



# Al Badael International Trading Company

Defense & Security Solutions

Riyadh, Saudi Arabia  
NCAGE Code: STPA8



# Contents

01

Our partners

02

Al Badael at a Glance

03

Our services

04

Compliance and Credentials



# A Message from the Group

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Saudi Arabia stands at a pivotal moment in its defense industrial development. At **Al Badael International Trading Company**, we have dedicated almost half a century to building the bridges that connect world-class international defense capability with the Kingdom's sovereign ambitions. We do not merely facilitate transactions — we build lasting partnerships rooted in trust, compliance, and mutual strategic interest. As Vision 2030 reshapes our defense landscape, we invite you to grow with us.



Since our founding in 2012, Al Badael International Trading Company has served as a trusted interface between the global defense industry and Saudi Arabia's expanding defense ecosystem. Our group leadership, led by our sector leading principals has shaped a company defined by integrity, precision, and long-term commitment to the Kingdom's security and self-reliance.



# Executive Summary

Al Badael International Trading Co. (BITC) is a Saudi-owned defence security and general trading company established in Riyadh in 2012. Through our principals, BITC brings to the market one of the most extensive and verified track records of defence programme delivery in the Kingdom of Saudi Arabia — spanning almost half a century of continuous activity across all branches of the Royal Saudi Armed Forces, the Ministry of National Guard, the Ministry of Interior, and the full spectrum of classified customers and end-users.

BITC serves as a strategic access partner for international defence companies seeking to build, sustain, or expand their presence in the Kingdom. With high credibility at senior decision-makers level across the Saudi defence establishment, we provide insights, advice and deep regulatory expertise, and turn-key programme support — from pre-qualification and GAMI licensing through contract execution, ILS, PSS and long-term sustainment.

Our principals have operated as prime contractors on major multi-year programmes, and as senior partners to international OEMs and others. BITC is TRACE certified, holds current NCAGE code STPA8, is SAM registered, and maintains full compliance with GAMI, ITAR/EAR, and US FMS requirements.

		
<b>47+</b>	<b>6</b>	<b>Prime</b>
Years of Track Record	Force Branches Served	Contractor — Multiple Programmes






# 01


## Our Partners









# Select Partners



## Select Partners



Ministry of Interior 	Ministry of National Guard 
Royal Saudi Land Forces 	Royal Saudi Air Force 
Royal Saudi Naval Forces 	Royal Saudi Air Defence Force 
<b>Confidential and Classified partners</b>	US DOD / USMTM





# 02

## Al Badael at a Glance



# Core Capabilities

## Defence Systems & Equipment Supply



Representation and supply of defence systems — ground vehicles, weapons, C4ISR, EW, UAV and air platforms — to Saudi end-users alongside international OEMs. Experienced in both FMS-routed and direct commercial supply.

## Integrated Logistics Support (ILS)



Full ILS lifecycle: spare parts supply, provisioning, technical documentation, translation, depot-level MRO, field service, and performance-based sustainment. Proven contract delivery across all armed services, including at classified level.

## Operations & Maintenance



Scheduled and unscheduled maintenance, technical field representation, and depot overhaul. Our principals have held multi-year prime maintenance contracts across RSAF and RSLF.

## Personnel Support Services (PSS)



Turn-key PSS solutions: staffing, accommodation, transport, medical, government expediting, translation, and document management — including long-standing DOD/USMTM contracts.

## Business Development & Market Access



End-user interaction at all levels, market intelligence, competitive analysis, requirements shaping, GAMI licensing, demo coordination, negotiation support and advice and proposal/tender management, including translation.

## Compliance, Localisation & Vision 2030



TRACE certified. GAMI, ITAR/EAR and FMS compliant. Experienced in structuring Vision 2030 compliant offset, ICV and TOT programmes for international partner companies. Legal advice and support, from a fully licensed in-house team.



# 03

## Our Services



# How We Engage

BITC structures its support across three programme phases:



## Pre-Award

- Introduction and meetings with decision makers
- Market intelligence and competitive landscape assessment
- Advise on approach, SOP and competition structure
- Interface with GAMI, SAMI, MISA
- End-user technical evaluation meetings and site visits
- Field demonstration logistics, customs clearance, transport to site and participate with supporting staff
- Bid and proposal advice, preparation and submission support

# How We Engage



## Award Support

- Address and clarify end-user technical and commercial concerns
- Contract review and finalisation support
- FAPD, CEDA, MISA interface
- Support and guidance with SAMI / GAMI correspondence and communication
- Import and export licensing & authorisation
- Programme kick-off coordination

# How We Engage



## Post-Award Execution

- Ministry of Investment business plan, foreign licence and Regional headquarters (RHQ) setup
- Local facility identification and set-up assistance
- Payment follow-up and financial tracking
- Local recruitment and subcontractor support (PSS & ILS)
- Installation, commissioning and training coordination
- User acceptance and sign-off
- Post-delivery support, maintenance and spares management



# 04

## Compliance and Credentials



# Compliance & Certification

## Compliance Overview

<b>TRACE International</b>	Certified — Annual independent anti-bribery audit. BITC maintains full TRACE certification as a condition of operation.
<b>NCAGE: STPA8</b>	Current NATO Commercial and Government Entity code. Verified and active for FMS programme participation.
<b>SAM Registration</b>	Active registration in the US System for Award Management (SAM.gov). Required for all US FMS contracting.
<b>FMS Contractor Status</b>	Long-standing approved contractor for US Foreign Military Sales under DOD/USMTM. Includes active SWORD (M1A2) programme.
<b>GAMI Licensing</b>	Fully licensed by the General Authority for Military Industries for import brokering, systems supply, and industrial participation.
<b>ITAR / EAR Controls</b>	Robust internal controls for technology transfer, end-use certificate management, and export authorisation compliance.
<b>Vision 2030 Alignment</b>	Full understanding of localisation, ICV and TOT obligations. BITC structures compliant offset programmes for international partners.





Thank you

