



**Co weaving a new wing: collaborating with Saudi
Arabian Airlines (SAUDIA) to develop a Saudi
Arabian Airlines project plan**

Supporting Saudi Arabia's 2030 Vision and Building a Global Aviation Hub

ANTEX INVESTMENT GROUP

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PART 01

**Opportunities of the Times:
The new era of aviation under Saudi
Arabia's "2030 Vision"**

Why develop the aviation industry in Saudi Arabia?



Project Background and Objectives

01 Saudi Arabia's Vision 2030: The core engine of national transformation



Core goal: Get rid of a single dependency

Get rid of the single dependence on the oil economy and strive to achieve diversified transformation and long-term sustainable development of the national economy.



Strategic core: Building a hub for three continents

To build Saudi Arabia into a trade and logistics hub connecting Asia, Africa, and Europe, tourism and aviation have been identified as key drivers to achieve this goal.



National Action: The Lifeline of the Aviation Industry

The aviation industry is placed at the absolute core of national strategy, serving as an economic and social lifeline to ensure national connectivity and attract global investment.

02 National Aviation Strategy (SAS): Grand blueprint and quantitative goals



330 million people

**Annual passenger
throughput**

2030 Strategic Goals



250+ pieces

Global destinations

Expand international
airline network



4.5 million tons

**Annual air cargo
volume**

Building a global
logistics hub



150 million people

**Annual number of
tourists attracted**

Supporting the
National Tourism
Strategy

The wave of infrastructure construction: a once-in-a-lifetime historical opportunity



King Salman International Airport

The total investment is 30 billion US dollars, and it is expected to open in 2030. The initial annual throughput is 120 million people, and it is expected to become one of the largest airports in the world.



Jeddah Airport Expansion

The goal is to achieve an annual passenger throughput of 100 million by 2035 to meet the rapidly growing demand for Red Sea tourism and international air routes.



Riyadh Airport expansion

The plan is to significantly increase the annual passenger throughput to 40 million by 2038, strengthening its position as a regional transportation hub.



NEOM Bay International Airport

To support the construction and development of NEOM's future new city, the airport plans to handle an annual passenger throughput of 25 million.



Red Sea International Airport

Specially built to support the development of luxury tourism projects in the Saudi Arabian Red Sea, with a planned annual passenger throughput of 1 million.

PART 02

**Partner:
Saudi Arabian Airlines (SAUDIA)**

Who is the ideal partner for cooperation?



SAUDIA: The Core Strategic Platform of Vision 2030

01 National Positioning and Key Mission

Core platform

The symbol of Saudi Arabia's national image and the core implementation platform of the "2030 Vision" global connectivity strategy, serving as a strategic link connecting the three continents of Asia, Africa, and Europe.

Key mission

- Drive the rapid growth of Saudi Arabia's tourism industry and assist in the diversification and transformation of the national economy
- Build a global aviation hub network centered around Riyadh and Jeddah
- Ensure and optimize religious tourism transportation services such as pilgrimage
- Promote high-end business and cultural exchanges between Saudi Arabia and the world

02 Strength and Advantages

Fleet size and global network

Operating over 140 modern aircraft, with plans to expand to over 250 by 2030; The route covers over 100 destinations worldwide and is an important member of the SkyTeam Alliance with strong accessibility.

Unique and irreplaceable business

The world's largest and most experienced pilgrimage transportation service operator, ensuring the round-trip travel of millions of believers every year, with a highly branded moat.

Group operation of the entire industry chain

We have built a complete industrial ecosystem from low-cost aviation and air cargo to MRO maintenance and ground services, with strong risk resistance and high operational efficiency.

SAUDIA's challenges and needs: entry points for cooperation



Huge capital pressure

Large scale aircraft procurement and infrastructure upgrades require significant capital investment, and introducing strategic partners and sharing investment risks are important considerations in its privatization process.

Intense international competition

Faced with fierce competition from mature rivals such as Emirates Airlines and Qatar Airways, as well as Saudi Arabia's new airline Riyadh Airlines, it is urgent to enhance comprehensive competitiveness in all aspects.

Operational efficiency and service upgrade requirements

It is urgent to promote digital transformation, improve operational efficiency, upgrade high-end services, and strengthen supporting service capabilities such as aviation maintenance (MRO) to reduce costs and improve quality.



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PART 03

**Strength matching:
Comprehensive Aviation Solutions for
Chinese Enterprises**

What can we offer?

World class airport construction capability

Benchmark case: Dubai Al Maktoum International Airport



The world's largest super engineering project

The world's largest airport under construction, constructed by China Communications Construction Corporation, with a total investment of 35 billion US dollars and a designed annual throughput of 260 million passengers, is an aviation strategic hub connecting the East and the West.



Technical Strength • Cutting edge Craftsmanship

Covering cutting-edge technologies such as ultra large span steel structures, complex foundation treatment, and intelligent terminal systems, it fully demonstrates outstanding capabilities in project management, technological innovation, and cost control.



Ability endorsement • Entering the high-end market

Undertaking this project signifies that Chinese enterprises have the comprehensive strength to undertake and perfectly fulfill world-class aviation hub projects such as King Salman International Airport in Saudi Arabia.

World class airport construction capability



Saudi Domestic Experience: Practical Test

- ✓ **Successfully Fulfilled the Contract - Terminal H of King Khalid International Airport**

Chinese enterprises have successfully constructed the H terminal project of King Khalid International Airport in Riyadh, Saudi Arabia. The construction team overcame the extremely harsh climate challenge of the local summer temperature exceeding 50 °C, completed the construction task on time and with quality, fully demonstrating their strong adaptability to the local environment and excellent engineering performance.

Leading MRO and Smart Airport Solutions

01 Leading Aviation Maintenance (MRO) Capability

Benchmark case: The world's largest MRO cluster

The maintenance hangar of Emirates Airlines, constructed by China Railway Construction Corporation, is the world's largest and most technologically advanced MRO cluster, capable of providing comprehensive maintenance and repair services for 28 wide body aircraft simultaneously.

Proof of Ability: Building an Autonomous and Controllable MRO Center

This strongly proves that Chinese enterprises have the comprehensive strength to build world-class MRO centers for Saudi Arabia, which can help enhance Saudi Arabia's independent maintenance capabilities and significantly reduce long-term operating costs.

Value Empowerment: Deep Collaboration across the Entire Industry Chain

In addition to infrastructure construction, a mature maintenance management system can also be introduced to achieve the integration of "construction, management, and operation" and promote the upgrading of the Saudi aviation industry chain.

Leading MRO and Smart Airport Solutions

02 Advanced Smart Airport and Digital Solutions



Core IT: Mature Industry Solutions

China's leading enterprises, represented by AVIC Information, have mature airport core IT systems such as booking, departure, and baggage handling, and have rich experience in delivering high standard systems in the international market.



Technology Application: Building an Airport 'Smart Brain'

Mature technologies in cutting-edge fields such as facial recognition self-service customs clearance, AI intelligent operation scheduling, and luggage full process tracking can provide a complete set of digital upgrade solutions for Saudi airports.



Experience Upgrade: Human centered Smart Travel

Simplify passenger travel processes through digital means, reduce queuing time, improve overall airport service levels, and help Saudi Arabia build a highly competitive modern aviation hub image.

PART 04

Collaboration Blueprint: Proposal for Cooperation Plan of China Saudi Arabia Aviation Project

What projects should we collaborate on for development?



Collaboration Project Proposal (1)

01 Participate in the construction / expansion of world-class hub airports

Project Content

Deeply involved in flagship projects such as King Salman International Airport and Jeddah Airport expansion, serving as an EPC general contractor or forming a consortium to participate in PPP mode, fully responsible for project construction and delivery.

Collaborative Value

Utilize China's leading infrastructure technology and cost control advantages to ensure high-quality and efficient completion of projects; Simultaneously introducing advanced smart airport solutions to assist Saudi Arabia in building a global benchmark aviation hub.

02 Jointly build a world-class aviation maintenance (MRO) center

Project Content

Deeply cooperate with SAEI, a subsidiary of Saudi Arabian Airlines (SAUDIA), to invest in the construction or expansion of high standard, world-class aviation maintenance centers. These centers not only serve SAUDIA's fleet, but also actively undertake third-party maintenance services in the Middle East and surrounding regions.

Collaborative Value

Drawing on the operational experience of international advanced MRO hangars such as Dubai, we aim to build a fully capable modern aviation maintenance base for Saudi Arabia. This can not only significantly help SAUDIA reduce maintenance and operational costs, but also cultivate new economic growth points in the aviation industry chain, achieving mutual benefit and win-win results.

Collaboration Project Proposal (2)

03 Building a Smart Airport Demonstration Zone

Project Content

Choose SAUDIA's core hub airport for intelligent upgrading and transformation, introduce China's leading technologies such as facial recognition, AI operation, and intelligent luggage system, and create a model project.

Collaborative Value

Help SAUDIA improve operational efficiency, optimize passenger experience, and establish its innovative image in the global aviation industry.

04 Helps Flyadeal Expand Low Cost Airline Network

Project Content

Provide support to low-cost airline Flyadeal under SAUDIA, including the construction or expansion of operating bases, maintenance facilities, and training centers.

Collaborative Value

Assisting Flyadeal in rapid expansion, directly driving the overall growth of the Saudi aviation market, and consolidating SAUDIA Group's leadership position.

PART 05

**Collaboration mode:
Flexible and diverse paths for international
cooperation**

How can we collaborate?



Flexible and Diverse International Cooperation Models

01 Traditional Models: EPC & EPC+O&M



EPC (Engineering, Procurement, Construction)

The owner entrusts design, procurement, and construction to the general contractor for a "turnkey" delivery, ensuring clear responsibility and controllable schedule.



EPC+O&M (EPC + Operation & Maintenance)

Adding an operation and maintenance phase on the basis of EPC to achieve a seamless connection from construction to operation and ensure stable facility running.



Applicable Scenarios

Suitable for construction-type projects such as airport terminals and runways, which can ensure rapid delivery and meet the needs of immediate use.

02 Long-term Cooperation Models: BOT & PPP



BOT (Build-Operate-Transfer)

The social capital finances the construction, operates and profits during the concession period, and transfers it upon expiration, reducing initial capital pressure.



PPP (Public-Private Partnership)

Long-term partnerships between government agencies and private enterprises for joint investment, construction, and operation to share benefits and risks.



Applicable Scenarios

Suitable for large-scale projects such as MRO centers and entire airports that require long-term operation, helping to build a solid community of interests.

Comparative Analysis of Cooperation Models

01 Building a leading model

EPC design procurement construction general contracting

Advantages: Single and clear responsibility entity, with overall control over schedule and cost.

Applicable to: Pure construction projects such as airport terminals and runways, where technology is mature.

Integration of EPC+O&M construction and operation

Advantages: Seamless connection between construction and operation, unified technical standards, ensuring smooth operation in the initial stage.

Applicable: Newly built large-scale facilities that require rapid start-up and stable operation.

02 Investment operation model

BOT Construction-Operation-Transfer

Advantages: Alleviates the initial financial burden on owners and introduces advanced operational expertise from private capital.

Applicable to: Large-scale infrastructure projects requiring substantial investment and long-term operation.

PPP government and social capital cooperation

Advantages: Shared risks and benefits, fully leveraging the efficiency advantages of the private sector.

Applicable: Large scale integrated projects with high levels of comprehensive development and involving multiple interests.

PART 06

**Implementation path:
Saudi Arabian Airlines project cooperation
process**

How to achieve cooperation step by step?



Cooperation Process: Five Key Stages



01 Preliminary contact and intention reached (1-3 months)

Both sides conducted high-level mutual visits, had in-depth communication on cooperation intentions, clarified the preliminary scope of cooperation, signed a memorandum of understanding (MOU), and established the basis for cooperation.



02 Feasibility study and scheme design (3-6 months)

Establish a joint working group to accurately determine the content of the cooperation project, conduct comprehensive technical and economic feasibility studies, and complete detailed cooperation plan design.



03 Business negotiation and contract signing (6-9 months)

Conduct in-depth negotiations on core terms such as cooperation mode, equity ratio, investment amount, risk allocation, and profit sharing, and formally sign a legal contract after reaching an agreement.



04-05 Implement operation and handover cooperation (long-term promotion)

Complete project financing, engineering construction, handover and trial operation. If the BOT/PPP model is adopted, the responsible party will manage the long-term operation and transfer assets upon term expiration.

潜在合作伙伴



China Aviation Construction

China Aviation Group Construction and Development Co., Ltd.

Headquarters: Beijing, China



CSCEC

China State Construction Engineering Corporation

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中國建築

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Thank You

Joining hands to build a global aviation hub in Saudi Arabia