

# FLUXGEN INDUSTRIES LTD.

## Partnership Proposal to City of Airdrie Economic Development

Canada's First SAW Flux & Alloy Manufacturer | Airdrie, Alberta

### THE MARKET OPPORTUNITY

Canada imports 100% of its Submerged Arc Welding (SAW) flux—a critical consumable for pipeline welding, shipbuilding, and heavy equipment manufacturing. With **\$33 million in annual imports (11,000+ tonnes)**, Canada has zero domestic manufacturers, creating supply chain vulnerability and currency risk. FluxGen will be **Canada's first SAW flux manufacturer**, capturing domestic demand while positioning for U.S. and international exports through our subsidiary, **ArcNova Materials**.

### PARTNERSHIP REQUEST FROM CITY OF AIRDRIE

WHAT WE REQUEST	WHAT AIRDRIE RECEIVES
• 10-15 acres industrial land	• \$312M economic impact (7 years)
• Municipal support letter	• 40+ jobs (\$55K-\$75K wages)
• Utility connection guidance	• \$300K-\$400K property tax revenue
• Collaborative permitting	• National prestige (Canada's first)

### WHY FLUXGEN WILL SUCCEED

**1. Proven Technology:** 40+ years commercial expertise (Jhaveri Weldflux Ltd., publicly traded BSE/ASE). Production-ready formulations—NOT R&D.; **2. Guaranteed Demand:** 100% import dependency = 11,000 tonnes/year existing customer base. **3. Experienced Team:** Four equal partners with complementary skills—technical, operations, sales, compliance. **4. Phased Growth:** 800 tonnes (Y1-2) → 3,000 tonnes (Y3-4) → 6,000 tonnes + exports (Y5-7).

### ALIGNMENT WITH AIRDRIE'S ECONOMIC STRATEGY 2018-2028

FluxGen accelerates Airdrie's priorities: **The Place to Be** (skilled professionals, above-average wages), **Right for Business** (shifting tax base to industrial with \$9.17M Phase 1 investment), **A Connected Community** (Calgary Airport proximity for export logistics). We deliver what your strategy already targets.

### PROJECT TIMELINE

Dec 2025 - Jan 2026	MOU, land commitment, federal grant apps
Q2-Q4 2026	Site prep, design, permits
2027	Construction, equipment, AWS certification
Q2 2028	PRODUCTION START (800 t/yr, 10 jobs, \$2.5M revenue)

**CRITICAL:** Land commitment by Jan 2026 enables Q2 2028 production. Delays push timeline back, delaying jobs and tax revenue.

### LEADERSHIP: PROVEN OPERATORS

**Pratik Jhaveri, CTO:** 40+ yrs flux manufacturing (Jhaveri Weldflux, publicly traded). **Arpan Patel, COO:** Loblaws logistics. **Abhishek Patel, CCO:** B2B sales. **Bhargav Patel, Compliance:** Quality systems. Equal partnership (25% each).

**VALUE EXCHANGE:** Airdrie invests 10-15 acres (\$0 current revenue) → FluxGen delivers \$312M impact + 40 jobs + \$400K tax + national prestige

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December 1, 2025 | City of Airdrie Economic Development