



PROVARIS

**SPECIAL PROJECTS &
GLOBAL OFFSET DEVELOPMENTS**



PROVARIS

- A company specialising in:
 - ❖ delivery of large-scale, high-value capital projects – specifically geared to defence contract related **offset** programmes
 - ❖ Special purpose industrial projects, JVs and partnerships
- Global span
- Total package delivery
- >10 years specialist experience of **offset** programmes
- High level financial, commercial, technical and engineering expertise

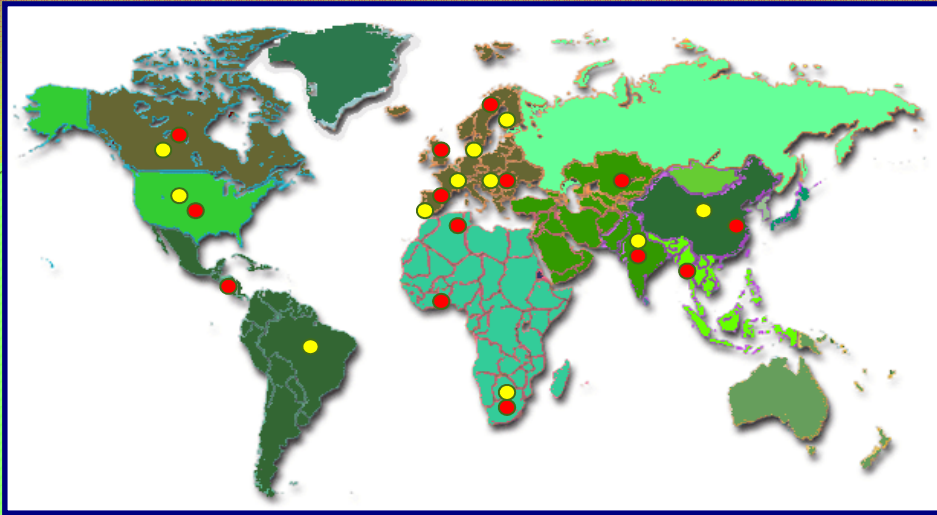
Global Span

- **Vendor / supplier countries:**

- UK
- Finland
- Austria
- Czech Republic
- Sweden
- Denmark
- Germany
- France
- Italy
- Spain
- China
- South Africa
- USA
- Canada
- India
- Brazil

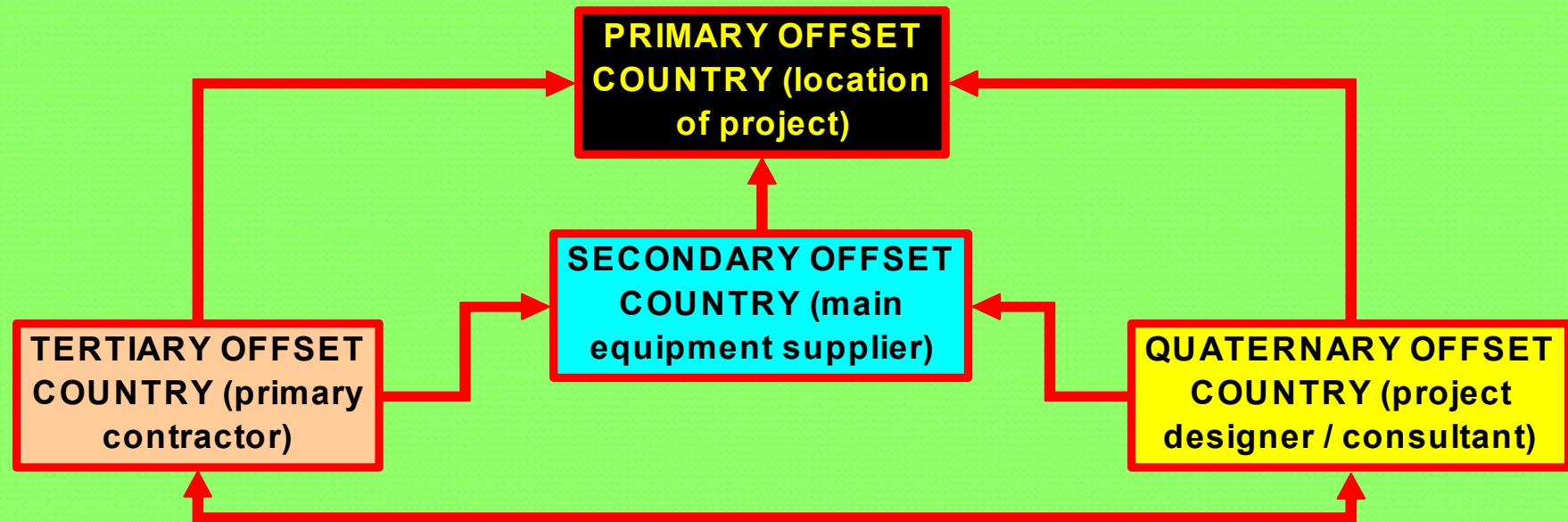
- **Major project regions:**

- North America
- Asia (Central, SE + China)
- Europe (all regions)
- Africa (all regions)
- Central America





MULTIPLIER EFFECT



MULTIPLIER EFFECT example

1 Primary project	\$200M	←
2 Equip. supply	\$120M	
3 Install. contract	\$60M	
4 Design / consult	\$20M	
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TOTAL	\$400M	←

TOTAL PACKAGE

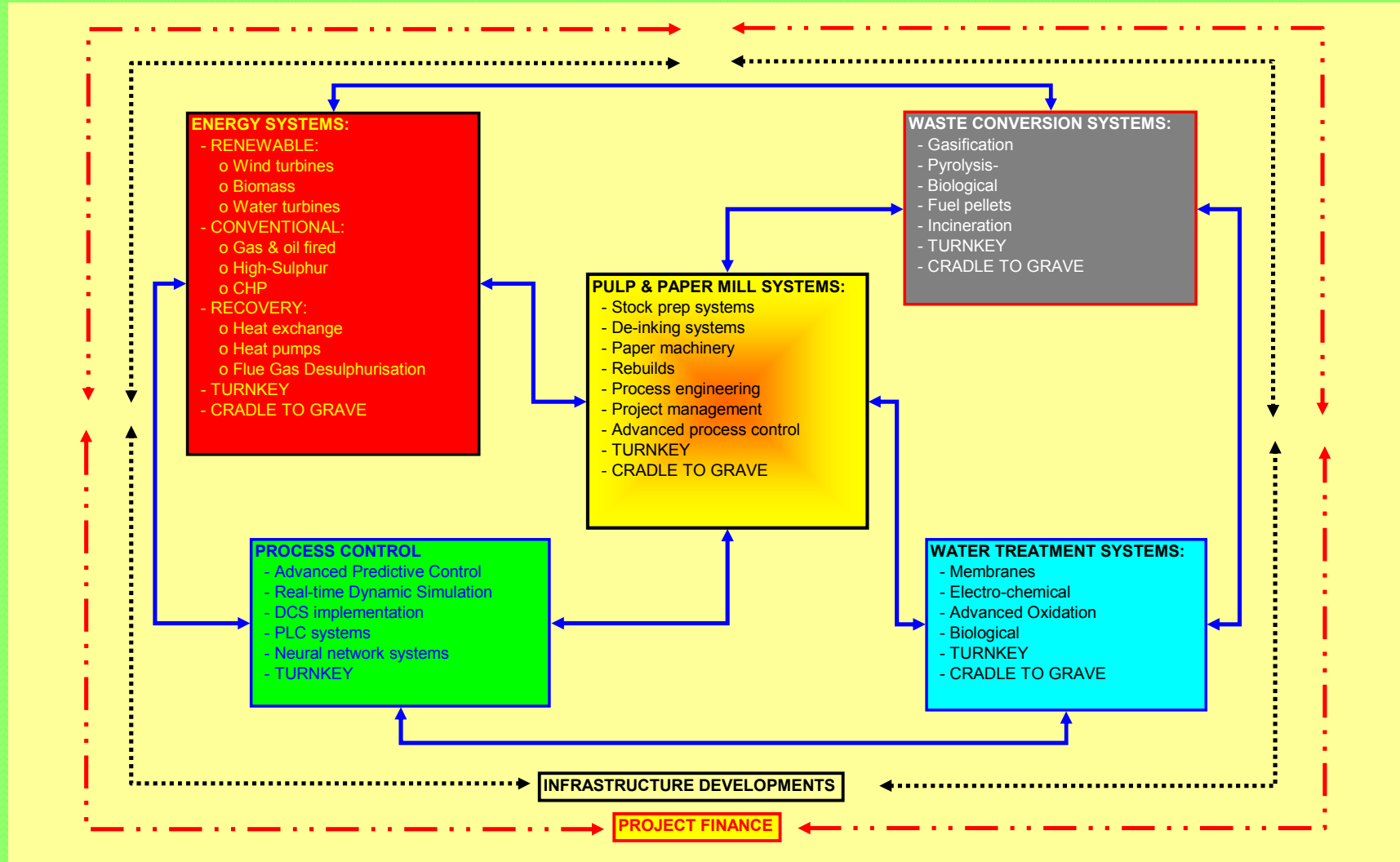
- Provaris has long term, high level relationships with a large number of banks and major financial institutions
- We work with a number of equity providers in the City
- It is explicit in all our projects on offer under the offset program that Provaris will organise funding
- We only organise projects that “work” financially. They are not “devices” only to provide offset.



MECHANISM

1. Identification of commercially viable projects
2. Structuring of **offset** opportunities within projects
3. Feasibility study → robust business plan
4. Debt and equity funding
5. Installation and management phase
6. Technology transfer
7. Follow-up additional **offset** opportunities (training, spares, etc...)

CORE ACTIVITIES

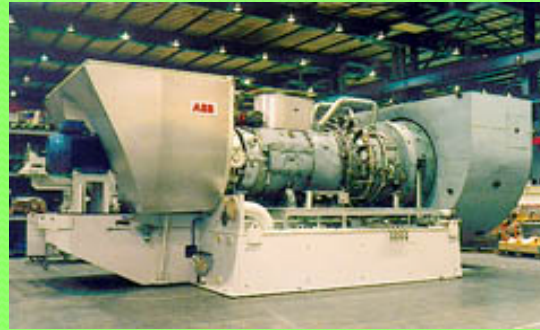




KEY SECTORS



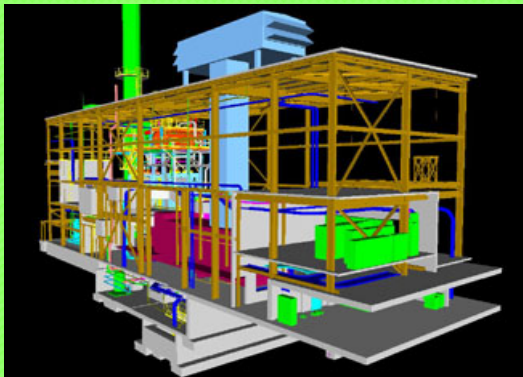
PULP & PAPER



GAS TURBINE
SYSTEMS



RENEWABLE
ENERGY



GASIFICATION
& PYROLYSIS

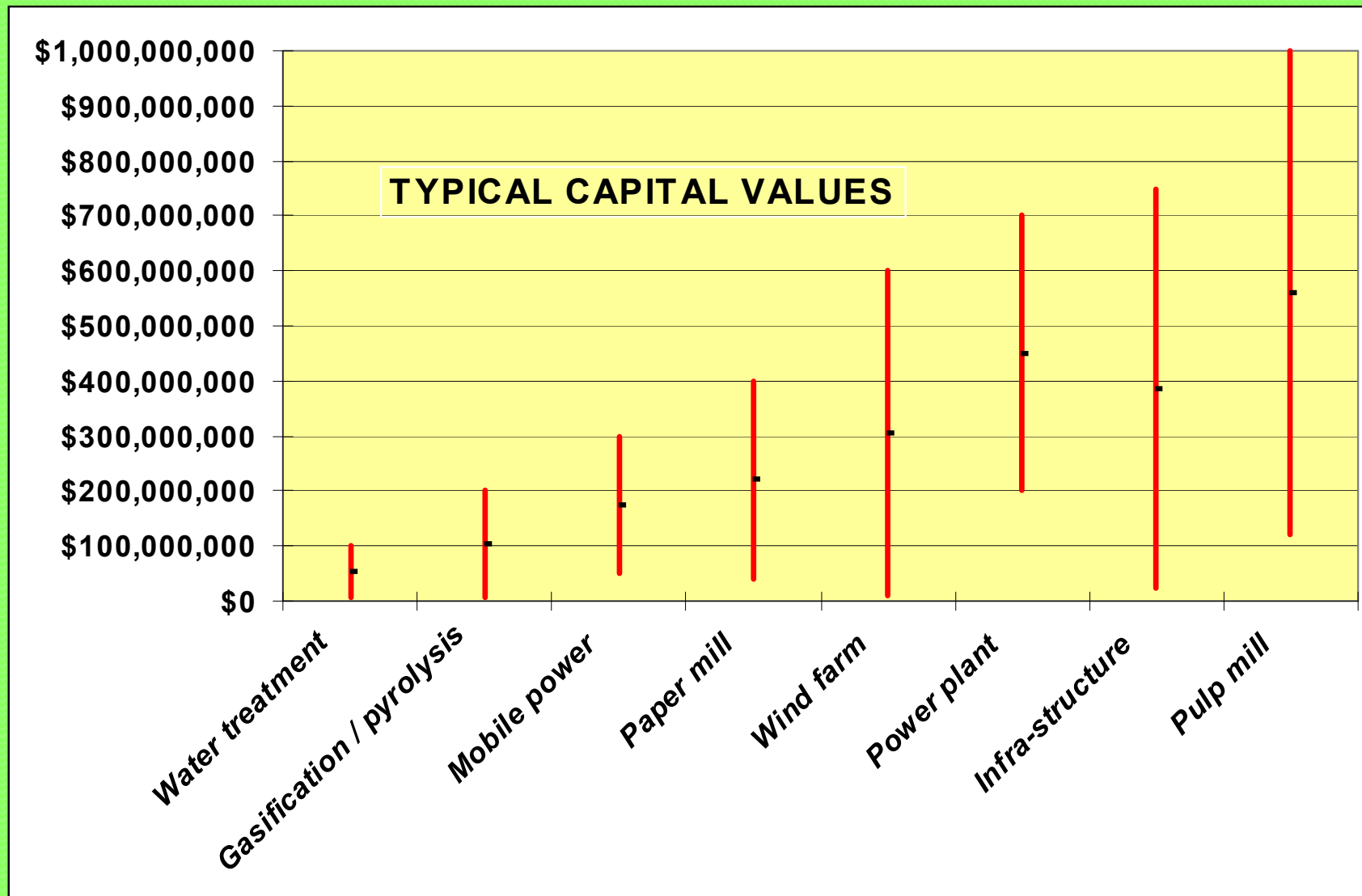


POWER
GENERATION



WATER
TREATMENT

CAPITAL INTENSIVE, HIGH WORTH





DIRECT OPPORTUNITIES

Offset-related projects developed by **Provaris** can generate direct entrepreneurial opportunities for the contractor

For example:

Supply of gas turbines or Small Hydro Power by defence contractor:

- Portable, distributed power systems or SHP
- Range: 1 to 25 MW
- GTs + compact, modular, skid-mounted engineering, assembly and badging
- Phase 1 contract: US\$60M to US\$300M
- Leasing package potential



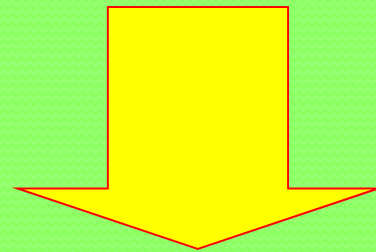
WHY PROVARIS ?

- Provaris can structure the **offset** potential of each project in such a way that it will maximise the **offset** benefit to the Client
- Because of our extensive commercial network, the development of good **offset** projects is only limited by resource availability
- We can enhance the delivery of **offset** within the client's existing regional organisations
- We can provide a strategic global planning and integration mechanism



OFFSET CREATION

- Full use is made of the extensive global networks & partnerships available to **Provaris**
- Projects can be structured from the outset to maximise **offset** generation value
- New ventures can be established to facilitate additional, new **offset** manufacturing or supply



ONGOING FLOW OF NEW **OFFSET** OPPORTUNITIES



SUMMARY

Provaris is able to provide our clients with:

- ✓ **Exclusivity** option on all **offset** programmes
- ✓ High-value **offset** projects
- ✓ Turnkey packaged projects
- ✓ Extensive experience of major international **offset** programs
- ✓ Commercially viable projects
- ✓ Maximisation of multiplier effect on **offset** programmes