



Lufthansa Consulting and First Climate join forces

Strategic cooperation will offer comprehensive ETS consulting services for airlines

Bad Vilbel – Frankfurt / Zurich, March 29, 2010 – Lufthansa Consulting is to enter into partnership with First Climate AG, one of Europe's leading carbon asset management companies. A cooperation agreement was recently signed in Frankfurt.

Airline clients will now benefit from a unique combination of consulting services enabling their internal compliance and risk management with regard to their obligations under the European Emissions Trading Scheme (EU ETS), as well as advisory services on all aspects relating to CO₂ certificates.

First Climate provides access to all types of carbon credits, including primary emission reduction certificates sourced directly from climate protection projects. The company offers customized trading solutions for companies subject to the EU ETS. First Climate also provides advisory services on carbon trading strategies. Their services in this area offer excellent synergies with Lufthansa Consulting's own range of services and their commitment to support their clients in the aviation industry regarding their compliance obligations under the EU ETS. Lufthansa Consulting GmbH develops and offers customized management consulting services and comprehensive business solutions for all participants of the aviation industry such as air carriers, airports and airport authorities, governments, investors, financial institutions, manufacturers and other industries as well as services related entities

Joint activities will focus on managing compliance cost and minimizing the associated risk, customizing ETS trading solutions, purchasing as well as selling carbon credits and certificates. While Lufthansa Consulting will design, streamline and implement the corresponding internal processes, First Climate will support and optimize activities on the carbon market. Assuring a portfolio containing sufficient certificates is an important piece in the puzzle given the fierce competition airlines face in the next years.

Airline clients will profit from a cooperation of companies each with significant experience in their specialist field.

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First Climate is one of Europe's leading carbon asset management companies. With offices on five continents and more than ten years' experience in the market, it is one of the few intermediaries to cover the entire carbon credit value chain. First Climate develops, finances, and implements CDM, JI, and VER projects, purchases the resulting carbon credits, and customizes trading solutions for companies subject to the EU ETS. As investment advisor to several institutional investors, First Climate structures and develops carbon funds and related products. In the voluntary market, the company provides VERs verified according to the highest international standards. First Climate is one of the main sponsors of the Gold Standard Version 2.

Lufthansa Consulting is an aviation and management consulting company which is dedicated to globally assist clients from the aviation industry and related industries to successfully meet the challenges of the future. As an entirely owned subsidiary of Lufthansa German Airlines we are in the unique position of developing and offering customized management consulting services and comprehensive business solutions for all participants of the aviation industry such as air carriers, airports and airport authorities, governments, investors, financial institutions, manufacturers and other industries as well as services related entities. As a management consultancy with confirmed aviation background we are able offering a combination of proven industry expertise and skilled professional staff from 17 countries to support clients proactively.