

JEG Business Opportunities

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```



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Business opportunities

This section presents a number of opportunities to invest in Saudi Arabia and Internationally.

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alert("You already rated this page"); } else { alert("Thanks For Rating"); } }); $(this).attr("checked");
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x.style.display = "inline-block"; } function showInnerShareBoxDef() { var x =
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Rail & Metro Electrification System

(2014-2024): USD 1.8 Billion

Kingdom Of Saudi Arabia

Transport

Saudi Arabia's planned metro, light rail, mixed use and high-speed rail projects will require an estimated USD 1.8 billion investment into electrification. This includes poles and components of catenary systems both for mainline overhead and third-rail for metro projects: wires, third rail, surge arresters, capacitors, catenary, etc. Opportunity: This is an opportunity for leading suppliers of catenary systems, such as ABB, AEG and APS Electronic, to establish a footprint in Saudi Arabia with export potential to the entire GCC region, as well as for local manufacturers of electric equipment through a JV with established players to step up and produce more valuable products. The opportunity will require greenfield investment and can be realized in a timeframe of 2-3 years.

Profile: Leading suppliers of catenary systems. Initial investment: USD100-130 million

(70-150) jobs

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[Rail & Metro Electrification System](#)

(2014-2024): USD 1.8 Billion

Kingdom Of Saudi Arabia

Transport

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Opportunities Details

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Concrete Sleepers and Slab Track

(2014-2024): USD 3.7 billion

Kingdom Of Saudi Arabia

Transport

The planned metro projects in Jeddah, Mecca, Medina and Dammam, as well as the Saudi-Bahrain railway, the Jeddah commuter rail, the Saudi Landbridge, and the GCC railway will create an

estimated USD 3.7 billion opportunity for concrete sleepers and slab track. This opportunity represents ~ 1/3 of the overall rail systems opportunity and a large share could be captured locally. Existing local suppliers of concrete products include Bina Precast, PCM Strescon, and Al Mobty. Opportunity: Supply pre-fabricated concrete slab tracks and pre-stressed concrete sleepers to a contractor. A strategic JV with an established multinational manufacturer may be required to unlock value by vertically integrating the local supply base. This opportunity has been identified as a high-potential opportunity for the first wave of projects. Profile: Pre-fabricated element manufacturers demonstrating excellent quality and precision. Initial investment: USD 670-820 million.

(700-900) jobs

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[Concrete Sleepers and Slab Track](#)

(2014-2024): USD 3.7 billion

Kingdom Of Saudi Arabia

Transport

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Manufacturing of Standard Steel Rebars & Steel for Rails

(2014-2024): USD 8 billion

Kingdom Of Saudi Arabia

Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam and commuter and mixed-use rail infrastructures, including the Saudi-Bahrain, North-South and GCC railways will create a steel rebar and supply steel opportunity of USD8.0 billion. Existing local suppliers include SABIC, Al Ittefaq Steel Products Co., Rajhi Steel, Jazan steel factory, Al Atoon Steel Co, Yamamah Steel, Saudi Steel Bar Co., and Tabayah Steel Factory. The manufacturing of high quality steel and extrusion into steel rebar. Estimated size of investment to satisfy upcoming demand is USD 8 bn. Existing base of local suppliers have a good competitive positioning to capture opportunity. Additional demand for supply of steel will come from other construction sites in the region together with the new construction in the region expected to grow, in addition to the use in general manufacturing of items, such as boilers and automotives. Initial investment: USD 1.4-1.7 billion.

(900-1800) jobs

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[Manufacturing of Standard Steel Rebars & Steel for Rails](#)

(2014-2024): USD 8 billion
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Cement
(2014-2024): USD 5.2 billion
Kingdom Of Saudi Arabia
Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam and commuter and mixed-use rail infrastructures, including the Saudi-Bahrain, North-South and GCC railways will create a cement supply opportunity of USD5.2 billion. Existing local suppliers include Saudi Cement Company, Yamama Cement Company, Eastern Province Cement Co., the Qassim Cement Co, Yanbu Cement Co., Arabian Cement Co., Najran Cement Company, Southern Province Cement Co., and City Cement Co. Opportunity: Supply cement for tunnel lining, construction of bridges and other elevated structures, sleepers, electrification masts, protection walls and other civil engineering structures. The existing local supplier base is well-positioned to capture the opportunity. Additional opportunities for cement supply will come from other construction sites and will increase as construction in the region is expected to grow. Initial investment: USD 910 - 1120 million.

(600-1200) jobs

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[Cement](#)

(2014-2024): USD 5.2 billion
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Rock and Gravel
(2014-2024): USD 3.5 Billion
Kingdom Of Saudi Arabia
Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam and commuter and mixed-use rail infrastructures, including the Saudi-Bahrain, North-South and GCC railways will create a rock and gravel supply opportunity of USD3.5 billion. Existing local suppliers include Arrajehi Factory for rocks and granite, Assafa wa Imarwa Factory for natural rocks, Arrachid Factory for industrial rock, Sour Alqalaa Factory for natural rock, Saudi Contactors Company, Sadim Al Khair Company, and Saudi Ceramics. Opportunity: Supply rock and gravel for track and building (stations, depots, tunnels, bridges) infrastructure, mainly during the construction phase of rail-related projects. The existing local supplier base is well-positioned to capture the opportunity, which requires no special technical capabilities. Additional opportunities for rock and gravel supply will come from other construction sites and will increase as construction in the region is expected to grow. Initial investment: USD 620-760 million.

(200-800) jobs

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[Rock and Gravel](#)

(2014-2024): USD 3.5 Billion
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Adult Medical Beds Production
USD 100 million
Kingdom Of Saudi Arabia
Health

The Saudi Healthcare system has an installed capacity of 65,000 Adult Medical Beds, with 60% of them in MOH hospitals. This capacity will grow to 115,000 by 2020, requiring 13,000 beds per year (including replacements) to satisfy local demand. This translates to an annual market demand of USD 100 Billion. Currently, the market is served primarily by multinational manufacturers through imports, with only 10% of the value added remaining in Saudi Arabia. This creates significant opportunity to establish local manufacturing plants to ensure more value add stays in Saudi Arabia. In particular, MOH is supporting local manufacturing by partnering multinationals with Saudi companies. This approach includes guaranteed volumes from MOH purchases. In addition, local and international players could serve the Private Healthcare market in Saudi and leverage local manufacturing plants as a base for regional exports, expanding their addressable market.

300 jobs

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[Adult Medical Beds Production](#)

USD 100 million
Kingdom Of Saudi Arabia
Health

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Opportunities Details

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Medical / Surgical consumable production
Not Specified
Kingdom Of Saudi Arabia
Health

Only 26% of all consumable products purchased by the MOH are manufactured in the region.

Investment targets include medium-complexity products with low patient risk factors. Many manufacturing opportunities require relatively small capital outlay. Operations can be managed by experts without the need to involve OEMs. Set up 4 manufacturing clusters to produce the 97% of lab-related consumables that are currently imported, and support localization of the highest value consumable products bought by the MOH. Most medical/surgical consumable products are locally manufactured, and the exceptions are too complex to undertake in the first wave of projects.

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[Medical / Surgical consumable production](#)

Not Specified
Kingdom Of Saudi Arabia
Health

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Opportunities Details

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X-ray and CT Manufacturing Plant
USD 350 million
Kingdom Of Saudi Arabia
Health

Saudi Arabia's X-ray and CT market is predominantly served by large multinationals. As a result 92% of the sale value exits the country. Over the next 6 years, Saudi Arabia plans to spend USD2.1 Billion on new X-ray and CT infrastructure, increasing its annual spend USD180 million to USD250 million by 2020. Establish basic local manufacturing processes for X-rays and CTs, including basic subcomponent production, assembly, distribution and after-sales services. The business model will focus on inviting large international OEMs to set up local manufacturing in exchange for preferential treatment in future volume tenders. The plant has been identified as a fast-track opportunity to be implemented in the first wave of projects.

(100-150) job

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[X-ray and CT Manufacturing Plant](#)

USD 350 million
Kingdom Of Saudi Arabia
Health

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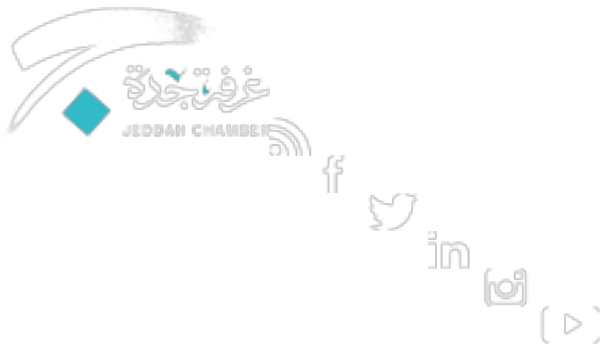
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