

| Currency | | EUR | | | | | | Will your cleaning crew utilize the free jetting capacity to clean more? Yes Will your CCTV crew utilize the free inspection capacity to generate more business? Yes | |
|---|---------------------------|--------------|--|--------------------------------|--|--------------|--|---|------------------|
| Your cleaning truck | | Units | | XPECTION truck | | Units | | ROI ANALYSIS | |
| Type of truck | Recycler | | | Recycler | | | | Xpection investment | 40.000 EUR |
| Average water consumption | 340,00 L/Min | | | 340,00 L/Min | | | | Xpection return | 122 EUR per Hour |
| Average fuel consumption | 40,00 L/Hour | | | 40,00 L/Hour | | | | Efficiency gains - reduced water, fuel and time | 26 EUR per Hour |
| Your operation | | Units | | XPECTION operation | | Units | | Productivity gains - profit from free CCTV capacity | |
| Number of cleaning operators per job | 1,00 | | | 1,00 | | | | Productivity gains - profit from free jetting capacity | 31 EUR per Hour |
| Number of support CCTV inspectors per job | 1,00 | | | - | | | | Payback period | |
| Average time spent recharging water | - h/day | | | - h/day | | | | In cleaned distance | 72.923 m |
| Average usage of support CCTV inspector | 4,00 h/day | | | - h/day | | | | At today's daily cleaning rates (partial utilization rate) | 73 days |
| Average number of cleaning passes per section | 2,00 | | | 1,50 | | | | At full utilization rate | 41 days |
| Your tariff | | Units | | XPECTION tariff | | Units | | | |
| Type of tariff (Cleaning) | Hourly | | | Hourly | | | | <i>* Negotiated new, higher tariff that includes post-cleaning control video</i> | |
| Unit price (Cleaning) | 112,50 EUR per Hour | | | 120,00 EUR per Hour | | | | | |
| Unit price (Inspection) | 130,00 EUR per Hour | | | 130,00 EUR per Hour | | | | | |
| Average Invoiced Distance (Cleaning) | 1.000,00 m/day | | | 1.000,00 m/day | | | | | |
| Average Invoiced Distance (Inspection) | 600,00 m/day | | | 600,00 m/day | | | | | |
| Effective Jetting Time | 6,00 h/day | | | 4,50 h/day | | | | | |
| Your unit costs | | Units | | XPECTION unit costs | | Units | | | |
| Water | 0,95 EUR per cu.m | | | 0,95 EUR per cu.m | | | | | |
| Fuel | 1,10 EUR per Liter | | | 1,10 EUR per Liter | | | | | |
| Cleaning Operator | 40.000,00 EUR per Year | | | 40.000,00 EUR per Year | | | | | |
| Support CCTV Inspector | 40.000,00 EUR per Year | | | 40.000,00 EUR per Year | | | | | |
| Cleaning Truck Amortization | 50.000,00 EUR per Year | | | 58.000,00 EUR per Year | | | | | |
| Inspection Van Amortization | 12.500,00 EUR per Year | | | 12.500,00 EUR per Year | | | | | |
| Your cost structure | | Units | | XPECTION cost structure | | Units | | | |
| REVENUE | 112,50 EUR per Hour | | | 120,00 EUR per Hour | | | | | |
| COSTS | 99,05 EUR per Hour | | | 80,43 EUR per Hour | | | | | |
| Water | - EUR per Hour | | | - EUR per Hour | | | | | |
| Fuel | 33,00 EUR per Hour | | | 24,75 EUR per Hour | | | | | |
| Cleaning Operator | 22,73 EUR per Hour | | | 22,73 EUR per Hour | | | | | |
| Support CCTV Inspector | 11,36 EUR per Hour | | | - EUR per Hour | | | | | |
| Cleaning Truck | 28,41 EUR per Hour | | | 32,95 EUR per Hour | | | | | |
| Inspection Van | 3,55 EUR per Hour | | | - EUR per Hour | | | | | |
| PROFIT | 13,45 EUR per Hour | | | 39,57 EUR per Hour | | | | | |
| Cost of Inefficiencies (in profit) | | | | | | | | | |
| Truck utilization rate | 75% | | | 56% | | | | 5 trucks with Xpection save 1 additional truck | |
| Inspector opportunity cost | 65 EUR per Hour | | | - EUR per Hour | | | | The CCTV inspector can generate more business instead of supporting the cleaning | |

