

# 75-Year Saudi Industrial EPC Champion Business



**MERGERSCORP**

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Opportunity to acquire a premier, 75-year-old Saudi Arabian construction and industrial platform. This partnership is designed to create a regional EPC (Engineering, Procurement, and Construction) powerhouse by merging global engineering standards with deep-rooted local execution mastery.

### Company Profile & Heritage

- **Established Legacy:** Founded in the 1940s, the company is a pioneer in the Kingdom's infrastructure development with over seven decades of continuous operations.
- **Preferred Contractor Status:** Holds "Tier 1" and preferred contractor status with the Kingdom's most influential entities, including **Saudi Aramco**, **SABIC**, and the **Saudi Electricity Company (SEC)**.
- **Operational Excellence:** Maintains a distinguished safety and delivery record with zero reputational issues over its 75-year history.
- **Execution Power:** Supported by a workforce of thousands of skilled professionals and established fabrication yards.

### Market Opportunity: The \$1.3 Trillion Pipeline

- **Vision 2030 Catalyst:** The partnership is uniquely positioned to capture massive capital deployment driven by Saudi Arabia's economic transformation.
- **High Barriers to Entry:** Standalone global firms face significant hurdles regarding **IKTVA** (In-Kingdom Total Value Add) compliance and local relationship capital.
- **Immediate Access:** The transaction allows a global partner to bypass 10–15 years of market development and gain immediate access to a **\$50B+ project pipeline**.

### Strategic Synergies

The joint venture model leverages the complementary strengths of both partners:

- **Global Partner Contribution:** Proprietary technology, FEED (Front-End Engineering Design), advanced project management systems, and international supply chain networks.

#### TARGET PRICE

\$125,000,000

#### BUSINESS TYPE

Construction Company

#### COUNTRY

Saudi Arabia

#### BUSINESS ID

L#20261000

- **Saudi Partner Contribution:** Local construction execution, IKTVA engine, workforce logistics, and deep-rooted client trust with regulatory bodies.

## Financial Targets & Growth Outlook

- **Revenue Growth:** Targeting a scale-up to **\$1.8B – \$2.0B in annual revenue** within five years.
- **Margin Expansion:** Anticipated EBITDA uplift through a 3–5% reduction in procurement costs and enhanced local fabrication efficiencies.
- **Regional Expansion:** Roadmap to expand from a Saudi anchor into three new GCC markets, including the UAE and Qatar, within 3–4 years.
- **Exit Strategy:** Potential for a future IPO on the **Tadawul** (Saudi Stock Exchange) or a strategic exit after 5–7 years at a premium valuation.

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