

Who We Are & What We Do

IASA MEETING 2023



MOTION
supply chain

“Together, We Create Measurable Value...”®



FROM SAUDI ARABIA TO THE WORLD...

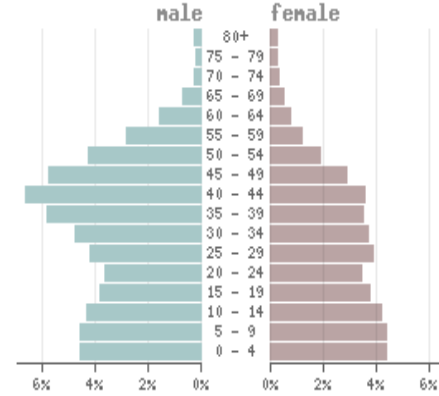
Saudi Arabia – Overview



Population

Population:	35,950,000
Population per km ² :	16.72
Life expectancy males:	Ø 75.6 years
Life expectancy females:	Ø 78.8 years
Birth rate:	17.5 ‰
Death rate:	2.9 ‰
Males/Females:	57.8% : 42.2%

Population pyramid



Most important cities

City	Historical Region	Population
Riyadh / Capital	Najd	7,677,000
Jeddah	Hejaz	3,976,000
Mecca	Hejaz	2,042,000
Medina	Hejaz	1,183,000
Dammam	Eastern Arabia	903,000
Al Hufuf	Eastern Arabia	661,000
Ta'if	Hejaz	580,000
Tabuk	Hejaz	513,000
Buraydah	Najd	467,000
Khamis Mushait	Southern Arabia	388,000
Al Jubayl	Eastern Arabia	338,000

Languages

Official language:	Arabic
Mother tongue	Distribution
Arabic	95.0 %
other	5.0 %

Religions

State religion:	Sunni Islam
Religion	Distribution
Sunni	72.5%
Wahhabis	14.5%
Shia	12.0%
other	1.0%

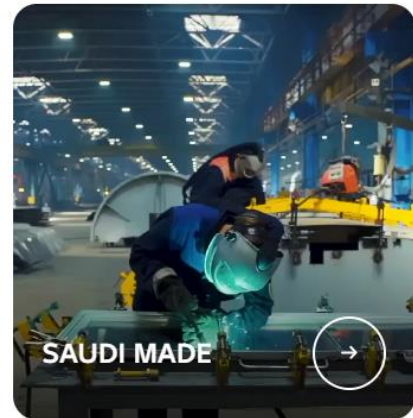
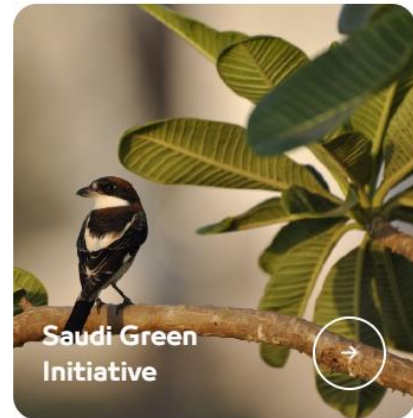
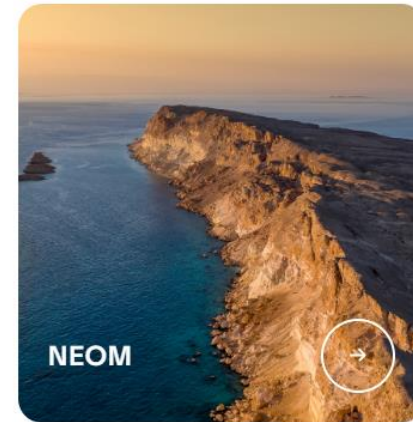
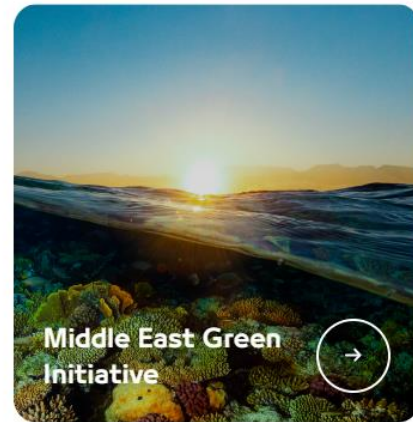
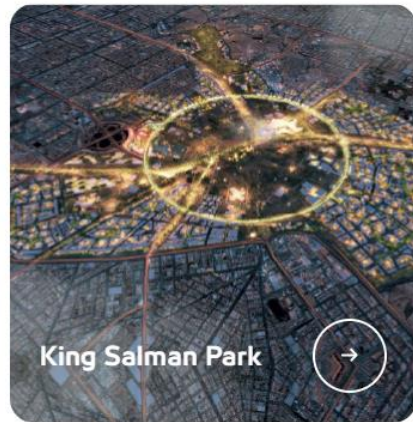
Economy

[more...](#)

GDP:	833.54 bn \$
Exportations:	286.50 bn \$
Importations:	213.02 bn \$
> Tourism receipts:	5.96 bn \$
> Debt rate:	30.01 %
> Unemployment rate:	5.6 %
> Inflation rate:	2.47 %
> Corruption index:	51 (moderate)
> Energy consumption:	331.4 bn kWh

Saudi Arabia- Key Projects

Urban



The Line

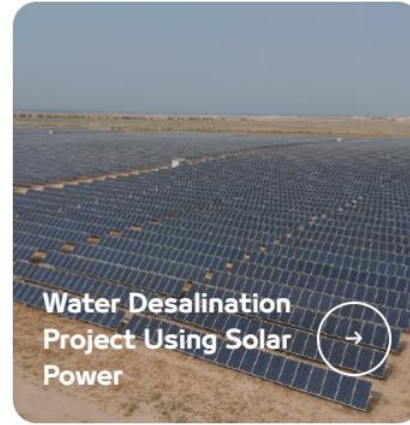


The Square

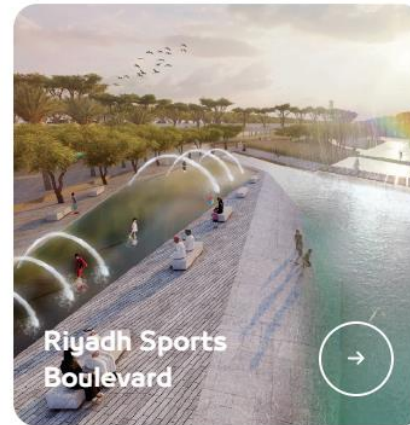


Saudi Arabia - Key Projects

Energy



Culture

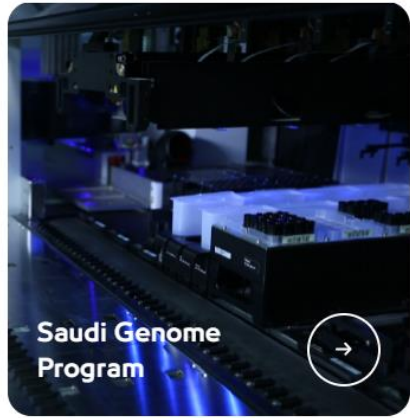


“Together, We Create Measurable Value...”

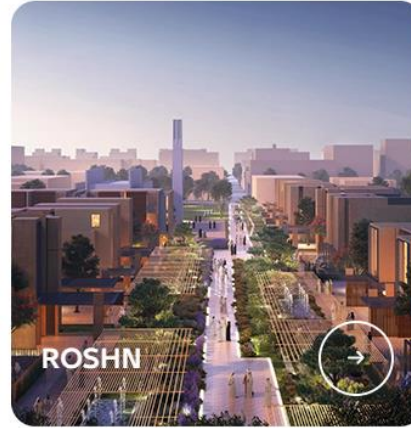


Saudi Arabia - Key Projects

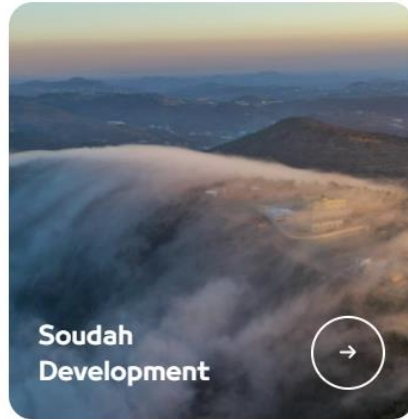
Healthcare



Housing



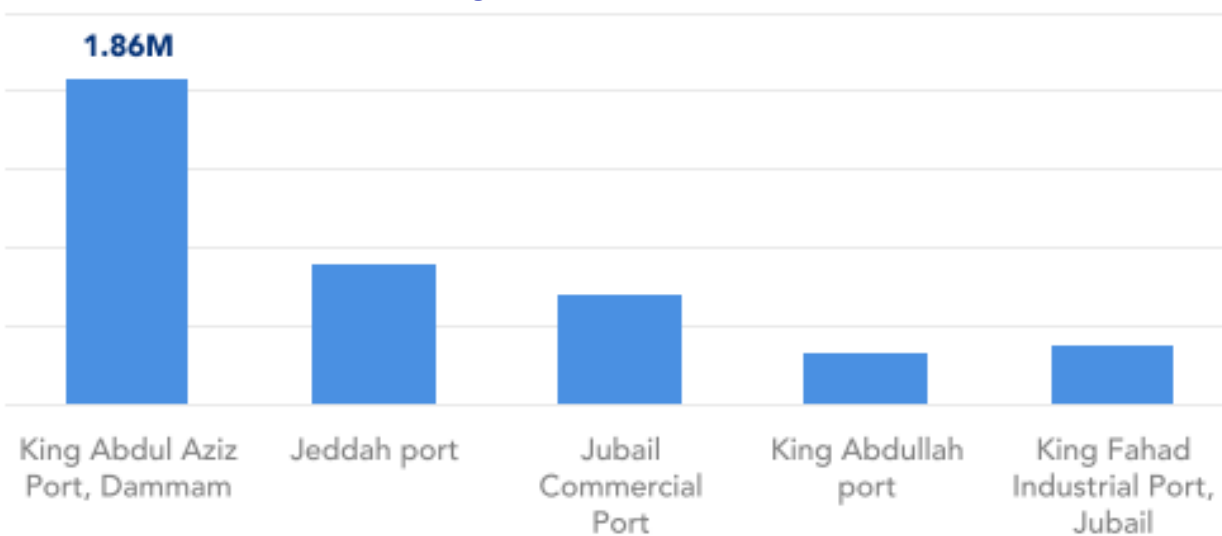
Tourism



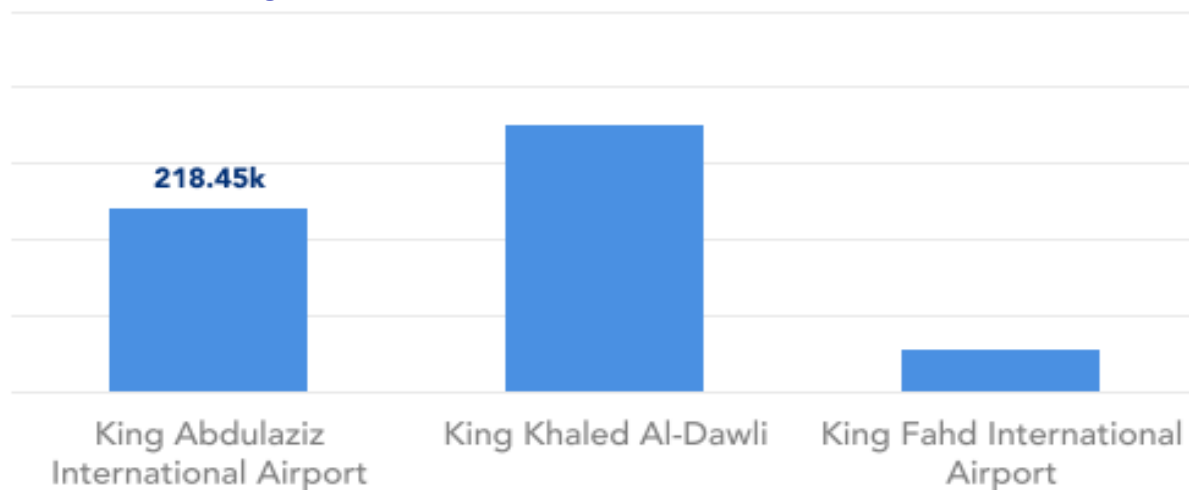
“Together, We Create Measurable Value...”



MAJOR PORTS , TEUS, 2022

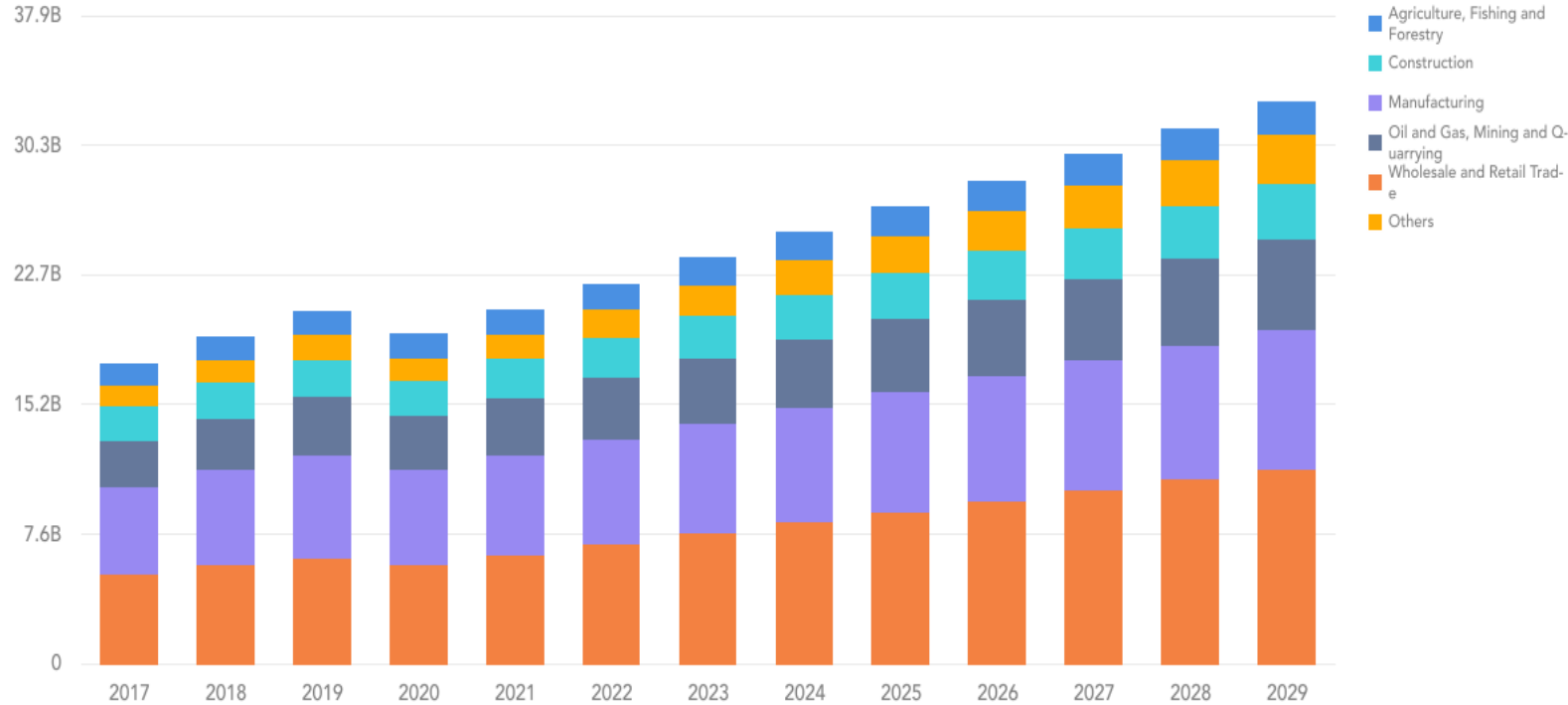


MAJOR AIRPORTS , Tons, 2022



SAUDI ARABIA FREIGHT AND LOGISTICS MARKET, BY END USER

VALUE, USD, 2017 - 2029



أبرز ما جاء في البيان الصحفي
لسمو ولي العهد رئيس مجلس الوزراء

أهداف وإسهامات
المبادرة الوطنية لسلاسل الإمداد العالمية

تُسهّم المبادرة في مواجهة التحديات التي تواجهها سلاسل الإمداد العالمية

تدعم المبادرة نمو قطاعات رئيسية عدة في المملكة

تستهدف المبادرة جذب استثمارات تبلغ 40 مليار ريال سعودي خلال السنتين الأولى

حُصّصت للمبادرة ميزانية دوافز تبلغ 10 مليارات ريال سعودي

23 أكتوبر 2022 – واس

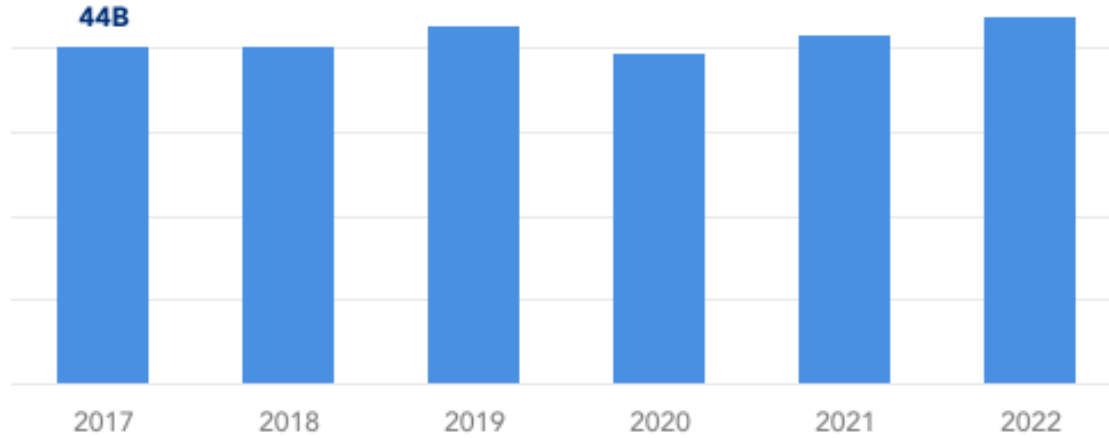
NATIONAL INVESTMENT STRATEGY
المبادرة الوطنية لسلاسل الإمداد العالمية

GSCRI.INVESTSAUDI.SA

Saudi Arabia – Trends

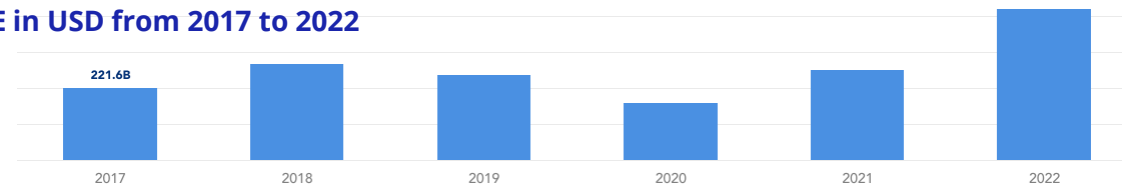
Transport And Storage Sector Gross Domestic in Saudi Arabia

VALUE in USD from 2017 to 2022



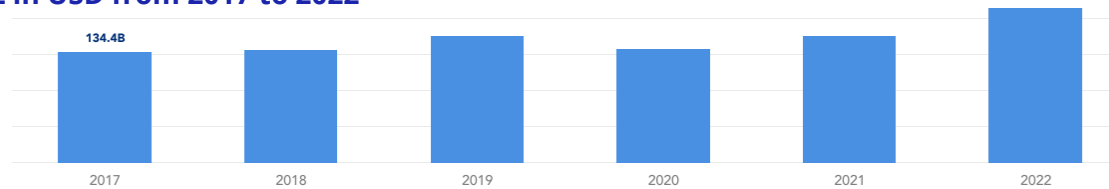
Value of Exports in Saudi Arabia

VALUE in USD from 2017 to 2022



Value of Imports in Saudi Arabia

VALUE in USD from 2017 to 2022

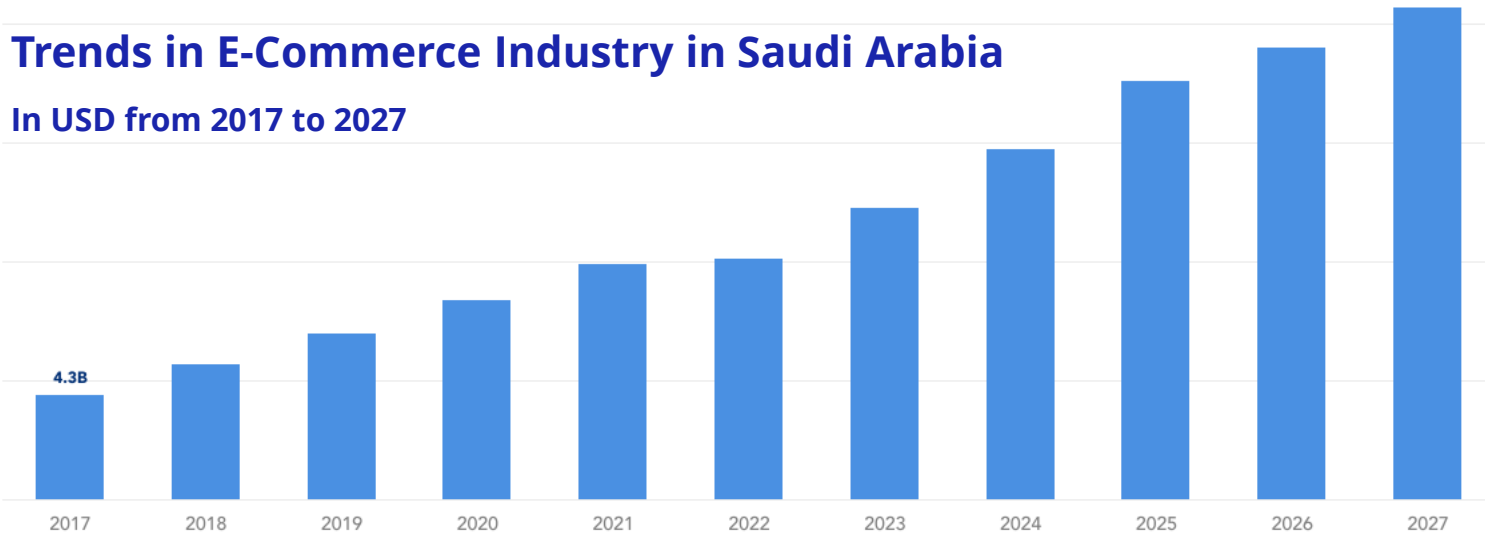


“Together, We Create Measurable Value...”



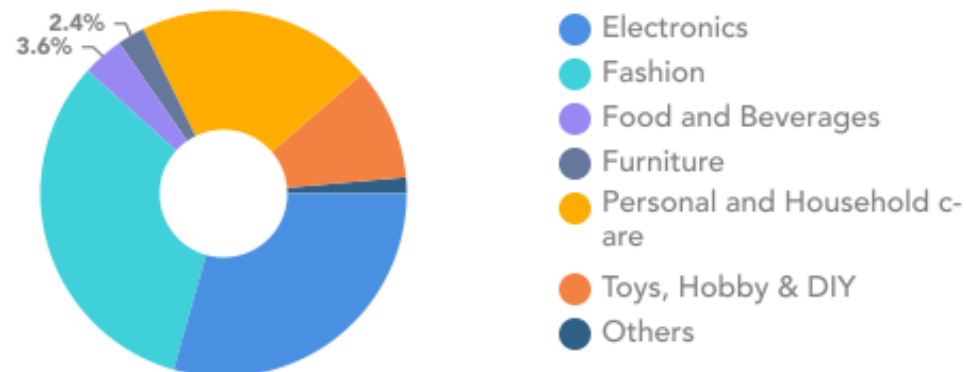
Trends in E-Commerce Industry in Saudi Arabia

In USD from 2017 to 2027



Trends In E-commerce Industry, By Sector in Saudi Arabia

Share %, 2022



SINCE 1940 IN THE TRANSPORT & SHIPPING INDUSTRY

Saddik & Mohamed Attar Company is one of the first 10 registered companies in the Kingdom, holding **commercial registration no. 10**. In the late 1940s, the company expanded its services to also include aviation and ground services, becoming the exclusive representatives of British Airways in Saudi Arabia.

From one travel office in Jeddah **in 1952, Attar Travel** has expanded to more than 42 offices throughout the entire Kingdom and also has established its international presence through a **partnership with Lufthansa City Centre International (LCCI)** the world leading travel management company with 600 offices in 77 countries ...

Ten years later, the family crowned their business with what counts today as the most deep-rooted partnership in their history, the **partnership with Rolex and Tudor in 1958**, when the company became their official retailer in the Western and Central Regions of the Kingdom of Saudi Arabia.



SGS was established in 2011 as part of a merger between three Saudi ground service companies, namely Saudi Arabian Airline Ground Services (SAAGS), National Handling Services (NHS), **and Attar Ground Handling (Attar Travel Co)** to fulfill the same purpose; delivering a high-quality, efficient, and professional service to the passengers.



10 YEARS ANNIVERSARY



YEARS OF **PRODUCTIVITY**
JEDDAH . DAMMAM . RIYADH . DUBAI . BEIRUT

OUR CURRENT SETUP – EXPANSION PLAN



Jeddah Office

Corporate Head Quarter, Saudi Arabia



Dammam Branch

Full-Service Office



Riyadh Branch

Full-Service office



Beirut Office

Regional Head Quarter, Lebanon



Dubai Branch

Full-Service Office

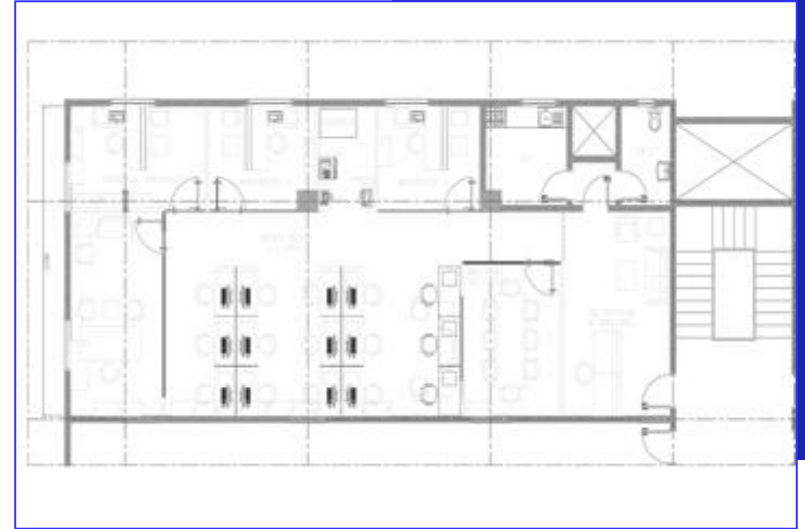


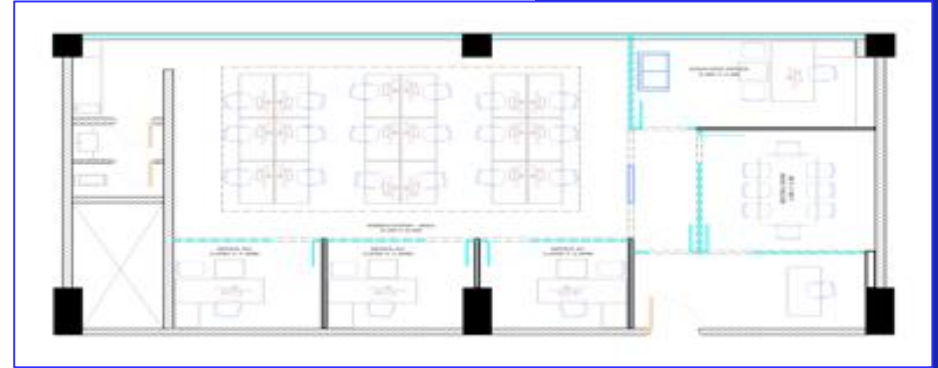
Beirut Branch

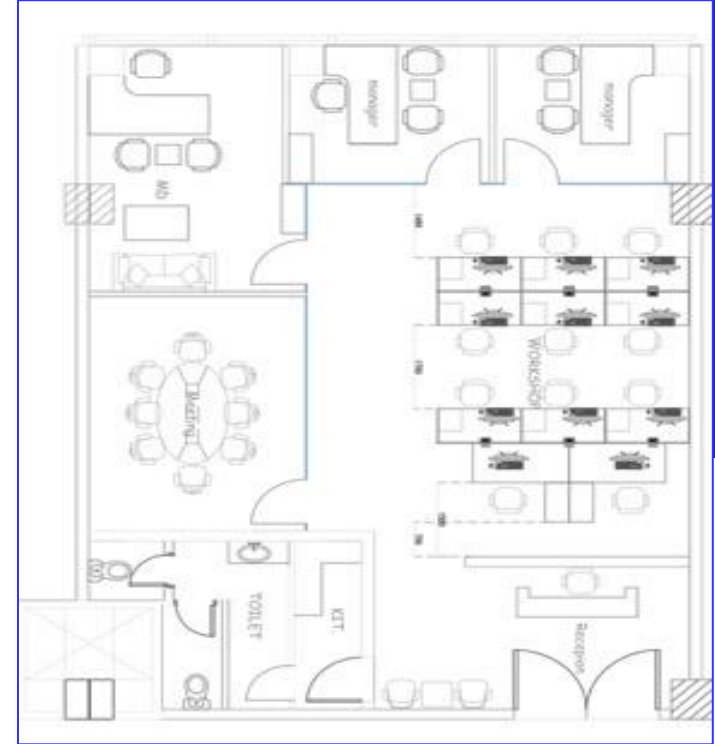
Full-Service Office



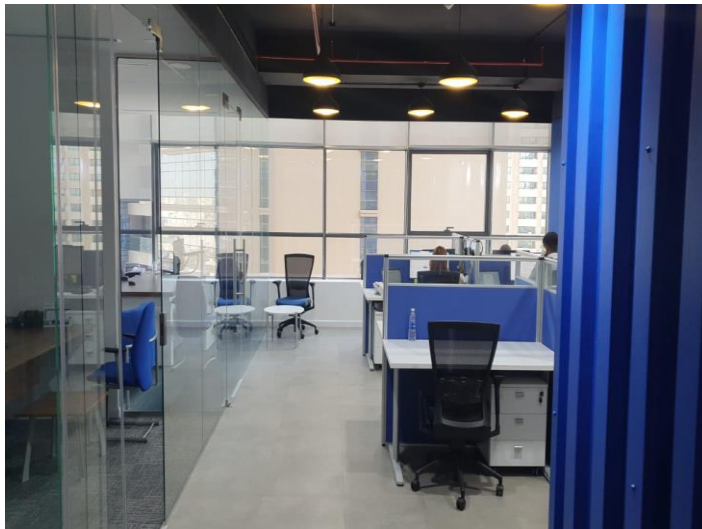
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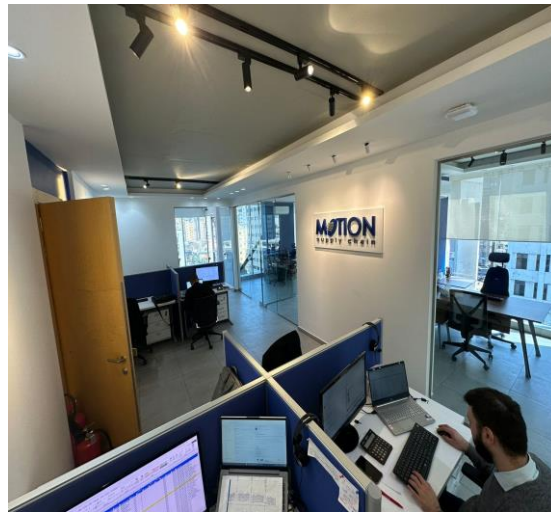
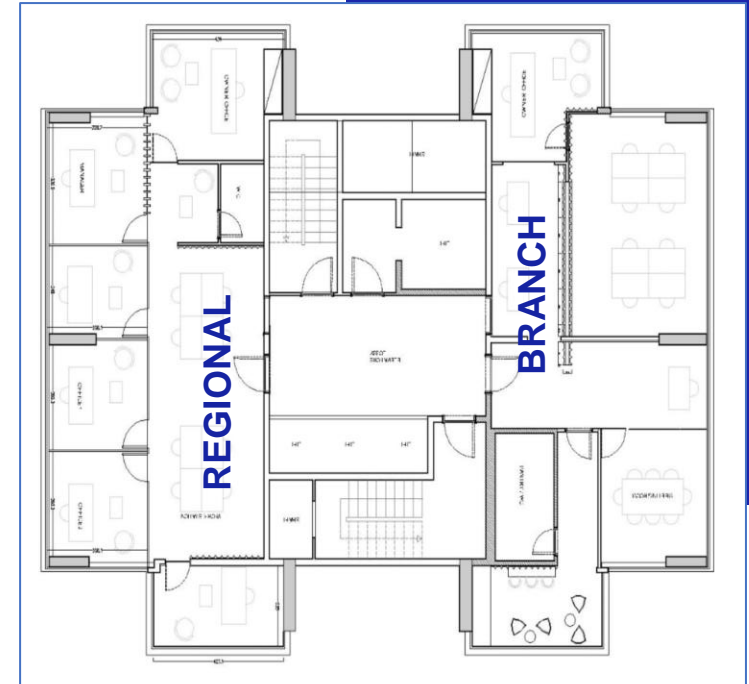


“Together, We Create Measurable Value...”



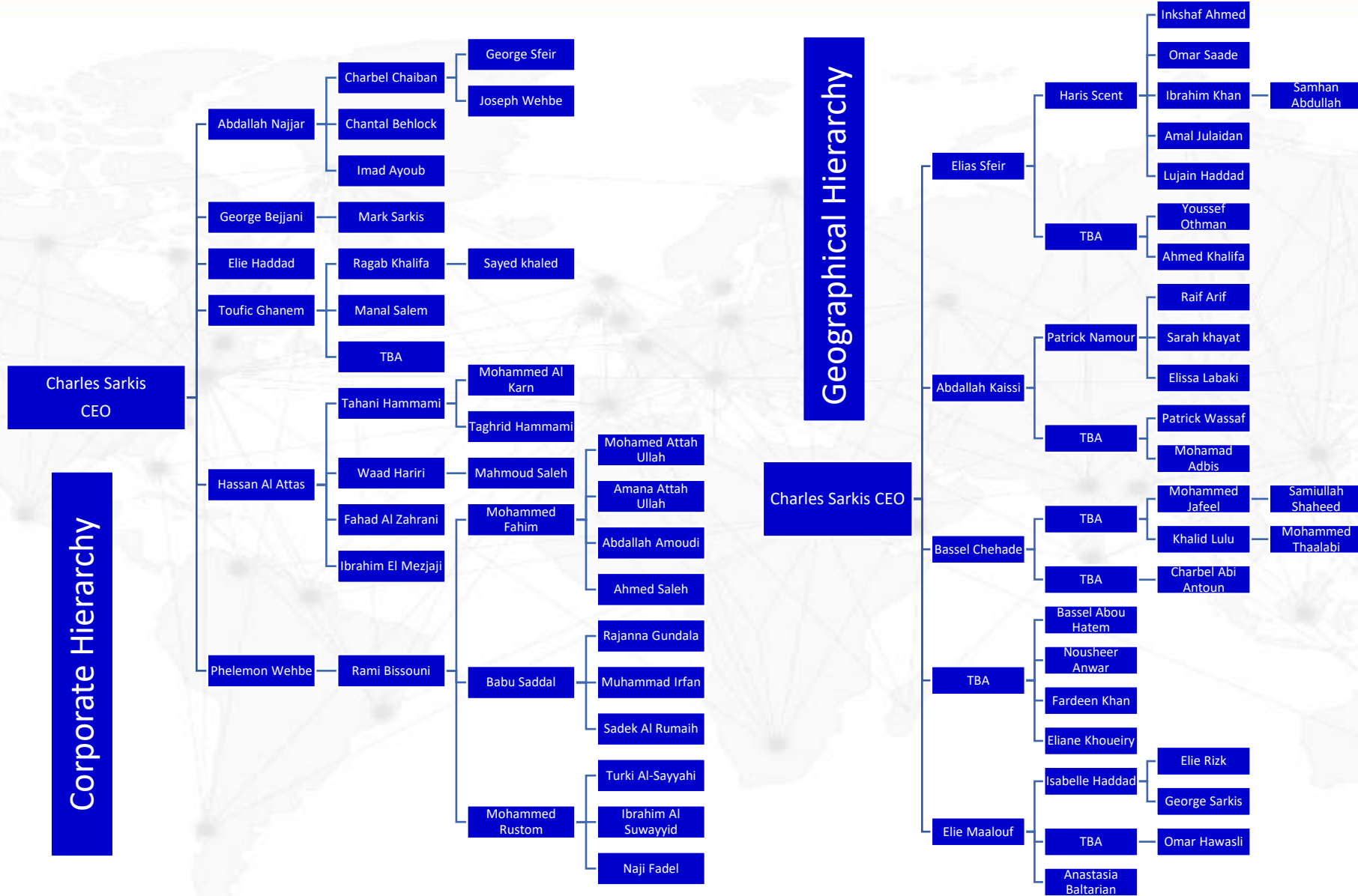
“Together, We Create Measurable Value...”

MOTION OFFICE – BEIRUT



“Together, We Create Measurable Value...”

Organizational Chart – Apr 2023 - 88 Colleague serving the kingdom of Saudi Arabia



Geographical Hierarchy

Charles Sarkis CEO



استقبال متدربي الدفعة الخامسة

تسعد الأكاديمية السعودية اللوجستية باستقبال المتدربين لبرنامج الدبلوم المشارك المبتدئ بالتوظيف

شركاؤنا للدفعة الخامسة

MOTION supply chain | DHL GLOBAL FORWARDING | ايجكس. للخدمات اللوجستية | سبل

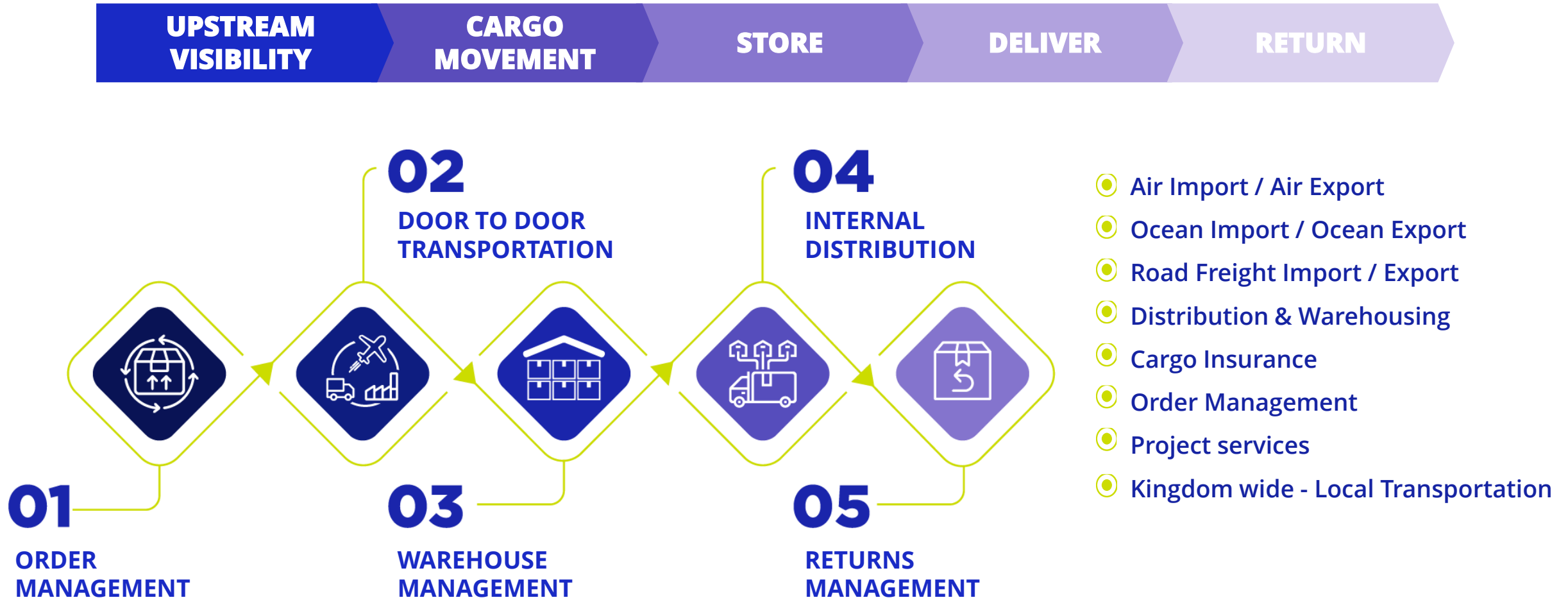
@saudi_sla | SLA.EDU.SA | 920035085

الأكاديمية السعودية للوجستية
Saudi Logistics Academy



PARTNERSHIP WITH THE SAUDI LOGISTIC ACADEMY TO TRAIN AND CREATE JOB OPPORTUNITIES FOR THE FUTURE GENERATIONS.

INBOUND/OUTBOUND, RETURN LOGISTICS AND RISK MANAGEMENT.

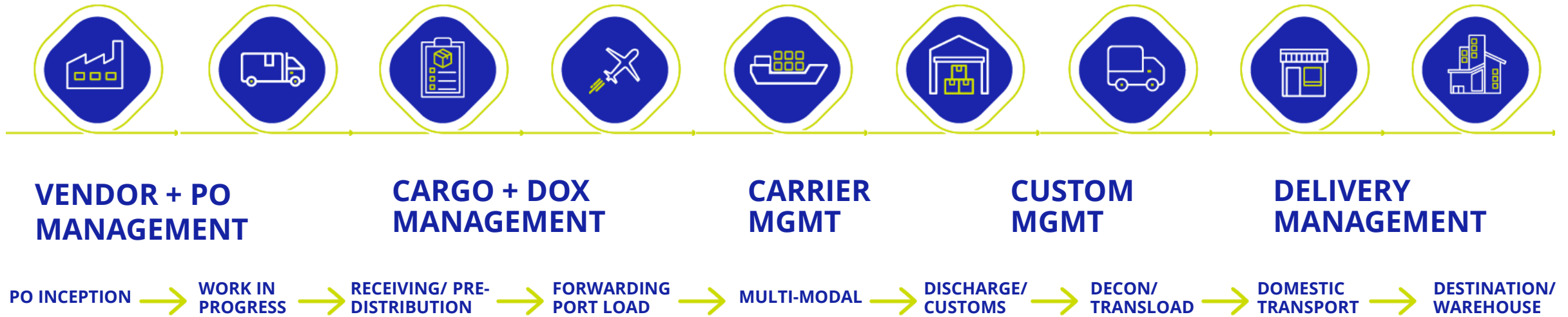


ISSUES

- Lack of visibility to PO pre-booking progress.
- Booking process not streamlined.
- Documents not available in time for customs pre-clearance Constantly.
- Lack of end-to-end visibility and reporting.

SOLUTIONS

- ✓ Create Centralized data for accuracy and timeliness.
- ✓ Exception reported by vendor / Discrepancies immediately flagged.
- ✓ Consolidation Program / Strategic Service Providers.
- ✓ Capture documents by emails / Docs available for brokers instantly.



IN HOUSE LOGISTICS MANAGEMENT

Upstream Tracking

Booking

Documents

Tracking / Reporting

SEA PORT CUSTOMS CLEARANCE

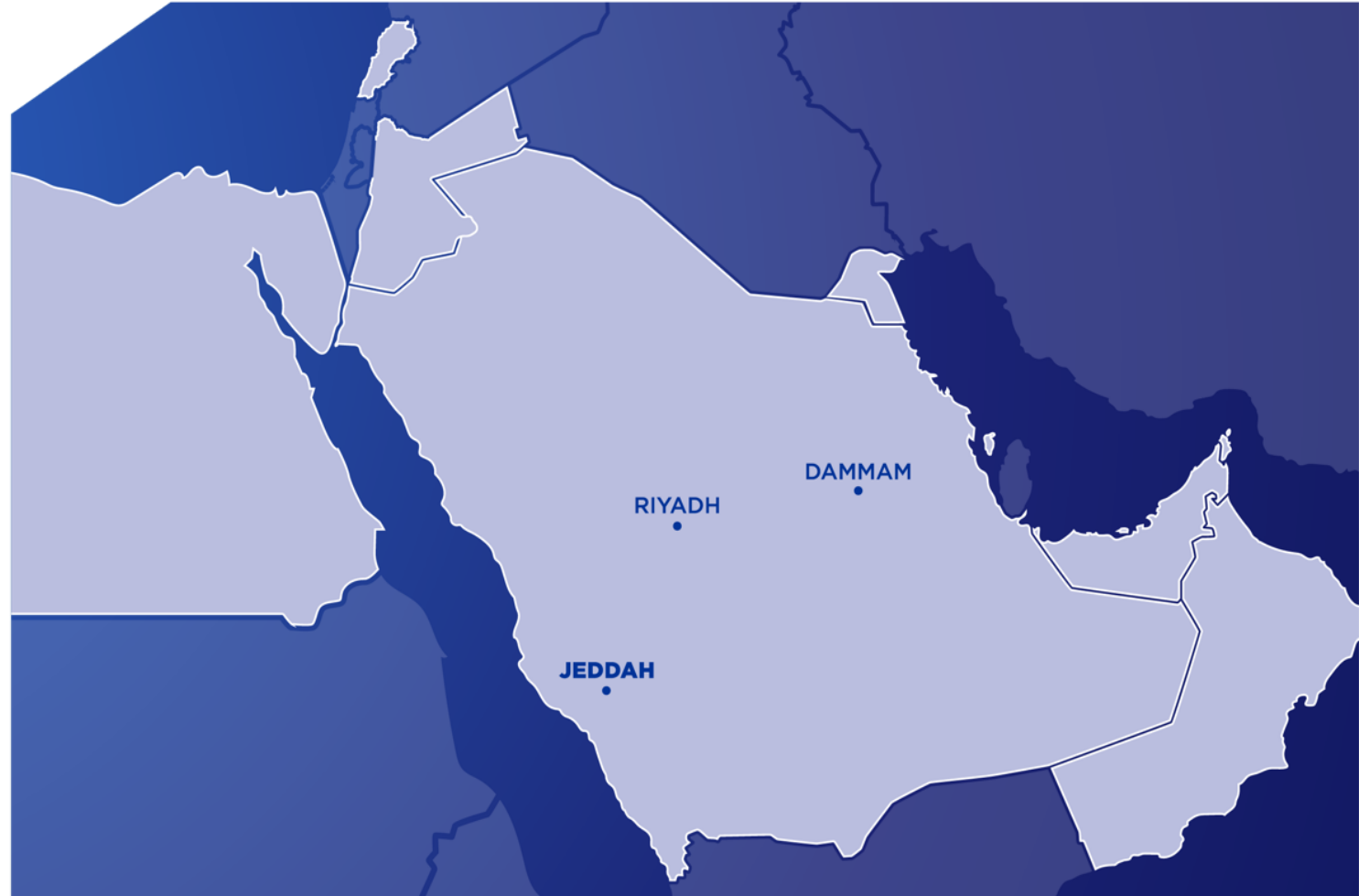
- Jeddah Islamic Port Red Sea Gate Terminal
- King Abdallah Economic City Sea Port-KAEC
- King Abdulaziz Sea Port-Dammam

AIRPORT CUSTOMS CLEARANCE

- Jeddah -King Abdulaziz International Airport
- Riyadh -King Khalid International Airport
- Dammam -King Fahd International Airport

LAND BORDERS CUSTOMS CLEARANCE

- Al Batha Border (GCC Gate)
- Qurayyat (Jordan Gate)

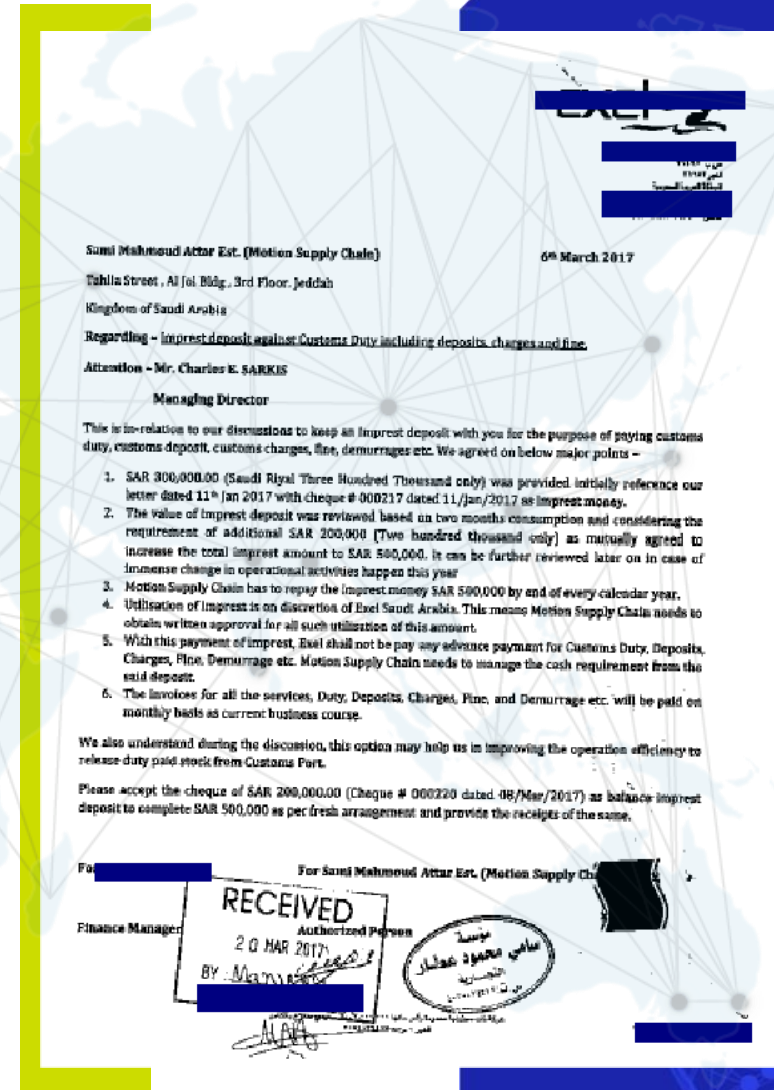


ISSUES

- ⦿ Delays in duty process – Results in additional unnecessary charges.
- ⦿ Delays in duty process – Results in delays in delivery time.
- ⦿ Lack of end-to-end visibility and reporting – Results in wrong cost allocations

SOLUTIONS

- ✔ Docs available for brokers instantly.
- ✔ Docs available prior to shipment movement
- ✔ Motion to manage advance deposit to pay official charges.
- ✔ Separate invoices to be issued on monthly basis.
- ✔ Motion to reconcile monthly the accounts for replenishment.

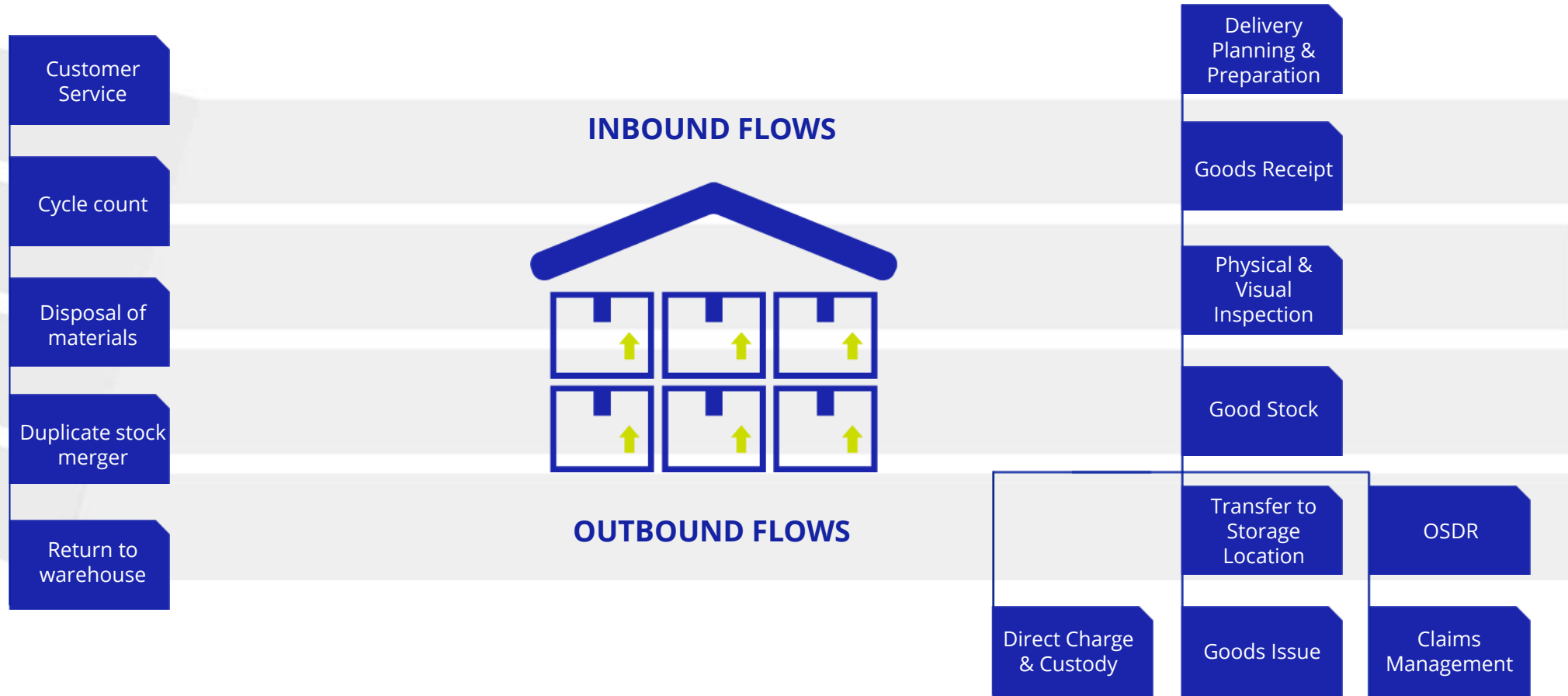


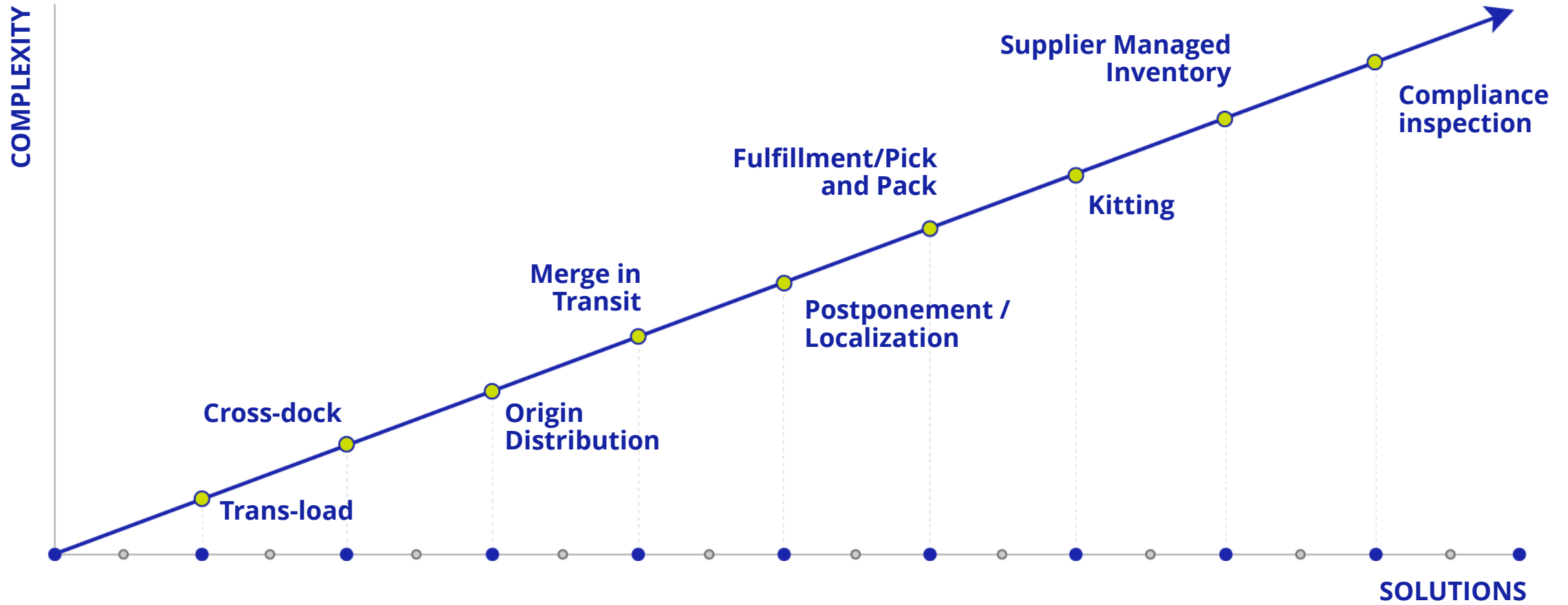


Warehousing & Distribution Services

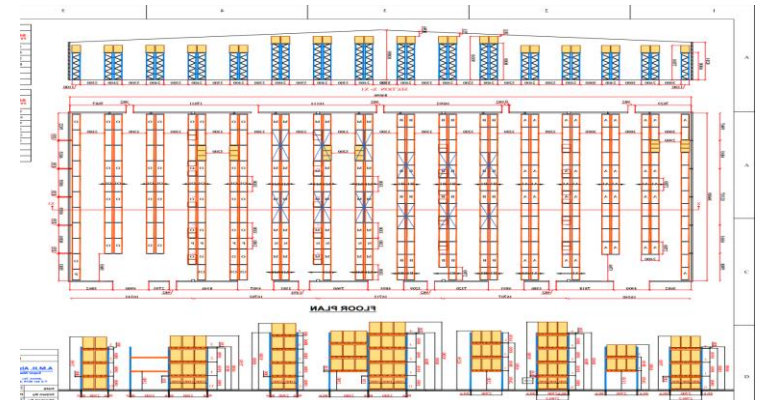
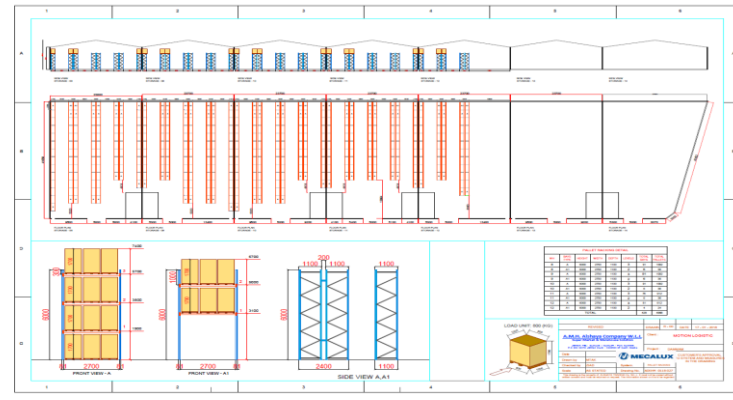
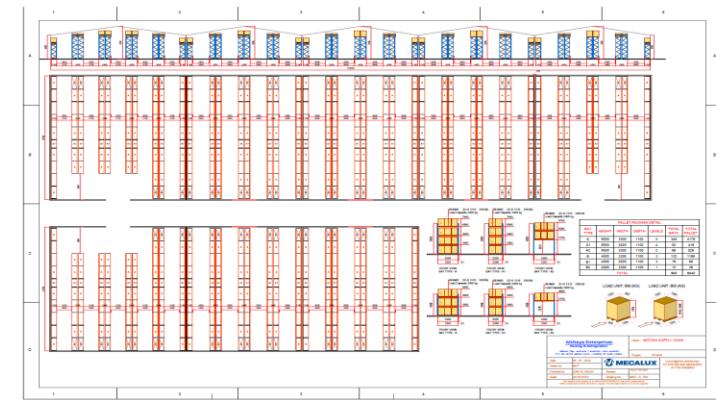
Warehousing and Distribution is a vital part of your supply chain, and we provide a comprehensive spectrum of services throughout our global network.

WAREHOUSE ACTIVITIES





MOTION SUPPLY CHAIN – 24,000 SQM



- 10000 m2 - 8 Main Doors
- 2000 m2 – Ambient Faculty
- Fully Racked.
- 7844 Pallet Positions
- Full scope of Services
- Health & Safety Specs
- Dust Free Area
- Security / CCTV Monitoring

- Strategic Location :
Opposite to industrial Area
- 7000 m2 – Racked Space
- Over 5500 Pallet Position
- CCTV Monitoring
- Security 24/7
- Pick & Pack
- Retail Activities
- Dust Free Area for GOH

- Ambient facility 20-25 C
- 20 Min from JED port
- 5000 Racked SQM2
- 4813 Pallet Position
- Full scope of Services
- Health & Safety Specs
- Dust Free Area
- Security 24/7
- CCTV Monitoring

Due to our international standards, compliances, processes and systems, **MOTION** served **SINCE 2017** many global players with non-asset-based strategy, via our **Clearance, Delivery, Warehousing and Distribution services** .





Track Your Shipment

Booking, visibility, and tracking tools for easier supply chain management.

Customer Portal

HOME

- Dashboard
- Shipment Management
- Inventory Management
- Order Management
- KPIs
- Settings
- Change Password

Pending Completed All

Search Criteria

Shipments

Job Ref	MWID / MTL	GW	CW	Vol	POL	POD	Country	Supplier	Mode	ETD	ETA	Status	Docs
JED220001583		KG	KG	CBM	DXB	JED	United Arab Emirates		Air Freight			Under Production	
JED220001582		KG	KG	CBM	DXB	JED	United Arab Emirates		Air Freight			Under Production	
JED220001577		KG	KG	CBM	MEL	JED	Australia		Air Freight			Under Production	
JED220001576		KG	KG	CBM	FRA	JED	Germany		Air Freight			Under Production	
JED220001575		KG	KG	CBM	BCN	JED	Spain		Air Freight			Under Production	
JED220001570	157-76398420	61 KG	104 KG	CBM	BRU	JED			Air Freight	03/11/2022	05/11/2022	Picked up by FF	
JED220001568	176-54714343	198 KG	198 KG	CBM	PEK	JED	China		Customs Clearance	19/10/2022	21/10/2022	Delivered	
JED220001567		KG	KG	CBM		JED	Slovenia		Air Freight			Under Production	
JED220001566		KG	KG	CBM	COO	JED	France		Air Freight			Under Production	
JED220001557		KG	KG	CBM	MXP	JED	Italy	L&L + Valiz	Air Freight			Under Production	
JED220001547		KG	KG	CBM	VIE	JED	Austria		Air Freight			Under Production	
JED220001544		500 KG	500 KG	CBM	PRG	JED	Czech Republic		Air Freight			Under Production	
JED220001535	157-76398416	772 KG	1052 KG	CBM	BRU	JED	Belgium		Air Freight	27/10/2022	29/10/2022	Arrived	
JED220001523	176-54714343	198 KG	198 KG	0.97 CBM	PEK	JED	China		Customs Clearance	19/10/2022	21/10/2022	Arrived	
JED220001521		KG	KG	CBM	BCN	JED	Spain		Air Freight			Under Production	
JED220001520	065-3348 1674	KG	KG	CBM	CAN	JED	China	Leggero	Air Freight			Under Production	
JED220001511	065-42581896	381 KG	371 KG	2.22 CBM		JED	Denmark		Air Freight	21/10/2022	25/10/2022	Delivered	
JED220001507	065-42773362	1053 KG	1072 KG	6.41 CBM	FRA	JED	Germany		Air Freight	26/10/2022	28/10/2022	Cleared	
JED220001501	176-53123826	2500 KG	2500 KG	CBM	BCN	JED			Air Freight	21/10/2022	26/10/2022	Delivered	
JED220001493		KG	KG	CBM	ORD	JED	United States		Air Freight			Under Production	
JED220001488	065-39889102	1284 KG	1284 KG	7.6 CBM	MXP	JED	Italy	Reico	Air Freight	22/10/2022		Under Production	
JED220001480	807-27961671	108 KG	108 KG	CBM	CAN	JED	China		Air Freight	19/10/2022	20/10/2022	Cleared	

Summary Total 40



- Under Production 15
- Ready for pick up 0
- Picked up by FF 1
- In Transit 0
- Arrived 2
- Under Clearance 1
- Cleared 5
- Goods Received in WH 0
- Scheduled for Delivery 0
- Delivered 16

- Statements of Accounts
- Invoices



MOTION supply chain

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Last login 06/11/2022 15:48:05

Customer Portal


KPI Name: Air Freight Time
Supply Chain Cycle: Transportation Time
Calculation Method: Lead time between date of departure from origin airport and date of arrival at destination airport.

Search Criteria

KPI

Air Freight Time		Target: 3 days			Target: >>>	
	0-3 days	4+ days	Total @EoB	98%	2%	
	CURRENT MONTH		74.33%		25.67%	
Jun/2022	17	9	26	65.38%	34.62%	
Jul/2022	15	4	19	78.95%	21.05%	
Aug/2022	17	7	24	70.83%	29.17%	
Sep/2022	18	4	22	81.82%	18.18%	
Oct/2022	14	5	19	73.68%	26.32%	
Nov/2022	0	0	0	0.00%	0.00%	
Total >>>	81	29	110	73.64 %	26.36%	

S.N.	Classification	Supply Chain Cycle	KPI	TARGET [Days]	Calculation method	5.c	Variable	Transportation Time	GCC road freight time	3 days	Lead time between date of shipment from Supplier and date of arrival to CLIENT warehouse
1	Fixed	Order Management	PO processing time to OC received time	7 days	Lead time between Purchase Order (PO) received date and date of updating eDC with EXW date given in Order Confirmation (OC) received from supplier	6.a	Variable	Local Clearance & Delivery	Arrival date vs Customs clearance date - Air freight	2 days	Lead time between date of shipment arrival and date of finalization of Customs Clearance
2	Fixed	Expediting	Actual ready date vs. OC confirmed ready date	2 days	Lead time between Supplier promised date in OC and actual ready date.	6.b	Variable	Local Clearance & Delivery	Arrival date vs Customs clearance date - FCL	3 days	Lead time between date of container arrival and date of finalization of Customs Clearance
3	Fixed	Expediting	Ready date vs collection date	3 days	Lead time between cargo readiness date and pick up date	6.c	Variable	Local Clearance & Delivery	Arrival date vs Customs clearance date - LCL	7 days	Lead time between date of shipment arrival and date of finalization of Customs Clearance
4	Fixed	Collection	Collection date vs dispatch date	3 days	Lead time between pick up date and departure date	6.d	Variable	Local Clearance & Delivery	GCC Arrival date vs Customs clearance date - Road freight	1 day	Lead time between date of arrival and date of Customs Clearance
5.a	Variable	Transportation Time	Air freight time	3 days	Lead time between date of departure from origin airport and date of arrival at destination airport	7.a	Fixed	Local Clearance & Delivery	CLIENT Saddam receipt date vs Saddam Payment date	0 day	Lead time between date of Custom Clearance and date of delivery to CLIENT Warehouse
5.b	Variable	Transportation Time	Sea freight time	30 days	Lead time between date of departure from origin seaport and date of arrival at destination seaport	7.b	Fixed	Local Clearance & Delivery	CLIENT receipt date vs Customs clearance date	1 day	Lead time between date of Custom Clearance and date of delivery to CLIENT Warehouse



Find / Contact us

Last login 30/10/2022 09:54:54

Customer Portal

IVM
📄 📄

SKU Code	SKU Description	Quantity Available	Details
7576	T BRACKET 8PP GROUND 750x200(1050x2 9mm	12.00	📄
VIA/F6.070.02N	070 SYSTEM BLACK, H.18mm	41.00	📄
VIA/C.174.17.01	094 SYSTEM CURVO H.15 OX SILVER	1.00	📄
VIA/C.174.17.02	094 SYSTEM CURVO H.15 OX SILVER	1.00	📄
VIA/F6.094.09	094 SYSTEM PROFILE	2804.00	📄
VIA/F6.094.09.N.1	094 SYSTEM PROFILE BLACK	30.00	📄
DYN/DOBMD01	1 CH DOMC BALLAST CONTROLLER	4.00	📄
JUN/LS9815WM	1 GANG FRAME BLACK	19.00	📄
ALC/BA/0105UB	10-INCH SUBWOOFER CEILING SYSTEM	1.00	📄
DIG/4137480033	100 PUNTO LED S.MOUNTED LED 30W	46.00	📄
DYN/CPNE9121SF	12 BUTTON PRESET 1-12, OFF	1.00	📄
ALC/LA/ISAMP1275BK	12 CHANNEL 75W/CHANNEL SINGLE	15.00	📄
PTX/8403681	1200 MINI 5.5T RING 6 LED 10W 3000K	2.00	📄
PTX/8403313	1200 MINI U.L. S.STEEL RING LED	4.00	📄
PTX/8402613.01	1200 MINI UPLIGHT 6 LED 10W 3000K	1.00	📄
PTX/8402618	1200 SMALL UPLIGHT 6 LED 10W 3000K	1.00	📄
DYN/12600900F	12U CABINET 600X600 WALL MOUNTED GLASS	2.00	📄

- Under Production
- Ready for pick up
- Picked up by FF
- In Transit
- Arrived
- Under Clearance
- Cleared
- Goods Received in WH
- Scheduled for Delivery
- Delivered

- Under Production
- Ready for pick up
- Picked up by FF
- In Transit
- Arrived
- Under Clearance
- Cleared
- Goods Received in WH
- Scheduled for Delivery
- Delivered

Statements of Accounts

Invoices

Customer Portal

HOME

Dashboard

Shipment Management

Inventory Management

Order Management

KPIs

Settings

Change Password

SKU Details >> JUN/LS9815WM - 1 GANG FRAME BLACK

Jobs of Selected SKU

Motion Receipt	Qty RCV	Qty Ord	Ord UOM	Master Qty	UOM	L	W	H	Master STC	STC UOM	O	S	D	R	Status
GRN2200591	19.00	0.00	PIECE	0.00	PIECE	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	Arrived
GRN2200595	19.00	0.00		0.00	PIECE	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	Arrived

Distribution of Selected SKU

Motion Delivery	Qty Ord	Qty Available	Ord UOM	Master Qty	UOM	L	W	H	Master STC	STC UOM	O	S	D	R	Status
DLV2201425	19	0.00	PIECE	0	PIECE	0.00	0.00	0.00	0		0	0	0	0	Arrived



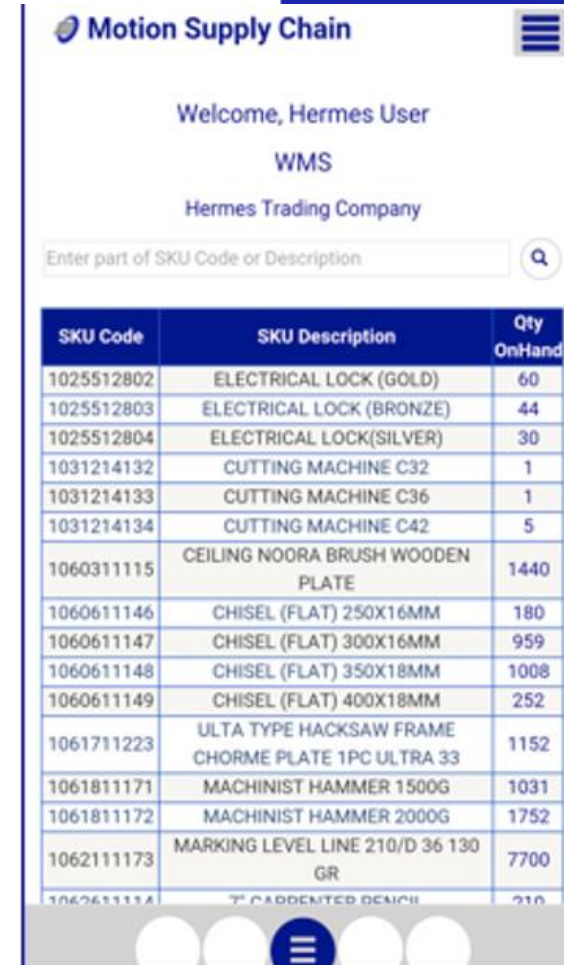
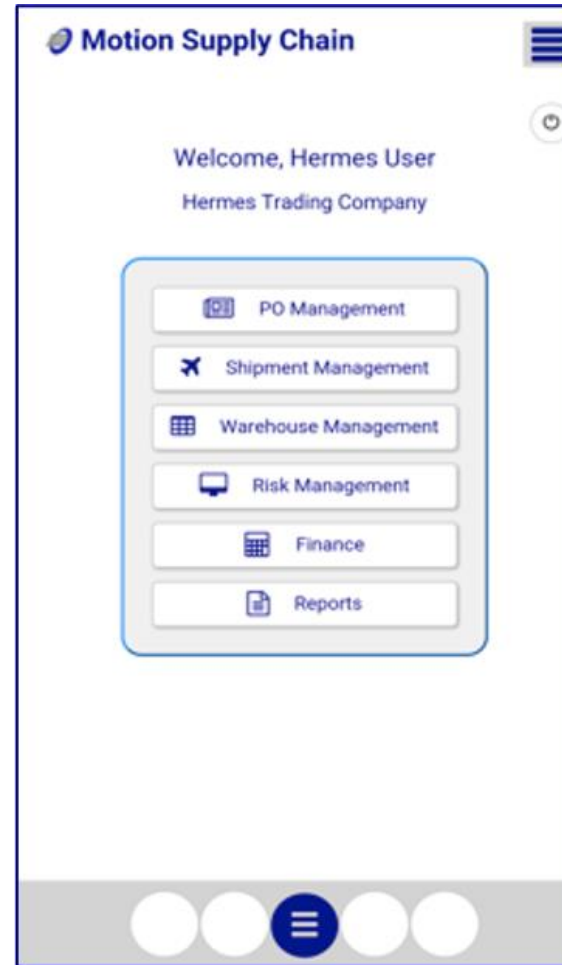
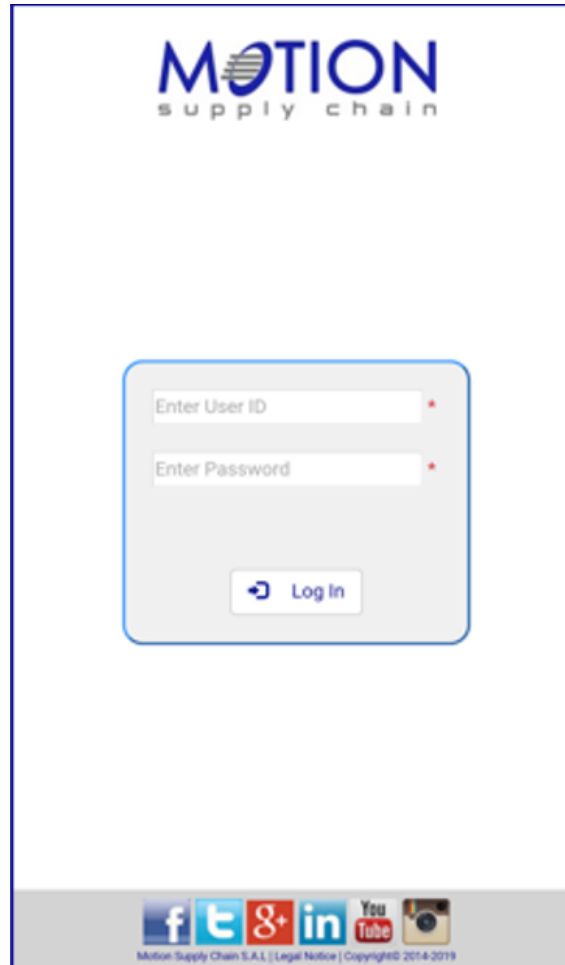
- Under Production
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Statements of Accounts

Invoices





“Together, We Create Measurable Value...”



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Mirna Chalouhi Blvd,
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Tel +961 1 88 07 88

Fax +961 1 88 07 88

JEDDAH / RIYADH / DAMMAM / DUBAI / BEIRUT



www.motionsupplychain.com

Thank you!

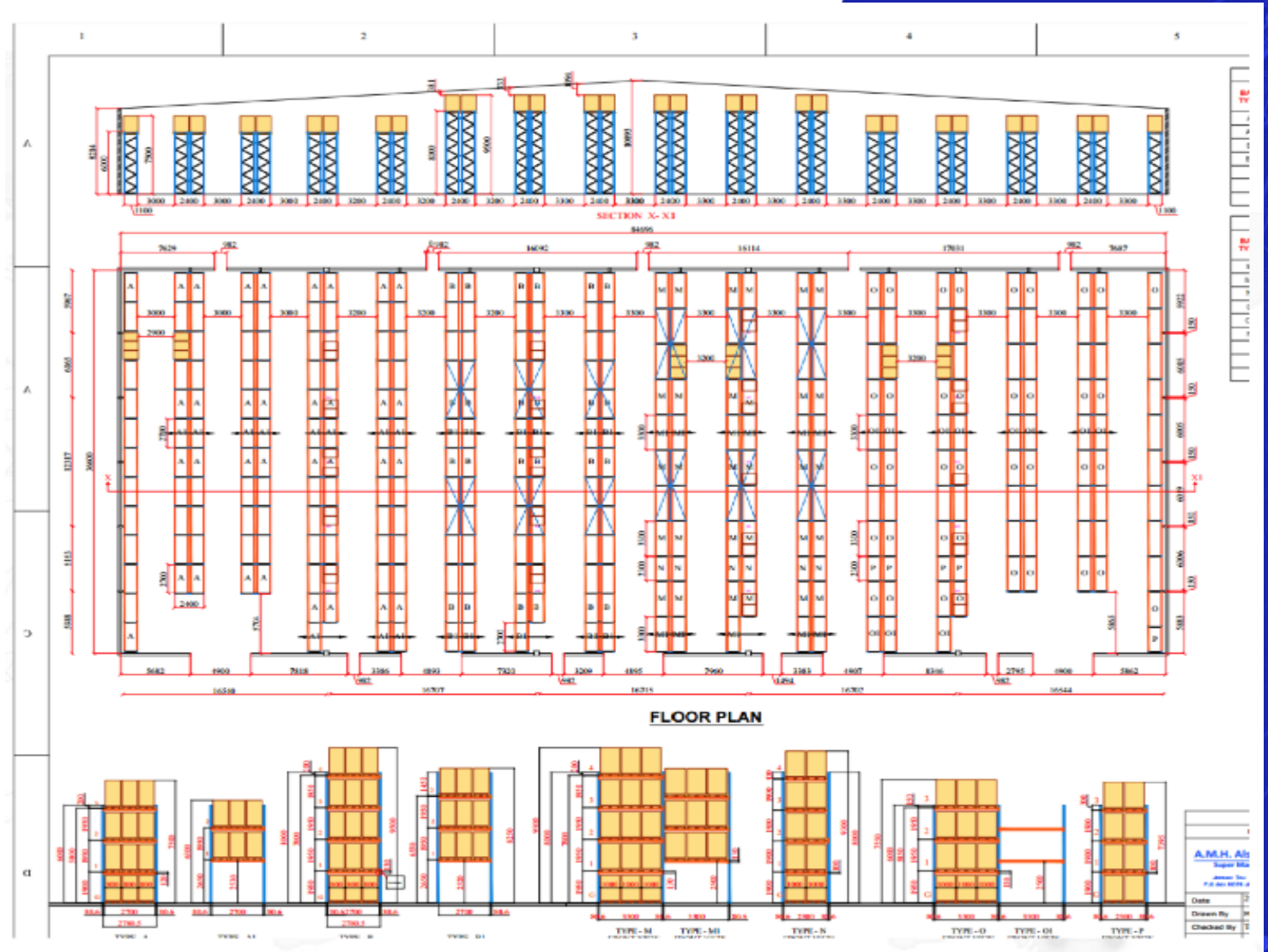
MOTION
supply chain

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@motionsupplychain

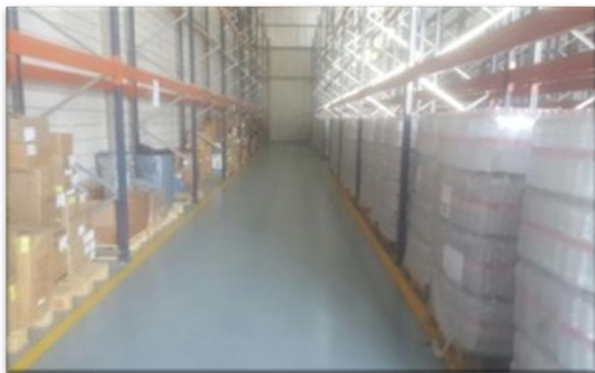
- ✓ 20 Min from JED port
- ✓ 5000 Racked SQM2
- ✓ 4000 SQM TC
- ✓ 4813 Pallet Position
- ✓ Full scope of Services
- ✓ Health & Safety Specs
- ✓ Dust Free Area
- ✓ Security 24/7
- ✓ CCTV Monitoring



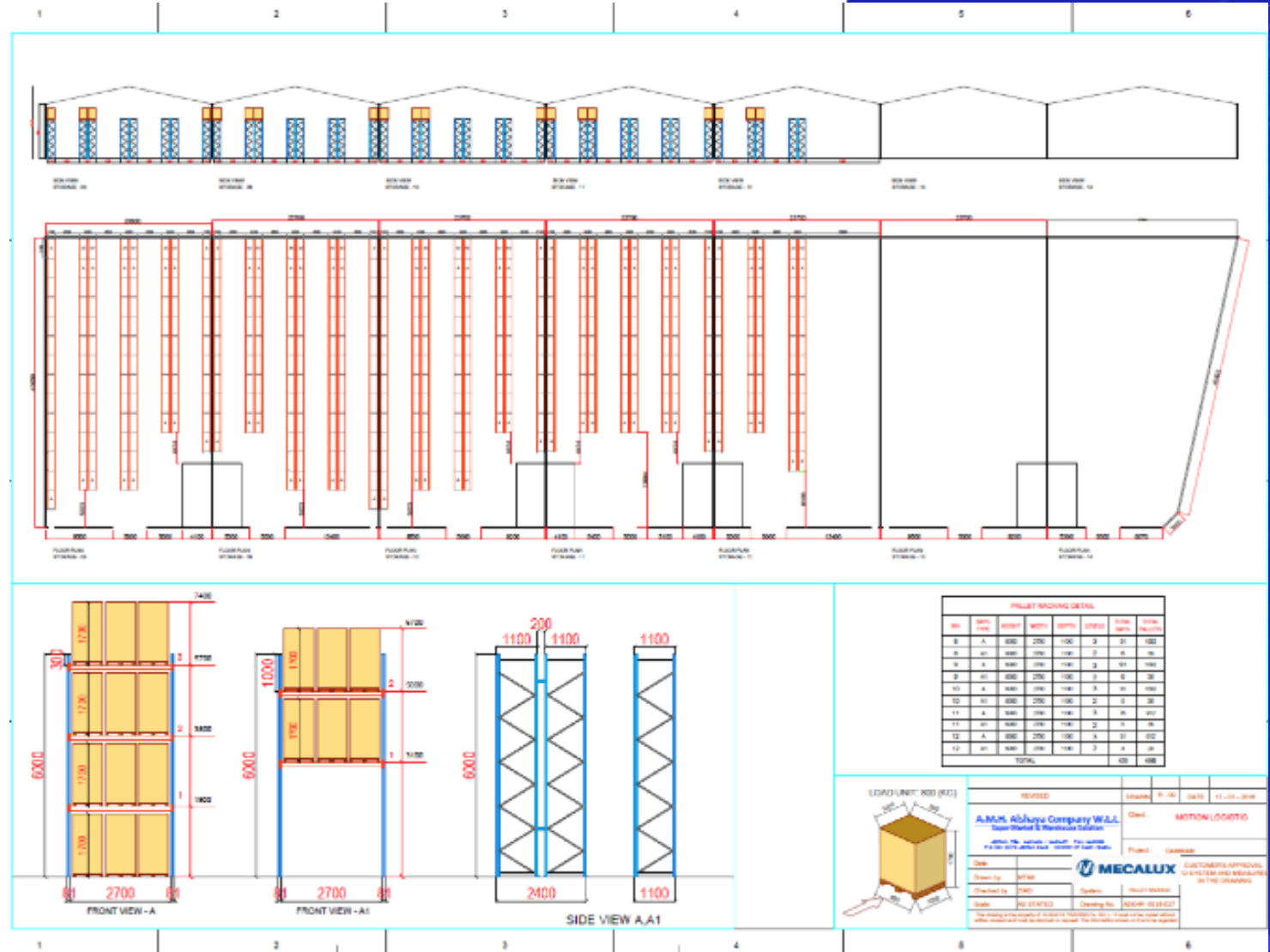


“Together, We Create Measurable Value...”

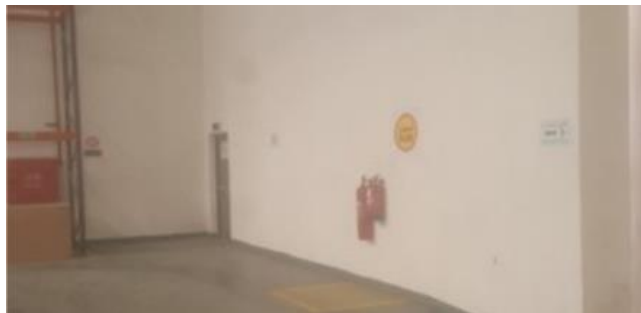
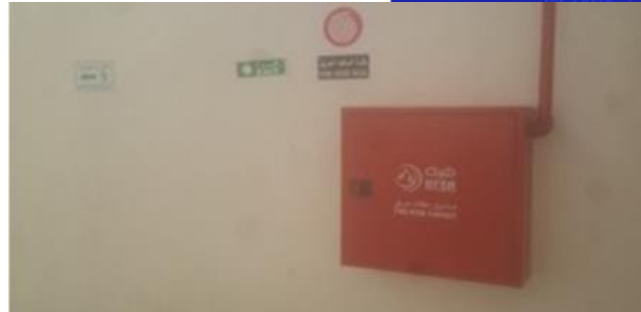
Jeddah Facility



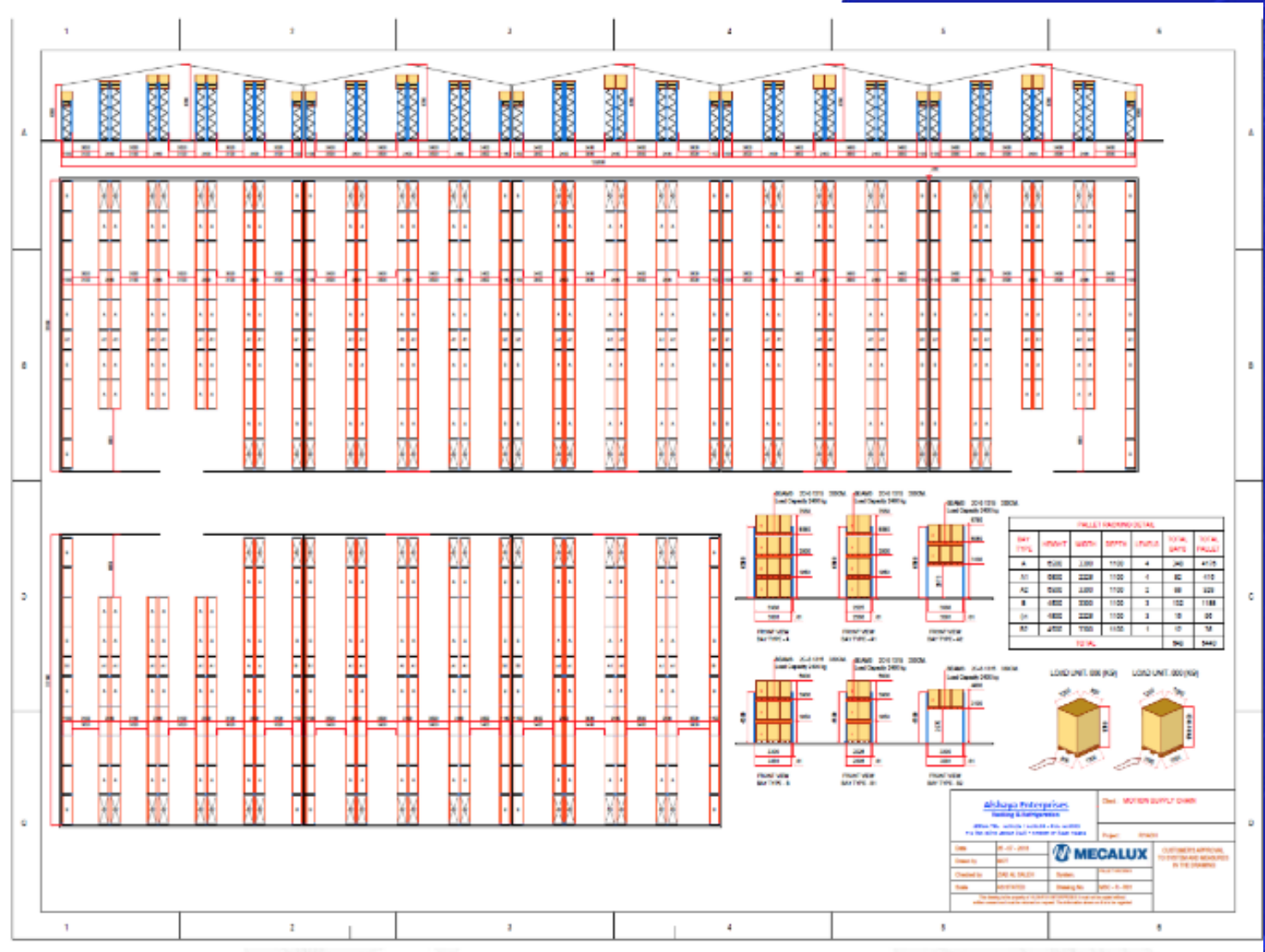
- ✓ Strategic Location :
Opposite to industrial Area
- ✓ 7000 m2 – Racked Space
- ✓ Over 5500 Pallet Position
- ✓ CCTV Monitoring
- ✓ Security 24/7
- ✓ Pick & Pack
- ✓ Retail Activities
- ✓ Dust Free Area for GOH







- ✓ 12 000 m2 - 9 Main Doors
- ✓ Fully Racked
- ✓ 5000 SQM TC (18-25 C)
- ✓ 7844 Pallet Positions
- ✓ Full scope of Services
- ✓ Health & Safety Specs
- ✓ Dust Free Area
- ✓ Security / CCTV Monitoring





“Together, We Create Measurable Value...”

Riyadh Facility



“ Together, We Create Measurable Value...”

Riyadh Facility