

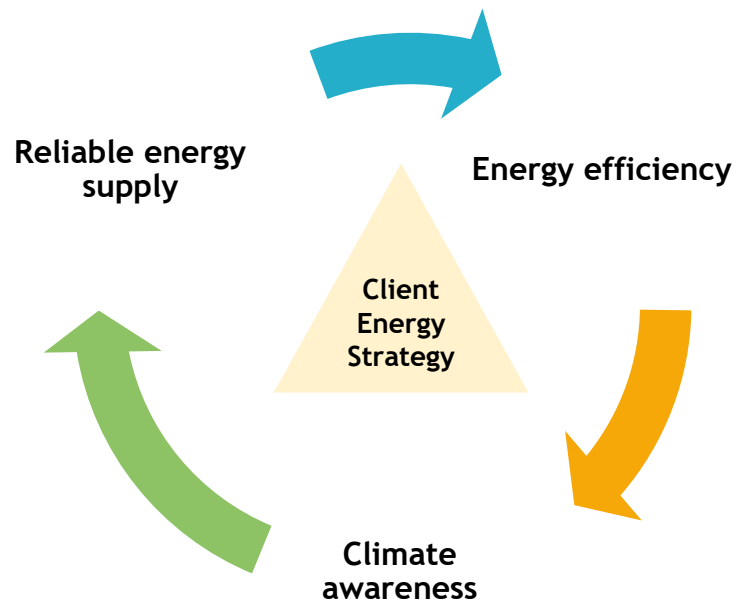


Introduction of ALTEO Group

BUDAPEST ENERGY SUMMIT 2018



THE KEY MODEL: SUSTAINABLE ENERGY



Integrated energy solution package with a holistic view on the client's energy needs

Service portfolio including:

- ✓ Consulting to identify energy savings potential and to optimise current asset base
- ✓ Complete project management
- ✓ Operation and maintenance of assets to ensure that savings are realised appropriately
- ✓ On-site generation solutions and renewable technologies in order to bring further benefits
- ✓ Financing of investment into generation assets depending on client's preference to spend money upfront or not
- ✓ Covering the entire value chain enables clients to receive complete solutions package from a single, reliable supplier

LEADING ENERGY SERVICES PROVIDER



Energy production & Virtual Power Plant

- ✓ Decentralized, renewable electricity production
- ✓ Highly efficient gas-fired combined electricity and heat production with flexible electricity upload/download capabilities
- ✓ Virtual Power Plant (VPP) provides balancing services to the Hungarian TSO

Energy services

- ✓ Integrated services including engineering, construction (plant development EPC services), operations & maintenance (O&M) to drive clients and energy efficiency improvement
- ✓ Long-term contracts with key industrial partners
- ✓ Supporting clients to execute own energy strategies: reliable energy supply, renewable utilisation, cost improvements

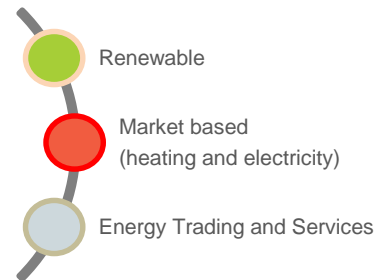
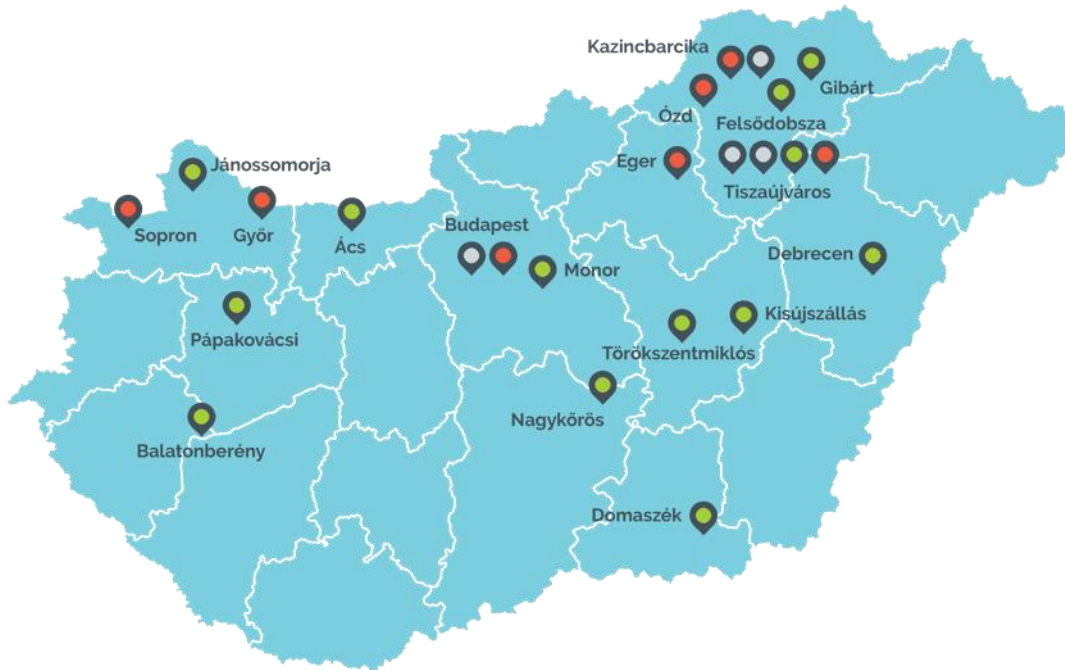
Energy supply and trading

- ✓ Balanced portfolio of large corporates and SME clients in the gas and electricity trading segment
- ✓ Client focused, flexible energy trading

Major partners



ALTEO Group Portfolio



 RENEWABLE ENERGY GENERATION	 INDUSTRIAL AND COMMERCIAL SERVICES	 GAS ENGINES AND HEATING POWER PLANTS
<p>ALTEO Group has significant competencies, among others, in the utilization of renewable energy sources.</p>	<p>By providing professional services to industrial plants, ALTEO Group contributes to the energy efficiency of its customers.*</p>	<p>ALTEO Group operates highly efficient, hydrocarbon-fuelled electricity generating systems.</p>
<p>WIND POWER PLANTS Ács Jánossomorja Pápakovácsi Törökszentmiklós</p> <p>RENEWABLE GAS Debrecen – landfill gas Nagykőrös – biogas Kisújszállás – thermal methane gas</p>	<p>BORSODCHEM: BC-Therm boiler BC-Power Plant</p> <p>MOL PETROLKÉMIA: TVK Power Plant TISZA-WTP Water Treatment Plant</p> <p>AUDI MOTOR HUNGÁRIA KFT. HEAT SUPPLY</p>	<p>HEATING POWER PLANTS Ózd Power Plant Tiszaújváros Heating Power Plant Kazincbarcika Heating Power Plant Fűredi út Gas Engine Power Plant Győr Power Plant Sopron Power Plant</p>
<p>HYDRO POWER PLANTS Felsőöbbsza Gibárt</p> <p>BIOMASS Tiszaújváros</p> <p>SOLAR PLANT Domaszék Monor Balatonberény Nagykőrös</p>	<p>HEINEKEN: HEAT SUPPLY</p> <p>MOM PARK: ENERGY CENTER</p> <p>AGRIA PARK: ENERGY CENTER</p>	

CURRENT GROWTH DRIVERS

Opportunities with existing clients

- Major existing partners are expected to expand and modernize their capacity with likewise changing and growing energy needs

Energy services

- Increasing energy and co2 prices raise energy supply for industrials to strategic level
- Energy related EU grants create an abundant market for EPC services

Growth in renewable energy

- Unprecedented growth in solar-projects.
- Renewables based heat production has significant growth potential.

Energy supply & trading / Virtual Power Plant

- Natural gas will remain part of a sustainable energy system for decades in Hungary
- Gas fired cogeneration power plants, balancing power markets
- Investments in electricity storage
- International expansion on established European markets



ALTEO



WE'VE BEEN SHARING
THE FUTURE FOR 10 YEARS

THANK YOU!

WWW.ALTEO.HU