



INVESTMENT PROCESS

DEFINE STRATEGIC INTENT

- New products/services
- Improve Cost Structure
- Grow outside Home market
- Realign asset portfolio
- Embark on Vertical Integration
- Deliver Sustainability initiatives
- Deliver an Exports Strategy
- Redesign operational model

EXPLORE AND SELECT INVESTMENT OPTIONS TO DELIVER STRATEGIC INTENT

ASSESS INVESTMENT OPTION AND FUNDING REQUIREMENTS

COMPLETE INVESTMENT PROJECT

CBA TOOLS AND PROCESSES

- > Strategic Workshops
- > Sophisticated diagnostic tools

- > Development of Selection criteria
- > Identification of potential investment opportunities
- > Mapping opportunities v selection criteria
- > Select investment option

- > Assess investment project to funding level (due diligence)
- > Prepare compelling funding document incl. risk assessment
- > Secure funding

- > Post acquisition integration (for M&A projects)
- > Construction of project (for CAPEX projects)

CBA CAPABILITIES

- > Facilitation expertise
- > Understanding of global cement trends.
- > Best practice strategic analysis
- > “Outsider View” of business

- > Accurate and up to date data and insights
- > Mapping analysis
- > Critical “first cut” evaluation capability

- > Market/industry due diligence expertise
- > Technical / operational expertise
- > Risk adjusted investment inputs to financial modelling
- > Access to major funding institutions

- > CBA has significant experience in post – acquisition integration planning and implementation
- > CBA acts as a co-Ordinator (Client representative) in major cement asset construction projects