

Press release:

NODA in cooperation with Business Sweden regarding German market growth

Karlshamn/ Berlin 2017.02.10 – NODA Intelligent Systems AB, one of Scandinavia's leading providers of smart energy services, has entered into cooperation with Business Sweden in Berlin regarding market growth support in Germany.

- In our growth and expansion strategy we have defined the German market as one of the most interesting in Europe for intelligent smart district heating solutions, says Patrick Isacson, CEO of NODA.
- Germany is, together with Sweden and Poland, the biggest market for district heating and cooling in the European Union in terms of absolute numbers. And the German district heating market is growing. National policy-makers confirmed an objective of growing Combined Heat and Power from today's 16 % to 20 % by 2020. We aim to support that.

Business Sweden is since February 2017 supporting NODA with market analysis reports and lead generation.

- We have cooperated with Business Sweden in France, Poland and the UK in different projects during the last year and for a Swedish actor like us, entering a new market, access to the local presence and the established local network of Business Sweden is invaluable, says Patrick Isacson.
- We are excited to support such an innovative company as NODA with their growth strategy in Germany. Given the increased focus on heat within the German energy transition NODA's energy efficiency offering suits the needs of the market. Still, there are challenges to face including restraint in regard to digitisation and complex ownership structures among potential partners. We look forward to our continued collaboration with NODA and in providing them with useful insights about the German market, says Titti Lindell, Senior Project Manager at Business Sweden Germany.

The ongoing project runs until second quarter this year with a mutual ambition of continuous cooperation.

For further information, please contact:

Patrick Isacson, CEO NODA AB, patrick.isacson@noda.se, +46 738 318840

Titti Lindell, Senior Project Manager Business Sweden, titti.lindell@business-sweden.se, +49 30 893 60 619

About NODA:

Optimizing energy systems is one of the great challenges of our times. By providing the market with intelligent energy systems NODA's vision is to take a leading role in designing the new sustainable smart energy landscape. NODA develop and provide Smart Heat Grid Solutions for optimization of District Energy Grids, and Smart Heat Building Solutions for energy efficiency in buildings. With over 1.500 buildings connected we are one of the leaders in this area. Our customers are among utilities, building companies and energy service companies. www.noda.se