



Lean & Green Seminar

Friday 03-July-2009

Dalkia Group background



€8.6 bn
52,802
41 countries



€10.1 bn
105,267
32 countries



€6.0 bn
83,654
28 countries



€12.5 bn
93,433
64 countries



Financial Data for 2008

Dalkia Ireland



- € 108 million revenue in 2008
- 550 full time employees
- 24hr helpdesk facility 365 days a year
- Winner at the SEI 2008 Awards:
 - ➔ Winner: Coordinated Energy Management Programme Small/Medium User with Vodafone
 - ➔ Highly commended: Energy Efficient Projects Medium User with AIB.
- Awarded “Best Energy Services / Supply Company of the year” in 2005 by the SEI
- Accredited ISO 9001:2008 for the full company
- Headquarters in Swords; offices in Belfast, Cork, Kilkenny, Limerick and Waterford

Dalkia and Stewarts Hospital – To Date

■ Kilcloon facility

- Situated between Maynooth and Dunboyne.
- Spread over 13 acres
- Activities Include
 - Horticulture, creative activities
 - State-of-the-art Equestrian Centre

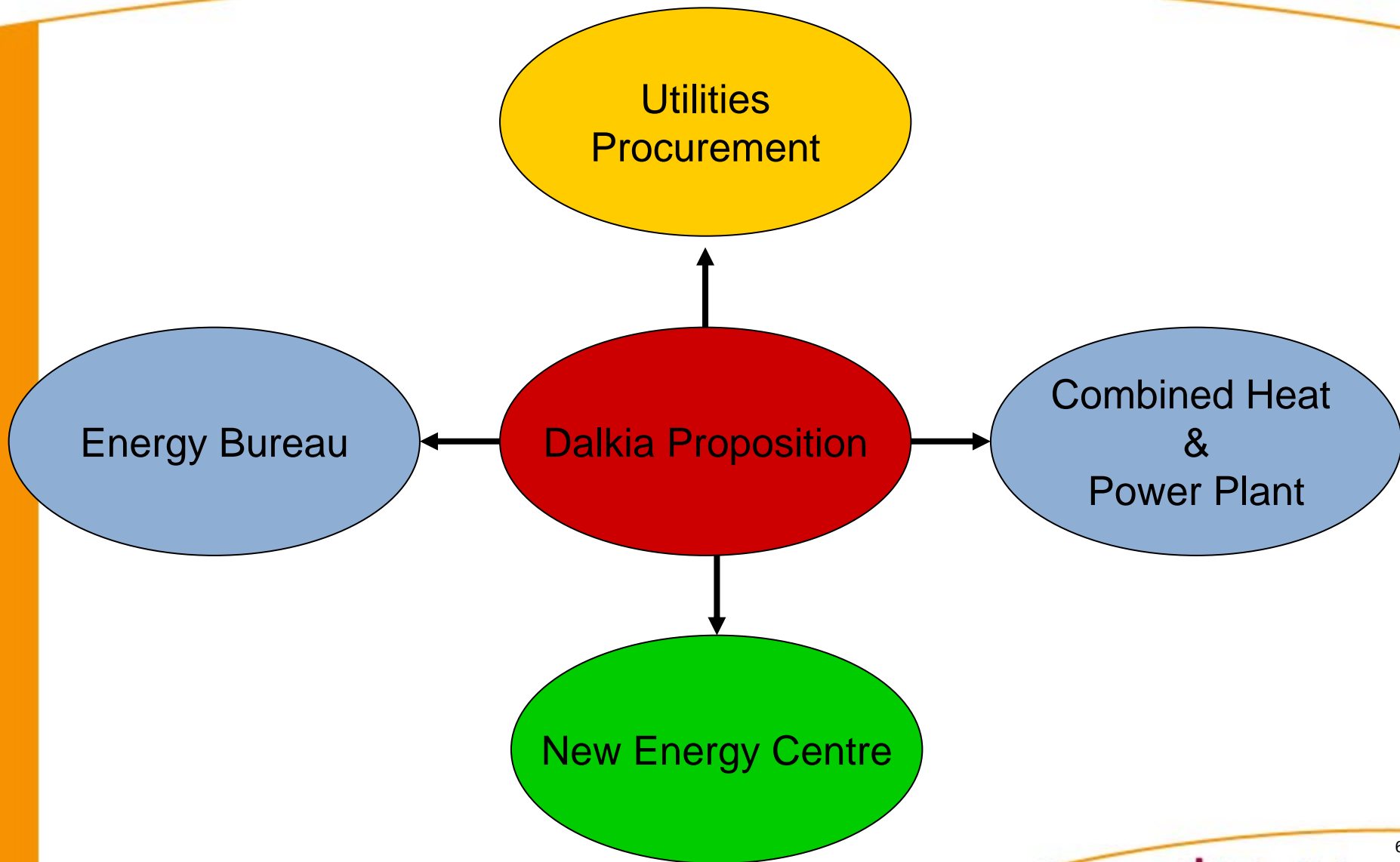
■ Dalkia Solution since Q1 2008

- Facilities management
- 24/7 Helpdesk
- Mechanical maintenance (HVAC)
- Electrical maintenance
- Handyman services

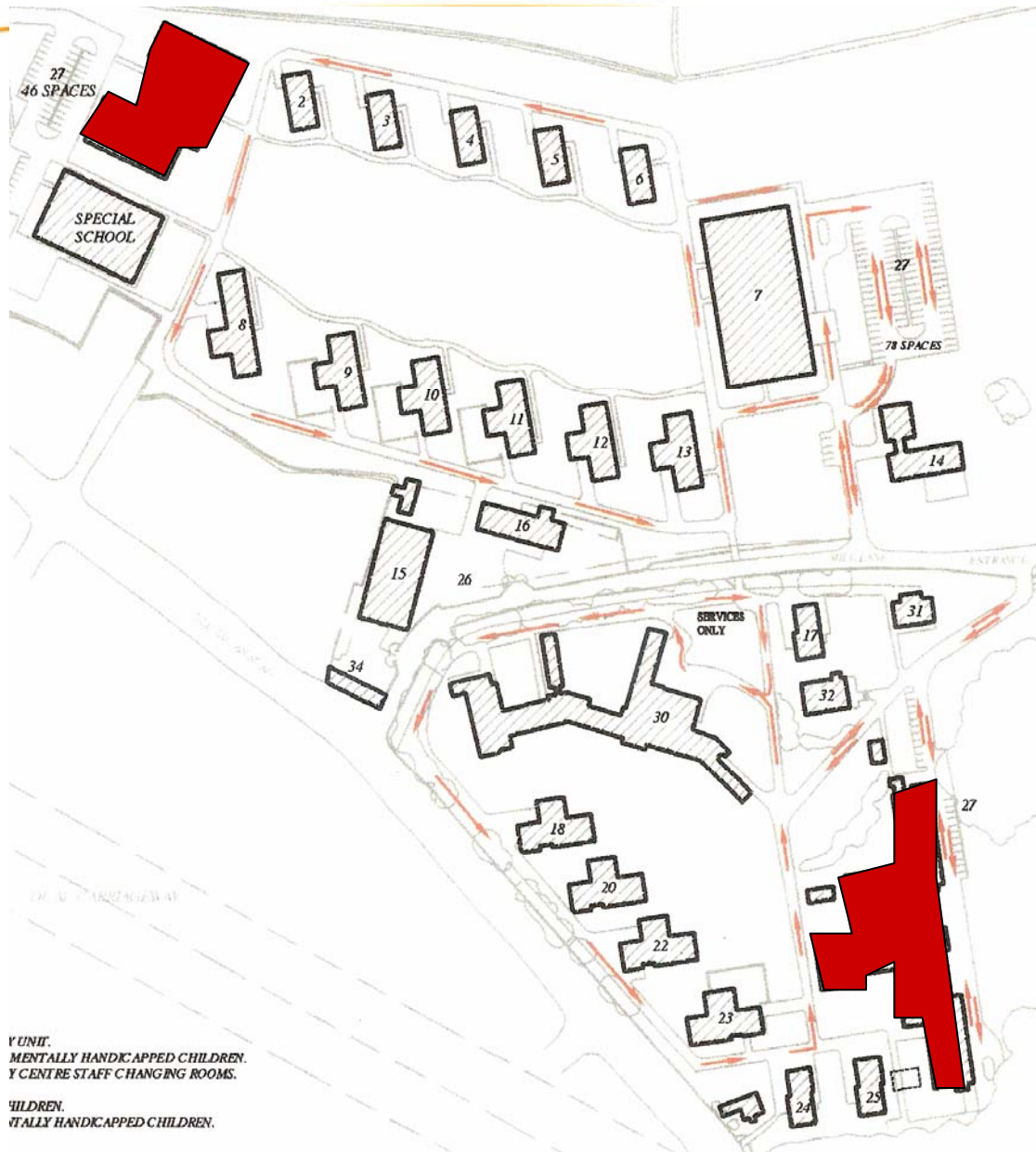
Project Development Agreement Phase Work Completed

- SEI Audit
 - Sustainable Energy Ireland previously completed 1 Day High Level Audit
- Dalkia Audit
 - Electricity, Natural Gas & Gas Oil Analysis
- Energy Procurement
 - Electricity Supply
 - Natural Gas Supply
- Site Visits
 - Heating, Ventilation and Air Conditioning (HVAC) Analysis of all Buildings
 - Lighting Audit
 - Regular Meter Readings
 - Contractor Site Visits
 - Electricity Supply Logging
 - Heat Demand Logging

Dalkia Areas of focus



Palmerstown Campus

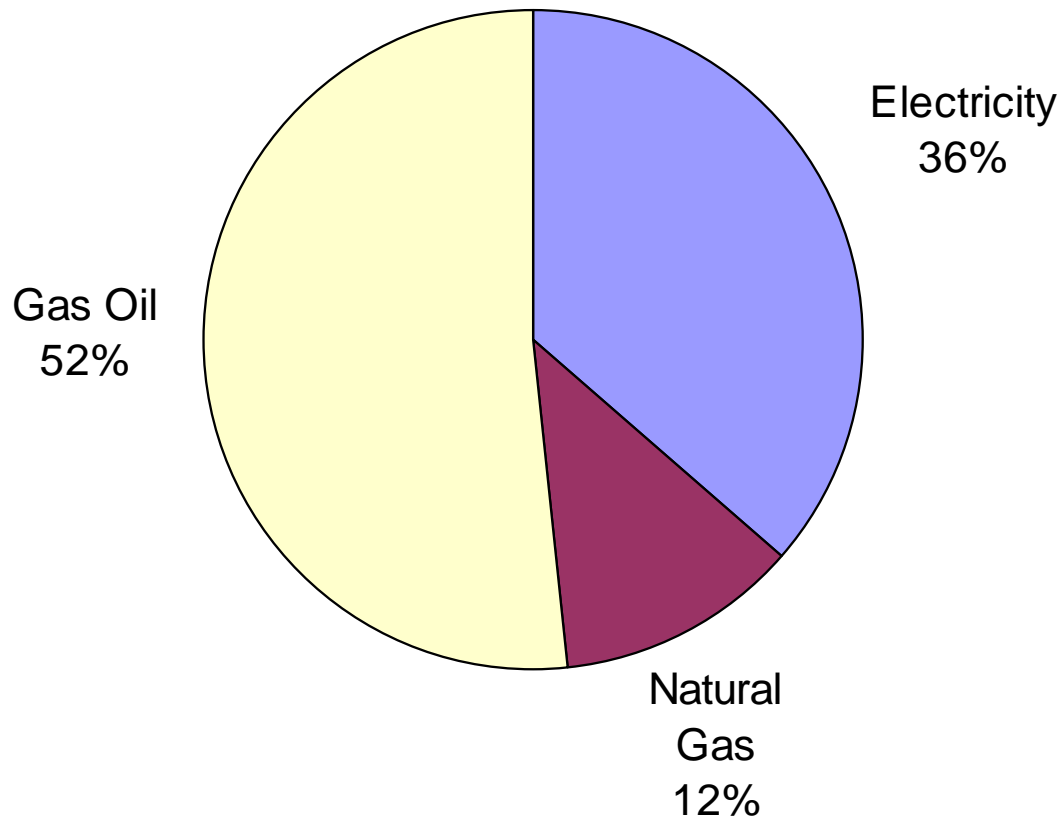


Y UNIT.
MENTALLY HANDICAPPED CHILDREN.
Y CENTRE STAFF CHANGING ROOMS.

CHILDREN.
PHYSICALLY HANDICAPPED CHILDREN.

Current Energy Costs

Stewart's Hospital - Palmerstown Site
April 2008 to Mar 2009: €950k
Energy Costs



Energy Procurement

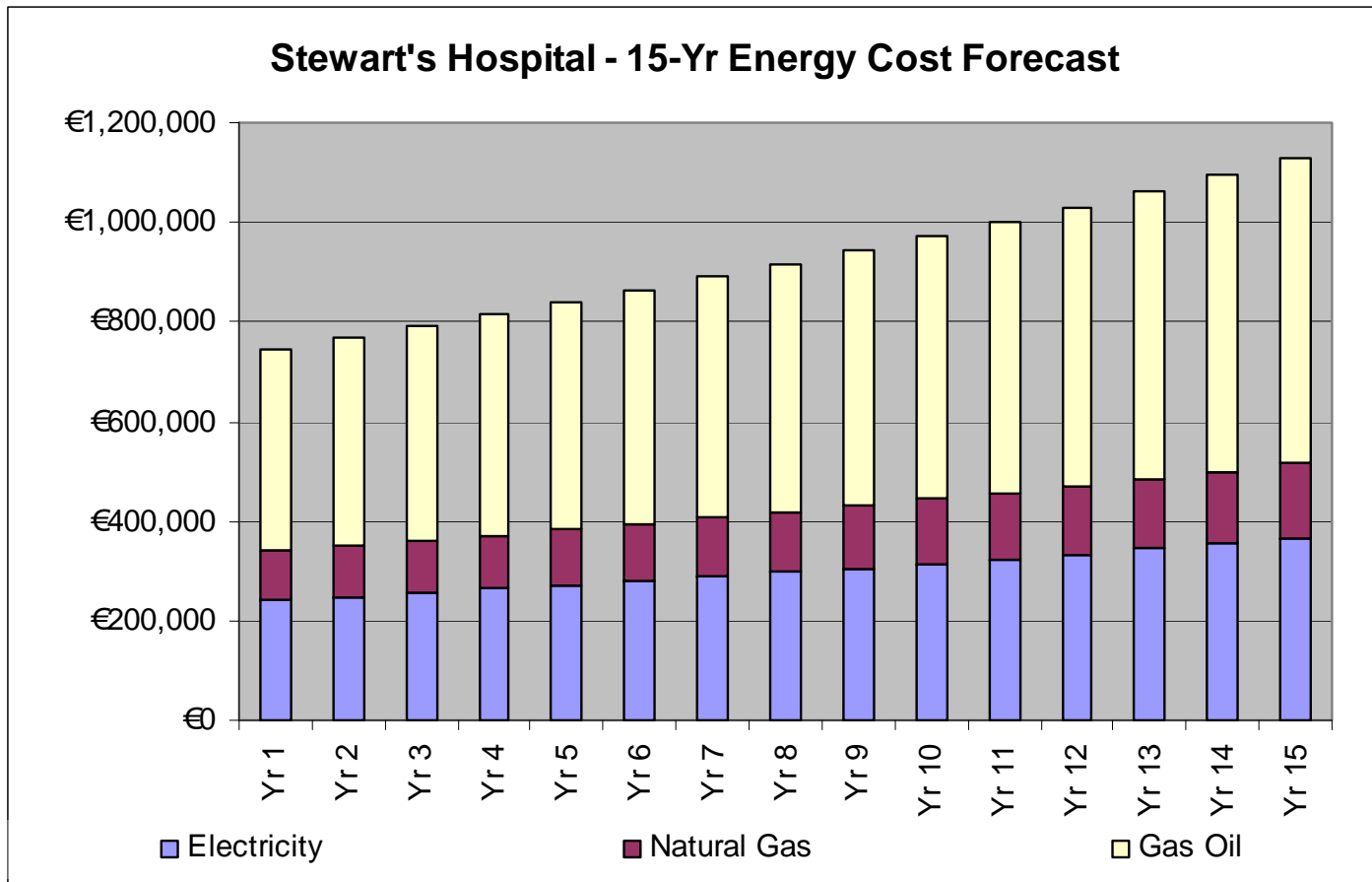
- Electricity Supply Tender
- Dalkia Prepared Tender Package
 - 9 no. Electricity Accounts
- 30% Cost Saving vs. Public Electricity Supplier (PES) i.e. ESB
- Signed 12-month Supply Agreement with ESB Independent Energy (ESBIE)
- Changeover of Accounts from May-09

Energy Procurement

- **Further Electricity Cost Savings**
 - Domestic Accounts for Stewarts
 - 31 no. Accounts for Dwellings
 - 13%-14% Saving versus ESB

- **Natural Gas Procurement**
 - Energia offering Gas Supply Agreement
 - 30 no. accounts across Stewarts Group
 - Forecasted Cost Savings of 16%

Current 15-Yr Energy Forecast (Post Procurement)



■ Forecasted 15 Yr Costs: **€13.859 million**

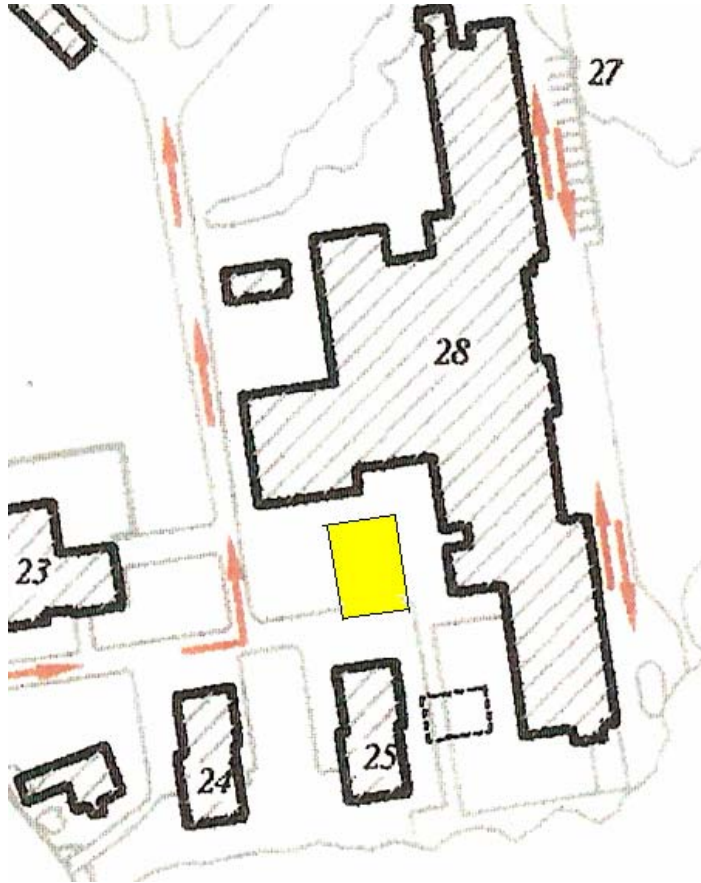
Dalkia Energy Projects

- Hospital/Laundry Energy Centre*
- Leisure Centre CHP
- Carraig Building Boiler Plant Upgrade
- Carraig Building Zoning Controls
- Energy Efficient Lighting Upgrades*
- Boiler Optimisation Controls
- Monitoring & Targeting System*
- Dalkia Energy Bureau Service

Hospital/Laundry Energy Centre

1. Combined Heat & Power (CHP) Unit
 - Primary Source of Heating for Hospital
 - Generating Electricity for Stewart's Site
2. Low-Temperature Hot Water Boiler
 - Providing support for CHP in Winter Months
 - Back Up for CHP during Maintenance
3. Dedicated Steam Boiler Plant
 - Providing Steam for Laundry
 - Duty & Standby Arrangement
4. Hot Water Tanks

Hospital/Laundry Energy Centre



Hospital/Laundry Energy Centre

- New Building
 - Cladded Building
 - Approx 60m²



Energy Efficient Lighting

- Scope for savings in all buildings on the campus
- Replacing lamps & fittings
- Installing Occupancy Sensors
- Installing Photocells
- Payback between 2-5 years on Avg:

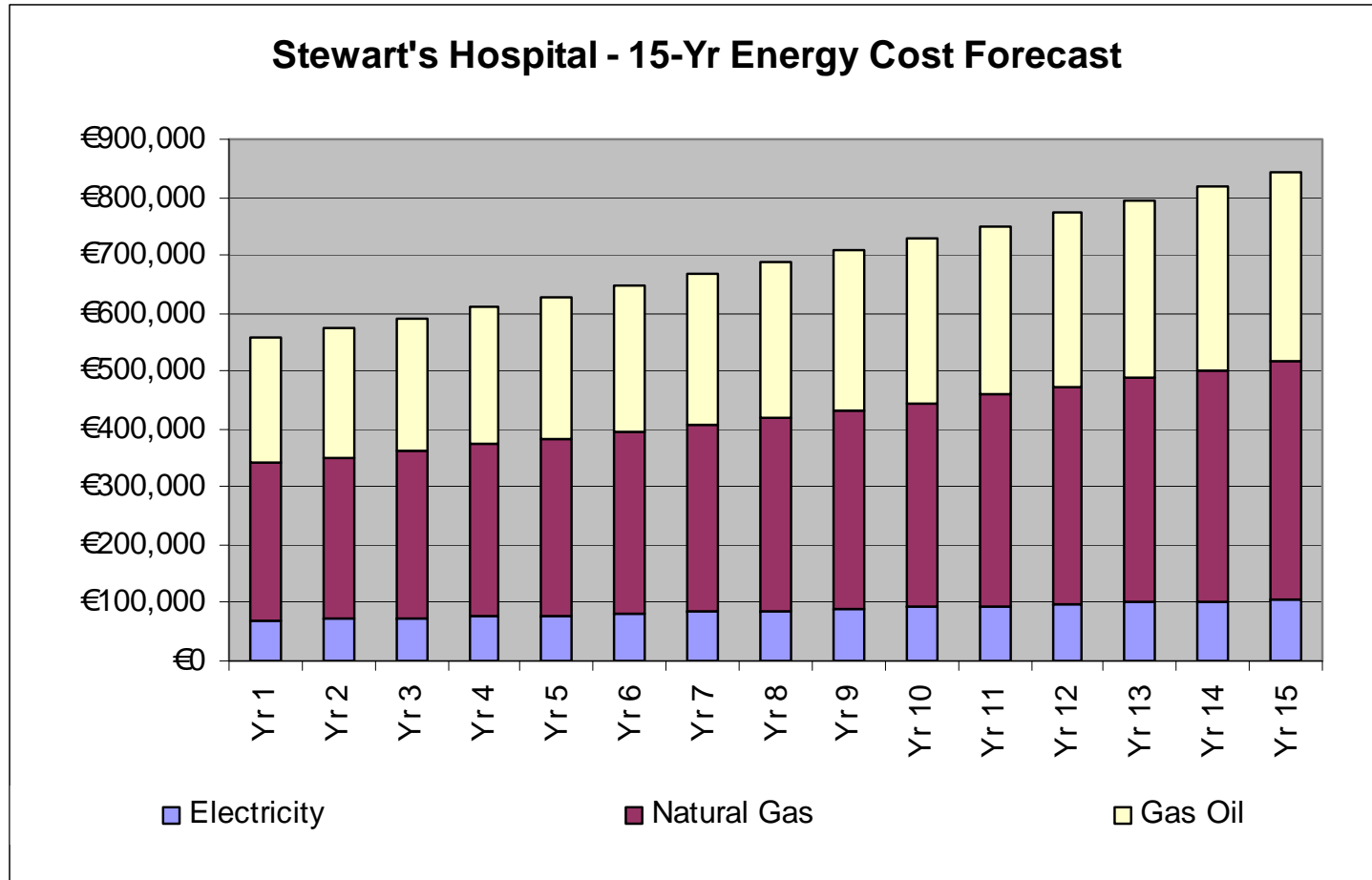
Monitoring & Targeting (M&T)

- Real-Time Energy Metering
- “You can only manage what you measure!”
- Avoids waiting on Energy Invoices
- Highlight Anomalies in Energy Trends
- Monitor impact of projects
- Electricity & Natural Gas Supplies
- Wireless Installation
- Internet Access to Data

Dalkia Energy Bureau Service

- On-going Energy Bureau Support
 - Annual Procurement
 - Monthly Site Visits
 - Quarterly Meeting / Report
 - M&T Checks
 - Bill Validation
- Yrs 1 – 2:
 - Identify Further Projects
- Yrs 3 – 15:
 - Scaled Back Approach

New 15-Yr Energy Forecast



■ Forecasted 15-Yr Costs: **€10.384 million**

Dalkia Energy Management Offering

- 15-Year Energy Management Agreement with Dalkia & Stewarts Hospital
- Dalkia provide upfront Project Investment
- SEI Funding for Renewable Projects passed onto Dalkia – reducing Stewart’s Hospital Financing Fee

Dalkia Energy Management

- Where Stewart's Hospital are now...
 - Availing of the cheapest energy rates on offer in the market place
 - Building heating plant requires upgrades
 - Forecasted Energy Spend next 15 Years
 - Palmerstown Site: €13.859 million

Dalkia Energy Management

- Where Stewart's Hospital will be...
 - Availing of the cheapest energy rates on offer
 - New, Modern and Energy Efficient
 - Heating Plant, Controls, Lighting
 - Reduced Operational Costs and Replacement Guarantee Service
 - Forecasted Energy Spend next 15 Years
 - Palmerstown Site: €10.384 million

Dalkia Energy Management

■ Summary

- 70% Reduction in Grid Electricity Imported
- 46% Reduction in Gas Oil consumed
- Double current Gas Consumption
 - However Cheaper and Cleaner Fuel than Gas Oil
- Annual Carbon Emission Savings
 - 1,203 Tons CO₂
 - 300 Cars off the Road Each Year!!

