

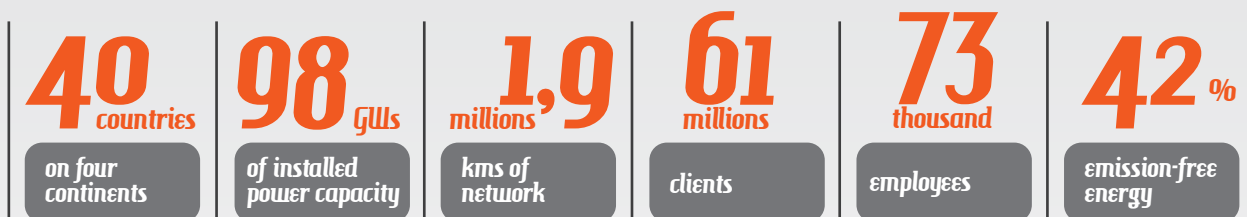
Energy Performance Contracting



Provider of comprehensive energy services and a reliable supplier of electricity and gas



Enel Group



Enel in our region

Slovenské elektrárne, a.s.

Slovenské elektrárne, a.s., is an Enel Group company; its core business is generation and sale of electricity. It is the largest producer of electricity in Slovakia and one of major electricity producers in Central and Eastern Europe. Additionally, the Company generates and sells heat and provides supporting services to the electric system. The Company's gross power capacity is 5 739 MWe, with an ideal production mix – nuclear, water and classic sources. In 2013, 89% of supplied electricity were generated free of greenhouse gas emissions – mainly in water and nuclear power plants. The Company employs almost 5200 people.

SE Predaj

The subsidiary of Slovenské elektrárne was founded in 2009, offering comprehensive energy services to its clients, including selling electricity and gas.

We offer Energy Performance Contracting (EPC) projects for private and public sectors.

Do not worry about your energy consumption and save with us for a new and more efficient lighting, heating, cooling and other energy consuming technologies. We offer efficient, environment-friendly and tailor-made solutions with large energy savings.

We guarantee that the technical solution proposed by us results in energy savings. We will pay any bills for higher than designed consumption of electricity under the new technical solution.



Benefits of EPC for our clients



Electricity and gas supplies



Guaranteed energy savings



Energy optimisation of buildings, insulation and regulation



Turnkey construction, operation and maintenance



Comprehensive management of lighting systems from planning to implementation



State-of-the-art and effective technologies at prices of old technologies



Advisory services



Competitive financing

The new technologies are repaid by the client from savings achieved in energy costs.



Energy Performance Contracting (EPC)

The key principle of the Energy Performance Contracting is that the implemented project is repaid from savings in energy and operating costs. Responsibility for implementation of the project is assumed by a specialised Energy Service Company (ESCO). The Energy Performance Contract is usually made for a period of 3 to 15 years, until the investment is repaid. ESCO acts as the sole contracting party dealing with the client. ESCO assumes risks related to implementation, operation and maintenance of saving technologies and other measures. ESCO guarantees contractual energy savings.

Modernize from savings

Motivating factors include:

- Stressed corporate and public budgets, a strong pressure on cost reduction and improvement of efficiency;
- Necessary modernization of obsolete and ineffective technologies (heating, cooling, lighting, etc.)
- Falling value of inefficient and non-ecological assets and concurrent increase in liabilities resulting from operation of such buildings and technologies
- The European and local legislations, with the focus on improving efficiency, reduction of energy intensity and overall greening of public and private sectors.

Energy Efficiency is

- The most efficient and the most ecological source of energy
- Hedging against growing prices of energy costs and other costs related to energy consumption
- Sustainable and profitable managerial decision

Where you can save



Public and industrial lighting



Heating and water management



Energy optimisation of buildings, insulation, heating, air conditioning



Reduction of energy consumption and total operating costs



Combination of various projects aiming to achieve better overall results



Public lighting modernization with zero financing requirements for the client

The key principle of the modernization project is repayment of the implemented reconstruction from proven and guaranteed energy savings. All investment-related costs and expenses for the public lighting service are repaid by the client using the savings on operating costs achieved during the contractual relationship.



Benefits



Design of the solution

Calculation of the best financial model and monthly instalments



Calculation of savings and return on the investment

Repayment based on the generated savings



50 – 80% savings on energy

High quality, 5+ years warranty for lighting units



Zero investment costs

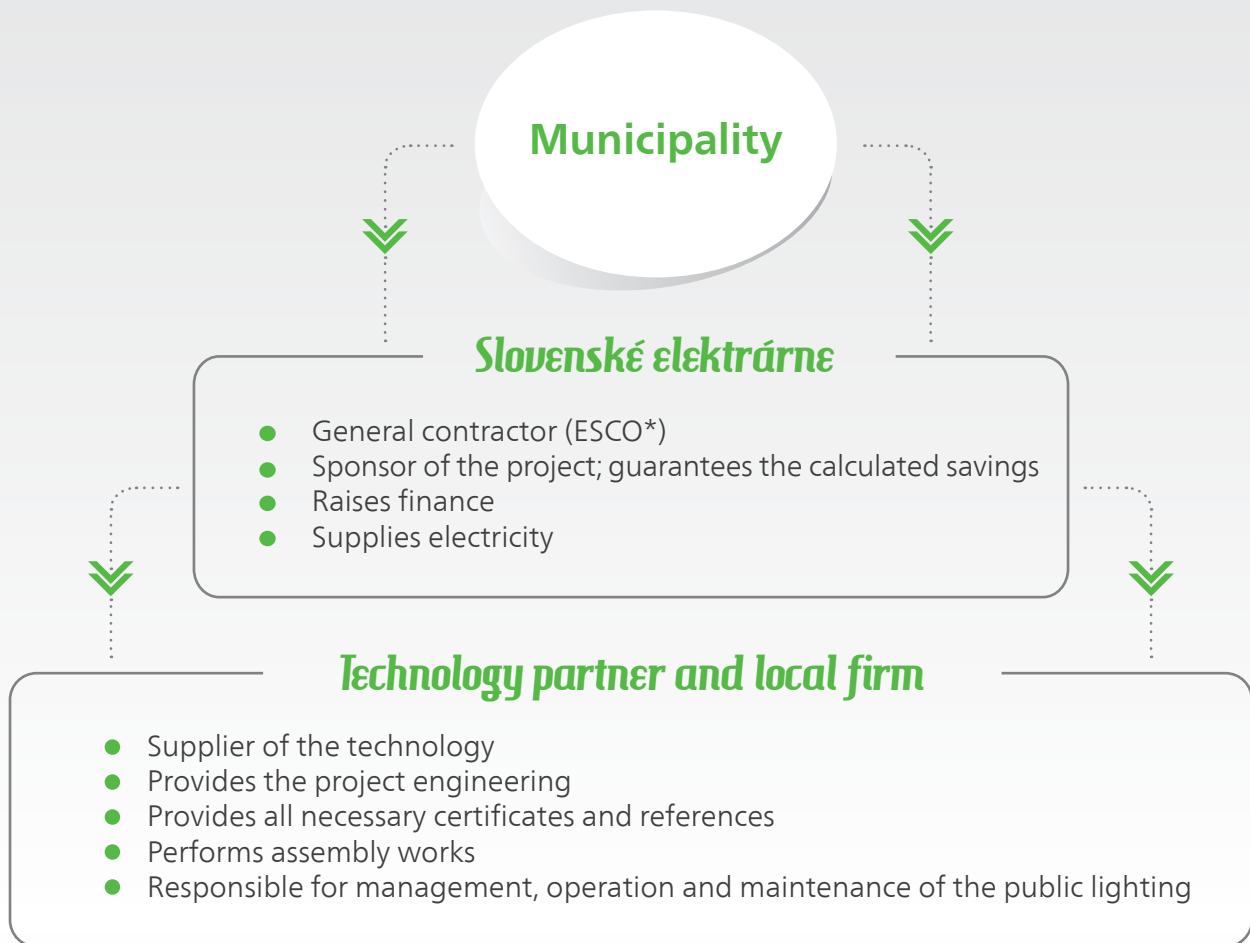
Operation and maintenance of lighting over duration of the contract



Public lighting



A comprehensive project solution from planning through implementation to maintenance



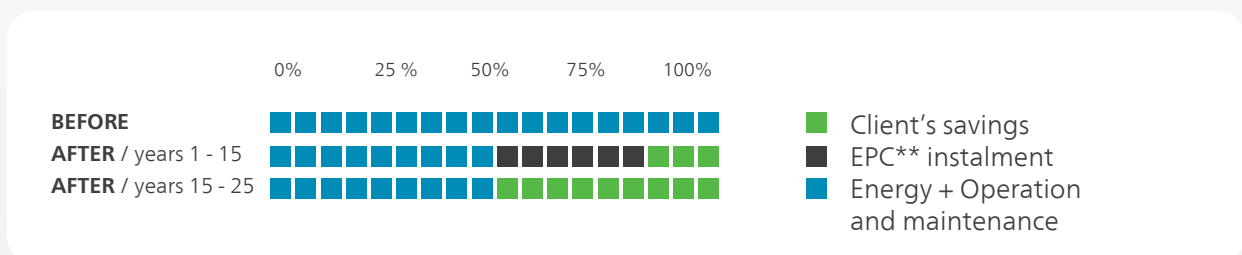
An obvious difference



Before installation of the new lighting



After installation of the new lighting



*ESCO = Energy Service Company
 **EPC = Energy Performance Contracting

Interior LED linear lighting



A comprehensive project solution from planning through implementation to maintenance

Interior lighting modernization with zero financing requirements for the client

The key principle of the modernization project is the repayment of the implemented reconstruction from proven and guaranteed energy savings. All investment-related costs and expenses for the interior lighting service are repaid by the client using the savings on operating costs achieved during the contractual relationship.



Benefits



Design of the solution

Calculation of the best financial model and monthly instalments



Calculation of savings and return on the investment

Repayment based on the generated savings



50 – 80% savings on energy

High quality, 5+ years warranty for lighting units



Zero investment costs

Management and maintenance of lighting over duration of the contract



Centralised management

Consumption monitoring (present and historical consumption)



Lighting applications



Industry



Schools



Storage premises



Sporting facilities



Offices

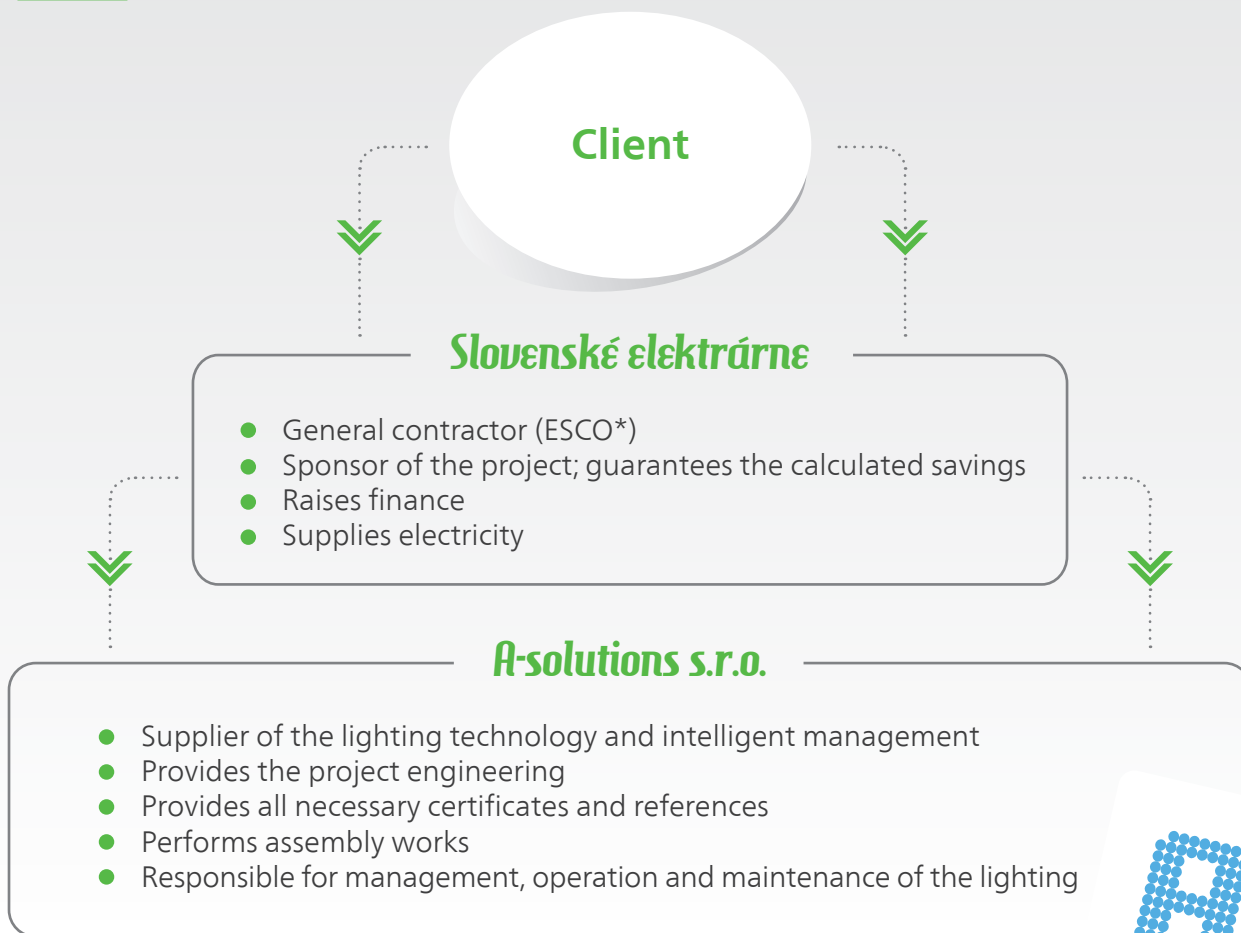


Stores

Interior LED linear lighting



A comprehensive project solution from planning through implementation to maintenance



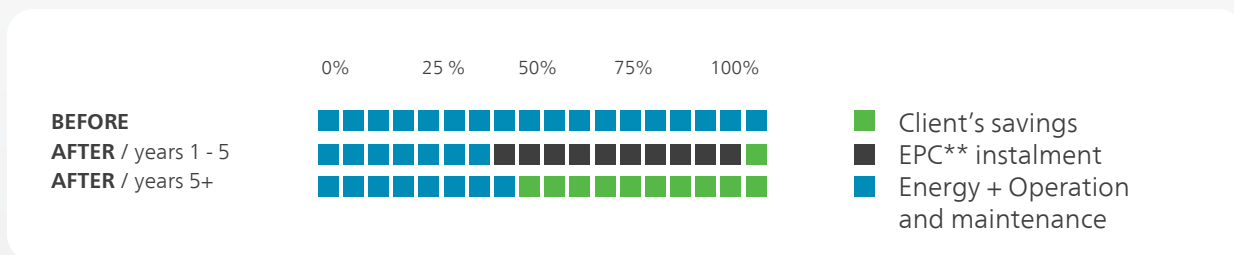
An obvious difference



Before installation of the new lighting



After installation of the new lighting



*ESCO = Energy Service Company
 **EPC = Energy Performance Contracting



Electricity purchase options*

Fixed price

Agreed in advance for each year of supply



Recommended for companies which:

- do not employ an expert in power engineering
- plan their costs in advance

Advantages:

- Avoiding price risks
- Planning of future costs

Duration of the contract:

- 1 year/2 years

Benefits of a contract exceeding 1 year:

- Better price
- Long-term prediction of costs
- Saving in costs of acquisition

Index-based price

Tied to the PXE Energy Exchange (the "coefficient")



Recommended for larger companies which

- employ an expert in power engineering

Advantages:

- Flexibility in energy purchases
- Spread of the price risk

Duration of the contract:

- 1 year - 5 years

Benefits of a contract exceeding 1 year:

- Better coefficient
- Possible to influence the price during the contracted period
- Saving in costs of acquisition



A tailored offer

Individual payment terms

Individual consumption limits

Bonuses for consumption specification

Communication through web portal

Combined electricity and gas supply



One supplier
Simpler communication



One supplier
Less administration



Additional discount
on electricity and gas prices

*Total price of electricity is comprised of the commodity price – i.e. the electricity itself, and the price for distribution of electricity. The supplier determines only the price for the commodity. Distribution fees are determined by the distribution network operator; all suppliers charge these fees equally.

Offer for small and mid-sized customers



Electricity price options



Single rate tariff

A single price of electricity applied during the whole day

For clients with a one-shift operation

Double rate tariff

The price of electricity consumed during the day is split into a peak and off-peak tariff

For clients with a multiple shift operation or with electric heating and/or hot water preparation

Duration of the contract

Indefinite period

Benefits of the indefinite-term contract:

- No fixation
- Flexibility
- Saving of costs for supplier selection

A fixed period (1 year or longer)

Benefits of a contract exceeding 1 year

- Better price
- Long-term cost predictions
- Saving of costs for supplier selection

Tailored offer



Individual payment terms

Communication through web portal

Combined electricity and gas supply



One supplier

Simpler communication



One supplier

Less administration



Additional discount

on electricity and gas prices

We also supply to households



- Better price compared to traditional suppliers
- A reliable, fair and strong supplier
- Individual approach to each customer
- Smooth change of supplier – we will arrange everything on behalf of the client
- No fixation

*Total price of electricity is comprised of the commodity price – i.e. electricity itself, and the price for distribution of electricity. The supplier determines only the price for the commodity. Distribution fees are determined by the distribution network operator; all suppliers charge these fees equally.

Offer for large and mid-sized customers



Clients with gas consumption above 633 MWh (60 000 m³) – S and V tariffs

Gas purchase options

Fixed price

Agreed in advance for each year of supply



Recommended for companies which

- employ an expert in power engineering
- plan their costs in advance

Advantages:

- Avoiding price risks
- Planning of future costs

Duration of the contract: 1 - 2 years

Benefits of a contract exceeding 1 year:

- Better price
- Long-term prediction of costs
- Saving in costs of acquisition

Index-based price

Tied to the EEX Energy Exchange (the "coefficient")



Recommended for larger companies which

- do not employ an expert in power engineering

Advantages:

- Flexibility in energy purchases
- Spread of the price risk

Duration of the contract: 1 - 5 years

Benefits of a contract exceeding 1 year:

- Better coefficient
- Possible to influence the price during the contracted period
- Saving in costs of acquisition

Evaluation of actual amount supplied vs amount planned

Consumption limits

- Specifying the fixed percentage by which the actually supplied amount of gas can differ from the contracted amount
- Annual evaluation

Additional purchase or buy back

- If the actual consumption differs from the planned consumption, we will either make additional purchase or buy back the difference from the client
- Monthly evaluation

Combined electricity and gas supply



One supplier
Simpler communication



One supplier
Less administration



Additional discount
on electricity and gas prices

Offer for small customers



Clients with gas consumption below 633 MWh (60 000 m³) – M1 - M4 tariffs

Gas price



Fixed price of gas

agreed in advance for each year of supply

Duration of the contract:

Indefinite period

Benefits of an indefinite-term contract:

- No fixation
- Flexibility
- Saving of costs for supplier selection

Fixed period

(1 year or longer)

Benefits of exceeding 1 year*

- Better price
- Long-term costs prediction
- Saving of costs for supplier selection

Combined electricity and gas supply



One supplier

Simpler communication



One supplier

Less administration



Additional discount

on electricity and gas prices

*available for customers with annual consumption exceeding 100 MWh.

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