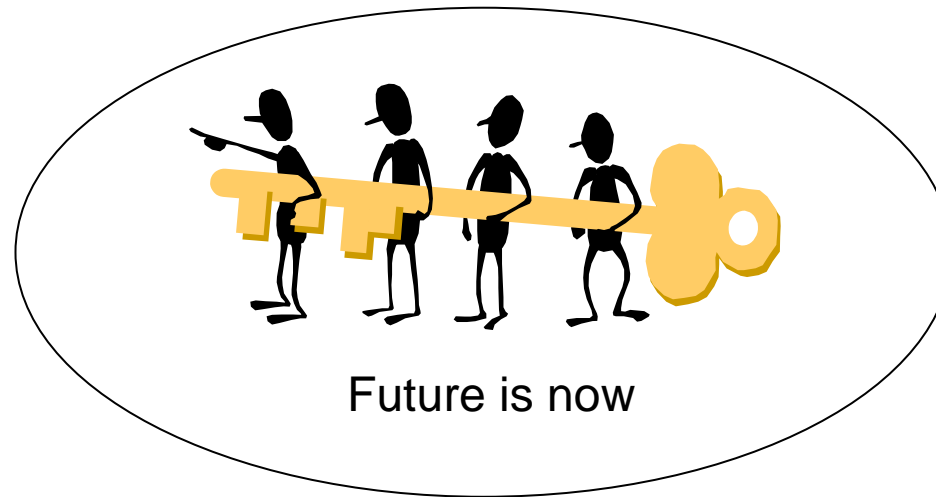


FLS Industries – Capital Market Day 2005



FLSmidth project “from idea to production”

By Mogens Roikjær, General Manager Turnkey Management

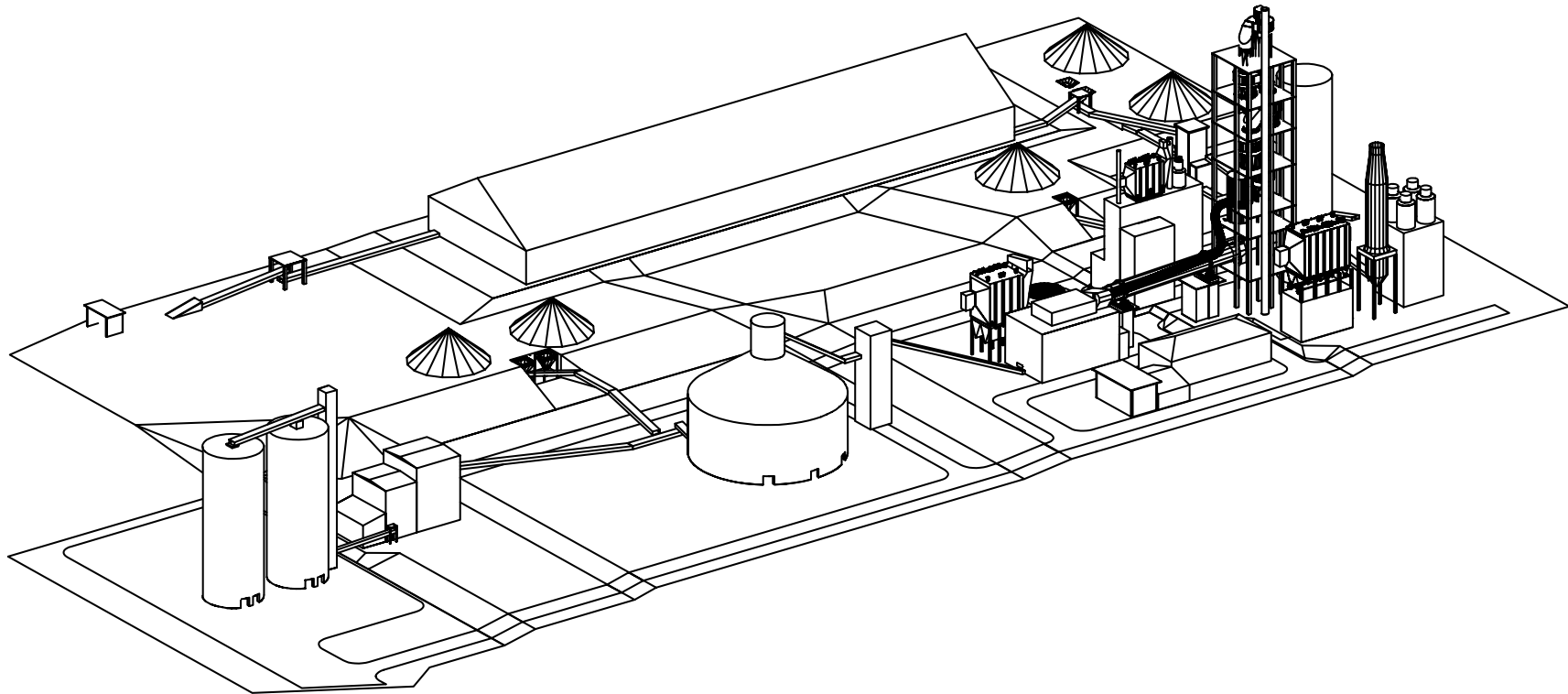
FLS Industries – Capital Market Day 2005

- Agenda
 - What is a FLSmidth project?
 - Turnkey – a job for professionals
 - Tender phase of a FLSmidth project
 - Order processing phase of a FLSmidth project
 - FLSmidth project from idea to production
 - Q&A

FLSmidth project "from idea to production"



What is a FLSmidth project?



What is a FLSmidth project?



DECISION

Short Listing of Suppliers

Final Adjustments

Tender Documents

Tender

CONTRACT

Engineering

Manufacture

Civil Design (Turnkey)

Civil Works (Turnkey)

Installation (Turnkey)

Start-up

Production

ACCEPTANCE (PAC/FAC)



Turnkey – a job for professionals

FOB/CIF supply (*incl. supervision, commissioning and training*)

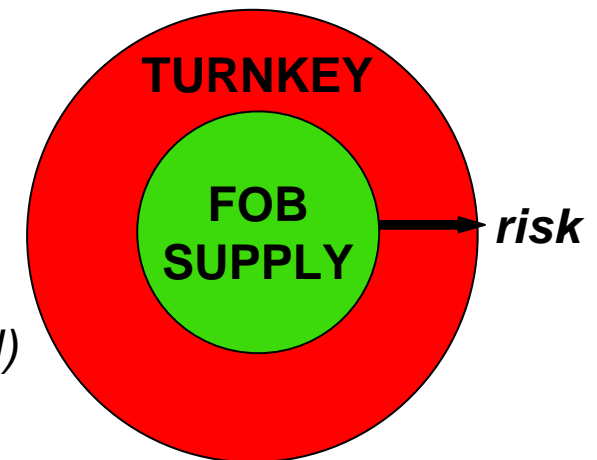
TURNKEY = FOB/CIF supply

+

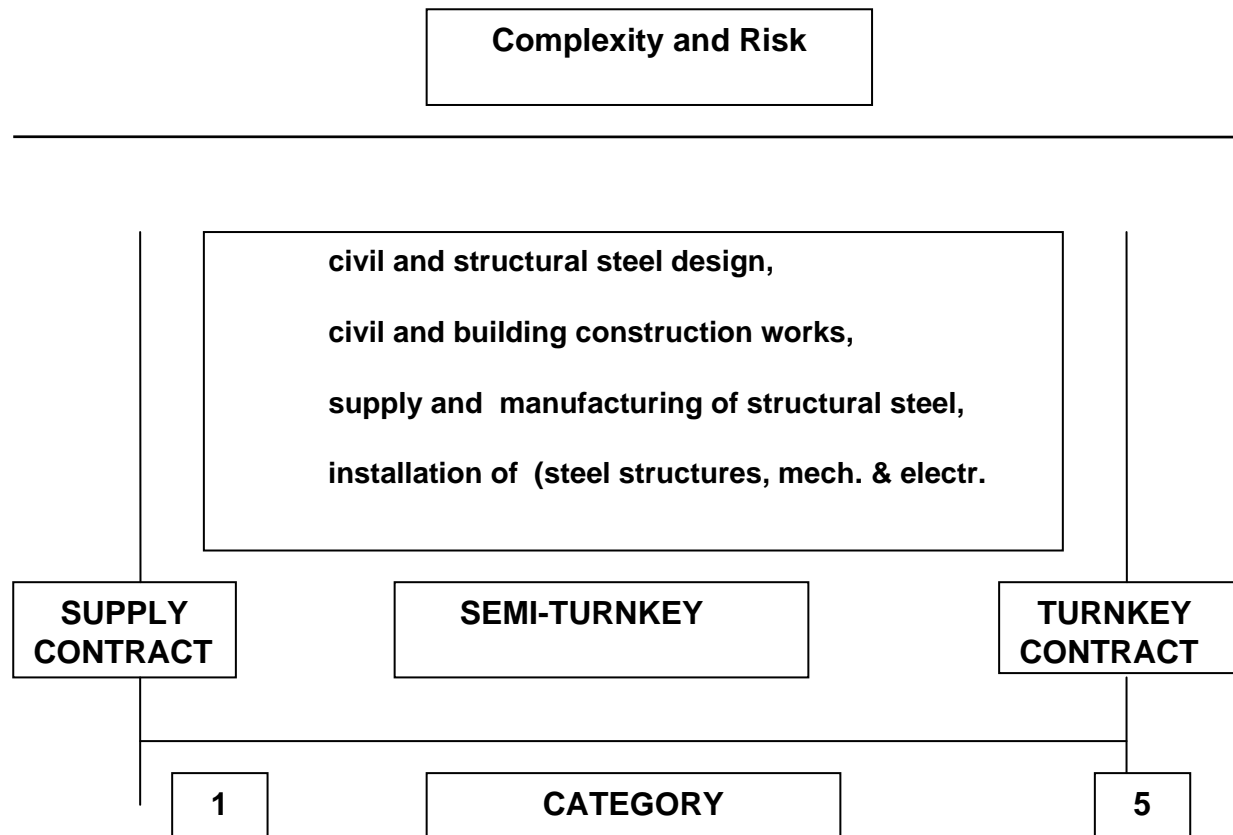
Total responsibility for one or more of the following elements:

- *civil and structural steel design,*
- *civil and building construction works,*
- *supply and manufacturing of structural steel,*
- *installation (steel structures, mechanical & electrical)*

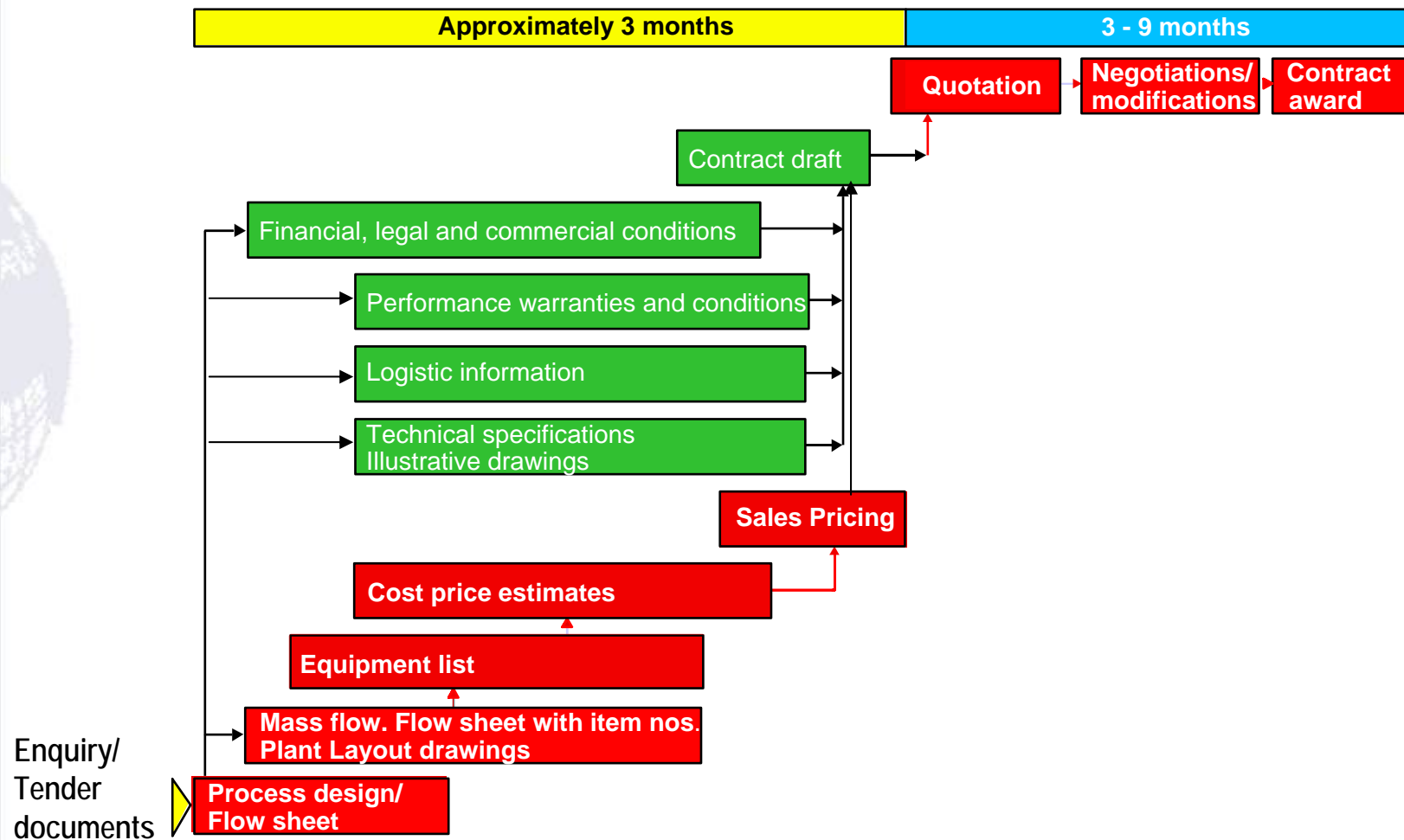
The complexity and subsequently the risk increases by the number of elements involved and/or by the number of parties involved in the contractual set-up.



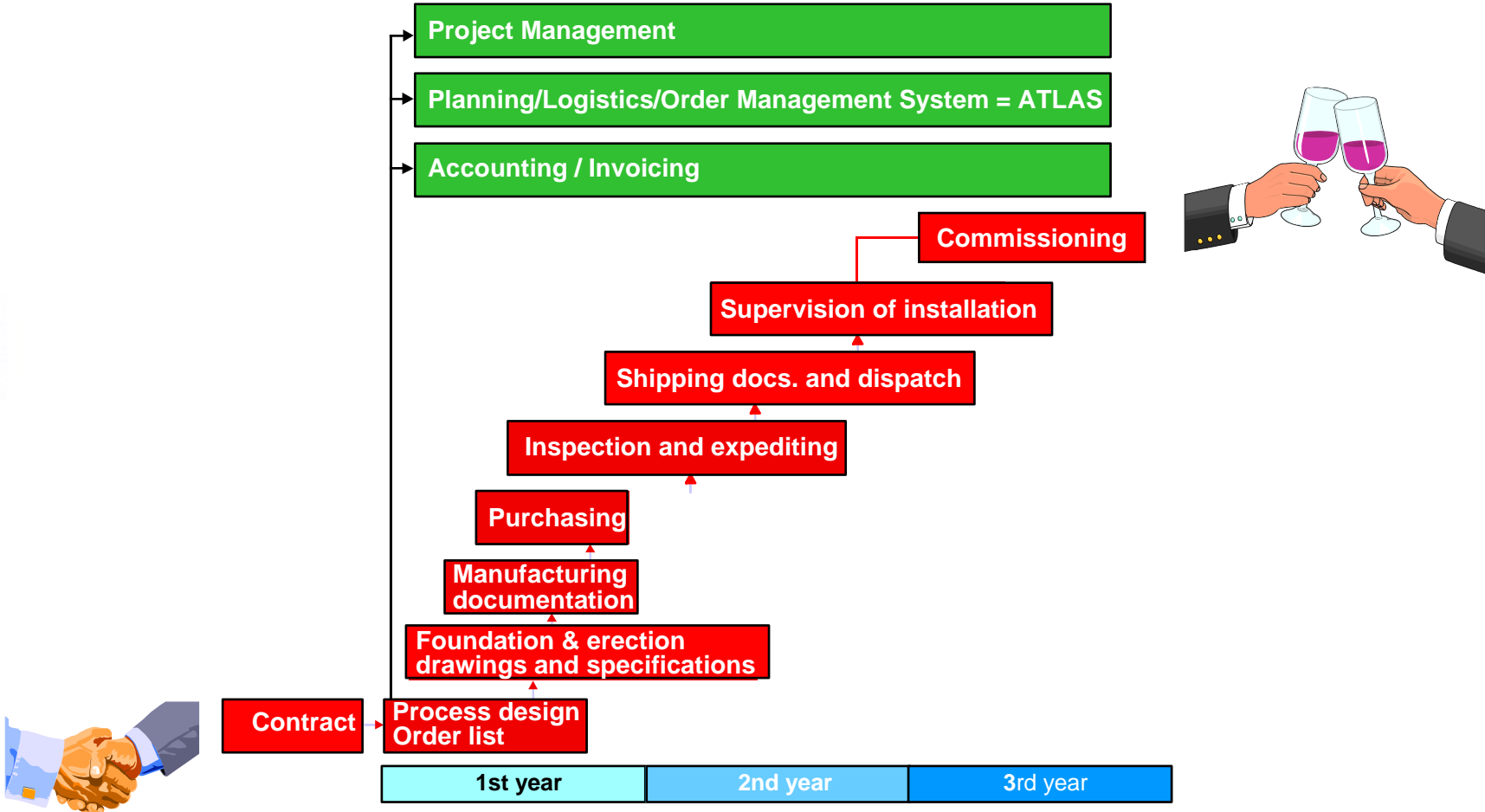
Turnkey - a job for professionals



Tender phase of a FLSmidth project



Order processing phase of a FLSmidth project



FLSmidth project "from idea to production"



FLSmidth project "from idea to production"



FLSmidth project "from idea to production"



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FLSmidth project “from idea to production”

