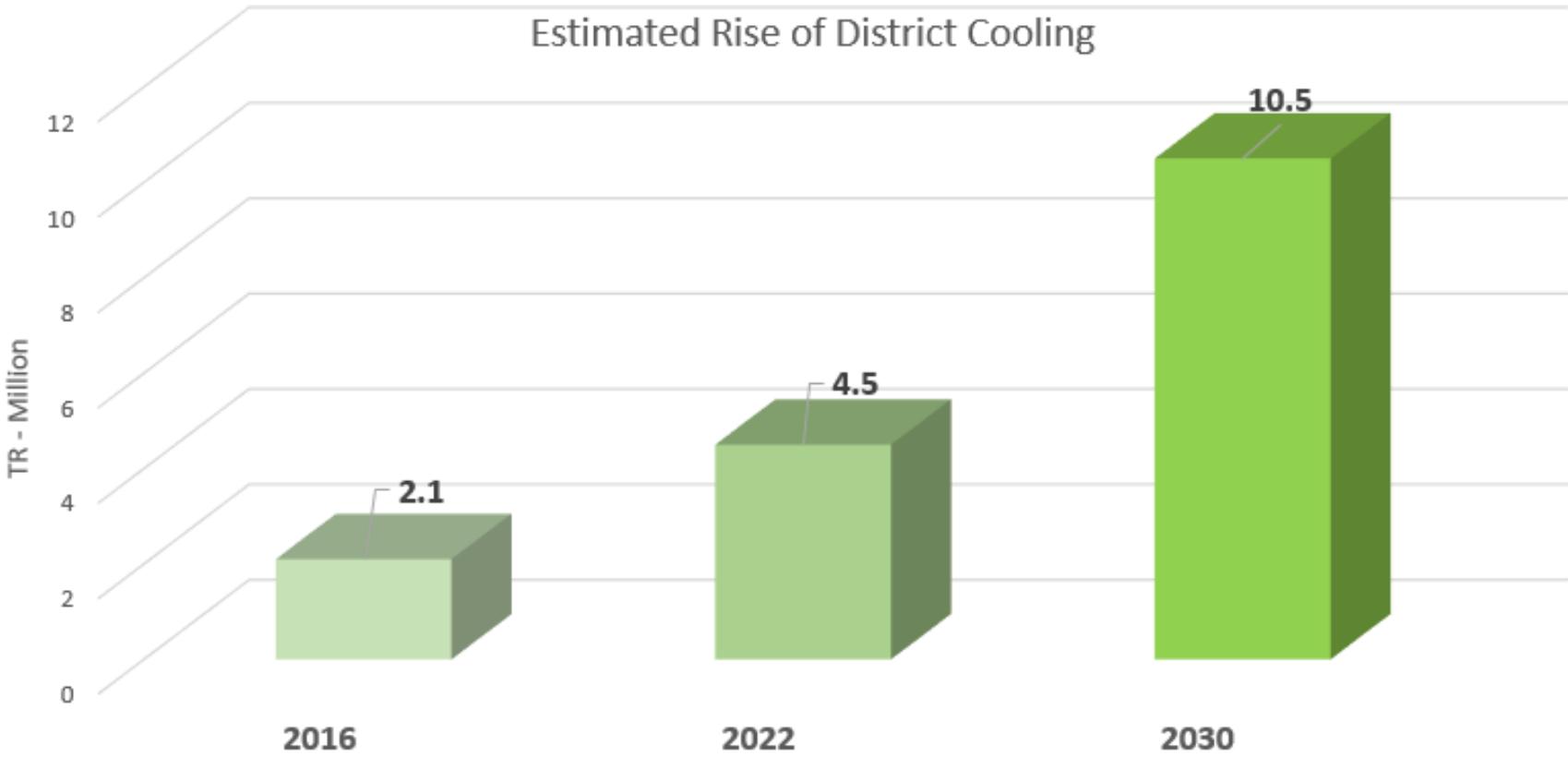


Empowering locals in District Cooling Industry, Advantages vs Challenges.

Presented by:
Abdulsalam Al Mobayed
CEO

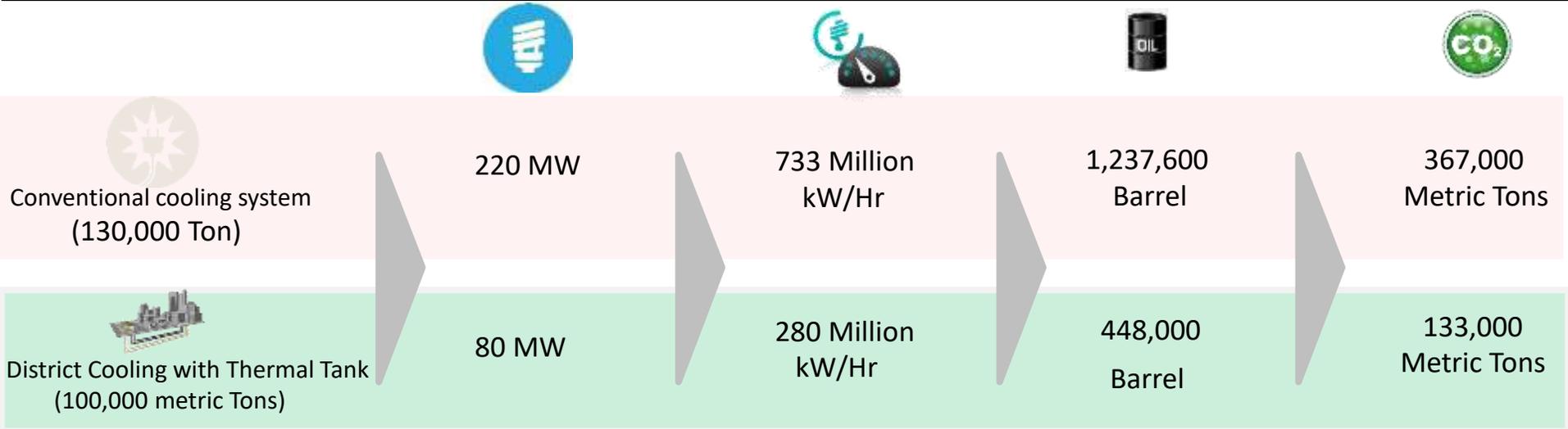
Highlight the strategic importance of developing local expertise and value addition we experienced by involving young talents in the District Cooling Industry.

Forecast of Energy Efficient Cooling in the Kingdom - 2030



A typical example of sustainable and energy efficient cooling

Energy cost saved at District Cooling Plant (100,000 Tons) operated by STOM



All **100,000Ton refrigeration** By District Cooling System (Thermal Tank)

Saving **140 MW** Of the Infrastructure of power plants, and

Reduce **453 Million KW/HR** In electricity consumption

Saving **789,600 Barrel** Of oil, which means

Removal **234,000 Ton** From CO2

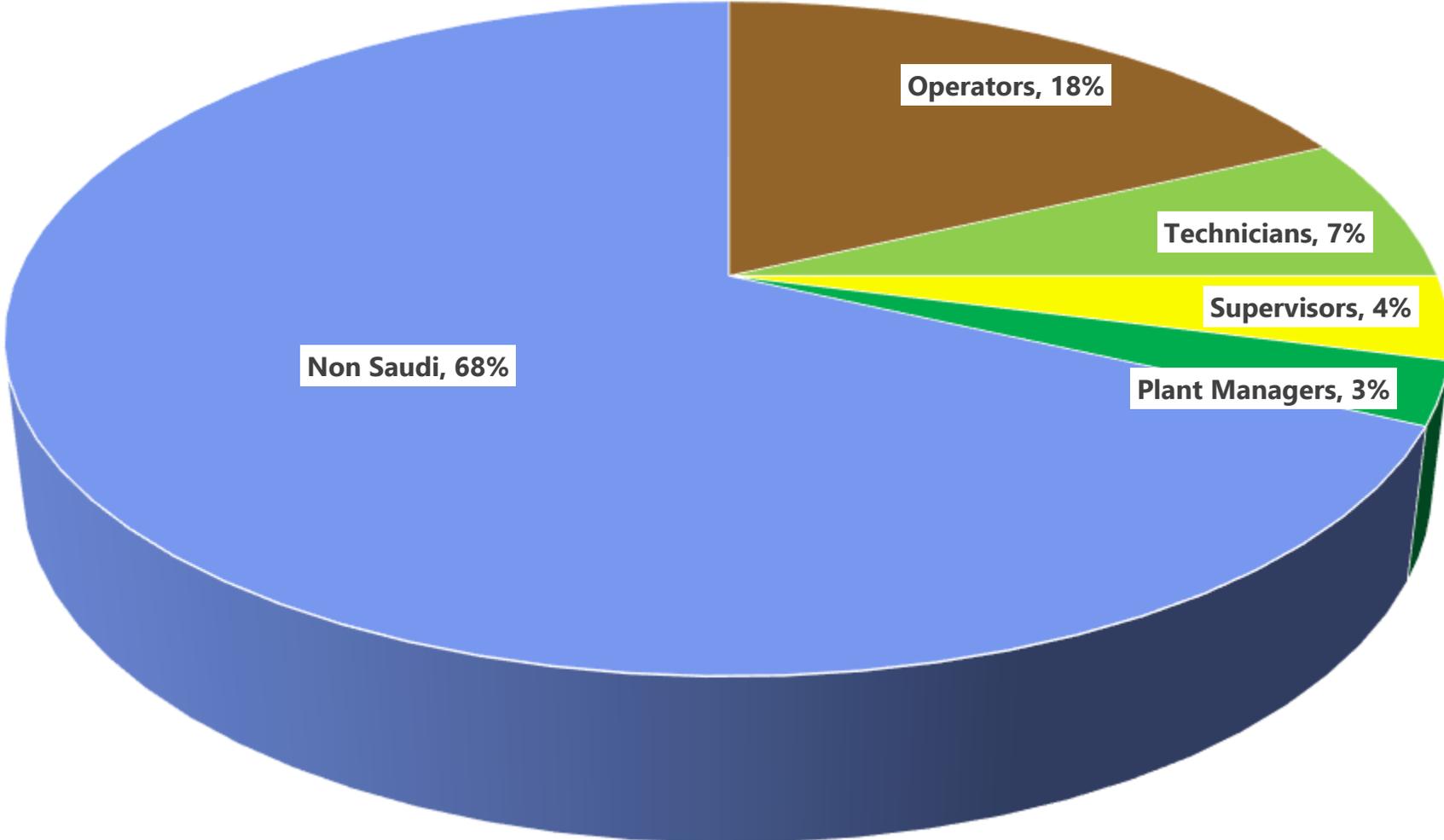
Save **6,000,000 M3** Of treated water each year

Reduces **792 Million SR** Of capital investments in the energy sector

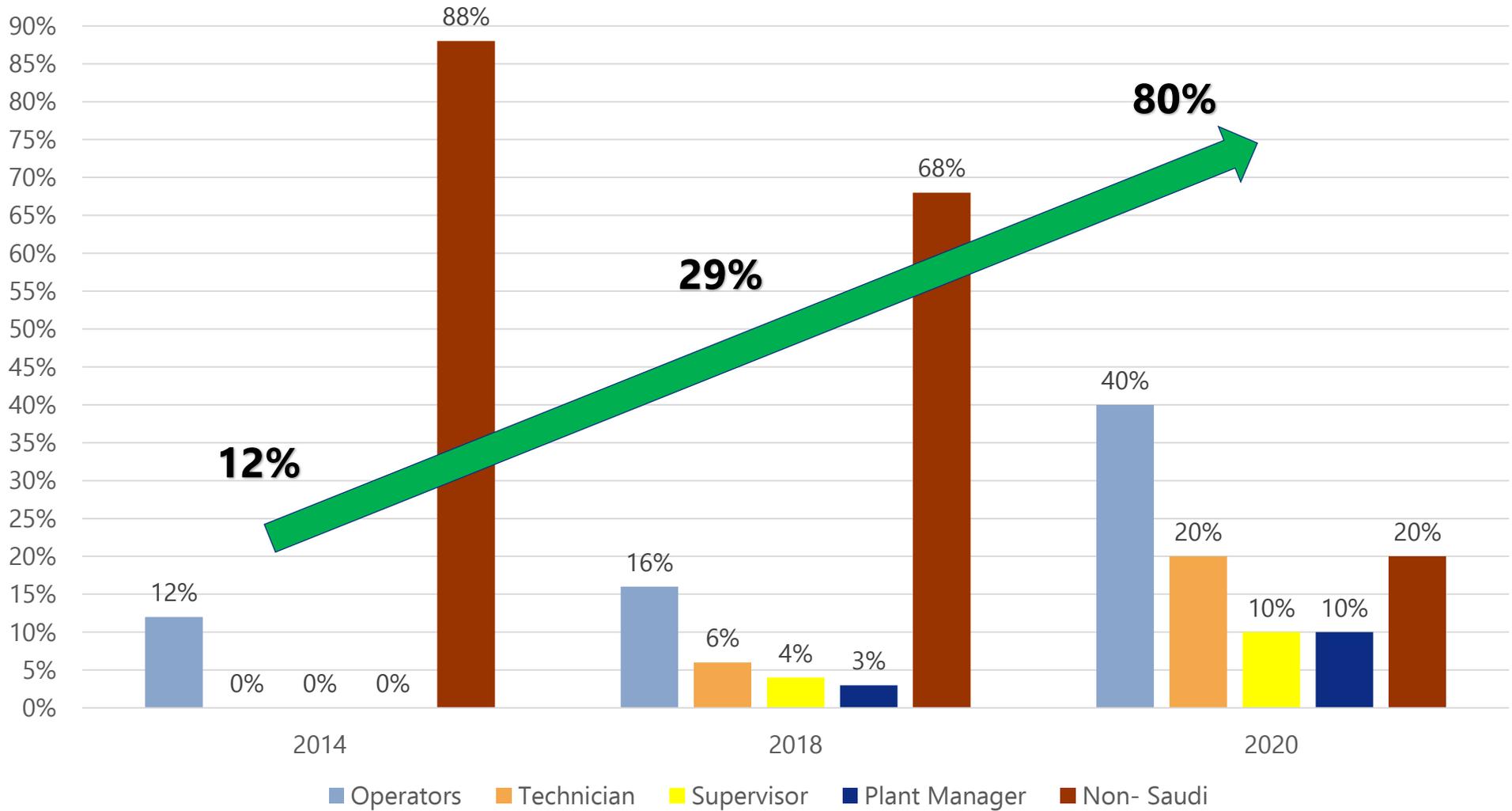
Enough to supply power to In Saudi Arabia Every year

Enough to fill fuel **51,500 Cars** Every year

Which is equal **46,800 Tree** Planted every year



5 Year Milestone



- **Corporate Social Responsibility**
- **Enhancing the technical capability of locals, thereby making strong DC know-how bank.**
- **Long term returns**
- **Growth of Local Industry**
- **Boosting Saudi economy**
- **Reduced unemployed locals**



What has STOM done to develop the Local Talents

1. Individual Development Plan (IDP).

- Enhancing English language
- Safety Training
- 1 to 1 Training.
- Detailed category training.
- Overseas Training
- OEM Training



2. Scholarship Programs.

- HIWPT
- Others



- 3. Empowering higher performing employees to take on bigger challenging roles.**
- 4. Organizing University/College events aimed to attract the new graduates to District Cooling industry.**
- 5. Well compensated.**
- 6. Recognizing young talent through creating a competitive environment.**

- **Lack of District Cooling industry awareness.**
- **Retention**
- **Low motivational drive.**
- **Salary Scales.**
- **Working in remote areas**

Nurturing local talents in the District Cooling industry is a strategy for the development of more young professionals. As Saudi Tabreed we have adopted as part of our mission and vision to continuously use all the resources at our hand to empower Saudis in District Cooling Industry and make it more attractive for young generation.



Thank you.