



Introduction to Investment opportunities - Light Equipment, business services & Other

Presented by: Ahmad Al-kuwari





Light Equipment, Business Services and other, refer to a wide range of individual offerings that are independent of other opportunity clusters



Light equipment

- Light industrial businesses where all processes take place wholly within an enclosed building



Basic materials/ chemical products

- Refining of materials and chemical products to consumable goods



Metal processing and machinery

- Metal fabrication, cutting, and assembly in order to construct a certain product



Business services

- Services that support a business but do not produce a tangible commodity

Redirect QAR 1.5-2 billion to Qatar by increasing share of localization to 65% in Light Equipment, Business Services and other by 2023



ILLUSTRATIVE

Vision

~65% local spend by 2023 localizing QAR 0.3-0.4B per year



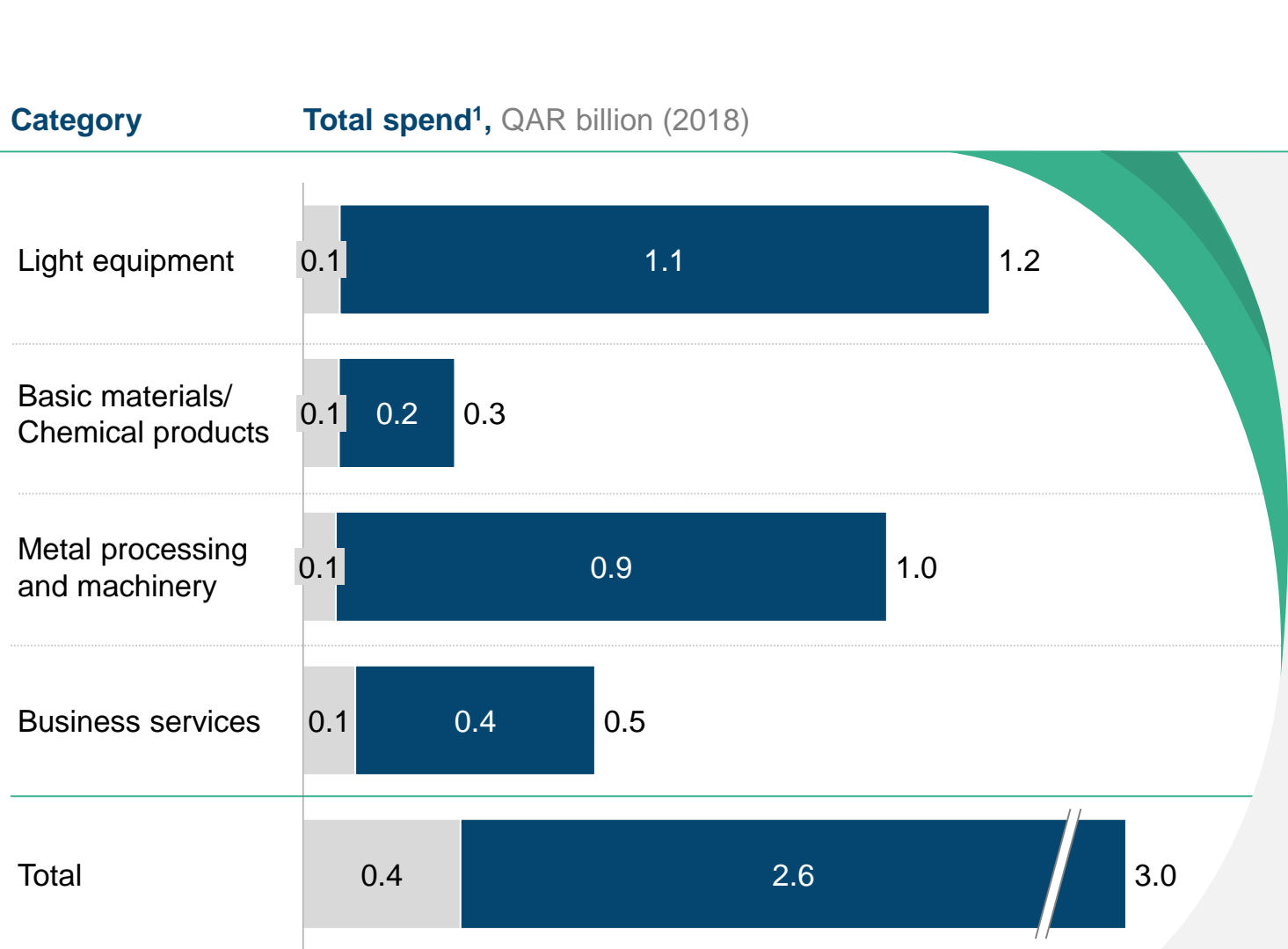
1 Encourage SME presence in energy sector tenders through **contracting policy**

2 Leverage synergies with **special economic zones**

3 Implement on **individual opportunity basis**

Contribution to the country-wide focus on SME development

Today, the energy sector in Qatar is importing over QAR 2.5 billion of Light Equipment, Business services and other



Local spend
Non-local spend

Background

Limited local capabilities exist for products such as gaskets, system cabinets and safety clothes

Some local facilities exist in chemicals blending, while basic materials are **mainly imported**

Basic highly consumed commodities are **mainly imported**

Dominated by international companies that rely on **high-skilled experts** secondment from abroad

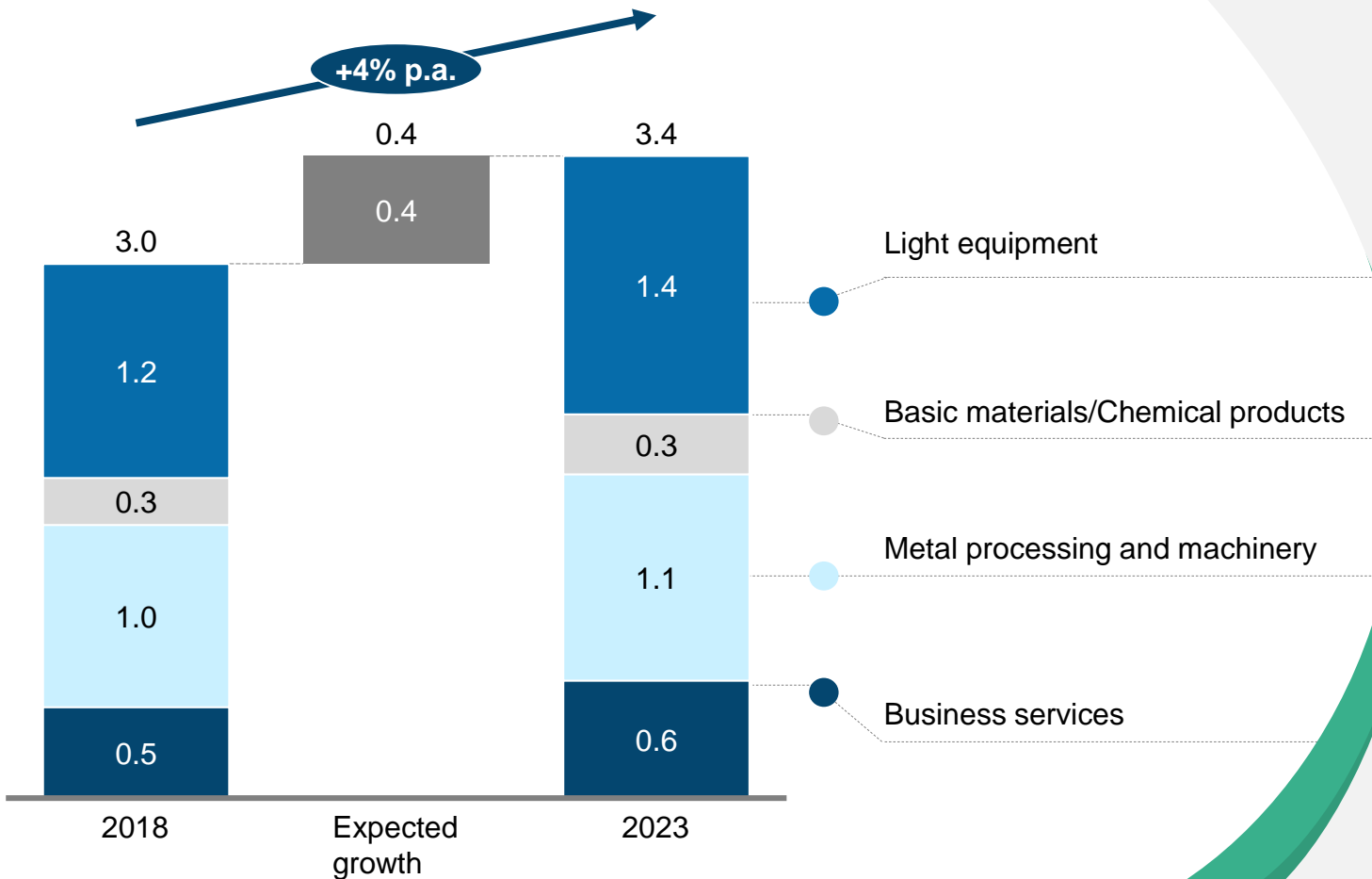
65% Aspiration share of local spend (2023), %



Market for Light Equipment, Business Services and other in Qatar is expected to grow from QAR ~3.0 billion in 2018 to QAR ~3.4 billion in 2023

Spend on light equipment, business and other services in Qatar

QAR billion, based on historic data and supplier interviews and extrapolated for 2018-23



Key drivers of growth:

1. Upcoming commissioning of **large scale in energy sector projects**, such as North Field expansion
2. Ongoing **construction of civil and industrial objects**, such as infrastructure and office/residential buildings
3. **Growing workforce** to support those initiatives, both blue- and white-collar

Today, TAWTEEN is announcing 18 opportunities to help achieve ~65% local spend by 2023



■ High ■ Medium ■ Low

Category	Localization opportunities	Expected estimated cumulative spend, QAR M (2019-2023)	Required capital intensity, QAR M	
Light equipment		1 Manufacturing of air and gas filters	1,440	50+
		2 Manufacturing of gaskets	855	50+
		3 Manufacturing of mechanical seals	895	50+
		4 Manufacturing of pipeline valves	1,175	50+
		5 Manufacturing of system cabinets	210	0-10
		6 Manufacturing of safety clothes	130	0-10
		7 Assembly of glass fibre optic cables	230	10-50
		8 Assembly of switchgears	310	50+
		9 Assembly of fire pumps and their components	290	10-50
		10 Assembly of non-API liquid pumps	220	10-50
Basic materials and chemical products		11 Manufacturing of insulation materials	395	50+
		12 Blending of lubricating oils	1,100	50+
Metal processing and machinery		13 Manufacturing of flanges and pipe fittings	1,960	50+
		14 Manufacturing of pressure vessels and fuel tanks	535	50+
		15 Manufacturing of scaffolding systems	2,500	50+
		16 Manufacturing of steel wire ropes	395	50+
Business services		17 Management consulting	2,040	0-10
		18 Consulting in IT/ERP systems integration	595	0-10
Total		15,275		