

ENERGY AT ITS BEST



THE ENERGY CONSULTING GROUP LTD



ENERGY AROUND THE WORLD

**"Energy
Is not created
Is not lost
But constantly transformed"**



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ENERGY MOVES US ALL



Energy is the basis for all life on earth.
It is precious and must be used
in a responsible manner.

At the same time, energy is one of the
largest and most challenging markets in
the world. Within the field of action
of social, economic and technological
developments, the energy market is
exposed to continuous change.

Energy is at the centre of **ECG's**
business vision. As an expert in the
energy market, we promise our
customers energetic solutions for the
current challenges in the world of
energy and industry.



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ENERGY IS BOTH FAMILIAR AND INNOVATIVE

Energy remains constant, but its form is continuously changing. Tradition and proven facts are the starting point for new ideas and innovative solutions.

The experience, competencies and specific corporate culture of the client are the point of departure of any change.

Thanks to long lasting practical experience and interdisciplinary approach, our consultants are able to quickly identify established structures, as well as to understand the positions of different stakeholders within and around the organisation of our client.



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Architecte I.M. PEI - "Pyramide du Louvre"

**Tradition and
innovation
side by side**



ENERGY FOR NEW VISIONS



**Overview and change
of perspective are the
beginning of ground-
breaking visions**



New visions emerge from a creative process requiring great openness. Constructively dealing with one's own strengths and weaknesses is the beginning of a new perception.

ECG, as a neutral partner, moderates the strategy process, provides new ideas and valuable impulses from an external perspective. Sustainable solutions are developed together with our customers; teamwork is a must.

Our goal is the sustainable success of our customer.



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STRATEGIES EMERGE FROM VISIONS

As a catalyst, **ECG** helps the customer to recognize its potentials and release energies for the realisation of future successes.

ECG analyses the current market position, existing competencies and available resources.

ECG checks the market potential, opportunities and risks, taking into account the customer's strengths and weaknesses. Together with our customers, strategic options are developed and evaluated.

Clear goals are being defined for the selected strategy. Feasible action plans are being jointly developed. We actively support our customers during the implementation.

Bright view and hard reality exist next to each other and produce a creative field of action



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ECG provides the following services:

- Market and competition analyses
- Strategy development
- Implementation of strategic projects
- Concepts for the introduction of new products
- Development of new markets
- After-sales strategies
- Support in mergers & acquisitions

Moreover, **ECG** offers

specific solution packages for:

- Power project development
- Standardisation of industrial systems
- Operation & maintenance strategies



EXPERIENCE AND ENERGY

"ECG's distinctiveness lies in our extensive experiences. With their long lasting operational management know-how, our consultants are well prepared for the many challenges faced by our customers.

*I built up a core team of consultants who combine solid and practical experiences with innovation and creativity. Moreover, **ECG** has an extensive network of highly qualified experts who we involve for specific tasks.*

Thus, we are in a position to provide our customers with experienced interdisciplinary teams. Thanks to well coordinated approaches, coherent, well-structured solutions are generated.

ECG stands for experience and energy."


Rolf Kehhofer

ROLF KEHLHOFER
Founder and Executive Partner



The founder of ECG, Rolf Kehlhofer, has more than 25 years of international experience in industrial management.

Among others, he was the President of ABB Kraftwerke AG as well as of the business area gas turbine and combined cycle power plants (4000 employees, turnover of 4 billion US \$)

Moreover, in his long lasting career, he held leading positions, such as CEO or Chairman of the Board in different companies in the following sectors: mechanical engineering, plant construction, operation and maintenance of power plants, and power plant insurance.

In 1991, Rolf Kehlhofer received the KEMA Award for his contribution to an efficient use of energy.

In 1999 he founded The Energy Consulting Group Ltd in Zurich, Switzerland.



ECG's versatility is reflected in the spectrum of the successfully completed projects.

Some examples:

- Merger of three energy providers
- Turn-around strategy for a European mechanical engineering company
- Market introduction strategy for an innovative decentral energy system
- Due diligence in the power plant sector
- Supporting an investor in the development of an 1100 MW combined-cycle power plant
- Product standardisation for a large plant construction company
- Innovative service concept for the packaging industry



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WITH ENERGY TO SUCCESS



**Energy, team work
and technology lead
to success**



You, being a customer of **ECG**, are a decision maker in the energy or industry sector. You understand that opportunities accrue from changes and would like to benefit from them.

ECG helps you to recognize your potentials and shows you ways to open them up.

ECG supports you in getting more successful!



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**WE ARE COMMITTED TO
YOUR SUCCESS!**



THE BEST SOLUTIONS FOR OUR CUSTOMERS



around energy:

- Energy suppliers
- Power plant operators
- Investors
- Banks and insurance companies
- Suppliers
- Fuel suppliers

around industry:

- Mechanical engineering companies
- Plant construction companies
- Electrical engineering companies



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