



PIF
صندوق
الاستثمارات العامة

PIF & SIDF TAWTEEN PROGRAM

BENEFITS, PROCESS, AND REQUIREMENTS

May 2024

PIF AND SIDF TAWTEEN PROGRAM AGREEMENT

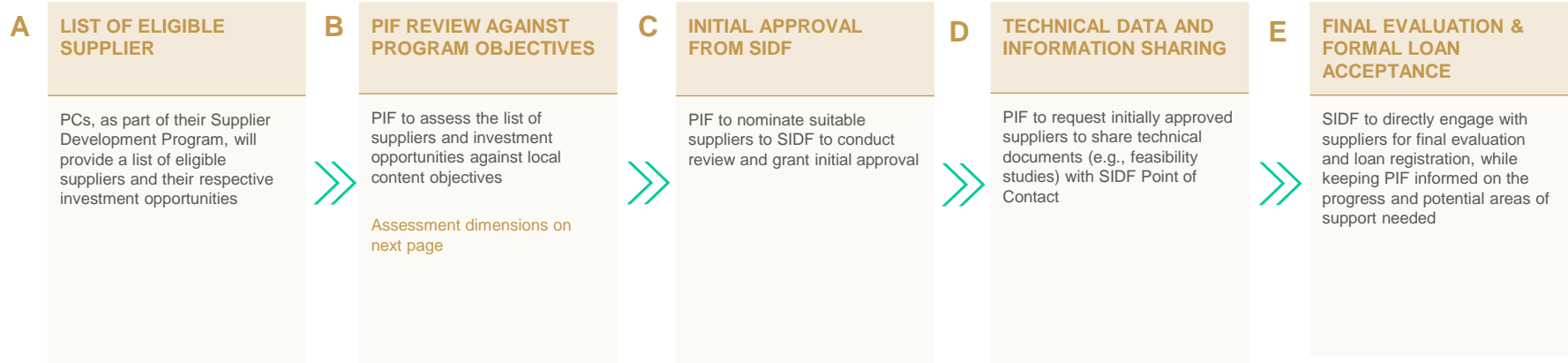
Aims to boost local content by facilitating, enhancing, and financing supply chain opportunities within the PIF portfolio

WHO CAN TAP INTO THE PROGRAM?

- Suppliers of PIF portfolio companies (PCs), which are committed to local content and enrolled in the Supplier Development Program (SDP) of the respective portfolio company
- Suppliers active in the sectors financed by SIDF: Mining, Energy, Industry, Logistics
–Suppliers active in sectors outside SIDF scope will be evaluated on a case-by-case basis

WHAT ARE THE BENEFITS?

- Access to preferential financing terms (loan tenor of minimum 7 years, up to 24 months grace period)
- Fast track approval process with a maximum duration of up to 8 weeks for suppliers with purchase agreements from PIF portfolio companies



A. ASSESSMENT OF THE SUPPLIER

1. Nature of the PC supplier relationship (material suppliers, essential services suppliers)
2. Current capabilities and future development potential (e.g., potential to conduct supplier development within Tier 2/3 supply chains)
3. Duration of the PC supplier relationship and status of enrollment in a supplier development program
4. Availability of audited Local Content certificates

B. ASSESSMENT OF SUPPLIER'S INVESTMENT OPPORTUNITY

1. Local content impact (addressable spend and targeted LC score)
2. Value chain integration and local capability development of the opportunity (e.g., assembly vs. localization of several manufacturing steps)
3. Feasibility study of the opportunity (incl. financial health, competitive landscape, customer exposure)
4. Potential to supply wider range of PIF portfolio companies

EXACT METHODOLOGY AND DIMENSIONS WILL BE CUSTOMIZED ON A CASE-BY-CASE BASIS



1 Sign up to e-loan portal



2 Decide on the loan product



3 Start an initial loan request where you will submit the basic information for licenses and project



4 When your initial request is approved, you will be able to fill out loan application form with project details



5 When you submit the loan application, you will have one month to provide any requested information from SIDF



6 After submitting complete loan application form, SIDF will go through the pre-screening and evaluation



7 When your application is approved you will be able to sign the contract with SIDF after meeting legal requirements



8 Start the journey of disbursement where you will submit claim requests when needed and raise amendments for the loan or project



9 after disbursement you will start repayment and SIDF will provide you with regular monitoring



10 After submitting the last repayment, you will be able to release your securities and close loan

GLANCE ABOUT SIDF FEASIBILITY STUDY

- i. When preparing the feasibility study several requirements are essential for evaluating the project, in the following table we have listed a sample of the requirements needed for instance.
- ii. The applicant shall visit the below tab to get familiar with all the needed requirements.

A. MARKETING REQUIREMENTS	B. TECHNICAL REQUIREMENTS
<ul style="list-style-type: none"> i. Clear project scope and products along with capacities. ii. Historical sales performance in volume and value for the last four years. iii. proposed average selling prices per product and volume iv. Clear marketing plan and distribution v. GM and Marketing & Sales Management CVs vi. A list of the major current competitors (local producers and importers) for each product. vii. Estimation for the local market size / demand for each product in 2022 viii. The average market prices for each product ix. The unit of measurement for each product. 	<ul style="list-style-type: none"> i. Industrial License: License Number, Type, Start & Expiry Dates, Products & Capacities ii. Land (Lease agreement / dead): License number, plot number, rental costs, area, built up area iii. Permit to build and operate(if not an industrial area) iv. Building & Civil Works: Offers, contracts, engineering drawing, built up area, Layout with Machines & Equipment v. Industrial Safety: Offers, contracts, engineering drawing vi. Product Description: Photo & description - type of product, size, model, pack size, units vii. Manufacturing Process Description: Manufacturing steps for each product - does the sponsor know? viii. Machines & Equipment: Description & Purpose, Quotations, Invoices, Customs Clearance, Contract, Competitive Offers, Layout. ix. Raw Material: List of, usage and unit cost per product & quotations

SIDF Feasibility Study Requirements 

- i. PC Supplier Development Program Strategy
- ii. List of enrolled suppliers in PC Supplier Development Program
- iii. Information on enrolled suppliers, incl. contact details, addressable spend, audited LC certificates
- iv. Information on targeted suppliers and their investment opportunities for funding support, incl. sector, product, capacity, feasibility study

Pif Point Of Contact:

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THANK YOU
