

# SEPS Thermoplastic Elastomers

## INVESTMENT OPPORTUNITY SCORECARD

### CHEMICALS

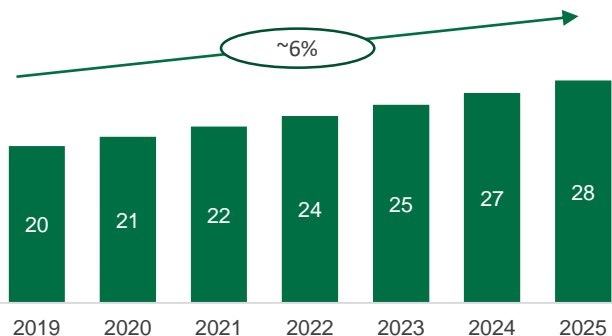
AUGUST 2021



**OPPORTUNITY DESCRIPTION:** Opportunity to setup SEPS Thermoplastic Elastomers 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

- Coperion Middle East opens new works to provide services to extrusion and compounding plants in the Jubail 2 district. A Plastics and Packaging Cluster is supported by the National Industrialization Company, SABIC, the Higher Institute for Plastic Fabrication in Riyadh, the High Institute for Elastomer Industries in Yanbu and King Saud University. All these initiatives will enable the downstream opportunities for SEPS TPEs

## MARKET OVERVIEW

### GLOBAL TRENDS

- GCC countries consume 35-40k MT of Styrenic Block Copolymers (SBCs) - a type of Thermoplastic Elastomer which includes SEPS is a part of TPS family and are mainly used in soft molded materials. The global demand is small.

# 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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