

BROKK

BROKK BRICKING SOLUTIONS IN CHINESE MARKET

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BROKK

**Brokk Bricking Solutions
Kiln Maintenance System**

Brokk Demolition & Bricking Solutions • www.brokkinc.com

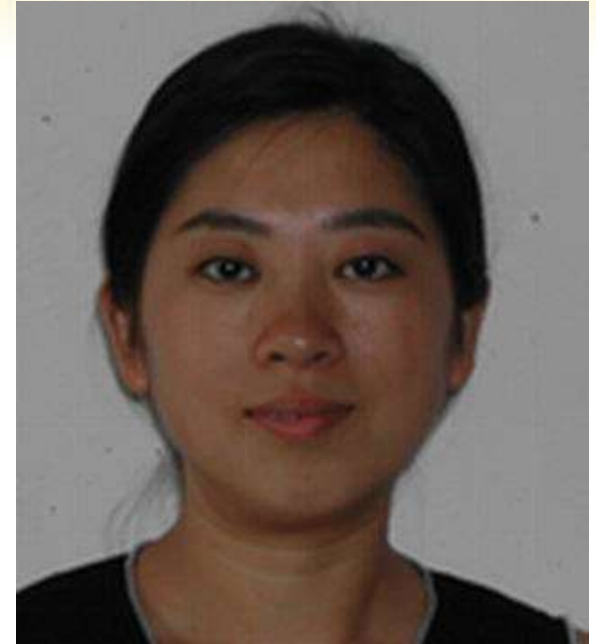


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Self-Introduction

- *Dec.2007 -- present Sales Manager of BrokkAB Beijing Representative Office*
- *Apr.2003 -- Dec.2007 Project Manager in an Agency of Volvo Construction Equipment (China) Co.,Ltd*
- *Jan.2000 -- Apr.2003 Project Planner of Tech Production Department in Qidashan Iron Mine, AISCO, Anshan*
- *Sept.1991 -- Jan. 2000 Engineer in Mining Workshop of Qidashan Iron Mine, AISCO, Anshan*
- *Sept. 1987 -- July.1991 Department of Mining Engineering, Fuxin Mine Colloge , Fuxin P.R.China, Bachelor of Science*

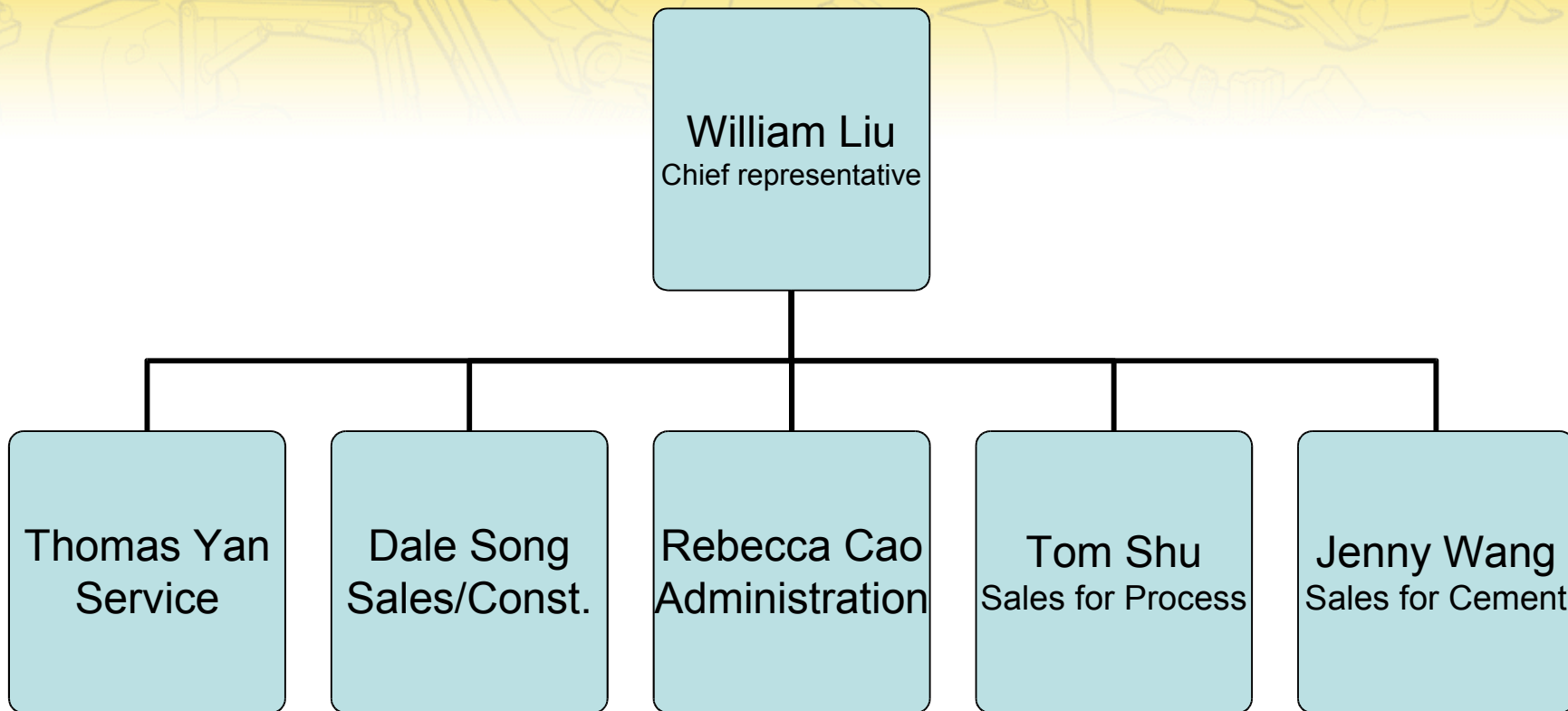


Company Background



• Brokk AB Beijing Rep. Office
• Employees : 6

Brokk China Organization



Office Functions

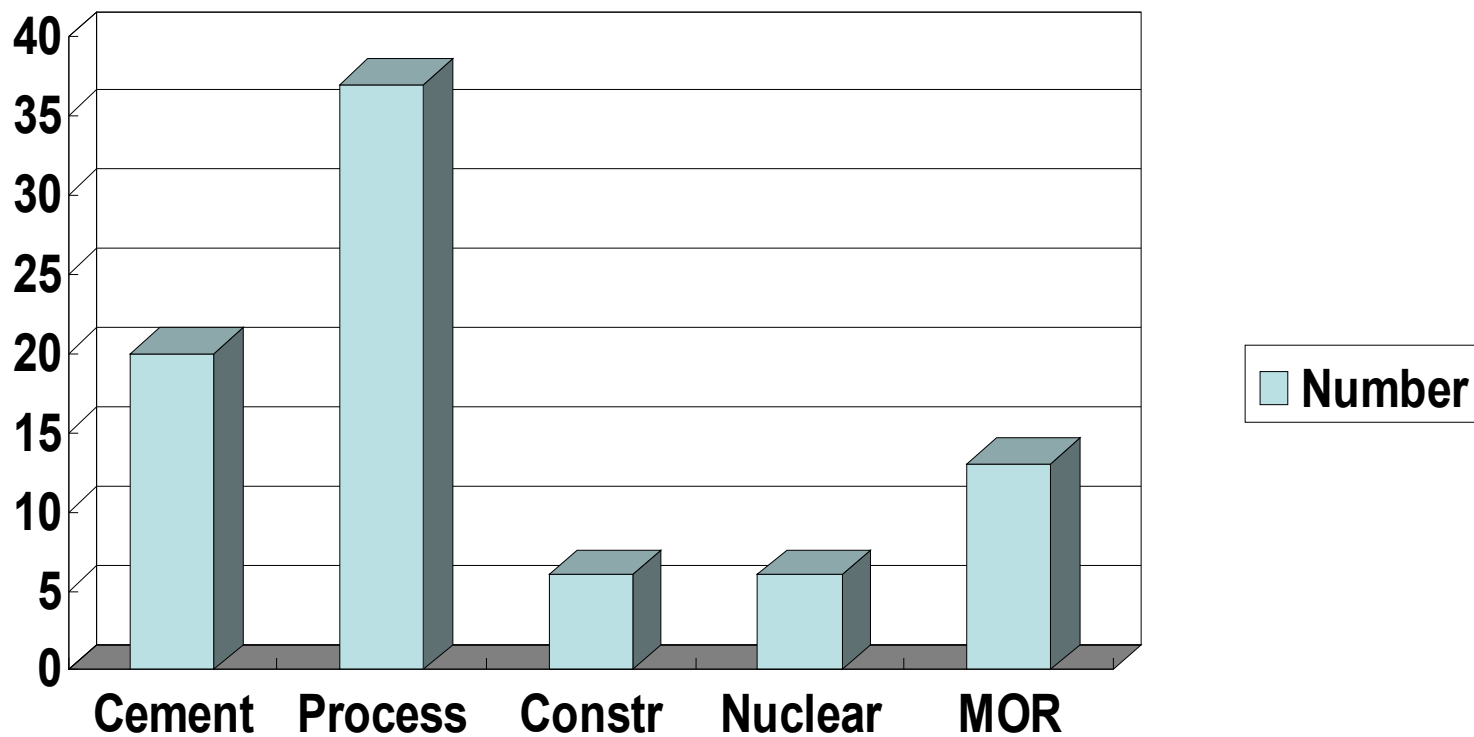
- Direct sales
- Marketing / Marketing support
 - Marketing strategy / offer / Bid / Translation
- After Sale service
- Contract follow up
- Spare parts selling/stock

Chinese Market

- Total Brokk demolishing machines: 74
- Total Bricking machines sold in China: 13

Total Machines in China

Since 1992



Market Analysis

Sector	Cement	Process	Construction	Nuclear
<i>Plants</i>	(800 plants) 100-150	200-400	300	20-30
<i>Possible customers</i>	20-40%	20-40%	10%	50%

Challenges for Bricking machines in Cement industry

- Low price from local supplier
- Flexible sales from Refratechnik and RHI
- Tax and VAT
- Long delivery time

BBS products

- New strategy/Arguments establishment
- Local competition/JV
- Lime kiln in process industry

BROKK

The End

Thanks a lot for your attention