



**CEMENGAL**

*The alternative*

# CEMENGAL, 25 years working in the CEMENT INDUSTRY



**Turnkey cement grinding projects**  
**Grinding circuit upgrades**  
**Cooling tower upgrades**  
**Equipament supplies**  
**Cement silos**  
**Turnkey integrated clinker lines of production**





# From engineering... ... to mounting and start-up





# Our Principles

*The alternative*

**Our Vision:**

To be “The Alternative” by satisfying our Clients’ needs, while building a lasting relation based on partnership

**Our Mission:**

To offer the best quality/price integrated solutions while maximizing flexibility end minimizing risk



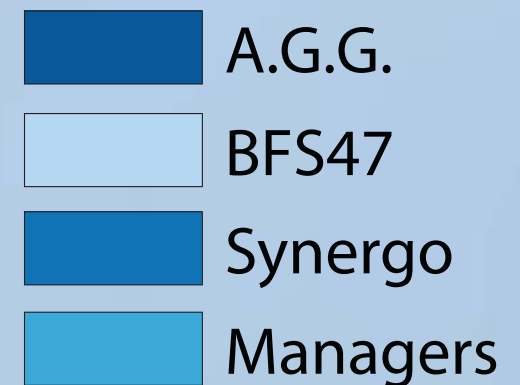
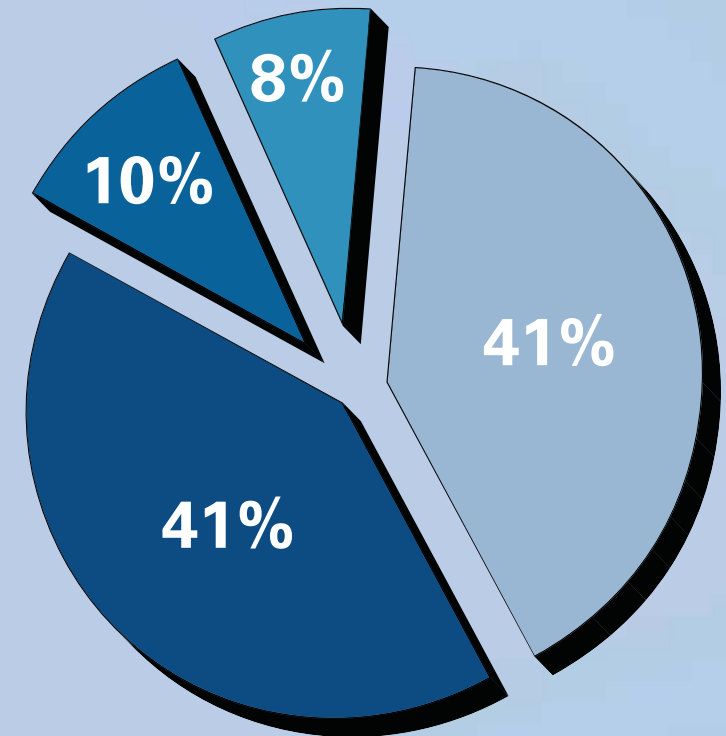
# Ownership

## Privately held Limited Responsibility Company

The Spanish and Italian founders control 82% of the shares

Top managers are minority shareholders, with 8% of the shares

Synergo, an Italian investment fund, owns 10% of the shares



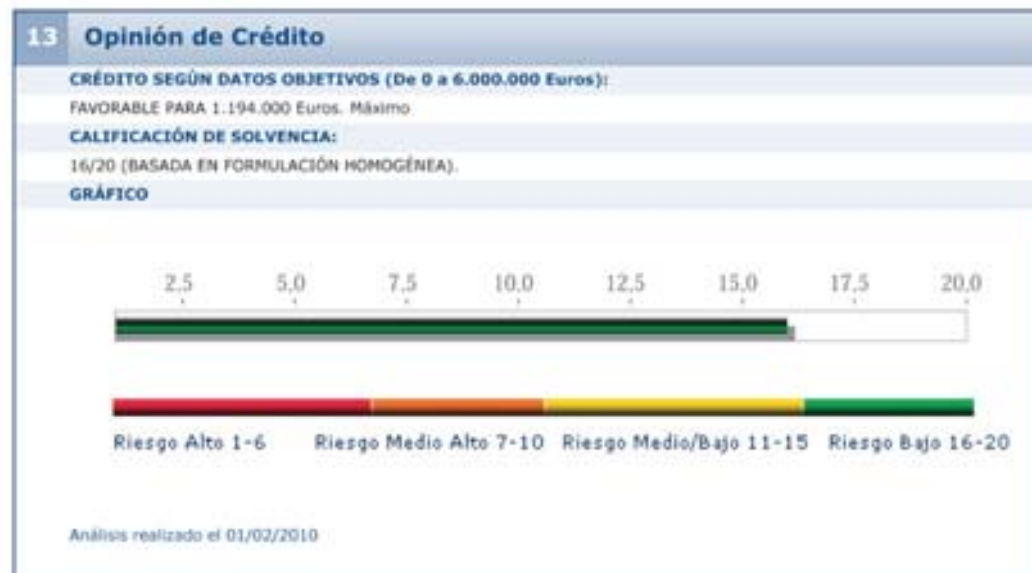
# Solid fundamentals



**Profitability:** 5/9  
**Debt:** 6/9  
**Cash Flow:** 8/9  
**Balance:** 9/9  
**Track Record:** 9/9  
**Incidents:** 9/9

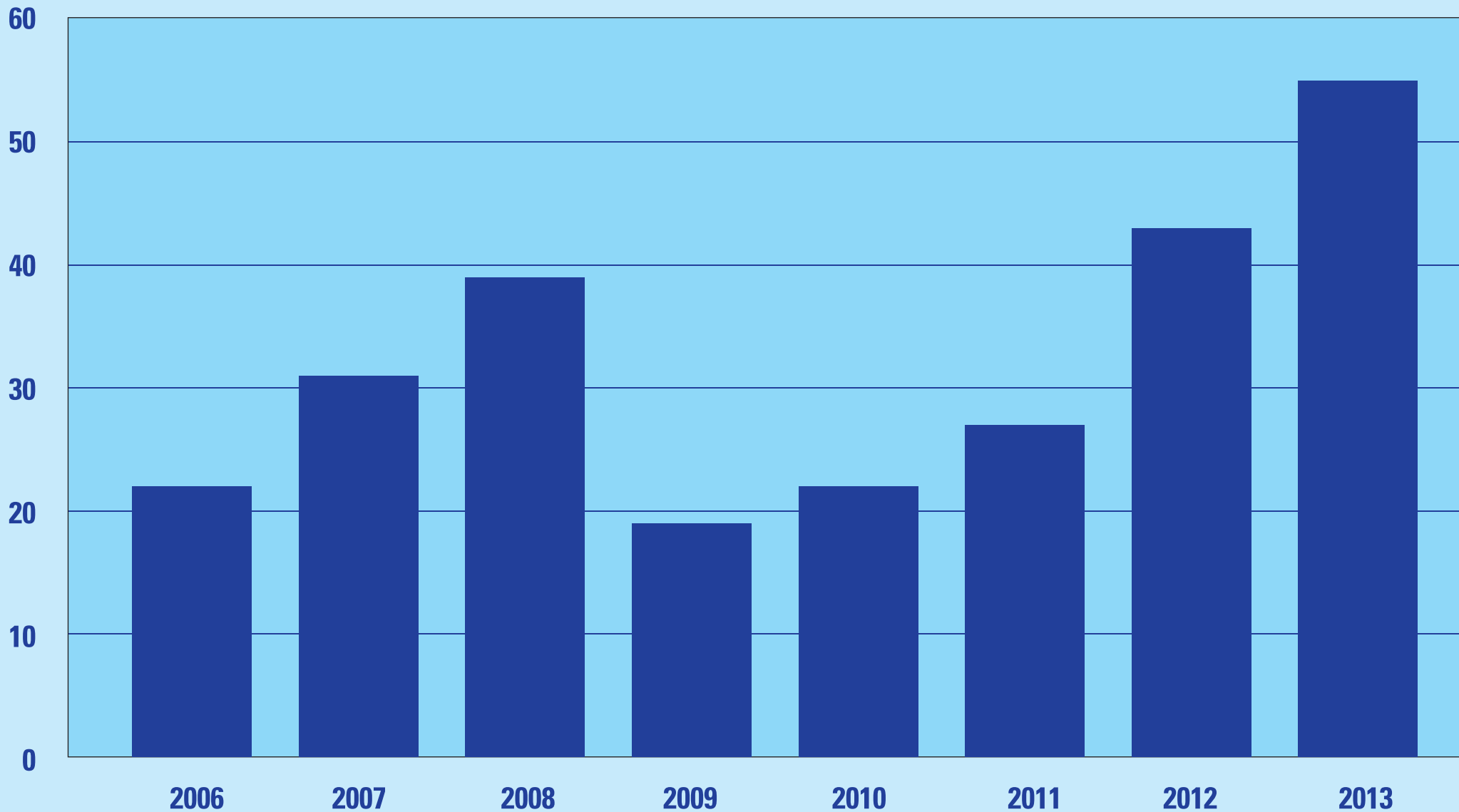
**Dun & Bradstreet rated CEMENGAL with a score of 16/20 in 02/2010**

**CEMENGAL has 15.5 M Euro revolving line of Bank Bonds**





## Turnover (Million Euros)



# Company Worldwide

## **The Madrid Head Office**

70 Highly skilled professionals

## **Cementec Maroc – Casablanca**

Commercial Unit

## **Cemengal Latin America – Sao Paulo**

Project Management & commercial Unit

## **Cemengal Asia - Shanghai**

Procurement Unit

## **Cemengal Italia - Milan**

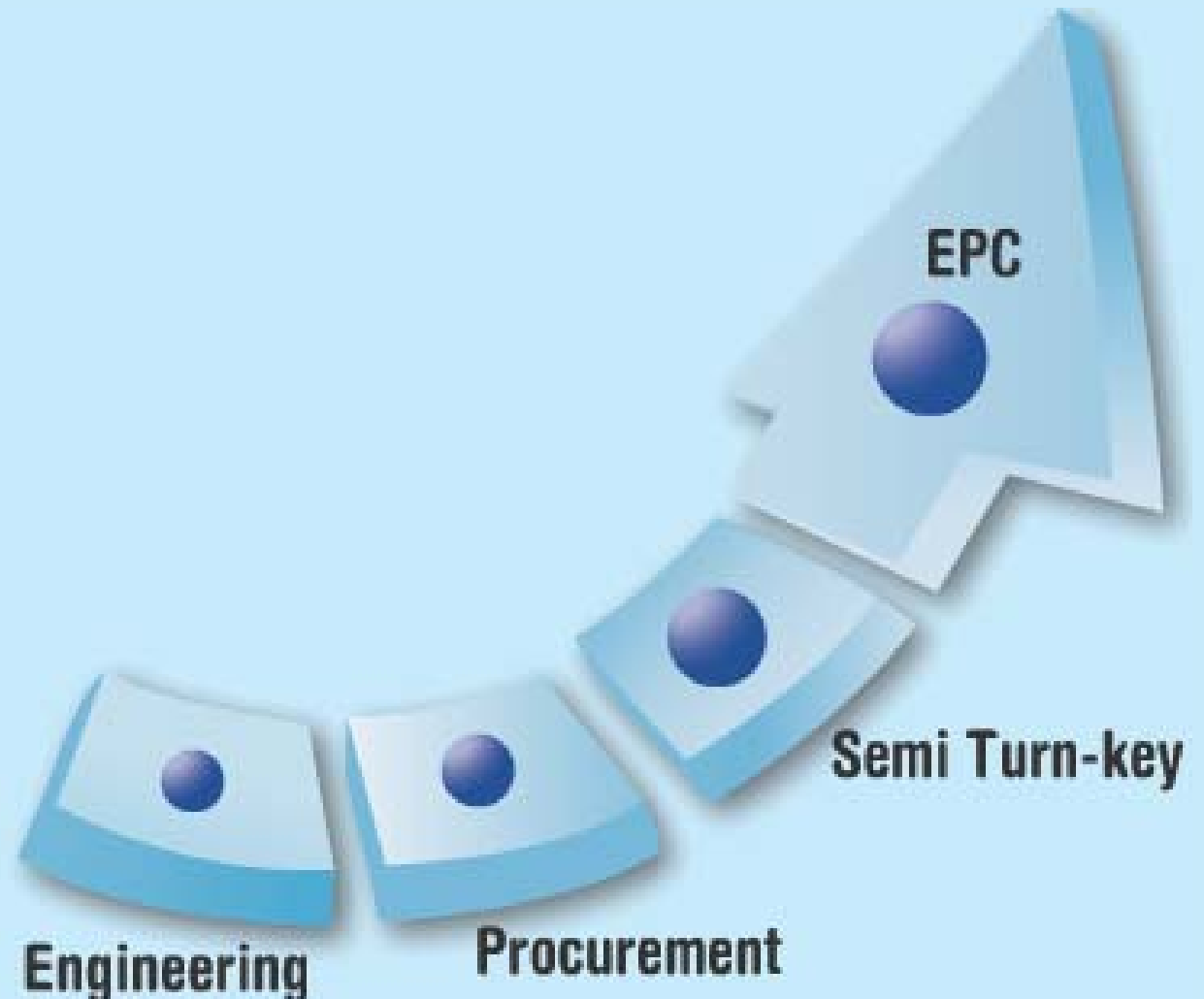
Procurement Unit



# Company profile

## Core Business Units:

Clinker, slag & raw meal Grinding  
Pyro Sections Upgrades  
Transport systems  
Port & train terminals Machinery  
Alternative fuels Systems  
Plug&Grind®





# Our Projects

**25 years operating in the Global Cement Industry providing worldwide:**

**Engineering**  
**Procurement**  
**Construction**



## Company profile: Worldwide Presence



# Engineering & Services

**Quick response and tailor made projects,  
even with scarce data:**

- **Feasibility Studies**
- **In house basic and detailed engineering**
  - Mechanical**
  - Electrical**
  - Civil**
- **Fabrication plans**
- **Erection plans**





# Procurement: Our equipment

## PROPRIETARY DESIGN – The best quality/price

**Horizontal ball mills**

**Plug&Grind®**

**Storage halls**

**Storage silos for cement and raw meal**

**Transport systems: bucket elevators, conveyors, airslides**

## Through strategic agreements

**Filters, quenchers**

**Classifiers**

**Vertical Roller Mills**

**Pre-calciners**

**Clinker coolers**



# Plug & Grind™ – The Alternative Grinding Solution

**The P&G allows a production of 90.000 t/y of OPC with low CapEx and very quick time to market.**





# Plug & Grind™ – The Alternative Grinding Solution





# Plug & Grind™ – The Alternative Grinding Solution





# Plug & Grind™ – The Alternative Grinding Solution



# Plug & Grind™ – The Alternative Grinding Solution





# Plug & Grind™ – The Alternative Grinding Solution



# Construction

Local suppliers and manufactures under  
Cemengal's supervision:

**Steel structure fabrication and erection**

**Equipment erection**

**Civil works**





# Our Safety policy – ZERO Accidents

## **ONLY ONE POLICY: ZERO ACCIDENTS**

**Average manhours/year = 150.000 Cemengal + 150.000 sub-suppliers**

**ZERO fatalities in 25 years of operation;**

**ZERO Injuries 2010-2013;**

**Three minor injuries 2007-2009.**



**We have been improving and our commitment is never to lower our standard.**



**Cemengal's workers are like a family, sons replaced their fathers in our team...  
their safety is our first concern, for real.**

# Our Safety policy – ZERO Accidents

**LAFARGE MAROC** 2009  
La 24 février 2010

De Pierre Darnon Au personnel de Lafarge Maroc

**Cement Awards 2009**

Les Cement Awards 2009 récompensent les meilleures réalisations dans le Groupe et ont pour but de célébrer les succès dans les domaines suivants :

- ✓ Santé & Sécurité
- ✓ Réduction des coûts & gestion du cash
- ✓ Innovation et orientation Clients
- ✓ Développement des collaborations
- ✓ Développement durable

530 dossiers ont été envoyés provenant de 35 BUs. Cela représente une augmentation de 70 % par rapport à l'action 2008.

52 prix ont été attribués, dont 24 quantitatifs (basés sur les résultats obtenus), et 28 qualitatifs (projets présentés et sélectionnés).

**Lafarge Maroc a remporté 4 prix ce qui est un record**

Usine de Bousskora	Meilleure réduction du nombre d'accidents de travail avec arrêt
Usine de Tétouan	Meilleur démarrage
Usine de Tétouan	Meilleure fiabilité sur 3 années consécutives
Usine de Tingi	Station de broyage la mieux maîtrisée

Tous les prix remportés par le Maroc sont quantitatifs.

Au même moment, Bruno Lafont annonçait à Lafarge Pâtes Maroc son intégration dans le club d'excellence en matière de santé et sécurité dans le Groupe.

Cement Awards 2009 24/02/2010 HesLJ2

**Holcim** Holcim Liban S.A.L.  
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At: Darío del Fraile

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Chefka, 15.05.09

**SUBJECT: MLL 18 - EXPRESSION OF SATISFACTION**

Dear Sirs,

By the present, Holcim Liban SAL is glad to express its satisfaction to Cemengal SA for the successful completion on FTK basis of the project:

New MLL 18, Chefka Plant, Liban

The captioned Project was completed with zero accidents, complying with Holcim's stringent safety standards on time and according to specification, achieving a cement production superior to the guarantee value.

Best regards

  
 Fadi Khouri  
 Responsable travaux Neuf

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# Our quality policy

Cemengal's commitment to quality is paramount and serves as foundation to its way of working.

Cemengal is certified ISO 9001:2008



Núm. 40302  
ISO 9001:2008



## Lasting relationships...



1995	Yeles :	EPC upgrade of cooler
2004		P filters
1997	Jerez :	EPC upgrade of the pre-heater & new filters
2003		EPC upgrade of grinding circuit
2004		EPC new stainless steel stack
2001	Gádor :	EPC upgrade of cooler and of grinding circuit
2002	Torredonj:	EPC upgrade of grinding circuit
2004	Lorca:	EPC upgrade of grinding circuit
2007		stainless steel stack
2006	Chekka:	EPC upgrade of grinding circuits 16 & 17
2008		EPC new grinding line 18
2011	Barroso:	EP new grinding line, Phoenix Project
	Port Kembla:	EP(C) new grinding line
2013	Ivory Coast:	EPC new grinding line

## ...are key to a comun success



1995	Niebla:	upgrade of cooler
1999	Montcada:	upgrade of cooler, kiln & preheater kilnhood
2003	Villaluenga:	upgrade of cooler
2004		kilnhood
2005	SPLC:	new semi turnkey grinding station
2006	Tanger:	new turnkey grinding station
2006	Tarragona:	new semi turnkey grinding station
2007	Bouskoura:	upgrade of cooler
2007	Sagunto:	upgrade of cooler
2007	Sete:	new turnkey grinding station
2008	M'Sila:	semi turnkey grinding station
2011	Hope UK:	PFA wagons unloading and pneumatic conveying



# Our Projects. Grinding Stations



# Cementos Quetzal, Guatemala – Cemex

2006: FTK Supply – storage hall, feed, BM building, silos, bulk load, packing





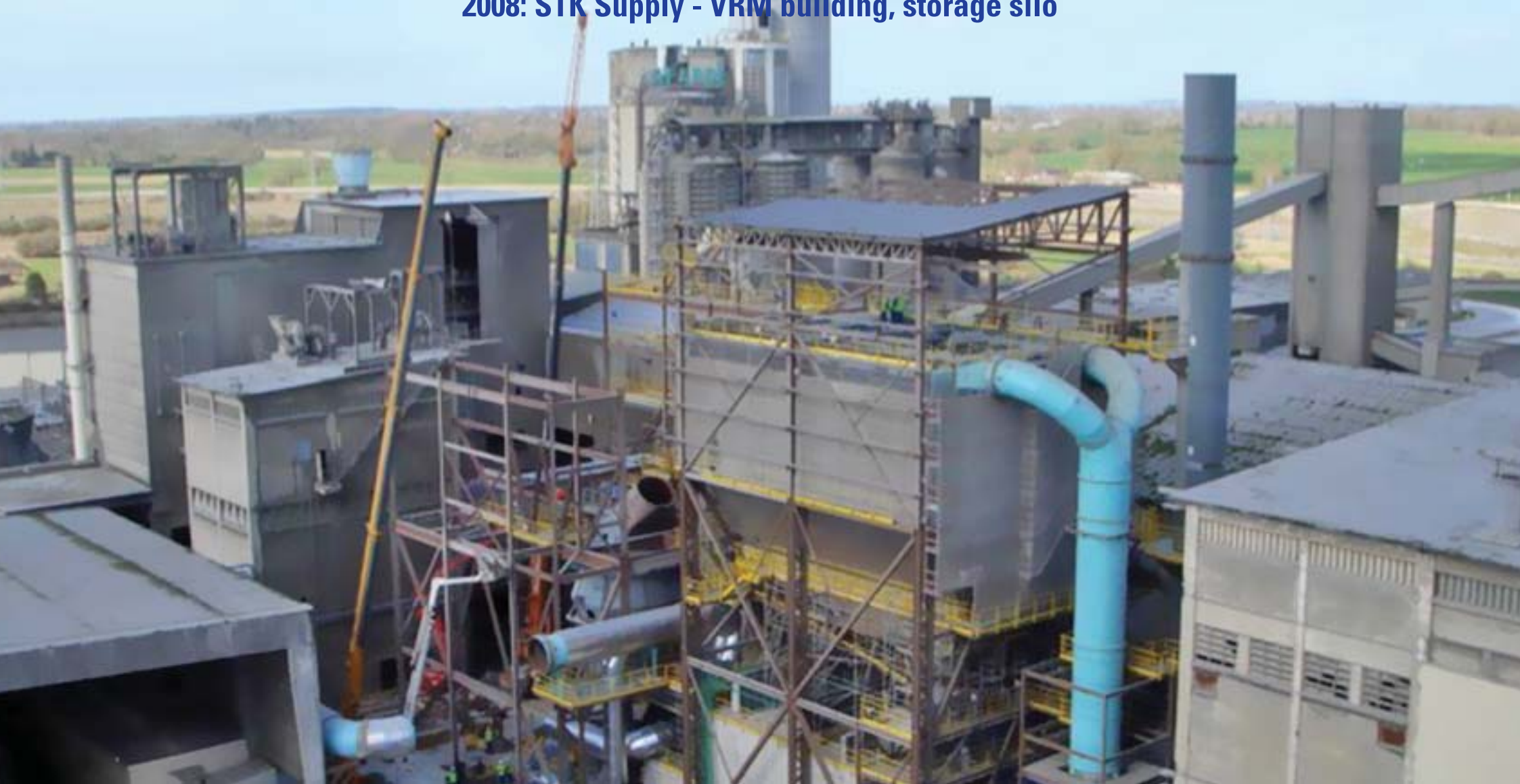
# Villasequilla, Spain – Orascom

2007: STK Supply – storage hall, feed , 2x BM building, silos, bulk load & packing



# SPLC, France – Lafarge

2008: STK Supply - VRM building, storage silo





# Chekka, Lebanon – Holcim

2006-2008: FTK Supply – Lines 16, 17, 18, BM building



# Tanger, Morocco - Lafarge

2008: FTK Supply - BM building, storage silo, truck load, packing





# Tarragona, Spain – Lafarge

2009: STK Supply - VRM building, bin building, storage silo





# Sete, France – Lafarge

**2010: STK Supply – feed system, BM building, storage silo, bulk load, mixing plant**



# Ghent, Belgium – Espabel

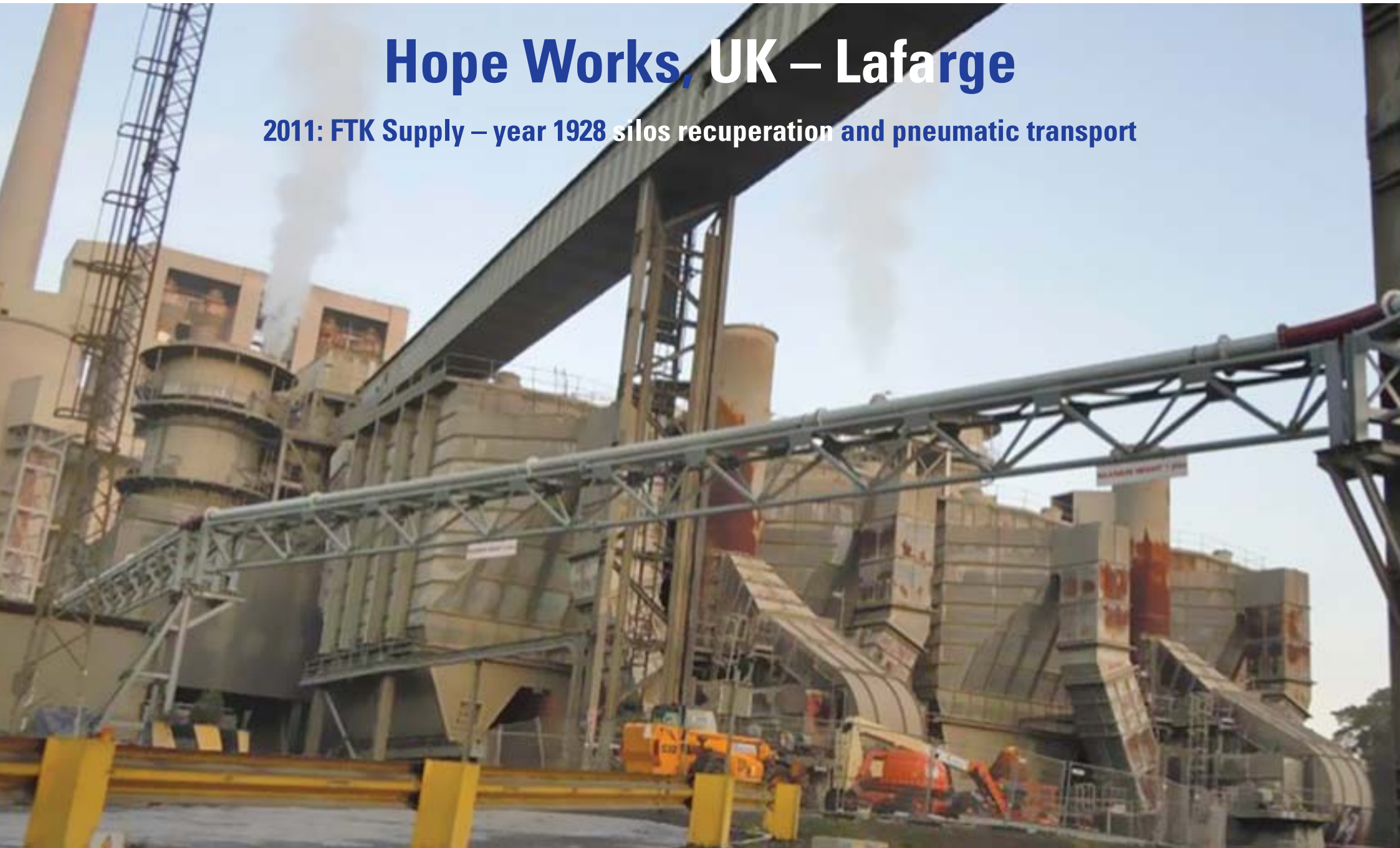
**2012: STK Supply – storage hall, feed, BM building, silos, truck load, packing**





# Hope Works, UK – Lafarge

**2011: FTK Supply – year 1928 silos recuperation and pneumatic transport**





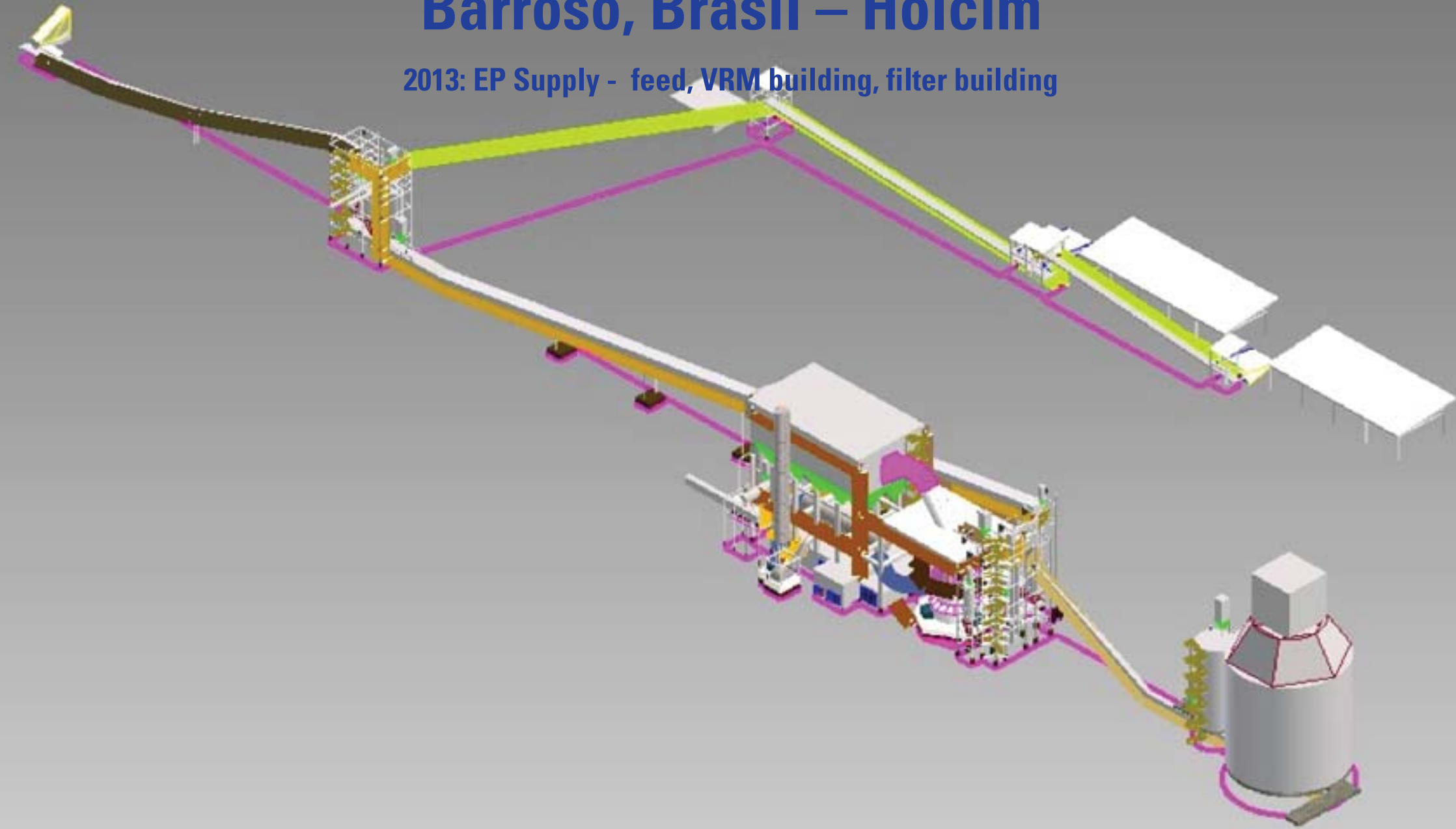
# M'Sila, Algeria – ACC

2013: STK Supply – feed, BM building, silos



# Barroso, Brasil – Holcim

2013: EP Supply - feed, VRM building, filter building







# Port Kembla, Australia – Holcim/Heidelberg

2013: Pre-assembled EP – boat discharge, storage hall, VRM and bin building, silos



# CEMENGAL means:

**High quality**

**Fair pricing**

**Know how**

**Safety**

**Flexibility**

**Reliability**

