

nusaned  
INVESTMENT COMPANY

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# NUSANED INVESTMENT COMPANY™

PROFILE



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Saudi Vision 2030

# An ambitious vision for a promising future

(SABIC) committed itself to play an influential role in supporting the Saudi Vision 2030, through the establishment of the Local Content and Business Development Unit in early 2017. A year later, the company launched the Nusaned™ initiative, which is the first integrated engine for localization, followed by the establishment of the Nusaned Investment Company™.

The initiative was developed to enable entrepreneurs to transform their ideas into establishments, while Nusaned Investment Company™ came to serve as the investment arm concerned with integrating these establishments into the production sectors and providing capabilities to support entrepreneurs and qualify their projects in the industrial field, until they are able to enhance the role of the private sector and create Job opportunities and increasing competitiveness in local content, to serve the goals of the vision-related to investing in people, empowering national competencies, contributing to the sustainability of the growth of the national economy and strengthening the Kingdom's position regionally and globally





# Nusaned™ initiative to contribute to growth

The Nusaned™ initiative represents a unique model in terms of its modus operandi that links the public and private sectors and unifies efforts between individuals and national institutions by creating an environment for institutional work and cooperation in providing services and investing in opportunities, in addition to the presence of Nusaned Investment Company™ as an enabler to start entrepreneurial projects and integrate them into The business sector, which has contributed since the launch of the initiative to adding real value to the local content, as more than 140 small and medium companies were evaluated and qualified by local investors and manufacturers, who were given the necessary experience to establish companies capable of competing in many fields.

نساند

مبادرة سابك لتمكين رؤية ٢٠٣٠

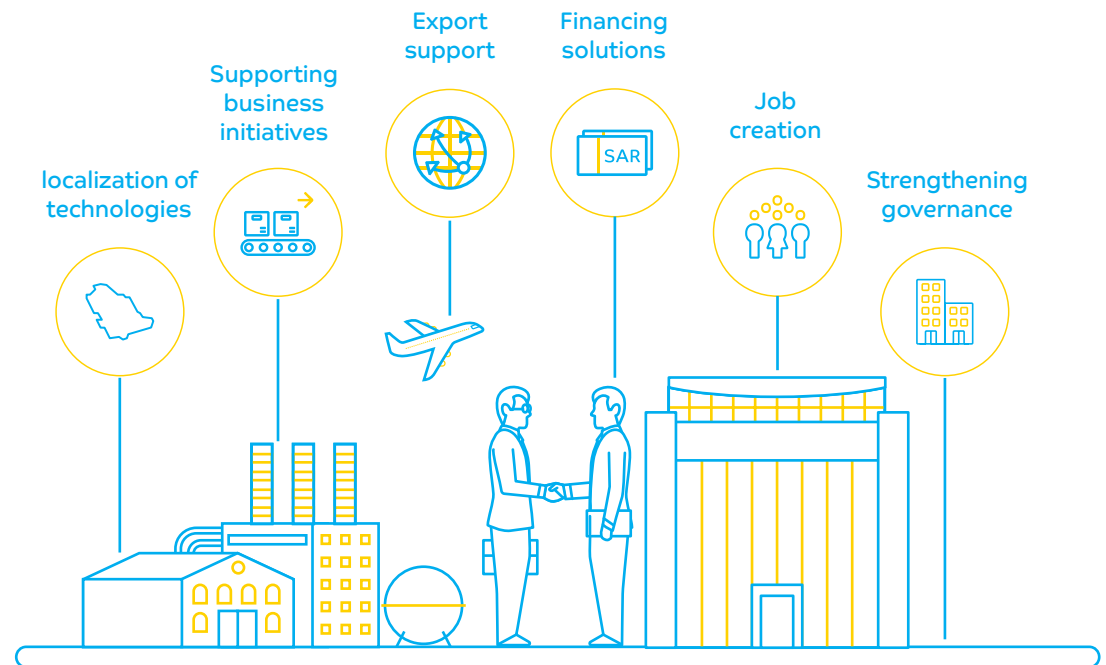


# About Nusaned Investment™

Nusaned Investment™ was launched in 2018, and it is a wholly owned subsidiary of SABIC that operates as an independent investment company, concerned with supporting small and medium enterprises through financing, partnerships and direct investments, in order to create a stimulating environment for increasing local content.

Nusaned Investment™ has an independent board of directors, and it is working to become a leading company in the field of industrial investments, and supportive of the goals of localization in the Kingdom. Its role includes enabling small and medium enterprises to grow, and it also cooperates with various sectors to transfer knowledge and experience, and create opportunities for market development Financing the projects of entrepreneurs in order to advance them to the ranks of their counterparts in developed economies.

Nusaned Investment™ benefits from SABIC's capabilities concerning the localization of materials, manufacturing industries, and industrial services, and contributes to strengthening governance and institutionalizing small and medium enterprises.

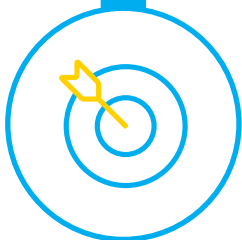


# The Strategy



## Nusaned Investment Vision

To become a leading company in the field of industrial investments, contribute to revitalizing the business environment for small and medium-sized companies at the local level, and support the goals of Saudization in the Kingdom.



## Nusaned Investment Mission

Providing investment opportunities in small and medium-sized companies and providing them with non-financial support, in addition to benefiting from (SABIC) capabilities with regard to the localization of manufacturing industries and industrial services, and contributing to strengthening the system of governance of small and medium-sized companies and their institutionalization.



# The Strategy



## SABIC Value Add



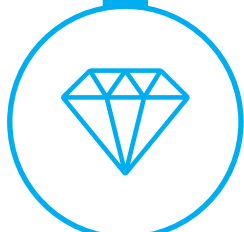
Drive synergies in SABIC value chain



Support SABIC local content and vendor qualification



Leverage SABIC network and NI's investment expertise to spearhead localization



## Socio-Economic Pillars



Support KSA economic & industrial development and strategic benefit



Drive Vision 2030 localization objectives



Enable development of the SME ecosystem in KSA

# Investment Strategy Dimensions



## Company Size

- Small and Medium Enterprise (SME)



## Sectors

- Petchem Supply Chain & Downstream
- NIDLP Sectors
- Adjacent Industries



## Company Stage

- Greenfield
- Growth/ Expansion
- Product Development
- Turnaround



## Technology Focus

- Emerging
- Mature
- Nascent



## Type of Operation

- Manufacturing
- Services
- Hybrid



## Financial Proposition

- Equity



## Ownership Target

- 5 - 25%
- 25% - 49%



## Equity Ticket Size

- 5 - 50 Mn SAR



# Business Areas and Focus Sectors

Nusaned Investment™ business areas include investing in direct shares, secondary financing, facilitating bank borrowing, secondary financing, and providing support through strategic and operational consulting. Since its launch, the company has signed a number of partnerships with local and foreign partners, within the framework of various focus sectors that include:



Machinery and Equipment



Automotive



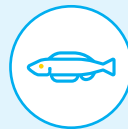
Pharmaceutical



Medical Equipment and Supplies



Food Processing



Aquaculture



Aviation



Marine Industries



Renewable Energy Manufacturing



Basic and Intermediate Chemicals



Specialty Chemicals



Plastic and Rubber



Military



# Competence, tasks and objectives



## Prioritize Economic Development and Strategic Benefit for KSA

We are dedicated to developing SABIC's supplier and customer base by supporting SMEs along SABIC's supply chain. In addition, we support SMEs across all priority sectors as defined in KSA's National Industrial Strategy (NIS).



## Contribute To Vision 2030 localization Objectives

We focus on SME opportunities with mature technology in order to accelerate industrial localization impact in KSA. We prioritize SME opportunities with an advanced business model to generate stable returns and re-invest them into other SMEs. We focus on greenfield and growth / expansion opportunities to complement the KSA industrial financial offerings and provide SMEs with access to commercial and technical expertise/ assistance



## Generate Returns to be commercially viable and financially sustainable

We are devoted to ensuring long-term sustainability through a commercially-driven, risk-adjusted investment approach. We are committed to redeploying all financial returns through new investments in SMEs.

# Areas of Support

Nusaned Investment™ has developed a clear methodology that is closely linked to the Saudi Vision 2030, and provides support packages in key elements:



Nusaned Investment™ aims to enable all potential opportunities and create new ones by attracting investments, qualifying manufacturers, developing areas of innovation, and localizing and developing technologies and industries. The company has developed a set of standards and scientific foundations that it works on according to the assessment of the industrial investment scene, its variables, challenges and opportunities.

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