



Profile of Cofely Deutschland GmbH

Cofely Deutschland GmbH is one of Germany's leading specialists for building-related installation engineering and integrated building services, facilities engineering and process technology, facility management, energy management and industrial refrigeration technology. Cofely Deutschland GmbH and its subsidiary Cofely Refrigeration GmbH, which specialises in refrigeration technology, were formed in November 2009 from the former Axima Deutschland and Axima Refrigeration and are part of the French GDF Suez Group, Europe's leading energy provider. Cofely Deutschland's product portfolio covers all technologies related to the planning, construction, operation, maintenance and modernization of buildings and installations as well as industrial refrigeration installations. High-profile reference projects that have been recently completed include managing mechanical services for the new construction project of the Friedrich Loeffler Institute, Federal Research Institute for Animal Health, on the island of Riems, and technical facility management at Henkel's headquarters in Düsseldorf, as well as the energy and operation concept and energy monitoring for the new construction project of the State Agency for Salaries and Pensions in Düsseldorf.

www.cofely.de

Cofely is a sponsor of the German initiative "FM – Die Möglichmacher":

"FM – Die Möglichmacher", which roughly translates as "FM – Making Things Possible", is an initiative that aims to make the range of services provided by facilities management known to a wider public and to interest young talent and qualified personnel in a career in facilities management. Members of the initiative include leading German facilities management companies and the trade organisation GEFMA.

www.fm-die-moeglichmacher.de



Formation	On 9 August 2001, the former Axima took over six independent companies of Sulzer Infra in Germany. These companies merged to form Axima GmbH in mid-August 2003. In late 2008, the company was renamed Axima Deutschland GmbH, and Axima Refrigeration GmbH was integrated as a subsidiary. Since mid-November 2009, both companies have been operating under the names Cofely Deutschland GmbH and Cofely Refrigeration GmbH.
German headquarters	Cofely Deutschland GmbH Dürener Straße 403-405 50858 Cologne
Sites in Germany	20 branch offices in four regions (Berlin, Chemnitz, Dresden, Essen, Frankfurt, Freiburg, Halle, Hamburg, Hannover, Karlsruhe, Cologne, Leipzig, Lindau, Ludwigshafen, Mannheim, Munich, Nuremberg, Stuttgart, Ulm, Würzburg)
Number of employees in Germany	Approx. 1,400 employees
2008 sales	330 million euros
References	Audi, Aventis, BASF, Boehringer Ingelheim, Clariant, DaimlerChrysler, Degussa, DeTe Immobilien, Dorint, EADS, IBM, Infineon, SAP, Siemens, Vetter
Managing Director	Manfred Schmitz



Products and services of Cofely Deutschland

Building Services

In the area of building services, installation and engineering, Cofely provides a full range of products and services relating to ventilation and air-conditioning technology, energy and heating systems, fire safety, sanitation and pipeline construction. Cofely also provides extensive, customised services in the area of measurement and control technology and building automation. Cofely's goal is not only to develop infrastructures that optimise earnings and maintain a long life cycle, but also to meet all flexibility and intelligence requirements of buildings. Due to heightened sensitivity toward energy and operating costs, Cofely places a strong emphasis on economicability. In providing extensive analyses of energy optimisation and performance contracting, Cofely can draw on the resources of its parent company GDF Suez, one of the world's largest energy groups.

Facilities engineering and process technology

In addition to building technology, facilities engineering and process technology form another key focus of Cofely's work. Cofely can point to an impressive number of reference projects in this field, particularly in the area of technical facility and process development for industrial production processes, laboratories, research facilities, hospitals and nuclear power plants. The focus here is not only on technical implementation, but also on ways to reduce costs and maximize the company's productivity and product quality.

Facility services

Facility management/technical building management

The complexity of a building increases along with the requirements imposed on modern buildings today, and thus also the need for comprehensive technical services. Cofely supports companies by providing expertise and in-depth knowledge of all aspects of key building services, including total facility management.

Depending on the project requirements and desired scope of value creation, Cofely works together with its customers to develop the optimum cooperation model. Cofely's expert teams have extensive experience with outsourcing complete functional areas: employee transfers according to § 613a of the German Civil Code (BGB), including asset transfers, contracts based on service level agreements (SLA) and key performance indicators (KPI) as well as cost-based service agreements such as guaranteed cost reduction agreements (GCR).

Products and services of Cofely Deutschland (continued)

Facility management/technical building management (continued)

Cofely's best-practice experience and use of specific benchmarks round out these business models. With periodic "SLA Audit and Review" programs, the company reviews the arranged maintenance strategies and business processes and adapts them to new circumstances as needed. Cofely's scope of value creation in technical facility management is at least 80%. By taking an active role in maintenance and combining management expertise to produce synergies, Cofely can generate and guarantee demonstrable value added for its customers over the long term.

Energy services

Technological developments, energy market liberalisation and more strictly regulated environmental protection practices impose new and complex challenges on energy service providers. Outsourcing energy management services to competent partners is gaining in popularity as an efficient strategy for economic success.

As a leading market supplier, Cofely provides energy management services for a building, over the entire life cycle if desired, from determination of requirements, planning, construction and operation of the power supply installations to energy procurement, conversion and distribution and even monitoring and billing. As a performance contracting partner, Cofely provides its customers with attractive financing models and guarantees long-term savings in energy consumption costs.

Energy management solutions for industry

The demands imposed on an industrial company's production, logistics and administrative sites are growing all the time. Economicability is a top priority. Due to increasing cost pressure and the need for greater efficiency, outsourcing energy and heat supply services has become an important tool in meeting these demands. Professional energy management means guaranteed supply, improved efficiency and cost transparency, while simultaneously complying with environmental protection and security standards.

Cofely offers customised solutions with an emphasis on the following service areas:

- On-site energy and media management
- Technical facility management

Products and services of Cofely Deutschland (continued)

Energy management solutions for real estate

In an effort to reduce greenhouse gases and comply with new legal regulations, such as the German Energy Saving Ordinance (EnEV) and the Renewable Energy Sources Act (EEG), many property owners are focusing more and more on modernising or refurbishing their heating installations. The level of investment required to do this often creates enormous financial problems for building societies and residential property owner associations.

Energy supply contracting provides a practical and efficient way to avoid such high investments. In many cases, the modernisation work can also be financed over the long term by energy savings and efficient operation of the installation.

Cofely provides a full range of energy supply contracting services for property owners:

- District heating for heating and hot water
- Local heating supply
- Power supply from combined heat and power plants
- Operation of technical facilities (such as cooling, air-conditioning and secondary energy networks)
- Heating cost billing

Energy performance contracting

Energy performance contracting agreements make it possible to efficiently handle the technical and financial aspects of sanitation services. By handling the planning, financing, provision and support of energy-saving measures, Cofely reduces its customers' energy consumption costs over the long term. As part of a free preliminary analysis, Cofely determines the potential cost savings in energy consumption. The customer can subsequently decide whether to continue the project.

Operation contracting (facility contracting)

With this type of contracting, Cofely operates the customer's technical facilities and infrastructures. Under a service agreement, Cofely provides the customer with a guarantee of maximum quality, schedule faithfulness and reliable operation for the facilities. The quality standards are developed and agreed on jointly with the customer. Remote diagnosis and remote monitoring ensure that the facility is available even outside of operating hours. Service teams stand by 24 hours a day in order to restore facility operation as quickly as possible if operation is interrupted.



Profile of Cofely Refrigeration

Cofely Refrigeration specialises in all aspects of economical and energy-efficient industrial refrigeration installations. The company's product and service portfolio includes project planning, production, operation and support for refrigeration installations of all kinds as well as refrigeration units and cooling towers. Headquartered in Lindau on Lake Constance, the company has an extensive sales and service network in Germany as well as the support of a global corporation as a member of the GDF Suez Group. The company traces its origins to the Sulzer company, which was founded in 1834 and presented the world's first refrigeration machine at the 1878 World Exposition in Paris. Cofely Refrigeration is a subsidiary of Cofely Deutschland, which is active in the areas of installation engineering, facility services and energy services and earned a total of EUR 330 million in sales in 2008. The sales share generated by Cofely Refrigeration, which employs 360 people, amounted to EUR 80 million. www.cofely.de

Formation

Cofely Refrigeration traces its roots to the Gebrüder Sulzer company, which was founded in 1834 in Winterthur, Switzerland. In 1878, Sulzer built the world's first refrigeration machine on the occasion of the Paris Exposition. In 1921, the Escher-Wyss Works in Zurich purchased the existing factory property in Lindau and began mass-producing refrigeration machines. After the Sulzer Group reorganized, the company became a legally independent entity and took on a new name: Sulzer Escher Wyss GmbH. In 2001, the Belgian Groupe Fabricom, a subsidiary of the Suez Group, acquired Sulzer Escher Wyss and continued to operate the company under the name Axima Refrigeration GmbH. In November 2009, the company began doing business under the name Cofely Refrigeration GmbH.

German headquarters

Cofely Refrigeration GmbH
Kemptener Straße 11-15
88131 Lindau

Sites in Germany

5 service regions in Germany with sites in Berlin, Essen, Frankfurt, Halle, Hamburg, Hannover, Lindau, Mannheim, Munich, Nuremberg and Stuttgart. Additional refrigeration services in Dresden, Freiburg, Kassel, Magdeburg and Saarbrücken are in the works.

Number of employees in Germany Approx. 360 employees



References

Audi, Aventis, BASF, BMW, Boehringer Ingelheim, Clariant, DaimlerCrysler, Degussa, EADS, Munich Airport, IBM, Infineon, Kunsteisbahn Deutschlandhalle Berlin, Merck, Messe Düsseldorf, Metro, Nestlé, Procter & Gamble, UBS, Vetter, Volkswagen, Wagner Tiefkühlprodukte

Managing Director

Dr. Martin Altenbokum, Andreas Eyd

Parent company

Cofely Deutschland GmbH



GDF Suez

One of the world's leading energy providers, GDF Suez is active across the entire energy value chain in the electricity and natural gas sectors – from energy production/generation to sales. The company's divisions (Energy, Energy Services and Environment) are based on a responsible-growth model as a way to meet current and future challenges. These include meeting energy demands and guaranteeing supply, fighting climate change and maximising the use of resources.

GDF Suez relies on diversified supply sources as well as flexible and highly efficient energy generation in order to provide innovative energy solutions to individuals as well as the public sector and private business.

www.gdfsuez.com

GDF Suez at a glance

Formation	Suez was founded in 1858 to build the Suez Canal. In 1997, Suez merged with Lyonnaise des Eaux. In 2008, Gaz de France and the Suez Group merged.
Worldwide offices	Branch offices in over 100 countries
Employees worldwide	Approx. 200,000 employees
2008 sales	83.1 billion euros

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