



HeidelbergCement Success Story in GEORGIA

Presented by Andreas Kern – Member of the Management Board
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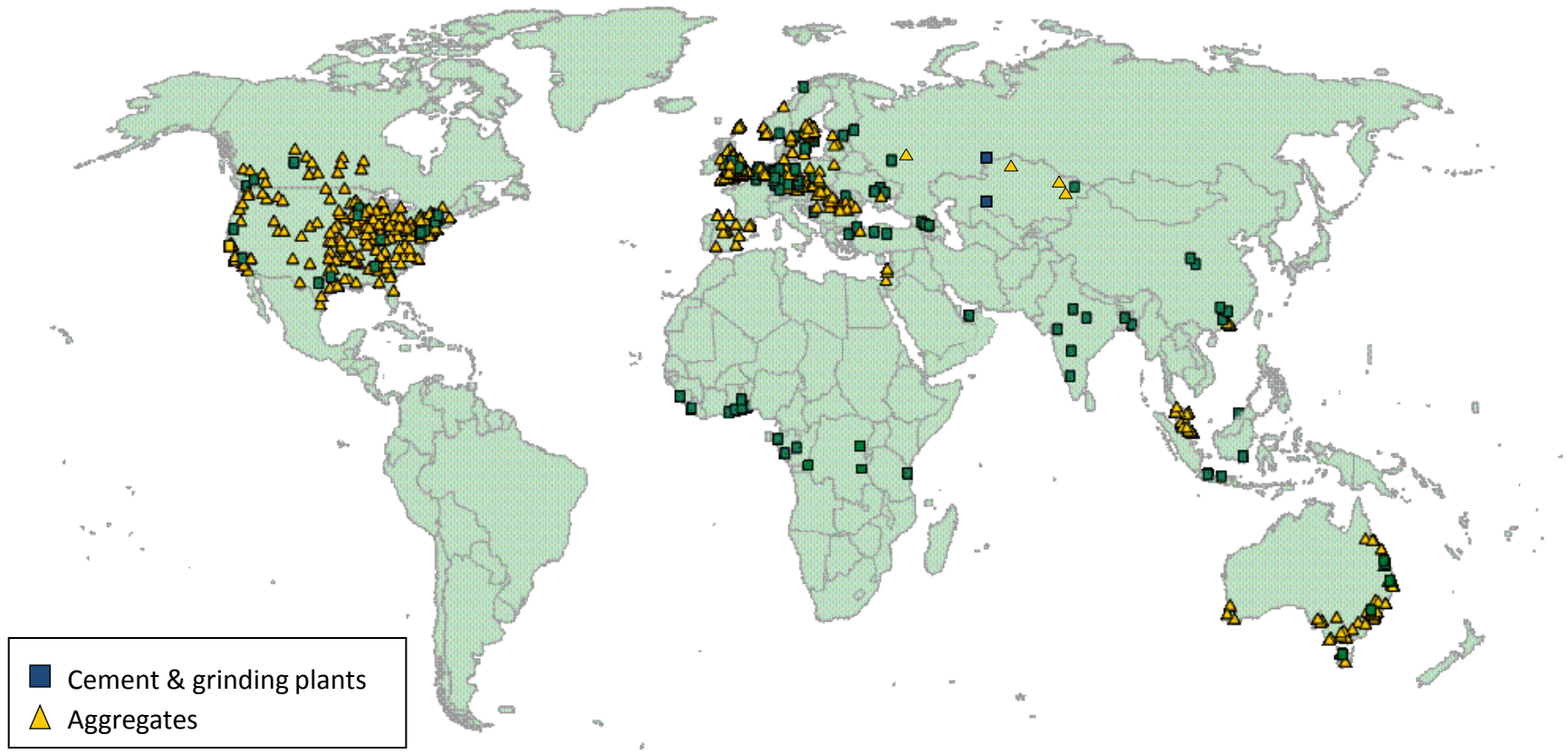
1 HeidelbergCement Worldwide Overview

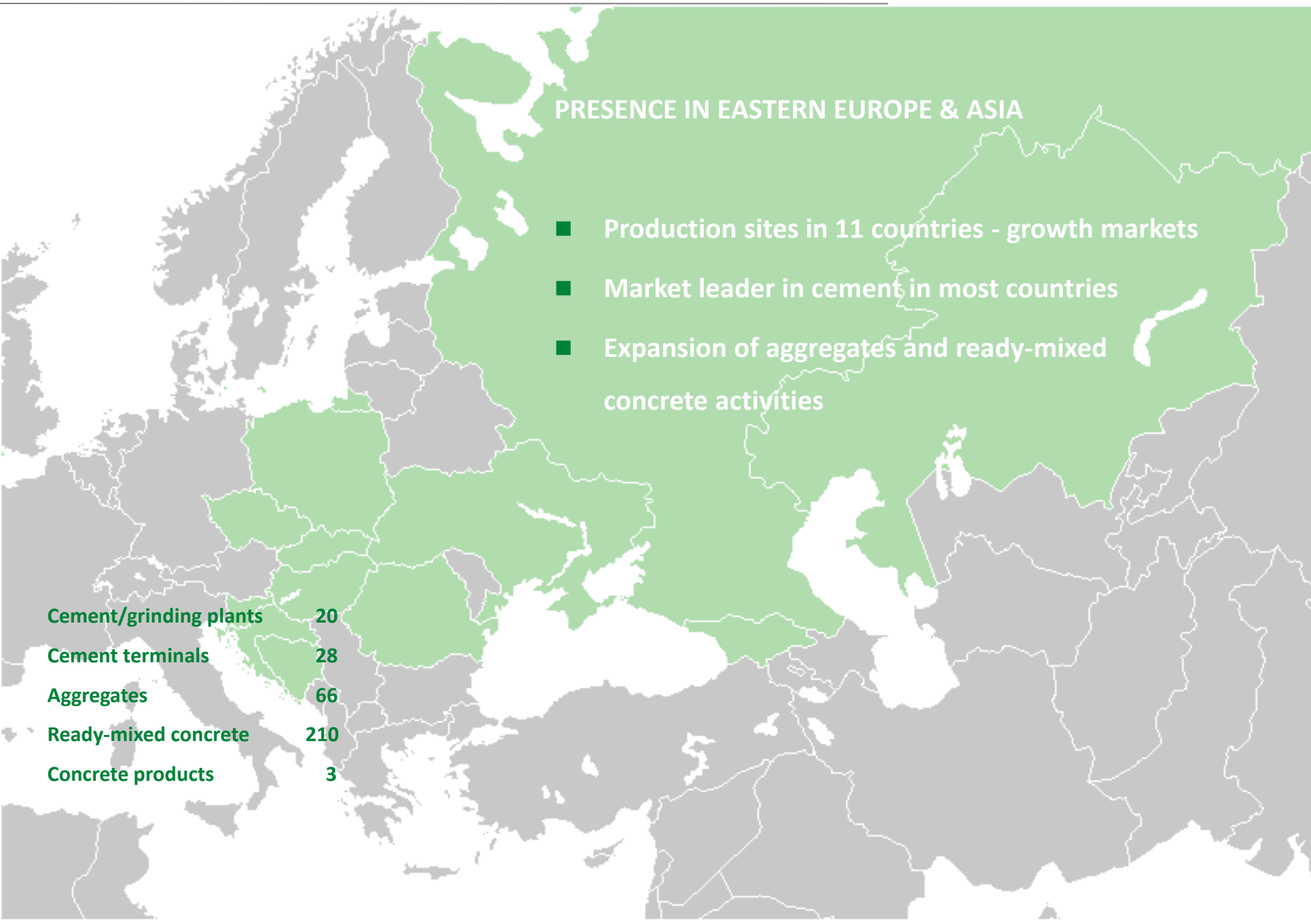
2 HeidelbergCement Caucasus Development since 2006

3 Strategic Plan 2015-2018 & Main Projects

4 Facts and Figures

- 52.000 employees worldwide
- 2.500 locations in more than 40 countries
- Cement capacity 119 million tonnes





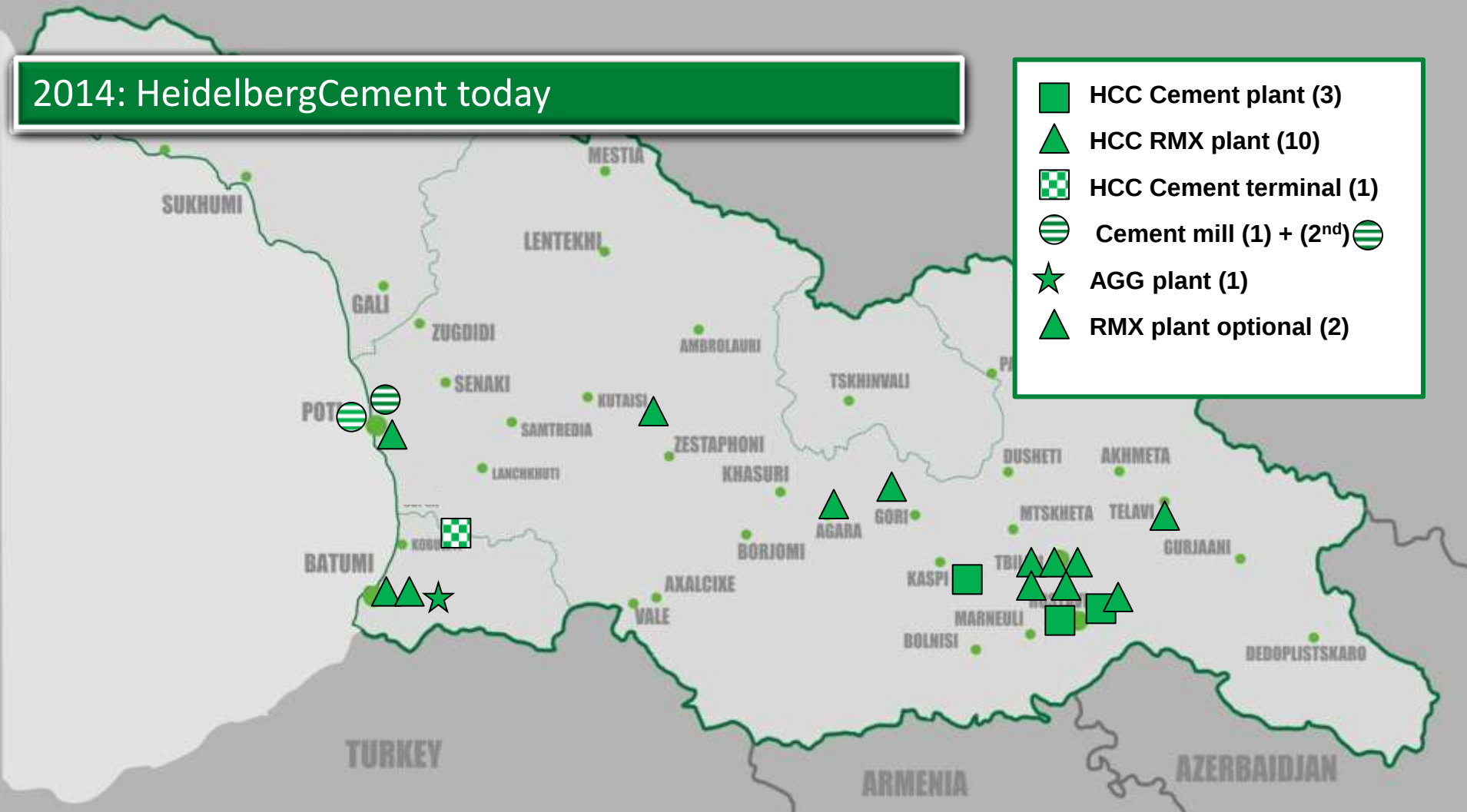
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4 Facts and Figures

2014: HeidelbergCement today



- By the Middle of 2014 production in newly- acquired Poti cement mill will have doubled
- Two additional RMX plants are planned for Rustavi and Kutaisi
- Estimated investments 2013-2014: up to 20 million USD

2012-2015

Rustavi, modernization 2.5 Million. U.S.D.

Kaspi, cement plant, modernization 4.5 Million. U.S.D.

Poti, cement plant purchase,first Mill 5.0 Million. U.S.D.

Batumi, first concrete plant 1.2 Million. U.S.D.

Agara-Ruisi, Highway plant 1.8 Million. U.S.D.

Akhmeta, HPP concrete plant 1.0 Million. U.S.D.

Orkhevi, concrete plant 1.4 Million. U.S.D.

Batumi, second concrete plant 1.5 Million. U.S.D.

Poti, cement plant modernization, first Mill 2.5 Million. U.S.D.

HeidelbergBeton's total investment 1.0 Million. U.S.D.

Poti, cement plant second Mill building 2.5 Million. U.S.D

Poti, cement plant modernization, second Mill 2.5 Million. U.S.D

HeidelbergBeton's new concrete plant 2.1 Million. U.S.D

Total (Approx)

30 Million U.S.D

HEIDELBERGCEMENT

One of the biggest investors in Georgia

- Investment since 2006 till present - 284 Million USD
- Investment plan for 2015-2018 - 100 Million USD

Total investment - 384 Million USD

for plants modernization, expansion and capacity increase



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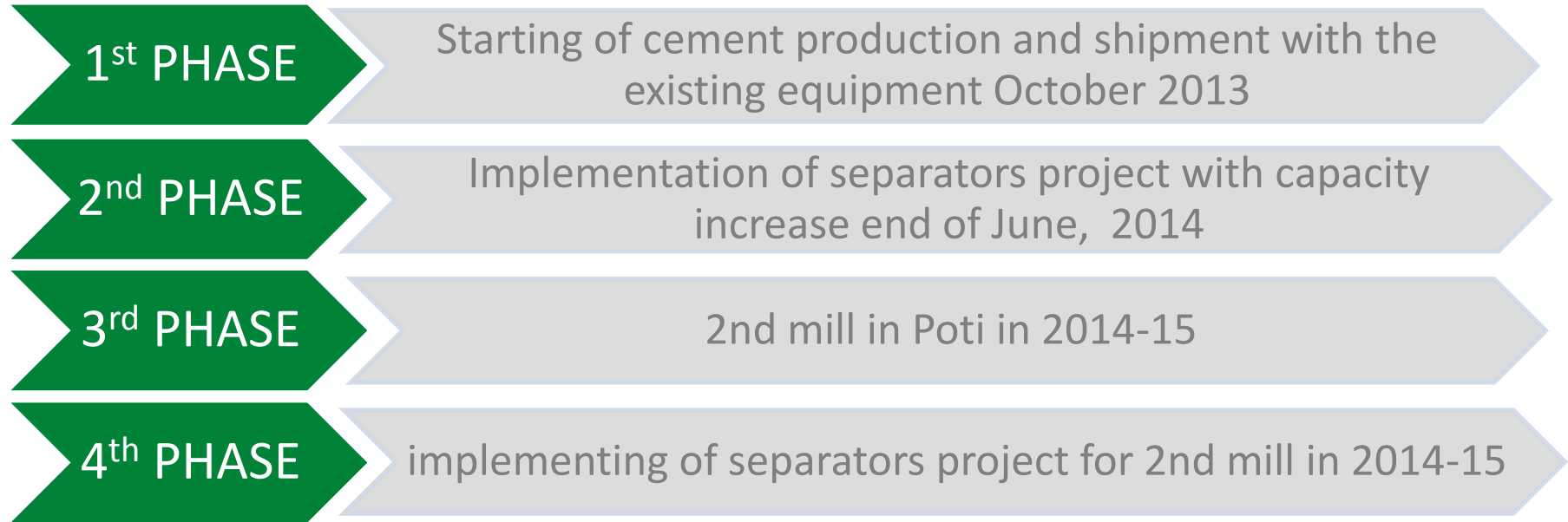
4 Facts and Figures

Estimated investment – 100 million USD

-  HCC Cement plant (3)
-  HCC RMX plant (10)
-  HCC Cement terminal (1)
-  Cement mill (1) + (2nd) 
-  AGG plant (1)
-  RMX plants stationary optional (5)
-  RMX plants mobile optional (6)

- 20 RMX plants, 3 cement plants, 2 cement mills and a cement terminal will be operating.
- Fulfill all volume and quality requirements for HPPs and infrastructural projects in Georgia.

POTI cement grinding plant acquisition



Project outcome

- Additional cement grinding capacity 160 kt annually
- Best possibility to produce CEM III type of cement with imported slag
- Lower transportation costs due to the preferable logistical location
- Best opportunity for our RMX plants to minimize transportation costs

Elda Plant & Aggregates



Black Sea

- Optimize Elda aggregates plant: capacity, H&S, products quality
- production and delivery of aggregates from Batumi and Supsa plants to Batumi and Poti RMC plants
- Takeover of another RMX plant in Batumi to ensure that large-scale projects are appropriately serviced

Tbilisi

- Secure an Aggregate deposit on the East side of Tbilisi as close to our RMX plants as possible
- Initiate a similar process in the West of Tbilisi

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More than 1.200 Employees in Georgia and more than 6.000 employees related to our business as suppliers

Focus on:

- Employment of local population in different regions
- CSR (Corporate Social Responsibility) policy
- H&S policy
- Training and development

A high level of technical, social and management competence is the goal of HeidelbergCement



HeidelbergCement as part of Economic development in Georgia

- HeidelbergCement buys 95% of the Georgian coal production
- We are one of the 5 biggest customers of Georgian Railway
- We see both economy and ecology as important parts of our activities: we plan to have two projects with the Ministry of Environmental Protection and Natural Resources for using municipality waste and old tires as energy source for our production



For Better Building

HEIDELBERGCEMENT

in Georgia

