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Contracting
Sustainable energy

Heat contracting for your real estate portfolio



Welcome

Ecological energy supply for a sustainable world

We, Luana AG, are an ecological energy provider that has been supplying customers with large real estate portfolios, such as operators of nursing homes or hotel chains, or even complete residential quarters with heat, electricity, and charging infrastructure since 2008. CO_2 reduction is our strength.

Thanks to our ecological energy supply with tailor-made energy systems (so-called SmartSolutions), your real estate portfolio will always contain the best mix of sustainable technology components such as photovoltaics, heat pumps, charging infrastructure, or combined heat and power plants.

Our mission: Through appreciative, collaborative, and inclusive action, we shape sustainable, digital solutions in the energy sector, reduce CO_2 emissions, and ensure that our world remains livable for future generations.

Luana products and services help to massively reduce your CO_2 consumption. Last year, we saved over 20,000 tons of CO_2. We will continue to do everything in our power to make an ever greater contribution, and look forward to every person who accompanies us on our way to achieving this goal. ■

Sincerely,





Marcus Florek
Chief Executive Officer (CEO)

and

André Schallert
CEO Luana Eco Development GmbH



53 t
CO_2 reduction / p.a.

10,000 m²
Heated area

900,000 kWh
Heat demand / p.a.

535,000 kW
Electricity demand / p.a.

Reference: A nursing home in Lower Saxony, consisting of 80 residential units, is supplied by Luana with green energy via a combined heat and power plant and a state-of-the-art gas condensing boiler.

Contracting

Contracting is an energy supply service used primarily in Germany by homeowners and landlords, usually offered by public and private energy suppliers.
The core of the business is the outsourcing of investments for the initial construction or modernization of central heating systems by building owners to energy suppliers. This outsourcing of investments (= outsourcing solution) has shown strong growth in market share in recent years as the complexity of decentralized energy supply has increased.

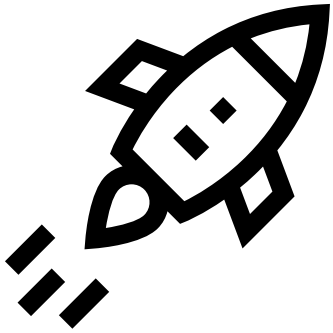
State-of-the-art technology, maximum energy efficiency, up to zero CO_2 emissions: These are the advantages offered by a contracting partnership with Luana. As your partner, we take care of planning, construction, operation, maintenance, and remote monitoring—and you can concentrate fully on your core business. Luana takes over your investment and operating costs.

SmartSolutions

Luana's goal is to ensure that every kilowatt hour produced is generated in an environmentally-friendly, cost-effective, and decentralized manner. To achieve this, we offer SmartSolutions that optimally combine modern technologies, such as photovoltaics, heat pumps, charging infrastructure, and CHP technologies (combined heat and power plants), to accelerate your personal energy transition. This approach takes a holistic view of reducing CO_2 emissions. We utilize innovative optimization techniques, financing alternatives, and an AI-powered remote monitoring system to create customized solutions for our clients. ■

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Our services
Everything from one source



1

- Conception & planning
- Investment

2

- Plant construction

3

- Operational management
- Service, maintenance & renewal
- Energy procurement & fuel management
- Accounting



Energy supplier (= contractor) → **Energy plant** → **Customers (= contracting customers)**

Luana supplies you with ecological energy so that you can concentrate on your core competence, relieve your liquidity and balance sheet, reduce your energy costs, and sustainably protect the environment.

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Procedure
Contracting process

We have developed a clear system with a proven organizational plan for you. This ensures the highest quality in our supply concepts.

1

Conception, planning & investment

- Joint development of a supply concept
- Energy supply contract
- Luana investment in your supply concept

2

Plant construction

- Installation of the new plant, construction supervision, commissioning

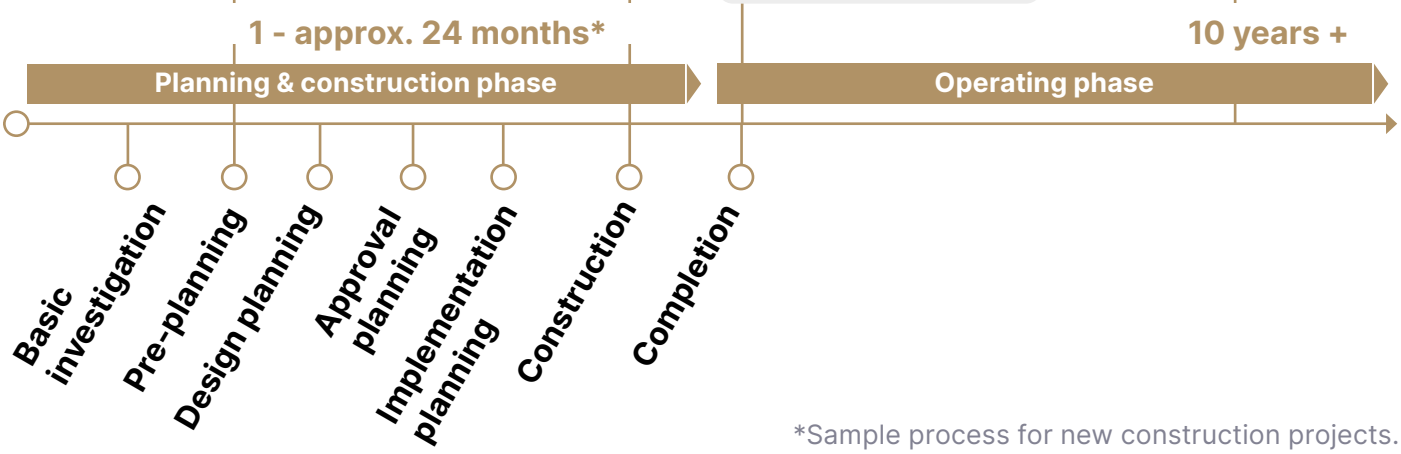
3

Operation over the contract period

- Energy supply
- Plant management, service, and support
- Transparent accounting
- 24h emergency service
- Repairs & maintenance

Options at the end of the contract term

- Contract extension
- Purchase of the plant
- Deconstruction of the plant



*Sample process for new construction projects.
This period is reduced for existing properties.

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Our services
In detail I.

1

Concept & planning

Investment

Concept & Planning
Our experts develop optimal supply concepts for you and with you, for both existing and new buildings. In the course of the process, data is collected, your wishes and requirements are taken into account and a tailor-made concept is created in cooperation with your energy consultants, building services planners and architects.

You outsource the topic of energy to us as specialists and thus achieve the following advantages:

- Outsourcing of investments
- Optimal energy concept
- Reduced workload
- Fulfilment of desired energy standards

Key contractual aspects:

- Energy prices
- Duration of the energy supply
- Heating load
- Energy standard / quality
- Payment modalities
- Ownership structure
- Access rights

Investment
Luana assumes the costs of setting up the system. As a commercial heat supplier Luana charges a heat price that is apportionable via operating costs.

2

Plant construction

Luana is building the planned energy centre with an in-house construction company. This ensures a high level of reliability during the construction phase. A close exchange with our customers ensures a smooth construction process. All interfaces to other trades are defined and synchronised in advance.

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Our services
In detail II.

3

- Operational management
- Service, maintenance & renewal
- Energy procurement & fuel management
- Accounting

Operational management
More time for you: We take over your complete operational management! The safe and efficient operation of your energy plant is not only a question of the right technology and construction, but also of professional support.
With the help of our digital remote monitoring system (FEMO®), we take over the technical and operational management for the entire contract period after construction. With us, you have a single point of contact for the topic of energy.

Service, maintenance & renewal
With the remote monitoring and control of the so-called FEMO® box developed by Luana especially for energy contracting, we as energy supplier have the possibility to see the energy systems “live” at any time via our control room and also to intervene in the regulation of the systems for optimisation. Our customers also have the possibility to view the data that is important for them and to make it available to their residents or to include it in their sustainability reporting. The management of the energy systems and the billing of the contractual services are, of course, automated during operation.

Energy procurement & fuel management
Luana purchases the fuel to be used at its own expense and optimises it with the help of an overarching purchasing strategy. In addition, efficiency is regularly measured and measured and continuously improved.

Accounting
We will take care of the billing for you and offer you assistance with all questions that may arise, such as questions regarding the transmission of meter readings, the basis for calculating the amount of the budget billing or similar. On our website under “support” you will find the right contact person for all your concerns.

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Photovoltaics



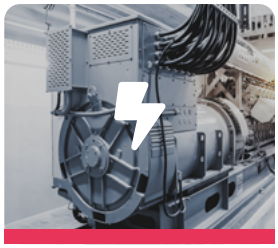
Heat pumps



Charging infrastructure



Monitoring



CHP technologies

SmartSolutions
Customized energy systems

Our green energy for your real estate portfolio always contains the best mix of sustainable technology components.

#Photovoltaics
#Heat pumps
#Charging infrastructure
#Monitoring
#CHP technologies





Mix & match:
individually configurable

You decide which technology components you need. All combinations are possible.

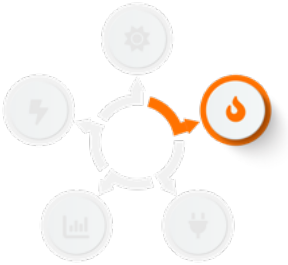
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SmartSolutions
At a glance



Professional photovoltaic solutions

We plan, build, finance, and operate rooftop and ground-mounted PV systems using, among other things, ultra-light solar modules and state-of-the-art fibreglass.



Durable, trouble-free heat pumps

To make free environmental heat usable, heat pumps only require a small amount of electricity for the power unit and pump. Make use of this advantage.



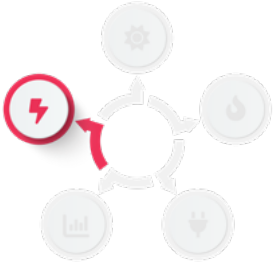
State-of-the-art charging infrastructure

More than 60% of electric vehicle charging takes place at home and the demand for charging options is constantly increasing. We plan your charging infrastructure.



High-end remote monitoring via FEMO® boxes

Everything in view: With the FEMO® box, we can precisely monitor the plant operation of the energy centres every minute via a uniform control concept.



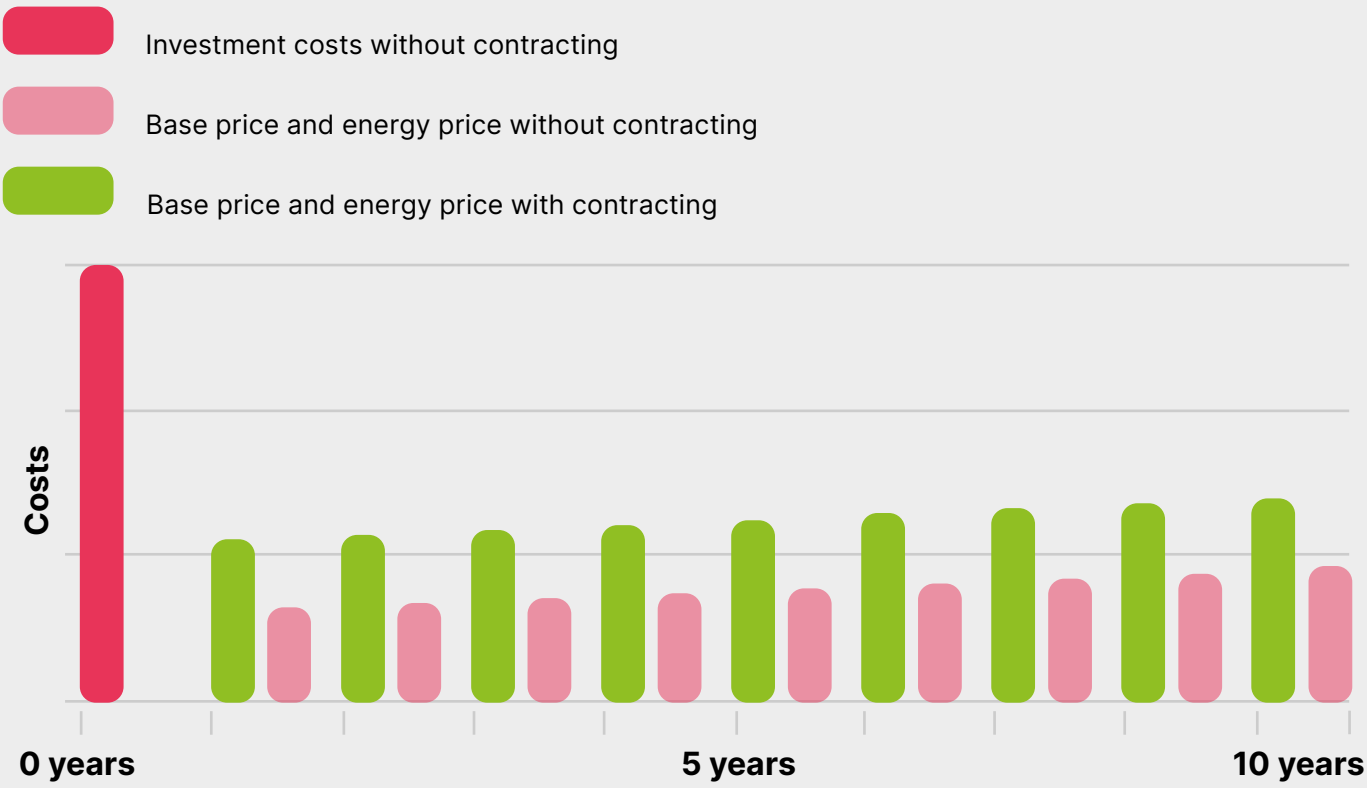
Sustainable CHP technologies

Especially for energy-intensive properties, a CHP-supported energy supply is an optimal option for a secure supply. We would be happy to advise you.

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Costs Contracting

With heat contracting you benefit from favourable conditions for fuels and efficient operational management—and you also protect your liquidity.



In both cases, a price increase is based on fuel and labour costs as well as the annually rising CO_2 emission price.

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crbn changer

Luana
Contact

WEL-COME

Let’s get in touch
Looking forward!

Any questions? Let’s talk to each other.
You are always more than welcome to visit us in Hamburg at our headquarters on the Alster. Of course, we are also happy to come to your office.

We look forward to meeting you and providing you with a free, no-obligation, custom quote.



Personal & direct
Your contact person



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Marc Banasiak

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Status: February 2024

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