

SPECIALTY GLASS

INVESTMENT OPPORTUNITY SCORECARD

MINING & METALS

Opportunity Description: Opportunity to develop a 180 ktpa specialty glass plant to supply the regional and global market

INVESTMENT OVERVIEW

INVESTMENT HIGHLIGHTS

- Expected investment size of USD 220 Mn
- Plant capacity: 180 ktpa

FUTURE OPPORTUNITIES

- Opportunity to add downstream glass Processing lines of up to 2 Million sq.m. at investment of USD 50-60

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
- The KSA aims to maximize local production of float glass and supply primary raw material to the local construction and solar panel industries
- Presence of locally available raw material including silica and limestone; ongoing plans for soda ash production
- Cheaper imports are likely to reduce driven by increased government controls to ensure fair price for domestic manufacturers.
- Opportunity for new company to balance portfolio in construction sector, with high performance grades for automotive and solar

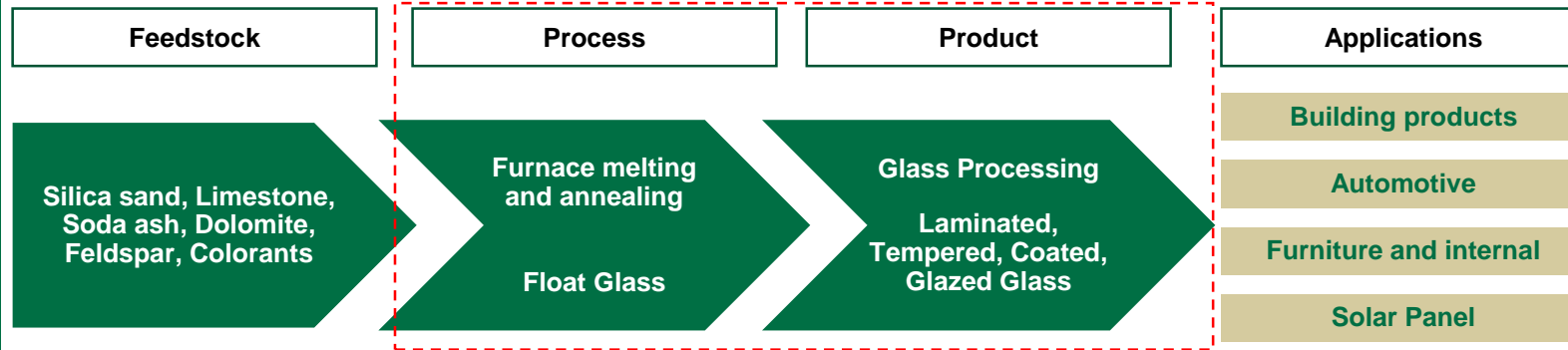
MARKET OVERVIEW

GLOBAL TREND

- The global float glass market is estimated at 65 mmpa in 2020 and is expected to witness a CAGR of 5.3% between 2020 and 2027.
- Demand would be mainly driven by recovery in the construction industry as well as increasing investments for solar panels.
- Focus on more environmentally friendly solutions and sustainability coupled with the need for higher performance are driving further technological advancements in the sector

VALUE CHAIN ANALYSIS

Opportunity Focus



KEY DEMAND DRIVERS

- Float glass demand in the KSA is about 550-600 ktpa, growing at 2% YoY until 2027
- The Kingdom has announced multiple giga-projects that illustrate the potential growth of the construction industry
- Additionally, KSA National Renewable Energy Program targets to increase solar PV capacity to 40 GW by 2030
- GCC market to cross 1.0-1.1 mmpa by 2027
- Further, forward integration into glass processing provides opportunities for higher margin value-added products

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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