MAADEN

VALVES

(OEM-Licensed Assembly & Configuration)

MAADEN LOCALIZATION
OPPURTUNITY CARD

VALVES (OEM-LICENSED ASSEMBLY & CONFIGURATION)

OPPORTUNITY SUMMARY

Case Summary

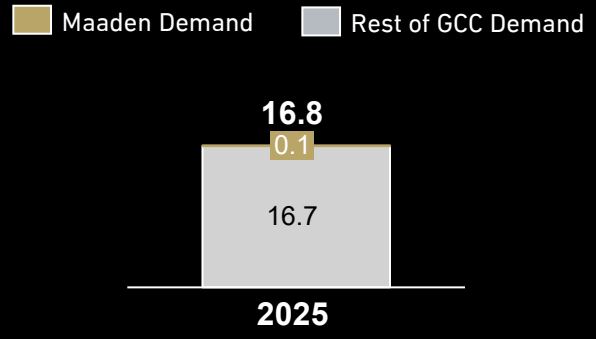
Stable, Repeat Demand
Long-life industrial assets create predictable replacement and lifecycle revenue

Execution-Led Value Capture
Partnering with OEM designs allows margin capture in local execution layers

Local Manufacturing & MRO Potential
Local assembly, testing, and refurbishment can reduce lead times and lifecycle costs

Maaden & Market Demand

GCC demand, Bn SAR (2025)



- Disclaimer: All figures are estimates compiled using historical consumption trends, the most recently publicly available information, industry benchmarks, and expert interviews. They are indicative only and remain subject to ongoing updates and change. **Source: Maaden, UN Comtrade, IMAC, Expert interviews**
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VALVES (OEM-LICENSED ASSEMBLY & CONFIGURATION)

Localization Opportunity Overview

1

Secured & Diversified Base Demand

Valves support over ~90% of process and utility systems across mining and industrial operations, driving a recurring replacement and expansion demand in KSA

2

Import Substitution

~70–85% of valve spend is currently met via imports due to OEM dominance and certification requirements, creating a potential opportunity for local production to compete for domestic market share.

3

Modular Manufacturing Economics

Focusing on local machining, assembly, and testing of high-volume valve bodies and actuators may support lower landed costs compared with imported finished goods, subject to sourcing, operating conditions, and market dynamics, while minimizing capital intensity

4

Delivered Cost & Lifecycle Advantage

Onshore manufacturing and spares availability may reduce lead times relative to imported solutions by ~40–60%, lower inventory carrying costs, and enable higher-value repair & refurbishment services versus full replacements

5

Platform for Growth & Partnerships

A localized valve base enables strategic partnerships with global OEMs and expansion into aftermarket MRO services, potentially creating additional aftermarket revenue opportunities

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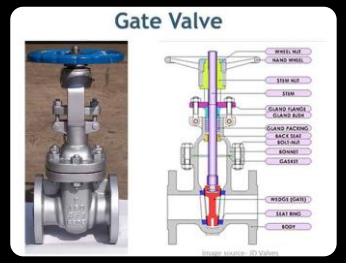
VALUE CHAIN

Design and Engineering	Steel and Alloy Input Supply	Casting or Forging of Valve Bodies	Machining of Valve Components	Fabrication and Component Assembly	Specialty Processing and Lining	Final Assembly into OEM or Project Systems
						
Valve sizing, pressure class, materials, actuation, and standards are defined based on process conditions and OEM or project specifications	Carbon steel, stainless steel, duplex, and specialty alloys are sourced to meet corrosion, pressure, and temperature requirements	Valve bodies, bonnets, and major pressure-containing parts are produced through casting or forging processes	Bodies, discs, plugs, stems, and seats are precision-machined to achieve sealing surfaces and dimensional tolerances	Machined components are assembled into valve sub-assemblies, including trim installation and stem–disc integration	Hardfacing, corrosion-resistant coatings, rubber lining, or polymer sleeves are applied where required by service conditions	Valves are integrated with actuators, gearboxes, or automation packages for installation in plant or equipment systems
Localization potential						

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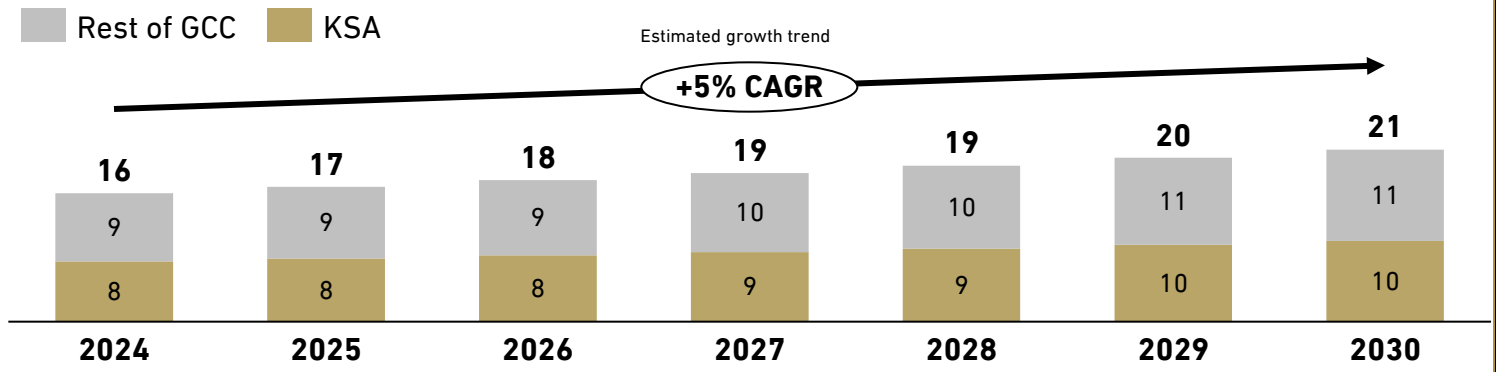
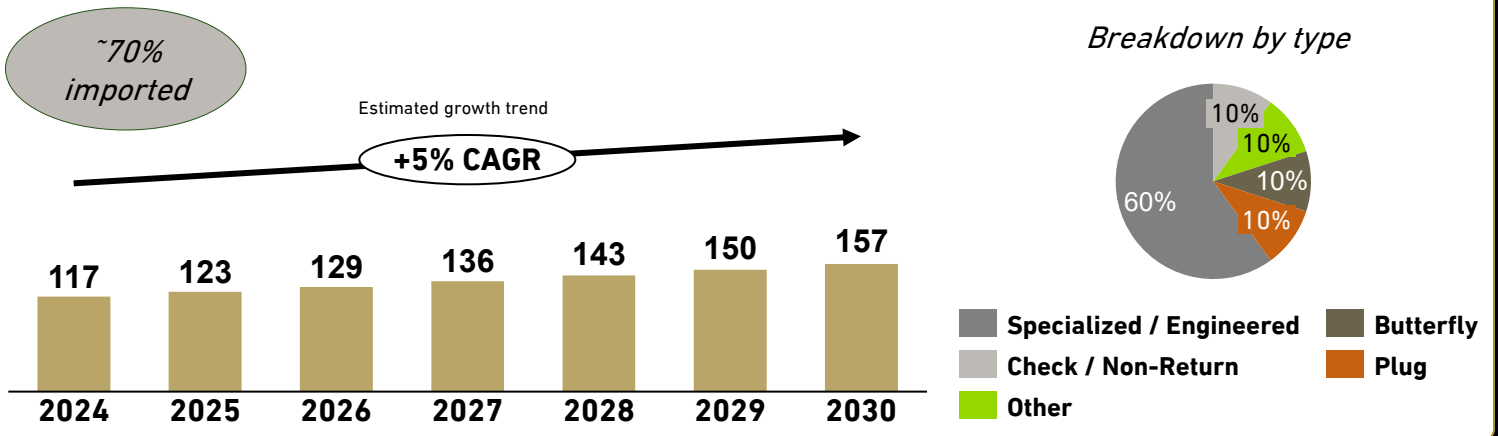
MARKET DEMAND & SUPPLY

Market Demand, Bn SAR



Maaden Demand, mn SAR



Market Trends & Demand Drivers

1. **Expansion of mining, minerals processing, and downstream industrial capacity across the GCC, increasing installed base of valves across processing plants and utilities**
2. **Higher maintenance and replacement demand driven by aging assets, abrasive process conditions, and continuous-operation mining environments**
3. **Growing focus on operational reliability and safety, driving demand for higher-specification valves and more frequent inspection, testing, and refurbishment**
4. **Shift toward faster project execution and reduced downtime, increasing preference for locally available valves, spares, and MRO support**

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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

Saudi Standards, Metrology and Quality Org. · monsha'at · Technical and Vocational Training Corporation · Saudi Energy Efficiency Center · IsDB

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