



Investor Guide

Executive Summary

Agency for Economic Affairs and
Privatization

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1) Introduction



Purpose of the Guide

A reference guide outlining the investor journey for investment opportunities with the Ministry of Environment, Water & Agriculture



Target Audience

Any investor seeking to invest in lands or assets of the Ministry of Environment, Water & Agriculture



Guide Content

Overview of the investor journey steps, required documents, and communication channels



2) Investment Pathways



Investment can be pursued through one of the following pathways:



Pathway 1

Ministry-Offered Opportunities

- Opportunities are publicly announced and open to all investors
- Applications submitted electronically via the Fursa platform



Pathway 2

Investor-Proposed Opportunities

- The investment idea originates from the investor, based on a feasibility study
- Applications submitted via email or the Ministry's website



3) Pathway 1: Ministry-Offered Opportunities



Below are the stages that investor goes through, starting from identifying the available investment opportunities to contracting, and up to the implementation phase.



3.1) Opportunity Discovery

- i** The investor creates an account on the Fursa platform, browses available investment opportunities, and selects what suits their business activity.

1.1

Registration on the Furas Platform

- Sign in via the National Single Sign-On or create a new account
- Complete entity data: Commercial Register, ID, and National Address
- Activate the account and verify data

1.2

Search for an Opportunity

- Browse the Investment Opportunities section on the platform
- Select the Ministry of Environment, Water & Agriculture as the issuing entity
- Open the opportunity details page and review its terms and conditions.



Available for registered companies and establishments only.

3.2) Application

i After selecting the opportunity, the investor reviews the tender booklet and prepares financial and technical offers before the submission deadline.

2.1

Prepare the Technical Proposal

Click 'Purchase Booklet' on the opportunity page, complete the electronic payment, and download the file immediately after payment.

2.2

Prepare the Financial Proposal

Includes the bid value, required financial guarantee, and financial documents.

2.3

Purchase the Tender Documents

Click "Purchase Tender Documents" on the opportunity page and complete the electronic payment.



The investor wishing to participate in the competition shall bear all costs associated with preparing studies and technical and financial proposals in accordance with the tender document requirements, with no financial obligation or liability on the Ministry for such costs.



3.2) Application – Required Documents

Discovery

Application

Notification

Contracting

Implementation



The investor must ensure all documents are complete before submission. Any missing documents may lead to disqualification.



Additional Documents, if Required

- Classification certificate for projects requiring contractor classification.
- Partnership or joint-liability agreement when applying as a consortium.
- Foreign investment license for foreign investors.



Basic Documents

- Valid Commercial Registration (aligned with the opportunity activity).
- Valid Chamber of Commerce certificate.
- Zakat or tax certificate from the Zakat, Tax and Customs Authority.
- Valid Social Insurance certificate.
- Saudization certificate from the Ministry of Human Resources.



The financial guarantee must be delivered by hand to the Ministry headquarters before the bid-opening date.



3.3) Receiving the Notification

Discovery

Application

Notification

Contracting

Implementation



The investor receives an official notification with the result of their application.



If a Cancellation or Non-Award Notification Is Received

- Receive a non-award notification.
- Release the initial financial guarantee.
- The investor may apply for other opportunities.



If an Award Notification Is Received

- Receive an official award notification.
- Release the guarantees of unsuccessful bidders.
- Begin preparing the final designs.



3.4) Contracting

Discovery

Application

Notification

Contracting

Implementation



After fulfilling the final design requirements, the investor completes the contract-signing procedures.

4.1

Pay the First Installment

The investor pays the first installment at the approved bank.

4.2

Post-Payment Procedures

Release the initial guarantee (under the Municipal Real Estate Disposal Regulations). Submit a final financial guarantee before signing the contract (under the Government Tenders and Procurement Law).

4.3

Sign the Contract

Visit the Ministry to sign the contract.



3.5) Implementation and Compliance

Discovery

Application

Notification

Contracting

Implementation

i

The investor takes possession of the site and begins project implementation.

5.1

Site Handover

Take possession of the site from the Ministry under an official handover record and begin implementation according to the agreed schedule.

5.2

Obtain Licenses

Obtain all licenses required to conduct the activity through the Nama platform.

5.3

Compliance with Requirements

Comply with quality and performance standards, recurring financial obligations, and sustainability requirements throughout the contract term.

5.4

Periodic Reports

Submit periodic reports, including financial reports, implementation reports, and performance reports.



4) Pathway 2: Investor-Proposed Opportunities



Below are the stages the investor goes through, from preparing the study to contracting and project implementation.



4.1) Planning

Planning

Submit
Request

Notification

Contracting

Implementation

i Pathway 2 allows the investor to propose an investment idea for direct contracting with the Ministry if the project meets one of the following criteria:



Projects with Innovative Ideas

An idea registered under intellectual property that contributes to food security or development.



Pioneering Projects

Achieves an investment, developmental, or social purpose in accordance with Ministry criteria.



Distinctive Projects

Utilizes treated water, creates a comparative advantage for the region, or provides employment opportunities for a specific group of citizens.



If the criteria are not met, the site may be requested for public offering on the Furas platform, after which the investor may apply.



4.1) Planning – Continued

Planning

Submit
Request

Notification

Contracting

Implementation

i During the planning stage, the investor must identify the target site and assess the project's feasibility.

1.1

Identify the Target Site and Activity

Specify the region, governorate, site type (agricultural land, dams, or facilities), and approximate area.

1.2

Prepare a Feasibility Study

Prepare a detailed feasibility study covering the implementation mechanism, human resources, proposed contract term, estimated investment size, funding sources, expected return, and payback period.



The investor proposing an investment idea shall bear all costs associated with preparing the studies, with no financial obligation or liability on the Ministry for such costs.



4.2) Submit Request

Planning

**Submit
Request**

Notification

Contracting

Implementation



The investor submits the request through the appropriate channel; submission does not constitute prior approval.

2.1

Complete the Investment Request Form

Completing the form initiates the processing of the request at the Ministry.

2.2

Submit the Request through Official Channels or by Hand

Send the request form and required documents through the approved submission channels, or deliver them by hand to a Ministry branch.



Note: Submission does not constitute prior approval by the Ministry, and additional information may be requested from the investor.



4.2) Submit Request – Required Documents



The investor must provide all required documents.



Required Documents

- Completed investment opportunity request form.
- Valid Commercial Registration.
- Preliminary project feasibility study.
- Proof of financial solvency, such as a bank statement or bank letter.



4.3) Receiving a Notification

Planning

Submit
Request

Notification

Contracting

Implementation



The investor receives an official notification from the Ministry regarding the outcome of the request review.



If the Request Is Not Approved

- Receive a non-approval notification.
- The investor may revise the idea and reapply in the future.



If the Request Is Approved

- Receive an official approval notification.
- Proceed to the contracting stage.



4.4) Contracting

Planning

Submit
Request

Notification

Contracting

Implementation

i After fulfilling the final design requirements, the investor completes the contract-signing procedures.

4.1

Prepare the Financial and Technical Proposals

Prepare the financial and technical proposals in accordance with Ministry requirements, including final designs and the implementation plan.

4.2

Pay the First Installment

Pay the first installment at the approved bank.

4.2

Sign the Contract

Visit the Ministry to sign the contract. This document defines the rights and obligations of both parties throughout the investment term.



The investor shall bear all costs associated with preparing technical and financial proposals, final designs, and implementation plans, with no financial obligation or liability on the Ministry for such costs.



4.5) Implementation and Compliance

Planning

Submit
Request

Notification

Contracting

Implementation

i The investor formally takes possession of the site, begins operating the project, and complies with contract terms and periodic reporting requirements to support continuity of the partnership.

5.1 Site Handover

Take possession of the site from the Ministry under an official handover record and begin implementation according to the agreed schedule.

5.2 Obtain Licenses

Obtain all licenses required to conduct the activity through the Nama platform.

5.3 Compliance with Requirements

Comply with quality and performance standards, recurring financial obligations, and sustainability requirements throughout the contract term.

5.4 Periodic Reports

Submit periodic reports, including financial reports, implementation reports, and performance reports.



5) General Information



The applicable regulatory framework varies depending on the type of opportunity and the land location.



Government Tenders and Procurement Law

— Financial guarantee: 5% of total investment costs.



Municipal Real Estate Disposal Regulations

— Financial guarantee: 25% of the first-year bid value.



The applicable framework for each opportunity is specified in the tender documents and specifications.



5) General Information – Continued



Contract terms vary according to the project type and applicable framework. Investors are advised to identify the appropriate term range for their opportunity before submitting a proposal.

Project Type	Under the Real Estate Disposal Regulations	Under the Government Tenders and Procurement Law
Without Permanent Structures	Up to 10 years	Up to 5 years
With Permanent Structures or Buildings	10–25 years	5–15 years
Major Investment Projects	25–50 years	15–20 years (with Ministry of Finance approval)



Grace period: An unpaid preparation period not exceeding 10% of the contract term may be granted under the Real Estate Disposal Regulations; details are specified in the tender documents.



5) General Information – Continued

i The Ministry of Environment, Water and Agriculture offers opportunities across a range of sectors.



Agricultural Activities

Crop production, nurseries, coffee cultivation, and organic products.



Livestock

Development and operation of livestock, dairy, and egg production projects.



Fisheries and Harbors

Operation of fishing harbors and related logistics services.



National Parks

Development and operation of national parks and nature reserves.



Dams

Construction and operation of dams and rainwater harvesting for water security.



Water Towers

Water tower, drainage network, and water infrastructure projects.



6) Contact Us



The specialized team is available to answer inquiries. Please use the available communication channels to obtain the required support.



Email

Contact the investment team to submit and follow up on requests for proposed investment opportunities and to raise inquiries.



Website

Access e-services, guidance manuals, regulations, and updates related to the environment, water, and agriculture sectors.



Furas Platform

View offered investment opportunities, review their details, obtain tender documents, and complete application procedures electronically.



Thank You

