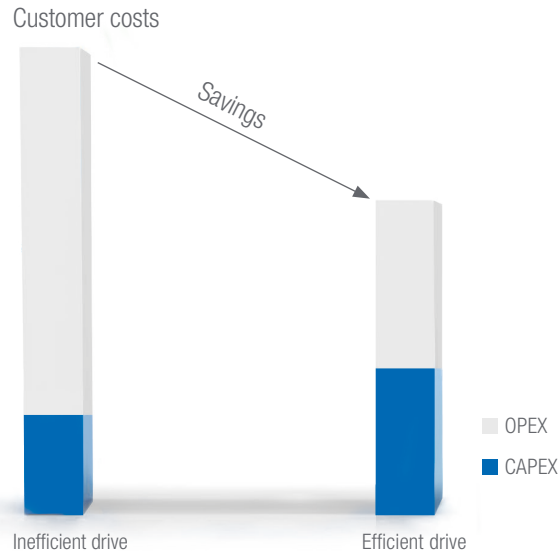


Energy related products / services

Our goal is to reduce the customers' costs



Our approaches

- ▶ Energy-efficient technology and drive selection
 - ▶ Optimized drives
 - ▶ Reliable products
- ▶ Variant reduction
 - ▶ Less stock and spare parts
 - ▶ Lean administration and maintenance
- ▶ Service concepts
 - ▶ Service- and maintenance agreements



NORD DRIVESYSTEMS Group

- ▶ Family business from Bargteheide near Hamburg with approx. 4,700 employees worldwide
- ▶ Drive solutions for more than 100 branches of industry
- ▶ 7 production locations worldwide
- ▶ Present in 98 countries on 5 continents
- ▶ More information under: www.nord.com

EN

Headquarters:
 Getriebebau NORD GmbH & Co. KG
 Getriebebau-Nord-Str. 1
 22941 Bargteheide, Deutschland
 T: +49 45 32 / 289 0
 F: +49 45 32 / 289 22 53
info@nord.com



Total Cost of Ownership (TCO)

Total Cost of Ownership (TCO)

Energy efficiency is one of the mega trends in the industry

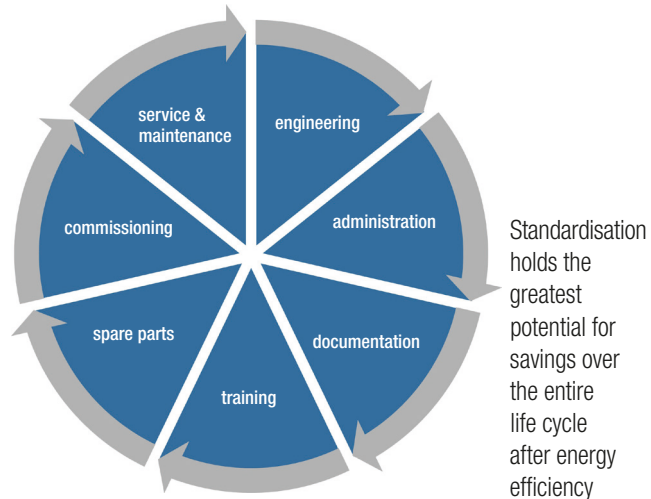
- ▶ New efficiency regulations and standards
- ▶ “Green” Image of companies
- ▶ Reduced carbon footprint
- ▶ Cost reduction and efficiency increase in operation
- ▶ Energy consumption is one of the main criteria of supplier decisions



Energy efficiency variant costs



Component costs of a drive variant



NORD DRIVESYSTEMS efficiency approach

- ▶ Energy saving
- ▶ Variant reduction / standardisation
- ▶ NORD ECO

