

Removing Barriers To Residential Energy Efficiency in Central and Eastern Europe

- **Energy Savings Through Consumption based Billing**

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Overview

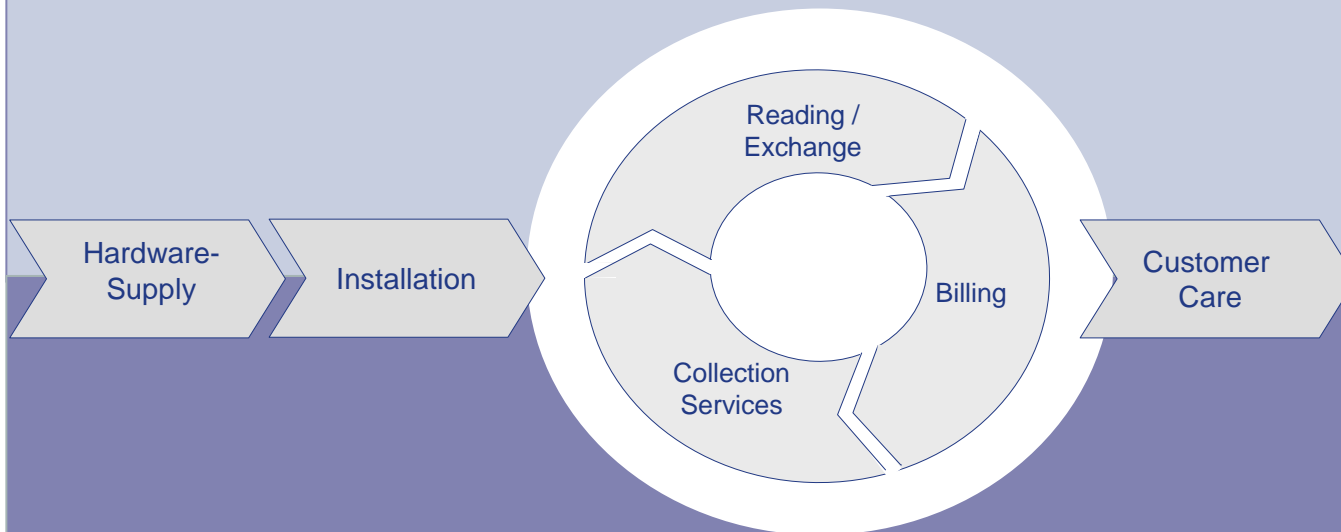
***ista* is the global market leader in the consumption-based billing of energy, water and ancillary costs**

- We offer a broad package of services based on a wide range of measurement equipment for recording of energy and water (heat allocation meters, water and heat meters, systems technology and all accessories).
- We provide metering and payment systems with read, bill and collection services for heat, water, gas and electricity to residential and commercial buildings
- Most of our business cases are financed by the achieved energy savings

Overview - Business Model

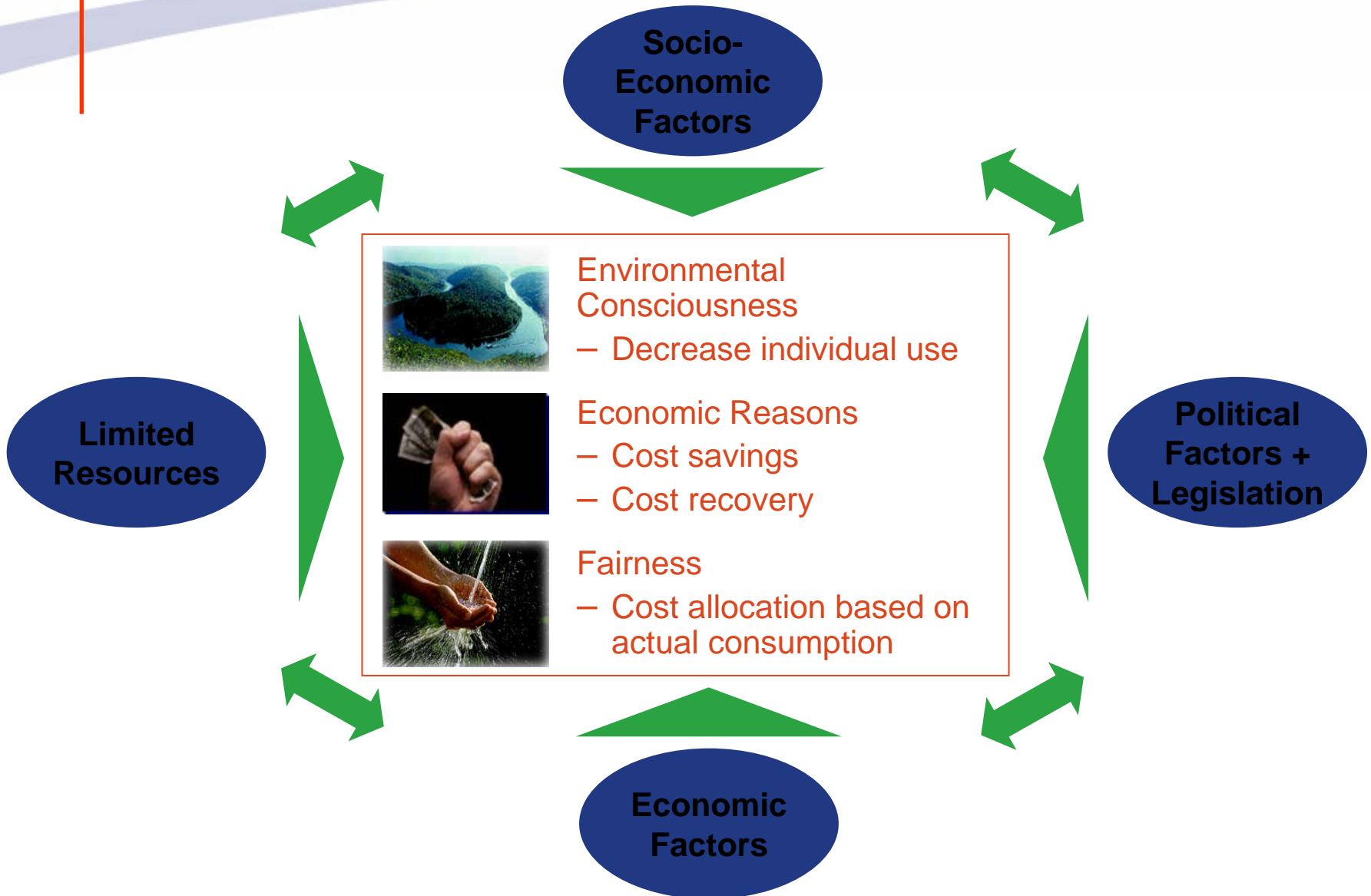
Core Competence through standardisation of processes

Meter reading and billing of individual heat and water consumption for property management



Tariff and non-tariff reading and billing of gas, electricity, heat and water for utilities

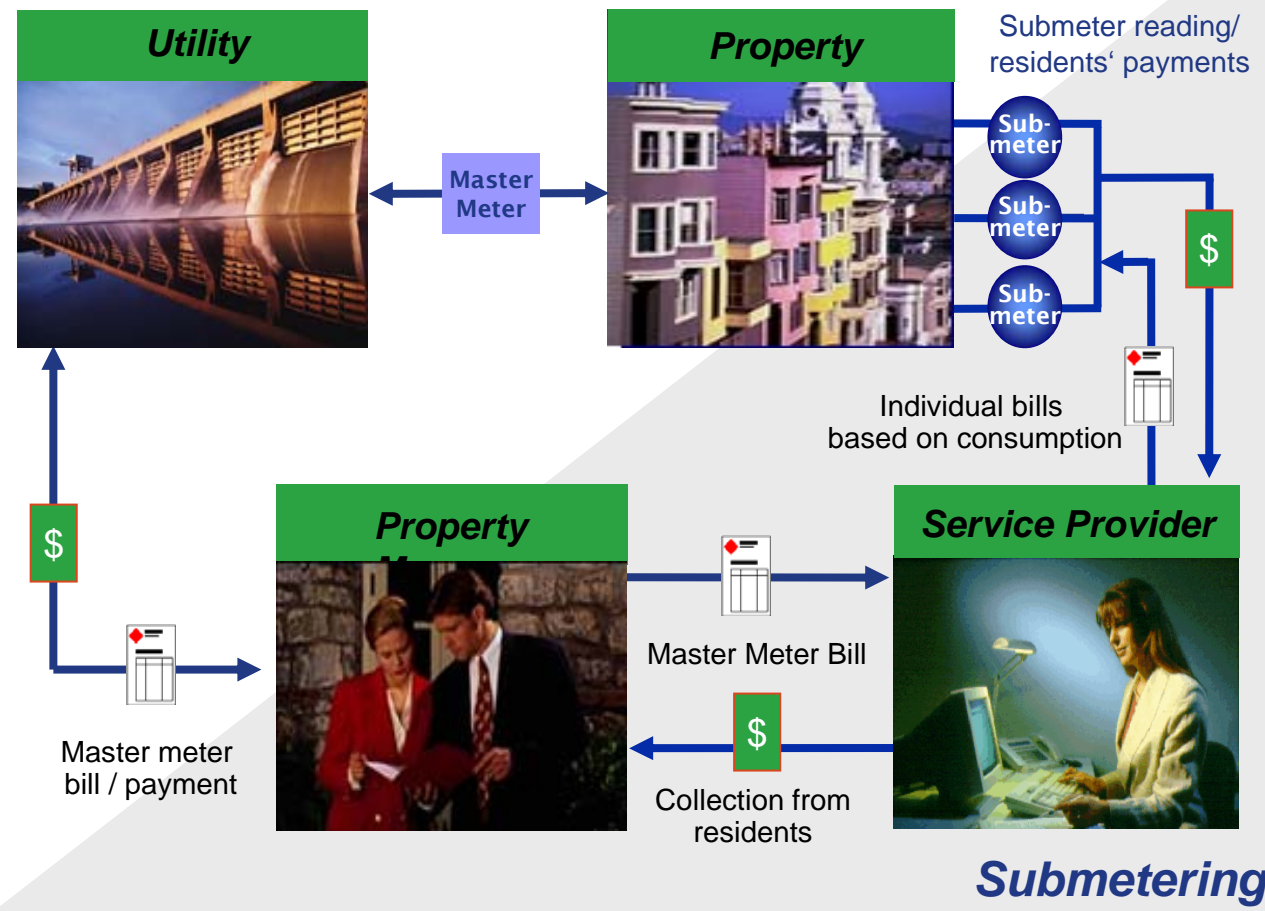
Drivers for sub-metering and billing



Submetering Services

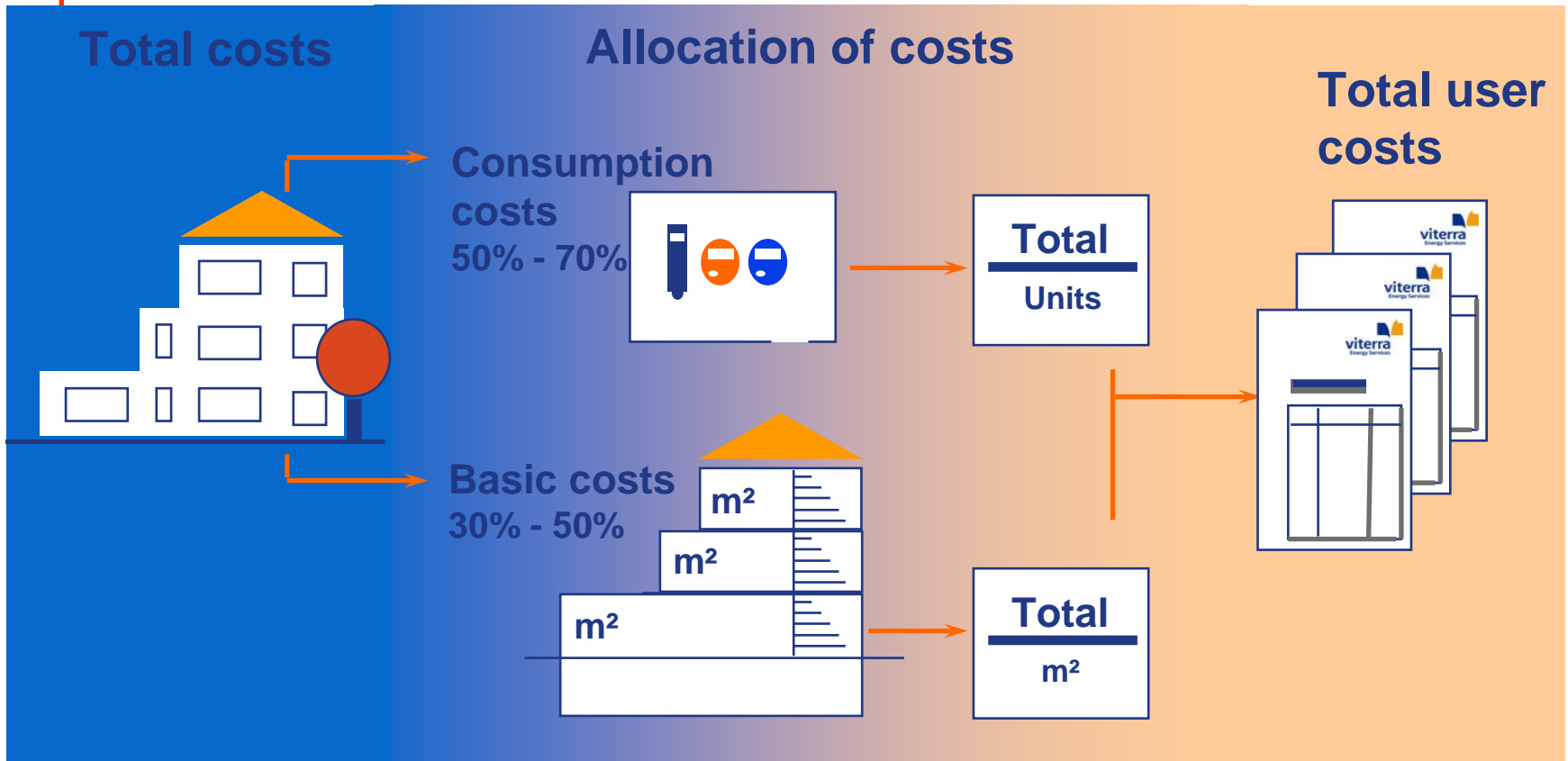
METERING VS. SUBMETERING

Metering



Submetering services

THE PRINCIPLE SUBMETERING SERVICE



**Result: Those who consume more, pay more
and those who consume less, pay less!**

Product Overview

Water Meter

Heat Meter

Heat Allocation Meter

Gas Meter

Electricity Meter

Remote Reading System



Political and legal drivers

Global initiatives

1997 Kyoto

Agreement to reduce Greenhouse Gas Emissions

EU initiatives

CO2 Trading
(initiative for bigger energy users)

Energy efficiency and services directive
(initiative to decrease energy usage by 1% p.a.)

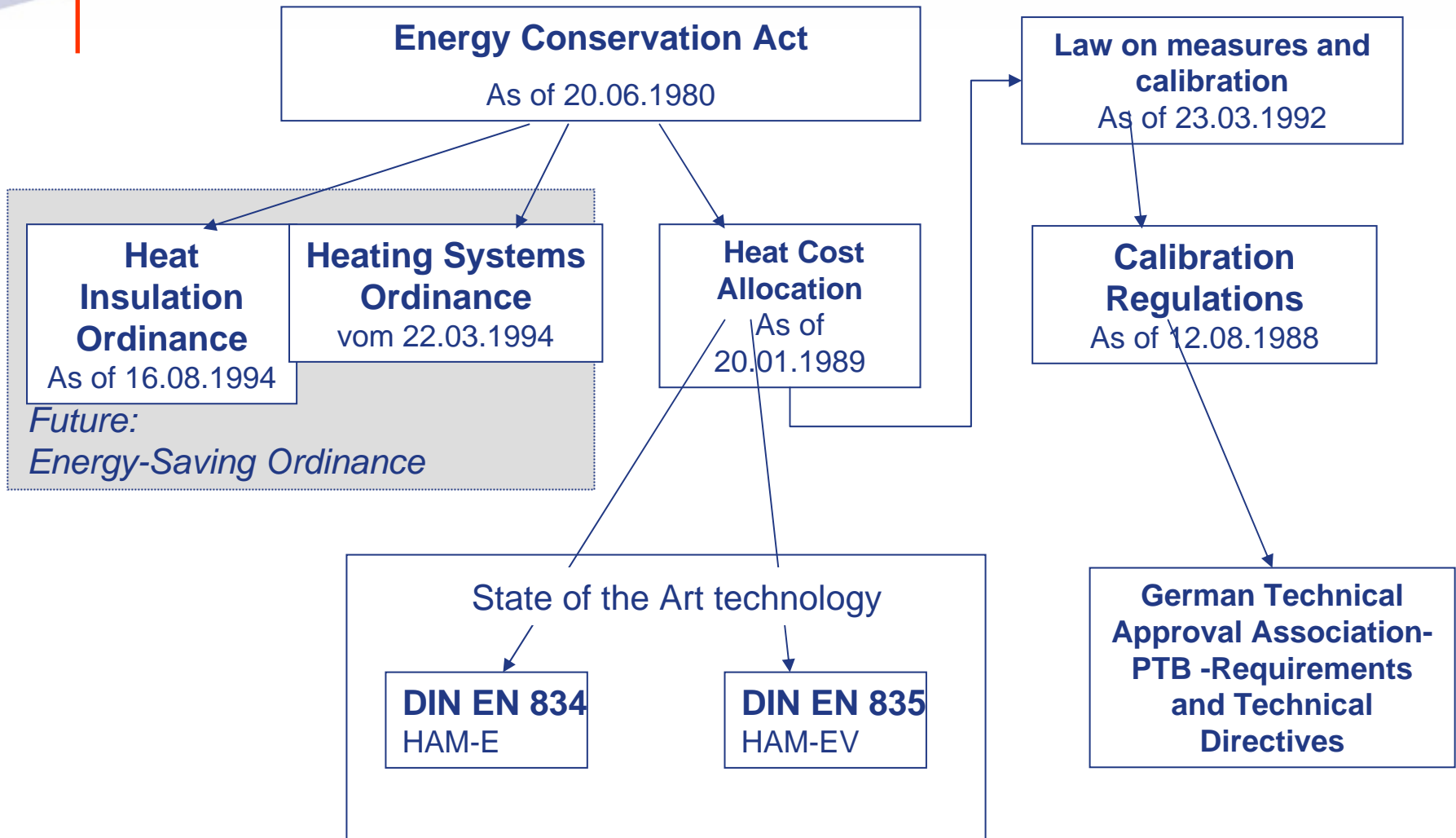
Building directive
(e.g. energy passports)

Measuring Instruments Directive
(MID)

Local initiatives

- Adoption of EU directives into national law
 - county specific targets sometimes higher than EU requirements
 - regional pilots and trials are currently starting
- Accompanying measures on regional level
 - tax reductions / enhanced capital allowances
 - loans with low interest rates or interest free loans
 - grants and funding programmes

Legal Framework Germany



Summary

- The Heating Cost Regulation provides since 20 years a solid Base for a consumption-based Heating-Cost-Accounting and provides the Building-Owners and Occupants with a high level of legal certainty.
- The Heating Allocation Meters have reached a high technical Quality through the European Standards.
- A efficient energy savings program requires a consumption based billing
- The Energy Savings achieved by consumption based billing is between 15% and 30%.
- The initial investment is relatively small compared to the savings
- Consumption based billing needs to the basis for all energy efficiency activities

International presence



Austria
Belgium
Bulgaria
Croatia
Czech
Republic
Denmark
Finland
France
Germany
Hungary
Italy
Luxembourg
Netherlands
Norway
Poland
P.R. China
Belarus
Romania
Russia
Sweden
Slovakia
Spain
Switzerland
United
Kingdom
USA