



Press release

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Making buildings green and smart – Techem lays new foundation for the future

- **Techem now dedicated to making buildings green and smart**
- **New management with a clear focus on customers and digitalization**
- **Resource conservation, living healthy and process efficiency as the business segments**

Eschborn. Following the successful change of ownership in the summer of 2018, the energy service provider Techem is now repositioning itself. Techem has further defined its strategic cornerstones and is realigning its management. The vision "Making buildings green and smart. Helping people live healthy and comfortably" will lead the company into additional application and service areas. Based on digital technologies, Techem will further increase the added value of its products and services for property owners, users and society as a whole.

"We are convinced that this strategic orientation will enable us to shape Techem's future in the best possible way. We will become the main digital service partner for the real estate industry when it comes to protecting resources," explains Techem CEO Frank Hyldmar. Resource protection includes climate-relevant resources as well as the buildings supplied and the time and money of customers and real estate users. Strategic cornerstones from now until 2025 include, besides the expansion of the digital infrastructure for recording and processing information on energy consumption and the condition of buildings, the expansion of the international business and the continued focus on the future needs of Techem's customers.

New organizational structure aligned with the strategy

The company will align its management with its strategy by creating new divisions and bringing others together. A new Chief Sales Officer (CSO) function will be created to focus more on customer focus and support. This role will be taken on by Nicolai Kuß, Techem's current Chief Operating Officer. Dr. Carsten Sürig, who has been working with the company for several months as a consultant and can look back on more than 20 years of experience in the energy sector at McKinsey, will assume responsibility for the operational processes and performance, for the financial area and for the further transformation of the company. He will hold the positions of Chief Finance Officer (CFO) and Chief Performance Officer (CPO). The former CFO Dr. Georg Fronja had already announced at the beginning of March that he would leave the company on March 31. Frank Hyldmar, who has been CEO of Techem since 2015, will continue to head the Management Board.

"Techem will be able to master the great opportunities, but also the challenges of the future, in an outstanding manner with this new orientation," says Andreas Umbach, Chairman of the Supervisory Board of Techem. "With the new management team, we not only have concentrated expertise, but also a new level of focus that core topics such as digitalization and a stronger customer focus demand."

Protection of climate-relevant resources, living healthy and process efficiency in real estate

By 2025, Techem will be even more active in the three fields of activity of protecting climate-relevant resources, providing healthy housing and process efficiency in real estate. The company already has an extensive portfolio of solutions in the area of energy efficiency. The measures that require only low



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investment in particular support an affordable energy turnaround in real estate. On the basis of data analyses and artificial intelligence, this area is to be expanded to include offerings for greater consumption and cost transparency for tenants and for automated optimization of heat generation and distribution, for example. In the area of healthy housing, Techem already offers smoke alarm services and solutions to control and improve drinking water quality. Yet other fields of activity could be the improvement of the indoor climate, mold prevention or offers on age-appropriate living (AAL). Last but not least, Techem will use its experience to support the real estate industry on its way to digitalizing standard processes, as is already happening in the area of heating and ancillary cost billing.

"We are convinced that a great deal of potential lies in the area of energy efficiency for Techem," says Jürgen Diegruber from Techem's owner Partners Group, in assessing the new orientation. "The services provided in this area will automatically lead to additional possible fields of activity. This will offer points of contact for new service areas in real estate, such as process efficiency, residents' health or maintaining the value of the building, which not only enable additional growth, but also further increase Techem's social value," he concludes.

Picture caption: Techem to focus on the customer and digitalization: The new management team consisting of CFO & CPO Dr. Carsten Sürig (l.), CEO Frank Hyldmar (m.) and CSO Nicolai Kuß (r.).

About Techem

Techem is one of the world's leading service providers for smart and green buildings. The company's services cover energy management and resource protection, healthy living and process efficiency in real estate. Founded in 1952, the company is now active in more than 20 countries with over 3,500 employees and more than 11 million homes serviced. Techem offers efficiency improvements along the entire value chain of heat and water in real estate. The company's products and solutions avoid around 7 million tons of CO₂ every year. As the market leader in remote metering of energy consumption in homes, Techem continues to drive networking and digital processes in real estate. Modern wireless smoke detectors with remote inspection and services for improving the quality of drinking water in real estate round off the solution portfolio for the housing industry. Further information can be found at www.techem.de

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