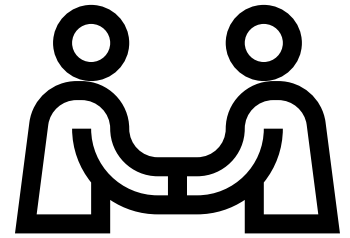




**Luana AG**  
The company



# 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<sub>2</sub> 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<sub>2</sub> emissions, and ensure that our world remains livable for future generations.

Luana products and services help to massively reduce your CO<sub>2</sub> consumption. Last year, we saved over 20,000 tons of CO<sub>2</sub>. 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  
Board of Management (CEO) Luana AG

and



André Schallert  
CEO Luana Eco Development GmbH

# Facts

## Luana AG



### Foundation

**Luana** was founded in 2008. **Luana AG** was founded in 2019 with a share capital of € 2,194,000.



### Employees

40 colleagues work for the Luana.



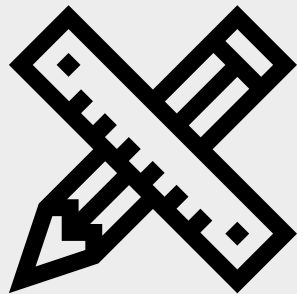
### Locations

We have offices in Hamburg and in Wardenburg.



### Key data

> 150 projects have been developed and implemented.



### The offer

#### Customized

With SmartSolutions, Luana develops optimal and tailor-made concepts under considering energy consumption profiles, space availability, and the best mix of new technologies. Luana also offers attractive financing options for the realization of these projects and takes over full operational management.



### Your benefits

#### All from one source

Luana develops, plans, builds, and operates your energy project. If desired, this can also be financed. Our customers receive predictable electricity costs, increase their security of supply, make an important contribution to climate protection, and finally improve their ESG rating.

# Who we are

## #getenergizedbyus

**Energy is the basis of life and an economic factor at the same time. We bring the energy to you in sustainable concepts—professionally from a single source.**

### **Luana is energy supplier**

The energy world is in a state of upheaval, requiring new thinking as well as innovative approaches and solutions. Luana stands for all of these things: we support our customers in aligning their energy supply with the future. With full passion and enthusiasm—and yet always with a cool head. Thanks to our very special blend of vision and reason, we show every day that an ecological and resource-saving energy supply can also be economical and highly efficient.

### **Luana is project developer**

We support you along the entire process chain of efficient supply solutions—from the holistic, cross-technology energy concept through project planning, development and implementation to technical and operational management. We act in an agile and results-oriented manner in every project phase. Once the energy center is in operation, we remain at your side as operations manager and service partner to ensure that you achieve your project goals in the long term.

### **Luana is planning specialist**

Thorough planning is the foundation of a smooth construction process. With the wealth of experience from our realized projects, we determine every detail in advance. Project-relevant ordinances are taken into account as well as the possibility of subsidies.

### **Luana is building partner**

The realization of construction projects in the planned quality and speed is one of our strengths. For our customers, we carry out both individual trades and the “complete package”: In the function as general contractor or general transferee we ensure a smooth execution and are your competent contact at any time.

### **Luana is energy saving professional**

We always keep an eye on your energy costs and help you identify potential savings, noticeably reduce consumption—and thus optimize your CO<sub>2</sub> balance at the same time.





Photovoltaics



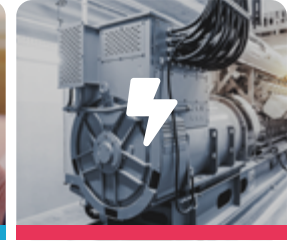
Heat pumps



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.

# 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.



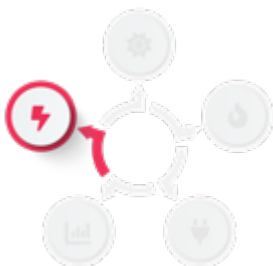
### State-of-the-art charging infrastructure

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

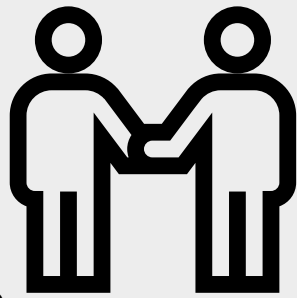
Everything in view: With the FEMO® box, we can precisely monitor the plant operation of the energy project every minute via an uniform control concept.



### 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.





## Our approach

### Integrative collaboration

In accordance with our corporate value “community”, we place the highest value on an extraordinarily human approach to our customers. Integrative cooperation characterized by openness, fun, and trust is our approach.

## Best practices References

With us, projects become your success story. We are pleased about our long-term and successful cooperation with our satisfied customers—since more than 15 years.



*“Whether existing properties, new projects, or ESG—in terms of energy with Luana we finally have a partner for everything. Highly professional!”*

**Nils Harde**  
INP group



*“Luana develops a sustainable energy concept individually for each of our projects. The energy pioneer.”*

**Stefan Mueller**  
ENCC



*“Security of supply is the most important thing for us and our residents. Luana is the best energy supplier for us. The insider’s tip for operators of care properties.”*

**Kai Becker**  
diaconia Ducherow

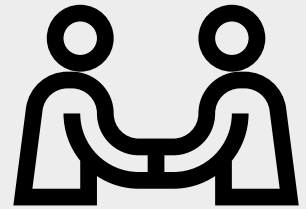
# WELCOME

## 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



**Modesta Kriksciukaityte**

+49 40 2576747-0

+49 40 2576747-37



[sales@luana-group.com](mailto:sales@luana-group.com)



Luana AG

An der Alster 47

D-20099 Hamburg

Germany



# Luana

## Imprint

### **Address**

Luana AG  
An der Alster 47  
D-20099 Hamburg  
Germany

### **Contact options**

Telephone (new customers): +49 40 2576747-0  
E-mail (new customers): sales@luana-group.com  
E-mail (generally): info@luana-group.com

### **Board of Management**

Marcus Florek (CEO)

### **Chairman of the Supervisory Board**

Peter Boesch

### **Commercial register number**

HRB 159054 Hamburg Local Court, Germany  
Registered office of the company:  
Hamburg, Germany  
VAT ID DE325416290

**Status:** April 2024