




KPA Unicon

Energy for good.

Kiev 6 Feb 2020

Energy
for
good.



Henri Riihimäki
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KPA Unicon briefly



Professionals

250

Family
owned
company

Turnover

80 M€

Country organizations

8 countries

Founded

1990

Business Idea

We are KPA Unicon. We believe clean energy production makes sense for everyone. Here's how we're doing our part.

We **Create** and implement clean-energy solutions.

We **Renew** existing energy-production systems with cleaner technologies.

We **Interact** by empowering energy producers with innovative digital tools.

We **Lead** the way with advocacy and initiatives that create better value for our partners.

That's how we harness our **energy for good**.



Mission and vision statement

Why we do what we do

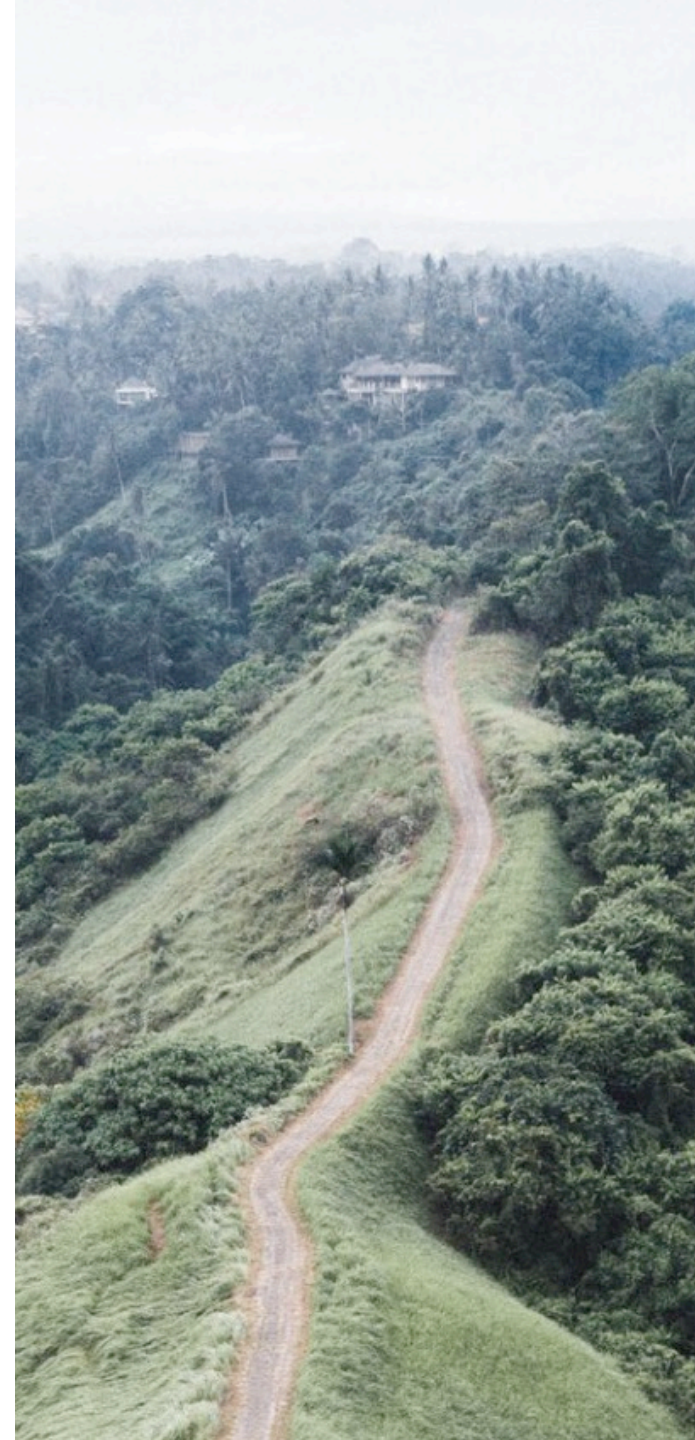
To inspire, lead, and accelerate
the worldwide adoption of locally
produced clean energy.

Where we're headed

To better our world and change lives
through clean energy innovations.

OUR MISSION

OUR VISION





Create

Turnkey clean-energy solutions

Biomass

Renefluid
Biograte
Pellet
Renegrate

Waste

Reneflex

Gaseous & liquid

WF/SF
WT/ST

Heat recovery

HRSG



Renew

Cleantech plant upgrades

Efficiency

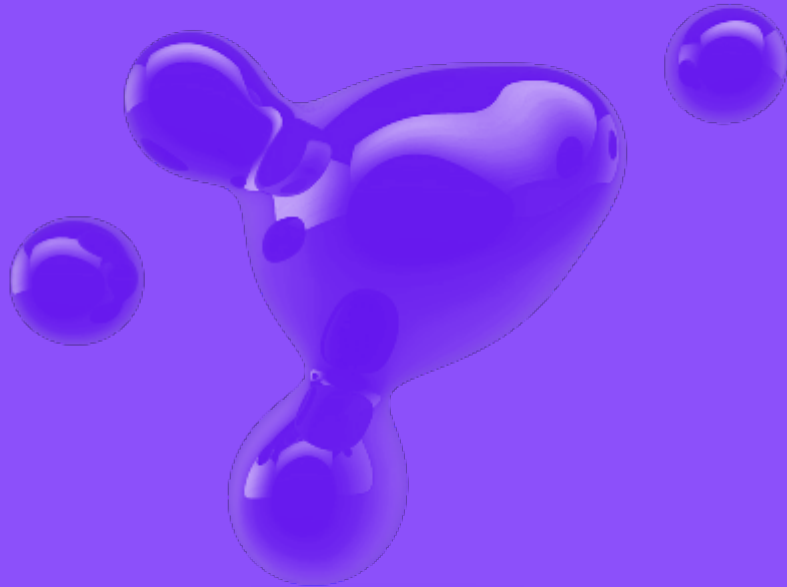
Retrofit

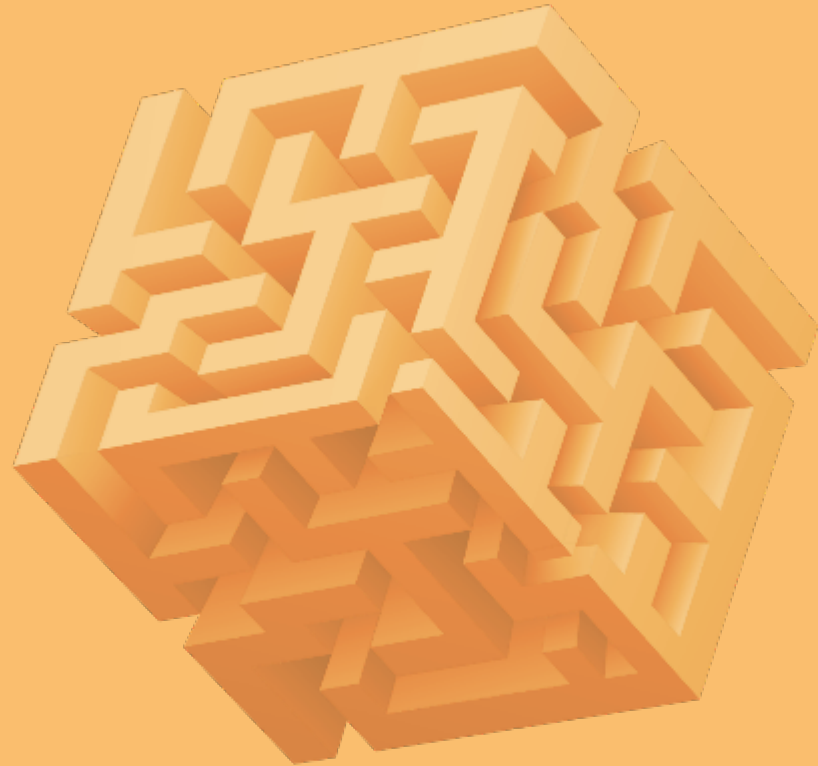
Emissions control

Bag filter
Condenser
De-Nox

Lifespan

Repairs
Maintenance
Spare parts





Interact

Digital insights & control

Plantsys®

Operation

Maintenance

Material flow

Reporting



Lead

Advocacy, vision & opportunities

CaaS

O&M

Expertise



KPA Unicon

Success stories

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(1)

Croatia - Power Plant delivery

Successfully executed power plant project and now ongoing 14 years operation and maintenance Agreement

Location _____ Grubisno Polje, Croatia
Solution _____ Biograte 25 MW_{th} / 5 MW_e / 92bar
Contract status _____ Handed over 2019
Project status _____ Now in operation phase
Operation personnel hired
Duration _____ 16 months + 14 years operation
Highlights _____ Power plant is running and supplying electricity to grid. KPA Unicon has local O&M personnel to take care of daily operation. Power plant exceeded all the guaranteed performance figures in tests.



Akuo Energy is an integrated company, which has chosen to internalize all the expertise needed by a developer and operator of renewable energy projects.

Their group revenue was 205 million euros in 2017 and they had 1035 MW capacity in service and under construction. Akuo Energy has invested more than 1,8 billion EUR since inception as end of 2017.

(2)

First plant commissioned in Chile

The level of emissions produced by the mill has diminished, and the biomass fuel costs have dropped dramatically

Location	Valdivia, Chile
Solution	Biograte 20 MWth
Contract status	Handed over 2019
Project status	Now in operation phase Support contract signed
Duration	18 months
Highlights	The delivery of the boiler plant included all process equipment, buildings, installation supervision, commissioning and operational training. The delivery was made in agreed schedule and according to original budget.

A graphic of a globe with a hot air balloon, overlaid with the CMPC logo and a text box. The globe is green and white, with a hot air balloon floating above it. The CMPC logo is in the top right corner of the text box. The text box contains a paragraph of text.

cmpc.

The CMPC Group is one of the world's largest forest industry companies, with a turnover of over 5 billion dollars. The steam boiler plant built at CMPC's Valdivia mill is an important opening in the South American market for KPA Unicon.

(3)

Dalkia Bazancourt, France

New Renefluid biomass power plant

Location	_____	Bazancourt, France
Solution	_____	Renefluid, 45 MW / 90 bar
Project status	_____	Commissioning 3/2020
Duration	_____	18 months
Highlights	_____	Our first large scale power boiler. Customer feedback has been very positive concerning the progress of the project.



Dalkia offers customers expertise in developing, building and managing innovative, greener, more cost-effective energy solutions to enable the sustainable growth of cities and companies. Energy efficiency is our expertise.

4 billion in revenue
15 500 employees
More than 2000 industrial sites
More than 17 500 commercial and service-sector facilities
More than 3000 healthcare facilities
More than 2 million multi-dwelling units managed

(4)

Imatran Lämpö Finland

New Renefluid biomass heating plant saving costs and cuts use of fossil fuels

Location	Imatra, Finland
Solution	Biograte, 2x15 MW + FGC
Project status	Handed over 2017
Duration	18 months
Highlights	Local biomass utilisation saves money and environment. Due to new Biograte boiler plant Imatran Lämpö was able to lower energy price and improve its own profitability.



(5)

Fortum Kivenlahti, Finland

New Renefluid biomass heating plant



Location	_____	Espoo, Finland
Solution	_____	Renefluid, 45 MW / 16 bar + FGC
Contract status	_____	Signed 11/18
Project status	_____	Ongoing (commissioning 2/2020)
Duration	_____	16 months
Highlights	_____	First large biomass district heating plant for KPA Unicon. Milestone project in Helsinki metropolitan area.



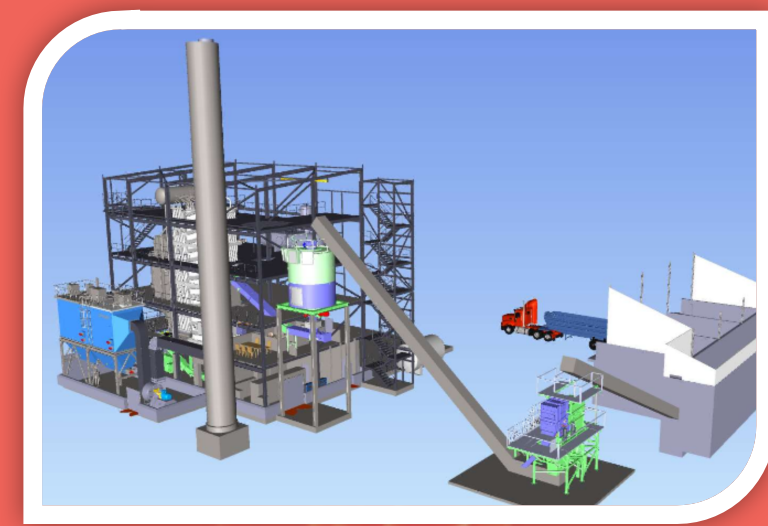
Fortum is a leading clean-energy company developing and offering solutions for our customers in electricity, heating, cooling, as well as solutions to improve resource efficiency. They also provides Services for the power generation industry and solutions for consumers so that they can be smarter in their energy choices.

4,5 billion in revenue
8108 employees

Danone New Zealand

First steam plant to leading, global food & beverage company

Location	Balclutha, New Zealand
Solution	Renefluid, 14,4 MW / 35 bar
Contract status	Signed 9/19
Project status	Ongoing
Duration	18 months
Highlights	New renewable steam boiler plant to Danone Nutricia NZ Limited. Danone has started global transition towards renewables. Due to rapid load changes BFB technology is excellent choice for the application.



Danone is a leading global food & beverage company built on four businesses: Essential Dairy and Plant-Based Products, Waters, Early Life Nutrition and Medical Nutrition.

24,7 billion in revenue
100000+ employees in over 55 countries

The world is our playground

- 114** Biomass boiler plants with Biograte combustion system
- 26** Biomass power plants with Biograte combustion technology
- 1650** Oil and gas boiler plants
- 66** Biomass boiler plants with Renefluid (BFB) combustion system
- 12** Biomass power plants with Renefluid (BFB) combustion technology
- 135** Biomass boiler plants with Renegrate combustion system



**Energy for
good.**

An aerial photograph of a winding asphalt road that snakes through a rugged, mountainous landscape. The terrain is characterized by dark, layered rock formations and sparse, dry vegetation. The road has several sharp curves and is marked with white dashed lines. A few small vehicles are visible on the road. The overall scene is dramatic and emphasizes the path's integration with the natural environment.

Always local

**Always future
oriented**

