



## ■ SOFRECO, A LEADING CONSULTANT FOR THE PHOSPHATE AND FERTILIZER INDUSTRY

### OUR GOAL

We, at SOFRECO, bring the best of our knowledge to assist our clients in the implementation of new projects, or in the improvement of existing operations.

### SERVICES

We provide a full range of service from concept to project delivery:

- Geology and mining
- Beneficiation
- Process design
- Bankable feasibility studies
- Project management
- Engineering consultancy services
- Capacity building and training
- Management of operations
- Energy efficiency and cogeneration studies

### KEY ASSETS

- A fully integrated approach, from mine to the plant
- Extensive know how of fertilizer processes:
  - Sulfuric acid plant
  - Phosphoric acid plant
  - Ammonia/Urea plant
  - Water soluble fertilizers
- Independence from any supplier or financial institution

With over 20 years of experience in process related industries, SOFRECO has been involved in the implementation of projects worth several billion USD in investments, in which we have provided consultancy services from feasibility studies to project commissioning.



## ■ HOW CAN WE HELP YOU?

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### **BUSINESS ADVISORY SERVICES**

SOFRECO assists mining and fertilizer companies in commercial, technical and administrative management:

- Market approach
- Corporate restructuring
- Product development and diversification
- Industrial complex organisation and management
- Procurement assistance
- Stocks and maintenance management systems

### **PLANT OPERATION AND MANAGEMENT**

Should you face an operation issue, we can provide the following services:

- Plant audit
- Debottlenecking studies
- Improvement of operations
- HR Development
- Training of operators and staff

### **ENERGY EFFICIENCY AND COGENERATION**

Providing to our clients the best of our knowledge to efficiently manage energy in fertilizer complex:

- Energy audits
- Cogeneration
- Improvement of energy efficiency

### **ENVIRONMENTAL AND SOCIAL MANAGEMENT**

Support you in managing social and environmental impacts:

- Environmental and social impact assessments
- Resettlement plans
- Health, Safety and the Environment management, quality assurance
- Climate change studies
- Environmental and social corporate responsibility



## ■ WHAT CAN WE DO FOR YOUR PROJECTS?

### FEASIBILITY STUDIES

Develop your projects, from conceptual to bankable feasibility studies:

- Geological and mining studies
- Process design definition and optimization
- Test works supervision
- Selection of technology
- Market studies
- Investment and cost estimate
- Financial and economic analysis
- Project scheduling



### PROJECT MANAGEMENT CONSULTING

A tailor made support to manage your project up to delivery:

- Procurement management
- Contract Management
- Standards and procedures
- Project control
- Interface management
- Review of engineering packages
- Supervision of construction works, start-up and test runs until provisional and final acceptance



### SUPPORT TO LENDERS AND DONORS

SOFRECO provides consultancy and engineering services to financing institutions to ensure cost controlled implementation meeting lenders' objectives:

- Review of feasibility and engineering studies
- Review of EPC contracts with regard to lenders' rules
- Review of the project business plan and financial model
- Approval of loan disbursements and verification of the use of funds received from the lenders
- Monitoring of construction and production during the loan life period
- Monitoring of production during loan-life period



## ■ SOFRECO GROUP IN A NUTSHELL

### OUR FIELDS OF INTERVENTION

SOFRECO GROUP provides consultancy, engineering, technical assistance and training services. Its staff includes international and national engineers, economists, legal experts and management consultants, all of whom have proven experience in their fields of expertise.

SOFRECO GROUP's fields of activity:

- **Sustainable development**
  - Agriculture & rural development
  - Environment & natural resources
- **Engineering, industry, energy, infrastructure**
  - Engineering, agrochemicals & industry
  - Mining
  - Energy, transport & infrastructure
- **Good governance**
  - Economics
  - Public administration reform, justice
  - Private sector development
- **Human development**
  - Education, TVET and employment
  - Health
  - Training and research institute

### FACTS AND FIGURES

- Independent and private group founded in 1977
- 40 years of uninterrupted growth
- Over 2,000 projects carried out in more than 150 countries
- 150 new projects each year
- Offices or legal presence in most of the developing or emerging economic areas



### SOME CLIENTS AND PARTNERS IN THE PHOSPHATE AND FERTILIZER INDUSTRY



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