

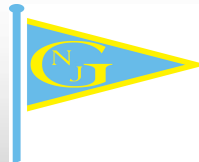
**COST BENEFIT ANALYSIS ON NEW TECHNOLOGIES. CAN WE ACTUALLY MAKE A SAFE PROJECTION OF THE PAYBACK (OR NOT) OF NEW TECHNOLOGICAL SOLUTIONS?**



**George Laios**  
**Business Development Manager**  
**NJ Goulandris Maritime Inc.**

# Can we evaluate new technology?

- Cost – Benefit analysis
- Return on Investment Ratio
- Fixed Asset Turnover Ratio



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- Return on Investment Ratio (RoI)

(Gain from Invested Capital – Cost of Investment)

Cost of Investment

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Fixed Asset Turnover Ratio

Net Income

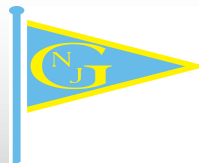
Net Property, Plant, Equipment



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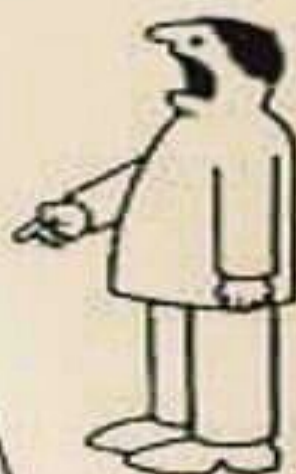
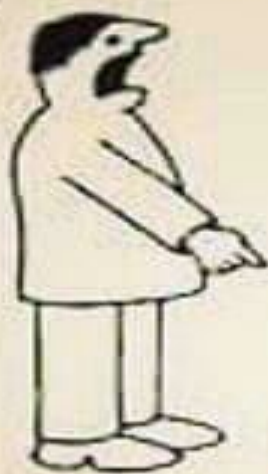
# What is actually that we are looking for?

*Can we make a safe projection on the returns of our new equipment, or in the case of scrubbers, can we actually make a safe projection of our opportunity costs of not employing the scrubbers' solution?*



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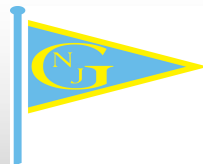
**SIX**



**NINE**

Just because you are right,  
does not mean, I am wrong.  
You just haven't seen life  
from my side.

*THANK YOU FOR YOUR  
ATTENTION*



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