



Press release

Number 4, June 15, 2010

Energy Management Company Techem consolidates its market position

Annual accounts 2009/2010

- Group turnover has increased by 5.5 % in the business year 2009/2010
- Energy Services market position well asserted
- Double-digit growth in Energy Contracting and in business abroad
- Investments of 20 million euros in the Techem Smart System
- Turnover growth of 7-8 % expected during the current year

Eschborn, Germany. In the business year 2009/10 (March 31), Techem GmbH fulfilled its own set growth targets. Turnover increased by 5.5 % to 687.5 million euros. All business areas contributed to this growth.

"Despite the economic and finance crisis, we can look back on a stable business year", says Hans-Lothar Schäfer, Techem GmbH Management Chairman on the occasion of the annual press session. "Once more, Energy Contracting and business abroad were the growth drivers, but also the Energy Services area was able to consolidate its market position".

Techem Energy Services

In Techem GmbH's core business, Techem Energy Services (TES), a turnover of 488.6 million euros was earned, being equivalent to a plus of 2.2 %. With its services and products connected to all aspects of recording and billing energy and water, Techem GmbH is the undisputable market leader in this country. Techem's services are used in 5.3 million apartments, worldwide even in 8.5 million. In total, Techem has 44 million measuring devices in use, more than any other company in the world. The company's growth in this area is primarily achieved with innovative products such as radio technology. Some two-thirds of all radio-controlled devices on the market originate from Techem.

Techem Energy Contracting

The business area Techem Energy Contracting (TEC) has become one of Techem GmbH's two growth engines. In the year under review, turnover has increased by a further 14.6 % to 198.9 million euros, meaning that Techem's growth was more intense than growth within the contracting market. In its Contracting Business, Techem takes over the Energy Management for the housing industry and business customers as an external services provider.



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Today, Techem is one of the fastest growing Contracting providers in Germany. The company is the market leader in Energy Management for the hotel trade. "In Germany, there are several measurement services providers who do not offer Contracting. On the other hand, several contractors do not provide measurement services. However, Energy Management with the objective of efficient energy utilisation really requires both", as Hans-Lothar Schäfer stressed. "By linking both business fields – Energy Services and Energy Contracting – we offer our clients the widest range of added value of all competitors."

TEC takes over the tasks comprising efficient Energy Management for its customers in full, including guaranteed energy savings. The range of services includes energy procurement, the analysis of savings potential in buildings up to the planning, installation, financing and operation of energy systems. At the same time, the company is fully energy supplier and technology supplier-independent.

Expansion of international business

Outside Germany, Techem is represented in 24 countries with its own subsidiaries and in two further countries with trading partners. Originating almost exclusively from the Energy Services area, turnover abroad increased to 108.3 million euros during the past year. This corresponds to a growth of some 15 %.

Investments and employees

During the business year 2009/10, Techem made capital investments in fixed assets to the order of 72 million euros, an increase of 4.7 % compared to the previous year. Investments exceeding 80 million euros are expected during the course of the current year.

In the year under review, the number of full-time employees increased by 4 % to 3,016. With this, Techem has created 118 more workplaces at home and abroad in the year under review. During the current year Techem expects to create up to 100 further workplaces if corresponding qualified employees are found.

Future prospects

The basis of Techem's sustainable growth still remains consumption-dependent billing of energy and water. In the current business year, the company expects a turnover to the order of 740 million euros. This corresponds to a growth of 7 to 8 %. National and international Energy Services business as well as Energy Contracting will contribute to this growth.



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Techem aims to achieve an annual growth rate in Germany of 2 to 4 % with Energy Services. The company also expects growth impulses from its new product, the Techem Smart System, the logical further development of comfortable radio-controlled reading. The modular added value platform incorporates faster invoice preparation, energy monitoring, support for energy procurement as well as guaranteed energy savings. Techem will invest some 20 million euros in the development and rollout of the Smart System.

Techem reckons with an average turnover growth of at least 15 % in the Energy Contracting business area during the coming years. Turnover in this business area should double within four years. The policy of careful expansion is rigorously continued abroad, whereby the focus is in Europe. Foreign turnover is expected to increase annually by at least 10 % in the next five years. ^

Performance figures Million EUR	2008/2009 12 months (01.04.08 - 31.03.09)	2009/2010 12 months (01.04.09 - 31.03.10)
Turnover	651.5	687.5
Turnover by business field:		
Energy services	478.0	488.6
Energy contracting	173.5	198.9
Turnover by region:		
Germany	557.2	579.2
International	94.2	108.3
Apartments supervised (in millions)	8.1	8.5
Number of devices installed and invoiced (in millions)	43.4	44.3
Investments	68.8	72.0
Employees* (as per March 31)	2,898	3,016

* *Employees excluding domestic commercial agencies*



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About Techem

Techem is the global leader providing solutions for energy billing up to energy management for properties. With its headquarters in Eschborn, Germany, Techem GmbH works in 20 countries worldwide and employs more than 3,000 employees. Techem is represented extensively throughout Germany at more than 100 locations. The services provided range from recording and billing heat and water consumption via detailed energy monitoring to innovative contracting solutions. For Energy Contracting, Techem assumes economical supplies of heat, cold, energy flow and light as well as the optimisation, operation and financing of energy systems. Our customers are no longer burdened with the tasks and risks entailed in the provision of energy and are able to concentrate on their core business.

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