

# Duty-Free at King Fahad Industrial Port

INVESTMENT OPPORTUNITY SCORECARD

TRANSPORT & LOGISTICS

September 2021

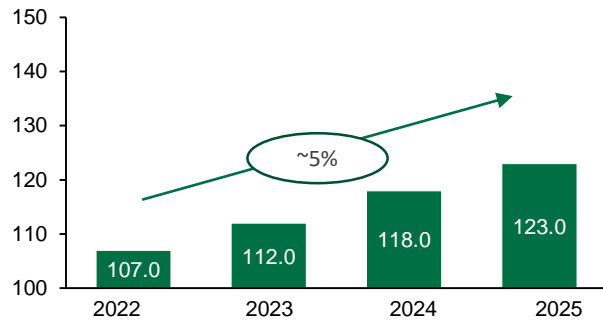


# Duty-Free at King Fahad Industrial Port

**OPPORTUNITY'S DESCRIPTION:** Provide duty-free facility at King Fahad Industrial Port in Yanbu.

## DEMAND

### MARKET SIZE OF YANBU DUTY-FREE ('000s USD)



### INVESTMENT HIGHLIGHTS

- The duty-free will be strategically located in the port to offer abundant selection of products at good value to passengers and crew members.
- This opportunity is to be invested in KFIP with potentially targeting Yanbu commercial port.

## INVESTMENT OVERVIEW

### VALUE PROPOSITION

- Currently in the KSA there are no specialized duty-free service providers at seaports.
- Saudi Arabia is strategically located on the middle of the Mainline East West trade route linking the 3 continents (Asia, Africa and Europe) together through its access to the Red Sea.
- Mainline East West trade route handles ~40% of global containerized trade.

### KEY DEMAND DRIVERS

- Saudi Arabia has embarked on a journey to establish an integrated hub, as part of a bigger ambition to become a main logistics center on the Red Sea. Yanbu was selected to establish the hub given that multiple enablers are already in place. Bunkering, vessel MRO services, duty-free, shipping agencies among other facilities will be provided as part of an integrated Bunkering Hub project in Yanbu.
- The Government's commitment to utilize its geographic location towards growing the transport & logistics sector both regionally and internationally.

## MARKET OVERVIEW

### MARKET READINESS AND COMPETITOR ANALYSIS

- Key Players in KSA currently:



### COMPETITOR ANALYSIS

- Leading global players in duty-free services



### GLOBAL TRENDS

- Bunkering hubs typically have 15 - 45 service providers.
- Seaport duty-free shops typically specialize in personal care, fashion, F&B and tobacco products; a crew member typically spends USD 25-35.

# DEFINITIONS

#	SCORECARD SECTION	DEFINITIONS
1	Market size	Size of market in value/volume in KSA and/or Region (MENA/GCC) covering future projections based on available estimates from published /government sources
2	Demand drivers	A select number of factors that will influence future demand for the related product/service
3	Investment highlights	An overview of key financial metrics summarizing the investment opportunity along with the expected return based on the suggested investment size
4	Value proposition	Summary of key differentiators that position KSA as a strategic choice over other regional/global peers
5	Market readiness	An overview of KSA market structure, market maturity and level of participation by local and global players
6	Competitor analysis	List of the local & international players manufacturing the underlying product in Saudi Arabia and their market share
7	Global trends	Latest business developments within the sector/product category

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