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Description generated with very high confidence

استمارة طلب قرض صناعي (المشاريع الصغيرة) **Industrial Loan Application Form**

**Project Name**

**Steel Arco**

(The provided information in this application will be treated as confidential and it would be only used internally within the SIDF)

## PROJECT DATA

|  |  |
| --- | --- |
| **GENERAL INFORMATION** | |
| Project Name (as it is in the industrial license) | Steel Arco |
| Location (Region/City) | Riyadh |
| National Address | 7890 King Abdulaziz Road, Riyadh, 11564 |
| Telephone / fax / e-mail | +011 6576 7798 / +011 6576 7800 / info@steelarco.com |
| Commercial Register No. and date: | 12348567 / 25 June 2020 |
| Industrial license no. and date | 129613123 / 1 July 2020 |
| Legal Entity |  Sole proprietorship or branch of establishment. If it is a branch, state the name of parent company or establishment: …………………  √ Limited Liability Company or a branch of the company   General Partnership   Closed joint stock Company   Other (specify): …………………………… |
| Purpose of the loan | €مشروع جديد New Project  € √ مشروع جديد توسعة مشروع قائم Expansion of an existing project  € € تحديث وتطوير Modernization and development  € € تغيير موقع المشروع Project relocation  € € أخرى (حدد) Other (specify): …………………………………….. |
| Has the project or project owners dealt previously with other government financing Funds or Credit Bank | √ مشروع جديد NO  € € توسعة مشروع قائم YES (specify the name of project (s) and ورقم القرض loan number): …………………………………….. |
| Have the project’s owner (s) had any previous relation with SIDF or SMEs Financing Guarantee Program (Kafala) | √مشروع جديد No  € € توسعة مشروع قائم Yes (specify the name of project (s) and ورقم القرض loan or Kafalah number): …………………………………….. |
| Specify expected date for project complete implementation / Completion % | January 2026 / 40% |

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| **PROJECT PROFILE** |
| *Give a full page brief on the project(لا تقل عن 300 كلمة أو صفحة كاملة تذكر فيه فكرة المشروع وأهدافه و عوامل اختياره والمنتجات المصنعة والأسواق المستهدفة والخبرة العملية ...الخ) no less than 300 words stating the project’s idea, its objectives and rationales; its products and targeted markets and business experience, etc.*  Steel Arco is a factory in Riyadh specializing in producing steel-based building materials for the construction industry. The factory's primary objective is to supply high-quality steel reinforcement bars, beams, and panels, which are essential components for commercial and residential construction. This expansion project aims to meet the rising demand for these materials due to the Kingdom’s Vision 2030 initiatives and rapid infrastructure growth.  The factory’s products are crucial for building stability and durability, offering essential support in various construction processes. With this expansion, Steel Arco will increase its production capacity by 50%, incorporating cutting-edge machinery and adopting advanced industrial processes that ensure higher efficiency and lower production costs.  Target markets include construction firms, distributors, and contractors within Saudi Arabia and select export destinations in the GCC region. The expansion aligns with the company’s vision of becoming a key supplier of building materials in the region, contributing to the national goal of self-sufficiency in industrial outputs. Steel Arco has experienced management with over 10 years of industry experience and a proven track record of delivering high-quality products to various large-scale projects. The factory holds certifications that ensure compliance with international quality standards and has successfully established a reliable local supply chain for raw materials. |

|  |  |  |  |
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| **PROJECT OWNERSHIP** | | | |
| Name of Owner | **Legal Entity** | **Nationality** | **Shareholding (%)** |
| Ahmad Alsulami | LLC | Saudi | 50% |
| Abdullah Alsulami | LLC | Saudi | 50% |
|  |  |  |  |
|  |  |  |  |

*The table above is to fill out (in case the project is a branch of company or establishment, state only the ownership of parent company or establishment). Note: (you may add additional rows to the table if needed)*

|  |  |
| --- | --- |
| **PROJECT REPRESENTATIVE** | |
| Name | Ahmad Alsulami |
| Representative | Owner & CEO |
| Mobile Number | +966 553344111 |
| Email | ahmad@steelarco.com |

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **A BRIEF INFORMATION ON PROJECT OWNER (S)** | | | | | | | | | | | |
| Name | Ahmad Alsulami | | | | | | | | | | |
| Civil Register (residence) / commercial register | 122233344 | | | | | | | | | | |
| Address | 7890 King Abdulaziz Road, Riyadh | | | | | | | | | | |
| Telephone No. | +011 6576 7798 | | | | | | | | | | |
| Fax No. | +011 6576 7800 | | | | | | | | | | |
| Mobile No. | +966 553344111 | | | | | | | | | | |
| E-mail | ahmad@steelarco.com | | | | | | | | | | |
| List of real estate owned | | | | | | | | | | | |
| Property Type (land / building / farm / villa.) | | **City** | **Location** | | **Area** | **Purchase Price** | | | **Purchase date** | | **Current market value** |
| Land | | Riyadh | 7890 King Abdulaziz Road | | 10,000m² | 15,000,000 | | | 2021 | | 18,000,000 |
|  | |  |  | |  |  | | |  | |  |
|  | |  |  | |  |  | | |  | |  |
| Total | | | | | | | | | | |  |
| Please attach the land deed title. | | | | | | | | | | | |
| List of establishments, companies or other service/commercial businesses in which the project’s owner is a shareholder | | | | | | | | | | | |
| Name of company /establishment | | | | **Shareholding (%)** | | | **Commercial Registration/ License** | | | **Issue Date** | |
| Alsulami Trading Co. | | | | 25% | | | 6789123 | | | 2015 | |
|  | | | |  | | |  | | |  | |
|  | | | |  | | |  | | |  | |
| Please attach the last three years audited financial statements. | | | | | | | | | | | |
| Other Investments: (includes stock holding, investment accounts, etc.) | | | | | | | | | | | |
| Type of investment | | | | | | | | **Value of Investment(SR)** | | | |
|  | | | | | | | |  | | | |
|  | | | | | | | |  | | | |
|  | | | | | | | |  | | | |
| Total | | | | | | | |  | | | |
| Please attach the account statements. | | | | | | | | | | | |
| Please attach the C.V of the owner which includes qualifications and work experience | | | | | | | | | | | |

***Important Note: (re-state information of the above table for each owner if more than one owner). Use additional rows in the table when needed***

|  |  |
| --- | --- |
| **BANK INFORMATION** | |
| Name of account holder (in English) | Ahmad Alsulami |
| Address | 7890 King Abdulaziz Road, Riyadh |
| Bank Name | Alrajhi Bank |
| Branch | Alraed |
| Bank Contact (Tel. & Email) | +011 465 7890 / alraed@alrajhi.com |
| Account Number | 1234567890123456 |

*Please fill in the above table for each bank account for the project and (ONLY FOREIGN OWNERS - PERSONAL ACCOUNT) (Table is to be repeated for each account)*

## MARKETING INFORMATION

|  |  |  |  |
| --- | --- | --- | --- |
| 1. Describe proposed products and their applications: | | | |
|  | **Description** | **Uses & Users** | **Substitute Products** |
| *Steel Rebars* | Steel Rebars | Constructions (Structural Support) | Aluminum or composite materials |
| *Steel Panels* | Steel Panels | Building frameworks | Precast concrete panels |

*Use additional rows in the table when needed*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 1. Submit detailed descriptions for each proposed product including product specifications (such as, weights, brand names, dimensions, picture, shelf life and ingredients) and final specific usages/applications of the finished products: | | | | | | | |
| Name | **Weight** | **Dimensions** | **Shelf life** | **Main Ingredients** | **Brand** | **Unit of measurement** | **HS code** |
| *Steel Rebars* | 10 kg/m | 12m x 0.02m | N/A | Iron, carbon | Steel Arco | Tons | 72142 |
| *Steel Panels* | 50 kg/m² | 2m x 3m | N/A | Steel alloys | Steel Arco | m² | 73089 |

*Use additional rows in the table when needed*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 1. Historical sales of project’s products for the past three years (Local & Export) (if any): | | | | | | |
| Product | **Year 2021** | | **Year 2022** | | **Year 2023** | |
| **Quantity\*** | **Value** | **Quantity** | **Value** | **Quantity** | **Value** |
| *Steel Rebars* | 10,000 tons | SAR 20,000,000 | 12,000 tons | SAR 24,000,000 | 14,000 tons | SAR 28,000,000 |
| *Steel Panels* | 5,000 tons | SAR 10,000,000 | 6,500 tons | SAR 13,000,000 | 7,500 tons | SAR 15,000,000 |

\*Based on the industry norm (in unit/Ton/M³/..etc.). *Use additional rows in the table when needed.*

|  |  |  |
| --- | --- | --- |
| 1. Target Market (s) | | |
|  | | **Total sales (%)** |
| Type of targeted market | √ Factories  € € تجار جمله Wholesales  € € موزعين Distributors  € € قطاعي Sectorial  € € تصدير Export | 40% |
| Local: (region / city) | - Riyadh  - Jeddah  - Dammam |  |
| Export: (country) | - UAE  - Oman  - Bahrain |  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 1. Fill in the table below if project owners have activities other than the subject project products: | | | | | | |
| Product | **Year 2021** | | **Year 2022** | | **Year 2023** | |
| **Quantity\*** | **Value** | **Quantity** | **Value** | **Quantity** | **Value** |
| *Trading- building Materials* | 3,000 tons |  | 3,500 tons |  | 5,000 tons |  |

*\** Based on the industry norm (in unit/Ton/M³/..etc.).

*Table to be re-produced for each owner (shareholder). Use additional rows in the table when needed.*

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 1. Main competitive factories in local market with estimates for historical sales for similar products for last three years. Same statement to be prepared for foreign markets if the project is export-oriented to be for each product type: | | | | | | | | |
| Factory Name | **Products** | **Production capacity (Units)** | **Sales Volume** *(Based on the industry norm)* | | | | | |
| **Year 2021** | | **Year 2022** | | **Year 2023** | |
| **Local** | **Export** | **Local** | **Export** | **Local** | **Export** |
| *Al-Yamamah Steel* | Steel Rebars | 20,000 tons | 18,000 tons | 2,000 tons | 19,000 tons | 2,000 tons | 2,000 tons | 2,500 tons |
| *Rajhi Steel* | Steel Panels | 15,000 tons | 13,500 tons | 1,500 tons | 14,000 tons | 1,500 tons | 15,000 tons | 2,000 tons |

*Use additional rows in the table when needed*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 1. Estimates for historical and future demand for products in local market / export market | | | | | | | |
| Product | **Targeted Market** | **Demand Volume (in unit/Ton/M³/..etc.)** *(Based on the industry norm)* | | | | | |
| **Historical** | | | **Future** | | |
| **Year 2021** | **Year 2022** | **Year 2023** | **Year 2024** | **Year 2025** | **Year 2026** |
| *Steel Rebars* | Saudi Arabia | 60,000 | 65,000 | 70,000 | 75,000 | 80,000 | 85,000 |
| *Steel Panels* | GCC Export | 25,000 | 30,000 | 35,000 | 40,000 | 45,000 | 50,000 |

*Use additional rows in the table when needed*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 1. Expected sales volume\* (for each targeted market) during the first five years of project life | | | | | | |
| Product | **Targeted Market** | **Year 2024** | **Year 2025** | **Year 2026** | **Year 2027** | **Year 2028** |
| *Steel Rebars* | Local | 15,000 tons | 17,500 tons | 20,000 tons | 22,500 tons | 25,000 tons |
| *Steel Panels* | Local | 7,000 tons | 8,000 tons | 9,000 tons | 10,000 tons | 12,000 tons |

\*Based on the industry norm (in unit/Ton/M³/..etc.). *Use additional rows in the table when needed*

|  |
| --- |
| 1. Explain in no less than 100 words the main factors affecting future growth rate and the methods used in calculating the estimates. |
| The future growth rate of Steel Arco's products is influenced by several factors, including the increasing demand for steel in the construction and infrastructure sectors, fueled by the Saudi government's Vision 2030 initiatives. Rapid urbanization and the development of new cities and mega-projects such as NEOM are creating significant demand for construction materials. Additionally, GCC countries are investing in infrastructure, leading to higher demand in export markets.  The estimates are based on historical demand trends, market analysis reports, and projected increases in construction activities in the region. Factors such as competition, raw material prices, and economic stability also play a role in determining future growth. |

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| 1. State places and names of main clients of the project’s proposed products and their current and future needs (if any). | | | | | | | | |
| Names  Of clients | **Historical consumption\*** | | | | **Future Needs\*** | | | |
| **Year 2021** | **Year**  **2022** | **Year**  **2023** | **Year** | **Year 2024** | **Year 2025** | **Year 2026** | **Year 2027** |
| *Saudi Construction Co.* | 5,000 tons | 5,000 tons | 5,000 tons | ***-*** | 6,000 tons | 6,000 tons | 6,000 tons | 6,000 tons |
| *Al-Haramain Developers* | 3,500 tons | 3,500 tons | 3,500 tons | ***-*** | 4,500 tons | 4,500 tons | 4,500 tons | 4,500 tons |

\*Based on the industry norm (in unit/Ton/M³/..etc.). *Use additional rows in the table when needed*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1. Proposed factory’s selling prices compared to competitors' prices (for each targeted market). | | | | |
| Product | **Targeted Market** | **proposed price** | **Competitors' prices** | **Traders/Importers prices** |
| *Steel Rebars* | Local | SAR 2,500 per ton | SAR 2,600 per ton | SAR 2,700 per ton |
| *Steel Panels* | Export | SAR 3,000 per ton | SAR 3,100 per ton | SAR 3,200 per ton |

*Use additional rows in the table when needed*

|  |  |  |
| --- | --- | --- |
| 1. Names of major competitors (manufacturers and suppliers) for each targeted along with their current market shares) | | |
| اسم المنافس Name of Competitor | **السوق المستهدف Targeted Market** | **الحصة السوقية Market share** |
| *Al-Yamamah Steel* | Saudi Arabia | 25% |
| *Rajhi Steel* | Saudi Arabia/GCC | 30% |

*Use additional rows in the table when needed*

|  |
| --- |
| 1. A clarifications of sales/marketing management team and distribution channels proposed for the project (staff, felt, branches, etc..) |
| The sales and marketing team consists of five experienced professionals, including a sales director and four regional managers. The distribution channels will be through Steel Arco’s dedicated fleet of ten trucks for local deliveries, as well as partnerships with logistics companies for export orders. The company plans to open two new branches in Jeddah and Dammam to cater to Western and Eastern region customers, respectively. |
| 1. Any additional capacity in the targeted market to be noted (name-capacity-date of implementing) |
| In 2025, Rajhi Steel is planning to increase its production capacity by 5,000 tons per year with new machinery, which may impact the competitive landscape. |
| 1. Details on the proposed advertising and promotion campaigns. Budget allocated to carry out such campaign and how it will be spent by each tool for the next 3 years of start-up. |
| Steel Arco plans to allocate SAR 3 million for a comprehensive advertising and promotion campaign over the first three years of operations. This will include digital marketing (social media, website development), participation in construction industry expos, print media advertising, and sponsorship of major construction projects. The budget breakdown includes:   * SAR 1,000,000 for digital marketing, * SAR 1,000,000 for industry expos, * SAR 500,000 for print advertising, * SAR 500,000 for sponsorships. |

## TECHNICAL INFORMATION

|  |  |  |  |
| --- | --- | --- | --- |
| 1. Elaborate in details the manufacturing process descriptions of each proposed product starting from Raw Materials to the finished products, clarifying what is the type and quantity of machines that will be used on this process as well as the manpower. (Process flow diagram is highly suggested as the following example) | | | |
| مرحلة التصنيع Manufacturing stage | **الآلة المستخدمة Machinery used** | **عدد المشغلين Number of operators** | **معدل الانتاج Production rate** |
| *Melting* | Electric Arc Furnace (1 unit) | 5 operators | 20 tons/hour |
| *Casting* | Continuous Casting Machine (1 unit) | 3 operators | 20 tons/hour |
| *Rolling* | Rolling Mill (2 units, one for rebars and one for panels) | 6 operators (3 for rebars, 3 for panels) | 20 tons/hour |
| *Cooling* | ***-*** | ***-*** |  |
| *Cutting & Finishing:* | Cutting Machines (2 units) | 4 operators (2 for each product) | 20 tons/hour |
| Process Flow Diagram is highly suggested as the following example: | | | |
| 1143-process-flow-diagram-wide-2.jpg (1279×720) | | | |

*Use additional rows in the table when needed*

|  |
| --- |
| 1. What are the applicable standard specifications? |
| Write Saudi/ international applicable standard specifications:   **SASO 2/1992** (Saudi Arabian Standards Organization) for steel products.   **ASTM A615/A615M** (American Society for Testing and Materials) for steel rebars.   **ISO 9001** for general quality management.   **ISO 14001** for environmental management. |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 1. Detailed capacity calculation for each production section (in the production line) indicating the bottle neck all over the production line to determine the designed installed capacity. | | | | | | | | |
| مرحلة التصنيع  Product | **Production rate/وحدة لكل ساعة Unit per hour** | **الآلة المستخدمة Measure. unit** | **Shift’s hours** | **Number of shifts per day** | **Number of days per year** | **عدد المشغلين Level of efficiency**  **% %** | **Annual production capacity** | **معدل الانتاج licensed production capacity** |
| Steel Rebars | 20 | Tons | 8 | 2 | 300 | |  | | --- | | 90% |  |  | | --- | |  | | 86,400 | 100,000 |
| Steel Panels | 10 | Tons | 8 | 2 | 300 | 85% | 40,800 | 50,000 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| *Write main assumptions used in calculating production capacities.*  *\* The same product should be as the same as marketing.*   8-hour shifts with 2 shifts per day, running 300 days per year.   Efficiency is based on historical production data and machine capabilities. | | | | | | | | |

|  |  |
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| 1. Fill the project capital cost as per the following table: | |
| اسم المنافس Fixed Assets | **السوق المستهدف Cost, SR** |
| Building & Civil Works | 5,000,000 |
| Machinery and Equipment | 24,125,000 |
| Safety Equipment | 500,000 |
| Vehicles | 850,000 |
| Furniture | 90,000 |
| Pre-Operating Expenses | 450,000 |
| IT, Hardware and software | 100,000 |
|  |  |
| Total Project Cost | **31,665,000** |

|  |  |
| --- | --- |
| 1. State in detail total cost of the buildings and civil works as per items of the following table: | |
| اسم المنافس Item | **السوق المستهدف Cost, SR** |
| General location (site leveling, fences, ground tanks, ... إلخ ) Etc.) | 500,000 |
| Main Building | |  | | --- | | 2,500,000 |  |  | | --- | |  | |
| Warehouses | |  | | --- | | 1,000,000 |  |  | | --- | |  | |
| Administrative Offices | 800,000 |
| External auxiliary rooms (Guard and electricity rooms) | 200,000 |
|  |  |
|  |  |
| Total Cost | 5,000,000 |

1. **The following points are essential to be submitted to support the above cost:**

* Land lease agreement.
* General site layout
* Full set of Building and Civil works drawings (architectural, structural, industrial, mechanical, firefighting system, electrical & plumbing, and ventilation system & AC).
* Design and Supervision contract.
* One or two competitive quotations (including selected offers or contract) for executing each of the following items showing the selected offer:
* Building and Civil works
* Electrical & Mechanical Works.
* Fire Fighting System.
* Bill of Quantities “B.O.Q” with itemized pricing to support the contract agreement.
* In case if the land is outside of MODON, permit to build/operate to be submitted.

|  |  |  |  |  |  |  |  |  |  |
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| 1. **The sponsor is required to submit an itemized breakdown of machinery and equipment costs according the selected quotations. This should be submitted as per the following table:** | | | | | | | | | |
| **No.** | **Formal Equipment Name and Model** | **Brief Description,**  **Specifications and Output Rate** | **Quotation** | **Man./Supplier** | **Quantity** | **Currency** | **Foreign** | **Total**  **Cost**  **SR'000** | **Machinery Status \*** |
| **Reference** | **Name** | **Cost/Unit** |
| **Quotation** | **&**  **Origin** | **000** |
| **Date** |
| **1** | Electric Arc Furnace EAF-100 | 100-ton electric arc furnace for steel melting | REF-2023-001 | ABC Machinery Co. | **1** | **USD** | 2,500,000 | 9,375 | Ordered |
| **2** | Continuous Casting Machine CCM-300 | 300-ton per day casting capacity | REF-2023-002 | XYZ Equipment Inc. | **1** | **EUR** | 1,200,000 | 5,400 | |  | | --- | | Not ordered |  |  | | --- | |  | |
| **3** | Rolling Mill RM-500 | 500-ton per day steel rolling machine | REF-2023-003 | RollingTech Ltd. | **1** | **USD** | 1,500,000 | 5,625 | Ordered |
| **4** | Cutting Machine CTM-200 | Cutting steel bars to specified lengths | REF-2023-004 | SteelCutters Co. | **2** | **EUR** | 100,000 | 900 | |  | | --- | | Not selected |  |  | | --- | |  | |
| **5** | Cooling System C-100 | Cooling system for steel rebars | REF-2023-005 | CoolSys Ltd. | **1** | **USD** | 500,000 | 1,875 | Implemented |
|  | *Use additional rows in the table when needed* |  |  |  |  |  |  |  |  |
|  | **sub-total-1** | 23,175,000 |  |  |  |  |  |  |  |
|  | **spare parts** | 500,000 |  |  |  |  |  |  |  |
|  | **Installation** | 300,000 |  |  |  |  |  |  |  |
|  | **SEC connection (transformers)** | 150,000 |  |  |  |  |  |  |  |
|  | *Use additional rows in the table when needed* |  |  |  |  |  |  |  |  |
|  | **Grand Total (SR)** | 24,125,000 |  |  |  |  |  |  |  |

*M&E selected offers/ contract should be submitted in the same order as in the above list.*

\* Machinery Status: (1) Implemented – (2) Arrived – (3) Ordered – (4) Not ordered – (5) Not selected

|  |  |  |  |
| --- | --- | --- | --- |
| 1. Please submit a competitive quotation/offer for major M/E showing the selected supplier as an attachment to this form. In addition, complete a machinery bid analysis details as following table and justification for the selection of supplier. | | | |
|  | **Comparison** | | |
| Criteria | **Selected offer** | **Comp. offer#1** | **Comp. offer#2** |
| Manufacturer | ABC Machinery Co. | XYZ Equipment Inc. | RollingTech Ltd. |
| Country of origin | USA | Germany | Italy |
| Capacity (kg/hour) | 100 tons | 90 tons | 110 tons |
| Total Cost (Foreign Currency) | 2,500,000 USD | 1,800,000 EUR | 2,700,000 USD |

1. **The following points are essential to be submitted to support the above cost:**

* Description of each production line indicating the capacities and products to be produced by each line.
* Technical catalogs and leaflets for the proposed main machinery.
* The custom clearance for all delivered machinery & equipment.
* The Machinery layout in the production area showing the dimension of production area, warehouse area for raw materials & finish goods and other service areas of the building.

|  |  |  |  |  |  |
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| 1. Detailed requirements of the Project for vehicles and transport means as follows: | | | | | |
| No. | **Vehicle** | **Number** | **Single cost (SR)** | **Total Cost (SR)** | **Purpose for usage** |
| 1 | Heavy-Duty Truck | 2 | 200,000 | 400,000 | Transporting raw materials |
| 2 | Forklift | 3 | 100,000 | 300,000 | Internal logistics |
| 3 | Delivery Van | 1 | 150,000 | 150,000 | Finished goods distribution |
| Total | | | | 850,000 |  |

*Use additional rows in the table when needed.*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1. Furniture and office equipment, including information technology (IT) hardware and software as follows: | | | | |
| No. | **Description** | **Number** | **Single cost (SR)** | **Total Cost (SR)** |
| 1 | Office Desks and Chairs | 10 | 5,000 | 50,000 |
| 2 | Computers and Monitors | 10 | 3,000 | 30,000 |
| 3 | Office Storage Cabinets | 5 | 2,000 | 10,000 |
| Total | | | | 90,000 |

*Use additional rows in the table when needed.*

|  |  |  |
| --- | --- | --- |
| 1. Pre-operating breakdown costs according to the following table: | | |
| No. | **Description** | **Cost (SR)** |
| 1 | Legal and administrative expenses | 100,000 |
| 2 | Staff training | 200,000 |
| 3 | Technical consultancy | 150,000 |
| Total | | 450,000 |

*Use additional rows in the table when needed.*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 1. The raw & packaging material consumption per unit for each proposed product (i.e. the amount and cost of raw & packaging material to produce one ton for each type of product). This information to be submitted as per the following table: | | | | | | |
| Product | **No.** | **Raw material** | **The amount of raw material in ton/ 1 Ton product produced** | **(Unit price), Cost of raw material /ton**  **(SR/ton)** | **Total Cost**  **SR/Ton** | **Source** |
| Steel rebars | 1 | Steel Billets | 1.05 | 2,000 | 2100 | Local Steel Supplier |
| 2 | Lubricants | 0.01 | 100 | 1 | Global Lubricants |
| 3 | Packaging Materials | 0.02 | 200 | 4 | Local Packaging Co. |
| Total | | | | | **2,105** |  |

In addition, please submit the source of required raw materials supported with official quotation for all raw materials for the above table.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 3.13 The raw & packaging material consumption per unit for each proposed product (i.e. the amount and cost of raw & packaging material to produce one ton for each type of product). This information to be submitted as per the following table: | | | | | | |
| Product | **No.** | **Raw material** | **The amount of raw material in ton/ 1 Ton product produced** | **(Unit price), Cost of raw material /ton**  **(SR/ton)** | **Total Cost**  **SR/Ton** | **Source** |
| Steel Panels | 1 | Steel Billets | 1.05 | 2,500 | 2,625 | Local Steel Supplier |
| 2 | Lubricants | 0.01 | 500 | 5 | Global Lubricants |
| 3 | Packaging Materials | 0.02 | 200 | 4 | Local Packaging Co. |
| Total | | | | | **2,634** |  |

In addition, please submit the source of required raw materials supported with official quotation for all raw materials for the above table.

\* The above table should reflect each product as mentioned in table 2.1

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 1. Detailed requirement of the project for manpower as following: | | | | | |
| Job Description | **No. of employees** | **Basic Monthly Salary (SR)** | **Total cost of the monthly salary** | **Additional benefits %** | **Total salary (SR)** |
| First: Direct labor | | | | | |
| Machine Operators | 20 | 4,000 | 80,000 | 10% | 88,000 |
| Maintenance Technicians |  |  |  |  |  |
| Indirect Labor |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Second: Indirect labor | | | | | |
| Supervisors |  |  |  |  |  |
| Administrative Staff |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Total Riyals | | | | | 171,600 |

*Use additional rows in the table when needed.*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 1. Detail requirements of the project for utilities necessary for the operation as per following items: | | | | | |
| No. | **Description Overall consumption** | **Unit** | **Unit price** | **Total use** | **Annual cost (SR)** |
| 1 | Electricity | KW | 0.18 | 500,000 | 90,000 |
| 2 | Water | M3 | 10 | 3,000 | 30,000 |
| 3 | Gas | BTU | 0.20 | 2,000 | 400 |
| 4 | Fuel | Liters | 1 | 10,000 | 10,000 |
| Total | | | |  | **130,400** |

*Use additional rows in the table when needed.*

|  |
| --- |
| 1. Know-how |
| Please submit a Know-how agreement if applicable |

|  |
| --- |
| 1. A brief statement of project’s available resources for production management and quality control. |
| The project has allocated skilled production managers with experience in steel manufacturing, complemented by a dedicated quality control team. Additionally, there are established partnerships with external consultants for quality certifications (ISO 9001, SASO). |

## FINANCIAL INFORMATION

|  |  |  |
| --- | --- | --- |
| 1. SOURCES OF FINANCE | | |
| مصادر التمويل Sources of lending | **%** | **SR** |
| رأس ال مال المدفوع Paid-in capital  (لا يقل عن 25% من التكلفة الاجمالية ) (No less than 25% of total cost) | |  | | --- | | 30% |  |  | | --- | |  | | 30,000,000 |
| تدفقات نقدية داخلية Internal cash flows  (في حالة قروض التوسعة والتحديث والتطوير) (in case of loans for expansion, modernization and development) | |  | | --- | | 20% |  |  | | --- | |  | | 20,000,000 |
| مبلغ قرض الصندوق SIDF loan amount | |  | | --- | | 50% |  |  | | --- | |  | | 50,000,000 |
| قروض أخرى (\*) Other loans (Specify either a bank loan or loans from shareholders, etc.): ………………………………………… |  |  |
| المجموع (يتطابق مع المجموع في فقرة 4.1 ) Total | 100% | 100,000,000 |

1. **Please complete the following financial projections for the project:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **1) 1) قائمة المركز المالي Statement of Financial Position** | **Amounts in thousands SR** | | | | | |
| **المبالغ بآلاف الريالات** | **Year 2024** | **Year 2025** | **Year 2026** | **Year 2027** | **Year 2028** |
| **الموجودات Assets** |  |  |  |  |  |
| **الموجودات المتداولة Current Assets** |  |  |  |  |  |
| **النقدية في المصنع و البنوك Cash in the factory and banks** | 5,000 | 6,000 | 7,500 | 9,000 |  |
| **المديونيات Account Receivables** | 10,000 | 11,000 | 12,500 | 14,000 |  |
| **المخزون Inventory** | 15,000 | 16,500 | 18,000 | 20,000 |  |
|  |  |  |  | 6,000 |  |
| **الاصول المتداولة الاخرى Other current assets** | 3,000 | 4,000 | 5,000 |  |  |
| **مجموع الاصول المتداولة Total current assets** | 0 33,000 | 0 37,500 | 0 43,000 | 0 49,000 | 0 0 |
|  |  |  |  |  |  |
| **الموجودات الغير متداولة Non-current assets** |  |  |  |  |  |
|  |  |  |  |  |  |
| **صافي الاصول الثابتة Net fixed assets** | 50,000 | 47,500 | 45,000 | 42,000 |  |
| **اصول ثابتة اخرى Other fixed assets** | 8,000 | 7,500 | 7,000 | 6,500 |  |
| **الموجودات الغير ملموسة Intangible assets** | 5,000 | 4,500 | 4,000 | 3,500 |  |
| **مجموع الموجودات الغير متداولة Total non-current assets** | 0 63,000 | 0 59,500 | 0 56,000 | 0 52,000 | 0 0 |
|  |  |  |  |  |  |
| **مجموع الموجودات Total Assets** | 0 96,000 | 0 97,000 | 0 99,000 | 0 101,000 | 0 0 |
| **المطلوبات : Liabilities:** |  |  |  |  |  |
| **ذمم الموردين Account Payables** | 8,000 | 7,500 | 7,000 | 6,500 |  |
| **قروض قصيرة الاجل Short-term loans** | 10,000 | 9,000 | 8,000 | 7,000 |  |
| **اقساط الصندوق المستحقة SIDF due installments** | 5,000 | 4,000 | 3,000 | 2,000 |  |
| **المطلوبات لاطراف ذات علاقة Liabilities to related parties** | 2,000 | 1,800 | 1,600 | 1,400 |  |
| **الخصوم المتداولة الاخرى Other current liabilities** | 6,000 | 5,500 | 5,000 | 4,500 |  |
| **مجموع الخصوم المتداولة Total current liabilities** | 0 31,000 | 0 27,800 | 0 24,600 | 0 21,400 | 0 0 |
|  |  |  |  |  |  |
| **قرض صندوق التنمية الصناعية SIDF loan** | 50,000 | 45,000 | 40,000 | 35,000 |  |
| **قروض بنوك طويلة الاجل Long-term bank loans** | 20,000 | 18,000 | 16,000 | 14,000 |  |
| **مطلوبات اخرى طويلة الاجل Other long-term liabilities** | 3,000 | 2,800 | 2,600 | 2,400 |  |
| **مجموع المطلوبات Total Liabilities** | 0 104,000 | 0 93,600 | 0 83,200 | 0 72,800 | 0 0 |
|  |  |  |  |  |  |
| **حقوق الملكية Equity:** |  |  |  |  |  |
| **راس المال المدفوع Paid-up capital** | 30,000 | 30,000 | 30,000 | 30,000 |  |
| **ارباح (خسائر) مبقاه Retained Earnings (Loss)** | |  | | --- | | -5,000 |  |  | | --- | |  | | 2,000 | 5,800 | 9,000 |  |
| **الاحتياطي العام General Reserve** | 2,000 | 2,500 | 3,000 | 3,500 |  |
| **جاري المالك Owner’s Current Account** | -1,000 | -500 | 1,000 | 2,000 |  |
| **مجموع حقوق الملكية Total equity** | 0 26,000 | 0 34,000 | 0 39,800 | 0 44,500 | 0 0 |
| **مجموع حقوق الملكية و المطلوبات Total equity and liabilities** | 96,000 | 0 97,000 | 0 99,000 | 0 101,000 | 0 0 |
|  |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **2) 2) قائمة الدخل Income Statement** | **Amounts in thousands SR** | | | | |
| **المبالغ بآلاف الريالات** | **Year 2024** | **Year 2025** | **Year 2026** | **Year 2027** | **Year 2028** |
| **المبيعات Sales** | 80,000 | 90,000 | 100,000 | 110,000 |  |
| **المواد الخام Raw materials** | 25,000 | 27,000 | 30,000 | 32,500 |  |
| **العمالة المباشرة Direct labor** | 10,000 | 11,000 | 12,000 | 13,000 |  |
| **الصيانه Maintenance** | 5,000 | 5,500 | 6,000 | 6,500 |  |
| **المنافع العامة Utilities** | 4,000 | 4,500 | 5,000 | 5,500 |  |
| **الاهلاكات والاطفاءات Depreciation and amortization** | 8,000 | 7,000 | 6,500 | 6,000 |  |
| **مصاريف مباشرة اخرى Other direct expenses** | 3,000 | 3,500 | 4,000 | 4,500 |  |
| **مجموع تكاليف التشغيل Total operating costs** | 0 55,000 | 0 58,500 | 0 63,500 | 0 68,000 | 0 0 |
|  |  |  |  |  |  |
| **مجمل الربح GROSS PROFIT** | 0 25,000 | 0 31,500 | 0 36,500 | 0 42,000 | 0 0 |
|  |  |  |  |  |  |
| **ناقصا : Less:** |  |  |  |  |  |
| **مصاريف المبيعات والمصاريف الادارية Sales expenses and administrative expenses** | 5,000 | 6,000 | 7,000 | 7,500 |  |
| **مصروفات بنكية Finance charges** | 3,000 | 2,500 | 2,000 | 1,500 |  |
| **مصروفات (او مبيعات) اخرى Other expenses (or sales)** | 2,000 | 1,500 | 1,200 | 1,000 |  |
| **صافي الربح NET PROFIT** | 0 15,000 | 0 21,500 | 0 26,300 | 0 32,000 | 0 0 |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **3) 3) التدفقات المالية للمشروع Financial flows of the project** | **Amounts in thousands SR** | | | | |
| **المبالغ بآلاف الريالات** | **Year 2024** | **Year 2025** | **Year 2026** | **Year 2027** | **Year 2028** |
| **التدفقات المالية الداخلة: Financial inflows:** |  |  |  |  |  |
| **رأس المال المدفوع Paid-up capital** | 30,000 | 0 | 0 | 0 |  |
| **تمويل ذاتي من المالك Self-financing from the owner** | 20,000 | 0 | 0 | 0 |  |
| **تمويل بنوك Bank Financing** | 15,000 |  |  |  |  |
| **تمويل جهات حكومية (قرض الصندوق) Government lending agencies (SIDF Loan)** | 25,000 |  |  |  |  |
| **الاستهلاكات والاطفاءات Depreciation and Amortization** | 8,000 | 7,000 | 6,500 | 6,000 |  |
| **مجموع التدفقات الداخلة (1) Total inflows (1)** | 0 98,000 | 0 7,000 | 0 6,500 | 6,000 | 0 0 |
|  |  |  |  |  |  |
| **التدفقات النقدية الخارجة: Cash outflows:** |  |  |  |  |  |
| **مصاريف رأس مالية للمشروع Capital expense for project** | 60,000 | 0 | 0 | 0 |  |
| **أقساط بنوك Bank installments** | 5,000 | 5,000 | 5,000 | 5,000 |  |
| **أقساط جهات حكومية (قرض الصندوق) Government agencies installments (SIDF loan)** | 6,000 | 6,000 | 6,000 | 6,000 |  |
| **الأرباح الموزعة Dividends** | 2,000 | 3,000 | 4,000 | 5,000 |  |
| **مجموع التدفقات الخارجة (2) Total outflows (2)** | 0 73,000 | 0 14,000 | 0 15,000 | 0 16,000 | 0 0 |
| **أموال متبقية في نهاية العام (1 – 2) Funds remaining at the end of the year (1 - 2)** | 0 25,000 | 0 -7,000 | 0 -8,500 | 0 -10,000 | 0 0 |
| **أموال مجمعة: Pooled funds:** | 0 25,000 | 0 18,000 | 0 9,500 | -500 | 0 0 |
|  |  |  |  |  |  |

|  |
| --- |
| 1. Financial Analysis of the economic feasibility of the project by applying economic criteria such as IRR and capital return. |
| Project IRR: 18%  Expected payback period: 5 years |

**I, owner of the project, applicant for industrial loan, hereby acknowledge and undertake as follows: -**

1. **All information and data written in the loan application form as well as the documents submitted to Saudi Industrial Development Fund (SIDF) are true and accurate and shall bear any resulting consequences and responsibilities.**
2. **My knowledge and information of all project’s elements including capital, income and operation costs, estimated financial results and certify that the project is economically viable based thereon.**
3. **Submit to SIDF any additional information or data requested by SIDF as soon as possible. In case of any default on my part with respect to follow up and submission of such documentation, SIDF shall have the right to close my application file without recourse to me.**
4. **My submission of the application form constitutes no legal obligation on SIDF’s part to finance the project; rather the application shall be subject to study and evaluation in accordance with the SIDF applicable procedures.**

**Name:** Ahmad Alsulami

**Signature: AA**

**Title: Owner**

**ID No: 118768790**

**Date: 09-08-2023**

**Stamp**

**إقرار عدم ممانعة لتبادل المعلومات**

|  |
| --- |
| **حيث ترغب (شركة ستيل اركو سجل تجاري رقم )**  **بالحصول على تمويل من صندوق التنمية الصناعية السعودي، وحيث واشترط الصندوق الاستعلام عن (الشركة/ الشركاء) لدى الشركات الائتمانية المرخص لها، إضافةً إلى تزويد الصندوق لها بمعلومات ائتمانية (عنه/عنهم).**  **عليه فإن مجلس الإدارة والشركاء الموقعون ادناه، يوافقون على قيام صندوق التنمية الصناعية السعودي بالاستعلام عنهم لدى الشركات الائتمانية المرخص لها والاطلاع على القوائم المالية الخاصة بالشركة، إضافةً إلى تزويد الصندوق لهذه الجهات بأي معلومات ائتمانية عنهم، وعلى ذلك نوقع.** |
| **الشركاء الأفراد: - أحمد السلمي، عبدالله السلمي**  **الاسم:**  **رقم السجل المدني:**  **التوقيع:** |
| **إقرار الشركة: -**  **اسم الشركة:**  **رقم السجل التجاري:**  **توقيع المفوض:** |
| **No Objection Letter for Information Exchange**    As ( STEEL ARCO Company, Commercial Registration No. \_\_\_\_\_\_\_\_\_\_\_\_), is applying for a loan from the Saudi Industrial Development Fund (SIDF), and since the Fund requires credit information on the Company/shareholders from the licensed credit companies, the Company’s Board of Directors and shareholders signed below agree to authorize the Fund to inquire on them with the licensed credit companies and review their financial statements. Moreover, the Fund has the right to provide their credit information to such credit companies. We hereby agree and sign below. |
| Individual Owner:- Ahmad Alsulami  Name :  ID No :  Signature : AA |
| Owner/Authorized for Company :  Name:  Commercial Registration No:  Authorized Signatory: AA |

**Responses to the loan application**

* **Credit requirements :**
* Please attach the last four years audited financial statements for Alsulami Trading Co.
* Kindly submit all legal documents (Commercial Registration and Article of association) For Alsulami Trading Co.
* Kindly submit the company profile for Alsulami Trading Co.
* Kindly attach land deeds title for the land owned.
* Kindly fill the rest of the information on the non-objection agreement.
* Kindly complete the missing data in year 2028 in table 4.2
* Kindly clarify what sources of Internal cash flows in table 4.1
* **Marketing Requirements:**
* Kindly elaborate more description for the proposed products and their applications in table (2.1)
* Kindly revise the HS codes entered for the products, ensure 6 digits entry.
* Kindly elaborate more about the targeted in table 2.4 since the percentage has add up to 100%.
* Kindly fill the missing data in table 2.4
* Kindly add the values for the products in table 2.5.
* Kindly specify the building material in table 2.5.
* Kindly clarify why there is no growth in the volumes for steel rebars and Steel Panels from the mentioned competitors in table 2.6.
* Kindly clarify why there is significant reduction in local sales of Al-Yamamah Steel in year 2028.
* Kindly revise the local and export sales input of table 2.6.
* Kindly clarify the basis of sales growth in table 2.7. Kindly provided supported documents if there are any.
* Kindly revise the input of table 2.7
* Kindly clarify the basis of sales growth in table 2.8.
* Kindly revise the input of table 2.8
* Kindly clarify why there is no estimation of future growth on the demand from the main clients provided in table 2.10.
* Kindly revise the input of table 2.10
* **Technical Requirements:**
* Kindly fill the Process Flow Diagram.
* Kindly submit all requested documents in point 3.6
* Kindly clarify the basis for the selected offer despite that the competitor offer No. 1 is cheaper.
* Kindly submit all requested documents in point 3.9
* Kindly clarify the use and the needs of each vehicle mentioned in table 3.10
* Kindly submit the raw material invoices for all material mentioned in table 3.13.
* Kindly fill the missing data in table 3.14
* Kindly refill table 4.1 to match the total project costs