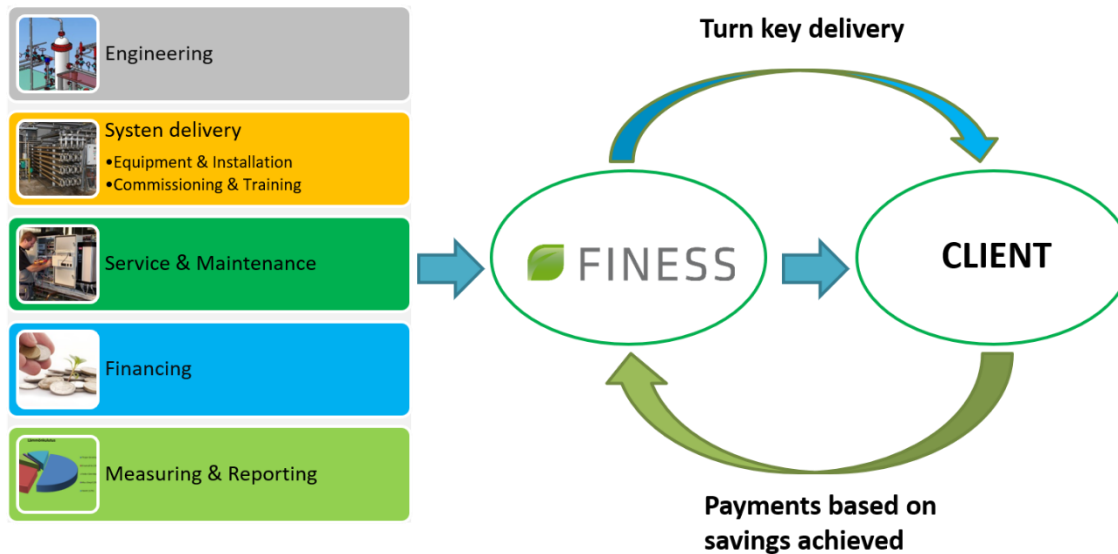


## Smart Energy Investment



Oh my ...  
Where do all these energy bills come from !  
What can I do ?

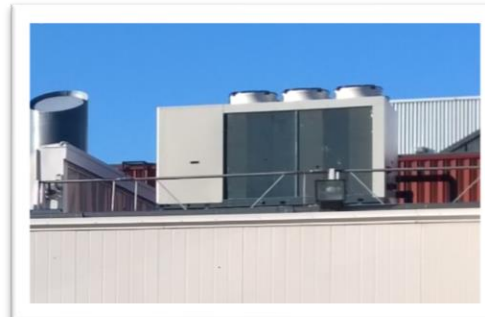


Well, you could reduce the amount of energy you buy:

- Recover heat from waste water
- Recover heat from process cooling system
- Recover heat from exhaust air



Waste water heat recovery system



Multifunction heat pump

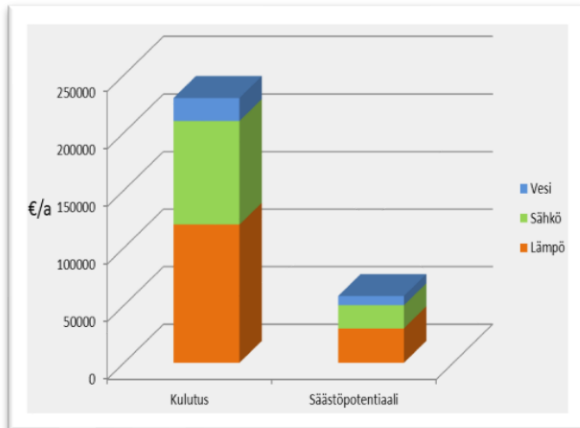


Exhaust air heat recovery pack

I wonder if they ever pay back...  
 Lots of expensive machinery, and  
 installation always costs more than  
 expected



We will give you detailed savings calculation,  
 and offer turn-key delivery with fixed price



nykyinen kulutus	säästöpotentiaali	kokonaisinvestointi
<b>Lämpöenergia</b>	272 MWh/a	23 935 €
1780 MWh/a	8044 €/a	
56750 €/a	14,2 %	
<b>Sähköenergia</b>		12 958 €
496 MWh/a	36 MWh/a	
22760 €/a	4338 €/a	
	19,1 %	
<b>Vedenkulutus</b>		3 049 €
3777 m <sup>3</sup> /a	220 m <sup>3</sup> /a	
5520 €/a	319 €/a	
	5,8 %	
<b>Kustannukset yhteensä</b>	<b>Säästöt yhteensä</b>	<b>Investoinnit yhteensä</b>
85031 €/a	12701 €/a	39 942 €
	14,9 %	

**But then I would have to find a good engineering office to do the design.**

**Anyway it will take time and cost more too**

**We will make all engineering needed, and the fixed price will include all engineering too.**



Okey, I trust you will charge us the fixed price, but will I ever see the savings you have calculated ?

We will always include energy metering in our systems.

And we will give you a guarantee for the savings.



TOUCH

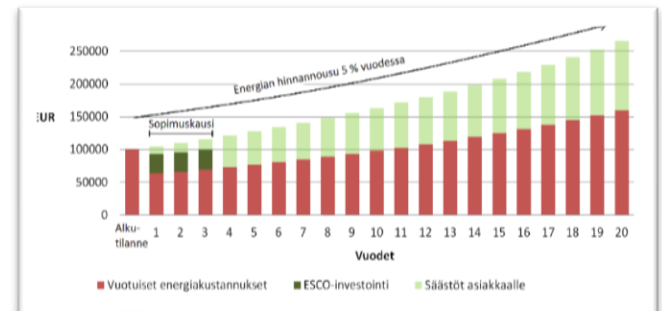
Energia		
Päivä	Viikko	Kokonaan
+141.3	+141.3	+9824.0 kWh
+284.3	+2173.5	+1194.8 kWh
+2.2	+2392.8	+2935.3 kWh
+3.3	+2392.8	+15811.4 kWh
+381.6	+2269.5	+15174.0 kWh
+458.8	+1549.0	+14795.5 kWh
Käiväenergia		+123847 kWh
Veden käyttö		+17879 m <sup>3</sup>

Well... How much all this would cost ?



We have calculated your case:  
Fixed price for a turn-key delivery is 90000 €  
for all 3 heat recovery systems together.

Calculated pay-pack is 2 years



**Oh, we don't have that kind of money available anymore for this year !**

**And I'm afraid our main office will place next years investment money to a production upgrade in another factory**



**You don't need any investment money to do this, if we make our "Smart energy investment".**

**You will only pay with the savings achieved. So if you save 4000 € per month, you only pay us the same 4000 €, not more.**

**And if you want, we can only charge you 3000 €, and you can keep 1000 € every month.**

**So your cash flow would be 1000 € better from month one.**



**But will we really see the savings you have calculated ?**

**You will only pay for measured results.  
In case the actual savings are 3000 € instead  
of 4000 € calculated, you only pay 3000 €.**





**But will the equipment run properly, and how much service costs will there be ?**

**In worst case we would be alone with broken machines, but you are still sending us invoices....?**

**Our price includes all services for the complete contract period.**

**And we only charge you according to measured savings**



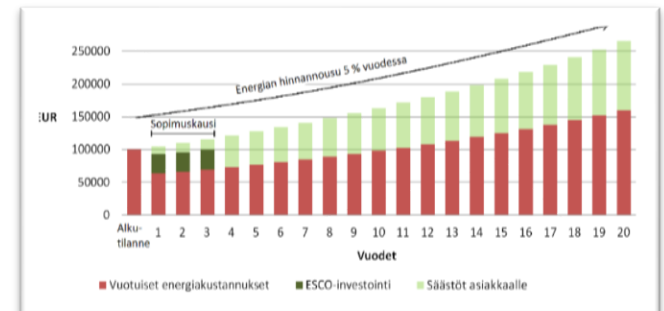
**But hey !  
How about our savings if you are taking most of it ??**



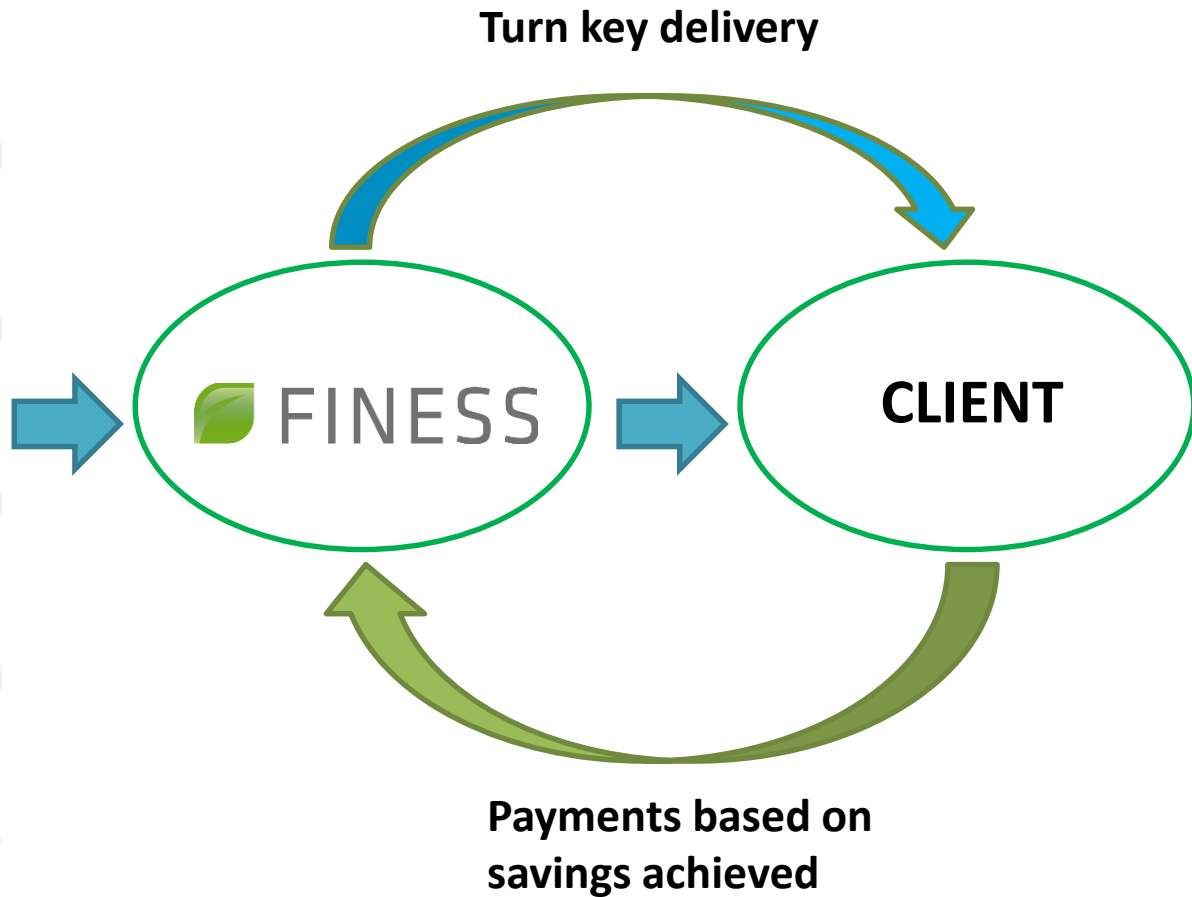
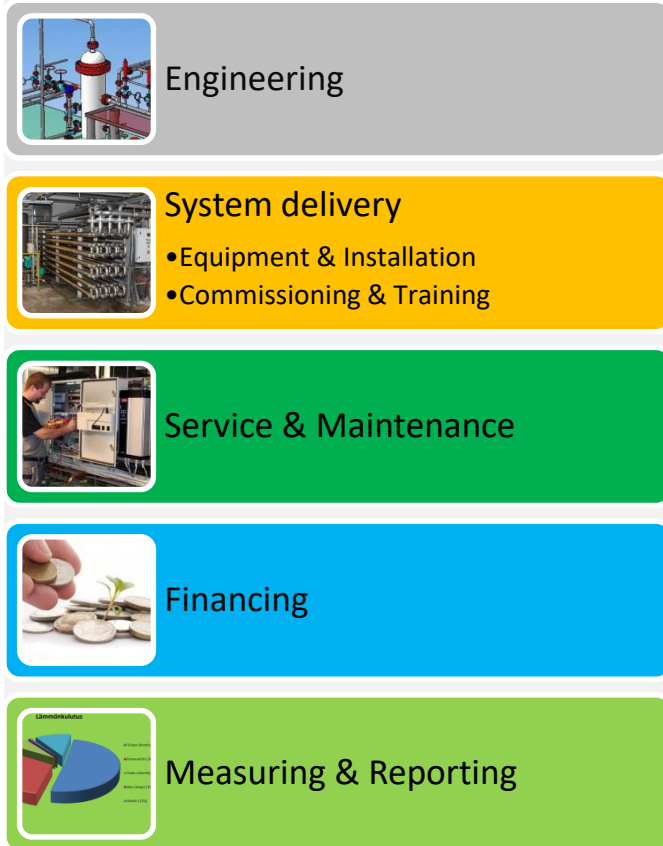
**After the contract period of 2 years, you will have all the savings, 4000 €/month.**

**And remember, this is with zero investment from your side.**

**So you can invest all you have to production upgrades, or where ever you want.**



# Smart Energy Investment



- >> No investment capital needed
- >> Your energy costs will go down immediately
- >> Function guarantee for the complete contract period



**Thank you for listening !**



**Let's save some energy !**