

Hyon business model

Solution sale



- Initial sale of solution to customer
- EPC delivery model
- Competition
- Margin potential 10-15%

Operational services



- Remote surveillance of operation
- Uptime guarantees
- Fleet logistic services
- Compliance reporting
- Second line support
- Leading position
- Yearly revenue 3-5% of initial capex
- Margin potential + 30%

Aftermarket



- Mechanical maintenance
- Electrolyte upgrade
- Component replacement
- Semi-monopoly situation
- Yearly revenue 3-5% of initial capex
- Margin potential + 20%