

Acrolein

INVESTMENT OPPORTUNITY SCORECARD

CHEMICALS

AUGUST 2021



CHEMICALS Acrolein

Public / متاح

High Potential

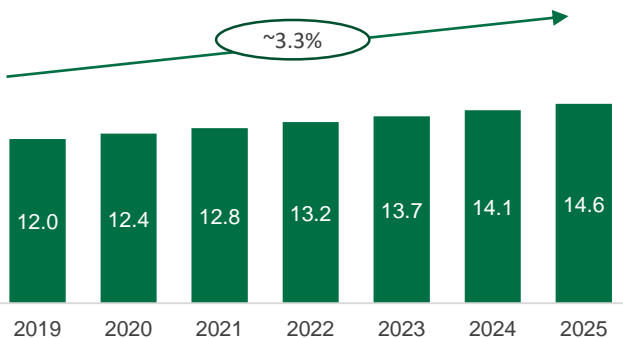
Moderate Potential

Low Potential

OPPORTUNITY DESCRIPTION: Opportunity to setup Acrolein manufacturing plant in KSA to cater regional and global demand

DEMAND

Regional Demand, KMT



INVESTMENT OVERVIEW

VALUE PROPOSITION

- KSA is one of the largest chemical producers in the world and contributes ~10% to the global output
- KSA is strategically located at the crossroads of several markets that have high demand for chemical products
- KSA benefits from having an abundant access to raw materials and a high standard of infrastructure that is continuously being improved upon
- Opportunity for first mover advantage due to non-existent local production of Propionic Acid and lack of competition from major global manufacturers
- This opportunity has a strategic alignment with vision 2030 and National Industrial Strategy by supporting many sectors such as automotive and food and beverage

KEY DEMAND DRIVERS

- Companies such as FEEDCO and Arasco (4 million MT) are active in KSA. Arasco has a joint venture with Cargill - MEFSCO for corn products. Arasco feed plant is based in Al Khair and FEEDCO plant is in Dammam. Locations are suitable for the downstream synergy with Al Jubail production.

MARKET OVERVIEW

GLOBAL TRENDS

- Methionine production is an important end-use for Acrolein. It is used in feed-additives market which is expected to grow at CAGR of 8.37% in Saudi Arabia (2019-2024). Currently, Methionine is being imported in the region. The demand of methionine in Middle East is around 28,000 metric tons. It is majorly used as a biocide.
- KSA has total feed capacity is over 7 million MT
- Acrolein is mainly used as a contact herbicide to control submersed and floating weeds and different industries such as:
 - Feed industry
 - Food industry
 - Agrichemicals

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	Demand 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

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