

CHEMISTRY THAT MATTERS™



CATALYZING LOCAL CONTENT CREATION IN THE KINGDOM

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KSA INDUSTRIAL VISION 1976 - TRANSFORMING FROM FLARED GAS TO A GLOBAL PETROCHEMICAL LEADER

Jubail – 1976



Jubail – Now



In 1995*

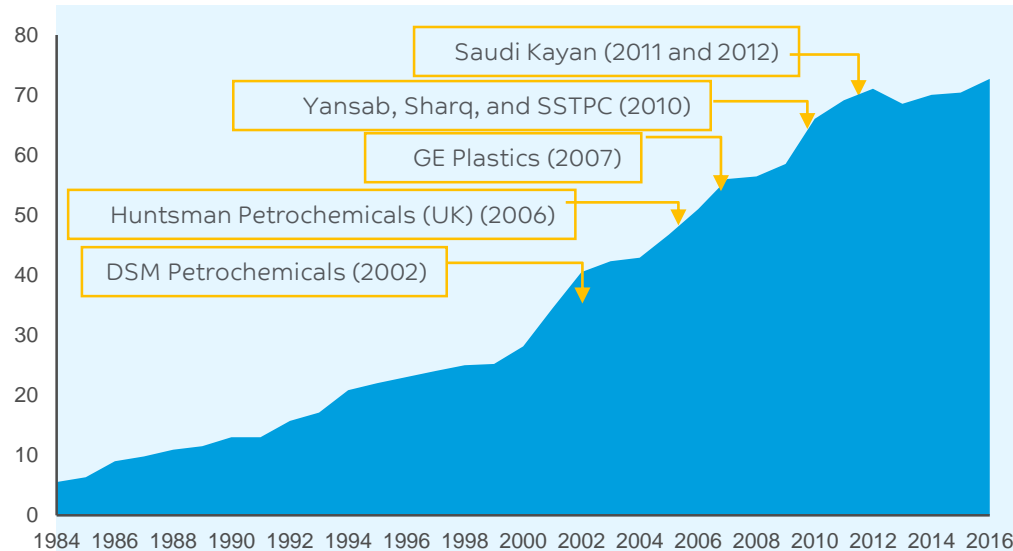


In 2017*

Global Position**

MEG	#1
MTBE	#1
Polyetherimide PEI	#1
Ethylene	#2
Polycarbonate	#2
Methanol	#3
Polyethylene	#3
Polypropylene	#4

SABIC Production Volume (Million Tons)



* ICIS Ranking based on Chemicals sales revenue in 2015 ** SABIC's global ranking in 2016 based on it's capacity as % of global capacity

SABIC 2018



1976

Company
established



34,000

Employees
around the world



50

Countries of
operations



4th

Largest global
chemical company*



117th

Largest public
company in the world



4

Core
businesses

86

US\$ B^{**}

Total
assets

4.9

US\$ B^{**}

Net
income

39.9

US\$ B^{**}

Annual
revenue



≈ 150

New products
each year



11,534

Global patent
filings



61

World-class
plants worldwide

NEW CHALLENGE








VISION 2030 HAS SET CLEAR OBJECTIVES FOR INCREASING LOCAL CONTENT LEVELS IN KSA

Vision 2030 Objectives related to Local Content

 Develop Oil & Gas Adjacent Industries	 Localize Promising Manufacturing Ind.	 Workforce Localization
 Localize Edge Technology	 Unlock New Sectors	 Enable SMEs

Vision 2030 LC Related Metrics


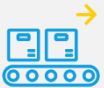




 Gross Domestic Product	 Share of Local Content	 Balance of Payments
 Employment in Priv. Sector		 Non-Gov. Investment








SABIC and other National Champions can influence many of the 2030 objectives and metrics

SABIC IS A DOMINANT GLOBAL PLAYER WITH LEADING CAPABILITIES AND IS UNIQUELY QUALIFIED TO PLAY THE ROLE OF 2030 VISION ENABLER IN KSA

TODAY, SABIC HAS SCALE, SCOPE AND FOOTPRINT...

4 th	Largest Chemical Company in the World		Large Procurement Spend – run and maintain projects (22-26 Bn SAR annually including projects)
2 nd	Largest Company in KSA		Wide Range of Products (60+ Mn tonnes production)
3 rd	Largest Producer of Polyolefins in the World		Established Technology Platforms (e.g. 12000+ patents, 2,000+ scientists and 21 global centers (5 in KSA)
50+	Countries across 5 Continents		Strong Training Capabilities (e.g., SABIC Academy , HIPF)
			Robust Shared Services Set-up
			Global Sales, Mfg. & SC Presence (e.g. Presence in over 50 countries)

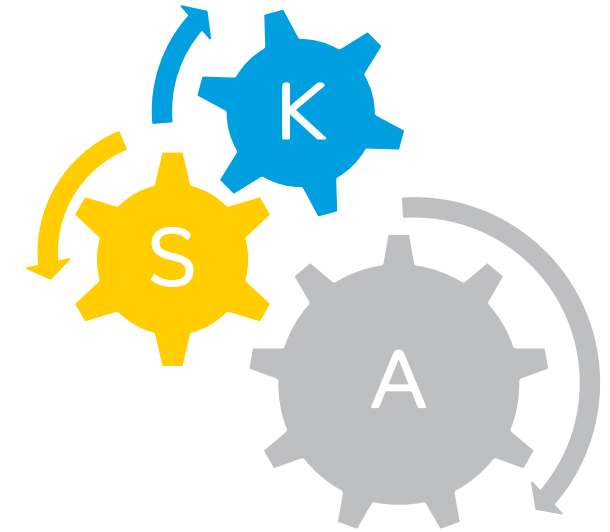
...To play a significant role in enabling KSA vision 2030

	2015	2030
 Increase Private sector contribution to GDP	%40	%65
 Increase SME Contribution to GDP	%20	%35
 Decrease Unemployment Rate	%11.6	%7
 Increase export contribution to non-oil GDP	%16	%50
 Increase localization in O&G sector	%40	%75

A DEDICATED UNIT ESTABLISHED BY SABIC JANUARY, 2017
(LOCAL CONTENT & BUSINESS DEVELOPMENT UNIT)

ADOPT A STRUCTURAL APPROACH TO MAXIMIZING LOCAL CONTENT DEVELOPMENT THROUGH :

- Promoting the localization of materials and service.
- Creating of business opportunities in downstream.
- Developing workforce – training and entrepreneurship
- Support Attracting and Enabling Foreign Investment in KSA



TO CREATE A VALUE ADDED **LOCAL MANUFACTURING BASE** ,
DIVERSIFY NATION ECONOMY , **CREATE JOBS** AND MINIMIZE
IMPORTS DEPENDENCY



"NUSANED" A LOCALIZATION ENGINE TO ENABLE SAUDI VISION 2030

nusaned

A SABIC INITIATIVE FOR 2030 VISION

Stakeholder Engagement: Partner or seek endorsement with relevant KSA authorities/agencies



A

ENTEMA



An **Opportunity Gate** program to reach out, receive and analyze investor opportunities

B

DAEM



SABIC **Support Packages** (e.g., product offering , tech. support and shared services) to enable investor opportunities

C

Access
to Finance



Enable **Financing** for attractive opportunities through Sabic partner's or shareholding investment arms

D

MUAHAL



Develop **Workforce Capabilities** to enable investor opportunities

Achieve a Significant increase in local product sales by enabling downstream industries
&

Maximize the procurement spending from local Market by 2030



THANK YOU

