

# ECG - YOUR PARTNER FOR POWER PLANT PROJECTS

Project for  
an 1100 MW  
Combined Cycle  
Power Plant  
in New York



THE ENERGY CONSULTING GROUP LTD



## ENERGY FOR YOUR PROJECTS

The Energy Consulting Group Ltd (**ECG**) is a management consulting company with its focus on strategic issues in the energy sector. It was founded in 1999 by former top level Executives of ABB Power Generation.

Our consultants have broad management experiences in the power plant business, gained over several decades in the successful development, construction and operation of power plants all over the world.

## THE BEST SOLUTIONS FOR OUR CUSTOMERS


**ECG** provides the following services for the industry and energy sector:

- Market and competition analyses
- Strategy development and implementation
- Concepts for the development of new markets and introduction of new products
- Elaboration of business plans
- After-sales strategies
- Support in mergers & acquisitions

Moreover, **ECG** offers specific solution packages for:

- Standardisation of industrial systems
- Operation & Maintenance (O&M) strategies
- Collecting market needs for the product development
- **Power plant project development**

"**ECG** stands for experience and energy."

  
Rolf Kehlhofer

**ROLF KEHLHOFER**  
Founder & Executive Partner





## THE OPTIMAL SOLUTION FOR YOUR POWER PLANTS

**You** intend to develop a new power plant or invest in an existing one.

**We** provide comprehensive support for the planning, coordination and execution of your power plant project. Tailored to your needs we assume responsibility for a broad set of tasks.

As an expert in the energy market, we promise energetic solutions:

- Market analysis and development of market strategies
- Project development, from the feasibility study to the realisation of the plant
- Support in the conception and set-up of an O&M company
- Due diligence of projects, plants, contracts and offers

## FROM AN IDEA TO A READY-TO-OPERATION POWER PLANT



We offer technically, commercially and financially well-balanced solutions based on the foundation of solid experience.



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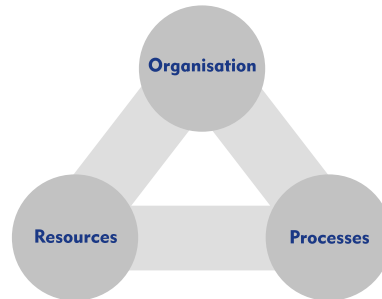
## CONCEPTION AND SET-UP OF THE O&M COMPANY

Conception of the O&M company

- Definition of organisational structures
- Assessment of required resources
- Drafting of job specifications
- Planning of organisational set-up

Set-up of the organisation

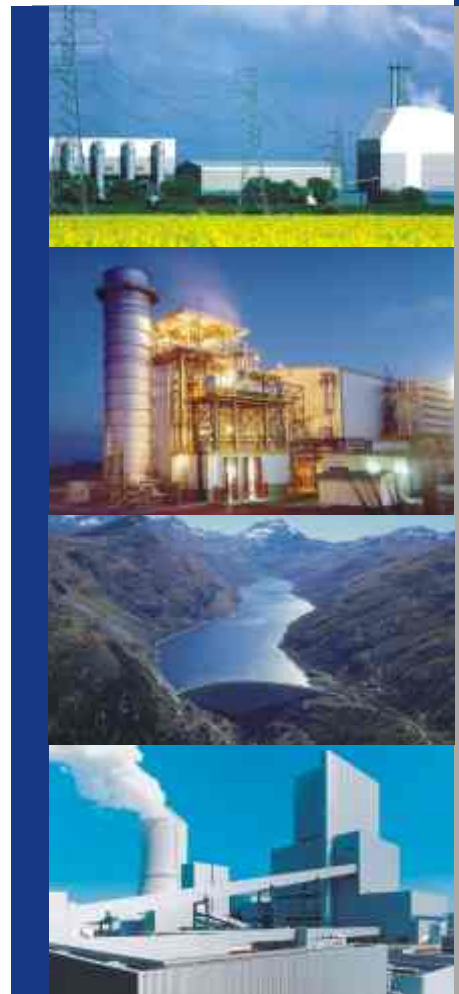
- Conception of business processes
- Development of required management processes and instruments
- Support in building up the resources



## INDIVIDUAL SOLUTIONS FOR INDIVIDUAL REQUIREMENTS

Our customers' power plant projects cover a broad range in terms of technology, geographic location and business concepts. Therefore, our approach has to be tailor-made to the individual circumstances of a project, combining proven concepts and modules with flexibility and creativity.

Thanks to our international network of specialists, we are able to provide an experienced, interdisciplinary team addressing your very specific needs. We look forward to defining, together with you, the best approach for your situation.





## OUR EXPERIENCE - YOUR KEY TO SUCCESS



Use our know-how and profit from our extensive experiences in the power plant business:

- Overall responsibility for the construction of over 80'000 MW of generation capacity based on various technologies
- Project financing arrangements for a total value of 15 billion EUR
- Closing and implementation of operation and maintenance contracts for 25 power plants

## SOME EXAMPLES OF OUR PROJECTS IN THE FIELD OF POWER PLANTS:

- |   |  |
|---|--|
| <b>400 MW Combined Cycle<br/>Plant in Italy</b>       | <ul style="list-style-type: none"><li>● Support in negotiations of the EPC contract</li><li>● Operation and maintenance: make-or-buy analysis, development of bid specification, evaluation of bids, elaboration of the contract</li></ul> |
| <b>1100 MW Combined Cycle<br/>Plant in New York</b>   | <ul style="list-style-type: none"><li>● Development of technical concept</li><li>● Coordination of engineering</li><li>● Elaboration of business plan</li></ul>  |
| <b>800 MW Combined Cycle<br/>Plant in Italy</b>       | <ul style="list-style-type: none"><li>● Technical and commercial due diligence for the acquisition of the project on behalf of the investor</li></ul>  |
| <b>2000 MW Gas Turbine Power<br/>Plant in Iran</b>    | <ul style="list-style-type: none"><li>● Support in building up the project organisation</li><li>● Coaching the project team</li></ul>  |
| <b>400 MW Combined Cycle<br/>Plant in Switzerland</b> | <ul style="list-style-type: none"><li>● Definition of overall concept</li><li>● Bid specification and evaluation of the offers for the supply and operation of the power plant</li></ul>   |
| <b>European Utility</b>                               | <ul style="list-style-type: none"><li>● Market analysis</li><li>● Evaluation of several power plant projects with regard to their overall economic feasibility</li></ul>   |
| <b>International Utility</b>                          | <ul style="list-style-type: none"><li>● Screening power plants as acquisition targets in South-East Asia</li></ul>   |
| <b>European Bank</b>                                  | <ul style="list-style-type: none"><li>● Evaluation of the modernisation of a power plant in Russia with regard to the achievement of technical objectives</li></ul>  |





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