



# SOLAR MODULE MANUFACTURING OPPORTUNITY IN SAUDI ARABIA

**BUILDING A SUSTAINABLE FUTURE**

→ PRESENTATION



01

SMM25







# MARKET OPPORTUNITIES

The Saudi solar photovoltaic (PV) market is experiencing rapid growth, with projections indicating an increase from \$3.92 billion in 2023 to \$44.89 billion by 2029, reflecting a compound annual growth rate (CAGR) of 49.8%.

The Saudi Industrial Development Fund (SIDF) report highlights Saudi Arabia's ambitious renewable energy target of achieving 58.7 GW by 2030, with 40 GW dedicated to solar photovoltaic (PV).







# GOVERNMENT INCENTIVES

**Vision 2030 Initiatives:** Saudi Arabia's Vision 2030 emphasizes renewable energy, aiming to diversify the economy and reduce oil dependence. The government has introduced various incentives, such as subsidies, tax benefits, and funding programs, to encourage the adoption and manufacturing of solar energy solutions.

**Local Manufacturing Support:** The National Renewable Energy Program (NREP) seeks to develop a local renewable energy manufacturing ecosystem capable of exports, offering opportunities for businesses to establish and grow within the kingdom.

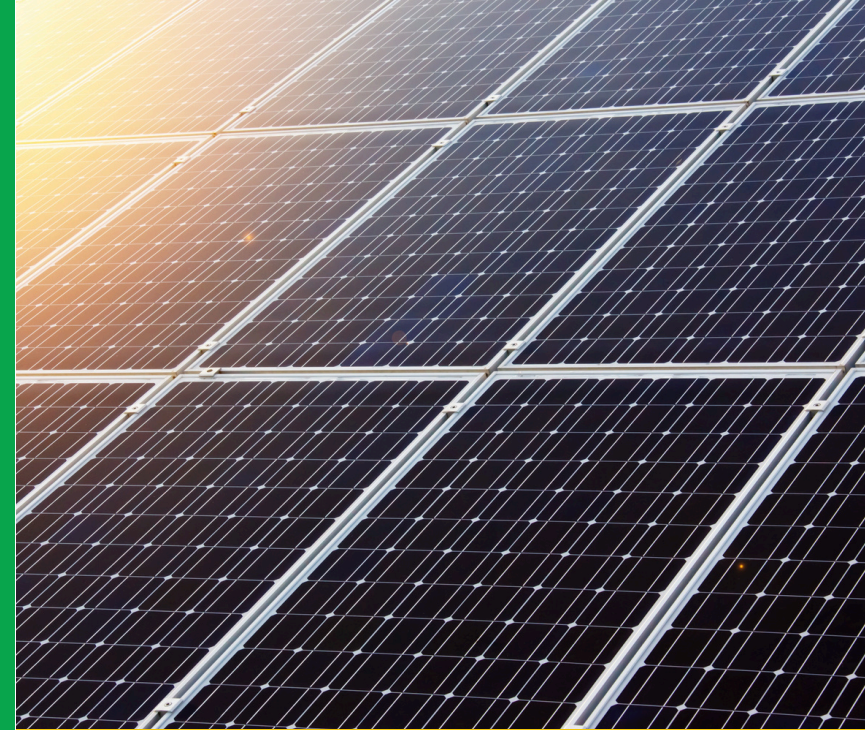




# SAUDI - INDIA AGREEMENTS

Major projects: Saudi Arabia and India signed more than 50 agreements in September 2023, covering sectors including technology, entrepreneurship, **renewable energy**, agribusiness, chemicals, and advanced manufacturing.

Source: ITC Export Potential Map







# WHAT WE OFFER...

- Land for constructing factory in Jazan province
- Permits and Approvals
- Strategic partner
- Equity & Debt funding
- Marketing & Project sales support
- German Desert technology (optional)
- EPC
- Recruitment & Training





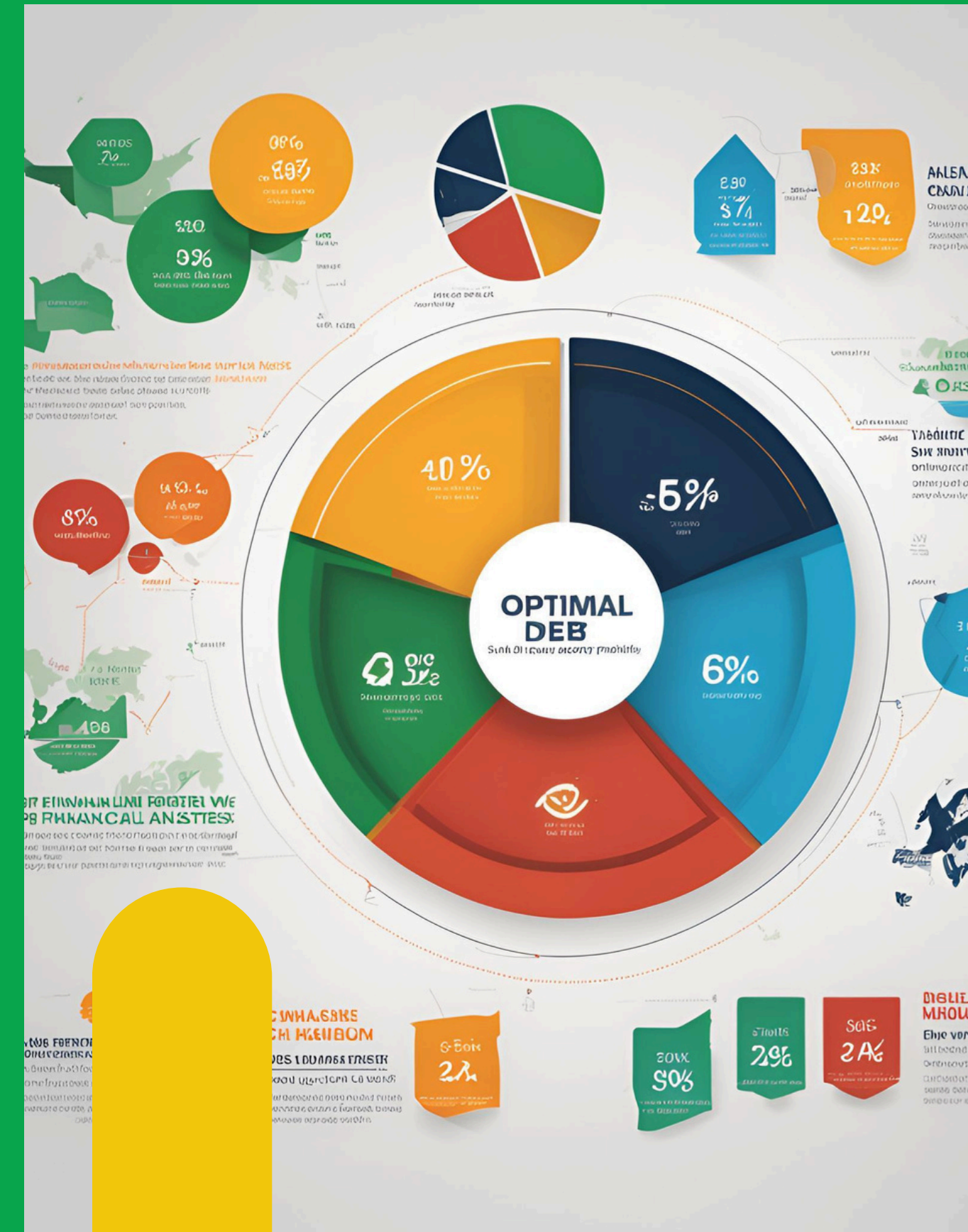
# FUNDING MODELS

## 30 : 70 ratio - Saudi HNI Partner

- 30% free equity to Saudi partner.
- 30 : 70 profit sharing ratio
- 100% funding arranged by Saudi partner.
- Loan duration 10 years

## 10 : 20 : 70 ratio - Saudi National Partner

- 10% free equity to Saudi partner.
- 30% project cost from technology partner as FDI
- Debt funding arranged from local bank or PIF
- Loan duration 10 to 20 years







# FDI

- 100% FDI
- Full ownership
- No local partner required

## Disadvantages

- No project sales support
- Difficult to get government contracts, without local partner.





# PROCESS FLOW

- Investor Due Diligence - provide CIS and company profile.
- Provide copies of 2 years balance sheet attested by Saudi Embassy in India.
- MOU with OCTAWIZ Consulting.
- Zoom call with Saudi business partner (agenda - business model and visit schedule of delegates)
- Invitation letter issued to delegates.
- Arrive in Saudi Arabia, to open company.
- Visit Jazan province to sign MOU for land lease / purchase.
- Open local office
- Permits & Approvals
- EPC





# OCTAWIZ CONSULTING

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