



**ACCO AAC**  
**INTERNATIONAL LTD.**

AUTOCLAVE  
AERATED  
CONCRETE

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**BUSINESS  
OPPORTUNITY**  
PARTNERSHIP  
MODEL



➤ WHERE QUALITY  
MEETS **CREATIVITY**







## ABOUT ACCO AAC

**ACCO AAC** is an established AAC Producer in the AAC industry since 1999. More than 4 million cubic meters were produced, sold, and installed all over North America from 1999 until the manufacturing facility in Apopka Florida was closed and moved outside the US in 2007.

Since then, ACCO operated by using other production facilities as the producer.

## BACKGROUND

The Team Members of **ACCO AAC** (Germans) have built managed and operated more than 5 factories in the last 30 years with great experience in the field and worldwide known in this industry.



**ACCO AAC** will now offer for selected local partners to build an AAC Plant with:

➤ **Perfect**  
Raw Materials

➤ **Excellent**  
Rates

➤ **Strong**  
Market

to sell the material  
are required.

**ACCO AAC** International Ltd will choose partners that are in strategic areas with abundant raw materials and with a solid market of at least 5 years backed up by a business plan of the strategic local partner.

**ACCO AAC** International Ltd will form together with the local partner a company called **ACCO AAC** xxx . This company shall be then the owner of the land, the building, and the machinery, basically owners of the production facility.

The local partner brings the land, builds the production facility under the control and management of ACCO, and contributes the start-up operating capital for the first 6 months, which represents an average value of **6 Million USD**:

- **Land with facility ≈ 1.5 Mio USD**
- **First 6 Month Startup cost ≈ 1.5 Mio USD**
- **Deposit ≈ 3 Mio USD**

The local partner provides its financial statement for the last 3 years, which qualifies with the financing through ACCO's financial department.







**ACCO AAC** International Ltd will manage to bring the financed machinery, technology delivered and installed, ready for production with a value of **12.6 Mio USD**.

**ACCO AAC** International Ltd will bring their own production technical details, manuals, sales materials, technology, and schooling materials for sales staff, installation staff, and the production personal.

After the factory is producing, the local partner manages the sales, the material delivery to the local projects, or export projects as defined in the business plan. **ACCO AAC** International Ltd will continue technical supervision, training, and marketing.

**ACCO International Ltd will hold 70% and the local partner will hold 30% in the newcompany.**



# QUICK FINANCIAL OVERVIEW

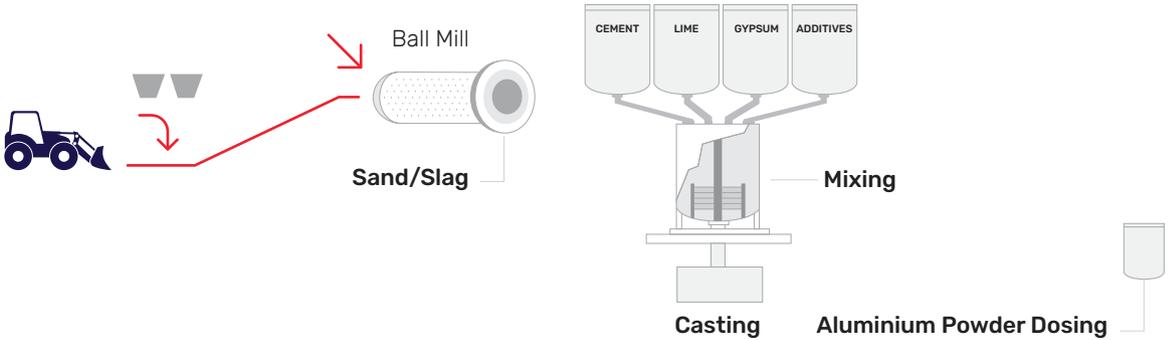
- A 400,000 cbm annual plant sells their material on average for 50 USD per cbm.
- The production cost is by 15 USD per cbm (includes raw materials, labor cost and depreciations).
- Break Even is at 9.4% and profit before tax by 14 Mio USD.
- ROI is at 0.9 years.

This means that the local partner, 30% owner of **ACCO AAC xxx** would receive in one year **3.5 Mio USD** , when the factory produces to its 100% capacity and the material is not sold discounted. So after **7.5 months**, the local partner has their ROI and benefits for the lower material price for their own projects which is a saving of 50% from current prices delivered.

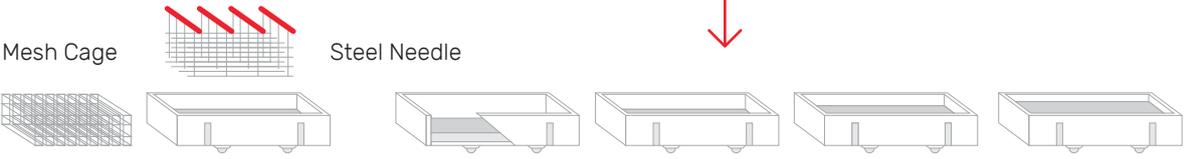
The local partner brings, the land, the building, their financial background, and the required deposit, and **ACCO AAC International** bring their know-how, their connections, their expertise, their manuals, their trade name, their schooling programs and their technical manuals, and the required manpower which works directly for **ACCO AAC XXX**.



# AAC PRODUCTION PROCESS



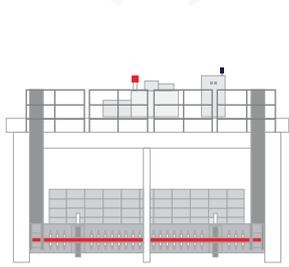
## → RAW MATERIALS AREA ←



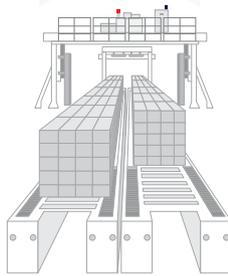
**Reinforcement  
(Only for panel production)**

**Curing 3-4 hours**

## → CURING + REINFORCEMENT ←

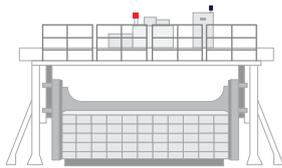


Separate



Packing (Optional: non-pallet/pallet)

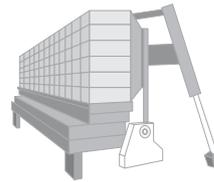
**PACKING**



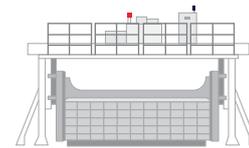
Stacking (Final)



Autoclaving  
200° C 11-12 hours

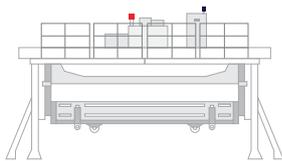


Titling

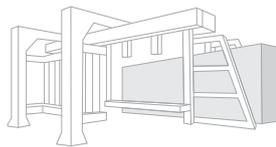


Stacking (Semi)

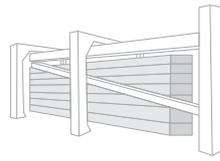
**AUTOCLAVING**



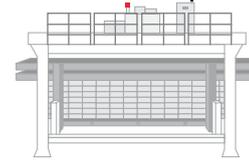
Demoulding



Surface  
Cutting System



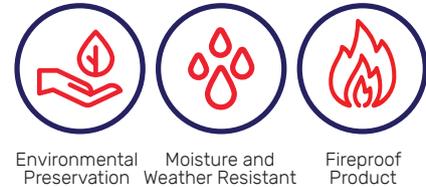
Horizontal  
Cutting System



Vertical  
Cutting System

**PRECISION CUTTING TECHNOLOGY**

# AAC ADVANTAGES



- **ENVIRONMENTAL PRESERVATION:** AAC is made only with natural resources (sand, lime, cement, water, aluminum powder or paste), and its manufacture does not generate any toxic product. The waste produced can be re-injected into the manufacturing process. In addition, AAC production is much less energy-consuming than other materials. Blocks of AAC do not emit Toxic gases. If an AAC building has to be destroyed, the panels can be disassembled and reused or pulverised and recycled. Thus, we can qualify AAC of green, environmentally friendly material.
- **MOISTURE AND WEATHER RESISTANT:** AAC has a unique and very regular alveolar structure, allowing it to resist moisture penetration, caused by driving rain or stagnant water. Its resistance to humidity can be further improved by adding a coating such as stucco, paint, plaster, brick facing or other exterior materials. AAC is a durable material that does not deteriorate under normal weather conditions. Its durability face to humidity and freeze/thaw cycles is remarkable compared to traditional materials.
- **FIREPROOF PRODUCT:** AAC is non-combustible, has an 8-hour resistance to fire and does not emit toxic smoke if exposed to fire. These properties make AAC the perfect material to meet the strict requirements of building codes. Occupant safety is increased and insurance costs can be reduced. AAC can also be used as a coating for protecting other materials, such as steel, to increase their fire resistance.



- **ACOUSTIC INSULATION:** AAC provides better acoustic insulation than any other building material under similar conditions. This makes it ideal for the construction of projects requiring a high level of acoustic insulation quality such as apartments, hotels or leisure facilities. As its porous internal structure is made up from 60% to 70% of air, the material absorbs sound much more than traditional concrete, effectively reducing the transmission of sound waves. Walls, floors and ceilings built in AAC reduce sound transmission by up to 7dB more than other construction materials of the same weight. Depending on the model designed, a cellular concrete wall may have a sound transmission (STC) up to 68dB.
- **RESISTANCE TO PESTS:** Termites are the cause of millions of dollars of damage in all types of buildings. AAC makes impossible the penetration of insects, saving tens of thousands of dollars in termite treatments and repair costs.
- **THERMAL INSULATION:** heating and AC can be an important cost in the operating charges of a building. Thanks to its unique structure, AAC offers much better insulation than products of traditional masonry. Indeed, its thermal inertia allows to decrease the temperature differences: for example, in summer, the heat stored by the AAC is slowly released throughout the day, keeping the home cool.





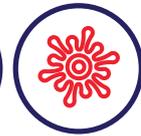
Speed of Construction



Handling



Durability



Mold and Mildew Resistant

- **SPEED OF CONSTRUCTION:** because of their size, AAC panels have a spectacular impact on the speed of construction. Wall, Floor and roof panels are quick and easy to install, allowing a team to install 4 times more area of AAC than traditional masonry products in the same building time duration.
- **HANDLING:** AAC is as strong as conventional masonry products, but it is as easy to work with as wood. All products in AAC can be easily cut and shaped with simple instruments (electrical instruments may be required to cut the reinforcements). AAC is also a light material, weighing 1/5th of the weight of standard concrete, making it easy to handle and reducing building time.
- **DURABILITY:** ACCO contributes to the construction of robust and durable buildings, thanks to its mechanical and seismic resistance. **ACCO AAC** products keep the same performance throughout the life of the building.
- **MOLD AND MILDEW RESISTANT:** Due to being a non-organic material, **ACCO AAC** does not promote the growth of Mold & Mildew, the vapor permeable structure improves the indoor Air quality and driving rains will not penetrate the material.





Part of MHE Group

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