



Area Impianti, *Italian clean-tech leading Company* with a strong track-record in *flue gas treatment solutions* and *power generation plants from heat recovery*.

The Strategic Partner can benefit from:

- Extensive industry know-how within the flue gas treatment and exploit the significant potential of the cutting edge technology of power generation from flue gas heat recovery;
- Leading market position and customer awareness, with reference to specific vertical industries, such as glass and waste incineration, thanks to a great number of plants installed worldwide;
- Highly skilled Engineering team, able to furnish turn-key solutions tailored to satisfy demanding customer needs and comply with environmental law requirements;
- A global footprint with an “extra Italy” consolidated presence (~80% of the revenues are generated outside Italy)

Area Impianti, Italian company specialized in the design, procurement, manufacturing and installation of turnkey solutions in the clean-tech industry, with particular reference to flue gas treatment plants and power generation from heat recovery and from biomasses.

Founded in 1990 in the North-East of Italy by Angelo Marcolin, Ivana Cardin and Francesco Zatti. **In 1991**, to integrate the Company's plants offering to foundries, Area Impianti began an industrial **partnership with Savelli SpA**, which ended in 2003 as Area Impianti chose to focus on other industries in particular in glass industry and especially in urban, medical and special waste incineration. Thanks of the 72 built plants, Area Impianti has reached a significant market share in particular in France and Italy.

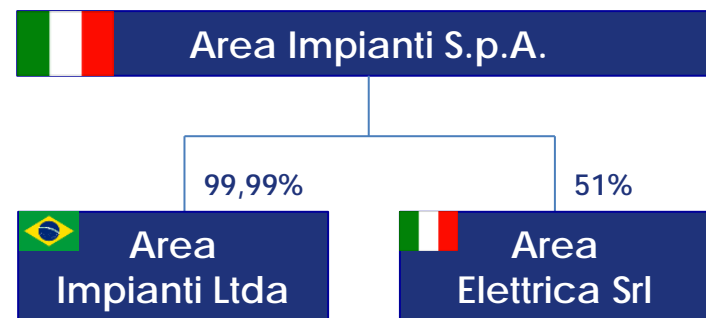
In 2007, Area Impianti went public on the **Italian Stock Exchange** (MAC market). The private equity firm Cape Live subscribed €4,9m of the newly issued shares, owning an 11% stake of the total share capital. **In 2012**, the shareholders decided to **delist the Company**.

After the success attained in the flue gas segment, **in 2008** Area Impianti started to develop the cutting-edge technology **of power generation from hot flue gas heat recovery**, enriching the Company's offer in the environment protection and power generation.

The Company has made important plants also in USA, Brazil and China creating an efficient network with local Companies suitable to guarantee the right support in terms of constructions and services.

In 2015, Area Impianti starts to work as **EPC contractor** for urban and medical waste incineration lines, with electrical power generation systems. **In 2016**, the Company began **the first project: urban waste incinerator** (65.000 ton/year) with power generation system (7,5 MW).

- Ivana Cardin (CFO) and Angelo Marcolin (CEO): 57,5%*;
- Francesco Zatti (CTO): 28,7%*;
- Alba Private Equity S.p.A.: 11,9%*;
- Others: 1,9%*.



* Ownership percentages have been restated taking into consideration treasury shares (8,7%).

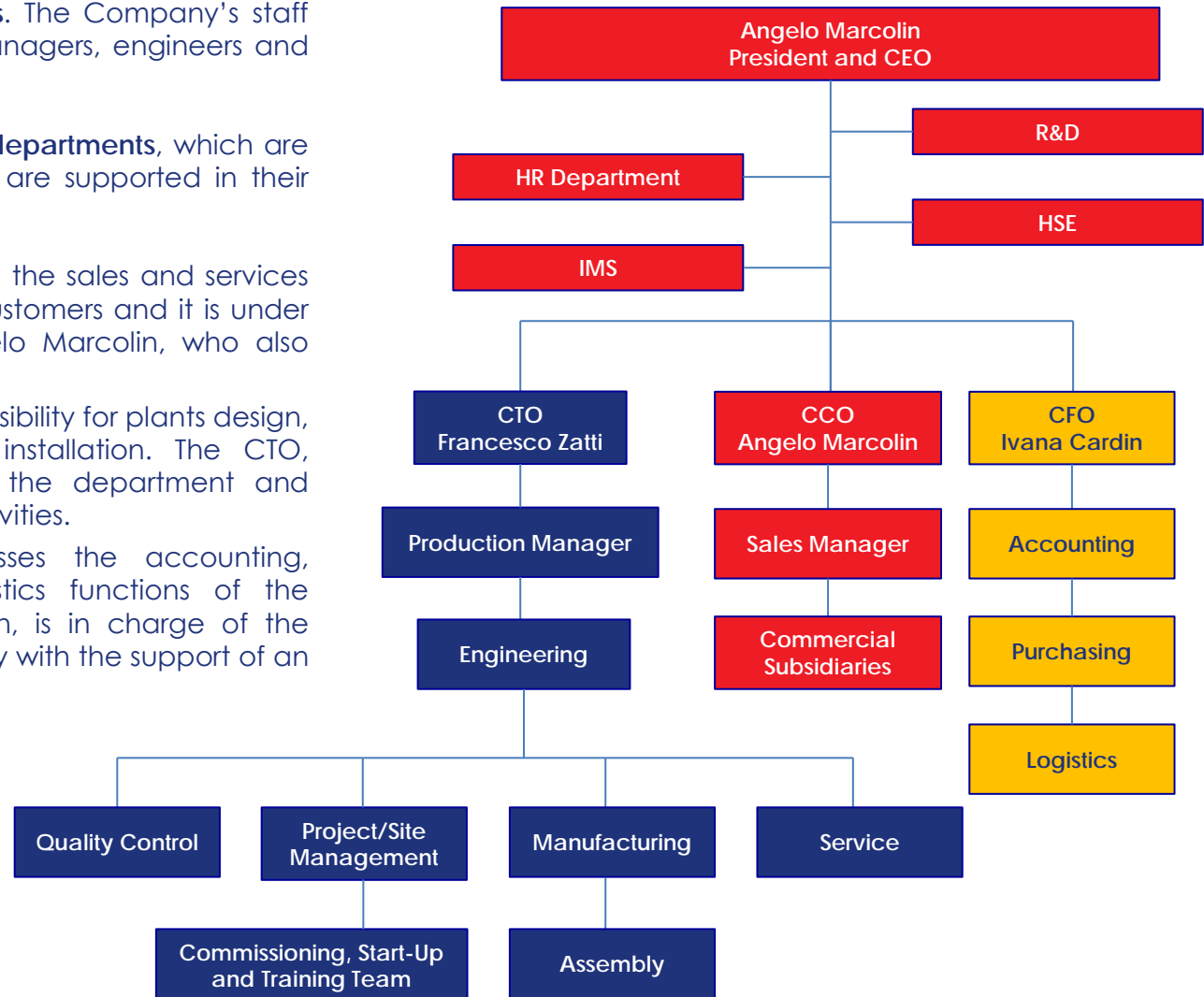
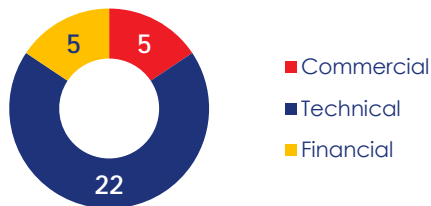
Area Impianti controls two companies:

- **Area Impianti Engenharia e Servicos Tecnicos Ltda**, Brazilian commercial subsidiary.
- **Area Elettrica Srl**, Italian company that produces electrical parts and software for Area Impianti's plants.

Area Impianti's workforce consisted of **32 employees and 10 external salespeople and technicians**. The Company's staff includes an highly skilled team of managers, engineers and technicians.

Personnel is organized in **three main departments**, which are headed by the three founders, who are supported in their tasks by experienced managers:

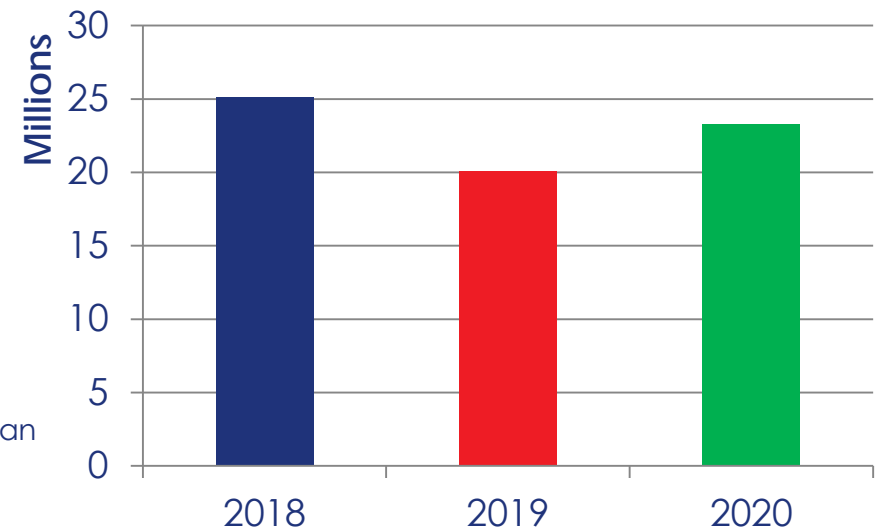
- **Commercial Department:** manages the sales and services provided by Area Impianti to its Customers and it is under the supervision of the CEO, Angelo Marcolin, who also oversees the R&D.
- **Technical Department:** takes responsibility for plants design, production, quality control and installation. The CTO, Francesco Zatti, is in charge of the department and supervises also EPC contracting activities.
- **Financial Department:** encompasses the accounting, controlling, purchasing and logistics functions of the Company. The CFO, Ivana Cardin, is in charge of the department and performs its activity with the support of an assistant and two accountants.



- TURNOVER (Value Of Production)

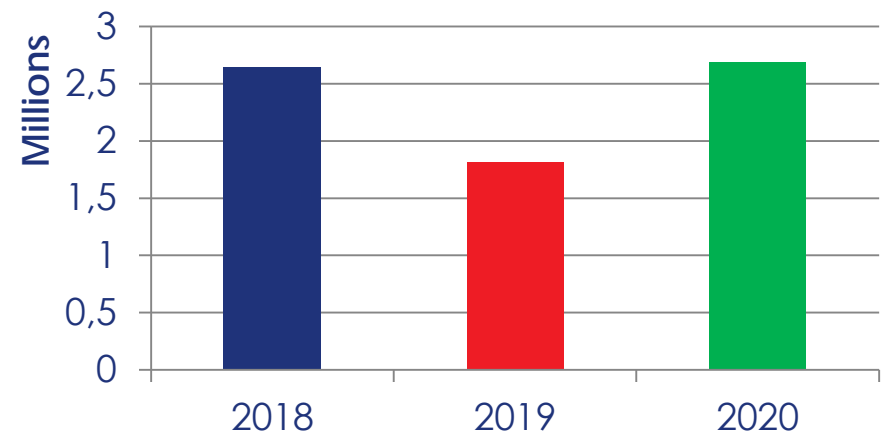
YEAR	TURNOVER
2018	25.135.000
2019	20.039.000
2020 (exp.)	23.270.000

- Area Impianti is able to manage, with its organization, an annual turnover of 35M €, as done in 2016.



- EBITDA

YEAR	EBITDA	€
2018	10.5%	2.639.682
2019	9.0%	1.810.000
2020 (exp.)	11.6%	2.688.000



BUSINESS OVERVIEW

Thanks to a continuous effort in the R&D of new advanced technological systems to apply to its plants, Area Impianti has developed significant competencies in the flue gas treatment and power generation from heat recovery fields, being able to offer a wide range of solutions.



FLUE GAS TREATMENT SOLUTIONS

De-dusting – through the use of electro-filters, bag filters and/or ceramic filters

DeNox – adopting SCR catalytic treatments and/or SNCR thermal treatments

DeSOx & Acid Gas Removal – by means of dry adsorbent (sodium bicarbonate and HSS lime)

DeDioxin – using activated carbon and/or catalytic treatments

Regenerative Thermal Oxidizer to eliminate VOC and odors



HEAT RECOVERY AND POWER GENERATION SOLUTIONS

Heat exchangers and boilers for heat recovery from waste gas for electric and thermal energy production

Power generation with steam thermal and Organic Rankine cycles. Combined cycles steam and ORC.

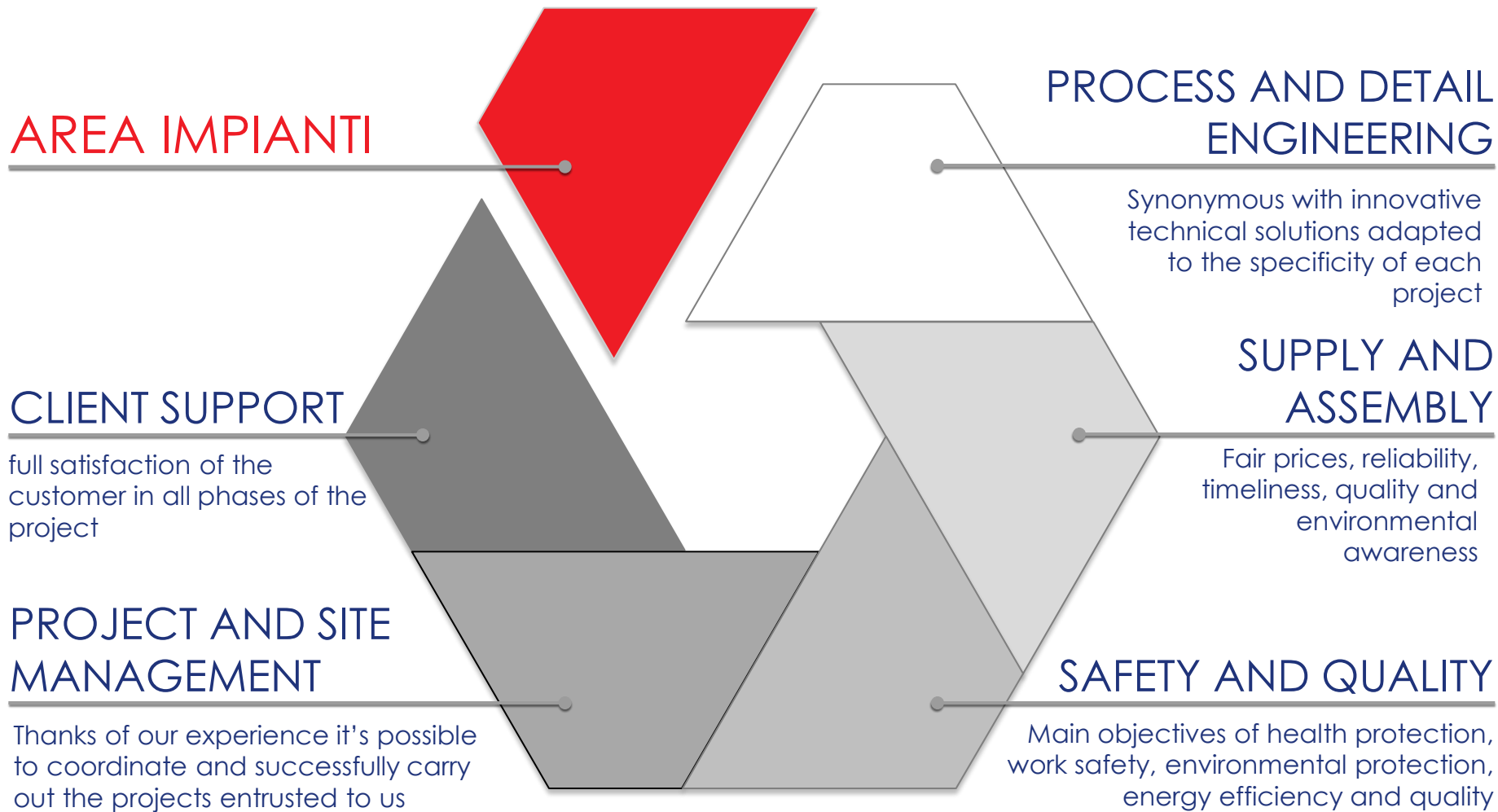
Systems: Steam turbine over 600°C, Organic oil turbines from 250°C to 600°C

Area Impianti products meets the customers and other stakeholders needs complying with applicable statutory and regulatory requirements. The Company has obtained four certifications :

- **ISO 9001: 2008** for Quality Management System (Cert. No. DE 491226 QM08 RT)
- **ISO 14001: 2004** for Environmental Management System (Cert. No. 491226 UM)
- **ISO OHSAS 18001: 2007** for Occupational Health and Safety Management System (Cert. No. 491226 BSOH);
- **SOA OS 14, VIII unlimited**, special certification for Public Italian tenders and works.



AREA IMPIANTI has the capability to provide a 360° service



OUR REFERENCES

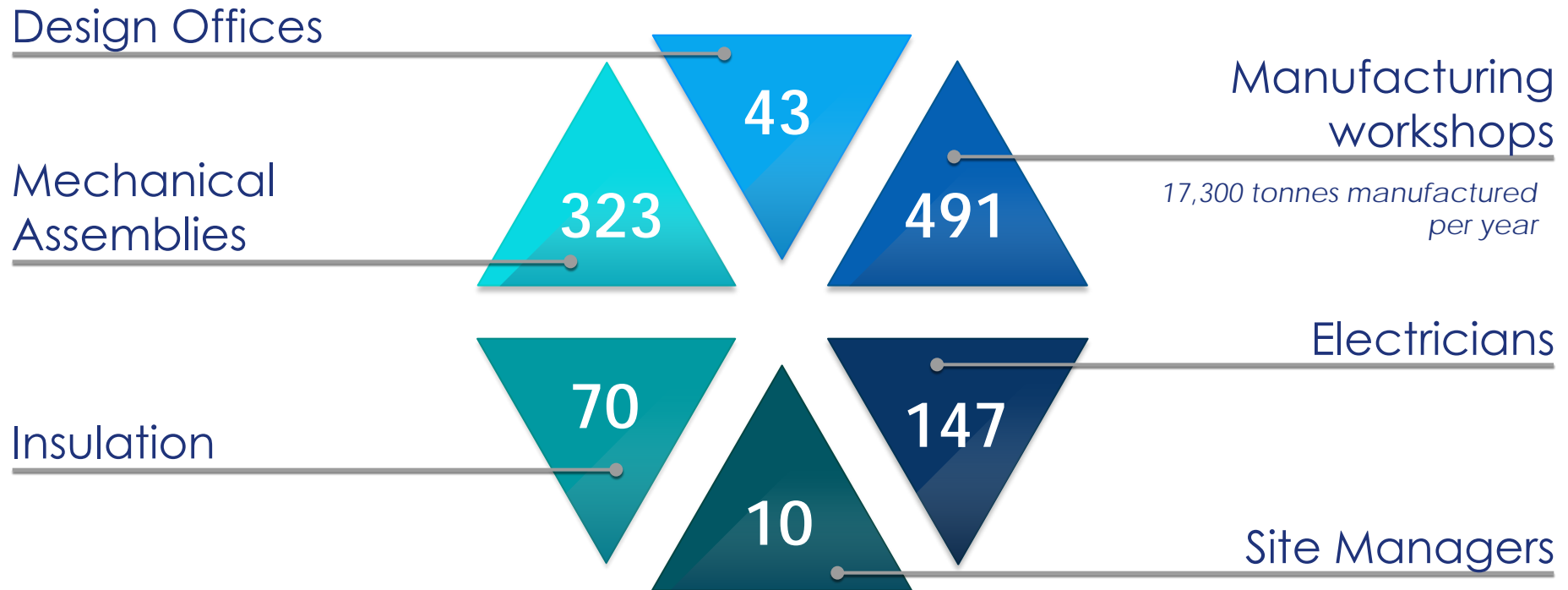
- 78 waste incineration lines in 46 sites
- 14 biomass incineration lines at 14 sites
- 148 furnaces in 70 glassworks
- 3 lines in 3 cement factories
- 114 cast iron production lines in 47 sites



PARTNERS NETWORK

The network of partners and suppliers of Area Impianti built and made stable over time is essential for our long-term success. This portfolio of friendly companies allows Area Impianti to be able to cope with important work volumes in a short time, being able to field an enlarged organization under the control of the superspecialized internal team.

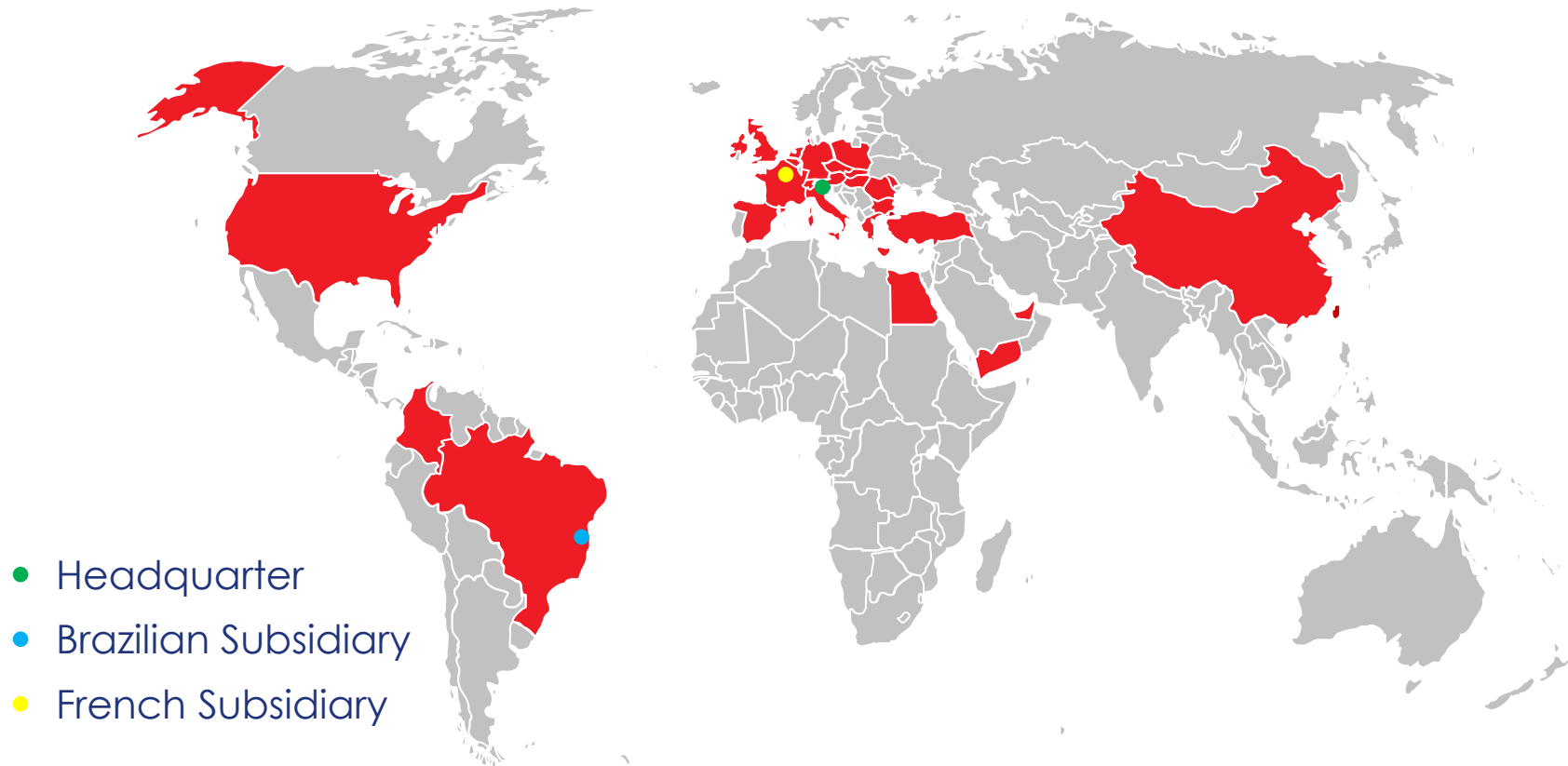
Area Impianti can flexibly avail itself of the following workforce:



AREA IMPIANTI IN THE WORLD

Area Impianti carries out the commercial and sales activities from its headquarters in Italy. The Company can also rely on a foreign commercial Subsidiary in Brazil; and on two commercial branches in France (Paris) and Turkey (Bursa).

In addition, the Company can boast a consolidated presence in Europe, in the Middle East and North Africa



Projects in: Italy, Spain, UK, Germany, France, Bulgaria, Belgium, Poland, Algeria, Egypt, Turkey, UAE, Jordan, China, USA, Brazil

TECHNICAL SOLUTIONS

Area Impianti's product portfolio is the result of a multidecadal experience in the most demanding fields and the result of a continuous effort to improve the efficiency, effectiveness and reliability of the offered solutions.

Dry particulate removal

- Tangential cyclones
- Axial cyclones
- Pulse jet filters with vertical pleated sleeves
- Pulse jet filters with vertical round sleeves
- Pulse jet filters with vertical flat sleeves
- Pulse jet filters with ceramic candles
- Electrostatic precipitators

Wet particulate removal

- Wet Electrostatic Precipitator (horizontal flow)
- Floating bed columns
- Venturi scrubber with variable throat



Wet gas removal

- Plate columns
- Static filling columns
- Floating bed columns

Odour and / or VOC and / or CO removal

- Static filling columns
- Thermal oxidizers
- Regenerative thermal oxidizers
- Active Carbon Adsorption Systems

Gas conditioning / cooling systems

- Quencher with dual flow lances
- Quencher with Spillback lances
- Dissipative exchangers



Heat exchangers for energy recovery

- Gas / gas exchangers
- Gas / liquid exchangers for raw fumes

DeNOX Systems

- SNCR Systems
- Low temperature regenerative tail-end DeNOx reactors
- DeNOx low dust high temperature reactors

Reagent and residues handling

- Storage systems
- Extraction / dosing / grinding systems
- Pneumatic conveying systems in diluted / semi-dense / dense phase

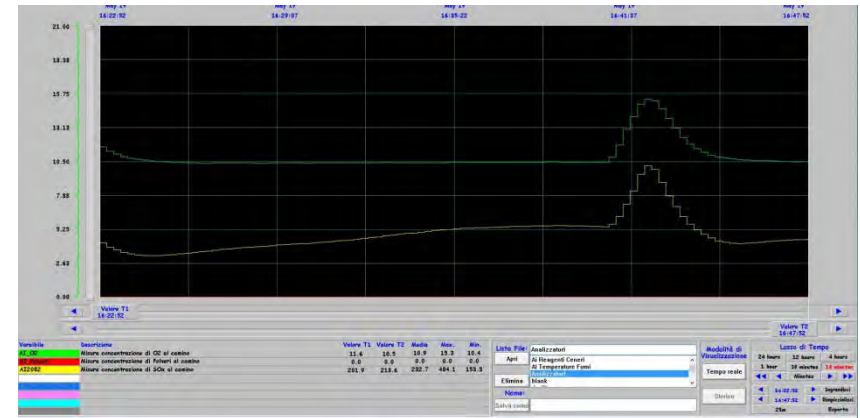
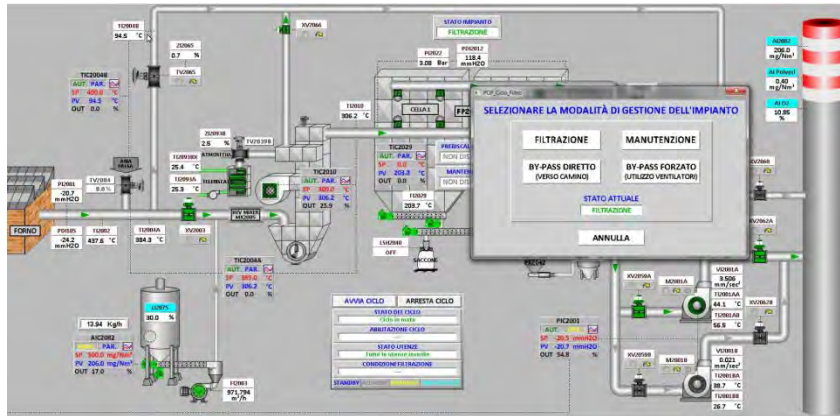
Various

- All-in-One systems for Dedust-FGC-DeNOx
- Energy recovery systems with ORC
- Waste incineration boilers
- Boilers / grids for waste incineration
- Subcooling systems for plume elimination
- Water-cooled hoods and ducts for electric furnaces and steel converters



Area Impianti offers a solid **after-sales service** structure with support that assists the customer by offering spare parts, punctual maintenance, scheduled maintenance, remote control and 24-hour availability.

In addition, our process engineers are available for **remote assistance** to assist site staff. This service is very often requested by our glass-making customers.



APPLICATIONS

☐ VERT-LE –GRAND SEMARDEL

FRANCE
126.000 ton/y x 2



☐ BEA - DESIO

ITALY
95.200 ton/y



☐ CAGLIARI

ITALY
100.000 ton/y



☐ MACOMER

ITALY
60,000 ton/y



□ PARMA - IREN

ITALY
130.000 ton/y



□ PONTCHARRA - SIBRECSA

FRANCE
19.000 ton/y



□ GRENOBLE

FRANCE
192.000 ton/y



□ KOSICE

SLOVAKIA
120.000 ton/y



❑ VICENZA - ZAMBON

ITALY
50.000 t/y Industrial waste



❑ BERGAMO - BAS

ITALY
150.000 ton/y



□ ARQUES - ALPHAGLASS

FRANCE
Container Glass



□ HOLZMINDEN – O-I

GERMANY
Container Glass



□ ALLOA – O-I

UK
Container Glass



□ S. V. AL TAGLIAMENTO – VETRI SPECIALI

ITALY
Container Glass



□ BARCELONA – O-I

SPAIN
Container Glass



□ ALTARE – VETRERIA ETRUSCA

ITALY
Container Glass



□ SOFIA – BA GLASS

BULGARIA
Container Glass



□ JAROSLAW – O-I

POLAND
Container Glass



□ PEDEROBBA – CEMENTI ROSSI

ITALY
Kiln and Clinker Cooler Heat Recovery
for ORC energy production



□ PIACENZA – CEMENTI ROSSI

ITALY
Chlorine cycle By-pass



□ REZZATO - ITALCEMENTI

ITALY
DeNOx SCR Low Temperature



□ CHARTRES - LLT

FRANCE
Wood + Organic waste - 50.000 ton/y



□ FOGGIA - ENTERRA

ITALY
Olive Pomace - 112.000 t/y



□ PAVIA - AREAUNO

ITALY
Turnkey biomass fired power plant
24.000 ton/y



□ SÈTE - EDF

FRANCE
Wood – 81.000 ton/y



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