



## TURNKEY SULFURIC ACID SOLUTIONS

**KOCH ENGINEERED SOLUTIONS, LLC (KES) & KOCH MINERALS & TRADING, LLC (KM&T)** can deliver a unique comprehensive sulfuric acid facility solution that enables favorable returns with reliable outcomes. The combined capabilities offer a secure, reliable source of sulfur all while providing a lump sum turnkey engineering, procurement and construction arm to deliver a superior operating facility.



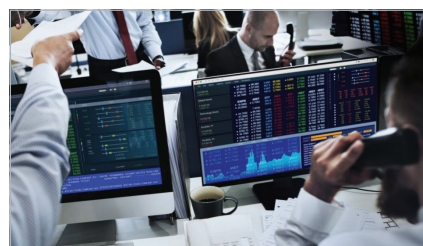
### Feedstock

- ▶ KM&T can act as the supplier of sulfur feedstocks needed to operate the facility.
- ▶ KM&T trades and transports roughly 1.5mm tons of sulfur annually.



### Facility Design & Construction

- ▶ KES-led project management, lump sum turnkey EPC, including licensing partners, can deliver a holistic sulfuric acid plant enabling a faster and more cost effective approach.
- ▶ KES also has significant in-house equipment capabilities that can be leveraged within the scope of the sulfuric acid facility.



### Aftermarket Support

- ▶ KES subsidiaries, Koch Specialty Plant Services (KSPS) and John Zink Hamworthy Combustion (JZHC), will continue to be engaged in any aftermarket support required to meet optimal performance.
- ▶ KM&T potential to trade or transport finished product as needed.

## Partner of Choice

### GLOBAL SCALE

KES is an affiliate of Koch Industries that has \$100+ bn<sup>1</sup> in revenues, global presence and investment grade credit

<sup>1</sup> As estimated by Forbes

### DECISIVE ACTION

Unrivaled ability to marshal resources to move decisively and with certainty when the right opportunities present themselves

### PRIVATE

KES' status as a private company and management philosophy allows partners to focus on capturing long-term opportunities

### MUTUAL BENEFIT

True partnership mentality. Expectation that KES will work to make partnerships as successful as possible

### KOCH LABS

**Experts:** Engage KES' internal subject matter experts to help better understand market and customer opportunities as well as solving technical challenges

**Develop:** Use KES and Koch-affiliate facilities and businesses as a test bed for product development and proof of concept, allowing for quicker time to market and product design cycles

**Engage:** Opportunity to engage KES and Koch affiliates as a partner, customer and supplier

# Koch As a Favorable Proven Project Partner

Ability to De-risk and Optimize Full Project Scope with One Partner

## PROJECT ENGINEERING, PROCUREMENT & CONSTRUCTION (EPC)

- ▶ Optimized Process Designs (OPD):  
“One-Stop Shop” lump sum turnkey EPC
  - 1,000 - 1,800+ field employees supporting direct field construction
  - 33,000 sq. ft. fabrication shop + 35,000 sq. ft of warehouse in Katy, TX
- ▶ 40+ years of EPC experience, focused on small and large capital builds (~\$5mm - ~\$1bn+)
- ▶ Experience leveraging global licensing providers with more than 1,000 customized sulfuric acid plants worldwide, for proven sulfuric acid technology and process license

## POTENTIAL FOR FINANCIAL BACKING

- ▶ Koch has the ability to invest in sulfuric acid plants or larger projects where sulfuric acid is a supporting feedstock

## KOCH ENGINEERED EQUIPMENT

- ▶ JZHC: global leader in emissions control & clean air combustion systems
- ▶ KSPS & Koch-Glitsch (KG): leader in providing services for vessels, mass transfer, mist elimination, combustion and phase separation equipment

## SULFUR FEEDSTOCK SUPPLY

- ▶ Currently represent 1.5mm tons sulfur / year
- ▶ ~550kt of Koch’s own production or terminals, via Pine Bend & Corpus Christi Refining production
- ▶ 600+ tank car rail fleet
- ▶ 100kt truck to rail transload in Los Angeles commissioned in Q3 2021
- ▶ KM&T has the ability to import sulfur from their San Francisco-area terminal to further expand feedstock supply

## Koch Engineered Solutions for Sulfuric Acid Plants

