



## Press release

Number 1, 20 January 2014

# Techem takes over Scandinavian energy service provider Inergi

**Eschborn.** Effective 16 January 2014, the energy manager Techem has acquired the Scandinavian company Inergi. With this move, Techem is expanding its business operations as the leading supplier of energy billing and energy management in buildings into the Scandinavian region as well. Inergi, with offices in Oslo, Stockholm, Gothenburg and Malmö, is one of the leading billing service provider based on modern radio technology for the housing industry in Norway and Sweden. With the acquisition of Inergi, Techem aims to drive its further international growth. Both sides have agreed to maintain silence about the details of the transaction.

“With this acquisition, we are placing ourselves in an excellent position in the growth market of Scandinavia. Especially from the measures following the introduction of consumption-based billing, which need to be implemented as part of the Energy Efficiency Directive (EED), we expect an enormous spurt of growth”, explains Hans-Lothar Schäfer, Techem’s General Manager and CEO. “On the basis of the already well-established customer relations and good reputation of Inergi, we expect to further strengthen our position. In this process, we focus on continuity – in the further development of radio technology as well as with the associates.”

Henning Iversen, the previous General Manager and CEO of Inergi, adds: “Especially the Scandinavian market has an enormous potential. In particular, when the planned EED guidelines are now also being introduced in the EU member countries Sweden and Finland in mid-2014. Servicing this market would be beyond the capacity of Inergi alone. Consequently, the merger with our strong partner Techem was a logical step.”

The technology leader’s long-standing customer relations and the high quality of its service will provide a solid foundation for rapid growth following the introduction of the EED. Existing and future customers alike will benefit from the energy manager’s extensive expertise, which, in addition to traditional consumption measurement and billing, comprises primarily low-investment measures and innovative contracting solutions for residential and commercial buildings. In this way, they will save energy and cut costs.

Besides Sweden, which is under obligation as a EU member country to implement the EED directive, Techem also expects a significant increase in demand for its service portfolio in



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the neighbouring, non-EU country Norway. In other cases of EU-wide legislation concerning energy and environmental matters, Norway has been aligning itself with its neighbour countries Sweden, Finland and Denmark. This encourages Techem in the assumption that Norway will follow its neighbour countries in introducing consumption-based billing in order to reduce energy consumption. In Denmark, measurement and billing of energy consumption has already been standard practice for many years.

Inergi consists of two associations in Sweden and Norway that have been offering solutions for the individual measurement and billing of heating energy and water consumption. The company is now the leading measurement service provider on the basis of modern radio technology in Norway and Sweden. In this area, Inergi relies almost exclusively on Techem's products and know-how. Techem will continue to employ all of its employees. Henning Iversen, the previous General Manager and CEO of Inergi, will in future be responsible at Techem for sales and marketing in Sweden and Norway.

### **About Techem**

Techem is a globally leading supplier of energy billing and energy management in real estate. The company, based in Eschborn, was founded in Germany 1952. Today, Techem is active in more than 20 countries with just under 3,200 employees and has 9.5 million residential units under contract for service. In Germany, Techem has a nation-wide presence with about 100 local branch offices. The service portfolio ranges from energy sourcing as well as measurement and billing of heat and water up to detailed energy monitoring.

In addition to low-investment measures such as the adapterm energy saving system, Techem also offers innovative contracting solutions for residential and commercial buildings. Through the use of efficient technology and low-cost energy sourcing, attractive heat prices and consumption cuts are achieved to benefit customers.

The portfolio of the market leader in radio-controlled systems for measuring heating energy and water consumption has been complemented by radio smoke detectors. The comprehensive range of solutions for the housing industry is rounded off by legionella checks in cooperation with the SGS Fresenius Institute. Techem is one of the few service providers in Germany to offer a complete service package in this area, including preventive and remedial counselling, with sampling and analyses being carried out by the accredited SGS Fresenius Institute.

Further information is available under [www.techem.de](http://www.techem.de)



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