



## FLANDERS CLEANTECH INTERNATIONALISATION AWARDS



Q P I N C H

### Qpinch

**INTERNATIONAL SUSTAINABLE IMPACT** : With Qpinch's patented solution invented in Flanders, global industry can capture industrial waste heat that, until now, was not technically or economically recoverable. In the EU-28 our solution can recover 90 GW of waste heat (>75°C). This represents a value of €20B and 150M ton CO2 per year. Qpinch's solution is very efficient: One unit of electrical energy input yields 30 units of steam, resulting in a marginal OPEX. It has industry standard paybacks of 4-5 years (at current low energy prices and carbon taxes) and saves up to 10% of energy consumption and GHGs across all industries.

**ABILITY TO EXECUTE IN FUTURE – ENABLERS & INHIBITORS** : Qpinch focuses on lighthouse projects in petrochemicals and steel industry where waste heat is abundant. One contract typically leads to rollout of its heat transformer in dozens of plants per client.

In parallel Qpinch contracts resellers (e.g. ESCOs, EPCs) that will be the main driver for sales in the future. As a technology company, Qpinch focuses on R&D, pre-engineering and commissioning and also generates revenue through our royalties. This sales model gives us direct access to hundreds of high-profile plants. This removes main inhibitors — upscaling of its team and production — as this is tackled up by the resellers.

### INTERNATIONAL MARKET TRACTION

#### Turnover – in EURO

Total turnover (EURO) in 2013	200.000
Total turnover (EURO) in 2014	9.000
Total turnover (EURO) in 2015	0

#### Geographical market(s) – in %

- Belgium, Netherlands, Germany, France	100%
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*(Current short-term focus given the massive market potential already available in the ports of Antwerp and Amsterdam and neighboring countries. Our clients are global players. Once installed in one plant, they typically roll out proven tech in all their industrial assets worldwide, sparking additional international expansion beyond our short-term geo focus)*

### CONTACT

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More information: <https://www.qpinch.com/>