

# CAPEX VERSUS OPEX

NEW HCL SYNTHESIS UNIT (SINTACLOR®) VS. EXISTING OPERATING UNIT

WHY IT'S SOMETIMES BETTER TO BUY NEW EQUIPMENT  
VS. KEEPING OLD EQUIPMENT

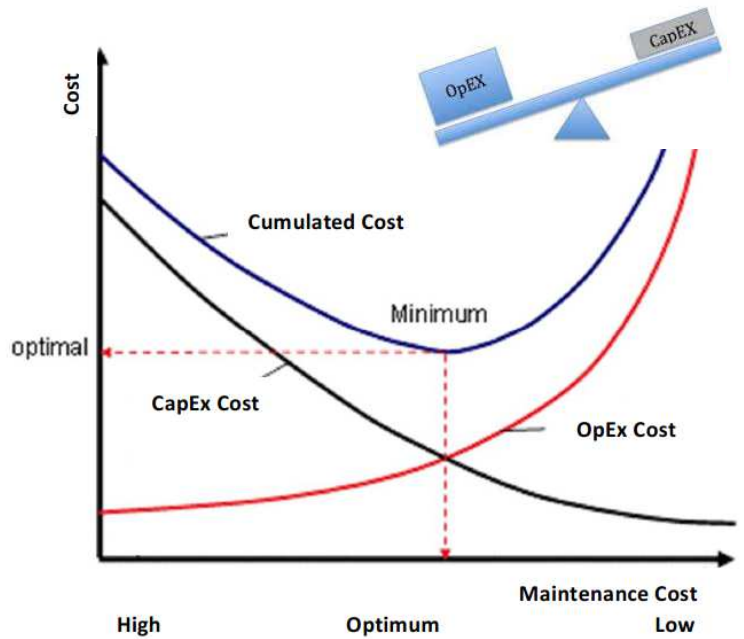
Reference: F07\_1\_E



## CapEx vs. OpEx

WHEN OPEX CURVE CROSSES THE CAPEX CURVE : IT'S TIME TO REPLACE WITH NEW

⇒ CERTAIN EQUIPMENT BECOMES COUNTER-PRODUCTIVE WITH AGE



### ADVANTAGES OF NEW SINTACLOR® :

**NO HEADACHES**

**OPEX REDUCTION**

**CAPACITY BOOST**

**COMPLIANCE TO DIRECTIVES**

New = Downtime due to maintenance negligible

New units have higher reliability, efficiency and generate higher quality product than old

New = Spare parts and labor cost will decrease.

New Sintaclor® units can recover energy (OPEX credit) and reduce cooling water requirements

New units have a more efficient design and higher capacity in the same space  
More capacity = more operating income

New Sintaclor® units comply with the latest safety & environmental directives whereas old units may actually be unsafe

## IS YOUR CURRENT HCI SYNTHESIS UNIT'S OPEX HIGH ?

MERSEN CAN ASSIST YOU TO DETERMINE IF A NEW UNIT WILL SAVE YOU MONEY IN THE LONG RUN