



TECHNICAL AND COMMERCIAL PLANT ASSESSMENTS

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MYANMAR/SWITZERLAND The global cement world is subject to significant and ongoing change. Formerly, cement manufacturers were mainly local oriented companies apart from some "Global Players". This situation has changed. Local companies and new comers on the market are not restricting itself to the national/local market anymore and "Regional Players" try to expand their range and market share. Strategic partnership, merger and acquisition as well as project financing activities are increasing, particularly in growing and emerging markets. For such projects independent technical and commercial plant audits provided by highly competent, experienced and confidential experts are required from the various parties (e.g. Owners, Partners, Buyers, Shareholders and Loaning Institutions) involved in these projects.

CEMCON and its expert team have been always specialized in techno/commercial plant assessments and have been widely recognized as the partner of trust and competence by various national and international loaning institutions and cement manufacturers.

Amongst others, CEMCON AG performed three different techno/commercial plant assessments in the cement industry in Myanmar within the last year. The reason for such plant assessments is ranging from project financing to strategic partnership and mergers.



Typically the scope of services included in techno/commercial plant assessments consists of:

- Evaluation of raw material reserves in quantity and quality as well as quarry operation and development.
- Evaluation of the condition of plants technology and machinery.
- Evaluation of plants capacity, performance and measures of improvement.
- Evaluation of CAPEX/OPEX cost for improvement/upgrading.
- Evaluation of plants human resources (qualification, quantity).
- Evaluation of spare parts availability and necessary CAPEX.
- Determination of fixed and variable operation cost and options of improvement.
- Evaluation of OHS standards.
- Determination of asset value.
- SWAT analysis.



By this techno/commercial plant assessment all necessary and critical aspects necessary for a partnership, merger or investment decision are covered.

Again it is proven: CEMCON serves for your success.