

MP Advisors

OUR PRESENTATION

- ▶ BUSINESS CONSULTANTS
- ▶ BUSINESS PLANS FOR PROJECTS IN THE CONSTRUCTION MATERIALS INDUSTRY (RMC, AAC, PRECAST, QUARRIES)
- ▶ WASTE AND CEMENTITIOUS MATERIALS STUDIES (SCMs) AND MARKET RESEARCH
- ▶ MINING STUDIES AND QUARRY'S OPERATION SUPERVISION
- ▶ SCOUTING SERVICES IN SEE EUROPE, MEDITERRANEAN, MIDDLE EAST AND AFRICA REGION
- ▶ TURN KEY PROJECTS FOR NEW INDUSTRIAL PLANTS
- ▶ MANAGEMENT SYSTEMS AUDITING EN/ISO 17021-17020-17065-17029
- ▶ INTERNATIONAL TRADE OF RAW MATERIALS



OUR KEY PEOPLE

SOFIA SOULTANA PETRAKAKI, ADMINISTRATOR

SOCIOLOGY IN THE UNIVERSITY OF CRETA, HR EXECUTIVE

M. PETRAKAKIS

ESYD ASSESOR, CYS-CYSAB TECHNICAL EXPERT, CONSTRUCTION MATERIAS SPECIALIST

MINING AND METALLURGY ENGINEER NTUA

ANGELIKI PAPPI

AUDITOR - POLITICAL SCIENCE AND PUBLIC LAW (EKPA)

V. LAZARIS

BUSINESS DEVELOPMENT, INTERNATIONAL TRADING, MARKET RESEARCH, INVESTMENT

ANALYSIS

ASSOCIATES: M. PEFANIS (MMM), A. SFIKAS, (CHEMICAL ENG), M. PETRAKAKI (ARCHITECT)

www.mpadvisors.com.gr



M. PETRAKAKIS

MP ADVISORS (2018-), Business Consultant-Founder, ESYD's Assessor, CYS-CYSAB technical expert, Energy buildings inspector

TITAN CEMENT GROUP (2007-2017), BD Manager, Technical Support in SEE

VIOHALCO GROUP, General Director SID-PAC Bulgaria (2005-2007)

ALAFOGIANNIS GROUP, General Director of Alfa Alfa Prokat Precast Company (RMC, Precast & Construction Co) (2001-2005)

HERACLES GROUP (Member of Lafarge Group) (1989-2001) Quarry manager

OTAVI MINEN HELLAS, (perlite producer) (1987-1989) Plant manager

GREEK NAVAL ACADEMY, Metallurgy Laboratory (civil services)

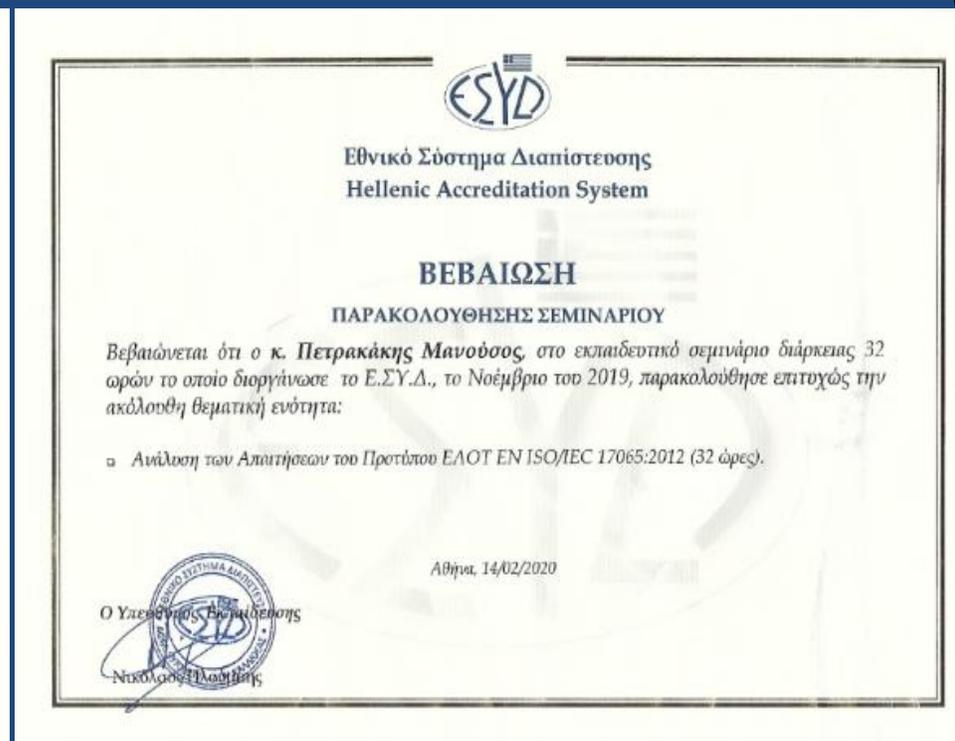
1985-1987

NATIONAL TECHNICAL UNIVERSITY OF ATHENS

– MINING AND METALLURGY MSc 1979-1985



Manousos Petrakakis has started as an expert of ESYD in 2018 for ISO 45001:2018 and later on became an assessor on EN ISO/IEC 17021-1:2015 (ISO 9001:2015, ISO 14001:2015, ISO 45001:2018) and on EN ISO/IEC 17065-1:2012 (EU 305/2011 CONSTRUCTION MATERIALS) in all the relevant areas to his experience. He is CYS-CYSAB technical expert since 2021 for construction materials CE



V. LAZARIS

MP ADVISORS (2024-), Shareholder - Business Consultant

TITAN CEMENT GROUP, Group Materials Trading Manager, June 2014 to May 2024

XYN+ CONSULTING Ltd. – CRITERION BUSINESS CONSULTANTS Managing Partner - Business Management and Investment Consultant February 2005 to June 2012

ORGANIZING COMMITTEE FOR THE OLYMPIC GAMES – ATHENS 2004 S.A.

Section Manager, Planning April 1999 – December 2004

General Manager (Acting), Security (in parallel to Section Manager, Planning as per above) September 1999 – March 2001

SIGMA SECURITIES S.A. Manager, Internal Auditing & Compliance, 1997 – 1999

RANK XEROX HELLAS S.A. Sales & Marketing Executive, Electronic Printing Systems 1990 – 1995.

Master in Business Administration (MBA), Warwick Business School, University of Warwick, 1995-96. - Bachelor degree in Business Administration (major Marketing), Athens Economic University, 1983 89.



ANGELIKI PAPPI

Experienced administrator and business support officer with over than 15 years of professional experience within construction companies, big projects supervising bodies and Engineering offices.

In the last 5 years she is supporting energy and civil projects, preparing in situ all the necessary technical and legal documentation. Quality systems auditor

EDUCATION

- **KAPODISTRIAKO University of Athens, EKPA, Greece 1982-1987,
DEPARTMENT OF POLITICAL SCIENCE AND PUBLIC ADMINISTRATION**
- **EN ISO 9001:2015 auditor**



- ▶ MANAGEMENT SYSTEMS LEAD AUDITORS **EN ISO 17021-1:2015** FOR THE STANDARDS EN 9001-14001- 45001- 50001-37001-37002, **EN ISO 17065-1:2012 FOR CONSTRUCTION MATERIALS**, PPE, ATEX, **ISO 17020:2012** (ATEX, PRESSURE VESSELS) AND ISO 17029 - EN/ISO 14064-1:2018, EPD FOR PRODUCTS
- ▶ CERTIFICATION PROCESS FOR NEW PRODUCTS IN EUROPE AND USA

OUR TEAM:

MANOUSOS PETRAKAKIS, MENELAOS PEFANIS, SFIKAS ATHANASIOS

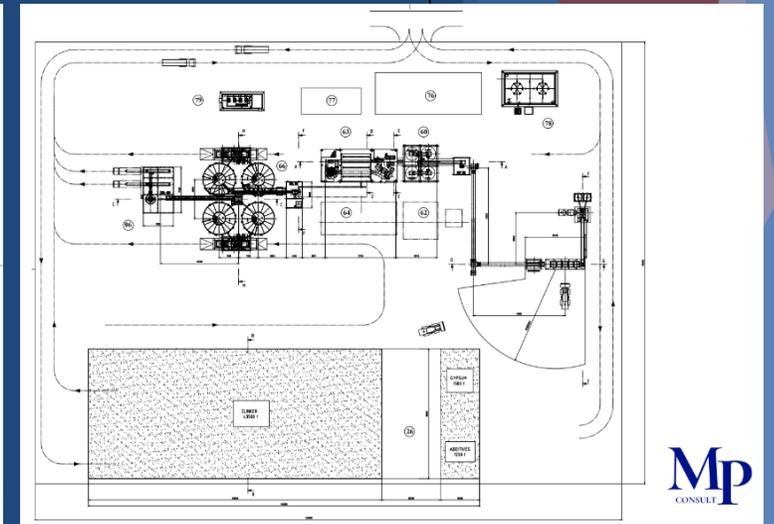
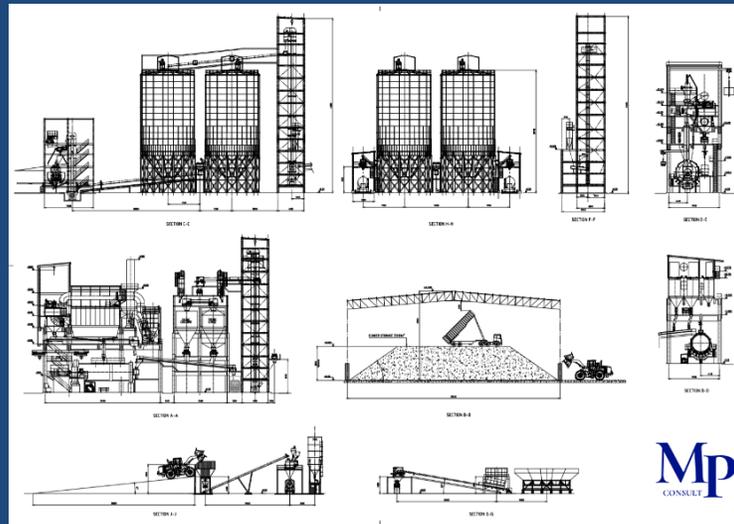
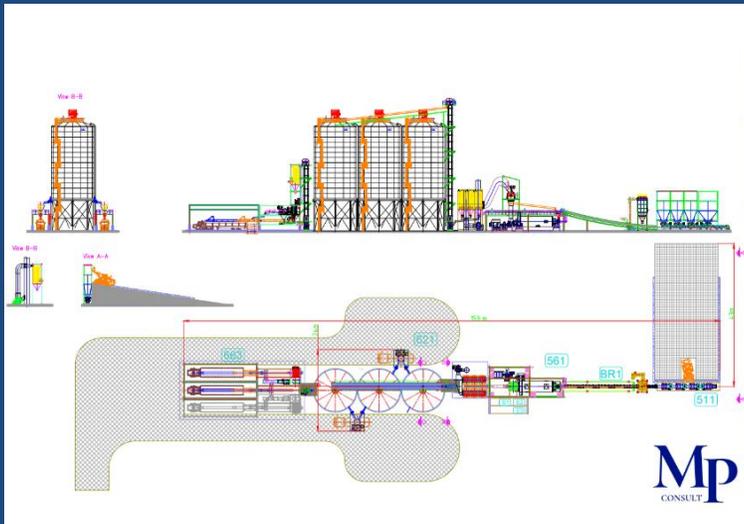
LEAD AUDITORS, ESYP ASSESSORS, VERIFIERS, MINING-CHEMICAL ENGS

ANGELIKI PAPPI

AUDITOR, ADMINISTRATION LAW SCHOOL, EKPA



MP ADVISORS the last 8 years has been activated in the mining sector as long as in the construction materials' industry in the Mediterranean Region and Balkans, participating in greenfield cement grinding stations, in raw materials quarries acquisitions and mergers and in international trade of raw materials, SCMs and final products (Ghana, Cameroon, Ivory Coast, Equatorial Guinea , Libya, Algeria, Egypt)





PETRAKAKIS MANOUSOS,
MINING ENG,
SENIOR BUSINESS DEVELOPMENT
CONSULTANT IN THE
CONSTRUCTION MATERIALS
INDUSTRY

“CEMENT GRINDING STATIONS IN W. AFRICA”

West Africa grinding stations

Cement is the main component of concrete and many other construction materials globally. Portland cement consists of clinker, gypsum and chemicals and if secondary raw materials (such as fly ash, slag, pozzolana, limestone etc.) are added, blended cements, that are usually less strong and cheaper, can be produced.



For the production of clinker, limestone and/or marl is needed, materials that cannot be easily found in big quantities or good quality in the West African countries. That is the reason that clinker is imported in most of the region, coming mainly from the Mediterranean Sea

countries. It is a relatively cheap material but adding the transportation and the loading/unloading cost it is delivered with a CFR price of 50-60 USD/m

Usually, along seaside and close to the main ports cement grinding stations have been built and are producing the cement needed for the local market. A cement grinding station consists of the clinker storage area (usually covered), the secondary raw materials area, the milling department, the filters, the cement silos, the bagging machine area and the ready products storage area. Depending on the production size, the area needed is between 40-100.000 sq.m. The cost of such a plant varies from 25-50 m USD when an integrated cement plant needs more than 100m USD



The last years, modular small to medium size ready for installation grinding units appeared in the market (8-15 containers depending of the production size) having the advantage of easy and quick installation but with significant higher price. Again all the rest of the buildings and infrastructure works need to be done in the designated plot.

By adding 20-30% of the existing or also imported secondary raw materials (usually limestone) cement

quality CEM II/B 32,5 or 42,5 is produced and distributed in 50kg bags by trucks or by barges if rivers are floatable. The bagged cement has more than 90% of the market and it is for sale or through big traders or most commonly by small retailers supported by the traders



When RMC is rare (mainly in big projects) and precast industry is in manual mode (concrete blocks). This gradually has started been changing, mainly in RMC, but still needs a lot of time to reach a descent market share in order to support commercial plants and not only projects'



In most of the countries they built with concrete blocks hand made by individuals everywhere. Clay Bricks or other lightweight materials are scarce.



Cement consumption per capita in the area is very low compared with this in the developed countries and varies from 60-240 kg/year when in North Africa can reach the 600kg and in Europe the 1000kg. However, this is giving the prospective of the area in medium and long term. Although the last years many cement plants have been built in most of the countries and the utilization factor of them now is sometimes less than 50%, with GDP growth of 6-7% and the rapid increase of the population will significantly increase this number in the next few years. Taking into consideration that a new plant needs a period of at least 2 years to be completed, new investments will needed soon.

- ▶ **Pozzolanic Materials in the Mediterranean: A Natural Asset for Cement Blends**
- ▶ *By Manousos Petrakakis and Vassilis Lazaris, Partners, MP Advisors IKE, 2025 in RAWMATHUB*
- ▶ The Mediterranean region, with its rich geological tapestry and history of volcanic activity, is home to abundant natural pozzolanic materials. These materials, prized for their reactivity with calcium hydroxide and contribution to long-term strength and durability in cementitious systems, have long been integrated into construction practices, from Roman times to modern sustainable cement blends. This article explores the occurrences and characteristics of pozzolanic materials in the Mediterranean basin and surrounding Atlantic islands such as the Canaries and Azores, highlighting their strategic value in contemporary cement formulations.
- ▶ **Conclusion**
- ▶ The Mediterranean region and its Atlantic extensions offer a wealth of high-quality natural pozzolanic materials, derived from their rich volcanic heritage. These materials possess strong chemical and mineralogical properties that make them well-suited for use in sustainable cement and concrete formulations. The strategic distribution of pozzolans across Southern Europe, North Africa, and Atlantic islands such as the Canaries and Azores presents a compelling opportunity for the cement industry to embrace low-carbon alternatives using natural mineral resources. Continued research, classification, and responsible exploitation of these pozzolanic sources will be key to unlocking their full potential in advancing greener construction practices across the region.

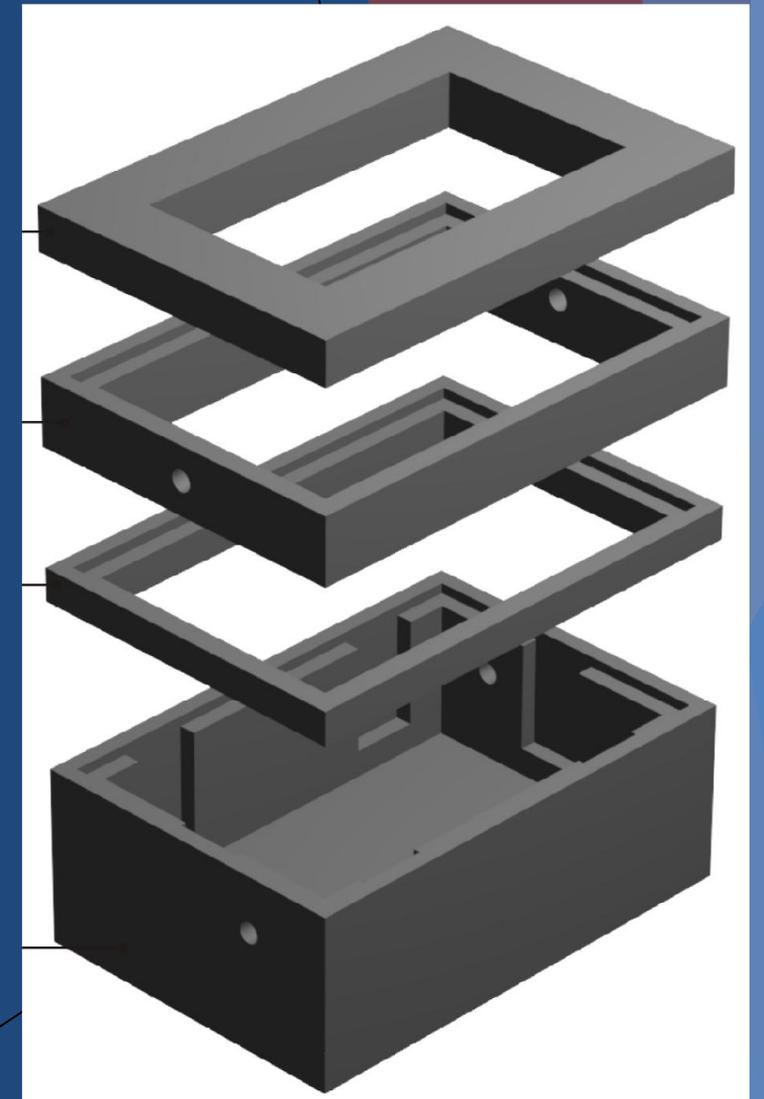
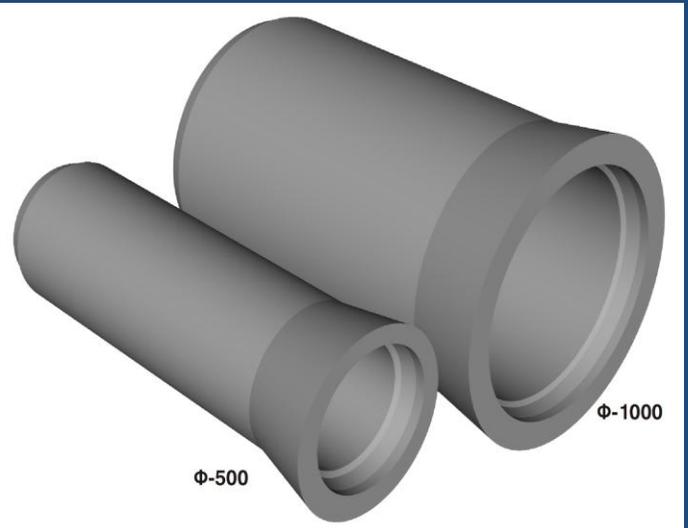
GREEK CONSULTING FIRM
Greenfield projects -
Mergers - Acquisitions -
Studies and market
research

1/2019

FEASIBILITY STUDY FOR A CEMENT GRINDING STATION
GREEK CONSULTING FIRM

6/2018

Project Pericles, Greece
DUE DILLIGENCE ON HALYPS
AGGREGATES' QUARRY IN ATHENS AREA,
GREECE 7/2020
FINAL REPORT AND EVALUATION
SUBMITTED TO THE POTENTIAL
INVESTOR AT 11/12/2020



Feasibility study for a new Concrete Precast Elements' plant in Greece

4/2021

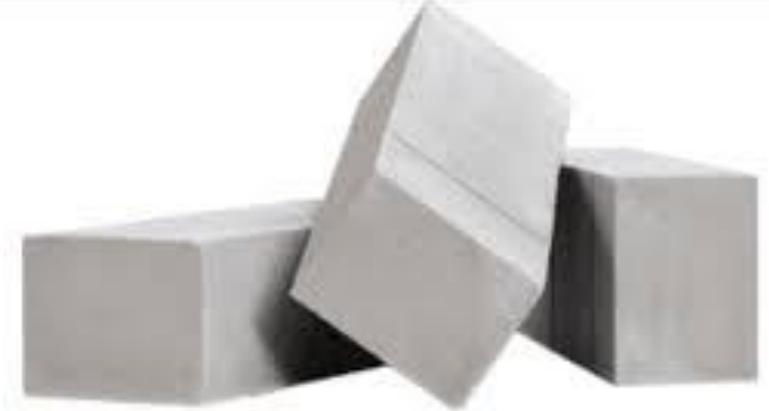




BUSINESS PLAN FOR AAC PLANT IN WESTERN BALKAN REGION



SEE&EAST MED REGION
OCTOBER 2015



AUTOCLAVED AERATED CONCRETE

“ Autoclaved aerated concrete is defined as a lightweight concrete produced by mixing a fine grain siliceous aggregate and an inorganic binder using a pore-forming agent. ”

Stepping on more than 30 years working experience as mining engineers and managers in multinational companies, we provide:

- ▶ COST CALCULATION AND OPTIMIZATION
- ▶ BOARD MEMBERSHIP AND INTERNAL OPERATIONS AUDIT
- ▶ DUE DILIGENCE PARTICIPATION IN MERGERS AND ACQUISITIONS
- ▶ CONSULTANCY IN THE TAKEOVER AND OPERATION
- ▶ SCOUT AND MARKET RESEARCH FOR NEW MATERIALS AREAS OF INTEREST AND SERVICE: BALKANS, AFRICA, EAST MEDITERRANEAN AND MIDDLE EAST



BISKRIA CEMENT (ALGERIA) PROJECT

FINAL REPORT 12/2019

PROJECT: NEW TYPES OF CEMENT – RAW MATERIALS OPTIMIZATION



Cementitious materials are various building materials (with or without aggregate) that provide plasticity, cohesive, and adhesive properties when it is mixed with water-properties that are necessary for its placement and formation into a rigid mass. In other words, cementitious materials are one of the key ingredients in a concrete mixture. Cementitious materials beyond clinker which is the main constituent of cement are called Supplementary Cementitious Materials.

We can provide potential sources, market research, technical and commercial advises and due diligence on proposed acquisitions



CONTACT details

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