

Investment Opportunity

SALT / BRINE RECOVERY



Investment Opportunity

Executive Summary

Tawteen's Chemicals and Metals Cluster covers products and services that would support further localization of the petrochemical, manufacturing & sustainability sector in Qatar and would cater to the requirements by Energy Sector Companies. This Tawteen E-Brochure presents the opportunity for investors to establish Facility to process brine generated from the reverse osmosis plant at Umm Al Houl to produce industrial grade sodium chloride.

In essence, Tawteen aspires for the Investor to develop the following local capabilities:

- Set-up a facility along with all required ancillaries to process brine generated from Umm Al Houl to produce industrial grade sodium chloride.
- Provide Safe and environmentally friendly solution to treat Sea water reject from desalination plants.
- Secure reliable and Sustainable source of industrial crystal salt to fulfil local requirement of stakeholders.

To support the investment opportunity, the Contracting Entity MPH/C/QIMC has jointly released, with this Investor Pack, an RfP wherein the Commitment Value shall correspond to minimum Committed Volume of 4.25 million Tons for five years the whole Contract duration.

In addition, Tawteen will provide various incentives in infrastructure and supplier development as support to establishment.

Tawteen will also be conducting briefing sessions that will be communicated in the future to fully align on the process of evaluation and expectations of this opportunity.



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Detailed Opportunity Description

SALT / BRINE RECOVERY:

- The demand for industrial grade sodium chloride is mainly driven by chlorine produced by QVC. The chlorine produced is used as a feedstock for downstream products such as caustic soda, ethylene dichloride (EDC), vinyl chloride monomer (VCM), hydrochloric acid solution, etc.
- QIMC's industrial products such as paper, plastic, sand, chlor-alkali derivatives, chlorinated paraffin wax, hydrochloric acid, etc.



Strategic Fit

- Meet 2030 Qatar`s sustainability strategy.
- In-country value creation through downstream integration along the petrochemicals value chain.
- Reduce environmental impact of rejected brine.

Localization Opportunity

Scope



- In scope
- Out of scope

Supporting Commitment:

4.25M Tons for 5 years

Contracting Entity:



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RfP & Investor Pack Collection

The tender (RFQ) document will be issued through QAPCO Procurement system (ARIBA).

Interested investors can download the RFQ and Tawteen Investor Pack from QAPCO ARIBA.

- If you are a registered vendor in QAPCO, please provide your ARIBA Account number in order to send you the Tender invitation.

[P04-01-090 - SALT Project ITB](#)

- If you are not a registered vendor in QAPCO, please provide the below information to start your registration in QAPCO ARIBA system:

COMPANY Name (Should match bank beneficiary name and Company Commercial Registration)	
Street/House number	
Postal Code	
City	
Country	
COMPANY P.O. Box	
COMPANY Telephone Number	
COMPANY Fax Number if Applicable	
Email Address.	

Please send required information to the following emails:

To: procurement@qapco.com.qa

CC: f.elmaki@qapco.com.qa

CC: y.hamdan@qapco.com.qa

- If you are an interested entrepreneur that does not have an established company, please contact the subject Cluster Lead on the email mentioned below to coordinate receiving the RfP and Tawteen Investor Pack

Chm Cluster Lead: Chm_Tawteen@qatarenergy.qa



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