

A photograph of a modern multi-story office building at sunset. The building's windows are illuminated from within, creating a grid of light against the darkening sky. A red rectangular sign with the word "PETROL" in white capital letters is mounted on the top of the building. The sky transitions from a deep orange near the horizon to a dark blue at the top.

PETROL

The Future is bright !

PETROL – Energy For Life

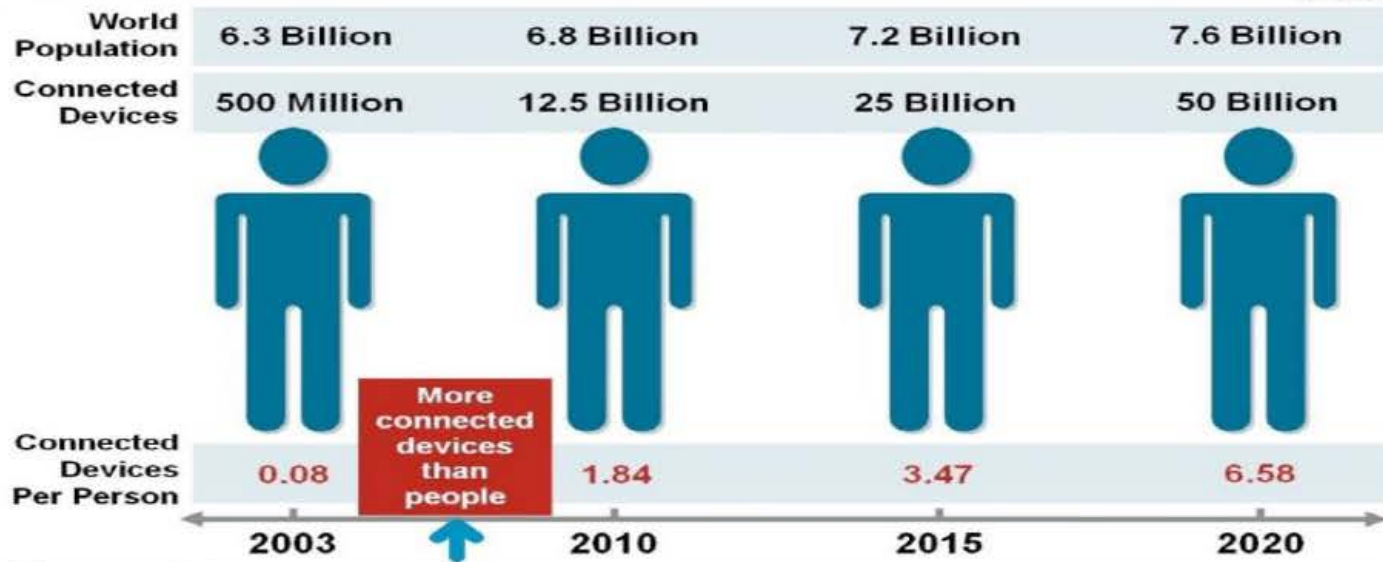
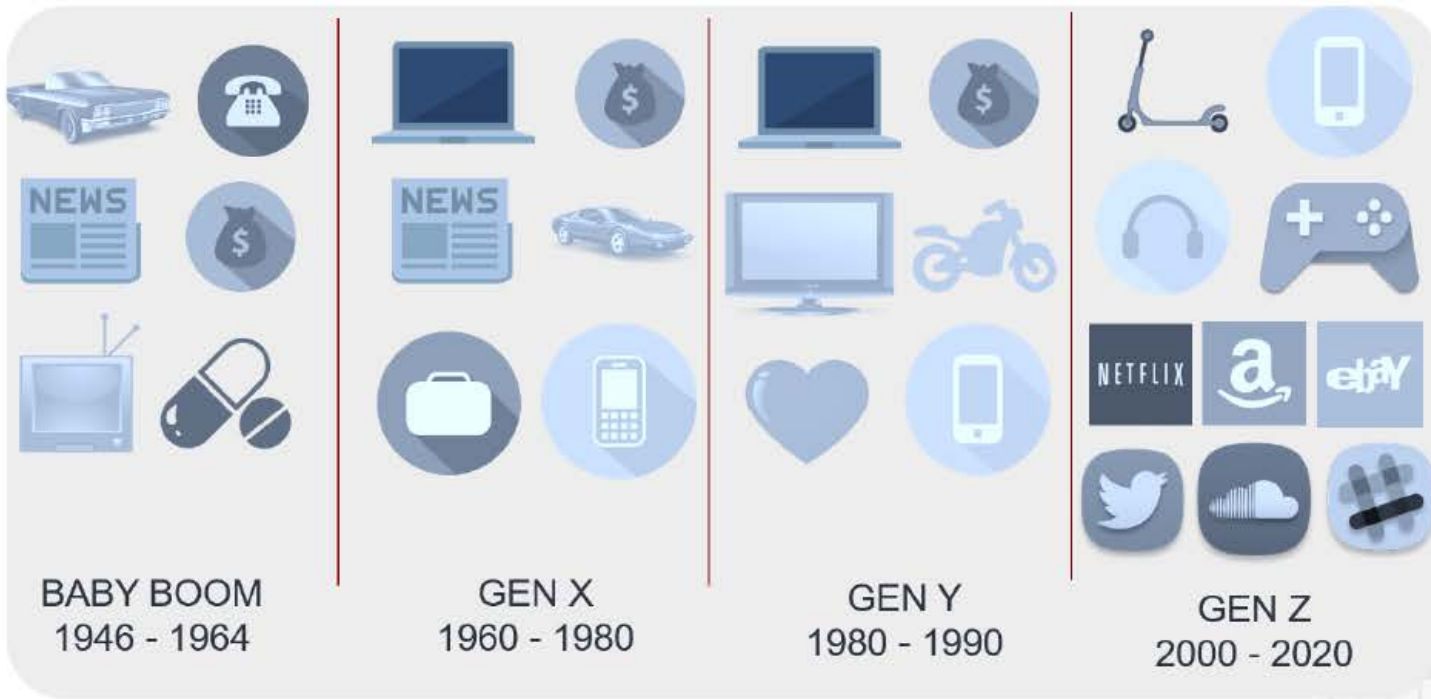
**Global district energy days:
Now that the Customer
is King!**

Helsinki, 26 September 2018

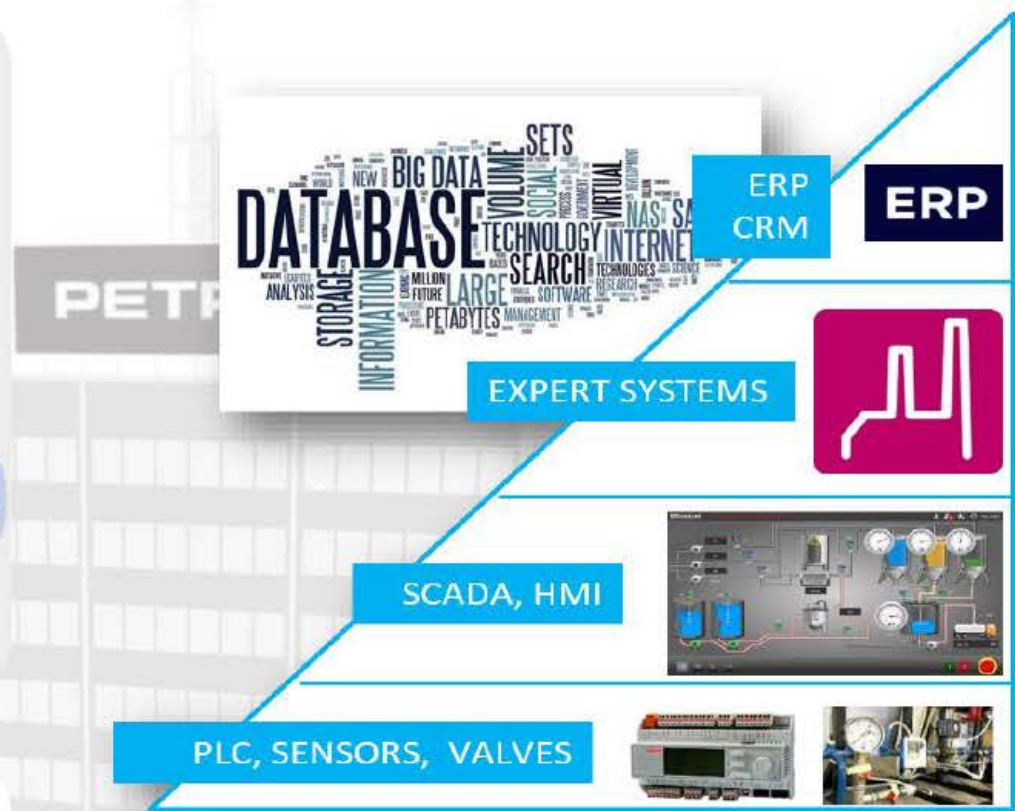
Amer Karabegović

A photograph of a modern multi-story office building at sunset, identical to the one on the left. The building's windows are illuminated from within, creating a grid of light against the darkening sky. A red rectangular sign with the word "PETROL" in white capital letters is mounted on the top of the building. The sky transitions from a deep orange near the horizon to a dark blue at the top.

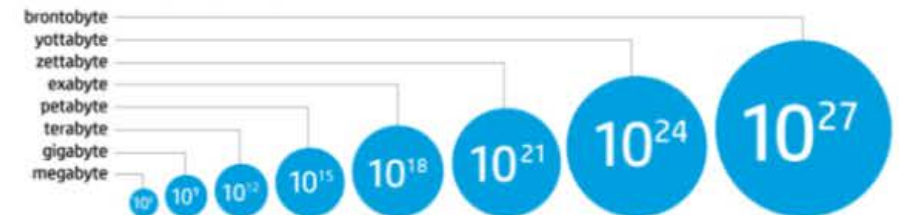
PETROL



Source: Cisco



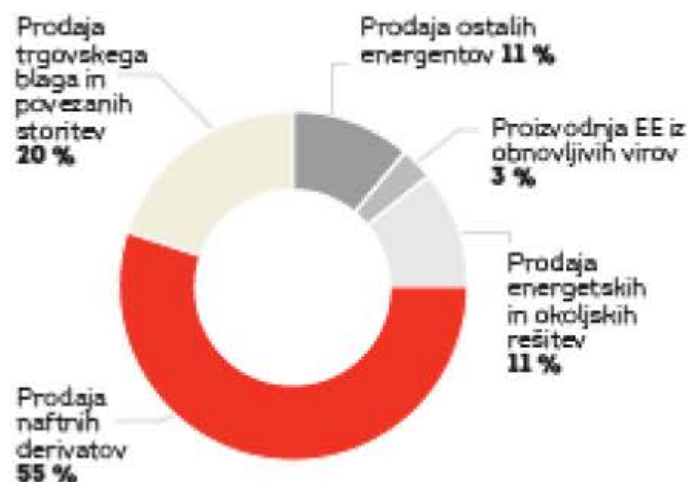
Information & the Internet of Things



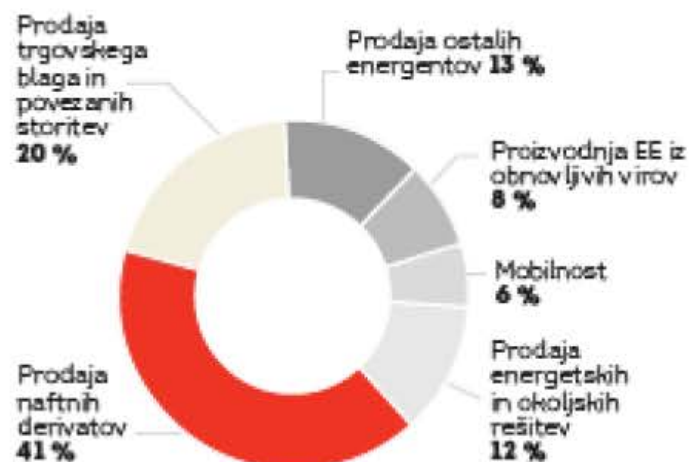
Source: HP

EBITDA by activities

170 mio €
Plan 2018

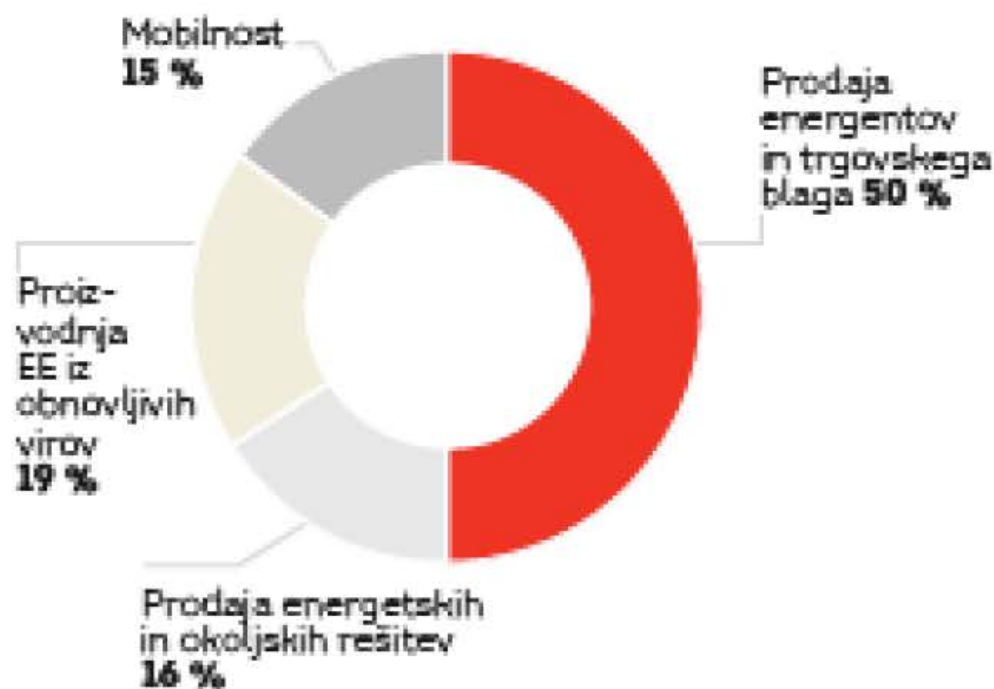


223 mio €
Strategija 2022



INVESTMENTS 2018-2022

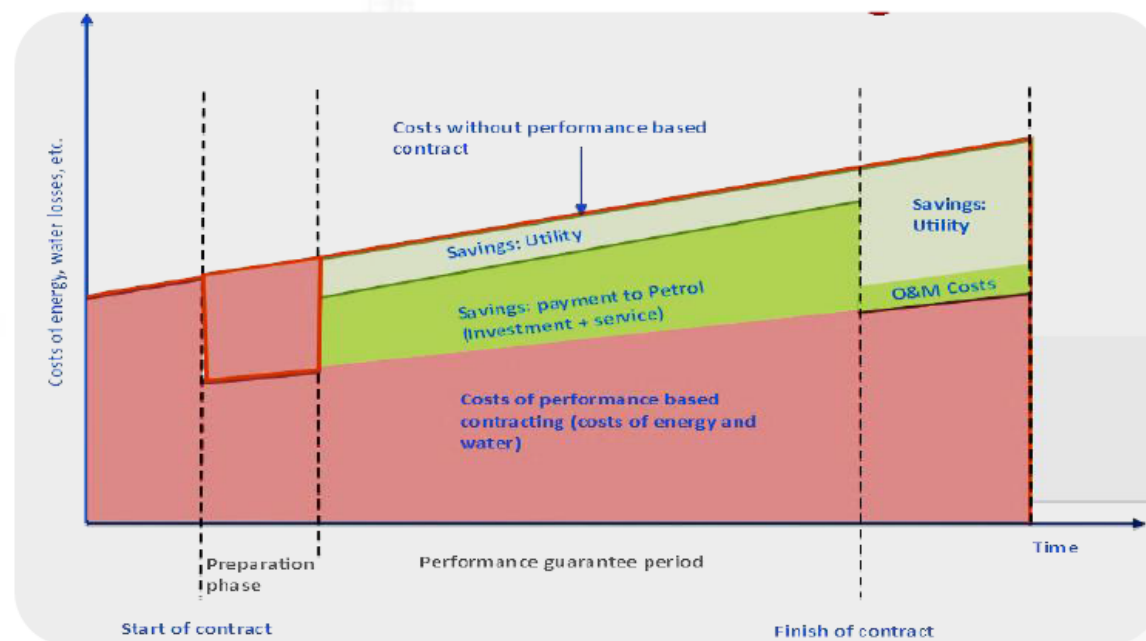
Skupaj 521 mio € investicij
v obdobju 2018-2022



EPC

EPC model (approved by the Ministry of Finance and EUROSTAT):

- Majority of the risks are on the provider's side (investment risk and availability risk)
- The provider manages the building and provides measured savings
- The investment is recorded off-balance sheet of the public partner
- **The investment has no impact on the debt and general government deficit**



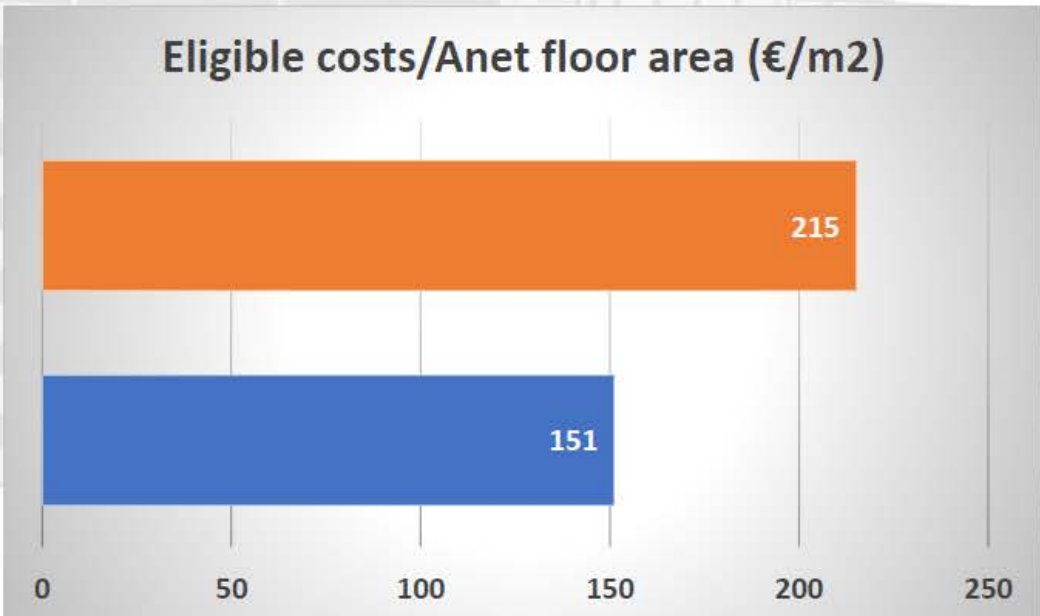
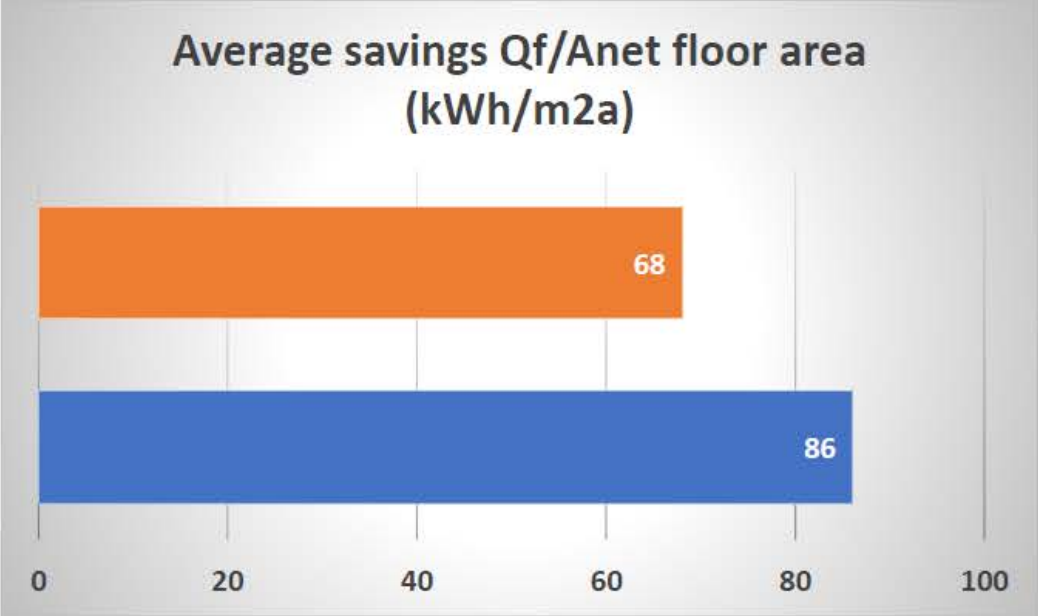
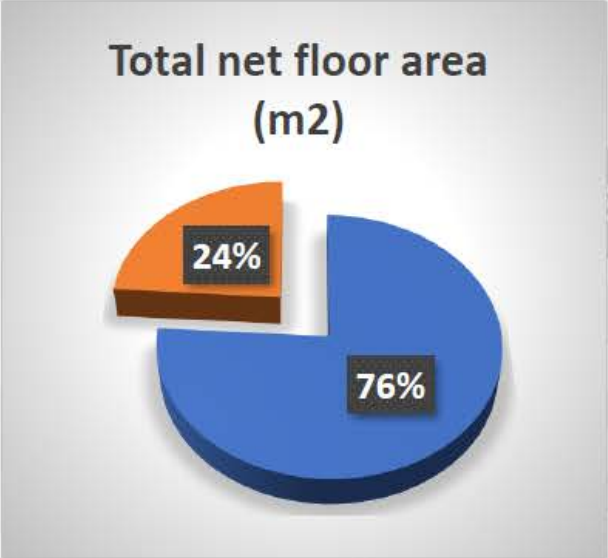
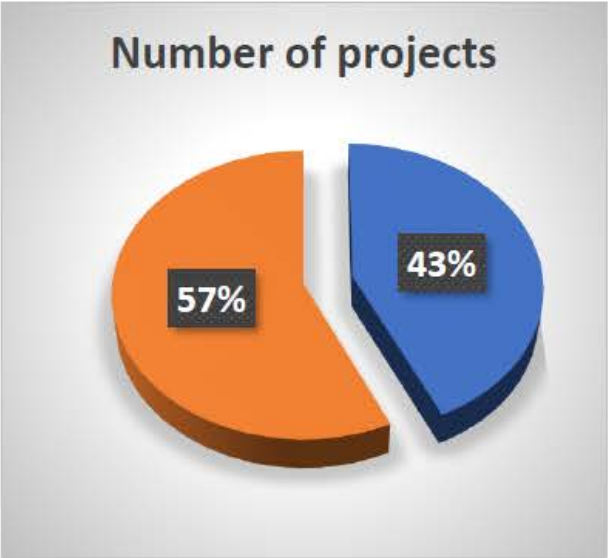
Results of calls for co-financing

	Total	EPC		Public procurement	
Number of projects	65	28	43%	37	57%
Total net floor area (m2)	≈600.000	≈456.000	76%	≈144.000	24%
Eligible costs of projects (MEUR)	≈100	≈69	69%	≈31	31%
Average savings Qf/Anet floor area (kWh/m2a)**	75	86	115%	68	91%
Eligible costs/Anet floor area (€/m2)	167	151*	90%	215*	129%

*Some of the above projects are still in the process of selecting of provider, so the average price can change. The average price for projects where providers are already selected is 170 €/m2 for EPC projects and 225 €/m2 for PP projects.

**Guaranteed savings proven by measurement

Results of calls for co-financing



■ EPC ■ Public