Typical cost & benefits for remanufacturing

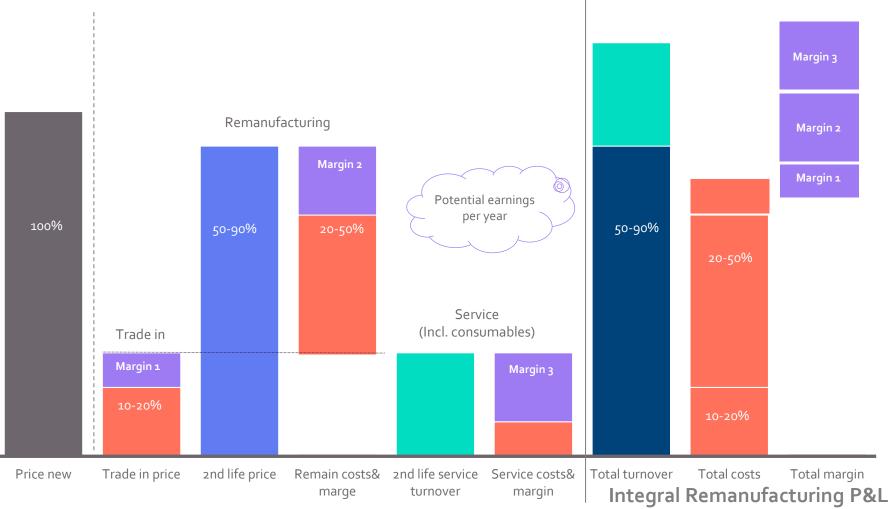
INSIGHT IN THE INCOME ELEMENTS OF REMANUFACTURING

The percentages shown are indicative. Although base don real cases the value can vary significantly per company, product type, market,...

Three contributing elements of the earning model:

- 1. Purchase of products/cores (Margin 1)
 - The traders and brokers business model.
- 2. Marge op remanufacturing –activities (Margin 2)
 - Value added by providing full functionality (upgrade) of the product.
- 3. Service income of second life and further use of the product
 - The recurring income for maintenance, consumables, and other value adding services.

Earning capability of remanufacturing



S innovation forward

Image based on: Mare advise - Roadmap Remanufacturing (Nederland Innovatie zuid 2013)