Vision 2030

“A thriving economy provides opportunity for all... we will develop our investment tools to unlock our promising economic sectors, diversify our economy and create job opportunities.”

HRH Crown Prince Mohammed bin Salman

iktva is a key strategic program to support vision 2030 realization
Vision 2030: Driving Local Content Strategy

<table>
<thead>
<tr>
<th>Goal</th>
<th>2030 Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil &amp; Gas Sector Localization</td>
<td>75%</td>
</tr>
<tr>
<td>Private Sector Participation</td>
<td>65%</td>
</tr>
<tr>
<td>SME Contribution</td>
<td>35%</td>
</tr>
<tr>
<td>Increase Non-Oil Exports</td>
<td>50%</td>
</tr>
<tr>
<td>Foreign Direct Investments</td>
<td>5.7%</td>
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</tbody>
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iktva Supports Vision 2030 Objectives

- Increase localization of goods and services
- Create jobs
- Increase exports
- Attract investments
Localization Evolution

Manufacturing & Engineering
- Assembly and packaging
- Engineering capabilities

Service Suppliers
- Spare parts inventory
- Local service facility

Traders
- Shipping & customs clearance
- Expediting services
Developing a Competitive Local Supply Chain

iktva Score Continuously Improved

- **2015**: 35%
- **2019**: 56%

Competitive Local Supply Chain

- **Strong Local market Growth potential**
- **Tripled** procurement of local goods and services
- **Doubled** local workforce hiring & training
- Increased procurement from local SMEs by **13 times**
- **Tripled** spend on research & development
- Increased suppliers’ exports by **50%**
Investment Opportunities for SMEs

170 Investment Opportunities

$2.0 B Oilfield Equipment
$1.6 B Nonmetallic
$1.0 B Chemical
$1.5 B IR 4.0
$0.9 B Environment & Safety
$2.2 B Metal Ecosystem
$2.4 B Electrical Equipment
$1.4 B Instruments
$1.0 B Offshore

$14B Market Size
### SMEs Investments Attracted to the Kingdom

<table>
<thead>
<tr>
<th>SMEs</th>
<th>Eco-System</th>
<th>Local Workforce</th>
</tr>
</thead>
<tbody>
<tr>
<td>25 Countries Represented</td>
<td>468 Completed Investments</td>
<td>$6.5B of SME Investments</td>
</tr>
<tr>
<td>10 Industrial Sectors</td>
<td></td>
<td></td>
</tr>
<tr>
<td>75 Investments Established</td>
<td></td>
<td></td>
</tr>
<tr>
<td>60 Under Construction</td>
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</tbody>
</table>
Support Provided to SMEs

Supporting SMEs with a range of value added services

Market Demand Forecast  Technical Qualification  Access to Funding  Licensing & Industrial Lands
Ecosystem- Industrial Value Parks

- Industry clusters from base materials to finished goods
- Attractive rental rates
- Access to skilled labor and feedstock
- Logistics advantage: road, rail and ports
- Export hubs

Saudi Aramco

Ras Al Khair
Plaschem Park
SPARK
PlusTech
Jazan City for Primary & Downstream Industries
Local Workforce Development

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<tr>
<td>Skilled Workforce</td>
<td>Training Programs</td>
<td></td>
</tr>
<tr>
<td>Pipeline of Talent</td>
<td>Job Market Growth</td>
<td></td>
</tr>
</tbody>
</table>

Established: 19
Graduated: 22K Trainees
Overall demand for precision machining for downhole tools in KSA has been growing and is estimated at USD 78 Mn in 2016. Currently, precision machining for downhole equipment and tools is performed out-of-Kingdom (full gap). The current gap for precision machining for downhole equipment and tools in KSA is estimated at USD 78 Mn.

Value chain gaps translate into opportunities that can be localized within KSA. Key opportunities for localization include:

- Reinforced Plastics
  - Establish technical facilities for design of electrical equipment, alloys, copper, the specifications needed for CT-VT components
  - Manufacturing facilities for windings, insulators, and magnetic cores
  - Establish facilities for final manufacturing of CT and VT transformers, made to final customer specifications
  - Establish world scale testing facilities for transformers (ratio test, resistance measurement, load test)

- Raw materials
  - Establish local manufacturing of PTFE, Glass fiber and epoxy resins

- Finished products
  - Establish local manufacturing of umbilical, subsea flex, valves, marine hose, gratings, and flat collars

- Investment Opportunities

To learn more, visit [www.iktva.sa](http://www.iktva.sa).