Signature YEARS Loc

-

Corporate Profile

CONTENTS





Products and Services



> Life at SIDF

>> A comprehensive look at the supported national strategies





Overview

50 Years of Enablement and Leadership

بعسون اللمه تعالمي

SIDF was established in 1974. by Royal Decree from His **Majesty King Faisal**



SIDF signed a service level and training agreement with Chase Manhattan in 1974

>>>

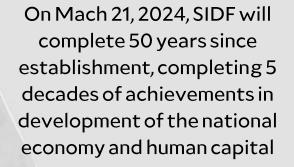
TECHNICAL SERVICES AGREEMENT

Agreement made this 19th day of September 1974, between the SAUDI INDUSTRIAL DEVELOPMENT FUND, a Government corporation organized under the laws of the Kingdom of Saudi Arabia by a Royal Decree dated 26.2.1394 A.H. (hereinafter referred to as the "FUND) and THE CHASE MAN-HATTAN BANK (National Association), a national banking association organized under the laws of the United States of America (hereinafter referred to as "CHASE").

WHEREAS, the Fund is desirous of obtaining certain banking and financial services and Chase is willing to provide such services, or cause them to be provided, on the terms and subject to the conditions hereinafter set forth:

NOW, THEREFORE, in consideration of the convenants and agreements hereinafter set forth, the Fund and Chase hereby agree to the following :

CHAPTER I



عام_ً YEARS



Lim - 1/2

ثانيا _ على كـلمن نافـبارئيــس مجلــــي الــــــيزرا" ، ورزمـر الناليــة والاقتصــاد الوطني تنغيذ مرسوسناهــــذا ءءء







Industrial development fund enabling Saudi Arabia's transformation to become an industrial powerhouse and a global logistics hub



Enhance ecosystem competitiveness and investment attractiveness by providing financial and non-financial offerings

SIDF's Values

SIDF's Values are embodied in:



We work as part of a team to achieve the growth, development and prosperity of our country



Enablement

We enable others to take ownership of the work we do and the outcomes we are trying to achieve together



Client's Success

We support our clients to succeed, as we measure our success by theirs



Reliability

We show reliability in our work and all decisions taken



Development

Development is at the core of our business. It underpins everything we do



SIDF Organizationally Belongs to the Industry & Mining Ecosystem

















National Industrial Development and Logistics Program



هيئةالمساحةالجيولوجيةالسمودية SAUDI GEOLOGICAL SURVEY



الهيئة الملكية للجبيل وينبع Royal Commission for Jubail & Yanbu







SIDF Is Structurally Linked to the National Development Fund



صندوف التنمية الوطني NATIONAL DEVELOPMENT FUND

NDF's vision is to become a global brand of excellence in development finance through integration, alignment, and facilitation of synergies between partners to enable economic transformation in Saudi Arabia



SIDF's Support to Priority Sectors



- > Establishment of new factories
- > Financing emerging projects
- > Financing the expansion of industrial projects

 Raising the efficiency and competitiveness of factories

Providing advisory services

(夕) Energy

- > Financing the construction of sustainable industrial complexes for renewable energy
- Financing and developing local developers in the field of renewable energy production
- Raising the quality of products specialized in solar energy and wind energy, and matching them with local and global demand
- > Financing renewable energy production projects for the industrial, commercial and agricultural sectors

Mining

- Financing mining projects for all types of minerals
- Financing the final stage of exploration operations including drilling and mine processing
- Financing support services companies contributing to the added value and sustainability of the mining sector in the Kingdom

Logistics

- > Port handling services
- > Cargo ship projects
- > Air freight projects
- > Third party logistics
- > Infrastructure of air, land and seaports
- > Rail transport projects



SIDF's Board of Directors













H.E. Mr. Bandar bin Ibrahim Alkhorayef

Chairman Minister of Industry and Mineral Resources

H.E. Eng. Saleh bin Nasser Al-Jasser

Board Member Minister of Transport and Logistics Services

H.E. Dr. Ghassan bin Abdulrahman Al-Shibl

Board Member Advisor to the General Secretariat of the Council of Ministers

Dr. Abdullah bin Abdulrahman Alnamlah

Board Member Minister of Finance Advisor

Mr. Stephen Groff

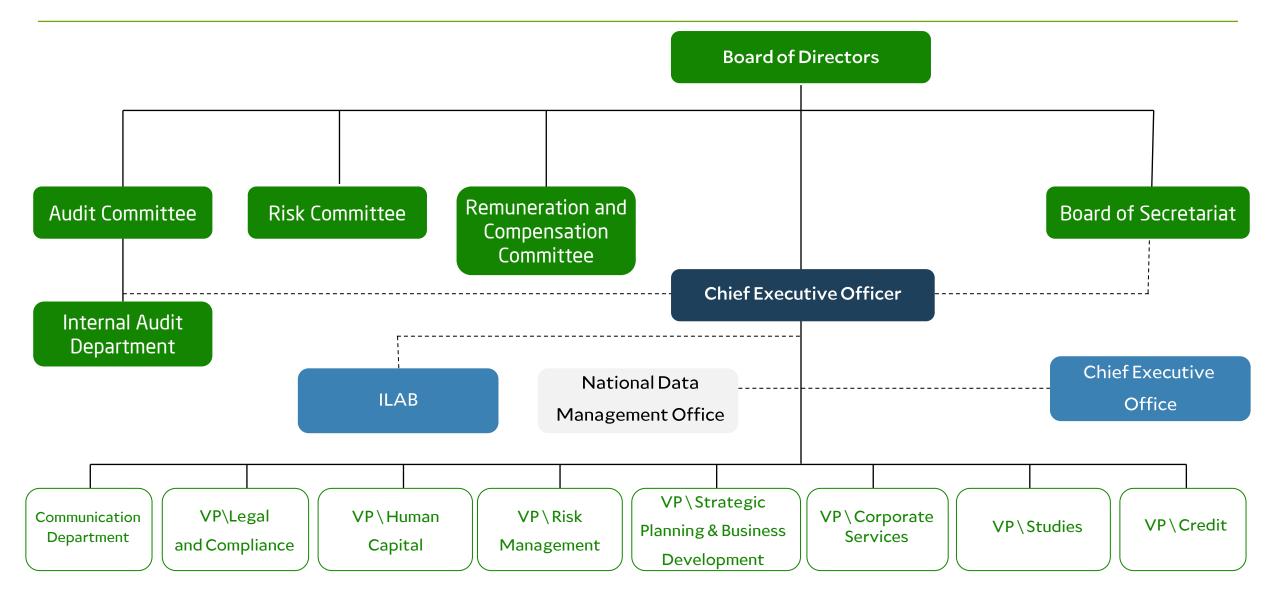
Board Member Governor of the National Development Fund

Eng. Ayman Ishaq Afghani

Board Member Deputy Minister of Labor Market Affair and Human Capital Development - Ministry of Economy and Planning



SIDF Organizational Chart





SIDF's Primary Roles





Funder

Through a wide range of funding products, programs and incentives



Advisor

Through advisory services focused on business growth, cost optimization, and operational excellence

Knowledge Enabler

Through the SIDF Academy, Saudi AMHUB Network and SIDF Knowledge Hub



SIDF Has Played a Pivotal Role in the National Industry for 50 Years

SIDF's financing in Saudi Arabia since 1974 to 2022





+ 4,000

Loans approved

Net approved loans

177B

(SAR)

Loans disbursed

142B

(SAR)

 \mathbf{i}

Since the launch of Saudi Vision 2030 and until the end of April 2023, the total amount approved and spent by SIDF has exceeded the total amount approved and spent in its first 36 years.

Funder Advisor Knowledge Enabler

SIDF's Products and Services Portfolio



Financial Products



- Multi-Purpose Financing
- Working Capital Financing

Supply Chain financing

Acquisition Finance

Letters of Credit



Guarantee program to support working capital

- > Partnerships with commercial banks to provide working capital loans
- Provide guarantees for cashflows and credit
 - facilitation on raw material purchases



Incentivized Programs



👌 Mutajadedah

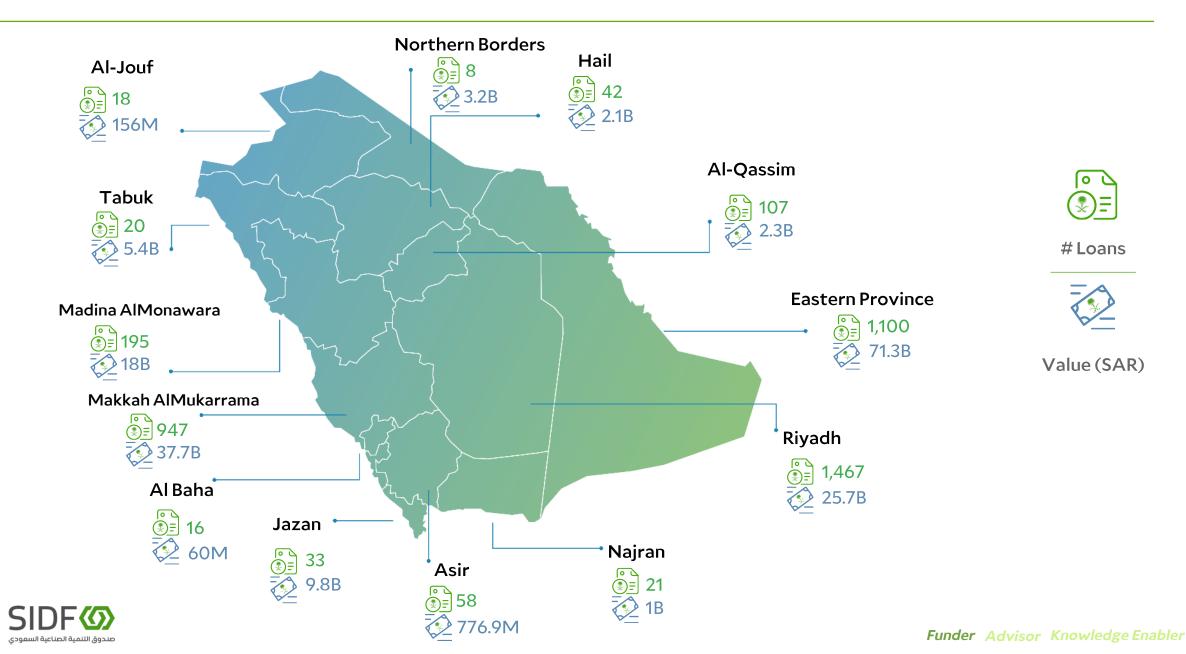






SIDF Enables Industrial Investors in All Regions in the Kingdom

عامــاً YEARS



The deep and cumulative experience of SIDF enables it to provide new and integrated advisory services



Dedicated advisors analyze client strengths and weaknesses

Three key advisory tracks offer targeted and actionable insight

- Cost Optimization Service
- Go-to-Market Strategy
- Plant Performance Optimization



SIDF Academy

Vision

To be the primary knowledge hub building human capabilities in priority sectors, essential to achieving the Kingdom's industrial ambitions

Mission

Building capabilities of the industrial ecosystem employees, SIDF's employees and its clients through world-class programs enabled by leading partnerships and cutting-edge delivery mechanisms that reflect SIDF's core functions in line with national objectives

Since its launch until end of 2022, the Academy has organized: 113

Programs

+ 7,800 Trainees

Entities

+350





Stanford Center for Professional Development







SIDF Academy - Nokhab Program





SIDF's Global Partners

SIDF's international partners support the Kingdom's goals to create opportunities in the industry







Investors Club

SIDF has been a member of WEF since 2020

SIDF, in partnership with WEF, launched the Saudi Advanced Manufacturing Hub (Saudi AMHUB)

A forum linking development banks of the G20 member nations and other nations wishing to contribute to the club

SIDF was co-president in 2019 and hosted the 2020 LTIC Steering Committee



The Montreal Group

- A forum for development banks focused on micro, small and medium sized enterprises
- SIDF has been a member since 2016

SIDF hosted the Montreal Group Board Meeting in 2019

Funder Advisor Knowledge Enabler

SIDF and the "Saudi Advanced Manufacturing Hub"

Saudi AMHUB is part of the global network of Advanced Manufacturing Hubs, which includes 14 hubs representing a variety of manufacturing ecosystems



SAUDI AM HUB منصة الصناعة التقدمة السعودية

- An interactive platform for those concerned with the industrial sector in the Kingdom
- It aims to create a smarter and more interconnected global industry, based on advanced manufacturing and fourth revolution technologies
- The platform aims to build a collaborative community for academia, civil society, and the public and private sectors, to communicate with global advanced industry platforms and adopt advanced technology in the industrial system in the Kingdom



Knowledge Hub

The Knowledge Hub connects you to relevant and up-to-date industry opportunities and resources, including:

- > Segment reports
- Sustainability reports
- Industrial Lines (Quarterly Newsletter)

To visit the Knowledge Hub, kindly click/scan the following code:







SIDF

SIDF (











Products & Services

Products and Services



Products available to investors include:



Project

financing



Supply chain

financing



Working capital

financing



Acquisition financing



Multipurpose

financing



Opening letters of credit

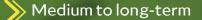
SIDF guides clients through the loan process with project analysis studies, advisory, business assistance and recommendations



Financial Products Programs Advisory Services Digital Services

SIDF's Financial Products





Industrial project finance

New & existing projects looking to expand



Short-term Financing early invoice payments



Provide necessary liquidity to investors to expedite project implementation

Finance and cover of accreditation

Cree

Letters of Credit

per terms & conditions Open credit and review documents for shipping, insurance and other certificates





Short-term

Financing operational expenses



390

Multipurpose Financing

Acquisition

Financing

Medium-term
 Financing operational capital expenditure
 Includes ERP systems and supply chain logistics

Financing loans for existing projects

Financial Products Programs Advisory Services Digital Services

Medium-term

Financing acquisitions

Enhancing Investment Feasibility & Attractiveness

SIDF is offering guarantees to banks on behalf of their customers to honor their payments

These guarantees add business value by:



Expediting

finance



Mitigating risks from transactions Offering credibility to businesses

Guarantees are offered in various forms and are

tailor-made for clients depending on project objectives.





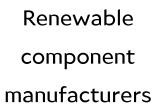
Mutajadeda Program

Mutajadeda is a program focused on unlocking the potential of renewable energy in Saudi Arabia The program incentivizes financing packages for:



Distributed solar generating projects







Independent Power Producer (IPP) projects



Tawteen Program

Tawteen is a publicprivate collaboration with leading Saudi companies to support supply chain localization



The program focuses on:



Creating stronger localized supply chain networks



Strengthening collaborative ties among private and public players



Developing and empowering local logistics players

Major partners of Tawteen:







Afaq Program

Afaq works in collaboration with public and private sector partners to support the SME ecosystem



Afaq is pursuing the 2030 target of 35% GDP contribution by SMEs through



Scale-up Initiative:

Flagship financial

program supporting SMEs



بندوق الأمير سلطان بن عبدالعزيز التا

Incubators Program: Linking SMEs to partner incubators



Tomoh Industrial Track: Together with Monsha'at, diagnosing and support industrial SME's, linking firms

toservices



Ask an Expert Initiative: Expert support, on-demand, via the Nawafeth app

Tanafusiya Program

Tanafusiya looks to boost operational performances of existing manufacturing enterprises through digitization and operational streamlining

مـــاً YEARS

The program objectives can be achieved through:



Deploying new manufacturing technologies

Lowering costs and streamlining supply chains

Boosting operational performance to enhance competitiveness

YOKOGAWA Co-innovating tomorrow













Financial Products Programs Advisory Services **Digital Services**

SIDF's Advisory Services

Advisory is provided within 3-4 weeks of requests received



Helping clients grow their business and enhance

their performance, through:

- Providing technical advisory services
- Achieving sustainable growth

Advisors provide key insights to clients in three fields:







Plant Performance

Optimization



SIDF's Advisory Services

Analyze procurement

options



segmentation

Analyze market share, sales channels, and client



- **Plant Performance**
- **Optimization**
- Assist boosting the efficiencies of manufacturing operations
- Analyse and collect data, including field visits, by technical experts of manufacturing operations
- Consultations based on analysis to implement efficiency-driven process changes



SIDF's Advisory Services



Financial Products Programs Advisory Services Digital Services



-

Digital Services

Tamkeen eLoan portal is a centralized service unit which creates a clear process for the client journey





One point of contact for each client

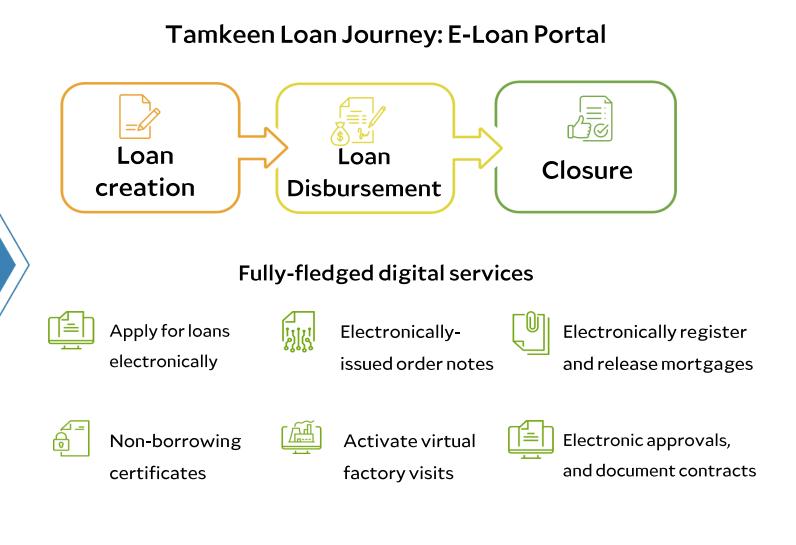
A simplified loan approval and disbursement process



Financial Services Programs Advisory Services Digital Services

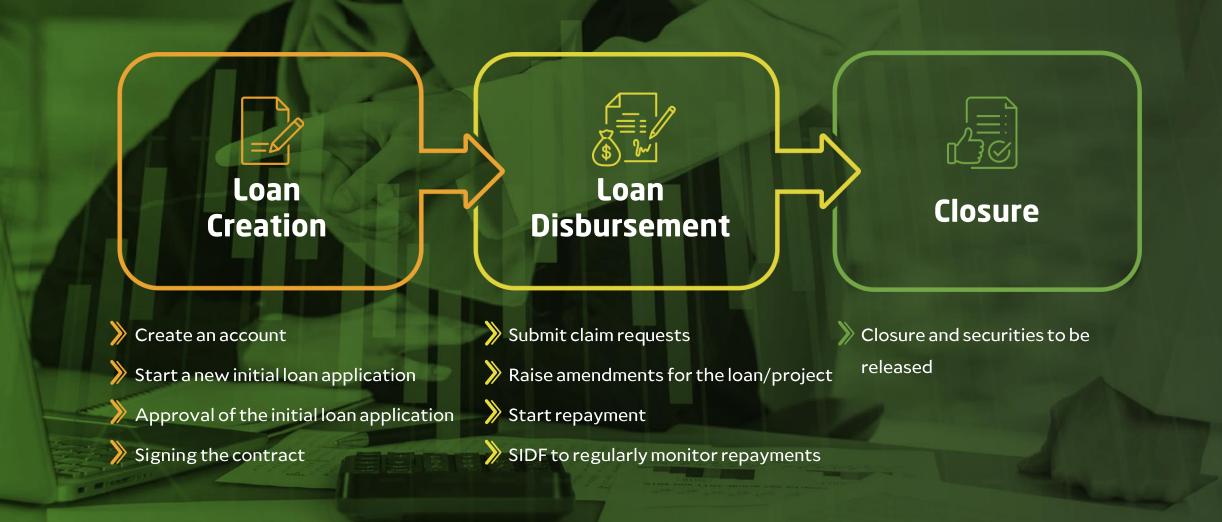
Digital Services and Customer Experience







Tamkeen Loan Journey – eLoan Portal





Financial Products Programs Advisory Services Digital Services

Loan Journey





SIDF () صندوق التنمية الصناعية الس<mark>عود</mark>ي عامــاً YEARS

Life at SIDF

Exceptional Awards Throughout an Exceptional Journey



SIDF is proud to be only one of two entities to obtain the Gold Level in King Abdulaziz Award for Quality for the year 2022 over 300 participating entities

SIDF achieved second place in the "Great Place To Work" award in the large government entities segment for the year 2022

The Middle East Award for Excellence in Government and Smart Cities for launching the Tamkeen electronic system for loan applications and follow-ups for the year 2022

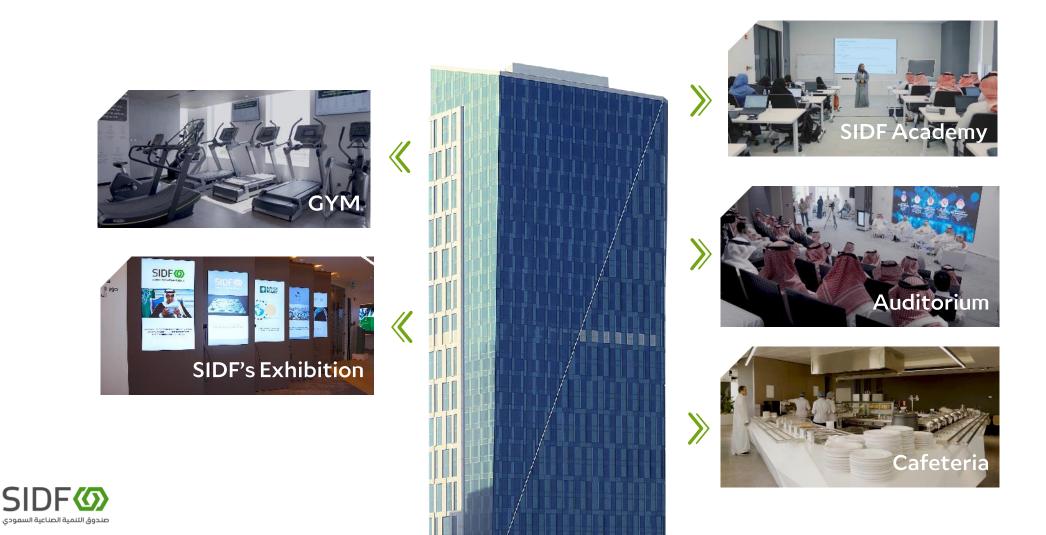


SIDF's HQ: Obtained LEED Certificate

عامــاً YEARS



SIDF's HQ is in KAFD, Riyadh, and includes various facilities:



SIDF Offers A Complete Suite of Development Offerings Across the Employee Journey

Academic development programs



Nokhab Graduate Development Program

Intensive training for graduates of Credit, Engineering, and Marketing applying professional development and innovative learning styles to brace them in Finance, Business, and Innovation & Digitization



Business and Leadership Program

The program is designed to develop the skills and competencies of employees who aspire to serve in leadership positions



High Potential Leaders program

A dedicated long program provided for identified high potential leaders in SIDF to develop the leaders of the future



Scholarship Program (Master's/PhD Program)

SIDF offers full scholarship for both Master's and PhD programs to SIDF employees to gain the required skills and knowledge

...enabled with specialized offerings



Coaching Program

Assigning and linking mentors to fresh graduate employees to support future leaders in excelling in their career

Innovation Program



SIDF has been conducting innovation bootcamps and training programs throughout the past years, and currently an innovation bootcamp is under establishment to foster the innovation culture at SIDF



Targeted specialized training

SIDF offers yearly training tailored to employee needs to gain necessary skills and knowledge



Secondment Program

 ${\sf Mid}\, {\sf to}\, {\sf long}\, {\sf term}\, {\sf secondment}\, {\sf programs}\, {\sf with}\, {\sf global}$

financial & industrial companies



SIDF Continues Its Scholarship Program to the Best Institutes and Universities

SIDF is keen to enable its employees to acquire the latest scientific and professional knowledge and expertise, by sending them annually to the most prestigious scientific organizations in the world

32	148	25
Scholarships during	Scholarships since	Students in top 10
the year 2022	2019 to 2022	universities globally

The number of SIDF employees who got scholarships in universities

ranked among the top 10 universities in the world





Diversity, Inclusion and Innovation at SIDF

Committees at SIDF exist to create an inclusive community of colleagues whereby each employee has a voice that is heard and can unlock their true potential



iLab

Established with the goal of boosting the creativity and innovation of SIDF staff



Culture of Excellence Council

Established to create an environment throughout SIDF focused on best practices



Security and Safety Committee

With the aim to position SIDF as an exemplary working environment, particularly in the areas of safety and security



SIDF Young Leaders' Council

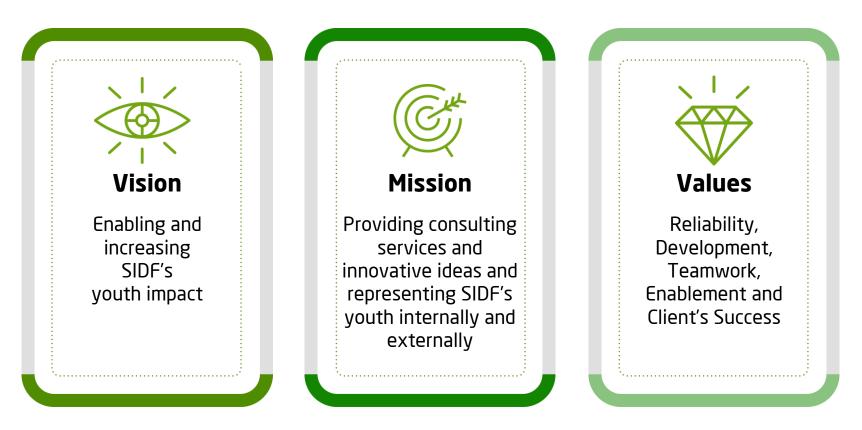
Established to enable and increase SIDF's

impact on the youth



SIDF Young Leaders Council

The SIDF Young Leaders Council is a platform to explore ideas, harness youthful energy and innovation, invest in creative abilities, and develop leadership skills. The Council consists of youth representatives from various SIDF departments







SIDF Young Leaders Council

The SIDF Young Leaders Council has diverse workstreams to execute its vision and mission



Advisory Role

Conduct deep-dive studies on specific topics given by top management



Social Impact

Engage SIDF's youth in various initiatives and activities



Corporate Innovation

Identifying areas of improvement within SIDF, conducting comprehensive studies and providing recommendations to the corresponding stakeholders



SYLC Sustainability

Smooth onboarding for new SYLC members to ensure the continuity of SYLC achievements



Culture of Excellence Council

The work of the Culture of Excellence Council focuses on three main pillars:

Quality of Life

Support the development of the SIDF community and enhance employee quality of life through diverse events and activities that create an exciting work environment and incentives work/life balance



Social Excellence

Enhance employee engagement with the local communities by activating events and campaigns that increase their community service



Environmental Sustainability Excellence

Incentivize practices that supports environmental sustainability on individual and industrial levels by activating initiatives and activities that encourage and raises awareness on the protection of the environment

Culture of Excellence Council کی التمیز (YEARS Lole Council کی Strain Strain) کی درجلس ثقافة التمیز (Strain Strain) کی درجلس ثقافة التمیز (Strain) کی درجلس (Strain) کی درجلس





A comprehensive look at the supported national strategies

The Saudi Economy is Advancing to the 16th Position Among the G20 Economies

The Saudi economy advanced to the 16th among the economies of the G20 countries in terms of GDP by the end of 2022, as the value of the domestic product amounted to about 3 trillion Saudi riyals 퉬 **8.7%**

GDP growth rate during the year 2022

5.8%

Non-oil economy y-oy growth in Q12023

2.5%

Inflation rate in 2022

6.0%

Y-o-y rise in the Industrial Production Index (IPI) in February 2023 2nd Place

Largest FX reserves in the G20

8.2%

GDP contribution by nonpetroleum manufacturing in Q4 2022

₿.0%

Unemployment as of Q4 2022

6.4%

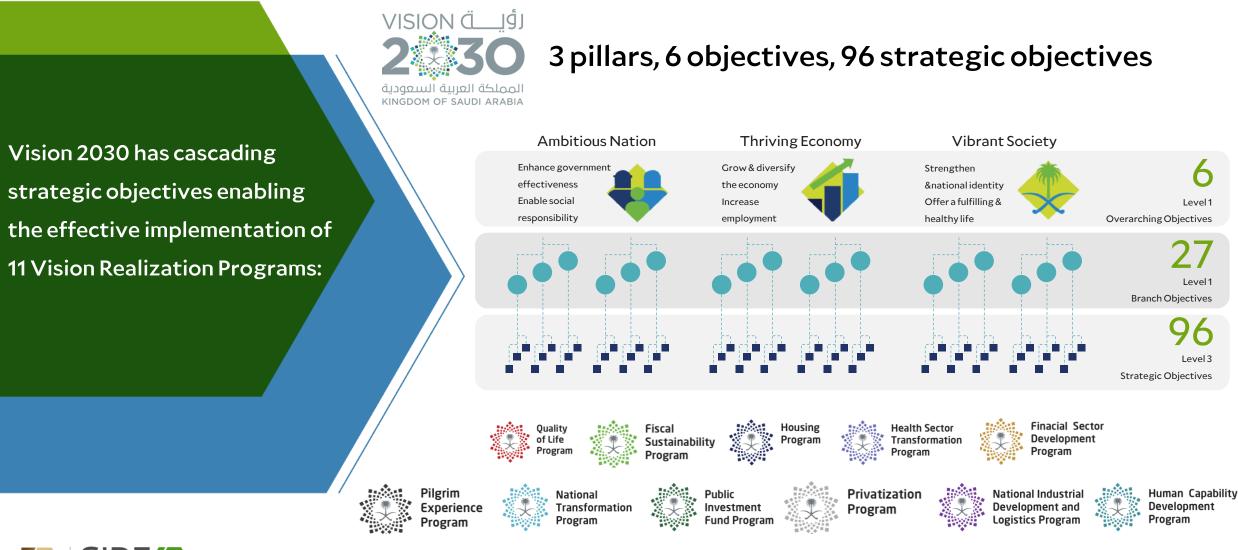
Growth in y-o-y exports in Q4 2022

th Place

Projected highest growing economy among G20 in 2023



Vision 2030: An Investment in the Pivotal Strengths That Characterize the Kingdom



لامت التنمية السعودي عاماً عاماً والتنمية المامية السعودي التنمية المامية المامية

Transforming the Kingdom through Vision 2030



Vision 2030: Drawing on Saudi Arabia's Intrinsic Strengths

National Industrial **Development and Logistics Program**

Develop adjacent oil and gas industries

02 Localize promising manufacturing industries

Raise gas production

distribution capacity

03 Localize military industries



Create special economic zones and rehabilitate economic cities



Grow the contribution

of renewables to the

12 + +

Enhance the competitiveness of the energy sector



Increase localization of oil and gas sectors



Grow and capture maximum value from mining



Create and improve the performance of logistics hubs

Improve the local, regional, and international connectivity of trade and transport networks



energy mix

Increase the local content in non-oil sectors

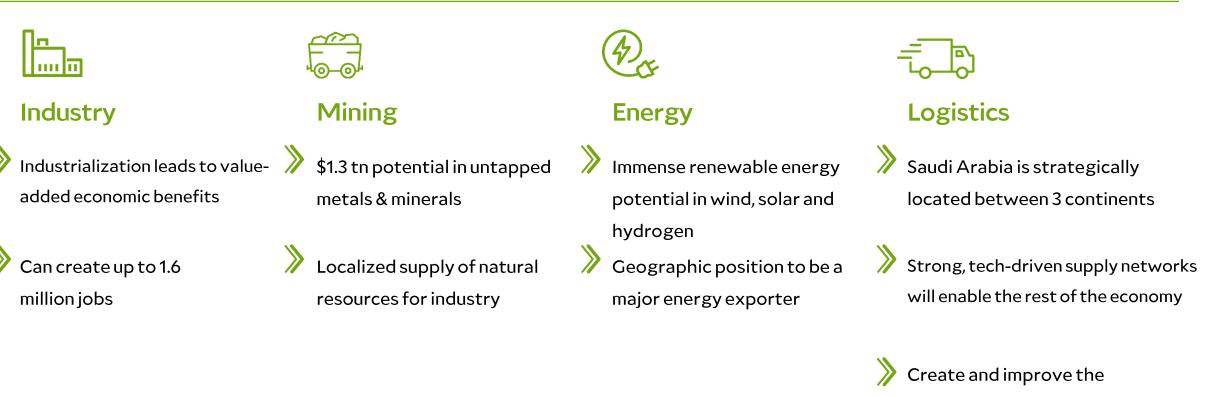


NIDLP's 12 key

objectives

NIDLP Prioritizes Four Integrated Sectors





performance of logistics hubs

The program looks to integrate these sectors through localized

supply chains and the latest technologies



National Industrial Development and Logistics Program



Development and Logistics Program

Objectives of NIDLP



NIDLP's future growth targets (2025 – 2030)



National Industrial Strategy Transforming the Industrial Economy

Vision: Build an agile and competitive sustainable private sector-led industrial economy

Strategic Objectives

Industrial resilience

Integrated regional manufacturing hub

Global leadership in select segments

Enabling Objectives

Private Sector

Cultivating innovation

and know-how

- Support global M&A's, JVs, and international partnerships
- Talent development and
- attraction
- Applied R&D and innovation

Grow the industrial

business base

- Localization and local content
- Transparency and agile regulatory framework
- Transparency and flexible regulatory framework
- Entrepreneurial culture and SME development

Stable political and monetary policies Abundance of energy and natural resources

Unlock Saudi Arabia's

international trade

- Export enablement
- Trade policies and agreements
- Quality systems

Strong national champions

and conglomerates

Geographic location and

regional leadership

- Saudi industry branding

Build a world-class

supply chain

- Industrial infrastructure
- Logistics
- Special Economic Zones
- Advanced manufacturing

Availability of capital and purchasing power



Leveraging the strengths of Saudi Arabia



Targets of the National Industrial Strategy



Led by MIM, The National Industrial Strategy has set ambitious targets to boost the industrial landscape



the Kingdom's classification in the industrial production index from 37th in 2020 to 20th by 2030



Increase

industrial exports from 169 billion riyals in 2020 to 557 billion riyals by 2030



Double

job opportunities created by the sector from 0.9 mn in 2020 to 2.1 mn by 2030



Increase

the number of industrial establishments from 10,293 in 2021 to 36,000 by 2030



Mining Strategy



Saudi Arabia's Mining Strategy and new Mining Law look to build a sustainable mining sector **\$1.3 trillion** Estimated mineral wealth of the Arabian Nubian Shield **\$170 billion** Value of investment opportunities identified

+48

Metals and minerals identified, including gold, iron, ore, and zinc

Pillars of the new Mining Law



Investment attractiveness through tax benefits and investor incentives Best-in-class sustainability practices supported by strong systems and infrastructure networks



National Transport and Logistics Strategy (NTLS)



NTLS aims to strengthen the Kingdom's position as a global logistics hub



NTLS will increase the contribution of the transport and logistics sector to the Kingdom's GDP from 6% to 10% by 2030



Through an ambitious package of mega projects, the strategy targets economic and social goals, and aims to establish effective governance models for the institutionalization of the efforts in the transport sector



NTLS will focus on developing infrastructure, launching key platforms and logistic zones, adopting advanced operating systems, and optimizing partnerships between public and private sectors







NTLS aims to boost different transport segments

MIII.

Reach annual capacity of 40 million containers

Invest in port infrastructure

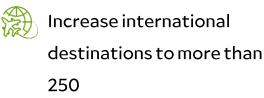
Improve integration

with logistics zones

Expand connectivity with international shipping routes and integrate with rail and road network



Become the 5th global air transit passenger route



Double air cargo capacity to

more than 4.5 million tons

Arrow Railway Betwork

- Increase from current 5,330km rail network to 8,080km
- Develop "Land Bridge"

project, connecting the Kingdom's ports from the Arabian gulf to the Read Sea





A green energy transition will contribute to the Kingdom's target of net zero emissions by 2060



50%

Renewable energy contribution to energy mix by 2030



58.7 GW

In renewable power generation through solar PV, CSP and wind by 2030



35

Renewable energy production parks by 2030





Led by the MoE and implemented by the Renewable Energy Program Department Office, the Program encompasses the Kingdom's strategy for renewable energy



58.7 GW

Installed renewable energy capacity target by 2030 40 GW Solar PV







Thank You