



Presentation Lumius Electricity – Where and how save?

„ Effective hospital 2007“
Hotel Atom Ostrava, 27.11.2007

Presentation of the Lumius Group

- Group founded in June 26, 2002
- Holder of the license in electricity
- Authorized capital of parent company: CZK 10 mil.
- ISO 9001:2000 for electricity trade
- Activities in Central and South-Eastern Europe

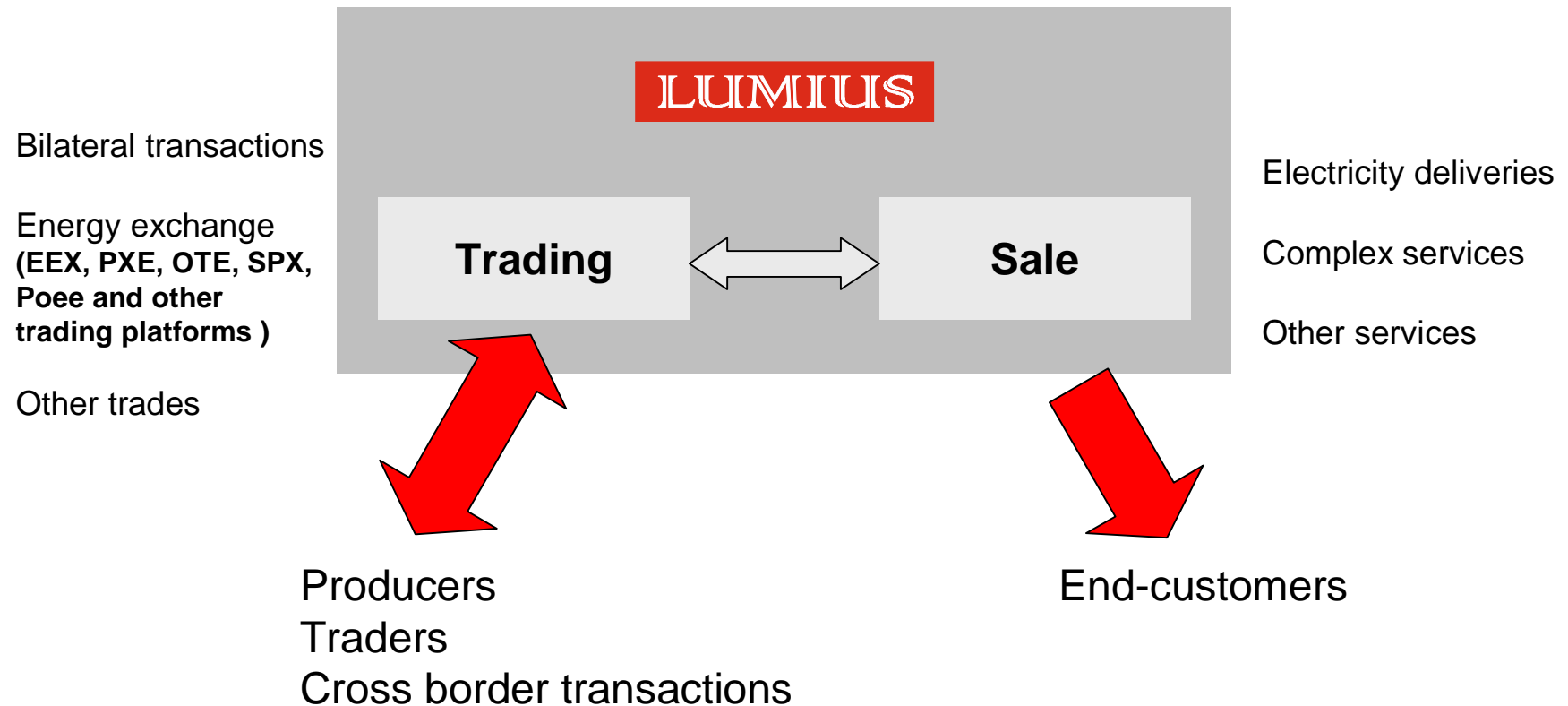




Contact by location:

CZ	Frýdek-Místek
SK	Žilina
PL	Bielsko-Biała
H	Győr
HR	Varaždin
D	Zirndorf
A	Graz
SLO	

Field of activities



Electricity delivery

- Distribution of electricity – it means transmission of electricity right to the customer's delivery point. The price for distribution is fully regulated by the Energy Regulatory Office.
- Electricity – self - electricity. The price for self - electricity is individual for each delivery point and it is the matter of trade competition.
- The contract on electricity delivery and the second one on distribution
 - a) the contract on electricity delivery (the customer closes it with Lumius)
 - b) the contract on electricity distribution (the customer closes it with an appropriate operator of the distribution network)
- The contract only with Lumius
 - the contract on complex services – this contract includes both parts, electricity delivery as well as distribution

Electricity delivery

The main part of our activities focuses in providing quality services to our customers in the Czech Republic, in the Slovak Republic and Poland.

The most important customers are:

Public sector

- Národní divadlo (National Theatre)
- Národní muzeum (National Museum)
- Krajský úřad - Moravskoslezský kraj
(Moravian-Silesian Region - regional authority)
- Hasičský záchranný sbor Moravskoslezského kraje
(Fire Rescue Company Of Moravian-Silesian Region)
- Krajský úřad - Liberecký kraj
(Liberec Region - regional authority)
- Krajská nemocnice Liberec, s.r.o.
(regional hospital Liberec)
- Dopravní podnik města Ústí nad Labem, a.s.
(city transport undertaking)

Trade area

- Iveco Czech Republic, a. s. (manufacturer of buses)
- Black & Decker Czech s.r.o (manufacturer of electric tools)
- VIROPLASTIC CZ, a.s. (manufacturer of plastic materials)
- Stora Enso Timber Ždírec, s.r.o.
(producer of sawn softwood)
- Federal-Mogul Friction Products, a.s.
(manufacturer of components in vehicles and automotive systems)
- AVX Czech Republic s.r.o. (manufacturer of condensators)
- ONTEX CZ s.r.o. (manufacturer of hygienic disposables)
- Solo Energetika, a. s. (power industry company)
- PAPOS v. o. s. (board mill)
- KORADO, a.s. (manufacturer of steel radiators)
- ELTODO-CITELUM, s.r.o.
(public and architectural lighting)
- Automotive Lighting s.r.o. (manufacturer of lighting)
- Mokate (coffee and tea producer)
- Danone (producer of milk products)

Electricity delivery

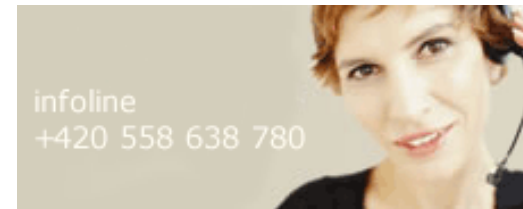
Our services uses also number of hospitals and health service institutions in the Czech Republic.

The most important customers in the **health service area** are:

- Ministerstvo zdravotnictví České republiky
- Krajská nemocnice Liberec
- Masarykova nemocnice v Ústí nad Labem, příspěvková organizace
- Nemocnice s poliklinikou Karviná – Ráj, příspěvková organizace
- Nemocnice Jablonec nad Nisou, příspěvková organizace
- Městská nemocnice Čáslav
- Nemocnice Chrudim
- Oblastní nemocnice Jičín, a. s.
- Nemocnice Šternberk, p.o.
- Lázně Teplice nad Bečvou a.s.
- Vojenská lázeňská a rekreační zařízení

Services for the customers

- Electricity deliveries
 - Undertaking of the responsibility for deviation
 - Undertaking of the obligation to consume electricity from the electricity distribution system
 - Measured hourly data provided by the web portal
 - Copies of invoices sent in the electronic form
 - Distribution services
 - Support in a change of a supplier
 - Deputizing for customer in negotiations with distribution companies
 - A proposal of changes based on monitoring of customer's consumption
 - Services of a regional manager responsible for energy matters
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- Energy consultancy
 - Energy audits
 - Termovision measurement
 - Services, maintenance and deliveries of energy devices (i.e. watch-dog of max. consumed power, compensations, transformers, etc.)
 - Engineering of energy plants



Guarantees of the Lumius Group

- Authorized capital of the parent company: 10 mil. Kč
- Anticipated turnover in 2007: 3,5 mld. Kč
- Liability insurance for damage up to CZK 50 mil.
- Auditor of company: Ernst & Young
- ISO 9001:2000 for electricity trade





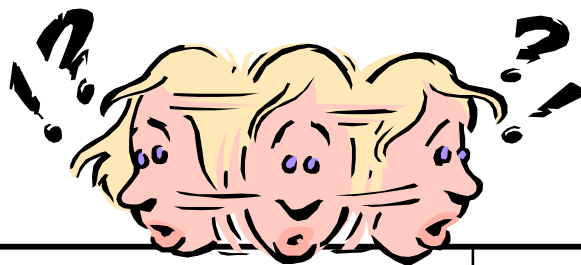
Electricity Where and how save?

Content

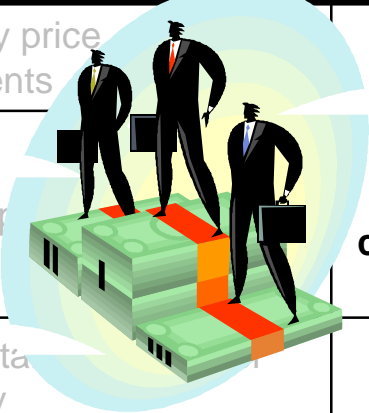
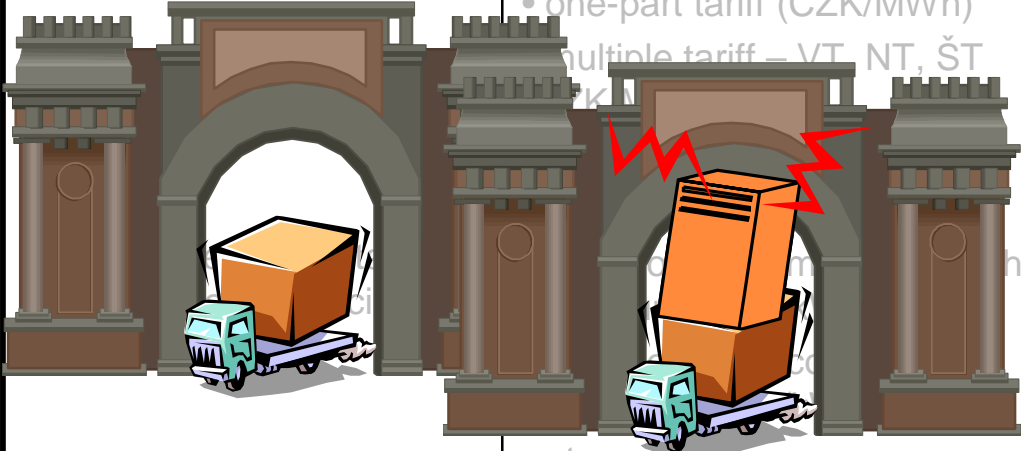
- Electricity price components
- Where and how save ?
- Example

Electricity price components

Electricity price components	A – Unregulated section	B – Regulated section
How the price is created	Selection procedure (commercial competition, competition of tenders pursuant to the act no.137/2006 Coll.)	Price resolution of ERO (Energy regulatory office)
Part in total price paid for electricity	75 %	25 %
Separate items of total price paid for electricity	<p>1) <u>Base items</u></p> <ul style="list-style-type: none"> • one-part tariff (CZK/MWh) • multiple tariff – VT, NT, ŠT (CZK/MWh) • winter, summer <p>2) <u>Other items</u></p> <ul style="list-style-type: none"> • price for 1 kW measured $\frac{1}{4}$ hour maximum (CZK/kW) • price for 1 kW concluded $\frac{1}{4}$ maximum (CZK/kW) • etc. 	<ul style="list-style-type: none"> • System services (CZK/MWh) • Activity of market operator (CZK/MWh) • Support of renewable sources (CZK/MWh) • Network usage (CZK/MWh) • Reserved capacity on year or month basis (CZK/MW and a month) <i>measured $\frac{1}{4}$ hourly maximum in a month (kW) is monitored</i> • eventually other regulated items • Electricity tax (CZK/MWh)

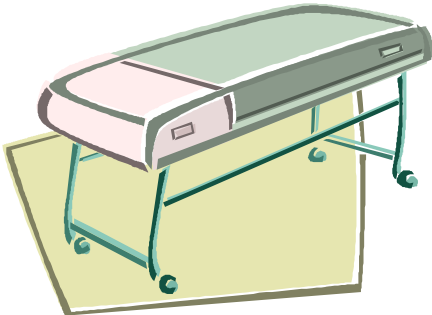



Where and how save?

Electricity price components	A – Unregulated section	B – Regulated section
 <p data-bbox="273 528 459 564">How the price is determined</p>	<p data-bbox="797 456 1366 639"><u>Selection procedure</u> (commercial competition, competition of tenders pursuant to the act no.137/2006 Coll.)</p>	<p data-bbox="1487 501 1899 592">Price resolution of ERO (Energy regulatory office)</p>
<p data-bbox="273 671 472 746">Part in total electricity</p>	<p data-bbox="1039 692 1122 724">75 %</p>	<p data-bbox="1653 692 1736 724">25 %</p>
	<p data-bbox="797 783 1021 820">1) <u>Base items</u></p> <ul style="list-style-type: none"> <li data-bbox="797 836 1240 873">• one-part tariff (CZK/MWh) <li data-bbox="797 888 1240 925">• multiple tariff – VT, NT, ŠT <li data-bbox="797 1299 875 1331">• etc. 	<ul style="list-style-type: none"> <li data-bbox="1413 783 1877 820">• System services (CZK/MWh) <li data-bbox="1413 836 1832 911">• Activity of market operator (CZK/MWh) <li data-bbox="1413 927 1890 1002">• Support of renewable sources (CZK/MWh) <li data-bbox="1413 1018 1854 1054">• Network usage (CZK/MWh) <li data-bbox="1413 1070 1966 1273">• <u>Reserved capacity</u> on yearly or monthly basis (CZK/MW and a month) <i>measured 1/4 hourly maximum in a month (kW) is monitored</i> <li data-bbox="1413 1289 1921 1326">• eventually other regulated items <li data-bbox="1413 1342 1823 1378">• Electricity tax (CZK/MWh)

Example



Electricity price components	A – Unregulated section	B – Regulated section
How the price is created	<u>Selection procedure</u> (commercial competition, competition of tenders pursuant to the act no.137/2006 Coll.)	Price resolution of ERO (Energy regulatory office)
Part in total price paid for electricity	75 %	25 %
Saving	<p>Annual consumption: 2 400 MWh Saving: 40 – 60 CZK/MWh Annual saving: 120 000 CZK</p> 	<p><u>Reserved capacity (RC)</u> 113 509 CZK/MW and a month reduced RC by 0,1 MW Saving: 11 350,9 CZK monthly Annual saving : 136 200 CZK</p> 

Thank You for Your attention

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