

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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document.getElementById("InnerShareBox"); x.style.display = "none"; } function showMainShare() {
var x = document.getElementById("InnerShareBox"); if (x.style.display === "none") { x.style.display
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"inline-block"; } else { x.style.display = "none"; } }
```

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[Opportunities Details](#)

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Tire manufacturing
Not Specified
Kingdom Of Saudi Arabia
Industry

The GCC's tires market size is growing at 6-7% annually and is estimated at 30 million tires in 2015, with an estimated value of ~USD 3.8 billion. Currently, there is no existing local production in the region, which creates an opportunity for a first mover advantage, and hence a local leader.

Opportunity: With no existing production in the region, there is a clear investment opportunity for a Tier 1 manufacturer to produce at least 4 million tires annually. The project will be the first tire plant and will have the chance to be a market leader. In addition to aftermarket demand the project will supply existing truck OEMs in the Kingdom and planned vehicle OEMs in the Auto City. Additionally the project has the potential to export to Africa and other Middle Eastern countries. By investing in tire manufacturing, the qualified investor will have various benefits, including a competitive long-term lease for the building of the plant and long-term project interest free soft loans. Furthermore, the investors will benefit from a reliable supply of locally produced strategic materials at competitive price, with for instance the essential rubber materials (synthetic rubber, carbon black) being produced from Q3 2015 onwards by Sabic-Exxon Mobil JV. In addition to this, a highly skilled workforce is available from the Higher Institute of Elastomers Industries (HIEI).

1000 jobs

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[Tire manufacturing](#)

Not Specified
Kingdom Of Saudi Arabia
Industry

[More Details](#)



Opportunities Details

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Medical Schools
Not Specified

Kingdom Of Saudi Arabia
Health

Currently, 1,500 physicians graduate every year in Saudi Arabia and another 700 come from abroad. In addition, the government has planned to spend USD 1.6 billion to increase the number of graduates to 4,700. However, by 2025, Saudi will require 6,000 physicians per year, creating an annual deficit of 1,300 physicians. This creates a clear opportunity to increase medical school capacity. For private investors, this means participating in the government-planned expansion (which includes building new medical schools and expanding the current universities to an average cohort size of 200 students) or directly building additional schools to address the deficit.

1500 jobs

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[Medical Schools](#)

Not Specified
Kingdom Of Saudi Arabia
Health

[More Details](#)



Opportunities Details

[x](#)



Cable manufacturing
(2014-2024): USD 100 Million
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 cable manufacturing opportunity of USD100 million. Existing local suppliers include Saudi Cable Company, Riyadh Cables, Energya Cables, AMACO, Wescosa, MESC, Gulf Cable & Electrical Industries Co., AlFonar, ElSewedy Electric, Jawdah Cables Company, Bahra Cables Company, and Thomas & Betts Saudi Arabia. Opportunity: Manufacture cables for contact and catenary wiring and electricity supply for the rail infrastructure, as well as side cables for building power supply systems for civil engineering needs. The strong local supplier base is dominated by large players; the top 5 have 50% of the GCC region market share. No additional capabilities are required to capture rail-related projects. Rail investment demand represents 5-10% of total cable demand in Saudi Arabia and the GCC region. Initial investment: USD20-30 million.

(10-30)

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Business Sector

Jeddah 21431



[Cable manufacturing](#)

(2014-2024): USD 100 Million
Kingdom Of Saudi Arabia
Transport

[More Details](#)



Opportunities Details

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Transformer manufacturing
(2014-2024): USD 500 Million
Kingdom Of Saudi Arabia
Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam, light rail in Jeddah, and commuter and mixed-use rail infrastructures will create a transformer manufacturing and supply market opportunity of USD 500 million. About 75% of the value could be captured locally. Existing local suppliers include Al Ibtikar International Factories, Rawabi Company and Al Fanar for Electrical Systems. Opportunity: Supply transformers for the electrification of urban transit and high-speed lines. A strategic JV with an established multinational manufacturer, such as ABB or AEG, may be required to increase the capabilities and competitiveness of local suppliers. Opportunities also exist beyond rail-related projects, mainly in the energy production and distribution sectors. Transformer manufacturing and supply has been identified as a high-potential opportunity for the first wave of projects. Initial investment: USD 70-80 million.

(60-120) jobs

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[Transformer manufacturing](#)

(2014-2024): USD 500 Million
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Building equipment
(2014-2024): USD 800 Million
Kingdom Of Saudi Arabia
Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam, the light rail in Jeddah, and the additional commuter and mixed-use rail infrastructures create a building equipment market opportunity of USD 800 million. This represents 20% of the total building technology market and 75% of the value could be captured locally. The market is currently served by local suppliers such as Al Barrak, Automatic Doors, Saudi American Glass and Zamil Air Conditioners. Opportunity: Supply quality customized building equipment products for stations and buildings, including air conditioning, lighting and sanitary systems. Local suppliers are well positioned to capture upcoming opportunities but a JV with a multinational company is required to increase the quality and level of their competitiveness. The opportunity has strong links to other industries and high export potential to the entire GCC region. Initial investment: USD 90-110 million.

(120-230) jobs

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[Building equipment](#)

(2014-2024): USD 800 Million
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Elevator and escalator
(2014-2024): USD 1.1 Billion
Kingdom Of Saudi Arabia
Transport

The planned metro projects Jeddah, Medina, Mecca, and Dammam, combined with additional commuter and mixed-use rail infrastructures will create an elevator and escalator market opportunity of USD 1.1 billion. This represents 20% of the total building technology opportunity and 50% of the value could be captured locally. The market is currently served by local suppliers including Al Maamoura, Gulf Elevator, Atlas Elevator and Saudi Electric. Opportunity: Provide new customized elevator and escalator equipment sales and installations. Offers high potential because local suppliers are uncompetitive vs global OEMs. A strategic JV and knowledge transfer with established multinational OEMs is therefore required to unlock value by vertically integrating local suppliers. Elevator and escalator manufacturing and supply has been identified as a high-potential opportunity for the first wave of projects. Initial investment: USD 80-100 million.

(110-220) jobs

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[Elevator and escalator](#)

(2014-2024): USD 1.1 Billion
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Security and fire safety system
(2014-2024): USD 700 Million
Kingdom Of Saudi Arabia
Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam, the light rail in Jeddah, and

the additional commuter and mixed-use rail infrastructures will create a security and fire safety system market opportunity of USD700 million. This represents 20% of the total building technology market and 50% of the value could be captured locally. The market is currently served by multinationals and a few local suppliers such as MSJ Security Systems and Heba Fire & Safety that are not competitively positioned. Opportunity: Supply security systems and fire equipment to design standards. The lack of a competitive local supplier base makes it necessary to establish a new base through targeted deals and strategic JVs by upgrading indirect suppliers. The opportunity has high strategic value, strong links to other industries and high export potential. Greenfield investment in a dedicated factory will be required can be realized in 2-3 years. Initial investment: USD 35-50 million. (80-140) jobs

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[Security and fire safety system](#)

(2014-2024): USD 700 Million
Kingdom Of Saudi Arabia
Transport

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Opportunities Details

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Wall lining and window
(2014-2024): USD 1.3 Billion
Kingdom Of Saudi Arabia
Transport

The planned metro projects in Jeddah, Medina, Mecca and Dammam and commuter and mixed-use rail infrastructures, such as the Saudi-Bahrain railway, Saudi Land Bridge, and GCC railways, will create a wall lining and window market opportunity of USD 1.3 billion. About 75% of the value of this market could be captured locally. Existing local suppliers include Saudi Industries, Qassim, Building Component Solutions and Al Wakeel Aluminum. Opportunity: Manufacture and supply pre-fabricated wall-lining and window systems for the construction of buildings and stations. The existing local supplier base is in a good position to capture the opportunity, and no knowledge and technology transfer would be required as they have experience in challenging architectural concepts. This opportunity has strong links to other industries and high export potential to entire GCC region. Initial investment: USD 220-270 million.

(150-280) jobs

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[Wall lining and window](#)

(2014-2024): USD 1.3 Billion
Kingdom Of Saudi Arabia
Transport

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