

CZAM[®]

FOUNDATION EQUIPMENT



**A FOUNDATION EQUIPMENT COMPANY
WITH AMERICA AT OUR CORE**

- EUROPEAN DESIGN
- CAT CHASSIS BASE
- MADE IN USA
- PREMIUM MARKET



ROTARY HEAD

WITH LARGER HOLLOW INNER PASSAGE

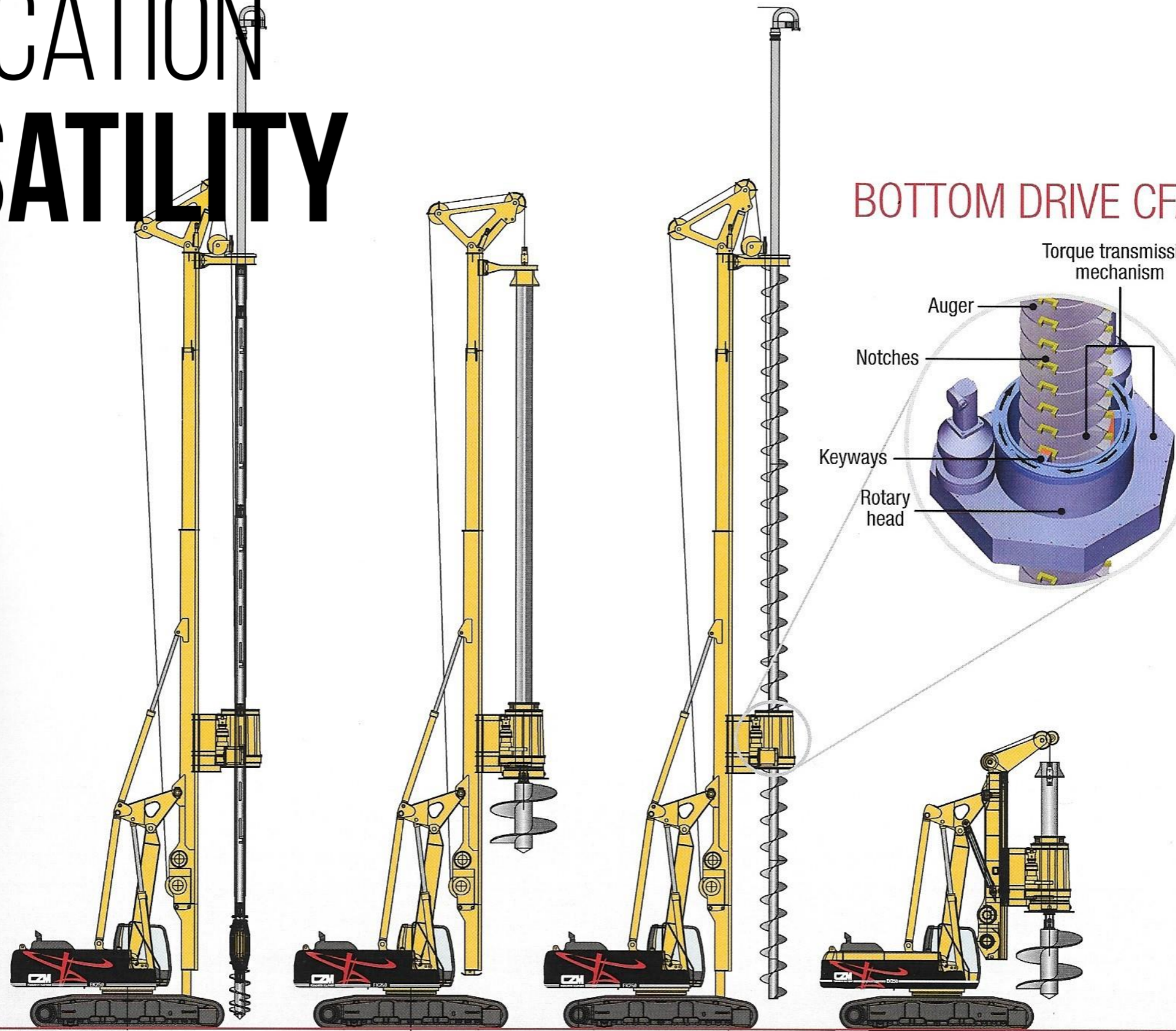
- More kelly bar elements or
- More robust kellys or
- Allows larger bottom drive cfa diameters.

- Overdimensioned components.
- Higher torques.

MORE ROBUST FOR LIFE TIME OPERATION



APPLICATION VERSATILITY



BOTTOM DRIVE CFA

DISPLACEMENT PILE

Depth (max.): 88 ft / 27 m
Diameter (max.): 24 in / 600 mm

DRILL SHAFT PILE


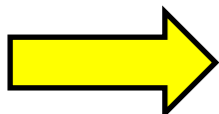
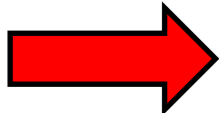
Depth (max.): 246 ft / 75 m
Diameter (max.): 156 in / 4,000 mm

**CONTINUOUS FLIGHT
AUGER PILE**

Depth (max.): 88 ft / 27 m
Diameter (max.): 32 in / 800 mm

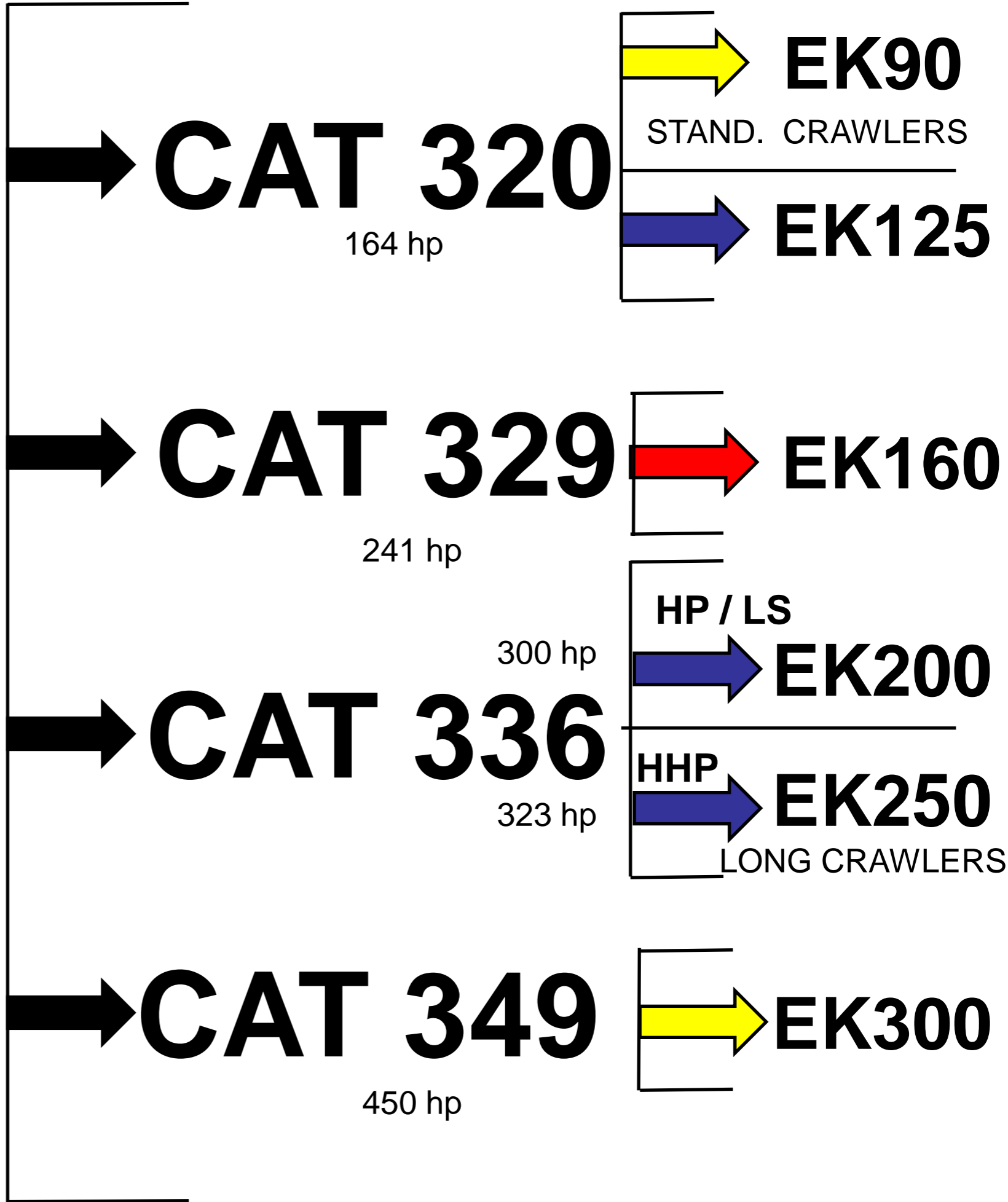
SHORT MAST VERSION

Depth (max.): 80 ft / 25 m
Diameter (max.): 156 in / 4,000 mm

-  Already part of the line
-  Ready in 2015
-  Ready next year

EK

U.S. LINE



EXCAVATOR MOUNTED KELLY BAR MACHINES





CZM EXPORT WORLDWIDE...



OVER 1.400 MACHINES SOLD





MODELS FOR ALL OF MAIN FOUNDATION APPLICATIONS



Drilled Shaft



Cased CFA
Secant Pile Wall



Micro piling/ Anchor
Jet Grouting



Truck mounted



CFA



Hydraulic Hammer

CLO ZIRONI MACHINERY



#tradition

Founded in

1976



CZM Brazil - Contagem, MG

CZM Brazil

- **Machine Export to Latin America**
- **Subassemblies Export to USA**
- **Over 30 equipment models in the product line**
- **Cheaper Labor costs**

Parts Factory - Ravenna, Italy

- Specialized Fabrication of Machinery Parts and components
- 25% ownership by CZM Group



SAVANNAH GEORGIA





SAVANNAH GEORGIA

CZM USA in 2013

- Revenue: \$12.8 Million
- Industries: Oil & Gas – Drilled Shaft Foundations
- Customer Base: 10 customers
- Branches: Georgia
- Manufacturing Capacity: 16 Machines/year

CZM in 2017

- Revenue: \$25.8 Million
- Industries: Oil & Gas – Drilled Shaft Foundations – Pile driving - Micropiles – CFA – Powerline/Low Overhead – Landfill - Utilities
- Customer Base: 100+ customers
- Branches: Georgia & Texas
- Service Centers: California, Indiana, Pennsylvania
- Manufacturing Capacity: 42 Machines/year

CZM USA – Product Line

2013

■ EK125

■ EK200

■ EK250

2017

■ EK90M Multipurpose

■ EK65 ■ EK65SM

■ TK100

■ EK125 ■ EK125SM

■ EK125HH

■ EK160 ■ EK160SM

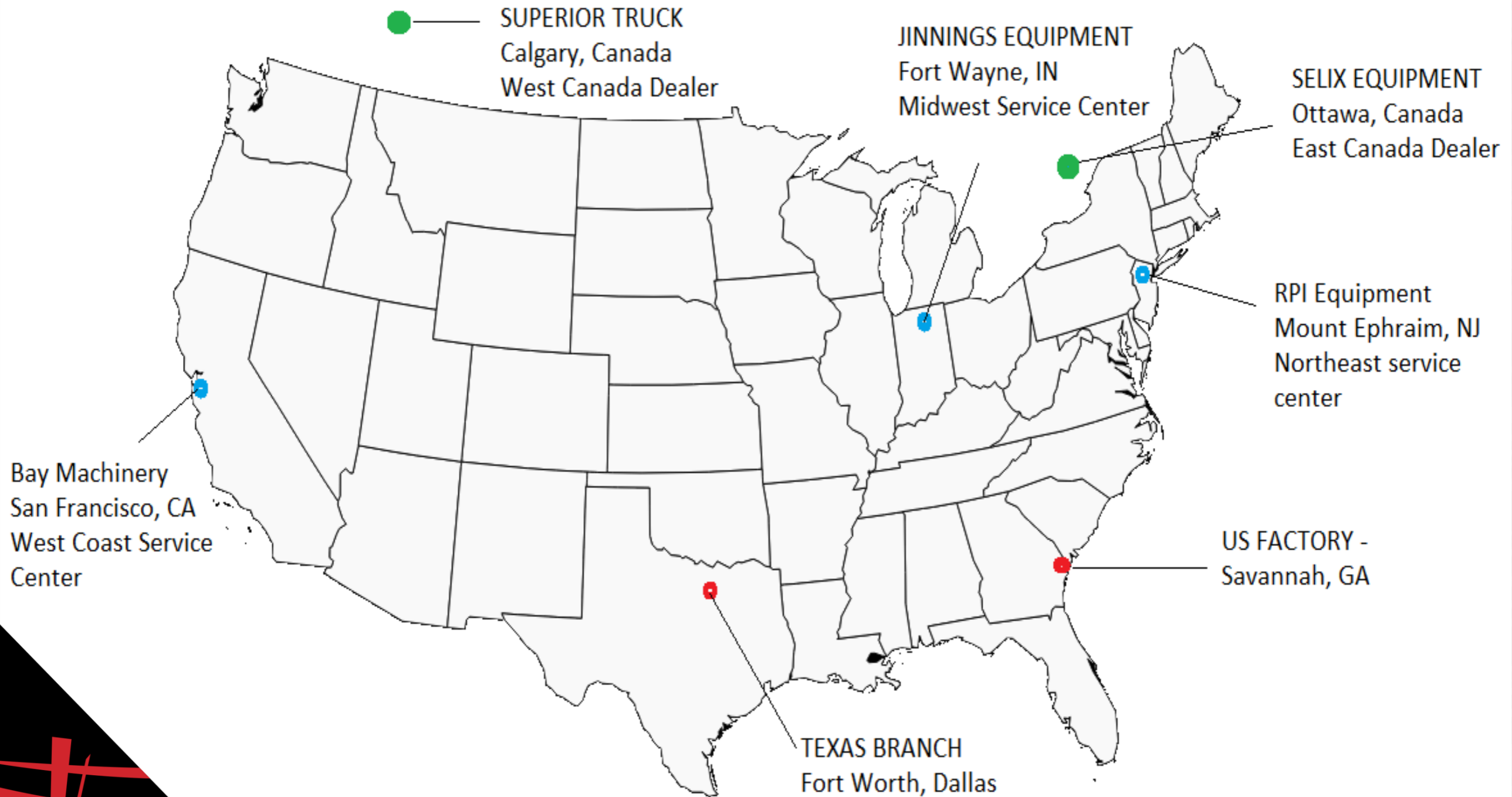
■ EK200HP ■ EK200SM ■ EK200LS Cased CFA ■ EK200LS Soil Mixing

■ EK240 ■ EK240SM

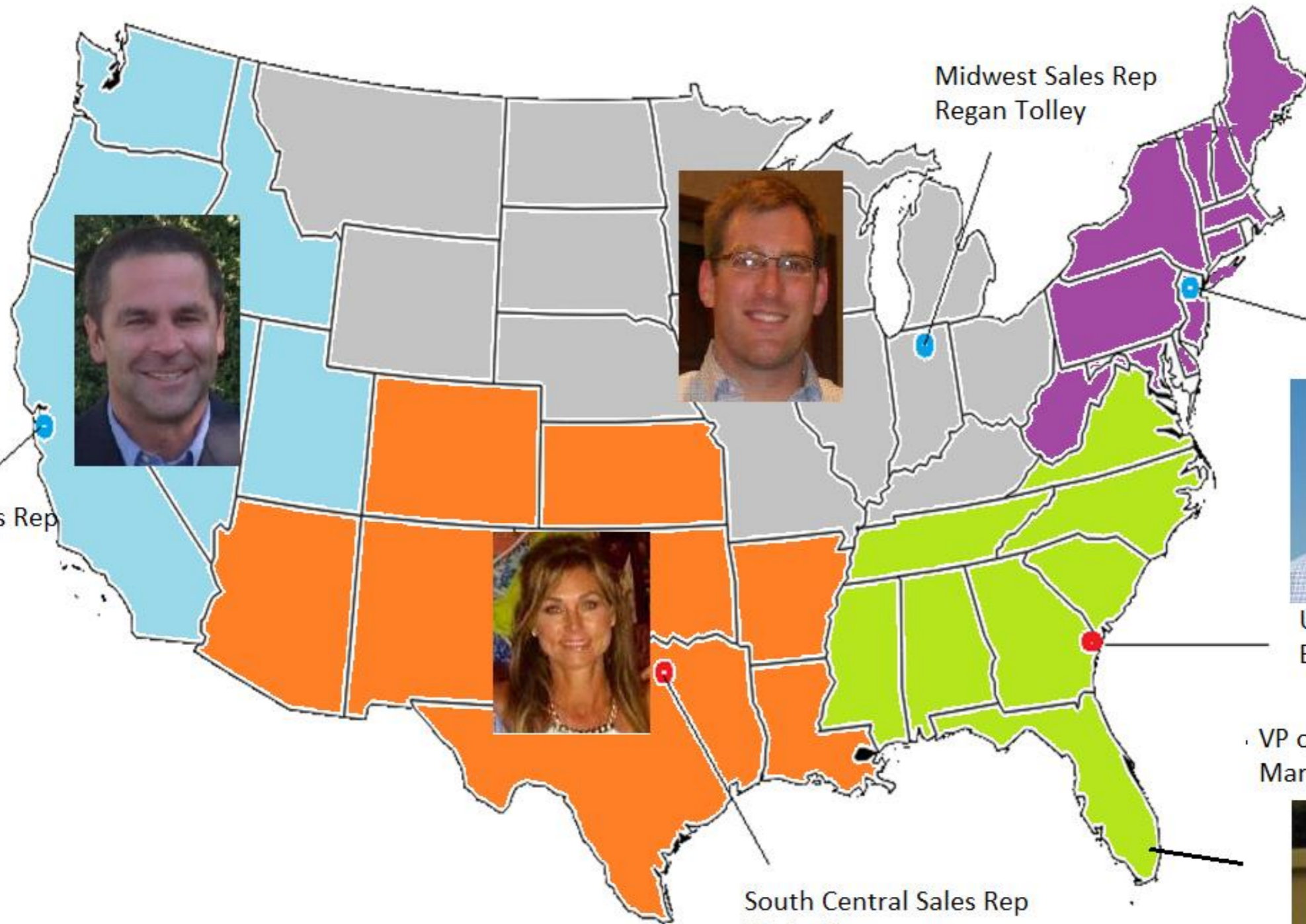
■ EK250 ■ EK250SM

■ EK300 ■ EK300SM

CZM in 2017



CZM in 2017



Northeast Sales Rep
Joe Savarese



US Sales Manager
Barrett Rahn



VP of Sales and Marketing
Marcos Cló

MARKET SEGMENTS

- **CONSTRUCTION:**
 - Infrastructure/Transportation
 - Industrial
 - Commercial
 - Residential
- **ELECTRICAL**
 - Powerline
 - Utilities (New)
- **OIL & GAS**
- **LANDFILL (New)**

CONSTRUCTION - DRILLING



DRILLED SHAFTS



MICROPILE



CFA
Patented System

CONSTRUCTION DRIVEN PILES – (New)



Recent contract with Hayward Baker for Stone Collum Machine development

OIL & GAS – Shale Gas Rathole Drilling



POWERLINE – UTILITY WORK



Short mast versions allows working under existing Powerlines
CZM has become industry leader in Short mast equipment

LANDFILL



TRUCK MOUNTED



100+ Customers – North America

AH BECK	CAJUN DEEP FOUND.	K&D CONSTRUCTION	READY DRILL
ALABAMA POWER	CARMEN PALIOTTA	LEON KROUSS	ROC YARD
ALDRIDGE	CASE FOUNDATION	LINDE GRIFFTH	ROHRSCHEIB
AMELIE	CASE PACIFIC	LONGFELLOW	RPI
AMERICAN DEEP FOUND.	CDI ELECTRIC	MALCOM FOUNDATIONS	S&J
AMERICAN SHORING	COMMONWEALTH DRILLING	MB DRILLING	SEABORD
ATLANTIC CAISSON	CONDON JOHNSON	MCKINNEY	SELIX CANADA
ATLAS	CONDOTTE	MECO MIAMI	SHORE LINE
ATLAS DRILLING	CROSS BORDERS	MICHELS	SKANSKA
ATS DRILLING	CTI	MILL CREEK	STRUCTURAL CONCRETE
AUGER DRILLING	DAR DRILL	MJ ELECTRIC	SUPERIOR TRUCK
B&B FOUNDATIONS	DOT ENERGY	MKT	SUPREME FOUNDATIONS
BEAIRD DRILLING	EDGE	MOB	TAYLOR RIDGE
BECHO	ELLINGTON CROSS	MYR GROUP	TEXAS STERLING
BERKEL	EXPRESS ENERGY	NEXT FOUNDATIONS	TOP HOLE
BLATTNER	GASES DE METANO - MEXICO	NORTHWEST	TRI STATE
BLAZE	GRAHAM	PACIFIC COAST	TRIPAN LLC
BOBCAT HEAVY CIVIL	GREAT LAKES FUSION	PAYNTER SHARP	US SITEWORK
BOUNDS DRILLING	HARGRAM	PELA, Russia	VEIT
BRAYMAN	HAYWARD BAKER	PRECISION RATHOLE	WADSWORTH
BRIDGE BUILD. ALABAMA	HMC	PTM	WAGMAN
BRINK	ILLINI DRILLING	RAMSEY EXCAVATING	WALSH
BUTCH'S RATHOLE	JD PILING	RDI	

Largest Customers



BLATTNER
ENERGY



McKinney Drilling Company
A Keller Company



BRAYMAN
Construction Corp.



WAGMAN
General Construction | Heavy Civil | Geotechnical



MICHELS
M
CORPORATION



BECHO
INCORPORATED
Tutor Perini
CORPORATION



WALSH



ALDRIDGE



HAYWARD
BAKER
Geotechnical Construction



Alabama
Power™



KELLER



SKANSKA

Associations we are members



Foundation Market Share USA

soilmeco

25%



20%



10%



15%



15%

Others - 15%



Foundation Market Worldwide

To estimate the drilling rigs & equipment market we used a bottom up approach segmenting the market in four categories

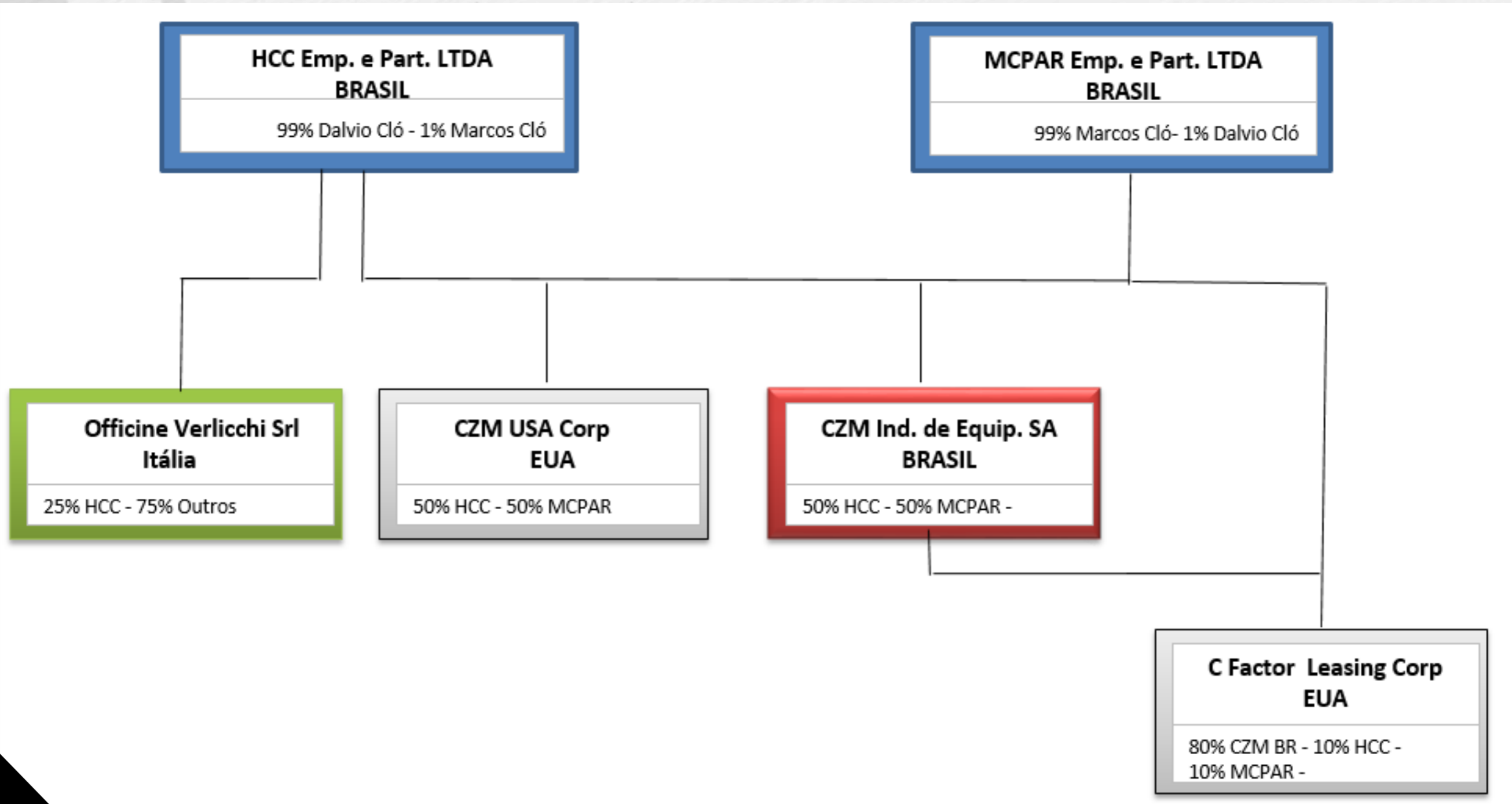
Drilling Rigs Market Assessment – Bottom Up Approach

Category	Players	Comments
Top International Drilling Rigs Manufacturer (size and range)	  	<ul style="list-style-type: none"> We estimated the top 13 players revenues focusing on drilling rigs related revenues (e.g. tunneling, mining and horizontal drilling excluded)
International Drilling Rigs Manufacturer	         	
Construction Conglomerate	       	<ul style="list-style-type: none"> We estimated the 8 main international diversified players focusing on drilling rigs related revenues
Other Manufacturing Player	     	<ul style="list-style-type: none"> We assumed that there are about ~130 local market players producing a small number of machines per year

CZM - Perspectives for Next 3 Years

CZM	2018*	2019*	2020*
Machines Manufactured	39	45	50
Total Machine Revenue	25,504,750	30,205,700	36,436,554
Total Parts Revenue	3,817,619	4,962,904	5,955,485
Rental Revenue	2,040,796	2,448,956	2,816,299
Service/Other	1,088,437	1,306,124	1,567,349
TOTAL REVENUE	32,451,602	38,923,684	46,775,688
*projections			

Corporate Structure



CFACTOR LEASING CORP. ESTABLISHED 2015

CFactor as CZM Dealer



Advantages:

- **Direct contact with customer**
 - **Speed in launching new products**
 - **Better understanding customers needs**
 - **Long term relationship with customers remain an asset of CZM, not of dealer**
- **Better control of After Sales**
 - **Faster and better services to customers**
 - **Long term commitment to the brand**
 - **More efficient availability of parts**
- **Better profit margins**
 - **Dealer usually has 20% discount**
 - **Profit from Rental and Resales**

RPO Business



- **Customer has the option to purchase the Equipment during or at the end of the contract at the Purchase Price agreed, less the Rental Credit, as follows:**
 - **100% of month 1 – 3 rent**
 - **75% for months 4-12***
- **If the Purchase Option for the Equipment is not executed within the rental period, no credit to the Purchase Price of the Equipment shall be given to Customer.**
- **Monthly Rental rate varies from 3% to 3.8% of machine list price**
- **CFactor has ownership of machine**

-* RPO terms may vary

RPO Business

- **% of RPO Conversion into sale: 70%**
- **Machine use hours: Average 100 hours/month**
- **Machine Lifetime: 10.000 hours**
- **Live Monitoring of Rental Fleet through CAT Visionlink GPS system**

RPO Business



All Assets > 44 Results

Fleet |
 Alerts |
 Health |
 Maintenance |
 Utilization |
 Administration |
 Column Options |
 Settings

Asset ID	S/N	Make/Mod...	Hour Meter	Odom...	Last Known S...	Date Last Rep...	A...	Location
CZM EK125 SAV004	WBK00532	CAT 320EL	2,749	46	Asset Off	09/12/16 8:32 am	0	1714 JOHN ROEBLING WAY, SAXONBURG, PA 16056, US
CZM EK125 SAV005	WBK01287	CAT 320EL	2,805	118	Asset Off	09/12/16 8:28 am	0	5500 NAFEX WAY, FORT WORTH, TX 76131, US
CZM EK125 SAV007	WBK01724	CAT 320EL	3,373	232	Asset Off	09/11/16 10:11 pm	0	5500 Nafex Way, Fort Worth, TX, 76131, Tarrant, United States
CZM EK125 SAV009	WBK01941	CAT 320EL	3,570	4,243	Asset Off	09/11/16 2:03 pm	0	4420 Anderson Road, Woodward, OK, 73801, Woodward, United States
CZM EK125 SAV011	WBK01396	CAT 320EL	3,290	3	Asset On	09/12/16 8:53 am	0	73063 Mount Pleasant Pike (OH-647), Martins Ferry, OH, 43935, Belmont
CZM EK125 SAV015	WBK02201	CAT 320EL	3,530	574	Asset On	09/12/16 9:01 am	0	E0560 Road, Sharon, OK, 73857, Woodward, United States
CZM EK125 SAV055	EGX00188	CAT 320EOEM	95	N/A	Not Reporting	07/14/16 6:07 pm	0	114 Avenue Southeast, Shepard, AB, Calgary, Canada
CZM EK125 SAV056	EGX00187	CAT 320EOEM	130	N/A	Reporting	09/12/16 6:25 am	0	5500 Nafex Way, Fort Worth, TX, 76131, Tarrant, United States
CZM EK125 SAV058	EGX00191	CAT 320EOEM	404	N/A	Not Reporting	08/24/16 6:07 am	0	26 Main Street, Mount Ephraim, NJ, 08059, Camden, United States
CZM EK125 SAV063	WBK02213	CAT 320EL	2,132	17	Asset On	09/12/16 8:43 am	0	3118 East Terry Road, Duncan, OK, 73533, Stephens, United States

Map showing asset locations across the United States. A callout for asset CZM EK250 SAV010 is visible near Chicago. Other cities shown include San Francisco, Los Angeles, San Diego, Houston, New York, and Atlanta.



CFactor – Perspective for next 3 years:

C FACTOR	2018*	2019*	2020*
Total Machine Revenue	5,950,010	7,140,012	8,925,015
Rental Revenue	9,720,000	11,340,000	12,960,000
Service/Other	450,000	570,000	690,000
TOTAL REVENUE	16,120,010	19,050,012	22,575,015
MACHINES ON FLEET YE	40	46	52



WWW.CZM-US.COM