

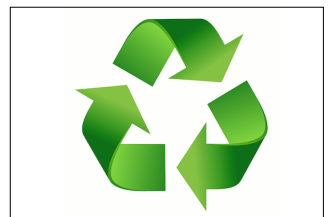
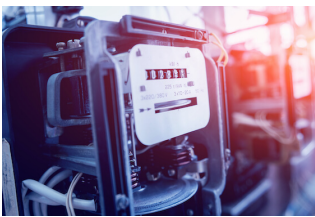


multi-utility consulting®
m u c ®

Welcome to multi-utility consulting

As an implementation-oriented consultancy, we work with you to address the challenges, problems and opportunities associated with multi-utility. By this we mean not only all services and products that flow into or out of buildings, but also their disposal and recycling.

Together with you, we develop promising paths to a competitive and customer-oriented future and implement them successfully. One of our focal points in infrastructure projects of all kinds is active support during difficult and complex approval procedures. The creation of trust in you with stakeholders of all kinds is our main focus.



Our Mission

We show companies in the supply and disposal sector ways into an uncertain but promising future. We help you to successfully implement projects of all kinds.

Our mission is to work out the best possible solution for every customer and every problem using our years of experience and professional competence. In doing so, the goals and wishes of all kinds of stakeholders shall be fulfilled.

Our top priority is always to create real added value for our clients.



multi-utility consulting®

m u c ®

Our Philosophy

As a specialized consultancy, respectful and close cooperation with our partners and their stakeholders is extremely important to us. We pay attention to integrity, compliance and conscientious work. As we give our names to every project, we only accept them if we can bring you real added value with our high standards of quality.

In a first meeting, we would like to find out if and how we can jointly work out solutions. We would be very pleased to hear from you under Contact. [Click here for the contact page](#)

We would like to shape your future together with you.

Contact

multi utility consulting (m u c ®)

Marcus Mattis

Prof. Dr.-Ing. Dipl.-Kfm.

Sonnenbühl 20

70597 Stuttgart (Sonnenberg), Germany

Tel.: +49 (0) 711 – 76 70 38 88

Fax: +49 (0) 711 – 76 70 38 99

info@multi-utility.de

www.multi-utility.de

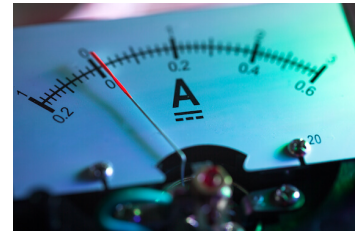


multi-utility consulting®
m u c ®

Company > Philosophy

Our customer and client must gain real value from our work.
Our projects are always implementation-oriented.

- For every requirement: multi utility consulting (m u c ®) puts together a team geared to the specific task at hand
- Only employs experienced consultants and managers
- Close involvement of the client's employees
- Leadership of interdisciplinary teams ensures success
- Comprehensive consideration of the technical, economic, political and public relations implications of a project





multi-utility consulting®
m u c®

Company > Experience

Marcus Mattis

- Management and board of director responsibilities in domestic and foreign energy groups
- Many years of experience in the liberalized electricity and gas market
- Several years of consulting activities, project management on a temporary basis, m&a
- Prof. Dr.-Ing., Dipl.-Ing., Dipl.-Kfm., Consultant diploma SGBS (St. Gallen Business School)
- Honorary Professor at the University of Stuttgart, Faculty "Energy, Process and Bioengineering", Lecture: "Strategic Planning in Companies of the Grid-Based Energy Industry" from 1991 - 2021
- Successful implementation of critical and complex projects





multi-utility consulting®

m u c ®

Company > Fields of Activity & Tasks

Many of the assignments are very confidential. It is undesirable to draw conclusions about the client. Upon request and after consultation with the client, we are happy to provide references.



- Strategy development & implementation
- Difficult and complex approval procedures & conflict management (strategy and implementation of solutions)
- Sales, marketing, product development & product management
- Processes & organization, restructuring
- Security of supply & crisis management (electricity, gas, water, heat)
- Energy procurement & portfolio management
- Mergers & acquisitions
- Waste management, recycling & waste water



multi-utility consulting®

m u c ®

Projects

On the following pages you will find examples of projects carried out in the areas of...

- Strategy Development & Implementation
- Approval Procedures & Conflict Management
- Sales & Marketing
- Processes & Organization
- Security of Supply & Crisis Management
- Energy Procurement & Portfolio Management
- Mergers & Acquisitions
- Waste Management, Recycling & Waste Water

The projects are listed in chronological order - current projects first.

About names of clients and customers:

Many of the assignments are very confidential and it is undesirable to draw conclusions about the client. Upon request and after consultation with the clients, references clients, we are happy to provide references.



multi-utility consulting®

m u c ®

Projects > Strategy Development & Implementation



The projects are arranged chronologically – current ones first.

- Several projects to obtain and acquire concessions for electricity, gas and water networks for large network operators and municipal utilities
- Strategy development and successful implementation of pipeline projects (natural gas and chemical products) - several projects, some without litigation against planning approval and rights of way
- Organization of processes and SLA (Service Level Agreements) for the preparation of public law approvals and rights of way for a high pressure gas network operator
- Strategy development and implementation of approval processes and regional plans for gravel and ballast plants - several projects
- Strategy development and implementation for an international investor to obtain a special airport license



multi-utility consulting®

m u c ®

Projects > Approval Procedures & Conflict Management



The projects are arranged chronologically – current ones first.

- Strategy development and successful implementation of pipeline projects (natural gas and chemical products) - several projects, some without lawsuits against planning approval and right of way
- Organization of processes and SLA for the preparation of public law approvals and rights of way for a high-pressure gas network operator
- Strategy development and implementation of approval processes and regional plans for gravel and crushed stone plants - several projects
- Strategy development and implementation for an international investor to obtain a special airport license



multi-utility consulting®

m u c ®

Projects > Sales & Marketing

The projects are arranged chronologically – current ones first.



- Several projects for obtaining and acquiring concessions for electricity, gas and water networks for large network operators and municipal utilities
- Development of a sales strategy for energy efficiency products for an international plant manufacturer
- Development of a business plan for a municipal utility cooperation company for energy services
- Analysis of the distribution and introduction of a flue gas cleaning process
- Regular research of congresses and trade fairs for an energy company
- Analysis of the conception and implementation of a customer card system for a public utility company
- Conception and implementation of the sales cooperation between three municipal utilities
- Concept for a joint sales company of a municipal utility with a regional electricity supplier
- Development of a gas price strategy for a large municipal utility
- Development of a sales strategy for a municipal utility association
- Advising an energy company on strategy and implementation of PR in the public utility sector



multi-utility consulting®

m u c ®

Projects > Sales & Marketing (Continued)

- Regular development of a customer magazine for municipal utilities
- Development of the implementation of the brand policy of an energy group for its municipal utility and other energy holdings
- Strategy and implementation of a cooperation between public utility and trade for facility management
- Development and implementation of multi-utility strategy with product development of a water and wastewater company in a major city with product development and establishment of a subsidiary company
- Implementation of the sales concept for municipal utilities and regional EVU in the context of the merger of two energy groups
 - Conception
 - Development of new services
 - Implementation
 - Overall project management
- Implementation of the municipal utility strategy for an energy company with
 - Market investigation and conception
 - Implementation with strong focus on services
- Development of a joint sales concept for several municipal utilities with conceptual design of joint sales processes also for customer acquisition outside their existing home territory



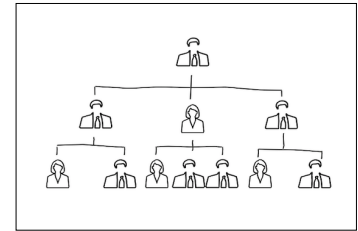


multi-utility consulting®
m u c ®

Projects > Processes & Organization

The projects are arranged chronologically – current ones first.

- Development and implementation of a project monitoring concept as well as organizational development for a high pressure gas network operator
- Development of processes and organization for approval procedures and acquisition of rights of way at a high-pressure gas network operator
- Organization of processes and SLA (Service Level Agreements) for the preparation of public law approvals and rights of way for a high pressure gas network operator
- Unbundling concept, implementation and processes (with a cooperation partner) incl. implementation in the supervisory board for a regional EVU
- Conception and further development of a regional GVU
- Various unbundling projects with a strong focus on the use of opportunities for additional optimization including unbundling handbook
- Development of a concept for product development and product management in medium and small municipal utilities
- Analysis of processes at municipal utilities for the development of supporting services





multi-utility consulting®

m u c ®

Projects > Security of Supply & Crisis Management



The projects are arranged chronologically – current ones first.

- Advising a stone-earth company on protests and occupations of mining sites
- Elaboration of several concepts, presentations and articles on securing power supply quality in industrial plants
- Advising several transport network operators on the development of strategies for security and crisis management with implementation in individual projects
- Emergency power concepts and power supply, as well as power generator rentals



multi-utility consulting®

m u c ®

Projects > Energy Procurement & Portfolio Management



The projects are arranged chronologically – current ones first.

- Analysis with subsequent optimization of the energy supply of a paper mill in cooperation with a consulting company:
- Development of a model for the comparison of gas supply offers for public utilities and large customers
- Development of the organization and processes at a regional GVU
- Support of several municipal utilities and a regional gas supplier in gas procurement including contract negotiations
- Consulting of a regional electricity and gas company in energy procurement
- Tendering for energy supplies for industrial companies with significant cost reductions (including consulting on grid usage fees) and negotiations with energy suppliers and grid operators



multi-utility consulting®
m u c ®

Projects > Mergers & Acquisitions

The projects are arranged chronologically – current ones first.



- Acquisition and sale of shares in several municipal utilities and regional utilities for regional utilities, large municipal utilities and large utilities (more than 20 procedures)
 - Development of strategy and form of cooperation
 - Support (partial management) of the entire acquisition process (including contract negotiations)
 - Establishment of data rooms
 - Development of binding offers
- Consulting of energy service companies in the structured search for contracting companies (several projects)
- Consulting and implementation during the formation of a water association consisting of nine municipalities with operational management for further municipalities
- Advising an international recycling and waste management group on the acquisition of a waste management company
- Acquisition of an engineering company for an international water and wastewater group
- Consulting and implementation of the successful acquisition of a contracting company for a large municipal utility
- Expert opinion for a bank on the assessment of a mezzanine financing in the energy sector
- Advising a municipal utility on the sale of shares in an energy company
- Disinvestment of two participations (100% sale) for an international energy group (electrical extra high voltage / extra high power)



multi-utility consulting®

m u c ®

Projects > Mergers & Acquisitions (Continued)



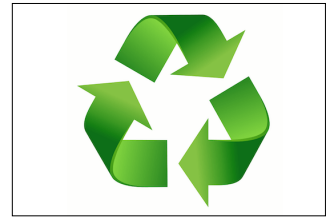
- Facilitator between energy group and municipal holding company regarding the dissolution of a joint municipal utility shareholding
- Search for a strategic partner for a waste management company
- Search for a strategic partner for a municipal utility
 - Strategy development
 - EU tender
 - Implementation, including contract negotiations
 - Overall project management
 - Development of a cooperation ready for implementation
- Acquisition of shares in a municipal utility for a regional supplier
- Development of a new cooperation concept for a municipal utility association
- Support of 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 municipal utility holding company
- Assessment of a merger project of a municipal utility for a city
- Advising an energy company on the acquisition of shares in an energy company, including the implementation of public relations activities



multi-utility consulting®
m u c®

Projects > Waste Management, Recycling & Waste Water

The projects are arranged chronologically – current ones first.



- Search for a strategic partner for a waste management company
- Advising an international wastewater and water company on PPP projects (including search for investment opportunities)
- Advising a major city on solving problems with disposal contracts in thermal residual waste treatment plants



multi-utility consulting®

m u c ®

Press

On the website you will find numerous press articles. With the exception of one press article, all articles are in German. Each press article also has a short excerpt. [Click here to go directly to the press articles.](#)

The titles of the press articles are:

- Implementation of pipeline projects with practical examples (in English available)
- The new legal instruments for supply security in the German power grid
- Northern Black Forest pipeline - planning, project sequence, realization
- Northern Black Forest pipeline - successful approval process in pipeline construction
- Rude awakening
- Nuclear phase-out - Who fills the gap?
- Energy transition and now?
- New challenges for the power supply
- All potential partners have experience
- Sights set on founding a municipal utility
- Worlds collide
- Weighing opportunities and risks carefully
- A one-way street with two-way traffic
- Energy efficiency should be at the forefront
- Security and quality of supply for industrial companies



multi-utility consulting®

m u c ®

Press (Continued)

- One breakdown - and the oven is off
- Father Frost and Mother Merkel
- Wire Act
- Our power grid
- Setting out for new energy shores - Part 1
- Setting out for new energy shores - Part 2
- More efficiency with the right hand
- Buyback fundamentally feasible
- The power of energy challenges the primacy of politics
- Electricity grid purchase: opportunities or just risks?
- Network ownership not politically necessary
- Energy forum of the district - "The world continues to turn dirty"
- Personnel notes Prof. Dr. Mattis
- Professorship for Energy, Process and Bioengineering
- Municipal utilities advertise confidently
- You have to be the better one
- Water fusion in Upper Swabia
- Association meeting elects association chairman



multi-utility consulting®

m u c ®

Press (Continued)

- Municipal water supply in the Ravensburg district regroups
- Unbundling: unwanted, unloved, unknown - a critical statement
- You are a wine lover but not a connoisseur?



multi-utility consulting®
m u c ®

Contact

multi utility consulting (m u c ®)

Marcus Mattis

Prof. Dr.-Ing. Dipl.-Kfm.

Sonnenbühl 20

70597 Stuttgart (Sonnenberg), Germany

Tel.: +49 (0) 711 – 76 70 38 88

Fax: +49 (0) 711 – 76 70 38 99

info@multi-utility.de

www.multi-utility.de*