



MARKET REPORT

Presentation by worldpronet



11/2022
MRO372



Madhya Bharat Ceramics



Madhya Bharat Ceramics

- **Founded in the year 1962**
- **MBC cater to the Fertilizer industries, Chemical, Petrochemicals, Drugs, Pharmaceuticals, and environmental industry.**
- **MBC is a pioneer in the field of Ceramic Tower Packing.**
- **Supplying Ceramic packing for Sulphuric acid industries of capacity 7500 TPD. is a landmark in the history of MBC.**



Ceramic Market Procurement Research Report

Market spend analysis

Incremental spend between 2022-2026 (USD)
USD 164.25 Billion
Expected growth rate (2022-2026) at a CAGR of **6.18%**

Supplier selection scope

- Cost of ceramics
- JIT, Warranty
- Defect rate

Top global suppliers

- Compagnie de Saint-Gobain
- AGC
- Corning

Buyer negotiation lever

- Buyers can benchmark their preferred pricing models
- Relevant pricing levels and models that can help in negotiation

Top pricing models

- Cost-plus pricing model
- Volume-based pricing model
- Spot pricing

Industry

Growth





WHY WITH US



Madhya Bharat Ceramics

200+ stakeholders



100+ Stakeholders



150+ stakeholders



100+ Stakeholders



End Client



SOME OF OUR PARTNERS

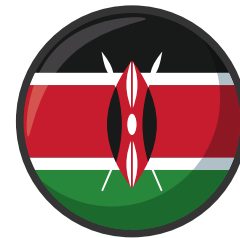


Group of Companies
BRIDGE OF TRUST

TSH Group of Companies is headquartered in Dubai, United Arab Emirates. It was set to open on 2012.

ROCHEM
FYREWASH®

SOME OF OUR PARTNERS



the KNCCI had its main operations at the head office in Nairobi with regional offices in the major towns in Kenya. However, after the promulgation of the constitution, the Chamber amended the legal instrument to establish a National Office and County Chamber offices in all 47 Counties.

SOME OF OUR PARTNERS



Delta Inspection & Petroleum Service (DIPS) is an oilfield service company established in 2014 to cover the Egyptian & MENA markets. DIPS is a leading company in the oil field industry in the Egyptian market, concerning its proven experience in inspection through using the Rope Access technique



OPEN PROJECTS



TANZANIA



PUBLIC PRIVATE PARTNERSHIP (PPP)



Project Name

Somanga Fungu 320MW Combined
Cycle gas fired power plant

Mode of Financing

Public Private Partnership (PPP)

Project readiness

Feasibility study for the project is
completed.

Project Location

Fungu – Kilwa District in Lindi
Region approximately 240 km
south of Dar es Salaam.

Estimated Project Cost:

USD 413.3 Million

Implementing Authority

Tanzania Electric Supply Company Limited
(TANESCO)

Contact Person

Managing Director, Tanzania Electric
Supply Company Limited (TANESCO).
Email: maharage.chande@tanesco.co.tz.
Tel:+255784283814

Project Period

- ✓ Construction period 36 months
- ✓ Commercial contract may take up to 20 years

Project description, Key project Objectives and Expected results

Project description

- ✓ The project involves the construction of 320MW CCGT power plant with its related infrastructures.
- ✓ Power evacuation to the national grid will be through the planned 400kV Somanga-Kinyerezi transmission line and the proposed 400kV Somanga-Mtwara transmission line;

Key Objectives

- ✓ Increase generation capacity;
- ✓ Provide country with low cost energy;
- ✓ Improving reliability of power supply in the southern regions of Tanzania;
- ✓ Raise utilization of the available natural gas potential as one of the power generation resources;

Expected Key Results

- ✓ The project will reduce pollution and greenhouse gas (GHG) emissions, compared to alternative diesel-fired generation;
- ✓ Stimulating social economic activities in the region;
- ✓ It will raise the utilization of the available natural gas potential as one of the power generation resources;
- ✓ Lowering generation cost resulting from using expensive liquid fuel;
- ✓ Accelerate industrialization in the country;



**PUBLIC PRIVATE
PARTNERSHIP (PPP)**





PUBLIC PRIVATE PARTNERSHIP (PPP)



Project Name

Establishment of General Pharmaceutical Plant

Mode of Financing

Public Private Partnership (PPP) with a detailed organogram.

Project readiness

Feasibility study is available and transaction team for solicitation and procurement of the strategic private partner has been engaged

Project Location

Kibaha, Coast region in Tanzania

Estimated Project Cost:

Estimated at USD 408 million.

Implementing Authority

Medical Stores Department (MSD)

Contact Person

Director General, Medical Stores Department (MSD)

Email: maisorry.chegere@msd.go.tz,
Tel: +255735642450/+255754642450

Project description, Key project Objectives and Expected results

Medical Stores Department as the strategic government store and the government agency in the Public Private Partnership (PPP) intends to establish General Pharmaceuticals Manufacturing Plant at Kibaha in Tanzania through PPP.

Tanzania through MSD imports over 90% of all her annual health commodity supplies requirements from overseas and it takes up to 6 months to complete the procurement cycle to get the commodities into the country.


By developing the domestic capacity in pharmaceuticals manufacturing Industry, the following impacts are expected;

- ✓ The country will reduce the excessive dependence on importation to less than 72%;
- ✓ The lead time to get the commodities will be cut down to within days;
- ✓ Quality assurance will be easily manageable internally by domestic regulatory agencies;
- ✓ New employment opportunities will be created in the manufacturing industry;
- ✓ Improvement of social services in proximity of the new manufacturing facility, e.g. access roads, power, etc.



PUBLIC PRIVATE PARTNERSHIP (PPP)



Project Name	Develop Pharmaceutical Industry
Implementing Agency	Zanzibar Ports Authority (PPA)
Project Description 	<p>The Pharmaceutical Industry discovers, develops, produces, and markets drugs or pharmaceutical drugs for use as medications to be administered to patients (or self-administered), with the aim to cure them, vaccinate them, or alleviate symptoms.</p> <p>The Pharmaceutical (Pharma) Industry has diverse roles on offer to those with training in the life sciences, pharmaceutical sciences and chemistry.</p> <p>Key areas include: clinical research, clinical trials, regulatory affairs, drug development, drug safety, business development and medical affairs.</p> <p>Zanzibar on its strategic location with the advantageous proximity to Africa mainland, Asia and Europe</p>
Feasibility Study	No comprehensive feasibility study conducted
Indicative Cost	TBD
Proposed Procurement Mode	Unsolicited-variant and in Lots
PPP Structure	Joint Venture
Cooperation Period	66+ years as per Financing Model
Region	North Region
Sector	Health, Pharma
Private Proponent	TBD (multiple engagement-Companies)
Status	Under initial consideration-
Contact person	Executive Director
Address	Zanzibar Investment Promotion Authority P o Box 2286 Zanzibar. Email: info@zipa.go.tz

PUBLIC PRIVATE PARTNERSHIP (PPP)



Project Name	Develop biotechnology Industry
Implementing Agency	Zanzibar Ports Authority (PPA)
Project Description 	<p>Biotechnology is "the integration of natural sciences and engineering sciences in order to achieve the application of organisms, cells, parts thereof and molecular analogues for products and services." The term biotechnology was first used by Karl Ereky in 1919, meaning the production of products from raw materials with the aid of living organisms.</p> <p>Biotechnology has applications in four major industrial areas, including health care (medical), crop production and agriculture, non-food (industrial) uses of crops and other products (e.g. biodegradable plastics, vegetable oil, biofuels), and environmental uses.</p> <p>Zanzibar being an emerging market and due to its strategic location promotes this investment to be made in Zanzibar and for the future world.</p>
Feasibility Study	No comprehensive feasibility study conducted
Indicative Cost	TBD
Proposed Procurement Mode	Unsolicited-variant and in Lots
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PUBLIC PRIVATE PARTNERSHIP (PPP)





OUR CLIENTS

Our clients' portfolios include high and low-level commercial enterprises from a variety of industries.

We work with companies of all size, ensuring that our services are suitable for your business at every stage of it's market life cycle.



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————— *Lifting the limits* —————