

# Shipping Agencies at King Fahad Industrial Port

INVESTMENT OPPORTUNITY SCORECARD

TRANSPORT & LOGISTICS

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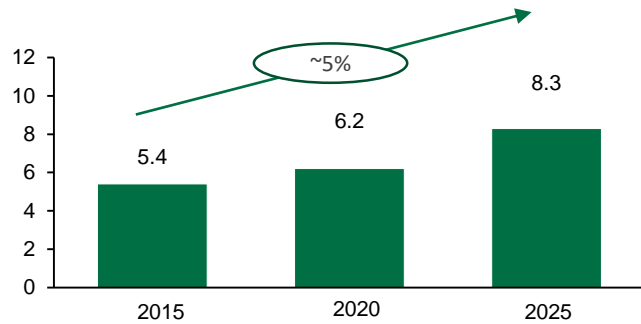


## Shipping Agencies at King Fahad Industrial Port

**OPPORTUNITY'S DESCRIPTION:** Set up and operate shipping agencies "husbandry services" within Yanbu Integrated Bunkering Hub at KFIP in Yanbu.

### DEMAND

#### SHIPPING AGENCIES MARKET SIZE (Million USD)



#### INVESTMENT HIGHLIGHTS

- Expected investment size of USD 150 – 200K.
- The Saudi market is well developed and served through well-known international and Saudi agents.
- The opportunity will serve as part of an integrated bunkering hub in KFIP.

### INVESTMENT OVERVIEW

#### VALUE PROPOSITION

- Duty-free facility and vessel MRO services will be provided as parts of an integrated bunkering hub at Yanbu.
- Yanbu has two seaports, King Fahad Industrial Port in Yanbu Industrial City and the Commercial seaport located 25 KM to the north of KFIP.
- New investors could potentially serve other 6 ports in the Red Sea given their proximity and connectivity through well-established infrastructure.

#### KEY DEMAND DRIVERS

- Saudi Arabia's journey to establish an integrated hub, as part of a bigger ambition to become a main logistics center on the Red Sea. Yanbu was selected to establish a bunkering hub given that multiple enablers are already exist. Bunkering services, vessel MRO services, duty-free, shipping agencies among other facilities will be provided as part of an integrated Bunkering Hub project in Yanbu.
- KFIP is constantly growing as it is a favorite gateway to many leading exporters with the likes of SABIC, Aramco, Yasref, and others.

### MARKET OVERVIEW

#### MARKET READINESS AND COMPETITOR ANALYSIS

- Key Players in KSA currently:



#### COMPETITOR ANALYSIS

- Leading global players in shipping agency services industry



#### GLOBAL TRENDS

- Shipping agencies focus on network reach, access to information and use of technology to help vessels make real-time decisions.
- Shipping agencies represent shipowners and assist them in essential procedures and needs related to ports, vessels, cargo and crew.

# 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

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