



**Sustainable Energy Services &  
Facilities Management for Communities,  
Industries and Properties - Capabilities**

**KUWAIT**



# WHO WE ARE

ENGIE

ENGIE in B2B

ENGIE Services Kuwait

# We make the zero carbon transition as a service possible for our clients

ENGIE is a global energy and services group operating in the three key business sectors of low-carbon electricity generation (with emphasis on natural gas and renewables), energy infrastructures and client solutions.



## Produce

**Centralized and decentralized production and sale of low CO<sub>2</sub>-emitting electricity, including renewable energies.**

- The world's leading independent power producer (IPP)
- 104.3 GW<sup>(1)</sup> installed
- 93% of low CO<sub>2</sub>-emitting activities
- The leader in wind and solar power in France



## Distribute

**Distribution, transportation and storage of gas and electricity upstream of supply to clients.**

- The European leader in gas transportation and distribution
- 4,500 km of gas pipelines in Brazil
- The first demonstrator of the injection of green hydrogen into the gas distribution network in France
- A 600 km electricity grid between northern and central Chile



## Client solutions

**Development of unique integrated solutions to support the transition to zero carbon of businesses and local authorities.**

- 24 million contracts worldwide
- N°1 worldwide in cold networks
- N°2 worldwide in recharging systems for electric mobility
- N°1 worldwide in micro-grids

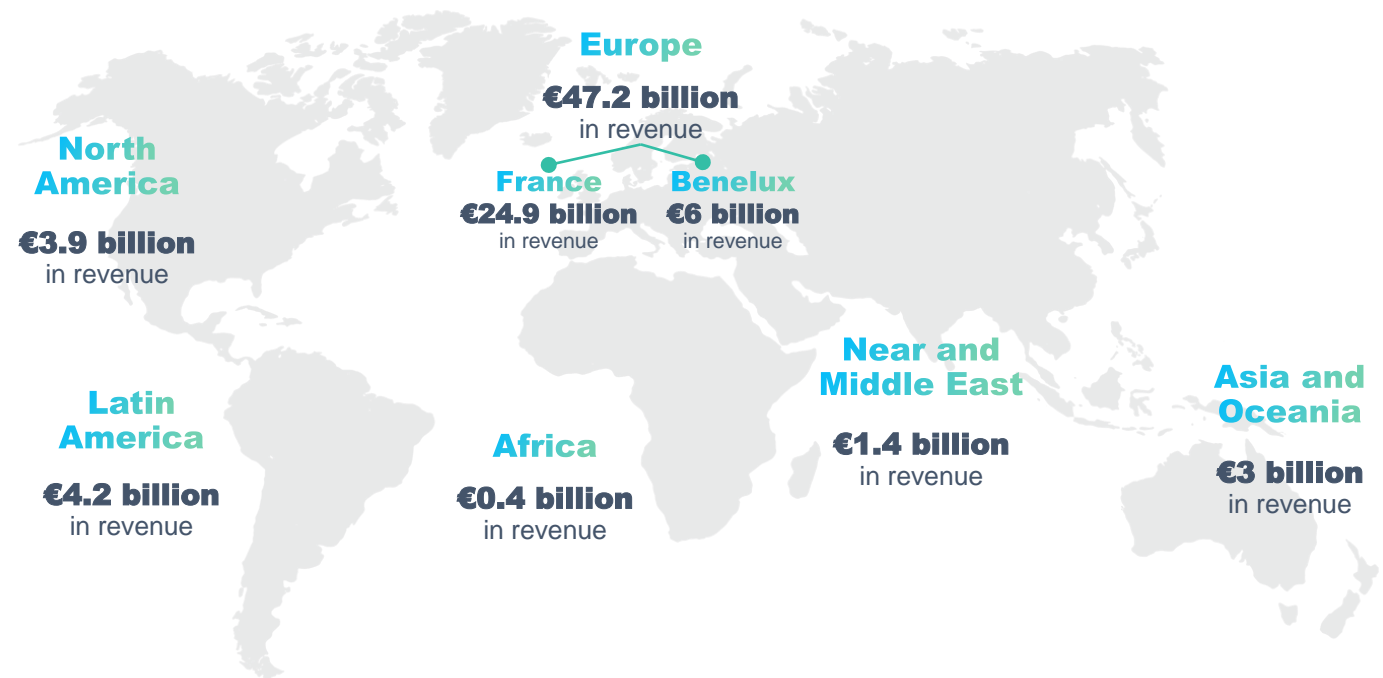
# Our worldwide presence\*

**170,000**  
employees

**€60.1 billion**  
in revenue

**€2.5 billion**  
recurring profit  
after tax

**€11 billion**  
of planned  
investment  
in growth in  
2019-2021



**B2B Client Solutions**  
 Energy Efficiency Services  
 Integrated Facility Management  
 District Cooling Solutions with Tabreed  
 Operations & Maintenance (O&M) services for power & water plants, totalling 20 GW and 836 MIGD  
 Innovative O&M solutions for gas distribution companies

**110,000**  
people

**26**  
Countries  
coverage

**€28 Billion**  
of worldwide  
revenue

**24.4 million**  
of individual client contracts  
worldwide

\*on 31/12/2019

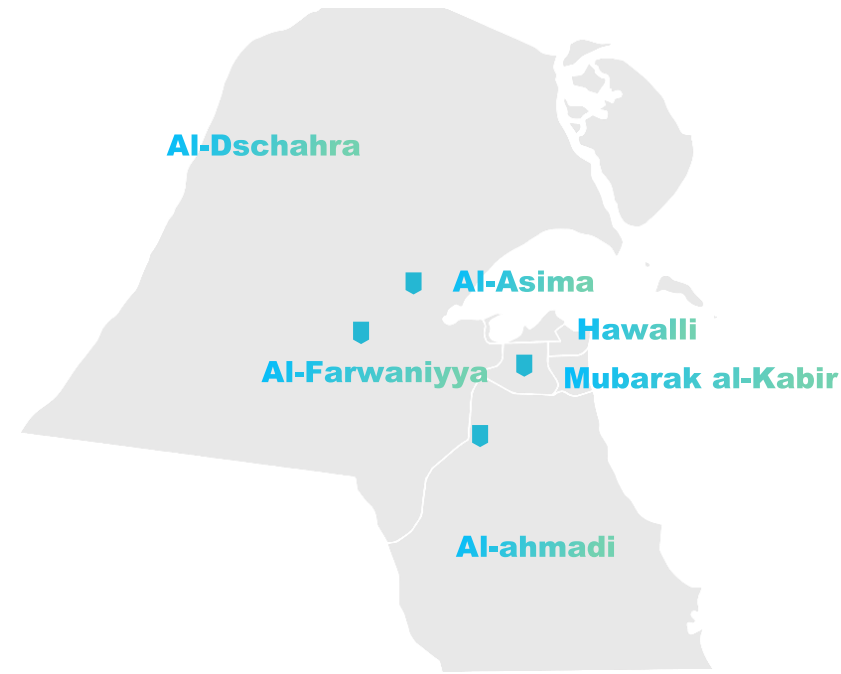
# Where we are

**3,000**  
employees

**AED 280**  
billion  
in revenue B2B

**34**  
Different  
nationalities

**85**  
On-going projects



**Kuwait**

## Integrated FM



# 2

## WHAT WE DO

Vision & Ambitions

'As a Service' – Scope and Benefits

Complete Asset Management

Energy Services

Smart Building Technology

# Vision & Ambitions

## Deliver sustainable solutions “as-a-service”

### Combining an integrated set of capabilities

- Design & Build services
- Energy efficiency solutions
- Facility Management
- Smart O&M Technology
- Green energy supply
- Smart Energy Technology

### Capability to offer solutions “as a service”

Asset and Energy services DNA and ability to finance solutions for our clients

### Ability to provide cost effective and sustainable solutions

Addressing the total cost of ownership of managed assets while reducing CO<sub>2</sub> footprint

### Commitment on outputs

Ability to guarantee services and energy efficiency targets



**We support our clients in their Zero-Carbon transition**



# Our Offering “As a Service” – Scope

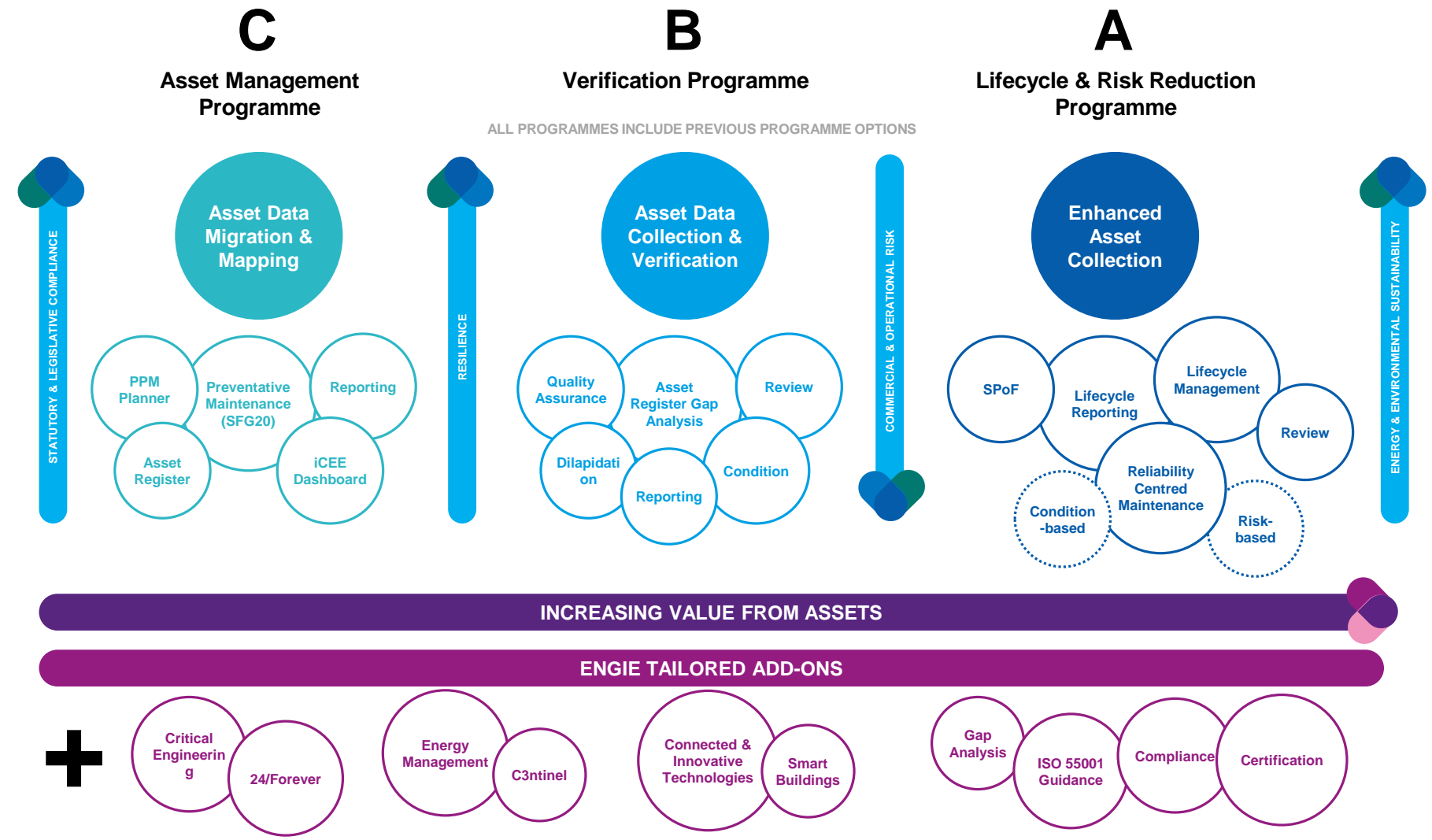




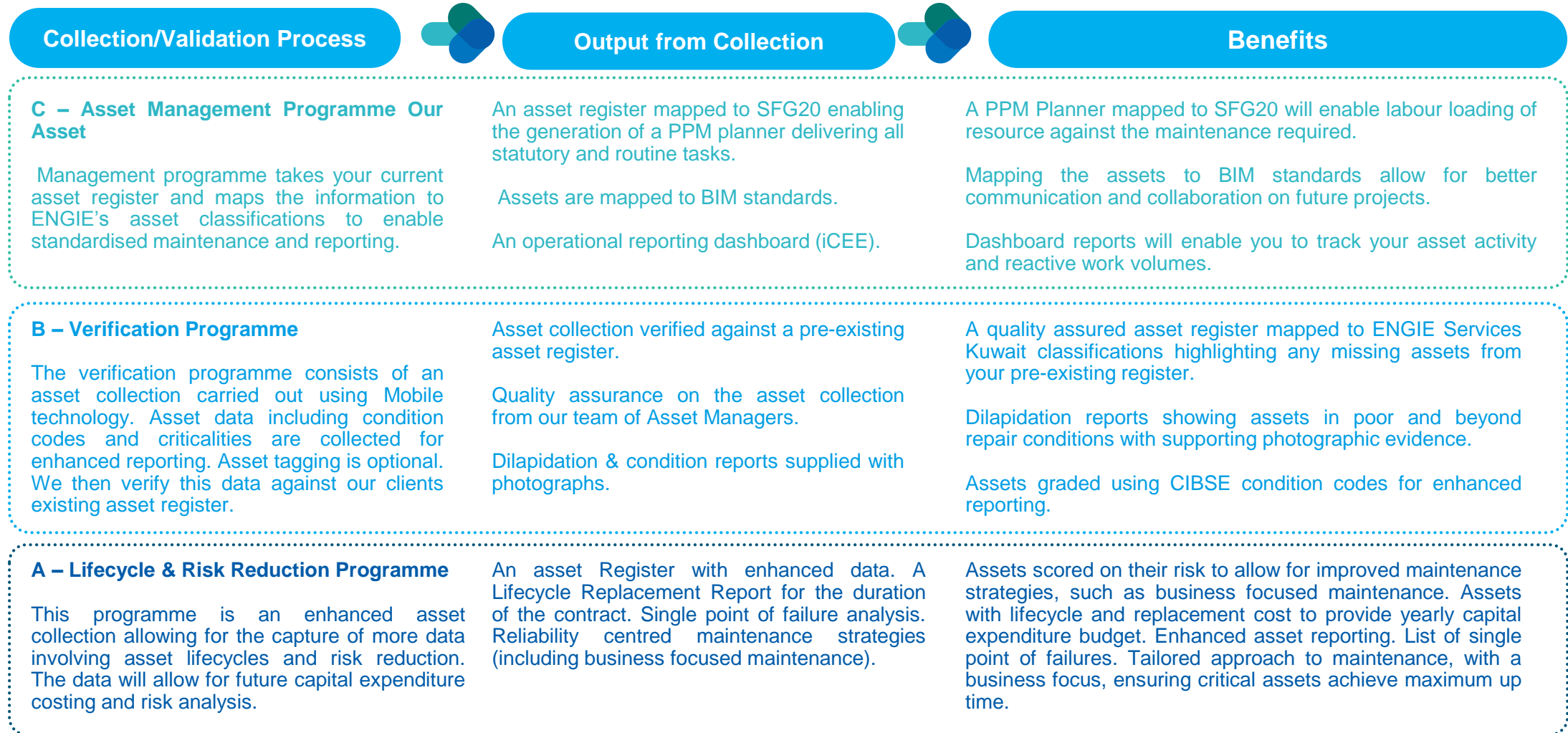
# Complete Asset Management



# Lifecycle Asset Management



# Lifecycle Asset Management



# Digital Initiatives & Innovation

- **ENGIE Services Kuwait are utilising data to transform the way we operate**
- **Providing industry leading Smart Services**
- **Through optimising operating models and reducing client costs**
- **Data insights allow us to:**
  - **Optimise operations**
  - **Reduce asset & energy costs**
- **Giving our clients control of cost across their portfolio**





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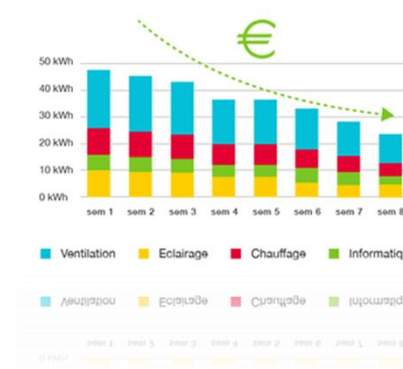
**ENERGY  
EFFICIENCY**

# ENGIE's added Value

## Scope of Work

### Energy Efficiency :

- ENGIE is the World Leader in Energy Efficiency  
→ **Guaranteed results with High savings targets**
- Energy Management based on, and recognized, by International Standards  
→ **CEM, IPMVP, EVO World, ISO 50001,....**
- Energy Audit  
→ **Complete diagnosis of technical facilities by certified Energy auditors**
- Performance and Savings  
→ **Cost reduction**  
→ **ENGIE is designing and investing in the solutions**





# Energy & Smart Building Process



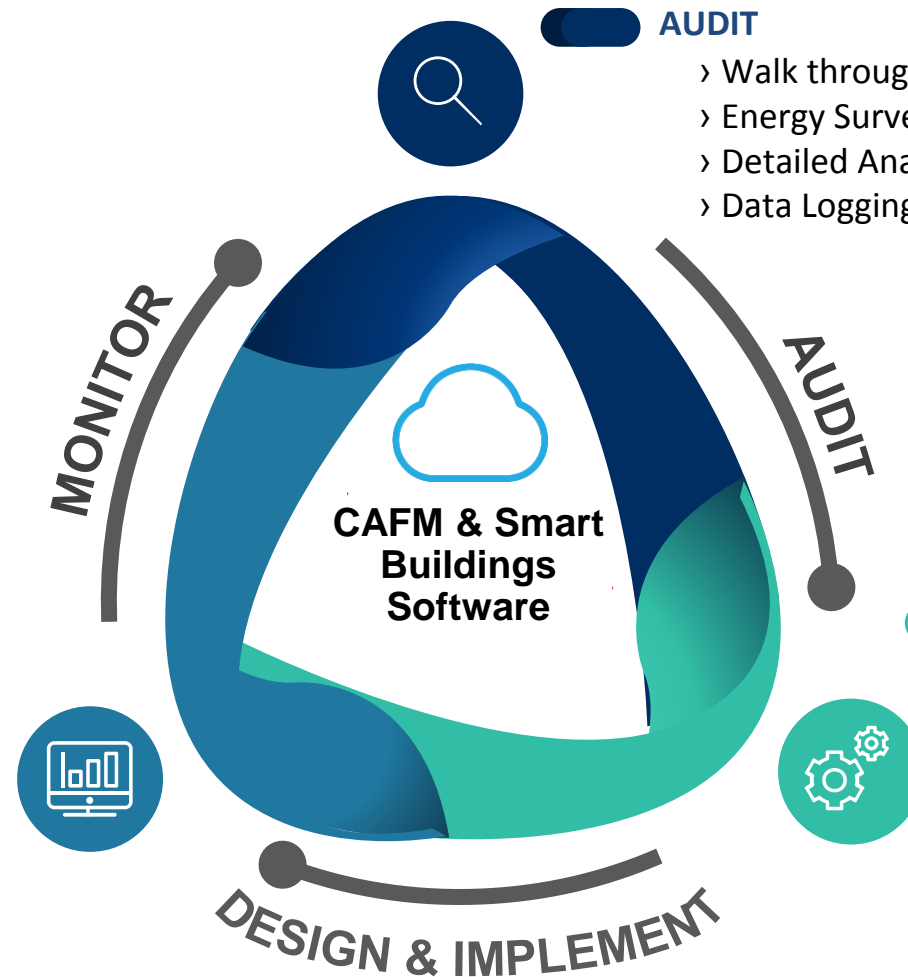
## Technology

- › Smart Buildings Gateway
- › Energy Dashboards
- › Command & Control Centre
- › Non-intrusive Load Monitoring
- › Smart Metering

## MONITOR

### Process

- › Measurement & Verification
- › Operational Control Plan
- › ISO 50001
- › Energy Bureau Services
- › Data Management Services
- › Technical Maintenance



## AUDIT

- › Walk through
- › Energy Survey & Analysis
- › Detailed Analysis
- › Data Logging

## DESIGN & IMPLEMENT

- › ECM Implementation
- › Retro-Commissioning
- › ESCO / EPC Model
- › Energy as a Service (EaaS)
- › On-site Generation & Renewables



# Energy Audit

Energy efficiency is using less energy for a similar level of service.

The 1<sup>st</sup> Renewable Energy is **Energy Efficiency**

Primary objectives of the Energy Audit :

- Evaluate the potential of energy savings
- Identify improvements to minimize energy use, create cost savings and reduce environmental impact
- Identification (non-quantitative) of specific energy and cost-savings projects
- Define the most effective scenario for the energy management program

3 Groups of : Energy Conservation Measures (ECMs):



Main criteria:

- CAPEX
- Energy saved per year (MWh)
- $CO_2$  emissions savings per year
- Payback period (years)

# Energy Efficiency

Energy efficiency is using less energy for a similar level of service.

The 1<sup>st</sup> Renewable Energy is **Energy Efficiency**

ENGIE is pleased to propose a (**Free of Cost**) Preliminary Energy Audit of the Assets.

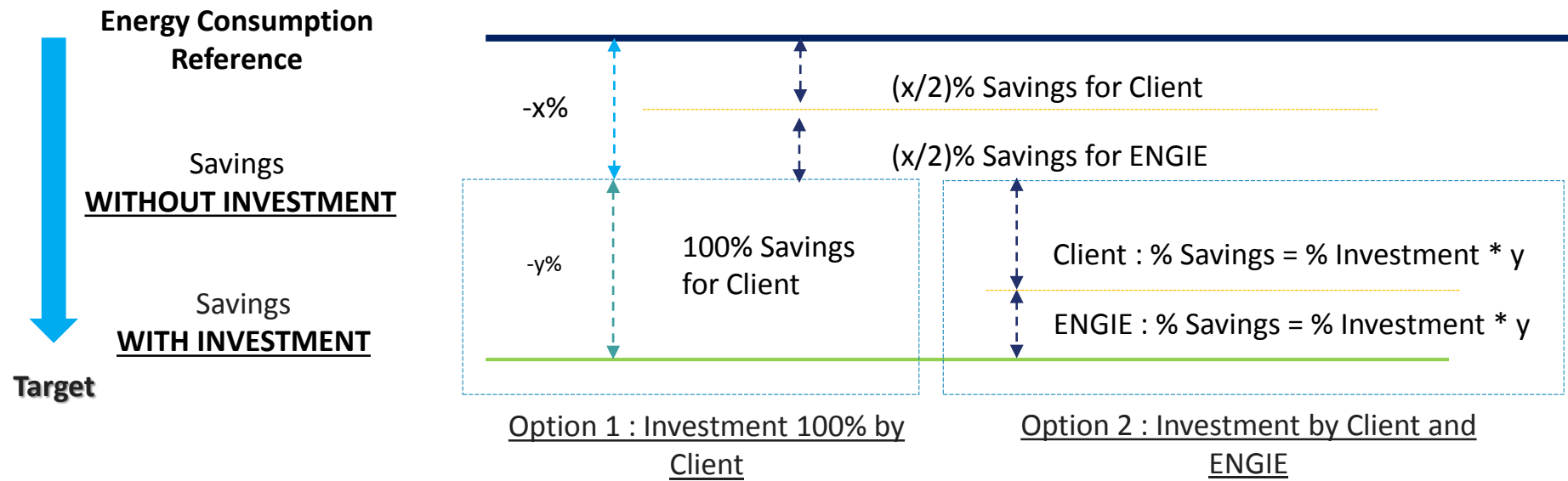
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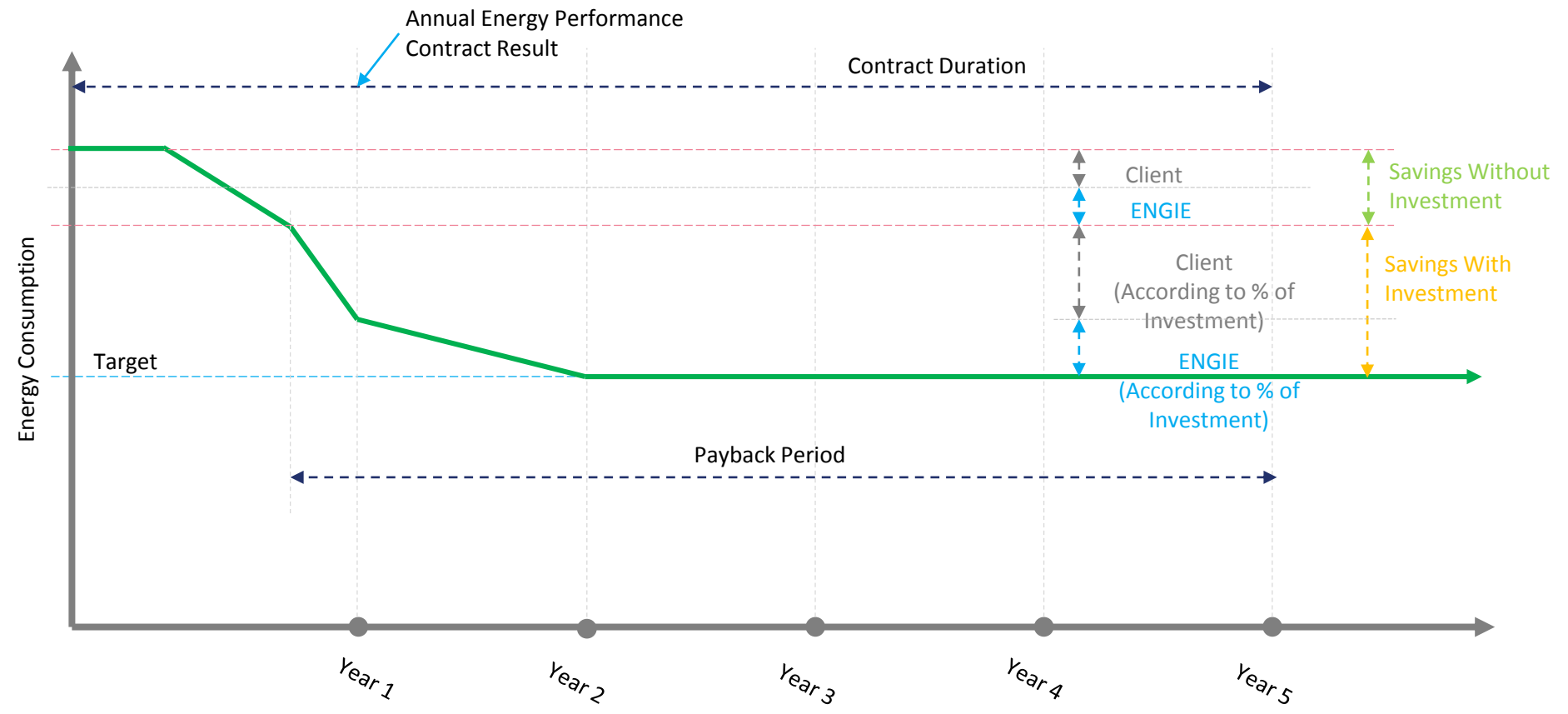
# Proposed Model

## Energy Efficiency : Proposed Model

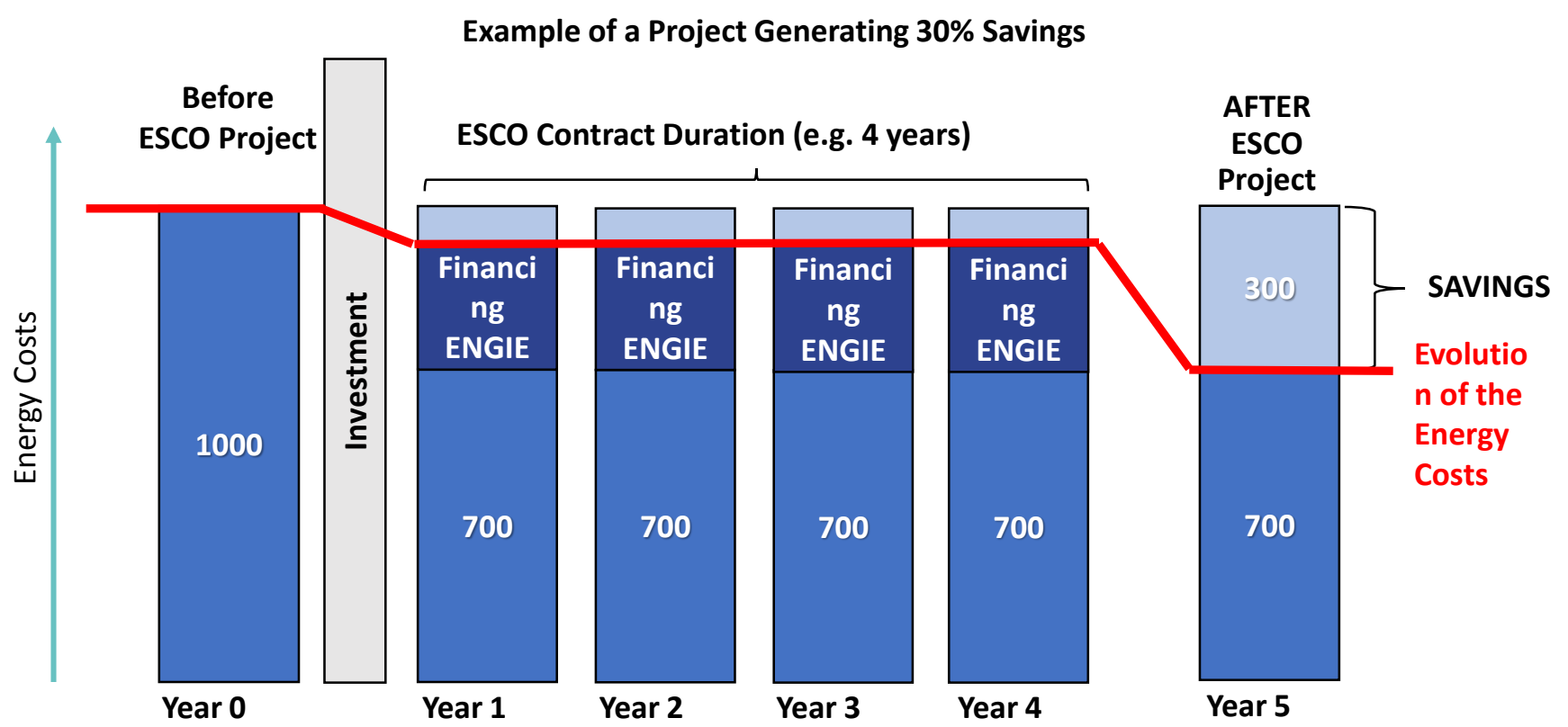
*To be Confirmed by an Energy Audit*



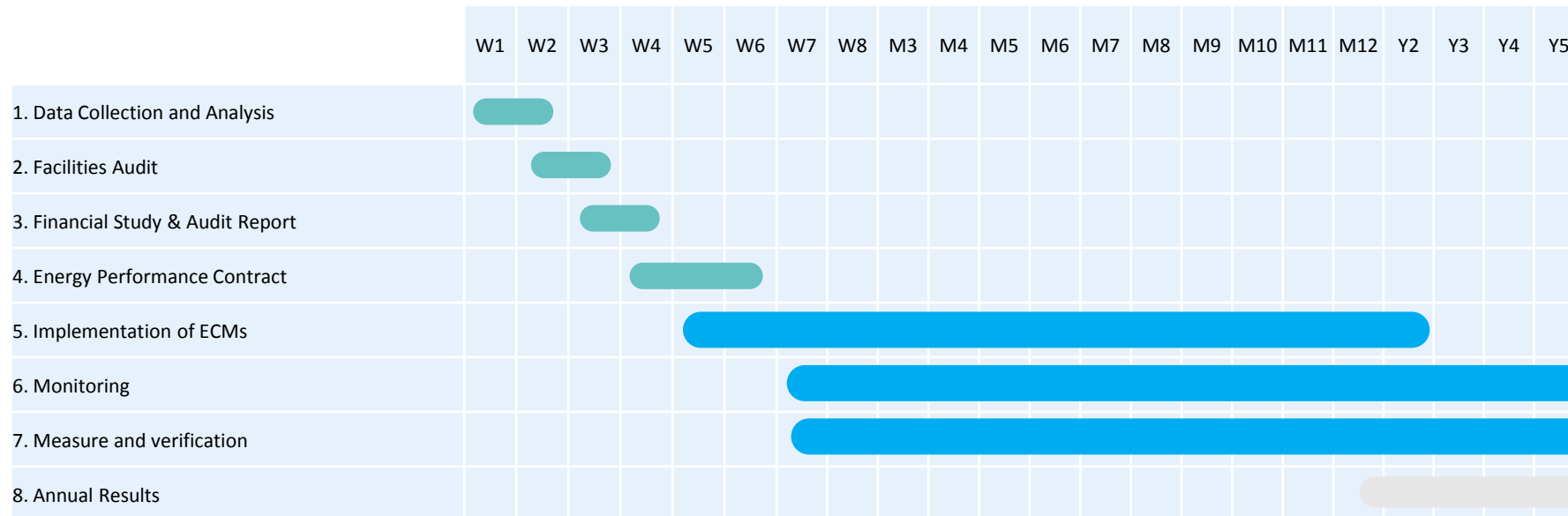
Proposed Model Continued...



# ESCO Model



# Estimated Action Plan





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# OUR SECTOR REFERENCES



# Sectors References



## FOUR SEASONS HOTEL

Operations and Maintenance of MEP systems and kitchen and laundry equipment of the hotel along with the provision of a 24/7/365 helpdesk centre.

2018 - present

Technical services

Hospitality sector



## National Bank of Kuwait

Consultancy – Development, Implementation and Certification of Facilities Management Services

2019 - present

Consultancy – Data Centre

Data Centre sector



## Taiba Hospital

Scope includes Hard FM services, Security, Portage and Valet Parking services, Cleaning, Waste Management, Pest Control, Landscaping and Laundry services

2019 - present

Total Facilities Management

Healthcare sector

# Sectors References



## Abu Dhabi Airport

Hard FM services including MEP; civil and building fabric maintenance services; fire and life safety systems; specialized airport systems including power, complex utilities systems, security systems, etc.

2017 - present

Technical services

Data Centre sector



## Al Qassimi Hospital

Full comprehensive MEP maintenance inclusive of duct cleaning, specialist systems, medical equipment maintenance for the hospital common areas and the Emergency Accident Centre.

2017 - present

Technical services

Healthcare sector



## Higher Colleges of Technology

Hard facility management services including operations and maintenance of electrical systems, HVAC and ventilation systems, fire and life systems, elevators, gate barriers, sliding/automatic doors, etc.

2016 - present

Technical services

Education sector

# Sectors References



## Al Raha, Shams and Saadiyat

O&M services for the completed infrastructure works for project locations at Al Raha Beach Development, Saadiyat Island Development, and Shams Development.

2019 - present

O&M

Infrastructure sector



## Barka II

HVAC maintenance including but not limited to chillers, AHU systems, package unit AC systems, split AC units, ventilation/exhaust fans and AFU units

2018 - present

O&M

Industrial sector



## Citywalk Phase II Residential

MEP maintenance, Civil maintenance, cleaning, waste management, specialist systems maintenance services, 24/7 helpdesk and contact centre provision, managing agent services for client procured subcontractors and service providers.

2018 - present

Total facilities management

Residential sector



# Sector References – Assets

- Shamal Az-Zour Al-Oula K.S.C – First Independent Water and Power Project (IWPP) in Kuwait
- Private Entities – Shareholders:
  - ENGIE/Sumitomo/Al Sagar (40%)
- Public Entities – Shareholders:
  - Kuwait Investment Authority – KIA (5%)
  - Public Institution for Social Security – PIFSS (5%)
  - KAPP/IPO (50%)
- Operation and Maintenance Company: AZN O&M Company W.L.L
  - ENGIE (50%)
  - Sumitomo (50%)



- AZN1 Plant capacity: 1539 MW – 107 MIGD
  - ~10% Kuwait Power Capacity
  - ~20% Kuwait Water production

# Awards & Accreditations





**Kuwait Office**

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