

CHEMISTRY THAT MATTERS™



# VISION 2030 AND PROCUREMENT – ENABLING EXTENDED VALUE CREATION THROUGH LOCAL CONTENT

JUBAIL PROCUREMENT CONFERENCE  
SABIC – LOCAL CONTENT AND BUSINESS DEVELOPMENT

Jubail Procurement Conference, Jubail, KSA, October 30-31, 2019



# VISION 2030 REPRESENTS THE NATION'S SHARED GOAL OF DEVELOPING AND FUTURE PROOFING THE LOCAL ECONOMY AND WORKFORCE



A vibrant society...



A thriving economy...



An ambitious nation...



Economic diversification and prosperity



Public sector development



Technology and R&D



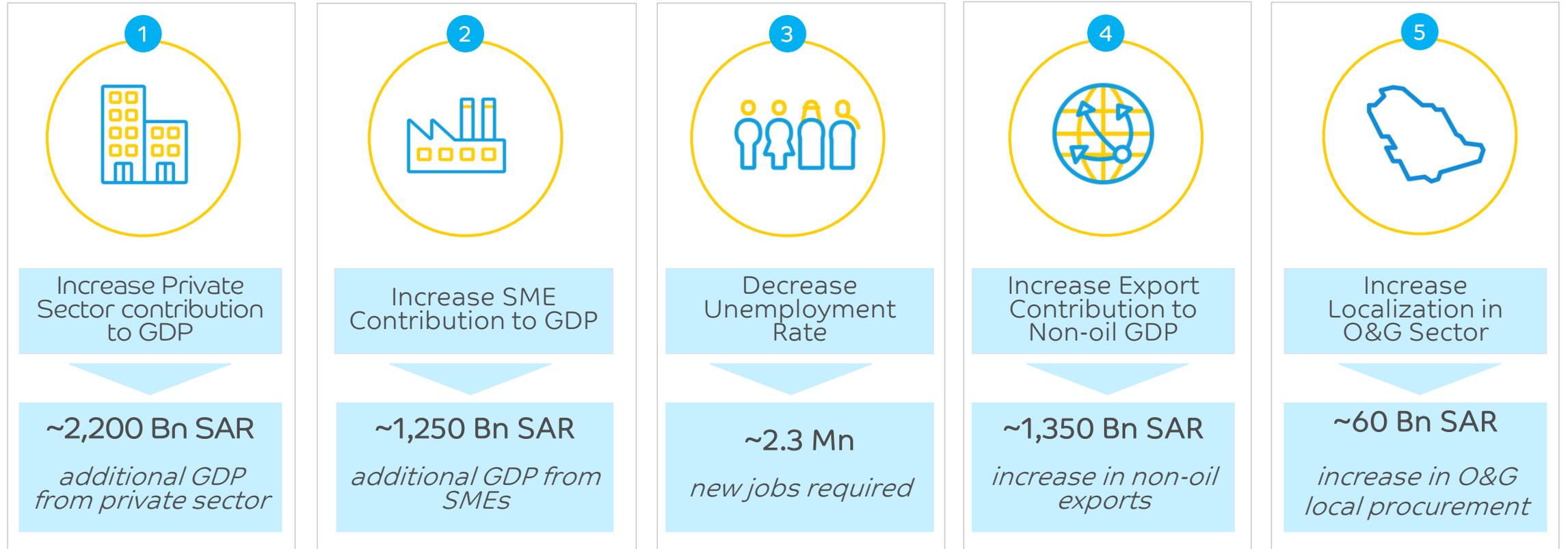
Investment, export and GDP growth, job creation



Saudi skills and workforce development

# THESE OBJECTIVES WERE TRANSLATED INTO WELL-DEFINED TARGETS IMPACTING GDP, EMPLOYMENT, SME CONTRIBUTION AND LOCALIZATION

## KINGDOM of SAUDI ARABIA'S (KSA) VISION 2030 – OBJECTIVES AND TARGETS



2015

40%

20%

11.6%

16%

40%

2030

65%

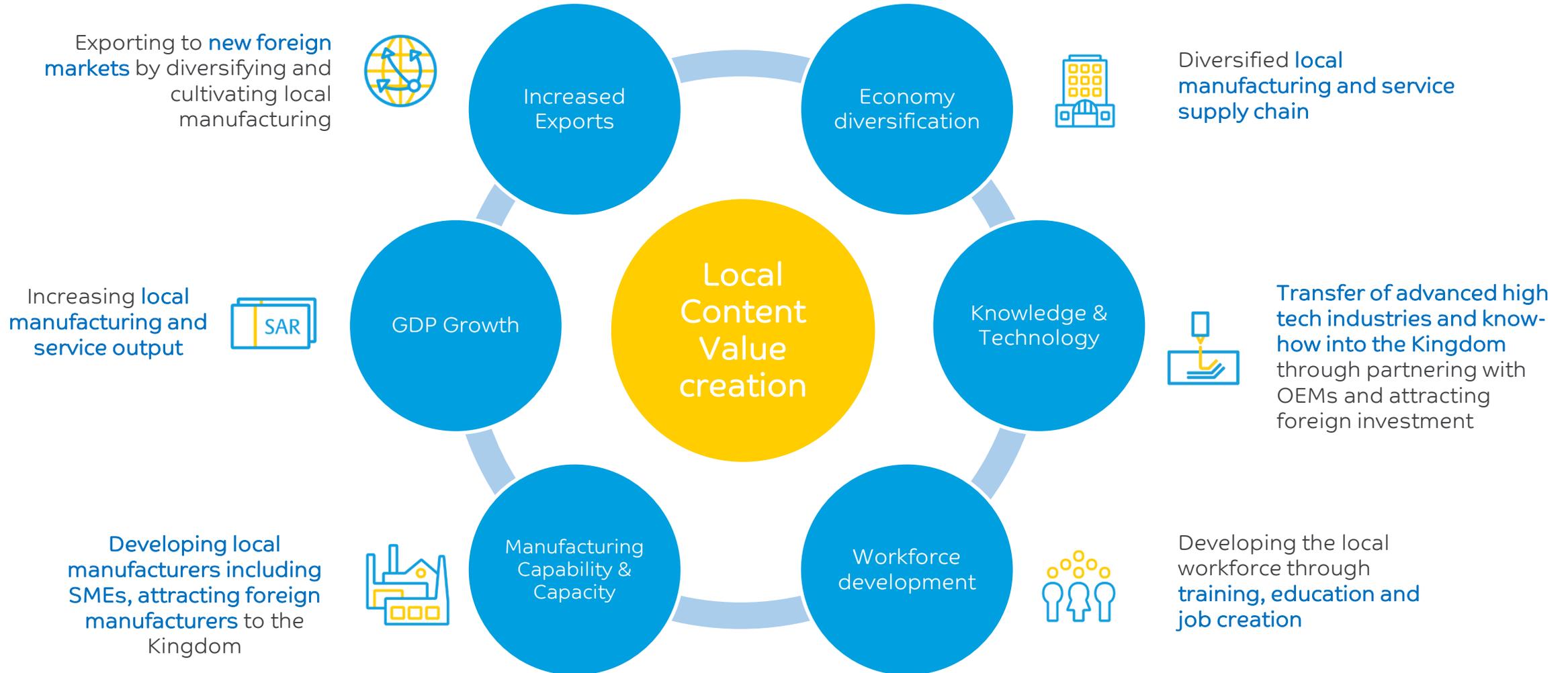
35%

7%

50%

75%

# PROCUREMENT LIES AT THE HEART OF THE TRANSFORMATION – LOCAL CONTENT ENABLES VALUE CREATION BEYOND COST REDUCTION

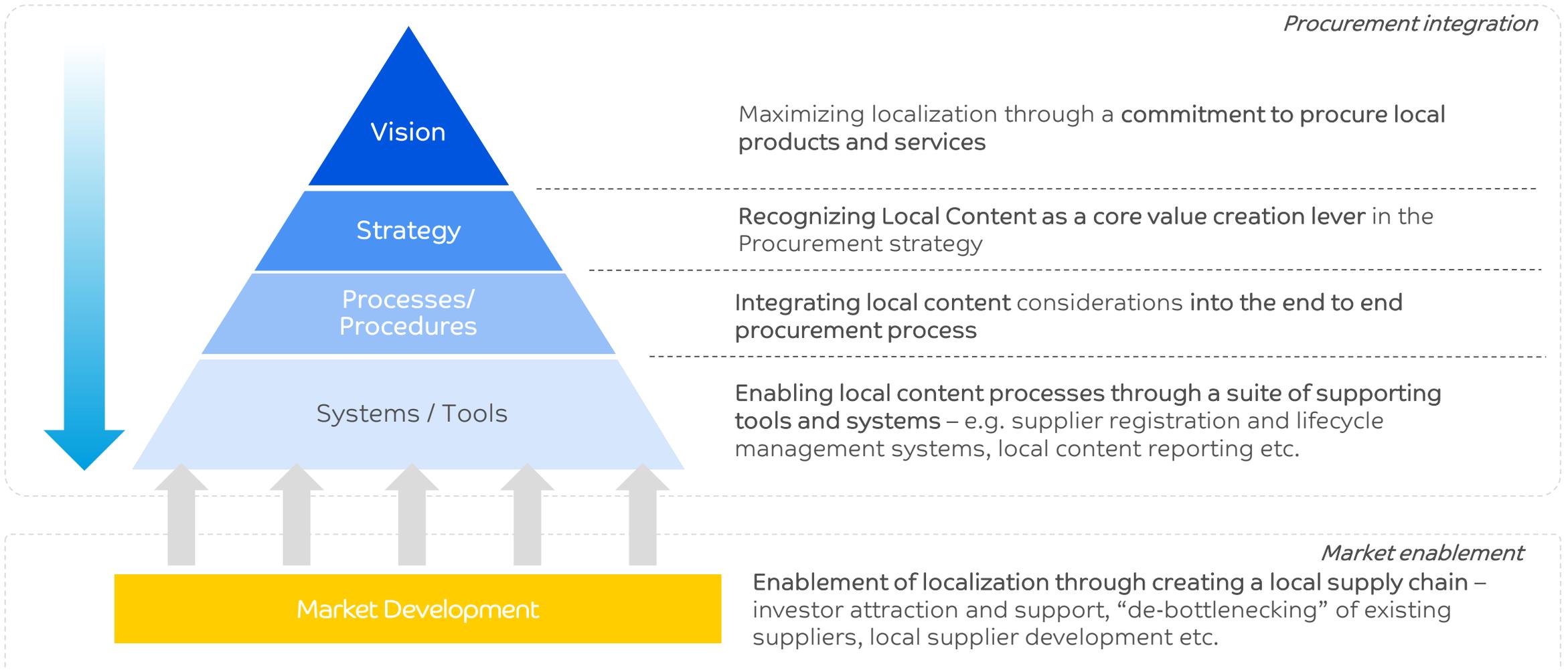


# IN ADDITION TO ENABLING EXTENDED VALUE CREATION, LOCALIZATION ALSO HAS A PROFOUND IMPACT ON KEY PROCUREMENT METRICS



# TO UNLOCK THE VALUE OF LOCALIZATION, PROCUREMENT NEEDS TO EMBED LOCAL CONTENT IN IT'S VISION, STRATEGY, PROCESSES AND SYSTEMS

## Integration of Local Content into Procurement



# DRIVEN BY SABIC LCBDU, NUSANED™ IS A STRUCTURED PROGRAM CONTRIBUTING TO VISION 2030 GOALS BY DELIVERING ON 4 FRONTS

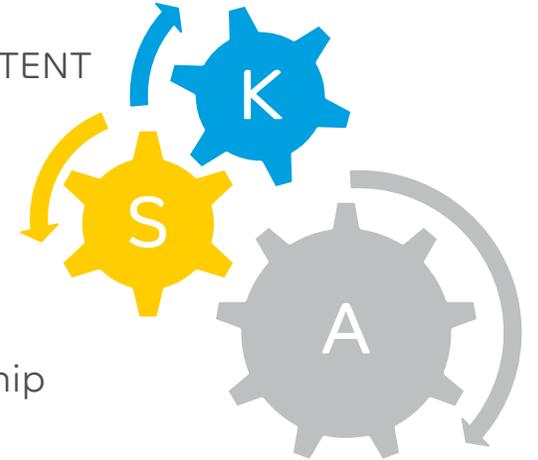


**nusaned**  
A SABIC INITIATIVE FOR 2030 VISION

Driven by dedicated Local Content Business Development Unit

STRUCTURED PROGRAM FOR MAXIMIZING LOCAL CONTENT DEVELOPMENT THROUGH

- Promoting the **localization of materials and service**
- Creating **business opportunities in downstream**
- **Developing workforce** – training and entrepreneurship
- **Attracting and Enabling Foreign Investment in KSA**



TO CREATE A VALUE ADDED **LOCAL MANUFACTURING BASE** ,  
**DIVERSIFY NATIONAL ECONOMY** , CREATE JOBS AND MINIMIZE  
**IMPORTS DEPENDENCY**



# NUSANED™ VIA ITS CORE PILLARS AND KSA STAKEHOLDER ENGAGEMENT OFFERS A HOLISTIC PLATFORM FOR ENABLING NEW INVESTMENTS AND SMES IN KSA



## nusaned

A SABIC INITIATIVE FOR 2030 VISION

Stakeholder Engagement: Partner or seek endorsement with relevant KSA authorities/agencies

ENTEMA



An **Opportunity Gate** to reach out, receive and analyze investor opportunities

DAEM



SABIC Support Packages to enable investor opportunities

Access to Finance



Enable **Financing** for attractive opportunities

MUAHAL



Develop **Workforce Capabilities** to enable investor opportunities



**Home of Innovation™**  
A SABIC growth initiative



**Nusaned Investment**  
A SABIC initiative to support local investment

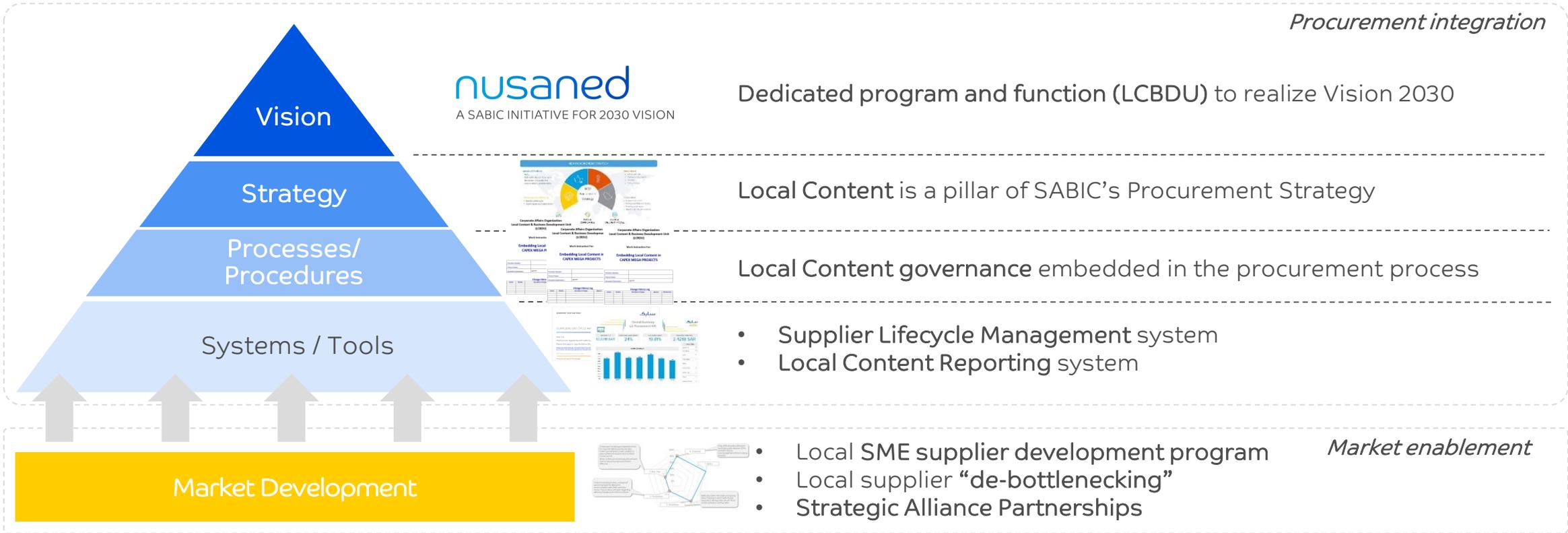


**Estidamah**

# SABIC IS ALSO INTEGRATED IN THE AN END-TO-END BUSINESS ECOSYSTEM THAT SUPPORTS SUPPLIERS AND INVESTORS IN EXECUTING THE VISION



# SABIC HAS SUCCESSFULLY EMBEDDED LOCAL CONTENT IN THE END-TO-END PROCUREMENT AGENDA



Local Content enables Procurement to extend its value creation beyond cost reduction – realizing the importance and embedding local content in Procurement is critical to enable the 2030 Vision



THANK YOU

