aramco iktva Forum & Exhibition 2025

# Drilling

*Casing & Tubing Workshop*

## Business Opportunities

13th January 2025

Casing & Tubing Workshop

Catalyzing Supply Chains

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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# 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
- 210 Business Opportunities
- $28 bn Annual Market Size

### Anchor Projects

- IMI
- SPARK
- Tuwaiq

6 Anchor projects

### Local Workforce Development

- 16 National Training Centers
- 90+ Programs

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

# 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

# Tubular Market Overview

## KSA tubular market snapshot

**$727MM**

*16% CAGR[1]*

2024 KSA market size for opportunities in today's workshop

## Seven opportunities to be discussed today

1. Downhole Nonmetallic Casing
2. Downhole Nonmetallic Tubing
3. OCTG Tubing
4. CRA OCTG
5. CRA OCTG Accessories
6. ERW Tubular Products
7. Drill Pipe





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

# 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*

# Downhole Nonmetallic Casing (RTR)

*Mohammad Dawood*

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# Opportunity profile – Downhole Nonmetallic Casing (RTR)

1

KSA in high need of NM Casing to realize ongoing O&G expansion

**Key specifications**

| | |
|---|---|
| Sizes | 7", 9-5/8", 13-3/8", 18-5/8"+ |
| Pressure range | 500 – 5,000 PSI |
| Temp. range | 150 – 250 F |

2

NM Casing is a high growth market, KSA has the largest regional share

**6** Estimated 2024 KSA market size ($MM)

**145%** Forecasted 5-year CAGR

3

Attractive investment opportunities for the NM Casing value chain

**KSA value chain opportunities**

R&D | Raw Materials | OEM Mfg. | Lifecycle Mgmt.

**KSA enablers**

- Preference for local manufacturing supporting local content goals
- Saudization and tax benefits in special economic zones
- Favorable labor and utilities rates
- Competitive taxes

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**Catalyzing Supply Chains**

Note: $MM = USD Millions
Source: Aramco; Press releases; Team analysis

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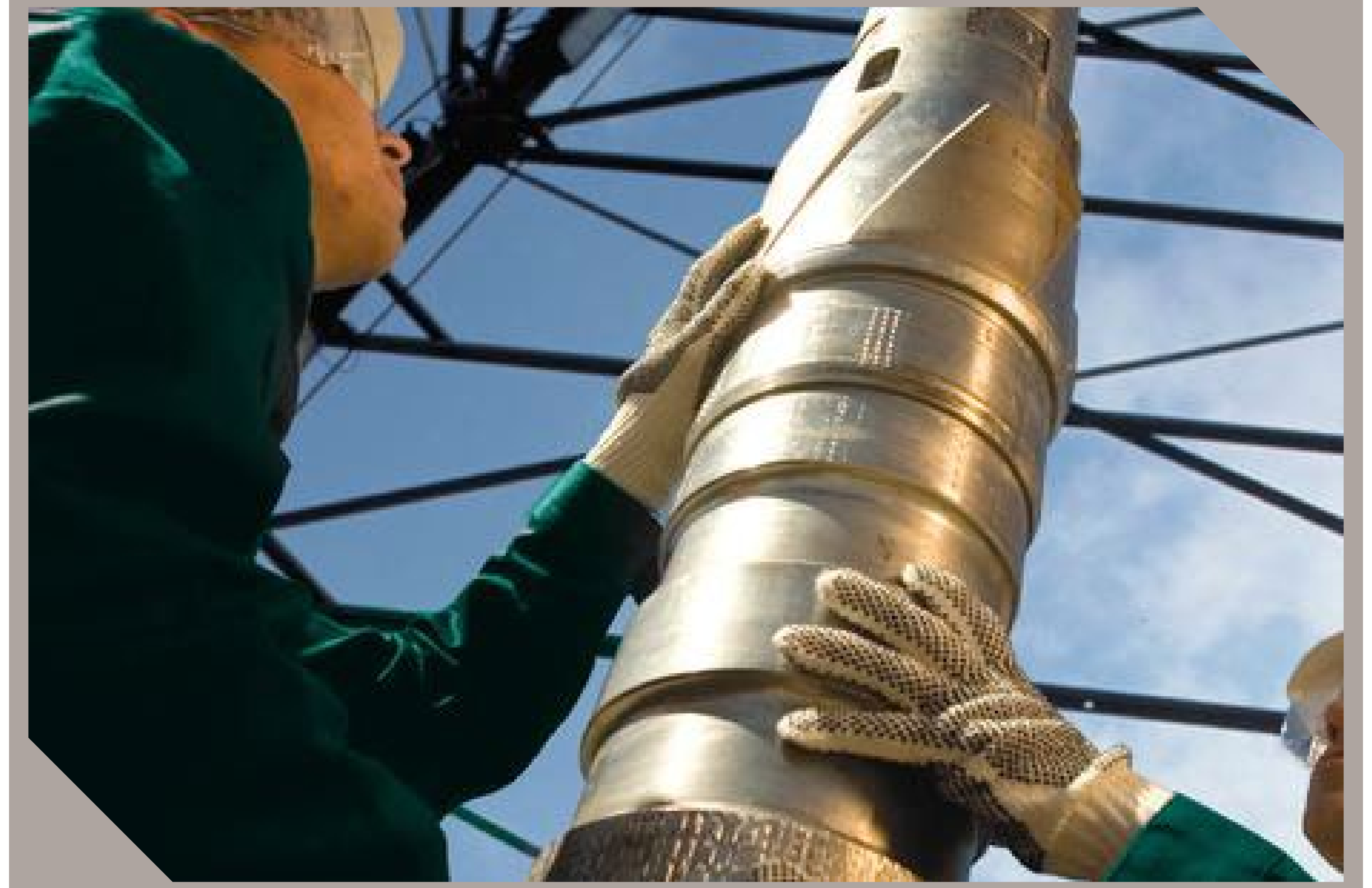
# Downhole Nonmetallic Casing Technical Overview

| Sizes | Pressure Range | Temperature Range |
|---|---|---|
|  |  |  |
| 7", 9-5/8", 13-3/8", 18-5/8"+ | 500 – 5,000 PSI | 150 – 250 F |

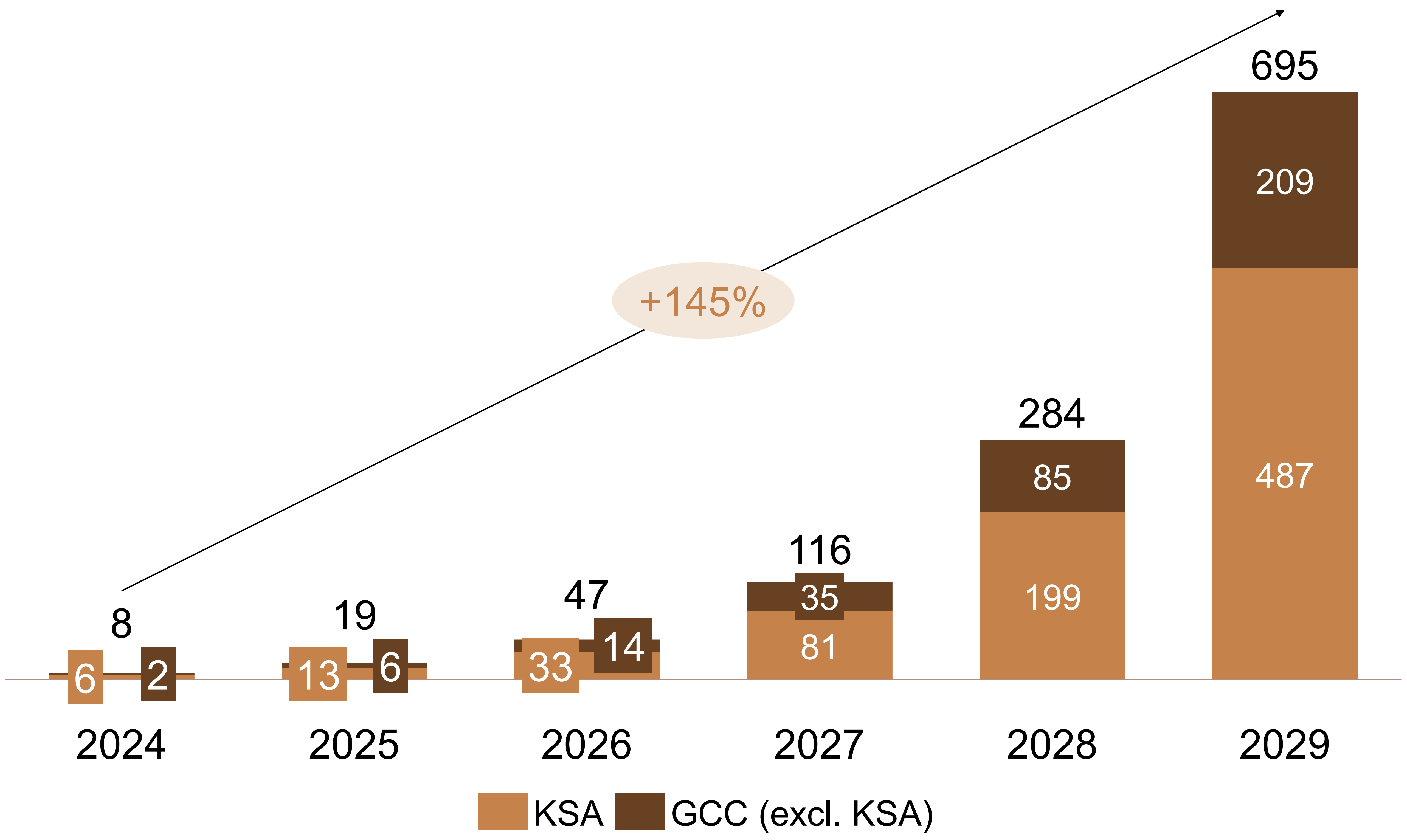


**Catalyzing Supply Chains**

Aramco material number: 1. 6000015141
Source: Aramco; Press releases; Team analysis

# Downhole Nonmetallic Casing demand, customers, and drivers

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




## Typical NM Casing customers in KSA

- Oil producers
- Water providers

## Key KSA demand drivers

- Rise in upstream activity and growth in water activities: Bolstered upstream and water well activities require additional downhole NM tubing
- Demand for metallic corrosion-free systems: Shift towards corrosion-free systems leads to rapid adoption of RTR and RTP products

**Catalyzing Supply Chains**

Note: $MM = USD Millions; RTR = Reinforced Thermosetting Resin; RTP = Reinforced Thermoplastic Pipe
Source: Aramco; Press releases; Team analysis

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# Value chain and key localization opportunities

| | R&D | Raw Material | OEM Manufacturing | Lifecycle Mgmt. |
|---|---|---|---|---|
| Local saturation | Few players | Few players | Few players | Few players |
| Current KSA value chain | • Conduct downhole nonmetallic casing R&D for local needs | • Manufacture PTFE and composite fibers | • Manufacture downhole nonmetallic casings | • Establish service hub for nonmetallic casing maintenance |
| | Opportunity | Opportunity | Opportunity | Opportunity |
| **Key success factors** | | | | |
| Technology | Prototyping tools and testing equipment available | Molding & fiber spinning equipment available | Specialized molding, lay-up and bonding equipment available for import | UDT equipment available |
| Labor | Mechanical engineers, materials scientists available | Materials scientists and composite technicians available | Molding technicians & extrusion operators available | Field engineers, technicians available |

**Catalyzing Supply Chains**

Note: PTFE = Polytetrafluoroethylene; UDT = Ultrasonic and Radiographic Testing
Source: Aramco; Press releases; Team analysis



# Downhole Nonmetallic Tubing (RTP)

*Mohammad Dawood*

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# Opportunity profile – Downhole Nonmetallic Tubing (RTP)

1

KSA in high need of NM Tubing to realize ongoing O&G expansion

**Key specifications**

| | |
|---|---|
| Sizes | 2-3/8“ to 5-1/2" |
| Pressure range | 1,500 – 5,000 PSI |
| Temp. range | 150 – 250 F |

2

NM Tubing is a rapid growth market, KSA has the largest regional share

**12** Estimated 2024 KSA market size ($MM)

**36%** Forecasted 5-year CAGR

3

Attractive investment opportunities for the NM Tubing value chain

**KSA value chain opportunities**

R&D | Raw Materials | OEM Mfg. | Lifecycle Mgmt.

**KSA enablers**

- Preference for local manufacturing supporting local content goals
- Saudization and tax benefits in special economic zones
- Favorable labor and utilities rates
- Competitive taxes

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**Catalyzing Supply Chains**

Note: $MM = USD Millions
Source: Aramco; Press releases; Team analysis

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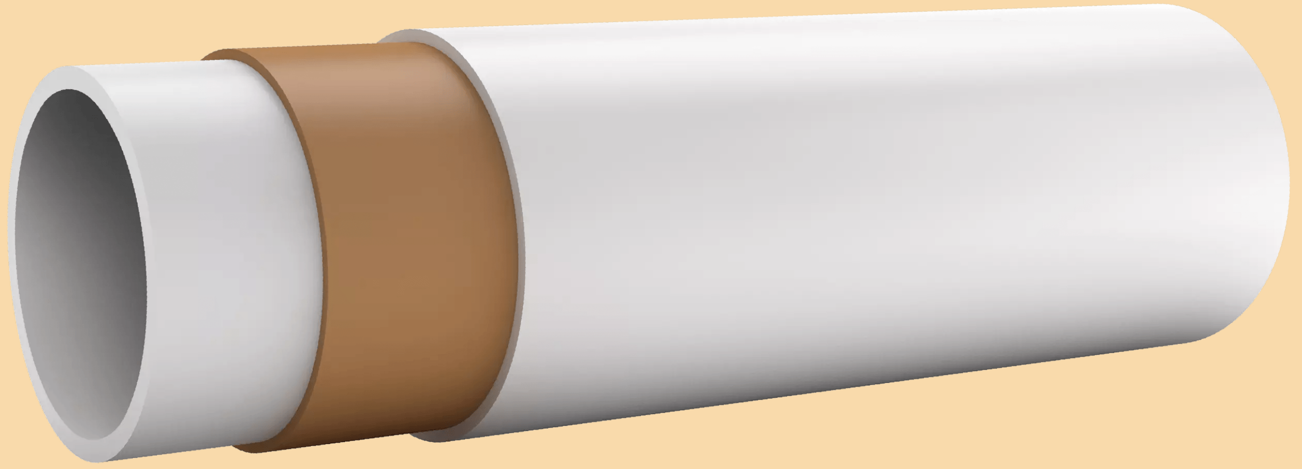
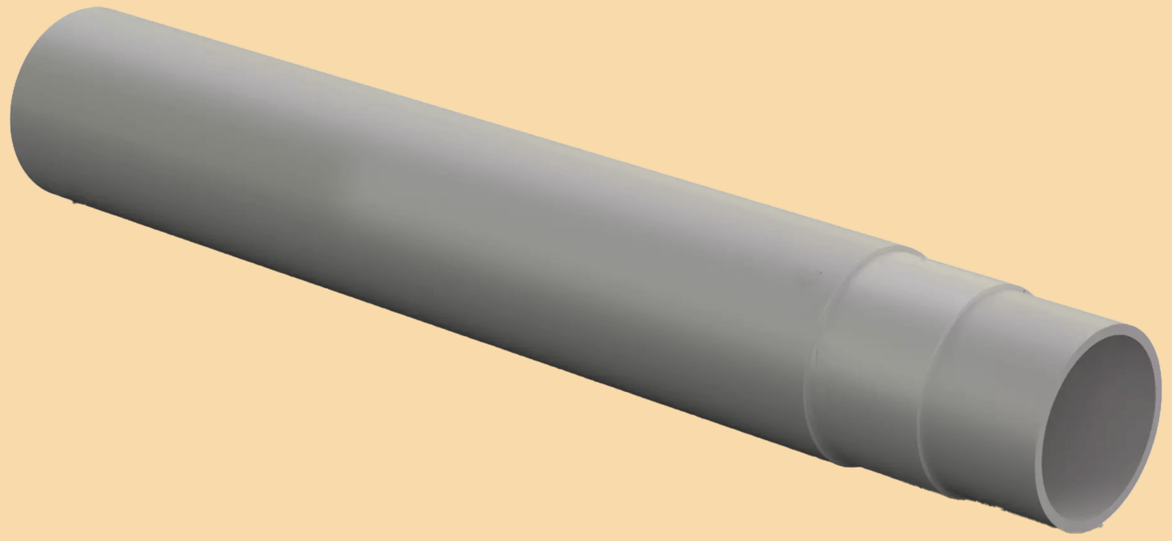
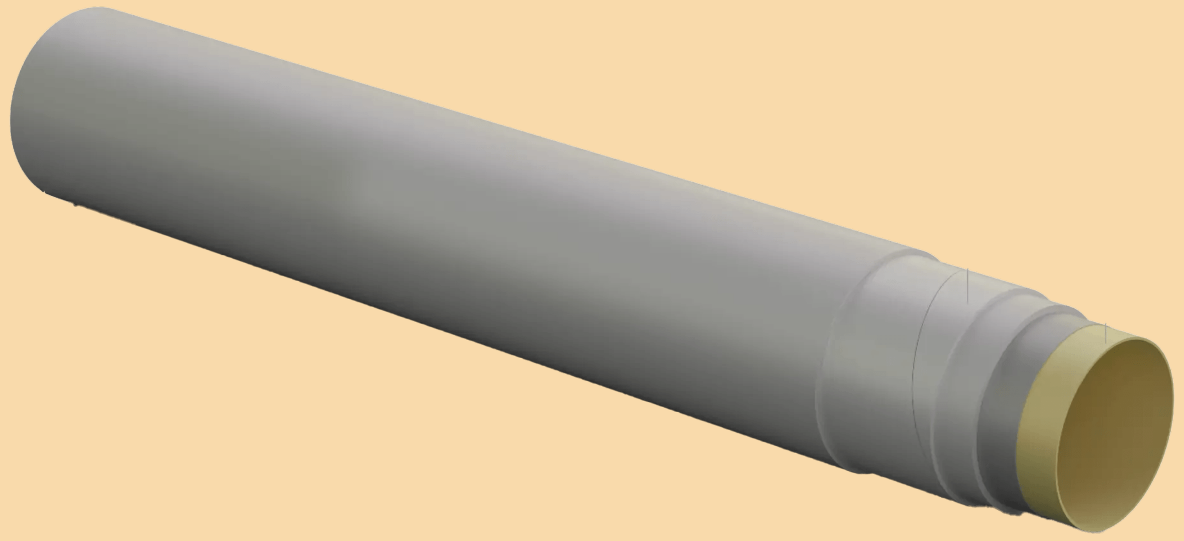
# Downhole Nonmetallic Tubing Technical Overview

| Sizes | Pressure Range | Temperature Range |
|---|---|---|
|  |  |  |
| 2-3/8", 2-7/8", 3-1/2", 4-1/2“, 5”, & 5 1/2” | 1,500 – 5,000 PSI | 150 – 250 F |

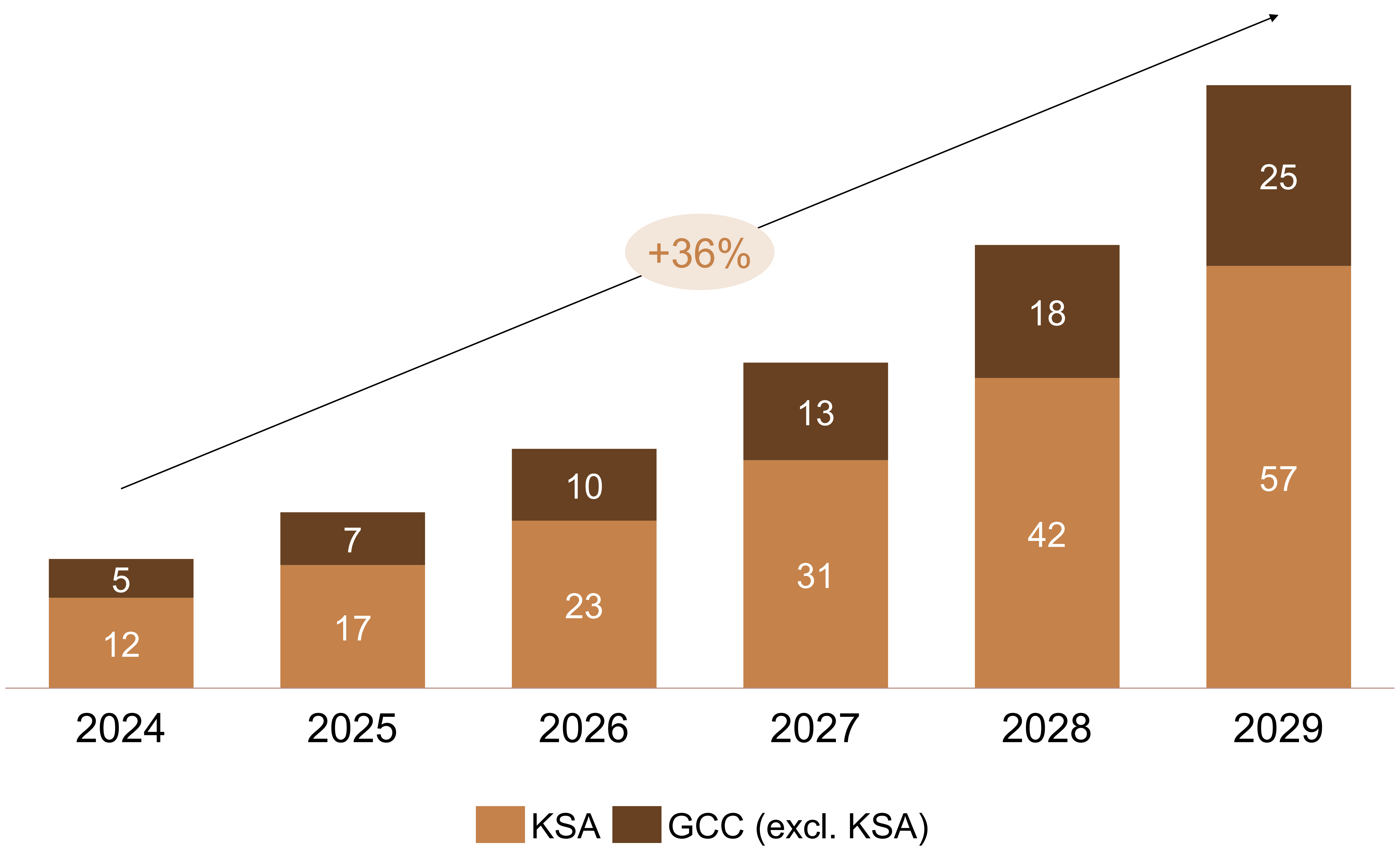


**Catalyzing Supply Chains**

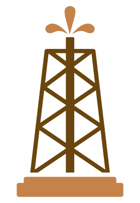
Aramco material number: 1. 6000015141
Source: Aramco; Press releases; Team analysis

# Downhole Nonmetallic Tubing demand, customers, and drivers

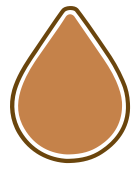
Forecasted KSA and rest of GCC NM Tubing market 2024-2029 ($MM)




## Typical NM Tubing customers in KSA



Oil producers



Water providers

## Key KSA demand drivers

- Rise in upstream activity and growth in water activities: Bolstered upstream and water well activities require additional downhole NM tubing
- Demand for metallic corrosion-free systems: Shift towards corrosion-free systems leads to rapid adoption of RTR and RTP products

**Catalyzing Supply Chains**

Note: $MM = USD Millions; RTR = Reinforced Thermosetting Resin; RTP = Reinforced Thermoplastic Pipe
Source: Aramco; Press releases; Team analysis

# Value chain and key localization opportunities

| | R&D | Raw Material | OEM Manufacturing | Lifecycle Mgmt. |
|---|---|---|---|---|
| Local saturation | Few players | Few players | Few players | Few players |
| Current KSA value chain | • Conduct downhole nonmetallic tubing R&D for local needs | • Manufacture PTFE and composite fibers | • Manufacture downhole nonmetallic tubing | • Establish service hub for nonmetallic tubing maintenance |
| Key success factors | Opportunity | Opportunity | Opportunity | Opportunity |
| Technology | Prototyping tools and polymer processing equipment available | Molding & fiber spinning equipment available | Molding and composite fabrication equipment available for import | UDT equipment available |
| Labor | Mechanical and polymer engineers, technicians available | Materials scientists and composite technicians available | Polymer technicians & extrusion operators available | Field engineers, technicians available |

Catalyzing Supply Chains

Note: PTFE = Polytetrafluoroethylene; UDT = Ultrasonic and Radiographic Testing
Source: Aramco; Press releases; Team analysis

# OCTG Tubing

*Faris Al Khrboush*

# Opportunity profile – OCTG Tubing

1

KSA in high need of OCTG Tubing to realize ongoing O&G expansion

Key specifications

Sizes

2-3/8“ to 5-1/2"

2

OCTG Tubing is a growing market, KSA has the largest regional share

**515** Estimated 2024 KSA market size ($MM)

**7%** Forecasted 5-year CAGR

3

Attractive investment opportunities for the OCTG Tubing value chain

KSA value chain opportunities

R&D | Billet production | Rolling mill | Heat & finishing

KSA enablers

- Preference for local manufacturing supporting local content goals
- Saudization and tax benefits in special economic zones
- Favorable labor and utilities rates
- Competitive taxes





Note: $MM = USD Millions
Source: Aramco; Fortune Business Insights; Press releases; Team analysis

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# OCTG Tubing Technical Overview

| Materials | Sizes | Length |
|---|---|---|
|  |  |  |
| J-55, K-55, N-80, L-80, C-90, R95, T-95, Q125 | 2-3/8”, 2-7/8”, 3-1/2”, 4-1/2", 5-1/2" | Range 2 (~30 feet)<br>Range 3 (~40 feet) |

**Catalyzing Supply Chains**

Aramco material number: 1. 6000003877 API OCTG Tubing, 2. 6000003879 Premium OCTG Tubing
Source: Aramco; Fortune Business Insights; Press releases; Team analysis

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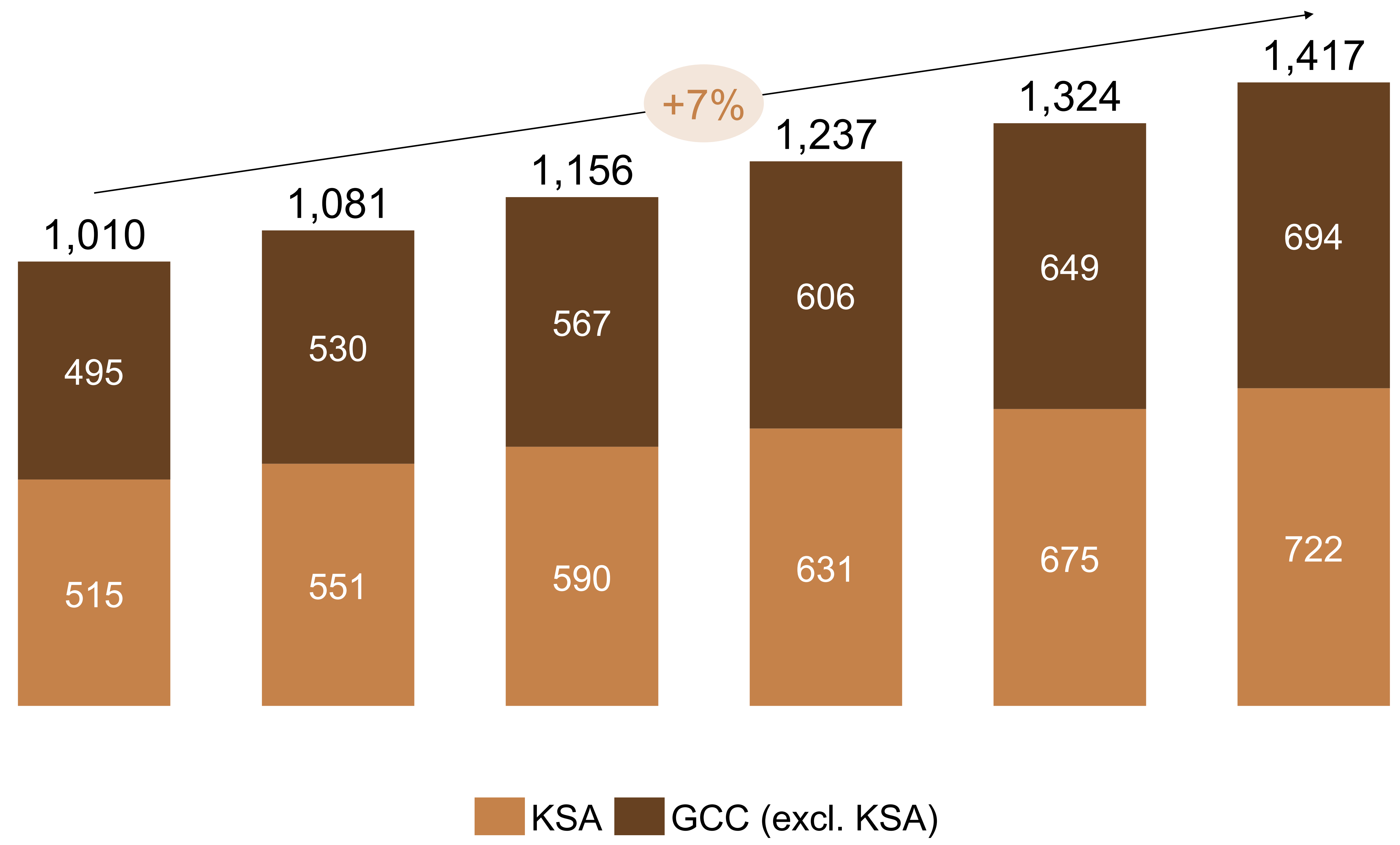
# OCTG Tubing demand, customers, and drivers

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




## OCTG Tubing customers in KSA

Oil producers

Gas producers

## Key KSA demand drivers

- Increase in well depth: Deeper wells requires additional OCTG tubing
- Rise in upstream activity and growth in gas production: Bolstered upstream and gas production activities require additional OCTG tubing

**Catalyzing Supply Chains**

Note: $MM = USD Millions
Source: Aramco; Fortune Business Insights; Press releases; Team analysis

# Value chain and key localization opportunities

| | R&D | Billet production | Rolling Mill | Heat treat & Finishing |
|---|---|---|---|---|
| Local saturation | Few players | Few players | Few players | Few players |
| Current KSA value chain | • Conduct OCTG Tubing R&D for local needs | • Produce high grade steel billets | • Establish rolling mill facility | • Establish heat treatment and finishing facility |
| | Opportunity | Opportunity | Opportunity | Opportunity |
| **Key success factors** | | | | |
| Technology | Prototyping tools, testing equipment available | EAF, Ladle Furnace, and CCM available for import | Piercing, mandrel, sizing mills available for import | Furnaces, threading, and finishing equipment available for import |
| Labor | Mechanical engineers, material scientists available | Metallurgical engineers and technicians available | Mechanical engineers, mill operators available | Process engineers, furnace operators, treatment technicians available |

**Catalyzing Supply Chains**

Note: EAF = Electric Arc Furnace; CCM = Continuous Casting Machine
Source: Aramco; Fortune Business Insights; Press releases; Team analysis

# CRA OCTG

*Abdulaziz Al Yani*

# Opportunity profile – CRA OCTG

1

KSA in high need of CRA OCTG to realize ongoing O&G expansion

**Key specifications**

| | |
|---|---|
| Size | 4-1/2", 7", 9-5/8" |

2

CRA OCTG is a rapid growth market, KSA has the largest regional share

**50** Estimated 2024 KSA market size ($MM)

**4%** Forecasted 5-year CAGR

3

Attractive investment opportunities for the CRA OCTG value chain

**KSA value chain opportunities**

R&D | Processing | Finishing

**KSA enablers**

- Preference for local manufacturing supporting local content goals
- Saudization and tax benefits in special economic zones
- Favorable labor and utilities rates
- Competitive taxes

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Note: $MM = USD Millions
Source: Aramco; Mordor Intelligence; Press releases; Team analysis

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# CRA OCTG Technical Overview

| Material | Size | Length |
|---|---|---|
|  |  |  |
| 13CR, S13CR, UNS N08028, N08535, and N08825 | 4-1/2", 7", 9-5/8" | Range 2 (~30 feet)<br>Range 3 (~40 feet) |

## Accessories

1. Pup joints
2. Couplings
3. Crossovers



**Catalyzing Supply Chains**

Note: Aramco material numbers: 1. 6000007303; 2. 6000007293; 3. 6000007305; 4. 6000007352; 5. 6000007350
Source: Aramco; Mordor Intelligence; Press releases; Team analysis

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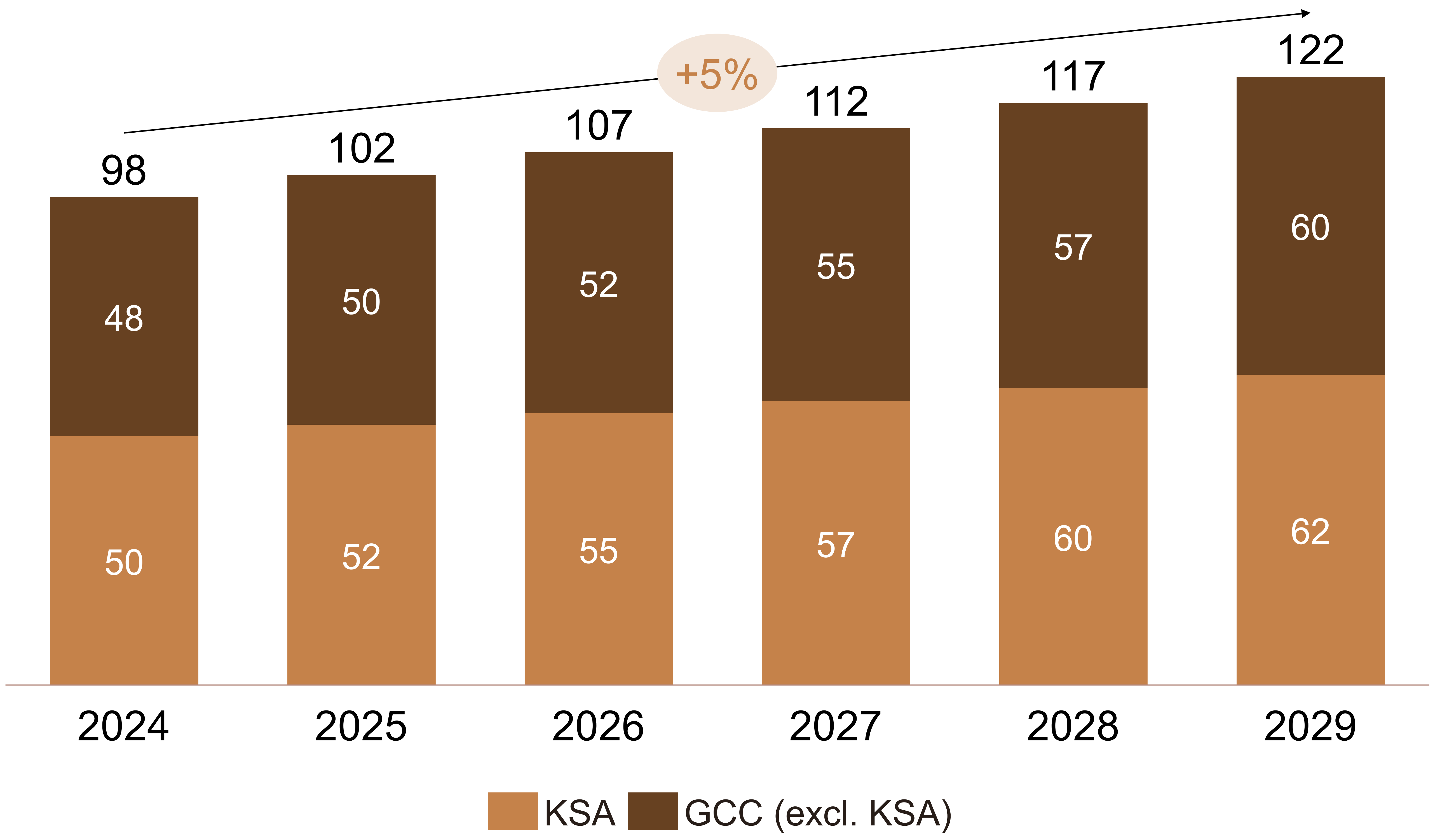
# CRA OCTG demand, customers, and drivers

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




## CRA OCTG customers in KSA

Oil producers

Water providers

## Key KSA demand drivers

- Rise in gas & upstream activities: Rise in gas & upstream activities require further use of coiled tubing
- Abrasive local conditions: High proportion of $H_2S$ and $CO_2$ in KSA O&G fields require robust anti-corrosive systems, particularly for HPHT and deepwater applications



**Catalyzing Supply Chains**

Note: $MM = USD Millions
Source: Aramco; Mordor Intelligence; Press releases; Team analysis

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# Opportunity profile – CRA OCTG Accessories

1

KSA in high need of CRA OCTG to realize ongoing O&G expansion

**Key categories**

Pup Joints

Couplings

Crossovers

2

CRA OCTG is a rapid growth market, KSA has the largest regional share

**5** – Estimated 2024 KSA market size (USD Millions)

**4%** – Forecasted 5-year CAGR

3

Attractive investment opportunities for the CRA OCTG value chain

**KSA enablers**

- Preference for local manufacturing supporting local content goals
- Available financing (SIDF)
- Saudization and service access benefits in industrial parks
- Competitive taxes



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Note: $MM = USD Millions; SIDF = Saudi Industrial Development Fund
Source: Aramco; Mordor Intelligence; Press releases; Team analysis

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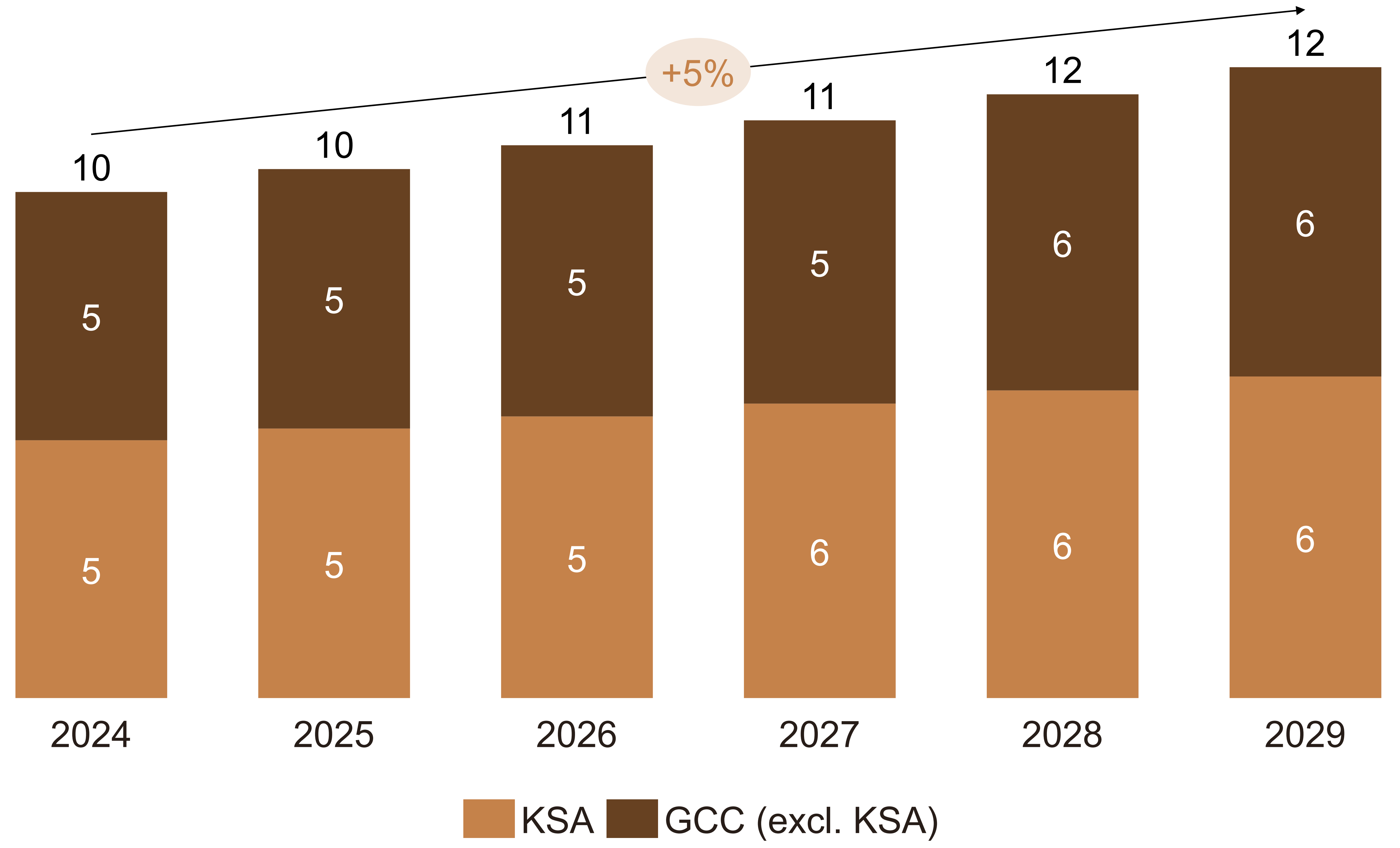
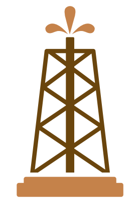
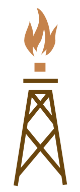
# CRA OCTG Accessories demand, customers, and drivers

Forecasted KSA and rest of GCC CRA OCTG Accessories market 2024-2029 ($MM)




## CRA OCTG accessories customers in KSA


Oil producers


Gas producers

## Key KSA demand drivers

- Rise in gas & upstream activities: Rise in gas & upstream activities require further use of coiled tubing
- Abrasive local conditions: High proportion of $H_2S$ and $CO_2$ in KSA O&G fields require robust anti-corrosive systems, particularly for HPHT and deepwater applications

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Note: $MM = USD Millions
Source: Aramco; Mordor Intelligence; Press releases; Team analysis

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# Value chain and key localization opportunities

| | R&D | Rolling & Processing | Finishing |
|---|---|---|---|
| Local saturation | Few players | Few players | Few players |
| Current KSA value chain | • Conduct CRA OCTG R&D for local needs | • Form seamless pipe through rotary piercing and extrusion | • Conduct finishing services – incl. threading and coupling manufacturing, surface treatments, and NDT |
| | Opportunity | Opportunity | Opportunity |
| **Key success factors** | | | |
| Technology | Material development tools, fatigue testing rigs available | Piercing, mandrel, sizing mills available for import | CNC, coupling machines, & NDT equipment available for import |
| Labor | Mechanical engineers and materials scientists available | Mechanical engineers and materials scientists available | Mechanical engineers & CNC operators available |

**Catalyzing Supply Chains**

Note: EAF = Electric Arc Furnace; CNC = Computer Numerical Control; CRA = Corrosion Resistant Alloy; NDT = Non-Destructive Testing
Source: Aramco; Mordor Intelligence; Press releases; Team analysis

# ERW Tubular Products

*Jasem Al Moyaibed*

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# Opportunity profile – ERW Tubular Products (ERW TP)

1

KSA in high need of Drill Pipes to realize ongoing O&G expansion

**Key specifications**

Size

24"

2

Drill Pipe market is growing, KSA has the largest regional share

**11** Estimated 2024 KSA market size ($MM)

**5%** Forecasted 5-year CAGR

3

Attractive investment opportunities for the Drill Pipe value chain

**KSA value chain opportunities**

R&D

Mfg. Expansion

**KSA enablers**

- Preference for local manufacturing supporting local content goals
- Saudization and tax benefits in special economic zones
- Favorable labor and utilities rates
- Competitive taxes



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Note: $MM = USD Millions; SIDF = Saudi Industrial Development Fund
Source: Aramco; Global Industry Analysts (Inc.); Press releases; Team analysis

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# ERW Tubular Products technical overview

| Size | Grade & Length |
| --- | --- |
|  |  |
| 24" | API 5L<br>Range 3 (~40 feet) |



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Source: Aramco; Global Industry Analysts (Inc.); Press releases; Team analysis

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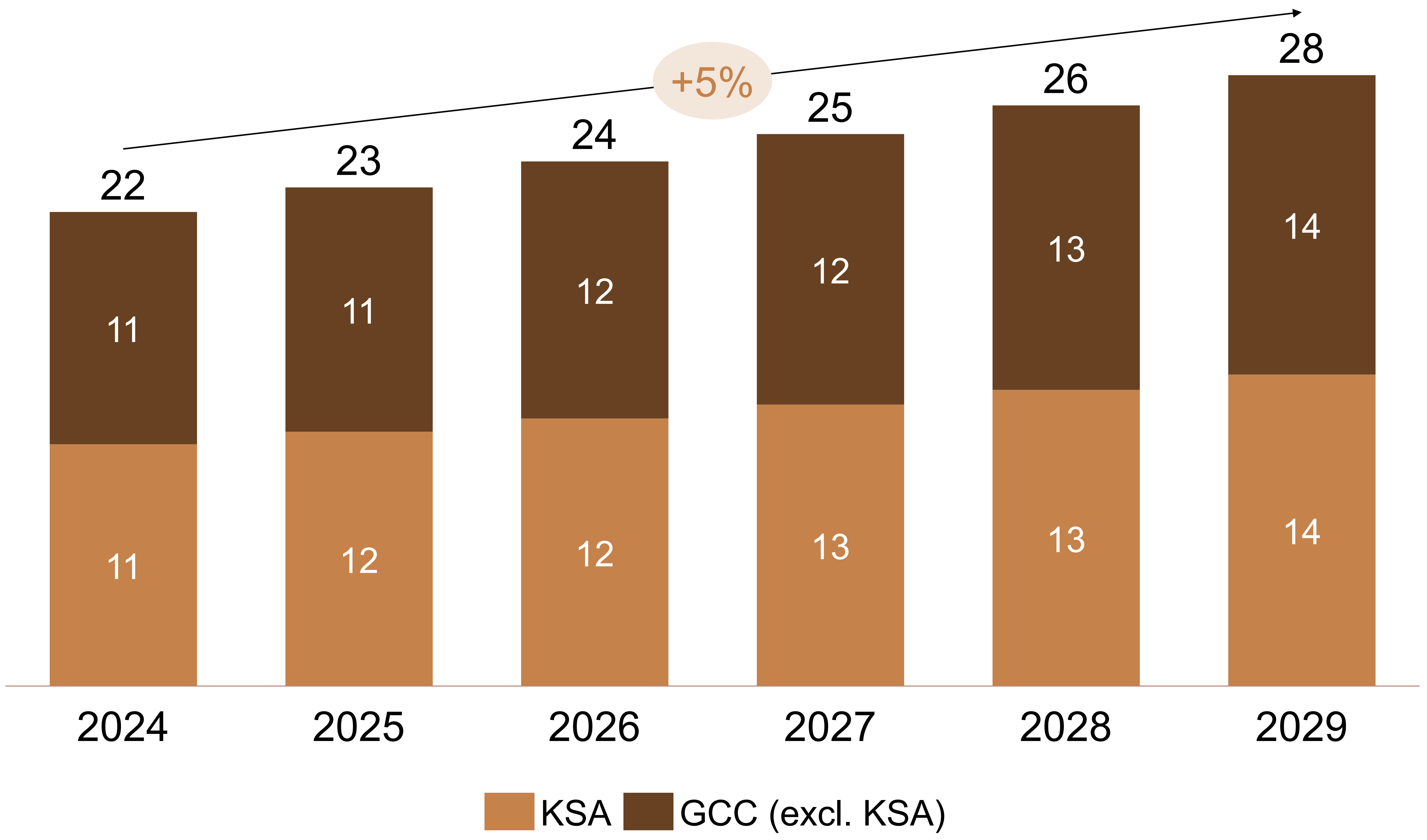
# ERW Tubular Products demand, customers, and drivers

## Forecasted KSA and rest of GCC Drill Pipe market 2024-2029 ($MM)




## Typical ERW TP customers in KSA

- Oil producers
- Gas producers

## Key KSA demand drivers

- Rise in gas & upstream activities: Rise in gas & upstream activities require further use of large ERW pipe
- Increase in offshore drilling: Large ERW pipe needed due to application in expanding offshore drilling operations

Note: $MM = USD Millions

**Catalyzing Supply Chains**

Source: Aramco; Global Industry Analysts (Inc.); Press releases; Team analysis

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# Value chain and key localization opportunities

| | R&D | Manufacturing Expansion | Finishing |
|---|---|---|---|
| Local saturation | Few players | Few players | Many players |
| Current KSA value chain | • Conduct ERW Tubular Products R&D for local needs | • Localized production exists, 24" not available<br>• Expand ERW production to 24" sizes | • Establish finishing line which includes connector welding & threading |
| | Opportunity | Opportunity | |
| **Key success factors** | | | |
| Technology | Metallurgical testing equipment, prototype tools available | Welding machines available for import | Welding & CNC machines available for import |
| Labor | Mechanical engineers, materials scientists available | Production engineers, technicians available | Field service technicians, technicians available |



**Catalyzing Supply Chains**

Note: CNC = Computer Numerical Control
Source: Aramco; Global Industry Analysts (Inc.); Press releases; Team analysis

# Drill Pipe

*Abdulaziz Al Yani*

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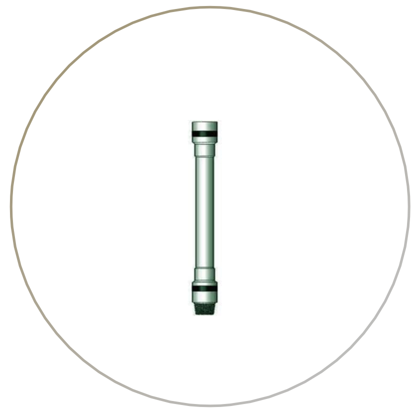
# Opportunity profile – Drill Pipe

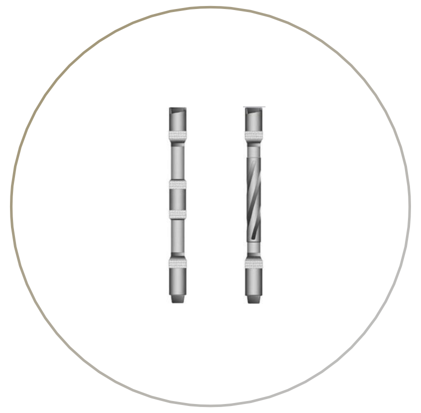
## 1

### KSA in high need of Drill Pipes to realize ongoing O&G expansion

**Key types**



Standard



Heavy Weight

## 2

### Drill Pipe market is growing, KSA has the largest regional share

**38** Estimated 2024 KSA market size ($MM)

**5%** Forecasted 5-year CAGR

## 3

### Attractive investment opportunities for the Drill Pipe value chain

**KSA value chain opportunities**

- R&D
- Ecosystem Mfg.
- OEM Mfg.

**KSA enablers**

- Preference for local manufacturing supporting local content goals
- Saudization and tax benefits in special economic zones
- Favorable labor and utilities rates
- Competitive taxes



**Catalyzing Supply Chains**

Note: Note: $MM = USD Millions; SIDF = Saudi Industrial Development Fund
Source: Aramco; Transparency Market; Press releases; Team analysis

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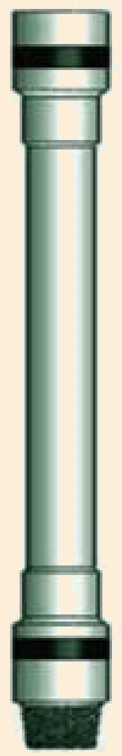
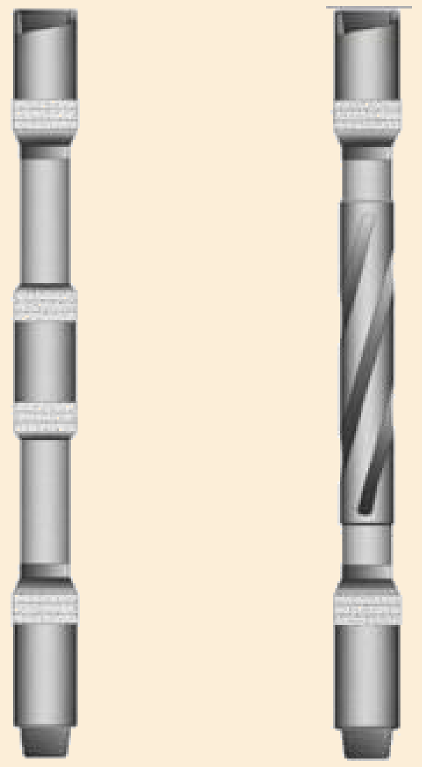
# Drill pipe technical overview

## Standard type



- Long tubular pipes that comprise majority of drill string
- Usually ~31 feet long

## Heavy weight type



- Pipe that adds weight or acts as a transitional piece in drill string (standard or spiral)
- Placed between drill collar and standard drill pipe to reduce fatigue failure





Source: Aramco; Transparency Market; Press releases; Team analysis

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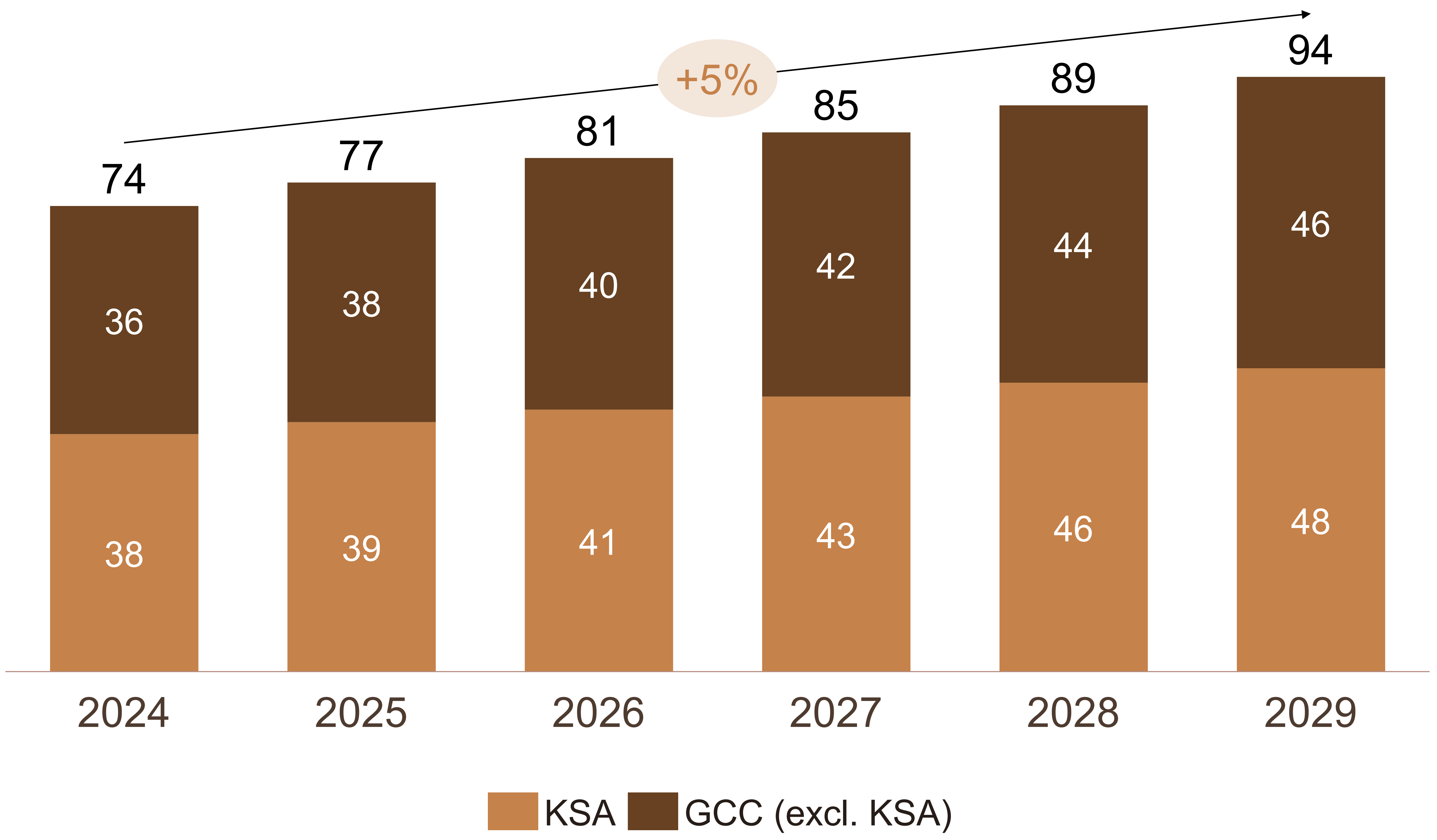
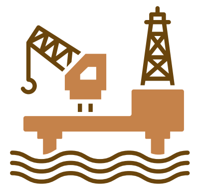
# Drill pipe demand, customers, and drivers

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




## Typical Drill Pipe customers in KSA



Drilling contractors

## Key KSA demand drivers

- Expansion in oil and gas activities: Rise in oil & gas activities require further use of drill pipe
- Increase in well depth and longer laterals: Increase in well depth and longer laterals requires use of additional drill pipe





Source: Aramco; Transparency Market; Press releases; Team analysis

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# Value chain and key localization opportunities

| | R&D | Supplier & Ecosystem Manufacturing | OEM Manufacturing | Lifecycle Mgmt. |
|---|---|---|---|---|
| Local saturation | Few players | Few players | Few players | Many players |
| Current KSA value chain | • Conduct Drill Pipe R&D for local needs | • Produce green pipe for Drill Pipe manufacturing | • Establish pipe mill for Drill Pipe<br>• Conduct upsetting, threading, and testing | • Provide services for Drill Pipe |
| | Opportunity | Opportunity | Opportunity | |
| **Key success factors** | | | | |
| Technology | Metallurgical testing equipment, prototype tools available | Furnaces, threading, and finishing equipment available for import | Hot rolling mill equipment, CNC threading available for import | NDT equipment, re-threading machines available |
| Labor | Mechanical engineers, materials scientists available | Process engineers, furnace operators, treatment technicians available | Production engineers, technicians available | Field service technicians, NDT inspectors available |

**Catalyzing Supply Chains**

Note: CNC = Computer numerical control; NDT = Non-Destructive Testing
Source: Aramco; Transparency Market; Press releases; Team analysis

# 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**