



Zelya Energy



ZELYA

*Energy Designer*



## Head Office

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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.

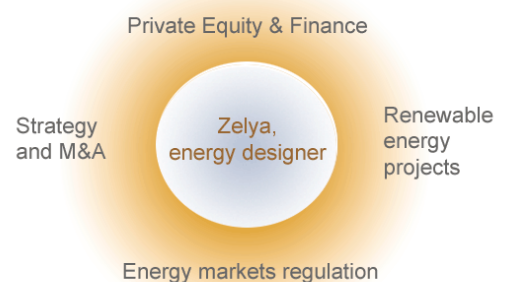


We've chosen to follow you in this complex market providing you with concrete support and specific solutions.

## 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 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 on energy markets...





## EXPERTISE

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

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

Zelya Energy is:

- A local team of 5 associate consultants that have from 6 to 30 years of operational experience in the energy sector : market regulations, financial analysis and evaluation of gas and power assets and infrastructures, access to networks, production and price forecasting and power plant development
- A representative office in Italy, headed by a former manager of industrial groups with a 20-year experience in utilities consulting.
- A network of popular partner companies (based in Belgium, Spain, Netherlands USA, Canada...) and experts: engineers with strong technical and managerial skills, financial analysts and lawyers specialized in the energy sector...



## Examples of missions ■ ■ ■ ■

- Comparison of WACC calculation methodologies for natural gas and electricity in a sample of 8 European countries;
- European benchmark of wind and solar electricity production conditions and profitability by kind of project and by country;
- Consultancy and regulatory assistance for the development of combined-cycle gas turbines in France;
- Heat contract analysis and recommendations for a foreign energy producer investing in Romania;
- Business plan, financial valuation and support for term sheet negotiations for a Belgian electricity producer in its fund leverage strategy;
- Strategic consulting relative to the setting up and development, in an African country, of gas supply and transmission companies;
- Complete presentation of the regulatory framework governing gas shipping, transmission and importation activities in Italy;
- Spanish gas market analysis for a new entrant: review of transmission, distribution and storage capacity allocation rules; pricing rules of Third Party Access;
- Due diligence of wind farm projects (over 500 MW monitored in 2008).





**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...

Recent Zelya Energy clients include:

- Many investment funds (based in France, UK, Belgium and Luxemburg)
- Various energy integrated companies (Gaz de France, Atel Energie, Statkraft, Sonatrach, UNIT, Velcan Energie, Lampiris, Eneco,...)
- The Commission de Régulation de l'Energie (the French national energy regulator)

... but also energy services companies : Watteco, Dietswell Engineering, Ilex, Prima France Systems...



Energy Consulting Company

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