmful pollution of any type.

Green cement and other structural steel and carbon composites will require certain types of cement that the company will be working on soon. SPCC is also helping the areas where its plants are located through initiatives to build and financially support projects such as roads, schools, and clinics.

SPCC believes its efforts would not be possible without the Saudi Exchange, which provides a substantial platform to help the company develop and draw the attention of investors in Saudi Arabia and around the world.

INVESTING IN INNOVATION



Takween is a leading global supplier of plastic conversion technologies, manufacturing plastic food packaging and medical-grade non-woven fabrics. It was established in 1993 and has evolved into a \$328 million conglomerate, with a head office in Al Khobar and 10 factories located throughout Saudi Arabia and Egypt. It is led by Chairman Abdul Mohsen Al Othman and Managing Director Jameel Al Molhem.

Takween Advanced Industries Company

www.takweenai.com

Year company founded: 1993 Number of employees: 1,534 Market capitalization: 1.33 billion

After listing on the Saudi Exchange in 2012, Takween systematically developed its operations and business activities and sought new investments. This led the company to expand its internal control system to ensure full compliance with CMA regulations for publicly listed companies. This in turn gave Takween's shareholders a greater level of transparency and increased opportunities to bring in new investors.

In the past five years, Takween's sales have grown by over \$100 million while export business volumes have increased by 15 percent, penetrating the European and North American markets.

Today, the plastics industry is influenced by the circular economy and the growing need for sustainability, both of which are likely to present both challenges and opportunities. To generate innovative and comprehensive solutions, Takween set up dedicated research and development facilities. Investing in research into the polymers and non-woven fabrics industry allows Takween to develop holistic solutions for its clients.

Driven by the Vision 2030 objectives, the company is helping to increase women's participation in the workforce, utilizing export support programs, increasing local sourcing, and participating in Modon (Industrial Property Authority) and Industrial Fund Development Industry 4.0 initiatives.

Takween also plays an active role in supporting social causes through a mix of programs targeting Saudi talent, and offers training, internships and job opportunities to students and graduates. The company believes it has a duty to make a positive contribution to society by building opportunities and inspiring hope.

Takween Advanced Industries is a reliable partner for local, regional, and international brands that delivers the right chemistry for success.

The company is a transformative presence in the medical, food and beverage, hygiene, and non-woven industries, and a global player in the polymer conversion industry. It has also developed innovative and cost-effective solutions along with high-quality food packaging and non-woven fabric products, in turn becoming a partner of choice for our diverse customers.

Takween has evolved into a \$328 million business conglomerate



10

Factories located across Saudi Arabia and Egypt

Through a commitment to its core values and maintaining a strategy for long-term growth, Takween's journey has been one of steady expansion. In 2010, the company converted to a closed joint stock company named "Takween Advanced Industries" with a share capital of SAR 97,539,000. It obtained the required regulatory approvals from the CMA and listed 30,000,000 ordinary shares on the Saudi Exchange in July 2012 through an IPO, offering 30 percent of the shares for public subscription. By late 2013, the capital was raised to SAR 350,000,000.

In 2014, Takween took a major step to expand its business activities by acquiring Savola Packaging Systems. This expansion increased Takween's share of the plastic packaging field, positioning us as one of the leaders in the region. In 2016, the company increased its capital to SAR 950,000,000 through a rights issue of 60,000,000 ordinary shares.

Today, the company has 10 factories located across Saudi Arabia and Egypt. Its state-of-the-art manufacturing facilities provide a one-stop solution for some of the biggest names in the fast-moving consumer goods (FMCG), hygiene, and medical sectors. Its relationships with leading brands reflect it commitment to rigorous quality control at every stage of the production process.

Takween works closely with clients to develop products that meet their expectations and adhere to the highest industry standards. At the heart of this process is a highly skilled team who are committed to achieving efficiency through a collaborative work environment. The company is also focused on meeting its diversity targets and providing the most effective career platform for young, capable individuals to grow and attain professional accolades.

Takween was eager to implement corporate governance practices to establish a transparent relationship with our shareholders. The administrative structure consists of the board of directors, which has seven members appointed by the shareholders' general assembly, along with the board committees, which include the executive committee, audit committee, nomination and remuneration committee, and a team of executive officers ("Senior Management").

Since the company pursues the highest quality and safety standards, it has obtained several certificates and accreditations from specialized local and international entities in the manufacturing industry, such as ISO 9001:2008 certification, ISO 22000:2005 certification, and ISO 14001:2004 certification.

Takween believes in adding value to the community and incorporating a philanthropic angle to its work. The Corporate Social Responsibility programs at Takween have three primary objectives: ensuring the wellbeing of its employees, the social and economic growth of its communities, and the protection of the environment.

GROWING AND DIVERSIFYING



United Wire Factories Company (ASLAK) specializes in manufacturing steel wire products, which are used across different sectors including industrial, construction, and civil usages. With eight factories located across the Kingdom, ASLAK has built a strong mix of national and international customers by delivering quality products and an establishing a genuine commitment to serving its customers.

United Wire Factories Co. (ASLAK)

www.unitedwires.com.sa Year company founded: 1990 Number of employees: 513

Market capitalization: SAR 1.22 billion

Over the past 30 years, ASLAK acquired a large market share and gained a reputation as a market leader, increasing its capacity to be around 300,000 tons today. The company's management team believes in setting ambitious targets and long-term strategies, leveraging their strong business knowhow to create sustainable growth.

ASLAK's focus extends beyond the manufacture of steel products to supply the local market, increase the diversity of its product range, and reach out to global markets. The company believes that this strategy will secure its position as an industry leader by reducing its vulnerabilities during down cycles, accentuating its advantages in up cycles, and enabling the creation of value – and the related rewards – for its stakeholders through business cycles.

Through strategic investment in technology and advanced manufacturing, ASLAK is putting the Kingdom's steel industry on the global map. These investments enhance its profitability by focusing on three critical success factors: moving up the talent curve, moving down the cost curve, and winning in strategic markets.

Being a publicly listed company ensures that ASLAK's governance capabilities conform to international standards. The company complies with EHS regulations, applies high standards for quality assurance, and undergoes continuous process and product improvements. The company's employees are considered main stakeholders and have opportunities to continuously develop their technical, managerial, and personal skills.

ASLAK has a comprehensive corporate governance system that complies with the Capital Markets Authority's (CMA) rules and guidance. As one of the leading listed companies in the sector, it believes that effective corporate governance will bolster its performance through disclosure and transparency, and create a strong work environment that will help it meet the expectations of all stakeholders

As one of the leading Saudi steel wires producers, ASLAK is dedicated to both managing its operations responsibly and to constantly improving. The company is committed to designing more sustainable products that are better in quality, more durable and safer to use, all while making the most of its resources. The company is proud that its products have sustainable uses across various sectors.

ASLAK has always been quick to adopt new concepts that enhances its market presence and competitive edge. The company looks for ways to apply new concepts that improve its human capital capabilities, strengthen its partnerships and contribute to a safe and healthy environment and society.

ASLAK's manufacturing capacity has increased to around 300,000 tons today



BENEFITTING FROM A SURGE IN DEMAND



Established in 2006, Yansab is based in Yanbu Industrial City on Saudi Arabia's Red Sea coast. Under the leadership of President, Mohammed Bazaid, Yansab produces a range of petrochemical products including ethylene glycols, high density polyethylene, low linear density polyethylene, polypropylene, benzene, MTBE, and BTX.

Yanbu National Petrochemical Company (Yansab)

www.yansab.com.sa

Year company founded: 2006 Number of employees: 1,000+ Market capitalization: SAR 35.94

Yansab has increased its production capacity by more than 20 percent compared to its 2010 production levels and witnessed a corresponding increase in sales.

It has also reduced unplanned shutdowns from more than 100 days a decade ago to just 19 days a year today.

Its petrochemical products are essential ingredients for many everyday items, ranging from medical equipment and digital devices to packaging, clothing, vehicle parts, and detergents.

Despite this history of growth and expansion, Yansab faces some challenges including a fall in market prices due to the global economic slowdown, a rise in operating costs, and limited availability of feedstock.

However, Yansab is poised to benefit from a surge in demand for plastics, which has outpaced demand for other bulk materials, such as steel, aluminum, and cement.

Listing on the Saudi Exchange has helped to enhance the company's credibility and provided access to capital. Currently, Saudi Basic Industries Corporation (SABIC) owns 51% and 49% is owned by private sector entities and individuals.

The listing has underpinned the company's commitment to high standards of corporate governance.

Yansab has won the Best Performing Customer award from Saudi Aramco for three consecutive years and recently won the OSH Champion Award for Occupational Health and Safety from the Ministry of Labor.

20%

Increase in production capacity compared to 2010

Yansab places a strong emphasis on technology and innovation, and is executing the SABIC Corporation Digitization Program.

It plans to capitalize on artificial intelligence, machine learning, and data science to improve its competitiveness. It is also leveraging SABIC's partnerships with several universities for solutions to technical issues.

Yansab also focuses on sustainability and social responsibility, supporting medical professionals through the SABIC initiative "Together we overcome COVID-19."

Yansab has reduced unplanned shutdowns from 100 days to just 19







Yansab's strategy

YANSAB has developed a clear future strategy to ensure growth in the petrochemical industry which adds value to its assets and shareholder's equity, while maintaining the highest levels of safety, quality, and sustainability, adhering strictly to all relevant industry standards and laws in order to achieve leadership, fostering the partnership between all the company-related parties (locally and globally), and growing the shareholders' equity without prejudice to the company's social responsibility. The strategy will be implemented through the following lines:

Line 1:

Scale up energy optimization by putting in place several programs and projects with a core focus on ensuring reliability, sustainability and performance improvement.

Line 2:

Expand the production capacity for the main products.

Line 3:

Continue studying the available investment opportunities related to manufacturing petrochemicals.

Line 4:

Study purchasing shares in some companies that practice the same activity (Manufacturing Petrochemicals) or shareholding in feasible companies.

TRADING UP



A producer of PET preforms and highdensity polythene plastic closures for use in water packaging, Zahrat Al-Waha for Trading Co. is a market leader in the Saudi Arabian plastics industry. Zahrat Al-Waha for Trading Co.

www.zaoasis.com

Year company founded: 2003 Number of employees: 140

Market capitalization: SAR 1.18 billion

Much of the company's senior management team has been with the business since its inception, which means it has a substantial amount of experience and is highly attuned to the dynamics of its operations and the economic conditions in which Zahrat Al-Waha has succeeded.

As a result of increasing demand for plastic production in the Kingdom, Zahrat Al-Waha has the opportunity to grow its range of products and expand into new markets in Africa and the Middle East. The company is succeeding despite facing challenges such as strong competition, the instability of raw materials, and the need to sustain competitive pricing.

Under the leadership of CEO George Abdulkarim George Mussa and Chairman Ahmed Hammoud Ibrahim Altheyab, Zahrah Al-Waha is working to reduce its carbon footprint. It is introducing advanced technologies, shifting toward more lightweight products and alerting international companies that it prioritizes technologies which have a positive environmental impact.

To extend its caring approach to employees, the company focuses on creating safe working environments and providing high-quality accommodations, as well as supporting the Kingdom's Saudization policy with the goal of providing jobs for Saudi nationals. In addition, the company believes that its listing on the Saudi Exchange is helping it build strong relationships with customers.

ESG practices

The environmental/ social /governance responsibility of the company is represented in the following ways:

- 1- Using high technology equipment that has no negative impact on the environment
- The company adheres to the laws and regulations governing environmental protection

9.55%

2019 profit margin

- 3- Employment, which is one of the most important sources of economic development, through the company employing individuals in its various sectors
- 4- Stimulating economic development by purchasing resources from local companies
- 5- The company adheres to the corporate governance regulations and laws governing share trading and shareholder rights

Awards & achievements

- 1- The company certified ISO9001:2015 Quality Management System
- 2- The company certified ISO2200:2005 Food Safety Management System
- 3- The company achieved excellent returns for shareholders during 2020
- 4- We achieved our goal in 2020 by increasing sales and growing our domestic and international customer base
- 5- Profitability for 2020 was 9.55 percent

Zahrat Al-Waha for Trading Co. is expanding its product range





IR practices

- 1- Maintain a digital portal to keep investors updated
- 2- Create high-quality annual reports
- 3- Conduct informative earnings calls
- 4- Integrate media relations into our IR Strategy

Company sector

Zahrat Al-Waha for Trading Co. is a part of the Materials sector. The company conducts its business through its factory in Al Kharaj Exit#7 for manufacturing the PET Preform and HDPE Closures.

Corporate messaging

Zahrat Al-Waha for Trading co. is building a new concept by manufacturing the PET Preform and

HDPE Closures, which provide a variety of high-quality, competitively priced products in different sizes and weights. The company's strategy is designed to meet the needs of its partners and customers, and allows it to take advantage of its leading position and gain additional market share through expansion in and outside the Kingdom (GCC, the Middle East, North and Central Africa). By strengthening its position as a partner with the preferred water sector and producers of juices, the company is well-positioned to achieve its vision.

The company also devotes resources to diversifying its products, both to drive sales growth and mitigate the impact of future fluctuation in local and international demand. The potential for growth extends beyond Zahrat Al-Waha's core customers to investments in its industries: CSD, juice, and dairy products. All of this forms the background for optimizing capital allocation and creating long-term value for shareholders.

Key company data

The company's key data are available on a quarterly and annual basis.

Competitive advantages

Zahrat Al Wahah Trading Company has many competitive advantages, including:

- 1- Meeting customer needs with flexibility and speed
- 2- Advanced manufacturing technology
- 3- Strong logistics and operational efficiency
- 4- An experienced staff

HIGH QUALITY CHEMICAL PRODUCTS



Basic Chemical Industries (BCI) is a group of six companies that has been supplying high-quality chemical products to the Saudi industrial and consumer markets since 1973. Its main activities relate to chlor-alkali, water treatment, industrial adhesives, polyurethane systems, sulphuric acid, and specialty chemicals. The business is particularly proud of its resilience during the economic recession, when it was able to maintain the supply of material and services for its partners and clients, all while generating continuous profits for shareholders.

Basic Chemical Industries Company (BCI)

www.bci.com.sa

Year company founded: 1973 Number of employees: 358

Market capitalization: SAR 917 million

From the outset, BCI has been ahead of the game in implementing and acquiring the latest industrial and support technologies to enhance productivity, reduce costs and environmental impact, and give the company a competitive edge.

For example, BCI introduced state-of-the-art membrane technology in 1983, becoming only the sixth company in the world to use this advanced, pollution-free technology that ensures pure and high-quality end products. It is currently introducing new technologies that combat climate change through the reduction of water and energy use, as well as investing in IT to streamline its business and give it access to live and accurate data across all of its facilities.

BCI is helping to achieve Vision 2030 by harnessing support from the government to grow the mining sector and develop non-oil experts, and helping to build partnerships with international technology providers in order to increase foreign direct investment.

The company's social responsibility initiatives include supporting non-profits and providing opportunities for employees to get involved in the community, and it is focusing on creating a diverse workplace by increasing the number of women in its workforce.

What differentiates BCI

Having produced high-quality chlor-alkali products since 1975, BCI is differentiated by its expertise. From

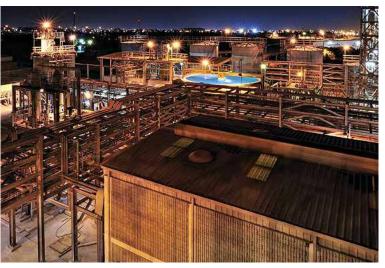
the outset, the company has expanded and innovated by adopting the latest research and production methods, an approach that has maintained the company's position as the leader in its field. BCI has a team of highly trained and experienced technical and commercial staff that offer a wealth of knowledge and the ability to support customers before and after sales, regardless of what they may need.

BCI provides tailored consultation and services to its partners and clients to solve any issues and make sure their operations are optimized by using our chemicals.

The company offers technical assistance and advice on anything from correct chemical selection to application technology, health and safety, and disposal of chemical waste. Customers simply need to contact the qualified staff in their area. BCI takes pride in how its pool of trained chemists, qualified technicians, and experienced sales staff provides individualized customer service and offers prompt inthe-field service at all times.

BCI was only the sixth company in the world to use advanced, pollution-free membrane technology in its chemical plants





BCI group has a wide variety of products that have thousands of applications in the chemical industry. In addition to the marketing and distribution of BCI manufactured products and its trading business, the company also provides a worldwide product sourcing service for its clients either on a distributor or direct shipment basis. Rigorous evaluations of overseas suppliers' commercial and product quality capabilities ensure that the customer's delivery requirements are met in every respect, and on every occasion at minimum cost. It is the sole agent and distributor in the Kingdom for over 25 international chemical producers covering a wide range of commodity and specialty chemicals.

BCI's location in the industrial hub of Saudi Arabia gives it proximity to its major clients in the oil and gas, industrial detergents, and water treatment sectors, among others. The company's warehouses, stockyards, and sales offices in Dammam, Riyadh, Jeddah, and Dubai are unrivalled in their scale and the variety of products offered. They have become points of rapid distribution for hundreds of commodity and specialty chemicals, and its own fleet of long haul and local delivery vehicles and relations with transporters across the region guarantees BCI's commitment to supply and deliver 360 days a year to its customers irrespective of location.

BCI and its affiliates offer products and services for many specialized fields, including:

- Activated carbon
- Catalysts
- Decontamination chemicals and services
- Detergents & disinfectants
- Food & dairy chemicals
- Galvanizing chemicals
- Industrial chemicals
- Ion exchange resins
- Minerals
- Paint & ink additives
- Pigments & pastes
- Process chemicals
- Solvents
- Specialty adhesives
- Swimming pool chemicals.

MATERIALS SECTOR

Advanced Petrochemical Co.

www.advancedpetrochem.com

Sector: Materials Region: Jubail Contact info: Faisal Aljalhami

+966 55011128 / +966 13 356 6061 faisal.jalhami@advancedpetrochem.com

Al Jouf Cement Co.

www.joufcem.com.sa Sector: Materials Region: Riyadh Contact info: Hamed Al Ghamdi +966 11 200 0388

h.s. algham di@joufcem.com.sa

Al Kathiri Holding Co.

www.alkathiriholding.com/en

Sector: Materials Region: Riyadh Contact info: Amjad Alrayes

+966 542941160 / +966 11 416 7900 Ext. 104

amjad@alkathiriholding.com

Al Yamamah Steel Industries Co.

www.yamsteel.com Sector: Materials Region: Riyadh Contact info: Sultan Al Kadi

+966 56 900 9241 / +966 12 637 1515 Ext. 121

cg@yamsteel.com

Alujain Holding Corp.

www.alujain.sa Sector: Materials Region: Riyadh Contact info:

Mohammed Almotairi

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malmutairi@alujain.sa

Arabian Cement Co.

www.arabiacement.com

Sector: Materials Region: Jeddah Contact info: Samir Abdu

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Arabian Pipes Co.

www.arabian-pipes.com Sector: Materials Region: Jubail Contact info:

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Basic Chemical Industries Co. (BCI)

www.bci.com.sa Sector: Materials Region: Riyadh Contact info: Nasser Almoaibed

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nasser@bci.com.sa

City Cement Co.

www.citycement.sa Sector: Materials Region: Riyadh Contact info: Abdulaziz

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Eastern Province Cement Co.

www.epcco.com.sa Sector: Materials Region: Al Khobar Contact info: Jehad Ali Al Yousif

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Filing and Packing Materials Manufacturing

Co.

www.fipco.com.sa Sector: Materials Region: Riyadh Contact info: Salah Sabri

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Hail Cement Co.

www.hailcement.com Sector: Materials Region: Hail Contact info:

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Methanol Chemicals Co.

www.chemanol.com Sector: Materials Region: Jubail Contact info: Mohammed Ibrahim

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Middle East Paper Co.

www.mepco.biz Sector: Materials Region: Jeddah Contact info: Bassem Elshawy

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Najran Cement Co.

www.najrancement.com

Sector: Materials Region: Najran Contact info: Yahya Almaqbwl

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Nama Chemicals

www.nama.com.sa Sector: Materials Region: Al Jubail Contact info: Maha Alharbi

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maha.alharbi@nama.com.sa

National Gypsum Co.

www.gypsco.com.sa Sector: Materials Region: Riyadh Contact info: Abdulaziz Alajlan

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NGC@gypsco.com.sa

National Industrialization Company (TASNEE)

www.tasnee.com Sector: Materials Region: Riyadh Contact info:

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National Metal Manufacturing and Casting

Co.

www.maadaniyah.com Sector: Materials Region: Jubail Contact info: Abas Alnassir

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a.nasser@maadaniyah.com

National Petrochemical Company

(Petrochem)

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albegmi@petrochem.com.sa

Northern Region Cement Co.

www.nrc.com.sa Sector: Materials Region: Riyadh Contact info: Moadi alsobaiy

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Qassim Cement Co.

www.qcc.com.sa Sector: Materials Region: Buraydha Contact info:

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Sahara International Petrochemical Co.

www.sipchem.com Sector: Materials Region: Riyadh Contact info: Ziad Aldohami

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Saudi Arabian Fertilizer Company (SAFCO)

www.safco.com.sa Sector: Materials Region: Jubail Contact info: Eyad Al-Shobaian

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shobaiane@safco.sabic.com

Saudi Arabia Mining Company (Ma'aden)

www.maaden.com.sa Sector: Materials Region: Riyadh Contact info: Hailah Alshetwi +966 558802244

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Saudi Basic Industries Corporation (SABIC)

www.sabic.com/en Sector: Materials Region: Riyadh Contact info: Iyad A. Al-Garawi

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Saudi Cement Company

www.saudicement.com.sa

Sector: Materials Region: Dammam Contact info:

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Saudi Industrial Investment Group (SIIG)

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Saudi Kayan Petrochemical Company

www.saudiKayan.com Sector: Materials Region: Al-Jubail Contact info: Abu Bakr Alkhatib

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Saudi Paper Manufacturing Co.

www.saudipaper.com Sector: Materials Region: Dammam Contact info:

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Saudi Steel Pipe Co.

www.sspipe.com Sector: Materials Region: Dammam Contact info:

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Southern Province Cement

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Tabuk Cement Co.

www.tcc-sa.com Sector: Materials Region: Tabuk Contact info: Mustafa Algahtani

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Takween Advanced Industries Co.

www.takweenai.com Sector: Materials Region: Al Khobar Contact info: Ahmed Zayyat

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The National Company for Glass Industries

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Umm Al-Qura Cement Co.

www.uacc.com.sa Sector: Materials Region: Riyadh Contact info:

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United Wire Factories Co. (ASLAK)

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Yamama Cement Co.

www.yamamacement.com

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Yanbu Cement

www.yanbucement.com

Sector: Materials Region: Jeddah Contact info: Nabil Baghdadi

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Yanbu National Petrochemical Co. (YANSAB)

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Zahrat Al Waha for Trading Co.

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Zamil Industrial Investment Co.

www.zamilindustrial.com

Sector: Materials Region: Dammam Contact info:

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Riyadh Cement Company

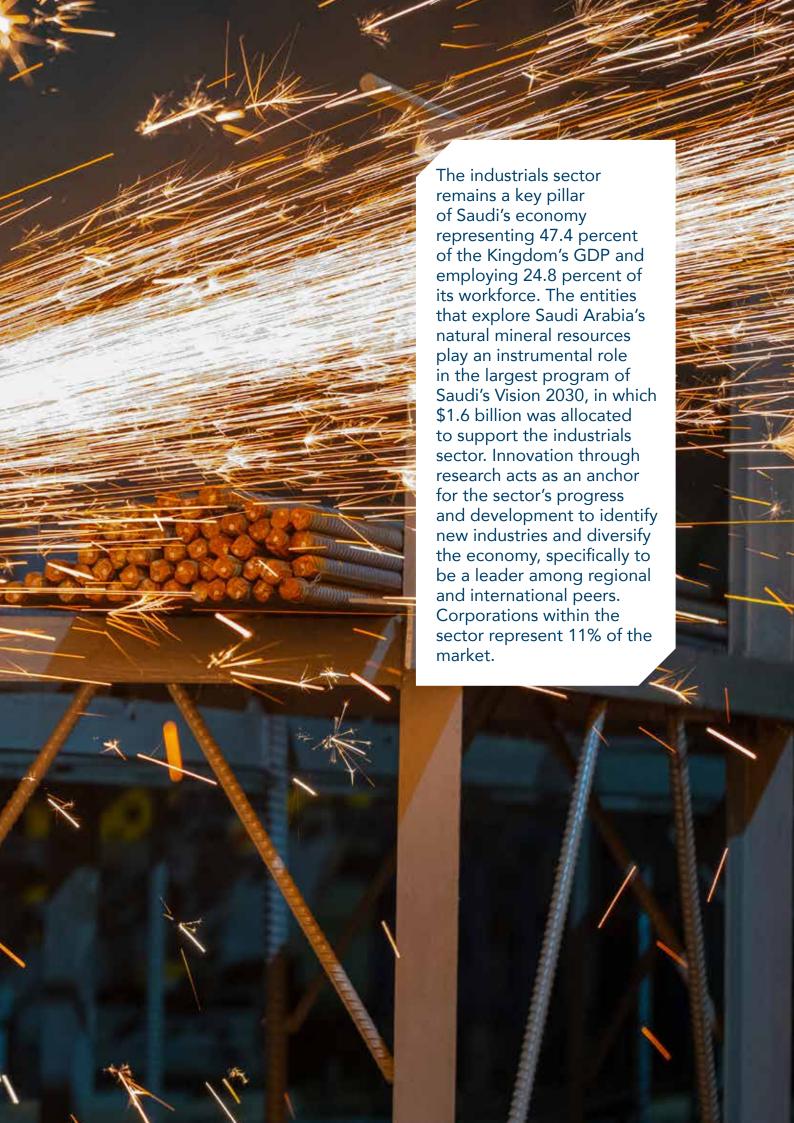
www.sawcem.com.sa Sector: Materials Region: Riyadh Contact info:

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MEETING DEMAND FOR HUMAN CAPITAL



Maharah aims to lead the human resources sector by providing comprehensive and integrated solutions that ensure client success, protect employees' rights, and support national development. Maharah deploys foreign manpower for corporate, public sector, and household customers, and sources a wide range of professional, skilled, and unskilled people – often through its strategic relationships with more than 60 global recruitment agencies.

Maharah Human Resources Company

www.maharah.com

Year company founded: 2013 Number of employees: 500-1,000 Market capitalization: SAR 2.7 billion

Maharah primarily serves two customer segments: the corporate segment, which it provides with professional staffing (physicians, nurses, computer programmers, accountants and salesmen) and workforce solutions (technicians, factory workers, and general labor).

The second segment is household customers, which the company provide with housekeepers, private drivers, and personal assistants.

Since its foundation in 2013, Maharah has sourced more than 90,000 individuals across more than 200 professions, reflecting the scale of the company's operations. The company holds a leading position in the Saudi Arabian human resources sector, in part because it provides well-qualified individuals with different backgrounds and experience, and because of its ability to meet very large manpower requirements.

It provides a wide range of professionals for its clients, from physicians, nurses, financial analysts, and computer programmers to waiters, drivers, and housekeepers.

Stable economic growth has led to an increase in demand for manpower, while several Vision 2030 programs are providing fertile conditions for growth.

Maharah is ideally placed to take advantage of these conditions because of its large distribution and support infrastructure. This includes 22 branches across 11 cities in the Kingdom and strong relationships in countries such as India, Indonesia, the Philippines, Egypt, Pakistan, and Bangladesh.

Maharah is powered by its speed in deploying human resources, the flexibility of its contracts, and its experience in the healthcare industry.

The company also has a diverse and growing client base to whom it provides easier access to work visas. It is also one of the first human resource companies to meet the growing demand for part-time household services.

The company has a clear strategy to expand its value proposition and go beyond manpower supply to become a fully-fledged HR company. Maharah

Maharah has strategic partnerships with more than 45 global recruitment agencies





75,000

The amount of individuals
Maharah has sourced since 2013
yearly

is also at the forefront of recruitment technology, recently investing in BLOOVO Ltd, an innovative online recruitment platform that uses data science and advanced algorithms to match jobseekers with employers.

In addition, Maharah supports the community by providing discounts on its services for certain groups of people, including those with special needs, retired government officials, divorced women, and widows.

Maharah has several competitive advantages that have enabled the business to grow rapidly since its inception and provide a strong foundation for future growth. These advantages include:

(a) Market leadership and scale

With more than 20 branches across 11 cities in the Kingdom, Maharah is one of the largest human resources companies in Saudi Arabia. The company's leading position in the industry is a result of its strong brand and reputation, which are built on the following:

- The quality and diversity of its manpower resources in terms of qualifications, nationalities, experience, and backgrounds
- An efficient process for deploying manpower resources
- The ability to fulfill the large manpower resources

requirements of clients that smaller human resource companies cannot handle

- Support services that the company provides to both clients and manpower resources throughout the duration of their contracts
- Flexibility in providing clients with contracts of different durations
- Effective interaction and communication with clients through periodical visits
- Excellent relationships with countries from which manpower resources are recruited, embassies, and recruitment agencies
- Specialized experience in the healthcare industry, which has a more stringent recruitment and deployment process
- A robust technological platform that supports the company's business model
- A history of enabling positive client experiences

(b) Access to diversified range of work visas

Any company operating in the Kingdom that wishes to hire foreign manpower needs to go through a lengthy process, but Maharah offers a readily available supply of visas. The company's inventory includes work visas for different professions and nationalities, which the company can arrange on short notice.

(c) Diversified and growing client base

Maharah has developed strong relationships with its diversified client base, which is not limited to a particular industry or geographic location. In the corporate segment, the company's clients operate in various sectors including retail, healthcare, industrial and maintenance, hospitality, and the commercial industry. In the household segment, Maharah has provided services to more than 65,000 clients, including more than 35,000 clients through "Khidmah" Program.

(d) Wide spectrum of manpower resources

The company provides a wide range of professional, skilled, and unskilled manpower resources. Professions supplied by the company include physicians, nurses, marketing specialists, salesmen, financial analysts, computer programmers, system

analysts, technicians, waiters, drivers, housekeepers, construction manpower resources, etc.

(e) Large distribution and support infrastructure

- Nationwide Branch Network: Maharah has 20 branches in 10 cities across the Kingdom.
- Strategic Relationships with Recruitment Agencies: The company has strong relationships with many recruitment agencies in different countries such as India, Indonesia, Nepal, the Philippines, Egypt, Pakistan, and Bangladesh. This allows the company to recruit the most qualified manpower resources in different fields through a systematic method that includes interviewing and testing. The company has also developed criteria to evaluate recruitment agencies, assessing processing time, quality of staff, and effectiveness in solving any problems that arise after the recruitment process. In addition, the scale of Maharah's operations provides it with a strong negotiating position with recruitment agencies.
- Relationships with Embassies: To attract foreign workers, the company maintains a strong business relationship with embassies in the Kingdom. The company has a dedicated team that schedules regular meetings with embassy officials to discuss relevant matters and resolve any issues related to company recruitment.
- Automated Systems: The company has developed in-house software solutions and mobile applications to build a database of client and manpower resources information, thereby enhancing operational efficiency and serving clients through multiple platforms. The company has improved its systems gradually and it now serves both clients and manpower resources electronically.

(f) Dedicated manpower resources care team

The company has a dedicated team that caters to the needs of its manpower resources, provides them with information and services, and ensures that they work in a safe environment. This care team serves all manpower resources through a care center consisting of both a call center that provides assistance in multiple languages, and a mobile application that serves manpower resources directly. Moreover, the company has adopted policies to protect its staff and ensure their safety and security at all times.



MATERIAL TRANSFORMATION



Saudi Ceramic Company has gained great fame thanks to its commitment to the highest quality standards and the provision of innovative products to the local and international markets. The company operates industrial production facilities equipped with the latest technology.

Saudi Ceramics

www.saudiceramics.com Year company founded: 1977 Number of employees: 3081

Market capitalization: SAR 2.87 billion

Thanks to its adoption of the latest research and development technologies, the company plays a major role in the construction sector in the Kingdom of Saudi Arabia, where it has obtained many international and local quality certificates.



The Saudi Ceramic Company was established in 1977, and is a Saudi joint stock company that enjoys a reputation in the industrial field, reinforced by the company's inclusion in the Saudi Exchange, which contributed to the company maintaining a large share in the market. The company operates 15 factories in six sectors, including: ceramic tiles, sanitary ware, electric water heaters, plastics, red bricks, and desert mines.

The company has 40 showrooms all over the Kingdom which supported the Saudi Ceramic Company in achieving its distinguished position in the domestic market while exporting to more than 60 countries worldwide.

Within the framework of Saudi Arabia's Vision 2030, the company is committed to achieving the goals aimed at transforming the Kingdom into a pioneering industrial power by providing job opportunities for Saudi citizens and enhancing the Saudi trade balance by exporting its local products to global markets. The company also supports social responsibility initiatives by donating to charities and schools within the Kingdom, in addition to developing the capabilities of its employees through continuous training.

Saudi Ceramics has 15 plants operating in six segments



60

The number of countries Saudi Ceramics exports to worldwide

Company activity

The company manufactures, stores, transfers and markets ceramic and porcelain tiles, sanitary ware and their supplements, electric and solar water heaters, boilers, special paint materials (frit), red clay bricks and their accessories, clay pipes, plastic products, bathtubs, showers, acrylic, plastic, ceramic and plastic road signs, construction solutions and technologies, and housing project solutions.

Investor relations practices in the company

The Saudi Ceramic Company strengthens its relations with investors by using the financial schedules to optimize plans and making best use of the opportunities to engage with the market, whether by holding bilateral meetings, group meetings, phone calls, or via email messages.

Our ESG Practices

- Protecting the interests of shareholders of the company and enabling them to obtain information in a transparent and fair manner.
- Monitor and achieve the company's goals and maximize shareholder wealth.

- Developing the administrative structure and brand independence.
- Building a close and strong relationship between the company's management, employees, suppliers, creditors, and others.
- •Using the company's resources more efficiently.
- Providing a good working environment for employees to achieve best performance.
- Attracting foreign investors and gaining their confidence through the effective exercise of corporate governance.

What differentiates Saudi Ceramics?

- •A famous brand in the Kingdom of Saudi Arabia and GCC
- Quality products with an excellent reputation
- Continuously improving and developing products and innovating new products such as manufacturing pre-designed PODS showrooms.
- •One of the largest factories for tiles and sanitary ware in the Kingdom of Saudi Arabia.
- Exporting the products to more than 60 countries worldwide
- Contributing to strengthening the construction sector in the Kingdom of Saudi Arabia.
- Significant localization of technical and administrative jobs in the company.

GROUND SERVICES



Saudi Ground Services Company (SGS) provides ground services to all domestic and international flights across 28 airports in Saudi Arabia to ensure a flawless travel experience for local and foreign travelers. SGS provides its services to Saudi Arabian Airlines, the national carrier, as well as other local airlines such as flynas, flyadeal, Nesma Airlines, and SaudiGulf Airlines. SGS also provides its services to more than 100 airlines flying to and from Saudi Arabia.

Saudi Ground Services Company (SGS)

www.saudiags.com

Year company founded: 2008 Number of employees: 8,955

Market capitalization: SAR 6.03 billion

The company was created in 2008 to meet the challenge posed by the growth of air travel in the Kingdom. Saudi Arabia's previous ground-handling companies – Saudi Arabian Airline Ground Services, National Handling Services, and Attar Ground Handling – were amalgamated to create an integrated and highly efficient operation that serves 700,000 flights a year, including regular and charter flights, private aviation, and royal flights.

SGS provides its services in compliance with international operational standards and with a high level of safety as defined by the International Air Transport Association (IATA) and the Safety IATA Audit for Ground Operations (ISAGO). The company's services include passenger services, baggage handling, ramp services, cargo loading and off-loading, fleet cleaning services, traffic control, and ground transport. SGS is certified under the International Air Transport Association's (IATA) Safety Audit for Ground Operations.

SGS is led by Engr. Khalid Alboainain, Board Chairman, and Mr. Raed Al-Idrissi, acting CEO, and has around 10,000 employees. Recognizing the essential role of training to enable excellent performance, the management established an in-house IATA-approved training facility that is equipped with state-of-the-art learning tools to help trainees gain a comprehensive understanding of all ground handling activities. Training programs are also developed in collaboration with the IATA and various airlines as appropriate.

About SGS

Today's airline passengers expect a flawless travel experience from check-in to take-off. Saudi Ground Services (SGS) is committed to delivering such an experience at all 28 airports in Saudi Arabia. SGS' services range from face-to-face passenger assistance to the seamless execution of hundreds of complex behind-the-scenes operations that keep the aircraft flying, to keeping passengers and their possessions together. SGS ensures the highest standards for 700,000 flights a year.

Who we are

SGS is the driving force behind the efficient, safe, and courteous ground-handling of passengers and aircraft in Saudi Arabia.

It is committed to being a benchmark company with high standards for service and reliability that are second to none.

SGS provides comprehensive care for airline passengers and delivers essential services at 28 airports in Saudi Arabia to keep airlines and passengers moving.

What we do

SGS provides ground-handling services to its customers from 109 local and international airlines (regular and charter flights, private aviation, and royal flights) at all 28 airports in the Kingdom.



SGS operates in all 28 of Saudi Arabia's airports



Providing the highest standards to all of its customers across its network is a formidable challenge that the company relishes.

Company History

SGS is the national provider of ground-handling services to the aviation sector in the Kingdom of Saudi Arabia. Saudi Arabian Airlines Corporation "Saudia" initially formed SGS to consolidate the ground support services business in the Kingdom.

The demands of growing air travel in Saudi Arabia required an integrated and highly efficient ground-handling operation.

The three ground-handling service companies already in operation at the time, Saudi Arabian Airline Ground Services (SAAGS), National Handling Services (NHS), and Attar Ground Handling (Attar Travel Co), each had a commendable track record of delivering high quality service to their customers.

The three companies amalgamated under the name Saudi Ground Services Company in 2011, consolidating their approach into one corporate culture based on excellence and a commitment to all of its customers from major airlines to individual travelers.

Our Services

SGS provides premier aviation ground-handling services 24/7 to both local and international airlines at each of the 28 airports in Saudi Arabia. The company's first-rate facilities, equipment, and staff ensure the smooth transition of passengers and



cargo, stay mindful of safety and security, and ensure travelers and their goods are fully served at every step, from aircraft to destination.

PASSENGER SERVICES:

Hospitality is deeply ingrained in Saudi culture. As the national ground-handling service provider, SGS considers interactions between passengers and staff to be very important. The company encourages all its employees to remember that they never get a second chance to make a first impression.

Meeting passengers' needs before or after a flight is the company's driving passion.

SERVICES INCLUDE:

- Arrival and transfer services
- Check-in services
- Passenger manifests & seat allocation
- Boarding pass & baggage tagging
- Dedicated passenger services
- Station management
- Gate services
- Assisting passengers with reduced mobility
- VIP services

 Passenger temperature check with contactless thermometer in compliance with the regulations of local authorities.

BAGGAGE HANDLING

As a ground service provider, we at SGS understand the importance of providing reliable, efficient, and safe baggage handling services in building a strong relationship with our customers, and in turn, with passengers.

SERVICES INCLUDE:

- Baggage sorting and transportation
- Loading and offloading
- Lost and found service.

RAMP SERVICES:

Airlines require rapid and precise turnaround times to meet their schedules and maximize the economic viability of their operations.

The mechanical sophistication of aircraft systems demands highly trained and experienced teams of specialist personnel and equipment to maintain the aircraft in a safe and airworthy condition.

SGS has the manpower and facilities, and maintains the highest standards of operation to complete the

numerous overlapping service processes on time and to meet these required standards and coordinate with the schedules of our airline customers.

These services include:

- Aircraft loading/offloading of cargo, mail, and passenger luggage
- Ground power unit (GPU)
- Push-back
- Unit load device control (ULD)
- Technical support functions
- Air conditioning unit (ACU)
- Air starter unit (ASU)
- Aircraft towing
- Ground to cockpit headset service

CARGO LOADING / OFF LOADING:

Cargo services, including warehouse handling (except loading and offloading) are provided by Saudi Arabian Airlines Cargo at all airports in Saudi Arabia. However, SGS handles the supervision, loading, unloading, and transportation of general cargo and special cargo with its own supply of specialized equipment and specially trained staff.

FLEET SOLUTIONS:

A central element of the passenger experience is the quality of the aircraft cabin environment. To ensure cabins are clean and comfortable, the SGS fleet solutions team provides an around-the-clock cabin preparation service for hundreds of thousands of flights per year across international and local airports.

The company provides a host of services, including:

- Cabin grooming and deep cleaning
- Turnaround cleaning
- Cabin sterilization services
- Toilet and water services.

TRAFFIC CONTROL:

SGS manages ground-handling operations at every Saudi Arabian airport. The company monitors arrival and departure schedules on behalf of its customers and coordinates requisite turnaround activities efficiently and safely.

SGS offers air-to-ground services around the clock, supportive flight preparations at a point different from the airport of departure, and excellent en-route flight assistance. Additionally, SGS monitors flights to ensure they are flying safely.

GROUND TRANSPORT:

To help passengers travel from airports to their final destinations, SGS established Saudi Al Amad for

Airport Services and Air Transport Support (SAAS), which manages and operates transportation at all major airports around the Kingdom.

SERVICES INCLUDE:

- Dedicated passenger and crew transportation between aircraft and terminal
- Medical lift for people with reduced mobility

Training

Saudi Ground Services Company has a training and development academy that is accredited by the International Air Transport Association (IATA) as an authorized training center (ATC) and regional training partner (RTP) to provide IATA courses. It is also approved by GACA to provide some of the training programs, including the DGR program and ramp driving licenses. The training academy has developed a number of training programs, including operational and administrative courses. It has also developed training curricula in line with GACA requirements and IATA standards to meet the company's operational and non-operational staff requirements, including but not limited to:

OPERATIONAL PROGRAMS:

The training academy offers a variety of operational training programs that allow employees to develop their skills and qualifications at all airports in the Kingdom. These programs include training front-line staff on airport passenger terminal systems and passenger handling, in addition to operating all ramp equipment.

ADMINISTRATIVE PROGRAMS:

The training academy provides a number of administrative and soft skills courses to raise the level of staff performance, including: organizational skills, work ethic, time management, customer service, communication skills, training and guidance, personal productivity, teamwork and team building, middle management, leadership and impact, meeting, and management.

E-LEARNING:

To facilitate the delivery of training courses without affecting the operation, the training academy has developed an e-learning program to provide operational courses for all operation staff so that employees can attend online training courses from any site, at any time.

OPERATING SYSTEMS:

In order to facilitate the training process, the training academy applies the Leaning Management System (LMS) to save information and complete all training tasks.

PRE-EMINENCE IN PRINT-ING AND PACKAGING



Established in 1963, Saudi Printing and Packaging Company (SPPC) is one of the pre-eminent names in the regional printing and packaging sectors.

Saudi Printing and Packaging Company (SPPC)

www.sppc.com.sa

Year company founded: 1963 Number of employees: 1,500

Market capitalization: SAR 1.47 billion

SPPC has large printing facilities in Riyadh, Jeddah, and Dammam and large packaging production facilities in Riyadh, Jeddah, Al-Madinah Al-Munawwarah, Dubai, Sharjah, and Abu Dhabi.

The company prints some of Saudi Arabia's most important newspapers – such as Alsharq Al-Awsat, Al-Eqtisadiah, Al Riyadiah, and Arab News – provides significant printing services to Government and private sector clients and prints schoolbooks for the Saudi Ministry of Education.

The company's other main business line is packaging, a service it provides to both domestic and international clients including Pepsi, McDonalds, and Unilever. The company focuses on flexible packaging and labels, preforms and closures, films and bags, cups, containers and Clingfilm, food packaging, and hygiene solutions.

SPPC has grown its packaging export significantly in recent years. The company sees opportunities to expand its packaging customer base by reaching emerging markets, particularly countries in Africa.

SPPC's innovation in packaging is helping to set the parameters for sustainability and environmental performance in Saudi Arabia. Innovative products include a closure-free PET bottle sealed only by a lid. The company is focused on reducing the energy it uses in production technologies, increasing recyclability in its printing and packaging operations, and encouraging customers to reduce the carbon footprint of their businesses, further contributing to a sustainable Saudi Arabia.

13

The number of production sites SPPC has across Saudi Arabia and the UAE

SPPC is managing challenges in the printing sector by offering high-quality products and services at competitive prices and widening its customer base across new sectors and markets. The company benefits from prompt delivery to market, optimum capacity utilization, and bulk supply.

SPPC packaging products play an important part in the food and beverage supply chain, while at the same time fulfilling our role as a valuable member of the communities that we serve.

In 2020, SPPC delivered more than SAR 93 million of textbooks to the Saudi Ministry of Education







The company is committed to driving sustainability within its industry, as demonstrated by its development of the first transparent bio-degradable PLA (Polylactic Acid) water bottle produced in the Middle East and made from 100 percent plant-based polymers.

SPPC continues to pursue opportunities that strengthen both its position in the region and its contributions to customers, enabling the company to grow revenue, enhance profits, and strengthen the financial position of the group.

Saudi Printing and Packaging Company (SPPC) - A regional industry leader with world class standards

With 1,500 employees and 13 production sites in the Kingdom of Saudi Arabia and the United Arab Emirates, SPPC is a regional leader in the printing and packaging industry.

SPCC has 57 years of experience in understanding its customers' needs and providing them with high-quality products. The company's products and services offer competitive advantages and help position many of its customers as market leaders.

Our customers, including high-end multinational brand owners, appreciate our state-of-the-art technologies, continuous investment in new production facilities, and vast industry experience.

CREATING NEW PRODUCTS, BUILDING NEW INFRASTRUCTURE



Saudi Cable Company (SCC) provides world-class cable products, services, and complete turnkey solutions for energy and telecoms networks globally. It is one of the top 10 producers of power and telecommunications products in the world, and participates in building national electrical grids in many of the countries of the Gulf Cooperation Council.

Saudi Cable Company (SCC)

www.saudicable.com

Year company founded: 1975 Number of employees: 1,190

Market capitalization: SAR 1.07 billion

In order to stay at the forefront of a competitive market and contribute to the Vision 2030 goal of market expansion, SCC works to create new and improved electrical products and infrastructure. Some of these are used in metal conductors, armoring, fire resistance, and smoke reduction – products with new industry specifications that encourage innovation in safe, efficient, reliable, and economical cables.

The company recently increased its capital to more than SAR 360 million through a Capital Market Authority-approved rights issue. Its Saudi Exchange listing helps make it more attractive to shareholders through improved transparency and the knowledge that follows the Saudi Exchange rules and regulations regarding disclosures.

The capital raised through the market underpins SCC's strategy to grow its exports and expand its market reach. It aims to boost returns for shareholders and also support the national goals of growing and diversifying the Saudi economy.

SCC also continues to take its responsibilities to its employees seriously. The company's employees come from a wide range of nationalities, which helps develop a positive working atmosphere and aids the understanding of different cultures.

Progress to excellence

Following the completion of a 132kv cable supply for the Dubai Electricity and Water Authority (DEWA), Saudi Cable Company secured two more orders from DEWA for ongoing projects (LIWAN-SOSS and DXBJANUB) via Emirates Electrical Engineering and Larsen & Tubro.

SCC had another remarkable achievement in the Bahrain region, where the company supplied a substantial quantity of 66kv Aluminum cables for an EWA (Electricity & Water Authority-Bahrain) project (Ref: Contract No. 4608/2008/3100, 220kv & 66kv Transmission Development 2007-2011, VO No.26). This was in addition to supplying some of the most prestigious projects in Bahrain during 2019, including the Bahrain International Airport project, 22kv & 66kv Cables & Accessories for Transmission Development – PHASE-4, AL FATEH UPGRADE Project, SADAD 66kv Substation.

SCC is one of the world's top 10 producers of power and telecommunications products



INDUSTRIALS SECTOR

Capital Goods

Al-Omran Industrial Trading Co.

www.alomranco.com

Sector: Industrials (Capital Goods)

Region: Riyadh Contact info:

AYEDH MOHAMMED ALASMARI

+966 582944572 / +966 11 230 5588 Ext:117

ayedh@alomranco.com

Abdullah A. M. Al-Khodari Sons Co.

www.alkhodari.com

Sector: Industrials (Capital Goods)

Region: Dammam Contact info: Fahad Aldbaian +966 13 814 7200

fahad.dobayan@alkhodari.com

AYYAN Investment Co.

www.ahsa-dev.com.sa

Sector: Industrials (Capital Goods)

Region Khobar Contact info: Rashed Alassaf

+966 506857413 / +966 13 882 2130-111

rashed@ayyan.com.sa

National Building and Marketing Co.

www.nbm.com.sa

Sector: Industrials (Capital Goods)

Region: Riyadh Contact info:

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+966 11 229 8008 Ext.: 208 smo.saudia@gmail.com

Al-Babtain Power and Telecommunication Co.

www.albabtaingroup.com

Sector: Industrials (Capital Goods)

Region Riyadh Contact info: Hani Mahdi +966 11 241 1222

mahdycma@al-babtain.com.sa

Astra Industrial Group

www.astraindustrial.com.sa Sector: Industrials (Capital Goods)

Region Riyadh Contact info: Khalid Albalwi

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Khaled.albalawi@aig.sa

Bawan Co.

www.bawan.com.sa

Sector: Industrials (Capital Goods)

Region Riyadh Contact info: Ahmed Alnofal

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ahmad.nofal@bawan.com.sa

Electrical Industries Co.

www.eic.com.sa

Sector: Industrials (Capital Goods)

Region: Dammam Contact info:

Abdulaal Abdulmonem

+966 504988468 / +966 13 810 0280 Ext. 1100

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Middle East Specialized Cables Co.

www.mesccables.com

Sector: Industrials (Capital Goods)

Region: Riyadh Contact info: Nawaf Alenazi

+966 506344118 / +966 11 476 7373 - 1001

falmugbel@mesccables.com

Saudi Arabian Amiantit Co.

www.amiantit.com

Sector: Industrials (Capital Goods)

Region: Dammam Contact info: Waleed Abu Kushk +966 555837020 wkishk@amiantit.com

Saudi Cable Company (SCC)

www.saudicable.com

Sector: Industrial (Capital Goods)

Region: Jeddah Contact info: Bassam Saati

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basaati@saudicable.com

Saudi Ceramics

www.saudiceramics.com

Sector: Industrials (Capital Goods)

Region: Riyadh

Number of employees: 3,567

Contact info: Hind Albassam

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Saudi Industrial Export Co.

www.siec.com.sa

Sector: Industrials (Capital Goods)

Region: Riyadh Contact info: Faisal Almgad

+966 506426982 / 920007145 # 231

falmaqad@siec.com.sa

Saudi Vitrified Clay Pipes Co.

www.svcp-sa.com

Sector: Industrials (Capital Goods)

Region: Riyadh Contact info: Faiz Alshar

+966 503447360 / +966 11 476 9192

fayez@svcp-sa.com

Commercial & Professional Svc

Al-Samaani Factory For Metal Industries Co.

www.sgp.com.sa

sector: Industrials (Commercial and Professional

Services)
Region: Qassim
Contact info:
Abdullah Alsamani
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INFO@SGP.COM.SA

Maharah Human Resources Company

www.maharah.com

Sector: Industrials (Commercial and Professional

Services) Region: Riyadh Contact info:

Nourah Nasser Al Khthlan

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investors@maharah.com

Saudi Airlines Catering Co.

www.saudia catering.com

Sector: Industrials (Commercial and Professional

Services)
Region: Jeddah
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najlah@saudiacatering.com

Saudi Printing and Packaging Company (SPPC)

www.sppc.com.sa

Sector: Industrials (Commercial and Professional

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Region: Riyadh
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Transportation

Batic Investments and Logistics Co.

www.batic.com.sa

Sector: Industrials (Transportation)

Region Riyadh Contact info:

Mohammed ALMazyad

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malmazyad@batic.com.sa

Saudi Ground Services Company (SGS)

www.saudiags.com

Sector: Industrials (Transportation)

Region: Jeddah Contact info: Mazen Dhaifallah

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mdhaifallah@saudiags.com

Saudi Industrial Services Co.

www.sisco.com.sa

Sector: Industrials (Transportation)

Region: Jeddah Contact info: Maqbool Aswni

+966 555666630 / +966 11 661 9507

Maqbool@sisco.com.sa

Saudi Public Transport Co.

www.saptco.com.sa

Sector: Industrials (Transportation)

Region: Riyadh Contact info: Mutib Alyahya

+966 530313400 / 920026888 Ex.: 1432

alyahyama@saptco.com.sa

United International Transportation Co.

www.budgetsaudi.com

Sector: Industrials (Transportation)

Region: Jeddah Contact info: Rayan Manthor

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UNRIVALED HOSPITALITY



Established in 1976, Dur Hospitality specializes in the hospitality sector in Saudi Arabia and is recognized for managing, developing, and operating hotels and residential communities across the Kingdom for over four decades. Its diversified portfolio encompasses 30 hotels and residential properties in addition to 16 new hospitality and residential projects that are under design and development.

Dur Hospitality

www.dur.sa/en

Year company founded: 1976 Number of employees: 1,600 Total Assets: SAR 2.86 billion



Sultan Al Otaibi CEO of Dur Hospitality Group

"We are deeply rooted in the heart of Saudi hospitality, as we have served businessmen, leisure-seeking visitors, and pilgrims from all over the world for many years with best-in-class standards without compromising our local essence," says Sultan Al Otaibi, CEO of Dur Hospitality.

Dur Hospitality aims to be the partner of choice for hospitality development and operations in Saudi Arabia and recognizes that Saudi Exchange expansion into international markets allows it to learn from its global peers.

The company attributes its growing success to its ability to draw on Saudi Arabia's deep-rooted hospitality traditions and incorporate them into its services. In addition, its growth has been driven by diversifying its portfolio and harnessing partnerships with prominent global hospitality brands to upgrade its local offerings. "Ultimately, our success depends on our ability to anticipate future trends and how quickly we can adapt to the ever-transforming world," Al Otaibi says.

Innovation is navigating business and driving the future of all industries





Besides growing its business, the company launched Dur Academy, which aims to hone employees' skillsets through educational workshops. Dur also pursues an extensive CSR agenda under its dedicated CSR brand "Athar" that focuses on social initiatives, environmental protection, and local talent development. "We grow healthier when we grow together with our community," Al Otaibi says of these initiatives.

Dur Hospitality's long-term goals are in line with the Saudi Vision 2030 and include welcoming leisure-seeking tourists, diversifying revenue sources, upgrading the quality of life, and creating jobs. This comes with the objective of expanding geographically within the Kingdom while at the same time developing innovative ways to upgrade existing customer services by introducing cutting-edge technology into the Saudi hospitality industry.

Looking at the big picture and recognizing that innovation is navigating business and driving the future of all industries, Dur Hospitality embraces innovation as a key pillar of its strategy. The company recently implemented Winnow Vision Technology – a first in Saudi Arabia – a tool backed by artificial intelligence that surveys food waste trends at hotel kitchens, informing decisions that enhance sustainability and reduce food waste. "Our overall strategy is always underpinned by making an impact," explains Al Otaibi. "We run even our simple day-to-day operations, such as revenue management and customer relations, through our innovative system."

While Dur Hospitality uses technology and AI to reduce food waste and carbon emissions, its CSR program prioritizes environmental protection and natural resource preservation. It has developed programs and campaigns to promote sustainability, including "Linens for Livelihood" and Tadweer, an electronic and electrical equipment recycling program.

"With the current transformation that the Saudi services sector is undergoing, hospitality is a rapidly expanding sector offering significant opportunities for local and foreign investors," Al Otaibi says.

"Tourism is also in full-swing and set to roll out a wide range of opportunities for unique ventures, especially with the anticipated influx of tourists over the next decade."

Dur Hospitality is a publicly listed company specializing in the hospitality sector in Saudi Arabia. Established in 1976, it is widely recognized for its extensive expertise in managing, developing, and operating a diverse portfolio of hotels and residential communities across the Kingdom. Its portfolio includes 28 hotels and residential properties, with 12 under design and development. Dur also operates its own homegrown sub-brands including Makarem Hotels, Karam for Umrah Services, and Dur Communities.

The rapid transformation taking place in the Kingdom is impacting all sectors and industries, but particularly tourism, with mega-projects, new visa policies, and tourism initiatives taking shape. The hospitality sector is projected to grow to more than \$24 billion by 2025. This presents Dur Hospitality with a significant growth opportunity, which the company plans to seize by constructing both luxury and budget-friendly hotels, resorts, serviced apartments, and other hospitality and accommodation projects.



In 2019, the company signed deals to open three properties, expanding its presence in the two Holy Cities of Makkah and Madinah under the Makarem Hotels portfolio. Makarem currently has 2,181 rooms in the pipeline and is pursuing a steady path toward its target of 10,000 rooms by 2028. The company continues to support the Vision 2030 goal of expanding quality tourism through building strategic alliances with global hospitality brands and diversifying its offerings by delving into new specialty sectors, such as serviced apartments.

Dur is presided over by Chairman Abdullah bin Mohammed Al-Issa and led by CEO Sultan Al Otaibi and Director of Hotel Operations Hassan Ahdab. Its success has been fueled by its Saudi Exchange listing, which has allowed it to generate external funding to support its growth and expand its capital.

Dur also has a robust corporate social responsibility strategy and has created a dedicated brand, Athar, that launched 14 initiatives CSR Projects in 2019, encompassing a wide range of social, charitable, health, and welfare activities. The initiatives reached over 4,000 people around the country.

Dur Hospitality has earned a reputation as Saudi Arabia's leading home-grown hospitality company, revered for its unrivalled market knowledge and as a driving force of industry innovation.

For more than four decades, Dur Hospitality has been setting the benchmark for hospitality industry standards in Saudi Arabia.

The home-grown company, which was established in 1976, is widely recognized for its extensive expertise in managing, developing, and operating a diverse portfolio of hotels and residential compounds across the kingdom.

Thanks to its in-depth market knowledge, robust business partnerships, and ability to identify opportunities for new hospitality concepts, Dur Hospitality has grown its portfolio to 28 hotels and residential properties, with 12 under development and design.

The company prides itself on operating all of its properties at world-class standards while offering authentic Saudi Arabian hospitality through product and service nuances that resonate with local and international guests.

Dur Hospitality's Makarem portfolio has a target of 10,000 rooms by 2028

4,000

Amount of people reached through Dur's CSR projects

Dur Hospitality's strategy for success has been differentiation and diversification. The organization has partnered with some of the world's most prominent hospitality brands to develop hotels and residences in high-demand locations, but has also developed its own innovative concepts that meet specific market needs.

For example, Makarem Hotels is a one-of-a-kind spiritual hospitality brand with properties in the two Holy Cities of Makkah and Madinah. The brand offers upscale amenities and is dedicated to delivering warm and friendly service, which includes spiritual assistance to all guests whether they are travelling for Umrah, Ramadan, Hajj, a family visit, or business purposes.

Inspired by the wide-ranging ambitions of Vision 2030, Makarem Hotels plays a key role in catering to the growing amount of Hajj and Umrah visitors who are anticipated by that date, and is on track to reach its target of 10,000 rooms by 2028.

The Kingdom's blueprint for socioeconomic transformation guides every aspect of Dur Hospitality's business, from strategic growth, Saudization, and talent acquisition and retention, to trailblazing new initiatives ranging from technology adoption to Corporate Social Responsibility (CSR) practices.

As a company that recognizes its responsibility to train the next generation of hospitality professionals, which is aligned with Vision 2030's goal of transforming the country into an exceptional and authentic tourism destination, Dur Hospitality has partnered with several public and private entities to provide student and graduate training and employment opportunities. Initiatives range from specialist service delivery training to identifying talented university students and training them for hotel leadership roles.

Dur Hospitality has also joined forces with the Ministry of Education to offer graduate placements while the new Dur Academy trains hotel team members to meet world-class standards according to the Curriculum of America Hotel Association, and is the only tertiary education facility of its kind in the Kingdom.

Talent retention is another facet of its long-term strategic growth plan because once Saudi Nationals join the company, it must earn their loyalty through career development, upskilling programs, and fast-track training for exceptionally talented employees with leadership potential.

To help ensure staff are happy and motivated, the company implemented a cutting-edge people analytics platform to measure employee engagement and satisfaction last year. It's one of many investments in people and technology that have paid dividends, as evidenced by the 2019 Great Place to Work® survey, in which Dur Hospitality ranked 18th in the list of best places to work in Saudi Arabia.

In 2020, AI technology designed to reduce waste reduction will help Dur Hospitality set another industry benchmark in Saudi Arabia as the company takes center stage in the sustainable development of the Kingdom's hotel and tourism sector.



ســيرا SEERA

GOING FURTHER

Since being founded in 1979, Seera Group has become the leading provider of diverse travel and tourism services in the Middle East and North Africa region. Serving corporations, governments, and consumers through multiple platforms, Seera Group is viewed as the preferred travel services provider in Saudi Arabia.



www.seera.sa/en

Year company founded: 1979 Number of employees: 4,111

Market capitalization: SAR 5.69 billion



Abdullah Bin Nasser Aldawood CEO, Seera Group

"The travel and tourism market in Saudi Arabia is growing tremendously and we are uniquely positioned to cover all the subsectors within it," says Abdullah Bin Nasser Aldawood, CEO of Seera Group.

Seera Group's vision is to be the leading travel and tourism company in the region, and the strength of its foundations come from maintaining a balanced portfolio of trusted brands that always aim to exceed customer expectations. Recognizing changing consumer habits, Aldawood notes how Seera Group has responded: "We are at the forefront in terms of investment in technology, and that is evident in all our online platforms across our various sectors," he says. "We have invested heavily in innovative technology and human capital to expand our offering across the Kingdom and enable us to better serve our customers."

Reflecting on the growth of the Kingdom and its prospects for the long-term sustainability of economic expansion, Aldawood believes businesses are already benefiting from the success of the Saudi Exchange. "It's very positive because we're getting capital from international investors, which will help increase our market value," he explains.

The travel and tourism market in Saudi Arabia is growing tremendously and we are uniquely positioned to cover all the subsectors within it





That will provide access to capital that will allow us to invest further to develop the tourism sector in Saudi."

One of the principal ambitions of Vision 2030 is to build a fair and equal society where people are respected and supported, which is why Seera Group takes pride in its dedication to the local community, which is evident through its various initiatives targeted at developing talent in Saudi Arabia.

For example, Seera Group runs the Almosafer Academy, a training program that fosters local talent in the tourism sector supporting the key Vision 2030 goal of increased Saudization. Additionally, its annual Jadarah Talent Accelerator Program trains and educates local talent in the travel and tourism sector to help them become future leaders of the industry and benefit the sector over the coming years.

"In addition to playing a key role in advancing our local talent, we intend to continue the development of the travel and tourism sector," Aldawood concludes. "This is pursued through an omni-channel strategy, which is in line with our efforts to enhance our processes and create a seamless experience for our customers through something as simple as a digitally enabled branch to offer a unique experience within the sector."

Seera is the leading provider of technology-led travel services in the Middle East and North Africa. Its balanced portfolio of brands covers consumer travel, business travel management, Hajj and Umrah, destination management, car rental, and hospitality. The group is regarded as the most knowledgeable and innovative travel service provider in Saudi Arabia, and it creates value for investors by investing in a large and growing regional travel market.

Since its branch re-launch in 2018, the group has sought out new growth opportunities, launching a dedicated business unit for religious travel as well as a destination management company for inbound and domestic tourism in the Kingdom. Its consumer travel business has grown from less than SAR 50 million in 2015 to around SAR 1.2 billion in 2020, while its car rental business, Lumi, has more than quadrupled its revenue since 2016.

Saudi Vision 2030 is focused on unlocking the true potential of the Kingdom's tourism industry by promoting both inbound and outbound travel services, positioning Saudi Arabia to become one of the world's leading tourism destinations. Hajj and Umrah tourism is a key opportunity, with the ambitious goal of 30 million pilgrims by 2030.

Outbound leisure tourism is also set to grow, with the younger generation of Saudi nationals travelling more frequently than ever before.

Seera Group has invested in off-the-shelf technologies and built highly sophisticated customerfacing platforms, with its online business recording strong and consistent growth. It has also invested SAR 500 million in destination management services, including the development of assets such as tours, activity and entertainment sites, and more.

Human capital is another area of investment for the group. Its Almosafer Academy supports local talent and the development of skills, while the Jadarah talent accelerator program helps shape the leaders of tomorrow. To promote diversity in the workforce, Seera Group collaborates with organizations such as Women in Tech to focus on empowering women.

1 - Human capital

Seera Group is committed to developing Saudi talent in the travel and tourism industry. We run two programs that drive this agenda forward: Jadarah and Almosafer Academy.

In line with Vision 2030, which prioritizes the development of youth employment opportunities in the digital arena, Jadarah was founded by Seera Group in 2018 to foster and nurture the new wave of digital innovators and entrepreneurs from the Arab world. In its first cycle, the program attracted industry giants such as Google, Twitter, Amadeus, Step Group, and Udacity, which partnered with Jadarah to provide the candidates with tools to succeed in the digital space.

Through hands-on training with the region's leading travel and tourism company, Jadarah trainees gain both technical and interpersonal skills in addition to industry-recognized credentials through workshops with the most tech-driven travel and tourism organizations around the world.

The 2019 cycle received over 2,500 applications from Arab regions, 40 percent of which were from female applicants – a great sign of healthy diversity across the talent pool in the region.

Seera Group is committed to further developing Jadarah as part of the group's investment in human capital in Saudi Arabia and beyond, offering the next generation of industry leaders a fast-track career progression in the burgeoning digital economy.

SAR 1.2 billion

The value of Seera's consumer travel business in 2020

Almosafer Academy, which offers a specialized recruitment program focused on shaping a new generation of Saudi male and female travel adviors, was developed to equip passionate Saudi nationals with the skills and industry knowledge they need to succeed and grow as travel consultants within the company.

48 Saudi recruits from key cities such as Riyadh, Jeddah, and Makkah completed the first cycle of the program and will be placed as travel consultants in Almosafer's retail network across the Kingdom. The program includes trips to top destinations identified by Almosafer as well as dedicated destination training sessions delivered by tourism boards and travel specialists, including Visit Britain, Dubai Tourism, Mauritius Tourism Promotion Authority, Azerbaijan Tourism Board, Bahrain Tourism and Exhibitions Authority, as well as Experience Hub, the trade and promotion arm of Yas Island Abu Dhabi.

2 – Elaa

Seera Group is revolutionizing corporate and government travel management in KSA with elaa by providing state-of-the-art travel technology solutions that are first of their kind in the Kingdom. With the development of smarter, tailored travel management products and seamless value-oriented services focused on the client's bottom line, elaa works closely and smartly with public and private entities, leveraging Seera Group's scale.

Elaa's recently launched app and web platform offers unparalleled functionality to optimize operational efficiencies and provide a seamless enduser experience for business travelers. Replacing the time-consuming process of manual travel bookings, written sign-off, and physical documentation, elaa enables total automation of approvals, travel policy enforcement, and real-time status updates.



Elaa provides decision makers with the right data to reduce business travel costs, and for the first time in Saudi Arabia, government entities can manage their travel bookings electronically and travelers can search, select, and book their preferred flights and hotels using elaa. As the only C&G solution that offers bilingual (Arabic/ English) services in the market across channels including web, mobile app, retail branches, and via a 24/7 call center, elaa provides C&G clients cost optimization, transparency, and an enhanced business travel process.

As part of Seera Group, the leading travel and tourism group in the Middle East, elaa has access to a global network of hotel partners, airlines, transportation, and more travel services. Harnessing the power of Seera's 40 years of travel management experience in KSA, elaa fulfills more than one million trips per year for over 400 government and corporate sector clients.

3 - Discover Saudi

Seera Group's new destination management company, Discover Saudi, seeks to accelerate international inbound tourism as well as domestic tourism. The company is a SAR 500 million investment by Seera Group that supports the Saudi Vision 2030 goal of establishing tourism as one of the Kingdom's key economic growth sectors.

The launch of Discover Saudi is part of Seera Group's SAR one billion investment to drive tourism development in the Kingdom with a distinctive value proposition. The goal is to serve as the go-to company for inbound and domestic tour operators and travel agencies – as well as international and domestic visitors – and provide high-quality, rich, local experiences backed by seamless customer service.

With a focus on developing the Kingdom's tourism ecosystem driven by the \$300 billion capex allocated for tourism development until 2030, Discover Saudi addresses a clear white space in the industry today. In addition to offering curated experiences for international and domestic travelers, the new DMC which operates as a B2B service provider in partnership with travel agents in key source markets, will also cater to Hajj & Umrah pilgrims who are keen to explore Saudi Arabia beyond Makkah and Madinah provide business travelers with a great way to discover and explore the Kingdom's rich cultural, touristic, and entertainment attractions.

Discover Saudi will create a robust infrastructure to support destination tourism services, and work with Saudi travel operators and government agencies to create tourism job opportunities and additional value for the economy. With its network of contacts with hotels and resorts, Discover Saudi will realize its vision of being the 'go-to-DMC for experiencing Saudi Arabia by 2022' by providing tourists with high-quality experiences, offering a comprehensive service portfolio, and showcasing Saudi Arabia to the world whilst building an internationally recognized brand.

4 – Almosafer

A technology-driven, Almosafer is the flagship brand of Seera Group's Consumer Travel Business Unit, catering to the needs of travelers from Saudi Arabia and beyond. Originated in the Kingdom of Saudi Arabia, Almosafer has transformed from an online travel agency for Saudi customers, to a comprehensive travel services provider that offers a seamless user experience for travel bookings across state-of-the-art online platforms, call centers, whatsapp and retail locations.

Almosafer has successfully deployed fully integrated travel booking retail technology at its new interactive stores in key cities across Saudi Arabia, emphasizing its commitment to serve Saudi travelers by delivering a highly personalized and tailored customer journey even before they step into the branch.

Featuring an interactive in-store queuing management system, city guides that provide travel inspiration, digital video walls, screens showcasing the latest travel packages, and a centralized database for customers and their booking history, the retail branches are equipped to optimize operations and seamlessly integrate different stages of each customer's booking.

Almosafer's retail technology allows it to create personalized profiles for each customer using their previous online, offline, or call center travel booking history – even before they visit the retail branches. The human element plays a major factor in the success of Almosafer's retail technology across its branches in Saudi Arabia.

To ensure customers are receiving a more flexible and personalized booking experience, Almosafer is developing and certifying young Saudi nationals through the Almosafer Academy bespoke training & employment program, which the company uses to hire and train the right talent to become part of the brand's integrated customer journey. These experienced travel advisors are well informed about global destinations and can make recommendations based on customers' preferences, making their instore interactive journey more enjoyable.

Seera Group employs more than 4,000 people, representing 47 different nationalities



INGREDIENTS FOR SUCCESS

countries.

CHEREY.

Herfy is a leading brand in fast food and food production and the first fully integrated food services company in Saudi Arabia, with a reputation built on its market-leading restaurants, bakeries, and food processing businesses. It operates more than 385 restaurants in the Kingdom, has franchised restaurants in Kuwait and Bangladesh, and is planning an expansion into more Herfy Food Services Company

www.herfy.com

Year company founded:1981 Number of employees: 5709

Market capitalization: SAR 3.85 billion

The company was founded in 1981 by Ahmed Al-Said, who had just returned from his studies in the United States and was driven by a vision of the future inspired by the fast food craze then sweeping the world. In partnership with Panda United, under its General Manager Hamoud Al-Ibrahim, the first Herfy restaurant was opened in Riyadh later that same year. The first bakery followed a year later as the company sought to gain more control over the quality of its products.

"Its listing on the Saudi Exchange in 2010 has underpinned its expansion and helped it deliver strong returns for shareholders. Additionally, a commitment to quality, highly qualified staff, and the latest technologies has allowed the company to compete with the largest international brands operating in the fast food and food production market both inside and outside the Kingdom. Led by current CEO Ahmed Al-Said, Herfy's ability to compete on the international stage is enabling it to open more stores outside of Saudi Arabia.

As part of its commitment to provide jobs for Saudis, Herfy launched a national recruitment campaign under the slogan "Our success is in our youth." The program offers training and development, financial incentives, and for some, the opportunity to work abroad. The company also seeks to offer employment to those with special needs.

Herfy has supported corporate social responsibility programs for more than 40 years and has been involved in charitable and volunteer activities with a range of organizations that support orphans, people with special needs, cancer patients, kidney diseases, and many more important causes.

Herfy Food Services Company

From its inception, Herfy's vision has been to provide products and meals that meet the highest international standards, and thus play a leading role in the development of the Saudi food industry.

The company was founded in 1981 and the first Herfy restaurant was opened in Riyadh that same year. Looking to have better control over the quality of its products, the company opened its own Bakery in 1982

In 2010, Herfy became a publicly listed company on the Saudi Exchange. This helped drive the company's expansion throughout the Kingdom, where it increased from 172 stores to more than 385 in 2020. This growth occurred alongside the phenomenal performance of Herfy's stock, which has outpaced the stock market and provided rewarding returns to the company's shareholders.





Herfy has also started implementing the Enterprise Resource Planning (ERP) system for the company's Human Resources function. The results of this implementation were reflected in the company's organizational structure across all of its sectors. Moreover, Herfy recently won two of the highest awards for technology implementation: the SAP Quality Award for the EMEA Region (Gold Winner – Cloud Innovation Category) and the GITEX 2019 Award for Best Technology Partner (Retail Category).

Herfy Restaurants

Today, Herfy is a fast-growing network of over 385 hugely popular fast food restaurants across Saudi Arabia. This makes Herfy by far the biggest and fastest-growing fast food chain in the Kingdom, and one of the biggest fast food companies in the Middle East. Herfy's menu, which offers popular top Saudi favorites, is a key element in distinguishing the brand.

Herfy Bakeries, Cakes & Pastry Factory

Since its inception in 1982, Herfy Bakeries has grown from a simple supplier for Herfy restaurants into a major supplier of breads for various retailers and institutions throughout the Kingdom.

Due to increasing demand for Herfy products, Herfy's Cake and Pastry Factory was established in 2011, utilizing the most advanced machinery and practices and producing a variety of high-quality breads, croissants, and pies.

Herfy Meat Processing Plant

The new state-of-the-art Herfy Meat Processing Plant began operating in 2005. It is considered the leading meat processing plant in the Middle East, using the 385

Number of stores in 2020

latest manufacturing technology and producing fully cooked products, which are considered much safer and healthier than semi-cooked products.

Reflecting its commitment to high quality standards, Herfy Meat Products Processing Plant has been certified with ISO 22000: 2005 and SFDA certificate.

Overseas expansion

Herfy's phenomenal success has positioned the company for even more growth beyond the borders of Saudi Arabia. In addition to Herfy's restaurants in Kuwait & Bangladesh, it has plans to open more branches in other countries. In fact, the company has recently signed franchise agreement for Nigeria, and plans are afoot to finalize franchise agreements in other countries such as Uzbekistan, Iraq, and Qatar. With its expertise and long record of success, Herfy is well on its way to challenging the world's biggest fast food brands in its own part of the world and beyond.

As it pursues its vision of becoming one of the region's leading food services brands, Herfy's continuous investment in product development and state-of-the-art technology has made the company a symbol of success, creativity, and innovation when it comes to providing meals and products at the right price – all while providing the best possible quality and customer care.

INVESTING IN THE FUTURE



The National Company for Learning and Education (NCLE) was established in 1958 as the first private school for girls in Riyadh. Since then, it has built and operated recreation clubs and world-class private schools that offer national and international curriculum programs to students from kindergarten to secondary school. It is now a leading company in the public education sector and the first in the sector to be listed on the Saudi Exchange.

National Company for Learning and Education (NCLE)

www.edu.com.sa

Year company founded: 1958 Number of employees: 1,400

Market capitalization: SAR 2.24 billion

The capacity of NCLE campuses is around 29,000 male and female students, a figure that will grow by 3,000 once current construction projects are complete. The company employs more than 1,650 academic and administrative staff, and has been awarded several international certificates, including the King Abdul Aziz Quality Award, the King Khaled Award (Responsible Competitiveness), and Management Certificate the International Quality (ISO 9002).

With the population of people under 19 years old projected to grow, there will be a higher demand for education in the coming years. NCLE aims to meet this demand through continued investment in line with the goals of the Kingdom's Vision 2030 strategy and Ministry of Education KPIs, which aim to increase the number of students enrolled in private schools and colleges from 14.5% to 25%.

This focus on learning has led to increased awareness of the importance of investing in children's education. Its public listing on the Saudi Exchange helps NCLE to achieve transparency, impartiality, and fairness in all of its transactions as the sector draws more attention.

NCLE's plans include further expansion and investment along with the introduction of technology across its schools to support a hands-on approach to learning. The company takes seriously its responsibility for providing outstanding educational products and services as the Kingdom works to build a globally competitive society.

NCLE is led by Chairman Khalid Bin Mohammed Al Khudiar and CEO Mohammed Bin Khalid Al Khudiar.

Chairman message:

The National Company for Learning & Education (NCLE) was founded by Sheikh Mohammad bin Ibrahim Al-Khudair who aspired to contribute to the spread of education across society.

26,000

Number of students who have graduated from NCLE's schools

We are proud that more than 26,000 students have graduated from our schools, many of whom hold leadership positions in various organizations, government bodies, and large companies in the Kingdom of Saudi Arabia.

After more than 63 years of excellence in education, NCLE became the first company in the private education sector to be listed on the Saudi Exchange.

Doing so helped the company expand and strengthen its compliance and governance capabilities.

NCLE will continue to provide best-in-class education and grow its operations to achieve the returns its shareholders expect.



NCLE campuses have over 14,500 male and female students



NCLE overview and historic time line:

NCLE was established in 1958 as the 1st girls' private school in Riyadh. Since its founding, the company has provided excellent educational services. As a result, it has become one of the most distinguished brands in this sector and holds a leadership position among its competitors. The company's schools are classified first (A) according to the classification of the Ministry of Education and provide educational services for all levels of education (KG to Grade 12).

Operations overview:

NCLE provides educational services on six campuses under its original brand "Al-Trbyh Namothajiah Schools" in Riyadh and Qassim, in addition to the newly acquired schools "Al-Ghad Schools" and "Al-Khawarzmi Schools." NCLE is continuing to grow by building new campus in Dhahran along with two other projects that are still in the planning stage.



Operational campuses

TNS - Al Rayyan Campus:

- Opened in 1980 in Al Rayyan District, Riyadh.
- It is constructed on a land area of 59,927 m² owned by NCLE.

TNS – Al Rawabi Campus:

• Opened in 2009 in Rawabi District, Riyadh after rebranding.

Al-Hadhara schools:

- It was acquired in 2006.
- It is constructed on a land area of 35,785 m² owned by NCLE.

TNS - Al Nuzha Campus:

- Opened in 2013 in Al Nuzha District, Riyadh.
- It is constructed on a land area of 29,250 m² owned by NCLE.

TNS - Qurtuba Campus:

- Opened in 2017 in Qurtuba District, Riyadh.
- It is constructed on a land area of 5,416 m² owned by NCLE.

TNS - Qassim Campus:

- Opened in 2019 in Buraydah City, Qassim.
- It is constructed on a land area of 12,661 m² owned by NCLE.

TNS – Qairwan Campus:

- Opened in 2020 in Qairwan District, Riyadh.
- It is constructed on a land area of 30,000 m² owned by NCLE.

Al Ghad Schools:

• Located in King Abdullah District, Riyadh. SPA was signed in Nov 2019 and transaction is pending regulatory approvals.

Khwarizmi Schools:

 Located in Al-Nada District, Riyadh. SPA was signed in Nov 2019 and transaction is pending regulatory approvals.

Projects under construction

TNS - Tilal Al Doha (Dhahran) Campus:

- The project located in Tilal Al Doha District, Dhahran.
- It is constructed on a land area of 9,875 m² owned by NCLE.
- The campus is planned be in operation in September 2021.

Projects in study phase

TNS - Al Qassir 1 (Khobar) Campus:

- The project located in Al Bahar District, King Faisal Street, Khobar.
- It is constructed on a land area of 14,892.07 m² owned by NCLE. The campus is under preplanning and will be in operation in September 2022.

TNS – Al Qassir 2 (Khobar) Campus:

- The project located in Al Bahar District, King Faisal Street, Khobar.
- It is constructed on a land area of 11,802.23 m² owned by NCLE. The campus is under preplanning and will be in operation in September 2022.

NCLE facts

- 63 Years of excellent education
- K-12 national & international curriculum
- More than 13,000 enrolled students
- 3rd ranking in market share in riyadh
- 11 campuses: 8 in operation and 3 under construction
- Around 29,000 student capacity with 3,000 additional capacity
- 1,650 employees working for ncle including faculty members
- 1st according to the Ministry of Education ranking NCLE has achieved continuous profits during its march, which provide the company with the required financial resources, liquidity, and flexibility sufficient for the expansion and development processes through heavily relying on self-financing. These profits also enabled NCLE to achieve its vision and future goals in line with the vision of Saudi Arabia 2030.



EXPANDING STATIONERY BUSINESS



Founded in 1994, Abdullah Saad Mohammed Abo Moati for Bookstores Co. is one of the leading stationery companies in Saudi Arabia. As the owner of several leading brands in this sector – including Prima, Donia, and iLahui – it sells a huge range of products including school and office stationery products, education, culture, and reference books, ink, educational tools, packaging, gifts, and computer supplies. It sells these items on both a wholesale and retail basis.

Abdullah Saad Mohammed Abo Moati for Bookstores Co.

www.abomoati.com

Year company founded: 1994 Number of employees: 219

Market capitalization: SAR 1.07 billion

The company merged with Muhammed Rashed Alduwish Company (a longstanding name in the stationery business) and became a closed joint stock company in 2008. In 2012, it acquired Almauja Trading Est, which specialized in distributing HP and Cannon office supplies. 5 years later, Abo Moati listed on the Saudi Exchange, reflecting its growing strength and ambition.

Led by CEO Mohamaad Abdullah AboMoati and Chief Financial Officer Kamel Mohamaad Abu Rajab, the company's listing is a key part of its strategy to finance expansion, enhance its name in the marketplace, and increase marketing and sales. It is also diversifying its investments to reduce risk, focusing on retail and franchising, and targeting new markets including all major regions of Saudi Arabia.

A key part of the company's strategy is developing its enterprise resource planning system, which helps ensure a high level of control by linking departments, subsidiaries, and branches. This system also provides high-quality information to aid decision-making. It is part of ongoing improvements to internal systems that promise to increase efficiency and effectiveness.

Our vision

Abo Moati aims to make its products the preferred choice for consumers by leading the targeted markets and offering premium quality products.

Our mission

Providing high value and high quality school stationery, office supplies, ink, and accessories that meet its consumers' needs.

Our strategy

The company aims to maintain its annual revenue growth driven by its core investments, enabled by a set of long-term strategic goals, which are:

- Finance the company's expansions, enhance the company's name in the market, and increase marketing and selling.
- Diversify investments to reduce risks.
- Focus on retailing and franchising.
- Expand into new markets and cover all major regions of KSA by opening new branches.
- Upgrade and develop the ERP system that links various departments, subsidiaries, and branches to secure a higher level of control, increase efficiency and effectiveness, and provide information that

Abo Moati's brands include Prime, Donia, and iLahui



A PATTERN OF SUCCESS



Al Abdullatif Industrial Investment Company (AIIC) is ranked among the top 10 carpet manufacturers in the world and is one of the Forbes Middle East 'Top 100 Companies in the KSA'. Al Abdullatif Industrial Investment Company

www.carpets.com

Year company founded: 1981 Number of employees: 2824

Market capitalization: SAR 1.24 billion

Founded in 1958 as a sole proprietary establishment by Sheikh Omar Suleiman Saleh Al Abdullatif, the company has evolved to incorporate modern techniques and creative approaches to carpet manufacturing. It has embraced advancements in the field in order to acquire better technologies at costcompetitive prices and improve productivity.

With state-of-the-art production headquarters in Riyadh, AIIC – which also incorporates nine specialized subsidiaries – sells to manufacturers and retailers all over the world. In 2007, AIIC completed a major restructuring and modernization project to become publicly listed on the Saudi Exchange, with registered capital of SAR 650 million that subsequently grew to SAR 812.50 million through capitalization of profits. The listing has ensured transparency, strong corporate governance, and public scrutiny which have, in turn, encouraged the company to be more competitive in order to match the aspirations of its stakeholders.

The carpet industry is facing challenges from other forms of flooring such as tiles, marble, and wood. The sector is therefore seeing lower growth for wall-to-wall carpets, but the level of demand for rugs remains promising. As a result, AIIC has enhanced the capacity and capabilities of its rugs product line.

The company is committed to adhering to the best systems and practices in order to achieve continual growth and efficiency while generating strong returns for shareholders. It places great emphasis on corporate social responsibility, and to that end

300

The number of female employees by the company

aims to ensure minimal environmental impact via continuous training programs for around 3,000 employees.

Al Abdullatif Industrial Investment Company (AIIC), formerly known as "Saudi Carpet Factory," was established in 1981. It is a fully integrated carpet manufacturing company operating with nine subsidiaries specializing in Spinning, Tufted & Woven Carpets, BCF Yarns, Carpet Backing Master Batches and Colors, Paper Tubes, and Blanket Manufacturing.

In 2007, the company renamed itself as Al Abdullatif Industrial Investment Company and completed its large-scale restructuring and modernization project to become a listed company on the Saudi Exchange. AllC has issued and paid capital of SAR 812.50 million.

AIIC is one of the top 10 carpet manufacturers in the world





AIIC's primary goal is to supply quality carpets at affordable prices through vertical integration, excellent infrastructure, best-in-class technology, uncompromising quality standards, and consistent product innovation.

Over the years, the company has evolved to become a diversified manufacturer of quality carpets, rugs, and non-woven's that it sells directly to manufacturers, exporters, importers, and retailers.

Being a progressive enterprise, AIIC adheres to the best systems and practices to achieve continual growth and efficiency in our business in order to boost the confidence and interest of our shareholders.

AIIC has formed a training institute where local talent is equipped to meet the country's objectives

of creating "self-reliance and skill development." Locally trained talent is central to the success of the company. AllC also has over 300 female employees working for it.

As a corporate entity, AIIC considers environmental sustainability as a responsibility it has to society. It has established state-of-the-art recycling systems in order to ensure waste minimization, waste re-usage, and a lower the burden on environment. In addition, the effluent treatment plants in its facility to ensure optimal use of water resources and minimal discharge to the ecosystem.

AllC diversified its portfolios by investing in the business of power cables (medium and low voltage) and a sugar refinery in order to bring value to shareholders.

The company's diversified presence in the international market gives it access to over 34 countries, meaning SIIC can proudly say that it is a Saudi company with international reach.

To meet the objectives of Vision 2030, the elements of SIIC's core vision are continuous growth, new products, developing local talent through training, and presenting world-class products to the market. SIIC is guided by the maxim that "Together we will grow and together we will achieve for our nation.

FIT FOR GROWTH



Developing a thriving, healthy society is at the heart of Saudi Arabia's Vision 2030 plan, and LEEJAM Sports Company is at the forefront of this effort. It owns and operates Fitness Time, the largest network of sports centers across Saudi Arabia and the United Arab Emirates. The company is set to expand further.

LEEJAM Sports Company

www.leejam.com.sa

Year company founded: 2005 Number of employees: 2,600

Market capitalization: SAR 4.04 billion

LEEJAM's extensive network of gyms provides the Kingdom's residents with an abundance of opportunities to work out whenever they want and to develop healthier lifestyles. Its philosophy, 'exercise for health,' reflects its ethos and values and is reflected in the atmosphere of each center, the interior design, and the cutting-edge technology they are equipped with.

Saudi Arabia's fitness industry is expected to grow over the next few years, with locals and visitors alike wanting the best equipment and spaces in which to exercise. As part of its strategy to meet this demand, the company is innovating, particularly in the digital sphere.

LEEJAM's IPO was highly successful, and its listing on the Saudi Exchange has demonstrated to the market the seriousness of its ambitions and enhanced its reputation for quality and strong corporate governance. It is here to stay and to continue promoting a healthy lifestyle among Saudis and Emiratis.

LEEJAM Sports Company is in pursuit of providing the best sports services for the community, the centers are equipped with the latest sports technology and meet the highest global standards. The brands footprint will soon extend throughout the Middle East and North Africa.

LEEJAM Sports Company currently employs more than 2600 people. The company's management are pioneers in the industry, each having over 20 years of experience in sports, health, and fitness. Therefore, the company is driven by superior leadership and provides a wide variety of innovative products and services to the community in the fields of sports and physical fitness.

LEEJAM Sports Company kick started its journey within the health and fitness industry with the establishment of the first Fitness Time club in Tabuk, Saudi Arabia in 2005. Initially starting as a closed joint stock company with a capital of SAR 10 million, the company was able rapidly expand, ultimately leading to its successful listing on the Saudi Exchange in 2018; becoming the first fitness chain to list in the region. Leejam is a proud Saudi brand, headquartered in Riyadh.

As of January 2020, LEEJAM has a portfolio of more than 135 club branches across the Kingdom and the United Arab Emirates, serving more than a quarter of a million subscribers, operating under the umbrella of its flagship brand, Fitness Time.

LEEJAM operates the biggest sports center network in Saudi Arabia







Fitness Time provides health, fitness, and wellness to cater to all age groups from six years upwards, covering both men and women.

One of the pillars that sets Fitness Time apart, is the successful model that caters for a wide variety of client needs, including traditional gym exercise, cardiovascular equipment, free weight training, state-of-the-art swimming pools with spa pools, saunas and steam rooms, sports courts for basketball, football etc., and group classes for high octane and relaxation and the latest trends in high intensity interval training, and boxing etc.

This is further enhanced through the different club categories that sit under the umbrella of the brand including:

Fitness Time – sports centers for all categories designed for customers who are interested in a comprehensive high quality fitness experience.

Fitness Time Pro – value-class sports center that is designed for professional athletes above the age of 18.

Fitness Time Ladies – clubs that cater for women by providing them with industry leading and specially designed sports equipment.

Fitness Time Plus – with an environment tailored for the high-end consumer that is seeking privacy and an outstanding fitness atmosphere where fitness meets luxury.

2,600

The number of staff employed at LEEJAM

Irrespective of the category, all the clubs fall within our big box and replicable model, featuring a unified theme and spirit, across spaces typically around 3,500 sqm.

Alongside its beautiful design, these advanced clubs are equipped with the latest health and fitness technologies and are maintained in accordance with the highest global standards of operations, hygiene, and safety. Another pillar for the success of this brand is the tailored classes that it develops.

Fitness Time is synonymous with high impact fitness programs such as:

Extreme Fitness – a functional circuit training class that is tailored for fitness enthusiasts trying to lose weight, build strength, agility, and flexibility, or aiming to improve their aerobic fitness.

Extreme Boxing – a kickboxing – themed fitness program that consists of a proprietary system of 12 challenging workout stations developed to teach the basics of boxing in a way that will burn a high number of calories and build stamina.

Indoor Cycling – stationary cycling sessions that allow members to train like real cyclists inside. The emphasis is on endurance, strength, intervals, high intensity and recovery, using special state-of-the-art exercise bicycles.

Pilates – a one-hour workout that targets the full body to improve physical strength, flexibility, posture, and enhances mental awareness using one's body weight.

and Turbo HIIT – a one-hour full-body workout, that is focused on endurance, strength, and power. Intensity is based on every individual's heart rate zones, making the workout effective for all fitness levels. The workout is performed in a special room with special equipment featuring MyZone fitness trackers.

The effectiveness of these classes is only made possible through its most important pillar, its people. Leejam understands the importance of great trainers and the role they play in shaping the health and fitness of its members. The sports company employs a network of over 2,000 highly skilled, dedicated, and certified fitness professionals. All trainers have deep-rooted experience, each one in their own field of expertise. Among the accreditations held are ones in fitness, body building, swimming, and football; in conjunction with health certifications for first aid and cardiopulmonary resuscitation (CPR). Leejam constantly invests in its fitness team members, developing their experience and ensuring they keep up with the ongoing developments in the field, through various trainings and certifications, with global leaders such as Les Mills.

To understand Leejam and its success, one can simply go back to the origin of the name itself.

LEEJAM – in Arabic is a horse's bridle.

A bridle allows the rider to control the horse's head, deciding the speed, pace, and direction of the horse.

A fitness brand that stands out as a trendsetter, spearheading an industry, setting the speed, pace, and direction through innovation.

With a board of directors controlling the bridle, including pioneers in the industry, a CEO with over 30 years of experience in the field, a human centric set of values that puts the wellbeing of the members and our staff at the forefront, and a constant thrive for excellence, growth, and innovation, the best is yet to come.

Fitness Time Xpress

The company launched a new low-cost and 24-hour gym chain under the new brand "Fitness Time Xpress". Fitness Time Xpress centers will operate 24 hours with low-cost operating model and without swimming pools. It will also be digitally enabled and with highly flexible subscriptions that start with a minimum commitment of one month at a reasonable price to make clubs and gyms more accessible and support the achievement of the Saudi's vision 2030 targets.

The center will have high-spec sports equipment from Technogym, the world leading brand in fitness and wellness products, services and digital technologies and official supplier to the last 7 Olympic games as well as the latest designs for its halls.



IMPROVING THE HOME AND THE KINGDOM



Founded in 1984 and considered the largest provider of home improvement products in Saudi Arabia, Saudi Company for Hardware (SACO) operates 35 stores in 19 cities. They include five superstores, each occupying between 2,350 and 24,500 square meters and offering more than 45,000 different products.

Saudi Company for Hardware

www.saco-ksa.com

Year company founded: 1984 Number of employees: 2000

Market capitalization: SAR 2.09 billion



In 2015, SACO became a publicly listed company, which has played an important role in cementing trust in the brand by offering customers transparency about its goals and achievements. To make its large operation even more efficient, it recently acquired the logistics service provider Medscan Terminal.

SACO is also committed to keeping pace with advances in technology. Its innovation and investment in e-commerce technologies enable it to cater to changing customer demands and put it on a strong footing to face the ongoing retail challenge of customers moving online.

The company's strategy reflects its commitment to Vision 2030. By striving to unlock the talent of young Saudi men and women, SACO is feeding the Quality of Life Program, which includes job creation among its objectives. The company is working hard to provide opportunities for its 2000 employees – made up of male and female talent – and is encouraging their development through an advanced training center that offers a variety of educational programs.

Its efforts in water and power conservation also complement the National Transformation Program, whose objectives include providing sustainable access to water resources and reducing pollution.

Saudi Company for Hardware operates 35 stores in 19 cities in the KSA







2,000

Employees at the company

SACO is led by Mr. Haytham Alhamidi along with the executive management team and board of directors.

Founded in 1985, SACO is a native Saudi company that offers unique, competitive, and finely tailored solutions and products geared towards their customers' most important asset: their home. SACO caters to the needs of homeowners, offering an impressive offering of product and service solutions, with an unblinking focus on practicality and a

meticulous attention to detail that compels many satisfied customers to return time after time.

The company employs over 2,000 professionals in 35 retail locations, spread across 19 different cities in KSA. With over 45,000 products imported from quality manufacturers around the globe, as well as a premium array of services, from home improvement to installation-on-delivery, SACO is a pioneering force in the Saudi retail market.

Today, the company's e-commerce operations are up-to-par with its rock-solid offline foundations, as SACO continuously reinvents its structure and know-how in order to continuously thrive, grow, and innovate within a rapidly evolving social, cultural, and economic ecosystem.

GROWING CONSUMER ELECTRONICS SALES



eXtra is the premier consumer electronics and appliances retailer in the region. The company is led by Managing Director and CEO Mohamed Galal Fahmy, a recognized leader in the retail space with over three decades of industry experience. Having opened its first store in Riyadh in 2002, eXtra now operates more than 140,000 square meters of retail space with exposure to key geographies in Saudi Arabia, Bahrain, and Oman.

United Electronics Company (eXtra)

www.extra.com

Year company founded: 2002 Number of employees: 3,000

Market capitalization: SAR 5.19 billion

Its operations cover 27 cities and a leading e-commerce platform, "extra.com." By the end of 2020, the company enjoyed a 21.4 percent market share in the Saudi consumer electronics market, up from 19.2 percent a year earlier.

eXtra served more than 14.8 million customers in 2020, selling over eight million high-quality products. It offers a full suite of after-sales services with an emphasis on quality and speed that ensures a smooth, one-stop-shop consumer experience. Moreover, it provides a wide range of consumer finance solutions, and in 2019, established Tas'heel Finance, a sharia-compliant consumer finance firm. It's worth noting that TAS`HEEL portfolio stood at SAR 724 million by the end of 2020.

eXtra enjoyed a milestone year in 2020 desipite unprecedented challenges in the operational environment, the company profitably delivered on its growth strategy while continuing to construct a platform for sustainable growth over the long term. These successes were reflected in an annual increase in revenues from 16% to reach SAR 5.9 billion during 2020, and a net profit of SAR 280 million in 2020, which is an increase of 36.2% over 2019.

eXtra's staff are the foundation that supports its dominant position in the market, and it strives to build a diverse and accommodating work environment.

The company is also committed to the requirements of corporate social responsibility and fulfils these through its participation in the "IRTIQA'" program, which recycles computers for delivery to second-hand beneficiaries, and through its recycling efforts.

14.8 million

Customers served in 2019

Company business outline

eXtra is the GCC's premier consumer electronics and appliances retailer, providing customers with quality and choice across a wide and growing geographic footprint. Since opening its first store in Riyadh in 2003, eXtra has grown into the Gulf Region's premier big box electronics retailer. Today, eXtra is the largest integrated retailer in the consumer electronics segment, operating more than 140,000 sq. meters of retail space with exposure to key geographies in Saudi Arabia (KSA), Bahrain, and Oman. eXtra has differentiated itself from its competitors in the consumer electronics market in numerous ways:

eXtra has 50 stores across 24 cities in Saudi Arabia along with Manama in Bahrain and Muscat and Suhar in Oman







It's available in 27 cities in the region, offers the widest range and deepest assortment of CE products, operates a 24/7 service through its online platform, has a wide portfolio of value added/warranty services, and provides finance to its customers through its consumer finance arm "TAS'HEEL."

Key facts about the company

- 18 years of operation
- 50 stores in 27 Cities (24 cities in Saudi Arabia, Manama, Muscat, and Suhar)
- +6,500 stock keeping units (SKUs)
- 3 countries including KSA, Bahrain, and Oman
- 14.8 million shoppers in 2020
- +3,000 highly trained and dedicated employees
- SAR 5.9 billion in revenues for 2020, up 36.2 percent year-on-year

 SAR 280.1 million in net profit for 2020, up 27.9% year-on-year

Achievements in 2020:

- The company achieved its highest sales, reaching SAR 5.9 billion
- The company achieved its highest net profit, reaching SAR 280.1 million for the year
- E-commerce sales inched up to exceed SR one billion in 2020, double of 2019 e-commerce sales to register 23.5 percent of total company's revenue vs. 12 percent in 2019.
- TAS`HEEl launched the first of its kind digital platform to provide a complete Sharia-compliant digital consumer finance services, which the customer

can obtain a finance in a complete digital experience without leaving his home.

 United Company for Financial Services successfully gained profits within 12 months from starting its operations in the kingdom in 2020.

Key company leaders

1- Mohamed Galal Fahmy: Managing Director & CEO

2- Ali Mansour: CEO - Retail Sector

3- Ian Kent: COO - Retail

4- Muzaffer Hamid: CEO - Consumer Finance

5- Wael Mohamed Khalil: CFO

A Public company since 2011

Since eXtra became a public company at the end of 2011, it has evolved its corporate governance and compliance, and applied best-in-class models for corporate governance. An efficient corporate governance framework promotes effective decision-making and monitoring of a company's operations to safeguard shareholders' interests and create long-term sustainable value. The framework defines the duties and responsibilities of the various stakeholders, including the board of directors and its committees, management, shareholders, and other related parties. Decision-making procedures and regulations are also specified by the corporate governance framework.

Company & innovation

One of the main objectives for eXtra in the future is digitalization. As a consumer electronics retailer, eXtra is introducing new technology to customers, while also offering a seamless customer experience. Our physical presence must be supported by a strong e-commerce platform. Its advanced e-commerce platform is enabling eXtra to lead the concept of the Omni channel in the Kingdom. Even for our consumer finance arm "TAS`HEEL," the company is using FinTech tools to engage with SIMAH, the General Organization for Social Insurance, and other stakeholders – enabling the Company to automate the assessment of customers' credit scores using a decision engine.

Company & Vision 2030

The company is helping achieve Vision 2030 by providing opportunities to the future of Saudi Arabia's workforce. eXtra is considered one of the largest recruiters in the Kingdom and has many initiatives to empower people to become future leaders. It's worth noting that the company launched the "Future Leaders Program," which provides career guidance while enabling and preparing young people

to become decision makers and leaders. On top of that, the company is also proud to be contributing to empowering women in the workplace, with women making up 13 percent of its total workforce.

CSR

In 2020, when in-class education was suspended across the Kingdom as part of the efforts to stop the spread of COVID-19 and safeguard the health and wellbeing of citizens and residents. eXtra partnered with ERTIQA to provide underprivileged schoolchildren with over 3,000 laptops during the year to guarantee their participation in remote education and minimize the disruption of their development.

Meanwhile, eXtra supported government entities and the Ministry of Health in confronting the spread of the COVID-19 pandemic. Its efforts in this respect included the donation of a fully equipped and functional mobile field hospital with 100 beds.

Through these initiatives, eXtra aims to be a role model showing good commitment to the health and wellbeing of all the company's stakeholders. Furthermore, these efforts included a great work to uplift the spirit of giving and togetherness, and most notably the donation of an artistic mural of the Kingdom's founder at the Bairaq roundabout in Al Khobar.

Human Resources

eXtra continues to base its human resources strategy on a tried-and-tested four-pronged strategy. The company is primarily focused on integrating HR practices in a manner that optimally supports business objectives, developing and advancing the employee experience through a variety of channels, effectively investing in talent development and the acquisition of new capabilities, and continuously introducing best-in-class HR practices. The Saudization level within the operation exceeded 72 percent by the end of 2020 and 52 percent for the overall company. eXtra's total headcount exceeded 3,000 employees in 2020.



CONSUMER DISCRETIONARY SECTOR

Consumer Durables & Apparel

Al Abdullatif Industrial Investment Co.

www.carpets.com

Sector: Consumer Discretionary (Consumer Durables

and Apparel) Region: Riyadh Contact info: Saad Alqarni

+966 500799922 / +966 11 265 8888-666

saad@carpets.com

Naseej International Trading Co.

www.al-sorayai.com/en

Sector: Consumer Discretionary (Consumer Durables

and Apparel) Region: Jeddah Contact info: Omar Taha

+966 502293934 / +966 544753841 / +966 11 622

2608

otaha@al-sorayai.com

Fitaihi Holding Group

www.fitaihi.com.sa

Sector: Consumer Discretionary (Consumer Durables

and Apparel)
Region: Jeddah
Contact info:
Reda Toubar

+966 554975570 / +966 12 260 4200

Reda.Toubar@fitaihi.com.sa

Lazurde Company for Jewelry

www.lazurde.com

Sector: Consumer Discretionary (Consumer Durables

and Apparel) Region: Riyadh Contact info:

Osama Ibrahim Ahmed Sultan

+966 504930040 / +966 11 265 1119 Ext. 304

osama.soltan@lazurde.com

Saudi Industrial Development Co.

www.sidc.com.sa

Sector: Consumer Discretionary (Consumer Durables

and Apparel)
Region: Jeddah
Contact info:
Tarig BaMohammed

+966 504660400 / +966 12 610 2222

tareq@sidc.com.sa

Thob Al Aseel Co.

www.alaseel.com

Sector: Consumer Discretionary (Consumer Durables

and Apparel) Region: Riyadh Contact info: Ahmed Alomar

+966 509733999 / +966 11 465 2000

aalomar@alaseel.com

Consumer Services

Development Works Food Co.

www.dwf.com.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Dammam Contact info: Awad Abdulmajed +966 554875792 awad@dwf.com.sa

Abdulmohsen Alhokair Group for Tourism and Development

www.alhokair.com

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info:

Mohammed Mousa

+966 11 413 4444 ext. 273 / +966 500865909

m.mousa@alhokair.com

Alkhaleej Training and Education Co.

www.alkhaleej.com.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info: Mohammed Sadiqi

+966 504116202 / +966 11 462 3260 Ext. 156

fasiddique@alkhaleej.com.sa

Ataa Educational Co.

www.ataa.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info: Adel Daswqi

+966 11 450 3752 / +966 504220623

adelnader@ataa.sa

Dur Hospitality Co.

www.dur.sa/en

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info: Saeed Bukhari +966 11 481 6666

IR@dur.sa

Herfy Food Services Co.

www.herfy.com

Sector: Sector: Consumer Discretionary (Consumer

Services)
Region: Riyadh
Contact info:
Saleh Alfathel

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saleh@herfy.com

LEEJAM Sports Company

www.leejam.com.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info: Saud Alraqaas

+966 550656286 / +966 11 210 1015 Ext 212

sraggas@leejam.com.sa

National Company for Learning and Education (NCLE)

www.edu.com.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info: Abdullah Alshariq +966 11 492 6606

investor.relations@edu.com.sa

Raydan Food Co.

www.raydan.com.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Jeddah Contact info: Fahad Alsulami

+966 558999998 / +966 11 678 1177 Ext. 110

fahad@raydan.com.sa

Seera Group Holdings

www.seera.sa/en

Sector: Consumer Discretionary (Consumer Services)

Region: Riyadh Contact info: Talal Alhathal

+966 505432999 / +966 11 290 9299 talal.alhathal@altayyargroup.com

Tourism Enterprise Co.

www.shamstourism.sa

Sector: Consumer Discretionary (Consumer Services)

Region: Dammam Contact info:

Mohammed Alshatiwi

+966 566666018 / +966 13 896 6633 Ext. 210

malshtiwy@shamstourism.sa

Retailing

Abdullah Saad Mohammed Abo Moati for Bookstores Co.

www.abomoati.com

Sector: Consumer Discretionary (Retailing)

Region: Riyadh Contact info: Ali Alharbi

+966 554177977 / +966 11 401 0113 - 300

s.alharbi@abomoati.com

Al Hassan Ghazi Ibrahim Shaker Co.

www.shaker.com.sa

Sector: Consumer Discretionary (Retailing)

Region: Riyadh Contact info:

Khaled Bakhsh / Hossam Badraldeen

+966 504689886 / +966 11 263 8900 Ext. 11450 /

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k.bakhsh@shaker.com.sa Hossam_Akkad@Shaker.com.sa

Baazeem Trading Co.

www.baazeem.com

Sector: Consumer Discretionary (Retailing)

Region: Riyadh Contact info: Mohammed Salem +966 509956637 masalem@baazeem.com

Fawaz Abdulaziz Alhokair Co.

www.fawazalhokairfashion.com

Sector: Consumer Discretionary (Retailing)

Region: Riyadh Contact info: Haroon Al Motairi

+966 50 635 8088 / +966 11 435 0000 Ext. 333

haroon@fahretail.com

Jarir Marketing Co.

www.Jarir.com

Sector: Consumer Discretionary (Retailing)

Region: Olaya Contact info: Sulaiman Al-Hamad

+966 555554181 / +966 11 462 600 Ext. 1442

alhamad@jarirbookstore.com

Saudi Automotive Services Co.

www.sasco.com.sa

Sector: Consumer Discretionary (Retailing)

Region: Riyadh Contact info: Hind Albsaam

+966 555463171 / +966 11 206 8855 Ext. 1518

albassamh@sasco.com.sa

Saudi Company for Hardware (SACO)

www.saco-ksa.com

Sector: Consumer Discretionary (Retailing)

Region: Riyadh Contact info: Mustafa Alhimssi

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investors@saco-ksa.com mustafah@saco-ksa.com

United Electronics Co. (eXtra)

www.investors.extrastores.com

Sector: Consumer Discretionary (Retailing)

Region: Al Khobar Contact info:

Mohammed Abdulhamid

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FOOD FOR THOUGHT

المَراْعَي Almarai

Founded in 1977, Almarai has grown exponentially to become the largest vertically integrated dairy company in the world, and the largest producer and distributor of food and beverages in the Middle East. After more than 40 years of sustainable growth, Almarai continues to cement its leading position by providing nutritious and healthy products to consumers under the slogan of 'quality you can trust'.

Almarai Company

www.almarai.com/en/ Year company founded: 1977 Number of employees: 41,000 Market capitalization: SAR 54.9 billion



Abdullah Albader Chief Executive officer, Almarai

Journey of growth

Abdullah Albader, Almarai's Chief Executive Officer, said that the company has diversified its product portfolio to include juices, pastries, and poultry under the major brand names Almarai, L'usine, 7DAYS and ALYOUM. Meanwhile, Almarai operates successful joint ventures with Chipita and PepsiCo. "Almarai has expanded its operations into new products and geographies. Consequently, it was able in a relatively short period to gain leadership in many sectors," he added.

"Currently, Almarai provides more than 600 products and reaches more than 42 million consumers on daily basis within the GCC countries in addition to Egypt and Jordan," Mr. Al Albader said. "Due to the slowdown in the market since 2016, the company has focused on improving the existing asset base to benefit from the integration model on which Almarai has built."

Almarai stands for quality you can trust



Regarding the company operating model, the CEO of Almarai said, "We are in the process of defining the Almarai operating model for the future which will be more aligned with new consumers and market realities." He added, "Currently, focus on costs and efficiencies, both operational and financial, are driving our action. Growth opportunities are constantly studied."

"Almarai's vision is to continue to be the leading Food and Beverage company of choice for the Middle East, and excel in corporate governance, local employment, operating standards, sustainability, and food security agenda," Mr. Albader explained. "Almarai has become the leader in nearly every single segment it has chosen to operate in, either through organic growth or acquisitions."

Innovation and business development

"Consumers are our underlying growth and success factor," CEO of Almarai said. "Therefore, the needs and wants of the consumer will remain the main growth driver for Almarai."

"Business development can only be achieved if innovative and quality products are constantly provided to the consumers at the right time, the right place and at an affordable price," Mr. Albader added. "For these objectives to be met, innovation should constantly response to the changing needs of consumer which requires the ability to manage, interpret and optimize big data related to market and consumer trends."

"Adapting go-to-market strategies based on the e-commerce solutions became essential to ensure that the new ways of service are properly and efficiently met," he remarked.

"Our innovation pipeline always has around 50-70 innovation ideas on average, as we are adopting the latest technologies to support innovation and cement its leading position," Mr. Albader explained. "Almarai has been ranked among the world's 2017 most innovative companies by Forbes," he proudly mentioned.

Food industry prospects

"The next big thing in our industry will be the contribution of AI in all its aspect from farm to factory operations with automation solutions and from warehousing to stock management," Almarai's CEO predicted. "I believe the opportunities to revamp our industry structure and approach are endless."

"By keeping pace with the seismic technological changes in the food industry including automation and manufacturing next generation, Almarai will ensure to not just maintain cost leadership but continue to offer healthy and nutritious choices to the company's consumers in the coming years," he added.

Referring to the impact of technology the factory operations have seen recently Mr. Albader said, "5 years ago, a packing line used to have +100 employees, while 3 robots and 5 operators are now doing nearly double the role with much more ease. Similar examples are available in CPP3, our most advanced dairy plant, where technology changes are changing the way we receive, process, and pack our food products."

"The next age of automation, Manufacturing 4.0 is full of these opportunities and we believe the future, in the true sense of the word, is exciting," he added.

Sustainability

"We are the first food company in KSA to publish a sustainability report in 2018, it listed our achievements for all ESG targets," Almarai's CEO said, speaking of sustainability. "Our first solar started operations in Q3 last year in Al-Kharj as a first step of many more to come".

"We believe our businesses are now more resilient & sustainable and every future step on this journey, it further re-confirms our commitment and contribution to this higher cause," he added.

Almarai is ranked as the No.1 FMCG brand in the Middle East and North Africa region

42 million

Consumers reached on a daily basis

Mr. Albader affirmed the importance of balancing the needs and expectations of stakeholders to delivering on company's commitments and maximizing shared value creation. "Almarai engages in regular dialogue with its consumers and investors through various communication channels to ensure they consider and respond to their needs and expectations," he added.

Almarai regularly opens some of its manufacturing facilities to the public. Tours of the company's facilities offer an important opportunity to engage directly with the consumers and educate them about the company and its production processes. Almarai invites schools, families and interested individuals to visit the factories, and even offers free bus services, as well as lunch to the guests.

About the Kingdom's vison and Almarai's contribution in realization of the vision, Mr. Al Bader said, "Almarai realizes its role as a market leader in sustaining food security in the Kingdom therefore, the company provides tools to play an effective role in the vision's realization by providing food and beverage products, participating in the development of the non-oil economic sector through its own investments in KSA and abroad."

Human element

With regard to the human element, Mr. Albader affirmed Almarai's commitment to enhancing the quality of the workforce while directly contributing to the Kingdom's socio-economic development."

Almarai launched variant initiatives for Saudi nationals, including the Dairy & Food Polytechnic (DFP), Almarai Graduate Professional Training Program, and the Almarai Future Leaders Program received increasing investment and support.

"These schemes are at the heart of the company's effort to build a workforce of the future, to develop and retain high-flying talents, and to create opportunities for professional Saudi nationals," CEO of Almarai said.

"Almarai continued to focus on succession planning and leadership development as a core component of the company's five-year strategic plan," Mr. Albader explained. "As part of Horizon Project, which has been in place since 2016, Almarai focuses on internal talent selection and development to build a pool of successors who may be able to take over from today's senior leaders."

Priding Almarai's team, Mr. Albader said, "Due to the unique career opportunities Almarai offers, the company managed to form a team that has the quality, diversity, and resilience despite its large size and geographical reach, Almarai has remained a family for all of its employees." He added, "With dedication, the level of sophistication and advancement of Almarai processes and systems are such that they constitute a fabulous training ground."

Concluding his speech, Mr. Albader affirms that Almarai's relentless endeavor to provide the best every day is rewarded annually by leading many of opinion research and customer satisfaction ratings.

"Almarai received GIFA's award for the best global sukuk program, Global Capital's second best sukuk issuance in the Middle East, MEIRA award for Leading Corporate for Investor Relations and MEIRA Best Investor Relations Award and best annual report," Mr. Albader said. "Almarai was also listed by Forbes magazine among 2019 world's top regarded companies and ranked by YouGov among top food companies with respect to brand health".

TAKING PRIDE IN OUR BRAND'S HOUSEHOLD LEGACY



Established in 1976, Saudia Dairy & Foodstuff Company (SADAFCO) is one of Saudi Arabia's leading food manufacturers, sellers, and distributors with operations across the Middle East. For more than 40 years, SADAFCO has developed, produced, and marketed a portfolio of quality products while nurturing consumer loyalty across generations.

Saudia Dairy & Foodstuff Company (SADAFCO)

www.sadafco.com

Year company founded: 1976 Number of employees: 2,534

Market capitalization: SAR 5.68 billion



Wout Matthijs CEO, SADAFCO

"We take great pride in our legacy as a well-loved household name and trusted brand in the FMCG sector," says Wout Matthijs, CEO at SADAFCO. "We look forward to entering a new phase of growth and success, supported by our consumers, employees, partners, and stakeholders."

SADAFCO attributes its long-term success to brand loyalty, market agility, innovation, and a dedication to developing the talent. In a competitive, fast-moving market, SADAFCO has delivered a Total Shareholder Return of over 17 percent for over 10 years, and prides itself on its ability to innovate and adapt to new forces shaping the consumer market.

One of the primary drivers of SADAFCO's growth has been its strategic geographical positioning within the GCC. An advantageous position for market access, it has enabled the business to more than double in size. Matthijs plans to gradually expand the company's footprint internationally through "consistent, profitable growth" and driving market exposure both regionally and internationally.

We don't achieve results based on individualism, rather teamwork





1st

Saudi company to install solar panels to lower energy consumption

Recognizing the vital importance of corporate governance, the company has worked diligently to be transparent and inclusive, holding itself to a high standard of accountability. For example, SADAFCO pays all employees in similar roles the same amount, regardless of gender. Matthijs notes, "Collaborative thinking, strategizing, and working has been vital in driving SADAFCO's exponential growth and we recognize the key role played by every member of our team in this success story."

SADAFCO's support of Vision 2030 is underpinned by a commitment to investing in the education, engagement, and training of emerging local talent with a particular emphasis on developing technical skills and capabilities. "We believe that by driving education and skills development, we can look forward to a generation of individuals who contribute not only to the success of the company, but of the Kingdom," says Matthijs.

"Female empowerment is a key part of our agenda as we continue to welcome women in various roles across the organization and business divisions," he adds. "We recognize their contribution to SADAFCO's growth and success, and that they have played an outstanding role across management, production, innovation, and operation."

Sustainable business practice lies at the heart of SADAFCO's operational ethos and is part of the company's forward-looking strategy to minimize its environmental impact while delivering long term

economic growth. SADAFCO is one of the first Saudi companies to install solar panels to lower its energy consumption and is currently working toward installing a full roof of solar panels at its Jeddah Central Warehouse. It also continues to develop and innovate processes as part of its dedication to efficient waste management during production.

"As the Kingdom matures, sustainability must be a key part of every business' agenda," adds Matthijs. "SADAFCO has pledged to build its strategy around sustainable practices and continue to leverage the expertise of our employees and partners to drive sustainable practices and methods across all areas of our business."

Saudia Dairy & Foodstuff Company (SADAFCO) is dedicated to satisfying customer needs with its delicious and nutritious food while also maximizing shareholder value. SADAFCO has put a strategic plan in place to accelerate profitable growth across Middle East markets by expanding to new businesses and channels while strengthening the Saudia brand and driving cost efficiency. SADAFCO is also undertaking additional projects to drive growth such as ICT innovation, automation initiatives, and training and development programs.

Headquartered in Saudi Arabia, SADAFCO has operations across the Middle East and is well known as a leading and trusted food manufacturer, importer, and distributor. SADAFCO's brand portfolio is led by its flagship "Saudia" brand, which is carried by a substantial portfolio of its fast-moving consumer goods (FMCG) products. The company is the market leader in ice cream and tomato paste categories in the Kingdom and has achieved strong market performance for milk.

SADAFCO focuses on innovation and diversification in every element across the value chain, continually implementing the latest technology to ensure it remains at the forefront of development. The company has maintained a robust infrastructure, bolstered by maintenance programs and capital investments including state-of-the-art distribution and warehousing centers. The company acquired a 76 percent stake in Mlekoma Group, a Polish milk powder producer, capturing an excellent vertical integration opportunity.

In line with Saudi Arabia's Vision 2030 goal of diversifying the Saudi economy, SADAFCO is strengthening trade ties with key markets globally. SADAFCO is focused on shaping the evolving food industry in Saudi Arabia and dedicated to driving sustainable practices through talent development, developing the expertise of Saudi nationals, both male and female, across all business operations. This

17%

Annualized shareholder returnsover the last 10 years

effort involves initiatives such as a training program developed in partnership with the Higher Institute for Water and Power Technologies, which is designed to attract young nationals to the industry.

Rich History of Market Leadership in the Food and Dairy Business in the Kingdom of Saudi Arabia

Established in 1976, Saudia Dairy and Foodstuff Company (SADAFCO) is a leading world-class food manufacturer, distributor, and marketer in the Middle East region. Based in Saudi Arabia, the company is a market leader in Saudi Arabia in milk, tomato paste, and ice cream, marketing its core products under the flagship "Saudia" brand. Formed as a joint venture among Saudi, Kuwaiti, and European dairy companies, SADAFCO became a publicly-listed company on the Saudi Exchange in 2005.

Strong Brand & Customer Trust and a Diverse Product Portfolio Have Been the Backbone of SADAFCO's Continued Leadership Position

SADAFCO's portfolio includes more than 128 products marketed under the Saudia, Crispy, and Baboo brands and sold across the region. During the past five years, SADAFCO has expanded its product range with new launches in the dairy category, including breakfast cream, cheese, butter, powdered milk, and fortified children's milk, as well as ketchup, and frozen French fries categories.

SADAFCO is a market leader in the UHT milk segment with a market share of 62 percent and over 32 percent in the plain milk category. SADAFCO also enjoys a market leadership position with a 50 percent share in the tomato paste category and close to over 26 percent share in the ice cream category in Saudi Arabia.

Saudia brand continues to command a price premium of more than 10 percent above the industry average in milk and tomato paste categories, illustrating the resilience and strength of the Saudia brand, which has been a trusted and favored brand among Saudi nationals across generations for 40+ years.

World-class Manufacturing Operations and Wide Distribution Network

SADAFCO has three International Standards Organization (ISO) 22000:2005 accredited factories in Jeddah and Dammam that produce the bulk of its product portfolio. SADAFCO continuously focuses on ensuring all its manufacturing facilities are automated and aligned with latest international standards and equipped modern machinery.

SADAFCO has a wide distribution network with warehouses and depots across Saudi Arabia supported by a large fleet network, ensuring it is always able to meet customer demand. SADAFCO has recently made significant investments to strengthen its supply chain management system by revamping its warehouses, delivery vehicles, and logistics. This has improved its ability to supply to traditional grocery stores helping to penetrate local shops and further enhance its market share.

Record of Consistent Profitability and Value Creation for its Shareholders

Supported by strong regional shareholders and an experienced management team led by CEO Waltherus Matthijs, SADAFCO has experienced organic growth and a strong and consistent record of profitability.

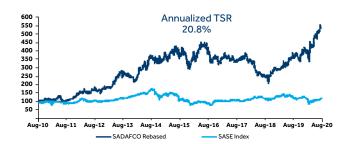


Without debt and strong cash position, SADAFCO remains well positioned to consider growth through strategic acquisitions, should opportunities arise. SADAFCO recently purchased a milk powder manufacturing facility in Poland. This vertically integrated business offers both an option to purchase key raw materials from an in-house source, if the prevailing price is attractive, and better cost management vis-à-vis potential global raw material price movements, thereby enhancing its gross margins.

SADAFCO has maintained a double-digit Return on Equity (ROE) over the last decade and has been a significant return generator for its shareholders over the long run.



Further, SADAFCO has a long-standing dividend payment history, making it a preferred investment for its shareholders. It has consistently delivered value and has a Total Shareholder Return (TSR) exceeding 17% p.a. over the last 10-year period.



Bloomberg Adjusted share prices, rebased to 100. Prices for SADAFCO assume reinvestment of dividends

Strong governance and values driving performance make SADAFCO a "first-choice" investment in the food processing business in Saudi Arabia.



FEEDING SAUDI ARABIA



Abdullah Al Othaim Markets Company is a leader in the foodstuffs industry in both the retail and wholesale sectors with 256 branches across Saudi Arabia. As part of its ambitious expansion plans, the company has added an additional 45 branches in Egypt since 2016.

Abdullah Al Othaim Markets Company

www.othaimmarkets.com Year company founded:1980 Number of employees: 15,700

Market capitalization: SAR 11.052 billion

The company's growing presence ensures that it's close to its customers wherever they are and positions it to seize the opportunities presented by a growing economy and rising incomes among all sections of society, including women and young people. Al Othaim reinforces its engagement with these customers through its social media campaigns.

The company's listing on the Saudi Exchange has served to enhance its reputation and underpin its governance standards, attracting increasing interest from both local and international investors. In response, it is seeking to provide customer care at the highest international standards and the lowest possible cost. For example, the company has developed e-commerce technology and its Iktissab loyalty program reaches 3.9 million people.

With food security an important part of national development aspirations, Al Othaim Markets
Company has an important part to play. And as a major employer with branches in every city across the Kingdom, it aims to help develop the Saudi workforce. The Al Othaim Academy Institute, for example, provides free training for young Saudis who want to work in retail.

Abdullah Al Othaim Markets company has received international recognition both from the International Organization for Standardization (achieving ISO 22000: 2005 and ISO 9001: 2015) and from Forbes magazine, which rated it among the 100 most powerful companies in the Middle East. Forbes also ranked Al Othaim 45th among the largest companies in Saudi Arabia and first in the foodstuff retail sector.

256

Branches across Saudi Arabia

Abdullah Al Othaim Markets Company – In focus

Abdullah Al Othaim Markets Company is a Saudi joint stock company and the largest central market chain by sales in the KSA. In 2019, Forbes Magazine ranked the company 90th among the 100 most powerful companies in the Middle East. The magazine estimated the market value of the company in 2019 by \$1.9 billion. Abdullah Al Othaim Markets owns more than 256 branches in the KSA including hypermarkets, supermarkets, and corners, and 45 branches in the Republic of Egypt. The company has a large customer base and drew more than 78 million shoppers in 2019, helping it reach a sales volume of SAR 8.16 billion.

Al Othaim company activities

The company is active in the wholesale and retail of food and consumer goods through three main distribution outlets represented in the wholesale, retail, and corners. Also, the company manages and operates recreational centers and invests in lands through its subsidiary company, Al Othaim

Abdullah Al Othaim Markets Company is the largest food retailer in Saudi Arabia, according to Forbes



Investment and Real Estate Development. The company's strategy is to increase its branch network to cover most regions of the Kingdom and provide services to everyone while emphasizing high quality and fair prices.

A 40 year track record

1980 - 1989: early years

Abdullah Al Othaim Markets Company was established on May 21, 1980 with a capital of SAR 400,000 by Abdullah Al Othaim. It was an extension of the Saleh Al Othaim Trading Establishment, which was founded in 1956 by the late Sheikh Saleh Al Othaim and opened its first location in the heart of the commercial business area in the village of Al Gusman at Al Batha, and started doing business in trading of foodstuffs. During this period, Abdullah Al Othaim expanded the company by opening branches for wholesale and retail sale, turning Abdullah Al Othaim Markets Company into one of the leading companies in this industry.

1990 – 1999: Further expansion

The largest turning point in the company's history occurred in 1990 when the number of stores reached 17. At that time, the system of consumers' wholesale trade was applied in all of the company's stores, and as a result, Al Othaim rose to the top of its field.

1992: Evolution and growth

In 1992, Al Othaim opened large warehouses with international standards to support the company's growth and development across its expanding footprint. The construction of these warehouses, which were equipped with the most modern dry and cold storage capabilities, coincided with an increase

in the company's supply of distribution vehicles in order to strengthen customer service and facilitate more cooperation with suppliers.

The company is continuing its expansion strategy by opening additional stores across the Kingdom, in line with an integrated goal of providing distinguished, comprehensive services to all clients. In 1998, the company began diversifying its activities by entering the commercial complexes sector and the family entertainment sector.

2000 - 2009: Holding and Joint Stock Company

Abdullah Al Othaim Markets became a limited liability company as it continued to achieve high growth rates, which reflected the success of the company's strategy. In 2006, it became a holding company, and in 2008, the company was listed in the the Saudi Exchange. Abdullah Al Othaim Real Estate Investment Company plans, markets, and operates large commercial complexes under the name "Al Othaim Mall." Al Othaim Holding Company owns the largest amount of shares in the two companies.

2010 - Present:

[In 2010,] Abdullah Al Othaim Markets began opening commercial chains to sell foodstuffs in Egypt. 45 branches have opened so far as part of the plan to expand the construction of a supermarket chain store called "Abdullah Al Othaim Markets" in Egypt. During this period, the company increased the amount of branches in the Kingdom of Saudi Arabia, reaching 256 branches and covering most of the regions of the Kingdom.

Products:

Marketing Universal Center is one of Al Othaim's branches. It registers competitively priced products that are packaged locally and internationally, including:

Hali
Victo
Sheer
Rex
Prof
Saffori
Zad Al Watan
Abo Fahad

Central bakeries:

The bakery is one of the company's most important departments, meeting the needs of customers and providing Al Othaim with a strong competitive position. Thanks to providing the best products at the best prices, the bakery draws a high rate of repeat visits from loyal customers.

Zoud factory:

The Zoud factory is one the leading Saudi factories that processes and packages fresh food. Located in Riyadh, the factory imports, processes, packs, and sells raw material to local markets. More than 100 food items are produced and wrapped in the factory to serve the needs of Al Othaim customers. All raw material imported by the factor meet global and Saudi standards, and all processes are handled by professional technicians under laboratorial supervision and a quality assurance team. The manufacturing operations conform with the best industrial practices from around the world.

Zoud Factory for Food Industries, which is headquartered in Riyadh, is considered one of the pioneering factories in the fresh food industry. The factory imports, manufactures and sells food that it packs and wraps in fresh materials. The factory meets the fresh food requirements for the clients of Abdullah Al Othaim Central Markets in the Kingdom of Saudi Arabia under the motto "From the farm to your dining table."

More than 100 food items are produced and wrapped in the factory using modern machines and advanced technology, and all raw materials used in production in the factory can be used internationally as edible materials according to Saudi specifications and standards. The production process is carried out under the supervision of a chemical and biological analysis laboratory, which continuously monitors the raw materials to ensure they conform with internationally approved specifications. The laboratory also monitors the factory's products during and after the production process to ensure proper manufacturing processes and avoid errors.

Divisions and production lines:

Currently, there are three main divisions of production and packaging in the factory, with one division under construction. The divisions include:

1. The Meat Division

The meat division in the Zoud Factory manufactures a variety of processed and chilled frozen meat products, such as burgers, minced meat products, and mortadella. The process in the meat division meets the highest standards of safety and quality.

2. Spices and Nuts Division

In this division, several types of nuts are roasted and spices are grinded to make new mixtures of spices. The division also packs a wide range of legumes and ground spices.

- 3. The Vegetables and Fruits Packing Division Vegetables and fruits are packed after they are sorted and selected for quality. The fruits and vegetables are stored in the factory warehouses with appropriately cold temperatures.
- 4. Jam and Honey Division Factory line is currently under construction.

Marketing programs

The Iktissab Loyalty Program is a way in which Abdullah Al-Othaim Markets Company expresses its appreciation to its customers for choosing Al-Othaim Markets. Through the program, customers earn cash amounts added to the card as a balance that can be used in the future for each purchase from Abdullah Al-Othaim Markets retail and wholesale outlets. Customers earn an amount of SAR 2 against each SAR 100 they spend in retail outlets, and SAR two against each SR 1,000 they spend in wholesale outlets. The card is free with no subscription fees, and can obtained online. Currently, there are around 3.9 million active customers in the Iktissab Loyalty Program.

Social Responsibility

Al Othaim companies offer a group of social responsibility programs, including:

- Al Othaim Training Academy
- Special Need Support Program
- Iktissab Loyalty Program
- Visiting patients in hospitals
- Parent Care Campaign
- Charitable support through charitable cards
- Donate the change
- Sanabel Al-Khair Card
- Fight Smoking
- Environment preservation



DIVERSIFYING FOR SUCCESS



Established in Jazan City in 1993, Jazan Energy and Development Company (Jazadco) operates in several sectors vital to the development of a sustainable Saudi economy: aquaculture, agriculture, manufacturing, and real estate.

Jazan Energy and Development Company (JAZADCO)

www.jazadco.com.sa

Year company founded: 1993 Number of employees: 328

Market capitalization: SAR 832 million

The company, which is led by CEO Bedor Alrashoudi, entered the aquaculture sector in 2002, launching a shrimp farming project in Sawarmah village, south of Jazan City, where the water temperature is suitable throughout the year for shrimp farming and water quality is sufficient to ensure high production while minimizing stress and disease – factors that contribute to the superior quality of Jazadco's shrimp. Moreover, the shrimp farm is equipped with a processing plant for freezing and packing shrimp in order to preserve their quality. The plant produces approximately 3,200 metric tons of head-on shellon shrimp per year and exports to several countries around the world.

Jazadco Fruits Farm is one of the largest mango farms in Saudi Arabia, with more than 15,000 mango trees. As part of its innovative growth strategy, Jazadco has acquired 65 percent of Mango Jazan Store, an app and online retailer that promotes and sells several types of mangos that grow in the region. By investing in advanced sales and marketing technology, the company is seizing an opportunity to promote products from Jazan to the entire Kingdom, creating an outstanding customer experience and reaching out to new markets.

The value of water for Saudi Arabia can never be underestimated, and given that the Jazan region has ample water supply, Jazadco has a unique opportunity to be at the forefront of the industry. Jazadco advanced bottled water factory complies with the highest quality standards, which has helped the factory obtain several certificates such as the ISO 22000 international quality certificate, the ISO 9001 quality management certificate, the NSF international quality acknowledgment certificate, and Saudi SASO certificate.

15,000

Mango trees owned

The Jazan region has seen significant growth in residential and commercial buildings due to the high rate of population growth, a push toward urbanization, and the overall development of the region. With that in mind, Jazadco has invested in the real estate sector. The company currently develops, operates, and manages several residential and commercial properties. Jazadco owns a housing compound with 415 residential units and the company is developing a new commercial and residential project in Jazan city, covering 81000 square meters. This project is located adjacent to the Jazadco building complex with a complete infrastructure. In addition, the company owns Jazanin Hotel, its headquarters that it partially rents to other tenants, and Dabia commercial buildings.

Jazadco's strategic direction is closely aligned with Vision 2030, capitalizing on the opportunity presented by modern technological solutions to solve current challenges and meet future demands, reaching clients across the Kingdom of Saudi Arabia and tapping into new markets within and beyond the Kingdom. The company has put in place a roadmap linking tourism with agriculture, opening up significant opportunities for promoting local production and retaining tourism earnings in the area.



The current company capital is SAR 500 million divided into 50 million shares



Shrimp farming project

Jazadco's shrimp farming project is the largest one in the Jazan region, an 1600 hectares land area with a cultivated area of 440 hectares (water-spread area) and an expandable annual production capacity of 3,200 tons of white shrimp (HOSO P. vanamei). Jazadco's production is sold locally and exported around the world under the previous brand name of "LAZEEZ JAZADCO" and "JAZADCO SHRIMP" today. Our facilities include a factory attached to the shrimp farm, where we prepare and process high-quality shrimp. The project has received the ISO 22000 certificate, which includes the Hazard Analysis and Critical Control Points (HACCP) certificate, as well as the Saudi standards certification SASO and Best Aquaculture Practices (BAP) certificate.

Mango Jazan

Since its launch in 2012, Mango Jazan has emerged as a major link between mango farmers in the Jazan region in Southern Saudi Arabia and its fans across Saudi Arabia until it was acquired in 2019 by Jazadco, which owns one of the Kingdom's largest mango farms containing nearly 15,000 mango trees that produce more than 2,000 tons of mangos per year. The Mango Jazan app provides a unique online shopping experience with multiple payment and delivery options such as credit cards, mada cards, and SADAD service. The app also enables customers to send gifts in luxury packaging with custom printed messages to create an unforgettable memory. The Mango Jazan app is available in two versions on the App Store for iOS users and the Play Store for Android users.

CONSUMER STAPLES SECTOR

Food & Staples Retailing:

Abdullah Al Othaim Markets Co.

www.othaimmarkets.com

Sector: Consumer Staples (Food and Staples Retailing)

Region: Riyadh Contact info: Bandar Albohiry

+966 555551270 / +966 11 829 9905

balbohiry@othaim.com

Saudi Marketing Co.

www.farm.com.sa

Sector: Consumer Staples (Food and Staples Retailing)

Region: Dammam Contact info:

Mohammed Alaswad

+966 557221166 / +966 13 853 5950

maswad@farm.com.sa

Anaam International Holding Group

www.anaamgroup.com

Sector: Consumer Staples (Food & Staples Retailing)

Region: Jeddah Contact info: Mohannad Alharbi

+966 555986833 / +966 12 635 7007 # 123

malharbi@anaamgroup.com

National Agricultural Development Co.

www.nadec.com.sa

Sector: Consumer Staples (Food and Beverages)

Region: Riyadh Contact info: Abdullah Aldehimi

+966 503268898 / +966 11 202 7830

AAldehimi@nadec.com.sa

BinDawood Holding Co.

www.danubeco.com

Sector: Consumer Staples (Food and Staples Retailing)

Region: Jeddah Contact info:

Mohammed Bin Khalid

+966 509853577 / +966 506282497

M.khalid@danubeco.com

Food and Beverages

Savola Group

www.savola.com

Sector: Consumer Staples (Food and Beverages)

Region: Jeddah Contact info:

Hamam Baharth / Ahmed Halawani +966 507009747 / +966 12 268 7720

0590980880 / 0122687840 hbahareth@savola.com Ahalwani@savola.com

Wafrah for Industry and Development Co.

www.wafrah.com

Sector: Consumer Staples (Food and Beverages)

Region: Riyadh Contact info: Zenan S. Alyami

+966 551319963 / +966 11 402 3456 Ext. 222

zalyami@wafrah.com

Saudia Dairy & Foodstuff Company (SADAFCO)

www.sadafco.com

Sector: Consumer Staples (Food & Beverages)

Region: Jeddah Contact info: Ahmed Gharbawi

+966 505606216 / +966 12 6293 366 Ext. 280

gharbawi@sadafco.com

Almarai Company

www.almarai.com/en/

Sector: Consumer Staples (Food & Beverages)

Region: Riyadh Contact info:

Mohammed Alkhalidi

+966 546660680 / +966 11 470 0005 Ext. 7987

Mohammed.Alkhaldi@almarai.com

Halwani Bros. Co.

www.halwani.com.sa

Sector: Consumer Staples (Food and Beverages)

Region: Jeddah Contact info: Abdulnassir Atiah

+966 565553371 / +966 12 636 6667 Ext. 312

a.attiah@halwani.com.sa

National Agricultural Marketing Co.

www.thimarfreash.com

Sector: Consumer Staples (Food and Staples Retailing)

Region: Riyadh Contact info:

Shareholders management

+966 591616638

thimarshareholders@thimar.com.sa

Al Gassim Investment Holding Co.

www.gihcosa.com

Sector: Consumer Staples (Food and Beverages)

Region: Qassim Contact info: Ahmed Alshwaribji

+966 500797613 / +966 16 382 3500

a.elshorbagy@gassimco.com

Tabuk Agricultural Development Co.

www.tadco-agri.com

Sector: Consumer Staples (Food and Beverages)

Region: Tabuk Contact info: Majdi Abdullatif

+966 501780644 / +966 14 450 0000 Ext.102

magdy.abdellatef@tadco-agri.com

Saudi Fisheries Co.

www.alasmak.com.sa

Sector: Consumer Staples (Food and Beverages)

Region: Riyadh Contact info: Khalid Zain +966 11 416 7800 ext 2102

Khalid.Zain@alasmak.com.sa

Ash-Sharqiyah Development Co.

www.asharqiyah.com.sa

Sector: Consumer Staples (Food and Beverages)

Region: Dammam Contact info: Ibrahim Alkhalifah +966 500033270 / -

+966 500033270 / +966 13 809 9440

Ebrah_kh_20@hotmail.com

Al-Jouf Agricultural Development Co.

www.aljouf.com.sa

Sector: Consumer Staples (Food and Beverages)

Region: Al Jouf Contact info: Rami Mohammed +966 536670363 /

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ramy@aljouf.com.sa

Jazan Energy and Development Co.

www.jazadco.com.sa

Sector: Consumer Staples (Food and Beverages)

Region: Jazan Contact info: Faisal Faqihi

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faisal@jazadco.com.sa







A HEALTHY INVESTMENT



As a market leader in medical excellence, Dr. Sulaiman Al Habib Medical Group (HMG) has a 25+ year track record of advancing medical care driven by our vision, mission, and values.

Dr. Sulaiman Al Habib Medical Group (HMG)

www.hmg.com/en

Year company founded: 1993 Number of employees: 13,000+ Market capitalization: SAR 38.15 billion



HMG is the leading private sector provider of integrated medical care in Saudi Arabia and the GCC. The group owns and operates seven hospitals in Saudi Arabia and Dubai in addition to a Primary Care Medical Center and a network of 14 pharmacies across the region. As part of its strategic pillars to deliver best in-class care through disruptive innovation and cutting-edge technology, the group has expanded its capabilities, expertise, and knowledge across a range of support and complementary fields to its core business through its Cloud Segment.



Nasser Al Haqbani CEO, Dr. Sulaiman Al Habib Medical Group

HMG strives to be the most trusted healthcare provider in medical excellence and patient experience globally





Nasser Al Haqbani, CEO of HMG, said, "HMG strives to be the most trusted healthcare provider in medical excellence and patient experience globally. We do this by developing and operating state-of-the-art medical facilities and providing innovative healthcare services that create value for our stakeholders. This is an exciting new era for our business and for the Saudi capital market, and we trust this market environment will enable us to deliver on our aims."

HMG supports the Kingdom's Vision 2030 agenda to grow the healthcare industry. It currently serves more than three million patients annually; and it has a history of opening a new hospital every 29 months.

Through the continuous expansion of its operations, HMG has developed a range of innovative products and solutions that will enhance the healthcare landscape and enrich the patient experience. Innovation and advanced technology are indicators of our relentless milestone to lead the healthcare innovations by embracing opportunities in the market, and adapting services to meet patient needs.

Al Haqbani added: "Disruption, particularly in healthcare technology and digital solutions, will be a key differentiator for HMG in the future. I am proud of our agility and ability to innovate, as these characteristics have made us committed to safety and innovation, and being agile in our response to a rapidly changing environment, we can continue to deliver on our ambitious growth plans."

HMG is proud to be serving the communities we operate in by deploying resources and our talented staff to improve the lives of those who are less fortunate. In 2020, HMG provided over SAR 31.68 million of medical services for critical cases, surgeries, treatments, and medications to patients in need.

"We are an active and engaged corporate citizen that upholds its ethical responsibilities toward patients, employees, the community, and the environment. We take pride in dedicating resources to improve healthcare outcomes, while being committed to the highest standards of Corporate Governance," Al Hagbani said.

+3.2 million

Patients served annually

Dr. Sulaiman Al Habib Medical Services Group (HMG) offers comprehensive integrated healthcare services with a track record for developing and operating healthcare facilities, pharmacies, and associated services in Saudi Arabia and the GCC.

The group's portfolio includes seven hospitals in Saudi Arabia and the UAE, more than 1,900 beds and more than 1,370 clinics, one primary care medical centre, and one medical center in Bahrain.

HMG strives to remain at the forefront of sourcing, developing, and integrating cutting-edge solutions to deliver best in-class care in the GCC.

It has a wholly-owned healthcare technology company called Cloud Solutions, an in-house Clinical Engineering Department, and a highly-trained workforce that puts the power of advanced medical technology to work.

The group maintains its market leadership by developing and deploying the latest medical technology and solutions. HMG is a pioneer in healthcare technology, having built and applied award-winning hospital information systems (VIDA), which it implemented in 25 Ministry of Health hospitals and which operate Critical Care beds in another six.

In broadening its service offering, HMG is creating new business segments that include remote services, public-private-partnerships (such as ICU operations for government facilities), and IT solutions and technology partnerships through its subsidiary Cloud Solutions.

The group is also making strong progress in its ambition to become the government's partner of choice. The Kingdom's economic reform program presents significant opportunities for healthcare providers, with private sector participation expected to increase to 35 percent by 2025. Key opportunities for HMG include the operation of intensive care units (ICUs) for government hospitals and the management of tele-ICU command centers, hospital information centers, the management, operation and maintenance of infrastructure systems, and the provision of home healthcare services in addition to other healthcare sectors announced in the Vision 2030 for private sector participation including primary care, home healthcare, laboratory services and rehabilitation.

| Operations | Performance | |
|------------------|--------------|-------------------|
| 7 hospitals | Revenue | SAR 5.8 billion |
| 1 medical center | Patients | 3.2+ million |
| 14 pharmacies | Gross profit | SAR 1.8 billion |
| 1900+ beds | GP margin | 22.4% |
| 1370+ clinics | Net profit | SAR 1,055 million |
| 2750+ physicians | NP margin | 21.3% |
| | | |

The listing of 15 percent of its ordinary shares on the Saudi Exchange was a significant milestone for HMG, and key to its expansion efforts. The offer was heavily oversubscribed by a range of local and global investors, demonstrating a high level of confidence in the group, its management, and the Saudi healthcare sector. By becoming publicly listed, HMG has improved its corporate profile among local and international investors.

- HMG's patient numbers for the year increased to exceed 3.2 million
- EBITDA has increased by SAR 306.36 million reaching SAR 1,491.70 million, an increase of 25.85 percent compared to the year 2019
- Revenue growth was mainly attributed to the hospital segment due to the increase in inpatient occupancy. In addition to the revenue growth in the pharmacy segment during current year, and the growth of revenue from the new contracts awarded to the group in HMG solutions segment during the years 2019 and 2020.
- Net Income for the year 2020 increased by 21.29% to reach SAR 1,055.48 million, with an improved net income margin of 18.01 percent of revenue compared to 17.35 percent for the year 2019.

Milestone IPO

In March 2020, the group listed 15 percent of its ordinary shares on the Saudi Exchange in an offer that was heavily oversubscribed and attracted local and international investors seeking exposure to become a leading player in Saudi Arabia's burgeoning healthcare sector.



A unique opportunity

Attractive industry fundamentals

The Saudi healthcare sector enjoys strong fundamentals, underpinned by supportive market dynamics that are driving demand for facilities and services. The Kingdom has an aging population and chronic disease is on the rise, which is leading to increased demand for specialized healthcare provision. In line with the Vision 2030 agenda, health insurance coverage is growing (currently 64 percent of hospital revenue), while favorable demographics saw patient numbers increase at a CAGR of 7 percent from 2016-2019. Positive regulation is supporting a push toward private sector participation, with the government targeting 35 percent by 2025.

Track record

HMG has a 25+ track record as a fully-integrated healthcare provider, developing and operating hospital facilities, pharmacies and associated support services. The company has delivered consistent financial results and operational growth, with an unmatched ability to ramp-up even during downward cycles:

- Resilient revenue
- Stable gross margins supported by economies of scale to enhance profitability
- Strong cash flow management and cash conversion cycle
- Healthy balance sheet in spite of expansion with low gearing levels
- HMG remains committed to maintaining a minimum payout ratio of 70 percent in the future, subject to market conditions.

Strategy for growth

- 1. Strengthen the core
- Maintain market leadership position and brand strength, patient-centric healthcare
- Achieve technology-led operational efficiencies
- Invest in human capital: attract and retain top physicians and medical staff, roll-out extensive training and education programs
- 2. Expand the reach
- Add more than 1,000 beds by 2024 through fullyfunded expansion plan
- Growth of operations in the GCC
- Land bank for future expansion, with unmatched Design-Build-Operate capability
- Maintain record for opening new facilities on average every 29 months

13000+

Currently employed by HMG

3. Broaden the service

- HMG Solutions: the cloud solutions technology arm of the Group, which owns the intellectual property of 11 products in medical technology including hospital information systems, and patients and physicians' mobile apps
- Management and operation of medical facilities for others, home healthcare services, and advanced medical laboratories
- Tele-medicine services including tele-radiology, tele-ICU, and other specialized services

Leading the field

Market leader in medical excellence

HMG offers comprehensive medical care that is truly patient-centric by investing in human capital. The group has a uniquely comprehensive service offering in primary, secondary, and tertiary care across more than 60 specialties. The company attracts and retains the highest-qualified physicians by offering programs including 15 residency and fellowship schemes, research grants, and continuous medical education.

Pioneer in healthcare technology

HMG maintains its market leadership by developing and deploying the latest medical technology and solutions. The group is a pioneer in healthcare technology, having built and applied award-winning hospital information systems (VIDA) in Saudi Arabia and the GCC. In broadening its service offering, HMG is creating new business segments that include remote services, public-private-partnerships (such as ICU operations for government facilities), IT solutions, and technology partnerships through its wholly owned subsidiary Cloud Solutions Company.

Management and governance

HMG is entrepreneurial in nature, benefitting from a highly-experienced senior management team and a diverse board of directors, with skills required to guide the group through its next phase of growth. The diverse board comprises three executive members, three non-executive members and three independent non-executives. A robust ESG framework places a well-established focus on best practice in Corporate Governance, with Board committee members benefitting from diverse industry experience including healthcare, financial, real estate, and commercial.



HEALTHCARE SECTOR

Healthcare Equipment and Service

Saudi Chemical Co.

www.saudichemical.com

Sector: Healthcare (Healthcare equipment and

service)

Region: Riyadh Contact Info: Majed Quaidir

+966 505479564 / +966 11 206 6351 Ext. 3332

majed.qwaider@saudichemical.com

Mouwasat Medical Services Co

www.mouwasat.com

Sector: Healthcare (Healthcare equipment and service)

Region: Dammam Contact Info: Mustafa Hussni

+966 502629596 / +966 13 820 0016

mostafa.hosni@mouwasat.com

Dallah Healthcare Co.

www.dallahhealth.com

Sector: Healthcare (Healthcare equipment and service)

Region: Riyadh Contact info: Khalid Masaud

+966 11 299 4915 / +966 505539279

ksaudi@dallahhealth.com

National Medical Care Co.

www.care.med.sa

Sector: Healthcare (Healthcare equipment and

service)

Region: Riyadh Contact Info: Abdullah Alshetwi

+966 531222111 / +966 11 493 1881-123

Care.IR@care.med.sa

Al Hammadi Company for Development and Investment

www.alhammadi.com

Sector: Healthcare (Healthcare equipment and

service)

Region: Riyadh Contact Info: Meshari Almoash

+966550515005 / +966114622000 Ext.: 1844

Meshari.abdulaziz@alhammadi.com

Middle East Healthcare Co.

www.meahco.sa

Sector: Healthcare (Healthcare equipment and

service)

Region: Jeddah Contact Info: Muath Alzarkan

+966557583358 / +966122606000 Ext. 3129 / 3128 HYPERLINK "mailto:President4@sghgroup.net"

President4@sghgroup.net

Dr. Sulaiman Al Habib Medical Services Group (HMG)

www.hmg.com

Sector: Healthcare (Healthcare

equipment and service)

Region: Riyadh Contact info: Haitham Al Shathri +966 562223435

Haitham.Shathri@drsulaimanalhabib.com

Health Care Pharma, Biotech & Life Science

Saudi Pharmaceutical Industries and Medical Appliances Corp.

www.spimaco.com.sa

Sector: Healthcare (Healthcare Pharma, Biotech &

Life Science) Region: Al-Qassim Contact info:

Mahmood Abdulkhaliq

+966599116877 / +966112523323 mahmoud.abdelkhaliq@spimaco.sa







PROGRESSIVE BANKING



The Saudi National Bank (SNB) is the largest financial institution in Saudi Arabia and a financial powerhouse in the regional banking industry.

SNB plays a vital role in supporting economic transformation in Saudi Arabia. It plays a crucial role in advancing the Kingdom's banking sector and supporting Vision 2030, the national transformation strategy.

Saudi National Bank

www.snb.com

Closely aligned with the programs of Vision 2030, SNB also leverages its position as the largest institutional and specialized financier in the Kingdom to support landmark deals and mega projects.

The vision of SNB is to be the premier financial and banking service provider locally and regionally through the achievement of its strategic aspirations: to be number one in revenues, number one in profitability, the leader in customer service, the best digital bank, the employer of choice, and the best Shariah-compliant product and service provider in the world.

SNB's progress toward achieving these aspirations is reflected in its record annual profit for the eighth consecutive year. The bank's scale, reach, and digital capabilities provide enhanced products and services, matched by an unparalleled customer experience.

SNB's robust balance sheet, resilient business model, and healthy liquidity position enhance the capability of the bank to compete locally and regionally, and facilitate trade and capital flows between the Kingdom, the region and the world.

97.6%

Percentage of employees that are Saudis

SNB delivers best-in-class digital solutions as a universal bank, enables home-ownership through residential finance, and fosters medium and small business development. The Bank seeks to be the most trusted partner for top-tier Saudi corporates and institutions to support mega deals and projects of the Kingdom, and to be the biggest provider of Shariah-compliant products for all customer segments.

The Saudi National Bank is a leader in treasury and capital markets. It owns both NCB Capital and Samba Capital & Investment Management, which form the largest asset manager, brokerage, and investment bank in Saudi Arabia. SNB has a strong international presence in the Middle East, South Asia, and Turkey, completing the Bank's vision to compete regionally and internationally and earn its place among the global leaders in financial services.

SNB was formed from the merger of two large Saudi banks; the National Commercial Bank and Samba Financial Group



SNB is a committed supporter of Saudization, creating many opportunities for young people and achieving record rates of Saudi participation in the workplace. SNB also gives great importance to empowering women in the workplace, with representation throughout the organization including the bank's leadership and the board. Corporate responsibility is an essential element of SNB's corporate culture and business philosophy. Its corporate responsibility strategy focuses on empowering individuals and non-profit organizations and supporting community activities.

Bank History

SNB was formed from the merger of two large Saudi banks; the National Commercial Bank and Samba Financial Group.

The National Commercial Bank (NCB) was the first bank to be officially licensed to operate in Saudi Arabia, following a Royal Decree on 26th December 1953, corresponding to 20th of Rabi Al-Thani 1373H, which completed the merger of Saudi Arabia's largest currency exchange houses at the time.

The bank established its Shariah Board in 1996, then became a joint stock company in 1997. In 1999, the Saudi Government, represented by the Public Investment Fund, owned a majority of the bank's shares, while the remaining shares were held by the General Organization for Social Insurance and a number of Saudi investors.

In 2014, the bank listed 25 percent of its shares in an initial public offering on the Saudi Exchange. The listing marked the start of a new era for the Bank.

Over 68 years, the Bank has maintained its growth and development, mirroring the progress toward modernity and the continuous improvement of the Kingdom. Today, SNB holds the leading position among the Kingdom's financial institutions, meeting its customers' needs with outstanding products, services, and innovative solutions. The bank harnesses technology to enhance the customer experience and fulfills Shariah-compliant product and service needs.

Similarly, Samba Financial Group was a leading Saudi banking and financial institution. The first branch of Samba was established in 1955 under Citibank's name. In 1980, a Royal Decree was issued by which Citibank became the Saudi American Bank, with majority shareholding owned domestically. In 1999, Samba merged with United Saudi Bank creating one of the largest financial institutions in the Middle East. The year 2003 witnessed a remarkable milestone for Samba, as it came under local management, and the business was renamed Samba Financial Group or Samba.

Over the past 40 years, Samba has offered a wide range of banking products and services to retail, corporate, private, and investment clients. The group played a key role in supporting SMEs in Saudi Arabia and offered its banking services to international clients in different regions around the world.



National Commercial Bank Facts and Figures

www.alahli.com

Year bank founded: 1953 Number of employees: 9,334

Market capitalization: SAR 130.05 billion

| FACTS AND FIGURES | | | | |
|---------------------------------|---------------------|---------------------------------|---------------|--|
| Customers | Branches | ATM's | Saudization % | |
| 8.8 million By 2020 Year End | 431 Kingdom wide | 3.571 Kingdom wide | 98.6% | |
| Paid-up Capital | Bank Assets | Net Income | | |
| SAR 30 billion | SAR 559 billion | SAR 11.44 billion Net Income | | |
| | | | | |

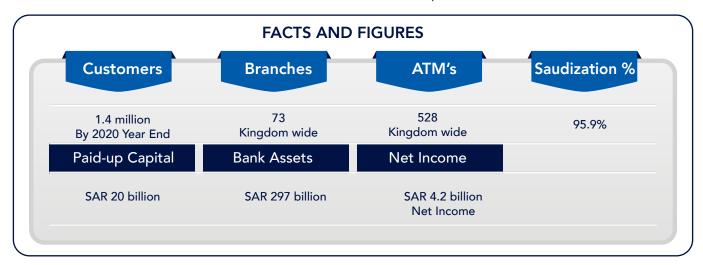


Samba Financial Group Facts and Figures

www.samba.com

Year bank founded: 1980 Number of employees: 3,614

Market capitalization: SAR 61.10 billion



The Creation of a Giant Banking Entity

On the 1st April 2021, the Saudi National Bank was legally created following the merger of The National Commercial Bank and Samba Financial Group. Riyadh, the capital city of Saudi Arabia, hosts the new headquarters of the Saudi National Bank.

BETTER BANKING



Bank Albilad is an Islamic financial institution established in 2004 with a corporate capital of SAR 7.5 billion. In less than 16 years, the bank consistently achieved double-digit growth in most financial indicators.

Bank Albilad

www.bankalbilad.com Year bank founded: 2004 Number of employees: 3,500

Market capitalization: SAR 21.26 billion



Abdulaziz Al-Onaizan CEO, Bank Albilad

The bank has placed innovation at the forefront, and it was amongst the first to digitize products and services in the Kingdom. This provided customers with simpler and more efficient processes to access basic banking services, including digital account opening and mobile payments applications in line with the Kingdom's goal of creating a cashless society and financial inclusion.

Backed by a robust digital infrastructure and business continuity planning allows the bank to swiftly adapt to any disruptions in business operations.

Abdulaziz Al-Onaizan, CEO of Bank Albilad, said "Our digital transformation journey started in 2017. We strive to be the preferred choice for Islamic banking solutions through launching initiatives and innovations that exceed the expectations of our stakeholders - our clients, employees and shareholders." Moreover, Al-Onaizan is passionate about his employees and nurturing their talents and he believes this will ultimately benefit customers.



We are proud to say that we are amongst the first banks to launch ESG initiatives through fully developed strategies and processes



The bank holds multiple partnerships with the government and private sector organizations. The bank supports the Kingdom's goal of increasing home ownership by developing various home loan options in the country - a mandate carried out in partnership with the Ministry of Housing and Real Estate Development Fund (REDF). Another example is the ZOOD Savings Program, a joint undertaking between Bank Albilad and the Social Development Bank.

Bank Albilad is also focused on addressing environmental and sustainability issues by introducing various year-round initiatives to achieve maximum impact in the community. Al-Onaizan says, "We incorporate social and environmental impact in our decision-making because we consider it important for our business. ESG is an important foundation

of the bank's strategy. We are proud to say that we are amongst the first banks to launch ESG initiatives through fully developed strategies and processes."

The Saudi Exchange inclusion to the MSCI Emerging Markets Index led to a record inflow of SAR 54.01 billion from foreign portfolio investors during the first half of 2019. "We are very excited about the growth the stock exchange is achieving, which is benefiting many companies while also seeing Islamic banking products are part of the global investment mix," Al-Onaizan concludes, "The potential is huge as more investments are poured in across all sectors."

Looking to the future, Al-Onaizan is optimistic, "With investments in technology, employee development, infrastructure, and product innovation, our growth will continue well into the future."

Headquartered in Riyadh and listed on the Saudi Exchange, Bank Albilad provides shariah-compliant products and services to personal and corporate clients and micro, small and medium-sized enterprises. Through Albilad Capital, it also undertakes investment and asset management activities.

The bank's vision is to be the preferred choice of innovative Islamic banking solutions, and its mission is to leverage digital transformation, network, and human capital to deliver the highest levels of customer experience and competitive value propositions in the best interests of its clients, its employees, its shareholders, and the communities it serves.

The bank comprises three main divisions, Corporate Banking focuses on financing corporate, institutional and public sector markets, financing small and medium enterprises and financial institutions. Retail Banking focuses on providing deposits-based services, savings, remittance and exchange services, personal and mortgage financing and credit cards, while Treasury's activities are investing in capital markets, liquidity and foreign exchange, and Treasury services.

As one of the first banks in the Middle East to launch a digital bank account for individuals and corporates, Bank Albilad is a digital pioneer in the Kingdom. Digital transformation reduces costs, generates better margins, and increases engagement with clients to make sure they are served in a professional, personalized and prompt manner. It has received several accolades in the field of digital banking and new product development during the past couple of years.

The bank sees huge opportunities in the financial services sector, driven by the ambitious goals of Saudi Vision 2030. New government projects and initiatives will stimulate demand for credit and foreign equity investments in the Kingdom, and the sector will benefit from growth in housing, entertainment, construction, and education. Supporting the government's initiatives to increase home ownership from 50 percent to at least 70 percent and MSME contribution to GDP from 20 percent to 35 percent is a top priority.

SAR 7.5 billion

Total corporate capital

Bank Albilad is proud to support the communities it serves, not only through banking services, but also through donations and practical support for projects that benefit the segments of society in greatest need. It was recognized for its Red Sea clean-up efforts. It also sponsored a Chair for Environmental Sustainability and Food Security within the CSR program of King Faisal University, as well as the International Day of Persons with Disabilities.

It nurtures its employees by providing coaching, training, and development opportunities.

Bank Albilad is committed to the sustainability of its business and social responsibility programs in line with the goals of Saudi Vision 2030.

The bank spares no effort to contribute to the Kingdom's sustainable economic, social, and environmental development. Social responsibility is the cornerstone of the bank's strategic policies, plans, and decisions. It is a part of the banks daily operations and activities, and "affirms the internal awareness of social responsibility within the bank's culture and identity.

Throughout its history, Bank Albilad introduced numerous social and environmental initiatives and programs under its Corporate Social Responsibility Program #Albilad_Mubadara supported by the bank's ambassadors volunteering work, which played a significant role in their success.

Bank Albilad introduced more than 60 initiatives and programs to support the banking sector and Saudi society.

Bank Albilad operates 150 branches, with seven sales centers, complemented by almost 1,000 ATMs. The bank also operates 177 remittance centers under its Enjaz remittance arm across the Kingdom of Saudi Arabia



PROUDLY SAUDI



Banque Saudi Fransi (BSF) was established in 1977 and is the second oldest bank in the Kingdom, with three regional offices in Jeddah, Riyadh and Al Khobar. Over the years, the bank achieved sustainable growth in the Saudi market resulting in the current employment of approximately 3,000 employees and retention of one million retail clients. Its domestic offering includes a range of products and services in corporate, private and retail banking businesses.

Banque Saudi Fransi

www.alfransi.com.sa/english/ Year bank founded: 1977 Number of employees: 2,581

Market capitalization: SAR 38.1 billion



Rayan M. Fayez Managing Director & CEO

BSF views itself as a modern and innovative financial institution that is fully geared to meet the demands and opportunities of the next generation. Rayan Fayez, BSF's MD& CEO, said, "Our mission is to be the most modern, innovative, and experience focused bank in the region. We intend to achieve this by integrating a more digitally focused business model into our strategy."

BSF plays a crucial role in Saudi's Vision 2030 by enabling growth in the finance sector. "The rapid evolution of the banking sector in Saudi brings both challenges and opportunities, which will only allow us to further grow as a bank. However, opportunities in digital banking and innovative financial services will disrupt the market. There is no more of an exciting market in this region than Saudi Arabia," continued Fayez.

The rapid evolution of the banking sector in Saudi brings both challenges and opportunities, which will only allow us to further grow as a bank



BSF has adopted the latest technologies as part of its business model transformation, which is viewed as critical to the future development of the banking industry. Highlighting the introduction of these new technologies, Fayez said "The bank is investing heavily in technology to develop the best products and services. We are working toward becoming the Saudi bank of the future."

The bank has an in-house digital lab that is developing new products and services, which it will shortly roll out to deliver a more personalized user experience, satisfying customer needs. BSF is also undertaking strategic partnerships and making investments that will support its ambition to become the partner of choice in the Saudi Fintech ecosystem.

While BSF has a long track record of success as the Kingdom's second oldest bank, Fayez is clear that its future will not be secured by solely looking to the past. "For BSF, I've learned that surviving and thriving in today's environment depends on being clear in our purpose and mission, living and breathing our values and being agile in our execution," he said. Moreover, the Chief Executive heaps praise on his employees and their role in supporting customers. "As we move into more digital business models, at BSF we still retain the view that banking is a people business and we are relentless in our pursuit of the best customer experience. I objectively believe we have the best people in the industry."

Corporate social responsibility is fully integrated into BSF's business operations with a view to deliver long-lasting shared value for society. It is enhancing its current framework to allow the bank to better measure the impact of its sustainability initiatives on stakeholders and its own bottom line, demonstrating that sustainability can support communities as well as shareholders.

Fayez outlines the fundamentals underpinning his strategic vision. "It is becoming increasingly clear that sustainable purpose-driven business is not only crucial for us but for business itself," Fayez said. "I want us to be a model for the future of banking in the region leading the way on diversity and inclusion."

Over its 42-year history, Banque Saudi Fransi has been a cornerstone of the Saudi banking sector, providing financial advisory and services fundamental to the sustainable growth of the Kingdom's economy.

It provides a wide range of financial services, including corporate, private and retail banking and shariah-compliant products and services. It also offers investment banking, asset management and investment funds, and brokerage services through its subsidiary Saudi Fransi Capital.

The rapidly evolving Saudi banking sector presents both challenges and opportunities as innovative financial services disrupt the market. Banque Saudi Fransi is investing heavily in technology to provide the best products and services with the aim of becoming the Saudi 'bank of the future.' It is placing strategic bets on new business models and has become a leading player in the Saudi fintech ecosystem.

As the Vision 2030 strategy continues to transform the national economy, banks – including Banque Saudi Fransi – play a crucial role in enabling growth through Vision Realization Programs. These drive initiatives aimed at creating a vibrant society, thriving economy and ambitious nation and to support them the bank has created a dedicated VRO team within corporate banking.

Banque Saudi Fransi takes particular pride in the Saudi identity of its leadership team, which is led by a Saudi MD & CEO and includes experienced industry leaders. It has a longstanding Banker Associate Program to develop future leaders. Corporate social responsibility is at the heart of the bank's strategy and it has embraced its role in addressing some of the pressing challenges related to the environment, society and governance. It has succeeded in achieving ambitious Saudization and diversity goals, with women accounting for 14 percent of its workforce, and Saudi nationals 91 percent.

As investors look beyond the oil and gas sector for other Saudi gems, Banque Saudi Fransi aims to position itself as an investor darling among Saudi banks.

A pioneering spirit runs deep at Banque Saudi Fransi. Stretching back to the days when BSF was created withthe intention of improving the lives of the Kingdom'spilgrims, the company's history is steeped in progress andinnovation. This is the company's heritage - its DNA.

Fast forward to today, it is these very same attributes that underpin its overriding ambition: being the most modern, innovative and experience-focused bank in the region.

At BSF, the focus is on embracing change. The company is dedicated to challenging the status quo and looking for new ways of doing business. Its approach is simple: the company wants to redefine banking through human-centric design.

Banque Saudi Fransi understands that the future of banking in a digital age demands change. But even during this time of industry transition, the company's focus on people and their banking needs remains constant. It is leveraging pools of data to build a holistic view of the opportunities to improve on its products, services, operations, processes and technologies. Understanding its customers better is critical and incorporating new behaviors and trends into its latest solutions and experiences is what keeps it at the vanguard of the Kingdom's banking industry.

Fostering innovation is a key ingredient in Banque Saudi Fransi's culture. The company values the ideas of its employees and champions their successes.

1 million

Retained retail clients

This is important in creating an environment that encourages dialogue and discovery. Through the company's intellectual curiosity, healthy discourse, and disruptive thinking, it is helping bring BSF's vision to life.

As a good corporate citizen, Banque Saudi Fransi recognizes its role in promoting the welfare of the community. This is why the company has such a great focus on its social impact. It believes that providing financial inclusion through digital channels not only benefits its business, it also serves society as a whole. The company strives to be even more inclusive, more

continue on previous line it does. By doing so, it aims to stay true to BSF's enduring legacy in an ever changing Saudi Arabia.

Saudi nationals accounted for 92% of Banque Saudi Fransi's employees in 2020



PROMOTING HEALTH AND WELLBEING

<u>بوبا</u> بوبا

Founded in 1997 as a joint venture, Bupa Arabia became publicly listed in 2008 and was viewed as the most successful IPO in the healthcare industry.

Bupa Arabia

www.bupa.com.sa/en Year company founded: 1997 Number of employees: +1800

Market capitalization: SAR 14.66 billion



Tal Hisham Nazer MD/CEO, Bupa Arabia

"We have worked diligently over the past 20 years to become the most trusted health insurance company in the Arab world," said Tal Hisham Nazer CEO of Bupa Arabia, "We continue to prioritize our customers' needs by providing the best products and services, as we strive to become a leader in the health insurance industry locally and internationally."

Bupa Arabia is a pioneer that transformed the health insurance industry in Saudi Arabia with the support of capital partner, Bupa, from building local infrastructure to implementing the basic logistics.

Nazer says that innovation has been one of the drivers of their success and it has become the bedrock of the company culture."The work culture that we've cultivated over the years is incredible. And I am proud of the growing number of female employees in our business, which currently exceeds 30 percent of our workforce - probably the highest percentage among the publicly listed companies in Saudi."

We aspire to surpass our current positioning by enhancing our products through the process of innovation, which can only be achieved through the hard work and dedication of our employees





2 million

Customers served to date by its wellness services Rahatkom and Tebtom

Mirroring the ambition of the Kingdom, education is a priority for Bupa Arabia and the company constantly aims to innovate and reinvent itself to meet the ever-changing demands of its customers. Customers are becoming more tech-savvy, which pushes Bupa Arabia to adapt from a basic health insurance company into a more technologically sophisticated one.

For example, it developed Rahatkom and Tebtom, a wellness program that has served more than two million customers with healthcare services. Both programs simplify processes and decrease the wait time for customers, significantly enhancing the customer experience. Nazer states, "A large part of our continued success is due to our ability to quickly adapt and enhance our products and services to meet our customers' growing needs."

Like many industries, technology is changing the operating environment. Accordingly, Bupa Arabia has committed to disrupting the health insurance industry through digitization. It recently invested in its own digital factory that focuses on developing and introducing new and innovative ideas to the Saudi market.

Additionally, it focuses on the overall wellness and quality of life of Saudi residents by raising awareness on the importance of owning health insurance and pushing the younger generations to be healthier and more active.

Nazer concludes, "As a company with a dynamic background and unique offering with a track record of consistent growth and strong results, the opening of the market globally signifies high potential for growth, which in turn will allow us to increase the offerings available to our residents."

Established more than 20 years ago, Bupa Arabia was one of the first health insurance companies in the Kingdom. As a pioneer in the sector with millions of members, it has played a key role in developing the market. It is the country's largest healthcare services provider, boasting international standards of service.

And with millions of Saudis still uninsured, the sector is expected to benefit from significant growth drivers, including a gap between supply and demand and the high prevalence of chronic diseases. The economic transformation underway and the government's focus on healthcare are also providing opportunities, such as the new requirement for all Umrah and tourist visitors to have health insurance.

As part of its focus on customer experience, the company has developed some core programs. Its Tebtbom holistic healthcare program provides a range of services under one banner, including chronic illness management and maternity support. So far, more than two million people have taken advantage of the service. In addition, the Rahatkom program has been created to manage customer experience and ensure a flawless patient journey.

Bupa Arabia innovates to stay ahead in the market and provide the best service to its customers. It has created a specialist department called 'Digital Factory,' which focuses on creating a seamless digital customer experience and using emerging technologies, such as artificial intelligence, to enhance the company's offerings.

Healthcare is a key focus of Vision 2030, which includes a plan to improve access to health services, improve the quality and efficiency of healthcare and promote the prevention of health risks. Bupa Arabia supports this with quality health insurance, its awareness programs and by meeting the health insurance needs of small- and medium-sized enterprises, which are often not covered by insurers.

The company has also been successful in recruiting Saudi talent and is promoting diversity, with women making up 33 percent of its 1,800-strong workforce.

33% of Bupa Arabia's 1,800 employees are women

Re-shaping the health insurance industry through innovative programs

Established in 1997 as a joint venture with Bupa Group in the UK, Bupa Arabia was one of the first health insurance companies in Saudi Arabia. In 2008, Bupa Arabia evolved to become a publicly traded company on the Saudi Exchange, in what turned out to be the most successful IPO ever floated for an insurance company, which was oversubscribed by 900 percent. Today, about 43 percent is owned by foreign investors.

As pioneers in the sector, Bupa Arabia tailors its products and services to serve the biggest Saudi companies like SABIC and NCB as well as SMEs and direct clients. Partnering with the UK-based health insurance giant Bupa enables Bupa Arabia to extract best practices and global medical guidelines from all around the world and localize them to fit the Saudi market. Bupa Arabia's members benefit from a global network, which extends to over 10 countries and across five continents.

Bupa Arabia prides itself in being a healthcare partner rather than just a health insurance provider. Thus, it is always looking to improve its customer experience and to develop programs that touch patients' daily lives. They have developed innovative programs to counter the health challenges that members and their families face. These two programs are Tebtom and Rahatkom.

The Tebtom program is a set of healthcare services that go beyond medical insurance coverage to provide members and their families with holistic healthcare. With an average of 55,000 members benefiting from the program on a monthly basis, Tebtom offers a bouquet of healthcare services such as home-based vaccinations and labs, medication refills for chronic diseases and international second opinion services.

The Rahatkom program is designed to facilitate the patients' journeys inside the hospitals. Through this program, Bupa Arabia focuses on on-site case management, facilitates pre-authorization requests, and even, post-admission support. Waiting time can be reduced by 50 percent and customers have access to the company's delegates and doctors across 70 hospitals. More than 40,000 members benefit from the Rahatkom services on a monthly basis.

With a more than 20-year successful track record, Bupa Arabia continues to offer its members the best medical insurance along with services and programs that enhance their journeys to healthier lives. In 2019, the company invested heavily in developing a department that is focused on digital innovations, which is tasked with enhancing the customer's journey and increasing efficiency within the company.



LEADING TOGETHER

ساب 🖎 SABB

SABB is at the forefront of corporate and institutional international banking in Saudi Arabia, with a leading retail banking and wealth management proposition. It is also a primary player in trade finance, foreign exchange, equity, and debt wholesale banking and advisory. SABB and Alawwal bank legally completed their merger in 2019, which was the first banking merger in Saudi Arabia for a generation, and the integration concluded in early 2021.



www.sabb.com Year bank founded:1978 Number of employees: 4,156 Market capitalization: SAR 50.8 billion



David Dew Managing Director, SABB

David Dew, Managing Director of SABB until May 2021, said, "As the leading international bank in the Kingdom, we continuously strive to give our customers the highest quality service delivered through digital and personalized services. Our combined local and international best practices allow us to provide an unmatchable experience."

SABB envisions being a leader in key segments of the financial sector by attracting opportunities to the country. It is a leading trade and corporate bank with strong market shares across its retail and corporate businesses. Thinking about SABB's success and future outlook, Dew commented, "We are strategically well positioned to contribute and benefit from the national transformation of Vision 2030."

SABB is a dynamic and advanced bank rolling out mobile technologies to provide convenient and seamless services to customers.





"Accelerating our digital transformation plan to offer a wider variety of simplified and digitized services remains a key focus of ours."

700,000

Mobile banking app downloads

The bank has backed many new Saudi projects while also supporting the privatization sector. In conjunction with Vision 2030, SABB has a clear focus to enhance local employment opportunities for citizens, women, individuals with disabilities, and the remains a key focus of ours." youth by offering the best training and development

SABB developed its new strategy during 2020 which looks to maximize synergies following its merger with Alawwal bank while improving its performance metrics through focusing on its historic strengths and participating more in key growth areas and aligning to the sectors that are critical to Vision 2030. Innovation and digitization are core elements of the bank's strategy, and it continues to prioritize enhancing its digital banking services. Thinking about wider change in the sector, Dew said, "Our

programs to improve labor participation.

customers' banking needs are rapidly changing as technology continues to evolve the sector. Therefore, accelerating our digital transformation plan to offer a wider variety of simplified and digitized services

Achievements that the bank has delivered in the tech space include the rollout of SABB's new toprated mobile app and the use of blockchain in e-remittance services. It has also become the first bank in the MENA region to offer SWIFT gpi services for transparent payments, which help to dramatically improve cross-border payments and therefore enabling further expansion potential for SABB.

SABB's new incoming Managing Director, Tony Cripps also notes the importance of ESG and how central it is to the bank's plans. Cripps commented, "It's a major part of our strategy. It's key to achieving the merged bank's ambition. We have already done quite a lot of work in the 'CSR' space and this is leveraging beyond that to be involved in communities, to look at the impacts of climate change, the transition risks, and how to help clients with that journey. We want to lead in ESG."

SABB is the leading international bank in Saudi Arabia, providing Shariah-approved products as well as a wide range of conventional banking products and services for its retail, corporate and institutional customers. Its strategic partnership with HSBC, one of the world's leading financial institutions, helps to position the company as a preferred banking option.

In 2019, SABB completed a legal merger with Alawwal Bank with the integration concluding in early 2021 – SABB is now one bank, with one culture, one branch network and one IT system. Its greater scale, enhanced market share and efficient operating platform have not only reinforced its commercial position but also provide it with greater opportunities to support the national transformation program - Vision 2030. This aims to ensure that economic development is underpinned by an effective financial sector that can help the country diversify its sources of income and stimulate savings and investment.

Throughout the integration of the two banks there has been a focus on 'business-as-usual' operations. SABB maintained its role as the primary settlement bank and custodian for the inflow of foreign direct investment, following the MSCI and FTSE Russell emerging market index upgrades during 2019. It was also the first bank to introduce SWIFTgpi for corporate customers enabling greater transparency in making and tracking payments. And by partnering with global FinTech leaders such as Ripple, it launched online remittance platforms to offer fast, safe, and low-cost payment options for retail customers. SABB's new mobile banking app also went from strong to stronger with nearly 700,000 downloads during 2020, and top ratings in Apple and Android app stores. SABB also became the first bank in Saudi Arabia to facilitate an overseas trade transaction using Blockchain Technology as part of an ongoing commitment to improve our banking capabilities for our customers through continuous innovation.

SABB's governance structure follows best governance practices. The board brings together considerable local and international expertise and included four independent members at the end of 2020. In addition, SABB is recognized as the first Saudi bank to appoint a female chair. The board together with an extremely diverse senior management team have navigated the integration through unchartered territory during 2020, with the global COVID-19 pandemic creating challenges and uncertainty that will remain in our memories for some time to come.

SABB aims to have a positive impact on Saudi society. During 2020, SABB implemented SAMA's various initiatives to support the private sector and in particular the MSME segment and also supporting retail customers working in the healthcare sector, both through providing payment deferrals. SABB also contributed SAR 27 million across the Ministry of Health's COVID-19 fund and the Ministry of Human Resources Development Fund.

Together- SABB's merger with Alawwal Bank

The merger between SABB and Alawwal Bank, is the bringing together two of Saudi Arabia's best established and most trusted financial institutions, and a milestone moment for the Saudi capital market.

A compelling opportunity

With a larger combined balance sheet, the bank has enhanced scale to serve its diverse customer base and is positioned to be where the growth is. We will play an instrumental role in supporting the Vision 2030 economic transformation program, supporting the financing of infrastructure projects, the development of the capital market, the prioritization of public services and assets, and the creation and building of new sectors of the economy.

The merger strengthens SABB's position in retail and SME lending, supporting the expansion of long-term savings, improvement in financial literacy, and the increase in home ownership. With its greater scale, the merged bank will capture new opportunities and existing relationships can be strengthened through increased cross-selling and an enhanced product offering. The combination also creates efficiency gains to enhance returns.

SABB enjoys a unique position in the sector, from partnership with the HSBC banking group through which we provide our customers with a global network of expertise and opportunity.

The value proposition will bolster and accelerate growth by increased capacity applied to investment priorities, such as digital, and the merged bank will offer exciting career opportunities to attract and retain talent. Meanwhile, an unwavering commitment to the quality and diligence of the integration process will ensure that business-as-usual operations continue to operate at the highest standards.

Strategy 2025

During 2020, SABB's board embarked on a detailed review of the go-forward strategy and the steps that need to be taken. The new strategy will enable SABB to build on its market share, improve financial performance and see a return to top tier performance on key ratios while supporting and benefitting from the Kingdom's Vision 2030 economic transformation program.





CREATING JOBS AND PROVIDING RETURNS TO INVESTORS



Established by His Royal Highness Prince Alwaleed bin Talal Al Saud in 1980 in Riyadh Saudi Arabia, Kingdom Holding Company (KHC) has been ranked as the largest Private company in Saudi. Kingdom Holding

www.kingdom.com.sa Year company founded: 1980 Number of employees: 13

Market capitalization: SAR 29.46 billion



Talal Ibrahim Al Maiman CEO, Kingdom Holding

53%

Percentage of women in the workforce

Since its establishment, Management has been committed to a prudent Investment strategy with the aim to maximize shareholder's return and diversifying its sources of income within acceptable risk parameters by investing in high-quality assets in various sectors globally. The company's management is proud to have achieved this prestigious standing as the largest private Saudi company that operates its business activities from the Saudi Capital in accordance with the directives of the leadership of the kingdom of Saudi Arabia.

Having always had a strong conviction in the stability and strength of the Saudi economy, KHC has doubled its strategic investments domestically, by adding high quality assets to its unique portfolio in promising sectors such as real estate, healthcare, education, and aviation. KHC remained committed to listing its shares on the Saudi Exchange instead of international exchange despite having the option and the profile that would enable it to list internationally. The company has always believed the Saudi Exchange is one of the best exchanges to list on giving the liquidity, depth and stability it offers.

We seek to expand our business by contributing to new sectors while maintaining the strength of our business performance



The company went public on the Saudi Exchange in 2007 and was one of the largest public offerings on the regional level, to prove to foreign investors the attractiveness of the Saudi capital market.

The company's board of directors has worked to develop, oversee, and support the company's global investment strategy and continues to review its priorities and strategy. This was evident in the wake of the global financial crisis of 2008, which struck the global economy, yet the company was successful in maintaining its position as a leader in the investment world, and continued to strengthen its investment and commercial relationships with leading domestic and international banks. With the announcement of the Kingdom's Vision 2030, KHC anticipated significant positive changes, which led to its decision to acquire a sizeable stake in Banque Saudi Fransi (BSF) while redeploying capital which had been invested in international assets to support the Kingdom's economy and benefit from a promising domestic investment environment. In addition, and as part of its key objectives, the company's management has continued to support and develop local talents achieving Saudization rates up to 93% by the end of 2020, of which 53% has been female workforce.

More recently and in continuation to our commitment to the Kingdom of Saudi Arabia and our leadership, the Custodian of the Two Holy Mosques and His Royal Highness the Crown Prince, may God protect them, KHC has always been on the forefront of committing resources to support the government's efforts to mitigate the negative impact of the Coronavirus pandemic.

With the grace of God and our experience in managing risk and deploying capital in solid blue-ship assets in a well-diversified manner, the company has managed to overcome the exceptionally challenging economic environment that affected the global economy.



AN A-CLASS REINSURER



Saudi Re is a full-fledged reinsurance company that specializes in facultative and treaty reinsurance solutions in property, engineering, liability, marine, motor, life, and health lines. Established in 2008, it has a paid-up capital of SAR 891 million (\$ 237.6 million) and operates from Riyadh with a branch in Malaysia.

Saudi Re

www.saudire.net Year company founded:2008 Number of employees: 92

Market capitalization: SAR 1.224 billion

The Kingdom's Sole Reinsurer

Saudi Re was established in 2008 as the first specialised licensed reinsurance company in the Kingdom, taking advantage of its presence in a G20 economy and one of the world's highest growth insurance markets. The company underwrites facultative and treaty risks on a proportional and nonproportional basis. Saudi Re focuses on key lines of business including property, engineering, liability, marine, motor, life, and health.

Being the only specialized reinsurer in the Kingdom provides a competitive advantage for Saudi Re, which offers opportunities for growth and development. Saudi Re has capitalized on this domestic advantage in building a strong entity, which has served as stepping stone for expansion to global markets.

Saudi Re is rated A3 with a stable outlook by the credit rating agency Moody's and AA+ by its Saudi equivalent, Tassnief. These excellent ratings reflect Saudi Re's strong brand and market position in Saudi Arabia as well as a growing presence in its target markets of Asia, Africa and Lloyd's. In addition, the ratings highlight the strong asset quality, good capital adequacy, and debtfree capital structure.

Saudi Re capitalizes on the advantageous position of being the only licensed reinsurer in the Kingdom, a progressive G20 economy with high potential for (re insurance and risk-transfer solutions. As a domestic reinsurer, Saudi Re benefits from the local retention regulations and exemption from withholding tax. This was reaffirmed by assigning Saudi Re the exclusive reinsurer of the newly mandated inherent defects insurance program, which applies to all private construction projects.

International Presence in + 40

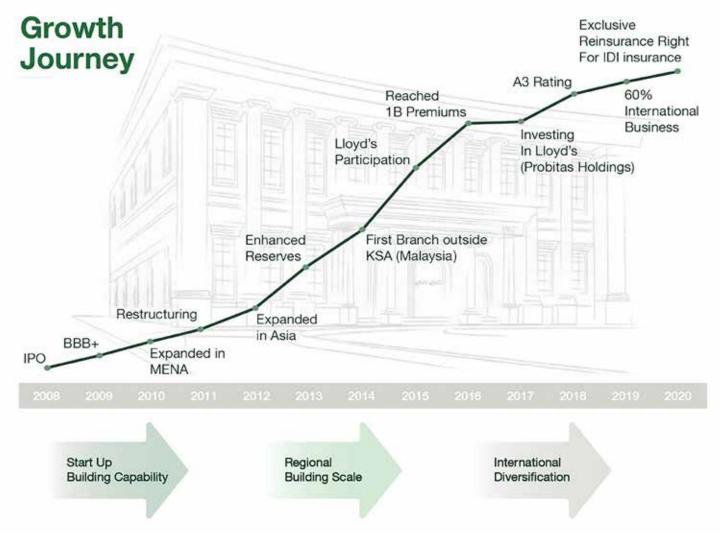
Markets, Representing 63% of Saudi Re Portfolio

Beyond the home market, Saudi Re has established a strong foothold in the international reinsurance market, driven by growth and diversification objectives. in 2020, international business represented 63%percent of the company's portfolio, coming from more than 40 markets across the Middle East, Asia, Africa, and Lloyd's of London in the UK.

In addition, since 2017, Saudi Re has held 49.9 percent of the shares of Probitas Holdings (Bermuda) Limited, which owns Probitas 1492, a syndicate at Lloyd's of London specialising in property, construction, and casualty (re)insurance solutions. Probitas 1492 writes business across the UK and Europe, the Middle East and Africa, Asia, Latin America, and Canada, with a focus on high-growth markets,

Integrating ESG

Saudi Re is the first company in the Saudi insurance market to issue a sustainability report based on UN SDG's. Saudi Re sustainability framework builds on six pillars: national contribution, strong governance and economic performance, responsible customer relations, environmental protection, sustainable insurance, and community care.



Clear Growth and Diversification Strategy

Saudi Re strategy evolves around five strategic pillars:

- 1. Achieve an economically-scaled book of business that is resilient against large/cat losses, absorbs operational expenditure and generate investment income.
- Maintain a well-balanced reinsurance portfolio with spread geographical presence and diversified lines of business resulting in sustainable technical earnings and controlled concentration and accumulation risks.
- 3. Foster solid and long-term relations with clients, brokers and partners based on mutual benefits and aligned interest.
- 4. Build and acquire competent technical, analytical, operational, technological, financial and human capabilities to serve the stakeholders
- 5. Achieve financial soundness that is translated to a solid capitalization, optimized solvency and technical reserves, diversified streams of revenue, and strong credit rating.

Saudi Re's rapid expansion and noticeable progress were enabled by it's strong financial position, close client relationship, technical capabilities and its proximity to promising markets.

With as asset base nearing SAR 2.9 billion (USD 773 million) and capital of SAR 891 million (USD 237.6 million), Saudi Re ranks among the strongest reinsurance companies in the Middle East in terms of capital and financial strength.

Vision 2030 provides opportunities for the insurance industry and for Saudi Re. Saudi Re plays a role in the protection of national assets, security against catastrophic events and supporting the non-oil GDP growth through the expansion of its international business.

Looking ahead, a new growth chapter is unfolding for Saudi Re, for which it has prepared a clear strategy capitalising on its accumulated experience and strong competitive position, driven by a strong desire to achieve and maintain shareholders' interests.

BANKING ON TECHNOLOGY

مصرف الإنماء alinma bank

Alinma Bank is a fully Shariah-compliant financial institution that strives to deliver forward-thinking, innovative, and exemplary products and services that meet the needs of retail and corporate customers alike. It works hard to demonstrate that Shariah-compliant products and services are up to the market expectations.

Alinma Bank

www.alinma.com Year bank founded: 2006 Number of employees: 2461

Market capitalization: SAR 32.36 billion

The bank's strong leadership, together with its executive management team, continues to successfully navigate an evolving banking sector.

Disruptive technologies, demographic and cultural shifts, the digitization of the customer experience, the development of new sectors such as sports and entertainment, and the demand for SME financing all present challenges and opportunities going forward.

In response, Alinma has developed one of the most advanced banking infrastructures in Saudi Arabia in terms of technological capabilities, branch network, self-service channels, and product and service innovation. For example, it has launched Apple Pay and has its own dedicated FinTech subsidiary.

This commitment to technological advancement, coupled with its Saudi Exchange listing, allows Alinma Bank to stand out as a leading Saudi institution that meets market challenges head on, and reaps the benefits of delivering on its promise to customers.

Alinma is mostly owned by individual and private institutional investors, with no single individual or institution holding a controlling stake. It remains committed to treating its customers as true partners, and devotes significant time and resources to exemplary hiring, onboarding, and skill and leadership development efforts in order to maintain a first-rate workforce that is fully engaged on behalf of customers.

The bank also allocates up to 1 percent of its profits to corporate social responsibility programs, and challenges itself to make that spend truly effective and impactful. This combination of market-leading technology, customer service, and social responsibility explain why Alinma Bank was named Islamic Bank of the Year by The Banker magazine (a Financial Times publication) in 2018 and 2019.

Alinma Bank... We Care

Alinma Bank has always strived to be an example of truly modern, Shariah-compliant banking. Since its establishment in 2006 and public launch in 2009, the bank has focused on showing that Shariah compliance does not diminish service quality or overall operational and financial excellence. To achieve this, Alinma has invested time and resources into rigorous Shariah research and technological advancement with a focus on the digitization of the customer experience and digital transformation.

The list of recent accomplishments is exhaustive: the launch of Apple Pay and mada Pay (Android); the launch of 24/7 digital branch banking; the launch of online current account opening with digital personal authentication in cooperation with the Ministry of Interior, the launch of the Alinma Express transfer service in cooperation with Western Union, and the launch of NFC ATM withdrawals. Behind the scenes, Alinma has migrated its data warehouse to an Active-Active model, whereby storage redundancy is now a non-issue with all but guaranteed 100 percent uptime for all digital channels.



In regards to Shariah-compliance, Alinma Bank has prized transparency and cooperation above all else, resulting in the bank becoming a trusted source of Shariah rulings. Putting these concepts into action, Alinma has published a three-volume compendium of its Shariah rulings, dating back nearly 10 years. Recently, it released version 2.0 of its Shariah app, with the sole intent of uplifting the sector and assisting researchers, demonstrating the practical thinking taking place at a major Shariah-compliant bank.

These actions send the clear message that consumers do not need to sacrifice anything to experience the best service with a Shariah-compliant bank.

Alinma Bank's growth and evolution continues. In 2019, the bank launched its Fintech subsidiary, the Mazaya rewards program, and added several new branches as part of its mission to grow its presence across the entirety of a rapidly developing Kingdom, as well as in the three major urban hubs.

Alinma has also continued its ongoing support of Vision 2030 and other key government initiatives. In 2018, it was a winning participant in the Riyadh Metro naming rights bidding process. With its successful bid, Alinma will have a station named after it as part of the Riyadh Metro station network. This means that Alinma is reaching out to the public via a crucial public transportation initiative that will generate significant traffic in train stations. Alinma sees this a key opportunity to grow its retail business and to capitalize on new opportunities with SMEs and other key sectors.

Alinma Bank allocates up to 1% of its profits to corporate social responsibility programs

Alinma has also supported government through the structuring of the its Sukuk program. Alinma has always been a strong advocate for Sukuk, and having the government place its trust in Alinma as a "primary dealer" for local government securities was a landmark achievement.

Alinma Bank is proud to make outsized contributions in the Saudi market. Though a comparatively new bank, it continues to perform with remarkable sustainability and consistency, which reflects its unique role among Saudi banks. Being majority owned by Saudis themselves, and without a single majority shareholder, Alinma is truly a bank for the people. Alinma is a bank that understands the synergies that emerge when an institution lives up to the promise of Shariah-compliance, while simultaneously implementing best practices and leveraging the latest technological innovations, all executed within an environment that champions excellence and service to others.

Alinma looks forward to even greater prosperity as Saudi Arabia pushes further into the 21st century and draws ever closer to the fulfilment of Vision 2030.

FINANCIALS SECTOR

Banks

Alinma Bank

www.alinma.com

Sector: Financials (Banks)

Region: Riyadh Contact info: Khaled AlMohsen

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Saudi National Bank

www.snb.com Sector: Financials Region: Riyadh Contact info: Abdulbadie Alyafi

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a.alyafi@alahli.com

Al Rajhi Bank

www.alrajhibank.com Sector: Financials (Banks)

Region: Riyadh Contact info:

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AltimyatFF@alrajhibank.com.sa alghathbara@alrajhibank.com.sa

Arab National Bank

www.anb.com

Sector: Financials (Banks)

Region: Riyadh Contact Info: Omar Hamadnah

+966 503292307 / +966 11 402 9000 Ext. 2607

omhamadnah@anb.com.sa

Bank Aljazira

www.baj.com.sa

Sector: Financials (Banks)

Region: Jeddah Contact info: Issam Aljeddawi

+966 504626261 / +966 12 609 8394

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Bank Albilad

www.bankalbilad.com Sector: Financials (Banks)

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Banque Saudi Fransi

www.alfransi.com

Sector: Financials (Banks)

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+966 555914224 / +966 11 289 1427

AAlblali@alfransi.com.sa

Riyad Bank

www.riyadbank.com Sector: Financials (Banks)

Region: Riyadh Contact info: Ibrahim Almuhana

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ibrahim.al-muhanna@riyadbank.com investor.relations@riyadbank.com

Saudi British Bank

www.sabb.com

Sector: Financials (Banks)

Region: Riyadh Contact info: Mathew Pearce

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mathewpearce@sabb.com

Saudi Investment Bank

www.saib.com

Sector: Financials (Banks)

Region: Riyadh Contact info: Mahdi Alyami

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Mahdialyami@saib.com.sa

Diversified Financials

Al-Baha Investment and Development Co.

www.albahacompany.com

Sector: Financials (Diversified Financials)

Region: Baljurashi Contact info: Ibrahim Khlaib

+966 505118818 / +966 11 222 3040 / +966 11 464 8418

ceo@albahacompany.com

Aseer Trading, Tourism and Manufacturing Co.

www.aseercorp.com

Sector: Financials (Diversified Financials)

Region: Jeddah Contact info: Ahmed Al-Sand

+966 504119412 / +966 11 235 3399 (116)

ahmed_alsanad@aseercorp.com

Kingdom Holding

www.kingdom.com.sa

Sector: Financials (Diversified Financials)

Region: Riyadh Contact info: Yaser AlMehsen

+966 555415151 / +966 11 211 1111

ysa@kingdom.com.sa

Saudi Advanced Industries Co.

www.saic.com

Sector: Financials (Diversified Financials)

Region: Riyadh Contact info: Ayd Alshammri

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A.Alshammary@saic.com.sa

Insurance

Al-Ahlia Insurance Co.

www.alahliarsa.com

Sector: Financials (Insurance)

Region: Riyadh Contact info: Ayid Alhuzaimi

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A.Alhozaimi@alahlia.com.sa

Alahli Takaful Co.

www.alahlitakaful.com

Sector: Financials (Insurance)

Region: Jeddah Contact info: Leena ELQaisi

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Al Alamiya for Cooperative Insurance Co.

www.alamiyainsurance.com Sector: Financials (Insurance)

Location: Riyadh Contact info: Bader AL Enazy

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bader.alenazi@sa.rsagroup.com

Alinma Tokio Marine Co.

www.atmc.com

Sector: Financials (Insurance)

Region: Riyadh Contact info: Rayan Almotwa

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r.almutawa@atmc.com.sa

Al-Etihad Cooperative Insurance Co.

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Sector: Financials (Insurance)

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Aljazira Takaful Taawuni Co.

www.ajt.com.sa Sector: Financials Region: Jeddah Contact info: Investor Relations

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Ext. 8385/8358/8577 IR.inquires@ajt.com.sa

Allianz Saudi Fransi Cooperative Insurance Co.

www.allianzsf.com

Sector: Financials (Insurance)

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Al-Rajhi Company for Cooperative Insurance

www.alrajhitakaful.com Sector: Financials (Insurance)

Region: Riyadh Contact info: Moayad Al Hodaithy

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malhodaithy@alrajhitakaful.com

Amana Cooperative Insurance Co.

www.amana.sa

Sector: Financials (Insurance)

Region: Riyadh Contact info: Ali Jazar

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a.jazzar@amana-coop.com.sa

Arabia Insurance Cooperative Co.

www.aicc.com

Sector News: Financials (Insurance)

Region: Riyadh Contact info: Adeel Al Faraj +966 11 21 53360 asalfaraj@aicc.com.sa

Arabian Shield Cooperative Insurance Co.

www.der3.com

Sector: Financials (Insurance)

Region: Riyadh Contact info:

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AXA Cooperative Insurance

www.axa-cooperative.com Sector: Financials (Insurance)

Region: Riyadh Contact info: Waleed Alhabradi

+966 504473874 / +966 11 477 6706 waleed.alhabardi@axa-cooperative.com

Bupa Arabia

www.bupa.com.sa

Sector: Financials (Insurance)

Region: Jeddah Contact info: Mohssen Jouhar

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Mohsen.Jawhar@bupa.com.sa

Buruj Cooperative Insurance Co.

www.burujinsurance.com Sector: Financials (Insurance)

Region: Riyadh Contact info: Nariman Alsaleh

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Chubb Arabia Cooperative Insurance Co.

www.chubb.com

Sector: Financials (Insurance)

Region: Al Khobar Contact info: Ghaleb Zummari

0555480722 / 0138047620 Ghaleb.Zummari@Chubb.com

Gulf General Cooperative Insurance Co.

www.ggi-sa.com

Sector: Financials (Insurance)

Region: Jeddah Contact info: Abdullah Magboul

+966 505652053 / 920001862 Ext 8984

amagboul@ggi-sa.com

Gulf Union Cooperative Insurance Co.

www.gulfunion.com

Sector: Financials (Insurance)

Region: Dammam Contact info: Asama Alhashim

+966 562343222 / 920029926 OAlHashim@gulfunion-saudi.com

Malath Co-operative Insurance

www.malath.com

Sector: Financials (Insurance)

Region: Riyadh Contact info:

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Salama Cooperative Insurance Co.

www.salama.com

Sector: Financials (Insurance)

Region: Jeddah Contact info: Ahmed Mirdad

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Saudi Re for Cooperative Reinsurance Co.

www.saudire.net

Sector: Financials (Insurance)

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Saudi Arabian Cooperative Insurance Co.

www.saico.com.sa

Sector: Financials (Insurance)

Region: Riyadh Contact info: Abulrahman Alsaad

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Saudi Enaya Cooperative Insurance Co.

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Sector: Financials (Insurance)

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Saudi Indian Company for Cooperative Insurance

www.wafainsurance.com Sector: Financials (Insurance)

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Solidarity Takaful

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Sector: Financials Region: Riyadh Contact info: Saif Aldeen Obaid

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The Company for Cooperative Insurance

www.tawuniya.com.sa/ Sector: Financials (Insurance)

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The Mediterranean and Gulf Insurance and Reinsurance Co.

www.medgulf.com

Sector: Financials (Insurance)

Region: Riyadh Contact info: Ahmad Alhumaid

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United Cooperative Assurance Co.

www.uca.com

Sector: Financials (Insurance)

Region: Jeddah Contact info:

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Walaa Cooperative Insurance Co.

www.walaa.com

Sector: Financials (Insurance)

Region: Al Khobar Contact info:

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Wataniya Insurance Co.

www.wataniya.com

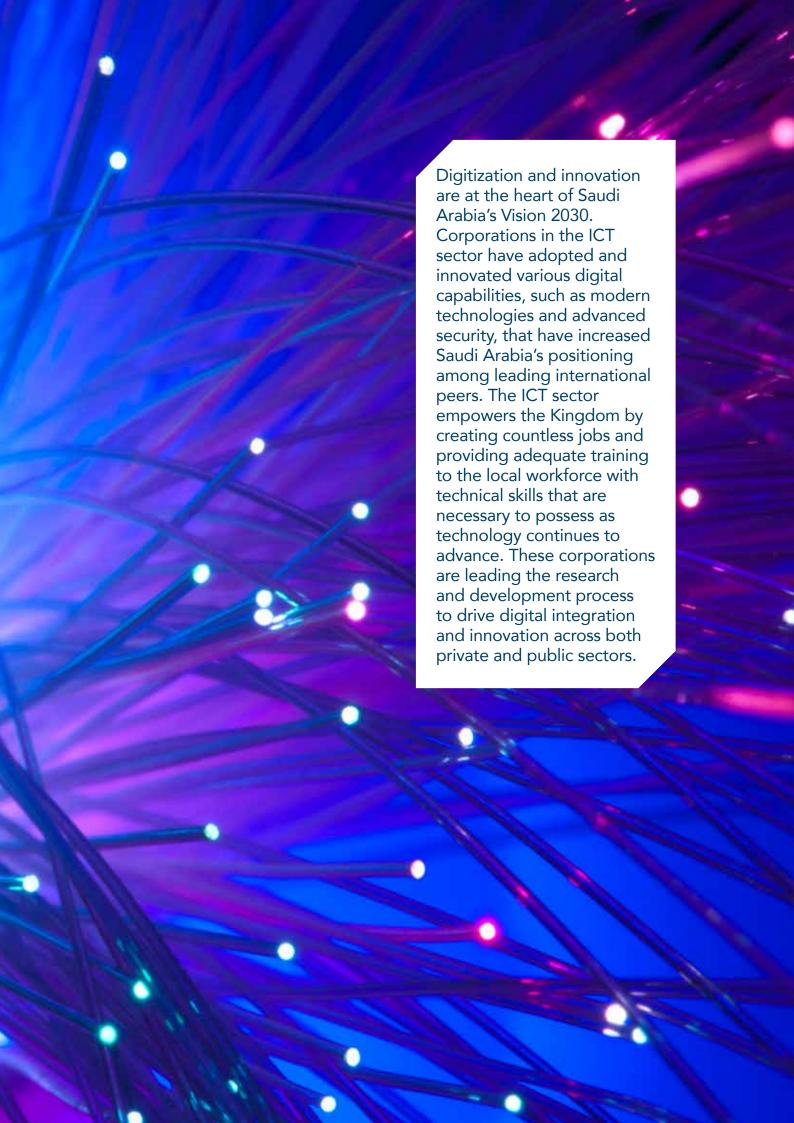
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LEADING DIGITAL TRANSFORMATION

Sic

Saudi Telecom Company (stc) was established in 1998 and is today considered a leading digital enabler to the private and public sector locally and regionally. Aside from operating the largest modern mobile network in the Middle East, its activities also have a major positive impact on the Saudi Arabian economy.

Saudi Telecom Company (stc)

www.stc.com.sa

Year company founded: 1998 Market capitalization: SAR 212 billion



Eng. Olayan Mohammed Alwetaid CEO, STC Group

We will judge our success by our value creation, not only to shareholders but also to the community, strategic partners and the Kingdom's Vision 2030." "Our vision has consistently been to enable the digital transformation in the MENA region by developing and providing innovative services and platforms to our customers," said Olayan Mohammed Alwetaid, stc Group CEO.

stc considers itself the backbone of the digital transformation program that is a significant part of Saudi's 2030 Vision. The company is ideally positioned to collaborate with the government to successfully deliver infrastructure, human capital, and sophisticated technology backed with its financial strength. Managing these interconnected partnerships between the public and private sectors is one of stc's strengths and will allow the company to establish long-lasting relationships with the local and international public.

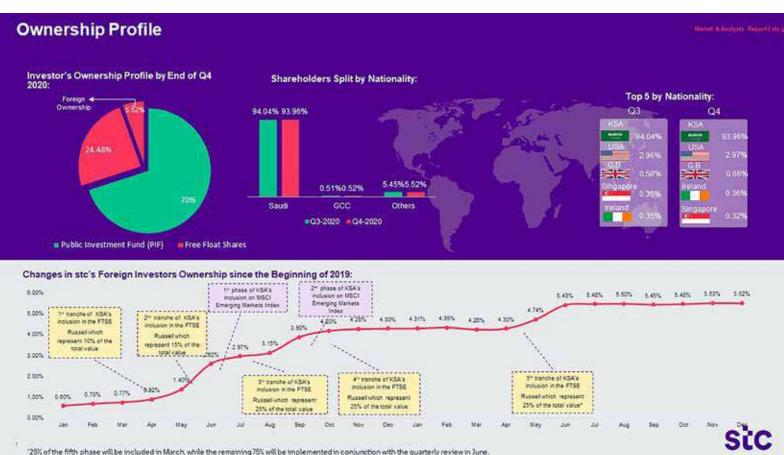
stc hopes that the new brand identity it unveiled in 2019 will allow it to capitalize internationally on its success, Alwetaid reflected, "stc's new brand identity marks a new journey in digital services we are embarking on to enrich the lives of our customers and employees. The new brand is in line with the company's progress in the digital transformation of digital payments, media, and entertainment, in order to keep up with the digital revolution and rapid changes in the communication and information technology sector. Lastly, the new identity also enhances stc brand value as one of the most valuable brands in the Middle East in 2020 according to Brand Finance."

Vast fiber-optic network that spans over 229,000 kilometers, along with 4,000 5G deployed by end of 2020



1st

Digital operator to introduce FinTech initiatives in the region



Investing into non-core markets has brought success for stc, and the company was the first digital operator to introduce FinTech initiatives in the region, which led to the development of its own mobile wallet stc Pay. The company is maintaining its innovative edge with its current push to launch its 5G network across the region.

Furthermore, it continues to be at the forefront of the industry as it invests heavily in research and development (R&D), enabling it to quickly adopt new and innovative approaches, thereby allowing it to enhance its products and services for customers. stc Solutions, a subsidiary of stc, serves as the ICT, R&D and innovation hub for the group. As part of its recent brand relaunch, all of stc business units have come together under one brand to establish simpler and stronger relationships with customers domestically and internationally.

As part of the company's contribution to the local communities and its support of young entrepreneurs, stc launched a variety of programs within its

sustainability plan, including InspireU, the Kingdom's first corporate incubator and accelerator for ICT and digital startups. stc contributed a total of almost SAR 4.06 billion to these programs and the development of InspireU, has helped support the development of startups that have helped create around 160,000 jobs and which have 16 million users.

Outlining stc aspiration, Alwetaid continued, "As one of the key digital players in the region, we aim to achieve sustainable growth through diversifying our sources of income to further maximize our shareholder's value, while at the same time enhancing the customer experience.

And finally, when asked how he will judge stc success, Alwetaid said, "We will judge our success by our value creation, not only to shareholders but also to the community, strategic partners and the Kingdom's Vision 2030."

About Saudi Telecom Co.

Saudi Telecom Co. (stc) operates the largest modern mobile network in the Middle East. It covers more than 99% of Saudi Arabia's populated areas and provides 4G mobile broadband to around 90% of the population. As the region's leading digital enabler, the company offers services to both enterprise and consumer customers through a fiber-optic network that spans 229,000 kilometers and is expanding.

The group was also among the first in the Middle East and North Africa region to launch 5G networks and is considered one of the fastest globally in deploying the technology – it deployed 4,000 5G towers by end of 2020.

A market leader in terms of both mobile and fixed subscribers, stc is also a strong regional player in the Internet of Things, managed services, systems integration, cloud computing, cyber security, big data analytics and artificial intelligence.

The Group's investments include 100 percent ownership in stc Bahrain, 51.8 percent stake in stc Kuwait and a 25 percent stake in Binariang GSM Holding in Malaysia, which owns 62 percent of Maxis in Malaysia. The company has twice won the Excellence Award in Corporate Governance, awarded by King Faisal University.

One of the largest companies in the Middle East by market capitalization and with customers around the world, stc has been ranked among the world's top 50 digital companies by Forbes. It also has strong credit ratings from both S&P (A-) and Moody's (A1). Its underlying financial strength – revenue was SAR 58.95 million in 2020 – means the company is well positioned to act as Saudi Arabia's digital enabler as the Kingdom works toward the goals of its Vision 2030 strategy.

Key facts

stc is the leading telecommunication services provider in the country, with strong regional presence which enabling stc to deliver a variety of distinguished services to all customers while delivering growth to shareholders.

- Consistent history of success and delivering growth in key metrics
- Strong market position in KSA and an expanding presence in key regional growth markets in which stc can leverage its expertise in the sector
- Operating in growth markets domestic and regional trends driving adoption of mobile, broadband services and cloud computing
- Innovative solution delivery for customers across fixed mobile data products and business sector services
- Strategic approach to costs stc is leveraging its investment in NGN networks and international markets to create synergies that will reduce future OPEX
- Strong balance sheet and healthy cash flow well placed to gain access to substantial levels of debt to fund future investments if needed

Our vision:

stc is a world-class digital leader providing innovative services and platforms to its customers and enabling the digital transformation of the MENA region.

We DARE to reach

The company's DARE Strategy is to strengthen its position as a leading telecom and ICT company. The below outlines the key focus areas and strategic ambitions that guides stc in pursuing its purpose:

Digitize stc

Digitally transform stc operational capabilities

- Transform stc into a data driven organization
- Become an agile technology delivery company
- Digitize stc internal journeys to improve experience, enhance performance, and drive efficiencies

Accelerate core asset performance

Extract more value from its core assets and traditional segments

- Instill culture change
- Lead market in digital services
- Drive fixed consumer take-up
- Improve data economics
- Grow B2G and B2B SME segments
- Drive further efficiencies











| J | | | |
|--|---------|-------------|--|
| Introduction of DSL services. | 2003 | 1998 -2003 | 1998 Company Incorporation. stc IPO (December, 2002) |
| • Increased capital from SAR 15 billion billion. | 2006 | 2005-2006 | 2005 10 million mobile subscriber mark; Launch of 3G and 3.5G mobile technology. |
| | 0000000 | 2007-2008 | 2007 Stack acquisition in MAXIS Communications and its operations in Indonesia & India; Won third mobile license in Viva Kuwait. |
| Stake acquisition in Soger; Launched Indonesian operation under the name AXIS. | 2008 | 2009-2010 | 2009 - 3 rd mobile license in Vriva Bahrain. |
| services. | 2010 | 2011-2012 | 2011 Acquired 60% stake in Sale Communication; Share Increase in AXIS Indonesia and Integral; Launched IPTV services in Saudi Arabia. |
| 2012 Fiber Optic in Saudt, Reached more than 500 residents. | 2012 | 2 2013-2014 | G 5 6 9 |
| SAR 5 billion Sukuk program offering (1st series was SAR 2 billion) | 2014 | | yy. |
| Share increase in VIVA Kuwait up to 51.8% and Sale Co to 100%. | 2016 | 2015-2016 2 | 2015 stc became an ICT integrated player in the region. |
| e in comprehensive settlement settlement with the agreement with the Government, Announcement of new Dividend Policy; Launch of stc PAY. | 2018 | 2017-2018 | stc ranked as most valuable brand in Saudi Arabia; Establishment of STV with \$500 million capital. |
| ristve credit rating by SIMAH Rating by SIMAH Rating Agency Tassnief. Sale equity stake of 15% in stcPay to Western Union with a value of SAR 750 million (USD 200 million). | | 2019-2020 | 2019 SS billion international Sukuk program offering. Establishment of Tawal Company. Launching SG services; Launched the new branding of stc; Uber acquisition of Careem (in which stc owns a direct stake of 8.8% and an indirect stake of 9.3%) |

Reinvent customer experience at world class standards

Redefine customer experience through personalization of every interaction

- Lead in network QoE
- Simplify customer interactions
- Personalize the customer relationship
- Reinvent the sales channels

Expand aggressively scale and scope

Pursue concrete opportunities for growth

- Adjacent Services and applications
- Platforms
- Connectivity & infrastructure

Our strategy:

Digitalize-Accelerate-Reinvent-Expand

Digitize stc

- Instill digital mindset and unlock the potential of digital and analytics capabilities
- Transform into an agile technology company and embrace new ways of working

Accelerate Performance

- Maximize shareholder returns by transforming costs and monetizing assets
- Connect our market through leading next-gen technology and digital offerings
- Be a role model for sustainability and corporate governance
- Lead company-wide culture change and be the employer of choice for top digital talent

Reinvent Experience

- Excite customers with a seamless, personalized, and secure experience
- Be the trusted partner-of-choice for business in the region

Expand Scale and Scope

 Grow by expanding into selected growth pillars within digital services and core

Sustainability framework

stc has always been a forward-thinking and purposedriven company. However, the story of the company's sustainability journey began with the realization that unprecedented sustainability issues are increasingly impacting businesses around the world. As such, stc began developing its Sustainability Framework to ensure all aspects of its business are prepared for these emerging risks and opportunities. As such, the



company developed its Sustainability Framework that outlines seven focus areas that are most crucial for the success of its business and the greater good of its key stakeholders. By excelling in these areas, stc will be a key participant toward a sustainable future.

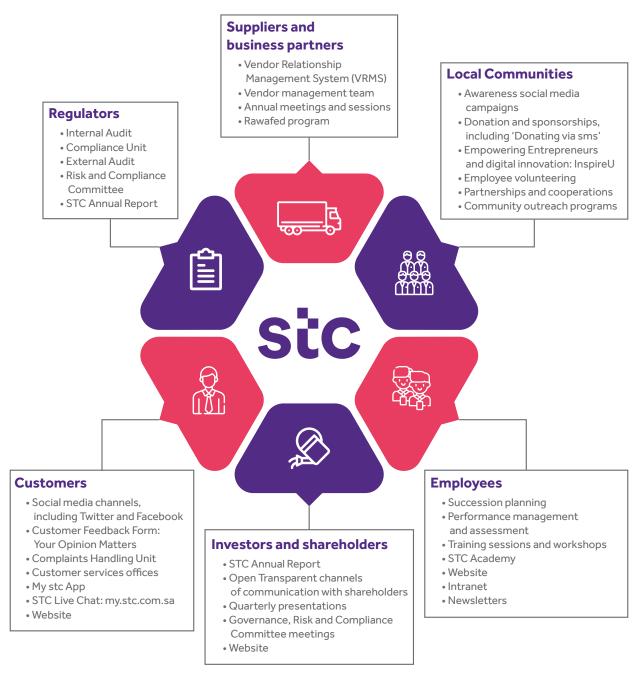
The Framework was developed through the combined

continue on previous line of the best interests of stc's key stakeholders, national and regional strategic visions and the United Nations Sustainable Development Goals (UN SDGs).

Each day, the company uses this framework to guide its decision making and improve its operations and performance. This will drive stc and its stakeholders toward a collective sustainable future where environmental, social and economic resources are managed efficiently and responsibly in a manner that creates positive value and impacts for everyone involved.

Listening to our stakeholders

stc is committed to understanding and addressing the needs of its key stakeholders through various platforms of engagement. The company values its stakeholders' perspectives and insights as it helps drive continual improvement. As a result, stc firmly believes its stakeholder engagement efforts allows it to collaboratively improve its business and develop strategies that serve a greater purpose. Further, the results of ongoing dialogues help stc identify the critical issues that matter the most to its business and key stakeholder groups. The figure below illustrates the diversity of the company's key stakeholder groups and the range of communication channels used to engage with internal and external stakeholders.



Awards and recognition

- Wins the best application of Customer Experience Management program Award 2020.
- Ranked among the world's top 50 digital companies and the first in the MENA in 2019 according to Forbes magazine
- First company headquartered in Saudi to be accredited by CREST for penetration testing services.
- Won the best mobile coverage award by Speedtest.
- Won the fastest 5G and mobile network award by Speedtest.

- Mystc app received the 'App of the Year' Golden Award at the Network PG's 2019 IT World Awards Analytics, and Data Discovery categories
- King Abdulaziz Quality Award (Golden Level) in 2019
- Won the Business Supporter award at the Social Media Summit
- EIPM, Inspiring Practice of Digitization and Big Data
- Procurement Leaders, Innovation Award
- Procurement Leaders, External Collaboration Award

LEADING THE WAY IN TELECOMS

موبایلي Mobily

Etihad Etisalat Co. (Mobily) is a telecoms company providing integrated services to individuals, businesses and carriers. Its network reaches all of Saudi Arabia's major cities, ending a monopoly in the country's wireless industry by providing mobile telecommunications services nationwide. Acquiring over one million subscribers in its first 90 days of operation in 2005, Mobily was named the Middle East and North Africa's fastest growing mobile operator in 2006.

Since winning Saudi Arabia's second GSM license in 2004, the company's growth has been characterized by a series of significant strategic acquisitions. In 2008, it acquired Bayanat al-Oula, a licensed data service provider, and later that year it acquired an absolute majority stake in Zajil, the leading Saudi internet service provider. It also owns 66 percent of the Saudi National Fiber Network.

Mobily has been listed on the Saudi Exchange since 2004 and has share capital of SAR 7,700 million. The listing helps to highlight its activities through media coverage and analyst reports, promoting the brand and attracting new investors. It also promotes transparency and good governance, which are essential as the government seeks partnerships with the private sector to focus on initiatives such as extending high-speed broadband.

Telecom operators are facing challenges in the form of rapid regulatory and market changes. Under the leadership of CEO Salman Bin Abdulaziz Al Badran, Mobily aims to be the first to introduce innovative new products and services, seeking to meet the demands of increasingly sophisticated young Saudi consumers. Innovation is the key to success and Mobily has undertaken recent initiatives to increase the speed of access and service delivery, as well as lay the foundations for the next generation of mobile technology.

The company has a strong focus on employing and training Saudi talent, and 84 percent of staff are Saudi nationals. Mobily also carries out continuous engagement with the local communities in the form of corporate social responsibility initiatives.

Etihad Etisalat Company (Mobily)

www.mobily.com

Year company founded: 2004 Number of employees: 4,306

Market capitalization: SAR 22.06 billion

84%

Of workforce are Saudi nationals

About Etihad Etisalat Co. (Mobily)

Corporate Message:

With our new vision to 'Empower the digital economy to unlock possibilities,' we have created a north star to guide every individual across our company. As we set out on our journey to transform into the digital telco of the future, we must remain focused on our collective objectives and resilient in the face of the many challenges that we will surely encounter along the way.

Our new GAIN corporate strategy touches every aspect of our business, from our core and emerging revenue streams to the inner workings of our organization, while holding a magnifying glass to the manifold relationships that make our company what it is today and hold the key to unlocking what it can become.

Ultimately, our success in navigating our everexpanding role in the future of our nation and our partnerships with some of the most exciting local and international companies, as well as the way we engage with and create lasting value for our customers, employees and shareholders, will determine the destiny of Mobily.

What differentiates your company?

We are passionate about meeting and exceeding the expectations of our customers. Every year we look for new ways to improve our service levels with specific customer needs in mind. Raising the performance of our staff is an integral part of this ambition as we consider this program vital to responding to a dynamic market that has matured as much in the last 24 months as it has over the past decade. The pressure to enhance offers and improve customer experience is what drives us and our competitors. How we respond is what makes us different.



Foreign Investors

By adapting Investor Relations best practices, including attending conferences and improved communication with local and international stakeholders, the proportion of foreign investors on Mobily's share register reached 11.01 percent on December 31, 2020, compared to 9.86 percent at the beginning of the year.

IR practices

Mobily prides itself in being a leader when it comes to IR activity. The Mobily Investor Relations team was named the "Leading Corporate for Investor Relations in Saudi Arabia" by the Middle East Investor Relations Association (MEIRA) in 2018 and has been nominated consecutively since 2016. Mobily won the first place for the 'Best Annual Report Award - Digital Category in the Middle East' by the Middle East Investor Relations Association (MEIRA), and was also nominated for 'Best Annual Report Award – Print Category in the Middle East' and 'Best Investor Relations professional' in Saudi Arabia. The company conducts earnings calls each quarter and at the year-end, giving the investment community access to Mobily's top management as well as a better perspective about the company and its results. Moreover, the company also attends conferences all around the world to meet investors and update them on Mobily and the telecom sector in general. It values the consensus that analysts prepare and it takes that data to come away with a better understanding about how the market sees Mobily.

Finally, the company's annual report is another major responsibility of its Investor Relations team, as it is prepared in line with best practices followed all around the world and in compliance with CMA's regulations.

Mobily owns 66% of the Saudi national fiber network shares

Awards & achievements:

Mobily is proud to have received a number of highprofile awards and recognitions in 2020, honoring the progress we've made in consistently delivering marketleading service to its customers. These include:

- Mobily's won a Gold and 10 Platinum awards in the 2020 Marcom Awards competition, one of the oldest and most prestigious creative competitions in the world, which celebrates outstanding achievement in marketing and communication.
- Mobily won the first place for the Best Annual Report Award – Digital Category in the Middle East in the event organized by the Middle East Investor Relations Association (MEIRA).
- Mobily was awarded the best Data Center Service Provider in Saudi Arabia of the Year 2020.
- HRH Prince Faisal bin Bandar Al Saud, Governor of Riyadh Region honored Mobily for its technical sponsorship for Biban Riyadh 2020 Forum, as part of its efforts to enable the digital transformation of medium and small enterprises.
- HRH Prince Abdulaziz bin Saad Al Saud, Governor of Hail, honored Mobily's CEO Eng. Salman Al Badran for Mobily's technical sponsorship of the Hail Nissan International Rally.
- Mobily's CEO Eng. Salman Al Badran became a member of the board of directors of SAMENA Telecommunication Council after being elected for the period 2020-2022.

TELECOMMUNICATION SERVICES SECTOR

Communications Services

Saudi Telecoms Company

www.stc.com.sa

Sector: Communications Services

Region: Riyadh Contact info: Turki AL Ashaikh

+966 505253570 / +966 11 443 4595

talashaikh@stc.com.sa

Etihad Etisalat Company (Mobily)

www.mobily.com

Sector: Communications Services

Region: Riyadh Contact info:

Moahmmed Aljebali

+966 544852666 / +966 560314694

m.aljbali@mobily.com.sa

Mobile Telecommunication Company Saudi Arabia

www.sa.zain.com

Sector: Communications Services

Region: Riyadh Contact info: Tagreed BaHadilah +966 592443344

tagreed.bahadeelah@sa.zain.com

Etihad Atheeb Telecommunication Co.

www.go.com.sa

Sector: Communications Services

Region: Riyadh Contact info: Abdulaziz Al Mishari

+966 547478233 / +966 11 511 1555

a.almishari@go.com.sa

Information Technology

Al Moammar Information Systems Co.

www.mis.com

Sector: Information Technology

Region: Riyadh Contact info: Sarah Alotibi

+966 550050782 / +966 1205 7800

Sara.alotaibi@mis.com.sa

Arab Sea Information System Co.

www.arabsea.com

Sector: Information Technology

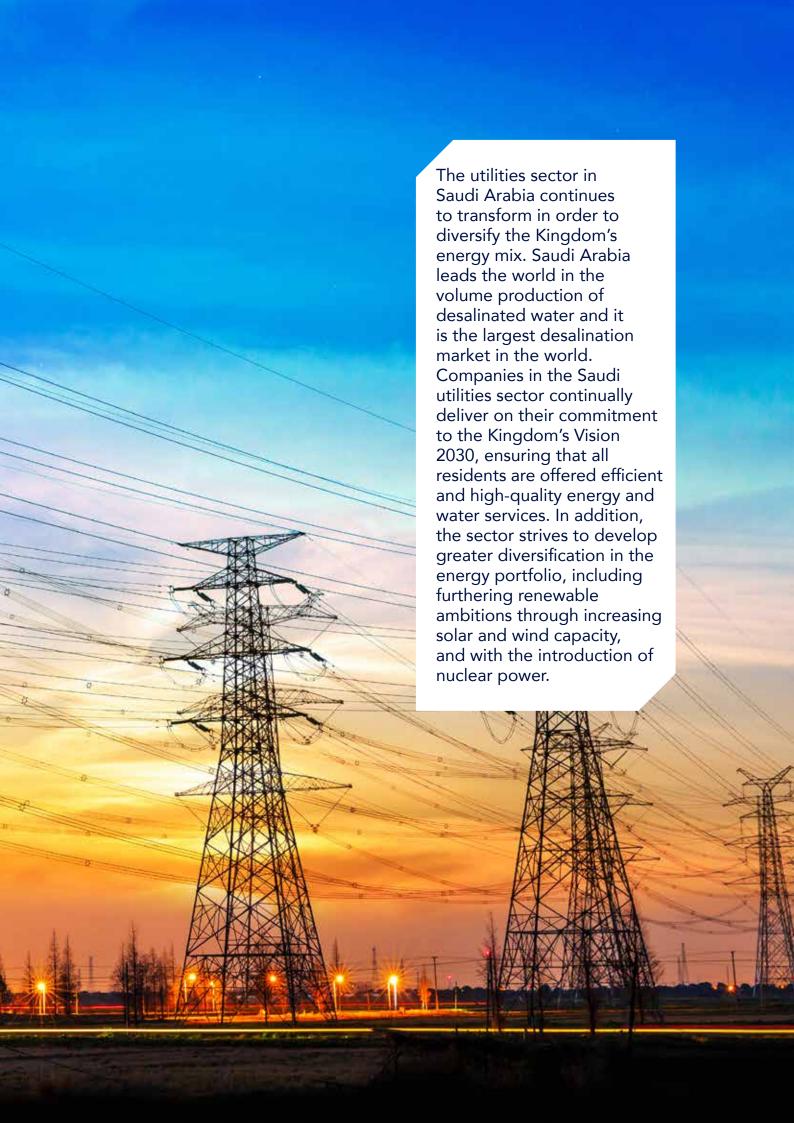
Region: Riyadh Contact info: Adel Musa

+966 505910777 / +966 920000559 Ext.: 111

adil@arabsea.com







LEADING THROUGH EXCELLENT SERVICE



The National Gas and Industrialization Company (GASCO) contribution to Saudi Arabia is extensive. It sells, transports, distributes, and markets the Liquefied Petroleum Gas (LPG). Moreover, it sells, transports, distributes, and markets gas cylinders and tanks filled and unfilled for wholesale or retail customers.

National Gas and Industrialization Co. (GASCO)

www.gasco.com

Year company founded: 1963 Number of employees: 2,249

Market capitalization: SAR 2.28 billion

GASCO refills more than 100 million gas cylinders every year. Recently, its initiatives have shifted toward ones with outcomes that mirror the goals of the Kingdom's Vision 2030, such as increasing the rate of gas utilization to boost local production. It has also received a platinum certificate (the highest available) for its success in employing Saudi nationals.

GASCO's Saudi Exchange listing supports its commitment to the highest standards of corporate governance and implementing best practices, which enable it to protect the rights of shareholders and to strengthen its relationship with them and other stakeholders.

The company continues to build for the future. Its digital, operational, and commercial transformation programs aim to ensure regional leadership and the highest standards of service for the Kingdom's gas market and best practices in areas that are intrinsic to the customer experience. In addition, it is working to increase its employees' capabilities and efficiency to support the quality of its services.

Corporate social responsibility is an important priority for the company and initiatives have included a blood donation campaign for employees and support for creative programs for disabled children.

Annual strategy

In pursuance of its vision to be a leading company in gas solutions in the Middle East, driving the sector's growth toward excellence and innovation, National Gas and Industrial Co. (GASCO) has developed a comprehensive and effective strategic action plan in 2017, while paying regard to the integration of effective investment in the gas sector and environmental conservation. GASCO's mission is to provide safe, reliable and high-quality gas solutions to customers, to add sustainable value to shareholders, to take care of the environment and society, and to contribute effectively to the nation's economy while providing a healthy working environment for the employees.

GASCO firmly believes in continuous development through strong partnerships in a fair competitive environment. To boost all the pillars of the strategy and achieve its vision, GASCO has developed four strategic transformation programs that have been approved and started to be implemented in 2018. In 2019, a remarkable progress has been made in the achievement of such transformation programs, which was as follows:

GASCO refills more than 100 million gas cylinders a year.





First:

Operational Excellence (OE) Program aiming at making GASCO the Center of Excellence (CE) in the region, supporting the development and innovation, and providing smart solutions that ensure the sustainability of supplies and operational efficiency.

Second:

Commercial Transformation Program aiming at providing the best services and solutions required by the gas market in the Kingdom and working in a competitive market that achieves the highest levels of customer satisfaction.

Third:

Digital Transformation Program (AFAQ) aiming at automating all procedures and processes in all sectors of the company. GASCO has adopted a package of projects that aims at developing security and safety systems in a line with the latest standards approved by and under the direct supervision of the High Commission for Industrial Security and by working with the best-specialized international and local companies. In addition, a package of projects that aims at improving and developing infrastructure and increasing storage capacity as well as updating and developing a fleet of vehicles and distribution trucks. The budget of those projects has exceeded half a billion riyals.

Fourth:

Human Capital Transformation Program aiming at raising the efficiency and capabilities of the GASCO's employees in order to ensure the effective and high – quality performance of tasks and responsibilities. The program also aims at attracting the national unique talents that are able to contribute to the development process by following best professional practices.

GASCO has also drawn up a detailed marketing plan targeting individuals and entities in the public and private sectors. It includes the implementation of a set of initiatives and procedures that aim at raising the level of service and customer satisfaction level by providing high-value products, technical solutions that provide service easily and quickly, and achieve direct communication with customers and relentless focus on the customer's opinion to promote our products and services.



Strategic Directions

- Companies and partnerships.
- Assets investments.
- Excellence in operation.
- Maximize the value added to customer.

GASCO Strategic Initiatives

- Operational Excellence (OE) (Cost reduction and increased efficiency)
- Digital Transformation Program (AFAQ) (Operations Automation).
- Human Capital Transformation Program.
- Commercial Transformation (Providing the best services and solutions that are required by the customer).

Main Pillars

- To make use of the available opportunities in the gas field
- To develop the services and business regarding gas distribution.
- To maintain the main activities

Enabling Factors

- Health, safety, environment, and quality.
- Effective participation in the market formation.
- Human Capabilities.
- Technology Use.

Prominent programs and projects implemented:

Operational Excellence (OE) Program

The OE program includes raising operating efficiency and effectiveness by adapting resources management and resource waste minimization.

Commercial Transformation Program

The purpose of this program is to provide the best services and solutions as well as to achieve the highest levels of customer satisfaction.

Digital transformation program (AFAQ)

All procedures and processes in all sectors are automated and completed in accordance with the highest international standards issued in the gas field.

Human Capital Transformation Program

The purpose of this program is to raise the job performance level and increase productivity, including the organizational structure restructuring according to the work requirements.

Production Lines Development Project

All the production lines in GASCO branches are developed in order for the cylinder productivity is increased and human intervention is reduced to raise the quality and safety of packaging.

Handling Zone Development Project

Stations for filling and unloading gas for tankers are established according to the highest standards of safety and security, automating the procedures and processes for filling as well as adding devices to measure gas levels according to the latest technology.

Underground (buried) Tanks Project

The strategic storage of GASCO is increased according to the international specifications and best practices for underground (buried) tanks.

Security System Development Project

An integrated security system is developed according to the latest specifications issued by the High Commission for Industrial Security to raise the security protection standards for each branch.

Firefighting System Development Project

The Firefighting System is updated according to the latest specifications issued by the High Commission for Industrial Security and international standards, in order to increase the safety standards for individuals and equipment.



UTILITIES SECTOR

Utilities Services

National Gas and Industrialization Co. (GASCO)

www.Saudiaramco.com

Sector: Utilities Region: Riyadh Contact info: Waleed Alribdi

+966 556466660 / +966 1 1250 8433

walrebdi@gasco.com.sa

Saudi Electricity Company

www.se.com.sa/ Sector: Utilities Region: Riyadh Contact info: Ahmed Aljohari

+966 551635986 / +966 1 1807 7161

SGohary@se.com.sa







UNIQUE AND COMPELLING DESTINATIONS



Alandalus Property Company was founded in 2006 and has grown its business into a market leader during a period of rapid change in the Saudi Arabian retail and property sectors.

Alandalus Property Company

www.alandalus.com.sa Year company founded: 2006 Number of employees: 83

Market capitalization: SAR 1.8 billion



Hathal Alutaibi CEO, Alandalus Property

While the commercial real estate business has undergone significant transformation and has posed various challenges for Alandalus Property, the company has quickly adjusted its business to incorporate new platforms. "The retail space has evolved at a rapid pace over the past few years, especially with the rise of e-commerce platforms and the need to understand and cater to the new trends and shifts in consumer behavior," said Hathal Alutaibi, Chief Executive Officer of Alandalus Property. "Once we recognized this challenge as a business, we revised our corporate strategy and transformed our platforms to appeal to and engage with consumers rather than retailers only."

Alandalus Property's business strategy is aligned with global trends, and Alutaibi believes the relentless focus on customer experience will protect the business from the challenges posed by the cyclical real estate industry. He notes that retail businesses need to provide a broad range of engaging activities whether it be entertainment, F&B, or fashion.

The Saudi Exchange increased exposure to communities has also showcased Alandalus Property across new markets. A defining feature of Alandalus' retail space is the deviation from traditional, singleuse locations to a modern mixed-use facility, helping to foster a social community that is central to the Saudi Vision 2030. For example, the company developed Alandalus Mall in Jeddah, which has a built-in hospital and hotel, thereby catering to a wider audience and a larger age group.



Our goal is to become the most preferred and 'top-of-mind' destination due to our advanced, modern offerings



Alandalus's activities are driven by a wider purpose that its work should be built for people to engage with, spurring broader economic development. "Government initiatives have worked towards progressing and positively transforming Saudi Arabia into a more open and inclusive space, which has allowed additional opportunities to arise, especially in the retail sector," Alutaibi commented further. "Consequently, organizations must quickly learn to adapt and transform accordingly to meet the lifestyle changes of the new, average consumer. In the retail sector for instance, the experience is shifting to include highly engaging destinations, rather than ones that strictly offer convenience. Our goal is to become the most preferred and 'top-of-mind' destination due to our advanced, modern offerings."

In line with Saudi's Vision 2030, Alandalus Property is focused on how it invests and engages local Saudi talent, and also recognizes its role in promoting greater diversity throughout the country. Alandalus empowers start-ups by providing opportunities to young Saudi retailers through the development of ideal working destinations, in addition to supporting women as they make up the majority of the workforce in the retail sector.

Alutaibi feels inspired and emboldened by the alignment of Alandalus' strategy to Vision 2030, stating that it "only supports and enhances our business model."

About Alandalus Property Company

Alandalus Property is a pioneering Saudi Exchangelisted real estate company involved in the investment, development, and operation of income-generating properties across the Kingdom of Saudi Arabia. Its mission is to develop and operate unique and compelling destinations that are differentiated by the way they engage guests, customers and communities through experiences that foster loyalty, frequency of visits, and lifetime value, ultimately driving and sustaining growth.

The company has an ambitious vision: to become the most admired and awarded developer of preferred destination spaces by leading the transformation from transactional to engagement-focused destinations in the Kingdom. To this end, it has set out to develop exceptional consumer engagement; drive footfall by enhancing the consumer experience; invest in developing projects and services that position its properties as the preferred destination for consumers; and expand its portfolio across offerings, services and developments that cater to consumer needs.

The company operates across retail, offices, entertainment spaces, hospitality, and healthcare, seeking to acquire ownership of companies and properties that fulfil its strategy and add value for shareholders. Its Kingdom-wide portfolio includes Alandalus Mall, Alandalus Mall Hotel, West Jeddah Hospital, Al Jawhara Mall, Al-Marwah Center, Salama Office Tower, Dareen Mall, Hayat Mall, Alsahafa Center, Yarmouk Center and Tilal Center and Qpic plaza.

Alandalus is committed to a wide-ranging social responsibility strategy focused around bolstering social events and programs. Its commercial destinations, in collaboration with government entities, sponsor a number of charities and community programs.

The company has also gained recognition for its success in localizing its workforce, gaining the highest green level of accreditation from the government.

Saudi nationals hold the highest managerial positions within the firm, and the company regards its efforts in this area as a national duty that will have a positive impact on the Saudi economy.

In addition, Alandalus has also invested heavily to train and develop its human capital, which has led to the company achieving an impressive record in employee retention.

Delivering for retailers and consumers across the Kingdom

Alandalus Property continues to be at the forefront of delivering for the Kingdom's consumers and its most successful retailers. Its diverse portfolio of destinations demonstrates how the business is well-positioned not only to adapt to current market challenges, but thrive during a transformative period for retail.

Alandalus' super regional destinations, such as Jeddah's Alandalus Mall, embody the ambition of the business to represent the diversity of the Saudi economy in 2021. Housing international and local brands, in addition to an elegant food court and entertainment zone, it is no surprise that the mall has become the destination of choice for both the public as well as major companies looking to rent office and retail space.

Alandalus' other regional portfolio, including Hayat Mall in Riyadh and Dareen Mall in Dammam, have also won industry acclaim for their design, development and commercial offering. Meanwhile, community malls such as Alsahafah, Telal and Yarmouk Centers continue to provide commercial exhibits and offices across many cities in Saudi Arabia, and represent the secure sustainable growth and diversity that Alandalus strives to achieve across its business.

The company is looking to the future too, with several exciting projects under construction. The establishment of a hospital, in partnership with Dr. Sulaiman Al Habib Medical Services Holding Group, for example, represents the ambitions of Alandalus to continue its track record of innovation over the next decade.

Alandalus Property was the first Saudi mall investor, developer and operator to list on the Saudi Exchange, demonstrating its commitment to corporate governance and transparency



TRANSFORMING SHOPPING AND LEISURE



Established in 2002, Arabian Centres Company (ACC) has been at the forefront of the Saudi market for organized modern retail space in the Kingdom. Its portfolio includes 21 world-class shopping centers with more than 4,000 operating units and extends across Saudi Arabia's key urban geographies, covering 10 cities.

Arabian Centres (ACC)

www.arabiancentres.com Year company founded: 2002 Number of employees: 595

Market capitalization: SAR 11.89 billion



Faisal Al Jedaie CEO of Arabia Centres Company

Faisal Al Jedaie, CEO of Arabia Centres Company CEO of Arabia Centres Company, said: "Our malls are lifestyle destinations. We continue to be the Kingdom's leading owner, developer and operator of lifestyle centers due to our ability to understand the consumer's needs and enhance their quality of life through excellent service and mutually beneficial strategic partnerships."

Saudi Arabia's continuous growth and global presence is enhancing its business sectors', specifically retail, exposure to augment resources and optimize its capital structure. The Kingdom's organized retail space remains relatively underpenetrated compared to regional and international peers. Al Jedaie sees an opportunity for ACC to capitalize: "As the only integrated retail platform in the Kingdom we expect the company to particularly benefit from the Saudi Exchange growing international profile, particularly due to the dynamism and rapid movement in the Kingdom's leisure and entertainment spaces."

While ACC's primary objective is to be the leading developer-owner of shopping centers, Al Jedaie has three strategic goals to ensure sustainable, long-term value for all stakeholders: maximize returns from the existing portfolio by enhancing yields through efficiencies and innovation; expand its gross leasable area footprint by 60 percent; and grow in line with the goals of Vision 2030.

Al-Jedaie predicts a bright future for ACC: "Saudi Arabia and the wider region have a cultural predisposition toward shopping as a key leisure activity. We see a major opportunity here with the dynamism of the Saudi retail market and are fully committed to Saudi's Vision 2030 to achieve its national objective of developing and promoting the leisure and entertainment sectors to the fullest".



Arabian Centers operates 21 lifestyle centers in 10 Saudi Cities



21

World-class shopping centers

A main area of focus for ACC is digital innovation which includes the implementation and enhancement of the shopping experience to an online platform. The company aims to be the retail sector's leader in the digital space, offering visitors a convenient and connected experience. Through the application of advanced technology to better understand a customer's needs through shopping analytics and consumer behavior, ACC can use these detailed

insights to advance the retail experience while also helping to inform its strategic investment decisions.

Additionally, maintaining sound corporate ESG practices is a key pillar of ACC's strategy, and the company has made various commitments in support of these efforts, including supporting young Saudis with programs that provide employment opportunities. ACC's current Saudization rate is above 70 percent, one of the highest rates within the Saudi real estate sector.

Al-Jedaie concludes: "Vision 2030 is perfectly aligned with our value proposition. Our mission is to provide them with a continuously improving visitor experience, to offer them new leisure experiences at our destinations and to constantly expand their scope of choice."

About Arabian Centres Company (ACC)

Arabian Centres Company (ACC) is Saudi Arabia's leading owner, developer, and operator of lifestyle shopping centers. With more than 1.2 million square meters of gross leasable area, its locations host over 4,339 stores, representing 1,100 local and international retail brands. The company's portfolio of 21 lifestyle centers covers 10 Saudi cities and over 60 percent of the Kingdom's population, welcoming over 115 million visitors annually.

ACC is ideally positioned to capitalize on the rapid transformation of the Kingdom's leisure and entertainment markets under Vision 2030. In 2019, it began to introduce cineplexes at its locations, with plans to roll out cinemas in 19 of its lifestyle centers by 2021, as well as its outdoors retail boulevard concept in Riyadh. Additionally, Vision 2030's focus on Saudization, entertainment and mobility promise to boost accessibility to ACC's lifestyle centers and drive growth in footfall.

ACC successfully concluded its initial public offering in May 2019. Its inaugural issuance of sukuk drew heavy international interest and was four times oversubscribed. ACC's Investor Relations program is notable for high levels of transparency and communication striving to meet international best practices.

The company aims to implement world-class practices in Environment, Social and Governance (ESG), with plans to issue an ESG report in 2020. Its environmental protection efforts include the centralized collection and use of rainwater for irrigation at its centers; the installation of ecology filtration systems; the use of contaminant-free construction materials; and it also plans to add solar power to its energy mix.

Furthermore, in line with Vision 2030, ACC is proud of the growing role women are playing in its workplace, its efforts to help young Saudis enter the jobs market, and its work to spread health awareness, support Saudis with special needs.

Shaping organized retail in Saudi Arabia

Since 2002, Arabian Centres Company has been at the forefront of the Saudi market for organized retail space. For shoppers and tenants alike, Arabian Centres is synonymous with modern retail in the Kingdom.

With a portfolio of 21 world-class shopping centers, our reach extends across Saudi Arabia's key urban geographies, covering 10 cities and over 60 percent of the Kingdom's population. Its 1.2 million square meters of gross leasable area (GLA) is unmatched in scale. Whether retailers are seeking to extend their Saudi reach or to deepen their exposure to the

Middle East's most dynamic retail market, Arabian Centres believes brands choose it because it seeks mutually beneficial strategic partnerships and offers an unmatched level of service. With more than 4,000 operating units, its destinations serve over 1,100 local and global brands, including global household names in fashion, F&B, and entertainment.

Arabian Centres' destinations welcome tens of millions of shoppers each year. The company's malls aren't just shopping centers – they're lifestyle destinations where families in Saudi Arabia spend quality time with their loved ones, enjoying access to a world-class variety of retail, leisure, and entertainment experiences. Countless memories have been made beneath ACC's roofs, and the company is committed to ensuring that more are made each day. That's why it is introducing one of the Kingdom's largest network of cineplexes at its malls, is continually reinventing the retail experience by pioneering new design concepts. The company is also investing in bringing the Arabian Centres experience to more communities across the Kingdom.

The company's promise is to continue providing tenants and visitors alike with an unmatchable quality of service, while expanding the repertoire of shopping, dining, and entertainment experiences at its destinations.

For more information, please visit Arabian Centres' investor relations website at http://ir.arabiancentres.com/en.

A proxy to the Middle east's most dynamic retail market

Saudi Arabia is at the epicenter of rapid development in the Middle East's retail markets. Consumer demand from the Kingdom's young and growing population of 32 million is driving retail growth, with over 65 percent of all retail sales in the GCC region completed in Saudi Arabia and a retail market double the size of the next largest. Although Saudi Arabia enjoys the largest population among the GCC countries, the Kingdom's mall GLA per capita continues to lag regional peers and global benchmarks. Vision 2030 promises to further accelerate that growth with a key focus on developing the Kingdom's leisure and entertainment sectors.

Arabian Centres is Saudi Arabia's largest owner, developer, and operator of shopping centers, and a proxy of the strong growth potential of the Kingdom's retail, food and beverage, and entertainment sectors. ACC offers investors a unique opportunity to gain exposure to the Middle East's most dynamic retail market, with the confidence gained through robust governance frameworks, high transparency levels, and efficient communication. The company's world-class investor relations program

and commitment to full disclosure offers investors unparalleled access to information, including through its roadshows, investor meetings, periodic reporting and analyst calls, and its best-in-class corporate and investor relations websites, all of which set the benchmark for outreach and investor engagement in Saudi Arabia's capital markets..

The company's goal is to offer investors sustainable value while ensuring they have a clear view of the forces shaping our dynamic market and ACC's efforts to capture the opportunity.

For more information, please visit our investor relations website at http://ir.arabiancentres.com/en.

Taking sustainability seriously

Arabian Centres is committed to implementing global best practices in the area of Environmental, Social, and Governance (ESG). We believe that the Saudi business community and private sector have a crucial role to play in ensuring that future generations inherit a healthy environment and an economy that provides equitable access to well-paying and fulfilling employment. The company wholeheartedly supports Saudi Vision 2030's framework for transitioning the Kingdom to a sustainable energy system and generating inclusive economic growth. Arabian Centres shows that carrying out business responsibly isn't just right – it's profitable, too.

Conscious of the debt it owes to the communities which make its lifestyle centers the vibrant destinations they are today, the company has made great strides in conserving precious natural resources in its various locales. To lighten its carbon footprint, ACC has installed photovoltaic panels capable of providing an alternative energy supply at its malls. To conserve the Kingdom's most precious resource, it has set up centralized reservoirs for the collection and recycling of rainwater. And an ecology filtration system is used at each F&B unit in its malls, which are constructed without the use of contaminating materials.

Saudi Arabia is a nation of youth. In accordance with the goals of Vision 2030, Arabian Centres does its part to encourage and develop this rising generation of Saudis. The company is proud to have one of the highest Saudization rates in the real estate sector. Its efforts don't stop there – it teams up with regional authorities, government agencies, universities, and NGOs to put young Saudis across the Kingdom on fulfilling career paths. Arabian Centres also believes that education doesn't end upon graduation, which is why the company has made a strong investment in workplace training.

Millions of Saudis step through Arabian Centres' doors each year. As long as the company is in business, it is focused on doing its best to pay back their commitment.



BUILDING SUCCESS

Since its establishment in 1994, Dar Al Arkan has grown into one of the leading real estate businesses in the Middle East, with a significant influence on the sector in Saudi Arabia. Land development remains the core of the business while the company has also succeeded in setting new standards for the development of commercial, residential, and mixed-use projects.

DAR AL ARKAN دار الأركــــان

Dar Al Arkan

www.daralarkan.com Year company founded: 1994 Number of employees: 400

Market capitalization: SAR 9.35 billion



Anand Raheja CEO of Dar Al Arkan

In the last three years, Dar Al Arkan has delivered more than SAR 11 billion in revenues and raised 11 Sukuks in the past 13 years with a total value of SAR 20.3 billion.

"We've been able to reach and sustain our current position in the real estate sector through the various collaborations we've had with international experts," says Anand Raheja, CEO of Dar Al Arkan. "This has allowed us to introduce new and unique standards for commercial and residential developments, helping us become the largest real estate developer in Saudi Arabia."

Even though Dar Al Arkan delivers a diverse range of operations, real estate development remains the core focus of its business. Central to its success has been the continual production of innovative projects such as mixed-use developments to fit a modern lifestyle. The company plays a leading role as the Kingdom adapts to new opportunities. Maintaining standards of excellence is vital to Dar Al Arkan, which has attracted local recognition, particularly for completing projects on schedule, while applying best international standards in construction and maintenance.

The real estate sector is a key element in delivering on Saudi's aspirations



Dar Al Arkan has SAR 10.8 billion in capital and SAR31 billion in assets



"Dar Al Arkan is considered a pioneer in urban development in the Kingdom," adds Raheja. "Over its 25-year history, the company has delivered a number of projects across the country including Al Qasr Mall in Riyadh, which is a 220,000 sqm shopping center and is home to the first 15 multiplex cinema theaters in Riyadh established in 2019."

With a vision to increase lucrative investment opportunities and support Vision 2030, Dar Al Arkan is keen to develop more high quality locations through a growing portfolio of strategic land acquisitions. "We are well positioned to support and contribute to Vision 2030's objectives of diversifying the economy and increasing the Saudi home ownership rate," says Raheja. "The real estate sector is a key element in delivering on Saudi's aspirations and Dar Al Arkan is determined to play a leading role in helping to achieve these goals."

Furthermore, underpinning Dar Al Arkan's growth is its active investment in developing human capital, with an emphasis on supporting the role of women in the workforce. More than 30 percent of its employees are women. This aligns with the company's belief in not only maximizing shareholder returns, but also being a force for good in the development of the Kingdom. This is demonstrated by the company's support of corporate social responsibility and its charity support program, as well its engagement with investors who value environmental, social, and governance (ESG) metrics in their investment strategies.

"Dar Al Arkan is a standard-bearer for the real estate sector, and with a history of achievements and success, we have an exciting future ahead of us," Raheja concludes.

30%

Female employees

Based in Riyadh, Dar Al Arkan is a Saudi Exchangelisted company with real estate development at the heart of its business.

With SAR 10.8 billion in capital and SAR 26 billion in assets, Dar Al Arkan is one of the leading real estate companies in the Middle East. By collaborating with experts from around the world, it has achieved international success, becoming the largest real estate developer in Saudi Arabia.

The company has invested in innovative residential solutions, which has resulted in the development of thousands of housing units and 500,000 square meters of luxury retail space. It has successfully established new standards for commercial, residential, and mixed-use projects which are designed for a progressive lifestyle, delivered ontime, and follow the best international standards in construction and maintenance.

Dar Al Arkan Real Estate Development Company is developing "Shams Ar Riyadh" project, one of the largest real estate projects developed by the private sector in the Kingdom. Shams Ar Riyadh is a model of a smart residential neighborhood. It comprises both commercial and residential spaces overlooking Wadi Haneefa Valley and blends the beauty of nature with modern technology. It has vibrant retail

centers, restaurants, lush green landscapes, children's play areas, and facilities such as schools, clinics, government offices, and mosques. Dar Al Arkan is developing the Mirabilia Villas within the project, with innovative interiors designed by Roberto Cavalli.

In addition, Dar Al Arkan is developing a 38-story "Urban Oasis" tower in Dubai, with stunning views of Dubai Water Canal and downtown Dubai in the heart of Business Bay. The tower contains upscale residential apartments with interiors also designed by Missoni Home, Italy's most famous design house.

The "Urban Oasis" tower contains upscale residential apartments that include studios, one-, two-, three-and four-bedroom apartments. The apartments' design blends nature and luxury living and feature private elevators to the living rooms, modern kitchens and luxurious bathrooms in addition to a fitness hall. The tower also features two outlets for the high-end commercial spaces designed by Missoni Home.

The company is committed to increasing lucrative investment opportunities and is keen to expand its presence to achieve global success.

Based in Riyadh (KSA), Dar Al Arkan is a public shareholding company listed on the Saudi Exchange. With SAR 10.8 billion in capital and SAR 31 billion in assets, we are one of the leading real estate companies in the Middle East.

Since 1994, Dar Al Arkan has had a significant influence on the real estate development sector in Saudi Arabia. The company has invested in innovative residential solutions, which resulted in the development of 15,000 housing units and 500,000 square meters of luxury retail space.



INVESTING IN THE SAUDI ECONOMY MUSHARAKA REIT FUND



Musharaka REIT Fund is a close-ended, Shariah-compliant, real estate investment traded fund that is publicly traded on the Saudi Exchange. Driven by a desire to regulate Saudi real estate investment practices, the fund was approved in 2017 and aims to invest in real estate developments that generate regular rental income.



Musharaka REIT Fund

www.musharakareit.com Number of employees: 31 Year fund founded: 2017 Fund size: SAR 865 million



Ibrahim Fahad Al-Assaf CEO of Musharaka Capital, and Chairman of Musharaka REIT Fund

"Our main objective is to simplify investment processes and products to allow every individual, regardless of wealth, an opportunity to invest while advising them how to best optimize their investment," says Ibrahim bin Fahad Al-Assaf, Chairman of Musharaka REIT Fund and CEO of Musharaka Capital.

Musharaka Capital is considered the first company to discuss the development of REIT regulatory framework with the Capital Market Authority (CMA), which occurred back in 2013 before the official REIT regulation was produced. However, Musharaka REIT was finally launched in 2017 when CMA issued REIT regulations. As for Musharaka Capital, "Our products today are attracting both local and international investors, in addition to our strong penetration of the private equity market," says Al-Assaf. "We attribute our growing success to our continuous efforts to be a leader in the market, as well as the Saudi Exchange initiatives to make headway in the region as an exchange."

Our ability to be dynamic and adapt to consumer needs, while having an agile and well-equipped team is essential to grow and succeed in our current business environment





50%

Asset growth since foundation

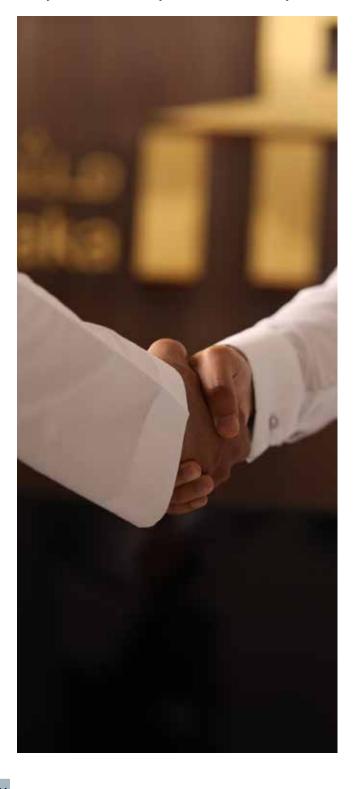
The Saudi Exchange inclusion on the MSCI emerging market index is helping to grow our international reach and increase demand for fund investors. In addition, gaining greater exposure to a global investor audience has encouraged Musharaka REIT to implement international best practices for investors. Commenting on this progression, Al-Assaf says, "We've been constantly making efforts to enhance our framework to comply with international best practices and provide full transparency to all our investors."

Musharaka Capital initiatives and strategy are aligned with the Saudi Vision 2030 and shift the focus toward sectors that act as economic pillars for the Vision, which include real estate, logistics, infrastructure, technology, entertainment, and hospitality.

As customer expectations continue to evolve, Musharaka Capital is developing its opportunities to accommodate their growing needs. The company is investing in mixed-use developments in the real estate sector, which have gained traction from local and international investors. Musharaka launched La Perla, for example, a transformational real estate fund aimed at developing the first beach resort in the heart of Alkhobar. This is a key part of the Vision 2030, bringing opportunities such as foreign travel within the Kingdom so that individuals don't have to travel outside countries for the experience.

"Such projects were not feasible a few years ago due to the lack of consumer demand. However, as the economy shifts and consumer trends develop along with the country tourism focus, we are introducing developments that didn't exist in Saudi, but only existed abroad," explains Al-Assaf. "Our ability to be dynamic and adapt to consumer needs, while having an agile and well-equipped team is essential to grow and succeed in our current business environment."

Moreover, the majority of the projects that the company operates have ESG goals at their core, with the wider objective to create a positive impact on the environment. "We continue to work diligently toward achieving our ESG targets to have an impact not only locally, but internationally as well," Al-Assaf says.



Musharaka Capital raised SAR 880 million for its REIT and expanded its investor base

One of the key areas of recent innovation in the real estate sector has been the introduction of digital securities, a tokenized representation of traditional assets. The use of blockchain technology allows property owners, and entrepreneurs to tokenize their traditional shares in a particular real estate or company and issue tokens. The company is developing a platform that will offer digital securities issuance, primary offering/crowdfunding, and secondary offering as well. Tokenization is relatively new in the region and Musharaka Capital is working with highly qualified developers to ease fundraising and enhance liquidity of traditional assets. framework for digital securities.

Providing liquidity for real estate investors by listing its REIT on the Saudi Exchange has been a key milestone for Musharaka Capital. The Musharaka REIT raised SAR 880 million as more investors sought to take advantage of opportunities in real estate through a product that also allows them to easily access their money. Since its inception in 2017 Musharaka REIT achieved around 40 percent assets increase and maintained net dividends yield of 7 percent for its unit holders.

The REIT, which is also listed in the FTSE EPRA/Nareit Global Real Estate Index Series, is among a wide range of investment services offered by Musharaka Capital to support both individuals and corporations pursuing their financial goals. The company focuses on areas such as asset management, investment banking, corporate advisory, and securities custody.

In line with the national effort to increase the private sector's contribution to the Saudi economy, Musharaka provides equity financing solutions for industrial and infrastructure projects. It also recently applied to the Saudi Capital Market Authority's (CMA's) FinTech Lab to introduce a product that gives entrepreneurs access to competitive equity financing through cooperation with highly qualified developers.

Musharaka Capital is also seeking to seize opportunities as Saudi Arabia looks to a more sustainable future, both from an environmental perspective and through future cash flow generation. With Environmental, Social, and Governance (ESG) principles becoming increasingly important, the company is working with an international consultant to study its existing commitment to ESG and how its principles adoption would be strengthened.

Last year, the company received CMA approval for products including its Musharaka Murabahat and Sukuk Fund. The company is also examining how to strengthen its offering for clients by focusing on opportunities of emerging spaces presented by new technologies, such as automation, e-payments, artificial intelligence, and blockchain.

Licensed by the Capital Market Authority (CMA) (license no. 13169-27) on 23/10/2013, it started operations on 12/05/2014,(CR no. 2051056409) with a paid capital of (SAR 65.000.000).

Musharaka provides high-end innovative financial products and services that are designed to meet challenges and access opportunities in today's transforming global economy.

Musharaka Capital is a diversified dealing as principal, investment fund management, Discretionary Portfolio Management, arranging, advisory and securities custody service, Musharaka shapes solutions customized to maximize wealth potential, meet the investment needs, and risk the appetites of both the individual and corporate investor.

Powered by the expertise of a world class team of investment professionals and aligned with Saudi Arabia's Vision 2030, Musharaka delivers targeted Shariah-compliant investment opportunities.

1. Our vision

To be the preferred asset management and investment banking partner for creative, customized financial solutions and one of the top ten firms in the region.

2. Our mission

It is the company's mission to leverage its extensive expertise and the latest technologies to provide unique investment solutions and services that exceed its clients' expectations while upholding the highest standards of ethics, integrity and confidentiality. To support the achievement of Vision 2030 by aligning strategy with Environmental, Social and Governance factors and provide a positive working environment conducive to creativity and innovation.

3. Our Values

3.1 Innovation

In a dynamic global economy Musharaka remains agile, responding and adapting to change to better serve its clients' needs. The company aims to think differently, creatively shaping strategies that find solutions to tomorrow's challenges and ensure its clients have a financially healthy future.

3.2 Integrity

Musharaka Capital is guided by a moral compass in everything it does, growing its relationships on a foundation of honesty and ethical business practices.

3.3 Reliability

Musharaka is committed to its clients' sustainable financial success and remains steadfast in its promises regardless of changing business landscapes and economic climates

3.4 Knowledgeable

Musharaka remains abreast of market and industry activity and ensures its clients are fully equipped with the knowledge they need to make informed investment decisions

3.5 Transparency

Musharaka maintains the highest levels of transparency in every client interaction and provides regular reports and updates on the performance of their investments.

3.6 Efficiency

Musharaka manages its business and serves its clients with optimal efficiency by streamlining its processes and procedures and aligning its people in order to leverage the full spectrum of their creative potential.

4. Strengths

4.1 Strong Shareholder Base

Musharaka's strong shareholder base of institutional and individual investors provides a stable foundation from which to deliver creative, value added investment products and services.

4.2 World Class Team

Musharaka is run by an experienced team of investment experts who leverage a strong business network, cutting edge technology, and in-depth market knowledge to deliver intelligent financial solutions.

4.3 Agility

As an Asset Management and Investment Banking Boutique, Musharaka is flexible and dynamic. We facilitate a seamless and fast investment process and adapt to change with agility.

ENRICHING EXPERIENCES



Established in 2018, the Bonyan REIT Fund is one of the largest real estate investment traded (REIT) funds listed on the Saudi Exchange with the aim to provide periodic rental income for its unit holders.

Bonyan REIT Fund

www.sfc.sa/sfcpa Year fund founded: 2018 Number of employees: 600+ Fund size: SAR 1.45 billion

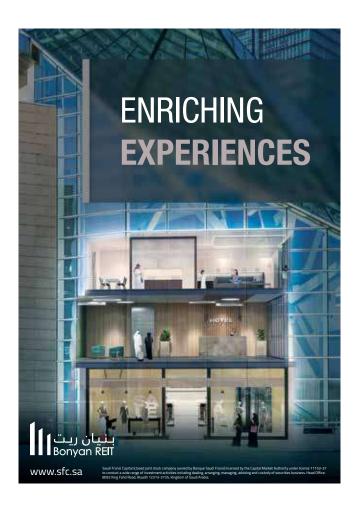
The fund owns and operates 11 revenue-generating properties across a wide range of sectors including commercial centers, residential compounds, and business and suite hotels. These properties have a well-established tenancy base, which contributes to the fund's overall cash flows. Since launching three years ago, the fund has paid dividends amounting to SAR 224.6 million, and as of December 31 2020, the fair value of its properties was SAR 1.92 billion.

One feature that sets Bonyan REIT Fund apart is that its assets are pioneers in new experiences for consumers. Award-winning entertainment, dining and leisure offerings, combined with the latest technology, give customers a reason to go to malls instead of shopping online.

The Bonyan REIT Fund manager believes that the REIT sector in Saudi Arabia has yet to reach its maturity and, accordingly, is ripe for growth in the forthcoming years. Strong GDP projections, continued access to financing, and increased tourism will lead to additional institutional-grade capital and assets becoming available, in addition to more individuals investing into REITs.

The fund is well placed to capitalize on these trends. All of its assets are designed with a lifestyle mindset and its core values are aligned with Vision 2030, promoting culture and entertainment. The malls and hotels it invests in will contribute to the enrichment of families, and communities at large by providing an interactive place to visit, play or stay. Moreover, Bonyan REIT Fund directly and indirectly employs a workforce of over 600 personnel, with women forming a growing demographic.

Bonyan REIT Fund has paid out SAR 224.6 million in dividends since it was launched



About Bonyan REIT Fund

Bonyan REIT Fund's assets are pioneers in bringing in new experiences for end-consumers. The award-winning entertainment, dining, and leisure components plus the latest technology are the elements that enrich retail centers. They motivate and give consumers reason to visit malls instead of shopping online. The trio of malls offers a robust menu of lifestyle and entertainment choices that span health and wellness centers to spaces for arts and music events, creating a brand that more shoppers can relate to and want to frequent.

The entire funds' assets are designed with a lifestyle mindset whilst aligning their core values with Vision 2030, promoting culture and entertainment. The five elements present across Bonyan REIT malls and hotels are as follows:

1. We use design to engrain the "wow!" factor into the mall's brand. In today's world, a mall is not complete without some form of entertainment and leisure. No mall owner takes that maxim as far as Al-Rashid brand, whose malls have a combined built-up area exceeding 300,000 m². Its renowned leisure centers feature leading kids' entertainment areas and wellness facilities.

SAR 224 million

Total dividends paid

- 2. We expand common spaces to create more points of convergence and grandeur. Common spaces are big draws for Al-Rashid malls, and spaces are actively utilized to create public awareness campaigns such as Breast Cancer Awareness, World Diabetes Day, National Day Celebration and other community engagement events supporting "Daem", a national program to enhance the quality of cultural activities and entertainment.
- 3. We add "live/work" to give purpose to malls. Al-Rashid malls are combining shopping with live/work components. For example, Al-Rashid megamall, a mixed-use development in Madinah, started as a hotel remodel that transformed into a sizable 115,795 m² plaza including restaurants, shopping, and offices.
- 4. We do not count on retail or anchors alone to drive traffic. Our malls feature a space that offers hands-on activities for children as well as dining and leisure. Balancing the design of the malls with dedicated spaces other than retail has become an important and successful component of Al-Rashid malls.
- 5. We close the dreaded Digital Divide. Digitization is providing more ways for shopping centers to connect meaningfully with tech-savvy customers. Our property manager continues to revamp malls with a digital navigation and media program. Technology is reshaping the way we shop, share information, experience a place, and even the way we bestow status. Robust, free Wi-Fi is "a bare minimum" for all our malls that are becoming relevant to tech-savvy shoppers. Charging stations for mobile devices and interactive kiosks are also commonplace in our centers.

Bonyan REIT malls continue to assess shopping patterns for clues about how to reshape our malls to get more customers into our buildings. We will be looking to corral more unconventional tenants like health clubs, walk-in clinics and even car dealerships.

DELIVERING SPACES FOR TODAY, CREATING PLACES FOR TOMORROW



Headquartered in Jeddah, Kingdom of Saudi Arabia, Red Sea International Company is a horizontally and vertically integrated building technology, real estate and facility management company focused on both mass volume and bespoke product.

Red Sea International Company

www.redseahousing.com Year company founded: 2006 Number of employees: 2,000

Market capitalization: SAR 1.33 billion

Recognized as a leader in offsite modular production and assembly, RSI's focus is the transformation of building design and construction through digital technology, future-focused methods and optimized supply chains.

With an established footprint in over 65 countries worldwide, the company's experience stretches back over 40 years of designing, manufacturing, and installation.

In real estate, RSI is focused on creating better ways of living via vibrant, mixed-use communities in high-performing environments that positively impact people's lives and contribute to safe-guarding the future of the planet.

The technology and practices behind the company's offsite volumetric and mass modular solutions for the built environment support and enable Net Zero and Circular Economy initiatives.

As the premier designer and manufacturer of modular buildings of choice in the Middle East region, the innovative and diverse product portfolio comprises high-quality, fast, reliable and durable "instant" modular buildings for remote life support and facilities as well as fast-track bespoke solutions for any building class or type.

RSI has vast experience and is a recognized leader in delivering housing solutions and residential complexes for employees of local and international companies and in community management, support services, and operation.

With a long history of delivering and operating in remote locations, RSI's production and logistics capability and product base can be leveraged at short notice for global and regional emergencies, disaster relief, and support internationally.

The company employs 2,000 highly talented staff including over 1,000 in Saudi Arabia.

The company's executive management comprises highly capable industry leaders in landed and built asset development, modular technologies, production and execution, and facility and asset management.

It is backed by a high-powered Board.

Operations and differentiators

One of Red Sea International's strategic strengths is its capability and experience in multiple sectors and its extensive geographical footprint.

RSI has over 70 acres of manufacturing and operational facilities in the Kingdom of Saudi Arabia, UAE, Malaysia, and Ghana which allows us to support major clients and projects across the Middle East, Central and Southeast Asia, and Africa.

65

Countries where Red Sea has a presence

This global capability has allowed the company to deliver and complete challenging projects in remote locations in over 65 countries around the world.

Module production and assembly takes place in an off-site factory-controlled environment, allowing for a more sustainable building process with waste avoidance upstream, high standards of quality control and testing and reduced site disruption and disturbance.

Reduced construction times ensure at least 50 percent faster occupancy and thereby faster ROI than can be achieved by conventional methods.



The production capacity of RSI's plants exceeds 1 million square meters per year

Red Sea International uses products that are manufactured in its own factories, including wastewater treatment, reverse osmosis plants, and sewage and fuel tanks for remote locations.

RSI's research and development team is at the forefront of product development, leveraging technology to create future-focused products.

In 2013, the company established its Building Materials Trade Division which is focused on the production and distribution of architectural, industrial, and marine paints.

Sectors served by RSI across its business units of real estate, modular technologies and facility management include:

- Plug-and-Play City Districts
- Landed Developments
- Municipal
- Commercial
- Residential
- Retail & Hospitality
- Education
- Health
- Sports
- Events
- •Industrial/ Manufacturing
- •Oil & Gas/ Mining
- Government & Military
- Community and Facility Management and On-site Support Services
- Rapid Deployment for Global Emergency and Disaster Relief

Commercial models for modular products include Sale, Lease, Build, Own and Operate (BOO), Build and Operate (BO) and rental. The company is specialized in turn-key solutions, delivery and operation.

The company has an unwavering commitment to quality. It is certified to ISO 9001:2015 and ISO22000 and is an approved supplier of Saudi Aramco. It is one of the few companies to hold the coveted "9com" certification.

RSI is proud to count some of the world's leading organizations as clients. These include Saudi Aramco, Fluor, Bechtel, KBR, Halliburton, Hyundai Heavy Industries, SABIC, Ma'aden, SANAD, and the US Government.

Vision 2030

The Kingdom of Saudi Arabia's Vision 2030 initiative and its related programs, including the Economic Transformation Program and the Housing Program, heralds a focus on the future of a nation and its people that is unparalleled.

The Kingdom is investing many billions of dollars in ensuring these initiatives and programs, which require high quality, mass volume buildings, will succeed.

RSI has a role to play contributing to the success of this national program, leveraging its in-country capabilities and position as supplier of choice for mass volume modular construction projects and the company is focused and engaged - directly and through exciting partnerships - on being a key facilitator and enabler to support these transformational programs.

600,000

People accommodated in RSI communities globally

ETHICAL AND SHARIAH-COMPLIANT INVESTING



The SEDCO Capital REIT is a closed-end Shariah-compliant fund whose objective is to provide regular income, with the potential for capital appreciation, by investing in income-generating real estate in Saudi Arabia. The fund size is SAR 600 million and it distributes no less than 90% of its net profits. The Fund's assets are located throughout Jeddah, Riyadh, and Eastern Province, and comprise the office, retail, residential, entertainment, and hospitality segments.

SEDCO Capital REIT

www.sedcocapital.com Year fund founded: 2018 Fund size: SAR 561 million

SEDCO Capital is a global Shariah-compliant and ethically led asset management and investment advisory firm. The firm was founded in 2009 with roots dating back to 1976 and today has a strong reputation for providing world-class investment solutions to high net worth individuals (HNWIs), family offices, institutions, and endowment funds.

With a highly dedicated and seasoned team of professionals working from Riyadh, Jeddah, London, and Dubai, SEDCO Capital offers attractive investment solutions across global markets through carefully engineered public and private funds and special investment tools.

As part of its holistic and dynamic approach to managing client portfolios, the Firm invests across its actively managed assets within global Private Markets such as Private Equity, Real Estate, Infrastructure and Leasing, in addition to Public Markets including local, regional and international Public Equities and Fixed Income. It also offers third party funds through its Luxembourg platform.

As of December 31, 2019, SEDCO Capital oversees \$5.2 billion total assets under management (AUM).

SEDCO Capital pioneered a world-class investment approach known as Prudent Ethical Investment (PEI). It combines the best of Shariah-compliance with ethical investing to deliver exceptional performance while minimizing downside risks.

Moreover, the firm takes great pride in being the first Shariah-compliant Saudi Arabian firm to sign the United Nations Principles for Responsible Investment (UNPRI).

In UNPRI's annual assessment, the company scored A+, the highest score in most categories, including Strategy & Governance, Active Management, and Engagement in Relation to Private Equity.

SEDCO Capital oversees approximately SAR 20 billion



Through its investments in Saudi real estate, fixed income securities, and Saudi equites, SEDCO Capital has been a key contributor to the growth of the Saudi Arabian private sector.

In support of Saudi Vision 2030, SEDCO Capital will continue to deploy investments across key sectors including entertainment, infrastructure, and technology.

SEDCO Capital has also been actively involved in several high-profile industry events in the Kingdom. For example, in 2019, it sponsored the Financial Sector Conference in Riyadh. It also hosted the Fifth International Executive Program in Islamic Finance for King Abdulaziz University in Jeddah.

SEDCO Capital has been recognized by its peers and the Shariah-compliant investments community as an industry leader. In 2019 and 2020, it won the Market Leadership Award for Asset Management at the Global Islamic Finance Awards, and in 2019 it won Best Asset Manager Award at the Islamic Business and Finance Awards.

SEDCO Capital pioneered an investment approach, named Prudent Ethical Investment (PEI) , that integrates the global shift towards responsible investing with Shariah-compliant investing.

A common denominator between traditional responsible investment and Shariah-compliant investment is the exclusion of non-permissible sectors.

Shariah-compliance requires the additional screening of balance sheet ratios such as leverage, cash and interest-bearing securities and/or accounts receivable to market cap or total assets (whichever is greater). SEDCO Capital's research has shown that applying such balance sheet screening criteria can indeed enable Shariah-compliant investors to improve their risk-adjusted returns over those of conventional and traditional responsible investment portfolios.

For SEDCO Capital, being a prudent investor means avoiding undue risks while seeking sustainable investments in companies that exemplify strong governance. PEI ensures there is full clarity around the underlying risks, leverage structure, and cash flows of any investment.

Lower financial leverage and better cash conversion result in a bias toward quality and growth, thereby underscoring the significance of the 'prudence' element in the PEI approach.

Moreover, PEI applies an overlay of best practice Environmental, Social and Corporate Governance (ESG) criteria to the overall assessment process.

ESG criteria are also used to assess non-financial information and other unconventional risk factors.

Bringing it all together, SEDCO Capital believes its PEI approach can deliver distinctive risk/return characteristics relative to purely conventional or responsible investment strategies. The firm views its pioneering approach as an incremental yet significant evolution toward ethical investment.

Traditional Responsible Investing

Shariah- compliant Investing

Commonality:

Exclusion of Sectors: Defense, Tobacco, Alcohol, and Gambling¹

- Additional Screens:
- Analysis of Environmental, Social and Governance (ESG) criteria (Positive Screening)
- Additional Screens:
- Balance Sheet Screens
- Conventional Financial Sector exclusions

Integrate into Prudent Ethical Investment (PEI)

Resulting in

| Better expected returns than each standalone strategy | Distinct return/risk characteristics |
|---|--|
| Balance Sheet screening improves expected returns | Positive Environmental, Social and Goverance (ESG) screening improves expected returns |

¹ See SEDCO Capital's Shariah Investment Guidelines

BUILDING A BETTER FUTURE



One of the largest real estate developers in Saudi Arabia, Taiba Investments is known for its commercial and hotel projects in prime locations in central Madinah and beyond. The company's key developments include the Taiba Residential and Commercial Center, Al-Majeedi Hotel and Commercial Center as well as Al-Aqeeq Madinah Hotel, and Taiba Madinah Hotel.

Taiba Investments

www.taiba.com.sa

Year company founded: 1988

Market capitalization: SAR 4.84 billion

It has a substantial land bank and supports the Kingdom's Vision 2030 by backing economic diversification through investments in sectors such as hospitality and tourism. The growth in leisure and religious tourism are powerful forces supporting Taiba's success and it is planning developments including the Sheraton Taiba Hotel in Madinah and DoubleTree Hilton in Jeddah.

Taiba has embraced technology as a key ingredient of its strategy and is committed to automation of all of its business processes with state-of the-art systems that allow staff to focus on continuous improvement. Moreover, the company is underpinned by robust digital infrastructure and systems ranging from data centers and digital security to enterprise resource planning tools.

The company's strategy is led by Chairman Dr. Walid Alissa and CEO Saleh Al-Habdan and is strengthened by a Saudi Exchange listing that enables it to reach global investors and provides a platform of information for all of the company's stakeholders.

Taiba aims to invest in projects that promote a sense of community and add value for both the people of Saudi Arabia and for tourists and Muslim visitors. It is committed to adding real value to the communities in which it operates. In addition to its leisure and tourism investments it also aims to provide more affordable housing for the Kingdom's citizens in the future.

Through its corporate social responsibility strategy, it is also focusing on nurturing employees, the Kingdom's youth, improving educational opportunities, enhancing health awareness and services, ensuring a better experience for pilgrims, and preserving the Kingdom's heritage and values.

Taiba Sheraton Hotel

The Taiba Sheraton is a five-star hotel and Taiba has signed a management and operational agreement with Marriott International.

It is the first hotel with Sheraton's new identity in the region, which will be built in Madinah on two opposite towers connected by an overpass.

It is located close to the Northern square of the Holy Prophet's Mosque, where it will contribute to shaping the urban and civilized features of Madinah.

It will provide a unique residential experience for visitors of the Holy Prophet's Mosque from around the world.

It contains 610 rooms and hotel suites, in addition to various restaurants, cafes and a business center, at an estimated cost of 800 million rivals.

Taiba's launch

Taiba's new launch represents the stages of development that Taiba has gone through during the past decades.

It symbolizes the beginning of a new era where Taiba will be the forefront of real estate for investors and developers in the Kingdom.



Leisure and religious tourism underpin Taiba's success



The Company is a key supporter of Saudi Arabia's Vision 2030. In particular, Taiba is backing the Kingdom's economic diversification by facilitating growth and development of public service sectors such as tourism.

DoubleTree by Hilton

DoubleTree by Hilton Jeddah King Abdullah Square Hotel and Suites, which is expected to open in 2024, will offer guests 250 contemporary and stylish guest rooms, in addition to 200 apartments.

The hotel will feature four food and beverage offerings including a specialty restaurant, Lobby Café, Pool Café, and an all-day dining restaurant, offering guests a great choice of light bites and full meals throughout the day.

The hotel will also feature a number of meeting rooms, multi-purpose halls, and a large ballroom, in addition to a fitness center, swimming pool, and a kids' club.

Taiba is pleased to partner with the well-established and well-known international hotel company, Hilton. It is eager to choose its partners carefully, as its prestige and expertise matters in the first place to increase efficiency levels at its hotel projects with added value to its shareholders and the society. This contributes effectively to the economic growth in the Kingdom while creating memorable experiences for guests.

Taiba has a great belief in the Kingdom's 2030 Vision, which is achieved through its investments in the tourism sector - an important part of the Kingdom's diversified economy.

HIGH QUALITY AND SUSTAINABLE INCOME FOR INVESTORS



AlAhli REIT Fund (1) is a closed-ended sharia-compliant real estate investment traded fund. Its objective is to provide regular rental income to investors and to enhance the long-term value of the fund by investing in income-generating properties.

AlAhli REIT Fund (1)

www.alahlireit.com Year fund founded: 2017 Fund size: SAR 1.2 billion

The fund's portfolio consists of high-quality assets including a mega mall, a 5-star hotel and two grade A office buildings located in prime locations. Underpinned by the quality of assets and the underlying structure, the fund won the "Best Islamic REIT of the year" award from Global Business Outlook, a UK-based publication.

The fund has been included in "FTSE EPRA Nareit Global Real Estate Index", an index that allows investors to identify real estate companies with strong sustainability performance. The said inclusion in the index brings the fund under the radar of international investors.

The fund has been registered for zakat that will make the investment in the fund deductible from zakat base. This makes it more attractive for institutional investors to invest in the fund. Only a few REITs have registered for zakat in the Kingdom of Saudi Arabia so far.

There is an opportunity for the fund to enhance returns for the investors further through the acquisition of high-quality assets both locally and internationally that will be funded by SAR 89 million financing facility available from the National Commercial Bank.

REIT is an attractive vehicle for the investors who wish to invest in the real estate sector but at the same time is looking for liquidity and transparency. REITs are contributing to the goals of the Kingdom of Saudi Arabia's Financial Sector Development Program, a key facet of Vision 2030 that aims to build a diversified and effective financial sector to support the development of the national economy.

The fund is managed by NCB Capital, the largest asset manager in the Kingdom of Saudi Arabia and the largest sharia-compliant asset manager globally with over SAR 190 billion of assets under management.



NCB Capital, the largest asset manager in the Kingdom of Saudi Arabia



SAR 190 bn

Total assets under management

Much of the success of the fund can be attributed to the assets which underpin it. All the properties in the fund, such as Alandalus Mall, Alandalus Mall Hotel, Salma Tower, and the newly acquired Qbic Plaza, are situated in prime locations. They all enjoy easy accessibility; they are very close to the city center and are within densely populated, lively districts.

The fund itself is managed by experienced professionals at NCB Capital – the largest asset

manager in the Kingdom of Saudi Arabia and the largest Shariah compliant asset manager globally, with over 190 billion Saudi Riyals of assets under management.

The fund has been recently included in the FTSE EPRA Nareit Global Real Estate Index Series. It is designed to represent general trends in eligible real estate equities worldwide. Relevant activities are defined as the ownership, trading, and development of incomeproducing real estate. The fund's inclusion in the index increases its demand from global investors.

These strong foundations that form the backbone of the fund are reflected in the confidence expressed in the confidence of institutional investors – such as companies, endowments, and other institutions who represent more than 75% of all investors in the fund.

INNOVATIVE INVESTMENT PRODUCTS



A key player in the Saudi asset management and investment, Alkhabeer Capital manages more than SAR five billion in real estate and private equity asset classes, consistently achieving AUM growth year-over-year since it was founded in 2004. The firm is focused on developing innovative funds and products for qualified high-net-worth investors, family offices and institutions across the GCC.

Alkhabeer REIT Fund

www.alkhabeer.com Year company founded: 2008 Number of employees: 84 Fund size: SAR 966.8 million

Alkhabeer Capital's investment process, which is led by a team of sector experts and overseen by CEO Ahmed Saud Ghouth, is centered on sourcing highquality income-generating assets in GCC markets so that clients can earn stable returns.

Since 2016, Mr. Ghouth has successfully stewarded Alkhabeer Capital through the maturity and evolution of its business strategy, generating sustainable returns to shareholders and clients.

He has been the driving force behind some of Alkhabeer Capital's notable achievements and key milestones.

Over the last year the firm has achieved a number of firsts, significantly adding to its track record of value creation. In March 2019, the Alkhabeer REIT Fund listed on the Saudi Exchange, becoming Alkhabeer's first real estate investment traded fund.

This marked the official culmination of its IPO, which launched to resounding success in December 2018, with a total subscription of 104 percent. In addition to that, Alkhabeer REIT has won "Best Islamic REIT 2020" award as part of the 10th edition of the prestigious Global Islamic Finance Awards. Also, FTSE Russell has announced in September 2020 the inclusion of Alkhabeer REIT in FTSE EPRA Nareit, a global real estate investment index including over \$ 340 billion in assets.

Alkhabeer Capital is constantly exploring innovations in structuring products that serve our clients' needs, and with this out-of-the-box approach, the firm manages exposure for its clients and builds a diversified investment portfolio for their benefit. The firm is also focused on studying the convergence of technological innovations with the sharia-compliant sector in order to develop an understanding of how to unlock more value for clients.

Women's participation in Alkhabeer Capital's workforce rose to 33% in 2020



"Best Private Equity Firm" in the region, and "Best Investment Management Firm" in Saudi Arabia at MEA Finance Awards 2020



Number One Best Workplaces for Women within the financial sector in the GCC by Great Place to Work®



"Best Islamic REIT 2020" award of the 10th edition of the prestigious Global Islamic Finance Awards



First Place as 2020 Best Workplace for Saudi Nationals within the private sector in Saudi Arabia by Great Place to Work® Middle East



Great Place to Work® -Among Best Workplaces in Saudi Arabia



Banker Middle East – Best Private Equity Firm in Saudi Arabia



Islamic Business and Finance Best Asset Manager in Saudi Arabia



Ranked 6th under the Best Small and Medium Workplaces in Asia and the Only Saudi Company in the List



Best GCC Equity Fund for Alkhabeer GCC Equity Fund



Best Islamic Fund Banker Middle East for Alkhabeer Liquidity Fund – Haseen



GCC Equity Fund of the Year for Alkhabeer GCC Equity Fund



The Best Asset Management Company in the Arab Gulf



Best Employers in the Middle East The only company in Saudi Arabia that won this prize from Aon Hewitt

Guided by a strong sense of purpose, Alkhabeer Capital is supporting the Kingdom's journey toward Vision 2030 across many streams, including the Financial Sector Development Program, the Human Capital Development Program, the Quality of Life Program, and the National Character Enrichment Program, in addition to others.

One of Alkhabeer Capital's main areas of investment, the real estate sector, plays multiple roles across Vision 2030's programs.

Another area is the education sector, in which the firm recently acquired three new assets in Riyadh in retail and education sectors, to further deliver value through improved standards of education and services for students, while also providing steady returns for investors.

The firm has also pursued investments in sectors like healthcare, an important component to quality of life.

Through the Waqf Fund, in partnership with Majid Society, Alkhabeer Capital aims to proactively contribute to the Kingdom's development by empowering communities, entrepreneurs, and youth.

Alkhabeer Capital takes pride in its professional culture and the people it attracts and retains. It is committed to the development of its talent through mentoring and training programs, and the firm organizes workshops via a dedicated People Management Committee and a People Review Program.

In 2020, women's participation in Alkhabeer's workforce grew to 33% as a result of continued efforts to promote diversity in the workplace.

Demonstrating Alkhabeer Capital's position as a strong work environment, the firm has topped the list of 2020 Best Workplaces for Saudi Nationals within the private sector in Saudi Arabia by Great Place to Work® Middle East, and was ranked first place among 2020 Best Workplaces for Women within the financial sector in the GCC by the Great Place to Work® Institute, in a addition to getting recognized as second best workplace within the financial sector in the Middle East.

Alkhabeer Capital corporate overview

Alkhabeer Capital is a prominent asset management company specializing in investments and financial services, providing innovative world-class products and services to institutions, family, offices, and qualified high-net-worth investors.

The company's Shari'a-compliant business activities are distinguished by the highest standards of ethical and professional conduct, executional vigor, and a profound understanding of clients' investment needs and risk profiles.

Alkhabeer's asset management services focus primarily on providing investment opportunities through a wide range of real estate, private equity and private and public placement funds.

Real estate activities are focused on religious tourism and hospitality-based opportunities within Makkah, and the company takes an opportunistic approach toward acquiring income-generating real estate assets in key cities across Saudi Arabia.

Private equity investments target sectors such as education and healthcare, as well as manufacturing businesses that have strong exporting activities. In addition, the company takes a selective approach to the retail, food and beverage sectors.

Alkhabeer's dedicated investment managers cover Saudi Arabia and the GCC markets across the equity and fixed income industries. Also, its investment services are offered through Discretionary Portfolio Management agreements where a client can determine his or her market risk and return appetite.

Furthermore, Alkhabeer's track record in the Saudi market capitalizes on investment opportunities, which are created by economic and regulatory developments in line with Vision 2030. Investments are diversified geographically to cover all GCC member states, as well as some mature global markets, including the United States and the United Kingdom.

In addition to that, Alkhabeer's expertise in private equity, asset management and human capital development continues to be recognized by a diverse array of key industry stakeholders.

Accordingly, Alkhabeer has also been recognized as the company of choice for finding Shari'a-compliant products and solutions, due to its insightful approach to sourcing and investing in attractive investment opportunities for clients. It has also developed distinctive values to strengthen such partnerships, and endeavors to invest its capital to its value proposition to shareholders and clients. This is supported by a high-caliber team of professionals with diverse expertise and extensive experience.

Headquartered in Jeddah, and with a branch in Riyadh, Kingdom of Saudi Arabia, Alkhabeer Capital is regulated by the Capital Market Authority (CMA).

Awards

Alkhabeer Capital's expertise in private equity, asset management, and human capital development continues to be recognized by a variety of key industry stakeholders. The recognition emphasizes the status of the company as a prominent player in the Kingdom's market and reflects the hard work and innovative spirit its people possess.



Alkhabeer Capital

The asset management company specializing in alternative investments, provides innovative world-class investment products and solutions to institutions, family offices, and individuals.

FOR FURTHER INFORMATION

Alkhabeer Capital

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IMPORTANT NOTICE

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ESTATE MANAGEMENT



Real estate plays an essential role in the Saudi Arabian economy and real estate investment trusts (REITs) are becoming increasingly popular with investors; they are less risky than equities and are considered a good long-term investment, as they typically generate income and distribute dividends. Jadwa REIT Saudi Fund

www.reit.jadwa.com Year fund founded: 2017 Number of employees: 116 Fund size: SAR 2.21 billion

Jadwa REIT Saudi Fund is a closed-ended real estate investment traded fund that invests primarily in real estate assets located in the Kingdom's main cities, while ensuring exposure to a diversified range of asset classes. The REIT operates in accordance with Real Estate Investment Funds Regulations and REIT Funds Instructions issued by the Capital Market Authority (CMA). Jadwa REIT Saudi is listed on the Saudi Exchange and is also included in the FTSE EPRA/NAREIT Emerging Index and MSCI Global Small Cap Index.

The primary objective of Jadwa REIT Saudi is to provide its investors with a regular income by investing in income-generating real estate assets. During 2019, Jadwa REIT Saudi acquired three new assets with an average yield of 9.7 percent, and made an accretive investment toward the end of 2020 in a private real estate investment fund that is expected to yield an average annual return of 10 percent. While this kind of performance is contributing to a growing awareness among investors of the potential of REITs as good long-term investments, the challenge will be to continue to identify good quality assets for investment.

Jadwa REIT Saudi Fund leverages the power of technology. It has a platform that shows all the fund's assets and where they are located, and it is exploring the use of artificial intelligence, as it is clear that this technology will significantly change the future of real estate investment. The ability to collect, analyze, and learn from a huge inflow of data promises to make agents more efficient and effective, brokers more strategic, and clients ultimately empowered to experience the buying and selling process with much less uncertainty.

1-REIT sector

Real estate investment trusts (REIT) are incomegenerating funds that distribute 90 percent of dividends to the shareholder. In Saudi Arabia, REITs are new phenomena in the investment community that have had a positive effect on the real estate market. Since 2016, 16 REITs have been listed in Saudi Exchange Market. This rapid growth has created more transactions across various sectors, unlocking liquidity for investors and developers in the market to provide better quality assets. Moreover, as a result of the government's drive to boost private sector participation, local investors have witnessed more transparency on the performance, ownership, and regulation of real estate markets, thereby reflecting positive momentum and attracting foreign capital.

Jadwa REIT Saudi Fund was worth SAR 1.58 billion when it launched



10%

Average yield of recently made investment

2-Jadwa's REIT Saudi achievements

Jadwa REIT Saudi Fund is one of the leading REITs in the REIT sector in Saudi Arabia and was one of the first to distribute quarterly dividends after launching.

Jadwa Saudi REIT Fund is a diversified fund composed of tenants and assets across various sectors, allowing it to withstand market downturns. Since launch, the fund drew down from its debt facility, making the fund's loan-to-value (LTV) as of today around 24.14 percent, which were used to finance the fund's acquisitions and investments that were made in 2019 and 2020. Impressively increasing the funds operations per unit from SAR 0.73 to an expected SAR 0.92 per unit.

Jadwa REIT Saudi focuses on working with leasingto-investment or blue-chip tenants such as Muhadib Group, Worley Parson, and Al Maarefah University. Since the addition of Jadwa REIT in FTSE EPRA/ NEREIT emerging market and MSCI Global Small Cap Indices, it has witnessed an increase in foreign capital.

3- What differentiates Saudi REIT from the competition?

Jadwa Saudi REIT Fund offers a diversified exposure to different real estate asset classes, positioning it to withstand market downturns. Saudi REIT trades at a premium price to net asset value (NAV), indicating positive and confident investor sentiment.

4- Key Company Data

| Year | 2018 | 2019 | 2020 |
|------------------------|-------------|------------|------------|
| | | | |
| Rental Income SAR | 117.5 mn | 133.7mn | 136.6 mn |
| Dividend Distributions | 3 | | |
| per unit SAR | 0.73 | 0.76 | 0.76 |
| AUM SAR | 1,723.93 mn | 1,839.74mn | 2,294.14mn |
| NAV per unit SAR | 11.03 | 11.19 | 11.21 |
| LTV % | 1.67% | 6.95% | 24.98% |
| | | | |







Mulkia Gulf Real Estate REIT

www.mulkia.com.sa Year fund founded: 2017 Fund size: SAR 616.3 million

Mulkia Gulf Real Estate REIT is a Shariah-compliant closed publicly traded real estate investment fund, established according to the laws and regulations of Saudi Arabia and regulated by the Capital Market Authority. The fund aims to invest in income-generating assets in the Kingdom and to distribute at least 90 percent of the revenue annually.

It is among the pioneers of Saudi Arabia's REIT market that witnessed huge investor demand with 20 times coverage during its initial public offering period in 2017, reflecting investor trust and high appetite. REITs are growing in popularity because they combine the benefits of investing in real estate and the ability to liquidate or increase the investment at any time. Because of these advantages, the company anticipates that a growing number of investors will be drawn to REITs in the coming years.

Mulkia REIT manages 10 real estate assets providing diversification across industries and geographies. It is helping Saudi Arabia to achieve the goals of Vision 2030 by offering a liquid investment to encourage small investors to save money, one of the key goals of the strategy.

Mulkia REIT is managed by Mulkia Investment Company, led by Managing Director Sultan Mohammed Alhudaithi and Chief Executive Officer Omar bin Abdulkarim AlOthaim with Asset Under Management about four billion Riyal. 10

Real estate assets owned

About the fund:

- Targeted dividends quarterly to distributed profits on unitholders must not be less than 90 percent of the fund's net profits annually (every three months).
- 2. Real estate distributed in several sectors such as commercial, residential, offices, and hospitality.
- Distributed in several geographic regions, including Riyadh, Dammam, Jeddah, and Khamis Mushait.
- 4. Real estate insured against risks.
- 5. Lease contracts extend for several years with a number of large companies.
- 6. Assets of the fund are evaluated two times a year by two independent evaluators.



INVESTING IN EDUCATION PAYS THE BEST DIVIDENDS



Education is an essential ingredient of a strong economy and an important priority for Saudi Arabia. In line with the Kingdom's Vision 2030, Taleem Real Estate Investment Trust (REIT) Fund provides capital to education and training institutions, while also earning rental income for investors.

Taleem REIT Fund

www.sfc.sa

Year fund founded: 2017 Number of employees: 230 Fund size: SAR 656.9 million

SAR 86.4 million

total dividends paid by the fund to its investors since 2017

REITs allow investors to gain exposure to real estate without the hassle of managing real estate properties. REITs also aim to provide a stable and predictable stream of income, as well as offering investors far greater liquidity than investments in traditional real estate assets. Launched in 2017, Taleem REIT owns three income-generating properties in the Kingdom in the kindergarten to secondary school segment. Since its inception, the fund has paid SAR 86.4 million in total dividends to its investors.

As Taleem REIT is listed on the Saudi Exchange, the largest stock market in the Middle East and North Africa, it attracts investment at the national, regional, and international level. Further, Taleem REIT is a true pioneer and was the first thematic fund to launch in the Kingdom.

The REIT industry in Saudi Arabia has yet to reach its full potential and, accordingly, is ripe for growth in the forthcoming years. Factors such as strong GDP growth projections and increased tourism are likely to lead more institutional and individual investors turning to REITs.

Taleem REIT Fund, a Real Estate Investment Trust (REIT), is the only fund in the Kingdom dedicated to work with operators who develop facilities suited to the variety of communities and young minds they serve, while allowing schools to defer large capital costs over time. The fund's price per unit witnessed a total price return of 1.74% during 2020 (calculated based on traded price) and dividend yield of 4.97%.

The fund was established by acquiring the real estate asset of Al-Tarbiyah Al-Islamiyah Schools, which is one of the oldest and most popular schools in the city of Riyadh, and enjoys a good reputation amongst locals. The fund has a long-term triple net binding lease contract of 27 years with the operator of this

school. Further, in continuation with implementation of the fund's strategy, during year 2018, the fund acquired another real estate asset, which is leased to Al-Rowad International Schools for a period of 24 years under a triple net binding lease contract. In year 2020, the fund acquired another asset that is leased to Al-Ghad National Schools for a period of 10 years under a triple net binding lease contract. These schools are considered some of the most prestigious schools in the Kingdom of Saudi Arabia. All longterm lease contracts have periodic escalation clauses and due to their long-term nature, they provide certainty, transparency, and predictability in respect of future cash flows. Accordingly, the fund features a quarterly dividend distribution policy, which is well liked amongst the investor community and hence reflects positively on fund's unit price.

The fund manager acknowledges the impact of technological changes within its acquisition strategy to ensure that the education assets it acquires are current with sector trends, which will help guarantee asset sustainability in the long term.

The Taleem REIT Fund is managed by Saudi Fransi Capital ("fund manager") a leading financial services provider offering investment banking, asset management, debt and equity research, institutional sales trading, and local and global securities brokerage. Saudi Fransi Capital is the investment arm of Banque Saudi Fransi, where it was trademarked with a paid up capital of 500 million Saudi Riyals and is a closed joint stock company in the Kingdom of Saudi Arabia. It is licensed by the Capital Market Authority with license 1115-37 to conduct a wide range of investment activities include dealing, arranging, managing, advising and custody of securities business.

Taleem REIT Fund paid SAR 86.4 million in dividends since inception







REAL ESTATE SECTOR

REITs

AL Maather REIT Fund

www.obic.com.sa

Sector: Real Estate (REITs)

Region: Riyadh Contact info: Waleed Alafnan

+966 56433333 / +966 114191797Ext: 401

w.afnan@obic.com.sa

Al Mashaar REIT

www.muscatcapital.com.sa Sector: Real Estate (REITs)

Region: Riyadh Contact info: Abdullah Alqarni +966 11 279 9833

AM@muscatcapital.com.sa

Al Rajhi REIT Fund

www.alrajhi-capital.com Sector: Real Estate (REITs)

Region: Riyadh Contact info: Abhay Kadaskar

+966 5419406620 / +966 11 828 4501

Kadaskar A@alrajhi-capital.com

AlAhli REIT fund (1)

www.alahlireit.com

Sector: Real Estate (REITs)

Region: Riyadh Contact info: Muath Kawthar 920000232

info@alahlireit.com

AlJazira Mawten REIT Fund

www.aljaziracapital.com.sa Sector: Real Estate (REITs)

Region: Riyadh Contact info: Walid Bin Ghaith +966 11 275 1086

W.ghaith@aljaziracapital.com.sa

Alkhabeer REIT fund

www.alkhabeer.com Sector: Real Estate (REITs)

Region: Jeddah

Contact info: Hisham Hatoum

+966 504612108 / +966 12 612 9359

H.Hatoum@alkhabeer.com

Bonyan REIT fund

www.sfc.sa

Sector: Real Estate (REITs)

Region: Jeddah Contact info:

Mohannad Aldarswny +966 552299550

maldarsoni@fransicapital.com.sa

Derayah REIT Fund

www.derayah.com

Sector: Real Estate (REITs)

Region: Riyadh Contact info: Bassam Nor

550894499 / 0112994311 Bassam.Noor@DERAYAH.COM

Jadwa REIT Al Haramain Fund

www.jadwa.com

Sector: Real Estate (REITs)

Region: Riyadh Contact info: Ali Al-Segayh

966 11 2791111 Ext. 4461 aalsegayh@jadwa.com

Jadwa Saudi REIT Fund

www.jadwa.com

Sector: Real Estate (REITs)

Region: Riyadh Contact info: Ali Al-Segayh

+966 11 279 1111 Ext: 4461 aalsegayh@jadwa.com

MEFIC REIT Fund

www.mefic.com.sa

Sector: Real Estate (REITs)

Region: Riyadh Contact info: Joseph Hakme

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Mulkia Gulf Real Estate REIT

www.mulkia.com.sa

Sector: Real Estate (REITs)

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Musharaka REIT fund

www.musharakareit.com Sector: Real Estate (REITs)

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Riyad REIT Fund

www.riyadcapital.com Sector: Real Estate (REITs)

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SEDCO Capital REIT Fund

www.sedcocapital.com Sector: Real Estate (REITs)

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Swicorp Wabel REIT Fund

www.SwicorpWabelREIT.com Sector: Real Estate (REITs)

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Taleem REIT Fund

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Real Estate Management and Development

Arabian Centres

www.arabiancentres.com

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Arriyadh Development Co.

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Jabal Omar Development Co.

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Knowledge Economic City

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Makkah Construction and Development Co.

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Alandalus Property Co.

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Saudi Real Estate Co.

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Sumou Real Estate Co.

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Taiba Investments Co.

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BUSINESS LINES IN SAUDI **TADAWUL** GROUP



BUSINESS LINES

Nayef Alathel Chief of Listing Listing Division



Bandar Al Blehed Clients Relations Development Head, Clients Relations Development



The Listing Division's main role is to attract new listings in different securities and manage the entire listing process across all platforms (Equity, Debt, ETFs, CEF's, and REITs), increasing IPO awareness among family businesses and private companies, and deepening the Capital Market through various tools. Also, our responsibilities include promoting new products and services to different stakeholders such as current and potential issuers, authorized persons, and all other market participants.

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Email address: nayef.athel@saudiexchange.sa Contact details: (phone number) +966 11 218 9046 The Clients Relations Development department's main role is to attract, retain and grow international and domestic institutional investors interest in the Saudi Capital Market, and manage existing relationships, and build new ones and ensure achieving high client's satisfaction. The role entails the development and management of outreach opportunities and provide support to institutional investors, fund managers and index providers.

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Mansour Altais Account Management & Sales Manager Business Development Division – Muqassa



The Markets Development department's role is the development of the Saudi Exchange cash markets' products and services in line with international best practices, in an effort to improve market efficiency, liquidity and effectiveness that will position the Saudi Exchange to compete on a global scale. The role entails onboarding new members and introducing new listed products, services, and enhancements catering to investor needs and promoting market growth.

Contact Information Email address: Noelle.Jaweini@saudiexchange.sa Contact details (phone number): +966 11 218 9298 The main role of Business Development Division is to provide innovative products, services and platforms to the market stakeholders, by creating business value and optimizing opportunities that aim to expand markets growth and investors trust. We also build and manage client relationships, on-board new clients, and manage market awareness activities.

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Nayef Amin Derivatives Development Head, Derivatives Development



Suliman AlRasheed Market Information Clients Relations Manager, Market Information Clients Relations



The Derivatives Development department's main role is to develop the nascent derivatives market in line with international best practices in an effort to drive innovation and growth that will enable the Saudi Exchange to compete in the derivatives space on a global scale. The role entails managing, leading, and continuously engaging with existing derivatives exchange members, onboard new members, and introduce new functionalities and market enhancements.

Contact Information Email address: nayef.amin@saudiexchange.sa Contact details (phone number): +966 11 218 9028 The Market Information Clients Relations unit's role is to maintain the relationship of exchange members and data providers within the domain of Market Information and Indices. The role undertakes the responsibility of authorizing the use of the Saudi Exchange data, and the creation of indices & financial information products to international and local brokers, data vendors, index providers, financial institutions and asset managers. The role also entails overseeing the dissemination of the trading cycle and ensure transparency of listed instruments in the Saudi Exchange.

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Mohannad AL Onaizan Client Relations Head, Acting Custody and Funds Head



The Client Relations department's main role is to establish a bridge between the depository and with each of its issuers and members through continuous communication on relevant market developments, listen to their feedback and address them accordingly. Additionally, the department is responsible for onboarding new custody members to the Saudi Capital Market.

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