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In-Kingdom Total Value Add

This material is distributed by Aramco Affiliated Services Company on behalf of The Saudi Arabian Oil Company. Additional information is available at the Department of Justice, Washington, D.C.
iktva Localization Evolution

Improve reliability and develop globally

competitive industrial base

Manufacturing & Engineering

- Assembly and packaging
- Engineering capabilities

Service Suppliers

- Spare parts inventory
- Local service facility

Traders

- Shipping & customs clearance
- Expediting services
iktva Development

- Benchmarked with other programs
- Co-developed with the suppliers
- 3rd Party Assessment
iktva Formula

\[ \text{iktva} = \left( \frac{a + b + c + d + r}{E} \right) + x \]
iktva Scores

- 2015: 35%
- 2016: 37%
- 2017: 45%
- 2018: 52%
- 2019: 56%
iktva in Procurement

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Qualification & Registration

Supplier Performance

Bid Evaluation

Market Share Distribution

Preference Policy
iktva Action Plans

- Execute iktva action plans with 100 major suppliers
- Offshore
- Oilfield Services
- Construction
- Industrial Equipment

- Developing local SMEs
- Performing R&D activities
- Exporting from the local industrial base

HALLIBURTON
EMERSON
YOKOGAWA
BAKER HUGHES
a GE company
SCHLUMBERGER
MCDERMOTT
Investments

170 Business Opportunities

468 Investments

25 Countries

Covering 10 Industrial Sectors

59 Investments Completed

49 Under Construction
Anchor Projects

- **Casting & Forging**
- **Maritime**
- **Rig Manufacturing**
- **Steel Plates**

- A manufacturing & services hub for offshore rigs, commercial vessels and offshore service vessels
- Steel Plate manufacturing, feeding the heavy industries sector such as; construction, automotive, pressure vessels, offshore equipment, and military applications
- World-class land rig equipment manufacturing and repair facility
- World-class casting and forging facility
Industrial Parks

**SPARK**
Area (Sq km): 50
Targeted Industry: Oilfield equipment, IR 4.0, electrical, non metallic, static & rotating, chemicals, logistics and industrial services

**Ras Al Khair Maritime Cluster**
Area (Sq km): 22
Targeted Industry: Ship building, rig manufacturing, casting and forging, metals and enabling equipment

**Sadara PlasChem**
Area (Sq km): 12
Targeted Industry: Oilfield chemicals, elastomers & chemical derivatives and conversions

**PetroRabigh PlusTech**
Area (Sq km): 2.4
Targeted Industry: Plastic, processing, assembling, technology, industrial services and logistics

**Jazan Economic City**
Area (Sq km): 15.2
Targeted Industry: Heavy industry, medium industry, light industry and logistics
Workforce Development

Objective:

- Accelerate Job Creation
- Build Training Expertise
- Support Local Content
- Support Industry Growth

Achievements:

- Established: 16
- Graduated: 24K Trainees
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