

# FIUROSILICIC ACID (FSA)

## INVESTMENT OPPORTUNITY SCORECARD

### CHEMICALS

Aug 2021

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# FIUROSILICIC ACID (FSA)

Public / متاح

High Potential

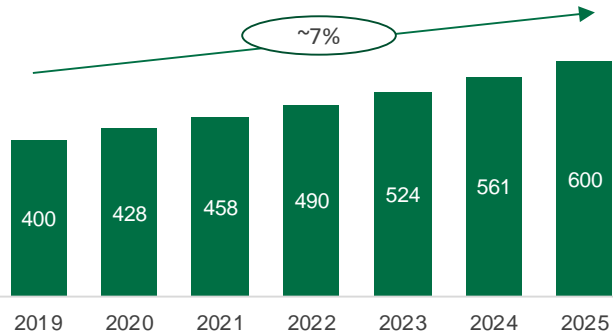
Moderate Potential

Low Potential

**OPPORTUNITY DESCRIPTION:** Opportunity to setup FIUROSILICIC ACID (FSA) manufacturing plant in KSA to cater regional and global demand

## DEMAND

### Global Demand, KMT



## INVESTMENT HIGHLIGHTS

- the project is purely private sector investment with land lease from MODON
- The capital investment size is to be determined based on the plant capacity and available feedstock materials

## 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

- Demand of FIUROSILICIC ACID is driven by the increase in the textile industry as it is used in removing rust and stains from the fabric, fluoridation of drinking water, and laundry industry
- There is no demand in the Middle East. Potentially HF, AlF<sub>3</sub> and downstream fluorochemicals can be made from the fluorine contained in apitite mineral.

## MARKET OVERVIEW

### GLOBAL TRENDS

- FIUROSILICIC ACID (FSA) is a by-product of phosphoric acid and hydrogen fluoride that is used in different applications such as electroplating, oil well acidizing, sterilization, commercial laundry, stain and rust removing and used in and also for the fluoridation of water for maintaining fluoride levels in water.
- Leading market players includes: Solvay, the Mosaic Company, VWR International, Inc., Honeywell International, Inc, Ixom, Hydrite Chemical Company Gelest, Inc.

# CHEMICALS

# FIUROSILICIC ACID (FSA)

## SUPPLY

### SCALABILITY AND LOCALIZATION

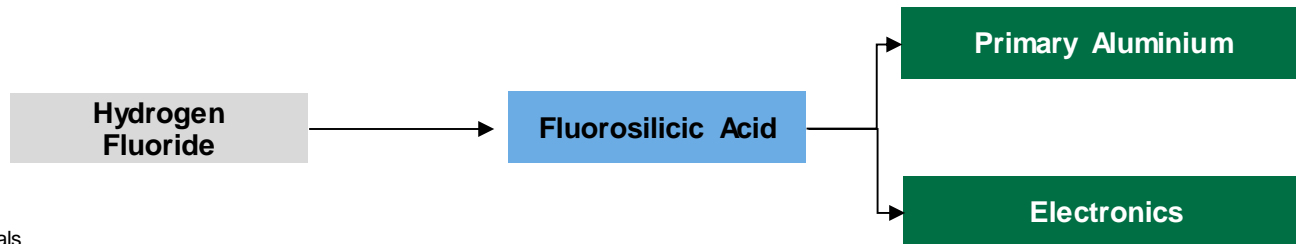
Grade: Low Medium High

- Easy access to cost competitive supply of feedstock – Apatite (Phosphate salt) and Apatite (Phosphate salt)
- The fluorine is part of the Apatite mineral, available from Ma'aden and sulfuric acid is also available from Ma'aden.
- Potential to serve the local and regional markets and create a 'regional hub' for chemicals manufacturing in KSA

### IMPORT DEPENDENCY

- No local production of FIUROSILICIC ACID (FSA) in Saudi Arabia, 100% of the local demand in KSA is met by imports

### VALUE CHAIN ANALYSIS



- Key raw materials
- Investment scope
- End use applications

### KEY STAKEHOLDERS



## ENABLING FACTORS

### ENABLERS

- Up to 75% of project financing by Saudi Industrial Development Fund (SIDF)
- 2-year grace period for the repayment of loans
- Expat worker levy waived-off for industrial manufacturers until October 2024
- HRDF covers 30-50% of Saudi employees monthly salaries (additional 10% for females) for 2 years, provided that it does not exceed USD 4,000

### COST OF DOING BUSINESS IN KSA

Factor	Ranking Amongst Regional Peers
Electricity tariffs for industrial players	\$48 /MWh
Productivity adjusted wages	\$3.3 /hour
Logistics Performance Index (1 – 5)	3.2
Customs Clearance Index (1 – 5)	2.7
Ease of getting credit (0 – 100)	50

Bottom 25%   Top 75%   Top 50%   Top 25%

# 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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