

Based on knowledge. Focused on impact.

CON +  
PLUS  
ULTRA

## • Energy & Carbon Management

Integrate energy and climate protection as key elements in operational and organizational decision making processes. Improve energy efficiency, reduce emissions. Define Strategies and measures. Open the path for the implementation of innovative energy technologies.

ConPlusUltra provides expertise in shaping the energy future and supports domestic and international policy and decision makers in the public and private sector.

## ConPlusUltra, Austria

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- + Established in 2001 (as the former KWI Consultants Ltd.)
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- + Company registration FN 207474i
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ConPlusUltra Ltd is one of Austria's leading consulting companies (initially established as part of KWI Architects, Engineers & Consultants Group in 1989 in St. Poelten) and provides a full spectrum of environmental services, from energy efficiency and renewable energy production to energy audits, climate protection, environmental management and engineering and sustainable development.

Our long-term experience in the consulting business enables us to offer first-rate advice to public and private clients. ConPlusUltra's expert team has a long and successful history of developing, supporting and assessing clean energy and greenhouse gas reduction projects.

In addition to the permanent advisory team of currently 250 experts ConPlusUltra can rely on an extensive network of domestic and international partners which enables us to bring our skills and resources closer to our clients.

ConPlusUltra offers service in the following business areas:



Engineering & Law

- Environmental law
- Industrial plants law
- Occupational Health & Safety law
- Software Compli@nce<sup>+</sup>
- Integrated management-systems
- due diligences and expert opinions



Energy & Environment

- Energy strategies & concepts for public and private institutions
- Technical appraisal & feasibility studies
- Project development
- Renewable energy & Energy efficiency
- Applied R&D



Business & Innovation

- Process & project development for innovative & sustainable enterprises
- Programme management for public institutions
- Business innovation & development



ConPlusUltra supports customers on all levels, from international financings institutions and organisations, national and regional public clients to local communities, from large industries to small and medium-sized enterprises.

### Clients:

- International organisations e.g. European Commission, United Nations
- International financing institutions e.g. The World Bank, EBRD, IFC
- Industry, trade and SMEs e.g. OMV Refinery, REWE; Mondi Business Paper
- Public bodies e.g. Austrian Ministry of Environment, Lower Austrian Regional Government, City of Vienna, Austrian Development Agency
- Austrian financing institutions eg. Kommunalkredit, Austrian Control Bank, Austrian Development Bank

## Energy concepts for municipalities and regions

Facilitate the innovation of our energy system. Assess, recognize potentials and devise relevant measures. Move forward in environment and climate protection through continuous awareness building and realization of common activities.

ConPlusUltra supports communities and regions in the development and implementation of customized sustainable energy concepts and action plans.

Energy concepts and strategies are an important political instrument to initiate a long term planning approach at local and regional levels and achieving a high degree of institutionalization and implementation. In accordance with Austria's national and regional energy policy and the EU's legal requirements energy concepts are a key factor to realize reduced energy consumption and increased use of renewable energy sources in the long term run.

ConPlusUltra supports cities, communities and regions in the development and implementation of energy concepts:

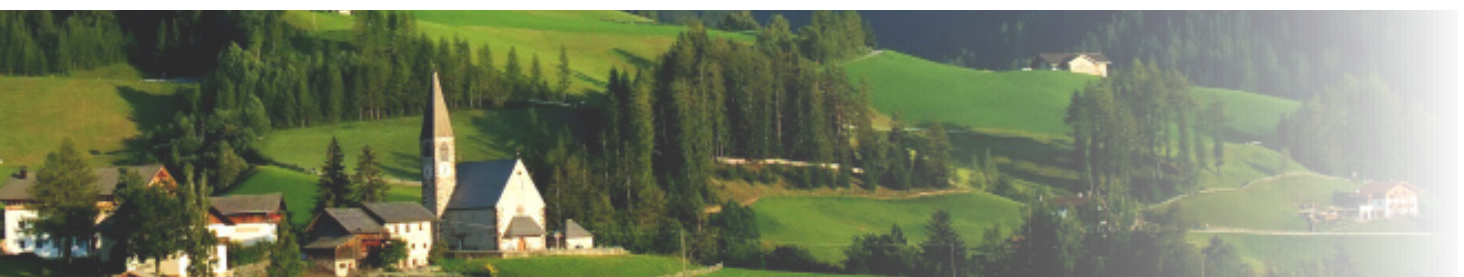
### Process Support

- Facilitating stakeholder management
- Development of visions and strategies
- Key player and stakeholder coordination
- Communications and public relation activities
- Overall planning and project management

### Technical Support

- Preparation of energy and greenhouse gas balances
- Detailed survey of energy saving potentials and use of renewable energy at local and regional level
- Feasibility studies and step-by-step guidance for implementation
- Development of tailor-made implementation concepts and action plans (strategic and operational planning)

ConPlusUltra's consultants can look back on an impressive track record of more than 10 years experience in assisting clients from the public sector, combining technical and economical know-how to support the implementation of your local strategic process.



## Corporate energy strategies and optimization of supply and demand

Establish current energy needs. Recognize and anticipate technical and legal framework conditions, understand how the energy market works. Analyse options and develop feasible concepts. Manage energy efficiently on corporate level and integrate energy management systems into the organization's structure.

ConPlusUltra advises industrial companies and small and medium-sized enterprises on the realization of energy saving potentials and the planning of innovative supply concepts.

In the course of an energy concept we conduct energy audits to assess the overall energy demand, operational processes and their specific energy demand as well as alternative supply options. Taking into account demand of resources, emissions and the economical framework (investment and operating costs) priorities are defined and individual measures identified in close cooperation with the client.

ConPlusUltra's energy team develops the best supply solutions considering the specific technical, legal and economical framework and assists in the support of an integrated energy management system (based on the ISO 50001 standard respectively the European Standard EN 16001).

We offer following services in this field:

### On-site assessments and potential analyses

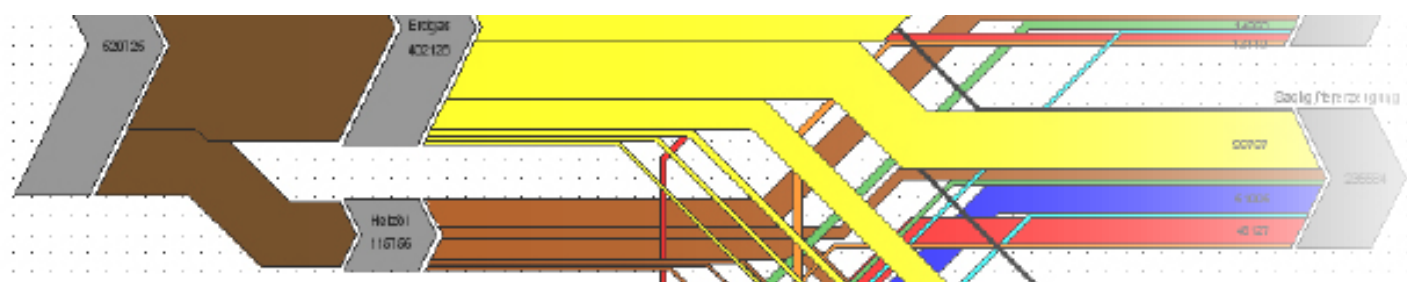
- Energy consumption surveys (evaluation of yearly, monthly and diurnal cycle energy data) and energy flow charts (sankey diagram)
- Identification of consumption related production indicators (products and production quantities)
- Survey of technical data of the current production and energy supply systems (types of equipment, maximum capacities and load factors)

- Analyses of energy prices and tariff and costs structures
- Benchmark comparisons, energy performance indicators and sector analyses
- Identification of energy saving potentials in production, buildings and energy supply
- Establishment of potentials for the use of renewable energy sources to increase the enterprise's autonomous energy supply (power, heat, cooling)

### Support development of strategies and implementation

- Accompany the preparation of corporate energy policies and energy management documentation
- Detailed specification of implementation measures and preparation of feasibility studies
- Definition of options and variants for realization of projects
- Cost assessments
- Dynamic profitability and cash-flow analyses based on international standards
- Identification of suitable funding schemes - ConPlusUltra's energy consultants are listed counselors in various Austrian consultancy support programs (klima:aktiv, Austrian Economic Chamber, Ökomanagement)

Our highly qualified interdisciplinary team includes engineers, legal consultants and experts with economic and organizational background. This empowers us to provide the best strategic and technical support of your domestic and international energy implementation projects.





## Climate strategies and instruments

Develop greenhouse gas balances. Assess carbon footprints for products, services or value chains. Visualize greenhouse gas emissions of projects and organizations. Identify emission reductions potentials and implement climate change projects.

ConPlusUltra supports companies in the analysis of their greenhouse gas emissions and is a valuable partner in the implementation process of domestic and international climate protection measures.

Voluntary climate protection mechanisms offers a wide range of options for responsibly acting corporations, in order to

- become a player in a society with increased awareness of sustainability issues
- develop a profile as a sustainably committed firm by contributing this valuable factor to the organization's environmental management
- raise awareness of sustainability issues amongst your staff
- anticipate international requirements for more sophisticated corporate carbon management

For industrial companies and SMEs that are acting on the globalized market carbon footprinting is a key indicator for optimizing the greenhouse gas emissions of the entire value chain and corporate activities. Based on a carbon potential assessment appropriate measures for the improvement of the greenhouse gas balance of the whole enterprise are established. Thus you are ideally equipped to handle the increasing climate change challenges and enjoy the subsequent economic benefits. We offer to support you in the

### Assessment of your greenhouse gas impact

- Precise assessment of the status quo including survey of all greenhouse gas emissions in the production process and transport chain. Development of a carbon inventory in form of a corporate greenhouse gas balance
  - greenhouse gas emissions are determined within the

complete value chain or the (product) life cycle and summarized in a greenhouse gas balance. The calculation method will be tailored to your company's needs and is based on international ecological accounting standards (such as ISO 14040 and 14064)

- Additionally, a critical, comprehensive review by an independent certification authority may be carried out.
- Estimation of the future emissions development based on business forecasts
- Preparation of a report template und clear description of the accumulated greenhouse gas emissions for internal and external communication purposes (for example sustainability or CSR reporting).

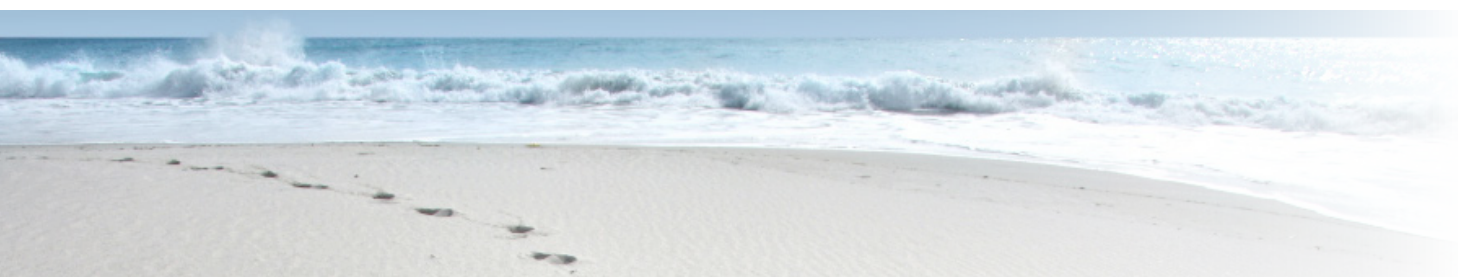
### Establishing a climate strategy for your company

- Point out corporate emission reduction potentials  
Compensate unavoidable greenhouse gas emissions by carbon offsetting
- Integration of climate strategies into the existing management system certifications based on ISO 14064 (Monitoring and Reporting of greenhouse gas-emissions) and ISO 50001/EN 16001 (Energy Management Systems) respectively

### Developing your international climate protection project:

- Within the existing flexible mechanisms of the Kyoto Protocol, such as Joint Implementation (JI) and Clean Development Mechanism (CDM) we prepare all project documentation (PIN-Project Idea Notes; PDD – Project Design Document) and support investors in establishing monitoring plans and the validation and project certification.

ConPlusUltra provides first-class skills and services, supporting you in the process analysis and the calculation of your individual carbon footprint for your products and services. Furthermore, we act as your partner in developing and implementing your domestic and international climate protection projects.



## Project Development in the Energy Sector

Set the path for your energy project. By developing energy master plans, feasibility studies and business plans. Preparing risk assessments and financing concepts for energy investments. Energy efficient buildings, real estate developments and renewable energy projects will thus be accompanied on their way to realization.

ConPlusUltra advises project developers and investors in the energy and real estate development sectors and supports the decision-making process for the realization of innovative energy projects.

Tailor-made services are being provided throughout the entire project cycle for the successful realization of energy projects or specific investments where energy supply and demand play an important role. Apart from the appropriate selection of project locations and other determining factors (e.g. access to grid) on site, the technical, economical and legal framework conditions are key issues for the implementation of the project.

Establishing a close cooperation and securing the consultant's specific experience at an early stage allows the client/investor to benefit

- assessment and clarification of crucial local factors
- technical and economical due diligence of investment projects
- increase the reliability of the investment
- increase the legal compliance
- risk assessment and timely feedback for remedial measures to be taken for required adjustments

In the course of the development of your investment project our interdisciplinary consultant team can support you with the following services:

### Energy masterplans

- Development of visionary approaches for an efficient and sustainable energy supply of real estate projects

(buildings, business parks, etc.) and selection of sites for development of renewable energy installations.

### Feasibility studies

- Assessment of all relevant and basic information necessary for decision-making and further project development.

### Business plans

- Structuring project ideas and assessment of market-ability of investment projects

### Due diligence assessments

- Analysis of the relevant technical and economical parameters as well as risk assessments for acquisition projects and financing. Assessment and evaluation of legal conditions and compliance for the operation.

### Financial and funding appraisals

- Technical expertises for international financing institutions, banks and investors as a basis for acquiring project financing
- Support for project developers and investors in securing appropriate funding and financing
- Funding appraisal, including screening of national and international funding programmes and opportunities for investments

Project-based consulting requires a strong co-operation with the client/investor or its assigned project management, based on mutual confidence and reliability.

ConPlusUltra provides an experienced and inter-disciplinary team of technical, economical and legal experts to accompany project developers in the implementation of infrastructure and energy supply projects or building and real estate developments.



## Innovative energy technologies and R&D projects

Clean and efficient energy systems. Sustainable mobility and infrastructure. Necessary strategies that provide the path for the future. Pioneering the future of energy within the partner network. Setting the path for the buildings and energy systems, innovative cities, enterprises and mobility systems of the future.

ConPlusUltra manages and participates in research and development projects focusing on energy innovation, mainly within its large partner network. Project ideas and research demand are elaborated and submitted to R&D programmes on the national and international level.

There are a number of national and international research and funding programmes available for the implementation of research projects and innovative ideas.

ConPlusUltra can rely on an extensive experts network – especially national and international research institutions, consultancy companies as well as public authorities, for co-operating in research activities.

### Funding Programmes

In all sectors of our business we frequently work in various programmes, such as

- National programmes: Austrian Climate and Energy Fund, New Energies 2020, House of the Future Plus
- EU: 7th Framework Programme, Intelligent Energy for Europe, LIFE+
- European Structural and Cohesion Funds: European Territorial Cooperation (ETC), as well as transnational programmes (e.g. Central Europe)

Apart from participation in these programmes we strive to secure funding opportunities for clients within a wide range of prospective partners, including federal ministries or regional governments.

### Services

We continuously screen existing national and international research funding programmes as well as programmes for trans-national co-operation to offer you the following services:

- Development of project proposals
- Provision of suitable co-operation partners within the research community and other national & international networks
- Project management and implementation
- Provision of relevant technical experience in the field of energy technologies, energy and carbon management and others.

We support your participation in the course of energy and climate protection relevant research and demonstration projects and ensure that innovative knowledge will be integrated into energy concepts on the national, regional and local level and within business developments. As part of our consultant role we support you in the formulation of your ideas and arrange the project implementation.

Furthermore we can provide specific expertises and studies in the course of national and international energy strategies (e.g. National Energy Efficiency Action Plans, CO<sub>2</sub> allocation plans for industry) and carry out programme and project evaluations.

