



PIF Portfolio Companies' Supplier Development Program (SDP)

SDP Initiatives Directory



صندوق الاستثمارات العامة
Public Investment Fund

مساهمة
MUSAHAMA
من صندوق الاستثمارات العامة
Powered by PIF

Table of Contents

1. What is the purpose of this document?	3
2. What is SDP and why it is relevant for the Private Sector?	4
3. How will SDP work for PIF Portfolio companies and Private Sector Suppliers?	7
4. What are the SDP measures and how could these be implemented?	8
5. What are the available support initiatives to start capabilities development now?	12
5.1. HRDF	13
5.2. SIDF	21
5.3. Monsha'at	36
Appendix.....	47
1. How to read the initiative cards listed in the document?	47
2. How often will this document be updated?	47
3. Who should be contacted for questions and feedback?	48
4. Terms and Definitions.....	48
List of Exhibits	
Exhibit 1 – Overview of PIF Local Content Growth (MUSAHAMA) Program	4
Exhibit 2 – PIF SDP Objectives.....	5
Exhibit 3 – Sectors covered by SDP	6
Exhibit 4 – Key activities in the establishment of SDP.....	7

1. What is the purpose of this document?

PIF Portfolio Companies' Supplier Development Program is designed to develop suppliers' capabilities and capacities by implementing measures across demand, supply, matchmaking and enabling pillars. This document aims to provide a comprehensive and consolidated view of development measures for private sector suppliers. These measures will be implemented by PIF Portfolio Companies to enable suppliers' growth and to solve existing mutual business challenges. While customized support measures will be co-designed by PIF Portfolio Companies and their suppliers, existing government-led measures are ready for adoption.

Available support initiatives from PIF's partners and KSA Government Authorities have been consolidated in this document for quick identification and implementation by suppliers of PIF Portfolio Companies.

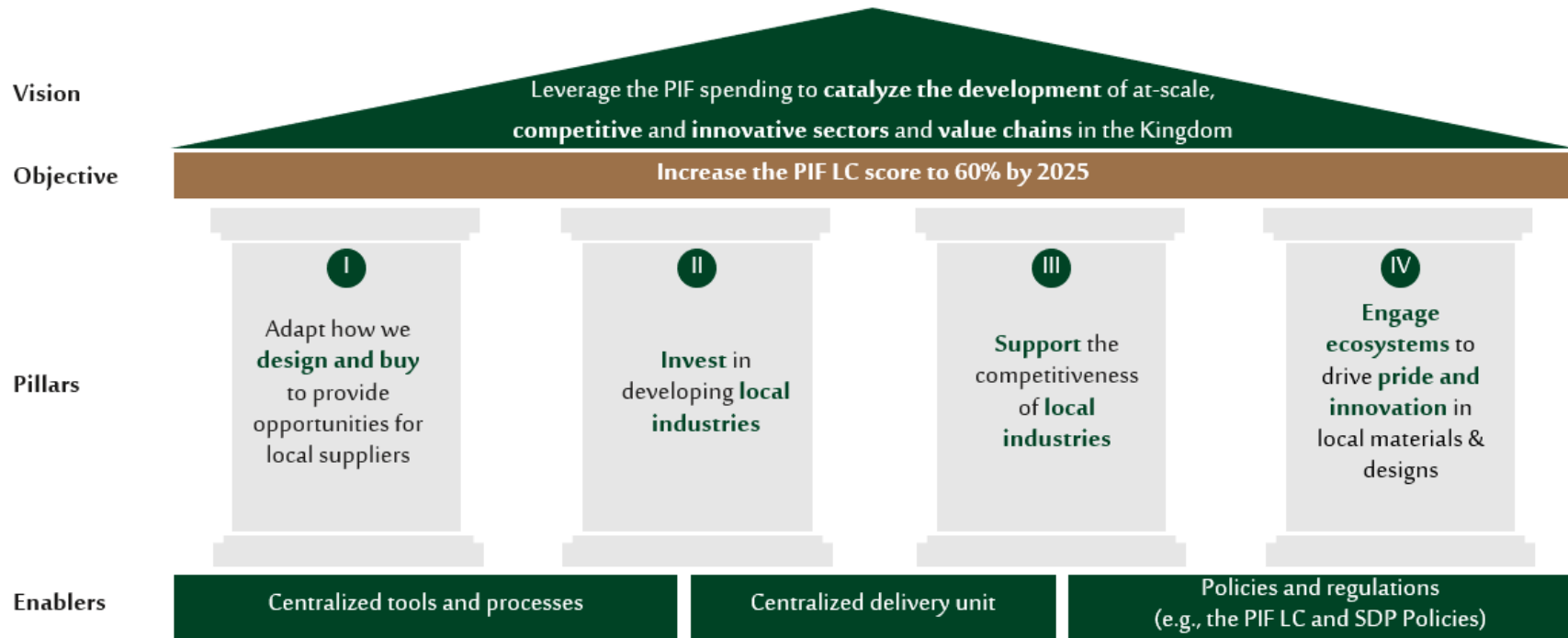
DISCLAIMER

Data provided as of February 2023. Entities' official websites are the ultimate source of information about initiatives.

2. What is SDP and why it is relevant for the Private Sector?

PIF Supplier Development Program (SDP) is part of the PIF Local Content Growth (MUSAHAMA) Program, one of PIF’s strategic initiatives. PIF Local Content Growth (MUSAHAMA) Program is one of the key drivers of the Kingdom’s economic transformation to increase PIF Local Content score to 60% by 2025.

Exhibit 1 – Overview of PIF Local Content Growth Program



The PIF SDP was approved by the PIF Board of Directors on May 14th, 2022. The SDP aims to establish a long-term relationship between Portfolio Companies and their suppliers against which suppliers can invest and commit resources to go through a sustained capabilities and capacities development journey.

Exhibit 2 – PIF SDP Objectives

SDP aims to develop capabilities of PIF Portfolio Companies' suppliers within the Kingdom and/or leading international suppliers willing to enter the KSA market to localize, ultimately resulting in local economic development in KSA.

Portfolio Companies' business objectives

- 1 Enhance local supplier capability, quality and cost competitiveness
- 2 Upgrade suppliers' operations and grow into more complex value chains
- 3 Leverage supplier knowledge and expertise to develop capabilities of Portfolio Companies

Economic development objectives

- 1 Induce private sector investment to promote and expand local supply chains
- 2 Drive development of Tier 2 and 3 suppliers (both large and medium suppliers)
- 3 Contribute to increasing Portfolio Companies local content contribution

Exhibit 3 – Sectors covered by SDP

SDP is applicable for PIF Portfolio companies operating across all industries:



3. How will SDP work for PIF Portfolio companies and Private Sector Suppliers?

PIF SDP is a long-term relationship between Portfolio Companies and suppliers against which suppliers can invest and commit resources to go through a sustained capabilities and capacities development journey. Proactive collaboration between PIF Portfolio Companies and their suppliers is crucial to identify newly raised challenges, whose resolution will be mutually beneficial.

Exhibit 4 – Key activities in the establishment of SDP



4. What are the SDP measures and how could these be implemented?

To develop suppliers' capabilities and capacities PIF SDP team identified a long list of SDP measures structured across four key pillars presented below:



1 Demand Measures

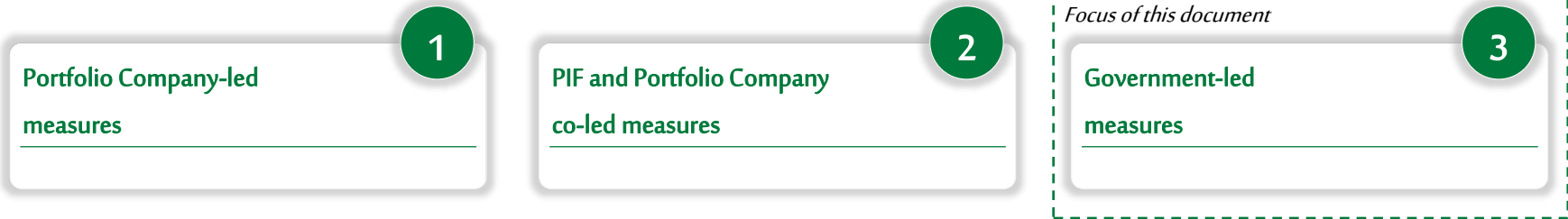
Measure	Description	Example
1.1 Offtake agreements	Contract mechanism whereby buyer agrees to purchase a specific volume of the produced goods and services in the future	Portfolio Company commits to purchase specific volumes of goods of predefined quality on annual basis in the long term
1.2 Flexible contract terms	Contracts allow Portfolio Companies and suppliers to agree on a certain degree of flexibility on goods/services price, scope and contract period	Portfolio Company signs a time and material contracts with suppliers for a standard type of services at fixed price

Measure	Description	Example
2.1 Supplier events	Forums/events where buyers and sellers meet to present new ideas, learn about new opportunities, or get sector updates	Reach out to suppliers via sector-specific industry trade shows (e.g., LEAP, Saudi Defense Show), and supplier events (e.g., IKTVA Forum) to signal demand
2.2 Procurement and information sharing portals	Digital end-to-end solution to facilitate, simplify and automate procurement-related activities (e.g., networking, bidding, invoicing, transactions)	Shift from transactional supplier management to a relationship-driven one assisted by digital systems (e.g., PIF developing Vendor Portal to enable access of Portfolio Companies to reliable local suppliers)
2.3 Supplier pre-qualification programs	Fast-tracking procurement processes based on supplier capabilities and performance tracking	Pre-qualification programs launched by STC, MA'ADEN, and SEC to simplify and accelerate the bidding process
2.4 Favorable status designation	Guarantee preferential treatment to top-performing suppliers (e.g., access to better pricing terms)	Award to high-performer suppliers' preferential access to purchase orders

Measure	Description	Example
3.1 Training and educational programs	Training provided to suppliers to enhance managerial processes, product quality, delivery capabilities, compatibility of production processes and technical capabilities	HRDF training programs, aimed at investing in management education to train labor in highly demanded products/services
3.2 Supplier operations improvement	Customized advisory support to address supplier-specific needs on processes and operations	SIDF cost optimization program aimed at supporting SMEs in enhancing performance and achieving sustainable growth
3.3 Joint R&D	Programs to roll-out joint Research & Development initiatives among suppliers	Establish cross-entity research initiatives involving multiple Portfolio Companies/suppliers to innovate, and engage technology-focused partners
3.4 New supplier incubation	Mechanism to help early-stage suppliers develop their businesses and grow	Accelerators and incubators for SMEs (e.g., SIDF's Afaq program, Monsha'at sector-specific incubators)

Measure	Description	Example
4.1 Debt solutions	Facilitate access to debt funding instruments for Portfolio Companies' suppliers	Project Financing loans or working capital financing available through PIF Portfolio Companies (e.g., Alinma Bank, Riyadh Bank)
4.2 Equity solutions	Facilitate access to equity funding instruments for Portfolio Companies' suppliers	Sector-specific investment initiatives (e.g., Industrial Metals and Specialty Chemicals financing offered by Dussur)
4.3 Grants and Incentives	Investment vouchers from private institutions and Portfolio Companies, to develop suppliers' capability and capacity-building	Subsidy offered by HRDF, dedicated to partially cover employees' wages
4.4 Government funding	Support in the identification of financial incentives provided by the government	Subsidy offered by HRDF, dedicated to partially cover employees' wages
4.5 Administrative process support	Support in administration to accelerate suppliers' set-up or expansion of operations in the Kingdom	BIAC's support in assisting PCs/investors in the setup of new ventures by streamlining regulations and logistics regulations support

SDP measures can be delivered following three delivery models:



While customized support measures will be co-designed by PIF Portfolio Companies and their suppliers, existing government-led measures are ready for adoption. Details on available support measures are presented in the next sections of the document.

5. What are the available support initiatives to start capabilities development now?

The majority of identified available measures are offered by HRDF, SIDF, and Monsha'at.

		
HRDF	SIDF	Monsha'at
HRDF supports entities in KSA to gain and retain human resources, providing a series of subsidies and upskilling opportunities	SIDF targets to enhance ecosystem competitiveness and investments attractiveness by providing financial products	Monsha'at (Small and Medium Enterprises General Authority), regulates, supports, and develops the SME sector in the Kingdom
I. Employment Subsidies	I. Financial Products	I. Accelerators and Incubators
II. Upskilling Programs	II. Incentives Packages	II. Financial Products
III. E-education Platforms	III. Advisory services	III. Match-making Platform

5.1.HRDF

I. EMPLOYMENT SUBSIDIES	
Initiative name	Brief Description
1. Employment Subsidy Program for Saudi Nationals	Support private and nonprofit organizations to hire Saudi talents by subsidizing 30-50% of salaries, up to 3000 SAR
II. UPSKILLING PROGRAMS	
Initiative name	Brief Description
2. On-the-Job Training Program - Tamheer	3/6 months paid on-the-job training
3. HRDF Academy for Leadership	HRDF-sponsored leadership-focused training for tenured employees
4. Strategic Partnership Institutes Program	Contribution to costs incurred to pursue technical training
5. Professional Career Certificates Subsidy Program	Reimbursement of costs incurred to obtain selected certificates
III. E-EDUCATION PLATFORMS	
Initiative name	Brief Description
6. Career Education & Development Platform - Subol	E-platform providing full-fledged services for career development
7. E-Training Program - Dorooob	E-training platform with free training courses in multiple areas

Initiative		Eligibility Criteria	
Employment Subsidy Program for Saudi Nationals		<ul style="list-style-type: none"> • Must be a Saudi national • Must be 18-60 years old • Must not be a student, a government employee, or a business owner • The employer and the applicant must have National Labor Portal (Taqat) accounts • Minimum wage to be subsidized must be between 3.2k and 15k SAR 	
Description	Applicable Sectors		
<p>A subsidy program aims to support private and nonprofit organizations in hiring Saudi nationals who are less experienced than others. The subsidy varies based on multiple parameters</p> <ul style="list-style-type: none"> • Gender • Geographical location • Organization's size, ranges from 30-50% of monthly wage with a ceiling of 3k SAR 	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
No additional stakeholders engaged		Register and apply on the National Labor Portal (Taqat)	
SMEs focused	Yes	✓	No
Valid for Companies	✓	Local Co.	✓ Foreign Co.

Initiative		Eligibility Criteria	
On-the-Job Training Program - Tamheer		<ul style="list-style-type: none"> • Must be a Saudi national (or foreign national with a Saudi mother) • Must hold a Bachelor's, Master's, or PhD • Must be currently unemployed and not employed for the past six months • No previous participation in Tamheer program • Must not be working in private & public sectors 	
Description	Applicable Sectors		
<p>An on-the-job training program for Saudi graduates aims to train Saudis by leveraging</p> <ul style="list-style-type: none"> • Nonprofit entities • Government institutions • Private sector <p>to gain experience and skills to facilitate their entry into the job market. The program provides 2k and 3k SAR to diploma and bachelor's degree holders, respectively; employers providing the training don't incur trainees' wages</p>	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
No additional stakeholders engaged		Register and apply on the National Labor Portal (Taqat)	
SMEs focused	Yes	✓	No
Valid for Applicants	✓	Recent Graduate	✓ Experienced Candidate

Initiative		Eligibility Criteria	
HRDF Academy for Leadership		<ul style="list-style-type: none"> • Must be a Saudi national • Must be a full-time employee at a private-sector or nonprofit establishment • Must be a bachelor's degree holder as a minimum. • Must at least has five years of work experience, including two years in a supervision/ managerial role. • Must be proficient in English 	
Description	Applicable Sectors		
An HRDF-sponsored initiative, delivered in partnership with global educational institutes, aims to train talents and future leaders of both private and nonprofit sectors, with a minimum five-year experience with two years in a managerial or supervisory role. HRDF pays the cost of the training program	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
No additional stakeholders engaged		Register and apply on the National Labor Portal (Taqat)	
SMEs focused	Yes	✓	No
Valid for Applicants	Recent Graduate	✓	Experienced Candidate

Initiative		Eligibility Criteria	
Strategic Partnership Institutes Program for Labor Upskilling		<ul style="list-style-type: none"> Beneficiary must be a Saudi citizen Beneficiary a job seeker, not working for any entity, and not a full-time student at any educational institution Beneficiary to be employed in any of the subsidized jobs Beneficiary must be a new employee to the entity 	
Description	Applicable Sectors		
<p>The program aims to support the private sector in employing and training Saudi nationals for jobs that require technical training. The program is delivered in collaboration between</p> <ul style="list-style-type: none"> licensed institutions by TVTC the employing private sector <p>where HRDF contributes 75% of training expenses and wages, not exceeding 3k and 1k SAR, respectively, for 24 months</p>	<ul style="list-style-type: none"> Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
National and regional training entities: (e.g., TVTC, Saudi Electric Services, Polytechnic, Dairy and Food Polytechnic, Riyadh Polytechnic Institute)		Register on the HRDF site to gain access to the service	
SMEs focused	Yes	✓	No
Valid for Applicants	✓	Recent Graduate	✓ Experienced Candidate

Initiative		Eligibility Criteria	
Professional Career Certificates Subsidy Program		<ul style="list-style-type: none"> Beneficiary must be a Saudi citizen, whether a public or private sector worker or a job seeker Must be among the certificates approved by the Human Resources Development Fund Applicant must acknowledge that his employer still needs to pay the costs of the certificate obtained Request for cost reimbursement should be at most two certificates per person Professional certificate must be valid and not expired so that the date of approval of the certificate is at most six months Must not attach any invoices related to membership fees for any accredited certificate 	
Description	Applicable Sectors		
<p>A support initiative that covers the cost and fees of HRDF approved and accredited professional certificates for employees to develop their skills and experiences in specialized fields required in the labor market. Example of certificates:</p> <ul style="list-style-type: none"> Microsoft, CISCO products Project Management Professional International certificate in T&L (CILT) Certified Energy Manager (CEM) 	<ul style="list-style-type: none"> Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
No additional stakeholders engaged		Register and apply on the National Labor Portal (Taqat)	
SMEs focused	Yes	✓	No
Valid for Companies	✓	Local Co.	✓ Foreign Co.

Initiative		Eligibility Criteria	
Career Education & Development Platform - Subol		There are no specific requirements except for the enrolment in the national labor gateway (Taqat)	
Description	Applicable Sectors		
<p>A platform for</p> <ul style="list-style-type: none"> • Saudi students and graduates • Job seekers • employees <p>to explore in-demand jobs and training opportunities that match their preferences and capabilities. It offers services for career education and guidance to explore educational and employment opportunities</p>	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
No additional stakeholders engaged		Register on Subol or Taqat platform to gain access to the platform	
SMEs focused	Yes	✓	No
Valid for Applicants	✓	Recent Graduate	✓ Experienced Candidate

Initiative		Eligibility Criteria	
E-Training Program - Dorooob		<ul style="list-style-type: none"> Only Saudi nationals can enroll in Dorooob programs Must be proficient in Arabic (service is offered in Arabic) 	
Description	Applicable Sectors		
<p>A national e-training platform to enhance Saudi nationals' capabilities and knowledge base to meet the labor market's demand. It hosts</p> <ul style="list-style-type: none"> courses such as business administration, IT, arts & humanities, finance & accounting, data & statistics, vocational training, such as skills in languages <p>Courses are free and offered in collaboration with local and global specialized entities and subject matter experts</p>	<ul style="list-style-type: none"> Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
No additional stakeholders engaged		Register with the National Labor Gateway (Taqat)	
SMEs focused	Yes	✓	No
Valid for Applicants	✓	Recent Graduate	✓ Experienced Candidate

5.2. SIDF

SIDF products cover the following sectors in KSA; some sectors are under activation:



I. FINANCIAL PRODUCTS

Initiative name	Brief Description
1. Acquisition Financing	Medium-term loan (up to 7 years) to finance acquisitions and loans
2. Multipurpose Financing	SIDF finances capital expenditures aimed at improving the operational value of the project, including production lines, services, buildings, IT systems, safety equipment upgrades, vehicles, and warehouses
3. Project Financing Loans	SIDF offers this service to projects, through a set of different requirements, procedures, and stages, ranging from short to long term loans for various purposes
4. Working Capital Financing	Short-term loan fund project operational expenses
5. Supply Chain Financing	Short-term financing to facilitate early invoice payments that aim to support working capital needs and improve cashflows
6. Land and Loan Program	Disbursement of loans and allocation of land in industrial cities

II. INCENTIVE PACKAGES

Initiative name	Brief Description
7. Afaq	Business Incubator Industrial Program for SMEs
8. Tanafusiya	Support the operational improvement of existing manufacturing establishments
9. Tawteen	Support supply chain localization opportunities in collaboration with KSA-leading companies
10. Mutjadeda	Offers incentivized financing packages for projects in renewables

III. ADVISORY SERVICES

Initiative name	Brief Description
11. Cost Optimization Service	Analysis of direct and indirect costs, cost benchmarking, analysis of raw material costs, suppliers, procurement, etc.
12. Go to Market Strategy	Recommendations on go to market strategy improvement, sales and market analysis
13. Plant Performance Optimization	Conduct a diagnostics analysis on the operations of the facility and production processes, provide recommendations on performance enhancement based on industry best practices and benchmarks, Identify inefficiencies, bottlenecks, and pain points

Initiative					Eligibility Criteria				
Acquisition Financing					<ul style="list-style-type: none"> Contact the relationship manager to confirm eligibility 				
Description			Applicable Sectors						
<p>A Long-term pre- and post-acquisition financing program. The program aims to finance the acquisition of:</p> <ul style="list-style-type: none"> Specific technology, a method of manufacture, or intellectual property Supplier or client to achieve integration in cost or revenues Competitor for the integration and development of offers 			<ul style="list-style-type: none"> Mining Energy Industrial Logistics 						
Link to initiative									
Applicability					Registration Process				
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> Registration: apply on SIDF website Pre-Screening: relationship manager reviews the preliminary request Evaluation: SIDF will analyze the project Validation: the loan request is formally accepted, registered 				
Valid for Companies	✓	Local Co.	✓	Foreign Co.					

Initiative				Eligibility Criteria	
Multipurpose Financing				<ul style="list-style-type: none"> • Either be an existing factory or a current/future client • Assure a non-increase in the production capacity of the project • Produce a clear positive impact on improving the operational value of the project • Company should be financially solvent enough to repay the SIDF loan and have a track record of profits in the last two years 	
Description		Applicable Sectors			
<p>Capital expenditure financing loans with 30% upfront disbursement, fast track assessment medium-term finance for up to five years to enhance the operational value related to commercial activities that do not increase production capacity, including:</p> <ul style="list-style-type: none"> • Production lines • Buildings • Warehouses • IT system 		<ul style="list-style-type: none"> • Mining • Energy • Industrial • Logistics 			
Link to initiative					
Applicability				Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, registered
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative					Eligibility Criteria	
Project Financing					Eligibility criteria to be determined by SIDF based on the type of project	
Description			Applicable Sectors			
SIDF's main offering is medium to long-term project finance for industrial projects formation or for existing manufacturing that wishes to relocate, expand, or modernize			<ul style="list-style-type: none"> ● Mining ● Energy ● Industrial ● Logistics 			
Link to initiative						
Applicability					Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> ● Registration: apply on SIDF website ● Pre-Screening: relationship manager reviews the preliminary request ● Evaluation: SIDF will analyze the project ● Validation: the loan request is formally accepted, registered 	
Valid for Companies	✓	Local Co.	✓	Foreign Co.		

Initiative				Eligibility Criteria	
Working Capital Financing				<ul style="list-style-type: none"> • Must be an existing SIDF client • Must be operational for at least 18 months • Must have proven need for working capital • Must have a satisfactory relationship with SIDF • Existing loan to be fully disbursed 	
Description		Applicable Sectors			
Short-term loan (up to 24 months) to finance operational expenses to aid the projects' growth. The program has a quick and simplified evaluation process and upfront disbursement and does not require additional security		<ul style="list-style-type: none"> • Mining • Energy • Industrial • Logistics 			
Link to initiative					
Applicability				Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, registered
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Supply Chain Financing				<ul style="list-style-type: none"> • Must have no current past dues • Must have a clean SIMAH report • Must have audited financials for the last three years • Profitable in the previous three years 	
Description		Applicable Sectors			
<p>A short-term financing solution to facilitate early invoice payments to support working capital needs and improve cashflows. The program offers advantages such as:</p> <ul style="list-style-type: none"> • Simplified assessment process • Longer credit terms to the buyer • Early payments on suppliers' invoices • Shorter cash conversion cycle for the buyers and their suppliers • Enhance the relationship between buyers and their suppliers 		<ul style="list-style-type: none"> • Mining • Energy • Industrial • Logistics 			
Link to initiative					
Applicability				Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, registered
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Land and loan program				Contact the relationship manager to confirm eligibility	
Description		Applicable Sectors			
<p>A financial service that provides investors with financial assistance and incentives to facilitate the development of industrial projects in KSA's industrial parks, including:</p> <ul style="list-style-type: none"> • Allocating land for industrial and logistics purposes, with 10% of lease fees collected from the investor to reserve the land • Allocating the ready-built factory and delaying rent payment, and providing a 15% discount on annual rent not exceeding 20k SAR • Providing up to 15% discount on specific logistics projects and • Providing support required to obtain industrial loans 		<ul style="list-style-type: none"> • Mining • Energy • Industrial • Logistics 			
Link to initiative					
Applicability				Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> • Apply through SIDF website , leveraging Ebtda online platform and filling the required forms
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Afaq – Industrial business incubator for SMEs				Eligibility criteria vary based on sub-initiative within the program	
Description		Applicable Sectors			
Business incubator to enable new ventures value creation, through: <ul style="list-style-type: none"> • SMEs Scale-up initiative • Ask an expert initiative • Industrial Business Incubator program • Partner Business Incubator • Tomoh Industrial Track 		<ul style="list-style-type: none"> • Mining • Energy • Industrial • Logistics 			
Link to initiative					
Applicability				Registration Process	
SMEs focused	✓	Yes		No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, registered
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Tanafusiya				<ul style="list-style-type: none"> • Must be brownfield projects that can provide financial statements for the last three years for new and existing clients with good standing • Must show the project's ability to prove reducing energy consumption or energy cost • Must be commercially proven technology • Must provide a feasibility study with reasonable Capex and Opex projections • SIDF Terms and Conditions apply 	
Description		Applicable Sectors			
<p>A financing solution to support companies implementing digital transformation initiatives (e.g., data analytics), and to support technologies that increase energy efficiency. It comprises two programs:</p> <ul style="list-style-type: none"> • Energy Efficiency Program • Industrial Digital Transformation Program <p>The program also includes the acceleration of projects engaging SIDF partners</p>		<ul style="list-style-type: none"> • Industrial (Energy reduction projects) • Mining • Energy • Logistics 			
Link to initiative					
Applicability				Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, and then registered
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative					Eligibility Criteria	
Tawteen					Contact the relationship manager to confirm eligibility	
Description			Applicable Sectors			
<p>An LC incentive initiative to stimulate domestic and foreign investments to increase local content highlight localization opportunities, maximize SIDF local content contribution, and finance supply chain localization opportunities within SIDF-selected sectors. The program provides the following:</p> <ul style="list-style-type: none"> • Preferential financing terms • Linking with leading companies • Minimum tenor of seven years • Grace period of up to 24 months 			<ul style="list-style-type: none"> • Mining • Energy • Industrial • Logistics 			
Link to initiative						
Applicability					Registration Process	
SMEs Focused		Yes	✓	No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, registered 	
Valid for Companies	✓	Local Co.	✓	Foreign Co.		

Initiative				Eligibility Criteria	
Mutjadeda				Contact the relationship manager to confirm eligibility	
Description		Applicable Sectors			
<p>Program contributing to the improvement of Renewable Energy Production. It offers incentivized financing packages for:</p> <ol style="list-style-type: none"> 1. Distributed solar-generating projects 2. Renewable component manufacturers 3. IPP developers <p>The program provides the following:</p> <ul style="list-style-type: none"> • Preferential financing terms • Alignment with REPDO • Tenor up to 15 years • Grace period of up to 36 months 		<ul style="list-style-type: none"> • Energy • Commercial • Agriculture 			
Link to initiative					
Applicability				Registration Process	
SMEs focused		Yes	✓	No	<ul style="list-style-type: none"> • Registration: apply on SIDF website • Pre-Screening: relationship manager reviews the preliminary request • Evaluation: SIDF will analyze the project • Validation: the loan request is formally accepted, registered
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Cost Optimization				SMEs in the industrial sector with an operating factory	
Description		Applicable Sectors			
Supporting SMEs over a 3-4 weeks time span in enhancing performance and achieving sustainable growth with targeted consultancy services on: <ul style="list-style-type: none"> • Provide analysis of direct and indirect costs • Comparison of cost position to the market • Analysis of raw material costs, suppliers, and procurement processes 		<ul style="list-style-type: none"> • Industrial 			
Link to initiative					
Applicability				Registration Process	
SMEs focused	✓	Yes		No	<ul style="list-style-type: none"> • Apply directly from SIDF website
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Go to Market Strategy				SMEs in the industrial sector with an operating factory	
Description		Applicable Sectors			
Supporting SMEs over a 3-4 weeks time span in enhancing performance and achieving sustainable growth with targeted consultancy services such as: <ul style="list-style-type: none"> • Provision of recommendations to improve the Go to Market Strategy • Advise on sales and Go to Market Strategy by studying prices and product assortment • Analyze market share, target clients, structure sales channels, and client segmentation 		<ul style="list-style-type: none"> • Industrial 			
Link to initiative					
Applicability				Registration Process	
SMEs focused	✓	Yes		No	<ul style="list-style-type: none"> • Apply directly from SIDF website
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

Initiative				Eligibility Criteria	
Plant Performance Optimization				SMEs in the industrial sector with an operating factory	
Description		Applicable Sectors			
Supporting SMEs over a 3-4 weeks' time span in enhancing performance and achieving sustainable growth with targeted consultancy services on: <ul style="list-style-type: none"> • Conduct a diagnostic analysis of the operations of the facility and production processes • of the facility and production processes • Identify inefficiencies, bottlenecks, and pain points • Provide recommendations on performance enhancement based on industry best practices and benchmarks 		<ul style="list-style-type: none"> • Industrial 			
Link to initiative					
Applicability				Registration Process	
SMEs focused	✓	Yes		No	<ul style="list-style-type: none"> • Apply directly from SIDF website
Valid for Companies	✓	Local Co.	✓	Foreign Co.	

I. ACCELERATORS AND INCUBATORS

Initiative name	Brief Description
1. Transport, Storage and Digital Commerce Accelerator	Accelerator program to grow startups in selected sectors by providing services tailored to the need of SMEs
2. Educational Technology Business Accelerator	Accelerator program to grow Education-related startups by providing intensive and qualitative programs
3. FinTech Accelerator	Accelerator program to upskill, grow, and address main challenges for financial technology startups
4. Health Sector Accelerator	Accelerator program to innovate, address challenges, and transform ideas into viable businesses in the healthcare sector
5. Entertainment Business Accelerator	Accelerator program to grow, innovate, and address challenges, in the entertainment sector

II. FINANCIAL PRODUCTS

Initiative name	Brief Description
6. Founding Gate - Tamweel	Platform to facilitate SMEs' access to finance offered by banks and other financial institutions
7. Riyad Bank Islamic Credit Facilities Program	Collaboration with Riyad Bank to provide banking solutions to finance SMEs
8. Saudi National Bank Program	Collaboration with Saudi National Bank to provide financing solutions to SMEs at favorable terms
9. Arab National Bank Program	Collaboration with Arab National Bank to provide financing solutions to SMEs at favorable terms

III. MATCH-MAKING PLATFORM

Initiative name	Brief Description
10. Jadir Platform	Demand/ supply match-making platform including suppliers' scoring

Initiative		Eligibility Criteria	
Transport, Storage and Digital Commerce Accelerator		<ul style="list-style-type: none"> • Project's age must range between 1 - 3 years • Project must involve a technical component • Annual returns must be less than 1 Mn SAR • Project must be in eligible sectors • Applicant must be available for 12 weeks to attend the accelerator in Khobar, Saudi Arabia 	
Description	Applicable Sectors		
An accelerator program to grow startups in transportation, storage, and digital commerce sectors by providing services tailored to the need of SMEs	<ul style="list-style-type: none"> • Logistics • E-commerce 		
Link to initiative			
Services Offered		Registration Process	
<ul style="list-style-type: none"> • Training • Consulting services • Guidance services • Access to investors 		<ul style="list-style-type: none"> • Log in to the digital transport, storage, and trade acceleration page • Complete the registration link within the time specified • Fill out the registration form and attach the required documents 	
Indirect stakeholders			
Ministry of Communication and Information Technology (MCIT)			
Valid for Companies	✓	Local Co.	Foreign Co.

Initiative		Eligibility Criteria	
Educational Technology Business Accelerator		<ul style="list-style-type: none"> • Applicant must be aged 18 years or older • Applicant must be available for three months if the project is eligible for the accelerator phase • Applicant must be available for five days if the project is eligible for the training camp • Team must consist of a maximum of three people, with a designated leader • Idea must offer a solution to the challenges present in the idea generation camp and involve a technical component • Idea must be innovative, unique, economically feasible, sustainable, scalable, and represent an opportunity in the market 	
Description	Applicable Sectors		
An accelerator program to grow startups by providing intensive and qualitative programs that aim to address the pain points of SMEs in the education sector	<ul style="list-style-type: none"> • Education 		
Link to initiative			
Services Offered		Registration Process	
<ul style="list-style-type: none"> • Training services • Consulting services • Guidance services • Access to investors 		<ul style="list-style-type: none"> • Log on to the Educational Technology Accelerator page • Complete the registration link within the time specified • Fill out the registration form and attach the required documents 	
Indirect stakeholders			
Ministry of Education (MoE)			
Valid for Companies	✓	Local Co.	Foreign Co.

Initiative		Eligibility Criteria	
FinTech Accelerator		<ul style="list-style-type: none"> • The applicant must be aged 18 years or older • The applicant must be available for three months if the project is eligible for the accelerator phase • The applicant must be available for five days if the project is eligible for the training camp • A national identity must accompany the application to participate in the accelerator • The team must have three people at most, with a designated leader • Candidate must attend in person in the city of Riyadh, where the training camp and accelerator will be held 	
Description	Applicable Sectors		
An accelerator program to upskill, grow, and address main challenges for financial technology startups	<ul style="list-style-type: none"> • Finance & Banking 		
Link to initiative			
Services Offered		Registration Process	
<ul style="list-style-type: none"> • Training • Consulting services • Access to investors 		<ul style="list-style-type: none"> • Log on to the Financial Technology Accelerator page • Enter the registration link • Fill out the registration form and attach the required documents 	
Indirect stakeholders			
Saudi National Bank			
Valid for Companies	✓	Local Co.	Foreign Co.

Initiative		Eligibility Criteria	
Health Sector Accelerator		<ul style="list-style-type: none"> • Applicant must be aged 18 years or older • Applicant must be available for three months if the project is eligible for the accelerator phase • Applicant must be available for five days if the project is eligible for the training camp • The idea should be consistent with healthcare needs, feasibly implemented, and provide solutions for the challenges presented in the idea generation camp • The idea should include a technological element • The idea should be sustainable, scalable, growing, economically feasible, and present an opportunity in the market 	
Description	Applicable Sectors		
An accelerator program to grow, innovate, address challenges, and transform ideas into viable businesses in the entertainment sector	<ul style="list-style-type: none"> • Healthcare 		
Link to initiative			
Services Offered		Registration Process	
<ul style="list-style-type: none"> • Training services • Consulting services • Guidance services • Access to investors 		<ul style="list-style-type: none"> • Log on to the health sector Accelerator page • Enter the registration link • Fill out the registration form and attach the required documents 	
Indirect stakeholders			
Ministry of Health (MoH)			
Valid for Companies	✓	Local Co.	Foreign Co.

Initiative		Eligibility Criteria	
Entertainment Business Accelerator		Reach out to Info@monshaat.gov.sa	
Description	Applicable Sectors		
An accelerator program to grow, innovate, address challenges, and transform ideas into viable businesses in the entertainment sector	<ul style="list-style-type: none"> Entertainment 		
Link to initiative			
Services Offered		Registration Process	
<ul style="list-style-type: none"> Business development and human resources services Financial planning, cost structuring, and investor presentation skills training Entrepreneurship, management, and leadership skills training Consultation services Market research and assessing economic, scientific, and intellectual sources 		<ul style="list-style-type: none"> Log on to the Entertainment Business Accelerator page Enter the registration link Fill out the registration form and attach the required documents 	
Indirect stakeholders			
General Entrainment Authority, Qiddiya, PIF, Saudi Authority for Intellectual Property			
Valid for Companies	✓	Local Co.	Foreign Co.

Initiative		Eligibility Criteria	
Funding Gate - Tamweel		<ul style="list-style-type: none"> Applicant must be a micro, small, or medium enterprise 	
Description	Applicable Sectors		
<p>An automated platform that facilitates the connection between SMEs and government/ private financing entities. The Funding Gate aggregates, simplifies, and speed up the delivery of funding for SMEs, and supports funds seekers from inquiry to financing delivery. The Funding Gate's features are:</p> <ul style="list-style-type: none"> A single platform for SMEs to reach all funding and purchase entities Standardized and simplified funding request process Access to information on funding agencies Reduced funding costs, time, and effort Up-to-date data source for SMEs to keep up with the latest trends in sectors and regions 	<ul style="list-style-type: none"> Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
45 financing entities, among which SNB, Bank Albilad, Alinma Bank, Riyadh Bank, Saudi Finance Company, Alraedah Finance, Quara Finance, Alamthal Financing		Apply for financial products through Tamweel platform	
SMEs Focused	✓ Yes		No
Valid for Companies	✓ Local Co.		Foreign Co.

Initiative		Eligibility Criteria	
Riyad Bank Islamic Credit Facilities Program		Conditions and guarantees depend on the type of product and the sector of operation	
Description	Applicable Sectors		
Collaboration with Riyad Bank to provide banking solutions to finance SMEs working capital needs at favorable terms through: <ul style="list-style-type: none"> • Islamic credit facilities • Capital expansion financing • PoS finance • Islamic credit facilitation for start-ups • Supply chain finance 	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
Riyad Bank		<ul style="list-style-type: none"> • Choose the product that is compatible with the enterprise's needs • Log in to the bank's page and select financing type from here • Apply by filling out the appropriate online form 	
SMEs focused	✓ Yes		No
Valid for Companies	✓ Local Co.		Foreign Co.

Initiative		Eligibility Criteria	
Saudi National Bank Program		Conditions and guarantees depend on the type of product and the sector of operation	
Description	Applicable Sectors		
Collaboration with Saudi National Bank to provide financing solutions to SMEs at favorable terms through: <ul style="list-style-type: none"> • Franchise financing • Financing Capex 	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
Saudi National Bank		<ul style="list-style-type: none"> • Choose a product that is compatible with your enterprise • Log in to the bank's page and choose financing options • Apply by filling out the online form specific to the product 	
SMEs focused	✓ Yes		No
Valid for Companies	✓ Local Co.		Foreign Co.

Initiative		Eligibility Criteria	
Arab National Bank Program		Conditions and guarantees depend on the type of product and the sector of operation	
Description	Applicable Sectors		
Collaboration with Arab National Bank to provide financing solutions to SMEs at favorable terms through: <ul style="list-style-type: none"> • Startup financing • Small enterprises finance in point of sale • Working capital finance for Hajj and Umrah suppliers 	<ul style="list-style-type: none"> • Cross-sector 		
Link to initiative			
Indirect stakeholders		Registration Process	
Arab National Bank		<ul style="list-style-type: none"> • Choose a product that is compatible with your enterprise • Log in to the bank's page and choose financing options • Apply by filling out the online form specific to the product 	
SMEs focused	✓ Yes		No
Valid for Companies	✓ Local Co.		Foreign Co.

Initiative		Eligibility Criteria		
Jadir Platform		<ul style="list-style-type: none"> • Must be an operating entity • Must be ready to provide the services or products registered on the Jadir platform 		
Description	Applicable Sectors			
A match-making platform that qualifies and empowers SMEs by issuing qualification certificates and facilitating their access to purchasing opportunities with services partners in the public sector and MNCs in the private sector	<ul style="list-style-type: none"> • Cross-sector 			
Link to initiative				
Indirect stakeholders		Registration Process		
No additional stakeholders engaged		<ul style="list-style-type: none"> • The applicant applies to the Jadir platform • Monsha'at studies and audits the request • A field visit is arranged for entities classified as high risk • Monsha'at registers the entity as qualified and issues a qualification certificate • Mosh'a'at connects qualified entities to public and private sectors 		
SMEs focused	✓ Yes			No
Valid for Companies	✓ Local Co.			Foreign Co.

Appendix

1. How to read the initiative cards listed in the document?

List of definitions to help the reader understand initiative cards sections:

- SMEs focused: an initiative tailored for SMEs/MSMEs
- Recent graduate: a candidate with less than 2 years of working experience
- Experienced candidate: a candidate with more than 2 years of working experience
- Local co.: an entity with established operations in KSA
- Foreign co.: an entity without operations in KSA but with plans to set up operations
- Responsible entity: the owner and point of contact for the initiative
- Indirect entities: partners that help the owner to deliver the initiative

2. How often will this document be updated?

The document will be updated on an annual basis by adding new initiatives and updating the terms of existing ones.

3. Who should be contacted for questions and feedback?

THE PIF SDP team should be contacted by email SDP@pif.gov.sa in the following cases:

- Request to include your company /entity initiatives to enable private sector suppliers
- Provide feedback on the document and its value including suggestions to improve its quality and usability

4. Terms and Definitions

Term	Definition
SIDF	Saudi Industrial Development Fund
TVTC	Technical and Vocational Training Corporation
MCIT	Ministry of Communications and Information Technology
HRDF	Saudi Human Resources Development Fund
PCs	Portfolio Companies
SDP	Supplier Development Program
PIF	Public Investment Fund
STC	Saudi Telecom Company
Monsha'at	Small & Medium Enterprises General Authority

Thank you



صندوق الاستثمارات العامة
Public Investment Fund

مساهمة
MUSAHAMA

من صندوق الاستثمارات العامة
Powered by PIF