

# MEDIA CONFERENCE SWISSPORT, ASYAD HOLDING

Media Briefing - Riyadh, Kingdom of Saudi Arabia

27 November 2023

[swissport.com](https://www.swissport.com)



# 01 THE PARTNERSHIP AT A GLANCE

# SWISSPORT AND ASYAD JOIN FORCES

## ASYAD HOLDING ACQUIRES 49% IN SWISSPORT SAUDI ARABIA

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"This team-up [...] will bolster the capabilities of Swissport Saudi Arabia and place it in a strong position to contribute toward Vision 2030."

Osama Al Sayed – Chairman  
ASYAD Holding



"The collaboration with a strong national partner will enable both partners to better participate in the vast potential we see in Saudi Arabia."

Warwick Brady – President & CEO  
Swissport International AG





## OUR PARTNERSHIP

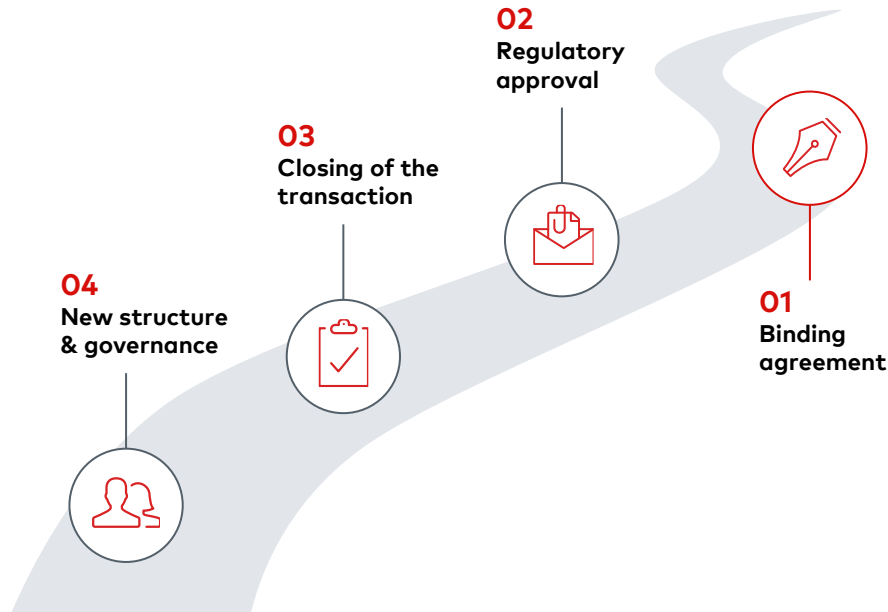
### FUTURE SETUP AND OUTLOOK

- The Saudi entity will continue to operate under the well established, global brand of Swissport International.
- The proven and successful Swissport team in Saudi Arabia, led by **Chris Browne**, will continue to manage the business.
- The goal is for Swissport to grow in KSA, in particular with Saudi carriers and to contribute toward Vision 2030. Growth can also be realized in cargo handling or lounge hospitality.
- Swissport will leverage **ASYAD's local market expertise** to drive growth and attract Saudi and international carriers.
- ASYAD will help Swissport enhance its local stakeholder engagement (e.g., with airport and regulatory authorities).



# TRANSACTION STATUS

## UPDATE AND NEXT STEPS



<b>01</b> Binding agreement	Binding agreements for sale by Swissport Intl. AG of a 49 % stake in Swissport Saudi Arabia to ASYAD Holding signed.
<b>02</b> Regulatory approval	In line with standard practice, the closing of the sale is subject to the satisfactory completion of the Saudi regulatory process.
<b>03</b> Closing of the transaction	The transaction is expected to be closed during the first quarter of 2024.
<b>04</b> New structure	Swissport Saudi Arabia will continue to operate, assigning new members to the Board of Directors from ASYAD Holding.





# 02 AN INTRODUCTION TO SWISSPORT

All our actions have a clear purpose.

**We make it happen. From landing to take-off.**

We contribute to steady operations of our airline customers and help them deliver a positive experience to their passengers.



# OUR SERVICE PORTFOLIO

## ENABLING AIRLINES TO FOCUS ON FLYING

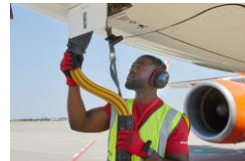
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Swissport generates roughly 80% of its revenue in airport ground services, including passenger services and ramp handling. Our air cargo business accounts for some 20% of our revenue with strong growth.



### PASSENGER SERVICES

Ticketing, check-in and gate services, service desk, irregularity pick-up team, transfer and irreg. services, special assistance, executive aviation, arrival services, lounge hospitality (Aspire).



### RAMP HANDLING

Loading/unloading of aircraft, baggage services, turnaround coordination, moving of aircraft (pushback/towing), de-icing, aircraft fueling, central load control, aircraft cleaning.



### AIR CARGO HANDLING

At 117 air cargo centers, Swissport handles everything from general cargo to special cargo shipments, like pharmaceuticals.



Show you care



Do the right things



Win as a team



# OUR PRODUCTION FIGURES 2022

## PASSENGERS

186m

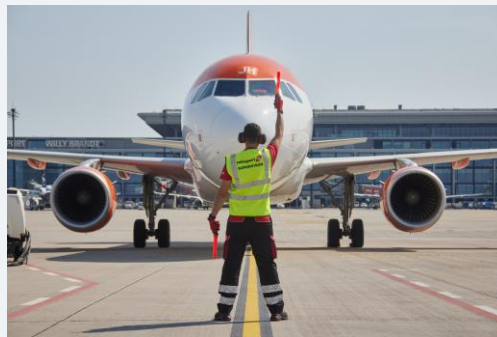
2021: 97 million



## AIRCRAFT TURNS

1.7m

2021: 1.0 million



## CARGO TONS

4.8m

2021: 5.1million



# SWISSPORT: A HUB MANAGEMENT EXPERT

## OVER 20 YEARS OF EXPERIENCE IN COMPLEX HUB OPERATIONS

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Adding Rome to our portfolio is a milestone in our expansion as an expert in hub operations.

### Airlines turn to hub outsourcing

- Swiss International Air Lines at their home base in **Zurich** with integrated hub handling since its foundation in 2001.
- easyJet at various of their large **bases across Europe** for many years.
- Qantas for the domestic flights at their **Sydney** and **Melbourne** hubs.
- United Airlines for cargo logistics several of their **major cargo hubs** in the US.
- Azul Airlines in Brazil for ramp handling at their **Viracopos** hub.



"We are convinced that sustainable business practices contribute to long-term value creation for us and our partners."

Warwick Brady – President & CEO  
Swissport International AG



# QUALITY, HEALTH AND SAFETY

## SAFE AND INDUSTRY LEADING OPERATIONS

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At 294 airports globally 57,000 Swissport colleagues strive to fulfill the highest client expectations in terms of service quality and efficiency. Above all stands our commitment to an unconditional safety-first culture.

### ALIGNED WITH INDUSTRY STANDARDS

To support our safety initiative, quality and safety were merged into an integrated system and aligned with the ISO 9001:2015, ISAGO and IGOM standards.

Between 2015 and 2020 we reduced the number of work-related injuries and damage to equipment.



## ESG: CONTRIBUTING AS A RESPONSIBLE BUSINESS

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As a signatory to the **UN Global Compact** (2011), Swissport is committed to environmental care, the protection of human rights, compliance with labor standards and the fight against bribery and corruption.

### EMPLOYEE DIVERSITY & INCLUSION

We promote a working environment, which enables our employees to reach their potential. We believe in respect for diversity and support equal opportunity.

### CARE FOR THE ENVIRONMENT

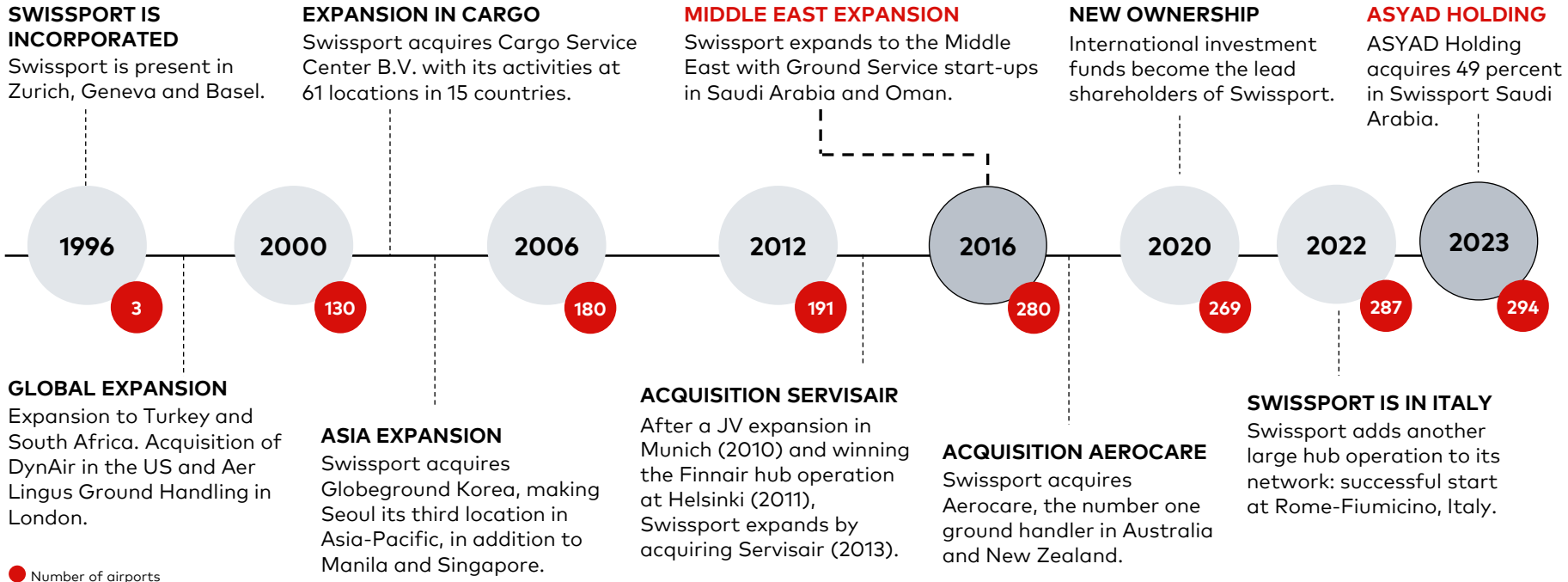
In line with our Environmental Guideline (est. 2007), we continuously work to reduce the carbon footprint of the company. We are investing in new, eco-powered ground support equipment (GSE) and are establishing effective waste management as a second environmental focus.














# 03 SWISSPORT IN THE MIDDLE EAST

## FROM LOCAL PLAYER TO GLOBAL LEADER



● Number of airports

## THE KEY FACTS

	<b>COUNTRIES</b>	<b>2</b>
	<b>AIRPORTS</b>	<b>7 (+1)</b>
	<b>CARGO WAREHOUSES</b>	<b>0</b>
	<b>CUSTOMERS</b>	<b>36</b>
	<b>EMPLOYEES<sup>1</sup></b>	<b>1,521</b>
	<b>LOUNGES</b>	<b>0</b>
	<b>FLIGHTS<sup>2</sup></b>	<b>60,892</b>
	<b>AIRCRAFT TURNAROUNDS<sup>2</sup></b>	<b>30,446</b>
	<b>PASSENGERS<sup>2</sup> (million)</b>	<b>7.8</b>

<sup>1</sup> as of 1 January 2023    <sup>2</sup> full year 2022 figures





## OUR AMBITIONS IN THE GCC REGION

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- The GCC is a high growth target market for us.
- We have the ambition to participate in this growth over-proportionally and are exploring options.
- We regularly evaluate opportunities, whether for smaller bolt-on acquisitions or larger M&A opportunities.
- In addition to the high growth of Saudi aviation, we expect to realize growth by bringing additional lines of our own business to Saudi Arabia (e.g., lounges or cargo handling) and from major outsourcing by airlines.
- With our strong market position in Saudi Arabia and our local partner ASYAD holding, Swissport is very well positioned to grow its market share across the GCC.

## OUR LEVERS OF GROWTH

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At Swissport, we are committed to sustainable value creation for our customers and for Swissport.

### Organic top-line growth

By leveraging Swissport's economies of scale, airlines can support their growth, and we can grow with them.

### Recent airline outsourcings

Swissport, partner of choice for SWISS in Zurich (ZRH), ITA Airways in Rome (FCO) and Azul in Sao Paulo (VCP).

### Latest acquisitions

Aerocare (Australia, 2018), Apron Cargo (Germany, 2018), BAS Cargo (Belgium 2022), DUS Cargo (Germany, 2023)

### Greenfield start-ups

The most challenging route: We chose this for KSA in 2016. We stayed the course through Covid-19. And here we are.

ORGANIC  
CUSTOMER AND  
SERVICE LINE  
GROWTH

AIRLINE  
OUTSOURCING  
PROJECTS

SELECTIVE  
ACQUISITION  
ACTIVITY

GREENFIELD  
START UPS



## OUR LEADERSHIP TEAM FOR KSA AND THE REGION

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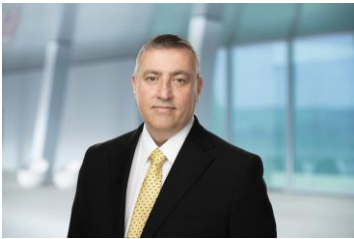
**Dirk Goovaerts**

Swissport CEO CEMEA &  
Global Cargo Chair



**Chris Browne**

Swissport CEO Saudi Arabia



**Deon van Niekerk**

Swissport COO CEMEA



**Mark Nixon**

Swissport COO Saudi Arabia

- Swissport executives with local experience.
- Proven track record in driving business success.
  - Chris Browne, CEO
  - Mark Nixon, COO
- New Board w/ Swissport and ASYAD
- ASYAD brings in local expertise
  - Stakeholder management
  - Overall cultural and political guidance
  - Topline growth with Saudi carriers





**THANK YOU**  
QUESTIONS & ANSWERS