



Energy Efficiency & Renewable
Energy Solutions



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1.ABOUT US

TRANSTERM Endüstriyel Enerji A.Ş provides services for energy efficiency and renewable energy systems at industrial plants. We assist our partners to determine energy-related problems and areas of improvement. We develop solutions based on comprehensive analysis, and design energy efficiency projects. We finance, implement and manage such projects. We also undertake all associated technical risks and the responsibility of saving energy.

Main Fields of Activity;

- Energy survey and consultancy services,
- Energy efficiency applications
- Renewable energy systems/projects consultancy, installation and operation

TRANSTERM Endüstriyel Enerji A.Ş provides services beyond and above the sector standards by adopting the approach that guarantees completion of projects with maximum long-term value measured with Net Present Value (NPV), rather than the typical approach that provides nothing but the lowest bid.

We consider energy efficiency as an energy source by itself. Our competent team use their experience to design, implement and guarantee solutions that increase efficiency and eliminate waste.

We develop, finance and implement sustainable projects that give tangible results with lower CO2 emissions and energy costs for maximum energy efficiency and a green future. We also develop renewable energy projects, and maximize energy efficiency.

Utilizing operations of TRANSTERM Endüstriyel Enerji means that you can focus on increasing your profits without concerning about energy efficiency and all related factors



2. INDUSTRIES WE SERVE

Industrial plants are the largest energy consumers. Therefore, consumptions of industrial plants should be analyzed to determine their actual needs, and actions should be taken to ensure more efficient use of energy at the plants. Suitable solutions provide energy saving and cost reduction which directly affect profitability. Today, companies are under intensive pressure to increase their profitability due to the extremely competitive business environment. They also have to work hard in order to reduce their emissions and achieve sustainability goals. Achieving all of these goals at the same time is challenging, and requires big investments.

TRANSTERM Endüstriyel Enerji is here to help. Based on the approach that the cheapest energy is saved energy, we guarantee reliability and peace in the future thanks to a well-implemented and wisely-chosen system. In addition to reducing your energy consumption, our solutions can also optimize your manufacturing processes in many ways, shorten production cycles, enhance working conditions of your personnel, and increase work safety.

In addition to the industrial facilities, which are our main activity, other sectors we serve;

- Commercial Buildings & Public Institutions
- Hospitals
- Offices
- K12&Campuses
- Hotels
- Shopping Maals
- Airports
- Retail Grocery Store Chains

Thanks to our experience in various sectors of our clients, we conduct energy needs analysis of every sector, and provide custom-made solutions to each of our clients.



We serve to **7** Industrial sectors and **50** fields

Iron and Steel

- Production of main iron and steel products
- Production of iron alloys
- Production of non-ferrous metals
- Metal casting industry

Chemicals and Petrochemicals

- Production of base chemical agents
- Production of chemical fertilizers and nitrogenous compounds
- Production of primary form plastics and synthetic rubber
- Production of pesticides and other agro-chemicals
- Production of paint, varnish and other coating materials
- Production of soap, detergent, cleaning and polishing materials
- Production of artificial or synthetic fibre
- Production of refined petroleum products
- Production of rubber products
- Production of plastics

Rock, Soil and Mining

- Rock, Soil and
- Production of cement and clinker
- Glass production
- Production of ceramics
- Production of construction materials made of clay
- Production of lime and gypsum
- Extraction of coal and lignite
- Extraction of oil and natural gas
- Metal mining

Paper and Textiles

- Production of pulp, paper and cardboard
- Production of paper and cardboard products
- Processing and bending textile fibres
- Knitting
- Leather tanning and processing
- Production of suitcases, handbags, saddlery and harness, shoes, slippers and similar products

Foodstuff

- Meat processing and storage
- Meat production
- Production and storage of fish, marine crustaceans and mollusks
- Processing and storage of vegetables and fruits
- Production of vegetable oil, saturated and non-saturated fat
- Production of dairy
- Production of grinded grains, starch and starch-products
- Production of bakery and patisserie products
- Production of beverages
- Production of tobacco or tea products

Transportation Vehicles

- Production of motorized road vehicles
- Production of parts and accessories of motorized road vehicles
- Ship and boat construction
- Production of railway locomotives and cars
- Production of machinery associated with aerospace crafts
- Production of military warfare crafts

Energy

- Power generation
- Power transmission
- Power distribution

3. OUR SERVICES

3.1 ENERGY SURVEY AND CONSULTANCY SERVICES

As per 5627 numbered Energy Efficiency Law and related legislation, presence of an energy manager and conducting energy surveys are obligatory for companies. Companies must hire outsourced certified personnel in case that they do not have in-house energy managers. Certified auditors of TRANSTERM Endüstriyel Enerji are here to help you.

Our certified experts compile the existing data of your plant, conduct required measurements in order to determine the technical or organizational problems of your plant with statistical analysis. We also recommend suitable improvement actions, and help you with implementation of these actions. Our purpose is to improve energy consumption rates while reducing your business costs and environmental impact.

Our services in this scope;

Provision of Certified Energy Managers
Preliminary Energy Survey Works
Detailed Survey
Efficiency Improvement Projects (EEIP)



WHAT ARE THE LEGAL OBLIGATIONS IN TERMS OF ENERGY?

No	SCOPE	Presence of Energy Manager	Conducting Energy Survey	Survey Interval
1	Industrial Enterprises: with 1.000 Tonnes Oil Equivalent (TOE) or higher annual energy consumption	Obligatory	Obligatory	Once every 4 years
2	Commercial and Service Buildings: with at least 20.000 m ² construction area, or at least 500 TEP annual energy consumption	Obligatory	Obligatory	Once every 7 years
3	Public Buildings: with at least 10.000 m ² construction area, or at least 250 TEP annual energy consumption,	Obligatory	Obligatory	Once every 7 years
4	Thermal Power Plants: with at least 20 MW installed power		Obligatory	Once every 4 years
5	Electricity Generation Plants: with at least 100 MW installed power,	Obligatory		

TOE

TOE:
Tonne(s) Oil Equivalent:
The energy measurement unit equivalent to 10 million kCal allowing expression of all energy sources as one

1 TOE, in practice, is equivalent to approximately;

- 1 tonne fuel oil or
- 11600 kWh electricity
- 3 tonnes lignite
- 1.6 tonne hard coal
- 1200 m³ Natural gas

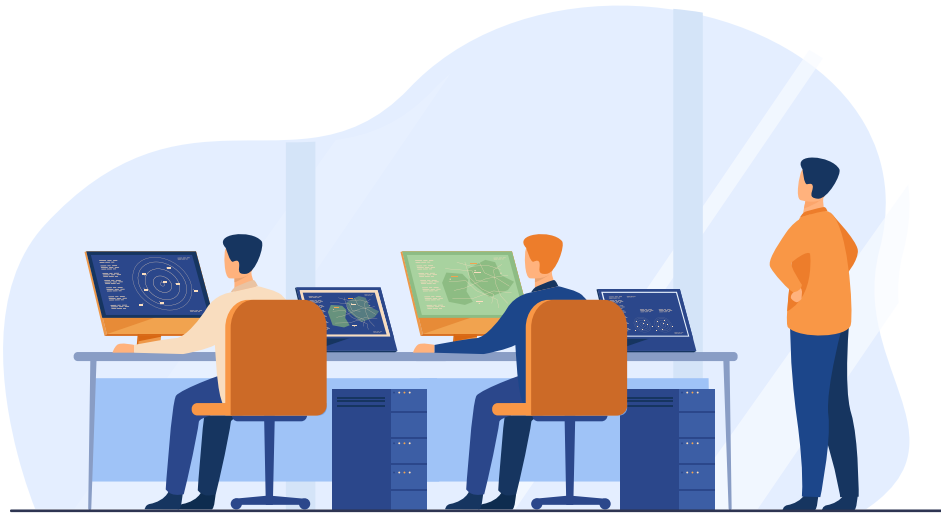
3.2 ENERGY MONITORING/CONTROL SOLUTIONS

Monitoring energy consumption with real-time distant-monitoring software, analyzing, auditing and optimizing Energy Key Performance Indicators (KPI's) such as production costs, distribution of consumption and production are essential for an effective energy management. TRANSTERM Endüstriyel Enerji works with its solution partners, and provides services for selection of the most suitable solution and its adaptation. This software collects and store data in hundreds of devices in a database, and exports reports upon requests.

What are its advantages for your business?

The most prominent advantage of Energy Controls Solution is that it enables collection and analysis of much more data which might be useful for you to make the best use of your system, compared to human supervision. Alarm systems enables detection and elimination of systems within the shortest time possible, and safe storage of the data from sensors.

Your Energy Control System can reduce your energy consumption, increase production and extend useful life of your equipment by optimizing the performance of your production lines. Moreover, it provides a perfect framework for automatization of your business departments, and reduce excess personnel costs.



3.3 CONSULTANCY ON TS EN ISO 50001:2018 ENERGY MANAGEMENT SYSTEM

An effective energy management is one of the pillars of a successful business. Energy management system must be activated in order to control the energy consumption of your business. We assist you with developing your system by determining the methods and procedures for effective energy management based on ISO 50001 Energy Management System Standard.

TS EN ISO 50001:2018 Energy Management System Standard aims at reducing energy losses and energy costs of all organizations consuming energy irrespective of size, thus increasing efficiency.

The purpose of the Energy Management System Standard is to enable organizations to develop the systems and processes for improvement of energy performance. including energy efficiency, use and consumption. ISO 50001 Management System aims at reducing greenhouse gas emissions and other environmental effects as well as energy costs.



How can TS EN ISO 50001:2018 contribute to your organization?

İster şirket içi bir enerji yöneticisine güvenin, isterse Carrying out energy management activities within a framework that provides transparency, best practices and continual improvement is vital no matter whether you rely on an in-house energy manager or an external consultant. ISO 50001 can contribute to your efforts and your investments on energy efficiency. Benefits of the approach that it provides include, but are not limited to:

- Helps reducing energy consumption;
- Supports enhancing positive energy management practices;
- Improves internal and external communication of your organization;
- Enables you to make the best use of the official incentives provided for reducing energy consumption (Fulfilling requirements of the said standard is a precondition for applying to grants provided by the Ministry handling Energy Efficiency issues in our country.)
- Energy savings obtained improves the trust upon energy managers and managers
- Enables integration of the energy management system to the existing work, health and safety systems and supply chain.

TRANSTERM Endüstriyel Enerji A.Ş can help you no matter the level of your in-house talents and ISO 500001 practices in your organization. Even though we customize our services according to the needs of each specific clients, some of the major ways to add value to your energy management activities are as follows

Complete energy management services

We provide a complete solution including energy policy, energy analysis and review, and certification if you do not have the internal resources to fulfil the energy management requirements of ISO 500001.

Inspection and accreditation

In case that you have a comprehensive system structured for energy management in place, TRANSTERM Endüstriyel Enerji A.Ş can examine your documents and help you obtain accreditation, and surely help you sustain the continual improvement element of the standard.

Documentation and installation

Many organizations carry out the activities required by ISO 500001, but do not document their processes, or are not sure whether they fulfil the requirements. We can provide the expertise for documenting your energy management system.



3.4 ENERGY EFFICIENCY INCENTIVES

Incentives and supports granted to industrial enterprises conducting activities as registered under a chamber of commerce and/or industry and manufacturing any kind of goods, with at least 500 Tonnes Oil Equivalent total annual energy consumption as per calculations in accordance with subparagraph (a) of paragraph (6) of Article 9 of the Regulations on Improvement of Efficiency in Use of Energy Sources and Energy published on 27/10/2011 dated and 28097 numbered Official Gazette;



Efficiency Improvement Project (VAP) Incentives.

- Project is developed in order to implement the Efficiency actions required for elimination of inefficiency, losses and energy waste
- Projects with maximum 5 million Turkish Liras total investment excluding VAT must be supported with maximum 30% of the project price as grant.
- Industrial enterprises with at least 500 TOE total annual energy consumption (VAP), conducting activities as registered under a chamber of commerce and industry, and manufacturing any kind of goods, excluding licensed legal entities generating electricity, can apply to obtain EIP supports
- EIP incentive applications are filed to the Ministry of Energy (Department of Energy Efficiency and Environment) at any time of the year.

Voluntary Agreement Incentives

- It refers to the agreement between an industrial enterprise and the Ministry in which the enterprise guarantees to reduce its average reference energy rate by at least 10% within 3 years
- Voluntary *30% of an industrial enterprise's annual energy consumption, but maximum 1,000,000 TRY, of the contract year is paid in cash as support to the enterprise when it fulfill its commitment under a voluntary contract. Agreement
- Industrial enterprises with at least 500 TOE total annual energy consumption, conducting activities as registered under a chamber of commerce and industry, and manufacturing any kind of goods, excluding licensed legal entities generating electricity, can apply for Voluntary Agreement Incentives.
- Voluntary Agreement applications are filed to the Department of Energy Efficiency and Environment.

5TH Region Incentives

- Energy efficiency investments so as to provide at least 15% energy saving compared to the existing conditions at existing industrial manufacturing facilities with at least 500 TOE annual energy consumption can be granted the supports for 5th Region irrespective of the actual installation place of the project, upon approval of the project by the Ministry.
- The supports to be granted include exception in value added tax, exemption from customs duty, support for employer's contribution to the social security premiums, interest support and allocation of the investment area.
- Enterprises wishing to have their energy efficiency investment projects considered under 5th Region Incentives apply to the Ministry of Industry and Technology.

3.5 OTHER FINANCIAL SOLUTIONS AND OUR COMMITMENTS

There are special financing mechanisms for overcoming the preliminary costs and other financial obstacles in energy efficiency projects. Such financing mechanisms are fundamentally based on the principle of proving energy saving. "Measurement Verification Experts" are trained in our country. Energy performance contracts can be verified by certified Turkish engineers. The experienced team of TRANSTERM Endüstriyel Enerji A.Ş develops projects which guarantee performance, and provide services in all technical and administrative matters.

- Energy Performance Contract (EPC): An energy services company carries out installation and maintenance of the efficiency equipment at the client's plant, and makes payment from energy savings.
- Leasing: It is a basic financial mechanism allowing a client to use energy efficiency equipment without purchasing.
- Special Funding for Energy Efficiency: A joint agreement between the European Investment Bank and the European Commission. It aims at increasing the special funding for investments on projects improving energy efficiency. This European instrument supports intermediary banks to develop and provide credit programs for energy efficiency projects.



- Turseff (Turkey Private Sector Sustainable Energy Finance Facility) Program is an EBRD fund for investments of SME's in Turkey for financing energy efficiency and renewable energy. The program can provide credits through participation banks. It provides credits with installments up to 10 years and no payment for 6 to 12 months.
- The Midseff Program (Turkish Mid-size Sustainable Energy Financing Facility): The Midseff launched by the European Bank for Reconstruction and Development (EBRD) with the support from the European Investment Bank (EIB) and European Commission (EU) .

3.6 EFFICIENCY IMPROVEMENT PROJECT (EIP)

Efficiency Improvement Project refers to a project developed in order to prevent excess use of energy, waste of energy, energy losses and leaks and recover waste through various methods such as use of energy-efficient equipment and systems, maintenance, insulation, rehabilitation and process review.

WHO CAN APPLY?

Industrial enterprises with at least 500 TOE (Tonne Oil Equivalent) total annual energy consumption, conducting activities as registered under a chamber of commerce and industry, and manufacturing any kind of goods, excluding licensed legal entities generating electricity

Application Term

Application open during the whole year

APPLICATION REQUIREMENTS

- Signing up to the database of the Ministry (EnVer Portal)
- Employing or purchasing services of a Certified Energy Manager
- ISO 50001 certification issued by organizations accredited by Türkak

Number of Projects

Limited to 5 Projects

Preparation of Project

By EEA Companies

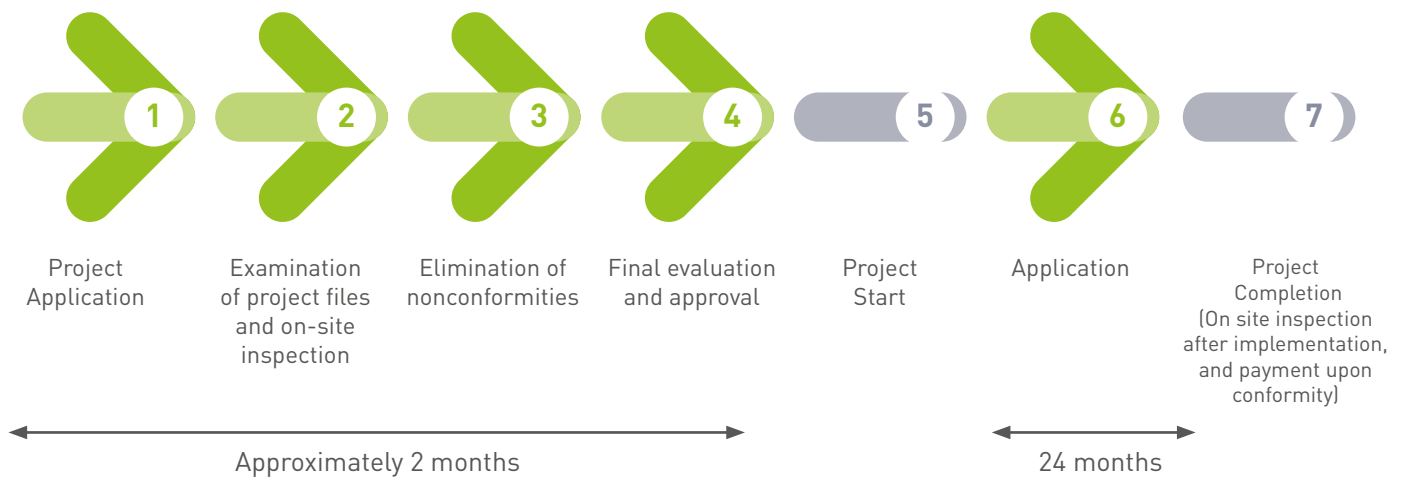
The projects with maximum 5 million TRY project price excluding VAT are supported with grants as much as 30% of the project price. (Including EEA (Energy efficiency audit) price and on site inspection.

Type of Support
Grant

Amount of Support Payment
Maximum 1.5 Million TRY

Support Payment
After Implementation

IMPLEMENTATION PERIOD



Major Subjects of Efficiency Improvement Projects (EIP) On System Basis



Boiler Systems



Steam Systems



Furnace Systems



Pressurized Air Systems



Electrical Motor Systems



Pumping and Fan Systems



Lighting

Efficiency Improvement Projects (EEIP) APPLICATION EXAMPLES

Textiles Industry

Energy Efficiency Application Fields	The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Use of dry dyeing technology (SC-CO ₂)	Spinning Process: Use of energy-efficient blowers and overhead travelling cleaners (OHTCs)	Ensuring energy efficiency with efficient bending machines.	4,8
Use of UV technology in coating and finishing processes		Use of varying-speed drivers in air-conditioner humidifying pumps	0,6
Infrared drying	Wet Processing: Use of reverse flow for washing. Energy saving in continuous washing machines	Heat recovery from ram chimney, prevention of leaks from steam trap	0,6
Use of hot melt technology		Replacement of hot-oil energy with broiler systems in stenters	3,1
Ink-jet printing	Dyeing and Printing: Thermal insulation of high temperature (HT)/high pressure (HP) dyeing machines. Heat recovery from hot cleansing water		
Use of enzymes for bleaching and washing			
Use of plasma technology	Energy efficiency actions in weaving plans		




Food Industry

The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Recovery of process heat, heat recovery from refrigerating process, optimization of air-conditioning and cold storage temperatures	Heating water with waste heat energy	0,4
Use of energy efficiency technologies in steam generation and distribution systems	Installation of heat recovery systems in ammonia refrigeration systems	1,2
Insulation and mechanical dehydration	Use of heat pumps	3,8
Use of varying speed drivers (VSD) in pumps and process equipments, use of high-efficiency motors	Preliminary heating of starch dryers	1,6




Petrochemicals Industry

The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Mitigation of the contamination in crude oil distillation, preliminary heating chain and burner heater. Application of modern technological crude distillation	Replacement of furnace burners	0,5
Reducing need for ventilation with openings to outdoor	Low-pressure steam saving with preliminary heating of demineralization water	0,1
Use of integrated process control and maintenance technologies	Replacement of central chiller with cell type air-conditioner units	0,5
Use of combined heat and electricity systems		
Use of high-efficiency broilers		



Paper and Paper Products Industry

The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Replacement of pneumatic conveyors with belt conveyors	Replacement of vacuum pumps with turbo pumps	1,3
Use of continuous cooking vessel and control systems	Improvement of the condensate drainage system in dryer cylinders of the paper machine	1,0
Replacement of conventional negative pressure units with washing press machines	Improvement of efficiency by drying biomass with waste heat	1,0
Heat recovery from paper drying. Use of energy-efficient vacuum systems		



Cement Industry

Energy Efficiency Application Fields	The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Electricity generation from waste heat (WHR)	Replacement of bearing-mills with efficient vertical roller mills	Replacement of pneumatic system with elevator system for feeding rotary furnace	3,1
Better sealing of rotary furnaces Use of waste-derived energy sources	Optimization of burning efficiency in furnaces	Installation of a varying speed driver on hot gas blower fan of the coal mill	0,8
Reducing clinker content of cement and cement products	Reducing body heat losses and cold air leakage in furnaces. Use of efficient coolers in clinker production	Replacement of furnace fan with an efficient fan	3,9
Use of energy-efficient vertical roller mills	Improvement of process control and optimization	Replacement of exhaust gas fan with an efficient fan and electrical motor	4,4
Use of rotary furnaces with multi-stage preliminary heating and precalcination			
Integration of an efficient and modern clinker cooler			




Iron and Steel Industry

The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Use of closed charge system and wet extinguishing processes in coke furnaces	Revision of scrap transfer system	1,3
Use of dry extinguishing systems with heat recovery in coke ovens	Use of motors and varying speed drivers for fans at the energy facilities	1,4
Circulating exhaust gas in sintering	Use of varying speed drivers on air purification fans	0,5
Energy recovery from the high temperature furnace gas and top pressure		
Preliminary heating of scrap in electrical arc furnaces		
Heat recovery in tempering line		




Ceramics Industry

The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Transition to dry grinding system	Heat recovery from ceramic drying furnaces	0,3
Use of continuous mill at raw material preparation process	Recovery of the waste heat from ceramic cooking furnaces	0,2
Waste heat recovery at furnaces and dryers		
Installation of cogeneration systems at facilities		
Use of micro-wave-assisted drying and cooking systems		
Substitution of high-emission fuels with low-emission fuels		



Wood Industry

The Best Energy Efficiency Practices	Efficiency Applications Granted Support in Turkey	Payback Period (years)
Use of narrow band saws for reduction of energy consumption in cutting process	Transfer of the furnace waste heat to the inlet of the pneumatic separators through a duct	0,6
Improvement of efficiency of dust collection system by reducing airspeed of the system	Replacement of dust suction fans of mill with high-efficient ones, and revision of the line	2,1
Achieving higher energy efficiency with recirculation of air gases in the heat recovery system	Application of heat jacket in hot oil and steam lines	0,1
Improvement of drying process with use of combined heating and drying systems and process control		



3.7 Waste Heat Recovery & Renewable Energy Systems

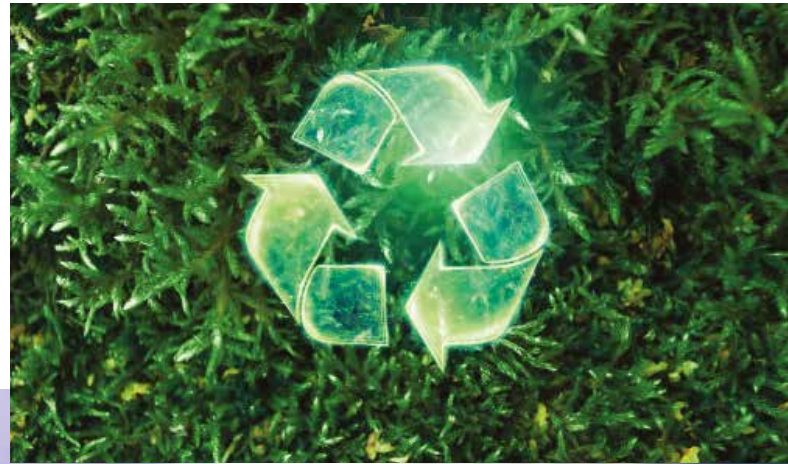
We believe that reuse of waste materials and waste energy is essential for protecting the environment which belongs to future generations.

TRANSTERM Endüstriyel Enerji A.Ş. has a competent technical team consisting of experts with more than 20 years of experience in the field of energy. Our fields of expertise include energy efficiency, renewable energy and waste-derived energy solutions.

We develop renewable energy projects in various fields: combined heat and energy, biogas plants, landfill gas plants, waste heat recovery facilities and more.

Thanks to our expertise in developing strategic partnerships and integrated solutions, TRANSTERM Endüstriyel Enerji A.Ş. can provide turn-in-key projects for renewable energy systems from the initial design stage to successful system operations. In addition to developing projects, we finance, implement, undertake construction as well as operation and maintenance after completion.

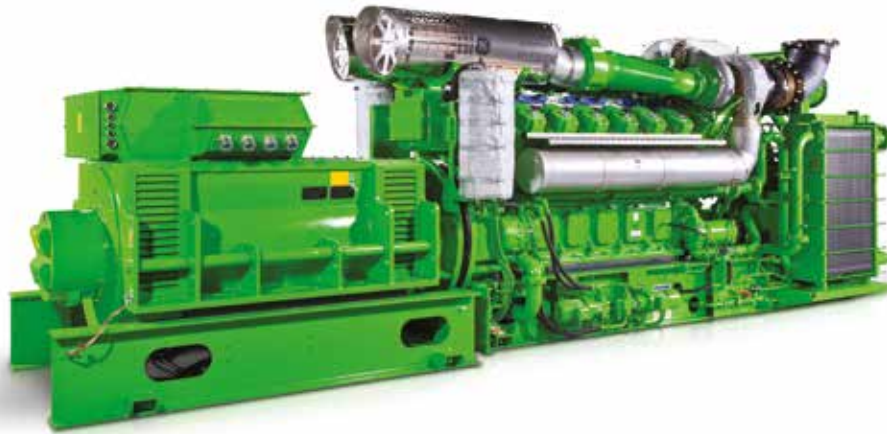
We do not rely on a single equipment or technology provider, thus we are always sure that we can provide our clients with the most suitable and cutting-edge custom-made solutions. We provide our services to municipalities as well as industrial sectors, and our projects are supported with full performance guarantees.



Cogeneration and Trigeration Systems (CHP)

Combined heat and power (CHP) combines generation of usable heat and power (electricity) in a single and highly efficient system. CHP captures the usable heat generated during electricity generation. This is much more advantageous compared to the conventional electricity generation methods in which large amounts of heat is wasted.

At present coal and natural gas-fired power plants, approximately two-third of the total energy consumed is usually wasted as a steam cloud over cooling towers. Trigeration is use of a CHP unit combined with an absorption chiller to provide electricity, heat and cooling. Buildings with continual or seasonal cooling demand can use trigeration as a cost-efficient and low-carbon method for meeting their heat and cooling demands.



Waste Heat Recovery Systems (WHR)

Electricity generation through recovery and conversion of wasted heat.

Alncreasing energy costs and global concerns about greenhouse gases and CO₂ emissions trigger a trend towards all alternative energy sources. Waste heat recovery also has a great potential no less than the well-known alternative energy sources such as wind, solar, jeothermal and biomass energy. Use for industrial purposes counts for nearly 30% of the total energy consumption. Approximately 20-50% of the industrial energy consumption is estimated to be released to the atmosphere as waste heat. It is economically possible to recover this waste heat and convert it into electricity.

Oil, gas, coal or electricity are used for heating in industrial processes. Furnaces, heaters, boilers, reformers, reactors, lime furnaces etc. processes Release heat into the atmosphere through exhaust

gases. Exhaust gases at high temperatures (> 300 ° C) are used for preliminary heating or cogeneration with CHP technologies. However, exhaust gases at lower temperatures can also be recovered and converted into electricity.

WHR Systems technology is based on Rankine cycle which is the fundamental classical thermodynamic cycle of thermal power plants. This thermodynamic cycle is run by an operating fluid. The most suitable technology, Steam Rankine Cycle (SRC) or Organic Rankine Cycle (ORC), is selected upon analysis of many evaluation criteria. It is ideal for the steel industry, glass industry, cement industry and fertilizer manufacturing plants.



Anaerobic Digestion

Anaerobic digestion is the process by which organic matter such as animal or food waste is broken down to produce biogas and biofertilizer. This process happens in the absence of oxygen in a sealed, oxygen-free tank called an anaerobic digester.

The solution we propose are reliable, efficient and flexible, capable of processing a wide variety of different feedstock inputs. AD technology allows conversion of organic waste into green energy, turning a possible disposal cost into a revenue stream, thus developing sustainable business whilst significantly reducing imported energy consumption.

Thanks to our expertise in developing strategic partnerships and integrated solutions, we can provide turn-in-key projects for anaerobic digestion and composting systems from the initial design stage to successful system operations. We provide our services to municipalities as well as industrial sectors, and our projects are supported with complete performance guarantees.



Biomass

Biomass is a renewable resource that can provide significant savings in areas with access to high amounts of wood waste and limited access to natural gas.

Our experts will assist you in selecting the optimum machine that meets all your application requirements while at the same time minimizing the overall investment costs.

We include biomass in our energy performance projects, and assist our clients to choose their biomass suppliers and negotiate desirable supply agreements



TRANSTERM

Endüstriyel Enerji A.Ş.

Energy Efficiency &
Renewable Energy Solutions

www.transterm.com.tr





| We work to design, implement and guarantee solutions improving efficiency and eliminating waste.

| We guarantee everything we do; energy saving, government supports, project costs, program and system functionality.

| We make a significant investment on time and effort during conceptual design stage in order to prevent excessive costs. This early focus allows you to have the best possible technical and financial solution constituting the basis for our guarantee.

Contact us for more detailed information about our services and business model.



TRANSTERM
Endüstriyel Enerji A.Ş.

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