



Webinar

Doing Business in Saudi Arabia



وزارة الاستثمار
Ministry of Investment

TMF
GROUP

We make a complex world simple

TMF Group is the leading provider of critical administrative services, helping clients invest and operate safely around the world.

With more than 11,000 colleagues across 125 offices in 87 jurisdictions, all working to the same high standards of service and security, we provide our clients with local expertise where it is needed most. Our locations cover 92% of world GDP and 95% of FDI inflow.

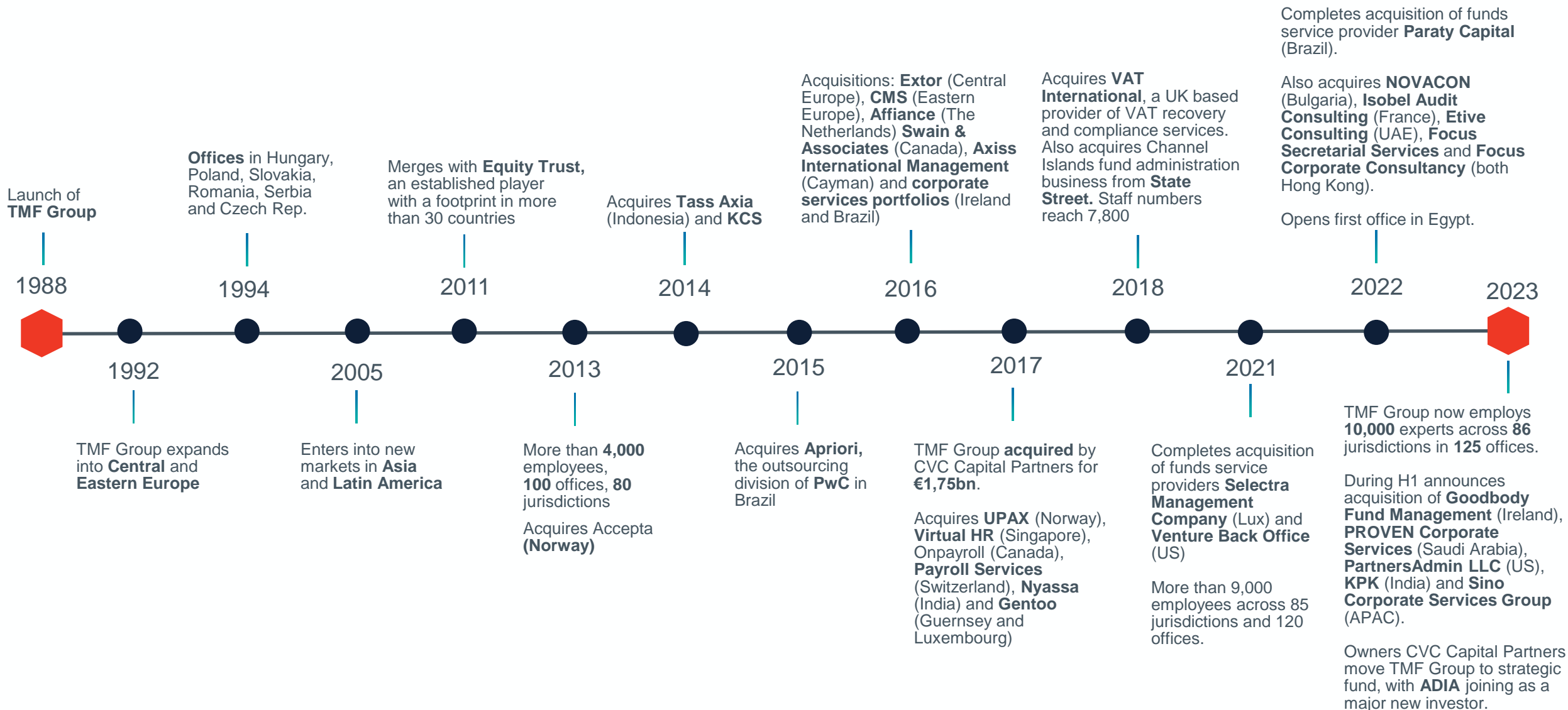
We are a key part of our clients' governance, providing the accounting, tax, payroll, fund administration and legal entity management services essential to their success. We make sure rules are followed, reputations protected and operational compliance maintained.

Our global service model and technology platform put our clients in control of their portfolio of entities and global locations. The data insights we deliver keep them on top of emerging regulation, the status of their own activity and any points of risk.

We serve corporates, financial institutions, asset managers, private equity and real estate investors, and family offices. Our clients include the majority of the Fortune Global 500, FTSE 100 and top 300 private equity firms.

Global reach, local knowledge: helping companies invest and operate safely

OUR JOURNEY



OUR SERVICES PORTFOLIO

Global entity management

- Company formation services
- Registered and process agent services
- Directorship, Officer and Trustee services
- International corporate structuring
- International entity health checks
- Regulatory compliance including CRS, BEPS, CBCr, MDR, LEI, FATCA, UBO and KYC
- Economic substance compliance health check
- International document retrieval services

HR and payroll

- Global HR services
- Global payroll services
- Cross-border employee lifecycle management
- International employee benefits
- International HR projects support

Accounting and tax

- International bookkeeping and data management
- Accounts receivable & payable management
- Expense claim management via TMF InternationalXpense
- Process management
- Global reporting and analysis
- Global VAT and GST compliance
- Insurance premium tax (IPT) services
- ERP localisation; tax consultancy; finance transformation; ad hoc accounting consultancy

OUR SERVICES PORTFOLIO

Fund services

- Fund administration
- SPV services
- Investor services
- Depositary services
- AML/KYC
- FATCA/CRS
- RAIF services
- Trustee services

Capital markets

- Administration services
- Agency services
- SPV/Issuer services
- Trustee services

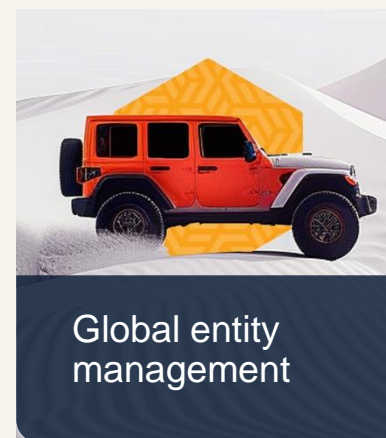
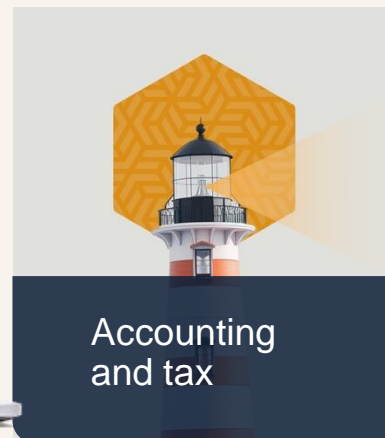
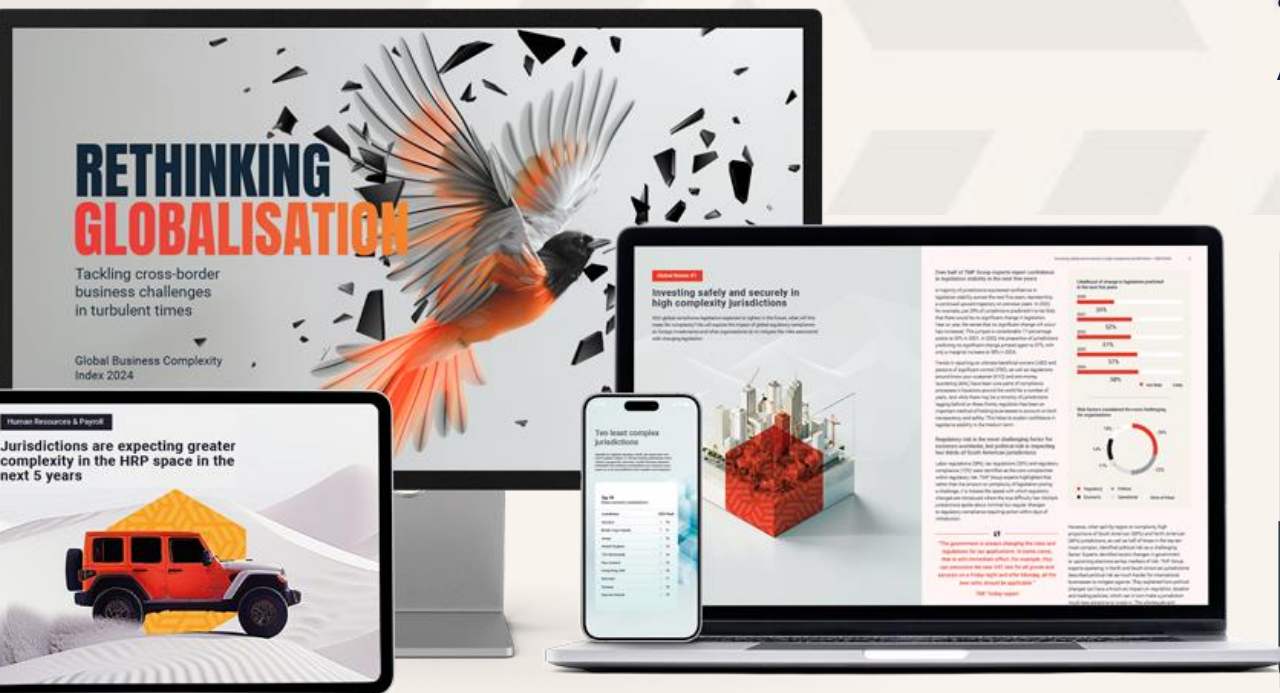
Private wealth & family offices

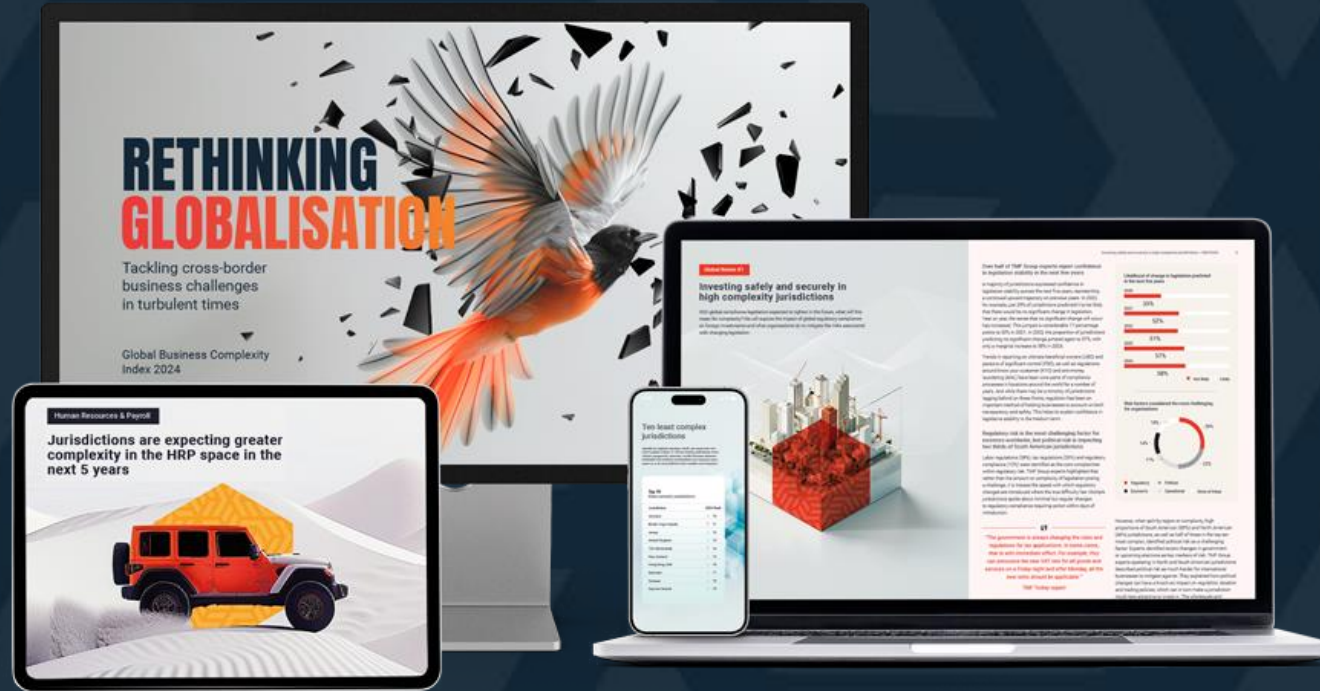
- Trust and foundation services
- Simplifying the administration of assets
- Outsourced services for family offices
- Succession planning
- Asset protection
- FATCA/CRS
- Philanthropy

The Global Business Complexity Index 2024

79 jurisdictions ranked according to how complex or simple they are to understand and operate in.

Analysis focused on three core areas of business administration:





Global Business Complexity Index 2024



Download from the TMF Group website [here](https://www.tmf-group.com/en/gbci/) or visit:

www.tmf-group.com/en/gbci/ →

The seven most complex jurisdictions in APAC to do business

Jurisdiction		2024 Rank
China's Mainland	↑	11
Indonesia	↓	16
South Korea	↓	19
Malaysia	↓	29
India	-	33
Philippines	↓	34
Saudi Arabia	new	37
Japan	↑	38
United Arab Emirates	↑	40

Saudi Arabia ranks as one of the most complex jurisdiction to do business in among the rest of APAC countries.





Fast Facts

About Saudi Arabia

Fast facts about Saudi Arabia

- In 2023, the official estimate for Saudi Arabia's GDP was \$1.807 trillion in purchasing power parity terms. (World Economics).
- Currency – Saudi Riyal (sign: ﷲ ; code: SAR).
- Language – Arabic.
- Type of government – monarchy based on Islam and headed by the King, who is also the commander in chief of the military. The King governs with the help of the Crown Prince and the Council of Ministers.
- Population – 37.33 million (Worldometer, March 2024).
- Country capital – Riyadh.
- Key sectors: oil, trade, investment.

With its favourable location, rich history and abundant resources, the Kingdom of Saudi Arabia is a very attractive market for investors. However, companies looking at doing business in Saudi Arabia should have an in-depth understanding of the business culture and the complex regulatory environment in order to succeed.

Source: <https://www.tmf-group.com/en/news-insights/articles/doing-business-in/saudi-arabia/>

What's new about Saudi Arabia?

- As the largest oil exporter in the world, the country's economy been predominantly reliant on the oil and energy sector.
- However, in 2016, the government launched an initiative called Vision 2030, which aims to diversify the economy and attract increased foreign investment by reducing dependence on oil revenue
- The economic landscape is changing as a result of investments in technology, tourism and renewable energy, guaranteeing a more robust and dynamic economy for future generations.
- Large-scale infrastructure projects such as the developing urban area NEOM, the Red Sea Project and Riyadh Metro offer lucrative investments opportunities for construction and engineering businesses.
- The country's considerable investment in tourism – including the introduction of e-visas for international travellers - has seen an increase in both international visitors and local job opportunities.

Source: <https://www.tmf-group.com/en/news-insights/articles/doing-business-in/saudi-arabia/>



Doing Business in Saudi Arabia

TMF KSA



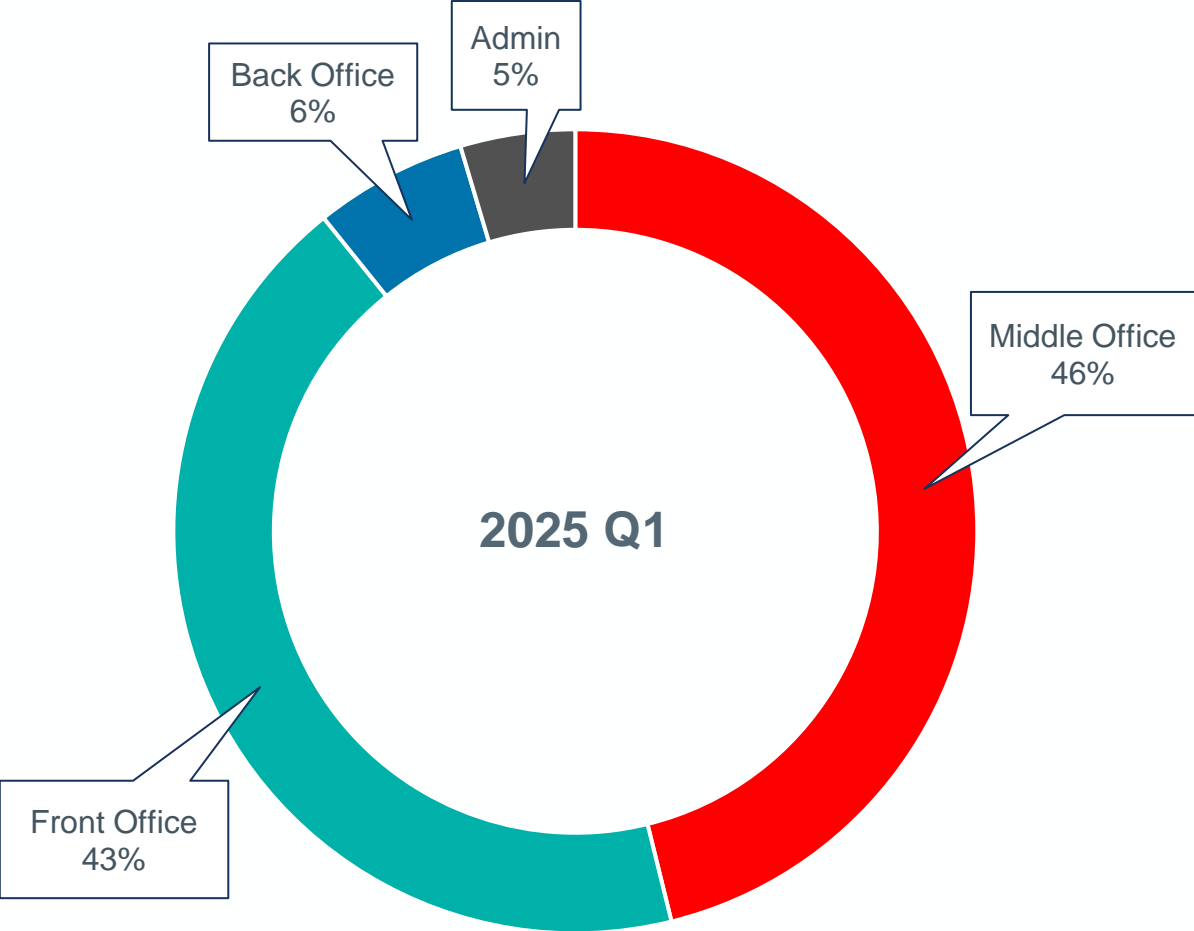
Entering a new emerging market and subsequently getting things operational is a real challenge. The team at TMF Group Saudi Arabia was built with the mindset to make entry into KSA seamless and pain-free and further help our clients navigate the operational and compliance landscape. We work closely with our partners to make sure our solutions are customized in a way which reflects the needs of their business.

**Government
Relations
Management**

**Corporate
Immigration**

**Nominee
Directorship
Services**

**Consular and
Legislation
Support**



Team Demographics

Business Unit	Onshore	Offshore	Totals
Corporate Immigration	5	9	14
Business Partner	4	1	5
Corporate Services	24	17	41
Admin	4	0	4
Totals	37	27	64

Role Type	Onshore	Offshore	Totals
Middle Office	12	18	30
Back Office	4	0	4
Front Office	19	9	28
Admin	3	0	3
Totals	38	27	65



Achin Malik

Market Head IMEA



Stewart Adams

Market Head of Corporate IMEA



Omer Saleem

Country Head KSA,
Market Head of A&T IMEA



Hasan Al-Yazjeen

Commercial Director



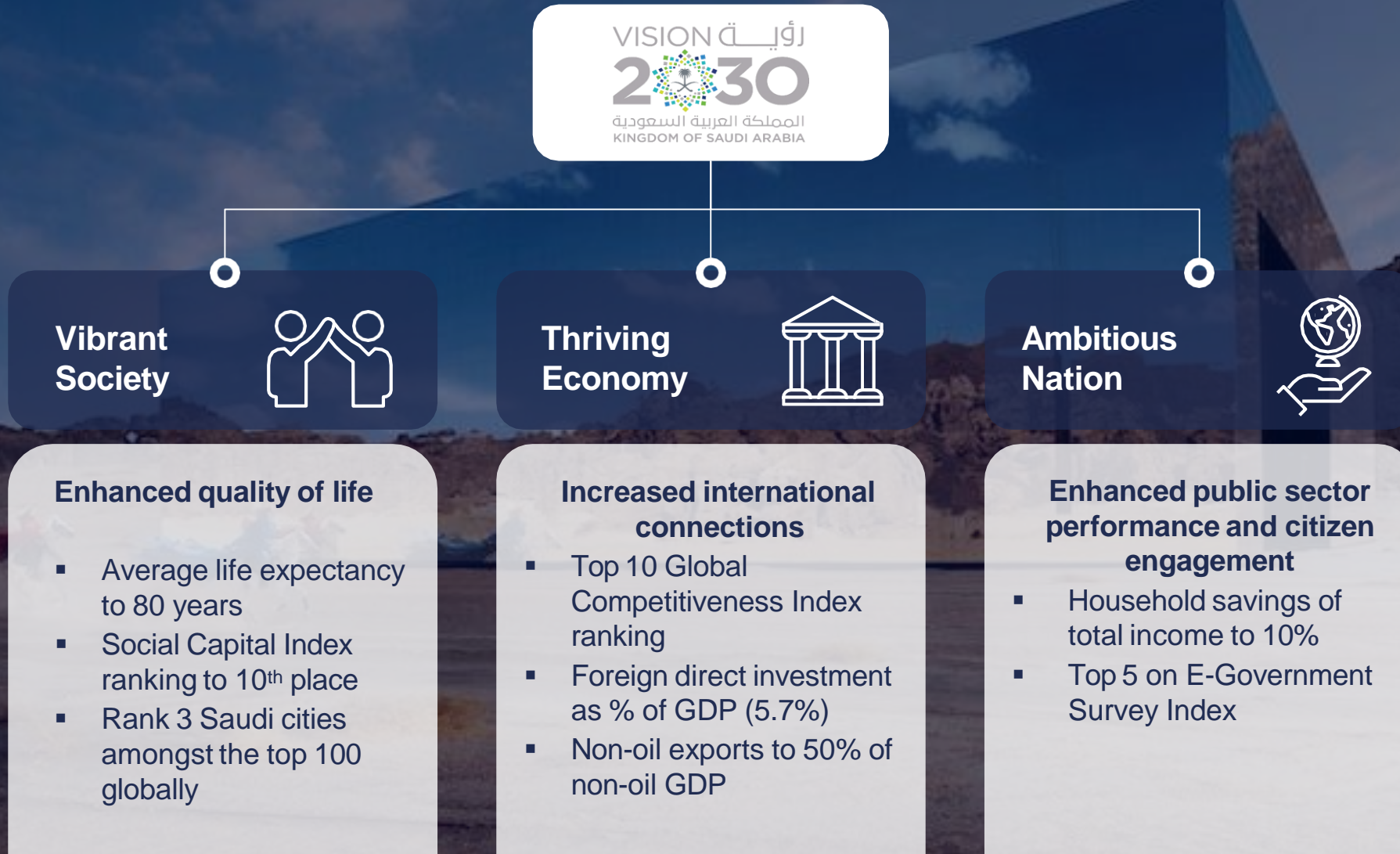
SAUDI ARABIA

Enabling the Investment Ecosystem

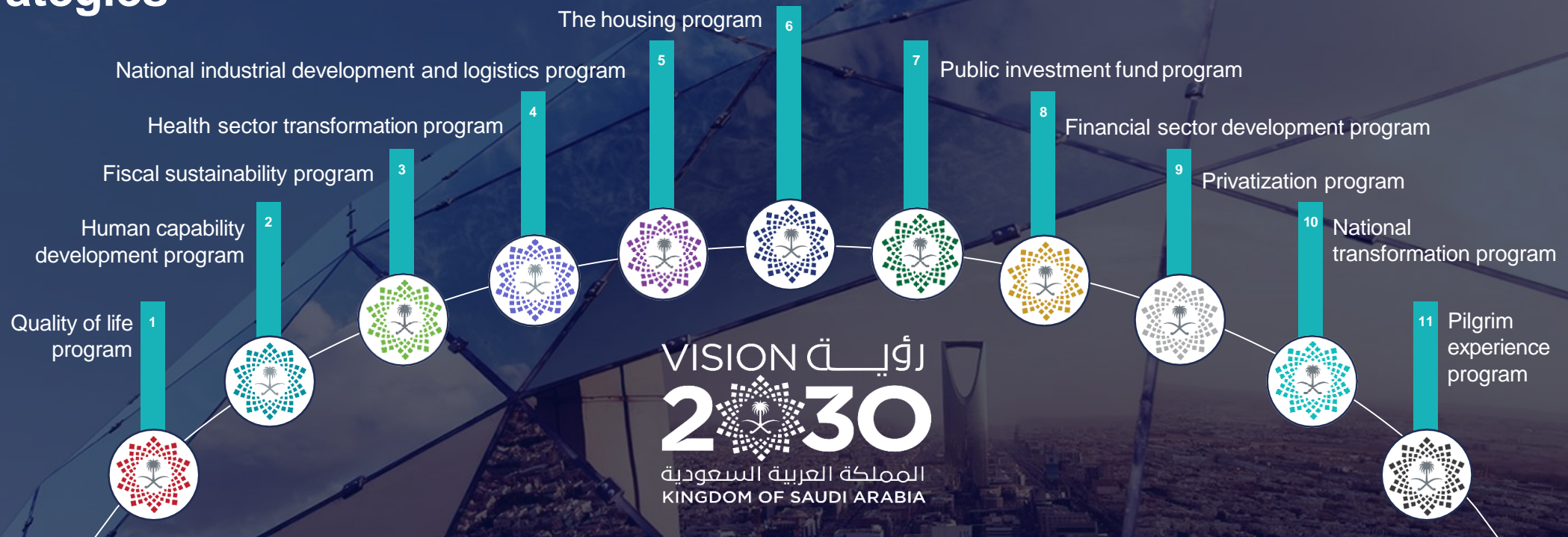
Insights and Opportunities

Saudi more than you can imagine

A transformational journey with a clear vision and ambitious goals



...Achieved through Vision Realization Programs (VRPs) and sectorial strategies



VRPs are supported by national strategies, strengthening the impact of transformation; such as:

National Investment
Strategy

National Transport and
Logistics Strategy

National Industrial
Strategy

National Gaming and
Esports Strategy

National Intellectual
Property Strategy

The National Investment Strategy (NIS) plays a pivotal role in the economic transformation plan supporting investors through four pillars

Investment Opportunities

Developing strong and diverse investment opportunities



Investors

Growing the contribution of diverse investors



Funding

Removing financial barriers to investment



Competitiveness & enablers

Creating an attractive and Competitive investment environment for global and domestic investors



Saudi's Investment Ecosystem

Supported by a resilient and robust economy



Proven Resilience

1st

Population growth rate among the G20 in 2022 (YOY)

2nd

lowest debt/GDP ratio among the G20 in 2022

1st

Fastest growing economy among G20 in 2022

2nd

Lowest inflation rate among G20 in 2022



Robust Economy

17th

Largest economy globally IN 2022

2nd

Largest GDP per capita (PPP) among The G20 in 2022

7th

Saudi Arabia ranked in the growth of FDI net inflow in 2022

7th

Largest foreign assets reserves Globally in Feb 2023

Saudi Arabia a hub at global crossroads



32.2mn Population

<60% Under the age of 35



28
Airports



4 Hours
Within more than 50 fast-growing economies



7 Hours
To over 80% of the world's population



With a clear commitment towards a more sustainable future



A long-term action plan was developed to achieve global climate targets through the Saudi Green Initiative (SGI)



Ambitious national initiative that is focused on combating climate change, improving quality of life, and protecting the environment for future generations.



Identify and support opportunities for collaboration and innovation



Grow the green economy – through 77 initiatives corresponding to the three targets have been activated, representing an investment of more than \$186bn and helping to drive sustainable growth.



Accelerate the green transition, and be a global leader in the implementation of the Circular Carbon Economy approach



Improve quality of life and protect the environment

Saudi Arabia Aims to Achieve **Net-Zero Emissions by 2060**

Saudi's Support to Investors

In alignment with the National Investment Strategy (NIS) and to accelerate economic diversification, Saudi Arabia has launched five Special Economic Zones (SEZ) supporting various sectors

KAEC

- Automobile supply chain and assembly
- ICT (Electronic light manufacturing)
- Pharmaceuticals
- MedTech
- Logistics Consumer goods



هيئة الاتصالات والفضاء والتقنية
Communications, Space & Technology Commission

Cloud Computing SEZ

- Cloud Computing Services

Ras Al-Khair (RAK)

- Rig platforms and MRO
- Shipbuilding and MRO



Special Integrated
Logistics Zone
المنطقة الخاصة اللوجستية المتكاملة

Special Integrated Logistics Zone (SILZ)

- Consumer products
- Computer parts
- Pharmaceuticals
- Nutritional and medical supplies
- Aerospace spare parts
- Luxury goods, jewelry and precious metals

Jazan Special Economic Zone

- Food Processing
- Metal conversion
- Logistics



Launched the Global Supply Chain Resilience Initiative (GSCRI) offering investors competitive advantages and strengthening their supply chains

Helping to overcome challenges in global supply chains



Enabling investors from all sectors to benefit from the Kingdom's resources and capabilities

Supporting the growth of key sectors and value chains

Attracting foreign direct investments in export-oriented products and services

Four investment themes underpin GSCRI



**Sustainability and
Climate Change**



**Global Supply
Diversification**



**Future Industry
Enablement**



**Advanced
Manufacturing**

The government supports multiple sectors driving economic diversification



**Agriculture &
Food Processing**



Energy



**Healthcare &
Life Sciences**



**Environment
Services**



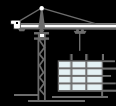
Manufacturing



Pharma & Biotech



Chemicals



Real Estate



Financial Services



**Transport &
Logistics**



Mining & Metals



**Tourism & Quality
of Life**



ICT



**Human Capital
Innovation**



**Aerospace &
Defense**

Government reforms supporting investors in doing business



Business Setup

24 hours
to issue a business visa



Ease of Regulation

100% foreign ownership
of investments allowed in most sectors

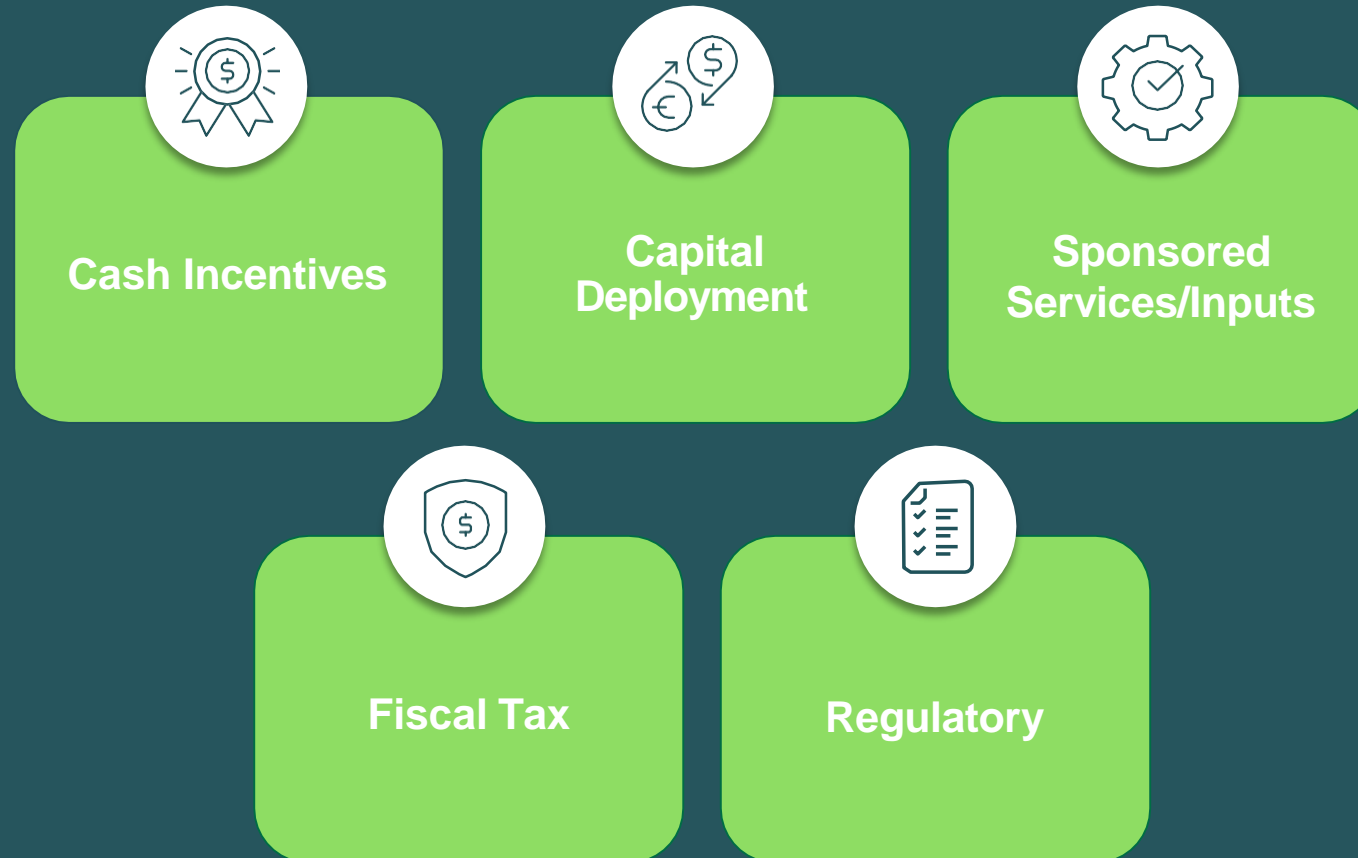
24 hours
customs clearance period



Access to Financing

Export credit financing, guarantee, and insurance, provided by Saudi Industrial Development Fund, International Islamic Trade Finance Corporation, and Saudi Export-Import Bank

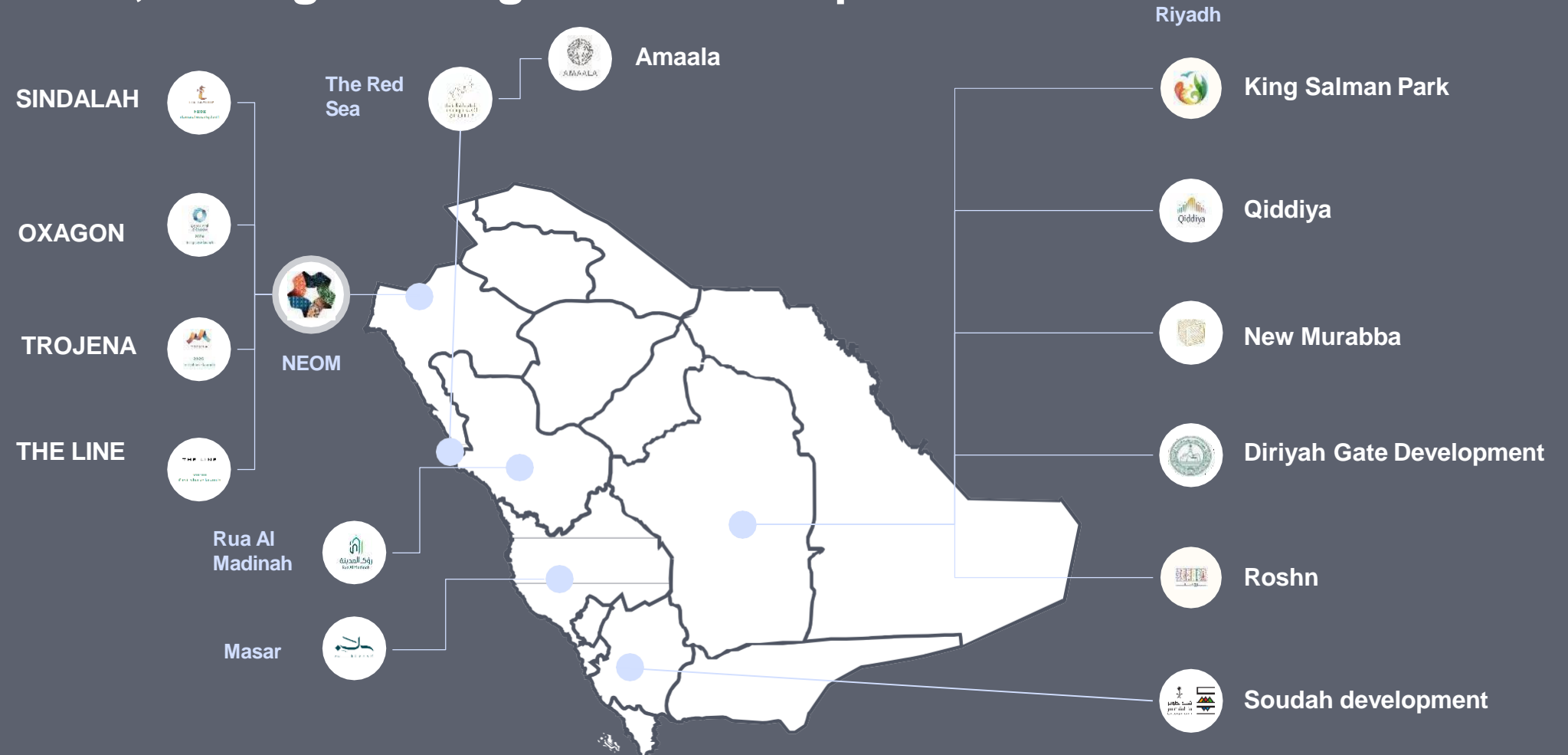
Offering different types of incentives dependent on the opportunities





Insights on Opportunities

Ongoing projects in Saudi Arabia are abundant with investment opportunities, driving the Kingdom's development



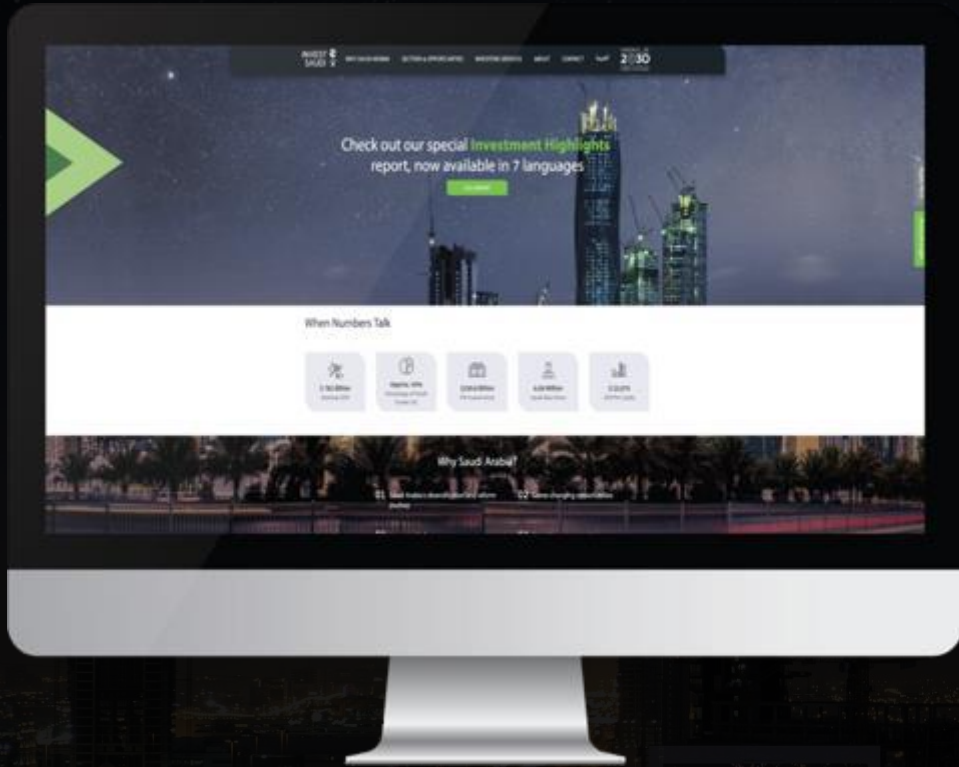
Proudly Marking Saudi Arabia's Historic Achievements hosting Expo 2030



A landmark event for global
innovation and culture

INVEST SAUDI ONLINE PORTAL

WE HAVE DEVELOPED AN ONLINE PORTAL TO ASSIST YOU ON YOUR JOURNEY



Enables investors to dive into an ocean of untapped potential



Investment opportunities



Facts & figures



Investor services



Connection with Sector Heads

VISIT INVEST SAUDI PORTAL



INVESTOR SERVICES
MANUAL



INVESTMENT LICENSE
CHECK



INVESTOR JOURNEY
GUIDELINES

MISA



INVEST SAUDI





| Thank You

Ministry of Investment

The Investor's Trusted Advisor

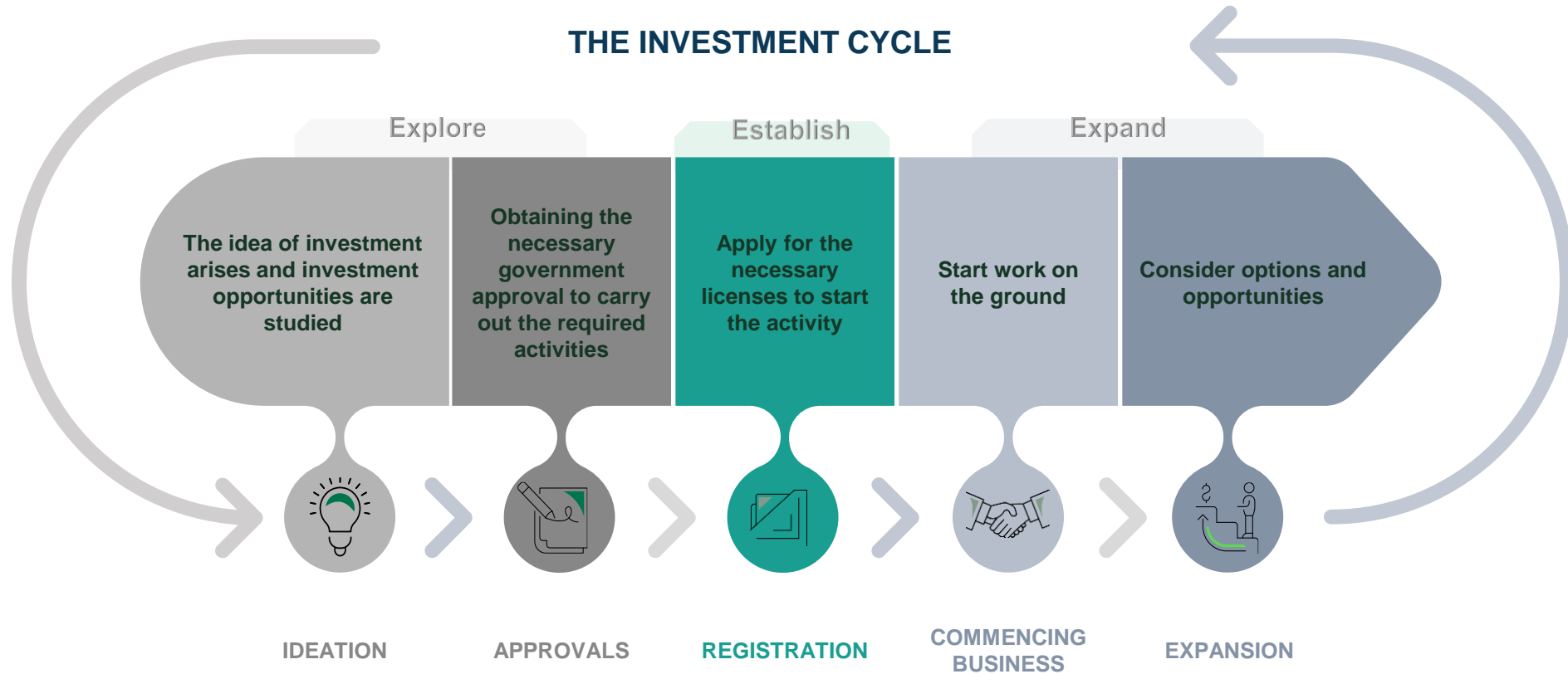
An overview of the Investment Services

THE ROLE OF MINISTRY OF INVESTMENT

The ongoing transformation of Saudi Arabia under Vision 2030 is unlocking new opportunities in the Kingdom at an unprecedented pace. The Ministry of Investment for Saudi Arabia (MISA) is facilitating access to these opportunities by **developing a reliable, robust, business-friendly ecosystem**, working across government to ensure investors and businesses are supported through their investment cycle.

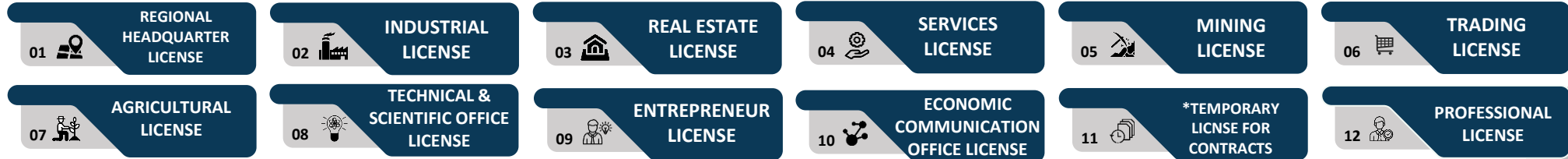


With a **Vision** to place Saudi Arabia among the top performing markets for investments and a **Mission** to promote the Kingdom as a world-class investment destination, MISA engages and support investors throughout their investment cycle in Saudi Arabia.



Effective February 7th 2025, the updated Investment law focuses on key areas to enhance the investment ecosystem

Previously, MISA offered multiple types of **Licenses** based on the nature of the activities an entity would perform



The introduction of the **Standard Investment Registration**, support and enhance the investment governance



MISA Registration

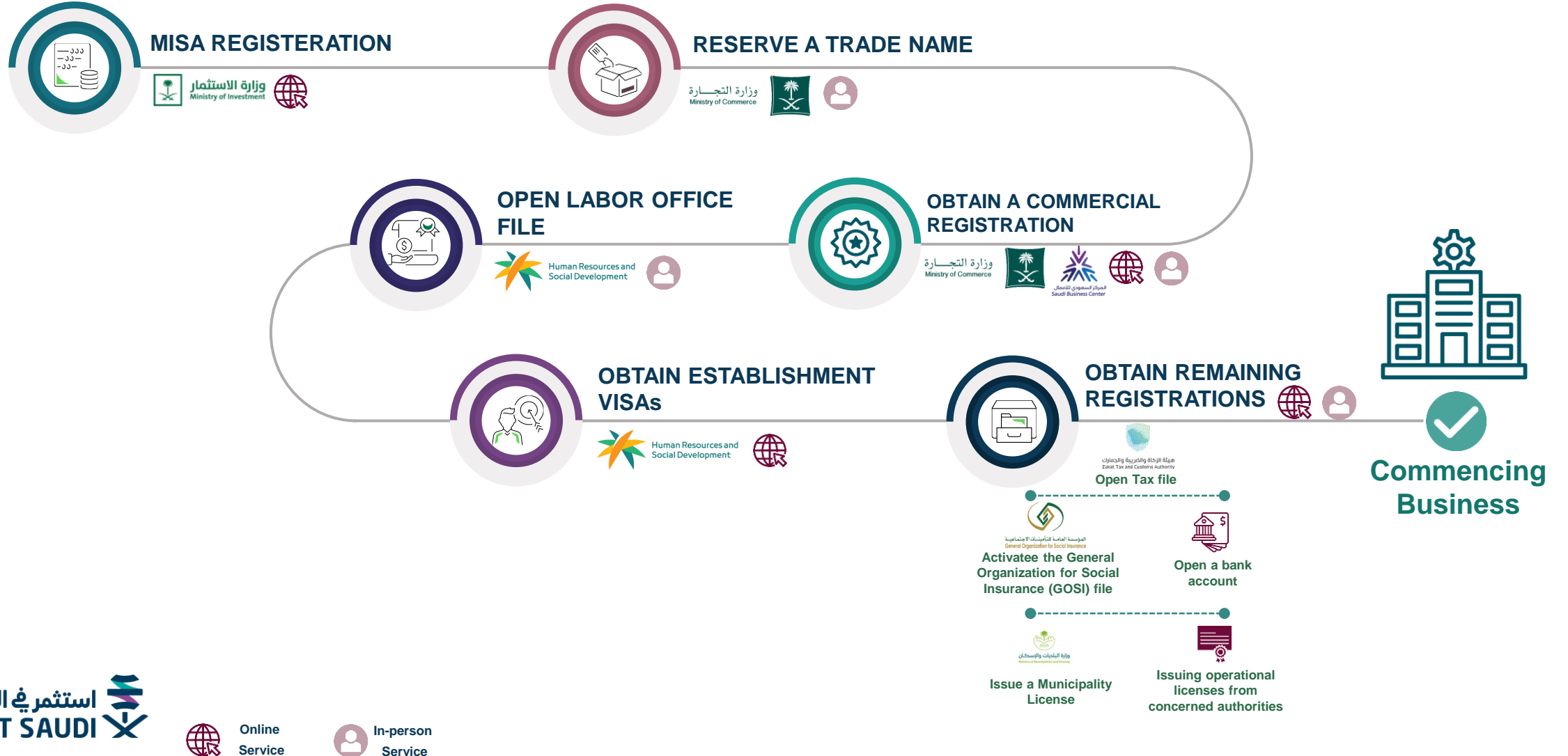
Combine multiple types of *activities* in **One** record



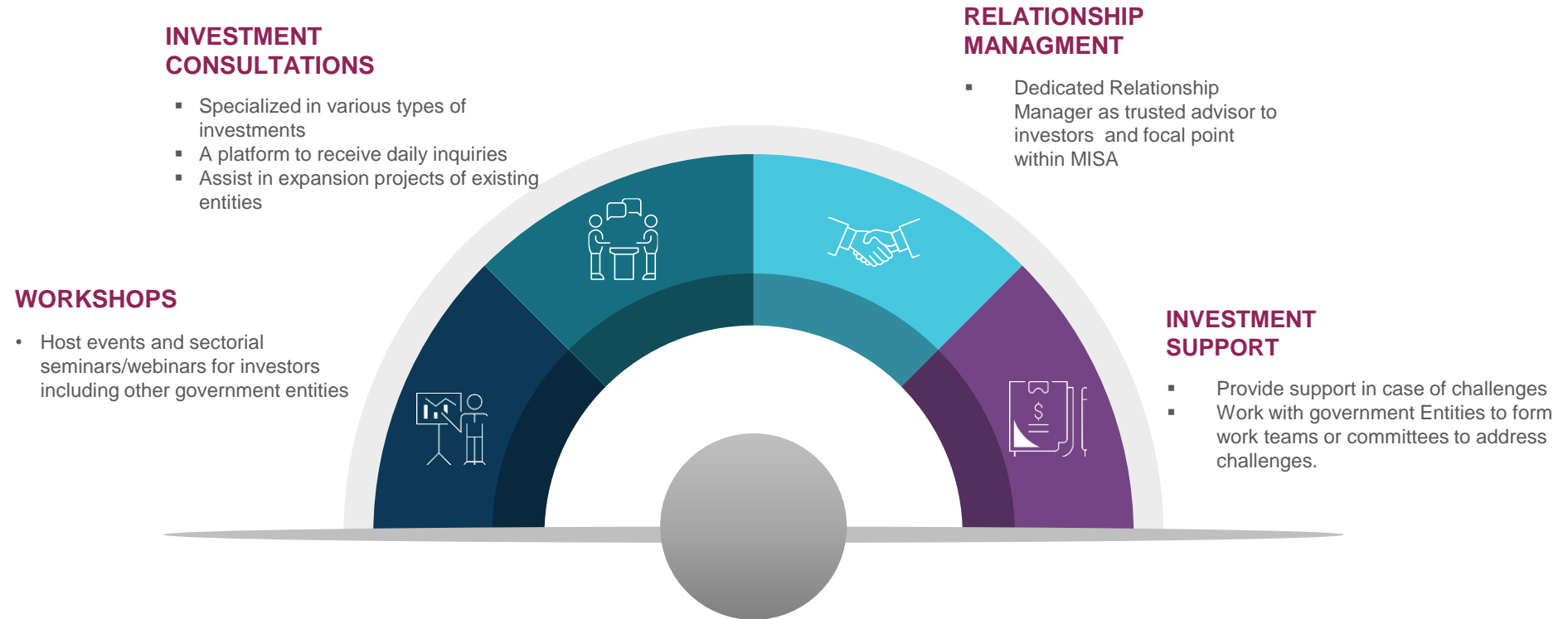
With few unique exceptions



At every step of the investment cycle, MISA provides support and unlock hurdles



Once an entity is established, it will gain access to number of services to support the investors to scale and flourish, these include:



INVESTOR COMMUNICATION CHANNELS



Investor Relations Centers

One-stop Shop centers located in Riyadh, Jeddah, and Dammam with representative from +8 government entities to provide governmental services



Investor e-Services Platform

MISA E-service is a platform for investors to apply for licenses, submit proposals, and access other services.

investsaudi.sa/en/login



Contact Center

Hotline to manage complaints and inquiries that speaks 7 languages and available 24/7

International: +96611506 5777

Local: 800 244 9900

A low-angle, upward-looking perspective of several modern skyscrapers. The buildings feature complex, geometric facades with many windows and balconies. The sky is a deep, clear blue. The overall composition is dynamic and emphasizes the height and architectural detail of the structures.

Thank You



وزارة الاستثمار
Ministry of Investment

Introduction to the Regional Headquarters (RHQ)



وزارة الاستثمار
Ministry of Investment

Regional Headquarters (RHQs) Program Mandate and Direction

- ❑ Key intuitive for the 2030 vision
- ❑ Introduced in 2021 by MISA in collaboration With RCRC

- ❑ The RHQ Program mandate:



#1 RHQ Hub in MENA

- ❑ Transform the kingdom to leading global hub for business and investment opportunities

- ❑ The direction is to regulate the contracting of government entities with Multinational Companies that have an RHQ in the Kingdom

- ❑ The RHQ entity acts as the Center of Administrative Power for MENA region

- ❑ Gateway to the vast potential of the MENA region and beyond



Center of
Administrative Power

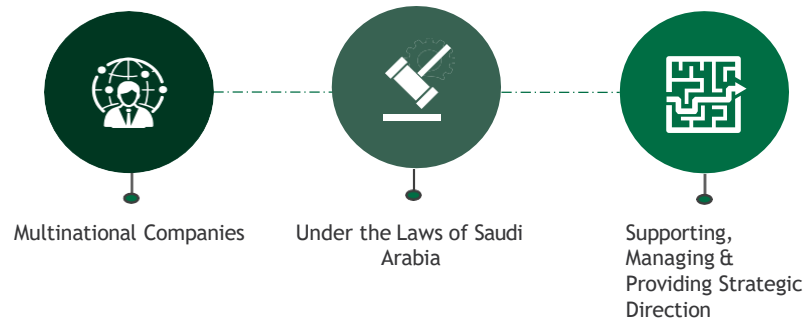


Regional Headquarters (RHQ) Program

“

Definition

RHQ in Saudi Arabia is a unit of a multinational group, duly established under the laws of the Kingdom of Saudi Arabia, for the purpose of supporting, managing, and providing strategic direction to its branches, subsidiaries and affiliates operating in the Middle East North Africa region.



RHQ Considerations

- ✓ The RHQ of the multinational group covered in this license shall operate as a **registered foreign company or branch** in Saudi Arabia
- ✓ An RHQ has a **separate legal personality** in the Kingdom of Saudi Arabia.
- ✓ An RHQ has a **presence of a physical office and acts as center of administrative power** in supporting, managing and providing strategic direction over the region
- ✓ An RHQ is not intended to conduct any **commercial operations** (activities that generate revenue). All **commercial activities** will be conducted by the company affiliates that hold a **service license, commercial license, industrial license, or any respective license** for the commercial operations from MISA.
- ✓ At least **2 subsidiaries or branches** of the multinational company located in **2 different countries other than KSA** and country of incorporation (HQ), would be eligible for a license

RHQ Activities

A RHQ must provide the mandatory RHQ License activities and at least three of the optional RHQ License activities to Branches, Subsidiaries and/or Affiliates of the Multinational Group.

Mandatory RHQ License activities*

Strategic direction includes:

- Formulate and monitor the regional strategy
- Coordinate strategic alignment
- Embed products and/or services in the region
- Support acquisitions, mergers and divestments
- Review financial performance

Management functions include:

- Business planning
- Budgeting
- Business coordination
- Identification of new market opportunities
- Monitoring of the regional market, competitors, and operations
- Marketing plan for the region
- Operational and financial reporting

Optional RHQ License activities*

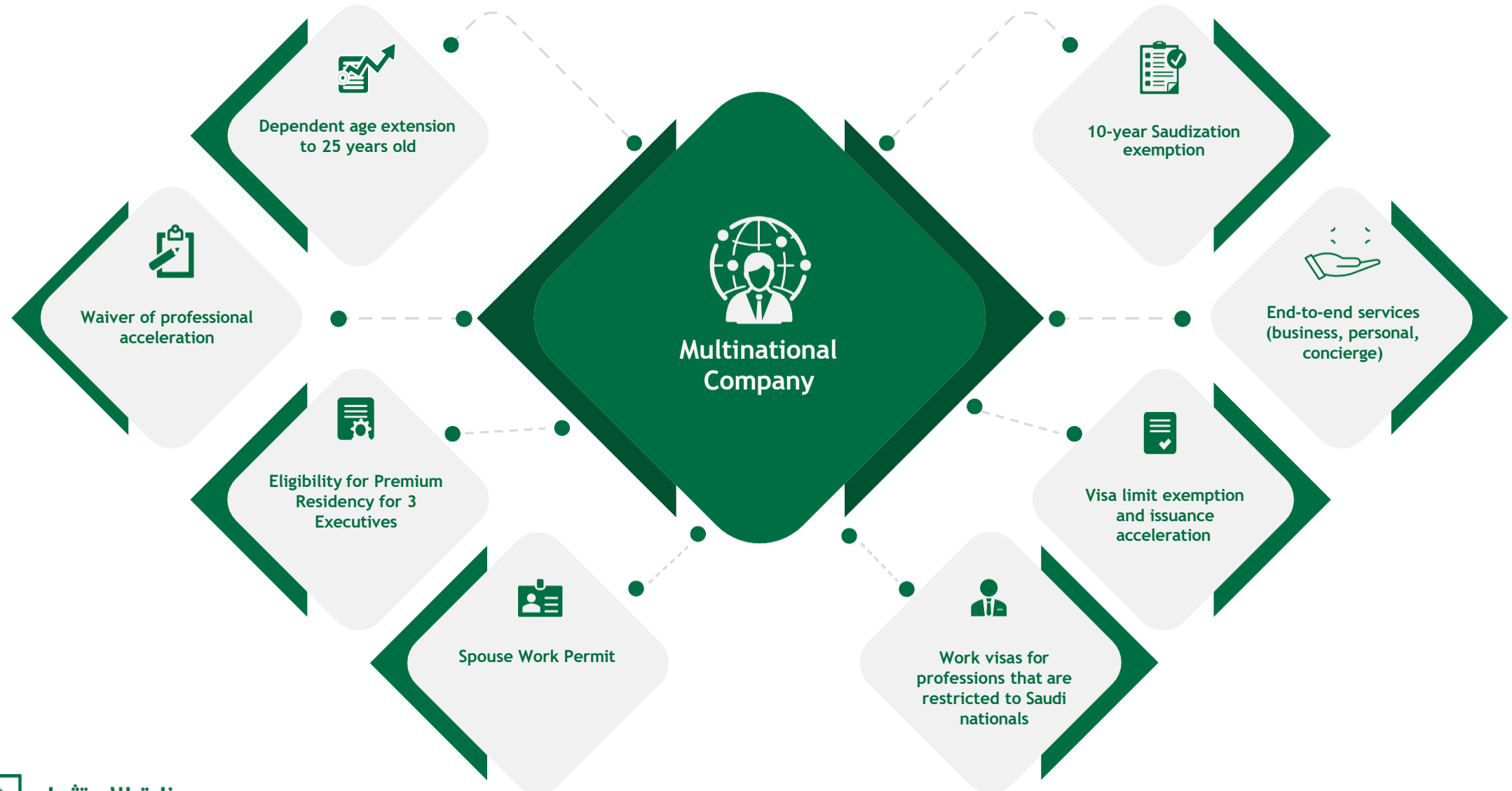
- Sales and Marketing Support
- Human Resources, and Personnel Management
- Training Services
- Financial Management, Foreign Exchange, and Treasury Centre Services
- Compliance and Internal Control
- Accounting
- Legal
- Auditing
- Research and Analysis
- Advisory Services
- Operations Control
- Logistics and Supply Chain Management
- International Trading
- Technical Support or Engineering Assistance
- Network Operations for IT System
- Research and Development
- Intellectual Property Rights Management
- Production Management
- Sourcing of Raw Materials and Parts

RHQ License Requirement

- The Multinational Group must start RHQ operations within six months after the license is granted, and it should establish three optional activities chosen in the first year of the license operation.
- The RHQ must have 15 full-time employees within the first year.
- At least 3 mandatory RHQ activities employees must be of a Corporate Executives level (such as Regional MD, Executive VP, Vice-President, etc.)

*Activities are provided to the entities managed in the Region

Regional Headquarters Benefits



Regional Headquarters Tax Relief Incentives

Regional Headquarters benefit from a 30-year tax relief incentive from the day of obtaining the RHQ MISA License.

The RHQ 30-year tax relief incentive includes a zero percent (0%) rate for:

- ❑ Corporate Income Tax related to approved RHQ activities; and
- ❑ Withholding Tax (WHT) related to approved RHQ activities.



Link to RHQ Tax Relief Incentives

[30-Year Tax Relief Added to Incentives for the Saudi Program for Attracting Regional Headquarters of Multinational Companies \(spa.gov.sa\)](#)

RHQ Program

The Kingdom's Ministry of Investment (MISA) is your gateway to tapping into unique and fruitful investment opportunities in Saudi Arabia.

Reach out to the Ministry of Investment to learn more and begin your investment journey in Saudi Arabia today

For questions and to learn more about the Kingdom's RHQ Program, please contact: aaalshamrani@misa.gov.sa

For more information on RHQ, Please visit Invest Saudi RHQ Website on [Regional Head Quarters \(investsaudi.sa\)](https://investsaudi.sa)

RHQ FAQs are located at the bottom of the web page.

Thank You

misa.gov.sa

@MISA  

Q&A

We make a complex world simple

TMF Group is a leading provider of administrative services, helping clients invest and operate safely around the world

[Make an enquiry →](#)

10,000 experts

125 offices worldwide

86 jurisdictions



Global reach
Local knowledge

About TMF Group

TMF Group is a leading provider of critical administrative services, helping clients invest and operate safely around the world.

Our 9,100 experts and 120 offices in 85 jurisdictions worldwide serve corporates, financial institutions, asset managers, private clients and family offices, providing the combination of accounting, tax, payroll, fund administration, compliance and entity management services essential to global business success.

We help businesses achieve global compliance, transparency and consistency.

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