

# Fluor Silicic Acid (FSA)

## INVESTMENT OPPORTUNITY SCORECARD

### CHEMICALS

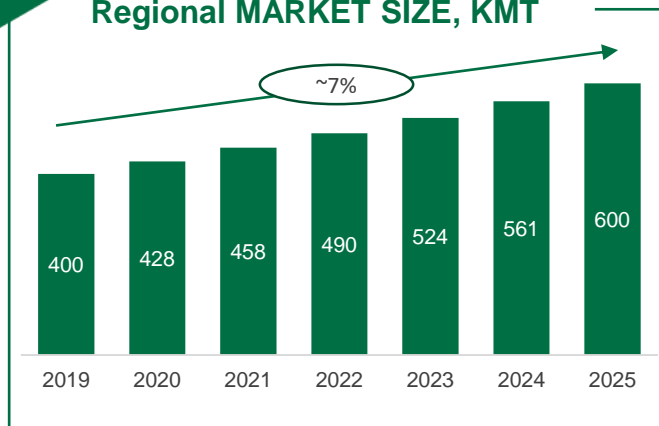
AUGUST 2021



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

## DEMAND

Regional MARKET SIZE, KMT



## KEY DEMAND DRIVERS

- There is no demand in Middle East. It is a waste material, is produced by Ma'aden, and is currently neutralized and dumped. Potentially AIF3 can be made from this waste material.

## 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

## MARKET OVERVIEW

### GLOBAL TRENDS

- Fluosilicic acid (FSA; also known as hydrofluosilicic acid or hydrofluorosilicic acid) can be derived from the fluorine route, but the bulk is currently recovered as a by-product of phosphate fertilizer manufacture.
- Globally, there is more than 200,000 metric tons per year of FSA capacity that can be isolated and sold directly for use in water fluoridation and other uses.
- in 2019 about 120,000 metric tons of aluminum fluoride were produced from FSA, accounting for about 11% of total world AIF3 production and consuming about 108,000 metric tons of FSA.

# DEFINITIONS

#	SCORECARD SECTION	DEFINITIONS
1	<b>Market size</b>	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	<b>Demand drivers</b>	A select number of factors that will influence future demand for the related product/service
3	<b>Investment highlights</b>	An overview of key financial metrics summarizing the investment opportunity along with the expected return based on the suggested investment size
4	<b>Value proposition</b>	Summary of key differentiators that position KSA as a strategic choice over other regional/global peers
5	<b>Market readiness</b>	An overview of KSA market structure, market maturity and level of participation by local and global players
6	<b>Competitor analysis</b>	List of the local & international players manufacturing the underlying product in Saudi Arabia and their market share
7	<b>Global trends</b>	Latest business developments within the sector/product category
8	<b>Scalability and localization</b>	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	<b>Import dependency</b>	An overview of the countries from which Saudi Arabia is importing the product and their value/volume and share in total imports
10	<b>Value chain analysis</b>	The process or activities that would potentially need to be carried out to deliver the underlying product or service
11	<b>Key stakeholders</b>	Government institutions, organizations, and/or authorities that participate or influence the market for the underlying product/service
12	<b>Enablers</b>	Factors that enable investment in the underlying opportunity
13	<b>Cost of doing business in KSA</b>	Key factors that position KSA as a competitive destination for investment in the region

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