



Press Release

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Results for financial year 2016/2017

- **Foreign markets drive growth in sales**
- **Radio technology in great demand**

Eschborn. The international business, in particular, is contributing to the growth in sales at the energy service provider Techem. For financial year 2016/2017, which ended on 31 March 2017, the Techem Group's sales amounted to EUR 782.7 million, 5.1 percent higher than in the previous year. The approximately 20 international markets in the Energy Services division recorded growth of 23.4 percent in total. "This strong international business is mainly attributable to the significantly higher demand for modern, radio-based and networkable devices for measuring heat and water consumption, especially in Italy," explains Techem CFO Dr. Georg Fronja. In Germany, the continued strong demand for smoke alarms with remote radio inspection in particular led to higher sales. In the Energy Contracting division, Techem generated sales of around EUR 89.5 million and thus lower sales than in the previous financial year. The investment volume of the Techem Group rose to around EUR 129.4 million while the Group's adjusted EBITDA amounted to EUR 319.9 million.

About Techem

Techem is a leading global provider of energy billing and energy management services for real estate. The company with headquarters in Germany was established in 1952, operates in more than 20 countries with over 3,600 employees today and has 11 million units in service. Worldwide, Techem has a presence of 150 different branch offices, 60 of them at sites throughout Germany. Techem provides enhanced efficiency throughout the entire value chain of heating and water supply in buildings. The services and solutions offered help to avoid more than 6.5 Million tons of CO₂-emissions each year. Those services include energy procurement, innovative energy contracting solutions for residential properties and industrial estates, the heat and water metering and billing as well as smart solutions for controlling heating systems and radiators and energy monitoring for landlords and tenants. Techem is the market leader for radio-controlled heat and water metering systems and on that basis promotes networking and digital processing in buildings. Modern smoke detectors with remote inspection and Legionella testing conducted with an accredited partner firm round out its product range for residential living management. Techem is a founder member of the "Alliance for Climate Neutral Housing" and the "Wirtschaftsinitiative Smart Living". Please find further information at www.techem.de

Press contact

Robert Woggon
Senior Corporate Communications Manager
Techem GmbH
Phone: +49 (0) 6196 / 522-2324
E-mail: robert.woggon@techem.de

Beate Reins
Senior Corporate Communications Manager
Techem GmbH
Phone: +49 (0) 6196 / 522-2947
E-mail: beate.reins@techem.de