



W O I M A

CORPORATION

BUSINESS FINLAND EVENT

VAASA BOCKS CORNER

8.5.2018

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WOIMA Corporation



W O I M A

TURNING YOUR WASTE INTO WELLBEING

WE WILL INCREASE WELLBEING IN DEVELOPING COUNTRIES BY DELIVERING BEST-IN-CLASS CIRCULAR ECONOMY SOLUTIONS

WOIMA is a Finnish **modular** waste-to-energy power plant supplier with the aim to mitigate waste-related problems in developing countries.

We offer a **turn-key solution** that simultaneously

- Significantly reduces waste landfilling
- Delivers a variety of energy commodities
- Cuts down waste logistics costs

Our modularized *wasteWOIMA*® power plant

- Can handle a wide variety of fuels (MSW, RDF, bio)
- Offers excellent energy efficiency
- Fits perfectly in off-grid solutions and fits to small space
- Has a quick roll-out time
- Is scalable and easy to relocate
- Has excellent ROI

www.woimacorporation.com

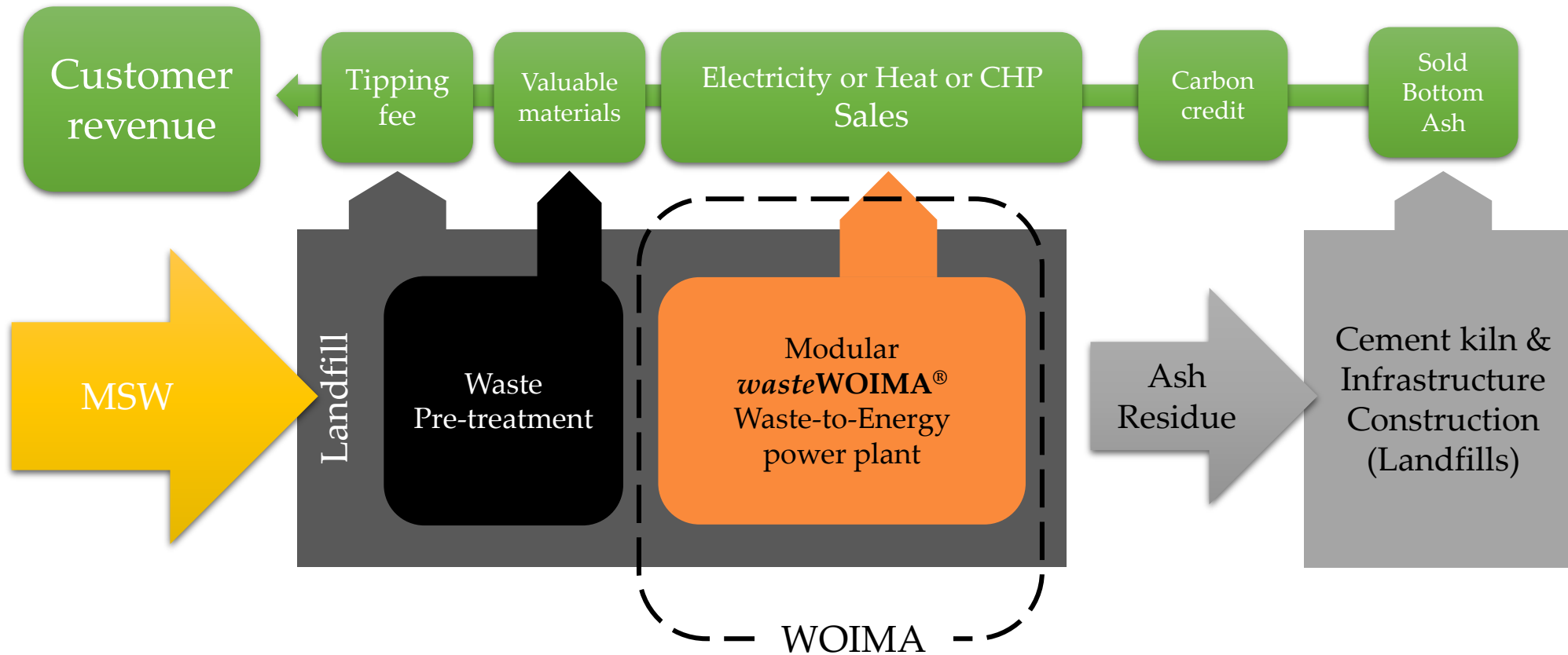
We offer sustainable growth to all stakeholders

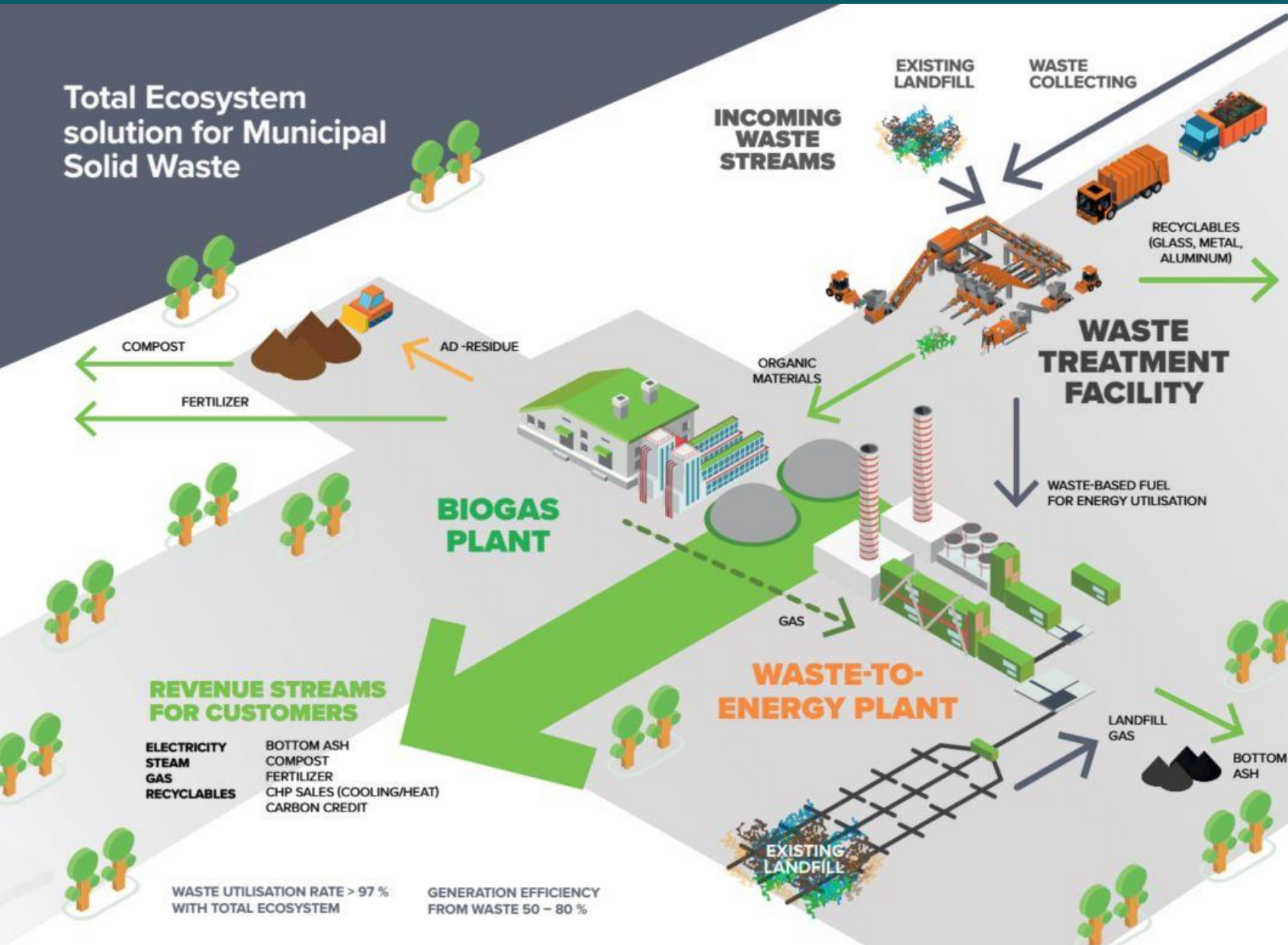
- Waste management companies
- Energy sector
- Investors
- Local population



The presented scope of supply covers:

- Engineering of the Modular wasteWOIMA® power plant
- Procurement and Construction of the Facility
- Commissioning and Hand-over to Commercial Operation

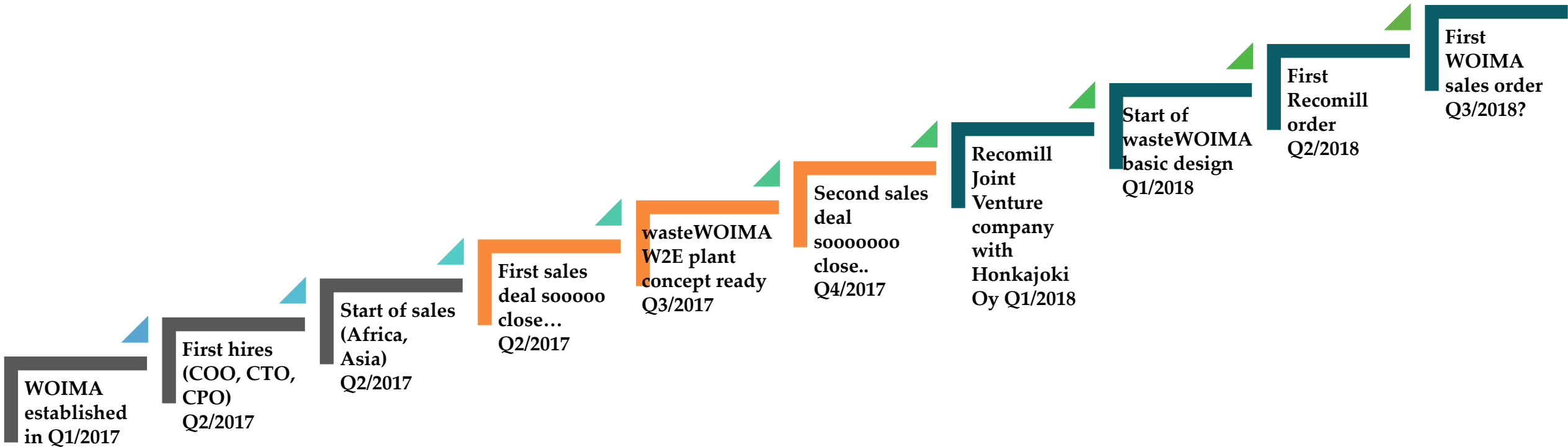




Customer benefits

- New revenue streams
- Increased net electricity production
- Capable of treating even low-calorific value and high moisture waste
- Modular, flexible and fully scalable solution
- Enables more comprehensive sustainability and profitable growth

WOIMA SHORT HISTORY AND SOME BUMPS ON THE ROAD...



Sales development

wasteWOIMA
Concept design

Concept
verification

wasteWOIMA
Basic design

Supply and collaboration network development

- Don't always trust the optimistic agent's view how close the sales really is..
- Know your limits... but use the small company advantage to be flexible, agile and fast to react!
- Do your homework..
- Prioritize the effort on the really hot projects only..
- Focus only to those activities that leads the company closer to the first sales..
- Mistakes do happen, remember to learn from them and use them as your advantage..



Genuine and good collaboration!

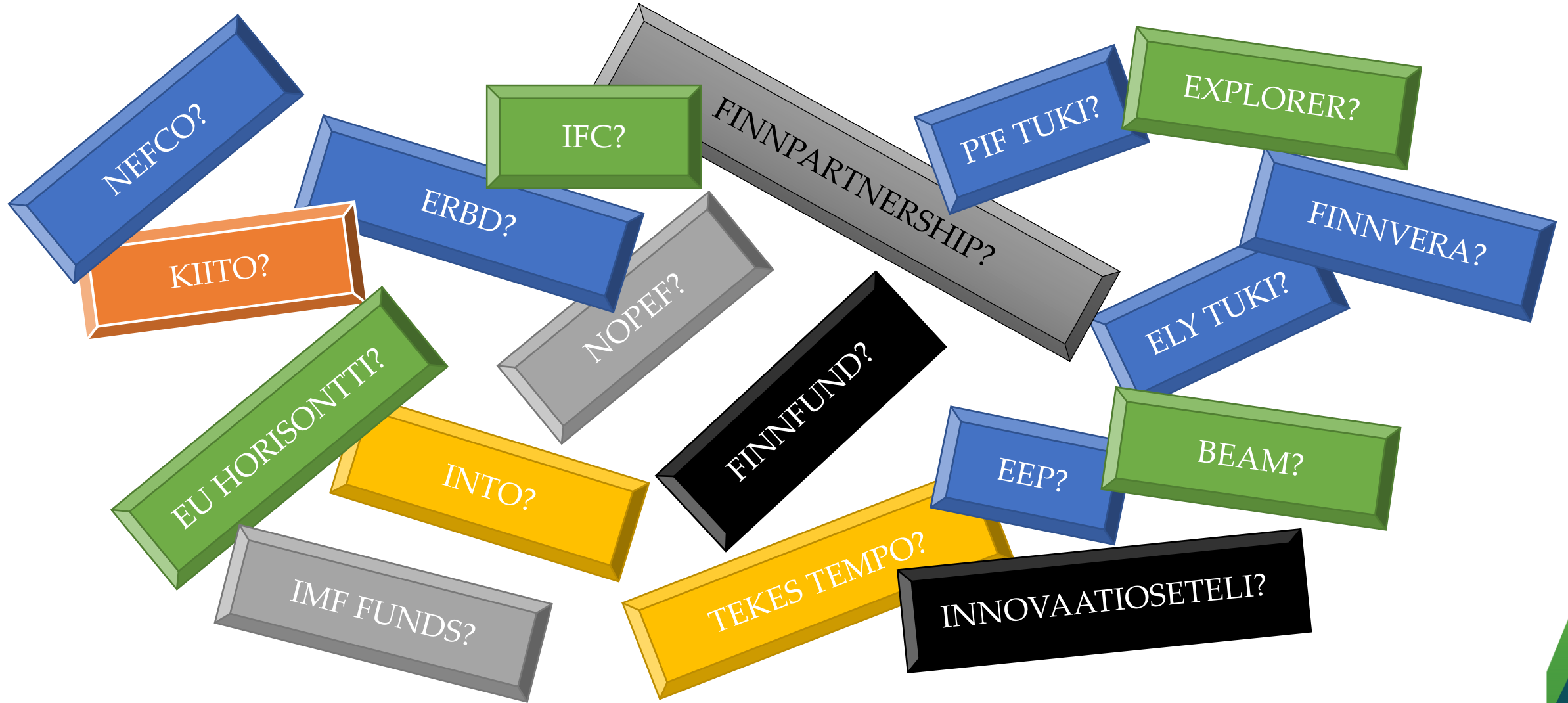
- General support very good especially in the Energy program
- BF events and business delegation trips well organized
- Amount of programs and events on a good level

Ideas for improvement

- One contact point for finance instruments and for general instruments
- **Guidance how to find EU** – level funding / support for sales projects and development
- Clear support instruments (amount of loan vs. support)
- Marketing and sales support in specific markets that are growing but difficult for small companies
- Area specific coordination and programs with local organisations (Vasek, Merinova, Viexpo, etc.)



FOR A SMALL COMPANY SOMETIMES IT'S A JUNGLE TO FIND FINANCIAL / TECHNICAL SUPPORT...



TURNING WASTE INTO WELLBEING IN COOPERATION WITH

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