

A photograph of a modern building with a grid of windows, some of which are illuminated from within. The building is set against a sunset sky with orange and blue tones. A red rectangular sign with the word "PETROL" in white capital letters is positioned on the roof of the building. A small red starburst light is visible on the roof structure above the sign.

PETROL

The Future is bright !

PETROL – Energy For Life

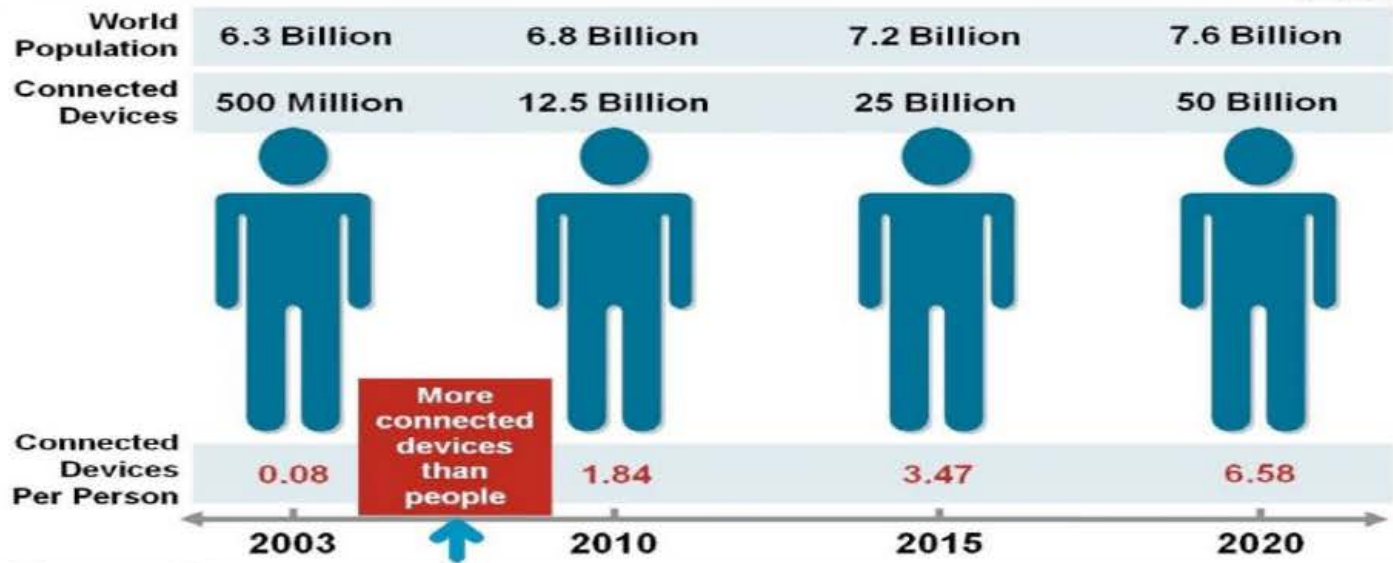
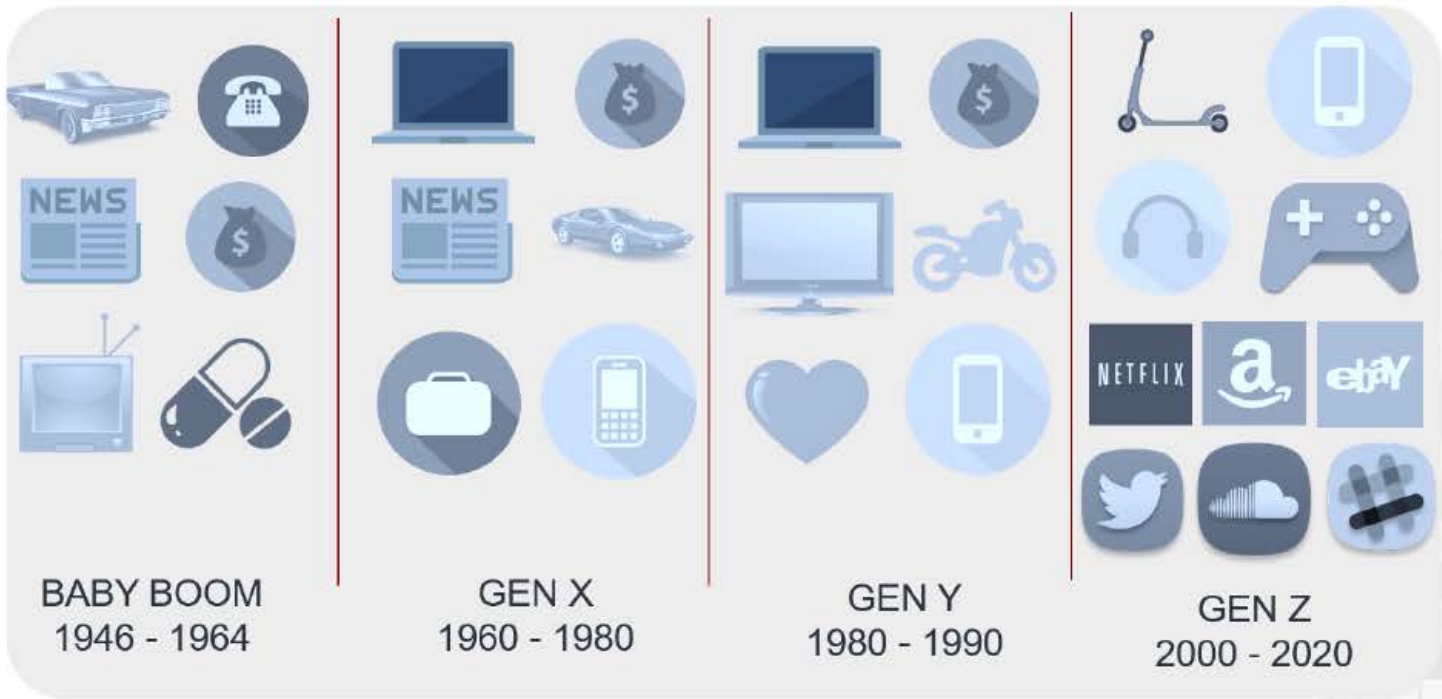
**Global district energy days:
Now that the Customer
is King!**

Helsinki, 26 September 2018

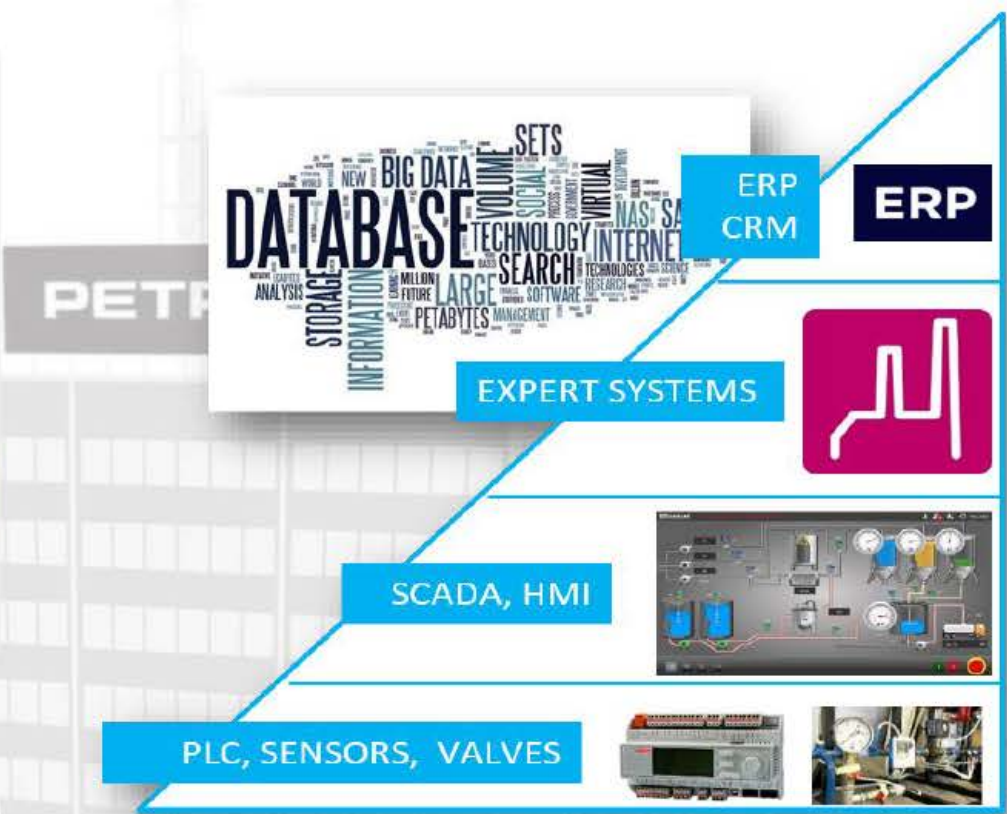
Amer Karabegović

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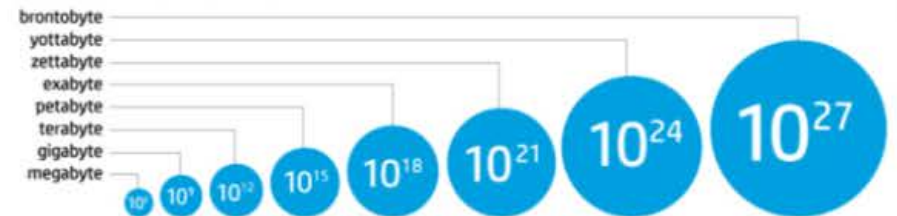
PETROL



Source: Cisco



Information & the Internet of Things

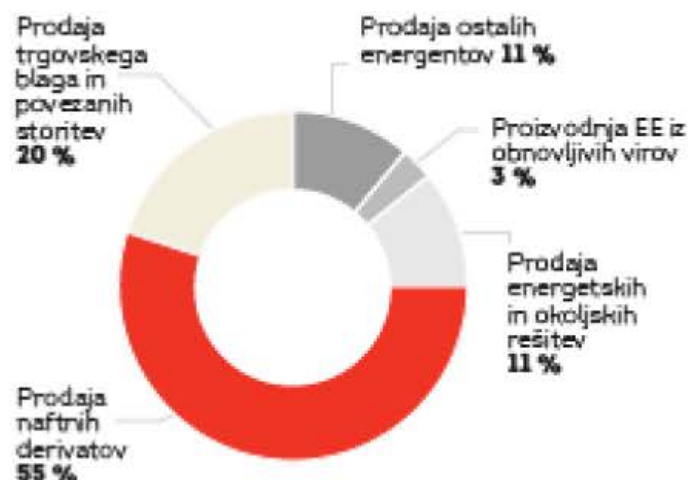


Source: HP

EBITDA by activities

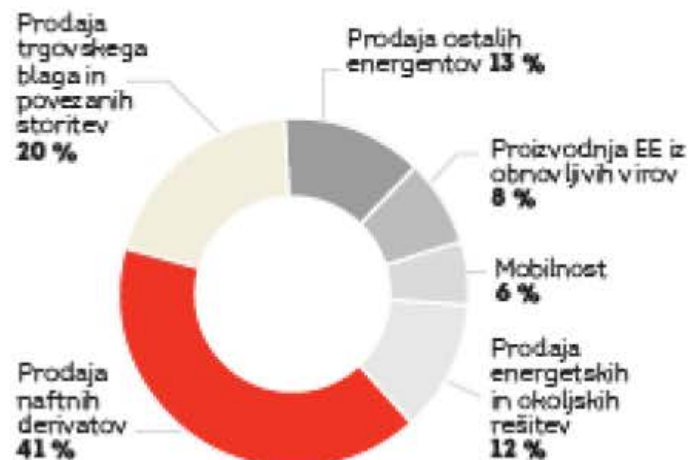
170 mio €

Plan 2018



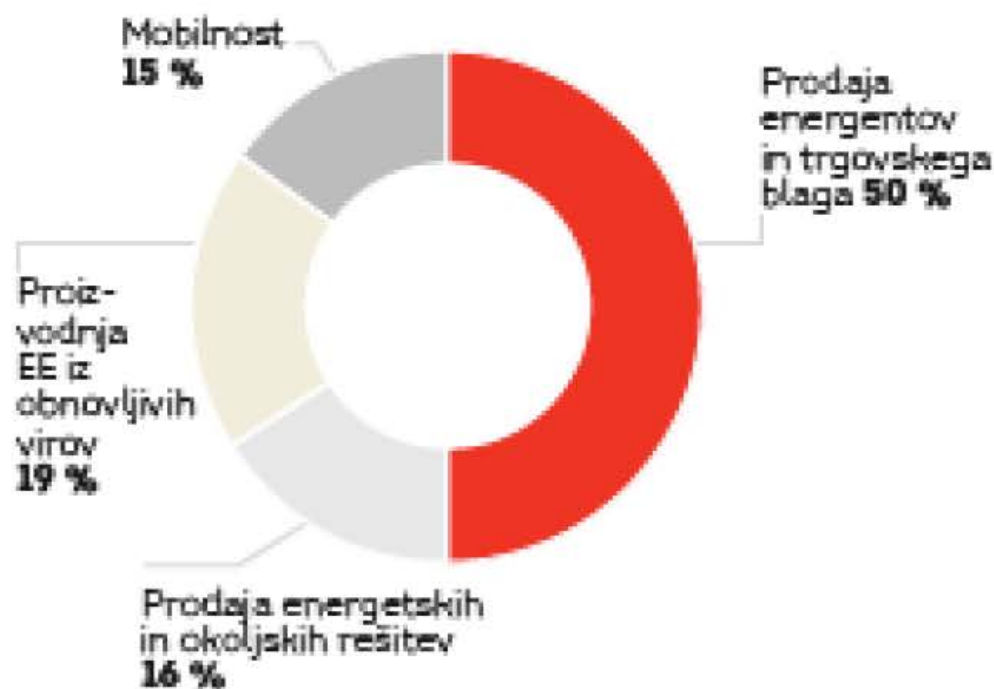
223 mio €

Strategija 2022



INVESTMENTS 2018-2022

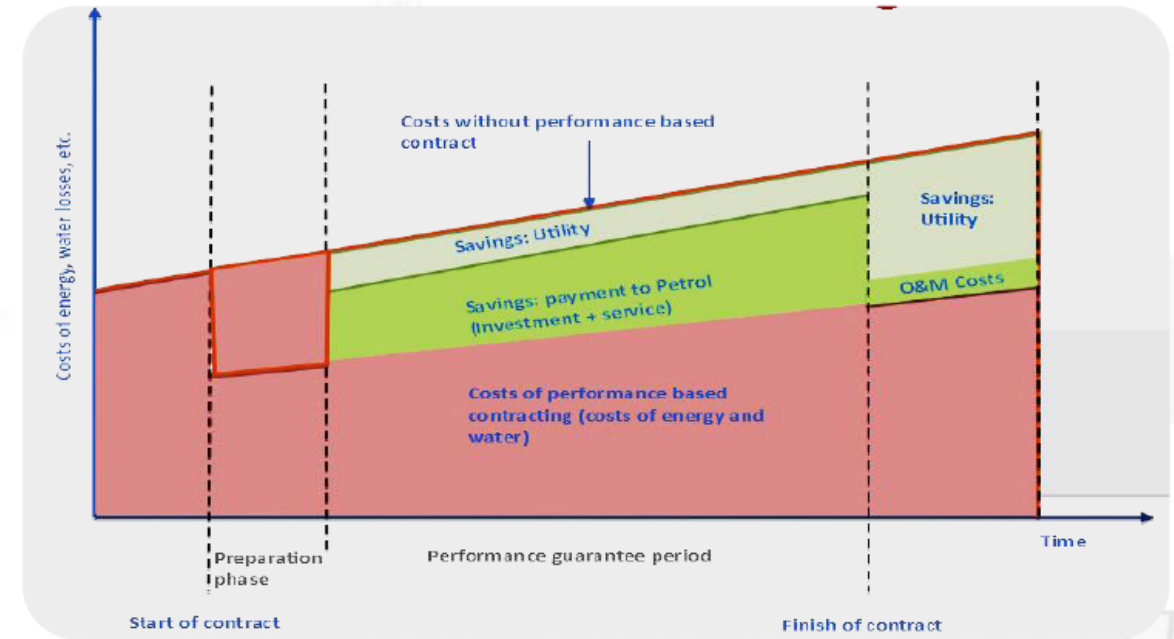
Skupaj 521 mio € investicij
v obdobju 2018-2022



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**



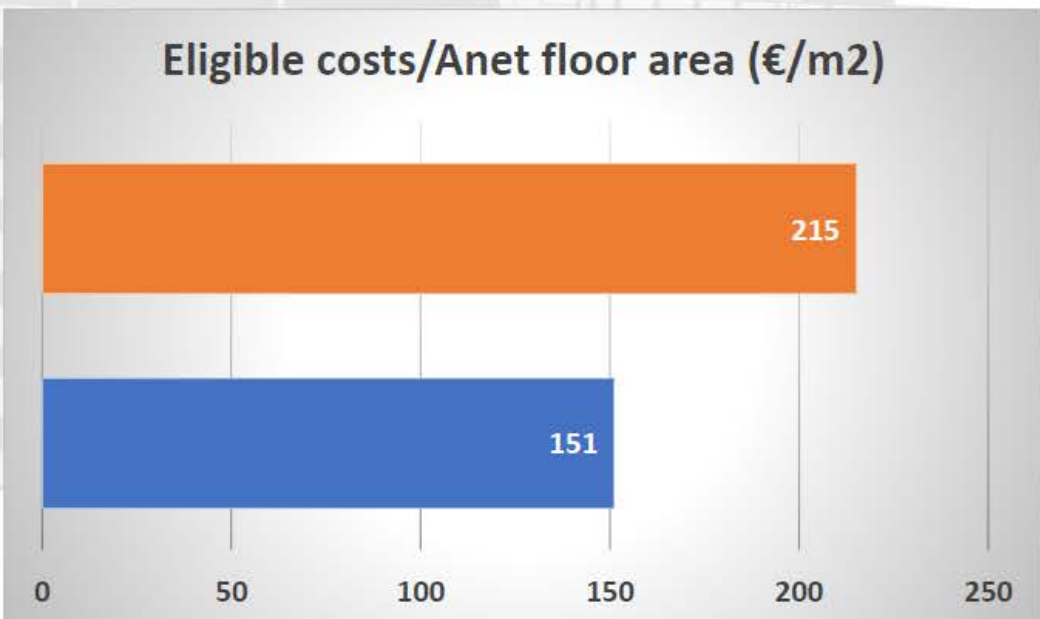
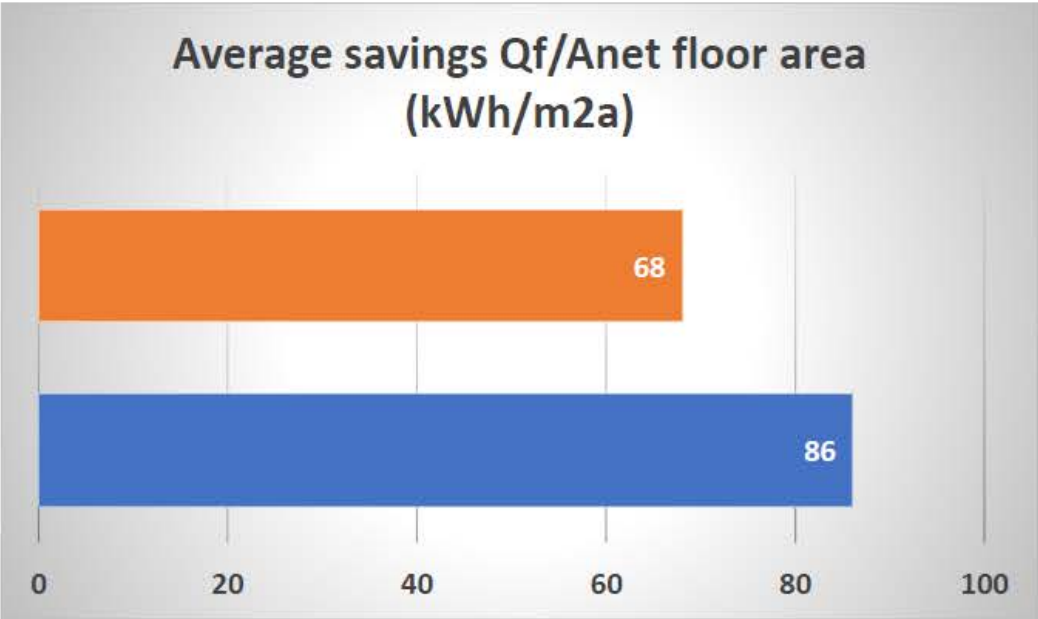
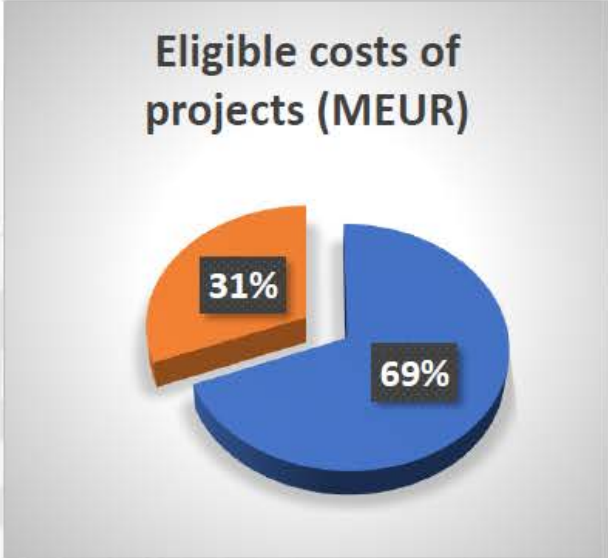
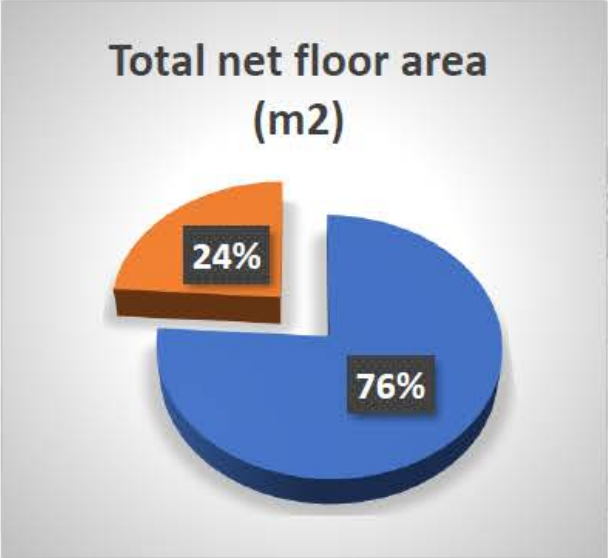
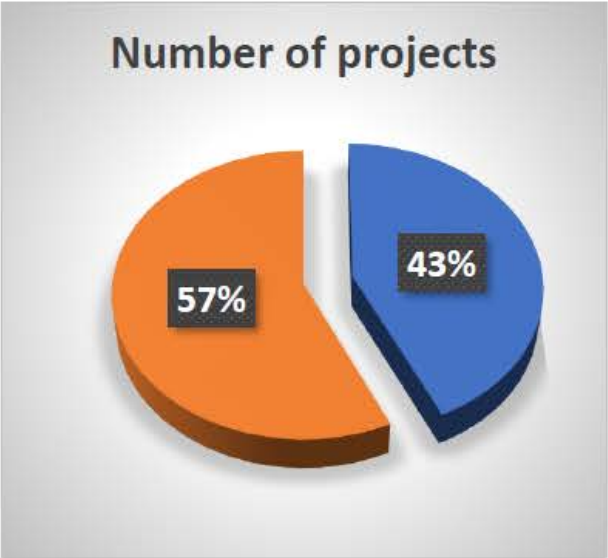
Results of calls for co-financing

	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