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Nonmetallic

Packaging workshop

Business Opportunities

Nonmetallic Packaging

Driving Prosperity

This presentation may contain certain forward-looking statements. All statements other than statements relating to historical facts are, or may be deemed to be, forward-looking statements. Forward-looking statements include, but are not limited to, statements related to future events or to the company's future financial or operating performance such as the company's expectations and projections regarding its growth, initiatives and strategies, capital expenditures and investments, customer and partner relationships, major projects and product development. These statements may generally, but not always, be identified by the use of words such as "target," "goal," "aim," "believe," "expect," "commit," "anticipate," "intend," "estimate," "should," "will," "shall," "may," "likely," "plan," "strategy," "initiative," "project," "outlook" or similar expressions, including variations and the negatives thereof.

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Workshop Agenda

No.	Title of the Investment Opportunity	Presenters
	Introduction	Sara Al Dolaijan
1	Rigid barrier	Quds Al Hunidi
2	Plastic crates	Quds Al Hunidi
3	Intermediate bulk containers	Quds Al Hunidi
4	Plastic corrugated boxes	Mohammed Al Harbi
5	Stand up pouches	Mohammed Al Harbi
6	Spunbond bags	Mohammed Al Harbi
	Closing Remarks	Sara Al Dolaijan

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iktva Program Overview (1/2)

The In-Kingdom Total Value Add (iktva) program is designed to drive increased investment, economic diversification, job creation, and workforce development within the Kingdom

Saudi Aramco aims to achieve 70% local content

iktva in Procurement

2000+ Service contracts

290+ Corporate purchase agreements

Business Opportunities

12 Sectors

200+ Business Opportunities

$35 bn Annual Market Size

Anchor Projects

6 Anchor projects

IMI

SPARK

Tuwaiq

Local Workforce Development

16 National training centers

90+ Programs

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Note: IMI = International Maritime Industries; SPARK = King Salman Energy Park

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iktva Program Overview (2/2)

Non-exhaustive

iktva Business Development Team Support

- Market Analysis
- Technical Engagement
- Operational Support and Advisory Services[1]

Government/Semi-government key enablers

- Financial Support
- Fiscal Incentives
- Land Solutions
- HR Development
- Regulatory Enablers

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1. Includes broad range of support services provided by the team: user requirements, advisory on available financial and fiscal incentives, guidance on localization process in line with local regulations and standards, action plan development etc.

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Why invest in KSA?

Non-exhaustive

Strong GDP growth and healthy economy	Big market and game-changing opportunities	Government incentives and enablers	Ease of doing business	Strategic global location	Favorable demographics
Top 20 economies globally	5 Special Economic Zones drive innovation	$1.3T+ invested in private sector by 2030	one of world's most rewarding tax systems	12-15% of global trade passes via Red Sea	17% population growth from 2013-2023
GDP growth among highest projected in 2025 in top economies	6 giga projects driving urbanization and industry	5.7% contribution of FDI to GDP by 2030	Top 5 in the MENA region for ease of doing business	KSA container ports are among the most efficient globally	67% of population below the age of 35

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Note: FDI = Foreign Direct Investment
Source: IMF; MISA; Vision 2030 Key Performance Indicators; Shareek Program; World Bank

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Non-exhaustive

3 Industrial Zones and Economic Cities

Industrial zones like KAEC provide specialized infrastructure and logistical services essential for packaging products and services

2 Tax incentives and exemptions

Tax exemptions for earnings from exports and up to 50% tax credit on Saudi nationals' payroll and training costs for 10 years

4 Customs and import duty reductions

MoCI offers zero import duties for localization of selected raw materials, machinery, & equipment

1 Subsidies and financial programs

Loans financing up to 75% of the industrial project provided by SIDF to foster industrial development

5 Visa and legal support

Streamlined visas for investors and skilled workers, with legal support via MISA for fast business setup and compliance

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Note: SIDF - Saudi Industrial Development Fund; MoCI = Ministry of Commerce and Industry; MISA = Ministry of Investment Saudi Arabia
Source: SIDF; ZATCA; KAEC; MoCI; MISA

How do we define what is an opportunity?

1 Growing market

High growth high spend markets

2 Limited local players & import driven

Markets with few local contributors and high import resilience

3 Technological & labor feasibility

Markets with accessible or standardized technology and available skilled labor

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Key demand drivers for the KSA packaging market

E-commerce growth is driving demand for secure, efficient packaging solutions

Technological advancements such as tracking technologies and digital printing driving demand for nonmetallic packaging

Environmental regulations such as General Environmental Regulations and Rules for Implementation, are driving demand for sustainable, recyclable packaging

Doubling of personal wealth in KSA forecasted for coming 10 years, boosting packaging needs for luxury goods, beauty products, and digital devices

Source: Mordor Intelligence; Henley & Partners' BRICS Wealth Report 2024; Team analysis

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Nonmetallic Packaging Market Overview

KSA Nonmetallic Packaging market snapshot

$649MM

6.2% CAGR[1]

2024 KSA market size for opportunities in today's workshop

Six opportunities to be discussed today

1. Rigid barrier
2. Plastic crates
3. Intermediate bulk containers
4. Plastic corrugated boxes
5. Stand up pouches
6. Spunbond bags

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1. 5-year forecasted KSA CAGR (2024-2029)

Rigid Barrier

Nonmetallic Business Opportunity

Presenter: Quds Al Hunidi

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Opportunity profile – Rigid Barrier packaging

1

KSA needing Rigid Barriers to meet current consumer goods expansion

Lidded boxes

Rigid containers

Bottles & jugs

2

Rigid Barrier market is sizeable with forecasted continued growth

$215MM – Estimated 2024 KSA market size

5% – Forecasted 5-year CAGR

3

Attractive investment opportunities in the Rigid Barrier value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Loans and financing
- Tender prioritization
- Skilled labor

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Source: Future markets; Expert interviews; Team analysis

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Potential Rigid Barrier localization categories

Non-exhaustive

Lidded boxes

Rigid containers

Bottles & jugs

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	Lidded boxes	Rigid containers	Bottles & jugs
Application	• Food tubs • Personal care products • Automotive consumables	• Transport for E-commerce • Equipment storage • Consumer goods packaging	• Personal care and beauty • Household products • Pharmaceuticals packaging

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Source: Team analysis

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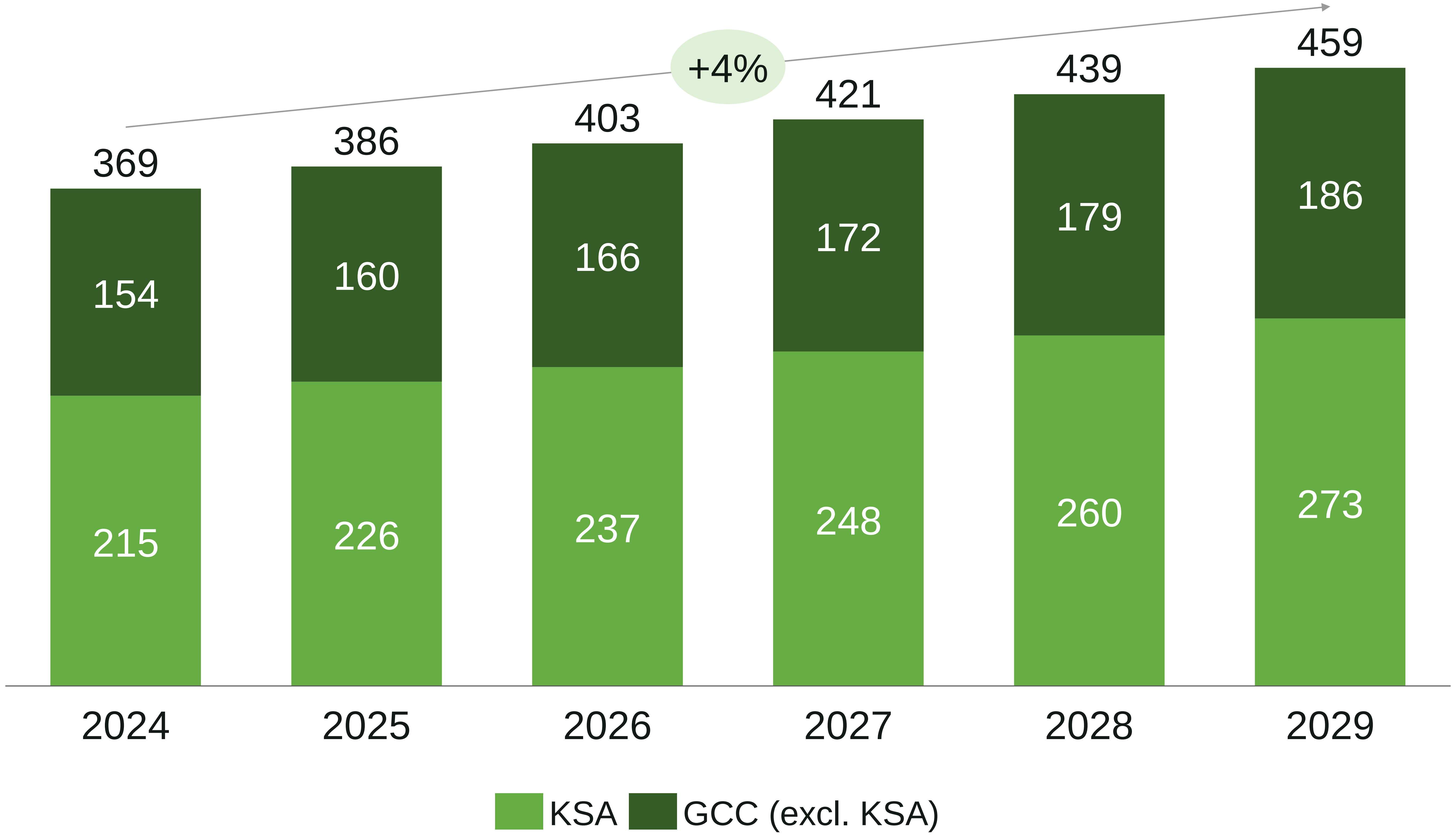
Rigid Barrier demand, customers, and drivers

Forecasted KSA and other GCC Rigid Barrier market 2024-2029 ($MM)



Typical Rigid barrier customers in KSA

- Food & beverage companies
- Retail & e-commerce
- Automotive consumables

Key KSA demand drivers

- Economic & demographic: Increasing wealth in Saudi Arabia is fueling rigid barrier demand for consumer goods products
- E-commerce expansion: Online shopping surge requiring reliable transport packaging
- Premiumization: Spending on luxury and high-quality products is driving demand for premium protective packaging

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Source: Euromonitor; Global business outlook; Future markets; Expert interviews; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	Rigid barriers customers[1]	Lifecycle management
Local saturation	Multiple players	Few players	Food & beverage Retail & e-commerce Automotive consumables	Multiple players
Current KSA value chain	Key input locally available: • PP • HDPE	Localize production of: • Rigid barrier packaging		Recycling facility establishment backed by PIF ongoing
Key success factors		Opportunity		
Technology		Extrusion lines		
Labor		Operators		

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1. Non-exhaustive

Note: PP = Polypropylene; HDPE = High density polyethylene; PIF = Public Investment Fund

Source: Team analysis

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Investment opportunity and enablers

Example KSA enablers to drive success

Low-cost setup loans: SIDF offers favorable interest-rate loans, covering up to 75% of setup costs, facilitating KSA investment

Market privileges: Priority in government tenders and a 10% price preference for locally manufactured packaging solutions

Labor upskilling support: Qualified talent pool for plastic manufacturing from HIPF and NITI graduates, with HRDF subsidies for on-the-job training

Where is the opportunity

Manufacturing

Localize manufacturing of plastic rigid barrier packaging

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Note: HRDF = Human resources development fund; SIDF = Saudi Industrial Development Fund; NITI = National industrial training institute
Source: SIDF; NITI; HRDF; Local Content & Government procurement authority; Team analysis

Plastic crates

Nonmetallic Business Opportunity

Presenter: Quds Al Hunidi

Opportunity profile – Plastic crates

1

Plastic crates increasingly important as KSA retail sector grows

Types

Retail

Warehousing

2

GCC Plastic crates market expecting strong growth to 2024

$25MM – Estimated 2024 KSA market size

7% – Forecasted 5-year CAGR

3

Attractive investment opportunities across the Plastic crates value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Localization subsidies and loans
- Commercial & technical consultation
- Local procurement privileges

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Source: Fortune Business insight; SIDF; General Authority of Zakat & Tax; Local Content & Government procurement authority; Team analysis

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Potential Plastic crates localization categories

Retail

Warehousing

Applications

Retail
- In-store display crates
- Backroom storage
- Home delivery

Warehousing
- Palletized bulk storage
- Picking and sorting
- Returnable transit crates

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Source: Team analysis

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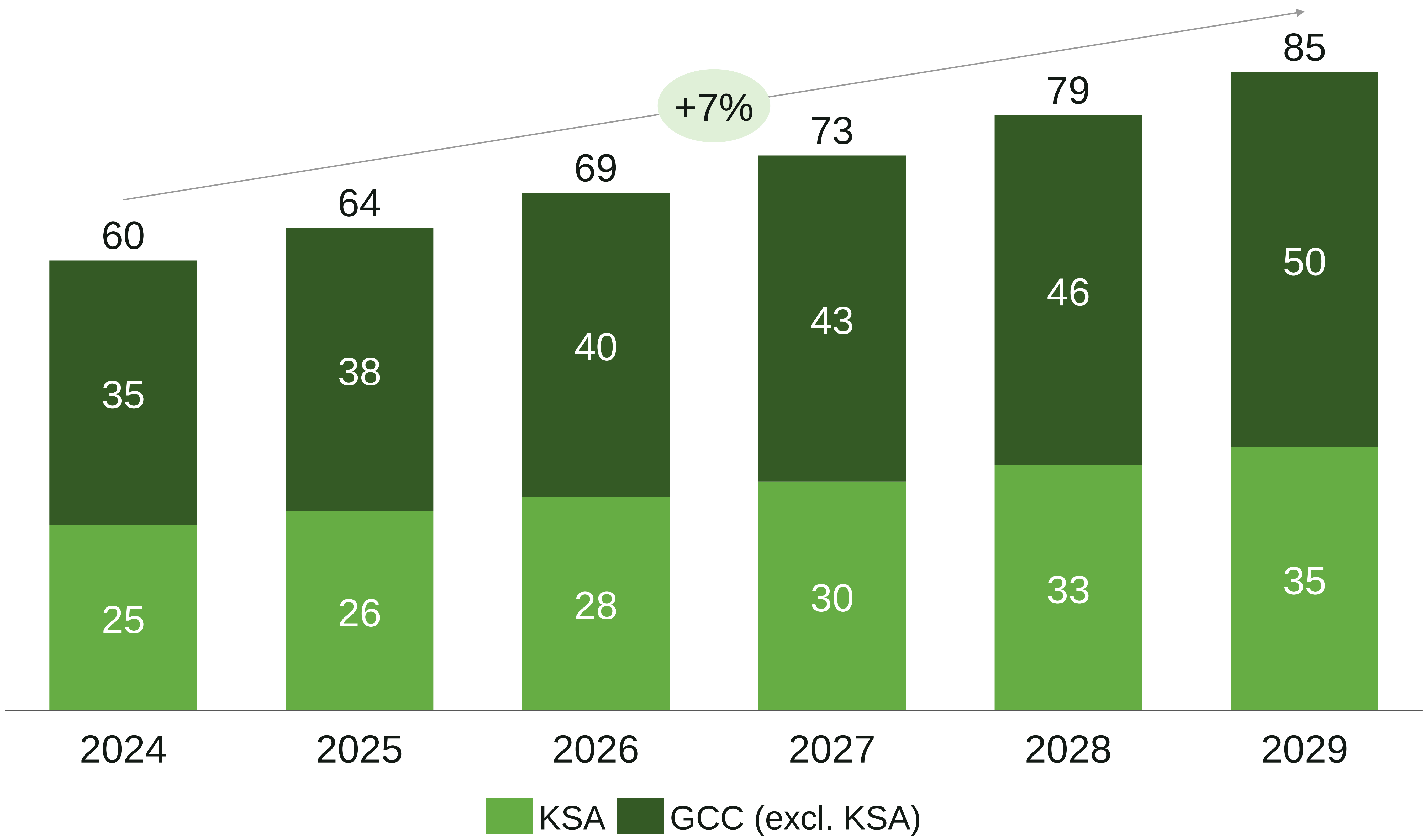
Plastic crates demand, customers, and drivers

Forecasted KSA and other GCC Plastic crates market 2024-2029 ($MM)



Plastic crates customers in KSA

- Distribution centers
- E-commerce players
- Department stores

Key KSA demand drivers

- E-commerce expansion: Surge in online shopping driving need for fulfillment and last-mile delivery
- Logistics hubs: Projects like Riyadh integrated logistics zone requiring efficient warehousing solutions

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Driving Prosperity

Source: Fortune Business insight; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	Plastic crates customers[1]	Lifecycle management
Local saturation	Multiple players	Few players	Distribution centers E-commerce players Department stores	Multiple players
Current KSA value chain	Key input locally available: • PP • HDPE	Manufacture: • Retail crates • Warehousing crates		Recycling facility establishment backed by PIF ongoing
Key success factors		Opportunity		
Technology		Molding, compounding, assembly equipment		
Labor		Skilled technicians and specialists available		

KSA National training center available

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Note: PP = Polypropylene; HDPE = High density polyethylene; PIF = Public Investment Fund
Source: Fortune business insight; Expert interviews; Team analysis

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Investment opportunity and enablers

Example KSA enablers to drive success

Financial support: Favorable loans for setting up packaging factories and working capital from entities like SIDF and Monsha'at

Geographical accessibility: Strategic location enables exports to neighboring markets, with available tax exemptions

Research and consultation: Commercial and technical research support from entities such as SEDA

Market privileges: Priority in government tenders and a 10% price preference for locally manufactured packaging solutions

Where is the opportunity

Manufacturing & Assembly

Establish manufacturing and assembly of plastic crates

Driving Prosperity

Note: SIDF = Saudi Industrial Development Fund; SEDA = Saudi Export Development Authority; KACST = King Abdulaziz City for Science and Technology
Source: SIDF; Monsha'at; HRDF; General Authority of Zakat & Tax; Local Content & Government procurement authority; Team analysis

Intermediate Bulk Containers (IBC)

Nonmetallic Business Opportunity

Presenter: Quds Al Hunidi

Opportunity profile – Intermediate bulk containers (IBC)

1

KSA in high need of IBC for growing industrial manufacturing sector

Types

Bottom-discharge

Top-discharge

2

IBC is a sizeable market with steady growth expected in coming years

$122MM — Estimated 2024 KSA market size

4% — Forecasted KSA 5-year CAGR

3

Attractive investment opportunities in the IBC value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Financial setup loans
- Labor upskilling support
- Geographical advantage

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Source: Data bridge market research; Grand view research; Expert interviews; Team analysis

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Potential Intermediate bulk containers localization categories

Top-discharge

Bottom-discharge

Applications	Top-discharge	Bottom-discharge
	• Powders & granules • High-viscosity liquids • Pharmaceutical compounds	• Fertilizers and pesticides • Liquid crude oil derivatives • Liquid food ingredients

Driving Prosperity

Source: Team analysis

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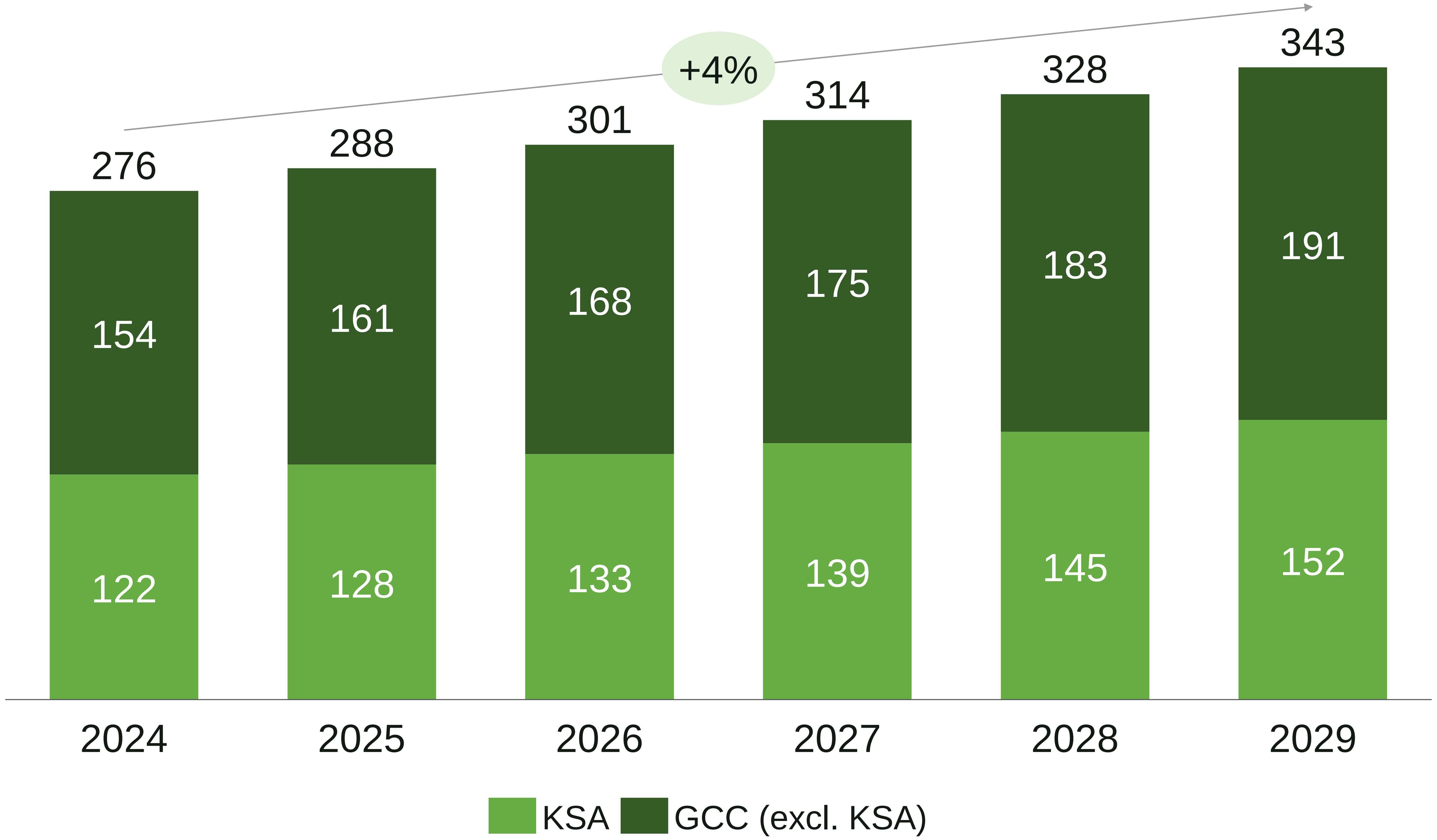
Intermediate bulk containers demand, customers, and drivers

Forecasted KSA and rest of GCC IBC market 2024-2029 ($MM)



Typical IBC customers in KSA

- Food & beverage companies
- Agricultural suppliers
- Chemical producers

Key KSA demand drivers

- Growing local food and agriculture: Continued growth in locally produced food and agriculture in coming years boosting IBC demand
- Logistics expansion: KSA's growing role as a logistics hub for exports is driving demand for efficient IBC solutions for bulk transportation

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Driving Prosperity

Source: Saudi agriculture; Data bridge market research; Grand view research; Expert interviews; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	IBC customers[1]	Lifecycle management
Local saturation	Multiple players	Few players		Multiple players
Current KSA value chain	Key input locally available: • PP • HDPE • EPDM	Establish production for: • Top-discharge IBC • Bottom-discharge IBC	Food & beverage companies Agricultural suppliers Chemical producers	Recycling facility establishment backed by PIF ongoing
Key success factors		Opportunity		
Technology		Injection and blow molding equipment		
Labor		Operators and assembly technicians		

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Note: PP = Polypropylene; HDPE = High density polyethylene; EPDM = Ethylene Propylene Diene Monomer; PIF = Public Investment Fund
Source: Team analysis

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Investment opportunity and enablers

Non-exhaustive

Key enablers in KSA to drive success

Financial Support: Access to subsidized loans from SABIC's NUSANED program for plant setup, equipment, and feedstock

Workforce Enablers: Specialized training programs by TVTC and HIPF for plastic plant operations and production

Research and consultation: Commercial and technical research support from entities such as SEDA

Geographical accessibility: Strategic location enables exports to neighboring markets, with available tax exemptions

Where is the opportunity

Manufacturing: Localize manufacturing of plastic intermediate bulk containers

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Note: SABIC= Saudi Basic Industries Corporation; KACST = King Abdulaziz City for Science and Technology; TVTC = Technical and Vocational Training Corporation; HIPF = Higher Institute For Plastics Fabrication
Source: Expert interviews; Government websites; Team Analysis

Plastic Corrugated Boxes

Nonmetallic Business Opportunity

Presenter: Mohammed Al Harbi

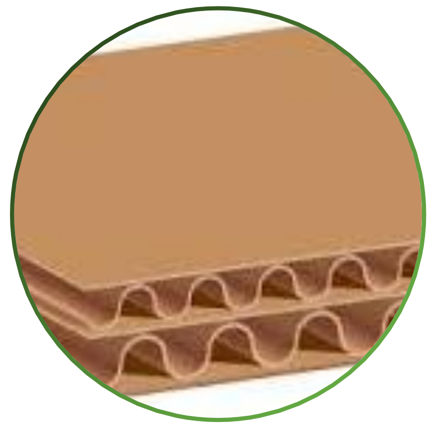
Opportunity profile – Plastic Corrugated Boxes

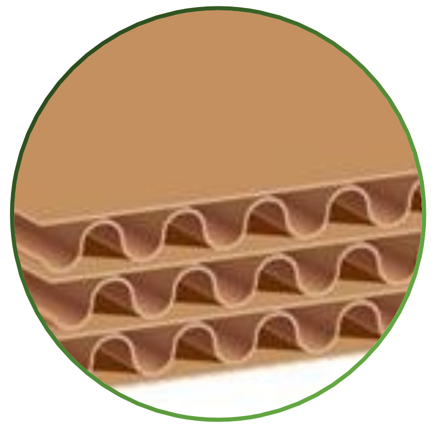
1

Plastic Corrugated Boxes key for growing KSA logistics demand

Types


Single wall


Double wall


Tripple wall

2

Corrugated Boxes market is sizeable with steady forecasted growth

$50MM – Estimated 2024 KSA market size

6% – Forecasted 5-year CAGR

3

Attractive opportunities in Corrugated Boxes value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Affordable land grants
- Labor upskilling support
- Packaging research

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Source: Zion market research; Mordor intelligence; Expert interviews; Team analysis

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Potential Corrugated Boxes localization categories

Single wall	Double wall	Triple wall
		
• Lightweight retail goods • E-commerce	• Food and beverage packaging • Home appliances	• Industrial machinery • Fragile components transportation

Applications

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Source: Team analysis

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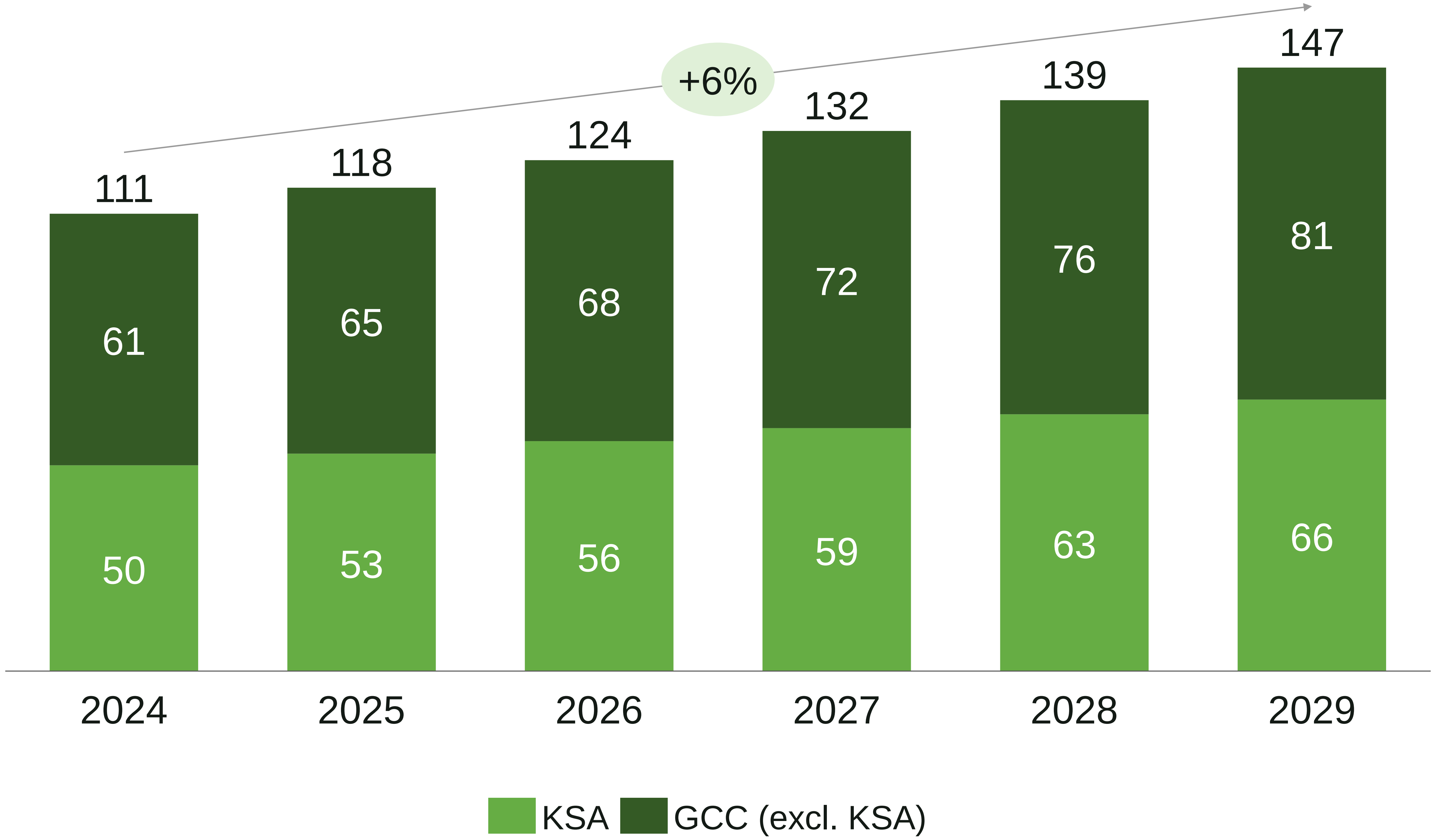
Corrugated Boxes demand, customers, and drivers

Forecasted KSA and GCC Corrugated Boxes market 2024-2029 ($MM)



Example KSA Corrugated boxes users

- E-commerce companies
- Automotive suppliers
- Food and beverage manufacturers

Key KSA demand drivers

- Booming E-commerce Market: Rapid e-commerce growth necessitates cost-effective packaging, as online orders volume increase
- Mega-Projects: Increased demand for durable packaging for industrial transport
- Food and Beverage Sector Growth: Rapidly growing food and beverage production requires secure, food-safe packaging

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Source: Zion market research; Mordor intelligence; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	Corrugated boxes customers[1]	Lifecycle management
Local saturation	Multiple players	Few players	E-commerce companies Automotive suppliers Food and beverage	Multiple players
Current KSA value chain	Local availability in KSA: • PP • PE	Localize manufacturing of: • Plastic corrugated boxes		Recycling facility establishment backed by PIF ongoing
Key success factors		Opportunity		
Technology		Extrusion lines and corrugation machines		
Labor		Production line operators		

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Note: PP = Polypropylene; PE = Polyethylene; PIF = Public Investment Fund
Source: Team analysis

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Investment opportunity and enablers

Example KSA enablers to drive success

Land and infrastructure: Subsidized land and infrastructure in economic zones reduce setup costs and accelerate timeline

Labor upskilling support: Qualified talent pool for plastic manufacturing from NTC graduates, with HRDF subsidies for on-the-job training

National R&D support: Access to applied research on sustainable materials and technologies from leading entities such as HIPF

Where is the opportunity

Manufacturing

Localize manufacturing of plastic corrugated boxes

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Note: HIPF = Higher Institute for Plastics Fabrication; HRDF = Human resources development fund; NITI = National Industrial Training Institute
Source: Saudi packaging centre; Team analysis

Stand Up Pouches

Nonmetallic Business Opportunity

Presenter: Mohammed Al Harbi

Opportunity profile – Stand Up Pouches

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1

High need for Stand Up Pouches to meet increasing

Types

Standard pouch

Aseptic pouch

Retort pouch

2

Stand Up Pouches market with strong growth in coming years

$222MM — Estimated 2024 KSA market size

9% — Forecasted 5-year CAGR

3

Opportunities to expand production in Stand Up Pouches value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Skilled plastic manufacturing labor
- Affordable setup in economic zones
- Leading packaging consultation

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Source: Fortune business insight; Expert interviews; Team analysis

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Potential Stand Up Pouches Localization Categories

Standard pouch

Aseptic pouch

Retort pouch

	Standard pouch	Aseptic pouch	Retort pouch
Applications	• Powdered supplements • Shelf-stable foods • Cleaning products	• Heat sensitive foods • Baby and toddler food • Pharmaceutical drugs	• Heat sterilized foods • Ready-to-eat meals • Pet food

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Note: Non-exhaustive
Source: Team analysis

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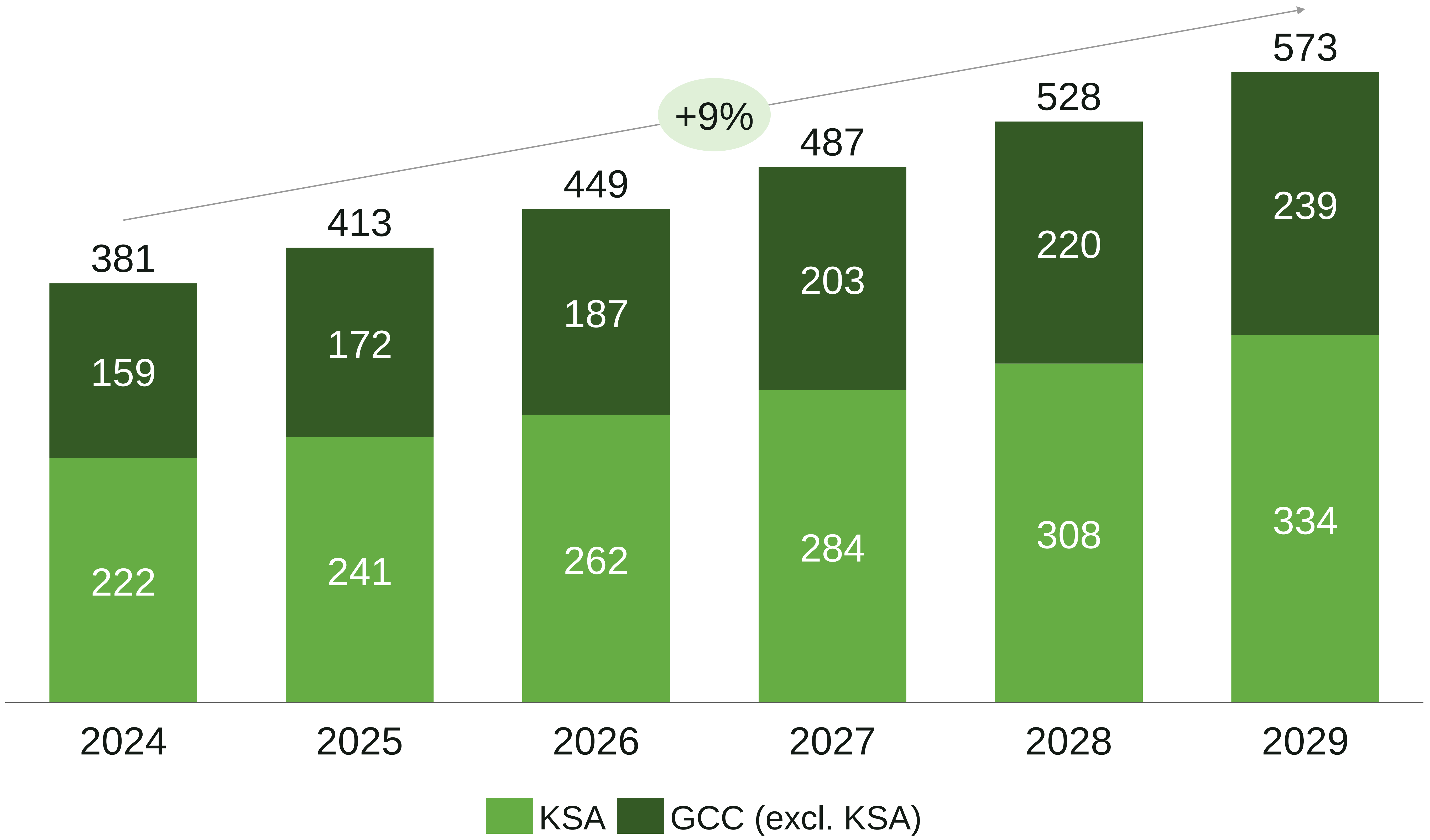
Stand Up Pouches demand, customers, and drivers

Forecasted KSA and GCC Stand Up Pouches market 2024-2029 ($MM)



Stand Up Pouches customers in KSA

- Food manufacturers
- Nutritional supplement producers
- Pharmaceutical companies

Key KSA demand drivers

- Shift away from metal cans: Rising preference for flexible pouches over metal cans due to ease of use, design, and lower environmental impact
- Health awareness: Health-conscious, busy consumers prefer portable pouches for supplements and ready-to-eat foods

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Source: Fortune business insight; Expert interviews; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	Stand up pouches customers[1]	Lifecycle management
Local saturation	Multiple players	Few players	Food manufacturers; Nutritional supplement producers; Pharmaceutical companies	Multiple players
Current KSA value chain	Local availability in KSA: • PP • LDPE • Aluminum	Localize production of: • Standard pouches • Aseptic pouch • Retort pouch		Recycling facility establishment backed by PIF ongoing
Key success factors		Opportunity		
Technology		Extrusion lamination and printing machines		
Labor		Production line operators		

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Note: PP = Polypropylene; LDPE = Low density polyethylene; PIF = Public Investment Fund
Source: Team analysis

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Investment opportunity and enablers

Non-exhaustive

Example KSA enablers to drive success

- Financial Incentives: Access to financial loans such as Kafalah by SIDF for establishing manufacturing plants
- National R&D support: Access to applied research on sustainable materials and technologies from leading entities
- Workforce Development: Fully covered or subsidized training programs by HRDF and SEDA for productions operations
- Land and infrastructure: Subsidized land and infrastructure in economic zones reduce setup costs and accelerate timeline

Where is the opportunity

Manufacturing

Localize manufacturing of plastic stand up pouches

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Notes: SIDF = Saudi Industrial Development Fund; HRDF= Human Resource Development Fund; SEDA= Saudi Export Development Authority
Source: Expert interviews; Government websites; Team Analysis

Spunbond bags

Nonmetallic Business Opportunity

Presenter: Mohammed Al Harbi

Opportunity profile – Spunbond bags

1

KSA in high need of Spunbond bags to realize ongoing O&G expansion

Types

Polypropylene

Polyethylene

2

Spunbond bags is a niche market with steady growth in coming years

$15MM — Estimated 2024 KSA market size

4% — Forecasted 5-year CAGR

3

Attractive investment opportunities for the Spunbond bags value chain

KSA value chain opportunities

Manufacturing

KSA enablers

- Affordable setup in economic zones
- Skilled plastic manufacturing labor
- Access to leading packaging R&D

Source: Valuates reports; Team analysis

Potential Spun Bonded Bags localization categories

Polypropylene

Polyethylene

Applications

	Polypropylene	Polyethylene
Applications	• Retail bags • Seed and plant nursery bags • Medical disposal bags	• Fresh produce bags • Soil and compost bags • Lightweight freight bags

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Source: Team analysis

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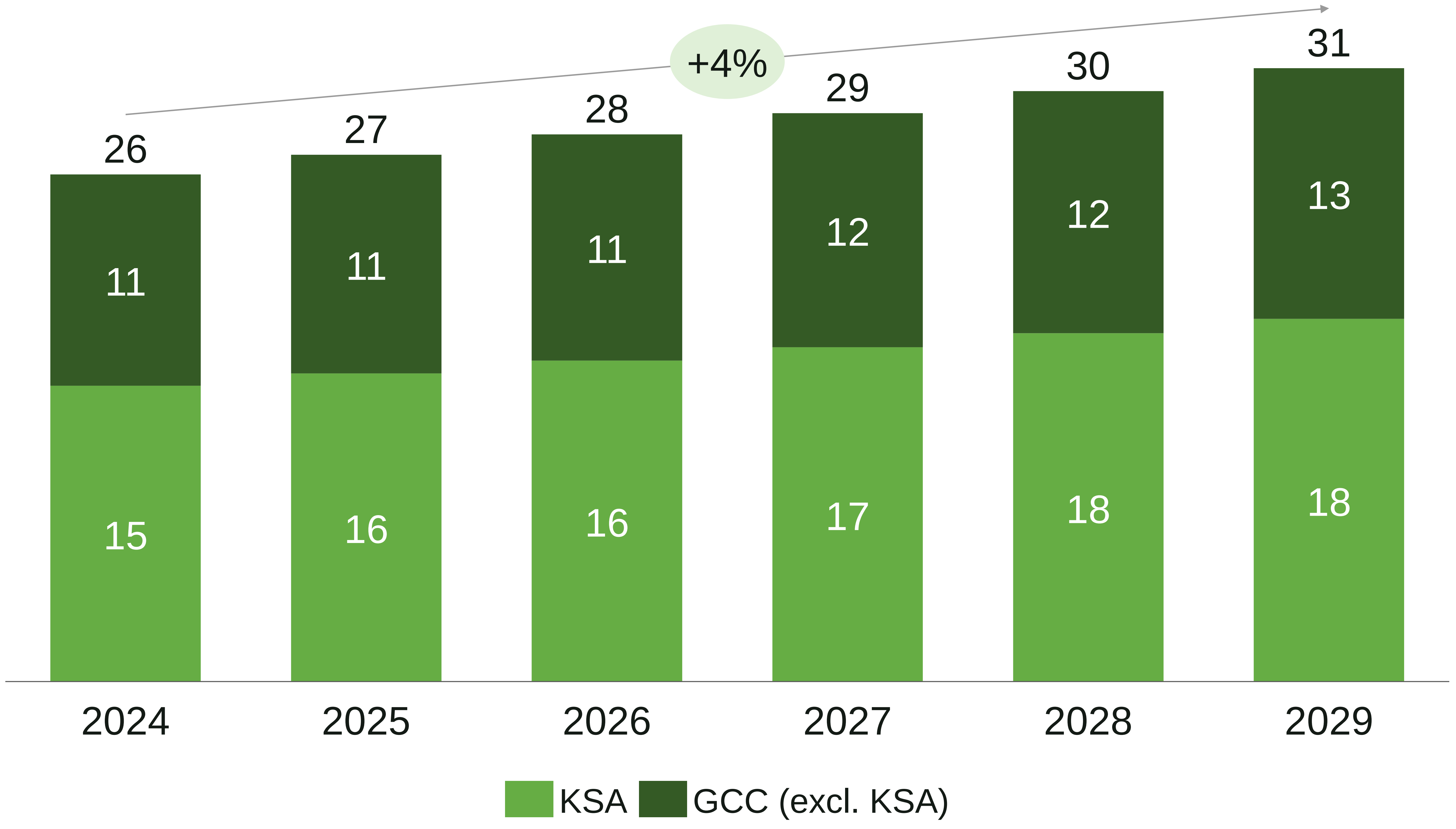
Spunbond bags demand, customers, and drivers

Forecasted KSA and rest of GCC Spunbond bags market 2024-2029 ($MM)



Typical KSA Spunbond bags customers

- Retailers and supermarkets
- Agriculture companies
- Industrial and construction suppliers

Key KSA demand drivers

- Growing local food and agriculture: Continued growth in locally produced agriculture in coming years driving continued demand for spunbond bags
- Food and Beverage Sector Growth: Rapidly growing food and beverage production requires reliable spunbond bags

Driving Prosperity

Source: Saudi agriculture; Valuates reports; Team analysis

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Value chain and key localization opportunities

	Raw material	Manufacturing & Assembly	Stand up pouches customers[1]	Lifecycle management
Local saturation	Multiple players	Few players	Retailers and supermarkets Agriculture companies Industrial and construction suppliers	Multiple players
Current KSA value chain	Local availability in KSA: • PP • PE	Localize production of: • PP spunbond bags • PE spunbond bags		Recycling facility establishment backed by PIF ongoing
Key success factors		Opportunity		
Technology		Filament extrusion, lamination and cutting machines		
Labor		Production line operators		

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1. Non-exhaustive

Note: PP = Polypropylene; PE = Polyethylene; PIF = Public Investment Fund

Source: Team analysis

Investment opportunity and enablers

Non-exhaustive

Example KSA enablers to drive success

Geographical accessibility: Strategic location enables exports to neighboring markets, with available tax exemptions

Land and infrastructure: Subsidized land and infrastructure in economic zones reduce setup costs and accelerate timeline

National R&D support: Access to applied research on sustainable materials and technologies from leading entities

Workforce Development: Fully covered or subsidized training programs by HRDF and SEDA for productions operations

Where is the opportunity

Manufacturing

Localize manufacturing of spunbond bags

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Notes HRDF= Human Resource Development Fund; SEDA = Saudi Export Development Authority
Source: Expert interviews; Govt websites; Team Analysis

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Please direct Business Opportunities inquiries below:

We invite you to engage with us and send us your Expression of Interest by scanning the QR code or visiting:

Website: https://iktva.sa/english/opportunities/opportunity-submission-form

Email: local-content@Aramco.com

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Thank You

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