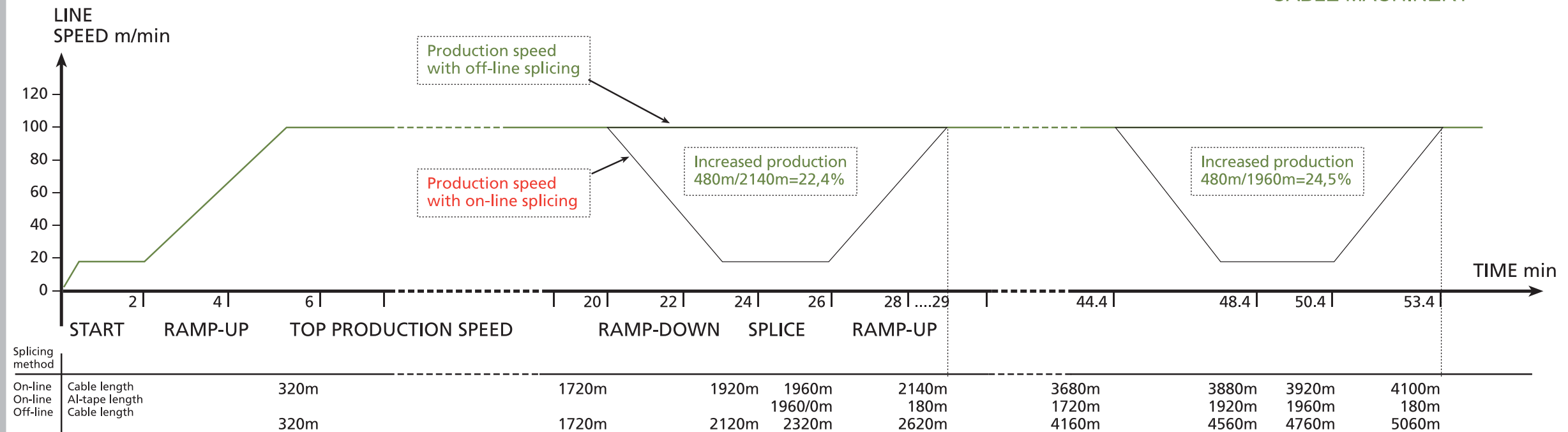


MAXIPAD PRODUCTIVITY



ASSUMPTIONS:

- A single sheathing line operates in average in 2 shifts, 5 days a week and 50 weeks/year = 4.000 production hours/year
- Average top production speed 60m/min, tape extension speed 20m/min
- Average sheathing line product diameter is 30mm (tape width 100mm), average cable length 8km
- Average production time 2 1/2 hours per cable, set-up time per cable 1 1/2 hours, total batch time 4 hours
- With 100% efficiency, total cable production is 32km/day and 8000km/year = tape consumption
- With average 0.25mm Al/PE-tape, the tape consumption is about 400 tons/year = 1.200.000 Euros (3e/kg)

SAVINGS:

- Reducing tape scrap by 5% reduces tape costs 60.000 Euros/year
- 10% higher average production speed reduces 250 production hours/year from the sheathing line
- 10% higher output = 800km 'extra' production capacity worth some 1.000.000 Euros
- With 10% SM, potential 'extra' profit is about 100.000 Euros
- Increased capacity and increased reliability allows taking larger orders and/or shorter delivery times