


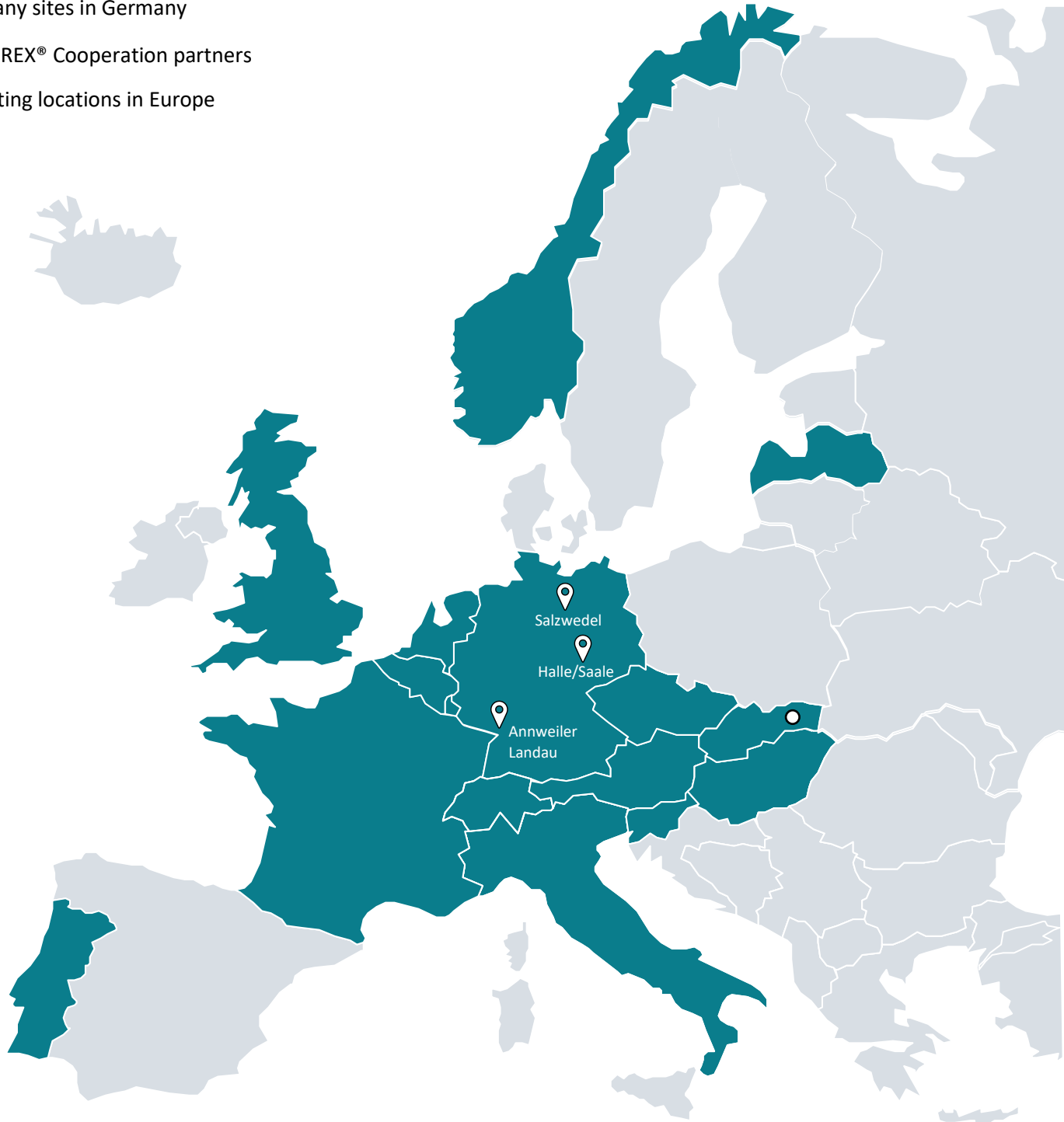


## COMPREX® AREAS OF OPERATION

-  Company sites in Germany
-  COMPREX® Cooperation partners
-  Operating locations in Europe



## BUSINESS MODEL | EUROPE

### MODELS

- Hammann service on site
- Joint Venture  
(e.g. technology Hammann, staff cooperation partner)  
+ Training & Consulting by Hammann
- Sale of stationary COMPREX® units to customers  
+ Training & Consulting by Hammann



### CASE: SERVICE IN SWEDEN

- Customer inquiry
- Consultation
- Paid pre-planning on site
- Service with technicians from Germany

## BUSINESS MODEL | OVERSEAS

### MODEL

- Joint Venture only  
(z.B. technology by Hammann, staff by cooperation partner)
- Sale of stationary COMPREX® units to customers
- Training & Consulting by Hammann



### CASE: JOINT VENTURE IN ASIA

- Customer inquiry
- Consultation
- Concept development for cooperation
- Training of technical staff in Germany or on site
- Consulting by Hammann engineers