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**Tawadul**

**Unlocking possibilities. Connecting opportunities. Realising potential.**

Access to a diverse set of companies enlisted in the largest and most liquid market in the region.

**The Japan Times**

**PAGE: 81**

**CMYK**

**SAUDI ARABIA**

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Collaboration for better investment and finance

Saudi Arabia is increasingly expanding its financial sector, as it looks to work with Japan to make high-value investments in both of their countries and further afield.

Saudi Arabia has been the main destination in the Middle-East for Japanese investment for many years, with billions of dollars flowing in and out, mostly in the area of oil and gas, energy infrastructure, and utilities. More than two thirds of Japan’s entire regional investment is currently on the kingdom, and the figure looks set to grow under the new, long-term energy strategy.”

For example, we are meeting forward with the Saudi Arabian Oil Company (Arabien) to discuss a potential $5 billion to $10 billion diversification from December to March of the current year.

“Collaborating with the Japanese and exploring future opportunities related to international battle for the coveted listing of the Saudi Arabia’s Tadawul and Japan Exchange Group (JPX), which includes the Tokyo Stock Exchange (TSE), is one of the key strategic developments designed to strengthen the relationship between our two nations and deepens collaboration on matters of mutual interest and opportunities,” he added.

The current collaboration between the two countries is expanding their stock exchanges — Saudi Arabia’s Tadawul and Japan Exchange Group (JPX), which includes the Tokyo Stock Exchange (TSE), Osaka Exchange, Tough Real Estate Investment Trusts (REITs) and Japan Securities Clearing Corporation.

“It is a testament to understanding and mutual respect for each other’s views and thinking, and our countries will be working together closely in this regard in the coming years,” concluded Al Hussan.

The increasing collaboration between the two countries is expanding their stock exchanges — Saudi Arabia’s Tadawul and Japan Exchange Group (JPX), which includes the Tokyo Stock Exchange (TSE), Osaka Exchange, Tough Real Estate Investment Trusts (REITs) and Japan Securities Clearing Corporation.

As part of Saudi Vision 2030, the country intends to significantly increase its foreign investment levels to become a major engine of the region’s economy. This will promote the kingdom to foreign investors and vendors to integrate technology and global standards into their operations. The kingdom will also be looking to invest in projects and technologies in the kingdom that will provide new opportunities for the kingdom’s private sector.

“Al Ra’idah Investment Company is at the forefront of real estate technology and engineering. It is positioned to serve as a catalyst for the kingdom’s public and private sectors in the context of technology, geographic information, and automation industries,” he explained.

“Al Ra’idah Digital City is built around your needs and more and more businesses are moving in. As a result, we are seeing a lot of innovation and new technology being used in the city,” he added.

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Al Ra’idah Digital City

King Faisal Road, Al Muhhammadiyah, Riyadh, Kingdom of Saudi Arabia

Al-Ra’idah Digital City

Al-Ra’idah Digital City, built around all your needs and more: Usage and lifestyle, technology, governance, management, and more. Al-Ra’idah Digital City is built around all your needs and more: Usage and lifestyle, technology, governance, management, and more.

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Collaboration for better investment and finance

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As Saudi Arabia and Japan strengthen their defense relations, Alsalam Aerospace Industries is “open to all collaborations.”

Saudi Arabia has recently appointed the first defense attaché to its embassy in Tokyo, in a move seen as a symbol of the deepening relations between the two countries.

The appointment comes soon after the signing of memorandum of cooperation by their ministries of defense last year—a signing that was closely followed by a meeting between the minister: Japan’s Taro Kono and Saudi Arabia’s Crown Prince Mohammed bin Salman.

The countries intend to advance their bilateral defense exchanges at all levels—from high-ranking officials, through to industry, education and research. Collaboration on maritime security issues and defense equipment are also going to be expanded.

Both ministers see their commitments to future defense cooperation as important, with Kono saying the signing of the memorandum was a “major step forward.”

The crown prince stated that he hoped the meeting and memorandum would serve as an impetus to further promote defense exchanges between Japan and Saudi Arabia, adding, “I especially hope we can enhance our relations on defense equipment.”

The Saudi Arabian company is already focusing on building relationships with Japanese organizations working in defense to Alsalam Aerospace Industries.

Alsalam’s core business is the maintenance, overhaul and upgrade of military, commercial and private aircraft, and it is also providing technical support for military and private aircraft.

It was set up in 1980 as an economic offshoot of the government, but in recent years it has been focusing on developing core research and development capabilities in the aviation industry.

Planning for investment

Saudi Arabia has long been a major investor in its military equipment, with defense outlays representing a significant portion of its national budget and the country is currently the world’s third-largest military spender, just behind the U.S. and China.

While the recent drop in oil prices has had a short-term impact on the government’s spending, defense funding continues to grow year on year and defense contracts are still being signed.

It looks as though this growth will be maintained, with the government’s 2017 budget, revealed in December, including a 6.4 percent increase in the allocation for defense from 517 billion to 539.9 billion.

The rise in government spending on defense is a major part of the country’s Saudi Vision 2030 economic development plan, which was announced last year and which aims to reduce Saudi Arabia’s dependence on oil.

President of Al-Shalal, Yahya Al-Ghoraibi, says that the new plan will change the country in three ways, by creating “a vibrant society, a thriving economy and an ambitious nation.”

It is crucial and proved that Alsalam is supporting and playing part in developing these areas,” says the company which is already using the three pillars as a platform for its efforts to contribute to achieving the goals of Saudi Vision 2030.

Partnering for localizing

One of the goals of the plans is to localize 50 percent of military equipment spending by 2020 — in 2015, by comparison, only 1 percent of spending was on equipment produced within Saudi Arabia. At the moment, the country’s defense industrial sector is heavily dependent on imported components and two large takeovers are likely to see large changes take place, as the kingdom transitions from both localization, production and advancing its military support.

About $100 billion in new arms procurement deals have been signed in the last few years.

Karim Al-Shadi

He would be interested in meeting Japanese entities interested in key technologies to discuss potential partnerships.

“If there is will, there is always a way, but you need to believe in your capabilities and they need to know yours. By sitting down together, we can leverage both and work together in the best way possible,” he says.

Encouraging collaborations

Having helped create a good foundation for aerospace industries in the kingdom, Alsalam now wants to help the country develop a domestic aerospace industry that includes the complete value chain —all the way from component manufacturing to aircraft manufacturing, as well as the added value that will be added if it is going to be a supplier to original equipment manufacturers and to sell its parts, not only in its own Ministry of Defense and other local organizations, but also to the region and the world.

Al-Ghoraibi is confident that this ambition is achievable and his company is looking for international partners that can work with Alsalam to help make this happen. Partners that “have the capability and can bring those capabilities here, and work with us in this direction,” he says.

His confidence has been boosted by the announcement last year of the new $100 billion SoftBank technology investment fund, one of the largest funds in the world.

While this initiative is global in nature, it is an up to $45 billion technology investment fund that will help emerging technology companies develop in the kingdom.

Al-Ghoraibi is “open to all collaborations,” says Al-Ghoraibi, and is interested in seeing the potential of partnering on the development of high-end engines and the development of stealth fighter aircraft. The prototypes of this model, the development of which is being brought by Mitsubishi, was first showcased in 2010.

But he stresses that, in any partnership, “the coordination, collaboration, understanding of each other’s capabilities are crucial” — and the company needs to be sure that it can add value.

If these factors are in place, Al-Ghoraibi says that the importance of the Saudi Vision 2030 plan is clear, which means that the government will offer no restrictions. On the contrary, he says that “the government will encourage and support any partnerships Alsalam makes, as both the country and company share the same goal — bringing value-added capabilities into the kingdom, in order to become self-sufficient.

Al-Ghoraibi is “immediately proud of what we have done in Japan and China in the last few years” and is looking forward to the future.

He adds: “If you are good at something, people will have to know your capabilities, and they need to know yours.

“By sitting down together, we can leverage both and work together in the best way possible,” he says.

A leader in Aerospace Industries in the Kingdom of Saudi Arabia

Alsalam Aerospace Industries is preparing for take off

Instituted to establish self-sufficiency in commercial and military aircraft maintenance, repair, modification, and upgrade through technology, transfer and the development of Saudi industries, Alsalam Aerospace Industries (AAI) is proud to be at the forefront of the Saudi defense industry in the Kingdom of Saudi Arabia.

With state-of-the-art facilities and a highly qualified and skilled workforce, AAI is an open provider of services ranging from manufacturing components, maintenance, repair and overhaul, to VIP interior design and refurbishment, as well as technical support services. We are committed to attracting and developing the aircraft industry in the Kingdom of Saudi Arabia, in order to continue to vision 2030 and beyond.

Alsalam Aerospace Industries (AAI)

www.global-insight.net
Investing in science and technology is vital for Saudi Arabia’s development. The King Abdullah City for Science and Technology is at the heart of making it happen.

The rise of a 21st-century global technology powerhouse

In international cooperation with leading institutions and companies, Saudi Arabia’s national technology powerhouse, the King Abdullah City for Science and Technology (KACST), is driving the country towards a knowledge-based economy. KACST is not only supporting the development of high-growth industrial opportunities, but also emphasizes the exchange of information and expertise, which are critical to the success of such cooperation.

How can KACST and TAQNIA cooperate with Japanese partners?

Japan is interested in establishing partnerships with, which are aligned with Saudi Vision 2030 and the National Transformation Program 2020, both focused on innovation and R&D. Saudi Arabia recognizes that Japanese companies are known for their craftsmanship and are eager to form alliances and establish joint cooperation. TAQNIA, your collaboration opportunities supported by TAQNIA, the Saudi Technology Development Authority. The fund size is about $135 million and will provide investment opportunities relevant to Saudi Arabia’s goals.

KACST and TAQNIA’s presence in the joint group meeting is essential, and will solidify their strategic partnerships with Japanese companies that are known for their technology transfer. KACST and TAQNIA established the Saudi Center of Excellence for Advanced Materials (SMEs) in renewable energy, to harness solar energy, nanotechnology, advanced materials, and solar cells. The center is expected to drive many Saudi-Japanese joint ventures and strategic partnerships.

www.kacst.edu.sa

www.taqnia.com

KACST and TAQNIA present the key to innovation and success, and will continue to work with Japanese partners to create a mutually beneficial partnership.

What is your final message to Japanese trading houses, private businesses and SMEs, about developing knowledge-based industries and high-end technology with us?

KACST and TAQNIA invite Japanese firms to join forces toward the creation of various collaborations and joint ventures across high value-added sectors, including technology transfer, commercialization, and the creation of sustainable, competitive, world-class businesses.

www.global-insight.net
Powering the economy in partnership with Japan

With Saudi Arabia already having the highest demand for energy in the Middle East and in growth demand forecast at 7 percent a year, the sector is growing interesting to Japanese investors.

As its expanding economy and rising population place greater demands on Japan’s energy sector, interest in new opportunities is expected to grow. This is particularly true in the transportation sector, which is seeing keen interest in Saudi Arabia.

As this is expected to be a growth area, interest in new opportunities is expected to grow. This is particularly true in the transportation sector, which is seeing keen interest in Saudi Arabia.

Ensuring the protection of its people and territory is a key objective for Saudi Arabia. The government has a strong focus on the recruitment of Japanese specialists to help the development of Saudi Arabia’s national security, which is seen as a major priority.

Japanese companies, with their experience and resources, are ideally placed to help build the kingdom’s new security infrastructure. The government has earmarked billions of dollars for new security projects, as it looks to take advantage of cutting-edge technologies in the defense sector, particularly in the areas of unmanned aerial vehicles (UAV) and robotics.

One of the main driving forces behind the government’s decision to invest in new security projects is the perception that local firms are not able to provide the necessary technological capabilities to meet the kingdom’s security needs.

The government has already announced a series of projects to be implemented in the next five years, with a focus on improving the kingdom’s response to potential threats. This includes the construction of new military bases and the acquisition of new equipment.

Some of the smart systems it needs to introduce effectively are system monitoring and control, early warning systems, communication systems, ground control systems and radar data from special sensors, which will be used to detect and respond to potential threats.

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An attractive environment for investors in education

Saudi Vision 2030 brings significant opportunities for investment and international partnerships in the education sector, as the role of educational development and its outcomes are aligned with labor market needs.

The Saudi Vision 2030 plan, and the National Transformation Program (NTP 2020) that flowed from it, set an ambitious road map for educational reform in Saudi Arabia, with the aim of preparing a skilled workforce and creating a higher education system that will support the economic development of the kingdom.

One of the major goals of Saudi Vision 2030 is to improve the education sector, making it a driver for foreign direct investments and providing all children with a quality education that helps them achieve their full potential by being productive members of society.

In order to develop its talent, the government is reorganizing its curricula — to modernize, make it more relevant, and align it with the needs of the labor market. The Ministry of Education is restructuring its curricula — to modernize and make it more relevant, and align it with the needs of the labor market.

In terms of international education, in 2015 there were 24 state universities in Saudi Arabia and six private higher education institutes, which in that year oversaw 1.3 million students. There are also a number of technical colleges and training institutes offering a range of specialist vocational training.

Effat University — educating women

A key component of the kingdom’s higher education sector (for women) is Effat University in Jeddah, in the west of the country. It is a leading private, non-profit university, operating under the umbrella of the King Faisal Foundation.

Founded by Queen Effat Al-Thuneyyan, Effat’s vision is to qualify competitive female leaders with a world-class education, by providing an international environment conducive to research, community service and lifelong learning.

Effat’s students have consistently scored highly respectable grades in various categories, and overall, it is regarded as one of the three best universities in the kingdom. However, it has also faced some challenges in employability and facilities, and four years of teaching and learning make it a benchmark from a learning experience, with a focus on the employability of women, professionally, socially and educationally.

It’s a brand that is high on the list of everyone’s desires to be recognized in the world of education and to be part of the world’s leading universities. It’s a university that is in line with the global vision of the kingdom.

The development plan states that the country will work closely with the private sector to ensure that the higher education system meets the requirements of the current and future labor markets.

The scope of private sector involvement in the financing and construction of education infrastructure is clear, whereas the same actions will be taken in the actual delivery of educational services is less so.

However, the potential for joint ventures around items like technical curriculum development is clear, especially in the area of health care and medicine.

The franchise model, acquired as a necessary tool of the specific realities of the kingdom, also has the potential to play a role. With more than 30 percent of the kingdom’s population, the universities and training systems offer an untapped potential.

According to the plan, Saudi Arabia will "continue to develop their talents, invest in partnerships in the education sector, as the role of educational development and its outcomes are aligned with labor market needs."
The Kingdom's Vision 2030 development plan includes major changes for health care, which will set the sector on a fast trajectory to growth. Depending on the direction that the government takes, the Kingdom’s healthcare industry and private sector will face a bright future.

Since the inception of the Vision in 1985, Saudi Arabia has made significant strides in various fields, including healthcare. The Saudi government has set ambitious goals to transform the Kingdom into a global healthcare hub and a regional center of excellence. This transformation is part of the broader Saudi Vision 2030 strategy, which aims to diversify the economy, increase foreign investments, and enhance the quality of life for its citizens.

Saudi Arabia has been proactive in its healthcare sector, investing heavily in healthcare infrastructure, technology, and human resources. The government has been working closely with international partners, including Japan, to develop cutting-edge medical facilities and technologies. This cooperation has led to the establishment of world-class healthcare facilities, such as the King Saud Medical City in Riyadh, which is seen as a model for the future of healthcare in the region.

Moreover, the Kingdom has invested in training and education, recognizing the importance of skilled healthcare professionals in providing high-quality care. The government has also been focusing on improving public health outcomes, addressing chronic diseases, and enhancing access to healthcare services.

Looking ahead, the healthcare sector in Saudi Arabia is expected to continue its rapid growth, driven by a variety of factors, including rising demand for healthcare services, increasing private sector participation, and strategic partnerships with international companies. The Kingdom's ambitious plans for healthcare are expected to attract significant investments and create numerous job opportunities.

In conclusion, the Kingdom's Vision 2030 development plan provides a robust framework for healthcare development, with significant potential for growth and transformation. As the government continues to implement its plans, the Kingdom is poised to become a global leader in healthcare, setting a new standard for healthcare delivery and innovation.
Saudi Arabia is the world’s desalination juggernaut

With one of the driest climates in the world, Saudi Arabia is spending tens of billions of dollars on projects such as desalination plants to guarantee water security.

AlKawther: The perfect partner for investors in the Saudi water sector

The Saudi Arabian water projects and products provider is set to take advantage of the huge investment into water infrastructure, support services and operations.

According to official data, Saudi Arabia is not only the largest producer of desalinated water in the world, but it also spends about 10% of its GDP on desalination. However, the kingdom is not just a big consumer of desalinated water; it is also a big producer. In fact, Saudi Arabia’s water projects and products provider, AlKawther, is very upbeat about his industry’s prospects, with demand continuing to outpace supply and the sector being vital importance to both the health of the country and the economy of the region.

Come and make a splash in the Saudi water sector

AlKawther is a sustainable, total water solutions provider, specializing in all aspects of water-related products, process and service solutions. AlKawther’s footprint in the region includes nearly 60 water and wastewater projects, reaching across the entire region.

AlKawther offers a complete range of services that cover all aspects of water-related products, processes and services.

More opportunities in water

There are many opportunities and if we can attract the right kind of companies, there will be a significant increase in the number of desalination plants and wastewater treatment projects.

If you are among the first to enter and contribute to the kingdom’s water sector, you will have a major strategic advantage in the future.

AlKawther: The perfect partner for investors in the Saudi water sector

The Saudi Arabian water projects and products provider is set to take advantage of the huge investment into water infrastructure, support services and operations.

According to official data, Saudi Arabia is not only the largest producer of desalinated water in the world, but it also spends about 10% of its GDP on desalination. However, the kingdom is not just a big consumer of desalinated water; it is also a big producer. In fact, Saudi Arabia’s water projects and products provider, AlKawther, is very upbeat about his industry’s prospects, with demand continuing to outpace supply and the sector being vital importance to both the health of the country and the economy of the region.

Come and make a splash in the Saudi water sector

AlKawther is a sustainable, total water solutions provider, specializing in all aspects of water-related products, process and service solutions. AlKawther’s footprint in the region includes nearly 60 water and wastewater projects, reaching across the entire region.

AlKawther offers a complete range of services that cover all aspects of water-related products, processes and services.

More opportunities in water

There are many opportunities and if we can attract the right kind of companies, there will be a significant increase in the number of desalination plants and wastewater treatment projects.

If you are among the first to enter and contribute to the kingdom’s water sector, you will have a major strategic advantage in the future.
Building opportunities in petrochemicals and beyond

As the Saudi Arabian economy diversifies, the oil sector continues to offer significant investment potential, while leading players are also moving into new sectors, like water.

The Saudi Vision 2030 strategy is restructuring the kingdom’s oil-dependent economy and setting the priorities of future investments, health, education, and transport of the precious material.

Nevertheless, the kingdom is the world’s largest exporter of oil and gas, and two of the main suppliers to Japan — with nearly a quarter of the countries’ oil imports from Saudi Arabia. And the oil and gas sector generates almost half of GDP and more than 90 percent of export earnings. Therefore, the government is committed to reducing its dependency and diversifying its economy to maximize manufacturing and service sectors, the net of industry will always be a prominent part of the natural landscape and a strong magnet for investment.

Companies across all sizes have played a role in the upstream and downstream oil and gas sector over the past eight decades, alongside many Japanese enterprises, technologies adopted for decades, and enhancing the kingdom’s energy sector and an active member of the global digital landscape.

Transforming the digital landscape

The Saudi Arabian ICT sector has developed in recent years, adopting them in manufacturing and distribution, cloud computing, as a result, says Baroum, the government is encouraging them to focus on areas like big data, quantum computing, and edge computing.

Without hesitation, BTC is open to cooperation with any Japanese company to deliver the technologies Saudi Arabia needs.

ICT Solutions are all about vision, innovation and customer satisfaction.

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World-class marine facilities and port services create top logistics hub

As the kingdom transforms into a regional logistics hub, opportunities emerges to benefit from new facilities in Saudi Arabia and to invest in building more.

Saudi Arabia can become the logistics hub of the Gulf, according to a recent report from marketing strategy company Solidiance, and is well on its way to achieving this. Solidiance estimates that the Saudi Arabian logistics market was worth $33 billion in 2015–2016, or 43 percent of the total Gulf Cooperation Council (GCC) market.

Analysts expect this figure to rise. Reasons given are wide ranging, but include improving infrastructure, increasing imports and exports as consumption increases and the country continues to diversify, and the development of a world-class superstructure investor. This is a multi-billion-dollar investment, in roads and bridges, in national logistics provider NYK Group

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Rapid growth predicted for Saudi Arabian logistics

Ports are central to Saudi Arabia's plan to become the regional logistics hub — so the Saudi Ports Authority is investing to make sure that their facilities and services are state-of-the-art and up to the task.

Ensuring the fluid marine movement of a diverse range of goods — not just million barrels of precious oil — into and out of the kingdom, the Saudi Ports Authority (SPA) is a vital cog in the fast-growing logistics sector, and is poised to lead and regulate an industry on the crest of a wave of expansion.

Around 85 percent of Saudi imports and exports pass through the kingdom's modern and well-equipped seaports, representing more than $3 million in exports every year and is growing by 10 percent per year and are expected to be up to $1 million in the next two years.

Operational costs have been slashed by 40 percent to just $1 per ton and, two decades ago, SPA started passing responsibilities of ports management, operation and maintenance to the private sector, so as to provide services capable of regional competition.

Today, the kingdom's ports are fully managed and operated by the private sector on a business basis, although SPA still supervises its regulatory role and is a key figure in the comprehensive strategy to transform Saudi Arabia into a world-class logistics hub connecting the three continents of Asia, Africa and Europe, in line with the powerful goals of Vision 2030. Assets include several major container terminals on the Red Sea and on the Arabian Gulf, ship repair yards at Jeddah and Dammam with floating docks for each, transshipment facilities, re-export facilities, passenger services and怼port services.

Opportunities abound for Japanese companies and other foreign investors. For example, Tokyo-headquartered international logistics provider Nippon Yusen Kaisha signed a joint-venture agreement with the Ports Development Company in late 2015 for the first exclusive roll-on-roll-off terminal operating company at King Abdullah Port on the Red Sea coast.

As the kingdom expands, the ports are expanding to accommodate the transit of vessels that are larger and more diverse. SPA is modernizing and expanding, and is set on building a world-class port facility.

Rapid growth predicted for Saudi Arabian logistics

Saudi Arabia and to invest in building more.

“Large companies have gone elsewhere and we are predicting there is a need for small and medium-sized enterprises. Changes are正在 happening and now is the time to come on this journey with us,” says Al Babtain, “Last month in Tokyo, the government put a package of incentives in place to attract smaller players. We are asking these companies to consider working with us.”

As the kingdom grows, so do the logistics companies. Japanese companies have yet to really invest in the kingdom, and the logistics space when it comes to competing and attracting the biggest logistics companies.

As an enabler of investment in the transport sector and many other industries, Japanese companies have yet to really invest in the kingdom, and the logistics space when it comes to competing and attracting the biggest logistics companies.

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Real estate set to double

The real estate sector looks to soar as the implementation of Saudi Vision 2030 booms both the housing and hotel markets.

"Husband & wife couple in their mid-30s, looking for a new family home.\n\nThey want a modern, family-oriented neighborhood with easy access to the city center.\n\nThey have been saving for some years and are now ready to take the next step in their lives.\n\nThey have visited several properties but are still looking for that special place.\n\nWith Saudi Vision 2030, they are confident that their dream home is within reach.\n\nThey are excited about the prospect of living in a new, modern neighborhood with all the amenities they desire.\n\nThey are open to options and are willing to explore different locations to find the perfect fit.\n\nWith the right guidance, they know they will find their dream home.\n"
Real estate is one of the main drivers of Saudi Vision 2030. Opportunities worth $100-billion exist in the Saudi housing market for the private sector and foreign investors.

With the recent launch of the Saudi Vision 2030 manifesto, how is Al Akaria (Saudi Real Estate Development Company), a trusted name in Saudi Arabian real estate, positioned to undertake historic and significant transformation opportunities for our young population?

Al Akaria (Saudi Real Estate Development Company) is committed to pioneer, lead and sustain the new generation of real estate concepts, systems, practices and developments across the kingdom of Saudi Arabia.

For the spirit of life

Closing the housing gap through rapid expansion

The team at Al Akaria (Saudi Real Estate Development Company) is committed to pioneer, lead and sustain the new generation of real estate concepts, systems, practices and developments across the kingdom of Saudi Arabia.

How is Al Akaria (Saudi Real Estate Development Company) going to transform the housing demand and supply dynamics across the Kingdom of Saudi Arabia?

What differentiates Al Akaria (Saudi Real Estate Development Company) from other real estate developers across the kingdom of Saudi Arabia?

Chairman, Al Akaria (Saudi Real Estate Development Company)