

Manufacturing Fuel Dispensers (self-service - normal)

INVESTMENT OPPORTUNITY

Energy Sector

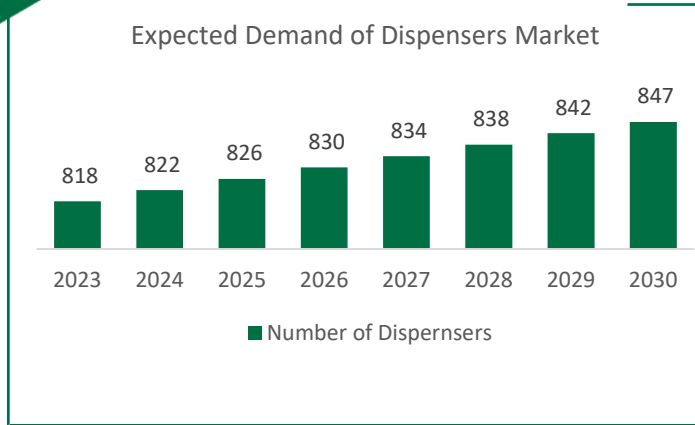


Oil & Gas

Manufacturing Fuel Dispensers (self-service - normal)

OPPORTUNITY DESCRIPTION: Opportunity to setup a production facility for Fuel dispensers for fuel stations to cater local and Regional demand.

DEMAND



INVESTMENT OVERVIEW

INVESTMENT HIGHLIGHTS

- Expected Investment size of USD (10,666,666)
- Expected IRR: 4%
- Payback period: 11
- Job Creation: 30
- Location (Region): Kingdom-wide
- GDP Impact: USD (8,283,455) annually

VALUE PROPOSITION

- Access to raw materials and readiness of best-in-class infrastructure.
- No facility existing in middle east.

KEY DEMAND DRIVERS

- population growth.
- Economic growth.
- New regulations and standards
- Existing regulator which will enhance new Fuel stations entrance to the market.

RAW MATERIALS

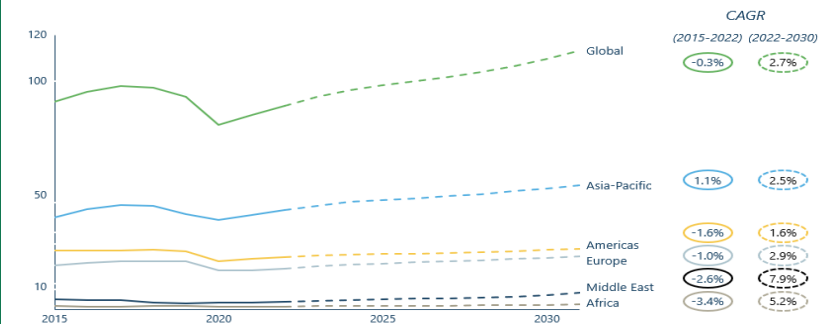
- Iron
- Aluminum
- Plastic
- Rubber
- Copper
- Electrical cables

MARKET OVERVIEW

GLOBAL TRENDS

Dispensers market will continue increasing, mostly driven by growth in Mobility vehicles in emerging economies

Global overall vehicle sales historical and forecast (Mn)





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Public / متاح

SUPPLY

SCALABILITY AND LOCALIZATION

Grade: Low Medium High

IMPORT DEPENDENCY

VALUE CHAIN

Upstream

Midstream

Downstream

Applications

[The process or activities that would potentially need to be carried out to deliver the underlying product or service]

Raw Materials

Manufacturing

Marketing

Distribution

KEY STAKEHOLDERS

- MINISTRY OF ENERGY
- MINISTRY OF INVESTMENT
- RCJY
- MODON
- SIDF

ENABLING FACTORS

ENABLERS

- Clear Government Procedure
- Clear regulatory frameworks

INCENTIVES

- Custom land options from RCJY AND Modon.
- Up to 75% of project financing by Saudi Industrial Development Fund (SIDF).
- 2-year grace period for the repayment of loans.
- Expat worker levy waived-off for industrial manufacturers until October 2024.
- Tax exemption for 5 Years

COST OF DOING BUSINESS IN KSA

Factor	Ranking amongst regional peers
Electricity tariffs for industrial players	\$48 /MWh
Productivity adjusted wages	\$3.3 /hour
Logistics Performance Index (1-5)	3.2
Construction Costs (Indexed to US, % 0 is cheapest)	74
Ease of getting credit (0-100)	50

Bottom 25% Top 75% Top 50% Top 25%

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	Business 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	Global trends	Latest business developments within the sector/product category
7	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
8	Import dependency	An overview of the countries from which Saudi Arabia is importing the product and their value/volume and share in total imports
9	Value chain analysis	The process or activities that would potentially need to be carried out to deliver the underlying product or service
10	Key stakeholders	Government institutions, organizations, and/or authorities that participate or influence the market for the underlying product/service
11	Enablers	Factors that enable investment in the underlying opportunity
12	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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