

Our services are tailor-made for your surplus assets

Do you have power plants, units, generation sets or high-end value components which are no longer needed but still in good condition? Our services will reduce your administrative efforts during the sale of your valuable used assets and, if successful, will unlock your financial and operational resources. This applies to:

- **entire power plants and units**
- **plant assemblies, main components and component packages**
- **spare part stocks**
- **valuable scrap materials and other recyclable resources**

Our valuation services for used assets

If you wish, we appraise your entire systems as well as your high-quality components using our well-established, combined technical-commercial "troveo valuation". In this, we take into account the current buyer's market on the one hand and valid regulations, safety and environmental aspects on the other.

- **We support your sales initiatives and sales preparations**
(more than 60 times applied mainly for gas- and coal-fired power plants in recent years)
 - we determine components that can be re-used profitably
 - we value such equipment for market prices and scrap value, using our well-established "troveo valuation"
 - we assess the buyer's market and derive a probability of sale
 - we estimate possible sales revenue, in absolute terms and above scrap value
 - we apply recommended and agreed marketing and sales strategies
- **We calculate the "loss in asset value over time" to determine your capital lock-up costs during use as e.g. a grid reserve power plant**
(more than 10 times applied for gas-fired and coal-fired power plants in recent years)

Marketing services for entire plants or single main equipment

troveo is specialised in finding buyers for used power plant equipment, currently still with an emphasis on thermal power generation. Recently, wind power plants and large-scale energy storage systems are getting in scope, too.

- **We find suitable prospective buyers for you through anonymous, free advertisements on our marketing platform and we pre-check and pre-qualify them**
- **We actively search for current needs in our extensive network**
- **We present your sales objects in brochures and assist in site visits**
- **We mediate in your contract negotiations for the sales process**

Our services for sellers – troveo categories for used single equipment

troveo supports you in your efforts to extract highest remaining value out of your obsolete assets by identifying the right buyers.

To achieve this, you can offer entire power plants or units for sale on our web platform, but also individual, assemblies and surplus stand-alone components from these 20 different categories:

- coal or biomass yard, solid fuel feeding systems, slag / ash removal systems
- natural gas supply systems / fuel oil supply systems
- combustion air supply systems, fans, air shutoff devices
- air preheaters
- firing systems, coal mills, burners
- boilers, steam generators
- steam turbines
- gas turbines
- exhaust gas systems, flue gas exhaust systems, draft fans
- generators, alternators
- water-steam cycle systems including economizers, water preheaters, condensers
- flue gas cleaning systems (i.e. as entire sub-units)
- high-pressure valves
- high-pressure or large-volume pumps
- auxiliary and ancillary systems (i.e. for supply, treatment, storage and disposal)
- electrical systems, switchboards, electric actuators
- transformers
- control and communication systems
- maintenance and repair equipment
- auxiliary power units, emergency or back-up generators

We are happy to promote your equipment as an initial “market test”, anonymised, free of charge and without any contractual commitment. All we need for our search are the technical details and at least one photo, an expected sales price and the duration of a first-time publication. If you wish, you can enter your search yourself as a free advertisement onto our web site.

In case of a successful sale, we eventually expect for this marketing service a success fee from the seller as a small percentage (degressive, starting from 8%) of the finally realised, i.e. actually received, transaction price.