

Project Financials

Market Analysis

Proposed Plant Capacity ¹	~2,000 K Units
Total Required CAPEX (USD Mn)	\$13.7 ~ \$14.9
Averaged Expected Revenues (USD Mn) ²	\$23 ~ \$28.8
Averaged OPEX (USD Mn) ²	\$21 ~ \$25.1
Land Area Requirement (in m ²)	~6,000 m ²
Product Cost Assumed (Avg OE sale price to distributor)	\$16.1 ~ \$20.2
Average EBITDA (%) ³	8.9%~ 12.7%
Project IRR* (%)	18.5% ~ 32.6%
Equity IRR (%)	11.4% ~ 25.4%
NPV* (USD Mn)	\$29.8 ~ \$55.5
Payback Period (years)	6.1 ~ 9.03

(1) Based on market requirement and gradual capacity utilization,
(2) Average for 10 years (3) EBITDA, based on industry benchmark and Frost & Sullivan analysis Revenue at sales price to first tier of distribution (i.e. Distributor)

Assumptions

Production Volumes Per Day	8,000 Units
Shifts Per Day	2
Shift Time	9 Hours
Employee Count	210

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Market Size (Mn Units)

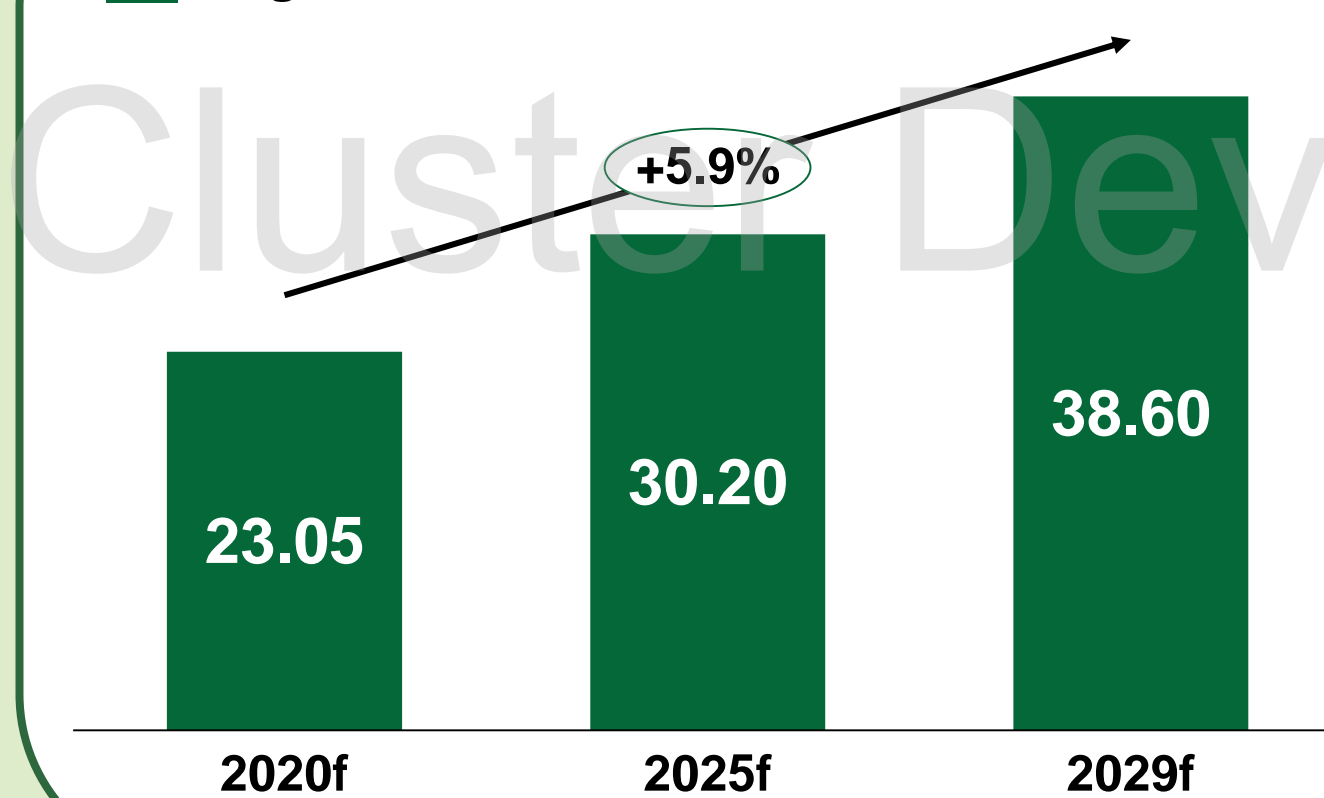
Total Available Market 355

Total Addressable Market 107

Target Market Share 1.1

KSA + Export Markets

Target Market Share Volume Forecast, USD Mn



Value Chain

Raw Materials

HR / CRCA Steel sheets

Aluminum / Zinc alloy die castings

Filter paper / fabric / carbon

Bought Outs

Present In KSA & completely developed

Present In KSA But Needs development

Not present in KSA

Manufacturing Process Flow

Filter Element

Child parts include Housing / canister, Aluminum / Zinc alloy top & bottom cap, gaskets, inlet & outlet hose, filter element / cartridge, spring rubber sheet, retainer ring, valve assembly, spring, end plate, rubber seal, element suspension spring, perforated sheet metal body and Iron / brass net core.

Enablers



1. Prioritized Licensing
2. Assistance through funding if required



1. 50%-75% Funding Loan with competitive rates
2. Flexible Payment Schedules
3. Payment Holidays



1. Competitive Land Rates as Low as SAR 1/Sq.m/Year
2. Several Locations Available
3. Low Utility Rates



1. Saudi Training Support
2. Saudi Salary Support



1. Govt. Fee Refund
2. Access to Additional Loans
3. Venture Capital Fund
4. Patent Services
5. Funding Guarantees
6. Consulting Services