



RIYADH VALLEY COMPANY



شركة وادي الرياض
Riyadh Valley Co

RIYADH VALLEY COMPANY (RVC)

❖ **Vision**

To be the regional leader in knowledge-based investment and technology.

❖ **Mission**

Riyadh Valley Company is a strategic investor, focused on leveraging the local capabilities, investing locally and globally in early-stage and growth businesses to create financial returns and strategic returns that will support the future of economic development.

RIYADH VALLEY COMPANY (RVC)



- ❖ Riyadh Valley company (RVC) is the investment arm of King Saud University (KSU).
- ❖ RVC operates in two main sectors aimed towards managing venture investments and strategic investments.
- ❖ RVC leverages its strong relationship with KSU research and excellence centers along with other national research centers.
- ❖ RVC focuses on building national and international partnerships to attract and develop strategic investment opportunities.

RVC – KEY PRINCIPLES

Leverage KSU Capabilities ◆ Knowledge-Based ◆ Transfer Value to Kingdom

STRATEGIC OBJECTIVE:

- ❖ Support transformation towards knowledge-based national economy
- ❖ Transfer Technology and Value to Saudi Arabia
- ❖ Leverage KSU Capabilities
- ❖ Foster entrepreneurship and job creation.

OPERATING MODEL COMPONENTS:

1 Venture Investment

Investment fund(s) focused on identifying, accessing & bringing technologies & business models back to KSA

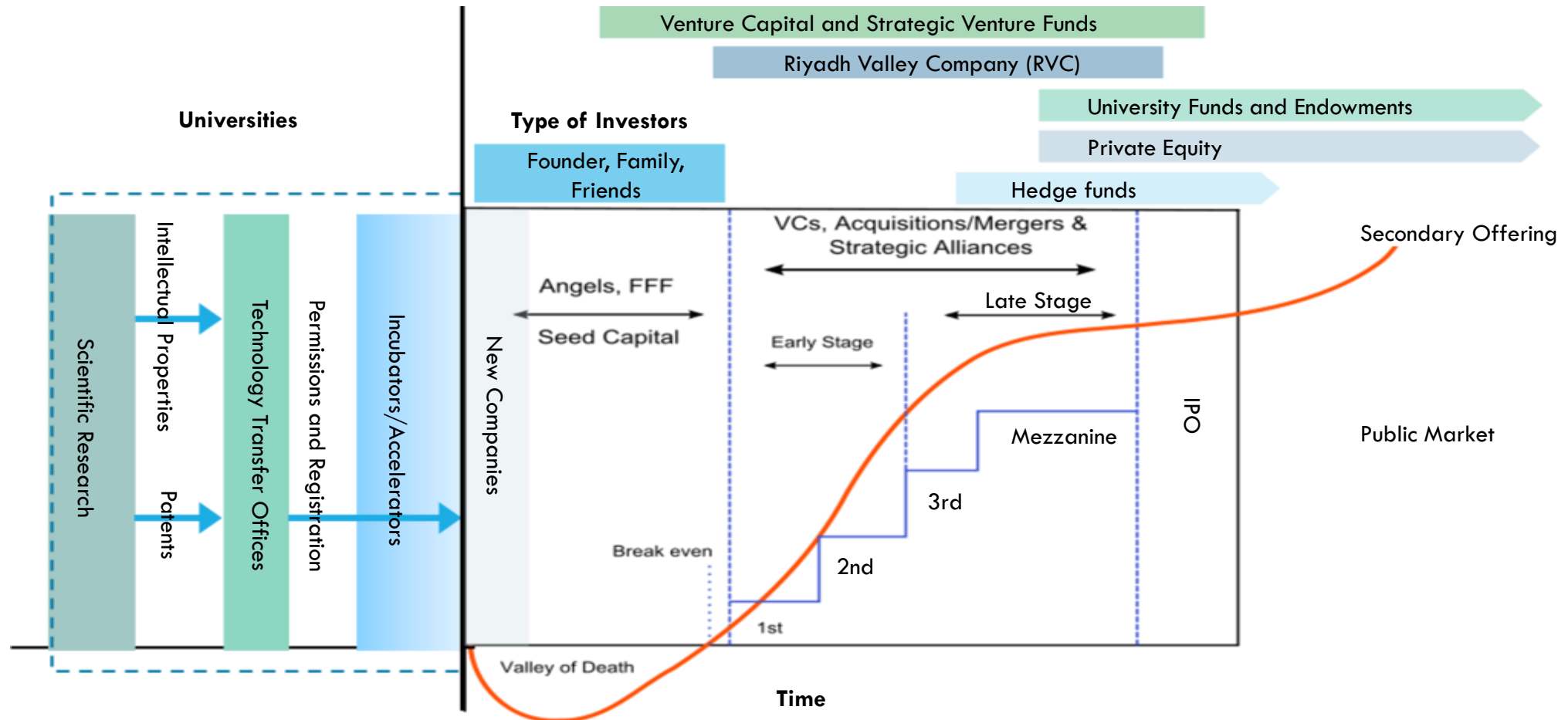
2 Strategic Projects

Later-stage business development initiatives – new businesses and/or joint ventures with KSA & co-investment partners

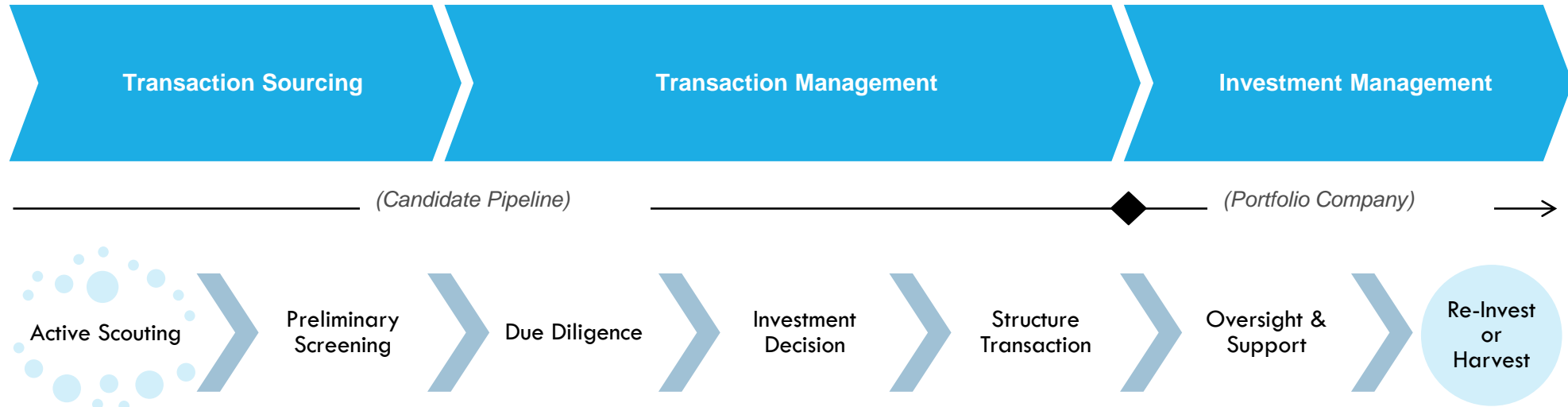
ACHIEVING OUR OBJECTIVE – KEY HIGHLIGHTS:

- Financial & strategic returns
 - Longer-term horizon
 - Strategically-selected focus areas
 - Scout new technologies & models
 - Bring technologies back to KSA
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- Primarily financial returns
 - Shorter-term horizon projects
 - Create new businesses & JVs
 - Leverage real estate assets
 - Partner to foster entrepreneurship

RVC IN THE STARTUP FINANCING CYCLE



INVESTMENT PROCESS



VENTURE AND PROJECT DEAL DECISION CRITERIA

Venture Investments Decision Criteria

Attractiveness Criteria:

- Market size and growth in KSA
- Time horizon for returns (shorter = better rank)
- Favorable industry structure in KSA
- Fit with Kingdom's national strategic priorities

Ability to Execute Criteria:

- Ability to leverage KSU capabilities
- Regulatory feasibility
- Potential for technology/business transfer to KSA
- Ability to access local partners in KSA

Financial Criteria:

- Fit with transaction size and characteristics as defined in fund strategy
- Meets minimum hurdle: $\geq XX\%$ IRR as defined for each segment on target sheet

Strategic Projects Decision Criteria

Relevant to KSA and KSU Priorities

- Connected to national priorities
- Knowledge-based
- Tangible benefits for KSA (jobs, tech,...)
- For real estate projects: opportunities that support RVC mission & help foster innovation

Commercially Viable

- Attractive market size and structure
- Management team that can execute
- Viable business plan

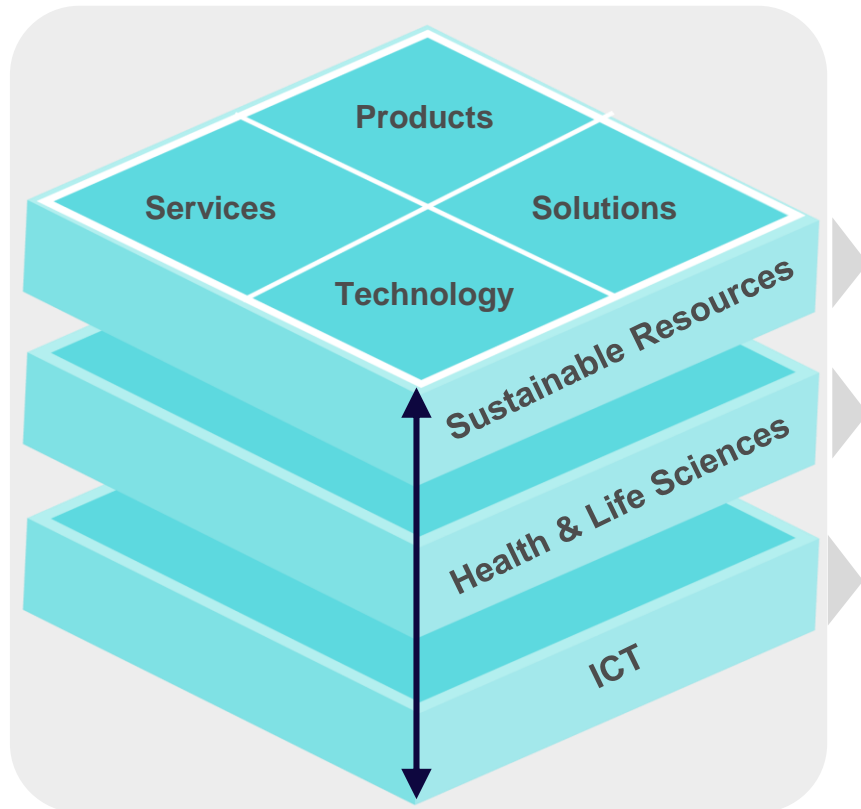
Meets Investment Profile

- Returns $\geq XX\%$ IRR project target
- Bias toward near term revenue and cash flow
- Local syndicate partners involved

Leverages KSU Capabilities

- KSU assets & capabilities to leverage

FOCUS AREAS



Products, services, technology and solutions for:

Sustainable Resources

Solutions for clean energy, energy conservation, and water.

Health & Life Sciences

Solutions that address the health threats posed by diabetes, cardiovascular diseases, and obesity.

Information & Communications Technology

IT solutions for Communications and Knowledge Management

VENTURE PORTFOLIO



Solar Panels Systems



EV Solutions



Solar Cells Technology



Energy Storage



Enterprise IT Systems



Calling & Transportation Management



Electricity Control systems



Water Control Devices



Health Information Systems

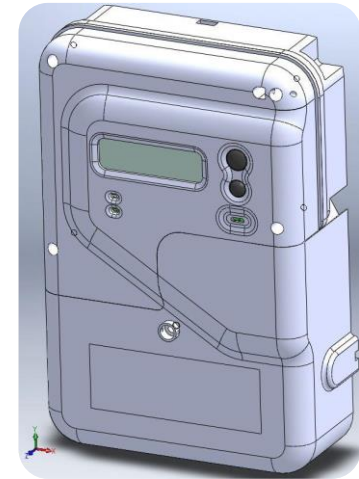


Advanced Dental Technology

SAUDI SMART ELECTRONICS



- ❖ A company that aims to develop and manufacture smart meters that are suitable for the local market, and help in measuring the consumption of electricity in homes, and notifying the user of the peak consumption periods. In addition, it is connected to the national electric grid.
- ❖ Latest product: **Smart Meter** - An advanced smart meter that adheres to the standards of Saudi Electric Company, and is suitable for the climate of Saudi Arabia and gulf countries.



GREEN LORD MOTORS **GLM**

❖ GLM is the first Japanese EV manufacturer certified by the Ministry of Transportation. GLM managed to create the 'GLM ecosystem', a series of first-class direct partnerships with over 100 technology partners, conducting research and development into new forms of vehicles and transportation that go beyond EV and automobiles.

❖ Latest Product: **EV supercar "GLM G4"**

Performance	
0-100km/h	3.7sec
Power	400kW (540PS)
Torque	1000Nm (101kgm)
Top speed	250km/h (155mph)
Range	400km (248mile)



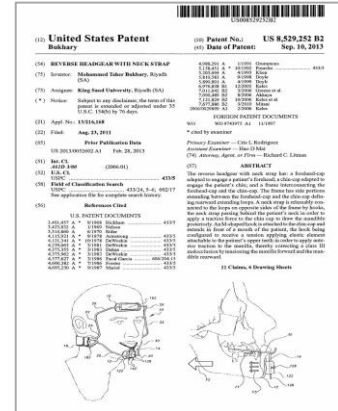
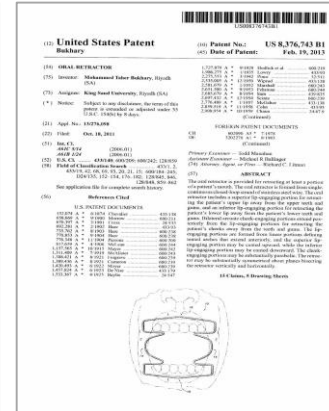
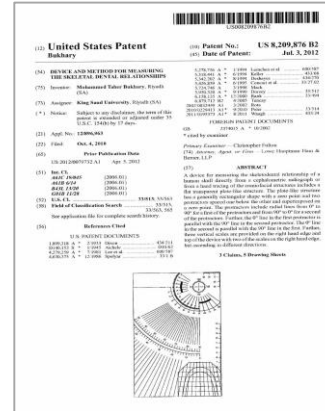


ADVANCED DENTAL TECHNOLOGY



❖ Specialized in the development, manufacturing, and marketing of patented dentistry products within and outside the Kingdom. Patents belong to Professor Dr. Muhammad Bukhari; Lecturer and Head of Research Center at College of Dentistry in King Saud University .

❖ Latest product: **Oral Retractor**



CALLTECH



تقنية النداء
CALL TECH

- ❖ Working to develop and provide its innovative technical services to the education sector, by creating modern solutions that help to create a safe and convenient educational environment.
- ❖ Latest product: **Electronic Calling system in Educational Institutes.**

Provides an ideal way for the parent and the institute to document when and how students leave their schools.





SOL VOLTAICS

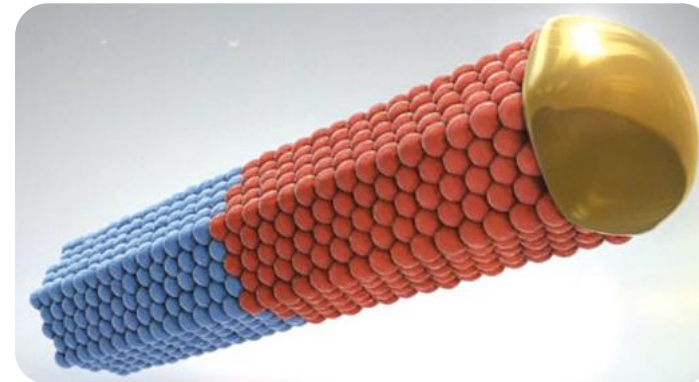


❖ Sol Voltaics improves the efficiency of energy capture and generation using miniscule amounts of novel nanomaterials. With miniscule amounts of nanomaterials, Sol Voltaics can dramatically increase the efficiency of crystalline silicon or thin film solar modules, leading to greater electrical output, lower power prices and higher profit margins for manufacturers and developers.

❖ Latest Product: **SolFilm**

Aeroaxial Nanowires for Solar Cells	
Diameter	5-200nm
Height	200-4000nm

Convert today's average panel of 15.5% conversion efficiency to go beyond the silicon limits of 23-24%.



KNOWLEDGE DEVELOPERS



- ❖ Providing integrated solutions for business administration, and meeting the needs of government and public health and educational sectors and commissions. The company has several products serving public and private sectors by using relational databases and open systems to achieve flexibility in building required solutions.
- ❖ Latest product: **Majalis** – An advanced meetings management system to increase productivity and facilitate communication.



❖ Aser aims to develop and market an electronic device that controls water pumps in buildings, in a way that helps to conserve water and create a safer environment for users and organizations.

❖ Latest product: **Tamam** - An advanced electronic system

for controlling water pumps. It provides great security and monitoring features unprecedentedly integrated into a single device





BEAMREACH SOLAR beamreach S O L A R

❖ Beamreach Solar's innovative solar technology enables the commercialization of groundbreaking rooftop solar products. With solar systems that are light, efficient and easy to install, Beamreach Solar delivers more value to solar installers, developers, roofers and commercial solar customers than conventional photovoltaic (PV) solar systems.

❖ Latest product: **60 CELL SPRINT™ LIGHTWEIGHT PV SYSTEM**



60% LIGHTER



**UP TO 5 TIMES
FASTER TO INSTALL**



**PRODUCES MORE
ENERGY**



**ENABLES 30% MORE
PANELS PER ROOF**



SAUDI HEALTH INFORMATION SYSTEMS



- ❖ Saudi Health Information Systems is a company specialized in developing systems and hardware for computer software related to clinical and analytical information for medical applications, providing installation, maintenance, and training services, in addition to technical support and solutions of information technology in health care.
- ❖ Latest product: **Cerner International Solutions and Systems for healthcare management.**



AQUION ENERGY



❖ Aquion makes the safest, cleanest energy storage in the world. Aquion batteries contain no heavy metals or toxic chemicals, are non-flammable and non-explosive, and are the first and only in the world to be Cradle to Cradle Certified.

❖ Latest Product: **Aspen Battery Series**



	AHI™	Li-ion	PbA
System Life	●	●	◐
Maintenance	●	●	◐
Partial State of Charge	●	●	○
Temperature Tolerance	●	◐	○
Safety	●	◐	◐
Sustainability	●	◐	○
Energy Density	◐	●	◐
Power Delivery	◐	●	●
Installed System Price	●	◐	●

STRATEGIC PORTFOLIO



NATIONAL DIABETES CENTER



UNIVERSITY BOULEVARD

NATIONAL DIABETES CENTER

❖ National Diabetes Center (NDC) is a tertiary health center functioning both clinical and academic in the field of Diabetes Mellitus. It is expected that this center will be looking after more than 150,000 patients per year.

❖ NDC will have the following business units:

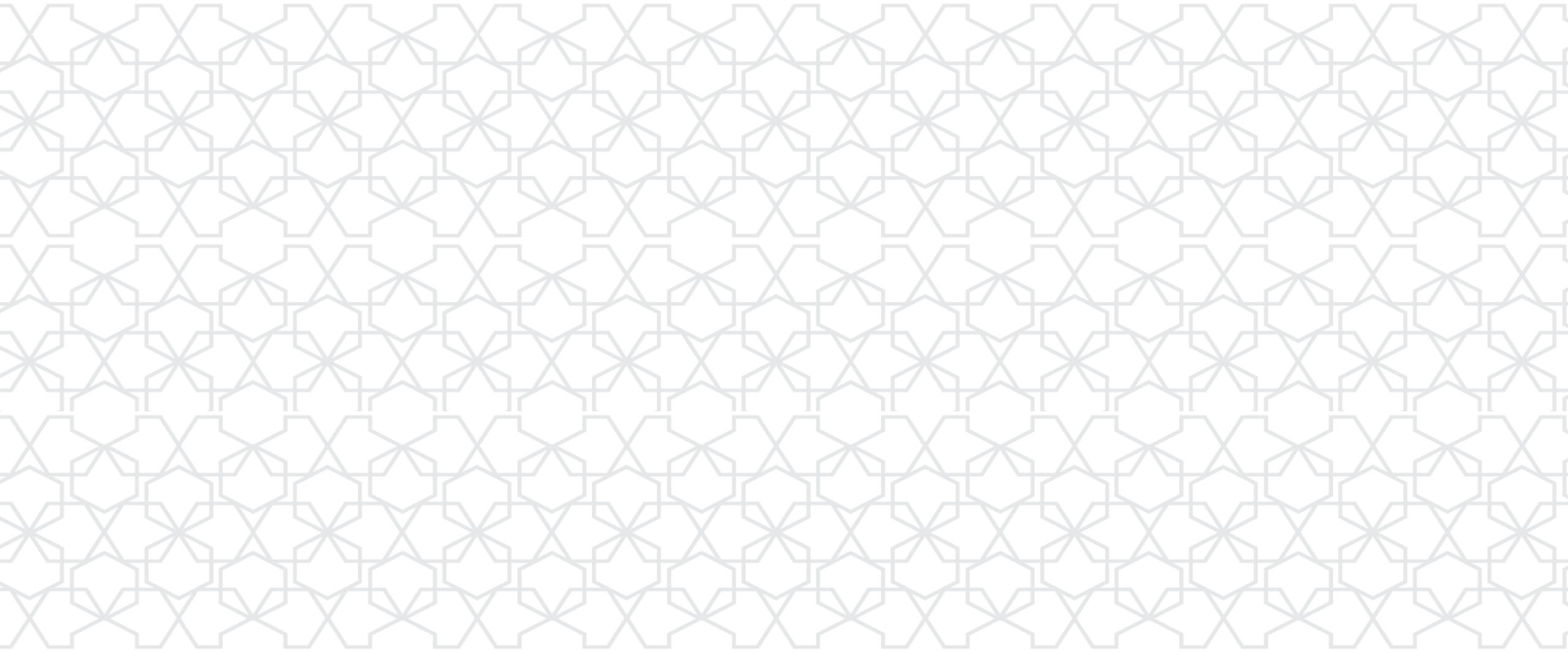
1. Clinical services
2. Academic services
3. Training services
4. Community and outreach programs
5. Diabetes Innovation Center



UNIVERSITY BOULEVARD

- ❖ University Boulevard will be strategically located on the cross road of Prince Turki Bin Abdulaziz Al Awwal Road and Imam Saud Bin Abdulaziz Bin Mohammed Road. The mall will offer one of the most exciting retail propositions for a increased number of students and residents in all of its catchment area.





THANK YOU

