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1.1 A brief history of the Company

ERGO srl is the first spin off company of the Sant’Anna School of Advanced Studies of Pisa to be approved by the school’s Academic Senate that specialises in consultancy work focusing on the environmental management of businesses and local areas.

ERGO bases its know-how on a network of legal-financial and technical-scientific expertise developed within the scope of the Sant’Anna School of Advanced Studies of Pisa, capable of providing qualified interdisciplinary services to deal with the complex issues of sustainability at 360°.

The company was founded in late 2006 on the initiative of four university professors and four researchers from the Sant’Anna School of Pisa with more than ten years’ experience in the field of environmental management and support to public administration to implement Environmental and Safety Management Systems, the promotion of Product and Manufacturing Standards, Territorial and Environmental Marketing and Energy Planning.

The main types of services ERGO is able to provide are the following:

• Support for achieving environmental certification of product and processes,
• Specific solution for Oil&Gas
• Energy planning, management and auditing and promotion of renewable energy
• Support for Greenhouse gas emission management
• Airport sustainability strategy and solutions
• Developing Green marketing plans, Environmental and social communication reporting
• Support for policy and environmental impact assessment procedures,
• Support to local authority environmental services subject to planning and regulation
• Auditing and monitoring activities
• Training plan for management and operatives
1.2 Our sustainability commitment

The company has an Environmental Management System, and has recently obtained EMAS certification (EC Regulation CE 1221/2009), registration number IT-001561. ERGO’s Environmental Statement, stating its strategies, improvement targets and reporting on its environmental performance, can be downloaded on our website. On June 10th 2013 ERGO srl was one of the founder promoters in the establishment of ‘FONDAZIONE GLOBAL COMPACT NETWORK ITALIA’, and by doing so is helping to create a more inclusive and sustainable global economy.

1.3 Ergo Iberia SL

October 2013 saw the founding of ERGO Iberia SL, 49% of which is owned by ERGO srl and 51% by Federico Merlo, with its offices in Barcelona, Spain. ERGO Iberia addresses its activities mainly to the markets in Spain and Latin-America, providing specific consultancy services to businesses and public authorities, with a broad focus on:

- carbon management issues
- new specific certifications in the airport industry
- energy issues
- the environmental issues of manufacturing

ERGO and ERGO Iberia adopt a strategy of total sharing of resources and know-how, aimed at enriching the range of services it can provide customers, with a view to territorial expansion while guaranteeing the utmost expertise and highest standards of its specific consultancy services.
02
Main Activities

Operating in compliance with the “Policy for Spin-Offs of the Sant’Anna School of Advanced Studies” ERGO has established itself as an entrepreneurial catalyst in shaping training, research and business activity networks in the territory, thanks to the types of services it is able to provide. Below, you will find a detailed description of ERGO’s main activities.
2.1 Support for management systems, product and manufacturing certification

- Planning and implementing environmental management systems in compliance with the requirements of EMAS Regulation 1221/2009/CE and the ISO 14001 standard in industrial and services sectors.

- Planning and implementing safety management systems in compliance with national standards (LLGG INAIL) or international standards (OHSAS 18001).

- Planning and implementing social responsibility management systems in compliance with international standards (AA1000, SA8000).

- Planning and implementing quality management systems in compliance with international standards (ISO 9001).

- Planning management systems for major-accident risk plants (D.Lgs. 334/99 “Seveso”).

- Planning management systems for Asset Integrity and the Process Safety of manufacturing plants.


- Experimenting with new approaches to management systems for the banking and credit industry, for businesses, the tourism industry and public administration (with particular focus on indirect environmental aspects and synergies with Local Agenda 21).

- Planning and refining processes for achieving environmental product certification (Ecolabel, EPD, etc.).
2.2 Specific solution for Oil&Gas sector

- Support for reviewing and updating of the safety management system (OHSAS 18001/SMS) and environmental management system (ISO 14001/EMAS)

- Support for reviewing and updating the SMS concerning major risks of accidents at the plants

- Support for the Asset Integrity Management System

- Performing HSE audits of offshore platforms and FPSO and landside site

- Support for the implementation of energy management system ISO 50001 and regulatory audits on energy issues

- Support for Annual Reports

- Drafting and updating of the Risk Assessment Document, Risk assessments and Emergency Plans

- Performing Regulatory audits
2.3 Energy: planning, management, auditing and promotion of sustainable energy sources

- Planning and developing energy management systems ISO 50001 and BS 16001
- Technology Assessment and assistance for technological transfer of know-how of systems based on:
  - Use of renewable energy sources (solar thermal, solar photovoltaic, windpower, waste-to-energy, geothermal, hydroelectric, biomass)
  - Implementing high energy efficiency solutions (e.g. cogeneration, trigeneration, use of hydrogen vectors)
- Drafting Energy Savings Opportunity Scheme (ESOS) according to EU Energy Efficiency Directive (2012/27/EU)
- Feasibility studies for activities related to enhancing production efficiency and energy use in civil and industrial sectors
- Assessment of the energy potential of farmland and woodland and designing biomass plants
- Energy audits, diagnosis and feasibility studies for buildings, plants and manufacturing processes
- Technical and regulatory support for regional and municipal energy planning
- Territorial assessments for energy recovery
- Analysis of possible interventions to promote rational energy use and identify industrial solutions
- Assistance in interpreting environmental and energy legislation
2.4 Greenhouse gas emission management

- Projects to determine the quantities of greenhouse gas emissions in accordance with:
  - ISO 14064-1-2
  - Ghg protocol Guidance
  - DEFRA Guidance
- Creating carbon management systems and fully integrating them into pre-existing management processes
- Support in achieving Airport Carbon Accreditation
- Support in creating carbon action plans aimed at reducing emissions in order to offset them, in accordance with Carbon neutral procedures
- Carbon reduction stakeholder engagement

2.5 Airport sustainability management

- Development of specific strategic programs concerning Health, Safety and Environment
- Specific HSE support for airport master plan
- Specific Airport support for the Airport Carbon Accreditation achievements across all 4 phases of the accreditation scheme, including the final level 3+ “carbon neutrality”. ACA is both a management and a communication tool and we also help with stakeholder mapping and collaborative engagement on climate change plans
- As founder of www.flyzen.net our reports include the added value of the powerful platform compliant with ICAO and GHG protocol for the LTO (landing and take off) emission calculation generated by aircrafts
- Development of stakeholder engagement plan, stakeholder mapping and local communities relationship as pillars of the CSR policy
- Development of specific sustainability report for airports following Global Reporting Initiative scheme specific to airports.
2.6 Green marketing, Environmental and social communication reporting

- Strategic support in environmental, social and sustainability communication activities

- Providing Environmental Performance Review and Territorial Assessment

- Support for drawing up Sustainability Reports, in addition to the correlated set of indicators according to the most widespread standards (GRI, GBS, etc.)

- Support for implementing systems for measuring the environmental performance of products and manufacturing processes (e.g. LCA, OEF, PEF, Carbon Footprint, etc.)
2.7 Support for policy and environmental impact assessment procedures

- Methodological support and practical implementation of Environmental Assessments, both for carrying out new projects in the private sector (Environmental Impact Assessments) and in public territorial planning processes (Strategic Environmental Assessments)

- Support in the processes of Analysis of Territorial Plans and Project definition of the Environmental Territorial Cognitive Frame, drawing up of Environmental Reports, Incidence reports and defining and implementing Integrated Assessment methods

- Preparation of management and production models and support systems for local-scale decisions aimed at safeguarding against environmental-landscape risks and fully developing local resources (natural, cultural and production resources), to support socio-economic development in rural areas

- Carrying out socio-economic territorial surveys as support for decision-making processes and local territorial planning

- Support for the sustainable management and preliminary assessment of opportunities for developing natural areas, parks and Special Protection Areas

- Activation and management of Local Agenda 21 processes and definition of specific action plans to favour the application of environmental management on a far-reaching territorial scale

- Supporting for Drafting Waste Management Plans
  - Technical and regulatory assistance for planning and authorization of waste management centre
  - Economic and financial analysis of waste management
  - Feasibility study for the construction of new waste management plants
  - Multi-criteria evaluation of alternative management

- Support for water providers in defining the tariff systems related to the management of the water cycle and the waste cycle
  - Developing of Waste Management Plans and Area Plans for the water resources integrated management
  - Support managers in the definition of pricing systems for the water cycle management and for the waste cycle
2.8 Auditing and monitoring activities

- Preparing system tools for monitoring, training and auditing activities (ISO 19011)

- Conducting first and second-party audits, regarding the environment, safety, quality and social responsibility, together with auditors and team leaders with consolidated and highly-qualified experience

- Conducting certification audits as Lead Auditors on behalf of Rina Services SpA with AICQ Sicev accredited staff for the ISO14001 standard, EMAS Regulation, ETS (Emission Trading System)


2.9 Training

- Design and development of training programs on the main issues of HSE management, energy, environmental sustainability and social responsibility

- Training for managers and technical and specialized training
Our main partners are manufacturing and oil and gas companies, relevant collaborations with chambers of commerce, and other business services, as well as relationships with the public sector.

Constant comparison with the widest variety of stakeholders has helped us to develop capabilities to analyse and match the needs and peculiarities of each organization.

For these reasons, we are able to interface with a wide number of production sectors, ensuring methodological rigor and providing specific and targeted support.
Focus on client distribution in the manufacturing sector

Following a selection of our main works for our clients
3.1 Support for health and safety management systems

- Implementation and maintenance of health and safety management systems OHSAS 18001
- Support during Audit Certification with third parties
- Technical and legal advice about health and safety regulation application
- Editing and updating of the Risk Assessment reports
- Preparation of prevention and protection procedures
- Review and update of the safety management system (SGS) related to plants with relevant accident risks
- Drafting of emergency plans
- Health and safety management training tailored for managers, supervisors and workers
- Health and safety regulatory compliance Audit and OHSAS 18001 management systems audit
- Asset Integrity Management System implementation and support
- Implementation of corporate social responsibility management systems, comply with SA8000
3.2 Support for environmental and quality management systems

- Implementation and maintenance of environmental management systems, complying with the ISO 14001 and EMAS Regulation;
- Support during the Certification and Control Organisation visits;
- Technical-legal advice about Environment regulation;
- Support during Audit Certification with third parties;
- Preparation of specific environmental management procedures;
- Drafting tailored solution for waste management;
- Support for environmental management activities at construction sites;
- Support for the EMAS implementation in industrial districts;
- Specific training on environmental issues tailored for managers, supervisors and workers;
- Internal and third party audit on established EMS;
- Emission Trading scheme ETS support;
- Drafting of Strategic Environmental Assessment and Environmental Impact Assessment.
3.3 Specific support for environmental product certification and green marketing tools

- Screening and studies about Life Cycle Analysis
- Drafting of Environmental Product Declaration EPD®
- Carbon footprint
- Drafting of guidelines on IPP (Integrated Product Policy)
- Ecolabel certifications
- Studies OEF and PEF
3.4 Specific support for energy management

- Implementation, review and update of the energy management system (ISO 50001)
- Conducting energy audit and compliance audit
- Drafting Energy Savings Opportunity Scheme (ESOS) according to EU Energy Efficiency Directive (2012/27/EU)
- Technical and strategic consulting for development of improvements in energy savings with a strong focus in renewables
- Technical energy planning support for public administrations
3.5 Our specific experience in Oil and Gas sector

**MILAN (Area)**
Società Oleodotti Meridionali SpA
- Prevention and Protection Manager in charge
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Drafting and updating of the Risk Assessment and Emergency Plans

STOGIT, gas storage Italy, SRG (activities 2010-11) based in Crema (CR)
- Review and update of safety management system (SGS) related to plants with relevant risks
- Implementation and support on safety management system (OHSAS 18001)
- Drafting and updating of the Risk Assessment and Emergency Plans

**EN Corporation activities (2010-11)**
- Implementation and support of safety management system (OHSAS 18001)
- Drafting emergency and evacuation time plan analysis of the II offices building (San Donato Milanese)
- Support and implementation of energy management system ISO 50001 and regulatory audits on energy issues
- Drafting and updating of the Risk Assessment and Emergency Plans

**EN Corporation (activities 2011-12)**
- Prevention and Protection Manager in charge
- Drafting and updating of the Risk Assessment and Emergency Plans

**EN Cellular activities (2011)**
- Implementation and support on safety management system (OHSAS 18001)
- Drafting and updating of the Risk Assessment and Emergency Plans

**CROTONE**
Ionica Gas Company
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Onshore and offshore HSE audits

**MALTA**
Eni North Africa
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)

**GELA (CL)**
Enimed SpA
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Review and update of safety management system (SGS) related to plants with relevant risks
- Performing HSE audits of offshore platforms and FPSO and landside site
- Support and implementation of sustainability management system

**ORTONA (CH)**
Adriatic Hydrocarbons (activity 2011)
- Review and update of safety management system (SGS) related to plants with relevant risks

**RAVENNA**
DICS, District Centre North Eni SpA
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Review and update of safety management system (SGS) related to plants with relevant risks
- HSE audits on shore and off shore

**ROME**
Eni g & p (activities 2011-12)
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Compliance Audit

**AGI - Italian Journalistic Agency (2012-2013)**
- Support and implementation of energy and sustainability management system

**VIGGIANO (PZ)**
DIME Southern District Eni SpA
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Review and update of safety management system (SGS) related to plants with relevant risks
- Asset Integrity Management System implementation and support
- Onshore and offshore HSE audits
- Support and implementation of energy management system ISO 50001 and regulatory audits on energy issues
- Support and implementation of the health energy management system
- Support and implementation of the sustainability management system

**CROTONE**
Ionica Gas Company
- Support and updating of safety management system (OHSAS 18001) and environmental management system (ISO 14001)
- Onshore and offshore HSE audits
In addition to business management consulting, Ergo is deeply involved in research, development & testing projects.

<table>
<thead>
<tr>
<th>BUSINESS/INSTITUTION AND LOCATION</th>
<th>TYPE OF SUPPORT</th>
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<tbody>
<tr>
<td>Polo Sant’Anna Valdera</td>
<td>Technical and socio-economic analysis for the structure of a hydrogen production chain in the Valdera area including analysis of the life cycle of a hydrogen-powered Porter vehicle.</td>
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<tr>
<td>Scuola Superiore Sant’Anna</td>
<td>Pilot project (ECCELSA - Environmental Compliance based on Cluster Experiences and Local SME-oriented Approaches) oriented to support SME in reducing the environmental impact.</td>
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<td></td>
<td>Coordination of the EC project LIFE+ RoadTire related to technical and market analysis for laying surfaced roads thanks to the use of End-of-Life tires.</td>
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<td></td>
<td>External assistance from the Sant’Anna School of Advanced Studies as part of the MED IPPC NET project, focused on assessing the application of the IPPC Directive, co-financed through the MED programme.</td>
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<tr>
<td></td>
<td>External assistance from the Sant’Anna School of Advanced Studies as part of the LIFE+ BRAVE project.</td>
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<td></td>
<td>External assistance from the Sant’Anna School of Advanced Studies as part of the LIFE+ PRISCA - Pilot project for scale re-use starting from bulky waste stream project.</td>
</tr>
<tr>
<td>CESISP</td>
<td>External assistance as part of the LIFE+ LAIKA for the pilot project to define and plan a ‘territorial’ strategy for the reduction of greenhouse gas emissions.</td>
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<tr>
<td>Interuniversity Centre for the Development of Product Sustainability</td>
<td>IMAGINE pilot project (Innovation for MAde Green in Europe) promoted by the European Commission’s Eco Innovation programme, to promote and spread the EMAS district approach to the Tuscan ‘fashion system’.</td>
</tr>
<tr>
<td>Asti Consortium</td>
<td>Project LIFE + PREFER (PRoduct Environmental Footprint Enhanced by Region). Implementation of “Product Environmental Footprint (PEF)” methodology for products regarding eight different productive contexts.</td>
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</table>
The main objective of the LIFE IRIS project is to support enterprises, in particular small and medium enterprises, to become more resilient to climate change and to test the effectiveness of adaptation measures implemented through a cluster approach (industrial and supply chain).

Among other objectives:

- Improve the resilience of the industry through methods and solutions transferable to all EU countries;
- Help in developing resilience to climate change, low-carbon emission for a better, more efficient economy;
- Promoting the use of financial instruments designed to reward resilient businesses or companies belonging to resilient industrial districts;
- Increase awareness among industrial and financial companies regarding the effects (threats and opportunities) of climate change on industrial production.

The SELFIE project aims to design, develop and implement, innovative components and systems for the construction industry, with high energy and environmental performance through studies based on process and product methodology.

The intent of SELFIE is to foster cooperation among the participating companies in Tuscany area (Italy), to design innovative facade components for the building industry, enabling experimental vertical closure solutions to be envisaged, characterized by an innovative scientific and technological approach and regulatory compliant (including in terms of energy savings, indoor comfort, structural safety, accessibility).

Selfie promotes the full respect of environmental compatibility, and at the same time creates new markets in the building sector.
Our professionals are:

- Professors from the most prestigious Italian universities and the most important postgraduate master programmes on issues related to environmental and safety management
- Expert consultants from certification bodies who work as qualified lead auditors in the field of third party auditing and as trainers of company inspectors
- Experts on law and legislation in the environmental, occupational safety and health and process safety fields
- Local authority expert consultants from the fields of territorial policies, local Agenda 21 programmes and application of management systems in Public Administration
- Experts on environmental communication and marketing, networking with environmental associations and NGOs and reporting tools (environmental and social reports, environmental statements, etc.)
- Authors of books, publications and articles for national and international scientific journals, as well as sectorial manuals and guidelines (chemistry, food, ceramics, local government ...), focused on environmental management, risk prevention, integrated management, ecological communication and environmental issues relating to products and their life cycles
- Accredited experts within some of the international organizations most committed to sustainable development and environmental policies for the various economic sectors
- International research project managers and coordinators, in partnership with renowned scientific and academic institutions.
Company Profile

Ergo

Energy & Resources for Sustainability Governance
Ergo S.r.l.

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