

aramco



iktva

In Kingdom Total Value Add

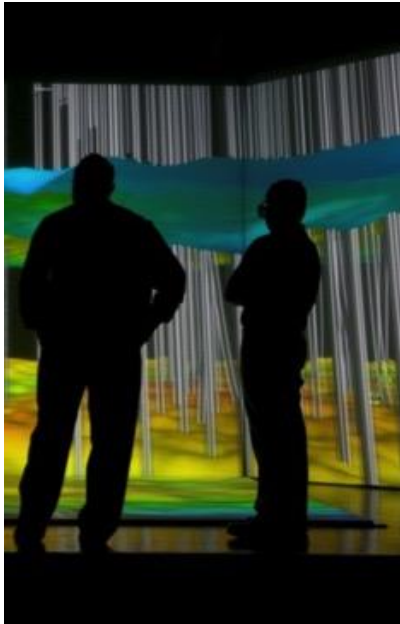


saudi aramco

fully integrated energy enterprise

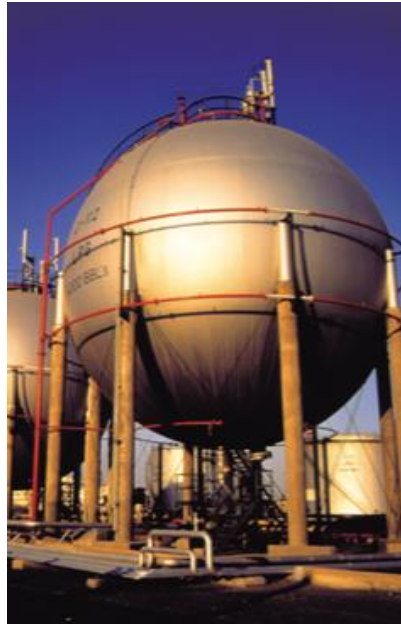
70 by 21

70% localization
by the year 2021



260.9 billion

barrels crude oil reserves and
condensate reserves



36.9 billion

Natural gas barrels of oil
equivalent



10.2 million

bpd crude oil production



4.9 million

bpd global refining capacity

aramco

vision 2030



“A thriving economy provides opportunity for all ... we will develop our investment tools to unlock our promising economic sectors, diversify our economy and create job opportunities.”

HRH Crown Prince Mohammed bin
Salman bin Abdulaziz Al-Saud



strategic in nature

70%

Double our
local content

30%

Increase in energy
sector exports

Thousands of Jobs

Direct and in-direct
jobs for Saudi citizens

we've created an ecosystem for success



Anchor
Projects



Sustainable
Talent Pipeline



Robust
Supply Chain

anchor projects

70 by 21

70% localization
by the year 2021



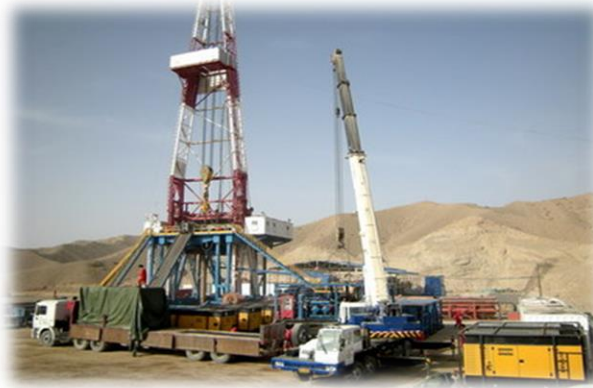
King Salman International Complex for Maritime Industries and Services

Objective:

Establishing a manufacturing & services hub offshore rigs, commercial vessels, offshore service vessels

Impact:

- \$ 5.8 Billion investment
- 80,000 Jobs



Rig Operations

Objective:

Own, manage and operate Onshore and Offshore drilling rigs

Impact:

- \$ 6.4 Billion investment
- 5,000 Jobs



Energy Industrial City

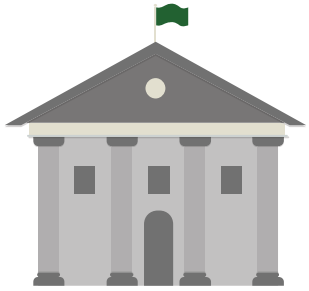
Objective:

Fully integrated industrial city

Impact:

- \$ 4.4 Billion investment
- 150,000 Jobs

workforce development



30

Training Centers



360,000

Graduates by 2030

AVAILABLE TRAINING CENTERS

- Saudi Petroleum Services Polytechnic:
 - Operation & Maintenance
 - Drilling & Construction
- Constructions Training Institute
- Crane & Heavy Equipment Training Institute
- Jazan Contractors Consortium JCC Training Institute
- ITQAN
- National Industrial Training Institute (NITI)
- Saudi Arabian Drilling Academy (SADA)

TRAINING CENTERS UNDER DEVELOPMENT

- Aviation Academy
- Maritime Academy
- National Power Academy (NPA)
- National Construction Training Institute
- Facility and Hospitality Management (FHM)
- Engineering Program
- Information Technology Academy
- National Civil Security Training Academy (AMAN)
- National Power Academy (NPA)
- Saudi Arabian Drilling Academy (SADA)

supply chain development

iktva ... a win-win program



1. Critical to Saudi
Aramco's Supply Chain

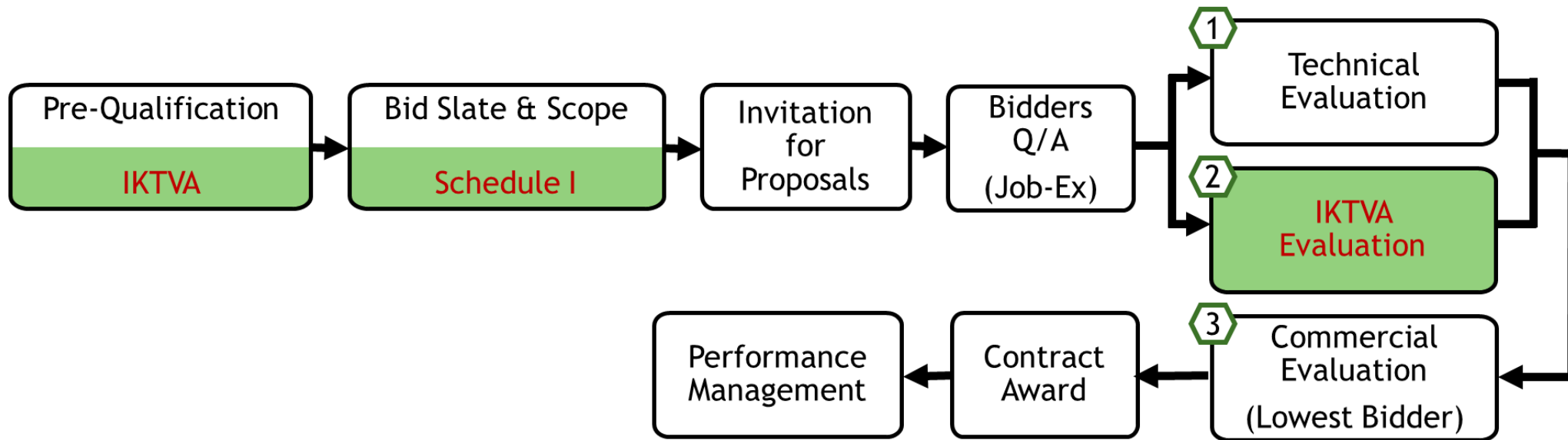
2. Embedded in
Procurement Practices



3. Recognize suppliers
adding local value



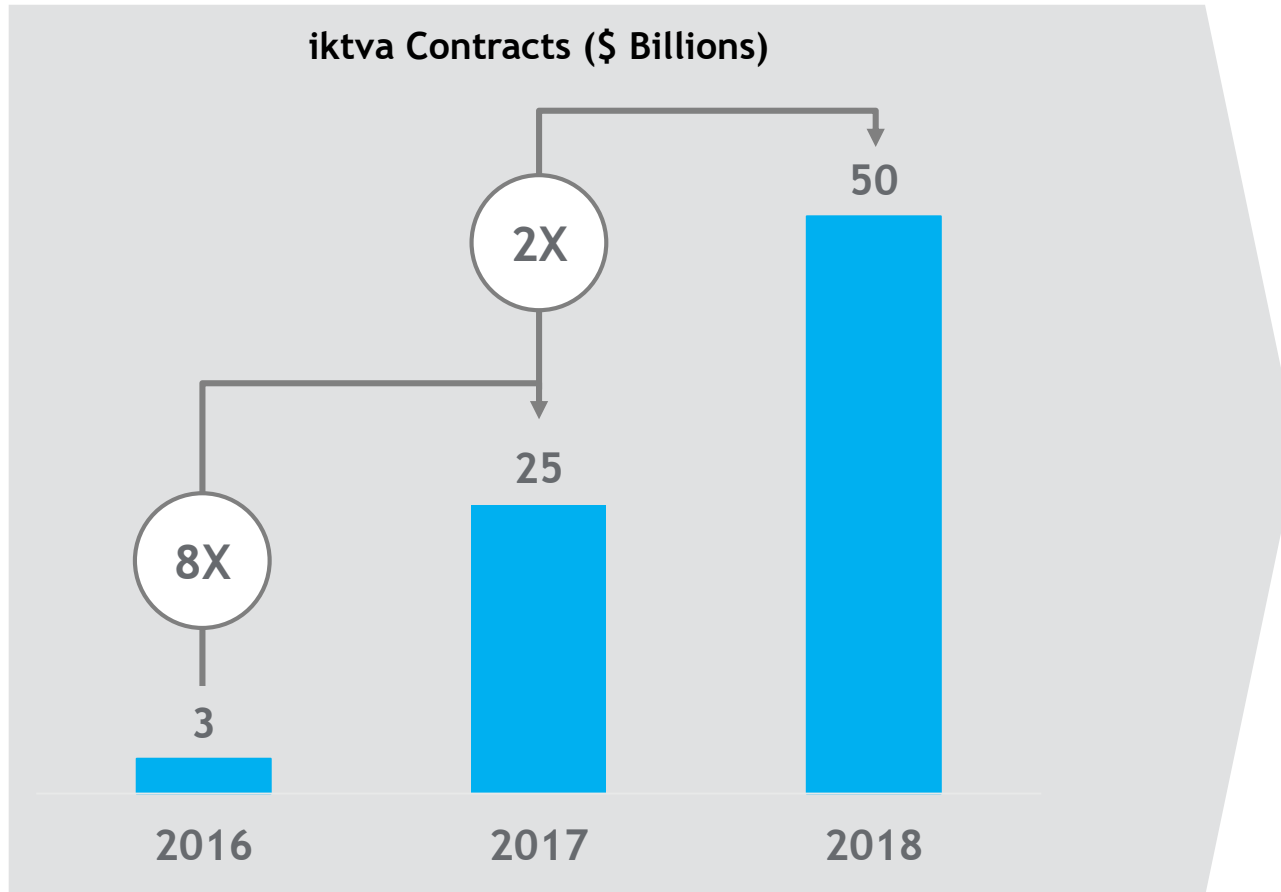
iktva in procurement process



1. No change in technical evaluation process
2. An iktva evaluation step has been established
3. No change in commercial evaluation process

driving iktva through procurement...

Contracts (\$, billion) with iktva

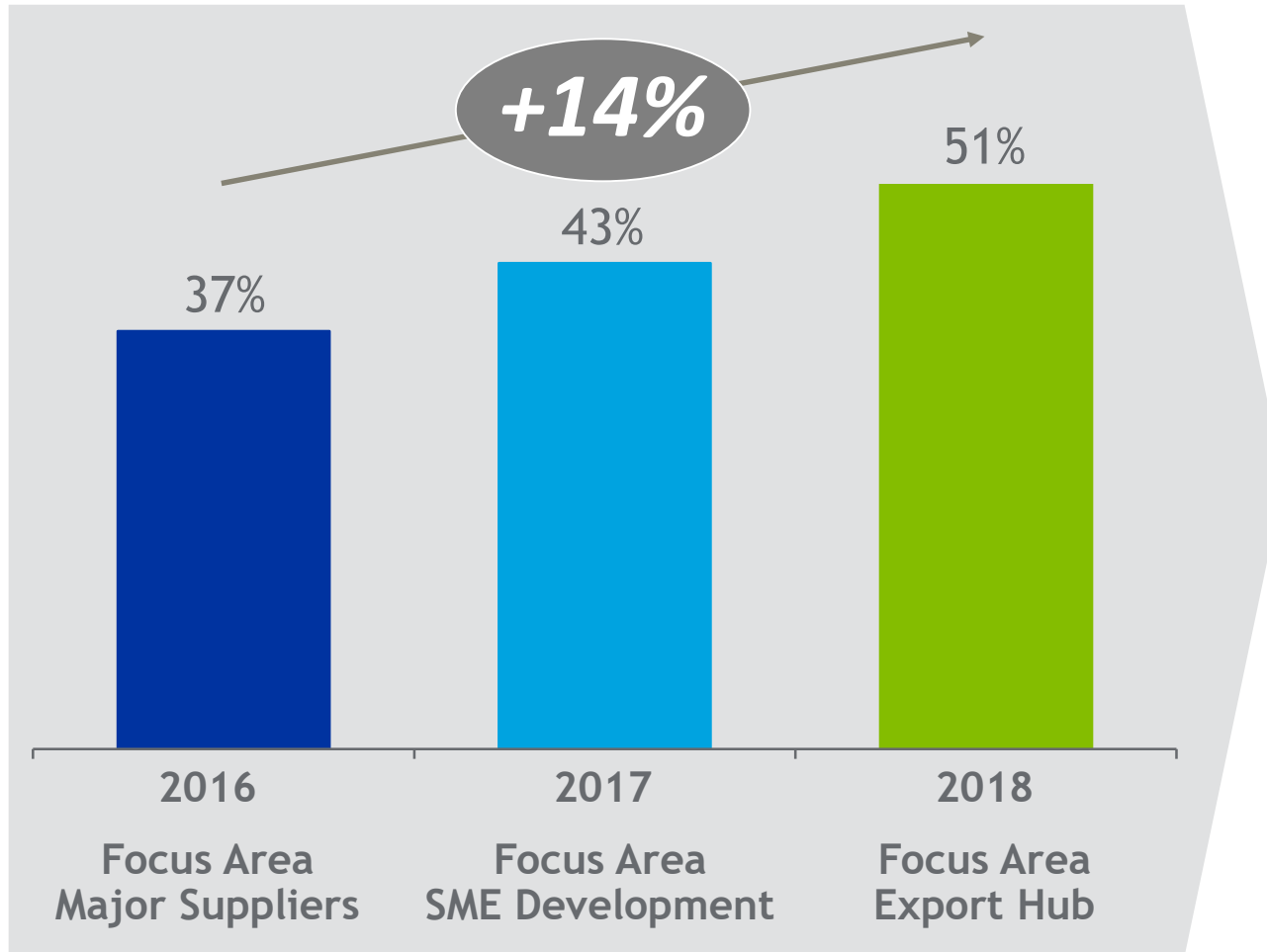


\$50 Billion

More than 300 contracts with
iktva requirement

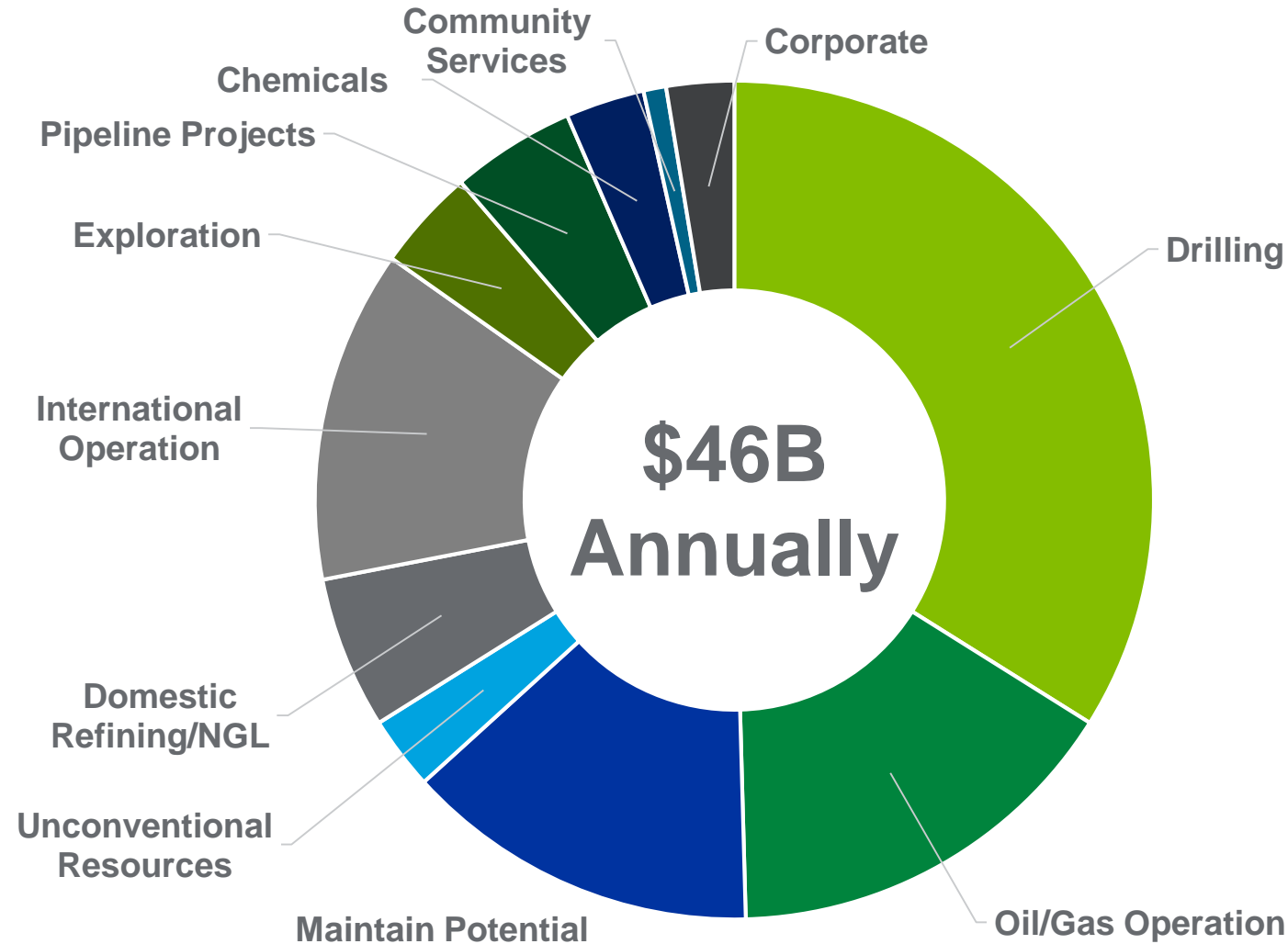
...and increasing local manufacturing footprint

Fulfilment by *iktva* (%)



iktva: Developing a
Competitive Energy
Sector

10 year capital program worth \$460 billion



Key Spend Areas:

Drilling	\$156 B
Oil/Gas Operations	\$72 B
Maintain Potential	\$63 B
Domestic Refining/NGL	\$27 B
Pipeline Projects	\$22 B
Exploration	\$18 B
Chemicals	\$14 B
Unconventional Resources	\$13 B

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value chain localization

70 by 21
70% localization
by the year 2021

Trade Agencies

- Shipping & Customs Clearance
- Expediting

Service Providers

- Spare Parts Inventory
- Local Service Facility
- Warranty Support

Manufacturers

- Design
- Fabrication
- Manufacturing
- Packaging



incentives

Saudi Aramco incentives:

- Significant potential - Saudi Aramco continues to build capacity
- Long-term corporate purchase agreements
- Premium allowance for local manufacturers
- Exclusivity to local manufacturers in certain sectors
- Local supply chain gaps
- iktva Based market share and business allocation

Saudi Arabia additional incentives:

- Young educated population
- Low cost energy and industrial land
- Saudi Arabian General Investment Authority (SAGIA)'s One-Stop-Shop
- Financial support from Human Resources Development Fund (HRDF)
- Industrial loans on favorable terms (SIDF)



iktva gateway (www.iktva.sa)

70 by 21

70% localization
by the year 2021

iktva
The in-Kingdom Total Value Add (IKTVA) Program

English

70 by 21
70% localization by the year 2021

THE IN-KINGDOM
TOTAL VALUE ADD
(IKTVA) PROGRAM

**IT'S A WIN-WIN, AND
WIN AGAIN
PROGRAM**

70%
LOCAL CONTENT

500,000
JOBS

30%
EXPORTS

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INTRODUCTION NEWS & EVENTS

