

SUPPORT FOR MERGERS AND ACQUISITIONS

GWP Consultants LLP (GWP) has extensive international experience working with aggregates and cement companies seeking to acquire or sell quarry assets and related infrastructure.

This experience includes:

- Regional and national resource and market studies to identify opportunities, strategies and potential targets for entering, or increasing presence in, new markets
- Raw materials and environmental investigations and reporting as part of due diligence for specific cement or aggregates acquisition targets
- Resource and reserve estimation and preparation of "bankable documents" following internationally and nationally recognised reporting codes and standards relating to aggregates, cement raw materials and other construction materials (including dimension stone)
- Creation of (or contribution to) economic models (usually based on discounted cash flows), as part of due diligence or competent person's reporting and related sensitivity analysis and operational/business planning
- Design and planning aspects of specific operations as support to the creation of strategic, short and medium term operational and business plans and/or permitting and licensing for new operations.

Selected projects:

- Analysis of market demand and raw material supply for sand and gravel and crushed rock in Poland. A study for a major international cement and aggregates producer interested in establishing itself in Poland.
- Major due diligence study of the operations of a Polish aggregates company with 10 separate operating units as background to its purchase. Comprehensive review of all available geological, environmental and operational information and detailed report on risks and costs associated with each of these areas. Inputs to client's economic models and business plans.
- Feasibility study, resource evaluation and outline operational design for a proposed gritstone quarry acquisition in Poland. Provided advice for incorporation in financial and business models on economically recoverable resources of gritstone, given steep dips, large waste volumes and environmental constraints. Recommendations made on geotechnical investigations and analysis to improve confidence in the evaluation.



Selected projects

- Expert determination of a dispute between two aggregates companies. Independent binding determination of a number of disputes relating to the valuation of several operating units forming part of a minerals company sale of assets.
- Raw materials sections of a pre-feasibility study of proposed expansion to cement capacity in Ethiopia. Comparative evaluation of raw materials at two alternative sites for the expansion including reserve estimation and design of two limestone quarries, two clay quarries, a gypsum quarry and two pumice quarries (used in the manufacture of pozzolana cement).
- Due diligence assessment of raw materials at a cement works in the Ukraine.
- Preparation of 'bankable' report on geology, reserves and mine design for a potential new cement works in India and assistance with identifying appropriate operating equity partners. Specification of the geological site investigation, preparation of guidelines for sampling and testing of cores, geochemical modelling, raw material scheduling, raw mix design, and mine design (including river diversion). Responsibility for providing information on progress and findings to potential operating equity partner as part of their ongoing due diligence exercise.
- Technical support relating to planning application and EIS for a major new cement works in the Republic of Ireland. Assistance has included input on site geology, hydrogeology, chemical characterisation of raw materials, specification of suitable raw mixes and detailed operational design.
- Preparation of a reserve assessment and discounted cashflow model to support a joint venture arrangement relating to the establishment of a lime plant and associated limestone aggregate feedstock quarry in the Caribbean.
- Due diligence report on cement raw materials and environmental issues in Poland in connection with the acquisition by Rugby Cement of a shareholding in Cementownia Chełm, Poland.



Key contact

For details and to discuss your requirements, please contact the following:

Ruth Allington, Joint Senior Partner. An engineering geologist with 25 years' experience in the design of quarries and open pit mines for a range of construction materials (aggregates, dimension stone, brick and tile clays etc), industrial minerals (including special clays and cement raw materials) and for coal and lignite.

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Ruth Allington is very experienced in co-ordination and management of inter-professional teams working on a range of projects. She has extensive experience in geological modelling and in the detailed design and scheduling of quarries, landfills and open pit mines, including optimising economics, safety and environmental impact issues. Her specialist capabilities include resource and reserve evaluation, including building of discounted cashflow valuation models for mineral and landfill operations, as part of due diligence exercises, the preparation of sales particulars and for the preparation of bankable documents, including prospectuses for rights issues on international stock exchanges.

Ruth has significant UK and international experience of the cement and lime industry, including geological interpretation and the design of appropriate investigations and analysis, raw material proportioning and raw mix design, blending and homogenising of raw materials, and the design of raw material quarries.