

ENERGY

AMBIO S.A





WE HELP YOU LEVERAGE THE
POWER OF KNOWLEDGE

HISTORY & CULTURE

AMBIO S.A. was founded in 2005, to provide consultancy services focusing on the Primary Sector & Food Industry, the Environment, Energy and Tourism.

AMBIO's areas of interest include small hydroelectric plants, wind and solar power parks, waste processing units designed for combined heat and power production, energy efficiency and the energy performance of buildings. The company offers special services in six (6) major types of energy production including: photovoltaic stations, solar thermal units, wind farms, hydroelectric units, biogas and waste to energy units.

Through its accumulated experience and in-house generated know-how, the company boasts excellent knowledge of the needs and particularities of private and public entities.

Its success lies on entrepreneurial spirit, fuelled by dynamic teamwork and collaboration, founded on trust and respect.

The Company's goal is to assist its clients in achieving their stated development objectives on time, within budget and with the agreed level of quality.

AMBIO identifies and develops unique innovative concepts, which are market driven, and based on cutting edge design and planning principles and techniques.

AMBIO's diverse operations allow the company to maintain a broad base of experienced professionals in many consulting disciplines and specializations. The Company is strongly committed to the continuous development of its people, celebrating individual and collective growth and achievements.

These qualities enable the company to provide integrated and comprehensive business development services and solutions.

VISION

Our vision is to become an internationally respected consulting firm in our fields of expertise. We pursue our vision trying to reshape the way our clients view "consultancy services", by introducing extraordinary experience, where knowledge, integrity and professionalism are at the forefront of who we are.

MISSION

AMBIO identifies business opportunities, develops highly profitable business models and designs projects with high added value. Our main mission is to improve the competitive position of our clients, ensuring their rational and sustainable growth, by assisting them in achieving their stated development goals on time, within budget and with the agreed level of quality.

AMBIO's employees work towards the Company's vision by providing advice, information and solutions that make a positive difference for our clients. As a result, AMBIO partners with its clients to solve their most important and complex problems, making their mission our mission, and delivering lasting results.

MEMBERSHIPS & CERTIFICATIONS

AMBIO is registered with several important organizations, such as the Athens Chamber of Commerce & Industry (ACCI) and the Technical Chamber of Greece (TCG). Furthermore, most of its executives are registered in the Greek Consultancy Register (GEM/MEPPPW-Categories: Planning, Mechanical Engineering, Forest, Fisheries and Environment).

AMBIO operates under a certified Quality Assurance Management System according to ISO 9001, which ensures that its clients' needs are met to the highest standards of professionalism and integrity.

In 2016 AMBIO was registered as an Energy Service Company (ESCO) under the Registry of the Greek Ministry of Environment and Energy.

AMBIO is also an approved GLOBAL G.A.P. Aquaculture consultant, one out of four Aquaculture Farm Assurers worldwide. Aquaculture Farm Assurers are independent, trained and approved consultants with first-hand knowledge of the GLOBAL G.A.P. System, providing expertise to help producers implement Good Agricultural Practices.

Finally, AMBIO is a privately-owned and fully independent company vis-à-vis its contractors, manufacturers, suppliers and public-sector entities.

KNOWLEDGE
SHARE
RESPONSIBILITY
CONTROL
EXPERIENCE
FEASIBILITY
ACCOUNTABILITY

HOW WE WORK

The consulting and advisory industry is at a serious turning point in its evolution. Customer needs and demands have changed drastically in recent years. For clients, it is becoming increasingly important that the consultants have a comprehensive understanding of their business. In order to be relevant and useful to their clients, consultants have to keep abreast of economic, technological and social trends, anticipate changes that may affect their clients' businesses and offer advice that helps clients to achieve and maintain high performance in an increasingly complex, competitive and difficult environment.

Industry-specific customer preferences and goals are the drivers of the new era of "vertical approach". For consulting companies, this means a new orientation in the way they offer their services. To adopt a vertical focus in its offerings, consulting companies need to invest significantly in talent and technology. Clients will want to see a high level of domain knowledge and expertise in the consulting team in order to gain confidence and enter in to partnership.

At AMBIO, we combine the "vertical approach" of our services with a strict management procedure, which ensures timely and reliable deliverables. To achieve these goals, we follow a set of principles during our work-flow not only as a team, but as a company as well:

CONTINUED BUSINESS JUSTIFICATION

Business justification is documented by a business case created for each project. As projects are inextricably linked to their business justification, the latter drives the decision-making process to ensure that a project remains aligned with the business objectives and benefits being sought.

DEFINED ROLES & RESPONSIBILITIES

For each new project, specific roles and responsibilities are defined and agreed within the company's structure, thus engaging, in an efficient and effective manner, the consultant with the client and any other stakeholders involved.

FOCUS ON DELIVERABLES

Each and every project manager focuses on the production and delivery of agreed deliverables, giving special attention to their quality requirements. This project management approach provides the opportunity to AMBIO's management team to carry out multiple projects and eliminate the risk of any setback.

LEARN FROM EXPERIENCE

AMBIO's project teams learn from previous experience: lessons are sought, recorded and acted upon throughout the life of the project. It is the responsibility of everyone involved with the project to seek lessons learned rather than waiting for someone else to provide them.



- Business process reengineering
- Risk analysis
- Market analysis
- Strategic planning, project development and implementation
- Site and project master planning
- Project management
- Due diligence
- Project programming

Additionally, services provided may include:

- Site planning evaluation studies
- Preparation and evaluation studies
- Production process analysis
- Studies for permits & licensing
- Feasibility studies & business plans

ENGINEERING SERVICES

AMBIO's Engineering Department can design and license large and small scale manufacturing units, specializing in six (6) major types of energy production:

photovoltaic stations, solar thermal units, wind farms, hydroelectric units, bio-gas and waste-to-energy units. More specifically, the objectives of the department are:

- Site surveying and planning
- Site selection and evaluation
- Architectural design
- Geotechnical, mechanical and electrical engineering studies
- Internal design
- Design of energy saving systems
- Installation & operation of issuing and licensing (building permit included) studies

Furthermore AMBIO designs energy saving systems, including specific lighting solutions, helping clients to achieve lighting improvements and energy saving goals. One of Company's major aims is to support Local Authorities to replace conventional street lighting using LED technology.

To support the above tasks the company provides the following services:

- Mapping of the existing municipal street lighting network.
- Energy studies.
- Techno-economic studies.
- Project financing options.
- Preparation & support for international tenders.

Additionally, with regard to the above services, the department's specialized consultants provide the necessary know-how for:

- Failure investigations
- Site-specific risk assessment
- Green building design
- Architectural design of production units and supporting infrastructures
- Liquid & solid waste engineering
- Feasibility studies
- Preliminary, final and construction studies
- Supervision of building construction
- Supervision of electrical-mechanical installations

- As-build designs
- Technology/ systems/ telecommunications
- Building Energy Performance auditing
- Planning of indoor and outdoor lighting systems
- Conversion of conventional indoor or outdoor lighting systems to LED systems

ENVIRONMENTAL MANAGEMENT & PLANNING

AMBIO provides services using a holistic approach: integrating environmental, social and economic development needs and measures. Our portfolio extends over all aspects of integrated consultancy services for energy, related to the preparation of environmental assessments and management of resources and waste, ensuring sustainable development. More specifically, the company's environmental services include:



- Environmental Impact Assessments (EIA)
- Special Environmental Impact Assessments (SEIA)
- Strategic Environmental Impact Assessment (SEIA)
- Social Impact Assessment (SIA)
- Site planning and evaluation
- Environmental due diligence
- Liquid & solid (hazardous and non-hazardous) waste management
- Waste management systems and recycling programmes

In terms of environmental management, AMBIO, also, develops integrated solutions related to planning, environmental management and permits and licensing. More specifically, the company carries out:

- Site selection & evaluation studies
- Research & monitoring of environmental characteristics

- Natural resources management
- Water resources management, hydrological & geological site evaluation
- Landscape planning

GIS & MATHEMATICAL MODELS

AMBIO's highly experienced GIS team specializes in geoinformatics applications in data processing and analysis, using and developing GIS techniques and mathematical models. Our customers profit from our knowledge of developing GIS models, scripts, tailor-made applications and providing integrated novel solutions in photovoltaic stations, solar thermal units, wind farms, hydroelectric units, biogas production units and waste-to-energy units.

The combination of innovative techniques with in-house software development gives us the advantage in providing integrated solutions.

Using globally accepted GIS and keeping pace with modern and new techniques, in the GIS market, we are able to provide advanced GIS outputs and data management.

The following GIS applications are used to provide solutions in all market fields of AMBIO's expertise:

- WEB GIS. Development and implementation of custom databases and standards-based, accessible web technology
- Thematic mapping. High-quality thematic maps and charts are produced for analogue and digital representation of analyzed data. Spatial, network and predictive modelling. Development and use of spatial and predictive models, along with statistical analysis methods for management and decision making
- GIS bespoke applications. Tailor made scripts, databases and routines are developed offering solutions in complex problems to customize and facilitate our projects

AMBIO S.A. provides integrated solutions, using and developing mathematical models, from data collection through to development, verification and use of the model and the presentation of results.

QUALITY ASSURANCE

AMBIO actively supports the design, installation and management of quality, health and safety systems adapted to the energy sector needs, both in the private and the public sector.

Services provided by the department include analyzing, designing and implementing a number of quality systems, according to international standards which include:

- Quality Management Systems (ISO 9001)
- Occupational Health and Safety Management Systems (ISO 45001)
- Environmental Management Systems (ISO 14001 & EMAS)
- Corporate Social Responsibility Management Systems

- Energy Management Systems (ISO 50001)
- Energy Audits according to EN 16247
- Personnel Training
- Corporate Social Responsibility Management Systems
- Energy Management Systems (ISO 50001)
- Energy Audits according to EN 16247
- Personnel Training

Additionally, certification of the energy performance is, also, provided.

RESEARCH & DEVELOPMENT

Within the context of its operations, AMBIO dynamically invests in the application of innovative technologies. Particular emphasis is given to issues related to natural resources and waste management.

To achieve these goals, the company collaborates closely with national and overseas research institutes, while it has, also, achieved regular communication with peer departments of collaborating companies.

AMBIO's Research and Development department is involved in projects on:

- Alternative management systems for solid animal waste
- Implementation of remote sensing installations for monitoring qualitative and quantitative characteristics of water resources
- Development of mathematical models and GIS tools for spatial analysis applications and suitability maps

PROJECT & BUSINESS FINANCING

AMBIO recognizes the need for continuous improvement in a complex, diverse competitive environment.

It therefore provides services which offer the best choice among available funding schemes. AMBIO's services mainly focus on the comprehensive business development of fisheries and aquaculture, supporting both public and private sector initiatives.

The Funding Schemes Division aims to identify funding sources to assist clients in safeguarding and securing their competitive position and future development. Services offered by AMBIO provide access to the funding and grants available through national, European and international investment initiatives and programmes, including:

- National grants
- European Research Technological Programmes within the scope of HORIZON 2020 (H2020)
- Instrument for Pre-Accession Assistance (I.P.A)
- European Initiatives INTERREG, ENPI CBC MED, SOUTH EAST EUROPE, INTELLIGENT ENERGY EUROPE

- European Investment Bank (E.I.B.) funding schemes
- European Bank for Reconstruction and Development (E.B.R.D.) funding schemes
- World Bank (W.B.) funding schemes

AMBIO's strategy is to utilize the structural funds and contributions provided by the above authorities for direct investment in the aquaculture sector. Additionally, funds can be directed to integrated investigations, public and private strategic projects and innovative actions.

To achieve such goals, AMBIO offers advanced services in identifying and evaluating opportunities and in planning and managing many activities finance by different funding tools. Services may focus on the following issues:

- Project planning and development
- Project audit (internal-external)
- Drafting, submission and monitoring of proposals
- Co-ordination and management of approved projects



COMPANY CLIENTELE

AMBIO has long cooperation with public bodies, private enterprises, startups, incubators and funding institutions. The Company's clientele includes some of the most noteworthy Greek and foreign Companies in the energy sector.

 ΔΗΜΟΣ ΑΛΙΜΟΥ MUNICIPALITY OF ALIMOS	 ΔΗΜΟΣ ΧΑΪΔΑΡΙΟΥ MUNICIPALITY OF HAIDARI	 MUNICIPALITY OF KATERINI	 MUNICIPALITY ΛΟΥΤΡΑΚΙ ΠΕΡΑΧΟΡΑ ΑΓΙΟΙ ΘΕΟΔΩΡΟΙ	
ENALAKTIKI ENERGIAKI S.A.	ENERGEIA 7 KRITIS Ltd.	ENERGO S.A.	ENFINITY ENERGY HELLAS Ltd	
EOLINVEST HELLAS SAS	EOS MANAGEMENT Ltd & Co.	GDP SOLAR S.A.		
SOLLARIS ENERGIAKI S.A.	SPIN TWO PV SYSTEMS S.A.	SUNCARRIER HELLAS S.A.	SYNMOR S.A.	
TROPEA ENERGIAKI S.A.		LEKKAS TH. & Co. S.A.	MICHAILIDIS S. ENERGIAKI LTD	
	NOVOTEX S.A.	SAKNAKIS I. & Co, General Partnership		
TSAPAKIS KONSTANTINOS	VEGAS EOLIKI ENERGIAKI LTD	VELTION Ltd.	VENERGIA ENERGIAKI S.A.	
VENERGIA ENERGIAKI S.A.	VVD SOLAR S.A.	WIND ZIMPEN VIOTIA ENERGIAKI S.A.	 THE REVOLUTION IN LED LIGHTING	



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