



Application Process Stage 2 Briefing Session

Briefing agenda

1

Tawteen Allocation Process

2

Overview of Investor Pack

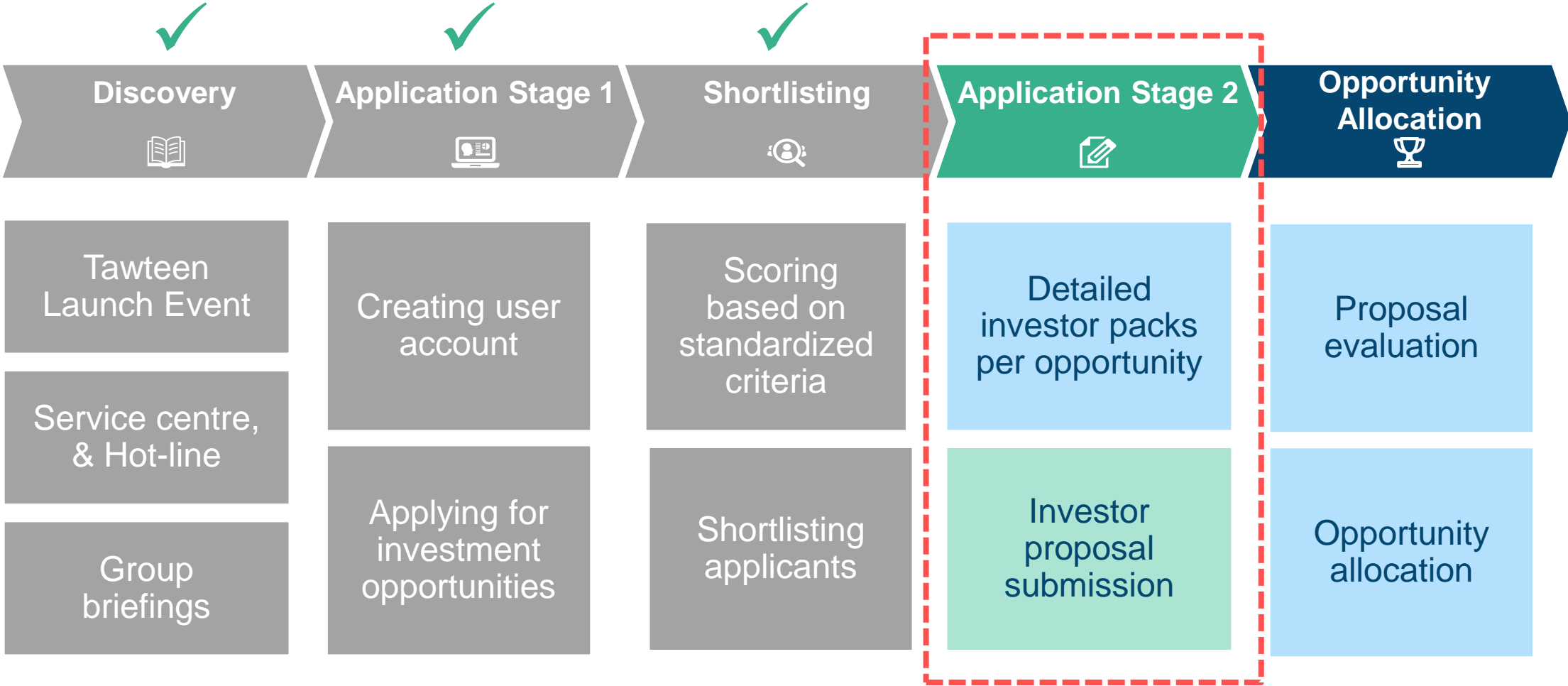
3

Overview of Evaluation Process

4

Next Steps

Opportunity allocation process – Summary



✓ Stage Completed
 Current stage
 To be completed by investors/applicants

High level overview of the contents within a typical Investor Pack



- 1 Opportunity overview**
 - Description of the opportunity & Localization aspirations
- 2 Scope of service**
 - Specific scope of the value chain, Market Outlook and Demand
- 3 Incentives and Supporting Contract ***
 - Specific incentives and support contracts provided by Tawteen & Partners
- 4 Evaluation**
 - Overview of the evaluation process, framework and criteria
- 5 Appendix**
 - Submission guidelines, requirements and templates

* Supporting contracts are provided where applicable

Proposal Submission Elements

- A** **Market Assessment**
 - Market overview and growth drivers
 - Market demand analysis
 - Projected market share & competitive advantage

- B** **Technical Feasibility**
 - Process & technology detailing
 - Asset, manpower & raw material requirements...etc.
 - Standards and certifications

- C** **Financial Feasibility**
 - Projected income statement
 - Feasibility ratios
 - Cash flow analysis

- D** **Submission Templates**
 - Templates and forms to assure a standardised submission
 - Compliance forms:
Terms & conditions, conflict of interest, letter of undertaking & regulatory compliance

Evaluation framework that will be used to assess investment proposals

Criteria	What will be assessed
Compliance with regulations	Compliance to the applicable regulatory requirements
Meets required scope	How the investment proposal fulfills the proposed scope
Meets localization objective	The extent to which the localization objectives are met
Technical feasibility	Quality & feasibility of the technical proposal
Financial feasibility and strength	Financial sustainability of the business plan proposed
Access to financing	Ability to access required financing
Infrastructure required	Adequacy of the infrastructure required with respect to scope

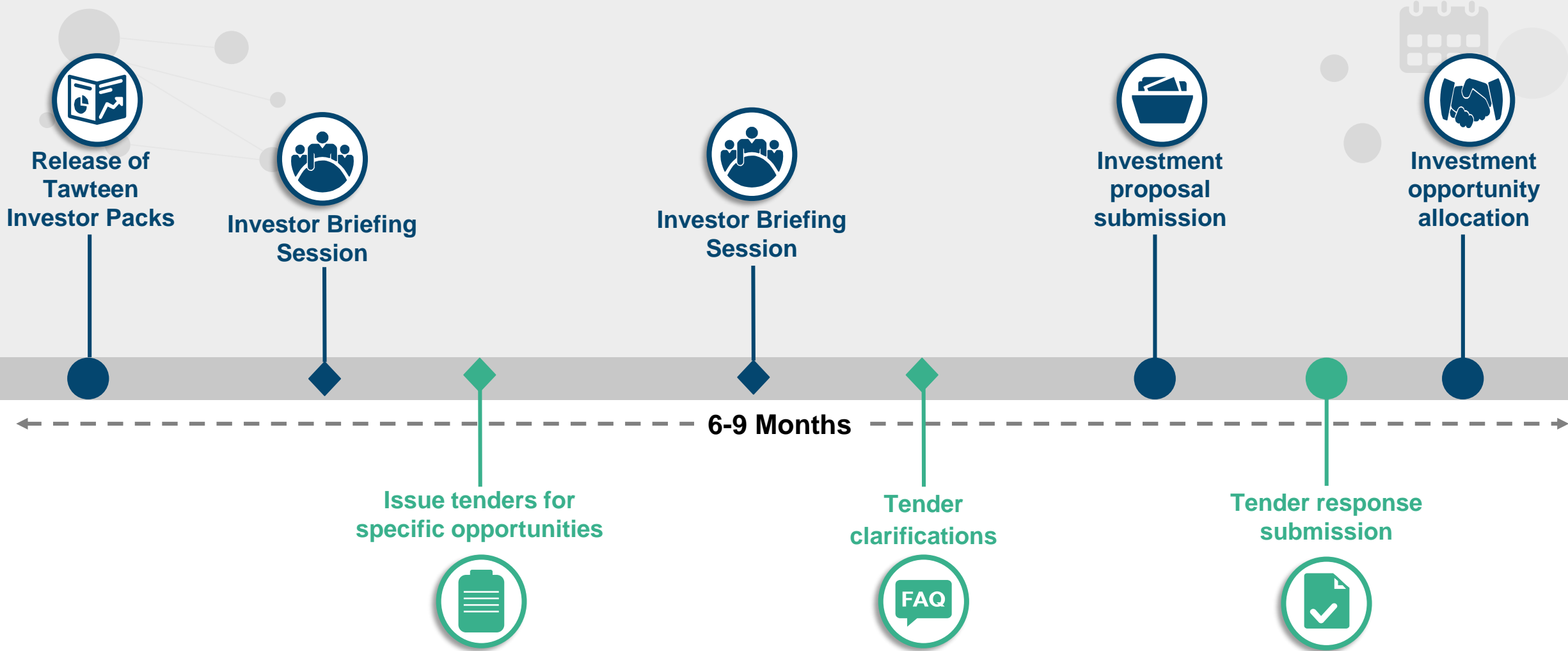
Evaluation process that will be followed to allocate opportunities without a supporting contract



Evaluation process that will be followed to allocate opportunities with a supporting contract



Timeline from release of Investor Packs (with a supporting contract) to allocation of opportunities



Immediate Next Steps

1

Sign and submit the confidentiality agreement

2

Get access to QP's file sharing portal

3

Download Tawteen Investor Pack & supporting documents

4

Initiate feasibility study