

ADDITIVE MANUFACTURING

INVESTMENT OPPORTUNITY SCORECARD

INDUSTRIAL EQUIPMENT

AUGUST 2021

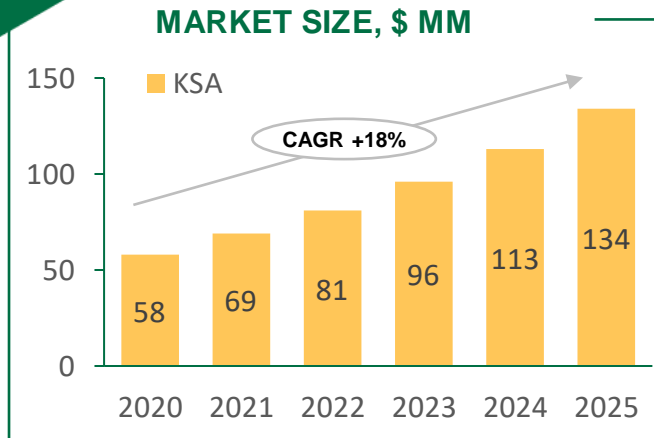


INDUSTRIAL EQUIPMENT ADDITIVE MANUFACTURING

Public / علني

OPPORTUNITY'S DESCRIPTION: Establish a 3D printing unit

DEMAND



INVESTMENT HIGHLIGHTS

- Establish 3D printing facility to supply components for multiple applications
- Engineering and reverse-engineering services

INVESTMENT OVERVIEW

VALUE PROPOSITION

- 3D Printing will play a key strategic role in building an integrated supply chain for the energy industry
- Aramco expected to account for more than 50% from KSA Projected Spending

KEY DEMAND DRIVERS

- The market for 3D Printing in KSA is estimated at \$58MM.
- Forecasted ~18% annual growth in market until 2025.
- The market for 3D printing in KSA is estimated to be \$134MM in 2025

MARKET OVERVIEW

COMPETITOR ANALYSIS

- None

GLOBAL TRENDS

- The aggressive R&D in 3D printing and the growing demand for prototyping applications from different industry verticals, specially healthcare, automotive, and aerospace and defense, are expected to drive market growth.
- Small businesses are particularly adopting desktop printers and diversifying their business operations to offer 3D printing and other related services.

DEFINITIONS

#	SCORECARD SECTION	DEFINITIONS
1	Market size	Size of market in value/volume in KSA and/or Region (MENA/GCC) covering future projections based on available estimates from published /government sources
2	Demand drivers	A select number of factors that will influence future demand for the related product/service
3	Investment highlights	An overview of key financial metrics summarizing the investment opportunity along with the expected return based on the suggested investment size
4	Value proposition	Summary of key differentiators that position KSA as a strategic choice over other regional/global peers
5	Market readiness	An overview of KSA market structure, market maturity and level of participation by local and global players
6	Competitor analysis	List of the local & international players manufacturing the underlying product in Saudi Arabia and their market share
7	Global trends	Latest business developments within the sector/product category
8	Scalability and localization	Ease of scaling the business across the value chain or into new adjacent products or geographies that would maximize the opportunity's investment returns and the ability and potential to locally manufacture the product and its components
9	Import dependency	An overview of the countries from which Saudi Arabia is importing the product and their value/volume and share in total imports
10	Value chain analysis	The process or activities that would potentially need to be carried out to deliver the underlying product or service
11	Key stakeholders	Government institutions, organizations, and/or authorities that participate or influence the market for the underlying product/service
12	Enablers	Factors that enable investment in the underlying opportunity
13	Cost of doing business in KSA	Key factors that position KSA as a competitive destination for investment in the region. Productivity adjusted wages do not include cost of \$1.23/hour towards annual recurring charges including work permit, resident identity (iqama) and health insurance

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