



Clean Energy For A Better Life



company profile

1899
origins
76
companies
1800
employees
850
million
dollars
2012



who we are

CPL CONCORDIA is part of an Italian multi-utility cooperative group established in 1899, comprised of 76 companies and 1800 employees, with consolidated revenues approaching \$850 million dollars. It is involved in every aspect of energy: from procurement and distribution to sales and accounting for gas and electricity, as well as its production by means of both traditional and renewable systems. From planning to execution of solutions that improve energy efficiency and produce savings of resources for public and private customers. CPL CONCORDIA has operations on 4 continents: Europe, Africa, North America, South America, and Asia.



operating mission

CPL CONCORDIA's mission statement expresses the company's reasons for existing and for operating. It is based on the values that have been developed over its history, and it is a useful tool for focusing the workers' efforts toward a common goal. CPL CONCORDIA stands for "Cooperativa di Produzione Lavoro di Concordia" or "Cooperative for Production and Work in Concordia," the city in the province of Modena where the cooperative was founded and continues to operate from its headquarters. "Since 1899

our mission has been to create real work: work that is regulated and safe and that values people and their capabilities. Work that bestows dignity on those who perform it and that allows them to grow personally and professionally. Work that provides a valuable contribution to society. Work that is performed to the best of our abilities with professionalism and consistency. Today we express our mission by operating in the field of energy."



history

CPL CONCORDIA is a cooperative enterprise that was founded in 1899. From its original area of operations, the cooperative has become rooted everywhere there is fertile ground offering work and an opportunity for development. From land reclamation and canal construction (at the beginning of the century) they turned to constructing railway, road, and water supply infrastructure. In 1963 CPL CONCORDIA reached a turning point and began working in the field of energy: it built its first gas distribution network. From this point new capabilities and specializations were developed, which today meet the needs of every facet of the energy market.

CPL CONCORDIA has launched an internationalization process with the expectation of earning 30% of its revenues internationally within the next 10 years. For this reason the company decided to add the manufacturing and marketing of **CPL CONCORDIA INDUSTRIAL** brand products to its core business. What do we want for the future? To contribute to energy savings and efficiency, creating new jobs and reducing harmful emissions in the world, just as we have done in Italy for over 50 years.

vision



group

Over the past 30 years CPL CONCORDIA has grown due to progressive acquisitions, partnerships and equity investments to manage the development of services and the expansion of our core business activities in Italy and internationally. Currently the CPL CONCORDIA Group is comprised of more than 70 companies that make up the consolidated operations.

Data up to date as of September 30, 2013

GAS

AI POWER S.P.A.
CPL ENERGY INDIA PRIVATE LTD
CPL CONCORDIA FILIALA CLUJ ROMANIA S.R.L.
CPL DISTRIBUZIONE S.R.L.
COOPGAS S.R.L.
EMPRIGAS S.A.
ENERGETSKI SERVIS D.O.O.
ERRE.GAS S.R.L.
FIMETRA S.R.L.
FONTENERGIA S.P.A.
FONTENERGIA 4-6-7-9-10-11-15-19 S.R.L.
FONTENERGIA 26-27-28-35-37 S.R.L.
GAS ENERGY SOLUTIONS GMBH
GRECANICA GAS S.R.L.
ICHNUSA GAS S.P.A.
INVERSIONES ENERGIA Y AMBIENTE S.A.
ISCHIA GAS S.R.L.
MARIGLIANO GAS S.R.L.
P.E.A. PROGETTO ENERGIA AMBIENTE S.R.L.
POLARGAS S.R.L.
PROGAS METANO S.R.L.
REDENGAS S.A.
SARDA RETI COSTRUZIONI S.R.L.
SIC S.A.S.
TI POWER S.A.R.L.

ENERGY

AGRIENERGIA S.P.A.
BIOGENGAS S.R.L.
CENTRALE SASSINORO S.R.L.
CPL CONCORDIA USA INC.
CPL METERING GROUP INC.
CPL DISTRIBUTED GENERATION GROUP, INC.
CPWH L.TD
CRISTOFORETTI SERVIZI ENERGIA S.R.L.
ENERGIA DELLA CONCORDIA S.P.A.
JOKA-CPL POLSKA Z O. O.
NY ELECTRIC MAINTENANCE & DATA CORP.
SERIO ENERGIA S.R.L.
SPV IMBO S.R.L.
VEGA ENERGIE S.R.L.
VIGNOLA ENERGIA S.R.L.

PHOTOVOLTAICS

ECOENERGY S.A.
FANO SOLAR 1 S.R.L.
FANO SOLAR 2 S.R.L.
GHIRLANDINA SOLARE S.R.L.
IES SOLARE S.R.L.
INTERENERGIA S.P.A.
INTERENERGIA UNO-DUE-TRE-QUATTRO S.R.L.
MARCHE SOLAR S.R.L.
NOCI SOLAR 1 S.R.L.
NOCI SOLAR 2 S.R.L.
NOTARESCO SOLAR S.R.L.
SANT'OMERO SOLAR S.R.L.
SOLARPLANT S.R.L.
TORANO SOLAR S.R.L.
TRINOVOLT S.R.L.

OTHERS

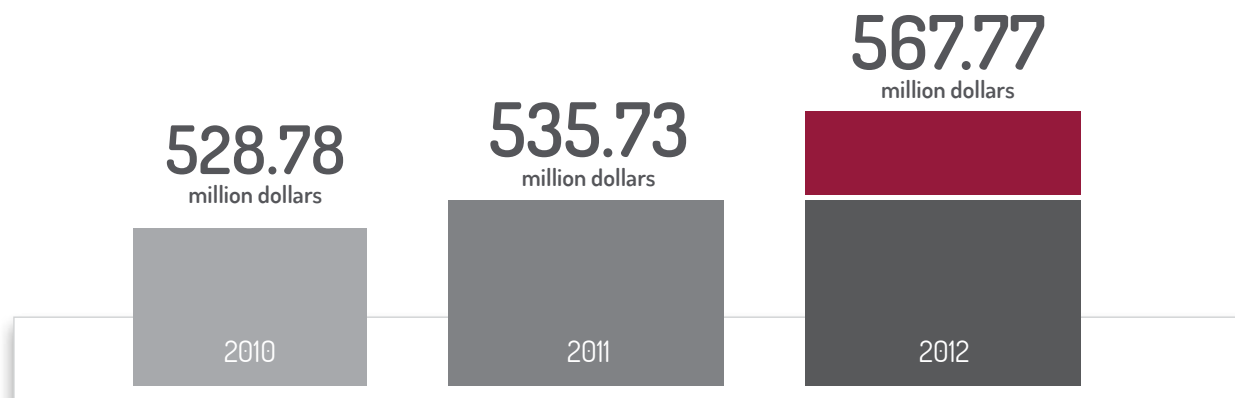
COIMMGEST S.P.A.
CPL FUEL S.R.L.
GHIRLANDINA SPORT S.R.L.
IMMOBILIARE DELLA CONCORDIA S.R.L.
MODENA FOOTBALL CLUB S.P.A.
PEGOGNAGA SERVIZI S.R.L.
TECLAB S.R.L.
X DATANET S.R.L.

numbers of value

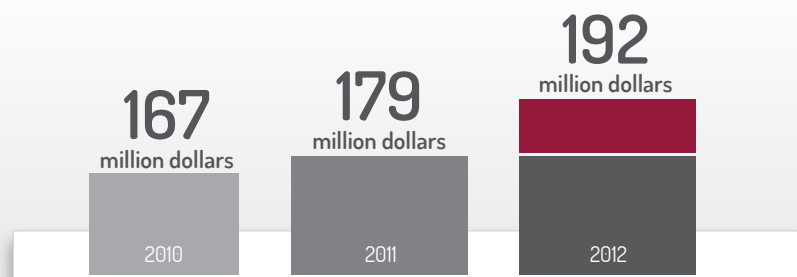
numbers of value

The Group's positive financial results are a result of various factors: the constant trend of stable profits, continuity of work orders, expansion into new business areas, and the constant increase in employment.

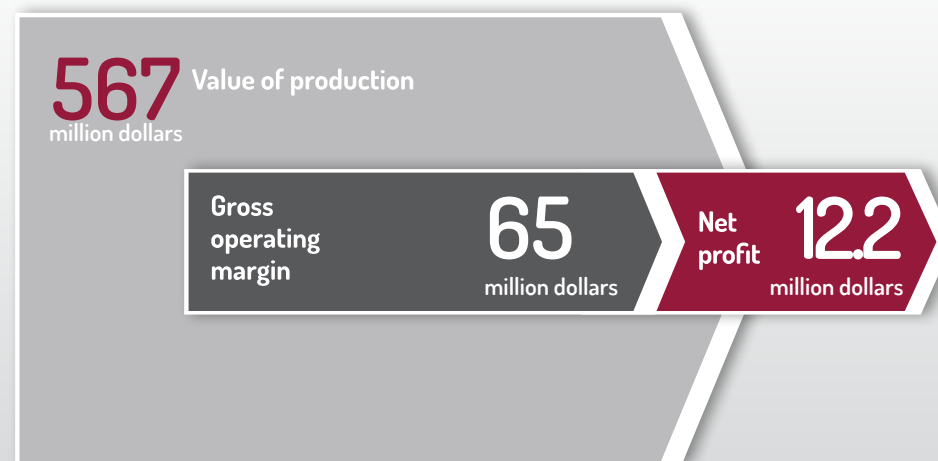
The data provided herein refer to the Fiscal Year 2012 financial statements.



CPL CONCORDIA Group's value of production



CPL CONCORDIA Group's net assets



Year of reference: 2012



green energy

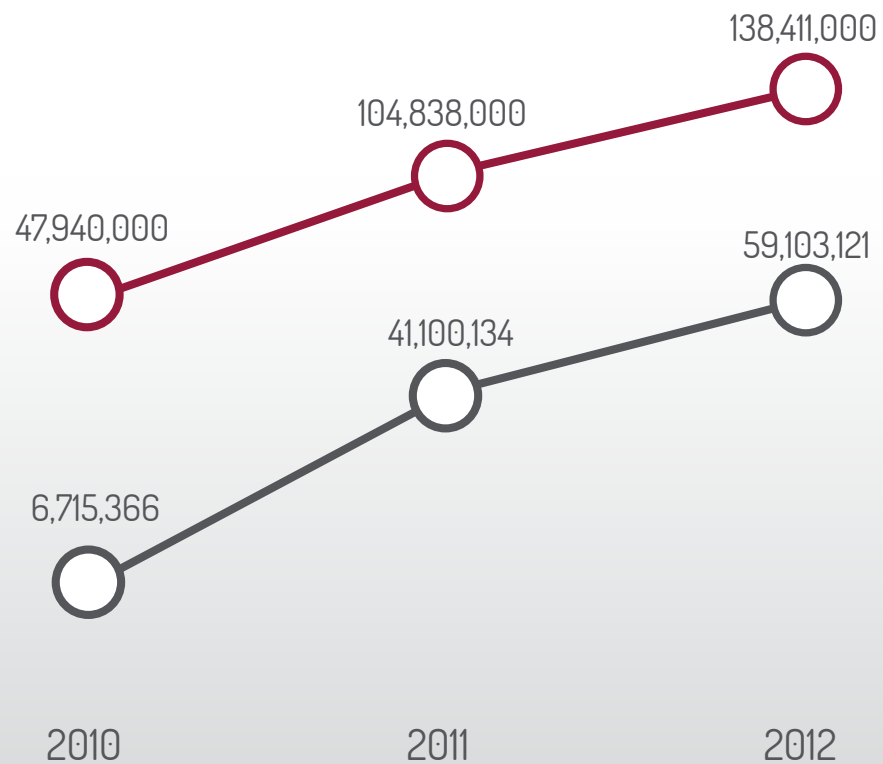
The progressive development of “green” policies and the construction and maintenance of renewable energy source systems have allowed CPL CONCORDIA in the last three years to achieve important results in the reduction of damaging emissions in the atmosphere, especially CO₂

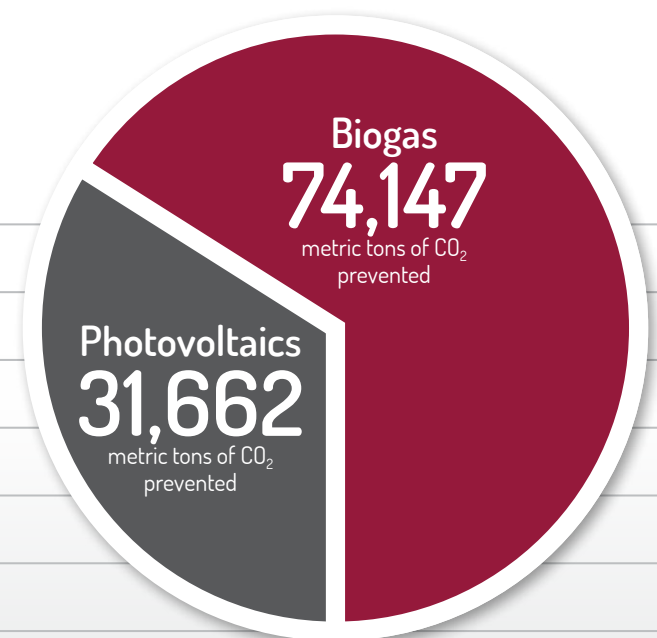
Biogas

kWh generated

Photovoltaic

kWh generated





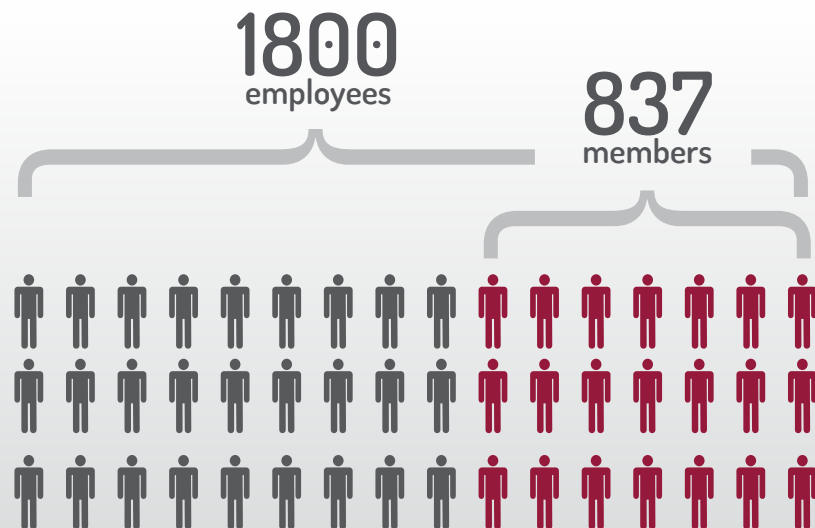
Data up to date as of 2012

sustainability

sustainability

CPL CONCORDIA aspires to the principles of propriety, transparency, honesty, and integrity and has adopted the highest international standards and guidelines in the management of its activities in every environment in which it operates. The value of our daily work lies in our respect for human rights; it is precisely for

this reason that our relations and relationships with our stakeholders are considered to be high-priority activities. For us “being sustainable” means creating real work, value for our stakeholders with the goal of ensuring a better quality of life, and respecting the people, environment, and society around us.



Data up to date as of September 30, 2013





Quality
Management System
Certification

UNI EN ISO
9001
:2008



Environmental
Management System
Certification

UNI EN ISO
14001
:2004



Worker Occupational
Safety and Health
System

OHSAS
18001
:2007



Energy service
companies
(ESCO)

UNI CEI
11352
:2010



SOA Certification for
Qualification of Public
Works

SOA n°
12160
:2011



National Register
of Environmental
Managers

BO
001502



Social Accountability

SA
8000
:2008

quality
quality

solutions

GAS

Networks
Distribution
LPG storage
Odorization
Cathodic protection
Natural gas fueling stations
Gas pressure regulating stations
and reduction units
Remote control of stations and
consumption
Remote control of networks
Invoicing
Contact center services
Volume converters
Gas meters
Gas software
LNG

PHOTOVOLTAICS

Photovoltaic power systems
Remote control of systems

ENERGY

Energy management
Facility management
Heat management
Building automation
Public lighting
District heating
Electric emergency service
Smart city
CONSIP contracts
Remote control of energy
consumption
Energy software

COGENERATION

Natural gas cogeneration
Trigeneration
After-sales service
Cogeneration modules
Lithium bromide absorbers

BIOGAS AND BIOMASS

Biogas cogeneration
Waste treatment
After-sales service
Cogeneration modules

WATER

Networks construction
Networks management
Water emergency service
Remote control of water supply systems
Water software

OIL&GAS SERVICE

Rotating machinery maintenance
System construction



gas

GAS

Solutions for the entire range of gas operations: from networks construction to distribution and from regulation systems to smart meters

CPL CONCORDIA offers 50 years of expertise in operations in the gas industry: construction, maintenance, and management of natural gas and LPG distribution networks; designing and installation of gas pressure regulating stations and skids; services for gas distribution networks (odorization, leak detection, cathodic protection, and emergency service); smart metering systems; and software for the remote reading of gas meters for projections of consumption and for the invoicing service.

CPL CONCORDIA builds plants for

LNG fueling stations for vehicles and refueling vessels (bunkering). For the transportation of LNG by road the company has a dedicated fleet, first in Europe from the point of view of safety.

› CPL CONCORDIA manages the gas distribution networks for 150 municipalities in Italy and internationally: these include the island of Ischia and the 13 km of underwater gas pipeline connecting the island to Naples. The nearby island of Procida will also soon be served by a new gas pipeline.

- › One of the important projects is the plan for the installation of natural gas distribution networks in Sardinia where, through the holding company Ichnusa, CPL CONCORDIA is constructing 1,500 km of supply networks to serve 84 municipalities.
- › The maintenance of supply networks and the gas emergency service are performed by the company in major Italian cities from Milan to Bologna and from Udine to Padua.
- › In Romania CPL CONCORDIA provides service to more than 14,880

gas consumers, and in Paraná in Argentina (through the companies REDENGAS and EMPRIGAS) more than 50,000 consumers receive service.

- › In Tunisia and Algeria CPL CONCORDIA constructs gas pressure regulating stations and skids, and in France and Spain preheating and pressure reduction units.
- › In India other services regarding natural gas odorization are being developed.





energy

Energy infrastructure, efficiency strategies and monitoring services

Energy infrastructure services, coupled with savings and efficiency are goals that CPL Concordia has been pursuing for more than 30 years. With services covering all aspects of Energy infrastructure construction and maintenance, energy efficiency and management, district heating, public lighting, and software for the metering/billing and energy tracking/forecast, CPL Concordia offers global solutions for the individual building or smart cities alike.

- › CPL Concordia performs Energy Infrastructure services in the commercial, residential, institutional, industrial and government market segments.
- › In Milan CPL CONCORDIA manages ALER (public residential buildings) and the Politecnico di Milano.
- › In addition to a considerable number of Local Public Health Services (Modena,

Arezzo, Salerno, etc.) and private clinics, there are also important companies such as Ducati Motors, AutoBrennero S.p.A., Elsag Datamat (Finmeccanica Group), and Bologna Football Club.

- › CPL Concordia Performs a wide array of energy management services such as Omnicom Group, a global leader in advertising and marketing communications.

- › CPL Concordia manages the electrical infrastructure grid for the Empire State Building in New York City.
- › More than 30 municipal governments (including Montesilvano, Ravenna, and San Benedetto del Tronto) have entrusted CPL to manage their public lighting, with a total of 150,000 lights.



cogeneration and trigeneration

COGENERATION AND TRIGENERATION

The most efficient solution for generating steam, chilled water and electricity.

A cogeneration system produces electricity and thermal energy simultaneously. The advantages of such a system are in its CO₂-neutral operation and an efficiency approaching 95%. With over 30 years' experience, more than 500 systems installed, and 10 million guaranteed operating hours, CPL CONCORDIA

is able to offer its customers the designing and construction of the system and the sale of cogeneration modules (BIBLOC and SINCRO) with rated powers from 35 to 3500 KW. After-sales service and support are the added value of CPL CONCORDIA's solutions, which have always guaranteed a high level of quality in

the operation of systems. In addition to cogeneration, CPL CONCORDIA also builds trigeneration systems (heating, cooling, and electricity). TYFON (CPL's lithium bromide absorber for cooling) makes it possible to achieve maximum energy efficiency for large volumes.

› Its largest customers include:
Telecom Italia, Gruppo Farmaceutico

Angelini, Sport Forum Center in Rome, and Parco Oltremare in Riccione, Milan Airport Linate.

› In Poland it initiated the construction and management of cogeneration systems: The first system is in Wroclaw, for EDF-Polska.

biogas and biomass

BIOGAS AND BIOMASS

A sustainable business opportunity for agricultural enterprises, livestock farms, and landfills.

Biogas, which consists mainly of methane and carbon dioxide, is generated by the anaerobic fermentation of organic material of diverse origin: animal waste, plant biomass, and waste from the agri-food industry. The use of biogas with a cogeneration system is especially recommended for agricultural enterprises, livestock farms, and

landfills. CPL CONCORDIA offers its products and services also to municipally-owned companies, public administrations, and consortiums, helping them to utilize the biogas generated from urban waste landfills. CPL CONCORDIA, which has built over 200 biogas cogeneration plants, is able to construct complete, ready-to-use plants, including both

the management systems and the mechanical portion, by means of the BIBLOC and SINCRO products, which cover a large range of rated powers. Its “Pronto Biogas” service allows it to always be at the customer’s side, thereby guaranteeing a support service, monitoring, and emergency service for the plant. Its successes include the plants in: Novellara (RE)

at the S.A.B.A.R. landfill, Francavilla Fontana (BR), the Gradella and Pollini Cesare agricultural enterprises (PV), the Pio Tosini prosciutto ham factory, and the Bioenergy Parks in Bondeno (FE), which is the largest agricultural biomass plant in Italy (4 MW of power).



photovoltaics

PHOTOVOLTAICS

Energy from the sun at competitive prices

CPL CONCORDIA designs and builds photovoltaic arrays and medium- and large-scale photovoltaic power systems on the roofs of buildings with large surface areas: industrial buildings, shopping centers, cantilevered roofs, parking garages, sports centers, and greenhouses.

› CPL CONCORDIA began building

photovoltaic arrays and power systems in 2007 with the construction of a 500 kW solar array for the municipality of Carano in Val di Fiemme (TN): at the time it was the largest system of its kind in Italy installed by a public administration.

› Operations grew with the construction of a large number of

systems including the photovoltaic arrays in Turi (Bari) and the largest system in Abruzzo, which was constructed for the municipality of Torano Nuovo in the province of Teramo.

› The innovative projects in Padua (on a landfill) and in the flood plains of the Navicelli Canal in Pisa (with

3.7 MWp, it is the largest system in Tuscany and one of the largest in Italy) are particularly important from a technical point of view.

› More than 26,000 solar panels, with a total of 6.2 MW of power, were installed in Bologna on the roof of the Fruit and Vegetable Market. Up to 2012 CPL CONCORDIA installed more than 45 MW of power.





water

WATER

Solutions for managing water resources

Over the last few years institutional bodies have run an intense information campaign to raise public awareness regarding the value of water and water resources. CPL CONCORDIA, knowing the importance of this resource, has implemented a diversity of tools for integrated water management:

water facility monitoring systems, optimization of pumping and supply, alarm systems, accounting and invoicing, as well as the construction of water pipelines and the maintenance and emergency service for them.

The most recent projects include:

- › water supply systems and treatment systems for Acquedotto Pugliese S.p.A.
- › automatic monitoring system for water removal and information system for the province of Lecco
- › the construction and maintenance of water distribution networks in the provinces of Bologna, Milan, Padua, Ferrara, Udine, Pesaro, Ascoli Piceno.



OIL & GAS AND POWER SERVICE

Global Service for rotating machinery

CPL CONCORDIA's Oil & Gas and Power Service division offers integrated services, in Italy and internationally, for the maintenance of rotating machinery such as steam turbines, gas turbines, centrifugal and reciprocating compressors, pumps, and expanders. Operations are concentrated mainly in Italy and North Africa, where the CPL CONCORDIA group has been working for many years.

Its largest customers include:

- › the Italian pharmaceutical multinational ACS DOBFAR, for

which CPL, under Global Service, provides technical support and the routine and special maintenance service for the turbine at the Anagni plant

- › the Algerian national company SONELGAZ, which commissioned CPL to perform an overhaul of steam turbine (850 MW) in Marsat El Hadjadj.



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