

20 April, 2020

The Energy & Resources Cluster



Department for International Trade

Webinar: KSA Energy market update
The Energy Industries Council (EIC)



Agenda

- ❖ **DIT's Clusters approach in KSA**
- ❖ **Top contractors in KSA by value of work undertaken**
- ❖ **Top clients in KSA by value of work planned**
- ❖ **Energy Project/s update**
- ❖ **Doing business with Saudi Aramco: iktva program**
- ❖ **National Renewable Energy Program updates**
- ❖ **UK Export Finance**
- ❖ **Energy & Resources Cluster contact details**





DIT's Clusters approach in KSA



- Energy & Resources Cluster (Al Khobar)
- Education & Training Cluster (Al Khobar)
- Defence and Security Cluster (Riyadh)
- Healthcare Cluster (Riyadh)
- Infrastructure Cluster (Riyadh)
- Investment Cluster (Riyadh)
- Creative Cluster (Jeddah)
- Life Sciences Cluster (Jeddah)
- Smart Cities Cluster (Jeddah)



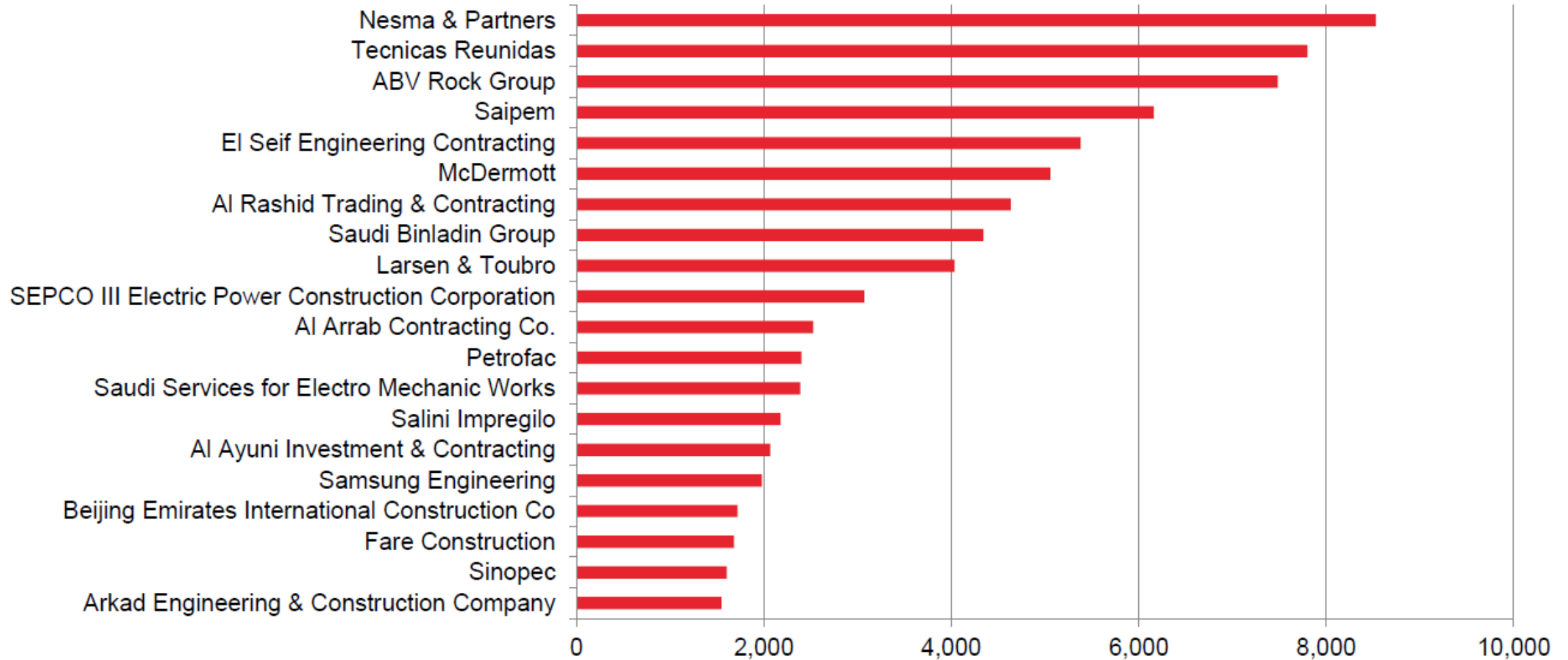
Selected Saudi Arabia contract awards 2019

Project	Industry	Value (\$m)
Saudi Aramco - Berri Field Development: GOSP	Gas	3,000
Saudi Aramco - Marjan Field Development: Offshore GOSP4 Development - Package 1	Oil	3,000
Saudi Aramco - Hawiyah Unayzah Gas Reservoir Storage Project	Gas	1,850
Shomoul Holding - The Avenues Riyadh : Mall	Construction	1,650
Saudi Aramco - MFD: TGP: Onshore: Inlet, Storage & Compression: Pkg 9	Gas	1,500
Saudi Aramco - MFD: TGP: Onshore NGL Recovery and Fractionation: Pkg 11	Gas	1,500
Saudi Aramco - Marjan Field Development: Offshore Gas Facilities - Package 4	Gas	1,500
Saudi Aramco - Marjan Field Development: Tanajib Onshore Oil Facilities: Pkg 6	Oil	1,480
Saudi Aramco - MFD: TGP: Onshore Utilities, Flare and Pipe Rack: Pkg 12	Oil	1,250
MOH - Rawabi Al Hejaz Project in Jeddah	Construction	1,200
Pan-Asia Saudi - Petrochemical & Chemical Fiber Integrated Project: Phase-1	Chemical	1,200
Saudi Aramco - Marjan Field Development: Offshore Oil Facilities (Package 2)	Oil	1,010
PIF - NEOM: Residential Buildings Site Preparation works – Saudi Arabia	Transport	800
PIF - Solar PV Project at Sudair 1090MW	Power	780
ASK Group - Civil Explosive Production Plant	Industrial	780
MOH - Madinat Al Wurud in Taif	Construction	760
PIF - Solar PV Project at Sudair 1000MW	Power	732
MOT - Riyadh Second Ring Road: Phase 1	Transport	700
Saudi Aramco - Safaniya: Debottleneck Onshore Plant	Oil	650
MOH - Saudi Housing Project: Murcia Complex Phase 1	Construction	640



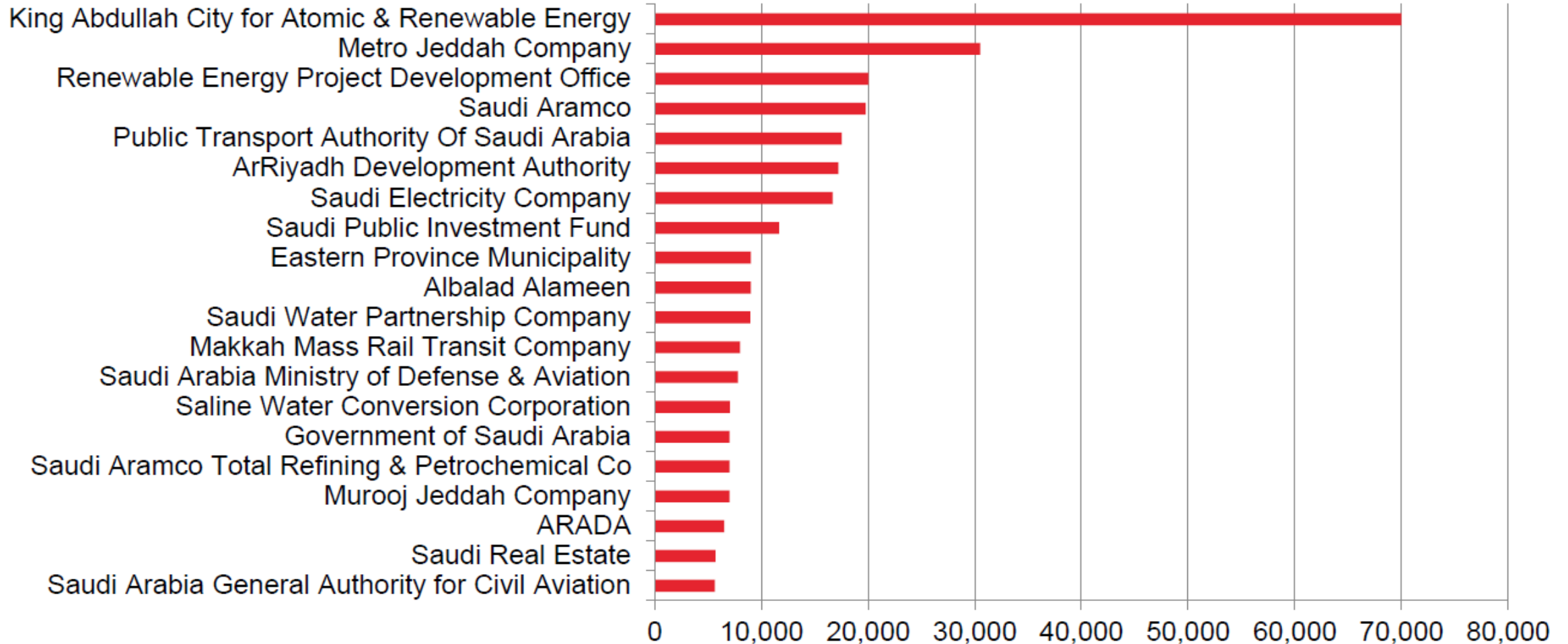
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Top contractors in Saudi Arabia by value of work undertaken (\$m)





Top clients in Saudi by value of work **planned** (\$m)





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Doing Business: Saudi Aramco: **IKTVA** Program



- ❖ In King Total Valued Add (iktva) launched 1 December 2015
- ❖ Saudi Aramco confirmed achieving **54%** iktva on 24 February 2020
- ❖ 170 investment opportunities valued at of **\$14b**
 - ☐ Electrical Equipment
 - ☐ Instrumentation
 - ☐ Fire protection
 - ☐ Oilfield Equipment
 - ☐ Non-metallic
 - ☐ Chemicals
 - ☐ Industrial Revolution 4
 - ☐ Metal Ecosystem
 - ☐ Offshore Equipment
 - ☐ Environmental
 - ☐ Marine Services



Project: Saudi Aramco Ras al-Khair (Maritime Yard)

Powering the Future at Ras al-Khair 2022

- > Largest fully integrated maritime yard in the Middle East and North Africa region
- > Offering maintenance and overhaul services
- > Localizing the supply chain and driving innovation in a strategic sector





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Project: Saudi Aramco awards \$1.5b EPC for package two of Jafurah gas plant to Samsung Engineering



Production estimated to reach 2.2 trillion cubic feet of wet gas resources by 2036 – the World's biggest shale gas field outside the US

Package **three** covers installation of gas export pipelines and is estimated at \$500m – bid extended to 30 April 2020



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Project: Saudi Aramco Marjan oil field development



Project Type: Offshore oil & gas field expansion



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On 2 April 2020 REPDO disclosed shortlisted bidders for **round two**, category A projects

CATEGORY A PROJECTS

PROJECT	Managing Member	Local Managing Member	Technical Member	Consortium Member	LCOE in Hals/kWh
Madinah PV IPP (50 MW)	Al Blagha Holding for Investments Company	Al Blagha Holding for Investments Company	Al Fanar Company	Desert Technologies Industries CJSC	7.27533
	First Solar International Middle East FZ-LLC	Mowah Co CJSC	First Solar International Middle East FZ-LLC	none	11.35
Rafha PV IPP (20 MW)	Al Blagha Holding for Investments Company	Al Blagha Holding for Investments Company	Al Fanar Company	Desert Technologies Industries CJSC	13.0772
	First Solar International Middle East FZ-LLC	Mowah Co CJSC	First Solar International Middle East FZ-LLC	none	19.04



مكتب تطوير مشاريع الطاقة المتجددة
Renewable Energy
Project Development Office



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Saudi Arabia invites bids for round Three of the National Renewable Energy Program

**Companies Pre-Qualified to Bid in Round Three
of the Saudi Arabia National Renewable Energy Program
for a Combined Capacity of 1200 MW**

[Twitter @SaudiNREP](#)



Round three is comprised of four Solar PV projects, 49 companies pre-qualified to bid, 28 of which are from Saudi Arabia



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مكتب تطوير مشاريع الطاقة المتجددة

Renewable Energy
Project Development Office

Saudi Arabia plans separate wind power tender



Riyadh forms Renewable Energy body Target includes 58.7 GW by 2030



Saudi Arabia plans to develop a second wind Independent Power Producer (IPP) project in Yanbu (West) with capacity of 850MW.



UK Export Finance



Long-term financing, in the form of direct loans and 100% unconditional guarantees, allows buyers to spread the cost of purchases of capital goods and services from the UK

- Repayment terms of **2-10 years** (extending to 14 for project finance and 18 for renewables)
- Support for **up to 85%** of total contract value, provided there is a minimum of **20% UK content**
- Financing in over **60 currencies** including the **Saudi Riyal**
- **Flexibility** to meet your requirements, including innovative products such as capital markets refinancing and Islamic financing
- Track record of **cooperating** with global ECAs to maximise financing support
- Market appetite of around for KSA **£3.0bn**



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Thank you!

The Energy & Resources Cluster

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