

Potassium Formate - Company Evaluation Report, 2025

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Abstracts

The Potassium Formate Companies Quadrant is a comprehensive industry analysis that provides valuable insights into the global market for Potassium Formate. This quadrant offers a detailed evaluation of key market players, technological advancements, product innovations, and emerging trends shaping the industry. MarketsandMarkets 360 Quadrants evaluated over 100 companies, of which the Top 10 Potassium Formate Companies were categorized and recognized as quadrant leaders.

Potassium formate is a highly soluble organic salt predominantly used as a de-icing agent and in oil and gas drilling fluids. Valued for its low environmental impact and reduced corrosiveness compared to conventional alternatives, potassium formate is the preferred choice in applications demanding efficient, eco-friendly performance under harsh conditions. The growth of the potassium formate market is fueled by rising demand in the energy sector, particularly for offshore drilling operations, as well as evolving regulations that promote the use of less harmful de-icing agents. North America and Europe are key regions for this market, where industrial applications and stringent environmental policies drive adoption. The market continues to advance, supported by technological innovations and expanding uses of potassium formate in chemical manufacturing and heat transfer systems.

Potassium formate is a chemical compound with the formula HCOOK , produced from formic acid (HCOOH), potassium hydroxide (KOH), or potassium carbonate. When dissolved in water, it appears as a white crystalline solid in its pure form or as a clear, concentrated brine solution (typically 50–75%). Known for its exceptional solubility, biodegradability, and low toxicity, potassium formate offers properties like a low freezing point, non-corrosiveness, and environmental friendliness, making it a superior alternative to traditional salts and glycols. In practical use, it serves as a de-icing agent

for airport runways and roads, a high-density drilling and completion fluid in oil and gas extraction, a potassium-enriched fertilizer additive in agriculture, a heat transfer fluid in refrigeration and cooling systems, and an antimicrobial preservative in food and feed applications.

The 360 Quadrant maps the Potassium Formate companies based on criteria such as revenue, geographic presence, growth strategies, investments, and sales strategies for the market presence of the Potassium Formate quadrant. The top criteria for product footprint evaluation included By FORM (Liquid/Brine, Powder), By APPLICATION (De-Icing Agents, Drilling & Completion Fluids, Fertilizer Additives, Heat Transfer Fluids, Preservatives, Other Applications), and By END-USE INDUSTRY (Construction, Oil & Gas, Agriculture, Industrial, Food & Beverage, Other End-Use Industries).

Key Players

Key players in the Potassium Formate market include major global corporations and specialized innovators such as Perstorp Holding Ab (petronas, Chemicals Group), Clariant, Eastman Chemical Company, Tetra Technologies, Inc., Addcon GmbH, Slb (schlumberger), Hawkins, Hangzhou Focus Chemical Co., Ltd., Esseco Uk, and Dynalene, Inc. These companies are actively investing in research and development, forming strategic partnerships, and engaging in collaborative initiatives to drive innovation, expand their global footprint, and maintain a competitive edge in this rapidly evolving market.

Top 3 Companies

SLB (Schlumberger)

SLB, previously known as Schlumberger, is a major player in potassium formate production, primarily through its Well Construction segment. This segment supplies advanced drilling fluid technologies to the oil and gas industry, enhancing operational efficiency and sustainability. SLB recorded the highest revenue, amounting to USD 33.10 billion in 2023, underscoring its leadership position. The company's global operations are supported by strong customer bases and technological expertise, enabling it to continuously innovate and meet diverse customer demands.

Eastman Chemical Company

Eastman Chemical Company is recognized for its strong chemical manufacturing capabilities and extensive global footprint, which includes 36 manufacturing sites worldwide. The company produced USD 9.20 billion in revenue in 2023, reflecting its

robust market position. Eastman's strategy involves leveraging its chemical expertise, stable supply chains, and R&D capabilities to produce potassium formate for industrial applications like de-icing and drilling fluids. Despite not having branded potassium formate products, Eastman's commitment to eco-friendly solutions adds value to its offerings.

Perstorp Holdings AB

Perstorp Holdings AB, part of Petronas Chemicals Group, is another key market leader, thanks to its extensive production capabilities and strategic business initiatives. Perstorp has a strong presence in multiple regions, with manufacturing facilities and sales distribution across numerous countries. This strategic breadth maximizes its ability to serve diverse industries, from construction to electronics, with potassium formate produced through its Complementary Business unit. Ongoing innovations and sustainable initiatives position Perstorp prominently in the potassium formate market.

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