

## **Press release**

### **Techem opens an office in Dubai**

#### **Board member Schäfer at the Emirates Business Summit**

Eschborn, 8 May 2007. At the Emirates Business Summit in Frankfurt on 8–10 May 2007, the energy provider Techem announced the opening of its first subsidiary in the Arab world. “Techem Energy Services Middle East FZCO” is based in Dubai. In this way, this company, specialising in submetering and allocating the cost of energy and water, is entering the market for cold measurement and, from Dubai, will manage the Arab region. Hans-Lothar Schäfer, Techem’s director responsible for international business, sees great potential for the energy services provider: “Our know how in metering and cost allocation of heat can be applied almost directly to cooling.” A major benefit for potential customers: Techem can offer them a Full Service Package, comprising measuring equipment and every single service from equipment installation and maintenance, all the way to the issue of individual bills. Furthermore, Techem is world leader in terms of the use of radio technology for measuring energy consumption.

However, Schäfer also underlined another aspect that is important from the point of view of the current climate debate: The allocation of costs according to the responsibility principle is clearly reducing energy and water consumption by 15 to 20 percent. This is illustrated by Techem’s experience in over 20 countries. People use energy and water more efficiently when they have to pay for their own personal consumption.

The economic boom in the region, which has drawn many foreign firms and citizens to the United Arab Emirates, has also given the construction of apartments a long lease of life. Therefore there is a rising demand for an individualised measurement and allocation of the two precious commodities in such a climate, cold and water. Techem products are designed to be used in large residential settlements in order to measure exactly how much cooling and water is used in each apartment. In this way, Techem can issue on behalf of property owners an accurate breakdown of costs incurred by residents.

Techem measures the heat and energy consumption of 686,000 customers in 8.1 million apartments. In 23 countries, the Techem brand stands for an economical and efficient use of natural resources. The Eschborn-based company employs 2,586 people at about 130 locations all over the world. Techem AG has been quoted on the German stock exchange since 2000, and is included in the MDAX, the German share index for medium-sized enterprises.

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