

CREATING LEADERS IN ENERGY EFFICIENCY

Financial and technical solutions for full-scale energy efficiency based on global best practices



UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION We turn lighting, heating, and other energy consumption expenses into powerful sources of saving – By super-effective modernization Of the corresponding systems Without diversion of your own finances



ENERCOM is the inventor of the term "energy engineering' and the leading expert in energy efficiency for industrial companies

230 Successfully realized projects in Russia and abroad

over **1**,**5** Bn Roubles saved for clients in 7 years From **15-70%** savings on resources on each project

since **2010** Own production of highly economical industrial LED luminaries

More than **5** Bn roubles of leveraged financing for 2018–2019 **500** MIn million kilowatt hours saved for the clients

The main saving sources within the scope of energy engineering by ENERCOM

Lighting 60-80%

HVAC* 30-40% Other Energy consumers 20-30%

Implementation of energy management: additional 5–15% Overall decrease in energy consumption in total energy balance: from 20%**

*Heating, ventilation, and air conditioning ** verified by UNIDO The general contractor of ENERCOM on energy audit and development of the energy management system – UNIDO



UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

UNIDO is a specialized agency of the United Nations that is the world's leader in energy efficiency methodology

OUR DIFFERENCE

An integrated approach to energy saving:

- Detection of all the significant energy consumers by conducting an energy efficiency audit
- Development and implementation of a systematic approach to efficient resources usage and establishment a culture of energy efficiency
- Implementation of complex modernization projects on energy-consuming systems based on the best technologies and hardware on the market
- Execution of the project to meet guaranteed figures/percentage of savings without diversion of the client's own finances

BEST IN THE WORLD methodology on Energy saving

UNIQUE Financial solution

GLOBAL expertise in energy engineering by ENERCOM

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BEST suppliers of hardware – world leaders in their niches

= The leading energy saving solution on the market



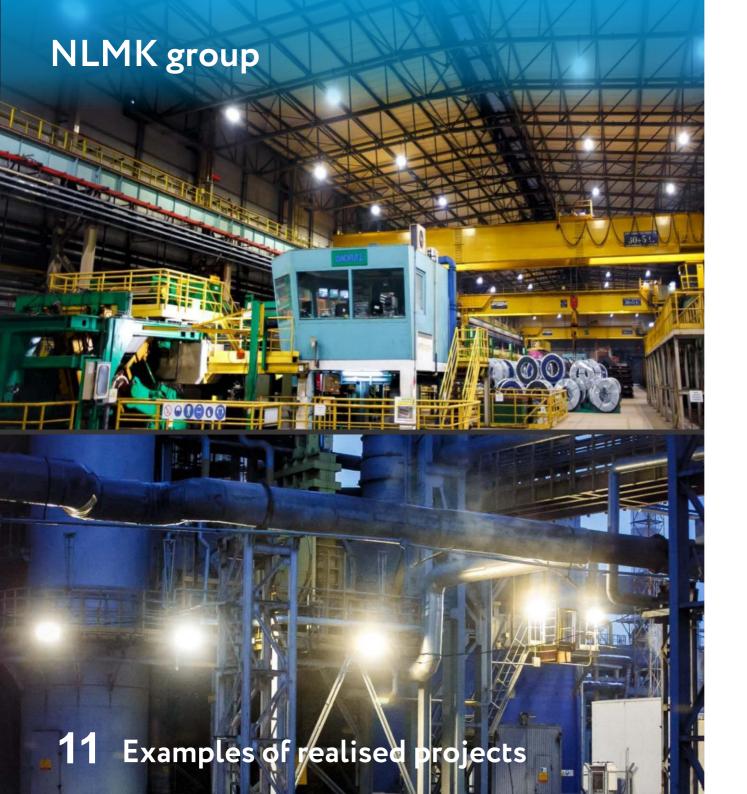
• WHY DO ENERGY SAVING MEASURES GET POSTPONED? Limited CAPEX budget Unclear effectiveness of the budget usage

Uncertainty in real economy figures

But the most frequent reason – energy savings is not the priority cost item

THE ONLY IN RUSSIA SPECIAL PURPOSE PROGRAM ON FINANCING ENERGY SAVING PROJECTS BY ENERCOM

Collaborative project with VTB bank Up to 5 bn roubles Up to 7 years payback period Without security deposit and down payment THIS PROGRAM ALLOWS OUR CLIENTS TO IMPLEMENT ENERGY EFFICIENCY PROGRAMS WITHOUT THE NEED TO INVEST THEIR OWN FUNDS, AND ALL THE PAYMENTS FOR THE BORROWED FINANCES ARE DEDUCTED FROM THE GENERATED SAVINGS



Industry: metallurgy

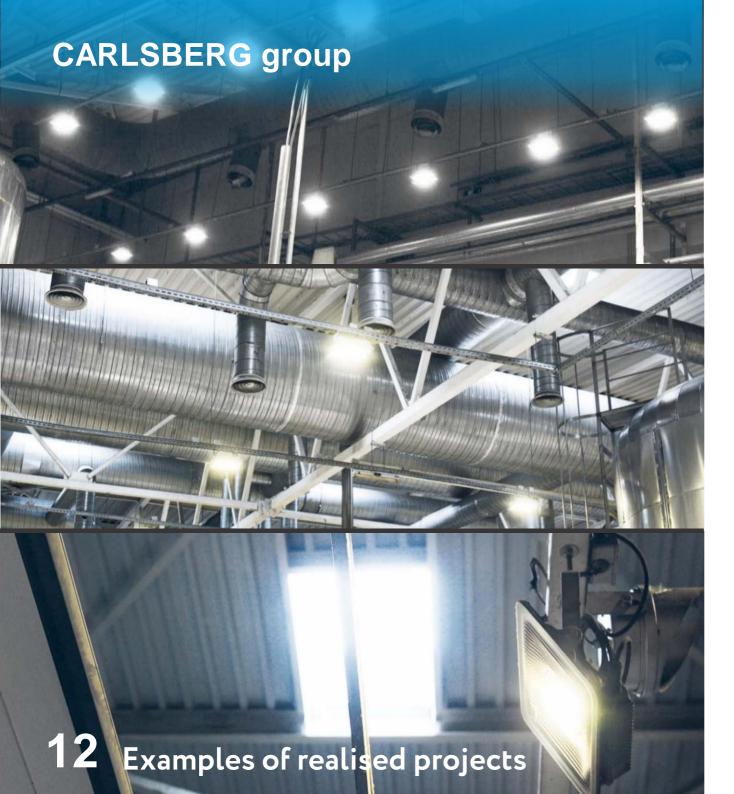
Locations: Altay-Koks (Altay) Novolipetzk plant (Lipetzk) Stoylensk MPP (Stary Oskol) VIZ-Stal (Ekaterinburg) NLMK-Ural (Revda) NLMK-Kaluga (Kaluga area) Verona (Italy)

Installations of ENERCOM LED luminaires:

Production shops Under-crane lighting Offices Outdoor lighting

Results:

Illumination of work areas complies with regulatory standards More than 80 000 ENERCOM LED luminaires installed Pulsation factor <5% Luminaires' maintenance costs decreased Savings on lighting – up to 80% compared to the period prior to the modernization



Industry: beer production

Locations:

Voronezch Tula Yaroslavl St. Petersbourg Rostov Samara

Installations of ENERCOM LED luminaires:

Modernization of lighting of production and office premises

Scenario prior to the modernization:

Illumination level – 30% below the Building Regulations (SNIP) Pulsation factor – from 15 to 30% Operation mode – 365/24

Results:

Illumination level increased by 30% Pulsation factor <5% Energy consumption decreased by 68% Luminaires' maintenance costs decreased Light emission level degradation over 3 years in round-the-clock mode – max. 15%