

# Welcome

## What is multi-utility?

"Multi utility" is all those products or services that flow into or out of a building, usually underground, including waste disposal.

## Our Mission

Pave the way to a competitive and customer-oriented future for utility and waste management enterprises. Implement difficult and complex authorization procedures.

## Our Philosophy

Our customers and clients must derive genuine realizable value from our work.

# Contact

multi utility consulting (m u c ®)

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# Philosophy

Our work must provide a genuine benefit to customers and clients. Our projects are always implementation-oriented.

- For each requirement, multi utility consulting (m u c ®) creates a team that focuses on the specific tasks at hand
- Only experienced consultants and managers assigned
- Close involvement of the clients' staff
- Management of interdisciplinary teams guarantees success
- Comprehensive consideration of a project's technical, commercial, political and public relations implications

# Experience

Marcus Mattis

- CEO and board activities at national and international energy companies
- Many years of activity on the deregulated power and gas markets
- Several years of consulting activities, contract project management, m&a
- Professor, PhD in engineering, engineering graduate, business sciences graduate, SGBS Consulting Degree (St. Galler Business School)
- Honorary professor at Stuttgart University, faculty for 'Energy, Processing and Bio Technology'; lectures on 'Strategic Planning in Companies Operating on the Cable bound Energy Sector'
- Successful implementation of critical and complex projects

# Fields of Activity

- Supply (electricity, gas, water, heat)
- Disposal and sewage
- Difficult and complex permit procedures and conflict management (strategy and implementation of solutions)
- Strategy development and implementation
- Sales, marketing, product development and product management
- Energy procurement, portfolio management
- Mergers & acquisitions (m&a)
- Restructuring and reorganisation

# Projects

Names of customers and clients:

Much of our work is of a very confidential nature, and it is not desirable for any conclusions to be drawn about particular clients. References may be provided on request and after consultation with the respective clients.

(The projects are in chronological order –the most recent first)

- Development of a sales strategy for energy-efficient products for an international plant engineering firm
- Development of a business plan for a public utility company's cooperative society for energy services
- Regular research into congresses and trade fairs for an energy company
- Analysis regarding the sale and introduction of a flue-gas purification process
- Drawing up of a concept and implementation of the sales cooperation between three public utility companies

- Drawing up of a concept for a sales company to be operated jointly by a public utility company and a regional electricity utility company
- Development of a gas-price strategy for a large public utility company
- Development of a sales strategy for a network of public utility companies
- Provision of consulting services to an energy company in regard to its PR strategy and -PR realisation in the public-utility sector
- Regular creation of a customer magazine for public utility companies
- Development of the realisation of an energy company's brand policies for its public utility companies and other energy holdings
- Strategy and realisation of a joint venture between a public utility company and the facility-management trade
- Development and implementation of multi-utility's strategy with product development for a large water and sewage utility company in a major city with product development and the setting up of a subsidiary
- Implementation of a sales concept for public utility companies and regional electricity companies within the scope of the fusion of two energy companies
  - Conception
  - Development of new services
  - Implementation
  - General project management
- Implementation of a public utility strategy for an energy company with
  - Market survey and conception
  - Implementation with particular concentration on services
- Development of a joint sales concept for several public utility companies and the creation of a concept for joint sales processes and customer acquisition beyond their previous usual regions of activity

## Strategy

- Support to energy corporations in the maintenance or acquisition of power and gas concessions with implementation and development of lease models and grid companies (several projects in roughly 60 localities of different sizes)
- Strategy development for unions (several projects)

- Consulting services provided to companies operating in the field of power transportation and experiencing problems with the implementation of the so-called energy turnaround
- Strategic planning for two winegrowing operations (pro bono)
- Presentations on strategy in the supervisory boards of several public utility companies
- Analysis of the IT strategy for a European multi-utility company in the field of public utilities
- Development of a public utility strategy for company acquisitions and services with market survey and analysis of the competition
- Strategy workshops with managers and executives in a public utility company
- Development of the decision-making basis for the assessment of horizontal and vertical strategic partnerships for a public utility company
- Development of the energy strategy for a multinational consulting company

## Power & Gas Procurement

- Analysis with subsequent optimisation of energy supplies for a paper factory
- In cooperation with a consulting company:
  - Development of a model for comparing gas-supply proposals for municipal utilities and major customers
- Creation of the organization and processes for a regional gas utility company
- Support in gas procurement, including contract negotiations, for several public utility companies and a regional gas utility company
- Energy-procurement consulting services provided to a regional electricity and gas utility company
- Invitation to tender energy-supply bids for industrial companies with considerable cost reduction (including the provision of consulting services regarding grid-usage fees) and negotiations with energy suppliers and grid operators

# Mergers and Acquisitions

- Acquisition and sale of shares in several municipal utility companies and regional utility companies for a regional power utility, large municipal utility companies and large power utility companies (over 20 procedures)
  - Development of the strategy and type of cooperation
  - Accompaniment (sometimes management) of the entire acquisition – process (including contract negotiations)
  - Data room
  - Development of binding proposals
- Provision of consulting services to an energy-services company in the search for a contracting company (several projects)
- Consulting and implementation in the formation of a water administration union from nine municipalities with management for other municipalities
- Advising an international recycling and waste management company when buying a waste management company
- Acquisition of an engineering company for a multinational water and sewage group
- Provision of consulting services for and implementation of the successful acquisition of a contract company for a large municipal utility
- Expert report for a bank to assess mezzanine financing in the energy sector
- Consulting services provided to a public utility company regarding the sale of shares in an energy corporation
- Divestment of two holdings (100% sale) for a multinational power utility group (maximum electrical voltage / maximum output)
- Go-between for an energy group and a public holding company due to the closure of a joint investment in a public utility company
- Search for a strategic partner for a disposal company
- Search for a strategic partner for a public utility company
  - Strategy development
  - EU invitation to tender bids
  - Implementation, including contract negotiations
  - General project management
  - Development of a cooperation ready for implementation
- Acquisition of shares in a public utility company for a regional utility company
- Development of a new cooperation concept for an alliance of municipal utility companies

- Provision of support to a regional public-transport company in the acquisition of a public- transport company (including concept development)
- Development and implementation of a long-term acquisition strategy for a public utility holding company
- Assessment of a merger project for a city's public utility company
- Consulting services provided to an energy corporation on the acquisition of shares in another energy corporation, including the implementation of public-relations work

## Processes and Organization

- Development and implementation of a project monitoring concept and organizational development for a high-pressure gas network operator
- Development of the processes and organization of the approval process and wayleave acquisition for a high-pressure gas supplier operator
- Unbundling concept, implementation and processes (with a cooperating partner), including implementation in the supervisory board for a regional power utility
- Concept and further development of a regional gas utility company
- Various unbundling projects with strong focus on the utilisation of opportunities for further optimisation, including drafting of an unbundling manual
- Development of product-development and product-management concepts for medium-sized and small public utility companies
- nalysis of the processes within public utility companies for the development of supporting services

## Disposal and Sewage

- Search for a strategic partner for a disposal company
- Consulting services to an international sewage and water company in regard to its PPP projects (with search for investment opportunities)
- Consulting services provided to a major city regarding the solution to problems with disposal contracts of thermal treatment plants for residual wastes

## Difficult and Complex Permit Procedures

- Strategy development for and implementation of pipeline projects (gas and chemical products) – several projects, in part without processes for planning permissions and wayleaves
- Organization of processes and SLA for the creation of public permits and wayleaves for a high-pressure gas network operator
- Strategy development and implementation of permit procedures for gravel and stone-breaking works – several projects
- Strategy development and implementation for an international investor for the procurement of a special airport license

## Security of supply and quality of supply

- Definition of several concepts, lectures and articles on security of electricity supply quality in industrial plants
- Consulting for several transport operators in the development of strategies for security and crisis management with implementation in individual projects
- Emergency concepts and electricity supplies, as well as rental of generating sets. (Muc- current)

"If the current mucks up, take muc-current"