

A Leading North African Power Company Initiates an Independent Power Project (IPP) Based Wind Farm.

Case Study: A leading North African power player responds to increasing power demand by launching an IPP wind farm.

In Brief

Situation

A leading North African power company initiated an ambitious program of IPP wind farms.

Challenges

How can the client capitalize on successful previous forays into IPPs?

Actions

In collaboration with a legal advisor, a major international financial institution and a technical advisor, we supervised the different milestones of the project development.

Results

The Client

Client is a leading North African power company.

In response to increasing electricity demand, the client has initiated an ambitious program to increase steadily the installed generation capacity, diversify the production mix and reduce the country's dependence on energy imports.

The project is a greenfield Independent Power Project (IPP) wind farm and will be constructed in one of the most promising sites for wind energy utilization.

Challenges

The client needed to capitalize on successful previous forays into IPPs and benefit from an increasing interest from global power companies and financial institutions for clean energy projects in general and wind power in particular.

We conducted a thorough financial analysis of the project completed with a comparative study with other similar projects in the country.

We performed a risk analysis study and helped to devise the appropriate measures for an optimal allocation of the risks between the client and the Project Company.

Our approach

In collaboration with a legal advisor, a major international finan-

O&M Contractor

Lenders

EPC Contractor

ject development.

Results

Client was able to attract a huge interest in the project from major power developers.

Client received serious bids backed by large international financial institutions.

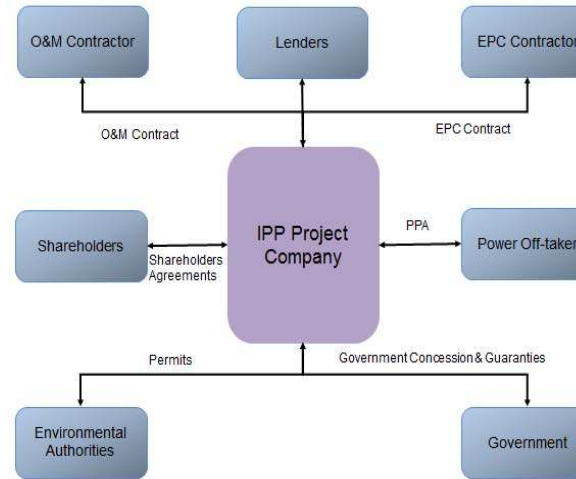
Additionally, the client was able to develop relationships with key international wind energy and renewable energy players.

Client improved its commitment to clean energy production and sustainable development.

Our approach

In collaboration with a legal advisor, a major international financial institution and a technical advisor, we supervised the different milestones of the project development:

- Drafting a comprehensive information and documentation package for bidding and negotiation,
- Assisting during clarification sessions with the bidders,



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Generating Value for Our Clients

Drafting of Key Project Contracts:

- ◇ Implementing Agreement
- ◇ Power Purchase Agreement
- ◇ Guarantees

Developed a detail model for financial analysis of the bids,
Bids evaluation and negotiations with the bidders,
Development of credit certificates within the framework of Kyoto's CDM .

Results

- Client was able to attract a huge interest to the project from major power developers.
- Client received serious bids backed by large international financial institutions.
- Additionally, the client was able to develop relationship with key international wind energy and renewable energy players.
- Client improved its commitment to clean energy production and sustainable development.

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E-mail: info@EnerGConsulting.com

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