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About Us

Company Overview

Vision, Mission and Values

Our History
The Salt and Chlorine plant operations started more than 50 years ago to supply the desalination and electricity stations with Chlorine. Ever since being acquired by Al-Kout Industrial Projects (AIP) Group in 2000, the plant has expanded by having new machinery and equipment added to increase capacity and realize more than triple its original output. We have also updated our performance management and people model to include shared objectives, and we have linked our values to our competency framework.

We continue to grow our portfolio of businesses, and have acquired 8 wholly-owned subsidiaries, which include a petrochemicals company, a Chlor-Alkali business in the UAE, a chemical trading and service business, and businesses which oversee water and wastewater treatment and the distribution of industrial materials and equipment. Our strategic acquisitions help serve an expanding customer portfolio and cross-border growth into new markets. This has resulted in solid financial and asset growth, despite the challenges of the global economic environment. We have exceeded expectations, surpassed targets and excelled across all areas of the business with a continued vibrant outlook for future growth.

AIP is focused on delivering its strategic objectives:

- To be the number one supplier of Chlor-Alkali and related derivatives in the GCC, MENA region and beyond.
- To provide our customers with relevant and catered chemical products and technical service solutions, which includes design, construction, optimization, operational and maintenance services.
- To deliver professional customer service with an emphasis on collaboration.
- To operate state-of-the-art facilities while adhering to health, safety and environmental stewardship standards.
- To ensure continuous improvement and realize operational efficiencies.
- To develop a culture of ownership amongst our employees.
- To apply governance best practices and fulfill our obligation and responsibility to society.
- To deliver superior returns to our shareholders.

From our vision to our values, we aim to deliver on our ambition to realize leadership in the Chlor-Alkali industry and related technical services in the region and beyond. We continue to seek strategic growth opportunities. We trust that the future will continue to bring sustainable growth, tangible performance, and most importantly, the prosperity of a society and region we so passionately cater to.
Vision

“Enhance the well-being and development of our region through chemical solutions.”

Mission

“To provide our customers relevant and catered chemical products and service solutions and to be the number one GCC-based supplier of Chlor-alkali.”

Values

PROFESSIONAL
We possess the knowledge, skills and attitude required to deliver on our growing product lines, production capacities and custom solutions to provide value to our customers.

RESPONSIBLE
We achieve what is expected, follow-through on our commitments, are reliable and responsive. This includes an unwavering commitment to safety and environment stewardship.

DYNAMIC
We set high standards, anticipate and react to needs and changes to ensure we provide excellent customer service, innovative solutions, remain competitive and compliant with regulatory agencies.

COLLABORATIVE
We collaborate and maintain a continuous performance improvement mindset to maximize our shared knowledge and bring greater value to one another and most importantly to our customers.
Our History

1950s: MEW establishes the Salt and Chlorine plant in Shuwaikh, Kuwait

1963: Ownership of the plant was passed on to PIC

1974: PIC relocates the Salt and Chlorine Plant to Shuaiba Industrial Area

2000: PIC sells the Salt and Chlorine Plant to Ahlia Industrial Projects, a subsidiary of Ahlia Investment Company

2002: AIP becomes a listed company in the Kuwaiti Stock Exchange

2003: The plant underwent a major revamping and plant production capacity was increased from 25 to 80 tons of Chlorine per day.

2004: AIP entered into a JV with Larosa Transport to deliver our products. Later on, AIP bought all the shares from Larosa and renamed it to Ahlia Logistics and Transport Company (ALTC).

2006: AIP signed an agreement to distribute the global oilfield chemical company Champion Technologies products in Kuwait.
Our History

2007: The company was renamed to Al Kout Industrial Projects

2008: AIP acquired KD 15 million stake in Al Dorra Petroleum Services Company

2009: increased its plant production capacity to 100 tons of Chlorine per day

2010: Al Kout Petrochemical Products was established

2010: AIP further increased its production to reach 130 tons of Chlorine per day

2011: AIP acquired a non-operating Chlor-Alkali production facility at Abu Dhabi, Safewater Chemicals.

2012: AIP revamped the Safewater plant and increased its capacity from 5 tons to 20 tons of Chlorine per day

2016: AIP further increased the capacity to 40 tons of Chlorine per day at Safewater Chemicals.

2016: AIP increased its plant production capacity to 180 tons of Chlorine per day

2018: AIP acquired United Materials Company – MAWAD a chemical trading and services company.
What We Offer

Our Products
Our Services
Industries We Serve
AIP prides itself on being a reliable manufacturer and supplier of premium chemical products to our customers around the world. As a pioneer in the Chlor-Alkali field within the GCC, our goal is to deliver on our promise of producing chemicals of the highest quality.

All our products are manufactured by state-of-the-art equipment which utilize Membrane Cell Technology and the electrolysis of brine solutions in a process developed by INEOS Chlor, a UK-based company.

AIP is a member of Euro Chlor Association and the Chlorine Institute. Not to mention that all our products are NSF Certified. AIP’s product line includes the following:

**CHLORINE**

Chlorine is one of nature’s assets and it touches human life in so many ways on a daily basis. It is a greenish yellow gas that can be identified through its characteristic pungent smell.

Chlorine is the most efficient and trusted means for keeping drinking water safe from bacterial infection. It is also used to treat wastewater and is indispensable in the manufacturing of bleaching products, plastics, various organic and inorganic chemicals, petro-chemicals and more.

Chlorine from AIP is available in cylinders of 50-150 kgs, 900-950 kgs and 20-25 MT road tankers. In addition, Chlorine can also be supplied through direct injection methods.

**HYDROCHLORIC ACID**

Hydrochloric acid (HCl) is an important industrial chemical with a variety of applications. It is a colorless to yellowish-green, clear corrosive liquid with a pungent, irritating odor.

HCl is primarily used in the petrochemical and petroleum industries for its utility in chemical processing and oilfield productivity, metal pickling, galvanizing and as a pH correction agent.

HCl is supplied in specially coated bulk tankers of different capacities ranging from 5 MT to 26 MT as well as in Intermediate Bulk Containers (IBCs) having 25 L, 200 L and 1000 L capacities.
Our Products

**SODIUM HYPOCHLORITE**

Sodium hypochlorite is a colorless or slightly yellow watery liquid with an odor similar to that of household bleach. It is produced by the reaction of chlorine and sodium hydroxide. Sodium hypochlorite is also known as soda bleach.

Its chemical formula of NaOCl is used extensively for domestic bleach manufacturing and industrial applications such as wastewater treatment and industrial cooling water. “Hypo” is in high demand as a cost-effective way to prevent the spread of infections via water-borne diseases.

Sodium hypochlorite is available in various concentrations of 6% to 12% and is transported in intermediate bulk containers (IBCs) having 25 L, 200 L and 1000 L capacities, bulk road tankers of different capacities ranging from 5 MT to 26 MT.

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**CAUSTIC SODA**

Caustic soda, chemically called Sodium Hydroxide (NaOH), is a globally-traded product colorless, viscous, corrosive liquid. It is a by-product in the production of Chlorine.

Caustic soda is widely used in a diverse range of industrial sectors including textiles, water treatment, soaps and detergents, aluminum production and food processing. It is generally sold in two forms: as Lye, with various concentrations such as 25%, 32% and 50%, and as solid caustic soda in the form of flakes.

AIP supplies Flakes in palletized 25 kg polyethylene bags. Lye is distributed in bulk through specially coated road tankers ranging from 5 MT to 26 MT, or Intermediate Bulk Containers (IBCs) having 25 L, 200 L and 1000 L capacities. In addition, Lye can also be supplied through direct injection methods.
Our Products

**COMPRESSED HYDROGEN GAS**

- Hydrogen gas is a byproduct of the electrolytic production of chlorine. Before it is available for distribution, AIP separates and further treats its hydrogen gas to produce a product that is of the highest quality.
- Hydrogen serves a wide range of applications in the industrial sector and can be delivered quickly and efficiently throughout the MENA region. Hydrogen is used in the synthesis of ammonia, methanol, fossil fuel, hydrogenation of oils and fats, and as fuel.
- Compressed hydrogen gas has a wide range of pressure (from 130-200 kg/cm²) with various grades from 3 to 5 (99.999% purity). The gas is filled in cylinders with various capacities (5 to 7 Nm³), in racks or in large tube trailers.

**INDUSTRIAL AND FOOD GRADE SALT**

- Sodium chloride (NaCl), generally known as common, table or industrial salt, is produced directly from raw seawater through a state-of-the-art technology called Electro Dialysis. The material is then subjected to further evaporation and crystallization.
- AIP is home to a facility that produces iodized grade salt for the food industry. The purity of AIP’s salt is extremely high, making it a preferred source for the food industry. Sodium Chloride is also used in the manufacturing of pulp and paper, soaps and detergents, and textiles and fabric. Al-Kout is certified with ISO 22000:2005 for production of food.
- AIP’s food-grade and industrial-utility salt are delivered to customers in palletized 50 kg polyethylene bags as well as 1000 kg jumbo bags.
Our Products

FERRIC CHLORIDE

Ferric Chloride (FeCl₃), also called Iron (III) chloride, is an industrial scale commodity chemical compound. When dissolved in water, Ferric Chloride undergoes hydrolysis and gives off heat in an exothermic reaction.

The brown, acidic, and corrosive solution is used as a flocculant in sewage treatment and drinking water production, as an etchant for copper-based metals in printed circuit boards, as a laboratory agent for various analysis and as coagulant or flocculant for odor control.

Ferric chloride solution will be shipped in road tankers, IBCs, plastic drums and jerry cans or carboys made of plastic.

OILFIELD CHEMICALS

Al-Kout Petrochemical Products has formed a strategic alliance with Nalco Champion, an ecolab company, the global leader in Oilfield specialty chemicals, supplying a wide range of chemical applications, and offering innovative and environmentally acceptable solutions to tackle the toughest Oil & Gas production challenges.

In order to blend the products, AIP constructed an onsite blending plant to produce various products. The plant is ISO certified under; ISO 9001, 14001, and OHSAS 18001. The products supplied by Al-Kout Petrochemical Products, in collaboration with Nalco Champion, include but not limited to the following: Corrosion Inhibitors, Scale Inhibitors, Biocides, Oxygen Scavengers, Demulsifiers, Coagulants, De-Oilers, Dispersants, Paraffin Inhibitors and many more.

These chemicals are supplied in plastic or steel drums, IBC containers or as bulk in road tankers.
Our Services

CUSTOMER SERVICE

We are dedicated to world-class standards in customer service.

We provide our products in accordance with the specifications of our clients.

We pride ourselves on fast, efficient and safe deliveries.

We offer free customer training and technical assistance.

Our Quality Control Department is equipped with modern instrumentation, allowing us to conduct specialized testing on request.

All our products are manufactured in an eco-friendly process which utilizes mercury-free Membrane Cell Technology.

SUPPLY CHAIN & LOGISTICS

At AIP, we strive to offer the best possible products and services to our customers around the world. AIP’s Supply Chain Management includes Production Planning, Inventory Control, Warehousing, Procurement, Scheduling and Shipping. This is all in coordination with the Plant Process Division to ensure timely availability of products, and in coordination with the Sales & Marketing Division to help sell our products in a timely manner.

Effective Supply Chain Management procedures allow us to ensure distribution of products to our customers and agents around the country and across the MENA region, Asia, Europe, and Africa. We deliver finished products by land, sea, and airfreight.

Our fleet is comprised of more than 75 trucks, liquid chemical tankers, flatbeds trailers, box beds and Chlorine container carriers. We provide specialized chemical tankers with magnetic pumps and automated filling systems for shorter and safer offloading.

At AIP, we aim to deliver our products in a safe way to our customers: Chlorine in containers, ISO tanks and tankers, Caustic Soda Lye in tankers and bulk containers, HCl in road tankers and bulk containers, Caustic Soda Flakes in HDPE bags with weights of 25 kgs each and Hydrogen in cylinders and tube trailers.
What We Offer

POTABLE WATER TREATMENT

Chlorine or Sodium Hypochlorite are mainly used for water chlorination in Potable Water Treatment Plants. These chemicals are used to kill certain bacteria and other microbes in water and to regulate the pH levels of water.

POWER PLANTS

The main source of electricity in the Middle East is from oil-fired or gas-fired Power Plants which burn natural gas or petroleum to produce electricity.

Cooling water towers, especially during higher temperatures, are susceptible to the growth of algae and slime. Chlorination is conducted at various points of the overall process, such as during the intake water process, circulating water process, and water service process. Sodium Hypochlorite is used to eliminate bacteria during the treatment of water. Hydrochloric Acid and Caustic Soda are used for various purposes, such as during the chemical cleaning of systems and to regenerate the mixed bed resin used in condensate polishing systems.

WASTEWATER TREATMENT

Chlorination remains the most common form of Wastewater Disinfection. Chlorine is used to achieve disinfection goals by eliminating bacteria and viruses. Caustic Soda is used as a pH stabilizer, metal precipitant, and alkaline cleaner. Ferric Chloride is used to remove metal substances from the Wastewater that would otherwise harm the environment and all living organisms. In addition, Hydrochloric Acid is used to lower the pH of the Wastewater.
What We Offer

Industries We Serve

PETROCHEMICAL INDUSTRIES

Petrochemical Industries can be referred to as the downstream sector of the petroleum industry. These industries engage in the production of petrochemical products such as fertilizers, aromatics, polymers, etc. Caustic Soda is used as an intermediate and a reactant in processes of petrochemical products. Hydrochloric Acid is used throughout the petrochemical industry for neutralization.

OIL DRILLING

Oil wells are drilled to reach hydrocarbon reservoirs for the purpose of oil and gas production. Hydrochloric Acid mixed with water is used to aid in the removal of obstacles that form in wells during the drilling process by acidizing carbonate or limestone formations and removing contaminants such as scale, rust, and carbonate deposits. In addition, HCl is used in the recovery process of oil operations in the field.

OIL REFINERIES

Oil Refineries are industrial process plants where crude oil is transformed and refined into more useful products such as petroleum naphtha, gasoline, diesel fuel, asphalt base, heating oil, kerosene, liquefied petroleum gas, jet fuel, and fuel oils. Caustic Soda is used in oil refineries to remove impurities from petroleum products in order to meet regulatory specifications. This process is referred to as a “caustic wash”. Hydrogen is also used to remove sulfur from fuels during the oil-refining process.

INDUSTRIAL APPLICATIONS

Chlor-Alkali products are used in various manufacturing industries such as paper, plastic, textiles, pharmaceuticals, fertilizers, medical equipment, paints, soap & detergent, metal processing, along with many others.
What We Offer

PHARMACEUTICAL INDUSTRIES

Approximately 85% of all pharmaceuticals contain or are manufactured with Chlorine. These drugs include vitamins and medicines that treat heart disease, cancer, ulcers, allergies, and more. An estimated 25% of all medical devices in hospitals contain or are made with Chlorine compounds. In addition, IVs, blood bags, X-rays, mammography films, syringes, oxygen tents, diagnostic instruments, artificial blood vessels, and more all require Chlorine in some form.

Salt provides the life-essential nutrients sodium and chlorine, which help regulate and have an impact on many body and hormonal systems. In some medical conditions, the ingestion of these nutrients is crucial for the restoration of electrolyte balance in the body. Salt is also used as an ingredient in pharmaceutical products.

FOOD INDUSTRIES

Caustic Soda plays an important role for the food industry in a number of ways, as it is especially useful for washing or chemically peeling fruits and vegetables. It also has utility in the processing of chocolate and cocoa, caramel coloring production, poultry scalding, soft drink processing, and ice cream thickening.

Because the human body is not capable of producing its own salt, we depend on various sources of salt in food to ensure our necessary daily intake. Salt has an important technological role in the manufacture of many foods, so that in addition to its well-known function as a preserver and a flavor enhancer, it is also fundamental to the consistency and texture of many of our daily foods such as bread and cheese.

Industries
We Serve
Our Subsidiaries
AL-KOUT LOGISTICS AND TRANSPORT COMPANY

Al-Kout Logistics and Transport Company (ALTC) is AIP’s wholly-owned road and transport subsidiary company. It offers logistics services across the MENA region. The company is specialized in the transport of chemicals and other materials with a high degree of care, responsibility and reliability. AIP owns a fleet of modern well-equipped and maintained vehicles for this purpose. As chemical products can be potentially hazardous, we ensure that our drivers are well trained in the safe handling of all the products they carry.

SAFEWATER CHEMICALS - ABU DHABI

Safewater Chemicals was acquired in 2011 as a wholly owned subsidiary of Al-Kout Industrial Projects Company. The company is integrated into the heart of Abu Dhabi Industrial City and is the only manufacturer of essential Chlor-Alkali products in the UAE. The Safewater Chemicals facility consists of a state-of-the-art Chlor-Alkali production unit which utilizes an environmentally-sound membrane technology to further serve the demands of our regional markets.

AL-KOUT PETROCHEMICALS PRODUCTS

Al-Kout Petrochemical Products blends a wide range of Oilfield specialty chemicals which are used to enhance and sustain the efficient production of petroleum as well as some water treatment chemicals.

With a strong track record of success with the Oil and Water Treatment Industries in the Middle East, along with several partnerships with internationally renowned Specialty Chemicals manufacturers and suppliers including NALCO Champion (an Ecolab Company), APP is well positioned to serve any industry-specific need.
MAWAD UNITED MATERIALS CO.

Mawad United Materials Company (UMC) owns and manages businesses specializing in the distribution of industrial materials and equipment including CISCO Trading and SETCO. With operations in Kuwait, Iraq and the United Arab Emirates, we serve more than 300 customers throughout the Gulf region. Mawad offer an expansive catalog of integrated products and services, including Chemicals, Fluid Control, Water & Wastewater Treatment and Solid Waste Management.

CISCO TRADING COMPANY

As a provider of chemicals and industrial products since 1966, CISCO has been at the forefront of the ever-evolving chemicals market in Kuwait for decades. When it comes to Chemicals and Fluid Control Products, our customers and suppliers know that they can depend on us. Whether it is Basics or Specialties, Organics or In-organics, CISCO supplies chemicals for almost every industry segment and application. We offer a comprehensive portfolio of product groups ranging from solvents to corrosion inhibitors, adhesives to dyes and enamels, and dispersants to deflocculants.

SAFWAN ENVIRONMENTAL AND CHEMICAL TECHNOLOGIES CO.

SETCO is a leading supplier of products and services for applications in water and wastewater treatment as well as solid waste operations ever since 1992. The company also distributes specialty chemicals for industrial applications, as well as building products for the construction sector. We serve the major sectors of economic activity in Kuwait: Manufacturing, Oil & Gas, Petrochemicals, Contracting, Municipal Utility Plants and Commercial Facilities.