



Company Profile

ENERGY MANAGEMENT SERVICES INT.

UAE | Jordan | Saudi Arabia | Kuwait | Bahrain | Qatar



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VISION

To contribute towards sustainable ways of living and a greener future for the world.

MISSION

To plan, source, deliver and manage energy, water and environmental solutions; aspiring to realize measurable value to our clients through innovative and progressive expertise.

EMS CULTURE

CORE VALUES

Our values represent our fundamental beliefs as an organization. They guide the way we work with our clients and with each other.

- **Innovative Minds:** We foster creativity by recognizing inventive initiative and entrepreneurial spirit that helps our team realize exceptional value for our clients.
- **Client-oriented Approach:** We effectively use our capabilities to achieve our clients' objectives, and commit to providing excellence in delivery while cultivating responsiveness and accessibility.
- **Code of Integrity:** We inspire trust by taking responsibility for our actions and by nurturing an open and transparent environment.
- **Entrepreneurial Management:** We build for future generations by ensuring financial strength and human capital excellence. We know that performing well will safeguard our growth.
- **Progressive Culture:** We pursue the best talents and empower our people to grow by creating a culture of candid feedback, teamwork, and continuous learning.
- **Corporate Social Responsibility:** We seek to improve the quality of life by delivering solutions that promote sustainable economic development and environmental safety.
- **One Family:** We share the same corporate DNA; embrace the same vision; share knowledge and achievements; and care for one another.

CORE COMPETENCIES

Our blend of expertise and ingenuity enables us to deliver unparalleled business benefit and value. Our core competencies combine:

- Diversified capabilities and regional presence
- A full array of energy, water and environmental solutions
- An insightful approach to clients' challenges and opportunities
- An ability to convert insights into strategies
- A team of experts
- Certified Energy Managers and Certified Demand-Side Management Professionals by the Association of Energy Engineers, USA
- LEED Accredited Professionals
- A history of success
- A culture that promotes innovation and progression



COMMITMENT TO OUR CLIENTS

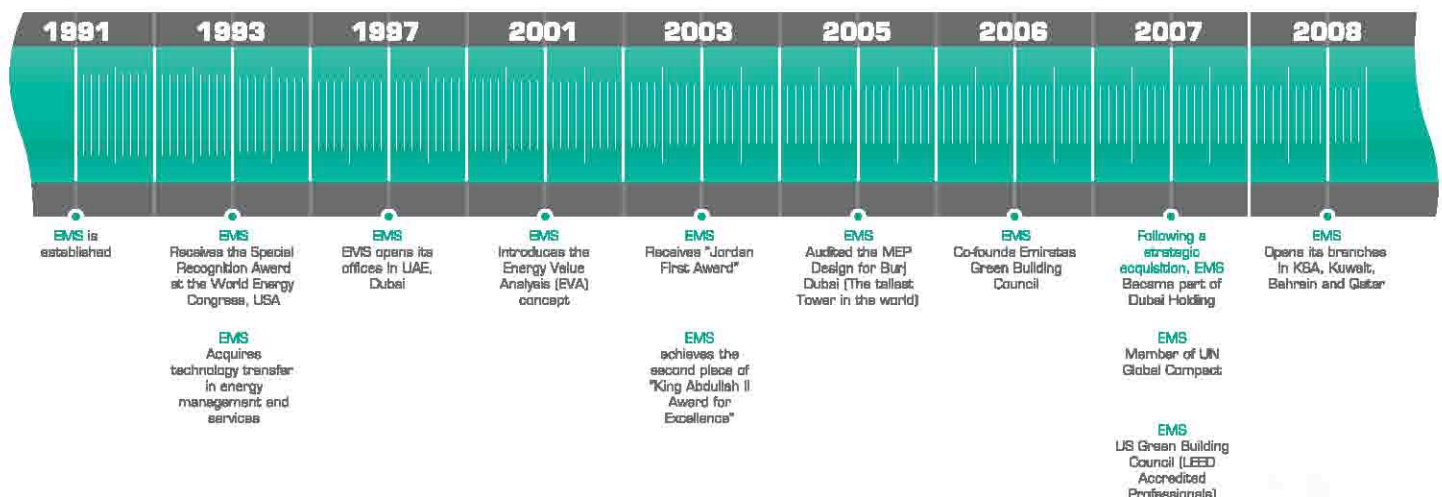
We are committed to:

- Offer you breadth and depth of solutions and resources that meet your diverse energy, water and environmental needs
- Provide you with expert advice by professionals who understand your needs
- Bring you measurable added value
- Maintain constant, proactive communication to shape ideas and tailor solutions
- Realize successful and timely project implementation
- Place your interests first
- Build strong, long-lasting relationships with you
- Honor our commitment to you

A HISTORY OF GROWTH

Energy Management Services International (EMS) was established in 1991 as the first company to provide energy management solutions (ESCO) in the Middle East. Since then, EMS has continually expanded and led the region in defining, promoting and executing sustainability projects and solutions. EMS has been actively involved in assisting its clients within the region to strategically manage energy procurement by designing and implementing energy efficiency solutions, supplying reliable and cost-competitive energy commodities and services, and coordinating the acquisition and installation of energy infrastructure and technologies.

With offices in UAE, Jordan, Saudi Arabia, Kuwait, Bahrain and Qatar. The timeline below depicts milestones in EMS growth:



EMS

SOLUTIONS

EMS SOLUTIONS

EMS Solutions are designed to meet the distinctive demands of each sector and industry, while addressing the requirements of business profitability, sustainability and growth. EMS comprehensive solutions enable organizations from all sectors to optimize their energy and water performance and achieve significant savings without compromising their operations and services.



GREEN SOLUTIONS

Green Solutions consolidate the work of various design and engineering disciplines to produce high-value buildings that cost less to operate; are environmentally sensitive; and are more marketable than buildings designed through the conventional approach.

With its focus on sustainable and environment-friendly solutions, EMS is a pioneer in transforming the planning, design and construction market in Middle East. Our seasoned team assists developers, builders, architects, public agencies, planners and non-profit organizations incorporate green building methods, materials and technologies into workplaces, homes and communities, thus leading the way for a greener and more sustainable future.

From a single structure to an entire community, EMS works with its clients to create successful programs that guide the building professionals to design, build and market green buildings successfully; and that inspires the public to embrace green buildings, products and services. Our team of Energy and Building Specialists also helps building owners and builders retrofit and build high performance buildings that are healthier, more energy and water efficient, comfortable, durable and environmentally responsible.

EMS Green Solutions and its team of experts enable clients to optimize the energy, water and material efficiency of their new or existing buildings through:

- Urban Planning and verifying utility demand for developments
- Feasibility of ownership and operation of district cooling/heating plants.
- Energy Value Analysis (EVA) of Mechanical, Electrical and Plumbing (MEP) designs
- Providing the Green building design guidelines for single and multiple building projects based on a suitable Green building rating system that is accepted in and adaptable to the local conditions. We also coordinate with the Green entities to certify the buildings by providing innovative Green Solutions such as Renewable Energy.
- Manage and coordinate certification in accordance with Green building council
- Environmental regulations and standards
- Green Architecture



SMART PROPERTY SOLUTIONS (SPS)

EMS Smart Property Solutions facilitates the creation of smart facilities through the optimization, integration and automation of energy systems. EMS Energy Management and Control Command Center Program assist property owners and managers in capitalizing on their facilities investment, and ensure constant logging and monitoring of data.

EMS implements a comprehensive energy analysis through a systematic process to analyze facilities' operational characteristics, evaluate energy use by equipment and/or section, and establish the "Energy Balance" within the property. EMS expert consultants audit facilities to identify energy use and uncover any inefficiency. The audit comprises qualitative and quantitative analyses and usually starts with a desk study which looks at energy bills, consumption trends, tariffs, etc.; followed by a site survey and actual measurements to review the physical energy use and distribution.

EMS implements the Control Command Center which represents last up-to-date technology in the smart facilities concept. Its purpose is to automate, control, monitor and optimize your building services including lighting, climate control, water, etc. By connecting all building facilities to a centralized control unit, you will enhance the energy efficiency of your building.

EMS customized Smart Property Solutions simplifies, facility management and significantly increase the energy efficiency and cost-effectiveness of the building, while providing comfort and flexible control for building occupants. This solution can achieve up to 30 % saving of the energy bills of the facility.



RENEWABLE ENERGY

EMS array of renewable energy services and its extensive analysis, design and project management expertise successfully bring a project to fruition. Our experts provide you with independent advice to assess the feasibility of a potential renewable energy project and advise you on the development and implementation of renewable energy solutions.

EMS renewable energy services include:

- Development of renewable energy projects (wind, solar, bioenergy and geothermal)
- Consultation during the construction of renewable energy projects
- Environmental and social impact studies of renewable energy projects
- Technical feasibility studies and due diligence of renewable energy projects at a national level
- Development of renewable energy strategies, policies and regulations

EMS

SOLUTIONS



WATER MANAGEMENT

EMS provides customized water management programs to help organizations achieve efficient water utilization, conservation and management. EMS water management services include:

- Management of water treatment of drinking water, industrial water, sewage or wastewater
- Management of water resources

EMS energy conservation experts audit facilities to identify water use and needless waste. The comprehensive audit comprises qualitative and quantitative analyses of water consumption to uncover any costly inefficiency in the water distribution system, and to identify saving opportunities and means of reuse or recycling.

The audit report presents the findings of the site survey and a program of measures or actions to be implemented, opportunities for water efficiency improvements, water recycling options, costs and benefits of the actions taken.

EMS consultants also ensure successful implementation of the latest water management techniques by providing feedback and support throughout the project implementation.



GAS SOLUTIONS

EMS helps organizations convert from electrical and fuel energy to the more efficient and environment-friendly gas energy. EMS team of experts:

- Audit facilities' current and future requirements for gas.
- Review and negotiate the contract and tariff scenarios proposed by the gas provider.
- Prepare the technical requirements of converting to gas.
- Solicit supplier quotations, evaluate offers and provide recommendation.
- Supervise the implementation, testing and handing-over processes.



POWER SOLUTIONS

EMS provides a comprehensive assessment of organizations' power needs; analyzes the different power supply alternatives; and recommends the most cost effective provision. EMS experts examine the entire power supply network – from the utility to the in-house generation and distribution – and proposes the power solutions that best match facility needs. EMS Power Solutions include:

- Transmission and distribution studies
- Power quality studies
- Generation and cogeneration project development
- Sourcing
- Master planning



DEVELOPMENT OF CLEAN DEVELOPMENT MECHANISM (CDM) PROJECTS

In collaboration with leading international companies, EMS assists organizations in the development of CDM projects by conducting feasibility studies for the participation in the Carbon Credits Program. EMS undertakes the following tasks:

- Drafting the Project Information Note (PIN) requested to qualify the project to potential buyers
- Investigating the CDM market and identifying the most suited buyers
- Initiating discussions and negotiations with buyers
- Securing funding for the realization of the Project Development Document (PDD) required to qualify the project under the UNFCCC for carbon transaction
- Drafting the PDD
- Verification and Certification reports /Request for CERs.
- Supporting buyers in securing project transactions

ENVIRONMENTAL AND SUSTAINABLE CONSULTANCY

Environmental and Sustainable Consultancy projects need to be understood within global, national and local context. EMS Sustainable and Consultancy result in better decisions and optimized engineering designs as projects are planned and implemented.

NATIONAL ENERGY MANAGEMENT PROGRAMS

EMS assists governments and public organizations in designing and implementing energy management programs at a national level, including:

- Energy awareness programs
- Energy policies and regulations
- Energy labeling
- Energy master planning
- Establishing Energy Saving Companies (ESCOs)

AFFILIATIONS, ASSOCIATIONS & CLIENTS

EMS and its energy expert consultants are members of the following associations:

- Association of Energy Engineers (AEE), USA
- American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE)
- Institute of Electrical and Electronics Engineers (IEEE)
- Founding Member of Emirates Green Building Council (EGBC), UAE
- US Green Building Council (USGBC), USA
- UN Global Compact.
- Project Management Institution (PMI), USA

EMS has also established strong professional partnerships and teamed up with leading energy and water specialized companies from the EU, USA, Canada, and Japan.

Furthermore, EMS is a registered service provider with several international donor organizations, including:

- United Nations Industrial Development Organization (UNIDO)
- National Fund for Enterprise Support (NAFES)
- Higher Council of Science and Technology, Jordan
- Business & Export Development Project for Jordanian Enterprises (Tatweer)
- Euro-Lebanese Centre for Industrial Modernization (ELCIM)
- Euro-Jordanian Action for the Development of Enterprises (EJADA)
- Jordan Upgrading and Modernization Program (JUMP)

OUR CLIENTS

Following is a list of some selected clients that we have proudly served:





OUR CLIENTS

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HOTELS

1. Al Bustan Rotana Hotel, Dubai, UAE
2. Intercontinental Hotel, Aqaba, Jordan
3. JW Marriott Hotel, Dubai, UAE
4. Le Meridien Hotel, Abu Dhabi, UAE
5. Sheraton Hotel (Al Nabil Towers), Amman, Jordan

INDUSTRIAL

1. AL HIKMA Pharmaceutical, Jordan
2. Fine Hygienic Paper Industries, Jordan
3. National Paints Industries, Jordan
4. Pepsi Cola, Jordan
5. Petra Steel Company, Jordan
6. Quality Food Company, Jordan
7. RAK Ceramic, UAE

TOWERS

1. Burj Dubai Development, Dubai, UAE
2. Jernain Tower, Abu Dhabi, UAE
3. Riviera Tower, Sharjah, UAE
4. Sky Towers, Abu Dhabi, UAE
5. Silver Tower, Abu Dhabi, UAE

PUBLIC INSTITUTIONS

1. Dubai Municipality, UAE
2. GTZ, Amman, Jordan
3. Ministry of Electricity and Water, Bahrain
4. Ministry of Energy and Mineral Resources, Amman, Jordan
5. Palestinian Energy Authority (PEA), Palestine
6. World Bank, Amman, Jordan

COMMUNITIES

1. Business Village, UAE
2. George Mason University, Ras Al Khaimah, UAE
3. Grand Resident, UAE
4. Green Community, UAE
5. Marine Scope, UAE

MALLS & ENTERTAINMENT

1. Al Azizia Hyper Market, Al Riyadh, Saudi Arabia
2. Dubai International Airport Terminal 2, UAE
3. Dubai Mall, UAE
4. Safeway International, Jordan
5. The Aviation Club, Dubai, UAE



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