نباتات
Nabatat

Strategic Partnership Proposal

Smart Waste Sorting & Resource Recovery Platform

Converting NABATAT’s Saudi collection platform into an integrated circular-economy operator — phased, evidence-led and locally controlled.

NABATAT · Qinglv Environmental Technology · AKBAR Partners

Prepared for NABATAT leadership | July 2026 | Market data: GASTAT Waste Statistics 2024

One decision: become the operator, not the hauler

The recommendation on a single page — what we propose, why it is credible now, and what is being asked of NABATAT today.

The move

Convert the existing collection platform into an integrated smart-sorting and resource-recovery resource-recovery business — proven technology, phased de-risking, Saudi-controlled.

controlled.

Why now

Recorded waste rose to **135.1 Mt in 2024** from 111.4 Mt in 2023, against a national target of 90% landfill diversion by 2040. Demand is regulated, not speculative.

Why NABATAT

The platform already exists: **4,000+ staff** and 1,000+ equipment units serving municipalities and industry. Feedstock is the scarce asset — and NABATAT controls it.

Why Qinglv

The missing downstream layer: AI optical sorting, robotics, screening and RDF, delivered turnkey, with lines from **500 to 10,000 t/day** operating in China.

The ask

Approve a joint working group and a pre-feasibility study on one target city or customer cluster. No capital commitment is requested at this stage.

Sources: GASTAT, Waste Statistics in Saudi Arabia 2024. Invest Saudi — Recycling sector. NABATAT and Qinglv company materials.

Saudi Arabia recorded 135.1 million tons of waste in 2024

Official statistics give the proposal a defensible demand anchor — and show precisely where recoverable value sits.

135.1 Mt
Total recorded waste generated in 2024

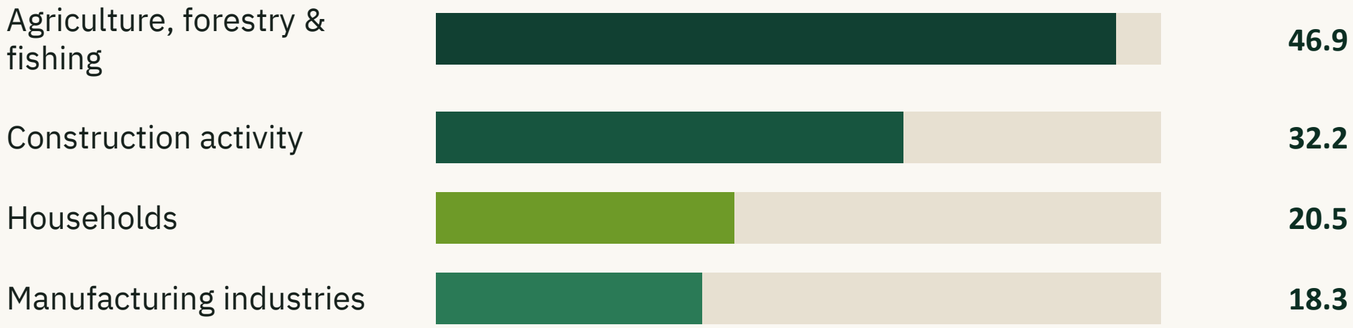
+21%
Year-on-year growth from 111.4 Mt in 2023

20.5 Mt
Household waste — about 56,000 tons per day

45.7%
Organic share of recorded waste — 61.7 Mt

Recorded waste by source, 2024

million tons



What the data implies

Household and commercial streams alone are large enough to support several merchant sorting facilities in a single region.

A 45.7% organic share makes pre-treatment, odour control and leachate management design requirements, not options.

Construction waste at 32.2 Mt is a separate C&D recovery business with its own equipment set.

Source: GASTAT, Waste Statistics in Saudi Arabia 2024, stats.gov.sa. Daily household figure derived as 20.5 Mt ÷ 365.

Why now: the demand is being created by regulation

Three forces converge: a hard national diversion target, a formalising permit regime, and volumes growing faster than treatment capacity.

90%

Landfill diversion by 2040

A national target embedded in Vision 2030 and the Saudi Green Initiative, with an integrated technical and economic plan behind it.

MWAN

Permits and licensing

A national platform for waste licensing and compliance is formalising the market — rewarding operators who can meet standards.

+23.7 Mt

Added in a single year

Recorded waste grew from 111.4 Mt to 135.1 Mt between 2023 and 2024. Volume is outpacing treatment infrastructure.

The gap today

>95%
of domestic waste still handled by simple landfill

3–4%
municipal recycling rate — among the lowest globally

230+
landfills without lining, leachate treatment or gas recovery

Partner field assessment (Qinglv). To be validated per target city during the pre-feasibility phase.

Every year of delay is another year of landfill liability that a recovery platform would otherwise be monetising.

Sources: Invest Saudi — Recycling sector (90% landfill diversion by 2040; MWAN Permit and License Platform); MWAN strategic plan; GASTAT 2024; Qinglv project draft.

NABATAT already owns the scarce asset: the waste stream

Technology can be bought. Access to feedstock, municipalities and Saudi operating credibility cannot be built quickly.

1988	4,000+	1,000+	24/7
founded in Dammam, Saudi Arabia	employees across the Kingdom	vehicles and equipment in operation	on-call field service capability

Control of the feedstock

Collection, containers, tankers and hauling already run for municipal, industrial, commercial and residential clients. The input side of any recovery plant is contracted before it is built.

National footprint and institutional trust

Delivered for the Royal Commission for Jubail & Yanbu, the Royal Commission for Riyadh City, Diriyah Gate Development Authority, Dammam Airports, and the Al-Madinah and Taif municipalities.

Governance a lender can underwrite

ISO 9001, ISO 14001 and OHSAS 18001 certified, PME-certified, and a closed joint stock company with an established board and audit structure.

Source: NABATAT company profile and waste management services profile (company materials).

Operating capability: fleet, containers, people, certification

The physical and organisational base a recovery facility would plug into on day one.

Owned fleet

Super sucker · sewage tanker · hook lift · load lugger · dump truck · road sweeper






Containers & bins

Skips of 2, 4, 6, 12, 17 and 30 cubic yards; 1,700 L metal trolley bins; wheeled plastic bins from 15 L to 240 L; electric compactors for high-liquid waste.

Segments served

Municipalities, households, restaurants, shopping malls, factories, oil & gas sites and rigs, hospitals and education institutes.

Certification & standing

ISO 9001, ISO 14001 and OHSAS 18001; PME-certified; listed among the top 100 companies in the Kingdom; 25+ years in waste management.

Implication: the collection, hauling and container layer of a recovery platform is already funded, staffed and certified. Only the treatment asset is missing.

Source: NABATAT waste management services profile and company profile (company materials). Photography from NABATAT profile.

Qinglv supplies the layer NABATAT should not build

Process design, equipment, construction, commissioning and operating support under a single turnkey counterparty.

Turnkey scope

Project planning, waste testing, process design, equipment selection, cost estimation, production tracking, logistics, installation, commissioning, operator training and maintenance.

Core equipment

3D sorter, AI optical sorter, AI sorting robot, disc / star / flip-flop screens, wind shifter, magnetic and eddy-current separators, shredders and RDF pellet machines.

Waste streams handled

Municipal solid waste, recyclable waste, landfill waste, industrial solid waste, construction & demolition waste and paper-mill waste.

Proven at scale

In-house R&D, engineering and long-term operations, with lines from 500 t/day to 10,000 t/day running in China and warranties of up to 18 months.

AI Optical Sorter

Identifies 30+ recyclable types; belt speeds up to 5 m/s; maximum throughput up to 10 t/h.

AI Sorting Robot

Up to 8 categories at once, 5,400 picks/h; MSW true-identification rate ≥ 95%.

Source: Qinglv Environmental Technology products & solutions material; Qinglv Saudi domestic-waste project draft. Equipment performance figures are supplier-stated.

A platform, not an equipment purchase

Five links convert an official demand statistic into a bankable, repeatable Saudi asset.

01
Official demand

20.5 Mt/yr household waste inside a 135.1 Mt national total.

02
Feedstock control

NABATAT collection, containers and logistics secure the input.

03
Treatment asset

Qinglv AI sorting and resource-recovery facility.

04
Monetisation

Service fee, recovered materials, RDF and energy outputs.

05
Replication

One operating standard rolled out city by city.

Design principle

NABATAT leads the Saudi platform and owns the customer relationship. Qinglv sits inside it as a technology and EPC counterparty — not as a vendor selling a machine.

What must be true before capital is committed

Feedstock — volume and composition contracted, not estimated.

Site — land, utilities, access and permits confirmed by authority.

Pricing — service fee and offtake terms agreed in writing.

Sources: GASTAT Waste Statistics 2024 (volumes); NABATAT and Qinglv company materials; AKBAR Partners structuring analysis.

Smart sorting and resource recovery: process architecture

One integrated line replaces collect-and-dump with recovery, energy and a controlled residue.

01
Reception & weighing
Weighbridge, enclosed tipping hall, negative-pressure odour containment.

02
Pre-treatment
Bag opening, bulky-item removal, primary shredding and feed regulation.

03
Screening
Disc, star and flip-flop screens plus wind shifter to split by size and density.

04
AI sorting
Optical sorters and sorting robots separating 30+ material classes.

05
Metals recovery
Magnetic separation for ferrous, eddy current for non-ferrous metals.

06
Output lines
Baling of recyclables, RDF pelletising and an organic-fraction line.

Cross-cutting layer

Odour treatment · leachate collection and treatment · dust and noise control — designed into the plant from the start, not retrofitted after complaints.

Where the output goes

Material recovery
Plastics, ferrous and non-ferrous metals, paper and cardboard baled to buyer specification.

Energy recovery
RDF pellets for cement and industrial kilns; biogas and waste-heat options on the organic fraction.

Residue management
Only the inert reject stream is landfilled, into a lined and monitored cell.

Source: Qinglv Environmental Technology solutions material and Saudi domestic-waste project draft (AI sorting, resource recycling, energy recovery, deodorisation).

Revenue logic: three independent income layers

Contracted service fees underwrite the asset. Recovered materials and energy provide the upside.

Layer 01 · Contracted

Service revenue

Treatment / tipping fee from the municipality or authority, commercial service fees from malls, factories, restaurants and camps, and the plant O&M fee.

Stable · contracted · long tenor

Layer 02 · Commodity

Recovered materials

Plastics, ferrous and non-ferrous metals, paper and cardboard sold into local recyclers and export markets at baled specification.

Volume-linked · price-exposed

Layer 03 · Energy

Fuel & energy products

RDF pellets for cement and industrial kilns; biogas and waste-heat generation options on the organic fraction.

Offtake-contract dependent

Contract structures to match the counterparty

PPP
Municipality or authority-sponsored municipal waste projects.

BOT / BOOT
Long-tenor concession with defined transfer at end of term.

Joint venture
Strategic private-sector, industrial-park or campus projects.

EPC + O&M
Fastest route where NABATAT funds the asset directly.

Where NABATAT earns

Local sponsor margin, collection and logistics income, plant operating fee, project-company equity returns and recovered-product upside.

Where Qinglv earns

Equipment supply, EPC, commissioning, technical service, spare parts and optional outsourced operations support.

Caveat: treatment fee per ton and any subsidy must be confirmed by location, contracting authority and contract model before pricing is fixed. Sources: Qinglv project draft; NABATAT materials; AKBAR Partners analysis.

From MOU to a validated pilot in 12–18 months

Every phase has a defined output and a decision gate. Capital is committed only after the pilot proves the economics.

MONTH 0–1

NDA & MOU

Joint working group, confidentiality and a shared data room.

MONTH 1–2

Data request

City, volumes, composition, site options and fee structure.

MONTH 2–4

Waste sampling

Physical characterisation and recovery-rate testing on real feed.

MONTH 4–6

Pre-feasibility

CAPEX and OPEX range, revenue model and process layout.

MONTH 6–15

Pilot plant

100–300 t/day demonstration facility on a selected cluster.

MONTH 15+

Commercial scale-up

300–1,000+ t/day facility and multi-city replication.

Decision gate before commercial build

Proceed only once feedstock volume, permits, service fee, recovered-product pricing and RDF offtake are confirmed in writing by the counterparties.

Pilot deliverables

Waste composition report · material balance · verified recovery rate · actual operating cost · equipment performance data · confirmed offtake channels · bankable commercial model.

Source: AKBAR Partners implementation plan; Qinglv delivery methodology; NABATAT operating footprint. Durations are indicative and subject to the selected city and authority.

Three roles, one Saudi project company

Separating sponsorship, technology and development keeps accountability clean and the structure financeable.

Lead sponsor

NABATAT

Owns the Saudi platform and is the public face of the project.

- Majority sponsor and equity lead
- Feedstock, collection and logistics
- Land, permits and authority interface
- Local manpower and day-to-day O&M

Technology & delivery

Qinglv

Supplies and builds the treatment asset under a turnkey contract.

- Process design and equipment supply
- EPC, installation and commissioning
- Operator training, spares and warranty
- Optional outsourced operations support

Development & PMO

AKBAR Partners

Structures the transaction and runs the programme between parties.

- Deal structuring and financing routes
- Pre-feasibility and business plan
- Programme management office
- Authority and partner coordination

Saudi project company (SPV)

Equity & board
NABATAT-majority, with defined reserved matters and a joint steering committee.

Technology contract
Supply, EPC and service agreements between the SPV and Qinglv.

Development mandate
Advisory and PMO agreement between the SPV and AKBAR Partners.

Indicative structure prepared by AKBAR Partners. Final ownership, governance and contract terms subject to legal and tax review in the Kingdom.

Twelve inputs turn this concept into a costed study

What we need from NABATAT to issue a pre-feasibility study, process design and CAPEX / OPEX range.

Block A

Project definition

01 Target city and project owner

02 Daily waste volume in tons per day

03 Waste composition or sampling data

04 Current collection routes and frequency

Block B

Site and technical

05 Existing landfill or disposal method

06 Available land, power and water

07 Permits and authority interface

08 Offtake options for recovered products

Block C

Commercial terms

09 Current treatment or disposal fee

10 Target contract model

11 Expected contract period

12 NABATAT investment and O&M role

With these inputs, AKBAR Partners and Qinglv will deliver a preliminary concept, process design, CAPEX / OPEX range, revenue structure and implementation plan.

Source: AKBAR Partners and Qinglv pre-feasibility data requirements.

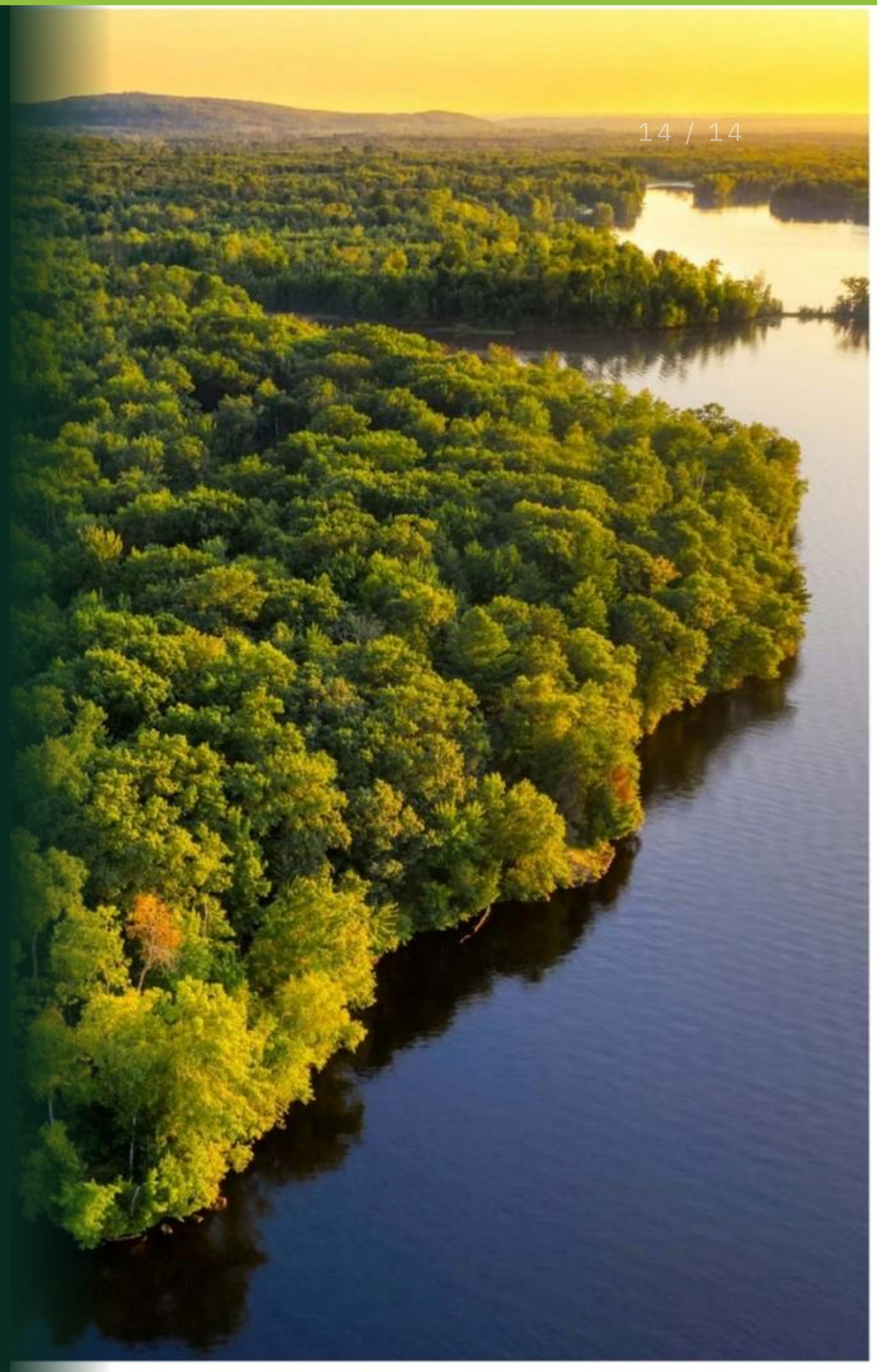
The Ask

A Saudi-controlled, technology-enabled resource recovery platform — led by NABATAT.

01 **Approve the joint working group**
Sign the NDA and MOU, and open a shared data room between the three parties.

02 **Nominate one target cluster**
A single city or customer cluster where NABATAT already controls the collection route.

03 **Release the twelve data inputs**
Enabling a pre-feasibility study, process design and CAPEX / OPEX range within six months.



نباتات
Nabatat

NABATAT · Qinglv Environmental Technology · AKBAR Partners
Strategic partnership proposal — July 2026