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PROPOSAL for

AEREON FLARING SERVICES AND EQUIPMENT RENTAL

Proposal No:	AMS-13935	Rev:	1	Date:	06/08/2025

Your Ref.:	CEB Rental Arnhem
Client:	Shell
Project:	CEB Rental
Location:	Arnhem, NL

Operational Contact:
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Gas Flaring Manager – Aereon Srl
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Technical Contact:
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NOTICE

This proposal includes valuable product information, a substantial portion of which is proprietary to Aereon SRL. As such, this proposal is submitted in confidence to the party to which it is addressed. Any effort to copy or share this information with another party will be considered a violation of Aereon Srl's proprietary property rights and a basis for legal action. Further, this entire proposal is the subject of copyright protection under Title 17 United States Code and the Paris Convention.

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Vecchiano (IT), 01/08/2025

To whom it may concern,

We'd like to thank you for giving us the opportunity to respond to your request for quotation for the execution of Flaring Services with AEREON CEB® equipment.

We appreciate your interest in our solutions and the chance to demonstrate how our technology can support your operations. Please find attached our commercial and technical proposal, prepared in accordance with the specifications received.

Thank you in advance for your kind attention. We aim to lay the foundation for a strong and lasting business relationship.

Please do not hesitate to contact us in case you have questions or need additional information.

Sincerely,

[redacted]
Sales Vice President Europe, Sub-Saharan Africa
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Application Engineer
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1. Aereon CEB® Technology

Our CEB® technology systems is the Best Available Technology (BAT) recognized by the European Union Committee for treating waste gases/vapors

Our offered solution is based on our unique and patented pre-mix metal fiber surface thermal oxidation technology, called CEB®.

CEB® stands for **C**lean **E**nclosed **B**urner, referred also as **C**ertified ultra-low **E**mission **B**urner.



Figure 1: Proprietary burner technology (Knitted Metal Fiber NIT®)

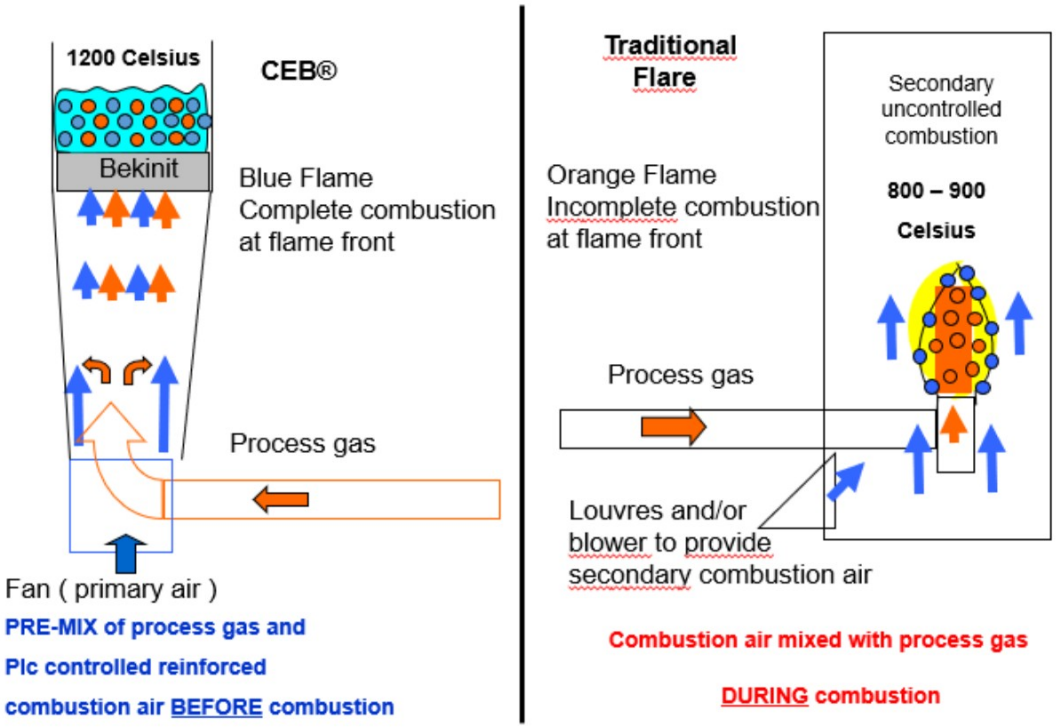
AEREON CEB® TECHNOLOGY	EMISSION LEVELS IN FLUE GASES	
	ppmv	*mg/Nm³*
CARBON MONOXIDE, CO	< 10	< 12.5
NITROGEN OXIDES, NOx (as NO_2)	< 15	< 31.5
UNBURNED CxHy	< 10	< 7.4
*TESTS PERFORMED ON METHANE		

Table 1: Certified emission levels from CEBs @3%vol O_2

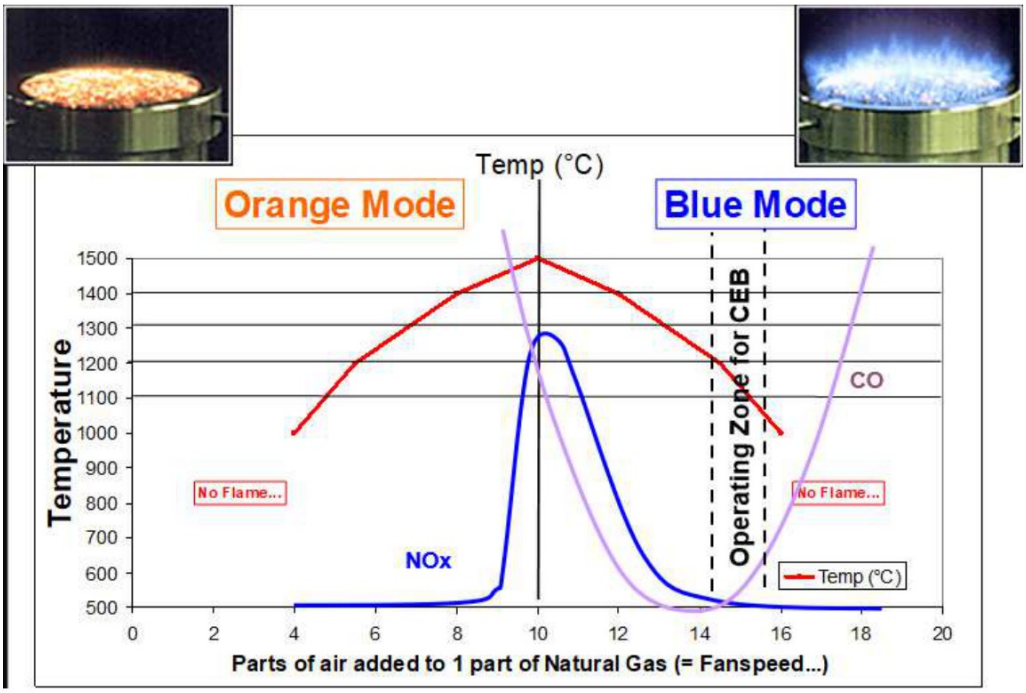
	Aereon CEB® Technology	Traditional Flare Technology
Destruction Efficiency (DRE), %	99.99	98
Compliance with EU most stringent emission regulations	Yes	Case by Case
Flame Temperature	1100-1200°C	700-900°C
Flame visibility	None	Yes
Flame luminosity	Non-Luminous	Yes
Flame radiation	Very low (only convection)	Very high
Smokeless Operation	Yes	No
Smell/Odors	No	Yes
Noise	Low	High
Support gas consumption for Low Calorific Value Streams	Low	High
Turn-down ratio	10:1	Low
Time to DRE	Less than 1 minute	More than 5 minutes

Table 2: BAT

Difference between traditional flare and the Aereon CEB® Technology

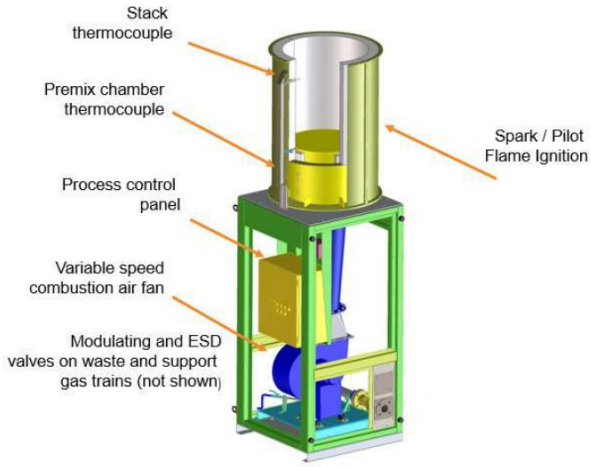


Operating with a VOC-Oxygen ratio, lambda, of 1.5, blue mode thermal oxidation

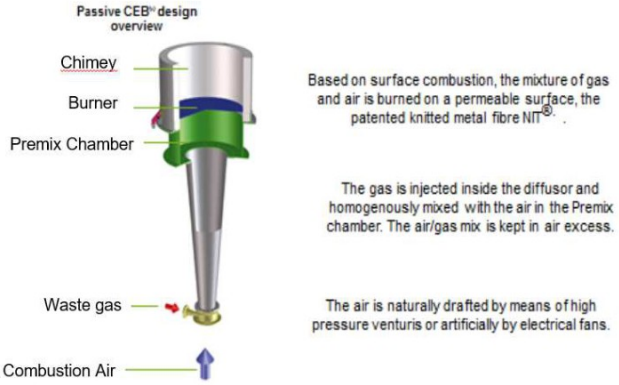


1.1 Aereon Active and Passive CEB® technology

Aereon Active CEB Technology CEB®350/CEB®1200



Aereon Passive CEB Technology CEB®4500







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1.2 Aereon CEB® Technology advantages

- Our CEB® technology systems is the Best Available Technology (BAT) recognized by the European Union Committee for treating waste gases/vapors – European Union Report Available

- Very high VOC destruction efficiency (DRE > 99.99%)
- High turn-down ratio (> 1:10)
- Very good lean gas processing capabilities, combustion down to 10-15% methane equivalent (4 – 6 MJ/Nm^3)
- Full flexibility within the thermal operational range regarding changes in flow volume and/or gas composition
- Best acceptance of (fast) changes in vapour/gas compositions
- Best acceptance of mixed vapours/gasses
- Best acceptance of (fast) flow volume changes
- Best acceptance of simultaneous flow volume and gas composition changes
- No visual flame
- Smokeless operation
- No smell
- No heat radiation (only convection)
- Safe to work around the unit while in operation
- Very low standby support/fuel gas consumption during hot standby (no process gas, only operating on support gas at 1100 - 1200°C)
- During cold standby no gas/power consumption
- Very low support (fuel) gas consumption in case of e.g. inert gas flows (such as N_2 or Air)
- Fast start-up (from cold stand-by to full operation at 1100°C in < 1 minutes, including pre-purge).
- Full processor-controlled operation (Active System)
- Very compact design
- Fast ramping (following) of thermal load
- Very compact (footprint and height)
- Quick delivery time – Units in stand-by 24/7
- Simple installation (“plug & play”) – Usually less than 1 hour to fully operational mode
- The CEB® series are modular and can be combined in different type of models (Thermal Capacity) to achieve the specific client requirements. The combined CEB® units will act towards the process of the customer as one system with one connection point and overall PLC control.

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2. Technical Quote

2.1 Customer Scope

The following activities and items are not supplied nor arranged by AEREON and shall be under the Customer's responsibility:

- Crane for unloading and positioning of the equipment during rig-up on site
- Crane for loading of the equipment during rig-down
- Horizontal and stable surface for equipment positioning (e.g. gravel, tarmac, temporary concrete plates such as Stelcon)
- Gas feed piping from the source to the battery limit of the AEREON system (within 3 meters)
- Electrical power supply at the battery limit of the AEREON system
- Security communication and monitoring system to supervise AEREON's operator by Customer crew
- On-site staff toilet facilities
- Artificial lighting of the work area
- Secured work and storage area
- Process gas pressure safety measures (max pressure management)
- Separator(s) / knockout drum(s) upstream of the AEREON CEB® system

2.2 Aereon Operators

AEREON operators will provide assistance to the Client as required during the rig-up, operation, and demobilization phases of the CEB® equipment. The applicable site rates are outlined in the attached schedule.
AEREON service engineers are available to operate and maintain the CEB® technology on a 24/7 surveillance basis, ensuring continuous support throughout the service period.

2.3 Operational Permits

t is the Customer's responsibility to obtain and provide any and all necessary permits required for the execution of the services.

2.4 Certifications

Upon request, AEREON will provide basic certifications issued by recognized European entities relevant to this type of technology.

2.5 Site Requirements

The AEREON CEB® systems for Flaring Services must be installed on a stable and horizontal surface, such as a concrete slab, tarmac, or similar. The units are not bolted to the ground, and the associated gas trains will be positioned adjacent to the CEB® systems. Guy wires are typically not required.

The CEB® unit(s) may also be installed in elevated positions (e.g., steel or concrete support structures, rooftops) or in recessed/submerged configurations. In case of elevated installations and/or stack extensions, wind load calculations must be performed to ensure structural stability and safety.

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Load specifications:

AEREON CEB®4500	AEREON CEB®1200	AEREON CEB®350
Gross weight 9500 kg, U-beam steel bottom 10 cm Footprint, 2.60 by 3.0m, 0.96 kg/cm^2	Gross weight 5500 kg, U-beam steel bottom 10 cm Footprint, 1.80 by 2.0 m, 0.96 kg/cm^2	Gross weight 1050 kg, U-beam steel bottom 5 cm Footprint, 1.1 by 1.1 m, 0.50 kg/cm^2

IMPORTANT: Loading truck and craning on site by Customer. Installation, rig-up and rig-down of the unit shall be executed by Aereon's engineer supported by Customer's local engineers.

2.6 Battery limit and utility requirements

All gas piping, electrical cables, and associated connections shall be provided and installed by the Customer.

2.7 Site Inspections, HAZOP and Clarification Meetings

Not included in the scope of supply. If required, a separate quotation can be provided upon request.

2.8 Rig Up and Rig Down

The supervision of unloading and positioning of the equipment is carried out by AEREON technical engineers, with support from the Customer. The unloading from the truck and craning activities on site shall be arranged and executed by the Customer.
The technical installation of the equipment is performed by AEREON technical engineers and is included in the scope of this offer.

2.9 Commissioning & Start-Up and Operations

Commissioning activities shall be performed exclusively by AEREON technical engineers. This service is included in the present offer. The AEREON CEB® system will be operated by AEREON technical engineers. Operation services are included in the present offer.

2.10 Rig Down

Rig-down activities shall be carried out by AEREON technical engineers, with operational support from the Customer. The loading of the equipment onto the truck and craning operations on site shall be arranged and executed by the Customer.

2.11 Demobilization

The activity will be organized and executed under the supervision of AEREON. It is included in the present offer.

2.12 Training

If applicable, AEREON can provide a separate quotation for training the Customer in relation to long-term rental services.

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3. Commercial Quote

Item	CEB Technologies	Total Days	Unit Price [€/day]
#1	no. 1 CEB 1200	0-30	€ 1.945,00
#2	no. 1 CEB 1200	31-60	€ 1.653,00
#3	no. 1 CEB 1200	61-90	€ 1.458,00

Item	Options (If needed)	Qty	Unit Price [€/day]
#4	Work tool container	1	€ 350,00
#5	Power generator	1	€ 170,00
#6	Aereon Operator on **Day Shift -** 12hrs daily shift (in case of allowance +€ 180,00)	1	€ 1.080,00
#7	Aereon Operator on **Night Shift -** 12 hrs night shift (in case of allowance +€ 180,00)	1	€ 1.296,00
#8	Zone 0 Blower	1	€ 970,00
#9	Spare burner on site	1	€ 145,00
#10	On site Crane	-	At cost + 20%
#11	Propane Tank (5.000l)	-	At cost +20%
#12	Propane Refill	-	At cost +20%
#13	Power Generator Refill	-	At Cost +20%
#14	Transportation	-	At Cost +20%

Notes:

1. Rental days start counting when the system leaves Aereon's warehouse. Rental days stop counting when the job completion is officially communicated by the customer in writing. Transportation time will be added as part of the total rental time.
2. If the job last more than 30 days, Aereon will invoice every 30 days.
3. Complete system stand-by fee is applicable for large systems. The minimum stand by time required by Aereon is 30 days.
4. Estimated values, to be confirmed after shipping
5. Daily Shift: from Monday to Friday 12 hours between 8:00 and 20:00, excluding Holidays
6. Night Shift: from Monday to Friday 12 hours between 20:00 and 08:00, excluding Holidays.
7. Holiday rate: Sundays and other public holidays rates will be Standard Rates +25%.

IMPORTANT: All prices in this quote are net prices, excluding VAT, duties & taxes if & when applicable.

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3.1 APPENDIX A – JOB DATA AND EQUIPMENT SELECTION

3.2 APPENDIX B – RENTAL JOB PLANNING (if available)

3.3 APPENDIX C – RENTAL TERMS AND CONDITIONS

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AEREON
A CIMARRON COMPANY