



COWI
Baltic

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Mission, vision, values

- VISION

Provision of top quality consulting and design services in the engineering and environmental protection fields, adhering to a contemporary approach, increasing public knowledge and strictly observing the principles of professional ethics.

- MISSION

BASED ON OUR INTERNATIONAL EXPERIENCE AND PROFESSIONAL KNOWLEDGE WE STRIVE AT:

- Offering our clients creative and efficient solutions which meet their needs and provide additional value;
- Granting qualified and career-driven staff opportunities for professional and personal improvement;
- Instilling ethical and transparent principles of activity in the local engineering consulting services sector.

- OUR VALUES:

- INDEPENDENCE

We are in no doubt that independence is one of our greatest assets. The independence of employees leads to the achievement of the best results, by allowing specialists to maximise their creative potential. An independent engineering consulting company, free of any economic or legal connections with other organisations, is effectively positioned to offer the best solutions. These are implemented by the leading project managers and specialists qualified in their field. Independent business forms the basis for economic development and the common welfare of the public.



- TRANSPARENCY

We believe that an open and transparent dialogue with the public leads to the development of trust in a company. Our aim is to enable all members of the public to obtain any information they require about our activities and projects, both implemented and ongoing. The same principle is applied in joint activities with business partners and clients. Business ethics are among the key criteria of our activities.

- CREATIVITY

We strive to propose creative solutions as a result of the exhaustive analysis and assessment of each client's needs and expectations. We see engineering consulting and design activities as a creative process and constantly aim at achieving the very best results.

- QUALITY

Quality and competence is essential for successful co-operation. Quality in the consulting and design business is achieved by responsible, motivated and highly qualified personnel, knowledgeable of your needs and expectations. The input of every specialist into the achievement of high project quality is of great value to us.

- KNOWLEDGE

A solid foundation of knowledge combined with our continuous improvement enable us to be the best in our area. Our activities combine the expertise of foreign specialists with local experience. Our target is for the most up-to-date and modern information and technologies to be made available to every specialist within our company. A reliable basis for professional solutions is formed by the uninterrupted improvement of knowledge and the continued development of our staff.



Dear All,

FUNDAMENTAL TO OUR ACTIVITIES IS THE STRICT OBSERVATION OF ETHICAL NORMS, THE IMPLEMENTATION OF CREATIVE FREEDOM IN OUR SEARCH FOR THE BEST SOLUTIONS, AND OUR TRUST IN A PROFESSIONAL TEAM OF SPECIALISTS.

A combination of these factors has enabled us to achieve a situation in which our clients now resort directly to us, requesting our assistance in order to cope with the challenges that may arise due to an increasing pace of life and the development and integration of new technologies. Depending on the client's needs, the solutions developed by COWI Baltic specialists may be advanced, composite and complex or practice-tested and proven. Relying on flexible adaptation to the client's needs, open discussions and analyses, we provide multidisciplinary consultations, creating the highest possible additional value for our clients.

The core of the latter is our professional team, members of which have 10 years' experience and a level of expertise that is improving continuously. We are confident that the experience gained by our company in Lithuania and abroad will deliver benefit to our clients, both in Lithuania and the European Union.

We are working today in order to develop the professional solutions of the future. We trust that our innovative, advanced and reliable solutions will be our contribution to your success.

Andrius Končius
Managing director, UAB COWI Baltic



COWI Baltic

THREE OF OUR MOST BASIC ABILITIES ARE:

The ability to improve and efficiently use what is available

The ability to provide multidisciplinary solutions

The ability to manage projects and develop relationships with clients

Integration of the abovementioned abilities into our activities distinguishes us from other consulting firms.

UAB COWI Baltic is among the largest engineering consulting and design companies in Lithuania. It is a subsidiary of a parent company, COWI A/S of Denmark - consulting engineers and planners.

Initial co-operation between COWI Baltic and COWI experts began in 1992, and the majority of these specialists are still employed by us today. Our staff provided assistance in the implementation of energy and environmental protection projects carried out in Lithuania and financed by international authorities, the Danish Government and EU funds.

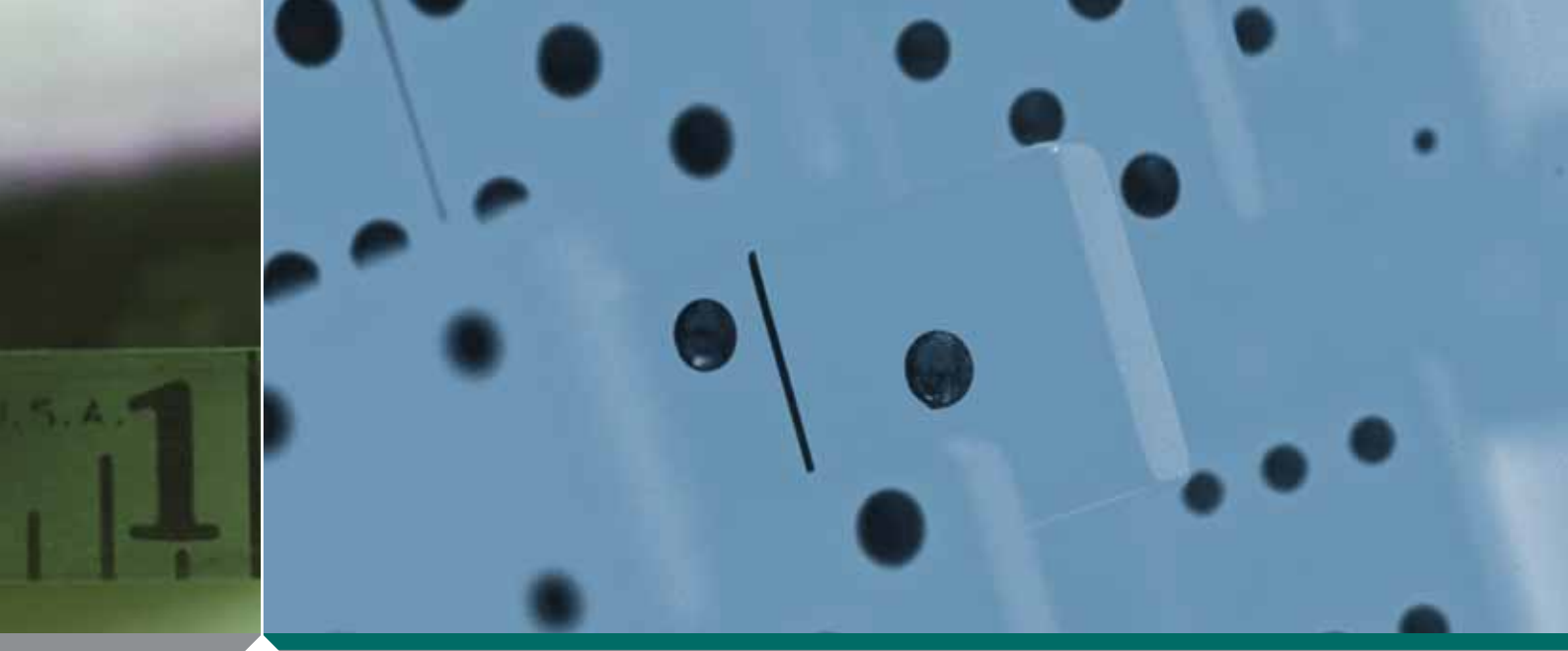
EVERY COMPANY OR REPRESENTATIVE OFFICE OPERATING UNDER THE COWI NAME IS ESTABLISHED IN A MANNER THAT ALLOWS THE FORMATION OF SOLUTIONS BASED ON INTERNATIONAL EXPERIENCE, TAKING INTO ACCOUNT THE SPECIFICS OF A REGION OR STATE.

On the 7th February 1996 we were registered as UAB COWI Baltic, the Lithuanian subsidiary of COWI Denmark. This period was the starting point for active co-operation with Lithuanian companies and in-depth analysis of the specific demands of local projects. Our first engineering projects were implemented in the building and energy sectors.

COWI Baltic employs professional specialists from a variety of engineering areas. Their assignments include design, preparation of feasibility studies, investment projects, technical due diligence of buildings and installations, and the provision of consultations in different areas of engineering.

OUR SPECIALISTS PROVIDE MULTIDISCIPLINARY CONSULTATIONS IN FOUR MAIN AREAS:

- buildings;
- industry and energy;
- environmental protection;
- transport.



COWI Group worldwide

COWI A/S is an international group of companies involved in the implementation of projects and provision of consultations in engineering and all related areas.

LISTED BELOW ARE REPRESENTATIVE OFFICES AND SUBSIDIARIES OF THE COMPANY, WHICH WAS ESTABLISHED IN 1930 IN DENMARK:

- Denmark;
- The United States of America;
- Canada;
- Belgium;
- Norway;
- Byelorussia;
- Hungary;
- Dubai;
- Tanzania and Uganda;
- The Philippines;
- Sweden;
- Germany;
- Spain;
- Russia;
- Poland;
- Bahrain;
- Oman and Qatar;
- China;
- India.

OUR CLIENTS CAN BE ASSURED OF SERVICES OF THE HIGHEST ORDER, IRRESPECTIVE OF WHICH MEMBER OF THE COWI GROUP THEY CO-OPERATE WITH

COWI employs around 3,400 individuals worldwide.

Annual net turnover of COWI in 2004 was over 300 million EUR. Of this, 60 percent occurred on the international market and the other 40 percent in Denmark.

The objective of becoming the largest and most professional consulting company stimulates COWI Group companies' ambition to be the best. Every client who addresses any COWI Group member can rely on the international multidisciplinary experience and expertise that is available. Top-level services and consistent co-operation with clients enable consultants operating under the COWI name to strive to be the superior experts in their area.



People

Mutual trust, freedom of individual and creative performance, continuous improvement and a friendly atmosphere are decisive factors for the stability of the COWI Baltic team. During 10 years of COWI Baltic activity, staff turnover has been less than 5 percent.

We endeavour to make COWI Baltic an attractive place to work. Active, creative, motivated personnel are at the heart of our success. COWI Baltic is the perfect place of work for individuals who intend to improve in the areas of engineering, management, environmental protection, energy, etc. All employees are graduates of Lithuanian Universities and hold Bachelors or Masters degrees and have a good command of English. We are able to constantly draw from COWI's international experience and expertise.

AN UNSURPASSABLE TOOL OF MOTIVATION IS THE PRINCIPLE OF TOTAL TRUST, WHICH STIMULATES AN INDIVIDUAL'S CREATIVE THINKING AND RESPONSIBILITY TAKING.

AN ENGINEER IS A CREATIVE WORKER.

AT THEIR OWN DISCRETION, EMPLOYEES ARE FREE TO CHOOSE THE MOST APPROPRIATE WORKING METHODS. FREEDOM OF THE INDIVIDUAL AND CREATIVE EVALUATION OF THE SITUATION LEADS TO THE ACHIEVEMENT OF THE BEST RESULTS.



Activity areas: buildings

One of COWI Baltic's key areas of activity is the elaboration of designs for the reconstruction of existing buildings and construction of new ones, including consultation services during the execution of such projects.

Along with the supply of quality design services at a competitive price, COWI Baltic is also able to suggest a complete package of related consulting and project management services - standard practice for the implementation of similar projects in Western Europe.

OUR SPECIALISTS DEVELOP DESIGNS AND PROVIDE CONSULTATIONS TO COMPANIES ON:

- shopping and entertainment centres;
- hotels and residential buildings;
- office buildings;
- industrial buildings;
- clean premises.

In the process of design elaboration we always take into account the specific requirements of the building(s) in question, and search for the most beneficial solution from the client's point of view in terms of construction cost, building operation cost and quality. Our aim is

that every single building meets the needs of the people who work, live or spend time there, whilst at the same time ensuring that the owner of the building receives the highest possible return from the funds invested.

THE SERVICES PROVIDED BY OUR COMPANY IN THE BUILDING SECTOR ENCOMPASS ALL PROJECT IMPLEMENTATION PHASES, NAMELY:

- technical due diligence, building audit;
- the project feasibility study, detailed plan preparation;
- assistance in the selection of the project architects;
- preparation of detail design and working documentation;
- elaboration of tender documentation for "design and build" tendering (in cases where the "turn key" concept is relied on for project implementation);
- elaboration of a complete tender dossier and assistance in works' contract tendering procedure;
- project management and supervision of construction work;
- consultation services during the building's operation.



Activity areas: industry and energy

In recent years remarkable changes have been witnessed in the energy and industrial sectors of Lithuania. Numerous undertakings, formerly owned by the state, underwent privatisation and the market was liberalised. Changes in the energy and industrial sectors bring new challenges and new opportunities.

COWI Baltic plays an active role in a variety of projects related to the development of the Lithuanian energy sector and the modernisation of a majority of the critical industries.

Modernisation and energy efficiency are two of the key areas that need to be addressed by Lithuanian industries in order to compete in the expanded market. COWI Baltic has participated in modernisation projects in a large number of industries: from the food and beverages industry to manufacturers of construction materials and the chemical industry.

Consulting and design services are rendered to industrial and energy enterprises – beginning with the initial idea and ending with project implementation.

SERVICES SUPPLIED IN THE ENERGY SECTOR ARE LISTED BELOW:

- preparation of applications for financial support;
- evaluation of strategies for district heating sector modernisation;
- development of investment projects for DH modernisation observing the requirements of Lithuanian and international financial authorities;
- elaboration of feasibility studies, business plans pertaining to co-generation power plants;
- due diligence of companies;
- preparation of tender documentation for investors;
- development of heat plans;
- calculation of fee for disconnection from DH system;
- execution of hydraulic analyses for DH systems and calibration of hydraulic models by means of measurements in the DH systems. Validation of heat losses by using the calibrated hydraulic model and following



OUR OBJECTIVE IS CO-OPERATION WITH THE CLIENT THROUGHOUT THE ENTIRE PERIOD OF THE PROJECT'S DEVELOPMENT AND IMPLEMENTATION - FROM THE BASICS OF THE FIRST IDEA UNTIL PROJECT COMPLETION.

- the requirements of the State Energy Inspectorate (test for heat loss determination is avoided);
- preparation of pre-feasibility proposals, technical specifications, technical designs;
 - elaboration of tender documentation for contractors (including "design and build" tenders, which sometimes are referred to as "turn key" tenders);
 - technical supervision of construction and project management;
 - health and environmental impact assessment;
 - preparation of applications for IPPC (Integrated Pollution Prevention and Control) permit.

■ SERVICES RENDERED TO INDUSTRIES:

- preparation of applications for financial support;
- environmental and energy efficiency auditing, feasibility studies, master plans and investment plans;
- analysis of technological processes and preparation of modernisation proposals;
- elaboration of feasibility studies, business plans, tender documentation for contractors and project management pertaining to co-generation power plants;
- development of modernisation projects for existing industries and infrastructure, project management, technical supervision of construction;
- health and environmental impact assessment;
- preparation of applications for IPPC (Integrated Pollution Prevention and Control) permit.



Activity areas: environmental protection

In today's climate, the protection of nature attracts more and more attention. In 2006 alone approx. 100 million EUR, or over 350 million LTL, will be allocated for the protection of the environment in Lithuania from the European Union Cohesion Fund. The rational use of resources together with pollution prevention allows us not only to keep the environment clean for future generations, but also to minimise the operating costs of companies.

IN THE PREPARATION OF ENVIRONMENTAL PROJECTS WE MAKE EVERY EFFORT TO COME UP WITH HOLISTIC SOLUTIONS THAT COVER THE TECHNOLOGICAL, ECONOMIC, ENVIRONMENTAL AND MANAGEMENT KNOW-HOW.

In common with several other enterprising Lithuanian organisations, COWI Baltic utilises advanced foreign methodologies and technologies in the formulation of environmental projects and solutions.

We consult both the public and private sectors. Our consultations include the systematic optimisation of waste management, water supply and wastewater

handling systems, the prevention of industrial pollution and the financing, organisation and management of environmental projects.

- OUR ENVIRONMENTAL SPECIALISTS:
 - prepare strategy planning documents: waste management plans, water sector reconstruction and development plans and plans for the restructure of environmental authorities;
 - develop feasibility studies for waste management, water supply and wastewater handling projects;
 - make health and environmental impact assessment, auditing of industries;
 - design waste management facilities, water supply and wastewater handling systems;
 - undertake implementation supervision of construction and reconstruction projects;
 - prepare applications for IPPC (Integrated Pollution Prevention and Control) permit.

INNOVATIVE, ADVANCED, RELIABLE SOLUTIONS ARE MAJOR FEATURES OF OUR ACTIVITIES.



Activity areas: transport

Bridges, railways, seaports and airports offer society the opportunity to be mobile and dynamic. COWI's experience in the transport sector covers more than 75 years. The company is among the largest bridge designers in the world. During the last two decades, COWI took part in renovation/construction projects for over 10,000 km of road in Europe, Asia, Africa and America.

COWI Baltic specialists prepared and carried out significant projects in the development and modernisation of the Lithuanian road and rail infrastructure.

During the preparation of projects we aim to consider appropriately all factors closely related to communications infrastructure, i.e. efficient land use, pollution control, technical conditions of project implementation.

BY WORKING BOTH ON OUR OWN AND BY CO-OPERATING WITH OUR PARTNERS, WE INTEND TO BE THE BEST IN THE SECTOR.

THANKS TO OUR PROFESSIONAL TEAM OF ENGINEERS, WHO HAVE MADE SUCCESSFUL CONTRIBUTIONS TO A RANGE OF INTERNATIONAL PROJECTS, OUR COMPANY IS ABLE TO PROVIDE ENGINEERING CONSULTING SERVICES IN THE FOLLOWING ROAD INFRASTRUCTURE PROJECTS:

- technical supervision of contractual works;
- administration and management of international contracts;
- technical – economic analyses;
- evaluation of tenders for works' contracts.

Moreover, COWI Baltic assists and consults in the development of projects related to stations and airports, road lighting systems and the introduction of state of the art technologies in the communications infrastructure.

Our clients

We seek to delve deep into the expectations and needs of our clients, and to find the means for their fulfilment. Our pioneering, reliable, modern solutions distinguish us from the others in our field. We believe that everything depends on the needs of the client, which we make ourselves aware of through a process of continuous dialogue and feedback. In some cases it may be that a conventional solution is the best choice, in others a more advanced solution may be called for.

Our relationships with clients are based on mutual trust. The spirit of co-operation dominates throughout the period of project implementation: from the development of the project idea to the consultations that follow project implementation.

Our clients include companies and authorities acting in a wide variety of areas: private real estate management companies, district heating companies, petrochemical industries, waste management undertakings, water supply companies, industries, airports and seaports, ministries, municipalities, construction companies, wholesale organisations, production companies, diplomatic offices, churches:

- Achema
- Lifosa
- Akmenės Cementas
- Kalnapilis
- Philip Morris Lietuva
- Baltic Shopping Centers
- Kraft Foods
- Lithuanian energy companies
- Lithuanian water companies
- Mažeikių Nafta
- Lietuvos geležinkeliai
- Constructus
- DFDS Transport
- Eikos statyba
- NDX Development
- YIT technika
- Vilniaus architektūros studija
- A. Ambraso design firm
- Baltic Property Trust
- Šiauliai Bishopric
- Environmental project management agency
- Central project management agency
- The Danish Royal Embassy
- The US Government
- The Dutch Royal Embassy in Vilnius
- Municipalities
- Vattenfall Energimarkned A/S (Sweden)
- Zurich Insurance (Switzerland)
- AAA
- Reval Hotel Lietuva

COWI Baltic

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