



ROAD MAP TO A WASTE HEAT HOST AGREEMENT

2nd ANNUAL WASTE HEAT TO POWER WORKSHOP
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ORMAT Technologies, Inc

- Vertically integrated alternative energy company
 - 40 Years of success
 - NYSE (ORA) listed
- Primarily engaged in geothermal and recovered energy project business
 - 750 MW of installed capacity worldwide
- Proprietary ORMAT technology
 - Binary Organic Rankine Cycle Power Project
- Flexible business model in the energy industry
 - Develop, design, build, own, operate
 - Turnkey
 - Equipment sales
 - Finance



ORMAT REGS

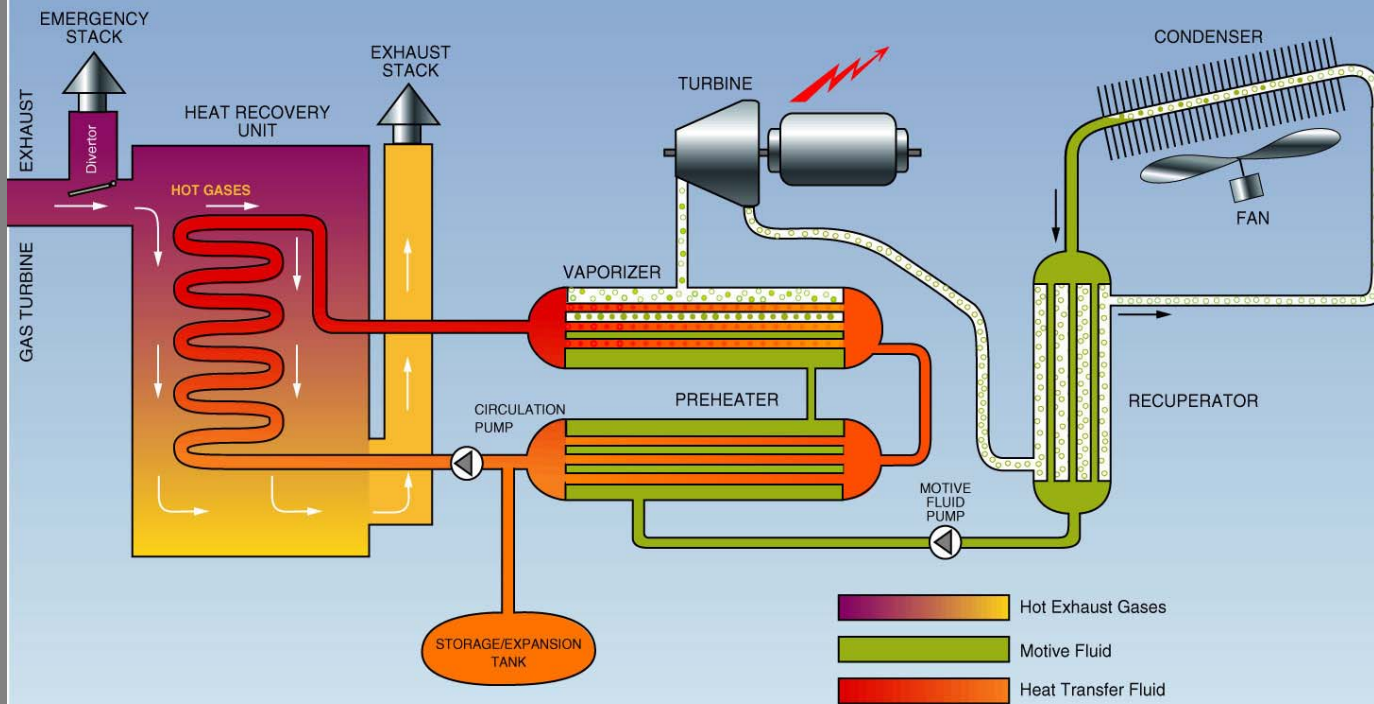
- What is it?
 - Recovered Energy Generation System
- Binary Organic Rankine Cycle
 - Closed system
 - Use of organic motive fluid
 - Rankine cycle is the heart of the power plant
- Environmentally friendly
 - No discharges to the atmosphere
 - No water required
 - Offsets fossil fuel generated power
- How is it deployed?
 - Up to 10 MW modules
 - Gas turbine exhaust
 - Any industrial application with waste heat
- **Competes more than favorably with steam Turbine Technology**



REGS - Process Flow



ORMAT Recovered Energy Generation System



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Hosting Agreement

- **Complex business environment**
- Project Owner concerns
- Project Host concerns
- Power Purchaser concerns



Waste heat host agreement

The ORMAT Model

- Waste heat delivery and use
- Construction of project
- Operation and maintenance
- Payments
- Other issues



Construction phase

- No impact on host operation
- Host cooperates with project owner
 - Easements
 - Permits
- Host review and approves items affecting its operations



Operation & Maintenance

- REGS require minimum maintenance compared to STG plants therefore
 - Host will be asked to take on routine O&M
 - ORMAT will perform non-routine (semi-annual and annual)
- ORMAT and host cooperate in scheduling downtime



Conclusions

- Pay attention to details
- Work a win-win contract for all parties
- Pay attention for needs along the “food chain”
- Maintain a flexible and creative approach



Thank you



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