



**BNP PARIBAS
REAL ESTATE**

Building Management Office
Belgrave House
76 Buckingham Palace Road
London
SW1W 9TQ
Tel: 020 78236069

IWTM UK Ltd
86 Maldon Road
Great Baddow
Chelmsford
Essex
CM2 7DJ

31st July 2015

Dear Stephen

Elysator System Reference

We first purchased the Elysator 260 Unit in 2009, and since that time we have purchased a further two Elysator 100 units, we also reviewing a number of other properties with in BNP Paribas where we could install these units.

Prior to BNP Paribas taking over the management of Belgrave House and our clients portfolio our sealed systems at Belgrave House were restricted and clogged with pseudomonas and a build-up of sludge due to the previous contractors unwisely shutting off the unused levels and allowing the floors to fester and stagnate.

It came to light during the property handover in 2008 that the previous managing agent had spent in the region of £750,000 pounds trying to resolve the issue of a contaminated system. In short it didn't work, so we installed Elysators after a recommendation from myself and the water is now clear and we no longer have issues with pseudomonas or air in the systems.

The initial cost compared to side-stream filters is slightly more but you don't have to continuously purchase new filters so in the long run they are cheaper to run & maintain, also as a sustainability investment they are brilliant.

During a cost saving exercise we reviewed the cost of each unit and calculated that due to savings on energy, chemicals that are no longer needed, each unit paid for itself within two-three years (depending on size of the unit), in addition the maintenance requirement is far less compared to side streams so we also save on man hours as well.

If at any time you wish to use Belgrave House as an example of an installed unit then please feel to contact either myself or my assistant to arrange access.

Yours sincerely

A handwritten signature in blue ink, appearing to read 'William Ball'.

William Ball
GLOF Portfolio General Manager

CC: Dan Perry – Technical Services Manager