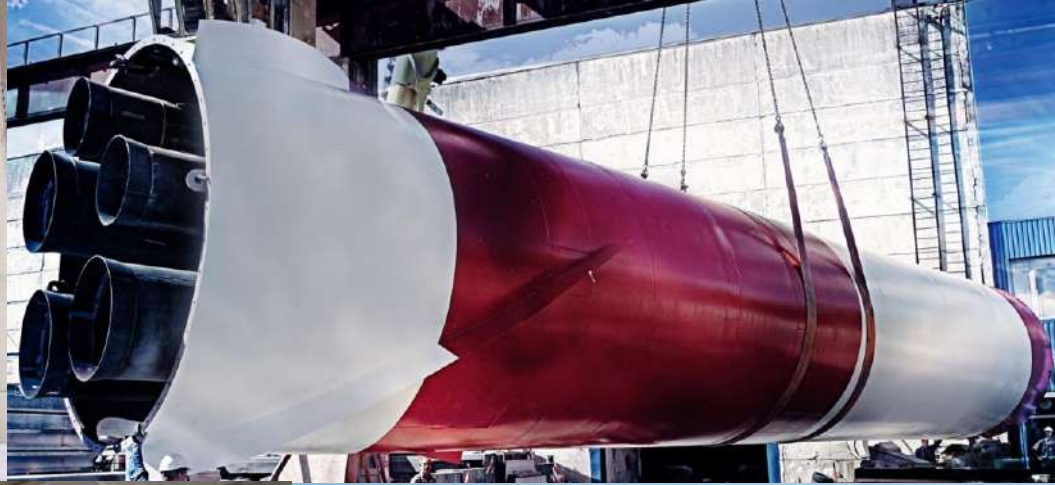
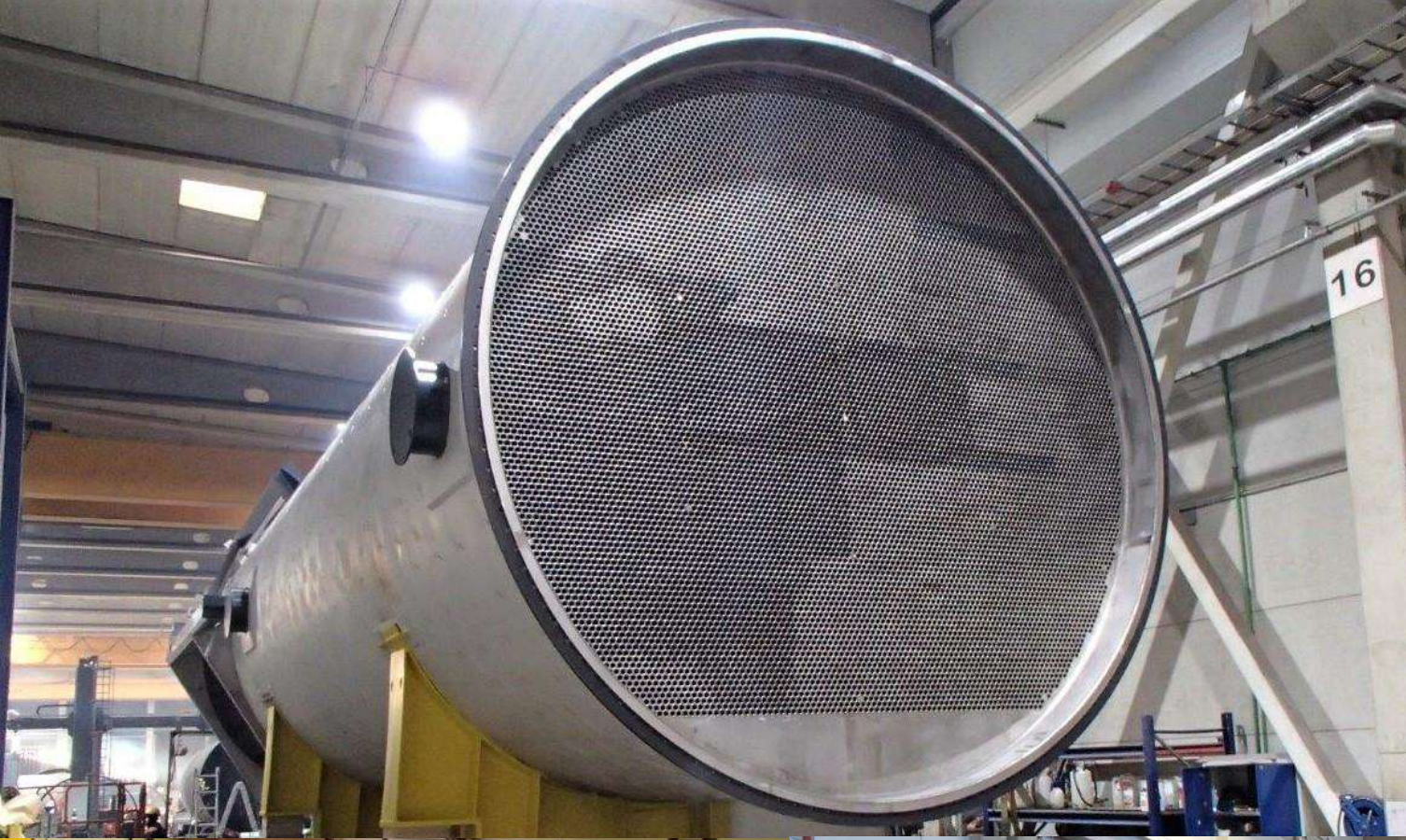


A stylized map of Europe is shown in the background. The landmasses are in a light grey color, and the surrounding water areas are in a dark blue color. The map is centered on the Atlantic Ocean, with the British Isles to the west and the rest of Europe to the east.

# Kliimamuutus äristrateegias ESTANC AS näitel

Nõukogu liige  
Kalle Palling











# Brief history

- ✓ 1992 founded
- ✓ 1996 owned by Raigo Tammo, family company
- ✓ 2000 start of Pressure vessel production
- ✓ 2010 start of Heat exchanger production
- ✓ 2012 start of Scrubber production
- ✓ 2016 new CEO Mihkel Tammo



# Mission and vision



Estanc's mission is to manufacture process equipment, that supports the creation of a more sustainable World



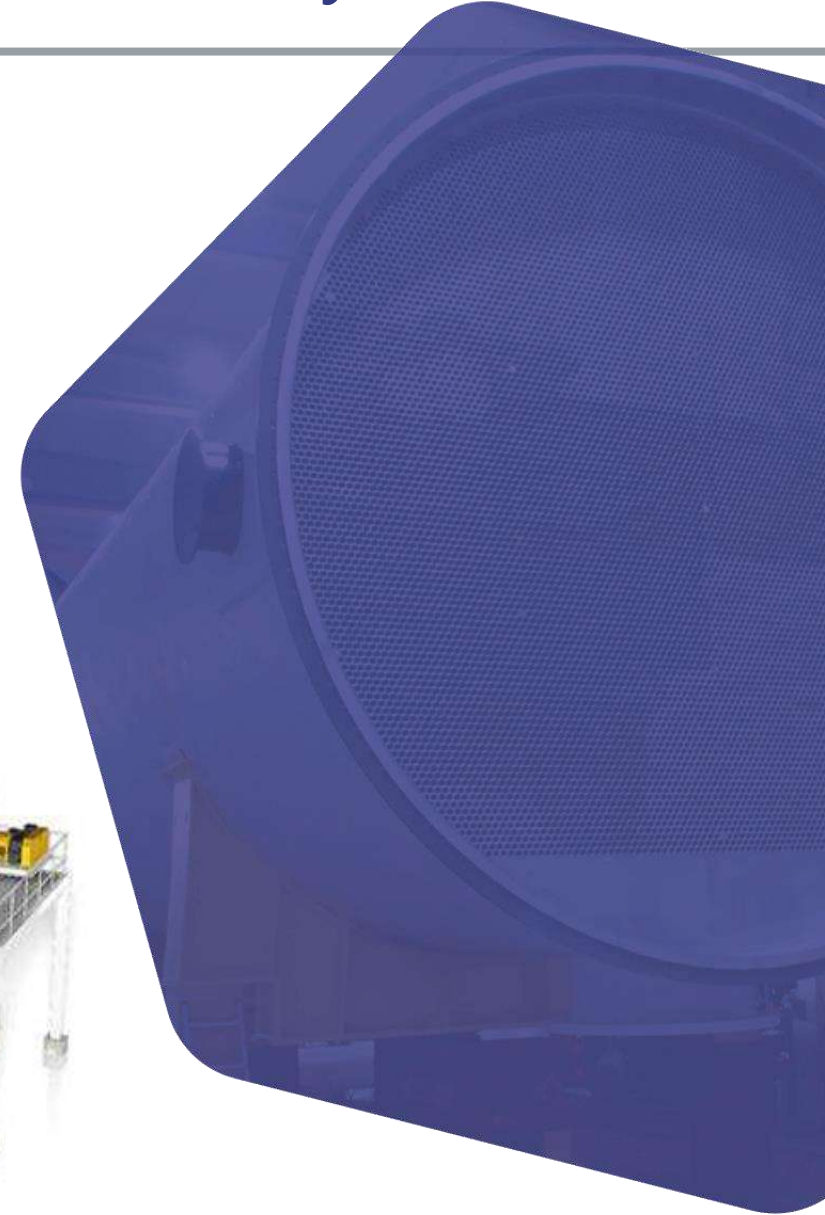
Our vision is to offer manufacturing service par excellence



# Products in environmentally friendly solutions

## Reactors

- ✓ Clariant Bioethanol factory in Romania, EPC Valmet
- ✓ Pre-treatment module reactor
- ✓ Operating without chemicals





# Products in environmentally friendly solutions

## Scrubbers

db group

YOUR GLOBAL  
FORWARDING PARTNER

### IMPACT OF IMO 2020

#### The meeting

The International Maritime Organization issued IMO 2020; a set of measures to reduce maritime pollution

OCT  
2017



3,5% → 0,5%

2020

#### Going green

Vessels will only be allowed to use fuel with max sulphure content of 0,5%

#### How to comply

Maritime companies have two choices to respect the requirement. Both are driven by huge investments.

\$

> Use LSFO  
Low Sulphure Fuel  
Oil - 0,5%

> Use HSFO + Scrubber  
High Sulphure Fuel  
Oil - 3,5%  
Cleaning tower  
on each vessel

2019

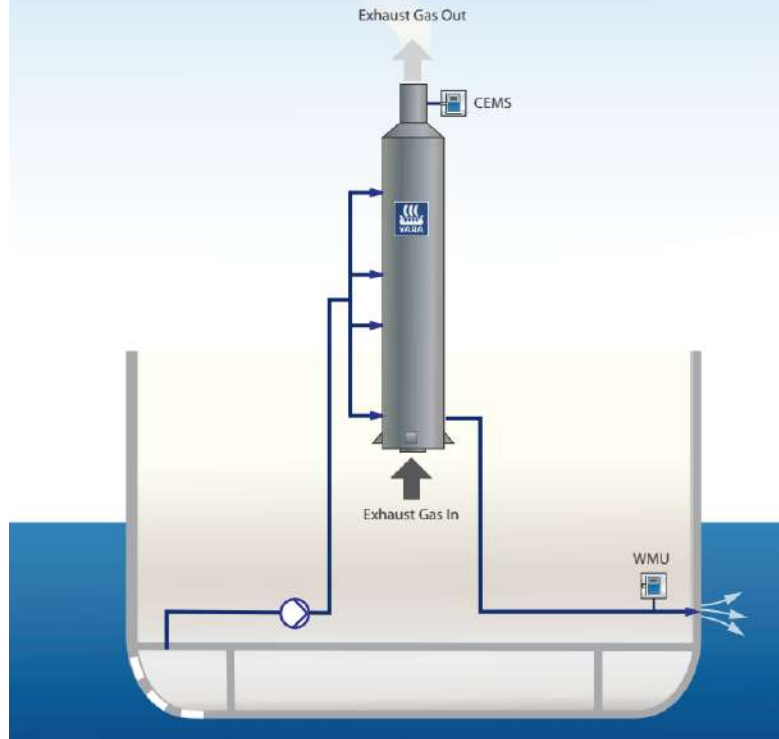
#### The impact on customers

Carriers are announcing increases in prices between 20% and 30% during the next years to face the investments needed for compliance.

20%-30%

#### OPEN LOOP SYSTEM

CEMS: Continous Emission Monitoring System  
WMU: Water Monitoring Unit



www.estanc.eu

# Sustainability

## Management and processes

We ensure a safe work environment, encourage employee development and use innovative work processes to save energy and reduce waste.

## Products and services

Our products help to develop sustainable industrial ecosystem, support the maintenance of a clean ecosystem and living environment.



## Cooperation and additional contribution

We set an example, contribute to increase awareness-raising in the field and work with other stakeholders to improve mitigation, adaptation and impact reduction.



# The UN SDG's and Estanc

**We focus our efforts in areas where we can deliver the greatest positive impact.**  
**Core Sustainable Development topics we commit to are**

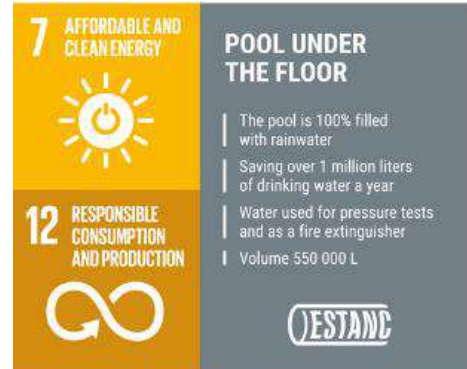


**SUSTAINABLE DEVELOPMENT GOALS**

# Practical actions

## Practical actions

- ✓ Collecting rainwater for testing products
- ✓ Solar plant project
- ✓ Electricity from 100% renewable sources
- ✓ Electrical company car
- ✓ Fuel from renewable resources (Neste MyDiesel)
- ✓ Planting trees to local community
- ✓ Interior materials in office (carpet etc)
- ✓ Open reporting on The Triple Bottom Line
- ✓ Employee physical and mental well-being
- ✓ Code of Conduct
- ✓ CSR badge, SDGs and UN Global Compact



Financial KPI Graphs



Sustainability | Developmental attitude | Environmentally friendly | Honesty | Expertise | Goodwill

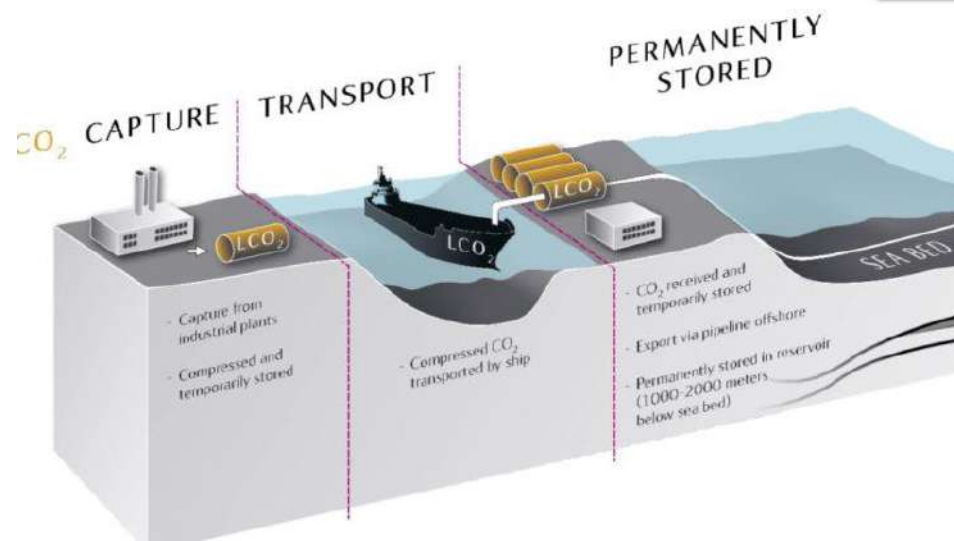
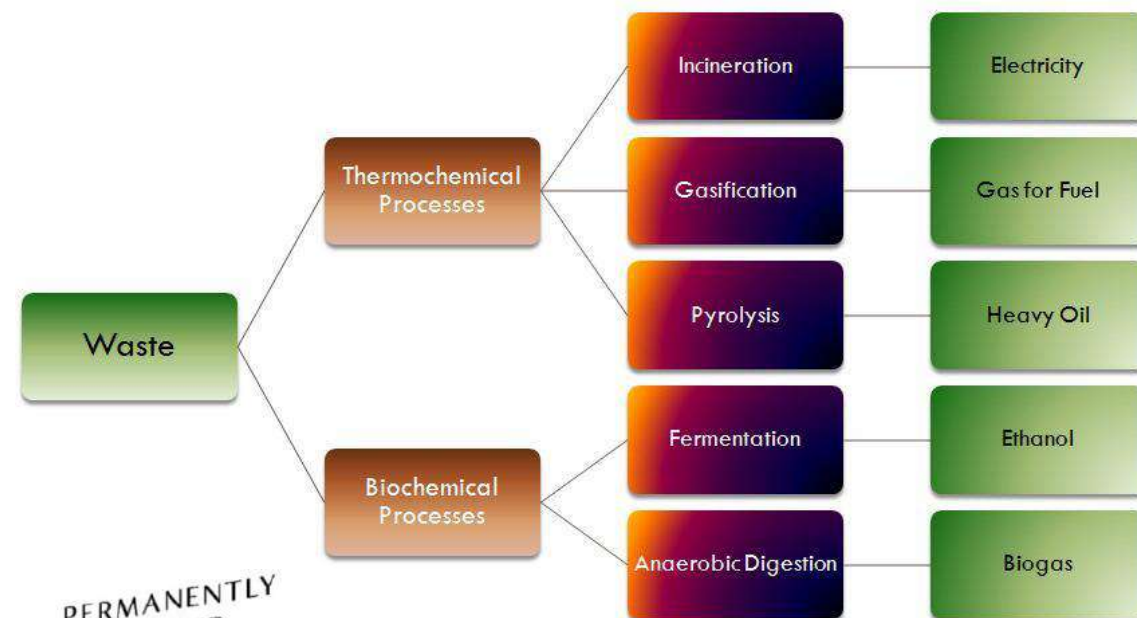


www.estanc.eu



## New business opportunities

- ✓ Ballast Water treatment
- ✓ Land Scrubbers
- ✓ Waste to Energy
- ✓ Carbon Capture
- ✓ Food Industry Equipment
- ✓ Hydrogen tank



# Transition to circular economy

**We support activities that contribute to the more efficient usage of resources. To prevent and reduce waste, emissions and negative impacts to the environment.**

- ✓ We plan, procure and use materials in a sustainable manner to optimize the use of resources
- ✓ We consider the principles of the circular economy into our daily operations (office/production supplies etc)
- ✓ We look for opportunities to reuse production residues and products beyond their end-of-life as new materials

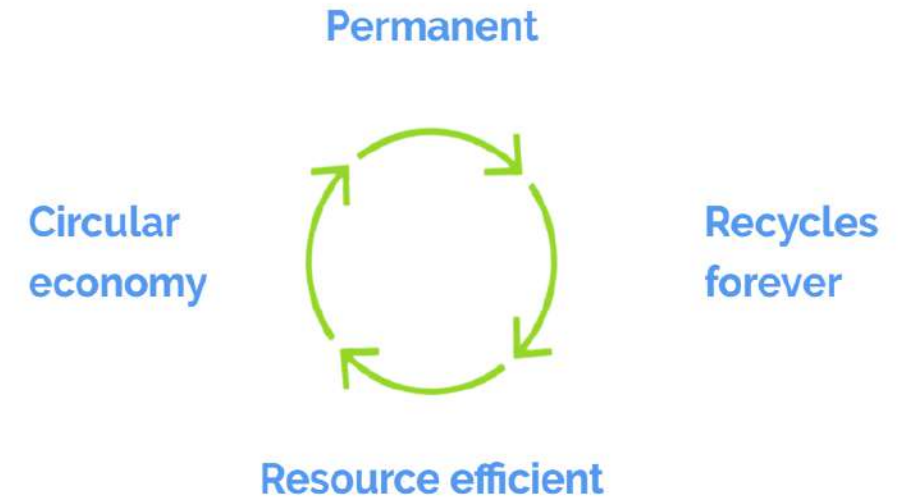




# Future in our industry

## STEEL – AN AMBASSADOR OF CIRCULAR ECONOMY

- ✓ Steel is a uniquely sustainable material because once it is made it can be used, as steel, for ever
- ✓ Recycling. Using recycled steel to make new steel considerably reduces the amount of energy used
- ✓ Solutions on how to recycle and reuse steel without melting, which is energy-consuming. Cooperation with our customers



# Thank You! Follow Us



**ESTANC**

[www.estanc.eu](http://www.estanc.eu)