



## **WHAT IS BATINEW? PRESENTATION AND OVERVIEW**

### **ETHICAL AND ECONOMIC SOLUTIONS SERVING PEOPLE AND ENVIRONMENT**

*The service and quality of infrastructures are directly linked to the standards of living and well-being of a population. Until the creation of BatineW, several factors held the achievement of this objective.*

Indeed, the cost of infrastructures is related to the gross domestic product, with the exception of energy supply, based largely on the price of fossil fuels. Therefore, the cost of energy represents a societal obstacle to economic development and well-being of people with lower incomes. Moreover, the environmental impact of existing solutions is huge and alternative solutions are very complex to implement, in addition to being of a high cost. BatineW brings sustainable solutions to these issues in the areas of construction and energy, while bringing new perspectives to renewable energies.

#### **CONSTRUCTION MARKET**

First, it allows less emission of gray energy when building with a halved concrete constructions weight. Secondly, our Project gives the opportunity to make important financial savings by reducing the initial investment by 22%. Additionally, it allows an eased and customized design thanks to the development of BIM libraries (Building Information Modeling).

#### **ENERGY MARKET**

The operating energy savings are also significant, with a 50% reduction of electricity bill and 80% of renewable energy. Exploited in tandem with our constructions solutions, our energy innovations enable the end-user to take full advantage of the potential we offer.

Key activities of the company include consulting, research and development as well as support to general construction companies. Source of proposals and innovation, it has a great competitive advantage, is sustainable and provides a lead of 10 years compared to other technologies in the market.

## MANAGEMENT AT THE HEART OF STRUCTURE

*The organisation of Batinew is designed to obtain a business structure that allows an accurate view of ongoing projects and a total control over them. It offers the opportunity to benefit from an efficient and qualitative management.*

Thus, the corporate structure is established with the aim of managing each targeted project separately. This type of management provides the opportunity to control the quality of achievements and work processes in an accurate manner.

In order to convince its customers, the company creates full scale pilot projects to prove its concept. It is only then that the final project is definitively developed. For quality control purpose, each completed realization is assessed according to specific criterias. This type of management ensures the company a constant improvement of its services.

## COLLABORATION STRONGER THAN COMPETITION

*The company breaks the current codes of energy and construction markets by changing its competitors into business partners. Gathering forces and efforts allows not to lose sight of the real goal : restoring balance between humans and nature. Its network of skilled and efficient partners is one of the keys of its success.*

The effectiveness of Batinew is primarily based on the competence and efficiency of its network of partners. Each stakeholder that joins the project aims at understanding the overall system operation and knows the stages of the business process perfectly. Batinew ensures that the partner remains the owner of its innovations and enables an optimal protection of its intellectual property. This network of partners allows us to offer first class services tailored to customer needs.

Lastly, the fundamental positive aspect of such a partnership system is that it fosters synergies, allowing several entities to focus on the same aspiration of restoring balance between the human being and environment. This goal can be achieved by acting voluntarily and together.

## A PRECISE TRACKING OF ETHICS AND QUALITY

*Focus on a sociological, economical or ecological cause is good, but making these issues a priority by insisting more on the quality of being than on the increase of wealth must now become the prime consideration.*

The company shows a willingness to keep ethical values in all the projects it undertakes. Thus, all stakeholders of a project or action that the organisation carries should get involved in the shared feeling of a sense of social justice, a spirit of universal cooperation, efficient economy and energy, including respect for our environment.

This convention, gathering key factors, allows to assess, qualify and compare projects based on indicators such as the principle of need, conservation and creation of resources, improvement of the the quality of life for users and beneficiaries or even energy efficiency. Meeting these factors gives the opportunity to control the quality of each undertaken project.

This convention acts as a natural filter to ensure a total transparency regarding the advisability of undertaken projects and the partners with which the company works hand in hand. It also ensures that no segregation is made in the selection of beneficiaries and users of the projects.

## PROJECTS BENEFICIAL TO THE GREATEST NUMBER

*By its equitable and sustainable dimension, Batinew copes with a large number of needs. Indeed, it satisfies many entities by allowing the resolution of complex problems involving both environment and society.*

The implementation of the projects the company works on offers solutions that benefit to the greatest number. Thus, the first beneficiary is the population. With the introduction of new infrastructures, the social gap is narrowing and several studies have shown a criminality decrease in geographical areas receiving high quality infrastructures.

Secondly, operators of public and private infrastructures linked to the waste treatment, sewerage, housing and energy production in general also take benefits of upgrading or creating these facilities.

Industrial partners also benefit from the realization of projects, both financially and corporately. Indeed, the organization provides managerial tools and communicates with its partners, allowing them to gain notoriety.

## CASE STUDY

*To illustrate the benefits of our construction and energy solutions, we mention our future district energy optimization project for the Hospital of Ferizaj in Kosovo.*

Beforehand, the project has been studied to ensure that its impact met our environmental and societal requirements, and provided energy efficiency and economic profitability. We also took into account its economic, technical and social resilience.

The application of the thermolysis technology which consists of chemical decomposition caused by heat, of pyrolysis process which consists of the thermochemical conversion of biomass, of electricity cogeneration combined with a generator set and of low temperature heat recovery system will meet the various elements of our convention and will allow the population to benefit from an ethical and sustainable project.