



## Press Release

Number 10, 16 July 2013

### **Techem Continues on Solid Growth Path**

Extended range of solutions and EU-harmonised regulations strengthen the company's market position

**Eschborn.** The energy management company Techem generated group sales of EUR 704.1 million during the concluded financial year 2012/13 (ended March 31), up 1.6 percent from the year before (EUR 693 million). The company is a global leader in the provision of energy billing and energy management services in buildings. Techem employs slightly less than 3,200 members of staff in more than 20 countries and has 9.5 million homes and flats in service (compared to 9.1 million in the previous year).

With an increase in sales by 3.7 percent and an overall turnover volume of EUR 549.6 million (after 530 million in the previous year), the business division Energy Services was the major driver of growth. In the business division Energy Contracting, Techem saw a decrease in sales by 5.1 percent to EUR 154.5 million (after EUR 163 million in the previous year). "We are extremely satisfied with our growth in the Energy Services division. The decrease in Energy Contracting is attributable to expiring contracts of a product, which we have ceased providing because of changes in legislation. We now focus on the conclusion of long-term contracting agreements with our customers in the real estate business. In this service segment, we managed to generate ten percent growth, which represents a remarkable confirmation of our strategy", Techem chief executive officer Lothar Schäfer explains the development.

Alongside the expansion of the German business, the development in other countries had a particularly positive impact on the group earnings. In some European markets such as Bulgaria (+37.9 percent), Poland (+8 percent), France (+10.1 percent) and Italy (+10.1 percent), Techem achieved massive, partly double-digit growth. In Turkey, sales even doubled, as the backlog demand is particularly high in this country as far as services and devices for consumption-dependent billing are concerned.

#### **Outlook**

Techem has set the course for future growth in the expired financial year. "We significantly enhanced our market position through strategic partnerships and an extended range of solutions. Now, we are able to offer everything in Germany from one single source: from the construction and optimisation of a heating system down to the billing of thermal energy and water consumption. The legionella inspection and smoke detector services complete our



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range of services for the real estate industry”, Mr Schaefer explains the development of the energy management company. “In the international business, the new EU-harmonised energy efficiency directive provides us with massive opportunities for growth.” On the whole, Mr Schaefer expects single-digit revenue growth across all business divisions for the current financial year 2013/14.

### **The milestones of the financial year 2012/13**

- **Cooperation with Vattenfall**

With modern combined heat and power plants, property owners are able to generate thermal heat and domestic hot water. In this context, the combined heat and power plants of Techem are integrated into a virtual power station of Vattenfall and centrally controlled from there.

- **Legionella inspection**

In the year under review, Techem extended its range of services offered by legionella inspection in accordance with the Drinking Water Ordinance. In terms of analysis across Germany, Techem cooperates exclusively with SGS Institut Fresenius.

- **Radio frequency devices**

In the year under review, 3.4 million new radio measuring devices were installed for the recording and billing of energy and water. Of the overall number of 47.2 million measuring devices, 25.5 million are now already readable by radio transmission. As a result, customers and their tenants are able to benefit from the increased transparency of their consumption behaviours as well as from energy-saving heating control solutions. With this high share of radio measuring devices, Techem has been able to further extend its competitive advantage in the marketplace. The same applies to the area of radio frequency smoke detectors, where Techem likewise strengthens its cutting edge with a ratio of more than 40 percent. The functional capability of the smoke detectors is checked on a fully automatic basis, and radio monitoring can take place at least twice a month. As a result, tenants are provided with enhanced protection against physical injury caused by fires in homes and flats in comparison to the conventional devices, which are only checked once a year by means of a visual inspection.

- **Endowed professorship for energy management**

With the endowed professorship for “Energy Management” at the private university EBZ Business School – University of Applied Sciences in Bochum, Techem aims to further develop and promote the use of energy-saving solutions in the real estate segment.



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- **Successful refinancing**

Well before maturity (2015), Techem was able to replace its previous financing structure in September 2012. Through the issue of a corporate bond, Techem has diversified its sources of financing. By means of this bond and a new bank loan, the company has improved the maturity structure and conditions of its outside financing activities.

### **About Techem**

Techem is a global leader in the provision of energy billing and energy management services for properties. Established in 1952, the company is headquartered in Eschborn and today employs slightly less than 3,200 members of staff in more than 20 countries. In Germany, Techem has a nationwide presence at around 100 locations. The services offered by Techem range from energy procurement services to the recording and billing of heat and water. In addition, Techem offers low-investment measures like the energy saving system adaptterm and innovative contracting solutions for commercial and residential properties. By means of efficient technology and favourable energy procurement, Techem helps its customers benefit from attractive heat prices and significant reductions of consumption. The radio frequency smoke detector complements the portfolio of the market leader in radio-controlled systems for the recording of thermal heat and water. Finally, legionella inspection completes the comprehensive range of solutions for the real estate industry.

Please find further information at [www.techem.de](http://www.techem.de)

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### Attachment

#### Overview of management ratios, data and facts

<b>Management ratios</b>	<b>2011/2012</b> <b>12 months</b> (2011-04-01 - 2012-31-03)	<b>2012/2013</b> <b>12 months</b> (2012-04-01 - 2013-31-03)
Sales (in € million)*	693	704.1
Sales divided by business divisions:		
Techem Energy Services	530	549.6
Techem Energy Contracting	163	154.5
Flats and homes in service (in million)	9.1	9.5
Number of devices installed in the sub-metering of serviced properties (in million)	46	47.2
Number of installed radio frequency devices (in million)	22.1	25.5
Investments (in EUR million)	82	90
Employees* (as of 31 March)	3,138	3,185

\*without domestic sales agencies