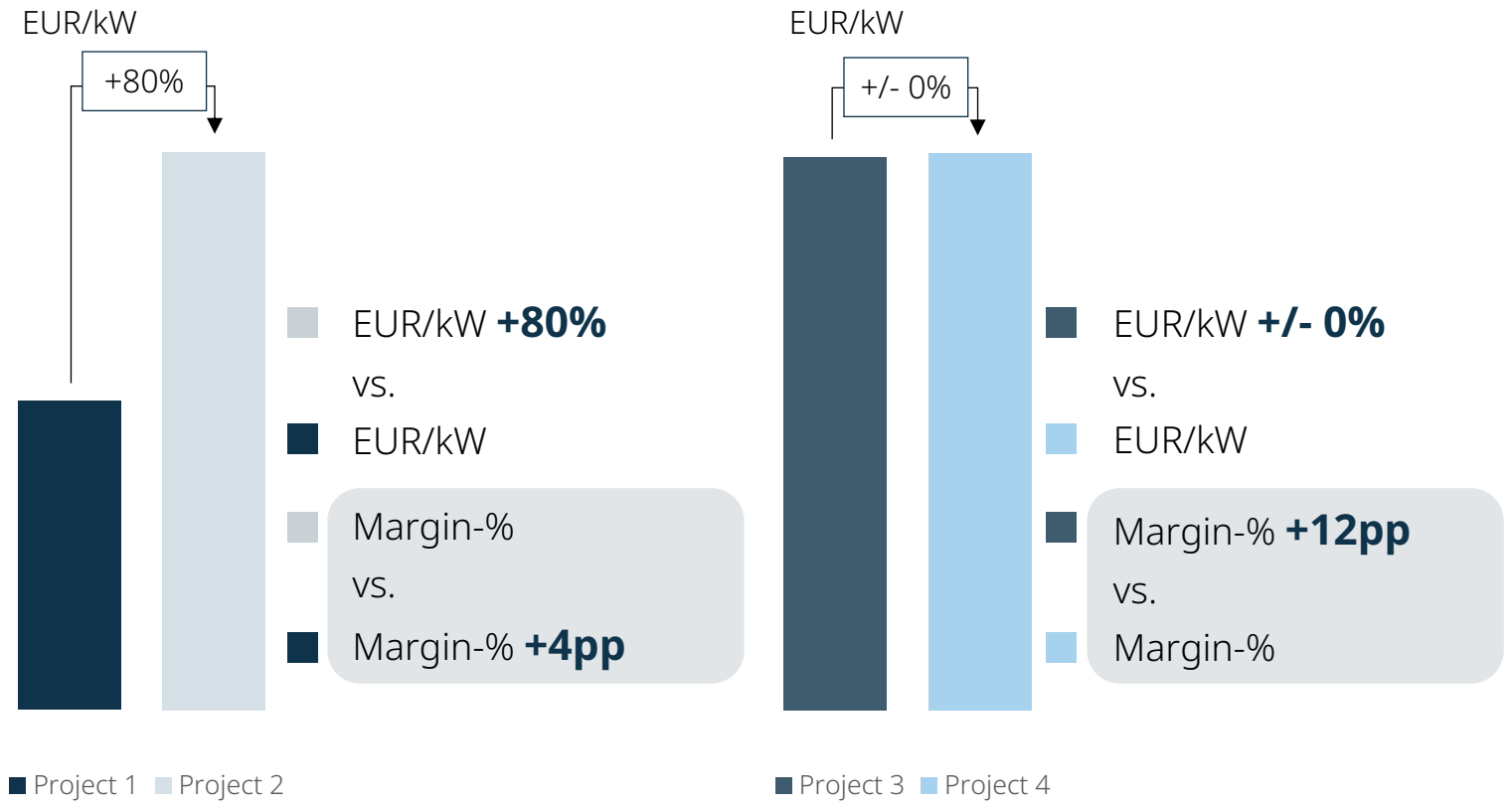
EUR/kW sales prices are not a reliable proxy for margins



Many factors influence the margin and net sales of an individual project

- Size in MW and number of engines
- Type of project (EPC, Extended EEQ, EEQ)
- Scope (MV/LV switchgear, SCRs)
- Delivery term (FCA, DDP)
- Specific costs related to location
  - Transport
  - Local site labour, etc.

EPC: Engineering, Procurement, and Construction; EEQ: Engineering and Equipment; MV/LV: Medium voltage / low voltage; SCR: Selective Catalytic Reduction; FCA: Free Carrier; DDP: Delivered Duty Paid

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