**Case Studies - NSK Consultants**

**Case Study 1**

A large international manufacturing company had a long-standing business relationship with the energy company Aramco. The company wanted to start a manufacturing unit in Saudi Arabia’s Eastern Province and build on its relationship with Aramco by establishing a local presence.

NSK updated the feasibility study for the manufacturing company and helped to facilitate a SR100 million loan.

Through its services, NSK helped the company to fully understand the manufacturing climate in Saudi Arabia. The company is now successfully operating in Saudi Arabia.

“....thank you for your kind, continuous support on this issue. We have been happy to work with you...”

**Case Study 2**

An Asian Government approached NSK to investigate the medical and health services market. The Government was interested in increasing its business and its investor activity in Saudi Arabia’s health services sector.

NSK arranged for representatives from the Asian Government to meet with:

- Saudi Government representatives, including from the Ministry of Health
- private and public hospitals
- doctors and specialists
- distributors
- traders

NSK also produced a market study, highlighting to the Asian Government the reasons why foreign investment in the health and medical sector had been slow. The study also provided recommendations for the Government to help its investors to grow their business in the region.

“Thank you very much for your understanding and for your cooperation on this research.”

**Case Study 3**

A large international company operating in water distribution, piping and treatment approached NSK to help it set up business in Saudi Arabia. NSK provided the company with a full-suite of services including:
• applying for an investment license
• navigating local business laws and regulations
• providing regulatory assistance
• facilitating recruitment of qualified and skilled staff
• undertaking translation and interpreting
• assisting with annual renewal of licenses and certificates

The company is now fully-licensed and operating successfully in Saudi Arabia.
“...thanks for your prompt action at every moment....”

“We, being a foreign firm have every right to expect excellent professional service to make brilliant achievement in various industries in KSA market. However, we have to overcome any difficulty when breaking into, for registration renewal license, researching, consultation and so on. In such case we surely need great Saudi people`s support like NSK Consultants, this is because all access to victory road are required Saudi Arabian support in this country. NSK consultants hold the answer definitely, We recommend you all, NSK consultants who are excellence and one of the best consultants for leading us into KSA market all the time you need.”

Case Study 4

NSK helps many foreign companies operating in Saudi Arabia to manage the annual renewal of licenses and certificates; residency permits (iqamas) and visas, as required by the Saudi Arabian Government.

Certificates include: Taxation, General Organization for Social Insurance (GOSI) and Saudization. Licenses include: Saudi Arabian General Investment Authority (SAGIA), and commercial and municipality registration.

This renewal process can be arduous. Clients can focus on their core business operations while NSK undertakes the required liaison with the various Government departments.

Case Study 5

A local Saudi company approached NSK to help sell some of its real estate assets in Morocco. NSK created a study and plan for marketing and promotion. It also arranged for an international auditing firm to evaluate the assets. The properties were sold and the client received millions more than the asking price.
Case Study 6

Food Industry:

Ice Cream
The Centre prepared studies for a Manufacturing Project, spearheaded by a well-known Ice Cream brand. It also prepared the necessary files and studies to get a soft loan. The plant now has an annual production and distribution capacity of 15,000 tons. It is located in the Second Industrial City in Dammam, Saudi Arabia. The total project investment was around SR 60 million.

Case Study 7

Metal Industry:

Cables
The Centre helped a Japanese Company prepare the required studies, documents and files to apply for a soft loan, of about SR 60 million, to produce High-tech Submarine Cables. The total project investment was SR 130 million. It is located in the Tanajib area on the Arabian Gulf. The company currently sells the cables to Saudi Aramco but has plans to export to neighboring GCC states.

Automatic Doors
The Centre conducted the required studies, to relocate the Production Facilities of a well-known Saudi Automatic Door Producer. The Centre helped the owner to get a soft loan of around SR 10 million, to facilitate the Relocation and Modernization Project.

Mining
The Centre undertook studies for a company that was planning to Mine Gold, Silver, Copper and Zinc in Saudi Arabia’s Najran Region. It also helped the company get a soft loan of SR 330 million. The Centre prepared the first disbursement claim of 50% of the total approved loan. The project is now operational and all of the minerals are being exported to international markets via the Jazan seaport.

Case Study 8

Plastics Industry:

Plastic Film
The Centre prepared the necessary studies to Upgrade a Factory specialized in the manufacture of High-Quality Plastic Film. It helped the owner and the management of the Riyadh-based company to get a soft loan of about SR 45 million. The company is now exporting more than 50% of its products to overseas markets.
Case Study 9  
Sweet Refinery  
The Centre is involved in developing Industrial Projects within Saudi Arabia and other GCC countries. Sweet. The Centre prepared the required studies liaised with a foreign technical partner and participated in the development of a Sugar Refinery in one of the Gulf countries. The sugar refinery has a production capacity of about 750,000 tons per year. The factory project cost was approximately US $170 million.

Case Study 10  
Building Materials and Systems  
The Centre prepared independent studies on building materials, in order to meet New Energy Regulations, required by Saudi authorities. The Centre is currently developing this opportunity. The aim of the project is to produce around one million square meters of building material with High Insulation Efficiency. The total investment of the proposed project is about SR 20 million.

Case Study 11  
Animal Feed  
The Centre established and developed an Animal Feed Project in the Saudi Arabian seaport of Jazan. This project contributes to the Government’s Development Strategy for the Jazan region via the employment of local workers and the use of locally-produced raw materials. It is also facilitating the Government’s Environmental Strategy to reduce water consumption, by manufacturing animal feed.

The project is the first of its kind in southern Saudi Arabia and aims to produce one million tons, of animal feed per year. Sixty-thousand square meters of land were secured for the project. The total project investment is approximately SR 450 million.

Case Study 12  
Condiments, Dressings and Sauces  
The Centre is currently working with an Omani client to establish a new factory in Saudi Arabia to produce: Tomato Ketchup, Mayonnaise, Exotic Sauces, Tomato Paste, Salad Dressing, Essences and Colors. The factory will be located in Jeddah, with production of around 50,000 tons per year. The total cost of the project is approximately SR 55 million.

Case Study 13  
Juices  
The Centre is preparing the required legal and supporting documents, together with a feasibility study, for the major expansion of one of Saudi Arabia’s biggest Juice Producers. The Centre will also apply for soft loans. Existing plant capacity is around one million litres per day, but this is expected to double within the next five years. Total investment for this project is around SR 400 million. The project will be located in Jazan Industrial Area.
Case Study 14

Footwear
The Centre is preparing a feasibility study and all the supporting legal documents, to establish a footwear factory in Riyadh. Annual production is estimated at 500,000 pairs of slippers and shoes per year. The total investment cost is estimated at about SR 20 million. It is planned that this project will be managed and operated by Saudi Women.

Case Study 15

Tents and Tensile Structure:
A Foreign Investor has assigned the Centre, to prepare a feasibility study and other required documents, necessary to obtain a soft loan, to build a factory, to produce Tents and Tensile Structure. The tents are made of special plastic fabrics. Annual production will be approximately 5 million square meters. Total project investment is expected to be around SR 25 million.

Case Study 16

Ready-Mix And Interlock Production Plant:
NSK Centre has been assigned to prepare the feasibility study and related documents to secure a soft loan, for the establishment and production of Ready-Mix Cement, Cement Blocks, Interlock and Pavement Blocks. The plant will be located in Al-Jouf City, in the Northern Region. Its capacity will be around 200,000 m³ / year of Ready-Mix Cement and around 150,000 m² / year of different types of Cement Blocks. The total cost is expected to be around SR 85 million.