



Zelya Energy



Zelya,
Energy Designer



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ZELYA Energy
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Presentation ■ ■ ■ ■ ■

Zelya Energy is a European Consulting firm, **independent** and specialized in the energy sector, whose mission is to help industrial and financial players in their **investment** and **development strategies**.

Our firm relies on:

- the regulatory, technical and financial skills of its consultants...
- to offer a high-quality service to energy suppliers and producers...
- to banks and private equity firms, as well as to administrations and public authorities in charge of market regulation.

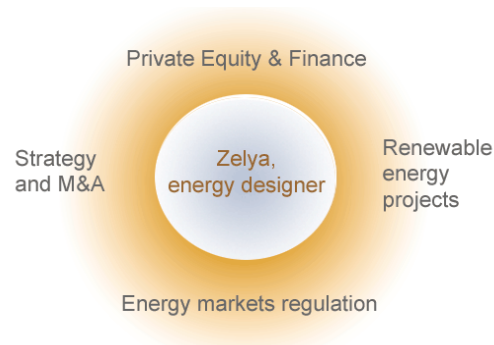


We've chosen to follow you in this complex market providing you with concrete support and tailored solutions.

Expertise ■ ■ ■ ■ ■

We offer our clients a double expertise:

- An expertise of the energy sector: particularly regarding regulations (rules and access conditions to power and gas transmission & distribution networks, laws and regulatory framework governing power plant development, energy production, shipping and trading...)
- An expertise as regards Strategy and Investments in the gas and power markets:
 - Financial evaluation,
 - Due diligences/analyses of company and energy projects,
 - Assistance to energy infrastructure developers,
 - Growth and entry strategies
 - Transaction advisory services...





EXPERTISE

- ✓ GAS
- ✓ ELECTRICITY
- ✓ RENEWABLES
- ✓ EVALUATION & INVESTMENT
- ✓ MARKET REGULATION
- ✓ STRATEGY

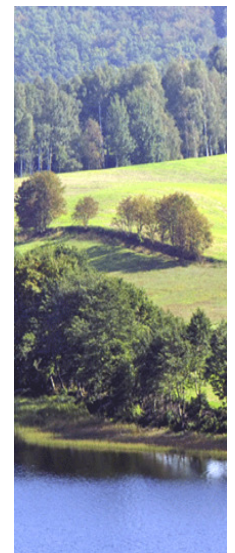
The Zelya Energy team & its « ZEN » network ■ ■ ■ ■

- A local team of consultants that have from 7 to 30 years of operational experience in the energy sector : market regulations, financial analysis and valuation of gas and power assets, access to networks, production and price forecasting and power plant development
- A representative office in Italy
- A network of well-known partner companies (based in Belgium, Spain, Netherlands, USA, Canada, Italy, Russia...) and experts: engineers with strong technical and managerial skills, financial analysts and lawyers specialized in the energy sector



Examples of contracts ■ ■ ■ ■

- ◆ Comparison of **WACC calculation methodologies** applying for natural gas and electricity infrastructures in Europe
- ◆ Assistance of the Alternative Energy development Board of the Pakistani Government for the detailed design of a potential **wind energy feed-in-tariff**, Pakistan
- ◆ **European benchmark of wind and solar electricity** production conditions and profitability by kind of project and by country, Luxembourg
- ◆ Consultancy and regulatory assistance for the development of **combined-cycle gas turbines**, France
- ◆ Business plan, financial valuation and support for **term sheet negotiations** for a Belgian electricity producer in its **fund leverage strategy**
- ◆ Assistance with the **development of wind farm and solar power plants in France: site selection, feasibility analyses**, regulatory assistance (environmental impact studies, building permit application, feed-in tariff regulation and certificates, licence to operate...), **project management** and negotiation of the connection agreements
- ◆ Complete presentation of the **regulatory framework** governing **gas shipping, transmission** and importation activities, Italy
- ◆ **Spanish gas market analysis** for a new entrant: review of transmission, distribution and storage capacity allocation rules; pricing rules of Third Party Access
- ◆ **Technical and regulatory due diligence of wind farms, hydro power plants and PV solar projects** (over 900 MW monitored since 2008)
- ◆ Advisory services on the **strategic positioning** of a European energy company on the French **hydro** concession market
- ◆ **Financial valuation** and **due diligence** of several **hydro plants portfolios**, France





CLIENTS

- ✓ **PRIVATE EQUITY & BANKS**
- ✓ **GAS & ELECTRICITY Producers, Suppliers & Operators**
- ✓ **AGENCIES & Regulators, Administration & Public Authorities**

Zelya Energy services are specially designed for and dedicated to:

- ✓ investment funds and banks
- ✓ industrial groups (energy producers, suppliers and networks operators)
- ✓ regulatory agencies, administrative bodies, local public authorities...

Their needs for consulting services are diverse and focused on the energy sector: firm/asset valuation, entry strategies, energy market regulations, growth strategies, power plant profitability analyses...

Zelya Energy clients include:

- Banks and Investment companies: the CDC, BNP Paribas, Banque de Luxembourg, 4DGEA, Doughty Hanson...,
- Energy suppliers, producers and distributors: GDF-Suez, Alpiq, RTE, Statkraft, Sonatrach, UNIT, Velcan Energie, Lampiris, Eneco, GEG...,
- The Commission de Régulation de l'Energie (the French national energy regulator), the UN/UNDP,
- And some energy services companies such as Watteco, Dietswell Engineering, Satcon, First Solar...



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