

INVESTMENT OPPORTUNITY	
PROJECT NAME	OPPORTUNITY SECTOR
Fuel Farm Operator	T&L
<p>Opportunity Background:</p> <p>The Fuel Farming opportunity provides Aramco with a USD 250 million revenue opportunity</p> <ul style="list-style-type: none"> ○ This opportunity consists of Saudi Aramco operating a fuel farm at Dammam Airport ○ Saudi Aramco will leverage its existing infrastructure to sell jet fuel to (cargo) airlines at its Jet fuel wholesale price 	
<p>Value Proposition:</p> <ul style="list-style-type: none"> ○ No Capital expenditure required on behalf of Aramco to undertake this project ○ No incremental operating costs assumed as Aramco already operating refueling stations in DMM airport ○ Potential revenue exceeds USD 250 million by 2016 ○ EBIT/additional profit according to Saudia Aramco margins on wholesale price for jet fuel 	
<p>Project/Investment Characteristics:</p> <ul style="list-style-type: none"> ○ 29% of the Asia/Europe dedicated cargo flights connect in the Middle East (18,000 flights) ○ A refueling stop in DMM is only attractive for West-East flow of Europe to Asia traffic (9,000 flights) ○ Traffic growth estimated at 6.2% as per Boeing Cargo forecasts ○ Aramco's fuel farming market share of connecting West-East traffic increases from 1% in 2006 to 32% in 2014 	
<p>Investment location: King Fahd International Airport (Dammam Airport)</p>	<p>Project Timeline: 3 years</p>
<p>Investment Size: \$100 Million +</p>	<p>Estimated Turnover:</p> <ul style="list-style-type: none"> ○ Potential revenue exceeds USD 250 million by 2016 ○ EBIT/additional profit according to Saudia Aramco margins on wholesale price for jet fuel
Target Investors criteria	
<ul style="list-style-type: none"> ○ Regulatory: Offer zero landing fees for technical stops (and allow 3rd party ground handling) ○ Traffic Buildup: Attract intercontinental commercial airlines for both passengers and cargo ○ Infrastructure: Establish cargo facilities to leverage the fuel farming stop and make DMM airport a hub for KSA... 	

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Project Leader:

Dr. Osama Abdouh

Status:

Vacant