

ALUMINUM COMPOSITE PANELS (ACP)

INVESTMENT OPPORTUNITY SCORECARD

MINING & METALS

ALUMINUM COMPOSITE PANELS (ACP)

Opportunity Description: Opportunity to develop a 25 ktpa Aluminum Composite Panel plant to supply the regional and global market

INVESTMENT OVERVIEW

INVESTMENT HIGHLIGHTS

- Expected investment size of USD 25 Mn
- Plant capacity: 25 ktpa
- ACP is derived from flat rolled color coated sheets as a primary feedstock, applications majorly in Building & construction..

FUTURE OPPORTUNITIES

- Opportunity to add continuous lamination process of coated sheets for value added products to substitute import dependencies.

VALUE PROPOSITION

- Construction and infrastructure development are a crucial pillar of the Saudi Vision 2030, with ~USD 64 Bn expected to be invested in leisure, entertainment, and culture
- ACPs are a primary material of choice in high-rise building structures and provide aesthetic enhancements to buildings. The KSA construction sector contributes around 6-8 % of the total GDP
- Presence of locally available raw material, smelter with own captive bauxite mines and refinery facility ensuring supply quality & assurance
- Cheaper imports are likely to reduce driven by increased government controls to ensure fair price for domestic manufacturers.

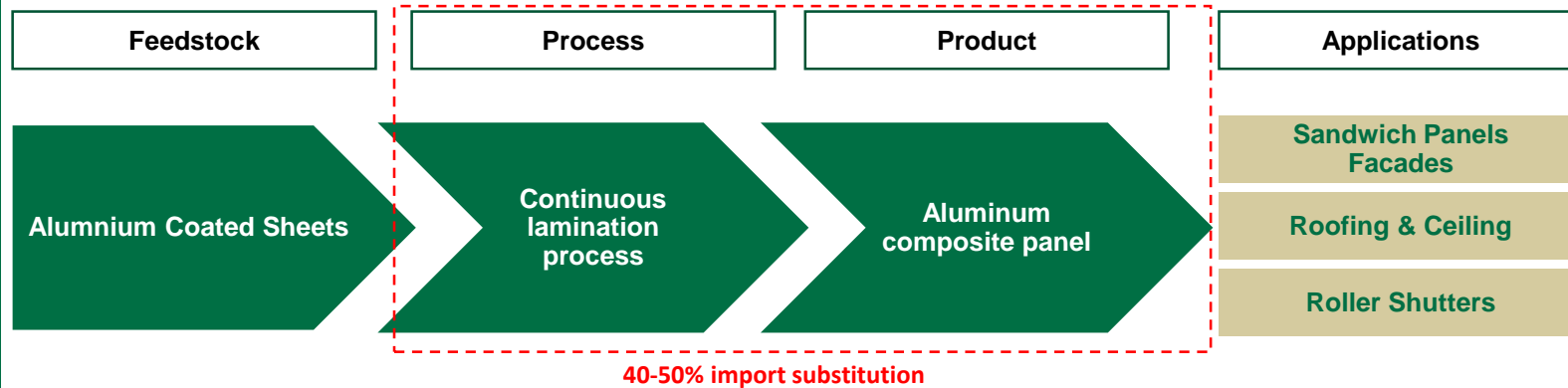
MARKET OVERVIEW

GLOBAL TREND

- The global Aluminium Composite Panel market is expected to reach 6 mmpa by 2027 registering a CAGR of 6-7%, demand would be mainly driven by recovery in the construction industry.
- ACPs provide superior technical properties such as rigid panel stiffness, light weight and resistance to fire and corrosion.

VALUE CHAIN ANALYSIS

Opportunity Focus



KEY DEMAND DRIVERS

- ACP demand in the MENA region is estimated at 300-400 ktpa
- The KSA is well positioned to localise ACP manufacturing based on the growing Building & Construction demand.
- Mega projects to the tune of USD 1.6 trillion are planned in the KSA, will drive demand for ACPs as primary material of choice in facades & panels for buildings.

DEFINITIONS

#	SCORECARD SECTION	DEFINITIONS
1	Market size	Size of market in value/volume in KSA and/or Region (MENA/GCC) covering future projections based on available estimates from published /government sources
2	Business drivers	A select number of factors that will influence future demand for the related product/service
3	Investment highlights	An overview of key financial metrics summarizing the investment opportunity along with the expected return based on the suggested investment size
4	Value proposition	Summary of key differentiators that position KSA as a strategic choice over other regional/global peers
5	Market readiness	An overview of KSA market structure, market maturity and level of participation by local and global players
6	Competitor analysis	List of the local & international players manufacturing the underlying product in Saudi Arabia and their market share
7	Global trends	Latest business developments within the sector/product category
8	Scalability and localization	Ease of scaling the business across the value chain or into new adjacent products or geographies that would maximize the opportunity's investment returns and the ability and potential to locally manufacture the product and its components
9	Import dependency	An overview of the countries from which Saudi Arabia is importing the product and their value/volume and share in total imports
10	Value chain analysis	The process or activities that would potentially need to be carried out to deliver the underlying product or service
11	Key stakeholders	Government institutions, organizations, and/or authorities that participate or influence the market for the underlying product/service
12	Enablers	Factors that enable investment in the underlying opportunity
13	Cost of doing business in KSA	Key factors that position KSA as a competitive destination for investment in the region. Productivity adjusted wages do not include cost of \$1.23/hour towards annual recurring charges including work permit, resident identity (iqama) and health insurance

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