



**SOUTH
EAST
EUROPE
CONSULTANTS**

Company Profile



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ABOUT US

South East Europe Consultants (S.E.E.C.) Ltd. is Serbian's leading energy consulting company providing wide range of services to South East Europe's energy markets. Company was founded in September 2002. as 100% private Serbian company, until now has successfully completed more than 100 projects in area of energy. S.E.E.C. Ltd. is located in Belgrade, Serbia and has branch office in Podgorica, Montenegro.

We provide consultancy services in the areas of energy, infrastructure, environment and climate change with the aim of sustainable development. Our main objective is to understand client needs, elaborate a specific execution plan, identify objectives, milestones, critical paths and issues, resources, etc. to enable the delivery of actionable recommendations to successfully manage natural, physical, and economic and community resources in sustainable way. We aim to build positive and trusting relationships with all of our clients and to offer them the best energy consultancy services possible. We offer high standards of customer service and take pride in everything we do.

Core areas of our expertise are: Hydropower and Water Resources, Renewable Energy Sources and Energy Efficiency, Thermal Power Plants, Transmission and Distribution, Electric Power Systems Planning and Environmental Protection and Spatial Planning.

S.E.E.C. Ltd. maintains good cooperation with local and internationally well-known companies, including consulting, engineering and manufacturing companies and organizations. S.E.E.C. Ltd. offers its consultancy services to:

- Public Authorities,
- Electric Power Utilities,
- Independent System Operators,
- Energy Regulatory Agencies,
- Private Investors and
- International Financial Institutions.

Our highly specialized consultant experts and engineers, have extensive experience gained by involvement in national and international energy projects, and are very familiar with the energy situation in SEE Countries, particularly in Serbia, Montenegro, Bosnia and Herzegovina and FYR of Macedonia. We are also completely familiar with energy related legislation in these countries and offer complete project management from the initial phase up to and including commissioning, as well as support during the initial operating phase. We are fully aware of procurement rules, preparation of tendering documents and contracting in accordance to the requirements of International Financial Institutions and have a great deal of experience in cooperating with them on various projects.

S.E.E.C. Ltd. applies the latest achievements of state-of-the-art information technologies, in terms of both system hardware and software. We also have application software, which has been specifically developed by our experts. These tools have been developed for internal purposes, to speed-up and improve the quality of work and results.

Our permanent employees and associates are engineers (mechanical, electrical, civil, etc.) with vast experience both in SEE Countries and worldwide.

Our consultants possess all the necessary licenses in their area of expertise.

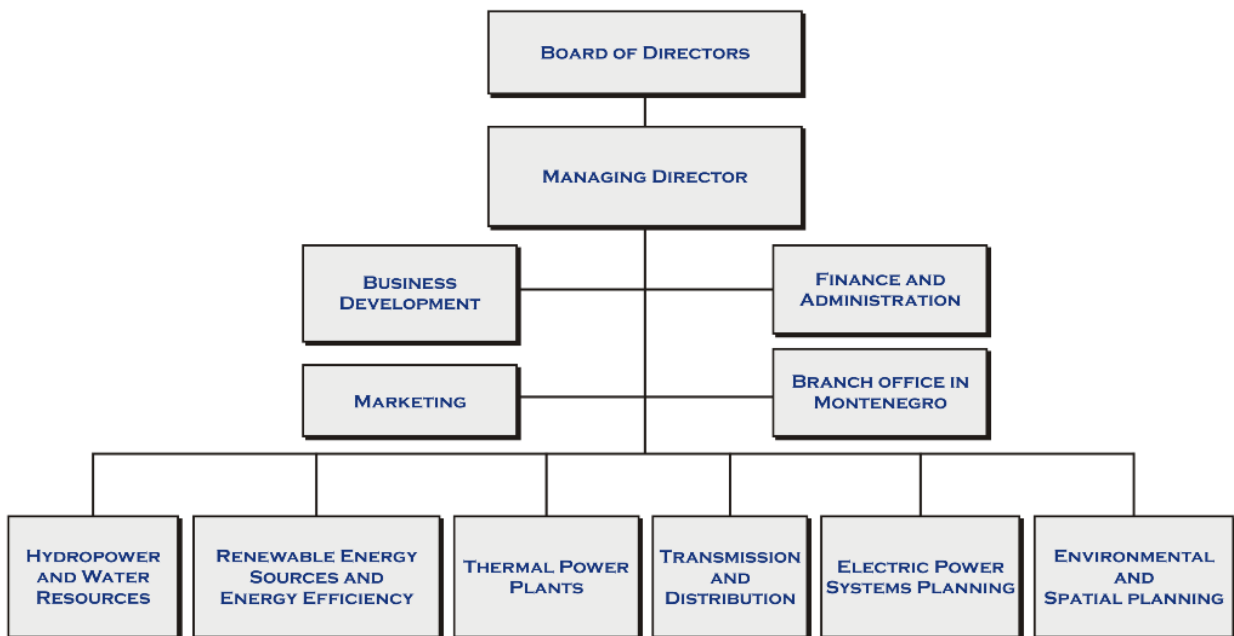
ORGANIZATION

S.E.E.C. Ltd. operates with six departments:

- Hydropower and Water Resources,
- Renewable Energy Sources and Energy Efficiency,
- Thermal Power Plants,
- Transmission and Distribution,
- Electric Power Systems Planning,
- Environmental Protection and Spatial Planning,

and branch office in Montenegro. Those six departments and the branch office are globally responsible for their operations. Synergies within the Group are realized through joint projects, complementary technological capabilities, joint marketing, common systems, tools and methods, and an integrated office network.

COMPANY ORGANIZATION CHART



SERVICES

Our services cover all stages in project cycle, from identification, development (preparation, appraisal, evaluation and presentation), to the implementation and monitoring of energy related projects. We can provide a full range on consultancy in different stages of project cycle:

Project development stage

- Planning documents
- Project development support
- Studies and analyses
- Market research and analyses
- Conceptual design documents
- Preliminary design documents
- Detailed design documents
- Pre-feasibility and feasibility studies
- Energy policy, strategic and action planning
- Institutional support and technical capacity building
- Technical design review
- Due Diligence
- Permit management and project monitoring

Tendering stage

- Tender documentation preparation
- Tender and bid evaluation
- Contract negotiations

Implementation stage

- Supervision of works, commissioning and trial operation
- Cost and project control
- Quality assurance and Reporting

For Energy Efficiency and Renewable Energy Sources Projects, we can also offer Funding and Grant Options and Advice, or can even provide financing from our sources in the form of ESCO concept.

Our experts-consultants and engineers can cover all stages in the Hydropower and Water Resources project cycle, from identification to supervision during commissioning. We have vast experience of such projects particularly in Serbia, Montenegro and Bosnia & Herzegovina.

S.E.E.C.'s domain of activity in the field of Hydropower and Water Resources include:

- Multi-purpose water storage reservoirs, dams, water transfers,
- Hydropower plants, especially small and medium size ,
- Flood Risk Management, Flood Prevention Plans and Flood risk protection infrastructure.

S.E.E.C. company services are:

- Planning of multi-purpose use of water resources and Planning documentation,
- Preparation of Technical Due Diligences,
- Preparation of Pre-feasibility studies (PFS) and Feasibility studies (FS),
- Preparation of Conceptual designs, Preliminary (Basic) designs and Final/Detailed designs,
- Preparation of Design documents for rehabilitation/modernization/repowering of HPPs,
- Preparation of Hydropower strategies,
- Preparation of Water Resources Management plans,
- Basic surveys – hydrological, geological, hydro geological, geotechnical etc.,
- Hydraulic, static and energy production calculations,
- Economic and Financial Analyses,
- Environmental and social impact assessments studies,
- Preparation of resettlement action plans,
- Rehabilitation and upgrading of existing dams, hydropower plants and multi-purpose systems,
- Preparation of Tender Documents according to IFIs procurement rules (KfW, EBRD, PRAG, WB, EIB, etc.) and Western Balkans countries public procurement rules,
- Bid evaluation and Contract Negotiation,
- Owner's engineering services,
- Legal Analyses of potential sites for HPP construction,
- Consultancy in privatization of HPPs and concession granting,
- Generation analysis,
- Funding and Grant Options and Advice,
- Technical project and design review,
- Integral development projects of training, protection and exploitation of rivers potential.

We provide comprehensive consulting services and sound engineering solutions to renewable energy and energy efficiency projects. S.E.E.C. is experienced in the engineering of plants based on renewable energy sources - throughout all project phases, from feasibility studies to commissioning, and for all sizes of project, from small-scale through to major schemes, allowing the client to produce energy both economically and environmentally friendly. We also deal with Energy Efficiency improvements in buildings, industry and the municipal services sector.

S.E.E.C.'s domain of activity in the field of **Renewable Energy Sources**:

- Biomass, biogas, biofuels,
- Small hydro-power plants,
- Wind Power,
- Photovoltaic (PV) and solar heating,
- Geothermal energy sources.

For specific projects we can also offer:

- Optimum site identification,
- Assessment of renewable energy potentials and market research,
- Energy demand analysis ,
- Pre-feasibility and feasibility studies,
- Resource assessment and layout optimization,
- Environmental and social impact assessment,
- Conceptual design, preliminary (basic) and detailed design,
- Least-cost planning,
- Technical and economic analysis, Cash-Flow-Analyses,
- Sensitivity analysis,
- Energy simulations and comparative studies,
- Identification of CO2 emission reduction potentials and climate impact calculations,
- Verification and setup of financing mechanisms and financing models,
- Grid connection and integration,
- Project management und controlling,
- Tendering and procurement,
- Project development and management,
- Construction supervision,
- Wind farm development (wind farm site selection, mast installation and supervision-data acquisition and data analyses, wind farm production and losses-determining wind energy potentials, grid connection analyses, construction supervision),
- Operation and maintenance,
- Technical Due Diligences and project monitoring of RES projects financed by IFIs and local banks,
- Renewable energy sources policy and regulatory consultancy,
- Funding and Grant Options and Advice,
- Owner's engineering services,
- Preparation of Tender Documents according to IFIs procurement rules (KfW, EBRD, PRAG, WB, EIB, etc.) and Western Balkans countries public procurement rules.

We offer a variety of **Energy Efficiency** consulting services for public, residential, commercial and industry customers. Our services include:

- Energy Auditing (buildings, plants and entire industry production facilities, commercial sector)–Walk Through Audits (WTA), Preliminary Energy Audits (PEA), Detailed Energy Audits (DEA),
- Software based modelling,
- Energy consumption analyses and consumption reduction potential,
- Identification of CO2 emission reduction potentials,
- Technical and economic analysis, financial models,
- Preparation of Business Plans for EE projects,
- Pre-feasibility and feasibility studies,
- Conceptual design, preliminary (basic) and detailed design,
- Tender preparation and evaluation, and procurement services,
- Site supervision,
- Demand side management (buildings, industry, commercial sector),
- Technical Due Diligences and project monitoring of EE projects financed by IFIs and local banks,
- Training in Energy Efficiency for companies, local public and financial institutions,
- Master energy planning,
- Energy Management Systems,
- Energy efficiency policy and regulatory consultancy,
- Integration of RES application within Energy efficiency investments,
- Funding and Grant Options and Advice,
- Preparation of Tender Documents according to IFIs procurement rules (KfW, EBRD, PRAG, WB, EIB, etc.) and Western Balkans countries public procurement rules.

Thermal Power Plants Department

We provide our services in all project phases providing engineering consultancy services to all project parties through all project implementation phases: from development and design, throughout engineering, construction, commissioning and also during operation and maintenance. S.E.E.C Ltd. provides comprehensive consulting services and sound engineering solutions to planning, designing and operating problems to services related to the Gas turbine power plants, Coal (Steam Cycle) Thermal Power Plants, Cogeneration (CHP) and District heating plants.

Our services in the field of Thermal energy cover preparation of:

- Pre-feasibility and feasibility studies,
- Planning and economic studies,
- Project management,
- Thermodynamic calculations,
- Conceptual, Preliminary (Basic) and Detailed Design,
- Construction supervision,
- Site supervision during erection and commissioning,
- Tendering , Bid evaluation and Contract negotiations,
- Due diligence and design review,
- Rehabilitation of existing power plants,
- Preparation of technical specification,
- Factory Acceptance tests (FAT),
- Evaluation of design data, history, and system or equipment records,
- Remaining life evaluations, repairs and refurbishments needed to extend the life of the equipment,
- Owner’s engineering services,
- Tendering and procurement according to IFIs procurement rules (KfW, EBRD, PRAG, WB, EIB, etc.) and Western Balkans countries public procurement rules.

S.E.E.C. experts have significant experience concerning transmission and distribution network systems development. We have perennial experiences in providing consultancy services to electric power utilities and transmission network system operators in the field of power system engineering. Our range of services covers all aspects of electricity transmission and distribution by overhead line and cable (onshore and offshore), AIS & GIS substations, instrumentation & control systems (I&C), telecommunication and SCADA systems, automation and relay protection coordination. SEEC consultancy services in the field of transmission and distribution cover all project phases, from planning and calculation up to erection and commissioning of power grids, including associated substations, as well as their control and monitoring. S.E.E.C.'s domain of activity in the field of Transmission and Distribution are:

- Conventional substations (AIS & GIS),
- Switchgear installations,
- Overhead HV lines,
- Submarine and underground cables,
- Regional distribution grids,
- Telecommunications,
- Network management system (SCADA, EMS, DMS,...),
- Instrumentation & control systems (I&C),
- Protective-relay systems,
- Smart grids and smart metering.

Our services cover:

- Site equipment survey,
- Documentation application review,
- Network planning and calculation,
- Pre-feasibility and feasibility studies,
- Environmental and social impact assessment,
- Conceptual, Preliminary (Basic) and Detailed Design,
- Technical and economic analysis,
- Due diligence,
- Grid connection,
- Project management und controlling,
- Project development and management,
- Construction supervision,
- Testing & commissioning,
- Manufacturer assessment, Quality assurance and Expediting,
- Factory acceptance tests (FAT),
- Inspecting and Testing, Packaging inspection,
- Commissioning and site testing (SAT),
- Owner's engineering services,
- Development specifications – including performance measurement,
- Tendering and procurement according to IFIs procurement rules (KfW, EBRD, PRAG, WB, EIB, etc.) and Western Balkans countries public procurement rules.

Electric Power Systems Planning Department

The department is composed of experienced experts with broad experience in the energy and power sectors. The Electric Power Systems Department is active in diverse fields of energy and power and we offer our services throughout South East Europe and also in various other parts of the world. Due to pressure on costs, current price trends in liberalized energy markets and environmental demands, power utilities and energy-intensive industries are forced to adopt a sustainable approach to the use of energy. Based on years of experience in the energy markets and with energy-related processes, SEEC experts possess the necessary skills to develop and implement solutions to optimize the integral energy process chain and to undertake the consulting services, as listed below:

- Generation–Transmission–Distribution systems - master plans,
- Generation–Transmission–Distribution systems - expansion master plans,
- Generation–Transmission–Distribution systems - least-cost optimisation studies,
- Interconnection studies,
- Techno–Economic studies related to planning and operation of power generation, transmission and distribution systems,
- Technical and Financial Due Diligence Reports,
- Pre-feasibility and Feasibility studies,
- Electricity market research and analyses,
- Tariff studies,
- Integrated Energy Resources system planning,
- Steady State and Dynamic network system analyses and studies.

Environmental and Spatial Planning Department

We offer the whole range of consultancy services in the field of environmental protection, related to industry, energy production and economy sectors, as well as in the field of spatial and urban planning. We cover integrated planning and Environmental and Social Impact Assessment (ESIA) services to both the private and public sectors through extensive technical knowledge and an understanding of planning issues and legislative requirements. The main services are:

Environmental Protection

This service includes activities on protection of all environment media, natural and man-made goods, live world and human health.

- Air quality protection
- Water quality protection and remediation
- Soil quality protection and remediation
- Natural and man-made goods protection
- Biodiversity protection
- Environmental noise
- Odours

Waste Management

Properly waste management, besides environmental, has an important economic effects. In its consultancy services SEEC follows the waste hierarchy approach, which is an internationally accepted approach to integrate waste management. The main consultancy services are:

- Waste management conceptual studies
- Issues of the waste generation prevention and minimization, reuse, recovery and composting
- Waste flows at location till temporary storage or final disposal or delivery
- Temporary and final waste disposal
- Waste land filling
- Waste treatment technologies (physical, chemical and destruction)

Environmental Management

The necessary environmental permits for construction new or rehabilitation of the existing objects or for implementation of the strategic plans affect both the schedule and the risk level of the investments. For all companies and institutions it is of the great importance to show their proactive position relating to environmental issues. SEEC offers complete consultancy services in preparation and elaboration required documents for reliable environmental permits getting and relevant presentation of the proactive position of companies and institutions.

- ESIA for industrial, energy production, transport and other objects
- Strategic environmental impact assessment
- Integral pollution prevention
- Environmental due diligence
- Company environmental performance evaluation
- Environmental information systems
- Life Cycle Assessment
- Permit approval procedures
- Ecological baseline studies
- Habitat surveys, protected species surveys and ornithological surveys
- Desk-based studies
- Ecological reporting and impact assessments (EcIA) as part of EIA, scoping reports and Environmental Statements
- Developing Ecological Habitat Management Plans and Mitigation works
- Liaising and negotiating with statutory authorities and other bodies.

Emission and Discharge Control

Approach of environment protection at the source posed the problem of emission limitation of the primary importance. Emission trading became actual fact in solving environmental issues.

- Legislation relating to emission and discharge control
- Measures for emissions and discharges reduction
- GHG inventory and climate change (IPPC and CORINAIR models)
- Preparation of National Emission Reduction Plans (NERP)
- GHG Emissions trading
- Ozone destruction gases inventory

Spatial and Urban Planning and Construction

SEEC provides consulting services in the field of spatial and urban planning as follows:

- Strategies for spatial planning
- Schemes of spatial development
- Spatial plans for areas of special aims (national parks, open-casting mines, river basins, coast lines etc.)
- Regional spatial plans; Municipal spatial plans

In the field of urban planning SEEC provides services for preparation of:

- General urban plans
- Plans of general urban regulation and plans of detailed urban regulation