

ENGINEERING SERVICES

**MAADEN LOCALIZATION
OPPORTUNITY CARD**

ENGINEERING SERVICES

OPPORTUNITY SUMMARY

Case Summary

Recurring demand across projects

Engineering services are required throughout project lifecycles and brownfield works, resulting in recurring demand patterns

Foreign delivery may be substituted

Engineering work is largely executed by international firms due to capacity gaps, not technical barriers, which may allow for local delivery

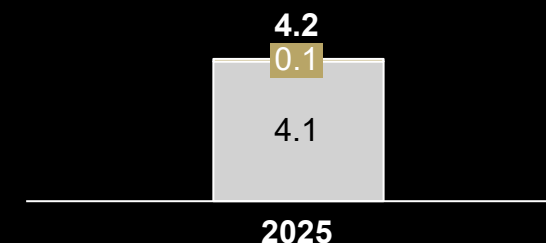
People-led delivery model

Revenue is driven by engineering hours and utilization, which may enable growth without significant capital investment

Maaden & Market Demand

GCC demand, Bn SAR (2025)

■ Maaden Demand ■ Rest of GCC Demand



ENGINEERING SERVICES

LOCALIZATION OPPORTUNITY OVERVIEW

1

Project-Linked Demand

Engineering services are embedded across feasibility studies, detailed design, and brownfield modifications, resulting in recurring demand aligned with project portfolios rather than cyclical procurement cycles.

2

Potential Substitution Opportunity

The current reliance on international engineering firms reflects capacity and proximity gaps rather than structural barriers, indicating potential for local delivery to replace imported engineering hours.

3

People-Led Delivery Model with Moderate Capital Requirements

Engineering services generate value primarily through skilled labor and project execution, which can support project viability depending on utilization and delivery, without requiring heavy capital expenditure or ownership of proprietary process technology.

4

Linked to Project Pipeline Activity

Revenue grows with the number and complexity of projects rather than balance sheet assets, which can enable expansion through talent acquisition and backlog growth rather than step-change investments.

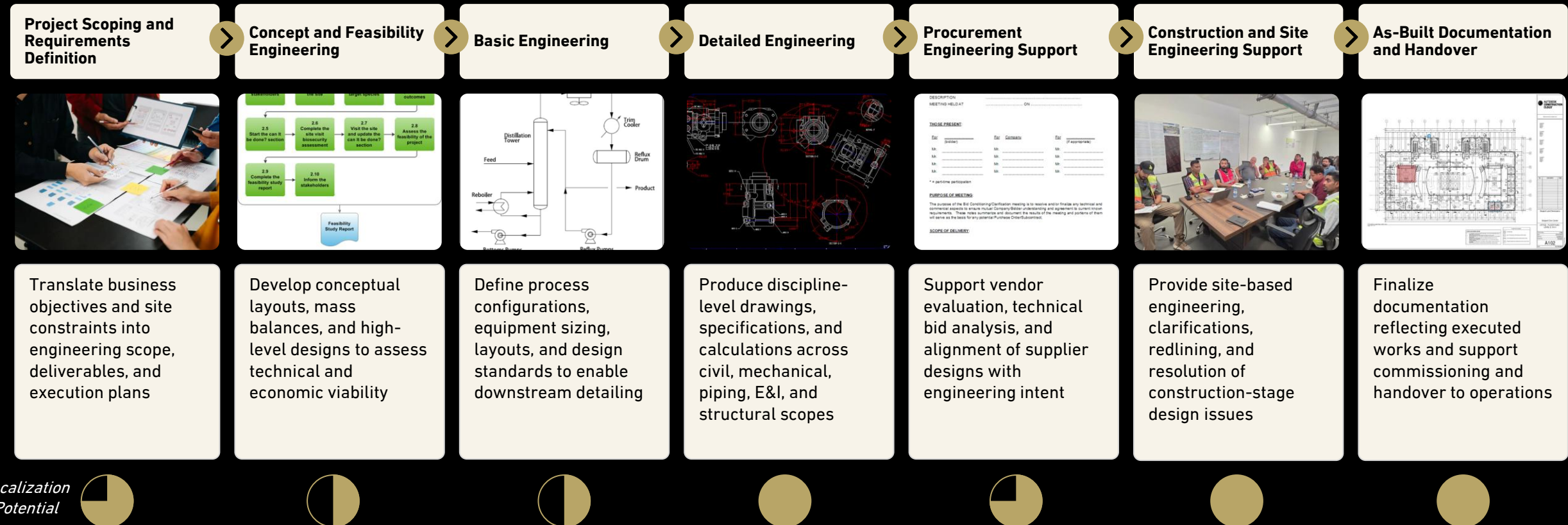
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Potential Cost Considerations for Local Players

Local engineering teams benefit from lower overheads, reduced mobilization costs, and faster site interaction, which may provide cost and responsiveness benefits

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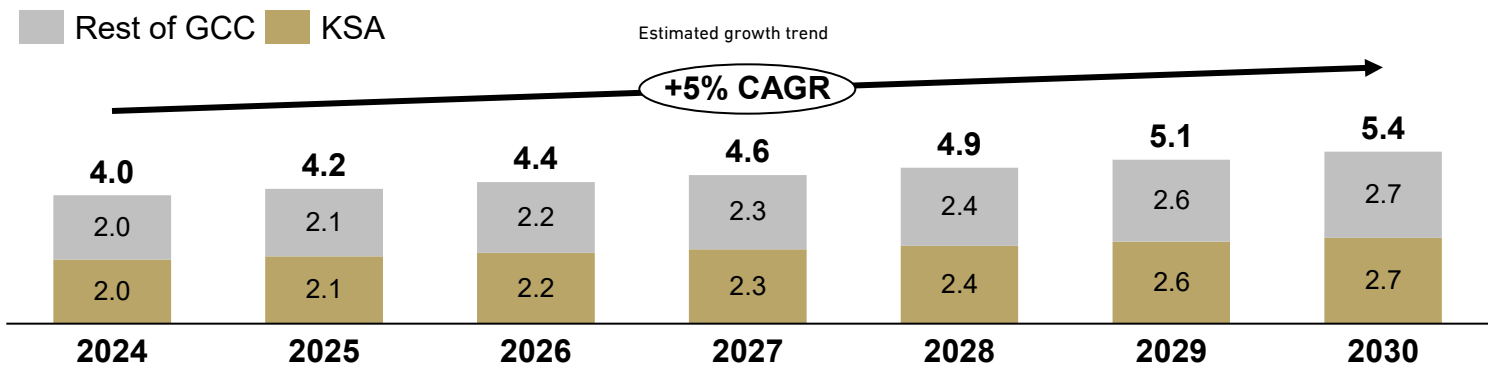
VALUE CHAIN



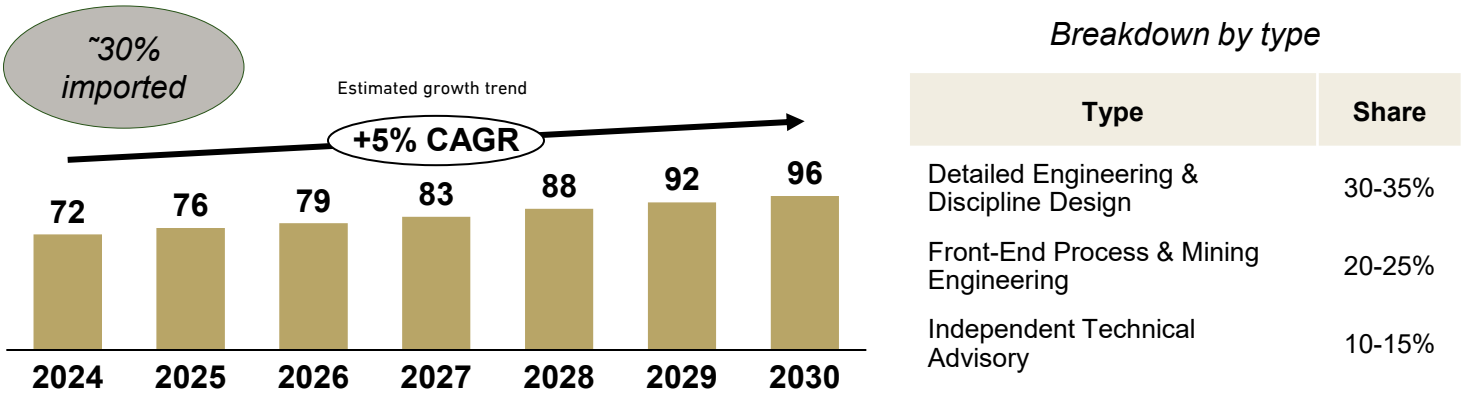
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MARKET DEMAND & SUPPLY

Market Demand, Bn SAR (industrial engineering, including capex and opex)



Maaden Demand, mn SAR



Market Trends & Demand Drivers

- 1 Engineering demand is generally associated with plant upgrades, debottlenecking, and infrastructure tie-ins rather than greenfield mega-projects
- 2 Projects are being broken into smaller engineering packages, which may increase repeat engineering scopes across disciplines
- 3 Owners may favor engineering teams that can work closely with site operations to shorten design cycles and resolve issues quickly
- 4 Engineering increasingly follows international codes and licensors while execution hours may shift toward lower-cost, in-country teams

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The KSA ecosystem comprises six main categories, supported by key enablers

1. Infra & Supply Chain

 **The Saudi Authority for Industrial Cities and Technology Zones (MODON)**

 **Royal Commission for Jubail and Yanbu (RCJY)**

2. Financing

 **Saudi Industrial Development Fund (SIDF)**

 **Saudi EXIM Bank**

 **SME Bank / Kafalah**

 **Ministry of Industries and Mineral Resources (MIM)**

3. Licensing & Taxation

 **Economic Cities & Special Zones Authority (ECZA)**

 **Zakat, Tax and Customs Authority (ZATCA)**

 **Ministry of Investment (MISA)**

4. Market Access

 **Local Content & Government Procurement Authority (LCGPA)**

 **Saudi Export Development Authority (SEDA)**

 **PIF / Accelerated Manufacturing Program**

5. Workforce

 **Human Resources Development Fund (HRDF)**

6. Technology

 **National Technology Development Program**

7. Enablers

 **الهيئة السعودية للمواصفات والمقاييس والجودة
Saudi Standards, Metrology and Quality Org.**

 **المؤسسة العامة للتدريب التقني والمهني
Technical and Vocational Training Corporation**

 **منشآت
monsha'at**

 **المركز السعودي لكفاءة الطاقة
Saudi Energy Efficiency Center**

 **البنك الإسلامي للتنمية
Islamic Development Bank**

 **البنك للتنمية الاجتماعية
SOCIAL DEVELOPMENT BANK**

 **المركز الوطني للتنمية الصناعية
National Center for Industrial Development**