



WHAT WE WILL DISCUSS TODAY

1. Introduction of JV Partners
2. JV Setup
3. Shared Vision & Mission
4. Worldwide network & setup in Saudi Arabia
5. Global & Local Services
6. Asset Base
7. Quality Systems and Standards
8. Compliance & Sustainability
9. IT and Software Solutions
10. Unique Setup in Saudi Arabia
11. Case Studies
12. Summary
13. Contact Details



BERTLING AT A GLANCE

- Founded in 1865, more than 157 years of experience in shipping & freight forwarding
- Privately owned and managed by active shareholders
- Headquartered in Hamburg, Germany with 50 offices in 30 countries
- Three major business units: Ship Owning, Chartering & Broking • Logistics & Project Freight Forwarding • IT & Software Solutions
- Industry focus: Oil & Gas, Mining & Construction, Power Generation, Renewables, Petrochemicals
- In business in Saudi Arabia since 1990 with a varied track-record of successful projects



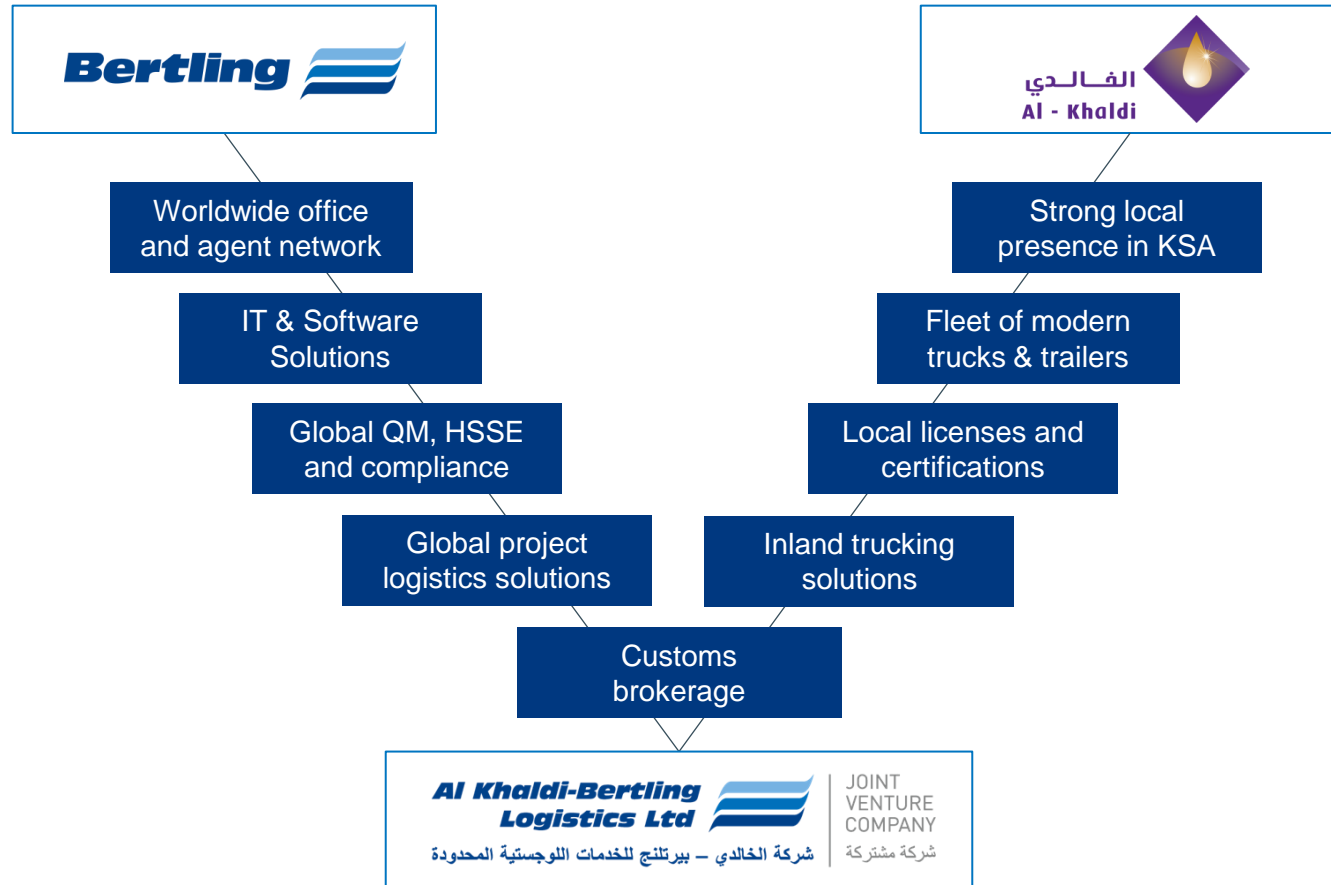
AL KHALDI AT A GLANCE

- Founded in 1972 and celebrating 50 years in business in 2022
- Privately owned and managed by active shareholders
- Headquartered in Al Khobar, Saudi Arabia
- Strong local presence with 8 offices all over KSA + in all essential transport hubs and ports
- Four major business units: Transportation & Logistics • Contracting & Construction • Trading of Petroleum Products • Cement & Chemical Products Distribution
- Industry focus: Oil & Gas, Mining & Construction, Power Generation, Chemicals
- Strong asset base and sub-contractor network in KSA

الخالدي
Al - Khaldi



BERTLING + AL KHALDI – A WINNING COOPERATION IN SAUDI ARABIA



Your logistics partner
of choice in KSA

OUR VISION

To be the “Logistics Solutions Services Partner of Choice” for all kinds of transports in the demanding Saudi Arabian business environment in compliance with the local IKTVA* program and the Vision 2030 strategy by offering responsible logistics services

OUR MISSION

- provide best practice, cost effective logistics solutions to firms in the energy, mining & construction, renewables, government infrastructure, oil & gas but also other non oil & gas sectors
- responsive to and exceed customers’ requirements and expectations through on-time and on-budget transport solution
- operate and maintain safe, compliant and responsible working practices while respecting and supporting the cultures, diversity and traditions of all countries where we operate
- develop sustainable logistics solutions together with our customers to support their sustainability goals by helping them knowing their emissions





THE KSA “BEYOND OIL” STRATEGY

Saudi Arabia’s Vision 2030

- Make the overall economy less dependent on crude oil exports and the oil industry in general and modernize the Saudi society and diversity the economy
- Large investments planned in the construction of new cities, non-oil industries (e.g. technology, education, (logistics/shipping) infrastructure, incl. port facilities, and mining
- Make Saudi Arabia again the crossroad of the Middle East and the major trading center it used to be in the past

In Kingdom Total Value Add (IKTVA)

- Overall goal is to create value in every aspect of our business, maximizing long-term economic growth and diversification
- Take action to drive additional domestic value creation to support a rapidly changing economic environment and foster future prosperity
- To follow a clear local content strategy of working with local suppliers and partners, create jobs for a growing Saudi population

WORLDWIDE OFFICE NETWORK & DEDICATED PARTNERS



- Number of offices 8 local offices and presences in all local ports
- Office locations Dhahran, Dammam, Gizan, Hail, Jeddah, Jubail, Riyadh, Tabuk



WHAT WE CAN DO FOR YOU

- ▶ Freight forwarding services for all modes of transportation (air/sea/road/rail) and all sizes of cargo
- ▶ Project logistics services including risk & compliance management
- ▶ Transportation of extra-large/over dimensional/heavy-lift cargoes including heavy-lift engineering and technical & commercial consulting
- ▶ Health, safety, quality and environmental planning
- ▶ Feasibility studies, route & port surveys
- ▶ Door-to-door service and in-house customs clearance solutions
- ▶ Sea freight including breakbulk, RoRo, charters, FCL and LCL traffic
- ▶ Warehouse services - packing/unpacking/material control, consolidation & deconsolidation



COMMITMENT TO YOUR PROJECT

- ▶ The JV combines Bertling’s global logistics strengths and Al Khaldi’s local transport know-how and on-shore services and resources at its best
- ▶ Dedicated offices and experienced staff in all transport hubs across the country who work closely with carefully selected sub-contractors and business partners
- ▶ Established global and local client base and long-term expertise in the management of large and complex turnkey freight forwarding contracts
- ▶ “Go Anywhere” approach and experience/local know-how in the most challenging territories
- ▶ Tailor-made project execution and IT implementation plans for each client and project
- ▶ Coverage of all logistics services required in the project life cycle including a variety of transport assets and end-to-end turnkey project solutions



INDUSTRY-LEADING TECHNICAL CONCEPTS



Skilled heavy-lift engineers across the whole Bertling network, based in clients' offices or in the field



Unrivalled expertise in loading, transportation and discharge of heavy-lift cargos



Project-specific risk assessments, detailed technical planning, equipment engineering and high-quality CAD drawings



Close collaboration with customers and suppliers to ensure all work is planned and engineered to suit the project constraints and environments unique to each project



Personal attendance and supervision at pre-carriage loading operations, movements of sensitive/high-value cargo items, at load and discharge ports



Production of operational report packs and detailed documentation



Regular HSSE diligence inspections at load/discharge ports, on board of vessels and at sub-contractors' premises

OWN FLEET OF TRUCKS

▶ 1,400 modern trucks and more than 2,000 trailers

- High bed and Low bed
- Fuel and Chemical Tanker Trucks
- Water Tanker Trucks
- Dump Trucks
- Curtain Sided Trailers
- Mud/Vacuum Trucks
- Bulkers for Cement and Chemicals
- Pipe Dolly (extendable) Trailers

▶ Trucks specialized to transport any type of cargo inside and outside of KSA





WAREHOUSE DETAILS AT A GLANCE

- › Total warehouse area: 2,000 sqm (closed area)
- › Outside laying area: 15,000 sqm
- › 34-ton Truck Weighbridge
- › Moveable(onload-offload) steel ramps
- › 3-ton Diesel forklifts

WAREHOUSE ADDRESS

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➤ QUALITY SYSTEMS AND STANDARDS

HSSE

- All transports planned and executed to the highest QHSSE standards and with minimum impact to the environment
- One global QHSSE strategy based on group-wide policies and management systems tailored to meet local laws & regulations

QUALITY MANAGEMENT

- JV partners are globally known for high-quality transport services based on continuous global employee training and carefully selected sub-contractors
- JV is ISO 9001, 14001 and ISO 45001 certified
- Gulf SQAS* accredited and registered and locally licensed

COMPLIANCE & RISK MANAGEMENT

- Our Group Values & Code of Conduct records all beliefs and values and our joint commitment to honesty, integrity and the promotion of an open and diverse corporate culture at the highest ethical standards
- All employees of Bertling & Al Khaldi subscribe to these standards from day 1

* Gulf Sustainability & Quality Assurance System



REPUTATION FOR HIGH-QUALITY SERVICES

- › All transports planned and executed to the highest group-wide QHSE standards
- › ISO 9001, ISO 14001, ISO 45001 and/or OHSAS 18001 certification
- › AEO accreditation, regional QM standards and memberships in local freight organisations
- › Continuous employee training programs
- › Tailor-made project-specific assessments
- › Network of carefully selected/approved suppliers and sub-contractors

OPERATION AT HIGHEST ETHICAL STANDARDS AND LOWEST RISK

- › Bertling's Group Values & Code of Conduct (VCOC) records all beliefs and values
- › It sets down our commitment to honesty, integrity and the promotion of an open and diverse corporate culture
- › VCOC also confirms Bertling's commitment to maintain the highest ethical standards wherever we conduct our business, every day and everywhere
- › Standards for international trade compliance
- › Membership of TRACE International and UN Global Compact Signatory

ENVIRONMENTAL COMPLIANCE AND SUSTAINABILITY

- › Bertling welcomes its duty of care and is committed to the protection and welfare of the environment
- › Visible leadership demonstrates this commitment to our staff, our customers and to the general public
- › Protection & management of environmental aspects is a global policy at Bertling
- › All offices within the Bertling Group are required to subscribe to these standards from day one
- › Supporter of the UN Sustainability Goals

COMMITMENT TO RESPONSIBLE LOGISTICS SOLUTIONS

- › We aim for CO₂ neutral operations within 10 years by our 3-step approach, which is (1) measure, (2) reduce, (3) compensate
- › We work with industry leaders to support high impact, positive change projects
- › We have developed our IT system reporting to clearly inform our clients on the environmental impacts of transport operations
- › We are working towards providing options for greener transport solutions

› VALUE ADD IT SERVICES **Bertling**

STATISTIC REPORTS FOR ECOLOGICAL FOOTPRINT CALCULATION

- › Comprehensive information on the ecological footprint of all shipments is available in detailed statistic reports and highly visual dashboards
- › This data serves as a basis for KPI measuring, which will help you to evaluate and meet your sustainability goals
- › Among the shipment and cargo information, the following items will be tracked and evaluated (estimated and actual):
 - Greenhouse gas emissions (CO₂-Eq) in t
 - Energy in MJ
 - Carbon dioxide emissions (CO₂) in t
 - Nitrogen oxide emissions (NOx) in kg
 - Non-methane hydrocarbons
 - Sulphur dioxide emissions (SO₂)
 - Particles (PM) in kg



› COMMITMENT TO RESPONSIBLE LOGISTICS SOLUTIONS **Bertling**

THERE IS NO PLANET B FOR CLIMATE OFFSETTING

- › WE SUPPORT LOCAL COMMUNITIES & CHARITY PROJECTS
- › WE FOSTER LOCAL CONTENT
- › WE PROMOTE CONCERN FOR THE ENVIRONMENT
- › WE STRIVE FOR SUSTAINABLE LOGISTICS SERVICES & CARE FOR OUR STAFF



Company Profile – The Bertling Group Page 1

YOU HAVE THE CHOICE. WE'LL MAKE IT HAPPEN.





1. BLU – ONE GLOBAL SYSTEM

- Used by all Bertling offices around the globe
- Developed in-house in close collaboration with Bertling’s operations experts
- Adaptable to any kind of cargo, project or supply chain
- Continuous enhancement for better process support

KEY ADVANTAGES OF BLU

- ✔ Cost reduction and increased productivity
- ✔ Less administrative effort
- ✔ Varied capabilities for system integrations, EDI interfaces and reporting
- ✔ Budget control and easy analysis tools
- ✔ Real-time reporting and data control
- ✔ Automated compliance checks and sub-contractor evaluation

2. TRACKING & TRACING

- Easy to set up, easy to use and provides full control
- Real-time information on any shipment is available 24/7 at your fingertips
- Usually max. 6 weeks implementation/setup time
- Access through the internet – no software installation required
- Adaptable also during the project to match changing requirements
- Protected access through individual user names and passwords



3. REPORTING

- Setup of meaningful reports, statistics and KPI measuring & analysis tools
- Customized dashboards in modern designs and any required language
- Provision of real-time reporting data for client's own BI tools
- Report types include (but are not limited to):

- | | |
|------------------------------|----------------------------------|
| ✓ Material Status Report | ✓ Supplier Non Compliance Report |
| ✓ Receiving Report | ✓ Supplier Promised Ready Report |
| ✓ Cost Control Report | ✓ Actual vs. Budget Report |
| ✓ Freight Forecasting Report | ✓ OS&D Report |
| ✓ Expediting Report | ✓ On Hand Report |

4. EDI

- Support of all common EDI formats and protocols
 - Well thought-through mapping, testing and implementation process
 - No direct system interface, coupling via middleware to reduce complexity
 - Each EDI interface tailor-made to your functional and system requirements
 - Global track record of robust, stable and globally available EDI connections
- Reduced costs and increased productivity based on high-quality real-time data





TRANSPORT OF TWO HEAVY TRANSFORMERS FROM TURKEY TO KSA

Industry: Power Generation

POL: Izmit, Turkey

POD: Jeddah, Saudi Arabia

Cargo: 2x 80 MVA transformers measuring 9.9 x 3.7 x 4.2m weighing 73.5 t each plus accessories

Bertling's SOW: All transport operations by ocean freight from FOB origin up to DAP jobsite albeit on-going congestion in the Persian Gulf Region caused by the Suez Canal incident; services included loading/offloading, lashing/securing, vessel chartering



TRANSPORT OF 350,000 FRT FOR REFINERY EXPANSION PROJECT

Industry:	Oil & Gas
POL:	Worldwide origins
POD:	Yanbu, Saudi Arabia
Cargo:	Two pieces cracker units, each 20,00 m L x 18.00 m diameter, each 350 mtons Two pieces pressure vessel, each 42.50 m L x 5.00 m diameter, each 450 mtons One unit housing for cracker unit, 8.00 m L x 7.00 m W x 10.50 m H, 175 mtons Total volume transported: 350,000 FRT
Bertling's SOW:	Vendor expediting, ocean freight, ocean charters, air freight, customs clearance, materials tracking & tracing and DEL (Duty Exemption List) submission



BULKY GENERATORS, TRANSFORMERS + ACCESSORIES FROM KOREA TO KSA

Industry: Power Generation

POL: Korea

POD: via Dammam to Al-Hassa, KSA

Cargo: 3x 67 MVA Transformers; 60t each
1x 150 MVA Reactor; 98t plus 77 cases accessories
3x 502 MVA Transformers; 232t each
3x 752 MVA Transformers; 222t each plus 324 cases accessories

Bertling's SOW: Supervision at origin, ocean freight, route and site surveys, method statements, transshipment incl. intermediate storage, customs clearance, planning and executing of heavy-lift transports, installation onto foundation by using turntable and jacking/skidding method, final alignment of transformers on foundation



300,000 FRT FOR A CEMENT FACTORY EXTENSION PROJECT IN KSA

Industry: Mining & Construction

POL: Shanghai, China

POD: Rabigh, KSA

Cargo: Mill bodies each weighing 185t
Diesel generators each weighing 345t
Kiln sections weighing between 80-100t
MAN motor weighing 315t

Bertling's SOW: Receiving cargo at port of shipment up to final delivery to the project site in Rabigh/Saudi Arabia, customs cleared



4 CONSECUTIVE SHIPMENTS FROM SWEDEN VIA ANTWERP TO KSA

Industry: Power Generation

POL: Norrkoping, Sweden

POD: Jeddah & Madinah, KSA

Cargo: Full substation divided into 4 transformers weighing 242t each shipped in 3 lots

Bertling's SOW: Handling of trans-shipment with a 800t SWL floating crane from coaster onto quay at Port of Antwerp; intermediate storage on stools/beams at Port of Antwerp, Final leg to Jeddah Port by H/L geared vessel; jacking operation



TRANSPORT OF SEPARATORS, CHASSIS, DRUMS & COOLERS FOR POLYETHYLENE PLANT

Industry: Chemical Plant

POL: Houston, USA and Ulsan, South Korea

POD: Al-Jubail, KSA

Cargo: Low Pressure Separator, HVAC chassis and accessories all in all 532 FRT
Pipe Coil Jacketed Drum with the largest piece measuring 1,217 x 553 x 630cm/68 MT
Vacuum Coolers measuring 1,400 x 320 x 400cm/63,5t each

Bertling's SOW: Transport planning and execution from FOB port of shipment to the project site in Al-Jubail including customs clearance



TRANSFORMER SHIPMENT FROM TURKEY TO KSA

Industry: Power Generation

POL: Derince, Turkey







POD: Al-Jubail, KSA

Cargo: Transformer weighing 212t + accessories

Bertling's SOW: from factory Gebce, Turkey up to project site in Al-Jubail including off-loading and placing on foundation

FOR YOU TO TAKE AWAY ABOUT OUR JV IN SAUDI ARABIA

WHY WE ARE YOUR PARTNER OF CHOICE IN KSA

- ▶ Well-established global and local presences and experienced project teams ready to handle your transports from/to Saudi Arabia 
- ▶ Extensive track record of successfully handled large scale logistics projects and general cargo transports in Oil & Gas and also none Oil & Gas sectors 
- ▶ Globally and locally certified and licensed quality, HSSE and compliance services to address the specialties of the KSA business environment 
- ▶ In-house customs brokerage 
- ▶ Large global and local asset base including a modern fleet of different types of trucks, trailers, transport equipment, our own IT and systems, dedicated staff and own offices in all transport hubs across the country 
- ▶ All services designed to support the KSA's IKTVA program, Vision 2030 and Gulf SQAS requirements to build sustainable economic growth by modernizing the society and diversifying the economy away from oil 

 An excellent operational performance does not need many words of explanation, but one simple answer: Al Khaldi-Bertling Logistics Ltd

▶ THANK-YOU FOR YOUR INTEREST!

ANY QUESTIONS? PLEASE CONTACT

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WE LOOK FORWARD TO HEARING FROM YOU.

