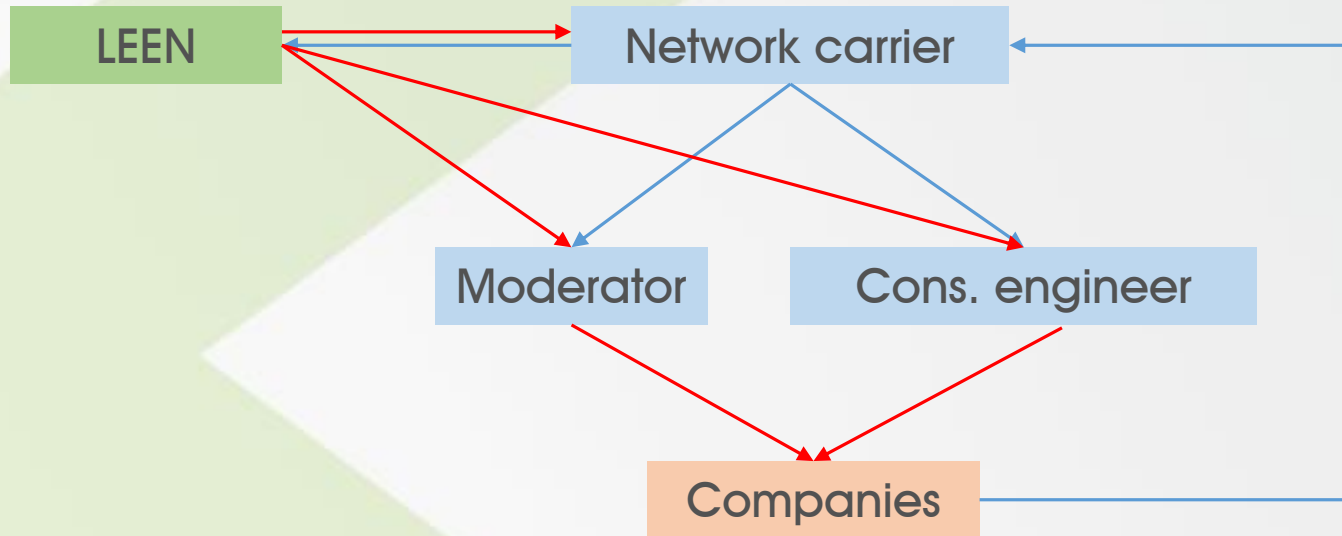


LEEN Networks in Germany – course, costs and benefits

Dirk Köwener
Managing Partner LEEN GmbH

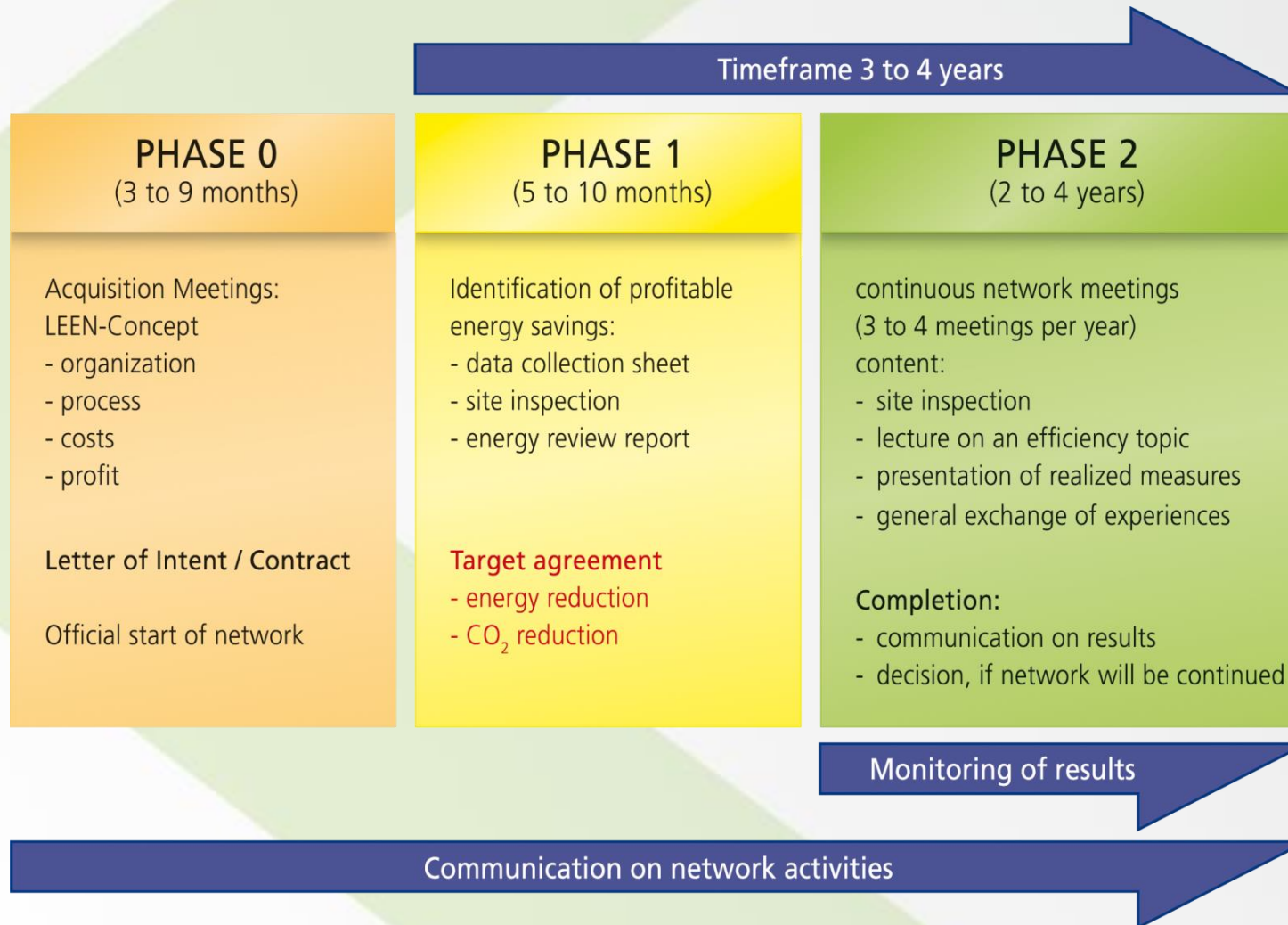


Organizational structure



- Money flow
- Service & deliverance of LEEN MS

How it works



Cost calculation LEEN-classic

LEEN-classic

Network participation

without energy review **30,000 €** (16 full-day network meetings
+ 3 x monitoring)

Energy review	13,500 €	(500,000 –	800,000 €/a)
	15,000 €	(800,000 –	1,500,000 €/a)
	16,500 €	(1,500,000 –	3,000,000 €/a)
	19,000 €	(3,000,000 –	5,000,000 €/a)
individual	(>5,000,000 €/a)		

Sum

45,000 € (energy review €)

additionally up to 25 working days (non-cash item)

Monitoring

Evaluated monitoring reports		
Companies	No	210
Measures	No	1,980
Total consumption	GWh	14,100
Total energy saved	GWh	870
Electricity	GWh	340
Natural gas	GWh	275
Gasoline	GWh	80
District heat	GWh	39
Others	GWh	85

Average operational time of networks until the latest monitoring: 2,7 years

Average yearly efficiency increase:

2,2%/a

Monitoring of realized measures (NW Karlsruhe)

Category (Ø values per measure)	Value
Total number of measures	107
Ø Investment sum [€]	20,700
Ø Energy cost savings [€/a]	6,750
Ø IRR of all profitable measures	33.0 %
Ø Static pay back period of all measures[a]	3.0
Ø Energy savings [MWh/a]	98.5
Ø CO ₂ emission reduction [t/a]	25.6

Profitability of LEEN-classic

Annual energy costs: 1,5 million €

Annual energy savings (8%): 120,000 €

(Calculation based on a 2% efficiency increase per year, see slides above, figures highlighted red)

Investment in efficiency measures: 350,000 €

(Calculation based on an IRR of 33%, see slides above, figures highlighted red)

Add. costs of network participation : 45,000 €

Add. costs of technical staff: 15,000 €

Total costs after 4 years: 410,000 €

Pay back period (investments only): 41 (35) month

IRR, time of use 10 years (investment only) 27 % (33 %)

Profitability of LEEN-compact

Annual energy costs: 400,000 €

Annual energy savings (8%): 32,000 €

(Calculation based on a 2% efficiency increase per year, see slides above, figures highlighted red)

Investment in efficiency measures: 100,000 €

(Calculation based on an IRR of 33%, see slides above, figures highlighted red)

Add. costs of network participation : 18,500 €

Add. costs of technical staff: 5,000 €

Total costs after 4 years: 123,500 €

Pay back period (investments only): 41 (33) month

IRR, time of use 10 years (investment only) 26 % (34 %)

Measure: Fiducia IT AG

- Ventilation: Modernisation of conditioning cabinet
- Investment: 157,000,- €
- Energy carrier: Electricity
- Annual savings: Energy: 820 MWh
CO₂ emissions: 379 t
Energy costs: 98,400,- €
- Profitability: Amortisation: 1.6 a
IRR: 63 %

Benefits for the companies

- A complete assessment of the saving potentials in crosscutting technologies (and several process technologies)
- An economic evaluation of the saving potentials (IRR, pay back period and net present value)
- Evaluation of realized measures by monitoring system
- An information network as a know-how pool
- Exchange of experiences to realize the measures (no intention to sell)
- Staff training
- Up to date information on new technologies (presented by engineering experts) (no promotion lectures)
- Basis for a credible PR

Questions & answers

Dirk Köwener

LEEN GmbH, Karlsruhe Germany

Tel: +49 721 961449-22

E-Mail: dirk.koewener@leen.de

www.leen.de