



# Cofely in UK & ROI

Overview Presentation for EWC

**COFELY**  
GDF SUEZ

# Introduction

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Sales Director



# Cofely in UK & ROI

- £330 million turnover
- 2,500 employees
- 19 regional offices
- 13,000 Customer sites
  - 2,300 customers
- 12.4 million sq m of managed space
- 13 district energy schemes
- Managing over 250 MW of heat & 70 MW CHP
- Saving customers over 143,000 tonnes of CO2 per annum



# Cofely in UK & ROI

- No.1 in district energy
- Top 3 industrial energy services
- Top 6 combined energy, technical & facilities services



# Energy & FM Services in the UK



- Market in UK is estimated to be worth **£118bn**  
(MBD Data 2010)
- **£70 billion outsourced**
  - of which **£7.5 billion is Technical / Energy Services**
- UK market place for energy services is fragmented (1,000's of companies)
- Many companies have added 'energy management' to their combined offer
- Few have the total expertise & portfolio of Cofely in energy services.

# Key Challenges & Drivers

- Environmental trends in Society & Corporate Social Responsibility - driving change
- Government Targets & Legislative Compliance
  - CRC Energy Efficiency Scheme
  - UK – Emissions targets (50% on 1990 levels by 2025).
  - Central Government departments - 10% reduction in energy consumption by 2012.
  - Mayor of London wants 25% of electricity and heating from local generation by 2025
- Legislative Opportunities :
  - Renewable Heat Incentive – most commonly bio-mass (2011)
  - Feed-in tariff – wind and solar PV installations retro-fitted (2010)
  - No. of construction companies & developers are looking to partner with energy services specialists.
- Driving down of Operational Costs
  - Energy is a huge cost to business, industry & local authorities – heightened by current economic
  - Driving down cost of business and also unit cost production
  - Looking for future proofing & improved resilience
  - Local authorities looking for Public Private partnership as there are cut backs in Government funding

# Cofely in the UK

Technical Services



Facilities Services



Industrial Energy Services



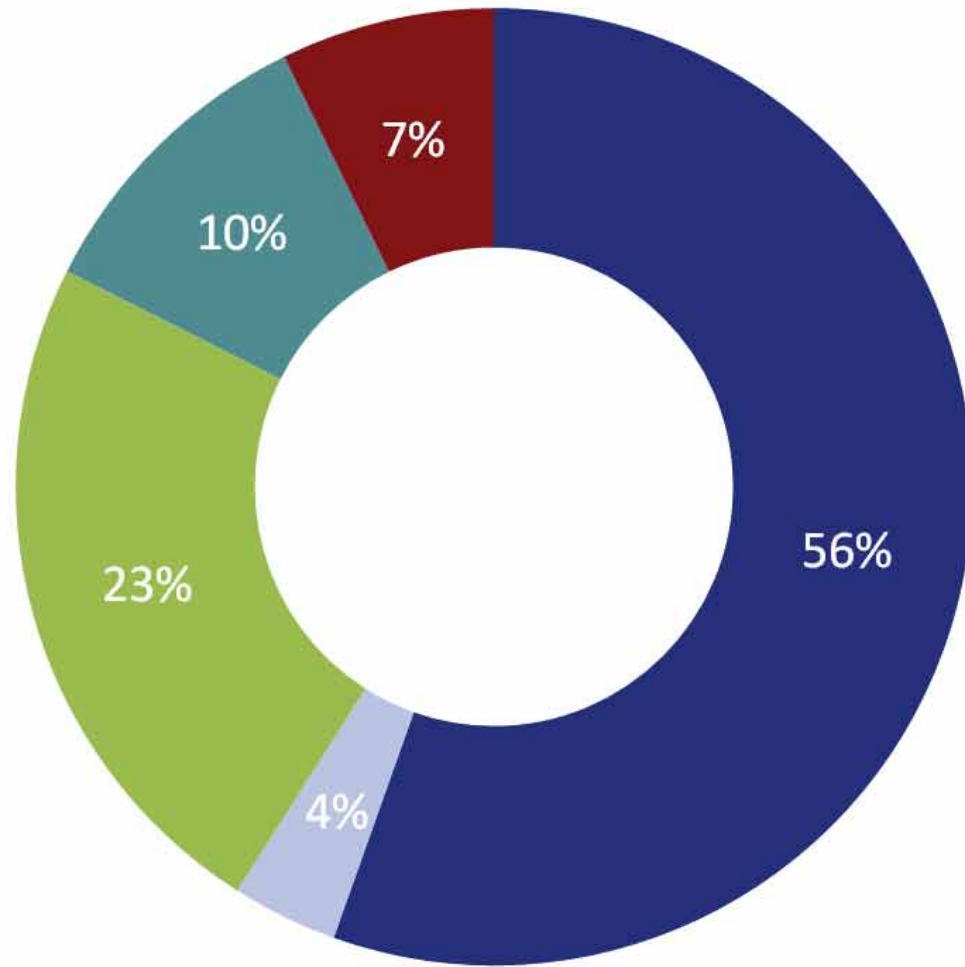
District Energy



Project Services



# Breakdown of Revenue



% by turnover

- Technical Services
- Facilities Services
- Industrial Energy Services
- District Energy
- Project Services



Technical Services

Facilities Services

- 1700 employees
- 3 Regions & 1 National Retail Delivery
- 2,200 Customers
- Also incorporates our FM/Facilities Services delivery

# Technical Services

Comprehensive Operation and maintenance solutions serving a broad range of customer markets:

- Management Operation & Maintenance
- Small Works
- Mechanical & Electrical and HVAC Building Services
- Self Delivery Specialist Technical Service
- Centralised Help Desk 24 Hour Operation



# Specialist Technical Services

- Mission Critical Engineering
  - Datacenters
- BMS & Controls
- Refrigeration & Air Conditioning
- Automation
- Life Systems
- Security Systems



# Facilities Services Performed

- Facility Management
- SHEQ Management
- Energy Management
- Risk Management
- Budget Management
- Supplier Management
- Change Management
- Help Desk Provision
- CAFM Provision

Management



- Building Maintenance
- Grounds Maintenance
- Alarm Systems
- Cleaning
- Transport
- Security
- Reception
- Porterage
- Mail Rooms
- Waste Management
- Catering
- Concierge

Delivery



- Property Management
- Project Management
- Space Management
- Business Continuity
- Interim Management
- Surveying
- FM Consultancy
- FM Strategy
- IT/Communications
- Reprographics
- Archiving
- Logistics

Added Value/Other



# Customer Portfolio



CLIFFORD  
CHANCE



London  
Stock Exchange



# British Library, London & Boston Spa



1.7 million sq ft

45 employees

5 year contract

5 sites including  
flagship St. Pancras

# 30 St Mary's Axe, London

5 year contract  
awarded 2010



Technical FM Services

# Liverpool Central Library

25 year Private Finance Initiative

£40M development project  
– Regeneration & New Build

£40M TFM delivery

13,000 m2 mixed use (library, offices,  
archives and restaurant)

Total Facilities  
Services

25 Cofely staff

Energy  
Management, Full  
Technical FM & Soft  
Services



A banner image showing a large industrial facility with several tall smokestacks and a wind turbine in the background. The scene is set against a clear blue sky with some greenery in the foreground. A green rounded rectangle is overlaid on the left side of the image, containing the text 'Industrial Energy Services'.

## Industrial Energy Services

- 320 employees
- 80 sites
- Specialist energy services for major users of energy

# Industrial Energy Services



- > Providing energy performance services to high energy intensive industries:
- > Energy and Utilities Management & Independent Energy Generation
  - CHP, Bio-mass, Steam & HW Boilers / Combustion, Compressed Air, Water Treatment, Effluent Plant, Refrigeration, Plant & Energy Optimisation
- > Mechanical & Electrical Services
  - Maintenance Strategies, HV and LV electrics, PAT testing, Lighting, HVAC, etc
  - Building Fabric – Maintenance and Repair of building fabric
- > Services also include initial concept to design, installation, financing and monitoring of energy related projects

# Industrial Energy Services



> Customer base:

- **Food / Beverage** (Nestlé, Dairy Crest, Kellogg's, Premier Foods)
- **Public Sector** (HM Prisons, Pilgrim Hospital, Scunthorpe Hospital)
- **Automotive** (Jaguar, Case New Holland Tractors, Pirelli, Goodyear)
- **Chemical** (Polimeri Europa, Vinnolit)
- **Paper / Pulp / Mining** (Arjo Wiggins, Imerys Minerals)



# Nestlé – Nationwide

18 year relationship

O&M of Energy Centres  
including Hard FM and  
Building Fabric

9 sites nationwide



# Kellogg's, Manchester

15 year relationship

Operation & Maintenance  
of CHP Energy Centre  
including Site Services



# United Lincolnshire NHS Trust



15 year contract

Operation & Maintenance  
of Energy Centre including  
Biomass Boiler, HFO Fired  
Boilers & CHP





## District Energy

- Cofely District Energy is the UK's No.1 in District Energy
- Delivering supplies of low carbon & low cost heating, cooling and electricity
- Over 50 km of networks across the UK
- Energy is generated from a single or multiple Energy Centres, using gas fired CHP and renewable energy sources

# Cofely's UK District Energy Schemes

77,000 tonnes  
CO2 saved per  
annum

- > 13 schemes
- > 300MW of boiler plant
- > 74MW of chilled capacity
- > 40MW of CHP



# Olympic Park and Stratford City

- 40 year concession agreement with the ODA and Stratford City Developments
- £100M investment
- 16 km network with two major energy centres
- 9 MW of CHP with 3 MW biomass
- Five core permanent building on Olympic Park site, Athletes Village and Westfield Shopping Centre (Europe's Largest Urban Shopping Centre)



# Projects Expertise & Competencies

Energy Centres &  
Renewable Technologies



Data Centres



Design & Build  
Project Management



Central Plant  
Replacement



Fit-Out &  
Refurbishments



# Cofely and the Victoria & Albert Museum



# Victoria & Albert Museum

- Founded in 1852
- Covering 51,000 m<sup>2</sup> with 145 galleries
- 2,118,418 items in V & A's collection
- 27% on display at any one time



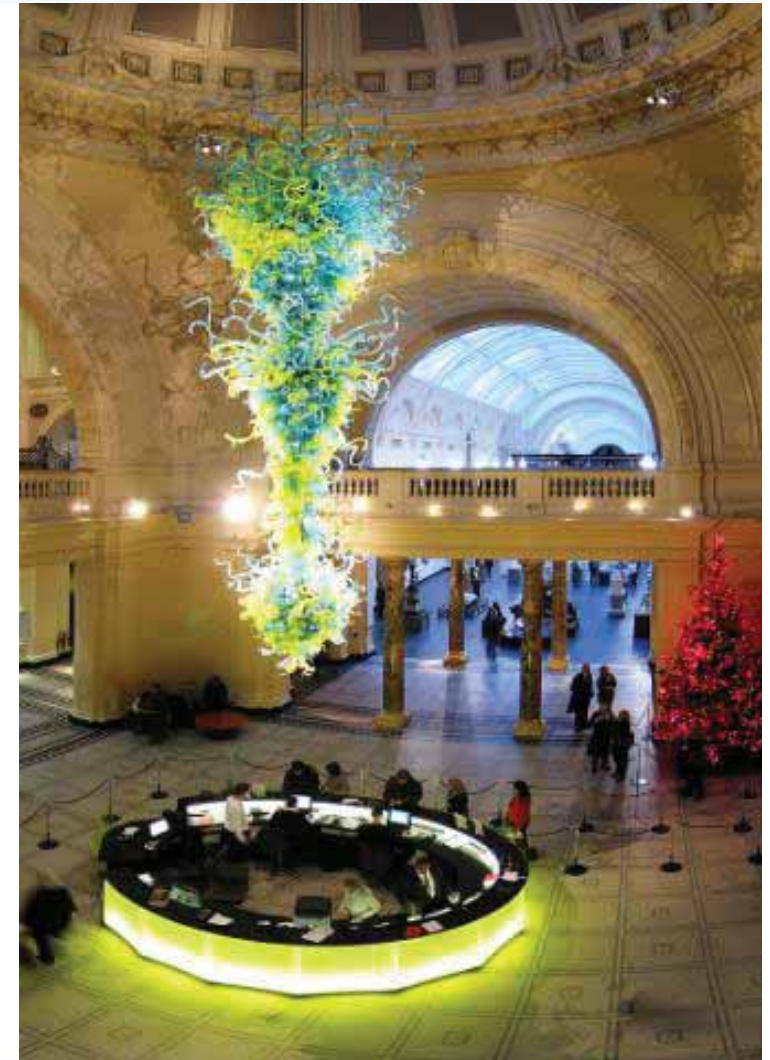
# Other sites in portfolio..



- > Museum of Childhood – Bethnal Green
- > V & A retail stores in Battersea & Salisbury

# Cofely's Contract

- 5 year contract (3 + 2)
  - 2011 - 2016
  
- Technical Services
  - Mechanical, Electrical & Public Health
- Energy & Environmental Efficiency Services
- Project Works
- Building Fabric Maintenance
  
- Team of 11 Cofely engineers
  - Management of 26 subcontractors



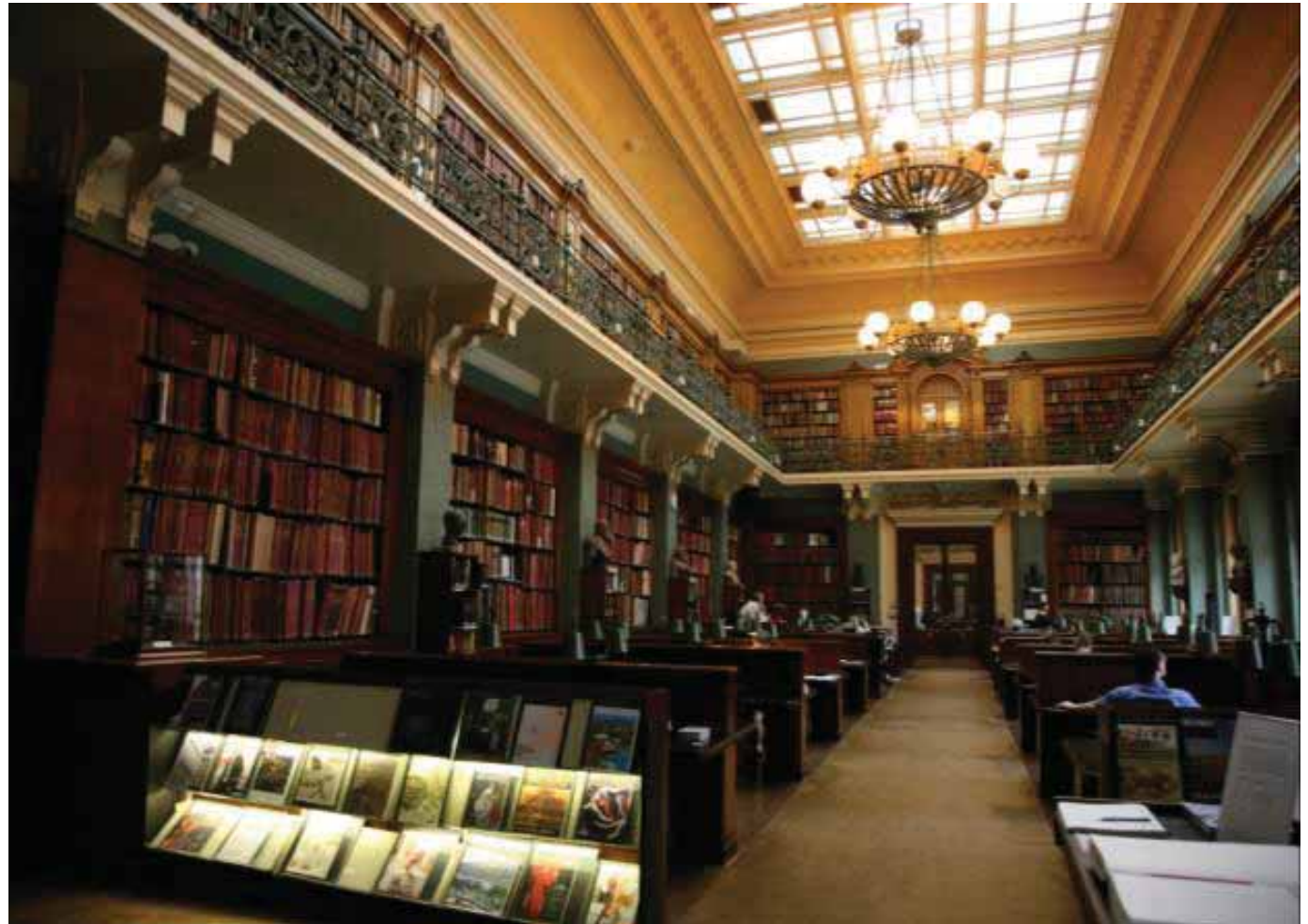
# Cofely's Contract Objectives

- Work in full partnership with V & A
- Promote energy & environmental sustainability
- Achieve operational cost savings
- Ensure full legislative compliance



# Energy Efficiency in Action

- Cofely work with V & A on their internal Sustainability Committee
- Working with V & A on it's 2012 – 2015 FUTUREPLAN targeting zero carbon





# Questions & Answers

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**COFELY**  
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