

# Investment Opportunity Card Product Name

October 2024



# KSA

## Level Incentives

### 01 Local Content Preference

weightage on the Local Content Score of (or higher) 30% the bidder during commercial evaluations of tenders by government companies (SEC included)

### 02 LCGPA Mandatory List

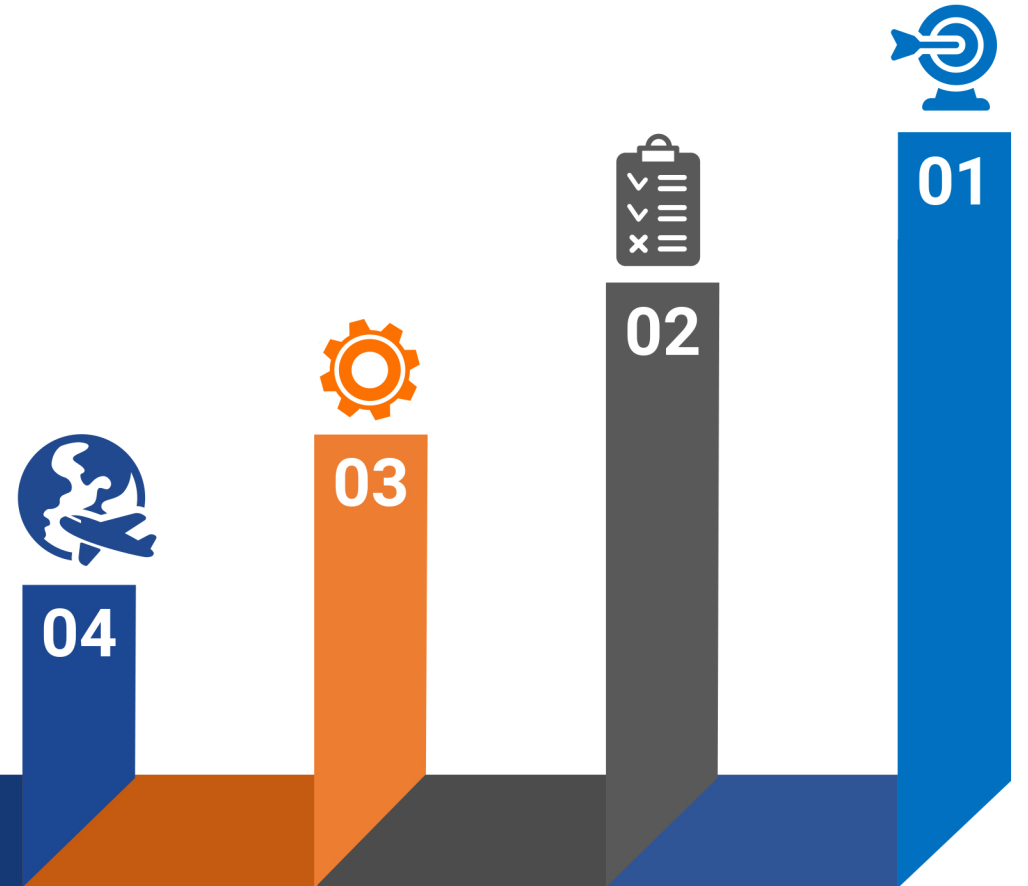
Price preference to local manufacturers in the products/ services included in the LCGPA Mandatory list  
*(Opportunities covered by Mandatory list are highlighted ahead)*

### 03 Financing & Human Capital Support

Short and long-term financing up to 75% project cost for 20 years; Employment support and subsidies for employee skill building programs

### 04 Export Incentives

Reimbursement incentives and financial guarantees for export market entry



We have several National and SEC level Incentives and enablers in place to assist you in your localization journey



# SEC

## Specific Incentives

### 01 Localization Purchase Agreement (LPA)

Guaranteed quantity from SEC (5- 8 years) provided to the investor in lieu of establishing local manufacturing unit

### 02 Bulk Supply Agreements

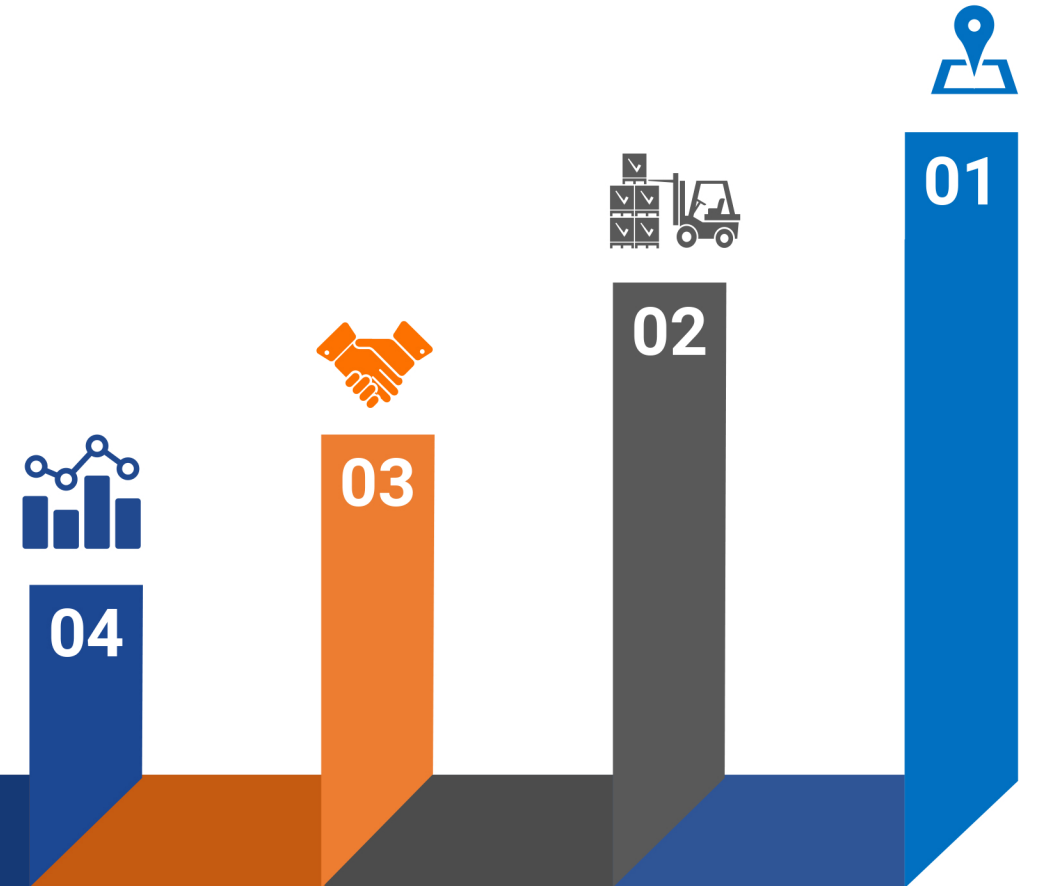
Local Content weightage within commercial evaluations of tenders leading to bulk supply agreements

### 03 Supplier Relationship Management Support

Multiple supplier relationship programs running to establish and maintain strategic partnerships with suppliers of critical / high value goods

### 04 Financing Support

In selected cases, support letter provided to the investor to enable getting loan from specific entities; co-investment in setting up new plant is also considered in selected cases



We have several National and SEC level Incentives and enablers in place to assist you in your localization journey

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# Thank you

For more info. email to [Bena@se.com.sa](mailto:Bena@se.com.sa)

## Reactors

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
2.5 - 4B



Quantity (Units)  
300 - 500



### SEC Current Supplier Base

Local  
0



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Silicon steel
- Cu/ Al conductors
- Steel
- Transformer oil
- Core laminations
- Bushings
- Tap changers
- Cooling radiators
- Insulation materials, etc.

### Manufacturing

- Core manufacturing
- Winding of Cu/ Al conductors
- Insulation wrapping
- Coil drying
- Tank fabrication etc.

### Assembly & Testing

- Assemble the reactor with core, windings, and other accessories.
- Conduct required tests to ensure safety and performance standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## EHV Power Transformers

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
12 - 16B



Quantity (Units)  
550 - 750

### SEC Current Supplier Base

Local  
0



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Silicon steel
- Cu/ Al conductors
- Steel
- Transformer oil
- Core laminations
- Relays
- Bushings
- Tap changers
- Cooling radiators
- Insulation materials etc.

### Manufacturing

- Core manufacturing,
- Winding of Cu/ Al conductors
- Insulation wrapping
- Coil drying
- Tank fabrication etc.

### Assembly & Testing

- Assemble transformer tank with core and windings
- Fill insulation oil
- Connect bushings, tap changers and other accessories.
- Conduct required tests.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.



# HV Power Transformers

Included in  
Mandatory List

## \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
7 - 10B



Quantity (Units)  
1.2 – 1.8K

## SEC Current Supplier Base

Local  
1



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Silicon steel
- Cu/ Al conductors
- Steel
- Transformer oil
- Core laminations
- Relays
- Bushings
- Tap changers
- Cooling radiators
- Insulation materials etc.

### Manufacturing

- Core manufacturing
- Winding of Cu/ Al conductors
- Insulation wrapping
- Coil drying
- Tank fabrication etc.

### Assembly & Testing

- Assemble transformer tank with core and windings
- Fill insulation oil
- Connect bushings, tap changers and other accessories.
- Conduct required tests.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Distribution Transformers

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
4.5 - 6.0B



Quantity (Units)  
100 - 200K

### SEC Current Supplier Base

Local  
+5



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Silicon steel
- Mild steel
- Aluminum wire & foil
- Relays
- Transformer oil
- cooling fans
- Bushings
- Tap changers
- Insulation material, etc.

### Manufacturing

- Create windings from aluminum wire / foil
- Fabricate the tank
- Surface treatment for corrosion

### Assembly & Testing

- Assemble the core
- Fill tank with transformer oil
- Attach bushings, tap changers & other components
- Conduct required type tests.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Extra High Voltage and High Voltage Gas Insulated Switchgear

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
30 - 40B



Quantity (Units)  
6.5 – 8.5K

### SEC Current Supplier Base

Local  
2



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Steel
- Copper
- Aluminium
- Cast resin
- SF6 gas
- CT and VT
- Relays
- Wire, cable, switches, etc.

### Manufacturing

- Fabrication of the metallic enclosure
- Copper processing, Cast resin processing
- Surface treatment
- Manufacture SF6 circuit breakers

### Assembly & Testing

- Assemble components and wiring
- Fill SF6 in the enclosure.
- Conduct required tests

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.



## Protection Panels

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
13 - 16B



Quantity (Units)  
100 - 120K



### SEC Current Supplier Base

Local  
+5



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Steel
- Cu and Al
- Relays
- Meters
- Circuit breaker
- Switches
- Indicators, etc.

### Manufacturing

- Fabricate enclosure
- Process busbars
- Surface treatment of metallic parts
- Other components of the control panel, specific to application

### Assembly & Testing

- Assemble components, and wiring
- Perform quality tests to ensure safety and performance standards are met

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Medium Voltage Air Insulated / Gas Insulated Switchgear

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
5 - 6B



Quantity (Units)  
25 - 30K

### SEC Current Supplier Base

Local  
+5



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Cu / Al
- Steel
- Insulation materials
- Circuit breakers
- Relays
- CT and VT
- Switches
- Plugs, etc.

### Manufacturing

- Manufacture busbar
- Fabricate the enclosures,
- Mold / cast insulation components
- Perform surface treatment for corrosion etc.

### Assembly & Testing

- Assemble switchgear by integrating busbar, circuit breakers, disconnectors, control units within the enclosure.
- Conduct required tests.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Capacitor Bank

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
1.0 - 1.3B



Quantity (Units)  
2 – 2.5K



### SEC Current Supplier Base

Local  
1



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Al and Cu
- Steel
- Insulation materials
- Fuses
- Relays
- Switches
- Hardware etc.

### Manufacturing

- Assemble the capacitor unit (Plates and Film)
- Impregnate the dielectric film
- Fabricate the enclosure for the components

### Assembly & Testing

- Integrate the capacitors, reactors, circuit breakers, switches, and other components within the enclosure and
- Perform required tests

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.



## Distribution Pillar

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
0.7 - 1.0B



Quantity (Units)  
500 - 600K

### SEC Current Supplier Base

Local  
4



Global  
1

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Aluminium
- Glass reinforced plastic (GRP) materials
- Copper
- Busbar
- Circuit Breakers
- Switches
- Hardware etc.

### Manufacturing

- Fabricate
- Enclosure
- Copper / Al. busbar
- Surface treatment of enclosures
- Mounting brackets and other support structures for the electrical components.

### Assembly & Testing

- Integrate all electrical and hardware components in the enclosure
- Conduct quality assurance tests to check if standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Poles

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
7 - 10B



Quantity (Units)  
1.0 – 1.5M

### SEC Current Supplier Base

Local  
+5



Global  
1

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Steel
- Protective coatings (e.g., Zinc)
- Welding materials
- Bolts and nuts
- Base plates etc.

### Manufacturing

- Process steel into the required shape (cutting, bending, welding)
- fabricate the structural components
- Apply protective coatings.

### Assembly & Testing

- Assemble the pole
- Integrate the hardware fittings.
- Inspect and test the pole to ensure that standards are met.

### After Sales Services

- Provide installation and technical support, routine inspections and maintenance, and warranties post sale.

## Unit Substation

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
5 - 7.5B



Quantity (Units)  
100 - 150k



### SEC Current Supplier Base

Local  
+5



Global  
0



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Steel
- Copper
- Aluminium
- Transformers
- Circuit breakers
- Switches
- Relays
- Bushings
- Seals, gasket, etc.

### Manufacturing

- Fabricate the enclosure, transformer assembly, and assembly.
- switchgear
- Treat the surface
- Integrate a cooling system as required.

### Assembly & Testing

- Assemble and perform quality assurance tests to ensure all performance and safety standards are met.

### After Sales Services

- Provide installation and technical support, regular maintenance, repair services and warranties post sale..



## Low Voltage Power Cables

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
6 - 9B



Quantity (Units)  
200 - 300K

### SEC Current Supplier Base

Local  
+5



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Cu/ Al conductors
- XLPE insulation
- Protective sheathing (PE/PVC/HDPE)
- Tapes
- Fillers if required

### Manufacturing

- Extrude insulation over stranded conductors
- Apply tapes and fillers if required
- Complete with sheathing and surface treatment.

### Assembly & Testing

- Assemble and perform quality assurance tests to ensure all performance and safety standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, repair services and warranties.

## Medium Voltage Power Cables

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
40 - 50B



Quantity (Units)  
500 - 600K

### SEC Current Supplier Base

Local  
5



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Cu/ Al conductors
- XLPE insulation
- Semi conductive compounds
- Protective sheathing (PE/PVC/HDPE),
- Tapes
- Fillers if required

### Manufacturing

- Extrude insulation over stranded conductors
- Apply semi conductive screens
- Add tapes and fillers if required
- Complete with sheathing and surface treatment.

### Assembly & Testing

- Assemble and perform quality assurance tests to ensure all performance and safety standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, repair services and warranties.

## High Voltage Power Cables

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
15 - 20B



Quantity (Units)  
20 - 30K



### SEC Current Supplier Base

Local  
5



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Copper conductors
- Aluminium
- XLPE insulation,
- Semi conductive compounds
- Protective sheathing (PE/PVC/HDPE)
- Tapes
- Fillers if required

### Manufacturing

- Extrude insulation over stranded conductors
- Apply semi conductive screens
- Add tapes and fillers if required
- Complete with sheathing and surface treatment.

### Assembly & Testing

- Assemble and perform quality assurance tests to ensure all performance and safety standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, repair services and warranties.

## Extra High Voltage Power Cables

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
10 - 15B



Quantity (Units)  
7 - 10K



### SEC Current Supplier Base

Local  
2



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Copper conductors
- Aluminum
- XLPE
- PE/ PVC/ HDPE
- Silicon
- Semi conductive compounds
- Insulation screens
- Drums, etc.

### Manufacturing

- Strand Copper Conductors
- Extrude semi-conductive layers
- Apply metallic screen and armor
- Extrude outer sheath

### Assembly & Testing

- Assemble and perform quality assurance tests to ensure all performance and safety standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, repair services and warranties.

## Ring Main Unit

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
6 - 10B



Quantity (Units)  
1.0 – 1.5M

### SEC Current Supplier Base

Local  
+5



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Cu/ Al conductors
- Steel
- SF6 gas (and tank)
- Circuit breakers
- Disconnectors
- Switches
- Relays
- Indicators
- Insulation materials, etc.

### Manufacturing

- Fabricate the Enclosures
- Manufacture Cu/ Al busbar
- Mold/ cast insulation components etc.

### Assembly & Testing

- Assemble the RMU by integrating the busbars, circuit breakers, disconnectors, earthing switches etc.
- Fill enclosure with SF6 gas.
- Conduct required tests.

### After Sales Services

- Provide installation and technical support, regular maintenance, repair services and warranties post sale.

## Conductors (Transmission)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
25 - 35B



Quantity (Units)  
1 - 1.5M



### SEC Current Supplier Base

Local  
5



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Aluminum
- Steel
- Copper
- Aluminum alloys
- Zinc
- Spacers
- Protective coatings
- Lubricants, etc.

### Manufacturing

- Aluminum and steel wire drawing
- Stranding of wires
- Heat treatment
- Cladding – as required e.g., copper on steel
- Application of protective coatings

### Assembly & Testing

- Combine stranded wires into the final conductor arrangement
- Apply protective coating
- Conduct tests to ensure standards are met

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.



## Conductors (Distribution)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
5.5 - 7.5B



Quantity (Units)  
500 - 700k



### SEC Current Supplier Base

Local  
+5



Global  
3



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Steel
- Aluminum
- Zinc
- Copper
- Protective coatings, etc.

### Manufacturing

- Aluminium, Steel and Copper wire drawing
- Stranding for ACSR/AW conductors
- Application of protective coatings to enhance durability
- Heat treatment as required

### Assembly & Testing

- Combine stranded wires into the final conductor arrangement
- Apply protective coating
- Conduct tests to ensure standards are met

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Optical Fiber Ground Wire (OPGW)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
1.4 - 2.0B



Quantity (Units)  
90 - 120k

### SEC Current Supplier Base

Local  
0



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Aluminium
- Galvanized steel
- Optical fibers
- Polymer buffer tube
- Insulating materials, etc.

### Manufacturing

- Process Aluminium and stainless steel for the outer layers and structural parts
- Fabricate the optical wires.

### Assembly & Testing

- Assemble the optical fibers and the metallic wires
- Add additional insulation and protection (e.g., PBT).
- Conduct optical, mechanical and electrical tests to ensure required standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Insulators (Distribution)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
0.7 - 1.0B



Quantity (Units)  
6 - 8M



### SEC Current Supplier Base

Local  
2



Global  
+5



Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Porcelain / Composite materials (Silicone rubber / EPDM etc.)
- Epoxy Resin
- Molds & dies
- Compressions, wires, and top ties,
- Nuts & bolts, etc.

### Manufacturing

- Form and shape insulator body (porcelain)
- Extrude / mold polymeric housings around fiberglass rods (polymer).
- Fix fasteners & other components before welding together different parts into tower sections.

### Assembly & Testing

- Assemble metal end fittings to the insulator body.
- Conduct electric, mechanical, and environmental tests to ensure performance standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Insulators (Transmission)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
7 - 10B



Quantity (Units)  
50 - 70M

### SEC Current Supplier Base

Local  
0



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Porcelain / Composite materials (Silicone rubber / EPDM etc.) / Glass
- Epoxy resin
- Fiberglass rods
- Compressions, wires, and top ties
- Metal fittings, etc.

### Manufacturing

- Form the insulator body.
- For porcelain type, dry glaze, and fire in kilns.
- For glass type, anneal, and temper.
- For composite type, pultrude fiberglass rods, mold silicone rubber, and bond components.

### Assembly & Testing

- Assemble metal end fittings and fasteners to the insulator body.
- Conduct tests to ensure performance standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Towers

Included in  
Mandatory List

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
30 - 40B



Quantity (Units)  
6000 - 8000

### SEC Current Supplier Base

Local  
+5



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Steel angles
- Steel plates
- Fasteners
- Zinc
- Nuts & bolts, etc.

### Manufacturing

- Fabricate steel components for the tower structure
- Perform welding, joint preparation, surface treatment, etc.

### Assembly & Testing

- Assemble the tower sections and joints
- Perform tests to ensure performance standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.

## Joins and Termination (Distribution)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
1.2 – 1.8B



Quantity (Units)  
2 - 3M

### SEC Current Supplier Base

Local  
0



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Copper
- Aluminium
- Silicon rubber
- EPDM rubber
- Mastics
- Insulating and sealing tapes
- Boots etc.

### Manufacturing

- Mold and process the EPDM / Silicon rubber to create the body
- Fabricate the metallic lugs, connectors, mesh and insulating plugs.

### Assembly & Testing

- Assemble the components to create joint / termination / elbow
- Conduct quality assurance tests to ensure performance standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.



## Joins and Termination (Termination)

### \*Forecasted SEC Demand (2024 – 2030)

Spend (SAR)  
0.5 - 0.8B



Quantity (Units)  
300 - 400K

### SEC Current Supplier Base

Local  
1



Global  
+5

Demand numbers provided here are estimated and subject to change \*

## Localization Opportunity Areas

### Design & Engineering

- Design electrical and mechanical specifications

### Sourcing

- Copper
- Aluminium
- Silicon rubber
- EPDM rubber
- Mastics
- Insulating and sealing tapes
- Boots etc.

### Manufacturing

- Mold and process the EPDM / Silicon rubber to create the body
- Fabricate the metallic lugs, connectors, mesh and insulating plugs.

### Assembly & Testing

- Assemble the components to create joint / termination / elbow
- Conduct quality assurance tests to ensure performance standards are met.

### After Sales Services

- Provide installation and technical support, routine maintenance, replace worn out parts etc.