

# INSTRUMENTS TUBES

## INVESTMENT OPPORTUNITY SCORECARD

### INDUSTRIAL EQUIPMENT

AUGUST 2021

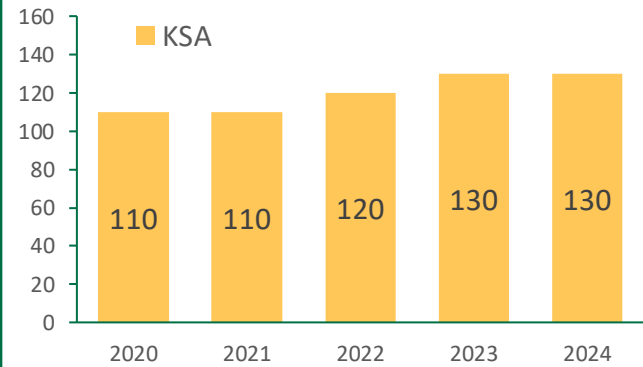


# INDUSTRIAL EQUIPMENT INSTRUMENTS TUBES

**OPPORTUNITY'S DESCRIPTION:** Establish a manufacturing instruments facility.

## DEMAND

MARKET SIZE, Length (km)



## INVESTMENT HIGHLIGHTS

- Establish a manufacturing facility for Instruments Tubing
- Localization potential exists at most stages of the instruments tube value chain

## INVESTMENT OVERVIEW

### VALUE PROPOSITION

- Instruments Tubes represents an attractive localization opportunity given the current supply gap and expected demand growth.
- Currently, all of KSA demand of Instruments Tubes is imported.
- Instruments Tubes demand is driven by Oil and Gas Industry.
- Instruments Tubes demand for GCC will support demand growth.
- Attractive cost base including low logistics, land, utilities, and labor costs.

## KEY DEMAND DRIVERS

- The estimated volume of instrument tubes within the next 5 years ~ 600,000 m for offshore projects only.
- For the last three years, Aramco spent around \$ 6MM for instruments tubes at offshore.

## MARKET OVERVIEW

### COMPETITOR ANALYSIS

- NONE

### GLOBAL TRENDS

- Demand for instrument tubes is growing due to the increase use of instrumentation in process and discrete manufacturing industries to boost operational efficiency.
- the rising adoption of instrumentation and control solutions is expected to drive market growth during the forecast period

# 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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