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Offshore

Workshop

Business Opportunities

XXth January 2025

Presenter: Ibrahim Alateeq

Offshore Workshop

Catalyzing Supply Chains

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iktva Program Overview (1/2)

The In-Kingdom Total Value Add (iktva) program is designed to drive increased investment, economic diversification, job creation, and workforce development within the Kingdom

Saudi Aramco aims to achieve 70% localization of all spending

iktva in Procurement

2000+ Service contracts

290+ Corporate purchase agreements

Business Opportunities

12 Sectors

200 Business Opportunities

$28 bn Annual Market Size

Anchor Projects

6 Anchor projects

IMI

SPARK

Tuwaiq

Local Workforce Development

16 National training centers

90+ Programs

Catalyzing Supply Chains

Fire protection workshop

Note: IMI = International Maritime Industries; SPARK = King Salman Energy Park

iktva Program Overview (2/2)

Non-exhaustive

iktva Business Development Team Support

- Market Analysis
- Technical Engagement
- Operational Support and Advisory Services[1]

Government/Semi-government key enablers

- Financial Support
- Fiscal Incentives
- Land Solutions
- HR Development
- Regulatory Enablers

1. Includes broad range of support services provided by the team: user requirements, advisory on available financial and fiscal incentives, guidance on localization process in line with local regulations and standards, action plan development etc.

Why invest in KSA?

Non-exhaustive

Strong GDP growth and healthy economy	Big market and game-changing opportunities	Government incentives and enablers	Ease of doing business	Strategic global location	Favorable demographics
Top 20 economies globally	**5** Special Economic Zones drive innovation	**$1.3T+** invested in private sector by 2030	one of world's most rewarding tax systems	**12-15%** of global trade passes via Red Sea	**17%** population growth from 2013-2023
GDP growth among highest projected in 2025 in top economies	**6** giga projects driving urbanization and industry	**5.7%** contribution of FDI to GDP by 2030	**Top 5** in the MENA region for ease of doing business	KSA container ports are among the most efficient globally	**67%** of population below the age of 35

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Note: FDI = Foreign Direct Investment
Source: IMF; MISA; Vision 2030 Key Performance Indicators; Shareek Program; World Bank

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How do we define what is an opportunity?

1 Growing market

High growth high spend markets

2 Limited local players & import driven

Markets with few local contributors and high import resilience

3 Technological & labor feasibility

Markets with accessible or standardized technology and available skilled labor

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Four key drivers for the KSA offshore market

- Saudi Aramco is expected to **increase capital expenditure in offshore projects** to maintain its 12MM bpd of production capacity
- KSA has intensified efforts to explore and **exploit deeper offshore resources** leading to the rising demand for **advanced technologies**
- Saudi Aramco's **pledge to achieve net zero Scope 1&2 GHG emissions** by 2050 and to reduce upstream carbon intensity by 15% by 2035[1] **boosts adoption of sustainable technological solutions**
- Rapid industrialization, urban expansion, and population growth in KSA **significantly raise demand for electricity**, thereby driving the need for an increased oil and gas supply from offshore projects

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1. Against Saudi Aramco's baseline of 2018

Source: Saudi Aramco; Arab News; Consortiq; Desktop research; Team analysis

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Offshore Market Overview

KSA offshore

$1.98B

6.4% CAGR[1]

2024 KSA market size for opportunities in today's workshop

12 opportunities to be discussed today

1. Flexible Pipelines
2. Subsea Ball Valves
3. Marine Rubber Fenders
4. Subsea Cable Protectors
5. Sacrificial Anodes
6. Rolled Sections
7. Helipad Lighting & Navigation Aids
8. Offshore Geotechnical & Geophysical Survey
9. Piles Driving Monitoring Services
10. Pipeline In-Line Inspection Services
11. Offshore Vessel Services
12. Epoxy & Concrete Coatings

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1. 5-year forecasted KSA CAGR (2024-2029)

Flexible Pipelines

Speaker name

Offshore Workshop

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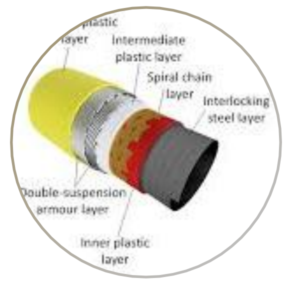
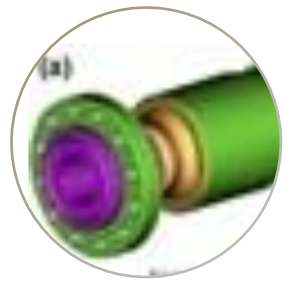
Opportunity profile – flexible pipeline

1 KSA has strong flexible pipe demand to support its oil and gas expansion

Types



Flowlines



Jumpers

Applications	Example
Offshore infrastructure	Abu Safah Field
	Berri Field
	Manifa Field

2 The flexible pipe market experiences a gradual increase

140 Estimated 2024 KSA market size. $MM

3% Forecasted 5-year CAGR

3 Attractive investment opportunities for the flexible pipe value chain

KSA value chain opportunities

- Intermediate processes
- Lifecycle management

KSA enablers

- Financial and technical support
- Custom duty exemptions on machinery
- Specialized training programs

Source: EMIS; Technavio; Expert input; Team analysis

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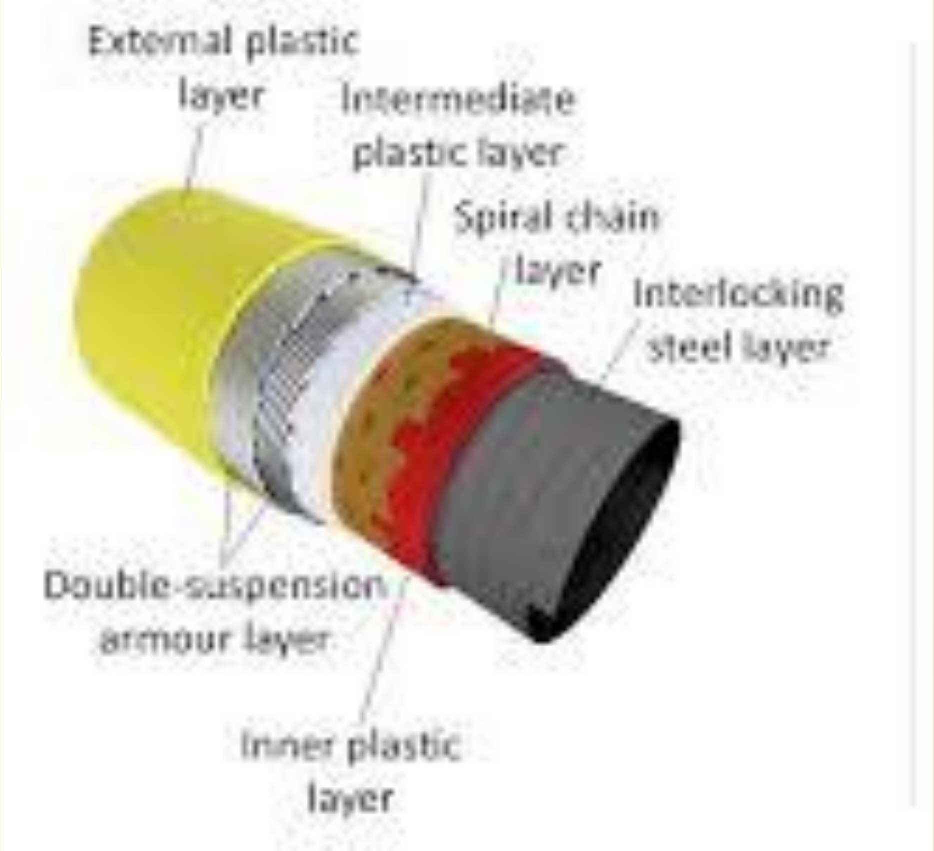
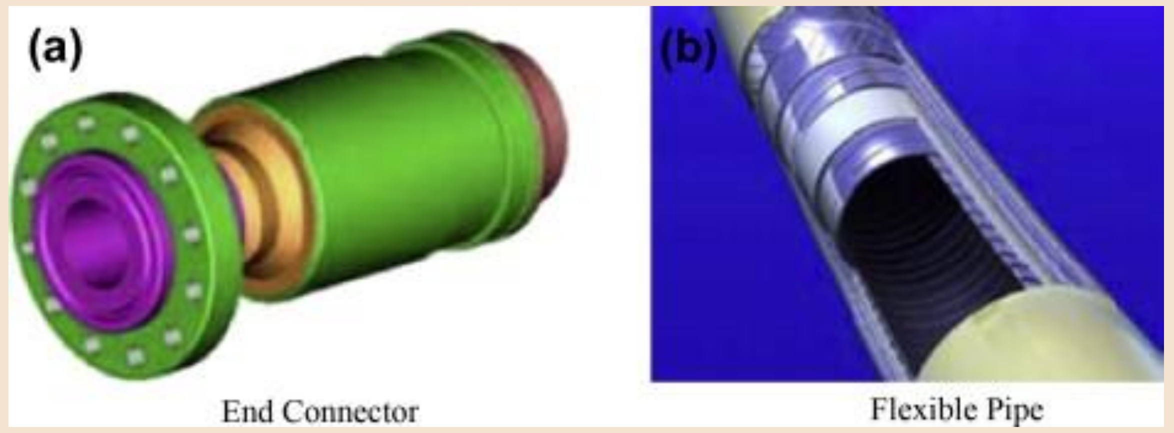
Potential flexible pipeline localized categories

Non-exhaustive

Flowlines



Jumpers



	Flowlines	Jumpers
Applications	Usually laid on seabed; transport produced fluids like oil, gas, or water, from wellhead to processing	Short pipe sections to connect subsea structures (wells, manifolds, flowlines); provide flexibility in layouts

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Source: Expert input; Team analysis

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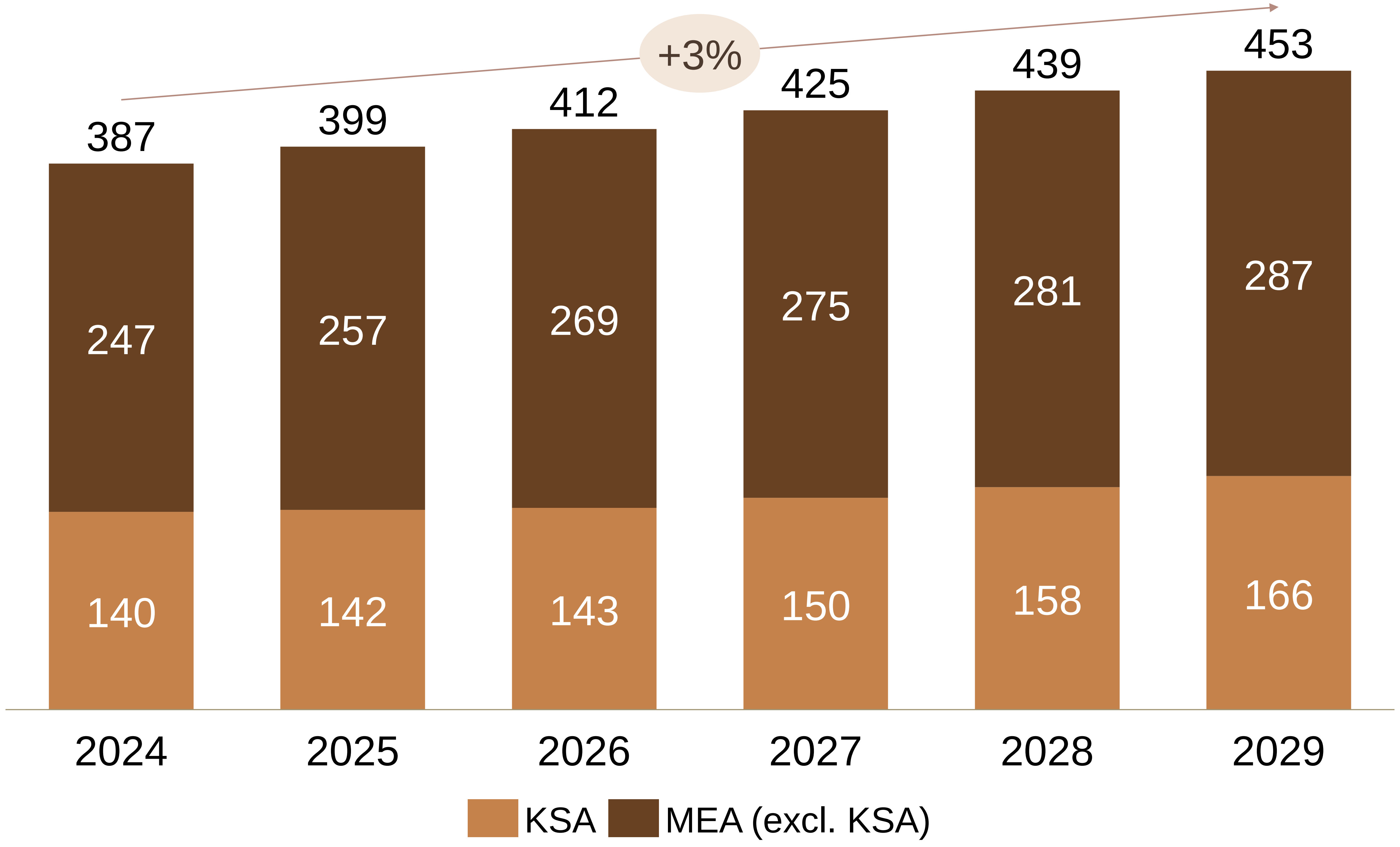
Flexible pipeline demand, customers, and drivers

Forecasted KSA and rest of MEA flexible pipe market 2024-2029 ($MM)



Typical flexible pipes customers in KSA

Oil & gas sector

Key KSA demand drivers

- Sector expansion: Increased capital expenditure in offshore projects to maintain 12 million bpd of production capacity
- Industry trends: Increased use of flexible pipelines in shallow and long horizontal wells boosts demand

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Catalyzing Supply Chains

Source: EMIS; Technavio; Expert input; Team analysis

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Value chain and key localization opportunities

	Raw material	Intermediate processes	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Few players	Multiple players	Few players
Current KSA value chain	• Raw materials such as HDPE, polypropylene and steel are supplied by multiple players	• Opportunity to expand production of inner liners, thermoplastic barriers and corrosion-resistant steel wires	• Manufacturing of flexible pipelines meets local demand	• Local providers of pipeline maintenance available • Opportunity for pipe installation services
Success factors		Opportunity		Opportunity
Technology		Advanced coating technologies		Vessels with reel system, tensioners and lay towers
Labor		Polymer chemist, material engineers, metallurgists		Skilled contractors for maintenance

Catalyzing Supply Chains

Note: HDPE = High-density polyethylene; Lifecycle management including all post-production services, including installation
Source: Team analysis

Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Value chain network and financial programs: Nusaned program by SABIC gives access to raw materials and to financial investment to establish local factories

Customs enablers: Custom duty exemption from MoCI on machinery and equipment for establishment of pipeline installation players

Offshore projects realization: Major new offshore energy projects grow the local demand for flexible pipelines

Human capital enablers: National Maritime Academy can offer specialized training for offshore installments of flexible pipelines

Where is the opportunity

Intermediate processes: Establish component production of inner liners, thermoplastic barriers and corrosion-resistant steel wires

Lifecycle management: Localize the installation process of flexible pipelines

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: MoCI = Ministry of Commerce and Industry; SABIC = Saudi Basic Industries Corporation

Source: Team analysis

Subsea Ball Valves

Speaker name

Opportunity profile – subsea ball valves

1

KSA needs subsea ball valves to realize ongoing oil and gas expansion

Types

Regular ball valves

Applications | **Example**

Offshore infrastructure

- Hasbah Field
- Abu Safah Field
- Manifa Field

2

Subsea ball valves market experiences a moderate growth

15 Estimated 2024 KSA market size. $MM

3% Forecasted 5-year CAGR

3

Attractive investment opportunities for the subsea ball valves value chain

KSA value chain opportunities

Intermediate processes

KSA enablers

- SPSP training programs
- Custom duty exemptions by MoCI
- CAPEX financing programs from SIDF

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Note: SPSP = Saudi Petroleum Services Polytechnic; MoCI = Ministry of Commerce and Industry; SIDF = Saudi Industrial Development Fund
Source: Value Market Research; Zion Market Research; Expert input; Team analysis

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Potential subsea ball valves localized categories

Regular subsea ball valves

Applications

- Regulation of hydrocarbon flow in underwater pipelines and systems
- Emergency shutdown of subsea systems
- Pressure management
- Isolation of pipelines for maintenance

Source: Expert input; Team analysis

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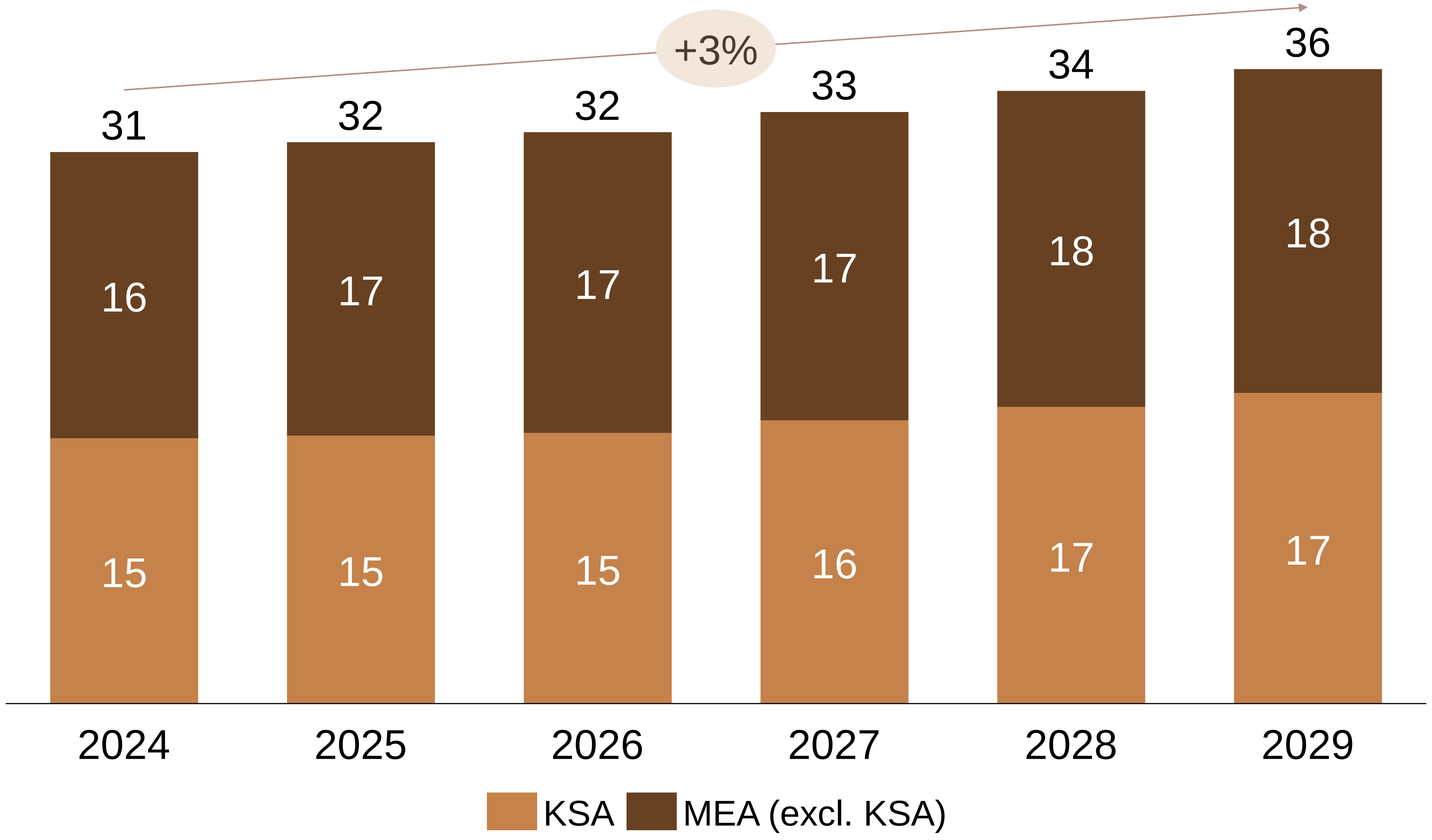
Subsea ball valves demand, customers, and drivers

Forecasted KSA and rest of MEA subsea ball valves market 2024-2029 ($MM)



Typical SBV customers in KSA

Oil & gas sector

Key KSA demand drivers

- Sector expansion: Capital expenditure increase in offshore projects to maintain production capacity at 12 million bpd
- Technological advancements: KSA has intensified its efforts to exploit deeper offshore resources leading to a rising demand for advanced technologies

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Catalyzing Supply Chains

Note: SBV = Subsea Ball Valves
Source: Value Market Research; Zion Market Research; Expert input; Team analysis

Value chain and key localization opportunities

	Raw material	Intermediate processes	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Few players	Multiple players	Multiple players
Current KSA value chain	• Raw materials such as steel, aluminum, copper, rubber and plastic provided by multiple players	• Local production of valve balls available • Production of seals, alloys, flanges, electric and hydraulic actuators	• Local manufacturing facilities for subsea ball valves are existent incl. cladding providers	• Local service providers for repair, maintenance and other facilities
Success factors		Opportunity		
Technology		3D CAD, CNC machines, actuation engineering		
Labor		Materials, sealing and actuation experts		

Note: CAD = Computer-aided design; CNC = Computer numerical control; Lifecycle management including all post-production services, including installation

Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Technical enablers: Strong forging and cladding overlays capabilities in KSA can be leveraged for the local production of SBVs

Human capital enablers: SPSP can offer workforce skilling programs focusing on the manufacturing processes of SBVs

Customs enablers: Custom duty exemption from MoCI on machinery and equipment for establishment of local component producers

Financial enabler: Access to CAPEX financing programs from SIDF, to establish factories and purchase machinery and equipment

Where is the opportunity

Intermediate processes: Establish local production of advanced seals, alloys, flanges and electric and hydraulic actuator systems

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: SBV = Subsea Ball Valves; SPSP = Saudi Petroleum Services Polytechnic; MoCI = Ministry of Commerce and Industry; SIDF = Saudi Industrial Development Fund

Source: Team analysis

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Marine Rubber Fenders

Speaker name

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Catalyzing Supply Chains

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Opportunity profile – marine rubber fenders

1
KSA needs MRFs to support its offshore oil and gas expansion

Types


V-type MRFs


Cylindrical MRFs


Maritime MRFs

Applications	Example
Offshore infrastructure	Oil platform jackets
Port wharfs	Oxagon
Shipyards	King Salman Shipyard

2
MRFs are a growing market with KSA having the largest share in MEA

10 Estimated 2024 KSA market size. $MM

5% Forecasted 5-year CAGR

3
Attractive investment opportunities for the MRF value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Regional land and loan programs
- Realization of new offshore projects
- Tax exemptions on export earnings

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Note: MRF = Marine Rubber Fenders
Source: Transparency Market Research; Expert input; Team analysis

Potential marine rubber fenders localized categories

Non-exhaustive

	V-type rubber fenders	Cylindrical rubber fenders	D-type boat rubber fenders
			
Applications	• Offshore platform jackets • Floating terminals • Port wharfs and berths	• Offshore platform jackets • Floating terminals • Port wharfs and berths	• Shipyards • Ship operators

Note: Selection from a variety of marine rubber fenders
Source: Team analysis

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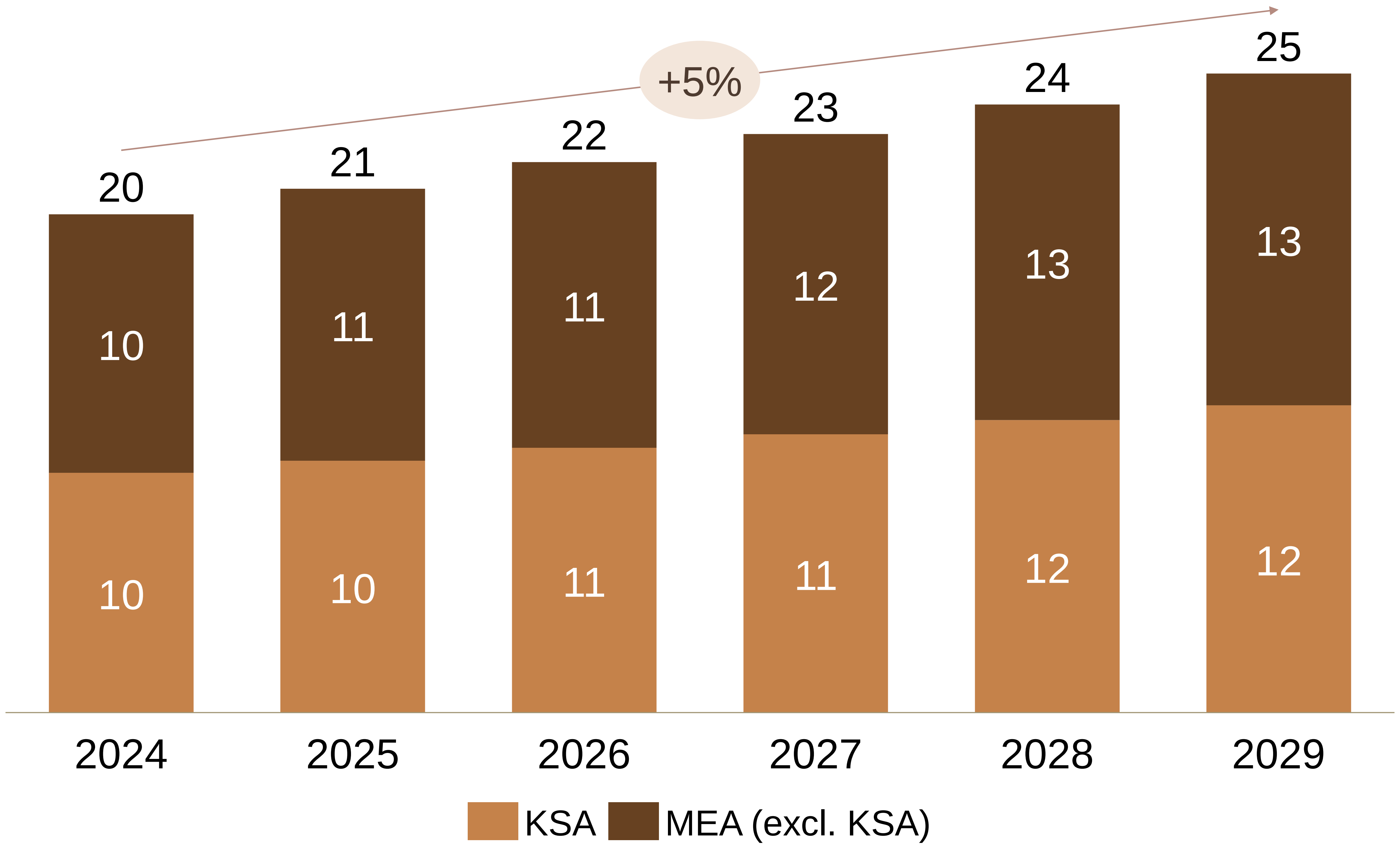
Marine rubber fenders demand, customers, and drivers

Forecasted KSA and rest of MEA marine rubber fenders market 2024-2029 ($MM)



Typical MRF customers in KSA

- Oil & gas sector
- Port operators

Key KSA demand drivers

- Industry trends: Rising emphasis on safety and operational efficiency drives the demand for MRFs
- Sector expansion: Expansion of port infrastructure and offshore energy drives the demand for MRFs in new projects

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Catalyzing Supply Chains

Note: MRF = Marine Rubber Fenders
Source: Transparency Market Research; Expert input; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Few players	Multiple players
Current KSA value chain	• Local materials such as synthetic rubber, carbon black, and vulcanizing agents like sulfur supplied by multiple providers	• Opportunity to expand rubber molding and vulcanization processes and manufacturing of marine rubber fenders	• Marine rubber fender installation and maintenance done by local players
		Opportunity	
Success factors			
Technology		Mixing and compounding equipment such as internal mixers and two-roll mills; compression molding presses	
Labor		Experts in MRFs, such as product design, rubber compound, and quality control engineers	

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Note: Intermediate processes and manufacturing are generally performed by manufacturers; Lifecycle management including all post-production services, including installation; MRF = Marine Rubber Fenders

Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Subsidies and financial programs: Access to regional land and loan programs to establish manufacturing facilities

Tax incentives: MRF manufacturing eligible for tax exemptions on earning from exports through general authority of Zakat & Tax

Megaprojects realization: Oxagon port, King Salman Shipyard & offshore energy projects will expand the market for MRFs

Human capital enablers: NITI can offer specialized training programs for the manufacturing of MRFs

Where is the opportunity

Manufacturing

Localize production plant for MRFs, incl. rubber molding, vulcanization, and manufacturing processes

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: MRF = Marine Rubber Fenders; NITI = National Industrial Training Institute

Source: Team analysis

Submarine Cable Protectors

Speaker name

Opportunity profile – submarine cable protectors

1
KSA is in need of SCPs to realize its ongoing offshore O&G expansion

Types

Articulated pipe protectors

Applications	Example
Offshore infrastructure	Shallow water cable
Telecom	2Africa subsea cable
Environmental monitoring	KAUST Red Sea Research

2
MEA SCPs market is expecting strong growth in KSA and MEA

10 Estimated 2024 KSA market size. $MM

6% Forecasted 5-year CAGR

3
Attractive investment opportunities for the SCP value chain

KSA value chain opportunities

- Manufacturing
- Lifecycle management

KSA enablers

- Working capital financing programs
- Tax exemptions on exports earnings
- Realization of megaprojects

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Note: SCP = Submarine Cable Protectors

Source: EMIS; Insight Partners; Dataintelo; Expert input; Team analysis

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Potential submarine cable protectors localized categories

Articulated pipe protectors

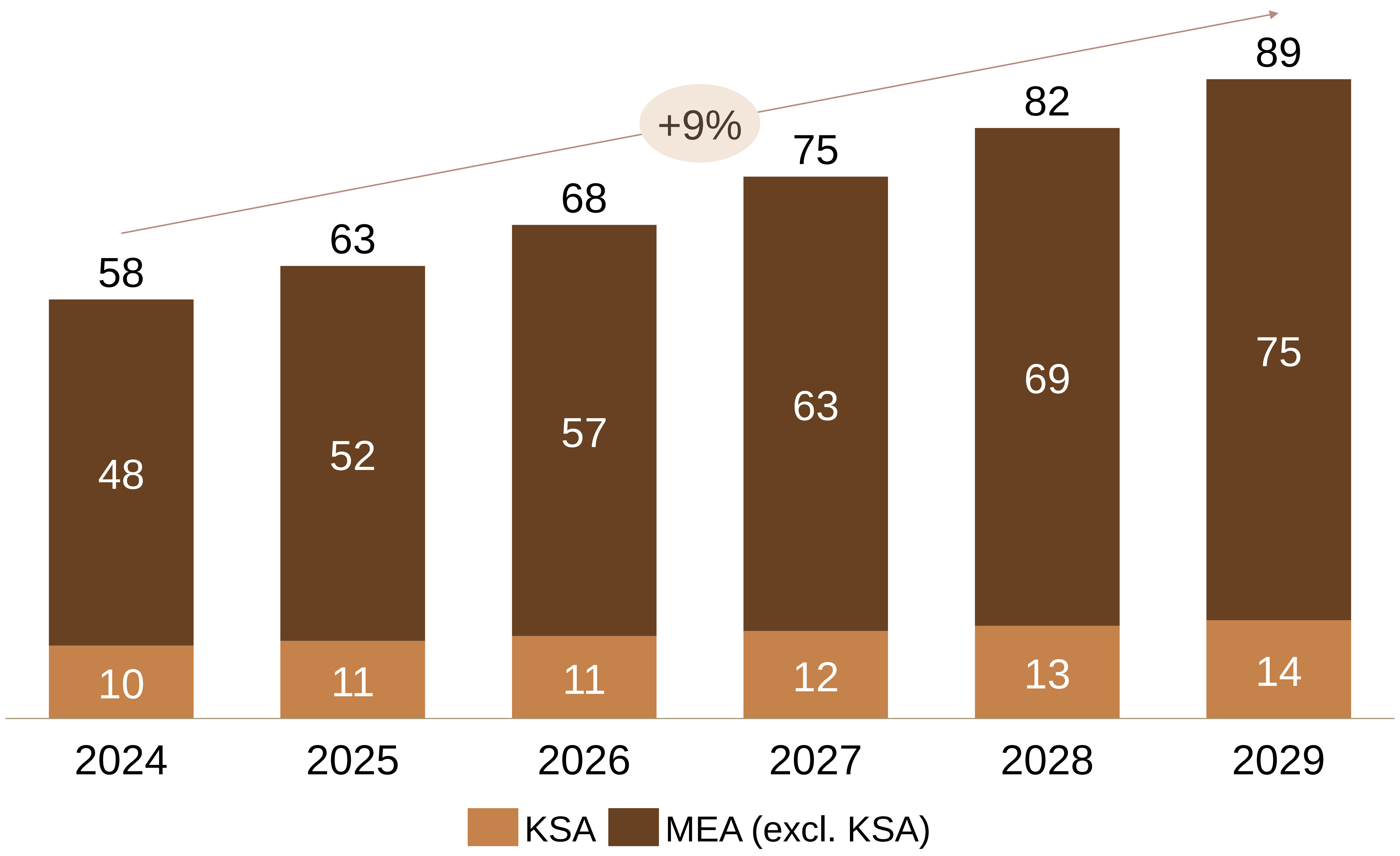
Applications

- Shield subsea cables from physical damage and environmental stresses in challenging marine environments
- Protect cables at points of high risk, such as shallow waters, rocky seabeds, and areas with strong currents and fishing activity

Source: Expert input; Team analysis

Submarine cable protectors demand, customers, and drivers

Forecasted KSA and rest of MEA submarine cable protector market 2024-2029 ($MM)



Typical SCP customers in KSA

- Oil & gas sector
- Telecommunications providers

Key KSA demand drivers

- Sector expansion: Expansion of the local telecommunications sector and increased CAPEX in offshore energy are fueling demand for SCPs in new projects
- Industry trends: Rising emphasis on safety drives the demand for SCPs

Note: SCP = Submarine Cable Protectors
Source: EMIS; Insight Partners; Dataintelo; Expert input; Team analysis

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Value chain and key localization opportunities

	Raw material	Intermediate processes	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Multiple players	Few players	Few players
Current KSA value chain	• Local production of polyethylene and polypropylene	• Local suppliers of insulated conductor for coating and plastic layer for impact resistance	• Grow manufacturing of articulated pipe protectors	• Installation, repair, and maintenance services, incl. advanced inspection technology
Success factors			Opportunity	Opportunity
Technology			Casting and molding equipment	ROVs and underwater hydraulic lifting tools
Labor			Marine/material engineer and foundry workers	Sonar/imaging specialists and corrosion technicians

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Note: SCP = Submarine Cable Protectors; ROV = Remotely Operated Vehicles; Lifecycle management including all post-production services, including installation
Source: Team analysis

Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Financial program: Access to working capital financing from SIDF to build SCP inventory capacities for large-scale projects

Tax incentives: SCP manufacturing eligibility for tax exemptions on earning from exports through general authority of Zakat & Tax

Projects realization: New offshore oil and gas as well as telecommunications projects increase the local demand for SCPs

Local market protection: Protection from import competition by providing price preferential under LCGPA

Where is the opportunity

Manufacturing: Grow manufacturing and assembly of articulated pipe protectors

Lifecycle management: Establish installation, repair, and maintenance services for SCPs, incl. advanced inspection technology (e.g., ROVs and autonomous underwater vehicles)

1. Detailed list of all enablers in the backup
Note: SCP = Submarine Cable Protectors; SIDF = Saudi Industrial Development Fund; LCGPA = Local Content & Government Procurement Authority
Source: Team analysis

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Sacrificial Anodes

Speaker name

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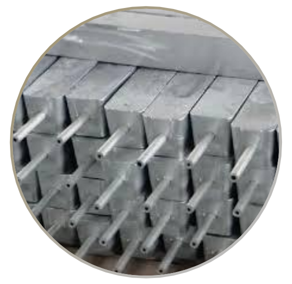
Opportunity profile – sacrificial anodes

1
KSA has a strong demand for SAs to protect its maritime infrastructure

Types

Aluminum SA for saltwater

Zinc SA for saltwater



Magnesium SA for freshwater

Applications	Example
Offshore infrastructure	Aramco oil platforms
Harbor wharfs	Oxagon
Utilities	Utilities

2
Sacrificial anodes market is sizable and growing at a moderate rate

51 Estimated 2024 KSA market size. $MM

5% Forecasted 5-year CAGR

3
Attractive investment opportunities for the sacrificial anodes value chain

KSA value chain opportunities

- Intermediate processes
- Manufacturing

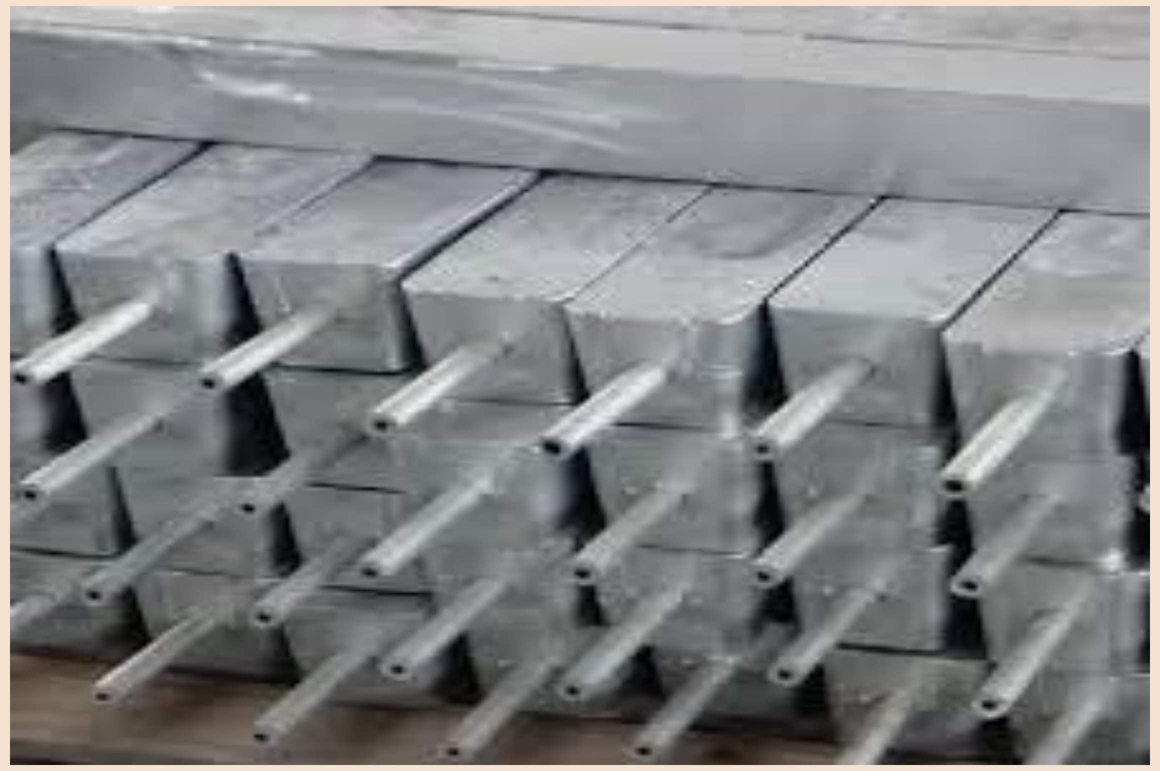
KSA enablers

- Infrastructure, land & utility subsidies
- Realization of megaprojects
- NITI training for corrosion-specialists

Note: SA = Sacrificial Anodes; NITI = National Industrial Training Institute
Source: Future Market Insights; Expert input; Team analysis

Potential sacrificial anodes localized categories

Non-exhaustive

	Aluminum SA for saltwater	Zinc SA for saltwater	Magnesium SA for freshwater
			
Applications	• Offshore decks & jackets • Port wharfs & terminals • Boat hulls • Desalination facilities	• Offshore decks & jackets • Port wharfs & terminals • Boat hulls	• Onshore pipelines • Wind farms • Utility & sewage pipelines

Note: SA = Sacrificial Anodes
Source: Expert input; Team analysis

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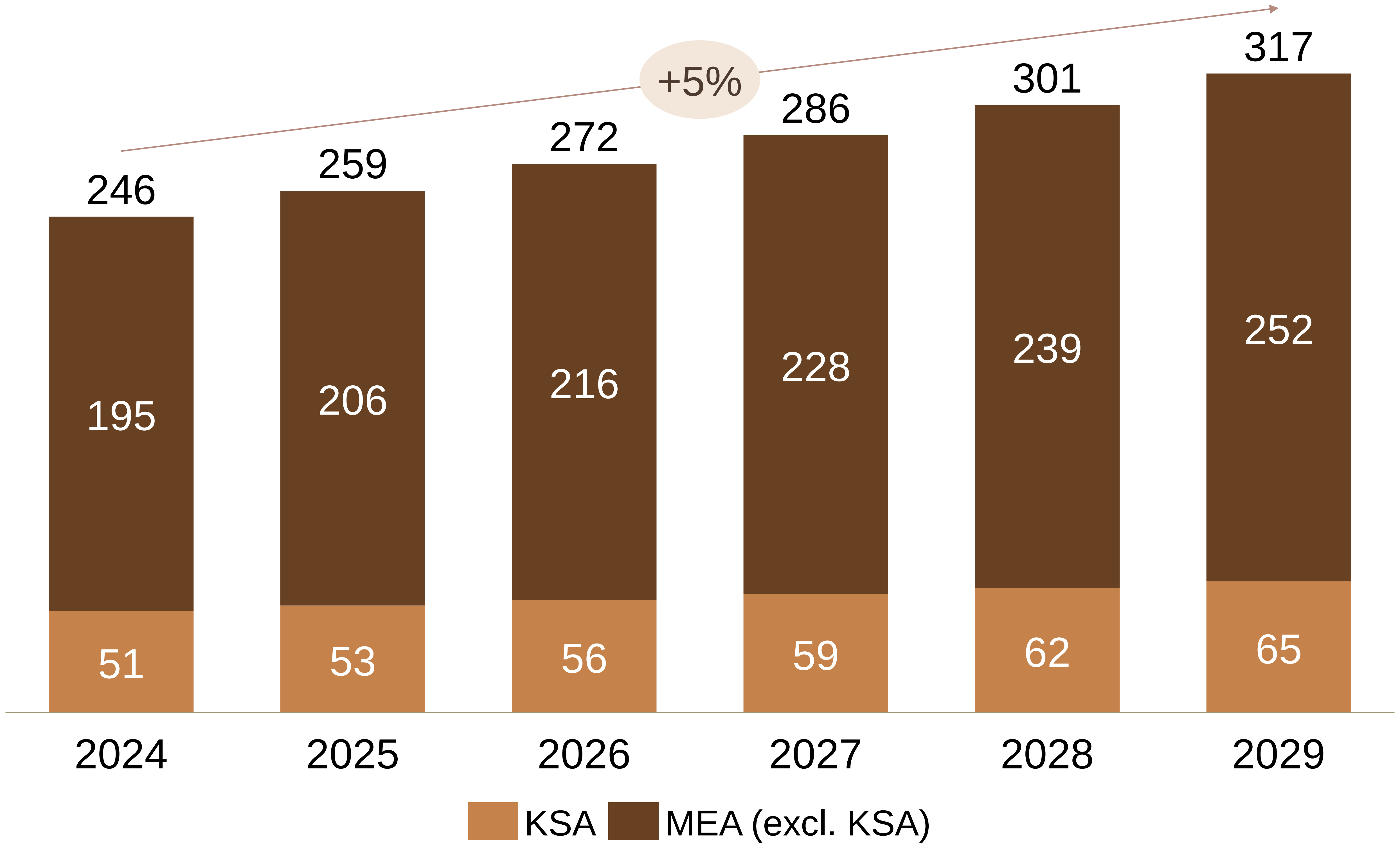
Sacrificial anodes demand, customers, and drivers

Forecasted KSA and rest of MEA sacrificial anodes market 2024-2029 ($MM)



Typical SA customers in KSA

- Oil & gas sector
- Port & shipping operators
- Utility companies

Key KSA demand drivers

- Sector expansion: Capital expenditure increase in offshore projects to maintain production capacity at 12 million bpd
- Sustainability trends: Saudi Aramco's GHG ambitions drive the demand for more durable solutions such as the increased replacement of sacrificial anodes

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Note: SA = Sacrificial Anodes; GHG = Greenhouse gases
Source: Future Market Insights; Expert input; Team analysis

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Value chain and key localization opportunities

	Raw material	Intermediate processes	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Few players	Few players	Multiple players
Current KSA value chain	• Local resources of raw materials magnesium, zinc and aluminum supplied by multiple players	• Local production of aluminum products • Expand production processes for zinc and magnesium products	• Opportunity to expand manufacturing of zinc and aluminum SAs for saltwater use	• Local players providing services for installation maintenance and monitoring of SAs
Success factors		Opportunity	Opportunity	
Technology		Induction furnaces and mechanical agitators	Casting molds and quality control instruments	
Labor		Metallurgists and furnace operators	Corrosion engineers and casting technicians	

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Note: SA = Sacrificial Anodes; Lifecycle management including all post-production services, including installation
Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Value chain network and financial programs: Nusaned program to give access to raw materials and to financial investment to establish local SA manufacturing

Subsidy enablers: Subsidized infrastructure, land, and utilities in dedicated zones, e.g. via MODON, to attract local SA production

Megaproject realization: New projects such as offshore O&G, Oxagon port, NEOM, & King Salman Shipyard grow the market for SAs

Human capital enablers: NITI training to skill corrosion-specialized engineers for the manufacturing of SAs

Where is the opportunity

Intermediate processes: Localize processing of zinc and magnesium products

Manufacturing: Establish manufacturing facilities to produce zinc and aluminum SAs for saltwater use, and magnesium SAs for freshwater use

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: SA = Sacrificial Anodes; MODON = Saudi Authority for Industrial Cities and Technology Zones; NITI = National Industrial Training Institute

Source: Team analysis

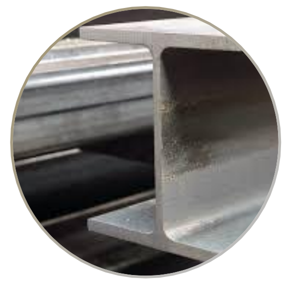
Rolled Sections

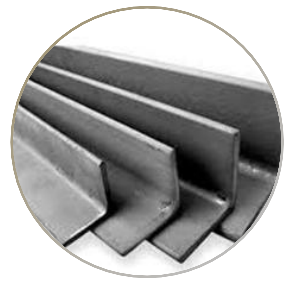
Speaker name

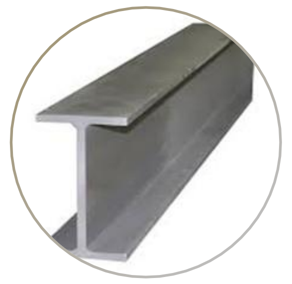
Opportunity profile – rolled sections

1 KSA needs rolled sections to realize its extensive construction projects

Types


H-shaped


L-shaped


I-shaped

Applications	Example
Offshore infrastructure	Platform frames
Construction	Skyscraper frames
Transportation	Bridges & tunnels

2 The market for rolled sections is growing at a gradual rate

1173 Estimated 2024 KSA market size. $MM

5% Forecasted 5-year CAGR

3 Attractive investment opportunities for the rolled sections value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Financial loans for manufacturing
- Tax credits on R&D investments
- Tax exemptions on export earnings

Source: EMIS; Grand View Research; Global Data; Expert input; Team analysis

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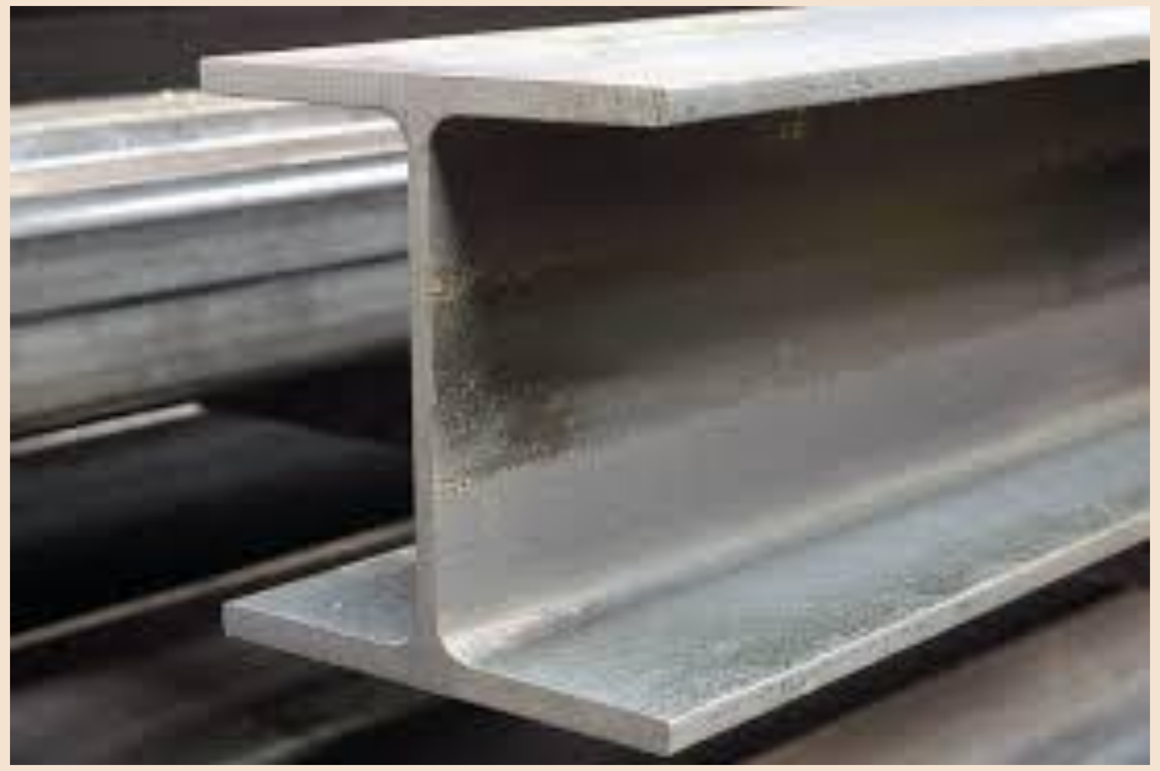
Potential rolled section localized categories

Non-exhaustive

	H-shaped beams	L-shaped beams	I-shaped beams
			
Applications	• Used for heavy loads and large spans • Offshore platforms, building floor, industrial facility piles	• Used for bracing, framing and light structural support • Platform edges, frames and skids to mount equipment	• Used for bending & tension in horizontal application • Pipeline racks, cranes and hoists

Source: Expert input; Team analysis

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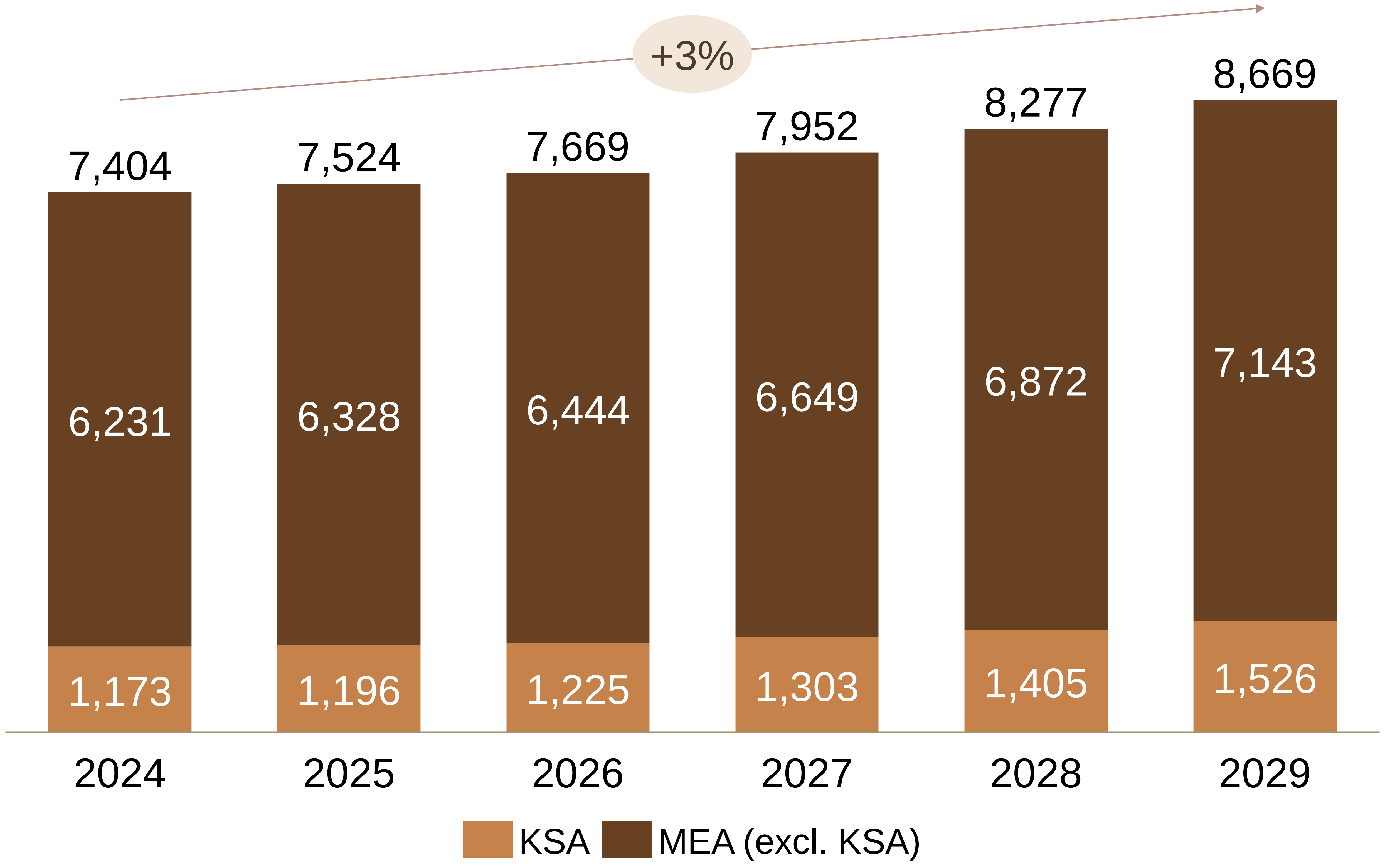
Rolled section demand, customers, and drivers

Forecasted KSA and rest of MEA rolled section market 2024-2029 ($MM)



Typical rolled sections customers in KSA

- Oil & gas sector
- Construction companies
- Transportation companies

Key KSA demand drivers

- Economic and demographic factors: Rapid industrialization, urban expansion, and population growth are significantly raising demand for electricity & construction
- Sector expansion: Capital expenditure increase in offshore projects to maintain production capacity at 12 million bpd

Offshore Workshop

Catalyzing Supply Chains

Source: EMIS; Grand View Research; Global Data; Expert input; Team analysis

Value chain and key localization opportunities

	Raw material	Intermediate processes	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Multiple players	Few players	Multiple players
Current KSA value chain	• Raw materials such as iron ore, manganese, chromium and vanadium provided by suppliers	• Local intermediate processes such as carbon steel billets provided by multiple players	• Corrosion-resistant and high-strength steel rolled sections • Advanced production incl. precision cutting and welding	• Local players providing services such as repair, maintenance and inspection of offshore structures
Success factors			Opportunity	
Technology			Rolling mills, welding and cutting machines	
Labor			Metallurgists and materials engineers	

Catalyzing Supply Chains

Note: Lifecycle management including all post-production services, including installation
Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Financial programs: Access to financial loans from SIDF through programs e.g. Kafalah to establish manufacturing

Procurement advantage: LCGPA grants priority in government tenders and relevant exemptions to meet local demand

Tax incentives:

- Tax credits on R&D investments to encourage innovation in steel technologies
- RS manufacturing eligible for tax exemptions on earning from exports through general authority of Zakat & Tax

Where is the opportunity

Manufacturing

High-strength and corrosion-resistant steel made with advanced manufacturing incl. precision cutting and welding

1. Detailed list of all enablers in the backup

Note: SIDF = Saudi Industrial Development Fund; LCGPA = Local Content & Government Procurement Authority

Source: Team analysis

Helidecks Lighting & Navigation Aids

Speaker name

Offshore Workshop

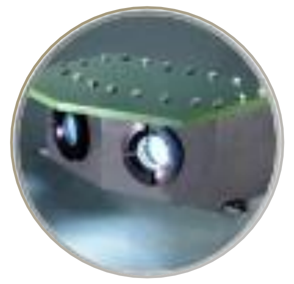
Opportunity profile – helidecks lighting & navigation aids

1

KSA has a high demand for HLNA in infrastructure and energy projects

Types

Perimeter lighting



Surface floodlighting

Navigation aids

Applications	Example
Offshore infrastructure	Aramco oil platforms
Infrastructure	Skyscraper helipads
Naval defense	Naval vessels

2

The market for HLNA is growing at a moderate rate in KSA and MEA

4 Estimated 2024 KSA market size. $MM

10% Forecasted 5-year CAGR

3

Attractive investment opportunities for the HLNA value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Export financing facilities for trade of goods of Arab origin
- Regional land and loan programs
- Industrial training programs

Catalyzing Supply Chains

Note: HLNA = Helidecks Lighting & Navigation Aids
Source: Technavio; Fortune Business Insights; Expert input; Team analysis

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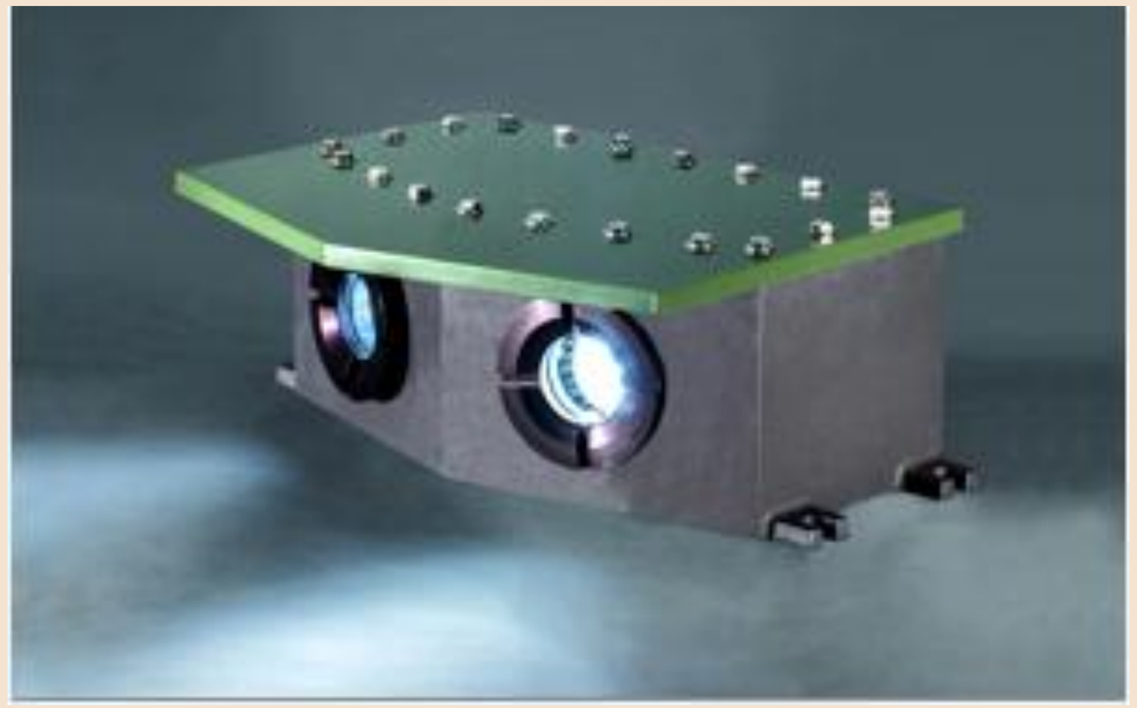
Potential helidecks lighting & navigation aids localized categories

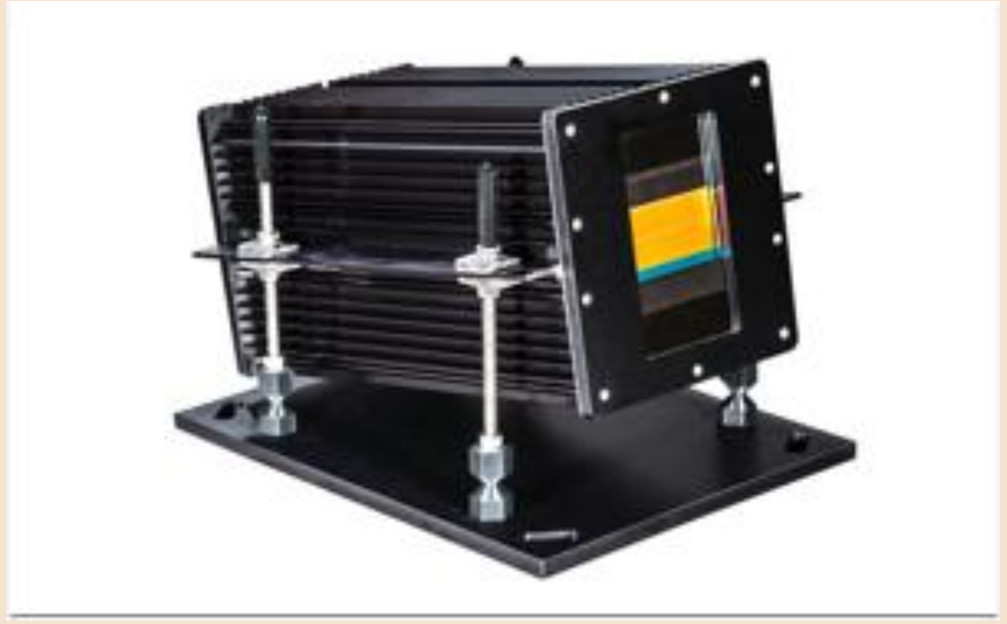
Non-exhaustive

Perimeter lighting

Surface floodlighting



Navigation aids



Applications

	Perimeter lighting	Surface floodlighting	Navigation aids
Applications	• Offshore oil & gas platforms • Naval vessels • Hospitals • High-rise buildings	• Offshore oil & gas platforms • Naval vessels • Hospitals • High-rise buildings	• Offshore oil & gas platforms • Naval vessels

Catalyzing Supply Chains

Note: HLNA = Helidecks Lighting & Navigation Aids
Source: Expert input; Team analysis

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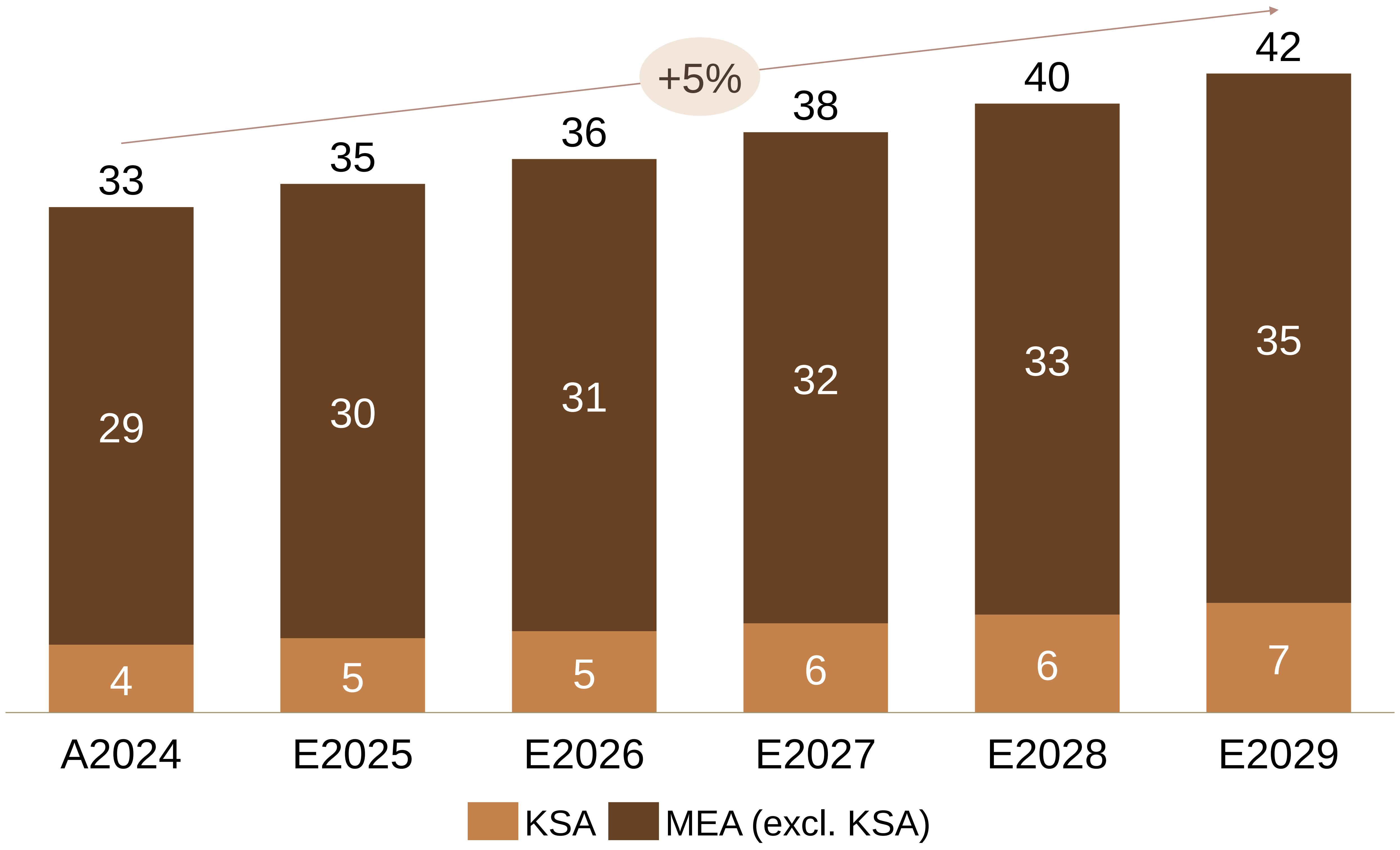
Helidecks lighting & navigation aids demand, customers, and drivers

Forecasted KSA and rest of MEA HLNA market 2024-2029 ($MM)



Typical HLNA customers in KSA

- Oil & gas sector
- Hospitals
- Ship operators & shipyards

Key KSA demand drivers

- Sector expansion: Saudi Aramco is expected to increase capital expenditure in offshore projects to maintain production capacity at 12 million bpd
- Industry trends: Rising emphasis on safety drives the demand for HLNA system installations and frequent maintenance

Note: HLNA = Helidecks Lighting & Navigation Aids
Source: Technavio; Fortune Business Insights; Expert input; Team analysis

iktva aramco Forum & Exhibition 2025

Value chain and key localization opportunities

	Raw material	Intermediate processes	Manufacturing & Assembly	Lifecycle Mgmt.
Local saturation	Multiple players	Multiple players	Few players	Multiple players
Current KSA value chain	• Materials such as aluminum, copper, steel and polymethyl methacrylate provided by multiple suppliers	• Local production of wirings, circuits, LEDs and transformers by various suppliers	• Increase local production and assembly of specialized components of HLNA	• Local service providers for repair, maintenance and inspection of HLNA
Success factors			Opportunity	
Technology			CNC machine, automated test equipment	
Labor			Electrical engineers and coating specialists	

Catalyzing Supply Chains

Note: HLNA = Helidecks Lighting & Navigation Aids; CNC = Computer Numerical Control; Lifecycle management including all post-production services, including installation
Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Financial programs: Access to regional land and loan programs to establish local HLNA manufacturing facilities

Export incentives: Financing facilities for trade transactions of goods of Arab origin, e.g. via the Arab Trade Financing Program, to simplify exports to neighboring countries

Megaprojects realization: Offshore energy projects, naval expansion & infrastructure projects will expand the market for HLNAs

Human capital enablers: NITI can offer specialized courses focusing on the design, production and quality assurance of HLNAs

Where is the opportunity

Manufacturing

Localize the production and assembly of specialized components of HLNA systems

Offshore Workshop

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: HLNA = Helidecks Lighting & Navigation Aids; NITI = National Industrial Training Institute

Source: Team analysis

Offshore Geotechnical & Geophysical Survey

Speaker name

Offshore Workshop

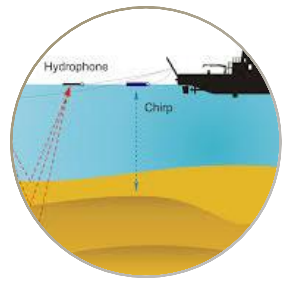
aramco iktva Forum & Exhibition 2025

Opportunity profile – offshore geotechnical & geophysical survey services

1 KSA has high demand for OGGS to support its oil and gas expansion

Types

Geotechnical



Geophysical

Applications	Example
Offshore infrastructure	Aramco gas fields
Marine infrastructure	Ports & channels
Environmental monitoring	KAUST Red Sea Research

2 OGGS services market is growing at a substantial rate in KSA and MEA

151 Estimated 2024 KSA market size. $MM

7% Forecasted 5-year CAGR

3 Attractive investment opportunities for the OGGS value chain

KSA value chain opportunities

Pre-Service
Equipment Sourcing

KSA enablers

- Technical & commercial consultation
- Tax credits on R&D investments
- Specialized training programs

Catalyzing Supply Chains

Note: OGGS = Offshore Geotechnical & Geophysical Survey
Source: EMIS; Expert input; Team analysis

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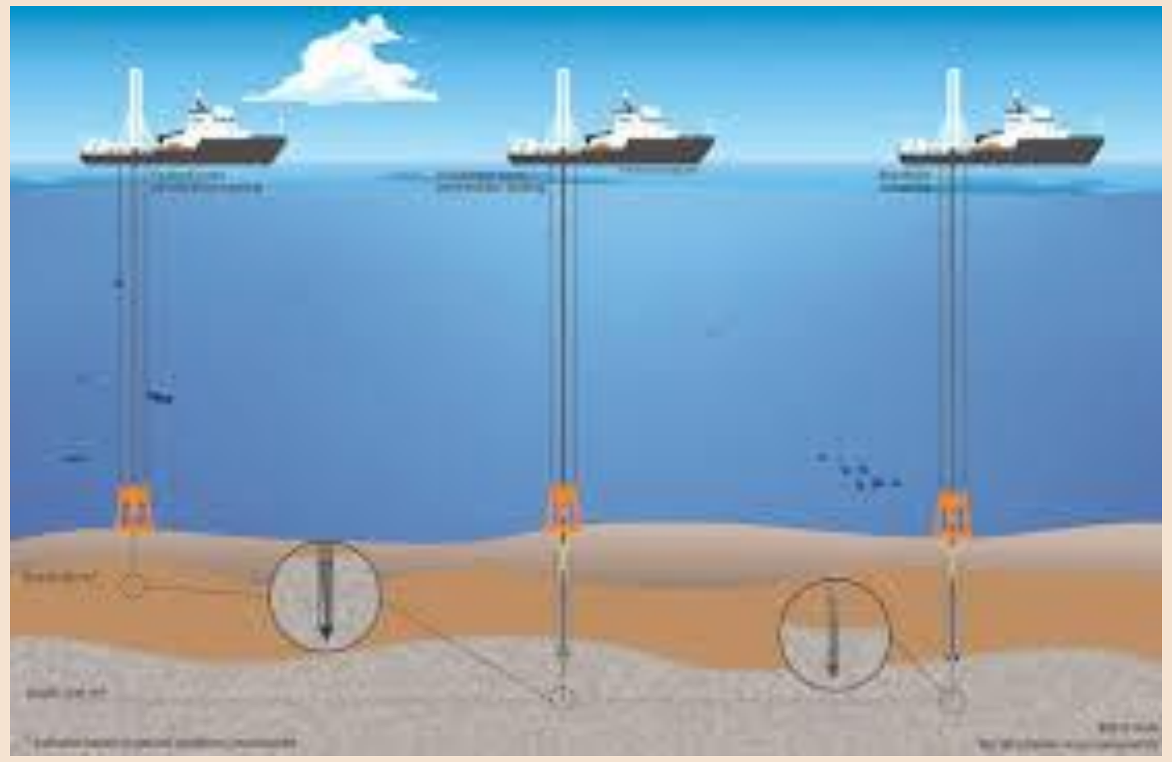
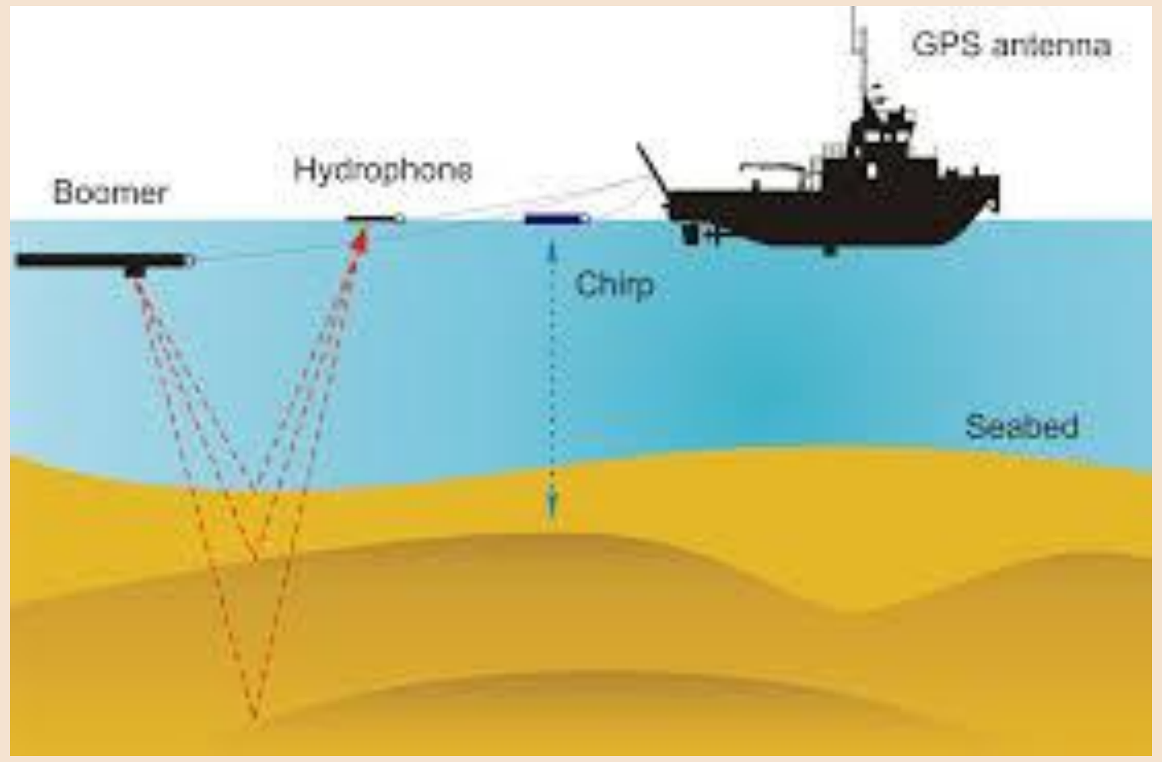
Potential offshore geotechnical & geophysical survey localized categories

Non-exhaustive

	Geotechnical survey	Geophysical survey
		
Applications	Find stable foundations for • Oil and gas platforms • Offshore wind farms • Pipelines • Subsea cables	Preparations for • Drilling • Pipeline laying • Coastal infrastructure construction • Ports and dredged channels

Catalyzing Supply Chains

Note: OGGS = Offshore Geotechnical & Geophysical Survey
Source: Team analysis

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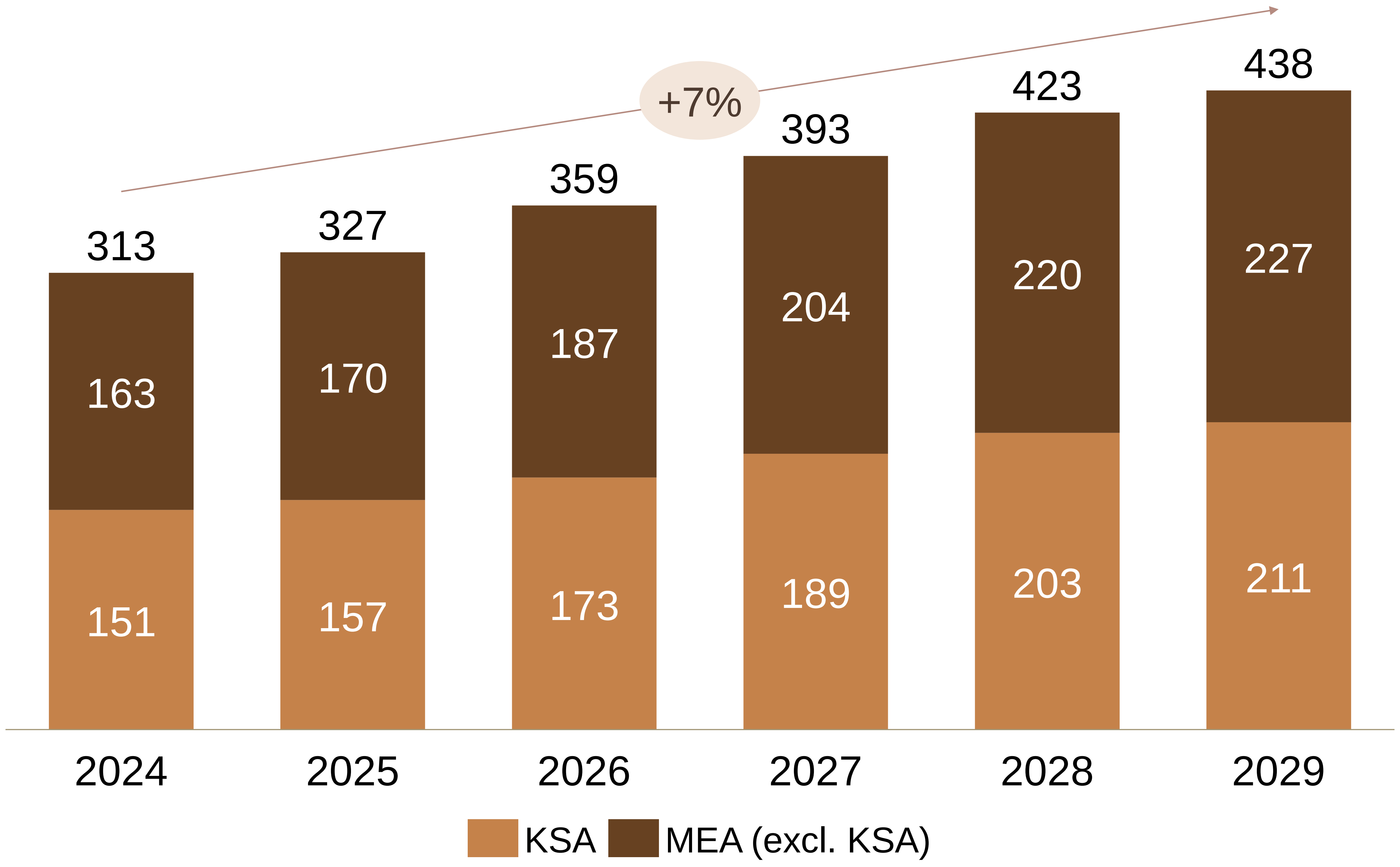
Offshore geotechnical & geophysical survey demand, customers, and drivers

Forecasted KSA and rest of MEA OGGS market 2024-2029 ($MM)



Typical OGGS customers in KSA

- Oil & gas sector
- Ports operators

Key KSA demand drivers

- Technological advancements: Intensified efforts to explore and exploit deeper offshore resources require OGGS services
- Environmental regulations: Saudi Aramco's sustainability pledges to achieve net zero Scope 1&2 GHG emissions by 2050 boost the adoption of technological solutions

Offshore Workshop

Catalyzing Supply Chains

Note: OGGS = Offshore Geotechnical & Geophysical Survey
Source: EMIS; Expert input; Team analysis

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Value chain and key localization opportunities

	Pre-Service Equipment Sourcing	Service Delivery	Post Service Follow-up
Local saturation	Few players	Multiple players	Multiple players
Current KSA value chain	• Grow production of specialized exploration tools like AUVs and vibrocorers	Availability of local on-site providers, e.g. for bathymetric surveys, sub-bottom profiling & photogrammetry survey	Availability of local players for reporting, consulting, recommending based on geotechnical and geophysical data
Success factors	Opportunity		
Technology	• Advanced tools such as MBES sonar for seabed mapping		
Labor	• Marine geoscientist, mechanical and software engineers		

Catalyzing Supply Chains

Note: OGGS = Offshore Geotechnical & Geophysical Survey; AUV = Autonomous underwater vehicles; MBES = Multibeam echosounder
Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Capital enablers: Custom duty exemption from MoCI on machinery and equipment for establishment of local equipment producers

Corporate tax reduction: Tax credits on R&D investments to encourage local innovation capabilities for specialized survey equipment

Technical enablers: Advanced manufacturing support from KACST on technical guidance and infrastructure setup

Human capital enablers: National Maritime Academy offering specialized training for geotechnical and geophysical surveying

Where is the opportunity

Pre-Service Equipment Sourcing

Localize production of specialized tools such as AUVs & vibrocorers that can be used for geotechnical and geophysical surveying

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: OGGS = Offshore Geotechnical & Geophysical Survey; MoCI = Ministry of Commerce and Industry; KACST = King Abdulaziz City for Science & Technology

Source: Team analysis

Piles Driving Monitoring Services

Speaker name

aramco iktva Forum & Exhibition 2025

Opportunity profile – piles driving monitoring services

1
KSA has high demand for PDM for construction and maritime projects

Types

Dynamic monitoring

Instrumentation-based monitoring

Integrity testing

Applications	Example
Offshore infrastructure	Aramco oil platforms
Port wharfs	Oxagon
Construction foundations	High-rise skyscrapers

2
PDM services market is sizable and growing at a moderate rate

103 Estimated 2024 KSA market size. $MM

5% Forecasted 5-year CAGR

3
Attractive investment opportunities for the PDM services value chain

KSA value chain opportunities

Pre-Service Equipment Sourcing

KSA enablers

- Inspection training by ITQAN Institute
- Tax credits on R&D investments
- Infrastructure, land and utility subsidies

Catalyzing Supply Chains

Note: PDM = Piles Driving Monitoring
Source: Insight Partners; Global Data; Expert input; Team analysis

iktva aramco Forum & Exhibition 2025

Potential piles driving monitoring services localized categories

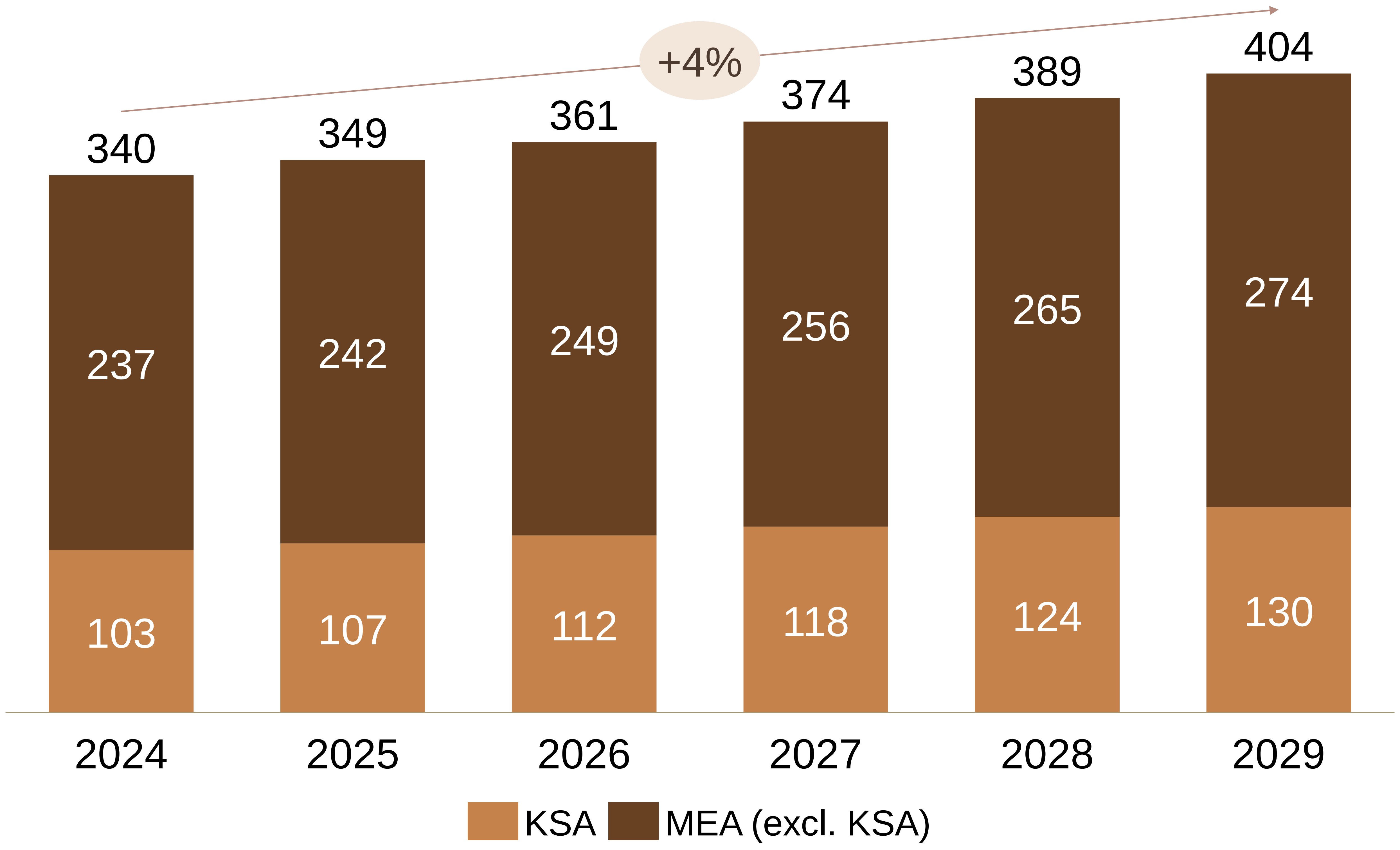
Non-exhaustive

	Dynamic monitoring	Instrumentation-based monitoring	Integrity testing
	Offers real-time data, helping assess and adjust pile driving parameters on-site, which minimizes potential delays	Provides continuous data on pile stress and environmental interactions, enabling real-time adjustments to maintain structural integrity	Helps detect defects like cracks or voids that could impact structural stability, ensuring pile reliability before loading
Applications	• Foundation installation for large structures • Deep foundation projects	• Long-term monitoring • Critical and high-risk projects (oil & gas, nuclear plants) • Environmental risk projects	• Recurring quality control • Pile refurbishment or repair • Transportation infrastructure

Note: PDM = Piles Driving Monitoring
Source: Team analysis

Piles driving monitoring services demand, customers, and drivers

Forecasted KSA and rest of MEA PDM services market 2024-2029 ($MM)



Typical PDM customers in KSA

- Oil & gas sector
- Construction companies
- Ports operators

Key KSA demand drivers

- Industry trends: Rising emphasis on safety and operational efficiency drives the need for PDMs in construction and maritime projects
- Sector expansion: Increased capital expenditure in offshore projects to maintain 12 million bpd of production capacity

Note: PDM = Piles Driving Monitoring
Source: Insight Partners; Global Data; Expert input; Team analysis

Value chain and key localization opportunities

	Pre-Service Equipment Sourcing	Service Delivery
Local saturation	Few players	Multiple players
Current KSA value chain	• Local availability of distributors of tools such as pile driving analyzer system & pile integrity testers • Opportunity for local equipment manufacturing, such as strain gauges, accelerometers, pile driving analyzers, and pile integrity tester systems	Availability of local providers involved in the on-site execution of piles driving monitoring and inspection services
	Opportunity	

Success factors

Technology	• Micro-Electro-Mechanical Systems, non-destructive testing techniques, strain gauge technology
Labor	• Electrical and electronics engineers, data scientists

Note: PDM = Piles Driving Monitoring
Source: Team analysis

aramco iktva Forum & Exhibition 2025

Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Human capital enablers: ITQAN Institute offering specialized training for pile driving monitoring and inspection

Subsidy enablers: Subsidized infrastructure, land, and utilities in dedicated zones, e.g. via MODON, to attract local production

Corporate tax reduction: Tax credits on R&D investments from ZATCA to encourage local innovation for equipment manufacturing

Project realization: New offshore and onshore oil and gas projects increase the local demand for PDM equipment

Where is the opportunity

Pre-Service Equipment Sourcing

Establish local manufacturing for PDM equipment, like strain gauges, accelerometers, pile driving analyzers & integrity tester systems

1. Detailed list of all enablers in the backup

Note: PDM = Piles Driving Monitoring; ITQAN = Inspection Technology and Quality Assurance National Institute; MODON = Saudi Authority for Industrial Cities and Technology Zone; ZATCA = Zakat, Tax, and Customs

Source: Team analysis

Pipeline In-Line Inspections Services

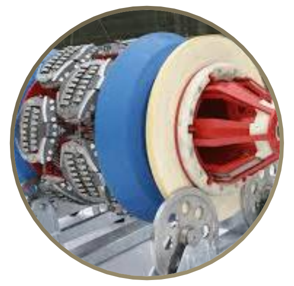
Speaker name

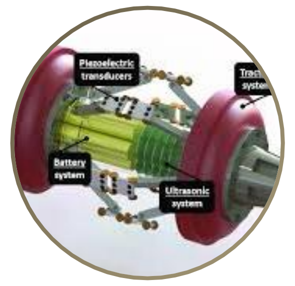
Opportunity profile – pipeline in-line inspections services

1

KSA needs ILI services to maintain its growing pipeline networks

Types


Magnetic flux leakage


Ultrasonic testing


Caliper tools

Applications	Example
Offshore infrastructure	Flowlines
Onshore infrastructure	KSA Master Gas System
Water distribution	NEOM

2

ILI services market is growing at a moderate rate in KSA and MEA

86 Estimated 2024 KSA market size. $MM

6% Forecasted 5-year CAGR

3

Attractive investment opportunities for the ILI services value chain

KSA value chain opportunities

Pre-Service Equipment Sourcing

KSA enablers

- Regional land and loan subsidies
- Technical & commercial consultation
- Specialized training programs

Catalyzing Supply Chains

Note: ILI = In-Line Inspection
Source: EMIS; Expert input; Team analysis

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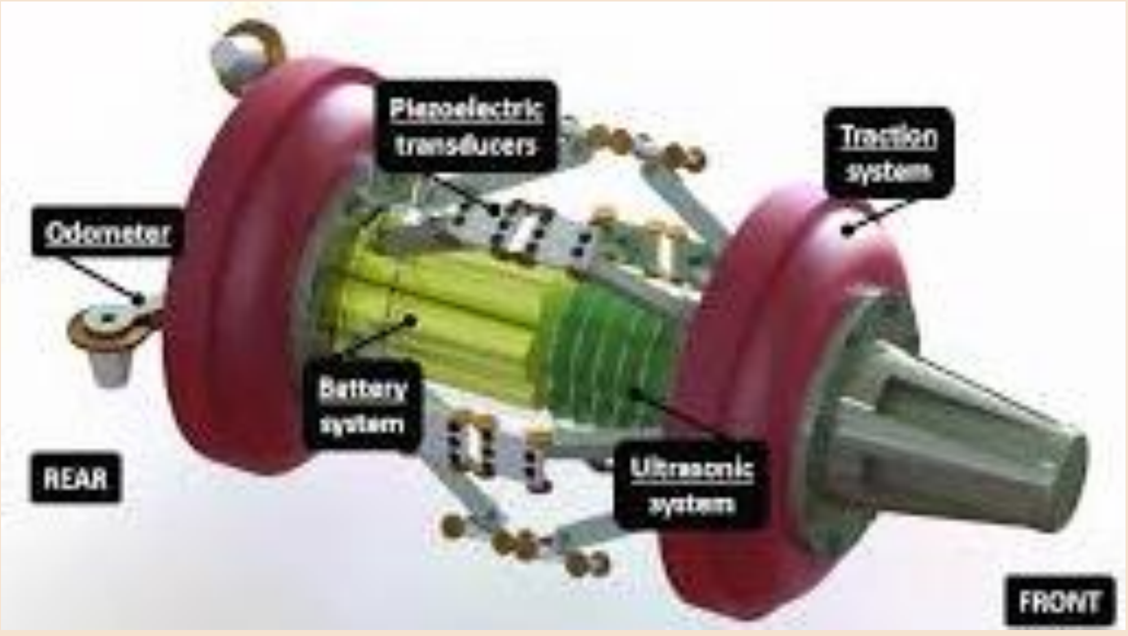
Potential pipeline in-line inspections localized categories

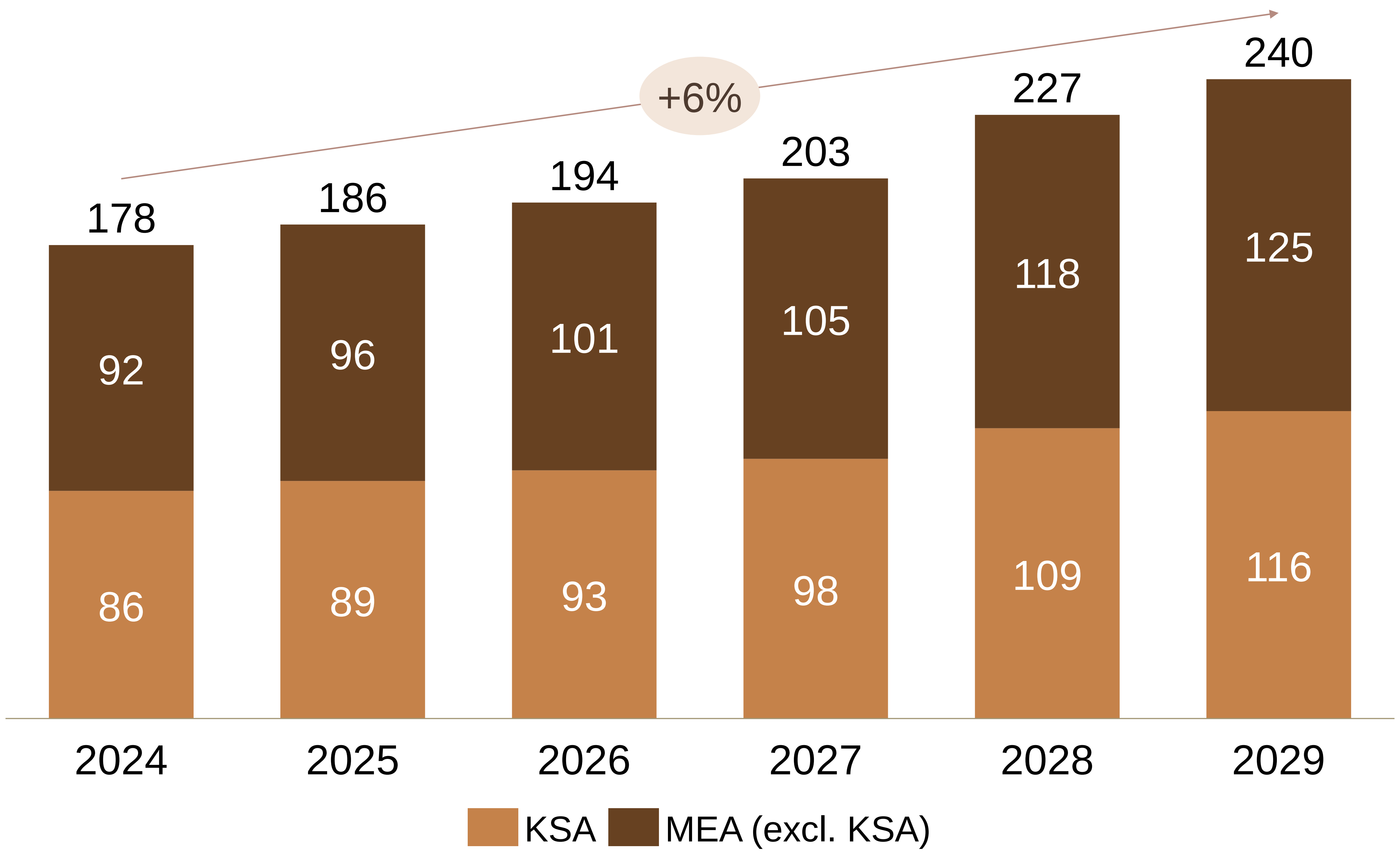
Non-exhaustive

	Magnetic Flux Leakage	Ultrasonic Testing	Caliper Tools
			
Applications	• Magnetizes pipeline wall to detect metal loss and corrosion	• Employs ultrasonic waves to measure wall thickness and detect cracks	• Measures pipeline geometry to identify deformations such as dents or buckles

Note: ILI = In-Line Inspection
Source: Team analysis

Pipeline in-line inspection services demand, customers, and drivers

Forecasted KSA and rest of MEA ILI services market 2024-2029 ($MM)



Typical ILI customers in KSA

- Oil & gas sector
- Utility providers

Key KSA demand drivers

- Industry trends: Rising emphasis on safety and operational efficiency drives the need for in-line inspections in offshore
- Sector expansion: Increased capital expenditure in offshore projects to maintain 12 million bpd of production capacity

Note: ILI = In-Line Inspection
Source: EMIS; Expert input; Team analysis

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Value chain and key localization opportunities

	Pre-Service Equipment Sourcing	Service Delivery	Post Service Follow-up
Local saturation	Few players	Multiple players	Multiple players
Current KSA value chain	• Local suppliers for ILI repair and maintenance tools • Increase local production of inspection pigs, crack detection and metal loss detection tools	Availability of multiple local companies involved in on-site execution of pipeline service inspections for oil and gas sector	Availability of multiple local companies providing rehabilitation mechanical services and on-site maintenance/repair services for oil and gas pipelines
Success factors	Opportunity		
Technology	• High-resolution sensors, MFL systems, ultrasonic equipment		
Labor	• Material scientists, mechanical and electrical engineers		

Catalyzing Supply Chains

Note: ILI = In-Line Inspection; MFL = Magnetic flux leakage
Source: Team analysis

Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Capital enablers: Regional land and loan programs from SIDF and industrial land authorities such as KAEC for plant setup

Technical enablers: Advanced manufacturing support from KACST on technical guidance and infrastructure setup

Human capital enablers: NITI can offer specialized courses focusing on production and quality assurance of ILI equipment

Tax incentives: ILI products eligible for tax exemptions on earning from exports through general authority of Zakat & Tax

Where is the opportunity

Pre-Service Equipment Sourcing

Establish In-Kingdom manufacturing of in-line inspection pigs for crack detection and metal loss detection

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: ILI = In-Line Inspection; SIDF = Saudi Industrial Development Fund; KAEC = King Abdullah Economic City; KACST = King Abdulaziz City for Science & Technology; NITI = National Industrial Training Institute

Source: Team analysis

Supply, Tug, Crew Boats & Cargo Barges Chartering Services

Speaker name

Offshore Workshop

aramco iktva Forum & Exhibition 2025

Opportunity profile – OSV chartering services

1
KSA has high need for OSV services to run maritime and energy operations

Types


Supply vessels


Tugboats


Cargo barges

Applications	Example
Offshore infrastructure	Aramco oil platforms
Port operations	Oxagon
Sea logistics	Red Sea Project

2
OSV services market is sizeable and growing at a substantial rate

199 Estimated 2024 KSA market size. $MM

14% Forecasted 5-year CAGR

3
Attractive investment opportunities for the OSV chartering value chain

KSA value chain opportunities

- Service Delivery
- Post Service Follow-up

KSA enablers

- CAPEX financing programs
- Offshore megaproject ambitions
- National training offering

Catalyzing Supply Chains

Note: OSV = Offshore Support Vessel
Source: Technavio; Expert input; Team analysis

aramco iktva Forum & Exhibition 2025

Potential OSV chartering services localized categories

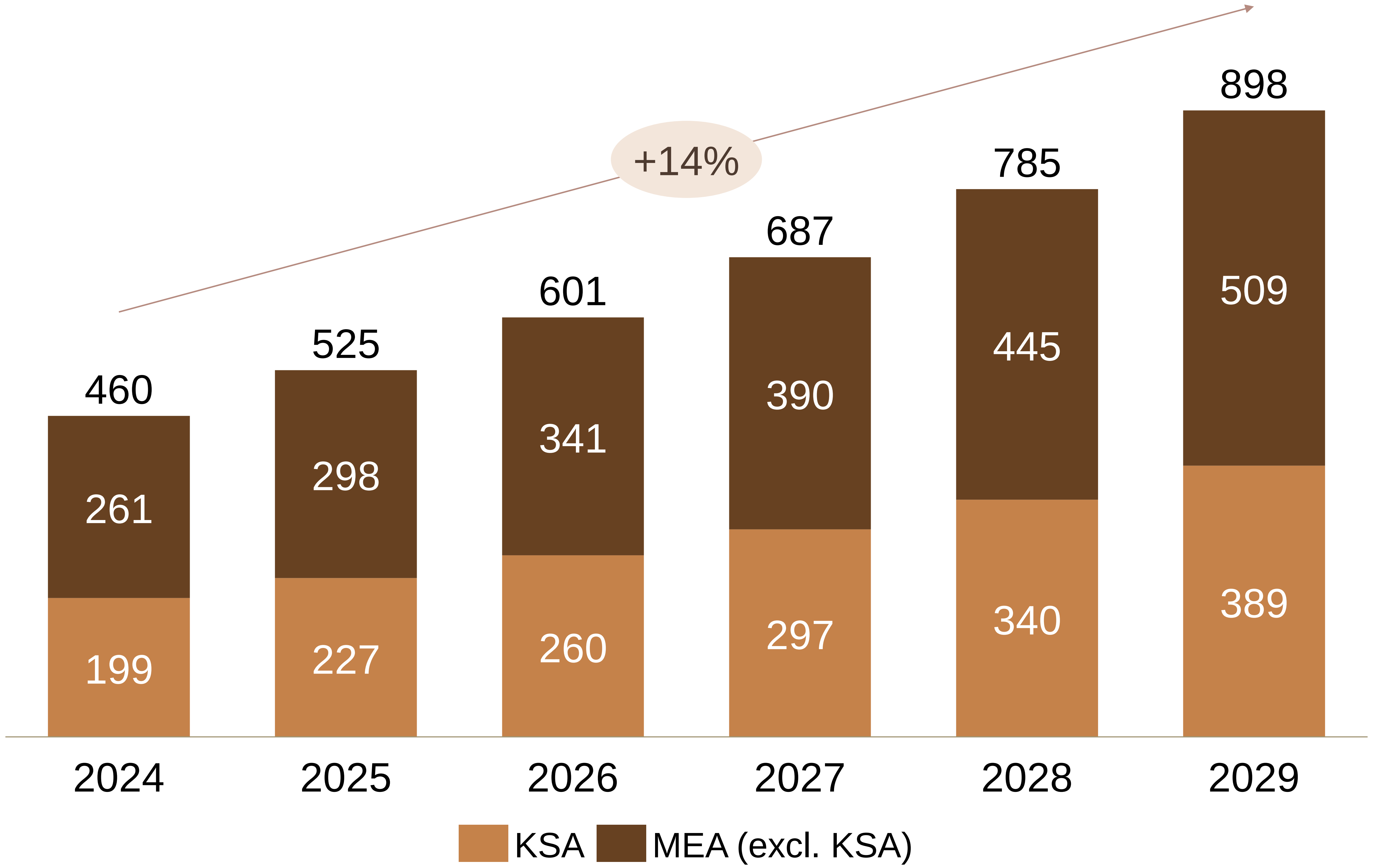
Non-exhaustive

	Supply vessels	Tugboats	Crew boats
			
Applications	• Support of offshore operations by delivering essential materials and assisting in anchor handling	• Aid in docking, undocking, and navigating larger vessels through confined waterways	• Transport of crew members, engineers, and support staff to and from platforms, rigs, and other installations

Note: OSV = Offshore Support Vessel
Source: Expert input; Team analysis

OSV chartering services demand, customers, and drivers

Forecasted KSA and rest of MEA OSV services market 2024-2029 ($MM)



Typical OSV charting customers in KSA

- Oil & gas sector
- Ports operators

Key KSA demand drivers

- Sector expansion: Increased capital expenditure in offshore projects to maintain 12 million bpd of production capacity
- Industry trends: Rising emphasis on operational efficiency drives the demand for external OSV services

Note: OSV = Offshore Support Vessel
Source: Technavio; Expert input; Team analysis

aramco iktva Forum & Exhibition 2025

Value chain and key localization opportunities

	Pre-Service Equipment Sourcing	Service Delivery	Post Service Follow-up
Local saturation	Multiple players	Few players	Few players
Current KSA value chain	• Availability of local companies involved in the sourcing of OSV chartering services	Opportunity to localize vessel chartering services, given that the demand for chartering increased substantially	Opportunity to grow local companies involved in the dry-docking, repair and maintenance of the vessels and equipment
		Opportunity	Opportunity
Success factors: Technology		Dynamic positioning systems, cargo handling equipment	Dry docking systems, cranes and lifting equipment, repair tools
Labor		Experienced vessel crew and shore-based support team	Mechanical engineers, structural and hull specialists

Offshore Workshop

Catalyzing Supply Chains

Note: OSV = Offshore Support Vessel
Source: Team analysis

aramco iktva Forum & Exhibition 2025

Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Financial program: Access to CAPEX financing programs from SIDF to purchase equipment for vessel operations

Human capital enablers: National Maritime Academy offering specialized training for supply boats and cargo barges operations

Customs enablers: Custom duty exemption from MoCI on vessels and equipment for establishment of local OSV services

Megaprojects realization: Oxagon port, King Salman Shipyard and offshore energy projects will stimulate the demand for MRFs

Where is the opportunity

Service Delivery

Opportunity to localize OSV chartering services, given that spot charter rates and GCC chartering needs have substantially increased

Post Service Follow-up

Opportunity to grow local providers involved in the dry-docking, repair and maintenance of the vessels and equipment

Catalyzing Supply Chains

1. Detailed list of all enablers in the backup

Note: OSV = Offshore Support Vessel; ; SIDF = Saudi Industrial Development Fund; MoCI = Ministry of Commerce and Industry

Source: Team analysis

Epoxy & Concrete Pipe Coatings

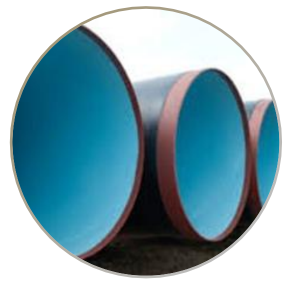
Speaker name

Opportunity profile – epoxy & concrete pipe coatings

1

KSA requires epoxy and concrete coatings across numerous sectors

Types



Epoxy

Concrete

Applications	Example
Offshore infrastructure	Pipes and structures
Water and wastewater	Transport pipes
Petrochemical	Sadara

2

Epoxy and concrete coating market is sizeable and growing at a steady rate

36 Estimated 2024 KSA market size. $MM

6% Forecasted 5-year CAGR

3

Attractive investment opportunities for the E&C coatings value chain

KSA value chain opportunities

- Pre-service sourcing
- Service delivery
- Lifecycle management

KSA enablers

- Customs duty exemption on machinery
- Tax credits on R&D investments
- Subsidized land lease options

Catalyzing Supply Chains

Note: E&C = Epoxy & concrete
Source: EMIS; Technavio; Team analysis

Potential epoxy & concrete pipe coatings localized categories

Non-exhaustive

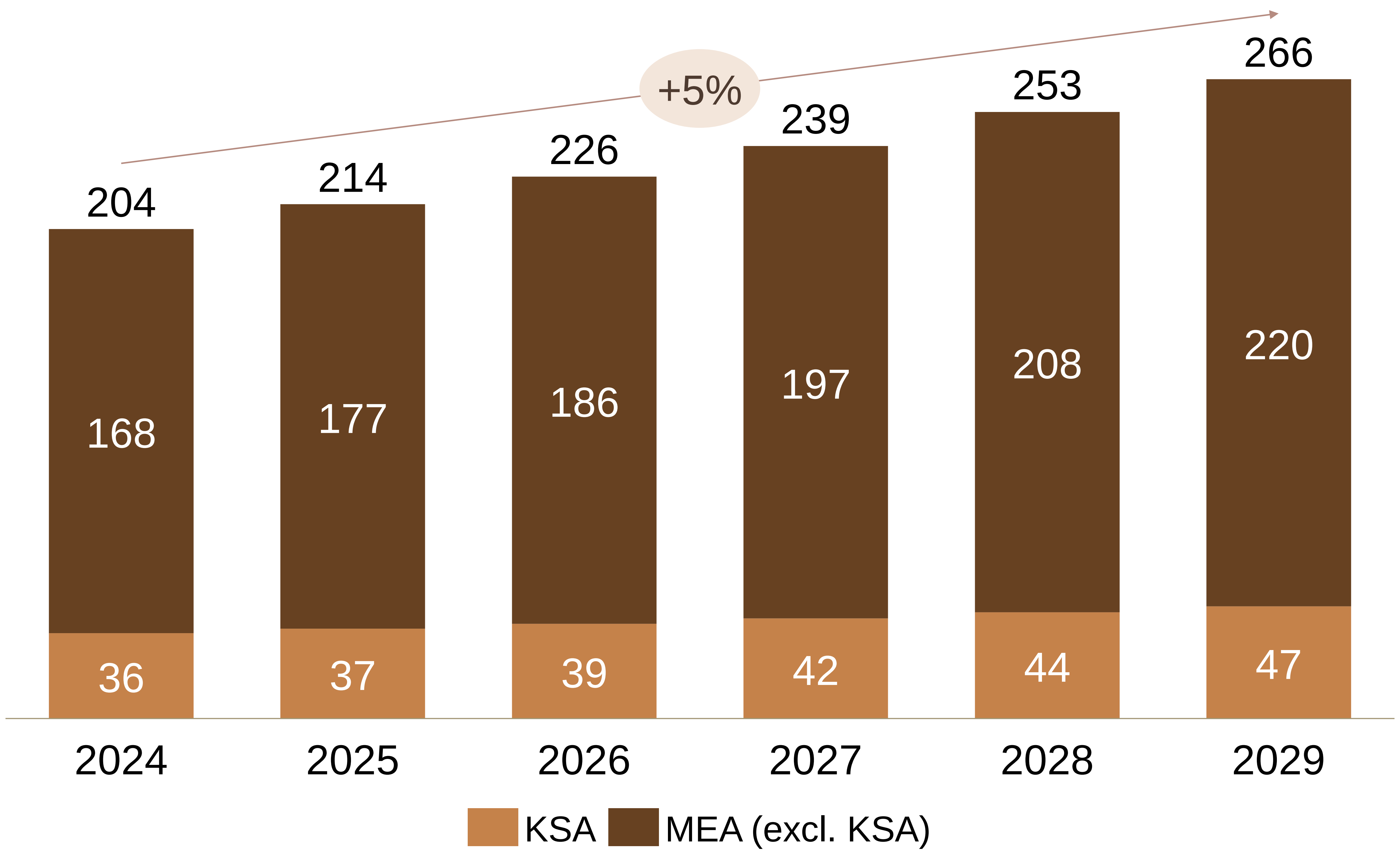
	Epoxy coating	Concrete coating
		
Applications	• Applied to pipes to ensure corrosion protection and flow efficiency • Used for subsea pipes, storage tanks and offshore structures	• Applied to pipes to provide negative buoyancy for stability on seafloor • Shields pipes from external impacts

Source: Team analysis

aramco iktva Forum & Exhibition 2025

Epoxy & concrete pipe coatings demand, customers, and drivers

Forecasted MEA and rest of GCC E&C coatings market 2024-2029 ($MM)



Typical E&C coatings customers in KSA

- Oil & gas sector
- Utility providers
- Petrochemical companies

Key KSA demand drivers

- Sector growth: Sector expansion: Expansion of offshore energy projects in KSA drives the demand for epoxy and concrete coatings in subsea and corrosive environments
- Industry trends: Pipe coatings demand is growing due to its crucial role in upcoming KSA water system expansions such as water transmission lines and desalination plants

Offshore Workshop

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Note: E&C = Epoxy & concrete
Source: EMIS; Technavio; Team analysis

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Value chain and key localization opportunities

	Pre-Service Sourcing	Service Delivery	Lifecycle Management
Local saturation	Few players	Few players	Few players
Current KSA value chain	Opportunity to increase the number of local providers for FBE coating materials	• Expand facilities for FBE and concrete coatings application • Establish R&D center to improve coatings for local requirements	• Establish technical support service center to serve the regional coating market
Success factors	Opportunity	Opportunity	Opportunity
Technology	Mixers, extruders, milling machines and vibrating sieves	Systems extrusion, spray and wrap coating	Coating gauges, ultrasonic testing devices, coating and curing tools
Labor	Chemical engineers and material scientists	Lab technicians, chemical engineers, material scientists	Technical support and coating application specialists

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Note: No intermediate processes as raw materials are directly processed to coatings; FBE = Fusion bonded epoxy
Source: Team analysis

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Investment opportunity and enablers

Key enablers in KSA to drive success[1]

Customs enablers: Custom duty exemption from MoCI on machinery and equipment for expansion of local pipe coating capabilities

Corporate tax reduction: Tax credits on R&D investments to encourage local innovation capabilities for specialized production

Infrastructure programs: Subsidized land lease options by MODON for manufacturing in designated zones like Jubail Industrial City

Quality assurance: Specialized trainings for Saudi nationals by SPSP on oilfield chemical standards used in KSA

Where is the opportunity

Raw materials: Opportunity to increase the number of local providers for FBE coating materials

Service delivery: Expand facilities for FBE and concrete coatings application; and establish R&D center to improve coatings for regional requirements

Lifecycle management: Establish technical support service center to serve the regional coating market

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1. Detailed list of all enablers in the backup

Note: MoCI = Ministry of Commerce and Industry; MODON = Saudi Authority for Industrial Cities and Technology Zones; SPSP = Saudi Petroleum Services Polytechnic

Source: Team analysis


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