



Welcome to MC!

Nice to have you with us.

HR represents MC



BE SURE. BUILD SURE.

Who we are.



[Who we are]

MC-Bauchemie

Producer of construction chemicals

Since 60 years

Presence in more than 40 countries

More than 2,500 employees

Privately held company



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Bottrop location...where (almost) everything began.



[Who we are]

MC-Bauchemie

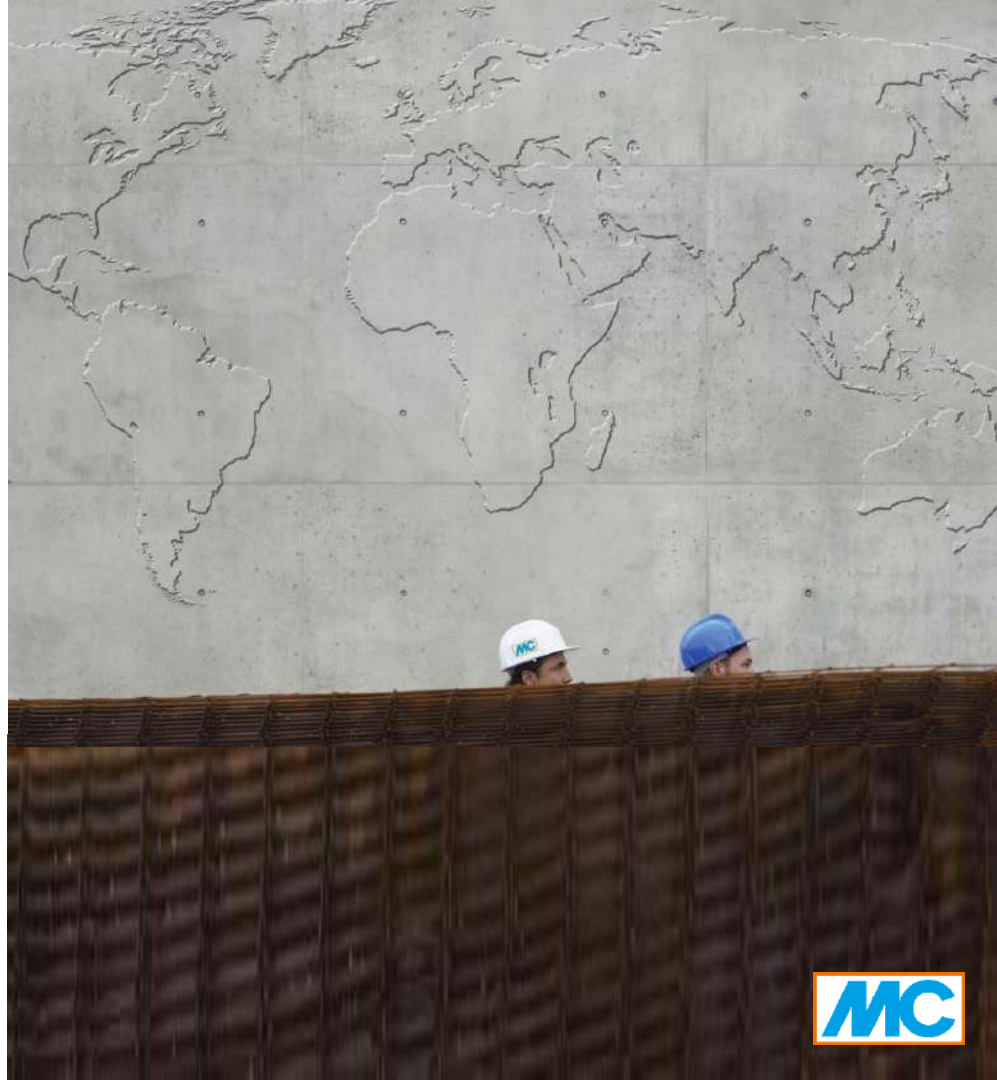
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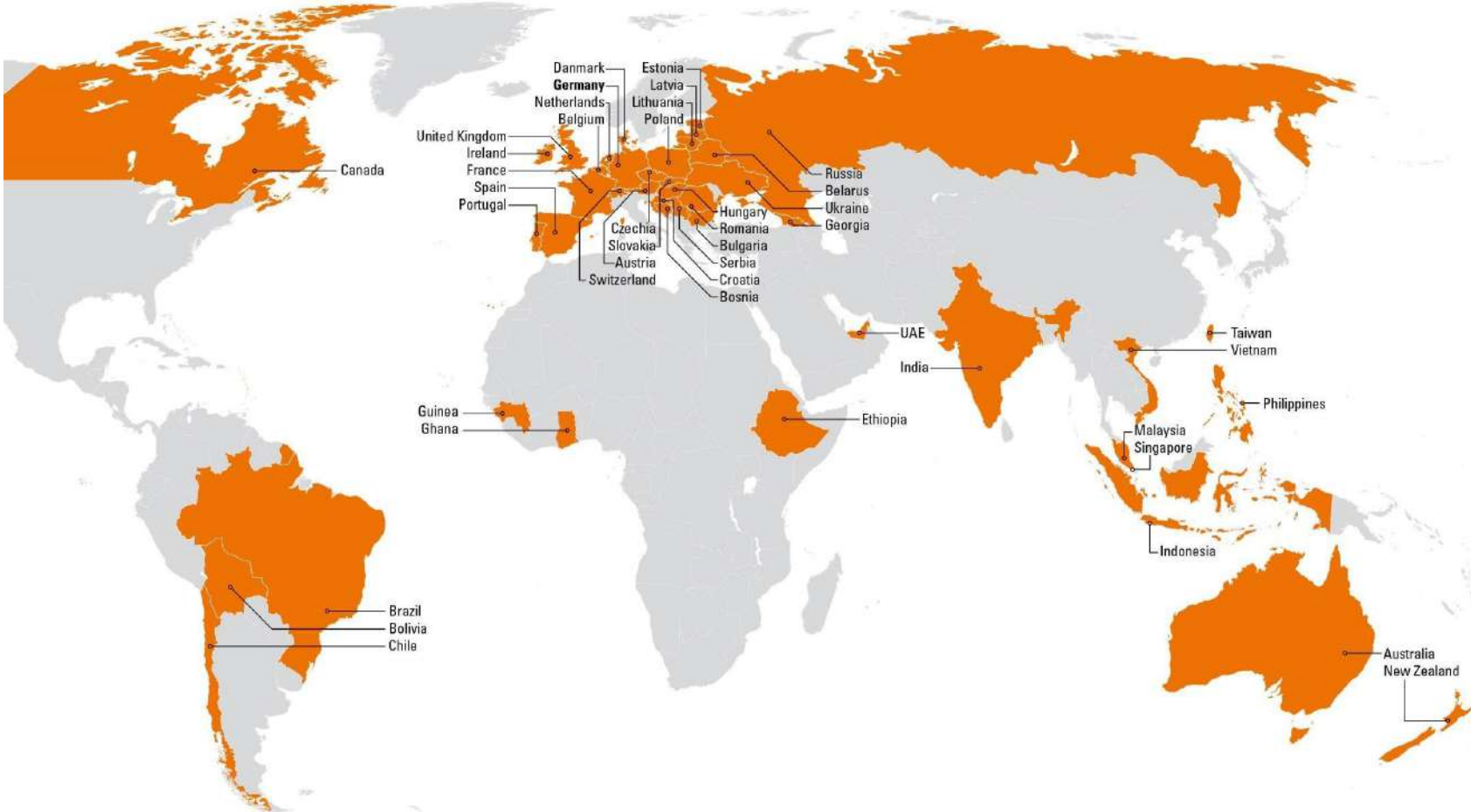
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More than 2,500 employees

Privately held company



And today...



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[Who we are]

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Producer of construction chemicals

Since 60 years

Presence in more than 40 countries

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MC – a group of companies



How we work.



EXPERTISE

Innovative products & solutions

10 % of workforce in R&D

Technical trainings & forums

Customer focus

Modern production technology



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What we do.



Customized solutions

MC FOR CONCRETE INDUSTRY

Solutions geared to optimising concrete characteristics in the ready-mix, prefabrication and concrete products segments.



FIELDS OF EXPERTISE

- Concrete Goods
- Precast
- Readymix

MC FOR INFRASTRUCTURE & INDUSTRY

Solutions for industry, transport-related construction and supply and disposal infrastructure.



FIELDS OF EXPERTISE

- Aircraft
- Airport
- Automotive
- Bridge
- Carpark
- Chemical
- Cleanroom
- Dams
- Electrical
- Food
- Metal
- Pharmaceutical
- Potable Water
- Powerplant & Chimney
- Sewage Water
- Tunnelling
- Underground Sewer
- Water Gates
- Wind Power

MC FOR BUILDINGS

Solutions for structural engineering, residential construction and the repair of historic buildings.



FIELDS OF EXPERTISE

- Historical Buildings
- Masonry
- Residential & Public Buildings
- Stadium

Making concrete better in every respect

Whether architects, building contractors, planners, manufacturers of readymix concrete and precast concrete components, or makers of concrete goods, they all benefit from the high quality of our concrete and mortar admixtures, our curing and release agents, and our concrete cosmetic products.

MC FOR CONCRETE INDUSTRY

- Admixtures
- Concrete Cosmetics
- Curing Agents
- Grouts
- Hydrophobic Agents
- Release Agents



FIELDS OF EXPERTISE

- Concrete Goods
- Precast
- Readymix

Providing durable repair and protection systems for concrete

The construction and repair of bridges, tunnels, multi-storey car parks, airports, port facilities and sewage systems are usually highly complex undertakings. Such projects have enormous importance for the development of a country and are thus frequently carried out under the glare of publicity.



MC FOR INFRASTRUCTURE & INDUSTRY

- Concrete Repair
- Curing Agents
- Floor Coatings
- Grouts
- Injection Systems
- Joints & Sealants
- Montan – Tunnel Systems
- ombran – Underground Sewer Systems
- Release Agents
- Structural Strengthening
- Surface Protection
- Waterproofing



FIELDS OF EXPERTISE

- Aircraft
- Airport
- Automotive
- Bridge
- Carpark
- Chemical
- Cleanroom
- Dams
- Electrical
- Food
- Metal
- Pharmaceutical
- Potable Water
- Powerplants & Chimneys
- Sewage Water
- Tunnelling
- Underground Sewer
- Water Gates
- Wind Power

Applying the best solutions in building construction

The requirements that have to be met in the construction of building structures are many and varied. Particularly during the project engineering phase, timing, smooth management and cost-efficiency are of crucial importance. Our advisers support developers, architects and planners even in the planning and tender specification phases, helping them to find the best solution for their undertaking.



MC FOR BUILDINGS

- Concrete Cosmetics
- Concrete Repair
- Curing Agents
- Floor Coatings
- Grouts
- Injection Systems
- Joints & Sealants
- Masonry Systems
- Release Agents
- Screeds
- Surface Protection
- Waterproofing

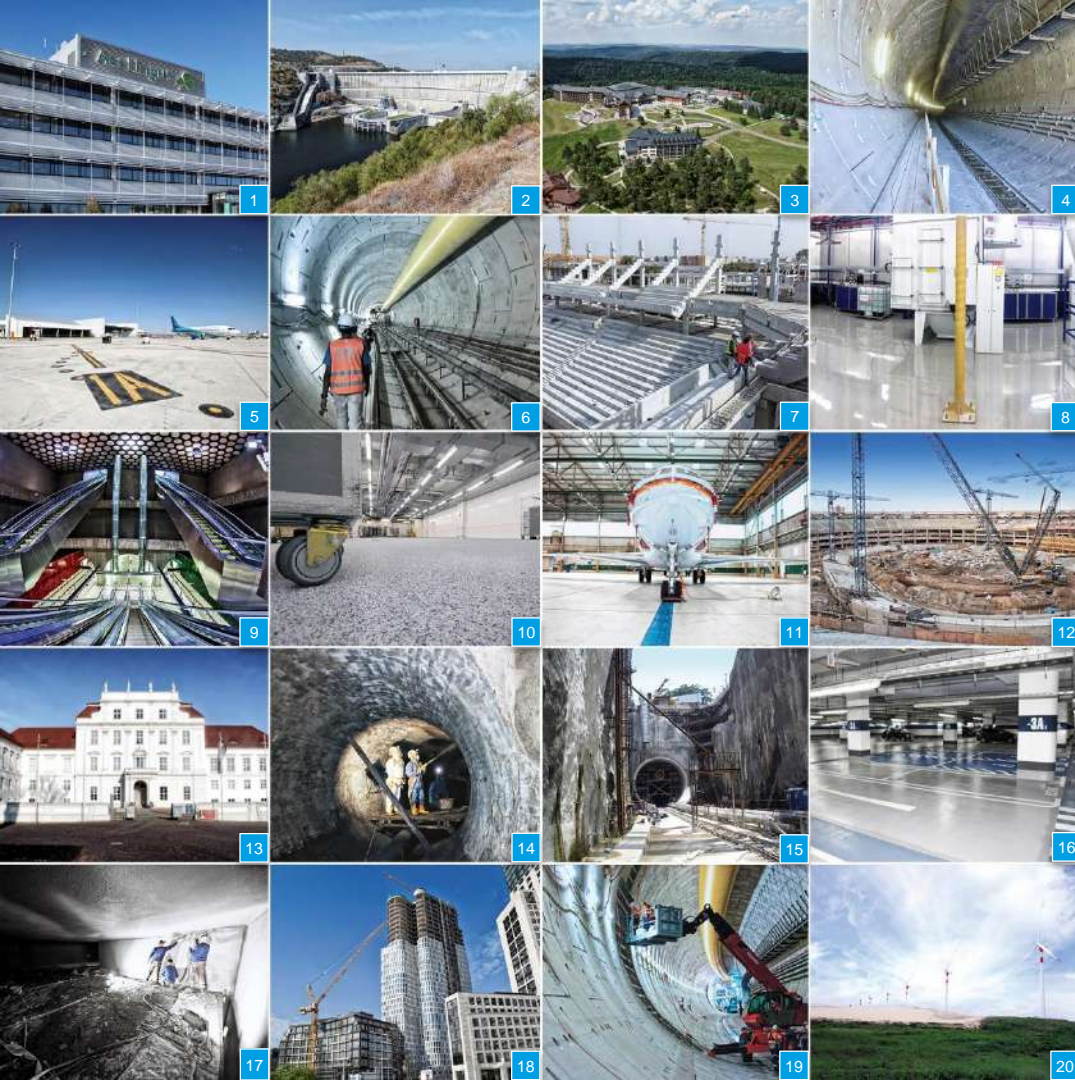


FIELDS OF EXPERTISE

- Historical Buildings
- Masonry
- Residential & Public Buildings
- Stadium

MC solutions in demand throughout the world

For more than 50 years MC solutions are used with the most important construction and maintenance projects all over the world.



1. Aer Lingus, Dublin
2. Alqueva Reservoir Dam, Portugal
3. Arlamow Hotel, Poland
4. Bossler Tunnel, Germany
5. Brisbane West Wellenkamp Airport, Australia
6. Cable Tunnel, Singapore
7. City Arena Stadion Trnava, Slovakia
8. Electro Alfa, Romania
9. Ferenc Metro Station, Budapest, Hungary
10. LSG Sky Chefs Commercial Kitchen, Germany
11. Service Hangar of the Special Air Mission Wing of Germany's Federal Ministry of Defence, Germany
12. Maracanã Stadium, Rio de Janeiro, Brazil
13. Schloss Oranienburg (Chateau), Germany
14. Rehabilitation of Sewerage Structures in Hamburg, Germany
15. SMART Tunnel, Malaysia
16. Riem Arkaden Multi-Storey Car Park, Munich, Germany
17. Potable Water Tanks in Hinterbrühl, Austria
18. Upper West Berlin, Germany
19. Waterview Tunnel, New Zealand
20. Trairi Wind Farm, Brazil

MC Ghana



- Founded in 2016, started operations in 2017
- With around 50 full time employees MC Ghana produces more than 30 products with 75% local RM
- Equipped with a state of the art factory, 3 storey office, laboratory, training center and warehouse
- It serves as a hub and plays a major role for our west Africa strategy. Major projects in Togo, Liberia, Ivory Coast, Burkina Faso and Benin catered from Ghana
- Works in closely with our subsidiary in Guinea
- Over the period of time they have trained over 1000 planners, engineers, architects, civil engineering students and professors in the Ghanaian construction industry in specialized seminars in theory and practice on various topics such as concrete technology and concrete repair.



Our portfolio



Waterproofing



Tile grouts



Primers



Vinyl flooring systems



Site products



Sealants



Tile adhesive
C1



Tile adhesive
C2



Tile adhesive
C2 S1/S2



* Exemplary products per product system

Trainings have always been critical to our business



MC Ethiopia



- MC bought conmix business in Ethiopia and thus started the Ethiopian business in 2018
- We are a team of 140 people & we manufacture admixtures, powder & resin based products, we have our own sand pit and dryers
- Our product portfolio is a good mix of MC products and conmix products
- In spite of the challenges present in the country we are doing consistent business with double digit growth YoY
- Future plan is to venture out of Addis and develop the export market



Trainings have always been critical to our business



MC Guinea



- Established in 2015
- Products imported initially from other MC subsidiaries in Brazil, Spain, UAE & Germany
- Focussed product segments include admixtures, powder additive, waterproofing, tile adhesives, flooring, sealants
- Admixture blending unit operational since 2020
- Sand drying and powder production plant is in final stages to start operation
- From Guinea we cater to requirements from Cote d'Ivoire, Sierra Leone, Liberia & Senegal



Trainings have always been critical to our business



MC Tanzania



- Established in December 2023
- With a production unit, office and laboratory setup
- Imports from neighbourhood subsidiaries eg. MC Ethiopia & MC UAE
- Focussed product segments include admixtures, waterproofing, tile adhesives, flooring, sealants
- Objective is not only to serve Tanzania but also export to neighbouring countries



Mr. Henry Mulima, MD
MC Tanzania

TANZANIA MARKET OF CONSTRUCTION CHEMICALS

OVERVIEW

Tanzania construction Chemicals is approximated to be US\$30Million.

MC-Bauchemie Tanzania Limited intends to be part of this market share.

MC-Bauchemie intends to set up a factory with local manufacture of concrete admixtures based on German Technologies. The total capital injection will be US\$ 570,000 Equipment locally manufactured in Tanzania by Wazo engineering.

With Technologies in Concrete admixtures, Waterproofing, flooring, mining products, Cement factories and Industrial products.

Specifically concrete strength enhancers, Grouts, Tile adhesives,

Local Manufacturing: - Use of local raw material. – Employ and train local talent. Only one non-Tanzania out of whole staff.

Main customers: Include the government construction projects and private construction sector.

Key projects include:

- SGR Railway Dar es laam to Gigoma-Mwanza Isaka
- Busisi Bridge
- Airports e.g Dodoma under construction
- Dams
- Water resevoirs e,g Lake Victoria Butibwa water project
- Building and Distribution.

Target customers;

Yarpi Markenzi – SGR

- CECC – SGR
- Sogea Satom- Lake Victoria project
- Arab Contractors- Mwalimu Nyerere Hydropower Rufiji
- Twiga Cement- Cement production
- Tanroads- Roads
- Geita Mines
- Barric International

Distributors:

- Nabaki Africa
- Kamaka Ltd
- Reni International
- Pawa Limited Mwanza
- Cstallion
- Charan Limited

Competitors:

- Sika
- Mapei
- Yapifix Limited
- St.Gobain

Strategy:

Local manufacturing will lower prices and improve profit margins.

We will use distributors to distribute products country wide to projects and customers

Empower and train customers on product use.

Invest in Human resource by employing Tanzania citizens who will be trained for management and technical expertise.

Technology and solutions to customers

Business Case MC-Tanzania			Currency:		EUR thousand			
Phase Max	Total							
Phases	1-3							
Sales	#Prodsys	2023	2024	2025	2026	2027	2028	
CI	1		450,000	1,000,000	1,500,000	2,200,000	2,500,000	
IN	1		90,000	750,000	1,250,000	1,500,000	1,650,000	
BD	1		90,000	500,000	800,000	1,200,000	1,300,000	
Export	1		4,500	50,000	100,000	100,000	100,000	
Total Sales			634,500	2,300,000	3,650,000	5,000,000	5,550,000	
CM	#Prodsys							
CI	1		157,500	400,000	600,000	880,000	1,000,000	
IN	1		31,500	262,500	437,500	525,000	577,500	
BD	0		22,500	175,000	280,000	420,000	455,000	
Export	0		2,160	24,000	48,000	48,000	48,000	
CI			35.0%	40.0%	40.0%	40.0%	40.0%	
IN			35.0%	35.0%	35.0%	35.0%	35.0%	
BD			25.0%	35.0%	35.0%	35.0%	35.0%	
Export			48.0%	48.0%	48.0%	48.0%	48.0%	
Transport on sales already in CM								
Total CM II (after freight)			213,660	861,500	1,365,500	1,873,000	2,080,500	
CM II %			34%	37%	37%	37%	37%	
Selling Expenses								
Salaries (6% wage inflation)		-	197,450	314,396	333,260	353,255	374,451	
Sales commission (1%)		-	6,345	23,000	36,500	50,000	55,500	
Car		-	42,000	85,800	87,654	89,564	91,531	
Travel		-	30,250	48,110	49,253	50,431	51,644	
Marketing & representation		-	14,000	22,480	22,974	23,484	24,008	
Selling Expenses		-	290,045	493,786	529,641	566,733	597,133	
Unforeseen on Selling Exp	5.0%	-	14,502	24,689	26,482	28,337	29,857	
Sales Result		-	(90,887)	343,025	809,376	1,277,930	1,453,510	
Sales Result in %			-14%	15%	22%	26%	26%	
Production								
No. of Productions:			1	2	2	2	2	
Production Expenses			120,600	124,218	127,945	131,783	135,736	
Labour - white collar			4	8	8	8	9	
Warehouse								
No. of Warehouses			1	1	1	1	1	
Warehouse expenses			-	-	-	-	-	
Admin Expenses			15,500	15,965	16,444	16,937	17,445	
Total Cost			136,104	140,191	144,397	148,729	153,190	
Unforeseen on Costs	5.0%		6,805	7,010	7,220	7,436	7,660	
Overheads (in % on Sales)	0.0%		-	-	-	-	-	
EBITDA		-	(233,796)	195,824	657,760	1,121,765	1,292,660	
EBITDA Margin			-37%	9%	18%	22%	23%	
Depreciation								
Investment per Plant	5		-	-	-	-	-	
Investment per Production	10		7,000	7,000	7,000	7,000	7,000	
EBIT			(240,796)	188,824	650,760	1,114,765	1,285,660	
EBIT Margin			-38%	8%	18%	22%	23%	

Business Case MC-Tansania				Currency:	EUR thousand		
Invest							
No of customer plants	0		-	-	-	-	-
Investment per Plant	-		-	-	-	-	-
Investment per Production			70,000	-	-	-	-
Total Invest / Capex			70,000	-	-	-	-
Inventories incl. Inbound	60		69,179	236,466	375,534	514,027	570,329
Trade Receivables	90		156,452	567,123	900,000	1,232,877	1,368,493
Trade Payables	90		(103,769)	(354,699)	(563,301)	(771,041)	(855,493)
Total Net Working Capital			121,862	448,890	712,233	975,863	1,083,329
in % on Sales			19%	20%	20%	20%	20%
Inc (Dec) of Net Working Capital			121,862	327,028	263,342	263,630	107,466
Cash Cover within Month			52,875	191,667	304,167	416,667	462,500
Inc (Dec) of Cash Cover			52,875	138,792	112,500	112,500	45,833
Total Cash Flows before Taxes			(478,534)	(269,996)	281,917	745,635	1,139,361
No of Staff							
Sales & Overheads			7	9	9	9	9
Labour			4	4	4	4	4
Total Staff			11	13	13	13	13

Business Case MC-Tanzania

Currency: EUR thousand

Phase Max 1 Import

Sales	#Prodsys	2023	2024	2025	2026	2027	2028
CI	1		450,000	1,000,000	1,500,000	2,200,000	2,500,000
IN	1		90,000	750,000	1,250,000	1,500,000	1,650,000
BD	1		90,000	500,000	800,000	1,200,000	1,300,000
Export	1		4,500	50,000	100,000	100,000	100,000

Total Sales		634,500	2,300,000	3,650,000	5,000,000	5,550,000
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CM	#Prodsys	2023	2024	2025	2026	2027	2028
CI	1	157,500	350,000	525,000	770,000	875,000	
IN	1	31,500	262,500	437,500	525,000	577,500	
BD	1	22,500	125,000	200,000	300,000	325,000	
Export	1	2,160	24,000	48,000	48,000	48,000	
CI		35.0%	35.0%	35.0%	35.0%	35.0%	
IN		35.0%	35.0%	35.0%	35.0%	35.0%	
BD		25.0%	25.0%	25.0%	25.0%	25.0%	
Export		48.0%	48.0%	48.0%	48.0%	48.0%	

Transport on sales already in CM

Total CM II (after freight)		213,660	761,500	1,210,500	1,643,000	1,825,500
CM II %		34%	33%	33%	33%	33%

Selling Expenses	Wage Inflation	6.00%	Commission	1.00%		
Salaries	-	197,450	263,516	279,327	296,087	313,852
Sales commission	-	6,345	23,000	36,500	50,000	55,500
Car	-	42,000	61,800	63,654	65,564	67,531
Travel	-	30,250	38,110	39,253	40,431	41,644
Marketing & representation	-	14,000	16,480	16,974	17,484	18,008
Selling Expenses	-	290,045	402,906	435,709	469,565	496,534
Unforeseen on Selling Exp	5.0%	14,502	20,145	21,785	23,478	24,827
Sales Result	-	(90,887)	338,449	753,006	1,149,957	1,304,139
Margin on Sales		-14%	15%	21%	23%	23%

Production	General Inflation:	3.00%				
No. of Productions:		1	1	1	1	1
Production Expenses		120,600	124,218	127,945	131,783	135,736
Labour - white collar		4	4	4	4	5
Warehouse						
No. of Warehouses		1	1	1	1	1
Warehouse expenses		-	-	-	-	-
Admin Expenses		15,500	15,965	16,444	16,937	17,445
Total Cost		136,104	140,187	144,393	148,725	153,186
Unforeseen on Costs	5.0%	6,805	7,009	7,220	7,436	7,659
Overheads (in % on Sales)	0.0%	-	-	-	-	-
EBITDA	-	(233,796)	191,253	601,394	993,797	1,143,294
EBITDA Margin		-37%	8%	16%	20%	21%

Business Case MC-TansaniaCurrency: **EUR thousand****Depreciation**

Investment per Plant	5	-	-	-	-	-
Investment per Production	10	7,000	7,000	7,000	7,000	7,000

EBIT		(240,796)	184,253	594,394	986,797	1,136,294
EBIT Margin		-38%	8%	16%	20%	20%

Invest

<i>No of customer plants (e.g. Rec</i>	<i>0</i>	<i>0.0</i>	<i>0.0</i>			
Investment per plant	-	-	-	-	-	-
Plant		70,000	-	-	-	-
Total Invest / Capex		70,000	-	-	-	-

Inventories incl. Inbound	60	69,179	252,904	401,014	551,836	612,247
Trade Receivables	90	156,452	567,123	900,000	1,232,877	1,368,493
Trade Payables	90	(103,769)	(379,356)	(601,521)	(827,753)	(918,370)
Total Net Working Capital		121,862	440,671	699,493	956,959	1,062,370
in % on Sales		19%	19%	19%	19%	19%

Inc (Dec) of Net Working Capital		121,862	318,809	258,822	257,466	105,411
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Cash Cover within Month		52,875	191,667	304,167	416,667	462,500
Inc (Dec) of Cash Cover		52,875	138,792	112,500	112,500	45,833

Total Cash Flows before Taxes		(478,534)	(266,348)	230,072	623,831	992,050
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No of Staff

Sales & Overheads		7	7	7	7	7
Labour		4	4	4	4	4
Total Staff		11	11	11	11	11

Business Case MC-Tanzania

Currency: EUR thousand

Phase Max 2

Sales	#Prodsys	2023	2024	2025	2026	2027	2028
CI	0	-	-	-	-	-	-
IN	0	-	-	-	-	-	-
BD	0	-	-	-	-	-	-
Export	0	-	-	-	-	-	-

Total Sales	-	-	-	-	-	-
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CM	#Prodsys	2023	2024	2025	2026	2027	2028
CI	0	-	50,000	75,000	110,000	125,000	
IN	0	-	-	-	-	-	
BD	0	-	50,000	80,000	120,000	130,000	
Export	0	-	-	-	-	-	
CI							
IN							
BD							
Export							

Transport on sales already in CM

Total CM II (after freight)	-	100,000	155,000	230,000	255,000
CM II %					

<u>Selling Expenses</u>	<u>Wage Inflation</u>	6.00%	<u>Commission</u>	1.00%	
Salaries	-	50,880	53,933	57,169	60,599
Sales commission	-	-	-	-	-
Car	-	24,000	24,000	24,000	24,000
Travel	-	10,000	10,000	10,000	10,000
Marketing & representation	-	6,000	6,000	6,000	6,000
Selling Expenses	-	90,880	93,933	97,169	100,599
Unforeseen on Selling Exp	5.0%	4,544	4,697	4,858	5,030
Sales Result	-	4,576	56,371	127,973	149,371
Margin on Sales					

<u>Production</u>	<u>General Inflation:</u>	0.00%			
No. of Productions:	0	1	1	1	1
Production Expenses	-	-	-	-	-
Labour - white collar	-	4	4	4	4
Warehouse					
No. of additional Warehouses	0	0	0	0	0
Warehouse expenses	-	-	-	-	-
Admin Expenses	-	-	-	-	-
Total Cost	-	4	4	4	4
Unforeseen on Costs	5.0%	0	0	0	0
Overheads (in % on Sales)	0.0%	-	-	-	-
EBITDA	-	4,572	56,366	127,969	149,367
EBITDA Margin					

Business Case MC-Tanzania

Currency: EUR thousand

Depreciation

Investment per Plant	5	-	-	-	-	-
Investment per Production	10	-	-	-	-	-

EBIT	-	4,572	56,366	127,969	149,367
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EBIT Margin**Invest**

<i>No of customer plants (e.g. Rea</i>	0	0.0	0.0	0.0	0.0	0.0
Investment per plant	-	-	-	-	-	-
Investment per Production	-	-	-	-	-	-
Total Invest / Capex	-	-	-	-	-	-

Inventories incl. Inbound	60	-	(16,438)	(25,479)	(37,808)	(41,918)
Trade Receivables	90	-	-	-	-	-
Trade Payables	90	-	24,658	38,219	56,712	62,877
Total Net Working Capital	-	-	8,219	12,740	18,904	20,959

in % on Sales

Inc (Dec) of Net Working Capital	-	8,219	4,521	6,164	2,055
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Cash Cover within Month	-	-	-	-	-
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Inc (Dec) of Cash Cover	-	-	-	-	-
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Total Cash Flows before Taxes	-	(3,647)	51,846	121,804	147,312
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No of Staff

Sales & Overheads	-	2	2	2	2
Labour	-	-	-	-	-
Total Staff	-	2	2	2	2

CUSTOMER DET

ProdSys	BU	Segmentation	Phase	2024	2025	2026	2027	2028	CM II %	Mark-Up	Mark-Up	Phase 1					Phase 2				
												2024	2025	2026	2027	2028	2024	2025	2026	2027	2028
												1	1	1	1	1	2	2	2	2	2
Total				634,500	2,300,000	3,650,000	5,000,000	5,550,000				213,660	761,500	1,210,500	1,643,000	1,825,500	31,500	100,000	155,000	230,000	255,000
9b Admixture - Readymix	CI	9 Admixtures	1	450,000	1,000,000	1,500,000	2,200,000	2,500,000	35%	5%	0%	157,500	350,000	525,000	770,000	875,000	22,500	50,000	75,000	110,000	125,000
15 Mineral Waterproofing	BD	15 Mineral Waterproofing	1	90,000	500,000	800,000	1,200,000	1,300,000	25%	10%	0%	22,500	125,000	200,000	300,000	325,000	9,000	50,000	80,000	120,000	130,000
Projects	IN	Projects	1	90,000	750,000	1,250,000	1,500,000	1,650,000	35%	0%	0%	31,500	262,500	437,500	525,000	577,500	-	-	-	-	-
Export	Export	Export	1	4,500	50,000	100,000	100,000	100,000	48%	0%	0%	2,160	24,000	48,000	48,000	48,000	-	-	-	-	-

Based on production in Germanistan
 includes X% of transport costs / deliveries to customers

Phase 1	Phase 2	Phase 3
0%	0%	0%

Productsystems

Contribution Margin Assumption

	sales per kg	COGS	Phase 1			Phase 2			Phase 3	
			CM I	CM II	markup due to production	CM I	CM II	markup due to production	CM I	CM II
Concrete										
5 Cement-Free Mortar Systems	100	45.00	55%	55%		55%	55%		55%	55%
9 Admixtures										
9a Admixtures - Precast	100	70.00	30%	30%		30%	30%		30%	30%
9b Admixture - Readymix	100	65.00	35%	35%	5%	40%	40%		40%	40%
9c Admixture - Jobsite	100	70.00	30%	30%		30%	30%		30%	30%
10 Additives for Concrete Goods	100	70.00	30%	30%		30%	30%		30%	30%
11 Additions for Concrete	100	55.00	45%	45%		45%	45%		45%	45%
12 Curing Agents	100	55.00	45%	45%	5%	50%	50%		50%	50%
18 Concrete Cosmetics and Design	100	55.00	45%	45%		45%	45%		45%	45%
19 Grouts	100	55.00	45%	45%		45%	45%		45%	45%
21 Release Agents	100	55.00	45%	45%		45%	45%		45%	45%
43 Waterproofing Admixtures	100	56.00	44%	44%		44%	44%		44%	44%
44 Grinding Aids	100	55.00	45%	45%		45%	45%		45%	45%
Refurbishment & Protection										
1 Concrete Repair	100	60.00	40%	40%		40%	40%		40%	40%
2 Surface Protection - Dispersion	100	55.00	45%	45%		45%	45%		45%	45%
3 Injection	100	55.00	45%	45%		45%	45%		45%	45%
6 Structural Strengthening	100	85.00	15%	15%		15%	15%		15%	15%
8 Surface Protection - Resin	100	55.00	45%	45%		45%	45%		45%	45%
13 Hydrophobic Agents	100	55.00	45%	45%		45%	45%		45%	45%
22 Road Resins	100	55.00	45%	45%		45%	45%		45%	45%
23 Plasters & Masonry Mortars	100	55.00	45%	45%		45%	45%		45%	45%
24 Konudur Liner Systems	100	55.00	45%	45%		45%	45%		45%	45%
25 Surface Protection - Mineral	100	55.00	45%	45%		45%	45%		45%	45%
38 Adhesives	100	55.00	45%	45%		45%	45%		45%	45%
Flooring										
4 Resin Flooring	100	65.00	35%	35%		35%	35%		35%	35%
Waterproofing										
14 Bituminous Waterproofing	100	55.00	45%	45%		45%	45%		45%	45%
15 Mineral Waterproofing	100	75.00	25%	25%	10%	35%	35%		35%	35%
16 Reactive and Dispersion Waterpr	100	55.00	45%	45%		45%	45%		45%	45%
17 Membrane Waterproofing	100	55.00	45%	45%		45%	45%		45%	45%
43 Crystallising Waterproofing	100	55.00	45%	45%		45%	45%		45%	45%
Sealants										
7 Sealants and Joint Profiles	100	55.00	45%	45%		45%	45%		45%	45%
42 ECI Sealants	100	55.00	45%	45%		45%	45%		45%	45%
Building Finishing										
20 Screeds	100	55.00	45%	45%		45%	45%		45%	45%
27 Mold Stop	100	55.00	45%	45%		45%	45%		45%	45%
28 Wood Coating	100	55.00	45%	45%		45%	45%		45%	45%
29 Landscaping and Gardening	100	55.00	45%	45%		45%	45%		45%	45%
30 Building Boards	100	55.00	45%	45%		45%	45%		45%	45%
31 Primers for Tiling Systems	100	55.00	45%	45%		45%	45%		45%	45%
32 Tile Adhesive	100	55.00	45%	45%		45%	45%		45%	45%
33 Grouts for Tiling	100	55.00	45%	45%		45%	45%		45%	45%
34 Leveling Mortars	100	55.00	45%	45%		45%	45%		45%	45%

35 Floor Adhesives	100	55.00	45%	45%	45%	45%	45%	45%	45%
36 Noise Reduction and Decoupling	100	55.00	45%	45%	45%	45%	45%	45%	45%
39 Facade Systems (Plitonit)	100	60.00	40%	40%	40%	40%	40%	40%	40%
Projects	100	65.00	35%	35%	35%	35%	35%	35%	35%
Export	100	52.00	48%	48%	48%	48%	48%	48%	48%
Others	100	52.00	48%	48%	48%	48%	48%	48%	48%

Margin Decline for new Market Entry			0%		0%		0%
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Concrete

5 Cement-Free Mortar Systems	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%
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9 Admixtures

9a Admixtures - Precast	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
9b Admixture - Readymix	35.0%	35.0%	40.0%	40.0%	40.0%	40.0%
9c Admixture - Jobsite	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
10 Additives for Concrete Goods	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
11 Additions for Concrete	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
12 Curing Agents	45.0%	45.0%	50.0%	50.0%	50.0%	50.0%
18 Concrete Cosmetics and Design	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
19 Grouts	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
21 Release Agents	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
43 Waterproofing Admixtures	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%
44 Grinding Aids	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%

Refurbishment & Protection

1 Concrete Repair	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
2 Surface Protection - Dispersion	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
3 Injection	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
6 Structural Strengthening	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%
8 Surface Protection - Resin	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
13 Hydrophobic Agents	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
22 Road Resins	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
23 Plasters & Masonry Mortars	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
24 Konudur Liner Systems	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
25 Surface Protection - Mineral	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
38 Adhesives	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%

Flooring

4 Resin Flooring	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%
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Waterproofing

14 Bituminous Waterproofing	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
15 Mineral Waterproofing	25.0%	25.0%	35.0%	35.0%	35.0%	35.0%
16 Reactive and Dispersion Waterproofi	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
17 Membrane Waterproofing	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
43 Crystallising Waterproofing	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%

Sealants

7 Sealants and Joint Profiles	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
42 ECI Sealants	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%

Building Finishing

20 Screeds	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
27 Mold Stop	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
28 Wood Coating	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
29 Landscaping and Gardening	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
30 Building Boards	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
31 Primers for Tiling Systems	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
32 Tile Adhesive	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
33 Grouts for Tiling	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
34 Leveling Mortars	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
35 Floor Adhesives	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
36 Noise Reduction and Decoupling Systems	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
39 Facade Systems (Plitonit)	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Projects	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%
Export	48.0%	48.0%	48.0%	48.0%	48.0%	48.0%
Others	48.0%	48.0%	48.0%	48.0%	48.0%	48.0%
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

		SUM OF PEOPLE														
No.	Name	Position	Function	Phase	Year	2023	2024	2025	2026	2027	2028	Salary	Car	Travel	Marketing and representations	
												296,600	84,000	47,000	22,000	449,600
1	Mr. Heny Mulima	Director		1	2024	0%	100%	100%	100%	100%	100%	110,000	12,000	20,000	10,000	0
2	Mr.Meckson	QC / Production /LAB	Admixture	1	2024	0%	75%	100%	100%	100%	100%	12,000	12,000	1,000	0	0
3	Mr. Felix	Sales\Customer service	Admixture	1	2024	0%	75%	100%	100%	100%	100%	24,000	12,000	5,000	3,000	0
4	Ms.Zafarani	asst GM\admin\Finance		1	2024	0%	75%	100%	100%	100%	100%	27,600	0	500	500	0
5	NN	Office lady		1	2024	0%	75%	100%	100%	100%	100%	9,000	0	500	500	0
		Mining engineer		1	2024	0%	50%	100%	100%	100%	100%	33,000	12,000	5,000	1,000	
6	NN	IN sales engineer	CI\IN\BD	1	2024	0%	50%	100%	100%	100%	100%	33,000	12,000	5,000	1,000	0
7	P2 -1	Sales\Customer service	CI\IN\BD	2	2025	0%	0%	100%	100%	100%	100%	24,000	12,000	5,000	3,000	0
8	P2-2	Sales\Customer service	CI\IN\BD	2	2025	0%	0%	100%	100%	100%	100%	24,000	12,000	5,000	3,000	0

WAREHOUSR & PRODUCTION

Investment / Capex

Cost p.a.

Register	
Machinery	30,000
Racking	
Laboratory	30,000
IT Costs	10,000
Processing / Settings	

Total Cash Flow 70,000

Pump & Dosage Equip. & Tanks -

Ongoing Production Expenses

Warehouse	88,000
Rent, Taxes	-
Electricity	-
Insurances	-
Licences	3,600
Waste	-
Forklifts	25,000
Maintenance	4,000

Total Production Expenses 120,600

Staff warehouse & production -
Staff Others 4

Total Labour 4

Plant Costs 120,604

Ongoing Warehouse expenses

Rent of Warehouse
Electricity/Gas

Total Warehouse Expenses -

Ongoing Admin Expenses

Rent of office
external accounting / audit 4,500
Internet Servers etc
legal advise 6,000
Insurance 5,000

Real Offer Product Liability Funk - 21.9.2023 2 Mio Coverage - \$40k + D.&.O +other \$20k

Total Admin Expenses 15,500

TOTAL COSTS 136,104

Assumed margin of 44% 1,458,457
Volume break even 1,750,148

Break even Sales
Volume Break even

INV.ITEM LIST

Sr.no	Laboratory Equipment	Remarks	Germany Labor Technik	UAE Intermodal	UAE Sigma
1	Cubes 150x150 concrete	12 pieces			150 1440
2	Mortar cubes 50x50	Cubes: 6pcs.			2000
3	Compression Testing Equipment	Capacity 2000kN automatic + mounting plates	15111		49800
4	Mortar mixer 5L	Ok	2948		16860
5	Vibrating table.	600mm x 400. Slightly larger than this	836		5270
6	Sieves	Sieves Diameter;400			
	Pan.				
	0.063mm,	You need sieve shaker also. Yes	86.4		
	0.125mm,		86.4		
	0.300mm,		86.4		
	0.6mm,		86.4		
	1mm,.		87.3		
	16mm,		123.3		
25mm		123.3			
7	Sieve Shaker		870		3000
8	Slump cone + tamping rod	Ok	69		360
9	Weighing scale(220gm)	readings 0.1 max	200		1200
			21047.4		79930 in AED 20182 in EUR

FIXED COST

Estimated outflow of cash	Annual in USD
Rent	66900
Salary	248800
Mixing Tank	24000
Lab equipments	30000
Lawyer	6000
Audittax	4500
Cars	48000
Laptops, mobile & Furniture	10000
First order of SNF,PCE, additives & IBCs	50000
	488200
Unexpected cost	585840

Thank you & Stay updated

