**Project Financials**

- **Proposed Plant Capacity:** ~100 K Units
- **Total Required CAPEX (USD Mn):** $15.7 ~ $16.3
- **Averaged OPEX (USD Mn):** $47.4 ~ $55.7
- **Averaged Expected Revenues (USD Mn):** $44.5 ~ $51.7
- **Land Area Requirement (in m²):** ~6,000 m²
- **Product Cost Assumed (Avg CE sale price to distributor):** $541.5 ~ $637.1
- **Average EBITDA (%):** 6% ~ 7.3%
- **Project IRR (%):** 13% ~ 17.3%
- **Equity IRR (%):** 18.3% ~ 24.6%
- **NPV (USD Mn):** $15.4 ~ $25.5
- **Payback Period (years):** 7.5 ~ 9.05

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**Market Analysis**

- **Demand 2020f Market Size (Mn Units):** 18.7
- **Total Available Market:**
  - **Total Addressable Market:** 4.2
  - **Target Market Share:** 0.1
  - **Target Market Share Volume Forecast, USD Mn:**
    - 2020f: 44.5
    - 2025f: 59.15
    - 2030f: 74.37

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**Assumptions**

- **Production Volumes Per Day:** 400 Units
- **Shifts Per Day:** 2
- **Shift Time:** 9 Hours
- **Employee Count:** 159

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**Value Chain**

- **Raw Materials:**
  - Aluminum Alloy ingots
  - Cast Iron - Plate castings
  - Steel Strip & Rod
  - Heat Treatment & Plating Chemicals

- **Manufacturing Process Flow:**
  - Housing - Front & Rear
  - Cylinder & Piston
  - Swash Plate
  - Valve Plates & Drive Shaft

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**Enablers**

1. Prioritized Licensing
2. Assistance through funding if required
3. Competitive Land Rates as Low as SAR 1/Sq.m/Year
4. Several Locations Available
5. Low Utility Rates
6. Saudi Training Support
7. Saudi Salary Support
8. Govt. Fee Refund
9. Access to Additional Loans
10. Venture Capital Fund
11. Patent Services
12. Funding Guarantees
13. Consulting Services

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*17 Other opportunities with business cases available at ic.gov.sa/en/clusters/automotive/aftermarket

For queries and feedback please reach us at automotive@ic.gov.sa