

Name: Frank Dumeier

Job Title: CEO

Personal Motto: "Do it right or leave it!" In this spirit, I am very pleased to be able to contribute to the expansion of renewable energy generation.

What drives you personally and **WEB Windenergie AG** as an energy company?

For many years, one of my goals has been to be energy neutral and produce as much energy from renewable sources as I have consumed. Long before the energy transition discussion started and the climate crises was visible for me, I bought a wind turbine which brought my level of consumed energy already back in balance with the one produced from me.

With W.E.B I could combine my personal passion for renewable energy with the professional goal to work on a leading role in the energy transition.

Can you explain a little bit to our audience what business you are in and what services your company provides?

For more than 25 years, W.E.B is active in the renewable energy business. Today, W.E.B operates and owns more than 520 MW of power plants in seven countries on 2 continents. W.E.B is Austria's largest citizen participation company in the field of renewable energies and has more than 4.400 shareholders.

W.E.B has 3 strategic targets:



1. to develop and build renewable energy projects
2. to operate the projects long-term to produce green energy
3. to sell the green energy in the various markets.

In addition to Austria, **WEB Windenergie AG** is also active worldwide and is engaged in a Central and Eastern Europe country. How is business currently there?

In all seven countries where W.E.B is active, renewable targets toward 2040 have been announced from the specific governments. This provides us a long-term growth opportunity. We are committed to contribute our part and extend our portfolio accepting the country specific boundaries.

As acceptance within the population is always a big issue, how do you see the developments in the Czech Republic and in Austria?

More and more people have recognized that humankind is responsible for the climate crisis and that renewable energy is part of the solution. The importance of the goals of the world climate summit in Paris (COP21) is coming more and more into focus and governments are specifying the activities needed to install the required green energy projects.

The transition out of fossil energy (decarbonisation) is still obstructed from stakeholders of the "old" energy community. Unfortunately, this resistance causes delays of the desperately required energy transition.

Which Central and Eastern European markets are particularly interesting for your company?

We have been operating power plants in Austria, Germany, France, Italy and the Czech Republic for many years. Slovakia and perhaps Hungary are future markets for W.E.B.

Looking at the market design and the regulatory framework in Austria and CEE countries. Where do you see the main differences?

The details of country specific renewable laws have many different conditions for renewable energy production. Most CEE markets have transitioned to an auction system for renewable projects. This has made the purchasing price for renewable energy competitive and even cheaper than fossil produced energy. More responsibility to the EU in defining clear and binding rules and procedures would make the life easier to achieve climate-targets.

Is there any scheme or funding for repowering in the Czech Republic?

We expect an auction for renewable energy in the next 1 to 2 years and are preparing projects to be ready to compete in this auction.

In your opinion, are there any peculiarities to pay special attention to when doing business in these countries?

As mentioned, there are many very specific details in every country on how to develop and operate wind and PV projects. In all countries, we use the same technology, but the local administration always drives complexity that is more individual to the projects.

Especially in the last years, the conditions to get a building permit have been constantly increased. It is strange, that we have the solution

to produce the energy needed mitigating the biggest crises of humankind, but we are still debating if fossil resources could be used a little bit longer.

Can you tell us an anecdote about a renewable energy project in one of these countries?

The best anecdote is how our first wind project got started 27 years ago. In this time, there was no professional wind measurement in place and the farmer on top at the mountain was eager to get the first turbine on his ground (some sites did compete for the location).



At the decision day for the location, he called the development team, held his telephone out of the window, underlined that he is having the best wind condition, and let the wind blow in his phone.

He got the one turbine spot and it still runs... 😊

Which impacts from the current Corona-Crisis do you expect for your activities?

In general, our business is not very much affected from the corona-crisis. For project development, we see delays from three to nine months, mostly due to a slower permitting. In operation, we are able to manage the maintenance of turbines; therefore, we do not see an impact for our energy production. Energy prices fell slightly at the beginning of the crisis, but have been recovered. Moreover, in average, we see rising energy prices.

What do you want everybody to know about **WEB Windenergie AG**?

People can participate in the success and business of W.E.B and buy a share or bond of us. We are characterized by a sustainable dividend policy and one share is producing approximately the energy level, which an average household is consuming in a year.



In addition, most importantly, we have solid plans in the coming years how we could be part of the solution for the climate crisis.

Can you describe a typical day in your office?

Usually, I get started together with my assistant, with a "warm up chat" of my daily program and a visit at our operations team, which runs all

our assets centrally from our HQ location.

Leading an international company requires a lot of international communication. Therefore, many of my meetings and discussions are happening virtually using our conference tools. Working in different time zones sometimes requires early calls to Asia or late calls to North America, which happen from my home office.

Before COVID-19, traveling to new project areas, live meetings with our operations and development teams

or business reviews and strategic discussions with our country managers was an important part of my monthly routine. I am very much looking forward to resuming these activities after COVID-19.

How do you find your inner balance despite of the stressful job?

The job is not stressful for me because I can do what I am passionate about, developing green projects and producing renewable energy is part of the solution of the climate crises. This feels good and gives a lot of motivation to overcome even difficult days.

In addition, a good balance between job, hobbies and family is certainly important and is a reason for me to say that I am "living the dream".

Why do you think **WEB Windenergie AG** is so successful? What is your comparative advantage and what are your unique selling points?

First, we are looking back on more than 25 years of sound development and achieving benchmark positions in our industry. Second, we have an excellent, highly motivated and top performing international team. Third, we are in a growing industry, the demand for renewable energy will continue to increase over the next decade, which also means great growth potential for us.

Being a citizen participation company is definitely one of our strongest assets. Anyone who wants to participate in our success can invest in W.E.B and be part of the solution to the climate crisis. Being innovative, showing the trends of the next years and taking a leading role in the energy transition present additional values compared to many others.

If we do the interview again in five years again, where does **WEB Windenergie AG** stand then?

In five years, the energy transition has progressed further in all our markets. We have increased our contribution to the energy transition with many additional wind parks and PV projects. We may have added

one or two new countries to our portfolio. Moreover, the team has kept the spirit of openness and reliability that makes us long-term and trusted partners.

If you would like to get in contact with the company and its officials please visit <https://web.energy/at/page.asp/lang%3Den/index.htm>

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